

# Canaccord Genuity Group Inc.

Investor Presentation

February 2024



Canaccord Genuity

# Forward looking statements and non-IFRS measures

This document may contain “forward-looking statements” (as defined under applicable 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, including business and economic conditions and Canaccord Genuity Group’s growth, results of operations, performance and business prospects and opportunities. 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” 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 nature of the financial services industry and the risks and uncertainties discussed from time to time in the Company’s interim condensed and annual consolidated financial statements and its annual report and Annual Information Form (AIF) filed on [www.sedarplus.ca](http://www.sedarplus.ca) as well as the factors discussed in the sections entitled “Risk Management” in the Company’s MD&A and “Risk Factors” in the AIF, which include market, liquidity, credit, operational, legal, cyber 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 Fiscal 2024 Outlook section in the annual MD&A and those discussed from time to time in the Company’s interim condensed and annual consolidated financial statements and its annual report and AIF filed on [www.sedarplus.ca](http://www.sedarplus.ca). The preceding list is not exhaustive of all possible risk factors that may influence actual results. Readers are also cautioned that the preceding list of material factors or assumptions is 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 document may be considered “financial outlook” for purposes of applicable Canadian securities laws, and such financial outlook may not be appropriate for purposes other than this document. 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.

Certain non-IFRS measures are utilized by the Company as measures of financial performance. Non-IFRS measures do not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. Non-IFRS measures presented include assets under administration, assets under management, book value per diluted common share, return on common equity and figures that exclude significant items. The Company’s capital is represented by common and preferred shareholders’ equity and, therefore, management uses return on common equity (ROE) as a performance measure. Also used by the Company as a performance measure is book value per diluted common share, which is calculated as total common shareholders’ equity adjusted for assumed proceeds from the exercise of options and warrants, settlement of a promissory note issued as purchase consideration at the Company’s option and conversion of convertible debentures divided by the number of diluted common shares that would then be outstanding including estimated amounts in respect of share issuance commitments including options, warrants, convertible debentures and a promissory note, as applicable, and adjusted for shares purchased under the normal course issuer bid and not yet cancelled, and estimated forfeitures in respect of unvested share awards under share-based payment plans.

Assets under administration (AUA) and assets under management (AUM) are non-IFRS measures of client assets that are common to the wealth management business. AUA – Canada, AUM – Australia and AUM – UK & Europe are 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. AUM – Canada includes all assets managed on a discretionary basis under programs that are generally described as or known as the Complete Canaccord Investment Counselling Program and the Complete Canaccord Private Investment Management Program. Services provided include the selection of investments and the provision of investment advice. The Company’s method of calculating AUA – Canada, AUM – Canada, AUM – Australia and AUM – UK & Europe may differ from the methods used by other companies and therefore may not be comparable to other companies. Management uses these measures to assess operational performance of the Canaccord Genuity Wealth Management business segment. AUM – Canada is also administered by the Company and is included in AUA – Canada.

Financial statement items that exclude significant items are non-IFRS measures. Refer to Non-IFRS measures in the MD&A and the reconciliation of net income as determined under IFRS to adjusted net income, which excludes significant items, as described. Significant items for these purposes include restructuring costs, amortization of intangible assets acquired in connection with a business combination, impairment of goodwill and other assets, acquisition-related expense items, which include costs recognized in relation to both prospective and completed acquisitions, gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations, certain accounting charges related to the change in the Company’s long-term incentive plan (“LTIP” or the “Plan”) as recorded with effect on March 31, 2018, certain incentive-based payments related to the acquisition of Hargreave Hale and other costs including financing expenses, loss related to the extinguishment of convertible debentures as recorded for accounting purposes, as well as certain expense items, typically included in development costs, which are considered by management to reflect a singular charge of a non-operating nature as well as certain fair value adjustments on certain warrants and liquid or restricted marketable securities as recorded for IFRS reporting purposes, but which are excluded for management reporting purposes and are not used by management to assess operating performance.

See the Selected Financial Information Excluding Significant Items table in the Company’s interim and annual financial reports. 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. Figures that exclude significant items provide useful information by excluding certain items that may not be indicative of the Company’s core operating results. 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.

For earnings per share, net income and other financial measures determined under IFRS, please refer to the Company’s financial statements, news releases, MD&A and other financial disclosures in the Investor Relations section of the company website at [www.cgf.com/investor-relations](http://www.cgf.com/investor-relations) or at [www.sedarplus.ca](http://www.sedarplus.ca)

The “Company” as referred to herein means Canaccord Genuity Group Inc. and its subsidiaries.

/ Driven to deliver superior client outcomes

/ Driven to strengthen employee engagement

/ Driven to grow our profitability

/ Driven to increase shareholder value



Canaccord Genuity

# About Canaccord Genuity Group Inc.

Driven to deliver superior outcomes for mid-market companies and investors



Canaccord Genuity

Comprehensive wealth management solutions helping individual investors, private clients and charities achieve their financial goals.



Canaccord Genuity

Leading mid-market provider of investment banking, advisory, equity research, and sales & trading services for corporations and institutions.

**\$1.1 bn** REVENUE<sup>1</sup>      **\$99 bn** CLIENT ASSETS

**\$12.4 bn** PROCEEDS RAISED      **241** INVESTMENT BANKING TRANSACTIONS

**2,784** EMPLOYEES      **42** LOCATIONS      **4** CONTINENTS

## NORTH AMERICA

- BAHAMAS
- BOSTON
- CHARLOTTE
- CALGARY
- EDMONTON
- HALIFAX
- KELOWNA
- MIAMI
- MINNEAPOLIS
- MONTREAL
- NASHVILLE
- NEW YORK
- SAN FRANCISCO
- TORONTO
- VANCOUVER
- WATERLOO
- WINNIPEG

## UK & EUROPE

- BIRMINGHAM
- BLACKPOOL
- DUBLIN
- EDINBURGH
- GUERNSEY
- GUILDFORD
- ISLE OF MAN
- JERSEY
- LANCASTER
- LLANDUDNO
- LONDON
- NEWCASTLE
- NORWICH
- NOTTINGHAM
- SOUTHAMPTON
- WORCESTER
- YORK

## AUSTRALIA

- ADELAIDE
- ALBANY
- BRISBANE
- BUSSELTON
- MELBOURNE
- PERTH
- SYDNEY

## ASIA

- BEIJING
- HONG KONG

- WEALTH MANAGEMENT OFFICES
- CAPITAL MARKETS OFFICES



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1. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation.  
 2. All amounts are for fiscal 2024 year-to-date, nine months ended December 31, 2023.

