

AGF Management Limited
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL
CONDITION AND RESULTS OF OPERATIONS

For the three and nine months ended August 31, 2017 and 2016





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AGF MANAGEMENT LIMITED

Third Quarter Report to Shareholders for the three and nine months ended August 31, 2017

AGF MANAGEMENT LIMITED REPORTS STRONG THIRD QUARTER 2017 FINANCIAL RESULTS

- *50% growth in retail fund gross sales compared to prior year quarter*
- *Reported Diluted EPS of \$0.15 compared to \$0.10 in Q3 2016*
- *Retail fund net redemption improved by 87%*

TORONTO | September 27, 2017

AGF Management Limited (AGF or the Company) today announced financial results for the third quarter ended August 31, 2017.

Total assets under management (AUM) increased 2.3% to \$35.0 billion compared to \$34.2 billion for the same period in 2016. The increase in AUM is due to improved net redemptions and market appreciation. During the three months ended August 31, 2017, retail fund net redemptions improved 86.8% to \$40.0 million compared to net redemptions of \$303.0 million for the three months ended August 31, 2016, reflecting the Company's continued focus on investment performance and customer service excellence.

"With approximately 60% of our total AUM invested in foreign securities, we continue to focus on diversifying our business both globally and into our newly established platforms," said Blake Goldring, Chairman and Chief Executive Officer, AGF Management Limited. "With our strategy in place, we have the teams and capabilities to extend and deepen our reach into markets outside of Canada."

Income from continuing operations for the three months ended August 31, 2017 increased 0.8% to \$110.3 million compared to \$109.4 million for the three months ended August 31, 2016. EBITDA from continuing operations increased 13.0% to \$28.6 million for the three months ended August 31, 2017, compared to \$25.3 million for the same period in 2016.

"The key to consistent investment performance is having the right people in place to support research analysis, idea sharing and accountability to lead to more thoughtful investment decisions," said Kevin McCreadie, President and Chief Investment Officer, AGF Investment Inc. "By bringing discipline and stability to our investment processes, we are delivering repeatable results across our investment platforms."

AGF deepened the bench of its Global Equity platform this quarter expanding to 14 people including Regina Chi, who was appointed to the position of Vice-President and lead portfolio manager on AGF's emerging markets strategies. She joins the global equity team reporting to Stephen Way, one of the longest tenured Global Equity managers in Canada.

"The expansion of the global equity team gives us an advantage as the appetite for assets in this space continues to grow," added McCreadie.

In addition to hires on the global equity team, AGF built out its institutional footprint and alternatives business this quarter. Robert Mann was recently appointed to the position of Vice-President, Institutional Sales, while InstarAGF welcomed Jonathan Stone as Partner, Will Chow as Vice-President and Daniel Perruzza as Vice-President. These senior investment professionals bring strong pedigrees and track records across their respective roles.

Diluted earnings per share (EPS) from continuing operations for the three months ended August 31, 2017 was \$0.15, compared to \$0.10 for the comparative period.

For the three months ended August 31, 2017, AGF declared an eight cent per share dividend on Class A Voting common shares and Class B Non-Voting shares, payable October 18, 2017 to shareholders on record as at October 10, 2017.

Management's Discussion and Analysis
of Financial Condition and Results of Operations

(from continuing operations)	Three months ended			Nine months ended	
	August 31, 2017	May 31, 2017	August 31, 2016	August 31, 2017	August 31, 2016
(in millions of Canadian dollars, except per share data)					
Income	110.3	117.1	109.4	334.6	323.8
Net income from continuing operations attributable to equity owners of the Company	12.3	13.2	8.2	34.7	27.9
EBITDA ¹	28.6	29.2	25.3	83.4	78.8
Adjusted EBITDA ¹	28.6	29.2	27.4	83.4	82.4
Diluted earnings per share attributable to equity owners of the Company	0.15	0.16	0.10	0.43	0.35
Adjusted diluted earnings per share attributable to equity owners of the Company ¹	0.15	0.16	0.13	0.43	0.39
Free Cash Flow ¹	16.4	10.4	12.9	37.2	40.3
Dividends per share	0.08	0.08	0.08	0.24	0.24
Long-term debt	148.5	168.4	228.0	148.5	228.0

¹ EBITDA (earnings before interest, taxes, depreciation and amortization), adjusted EBITDA, adjusted diluted earnings per share and Free Cash Flow are not standardized measures prescribed by IFRS. The Company utilizes non-IFRS measures to assess our overall performance and facilitate a comparison of quarterly and full-year results from period to period. They allow us to assess our investment management business without the impact of non-operational items. These non-IFRS measures may not be comparable with similar measures presented by other companies. These non-IFRS measures and reconciliations to IFRS, where necessary, are included in the Management's Discussion and Analysis available at www.agf.com.

(in millions of Canadian dollars)	Three months ended				
	August 31, 2017	May 31, 2017	February 28, 2017	November 30, 2016 ¹	August 31, 2016
Retail fund assets under management (AUM) (including retail pooled funds)	18,165	18,884	18,299	17,774	17,811
Institutional, sub-advisory and ETF accounts AUM	10,665	11,336	10,960	10,810	11,033
Private client AUM	5,221	5,323	5,143	4,908	4,784
Alternative asset management platform AUM ²	902	902	712	685	619
Total AUM, including alternative asset management platform	34,953	36,445	35,114	34,177	34,247
Net retail redemptions	40	107	119	214	303
Average daily retail fund AUM	18,336	18,647	17,925	17,756	17,682

¹ Net retail redemptions includes a \$149.4 million transfer of an existing client from institutional to retail.

² Represents fee-earning committed and/or invested capital from AGF and external investors held through joint ventures. AGF's portion of this commitment is \$150.0 million, of which \$77.1 million has been funded as at August 31, 2017, which includes \$10.1 million return of capital related to the monetization of its seed assets.

CAUTION REGARDING FORWARD-LOOKING STATEMENTS

This Management's Discussion and Analysis (MD&A) includes forward-looking statements about the Company, including its 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, 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 the 'Risk Factors and Management of Risk' section of the 2016 Annual MD&A.

Summary of Quarterly Results

(from continuing operations)

Three months ended (in millions of Canadian dollars, except per share amounts)	Aug. 31, 2017	May 31, 2017	Feb. 28, 2017	Nov. 30, 2016 ¹
Income	\$ 110.3	\$ 117.1	\$ 107.2	\$ 104.8
Expenses ⁵	81.7	87.9	81.5	74.1
EBITDA ⁶	28.6	29.2	25.7	30.7
Pre-tax income	15.5	16.7	9.8	17.6
Net income attributable to equity owners of the Company	12.3	13.2	9.2	14.6
Earnings per share attributable to equity owners of the Company				
Basic	\$ 0.16	\$ 0.17	\$ 0.12	\$ 0.18
Diluted	0.15	0.16	0.11	0.18
Free cash flow ⁶	16.4	10.4	10.4	21.2
Dividends per share	0.08	0.08	0.08	0.08
Long-term debt	148.5	168.4	198.3	188.2
Weighted average basic shares	79,397,164	79,359,653	79,398,426	79,117,939
Weighted average fully diluted shares	81,276,280	80,934,689	80,615,418	80,248,027
Three months ended (in millions of Canadian dollars, except per share amounts)	Aug. 31, 2016 ²	May 31, 2016 ³	Feb. 29, 2016	Nov. 30, 2015 ⁴
Income	\$ 109.4	\$ 111.1	\$ 103.3	\$ 105.0
Expenses ⁵	84.1	84.9	76.0	79.5
EBITDA ⁶	25.3	26.2	27.3	25.5
Pre-tax income	10.3	11.8	12.9	10.3
Net income attributable to equity owners of the Company	8.2	9.6	10.2	8.1
Earnings per share attributable to equity owners of the Company				
Basic	\$ 0.10	\$ 0.12	\$ 0.13	\$ 0.11
Diluted	0.10	0.12	0.13	0.11
Free cash flow ⁶	12.9	16.4	11.1	18.6
Dividends per share	0.08	0.08	0.08	0.08
Long-term debt	228.0	228.9	268.9	268.8
Weighted average basic shares	79,296,221	79,252,324	79,449,122	82,532,707
Weighted average fully diluted shares	80,306,141	80,097,391	79,485,581	83,663,389

¹ Includes \$5.2 million of one-time net expense recovery related to a reversal of a provision from prior years related to HST offset by fund transition costs.

² Includes a \$2.1 million charge in income related to the Company's share of a one-time tax levy for Smith & Williamson Holdings Limited.

³ Includes fund transition costs of \$1.5 million.

⁴ Includes one-time restructuring costs of \$2.8 million.

⁵ Includes selling, general and administrative (SG&A), trailing commissions and investment advisory fees.

⁶ See 'Key Performance Indicators, Additional IFRS and Non-IFRS Measures' section.

Management's Discussion and Analysis of Financial Condition and Results of Operations

This Management's Discussion and Analysis (MD&A) is as of September 26, 2017, and presents an analysis of the financial condition of AGF Management Limited (AGF or the Company) and its subsidiaries for the three- and nine-month periods ended August 31, 2017, compared to the three- and nine-month periods ended August 31, 2016. The MD&A should be read in conjunction with our unaudited Condensed Consolidated Interim Financial Statements for the three and nine months ended August 31, 2017 and our 2016 Annual Report. The financial statements for the three and nine months ended August 31, 2017, including required comparative information, have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB) applicable to the preparation of interim financial statements, including International Accounting Standard 34 (IAS 34), Interim Financial Reporting, unless otherwise noted.

We also utilize non-IFRS financial measures to assess our overall performance and facilitate a comparison of quarterly and full-year results from period to period. These non-IFRS measures may not be comparable with similar measures presented by other companies. Details of non-IFRS measures used are outlined in the 'Key Performance Indicators, Additional IFRS and Non-IFRS Measures' section, which provides calculations of the non-IFRS measures.

All dollar amounts are in Canadian dollars unless otherwise indicated. Throughout this discussion, percentage changes are calculated based on numbers rounded to the decimals that appear in this MD&A. Results, except per share information, are presented in millions of dollars. Certain totals, subtotals and percentages may not reconcile due to rounding. For purposes of this discussion, the operations of AGF and our subsidiary companies are referred to as 'we,' 'us,' 'our,' 'the firm' or 'the Company.'

There have been no material changes to the information discussed in the following sections of the 2016 Annual MD&A: 'Risk Factors and Management of Risk,' 'Contractual Obligations' and 'Intercompany and Related Party Transactions.'

Our Business and Strategy

Founded in 1957, AGF Management Limited is a diversified global asset management firm with retail, institutional, alternative and high-net-worth businesses. As an independent firm, we strive to help investors succeed by delivering excellence in investment management and providing an exceptional client experience. AGF's suite of diverse investment solutions extends globally to a wide range of clients, from financial advisors and individual investors to institutional investors including pension plans, corporate plans, sovereign wealth funds and endowments and foundations.

AGF has investment operations and client servicing teams on the ground in North America, Europe and Asia. With \$35.0 billion in total assets under management as at August 31, 2017, AGF serves more than one million investors. AGF trades on the Toronto Stock Exchange under the symbol AGF.B.

We believe that superior investment performance and product innovation are key to our success. Our target is to consistently have 50% of our ranked AUM above median over one year and 60% above median over three years. For the one-year period ended August 31, 2017, 33% of ranked AUM performed above median, compared with 35% in 2016. For the three-year period ended August 31, 2017, 48% of ranked AUM performed above median, compared with 47% in 2016.

We also believe in diversification, both in terms of investment styles and product solutions offered to our clients in each of the segments in which we operate. AGF offers individuals and institutions a broad array of investment strategies and solutions across four investment management platforms:

- Fundamental Active Management
- Quantitative Solutions and Exchange-Traded Funds (ETF) Platform
- Private Client
- Alternative Assets

Fundamental Active Management

AGF's fundamental actively managed platform includes a broad range of equity and fixed income strategies, managing total AUM of \$24.0 billion. Within this platform, we have a number of centres of excellence, including our Global, North American, Fixed Income, and Asset Allocation teams, located in Toronto, Dublin and Singapore. This platform delivers products to retail, institutional investors and strategic partners.

