

# A Global Firm

## AGF MANAGEMENT LIMITED Fiscal 2010 Financial & Operating Results January 28, 2011



LONDON UK BOSTON TORONTO MONTREAL SINGAPORE HONG KONG DUBLIN BEIJING  
VANCOUVER SASKATOON CALGARY LONDON ON WINNIPEG HALIFAX OTTAWA



What are you doing after work?



## CAUTION REGARDING FORWARD-LOOKING STATEMENTS

The forward looking information is provided as of January 28, 2011. Certain information presented in these remarks and in this presentation that is not historical factual information may constitute forward-looking information within the meaning of securities laws. Actual results could differ materially from a conclusion, forecast or projection contained in such forward-looking information. Forward-looking information may relate to our future outlook and anticipated events or results and may include statements about AGF Management Limited ("AGF") or the investment funds it manages (the "Funds"), including business operations, strategy and expected financial performance and condition. Forward-looking statements include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "intends", "plans", "believes", or negative versions thereof and similar expressions or future or conditional verbs such as "may", "will", "should", "would", or "could". In addition, any statement that may be made concerning future financial performance (including revenues, earnings or growth rates), ongoing business strategies or prospects, and possible future action on our part, is also a forward-looking statement.

Forward-looking statements are based on certain material factors and assumptions, including expected growth, results of operations, business prospects, business performance and opportunities. While we consider these factors and assumptions to be reasonable based on information currently available, they may prove to be incorrect. Forward-looking statements are based on current expectations and projections about future events and are inherently subject to, among other things, risks, uncertainties and assumptions about our operations, economic factors and the financial services industry generally. They are not guarantees of future performance, and actual events and results could differ materially from those expressed or implied by forward-looking statements made by us due to, but not limited to, important risk factors such as level of assets under our management, volume of sales and redemptions of our investment products, performance of our investment funds and of our investment managers and advisors, competitive fee levels for investment management products and administration, and competitive dealer compensation levels, size and default experience on our loan portfolio and cost efficiency in our loan and investment management operations, as well as interest and foreign exchange rates, taxation, changes in government regulations, unexpected judicial or regulatory proceedings, and our ability to complete strategic transactions and integrate acquisitions. We caution that the foregoing list is not exhaustive. The reader is cautioned to consider these and other factors carefully and not place undue reliance on forward-looking statements. Other than specifically required by applicable laws, we are under no obligation (and expressly disclaim any such obligation) to update or alter the forward-looking statements, whether as a result of new information, future events or otherwise. For a more complete discussion of the risk factors that may impact actual results, please refer to AGF's most recent financial statements and MD&A and, for the Funds, to each Fund's most recent prospectus and MRFP, as applicable, all available on [www.sedar.com](http://www.sedar.com).