# Financial Highlights

Continued deceleration in global markets impacted financial performance in Q3 and Fiscal 2024 year-to-date



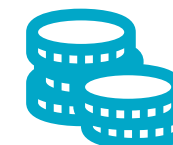
Revenue<sup>1</sup>



Client Assets



Pre-tax Net Income<sup>1,2</sup>



Diluted EPS<sup>1</sup>

**Q3 Fiscal 2024**  
3 months ended  
December 31

**\$389.5 M**  
1.9% y/y

**\$99.2 bn**  
5.1% y/y

**\$44.7 M**  
42% y/y

**\$0.20**  
25% y/y

**YTD Fiscal 2024**  
9 months ended  
December 31

**\$1.1 bn**  
-2.1% y/y

**\$99.2 bn**  
5.1% y/y

**\$94.1 M**  
-14.1% y/y

**\$0.27**  
-49.1% y/y

**Fiscal 2023**  
12 months ended  
March 31

**\$1.5 bn**  
-25.3% y/y

**\$96.2 bn**  
+0.2% y/y

**\$125.9 M**  
-69.9% y/y

**\$0.59**  
-76.5% y/y

Contributions from Global Wealth Management helped to offset weakness in Capital Markets

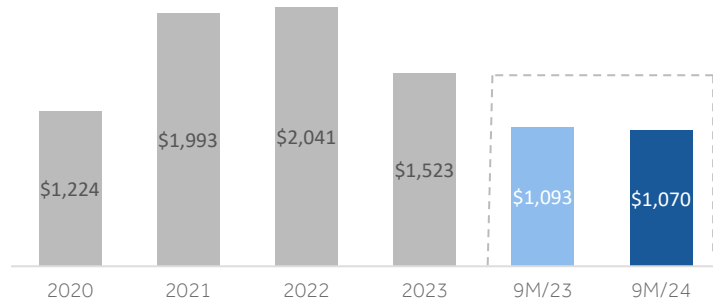
# Defensive revenue mix provides downside protection

Investments to increase contributions from Wealth Management and Advisory helped reduce our reliance on underwriting activity

## Revenue<sup>1</sup> - C\$ millions

Fiscal years ended March 31

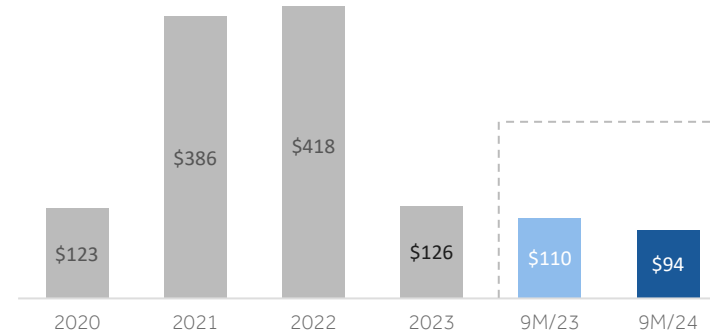
9M/23 and 9M/24 ended December 31



## Pre-tax Net Income<sup>1,2</sup> - C\$ millions

Fiscal years ended March 31

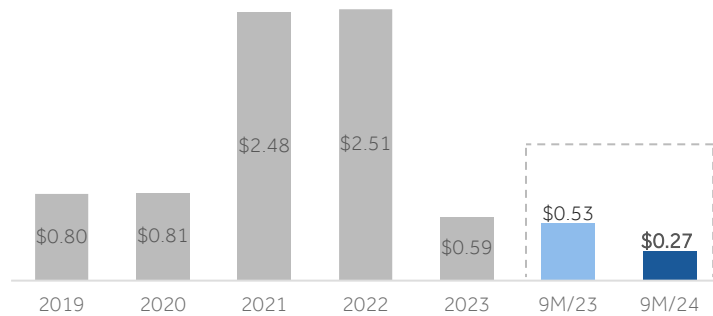
9M/23 and 9M/24 ended December 31



## Diluted EPS – adjusted<sup>1</sup>, C\$

Fiscal years ended March 31

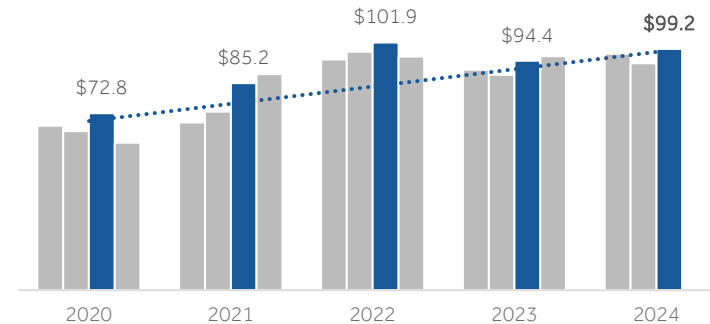
9M/23 and 9M/24 ended December 31



## Total client assets – C\$, billions

Fiscal years by quarters ended March 31

Q3/24 ended December 31



Going deeper into our core strengths and growing market share in all businesses and geographies



Expanded higher-margin Advisory businesses in US and UK



Significantly invested in growing our wealth management businesses in Canada, the UK and Australia



Continuing to manage fixed costs in reduced revenue environment

# Positioned for long-term success

We use challenging periods productively to seize opportunities for targeted and disciplined growth



## Diversify

Fiscal 2010 to 2014

- Expand global footprint
- Broaden sector coverage
- Limit exposure to any single geography or business line



## Restructure & Refocus

Fiscal 2015 - 2016

- Align global business leaders
- Exit underperforming businesses
- Reduce fixed costs
- Focus core capabilities in areas that drive margin



## Balance business mix

Fiscal 2017 - 2018

- Significantly grow global wealth management
- Increase contributions from recurring, fee-based revenue
- Invest in growing higher-margin businesses
- Strengthen our competitive advantage



## Sustainable, profitable growth

Fiscal 2019 to 2021

- Redeploy capital across fewer businesses
- Stabilize earnings growth across market cycles
- Build upon areas of strength
- Drive wealth management profitability and growth
- Increase shareholder returns



## Expand on our proven strengths

Fiscal 2022 and beyond

- Continue to drive wealth management growth and profitability
- Develop alternative wealth channels
- Expand proprietary wealth product offerings
- Go deeper in core capital markets strengths
- Expand ancillary product and services across capital markets businesses
- Exploit our strengths in complementary risk capital offerings