We have strong capability and performance within the global space and we leverage this strength as part of our growth strategy.

Our Asset Allocation team is responsible for delivering superior performance within our balanced products, in particular, AGF Elements, which continues to produce strong net sales for the Company.

We continually review our product offering with an aim to provide our advisors and clients a product platform that offers innovative solutions around specific needs, with the goal to create organic AUM growth for the Company and consistent investment returns for our clients.

Quantitative Solutions and ETF Platform

Our quantitative solutions and ETF platform, AGFiQ Asset Management (AGFiQ), brings together a team of over 20 investment professionals from across AGF and its affiliates, managing AUM of approximately \$4.9 billion.

AGFiQ's portfolio and investment management team has extensive experience in quantitative investing and research with a core investment discipline focused on factor-based investing. AGFiQ is grounded in the belief that investment outcomes can be improved by assessing and targeting the factors that drive market returns with the objective to provide better risk-adjusted returns by utilizing a flexible, multi-factor process centred on the principle of viewing risk through multiple lenses. All of its research and analysis is done internally, backed by an investment team with a diverse skill set ranging from scientists to academics to traditional fundamental analysts.

The AGFiQ platform extends beyond our investment management expertise and includes the capability to deliver complete trading infrastructure to support ETFs and related mutual fund products, including *Investment Company Act of 1940* registered products. AGFiQ also has the ability to offer long and short products as we do today in the U.S. market. This deep expertise lends itself to the creation of custom solutions in a variety of vehicles including mutual funds, exchange traded products and portfolios, and separately managed accounts designed to help investors achieve the full spectrum of investment objectives from capital appreciation to risk management.

On January 30, 2017, AGF entered the Canadian ETF marketplace with the launch of seven new ETFs, traded on the Toronto Stock Exchange. As at August 31, 2017, AGF's Canadian ETF platform has a total AUM of \$250.0 million, making AGF the 12th largest ETF provider in Canada. On April 24, 2017, AGF officially launched AGFiQ into the U.S. market, in recognition of the combined quantitative investment management team whose members have come together across Canada and the U.S. and in support of AGF's suite of U.S.-listed factor-based QuantShares ETFs.

Private Client

The private client industry in Canada includes bank-owned firms, as well as large independent firms and boutiques, who continue to retain a significant portion of market share. Our private client platform, which includes Cypress Capital Management Limited (Cypress), located in Vancouver, Doherty & Associates Ltd. (Doherty), with offices in Ottawa and Montreal, and the private client business of Highstreet, located in London, Ontario, provides solutions for high-net-worth individuals, endowments and foundations. These businesses manage total private client AUM of approximately \$5.2 billion, representing growth over the past five years of 55.2%.

Alternatives Business

Global economic uncertainty in recent years is driving increasing demand from institutional and individual investors for more stable and sustainable long-term investment returns, including allocating to alternative asset classes such as real assets. As an emerging and growth platform for AGF, the alternatives business includes distinctive investment products like the flagship InstarAGF Essential Infrastructure Fund (EIF) and Stream Asset Financial LP (SAFM LP).

AGF strategically entered the alternatives business to respond to customer demand, diversify its business and reduce volatility. In 2014, we established a joint venture with Instar Group Inc. (Instar) to form InstarAGF Inc. (InstarAGF), in which AGF holds a 51% economic interest. InstarAGF, which is an integral element of AGF's alternative business strategy, is an independent alternative asset management firm with an emphasis on real assets, including infrastructure investments, in the North American middle market. InstarAGF's long-term objective is to develop and manage diversified alternative investment products for institutional and individual investors, which, in addition to infrastructure, could include timber or agriculture and other private equity investments, among others. InstarAGF's growing team of professionals has more than 130 years of

combined investment, asset management, and mergers and acquisitions expertise in the private capital industry, including infrastructure, private equity and real estate investments in Canada, the United States, Europe and the United Kingdom.

AGF has committed equity of \$150.0 million to the alternative asset management platform, which includes a \$100.0 million commitment to the flagship EIF which invests in energy, utilities, and civil and social infrastructure assets in Canada and the United States, and a \$50.0 million commitment to a Canadian midstream oil and gas fund managed SAFM LP.

Through its ownership interest in InstarAGF and its 37.0% interest in SAFM LP, AGF will earn recurring management fees from these entities along with a share of net profit as the alternatives platform achieves scale. Through its investment as a limited partner in the various funds managed by InstarAGF and SAFM LP, AGF expects to earn attractive risk-adjusted returns comprised of income and capital appreciation.

On May 31, 2017, InstarAGF achieved EIF's final close, substantially reaching the initial target fund size of \$750.0 million with \$740.0 million of committed capital from institutional and high-net-worth investors from Canada, Europe, the United Kingdom and the United States.

As alternative assets continue to grow in prominence and represent a greater proportion of institutional portfolios, AGF is well positioned to deliver the long-duration, risk-adjusted solutions institutional, retail and high-net-worth investors are seeking to generate predictable cash flow and meet long-dated liabilities. Total AUM for the alternative asset management platform was \$0.9 billion as at August 31, 2017.

Other Businesses

We hold a 32.7% interest in Smith & Williamson Holdings Limited (S&WHL), a leading independent private client investment management, financial advisory and accounting group based in the U.K. S&WHL is one of the top 10 largest chartered accountancy firms in the U.K. and its investment management business has over \$31.8 billion (£19.7 billion) of funds under management and advice as at August 31, 2017. During the quarter, S&WHL and Rathbone Brothers confirmed that exclusive discussions regarding a possible merger of the two companies had ended without a transaction. As at August 31, 2017, the carrying value of S&WHL on the consolidated interim statement of financial position was \$97.5 million. In a transaction, AGF's 32.7% interest could be worth considerably more based on recent comparable transaction values in the U.K. market. AGF will continue to seek ways to realize full value of its investment in S&WHL.

AGF's subsidiary AGF CustomerFirst Inc. (AGFC) provides fund administration services to the AGF mutual funds. This business was internalized in February 2016. AGF earns revenue and incurs expenses related to the provision of these services to the AGF mutual funds.

Our Distribution Channels

Retail

Our sales teams manage advisor and strategic account relationships for our retail business, which provides investment management products to the retail and strategic sub-advisory channel. We have regional sales offices across Canada. AGF's wholesaler teams cover over 35,000 external advisors and 200 investment dealers in support of our retail products. We have a number of key partnerships that provide us with a large and robust distribution channel in which to deliver our products to investors. During the three months ended August 31, 2017, retail fund net redemptions improved 86.8% to \$40.0 million, compared to net redemptions of \$303.0 million for the same period last year.

Institutional

We have a global network of salespeople covering North America, Europe and Asia. AGF also has a consultant relations program and has earned buy ratings from a number of major firms. Investment consultants act as gatekeepers in the industry, and advise their clients on issues such as asset allocation and manager selection. This constituency is important, as a buy rating from a major consultant can lead to an increased number of request for proposal (RFP) searches, which in turn enhances the chance of winning new business. Our key competencies in global equities are aligned with market trends, namely the need for reducing home country bias and investing globally. We also distribute products managed by our alternatives platform within InstarAGF to North American and international financial institutions and asset managers through this channel. Our institutional business had total AUM of \$10.7 billion as at August 31, 2017.

Assets Under Management

(in millions of Canadian dollars)	Three months ended				
	August 31, 2017	May 31, 2017	February 28, 2017	November 30, 2016	August 31, 2016
Retail fund AUM (including retail pooled funds), beginning of period	\$ 18,884	\$ 18,299	\$ 17,774	\$ 17,811	\$ 17,539
Gross sales ¹	516	558	641	530	344
Redemptions	(556)	(665)	(760)	(744)	(647)
Net redemptions	(40)	(107)	(119)	(214)	(303)
Market appreciation (depreciation) of fund portfolios	\$ (679)	\$ 692	\$ 644	\$ 177	\$ 575
Retail fund AUM (including retail pooled funds), end of period	\$ 18,165	\$ 18,884	\$ 18,299	\$ 17,774	\$ 17,811
Average daily retail fund AUM	\$ 18,336	\$ 18,647	\$ 17,925	\$ 17,756	\$ 17,682
Institutional, sub-advisory and ETF accounts AUM, beginning of period	\$ 11,336	\$ 10,960	\$ 10,810	\$ 11,033	\$ 11,087
Net change in institutional, sub-advisory and ETF accounts, including market performance ¹	(671)	376	150	(223)	(54)
Institutional, sub-advisory and ETF accounts AUM, end of period	\$ 10,665	\$ 11,336	\$ 10,960	\$ 10,810	\$ 11,033
Private client AUM	\$ 5,221	\$ 5,323	\$ 5,143	\$ 4,908	\$ 4,784
AUM, end of period	\$ 34,051	\$ 35,543	\$ 34,402	\$ 33,492	\$ 33,628
Alternative asset management platform AUM ²	\$ 902	\$ 902	\$ 712	\$ 685	\$ 619
Total AUM, including alternative asset management platform, end of period	\$ 34,953	\$ 36,445	\$ 35,114	\$ 34,177	\$ 34,247

¹ Retail gross sales and change in institutional and sub-advisory accounts includes a \$149.4 million transfer of an existing client from institutional to retail for the three months ended November 30, 2016.

² Represents fee-earning committed and/or invested capital from AGF and external investors held through joint ventures. AGF's portion of this commitment is \$150.0 million, of which \$77.1 million has been funded as at August 31, 2017, which includes \$10.1 million return of capital related to the monetization of its seed assets.

Total AUM was \$35.0 billion at August 31, 2017, a 2.3% increase from August 31, 2016. Total AUM decreased by \$1.5 billion or 4.1% compared to May 31, 2017. Approximately 60% of total AUM was invested in foreign securities and therefore impacted by the changes in the value of the Canadian dollar. The increase in the Canadian dollar during the quarter resulted in a decline in total AUM of approximately \$1.4 billion.

Consolidated Operating Results

(in millions of Canadian dollars, except per share data)	Three months ended			Nine months ended	
	August 31, 2017	May 31, 2017	August 31, 2016	August 31, 2017	August 31, 2016
Income					
Management, advisory and administration fees	\$ 103.1	\$ 104.9	\$ 102.2	\$ 307.5	\$ 298.1
Deferred sales charges	1.6	2.0	2.2	5.3	7.0
Share of profit of associate and joint ventures	4.4	4.3	1.5	11.7	10.2
Fair value adjustments and other income	1.2	5.9	3.5	10.1	8.5
	110.3	117.1	109.4	334.6	323.8
Expenses					
Selling, general and administrative	49.6	54.9	52.4	154.9	151.7
Trailing commissions	31.5	32.1	30.9	94.1	91.0
Investment advisory fees	0.6	0.9	0.8	2.2	2.3
	81.7	87.9	84.1	251.2	245.0
EBITDA from continuing operations ¹	28.6	29.2	25.3	83.4	78.8
Amortization, derecognition and depreciation	11.7	10.9	12.8	36.9	36.9
Interest expense	1.4	1.6	2.2	4.5	6.9
Income before income taxes	15.5	16.7	10.3	42.0	35.0
Income taxes	3.9	4.1	2.4	10.6	7.8
Income from continuing operations, net of tax	11.6	12.6	7.9	31.4	27.2
Loss from discontinued operations, net of tax	–	–	–	–	(0.1)
Net income for the period	11.6	12.6	7.9	31.4	27.1
Net income (loss) attributable to:					
Equity owners of the Company	\$ 12.3	\$ 13.2	\$ 8.2	\$ 34.7	\$ 27.8
Non-controlling interest	(0.7)	(0.6)	(0.3)	(3.3)	(0.7)
	11.6	12.6	7.9	31.4	27.1
Earnings per share attributable to equity owners of the Company					
Basic earnings per share	\$ 0.16	\$ 0.17	\$ 0.10	\$ 0.44	\$ 0.35
Diluted earnings per share	\$ 0.15	\$ 0.16	\$ 0.10	\$ 0.43	\$ 0.35

¹ For the definition of EBITDA, see the 'Key Performance Indicators, Additional IFRS and Non-IFRS Measures' section. The items required to reconcile EBITDA to net income from continuing operations, a defined term under IFRS, are detailed above.