## CONFERENCE CALL PARTICIPANTS

Blake C. Goldring, M.S.M., CFA, Chairman & Chief Executive Officer

Robert J. Bogart, CPA, Executive Vice-President & Chief Financial Officer

Mario Causarano, CA, President & Chief Operating Officer, AGF Trust Company



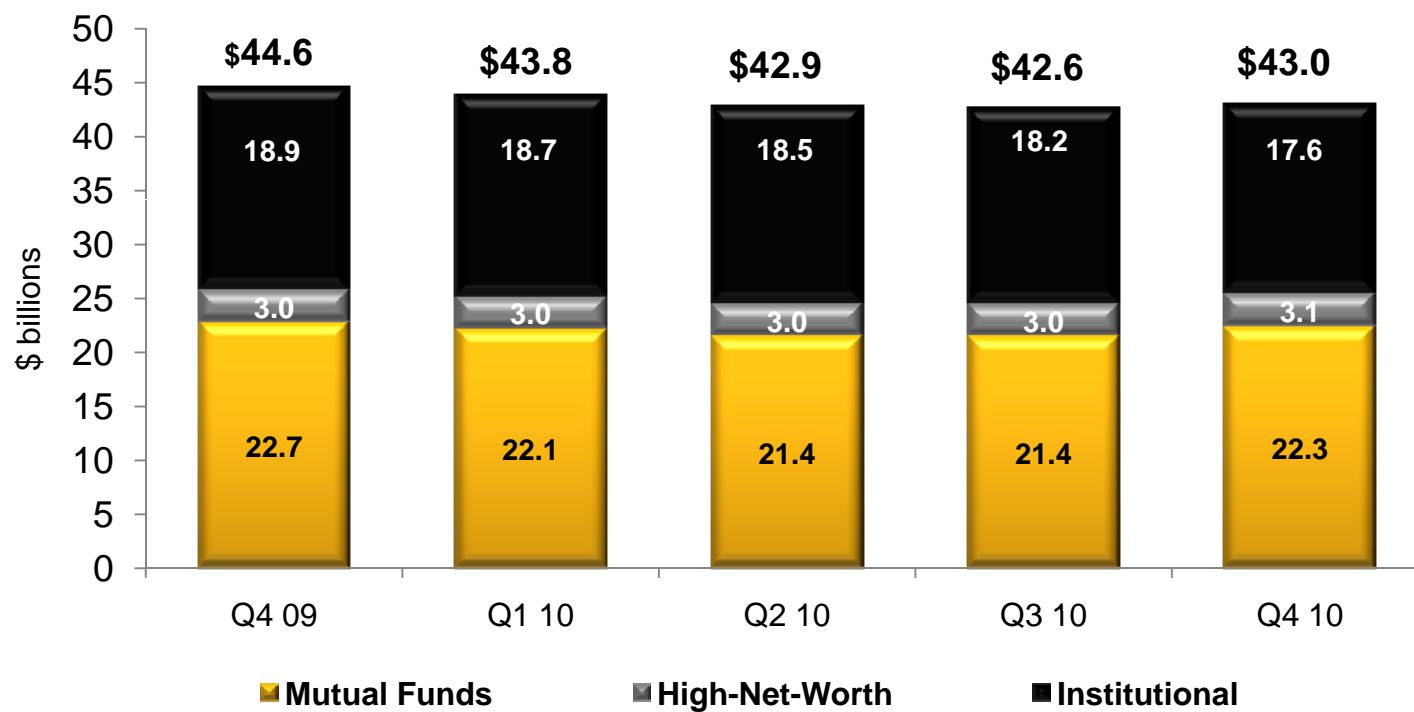


## AGF MANAGEMENT LIMITED: OVERVIEW OF FISCAL 2010

- Consolidated revenue of \$614.6 million, up 4.9% year-over-year
- EBITDA increases 17.0% to \$256.8 million
- Investment Management AUM of \$43.0 billion
- Mutual funds remain in redemptions
- Trust loan assets of \$3.2 billion – down 11.1% from 2009
- EPS diluted of \$1.30 compared to \$1.09 (adjusted \$1.38 compared to \$0.98)
- Returned 58.3% of free cash flow through dividends and share buybacks
- Announced the acquisition of Acuity



