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## IGM FINANCIAL Supplemental Information

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Second Quarter 2012  
(unaudited)

# Notes to Users

## Cautionary Note on Financial Information

- The financial information in this document is not audited and should be read in conjunction with both the Interim Condensed Consolidated Financial Statements and Management's Discussion and Analysis (MD&A) for the three and six months ended June 30, 2012 as well as the IGM Financial 2011 Annual Report, all of which are available on the Company's website at [www.igmfinc.com](http://www.igmfinc.com).

# Notes to Users

## Non-IFRS Financial Measures and Additional IFRS Measures

- Net earnings available to common shareholders, which is an additional measure in accordance with IFRS, may be subdivided into two components consisting of:
  - Operating earnings available to common shareholders; and
  - Other items, which include the after-tax impact of any item that management considers to be of a non-recurring nature or that could make the period-over-period comparison of results from operations less meaningful.
- “Operating earnings available to common shareholders”, “operating diluted earnings per share” (EPS) and “operating return on average common equity” (ROE) are non-IFRS financial measures which are used to provide management and investors with additional measures to assess earnings performance. These non-IFRS financial measures do not have standard meanings prescribed by IFRS and may not be directly comparable to similar measures used by other companies.
- “Earnings before interest and taxes” (EBIT) and “earnings before interest, taxes, depreciation and amortization” (EBITDA) are also non-IFRS financial measures. EBIT and EBITDA are alternative measures of performance utilized by management, investors and investment analysts to evaluate and analyze the Company’s results. These non-IFRS financial measures do not have standard meanings prescribed by IFRS and may not be directly comparable to similar measures used by other companies.
- “Earnings before income taxes and discontinued operations”, “net earnings from continuing operations” and “net earnings available to common shareholders” are additional IFRS measures which are used to provide management and investors with additional measures to assess earnings performance. These measures are considered additional IFRS measures as they are in addition to the minimum line items required by IFRS and are relevant to an understanding of the entity’s financial performance.
- We refer you to the MD&A for reconciliation of non-IFRS financial measures to measures prescribed by IFRS.

# Other Items

- Other items for the three and six months ended June 30, 2012 consisted of a non-cash income tax charge of \$6.4 million resulting from increases in Ontario corporate income tax rates and their effect on the deferred income tax liability related to indefinite life intangible assets arising from prior business acquisitions. There is no expectation that the deferred tax liability will become payable as the Company has no intention of disposing of these assets.
- Other items for the three month period ending December, 2011 include an after-tax benefit of \$5.0 million representing the Company's proportionate share of net changes in Great-West Lifeco Inc.'s litigation provisions.
- On September 2, 2011, the Company announced it had entered into an agreement to sell 100% of the common shares of M.R.S. Trust Company and M.R.S. Inc. (MRS). The operating results and cash flows of MRS during 2010 and 2011, which were previously included in the Mackenzie reportable segment, have been classified as discontinued operations. On November 16, 2011, Mackenzie completed the sale of MRS.
  - Other items for the three month period ending December 30, 2011 include the net loss for MRS of (\$0.7) million, excluding the gain on sale of MRS of \$30.3 million. Net earnings from discontinued operations, including the after-tax gain on sale, were \$29.6 million for the three months ended December 31, 2011.
  - Other items for the three month period ending September 30, 2011 include the net earnings for MRS of \$2.3 million, excluding a one-time tax adjustment. During the third quarter of 2011, a reduction in income taxes of \$28.7 million was recorded to reflect a change in estimate related to tax filing positions. As a result, net earnings from discontinued operations were \$31.0 million for the three months ended September 30, 2011.
- Other items for the three month period ending December 31, 2010 include non-recurring items related to the transition to IFRS totaling \$29.3 million (\$21.8 million after-tax) related to certain employee benefits which became fully vested as well as restructuring and transaction costs related to Investment Planning Counsel's acquisition of Partners in Planning Financial Group Ltd. in the fourth quarter of 2010.
- Other items for the three month period ending September 30, 2010 consisted of an after-tax charge of \$8.2 million representing the Company's proportionate share of Great-West Lifeco Inc.'s incremental litigation provision.

