THIRD QUARTER

Fiscal 2025 Report to Shareholders

Canaccord Genuity Group Inc. Reports Third Quarter Fiscal 2025 Results

Third quarter dividend of $0.085 per common share

TORONTO, February 4, 2025 – Canaccord Genuity Group Inc. (Canaccord Genuity Group, the Company, TSX: CF) today announced its financial results for the third fiscal quarter and nine months ended December 31, 2024.

"During our third fiscal quarter, our wealth management division set new records for revenue and client assets and we also benefitted from improved corporate financing activity in most of our geographies," said Dan Daviau, Chairman & CEO of Canaccord Genuity Group Inc. "Despite solid revenue growth, our profitability for the three-month period was affected by certain elevated non-compensation expenses which are not expected to continue at the same levels. Our outlook for the balance of the fiscal year is cautiously optimistic as we expect to see stronger financial performance driven by the strengthening backdrop for capital markets activities and a continuance of growing contributions from wealth management."

Third fiscal quarter and nine-month fiscal year-to-date highlights:

(All dollar amounts are stated in thousands of Canadian dollars unless otherwise indicated)

- Third quarter revenue of $451.0 million increased by 15.9% over the same period in the prior year
- Global wealth management revenue for the third fiscal quarter increased by 19.7% year-over-year to $233.4 million
- Global capital markets revenue for the third fiscal quarter increased by 11.0% year-over-year to $210.7 million
- Nine-month fiscal year-to-date revenue of $1.3 billion, an increase of 22.3% compared to the first nine months of fiscal 2024
- Third quarter net income before taxes excluding significant items(1) of $39.8 million, a decrease of 11.0% compared to Q3/24 (on an IFRS basis Q3/25 net loss before taxes was $5.2 million compared to net income before taxes of $37.1 million for Q3/24)
- Nine-month fiscal year-to-date net income before taxes excluding significant items(1) of $116.9 million, an increase of 24.2% compared to the first nine months of fiscal 2024 (on an IFRS basis year-to-date net income before taxes of $35.2 million compared to net income before taxes of $42.7 million in the first nine months of fiscal 2024)
- Diluted earnings per common share excluding significant items(1) for the third fiscal quarter of $0.17 per common share (diluted loss per common share of $0.26 on an IFRS basis)
- Diluted earnings per common share excluding significant items (1) for the first nine months of fiscal 2025 of $0.49 per common share (diluted loss per common share of $0.29 on an IFRS basis)
- Excluding significant items(1), CG's global wealth management businesses contributed net income before taxes of $36.3 million in the third quarter of fiscal 2025
- Excluding significant items(1) CG's global capital markets business contributed third quarter net income before taxes of $14.8 million
- Total client assets(1) in our global wealth management business were $115.0 billion at December 31, 2024, a year-over-year increase of 15.9% and reflecting year-over-year increases of 16.5% in Canada, 13.7% in the UK & Crown Dependencies and 32.7% in Australia
- Third quarter common share dividend of $0.085 per share

(1) See Non-IFRS Measures on page 5

	Three months ended December 31				Year-over-year change	Three months ended September 30		Quarter-over-quarter change
		Q3/25		Q3/24			Q2/25	
Third fiscal quarter highlights – adjusted[1]								
Revenue excluding significant items[1]	$	**451,335**	$	**389,503**	15.9%	$	**427,619**	5.6%
Expenses excluding significant items[1]	$	**411,561**	$	**344,803**	19.4%	$	**385,333**	6.8%
Diluted earnings per common share excluding significant items[1]	$	**0.17**	$	**0.20**	(15.0)%	$	**0.20**	(15.0)%
Net Income excluding significant items[1],[2]	$	**29,255**	$	**33,304**	(12.2)%	$	**31,804**	(8.0)%
Net income attributable to common shareholders excluding significant items[1],[3]	$	**17,120**	$	**20,767**	(17.6)%	$	**20,185**	(15.2)%
Third fiscal quarter highlights – IFRS								
Revenue	$	**451,034**	$	**389,143**	15.9%	$	**428,636**	5.2%
Expenses	$	**456,226**	$	**352,045**	29.6%	$	**411,747**	10.8%
Diluted (loss) earnings per common share	$	**(0.26)**	$	**0.14**	(285.7)%	$	**(0.05)**	n.m.
Net (loss) income[2]	$	**(11,603)**	$	**28,005**	(141.4)%	$	**9,166**	(226.6)%
Net (loss) income attributable to common shareholders[3]	$	**(25,391)**	$	**14,346**	(277.0)%	$	**(4,759)**	n.m.

(1) Figures excluding significant items are non-IFRS measures. See Non-IFRS Measures on page 5

(2) Before non-controlling interests and preferred share dividends paid on the Series A and Series C Preferred Shares

(3) Net income (loss) attributable to common shareholders is calculated as the net income adjusted for non-controlling interests and preferred share dividends

Core business performance highlights:

Canaccord Genuity Wealth Management

The Company's combined global wealth management operations earned revenue of $233.4 million for the third fiscal quarter, a year-over-year increase of 19.7%. On a year-to-date basis, revenue amounted to $665.9 million, an increase of 16.1% compared to the first nine months of the prior fiscal year. Net income before taxes excluding significant items[1] for this segment decreased by 4.2% and increased by 1.1% year-over-year for the three and nine-month periods ended December 31, 2024, respectively.

- Wealth management operations in the UK & Crown Dependencies generated third quarter revenue of $115.8 million, an increase of 13.8% compared to the same period last year, primarily driven by higher commissions and fees revenue. Fee-related revenue for Q3/25 increased by 11.0% from the same period in the prior year and accounted for 82.8% of the wealth management revenue in the UK & Crown Dependencies during the third quarter of fiscal 2025. Excluding significant items[1], pre-tax net income for this business was $25.4 million in Q3/25 and $73.4 million fiscal year-to-date, substantially unchanged from Q3/24 and a slight decrease of 2.0% for the nine-month period.
- Canaccord Genuity Wealth Management (North America) generated $96.4 million in third quarter revenue, a year-over-year increase of 25.1% compared to Q3/24, primarily driven by increases in commissions and fees, investment banking and interest revenue. Fee-related revenue improved by 21.7% year-over-year and accounted for 49.5% of the wealth management revenue in Canada during the third quarter of fiscal 2025. Excluding significant items[1] net income before taxes for this business was $9.0 million in Q3/25 and $30.3 million for the first nine months of fiscal 2025, which represents a year-over-year decrease of 16.6% and an increase of 4.5% respectively.
- Wealth management operations in Australia generated $21.2 million in third quarter revenue, an increase of 31.3% compared to the third quarter of last year. Fee-related revenue increased by 44% year-over-year and accounted for 43.4% of the wealth management revenue in our Australia wealth management operations during the three months ended December 31, 2024. Excluding significant items[1] net income before taxes for this business was $1.8 million in Q3/25 and $4.0 million for fiscal 2025 year-to-date, representing increases of 20.1% and 55.0% respectively.

Total client assets[1] in the Company's global wealth management businesses at the end of the third fiscal quarter amounted to $115.0 billion, an increase of $15.8 billion or 15.9% from Q3/24.

- Client assets[1] in the UK & Crown Dependencies were $64.5 billion (£35.9 billion) as at December 31, 2024, an increase of 13.7% (increase of 6.6% in local currency) from $56.8 billion (£33.7 billion) at December 31, 2023 due to net flows, market growth and foreign exchange movement. On a sequential basis, client assets increased by 2.5% from $63.0 billion (£34.8 billion) at the end of the previous quarter.
- Client assets[1] in North America were $42.3 billion as at December 31, 2024, an increase of 16.5% from $36.3 billion at December 31, 2023 due to net inflows and market growth, and an increase of 5.9% compared to the previous quarter.
- Client assets[1] in Australia were $8.1 billion (AUD 9.1 billion) at December 31, 2024, an increase of 8.0% from $7.5 billion (AUD 8.0 billion) at the end of the previous quarter and an increase of 32.7% from $6.1 billion (AUD 6.8 billion) at December 31, 2023 mainly due to net new assets. In addition, client assets[1] totalling $13.3 billion (AUD 15.0 billion) are also held on record in less active and transactional accounts through our Australian platform.

Canaccord Genuity Capital Markets

Globally, Canaccord Genuity Capital Markets earned revenue of $210.7 million for the third fiscal quarter. The year-over-year increase of 11.0% primarily reflects increased revenues from investment banking activities, with the most notable increase from our US business.

(1) See Non-IFRS Measures on page 5

For the nine months ended December 31, 2024, revenue increased by 28.7% to $618.4 million as revenue improved across all our core operations.

Canaccord Genuity Capital Markets participated in 291 investment banking transactions globally, including led and co-led deals, raising total proceeds of $29.8 billion fiscal year-to-date.

Investment banking for the three-month period was $58.2 million, an increase of 13.0% sequentially and a year-over-year increase of 45.9% as corporate finance activities improved in our Canadian, US and Australian operations. Our US operation was the largest contributor to the principal trading revenue, which increased by 17.9% year-over-year and 27.6% sequentially. Advisory fees revenue decreased by $4.6 million or 6.2% year-over-year, as declines in our US and UK & Europe operations offset a revenue growth of 114.8% in our Canadian operations. On a fiscal year-to-date basis, investment banking, advisory fees and principal trading revenue increased by 74.5%, 33.7% and 19.7% respectively compared to the same period in the prior year.

Excluding significant items(1), our global capital markets division recorded net income before taxes of $14.8 million for the quarter, a decrease of 11.3% compared to the third quarter of fiscal 2024, as the increase in revenue was offset by higher interest expense and professional fees. Net income excluding significant items(1) for the nine-month period ended December 31, 2024 was $42.8 million compared to net income of $2.7 million for the same period in the prior year.

Summary of Corporate Developments

- On October 1, 2024 the Company, through its wealth management business in CGWM UK completed its purchase of Cantab Asset Management Ltd., a chartered, independent financial planning business headquartered in Cambridge, UK.
- On November 7, 2024, the Company, through its U.S. Capital Markets business, Canaccord Genuity LLC, entered into a business collaboration agreement (the "Agreement") with Carbon Reduction Capital LLC (CRC-IB), a leading provider of investment banking and advisory services across the energy transition sector. CRC-IB provides M&A, project finance and capital raising services with dedicated experience in the wind, solar, storage, and carbon capture segments. The Agreement aims to mutually strengthen and expand core M&A, capital markets, and strategic advisory services for the rapidly advancing global energy transition while enhancing Canaccord Genuity's midmarket advisory capabilities, which have materially grown since 2019. In connection with the Agreement, the Company also made a loan to CRC HoldingCo, LLC and entered into an agreement which will entitle the Company to acquire CRC-IB at any time up to December 31, 2025, subject to certain conditions.
- On October 9, 2024, the Company announced that it had hired Nadine Ahn as Deputy Chief Financial Officer and the planned successor to the current Chief Financial Officer (CFO), Donald MacFayden, who had announced his desire to transition from the global CFO role in 2025. Since starting with the Company, Mr. MacFayden has been partnering with Ms. Ahn on her transition to the global CFO role. On February 4, 2025, the board of directors formally appointed Nadine Ahn as global CFO of the Company to be effective from February 5, 2025. As previously disclosed, Mr. MacFayden still remains active within the Company, continuing to serve in a senior leadership role within the Company's US broker-dealer subsidiary.

Results for the Third quarter of Fiscal 2025 were impacted by the following significant items:

- Fair value adjustments on certain warrants and illiquid or restricted marketable securities recorded for IFRS reporting purposes in prior periods net of adjustments recorded in the current period, but which are excluded for management reporting purposes and are not used by management to assess operating performance
- Amortization of intangible assets acquired in connection with business combinations
- Fair value adjustment of the non-controlling interest derivative liability
- Fair value adjustment of convertible debentures derivative liability
- Fair value adjustment of a CGWM UK management incentive plan
- Lease expenses related to premises under construction
- Certain components of the non-controlling interest expense associated with CGWM UK recorded for IFRS purposes.
- Provisions and professional fees related to ongoing US regulatory matters

(1) See Non-IFRS Measures on page 5

Summary of Results for Q3 and YTD Fiscal 2025 and Selected Financial Information Excluding Significant Items[1]:

(C$ thousands, except per share and % amounts)	Three months ended December 31 2024	Three months ended December 31 2023	Quarter-over-quarter change	Nine months ended December 31 2024	Nine months ended December 31 2023	YTD over YTD change
Revenue						
Revenue per IFRS	**$ 451,034**	$ 389,143	15.9%	**$ 1,307,835**	$ 1,069,757	22.3%
Significant items recorded in Corporate and Other						
Fair value adjustments on certain warrants and illiquid or restricted marketable securities	**$ 301**	$ 360	(16.4)%	**$ 80**	$ 697	(88.5)%
Total revenue excluding significant item[1]	**$ 451,335**	$ 389,503	15.9%	**$ 1,307,915**	$ 1,070,454	22.2%
Expenses						
Expenses per IFRS	**$ 456,226**	$ 352,045	29.6%	**$ 1,272,605**	$ 1,027,051	23.9%
Significant items recorded in Canaccord Genuity Capital Markets						
Amortization of intangible assets	**$ 163**	$ 279	(41.6)%	**$ 480**	$ 945	(49.2)%
Incentive-based costs related to acquisitions	**$ 496**	$ 532	(6.8)%	**$ 1,220**	$ 1,467	(16.8)%
Change in fair value of contingent consideration	**—**	—	—	**—**	$ (18,174)	(100.0)%
Lease expenses related to premises under construction	**$ 1,824**	—	n.m.	**$ 5,894**	—	n.m.
Restructuring costs	**$ 1,554**	—	n.m.	**$ 3,940**	$ 12,673	(68.9)%
Provision[2]	**$ 17,728**	—	n.m.	**$ 17,728**	—	n.m.
Significant items recorded in Canaccord Genuity Wealth Management						
Amortization of intangible assets	**$ 6,181**	$ 5,707	8.3%	**$ 18,229**	$ 17,073	6.8%
Incentive-based costs related to acquisitions	**$ 1,372**	$ 724	89.5%	**$ 3,310**	$ 2,938	12.7%
Restructuring costs	**—**	—	—	**—**	$ 810	(100.0)%
Acquisition-related costs	**—**	—	—	**$ 704**	—	n.m.
CGWM UK management incentive plan	**$ 2,000**	—	n.m.	**$ 6,478**	—	n.m.
Significant items recorded in Corporate and Other						
Restructuring costs	**—**	—	—	**—**	$ 4,664	(100.0)%
Lease expenses related to premises under construction	**—**	—	—	**$ 3,001**	—	n.m.
Fair value adjustment of non-controlling interests derivative liability	**$ 6,000**	—	n.m.	**$ 15,000**	$ 13,250	13.2%
Fair value adjustment of convertible debentures derivative liability	**$ 7,347**	—	n.m.	**$ 5,583**	—	n.m.
Development costs	**—**	—	—	**—**	$ 15,038	(100.0)%
Total significant items – expenses[1]	**$ 44,665**	$ 7,242	n.m.	**$ 81,567**	$ 50,684	60.9%
Total expenses excluding significant items[1]	**$ 411,561**	$ 344,803	19.4%	**$ 1,191,038**	$ 976,367	22.0%
Net income before taxes excluding significant items[1]	**$ 39,774**	$ 44,700	(11.0)%	**$ 116,877**	$ 94,087	24.2%
Income taxes – adjusted[1]	**$ 10,519**	$ 11,396	(7.7)%	**$ 30,377**	$ 30,633	(0.8)%
Net income excluding significant items[1]	**$ 29,255**	$ 33,304	(12.2)%	**$ 86,500**	$ 63,454	36.3%
Significant items impacting net income attributable to common shareholders						
Non-controlling interests – IFRS	**$ 10,936**	$10,807	1.2%	**$ 33,479**	$31,337	6.8%
Amortization of equity component of the non-controlling interests in CGWM UK and other adjustments	**$ 1,653**	$1,122	47.3%	**$ 5,687**	$ 4,463	27.4%
Non-controlling interests (adjusted)[1]	**$ 9,283**	$ 9,685	(4.2)%	**$ 27,792**	$ 26,874	3.4%
Preferred share dividends	**$ 2,852**	$ 2,852	—	**$ 8,556**	$ 8,556	—
Net income (loss) attributable to common shareholders, excluding significant items[1]	**$ 17,120**	$ 20,767	(17.6)%	**$ 50,152**	$ 28,024	79.0%
Earnings per common share excluding significant items – basic[1]	**$ 0.18**	$ 0.24	(25.0)%	**$ 0.53**	$0.33	60.6%
Earnings per common share excluding significant items – diluted[1]	**$ 0.17**	$ 0.20	(15.0)%	**$ 0.49**	$ 0.27	81.5%

(1) Figures excluding significant items are non-IFRS measures. See Non-IFRS Measures on page 5.

(2) Reflects an increase to a provision recorded in Q4/23 in connection with ongoing regulatory matters in the US and the associated legal costs incurred during the quarter; the Company considers this increase to be outside the normal course of operations and normal course expenses reasonably expected to be incurred in connection with its business (see Note 22 to the December 31, 2024 unaudited interim condensed consolidated financial statements) and, accordingly, has treated this expense as a significant item for purposes of determining expenses excluding significant items and net income excluding significant items.

Diluted earnings per common share ("diluted EPS") and net income attributable to common shareholders are computed using the treasury stock method, giving effect to the exercise of all dilutive elements. The Convertible Preferred Shares and Preference Shares issued by CGWM UK are factored into the diluted EPS by adjusting net income attributable to common shareholders of the Company to reflect the Company's proportionate share of CGWM UK's earnings on an as converted basis if the calculation is dilutive. For the quarter and the nine months ended December 31, 2024, the effect of reflecting the Company's proportionate share of CGWM UK's earnings is anti-dilutive under both IFRS and on an adjusted basis excluding significant items [1]. As such, the diluted EPS and net income attributable to common shareholders under IFRS and on an adjusted basis excluding significant items[1] is computed based on net income less accrued and paid dividends on the convertible Preferred Shares and Preference Shares issued by CGWM UK to determine net income attributable to CGGI shareholders.

Financial Condition

	December 31, 2024	September 30, 2024	Q3/25 vs Q2/25	March 31, 2024	Q3/25 vs Q4/24
Cash and cash equivalent	**1,178,708**	1,105,198	6.7%	855,604	37.8%
Working capital[1][2]	**764,169**	753,369	1.4%	852,760	(10.4)%
Total assets	**5,457,731**	6,633,205	(17.7)%	6,132,465	(11.0)%
Total liabilities	**4,106,367**	5,279,632	(22.2)%	4,772,354	(14.0)%
Non-controlling interests	**386,900**	376,176	2.9%	364,466	6.2%
Total shareholders' equity	**964,464**	977,397	(1.3)%	995,645	(3.1)%

(1) The Company's business requires capital for operating and regulatory purposes. The Company's working capital, including cash and cash equivalents, is fully deployed by the Company in its operations to support regulatory capital levels as required and counter-party requirements, including cash deposit requirements, and as needed to maintain current levels of activity, growth initiatives and capital plans.
(2) The working capital figure presented for September 30, 2024 was adjusted to exclude the Bank Loan that was included in current liabilities as of that date because of its maturity date of September 30, 2025. The Bank Loan was refinanced during Q3/25 with a new facility in the amount of GBP 210.0 million (C$377.9 million) of which GBP 194.0 million (C$349.1 million) has been drawn as of December 31, 2024. The loan matures on November 19, 2027 and is extendable for up to two one-year periods under certain conditions with no scheduled repayments and as such, has been classified as a long-term liability as of December 31, 2024 in the statements of financial condition in our unaudited interim condensed consolidated financial statements.

Common and Preferred Share Dividends:

On February 4, 2025, the Board of Directors approved a dividend of $0.085 per common share, payable on March 13, 2025, with a record date of February 28, 2025.

On February 4, 2025, the Board approved a cash dividend of $0.25175 per Series A Preferred Share payable on March 31, 2025 to Series A Preferred shareholders of record as at March 14, 2025.

On February 4, 2025, the Board approved a cash dividend of $0.42731 per Series C Preferred Share payable on March 31, 2025 to Series C Preferred shareholders of record as at March 14, 2025.

Non-IFRS Measures

Certain non-IFRS measures, non-IFRS ratios and supplementary financial measures are utilized by the Company as measures of financial performance. Non-IFRS measures, non-IFRS ratios and supplementary financial measures do not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies.

Management believes that these non-IFRS measures, non-IFRS ratios and supplementary financial measures allow for a better evaluation of the operating performance of the Company's business and facilitate meaningful comparison of results in the current period to those in prior periods and future periods. Non-IFRS measures presented in this earnings release include certain figures from our statement of operations that are adjusted to exclude significant items. Although figures that exclude significant items provide useful information by excluding certain items that may not be indicative of the Company's core operating results, a limitation of utilizing these figures that exclude significant items is that the IFRS accounting effects of these items do in fact reflect the underlying financial results of the Company's business. Accordingly, these effects should not be ignored in evaluating and analyzing the Company's financial results. Therefore, management believes that the Company's IFRS measures of financial performance and the respective non-IFRS measures should be considered together.

Non-IFRS Measures (Adjusted Figures)

Figures that exclude significant items provide useful information by excluding certain items that may not be indicative of the Company's core operating results. Financial statement items that exclude significant items are non-IFRS measures. To calculate these non-IFRS financial statement items, we exclude certain items from our financial results prepared in accordance with IFRS. The items which have been excluded are referred to herein as significant items. The following is a description of the composition of the non-IFRS measures used in this earnings release (note that some significant items excluded may not be applicable to the calculation of the non-IFRS measure for each comparative period): (i) revenue excluding significant items, which is revenue per IFRS excluding any applicable fair value adjustments on certain illiquid or restricted marketable securities, warrants and options as recorded for IFRS reporting purposes but which are excluded for management reporting purposes and are not used by management to assess operating performance; (ii) expenses excluding significant items, are expenses per IFRS less any applicable amortization of intangible assets acquired in connection with a business combination, acquisition-related expense items, which includes costs recognized in relation to both prospective and completed acquisitions, restructuring expenses, certain incentive-based costs related to the acquisitions and growth initiatives of Canaccord Genuity Wealth Management in the UK and Crown Dependencies ("CGWM UK") and the US and UK capital markets divisions, fair value adjustment of certain contingent consideration in connection with prior acquisitions, fair value adjustments to the derivative liability component of non-controlling interests in CGWM UK, fair value adjustments to the derivative liability component related to the convertible debentures, certain expenses related to leased premises under construction; a fair value adjustment in respect of the CGWM UK management incentive plan; and certain provisions and professional fees related to the ongoing US regulatory matters; (iii) overhead expenses excluding significant items, which are calculated as expenses excluding significant items less compensation expense; (iv) net income before taxes after intersegment allocations and excluding significant items, which is composed of revenue excluding significant items less expenses excluding significant items; (v) income taxes (adjusted), which is composed of income taxes per IFRS adjusted to reflect the associated tax effect of the excluded significant items; (vi) net income excluding significant items, which is net income before income taxes excluding significant items less income taxes (adjusted); (vii) non-controlling interests (adjusted), which is composed of the non-controlling interests per IFRS less the amortization of the equity component of the non-controlling interests in CGWM UK and adjusted as applicable under the treasury stock method when dilutive; (viii) net income attributable to common shareholders excluding significant items, which is net income excluding significant items less non-controlling interests (adjusted) and preferred share dividends paid on the Series A and Series C Preferred Shares.

A reconciliation of non-IFRS measures that exclude significant items to the applicable IFRS measures from the interim condensed consolidated financial statements for the third quarter of fiscal 2025 can be found above in the table entitled "Summary of results for Q3 fiscal 2025 and year-to-date fiscal 2025 and selected financial information excluding significant items".

Non-IFRS Ratios

Non-IFRS ratios are calculated using the non-IFRS measures defined above. For the periods presented herein, we have used the following non-IFRS ratios: (i) total expenses excluding significant items as a percentage of revenue, which is calculated by dividing expenses excluding significant items by revenue excluding significant items; (ii) earnings per common share excluding significant items, which is calculated by dividing net income attributable to common shareholders excluding significant items by the weighted average number of common shares outstanding (basic); (iii) diluted earnings per common share excluding significant items which is calculated by dividing net income attributable to common shareholders excluding significant items by the weighted average number of common shares outstanding (diluted); and (iv) pre-tax profit margin which is calculated by dividing net income before taxes excluding significant items by revenue excluding significant items.

Supplementary Financial Measures

Client assets are supplementary financial measures that do not have any definitions prescribed under IFRS but do not meet the definition of a non-IFRS measure or non-IFRS ratio. Client assets, which include both assets under management (AUM) and assets under administration (AUA), is a measure that is common to the wealth management business. Client assets is the market value of client assets managed and administered by the Company from which the Company earns commissions and fees. This measure includes funds held in client accounts as well as the aggregate market value of long and short security positions. The Company's method of calculating client assets may differ from the methods used by other companies, and therefore these measures may not be comparable to other companies. Management uses these measures to assess operational performance of the Canaccord Genuity Wealth Management business segment.

Contents

CAUTION REGARDING FORWARD-LOOKING STATEMENTS

This document contains "forward-looking statements" (as defined under applicable Canadian securities laws). These statements relate to future events or future performance and reflect management's expectations, beliefs, plans, estimates, intentions and similar statements concerning anticipated future events, results, circumstances, performance or expectations that are not historical facts. Forward- looking statements include, but are not limited to, statements about the Company's objectives, strategies, business prospects and opportunities; changes to the Board of Directors and board roles; the execution of management's plans and potential outcomes; the impacts of global events and economic conditions on the Company's operations and business; and the outlook for the Company's business and for the global economy. Such forward-looking statements reflect management's current beliefs and are based on information currently available to management. In some cases, forward-looking statements can be identified by terminology such as "may", "will", "should", "expect", "plan", "anticipate", "believe", "estimate", "predict", "potential", "continue", "target", "intend", "could" or the negative of these terms or other comparable terminology. Disclosure identified as an "Outlook" including the section titled "Outlook" contains forward-looking information.

By their very nature, forward-looking statements involve inherent risks and uncertainties, both general and specific, and a number of factors could cause actual events or results to differ materially from the results discussed in the forward-looking statements. In evaluating these statements, readers should specifically consider various factors that may cause actual results to differ materially from any forward-looking statement. These factors include, but are not limited to, market and general economic conditions; the dynamic nature of the financial services industry; inflationary pressures; credit, market, liquidity, strategic, insurance, operational, reputation, conduct and legal, regulatory and environmental risk; currency value and interest rate fluctuations, including as a result of market and oil price volatility; the effectiveness and adequacy of our risk management and valuation models and processes; legislative or regulatory developments in the jurisdictions where we operate; climate change and other Environmental Social Governance (ESG) related risks; and the impact of the wars in Ukraine and elsewhere and the resulting humanitarian crisis on the global economy, in particular, its effect on global oil, commodity and agricultural markets. Additional risks and factors that could cause actual results to differ materially from expectations are described in the Company's unaudited interim condensed and audited annual consolidated financial statements and the Company's Annual Report and Annual Information Form (AIF) filed on www.sedarplus.ca as well as the factors discussed in the sections titled "Risks" in this Management's Discussion and Analysis (MD&A) and "Risk Factors" in the AIF, which include market, liquidity, credit, operational, legal, cybersecurity and regulatory risks. Material factors or assumptions that were used by the Company to develop the forward-looking information contained in this document include, but are not limited to, those set out in the Outlook section in this MD&A and those discussed from time to time in the Company's unaudited interim condensed and audited annual consolidated financial statements and its Annual Report and AIF filed on www.sedarplus.ca. Readers are cautioned that the preceding lists of material factors and assumptions are not exhaustive.

Although the forward-looking information contained in this document is based upon what management believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements. The forward-looking statements contained in this document are made as of the date of this document and should not be relied upon as representing the Company's views as of any date subsequent to the date of this document. Certain statements included in this MD&A may be considered a "financial outlook" for the purposes of applicable Canadian securities laws. The financial outlook may not be appropriate for purposes other than this MD&A. Except as may be required by applicable law, the Company does not undertake, and specifically disclaims, any obligation to update or revise any forward-looking information, whether as a result of new information, further developments or otherwise.

PRESENTATION OF FINANCIAL INFORMATION AND NON-IFRS MEASURES

This MD&A is based on the unaudited interim condensed consolidated financial statements for the three- and nine-month periods ended December 31, 2024 (Third quarter 2025 Financial Statements) prepared in accordance with International Financial Reporting Standards (IFRS). The Third quarter 2025 Financial Statements have been prepared in accordance with International Accounting Standard 34, "*Interim Financial Reporting*" (IAS 34), and using accounting policies consistent with those applied in preparing the Company's Audited Annual Consolidated Financial Statements for the year ended March 31, 2024.

Management's Discussion and Analysis

Third quarter fiscal 2025 for the three- and nine-month periods ended December 31, 2024 – this document is dated February 4, 2025

The following discussion of the financial condition and results of operations for Canaccord Genuity Group Inc. is provided to enable the reader to assess material changes in our financial condition and to assess results for the three- and nine-month periods ended December 31, 2024 compared to the corresponding periods in the preceding fiscal year. The three-month period ended December 31, 2024 is also referred to as third quarter fiscal 2025 and Q3/25. Unless otherwise indicated or the context otherwise requires, the "Company" refers to Canaccord Genuity Group Inc. and "Canaccord Genuity Group" refers to the Company and its direct and indirect subsidiaries. This discussion should be read in conjunction with: the unaudited interim condensed consolidated financial statements for the nine-month period ended December 31, 2024, beginning on page 43 of this report; our Annual Information Form (AIF) dated June 24, 2024; and the 2024 annual Management's Discussion and Analysis (MD&A) including the audited consolidated financial statements for the fiscal year ended March 31, 2024 (Audited Annual Consolidated Financial Statements) in the Company's annual report dated June 28, 2024 (the 2024 Annual Report). There has been no material change to the information contained in the annual MD&A for fiscal 2024 except as disclosed in this MD&A. The Company's financial information is expressed in Canadian dollars unless otherwise specified.

Non-IFRS measures

Certain non-IFRS measures, non-IFRS ratios and supplementary financial measures are utilized by the Company as measures of financial performance. Non-IFRS measures, non-IFRS ratios and supplementary financial measures do not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies.

Management believes that these non-IFRS measures, non-IFRS ratios and supplementary financial measures allow for a better evaluation of the operating performance of the Company's business and facilitate meaningful comparison of results in the current period to those in prior periods and future periods. Non-IFRS measures presented in this Management's Discussion & Analysis include certain figures from our Statement of Operations that are adjusted to exclude significant items. Although figures that exclude significant items provide useful information by excluding certain items that may not be indicative of the Company's core operating results, a limitation of utilizing these figures that exclude significant items is that the IFRS accounting effects of these items do in fact reflect the underlying financial results of the Company's business. Accordingly, these effects should not be ignored in evaluating and analyzing the Company's financial results. Therefore, management believes that the Company's IFRS measures of financial performance and the respective non-IFRS measures should be considered together.

Non-IFRS Measures (Adjusted Figures)

Figures that exclude significant items provide useful information by excluding certain items that may not be indicative of the Company's core operating results. Financial statement items that exclude significant items are non-IFRS measures. To calculate these non-IFRS financial statement items, we exclude certain items from our financial results prepared in accordance with IFRS. The items which have been excluded are referred to herein as significant items. The following is a description of the composition of the non-IFRS measures used in this MD&A (note that some significant items excluded may not be applicable to the calculation of the non-IFRS measure for each comparative period): (i) revenue excluding significant items, which is revenue per IFRS excluding any applicable fair value adjustments on certain illiquid or restricted marketable securities, warrants and options as recorded for IFRS reporting purposes but which are excluded for management reporting purposes and are not used by management to assess operating performance; (ii) expenses excluding significant items are expenses per IFRS less any applicable amortization of intangible assets acquired in connection with a business combination, acquisition-related expense items, which includes costs recognized in relation to both prospective and completed acquisitions, restructuring expenses, certain incentive-based costs related to the acquisitions and growth initiatives of Canaccord Genuity Wealth Management in the UK and Crown Dependencies ("CGWM UK") and the US and UK capital markets divisions, certain costs included in Corporate and Other development costs related to the expired management-led takeover bid for the common shares of the Company, fair value adjustment of certain contingent consideration in connection with prior acquisitions, fair value adjustments to the derivative liability component of non-controlling interests in CGWM UK, fair value adjustments to the derivative liability component related to the convertible debentures; certain expenses related to leased premises under construction, a fair value adjustment in respect of the CGWM UK management incentive plan; and certain provisions and professional fees related to the ongoing US regulatory matters (iii) overhead expenses excluding significant items, which are calculated as expenses excluding significant items less compensation expense; (iv) net income before taxes after intersegment allocations and excluding significant items, which is composed of revenue excluding significant items less expenses excluding significant items; (v) income taxes (adjusted), which is composed of income taxes per IFRS adjusted to reflect the associated tax effect of the excluded significant items; (vi) net income excluding significant items, which is net income before income taxes excluding significant items less income taxes (adjusted); (vii) non-controlling interests (adjusted), which is composed of the non-controlling interests per IFRS less the amortization of the equity component of the non-controlling interests in CGWM UK and adjusted as applicable under the treasury stock method when dilutive; (viii) net income attributable to common shareholders excluding significant items, which is net income excluding significant items less non-controlling interests (adjusted) and preferred share dividends paid on the Series A and Series C Preferred Shares. Other items which have been excluded as significant items in prior periods for purposes of determining expenses, net income before taxes, net income and net income attributable to common shareholders all excluding significant items include impairment of goodwill and other assets, gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations, restructuring costs, certain accounting charges related to the change in the Company's long-term incentive plan (LTIP) as recorded with effect on March 31, 2018, loss related to the extinguishment of convertible debentures as recorded for accounting purposes in fiscal 2022, impairment of goodwill and intangible assets in our Canadian and UK capital markets operations, and costs associated with the reorganization of CGWM UK. Other non-IFRS measures include earnings before income taxes, interest, depreciation and amortization (EBITDA), which is net income before taxes excluding significant items and also excludes certain corporate interest revenue and corporate interest expense, depreciation and amortization and normalized EBITDA which is EBITDA excluding certain expenses of a specialized or non-recurring nature. EBITDA does not exclude right of use assets amortization and lease interest expense. The respective figures as described in this paragraph for the Company's operating divisions are determined as described herein and are non-IFRS measures.

A reconciliation of non-IFRS measures that exclude significant items to the applicable IFRS measures from the unaudited interim condensed consolidated financial statements for the third quarter of fiscal 2025 can be found in the table entitled "Summary of results for Q3 and year-to-date fiscal 2025 selected financial information excluding significant items" on page 16.

Non-IFRS Ratios

Non-IFRS ratios are calculated using the non-IFRS measures defined above. For the periods presented herein, we have used the following non-IFRS ratios: (i) total expenses excluding significant items as a percentage of revenue which is calculated by dividing expenses excluding significant items by revenue excluding significant items; (ii) earnings per common share excluding significant items which is calculated by dividing net income attributable to common shareholders excluding significant items by the weighted average number of common shares outstanding (basic); (iii) diluted earnings per common share excluding significant items which is calculated by dividing net income attributable to common shareholders excluding significant items by the weighted average number of common shares outstanding (diluted); and (iv) pre-tax profit margin which is calculated by dividing net income before taxes excluding significant items by revenue excluding significant items.