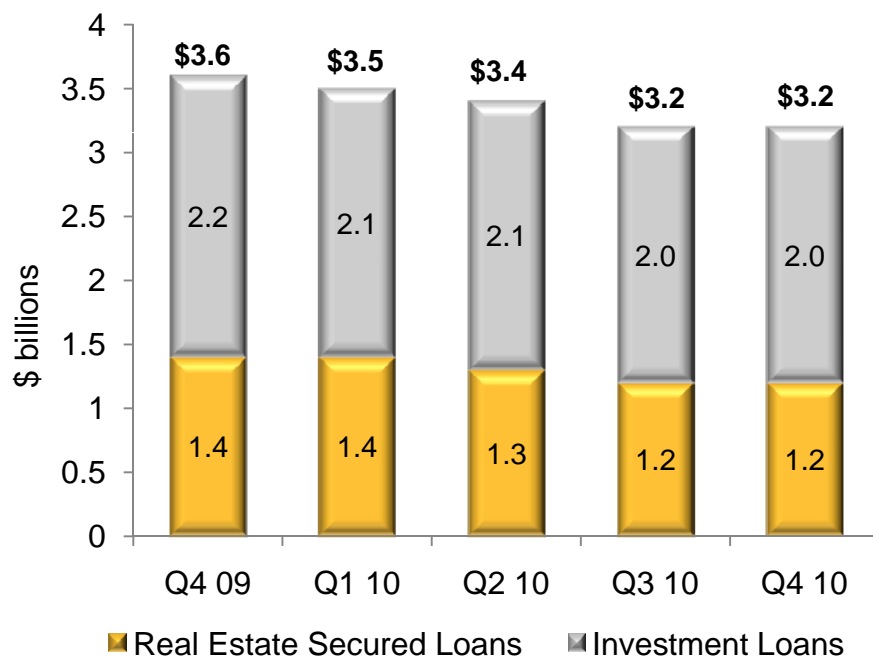
# AGF MANAGEMENT LIMITED: ASSETS UNDER MANAGEMENT



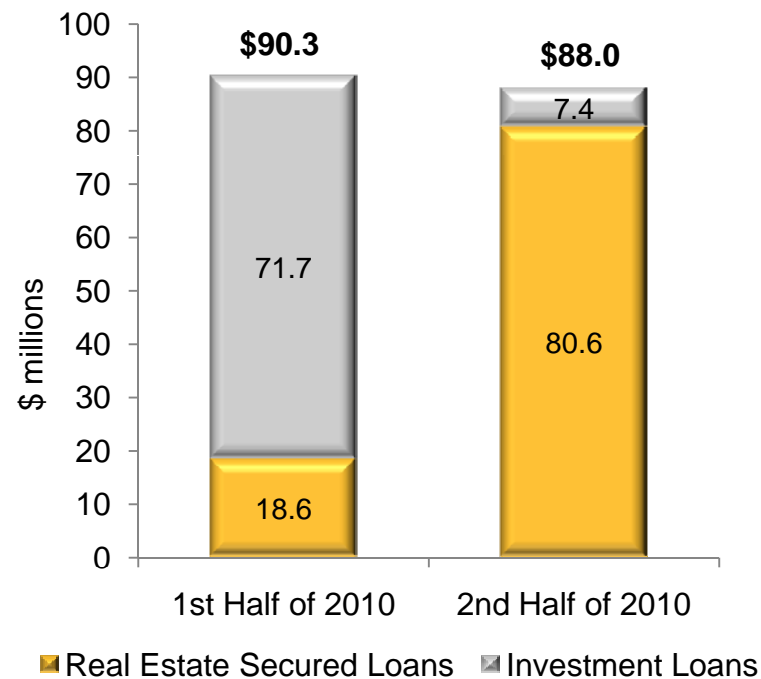


# AGF MANAGEMENT LIMITED: TRUST LOAN ASSETS AND LOAN ORIGINATIONS

## Loan Assets



## Loan Originations





## AGF MANAGEMENT LIMITED: FISCAL 2010 CONSOLIDATED RESULTS OVERVIEW

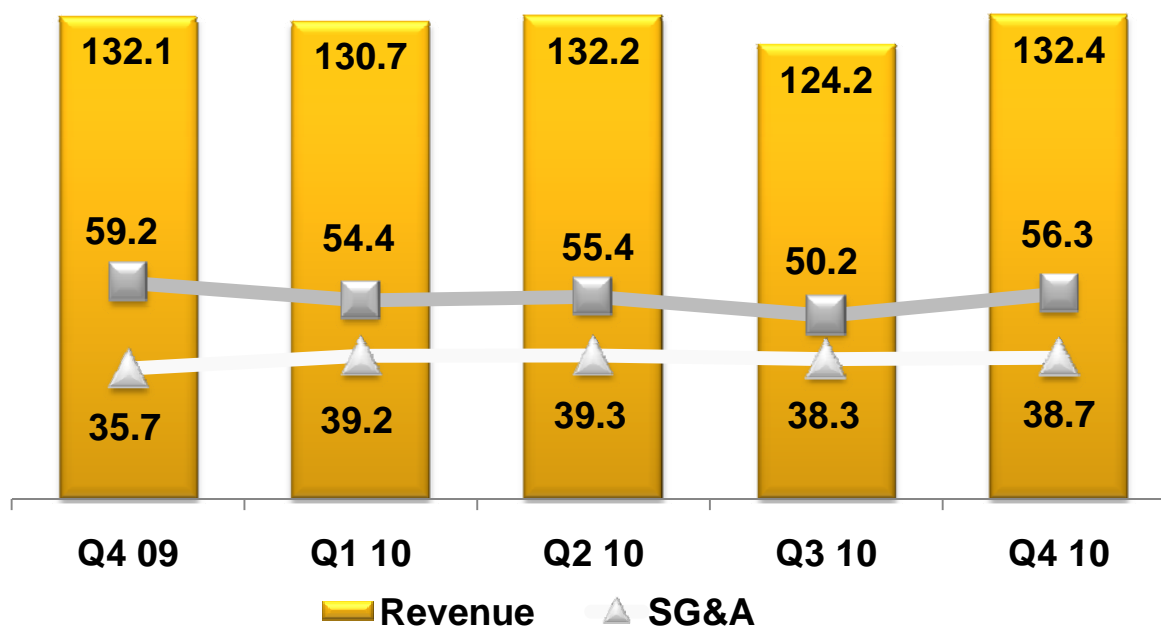
FINANCIAL RESULTS	2010	2009	% Change
<b>AUM</b>	\$43.0	\$44.6	(3.6%)
<b>Trust Loan Assets</b>	\$3.2	\$3.6	(11.1)%
<b>Revenue</b>	\$614.6	\$586.1	4.9%
<b>SG&amp;A</b>	\$155.5	\$158.4	(1.8%)
<b>EBITDA</b>	\$256.8	\$219.5	17.0%
<b>EBITDA Margin</b>	41.8%	37.5%	11.5%
<b>Net Income</b>	\$116.8	\$97.7	19.5%
<b>EPS (Diluted)</b>	\$1.30	\$1.09	19.3%
<b>Free Cash Flow</b>	\$173.8	\$151.6	14.6%



AUM and Trust Loan Assets in billions, all other amounts in millions (except per share amounts).



