CI FINANCIAL CORP.

THIRD QUARTER 2018 RESULTS

CONFERENCE CALL

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PRESENTATION

Peter Anderson, CEO, CI Financial

Thank you, and welcome to the CI Financial conference call for the third quarter of 2018. Joining me on the call is Doug Jamieson, CI's Chief Financial Officer. In a few moments, we'll provide you with a detailed financial update on our third quarter. Also, we have members of our executive team here to answer your questions on our various businesses.

To start, I'm extremely pleased to say that CI is continuing to operate very well in the face of volatile markets and an increasingly competitive environment.

Our highlights for the quarter include:

Earnings per share of $0.62, a record for CI Financial; average assets under management, $138 billion; record assets under administration at Assante and Stonegate; total fee-earning assets of $180 billion; free cash flow reached $169 million, an increase of 4 percent over Q2; fund performance has significantly improved in Q3, a trend that is continuing into the current quarter; and sales also improved in Q3, and is heading in the right direction.

What makes this important is that it is delivered in a challenging year for all global asset managers. In addition to the increased volatility across markets, investors in asset management companies remain focused on the direction of our industry. You're familiar with the issues: fee levels, the regulatory burden, passive versus active, an aging bull market, among others.

At CI, we believe these concerns are overblown and that well-run businesses will continue to thrive in this evolving environment. We are focused on the long-term growth of our business, positioning the company to compete in a very different future. However, we firmly believe there are two key themes that remain important as our industry continues to change. They are the value of active portfolio management and the value of advice. As CI continues to grow and evolve, we remain steadfastly committed to these principles.

Before I turn the meeting over to Doug, I would like to take a few minutes to comment on the changes in our capital allocation policy that we announced in August. As you know, last quarter we announced our intention to repurchase as much as a billion dollars of CI shares over the next 12 to 18 months using our free cash, and at the same time, changed our dividend to approximately 60 percent of free cash to less than 30 percent.

Since then, we have repurchased 8.8 million shares with a marginal increase to the company's debt. At the current price, our intention remains the same: to continue to buy back shares.

There is no question that this strategic policy change was a bold decision, but we remain confident that it is the right strategy for CI Financial at this point in time. When we made this announcement back in August, we didn't have a crystal ball to predict the recent global market volatility. The new policy has provided us with optionality and flexibility, both today and in the future, while at the same time it has reduced risk at the company. If the environment changes or we see other strategic opportunities, we'll be in a better position to benefit from these developments.

I'll discuss our business operations in a few minutes, but first I'll pass the discussion over to Doug to go over our financials.

Douglas Jamieson, EVP and CFO, CI Financial

Thank you, Peter. Here we have CI's highlights on a quarter-over-quarter basis, comparing Q3 to Q2. Average AUM decreased $1.2 billion, or 1 percent, to $138.3 billion from $139.5 billion. Assets under advisement grew 1 percent to $44.4 billion.

Net income was $158.2 million compared to $159.9 million, a drop of 1 percent. Earnings per share of $0.62 was up from $0.61 per share last quarter, due to the accretion on the shares repurchased during the quarter.

Free cash flow grew to $169.2 million from $163 million last quarter, and the year-to-date total of almost $500 million is a cash flow record for CI. The main reasons for the strength of earnings and cash flow are the impact to revenue of one additional day in the quarter, and a slight increase in gross management fees during the quarter, as the Sentry funds were converted to fixed administration fees at the beginning of September. Those fees are now included in management fees, and the cost to administer the funds is now also included in our SG&A. Previously, both of those amounts were not reported in CI's results.

Now looking at Q3 year-over-year highlights; average assets under management were up 15 percent from $120.3 billion in last year's third quarter. Assets under advisement are up 9 percent from $40.8 billion last year.

Net income was up 3 percent from $153.6 million and $0.60 per share last year.

Free cash flow grew 6 percent from $159.1 million. The increase over the prior year is primarily due to the acquisition of Sentry, boosting CI's AUM, offset by a decline in margins as net management fees in basis points were down about 2 percent year-over-year, and SG&A in basis points were up about 5 percent.

CI's SG&A was $131.4 million in the third quarter, up from $129.7 million in the second. While CI is still investing in technology and innovation and spending on marketing, we generally held the line on spend in the back office. In Q4, all discretionary spend is under review given the weakness in markets in October, but we will still spend on new initiatives and innovations.