Supplementary Financial Measures

Client assets are supplementary financial measures that do not have any definitions prescribed under IFRS and do not meet the definition of a non-IFRS measure or non-IFRS ratio. Client assets, which include both Assets under Management (AUM) and Assets under Administration (AUA), is a measure that is common to the wealth management business. Client assets is the market value of client assets managed and administered by the Company from which the Company earns interest, commissions and fees. This measure includes funds held in client accounts as well as the aggregate market value of long and short security positions. The Company's method of calculating client assets may differ from the methods used by other companies and therefore these measures may not be comparable to other companies. Management uses these measures to assess operational performance of the Canaccord Genuity Wealth Management business segment.

Business Overview

Through its principal subsidiaries, Canaccord Genuity Group Inc. is a leading independent, full-service financial services firm, with operations in two principal segments of the securities industry: wealth management and capital markets. Since its establishment in 1950, the Company has been driven by an unwavering commitment to building lasting client relationships. We achieve this by generating value for our individual, institutional and corporate clients through comprehensive investment solutions, brokerage services, advisory and investment banking services. Canaccord Genuity Group has wealth management offices located in Canada, the UK, Guernsey, Jersey, the Isle of Man and Australia. Canaccord Genuity Capital Markets, the Company's international capital markets division, operates in North America, the UK & Europe, Asia, and Australia.

Canaccord Genuity Group Inc. is publicly traded under the symbol CF on the TSX. Canaccord Genuity Series A Preferred Shares are listed on the TSX under the symbol CF.PR.A. Canaccord Genuity Series C Preferred Shares are listed on the TSX under the symbol CF.PR.C.

ABOUT CANACCORD GENUITY GROUP INC.'S OPERATIONS

Canaccord Genuity Group Inc.'s operations are divided into two business segments: Canaccord Genuity Capital Markets and Canaccord Genuity Wealth Management. Together, these operations offer a wide range of complementary advisory and investment banking services, investment products and brokerage services to the Company's institutional, corporate and private clients. The Company's administrative segment is referred to as Corporate and Other.

Canaccord Genuity Capital Markets

Canaccord Genuity Capital Markets is the global capital markets division of Canaccord Genuity Group Inc. (TSX: CF), offering institutional and corporate clients idea-driven investment banking, mergers and acquisitions (M&A), research, sales and trading services with capabilities in North America, the UK & Europe, Asia, and Australia. We are committed to providing valued services to our clients throughout the entire lifecycle of their business and operating with high standards of excellence as an independent investment bank — expansive in resources and reach, but targeted in industry expertise, market focus and individual client attention.

Canaccord Genuity Wealth Management

Canaccord Genuity Wealth Management operations provide comprehensive wealth management solutions, brokerage and financial planning services to individual investors, private clients, charities and intermediaries through a full suite of services tailored to the needs of clients in each of its markets. The Company's wealth management division has Investment Advisors (IAs) and professionals in Canada, the UK, Jersey, Guernsey, the Isle of Man and Australia. Guernsey, Jersey and the Isle of Man are together referred to as the Crown Dependencies. Our wealth management operations in the UK and in the Crown Dependencies are together referred to as CGWM UK.

Corporate and Other

Canaccord Genuity Group's administrative segment, described as Corporate and Other, includes revenues and expenses associated with providing correspondent brokerage services, bank and other interest, and activities not specifically allocable to either the Canaccord Genuity Capital Markets or Canaccord Genuity Wealth Management divisions. Also included in this segment are the Company's operations and support services, which are responsible for front- and back-office information technology systems, compliance and risk management, operations, legal, finance, and other administrative functions of Canaccord Genuity Group Inc.

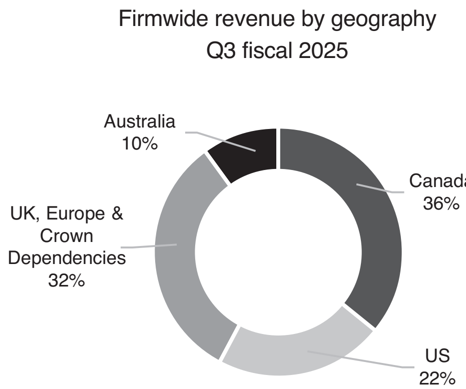
BUSINESS ACTIVITY

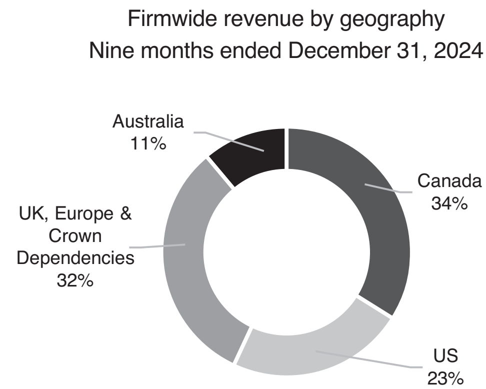
Our business is affected by the overall condition of the worldwide debt and equity markets.

The timing of revenue recognition can also materially affect the Company's quarterly results. The majority of revenue from corporate financing and advisory transactions is recorded when the transaction has closed and, as a result, quarterly results can also be affected by the timing for the recognition of revenue for such transactions in our capital markets business.

The Company's revenue generating activities are diversified across industry sectors and geographies. To add to its recurring revenue base and to offset the inherent volatility of the capital markets business, the Company has continued to invest in increasing the scale of its global wealth management operations. Historically, the Company's diversification across major financial centres has allowed it to benefit from strong equity markets in certain regions and improve its capability for identifying and servicing opportunities in regional centres and across the Company's focus sectors.

The following chart depicts firm-wide revenue contributions by geography for Q3 2025 and the nine months ended December 31, 2024:



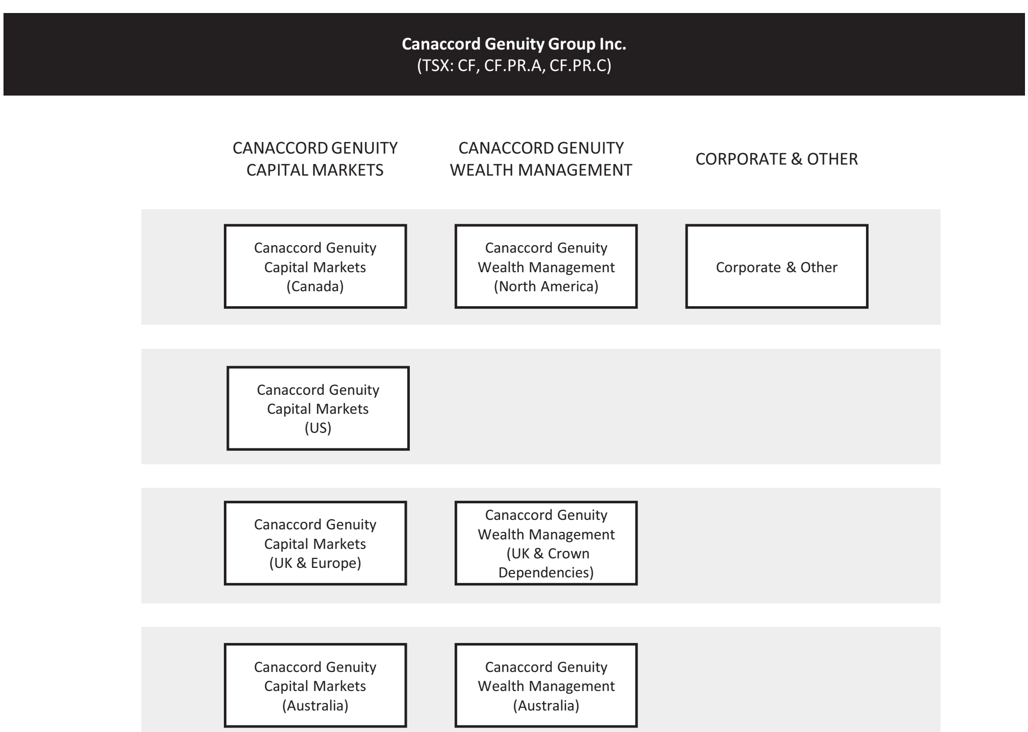


IMPACT OF CHANGES IN MARKET ACTIVITY

As a brokerage firm, the Company derives its revenue primarily from sales commissions and account fees, interest, underwriting, advisory fees, and trading activity. As a result, the Company's business is materially affected by conditions in the financial marketplace and the economic environment, primarily in North America and the UK & Europe, and to some degree in Asia and Australia. Canaccord Genuity Group's long-term international business development initiatives over the past several years have laid a solid foundation for revenue diversification. A disciplined capital strategy allows the Company to remain competitive in a dynamic financial landscape.

The Company's wealth management activities are primarily focused on providing services related to discretionary and advisory account management, execution, financial planning, custody, margin loans and cash management. The value of client assets in the Company's wealth management business can be impacted by changes in market values during reporting periods.

BUSINESS SEGMENTS



The principal operating entities included in the business units described above are:

Canaccord Genuity Capital Markets (Canada)

- Canaccord Genuity Corp. (capital markets division)
- Jitneytrade Inc.
- Canaccord Genuity Asia (Beijing) Limited
- Canaccord Genuity (Hong Kong) Limited[(1)]
- Canaccord Genuity Emerging Markets Ltd.

Canaccord Genuity Wealth Management (North America)

- Canaccord Genuity Corp. (wealth management division)
- Canaccord Genuity Wealth Management (USA) Inc.
- Canaccord Genuity Wealth & Estate Planning Services Ltd.

Corporate and Other

- Canaccord Genuity Corp. (corporate & other division)
- Canaccord Genuity Group Inc.
- Finlogik Inc.

Canaccord Genuity Capital Markets (US)

- Canaccord Genuity LLC
- Canaccord Genuity Petsky Prunier LLC
- CG Sawaya, LLC

Canaccord Genuity Capital Markets (UK & Europe)

- Canaccord Genuity Limited

Canaccord Genuity Wealth Management (UK & Crown Dependencies)[(2)]

- Canaccord Genuity Wealth Limited
- CG Wealth Planning Ltd.
- Canaccord Genuity Asset Management Limited
- Canaccord Genuity Wealth (International) Limited
- Canaccord Genuity Wealth Group Holdings (Jersey) Limited
- Cantab Asset Management Limited
- Intelligent Capital Group Limited

Canaccord Genuity Capital Markets (Australia)

- Canaccord Genuity (Australia) Limited[(2)]
- Canaccord Genuity (Hong Kong) Limited[(1)]

Canaccord Genuity Wealth Management (Australia)

- Canaccord Genuity Financial Limited[(2)]

(1) Canaccord Genuity (Hong Kong) Limited is a shared resource for both Canaccord Genuity Capital Markets (Canada) and Canaccord Genuity Capital Markets (Australia).
(2) Majority owned, see notes below.

Certain institutional investors acquired two series of Convertible Preferred Shares issued by Canaccord Genuity Wealth Group Holdings (Jersey) Limited, a subsidiary of the Company and the parent of all operating companies included in CGWM UK. On an as-converted basis and subject to the liquidation preference associated with the Convertible Preferred Shares and the Preference Shares issued to management and employees of CGWM UK and reflecting the approximate 4% equity interest held by management and employees of CGWM UK, the Company holds an approximate 66.9% equity equivalent interest in Canaccord Genuity Wealth Group Holdings (Jersey) Limited on an as-converted basis. Terms of the Convertible Preferred Shares and Preference Shares are disclosed in Note 8 of the audited consolidated financial statements of the Company for the year ended March 31, 2024.

The Company holds a 65% beneficial ownership interest in Canaccord Genuity (Australia) Limited and Canaccord Genuity Financial Limited.

Operating results of Jitneytrade Inc. and Finlogik Inc. (collectively referred to as "Jitneytrade") since the closing date of June 6, 2018 are included as part of Canaccord Genuity Capital Markets Canada and Corporate and Other, respectively, and whose operations have subsequently been transferred to Canaccord Genuity Corp. In addition, operating results of Canaccord Genuity Petsky Prunier LLC ("Petsky Prunier") since the closing date of February 13, 2019 and operating results of CG Sawaya, LLC ("Sawaya") since the closing date of December 31, 2021 are included as part of Canaccord Genuity Capital Markets US. Included as part of CGWM UK are the operating results of McCarthy Taylor Limited ("McCarthy Taylor") (renamed as CG McCarthy Taylor Limited) and whose operations were subsequently transferred to CG Wealth Planning Limited since the closing date of January 29, 2019, the operating results of Thomas Miller Wealth Management Limited ("Thomas Miller") (renamed as CG Wealth Planning Limited) since the closing date of May 1, 2019, the private client investment management business of Adam & Company (including the acquisition of Adam & Company Investment Management Limited) since the closing date of October 1, 2021, the operating results of Punter Southall Wealth Limited ("PSW") whose operations were subsequently transferred to Canaccord Genuity Wealth Limited and CG Wealth Planning Ltd. since the closing date of May 31, 2022, the operating results of Intelligent Capital Holdings Limited ("ICL") since the closing date of April 8, 2024 and the operating results of Cantab Asset Management Limited (Cantab") since the acquisition date of October 1, 2024. Operating results for the business of Results International Group LLP ("Results") since the closing date of August 17, 2022 are included as part of Canaccord Genuity Capital Markets (UK & Europe). The operating results of the Canadian private wealth management business of Mercer Global Investments Canada Limited, referred to as "Mercer", are included as part of Canaccord Genuity Wealth Management Canada since the closing date of May 29, 2023.

Market Environment During Q3 Fiscal 2025

Economic backdrop

During our third fiscal quarter the US Federal Reserve and the Bank of Canada implemented further rate cuts of 50bps and 100bps respectively.

The S&P 500 (+2.4%) and the S&P/TSX (+3.8%) increased during the three-month period ended December 31, 2024. However, weaker performance in other regions resulted in a 0.9% decline for global equities. Driven by a resilient economy and persistent inflation, US Treasury bond yields rose by 79bps, reversing a significant decline earlier in the fiscal year.

In the commodities sector, crude oil ended the quarter on a strong note (+5.4%), while copper prices fell by 10.7%, weighed down by subdued manufacturing activity, concerns about China, and the potential impact of US tariffs.

Investment banking and advisory

According to industry data, global M&A activity in the three-month period declined 8.3% year-over-year and 5.0% sequentially. However, global new issue activity improved by 112% year-over-year and 99% sequentially.

Looking ahead, while elevated interest rates could pose challenges for companies seeking to finance operations or acquisitions, the improved performance of small- and mid-cap equities suggests a stronger investor appetite for risk. Historically, M&A activity has correlated positively with improved risk appetite for small- and mid-cap equities.

Index Value at End of	Q3/24		Q4/24		Q1/25		Q2/25		Q3/25	
Fiscal Quarter	2023-12-29	(Y/Y)	2024-03-29	(Y/Y)	2024-06-28	(Y/Y)	2024-09-30	(Y/Y)	2024-12-31	(Y/Y)	(Q/Q)
S&P IFCI Global Small Cap	298.0	12.8%	294.0	7.2%	301.9	7.6%	320.3	15.1%	298.2	0.0%	-6.9%
S&P IFCI Global Large Cap	229.6	7.4%	235.0	6.3%	245.9	11.2%	265.8	24.5%	244.9	6.7%	-7.9%

Source: LSEG Datastream, Canaccord Genuity estimates

Our capital-raising and advisory activities are primarily focused on small- and mid-cap companies in specific growth sectors of the global economy. These sectors may experience growth or downturns independent of broader economic and market conditions. Government regulation can also have a more profound impact on capital formation for smaller companies. Volatility in the business environment for these industries, or in the market for securities of companies within these industries in the regions where we operate could adversely affect our financial results and ultimately, the market value of our shares. Advisory revenues are primarily dependent on the successful completion of merger, acquisition and restructuring mandates.

Trading

Small- and mid-cap equities posted strong relative performances through the third quarter of fiscal 2025.

Average Value During	Q3/24		Q4/24		Q1/25		Q2/25		Q3/25		
Fiscal Quarter/Year	29-Dec-23	(Y/Y)	29-Mar-24	(Y/Y)	28-Jun-24	(Y/Y)	30-Sep-24	(Y/Y)	31-Dec-24	(Y/Y)	(Q/Q)
Russell 2000	1810.0	0.9%	2013.6	8.4%	2037.9	13.4%	2155.1	13.9%	2300.6	27.1%	6.7%
S&P 400 Mid Cap	2545.2	4.9%	2837.4	11.0%	2941.6	18.0%	3014.6	14.9%	3210.0	26.1%	6.5%
FTSE 100	7511.4	3.2%	7671.9	-1.1%	8173.8	6.3%	8242.2	9.8%	8219.6	9.4%	-0.3%
MSCI EU Mid Cap	1191.0	5.8%	1271.8	2.6%	1333.4	8.4%	1327.9	9.8%	1343.4	12.8%	1.2%
S&P/TSX	19896.7	2.0%	21309.3	5.6%	22022.6	9.1%	22937.2	13.8%	24837.4	24.8%	8.3%

Source: LSEG Datastream, Canaccord Genuity estimates

Global wealth management

Strong positive equity market returns in the third quarter of fiscal 2025 contributed to the growth in client assets during the quarter in our wealth management businesses, partially offset by weaker bond market performances.

Total Return (excl. currencies)	Q3/24 Change (Q/Q)	Q4/24 Change (Q/Q)	Q1/25 Change (Q/Q)	Q2/25 Change (Q/Q)	Q3/25 Change (Q/Q)	Fiscal 2024 Change (Y/Y)
S&P 500	11.7%	10.6%	4.3%	5.9%	2.4%	29.9%
S&P/TSX	8.1%	6.6%	-0.5%	10.5%	3.8%	14.0%
MSCI EMERGING MARKETS	5.6%	4.6%	6.3%	6.8%	-4.2%	11.1%
MSCI WORLD	11.1%	8.3%	3.0%	6.7%	-0.9%	23.8%
S&P GS COMMODITY INDEX	-10.7%	10.4%	0.7%	-5.3%	3.8%	11.1%
US 10-YEAR T-BONDS	6.8%	-1.7%	-0.3%	5.8%	-5.0%	-2.3%
CAD/USD	2.5%	-2.2%	-1.0%	1.1%	-6.0%	-0.2%
CAD/EUR	-1.8%	0.0%	-0.3%	-2.7%	1.1%	0.2%

Source: Refinitiv Datastream, Canaccord Genuity estimates

Outlook

The impacts of interest rate cuts tend to affect economic activity with long and variable lags. The change in the US administration in January 2025 will prompt changes in policies, such as higher tariffs, immigration restrictions, and reduced government spending which will likely cause changes in employment rates. Additionally, the concurrent increases in bond yields, the US dollar, and crude oil prices also signal a tightening in financial conditions. As a result, we continue to expect global growth rates to decline over the first half of calendar 2025.

Notwithstanding these changes, it is expected that the US economy will maintain strong economic momentum, notably from service sectors. As a result, we anticipate modest earnings growth over the next few quarters. However, equity markets may face periods of volatility due to ongoing geopolitical uncertainties, high EPS growth expectations, stretched valuation multiples in certain sectors, and rising bond yields.

We continue to believe M&A and corporate financing activities will improve and conditions remain in place for deal activity to increase over levels in the last few quarters.

Core Business Performance Highlights for Q3 Fiscal 2025

Third quarter and nine-months fiscal year-to-date

	Three months ended							
	December 31, 2024				December 31, 2023			
	Canaccord Genuity Wealth Management	**Canaccord Genuity Capital Markets**	**Corporate and Other[1]**	**Total**	Canaccord Genuity Wealth Management	Canaccord Genuity Capital Markets	Corporate and Other[1]	Total
Revenue – adjusted[2]	**$ 233,446**	**$ 210,713**	**$ 7,176**	**$ 451,335**	$ 195,042	$ 189,843	$ 4,618	$ 389,503
Pre-tax income (loss) – adjusted[2]	**36,255**	**14,790**	**(11,271)**	**39,774**	37,840	16,681	(9,821)	44,700
Diluted earnings (loss) per share – adjusted[2]	**$ 0.13**	**$ 0.04**	**$ —**	**$ 0.17**	$ 0.16	$ 0.04	$ —	$ 0.20

(1) The losses of Corporate & Other are allocated to capital markets and wealth management segments based on revenue for the purpose of adjusted diluted earnings (loss) per share
(2) Figures excluding significant items and the allocations to operating divisions are non-IFRS measures. See Non-IFRS measures on page 8

	Nine months ended							
	December 31, 2024				December 31, 2023			
	Canaccord Genuity Wealth Management	**Canaccord Genuity Capital Markets**	**Corporate and Other[1]**	**Total**	Canaccord Genuity Wealth Management	Canaccord Genuity Capital Markets	Corporate and Other[1]	Total
Revenue – adjusted[2]	**$ 665,874**	**$ 618,407**	**$ 23,634**	**$1,307,915**	$ 573,293	$ 480,346	$ 16,815	$1,070,454
Pre-tax income (loss) – adjusted[2]	**107,705**	**42,756**	**(33,584)**	**116,877**	106,485	2,709	(15,107)	94,087
Diluted earnings (loss) per share – adjusted[2]	**$ 0.40**	**$ 0.09**	**$ —**	**$ 0.49**	$ 0.47	$ (0.20)	$ —	$ 0.27

(1) The losses of Corporate & Other are allocated to capital markets and wealth management segments based on revenue for the purpose of adjusted diluted earnings (loss) per share
(2) Figures excluding significant items and the allocations to operating divisions are non-IFRS measures. See Non-IFRS measures on page 8

CANACCORD GENUITY WEALTH MANAGEMENT

The Company's combined global wealth management operations earned revenue of $233.4 million during the third fiscal quarter and $665.9 million fiscal year-to-date, representing year-over-year increases of 19.7% and 16.1% respectively which represent new records for the respective reporting periods. The increases were largely attributable to higher commissions and fees revenue from all geographies. Excluding significant items, this division recorded net income before taxes of $36.3 million[1] for the third quarter and $107.7 million[1] fiscal year-to-date, representing a decrease of 4.2% on a quarterly basis and an increase of 1.1% on a year-to-date basis. Despite the revenue growth, the pre-tax income for Q3/25 was negatively impacted by increases in general and administrative and premises and equipment expenses, higher interest expense which was partially offset by higher interest income, as well as increased development costs in connection with our growth initiatives.

- Canaccord Genuity Wealth Management (North America) generated $96.4 million in fiscal third quarter revenue and, after intersegment allocations and excluding significant items, recorded net income before taxes of $9.0 million[1]. Fiscal year-to-date revenue in this business increased by 24.4% year-over-year to $274.4 million and excluding significant items, net income before taxes and after intersegment allocations amounted to $30.3 million[1].
- Wealth management operations in the UK & Crown Dependencies generated $115.8 million in revenue and, after intersegment allocations and excluding significant items, recorded net income before taxes of $25.4 million in the third quarter of fiscal 2025[1]. Fiscal year-to-date revenue in this business amounted to $332.1 million and excluding significant items, net income before taxes and after intersegment allocations amounted to $73.4 million[1].
- Wealth management operations in Australia generated revenue of $21.2 million and, after intersegment allocations and excluding significant items, recorded income before taxes of $1.8 million[1] in the third quarter of fiscal 2025, an increase of 20.1%. Fiscal year-to-date revenue in this business amounted to $59.4 million and net income excluding significant items and before taxes and after intersegment allocations amounted to $4.0 million[1].

(1) Figures excluding significant items are non-IFRS measures. See Non-IFRS Measures on page 8

Firm-wide client assets were $115.0 billion at December 31, 2024 representing an increase of $15.8 billion or 15.9% from $99.2 billion[(2)] at the end of Q3/24. Client assets across the individual businesses as at December 31, 2024 were as follows:

- $42.3 billion in North America, an increase of $6.0 billion or 16.5% from December 31, 2023[(2)]
- $64.5 billion (£35.9 billion) in the UK & Crown Dependencies, an increase of $7.8 billion or 13.7% from $56.8 billion (£33.7 billion) at December 31, 2023[(2)]
- $8.1 billion held through our investment management platform in Australia, an increase of $2.0 billion or 32.7% from December 31, 2023[(2)]

CANACCORD GENUITY CAPITAL MARKETS

Globally, Canaccord Genuity Capital Markets earned revenue of $210.7 million for the third fiscal quarter, and $618.4 million fiscal year-to-date, representing year-over-year increases of 11.0% and 28.7% respectively. The increase primarily reflected higher investment banking revenue. Excluding significant items this division recorded net income before income taxes of $14.8 million[(1)] for the third quarter and $42.8 million[(1)] fiscal year-to-date.

Canaccord Genuity Capital Markets participated in a total of 291 corporate finance transactions globally, raising total proceeds of $29.8 billion during the nine months ended December 31, 2024.

Revenue by activity as a percentage of Canaccord Genuity Capital Markets revenue

	Three months ended December 31		Quarter-over-quarter change	Nine months ended December 31		Year-over-year change
	2024	2023		**2024**	2023	
Commissions and fees	**18.0%**	19.9%	(1.9) p.p.	**17.9%**	24.6%	(6.7) p.p.
Investment banking	**27.6%**	21.0%	6.6 p.p.	**28.3%**	20.9%	7.4 p.p.
Advisory fees	**33.2%**	39.3%	(6.1) p.p.	**34.8%**	33.5%	1.3 p.p.
Principal trading	**16.7%**	15.7%	1.0 p.p.	**14.2%**	15.2%	(1.0) p.p.
Interest	**3.4%**	3.5%	(0.1) p.p.	**3.7%**	4.9%	(1.2) p.p.
Other	**1.1%**	0.6%	0.5 p.p.	**1.1%**	0.9%	0.2 p.p.
Canaccord Genuity Capital Markets (total)	**100.0%**	100.0%		**100.0%**	100.0%	

p.p.: percentage points

Further detail is provided in the Business Segment Results beginning on page 21.

SUMMARY OF CORPORATE DEVELOPMENTS

- On October 1, 2024, the Company, through its wealth management business in CGWM UK completed its purchase of Cantab Asset Management Ltd., a chartered, independent financial planning business headquartered in Cambridge, UK.
- On November 7, 2024, the Company, through its U.S. Capital Markets business, Canaccord Genuity LLC, entered into a business collaboration agreement (the “Agreement”) with Carbon Reduction Capital LLC (CRC-IB), a leading provider of investment banking and advisory services across the energy transition sector. CRC-IB provides M&A, project finance and capital raising services with dedicated experience in the wind, solar, storage, and carbon capture segments. The Agreement aims to mutually strengthen and expand core M&A, capital markets, and strategic advisory services for the rapidly advancing global energy transition while enhancing Canaccord Genuity’s midmarket advisory capabilities, which have grown significantly since 2019. In connection with the Agreement, the Company also made a loan to CRC HoldingCo, LLC and entered into an agreement which will entitle the Company to acquire CRC-IB at any time up to December 31, 2025, subject to certain conditions.
- On October 9, 2024, the Company announced that it had hired Nadine Ahn as Deputy Chief Financial Officer and the planned successor to the current Chief Financial Officer (CFO), Donald MacFayden, who had announced his desire to transition from the global CFO role in 2025. Since starting with the Company, Mr. MacFayden has been partnering with Ms. Ahn on her transition to the global CFO role. On February 4, 2025, the board of directors formally appointed Nadine Ahn as global CFO of the Company to be effective from February 5, 2025. As previously disclosed, Mr. MacFayden still remains active within the Company, continuing to serve in a senior leadership role within the Company’s US broker-dealer subsidiary.

(2) See Non-IFRS Measures on page 8

Financial Overview

Q3 AND YEAR-TO-DATE FISCAL 2025 SELECTED FINANCIAL INFORMATION[(1)(2)(5)]

	Three months ended December 31				Nine months ended December 31			
(C$ thousands, except per share and % amounts, and number of employees)	**2024**	2023	2022	Q3/25 vs Q3/24	**2024**	2023	2022	YTD over YTD change
Canaccord Genuity Group Inc. (CGGI)								
Revenue								
Commissions and fees	**$ 225,785**	$ 188,066	$ 188,647	20.1%	**$ 635,556**	$ 553,964	$ 552,340	14.7%
Investment banking	**67,853**	46,488	47,494	46.0%	**199,800**	118,908	109,982	68.0%
Advisory fees	**70,074**	74,747	75,667	(6.3)%	**215,486**	161,525	259,905	33.4%
Principal trading	**34,644**	29,951	35,123	15.7%	**87,441**	73,196	90,317	19.5%
Interest	**51,007**	45,507	32,085	12.1%	**157,279**	148,487	69,296	5.9%
Other	**1,671**	4,384	3,100	(61.9)%	**12,273**	13,677	(1,832)	(10.3)%
Total revenue	**451,034**	389,143	382,116	15.9%	**1,307,835**	1,069,757	1,080,008	22.3%
Expenses								
Compensation expense	**254,873**	223,097	240,303	14.2%	**759,604**	608,686	660,806	24.8%
Other overhead expenses[(3)]	**186,452**	128,948	120,003	44.6%	**487,774**	405,072	349,043	20.4%
Acquisition-related costs	**—**	—	—	—	**704**	—	7,403	n.m.
Restructuring costs	**1,554**	—	—	n.m.	**3,940**	18,147	—	(78.3)%
Fair value adjustment of non-controlling interests derivative liability	**6,000**	—	—	n.m.	**15,000**	13,250	—	13.2%
Change in fair value of contingent consideration	**—**	—	—	—	**—**	(18,174)	—	(100.0)%
Fair value adjustment of convertible debentures derivative liability	**7,347**	—	—	n.m.	**5,583**	—	—	n.m.
Impairment of goodwill and other intangible assets	**—**	—	102,571	—	**—**	—	102,571	—
Share of loss of an associate	**—**	—	25	—	**—**	70	45	(100.0)%
Total expenses	**456,226**	352,045	462,902	29.6%	**1,272,605**	1,027,051	1,119,868	23.9%
(Loss) income before income taxes	**(5,192)**	37,098	(80,786)	(114.0)%	**35,230**	42,706	(39,860)	(17.5)%
Net (loss) income	**$ (11,603)**	$ 28,005	$ (82,065)	(141.4)%	**$ 14,284**	$ 21,870	$ (58,505)	(34.7)%
Net (loss) income attributable to:								
CGGI shareholders	**$ (22,539)**	$ 17,198	$ (92,775)	(231.1)%	**$ (19,195)**	$ (9,467)	$ (85,778)	(102.8)%
Non-controlling interests	**$ 10,936**	$ 10,807	$ 10,710	1.2%	**$ 33,479**	$ 31,337	$ 27,273	6.8%
Preferred share dividends	**$ 2,852**	$ 2,852	$ 2,391	—	**$ 8,556**	$ 8,556	$ 7,173	—
Net (loss) income attributable to common shareholders	**$ (25,391)**	$ 14,346	$ (95,166)	(277.0)%	**$ (27,751)**	$ (18,023)	$ (92,951)	(54.0)%
(Loss) earnings per common share – diluted	**$ (0.26)**	$ 0.14	$ (1.10)	(285.7)%	**$ (0.29)**	$ (0.20)	$ (1.06)	(45.0)%
Dividends per common share	**$ 0.085**	$ 0.085	$ 0.085	—	**$ 0.255**	$ 0.255	$ 0.255	—
Total assets	**$ 5,457,731**	$ 4,884,749	$ 6,079,979	11.7%				
Total liabilities	**$ 4,106,367**	$ 3,540,298	$ 4,728,987	16.0%				
Non-controlling interests	**$ 386,900**	$ 350,263	$ 348,212	10.5%				
Total shareholders' equity	**$ 964,464**	$ 994,188	$ 1,002,780	(3.0)%				
Number of employees	**2,892**	2,784	2,850	3.9%				
Excluding significant items[(5)]								
Total revenue	**$ 451,335**	$ 389,503	$ 382,349	15.9%	**$ 1,307,915**	$ 1,070,454	$ 1,092,959	22.2%
Total expenses	**$ 411,561**	$ 344,803	$ 350,878	19.4%	**$ 1,191,038**	$ 976,367	$ 983,421	22.0%
Income before income taxes	**$ 39,774**	$ 44,700	$ 31,471	(11.0)%	**$ 116,877**	$ 94,087	$ 109,538	24.2%
Net income[(4)]	**$ 29,255**	$ 33,304	$ 28,197	(12.2)%	**$ 86,500**	$ 63,454	$ 83,558	36.3%
Net income attributable to:								
CGGI shareholders	**$ 19,972**	$ 23,619	$ 18,952	(15.4)%	**$ 58,708**	$ 36,580	$ 61,615	60.5%
Non-controlling interests	**$ 9,283**	$ 9,685	$ 9,245	(4.2)%	**$ 27,792**	$ 26,874	$ 21,943	3.4%
Preferred share dividends	**$ 2,852**	$ 2,852	$ 2,391	—	**$ 8,556**	$ 8,556	$ 7,173	—
Net income attributable to common shareholders, adjusted	**$ 17,120**	$ 20,767	$ 16,561	(17.6)%	**$ 50,152**	$ 28,024	$ 54,442	79.0%
Earnings per common share – diluted[(4)]	**$ 0.17**	$ 0.20	$ 0.16	(15.0)%	**$ 0.49**	$ 0.27	$ 0.53	81.5%

(1) Financial measures are in accordance with IFRS except for figures excluding significant items. See Non-IFRS Measures on page 8.

(2) The operating results of the Australian operations have been fully consolidated, and a 31.8% non-controlling interest has been recognized for the three and nine months ended December 31, 2024 [three and nine months ended December 31, 2023 – 31.8%]. The operating results of CGWM UK have been fully consolidated, and a non-controlling interest in the ordinary shares, Convertible Preferred Shares and Preference Shares of Canaccord Genuity Wealth Management Holdings (Jersey) Limited has been recognized for the three and nine months ended December 31, 2024. On an as-converted basis and subject to the liquidation preference of the Convertible Preferred Shares and the Preference Shares the non-controlling interest represents a 33.1% equity equivalent [three and nine months ended December 31, 2023 – 33.1%].

(3) Consists of trading, settlement and technology costs, premises and equipment, interest, general and administrative, amortization of tangible, intangible and right of use assets, and development costs.

(4) Net income and earnings per common share excluding significant items reflect tax-effected adjustments related to such items. See Non-IFRS Measures on page 8 and the Selected Financial Information Excluding Significant Items table on page 16.

