

Positioned for the  
future



**AGF MANAGEMENT LIMITED**  
**Q2 2009 Financial & Operating Results**  
**June 24, 2009**



# CAUTION REGARDING FORWARD-LOOKING STATEMENTS

The forward looking information is provided as of June 24, 2009. 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.

Certain material factors or assumptions, such as expected growth, results of operations, business prospects, performance and opportunities, were also applied in drawing a conclusion or making a forecast or projection as reflected in such forward-looking information. 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. While we consider these factors and assumptions to be reasonable based on information currently available, they may prove to be incorrect. 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 factors such as level of assets under our management, volume of sales and redemption of our investment products, performance of our 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 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. 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. Additional information about the material factors that could cause actual results to differ materially from the conclusions, forecasts or projections in the forward-looking information, details regarding the material factors or assumptions that were applied in drawing such conclusions or making such forecasts or projections, and more exhaustive information on the risks and uncertainties can be found in AGF's most recent financial statements and MD&A and, for the Funds, in each Fund's most recent prospectus and MRFP, as applicable, all available on [www.sedar.com](http://www.sedar.com).



# CONFERENCE CALL PARTICIPANTS

## Speaking:

- Blake Goldring, M.S.M., CFA, Chairman & Chief Executive Officer
- Greg Henderson, CA, Senior Vice-President & Chief Financial Officer

## In Attendance:

- Mario Causarano, CA, President & Chief Operating Officer, AGF Trust Company
- Rob Badun, MBA, Executive Vice-President, Investments
- Martin Hubbes, CFA, Executive Vice-President & Chief Investment Officer
- Judy Goldring, LL.B, Executive Vice-President, General Counsel & Chief Operating Officer
- Rose Cammareri, Executive Vice-President, Retail Distribution

## SECOND QUARTER HIGHLIGHTS

- Nine recognitions at the 2009 Canadian Lipper Awards including:
  - Best Overall Fund Family and Best Mixed Asset Fund Family
  - Best Canadian Equity Balanced Fund
- Realignment of our retail, institutional and high-net-worth businesses under one banner “AGF Investments”
  - Core focus on investment management
- Executive management changes
  - Executive team with a wealth and diversity of experience and expertise
- Value to shareholders
  - \$0.25 per share quarterly dividend maintained
- Improving industry fundamentals



## OVERVIEW OF Q2-2009 RESULTS

- **Global market volatility and weakness in gross mutual fund sales led to a 27.7% decline in AUM to \$37.4 billion year-over-year**
  - AUM increased 14.7% from \$32.6 billion at February 28, 2009
- **Revenue declined 26.1% year-over-year with a 30.6% decline in Investment Management Operations revenue**
  - Q2 2009 revenue increased 4.0% from Q1 2009
- **Selling, general, and administrative expenses (SG&A) declined 16.7% to \$47.3 million compared to Q2 2008**
  - Based on our projections for fiscal 2009, ignoring one time items, we expect expenses to decline by approximately 10% on a year-over-year basis
- **Trust Company Operations experienced a decline in loan assets of 5.3% compared to Q2 2008**
  - Provision for loan losses was \$14.9 million compared to \$11.5 million in Q1 2009 and \$3.4 million in Q2 2008
  - Impaired loans as a percentage of total loans outstanding were 1.5% at May 31, 2009 compared to 1.4% at February 28, 2009 and 0.7% at May 31, 2008
- **Earnings per Share (EPS) were \$0.19 compared to \$0.14 in Q1 2009 and \$0.49 in Q2 2008**



## PERFORMANCE: LONG-TERM VALUE TO SHAREHOLDERS

### TOTAL RETURN ANNUALIZED SINCE INCEPTION (AUG. 1968)

|               |               |
|---------------|---------------|
| <b>AGF.B</b>  | <b>12.93%</b> |
| TSX Composite | 9.44%         |

### TOTAL RETURN ANNUALIZED OVER 10 YEARS

|               |              |
|---------------|--------------|
| <b>AGF.B</b>  | <b>3.77%</b> |
| TSX Composite | 6.39%        |

### TOTAL RETURN OVER 1 YEAR

|               |                 |
|---------------|-----------------|
| <b>AGF.B</b>  | <b>(37.25%)</b> |
| TSX Composite | (26.99%)        |

