

**GUARDIAN CAPITAL GROUP LIMITED**

Report to Shareholders



**SECOND QUARTER 2011**



**GUARDIAN CAPITAL  
GROUP LIMITED**

## TO OUR SHAREHOLDERS:

We present the Company's operating results for the three months and the six months ended June 30, 2011.

For the periods ended June 30 (\$ in thousands, except per share amounts)	Three Months		Six Months	
	2011	2010	2011	2010
Net revenue	\$17,500	\$ 16,089	\$ 35,123	\$ 31,757
Net gains (losses) on securities	(478)	(1,329)	306	(335)
Net earnings attributable to shareholders	2,855	2,121	7,453	6,254
Cash flow from operations before change in non-cash working capital items	4,009	4,044	8,660	8,044
<b>Per Share</b>				
Basic net earnings	\$ 0.09	\$ 0.06	\$ 0.23	\$ 0.19
Diluted net earnings	0.09	0.06	0.23	0.19
Basic cash flow from operations before change in non-cash working capital items	\$ 0.12	\$ 0.12	\$ 0.27	\$ 0.24
Diluted cash flow from operations before change in non-cash working capital items	0.12	0.12	0.27	0.24

These are the Company's second interim financial statements presented in accordance with International Financial Reporting Standards (IFRS). Accordingly, these financial statements contain significant disclosures which are in addition to those contained in past interim financial statements, and all financial information for past periods from January 1, 2010 has been restated in accordance with IFRS.

As part of the implementation of IFRS, the Company has reported the net gains or losses on securities separately from net revenue, as it is believed that this presentation provides a more informative disclosure for readers of our financial statements.

Asset under management were \$16.2 billion as at June 30, 2011, compared to \$16.3 billion as at December 31, 2010 and \$14.6 billion as at June 30, 2010. Assets under administration were \$8.0 billion as at June 30, 2011, compared to \$7.8 billion as at December 31, 2010, and \$6.9 billion as at June 30, 2010.

Net earnings attributable to shareholders for the quarter were \$2.9 million or \$0.09 per share, diluted, compared to \$2.1 million or \$0.06 per share, diluted, in the second quarter of 2010.

Cash flow from operations for the quarter was \$4.0 million or \$0.12 per share, diluted, unchanged from the second quarter of 2010. For the six months ended June 30, 2011, cash flow from operations was \$8.7 million or \$0.23 per share, diluted, compared to \$8.0 million, or \$0.19 per share, diluted, for the six months ended June 30, 2010.

The fair value of the Company's holdings of securities as at June 30, 2011 was \$403.1 million, or \$12.23 per share, diluted, compared with \$383.6 million, or \$11.57 per share, diluted, at December 31, 2010.

The Company recently announced, with regret, the passing on July 14, 2011 of its long-serving Chairman and Chief Executive Officer, John Christodoulou. To fill the vacancies caused by Mr. Christodoulou's death, on August 9, 2011, the Board of Directors made the following Board and Executive appointments: Mr. A. Michael Christodoulou, Vice-President, Strategic Planning and Development of the Company, was appointed a member of the Board of Directors; Mr. James W. McCutcheon, a director of the Company since 1997 and Lead Director since May 29, 2009, was appointed Chairman of the Board of Directors; and Mr. George Mavroudis, President of the Company and a senior executive since 2005, was also appointed Chief Executive Officer.

[signed "George Mavroudis"]

George Mavroudis  
President and Chief Executive Officer

August 9, 2011

**CONSOLIDATED BALANCE SHEETS (Unaudited)**

As at (\$ in thousands)	June 30 2011	December 31 2010	January 1 2010
<b>ASSETS</b>			
<b>Current assets</b>			
Cash	\$ 6,629	\$ 5,194	\$ 8,227
Interest-bearing deposits with banks	4,140	12,356	10,469
Accounts receivable and other	21,067	15,823	17,631
Loans receivable	5,756	6,462	3,961
Receivables from clients and broker	26,761	27,676	21,591
Prepaid expenses	924	1,142	1,133
	<b>65,277</b>	<b>68,653</b>	<b>63,012</b>
<b>Securities holdings (note 4)</b>	<b>403,063</b>	<b>383,604</b>	<b>363,559</b>
<b>Other assets</b>			
Deferred tax assets	3,154	2,679	3,243
Intangible assets	5,501	5,521	6,069
Equipment	1,820	1,870	1,953
Goodwill	5,249	5,249	5,249
	<b>15,724</b>	<b>15,319</b>	<b>16,514</b>
<b>Total Assets</b>	<b>\$ 484,064</b>	<b>\$ 467,576</b>	<b>\$ 443,085</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Bank loans and borrowings (note 5)	\$ 54,745	\$ 46,500	\$ 46,097
Client deposits	4,047	11,984	10,488
Accounts payable and other	15,621	16,366	14,861
Payable to clients	26,761	27,676	21,591
Due on securities sold short	394	664	804
	<b>101,568</b>	<b>103,190</b>	<b>93,841</b>
<b>Other liabilities</b>			
Deferred tax liabilities	33,687	31,494	31,490
<b>Total Liabilities</b>	<b>135,255</b>	<b>134,684</b>	<b>125,331</b>
<b>EQUITY</b>			
<b>Shareholders' equity</b>			
Capital stock (note 6)	22,934	22,934	24,132
Treasury stock (note 6)	(15,063)	(11,443)	(13,783)
Contributed surplus	6,958	6,549	5,972
Retained earnings	187,630	185,379	186,526
Accumulated other comprehensive income	141,915	128,437	114,821
	<b>344,374</b>	<b>331,856</b>	<b>317,668</b>
<b>Non-controlling interests</b>	<b>4,435</b>	<b>1,036</b>	<b>86</b>
<b>Total Equity</b>	<b>348,809</b>	<b>332,892</b>	<b>317,754</b>
<b>Total Liabilities and Equity</b>	<b>\$ 484,064</b>	<b>\$ 467,576</b>	<b>\$ 443,085</b>

**CONSOLIDATED STATEMENTS OF OPERATIONS** (Unaudited)

For the periods ended June 30 (\$ in thousands, except per share amounts)	Three Months		Six Months	
	2011	2010	2011	2010
<b>Revenue</b>				
Gross commission revenue	\$ 15,645	\$ 14,304	\$ 32,238	\$ 30,088
Commissions paid to advisors	(12,968)	(11,871)	(26,645)	(24,996)
	2,677	2,433	5,593	5,092
Management fee income, net (note 7)	9,596	8,375	19,020	16,340
Administrative services income	1,108	1,421	2,363	2,761
Dividend and interest income (note 8)	4,119	3,860	8,147	7,564
<b>Net revenue</b>	<b>17,500</b>	<b>16,089</b>	<b>35,123</b>	<b>31,757</b>
<b>Expenses</b>				
Employee compensation and benefits	8,783	8,171	17,199	16,338
Amortization	635	669	1,261	1,299
Interest	398	313	767	570
Other expenses	4,368	3,761	8,431	7,346
	14,184	12,914	27,658	25,553
Operating earnings	3,316	3,175	7,465	6,204
Net gains (losses) on securities (note 9)	(478)	(1,329)	306	(335)
Earnings before income taxes	2,838	1,846	7,771	5,869
Income tax expense (recovery)	37	(171)	337	(318)
<b>Net earnings</b>	<b>\$ 2,801</b>	<b>\$ 2,017</b>	<b>\$ 7,434</b>	<b>\$ 6,187</b>
Net earnings (loss) attributable to:				
Shareholders	\$ 2,855	\$ 2,121	\$ 7,453	\$ 6,254
Non-controlling interests	(54)	(104)	(19)	(67)
Net earnings	\$ 2,801	\$ 2,017	\$ 7,434	\$ 6,187
Net earnings per Class A and Common share:				
Basic	\$ 0.09	\$ 0.06	\$ 0.23	\$ 0.19
Diluted	0.09	0.06	0.23	0.19

**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME** (Unaudited)

For the periods ended June 30 (\$ in thousands)	Three Months		Six Months	
	2011	2010	2011	2010
<b>Net earnings</b>	<b>\$ 2,801</b>	<b>\$ 2,017</b>	<b>\$ 7,434</b>	<b>\$ 6,187</b>
<b>Other comprehensive income</b>				
Available for sale securities:				
Net change in fair value	(9,688)	(26,787)	17,678	4,956
Income tax expense (reversal) on net change	(1,109)	(2,491)	2,276	1,229
	(8,579)	(24,296)	15,402	3,727
Transfer to income of unrealized (gains) losses upon disposal	(51)	410	514	(642)
Reversal of income taxes	11	22	11	136
	(40)	432	525	(506)
Change in foreign currency translation adjustment on foreign subsidiary	(371)	2,936	(2,449)	584
<b>Other comprehensive income (loss)</b>	<b>(8,990)</b>	<b>(20,928)</b>	<b>13,478</b>	<b>3,805</b>
<b>Comprehensive income (loss)</b>	<b>\$ (6,189)</b>	<b>\$ (18,911)</b>	<b>\$ 20,912</b>	<b>\$ 9,992</b>
Comprehensive income (loss) attributable to:				
Shareholders	\$ (6,135)	\$ (18,807)	\$ 20,931	\$ 10,059
Non-controlling interests	(54)	(104)	(19)	(67)
Comprehensive income (loss)	\$ (6,189)	\$ (18,911)	\$ 20,912	\$ 9,992

**CONSOLIDATED STATEMENTS OF EQUITY (Unaudited)**

For the periods ended June 30 (\$ in thousands)	Three Months		Six Months	
	2011	2010	2011	2010
<b>Equity, beginning of period</b>	<b>\$ 353,490</b>	\$ 333,582	<b>\$ 332,892</b>	\$ 317,754
<b>Shareholders' equity, beginning of period</b>	<b>351,998</b>	333,291	<b>331,856</b>	317,668
Capital stock (note 6b)				
Balance, beginning of period	22,934	23,315	22,934	24,132
Acquired and cancelled (note 6c)	--	--	--	(817)
<b>Capital stock, end of period</b>	<b>22,934</b>	23,315	<b>22,934</b>	23,315
Treasury stock (note 6d)				
Balance, beginning of period	(13,320)	(14,133)	(11,443)	(13,783)
Shares acquired	(1,743)	--	(3,620)	(350)
Shares disposed of	--	29	--	29
<b>Treasury stock, end of period</b>	<b>(15,063)</b>	(14,104)	<b>(15,063)</b>	(14,104)
Contributed surplus				
Balance, beginning of period	6,704	6,204	6,549	5,972
Stock-based compensation expense recorded	254	200	409	432
Equity-based entitlements redeemed	--	(29)	--	(29)
<b>Contributed surplus, end of period</b>	<b>6,958</b>	6,375	<b>6,958</b>	6,375
Retained earnings				
Balance, beginning of period	184,775	178,351	185,379	186,526
Net earnings attributable to shareholders	2,855	2,121	7,453	6,254
Dividends paid	--	--	(5,202)	(4,949)
Excess of purchase price over issue price of Company's capital stock acquired (note 6c)	--	--	--	(7,359)
Excess of purchase price over carrying value of non-controlling interest in subsidiary acquired	--	(1,700)	--	(1,700)
<b>Retained earnings, end of period</b>	<b>187,630</b>	178,772	<b>187,630</b>	178,772
Accumulated other comprehensive income				
Unrealized gains on available for sale securities, net of income taxes				
Balance, beginning of period	157,135	141,906	132,589	114,821
Net change in fair value during period	(8,579)	(24,296)	15,402	3,727
Transfer to net earnings of losses (gains) on disposal	(40)	432	525	(506)
Balance, end of period	148,516	118,042	148,516	118,042
Foreign currency translation adjustment on a self-sustaining foreign subsidiary				
Balance, beginning of period	(6,230)	(2,352)	(4,152)	--
Change during the period	(371)	2,936	(2,449)	584
Balance, end of period	(6,601)	584	(6,601)	584
<b>Accumulated other comprehensive income, end of period</b>	<b>141,915</b>	118,626	<b>141,915</b>	118,626
<b>Shareholders' equity, end of period</b>	<b>344,374</b>	312,984	<b>344,374</b>	312,984
<b>Non-controlling interests</b>				
Balance, beginning of period	1,492	291	1,036	86
Net (loss) attributable to non-controlling interests	(54)	(104)	(19)	(67)
Net subscriptions	2,997	587	3,418	755
<b>Non-controlling interests, end of period</b>	<b>4,435</b>	774	<b>4,435</b>	774
<b>Equity, end of period</b>	<b>\$ 348,809</b>	\$ 313,758	<b>\$ 348,809</b>	\$ 313,758