(5) Data includes the operating results of Results since August 17, 2022, the operating results of PSW since May 31, 2022, the operating results of ICL since April 8, 2024 and the operating results of Cantab since October 1, 2024.

n.m.: not meaningful

Q3 AND YEAR-TO-DATE FISCAL 2025 SELECTED FINANCIAL INFORMATION EXCLUDING SIGNIFICANT ITEMS[1]

(C$ thousands, except per share and % amounts)	Three months ended December 31 2024	Three months ended December 31 2023	Quarter-over-quarter change	Nine months ended December 31 2024	Nine months ended December 31 2023	Year-over-year change
Revenue						
Revenue per IFRS	$ 451,034	$ 389,143	15.9%	$ 1,307,835	$ 1,069,757	22.3%
Significant items recorded in Corporate and Other						
Fair value adjustments on certain illiquid and restricted marketable securities	$ 301	$ 360	(16.4)%	$ 80	$ 697	(88.5)%
Total revenue excluding significant items[1]	$ 451,335	$ 389,503	15.9%	$ 1,307,915	$ 1,070,454	22.2%
Expenses						
Expenses per IFRS	$ 456,226	$ 352,045	29.6%	$ 1,272,605	$ 1,027,051	23.9%
Significant items recorded in Canaccord Genuity Capital Markets						
Amortization of intangible assets	$ 163	$ 279	(41.6)%	$ 480	$ 945	(49.2)%
Incentive based costs related to acquisitions	$ 496	$ 532	(6.8)%	$ 1,220	$ 1,467	(16.8)%
Restructuring costs	$ 1,554	—	n.m.	$ 3,940	$ 12,673	(68.9)%
Lease expenses related to premises under construction	$ 1,824	—	n.m.	$ 5,894	—	n.m.
Provision[2]	$ 17,728	—	n.m.	$ 17,728	—	n.m.
Change in fair value of contingent consideration	—	—	—	—	$ (18,174)	(100.0)%
Significant items recorded in Canaccord Genuity Wealth Management						
Amortization of intangible assets	$ 6,181	$ 5,707	8.3%	$ 18,229	$ 17,073	6.8%
CGWM UK management incentive plan	$ 2,000	—	n.m.	$ 6,478	—	n.m.
Acquisition-related costs	—	—	—	$ 704	—	n.m.
Incentive based costs related to acquisitions	$ 1,372	$ 724	89.5%	$ 3,310	$ 2,938	12.7%
Restructuring costs	—	—	—	—	$ 810	(100.0)%
Significant items recorded in Corporate and Other						
Lease expenses related to premises under construction	—	—	—	$ 3,001	—	n.m.
Restructuring costs	—	—	—	—	$ 4,664	(100.0)%
Fair value adjustment of non-controlling interests derivative liability	$ 6,000	—	n.m.	$ 15,000	$ 13,250	13.2%
Fair value adjustment of convertible debentures derivative liability	$ 7,347	—	n.m.	$ 5,583	—	n.m.
Development costs	—	—	—	$ —	$ 15,038	(100.0)%
Total significant items[1]	$ 44,665	$ 7,242	n.m.	$ 81,567	$ 50,684	60.9%
Total expenses excluding significant items[1]	$ 411,561	$ 344,803	19.4%	$ 1,191,038	$ 976,367	22.0%
Net income before taxes – adjusted[1]	$ 39,774	$ 44,700	(11.0)%	$ 116,877	$ 94,087	24.2%
Income taxes – adjusted[1]	$ 10,519	$ 11,396	(7.7)%	$ 30,377	$ 30,633	(0.8)%
Net income – adjusted[1]	$ 29,255	$ 33,304	(12.2)%	$ 86,500	$ 63,454	36.3%
Significant items impacting net income attributable to common shareholders[1]						
Non-controlling interests – IFRS	$ 10,936	$ 10,807	1.2%	$ 33,479	$ 31,337	6.8%
Amortization of equity component of the non-controlling interests in CGWM UK and other adjustment	$ 1,653	$ 1,122	47.3%	$ 5,687	$ 4,463	27.4%
Non-controlling interests (adjusted)[1]	$ 9,283	$ 9,685	(4.2)%	$ 27,792	$ 26,874	3.4%
Preferred share dividends	$ 2,852	$ 2,852	—	$ 8,556	$ 8,556	—
Net income attributable to common shareholders excluding significant items[1]	$ 17,120	$ 20,767	(17.6)%	$ 50,152	$ 28,024	79.0%
Earnings per common share excluding significant items[1] – basic	$ 0.18	$ 0.24	(25.0)%	$ 0.53	$ 0.33	60.6%
Diluted earnings per common share excluding significant items[1] – diluted	$ 0.17	$ 0.20	(15.0)%	$ 0.49	$ 0.27	81.5%

(1) Figures excluding significant items are non-IFRS measures. See Non-IFRS Measures on page 8.

n.m.: not meaningful

(2) Reflects an increase to a provision recorded in Q4/23 in connection with ongoing regulatory matters in the US and the associated legal costs incurred during the quarter; the Company considers this increase to be outside the normal course of operations and normal course expenses reasonably expected to be incurred in connection with its business (see Note 22 to the December 31, 2024 unaudited interim condensed consolidated financial statements) and, accordingly, has treated this expense as a significant item for purposes of determining expenses excluding significant items and net income excluding significant items.

Impact of Convertible Preferred Shares on EPS

Diluted earnings per common share ("diluted EPS") and net income attributable to common shareholders are computed using the treasury stock method, giving effect to the exercise of all dilutive elements. The Convertible Preferred Shares and Preference Shares issued by CGWM UK are factored into the diluted EPS by adjusting net income attributable to common shareholders of the Company to reflect the Company's proportionate share of CGWM UK's earnings on an as converted basis if the calculation is dilutive. For the three and nine months ended December 31, 2024, the effect of reflecting the Company's proportionate share of CGWM UK's earnings is anti-dilutive under both IFRS and on an adjusted basis excluding significant items[1]. As such, the diluted EPS and net income attributable to common shareholders under IFRS and on an adjusted basis excluding significant items[1] is computed based on net income less accrued and paid dividends on the convertible Preferred Shares and Preference Shares issued by CGWM UK to determine net income attributable to CGGI shareholders.

Foreign exchange

Revenues and expenses from our foreign operations are initially recorded in their respective functional currencies and translated into Canadian dollars at exchange rates prevailing during the period. Fluctuations in foreign exchange contributed to certain changes in revenue and expense items in Canadian dollars when compared to the applicable prior periods and should be considered when reviewing the following discussion in respect of our consolidated results as well as the discussion in respect of Canaccord Genuity Capital Markets and Canaccord Genuity Wealth Management.

Goodwill

In determining whether to perform an impairment test, the Company considers factors such as its market capitalization, market conditions generally and overall economic conditions as well as market conditions in the key sectors in which the Company operates and the impact that such conditions are expected to have on the Company's operations.

Utilizing management's preliminary estimates for revenue and operating performance, growth rates and other assumptions typically required in connection with discounted cash flow models the Company determined that there was no impairment in the goodwill associated with any of its wealth management business units in the UK & Crown Dependencies and Australia or its goodwill in Canaccord Genuity Capital Markets US and Canaccord Genuity Capital Markets UK. Notwithstanding this determination as of December 31, 2024, changes or uncertainty in the economic environment may cause this determination to change. If the business climate changes and the Company is unable to achieve its internal forecasts the Company may determine that there has been impairment, and the Company may be required to record a goodwill impairment charge in the future. Adverse changes in the key assumptions utilized for purposes of impairment testing for goodwill and indefinite life intangible assets may result in the estimated recoverable amount of some or all of the applicable business units declining below the carrying value with the result that impairment charges may be required. The amount of any impairment charge would affect some or all of the amounts recorded for goodwill and indefinite life intangible assets. Any such impairment charges would be determined after incorporating the effect of any changes in key assumptions including any consequential effects of such changes on estimated operating income and on other factors. In addition, notwithstanding that there may be no change in the performance estimates used by the Company for purposes of determining whether there has been any impairment in its indefinite life intangible asset related to the Genuity brand name, in the event that the Company changes the way in which it uses that asset the Company may be required to record an impairment charge.

Notwithstanding the Company's determination that there was no impairment in goodwill, sensitivity testing was conducted as part of the impairment tests for the Canaccord Genuity Capital Markets – US and Canaccord Genuity Capital Markets – UK & Europe CGUs. The sensitivity testing included assessing the impact that reasonably possible declines in revenue estimates for the twelve- month period ending on December 31, 2025, declines in growth rates after that period and increases in the discount rates would have on the recoverable amounts of the CGUs, with other assumptions being held constant. Details in respect of such sensitivity testing are provided in Note 11 to the Company's unaudited interim condensed consolidated financial statements as of December 31, 2024.

THIRD QUARTER AND YEAR-TO-DATE FISCAL 2025 VS. THIRD QUARTER AND YEAR-TO-DATE FISCAL 2024

FIRM-WIDE REVENUE BY ACTIVITY

On a consolidated basis, revenue is generated through six primary activities: commissions and fees associated with agency trading and private client wealth management activity, investment banking, advisory fees, principal trading, interest and other.

	Three months ended December 31			Nine months ended December 31		
(C$ thousands, except % amounts)	**2024**	2023	Quarter-over-quarter change	**2024**	2023	Year-over-year change
Commissions and fees	**$ 225,785**	$ 188,066	20.1%	**$ 635,556**	$ 553,964	14.7%
Investment banking	**67,853**	46,488	46.0%	**199,800**	118,908	68.0%
Advisory fees	**70,074**	74,747	(6.3)%	**215,486**	161,525	33.4%
Principal trading	**34,644**	29,951	15.7%	**87,441**	73,196	19.5%
Interest	**51,007**	45,507	12.1%	**157,279**	148,487	5.9%
Other	**1,671**	4,384	(61.9)%	**12,273**	13,677	(10.3)%
Canaccord Genuity Group Inc. (total)	**$ 451,034**	$ 389,143	15.9%	**$ 1,307,835**	$ 1,069,757	22.3%

REVENUE BY ACTIVITY AS A PERCENTAGE OF FIRM-WIDE REVENUE

	Three months ended December 31			Nine months ended December 31		
	2024	2023	Quarter-over-quarter change	**2024**	2023	Year-over-year change
Commissions and fees	**50.1%**	48.4%	1.7 p.p.	**48.6%**	51.9%	(3.3) p.p.
Investment banking	**15.0%**	11.9%	3.1 p.p.	**15.3%**	11.1%	4.2 p.p.
Advisory fees	**15.5%**	19.2%	(3.7) p.p.	**16.5%**	15.1%	1.4 p.p.
Principal trading	**7.7%**	7.7%	(0.0) p.p.	**6.7%**	6.8%	(0.1) p.p.
Interest	**11.3%**	11.7%	(0.4) p.p.	**12.0%**	13.9%	(1.9) p.p.
Other	**0.4%**	1.1%	(0.7) p.p.	**0.9%**	1.2%	(0.3) p.p.
Canaccord Genuity Group Inc. (total)	**100.0%**	100.0%		**100.0%**	100.0%	

p.p. percentage points

Firm-wide revenue for the three months ended December 31, 2024 was $451.0 million, an increase of 15.9% or $61.9 million compared to the same period a year ago. Firm-wide revenue for the nine months ended December 31, 2024 was $1.3 billion, an increase of 22.3% or $238.1 million year-over-year.

The increase in the third quarter revenue was largely driven by higher investment banking revenue compared to the same period of last year, as well as an increase in commissions and fees revenue in our global wealth management operations, partially offset by a small decline in capital markets advisory fees revenue. On a year-to-date basis, revenue from all our core operating activities improved compared to the nine months ended December 31, 2023.

Firm-wide investment banking revenue increased by $21.4 million or 46.0% to $67.9 million in Q3/25 compared to Q3/24, reflecting increased corporate financing activities in our Canadian, US, and Australian operations, partially offset by a decline in our UK capital markets operations. Firm-wide investment banking revenue for the nine months ended December 31, 2024 amounted to $199.8 million, a year-over-year increase of $80.9 million or 68.0%.

Third quarter advisory fee revenue decreased by $4.7 million or 6.3% from the same quarter a year ago to $70.1 million for Q3/25, but increased by 33.4% or $54.0 million to $215.5 million for the nine months ended December 31, 2024. Our US operations contributed $31.4 million or 44.8% of firm-wide advisory revenue in Q3/25 and $132.3 million or 61.4% of firm-wide advisory revenue for the fiscal year-to-date.

Commissions and fees revenue is primarily generated from private client investment management trading activity and institutional sales and trading. Firm-wide revenue generated from commissions and fees increased by $37.7 million or 20.1% to $225.8 million in Q3/25 compared to Q3/24. Fiscal year-to-date commissions and fees revenue was $635.6 million, an increase of 14.7% or $81.6 million compared to the same period a year ago reflecting higher revenue from our global wealth management business.

Firm-wide principal trading revenue was $34.6 million in Q3/25, representing an increase of $4.7 million or 15.7% compared to Q3/24 mainly due to higher revenue earned from our US operations. For the nine months ended December 31, 2024, firm-wide trading revenue was $87.4 million, an increase of $14.2 million or 19.5%.

Firm-wide interest revenue was $51.0 million for the three months ended December 31, 2024, representing an increase of $5.5 million or 12.1% from Q3/24, largely attributable to our UK and Canadian wealth management operations, which contributed interest revenue of $24.2 million and $15.5 million respectively for the three-month period. Interest revenue for the first nine months of fiscal 2025 was $157.3 million, an increase of $8.8 million or 5.9%, also mainly attributable to our UK and Canadian wealth management operations.

Other revenue was $1.7 million for Q3/25 and $12.3 million for the first nine months of fiscal 2025, decreases of 61.9% and 10.3% respectively over the comparative periods. The decrease in other revenue was partially due to lower revenue from our correspondent services business.

Expenses

Firm-wide expenses for the three months ended December 31, 2024 were $456.2 million, an increase of 29.6% or $104.2 million from Q3/24. Excluding significant items(1) total expenses as a percentage of revenue amounted to 91.2%, an increase of 2.7 percentage points compared to the three months ended December 31, 2023.

For the nine months ended December 31, 2024, total expenses were $1.3 billion compared to $1.0 billion for the same period in the prior year, an increase of 23.9% primarily reflecting the impact of elevated non-compensation expenses incurred in the first fiscal quarter in connection with our ongoing investments in our wealth management operations, as well as increased general and administrative expenses which reflect the impact of higher professional fees and provisions incurred during the period. Excluding significant items(1) total expenses as a percentage of revenue was largely consistent with the nine months ended December 31, 2023.

(1) See Non-IFRS Measures on page 8

	Three months ended December 31			Nine months ended December 31		
	2024	2023	Quarter-over-quarter change	**2024**	2023	Year-over-year change
Compensation expense	**$ 254,873**	$ 223,097	14.2%	**$ 759,604**	$ 608,686	24.8%
Other overhead expenses[1]	**186,452**	128,948	44.6%	**487,774**	405,072	20.4%
Acquisition-related costs	**—**	—	—	**704**	—	n.m.
Restructuring costs	**1,554**	—	n.m.	**3,940**	18,147	(78.3)%
Fair value adjustment of non-controlling interests derivative liability	**6,000**	—	n.m.	**15,000**	13,250	13.2%
Change in fair value of contingent consideration	**—**	—	—	**—**	(18,174)	(100.0)%
Fair value adjustment of convertible debentures derivative liability	**7,347**	—	n.m.	**5,583**	—	n.m.
Share of loss of an associate	**—**	—	—	**—**	70	(100.0)%
Total	**$ 456,226**	$ 352,045	29.6%	**$ 1,272,605**	$ 1,027,051	23.9%

n.m.: not meaningful
(1) Figures excluding significant items are non-IFRS measures. See Non-IFRS Measures on page 8

EXPENSES AS A PERCENTAGE OF REVENUE

	Three months ended December 31			Nine months ended December 31		
	2024	2023	Quarter-over-quarter change	**2024**	2023	Year-over-year change
Compensation expense	**56.5%**	57.3%	(0.8) p.p.	**58.1%**	56.9%	1.2 p.p.
Other overhead expenses[1]	**41.3%**	33.2%	8.1 p.p.	**37.3%**	37.9%	(0.6) p.p.
Acquisition-related costs	**0.0%**	0.0%	0.0 p.p.	**0.1%**	0.0%	0.1 p.p.
Restructuring costs	**0.3%**	0.0%	0.3 p.p.	**0.3%**	1.7%	(1.4) p.p.
Fair value adjustment of non-controlling interests derivative liability	**1.3%**	—	1.3 p.p.	**1.1%**	1.2%	(0.1) p.p.
Change in fair value of contingent consideration	**—**	—	0.0 p.p.	**—**	(1.7)%	1.7 p.p.
Fair value adjustment of convertible debentures derivative liability	**1.6%**	0.0%	1.6 p.p.	**0.4%**	0.0%	0.4 p.p.
Share of loss of an associate	**0.0%**	0.0%	0.0 p.p.	**0.0%**	0.0%	(0.0) p.p.
Total	**101.0%**	90.5%	10.5 p.p.	**97.3%**	96.0%	1.3 p.p.

(1) Consists of trading costs, premises and equipment, communication and technology, interest, general and administrative, amortization and development costs.
p.p.: percentage points

Compensation Expense

Firm-wide compensation expense in Q3/25 was $254.9 million, an increase of $31.8 million or 14.2% compared to Q3/24, broadly in line with the increase in incentive-based revenue. Total compensation expense as a percentage of revenue decreased from 57.3% in Q3/24 to 56.5% in Q3/25, a slight decrease of 0.8 percentage points.

Compensation expense for the nine months ended December 31, 2024 was $759.6 million, an increase of $150.9 million or 24.8% compared to the same period in the prior year. Compensation expense as a percentage of revenue increased by 1.2 percentage points to 58.1% for the nine months ended December 31, 2024.

OTHER OVERHEAD EXPENSES

	Three months ended December 31			Nine months ended December 31		
(C$ thousands, except % amounts)	**2024**	2023	Quarter-over-quarter change	**2024**	2023	Year-over-year change
Trading, settlement and technology	**$ 50,716**	$ 44,198	14.7%	**$ 138,230**	$ 130,473	5.9%
Premises and equipment	**18,818**	14,329	31.3%	**54,968**	42,560	29.2%
Interest	**30,999**	20,461	51.5%	**88,350**	63,127	40.0%
General and administrative	**61,219**	32,232	89.9%	**132,378**	99,489	33.1%
Amortization(1)	**10,795**	10,056	7.3%	**31,699**	29,893	6.0%
Development costs	**13,905**	7,672	81.2%	**42,149**	39,530	6.6%
Total other overhead expenses	**$ 186,452**	$ 128,948	44.6%	**$ 487,774**	$ 405,072	20.4%

(1) Includes amortization of intangible assets. See the Selected Financial Information Excluding Significant Items table on page 16.

Other overhead expenses were $186.5 million, an increase of 44.6% in Q3/25 compared to Q3/24 primarily resulting from increases in general and administrative expense, premises and equipment, interest, as well as trading, settlement and technology costs. As a percentage of revenue, other overhead expenses were 41.3% in Q3/25 compared to 33.1% in Q3/24, an increase of 8.2 percentage points.

General and administrative expenses increased by $29.0 million or 89.9% primarily due to higher provisions and legal fees in our US operations in connection with previously disclosed ongoing regulatory matters (see Provisions, Litigation Proceedings and Contingent Liabilities) as well as increased reserves in our wealth management division and increased promotion and travel costs due to seasonal factors and increased deal activity.

Commencing Q1/25, premises and equipment expense as noted above and elsewhere in this MD&A includes interest expense on lease liabilities and amortization of right-of-use assets. These expenses for prior periods have been reclassified to conform with the presentation for the current year. The increase of $4.5 million or 31.3% compared to the same period in the prior year represents additional expenses recorded for new office locations in Vancouver and New York, which were completed during Q2 and Q3 fiscal 2025 respectively.

Interest expense, excluding interest on lease liabilities as described above, increased by $10.5 million or 51.5% compared to Q3/24, partially as a result of the interest expense on the convertible unsecured senior subordinated debentures ("Convertible Debentures") issued in March 2024. In addition, interest expense in our Canadian wealth management operations also increased by $2.9 million compared to the three months ended December 31, 2023 as a result of increased interest payments to clients on certain cash balances.

Commencing Q3/25, trading, settlement and technology expense as noted above and elsewhere in this MD&A includes trading costs and communication and technology expenses. These expenses for prior periods have been reclassified to conform with the presentation for the current year. The increase of $6.5 million or 14.7% quarter over quarter was due to higher trading costs incurred in our US capital markets business was consistent with higher trading activity and revenue, as well as increased investment in our technology platform to support the increased headcount and business growth in our wealth management businesses.

Development costs increased by $6.2 million or 81.2% as a result of an increase in hiring incentives in our wealth management operations, as well as a fair value adjustment related to the CGWM UK management incentive plan.

Other overhead expenses for the nine months ended December 31, 2024 increased by $82.7 million to $487.8 million, an increase of 20.4% from the same period a year ago. As a percentage of revenue, other overhead expenses decreased slightly by 0.6 percentage points compared to the nine months ended December 31, 2023. The most significant increases in overhead expenses include interest, premises and equipment and general and administrative expenses for the reasons discussed above.

During the nine months ended December 31, 2024, the Company recorded fair value adjustments of $5.6 million related to the derivative liability component of the Convertible Debentures through the unaudited condensed consolidated financial statements.

In addition, during the nine months ended December 31, 2024, the Company recorded a fair value adjustment of $15.0 million related to the derivative liability component of the non-controlling interests related to the Convertible Preferred Shares and Preference Shares issued by CGWM UK.

Income Tax

Income tax expense for the three months ended December 31, 2024 was $6.4 million on a net loss before income taxes of $5.2 million compared to tax expense of $9.1 million on income before income taxes of $37.1 million in Q3/24. The change in effective tax rate was largely due to certain provisions and expenses incurred in Q3/25 that are non-deductible for tax purposes.

For the nine months ended December 31, 2024, income tax expense was $20.9 million on net income before income taxes of $35.2 million compared to income tax expense of $20.8 million on net income before income taxes of $42.7 million for the same period in the prior year for the same reasons described above. In addition, the Pillar Two legislation, which introduces a global minimum corporate tax rate of 15% for multinational enterprises surpassing certain revenue thresholds, has been enacted or substantively enacted in certain jurisdictions that the Company operates in through its subsidiaries. The Company has accordingly recorded additional income taxes of $2.8 million related to the impact of Pillar Two for the nine months ended December 31, 2024.

Net Income (loss)

Net loss for Q3/25 was $11.6 million compared to net income of $28.0 million in the same period a year ago. Net loss attributable to common shareholders was $25.4 million compared to net income attributable to common shareholders of $14.3 million for the three months ended December 31, 2023. Diluted loss per common share was $0.26 in Q3/25 compared to diluted earnings per common share of $0.14 in Q3/24.

Net income for the nine months ended December 31, 2024 was $14.3 million compared to net income of $21.9 million in the same period a year ago. Net loss attributable to common shareholders was $27.8 million compared to net loss attributable to common shareholders of $18.0 million for the nine months ended December 31, 2023. Diluted loss per common share was $0.29 in the current period compared to a diluted loss per common share of $0.20 in the same period in the prior year.

Excluding significant items(1), net income for Q3/25 was $29.3 million compared to net income of $33.3 million in Q3/24. Net income attributable to common shareholders excluding significant items(1) was $17.1 million compared to net income attributable to common shareholders excluding significant items(1) of $20.8 million for the same period in the prior year. Diluted earnings per common share excluding significant items(1) were $0.17 in Q3/25 compared to diluted earnings per common share excluding significant items(1) of $0.20 in Q3/24.

Excluding significant items(1) and before non-controlling interests and preferred share dividends, year- to- date net income for fiscal 2025 was $86.5 million compared to net income of $63.5 million for the same period in fiscal 2024. Net income attributable to common shareholders excluding significant items(1) was $50.2 million compared to net income attributable common shareholders excluding significant items(1) of $28.0 million for the nine-month period a year ago. Diluted earnings per common share, excluding significant items(1), were $0.49 for the nine-month period compared to diluted earnings per common share excluding significant items(1) of $0.27 for the same period in the prior year.

Business Segment Results

Q3/25 AND NINE MONTHS ENDED DECEMBER 31, 2024 COMPARED WITH Q3/24 AND NINE MONTHS ENDED DECEMBER 31, 2023

	Three months ended December 31							
	2024				2023			
(C$ thousands, except number of employees)	Canaccord Genuity Capital Markets	Canaccord Genuity Wealth Management	Corporate and Other	Total	Canaccord Genuity Capital Markets	Canaccord Genuity Wealth Management	Corporate and Other	Total
Revenue								
Canada	$ 57,379	$ 94,524	$ 6,875	$ 158,778	$ 38,636	$ 75,323	$ 4,258	$ 118,217
UK & Europe	28,467	115,844	—	144,311	31,328	101,829	—	133,157
US	99,012	1,841	—	100,853	98,720	1,712	—	100,432
Australia	25,855	21,237	—	47,092	21,159	16,178	—	37,337
Total revenue	210,713	233,446	6,875	451,034	189,843	195,042	4,258	389,143
Expenses	213,700	201,451	41,075	456,226	169,583	157,641	24,821	352,045
Intersegment allocations	3,988	5,293	(9,281)	—	4,390	5,992	(10,382)	—
Income (loss) before income taxes	$ (6,975)	$ 26,702	$ (24,919)	$ (5,192)	$ 15,870	$ 31,409	$ (10,181)	$ 37,098
Excluding significant items(1)								
Revenue	210,713	233,446	7,176	451,335	189,843	195,042	4,618	389,503
Expenses	191,935	191,898	27,728	411,561	168,772	151,210	24,821	344,803
Intersegment allocations	3,988	5,293	(9,281)	—	4,390	5,992	(10,382)	—
Income (loss) before income taxes	14,790	36,255	(11,271)	39,774	16,681	37,840	(9,821)	44,700
Number of employees	802	1,636	454	2,892	820	1,508	456	2,784

(1) Financial measures are in accordance with IFRS except for figures excluding significant items. See Non-IFRS Measures on page 8.

(1) See Non-IFRS Measures on page 8

(C$ thousands, except number of employees)	2024 Canaccord Genuity Capital Markets	2024 Canaccord Genuity Wealth Management	2024 Corporate and Other	2024 Total	2023 Canaccord Genuity Capital Markets	2023 Canaccord Genuity Wealth Management	2023 Corporate and Other	2023 Total
	Nine months ended Dec 31							
Revenue								
Canada	$ 145,634	$ 268,326	$ 23,554	$ 437,514	$ 103,910	$ 216,141	$ 16,118	$ 336,169
UK & Europe	84,213	332,135	—	416,348	61,795	306,005	—	367,800
US	307,251	6,026	—	313,277	254,168	4,321	—	258,489
Australia	81,309	59,387	—	140,696	60,473	46,826	—	107,299
Total revenue	618,407	665,874	23,554	1,307,835	480,346	573,293	16,118	1,069,757
Expenses	591,724	568,173	112,708	1,272,605	461,410	471,188	94,453	1,027,051
Intersegment allocations	13,189	18,717	(31,906)	—	13,138	16,441	(29,579)	—
Income (loss) before income taxes	$ 13,494	$ 78,984	$ (57,248)	$ 35,230	$ 5,798	$ 85,664	$ (48,756)	$ 42,706
Excluding significant items(1)								
Revenue	618,407	665,874	23,634	1,307,915	480,346	573,293	16,815	1,070,454
Expenses	562,462	539,452	89,124	1,191,038	464,499	450,367	61,501	976,367
Intersegment allocations	13,189	18,717	(31,906)	—	13,138	16,441	(29,579)	—
Income (loss) before income taxes	42,756	107,705	(33,584)	116,877	2,709	106,485	(15,107)	94,087

(1) Financial measures are in accordance with IFRS except for figures excluding significant items. See Non-IFRS Measures on page 8.

Canaccord Genuity Group's operations are divided into three segments: Canaccord Genuity Capital Markets and Canaccord Genuity Wealth Management are the main operating segments while Corporate and Other is mainly an administrative segment.

CANACCORD GENUITY CAPITAL MARKETS

The regional segments of our capital markets business, including Canada, the US, Australia and the UK & Europe, are viewed by management as a single business unit, and as such the discussions for Canaccord Genuity Capital Markets below and throughout the MD&A are on a combined basis.

Overview

Canaccord Genuity Capital Markets provides a full range of corporate financing, advisory, equity research, and sales and trading services to corporate, institutional and government clients and also conducts principal trading activities. The Company has capital markets offices and employees in 18 locations in Canada, the US, the UK & Europe, Australia, and Asia.

Our capital markets division has approximately 800 employees who are organized into product, industry, geographic and support groups. Our industry coverage groups are focused in key growth sectors of the global economy and are primarily focused in the Technology, Healthcare and Life Sciences (which includes Cannabis), Metals and Mining, and Consumer sectors, with additional exposure to the Diversified, Transportation & Industrials, Energy, and Structured Products & Sustainability sectors. Our capabilities include private placements, equity and debt underwriting, initial public offerings, follow-on offerings, at-the-market offerings, debt finance and restructuring, advisory (which includes mergers, acquisitions, and private capital/financial sponsor advisory services), principal trading, block trades and market making.

A disciplined mid-market focus with global alignment efforts has enabled Canaccord Genuity Capital Markets to become a leading global independent investment bank specializing in its core focus sectors and geographies. The Company believes that Canaccord Genuity Capital Markets' integrated global platform and disciplined focus in key growth sectors of the global economy provides a competitive advantage. Canaccord Genuity Capital Markets is focused on providing execution capabilities and specialized knowledge within its core focus sectors across geographies, seeking to provide a differentiated service when compared to other global investment banks.

Outlook

Canaccord Genuity Capital Markets continues to take steps to advance its market position as a mid-market leader in many of the Company's key markets. Management maintains a strong focus on capturing operating efficiencies and strengthening its global platform through further integration of our global capabilities and by further enhancing cross-border coordination across all the Company's geographies.

The Company expects that benefits from its investments in higher-margin advisory activities will continue as its operations have expanded with the acquisitions of Results (fiscal 2023), Sawaya Partners (fiscal 2022), and Petsky Prunier (fiscal 2019).

The dynamic nature of the operating environment for global mid-market capital markets activities requires the Company to maintain a level of agility in its business mix that allows the Company to stay competitive and meet the evolving needs of clients. For this reason, the Company will continue to make disciplined investments, as appropriate, to further strengthen its operations in areas where additional market share can be captured.

The Company remains committed to operating its capital markets businesses as efficiently as possible in order to protect its capacity to deliver market-leading expertise and execution services through all market cycles. A culture of cost containment continues to be reinforced throughout the Company, and strategies to lower operating costs in this division over the long term continue to be explored.

FINANCIAL PERFORMANCE(1)(2)

(C$ thousands, except number of employees)	Three months ended December 31, 2024(1)					Three months ended December 31, 2023(1)				
	Canada	UK(5)	US	Australia	Total	Canada	UK(5)	US	Australia	Total
Revenue	57,379	28,467	99,012	25,855	210,713	38,636	31,328	98,720	21,159	189,843
Expenses										
Compensation expense	27,387	18,517	58,154	16,117	120,175	17,530	19,166	62,601	12,042	111,339
Other overhead expenses	16,362	8,811	61,725	5,073	91,971	15,037	8,062	31,634	3,511	58,244
Restructuring costs	1,000	—	554	—	1,554	—	—	—	—	—
Total expenses	44,749	27,328	120,433	21,190	213,700	32,567	27,228	94,235	15,553	169,583
Intersegment allocations(3)	2,591	348	908	141	3,988	2,993	346	911	140	4,390
Income (loss) before income taxes(3)	$10,039	$ 791	$(22,329)	$ 4,524	$(6,975)	$ 3,076	$ 3,754	$ 3,574	$ 5,466	$15,870
Non-controlling interests(2)	—	—	—	1,088	1,088	—	—	—	1,133	1,133
Excluding significant items(4)										
Total revenue	57,379	28,467	99,012	25,855	210,713	38,636	31,328	98,720	21,159	189,843
Total expenses	43,749	27,132	99,864	21,190	191,935	32,567	26,867	93,785	15,553	168,772
Intersegment allocations(3)	2,591	348	908	141	3,988	2,993	346	911	140	4,390
Income (loss) before income taxes(3)	$11,039	$ 987	$(1,760)	$ 4,524	$14,790	$ 3,076	$ 4,115	$ 4,024	$ 5,466	$16,681
Number of employees	172	162	369	99	802	173	164	390	93	820

(1) Financial measures are in accordance with IFRS except for figures excluding significant items. See Non-IFRS Measures on page 8.

(2) The operating results of Canaccord Genuity (Australia) Limited have been consolidated and a 31.8% non-controlling interest had been recognized and included in the Canaccord Genuity Capital Markets business segment for the three and nine months ended December 31, 2024 [three and nine months ended December 31, 2023 – 31.8%]. The non-controlling interest is the portion of the net income after income taxes of Canaccord Genuity (Australia) Limited not attributable to the Company.

(3) Income before income taxes includes intersegment allocated costs. See the Intersegment Allocated Costs section on page 32.

(4) Refer to the Selected Financial Information Excluding Significant Items table on page 16.

(C$ thousands, except number of employees)	Nine months ended December 31, 2024(1)					Nine months ended December 31, 2023(1)				
	Canada	UK	US	Australia	Total	Canada	UK	US	Australia	Total
Revenue	145,634	84,213	307,251	81,309	618,407	103,910	61,795	254,168	60,473	480,346
Expenses										
Compensation expense	73,044	53,019	190,834	48,659	365,556	50,464	41,429	161,559	34,029	287,481
Other overhead expenses	46,491	26,604	134,346	14,787	222,228	47,135	24,086	95,777	12,432	179,430
Change in fair value of contingent consideration	—	—	—	—	—	—	—	(18,174)	—	(18,174)
Restructuring costs	1,000	—	2,940	—	3,940	7,437	—	5,236	—	12,673
Total expenses	120,535	79,623	328,120	63,446	591,724	105,036	65,515	244,398	46,461	461,410
Intersegment allocations(3)	9,017	1,002	2,748	422	13,189	8,893	1,037	2,723	485	13,138
Income (loss) before income taxes(3)	$16,082	$ 3,588	$(23,617)	$17,441	$13,494	$(10,019)	$(4,757)	$ 7,047	$13,527	$ 5,798
Non-controlling interests(2)	—	—	—	3,939	3,939	—	—	—	2,931	2,931
Excluding significant items(4)										
Total revenue	145,634	84,213	307,251	81,309	618,407	103,910	61,795	254,168	60,473	480,346
Total expenses	119,535	79,289	300,192	63,446	562,462	97,599	64,441	255,998	46,461	464,499
Intersegment allocations(3)	9,017	1,002	2,748	422	13,189	8,893	1,037	2,723	485	13,138
Income (loss) before income taxes(3)	$17,082	$ 3,922	$ 4,311	$17,441	$42,756	$(2,582)	$(3,683)	$(4,553)	$13,527	$ 2,709

(1) Financial measures are in accordance with IFRS except for figures excluding significant items. See Non-IFRS Measures on page 8.

(2) The operating results of Canaccord Genuity (Australia) Limited have been consolidated and a 31.8% non-controlling interest had been recognized and included in the Canaccord Genuity Capital Markets business segment for the three and nine months ended December 31, 2024 [three and nine months ended December 31, 2023 – 31.8%]. The non-controlling interest is the portion of the net income after income taxes of Canaccord Genuity (Australia) Limited not attributable to the Company.

(3) Income before income taxes includes intersegment allocated costs. See the Intersegment Allocated Costs section on page 32.

(4) Refer to the Selected Financial Information Excluding Significant Items table on page 16.

REVENUE – CANACCORD GENUITY CAPITAL MARKETS

Revenue from Canaccord Genuity Capital Markets is generated from commissions and fees earned in connection with investment banking and advisory transactions and institutional sales and trading activity, as well as trading gains and losses from Canaccord Genuity Capital Markets' principal trading activity, including its international trading operations. In Australia and Canada, revenue is also earned through warrant and fee share inventory positions which are included in investment banking revenue. The value of these positions fluctuates with changes in market prices.