### TOTAL RETURN TO DATE FOR FISCAL 2009 (Nov 30, 2008 – May 31, 2009)

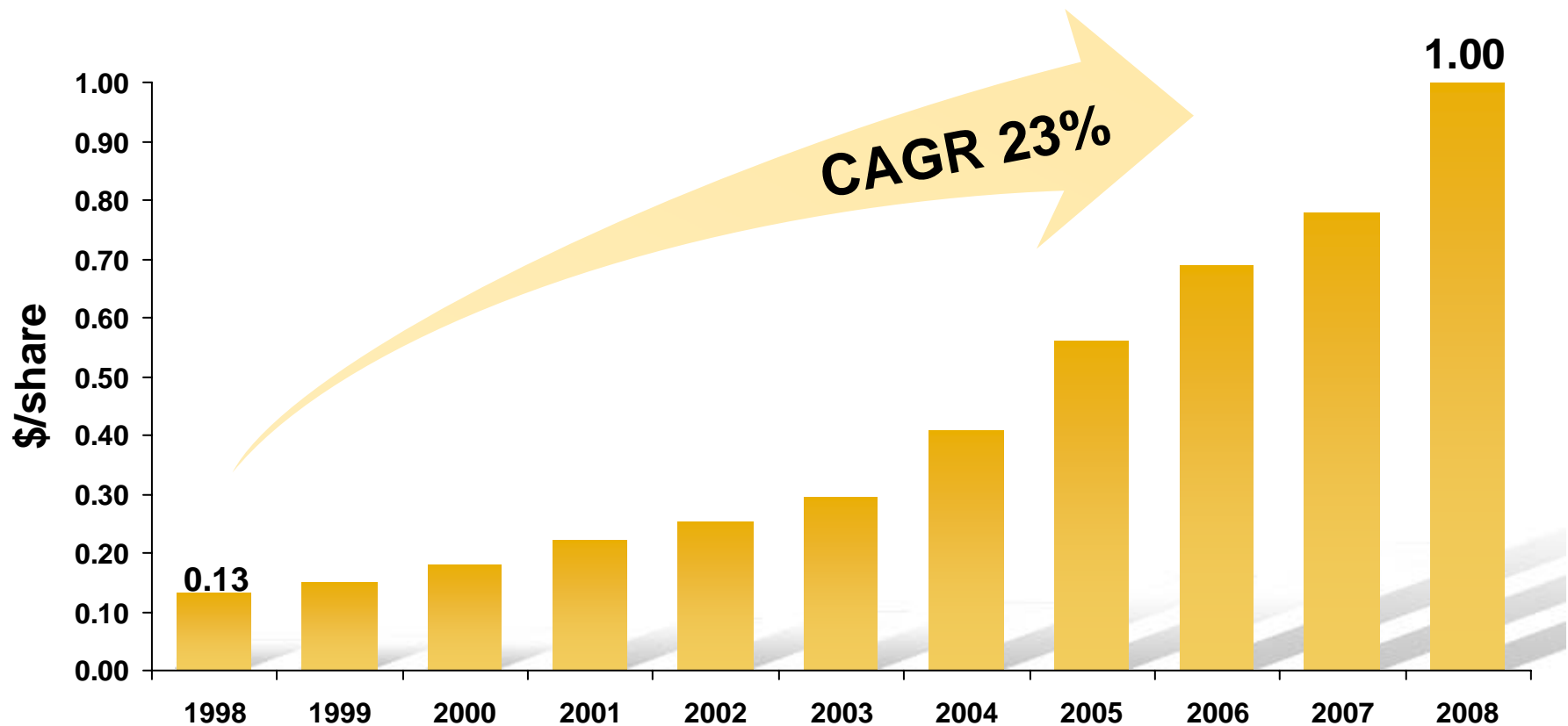
|               |               |
|---------------|---------------|
| <b>AGF.B</b>  | <b>68.13%</b> |
| TSX Composite | 14.07%        |

## AGF MANAGEMENT LIMITED: SELLING, GENERAL AND ADMINISTRATIVE EXPENSES

| SG&A Expenses – AGF Management Limited<br>(\$ millions) | Quarter ended May 31, |      | Increase/<br>(Decrease) |
|---|-----------------------|------|-------------------------|
|   | 2009                  | 2008 |                         |
| Investment Management Operations                        | 38.7                  | 46.0 | (7.3)                   |
| Trust Company Operations                                | 8.4                   | 10.9 | (2.5)                   |
| Consolidated  | 47.1                  | 56.9 | (9.8)                   |

| SG&A Expenses – Investment Management Operations<br>(\$ millions) | For the three months ended<br>May 31, 2009 |
|---|--|
| Fund absorption expenses  | -  |
| Decrease in compensation-related expenses                         | (9.4)                                      |
| Decrease in other expenses  | (1.5)                                      |
| Increase in severance and restructuring expenses                  | 3.6  |
| Total   | (7.3)                                      |

## CAPITAL STEWARDSHIP: DIVIDENDS



- Quarterly dividends per share paid/declared in fiscal 2009:
  - \$0.25 per share paid on January 20, 2009
  - \$0.25 per share paid on April 20, 2009
  - \$0.25 per share declared on June 23, 2009



# AGF MANAGEMENT LIMITED: Q2 2009 FINANCIAL OVERVIEW

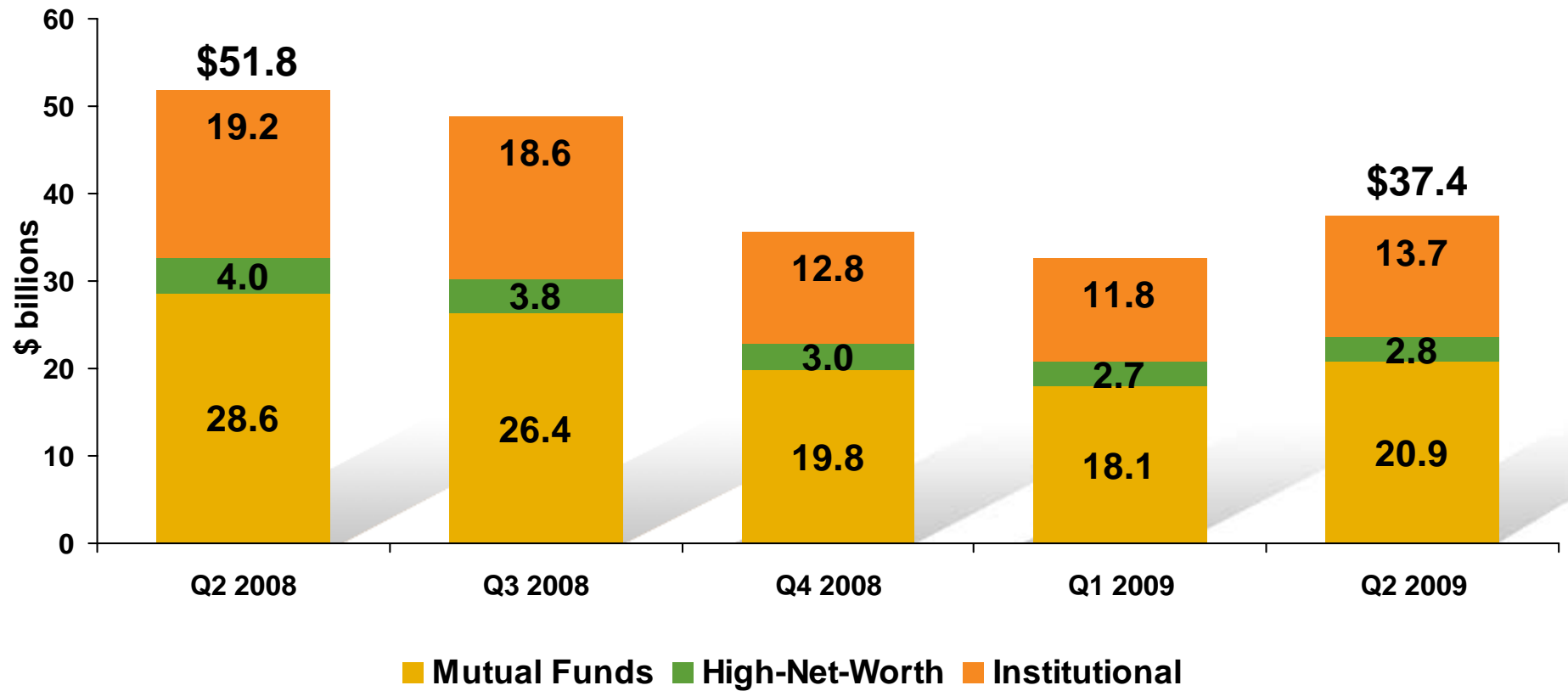
## FINANCIAL RESULTS COMPARED TO Q2 2008

