



## PRESS RELEASE For immediate release

# B2B TRUST AND MACKENZIE INVESTMENTS ENTER AN AGREEMENT TO DISTRIBUTE INVESTMENT LOANS

**Toronto, November 25, 2009 -** B2B Trust, a subsidiary of Laurentian Bank, and Mackenzie Financial Corporation (Mackenzie Investments) have signed an agreement for the distribution of investment loans. Under the terms of this agreement, B2B Trust will offer preferred rates on investment loans to investors who purchase eligible Mackenzie mutual funds through licensed financial advisors.

"B2B Trust is thrilled to add a prestigious firm like Mackenzie Investments to our list of Distribution Alliances," says François Desjardins, President and Chief Executive Officer of B2B Trust. "Teaming up with this high-calibre firm widens our distribution of Investment Loan Programs and illustrates our commitment to advisors."

B2B Trust, a leading third-party supplier of investment and RRSP loan programs in Canada, offers Distribution Alliance programs for investment loans exclusively through investment fund manufacturers like Mackenzie Investments, one of the country's leading investment management companies. This newly-signed agreement with Mackenzie Investments is a significant opportunity for B2B Trust whose clients include firms across the mutual and segregated fund manufacturing sectors, as well as the mutual fund dealer community.

"Our clients and business partners want maximum choice and flexibility in terms of a lender. And with the variety of loan and payment options available through B2B Trust's lending programs, we're able to provide additional investment opportunities for advisors and their clients," says David Feather, President of Mackenzie Financial Services Inc. "We look forward to a thriving alliance with B2B Trust."

### About Mackenzie Investments

Mackenzie Investments was founded in 1967, and is a leading investment management firm providing investment advisory and related services. With \$61.4 billion in assets under management as of October 31, 2009, Mackenzie Investments distributes its services through a diversified network of third-party financial advisors. Mackenzie Investments is a member of the IGM Financial Inc. (TSX: IGM) group of companies. IGM Financial is one of Canada's premier financial services companies with over \$116 billion in total assets under management as of October 31, 2009.

### About B2B Trust

B2B Trust provides advisors with superior financial products and services for distribution to their clients across Canada. B2B Trust is the leading third-party supplier of investment and RRSP loans, a premier supplier of wholesale deposit products, and a long-time provider of self-directed accounts, banking services and broker mortgages. B2B Trust's suite of products and services are available nationally with the head office located in Toronto and regional sales representation across Canada. The company is a federally chartered trust company and wholly-owned subsidiary of Laurentian Bank of Canada. The website address is <u>b2btrust.com</u>.

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