

AGF MANAGEMENT LIMITED

EARNINGS CONFERENCE CALL

FIRST QUARTER 2015

MARCH 25, 2015



What are you doing after work?*

CAUTION REGARDING FORWARD-LOOKING STATEMENTS

The forward looking information is provided as of March 25, 2015. 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 and cost efficiency in our 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.

CONFERENCE CALL PARTICIPANTS

- **Speaking:**
 - **Blake C. Goldring, CFA**
Chairman & Chief Executive Officer
 - **Kevin McCreadie, CFA**
President & Chief Investment Officer
 - **Robert J. Bogart**
Executive Vice-President & Chief Financial Officer

- **In attendance:**
 - **Gordon Forrester**
Executive Vice-President, Marketing & Product and Head of Retail

TODAY'S DISCUSSION

- Highlights of the 1st Quarter
- Business Updates
 - Retail Business
 - Investment Management
 - Institutional Business
 - Alternatives
- Financial Results
- Capital & Liquidity
- Focus & Priorities

Q1 2015 HIGHLIGHTS

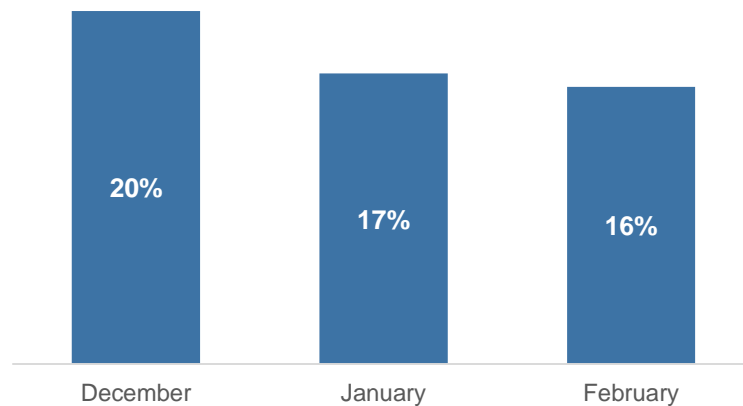
Continued progress toward stated objectives

- Operational progress:
 - EPS of \$0.16
 - 25 consecutive months of improvement in retail
 - 51% of retail AUM is above median over 3 years
 - InstarAGF investment in Nieuport Aviation
- Board confirmed \$0.08 dividend for Q1 2015

RETAIL NET REDEMPTIONS TREND

Trajectory continues to improve

Q1 Percentage Improvement in Net Redemptions



- Net redemptions improved 17% over Q1 2014
- 25 consecutive months of improvement

INVESTMENT TEAMS & PERFORMANCE

Process and risk management work to sustain improvement in investment performance

- 51% of retail AUM is above median over 3 years
- In depth strategy review is complete – changes targeted for mid year
- Goal is to sustain improvement in investment performance
- Institutional capabilities aligned with global marketplace
- Infrastructure adds “high demand” strategy

INSTITUTIONAL BUSINESS REVIEW & PIPELINE

		(\$ millions)
Q4 Pipeline	Gross Sales Commitments	281
	Redemption Notifications	(564)
	Q4 Net Pipeline	(283)
Q1 Activity	Gross Sales from Q4 Pipeline	281
	Redemptions from Q4 Pipeline	(564)
	Additional Q1 Net Redemptions	(48)
	Total Q1 Net Redemptions	(331)
Q1 Pipeline	New Gross Sales Commitments	32
	New Redemption Notifications	(69)
	Q1 Net Pipeline	(37)

- Q1 net redemptions were \$331 million
- Current Emerging Markets accounts performing in line with expectations
- Risk adjusted performance is strong
- Upcoming first close of Essential Infrastructure Fund