# INVESTMENT MANAGEMENT OPERATIONS: REVENUE, SG&A AND EBITDA



## Full Year Results

### FY 2010

Revenue \$519.5  
EBITDA \$216.3  
Margin 41.6%

### FY 2009

Revenue \$475.4  
EBITDA \$181.6  
Margin 38.2%

EBITDA Margin 44.8% 41.6% 41.9% 40.4% 42.5%

All amounts in \$ millions.





## INVESTMENT MANAGEMENT OPERATIONS: EBITDA

	Q4-10	TTM <sup>1</sup>	Q4-09
<b>Average AUM (\$ billions)</b>	<b>43.8</b>	<b>43.7</b>	<b>44.2</b>
<b>Average Retail</b>	<b>22.3</b>	<b>22.1</b>	<b>22.7</b>
<b>Average Institutional and H-N-W</b>	<b>21.5</b>	<b>21.6</b>	<b>21.5</b>
<b>Revenue (bps)</b>	<b>121</b>	<b>119</b>	<b>120</b>
<b>Less:</b>			
<b>Trailer Fees (bps)</b>	<b>32</b>	<b>32</b>	<b>32</b>
<b>SG&amp;A (bps)<sup>2</sup></b>	<b>38</b>	<b>38</b>	<b>34</b>
<b>EBITDA (bps)</b>	<b>51</b>	<b>49</b>	<b>54</b>

