



AGF Management Limited

Earnings Conference Call
Second Quarter 2019

June 26th, 2019

Caution Regarding Forward-Looking Statements

The forward looking information is provided as of June 26th, 2019. 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

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, ICD.D

President & Chief Administration Officer



Today's Discussion

- Highlights of the 2nd Quarter of Fiscal 2019
- Business Updates
 - Retail
 - Investment Management
 - Institutional
 - Private Alternatives
- Financial Results
- Capital & Liquidity
- Focus & Priorities

Q2 2019 Highlights

Continued progress toward stated objectives

Product enhancements

**AGF Global Real
Assets Class
and Fund**

Two new
U.S.-listed
AGFiQ ETFs

Finalist for four
**Wealth Professional
Awards**

Private alternatives

AUM reaches
\$2.2 billion

**SG&A efficiency
initiative** on track

Adjusted diluted
EPS 17% higher
than Q2 2018¹

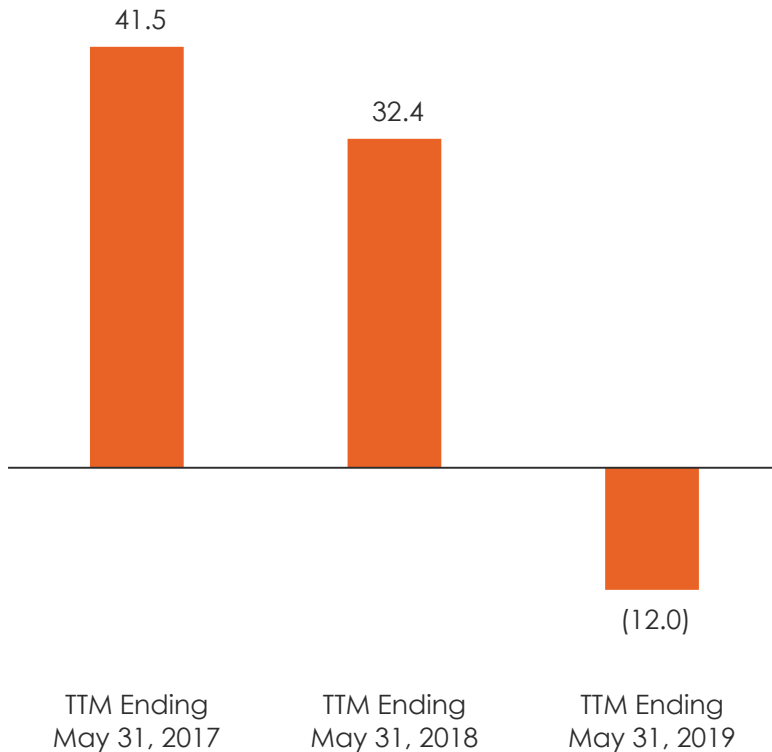
(1) Q2 2018 adjusted diluted EPS of \$0.12 (restated for IFRS 15).

Line of Business Performance

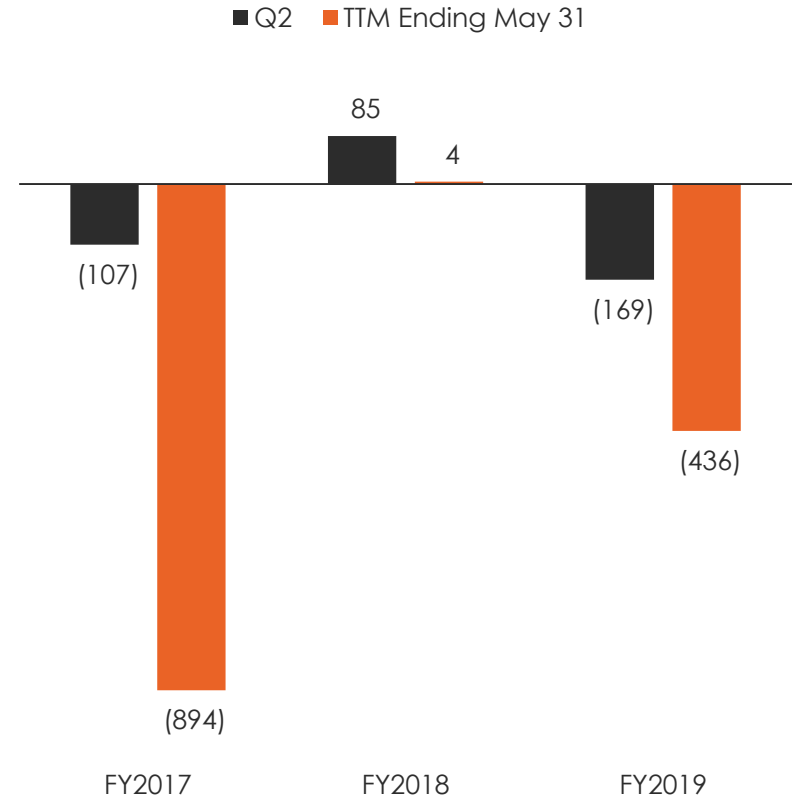
(\$ millions)	Q2 2018	Q2 2019	Change
Mutual funds	19,118	18,725	↓ 2 %
Institutional, Sub-advisory & ETF	12,823	11,712	↓ 9 %
Private Client	5,521	5,722	↑ 4 %
Private Alternatives	1,009	2,179	↑ 116 %
Total	38,471	38,338	0 %