SUMMARY OF FINANCIAL RESULTS

		Sequential Quarter			Quarter Over Quarter		
(\$ millions, except per share amounts)		Q1'15	Q4'14	Change	Q1'15	Q1'14	Change
Continuing Operations	Revenue	111.7	111.7	0.0%	111.7	116.9	(4.4%)
	SG&A	44.8	44.1	1.6%	44.8	40.3	11.1%
	EBITDA	33.9	34.4	(1.5%)	33.9	43.9	(22.8%)
	EBITDA Margin	30.3%	30.8%	(1.6%)	30.3%	37.6%	(19.4%)
	Free Cash Flow	15.4	22.8	(32.5%)	15.4	19.8	(22.2%)
	Net Income	13.6	12.6	7.9%	13.6	17.1	(20.4%)
	EPS Diluted	0.16	0.14	14.3%	0.16	0.20	(20.0%)
Consolidated EPS		0.16	0.13	23.1%	0.16	0.23	(30.4%)

FINANCIAL RESULTS – BPS DETAIL

Revenue bps decrease driven by retail

(bps of average AUM)	Q1-15	TTM
Average AUM (\$B) ⁽¹⁾	35.3	35.8
Average Retail	19.4	19.6
Average Institutional and HNW	15.9	16.2
Revenue (bps) ⁽²⁾	121	123
Less:		
Trailer Fees (bps)	36	36
SG&A (bps) ⁽³⁾	53	52
EBITDA (bps)	32	35

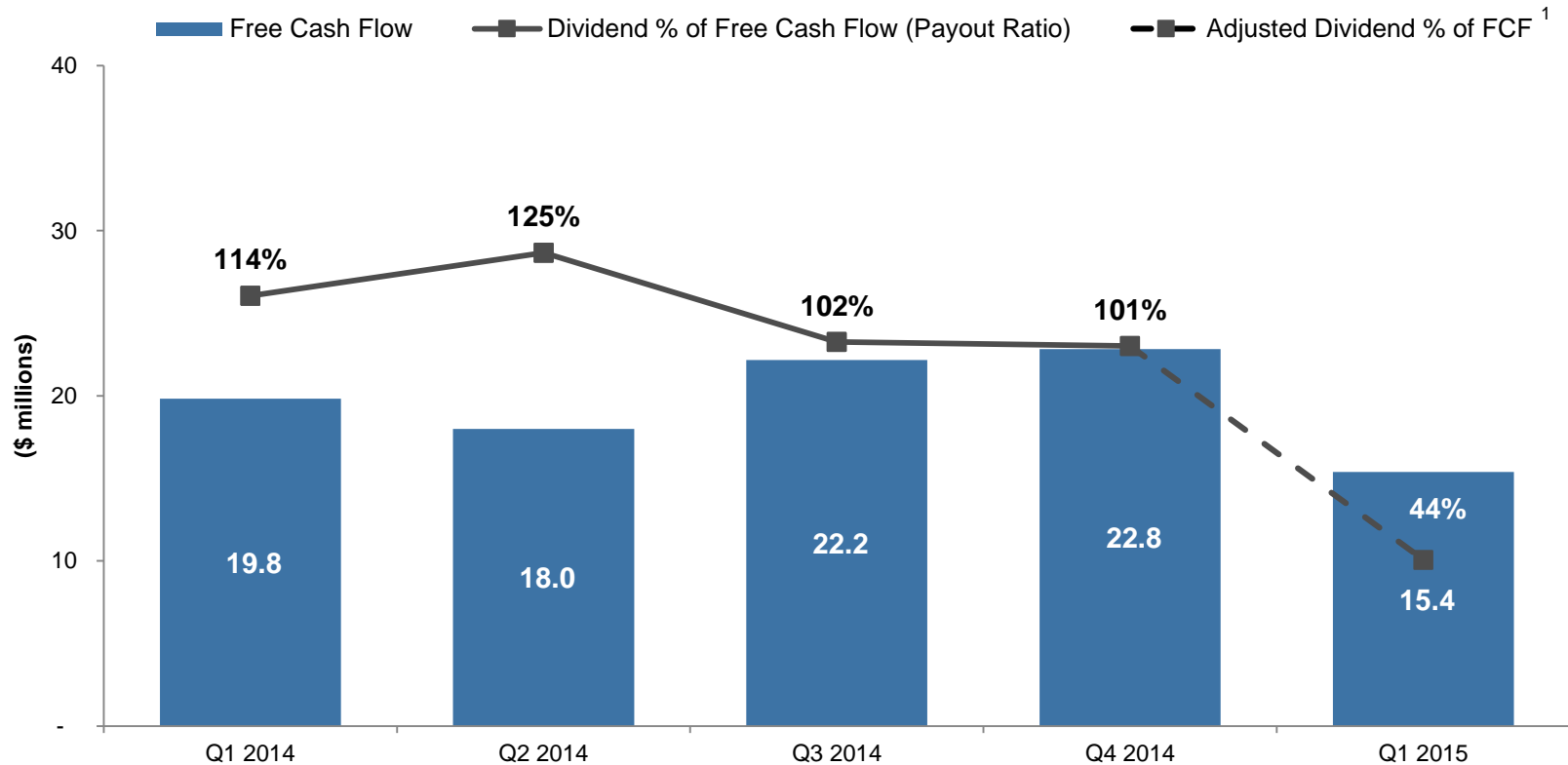
(1) Average AUM excludes Alternatives.