REVENUE BY GEOGRAPHY AS A PERCENTAGE OF CANACCORD GENUITY CAPITAL MARKETS REVENUE

	Three months ended December 31			Nine months ended December 31		
	2024	2023	Quarter-over-quarter change	**2024**	2023	Year-over-year change
Revenue generated in:						
Canada	**27.2%**	20.4%	6.8 p.p	**23.5%**	21.6%	1.9 p.p
UK & Europe	**13.5%**	16.5%	(3.0) p.p	**13.6%**	12.9%	0.7 p.p
US	**47.0%**	52.0%	(5.0) p.p	**49.7%**	52.9%	(3.2) p.p
Australia	**12.3%**	11.1%	1.2 p.p	**13.2%**	12.6%	0.6 p.p
Canaccord Genuity Capital Markets (total)	**100%**	100%		**100%**	100%	

p.p.: percentage points

Canaccord Genuity Capital Markets generated revenue of $210.7 million for the three months ended December 31, 2024, an increase of 11.0% or $20.9 million from the same quarter a year ago. This result reflects increased revenues from investment banking activities, which improved in our US, Canadian and Australian regions, partially offset by a decline in the UK.

Our US capital markets business was the largest contributor of capital markets revenue, with revenue of $99.0 million, or 47.0% of total capital markets revenue for the three-month period. Overall revenue in the US was in line with Q3/24.

Revenue in our Canadian business increased by $18.7 million or 48.5% year-over-year, driven by higher investment banking and advisory revenues. In our Australian capital markets business, Q3/25 revenue increased by 22.2% year-over-year to $25.9 million primarily due to increased corporate finance activities. Revenue in our UK & Europe business decreased by $2.9 million or 9.1% compared to Q3/24 due to decreases in investment banking and advisory fees revenue, partially offset by higher commissions and fees revenue.

For the nine months ended December 31, 2024, revenue for our global capital markets operations was $618.4 million, an increase of $138.1 million or 28.7% compared to the corresponding period in the prior year as revenue improved across all our core operations.

Investment banking

Market-wide corporate finance activity levels in our core mid-market focus sectors began to show improvement in the first quarter of fiscal 2025 and continued to strengthen in each of our geographies throughout the second and third fiscal quarters.

Investment banking revenue for the three months ended December 31, 2024 was $58.2 million, an increase of $18.3 million or 45.9% year over year. Investment banking revenue for the nine-month period was $175.0 million, an increase of $74.7 million or 74.5% compared to the first nine months of fiscal 2024.

Revenue from the Metals & Mining sector, a historic area of strength for the Company, mainly reflects contributions from Australia, Canada and the UK. Revenue from Life Sciences sectors was led by our US and Canadian capital markets businesses and includes transactions with companies in the cannabis sector. Revenue in the Other segment was led by our UK, US and Canadian businesses and includes transactions with companies in the energy sector.

Canaccord Genuity Capital Markets' corporate financing transaction revenues by focus sector are detailed below.

INVESTMENT BANKING REVENUE BY SECTOR (AS A % OF INVESTMENT BANKING REVENUE FOR EACH GEOGRAPHIC REGION)

	Fiscal year-to-date for the nine months ended December 31, 2024				
Sectors	Global	Canada	US	UK	Australia
Life Sciences	**15%**	13%	35%	0%	6%
Technology	**14%**	15%	34%	1%	4%
Metals & Mining	**46%**	39%	2%	54%	75%
Consumer & Retail	**3%**	2%	0%	23%	3%
Other	**22%**	31%	29%	22%	12%
Total	**100.0%**	100.0%	100.0%	100.0%	100.0%

Note for reference in the tables above: transactions with companies in the cannabis sector in Canada are included under the Healthcare sector.

Advisory

Increasing contributions from higher-margin advisory activities continues to be an important strategic priority for the Company. Our specialized expertise in key sectors of the economy and track record of success in equity capital markets activities positions us well to unlock opportunities for our clients as they grow. We lead a wide variety of sell-side and buy-side strategic advisory mandates both domestically and cross border, and we have also established leadership in alternative financing vehicles.

Advisory revenue earned in Q3/25 was $70.0 million, a decrease of $4.6 million or 6.2% when compared to the same period last year. Revenue in the first nine months of fiscal 2025 earned through capital markets advisory activities increased by 33.7% year-over-year to $215.1 million.

Our US business was the largest contributor in this segment, with advisory fees revenue of $132.3 million earned during the first nine months of fiscal 2025, a year-over-year increase of 25.0%. Advisory fees revenue in our Canadian and UK capital markets operations increased by 98.8% and 18.7%, respectively compared to the nine months ended December 31, 2023.

Canaccord Genuity Capital Markets' advisory fees revenues by focus sector are detailed below.

	Fiscal year-to-date for the nine months ended December 31, 2024			
Sectors	Global	Canada	US	UK
Life Sciences	**8%**	8%	8%	7%
Technology	**57%**	11%	80%	22%
Metals & Mining	**8%**	39%	0%	6%
Consumer & Retail	**11%**	8%	8%	22%
Other	**16%**	34%	4%	43%
Total	**100.0%**	100.0%	100.0%	100.0%

Principal trading

Principal trading revenue for the three months ended December 31, 2024 was $35.2 million, an increase of $5.3 million or 17.9% compared to Q3/24. For the nine months ended December 31, 2024, revenue earned from principal trading activity amounted to $87.6 million, an increase of $14.4 million or 19.7% compared to the same period in the prior fiscal year.

Our US business was the largest contributor to this segment for both the three- and nine-month periods and contributed quarterly and fiscal year-to-date revenue of $31.4 million and $76.8 million respectively, largely attributable to the International Equities Group.

Commissions and Fees

Commissions and fees revenue earned by our capital markets division was $37.8 million for Q3/25, consistent with the third quarter of fiscal 2024. For the nine months ended December 31, 2024, commissions and fees revenue decreased by $7.9 million or 6.7% compared to the same period in the prior year, reflecting lower client trading activity and reduced new issue activity in our Canadian and US businesses, partially offset by increases in our UK business.

EXPENSES – CANACCORD GENUITY CAPITAL MARKETS

Expenses in our capital markets division for the three months ended December 31, 2024 were $213.7 million, an increase of 26.0% or $44.1 million compared to the same period a year ago. For the nine-month period ended December 31, 2024, expenses increased by $130.3 million or 28.2% to $591.7 million.

As a percentage of revenue, total expenses excluding significant items(1) increased by 2.2 percentage points largely due to increases in trading, settlement and technology costs and premises and equipment expenses, as well as higher professional fees as explained further below. On a year-to-date basis, total expenses excluding significant items(1) as a percentage of revenue decreased by 5.7 percentage points.

Compensation expense

Compensation expense in our capital markets division for the three and nine months ended December 31, 2024 increased by $8.8 million or 7.9% and $78.1 million or 27.2%, respectively, compared to the same period in the prior year, broadly in line with the stronger revenue in the current periods. Total compensation expense as a percentage of revenue for the three months ended December 31, 2024 was 57.0%, a decrease of 1.6 percentage points compared to Q3/24.

On a fiscal year-to-date basis, total compensation ratio was 59.1%, a slight decrease of 0.7 percentage points from the same period in the prior year.

Lower compensation ratios are also reflective of changes in the revenue mix and associated compensation structures, differences in geographies and weaker operating results in certain divisions.

In our Canadian and Australian capital markets operations, total compensation as a percentage of revenue for Q3/25 increased by 2.3 percentage points and 5.4 percentage points, respectively, due to higher levels of fixed compensation relative to the increase in revenue. In the US, the compensation ratio decreased by 4.7 percentage points due to changes in the revenue mix and the relative levels of fixed and variable compensation. In the UK, total compensation ratio increased by 3.8 percentage points due to fixed staffing costs in a reduced revenue environment.

CANACCORD GENUITY CAPITAL MARKETS TOTAL COMPENSATION EXPENSE AS A PERCENTAGE OF REVENUE BY GEOGRAPHY

	Three months ended December 31			Nine months ended December 31		
	2024	2023	Quarter-over-quarter change	**2024**	2023	Year-over-year change
Canada	**47.7%**	45.4%	2.3 p.p	**50.2%**	48.6%	1.6 p.p
UK & Europe	**65.0%**	61.2%	3.8 p.p	**63.0%**	67.0%	(4.0) p.p
US	**58.7%**	63.4%	(4.7) p.p	**62.1%**	63.6%	(1.5) p.p
Australia	**62.3%**	56.9%	5.4 p.p	**59.8%**	56.3%	3.5 p.p
Canaccord Genuity Capital Markets (total)	**57.0%**	58.6%	(1.6) p.p	**59.1%**	59.8%	(0.7) p.p

p.p.: percentage points

Other overhead expenses

Other overhead expenses in this division increased by 57.9% and 23.9% respectively for the three and nine months ended December 31, 2024, compared to the same periods in the prior year.

General and administrative expense increased by $22.0 million or 138.4% compared to Q3/24 mostly due to higher professional fees and an adjustment to the provision in our US operations in connection with ongoing regulatory matters (see Provisions, Litigation Proceedings and Contingent Liabilities).

As discussed above, commencing Q2 fiscal 2025, premises and equipment expense presented in this MD&A includes interest expense on lease liabilities as well as amortization of right of use assets. These expenses for prior periods have reclassified to conform with the presentation for the current year. Premises and equipment expense increased by $3.8 million or 47.6% compared to Q3/24 due to additional costs incurred in relation to our new office location in New York which was completed in December 2024. For the nine months ended December 31, 2024, premises and equipment expense was $31.8 million, an increase of $8.1 million or 34.3% compared to the same period in the prior year.

Trading, settlement and technology expense also increased by $4.7 million or 16.8% as a result of increased trading activity in our US and Canadian operations.

Interest expense also increased by $3.1 million or 78.3% and $5.6 million or 42.7% compared to the three and nine months ended December 31, 2023, partially driven by higher stock borrowing activity.

Income (loss) before income taxes

Loss before income taxes including allocated overhead expenses for the three months ended December 31, 2024 was $7.0 million for our combined capital markets business, compared to net income of $15.9 million in the same period a year ago. Excluding significant items(1) net income before income taxes was $14.8 million in Q3/25 compared to net income before taxes of $16.7 million in the same period of fiscal 2024.

For the nine months ended December 31, 2024, income before income taxes including allocated overhead expenses was $13.5 million compared to net income before income taxes of $5.8 million for the first nine months of fiscal 2024. Excluding significant items(1) net income before income taxes was $42.8 million compared to net income before income taxes of $2.7 million in the corresponding period in the prior year.

CANACCORD GENUITY WEALTH MANAGEMENT

Overview

The Company has wealth management operations in Canada, the UK & Crown Dependencies, and Australia.

Canaccord Genuity Group's wealth management division provides a range of comprehensive financial services and investment products to individual investors (private clients), institutions and intermediaries, and charities. Revenue from our wealth management operations is generated through traditional commission-based brokerage services; management of fee-based accounts, the sale of fee-based products and services; and client-related interest. Additionally, Investment Advisors (IAs) in Canada and Australia also earn fees and commissions revenue from investment banking and venture capital transactions.

In the UK & Crown Dependencies, Canaccord Genuity Wealth Management had 15 offices in the UK, Guernsey, Jersey and the Isle of Man on December 31, 2024. Revenue earned by this business is largely generated through fee-based accounts, execution-only accounts, portfolio management, interest and financial planning activities. Fee-related revenue as a percentage of total revenue in this business was 82.8% for the three months ended December 31, 2024. The business offers services to domestic (UK) and international clients and provides investing options from both third party and proprietary financial products, including investment funds managed by Canaccord Genuity Wealth Management portfolio managers. This business had 276 Investment Professionals on December 31, 2024.

On December 31, 2024, Canaccord Genuity Wealth Management had nine offices located across Canada, including Investment Advisors who are also registered in the US. Fee-related revenue as a percentage of total revenue in this business was 49.5% for the three months ended December 31, 2024. This business had 145 Advisor teams on December 31, 2024.

In Australia, Canaccord Genuity Wealth Management had nine offices on December 31, 2024. This business had 126 Advisor teams on December 31, 2024.

Outlook

Our strategic shift to strengthening contributions from our global wealth management segment continues to be a major focus for the Company. Management's priorities for Canaccord Genuity Wealth Management remain focused on growing assets under administration and management and increasing the proportion of fee-based revenue as a percentage of total revenue. By increasing recurring revenue streams, we have made meaningful progress in making our business less sensitive to fluctuations associated with transaction-based revenue.

We continue to explore a range of opportunities for profitable growth in our global wealth management segment. Alongside investments in talent and acquisitions, we are actively building our specialist capabilities in financial planning and other growth areas to provide a broader range of services to clients to support their investment needs, while driving organic growth.

In Canada, the Company continues to pursue opportunities for profitable growth with a focus on enhancing margins, managing costs, and growing the business through targeted recruitment and other initiatives aimed at increasing client assets and revenue from fee-based activities. An important focus is the recruiting and retention of investment advisors. While the recruiting environment remains competitive, our ability to attract and retain high quality advisors is based on the benefits of our independent platform, which provides access to global resources and expertise, supported by investments to advance our technology and product offering, and a multi-year track record of revenue growth and profitability. We maintain a strong focus on investing in technology and training programs and building a comprehensive suite of products targeted at attracting high net worth investors and providing resources to advisors to help them grow their businesses.

In Australia, the Company intends to continue to build upon the success of its expanded wealth management operations. Continued expansion is expected to occur through targeted recruiting and the build-out of wealth management services and products, in addition to the leveraging of the benefits provided by its connection to Canaccord Genuity's capital markets business in the region.

FINANCIAL PERFORMANCE – CANACCORD GENUITY WEALTH MANAGEMENT NORTH AMERICA[1][2]

(C$ thousands, except AUM and AUA (in C$ millions), number of employees, Advisory Teams and % amounts)	Three months ended December 31 2024	Three months ended December 31 2023	Quarter-over-quarter change	Nine months ended December 31 2024	Nine months ended December 31 2023	Year-over-year change
Revenue	**$ 96,365**	$ 77,035	25.1%	**$ 274,352**	$ 220,462	24.4%
Expenses						
Compensation expense	**51,204**	40,007	28.0%	**144,552**	115,114	25.6%
Other overhead expenses	**31,602**	21,346	48.0%	**83,314**	62,927	32.4%
Restructuring costs	**—**	—	—	**—**	158	(100.0)%
Total expenses	**$ 82,806**	$ 61,353	35.0%	**$ 227,866**	$ 178,199	27.9%
Intersegment allocations[2]	**4,591**	5,286	(13.1)%	**16,603**	14,394	15.3%
Income before income taxes[2]	**$ 8,968**	$ 10,396	(13.7)%	**$ 29,883**	$ 27,869	7.2%
AUM (discretionary)[3]	**14,481**	10,998	31.7%			
AUA[4]	**42,309**	36,311	16.5%			
Number of Advisory Teams	**145**	146	(0.7)%			
Number of employees	**552**	532	3.8%			
Excluding significant items[5]						
Total expenses	**$ 82,746**	$ 60,925	35.8%	**$ 227,430**	$ 177,043	28.5%
Intersegment allocations[2]	**4,591**	5,286	(13.1)%	**16,603**	14,394	15.3%
Income before income taxes[2]	**$ 9,028**	$ 10,824	(16.6)%	**$ 30,319**	$ 29,025	4.5%

(1) Financial measures are in accordance with IFRS except for figures excluding significant items. See Non-IFRS Measures on page 8.
(2) Income before income taxes includes intersegment allocations. See the Intersegment Allocated Costs section on page 32.
(3) AUM in Canada include all assets managed on a discretionary basis under programs that include CGWM's Managed Solutions Programs as well as its Private Investment Management Program. Services provided include the selection of investments and the provision of investment advice. See Non-IFRS Measures on page 8.
(4) AUA in Canada is the market value of client assets administered by the Company, from which the Company earns commissions and fees and includes AUM. See Non-IFRS Measures on page 8.
(5) Refer to Non-IFRS Measures on page 8 and the Selected Financial Information Excluding Significant Items table on page 16.

Revenue from Canaccord Genuity Wealth Management North America was $96.4 million, an increase of $19.3 million or 25.1% compared to the three months ended December 31, 2023. The increase was primarily driven by a $14.9 million or 25.3% increase in commissions and fees revenue, as well as a $2.2 million or 51.0% increase in investment banking revenue due to higher new issue activity. Additionally, interest revenue in this business increased by 17.0% year-over-year, and was $15.5 million for the three-month period.

For the nine months ended December 31, 2024, revenue in our North American wealth management business was $274.4 million, an increase of $53.9 million or 24.4%, which reflected increases of 22.9%, 46.7% and 23.9% in commissions and fees, investment banking and interest revenue, respectively, when compared to the same period in the prior year.

Client assets in this business increased by 16.5% to $42.3 billion at December 31, 2024, compared to $36.3 billion at December 31, 2023, driven by market growth and net assets from new recruits.

At December 31, 2024, there were 145 Advisory Teams in Canada and the average client assets per advisory team amounted to $291.8 million, an improvement of 17.3% compared to the same period last year.

Fee-related revenue improved by 21.7% year-over-year and accounted for 49.5% of the wealth management revenue in Canada during the third quarter of fiscal 2025.

Total expenses in this business for the three months ended December 31, 2024 were $82.8 million, an increase of $21.5 million or 35.0% compared to the same period a year ago, and for the nine months ended December 31, 2024 were $227.9 million, an increase of $49.7 million or 27.9% compared to the same period in the prior year.

Compensation costs were up by $11.2 million or 28.0% and $29.4 million or 25.6% for Q3/25 and for the nine months ended December 31, 2024, respectively, largely in line with the increase in revenue. Compensation expense as a percentage of revenue was 53.1% for Q3 fiscal 2025, an increase of 1.2 percentage points compared to Q3/24. On a year-to-date basis, the compensation ratio increased slightly by 0.5 percentage points to 52.7%.

Other overhead costs increased by $10.3 million or 48.0% compared to the three months ended December 31, 2023. Interest expense for the three months ended December 31, 2024 was $4.4 million, an increase of $2.9 million compared to the same period in the prior year as a result of increased interest payments to clients on cash balances. Premises and equipment expense was up $2.7 million or 114.5% compared to the three months ended December 31, 2023 due to relocating to new office premises in Vancouver. There was an increase in general and administrative expense of $3.6 million or 76.6% due to higher reserves and increased promotion and travel expenses.

For the nine months ended December 31, 2024 other overhead costs increased by $20.4 million 32.4% compared to the previous year, largely due to higher interest expense and premises and equipment expense as explained above. In addition, amortization of recruitment costs in prior periods resulted in an increase in development costs of $3.7 million or 28.1% compared to the first nine months of fiscal 2024.

Income before taxes for the three months ended December 31, 2024 was $9.0 million, a decrease of $1.4 million or 13.7% from Q3/24. For the nine months ended December 31, 2024 income before income taxes was $29.9 million, an increase of $2.0 million or 7.2% compared to the nine months ended December 31, 2023. Excluding significant items[1] net income before taxes was $9.0 million and $30.3 million for the three- and nine-month period, compared to $10.8 million and $29.0 million in the corresponding periods in the prior year.

FINANCIAL PERFORMANCE – CANACCORD GENUITY WEALTH MANAGEMENT UK & CROWN DEPENDENCIES[1][5]

(C$ thousands, except AUM (in C$ millions), number of employees, investment professionals and fund managers, and % amounts)	Three months ended December 31 2024	Three months ended December 31 2023	Quarter-over-quarter change	Nine months ended December 31 2024	Nine months ended December 31 2023	Year-over-year change
Revenue	$ 115,844	$ 101,829	13.8%	$ 332,135	$ 306,005	8.5%
Expenses						
Compensation expense	52,410	43,382	20.8%	150,002	132,518	13.2%
Other overhead expenses	46,824	38,256	22.4%	134,284	115,577	16.2%
Restructuring costs	—	—	—	—	652	(100.0)%
Acquisition-related cost	—	—	—	704	—	n.m.
Total expenses	99,234	81,638	21.6%	284,990	248,747	14.6%
Intersegment allocations[2]	561	566	(0.9)%	1,693	1,690	0.2%
Income before income taxes[2]	16,049	19,625	(18.2)%	45,452	55,568	(18.2)%
Non-controlling interest[6]	9,450	9,353	1.0%	28,673	28,022	2.3%
AUM[3]	64,538	56,776	13.7%			
Number of investment professionals and fund managers	276	257	7.4%			
Number of employees	830	741	12.0%			
Excluding significant items[4]						
Total expenses	$ 89,858	$ 75,748	18.6%	$ 257,034	$ 229,422	12.0%
Intersegment allocations[2]	561	566	(0.9)%	1,693	1,690	0.2%
Income before income taxes[2]	25,425	25,515	(0.4)%	73,408	74,893	(2.0)%
Non-controlling interest[6]	7,797	8,231	(5.3)%	22,986	23,559	(2.4)%

(1) Financial measures are in accordance with IFRS except for figures excluding significant items. See Non-IFRS Measures on page 8.
(2) Income before income taxes includes intersegment allocations. See the Intersegment Allocated Costs section on page 32.
(3) AUM in the UK & Crown Dependencies is the market value of client assets managed and administered by the Company, from which the Company earns commissions and fees. This measure includes both discretionary and non-discretionary accounts. See Non-IFRS Measures on page 8.
(4) Refer to Non-IFRS Measures on page 8 and the Selected Financial Information Excluding Significant Items table on page 16.
(5) Includes the operating results of, PSW as of May 31, 2022, ICL since April 8, 2024 and Cantab since October 1, 2024.
(6) The non-controlling interest is the portion of the net income after income taxes of CGWM UK not attributable to the Company.

Revenue in our UK & Crown Dependencies wealth management business is largely generated through fee-related accounts and portfolio management activities and, as such, is less sensitive to changes in levels of trading activity, although more sensitive to changes in market values.

Revenue in this business for the third fiscal quarter was $115.8 million, an increase of $14.0 million or 13.8% from Q3/24 driven by higher commissions and fees revenue. For the nine months ended December 31, 2024 revenue in this business increased by $26.1 million or 8.5% compared the same period in the prior year to $332.1 million.

Client assets in the UK & Crown Dependencies as of December 31, 2024 amounted to $64.5 billion, an increase of 13.7% compared to $56.8 billion as of December 31, 2023, driven by market growth and foreign exchange movement. Measured in local currency (GBP), total client assets in this business increased by 6.6% to £35.9 billion at December 31, 2024. Fee-related revenue increased by 11% from the same period in the prior year and accounted for 82.8% of the wealth management revenue in UK & Crown Dependencies during the third quarter of fiscal 2025.

Total compensation expense in this business increased by $9.0 million or 20.8% in Q3/25 and $17.5 million or 13.2% for the nine months ended December 31, 2024 compared to the prior year comparative periods. Total compensation expense as a percentage of revenue increased by 2.6 percentage points from 42.6% in Q3/24 to 45.2% in Q3/25. For the nine-month period ended December 31, 2024, total compensation expense as a percentage of revenue was 45.2%, an increase of 1.9 percentage points from the same period in the prior year.

Other overhead expenses in this business were $46.8 million for the three months ended December 31, 2024 compared to $38.3 million in the same period in the prior year, an increase of $8.6 million or 22.4% year-over-year. Development costs increased by $4.5 million or 525.6% over Q3/24 partially due to incentive-based costs related to the recent acquisitions of ICL and Cantab, as well as a fair value adjustment related to the management incentive plan. In addition, there was an increase general and administrative expense of $1.4 million or 26.0% incurred to support the growth of this operating segment.

Other overhead expenses of $134.3 million for the nine months ended December 31, 2024 were up by $18.7 million or 16.2% from the prior year, with the most significant increase in development costs related to hiring incentives and continued expansion of this operation, as well as a fair value adjustment of $6.5 million related to the management incentive plan. Premises and equipment expense increased by $1.3 million or 19.9% compared to the same period in the prior year as a result of the expansion of this business.

Income before income taxes for the third fiscal quarter amounted to $16.0 million compared to $19.6 million for Q3/24. Excluding significant items[1], income before income taxes amounted to $25.4 million compared to $25.5 million for Q3/24.

(1) See Non-IFRS Measures on page 8

For the nine months ended December 31, 2024, income before income taxes was $45.5 million compared to $55.6 million in the first nine months of December 31, 2023. Excluding significant items[(1)], income before income taxes was $73.4 million compared to $74.9 million for the prior nine months.

Normalized EBITDA[(1)], a commonly used operating metric for this business was £20.0 million for the three months ended December 31, 2024 and £57.6 million for the nine month period ended December 31, 2024. The Company's method of computation for this metric may differ from the methods used by other companies.

FINANCIAL PERFORMANCE – CANACCORD GENUITY WEALTH MANAGEMENT AUSTRALIA[(1)]

(C$ thousands, except AUM (in C$ millions), number of employees, investment professionals and fund managers, and % amounts)	Three months ended December 31 2024	Three months ended December 31 2023	Quarter-over-quarter change	Nine months ended December 31 2024	Nine months ended December 31 2023	Year-over-year change
Revenue	**$ 21,237**	$ 16,178	31.3%	**$ 59,387**	$ 46,826	26.8%
Expenses						
Compensation expense	**13,767**	10,432	32.0%	**40,166**	31,065	29.3%
Other overhead expenses	**5,644**	4,218	33.8%	**15,151**	13,177	15.0%
Total expenses	**19,411**	14,650	32.5%	**55,317**	44,242	25.0%
Intersegment allocations[(2)]	**141**	140	0.7%	**421**	357	17.9%
Income before income taxes[(2)]	**1,685**	1,388	21.4%	**3,649**	2,227	63.9%
Non-controlling interest[(5)]	**398**	321	24.0%	**867**	578	50.0%
AUM[(3)]	**8,122**	6,120	32.7%			
Number of investment professionals and fund managers	**126**	116	8.6%			
Number of employees	**254**	235	8.1%			
Excluding significant items[(4)]						
Total expenses	**$ 19,294**	$ 14,537	32.7%	**$ 54,988**	$ 43,902	25.3%
Intersegment allocations[(2)]	**141**	140	0.7%	**421**	357	17.9%
Income before income taxes[(2)]	**1,802**	1,501	20.1%	**3,978**	2,567	55.0%
Non-controlling interest[(5)]	**398**	321	24.0%	**867**	578	50.0%

(1) Financial measures are in accordance with IFRS except for figures excluding significant items. See Non-IFRS Measures on page 8.

(2) Income before income taxes includes intersegment allocations. See the Intersegment Allocated Costs section on page 32.

(3) AUM is the market value of client assets managed and administered by the Company. See Non-IFRS Measures on page 8.

(4) Refer to Non-IFRS Measures on page 8 and the Selected Financial Information Excluding Significant Items table on page 16.

(5) The operating results have been consolidated and a 31.8% non-controlling interest has been recognized and included in the Canaccord Genuity Wealth Management Australia segment for the three and nine months ended December 31, 2024 [three and nine months ended December 31, 2023 – 31.8%]. The non-controlling interest is the portion of the net income after income taxes of Canaccord Genuity Wealth Management Australia not attributable to the Company.

During the three months ended December 31, 2024, Canaccord Genuity Wealth Management in Australia generated revenue of $21.2 million, an increase of $5.1 million or 31.3% compared to the same period a year ago. On a year-to-date basis, revenue was $59.4 million, an increase of $12.6 million or 26.8% compared to the first nine months of fiscal 2024.

Managed client assets in our Australian wealth management operations amounted to $8.1 billion as of December 31, 2024, an increase of 32.7% from Q3/24 largely due to an increase in market growth and net new assets. In addition, client assets[(1)] totalling $13.3 billion are also held on record in other less active accounts on our Australian wealth management platforms. Fee-related revenue increased by 44% year-over-year and accounted for 43.4% of the wealth management revenue in our Australia wealth management operations during the three months ended December 31, 2024.

Total compensation expense in this business increased by $3.3 million or 32.0% and by $9.1 million or 29.3% for the three and nine months ended December 31, 2024, respectively, compared to the same periods in the prior year. Total compensation expense as a percentage of revenue for the three-and nine-month periods was 64.8% and 67.6%, respectively, reflecting increases of 0.3 and 1.3 percentage points from the prior period comparatives.

Other overhead expenses of $5.6 million were $1.4 million or 33.8% higher compared to Q3/24 and on a year-to-date basis were $2.0 million or 15.0% higher compared to the first nine months of fiscal 2024, principally driven by increases in general and administrative expense and development costs related to new recruits.

For the three months ended December 31, 2024, income before income taxes in this business was $1.7 million compared to income before taxes of $1.4 million for Q3/24. Excluding significant items[(1)], net income before taxes was $1.8 million for the third fiscal quarter, compared to net income before income taxes of $1.5 million for Q3/24. For the nine months ended December 31, 2024, net income before income taxes was $3.6 million compared to net income before income taxes of $2.2 million for the same period in the prior year. Excluding significant items[(1)], net income before taxes for the fiscal year-to-date was $4.0 million compared to $2.6 million for the first nine months of fiscal 2024.

CORPORATE AND OTHER

FINANCIAL PERFORMANCE – CORPORATE AND OTHER SEGMENT(1)

	Three months ended December 31			Nine months ended December 31		
(C$ thousands, except number of employees and % amounts)	**2024**	2023	Quarter-over-quarter change	**2024**	2023	Year-over-year change
Revenue	**$ 6,875**	$ 4,258	61.5%	**$ 23,554**	$ 16,118	46.1%
Expenses						
Compensation expense	**17,317**	17,937	(3.5)%	**59,328**	42,508	39.6%
Other overhead expenses	**10,411**	6,884	51.2%	**32,797**	33,961	(3.4)%
Restructuring costs	**—**	—	—	**—**	4,664	(100.0)%
Fair value adjustment of non-controlling interests derivative liability	**6,000**	—	n.m.	**15,000**	13,250	13.2%
Fair value adjustment of convertible debentures derivative liability	**7,347**	—	n.m.	**5,583**	—	n.m.
Share of loss of an associate	**—**	—	—	**—**	70	(100.0)%
Total expenses	**41,075**	24,821	65.5%	**112,708**	94,453	19.3%
Intersegment allocations(2)	**(9,281)**	(10,382)	10.6%	**(31,906)**	(29,579)	(7.9)%
Loss before income taxes(2)	**(24,919)**	(10,181)	(144.8)%	**(57,248)**	(48,756)	(17.4)%
Number of employees	**454**	456	(0.4)%			
Excluding significant items(3)						
Revenue	**$ 7,176**	$ 4,618	55.4%	**$ 23,634**	$ 16,815	40.6%
Total expenses	**27,728**	24,821	11.7%	**89,124**	61,501	44.9%
Intersegment allocations(2)	**(9,281)**	(10,382)	10.6%	**(31,906)**	(29,579)	(7.9)%
Loss before income taxes(2)	**(11,271)**	(9,821)	(14.8)%	**(33,584)**	(15,107)	(122.3)%

(1) Financial measures are in accordance with IFRS except for figures excluding significant items. See Non-IFRS Measures on page 8.
(2) Loss before income taxes includes intersegment allocations. See the Intersegment Allocated Costs section on page 32.
(3) Refer to Non-IFRS Measures on page 8 and Selected Financial Information Excluding Significant Items table on page 16.
n.m.: not meaningful

This segment, described as Corporate and Other, includes revenues and expenses associated with providing correspondent brokerage services, bank and other interest, foreign exchange gains and losses, and expenses not specifically allocable to either the Canaccord Genuity Capital Markets or Canaccord Genuity Wealth Management divisions. Also included in this segment are the Company's Canadian-based operations and support services, which are responsible for front- and back-office IT systems, compliance and risk management, operations, finance, and all administrative functions. Allocations and charges to the Capital Markets and Wealth Management businesses in Canada and other regions are recorded as intersegment allocations as described below.

Revenue in the Corporate and Other segment for the three months ended December 31, 2024 was $6.9 million compared to $4.3 million in the same quarter a year ago. For the nine months ended December 31, 2024, revenue was $23.6 million compared to $16.1 million for the same period a year ago. The increase in the quarterly and year-to-date revenue was partially due to higher interest revenue.

Expenses in this segment for the three months ended December 31, 2024 increased by $16.3 million or 65.5% to $41.1 million compared to the three months ended December 31, 2023. On a year-to-date basis, total expenses increased by $18.3 million or 19.3% compared to the nine months ended December 31, 2023.

Compensation expense decreased by $0.6 million or 3.5% compared to the three months ended December 31, 2023, and increased by $16.8 million or 39.6% on a year-to-date basis, partially driven by changes in the fair value of certain share-based awards granted in prior periods.

The increase in other overhead expenses of $3.5 million compared to Q3/24 was due to higher interest expense related to the Convertible Debentures issued in March 2024 as well as an increase in general and administrative expense. Trading, settlement and technology expense increased by $1.3 million or 177.3% due to changes in the allocation of the expenses to the Canadian capital markets and wealth management business. Offsetting these increases was a decline in premises and equipment expense of $3.0 million or 197.4% also due to changes in the segmental allocation of the expenses in Canada.

For the nine months ended December 31, 2024, other overhead expenses decreased by $1.2 million or 3.4%. Premises and equipment declined by $3.2 million or 88.8% for the reasons discussed above compared to the same period in the prior year. In addition, development costs decreased by $15.3 million or 90.1% due to legal and professional fees incurred in relation to the expired management take-over bid in fiscal 2024. Offsetting these decreases was an increase in interest expense related to the Convertible Debentures issued in March 2024 as discussed above.

In connection with the Convertible Debentures, the Company recorded an expense of $5.6 million as a fair value adjustment on the derivative liability component during the nine months ended December 31, 2024.

In addition, during the nine months ended December 31, 2024, the Company recorded a fair value adjustment of $15.0 million related to the derivative liability component of the non-controlling interests related to the Convertible Preferred Shares and the Preference Shares issued by CGWM UK.

Overall, the loss before income taxes in this division was $24.9 million compared to a loss of $10.2 million for the three months ended December 31, 2023. The net loss before taxes excluding significant items(1) was $11.3 million for the three months ended December 31, 2024, compared to a net loss before income taxes of $9.8 million for the same period in the prior year. For the nine months ended December 31, 2024, loss before income taxes was $57.2 million compared to a loss of $48.8 million for the first nine months of fiscal 2024. Excluding significant items(1), loss before income taxes was $33.6 million in fiscal 2025 YTD compared to a net loss before income taxes of $15.1 million on a year-to-date basis.

INTERSEGMENT ALLOCATED COSTS

Included in the Corporate and Other segment are certain support services and other expenses that have been incurred to support the activities within the Canaccord Genuity Capital Markets and Canaccord Genuity Wealth Management segments in Canada as well as all other regions. Certain trading, clearing and settlement charges are included as a trading cost in the applicable business units and as a trading cost recovery in Corporate and Other. In addition, certain overhead costs are charged by Canaccord Genuity Capital Markets UK & Europe to Canaccord Genuity Wealth Management UK & Crown Dependencies and included in intersegment allocated costs for these business units.

Quarterly Financial Information – Seven Fiscal Quarters Prior to Q3/25(1)

The following table provides selected quarterly financial information for the eight most recently completed financial quarters ended on or before December 31, 2024. This information is unaudited but reflects all adjustments of a recurring nature, which are, in the opinion of management, necessary to present a fair statement of the results of operations for the periods presented. Quarter-to-quarter comparisons of financial results are not necessarily meaningful and should not be relied upon as indications of future performance.