Retail Business Review

IFIC Industry Net Sales (\$B)¹



AGF Retail Mutual Fund Net Sales (\$M)²



(1) Industry long-term funds net sales per IFIC.

(2) Retail mutual fund net sales (redemptions) calculated as reported mutual fund net sales (redemptions) less non-recurring institutional net sales (redemptions) in excess of \$5 million invested in our mutual funds.

Investment Management

49%
**AUM above median
over one year¹**

71%
of Canadian ETFs
with two year track
records ranked
above median¹

AGF Global Select
and **AGF U.S. Small-
Mid Cap Funds**
ranked in top five
percentile over two,
three and five
years^{1,2}

(1) Source: Morningstar, as at May 31, 2019.

(2) See disclaimer on slide 15.

Financial Results

Adjusted for one-time items noted in the MD&A and restated for IFRS 15¹

	(\$ millions, except per share amounts)	Sequential Quarter			Year Over Year		
		Q2-19	Q1-19 ²	Fav / (Unfav)	Q2-19	Q2-18 ³	Fav / (Unfav)
Continuing Operations	Revenue	109.8	105.0	4.6%	109.8	111.6	(1.6%)
	SG&A	48.6	48.0	(1.3%)	48.6	52.6	7.6%
	EBITDA before Commissions	29.2	27.3	7.0%	29.2	25.8	13.2%
	EBITDA before Commissions Margin	26.6%	26.0%	2.3%	26.6%	23.1%	15.2%
	Net Income - Equity Owners	11.5	11.1	3.6%	11.5	9.6	19.8%
	Diluted EPS	0.14	0.14	0.0%	0.14	0.12	16.7%
	Free Cash Flow	8.2	16.6	(50.6%)	8.2	5.9	39.0%
	Diluted EPS (Reported & Unadjusted)	0.14	-	100%	0.14	0.21	(33%)

(1) Comparatives adjusted for IFRS 15.

(2) Q1-19 adjusted for one-time restructuring costs of \$11.3M (net of tax) [EPS impact \$0.14].

(3) Q2-18 adjusted for one-time restructuring costs of \$3.8m (net of tax) [EPS impact \$0.05], interest expense recovery of \$2.2m related to the transfer pricing case [EPS impact \$0.03] and net expense recovery of \$7.4m related to the transfer pricing provision [EPS impact \$0.09].

Financial Results – BPS Detail^{1,2}

(bps of average AUM)	Q2-19	TTM
Average AUM excl. Private Alternatives (\$B)³	36.3	36.2
Average Mutual Fund	18.5	18.4
Average Institutional, Sub-Advisory, ETFs & Private Client	17.8	17.8
Revenue (bps) ⁴	111	109
Less:		
Trailer Fees (bps)	34	34
SG&A (bps) ⁵	54	53
EBITDA before commissions (bps)	22	21