**CONSOLIDATED STATEMENTS OF CASH FLOW** (Unaudited)

For the periods ended June 30 (\$ in thousands)	Three Months		Six Months	
	2011	2010	2011	2010
<b>Operating Activities</b>				
Net earnings	\$ 2,801	\$ 2,017	\$ 7,434	\$ 6,187
Adjustments for:				
Income taxes (paid) recovered	(196)	--	(475)	109
Income tax expense (recovery)	37	(171)	337	(318)
Net loss (gain) on securities	478	1,329	(306)	335
Amortization of intangible assets	536	542	1,061	1,047
Amortization of equipment	99	127	200	252
Stock-based compensation	254	200	409	432
	<b>4,009</b>	4,044	<b>8,660</b>	8,044
Net change in non-cash working capital items (note 10)	<b>(1,739)</b>	255	<b>(4,927)</b>	(739)
Net cash from operating activities	<b>2,270</b>	4,299	<b>3,733</b>	7,305
<b>Investing activities</b>				
Acquisition of securities	<b>(37,518)</b>	(32,269)	<b>(59,939)</b>	(60,458)
Proceeds from sale of securities	<b>34,489</b>	30,502	<b>56,089</b>	60,427
Acquisition of intangible assets	<b>(601)</b>	(519)	<b>(1,042)</b>	(841)
Acquisition of equipment	<b>(132)</b>	(66)	<b>(166)</b>	(202)
Disposition of intangible assets	--	--	--	49
Net cash from (used in) investing activities	<b>(3,762)</b>	(2,352)	<b>(5,058)</b>	(1,025)
<b>Financing activities</b>				
Acquisition of capital stock	--	--	--	(8,176)
Dividends paid	--	--	<b>(5,202)</b>	(4,949)
Disposition (acquisition) of treasury stock	<b>(1,743)</b>	29	<b>(3,620)</b>	(321)
Proceeds of bank loan	<b>1,643</b>	(29)	<b>3,520</b>	321
Net subscriptions from non-controlling interests	<b>2,997</b>	587	<b>3,418</b>	755
Acquisition of non-controlled interest in subsidiary	--	(1,700)	--	(1,700)
Net cash from (used in) financing activities	<b>2,897</b>	(1,113)	<b>(1,884)</b>	(14,070)
<b>Foreign exchange</b>				
Net effect of foreign exchange rate changes on cash balances	<b>(16)</b>	129	<b>(80)</b>	48
Net change in cash, net of bank indebtedness	<b>1,389</b>	963	<b>(3,289)</b>	(7,742)
Cash, net of bank indebtedness, beginning of period	<b>(4,541)</b>	(2,792)	<b>137</b>	5,913
Cash, net of bank indebtedness, end of period	<b>\$ (3,152)</b>	\$ (1,829)	<b>\$ (3,152)</b>	\$ (1,829)
Represented by				
Cash			<b>\$ 6,629</b>	\$ 7,128
Bank indebtedness			<b>(9,781)</b>	(8,957)
			<b>\$ (3,152)</b>	\$ (1,829)

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)****1. REPORTING ENTITY**

These unaudited interim consolidated financial statements include the accounts of Guardian Capital Group Limited and its subsidiaries and other controlled entities (the "Company"), including special purpose entities which the Company is considered to control, and the Company's proportionate share of the assets, liabilities, revenue and expenses of a joint venture. The Company is incorporated under the laws of the Province of Ontario. The Company provides investment management and financial advisory services to a wide range of clients in Canada and abroad, and maintains and manages a proprietary investment portfolio.

**2. SIGNIFICANT ACCOUNTING POLICIES****(a) Statement of compliance**

These consolidated financial statements have been prepared in accordance with International Accounting Standard 34, *Interim Financial Reporting*, as issued by the International Accounting Standards Board ("IASB") and using the accounting policies which the Company expects to adopt in its financial statements for the year ending December 31, 2011.

As these interim financial statements are the Company's second financial statements prepared in accordance with International Financial Reporting Standards ("IFRS"), certain disclosures that are required to be included in annual financial statements prepared in accordance with IFRS and which were not included in the Company's most recent financial statements prepared in accordance with Canadian Generally Accepted Accounting Principles ("Canadian GAAP") have been included in these financial statements.

These interim statements should be read in conjunction with the Company's 2010 annual financial statements, as well as the significant accounting policies disclosed in the Company's first quarter 2011 interim financial statements. An explanation of how the transition to IFRS has affected the Company's previously reported financial position and results of operations is provided in note 13 to these financial statements.

These financial statements were authorized for issuance by the Board of Directors of the Company on August 9, 2011.

**(b) Basis of presentation**

These consolidated financial statements have been prepared on a going concern basis and the historical cost basis, except for certain financial instruments that have been measured at fair value.

These financial statements are presented in Canadian dollars, which is the Company's functional currency. In these notes, all dollar amounts and numbers of shares are stated in thousands. Per share amounts and option exercise prices are stated in dollars and cents.

**3. FUTURE CHANGES IN ACCOUNTING POLICIES**

A number of new standards, and amendments to existing standards, have been issued by IASB, which will be effective for the Company's consolidated financial statements at certain future dates. The following is a description of these new standards and amendments, with indications of how they may affect the Company's consolidated financial statements.

**(a) Financial instruments**

The initial installments of IFRS 9, *Financial Instruments*, ("IFRS 9") were issued by IASB in November, 2009 and October, 2010. These installments represent the first phase in IASB's planned phased replacement of IAS 39, *Financial Instruments: Recognition and Measurement* ("IAS 39") with an improved standard for financial instruments that is principle-based and less complex.

The main changes to the requirements of IAS 39 that may have an effect on the Company's consolidated financial statements are as follows:



- All financial assets that are currently within the scope of IAS 39 will be classified as either amortized cost or fair value. The Available for Sale and Loans & Receivables categories will no longer exist.
- The above classification will be based on an entity's business model for managing the financial assets and the contractual cash flow characteristics of the financial assets. Reclassifications between amortized cost and fair value will be prohibited, unless there is a change in the entity's business model.
- Changes in the fair value of financial assets classified at fair value are recorded in net earnings, except that an entity may choose to designate certain equity securities at fair value to be recorded in other comprehensive income. If this option is chosen, all subsequent changes in those securities must be recorded in other comprehensive income, and no transfer to net earnings of gains or losses on disposal will be permitted. Dividend income on those securities would continue to be recorded in net earnings.

The next phases in IASB's project will address the impairment of financial assets measured at amortized cost, and hedge accounting. IASB has indicated that it currently aims to replace all the remaining requirements of IAS 39 in the second half of 2011.

IFRS 9 will be effective for annual periods beginning on or after January 1, 2013, with early adoption permitted. The Company is currently evaluating the impact of IFRS 9 on its consolidated financial statements, particularly with regard to the recording of its securities holdings.

#### **(b) Related party disclosures**

On November 4, 2009, IASB issued a revised version of IAS 24, *Related Party Disclosures* ("IAS 24"). IAS 24 requires entities to disclose in their financial statements information about transactions with related parties. Generally, two parties are related to each other if one party controls, or significantly influences, the other party. The revisions to IAS 24 have simplified the definition of a related party and removed certain of the disclosures currently required. The revised standard will be effective for annual periods beginning on or after January 1, 2011. The Company is currently evaluating the impact of IAS 24 on the disclosures in its 2011 and subsequent consolidated annual financial statements.

#### **(c) Consolidated financial statements**

IFRS 10, *Consolidated Financial Statements* ("IFRS 10") was issued by IASB on May 12, 2011, replacing the current consolidation standards in IAS 27, *Consolidated and Separate Financial Statements* ("IAS 27") and SIC 12, *Consolidation – Special Purpose Entities* ("SIC 12"). IFRS 10 will introduce a single consolidation model applicable to all investees and indicate that an investor must consolidate an investee when the investor has the ability to influence decisions affecting returns of the investee, has exposure to variability in those returns and there is a linkage between the two. IFRS 10 also will introduce the concepts of principal versus agent and *de facto* control, which may have an affect on the consolidation of the Company's investments in mutual funds. IFRS 10 will be effective for annual periods beginning on or after January 1, 2013. The Company is currently evaluating the impact of IFRS 10 on its consolidated financial statements.

#### **(d) Joint arrangements**

IFRS 11, *Joint Arrangements* ("IFRS 11") was issued by IASB on May 12, 2011 replacing IAS 31, *Interests in Joint Ventures* ("IAS 31"). IFRS 11 defines joint arrangements in largely the same manner as under IAS 31, but it sub-categorizes them into either joint operations or joint ventures, and establishes the appropriate accounting method for each type of joint arrangement. The primary difference between IFRS 11 and IAS 31 is that IFRS 11 requires that joint ventures be accounted for using the equity method, whereas IAS 31 allowed management a choice between the equity method and proportionate consolidation. IFRS 11 will be effective for annual periods beginning on or after January 1, 2013. The Company is currently evaluating the impact of IFRS 11 on its consolidated financial statements.

#### **(e) Disclosure of interests in other entities**

IFRS 12, *Disclosure of Interests in Other Entities* ("IFRS 12") was issued by IASB on May 12, 2011, and combines in a single standard the disclosure requirements for interests in subsidiaries, associates and joint arrangements, as well as unconsolidated structured entities. IFRS 12 will be effective for annual periods beginning on or after January 1, 2013. The Company is currently evaluating the impact of IFRS 12 on the disclosures in its consolidated financial statements.

#### **(f) Fair value measurement**

IFRS 13, *Fair Value Measurement* ("IFRS 13") was issued by IASB on May 12, 2011. IFRS 13 establishes a framework for measuring fair value and sets out related disclosure requirements when fair value measurement is required or permitted under other standards. IFRS 13 will be effective for annual periods beginning on or after January 1, 2013. The Company is currently evaluating the impact of IFRS 9 on the fair value measurements in its consolidated financial statements.



#### 4. SECURITIES HOLDINGS

An analysis of the Company's securities holdings is as follows:

As at June 30, 2011 and December 31, 2010	2011	2010
Available for sale securities		
Short-term securities (a)	\$ 10,640	\$ 11,675
Mutual funds	48,955	49,652
Equity securities	323,323	305,306
	382,918	366,633
Held for trading securities		
Equity securities (b)	18,101	14,927
Total securities at fair value (c)	401,019	381,560
Securities at amortized cost (d)		
Promissory notes	2,044	2,044
<b>Total securities holdings</b>	<b>\$ 403,063</b>	<b>\$ 383,604</b>

(a) Short-term securities shown above include securities of non-controlled mutual funds that hold short-term securities, as well as directly held short-term securities that are continually reinvested by the Company and therefore are included in securities holdings.