One-time Adjustments

(in millions of Canadian dollars, except per share data)	Three months ended			Nine months ended	
	August 31, 2017	May 31, 2017	August 31, 2016	August 31, 2017	August 31, 2016
EBITDA from continuing operations ¹	\$ 28.6	\$ 29.2	\$ 25.3	\$ 83.4	\$ 78.8
Add:					
Fund custody and accounting transition costs and other one-time costs	–	–	–	–	1.5
AGF's share of a tax levy recorded by S&WHL	–	–	2.1	–	2.1
Adjusted EBITDA from continuing operations ¹	\$ 28.6	\$ 29.2	\$ 27.4	\$ 83.4	\$ 82.4
Net income from continuing operations attributable to equity owners of the Company	\$ 12.3	\$ 13.2	\$ 8.2	\$ 34.7	\$ 27.9
Add (deduct):					
Adjustments to EBITDA from above	–	–	2.1	–	3.6
Tax impact on the adjustments to EBITDA above	–	–	–	–	(0.4)
Adjusted net income from continuing operations attributable to equity owners of the Company ¹	\$ 12.3	\$ 13.2	\$ 10.3	\$ 34.7	\$ 31.1
Adjusted diluted EPS from continuing operations ¹	\$ 0.15	\$ 0.16	\$ 0.13	\$ 0.43	\$ 0.39

¹ For the definition of EBITDA, see the 'Key Performance Indicators, Additional IFRS and Non-IFRS Measures' section. The items required to reconcile EBITDA to net income from continuing operations, a defined term under IFRS, are detailed above.

Income

For the three and nine months ended August 31, 2017, income increased by 0.8% and 3.3% over the previous year, with changes in the categories as follows:

Management, Advisory and Administration Fees

Management and advisory fees are directly related to our AUM levels while administration fees are directly related to the number of client accounts and transactions incurred. Management, advisory and administration fees are recognized on an accrual basis. For the three and nine months ended August 31, 2017, management, advisory and administration fees were \$103.1 million and \$307.5 million compared to \$102.2 million and \$298.1 million in 2016. The increase relates to a 3.7% increase in average daily retail fund AUM due to improved net redemptions and market appreciation. These positive effects were offset by a declining revenue rate resulting from a strategic reduction in management fees in the second quarter of 2016 and a trend towards lower fee earning retail AUM. The \$1.8 million decline in management, advisory and administration fees for the three months ended August 31, 2017, as compared to May 31, 2017, relates to a \$1.4 billion decline in AUM as a result of the foreign exchange impact related to the strengthening of the Canadian dollar.

Deferred Sales Charges (DSC)

We receive deferred sales charges upon redemption of securities sold on the contingent DSC or low-load commission basis for which we finance the selling commissions paid to the dealer. The DSC ranges from 1.5% to 5.5%, depending on the commission option of the original subscription price of the funds purchased if the funds are redeemed within the first two years and declines to zero after three or seven years. DSC revenue fluctuates based on the level of redemptions, the age of the assets being redeemed and the proportion of redemptions composed of back-end assets. DSC revenue was \$1.6 million and \$5.3 million for the three and nine months ended August 31, 2017, compared to \$2.2 million and \$7.0 million for the same periods in 2016, reflecting lower redemption levels.

Share of Profit of Associate and Joint Ventures

Share of profit of associate and joint ventures includes earnings from S&WHL as well as our ownership interest in infrastructure joint ventures. These investments are accounted for under the equity method. Share of profit of associates and joint ventures was \$4.4 million and \$11.7 million for the three and nine months ended August 31, 2017, compared to \$1.5 million and \$10.2 million during the same periods in 2016.

For the three and nine months ended August 31, 2017, earnings from our 32.7% ownership in S&WHL increased to \$4.3 million and \$11.4 million (2016 – \$1.4 million and \$9.7 million) due to improved results in 2017, slightly offset by the decline of the British pound. In addition, S&WHL results in the third quarter of 2016 included a one-time tax levy of \$2.1 million.

For the three and nine months ended August 31, 2017, earnings related to our ownership in the joint ventures that manage our infrastructure funds was \$0.1 million and \$0.3 million (2016 – \$0.2 million and \$0.5 million). Earnings from joint ventures depends on the level of fee-earning commitments, invested capital and its expense levels. For additional information, see Note 4(b) of the Condensed Consolidated Interim Financial Statements.

A breakdown of the share of profit of associate and joint ventures is as follows:

(in millions of Canadian dollars)	Three months ended			Nine months ended	
	August 31, 2017	May 31, 2017	August 31, 2016	August 31, 2017	August 31, 2016
Share of profit of S&WHL	\$ 4.3	\$ 4.2	\$ 1.4	\$ 11.4	\$ 9.7
Share of profit of joint ventures ¹	0.1	0.1	0.2	0.3	0.5
	\$ 4.4	\$ 4.3	\$ 1.6	\$ 11.7	\$ 10.2

¹ Excludes the Company's portion of the estimated carried interest to be distributed to AGF on crystallization.

Fair Value Adjustments and Other Income

Fair value adjustments and other income include mark to market adjustments related to AGF mutual funds that are held as seed capital investments and fair value adjustments and distributions associated with our long-term investments. During the three and nine months ended August 31, 2017, we recorded \$1.2 million and \$10.1 million (2016 – \$3.5 million and \$8.5 million) of fair value adjustments and other income. The nine months ended August 31, 2017 includes a \$2.8 million gain related to a sale of short-term investment. During the three months ended August 31, 2017, fair value adjustment and distributions related to our long-term investments declined due to a rebalance of our proportionate share in EIF down to 13.5% as at August 31, 2017 as compared to 22.0% for the same period in 2016.

(in millions of Canadian dollars)	Three months ended			Nine months ended	
	August 31, 2017	May 31, 2017	August 31, 2016	August 31, 2017	August 31, 2016
Fair value adjustment related to investment in AGF mutual funds	\$ (0.5)	\$ 3.2	\$ 0.9	\$ 3.7	\$ 0.5
Fair value adjustment and distributions related to long-term investments	0.5	2.0	2.2	4.2	6.2
Interest income	0.2	0.4	0.1	0.7	0.5
Other	1.0	0.3	0.3	1.5	1.3
	\$ 1.2	\$ 5.9	\$ 3.5	\$ 10.1	\$ 8.5

Expenses

For the three and nine months ended August 31, 2017, expenses decreased 2.9% and increased by 2.5% from the same periods in 2016. Changes in specific categories are described in the discussion that follows:

Selling, General and Administrative Expenses (SG&A)

SG&A decreased by \$2.8 million or 5.3% for the three months ended August 31, 2017 and increased by \$3.2 million or 2.1% for the three and nine months ended August 31, 2017, compared to the same periods in 2016.

A breakdown of the increase is as follows:

(in millions of Canadian dollars)	Three months ended August 31, 2017	Nine months ended August 31, 2017
Increase (decrease) in salaries and benefits	\$ (0.9)	\$ 3.3
Increase (decrease) in sales and marketing expenses	(0.1)	2.3
Increase (decrease) in information technology and facilities costs	(0.5)	1.6
Decrease in fund absorption expenses and other fund costs	(0.6)	(2.4)
Decrease in other expenses	(0.9)	(1.6)
SG&A excluding non-recurring compensation and one-time costs	\$ (3.0)	\$ 3.2
Increase in non-recurring compensation costs	0.2	1.7
Decrease in fund absorption expenses and other fund costs due to one-time costs in Q2 2016	–	(1.5)
Total SG&A	\$ (2.8)	\$ 3.4

The following explains expense changes in the three and nine months ended August 31, 2017, compared to the same periods in the prior year:

- Salaries and benefits decreased \$0.9 million and increased \$3.3 million for the three and nine months ended August 31, 2017, compared to the same periods in 2016. The decrease in the three-month period is primarily related to lower performance-based compensation. The increase in the nine-month period is due to the internalization of the fund administration function.
- Sales and marketing decreased \$0.1 million due to timing of expenses and increased \$2.3 million for the three and nine months ended August 31, 2017 due to additional investment in this area in 2017.
- Information technology and facilities decreased \$0.5 million for the three months ended August 31, 2017 due to timing of expenses and increased \$1.6 million for the nine months ended August 31, 2017, compared to the same periods in 2016. The increase in costs is due to higher back office costs and the internalization of the fund administration function.
- Fund absorption and other fund costs expense decreased \$0.6 million and \$2.4 million for the three and nine months ended August 31, 2017, compared to the same periods in 2016. The decline is due to lower fund reorganization costs and the internalization of the fund administration function.
- During the three and nine months ended August 31, 2017, non-recurring compensation cost was \$0.2 million and \$1.7 million higher compared to the same periods in 2016 related to a reduction in staff levels during the year.
- The nine-month period ended August 31, 2016 included a one-time cost of \$1.5 million related to the transfer of our custody and fund accounting operations.

Trailing Commissions

Trailing commissions paid to distributors depend on total AUM, the proportion of mutual fund AUM sold on a front-end versus back-end commission basis and the proportion of equity fund AUM versus fixed-income fund AUM. Annualized trailing commissions as a percentage of average daily retail fund AUM was 0.69% and 0.69% for the three and nine months ended August 31, 2017, compared to 0.70% and 0.69% for the same periods in 2016, reflecting a moderate decrease in the proportion of trailer fee paying assets.

EBITDA and EBITDA Margin (Non-IFRS Measures)

EBITDA from continuing operations was \$28.6 million and \$83.4 million for the three and nine months ended August 31, 2017, compared to \$25.3 million and \$78.8 million for the same periods of 2016. EBITDA margin was 25.9% and 24.9% for the three and nine months ended August 31, 2017, compared to 23.1% and 24.3% in the corresponding periods in 2016.

Amortization and Interest Expense

The category represents amortization of deferred selling commissions, customer contracts, other intangible assets, property, equipment, and computer software and interest expense. Deferred selling commissions amortization represents the most significant category of amortization. We internally finance all selling commissions paid. These selling commissions are capitalized and amortized on a straight-line basis over a period that corresponds with their applicable DSC schedule. Unamortized deferred selling commissions related to units redeemed prior to the end of the schedule are immediately expensed. Amortization expense related to deferred selling commissions was \$9.4 million and \$26.5 million for the three and nine months ended August 31, 2017, compared to \$10.1 million and \$28.7 million for the same periods in 2016. During the three and nine months ended August 31, 2017, we paid \$7.9 million and \$25.8 million in selling commissions, compared to \$6.5 million and \$23.9 million in the same periods of 2016. As at August 31, 2017, the unamortized balance of deferred selling commissions financed was \$91.4 million (November 30, 2016 – \$92.1 million).

Customer contracts amortization and derecognition decreased \$0.4 million and increased \$2.0 million for the three and nine months ended August 31, 2017, compared to the same periods in 2016, reflecting higher redemptions in 2017. Customer contracts are immediately expensed upon redemption of the AUM.

Other intangibles amortization and derecognition remained flat for the three and nine months ended August 31, 2017, compared to the same periods in 2016.

Depreciation remained flat for the three and nine months ended August 31, 2017, compared to the same periods in 2016. Interest expense decreased as a result of lower average debt levels.

Income Tax Expense

Income tax expense for the three and nine months ended August 31, 2017 was \$3.9 million and \$10.6 million, as compared to \$2.4 million and \$7.8 million in the corresponding periods in 2016. The estimated effective tax rate for the nine months ended August 31, 2017 was 25.2% (2016 – 22.2%). As compared to 2016, the increase is primarily related to a net increase pertaining to the deferred tax assets not recognized.

The Company believes that it has adequately provided for income taxes based on all of the information that is currently available. The calculation of income taxes in many cases, however, requires significant judgement in interpreting tax rules and regulations. The Company's tax filings are subject to audits, which could materially change the amount of the current and deferred income tax assets and liabilities, and could, in certain circumstances, result in the assessment of interest and penalties.