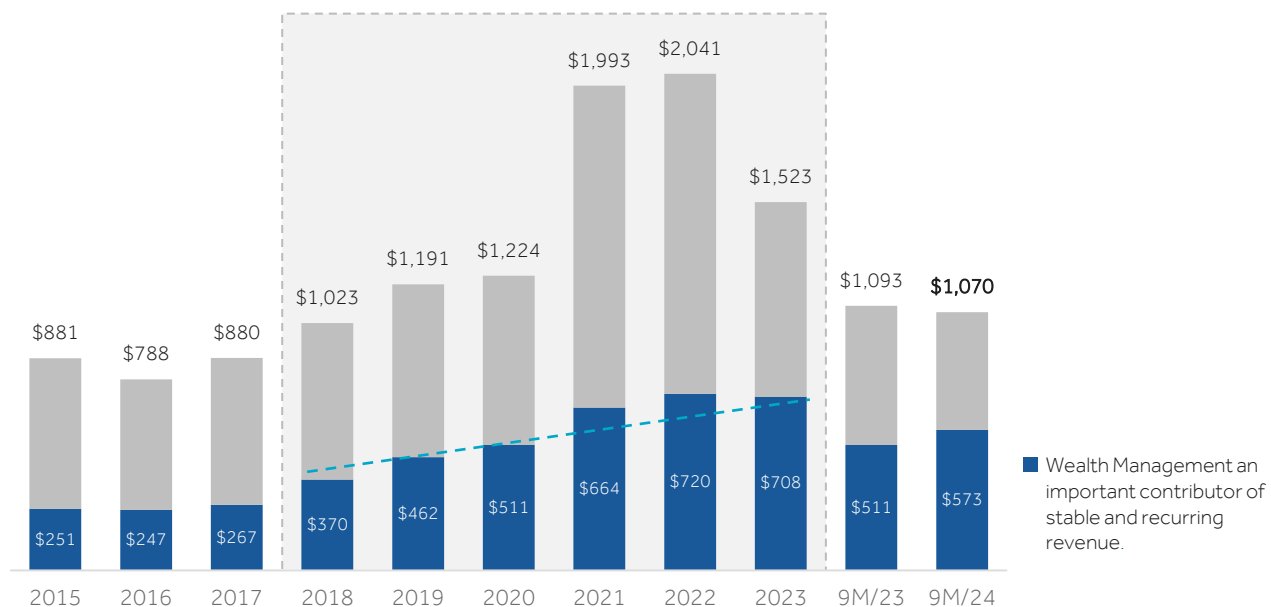
# Transformed our business mix to provide stability through market cycles

Broad-based revenue and net income contributions without concentration in any sector or region

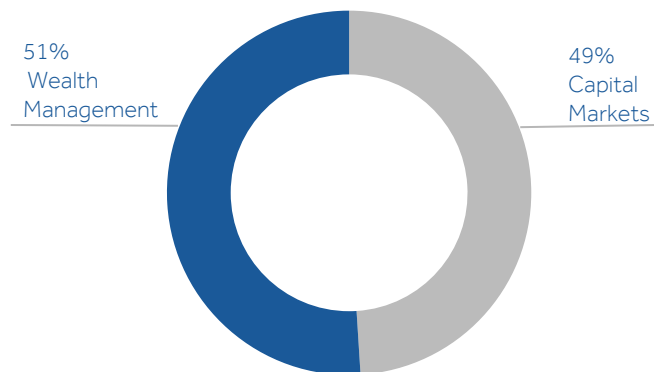
## Firmwide revenue<sup>1</sup>

C\$ millions, fiscal years ended March 31

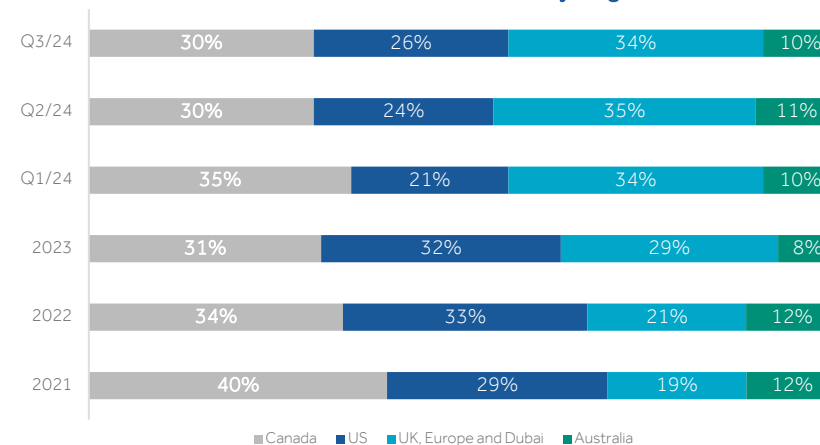
9M/23 and 9M/24 ended December 31



## Q3/24 Firmwide Revenue by Operating Division



## Q3/24 Firmwide Revenue by Region<sup>1</sup>



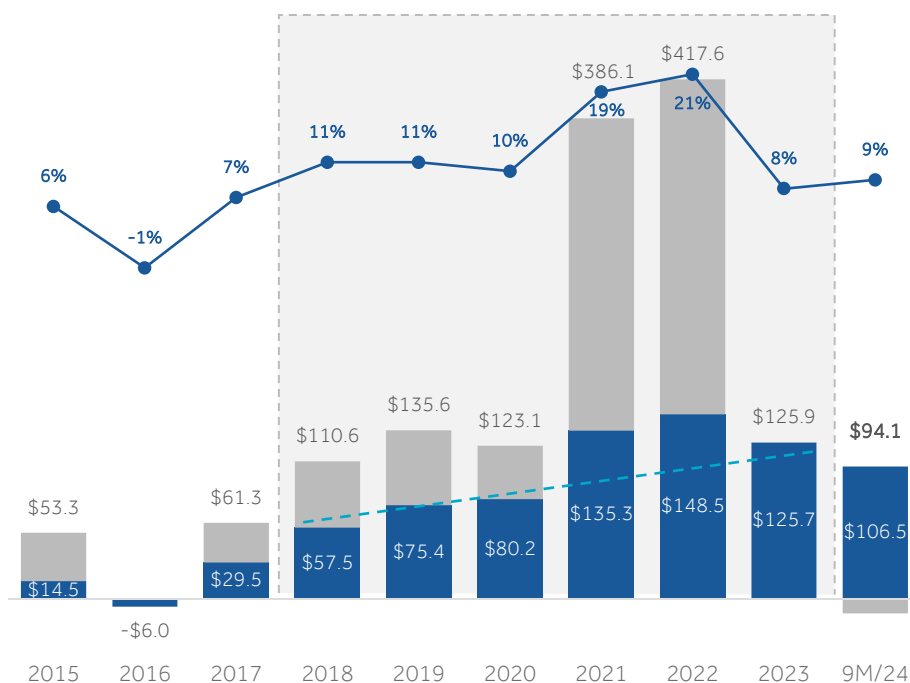
1. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation.



