



# AGF Management Limited

Earnings Conference Call  
First Quarter 2022

March 30<sup>th</sup>, 2022

# Caution Regarding Forward-Looking Statements

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The forward looking information is provided as of March 30, 2022. 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,' 'estimates,' 'anticipates,' 'intends,' 'plans,' 'believes' or negative versions thereof and similar expressions, or future or conditional verbs such as 'may,' 'will,' 'should,' 'would' and 'could.' In addition, any statement that may be made concerning future financial performance (including income, revenues, earnings or growth rates), ongoing business strategies or prospects, fund performance, and possible future action on our part, is also a forward-looking statement.

Forward-looking statements are based on certain 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, client-driven asset allocation decisions, pipeline, 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 general economic, political and market factors in North America and internationally, interest and foreign exchange rates, global equity and capital markets, business competition, taxation, changes in government regulations, unexpected judicial or regulatory proceedings, technological changes, cybersecurity, the possible effects of war or terrorist activities, outbreaks of disease or illness that affect local, national or international economies (such as COVID-19), natural disasters and disruptions to public infrastructure, such as transportation, communications, power or water supply or other catastrophic events, and our ability to complete strategic transactions and integrate acquisitions, and attract and retain key personnel. 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

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## Presenting

### **Kevin McCreadie, CFA, MBA**

Chief Executive Officer & Chief Investment Officer



### **Adrian Basaraba, CPA, CA, CFA**

Senior Vice-President & Chief Financial Officer



## Available for questions

### **Judy G. Goldring, LL.B, LL.D, ICD.D**

President & Head of Global Distribution



# Today's Discussion

- Highlights of the 1<sup>st</sup> Quarter of Fiscal 2022
- Business Updates
- Financial Results
- Capital & Liquidity
- Focus & Priorities

# Q1 2022 Highlights

Assets<sup>1</sup> of  
**\$42.0 billion**

**\$330 million**  
of mutual fund net sales

**Increased  
quarterly dividend**  
to \$0.10 per share

Positioned to  
accelerate growth in  
**Private Alternatives**

Diluted  
**EPS of \$0.18**  
125% higher than  
prior year

FundGrade A+®  
Awards<sup>2</sup> **Winner**

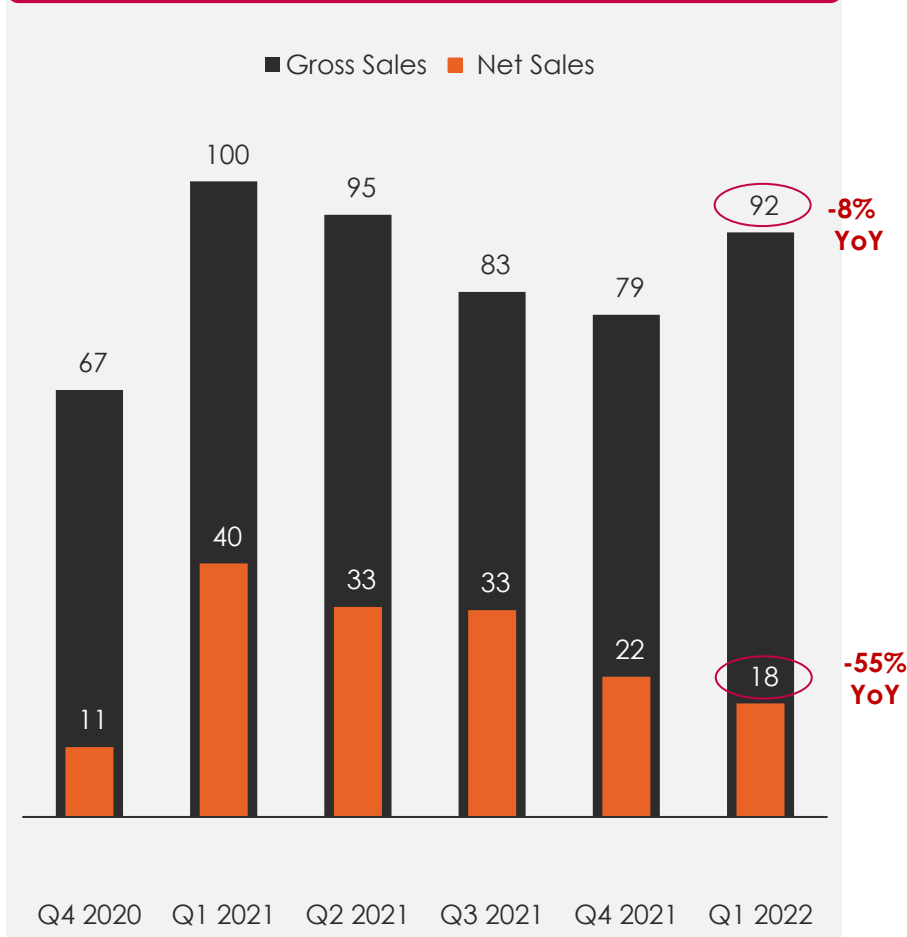
# Line of Business Performance:

## Assets Under Management and Fee-earning Assets<sup>1</sup>

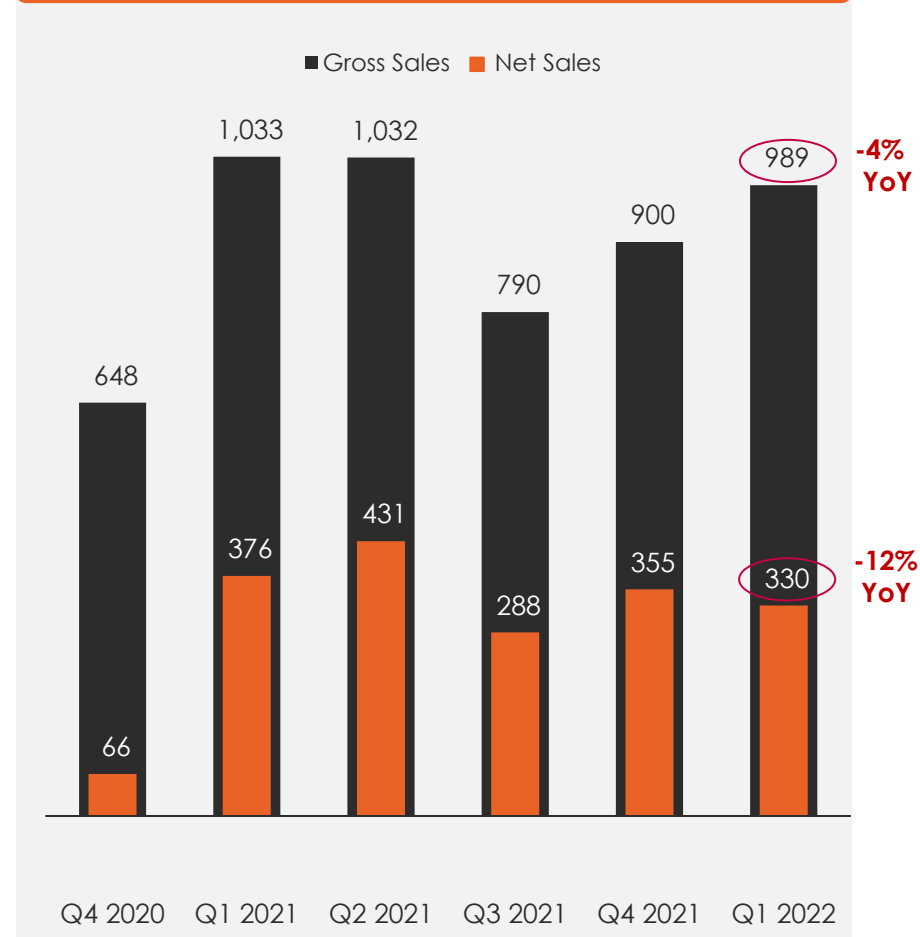
(\$ millions)	Q1 2022	Q1 2021	Change
Mutual funds	23,625	21,394	↑ 10%
Institutional, Sub-advisory & ETF	9,059	9,403	↓ (4%)
Private Client	7,102	6,300	↑ 13%
Private Alternatives <sup>2</sup>	2,169	2,154	↑ 1%
<b>Total AUM and fee-earning assets</b>	<b>41,955</b>	<b>39,251</b>	<b>↑ 7%</b>

# Mutual Fund Business Review

## Industry Sales (\$B)<sup>1</sup>



## AGF Retail Mutual Fund Sales (\$M)<sup>2</sup>



(1) Industry long-term funds gross and net sales per Investor Economics and IFIC.  
 (2) Retail mutual fund net sales calculated as reported mutual fund net sales less non-recurring institutional net sales in excess of \$5 million invested in our mutual funds.

