

## INVESTORS GROUP INC.

With a strong commitment to building long-term client and Consultant relationships, Investors Group provides comprehensive financial planning advice and services including investment, retirement, estate and tax planning. Through its Symphony Strategic Investment Planning™ approach, Investors Group offers clients a full range of investment products, including 144 mutual funds. The company's offering also includes insurance, securities and banking and mortgage products and services. Through a network of approximately 3,500 Consultants, Investors Group serves close to one million Canadians, coast to coast.



- Enhanced Consultant programs resulted in the growth of the Consultant network to 3,496 Consultants. As of December 31, 2004, 58% of Investors Group Consultants have been with the company for more than 4 years.
- Driven by strong Consultant retention, there has been a significant decline in the long-term mutual fund redemption rate during the past year, from 10.7% to 9.1%.
- Sales momentum has been building. Consultant network mutual fund gross sales increased by 17% in 2004 to \$4.7 billion. Net sales of mutual funds through the Consultant network were \$218 million, up from net redemptions of \$839 million in 2003.
- The company invested in its brand to articulate its commitment to enduring support for clients through their Consultants.