(C$ thousands, except number of employees and % amounts)	Fiscal 2025			Fiscal 2024				Fiscal 2023
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
Revenue								
Canaccord Genuity Capital Markets	**210,713**	202,070	205,624	202,850	189,843	144,809	145,694	226,140
Canaccord Genuity Wealth Management:								
North America	**96,365**	87,965	90,022	77,574	77,035	70,813	72,614	78,410
UK & Crown Dependencies	**115,844**	108,821	107,470	105,469	101,829	101,004	103,172	103,730
Australia	**21,237**	19,719	18,431	17,035	16,178	15,409	15,239	14,969
Corporate and Other	**6,875**	10,061	6,618	6,120	4,258	5,255	6,605	7,140
Total revenue	**451,034**	428,636	428,165	409,048	389,143	337,290	343,324	430,389
Net income (loss)	**(11,603)**	9,166	16,721	7,912	28,005	(5,867)	(268)	3,763
Earnings (loss) per common share – basic	**$ (0.26)**	$ (0.05)	$ 0.03	$ (0.07)	$ 0.15	$ (0.20)	$ (0.15)	$ (0.08)
Diluted earnings (loss) per common share	**$ (0.26)**	$ (0.05)	$ 0.02	$ (0.07)	$ 0.14	$ (0.20)	$ (0.15)	$ (0.08)
Net Income excluding significant items(1)	**$ 29,255**	$ 31,804	$ 25,441	$ 30,779	$ 33,304	$ 10,717	$ 19,433	$ 17,428
Earnings per common share, excluding significant items(1) – basic	**$ 0.18**	$ 0.21	$ 0.14	$ 0.20	$ 0.24	$ —	$ 0.10	$ 0.10
Diluted earnings per common share, excluding significant items(1)	**$ 0.17**	$ 0.20	$ 0.13	$ 0.15	$ 0.20	$ —	$ 0.07	$ 0.07

(1) Data is in accordance with IFRS except for figures excluding significant items. See Non-IFRS Measures on page 8.

Quarterly financial information excluding significant items(1)(2)

(C$ thousands, except per share amounts)	Fiscal 2025			Fiscal 2024				Fiscal 2023
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
Total revenue per IFRS	**$ 451,034**	$ 428,636	$ 428,165	$ 409,048	$ 389,143	$ 337,290	$ 343,324	$ 430,389
Total expenses per IFRS	**456,226**	411,747	404,632	394,687	352,045	337,964	337,042	424,962
Revenue								
Significant items recorded in Corporate and Other								
Fair value adjustments on certain illiquid and restricted marketable securities	**301**	(1,017)	796	230	360	218	119	—
Total revenue excluding significant items	**$ 451,335**	$ 427,619	$ 428,961	$ 409,278	$ 389,503	$ 337,508	$ 343,443	$ 430,389
Expenses								
Significant items recorded in Canaccord Genuity Capital Markets								
Amortization of intangible assets	**163**	160	157	218	279	316	350	214
Change in fair value of contingent consideration	**—**	—	—	(9,151)	—	(18,174)	—	(14,278)
Restructuring costs	**1,554**	(271)	2,657	—	—	12,673	—	—
Lease expenses related to premises under construction	**1,824**	2,044	2,026	1,975	—	—	—	—

(1) See Non-IFRS Measures on page 8

	Fiscal 2025			Fiscal 2024			Fiscal 2023	
(C$ thousands, except per share amounts)	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
Provision(3)	**17,728**	—	—	—	—	—	—	—
Impairment of goodwill and other intangible assets	**—**	—	—	17,756	—	—	—	—
Incentive based costs related to acquisitions	**496**	211	513	200	532	362	573	648
Significant items recorded in Canaccord Genuity Wealth Management								
Amortization of intangible assets	**6,181**	6,219	5,829	5,754	5,707	5,727	5,639	6,314
Restructuring costs	**—**	—	—	—	—	810	—	—
Acquisition-related costs	**—**	—	704	—	—	—	—	—
CGWM UK management incentive plan	**2,000**	4,478	—	—	—	—	—	—
Incentive based costs related to acquisitions	**1,372**	1,106	832	948	724	926	1,288	1,477
Significant items recorded in Corporate and Other								
Restructuring costs	**—**	—	—	—	—	1,306	3,358	—
Lease expenses related to premises under construction	**—**	1,207	1,794	2,361	—	—	—	—
Development costs	**—**	—	—	—	—	(249)	15,287	4,903
Fair value adjustment of non-controlling interests derivative liability	**6,000**	9,000	—	—	—	13,250	—	11,629
Fair value adjustment of convertible debentures derivative liability	**7,347**	2,260	(4,024)	4,421	—	—	—	—
Total significant items – expenses	**44,665**	26,414	10,488	24,482	7,242	16,947	26,495	10,907
Total expenses excluding significant items	**411,561**	385,333	394,144	370,205	344,803	321,017	310,547	414,055
Net income before income taxes – adjusted	**$ 39,774**	$ 42,286	$ 34,817	$ 39,073	$ 44,700	$ 16,491	$ 32,896	$ 16,334
Income tax expense (recovery) – adjusted	**10,519**	10,482	9,376	8,294	11,396	5,774	13,463	(1,094)
Net income – adjusted	**$ 29,255**	$ 31,804	$ 25,441	$ 30,779	$ 33,304	$ 10,717	$ 19,433	$ 17,428
Preferred share dividends	**$ 2,852**	$ 2,852	$ 2,852	$ 2,852	$ 2,852	$ 2,852	$ 2,852	$ 2,852
Net income attributable to common shareholders	**$ 17,120**	$ 20,185	$ 13,363	$ 17,397	$ 20,767	$ (299)	$ 7,578	$ 6,793
Earnings per common share adjusted – basic	**$ 0.18**	$ 0.21	$ 0.14	$ 0.20	$ 0.24	$ —	$ 0.10	$ 0.10
Diluted earnings per common share adjusted – diluted	**$ 0.17**	$ 0.20	$ 0.13	$ 0.15	$ 0.20	$ —	$ 0.07	$ 0.07

(1) Figures excluding significant items are non-IFRS measures. See Non-IFRS Measures on page 8.
(2) Due to the change in the number of fully diluted shares resulting from the convertible debenture redemption in Q4 fiscal 2022 as well as the impact of the Convertible Preferred Shares and Preference Shares issued in fiscal 2022 and fiscal 2023 and the impact of the Convertible Debentures issued in March 2024, rounding and the dilutive impact of these instruments in quarterly and year to date EPS figures, the sum of the quarterly earnings per common share figures may not equal the annual earnings per share figure.
(3) Reflects an increase to a provision recorded in Q4/23 in connection with ongoing regulatory matters in the US and the associated legal costs incurred during the quarter; the Company considers this increase to be outside the normal course of operations and normal course expenses reasonably expected to be incurred in connection with its business (see Note 22 to the December 31, 2024 unaudited interim condensed consolidated financial statements) and, accordingly, has treated this expense as a significant item for purposes of determining expenses excluding significant items and net income excluding significant items.

Quarterly trends and risks

Our quarterly results are generally not significantly affected by seasonal factors. However, the Company's revenue and income can experience considerable variations from quarter to quarter and from year to year due to factors outside of the Company's control. The business is affected by the overall condition of the global capital markets and by activity in our core focus sectors, as well as by changes in the market for investment in growth companies and companies in emerging markets and sectors. The Company's revenue from an underwriting transaction is recorded only when a transaction has been substantially completed or closed. Consequently, the timing of revenue recognition can materially affect Canaccord Genuity Group Inc.'s quarterly results.

The Company recorded revenue of $451.0 million in Q3/25, which was 14.1% higher than the average for the previous seven quarters. Firm-wide investment banking revenue of $67.9 million in Q3/25 was 32.8% higher than the average of the last seven fiscal quarters as corporate finance activities improved across our core operating regions. Firm-wide advisory fees revenue of $70.1 million was 2.1% higher than the average of the last seven fiscal quarters, which included record revenue achieved in latter part of fiscal 2023. Firm-wide commissions and fees revenue was 16.1% higher than the average of the last seven quarters due to continued growth in our global wealth management business. Revenue from principal trading activities increased by 15.7% year-over-year to $34.6 million and was 31.2% higher than the average of the last seven quarters, largely driven by increases in our US capital markets operations. Interest revenue of $51.0 million represents an increase of 2.0% compared to the average of the last seven fiscal quarters. The growth in interest revenue has slowed in recent quarters with changes in rates, cash balances and lending activities.

Global Capital Markets

Our global capital markets operations generated third quarter revenue of $210.7 million, an increase of 12.0% from the average quarterly revenue for the past seven quarters as activity levels improved across all business lines, most notably in our investment banking and advisory fees revenue.

Our US capital markets operation was the biggest contributor of revenue in this division, generating third quarter revenue of $99.0 million which was 4.2% higher than the average of the last seven fiscal quarters. Investment banking activity in this business, and third quarter revenue in this business was 82.0% higher than the average of the last seven quarters and 194.8% higher year-over-year.

Revenue in our Canadian capital markets operations was $57.4 million in Q3/25, which was 48.5% higher than Q3/24 and 23.6% higher than the average of the last seven fiscal quarters. Third quarter investment banking revenue of $18.8 million in this business improved by 33.1% year-over-year and was 33.2% higher than the average of the last seven fiscal quarters. Advisory fees revenue also improved by 56.3% compared to the average of the last seven fiscal quarters.

Third quarter revenue in our Australian capital markets business was 15.0% higher than the average of the last seven fiscal quarters due to higher investment banking revenue in the three-month period, which improved by 27.5% from Q3/24.

Our UK & Europe capital markets operations recorded revenue of $28.5 million for Q3/25, an increase of 17.7% compared to the average of the last seven fiscal quarters mainly due to higher advisory fees.

Global Wealth Management

Third quarter revenue in our global wealth management businesses amounted to $233.4 million, an increase of 16.5% compared to the average of the last seven fiscal quarters.

Revenue in our North American wealth management operations improved by 21.7% compared to the last seven fiscal quarters, driven by increases in commissions and fees and interest revenue. Client assets in this business were $42.3 billion, an increase of 16.5% year over year and 5.9% on a sequential basis

The CGWM UK operations have contributed consistently to our revenue and profitability levels. Revenue for Q3/25 was $115.8 million, 10.9% higher than the average for the past seven quarters supported by strong commission and fees and interest revenue. Client assets in this business increased by 13.7% as of the end of Q3/25 to $64.5 billion compared to Q3/24 due to net new assets, market growth and movement in foreign exchange rates.

Revenue in our Australia wealth management operations reached $21.2 million in Q3/25, an increase of 27.1% compared to the average of the last seven fiscal quarters. Managed client assets in this business as of December 31, 2024 were $8.1 billion, an increase of 32.7% compared to the corresponding period in fiscal 2024, reflecting our active recruitment efforts.

Corporate and Other

The movement in revenue in the Corporate and Other division was due to the previously described fair value adjustment recorded on certain illiquid or restricted marketable securities, changes in interest revenue and foreign exchange gains or losses resulting from fluctuations in the Canadian dollar relative to the US dollar and the British pound sterling, as well as changes in revenue earned from our correspondent services business.

Financial Condition

Below are specific changes in selected items on the Q3/25 unaudited interim condensed consolidated statement of financial position as compared to the Audited Annual Consolidated Financial Statements.

ASSETS

Cash and cash equivalents were $1.2 billion on December 31, 2024 compared to $855.6 million on March 31, 2024. Refer to the Liquidity and Capital Resources section on page 37 for more details.

Securities owned were $540.9 million on December 31, 2024 compared to $575.0 million on March 31, 2024, mainly due to decreases in corporate and government debt owned as of December 31, 2024.

Accounts receivable amounted to $2.3 billion at December 31, 2024 compared to $3.4 billion at March 31, 2024, mainly due to a decrease in receivables with brokers and investment dealers and clients.

Goodwill was $667.7 million and intangible assets were $309.2 million on December 31, 2024. On March 31, 2024, goodwill was $615.5 million and intangible assets were $288.3 million. These amounts represent the goodwill and intangible assets acquired through the purchases of Genuity Capital Markets, Collins Stewart Hawkpoint plc, Eden Financial Ltd., Hargreave Hale, Jitneytrade, McCarthy Taylor, Petsky Prunier, Thomas Miller, Patersons, Adam & Company, Sawaya, PSW, Results, and as of April 8, 2024, ICL and October 1, 2024, Cantab.

Right-of-use assets at December 31, 2024 were $197.4 million compared to $193.3 million at March 31, 2024, mainly due to amortization recorded during the period partially offset by adjustments to the right-of-use assets related to the new offices.

On March 15, 2024, concurrent with the closing of the non-brokered private placement of $110 million of convertible unsecured senior subordinated debentures, the Company loaned the employee-share ownership partnership ("Partnership") approximately $80 million (the "Partnership Loan") pursuant to an interest-bearing secured loan agreement dated March 7, 2024 with the Partnership ("Partnership Loan Agreement"). The Partnership Loan was made in order for the Partnership to purchase approximately 9.7% of the outstanding common shares of the Company from two institutional investors in a private transaction that closed on March 15, 2024. The Partnership is an independent employee share-ownership vehicle that will acquire, hold and dispose of common shares and other securities of the Company and facilitate indirect employee ownership of securities of the Company.

Certain executive officers and senior revenue producing employees ('the Participants") have entered into loan agreements ("Purchase Loans") with the Company's subsidiaries. The proceeds of the loans were used to subscribe for LP Units in the Partnership. The Purchase Loans bear interest and have a term up to seven years and are secured against a pledge of the LP Units.

The Participants made their initial capital contribution ("Initial Capital Contribution") to the Partnership, using the proceeds of the Purchase Loans in the first, second and third quarters of fiscal 2025. Following receipt of the approval required from certain securities regulatory authorities for the Partnership to hold in excess of 10% of the issued and outstanding common shares of the Company, the Participants were required to subscribe for additional LP Units by making an additional capital contribution to the Partnership ("Additional Capital Contribution") in an amount equal to 20% of the principal amount of the Purchase Loans received by the Participants. In Q3 2025, the Partnership received the required regulatory approvals and, on December 20, 2024, the Participants completed the Additional Capital Contribution using cash and/or common shares of the Company. Following, the closing of the Additional Capital Contribution, the Partnership held approximately 10.7% of the outstanding common shares of the Company.

The Partnership used the proceeds received from the subscription of LP Units by the Participants from the Initial Capital Contribution to repay substantially all of the principal amount outstanding under the Partnership Loan. As of December 31, 2024, the Partnership had repaid the full principal amount of the Partnership Loan.

For capital markets and executive Participants, principal repayments under the Purchase Loans are required in an amount equal to 20% of the Participant's annual bonus minus the tax withholdings applicable to the Participant (the "Annual Repayment Amount"). For so long as the Purchase Loan is outstanding, these Participants will receive an amount from the Company equal to 0.67 times the pre-tax equivalent of any amount of the principal of the Purchase Loan repaid by the Participant from time to time (the "Top-Up"). The Top-Up, minus the tax withholdings applicable to these Participants, will be used to repay a portion of the principal amount of the Purchase Loan. Wealth management Participants are required to repay a portion of the principal amount under their Purchase Loans in equal monthly installments from their monthly grid payout. The portion of the grid payout used for such repayment installments will equal 60% of the payment due minus applicable tax withholdings ("Monthly Repayment Amount"). For so long as the Purchase Loan is outstanding, the Company will contribute 40% of the pre-tax amount of the principal amount of the Purchase Loan repaid by these Participants from time to time (the "Monthly Top-Up"). The Monthly Top-Up, minus the tax withholdings applicable to these Participants, will be used to repay a portion of their Monthly Repayment Amount.

As of December 31, 2024, the aggregate Purchase Loans outstanding net of principal repayments was $65.2 million. The current portion of $12.9 million is included in Accounts Receivable and the long-term portion of $52.3 million is included in Other Receivables on the unaudited interim condensed consolidated statements of financial position as of December 31, 2024.

Other assets, consisting of income taxes receivable, other receivables, deferred tax assets, equipment and leasehold improvements, and investments, were $299.6 million at December 31, 2024 compared to $178.7 million at March 31, 2024. The increase in other assets was mainly due to increase in fixed assets related to the construction of new office locations in New York and Vancouver, as well as an increase in Other Receivables.

LIABILITIES AND NON-CONTROLLING INTERESTS

Securities sold short were $461.1 million at December 31, 2024 compared to $495.2 million at March 31, 2024, due to decreases in short positions in corporate and government debt and equities and convertible debentures.

Accounts payable and accrued liabilities, including provisions, were $2.7 billion at December 31, 2024, a decrease from $3.5 billion at March 31, 2024, mainly due to decreases in payables to brokers and investment dealers and clients.

Subordinated debt, income taxes payable and deferred tax liabilities were $71.8 million at December 31, 2024, an increase from $62.9 million at March 31, 2024.

There were also lease liabilities of $238.2 million recorded as of December 31, 2024 compared to $214.7 million as of March 31, 2024 due to adjustments in the lease liabilities related to new office locations as well as foreign exchange movement, offset by cash lease payments.

Deferred and contingent consideration of $23.0 million were recorded as of December 31, 2024 [March 31, 2024 – $22.5 million] in connection with the acquisitions of Sawaya, and Results, and ICL and Cantab acquired during the nine months ended December 31, 2024. During the nine months ended December 31, 2024, the Company made a payment of $5.8 million in connection with the contingent consideration related to the acquisition of Sawaya. In addition, in connection with the acquisition of Results, shares in the amount of $1.2 million were issued as payment of the deferred consideration as well as a cash payment of $3.5 million for the contingent consideration. As part of the acquisitions of ICL and Cantab, the Company recorded deferred and contingent consideration of $5.3 million and $4.4 million, respectively.

Certain institutional investors acquired Convertible Preferred Shares issued by the Company's subsidiary, CGWM UK. Both series of the Convertible Preferred Shares and the Preference Shares issued to management and employees of CGWM UK were treated as a compound instrument comprised of an equity component, representing discretionary dividends and a liquidation preference, and a liability component that reflects a derivative to settle the instrument under certain circumstances by delivering the economic equivalent of a variable number of common shares of CGWM UK. During the nine months ended December 31, 2024, a fair value adjustment of $15.0 million (March 31, 2024 – $13.3 million) was recorded in the unaudited interim condensed consolidated statements of operations. The carrying value of the derivative liability at December 31, 2024 for both series of Convertible Preferred Shares and Preference Shares was £53.5 million (C$96.0 million) [March 31, 2024 – £45.0 million (C$76.9 million)] is included in derivative liabilities in the unaudited interim condensed consolidated statements of financial position as of December 31, 2024.

The Company issued Convertible Debentures of $110.0 million on March 15, 2024. The Convertible Debentures are classified as a compound instrument with two components: a debt liability reflecting the Company's contractual obligation to pay interest, and an embedded derivative, which reflects the value of the conversion option. Both components are recorded as liabilities in the unaudited interim condensed consolidated statements of financial position. The carrying value of the Convertible Debentures was $84.0 million as of December 31, 2024 (March 31, 2024 – $81.0 million). The fair value of the conversion option was $38.7 million as of December 31, 2024, and included in derivative liabilities on the unaudited interim condensed consolidated statements of financial position. The Company recorded a fair value adjustment on the conversion option of $5.6 million through the unaudited interim condensed consolidated statements of operations for the nine months ended December 31, 2024.

The Convertible debentures bear interest at a fixed rate of 7.75% per annum, payable semi-annually on the last day of June and December each year commencing June 30, 2024. The Convertible debentures are convertible at the holder's option into common shares of the Company, at a conversion price of $9.68 per common share or as adjusted under certain circumstances (see below). The Convertible debentures mature on March 15, 2029, and may be redeemed by the Company in certain circumstances, on or after March 15, 2027.

The maximum number of common shares that may be issued to the holder upon the conversion of the debentures is limited to the extent that the holder, following such conversion, would own more than 9.9% of the issued and outstanding common shares of the Company. In the event of a notice of redemption of the Convertible Debentures by the Company the holder may elect to convert the Convertible Debentures into common shares, and upon such conversion may exceed the maximum conversion amount provided the holder obtains all regulatory approvals that may be required. In the event such regulatory approvals are not obtained, then upon such redemption the Company shall pay to the holder in cash an amount equal to the conversion value of the common shares that would have been issuable upon such conversion, in excess of the maximum conversion shares as described above.

The Convertible Debentures include standard anti-dilution provisions whereby the conversion price will be adjusted in the event there is a common share reorganization by way of a subdivision, consolidation, distribution, or equivalent or if the Company issues rights, options or warrants to its shareholders. In the event that the Company pays a dividend in excess of dividends paid in the ordinary course ($0.34 per common share per fiscal year) then the conversion price will be adjusted by multiplying the conversion price in effect on the record date of such dividend payment by a fraction equal to (i) the market price per share on the record date of such dividend payment minus the amount by which such dividend exceeds dividends paid in the ordinary course divided by (ii) the market price on the record date of such dividend payment.

A subsidiary of the Company entered into a senior facilities credit agreement in connection with a bank loan (the "Bank Loan"). The Bank Loan was refinanced with a new facility in the amount of GBP 210.0 million (C$377.9 million) of which GBP 194.0 million (C$349.1 million) has been drawn as of December 31, 2024. The loan matures on November 19, 2027 and is extendable for up to two one-year periods under certain conditions with no scheduled repayments and as such, has been classified as a long-term liability as of December 31 ,2024 in the statements of financial position in the unaudited interim condensed consolidated financial statements. The interest rate as of December 31, 2024 was 6.95% per annum [March 31, 2024 – 7.6894% per annum].

Excluding the bank loan obtained in connection with several acquisitions in the UK & Crown Dependencies as described above, subsidiaries of the Company have other credit facilities with banks in Canada and the UK for an aggregate amount of $685.0 million [March 31, 2024 – $674.7 million]. These limited credit facilities, consisting of call loans, letters of credit and daylight overdraft facilities, are used to facilitate trade settlements and are collateralized by unpaid client securities and/or securities owned by the Company. As of December 31, 2024, there were no balances outstanding under these other credit facilities [March 31, 2024 – $nil].

Non-controlling interests were $386.9 million at December 31, 2024 compared to $364.5 million as at March 31, 2024, an increase of $22.4 million, mainly related to the equity component of the Convertible Preferred Shares issued by CGWM UK, net of dividends received and foreign exchange movement. Non-controlling interests also represent 31.8% [March 31, 2024 – 31.8%] of the net assets of our operations in Australia.

Provisions, Litigation Proceedings and Contingent Liabilities

Provisions are recognized when the Company has a present legal or constructive obligation as a result of a past event, it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made. On each reporting date, the Company assesses the adequacy of its pre-existing provisions and adjusts the amounts as necessary. The following is a summary of the charges during the nine months ended December 31, 2024:

	Legal provisions	Restructuring provisions	Total provisions
Balance, March 31, 2024	**19,108**	**1,899**	**21,007**
Additions	19,829	1,000	20,829
Utilized	(3,577)	(1,899)	(5,476)
Balance, December 31, 2024	**35,360**	1,000	**36,360**

In the normal course of business, the Company is involved in litigation, and as of December 31, 2024, it was a defendant in various legal actions. The Company has established provisions for matters where payments are probable and can be reasonably estimated. While the outcome of these actions is subject to future resolution, management's evaluation and analysis of these actions indicate that, individually and in the aggregate, the probable ultimate resolution of these actions will not have a material effect on the financial position of the Company.

The Company is also subject to asserted and unasserted claims arising in the normal course of business which, as of December 31, 2024, have not resulted in the commencement of legal actions. The Company cannot determine the effect of all asserted and unasserted claims on its financial position; however, where losses arising from asserted and unasserted claims are considered probable and where such losses can be reasonably estimated, the Company has recorded a provision.

Other than as described below, there have been no significant legal and regulatory matters, and no significant developments to the matters previously described in Note 29 of the Company's March 31, 2024 Annual Consolidated Financial Statements.

The Company is subject to certain rules, regulations, and other regulatory requirements specific to the broker-dealer business and, as such, the Company operates within a regulatory framework involving certain governmental agencies and organizations. As a regulated entity and in the normal course, the Company is subject to periodic reviews and examinations by those agencies and organizations. The Company maintains policies and procedures designed to ensure compliance with these rules, regulations and requirements, but, in the event that a regulatory authority determines that there was a failure by the Company to follow or comply with certain procedures or a regulatory requirement or there is a deficiency in the

Company's records or reports or some other compliance or financial failure then the Company may agree to pay a fine or penalty or agree to certain other sanctions, or, alternatively, a regulatory authority may impose a fine, penalty or other sanction. If such circumstances arise, the Company records a provision for any matter where a payment is considered probable and can be reasonably estimated.

In connection with this regulatory oversight, the Company is involved in an enforcement matter and potential enforcement matters arising from reviews of the Company's wholesale market making and trading activities in the United States, including the Company's Bank Secrecy Act/anti money laundering compliance program. Although it is unknown at this time whether the underlying enforcement matter or potential enforcement matters will be resolved in the ordinary course or what the impact of any such resolution will be, it is probable that the Company will incur a significant penalty and will incur additional ongoing operating costs related to its business. The Company may also become subject to nonmonetary penalties and other terms or conditions in any such resolution that may adversely impact its business. Because of the uncertainties with respect to the ultimate resolution of the matters, it is unknown whether such resolution will have a material adverse effect on the Company's financial condition, cash flows or results of operations. An estimate for a settlement of the matters was recorded in a prior period based on management's judgment and based on the information that was available to the Company at the time that estimate was recorded. That estimate was included in the Legal Provisions included in Notes 27 and 29, respectively, of the Company's March 31, 2023 and 2024 Annual Consolidated Financial Statements. In connection with the Company's periodic assessment of the adequacy of its provisions, the previous estimate was revised and the provision was increased based on the Company's engagement with certain regulators during the quarter ended December 31, 2024. The increase was included in current expenses for the quarter and the updated estimate for the matter is included in the total for Legal Provisions as of December 31, 2024, referenced above. As of the date of the Unaudited Interim Condensed Consolidated Financial Statements based on its interactions with its regulators to date the Company has determined that there is a likelihood that it will be required to make a payment that is greater than the amount of the provision recorded as of December 31, 2024. The Company's estimate involved significant judgment and was based on the status and nature of the reviews at the time of such estimate and recognized that the reviews were ongoing, however, because the extent to which remediation efforts undertaken by the Company will be considered is unknown, the possibility that new facts or information may become available is unknown and the fact that the other enforcement matters settled by other companies reflected a wide range of settlement payments, a reasonable or reliable estimate of any excess above the current provision or a range of estimates for such excess cannot be made at this time.

Off-balance sheet arrangements

A subsidiary of the Company has also entered into secured irrevocable standby letters of credit from a financial institution totaling $3.3 million (US $2.3 million) [March 31, 2024 – $2.8 million (US$2.1 million)] as rent guarantees for its leased premises in New York. As of December 31, 2024 and March 31, 2024, there were no outstanding balances under these standby letters of credit.

Bank indebtedness and other credit facilities

The Company enters into call loans or overdraft positions primarily to facilitate the securities settlement process for both client and Company securities transactions. The bank indebtedness is collateralized by unpaid client securities and/or securities owned by the Company. As of December 31, 2024, and March 31, 2024, the Company had no bank indebtedness outstanding under these facilities.

In the normal course of business, the Company enters into contracts that give rise to commitments of future minimum payments that affect its liquidity.

The following table summarizes the Company's long-term contractual obligations on December 31, 2024:

(C$ thousands)	Total	Fiscal 2026	Fiscal 2027 – Fiscal 2028	Fiscal 2029 – Fiscal 2030	Thereafter
Premises and equipment	344,396	38,009	64,746	53,665	187,976
Bank loan(1)	413,027	24,261	388,766	—	—
Convertible debentures(2)	144,673	8,250	16,500	119,923	—
Total obligations	**902,096**	**70,520**	**470,012**	**173,588**	**187,976**

(1) Bank loan obtained to finance a portion of the cash consideration for the acquisitions in CGWM UK."). The Bank Loan was refinanced with a new facility in the amount of GBP 210.0 million (C$377.9 million) of which GBP 194.0 million (C$349.1 million) has been drawn as of December 31, 2024. The loan matures on November 19, 2027 and is extendable for up to two one-year periods under certain conditions with no scheduled repayments and as such, has been classified as a long-term liability as of December 31 ,2024 in the statements of financial condition in our unaudited interim condensed consolidated financial statements. The interest rate as of December 31, 2024 was 6.95% per annum [March 31, 2024 – 7.6894% per annum].

(2) Convertible debentures consist of the unsecured senior subordinated convertible debentures issued in Q4/24. The convertible debentures bear interest at 7.75% per annum and matures on March 15, 2029. The convertible debentures may be redeemed by the Company in certain circumstances, on or after March 15, 2027.

Liquidity and Capital Resources

The Company has a capital structure comprised of preferred shares, common shares, retained earnings (deficit) and accumulated other comprehensive income, and is further complemented by the subordinated debt, non-controlling interests, bank loans and convertible debentures. On December 31, 2024, cash and cash equivalents were $1.2 billion, an increase of $323.1 million from $855.6 million as of March 31, 2024. During the nine months ended December 31, 2024, financing activities used cash in the amount of $77.6 million, due to purchases of common shares for the long-term incentive plan (LTIP), lease payments, dividends paid on convertible preferred shares issued in UK & Crown Dependencies, payment of dividends to on convertible preferred shares issued in CGWM UK and non-controlling interests in Australia, and cash dividends paid on common and preferred shares, partially offset by net proceeds from the bank loans in CGWM UK which were refinanced during the third quarter of fiscal 2025. Investing activities used cash in the amount of $106.1 million for the acquisitions of ICL and Cantab, purchase of equipment and leasehold improvements and intangible assets and payment of contingent and deferred consideration. Operating activities provided cash in the amount of $492.2 million, which was largely due to changes in non-cash working capital. An increase in cash of $14.6 million was attributable to the effect of foreign exchange translation on cash balances.

Compared to the nine months ended December 31, 2023, cash used by financing activities decreased by $25.9 million mainly due to net proceeds from bank loans in CGWM UK as discussed above. Cash used in investing activities increased by $94.3 million during the nine months ended December 31, 2024 compared to the same period last year, mainly due to costs related to the construction of new offices in New York and Vancouver in the first nine months of fiscal 2025. Changes in non-cash working capital balances led to an increase in cash provided by operating activities of $722.5 million. In addition, cash balances increased by $15.3 million from the effects of foreign exchange translation on cash balances. Overall, cash and cash equivalents increased by $516.5 million from $662.2 million at December 31, 2023 to $1.2 billion at December 31, 2024.

The Company's business requires capital for operating and regulatory purposes. The Company's working capital, including cash and cash equivalents, is fully deployed by the Company in its operations to support regulatory capital levels as required and counter-party requirements, including cash deposit requirements, and as needed to maintain current levels of activity, growth initiatives and capital plan. The majority of current assets reflected on the Company's unaudited interim condensed consolidated statement of financial position are highly liquid. The majority of the positions held as securities owned are readily marketable, and all are recorded at their fair value. Securities sold short are highly liquid securities. The fair value of these securities fluctuates daily as factors such as changes in market conditions, economic conditions and investor outlook affect market prices. Client receivables are secured by readily marketable securities and are reviewed daily for impairment in value and collectability. Receivables and payables from brokers and dealers represent the following: current open transactions that generally settle within the normal two-day settlement cycle, collateralized securities borrowed and/or loaned in transactions that can be closed within a few days on demand, and balances on behalf of introducing brokers representing net balances in connection with their client accounts.

The Company has certain commitments as discussed in the Off-Balance Sheet Arrangements and Bank Indebtedness and Other Credit Facilities sections above. Other than contracts entered into in the ordinary course of business, the Company has not entered into any contract which can reasonably be regarded as material.

Outstanding Preferred and Common Share Data

	Outstanding shares as of December 31	
	2024	2023
Preferred shares		
Series A – issued shares outstanding	**4,540,000**	4,540,000
Series C – issued shares outstanding	**4,000,000**	4,000,000
Common shares		
Issued shares excluding unvested shares(1)	**96,187,031**	92,632,532
Issued shares outstanding(2)	**102,529,368**	102,189,077
Issued shares outstanding – diluted(3)	**117,183,423**	105,679,409
Average shares outstanding – basic	**95,177,365**	91,574,427
Average shares outstanding – diluted(4)	**n/a**	n/a

(1) Excludes 6,219,932 unvested shares purchased by employee benefit trusts for the LTIP, and 122,355 outstanding shares related to share purchase loans
(2) Includes 6,219,935 unvested shares purchased by employee benefit trusts for the LTIP, and 122,355 outstanding shares related to share purchase loans
(3) Includes 3,610,000 shares to be issued if all the outstanding PSOs were issued, 314,648 shares to be issued in connection with the acquisitions of Sawaya and Results, net of estimated forfeitures, and 11,363,636 shares to be issued if all the Convertible Debentures were converted.
(4) During the nine months ended December 31, 2024 and 2023, the Company recorded a net loss attributable to common shareholders, and as such, the diluted EPS is equal to the basic EPS since the instruments involving potential common shares were excluded from the calculation of diluted loss per share as they were anti-dilutive.

PREFERRED SHARES

SERIES A PREFERRED SHARES

The Company issued 4,540,000 Cumulative 5-Year Rate Reset First Preferred Shares, Series A (Series A Preferred Shares) at a purchase price of $25.00 per share for gross proceeds of $113.5 million. The aggregate net amount recognized after deducting issue costs, net of deferred taxes of $1.0 million, was $110.8 million.

SERIES C PREFERRED SHARES

The Company issued 4,000,000 Cumulative 5-Year Rate Reset First Preferred Shares, Series C (the "Series C Preferred Shares") at a purchase price of $25.00 per share for gross proceeds of $100.0 million. The aggregate net amount recognized after deducting issue costs, net of deferred taxes of $1.0 million, was $97.5 million.

Terms of the Series A and C Preferred Shares are disclosed in Note 19 of the March 31st, 2024 audited consolidated financial statements.

COMMON SHARES

On August 19, 2024, the Company filed a notice to renew the normal course issuer bid (NCIB) to provide the Company with the choice to purchase up to a maximum of 5,109,453 of its common shares during the period from August 21, 2024 to August 20, 2025 through the facilities of the TSX and on alternative trading systems in accordance with the requirements of the TSX. The purpose of the purchase of common shares under the NCIB is to enable the Company to acquire shares for cancellation. The maximum number of shares that may be purchased under the current NCIB represents 5.0% of the Company's outstanding common shares at the time of the notice. There were no shares purchased under NCIB for the nine months ended December 31, 2024.

The Company has entered into a predefined plan with a designated broker to allow for the repurchase of its common shares under this NCIB. The Company's broker may repurchase the common shares under the plan on any trading day during the NCIB, including at any time during the

Company's internal trading blackout periods. The plan has been reviewed by the TSX and will terminate on the earlier of the termination of the plan by the Company in accordance with its terms and the expiry of the NCIB.