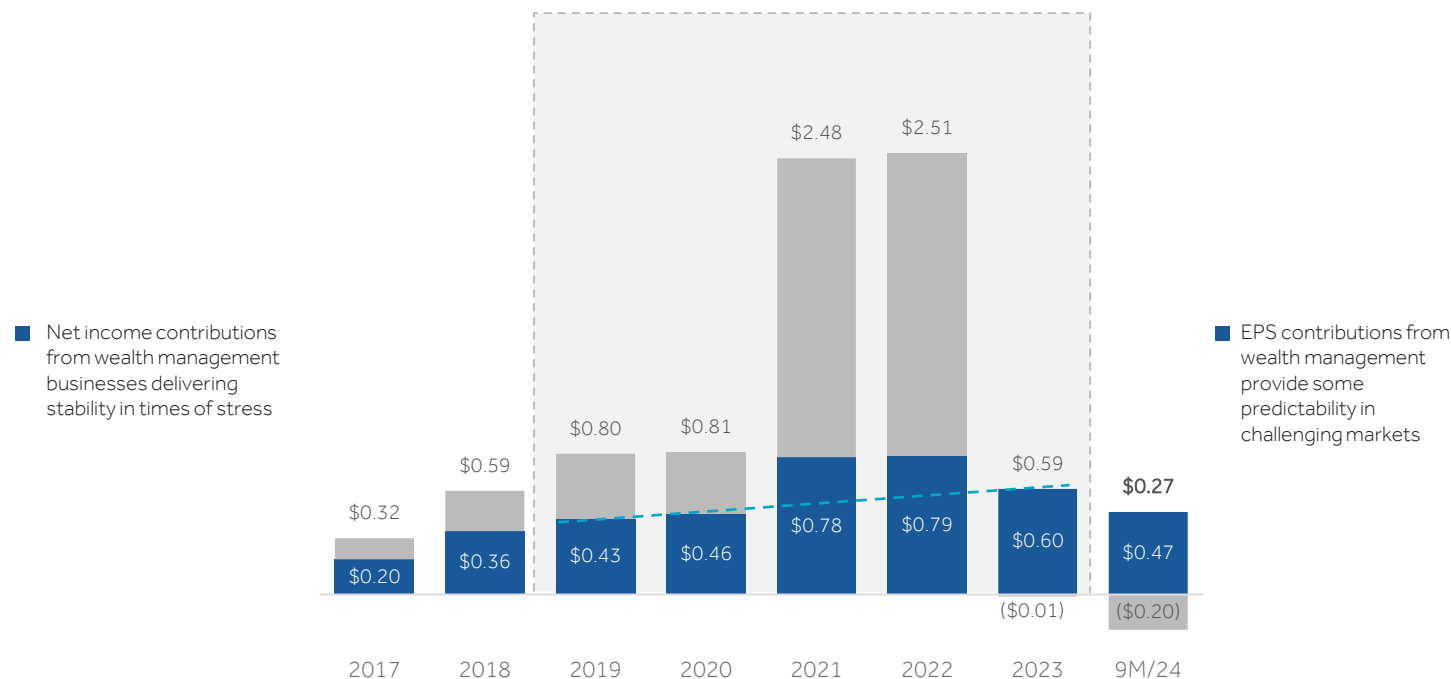
# Established track record of steadily and sustainably improving earnings stability

We have spent years shaping our business to deliver predictable performance in uncertain times

**Pre-tax net income and profit margins<sup>1,2</sup>**  
 % and C\$ millions, fiscal years ended March 31  
 9M/24 ended December 31



**Diluted EPS<sup>1</sup>**  
 C\$ fiscal years ended March 31  
 9M/24 ended December 31



■ Net income contributions from wealth management businesses delivering stability in times of stress

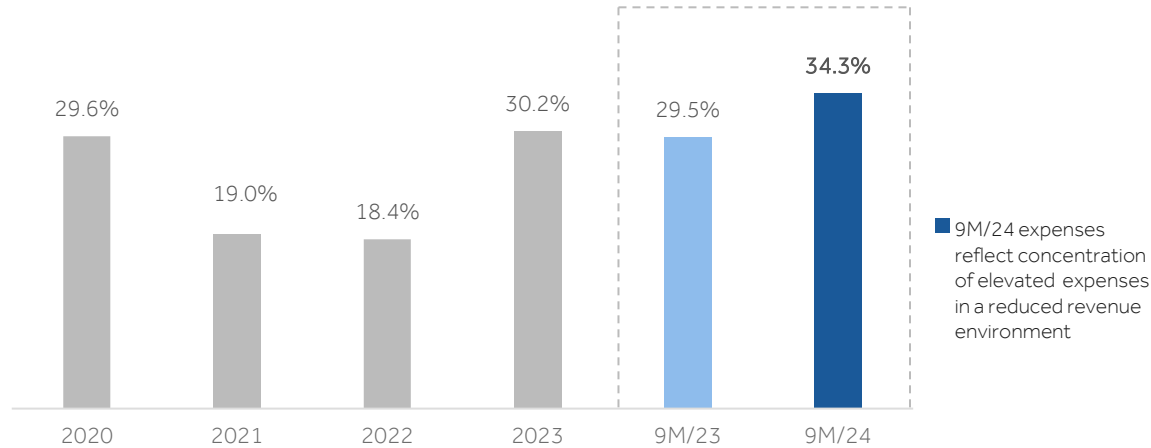
■ EPS contributions from wealth management provide some predictability in challenging markets

# Disciplined expense management

Focused on improving our operating leverage to support profitability through market cycles

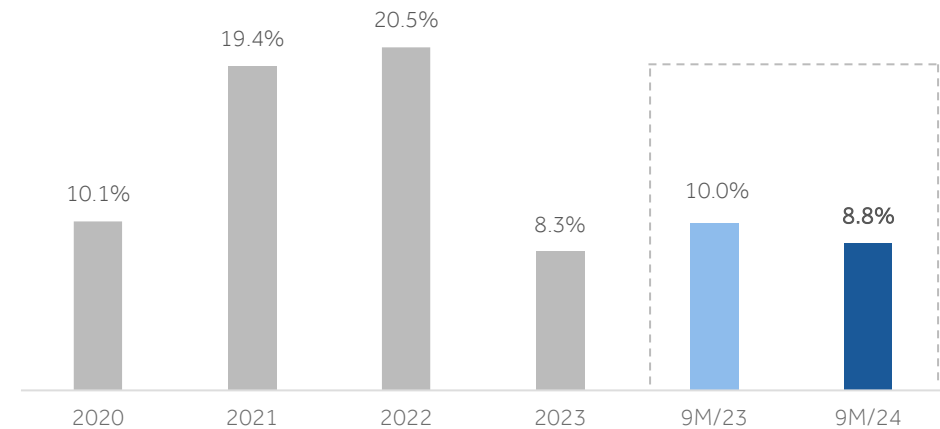
## Non-compensation expenses as a % of revenue<sup>1</sup>

Fiscal years ended March 31  
9M/23 and 9M/24 ended December 31



## Pre-tax profit margin<sup>1</sup>

Fiscal years ended March 31  
9M/23 and 9M/24 ended December 31



### Strong focus on cost discipline while continuing to invest in the growth of our wealth management and advisory businesses