The Company has several ongoing disputes with the Canada Revenue Agency (CRA), of which the final result of the audit and appeals process may vary and may be materially different compared to the estimates and assumptions used by management in determining the Company's consolidated income tax provision and in determining the amounts of its income tax assets and liabilities.

(a) CRA Audit – Transfer Pricing

During the period November 30, 2013 to August 31, 2017, the Company received a number of notices of reassessment (NOR) from the CRA for its 2005 through 2010 fiscal years relating to the transfer pricing and allocation of income between one of the Company's Canadian legal entities and a foreign subsidiary. These reassessments would increase the Company's taxes payable (including interest and penalties of \$32.2 million), net of estimated relief from double taxation of \$21.4 million, from its original tax filings by \$71.9 million. Any Competent Authority relief from double taxation should be granted at the completion of the mutual agreement procedures (MAP) under the applicable tax treaty.

The Company strongly disagrees with the CRA's position and filed various objections to the NOR for the taxation years 2005 to 2010. In connection with the filing of an objection to the NORs for the applicable periods 2005 through 2010, the Company has paid approximately \$60.0 million (\$62.0 million paid, net of \$2.0 million of interest relief refunded by the CRA).

In consultation with its external advisors, the Company believes that its transfer pricing methodology was reasonable and the Company is contesting the CRA's position and any related transfer pricing penalty. The Company believes it is likely that the CRA will reassess its taxes for subsequent years on a similar basis and that these may result in future cash payments on receipt of the reassessments. During the nine months ended August 31, 2017, the Company has recorded a tax expense of \$1.5 million (2016 – \$1.5 million) in relation to this transfer pricing audit. The amount of tax provision

recorded on the consolidated interim statement of financial position reflects management's best estimate on the ultimate resolution of this matter and includes any related estimated interest and penalties for the 2005 to 2017 fiscal years.

In 2013, the Company was accepted by the CRA into a Bilateral Advance Pricing Arrangement (BAPA) between Canada and the relevant tax authorities to establish the appropriate transfer pricing methodologies for the tax years 2011 through 2016. Under a BAPA, the taxpayer will receive certainty as to its transfer pricing arrangements for the years under consideration, will not be assessed transfer pricing penalties, and can avoid double taxation on transactions covered by the BAPA according to the provision of the income tax treaty between Canada and the foreign country.

(b) CRA Audit – Acquisition of Tax-related Benefits

In July 2015, the Company received a NOR from the CRA denying \$30.5 million of tax-related benefits acquired and utilized by the Company in the 2005 fiscal year. The NOR would increase the Company's taxes payable from its original tax filings by \$10.9 million (before the application of interest and penalties of \$9.7 million). The Company strongly disagrees with the CRA's position and has filed an objection to the NOR. As a result of receiving the NOR, the Company paid \$13.5 million (including interest and penalties) during the year ended November 30, 2015 and \$0.1 million during the nine months ended August 31, 2017, which was recorded as income tax receivable on the consolidated interim statement of financial position. In consultation with its external advisors, the Company believes that its tax position is probable of being sustained and, as a result, has not recorded a provision in relation to this matter.

Net Income

The impact of the above income and expense items resulted in net income from continuing operations attributable to the equity owners of the Company of \$12.3 million and \$34.7 million for the three and nine months ended August 31, 2017, as compared to net income from continuing operations attributable to the equity owners of the Company of \$8.2 million and \$27.9 million in the corresponding periods in 2016.

Earnings per Share

Diluted earnings per share from continuing operations was \$0.15 and \$0.43 per share for the three and nine months ended August 31, 2017, as compared to earnings of \$0.10 and \$0.35 per share in the corresponding periods of 2016.

Liquidity and Capital Resources

As at August 31, 2017, the Company had total cash and cash equivalents of \$26.1 million (November 30, 2016 – \$43.1 million). Free cash flow, as defined in the 'Key Performance Indicators, Additional IFRS and Non-IFRS Measures' section of this MD&A, generated from continuing operating activities was \$16.4 million and \$37.2 million for the three and nine months ended August 31, 2017, compared to \$12.9 million and \$40.3 million in the prior periods. During the nine months ended August 31, 2017, we used \$17.0 million (2016 – \$9.9 million) in cash as follows:

Nine months ended (in millions of Canadian dollars)	August 31, 2017	August 31, 2016
Net cash provided by operating activities less amounts paid to CRA in relation to ongoing tax matters	\$ 30.3	\$ 35.8
Paid to CRA in relation to ongoing tax matters	(0.1)	(8.1)
Repurchase of shares under NCIB and treasury stock for EBT	(1.1)	(5.5)
Dividends paid	(18.8)	(18.8)
Return of capital, net of investments, in the alternative asset management platform	11.1	52.4
Repayment of long-term debt	(40.0)	(40.0)
Proceeds from sale of short-term investments	9.6	9.0
Interest paid	(4.0)	(7.0)
Other	(4.1)	(7.9)
Change in cash and cash equivalents	\$ (17.0)	\$ 9.9

The Company's working capital decreased \$13.7 million for the nine months ended August 31, 2017, compared to a decrease of \$1.5 million for the same period in 2016.

Total long-term debt outstanding at August 31, 2017 was \$148.5 million (November 30, 2016 – \$188.2 million). The Company's revolving credit facility has a maximum aggregate principal amount of \$320.0 million and includes a \$10.0 million swingline facility commitment. As at August 31, 2017, \$164.9 million was available to be drawn. The loan facility will be available to meet future operational and investment needs. We anticipate that cash balances and cash flow from operations, together with the available loan facility, will be sufficient in the foreseeable future to implement our business plan, fund our alternative asset management platform commitments, finance selling commissions, satisfy regulatory and tax requirements, service debt repayment obligations, pay quarterly dividends, and fund any future share buybacks.

Capital Management Activities from Continuing Operations

We actively manage our capital to maintain a strong and efficient capital base to maximize risk-adjusted returns to shareholders and to invest in future growth opportunities, while ensuring there is available capital to fund our capital commitments related to the alternative asset management platform.

As part of our ongoing strategic and capital planning, the Company regularly reviews its holdings in short- and long-term investments, including its investments in associates and joint ventures, to determine the best strategic use of these assets in order to achieve our long-term capital and strategic goals.

AGF capital consists of shareholders' equity and long-term debt. The Company reviews its three-year capital plan annually while detailing projected operating budgets and capital requirements. AGF is required to submit this plan to AGF's Finance Committee for approval prior to seeking Board approval. AGF's Finance Committee consists of the Chairman and CEO, the Vice-Chairman, Senior Vice-President and CFO, the Executive Vice-President and Chief Operating Officer, and the President and CIO. Once approved by the Finance Committee, the three-year plans are reviewed and approved by AGF's Board of Directors. These plans become the basis for the payment of dividends to shareholders, the repurchase of Class B Non-Voting shares and, combined with the reasonable use of leverage, the source of funds for expansion through organic growth and strategic investments.

Normal Course Issuer Bid

On February 2, 2017, AGF announced that the Toronto Stock Exchange (TSX) had approved AGF's notice of intention to renew its normal course issuer bid (NCIB) in respect of its Class B Non-Voting shares. Purchase for cancellation by AGF of outstanding Class B Non-Voting shares may also be used to offset the dilutive effect of treasury stock released for the employee benefit trust and of shares issued through the Company's stock option plans and dividend reinvestment plan. AGF relies on an automatic purchase plan during the normal course issuer bid. The automatic purchase plan allows for purchases by AGF of its Class B Non-Voting shares during certain pre-determined black-out periods, subject to certain parameters. Outside of these pre-determined black-out periods, shares will be purchased in accordance with management's discretion. During the third quarter of 2017, AGF was under a self-imposed black-out in relation to merger discussions between S&WHL and Rathbone Brothers. Under its normal course issuer bid, the Class B Non-Voting shares may be repurchased from time to time at prevailing market prices or such other price as may be permitted by the TSX for amounts as follows:

- Between February 6, 2017 and February 5, 2018, up to 4,899,168 Class B Non-Voting shares, or 10% of the public float for such shares, through the facilities of the TSX (or as otherwise permitted by the TSX); and
- Between February 4, 2016 and February 3, 2017, up to 4,664,042 Class B Non-Voting shares, or 10% of the public float for such shares, through the facilities of the TSX (or as otherwise permitted by the TSX).

During the three and nine months ended August 31, 2017, AGF repurchased nil shares for cancellation under its normal course issuer bid. During the three and nine months ended August 31, 2016, under its normal course issuer bid, AGF repurchased 29,964 and 1,029,964 Class B Non-Voting shares for a total consideration of \$0.2 million and \$5.3 million at an average price of \$5.10 per share.

During the three and nine months ended August 31, 2017, under its normal course issuer bid, AGF purchased nil and 170,000 (2016 – nil and 60,000) Class B Non-Voting shares for the employee benefit trust for a total consideration of nil and \$1.1 million (2016 – nil and \$0.3 million) at an average price of nil and \$6.24 (2016 – nil and \$4.45) per share.

Dividends

The holders of Class B Non-Voting and Class A Voting common shares are entitled to receive cash dividends. Dividends are paid in equal amounts per share on all the Class B Non-Voting shares and all the Class A Voting common shares at the time outstanding without preference or priority of one share over another. No dividends may be declared in the event that there is a default of a condition of our credit facility or where such payment of dividends would create a default.

Our Board of Directors may determine that Class B Non-Voting shareholders shall have the right to elect to receive part or all of such dividend in the form of a stock dividend. They also determine whether a dividend in Class B Non-Voting shares is substantially equal to a cash dividend. This determination is based on the weighted average price at which the Class B Non-Voting shares traded on the TSX during the 10 trading days immediately preceding the record date applicable to such dividend.

The following table sets forth the dividends paid by AGF on Class B Non-Voting shares and Class A Voting common shares for the years indicated:

Years ended November 30	2017 ¹	2016	2015	2014	2013
Per share	\$ 0.32	\$ 0.32	\$ 0.51	\$ 1.08	\$ 1.08

¹ Represents the total dividends paid in December 2016, April 2017 and July 2017 and to be paid in October 2017.

We review our dividend distribution policy on a quarterly basis, taking into account our financial position, profitability, cash flow and other factors considered relevant by our Board of Directors. The quarterly dividend paid on July 18, 2017 was \$0.08 per share.

On September 26, 2017, the Board of Directors of AGF declared a quarterly dividend on both the Class A Voting common shares and Class B Non-Voting shares of the Company of \$0.08 per share in respect of the three months ended August 31, 2017.

Outstanding Share Data

Set out below is our outstanding share data as at August 31, 2017 and August 31, 2016. For additional detail, see Notes 8 and 12 of the Condensed Consolidated Interim Financial Statements.

	August 31, 2017	August 31, 2016
Shares		
Class A Voting common shares	57,600	57,600
Class B Non-Voting shares	79,306,635	79,234,931
Stock Options		
Outstanding options	7,721,699	7,553,310
Exercisable options	3,896,879	3,155,739

Key Performance Indicators, Additional IFRS and Non-IFRS Measures

We measure the success of our business strategies using a number of key performance indicators (KPI), which are outlined below. With the exception of income, the following KPIs are non-IFRS measures, which are not defined under IFRS. They should not be considered as an alternative to or comparable with net income attributable to equity owners of the Company or any other measure of performance under IFRS. Non-IFRS measures may not be comparable with similar measures presented by other companies. During the year ended November 30, 2016, we replaced the long-term debt to EBITDA ratio with the net debt to EBITDA ratio as we believe it is a better indicator of how management measures and assesses our capital and leverage.

Income

Income is a measurement defined by IFRS and is recorded net of fee rebates. Income is indicative of our potential to deliver cash flow.

We derive our income principally from a combination of:

- Management and advisory fees directly related to AUM from our retail, institutional and private client lines of businesses,
- Fund administration fees based on the number of client accounts and transactions incurred,
- DSC earned from investors when mutual fund securities sold on a DSC basis are redeemed,
- 32.7% equity interest in S&WHL, and
- General partnership interest and long-term investments in the alternative asset management platform.