# Financial Results<sup>1</sup>

(\$ millions, except per share amounts)	Sequential Quarter			Year Over Year		
	Q1-22	Q4-21	Variance	Q1-22	Q1-21	Variance
Revenue	124.9	121.9	2.5%	124.9	107.3	16.4%
SG&A	49.3	49.9	1.2%	49.3	48.0	(2.7%)
Trailers and Subadvisory	35.6	36.5	2.5%	35.6	32.5	(9.5%)
EBITDA before Commissions	40.0	35.5	12.7%	40.0	26.8	49.3%
<i>EBITDA before Commissions Margin</i>	<i>32.0%</i>	<i>29.1%</i>	<i>10.0%</i>	<i>32.0%</i>	<i>25.0%</i>	<i>28.0%</i>
Net Income	12.9	13.8	(6.5%)	12.9	5.6	130.4%
Diluted EPS	0.18	0.19	(5.3%)	0.18	0.08	125.0%
Free Cash Flow	13.3	12.5	6.4%	13.3	10.5	26.7%

## Results excluding Private Alternatives

EBITDA before Commissions	32.4	28.2	14.9%	32.4	23.6	37.3%
<i>EBITDA before Commissions Margin</i>	<i>27.6%</i>	<i>24.6%</i>	<i>12.2%</i>	<i>27.6%</i>	<i>22.7%</i>	<i>21.6%</i>



# Financial Results – BPS Detail<sup>1</sup>

(bps of average AUM)	Q1-22	TTM
<b>Average AUM excl. Private Alternatives (\$B)<sup>2</sup></b>	<b>40.5</b>	<b>39.7</b>
Average Mutual Fund	24.1	23.3
Average Institutional, Sub-Advisory, ETFs & Private Client	16.4	16.4
Revenue (bps) <sup>3</sup>	114	113
Less:		
Trailer Fees (bps)	36	36
SG&A (bps) <sup>4</sup>	49	50
<b>EBITDA before commissions (bps)</b>	<b>29</b>	<b>28</b>