(b) Held for trading equity securities consist of securities held by consolidated mutual funds which meet the criteria for this classification. Changes in fair value are included in net gains on securities.

(c) The Company's securities holdings and due on securities sold short have been categorized based upon a fair value hierarchy, as follows:

As at June 30, 2011 and December 31, 2010	Level 1		Level 2		Level 3		Total	
	2011	2010	2011	2010	2011	2010	2011	2010
Securities at fair value	\$ 397,231	\$ 377,608	\$ --	\$ --	\$ 3,788	\$ 3,952	\$ 401,019	\$ 381,560
Due on securities sold short	(394)	(664)	--	--	--	--	(394)	(664)
Net	\$ 396,837	\$ 376,944	\$ --	\$ --	\$ 3,788	\$ 3,952	\$ 400,625	\$ 380,896

An analysis of the movement in level 3 securities is as follows:

For the periods ended June 30	Three Months		Six Months	
	2011	2010	2011	2010
Level 3 securities, beginning of period	\$ 3,586	\$ 1,820	\$ 3,952	\$ 1,384
Increase (decrease) in value	202	30	(164)	466
Level 3 securities, end of period	\$ 3,788	\$ 1,850	\$ 3,788	\$ 1,850

(d) As at June 30, 2011, repayment of the balance of these notes is due in blended quarterly installments of principal and interest, calculated at 10.25% per annum. The following is the estimated fair value of these notes:

As at June 30, 2011 and December 31, 2010	2011	2010
Promissory notes - Fair value	\$ 4,312	\$ 4,243

#### 5. BANK LOANS AND BORROWINGS

As at June 30, 2011 and December 31, 2010	2011	2010
Bank indebtedness (a)	\$ 9,781	\$ 5,057
Bank loan (b)	14,964	11,443
Bankers' acceptances payable (c)	30,000	30,000
Total	\$ 54,745	\$ 46,500

**(a) Bank indebtedness**

Bank indebtedness consists of overdraft borrowing under a line of credit from a major Canadian chartered bank, which is available to a maximum of \$11,000, due on demand, secured by a General Security Agreement, and bearing interest at the bank prime rate plus 0.25%.

**(b) Bank loan**

Through the EPSP Trust, the Company has a bank demand loan from a major chartered bank, which bears interest at the bank prime rate plus 0.25%, and is secured by the deposit as collateral of the treasury stock held by the EPSP Trust valued at \$18,356 at June 30, 2011 (December 31, 2010 - \$12,926), and other securities valued at \$9,001 at June 30, 2011 (December 31, 2010 - \$8,450).

**(c) Bankers' acceptances payable**

The company has outstanding notes payable under bankers' acceptances, which are guaranteed by a major Canadian chartered bank. The balance at June 30, 2011 is due at various dates over a period of 63 days. Under this borrowing facility, bankers' acceptances may be issued for periods from 30 to 270 days, at rates negotiated in the bankers' acceptance market. The borrowing facility is secured by a General Security Agreement.

**6. CAPITAL STOCK****(a) Authorized**

i) Unlimited preferred shares, without par value, may be issued in an unlimited number of series, the designation, rights, privileges, conditions and other provisions of which are to be determined by the Board of Directors.

ii) Unlimited Class A non-voting shares without par value, convertible into common shares on a one-for-one basis, under certain terms and conditions, the highlights of which are as follows: if any person other than an insider of the Company acquires ownership, control or direction over in excess of 50% of the common shares, or makes an offer to all common shareholders to buy common shares, the Class A shares may be converted into common shares, unless holders of over 50% of the outstanding common shares do not accept the offer, or an equivalent offer is made to the holders of Class A shares.

iii) Unlimited common shares, without par value, convertible on a one-for-one basis into Class A non-voting shares.

**(b) Issued and Outstanding**

For the three months ended June 30	2011		2010	
	Shares	Amount	Shares	Amount
<b>i) Class A shares</b>				
Outstanding, beginning of period	28,963	\$ 21,686	29,136	\$ 21,986
Converted from common shares	50	12	147	36
Outstanding, end of period	29,013	21,698	29,283	22,022
<b>ii) Common shares</b>				
Outstanding, beginning of period	5,168	1,248	5,500	1,329
Converted to class A shares	(50)	(12)	(147)	(36)
Outstanding, end of period	5,118	1,236	5,353	1,293
<b>Total issued and outstanding</b>	<b>34,131</b>	<b>\$ 22,934</b>	<b>34,636</b>	<b>\$ 23,315</b>
For the six months ended June 30	2011		2010	
	Shares	Amount	Shares	Amount
<b>i) Class A shares</b>				
Outstanding, beginning of period	28,815	\$ 21,650	30,180	\$ 22,794
Acquired and cancelled	--	--	(1,081)	(817)
Converted from common shares	198	48	184	45
Outstanding, end of period	29,013	21,698	29,283	22,022
<b>ii) Common shares</b>				
Outstanding, beginning of period	5,316	1,284	5,537	1,338
Converted to class A shares	(198)	(48)	(184)	(45)
Outstanding, end of period	5,118	1,236	5,353	1,293
<b>Total issued and outstanding</b>	<b>34,131</b>	<b>\$ 22,934</b>	<b>34,636</b>	<b>\$ 23,315</b>

**(c) Issuer Bid**

Under its Normal Course Issuer Bid, no shares were purchased by the Company during the six months ended June 30, 2011. During the six months ended June 30, 2010, the Company acquired 1,081 of its Class A shares for \$8,176, of which \$7,359, the excess of the purchase price over the issue price, was charged directly to retained earnings.

**(d) Treasury Stock**

The Company purchases and holds shares in its capital stock through an Employee Profit Sharing Plan Trust (the "EPSP Trust"), which are accounted for as treasury stock. These shares are deposited as collateral against a bank loan, which is used to finance the purchase of the shares. A summary of the changes in the Company's treasury stock is as follows:

For the three months ended June 30	2011		2010	
	Shares	Amount	Shares	Amount
Balance, beginning of period	1,680	\$ 13,320	1,828	\$ 14,133
Shares acquired	172	1,743	--	--
Shares disposed of	--	--	(9)	(29)
Balance, end of period	1,852	\$ 15,063	1,819	\$ 14,104

  

For the six months ended June 30	2011		2010	
	Shares	Amount	Shares	Amount
Balance, beginning of period	1,479	\$ 11,443	1,785	\$ 13,783
Shares acquired	373	3,620	43	350
Shares disposed of	--	--	(9)	(29)
Balance, end of period	1,852	\$ 15,063	1,819	\$ 14,104

As at June 30, 2011, the treasury stock was composed of 63 common shares (2010 – 163) and 1,789 class A shares (2010 – 1,656 shares).

**(e) EPSP Trust – Stock-based entitlements**

The stock-based entitlements provided by the Company to certain senior employees through the EPSP Trust are in the form of either an option-like entitlement or an equity-based entitlement, as described below.

## i) Option-like entitlements

The option-like entitlements allow the employees to purchase shares from the EPSP Trust at prices equal to the amount of the bank loan per share pertaining to those shares, subject to predetermined vesting arrangements and other conditions. Due to the nature of these entitlements and the conditions attached to them, the contractual life of the entitlement is indeterminable.

A summary of the changes in the option-like entitlements is as follows:

For the three months ended June 30	2011		2010	
	Number of Shares	Weighted Average Purchase Price	Number of Shares	Weighted Average Purchase Price
Option-like entitlements, beginning of period	954	\$ 8.32	1,299	\$ 8.18
Entitlements provided	347	9.69	--	--
Option-like entitlements, end of period	1,301	\$ 8.68	1,299	\$ 8.18

For the six months ended June 30	2011		Number of Shares	2010 Weighted Average Purchase Price
	Number of Shares	Weighted Average Purchase Price		
Option-like entitlements, beginning of period	954	\$ 8.32	1,299	\$ 8.18
Entitlements provided	347	9.69	--	--
Option-like entitlements, end of period	1,301	\$ 8.68	1,299	\$ 8.18

Because these entitlements have option-like characteristics, they are accounted for as options and valued using the Black-Scholes option pricing model. The value of the entitlements provided is recorded as compensation cost over the vesting period of the entitlements, and is credited to contributed surplus. On exercise of an entitlement, treasury stock is reduced for the value of the entitlement exercised.

As at June 30, 2011, there were outstanding option-like entitlements for 63 common shares (2010 – 163) and 1,238 class A shares (2010 – 1,136).

Option-like entitlements provided during the six months ended June 30, 2011 had a fair value of \$1,384. No option-like entitlements were provided during the periods ended June 30, 2010.

## ii) Equity-based entitlements

Equity-based entitlements allow the employees to purchase shares from the EPSP Trust at zero cost, subject to predetermined vesting arrangements and other conditions. When such purchases by employees occur, the Company pays to the EPSP Trust the amount of the bank loan attributable to the shares purchased. Due to the nature of these entitlements and the conditions attached to them, the contractual life of the entitlement is indeterminable.

A summary of the changes in the number of shares under equity-based entitlements is as follows:

For the periods ended June 30	Three Months		Six Months	
	2011	2010	2011	2010
Entitlements, beginning of period	525	529	525	486
Entitlements provided	26	--	26	43
Entitlements exercised	--	(9)	--	(9)
Entitlements, end of period	551	520	551	520

Equity-based entitlements are valued at the fair market value of the shares purchased by the EPSP Trust on the date of the provision of the entitlement. This value is recorded by the Company as compensation cost over the vesting period, and is credited to contributed surplus. On exercise of an entitlement, treasury stock and contributed surplus are reduced for the value of the entitlement exercised.

Equity-based entitlements provided during the three months and the six months ended June 30, 2011 had a fair value of \$266 (2010 – three months \$Nil; six months \$350).

## (f) Stock Option Plan

A summary of the changes in the Company's outstanding stock options is as follows:

For the three months ended June 30	2011		Class A Shares	2010 Weighted Average Exercise Price
	Class A Shares	Weighted Average Exercise Price		
Options				
Outstanding, beginning of period	36	10.50	506	\$ 11.69
Expired	--	--	(470)	\$ 11.79
Outstanding, end of period	36	\$ 10.50	36	\$ 10.50

For the six months ended June 30	2011		2010	
	Class A Shares	Weighted Average Exercise Price	Class A Shares	Weighted Average Exercise Price
Options				
Outstanding, beginning of period	36	\$ 10.50	506	\$ 11.69
Expired	--	\$ --	(470)	\$ 11.79
Outstanding, end of period	36	\$ 10.50	36	\$ 10.50

**(g) Weighted average shares outstanding**

For the periods ended June 30	Three Months		Six Months	
	2011	2010	2011	2010
Weighted average number of Class A and Common shares outstanding:				
Basic	32,350	32,815	32,458	33,004
Effect of outstanding dilutive instruments	668	504	161	489
Diluted	33,018	33,319	32,619	33,493

**7. MANAGEMENT FEE INCOME, NET**

Management fee income is presented net of referral fees which are paid to referring agents, amounting to \$814 and \$422 for the six and three months ended June 30, 2011 (2010 - \$783 and \$448).