Here we have the last five quarters for CI's quarterly free cash flow and the return to shareholders. With the new capital allocation policy, larger amounts were directed to buybacks in Q3 as we continue to maximize the normal course issuer bid with CI trading below eight times free cash flow.

Dividend payments declined to $61 million in the third quarter, and will be approximately $45 million in Q4 as the dividend rate announced last quarter takes effect.

Gross debt remained relatively flat this quarter, at $1.44 billion, and with annualized EBITDA at $930 million, CI's debt to EBITDA margin is up marginally from 1.53 times to 1.55 times. Net debt was $1.21 billion, and the net debt to EBITDA ratio was 1.3 times, up from 1.21 times.

If we annualize $169 million in free cash flow per quarter, CI could repurchase its full NCIB amount of 25 million shares at $20 per share, pay out $180 million in dividends, and still not have its debt increase. As Peter said, the new capital allocation policy has greatly improved the risk profile of CI's free cash flow as it is more fully available for buybacks, which, as we've indicated, is our current intention, but also available for other investments or acquisitions, or to pay down debt.

I will now turn it back to Peter.

Peter Anderson, CEO, CI Financial

Now I want to take you through our various business lines and our current plans and strategies. There's a lot going on at CI in every department and every business.

First, sales. We've seen an improvement in our overall sales at CI, but we still have a long way to go. Returning to positive sales as quickly as possible is a top priority. Although I'll not forecast how long it might take, we have a number of initiatives underway throughout our company to enhance our business and ultimately support our sales efforts. I'll go through those in a moment.

In our Canadian retail business, as I have said on our recent calls, our challenge is redemptions, not gross sales. We have a significant amount of assets in categories that have been out of favour, including anything with the word "Canadian" attached to it. Retail redemptions improved quarter-over-quarter, which improved our overall net sales. Sales activity across the country remains high, and our sales team is having no issues meeting with advisors. We have successfully held a number of key events over the past several months with significant interest and support from all of our key channels including IIROC, MFDA, Sun Life, and Assante. With our larger sales staff and our enhancements to the team, we are confident our sales strategy will have positive results.

Our Canadian institutional business in Q3 was flat compared with the previous quarter. As you know, this business is always a bit lumpy, and the majority of the redemptions came from advisory alliance businesses, which has seen slower gross sales and higher redemptions due to the overall slowdown of the industry. In addition, there are outflows from the legacy third-party segregated fund business. However, our pipeline continues to be strong, and we have won business that has not yet been funded, and we have shortlisted on about a billion dollars in searches.

Whether we talk about retail or institutional, sales will be impacted by the volatility of global markets. We continue to focus, however, on the factors that we can control: activity and quality.

We're seeing significant improved performance from our core portfolio management teams in Q3, and continuing on into this quarter. For example, over 70 percent of our standalone equity assets and 60 percent of our standalone balanced and fixed income assets are in first and second quartile year-to-date. Over 90 percent of Sentry, Cambridge, and Altrinsic assets are in first and second quartile in the third quarter. Many of our large, multi-billion-dollar funds at Signature, Cambridge, and Sentry are also having solid performance in the last quarter. Over 60 percent of our highest redeemed funds are now in first or second quartile year-to-date, and our top-selling funds this year continue to maintain solid performance.

Although some of these results are short-term, they are what we expected at market conditions where the importance of good stock picking becomes essential. Despite extremely volatile markets in October, our portfolio management teams continue to perform very well relative to the benchmarks and their peers. As you know, portfolio managers' performance is one of the key drivers and a leading indicator of sales.

Assante and Stonegate continue to see strong growth, both organically and through recruitment. As of the end of Q3, our assets under administration were at a record level of $44.5 billion. Recruitment has been very successful as advisors see the benefit of partnering with a well-capitalized and independent firm. Gross and net sales also continue to trend well ahead of the industry. We expect to continue this pace in Q4 and into 2019 as we enhance these brands through marketing, new technology, new products, and new platforms.

As I have said on previous calls, the growth of Assante and Stonegate in the ultra-high net worth space is a key long-term priority for CI Financial. We are investing significantly in the growth of these businesses.

With product initiatives, the third quarter was a very busy one as we prepared the launch of two major product platforms which became available this month. Last week, we introduced CI Private Pools. These are competitively priced and meant for affluent investors as they have a minimum investment of $100,000 per pool. We designed these pools for the broker channel but have seen significant interest from all channels as we rolled them out.