(2) Represents management and advisory fees and deferred sales charge revenue only.

(3) Includes investment advisory fees.

FREE CASH FLOW

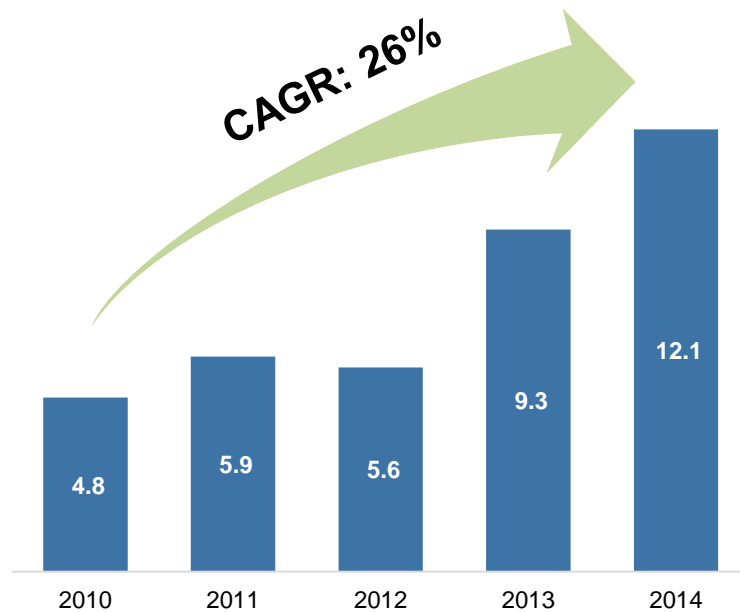
Revised capital allocation strategy to support growth initiatives



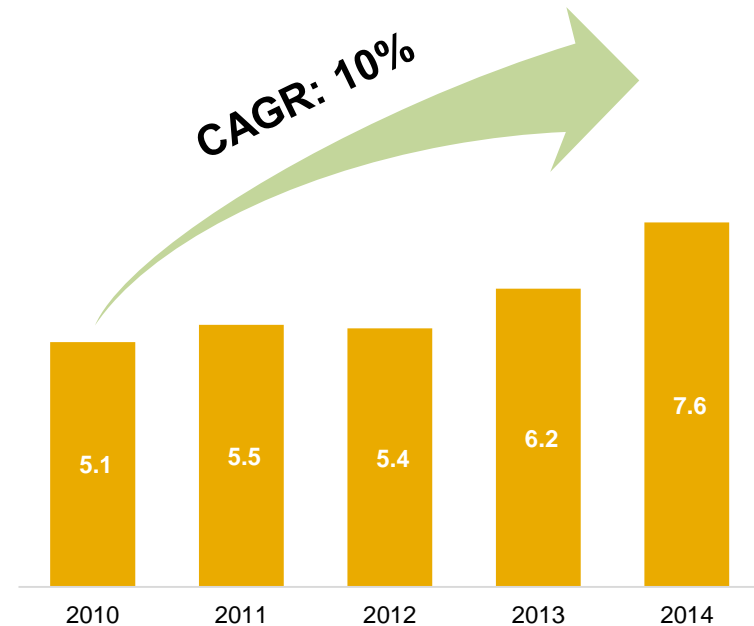
(1) Q1'15 payout ratio adjusted for Q1 2015 dividend payment of \$0.08 per share.