# Consolidated Statements of Earnings

All figures 000's, unless otherwise noted

	Year Quarter	2010 2	2010 3	2010 4	2011 1	2011 2	2011 3	2011 4	2012 1	2012 2
<b>Consolidated statements of earnings</b>										
Revenues										
Management fees		455,490	452,561	479,079	492,115	491,787	464,649	444,177	456,618	443,537
Administration fees		83,685	82,579	85,480	87,500	87,924	85,116	84,347	85,264	83,973
Distribution fees		71,584	68,775	83,325	89,361	83,556	80,759	79,785	85,179	80,534
Net investment income and other		(3,477)	19,851	28,366	25,433	16,293	22,370	17,791	26,331	12,837
Proportionate share of affiliate's earnings		17,904	16,927	18,610	16,980	18,111	20,862	18,576	19,697	16,726
		625,186	640,693	694,860	711,389	697,671	673,756	644,676	673,089	637,607
Expenses										
Commission		212,184	207,458	221,587	233,650	228,679	218,504	214,027	221,384	213,719
Non-commission		150,645	150,245	153,478	161,964	164,133	156,032	155,358	170,091	170,109
		362,829	357,703	375,065	395,614	392,812	374,536	369,385	391,475	383,828
Operating earnings before interest and taxes		262,357	282,990	319,795	315,775	304,859	299,220	275,291	281,614	253,779
Interest		27,571	27,870	28,631	30,271	26,139	23,198	23,199	22,911	22,912
Operating earnings before income taxes		234,786	255,120	291,164	285,504	278,720	276,022	252,092	258,703	230,867
Income taxes		56,422	71,833	78,678	72,127	63,693	60,775	53,902	56,839	49,591
Operating earnings		178,364	183,287	212,486	213,377	215,027	215,247	198,190	201,864	181,276
Perpetual preferred share dividends		(2,213)	(2,212)	(2,213)	(2,213)	(2,212)	(2,213)	(2,212)	(2,213)	(2,212)
Operating earnings available to common shareholders		176,151	181,075	210,273	211,164	212,815	213,034	195,978	199,651	179,064
Other items <sup>(1)</sup>										
Net earnings - Discontinued operations		(309)	472	1,465	968	1,055	30,995	29,626	-	-
Other		-	(8,160)	(21,837)	-	-	-	4,960	-	(6,436)
Net earnings available to common shareholders		175,842	173,387	189,901	212,132	213,870	244,029	230,564	199,651	172,628
Average number of common shares										
Basic		262,339	261,714	260,756	259,289	258,296	257,807	257,232	256,568	255,835
Diluted		263,567	262,770	261,848	260,332	259,559	258,730	257,981	257,383	256,454
Operating earnings per share (in cents)										
Basic		67	69	81	82	82	83	76	78	70
Diluted		67	69	80	81	82	82	76	78	70
Net earnings per share (in cents)										
Basic		67	66	73	82	83	95	90	78	67
Diluted		67	66	73	81	82	94	89	78	67
Dividends per share (in cents)										
		51.25	51.25	51.25	51.25	51.25	53.75	53.75	53.75	53.75

1. Please see slide 4 for details of Other Items.

# Consolidated EBIT and EBITDA

All figures 000's

	Year Quarter	2010 2	2010 3	2010 4	2011 1	2011 2	2011 3	2011 4	2012 1	2012 2
<b>Operating earnings before interest and taxes (EBIT)</b>										
Investors Group		165,308	194,227	214,550	214,727	200,238	198,162	182,033	191,609	169,101
Mackenzie		72,765	72,288	82,926	77,503	79,107	75,109	68,863	61,811	62,356
Corporate and other		24,284	16,475	22,319	23,545	25,514	25,949	24,395	28,194	22,322
		<u>262,357</u>	<u>282,990</u>	<u>319,795</u>	<u>315,775</u>	<u>304,859</u>	<u>299,220</u>	<u>275,291</u>	<u>281,614</u>	<u>253,779</u>
<b>Operating earnings before interest, taxes, depreciation and amortization (EBITDA)</b>										
Operating earnings before income taxes		234,786	255,120	291,164	285,504	278,720	276,022	252,092	258,703	230,867
Interest expense										
Long-term debt		27,571	27,870	28,631	30,271	26,139	23,198	23,199	22,911	22,912
Commission amortization		73,612	71,976	71,513	72,469	70,668	69,398	69,005	70,029	66,677
Amortization of capital and intangible assets and other		8,139	8,267	8,813	8,041	11,579	8,708	10,263	8,888	12,197
		<u>344,108</u>	<u>363,233</u>	<u>400,121</u>	<u>396,285</u>	<u>387,106</u>	<u>377,326</u>	<u>354,559</u>	<u>360,531</u>	<u>332,653</u>

# Consolidated Operating Metrics

All figures millions

	Year Quarter	2010 2	2010 3	2010 4	2011 1	2011 2	2011 3	2011 4	2012 1	2012 2
<b>Consolidated operating metrics</b>										
Total assets under management										
Mutual funds		96,507	102,327	107,926	111,706	108,604	97,702	99,685	105,116	100,180
Institutional		19,187	20,341	21,558	22,375	21,555	19,041	19,028	19,030	17,781
		115,694	122,667	129,484	134,081	130,159	116,743	118,713	124,146	117,961
Average total assets under management										
Mutual funds		100,523	99,420	104,981	109,982	109,854	103,470	99,602	103,594	100,874
Institutional		20,095	19,732	20,964	21,922	22,176	20,555	19,379	19,225	18,343
		120,619	119,152	125,945	131,904	132,030	124,025	118,981	122,819	119,217
Gross sales										
Mutual funds		3,141	2,331	3,024	4,177	2,896	2,634	2,500	3,445	2,485
Institutional		1,558	1,364	1,571	1,400	1,065	796	937	912	666
		4,699	3,695	4,595	5,577	3,961	3,430	3,437	4,357	3,151
Net sales										
Mutual funds		(235)	(660)	(440)	534	(439)	(695)	(687)	(304)	(807)
Institutional		(385)	(249)	186	85	(47)	(589)	(686)	(549)	(855)
		(620)	(909)	(254)	619	(486)	(1,284)	(1,373)	(853)	(1,662)
Client assets under administration										
Assets under management		115,694	122,667	129,484	134,081	130,159	116,743	118,713	124,146	117,961
Third party and other assets at Investors Group and IPC		10,415	11,060	14,977	15,271	14,847	13,881	14,137	14,465	13,698
		126,109	133,727	144,460	149,352	145,005	130,624	132,850	138,611	131,659

Note: Institutional assets and sales exclude assets managed by Mackenzie on behalf of Investors Group and Investment Planning Counsel.