We also launched our Liquid Alternatives Funds, beginning with three new funds managed by portfolio management teams at CI, who have experience in this more complex investment style. Two of the three funds are income products managed by Lawrence Park and Marret Asset Management. The third is a new portfolio management relationship to Canada, Munro Partners of Australia. Munro is managing a global launch for its fund. Munro has exceptional long-term performance and we are excited to introduce the team to Canada. As an aside, we also hold a minority equity position in Munro through our business in Australia, Grant Samuel.

There will be another important product launch earlier in the new year, our series of ETF-based mutual funds. This will be followed by other initiatives throughout the firm with new solutions involving CI retail, institutional, Assante, Stonegate, Grant Samuel in Australia, and BBS. We are enhancing our line-up through products that are designed to meet the needs of various types of investors and to fit the different business models of advisors.

At the same time, we're also considering ways to reduce the complexity and duplication within our product line-ups. By simplifying our line-up while also launching new, relevant products, we're strengthening our offering to make it easier for clients to do business with us.

You may have seen an increased advertising presence for CI in late Q3 which is continuing into Q4 and 2019. After some branding and research, we recently introduced a new tagline for CI Investments: Trusted Partner in Wealth. This perfectly describes the philosophy of CI Investments and indeed, all the businesses of CI Financial. We are pursuing both traditional and non-traditional marketing strategies to increase awareness of all of our businesses and position CI as a valued partner.

Before we open to questions, let me make some concluding remarks. Obviously, the global asset management industry is going through significant change. Twenty-eighteen has been a very challenging year, and no firm around the world has been immune.

I won't forecast what 2019 will look like for the industry, but I am confident that consolidation will continue, as firms realize they can't compete in this rapidly-changing environment. This year, three large Canadian independent firms with a hundred billion dollars of assets were acquired by the banks. This consolidation creates opportunities for a large independent company like CI. I expect we'll continue to see uncertainty around fees, increased regulation, competition from passive and alternative investments, and so on.

In the face of all that, I can tell you that CI will continue to adapt. We're not afraid of change. This company has continuously changed and adapted over the past 25 years. We have already significantly repositioned our business, and we will continue to improve and enhance our operations and our products. We're building this company for long-term success.

We'll do this through maintaining and enhancing our strong independent position in Canada, increasing our scale here and abroad, and increasing our access to distribution channels in Canada and internationally. Whether it's the acquisition of new businesses such as First Asset, GSFM, or BBS, or modernizing our product line-up, or the change to our capital allocation policy, we are implementing what we believe is the right strategy for our business today and for the future.

This is how shareholder value is created and we intend to continue CI's long track record of creating significant value for clients and shareholders in any market environment.

With that, we can now open for questions.

QUESTION AND ANSWER SESSION

Operator

Thank you. Our first question is from Gary Ho from Desjardins. Please go ahead.

Gary Ho, Desjardins Capital Markets

Thanks, good morning. Peter, in your prepared remarks, I've noticed more commentary around M&A. Maybe, can you tell us, are you seeing more inbound from your end, and what would interest you? Is it more on the institutional side that you guys want to bulk up? Any comments there would be helpful.

Peter Anderson, CEO, CI Financial

We did talk about a little bit of M&A and we're always looking at things. I could tell you with certainty, there's a lot of inbound calls that come into us and I'm sure to a lot of other firms. The benchmark that we always use is, will the transactions add more value to CI, or is buying back our stock a better option at this point in time. We continue to believe buying back our stock is the better thing to do today.

If we see things that we think could add value to Assante or Stonegate, or our digital business, or anything else, we certainly would take a look.

Gary Ho, Desjardins Capital Markets

Okay, that's helpful. Doug, maybe just on SG&A on Slide 6. I think last quarter you guided to plus 3 percent versus the Q4 '17 run rate for the full year 2018. But year-to-date, I think you guys are tracking around 1 percent. Are you expecting a ramp-up in Q4? Maybe if you can update us on your SG&A guidance?

Douglas Jamieson, EVP and CFO, CI Financial

We're not expecting a ramp-up. We've managed to find far more savings than I had anticipated. We're doing a very good job of controlling our cost in the back office, while still investing in new initiatives and technology. Then as I said for Q4, we are taking a close look at all discretionary spend, given the volatility in markets in October.

I'm hesitant to forecast where Q4 will come out because, while we still do want to invest in the company, we are being mindful of margins given what's happening to our AUM.