**8. DIVIDEND AND INTEREST INCOME**

Dividend and interest income is composed of the following:

For the periods ended June 30	Three Months		Six Months	
	2011	2010	2011	2010
Dividend income	\$ 3,807	\$ 3,753	\$ 7,562	\$ 7,361
Interest income	312	107	585	203
Total Dividend and interest income	\$ 4,119	\$ 3,860	\$ 8,147	\$ 7,564

**9. NET GAINS (LOSSES) ON SECURITIES**

Net gains (losses) on securities are composed of the following:

For the periods ended June 30	Three Months		Six Months	
	2011	2010	2011	2010
Held for trading securities (a)	\$ (455)	\$ (477)	\$ (251)	\$ (392)
Available for sale securities	(23)	(852)	557	38
Securities at amortized cost	--	--	--	19
Net gains (losses) on securities	\$ (478)	\$ (1,329)	\$ 306	\$ (335)

(a) Net gains on held for trading securities include net gains on securities both owned and sold short by consolidated mutual funds.

**10. NET CHANGE IN NON-CASH WORKING CAPITAL ITEMS**

For the periods ended June 30	Three Months		Six Months	
	2011	2010	2011	2010
Decrease in interest-bearing deposits with banks	\$ 4,489	\$ 3,318	\$ 7,910	\$ 1,462
(Increase) decrease in accounts receivable and other	(4,786)	568	(5,274)	1,701
Decrease (increase) in loans receivable	156	(789)	516	(806)
(Increase) decrease in receivables from clients and broker	(5,900)	(446)	916	3,761
Decrease in prepaid expenses	133	44	213	401
(Decrease) in client deposits	(4,304)	(2,887)	(7,644)	(1,059)
Increase (decrease) in accounts payable and other	2,573	1	(648)	(2,438)
Increase (decrease) in payable to clients	5,900	446	(916)	(3,761)
Net change	\$ (1,739)	\$ 255	\$ (4,927)	\$ (739)

**11. BUSINESS SEGMENTS**

The Company operates in the following three main segments: a) the investment management segment, which involves the earning of management fees relating to investment management services provided to clients; b) the financial advisory segment which relates to the earning of sales commissions and administrative services revenue from assets under administration; and c) the corporate activities and investments segment, which relates substantially to the investment of the Company's securities holdings, as well as corporate development activities. The allocation of costs to individual segments is undertaken to provide management information on the cost of providing services and a tool to manage and control expenditures. The following tables disclose certain information about these segments:

For the three months ended June 30	Investment Management		Financial Advisory		Corporate Activities and Investments		Consolidated	
	2011	2010	2011	2010	2011	2010	2011	2010
Gross Commission revenue	\$ --	\$ --	\$ 15,645	\$ 14,304	\$ --	\$ --	\$ 15,645	\$ 14,304
Commissions paid to advisors	--	--	(12,968)	(11,871)	--	--	(12,968)	(11,871)
	--	--	2,677	2,433	--	--	2,677	2,433
Management fee income, net	9,596	8,375	--	--	--	--	9,596	8,375
Administrative services income	178	332	929	1,089	1	--	1,108	1,421
Dividend and interest income	134	57	115	48	3,870	3,755	4,119	3,860
Net revenue	9,908	8,764	3,721	3,570	3,871	3,755	17,500	16,089
Expenses								
Employee compensation and benefits	4,681	4,350	2,050	1,930	2,052	1,891	8,783	8,171
Amortization	49	43	571	577	15	49	635	669
Interest	46	36	10	9	342	268	398	313
Other net expenses	2,851	2,397	2,490	1,874	(973)	(510)	4,368	3,761
	7,627	6,826	5,121	4,390	1,436	1,698	14,184	12,914
Operating earnings (loss)	2,281	1,938	(1,400)	(820)	2,435	2,057	3,316	3,175
Net (loss) on securities	--	--	--	--	(478)	(1,329)	(478)	(1,329)
Earnings before income taxes	2,281	1,938	(1,400)	(820)	1,957	728	2,838	1,846
Income tax expense (recovery)	536	509	(323)	(192)	(176)	(488)	37	(171)
Net earnings	\$ 1,745	\$ 1,429	\$ (1,077)	\$ (628)	\$ 2,133	\$ 1,216	\$ 2,801	\$ 2,017
Net earnings attributable to:								
Shareholders	1,745	1,429	(1,077)	(628)	2,187	1,320	2,855	2,121
Non-controlling interests	--	--	--	--	(54)	(104)	(54)	(104)
Net earnings	\$ 1,745	\$ 1,429	\$ (1,077)	\$ (628)	\$ 2,133	\$ 1,216	\$ 2,801	\$ 2,017
Capital expenditures on segment assets:								
Intangible assets	\$ 54	\$ 8	\$ 547	\$ 511	\$ --	\$ --	\$ 601	\$ 519
Equipment	10	36	28	26	94	4	132	66



For the six months ended June 30	Investment Management		Financial Advisory		Corporate Activities and Investments		Consolidated	
	2011	2010	2011	2010	2011	2010	2011	2010
Gross Commission revenue	\$ --	\$ --	\$ 32,238	\$ 30,088	\$ --	\$ --	\$ 32,238	\$ 30,088
Commissions paid to advisors	--	--	(26,645)	(24,996)	--	--	(26,645)	(24,996)
Management fee income, net	19,020	16,340	--	--	--	--	19,020	16,340
Administrative services income	366	538	1,992	2,223	5	--	2,363	2,761
Dividend and interest income	254	106	233	93	7,660	7,365	8,147	7,564
Net revenue	19,640	16,984	7,818	7,408	7,665	7,365	35,123	31,757
Expenses								
Employee compensation and benefits	9,244	8,841	4,101	3,856	3,854	3,641	17,199	16,338
Amortization	99	85	1,133	1,116	29	98	1,261	1,299
Interest	92	69	21	18	654	483	767	570
Other net expenses	5,655	4,748	4,601	3,656	(1,825)	(1,058)	8,431	7,436
	15,090	13,743	9,856	8,646	2,712	3,164	27,658	25,553
Operating earnings (loss)	4,550	3,241	(2,038)	(1,238)	4,953	4,201	7,465	6,204
Net gain on securities	--	--	--	--	306	(335)	306	(335)
Earnings before income taxes	4,550	3,241	(2,038)	(1,238)	5,259	3,866	7,771	5,869
Income tax expense (recovery)	1,093	860	(462)	(294)	(294)	(884)	337	(318)
Net earnings	\$ 3,457	\$ 2,381	\$ (1,576)	\$ (944)	\$ 5,553	\$ 4,750	\$ 7,434	\$ 6,187
Net earnings attributable to:								
Shareholders	\$ 3,457	\$ 2,381	\$ (1,576)	\$ (944)	\$ 5,572	\$ 4,817	\$ 7,453	\$ 6,254
Non-controlling interests	--	--	--	--	(19)	(67)	(19)	(67)
Net earnings	\$ 3,457	\$ 2,381	\$ (1,576)	\$ (944)	\$ 5,553	\$ 4,750	\$ 7,434	\$ 6,187
Capital expenditures on segment assets:								
Intangible assets	\$ 217	\$ 25	\$ 825	\$ 816	\$ --	\$ --	\$ 1,042	\$ 841
Equipment	21	45	45	86	100	71	166	202
As at June 30, 2011 and December 31, 2010								
Segment assets and liabilities:								
Assets	\$ 27,295	\$ 30,924	\$ 51,761	\$ 50,819	\$ 405,008	\$ 385,833	\$ 484,064	\$ 467,576
Liabilities	17,009	18,294	66,990	33,406	51,256	82,984	135,255	134,684

The following tables disclose certain information about the Company's activities, segmented geographically:

For the three months ended June 30	Canada		Rest of the World		Consolidated	
	2011	2010	2011	2010	2011	2010
Net revenue	\$ 16,215	\$ 14,988	\$ 1,285	\$ 1,101	\$ 17,500	16,089
As at June 30, 2011 and December 31, 2010						
For the six months ended June 30	Canada		Rest of the World		Consolidated	
	2011	2010	2011	2010	2011	2010
Net revenue	\$ 32,752	\$ 29,829	\$ 2,371	\$ 1,928	\$ 35,123	\$ 31,757
Non-current assets						
Intangible assets	\$ 5,473	\$ 5,491	\$ 28	\$ 30	\$ 5,501	\$ 5,521
Equipment	1,334	1,353	486	517	1,820	1,870
Goodwill	5,249	5,249	--	--	5,249	5,249

## 12. FINANCIAL RISKS MANAGEMENT

The Company's goal in managing financial risk is to evaluate the risks being taken against the benefits that are targeted to be achieved and, where those risks are deemed acceptable, to mitigate those risks, where practicable. A discussion on the Company's risk management practices is included under the heading "Risk Factors" in the Management's Discussion and Analysis, on pages 31 and 32 of the Company's Second Quarter 2011 Interim Report. The following are the more significant risks associated with financial instruments to which the Company is subject:

### (a) Market Risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and price risk.

#### (i) Currency Risk

The Company's main direct exposure to currency risk is on its investments in its foreign subsidiaries, amounting to \$80,958 US (\$78,084 Canadian) at fair value as at June 30, 2011. Changes in the value of these investments caused by changes in the US dollar exchange rate are reflected in the Consolidated Statement of Comprehensive Income in the period in which the change occurs. A strengthening of the Canadian dollar against the US dollar by 10%, with all other factors remaining unchanged, would result in a loss of \$8,096 Canadian being recorded in other comprehensive income in the Consolidated Statement of Comprehensive Income. A weakening of the Canadian dollar against the US dollar would have an equal but opposite effect.

#### (ii) Interest Rate Risk

The Company is exposed to interest rate risk in its international banking operations, through the assets interest-bearing deposits with banks of \$4,140 and loans receivable of \$5,756 and the client deposits liability of \$4,047. This risk is managed through the matching of interest rates and maturities on these balances.

#### (iii) Price Risk

The Company is exposed to price risk with its securities holdings, and the amounts due on securities sold short. Unrealized changes in the values of its securities holdings are recorded as unrealized gains or losses in the Consolidated Statements of Comprehensive Income (for available for sale securities) and as gains or losses in the Consolidated Statements of Operations (for held for trading securities and securities sold short). This risk is managed through the use of professional in-house portfolio management expertise, which takes a disciplined approach to investment management. The long and short securities holdings, excluding the Bank of Montreal shares, are also diversified by asset class and, as shown in the chart below, by geographical region. The chart also indicates the realized or unrealized gain or loss which would be recorded as a result of a 10% change in the market prices in each region:

As at June 30, 2011 and December 31, 2010	2011		2010	
	Fair value of marketable investments excluding Bank of Montreal shares and short- term investments, net of securities sold short	Unrealized gain or loss from 10% market change in region	Fair value of marketable investments excluding Bank of Montreal shares and short- term investments, net of securities sold short	Unrealized gain or loss from 10% market change in region
Canada	\$ 30,314	±\$ 3,031	\$ 32,271	±\$ 3,227
United States	8,853	± 885	8,943	± 894
Rest of the World	57,749	± 5,775	54,576	± 5,458
<b>Total</b>	<b>\$ 96,916</b>	<b>±\$ 9,691</b>	<b>\$ 95,790</b>	<b>±\$ 9,579</b>

### (b) Concentration Risk

The Company is exposed to concentration risk associated with the \$303,709 investment in the Bank of Montreal shares, which is a significant portion of the Company's securities holdings. The Company monitors the investment in the Bank of Montreal shares on a continuous basis. A change in the price of the Bank of Montreal shares by 10% would result in an unrealized gain or loss of \$30,371 being recorded in the Consolidated Statement of Comprehensive Income.