|                          |       |
|--------------------------|-------|
| <b>AUM decreased</b>     | 27.7% |
| <b>Revenue decreased</b> | 26.1% |
| <b>EBITDA decreased</b>  | 44.7% |

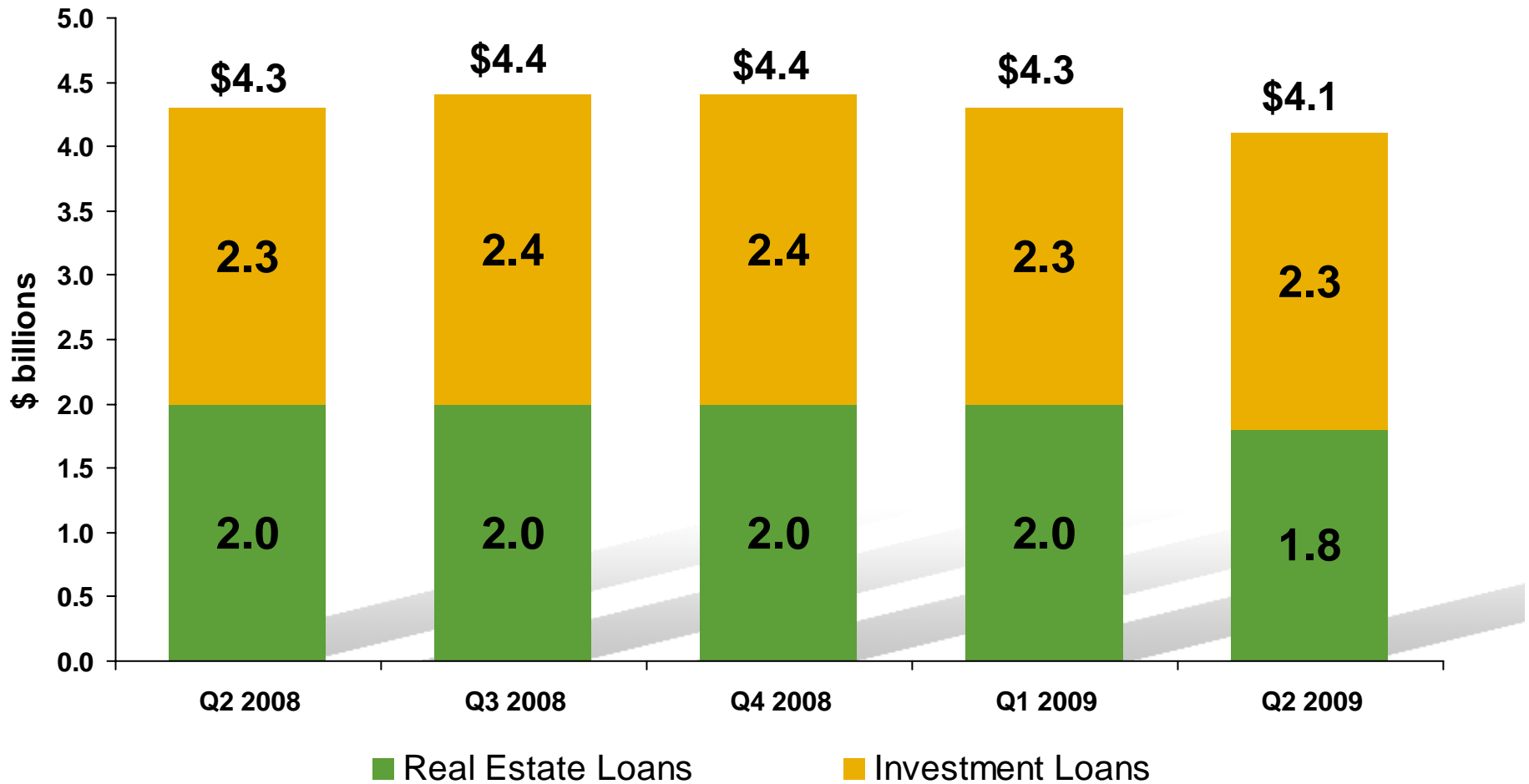
## FINANCIAL RESULTS COMPARED TO Q1 2009

|                          |       |
|--------------------------|-------|
| <b>AUM increased</b>     | 14.7% |
| <b>Revenue increased</b> | 4.0%  |
| <b>EBITDA increased</b>  | 14.5% |