EBITDA

We define EBITDA as earnings before interest, taxes, depreciation and amortization. EBITDA is a standard measure used in the mutual fund industry by management, investors and investment analysts to understand and compare results among participants. We believe this is an important measure as it allows us to assess our investment management businesses without the impact of non-operational items.

Please see the Consolidated Operating Results section of this MD&A for a schedule showing how EBITDA reconciles to our IFRS financial statements.

Free Cash Flow

Free cash flow represents cash available for distribution to our shareholders, share buybacks, investment in our alternative asset management platform 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 outlined below. We believe free cash flow is a relevant measure in our operations since a substantial amount of cash is spent on upfront deferred sales commission payments.

	Three months ended			Nine months ended	
	August 31, 2017	May 31, 2017	August 31, 2016	August 31, 2017	August 31, 2016
(in millions of Canadian dollars)					
Net cash provided by (used in) continuing operating activities	\$ 26.5	\$ 28.2	\$ 18.3	\$ 30.2	\$ 27.7
Adjusted for:					
Net changes in non-cash working capital balances related to operations	(5.4)	(17.0)	(3.3)	5.3	12.0
Taxes paid related to transfer pricing audit and other tax contingencies	–	0.1	–	0.1	8.1
Interest paid	(1.3)	(1.3)	(2.4)	(4.0)	(7.0)
Prior years' cash taxes paid (refunded) and anticipated cash taxes to be refunded (paid) related to the current year continuing operations	(3.4)	0.4	0.3	5.6	(0.5)
Free cash flow	\$ 16.4	\$ 10.4	\$ 12.9	\$ 37.2	\$ 40.3

EBITDA Margin

EBITDA margin provides useful information to management and investors as an indicator of our overall operating performance. We believe EBITDA margin is a valuable measure because it assesses the extent we are able to earn profit from each dollar of income. We define EBITDA margin as the ratio of EBITDA from continuing operations to income.

	Three months ended			Nine months ended	
	August 31, 2017	May 31, 2017	August 31, 2016	August 31, 2017	August 31, 2016
(in millions of Canadian dollars)					
EBITDA from continuing operations	\$ 28.6	\$ 29.2	\$ 25.3	\$ 83.4	\$ 78.8
Divided by income	110.3	117.1	109.4	334.6	323.8
EBITDA margin	25.9%	24.9%	23.1%	24.9%	24.3%

Net Debt to EBITDA Ratio

Net debt to EBITDA ratio provides useful information to management and investors as an indicator of the Company's leverage capabilities. We define the net debt to EBITDA ratio as long-term debt offset against cash and cash equivalents at the end of the period divided by the 12-month trailing EBITDA from continuing operations for the period.

(in millions of Canadian dollars)	Three months ended			Nine months ended	
	August 31, 2017	May 31, 2017	August 31, 2016	August 31, 2017	August 31, 2016
Net debt	\$ 122.4	\$ 139.5	\$ 169.4	\$ 148.5	\$ 169.4
Divided by EBITDA (12-month trailing)	114.2	110.9	104.3	114.2	104.3
Net debt to EBITDA ratio	107.2%	125.8%	162.5%	130.0%	162.5%

Assets Under Management

The amount of AUM and the related fee rates are important to our business as these are the drivers of our revenue from our mutual fund, institutional and sub-advisory accounts and private client relationships and alternative asset management platform. AUM will fluctuate in value as a result of investment performance, sales and redemptions and crystallization of long-term investments. Mutual fund sales and AUM determine a significant portion of our expenses because we pay upfront commissions on gross sales and trailing commissions to financial advisors as well as investment advisory fees based on the value of AUM.

Investment Performance

Investment performance, which represents market appreciation (depreciation) of fund portfolios and is shown net of management fees received, is a key driver of the level of AUM and is central to the value proposition that we offer advisors and unitholders. Growth in AUM resulting from investment performance increases the wealth of our unitholders and, in turn, we benefit from higher revenues. Alternatively, poor investment performance will reduce our AUM levels and result in lower management fee revenues. Strong relative investment performance may also contribute to growth in gross sales or reduced levels of redemptions. Conversely, poor relative investment performance may result in lower gross sales and higher levels of redemptions. Refer to the 'Risk Factors and Management of Risk' section of our 2016 Annual MD&A.

Net Sales (Redemptions)

Gross sales and redemptions are monitored separately and the sum of these two amounts comprises net sales (redemptions). Net sales (redemptions), together with investment performance and fund expenses, determines the level of average daily retail fund AUM, which is the basis on which management fees are charged. The average daily retail fund AUM is equal to the aggregate average daily net asset value of the AGF retail funds. We monitor AUM in our institutional, sub-advisory and private client and alternative businesses separately. We do not compute an average daily AUM figure for them.

Market Capitalization

AGF's market capitalization is \$588.2 million as compared to its recorded net assets of \$917.2 million as at August 31, 2017. In 2016, we utilized independent specialists to determine the fair value of AGF's cash-generating units (CGUs). Based on the result of the assessment, the recoverable amount of each CGU exceeded its carrying value as at November 30, 2016. There have been no significant changes to the recoverable amount of each CGU as at August 31, 2017. Estimating the fair value of CGUs is a subjective process that involves the use of estimates and judgements, particularly related to cash flows, the appropriate discount rates, terminal growth rates, synergy inclusion rates and an applicable control premium.

Managing Risk

AGF is subject to a number of risk factors that may impact our operating and financial performance. These risks and the management of these risks are detailed in our 2016 Annual MD&A in the section entitled 'Risk Factors and Management of Risk.' The Company has not identified any material changes to the risk factors affecting its business or in the management of these risks.

Internal Control Over Financial Reporting

The Chief Executive Officer and the Chief Financial Officer have designed or caused the design of the Internal Controls Over Financial Reporting (ICFR) and Disclosure Controls and Procedures. There have been no changes in AGF's internal controls during the three and nine months ended August 31, 2017 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

Additional Information

Additional information relating to the Company can be found in the Company's Condensed Consolidated Interim Financial Statements and accompanying notes for the three and nine months ended August 31, 2017, the Company's 2016 Annual Information Form (AIF) and Annual Report, and other documents filed with applicable securities regulators in Canada, and may be accessed at www.sedar.com.

AGF Management Limited
CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

For the three and nine months ended August 31, 2017 and 2016



AGF Management Limited
Consolidated Interim Statement of Financial Position

(unaudited) (in thousands of Canadian dollars)	Note	August 31, 2017	November 30, 2016
Assets			
Current Assets			
Cash and cash equivalents		\$ 26,084	\$ 43,065
Investments	3	17,753	22,864
Accounts receivable, prepaid expenses and other assets		43,733	52,368
		87,570	118,297
Investment in associate and joint ventures	4	99,414	94,330
Long-term investments	4	66,061	78,231
Management contracts		689,759	689,759
Customer contracts, net of accumulated amortization and derecognition		1,785	6,095
Goodwill		250,630	250,538
Other intangibles, net of accumulated amortization and derecognition		2,007	5,093
Deferred selling commissions, net of accumulated amortization and derecognition		91,434	92,132
Property, equipment and computer software, net of accumulated depreciation		11,446	12,420
Deferred income tax assets		1,522	3,601
Income tax receivable	13, 18	10,976	12,385
Total assets		\$ 1,312,604	\$ 1,362,881
Liabilities			
Current Liabilities			
Accounts payable and accrued liabilities	12	\$ 59,279	\$ 72,227
Income tax liability	13, 18	2,303	6,998
Provision for Elements Advantage		1,193	911
		62,775	80,136
Long-term debt	7	148,500	188,206
Contingent consideration payable	5	1,064	2,091
Deferred income tax liabilities		170,622	173,156
Provision for Elements Advantage		861	1,194
Other long-term liabilities	12	11,585	10,030
Total liabilities		395,407	454,813
Equity			
Equity attributable to owners of the Company			
Capital stock	8	481,228	477,290
Contributed surplus	12	39,311	40,591
Retained earnings		394,638	379,202
Accumulated other comprehensive income	9	4,208	9,856
		919,385	906,939
Non-controlling interest	5	(2,188)	1,129
Total equity		917,197	908,068
Total liabilities and equity		\$ 1,312,604	\$ 1,362,881

(The accompanying notes are an integral part of these Condensed Consolidated Interim Financial Statements.)

AGF Management Limited
Consolidated Interim Statement of Income

(unaudited)		Three months ended	
(in thousands of Canadian dollars, except per share data)	Note	August 31, 2017	August 31, 2016
Income			
Management, advisory and administration fees		\$ 103,152	\$ 102,164
Deferred sales charges		1,585	2,234
Share of profit of associate and joint ventures	4	4,363	1,527
Fair value adjustments and other income	4, 10	1,226	3,484
Total income		110,326	109,409
Expenses			
Selling, general and administrative	11	49,599	52,395
Trailing commissions		31,542	30,890
Investment advisory fees		635	814
Amortization and derecognition of deferred selling commissions		9,417	10,085
Amortization and derecognition of customer contracts		359	721
Amortization and derecognition of other intangibles		923	997
Depreciation of property, equipment and computer software		980	960
Interest expense		1,404	2,227
		94,859	99,089
Income before income taxes		15,467	10,320
Income tax expense			
Current	13	3,779	1,583
Deferred	13	71	858
		3,850	2,441
Income from continuing operations, net of tax		11,617	7,879
Loss from discontinued operations, net of tax		–	(34)
Net income for the period		\$ 11,617	\$ 7,845
Net income (loss) attributable to:			
Equity owners of the Company		\$ 12,331	\$ 8,109
Non-controlling interest		(714)	(264)
		\$ 11,617	\$ 7,845
Earnings per share for the period attributable to equity owners of the Company			
Basic earnings per share	14	\$ 0.16	\$ 0.10
Diluted earnings per share	14	\$ 0.15	\$ 0.10

(The accompanying notes are an integral part of these Condensed Consolidated Interim Financial Statements.)

AGF Management Limited
Consolidated Interim Statement of Income

(unaudited)		Nine months ended	
(in thousands of Canadian dollars, except per share data)	Note	August 31, 2017	August 31, 2016
Income			
Management, advisory and administration fees		\$ 307,508	\$ 298,145
Deferred sales charges		5,334	7,022
Share of profit of associate and joint ventures	4	11,690	10,224
Fair value adjustments and other income	4, 10	10,078	8,450
Total income		334,610	323,841
Expenses			
Selling, general and administrative	11	154,902	151,673
Trailing commissions		94,111	91,000
Investment advisory fees		2,194	2,318
Amortization and derecognition of deferred selling commissions		26,502	28,711
Amortization and derecognition of customer contracts		4,310	2,265
Amortization and derecognition of other intangibles		3,086	3,033
Depreciation of property, equipment and computer software		2,978	2,914
Interest expense		4,560	6,859
		292,643	288,773
Income before income taxes		41,967	35,068
Income tax expense			
Current	13	10,563	8,138
Deferred	13	(8)	(349)
		10,555	7,789
Income from continuing operations, net of tax		31,412	27,279
Loss from discontinued operations, net of tax		–	(140)
Net income for the period		\$ 31,412	\$ 27,139
Net income (loss) attributable to:			
Equity owners of the Company		\$ 34,729	\$ 27,833
Non-controlling interest		(3,317)	(694)
		\$ 31,412	\$ 27,139
Earnings per share for the period attributable to equity owners of the Company			
Basic earnings per share	14	\$ 0.44	\$ 0.35
Diluted earnings per share	14	\$ 0.43	\$ 0.35

(The accompanying notes are an integral part of these Condensed Consolidated Interim Financial Statements.)

