



AGF MANAGEMENT LIMITED

EARNINGS CONFERENCE CALL

FIRST QUARTER 2016

MARCH 23RD, 2016



What are you doing after work?*

CAUTION REGARDING FORWARD-LOOKING STATEMENTS

The forward looking information is provided as of March 23rd, 2016. 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

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

TODAY'S DISCUSSION

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

Q1 2016 HIGHLIGHTS

Continued progress toward stated objectives

- Highlights:
 - Earnings per share of \$0.13
 - AUM above median: 1 year 46%, 3 years 47%
 - 37% improvement in retail fund flows
 - Completed first close of Essential Infrastructure Fund
- Board confirmed \$0.08 dividend for Q1 2016

RETAIL BUSINESS REVIEW

Continued improvement in retail fund flows

- Retail net redemptions improved by 37% despite market volatility
- Strong gross sales through strategic distribution partnerships
- Good performance in key categories will drive continued improvement

INVESTMENT TEAMS & PERFORMANCE

Investment performance improvement held up despite rough market conditions

- Investment in teams and capabilities is yielding results
- AUM above median: 1 year 46%, 3 years 47%
- Strong performance relative to peers
- Fewer teams with better resources will continue to drive improvement

INSTITUTIONAL BUSINESS REVIEW & PIPELINE

		(\$ millions)
Q4 Pipeline	Gross Sales Commitments	368
	Redemption Notifications	(359)
	Q4 Net Pipeline	9
Q1 Activity	Gross Sales from Q4 Pipeline	158
	Redemptions from Q4 Pipeline	(124)
	Additional Q1 Net Redemptions	(127)
	Total Q1 Net Redemptions	(93)
Q1 Pipeline	Gross Sales from Q4 Pipeline	210
	Redemption from Q4 Pipeline	(235)
	New Redemption Notifications	(15)
	Q1 Net Pipeline	(40)
	Alternatives Platform	270
	Total Q1 Pipeline	230

- Emerging Markets flows have mirrored market volatility
- Essential Infrastructure Fund – first close on March 2nd
- Global investment performance remains strong as does client demand

SUMMARY OF FINANCIAL RESULTS

(\$ millions, except per share amounts)	Sequential Quarter			Quarter Over Quarter		
	Q1'16	Q4'15 ¹	Fav / (Unfav)	Q1'16	Q1'15	Fav / (Unfav)
Revenue	103.3	105.0	(1.6%)	103.3	111.7	(7.5%)
SG&A	45.3	47.3	4.2%	45.3	44.8	(1.1%)
EBITDA	27.3	25.5	7.0%	27.3	33.9	(19.5%)
EBITDA Margin	26.4%	24.3%	8.6%	26.4%	30.3%	(12.9%)
EBITDA (adjusted)	27.3	28.3	(3.5%)	27.3	33.9	(19.5%)
EBITDA Margin (adjusted)	26.4%	27.0%	(2.2%)	26.4%	30.3%	(12.9%)
Free Cash Flow	11.1	18.6	(40.3%)	11.1	15.4	(27.9%)
Net Income	10.1	8.1	24.7%	10.1	13.6	(25.7%)
Net Income (adjusted)	10.1	10.2	(1.0%)	10.1	13.6	(25.7%)
Consolidated EPS	0.13	0.11	18.2%	0.13	0.16	(18.8%)

(1) Q4-15 unadjusted figures include restructuring costs of \$2.8m.

