

*Assemblées générales  
annuelles*

---



---

NOTES POUR UNE ALLOCUTION DE

---

**GÉRARD GUILBAULT  
PRÉSIDENT ET CHEF DE L'EXPLOITATION  
DESJARDINS GESTION D'ACTIFS**

---

*ENGLISH VERSION*

MONTREAL, PALAIS DES CONGRÈS, LE 2 AVRIL 2005  
(LA PRESTATION PEUT DIFFÉRER DU TEXTE CI-JOINT)

Mr. President of the Desjardins Group,  
Mr. President of the Board,  
Dear colleagues from our subsidiaries and caisses,  
Ladies and gentlemen,

This afternoon, it is with great pleasure that I present the 2004 results of Desjardins Asset Management.

I will also take this special opportunity to better acquaint you with this subsidiary created at the end of 2003, when the activities of Opvest and Elantis Investments were merged.

Today, Desjardins Asset Management:

- manages over 26 billion dollars;
- brings to gether over 170 professionals in Montreal, Quebec City, Toronto and Vancouver;
- and takes a leadership role in three investment sectors, namely:
  - securities investments and financial engineering,
  - mortgage investments,
  - and real estate investments.

Our mission is to obtain the best risk-return profile for the assets entrusted to us, as well as to develop innovative and high-performance investment and savings products for Desjardins clients and members. Since 1999, with the creation of Opvest, the assets under our management grew from approximately 14 billion dollars to over 26 billion dollars.

This strong augmentation can be attributed to three main factors:

- the internal growth of our clients' assets;
- the significant growth of securities investments due to the repatriation of the Elantis Investments mandates;
- and, finally, the high performance of our caisse network in sales of indexed term savings products.

Thanks largely to the sale of these products, and to the strong growth of hedge fund activity, our revenue generated by management fees reached 61 million dollars – a 30% increase.

Consequently, we were able to realize a net profit of almost 20 million dollars – a 33% increase.

These results have allowed us to pay out 20 million dollars in dividends, bringing the total paid out in the last three years to 62 million dollars.

We can, then, reach the confident conclusion that 2004 was another good year.

But enough numbers for now – let's move on to our achievements.

In terms of asset management, on the real estate investment side, we have completed the E-Commerce Place project within the predicted timeline and budget.

In the year 2000, Desjardins granted us the mandate to successfully complete this real estate project, spanning almost a million square feet and distinguished by its architectural characteristics and state-of-the-art technological setup.

Over the years, the real estate investment team has also contributed to building Desjardins' reputation in Canada by investing nearly 40% of its assets under management in other Canadian provinces.

The same is true in the realm of mortgage investments, which are concentrated in major loans, and where 63% of the portfolio is invested outside Quebec.

As a case in point, the mortgage development team in Toronto has worked in close collaboration with the Fédération des caisses populaires de l'Ontario to secure financing of 67 million dollars for the French-language school boards of Ontario.

This same team also allocated loans totalling over 83 million dollars to Borealis Capital Corporation, the real-estate subsidiary of a prominent Canadian pension fund, for the construction of four seniors' residences in Ontario.

In addition to its mortgage and real estate investments, Desjardins Asset Management is a leading securities manager.

With over 18 billion dollars in assets, we manage the third-leading fixed-income securities portfolio in Quebec.

In addition, we are particularly proud of our activity in the hedge fund sector, where we have participated since 1997.

Hedge funds give us the opportunity not only to generate higher, more stable returns than bonds, but also to create innovative savings and investment products with guaranteed capital for Desjardins clients and members.

In this way, the creation of the first product, Index Plus, has led to many other products, right up until the latest – Perspectives Plus Term Savings.

Created in the wake of the success of Alternative Term Savings, Perspectives Plus Term Savings, which offers advantages never before seen in a Desjardins indexed term savings product, has been an immediate success, with 321 million dollars of sales in only several months' time.

Today, we are proud to report that the products we have developed have generated over 6 billion dollars in sales since their creation – representing over 80 million dollars in revenue for Desjardins in 2004.

At the meeting of caisse presidents and general directors last November, Miville Tremblay from the Bank of Canada emphasized Desjardins' leadership in product development. This encourages us to further pursue these goals, both for the continued success of Desjardins and for the benefit of its members and clients.

Our hedge funds portfolio now stands at 4.3 billion dollars under management, putting us in second place in Canada and 40th in the world for this type of activity.

This remarkable growth, and this enviable positioning, could never have been obtained without the support of our caisse network, and of Desjardins Financial Security.

To this end, here are two stories that illustrate the value of our contribution to the Desjardins Group in the area of savings products: **VIDEO**

In addition to pursuing our goal of generating returns for our partners and fees for Desjardins, our great challenge for 2005 is the launch of a multimanagement platform.

This platform will be an elite tool to facilitate improved investment returns, as well as generating the necessary leverage to maintain Desjardins' leadership position in the creation of investment and savings products.

It is thanks to the solidarity of all the Desjardins components that we will be able to create the critical mass necessary to recruit the best managers, renowned on an international scale.

In closing, I would like to thank the president, Mr. D'Amours, for having renewed his confidence in Desjardins Asset Management and for believing in our potential and our expertise – which, more than ever, we wish to put to service for Desjardins.

To the Federation and our caisse network, thank you for your constant support in the development and distribution of new products.

To our Desjardins partners and clients, namely:

- Desjardins Financial Security
- Desjardins General Insurance Group
- Desjardins Trust
- Desjardins Group Pension Plan
- Fonds de sécurité Desjardins
- Fondation Desjardins

Thank you for entrusting us with the management of your assets.

I would also like to thank Mr. André Gagné, president of the Board, and all of the members of the Board of Directors of Desjardins Asset Management for their support.

Finally, I would like to point out the precious contribution of my colleagues in the Management Committee, and I thank each of the employees of Desjardins Asset Management for their loyalty and their dedicated energy to the realization of our mission as we serve Desjardins.

My sincere thanks, again, for your attention.