### (c) Credit Risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. The Company's total credit risk exposure, without consideration of any collateral or other credit enhancements, is as outlined below:

As at June 30, 2011 and December 31, 2010	2011	2010
Cash	\$ 6,629	\$ 5,194
Interest-bearing deposits with banks	4,140	12,356
Accounts receivable and other	21,067	15,823
Loans receivable	5,756	6,462
Receivable from clients and broker	26,761	27,676
Securities at amortized cost – promissory notes	2,044	2,044
Loan guarantees	482	482
Total, before collateral and credit enhancements	\$ 66,879	\$ 70,037

The Company considers its credit risk to be low. The interest-bearing deposits with banks and the majority of the accounts receivable are due from major institutions. The Company reviews the credit worthiness of any banks with which it places deposits, and does not deal with a bank if it is not satisfied with the bank's financial strength. The credit exposure on receivables from clients and loans receivable is offset with securities, which are held in the client margin accounts of the securities dealer subsidiary, and by the offshore bank subsidiary, respectively. There are controls on the amounts that these clients may borrow, depending upon the securities that are pledged. The operations and results of the issuer of the promissory notes are closely monitored, and the interest rate on the notes reflects the issuer's credit quality. Offsetting the credit exposure on the loan guarantees are marketable securities pledged by the borrowers, the market values of which the Company actively monitors on a continuous basis.

#### (d) Liquidity Risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting obligations associated with its financial liabilities. The Company manages this financial risk by maintaining a portfolio of securities holdings, and by arranging for significant borrowing facilities with major Canadian banks.

### 13. TRANSITION TO IFRS

The Company adopted IFRS effective January 1, 2011, with a transition date of January 1, 2010. Prior to the adoption of IFRS, the Company prepared its financial statements in accordance with Canadian GAAP. The Company's financial statements for the year ending December 31, 2011 will be the first annual financial statements that comply with IFRS. The Company will ultimately prepare its opening balance sheet as at January 1, 2010 and financial statements for 2010 and 2011 by applying existing IFRS with an effective date of December 31, 2011 or prior. Accordingly, the opening balance sheet as at January 1, 2010 and financial statements for 2010 and 2011 may differ from these financial statements.

#### (a) Elected exemptions from full retrospective application

In preparing these consolidated financial statements in accordance with IFRS 1 *First-time Adoption of International Financial Reporting Standards* ("IFRS 1"), the Company has applied certain of the optional exemptions from full retrospective application of IFRS. The optional exemptions applied are described as follows:

- (i) Business combinations – The Company has applied the business combinations exemption in IFRS 1 to not apply IFRS 3 *Business Combinations* retrospectively to past business combinations. Accordingly, The Company has not restated business combinations that took place prior to the transition date.
- (ii) Stock-based payment transactions – The Company has elected to not apply IFRS 2, *Share-based payments* to equity instruments issued on or before November 7, 2002 or those which vested before the transition date.
- (iii) Equipment and intangible assets – The Company has elected to use the Canadian GAAP carrying values as the deemed costs for all equipment and intangible assets for its transition date balance sheet under IFRS.
- (iv) Cumulative foreign currency translation – The Company has elected to set the cumulative foreign currency translation differences to zero and reclassify to retained earnings the balances under Canadian GAAP at the date of transition.

#### (b) Mandatory exemption from full retrospective application

In preparing these consolidated financial statements in accordance with IFRS 1, the Company has applied certain mandatory exemptions from full retrospective application of IFRS. The mandatory exemptions applied from full retrospective application of IFRS are described as follows:

(i) Estimates – Hindsight was not used to create or revise estimates and, accordingly, the estimates made by the Company under Canadian GAAP are consistent with their application under IFRS.

(ii) The Company prospectively applied the requirements of IAS 27, *Consolidated and Separate Financial Statements*, regarding losses in a subsidiary attributable to non-controlling interests in excess of the non-controlling interest's equity.

### (c) Reconciliation of equity

The following is a reconciliation of the Company's equity reported in accordance with Canadian GAAP to its equity in accordance with IFRS:

As at	See notes – Pages 23 and 24	December 31, 2010	June 30, 2010	January 1, 2010
<b>Shareholders' equity and total equity</b>				
Balance under Canadian GAAP		\$ 330,588	\$ 314,135	\$ 317,784
Differences increasing (decreasing) reported shareholders' equity:				
Accumulated currency translation adjustment	(i)	--	--	--
Changes in substantively enacted tax rates	(ii)	--	--	--
Fair value of securities	(iv)	3,633	1,522	1,026
Reclassification of securities	(v)	614	110	--
Intra-group transactions	(vi)	(1,052)	(896)	(896)
Employee compensation and benefits	(vii)	(227)	(187)	(246)
Acquisition of non-controlled interest in a subsidiary	(viii)	(1,700)	(1,700)	--
		1,268	(1,151)	(116)
<b>Shareholders' equity under IFRS</b>		<b>331,856</b>	<b>312,984</b>	<b>317,668</b>
<b>Non-controlling interests</b>				
Balance under Canadian GAAP		--	--	--
Differences increasing (decreasing) reported non-controlling interests:				
Reclassification from liabilities	(iii)	1,036	774	86
<b>Non-controlling interests under IFRS</b>		<b>1,036</b>	<b>774</b>	<b>86</b>
<b>Total equity under IFRS</b>		<b>\$ 332,892</b>	<b>\$ 313,758</b>	<b>\$ 317,754</b>

### (d) Reconciliation of net earnings

The following is a reconciliation of the Company's net earnings reported in accordance with Canadian GAAP to those reported under IFRS for the year ended December 31, 2010 and periods ended June 30, 2010:

For the periods	See notes – Pages 23 and 24	Year ended December 31, 2010	Three months ended June 30, 2010	Six months ended June 30, 2010
Net earnings under Canadian GAAP		\$ 15,075	\$ 2,275	\$ 6,239
Differences increasing (decreasing) reported net earnings:				
Reclassification of non-controlling interests from liabilities	(iii)	27	(1)	(14)
Reclassification of securities	(v)	1,734	(404)	(262)
Employee compensation and benefits	(vii)	255	147	224
		2,016	(258)	(52)
Net earnings under IFRS		\$ 17,091	\$ 2,017	\$ 6,187

**(e) Reconciliation of comprehensive income**

The following is a reconciliation of the Company's comprehensive income reported in accordance with Canadian GAAP to that reported under IFRS for the year ended December 31, 2010 and periods ended June 30, 2010:

For the periods	See notes Pages 22 and 23	Year ended December 31, 2010	Three months ended June 30, 2010	Six months ended June 30, 2010
Comprehensive income under Canadian GAAP		\$ 27,123	\$(18,972)	\$ 9,229
Differences increasing (decreasing) reported comprehensive income:				
Differences in net earnings		2,016	(258)	(52)
Fair value of securities	(iv)	2,607	54	496
Reclassification of securities	(v)	(1,039)	265	319
		3,584	61	763
Comprehensive income under IFRS		\$ 30,707	\$(18,911)	\$ 9,992

**(f) Notes to the explanation of the transition to IFRS****(i) Accumulated currency translation adjustment**

The Company elected, in accordance with the provisions of IFRS 1, to reset its accumulated foreign currency translation adjustment to zero on January 1, 2010, and to transfer the debit balance at that date to retained earnings. This transition adjustment result in no net change to the Company's equity.

**(ii) Changes in substantively enacted tax rates**

Under IFRS, the tax effects of items recognized outside net earnings (in comprehensive income) are recorded outside net earnings. This differs from Canadian GAAP, which allowed the tax effects of certain items recognized outside net earnings to be recognized within net earnings. When substantively enacted tax rates decreased in 2007 and 2009, the Company recognized tax expense reductions within net earnings in respect of items which were recognized outside net earnings. The transfer of these amounts from retained earnings to accumulated other comprehensive income upon transition to IFRS resulted in no net change to the Company's equity.

**(iii) Reclassification of non-controlling interests from liabilities**

Under IFRS, non-controlling interests in subsidiaries are presented in the statements of financial position within the equity section. In addition, the net earnings and comprehensive income of the Company are divided between the amounts attributed to the shareholders of the Company and to the non-controlling interests. This differs from Canadian GAAP, where non-controlling interests are shown as a liability in the statement of financial position, and as an expense in the statement of operations and the statement of comprehensive income. The reclassification of non-controlling interests under IFRS resulted in a non-controlling interests component in the company's equity.

**(iv) Fair value of securities**

Under IFRS, available for sale securities, including securities which do not have a quoted market price in an active market, must be carried at fair value, unless the fair value of such security cannot be reliably measured, in which case it may be carried at cost. This differs from Canadian GAAP, in that available for sale securities which did not have a quoted market price in an active market were carried at cost, less any writedown for impairment. The recording of the fair value of certain securities without a quoted market price under IFRS increased the Company's equity,

**(v) Reclassification of securities**

On transition to IFRS, effective January 1, 2010, the Company has reclassified certain securities held in controlled mutual funds from available for sale to held for trading, where they are treated as "fair value through net earnings". This reclassification, which must be applied on a retrospective basis, has the effect that the Company will record all subsequent changes in fair value of the securities held in these controlled mutual funds through net earnings rather than through other comprehensive income. In addition, on transition to IFRS, the Company has reclassified certain securities without a quoted market value from available for sale to loans and receivables. This reclassification, which must be applied on a retrospective basis, has the effect that the Company will value these securities at amortized cost rather than actual cost, with subsequent changes being recorded through other comprehensive income. In the fourth quarter of 2010, the Company determined that a previously written-down debt security's recoverable amount exceeded the current carrying value. As a result, this excess was recorded as a gain on securities. The reclassification of these securities under IFRS affected the Company's equity, net earnings and other comprehensive income.

(vi) Intra-group transactions

Under IFRS, the effects of intra-group transaction are eliminated, except for the tax effects of the transactions, because the tax effects create real assets or liabilities from the point of view of the Company. Under Canadian GAAP, the effects of intra-group transactions were eliminated in their entirety, including tax consequences. Certain intra-group transactions were carried out prior to January 1, 2010, and others in the fourth quarter of 2010. The cumulative adjustments from recognizing the tax effects of these intra-group transactions decreased the Company's equity.

(vii) Employee compensation and benefits

(a) Stock-based compensation

Under IFRS, stock-based compensation awards with graded vesting are considered to be a series of individual awards, and each award must be expensed separately over its vesting term. This differs from Canadian GAAP, which allowed awards with graded vesting to be pooled and expensed as one award on a straight-line basis over the vesting period of the pool. Adjusting for the accelerated recording of stock-based compensation awards under IFRS resulted in changes in net earnings and shareholders' equity.

(b) Accumulated paid absences

From time to time, employees of the Company have accumulated paid absences (vacations) which, by their terms, are not "vested". Under IFRS, the Company must accrue all such accumulated paid absences. This differs from Canadian GAAP, which did not require an accrual for unvested accumulated paid absences. Adjusting for the recognition of the liability for accumulated paid absences under IFRS resulted in changes in net earnings and shareholders' equity.