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

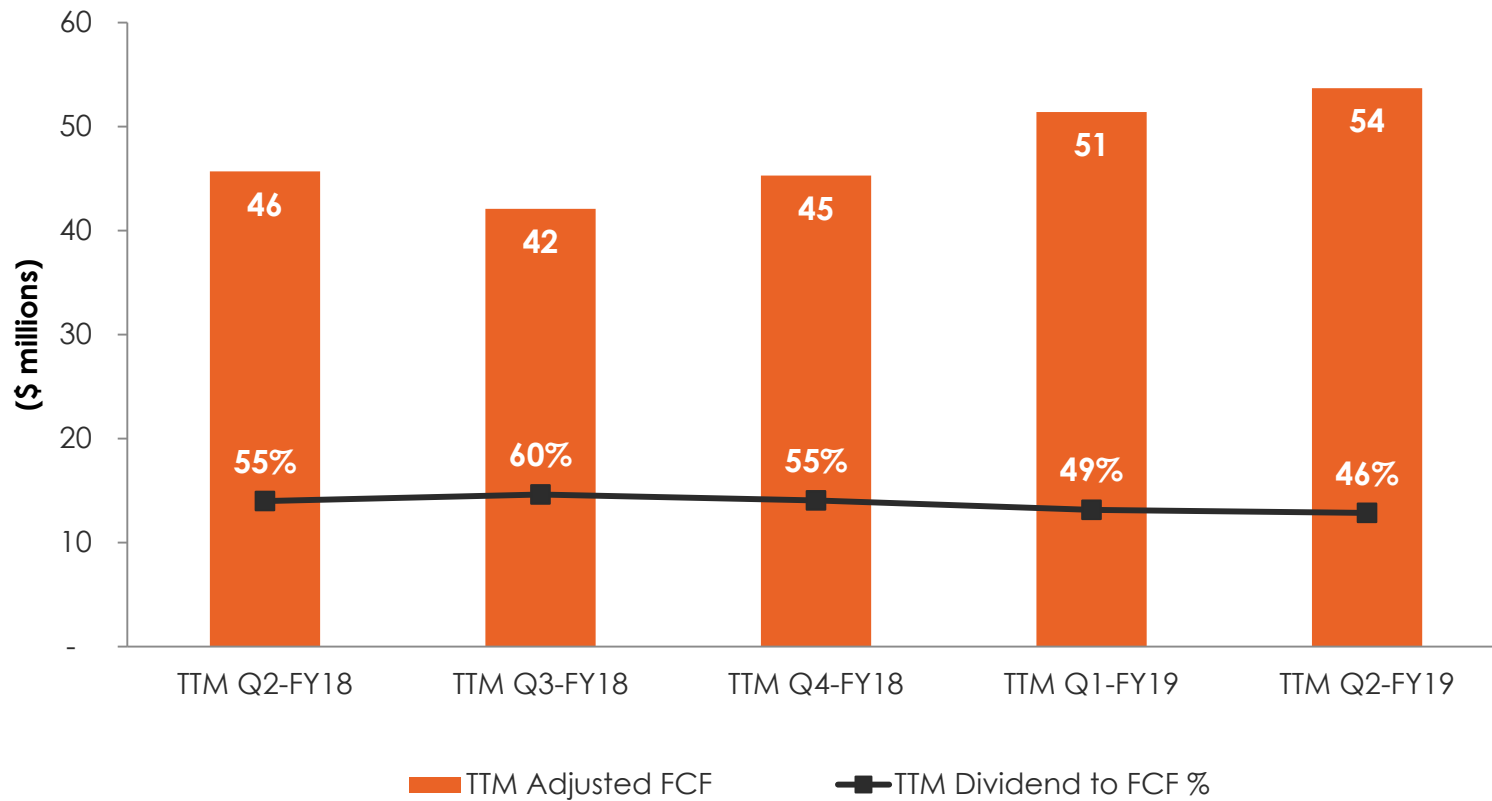
(2) Adjusted to exclude one-time items as noted in the MD&A; comparatives restated for IFRS15.

(3) 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.

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

(5) Includes investment advisory fees.

Capital & Liquidity¹



(1) Q2-2018 adjusted for one-time restructuring costs of \$3.8m (net of tax). Q4-2017 adjusted for one-time litigation settlement of \$8.7m (net of tax).

