

# CI Financial

## Fiscal 2014 Q3 Results

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November 6, 2014



# Important Information

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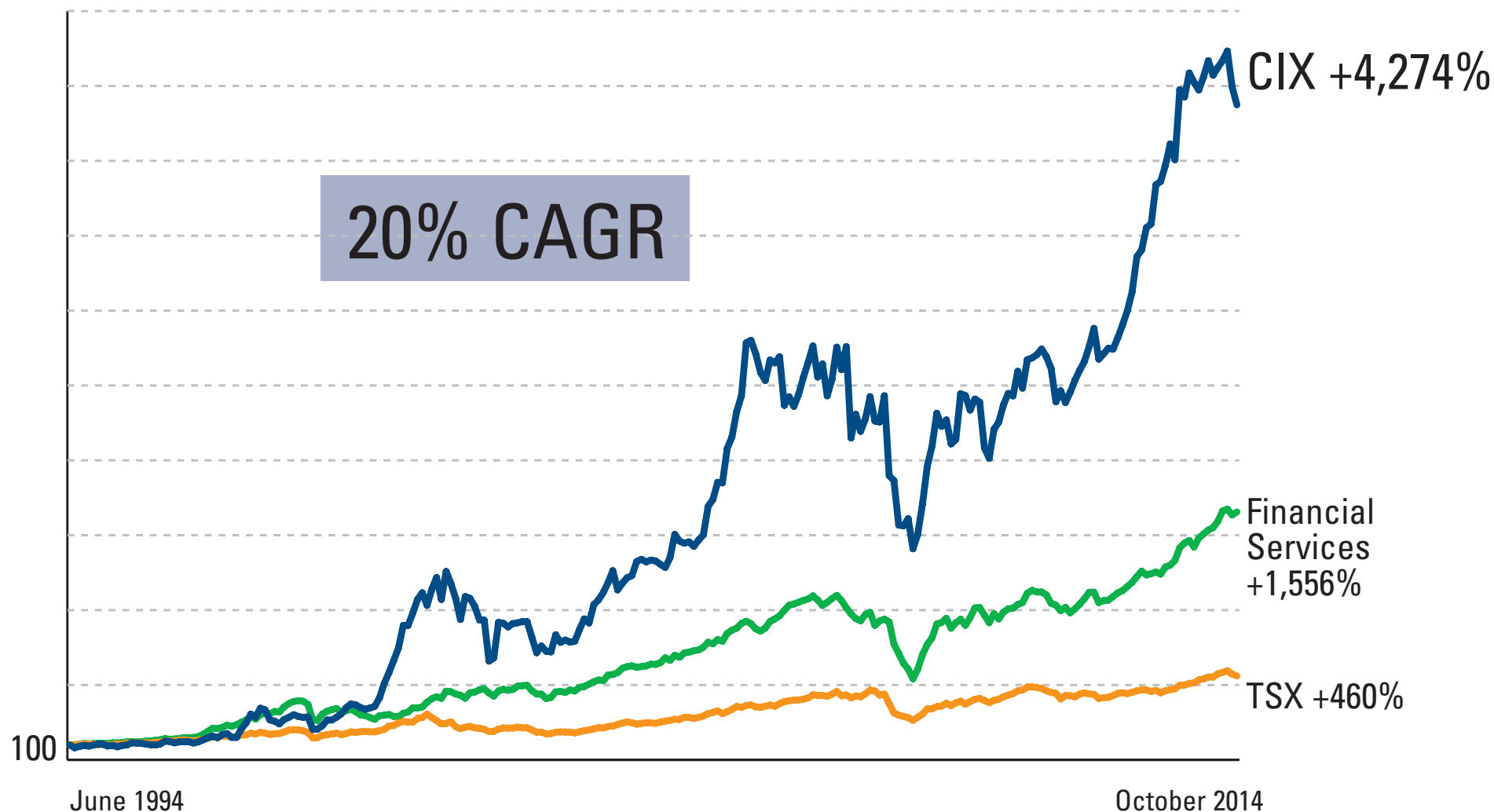
This presentation contains forward-looking statements concerning anticipated future events, results, circumstances, performance or expectations with respect to CI and its products and services, including its business operations, strategy and financial performance and condition. Although management believes that the expectations reflected in such forward-looking statements are based on reasonable assumptions, such statements involve risks and uncertainties. For further information regarding factors that could cause actual results to differ from expectations, please refer to Management's Discussion and Analysis available at [www.cifinancial.com](http://www.cifinancial.com).

This presentation contains several non-IFRS financial measures including EBITDA, pre-tax operating earnings, free cash flow, operating cash flow, net debt, asset management margin and SG&A efficiency margin, that do not have any standardized meaning prescribed by IFRS and may not be comparable to similar measures presented by other companies. However, management uses these financial measures and also believes that most shareholders, creditors, other stakeholders and investment analysts prefer to include the use of these financial measures in analyzing CI's results. These non-IFRS measures and reconciliations to IFRS, where necessary, are included in Management's Discussion and Analysis available at [www.cifinancial.com](http://www.cifinancial.com).