# Consolidated Balance Sheets

All figures 000's

	2010 Quarter 2	2010 3	2010 4	2011 1	2011 2	2011 3	2011 4	2012 1	2012 2
<b>Consolidated balance sheets</b>									
<b>Assets</b>									
Cash and cash equivalents	1,114,330	1,400,333	1,573,626	1,481,688	896,817	715,745	1,052,423	889,869	937,588
<b>Securities</b>									
Available for sale									
Common shares	18,139	16,576	7,698	7,720	7,666	5,358	4,876	-	-
Proprietary investment funds	32,763	38,820	37,794	31,538	28,887	19,650	31,173	31,768	30,465
Fixed income	261,562	222,848	243,748	213,922	197,696	-	-	-	-
	312,464	278,244	289,240	253,180	234,249	25,008	36,049	31,768	30,465
Held for trading									
Common shares	-	-	-	-	-	-	-	4,563	4,670
Canada Mortgage Bonds	634,255	647,182	637,850	633,259	213,362	224,870	227,206	223,684	227,140
Fixed income	27,674	27,654	27,601	28,547	28,922	28,799	29,177	31,653	32,036
	661,929	674,836	665,451	661,806	242,284	253,669	256,383	259,900	263,846
Total securities	974,393	953,080	954,691	914,986	476,533	278,677	292,432	291,668	294,311
<b>Other assets</b>									
Accounts and other receivables							281,982	319,722	316,885
Income taxes recoverable							27,796	41,660	45,155
Derivative instruments							88,092	67,251	75,738
Capital assets							109,953	111,082	113,659
Other							40,228	35,607	41,291
	405,996	398,507	405,579	402,519	389,280	412,569	548,051	575,322	592,728
<b>Loans</b>									
Held for trading (warehouse)	404,603	255,953	224,398	321,173	472,193	397,850	292,109	458,572	365,859
Loans and receivables under securitizations	3,277,351	3,407,788	3,473,744	3,455,267	3,431,641	3,499,545	3,763,345	3,885,673	4,257,003
Other	420,972	409,718	396,510	393,502	378,137	32,199	30,475	28,154	24,388
	4,102,926	4,073,459	4,094,652	4,169,942	4,281,971	3,929,594	4,085,929	4,372,399	4,647,250
<b>Investment in affiliate</b>									
Carrying value	563,573	570,395	580,478	569,296	572,100	579,033	612,480	611,885	613,450
Fair value	909,165	959,800	996,076	1,015,725	961,311	778,420	768,973	925,791	832,834
<b>Assets held for sale</b>									
<b>Deferred selling commissions</b>									
Investors Group	562,044	549,614	543,018	559,154	551,540	540,463	528,052	534,180	521,782
Mackenzie	257,302	244,374	234,245	232,983	225,354	214,891	204,633	200,202	192,404
Corporate and other	16,064	16,070	17,292	18,159	18,311	18,138	18,078	18,544	18,299
	835,410	810,058	794,555	810,296	795,205	773,492	750,763	752,926	732,485
Deferred income taxes	64,895	64,372	67,618	42,641	50,979	64,503	59,612	61,797	66,390
Intangible assets	1,122,119	1,120,431	1,123,006	1,121,586	1,119,508	1,117,088	1,117,858	1,115,729	1,114,635
Goodwill	2,619,439	2,619,439	2,643,123	2,643,123	2,643,124	2,643,124	2,640,523	2,640,523	2,640,523
	11,803,081	12,010,074	12,237,328	12,156,077	11,225,517	11,412,209	11,160,071	11,312,118	11,639,360
<b>Liabilities</b>									
<b>Other liabilities</b>									
Accounts payable and accrued liabilities							300,094	288,853	275,305
Income taxes payable							62,816	35,764	40,080
Derivative instruments							111,424	80,535	97,827
Other							357,959	369,307	365,425
	721,452	778,437	838,619	734,880	712,774	771,712	832,293	774,459	778,637
Repurchase agreements	624,232	645,439	635,302	641,350	214,300	224,963	227,280	224,984	227,700
Deposits and certificates	862,637	877,140	834,801	818,193	777,501	148,616	150,716	147,114	153,599
Liabilities held for sale	-	-	-	-	-	659,200	-	-	-
Deferred income taxes	351,241	340,239	330,869	340,192	327,078	319,753	308,968	315,738	316,451
Obligations to securitization entities	3,364,151	3,460,096	3,505,451	3,527,689	3,506,877	3,553,780	3,827,339	4,017,588	4,345,396
Long-term debt	1,575,000	1,575,000	1,775,000	1,775,000	1,325,000	1,325,000	1,325,000	1,325,000	1,325,000
	7,498,713	7,676,351	7,920,042	7,837,304	6,863,530	7,003,024	6,871,596	6,804,883	7,146,783
<b>Shareholders' equity</b>									
Perpetual preferred shares	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
Common shares	1,568,588	1,571,727	1,567,725	1,577,686	1,580,977	1,579,879	1,578,270	1,582,266	1,577,576
Contributed surplus	36,302	36,912	37,785	36,454	36,955	38,171	35,842	35,794	36,746
Retained earnings	2,564,799	2,578,792	2,559,238	2,569,179	2,611,236	2,664,238	2,726,285	2,747,211	2,741,959
Accumulated other comprehensive income (loss)	(15,321)	(3,708)	2,538	(14,546)	(17,181)	(23,103)	(1,922)	(8,036)	(13,704)
	4,304,368	4,333,723	4,317,286	4,318,773	4,361,987	4,409,185	4,488,475	4,507,235	4,492,577
	11,803,081	12,010,074	12,237,328	12,156,077	11,225,517	11,412,209	11,160,071	11,312,118	11,639,360



