

AGF Management Limited

Earnings Conference Call
Third Quarter 2020

September 23rd, 2020

Caution Regarding Forward-Looking Statements

The forward looking information is provided as of September 23rd, 2020. Certain information presented in these remarks and in this presentation that is not historical factual information may constitute forward-looking information within the meaning of securities laws. Actual results could differ materially from a conclusion, forecast or projection contained in such forward-looking information. Forward-looking information may relate to our future outlook and anticipated events or results and may include statements about AGF Management Limited ("AGF") or the investment funds it manages (the "Funds"), including business operations, strategy and expected financial performance and condition. Forward-looking statements include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as 'expects,' 'estimates,' 'anticipates,' 'intends,' 'plans,' 'believes' or negative versions thereof and similar expressions, or future or conditional verbs such as 'may,' 'will,' 'should,' 'would' and 'could.' In addition, any statement that may be made concerning future financial performance (including income, revenues, earnings or growth rates), ongoing business strategies or prospects, fund performance, and possible future action on our part, is also a forward-looking statement.

Forward-looking statements are based on certain factors and assumptions, including expected growth, results of operations, business prospects, business performance and opportunities. While we consider these factors and assumptions to be reasonable based on information currently available, they may prove to be incorrect. Forward-looking statements are based on current expectations and projections about future events and are inherently subject to, among other things, risks, uncertainties and assumptions about our operations, economic factors and the financial services industry generally. They are not guarantees of future performance, and actual events and results could differ materially from those expressed or implied by forward-looking statements made by us due to, but not limited to, important risk factors such as level of assets under our management, volume of sales and redemptions of our investment products, performance of our investment funds and of our investment managers and advisors, client-driven asset allocation decisions, pipeline, competitive fee levels for investment management products and administration, and competitive dealer compensation levels and cost efficiency in our investment management operations, as well as general economic, political and market factors in North America and internationally, interest and foreign exchange rates, global equity and capital markets, business competition, taxation, changes in government regulations, unexpected judicial or regulatory proceedings, technological changes, cybersecurity, the possible effects of war or terrorist activities, outbreaks of disease or illness that affect local, national or international economies (such as COVID-19), natural disasters and disruptions to public infrastructure, such as transportation, communications, power or water supply or other catastrophic events, and our ability to complete strategic transactions and integrate acquisitions, and attract and retain key personnel. We caution that the foregoing list is not exhaustive. The reader is cautioned to consider these and other factors carefully and not place undue reliance on forward-looking statements. Other than specifically required by applicable laws, we are under no obligation (and expressly disclaim any such obligation) to update or alter the forward-looking statements, whether as a result of new information, future events or otherwise. For a more complete discussion of the risk factors that may impact actual results, please refer to AGF's most recent financial statements and MD&A and, for the Funds, to each Fund's most recent prospectus and MRFP, as applicable, all available on www.sedar.com.

Conference Call Participants

Presenting

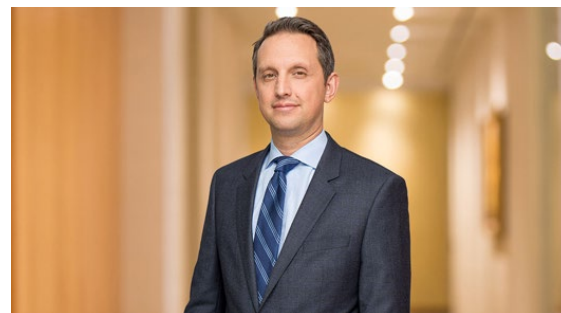
Kevin McCreadie, CFA, MBA

Chief Executive Officer & Chief Investment Officer



Adrian Basaraba, CPA, CA, CFA

Senior Vice-President & Chief Financial Officer



Available for questions

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

President & Head of Global Distribution



Today's Discussion

- Highlights of the 3rd Quarter of Fiscal 2020
- Business Updates
- Financial Results
- Capital & Liquidity
- Focus & Priorities

Q3 2020 Highlights

Continued progress toward stated objectives



Expanded **private credit capability** through partnership with
SAF | GROUP

Established the
AGF Alternatives Advisory Committee

PRI's 2020 Assessment Report






Strategy and Governance: A+
Listed Equity – Incorporation: A
Listed Equity – Active Ownership: A
Fixed Income – Corporate Non-Financial: A