# CIX Historical Performance

(Total returns from IPO to October 31, 2014)

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Fiscal 2014 Q3 Results



**Fourth best performing stock on TSX since 1994 & Top 10, last 16 years**

# Quarterly Highlights

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- EPS of \$0.48, up 26% from \$0.38 in Q3-2013
- EPS up 7% from \$0.45 in previous quarter
- Q3 average AUM up 20% year over year, up 3% from Q2-2014
- Retail net sales in Q3-2014 17% higher than Q3-2013
- Net debt down 45% from Q3-2013, down 13% from prior quarter
- Dividend increased to \$0.105/month, 3rd increase in 12 months

# Wealth Professional – 2014 Advisor Report

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- CI ranked #1 overall in Canada versus banks, fundco's and insurance companies
- In 10 categories such as service, product range, processing accuracy, technology, advisor support, performance, etc., CI ranked #1 or #2 in 80% and ranked top 3 in 100%, of the categories
- Top ranking reflects CI culture of service and advisor focus

# Sales Overview

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- YTD gross sales of \$11.0 billion, 6% higher than 2013
- YTD net sales of \$3.4 billion, 15% higher than 2013
- Q3 retail net sales highest in over a decade
- Sales well diversified by channel
- Since 1994, CI achieved positive net sales in 88% of all quarters, highest rank in Canada

# Sales Outlook

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- Over 1000 advisors at 2014 Leadership Forum
- Over half of CI's long-term AUM is 1st or 2nd quartile year-to date, over 1 year, over 3 years, and over 5 years
- 79% of CI's long-term AUM 1st or 2nd quartile over 10 years

# Product Shifts

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- Managed Solutions / PIM – increasing share
- Traditional Funds – maintaining share
- Segregated Funds – losing share



Managed Solutions  
Income

Global Balanced  
Global

Emerging Markets



increasing share

American  
Sector



maintaining share

Canadian  
Canadian Balanced



losing share

# Assante Wealth Management Stonegate Private Counsel

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- \$31 billion assets
- Record inflows
- Regulatory change
- Wealth planning support
- Continuing investment
  - Expertise
  - Technology
  - Branding

# Financial Highlights

(year-over-year)

<b>[millions, except per share]</b>	<b>Q3-2014</b>	<b>Q3-2013</b>	<b>Change</b>
Average AUM	\$101,016	\$84,125	20%
Net Income <sup>1</sup>	\$135.1	\$107.8	25%
per share	\$0.48	\$0.38	26%
EBITDA per share	\$0.81	\$0.68	19%
Dividends paid	\$85.3	\$76.6	11%
Net debt <sup>2</sup>	\$220.2	\$403.7	-45%

<sup>1</sup> Not including non-controlling interests

<sup>2</sup> Net of excess cash and marketable securities

# Financial Highlights

(consecutive)

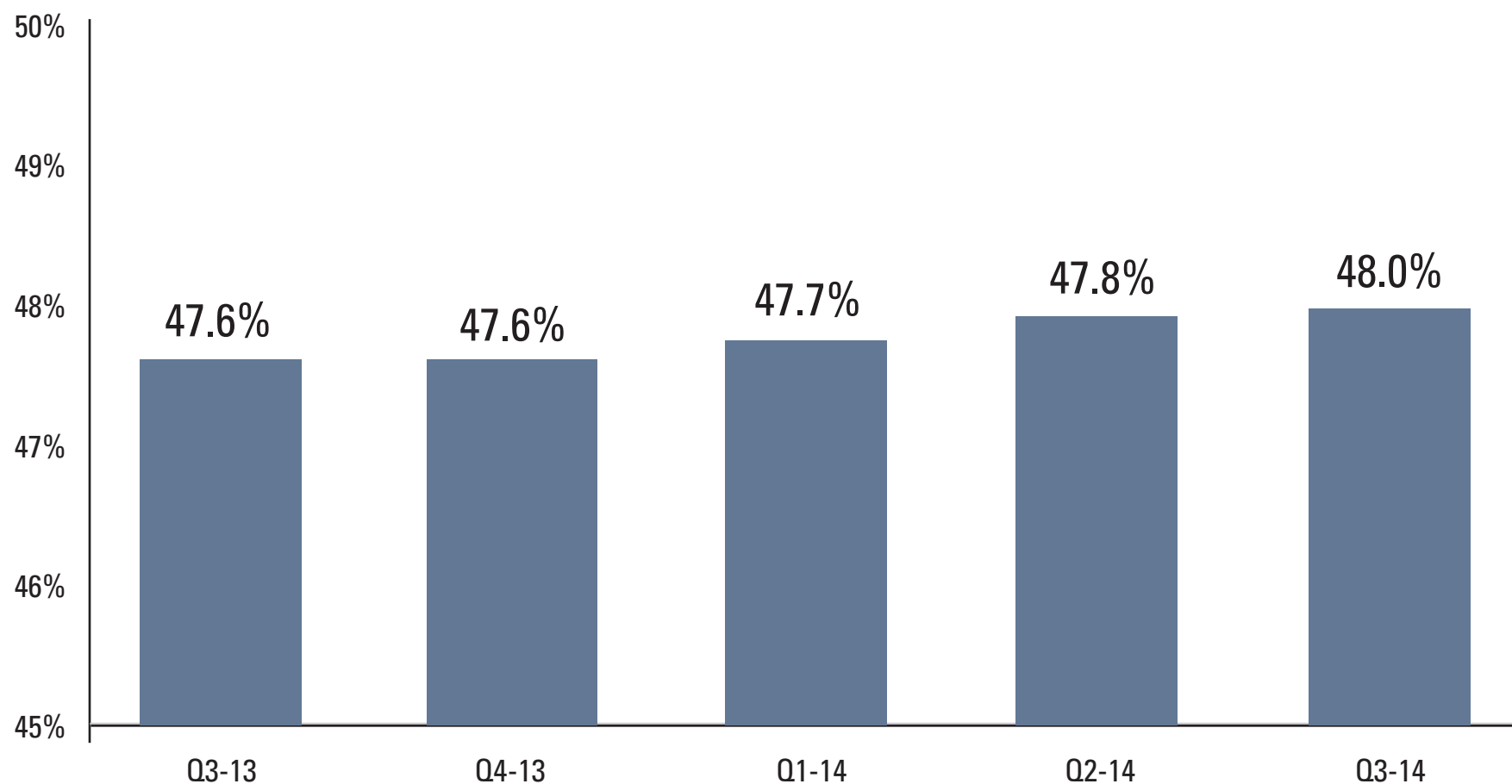
<b>[millions, except per share]</b>	<b>Q3-2014</b>	<b>Q2-2014</b>	<b>Change</b>
Average AUM	\$101,016	\$97,895	3%
Net Income <sup>1</sup>	\$135.1	\$127.8	6%
Earnings per share	\$0.48	\$0.45	7%
EBITDA <sup>1</sup>	\$230.8	\$221.5	4%
per share	\$0.81	\$0.78	4%
Dividends paid	\$85.3	\$82.6	3%
Net debt <sup>2</sup>	\$220.2	\$252.6	-13%