FINANCIAL RESULTS – BPS DETAIL

EBITDA yield decline reflects lower AUM

(bps of average AUM)	Q1-16	TTM
Average AUM (\$B)¹	32.3	33.9
Average Retail	17.3	18.4
Average Institutional and HNW	15.0	15.5
Revenue (bps) ²	121	123
Less:		
Trailer Fees (bps)	37	38
SG&A (bps) ³	58	55
EBITDA (bps) ³	26	30

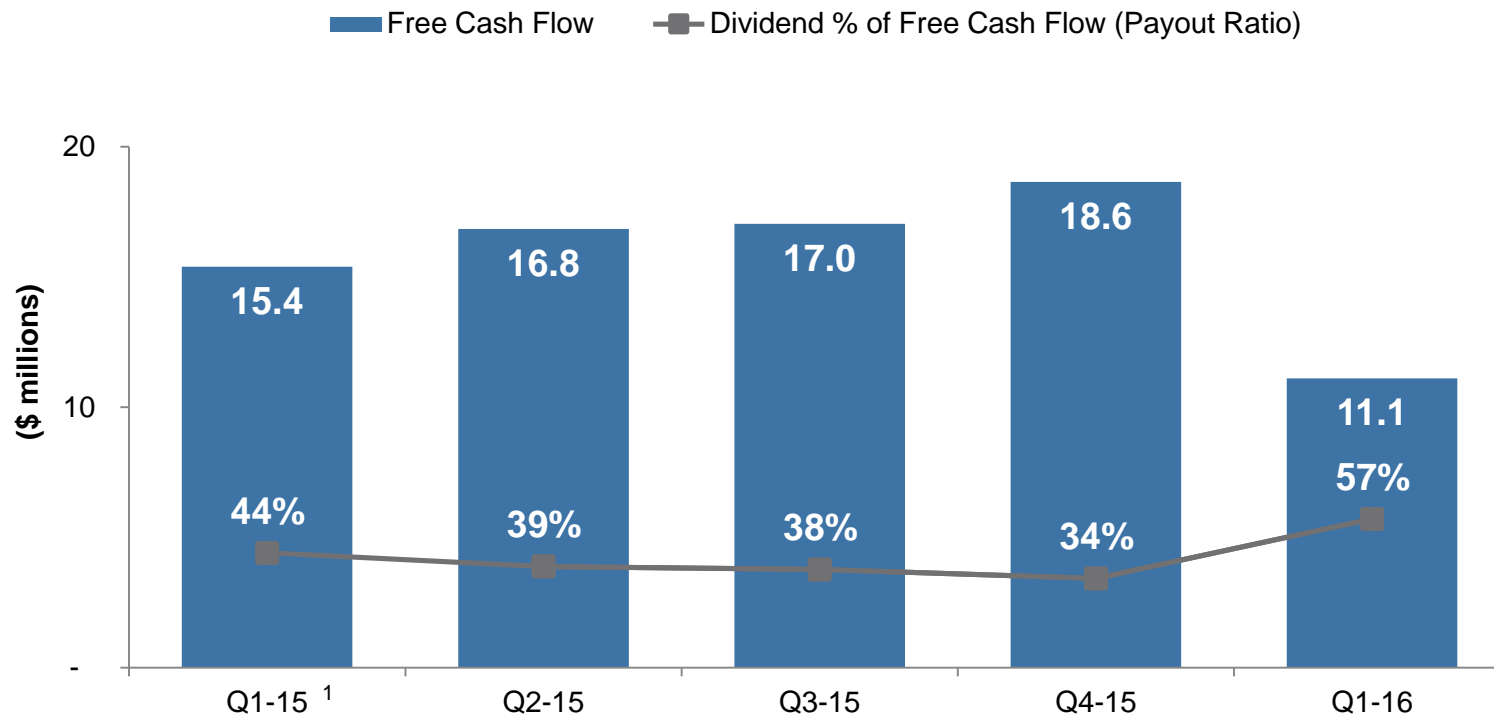
(1) Average AUM excludes Alternatives platform.

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

(3) Includes investment advisory fees. TTM SG&A and EBITDA adjusted to exclude one time restructuring costs of \$7.2m.

FREE CASH FLOW

Dividend payout ratio remains within an acceptable range



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

2016 FOCUS & PRIORITIES

Build on improved investment performance

- **Key Execution Points**
 - Sustain investment performance improvement
 - Drive gross sales through retail product development and strategic partnerships
 - Integrate FFCM and leverage new product capability
 - Continue the development of the Infrastructure Platform



QUESTIONS



What are you doing after work?*