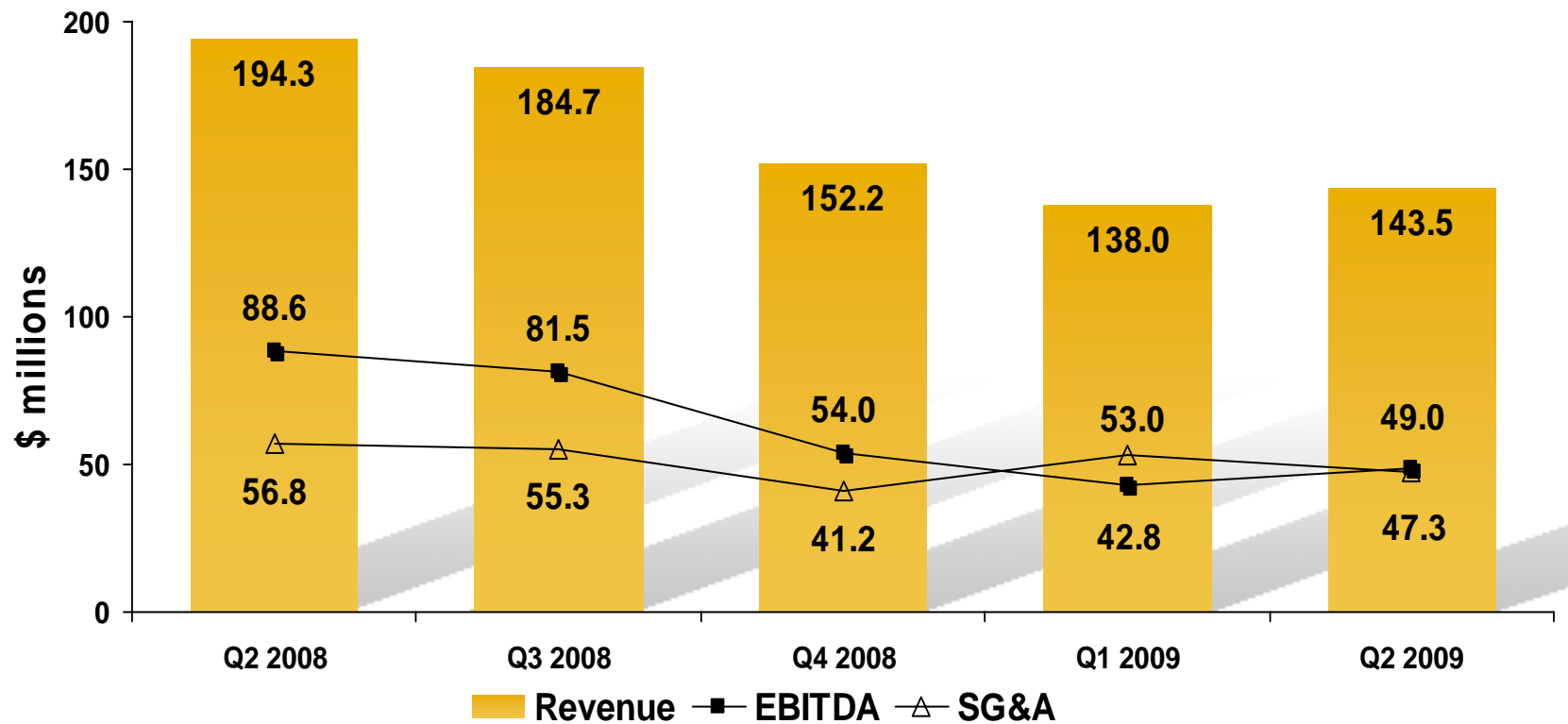
# INVESTMENT MANAGEMENT OPERATIONS: ASSETS UNDER MANAGEMENT (AUM)