The ability to make purchases under the current NCIB commenced on August 21, 2024 and will continue for one year (to August 20, 2025) at the discretion of the Company. The maximum consideration will be the market price of the securities at the time of acquisition. In order to comply with the trading rules of the TSX, the daily purchases are limited to 30,336 common shares of the Company (which is 25% of the average daily trading volume of common shares of the Company on the TSX (ADTV) in the six calendar months from February 2024 to July 2024 (25% of the ADTV of 121,347)).

As of January 31, 2025, the Company has 102,529,368 common shares issued and outstanding.

Share-Based Payment Plans

There have been no updates to the share-based payment plans discussed in the 2024 Annual Report. Refer to Note 19 in the unaudited interim condensed consolidated financial statements for the nine months ended December 31, 2024 except as noted below.

A management incentive plan for CGWM UK has been implemented which, subject to certain minimum threshold levels, will provide for certain payments if a liquidity event occurs within six years or after six years if a liquidity event has not occurred and the initial institutional purchasers of the A Convertible Preferred Shares issued by CGWM UK are no longer outstanding holders of those shares. During the nine months ended December 31, 2024, the Company recorded a fair value adjustment of $6.5 million through the unaudited interim condensed consolidated statement of operations in respect of that plan [March 31, 2024 – $nil million].

Financial Instruments

FOREIGN EXCHANGE

The Company manages its foreign exchange risk by periodically hedging pending settlements in foreign currencies. Realized and unrealized gains and losses related to these transactions are recognized in income during the period. There were $8.2 million forward contracts outstanding to buy US dollars at December 31, 2024 compared to $1.0 million on March 31, 2024. Forward contracts outstanding to sell US dollars had a notional amount of US $8.4 million, an increase of US $6.6 million from March 31, 2024. The fair value of these contracts was nominal. Some of the Company's operations in the US, the UK & Europe, Australia, Hong Kong and China are conducted in the local currency; however, any foreign exchange risk in respect of these transactions is generally limited as pending settlements on both sides of the transaction are typically in the local currency.

These contracts were entered into in an attempt to mitigate foreign exchange risk on pending security settlements in foreign currencies. The fair value of these contracts is nominal due to their short term to maturity.

The Company's Canaccord Genuity Wealth Management segment in the UK & Crown Dependencies trades foreign exchange forward contracts on behalf of its clients and establishes matching contracts with the counterparties. The Company has no significant net exposure, assuming no counterparty default.

FUTURES

The Company's Canadian operations are involved in trading various futures contracts, in an attempt to mitigate market risk, interest rate risk, yield curve risk and liquidity risk. Futures contracts are agreements to buy or sell a standardized amount of an underlying asset, at a predetermined future date and price, in accordance with terms specified by a regulated futures exchange, and are subject to daily cash margining. The Company's Canadian operations have traditionally engaged in the trading of Canadian & US Government bond futures contracts to mitigate its risk. The Company's Canadian operations also began trading other types of futures contracts, including but not limited to, index futures and commodity futures.

At December 31, 2024, the were no bond futures contracts outstanding [March 31, 2024 – nil].

The fair value of all of the above futures contracts is nominal due to their short term to maturity. Realized and unrealized gains and losses related to these contracts are recognized in net income (loss) during the reporting period.

PROMISSORY NOTE TO CRC HOLDINGS CO. LLC

On November 7, 2024, the Company, through its U.S. Capital Markets business, Canaccord Genuity LLC, entered into a business collaboration agreement (the "Agreement") with Carbon Reduction Capital LLC (CRC-IB), a leading provider of investment banking and advisory services across the energy transition sector. In connection with the Agreement, the Company also made a loan to CRC HoldingCo, LLC and entered into an agreement which will entitle the Company to acquire CRC-IB at any time up to December 31, 2025, subject to certain conditions.

The Senior Promissory Note [the "Note"] bears interest of 3.7% per annum. The principal and all accrued and unpaid interest is due and payable in full on the earlier of the closing of the acquisition of CRC-IB pursuant to the Agreement or the maturity date of December 31, 2027. The Note is measured at amortized cost and the carrying amount of the Note including principal and accrued interest was USD 20.1 million (C$28.9 million) as of December 31, 2024. Interest income of $0.1 million has been recorded through the unaudited interim condensed consolidated financial statements for the nine months ended December 31, 2024.

Related Party Transactions

The Company's related parties include the following persons and/or entities: (a) entities that are controlled or significantly influenced by the Company, and (b) key management personnel, who are comprised of the directors of the Company, as well as executives involved in strategic decision-making for the Company. A list of the Company's principal trading subsidiaries and principal intermediate holding companies is disclosed in Note 23 of Audited Annual Consolidated Financial Statements.

Security trades executed for employees, officers and directors of the Company are transacted in accordance with terms and conditions applicable to all clients. Commission income on such transactions in the aggregate is not material in relation to the overall operations of the Company.

The Company offers various share-based payment plans to its key management personnel, including common share purchase loans, a long-term incentive plan, performance share units, deferred share units plan (DSUs) for senior executives and a performance stock option plan. Directors have the right to acquire DSUs. Certain equity instruments in CGWM UK were purchased by management and employees of CGWM UK in connection with the issuance of the Convertible Preferred Shares to HPS.

Accounts receivable and accounts payable and accrued liabilities include the following balances with key management personnel:

(C$ thousands)	**December 31, 2024 $**	March 31, 2024 $
Accounts receivable	**12,652**	19,469
Accounts payable and accrued liabilities	**1,577**	327

In addition to the balances above, as further described and defined herein (see the Financial Condition discussion in this MD&A) the Participants in respect of the Partnership have entered into Purchase Loans with the Company's subsidiaries. The proceeds of the loans were used to subscribe for LP units in the Partnership. The Purchase Loans bear interest and have a term up to seven years and are secured against a pledge of the LP Units.

As of December 31, 2024, the aggregate Purchase Loans outstanding net of principal repayments was $65.2 million. The current portion of $12.9 million is included in Accounts receivable and the long -term portion of $52.3 million is included in Other receivables on the unaudited interim condensed consolidated statements of financial position as of December 31, 2024.

Critical Accounting Policies and Estimates

The unaudited interim condensed consolidated financial statements for the quarter ended December 31, 2024 have been prepared in accordance with International Accounting Standard 34, "*Interim Financial Reporting*" (IAS 34), as issued by the International Accounting Standards Board (IASB).

The preparation of the unaudited interim condensed consolidated financial statements in conformity with IAS 34 requires management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets, and liabilities, accompanying note disclosures, and the disclosure of contingent liabilities at the reporting date. Therefore, actual results may differ from those estimates and assumptions. The significant judgments, estimates and assumptions include consolidation, revenue recognition, share-based payments, income taxes, valuation of deferred tax assets, impairment of goodwill, intangible assets and other long-lived assets, valuation of non-controlling interests. derivative liability, valuation of contingent consideration, allowance for credit losses, fair value of financial instruments, capitalization of intangible assets related to software costs and provisions. Amendments may be made to estimates relating to net assets acquired in an acquisition as well as the allocation of identifiable intangible assets between indefinite life and finite lives.

In particular, the assessment for impairment of goodwill and identifiable indefinite life intangible assets requires management's best estimates in order to determine fair values using discounted cash flow projections that employ the following key assumptions: future cash flows, growth projections and discount rates. Goodwill and intangible assets with indefinite lives are tested for impairment annually at March 31, and when circumstances indicate the carrying value may potentially be impaired. If any indication of impairment exists, the Company estimates the recoverable amount of the cash generating units (CGU) to which goodwill and indefinite life intangible assets are allocated. Where the carrying amount of a CGU exceeds its recoverable amount, an impairment loss is recognized and recorded in the consolidated statements of operations. Any impairment loss first reduces the carrying amount of any goodwill allocated to the CGUs and then if any impairment loss remains, the other assets of the unit are reduced on a pro rata basis. Impairment losses relating to goodwill cannot be reversed in future periods. The Company considers the relationship between its market capitalization and the book value of its equity, among other factors, when reviewing for indicators of impairment. The Company has goodwill and indefinite life intangible assets recorded in Canaccord Genuity Capital Markets US and UK and Europe, as well as Canaccord Genuity Wealth Management UK & Crown Dependencies and Australia.

The Convertible Preferred Shares issued to HPS and Preference Shares issued to management of CGWM UK contain no obligation for the Company to deliver cash or other financials assets to HPS. Judgment was used to conclude that the Convertible Preferred Shares and Preference Shares are compound instruments comprised of an equity component, representing discretionary dividends and a liquidation preference, and a liability component that reflects a derivative to settle the instrument under certain circumstances by delivering a variable number of common shares of Canaccord Genuity Wealth Group Holdings (Jersey) Limited.

The fair value of the Convertible Preferred Shares and the Preference Shares at issuance was allocated to its respective equity and derivative components. The fair value of the derivative was established first and the residual amount was recorded to the equity component. The derivative components will be remeasured at the end of each reporting period using the Company's best estimate of its values with any changes in fair value recorded through the net income (loss) for the period. Significant judgment is required in respect of the estimates and the assumptions to be used in the determination of the fair value of the derivative component at each reporting period.

The Company issued Convertible Debentures during the year ended March 31, 2024. They are classified as a compound instrument with two components: a debt liability reflecting the Company's contractual obligation to pay interest and an embedded derivative, which reflects the value of the conversion option. The embedded derivative is recorded as its fair value at each reporting date with any fair value adjustment recorded through the consolidated statements of operations. Significant judgment is required in respect of the estimates and assumptions to be used in the determination of the fair value of the derivative component at each reporting period.

Significant accounting policies used and policies requiring management's judgment and estimates have not changed during the first nine months of fiscal 2025 and are discussed under "Critical Accounting Policies and Estimates" in our 2024 Annual Report.

Changes in Accounting Policies

The accounting policies applied in the preparation of the Q3/25 unaudited interim condensed consolidated financial statements are consistent with those discussed in Note 2 and Note 5 of the 2024 Audited Annual Consolidated Financial Statements.

Disclosure Controls and Procedures and Internal Control Over Financial Reporting

DISCLOSURE CONTROLS AND PROCEDURES

As of December 31, 2024, an evaluation was carried out, under the supervision of and with the participation of management, including the President & CEO and the Executive Vice President & Chief Financial Officer, of the effectiveness of our disclosure controls and procedures as defined under *National Instrument 52-109*. Based on that evaluation, the President & CEO and the Executive Vice President & Chief Financial Officer concluded that our disclosure controls and procedures were effective as of December 31, 2024.

Changes in Internal Control Over Financial Reporting

Management, including the President & CEO and the Executive Vice President & CFO, has designed internal control over financial reporting as defined under National Instrument 52-109 to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. Based on that evaluation, the President & CEO and the Executive Vice President & CFO concluded that the Company's internal control over financial reporting was designed and operating effectively as of and during the third quarter of fiscal 2025 ended December 31, 2024 and that there were no material weaknesses in our internal control over financial reporting.

There were no changes in internal control over financial reporting that occurred during the third quarter of fiscal 2025 ended December 31, 2024 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

Dividend Policy

Although dividends are expected to be declared and paid quarterly, the Board of Directors, in its sole discretion, will determine the amount and timing of any dividends. All dividend payments will depend on general business conditions, the Company's financial condition, results of operations, capital requirements and such other factors as the Board determines to be relevant.

Dividend Declaration

On February 4, 2025, the Board of Directors approved a dividend of $0.085 per common share, payable on March 13, 2025, with a record date of February 28, 2025.

On February 4, 2025, the Board of Directors approved the following cash dividends: $0.25175 per Series A Preferred Share payable on March 31, 2025, with a record date of March 14, 2025; and $0.42731 per Series C Preferred Share payable on March 31, 2025 with a record date of March 14, 2025.

Risks

The Company's ability to maintain and successfully execute its business strategy depends upon the personal reputation, judgment, business generation capabilities and project execution skills of its senior professionals. Any management disruption could result in a loss of clients and customers, or revenues from clients and customers, and could significantly affect the Company's business and results of operations.

The securities industry and the Company's activities are by their very nature subject to a number of inherent risks. Economic conditions, competition and market factors such as volatility in the Canadian and international markets, interest rates, commodity prices, market prices, trading volumes and liquidity will have an impact on the Company's profitability. An investment in the common or preferred shares of the Company involves a number of risks, including market, liquidity, credit, operational, legal, cyber and regulatory risks, which could be substantial and are inherent in the Company's business. The Company is also directly exposed to market price risk, liquidity risk and volatility risk as a result of its trading activities in equity securities and to interest rate risk and credit spread risk as a result of its trading in fixed income securities. Globally, Canaccord Genuity Wealth Management revenue is dependent on both trading volumes and asset values and, as such, is dependent on the level of market activity, investor confidence and the level of market prices in the Company's Canadian and Australian wealth management businesses, revenue is also influenced by the level of financing activity by small-cap corporate issuers. Canaccord Genuity Capital Markets' revenue is dependent on financing activity by corporate issuers, participation in advisory engagements, the success of its market making and principal trading, as well as the willingness of institutional clients to actively trade and participate in capital markets transactions. There may also be a lag between market fluctuations, changes in business conditions and the level of the Company's market activity and the impact that these factors have on the Company's operating results and financial position.

The financial services business is subject to extensive regulation in all of the regions where Canaccord Genuity operates. Compliance with many of the regulations applicable to the Company involves a number of risks, including enforcement penalties and sanctions under certain circumstances and in areas where applicable regulations may be subject to interpretation and change. Changing regulations and interpretations could have a significant impact on the Company's business and profitability. The Company has a disciplined capital management framework to maintain the level of capital that will meet the Company's regulated subsidiaries' target ratios as set out by the respective regulators, to fund current and future operations, to ensure that the firm is able to meet its financial obligations as they come due, and to support the creation of shareholder value. The regulatory bodies that govern the Company's subsidiaries' use of regulatory capital are listed in Note 27 of the Company's 2024 Audited Annual Consolidated Financial Statements.

The Company and its affiliates provide financial advisory, underwriting and other services to, and trade the securities of issuers that are involved with new and emerging industries, including the US cannabis industry. Activities within such industries, including the US cannabis industry, typically have not had the benefit of a history of successful operating results. In addition to the economic uncertainties associated with new industries, new activities and new issuers, the laws applicable to such industries or activities, particularly the US cannabis industry and the activities of issuers in that industry, and the effect or enforcement of such laws are undetermined, conflicting and uncertain. With respect to the US cannabis industry, cannabis continues to be a controlled substance under the United States Controlled Substances Act and as such, there is a risk that certain issuers, while in compliance with applicable state law, may be prosecuted under federal law. Accordingly, the Company has adopted policies and procedures reasonably designed to ensure compliance with the United States Currency and Foreign Transactions Reporting Act of 1970 (the "Bank Secrecy Act") and the guidance issued by the United States Department of the Treasury Financial Crimes Enforcement Network, FIN-2014-G001 (the "FinCEN Guidance") relating to providing financial services to marijuana related businesses in the United States (as that term is used in the FinCEN Guidance). While the Company takes steps to identify the risks associated with emerging industries, including the US cannabis industry, and only provides services to those issuers where it determines that there is no material risk to the Company or where any risk is unlikely to result in a material adverse consequence to the Company, there is a risk that the Company could be the subject of legal proceedings which may have a material adverse effect on the Company business, revenues, operating results and financial condition as well as the Company's reputation, even if such proceedings were concluded successfully in favour of the Company. The Company has determined that any such proceedings are unlikely and, accordingly, has not recorded a provision in respect of such matters.

Risks associated with emerging industries such as the cannabis, e-cigarette and vaping industries also include the risk of the insolvency of issuers and the consequent inability of such issuers to satisfy their indemnification obligations to the Company. Accordingly, in the event of a loss to the Company, the ability of the Company to recover amounts in respect of any indemnity claims also cannot be predicted with certainty.

Understanding the added pressures that a prolonged remote work environment placed on our employees and their families, we expanded our support system to include resources to keep employees engaged and healthy while working remotely, and we have also implemented increased health and safety measures at all office locations to protect the health and well being of our employees and clients.

Cybersecurity risk is the risk that the Company's information networks, data or internal systems will be damaged, disrupted, misappropriated, stolen, accessed without permission or otherwise attacked. This risk exists due to the interconnected nature of the Company's business with its clients, suppliers, vendors, partners and the public via the internet and other networks. As a result of this interconnectivity, third parties with which the Company does business with or that facilitate the Company's business may also be a source of cybersecurity risk to the firm. The Company has implemented a third- party risk management framework as part of onboarding new vendors and other third parties as well as vetting existing vendors. The purpose of this mitigant is to ensure all parties interacting with the Company are adhering to high standards as it relates to cybersecurity.

The Company devotes considerable effort and resources to defend against and mitigate cybersecurity risk, including increasing awareness throughout the organization by implementing a firm-wide cybersecurity training program for all employees. The Company's management of cybersecurity risk, as well as any reported incidents, is regularly presented to both senior management via the Cybersecurity Committee and the Risk Committee of the Board of Directors.

Further discussion regarding risks can be found in our Annual Information Form.

Additional Information

Additional information relating to Canaccord Genuity Group Inc., including its Annual Information Form, is available on the Company's website at www.cgf.com/investor-relations/investor-resources/financial-reports/ and on SEDAR+ at www.sedarplus.ca.

To access additional corporate disclosures including TSX-required Disclosures and the Company's Environmental, Social and Governance (ESG) report and related policies, please visit https://www.cgf.com/investor-relations/investor-resources/corporate-governance/.

Des exemplaires en français du présent rapport et des documents d'information connexes pour l'exercice 2024 peuvent être obtenus à l'adresse : www.cgf.com/fr/relations-investisseurs/relations-investisseurs/rapports-financiers

Canaccord Genuity Group Inc.
Unaudited Interim Condensed Consolidated Statements of Financial Position

As at (in thousands of Canadian dollars)	Notes	December 31, 2024 $	March 31, 2024 $
ASSETS			
Current			
Cash and cash equivalents		1,178,708	855,604
Securities owned	4,5	540,867	575,011
Accounts receivable	5,6,20	2,264,262	3,426,058
Income taxes receivable		37,690	33,753
Total current assets		4,021,527	4,890,426
Other receivables	5,7,20	52,259	—
Deferred tax assets		69,447	71,004
Investments	8	12,350	12,913
Equipment and leasehold improvements		127,870	61,000
Intangible assets	11	309,218	288,303
Goodwill	11	667,701	615,539
Right of use assets		197,359	193,280
Total assets		5,457,731	6,132,465
LIABILITIES AND EQUITY			
Current			
Securities sold short	4,5	461,081	495,246
Accounts payable and accrued liabilities	5,6,20	2,710,879	3,463,454
Provisions	22	36,360	21,007
Income taxes payable		6,275	2,096
Subordinated debt	5,13	7,500	7,500
Bank loan	5,14	—	13,672
Current portion of lease liabilities		24,730	24,579
Current portion of deferred and contingent consideration	5	10,533	10,112
Total current liabilities		3,257,358	4,037,666
Deferred tax liabilities		58,030	53,337
Derivative liabilities	5	134,655	110,007
Deferred and contingent considerations	5	12,483	12,345
Bank loan	5,14	346,358	287,857
Convertible debentures	15	84,049	80,973
Lease liabilities		213,434	190,169
Total liabilities		4,106,367	4,772,354
Equity			
Attributable to equity holders of CGGI		964,464	995,645
Attributable to non-controlling interests	10	386,900	364,466
Total equity		1,351,364	1,360,111
Total liabilities and equity		5,457,731	6,132,465

See accompanying notes

“Daniel Daviau” *“Terrence A. Lyons”*

DANIEL DAVIAU TERRENCE A. LYONS

Canaccord Genuity Group Inc.
Unaudited Interim Condensed Consolidated Statements of Operations

		For the three months ended		For the nine months ended	
(in thousands of Canadian dollars, except per share amounts)	Notes	**December 31, 2024**	December 31, 2023	**December 31, 2024**	December 31, 2023
REVENUE					
Commissions and fees		**225,785**	188,066	**635,556**	553,964
Investment banking		**67,853**	46,488	**199,800**	118,908
Advisory fees		**70,074**	74,747	**215,486**	161,525
Principal trading		**34,644**	29,951	**87,441**	73,196
Interest		**51,007**	45,507	**157,279**	148,487
Other		**1,671**	4,384	**12,273**	13,677
		451,034	389,143	**1,307,835**	1,069,757
EXPENSES					
Compensation expense		**254,873**	223,097	**759,604**	608,686
Trading costs		**27,438**	21,165	**71,959**	62,992
Premises and equipment		**5,558**	4,784	**17,243**	16,534
Communication and technology		**23,278**	23,033	**66,271**	67,481
Interest		**35,509**	22,147	**100,902**	68,367
General and administrative	22	**61,219**	32,232	**132,378**	99,489
Amortization		**10,795**	10,056	**31,699**	29,893
Amortization of right of use assets		**8,750**	7,859	**25,173**	20,786
Development costs		**13,905**	7,672	**42,149**	39,530
Restructuring costs	22	**1,554**	—	**3,940**	18,147
Acquisition-related costs	9	**—**	—	**704**	—
Change in fair value of contingent consideration		**—**	—	**—**	(18,174)
Fair value adjustment of convertible debentures derivative liability	5,15	**7,347**	—	**5,583**	—
Change in fair value of non-controlling interests derivative liability	5,10	**6,000**	—	**15,000**	13,250
Share of loss of an associate		**—**	—	**—**	70
		456,226	352,045	**1,272,605**	1,027,051
Net (loss) income before income taxes		**(5,192)**	37,098	**35,230**	42,706
Income tax expense (recovery)					
Current		**12,817**	8,114	**22,335**	338
Deferred		**(6,406)**	979	**(1,389)**	20,498
	12	**6,411**	9,093	**20,946**	20,836
Net (loss) income for the period		**(11,603)**	28,005	**14,284**	21,870
Net (loss) income attributable to:					
CGGI shareholders		**(22,539)**	17,198	**(19,195)**	(9,467)
Non-controlling interests		**10,936**	10,807	**33,479**	31,337
Weighted average number of common shares outstanding (thousands)					
Basic		**96,021**	92,960	**95,177**	91,574
Diluted		**n/a**	104,519	**n/a**	n/a
Net (loss) income per common share					
Basic	17	**$ (0.26)**	$ 0.15	**$ (0.29)**	$ (0.20)
Diluted	17	**$ (0.26)**	$ 0.14	**$ (0.29)**	$ (0.20)
Dividend per common share	18	**$ 0.085**	$ 0.085	**$ 0.255**	$ 0.255
Dividend per Series A Preferred Share	18	**$ 0.25**	$ 0.25	**$ 0.75**	$ 0.75
Dividend per Series C Preferred Share	18	**$ 0.43**	$ 0.43	**$ 1.29**	$ 1.29

See accompanying notes

Canaccord Genuity Group Inc.
Unaudited Interim Condensed Consolidated Statements of Comprehensive Income (loss)

	For the three months ended		For the nine months ended	
(in thousands of Canadian dollars)	**December 31, 2024**	December 31, 2023	December 31, 2024	December 31, 2023
Net (loss) income for the period	**(11,603)**	28,005	**14,284**	21,870
Other comprehensive income (loss)				
Net change in unrealized income (loss) on translation of foreign operations	**19,877**	12,431	**32,356**	(9,905)
Comprehensive income for the period	**8,274**	40,436	**46,640**	11,965
Comprehensive income (loss) attributable to:				
CGGI shareholders	**(4,604)**	29,815	**10,008**	(22,386)
Non-controlling interests [Note 10]	**12,878**	10,621	**36,632**	34,351

See accompanying notes

Canaccord Genuity Group Inc.
Unaudited Interim Condensed Consolidated Statements of Changes in Equity

		For the nine months ended	
(in thousands of Canadian dollars)	Notes	December 31, 2024	December 31, 2023
Preferred shares, opening and closing	16	$ 205,641	$ 205,641
Common shares, opening		616,531	566,345
Shares issued in connection with acquisition of Results International Group LLP		1,188	—
Acquisition of common shares for long-term incentive plan (LTIP)		(16,382)	(24,426)
Release of vested common shares from employee benefit trusts		50,864	59,288
Shares issued through exercise of performance share options (PSOs)		—	17,187
Shares issued in connection with acquisition of Sawaya partners		2,883	2,883
Unvested share purchase loans		(148)	410
Common shares, closing	17	654,936	621,687
Contributed surplus, opening		—	49,400
Share-based payments, amortization net of vesting		—	(49,400)
Contributed surplus, closing		—	—
Retained earnings, opening		58,548	119,552
Net loss attributable to CGGI shareholders		(19,195)	(9,467)
Share-based payments, amortization net of vesting		(44,425)	(747)
Change in current and deferred taxes relating to share based payments		617	(1,611)
Shares issued through exercise of performance share options (PSOs)		—	(4,625)
Unvested share purchase loans		148	(410)
Common shares dividends	18	(24,571)	(24,763)
Preferred shares dividends	18	(8,557)	(8,557)
Retained (deficit) earnings, closing		(37,435)	69,372
Deferred consideration, opening		5,612	8,495
Payment during the period		(2,806)	(3,294)
Deferred consideration, closing		2,806	5,201
Accumulated other comprehensive income (OCI), opening		109,313	105,206
Other comprehensive income (loss) attributable to CGGI shareholders		29,203	(12,919)
Accumulated other comprehensive income, closing		138,516	92,287
Total shareholders' equity		964,464	994,188
Total non-controlling interest	10	386,900	350,263
Total equity		1,351,364	1,344,451

See accompanying notes

Canaccord Genuity Group Inc.
Unaudited Interim Condensed Consolidated Statements of Cash Flows

		For the nine months ended	
(in thousands of Canadian dollars)	Notes	December 31, 2024 $	December 31, 2023 $
OPERATING ACTIVITIES			
Net income for the period		14,284	$21,870
Items not affecting cash			
Amortization		31,699	29,893
Amortization of right of use assets		25,173	20,786
Deferred income tax (recovery) expense		(1,389)	20,498
Share-based compensation expense (recovery)	19	2,840	(13,356)
Share of loss of associate		—	70
Fair value adjustments of investments	8	500	—
Interest expense in connection with lease liabilities		12,552	5,241
Change in fair value of contingent consideration		—	(18,174)
Fair value adjustment of convertible debentures derivative liability	5,15	5,583	—
Change in fair value of non-controlling interests derivative liability	5,10	15,000	13,250
Impairment of investments accounted for under equity method		750	2,227
Changes in non-cash working capital			
Decrease in securities owned		34,144	148,151
Decrease in accounts receivable		1,109,537	951,243
Decrease (increase) in net income taxes receivable		872	(4,871)
Decrease in securities sold short		(34,165)	(129,572)
Decrease in accounts payable, accrued liabilities and provisions		(725,219)	(1,277,633)
Cash provided by (used in) operating activities		492,161	(230,377)
Repayment of bank loan	5,14	(315,154)	(6,625)
Proceeds from bank loan	5,14	343,312	—
Acquisition of common shares for long-term incentive plan		(16,382)	(24,426)
Payment of dividends on convertible preferred shares issued in UK & Crown Dependencies wealth management operations	10	(19,678)	(18,797)
Payment of dividends to non-controlling interests in Australia	10	(8,038)	(6,414)
Cash dividends paid on common shares		(24,571)	(24,763)
Cash dividends paid on preferred shares		(8,557)	(8,557)
Lease payments		(28,580)	(26,419)
Proceeds from exercise of performance share options		—	12,486
Cash used in financing activities		(77,648)	(103,515)
INVESTING ACTIVITIES			
Purchase of equipment and leasehold improvements		(69,843)	(3,270)
Acquisition of Intelligent Capital Holdings Limited, net of cash acquired	9	(3,323)	—
Acquisition of Cantab Asset Management Ltd., net of cash acquired	9	(22,172)	—
Acquisition of Mercer Global Investments Canada Limited’s private wealth business		—	(2,410)
Payment of deferred and contingent consideration		(9,327)	(4,705)
Purchase of intangibles		(1,393)	(1,371)
Cash used in investing activities		(106,058)	(11,756)
Effect of foreign exchange on cash balances		14,649	(610)
Increase (decrease) in cash position		323,104	(346,258)
Cash position, beginning of period		855,604	1,008,432
Cash position, end of period		1,178,708	662,174
Supplemental cash flow information			
Interest received		$ 157,281	$ 148,559
Interest paid		$ 99,999	$ 68,226
Income taxes paid		$ 23,279	$ 29,974

See accompanying notes

Notes to Unaudited Interim Condensed Consolidated Financial Statements

(in thousands of Canadian dollars, except per share amounts)

1. Corporate Information

Through its principal subsidiaries, Canaccord Genuity Group Inc. (the Company or CGGI) is a leading independent, full-service investment dealer with capital markets operations in North America, the UK & Europe, Asia and Australia. The Company also has wealth management operations in Canada, the UK, the Crown Dependencies and Australia. The Company has operations in each of the two principal segments of the securities industry: capital markets and wealth management. Together, these operations offer a wide range of complementary investment products, brokerage services and investment banking services to the Company's private, institutional and corporate clients.

Canaccord Genuity Group Inc. was incorporated on February 14, 1997 by the filing of a memorandum and articles with the Registrar of Companies for British Columbia under the *Company Act* (British Columbia) and continues in existence under the *Business Corporations Act* (British Columbia). The Company's head office is located at Suite 1200 – 1133 Melville Street, Vancouver, British Columbia, V6E 4E5. The Company's registered office is located at Suite 2200, 700 West Georgia Street, Vancouver, British Columbia, V7Y 1K8.

The Company's common shares are publicly traded under the symbol CF on the Toronto Stock Exchange (TSX). The Company's Series A Preferred Shares are listed on the TSX under the symbol CF.PR.A. The Company's Series C Preferred Shares are listed on the TSX under the symbol CF.PR.C.

The Company's business experiences considerable variations in revenue and income from quarter to quarter and year to year due to factors beyond the Company's control. The Company's business is affected by the overall condition of the worldwide equity and debt markets.

2. Basis of Preparation

STATEMENT OF COMPLIANCE

These unaudited interim condensed consolidated financial statements have been prepared in accordance with International Accounting Standard 34, "*Interim Financial Reporting*" (IAS 34), as issued by the International Accounting Standards Board (IASB).

These unaudited interim condensed consolidated financial statements do not include all the information and disclosures required in annual financial statements and should be read in conjunction with the Company's audited annual consolidated financial statements as at and for the year ended March 31, 2024 (March 31, 2024 consolidated financial statements) filed on SEDAR+ on June 5, 2024. All defined terms used herein are consistent with those terms defined in the March 31, 2024 consolidated financial statements.

These unaudited interim condensed consolidated financial statements have been prepared on a historical cost basis except for investments, securities owned and securities sold short, deferred and contingent consideration, and derivative liabilities. All of these have been measured at fair value as set out in the relevant accounting policies except for certain investments which have been accounted for under the equity method.

These unaudited interim condensed consolidated financial statements are presented in thousands of Canadian dollars, except when otherwise indicated.

These unaudited interim condensed consolidated financial statements were authorized for issuance by the Company's Board of Directors on February 4, 2025.

USE OF JUDGMENTS, ESTIMATES AND ASSUMPTIONS

The preparation of these unaudited interim condensed consolidated financial statements requires management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, accompanying note disclosures, and the disclosure of provisions and contingent liabilities at the reporting date. Therefore, actual results may differ from those estimates and assumptions.

Certain factors impact and cast additional uncertainty on the assumptions used by management in making its judgments and estimates. These factors include, but not limited to, inflation, significant monetary and fiscal interventions by the government and central banks to stabilize economic conditions, including slowing economic growth and rising interest rates, as well as the impact of the wars in Ukraine and Gaza and the resulting humanitarian crisis on the global economy.

The significant judgments, estimates and assumptions include consolidation, revenue recognition, share-based payments, income taxes and valuation of deferred tax assets, impairment of goodwill, intangible assets and other long-lived assets, allowance for credit losses, fair values of levels 2 and 3 financial instruments, provisions and the valuation of the derivative liabilities. Amendments may be made to estimates relating to net assets acquired in an acquisition as well as the allocation of identifiable intangible assets between indefinite life and finite lives. Judgments, estimates and assumptions were also utilized in connection with the preliminary purchase price allocation, including the valuation of intangible assets acquired in connection with the acquisition of Intelligent Capital Holdings Limited and Cantab Asset Management Ltd.

The Company operates in various tax jurisdictions and is subject to tax policies and legislations that pertain to the Company's activities in Canada and in other foreign countries. As the tax laws and policies of various countries are subject to continual change and interpretations, the final outcome of certain tax transactions may be uncertain. The Company is affected by changes in tax laws and regulations, including the introduction of Pillar Two (15% global minimum tax) as proposed by the Organization for Economics Co-operation and Development.

Certain institutional investors own Convertible Preferred Shares issued by Canaccord Genuity Wealth Group Holdings (Jersey) Limited (CGWM UK), a subsidiary of the Company. In addition, Preference Shares were issued to certain employees of CGWM UK. The Convertible Preferred Shares and Preference Shares issued contain no obligation for the Company to deliver cash or other financials assets. Judgment was used to conclude that the Convertible Preferred Shares together with the Preference Shares are compound instruments comprised of an equity component, representing discretionary dividends and a liquidation preference, and a liability component that reflects a derivative to settle the instrument, under certain circumstances, by delivering the economic equivalent of a variable number of common shares of CGWM UK.

The fair value of the Convertible Preferred Shares and Preference Shares issued by CGWM UK was allocated to its respective equity and derivative components. The fair value of the derivative was established first and the residual amount was recorded as the equity component. The derivative components will be remeasured at the end of each reporting period using the Company's best estimate of its value with any changes in fair value recorded through net income for the period. Significant judgment is required in respect of the estimates and assumptions to be used in the determination of the fair value of the derivative component at each reporting period.

The Company issued convertible unsecured senior subordinated debentures. They are classified as a compound instrument with two components: a debt liability reflecting the Company's contractual obligation to pay interest and principal and an embedded derivative, which reflects the value of the conversion option. The embedded derivative is recorded as its fair value at each reporting date with any fair value adjustment recorded through the consolidated statements of operations. Significant judgment is required in respect of the estimates and assumptions to be used in the determination of the fair value of the derivative component at each reporting period.

In the discussions below, unless otherwise noted, Hargreave Hale Limited is referred to as "Hargreave Hale" (renamed as Canaccord Genuity Asset Management), Petsky Prunier LLC is referred to as "Petsky Prunier", Sawaya Partners LLC is referred to as "Sawaya", McCarthy Taylor Limited (renamed as CG McCarthy Taylor Limited) and whose operations were subsequently transferred to CG Wealth Planning Limited is referred to as "McCarthy Taylor", Thomas Miller Wealth Management Limited (renamed as CG Wealth Planning Limited), the private client business of Thomas Miller Investment (Isle of Man) Limited are referred to as "Thomas Miller", Patersons Securities Limited (renamed as Canaccord Genuity Financial Limited) is referred to as "Patersons", the private client investment management business acquired from Adam & Company (including the acquisition of the entire issued capital of Adam & Company Investment Management Limited) is referred to as "Adam & Company", and Jitneytrade Inc., Finlogik Capital Inc. and Finlogik Inc. are collectively referred to as "Jitneytrade", Punter Southall Wealth Limited as "PSW", Results International Group LLP as "Results", the Canadian private wealth management business of Mercer Global Investments Canada Limited is referred to as "Mercer", the financial planning business of Intelligent Capital Holdings Limited as "ICL", and Cantab Asset Management Limited is referred to as "Cantab".