- Non-compensation expenses include higher interest expense reflecting market rate increases, increased development costs in connection with the expired managed-led bid, as well as higher general & administrative costs due to elevated conference and promotional expenses and professional fees
- Communication and technology costs increased 11.6% year-over-year, primarily to support increased headcount in connection with our acquisition and recruiting efforts
- Expect continued upward pressure on technology and compliance costs

1. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation

# Improving shareholder returns

Deploying capital in ways that increase the long-term value of our business, and optimize value for shareholders

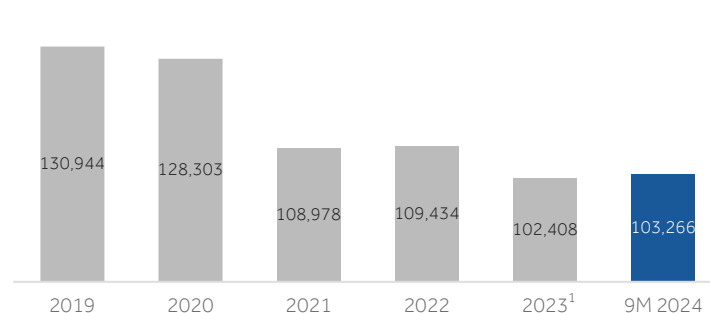
## Common Share Dividends

C\$, Fiscal years ended March 31  
9M/24 ended December 31



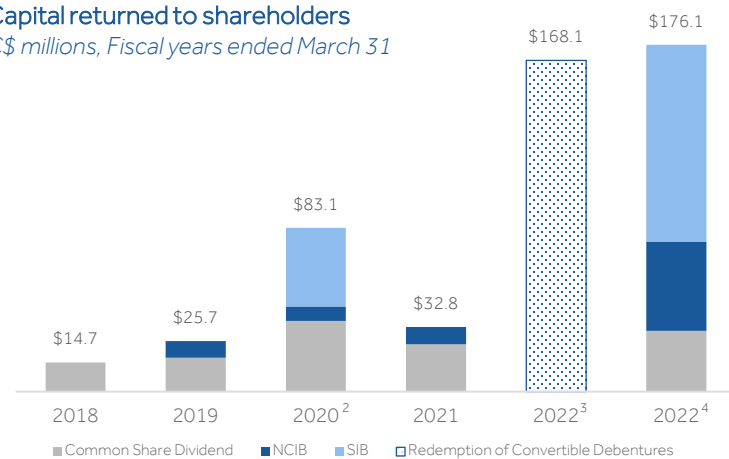
## Common shares outstanding (Average diluted)

Fiscal years ended March 31  
9M/24 ended December 31



## Capital returned to shareholders

C\$ millions, Fiscal years ended March 31



✓ Q3/24 quarterly common share dividend of \$0.085

✓ Reduced average diluted common share count by 26% since fiscal 2019

✓ Redeemed \$168M in 6.25% convertible unsecured senior subordinated debentures which reduced fully diluted share count by approximately 13.2 million common shares

✓ \$332.1M invested to date by HPS into UK Wealth business provides strategic and financial partner to support continued growth ambitions

✓ Closed \$40 million substantial issuer bid in August 2019

1. Average diluted common shares outstanding presented as the average for the four quarters in fiscal 2021
2. \$40 million substantial issuer bid expired on August 9, 2019. Under the substantial issuer bid the Company purchased 7,272,727 common shares for cancellation at a purchase price of \$5.50
3. Redemption of 6.25% Convertible Debentures completed on April 8, 2021
4. \$100 million substantial issuer bid expired on January 27, 2022. Under the substantial issuer bid, the Company purchased 6,451,612 common shares for cancellation at a purchase price of \$15.50

# Initiatives underpinning future growth

## Talent Development

- Drive demand for leadership and client- focused talent
- Strong culture and track record of success attracting top talent
- Track record of firmwide success attracting top talent



- ✓ Commitment to Diversity & Inclusion
- ✓ Appointed Chief People Officer in Canada
- ✓ Safe work environments



- Future of Work
- Succession planning: Cultivating a diverse pipeline of future leaders
- Increase emphasis on employee health & wellness

## Leveraging Technology

- Stay ahead of evolving market and changing client demands
- Data as an asset: Analytics support deeper, more integrated client coverage
- Reduce costs



- ✓ Modern, scalable infrastructure supports acquisitions and integrations
- ✓ Investment in digital private placement capability
- ✓ Increased connectivity, collaboration, cross-referrals



- Targeted digital marketing increases engagement with clients and recruits
- Improve tech and environmental impact of office environments
- AI/Machine learning have potential to enhance client offering and risk management framework

## Managing Risk

- Successfully increasing the value of our franchise means that we have more to protect
- Ensure discipline and controls to protect client and shareholder investments



- ✓ Deep experience operating in the risk capital segment of the market gives CG expertise and breadth that competitors can't match
- ✓ Increased regulatory focus and controls in our key markets



- Due diligence
- Agile business mix designed to provide enhanced revenue opportunities to offset changes in the market for small and mid-cap investments

