

INVESTMENT PLANNING COUNSEL INC.

IGM Financial Inc. acquired 75% of Investment Planning Counsel in 2004. The acquisition is consistent with the Company's strategy of owning leading businesses in manufacturing and distribution within the advice segment of the financial services industry. It provides IGM Financial with an additional platform for future growth.



- Investment Planning Counsel is the fifth largest financial planning firm in Canada, with \$8 billion in assets under administration, 600 financial advisors and 132,000 clients across the country. The company has established strong momentum in asset management, particularly in the consistent growth of Counsel Funds. Led by an effective and committed management team, Investment Planning Counsel is successfully executing a disciplined strategy for growth.
- Investment Planning Counsel will be maintained as a separate entity, and will continue to be led by its existing management team – Chief Executive Officer, Steve Meehan and President, Chris Reynolds. It will retain its own distinct entrepreneurial culture, products, and distribution channel, while benefiting from the scale and expertise of IGM Financial. Operationally, synergies will be pursued between Investment Planning Counsel and other IGM Financial subsidiaries in operational areas, corporate support and financing.