Adjusted diluted
EPS of \$0.19
6% higher than
prior year¹

SG&A efficiency initiative on track

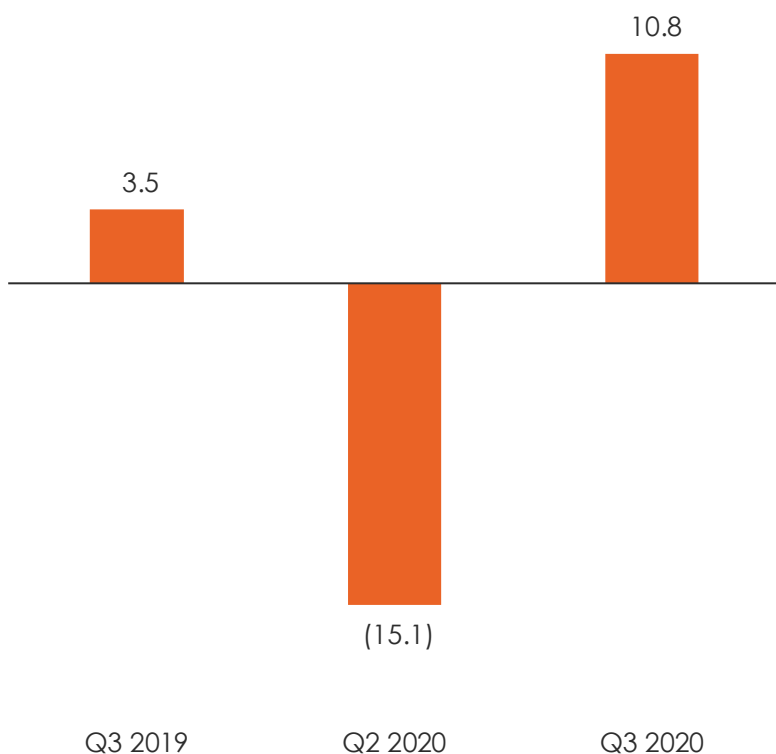
(1) Q3 2019 diluted EPS restated for IFRS 16

Line of Business Performance

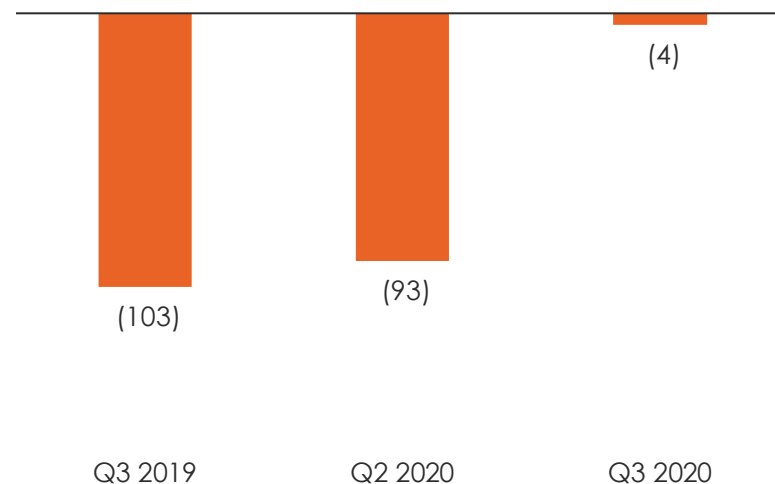
(\$ millions)	Q3 2019	Q3 2020	Change
Mutual funds	18,839	19,232	 2%
Institutional, Sub-advisory & ETF	10,391	9,252	 (11%)
Private Client	5,778	5,773	 (0.1%)
Private Alternatives	2,413	2,755	 14%
Total	37,421	37,012	 (1%)

Mutual Fund Business Review

IFIC Industry Net Sales (\$B)¹



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



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

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

Financial Results

Adjusted for one-time items noted in the MD&A and restated for IFRS 16^{1,2,3,4}

		Sequential Quarter			Year Over Year		
(\$ millions, except per share amounts)		Q3-20	Q2-20	Variance	Q3-20	Q3-19	Variance
Including S&WHL	Revenue	106.2	89.0	19.3%	106.2	107.4	(1.1%)
	SG&A	46.1	40.2	(14.7%)	46.1	46.1	0.0%
	Trailers and Subadvisory	30.0	27.6	(8.7%)	30.0	31.1	3.5%
	EBITDA before Commissions	30.1	21.2	42.0%	30.1	30.2	(0.3%)
	<i>EBITDA before Commissions Margin</i>	28.3%	23.8%	19.0%	28.3%	28.1%	0.8%
	Net Income	14.8	5.3	179.2%	14.8	14.6	1.4%
	Diluted EPS	0.19	0.07	171.4%	0.19	0.18	5.6%
	Diluted EPS (Reported & Unadjusted)	0.60	0.07	757.1%	0.60	0.18	233.3%
Excluding S&WHL	Revenue	97.4	89.0	9.4%	97.4	101.6	(4.1%)
	EBITDA before Commissions	21.3	21.2	0.5%	21.3	24.4	(12.7%)
	<i>EBITDA before Commissions Margin</i>	21.9%	23.8%	(8.2%)	21.9%	24.0%	(8.9%)
	Net Income	6.0	5.3	13.2%	6.0	8.8	(31.8%)
	Diluted EPS	0.08	0.07	14.3%	0.08	0.11	(27.3%)



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(1) Comparatives adjusted for IFRS 16.

(2) Q3-20 adjusted for \$32.5m one-time S&WHL special distribution, net of currency hedge.