Rationale

Emerging Trends

Opportunities

# Global Wealth Management

An important source of earnings power and stability in difficult markets

Q3/24 CLIENT ASSETS

**\$99.2 bn**

Q3/24 REVENUE

**\$195 M**

Q3/24 PRE-TAX NET INCOME<sup>2</sup>

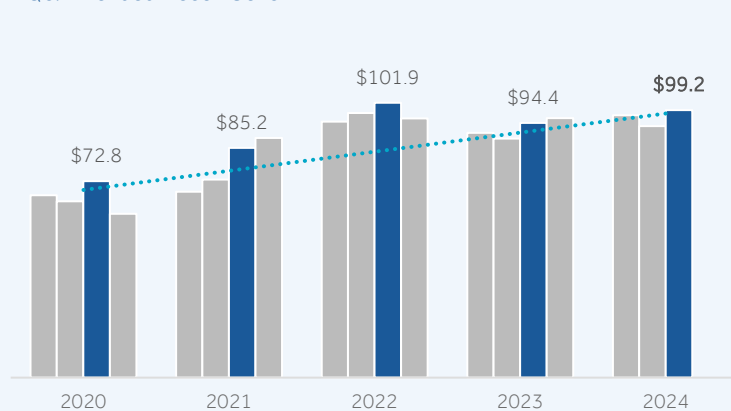
**\$37.8 M**

Q3/24 PRE-TAX PROFIT MARGIN<sup>2</sup>

**19.4%**

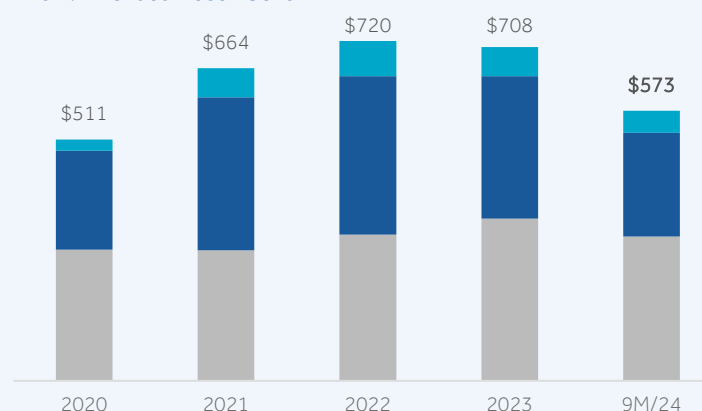
## Total Client Assets

C\$ billions, Fiscal years ended March 31  
Q3/24 ended December 31



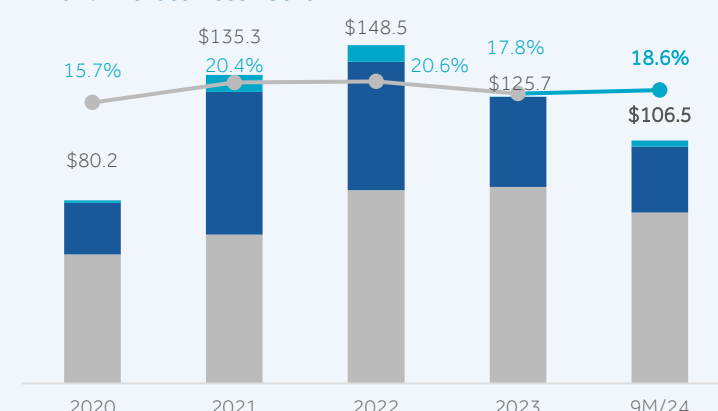
## Total Wealth Management Revenue<sup>1</sup>

C\$ millions, Fiscal years ended March 31  
9M/24 ended December 31



## Pre-tax net income (C\$ millions) and profit margin<sup>2</sup>

Fiscal years ended March 31  
9M/24 ended December 31



■ UK & Europe ■ Canada ■ Australia

■ UK & Europe ■ Canada ■ Australia — Pre-tax profit margin



1. Beginning in Q3/20, amounts include Australia wealth management
2. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation

# CG Global Wealth Management: Strengthening margins and earnings contributions

Proven track record of creating substantial value in this segment

(Revenue in C\$ thousands, AUA/AUM in C\$ millions)		F2019	F2020	F2021	F2022	F2023	9M/23	9M/24
CANADA	Revenue	\$206,826	\$209,566	\$324,041	\$335,279	\$302,164	\$223,754	\$220,462
	Expenses as % of revenue <sup>1</sup>	80.7%	83.4%	75.7%	77.0%	80.0%	80.0%	80.3%
	Pre-tax profit margin <sup>1</sup>	13.0%	10.8%	19.3%	16.8%	13.1%	12.8%	13.2%
	Employees	430	432	454	489	499	498	532
	AUA	\$20,674	\$18,440	\$32,240	\$37,881	\$35,694	\$34,735	\$36,311
UK & CROWN DEPENDENCIES	Revenue	\$254,985	\$277,953	\$277,329	\$310,495	\$343,728	\$239,998	\$306,005
	Expenses as % of revenue <sup>1</sup>	80.4%	79.2%	76.0%	72.1%	74.3%	74.4%	75.0%
	Pre-tax profit margin <sup>1</sup>	19.0%	20.3%	23.5%	27.3%	25.1%	24.9%	24.5%
	Employees	542	548	528	581	737	737	741
	AUM	\$44,195	\$39,879	\$52,298	\$52,830	\$55,101	\$54,403	\$56,776
AUSTRALIA <sup>2,3</sup>	Revenue	\$4,373	\$23,916	\$62,249	\$74,663	\$62,412	\$47,443	\$46,826
	Expenses as % of revenue <sup>1</sup>	---	98.3%	88.1%	89.8%	99.6%	98.8%	93.8%
	Pre-tax profit margin <sup>1</sup>	---	4.4%	11.9%	9.8%	0.2%	1.0%	5.5%
	Employees	10	200	204	222	231	229	235
	AUA	\$854	\$2,400	\$4,228	\$5,352	\$5,432	\$5,250	\$6,120

## INVESTING WITH DISCIPLINE TO ADVANCE OUR LONG-TERM EARNINGS POTENTIAL

### Investing in growth across all geographies

- Recent acquisitions in UK & Crown Dependencies increased regional footprint and scale of our financial planning capability
- Announced acquisition of Intelligent Capital on November 9, 2023<sup>4</sup>. Increases Scottish footprint and Financial Planning capacity.
- Pursuing organic and inorganic growth initiatives in all regions

### Advancing the client experience

- Leveraging best-in-class technology to provide seamless solutions for investment advisors and clients
- Critical investments in platforms such as Envestnet and Avaloq provide resilience and flexibility for long-term growth
- Actively building out specialist network in key growth areas to keep pace as investors reshape their investment needs

1. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation

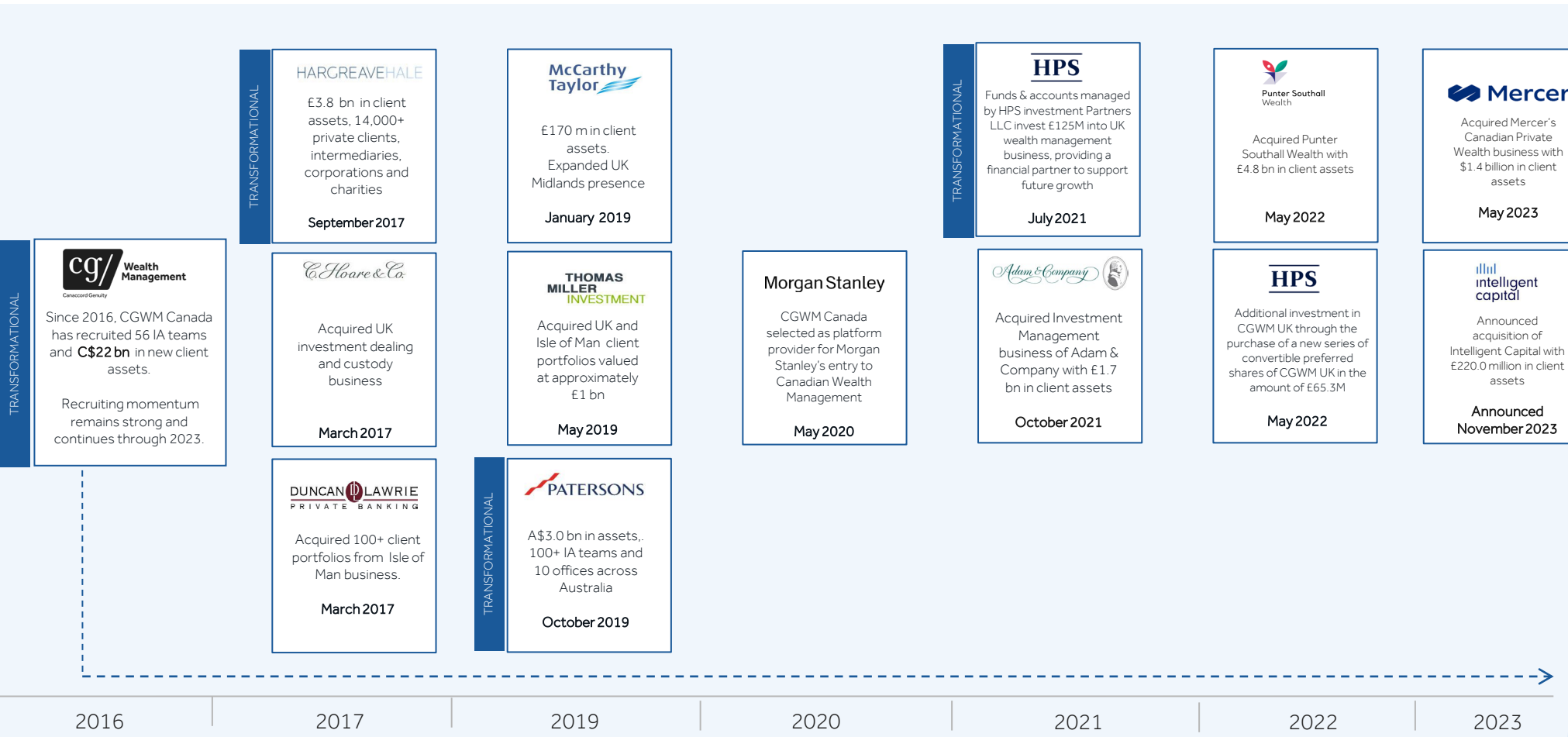
2. Australia wealth management previously recorded as part of Canaccord Genuity Capital Markets Australia, commencing in Q3/20 it is disclosed as a separate operating segment.