(viii) Acquisition of non-controlled interests in a subsidiary

Under IFRS, if an entity acquires the remaining non-controlled interest in a subsidiary, the transaction is accounted for as an equity transaction between shareholders. To the extent that the consideration paid exceeds the carrying value of the non-controlling interests acquired, such an amount is charged directly to the equity accounts of the shareholders of the Company. This differs from Canadian GAAP, where the acquisition of non-controlling interests in a subsidiary was accounted for as a business combination and could result in the recording of additional goodwill. During the second quarter of 2010, the Company purchased the remaining non-controlling interest in the Company's financial advisory subsidiary. Under Canadian GAAP, this amount was recorded as an addition to goodwill, but under IFRS, it has been recorded as a reduction in retained earnings.

#### 14. FINANCIAL STATEMENT REVIEW

These interim financial statements have not been reviewed by the Company's auditors.

#### 15. SUBSEQUENT EVENT - ACQUISITION

On July 1, 2011, the Company acquired a 67% interest in IDC Worldsource Insurance Network Inc. ("IDC WIN"), a life insurance managing general agency (an "MGA"), formed through the amalgamation of the company's MGA subsidiary, Worldsource Insurance Network Inc. ("WIN") and IDC Financial Inc. In addition to transferring 33% of the ownership of WIN, the Company paid \$8,541 to the vendors, 50% on closing and 50% over a period of one year after closing.

The 67% ownership of IDC WIN is expected to increase the operating leverage of, and create a national presence for, the Company's MGA business.

Goodwill, which is not expected to be deductible for income tax purposes, represents the value of the acquired advisor base, the expectation that IDC WIN will be able to maximize the value of the contracts with major insurance carriers, and the expectation that synergies will be able to be achieved, to maximize the profitability of the combined entity.



The provisional accounting for the consideration paid for the acquisition is as follows:

<b>Consideration paid</b>	
Cash on closing	<b>\$ 4,270</b>
Cash to be paid over a period of one year after closing	<b>4,271</b>
Ownership of WIN transferred	<b>3,143</b>
<b>Total consideration paid</b>	<b>11,684</b>
<b>Fair value of identifiable net assets acquired:</b>	
Intangible assets	<b>10,721</b>
Accounts receivable and other	<b>499</b>
Investment in associated entity	<b>763</b>
Equipment	<b>272</b>
Accounts payable and other	<b>(446)</b>
Bank loans and borrowings	<b>(45)</b>
	<b>11,764</b>
Less: Fair value of non-controlling interests in identifiable net assets	<b>(3,882)</b>
<b>Net value of net assets acquired</b>	<b>7,882</b>
<b>Goodwill</b>	<b>\$ 3,802</b>

The non-controlling interests in IDC WIN are measured at their proportionate share of the net identifiable assets of the acquired business. In addition, the fair value of the 33% interest in WIN which was transferred will be credited to non-controlling interests.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

In accordance with securities regulatory requirements, the discussion and analysis which follows pertains to the financial position of Guardian Capital Group Limited and its subsidiaries and consolidated entities ("Guardian") for the three months and six months ended June 30, 2011 and the comparative periods in the year 2010, as well as to certain prior annual and quarterly periods. Readers are encouraged to refer to the discussions and analyses contained in the 2010 Annual Report and the first quarter 2011 Interim Report. This discussion and analysis has been prepared as of August 9, 2011.

On January 1, 2011, Guardian adopted International Financial Reporting Standards ("IFRS") for financial reporting purposes, using a transition date of January 1, 2010. The financial statements for the three months and six months ended June 30, 2011, including required comparative information, have been prepared in accordance with IFRS 1, *First-time Adoption of International Financial Reporting Standards*, and with International Accounting Standard ("IAS") 34, *Interim Financial reporting*, as issued by the International Accounting Standards Board ("IASB"). Previously, Guardian prepared its Interim and Annual Consolidated Financial Statements in accordance with Canadian generally accepted accounting principles ("GAAP"). Unless otherwise noted, 2010 comparative information has been prepared in accordance with IFRS.

The Adoption of IFRS has not had an impact on Guardian's operations, strategic decisions and cash flow. Information on the IFRS adjustments is provided in the Notes to Consolidated Financial Statements for the period ended June 30, 2011.

Additional information relating to Guardian and its business, including Guardian's Annual Information Form, is available on "SEDAR" at [www.sedar.com](http://www.sedar.com).

### CAUTION CONCERNING FORWARD-LOOKING STATEMENTS

Guardian may, from time to time, make "forward-looking statements" in annual and quarterly reports, and in other documents prepared for shareholders or filed with securities regulators. These statements, characterized by such words as "goal", "outlook", "intends", "expects", "plan", "prospects", "are confident", "believe" and "anticipate", are intended to reflect Guardian's objectives, plans, expectations, estimates, beliefs and intentions.

By their nature, forward-looking statements involve risks and uncertainties. There is a risk that the expectations reflected in such forward-looking statements will not be achieved. Undue reliance should not be placed on these statements, as a number of factors could cause actual results to differ materially from Guardian's objectives, plans, expectations and estimates reflected in the forward-looking statements. Factors which could cause actual results to differ from expectations include, among other things, general economic and market conditions, including interest rates, business competition, changes in government regulations or in tax laws, and other factors.

### OVERVIEW OF GUARDIAN'S BUSINESS

Guardian is a diversified financial services company. Guardian serves the wealth management needs of a range of clients through its various business segments. The areas in which Guardian operates are: investment management; financial advisory; and corporate activities and investments. As at June 30, 2011, Guardian had \$16.2 billion in assets under management and \$8.0 billion of financial advisory assets under administration. Guardian's assets include a diversified portfolio of securities which, together with its investment in Bank of Montreal shares, had a fair value of approximately \$403.1 million at the end of the quarter.

### SUBSEQUENT EVENTS

#### Changes to Board and Executives

Guardian recently announced, with regret, the death on July 14, 2011 of Guardian's long-serving Chairman and Chief Executive Officer, John Christodoulou. To fill the vacancies caused by Mr. Christodoulou's death, on August 9, 2011, the Guardian Board of Directors made the following Board and Executive appointments: Mr. A. Michael Christodoulou, a Guardian employee since 1993 and Vice-President, Strategic Planning and Development since February, 2009, was appointed a member of the Guardian Board of Directors; Mr. James W. McCutcheon, a director of Guardian since 1997 and Lead Director of the Guardian Board of Directors since May 29, 2009, was appointed Chairman of the Board of Directors; and Mr. George Mavroudis, a senior executive of Guardian since 2005 and President of Guardian since January, 2009, was appointed President and Chief Executive Officer of Guardian.

**Acquisition of Managing General Agency**

Effective July 1, 2011, Guardian acquired a 67% ownership in IDC Worldsource Insurance Network Inc. ("IDC WIN"), a life insurance managing general agency ("MGA") formed through the amalgamation of Guardian's existing MGA, Worldsource Insurance Agency Inc. ("WIN") and IDC Financial Inc., to form one of the largest MGAs in Canada. As part of the transaction, in addition to transferring ownership of 33% of WIN, Guardian purchased shares of IDC WIN for approximately \$8.5 million, 50% paid on closing and 50% payable over a period of one year. As a result of this transaction, Guardian's life insurance assets under administration ("AUA") are expected to increase by approximately \$0.8 billion, and Guardian's MGA business became national in scope, with significant strength in British Columbia and Ontario. IDC WIN is anticipated to be a positive contributor to Guardian's cash flow in 2012.

**USE OF NON-IFRS MEASURES**

Guardian's management uses certain measures to evaluate and assess the performance of its business. One of the measures that Guardian uses is not in accordance with IFRS. Non-IFRS measures do not have standardized meanings prescribed by IFRS, and are therefore unlikely to be strictly comparable to similar measures presented by other companies. However, Guardian's management believes that most shareholders, creditors, other stakeholders and investment analysts prefer to include the use of this measure in analyzing Guardian's results.

Guardian's management measures the performance of Guardian's business by using "Cash flow from operations before changes in non-cash working capital items", which is disclosed in the chart under "Consolidated Financial Results", below. This non-IFRS measure is used by management to indicate the amount of cash either provided by or used in Guardian's operating activities, and many companies similar to Guardian use this measure in a similar manner. The most comparable IFRS measure is "Net cash from operating activities", which is disclosed in Guardian's Consolidated Statements of Cash Flow. The following is a reconciliation of the non-IFRS measure to the IFRS measure:

For the periods ended June 30 (\$ in thousands)	Three Months		Six Months	
	2011	2010	2011	2010
Net cash from operating activities, as reported	\$ 2,270	\$ 4,299	\$ 3,733	\$ 7,305
Net change in non-cash working capital items	1,739	(255)	4,927	739
Cash flow from operations before changes in non-cash working capital items	\$ 4,009	\$ 4,044	\$ 8,660	\$ 8,044

**CONSOLIDATED FINANCIAL RESULTS**

The comparative financial results of Guardian on a consolidated basis are summarized in the following table.

For the periods ended June 30 (\$ in thousands, except per share amounts)	Three Months		Six Months	
	2011	2010	2011	2010
Net revenue	\$ 17,500	\$ 16,089	\$ 35,123	\$ 31,757
Expenses	14,184	12,914	27,658	25,553
Operating earnings	3,316	3,175	7,465	6,204
Net gains (losses) on securities	(478)	(1,329)	306	(335)
Earnings before income taxes	2,838	1,846	7,771	5,869
Income tax expense (recovery)	37	(171)	337	(318)
Net earnings	\$ 2,801	\$ 2,017	\$ 7,434	\$ 6,187
Cash flow from operations before changes in non-cash working capital items	\$ 4,009	\$ 4,044	\$ 8,660	\$ 8,044
Diluted per share amounts				
Net earnings	\$ 0.09	\$ 0.06	\$ 0.23	\$ 0.19
Cash flow from operations before changes in non-cash working capital items	\$ 0.12	\$ 0.12	\$ 0.27	\$ 0.24

As at ( <i>\$ in millions, except per share amounts</i> )	2011		2010	
	June 30	March 31	December 31	June 30
<b>Assets under management</b>	<b>\$ 16,159</b>	\$ 16,432	\$ 16,266	\$ 14,561
<b>Assets under administration</b>	<b>\$ 8,042</b>	\$ 8,118	\$ 7,783	\$ 6,927
<b>Value of corporate holders of securities</b>	<b>\$ 403</b>	\$ 411	\$ 383	\$ 368
<b>Value of corporate holdings of securities per share, diluted</b>	<b>\$ 12.23</b>	\$ 12.42	\$ 11.57	\$ 11.04

## REVENUES AND EXPENSES

### Investment Management Revenue

The largest source of revenue at Guardian is management fees received from clients, which vary as a result of changes in the values of assets managed, and variations in the rates of management fees charged. The following is a summary of the assets under management and supervision:

As at ( <i>\$ in millions</i> )	2011		2010	
	June 30	March 31	December 31	June 30
<b>Institutional</b>	<b>\$ 14,708</b>	\$15,062	\$ 14,910	\$ 13,346
<b>Private wealth</b>	<b>1,321</b>	1,234	1,229	1,091
<b>International</b>	<b>130</b>	127	127	124
<b>Total</b>	<b>\$ 16,159</b>	\$16,423	\$ 16,266	\$ 14,561

Total assets under management ("AUM") at Guardian were \$16.2 billion at the end of the second quarter of 2011, marginally lower than the \$16.3 billion at December 31, 2010, but 11% higher than the \$14.6 billion at June 30, 2010. The reduction in the second quarter of 2011 was caused by the reductions in the capital markets, offset by a small amount of net new monies received from new and existing clients.