Gary Ho, Desjardins Capital Markets

Okay, and maybe can you comment on, maybe, in 2019, any big projects that you guys are planning for the upcoming year?

Douglas Jamieson, EVP and CFO, CI Financial

We have numerous technology initiatives; besides product launches, various ways of streamlining our business and adding onto our digital side of the business, both websites and the BBS security side of it.

Gary Ho, Desjardins Capital Markets

Okay. Maybe just lastly, just going back to the gross management fees comment, it sounds like the adjustment from Sentry admin fees caused the uptick this quarter, but generally, we should continue to see light fee pressure looking out 12 to 18 months. Is that how we should think about that?

Douglas Jamieson, EVP and CFO, CI Financial

Yes. In Q3, we had one month of the Sentry fixed fee; in Q4, we'll have a full quarter, so there will be a bit more impact from Sentry. But generally, the structural change in the industry will show us a steady decline in fees, which we've estimated at a basis point or so per quarter.

Gary Ho, Desjardins Capital Markets

What was the impact in Q3 from that change?

Douglas Jamieson, EVP and CFO, CI Financial

Sentry admin fees are similar to ours, so if you put an average admin fee on their assets, you could do the math and get a million-plus in a month.

Gary Ho, Desjardins Capital Markets

Okay. Yes, I'll run that math. Okay, thank you very much. That's it.

Operator

Thank you. The next question is from Geoff Kwan from RBC Capital Markets. Please go ahead.

Geoff Kwan, RBC Capital Markets

Hi, good morning, just wanted to follow-up on Gary's question on the SG&A. I think it was last quarter you mentioned that you may look to spend up to $10 million on sales and marketing, those sorts of things, to help with the net sales performance, I guess. How much of that would have been expensed or spent in Q3?

Douglas Jamieson, EVP and CFO, CI Financial

I don't know that I said $10 million per se on marketing, but we have, as Peter pointed out, launched a marketing campaign, and we continue to invest in the sales and marketing team, but we're not prepared to say exactly how much we've spent.

Geoff Kwan, RBC Capital Markets

Okay. Just the other question I had was, just with the volatility in the market, can you talk about, on the Canadian retail side of your business, what impact that's had in terms of the trends on the flows? Was it—have you seen it, or have people behaved a little bit differently this time around than what you would have seen in prior instances?

Peter Anderson, CEO, CI Financial

We haven't seen anything that's different from the past. I think you've seen an industry slowdown in the business, that's come out from all the reports that you've seen, but I don't think there's anything significantly different.

Geoff Kwan, RBC Capital Markets

Okay, thank you.

Operator

Thank you. The next question is from Stephen Boland from Infor Financial. Please go ahead.

Stephen Boland, Infor Financial

Morning, a couple of quick questions. Peter, I guess last quarter you had mentioned that you thought you would not get back to net sales in 2018. I guess with this quarter's elevated redemptions again, has that view stretched out a little bit to that it won't be in the first half of '19, or can you comment on what your expectation is there?

Peter Anderson, CEO, CI Financial

No, I'm not going to comment on when I think that we're going to get to positive sales. I would say it's a priority for us. I think a lot of the initiatives that we're launching today have certainly caught some interest with advisors, but it's hard to predict with the volatility in the market and all of that. The only thing I could say, just reiterate what Doug said before is, we're very focused on the sales, but we're also very focused on ensuring that we're managing our business effectively. We think that we have a solid roadmap regardless of what the markets do.

I'm quite encouraged by the response that we've had on the launch of our pools. Very early stages; but we had a road show earlier this week on liquid alts, there seems to be quite a bit of interest in that, and on Munro.

Stephen Boland, Infor Financial

Okay, and just the second question on the alt product that you launched. I know you mentioned this was in Q2, but was this something that was driven by demand from advisors or certain channels that wanted you to sort of get into this type of product?

Peter Anderson, CEO, CI Financial

No, we were quite excited to get into this. My understanding is the regulators provided us the opportunity to change the rules around the 81-105 funds, so we certainly took advantage of it. We were very selective in choosing our teams that we started with, and the result was a very limited group of three because all three of them have significant experience managing money exactly like that. In Munro, out of Australia, who has been doing this for over 10 years. Additionally, Marret and First Asset do that in their offering memorandum funds.