3. Acquisition of Patersons Securities in Q3/20 significantly added to our wealth management business in the region.

4. Completion expected in Q4/24, subject to regulatory approval and customary closing conditions.

# CG Wealth Management: Fundamental to our long-term strategy

Accelerating growth in key regions through Recruiting, Acquisitions and Partnerships



## A business model centred on stability

- ✓ Increased scale to deliver consistent profitability through a range of market environments.
- ✓ Proven track record of successfully integrating new IAs and acquisitions across wealth management businesses in all key regions
- ✓ More than \$700 M invested in acquisitions, recruiting, and technology over 10+ years to support growth of this segment.

# CG Wealth Management: Modern, scalable technology and infrastructure

Positioned for further acquisitions, consolidation and organic growth



An NEC Company

Core platform provider (UK & Crown Dependencies)



State-of-the-Art Unified Managed Account (UMA) Platform (Canada)



Cloud-based client communication tool



Financial planning software



MyDocSafe™

Electronic Onboarding for Execution-only clients (UK)



Secure Electronic Signature and Agreement Cloud (Canada)



Digital private placement software (Canada)



Digital workspace for content and analytics



Robust international trading platform (Australia)



Comprehensive financial planning and wealth management software (Australia)



Data-driven client management tool (Australia)



Leading CRM software provider

Critical investments provide resilience and flexibility with continued support for our future growth ambitions.



# CG Wealth Management: UK & Crown Dependencies

A top-10 wealth manager in an industry where scale matters

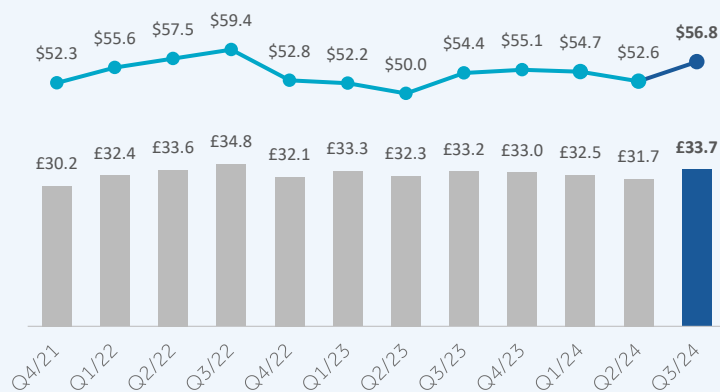
## Highlights

- ✓ Q3 revenue increased 18.8% y/y to \$102M, fiscal YTD revenue increased 27.5% to \$306M
- ✓ Pre-tax net income<sup>1</sup> increased 11.3% y/y to \$25.5M in Q3 and 56.2% y/y to \$55.6M fiscal YTD
- ✓ Recent acquisitions increase client assets, further expand UK footprint and increase scale of Financial Planning capability
- ✓ Increased HPS investment<sup>2</sup> establishes premium valuation for this business; strategic and financial partner to support continued growth ambitions

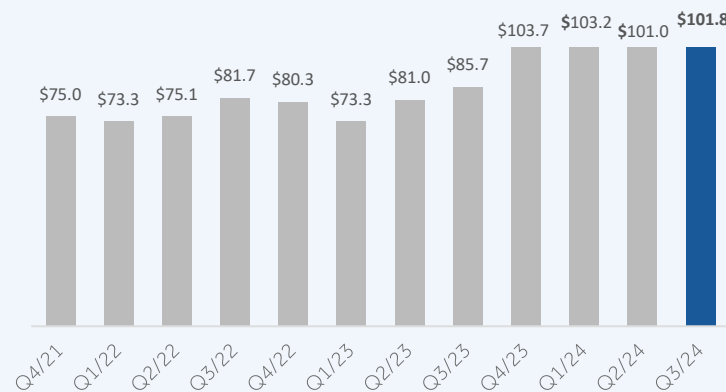
## Strategic Priorities

- Drive organic growth and margin expansion
  - Cross fertilization of wealth planning and investment management
  - Grow business development and product distribution
  - Increase digital engagement
- Expand on HPS relationship to build upon exceptional growth to date
- Pursue accretive financing opportunities to further expand business without diluting Group shareholders

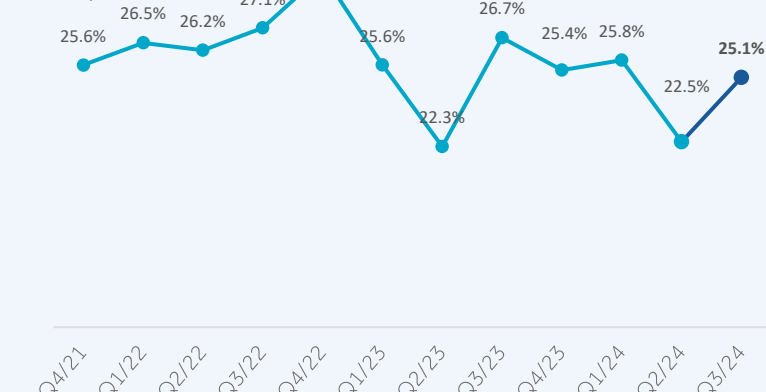
**Client Assets**  
C\$ and £ billions, Fiscal quarters