<sup>1</sup> Not including non-controlling interests

<sup>2</sup> Net of excess cash and marketable securities

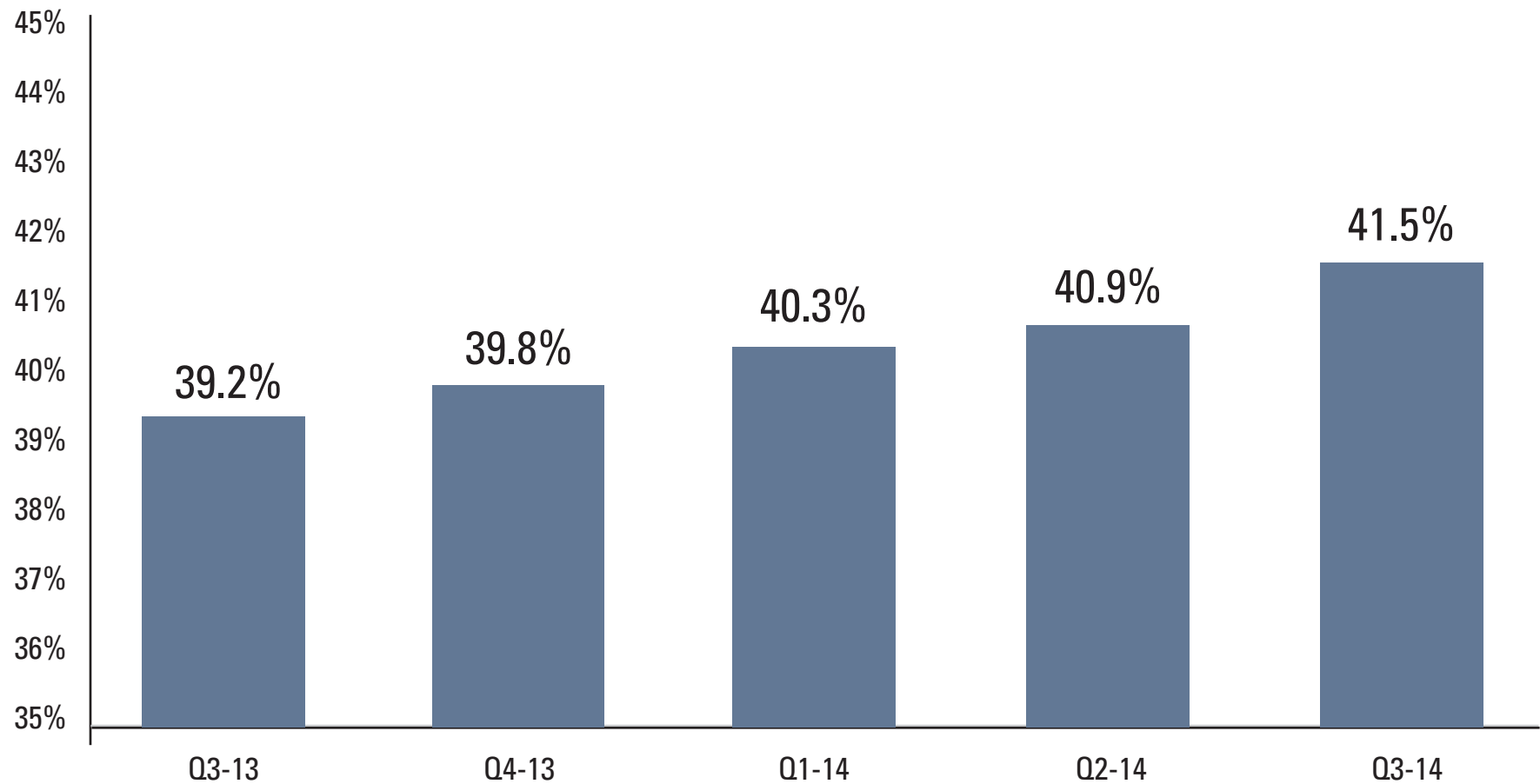