3. Adoption of New and Revised Standards

There were no new accounting standards adopted for the nine months ended December 31, 2024.

4. Securities Owned and Securities Sold Short

	December 31, 2024		March 31, 2024	
	Securities owned	Securities sold short	Securities owned	Securities sold short
Corporate and government debt	$ 354,742	$ 339,663	$ 404,056	$ 357,138
Equities and convertible debentures	186,125	121,418	170,955	138,108
	$ 540,867	$ 461,081	$ 575,011	$ 495,246

As at December 31, 2024, corporate and government debt maturities range from 2025 – 2073 [March 31, 2024 – 2024 to 2079] and bear interest ranging from 0.00% to 14.00% [March 31, 2024 – 0.00% to 14.00%].

5. Financial Instruments

The categories of financial instruments, other than cash and cash equivalents, investments accounted for under the equity method and lease liabilities held by the Company at December 31, 2024 and March 31, 2024 are as follows:

	Fair value through profit and loss		Amortized cost		Total	
	December 31, 2024 $	March 31, 2024 $	**December 31, 2024 $**	March 31, 2024 $	**December 31, 2024 $**	March 31, 2024 $
Financial assets						
Securities owned	**$ 540,867**	$ 575,011	**$ —**	$ —	**$ 540,867**	$ 575,011
Accounts receivable from brokers and investment dealers	**—**	—	**1,120,440**	2,052,676	**1,120,440**	2,052,676
Accounts receivable from clients	**—**	—	**601,728**	794,709	**601,728**	794,709
RRSP cash balances held in trust	**—**	—	**275,714**	268,786	**275,714**	268,786
Other accounts receivable	**—**	—	**266,380**	309,887	**266,380**	309,887
Investments at FVTPL	**8,542**	8,648	**—**	—	**8,542**	8,648
Other receivables	**—**	—	**52,259**	—	**52,259**	—
Total financial assets	**$ 549,409**	$ 583,659	**$ 2,316,521**	$ 3,426,058	**$ 2,865,930**	$ 4,009,717
Financial liabilities						
Securities sold short	**$ 461,081**	$ 495,246	**$ —**	$ —	**$ 461,081**	495,246
Accounts payable to brokers and investment dealers	**—**	—	**646,097**	1,413,565	**646,097**	1,413,565
Accounts payable to clients	**—**	—	**1,598,609**	1,552,276	**1,598,609**	1,552,276
Other accounts payable and accrued liabilities	**—**	—	**466,173**	497,613	**466,173**	497,613
Subordinated debt	**—**	—	**7,500**	7,500	**7,500**	7,500
Deferred and contingent consideration	**23,016**	22,457	**—**	—	**23,016**	22,457
Bank loan	**—**	—	**346,358**	301,529	**346,358**	301,529
Derivative liabilities	**134,655**	110,007	**—**	—	**134,655**	110,007
Total financial liabilities	**$ 618,752**	$ 627,710	**$ 3,064,737**	$ 3,772,483	**$ 3,683,489**	$ 4,400,193

The Company has not designated any financial instruments as fair value through profit or loss upon initial recognition.

FAIR VALUE HIERARCHY

All financial instruments for which fair value is recognized or disclosed are categorized within a fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

Level 1 – Quoted market prices in an active market (that are unadjusted) for identical assets or liabilities

Level 2 – Valuation techniques (for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable)

Level 3 – Valuation techniques (for which the lowest level input that is significant to the fair value measurement is unobservable)

For financial instruments that are recognized at fair value on a recurring basis, the Company determines whether transfers have occurred between levels in the hierarchy by re-assessing categorization (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

As at December 31, 2024, the Company held the following classes of financial instruments measured at fair value:

		Estimated fair value		
		December 31, 2024		
	December 31, 2024	Level 1	Level 2	Level 3
Securities owned				
Corporate debt	11,751	—	11,751	—
Government debt	342,991	99,323	243,668	—
Corporate and government debt	354,742	99,323	255,419	—
Equities	185,990	103,600	73,008	9,382
Convertible debentures	135	—	135	—
Equities and convertible debentures	186,125	103,600	73,143	9,382
	540,867	202,923	328,562	9,382
Investments	8,542	—	—	8,542
	549,409	202,923	328,562	17,924
Securities sold short				
Corporate debt	(4,780)	—	(4,780)	—
Government debt	(334,883)	(107,070)	(227,813)	—
Corporate and government debt	(339,663)	(107,070)	(232,593)	—
Equities	(121,418)	(86,818)	(34,600)	—
	(121,418)	(86,818)	(34,600)	—
	(461,081)	(193,888)	(267,193)	—
Deferred and contingent consideration	(23,016)	—	—	(23,016)
Derivative liabilities	(134,655)	—	—	(134,655)
	(618,752)	(193,888)	(267,193)	(157,671)

As at March 31, 2024, the Company held the following classes of financial instruments measured at fair value:

		Estimated fair value		
		March 31, 2024		
	March 31, 2024 $	Level 1 $	Level 2 $	Level 3 $
Securities owned				
Corporate debt	23,201	—	23,173	28
Government debt	380,855	195,238	185,617	—
Corporate and government debt	404,056	195,238	208,790	28
Equities and convertible debentures	170,955	119,063	43,345	8,547
	575,011	314,301	252,135	8,575
Investments	8,648	—	—	8,648
	583,659	314,301	252,135	17,223
Securities sold short				
Corporate debt	(20,535)	—	(20,535)	—
Government debt	(336,603)	(161,913)	(174,690)	—
Corporate and government debt	(357,138)	(161,913)	(195,225)	—
Equities	(138,108)	(121,627)	(16,481)	—
	(495,246)	(283,540)	(211,706)	—
Deferred and contingent consideration	(22,457)	—	—	(22,457)
Derivative liabilities	(110,007)	—	—	(110,007)
	(627,710)	(283,540)	(211,706)	(132,464)

Movement in net Level 3 financial liabilities

Balance, March 31, 2024	**$ (115,241)**
Movement in fair value of level 3 securities owned during the period	808
Payment of contingent consideration in connection with the acquisition of Sawaya	5,786
Payment of deferred consideration in connection with Results	1,188
Payment of contingent consideration in connection with Results	3,541
Addition of contingent consideration in connection with ICL [Note 9]	(4,081)
Addition of deferred consideration in connection with ICL [Note 9]	(1,203)
Addition of contingent consideration in connection with Cantab [Note 9]	(4,357)
Movement in fair value of convertible debentures derivative liability during the period [Note 15]	(5,583)
Movement in fair value of non-controlling interests derivative liability during the period [Note 10]	(15,000)
Fair value adjustment of investments at FVTPL	(500)
Foreign exchange revaluation	(5,105)
Balance, December 31, 2024	**(139,747)**

FAIR VALUE ESTIMATION

i. Level 2 financial instruments

Level 2 financial instruments include the Company's investment in certain corporate and government debt, convertible debt, and over-the-counter equities. The fair values of corporate and government debt, and convertible debt classified as Level 2 are determined using the quoted market prices of identical assets or liabilities in markets that do not have transactions which take place with sufficient frequency and volume to provide pricing information on an ongoing basis. The Company regularly reviews the transaction frequency and volume of trading in these instruments to determine the accuracy of pricing information.

ii. Level 3 financial instruments

The fair value for Level 3 investments classified as held for trading is determined by the Company using a market-based approach with information that the Company has determined to be reliable and represents the best estimate of fair value readily available. Prices for held for trading investments are determined based on the last trade price, offer price, or, if these prices are considered stale, the Company obtains information based on certain inquiries, recent trades or pending new issues.

As at December 31, 2024, the Company, either directly or through a wholly owned subsidiary, held investments in Capital Markets Gateway LLC, InvestX Capital Ltd. and Proactive Group Holdings Inc. which have been classified as Level 3 financial instruments given they do not have any observable inputs or market indicators [Note 8].

The Convertible Preferred Shares and Preference Shares issued to investors, management and employees of CGWM UK [Note 10] were treated together as a compound instrument comprised of an equity component, representing discretionary dividends and a liquidation preference, as well as a liability component that reflects a derivative to settle the instrument by delivering the economic equivalent of a variable number of common shares of CGWM UK. During the nine months ended December 31, 2024, a fair value adjustment of $15.0 million (March 31, 2024 – $13.3 million) was recorded in the unaudited interim condensed consolidated statements of operations. The carrying value of the derivative liability at December 31, 2024 for both A Convertible Preferred Shares and B Convertible Preferred Shares (as later described) was $96.0 million [March 31, 2024 – $76.9 million] and included in derivative liabilities in the unaudited interim condensed consolidated statements of financial position.

Deferred and contingent consideration of $23.0 million were recorded as of December 31, 2024 [March 31, 2024 – $22.5 million] in connection with the acquisitions of Sawaya and Results, ICL and Cantab. During the nine months ended December 31, 2024, the Company made a cash payment of $5.8 million in connection with the contingent consideration related to the acquisition of Sawaya. In addition, in connection with the acquisition of Results, shares in the amount of $1.2 million were issued as payment of the deferred consideration and a $3.5 million cash payment was made for the contingent consideration. As part of the acquisitions of ICL and Cantab, the Company recorded deferred and contingent consideration of $5.3 million and $4.4 million respectively [Note 9].

The fair value of the contingent consideration is classified as Level 3 in the fair value hierarchy and was determined by a Monte Carlo simulation using various assumptions including EBITDA forecast, risk free rates and volatility factors. Option pricing models require the input of highly subjective assumptions including the expected price volatility. Changes in the subjective assumptions can materially affect the fair value estimate, and therefore the existing models do not necessarily provide a reliable single measure of the fair value of the Company's contingent consideration.

The Convertible debentures includes a derivative liability component which represents the value of the conversion feature. During the nine months ended December 31, 2024, a fair value adjustment of $5.6 million was recorded as a recovery through the unaudited interim condensed consolidated statement of operations. The value of the derivative liability associated with the Convertible debentures was $38.7 million as at December 31, 2024 [March 31, 2024 – $33.1 million] and is included in derivative liabilities on the unaudited interim condensed consolidated statements of financial position as at December 31, 2024 [Note 15].

The fair value measurements determined as described above may not be indicative of net realizable value or reflective of future values. Furthermore, the Company believes its valuation methods are appropriate and consistent with those which would be utilized by a market participant.

FOREIGN EXCHANGE FORWARD CONTRACTS

The Company uses derivative financial instruments to manage foreign exchange risk on pending security settlements in foreign currencies. The fair value of these contracts is nominal due to their short term to maturity.

Realized and unrealized gains and losses related to these contracts are recognized in the consolidated statements of operations during the reporting period.

Forward contracts outstanding at December 31, 2024:

	Notional amount (millions)		Average price	Maturity	Fair value
To sell US dollars	**USD$**	**8.4**	**$ 1.44 (CAD/USD)**	**January 2, 2025**	**—**
To buy US dollars	**USD$**	**8.2**	**$ 1.44 (CAD/USD)**	**January 2, 2025**	**—**

Forward contracts outstanding at March 31, 2024:

	Notional amount (millions)		Average price	Maturity	Fair value
To sell US dollars	USD$	1.8	$ 1.35 (CAD/USD)	April 1, 2024	—
To buy US dollars	USD$	1.0	$ 1.36 (CAD/USD)	April 1, 2024	—

The Company's Canaccord Genuity Wealth Management segment in the UK & Crown Dependencies trades foreign exchange forward contracts on behalf of its clients and establishes matching contracts with the counterparties. The Company has no significant net exposure, assuming no counterparty default. The principal currencies of the forward contracts are: the UK pound sterling, the US dollar, or the Euro. The weighted average term to maturity is 40 days as at December 31, 2024 [March 31, 2024 – 54 days]. The table below shows the fair value of the forward contract assets and liabilities, and the notional value of these forward contracts as at December 31, 2024 and March 31, 2024, respectively. The fair value of the forward contract assets and liabilities is included in the accounts receivable and payable balances.

	December 30, 2024			March 31, 2024		
	Assets	**Liabilities**	**Notional amount**	Assets	Liabilities	Notional amount
Foreign exchange forward contracts	**$ 145**	**$ 133**	**$ 13,690**	$ 16	$ 13	$ 5,388

FUTURES

The Company's Canadian operations are involved in trading bond futures contracts, which are agreements to buy or sell a standardized amount of an underlying Government of Canada bond, at a predetermined future date and price, in accordance with terms specified by a regulated futures exchange, and are subject to daily cash margining. The Company's Canadian operations trade in bond futures in an attempt to mitigate interest rate risk, yield curve risk and liquidity risk. On December 31, 2024, there were no bond futures contracts outstanding [March 31, 2024 – nil].

The fair value of all of the above futures contracts is nominal due to their short term to maturity and is included in accounts receivable and accounts payable and accrued liabilities. Realized and unrealized gains and losses related to these contracts are recognized in the statement of operations during the reporting period.

SECURITIES LENDING AND BORROWING

	Cash		**Securities**	
	Loaned or delivered as collateral	**Borrowed or received as collateral**	**Loaned or delivered as collateral**	**Borrowed or received as collateral**
December 31, 2024	**$ 319,149**	**$ 66,196**	**$ 80,548**	**$ 317,586**
March 31, 2024	$ 301,536	$ 43,095	$ 71,452	$ 301,552

Securities lending and borrowing are included in the accounts receivable and accounts payable and accrued liabilities balances on the unaudited interim condensed consolidated statements of financial position.

BANK INDEBTEDNESS

The Company enters into call loans or overdraft positions primarily to facilitate the securities settlement process for both client and Company securities transactions. The bank indebtedness is collateralized by either unpaid client securities and/or securities owned by the Company. As at December 31, 2024 the Company had $nil balance outstanding [March 31, 2024 – $nil].

BANK LOAN

A subsidiary of the Company entered into a senior facilities credit agreement in connection with a bank loan (the "Bank Loan"). The Bank Loan was refinanced with a new facility in the amount of GBP 210.0 million (C$377.9 million) of which GBP 194.0 million (C$349.1 million) has been drawn as of December 31, 2024. The loan matures on November 19, 2027 and is extendable for up to two one-year periods under certain conditions with no scheduled repayments and as such, has been classified as a long-term liability as of December 31 ,2024 in the statements of financial position in our unaudited interim condensed consolidated financial statements. The interest rate as of December 31, 2024 was 6.95% per annum [March 31, 2024 – 7.6894% per annum]. [Note 14]

OTHER CREDIT FACILITIES

Excluding the bank loan in connection with several acquisitions in the UK & Crown Dependencies as described above, subsidiaries of the Company have other credit facilities with banks in Canada and the UK for an aggregate amount of $685.0 million [March 31, 2024 – $674.7 million].

These credit facilities, consisting of call loans, letters of credit and daylight overdraft facilities, are collateralized by unpaid client securities and/or securities owned by the Company. As of December 31, 2024, there were no balances outstanding under these other credit facilities [March 31, 2024 – $nil].

A subsidiary of the Company has also entered into secured irrevocable standby letters of credit from a financial institution totaling $3.3 million (US $2.3 million) [March 31, 2024 – $2.8 million (US$2.1 million)] as rent guarantees for its leased premises in New York. As of December 31, 2024 and March 31, 2024, there were no outstanding balances under these standby letters of credit.

PROMISSORY NOTE TO CRC HOLDINGS CO. LLC

On November 7, 2024, the Company, through its U.S. Capital Markets business, Canaccord Genuity LLC, entered into a business collaboration agreement (the “Agreement”) with Carbon Reduction Capital LLC, a company providing investment banking and advisory services across the energy transition sector. In connection with the Agreement, the Company also made a loan to CRC HoldingCo, LLC (CRC-IB) by way of a Senior Promissory Note (the “Note”) and entered into an agreement which will entitle the Company to acquire CRC-IB at any time up to December 31, 2025, subject to certain conditions.

The Note bears interest at the rate of 3.7% per annum. The principal and all accrued and unpaid interest is due and payable in full on the earlier of the closing of the acquisition of an equity interest in CRC-IB pursuant to the CRC-IB Agreement or the maturity date of December 31, 2027. The Note is measured at amortized cost and the carrying amount of the Note including principal and accrued interest was USD 20.1 million (C$28.9 million) as of December 31, 2024. Interest income of $0.1 million has been recorded through the unaudited interim condensed consolidated financial statements for the nine months ended December 31, 2024.

6. Accounts Receivable and Accounts Payable and Accrued Liabilities

ACCOUNTS RECEIVABLE

	December 31, 2024 $	March 31, 2024 $
Brokers and investment dealers	$ 1,120,440	$ 2,052,676
Clients	601,728	794,709
RRSP cash balances held in trust	275,714	268,786
Other	266,380	309,887
	$ 2,264,262	$ 3,426,058

ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

	December 31, 2024 $	March 31, 2024 $
Brokers and investment dealers	$ 646,097	$ 1,413,565
Clients	1,598,609	1,552,276
Other	466,173	497,613
	$ 2,710,879	$ 3,463,454

Amounts due from and to brokers and investment dealers include balances from resale and repurchase agreements, securities loaned and borrowed, as well as brokers’ and dealers’ counterparty balances.

Client security purchases are entered into on either a cash or a margin basis. In the case of a margin account, the Company extends a loan to a client for the purchase of securities, using securities purchased and/or other securities in the client’s account as collateral. Amounts loaned to any client are limited by the margin regulations of the Canadian Investment Regulatory Organization (“CIRO”) and other regulatory authorities and are subject to the Company’s credit review and daily monitoring procedures.

Amounts due from and to clients are due by the settlement date of the trade transaction. Margin loans are due on demand and are collateralized by the assets in the client’s account. Interest on margin loans and on amounts due to clients is based on a floating rate [December 31, 2024 – 8.45% to 10.75% and 0.00% to 0.05%]; [March 31, 2024 – 10.20% to 11.50% and 0.00% to 0.05%].

7. Other Receivables

	December 31, 2024 $	March 31, 2024 $
Other receivables	52,259	—

Certain executive officers and senior revenue producing employees (‘the Participants”) have entered into loan agreements (“Purchase Loans”) with the Company’s subsidiaries. The proceeds of the loans were used to subscribe for units (“LP units”) of a limited partnership (the “Partnership”). The Purchase Loans bear interest and have a term up to seven years and are secured against a pledge of the LP Units [Note 20].

The Purchase Loans are repaid by Participants in part from a top-up to a Participant’s annual bonus or other compensation.

As of December 31, 2024, the aggregate Purchase Loans outstanding net of principal repayments was $65.2 million. The current portion of $12.9 million is included in Accounts receivable and the long -term portion of $52.3 million is included in Other receivables on the unaudited interim condensed consolidated statements of financial position as of December 31, 2024.

8. Investments

	December 31, 2024	March 31, 2024
Investments accounted for under the equity method	**3,808**	4,265
Investments held as fair value through profit and loss	**8,542**	8,648
	12,350	12,913

Breakdown of investments as follow:

INVESTMENTS ACCOUNTED FOR UNDER EQUITY METHOD

	December 31, 2024	March 31, 2024
Katipult Technology Corp.	**—**	500
International Deal Gateway Blockchain Inc.	**3,500**	3,500
Other	**308**	265
	3,808	4,265

INVESTMENTS HELD AS FAIR VALUE THROUGH PROFIT AND LOSS (FVTPL)

	December 31, 2024	March 31, 2024
Capital Markets Gateway LLC	**4,445**	4,183
InvestX Capital Ltd	**3,097**	3,465
Proactive Group Holdings Inc.	**1,000**	1,000
	8,542	8,648

Investments accounted for under equity method

The Company is considered to exert significant influence over the operations of Katipult Technology Corp. and International Deal Gateway Blockchain Inc. factoring in potential voting rights, even though the Company does not currently have any entitlement to a share of the net assets of these companies. Accordingly, these investments are treated as equity investments and included as investments in the consolidated statement of financial position as of December 31, 2024.

Investments held as FVTPL

The Company holds certain investments classified as FVTPL as the Company does not exert significant influence over the operations of these investments.

9. Business Combinations

CANTAB ASSET MANAGEMENT LTD.

On October 1, 2024, the Company, through CGWM UK completed its acquisition of Cantab Asset Management Ltd. (“Cantab”) for initial cash consideration of £17.1 million (C$30.7 million), and contingent consideration of up to £6.0 million (C$10.8 million) payable over a period of two years following completion, subject to achievement of performance targets related to revenue. The contingent consideration was recorded at its fair value of £2.4 million (C$4.4 million) as of the acquisition date.

The preliminary purchase price, determined by the fair value of the consideration given at the date of the acquisition and the fair value of the net assets acquired on the date of the acquisition, was as follows:

CONSIDERATION PAID

Cash	30,727
Contingent consideration	4,357
	35,084

NET ASSETS ACQUIRED

Cash	8,555
Accounts receivable	888
Accounts payable and accrued liabilities	(2,731)
Identifiable intangible assets	21,773
Deferred tax liability related to identifiable intangible assets	(5,443)
Goodwill	12,042
	35,084

Identifiable intangible assets of $21.8 million were recognized and related to customer relationships. The goodwill of $12.0 million represents the value of expected synergies arising from the acquisition. Goodwill is not deductible for tax purposes.

The above amounts included in the purchase price allocation are preliminary. The purchase price and the fair value of the net assets acquired from Cantab are estimates, which were made by management at the time of the preparation of these unaudited interim condensed consolidated financial statements based on available information. Amendments may be made to these amounts as well as the identification of intangible assets and the allocation of identifiable intangible assets between indefinite life and finite lives. Values based on estimates are subject to changes during the period ending 12 months after the acquisition date.

Revenue and net income generated by Cantab including acquisition-related costs, were $2.4 million and $0.1 million, respectively, since the acquisition date.

Had Cantab been consolidated from April 1, 2024, as part of the consolidated statement of operations, the consolidated revenue and net income would have been approximately $1.3 billion and $14.6 million, respectively, for the nine months ended December 31, 2024. These figures represent historical results and are not necessarily indicative of future performance.

INTELLIGENT CAPITAL HOLDINGS LIMITED

On April 8, 2024, the Company, through CGWM UK completed its acquisition of the financial planning business of Intelligent Capital Holdings Limited (ICL) for initial cash payment of £2.1 million (C$3.6 million), and deferred and contingent consideration of £3.1 million (C$5.3 million). The contingent consideration is payable over a period of two years following completion, subject to the achievement of certain performance targets related to revenue.

The preliminary purchase price, determined by the fair value of the consideration given at the date of the acquisition and the fair value of the net assets acquired on the date of the acquisition, was as follows:

CONSIDERATION PAID

Cash	$	3,617
Contingent consideration		4,081
Deferred consideration		1,203
		8,901

NET ASSETS ACQUIRED

Cash	$	294
Accounts receivable		328
Deferred tax asset		9
Accounts payable and accrued liabilities		(2,648)
Identifiable intangible assets		7,427
Deferred tax liability related to identifiable intangible assets		(1,857)
Goodwill		5,348
		8,901

Identifiable intangible assets of $7.4 million were recognized and related to customer relationships. The goodwill of $5.3 million represents the value of expected synergies arising from the acquisition. Goodwill is not deductible for tax purposes.

The above amounts included in the purchase price allocation are preliminary. The purchase price and the fair value of the net assets acquired from ICL are estimates, which were made by management at the time of the preparation of these unaudited interim condensed consolidated financial statements based on available information. Amendments may be made to these amounts as well as the identification of intangible assets and the allocation of identifiable intangible assets between indefinite life and finite lives. Values based on estimates are subject to changes during the period ending 12 months after the acquisition date.

The aggregate acquisition-related expenses incurred by the Company during the period ended December 31, 2024 in connection with the acquisition of ICL were $0.7 million which comprised mainly of professional fees.

Revenue and net loss generated by ICL including acquisition-related costs, were $2.5 million and $0.7 million, respectively, since the acquisition date.

Had ICL been consolidated from April 1, 2024, as part of the consolidated statement of operations, the consolidated revenue and net income would have been approximately $1.3 billion and $14.4 million, respectively, for the nine months ended December 31, 2024. These figures represent historical results and are not necessarily indicative of future performance.

MERCER GLOBAL INVESTMENTS CANADA LIMITED'S CANADIAN PRIVATE WEALTH BUSINESS

During the nine months ended December 31, 2024, the Company finalized its purchase price accounting in connection with the acquisition of Mercer. There were no changes to the purchase price and fair value of net assets acquired on the date of the acquisition as disclosed in the Company's consolidated financial statements for the year ended March 31, 2024.

10. Non-Controlling Interests

The non-controlling interests as of December 31, 2024 and 2023 comprised of the following:

	Australia		UK & Crown Dependencies		Total	
As at and for the nine-month period ended December 31	**2024** **$**	2023 $	**2024** **$**	2023 $	**2024** **$**	2023 $
Balance, opening	**22,469**	20,476	**341,997**	323,522	**364,466**	343,998
Comprehensive income attributable to non-controlling interests	**7,959**	6,329	**28,673**	28,022	**36,632**	34,351
Foreign exchange on non-controlling interests	**75**	(16)	**13,443**	(2,859)	**13,518**	(2,875)
Dividends paid to non-controlling interest	**(8,038)**	(6,414)	**—**	—	**(8,038)**	(6,414)
Payment of dividends on convertible preferred shares	**—**	—	**(19,678)**	(18,797)	**(19,678)**	(18,797)
Balance, ending	**22,465**	20,375	**364,435**	329,888	**386,900**	350,263

The non-controlling interests share of OCI as of December 31, 2024 and 2023 comprised the following:

	For the three months ended		For the nine months ended	
	December 31, 2024 **$**	December 31, 2023 $	**December 31, 2024** **$**	December 31, 2023 $
Australia	**3,428**	1,268	**7,959**	6,329
UK & Crown Dependencies	**9,450**	9,353	**28,673**	28,022
Total	**12,878**	10,621	**36,632**	34,351

UK & Crown Dependencies Wealth Management

Certain institutional investors acquired Series A Convertible Preferred Shares ("A Convertible Preferred Shares") in the amount of £125.0 million (C$218.0 million), as well as Series B Convertible Preferred Shares ("B Convertible Preferred Shares") in the amount of £65.3 million ($104.1 million). The two series of the Convertible Preferred Shares are collectively described as Convertible Preferred Shares in discussions below.

The terms of the Convertible Preferred Shares are described in Note 8 of the audited consolidated financial statements for the year ended March 31, 2024.

In connection with the issuance of the A Convertible Preferred Shares, CGWM UK provided for the purchase of certain equity instruments in CGWM UK by management and employees of CGWM UK. Included in these equity instruments of CGWM UK were preferred shares with the same economic attributes as the A Convertible Preferred Shares (the "Preference Shares"). The other equity interests purchased by management and employees of CGWM UK are ordinary shares of CGWM UK with certain restrictions on transfer and limited governance rights.

A management incentive plan for CGWM UK has been implemented which, subject to certain minimum threshold levels, will provide for certain payments if a liquidity event occurs within six years or after six years if a liquidity event has not occurred and the initial institutional purchasers of the A Convertible Preferred Shares are no longer outstanding holders of those shares. During the nine months ended December 31, 2024, the Company recorded a fair value adjustment of $6.5 million through the unaudited interim condensed consolidated statement of operations in respect of that plan. [March 31, 2024 – $nil million]. [Note 19]

On an as converted basis and subject to the liquidation preference, the Company holds an approximate 66.9% equity equivalent interest in CGWM UK as of December 31, 2024 [March 31, 2024 – 66.9%]. Together, the equity instruments purchased by management and employees of CGWM UK in connection with the issuance of the A Convertible Preferred Shares and with the equity instruments issued in connection with the acquisition of PSW, such instruments represent an approximate 5.1% equity equivalent interest in CGWM UK on an as converted basis.

The Convertible Preferred Shares and Preference Shares do not give rise to any obligation for the Company to deliver cash or other financial assets to the holders thereof. The Convertible Preferred Shares and Preference Shares were treated as a compound instrument comprised of an equity component, representing discretionary dividends and a liquidation preference, and a liability component that reflects a derivative to settle the instrument, if applicable, by delivering the economic equivalent of a variable number of common shares of CGWM UK. The equity component of the Convertible Preferred Shares and Preference Shares are included in equity and the derivative liability component is included in other liabilities in the unaudited interim condensed consolidated statement of financial position as of December 31, 2024.

The fair value of the Convertible Preferred Shares and Preference Shares at issuance was allocated to the respective equity and derivative liability components. The fair value of the non-controlling interests derivative liability was established first and the residual amount was recorded to the equity component. The derivative components will be remeasured at the end of each reporting period using the Company's best estimate of its value. During the nine months ended December 31, 2024, a fair value adjustment of $15.0 million (March 31, 2024 – $13.3 million) was recorded in the unaudited interim condensed consolidated statements of operations. The carrying value of the derivative liability at December 31, 2024 was $96.0 million [March 31, 2024 – $76.9 million] and included in derivative liabilities in the unaudited interim condensed consolidated statements of financial position.

The Company uses a Black Scholes model to estimate the fair value of the derivative liability embedded in the Convertible Preferred Shares and Preference Shares. The fair value is calculated using the estimated fair value as determined on an as converted equity equivalent basis. Other assumptions include estimates in respect of volatility, and the risk-free interest and dividend rates.

Significant judgment is involved in the assumptions and estimates used to determine the fair value of the derivative liability component at each reporting period.

Australia

The Company owns 65% of the issued shares of Canaccord Financial Group (Australia) Pty Ltd., and through that ownership a 65% indirect interest in Canaccord Genuity (Australia) Limited and Canaccord Genuity Financial Limited as of December 31, 2024 [March 31, 2024 – 65%]. Because of an increase in shares held in an employee trust controlled by CFGA, the Company holds a 68.2% ownership interest for accounting purposes.

11. Goodwill and Other Intangible Assets

	Goodwill $	Brand names (indefinite life) $	Brand names $	Customer relationships $	Technology $	Trading licenses $	Fund management $	Contract book $	Favorable lease $	Client Books $	Total $
Gross amount											
Balance, March 31, 2024	1,057,656	44,930	2,307	363,844	47,639	593	38,286	11,947	566	1,820	511,932
Additions	17,390	—	—	29,200	1,393	—	—	—	—	—	30,593
Foreign exchange	34,772	—	134	17,343	2,089	3	2,007	728	36	15	22,355
Balance, December 31, 2024	**1,109,818**	**44,930**	**2,441**	**410,387**	**51,121**	**596**	**40,293**	**12,675**	**602**	**1,835**	**564,880**
Accumulated amortization and impairment											
Balance, March 31, 2024	(442,117)	—	(1,834)	(147,463)	(37,175)	(593)	(23,481)	(11,947)	(566)	(570)	(223,629)
Amortization	—	—	(331)	(15,610)	(3,164)	—	(2,797)	—	—	(164)	(22,066)
Foreign exchange	—	—	(118)	(6,027)	(1,756)	(3)	(1,298)	(728)	(36)	(1)	(9,967)
Balance, December 31, 2024	**(442,117)**	**—**	**(2,283)**	**(169,100)**	**(42,095)**	**(596)**	**(27,576)**	**(12,675)**	**(602)**	**(735)**	**(255,662)**
Net book value											
March 31, 2024	615,539	44,930	473	216,381	10,464	—	14,805	—	—	1,250	288,303
December 31, 2024	**667,701**	**44,930**	**158**	**241,287**	**9,026**	**—**	**12,717**	**—**	**—**	**1,100**	**309,218**

Identifiable intangible assets purchased through the acquisitions of Genuity Capital Markets (Genuity), the initial 50% interest in Canaccord Genuity (Australia) Limited (Canaccord Genuity Australia), Collins Stewart Hawkpoint plc (CSHP), Eden Financial Ltd., Hargreave Hale, Jitneytrade, Petsky Prunier, McCarthy Taylor, Thomas Miller, Patersons, Adam & Company, Sawaya, PSW, Results, Mercer, ICL and Cantab are customer relationships, trading licenses, fund management contracts, contract book, technology and brand names acquired through the acquisitions of Petsky Prunier, Adam & Company and Sawaya, which have finite lives and are amortized on a straight-line basis over their estimated useful lives. Branding acquired through the acquisition of Genuity is considered to have an indefinite life as the Company has no plans to cease its use in the future.

IMPAIRMENT TESTING OF GOODWILL AND INDEFINITE LIFE INTANGIBLE ASSETS

The carrying amounts of goodwill and indefinite life intangible assets acquired through business combinations have been allocated to the cash-generating units (CGUs) as follows:

	Intangible assets with indefinite lives		Goodwill		Total	
	December 31, 2024 **$**	March 31, 2024 $	**December 31, 2024** **$**	March 31, 2024 $	**December 31, 2024** **$**	March 31, 2024 $
Canaccord Genuity Capital Markets CGUs						
Canada	**$ 44,930**	$ 44,930	**—**	—	**$ 44,930**	$ 44,930
US	**—**	—	**219,951**	206,970	**219,951**	206,970
UK & Europe	**—**	—	**15,081**	14,323	**15,081**	14,323
Canaccord Genuity Wealth Management CGUs	**—**					
UK & Crown Dependencies (Channel Islands)	**—**	—	**97,047**	92,171	**97,047**	92,171
UK & Crown Dependencies (UK wealth)	**—**	—	**332,904**	299,379	**332,904**	299,379
Australia	**—**	—	**2,718**	2,696	**2,718**	2,696
	$ 44,930	$ 44,930	**667,701**	$ 615,539	**712,631**	$ 660,469

Goodwill acquired in connection with ICL and Cantab [Note 9] is included in the Canaccord Genuity Wealth Management (UK Wealth) CGU for the purpose of goodwill impairment testing.

Goodwill and intangible assets with indefinite lives are tested for impairment annually at March 31, and whenever circumstances indicate the carrying value may potentially be impaired. If any indication of impairment exists, the Company estimates the recoverable amount of the CGU to which goodwill and indefinite life intangible assets are allocated. Where the carrying amount of a CGU exceeds its recoverable amount, an impairment loss is recognized. Any impairment loss first reduces the carrying amount of any goodwill allocated to the CGUs; then, if any impairment loss remains, the other assets of the unit are reduced on a pro rata basis. Impairment losses relating to goodwill cannot be reversed in future periods. The Company considers the relationship between its market capitalization and the book value of its equity, among other factors, when reviewing for indicators of impairment. Consequently, interim goodwill and other assets impairment testing was carried out for all applicable CGUs at December 31, 2024.

In accordance with IAS 36, "Impairment of Assets" (IAS 36), the recoverable amounts of the CGUs' net assets have been determined using fair value less costs to sell (FVLCS) calculations, which are based on future cash flow assumptions considered to be appropriate for the purposes of such calculations. In accordance with IFRS 13, fair value represents an estimate of the price at which an orderly transaction to sell an asset or transfer a liability would take place between market participants as at the end of the reporting period under market conditions as at that date (an exit price as at the measurement date). There is a material degree of uncertainty with respect to the estimates of the recoverable amounts of the CGUs' net assets given that these estimates involve making key assumptions about the future. In making such assumptions, management has used its best estimate of future economic and market conditions within the context of the Company's capital markets and wealth management activities. These valuations are categorized as Level 3 in the fair value hierarchy.

The FVLCS calculations are based on assumptions, as described above, made in connection with future cash flows, relief of royalties with respect to the brand name indefinite life intangible asset, terminal growth rates and discount rates. In order to estimate the FVLCS for each CGU, cash flows are forecast over a five-year period, a terminal growth rate is applied and then such cash flows are discounted to their present value.