AGF Management Limited
Consolidated Interim Statement of Comprehensive Income

(unaudited)	Three months ended		Nine months ended	
(in thousands of Canadian dollars)	August 31, 2017	August 31, 2016	August 31, 2017	August 31, 2016
Net income for the period	\$ 11,617	\$ 7,845	\$ 31,412	\$ 27,139
Other comprehensive income (loss), net of tax				
Cumulative translation adjustment				
Foreign currency translation adjustments related to net investments in foreign operations	(7,704)	(9,210)	(3,771)	(15,056)
Net unrealized gains (losses) on investments	(7,704)	(9,210)	(3,771)	(15,056)
Unrealized gains (losses)	(902)	838	319	1,286
Reclassification of realized gain to earnings	–	–	(2,196)	–
Net unrealized gains on cash flow hedge	(902)	838	(1,877)	1,286
Unrealized gains	–	179	–	223
Reclassification of realized losses to earnings	–	230	–	890
	–	409	–	1,113
Total other comprehensive loss, net of tax	\$ (8,606)	\$ (7,963)	\$ (5,648)	\$ (12,657)
Comprehensive income (loss)	\$ 3,011	\$ (118)	\$ 25,764	\$ 14,482
Comprehensive income (loss) attributable to:				
Equity owners of the Company	\$ 3,725	\$ 146	\$ 29,081	\$ 15,176
Non-controlling interest	(714)	(264)	(3,317)	(694)
	\$ 3,011	\$ (118)	\$ 25,764	\$ 14,482

All items presented in other comprehensive income (loss) will be reclassified to the consolidated statement of income (loss) in subsequent periods.

(The accompanying notes are an integral part of these Condensed Consolidated Interim Financial Statements.)

AGF Management Limited
Consolidated Interim Statement of Changes in Equity

(unaudited)								
(in thousands of Canadian dollars)	Capital stock	Contributed surplus	Retained earnings	Accumulated other comprehensive income	Attributable to equity owners of the Company	Non-controlling interest	Total equity	
Balance, December 1, 2015	\$ 481,265	\$ 40,336	\$ 361,383	\$ 24,734	\$ 907,718	\$ 3,135	\$ 910,853	
Net income (loss) for the period	–	–	27,833	–	27,833	(694)	27,139	
Other comprehensive loss (net of tax)	–	–	–	(12,657)	(12,657)	–	(12,657)	
Comprehensive income (loss) for the period	–	–	27,833	(12,657)	15,176	(694)	14,482	
Issued through dividend reinvestment plan	277	–	–	–	277	–	277	
Stock options	–	1,145	–	–	1,145	–	1,145	
AGF Class B Non-Voting shares repurchased for cancellation	(6,251)	–	987	–	(5,264)	–	(5,264)	
Dividends on AGF Class A Voting common shares and AGF Class B Non-Voting shares, including tax of \$0.2 million	–	–	(19,350)	–	(19,350)	–	(19,350)	
Equity-settled Restricted Share Units and Partner Points, net of tax	–	(1,891)	–	–	(1,891)	–	(1,891)	
Treasury stock	3,617	–	–	–	3,617	–	3,617	
Balance, August 31, 2016	\$ 478,908	\$ 39,590	\$ 370,853	\$ 12,077	\$ 901,428	\$ 2,441	\$ 903,869	
Balance, December 1, 2016	\$ 477,290	\$ 40,591	\$ 379,202	\$ 9,856	\$ 906,939	\$ 1,129	\$ 908,068	
Net income (loss) for the period	–	–	34,729	–	34,729	(3,317)	31,412	
Other comprehensive loss (net of tax)	–	–	–	(5,648)	(5,648)	–	(5,648)	
Comprehensive income (loss) for the period	–	–	34,729	(5,648)	29,081	(3,317)	25,764	
Issued through dividend reinvestment plan	245	–	–	–	245	–	245	
Stock options	119	978	–	–	1,097	–	1,097	
Dividends on AGF Class A Voting common shares and AGF Class B Non-Voting shares, including tax of \$0.2 million	–	–	(19,293)	–	(19,293)	–	(19,293)	
Equity-settled Restricted Share Units and Partner Points, net of tax	–	(2,258)	–	–	(2,258)	–	(2,258)	
Treasury stock	3,574	–	–	–	3,574	–	3,574	
Balance, August 31, 2017	\$ 481,228	\$ 39,311	\$ 394,638	\$ 4,208	\$ 919,385	\$ (2,188)	\$ 917,197	

(The accompanying notes are an integral part of these Condensed Consolidated Interim Financial Statements.)

AGF Management Limited
Consolidated Interim Statement of Cash Flow

(unaudited)	Nine months ended		
(in thousands of Canadian dollars)	Note	August 31, 2017	August 31, 2016
Operating Activities			
Net income for the period		\$ 31,412	\$ 27,139
Adjustments for			
Net loss from discontinued operations		–	140
Amortization, derecognition and depreciation		36,876	36,923
Interest expense		4,560	6,859
Income tax expense	13	10,555	7,789
Income taxes paid		(14,098)	(14,223)
Stock-based compensation	12	4,593	3,748
Share of profit of associate and joint ventures	4	(11,690)	(10,224)
Distributions from associate	4	2,671	3,053
Deferred selling commissions paid	6	(25,804)	(23,904)
Fair value adjustment on long-term investments	4	1,075	3,826
Net realized and unrealized gain on short-term investments		(3,671)	(1,459)
Other		(1,027)	7
		35,452	39,674
Net change in non-cash working capital balances related to operations			
Accounts receivable and other current assets		8,352	(4,206)
Other assets		–	1,000
Accounts payable and accrued liabilities		(14,225)	(11,345)
Other liabilities		607	2,573
		(5,266)	(11,978)
Net cash provided by operating activities		30,186	27,696
Financing Activities			
Repurchase of Class B Non-Voting shares for cancellation	8	–	(5,264)
Issue of Class B Non-Voting shares	8	119	–
Purchase of treasury stock	8	(1,061)	(267)
Dividends paid	15	(18,803)	(18,829)
Repayment of long-term debt	7	(40,000)	(40,000)
Interest paid		(3,978)	(6,954)
Net cash used by financing activities		(63,723)	(71,314)
Investing Activities			
Purchase of long-term investments	4	(5,203)	(40,702)
Return of capital from long-term investments	4	16,298	93,129
Purchase of property, equipment and computer software, net of disposals		(2,004)	(5,504)
Purchase of short-term investments	3	(2,158)	(7,046)
Proceeds from sale of short-term investments	3	9,623	8,955
Proceeds from acquisitions and disposals		–	4,680
Net cash provided by investing activities		16,556	53,512
Increase (decrease) in cash and cash equivalents		(16,981)	9,894
Balance of cash and cash equivalents, beginning of the period		43,065	48,669
Balance of cash and cash equivalents, end of the period		\$ 26,084	\$ 58,563

(The accompanying notes are an integral part of these Condensed Consolidated Interim Financial Statements.)

Notes to Condensed Consolidated Interim Financial Statements

For the three and nine months ended August 31, 2017 and August 31, 2016 (unaudited)

Note 1: General Information

AGF Management Limited (AGF or the Company) is a limited liability company incorporated and domiciled in Canada under the *Business Corporations Act* (Ontario). The address of its registered office and principal place of business is Toronto-Dominion Bank Tower, 66 Wellington Street West, Toronto, Ontario.

The Company is an integrated, global wealth management corporation whose principal subsidiaries provide investment management for mutual funds, factor-based exchange-traded funds (ETF), institutions and corporations, as well as high-net-worth clients. The Company conducts the management and distribution of mutual funds and ETFs in Canada under the brand names AGF, Elements, Harmony and AGFIQ Asset Management (AGFIQ), (collectively, AGF Investments). The Company's wholly owned subsidiary AGF CustomerFirst Inc. (AGFC) provides fund administration services to the AGF mutual funds. The Company also holds a controlling interest in FFCM, LLC and investments in an associate, Smith & Williamson Holdings Limited (S&WHL), and in joint ventures InstarAGF Inc. (InstarAGF), Stream Asset Financial Management LP (SAFM LP) and Stream Asset Financial LP (Stream).

These condensed consolidated interim financial statements were authorized for issue by the Board of Directors on September 26, 2017.

Note 2: Basis of Preparation

These condensed consolidated interim financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB) applicable to the preparation of interim financial statements, including International Accounting Standard 34 (IAS 34), Interim Financial Reporting. The accounting policies in these condensed consolidated interim financial statements are consistent with those disclosed in the Company's annual consolidated financial statements for the year ended November 30, 2016. These condensed consolidated interim financial statements should be read in conjunction with the Company's annual consolidated financial statements for the year ended November 30, 2016, which have been prepared in accordance with IFRS as issued by the IASB. The Company has not early adopted any other standard, interpretation or amendment that has been issued but is not yet effective.

Note 3: Investments

The following table presents a breakdown of investments:

(in thousands of Canadian dollars)	August 31, 2017	November 30, 2016
Fair value through profit or loss		
AGF mutual funds and other	\$ 13,004	\$ 15,754
Equity securities	–	577
	13,004	16,331
Available for sale		
Equity securities and term deposits	4,439	6,223
Loans and receivables		
Canadian government debt – Federal	310	310
	\$ 17,753	\$ 22,864

During the three and nine months ended August 31, 2017 and August 31, 2016, no impairment charges were recognized.

Note 4: Investment in Associate, Joint Ventures and Long-term Investments

(a) Investment in Associate

The Company holds a 32.7% (November 30, 2016 – 32.5%) investment in S&WHL accounted for using the equity method. At August 31, 2017, the carrying value was \$97.5 million (November 30, 2016 – \$92.7 million). During the three and nine months ended August 31, 2017, the Company recognized earnings of \$4.3 million and \$11.4 million (2016 – \$1.4 million and \$9.7 million) from S&WHL and received nil and \$2.7 million (2016 – nil and \$3.1 million) in dividends from S&WHL.

(b) Investment in Joint Ventures

The Company accounts for Stream Asset Financial GP LP (SAF GP), SAFM LP and InstarAGF, a joint venture with Instar Group Inc. (Instar), using the equity method of accounting. The continuity for the nine months ended August 31, 2017 and August 31, 2016 is as follows:

Nine months ended (in thousands of Canadian dollars)	August 31, 2017			August 31, 2016		
	SAFM LP	InstarAGF	Total	SAFM LP	InstarAGF	Total
Balance, beginning of the period	\$ 1,629	\$ –	\$ 1,629	\$ 933	\$ –	\$ 933
Share of profit	293	–	293	538	–	538
Balance, end of the period	\$ 1,922	\$ –	\$ 1,922	\$ 1,471	\$ –	\$ 1,471

The Company's share of profit excludes its portion of the estimated carried interest to be earned by SAF GP and InstarAGF and to be distributed to AGF on crystallization. Carried interest will be recognized when the amount of revenue can be reliably measured and it is probable that future economic benefits will flow to the Company, which is generally subsequent to the return of capital and contractual rate of return provided to investors.

The Company holds a 37.0% interest in SAFM LP. For the three and nine months ended August 31, 2017, the Company recognized earnings of \$0.1 million and \$0.3 million (2016 – \$0.1 million and \$0.5 million) from SAFM LP.

The Company has recorded losses with respect to its equity investment in InstarAGF only to the extent of its initial investment, which has a carrying value of nil, because it is not contractually obligated to fund the losses. As at August 31, 2017, the Company accumulated unrecognized losses of \$0.3 million (November 30, 2016 – \$1.7 million) related to its interest in InstarAGF. In addition, AGF has agreed to advance up to \$5.0 million to InstarAGF on an as-needed basis as a working capital loan facility. The loan facility is non-interest bearing and is repayable on a priority basis. As at August 31, 2017, the Company had recorded a receivable of \$1.5 million (November 30, 2016 – \$3.5 million), included in accounts receivable, prepaid expenses and other assets on the consolidated interim statement of financial position.

As at August 31, 2017, the Company had recorded a \$0.4 million promissory note receivable from Instar (November 30, 2016 – \$0.4 million). The note bears interest at prime and has been included in accounts receivable, prepaid expenses and other assets on the consolidated interim statement of financial position.