# Consolidated Cash Flows

All figures 000's

	Year Quarter	2010 2	2010 3	2010 4	2011 1	2011 2	2011 3	2011 4	2012 1	2012 2
<b>Consolidated statements of cash flows</b>										
Operating activities - continuing operations										
Earnings before income taxes and discontinued operations		234,786	246,960	261,894	285,504	278,720	276,022	257,052	258,703	230,867
Income taxes paid		(66,867)	(66,484)	(51,031)	(92,268)	(90,150)	(69,964)	(54,947)	(91,453)	(56,419)
Adjustments to determine net cash from operating activities										
Commission amortization		73,610	71,976	71,509	72,469	70,668	69,398	69,005	70,029	66,677
Amortization of capital and intangible assets		7,880	8,154	8,309	8,052	8,269	8,538	8,262	8,713	8,447
Changes in operating assets and liabilities and other		(14,403)	37,021	4,658	(34,917)	(42,490)	6,721	(19,602)	(62,302)	(28,709)
		235,006	297,627	295,339	238,840	225,017	290,715	259,770	183,690	220,863
Commissions paid		(55,324)	(46,629)	(55,984)	(88,215)	(55,581)	(47,676)	(46,276)	(72,192)	(46,236)
		179,682	250,998	239,355	150,625	169,436	243,039	213,494	111,498	174,627
Financing activities - continuing operations										
Net increase (decrease) in deposits and certificates		(33)	1,845	(2,214)	(3,863)	(1,189)	(640)	2,099	(3,602)	6,485
Change in obligations related to assets sold under repurchase agreements		(5,585)	21,207	(10,136)	6,048	(427,050)	10,663	2,317	(2,296)	2,716
Increase (decrease) in obligations to securitization entities		39,019	95,271	44,656	21,491	(21,601)	46,071	272,658	190,487	326,779
Net increase (decrease) in debentures		-	-	200,000	-	(450,000)	-	-	-	-
Issue of common shares		2,792	6,654	9,952	20,704	6,828	3,535	4,031	7,827	2,557
Preferred dividends paid		(3,467)	(2,213)	(2,212)	(2,213)	(2,212)	(2,213)	(2,212)	(2,213)	(2,212)
Common dividends paid		(134,492)	(134,320)	(134,136)	(133,105)	(132,426)	(132,219)	(138,404)	(137,954)	(137,665)
Common shares purchased for cancellation		(29,904)	(22,956)	(82,125)	(86,244)	(35,235)	(25,430)	(38,917)	(39,036)	(42,364)
		(131,670)	(34,512)	23,785	(177,182)	(1,062,885)	(100,233)	101,572	13,213	156,296
Investing activities - continuing operations										
Purchase of securities		(600)	(5,383)	(626)	(5,357)	(188)	(166)	(11,403)	(5,980)	(2,526)
Proceeds from the sale of securities		71,576	2,196	16,399	11,465	427,959	7,208	290	7,432	2,741
Net (increase) / decrease in loans		(193,445)	22,959	(1,151)	(77,654)	(82,412)	(57,026)	(153,268)	(282,242)	(274,610)
Net cash used in acquisitions and additions to intangible assets		(1,602)	(2,165)	(33,811)	(1,970)	(1,654)	(1,450)	(4,457)	(1,784)	(2,763)
Net additions to capital assets		(1,959)	(5,494)	(5,921)	(3,851)	(3,893)	(3,857)	(8,243)	(4,691)	(6,046)
Proceeds from disposal of business		-	-	-	-	-	-	198,693	-	-
		(126,030)	12,113	(25,110)	(77,367)	339,812	(55,291)	21,612	(287,265)	(283,204)
(Decrease) Increase in cash and cash equivalents from continuing operations		(78,018)	228,599	238,030	(103,924)	(553,637)	87,515	336,678	(162,554)	47,719
(Decrease) Increase in cash and cash equivalents from discontinued operations		15,240	57,402	(64,735)	11,986	(31,234)	26,474	(295,061)	-	-
(Decrease) Increase in cash and cash equivalents from continuing and discontinued operations		(62,778)	286,001	173,295	(91,938)	(584,871)	113,989	41,617	(162,554)	47,719
Cash and cash equivalents, beginning of period		1,177,108	1,114,330	1,400,331	1,573,626	1,481,688	896,817	1,010,806	1,052,423	889,869
Cash and cash equivalents, end of period		1,114,330	1,400,331	1,573,626	1,481,688	896,817	1,010,806	1,052,423	889,869	937,588
Less: cash and cash equivalents, end of period - discontinued operations		(295,168)	(352,570)	(287,835)	(299,821)	(268,587)	(295,061)	-	-	-
Cash and cash equivalents, end of period - continuing operations		819,162	1,047,761	1,285,791	1,181,867	628,230	715,745	1,052,423	889,869	937,588