I think this is a trend that's going to continue as we're moving the business forward. It allows us to use these within our multi-manager products as well. We think this is a great opportunity, to be perfectly honest.

Stephen Boland, Infor Financial

Okay, and I'll just sneak in one more for Doug. The change in the pricing for—I think it was 33 funds. Is there an impact to the financials going forward, or it's not material?

Douglas Jamieson, EVP and CFO, CI Financial

No, not material. I think at the time we said it was a very small impact of a basis point or so.

Stephen Boland, Infor Financial

Okay. Thanks very much, guys.

Operator

Thank you. The following questions is from Graham Ryding from TD Securities. Please go ahead.

Graham Ryding, TD Securities

Hi, good morning. You talked about reducing the complexity and streamlining your product line-up. Can you maybe just elaborate on that a little bit, and what you're planning or looking at there?

Peter Anderson, CEO, CI Financial

We're just starting this and I would expect it will be a five-year project, to be perfectly honest. There's an awful lot of value to doing acquisitions, as you can all imagine, but it also creates significant duplication across our fund line-up. We have multiple platforms, we have multiple funds, so we're going to begin an exercise of just looking at our entire businesses, from our mutual fund business to our multi-manager business, to everything, and making sure that it all makes sense.

It's not a necessary reduction in our portfolio management teams, it is simply taking the teams that have expertise in certain areas and having them focus on that, rather than having a significant number of the same products. It's time to be able to streamline and modernize our businesses.

Graham Ryding, TD Securities

Okay. All right, that's helpful. The private pools, I guess that the pricing is going to be lower. Is the pricing sort of consistent with what you would have on your high net worth or your F-class funds today, or is it even lower than that level?

Then secondly, what is different about these funds that's going to be appealing to advisors?

Peter Anderson, CEO, CI Financial

The difference is that these pools have been designed for clients with in excess of $100,000 per pool, so they're priced accordingly. They're priced in the context of the market, so they're competitive. I would almost look at these pools as a fund company, within a fund company. If an investor comes into our private pools, and if they were going to switch, they would switch to something else within these pools. They wouldn't go from private pools back into CI, I don't think.

We think it's a robust offering, lots of choice, intended for high net worth and affluent investors. It's a simpler way for people to invest. As for pricing, yes, they're very competitively priced.

Graham Ryding, TD Securities

Okay. Gross sales; it looks like it's down a fair bit from this time last year. Should we assume that it's sort of Canadian equity, Canadian balanced are out of favour, that's part of the reason why your gross sales number is down year-over-year?

Peter Anderson, CEO, CI Financial

I would say mostly it's the industry, but I talked earlier about our redemptions. Gross sales are as a result of what's going on in the market. We all know that sales are lower in 2018 than they were in the past.

Graham Ryding, TD Securities

Okay, that's it for me, thanks.

Operator

Thank you.

The following question is from Scott Chan from Canaccord Genuity. Please go ahead.

Scott Chan, Canaccord Genuity

Good morning guys. Doug, just on the trailer fees, I noticed it was up sequentially, and the trend has obviously been down based on the product mix. Can you just provide some colour on the sequential increase?

Douglas Jamieson, EVP and CFO, CI Financial

It fluctuates from quarter-to-quarter; you're right, the trend has been down—whether it's movement to F-class or it could just be a mix of less back-end and more front-end now.

Scott Chan, Canaccord Genuity

Okay. Peter, you talked about, in your opening remarks, about top-selling funds. Can you just elaborate on that? Is your top-selling funds consistent with the industry, meaning probably non-domestic funds?

Peter Anderson, CEO, CI Financial

I would certainly say that our top-selling funds are global, today. They have been, global balanced, global income, that sort of stuff, and we continue to see good sales and good flows into them. For the most part, the funds that are selling well right now are also performing really quite well, as well. That's a good sign.

Scott Chan, Canaccord Genuity

Just lastly, on the relative performance, you provided some really good data points, I don't think I wrote them all down correctly, but it's obvious that the near-term performance has improved significantly at CI. Is there an inflection point where you get that three-year number, that key three-year number to be on average in the top two quartiles?

Peter Anderson, CEO, CI Financial

I'm very, very encouraged by the sales of all our major teams at CI right now. It's exactly what we were expecting when stock-picking became more relevant, when the market was not being run or seeing performance from just six companies. Today, it's a broader—and you have to be a stock-picker today with this volatility. In my mind, it's what we were looking for, and our managers have done exactly what we wanted them to do at this time.

