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 through our network of independent financial advisors. We are dedicated to providing independent financial advisors with the tools, products and support they need to build a successful business and serve a wide range of clients.

Investment Planning Counsel is one of the largest financial planning organizations in Canada. Since our inception in 1996, we have continued to evolve and grow to meet the needs and expectations of our clients and advisors.

HIGHLIGHTS

- Investment Planning Counsel partners with almost 900 advisors across the country and we continue to attract advisors to our business model.
- Assets under management in Counsel Portfolio Services increased from $3.4 billion to $3.9 billion in 2014, an increase of 13.0%.
- Assets under administration were $22.7 billion, an increase of 7.0% over the 2013 total of $21.2 billion.

STRENGTH IN PARTNERSHIP

The company's relationship with IGM Financial provides a solid foundation to achieve excellence and growth. The scale, strength and expertise of IGM Financial allow operational efficiencies in areas such as compliance and back-office infrastructure. Our advisors benefit from a stable operating environment, which allows them to build a strong practice and provide enhanced service to clients.

In September, Investment Planning Counsel launched a new customized website for clients. The new online system gives clients enhanced speed and functionality and a user-friendly experience that includes timely data feeds, mobile access, bilingual functionality and much more.

CORPORATE RESPONSIBILITY

Investment Planning Counsel considers the environmental, social and governance impacts of our business because we believe that doing so contributes to strong performance over the long term.

We continue to address these impacts through the advancement of the IGM Financial corporate responsibility strategy.

In 2014, we implemented a responsible investing policy that closely aligns with the United Nations-supported Principles for Responsible Investment (PRI). The policy formalizes the practice of including environmental, social and governance (ESG) factors in the investment process for investment mandates managed by Counsel Portfolio Services.

Investment Planning Counsel is committed to supporting communities in the areas where we operate. We practice a culture of "giving back to society," supporting numerous local and national charities, events and organizations through our advisor and employee volunteering programs.

BUILDING FOR THE FUTURE

Investment Planning Counsel continues to improve our product and service offering for advisors and clients. Through ongoing enhancements to our business fundamentals, we will continue to deliver value to advisors and clients, while building our reputation as a leading network of advisors.