

Ten Year Review

CONDENSED CONSOLIDATED STATEMENTS OF INCOME

For the years ended December 31

(\$ thousands, except per share amounts)	2008	2007	2006	2005	2004	CAGR ⁽¹⁾		2003	2002	2001	2000	1999	CAGR ⁽¹⁾	
						5 YEAR	%						10 YEAR	%
Fee income	2,502,516	2,700,961	2,392,298	2,164,472	1,955,740	7.9		1,714,373	1,813,205	1,626,934	1,075,504	939,656		11.2
Net investment income	202,172	194,146	212,300	183,108	163,331	4.8		159,808	126,510	133,515	121,604	86,782		10.6
	2,704,688	2,895,107	2,604,598	2,347,580	2,119,071	7.6		1,874,181	1,939,715	1,760,449	1,197,108	1,026,438		11.2
Operating expenses	1,644,729	1,658,371	1,494,613	1,372,222	1,256,555	9.4		1,050,722	1,133,066	1,176,427	690,398	612,300		10.4
	1,059,959	1,236,736	1,109,985	975,358	862,516	5.2		823,459	806,649	584,022	506,710	414,138		12.6
Dilution gain	-	-	-	-	-	-		14,820	-	-	-	-		-
	1,059,959	1,236,736	1,109,985	975,358	862,516	4.8		838,279	806,649	584,022	506,710	414,138		12.6
Proportionate share of affiliate's impairment charge	60,346	-	-	-	-	-		-	-	-	-	-		-
Income before undernoted	999,613	1,236,736	1,109,985	975,358	862,516	3.6		838,279	806,649	584,022	506,710	414,138		11.9
Income taxes	292,551	354,682	331,231	291,500	264,969	(0.4)		299,198	317,401	252,474	222,418	178,525		8.0
	707,062	882,054	778,754	683,858	597,547	5.6		539,081	489,248	331,548	284,292	235,613		14.1
Goodwill amortization, net of tax	-	-	-	-	-	-		-	-	71,969	267	-		-
	707,062	882,054	778,754	683,858	597,547	5.6		539,081	489,248	259,579	284,025	235,613		14.1
Discontinued operations	-	-	-	-	-	-		-	1,811	116	-	-		-
	707,062	882,054	778,754	683,858	597,547	5.6		539,081	491,059	259,695	284,025	235,613		14.1
Non-controlling interest	1,266	2,919	2,064	1,431	1,151	-		-	-	-	-	-		-
Net income before undernoted	705,796	879,135	776,690	682,427	596,396	5.5		539,081	491,059	259,695	284,025	235,613		14.1
Proportionate share of affiliate's gain	25,003	-	-	-	-	-		-	-	-	-	-		-
Net income														
In accordance with GAAP	730,799	879,135	776,690	682,427	596,396	6.3		539,081	491,059	259,695	284,025	235,613		14.5
Adjusted net income ⁽²⁾	766,142	863,867	763,042	682,427	615,577	7.5		533,563	491,059	392,637	284,292	235,613		15.1
Diluted earnings per share (\$)														
In accordance with GAAP	2.76	3.29	2.90	2.56	2.24	6.3		2.03	1.85	1.05	1.35	1.12		12.0
Adjusted earnings per share ⁽²⁾	2.89	3.23	2.85	2.56	2.31	7.5		2.01	1.85	1.58	1.35	1.12		12.5
Dividends per share (¢)	200	178	154	134	115	15.1		99	86	73	61	49		18.1
Return on average common equity (ROE) (%)														
In accordance with GAAP	17.3	21.9	21.4	20.0	19.1	-		19.1	19.2	16.7	28.1	26.4		-
Adjusted ROE ⁽²⁾	18.2	21.5	21.1	20.0	19.8	-		18.9	19.2	19.6	28.1	26.4		-
Average shares outstanding (thousands)														
- Basic	263,323	264,604	264,724	264,573	264,431	-		263,915	263,487	247,093	210,012	210,854		-
- Diluted	264,808	267,303	267,395	266,609	266,010	-		265,174	264,873	247,932	210,870	210,854		-
Share price (closing \$)	35.45	50.03	49.10	46.12	36.64	2.7		31.05	26.75	25.50	25.95	20.60		3.0

Includes Mackenzie from date of acquisition (April 20, 2001).