SMITH & WILLIAMSON

Equity earnings and cash dividends received have grown at a substantial rate compared to book value



■ S&W Equity Earnings (Adjusted for 1x Items)¹



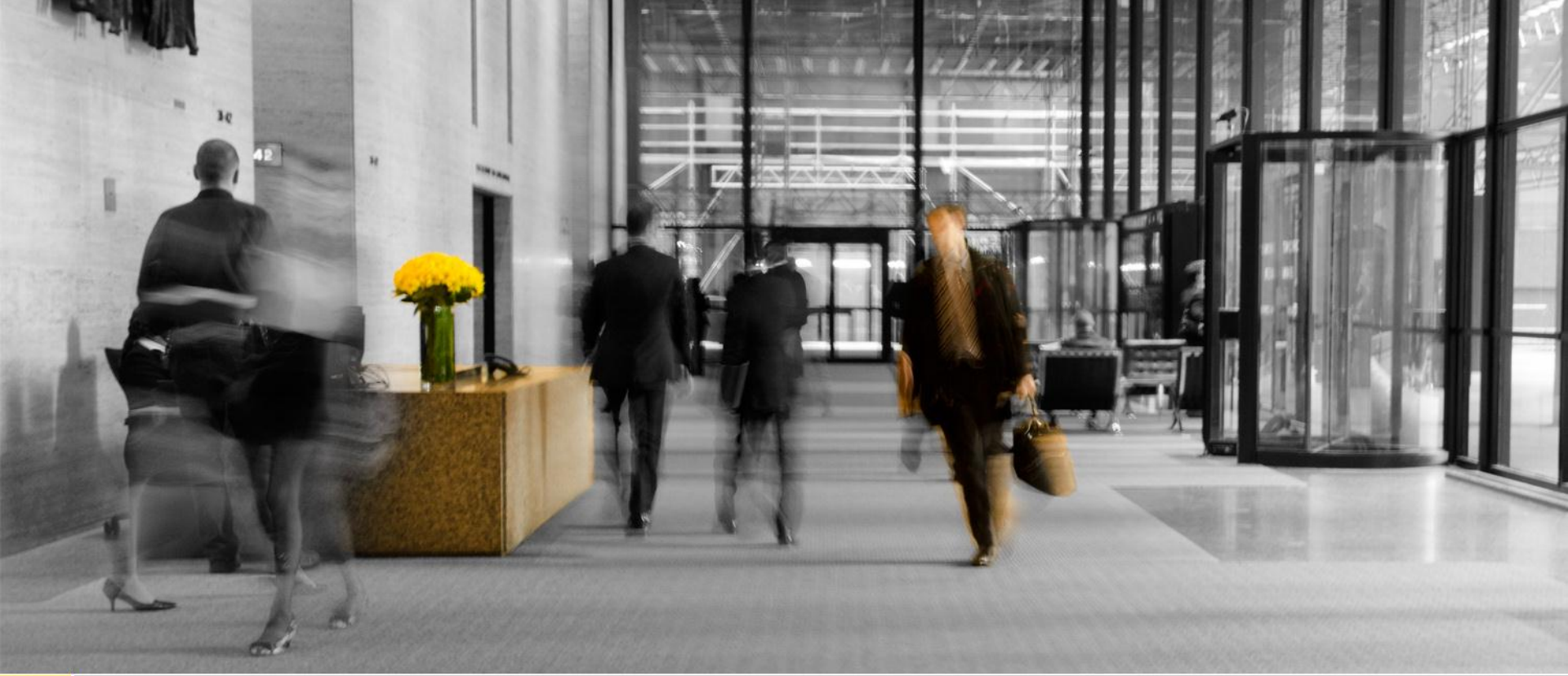
■ Dividends Received¹

(1) Expressed in Canadian dollars.

2015 FOCUS & PRIORITIES

Focus on sustaining investment performance improvement

- **Key Execution Points**
 - Investment performance improvement
 - Retail product platform development
 - First close of Essential Infrastructure Fund



QUESTIONS



What are you doing after work?*