# EBITDA Margin

(% of total revenues)



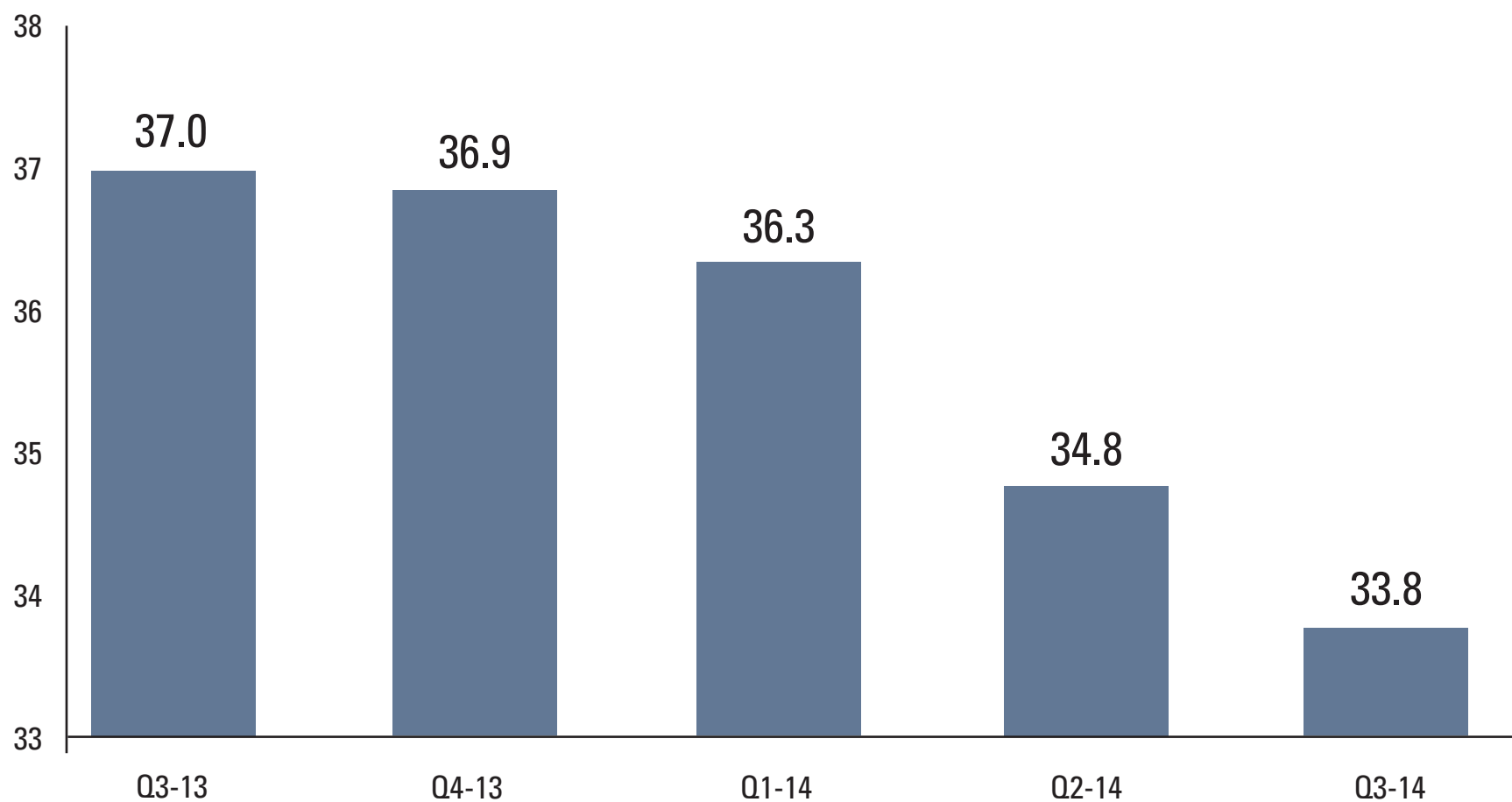
# Asset Management Margin

(Management fees less trailers, SG&A and DSC as a percentage of management fees)