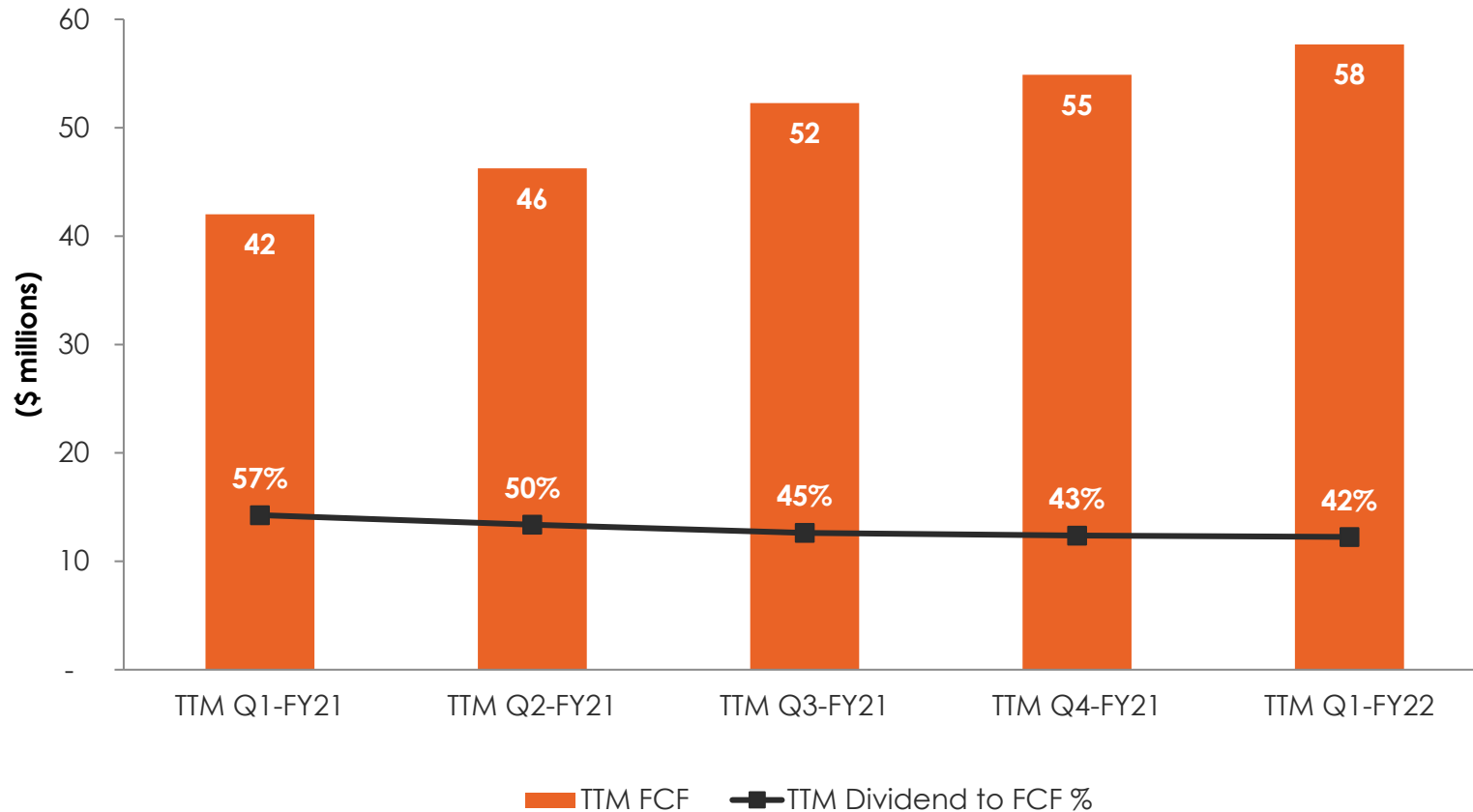
(1) Certain totals and subtotals may not reconcile due to rounding.

(2) Total Average AUM excluding Private Alternatives calculated using average daily AUM for mutual fund and average monthly AUM for Institutional, sub-advisory and ETF accounts and Private Client.

(3) Represents management, advisory and administration fees and deferred sales charges.

(4) Includes investment advisory fees.

# Capital & Liquidity<sup>1</sup>



(1) Free cash flow represents cash available for distribution to our shareholders, share buybacks, investment in our alternative asset management business and general corporate purposes. We define free cash flow as cash flow from operations before net changes in non-cash balances related to operations less interest paid and adjusted for certain tax items as outlined in the free cash flow section of the MD&A. Free cash flow does not include one-time items as noted on the MD&A.

# 2022 Focus & Priorities

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Deliver consistent and repeatable  
**investment performance**

Maintain sales momentum and  
**generate net inflows**

Build a diversified private alternatives business with  
**\$5 billion** in assets<sup>1</sup>

**Meet expense guidance**  
while continuing to invest in key growth areas

Enhance  
**Corporate Sustainability**



## Thank You!

To learn more about AGF's history visit:

[www.agf.com/ca/en/about-agf/our-story](http://www.agf.com/ca/en/about-agf/our-story)

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## List of winning funds:

Fund Name	CIFSC Category	Fund Count	FundGrade Start Date	FundGrade Calc Date
AGF Global Select Fund	Global Equity	1127	1/31/2012	12/31/2021
AGF U.S. Small-Mid Cap Fund	U.S. Small/Mid Cap Equity	142	1/31/2012	12/31/2021
AGF Global Convertible Bond Fund	High Yield Fixed Income	242	1/31/2016	12/31/2021
AGFiQ Global Multi-Sector Bond ETF (QGB)	Global Fixed Income	251	1/31/2019	12/31/2021