Includes Investment Planning Counsel from date of acquisition (May 10, 2004).

(1) Compound annual growth rate.

(2) Non-GAAP Financial Measures - Items denoted as being excluded refer to:

2008 - Proportionate share of Great-West Lifeco Inc.'s after-tax impairment charge and proportionate share of Great-West Lifeco Inc.'s after-tax gain on the sale of its healthcare business, Great-West Healthcare as discussed on page 18 of the Management's Discussion and Analysis (MD&A).

2007 and 2006 - Non-cash income tax benefit as discussed on page 18 of the MD&A.

2004 - Unitholder compensation.

2003 - Dilution gain, restructuring reversal and non-cash income tax charge.

2001 and 2000 - Goodwill amortization and Mackenzie restructuring costs.

Ten Year Review

STATISTICAL INFORMATION

For the years ended December 31

(\$ millions)	2008	2007	2006	2005	2004	CAGR ⁽¹⁾		2003	2002	2001	2000	1999	CAGR ⁽¹⁾	
						5 YEAR %	10 YEAR %							
Mutual funds														
Investors Group														
Sales	5,946	7,229	6,190	5,488	4,722	8.1		4,021	4,916	6,027	7,053	5,915		(0.6)
Redemption rates (%)														
– total	9.4	8.4	9.0	10.0	10.6	–		12.8	12.6	11.6	14.0	11.9		–
– long-term funds	7.9	7.3	7.9	8.7	9.1	–		10.7	10.2	9.6	11.7	9.8		–
Net sales (redemptions)	625	2,158	1,345	778	218	N/M		(839)	(109)	1,031	976	1,370		(14.2)
Assets under management	47,491	60,194	58,216	50,701	44,510	3.0		40,904	37,588	41,644	44,498	40,650		2.8
Mackenzie⁽²⁾														
Sales	7,949	8,453	8,424	8,075	6,786	8.5		5,282	5,998	3,454	–	–		–
Redemption rates (%)														
– total	22.4	17.8	17.8	17.6	16.9	–		17.3	17.6	16.7	–	–		–
– long-term funds	18.7	14.1	15.2	14.8	13.8	–		13.0	11.9	11.6	–	–		–
Net sales (redemptions)	(1,553)	(89)	658	1,175	795	(86.4)		(69)	288	24	–	–		–
Assets under management	35,814	46,563	46,600	41,592	37,298	1.2		33,770	30,860	33,400	–	–		–
Investment Planning Counsel														
Sales	244	364	352	407	259	–		–	–	–	–	–		–
Redemption rates (%)														
– total	15.8	9.8	9.8	10.2	10.5	–		–	–	–	–	–		–
– long-term funds	14.8	9.4	9.4	9.7	9.5	–		–	–	–	–	–		–
Net sales (redemptions)	(80)	139	155	237	161	–		–	–	–	–	–		–
Assets under management	1,740	2,268	2,206	1,858	1,497	–		–	–	–	–	–		–
Combined mutual fund assets under management⁽³⁾														
	85,025	108,994	106,987	94,116	83,273	2.6		74,674	68,448	75,044	44,498	40,650		9.0
Total assets under management	101,742	122,982	119,364	100,233	86,621	5.8		76,737	69,969	76,951	44,498	40,650		10.9
Corporate assets	8,234	7,859	7,333	6,807	6,473	5.5		6,292	5,987	6,122	1,985	1,812		16.4
Consultants – Investors Group	4,479	4,331	3,917	3,668	3,496	6.8		3,223	3,324	3,409	3,483	3,626		1.7

Includes Mackenzie from date of acquisition (April 20, 2001).

Includes Investment Planning Counsel from date of acquisition (May 10, 2004).

(1) Compound annual growth rate.

(2) For Canadian mutual fund operations only.

(3) Adjusted for inter-segment assets.