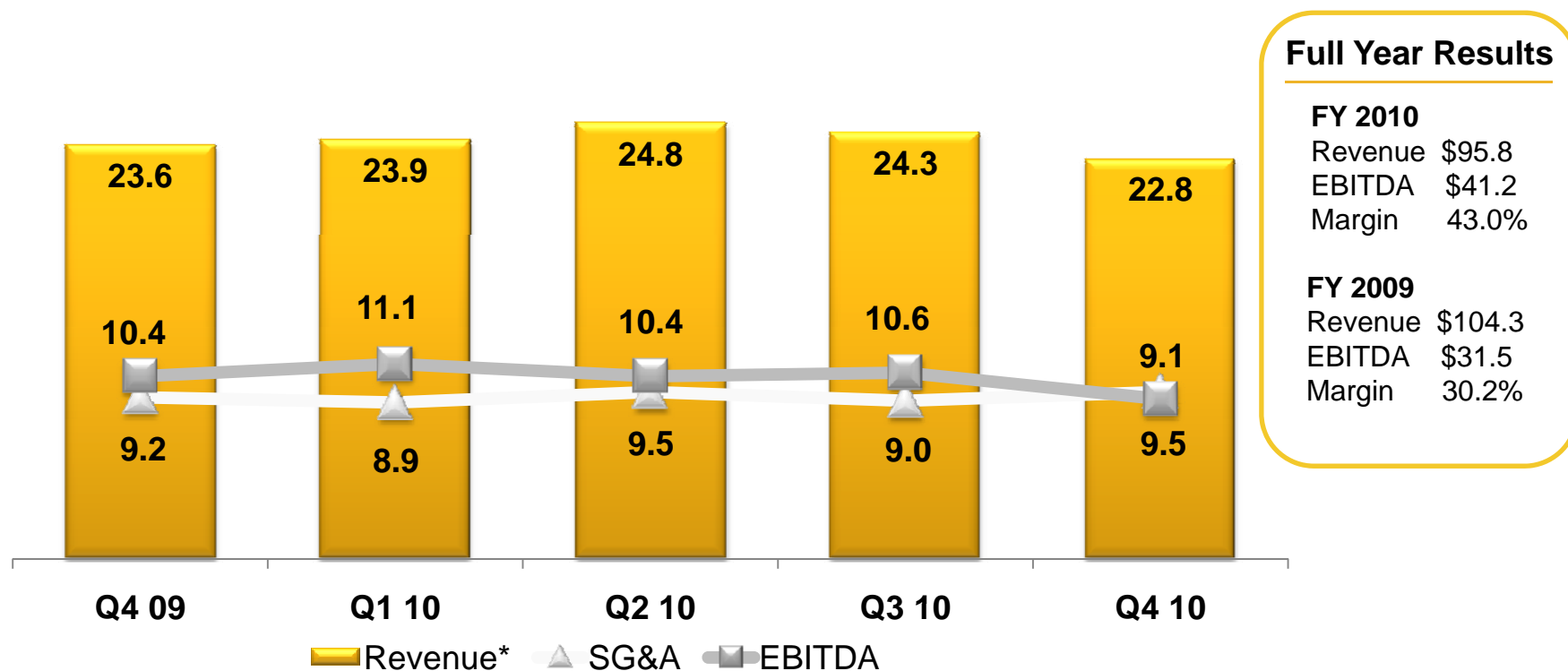
<sup>1</sup> Trailing twelve months

<sup>2</sup> Includes investment advisory fees





# TRUST COMPANY OPERATIONS: REVENUE, SG&A AND EBITDA



**EBITDA Margin**      44.1%                      46.4%                      41.9%                      43.6%                      39.9%

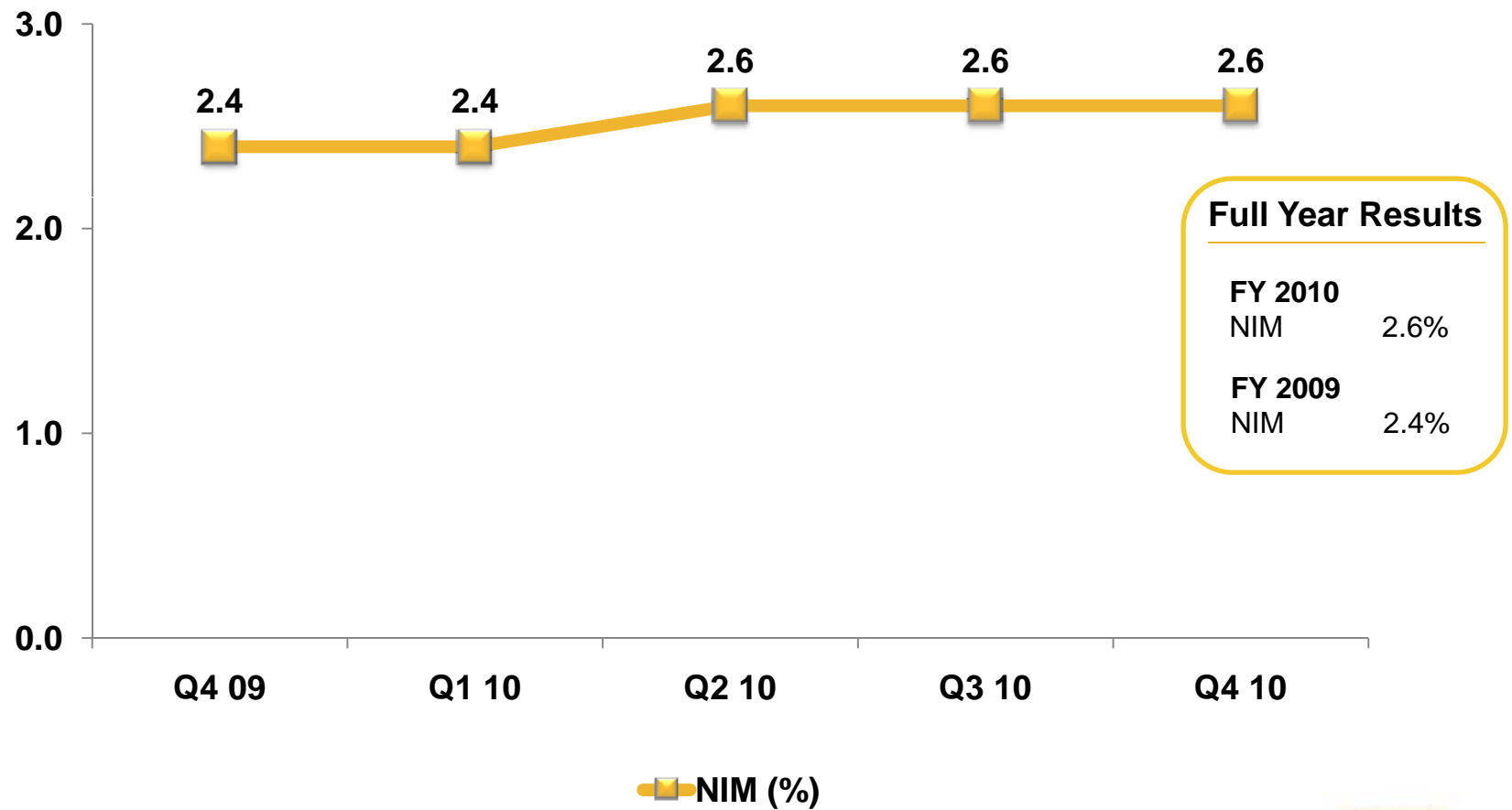
**Margin**

\*Net interest income, other revenue and RSP loan securitization income (loss), net of impairment.  
 All amounts in \$ millions.