# TRUST COMPANY OPERATIONS: LOAN ASSETS

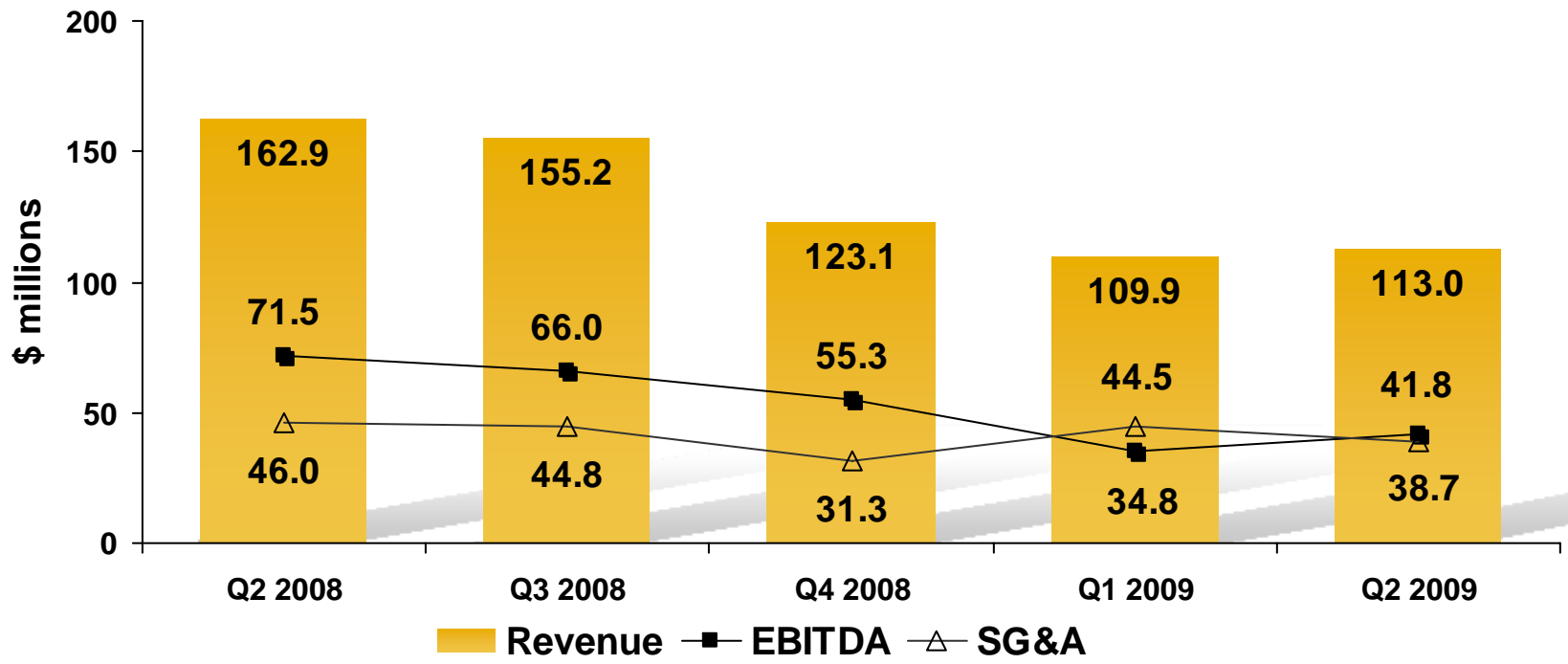


# AGF MANAGEMENT LIMITED: REVENUE, EBITDA AND SG&A



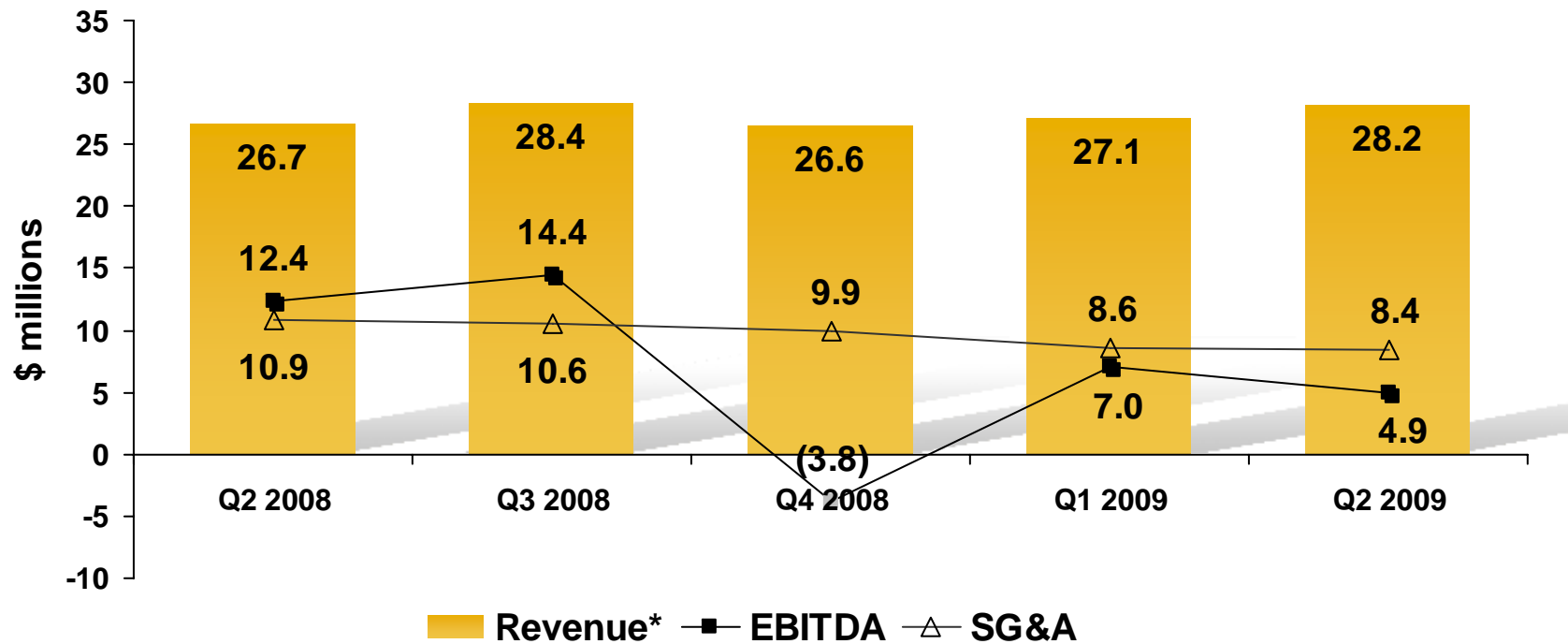
| EBITDA Margin | 45.6% | 44.1% | 35.5% | 31.0% | 34.1% |
|---------------|-------|-------|-------|-------|-------|
|---------------|-------|-------|-------|-------|-------|

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



| EBITDA Margin | 43.9% | 42.5% | 44.9% | 31.7% | 37.0% |
|---------------|-------|-------|-------|-------|-------|
|---------------|-------|-------|-------|-------|-------|