2019 Focus & Priorities

Above median
**investment
performance**

Maintain
**trajectory of
improvement**
in retail and
institutional

Leverage the

platform

Position AGF
to reach
\$5 billion
in private
alternative
assets

Appendix: Historical P&L excluding One-time Items and Restated for IFRS 15¹

From continuing operations adjusted for one-time items and restated for IFRS 15 (\$M, except per share data)	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19
Total Average AUM excluding Private Alternatives ²	35,811	36,110	37,073	36,353	35,116	36,262
Income						
Management, advisory and administration fees	101.0	102.6	100.8	95.3	91.0	99.2
Deferred sales charge	1.6	1.7	1.6	1.6	1.6	1.9
Revenue bps ³ (Refer to slide 10)	116	115	110	107	107	111
Share of profit of associate and joint ventures	4.5	5.8	7.1	6.2	4.5	6.6
Fair value adjustments and other income	1.2	1.5	3.1	0.9	7.9	2.1
Total Income	108.3	111.6	112.6	104.0	105.0	109.8
Expenses						
Selling, general and administrative	50.5	52.6	47.1	45.8	48.0	48.6
Trailing commissions	31.8	32.5	32.6	30.1	29.0	31.3
Investment advisory fees	1.1	0.7	0.7	0.9	0.7	0.7
	83.4	85.8	80.4	76.8	77.7	80.6
EBITDA before commissions	24.9	25.8	32.2	27.2	27.3	29.2
EBITDA before commissions Margin	23.0%	23.1%	28.6%	26.2%	26.0%	26.6%
Deferred selling commissions	11.0	10.8	9.3	9.0	11.1	12.2
Amortization, derecognition and depreciation	1.2	1.2	1.2	1.2	1.1	1.1
Interest expense	1.3	1.7	1.8	1.7	2.0	1.8
Income before income taxes	11.4	12.1	19.9	15.3	13.1	14.1
Income taxes	2.4	2.9	3.6	2.4	2.0	2.6
Net income attributable to equity owners of the Company⁴	9.5	9.6	16.3	12.9	11.1	11.5
Diluted EPS	0.11	0.12	0.20	0.17	0.14	0.14

(1) Certain totals, subtotals and percentages 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) Revenue bps = Management, advisory and administration fees, and Deferred sales charge / total average AUM excluding private alternatives.

(4) Net income attributable to equity owners of the Company does not include non-controlling interest (which is not shown above).



Thank You!

To learn more about AGF's history visit:

www.agf.com/ca/en/about-agf/our-story

Disclaimer

Annualized Performance						
CAD as of May 31, 2019	YTD	1 Year	3 Years	5 Years	10 Years	PSD
AGF Global Select (Series F – Net)	14.37%	6.81%	18.88%	16.47%	14.71%	
AGF Global Select (MF Series - Net)	13.76%	5.33%	17.11%	14.59%	13.20%	6.77%
MSCI All Country World Index	8.29%	3.46%	10.83%	10.55%	12.31%	6.62%
Global Equity Category Average Returns	8.64%	1.64%	7.65%	7.56%	9.87%	-
Total number of funds in Global Equity Category	2,401	2,133	1,333	929	445	
Global Equity Category Quartile Rank (MF Series)	1	1	1	1	1	-

Annualized Performance						
CAD as of May 31, 2019	YTD	1 Year	3 Years	5 Years	10 Years	PSD
AGF U.S. Small-Mid Cap Fund (Series F – Net)	23.71%	15.87%	20.30%	18.07%	16.02%	
AGF U.S. Small-Mid Cap Fund (MF Series - Net)	23.08%	14.38%	18.75%	16.53%	14.61%	10.28%
S&P MidCap 400 Index	8.51%	-1.43%	9.52%	12.14%	16.92%	n/a
U.S. Small/Mid Cap Equity Category Average Returns	8.03%	-2.91%	7.30%	8.68%	13.81%	-
Total number of funds in U.S. Small/Mid Cap Equity Category	366	360	254	154	66	
U.S. Small/Mid Cap Equity Category Quartile Rank (MF Series)	1	1	1	1	2	-

Morningstar Rankings reflect performance as of 2019-05-31 and are subject to change monthly. The rankings are calculated from a fund's total return percentile rank against others in its applicable Morningstar category for the period of 1, 3, 5, and 10 years. Percentile ranks always range from 1 (best) to 100 (worst), with all intermediate values spread evenly over that range. For greater detail see www.morningstar.ca.

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