

# Investors Group Inc.

Investors Group has a strong commitment to building long-term client and Consultant relationships. The company provides comprehensive financial planning advice, and services including investment, retirement, estate, and tax planning through a network of more than 3,600 Consultants to nearly one million Canadians. Investors Group offers investment management, securities, insurance, banking and mortgage products and services to our clients through integrated financial planning.

## HIGHLIGHTS

- Drawing on the growth of our Consultant network and our experienced field leadership, Investors Group added seven new region offices and significantly increased field management positions across the country to better support and mentor Consultants.
- Growth of the Consultant network remains strong, increasing from 3,496 to 3,668 Consultants in 2005. To the end of 2005, we have experienced six consecutive quarters of incremental growth.
- Driven by improved investment performance, strong Consultant retention, and increased client satisfaction and loyalty, the redemption rate for Investors Group's long-term mutual funds has declined to 8.7%, down 0.4% from the previous year.
- Sales momentum continues to be strong. Mutual fund gross sales increased by 16.2% in 2005 to \$5.5 billion. Net sales of mutual funds were \$778 million, up from \$218 million in 2004.
- Investors Group's commitment to building enduring relationships remains a key long-term focus. These relationships are built one at a time, as the financial needs of close to one million clients are served through the expertise of the company's 1,600 employees and more than 3,600 Consultants across Canada.

### Consultant Mutual Fund Assets Under Management

As at December 31 (\$ billions)