(c) Investment in Long-term Investments

The continuity for the Company's long-term investment in Stream and InstarAGF Essential Infrastructure Fund (EIF), accounted for at fair value through profit or loss (FVTPL), for the nine months ended August 31, 2017 and August 31, 2016 is as follows:

Nine months ended (in thousands of Canadian dollars)	August 31, 2017	August 31, 2016
Balance, beginning of the period	\$ 78,231	\$ 140,534
Purchase of long-term investments	5,203	40,702
Return of capital from long-term investments	(16,298)	(93,129)
Fair value adjustment ¹	(1,075)	(3,826)
Balance, end of the period	\$ 66,061	\$ 84,281

¹ Fair value adjustment is based on the net assets of the fund less the Company's portion of the carried interest that would be payable by the fund upon crystallization.

The Company has committed a total of \$150.0 million to funds and investments associated with the alternative asset management platform. The Company may temporarily provide capital to warehouse investments prior to formation of a fund. Upon closing of a fund with external investors, the Company receives a return of its capital in excess of its proportionate participation in the fund. The Company has designated its long-term investments in the funds at FVTPL.

As at August 31, 2017, of its \$150.0 million allocation, the Company had invested \$77.1 million (November 30, 2016 – \$85.0 million). As at August 31, 2017, the Company has \$72.9 million (November 30, 2016 – \$65.0 million) remaining committed capital to be invested in Stream and EIF.

During the three and nine months ended August 31, 2017, the Company recognized \$1.9 million and \$1.1 million of charges (2016 – \$0.6 million of income and \$3.8 million of charges) related to fair value adjustments on the Company's participation in Stream and EIF. As at August 31, 2017, the carrying value of the Company's long-term investments in the alternative asset management platform was \$66.1 million (November 30, 2016 – \$78.2 million).

During the three and nine months ended August 31, 2017, the Company recognized \$2.3 million and \$5.3 million (2016 – \$1.6 million and \$10.0 million) of income distributions related to its alternative asset management platform.

Fair value adjustments and income distributions related to Stream and EIF are included in fair value adjustments and other income in the consolidated interim statement of income.

Note 5: Acquisition of FFCM, LLC

On November 16, 2015, the Company acquired 51.0% of FFCM for a cash purchase price of \$6.7 million. FFCM is a Boston-based ETF advisor and asset management firm whose expertise is delivered through a family of alternative and smart-beta ETFs and a number of ETF managed solutions.

In addition, the agreement includes contingent consideration if the annualized advisory revenue of FFCM exceeds certain thresholds in 2018, up to a maximum of US\$5.0 million. As at August 31, 2017, the Canadian equivalent fair value of the contingent consideration payable is \$1.1 million (November 30, 2016 – \$2.1 million) and is included on the statement of financial position, representing management's best estimate of the fair value thereof. The key assumption used in the analysis was forecasted annualized advisory revenue of FFCM in 2018, which is mainly driven by the projected assets under management (AUM) at the settlement date. A 5% increase or decrease in the forecasted annualized advisory revenue would result in an increase or decrease to the undiscounted contingent consideration payable of \$0.3 million.

Note 6: Intangible Assets

Management regularly monitors its intangible assets for indications of potential impairment and determined no indicators of potential impairment were identified at August 31, 2017. For additional information refer to the Company's annual consolidated financial statements for the year ended November 30, 2016.

Note 7: Long-term Debt

As at August 31, 2017, AGF had drawn \$150.0 million (November 30, 2016 – \$190.0 million) against the unsecured revolving credit facility (the Facility) in the form of a one-month banker's acceptance (BA) at an effective average interest rate of 3.0% (November 30, 2016 – 2.9%) per annum. The Company's revolving credit facility has a maximum aggregate principal amount of \$320.0 million and includes a \$10.0 million swingline facility commitment. As at August 31, 2017, \$164.9 million was available to be drawn from the revolving credit facility.

Note 8: Capital Stock

(a) Authorized Capital

The authorized capital of AGF consists of an unlimited number of AGF Class B Non-Voting shares and an unlimited number of AGF Class A Voting common shares. The Class B Non-Voting shares are listed for trading on the Toronto Stock Exchange (TSX).

(b) Changes During the Period

The change in capital stock is summarized as follows:

Nine months ended (in thousands of Canadian dollars, except share amounts)	August 31, 2017		August 31, 2016	
	Shares	Stated value	Shares	Stated value
Class A Voting common shares	57,600	\$ –	57,600	\$ –
Class B Non-Voting shares				
Balance, beginning of the period	78,951,603	\$ 477,290	79,517,587	\$ 481,265
Issued through dividend reinvestment plan	38,617	245	54,675	277
Stock options exercised	21,142	119	–	–
Repurchased for cancellation	–	–	(1,029,964)	(6,251)
Treasury stock purchased for employee benefit trust	(170,000)	(1,061)	(60,000)	(267)
Treasury stock released for employee benefit trust	465,273	4,635	752,633	3,884
Balance, end of the period	79,306,635	\$ 481,228	79,234,931	\$ 478,908

(c) Class B Non-Voting Shares Purchased for Cancellation

AGF has obtained applicable regulatory approval to purchase for cancellation, from time to time, certain of its Class B Non-Voting shares through the facilities of the TSX (or as otherwise permitted by the TSX). AGF relies on an automatic purchase plan during the normal course issuer bid. The automatic purchase plan allows for purchases by AGF of its Class B Non-Voting shares during certain pre-determined black-out periods, subject to certain parameters. Outside of these pre-determined black-out periods, shares will be purchased in accordance with management's discretion. Under its normal course issuer bid, AGF may purchase up to 10% of the public float outstanding on the date of the receipt of regulatory approval or up to 4,899,168 shares for the period from February 6, 2017 to February 5, 2018 and up to 4,664,042 shares for the period from February 4, 2016 to February 3, 2017. During the three and nine months ended August 31, 2017, AGF did not repurchase any shares for cancellation under the normal course issuer bid. During the three and nine months ended August 31, 2016, AGF repurchased 29,964 and 1,029,964 Class B Non-Voting shares at a cost of \$0.2 million and \$5.3 million and the excess recovered of \$0.1 million and \$1.0 million over the recorded capital stock value of the shares repurchased for cancellation was recorded in retained earnings.

(d) Class B Non-Voting Shares Purchased as Treasury Stock for Employee Benefit Trust

During the three and nine months ended August 31, 2017, AGF purchased nil and 170,000 (2016 – nil and 60,000) Class B Non-Voting shares for the employee benefit trust at a cost of nil and \$1.1 million (2016 – nil and \$0.3 million). Shares purchased for the trust are also purchased under the Company's normal course issuer bid and recorded as a reduction to capital stock. During the three and nine months ended August 31, 2017, 38,684 and 465,273 (2016 – 37,443 and 752,633) Class B Non-Voting shares purchased as treasury stock were released. As at August 31, 2017, 282,856 (November 30, 2016 – 578,129) Class B Non-Voting shares were held as treasury stock.

Note 9: Accumulated Other Comprehensive Income

(in thousands of Canadian dollars)	Foreign currency translation	Available for sale securities	Cash flow hedge	Total
Opening composition of accumulated other comprehensive income (loss) at November 30, 2015				
Other comprehensive income (loss)	\$ 21,708	\$ 4,247	\$ (1,515)	\$ 24,440
Income tax recovery (expense)	–	(108)	402	294
Balance, November 30, 2015	21,708	4,139	(1,113)	24,734
Transactions during the year ended November 30, 2016				
Other comprehensive income (loss)	(17,224)	1,357	1,515	(14,352)
Income tax expense	–	(124)	(402)	(526)
Balance, November 30, 2016	4,484	5,372	–	9,856
Transactions during the period ended August 31, 2017				
Other comprehensive loss	(3,771)	(2,077)	–	(5,848)
Income tax recovery	–	200	–	200
Balance, August 31, 2017	\$ 713	\$ 3,495	\$ –	\$ 4,208

Note 10: Fair Value Adjustments and Other Income

(in thousands of Canadian dollars)	Three months ended		Nine months ended	
	August 31, 2017	August 31, 2016	August 31, 2017	August 31, 2016
Fair value adjustment related to investment in AGF mutual funds and reclassification of realized gain in OCI to earnings	\$ (530)	\$ 902	\$ 3,691	\$ 509
Fair value adjustment and distributions related to long-term investments (Note 4(c))	455	2,197	4,197	6,187
Interest income	191	101	670	523
Other	1,110	284	1,520	1,231
	\$ 1,226	\$ 3,484	\$ 10,078	\$ 8,450

Note 11: Expenses by Nature

(in thousands of Canadian dollars)	Three months ended		Nine months ended	
	August 31, 2017	August 31, 2016	August 31, 2017	August 31, 2016
Selling, general and administrative				
Employee benefit expense	\$ 29,315	\$ 30,041	\$ 92,883	\$ 87,895
Sales and marketing	3,285	3,344	10,780	8,518
Information technology and facilities	8,656	9,116	25,675	24,046
Professional fees	4,259	4,771	14,289	13,685
Fund absorption and other fund costs	3,386	3,978	9,950	14,035
Other	698	1,145	1,325	3,494
	\$ 49,599	\$ 52,395	\$ 154,902	\$ 151,673

Note 12: Stock-based Compensation and Other Stock-based Payments

(a) Stock Option Plans

Under the Company's stock option plans, an additional maximum of 653,277 Class B Non-Voting shares could have been granted as at August 31, 2017 (November 30, 2016 – 1,541,536).

The change in stock options during the nine months ended August 31, 2017 and August 31, 2016 is summarized as follows:

Nine months ended	August 31, 2017		August 31, 2016	
	Options	Weighted average exercise price	Options	Weighted average exercise price
Class B Non-Voting share options				
Balance, beginning of the period	6,854,582	\$ 8.85	6,102,781	\$ 10.69
Options granted	1,095,909	6.06	1,610,394	4.59
Options forfeited	(132,650)	9.29	(159,865)	11.68
Options expired	(75,000)	16.20	–	–
Options exercised	(21,142)	5.02	–	–
Balance, end of the period	7,721,699	\$ 8.38	7,553,310	\$ 9.37

During the three and nine months ended August 31, 2017, nil and 1,095,909 (2016 – nil and 1,610,394) stock options were granted and compensation expense and contributed surplus of \$0.2 million and \$0.9 million (2016 – \$0.3 million and \$1.1 million) were recorded, respectively. The fair value of options granted during the nine months ended August 31, 2017 has been estimated at \$0.90 to \$0.92 per option (2016 – \$0.52) using the Black-Scholes option-pricing model. The following assumptions were used to determine the fair value of the options granted during the nine months ended August 31, 2017 and August 31, 2016:

Nine months ended	August 31, 2017	August 31, 2016
Risk-free interest rate	1.1%	0.6%
Expected dividend yield	5.2%–5.3%	7.0%
Five-year historical-based expected share price volatility	30.3%	30.5%
Forfeiture rate	4.9%	5.0%
Option term	5.0 years	5.0 years

(b) Other Stock-based Compensation

Other stock-based compensation includes Restricted Share Units (RSUs), Performance Share Units (PSUs), Deferred Share Units (DSUs) and Partners Incentive Plan (PIP). Compensation expense related to cash-settled stock-based compensation for the three and nine months ended August 31, 2017 was \$0.7 million and \$1.5 million (2016 – \$1.0 million and \$0.4 million) and the liability recorded as at August 31, 2017 related to cash-settled stock-based compensation was \$2.9 million (November 30, 2016 – \$1.7 million). Compensation expense related to equity-settled RSUs and PIP for the three and nine months ended August 31, 2017 was \$0.8 million and \$2.2 million (2016 – \$0.8 million and \$2.3 million) and contributed surplus related to equity-settled RSUs and PIP, net of tax, as at August 31, 2017 was \$6.0 million (November 30, 2016 – \$8.2 million).

The change in share units of RSUs, PSUs and DSUs during the nine months ended August 31, 2017 and August 31, 2016 is as follows:

Nine months ended	August 31, 2017	August 31, 2016
	Number of share units	Number of share units
Outstanding, beginning of the period		
Non-vested	1,924,613	1,149,063
Issued		
Initial grant	590,914	884,751
In lieu of dividends	56,204	76,585
Settled in cash	(44,012)	(77,868)
Settled in equity	(465,272)	(49,749)
Forfeited and cancelled	(42,938)	(55,993)
Outstanding, end of the period	2,019,509	1,926,789

Note 13: Income Tax Expense

Income tax expense is recognized based on management's best estimate of weighted average annual income tax rate expected for the full financial year. The estimated effective tax rate for the nine months ended August 31, 2017 was 25.2% (2016 – 22.2%).