# Other Information

All figures 000's, unless otherwise noted

	Year Quarter	2010 2	2010 3	2010 4	2011 1	2011 2	2011 3	2011 4	2012 1	2012 2
<b>Common shares outstanding</b>										
Open		262,428	261,697	261,342	259,718	258,393	257,932	257,455	256,659	256,074
Issued under Stock Option Plan		119	245	343	675	250	109	93	260	57
Purchased for cancellation		(850)	(600)	(1,967)	(2,000)	(711)	(585)	(889)	(845)	(1,067)
End		261,697	261,342	259,718	258,393	257,932	257,455	256,659	256,074	255,064
<b>Stock options</b>										
Outstanding		9,786	9,504	8,958	9,065	8,715	8,520	8,414	9,227	8,768
Weighted average strike price (\$)		36.72	37.01	37.59	39.09	39.41	39.58	39.64	40.62	40.80
<b>Deposit operations - consolidated balance sheet</b>										
Assets										
Cash and cash equivalents		337,100	402,900	326,200	342,500	254,400	10,100	14,000	14,200	18,100
Securities		261,600	222,900	243,700	213,900	197,700	-	-	-	-
Accounts & other receivables						55,400	123,300	122,300	119,000	125,500
Loans		424,700	412,300	422,500	416,100	448,600	27,700	28,000	27,800	24,200
		1,023,400	1,038,100	992,400	972,500	956,100	161,100	164,300	161,000	167,800
Deposits		(862,600)	(877,100)	(834,800)	(818,200)	(777,500)	(148,600)	(150,700)	(147,100)	(153,600)
Other liabilities (net)		(43,300)	(42,800)	(39,600)	(36,100)	(57,600)	(300)	(1,000)	(1,000)	(1,000)
Net assets		117,500	118,200	118,000	118,200	121,000	12,200	12,600	12,900	13,200
Subordinated debt										
		20,000	20,000	20,000	20,000	20,000	-	-	-	-
Shareholders' equity		97,500	98,200	98,000	98,200	101,000	12,200	12,600	12,900	13,200
Capital		117,500	118,200	118,000	118,200	121,000	12,200	12,600	12,900	13,200
<b>Net Earnings from Discontinued Operations</b>										
Revenues										
Management fees		(32)	(39)	(51)	(53)	(53)	(54)	(27)		
Administration fees		5,483	5,216	5,315	5,293	5,058	4,818	2,605		
Distribution fees		362	296	394	330	441	448	220		
		5,813	5,473	5,658	5,570	5,446	5,212	2,798		
Net investment income & other		2,709	3,488	4,276	3,549	3,671	5,249	1,021		
		8,522	8,961	9,934	9,119	9,117	10,461	3,819		
Expenses										
Commission		(179)	(178)	(170)	(221)	(208)	(198)	(92)		
Non-commission		8,371	7,615	7,202	7,219	7,847	7,404	5,027		
		8,192	7,437	7,032	6,998	7,639	7,206	4,935		
Earnings before income taxes		330	1,524	2,902	2,121	1,478	3,255	(1,116)		
Income taxes										
Operations		125	526	904	615	423	960	(419)		
Change in estimate		514	526	533	538	-	(28,700)	-		
		639	1,052	1,437	1,153	423	(27,740)	(419)		
Gain on Sale										
Pre-tax								32,246		
Income taxes								(1,923)		
After-tax								30,323		
Net Earnings from Discontinued Operations		(309)	472	1,465	968	1,055	30,995	29,626		

# Investors Group Operating Segment

All figures 000's

	Year Quarter	2010 2	2010 3	2010 4	2011 1	2011 2	2011 3	2011 4	2012 1	2012 2
<b>Investors Group operating segment results</b>										
<b>Earnings before interest and taxes</b>										
Revenues										
Management fees		275,719	274,438	290,199	297,679	298,660	282,966	273,075	280,984	274,810
Administration fees		54,615	53,323	55,976	57,890	58,297	55,561	54,232	55,469	54,386
Distribution fees										
Redemption fees		12,423	11,522	11,621	13,668	12,603	11,625	11,317	14,467	12,466
Other mutual fund		5,161	5,251	5,540	5,674	5,772	5,477	5,379	5,535	5,463
Non-mutual fund		27,311	26,469	30,164	28,343	28,940	29,654	29,721	29,280	30,847
		44,895	43,242	47,325	47,685	47,315	46,755	46,417	49,282	48,776
Net investment income and other		(7,327)	19,053	25,282	21,291	12,556	20,099	16,244	21,524	10,334
		367,902	390,056	418,782	424,545	416,828	405,381	389,968	407,259	388,306
Expenses										
Commission										
Amortization		45,062	44,672	44,332	45,199	45,290	44,958	44,889	46,053	44,727
Asset retention bonus and premium		51,759	51,029	53,476	56,168	56,840	53,895	52,324	53,338	52,956
Other - mutual fund		9,507	8,887	9,173	9,107	9,115	8,883	8,916	9,813	9,787
Other - non-mutual fund		12,628	12,335	13,359	13,587	13,251	13,203	13,948	14,404	14,646
		118,956	116,923	120,341	124,061	124,496	120,939	120,077	123,608	122,116
Non-commission										
Amortization		3,377	3,427	3,336	3,241	3,363	3,413	3,518	3,686	3,850
Other		80,261	75,479	80,555	82,516	88,731	82,867	84,340	88,356	93,239
		83,638	78,906	83,891	85,757	92,094	86,280	87,858	92,042	97,089
		202,594	195,829	204,232	209,818	216,590	207,219	207,935	215,650	219,205
Earnings before interest and taxes		165,308	194,227	214,550	214,727	200,238	198,162	182,033	191,609	169,101