The management fees for the second quarter of 2011 were \$9.6 million, net of referral fee payments, an increase of approximately 2% from the \$9.4 million in the first quarter, and 14% above the \$8.4 million a year earlier, as a result of the increased AUM at June 30, compared to a year earlier, and the gradually increasing rates of management fees as a result of the change in the mix of clients.

Institutional management fees earned in the second quarter amounted to \$7.3 million, compared with \$7.4 million in the first quarter and \$6.4 million a year earlier, a 14% increase over the prior year. Private Wealth management fees earned in the quarter amounted to \$1.6 million, an increase of 7% from \$1.5 million a year earlier. Management fees earned from international clients were \$0.7 million in the second quarter of 2011, compared to \$0.6 million in the first quarter and \$0.5 million a year earlier.

### Financial Advisory Revenue

Net sales commission revenue earned from the financial advisory business, which is generated from the sale of mutual funds, securities and insurance, as well as from continuing fees related to assets under administration, were approximately \$2.7 million in the second quarter of 2011, a 9% reduction from the first quarter but 10% greater than the prior year. The current reduction was caused by: the reduction in AUA during the quarter; a cyclical reduction in activity after the "RSP season"; and the continuing trend of the AUA being invested in assets providing lower initial commissions but higher "trailers", which provides a continuous flow of commissions. This latter trend also accounts for the fact that the 10% increase in revenue over the prior year is less than the 16% increase in AUA during that period.

### Administrative Services Income

Administrative services income, composed of registered plan and other fees earned in the financial advisory area, and also trust and corporate administration fees earned in the international area, amounted to \$1.1 million for the second quarter. These fees declined compared to 2010 and the first quarter of 2011, due to lower special activity fees in both the financial advisory and international operations, and the effect of lower foreign exchange rates on US dollar revenues earned by the international operations. These fees are less directly impacted by fluctuations in the financial markets than Guardian's other sources of revenue.

**Dividend and Interest Income**

The following is a summary of Guardian's dividend and interest income:

For the periods ended June 30 (\$ in thousands)	Three Months		Six Months	
	2011	2010	2011	2010
Dividend income	\$ 3,807	\$ 3,753	\$ 7,562	\$ 7,361
Interest income	312	107	585	203
<b>Total</b>	<b>\$ 4,119</b>	<b>\$ 3,860</b>	<b>8,147</b>	<b>7,564</b>

Dividend and interest income increased over the past year, due to Guardian's increased investments in consolidated mutual funds, and an annual dividend received from a direct investment. In addition, interest income was higher as a result of an increase in the level of lending in Guardian's banking subsidiary, and the effect of higher interest rates on the interest earnings in the securities dealer subsidiary.

**Net Gains on Securities**

The following is a summary of Guardian's net gains on securities:

For the periods ended June 30 (\$ in thousands)	Three Months		Six Months	
	2011	2010	2011	2010
Net (losses) in consolidated mutual funds	\$ (455)	\$ (477)	\$ (251)	\$ (392)
Net gains (losses) on securities directly held	(23)	(852)	557	57
<b>Net gains (losses)</b>	<b>\$ (478)</b>	<b>\$ (1,329)</b>	<b>\$ 306</b>	<b>\$ (335)</b>

The net losses from investments in consolidated mutual funds in the first quarter resulted from continuing investment transactions in those funds.

**Expenses**

Guardian's operating expenses were \$14.2 million in the second quarter of 2011, compared with \$13.5 million in the first quarter and \$12.9 million in 2010. Employee compensation increased 7% compared with the second quarter of 2010 and 4% compared to the first quarter, due to planned changes in staff levels and variable compensation costs. The increase in other expenses in the second quarter of 2011 was due to increased professional costs in the financial advisory segment, including one-time costs associated with the acquisition of the MGA business referred to under "Subsequent Events" in this discussion and analysis. The increase in interest expense reflects increases in borrowings and rates of borrowing costs.

**NET EARNINGS AND CASH FLOW FROM OPERATIONS**

For the periods ended June 30 (\$ in thousands)	Three Months		Six Months	
	2011	2010	2011	2010
<b>Net earnings</b>	<b>\$ 2,801</b>	\$ 2,017	<b>\$ 7,434</b>	\$ 6,187
<b>Earnings per share, diluted</b>	<b>\$ 0.09</b>	\$ 0.06	<b>\$ 0.23</b>	\$ 0.19
<b>Cash flow from operations before changes in non-cash working capital</b>	<b>\$ 4,009</b>	\$ 4,044	<b>\$ 8,660</b>	\$ 8,044
<b>Cash flow from operations before changes in non-cash working capital per share, diluted</b>	<b>\$ 0.12</b>	\$ 0.12	<b>\$ 0.27</b>	\$ 0.24

Net earnings for the second quarter of 2011 were \$2.8 million, compared to \$4.6 million in the first quarter and \$2.0 million a year earlier. Cash flow from operations for the quarter amounted to \$4.0 million, compared to \$4.7 million in the first quarter and \$4.0 million for 2010. The reduction in earnings in the second quarter of 2011 compared to the first quarter was substantially caused by a \$1.3 million reduction in net gains (losses) on securities and the one-time expense of \$320,000 referred to above. The current differences between earnings per share and cash flow per share arise primarily due to the impact of amortization expenses and stock-based compensation, as well as the exclusion of gains or losses on sales of securities from the calculation of cash flow from operations.

## LIQUIDITY AND CAPITAL RESOURCES

The strength of Guardian's balance sheet has enabled Guardian to attract Associates, provide clients with a high comfort level, make appropriate use of borrowings, and develop its businesses. It has also allowed Guardian to maintain the appropriate levels of working capital in each of its areas of operations. The strong cash flow enables Guardian to meet all of its financial commitments, to finance the expansion of its businesses and to purchase the capital assets necessary for the development of those businesses. Guardian's total bank borrowings at June 30, 2011 amounted to \$54.7 million, compared with \$53.0 million at June 30, 2010. The total credit available, at attractive terms, under the three borrowing arrangements amounts to \$66 million. We are confident that the strength of Guardian's balance sheet will continue to provide benefits in the future. Guardian's holdings of securities as at June 30, 2011 had a fair value of \$403.1 million, or \$12.23 per share, diluted, compared with \$383.6 million, or \$11.57 per share, diluted, as at December 31, 2010, and \$368.0 million, or \$11.04 per share, diluted, at June 30, 2010. The following is a summary of Guardian's securities holdings:

### CORPORATE HOLDINGS OF SECURITIES

As at June 30 <i>(\$ in thousands, except per share amounts)</i>	2011	2010
<b>Securities at fair value:</b>		
Short-term securities	\$ 10,640	\$ 13,325
Mutual funds	48,955	42,814
Bank of Montreal shares	303,709	286,349
Other equity securities	37,715	23,727
<b>Total securities at fair value</b>	<b>401,019</b>	366,215
<b>Promissory notes at amortized cost</b>	<b>2,044</b>	1,765
<b>Total securities holdings</b>	<b>\$ 403,063</b>	\$ 367,980
<b>Total securities holdings per share, diluted</b>	<b>\$ 12.23</b>	\$ 11.04

Guardian's holdings of securities are managed independently of our clients' assets, except for those of our assets that are invested in Guardian's mutual or pooled funds, or mutual funds for which Guardian is an advisor.

### CONTRACTUAL OBLIGATIONS

Guardian has contractual commitments for the payment of certain obligations over a period of time. A summary of those commitments, including a summary of the periods during which they are payable, is shown in the following table.

As at June 30, 2011 <i>(\$ in thousands)</i>	Payments due by period				
	Total	Less than One year	One to three years	Three to five years	After five years
<b>Bank loans and borrowings</b>	\$ 54,745	\$ 54,745	\$ --	\$ --	\$ --
<b>Client deposits</b>	4,047	4,047	--	--	--
<b>Accounts payable and other</b>	15,546	15,546	--	--	--
<b>Payable to clients</b>	26,761	26,761	--	--	--
<b>Operating lease obligations</b>	2,864	1,171	1,393	300	--
<b>Total contractual obligations</b>	<b>\$ 103,963</b>	<b>\$ 102,270</b>	<b>\$ 1,393</b>	<b>\$ 300</b>	<b>\$ --</b>

Guardian's contractual commitments are supported by its strong financial position, including its securities holdings, referred to above under the heading "Liquidity and Capital Resources". The Payable to Clients, in Guardian's securities dealer subsidiary, is offset by the Receivable from Clients and Broker, and the Client Deposits, in the offshore banking subsidiary, are supported by the Interest-Bearing Deposits with Banks and Loans Receivable.



## SUMMARY OF QUARTERLY RESULTS

The following chart summarizes Guardian's financial results for the past eight quarters.

Quarters ended (\$ in thousands)	Jun 30, 2011	Mar 31, 2011	Dec 31, 2010 (1)	Sep 30, 2010 (1)	Jun 30, 2010 (1)	Mar 31, 2010 (1)	Dec 31, 2009 (1)(2)	Sep 30, 2009 (1)(2)
<b>Net revenue</b>	<b>\$ 17,500</b>	\$ 17,623	\$ 17,305	\$ 16,051	\$ 16,089	\$ 15,668	\$ 16,052	\$ 15,848
<b>Net gains (losses) on securities</b>	<b>(478)</b>	784	2,876	854	(1,329)	994	1,793	71
<b>Net earnings attributable to shareholders</b>	<b>2,855</b>	4,598	6,679	4,050	2,121	4,133	6,934	3,443
<b>Shareholders' equity</b> (in \$)	<b>344,374</b>	351,999	331,856	331,410	312,984	333,291	317,784	306,572
<b>Per average Class A and Common Share</b>								
<b>Net earnings</b>								
- Basic	<b>0.09</b>	\$ 0.14	\$ 0.20	\$ 0.12	\$ 0.06	\$ 0.12	\$ 0.20	\$ 0.10
- Diluted	<b>0.09</b>	0.14	0.20	0.12	0.06	0.12	0.20	0.10
<b>Shareholders' equity</b>								
- Basic	<b>10.67</b>	\$ 10.85	\$ 10.16	\$ 10.07	\$ 9.54	\$ 10.16	\$ 9.37	\$ 8.87
- Diluted	<b>10.45</b>	10.63	10.01	9.93	9.39	10.01	9.19	8.72

(1) Certain reclassifications of 2009 and 2010 amounts have been made, to facilitate comparison with the March and June, 2011 amounts.

(2) 2009 results are presented in accordance with Canadian GAAP.

Management fees earned in the investment management segment are generally not subject to seasonal fluctuations. There is a degree of seasonality in the financial advisory segment, with some concentration of commission revenue in the first quarter of each year, relating to the traditional "RSP season".

After the declines in markets and economic activity during the latter part of 2008 and the first part of 2009, which had a significant dampening effect on Guardian's revenues, earnings and shareholders' equity, markets and revenues improved late in 2009 and stabilized in 2010. Those improvements also accounted for the 2009, 2010 and 2011 quarterly increases in shareholders' equity shown above. Included in management fees for the fourth quarter of 2009 were performance fees of approximately \$1.0 million to which we became entitled at that time. No significant performance fees have been recorded subsequently.

Since gains and losses are recorded on disposal of available for sale securities when realized, and on changes in the value of held for trading securities, and such amounts can vary from quarter to quarter, the amounts included in net gains or losses from securities each quarter can fluctuate, as shown in the quarterly results shown above.

The net earnings for the fourth quarter of 2009 reflect the reduction in future taxes resulting from reduced Ontario income taxes substantively enacted in December, 2009. This reduction amounted to \$2.0 million (\$0.06 per share, diluted).