# Total SG&A

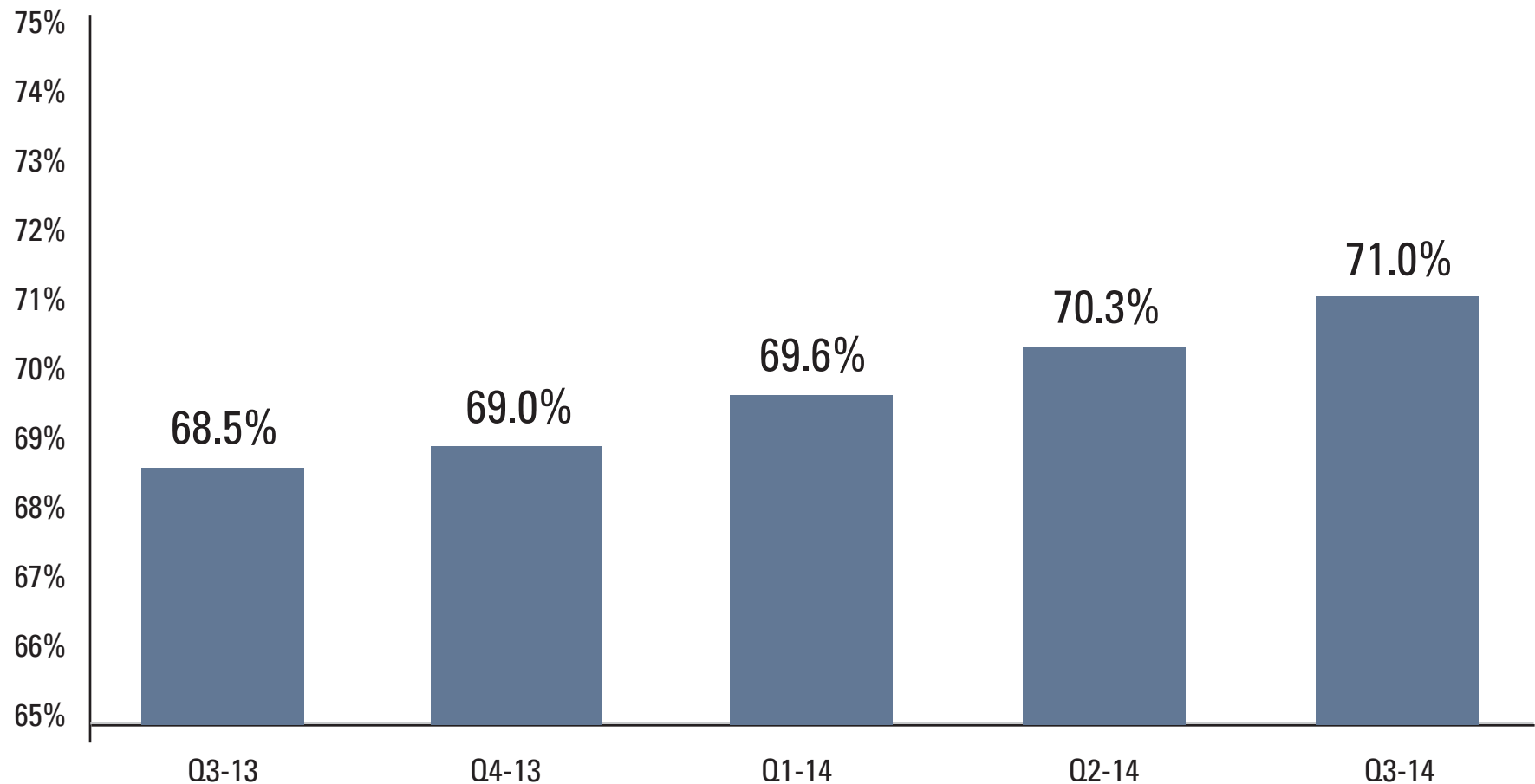
(in basis points)



# SG&A Efficiency Margin

(Management fees less trailers, DSC and SG&A as a percentage of management fees less trailers and DSC)