# Investors Group Operating Segment

	Year Quarter	2010 2	2010 3	2010 4	2011 1	2011 2	2011 3	2011 4	2012 1	2012 2
<b>Investors Group segment results</b>										
<b>Operating metrics</b>										
Number of Investors Group Consultants										
Less than four years experience		2,055	2,058	2,045	1,931	1,933	1,921	1,903	1,808	1,799
More than four years experience		2,612	2,625	2,641	2,655	2,659	2,674	2,705	2,714	2,727
		4,667	4,683	4,686	4,586	4,592	4,595	4,608	4,522	4,526
Number of Region Offices										
		95	95	101	101	101	102	106	106	106
Mutual fund assets under management (\$ millions)										
Opening assets										
		59,224	55,468	58,838	61,785	64,049	62,158	56,502	57,735	60,628
Gross sales										
		1,316	1,165	1,387	2,046	1,405	1,285	1,285	1,834	1,306
Redemptions										
		1,418	1,331	1,425	1,542	1,550	1,447	1,443	1,659	1,630
Net sales										
		(102)	(166)	(38)	504	(145)	(162)	(158)	175	(324)
Investment returns										
		(3,653)	3,535	2,986	1,759	(1,745)	(5,494)	1,390	2,718	(2,186)
Ending assets										
		55,468	58,838	61,785	64,049	62,158	56,502	57,735	60,628	58,118
Average assets										
		57,863	57,166	60,236	63,006	62,848	59,384	57,526	59,763	58,494
Redemption rate (last twelve month trailing)										
Long term funds										
		7.7%	8.1%	8.3%	8.4%	8.5%	8.7%	8.8%	9.1%	9.4%
Total										
		9.0%	9.3%	9.4%	9.6%	9.6%	9.7%	9.8%	10.1%	10.4%
Assets under administration (\$ millions)										
Investors Group mutual fund assets										
		55,468	58,838	61,785	64,049	62,158	56,502	57,735	60,628	58,118
Third party and other										
		1,961	2,085	2,159	2,220	2,158	2,009	2,117	2,186	2,114
		57,430	60,923	63,945	66,269	64,316	58,511	59,852	62,814	60,232
Other products (\$ millions)										
Insurance - new annualized premiums										
		14.2	14.1	16.0	14.9	16.1	15.7	16.9	16.1	18.6
Segregated fund assets										
		662	774	880	958	980	961	1,056	1,144	1,149
Mortgage banking operations (\$ millions)										
Mortgages serviced										
		5,608	5,683	5,741	5,808	5,982	6,135	6,269	6,503	6,810
Mortgage originations										
		402	238	253	330	404	347	328	589	593

# Mackenzie Operating Segment

All figures 000's

	Year Quarter	2010 2	2010 3	2010 4	2011 1	2011 2	2011 3	2011 4	2012 1	2012 2
<b>Mackenzie operating segment results</b>										
<b>Earnings before interest and taxes</b>										
Revenues										
Management fees		170,714	168,801	178,352	183,303	181,678	170,409	159,878	164,043	157,317
Administration fees										
Unitholder admin fees		24,680	24,928	24,783	24,941	24,989	25,097	25,580	25,121	25,144
Other		2,291	2,230	2,506	2,063	2,010	1,804	1,860	1,733	1,819
		<u>26,971</u>	<u>27,158</u>	<u>27,289</u>	<u>27,004</u>	<u>26,999</u>	<u>26,901</u>	<u>27,440</u>	<u>26,854</u>	<u>26,963</u>
Distribution fees										
Redemption fees		5,680	5,001	6,195	5,900	4,829	4,529	4,908	5,049	4,191
Net investment income and other		166	(314)	368	783	167	1,289	216	(196)	142
		<u>203,531</u>	<u>200,646</u>	<u>212,204</u>	<u>216,990</u>	<u>213,673</u>	<u>203,128</u>	<u>192,442</u>	<u>195,750</u>	<u>188,613</u>
Expenses										
Commission										
Amortization		26,999	25,759	25,581	25,689	23,662	22,745	22,445	22,208	20,286
Trailers		45,736	44,618	47,455	50,310	50,390	46,664	43,989	46,010	44,446
		<u>72,735</u>	<u>70,377</u>	<u>73,036</u>	<u>75,999</u>	<u>74,052</u>	<u>69,409</u>	<u>66,434</u>	<u>68,218</u>	<u>64,732</u>
Non-commission										
Amortization		2,853	2,927	3,018	2,746	2,844	3,038	2,602	3,008	3,059
Other		55,178	55,054	53,224	60,742	57,670	55,572	54,543	62,713	58,466
		<u>58,031</u>	<u>57,981</u>	<u>56,242</u>	<u>63,488</u>	<u>60,514</u>	<u>58,610</u>	<u>57,145</u>	<u>65,721</u>	<u>61,525</u>
		<u>130,766</u>	<u>128,358</u>	<u>129,278</u>	<u>139,487</u>	<u>134,566</u>	<u>128,019</u>	<u>123,579</u>	<u>133,939</u>	<u>126,257</u>
Earnings before interest and taxes		<u>72,765</u>	<u>72,288</u>	<u>82,926</u>	<u>77,503</u>	<u>79,107</u>	<u>75,109</u>	<u>68,863</u>	<u>61,811</u>	<u>62,356</u>

Note: exclude the results of Discontinued Operations.