During the nine months ended August 31, 2017, the Company recorded a tax contingencies expense of \$1.5 million (2016 – \$1.5 million) with respect to the Canada Revenue Agency (CRA) transfer pricing audit. Excluding the tax contingencies, the estimated effective tax rate for the nine months ended August 31, 2017 was 21.5% (2016 – 17.9%). Refer to Note 18 for additional information on tax contingencies.

Note 14: Earnings per Share

	Three months ended		Nine months ended	
	August 31, 2017	August 31, 2016	August 31, 2017	August 31, 2016
(in thousands of Canadian dollars, except per share data)				
Numerator				
Net income for the period from continuing operations attributable to equity owners of the Company	\$ 12,331	\$ 8,143	\$ 34,729	\$ 27,973
Net income (loss) for the period from discontinued operations attributable to equity owners of the Company	–	(34)	–	(140)
Net income for the period attributable to equity owners of the Company	12,331	8,109	34,729	27,833
Denominator				
Weighted average number of shares – basic	79,397,164	79,296,221	79,365,010	79,332,129
Dilutive effect of employee stock-based compensation awards	1,879,116	1,009,920	1,639,798	791,526
Weighted average number of shares – diluted	81,276,280	80,306,141	81,004,808	80,123,655
Basic earnings per share				
Continuing operations	\$ 0.16	\$ 0.10	\$ 0.44	\$ 0.35
Discontinued operations	–	–	–	–
	\$ 0.16	\$ 0.10	\$ 0.44	\$ 0.35
Diluted earnings per share				
Continuing operations	\$ 0.15	\$ 0.10	\$ 0.43	\$ 0.35
Discontinued operations	–	–	–	–
	\$ 0.15	\$ 0.10	\$ 0.43	\$ 0.35

Note 15: Dividends

During the three and nine months ended August 31, 2017, the Company paid dividends of \$0.08 and \$0.24 (2016 – \$0.08 and \$0.24) per share. Total dividends paid, including dividends reinvested, in the three and nine months ended August 31, 2017 were \$6.3 million and \$19.0 million (2016 – \$6.3 million and \$19.0 million). On September 26, 2017, the Board of Directors of AGF declared a quarterly dividend on both the Class A Voting common shares and Class B Non-Voting shares of the Company of \$0.08 per share in respect of the three months ended August 31, 2017, amounting to a total dividend of approximately \$6.3 million. These condensed consolidated interim financial statements do not reflect this dividend.

Note 16: Related Party Transactions

The Company is controlled by Blake C. Goldring, Chairman and Chief Executive Officer of AGF, through his indirect ownership of all the voting shares of Goldring Capital Corporation, which owns 80% of the Company's Class A Voting common shares. The remaining 20% of the Class A Voting common shares are held by the Vice-Chairman of AGF, who is also a Director.

The remuneration of Directors and other key management personnel of AGF is as follows:

	Three months ended		Nine months ended	
	August 31, 2017	August 31, 2016	August 31, 2017	August 31, 2016
(in thousands of Canadian dollars)				
Salaries and other short-term employee benefits	\$ 1,499	\$ 1,352	\$ 5,135	\$ 3,582
Share-based payments	845	346	2,099	1,390
	\$ 2,344	\$ 1,698	\$ 7,234	\$ 4,972

Note 17: Fair Value of Financial Instruments

The carrying value of accounts receivable and other assets, accounts payable and accrued liabilities approximate fair value due to their short-term nature. Long-term debt approximates fair value as a result of the floating rate portion of the effective interest rate.

The table below analyzes financial instruments carried at fair value, by valuation method. The different levels have been defined as follows:

Level 1 Quoted prices (unadjusted) in active markets for identical assets and liabilities,

Level 2 Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices), and

Level 3 Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs).

The following table presents the group's assets and liabilities that are measured at fair value at August 31, 2017:

(in thousands of Canadian dollars)						
August 31, 2017	Level 1		Level 2		Level 3	Total
Assets						
Financial assets at fair value through profit or loss						
Cash and cash equivalents	\$	26,084	\$	–	\$	26,084
AGF mutual funds and other		13,004		–		13,004
Long-term investments		–		–	66,061	66,061
Available for sale						
Equity securities and term deposits		4,439		–		4,439
Loans and receivables						
Canadian government debt – Federal		–		310		310
Total financial assets	\$	43,527	\$	310	\$	109,898
Liabilities						
Financial liabilities at fair value through profit or loss						
Contingent consideration payable	\$	–	\$	–	\$	1,064
Total financial liabilities	\$	–	\$	–	\$	1,064

The following table presents the group's assets and liabilities that were measured at fair value at November 30, 2016:

(in thousands of Canadian dollars)							
November 30, 2016	Level 1		Level 2		Level 3		Total
Assets							
Financial assets at fair value through profit or loss							
Cash and cash equivalents	\$	43,065	\$	–	\$	–	\$ 43,065
AGF mutual funds and other		15,754		–		–	15,754
Equity securities		577		–		–	577
Long-term investments		–		–		78,231	78,231
Available for sale							
Equity securities and term deposits		6,223		–		–	6,223
Loans and receivables							
Canadian government debt – Federal		–		310		–	310
Total financial assets	\$	65,619	\$	310	\$	78,231	\$ 144,160
Liabilities							
Financial liabilities at fair value through profit or loss							
Contingent consideration payable	\$	–	\$	–	\$	2,091	\$ 2,091
Total financial liabilities	\$	–	\$	–	\$	2,091	\$ 2,091

The fair value of financial instruments traded in active markets is determined using the quoted prices where they represent those at which regularly and recently occurring transactions take place.

Level 1 instruments include listed equity securities on major exchanges, investments in AGF mutual funds, highly liquid temporary deposits with an Irish bank and non-Irish banks in Ireland, as well as Singapore bank term deposits.

Level 2 instruments include derivative instruments with major Canadian chartered banks and Canadian federal government debt. Canadian federal government debt is measured at amortized cost and its fair value approximates its carrying value due to its short-term nature.

Level 3 instruments include long-term investments related to the alternative asset management platform and contingent consideration payable. Instruments classified in this category have a parameter input or inputs that are unobservable and that have a more than insignificant impact on either the fair value of the instrument or the profit or loss of the instrument. The fair value of the long-term investments is calculated using the Company's percentage ownership and the fair market value of the investment derived from financial information provided by investees. The fair value of the Company's investment in EIF as at August 31, 2017 has been estimated using the net asset value (NAV) as calculated by the asset manager of the fund. The fair value of the Company's investment in the Stream fund is determined using NAV as calculated by the asset manager. If the NAV were to increase or decrease by 10%, the fair value of the Company's long-term investment and pre-tax income would increase or decrease by \$6.6 million. Refer to Note 4(c) for additional information.

Contingent consideration payable is determined based on the present value of the expected payment to the sellers of FFCM, if the annualized advisory revenue in 2018 exceeds certain thresholds. Refer to Note 5 for additional information.

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The following table presents changes in level 3 instruments for the nine months ended August 31, 2017:

(in thousands of Canadian dollars)	Long-term investments		Contingent consideration payable	
Balance at December 1, 2016	\$	78,231	\$	2,091
Purchase of investment		5,203		–
Return of capital		(16,298)		–
Fair value adjustment recognized in profit or loss		(1,075)		(1,027)
Balance at August 31, 2017	\$	66,061	\$	1,064

The following table presents changes in level 3 instruments for the nine months ended August 31, 2016:

(in thousands of Canadian dollars)	Long-term investments		Contingent consideration payable	
Balance at December 1, 2015	\$	140,534	\$	1,990
Purchase of investment		40,702		–
Return of capital		(93,129)		–
Fair value adjustment recognized in profit or loss		(3,826)		29
Balance at August 31, 2016	\$	84,281	\$	2,019

There were no transfers into or out of level 1 and level 2 during the nine months ended August 31, 2017.

Note 18: Contingencies

There are certain claims and potential claims against the Company. None of these claims or potential claims are expected to have a material adverse effect on the consolidated financial position of the Company.

The Company believes that it has adequately provided for income taxes based on all of the information that is currently available. The calculation of income taxes in many cases, however, requires significant judgement in interpreting tax rules and regulations. The Company's tax filings are subject to audits, which could materially change the amount of the current and deferred income tax assets and liabilities, and could, in certain circumstances, result in the assessment of interest and penalties.

The Company has several ongoing disputes with the CRA, of which the final result of the audit and appeals process may vary and may be materially different compared to the estimates and assumptions used by management in determining the Company's consolidated income tax provision and in determining the amounts of its income tax assets and liabilities.

(a) CRA Audit – Transfer Pricing

During the period November 30, 2013 to August 31, 2017, the Company received a number of notices of reassessment (NOR) from the CRA for its 2005 through 2010 fiscal years relating to the transfer pricing and allocation of income between one of the Company's Canadian legal entities and a foreign subsidiary. These reassessments would increase the Company's taxes payable (including interest and penalties of \$32.2 million), net of estimated relief from double taxation of \$21.4 million, from its original tax filings by \$71.9 million. Any Competent Authority relief from double taxation should be granted at the completion of the mutual agreement procedures (MAP) under the applicable tax treaty.

The Company strongly disagrees with the CRA's position and filed various objections to the NOR for the taxation years 2005 to 2010. In connection with the filing of an objection to the NORs for the applicable periods 2005 through 2010, the Company has paid approximately \$60.0 million (\$62.0 million paid, net of \$2.0 million of interest relief refunded by the CRA).

In consultation with its external advisors, the Company believes that its transfer pricing methodology was reasonable and the Company is contesting the CRA's position and any related transfer pricing penalty. The Company believes it is likely that the CRA will reassess its taxes for subsequent years on a similar basis and that these may result in future cash payments on receipt of the reassessments. During the nine months ended August 31, 2017, the Company has recorded a tax expense of \$1.5 million (2016 – \$1.5 million) in relation to this transfer pricing audit. The amount of tax provision recorded on the consolidated interim statement of financial position reflects management's best estimate on the ultimate resolution of this matter and includes any related estimated interest and penalties for the 2005 to 2017 fiscal years.

In 2013, the Company was accepted by the CRA into a Bilateral Advance Pricing Arrangement (BAPA) between Canada and the relevant tax authorities to establish the appropriate transfer pricing methodologies for the tax years 2011 through 2016. Under a BAPA, the taxpayer will receive certainty as to its transfer pricing arrangements for the years under consideration, will not be assessed transfer pricing penalties, and can avoid double taxation on transactions covered by the BAPA according to the provision of the income tax treaty between Canada and the foreign country.

(b) CRA Audit – Acquisition of Tax-related Benefits

In July 2015, the Company received a NOR from the CRA denying \$30.5 million of tax-related benefits acquired and utilized by the Company in the 2005 fiscal year. The NOR would increase the Company's taxes payable from its original tax filings by \$10.9 million (before the application of interest and penalties of \$9.7 million). The Company strongly disagrees with the CRA's position and has filed an objection to the NOR. As a result of receiving the NOR, the Company paid \$13.5 million (including interest and penalties) during the year ended November 30, 2015 and \$0.1 million during the nine months ended August 31, 2017, which was recorded as income tax receivable on the consolidated interim statement of financial position. In consultation with its external advisors, the Company believes that its tax position is probable of being sustained and, as a result, has not recorded a provision in relation to this matter.

This report contains forward-looking statements with respect to AGF, including its business operations, strategy, financial performance and condition. Although management believes that the expectations reflected in such forward-looking statements are reasonable, such statements involve risks and uncertainties. Actual results may differ materially from those expressed or implied by such forward-looking statements. Factors that could cause results to differ materially include, among other things, general economic and market factors including interest rates, business competition, changes in government regulations or in tax laws, and other factors discussed in materials filed with applicable securities regulatory authorities from time to time.