(3) Q3-20 includes \$8.8m dividend income reported under 'Dividend income'. Q3-19 includes \$5.8m of equity income reported under 'Share of profit of associate'. Both items have been removed under 'excluding S&WHL'.

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

Financial Results – BPS Detail^{1,2}

(bps of average AUM)	Q3-20	TTM
Average AUM excl. Private Alternatives (\$B)³	33.9	34.6
Average Mutual Fund	18.9	18.7
Average Institutional, Sub-Advisory, ETFs & Private Client	15.1	15.9
Revenue (bps) ⁴	111	110
Less:		
Trailer Fees (bps)	35	34
SG&A (bps) ⁵	54	51
EBITDA before commissions (bps)	22	25

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

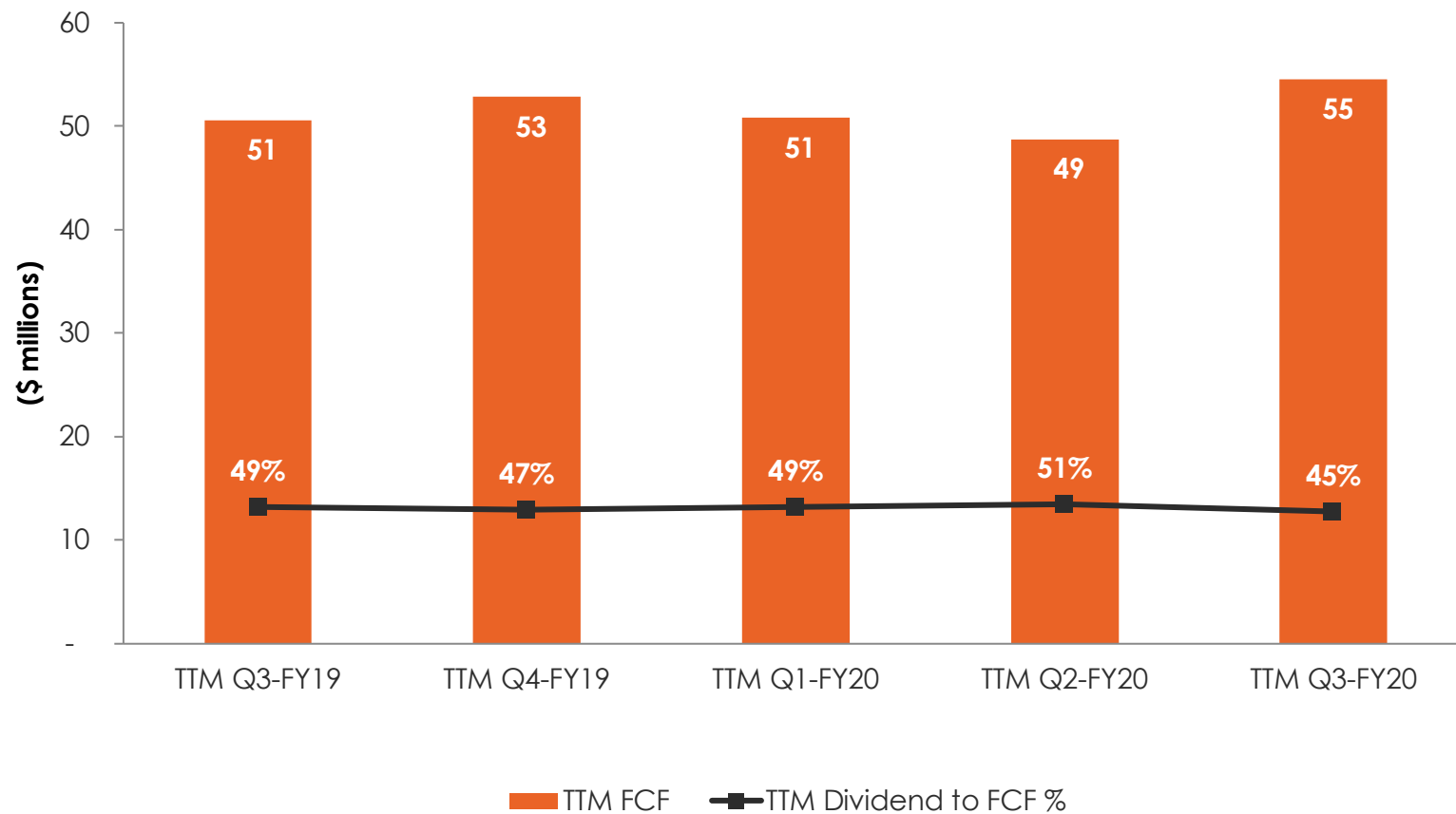
(2) Adjusted to exclude one-time items as noted in the MD&A; comparatives restated for IFRS 16.

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

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

(5) Includes investment advisory fees.

Capital & Liquidity



2020 Focus & Priorities

Deliver
consistent and
repeatable
**investment
performance**

Drive the
organization to
**sustainable
net inflows**

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

**Meet expense
guidance** of
\$180 million
while continuing
to invest in key
growth areas



Thank You!

To learn more about AGF's history visit:

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