# Mackenzie Operating Segment

All figures millions, unless otherwise noted

	Year Quarter	2010 2	2010 3	2010 4	2011 1	2011 2	2011 3	2011 4	2012 1	2012 2
<b>Mackenzie segment results</b>										
<b>Operating metrics</b>										
Total assets under management										
Opening		64,857	60,887	64,533	68,346	70,679	68,807	60,916	61,652	64,366
Gross sales		3,343	2,459	3,133	3,486	2,684	2,045	2,088	2,721	1,958
Redemptions		3,859	3,230	3,400	3,365	2,857	3,246	3,334	3,654	3,249
Net sales		(516)	(771)	(267)	121	(173)	(1,201)	(1,246)	(933)	(1,291)
Investment returns		(3,454)	4,417	4,080	2,212	(1,698)	(6,690)	1,982	3,647	(2,423)
Ending assets		60,887	64,533	68,346	70,679	68,807	60,916	61,652	64,366	60,652
Average assets		63,406	62,656	66,355	69,547	69,934	65,416	62,161	63,830	61,562
Mutual fund assets under management										
Opening		41,331	38,867	41,112	43,452	44,824	43,601	38,527	39,141	41,535
Gross sales		1,711	1,056	1,494	1,962	1,358	1,236	1,089	1,472	1,092
Redemptions		1,877	1,598	1,957	2,005	1,703	1,812	1,673	1,981	1,550
Net sales		(166)	(542)	(463)	(43)	(345)	(576)	(584)	(509)	(458)
Investment returns		(2,298)	2,786	2,804	1,415	(878)	(4,498)	1,197	2,903	(1,861)
Ending assets		38,867	41,112	43,452	44,824	43,601	38,527	39,141	41,535	39,217
Average assets		40,432	39,980	42,198	44,219	44,176	41,326	39,317	40,922	39,522
Redemption rate (last twelve month trailing)										
Long term funds		15.7%	16.2%	16.5%	16.5%	15.9%	16.2%	15.8%	16.2%	16.4%
Total		17.9%	18.1%	18.1%	17.9%	17.1%	17.4%	16.9%	17.2%	17.3%
Institutional assets under management										
Opening		23,526	22,020	23,421	24,894	25,855	25,206	22,389	22,511	22,831
Gross sales		1,632	1,403	1,639	1,524	1,326	809	999	1,249	866
Redemptions		1,982	1,632	1,443	1,360	1,154	1,434	1,661	1,673	1,699
Net sales		(350)	(229)	196	164	172	(625)	(662)	(424)	(833)
Investment returns		(1,156)	1,631	1,277	797	(821)	(2,192)	784	744	(562)
Ending assets		22,020	23,421	24,894	25,855	25,206	22,389	22,511	22,831	21,435
Average assets		22,975	22,676	24,158	25,328	25,758	24,089	22,843	22,907	22,040

# Corporate & Other Segment

All figures 000's

	Year Quarter	2010 2	2010 3	2010 4	2011 1	2011 2	2011 3	2011 4	2012 1	2012 2
<b>Corporate and other segment results</b>										
<b>Earnings before interest and taxes</b>										
Revenues										
Management fees		9,057	9,322	10,528	11,133	11,449	11,274	11,224	11,591	11,410
Administration fees		2,099	2,098	2,215	2,606	2,628	2,654	2,675	2,941	2,624
Distribution fees										
Redemption fees		320	243	254	261	289	257	303	520	302
Other		20,689	20,289	29,551	35,515	31,123	29,218	28,157	30,328	27,265
		21,009	20,532	29,805	35,776	31,412	29,475	28,460	30,848	27,567
Net investment income and other										
Share of GWL earnings		17,904	16,927	18,610	16,980	18,111	20,862	18,576	19,697	16,726
Other		3,684	1,112	2,716	3,359	3,570	982	1,331	5,003	2,361
		21,588	18,039	21,326	20,339	21,681	21,844	19,907	24,700	19,087
		53,753	49,991	63,874	69,854	67,170	65,247	62,266	70,080	60,688
Expenses										
Commission										
Amortization		1,551	1,545	1,600	1,768	1,716	1,695	1,671	1,768	1,664
Other		18,942	18,613	26,610	31,822	28,415	26,461	25,845	27,790	25,207
		20,493	20,158	28,210	33,590	30,131	28,156	27,516	29,558	26,871
Non-commission										
Amortization		1,650	1,800	1,955	2,065	2,062	2,087	2,142	2,019	1,538
Other		7,326	11,558	11,390	10,654	9,463	9,055	8,213	10,309	9,957
		8,976	13,358	13,345	12,719	11,525	11,142	10,355	12,328	11,495
		29,469	33,516	41,555	46,309	41,656	39,298	37,871	41,886	38,366
		24,284	16,475	22,319	23,545	25,514	25,949	24,395	28,194	22,322

# Corporate & Other Segment

All figures millions, unless otherwise noted

	Year Quarter	2010 2	2010 3	2010 4	2011 1	2011 2	2011 3	2011 4	2012 1	2012 2
<b>Corporate and other segment results</b>										
<b>Operating metrics</b>										
Investment Planning Counsel assets under administration										
Counsel		2,171	2,377	2,688	2,834	2,845	2,674	2,811	2,957	2,849
Third party and other		9,700	10,284	14,696	14,969	14,511	13,481	13,685	13,907	13,120
Total		11,871	12,661	17,384	17,803	17,356	16,155	16,497	16,864	15,969
Counsel mutual fund assets under management										
Opening		2,254	2,171	2,377	2,688	2,834	2,845	2,674	2,811	2,957
Gross sales		114	110	142	169	134	113	128	140	87
Redemptions		81	62	80	95	82	69	72	109	112
Net sales		33	48	62	73	52	44	56	31	(25)
Acquisitions		-	-	128	-	-	-	-	-	-
Investment returns		(116)	158	121	72	(40)	(215)	81	115	(83)
Ending assets		2,171	2,377	2,688	2,834	2,845	2,674	2,811	2,957	2,849
Average assets		2,229	2,274	2,548	2,757	2,830	2,760	2,761	2,912	2,861
Redemption rate (last twelve month trailing)										
Long term funds		12.3%	12.1%	12.0%	12.2%	11.5%	11.3%	10.9%	11.2%	12.2%
Total		13.2%	12.8%	12.7%	12.7%	12.1%	11.9%	11.4%	11.7%	12.8%



