

## Investment Planning Counsel Inc.

Investment Planning Counsel is an integrated financial services company focused on providing Canadians with high-quality financial products, services, and advice, while helping them achieve their financial dreams. Investment Planning Counsel is a leading choice for independent financial planners dedicated to delivering quality, client-focused advice.

Investment Planning Counsel is the fifth largest independent distributor of financial products, services, and advice in Canada. From its inception in 1996 through 2005, it has continued to evolve and adapt to meet the needs and expectations of their clients and advisors.

### HIGHLIGHTS

- In 2005, Investment Planning Counsel saw Assets Under Administration increase from \$8.0 billion to over \$8.9 billion.
- Assets Under Management (AUM) grew from approximately \$1.5 billion to \$1.9 billion in 2005.
- Investment Planning Counsel partners with over 500 advisors across the country and continues to attract some of Canada's leading financial planners.

### STRENGTH IN PARTNERSHIP

The relationship between IGM Financial and Investment Planning Counsel provides a solid foundation for growth and excellence. The scale, strength, and expertise of IGM Financial allows Investment Planning Counsel to improve operational efficiencies in various processes such as compliance and back-office infrastructure. The relationship enables the company to provide its advisors with a strong and stable operating environment, thereby allowing them to build a better business, while providing enhanced client service.

In addition to its mutual fund products, advisors have access to insurance, securities, and mortgage products. This attractive product offering gives advisors an extensive range of financial products to support their service to clients. In 2005, Investment Planning Counsel continued to draw on its relationship with the IGM Financial group of companies, allowing them to create a more substantial offering for their clients and advisors.

### BUILDING FOR THE FUTURE

Investment Planning Counsel continues to improve its product and service offering for advisors and clients. Building on its proven approach, the company is delivering the products, tools, and support necessary to make their advisors effective in the industry. Continued commitment to investing in its business is a strategic direction for 2006. With ongoing improvements to its business fundamentals, Investment Planning Counsel will continue to deliver value to advisors and clients, while building its reputation as a leading advisor network.