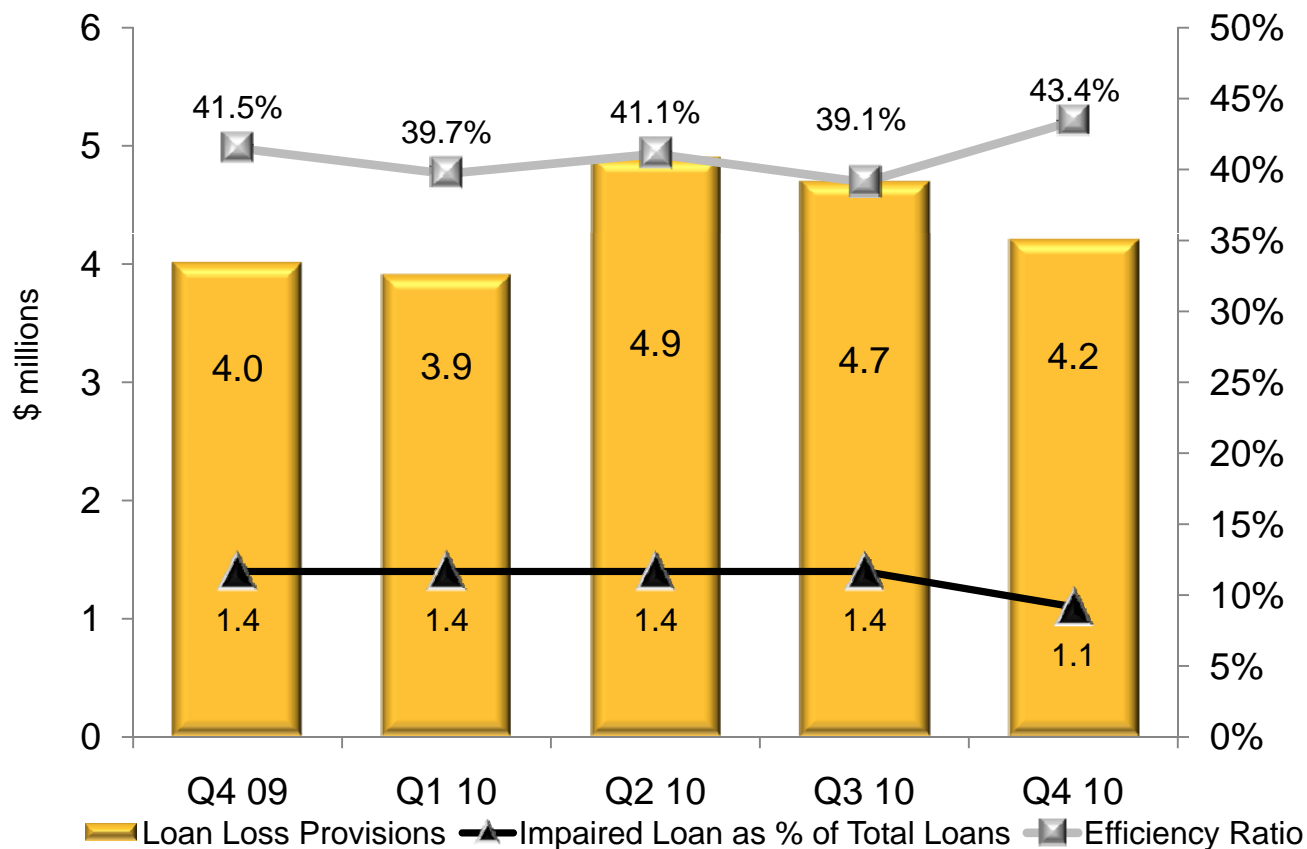


## TRUST COMPANY OPERATIONS: NET INTEREST MARGIN (NIM)





# TRUST COMPANY OPERATIONS: PROVISION FOR LOAN LOSSES AND EFFICIENCY RATIO



## Full Year Results

### FY 2010

Efficiency ratio 40.8%  
Loan Loss Provisions \$17.7

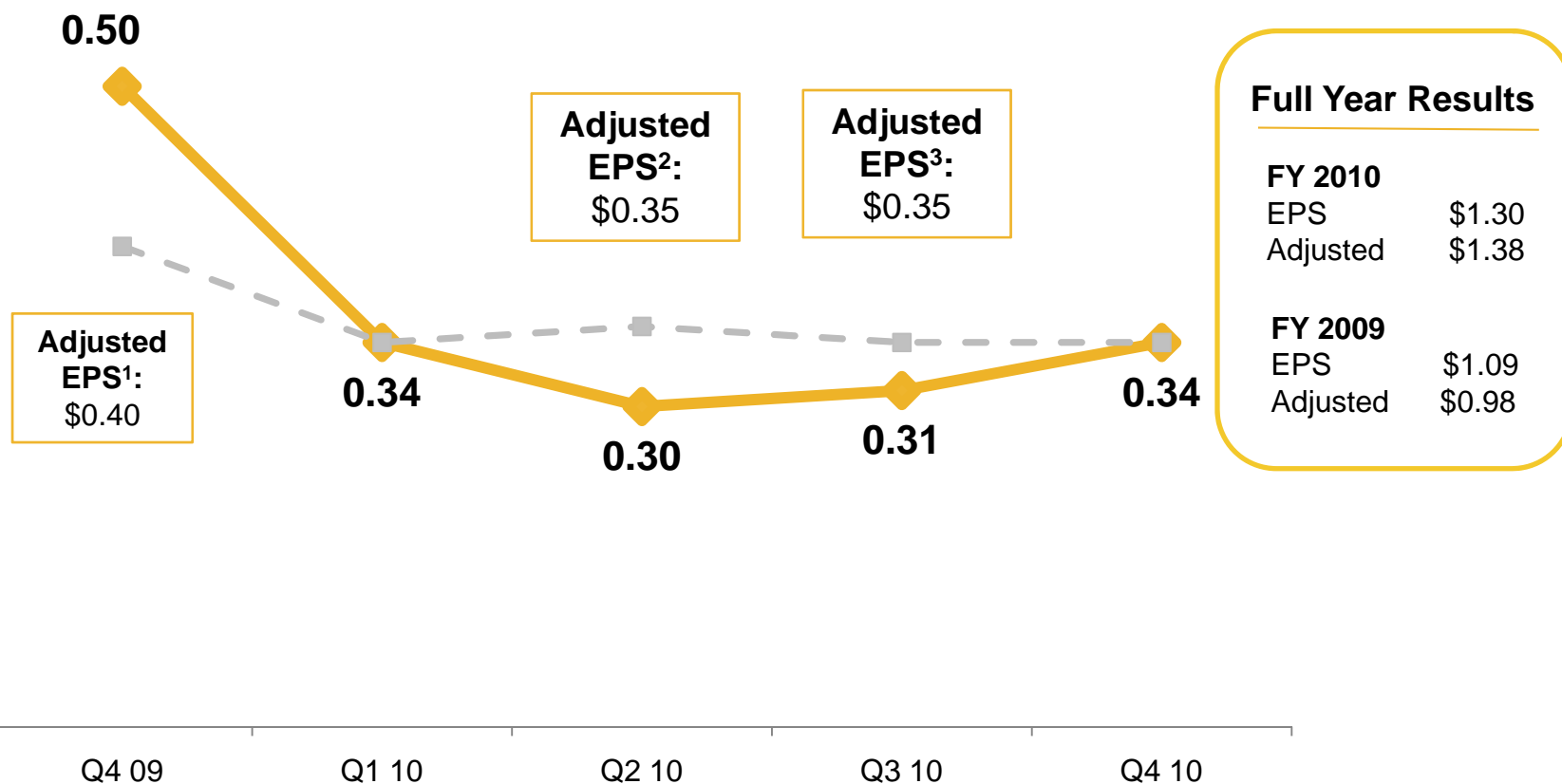
### FY 2009

Efficiency ratio 36.4%  
Loan Loss Provisions \$37.6





## AGF MANAGEMENT LIMITED: EPS AND ADJUSTED EPS - DILUTED



<sup>1</sup> Excluding a \$9.8 million reduction in income taxes in Q4 2009, adjusted EPS was \$0.40.

<sup>2</sup> Excluding \$4.0 million, net of tax, of one-time accounting charges related to Smith and Williamson Holdings Limited in Q2 2010, adjusted EPS was \$0.35.