# Investors Group – Mutual Fund Assets

All figures millions

Month	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12
<b>Investors Group</b>															
Mutual fund assets under management															
Opening assets	64,049	63,723	63,630	62,158	60,862	59,383	56,502	58,535	57,964	57,735	59,327	60,497	60,628	60,108	57,583
Gross sales	446	516	443	430	454	402	407	459	419	498	790	545	397	456	453
Redemptions	506	552	492	495	505	447	449	497	497	551	562	545	576	532	522
Net sales	(60)	(36)	(49)	(66)	(51)	(45)	(42)	(38)	(77)	(53)	228	0	(179)	(76)	(69)
Investment returns	(266)	(56)	(1,424)	(1,230)	(1,428)	(2,836)	2,075	(533)	(151)	1,645	942	131	(341)	(2,449)	604
Ending assets	63,723	63,630	62,158	60,862	59,383	56,502	58,535	57,964	57,735	59,327	60,497	60,628	60,108	57,583	58,118

## Investors Group

Long Term Mutual fund assets under management

Opening assets	62,999	62,694	62,621	61,140	59,662	58,122	55,210	57,240	56,654	56,434	58,054	59,238	59,363	58,858	56,326
Gross sales	398	461	387	378	387	348	347	407	356	447	722	480	345	390	385
Redemptions	444	493	430	442	439	381	386	434	435	493	503	489	510	471	460
Net sales	(45)	(31)	(43)	(64)	(51)	(33)	(39)	(27)	(79)	(46)	218	(9)	(165)	(80)	(76)
Net transfers from / (to) short term funds	(7)	(16)	6	(70)	(36)	(30)	4	(7)	5	29	21	13	1	7	(9)
Investment returns	(252)	(26)	(1,444)	(1,344)	(1,453)	(2,849)	2,065	(552)	(146)	1,637	945	121	(341)	(2,459)	590
Ending assets	62,694	62,621	61,140	59,662	58,122	55,210	57,240	56,654	56,434	58,054	59,238	59,363	58,858	56,326	56,831

# Mackenzie – Mutual Fund Assets

All figures millions

Month	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12
<b>Mackenzie</b>															
Mutual fund assets under management															
Opening assets	44,824	45,008	44,751	43,601	43,029	41,190	38,527	40,222	39,743	39,141	40,435	41,493	41,535	40,624	38,670
Gross sales	483	475	401	500	416	320	332	381	375	384	568	520	379	373	340
Redemptions	565	566	572	543	605	664	504	591	577	635	700	646	528	521	500
Net sales	(82)	(91)	(171)	(43)	(189)	(344)	(172)	(210)	(202)	(251)	(133)	(126)	(149)	(148)	(160)
Investment returns	266	(166)	(979)	(529)	(1,650)	(2,319)	1,867	(269)	(400)	1,545	1,191	168	(762)	(1,807)	707
Ending assets	45,008	44,751	43,601	43,029	41,190	38,527	40,222	39,743	39,141	40,435	41,493	41,535	40,624	38,670	39,217

**Mackenzie**  
Long Term Mutual fund assets under management

Opening assets	43,878	44,084	43,863	42,716	42,129	40,254	37,598	39,301	38,818	38,204	39,538	40,622	40,691	39,809	37,858
Gross sales	430	430	363	469	381	294	303	345	330	355	526	477	352	345	310
Redemptions	503	503	526	502	561	620	460	554	535	589	654	599	487	485	464
Net sales	(73)	(73)	(163)	(33)	(180)	(326)	(157)	(209)	(205)	(234)	(127)	(122)	(135)	(140)	(154)
Net transfers from / (to) short term funds	13	78	(5)	(24)	(45)	(10)	(8)	(5)	(8)	24	21	25	12	(4)	(25)
Investment returns	265	(226)	(979)	(530)	(1,650)	(2,321)	1,867	(270)	(400)	1,545	1,190	166	(759)	(1,807)	708
Ending assets	44,084	43,863	42,716	42,129	40,254	37,598	39,301	38,818	38,204	39,538	40,622	40,691	39,809	37,858	38,387

# Counsel – Mutual Fund Assets

All figures millions

Month	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12
<b>Counsel</b>															
Mutual fund assets under management															
Opening assets	2,834	2,861	2,880	2,845	2,831	2,758	2,674	2,782	2,805	2,811	2,889	2,957	2,957	2,920	2,826
Gross sales	43	47	44	37	39	37	41	48	38	41	57	42	30	31	26
Redemptions	28	27	27	24	24	22	20	25	27	31	35	43	38	43	31
Net sales	15	20	17	13	15	15	21	24	11	10	22	(1)	(8)	(12)	(5)
Investment returns	12	(1)	(52)	(27)	(89)	(98)	88	(1)	(4)	68	46	1	(29)	(82)	28
Ending assets	2,861	2,880	2,845	2,831	2,758	2,674	2,782	2,805	2,811	2,889	2,957	2,957	2,920	2,826	2,849

## Counsel

Long Term Mutual fund assets under management

Opening assets	2,799	2,829	2,850	2,815	2,801	2,727	2,642	2,750	2,771	2,774	2,851	2,920	2,921	2,885	2,790
Gross sales	38	42	39	32	35	31	35	39	33	35	51	34	26	25	23
Redemptions	26	24	27	22	21	21	19	23	25	30	33	41	36	40	30
Net sales	12	18	12	9	13	10	16	16	8	6	18	(7)	(10)	(15)	(7)
Net transfers from / (to) short term funds	4	6	4	4	2	3	4	7	(1)	4	5	6	4	2	3
Investment returns	13	(2)	(52)	(27)	(89)	(98)	88	(1)	(4)	68	46	2	(30)	(82)	28
Ending assets	2,829	2,850	2,815	2,801	2,727	2,642	2,750	2,771	2,774	2,851	2,920	2,921	2,885	2,790	2,814