The discount rate is based on the specific circumstances of each CGU and is derived from the estimated weighted average cost of capital of the Company. Cash flow estimates for each of these CGUs were based on management assumptions as described above and utilized a compounded annual growth rate and a terminal growth rate. The discount rates, compound annual growth rates and terminal growth rates for each CGU are summarized in the table below.

	Discount rate		Compound annual Growth rate		Terminal growth rate	
	December 31, 2024	March 31, 2024	**December 31, 2024**	March 31, 2024	**December 31, 2024**	March 31, 2024
Canaccord Genuity Capital Markets CGUs						
US	**14.0%**	14.0%	**7.5%**	10.0%	**2.5%**	2.5%
UK & Europe	**14.0%**	14.0%	**5.0%**	7.5%	**2.5%**	2.5%
Canaccord Genuity Wealth Management CGUs						
UK & Crown Dependencies (Channel Islands)	**12.5%**	12.5%	**5.0%**	5.0%	**2.5%**	2.5%
UK & Crown Dependencies (UK wealth)	**12.5%**	12.5%	**5.0%**	5.0%	**2.5%**	2.5%
Australia	**14.0%**	14.0%	**5.0%**	5.0%	**2.5%**	2.5%

Sensitivity testing was conducted as part of the impairment test of goodwill and indefinite life intangible assets for the Canaccord Genuity Capital Markets – US and Canaccord Genuity Capital Markets – UK & Europe CGUs. The sensitivity testing included assessing the impact that reasonably possible declines in revenue estimates for the twelve- month period ending on December 31, 2025, declines in growth rates after that period and increases in the discount rates would have on the recoverable amounts of the CGUs, with other assumptions being held constant. The table below summarizes the changes in the various variables that may result in the estimate of the recoverable amount declining below the carrying value with the result that an impairment charge may be required. Any such impairment charge would be determined after incorporating the effect of any changes in key assumptions including any consequential effects of such changes on estimated operating income and on other factors.

	Canaccord Genuity Capital Markets US CGU	Canaccord Genuity Capital Markets UK CGU
Increase in discount rate	**0.5%**	1.1%
Decrease in five-year compound annual growth rate	**0.3%**	0.6%
Decrease in terminal growth rate	**0.6%**	1.9%

12. Income Taxes

The Company's income tax expense differs from the amount that would be computed by applying the combined federal and provincial/state income tax rates as a result of the following:

	For the three months ended		For the nine months ended	
	December 31, 2024 $	December 31, 2023 $	**December 31, 2024 $**	December 31, 2023 $
Net (loss) income before income taxes	**(5,192)**	37,098	**35,230**	42,706
Income taxes at statutory rate of 27.0% (F2024: 27.0%)	**(1,402)**	10,014	**9,511**	11,529
Difference in tax rates in foreign jurisdictions	**(2,212)**	(1,252)	**(4,863)**	(3,271)
Permanent items	**9,018**	529	**13,030**	6,044
Share based payments	**(386)**	303	**383**	7,891
Pillar Two	**958**	—	**2,847**	—
Other	**435**	(501)	**38**	(1,357)
Income tax expense – current and deferred	**6,411**	$ 9,093	**20,946**	$ 20,836

PILLAR TWO

Pillar Two legislation has been enacted or substantively enacted in certain jurisdictions that the Company operates in through its subsidiaries. The legislation is effective beginning April 1, 2024. The Company has recorded incremental income taxes of $2.8 million related to Pillar Two impact for the nine months ended December 31, 2024.

13. Subordinated Debt

	December 31, 2024 $	March 31, 2024 $
Loan payable, interest payable monthly at prime + 4% per annum, due on demand	**7,500**	7,500

The loan payable is subject to a subordination agreement and may only be repaid with the prior approval of the CIRO. As at December 31, 2024 and March 31, 2024, the interest rates for the subordinated debt were 9.45% and 11.2%, respectively. The carrying value of subordinated debt approximates its fair value due to the short-term nature of this liability.

14. Bank Loan

	December 31, 2024 $	March 31, 2024 $
Loan	**349,084**	304,202
Less: Unamortized financing fees	**(2,726)**	(2,673)
	346,358	301,529

A subsidiary of the Company entered into a senior facilities credit agreement in connection with a bank loan (the "Bank Loan"). The Bank Loan was refinanced with a new facility in the amount of GBP 210.0 million (C$377.9 million) of which GBP 194.0 million (C$349.1 million) has been drawn as of December 31, 2024. The loan matures on November 19, 2027 and is extendable for up to two one-year periods under certain conditions with no scheduled repayments and as such, has been classified as a long-term liability as of December 31 ,2024 in the statements of financial position in the unaudited interim condensed consolidated financial statements. The interest rate as of December 31, 2024 was 6.95% per annum [March 31, 2024 – 7.6894% per annum].

15. Convertible Debentures

	December 31, 2024		March 31, 2024	
	Debt	Derivative	Debt	Derivative
Convertible debentures	**84,049**	**38,685**	80,973	33,102

On March 15, 2024, the Company completed its offering of convertible unsecured senior subordinated debentures by way of a non-brokered private placement to two institutional investors for gross proceeds of $110.0 million (the “Convertible debentures”).

The Convertible debentures bear interest at a fixed rate of 7.75% per annum, payable semi-annually on the last day of June and December each year commencing June 30, 2024. The Convertible debentures are convertible at the holder’s option into common shares of the Company, at a conversion price of $9.68 per common share. The Convertible debentures mature on March 15, 2029, and may be redeemed by the Company in certain circumstances, on or after March 15, 2027.

The maximum number of common shares that may be issued to the holder upon the conversion of the debentures is limited to the extent that the holder, following such conversion, would own more than 9.9% of the issued and outstanding common shares of the Company. In the event of a notice of redemption of the Convertible debentures by the Company the holder may elect to convert the Convertible debentures into common shares, and upon such conversion may exceed the maximum conversion amount provided the holder obtains all regulatory approvals that may be required. In the event such regulatory approvals are not obtained, then upon such redemption the Company shall pay to the holder in cash an amount equal to the conversion value of the common shares that would have been issuable upon such conversion, in excess of the maximum conversion shares as described above.

The Convertible debentures include standard anti-dilution provisions whereby the conversion price will be adjusted in the event there is a common share reorganization by way of a subdivision, consolidation, distribution, or equivalent or if the Company issues rights, options or warrants to its shareholders. In the event that the Company pays a dividend in excess of dividends paid in the ordinary course ($0.34 per common share per fiscal year) then the conversion price will be adjusted by multiplying the conversion price in effect on the record date of such dividend payment by a fraction equal to (i) the market price per share on the record date of such dividend payment minus the amount by which such dividend exceeds dividends paid in the ordinary course divided by (ii) the market price on the record date of such dividend payment.

The Convertible debentures are classified as a compound instrument with two components: a debt liability reflecting the Company’s contractual obligation to pay interest and an embedded derivative, which reflects the value of the conversion option. Both components are recorded as liabilities in the consolidated statements of financial position.

The accrued interest on the principal amount is recorded in the consolidated statements of operations and as an increase in the debt liability. The embedded derivative is recorded as its fair value at each reporting date with any fair value adjustment recorded through the consolidated statements of operations. The fair value of the conversion option was $38.7 million as of December 31, 2024 [March 31, 2024 – $33.1 million] and included in derivative liabilities on the unaudited interim condensed consolidated statements of financial position. The Company recorded a $5.6 million fair value adjustment on the conversion option through the unaudited interim condensed consolidated statements of operations for the nine months ended December 31, 2024.

The valuation of the Convertible debentures was achieved using a one-factor quality convertible modelling framework using assumptions of credit spreads and volatility factors.

The following assumptions were used in the model:
Volatility 38.0%
Credit risk spread 13.814%

Additional disclosure on the terms of the Convertible Dentures and the assumptions used in the valuation model are disclosed in Note 19 of the March 31, 2024 consolidated financial statements.

Changes in the subjective assumptions can materially affect the fair value estimate, and therefore the existing models do not necessarily provide a reliable single measure of the fair value of the Company’s Convertible debentures. Sensitivity testing was conducted as part of the valuation of the Convertible debentures. The sensitivity testing included assessing the impact of reasonable changes in the volatility and other assumptions used in the model on the valuation. Had the volatility factor increased by 5% the value of the conversion option would increase by $1.8 million and a decrease in the volatility factor by 5.0% would decrease the value of the conversion option by $1.9 million.

16. Preferred Shares

	December 31, 2024		March 31, 2024	
	Amount $	Number of shares	Amount $	Number of shares
Series A Preferred Shares issued and outstanding	**110,818**	**4,540,000**	110,818	4,540,000
Series C Preferred Shares issued and outstanding	**97,450**	**4,000,000**	97,450	4,000,000
Series C Preferred Shares held in treasury	**(2,627)**	**(106,794)**	(2,627)	(106,794)
	94,823	**3,893,206**	94,823	3,893,206
	205,641	**8,433,206**	205,641	8,433,206

Terms of the Series A and C Preferred Shares are disclosed in Note 21 of the March 31, 2024 consolidated financial statements.

17. Common Shares

	December 31, 2024		March 31, 2024	
	Amount $	Number of shares	Amount $	Number of shares
Issued and fully paid	710,184	102,529,368	706,113	102,189,077
Held for share-based payment plans	(1,232)	(122,355)	(1,083)	(122,355)
Held for the LTIP	(54,016)	(6,219,932)	(88,499)	(9,981,908)
	654,936	96,187,081	616,531	92,084,814

[I] AUTHORIZED

Unlimited common shares without par value

[II] ISSUED AND FULLY PAID

	Number of shares	Amount $
Balance, March 31, 2024	102,189,077	706,113
Shares issued in connection with the acquisition of Results	144,298	1,188
Shares issued in connection with the acquisition of Sawaya	195,993	2,883
Balance, December 31, 2024	102,529,368	710,184

On August 19, 2024, the Company filed a notice to renew the normal course issuer bid (NCIB) to provide the Company with the choice to purchase up to a maximum of 5,109,453 of its common shares during the period from August 21, 2024 to August 20, 2025 through the facilities of the TSX and on alternative trading systems in accordance with the requirements of the TSX. The purpose of the purchase of common shares under the NCIB is to enable the Company to acquire shares for cancellation. The maximum number of shares that may be purchased under the current NCIB represents 5.0% of the Company's outstanding common shares at the time of the notice. There were no shares purchased under NCIB for the nine months ended December 31, 2024.

[III] (LOSS) INCOME PER COMMON SHARE

	For the three months ended		For the nine months ended	
	December 31, 2024 $	December 31, 2023 $	December 31, 2024 $	December 31, 2023 $
Basic (loss) income per common share				
Net (loss) income attributable to CGGI shareholders	$ (22,539)	$ 17,198	(19,195)	$ (9,467)
Preferred shares dividends	(2,852)	(2,852)	(8,556)	(8,556)
Net (loss) income available to common shareholders	(25,391)	14,346	(27,751)	(18,023)
Weighted average number of common shares (number)	96,021,406	92,959,986	95,177,365	91,574,427
Basic (loss) earnings per common share	$ (0.26)	$ 0.15	$ (0.29)	$ (0.20)
Diluted (loss) earnings per common share				
Net (loss) income available to common shareholders	(25,391)	14,346	(27,751)	(18,023)
Weighted average number of common shares (number)	n/a	92,959,986	n/a	n/a
Dilutive effect in connection with LTIP (number)	n/a	10,723,519	n/a	n/a
Dilutive effect in connection with performance stock options (number)	n/a	—	n/a	n/a
Dilutive effect in connection with acquisition of Sawaya Partners (number)	n/a	391,986	n/a	n/a
Dilutive effect in connection with acquisition of Results (number)	n/a	444,000	n/a	n/a
Adjusted weighted average number of common shares (number)	n/a	104,519,491	n/a	n/a
Diluted (loss) earnings per common share	$ (0.26)	$ 0.14	$ (0.29)	$ (0.20)

18. Dividends

COMMON SHARE DIVIDENDS

The Company declared the following common share dividend during the nine months ended December 31, 2024:

Record date	Payment date	Cash dividend per common share	Total common dividend amount
June 21, 2024	July 2, 2024	$ 0.085	$ 8,686
August 30, 2024	September 10, 2024	$ 0.085	$ 8,698
November 29, 2024	December 10, 2024	$ 0.085	$ 8,698

On February 4, 2025, the Board of Directors approved a dividend of $0.085 per common share, payable on March 13, 2025, with a record date of February 28, 2025 [Note 23].

PREFERRED SHARE DIVIDENDS

The Company declared the following preferred share dividends during the nine months ended December 31, 2024:

Record date	Payment date	Cash dividend per Series A Preferred Share	Cash dividend per Series C Preferred Share	Total preferred dividend amount
June 21, 2024	July 2, 2024	$ 0.25175	$ 0.42731	$ 2,852
September 13, 2024	September 30, 2024	$ 0.25175	$ 0.42731	$ 2,852
December 20, 2024	December 31, 2024	$ 0.25175	$ 0.42731	$ 2,852

On February 4, 2025, the Board of Directors approved the following cash dividends: $0.25175 per Series A Preferred Share payable on March 31, 2025 with a record date of March 14, 2025; and $0.42731 per Series C Preferred Share payable on March 31, 2025 with a record date of March 14, 2025 [Note 23].

19. Share-based Payment Plans

[I] LONG-TERM INCENTIVE PLAN

Under the long-term incentive plan (LTIP or the Plan), eligible participants are awarded restricted share units (RSUs), which generally vest over three years. All awards under the LTIP are settled by transfer of shares from employee benefit trusts (Trusts) which are funded by the Company, or certain of its subsidiaries, as the case may be, with cash which is used by the trustees to purchase common shares on the open market that will be held in the Trusts until the RSUs vest. No further shares may be issued from treasury under the LTIP.

For RSUs granted as part of the normal course incentive compensation payment cycle, vesting will continue after termination of employment so long as the employee does not violate certain post-termination restrictions and is not engaged in certain competitive or soliciting activities as provided in the Plan. These RSUs are expensed in the period in which those awards are deemed to be earned with, a corresponding increase in contributed surplus, which is generally either the fiscal period in which the awards are made or the immediately preceding fiscal year for those awards made after the end of such fiscal year but determined and earned in respect of that fiscal year.

For certain awards, typically new hire awards or retention awards, vesting is subject to continued employment, and therefore these awards are subject to a continuing service requirement. Accordingly, the Company recognizes the cost of such awards as an expense on a graded basis over the applicable vesting period, with a corresponding increase in contributed surplus.

There were 760,462 RSUs granted in lieu of cash compensation to employees during the nine-month period ended December 31, 2024 [December 31, 2023 – 4,189,987 RSUs]. The Trusts purchased 1,904,152 common shares during the nine-month period ended December 31, 2024 [December 31, 2023 – 3,234,191 common shares].

The fair value of the RSUs at the measurement date is based on the fair value on the grant date. The weighted average fair value of RSUs granted during the nine-month period ended December 31, 2024 was $8.40 [December 31, 2023 – $7.83].

	Number
Awards outstanding, March 31, 2024	11,450,861
Grants	760,462
Vested	(5,655,773)
Forfeitures	(91,496)
Awards outstanding, December 31, 2024	**6,464,054**

	Number
Common shares held by the Trusts, March 31, 2024	9,981,908
Acquired	1,904,152
Released on vesting	(5,666,128)
Common shares held by the Trusts, December 31, 2024	**6,219,932**

II. PERFORMANCE SHARE UNITS

The Company adopted a performance share unit (PSU) plan for certain senior executives. The PSUs are a notional equity-based instrument linked to the value of the Company's common shares. At the end of a three-year vesting period, the number of PSUs which vest is a multiple of the number of PSUs originally granted ranging from 0x to 2x based upon performance against certain metrics pre-determined for each annual grant. The PSUs cliff-vest on the third anniversary of the date of the grant. The number of PSUs that vest is also adjusted for dividends paid during the vesting period. The PSUs are settled in cash, based on the market price of the Company's shares at the time of vesting.

The PSUs were measured at fair value on the grant date. Changes in value of the PSUs at each reporting period are amortized over the remaining vesting period and recorded as a compensation expense in the statement of operations. The PSU plan includes certain employment-related conditions to the vesting of the awards resulting in the periodic expense recorded during the vesting period.

The carrying amount of the liability recognized in accounts payable and accrued liabilities relating to PSUs at December 31, 2024 was $16.4 million [March 31, 2024 – $33.4 million].

III. PERFORMANCE STOCK OPTIONS

The Company adopted a performance share option (PSO) plan for certain senior executives. The PSOs have a term of five years and will time-vest ratably over four years (with one-third vesting on each of the second, third and fourth anniversaries of the date of the grant). The PSOs will also be subject to market (stock price) performance vesting conditions and have a four times exercise price cap on payout value (i.e., the gain on the exercise of the options is limited to three times the exercise price).

There were 3,610,000 PSOs outstanding at December 31, 2024 (March 31, 2024 – 3,610,000 PSOs).

IV. INDEPENDENT DIRECTOR DEFERRED SHARE UNITS

The Company has adopted a deferred share unit (DSU) plan for its independent directors. Under this plan, half of the independent directors' annual fee was paid in the form of DSUs. Directors may elect annually to use more of their directors' fees for DSUs. When a director leaves the Board of Directors, outstanding DSUs are paid out in cash with the amount equal to the number of DSUs held multiplied by the volume weighted average price of the Company's common shares for the ten trading days immediately preceding a date elected in advance by the outgoing director as the valuation date at any time between their ceasing to be a director and December 1 of the following calendar year.

The carrying amount of the liability relating to DSUs at December 31, 2024 was $3.5 million [March 31, 2024 – $2.6 million].

V. EXECUTIVE EMPLOYEE DEFERRED SHARE UNITS

The Company has a deferred share unit (DSUs) plan for certain key senior executives. All DSU awards will be cash settled on the retirement of the employee, a "good leaver" departure after three years from the date of grant, or death. The DSUs are settled in cash one year after the participants' departure from the Company under certain conditions of the plan.

The carrying amount of the liability recognized in accounts payable and accrued liabilities relating to DSUs at December 31, 2024 was $6.6 million [March 31, 2024 – $11.7 million].

VI. PSW CONDITIONAL SHARE PLAN

In connection with the acquisition of PSW, the Company adopted a share-based payment in respect of CGWM UK ordinary shares for certain key employees of PSW. The plan is subject to various vesting conditions and accordingly, the Company recognizes the cost of such awards as an expense over the applicable vesting period.

VII. MANAGEMENT INCENTIVE PLAN

A management incentive plan for CGWM UK has been implemented which, subject to certain minimum threshold levels, will provide for certain payments if a liquidity event occurs within six years or after six years if a liquidity event has not occurred and the initial institutional purchasers of the A Convertible Preferred Shares issued by CGWM UK are no longer outstanding holders of those shares. During the nine months ended December 31, 2024, the Company recorded a fair value adjustment of $6.5 million through the unaudited interim condensed consolidated statement of operations in respect of that plan. [March 31, 2024 – $nil million].

VIII. SHARE-BASED COMPENSATION EXPENSE (RECOVERY)

	For the three months ended		For the nine months ended	
	December 31, 2024 $	December 31, 2023 $	**December 31, 2024 $**	December 31, 2023 $
Long-term incentive plan	**1,753**	4,518	**6,529**	8,292
Deferred share units (cash-settled)	**338**	(303)	**431**	(2,149)
Deferred share units (cash-settled) – senior executives	**582**	400	**(5,281)**	(397)
PSU (cash-settled)	**(1,009)**	(2,977)	**(8,104)**	(21,273)
PSO	**654**	764	**1,993**	1,338
Management incentive plan [Note 10]	**2,000**	—	**6,478**	—
Other share-based payment plan	**262**	17	**794**	833
Total share-based compensation expense (recovery)	**4,580**	2,419	**2,840**	(13,356)

20. Related Party Transactions

Security trades executed by the Company for officers and directors are transacted in accordance with the terms and conditions applicable to all clients. Commission income on such transactions in the aggregate is not material in relation to the overall operations of the Company.

Accounts receivable and accounts payable and accrued liabilities include the following balances with key management personnel:

	December 31, 2024	March 31, 2024
Accounts receivable	**12,652**	19,469
Accounts payable and accrued liabilities	**1,577**	327

In addition to the balances above, Purchase Loans were made to certain executive officers and senior revenue producing employees to subscribe for units of the Partnership. [Note 7]

As of December 31, 2024, the aggregate Purchase Loans outstanding net of principal repayments was $65.2 million. The current portion of $12.9 million is included in Accounts receivable and the long -term portion of $52.3 million is included in Other receivables on the unaudited interim condensed consolidated statements of financial position as of December 31, 2024.

21. Segmented Information

The Company operates in two industry segments as follows:

Canaccord Genuity Capital Markets – includes investment banking, advisory, research and trading activities on behalf of corporate, institutional and government clients as well as principal trading activities in Canada, the UK & Europe (including Dubai before the cessation of the business during the three months ended June 30, 2023), Australia and the US.

Canaccord Genuity Wealth Management – provides brokerage services and investment advice to retail or institutional clients in Canada, the US, Australia and the UK & Crown Dependencies.

Corporate and Other includes correspondent brokerage services, interest and foreign exchange revenue and expenses not specifically allocable to Canaccord Genuity Capital Markets or Canaccord Genuity Wealth Management.

The Company's industry segments are managed separately because each business offers different services and requires different personnel and marketing strategies. The Company evaluates the performance of each business based on operating results, without regard to non-controlling interests.

The Company does not allocate total assets, liabilities or equipment and leasehold improvements to the segments. Amortization of tangible assets is allocated to the segments based on the square footage occupied. Amortization of identifiable intangible assets is allocated to the Canaccord Genuity Capital Markets Canada segment, as it relates to the acquisitions of Genuity and Jitneytrade. Amortization of the identifiable intangible assets acquired through the purchase of Collins Stewart Hawkpoint plc (CSHP) is allocated to the Canaccord Genuity Capital Markets and Canaccord Genuity Wealth Management segments in the UK & Crown Dependencies (Channel Islands). Amortization of identifiable intangible assets acquired through the acquisitions of Eden Financial Ltd., Hargreave Hale, McCarthy Taylor, Thomas Miller, Adam & Company, PSW, ICL and Cantab is allocated to the Canaccord Genuity Wealth Management UK & Europe (UK Wealth) segment. Amortization of identifiable intangible assets acquired through the acquisitions of Petsky Prunier and Sawaya is allocated to the Canaccord Genuity Capital Markets US segment. Amortization of identifiable intangible assets acquired through the acquisition of Results is allocated to Canaccord Genuity Capital Markets UK and Europe segment. Amortization of identifiable intangible assets acquired through the acquisition of Patersons is allocated to Canaccord Genuity Wealth Management Australia. There are no significant intersegment revenues. Income taxes are managed on a Company basis and are not allocated to operating segments. All revenue and operating profit are derived from external customers. The Company also does not allocate cash flows by reportable segments.

	For the three months ended							
	December 31, 2024				December 31, 2023			
	Canaccord Genuity Capital Markets $	**Canaccord Genuity Wealth Management $**	**Corporate and Other $**	**Total $**	Canaccord Genuity Capital Markets $	Canaccord Genuity Wealth Management $	Corporate and Other $	Total $
Commissions and fees	**37,825**	**182,395**	**5,565**	**225,785**	37,849	150,419	(202)	188,066
Investment banking	**58,195**	**9,658**	**—**	**67,853**	39,895	6,593	—	46,488
Advisory fees	**70,005**	**69**	**—**	**70,074**	74,599	148	—	74,747
Principal trading	**35,180**	**183**	**(719)**	**34,644**	29,832	119	—	29,951
Interest	**7,266**	**40,043**	**3,698**	**51,007**	6,616	36,672	2,219	45,507
Other	**2,242**	**1,098**	**(1,669)**	**1,671**	1,052	1,091	2,241	4,384
Expenses, excluding undernoted	**194,544**	**157,698**	**20,124**	**372,366**	157,760	124,323	22,228	304,311
Amortization	**2,215**	**8,666**	**(86)**	**10,795**	1,858	7,866	332	10,056
Amortization of right of use assets	**5,205**	**1,769**	**1,776**	**8,750**	4,190	1,733	1,936	7,859
Development costs	**680**	**12,384**	**841**	**13,905**	785	6,565	322	7,672
Interest expense	**9,502**	**20,934**	**5,073**	**35,509**	4,990	17,154	3	22,147
Restructuring costs	**1,554**	**—**	**—**	**1,554**	—	—	—	—
Change in fair value of contingent consideration	**—**	**—**	**—**	**—**	—	—	—	—
Fair value adjustment of convertible debentures derivative liability	**—**	**—**	**7,347**	**7,347**	—	—	—	—
Fair value adjustment of non-controlling interests derivative liability	**—**	**—**	**6,000**	**6,000**	—	—	—	—
Share of loss of an associate	**—**	**—**	**—**	**—**	—	—		
(Loss) income before intersegment allocations and income taxes	**(2,987)**	**31,995**	**(34,200)**	**(5,192)**	20,260	37,401	(20,563)	37,098
Intersegment allocations	**3,988**	**5,293**	**(9,281)**	**—**	4,390	5,992	(10,382)	—
(Loss) income before income taxes	**(6,975)**	**26,702**	**(24,919)**	**(5,192)**	15,870	31,409	(10,181)	37,098

	For the nine months ended							
	December 31, 2024				December 31, 2023			
	Canaccord Genuity Capital Markets $	**Canaccord Genuity Wealth Management $**	**Corporate and Other $**	**Total $**	Canaccord Genuity Capital Markets $	Canaccord Genuity Wealth Management $	Corporate and Other $	Total $
Commissions and fees	**110,412**	**516,105**	**9,039**	**635,556**	118,351	435,574	39	553,964
Investment banking	**175,036**	**24,764**	**—**	**199,800**	100,288	18,620	—	118,908
Advisory fees	**215,138**	**348**	**—**	**215,486**	160,903	622	—	161,525
Principal trading	**87,553**	**409**	**(521)**	**87,441**	73,162	34	—	73,196
Interest	**22,933**	**120,898**	**13,448**	**157,279**	23,756	114,550	10,181	148,487
Other	**7,335**	**3,350**	**1,588**	**12,273**	3,886	3,893	5,898	13,677
Expenses, excluding undernoted	**540,889**	**439,270**	**67,296**	**1,047,455**	430,959	370,462	53,761	855,182
Amortization	**6,013**	**24,728**	**958**	**31,699**	5,452	23,330	1,111	29,893
Amortization of right of use assets	**13,840**	**4,770**	**6,563**	**25,173**	12,215	5,160	3,411	20,786
Development costs	**1,859**	**38,606**	**1,684**	**42,149**	2,205	20,296	17,029	39,530
Interest expense	**25,183**	**60,095**	**15,624**	**100,902**	16,080	51,130	1,157	68,367
Restructuring costs	**3,940**	**—**	**—**	**3,940**	12,673	810	4,664	18,147
Change in fair value of contingent consideration	**—**	**—**	**—**	**—**	(18,174)	—	—	(18,174)
Fair value adjustment of convertible debentures derivative liability	**—**	**—**	**5,583**	**5,583**	—	—	—	—
Fair value adjustment of non-controlling interests derivative liability	**—**	**—**	**15,000**	**15,000**	—	—	13,250	13,250
Acquisition related costs	**—**	**704**	**—**	**704**	—	—	—	—
Share of loss of an associate	**—**	**—**	**—**	**—**	—	—	70	70
Income (loss) before intersegment allocations and income taxes	**26,683**	**97,701**	**(89,154)**	**35,230**	18,936	102,105	(78,335)	42,706
Intersegment allocations	**13,189**	**18,717**	**(31,906)**	**—**	13,138	16,441	(29,579)	—
Income (loss) before income taxes	**13,494**	**78,984**	**(57,248)**	**35,230**	5,798	85,664	(48,756)	42,706

For geographic reporting purposes, the Company's business operations are grouped into Canada, the US, the UK, Europe & Crown Dependencies, Australia and Other Foreign Locations (OFL), which is comprised of our Asian operations. The OFL geography is allocated to our Canadian and Australian capital markets operations. The following table presents the revenue of the Company by geographic location (revenue is attributed to geographic areas on the basis of location of the underlying corporate operating results):

	For the three months ended		For the nine months ended	
	December 31, 2024 $	December 31, 2023 $	**December 31, 2024 $**	December 31, 2023 $
Canada	**158,778**	118,217	**437,514**	336,169
UK, Europe & Crown Dependencies	**144,311**	133,157	**416,348**	367,800
United States	**100,853**	100,432	**313,277**	258,489
Australia	**47,092**	37,337	**140,696**	107,299
	451,034	389,143	**1,307,835**	1,069,757

22. Provisions

Provisions are recognized when the Company has a present legal or constructive obligation as a result of a past event, it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made. On each reporting date, the Company assesses the adequacy of its pre-existing provisions and adjusts the amounts as necessary. The following is a summary of the changes during the nine months ended December 31, 2024:

	Legal provisions	Restructuring provisions	Total provisions
Balance, March 31, 2024	19,108	1,899	21,007
Additions	19,829	1,000	20,829
Utilized	(3,577)	(1,899)	(5,476)
Balance, December 31, 2024	**35,360**	**1,000**	**36,360**

COMMITMENTS, LITIGATION PROCEEDINGS AND CONTINGENT LIABILITIES

In the normal course of business, the Company is involved in litigation, and as of December 31, 2024, it was a defendant in various legal actions. The Company has established provisions for matters where payments are probable and can be reasonably estimated. While the outcome of these actions is subject to future resolution, management's evaluation and analysis of these actions indicate that, individually and in the aggregate, the probable ultimate resolution of these actions will not have a material effect on the financial position of the Company.

The Company is also subject to asserted and unasserted claims arising in the normal course of business which, as of December 31, 2024, have not resulted in the commencement of legal actions. The Company cannot determine the effect of all asserted and unasserted claims on its financial position; however, where losses arising from asserted and unasserted claims are considered probable and where such losses can be reasonably estimated, the Company has recorded a provision.

Other than as described below, there have been no significant legal and regulatory matters, and no significant developments to the matters previously described in Note 29 of the Company's March 31, 2024 Annual Consolidated Financial Statements.

The Company is subject to certain rules, regulations, and other regulatory requirements specific to the broker-dealer business and, as such, the Company operates within a regulatory framework involving certain governmental agencies and organizations. As a regulated entity and in the normal course, the Company is subject to periodic reviews and examinations by those agencies and organizations. The Company maintains policies and procedures designed to ensure compliance with these rules, regulations and requirements, but, in the event that a regulatory authority determines that there was a failure by the Company to follow or comply with certain procedures or a regulatory requirement or there is a deficiency in the Company's records or reports or some other compliance or financial failure then the Company may agree to pay a fine or penalty or agree to certain other sanctions, or, alternatively, a regulatory authority may impose a fine, penalty or other sanction. If such circumstances arise, the Company records a provision for any matter where a payment is considered probable and can be reasonably estimated.

In connection with this regulatory oversight, the Company is involved in an enforcement matter and potential enforcement matters arising from reviews of the Company's wholesale market making and trading activities in the United States, including the Company's Bank Secrecy Act/anti-money laundering compliance program. Although it is unknown at this time whether the underlying enforcement matter or potential enforcement matters will be resolved in the ordinary course or what the impact of any such resolution will be, it is probable that the Company will incur a significant penalty and will incur additional ongoing operating costs related to its business. The Company may also become subject to non-monetary penalties and other terms or conditions in any such resolution that may adversely impact its business. Because of the uncertainties with respect to the ultimate resolution of the matters, it is unknown whether such resolution will have a material adverse effect on the Company's financial condition, cash flows or results of operations. An estimate for a settlement of the matters was recorded in a prior period based on management's judgment and based on the information that was available to the Company at the time that estimate was recorded. That estimate was included in the Legal Provisions included in Notes 27 and 29, respectively, of the Company's March 31, 2023 and 2024 Annual Consolidated Financial Statements. In connection with the Company's periodic assessment of the adequacy of its provisions, the previous estimate was revised and the provision was increased based on the Company's engagement with certain regulators during the quarter ended December 31, 2024. The increase was included in current expenses for the quarter and the updated estimate for the matter is included in the total for Legal Provisions as of December 31, 2024, referenced above. In determining the estimate, management referred to previous enforcement matters that were settled by other companies, recognizing that facts and circumstances in such cases were significantly different than those in the Company's current matters. As of the date of these Interim Condensed Consolidated Financial Statements based on its interactions with its regulators to date the Company has determined that there is a likelihood that it will be required to make a payment that is greater than the amount of the provision recorded as of December 31, 2024. The Company's estimate involved significant judgment and was based on the status and nature of the reviews at the time of such estimate and recognized that the reviews were ongoing, however, because the extent to which remediation efforts undertaken by the Company will be considered is unknown, the possibility that new facts or information may become available is unknown and the fact that the other enforcement matters settled by other companies reflected a wide range of settlement payments, a reasonable or reliable estimate of any excess above the current provision or a range of estimates for such excess cannot be made at this time.

23. Subsequent Events

DIVIDENDS

On February 4, 2025, the Board of Directors approved a dividend of $0.085 per common share, payable on March 13, 2025, with a record date of February 28, 2025 [Note 18].

On February 4, 2025, the Board of Directors approved the following cash dividends: $0.25175 per Series A Preferred Share payable on March 31, 2025 with a record date of March 14, 2025; and $0.42731 per Series C Preferred Share payable on March 31, 2025 with a record date of March 14, 2025 [Note 18].

Shareholder Information

Corporate Headquarters

STREET ADDRESS

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Stock Exchange Listing

Common shares:
TSX: CF

Preferred shares:
Series A (TSX): CF.PR.A.
Series C (TSX): CF.PR.C.

Corporate Website

www.canaccordgenuity.com

General Shareholder Inquiries and Information

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The Canaccord Genuity Group Inc. Annual Report for the year ended March 31, 2024 is available on our website at www.cgf.com. For a printed copy, please contact the Investor Relations department.

Expected Dividend(1) and Earnings Release Dates for the next four quarters

	Expected earnings release date	Preferred dividend record date	Preferred dividend payment date	Common dividend record date	Common dividend payment date
Q4/25	June 4, 2025	June 20, 2025	June 30, 2025	June 20, 2025	June 30, 2025
Q1/26	August 7, 2025	September 19, 2025	September 30, 2025	August 29, 2025	September 10, 2025
Q2/26	November 6, 2025	December 19, 2025	December 31, 2025	November 28, 2025	December 10, 2025
Q3/26	February 4, 2026	March 20, 2026	March 31, 2026	February 27, 2026	March 10, 2026

(1) Dividends are subject to Board of Directors approval. All dividend payments will depend on general business conditions and the Company's financial conditions, results of operations, capital requirements and such other factors as the Board determines to be relevant.

Shareholder Administration

For information about stock transfers, address changes, dividends, lost stock certificates, tax forms and estate transfers, contact:

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Website: www.computershare.com

Offers enrolment for self-service account management for registered shareholders through the Investor Centre.

Financial Information

For present and archived financial information, please visit www.canaccordgenuity.com

Auditor

Ernst & Young LLP
Chartered Professional Accountants
Vancouver, BC