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

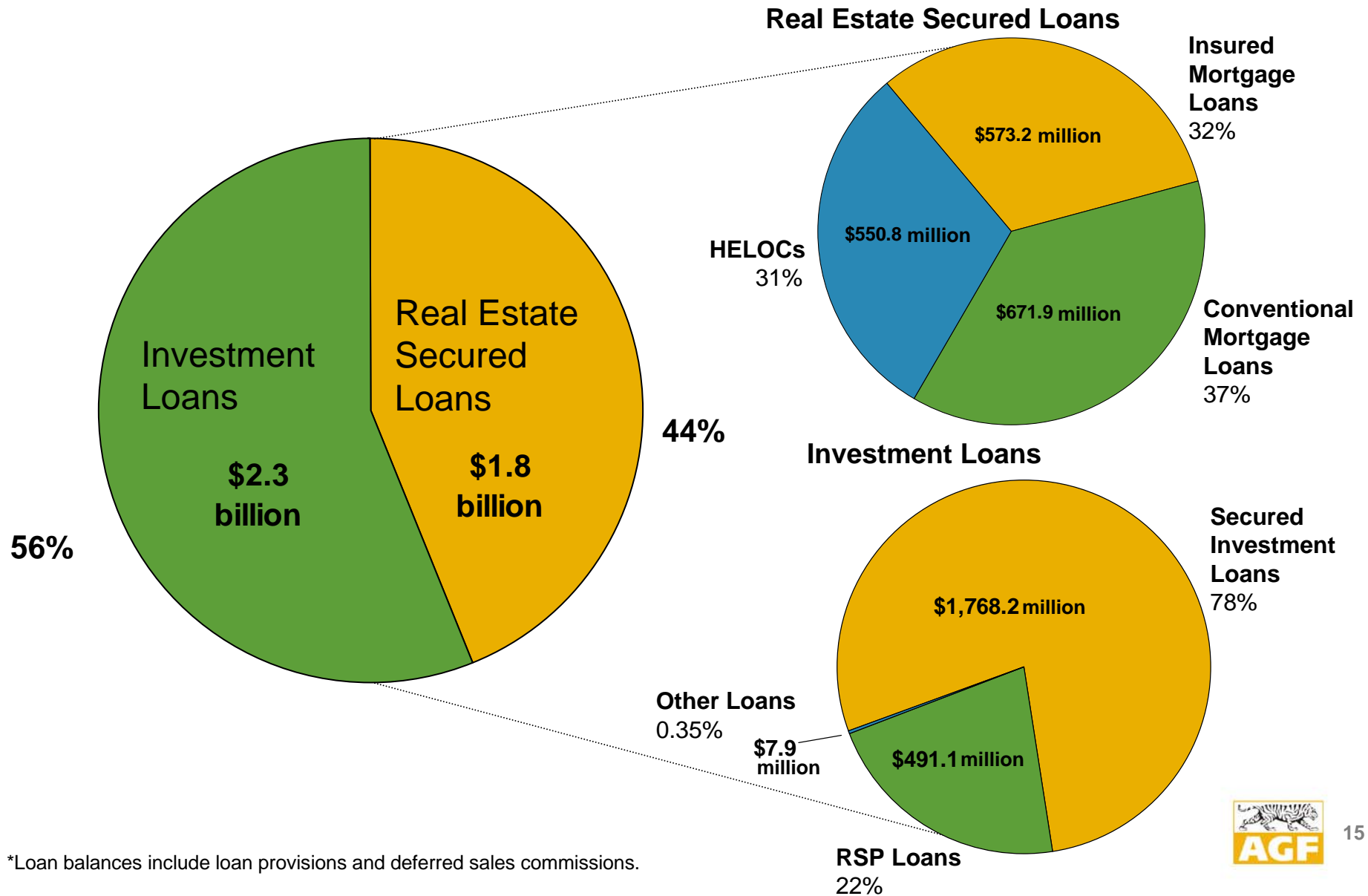


| EBITDA Margin | 46.4% | 50.7% | NM | 25.8% | 17.4% |
|---------------|-------|-------|----|-------|-------|
|---------------|-------|-------|----|-------|-------|

\* Net interest income, other revenue and securitization gains & related items.



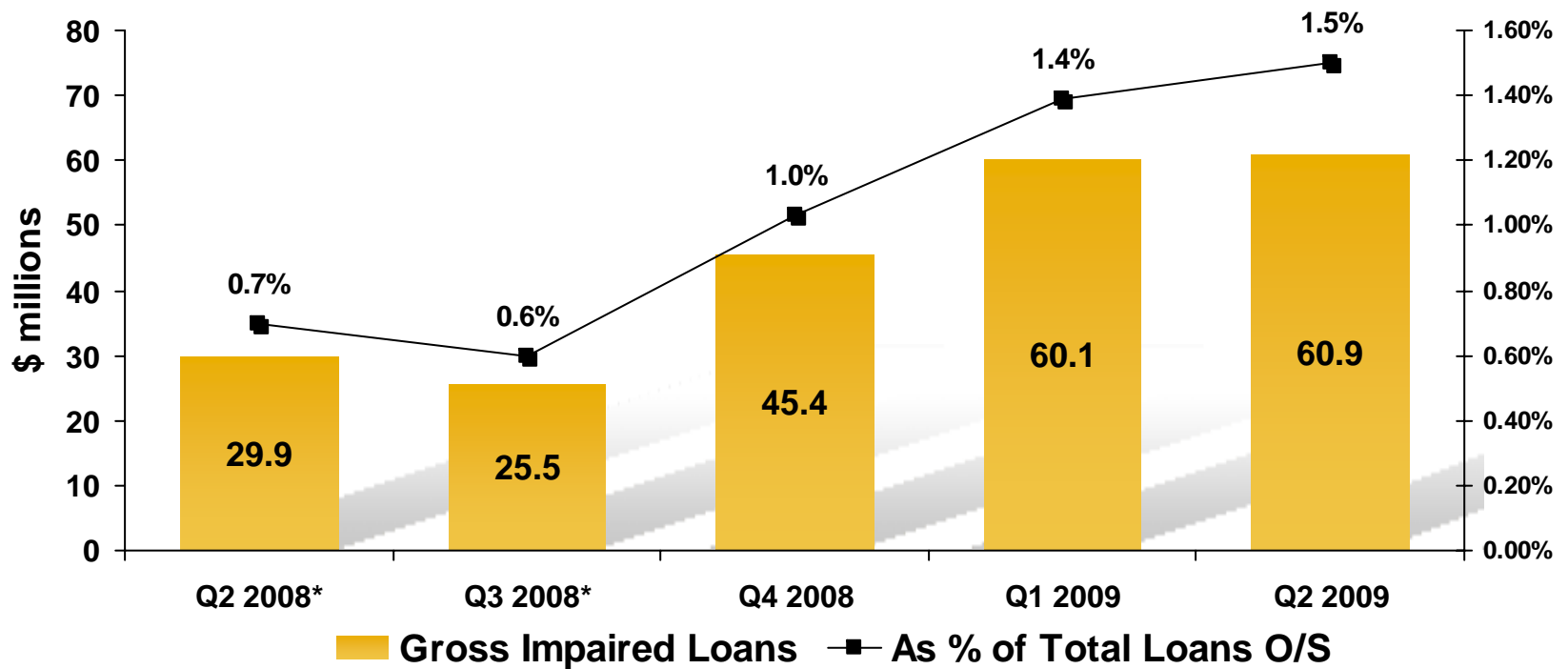
# TRUST COMPANY OPERATIONS: LOAN PORTFOLIO AS AT MAY 31, 2009



\*Loan balances include loan provisions and deferred sales commissions.