<sup>3</sup> Excluding a \$3.5 million, net of tax, charge for a proposed settlement related to legal proceedings, adjusted EPS was \$0.35 in Q3 2010.





## AGF MANAGEMENT LIMITED: ACUITY ACQUISITION

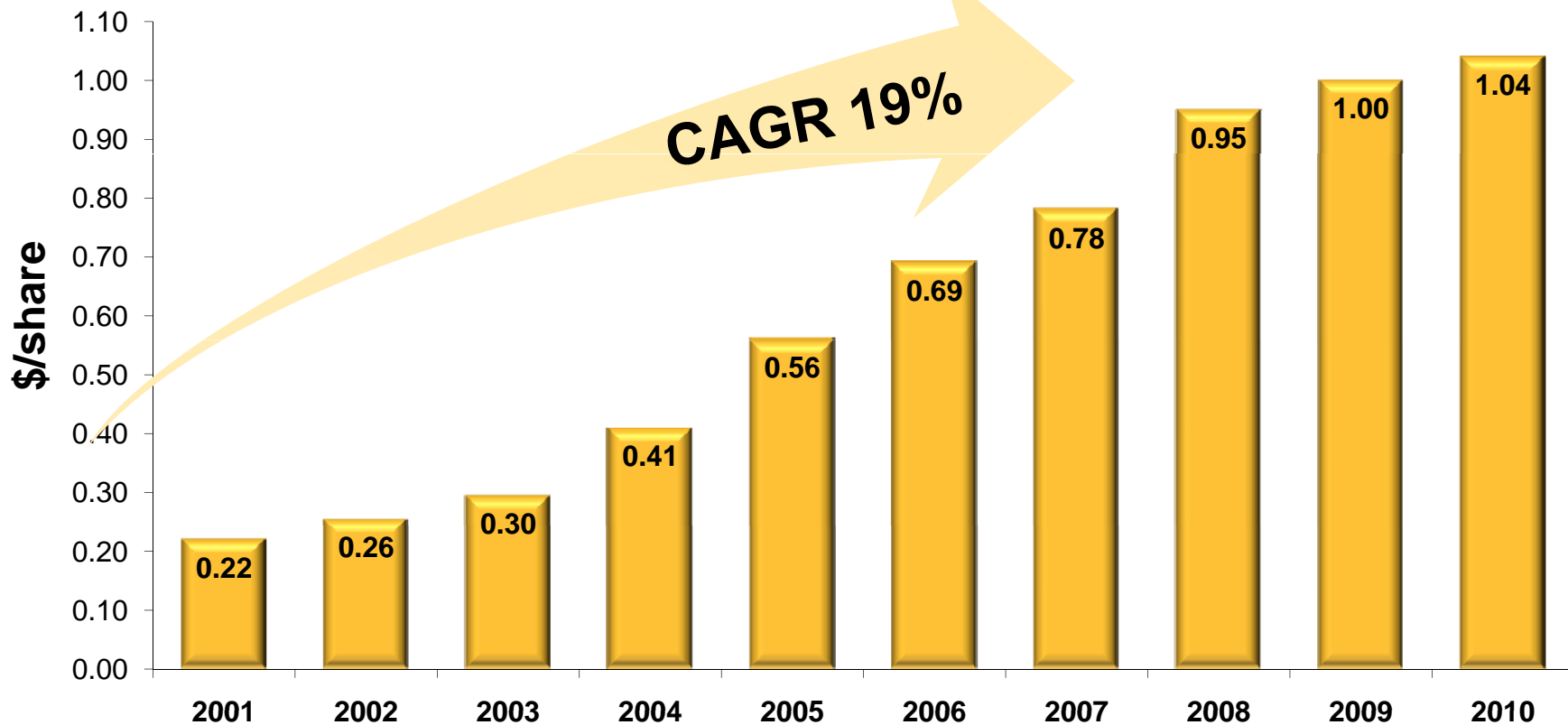
- AGF's AUM increases to over \$51 billion with Acuity
- Expected closing on or about February 1, 2011
- Cash portion funded through a 4-year non-amortization loan up to \$200 million
- Significantly enhances both our retail and institutional businesses
- Increases AGF's weighting of fixed and balanced income products
- Reinforces AGF's position as one of Canada's premier independent investment management firms



# AGF MANAGEMENT LIMITED: SHAREHOLDER VALUE – 10 Year Dividend History

**Maintain Dividend in 2011**

Current Yield:  
5.4%<sup>1</sup>



<sup>1</sup> Share price for current yield was at January 20, 2011



# QUESTIONS



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