Scott Chan, Canaccord Genuity

Okay, thank you, guys.

Operator

Thank you. The next question is from Tom MacKinnon from BMO Capital. Please go ahead.

Tom MacKinnon, BMO Capital Markets

Yes, thanks very much. Sorry, got on the call late. Just got two questions, not sure if they were asked, but: what is the expected impact from reducing the investment minimum for the preferred program pricing that you started in October 1? If you have any update as to when you might be turning the retail Canadian fund flows around?

Douglas Jamieson, EVP and CFO, CI Financial

I'll go first on the impact of reducing the minimum. We bundle that in with all the other new products we've launched. The trend we're seeing in fees is that it's within that one basis point, give or take, each quarter that we expect our average fee to decline.

Peter Anderson, CEO, CI Financial

Tom, I'm not going to give you any kind of a prediction on when I think we're going to go back to positive sales. What I will say is that I think our strategy will pay off, and it really is a very large sales team, access to every retail distribution channel. It's new products, competitively-priced products.

Then, the bogey is going to be, or the challenge is going to be the volatility in the market. We can't predict that. But as I said earlier, it's our top priority.

Tom MacKinnon, BMO Capital Markets

Now the performance has been improving and you've got some new product launches. Can you talk maybe about the penetration into IIROC channels and how that's trended?

Peter Anderson, CEO, CI Financial

I would say that we see significant growth in sales in the IIROC channel. That was a priority for us. IIROC was one of our challenges before redemptions, but we're also seeing significant growth in our gross sales there. Yes, we're quite encouraged by that.

The pools we just launched were specifically designed for advisors at IIROC because they wanted a flat fee as opposed to a tiered fee. But we've seen significant interest across every channel now, which was a big surprise for us, but very encouraging. I think we're going in the right direction.

Tom MacKinnon, BMO Capital Markets

Okay, thanks.

Operator

Thank you. The last question for today is from Gary Ho from Desjardins. Please go ahead.

Mr. Ho, your line is open, sir.

Gary Ho, Desjardins Capital Markets

Sorry to belabour this point. Just want to go back to the SG&A. One of your peers last week mentioned they would continue to spend on technology initiatives for the long-term benefit of the firm, whereas it sounds like you've taken a different approach to curtail costs near-term. Just wondering, how do you balance that and not kind of underspend where your competitors might be going the other way? Doug, maybe you can give us some examples where you see some benefits from cost-cutting.

Douglas Jamieson, EVP and CFO, CI Financial

I don't think I said we wouldn't spend on initiatives and technology. I think that's definitely where we will continue to spend. When we look for ways to curtail spend, it's other discretionary items, things that are nice to have that can be delayed or cancelled, but we do have a lot of priorities and key initiatives that will go ahead, certainly in the areas of spending on technology and innovation.

Peter Anderson, CEO, CI Financial

Yes, and I'm just going to reiterate that because I don't want any of you to think that we're pulling the reins in, in terms of our cost side. We're investing in this business. We see lots of areas that we can invest in that we think will provide long-term benefits to this company. Where we see those, we will do that: technology, innovation, digital, Assante, Stonegate, and other areas as well.

What CI has always been known for is that we'll adapt to any environment. With the volatility in the market we're just going to take a look at anything in the business that, as Doug said, is nice to have, but don't need to have right now. We're looking at that, but not at the expense of growth of our company.

Gary Ho, Desjardins Capital Markets

Got it, that's very helpful. Maybe just as well, you called out 90 percent of Sentry and Cambridge funds in the first and second quartile. I think Sentry's roughly 12 percent, 13 percent of AUM. What would Cambridge be of total CI's AUM?

Peter Anderson, CEO, CI Financial

About 20 percent.

Gary Ho, Desjardins Capital Markets

Around 20 percent, okay.

Peter Anderson, CEO, CI Financial

Then the other was Altrinsic, which is about 4 percent, I would say, 3 percent to 4 percent.

Gary Ho, Desjardins Capital Markets

Got it. Okay, that's it. Thanks very much.

Peter Anderson, CEO, CI Financial

Okay, I think we'll call it there. We're available if there's any other questions. Thank you very much and again, I apologize for the technology glitch. I kept reading not knowing that you guys couldn't hear me, but it was really good, just so you know.

Anyway, thank you so very much, and like I said, any questions, don't hesitate to call Doug or myself or the CI team. Thanks so much.