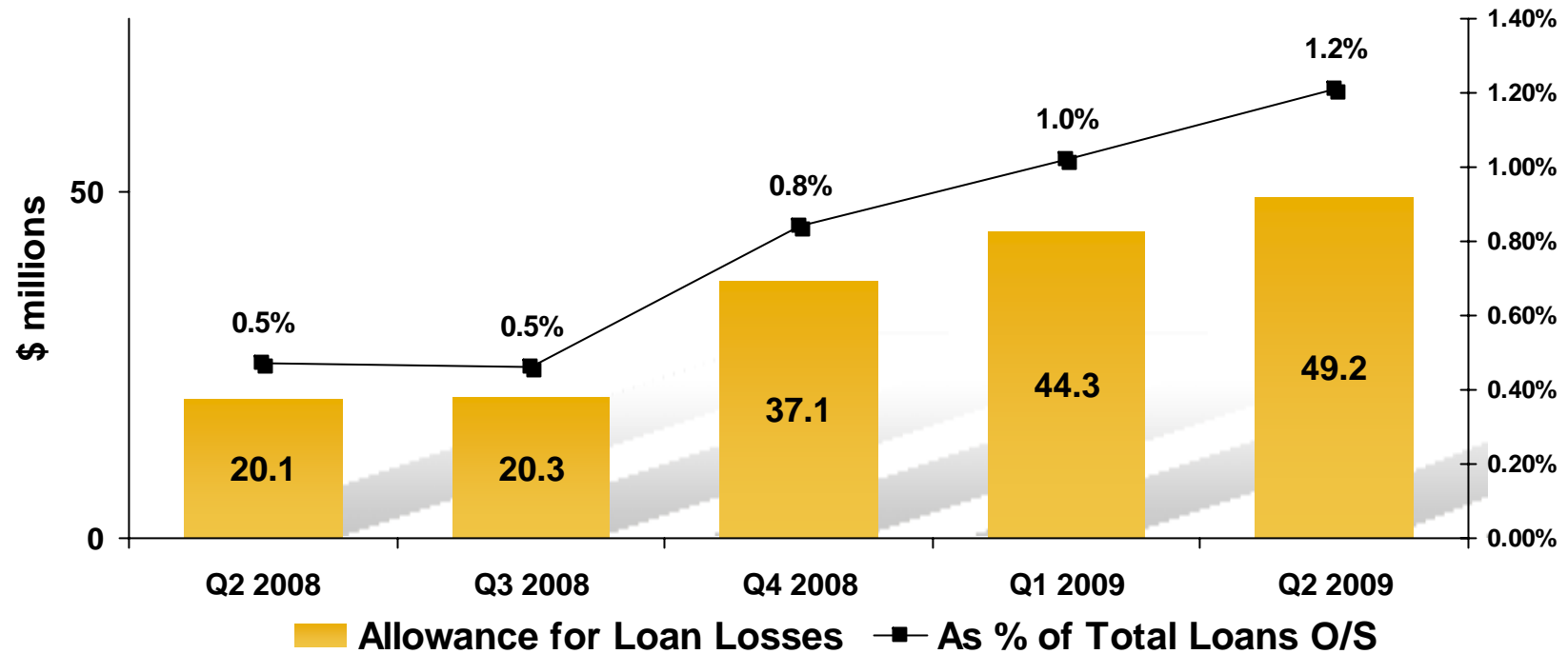
# TRUST COMPANY OPERATIONS: GROSS IMPAIRED LOANS



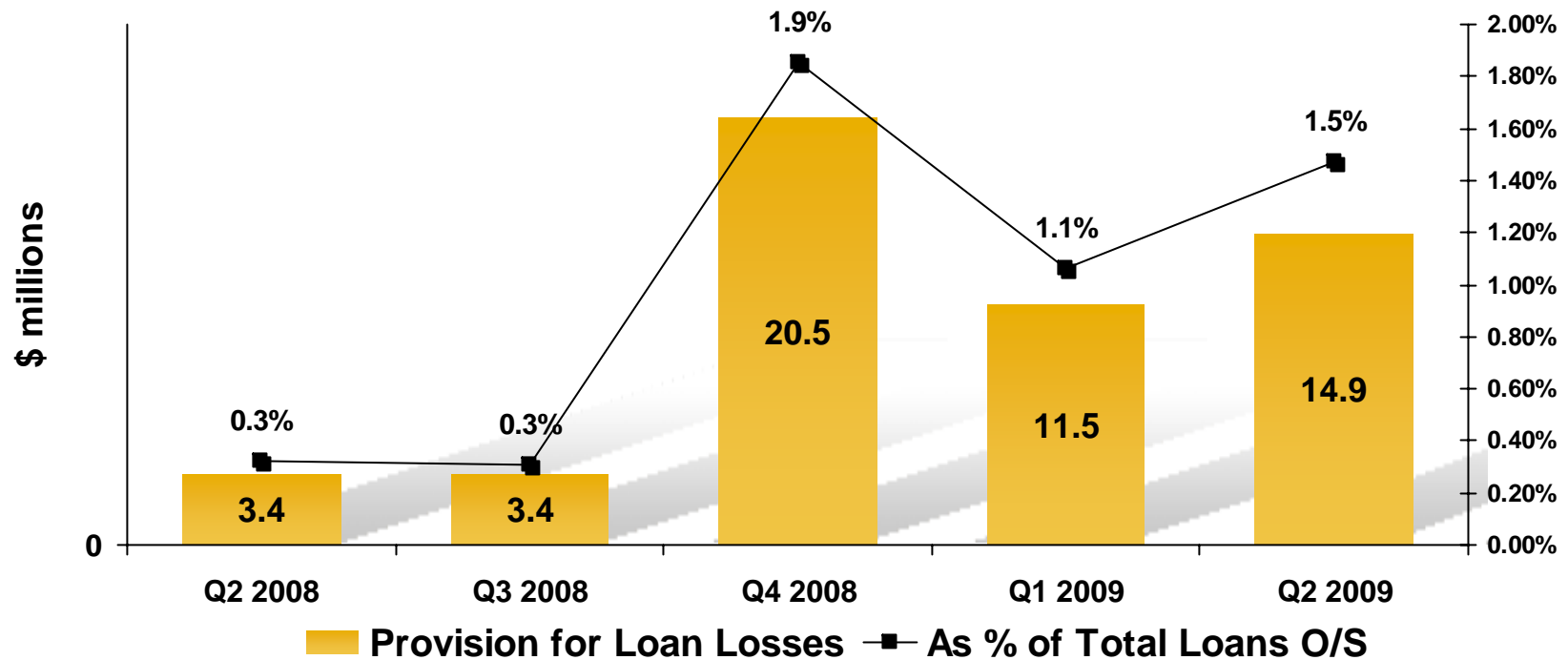
\*Restated to include insured mortgages



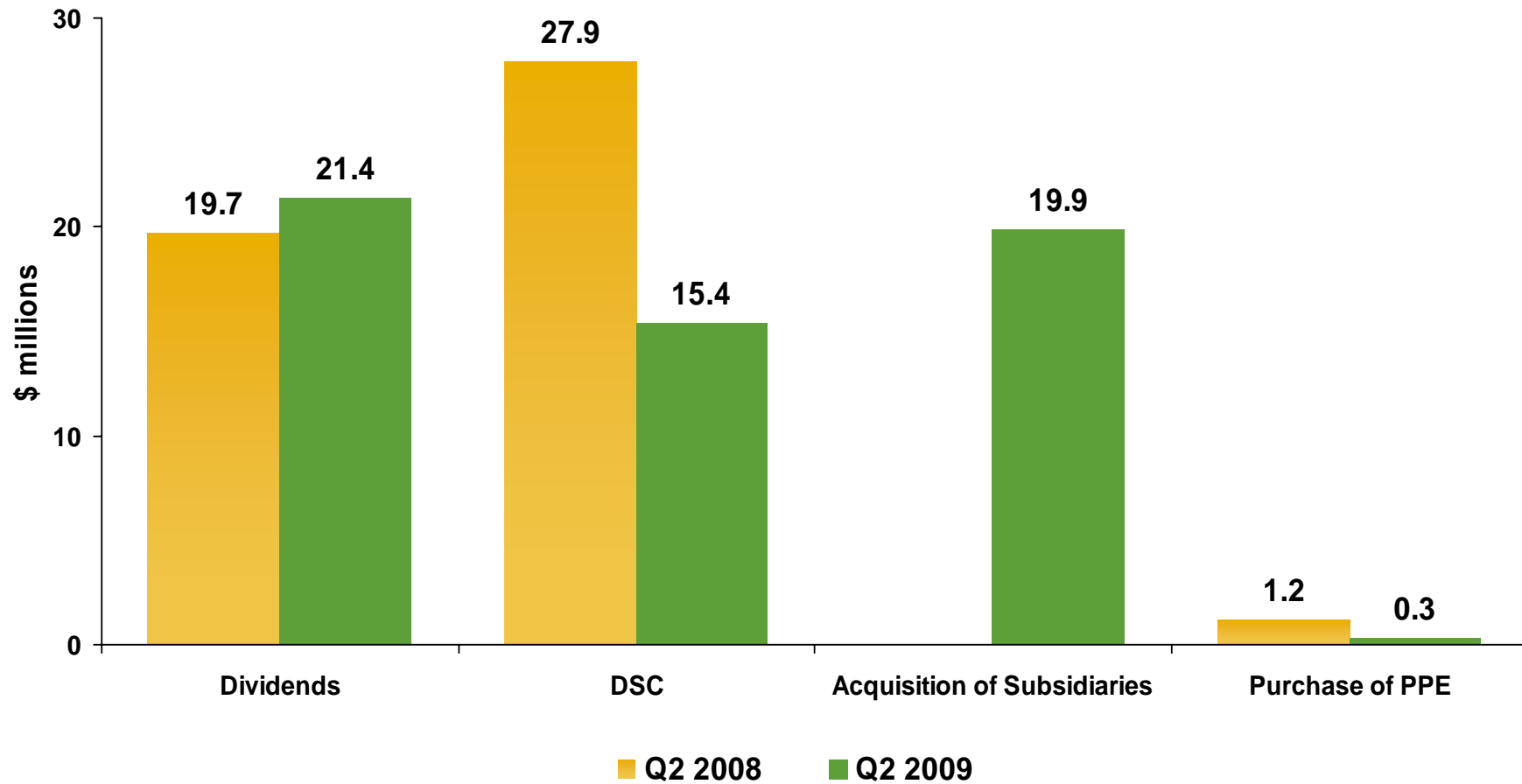
# TRUST COMPANY OPERATIONS: ALLOWANCE FOR LOAN LOSSES



# TRUST COMPANY OPERATIONS: PROVISION FOR LOAN LOSSES



## AGF MANAGEMENT: UTILIZATION OF FREE CASH FLOW



## AGF MANAGEMENT LIMITED

- Emphasis on profitability enhancement initiatives
- Emphasis on cost reduction activities
- Maintain strong financial position
- Maintain competitive advantages
- Deliver value to stakeholders

# Positioned for the future

QUESTIONS