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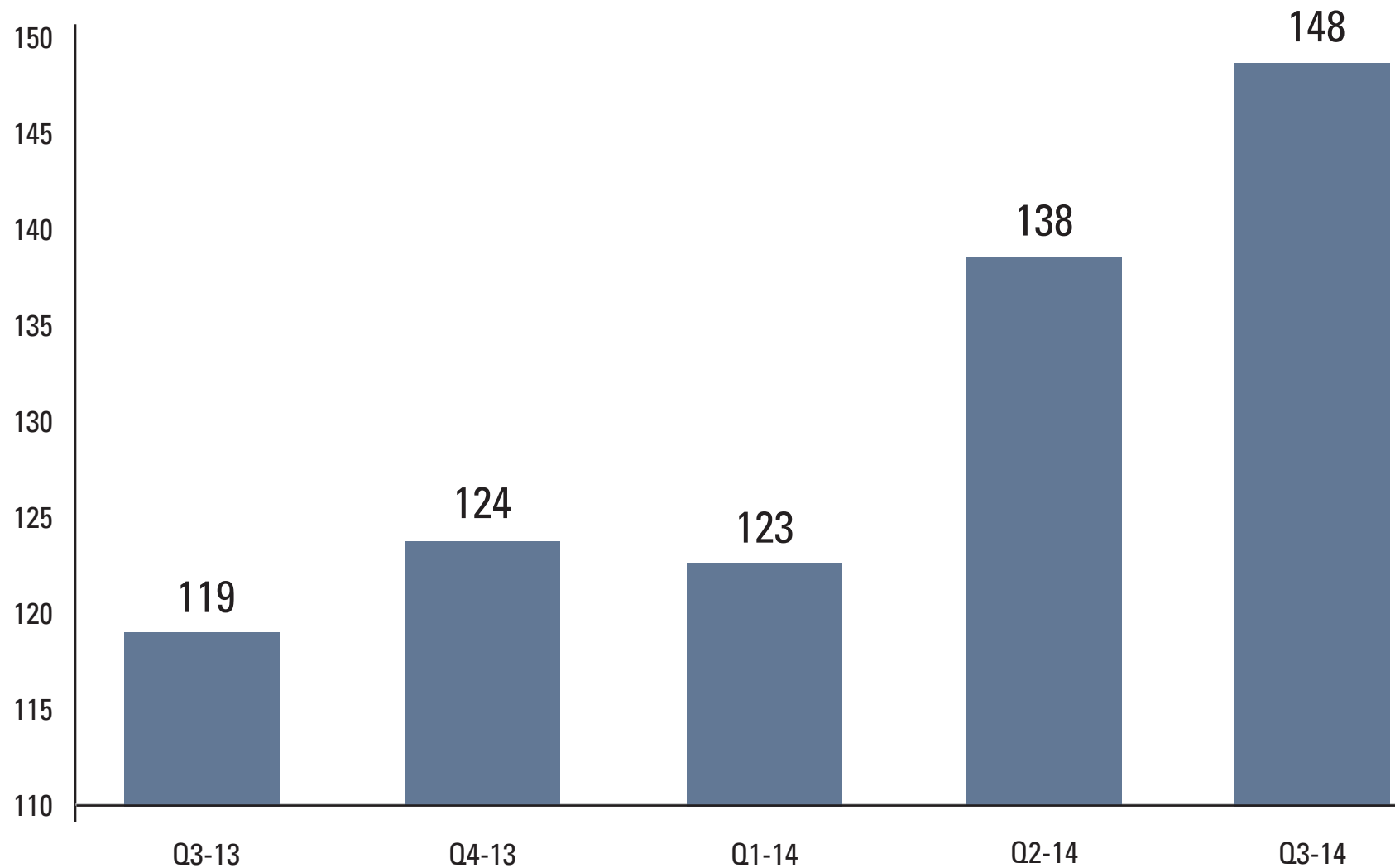




# Quarterly Free Cash Flow

(in \$millions)

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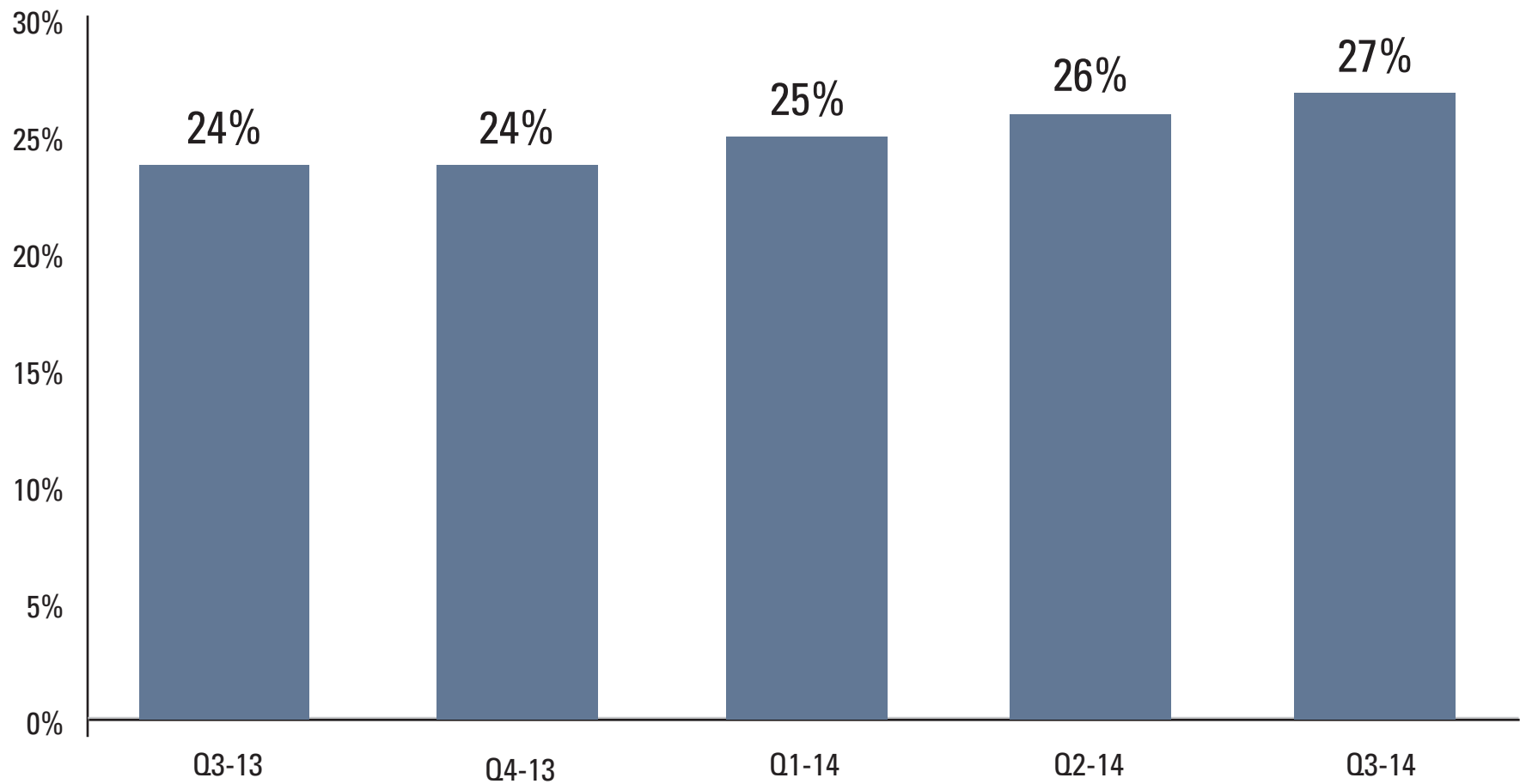