## CRITICAL ACCOUNTING ESTIMATES

Guardian periodically assesses its assets for any impairment in their value. If it is determined that there has been a material impairment in the value of an asset which is other than temporary, the difference between current fair value and the original cost less any previous writedowns is included in Guardian's operating results. Included in this assessment are intangible assets and securities. Under this policy, in 2009, intangible assets amounting to \$0.9 million, consisting of a computer software license, were written off, and are included in amortization in the fourth quarter 2009 results. For securities, such amounts are included in the category of "Net Gains (Losses) on Securities". Under this policy, writedowns of securities of \$180,000 occurred during 2009. Guardian reviewed its assets at June 30, 2010, and concluded that \$31,000 of writedowns were necessary at that time. Subsequent reviews have not resulted in any additional writedowns.

## **RISK FACTORS**

The largest business segment at Guardian is investment management, in which clients look to Guardian to manage risks within their portfolios. Guardian applies many of the same risk management principles to its business as a whole. One of these principles is that risk can pose challenges as well as provide opportunities, depending upon the effectiveness of the way in which it is managed. Readers are encouraged to refer to note 12 to the Consolidated Financial Statements, contained in Guardian's second quarter 2011 Interim Report, for additional information on risk management.

### **Market Risk**

Market fluctuations can have a significant effect on the value of both clients' portfolios and our earnings, since management fees are generally based on market values. Additionally, market fluctuations have a significant impact on the amounts being invested by the clients of our financial advisory businesses, increasing or reducing our commission revenues. We manage the risk of market fluctuations by having a diversified client base with different investment needs and by having a variety of products and services, which may be attractive in different market environments and which have different correlations to equity and other financial markets and to each other. Guardian's holdings of securities are managed independently of clients' assets, except for those of our assets that are invested in Guardian's mutual or pooled funds, or mutual funds for which Guardian is an advisor.

### **Portfolio Value and Concentration Risks**

Guardian's corporate holdings of securities are subject to price fluctuation risk. Guardian manages this risk through professional in-house investment management expertise, which takes a disciplined approach to investment management. All securities are held by well-known independent custodians chosen by Guardian. With the exception of the investment of \$303.7 million in the Bank of Montreal shares, which is a significant portion of Guardian's securities holdings, the holdings are diversified, from both an asset class and a geographical perspective. Guardian has accepted the concentration risk associated with its holding of Bank of Montreal shares, as the bank is a diversified company, with a history of steady dividend payments.

### **Credit Risk**

Guardian's credit risk is generally considered to be low. Because of the nature of Guardian's business, its receivables are mainly from large institutions, which are considered to pose a relatively low credit risk, or from individuals, which are secured by marketable securities. During the 2008 and 2009 economic situation, the Company reviewed the financial strength of all of its counterparties, and appropriately reduced its exposure to certain counterparties.

### **Interest Rate Risk**

Guardian manages interest rate risk in its international banking operations, through matching the interest rates and maturity dates of client deposit liabilities with the assets, interest-bearing deposits with banks.

### **Liquidity Risk**

Guardian manages liquidity risk through the monitoring and managing of cash flows from various segments of the business, and by establishing sufficient cash borrowing facilities with major Canadian banks, which currently total \$66 million through three credit facilities. The maturities of Guardian's contractual commitments are outlined under "Contractual Commitments" in this discussion and analysis. The combination of the cash flows from operations and the borrowing facilities provides sufficient cash resources to manage its liquidity risk.

### **Regulatory Change Risk**

Changes to government regulations, including those related to income taxes, can have an effect on Guardian's business. Examples are the changes in future income tax rates, which have had significant effects on Guardian's income tax expense, and net earnings, in 2006, 2007 and 2009. Because there has been a downward trend in income tax rates, the effects on earnings have been positive, but negative effects could result if tax rates increase in the future.

Another risk is competition. Our ability to compete is enhanced by the high quality of our management team, the substantial depth in personnel and resources and a strong balance sheet, which provides us with the flexibility to make the changes necessary to be competitive. In addition, we manage competition risk by tailoring our product offerings to market conditions and client needs.

### **ADOPTION OF IFRS**

Guardian adopted IFRS effective January 1, 2011, with a transition date of January 1, 2010. The adoption of IFRS has not had a material impact on Guardian's operations, strategic decisions and cash flow. Guardian's most significant accounting policies under IFRS are provided in note 2 to Guardian's second quarter 2011 Interim Consolidated Financial Statements, and note 13 to those statements presents reconciliations between Guardian's GAAP results and the 2010 IFRS results, including explanations of the adjustments resulting from the transition to IFRS.

### **Variations in equity**

Certain of the differences between GAAP and IFRS identified in the explanations referred to above cause potentially significant differences between components of equity on Guardian's balance sheet, but do not cause differences in total equity. However, in circumstances under which Guardian acquires an additional non-controlled interest in a subsidiary at a price greater than the current carrying value of the interest acquired, the amount paid will be recorded under IFRS as a charge to retained earnings, rather than as goodwill, thereby reducing equity by that amount. Guardian is not able to predict if these circumstances will occur in the future, nor the amounts involved should they occur.

### **Variations in net earnings**

Certain of the differences between GAAP and IFRS may cause variations in reported net earnings in the future, as follows:

- a) There will be differences in the recording of employee compensation and benefits, because of the IFRS requirements for the recording of stock-based compensation and accumulated paid absences, but these differences are not anticipated to be material.
- b) The requirements for the recording of changes in fair value of securities held by consolidated mutual funds under IFRS through net earnings, rather than through comprehensive income, may result in the recording of either gains or losses on securities more often, and this is anticipated to introduce more volatility into the recording of gains or losses from securities.
- c) Another requirement under IFRS could result in certain income tax assets or liabilities being switched from net earnings to comprehensive income. This change will be effective if there are changes in corporate income tax rates, causing changes in Guardian's future income tax balances. Since Guardian has significant net future income tax liabilities, generally a reduction in tax rates will result in the switch of income tax reductions from net earnings to comprehensive income, and the increase in tax rates will have the opposite effect.

### **OUTLOOK**

With a competitive range of equity and fixed income strategies, diversified by degrees of risk and geographically, management feels that Guardian is well positioned to compete in the competitive institutional investment management market. Guardian's financial advisory business, through its wholly-owned subsidiary Worldsource Wealth Management, continues to experience growth in assets under administration, as management continues to execute on delivering improved technology and best practice management programs to its advisor base. Both the investment management and financial advisory businesses have Guardian's financial strength to support their patient, long term strategic business objective to become meaningful contributors to operating profit for Guardian. The ability to support long-term strategic decisions continues to allow Guardian to seek and attract top performing talent across its businesses. However, the recent unsettled financial markets exemplify certain of the risks referred to earlier which may affect Guardian's businesses, and its management will continue to closely monitor those markets and those risks.

**GUARDIAN CAPITAL GROUP LIMITED  
OFFICERS' CERTIFICATES**

I, George Mavroudis, President and Chief Executive Officer of Guardian Capital Group Limited (the "Company"), certify the following:

1. **Review:** I have reviewed the interim financial statements and interim MD&A (together, the "interim filings") of the Company for the interim period ended June 30, 2011.

2. **No misrepresentations:** Based on my knowledge, having exercised reasonable diligence, the interim filings do not contain any untrue statement of a material fact or omit to state a material fact required to be stated or that is necessary to make a statement not misleading in light of the circumstances under which it was made, with respect to the period covered by the interim filings.

3. **Fair presentation:** Based on my knowledge, having exercised reasonable diligence, the interim financial statements together with the other financial information included in the interim filings fairly present in all material respects the financial condition, results of operations and cash flows of the Company, as of the date and for the periods presented in the interim filings.

4. **Responsibility:** The Company's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures ("DC&P") and internal control over financial reporting ("ICFR"), as those terms are defined in National Instrument 52-109 Certification of Disclosure in Issuer's Annual and Interim Filings, for the Company,

5. **Design:** Subject to the limitations, if any, described in paragraphs 5.2 and 5.3, the Company's other certifying officer and I have, as at the end of the period covered by the interim filings:

- (a) designed DC&P, or caused it to be designed under our supervision, to provide reasonable assurance that
  - (i) material information relating to the Company is made known to us by others, particularly during the period in which the interim filings are being prepared; and
  - (ii) information required to be disclosed by the Company in its annual filings, interim filings or other reports filed or submitted by it under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation; and
- (b) designed ICFR, or caused it to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with the Company's GAAP.

5.1 **Control framework:** The control framework the Company's other certifying officer and I used to design the Company's ICFR is Internal Control Over Financial Reporting – Guidance for Smaller Public Companies issued by COSO.

5.2 **ICFR – material weakness relating to design:** Not applicable.

5.3 **Limitation on scope of design:** Not applicable.

6. **Reporting changes in ICFR:** The Company has disclosed in its interim MD&A any change in the Company's ICFR that occurred during the period beginning on April 1, 2011 and ended on June 30, 2011 that has materially affected, or is reasonably likely to materially affect, the Company's ICFR.

August 9, 2011

[signed "George Mavroudis"]

George Mavroudis  
President and Chief Executive Officer

**GUARDIAN CAPITAL GROUP LIMITED  
OFFICERS' CERTIFICATES**

I, C. Verner Christensen, Senior Vice-President, Finance of Guardian Capital Group Limited (the "Company"), in the capacity of the "Chief Financial Officer", certify the following:

1. **Review:** I have reviewed the interim financial statements and interim MD&A (together, the "interim filings") of the Company for the interim period ended June 30, 2011.
2. **No misrepresentations:** Based on my knowledge, having exercised reasonable diligence, the interim filings do not contain any untrue statement of a material fact or omit to state a material fact required to be stated or that is necessary to make a statement not misleading in light of the circumstances under which it was made, with respect to the period covered by the interim filings.
3. **Fair presentation:** Based on my knowledge, having exercised reasonable diligence, the interim financial statements together with the other financial information included in the interim filings fairly present in all material respects the financial condition, results of operations and cash flows of the Company, as of the date and for the periods presented in the interim filings.
4. **Responsibility:** The Company's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures ("DC&P") and internal control over financial reporting ("ICFR"), as those terms are defined in National Instrument 52-109 Certification of Disclosure in Issuer's Annual and Interim Filings, for the Company,
5. **Design:** Subject to the limitations, if any, described in paragraphs 5.2 and 5.3, the Company's other certifying officer and I have, as at the end of the period covered by the interim filings:
  - (c) designed DC&P, or caused it to be designed under our supervision, to provide reasonable assurance that
    - (iii) material information relating to the Company is made known to us by others, particularly during the period in which the interim filings are being prepared; and
    - (iv) information required to be disclosed by the Company in its annual filings, interim filings or other reports filed or submitted by it under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation; and
  - (d) designed ICFR, or caused it to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with the Company's GAAP.
- 5.3 **Control framework:** The control framework the Company's other certifying officer and I used to design the Company's ICFR is Internal Control Over Financial Reporting – Guidance for Smaller Public Companies issued by COSO.
- 5.4 **ICFR – material weakness relating to design:** Not applicable.
- 5.3 **Limitation on scope of design:** Not applicable.
6. **Reporting changes in ICFR:** The Company has disclosed in its interim MD&A any change in the Company's ICFR that occurred during the period beginning on April 1, 2011 and ended on June 30, 2011 that has materially affected, or is reasonably likely to materially affect, the Company's ICFR.

August 9, 2011

[signed "C. Verner Christensen"]

C. Verner Christensen,  
Senior Vice-President, Finance



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