# Return to Shareholders

<b>[in \$millions]</b>	<b>Q3-2014</b>	<b>Q2-2014</b>
Operating cash flow	173	168
Sales commissions	(25)	(30)
Free cash flow	148	138
Share buybacks	(56)	(5)
Dividends	(85)	(83)
Net surplus	7	50

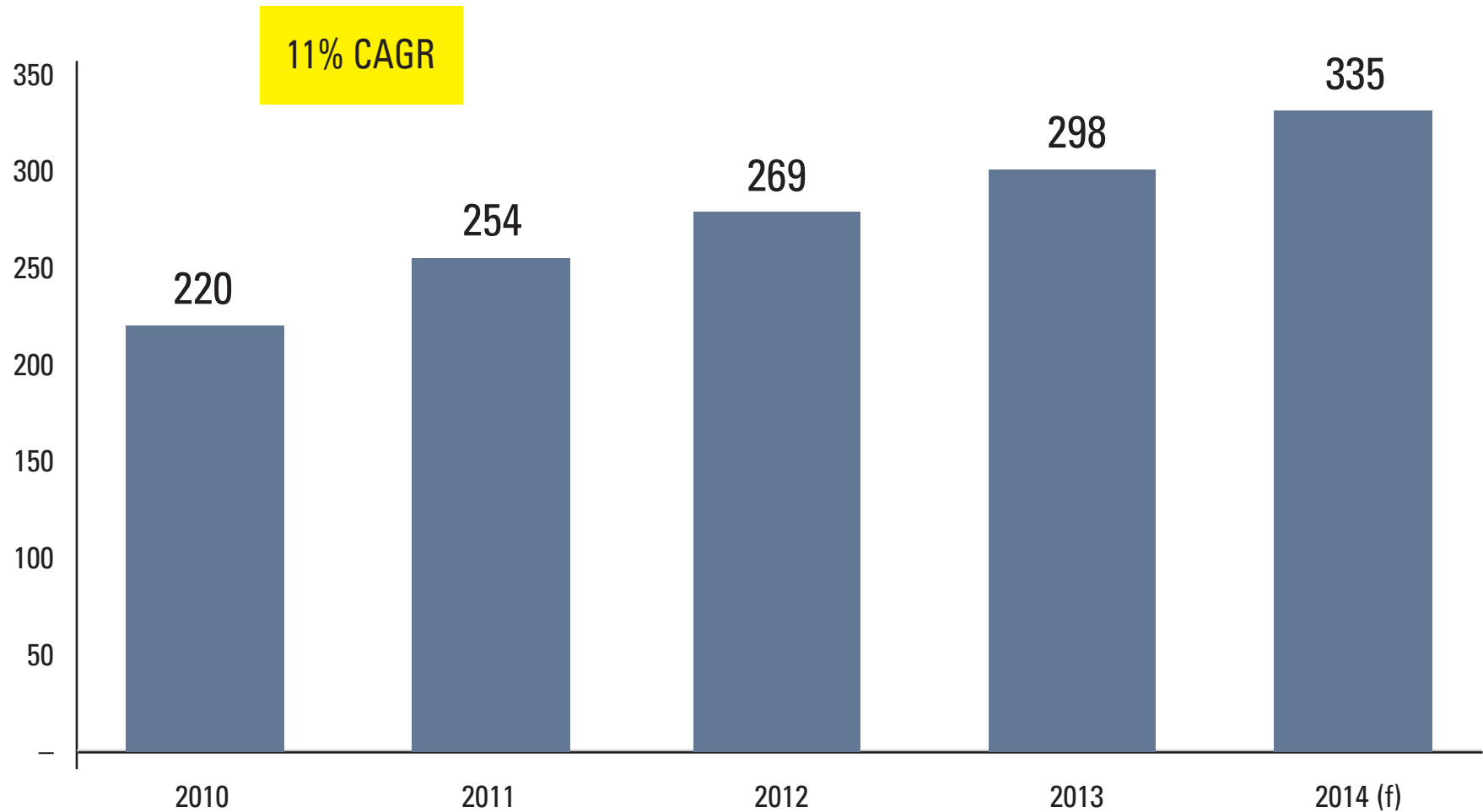
# Trailing 12-Month Return on Equity

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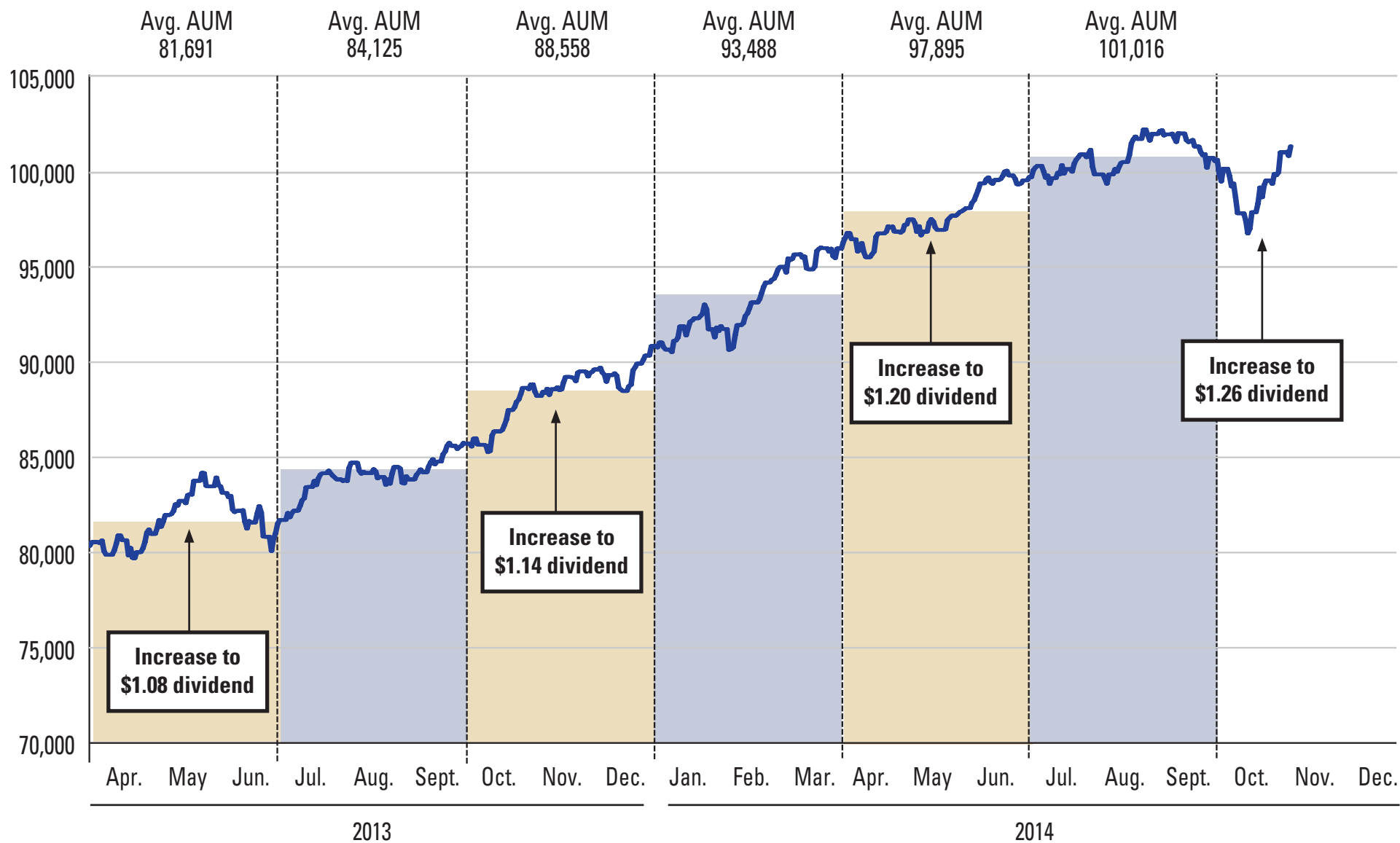
# Annual Dividends Paid

(in \$millions)



# Assets Under Management

(in \$millions)



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- YTD gross and net retail sales levels are ahead of 2013
  - Equity-oriented and balanced investments increasing
  - Leader in helping advisors adapt to regulatory change
  - Continued focus on comprehensive service
  - Ongoing money management talent enhancement



Thank You