**Revenue**  
C\$ millions, Fiscal quarters



**Pre-tax profit margin<sup>1</sup>**  
Fiscal quarters



1. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation.  
 2. In connection with the acquisition of Punter Southall Wealth which was completed on May 31, 2022, HPS has made an additional investment in CGWM UK on closing of the acquisition through a new series of convertible preferred shares in the amount of £65.3 million (C\$104.5 million as of May 31, 2022). With this investment and with the small equity component issued in connection with the acquisition, the Company's effective as-converted interest in CGWM UK is approximately 66.9%

# CG Wealth Management: Canada

Building on our success as the leading independent wealth manager in the country

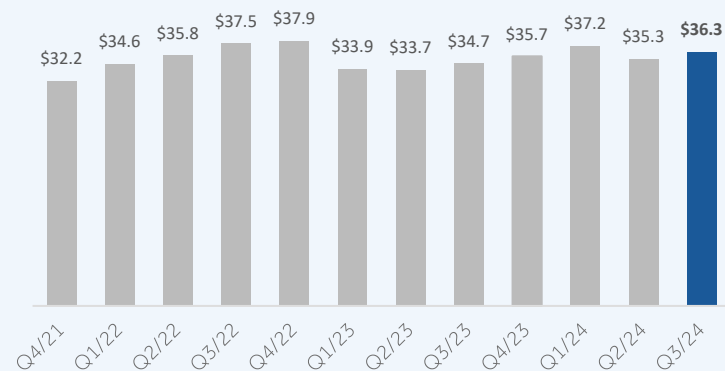
## Highlights

- ✓ Ranked 2<sup>nd</sup> by Canadian IAs in 2022 Investment Executive (IE) Brokerage Report Card
- ✓ Higher interest rates positively impact interest revenue and contribute to margin strength
- ✓ Technology and platform advancements supporting recruiting activity, client experience and organic growth
- ✓ Selected as platform provider for Morgan Stanley's entry to Canadian Wealth Management

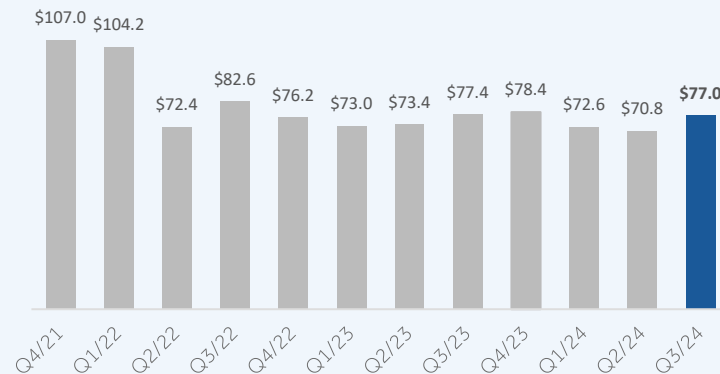
## Strategic Priorities

- Continue to advance recruiting, client experience and organic growth initiatives
- Leverage technology investments to increase fee-based assets and share of wallet
- Assess alternative ways to grow and enhance our overall Canadian wealth offering.
- Expand proprietary wealth and financial planning offerings

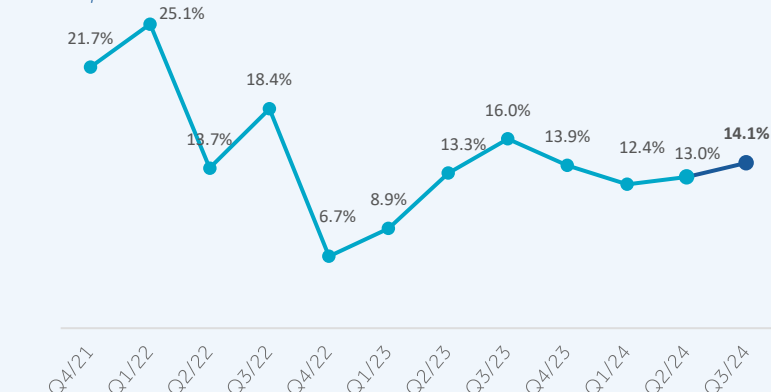
**Client Assets**  
C\$ billions, fiscal quarters



**Revenue**  
C\$ millions, fiscal quarters



**Pre-tax profit margin<sup>2</sup>**  
Fiscal quarters

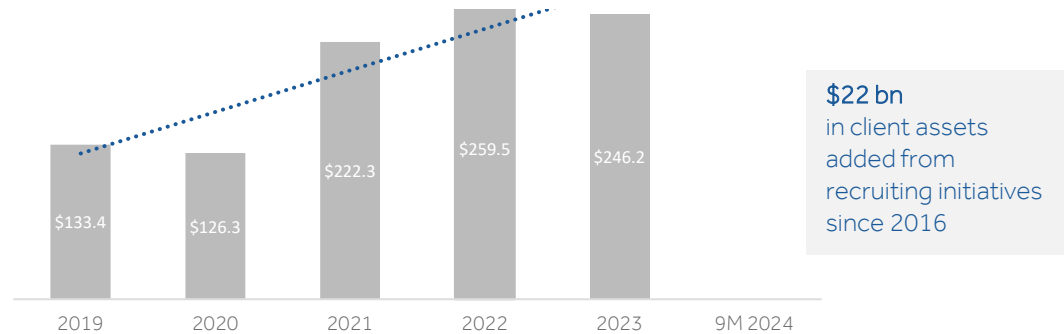


1. 2022 report on Business ranking of Canada's Top Wealth Advisors, produced by The Globe & Mail and SHOOK Research, announced October 28, 2022.  
2. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation.

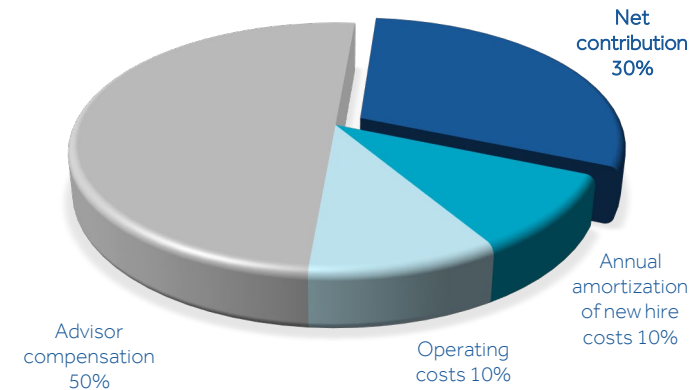
# Wealth Management: Canada

Platform designed to support faster and more sustainable growth for Investment Advisors

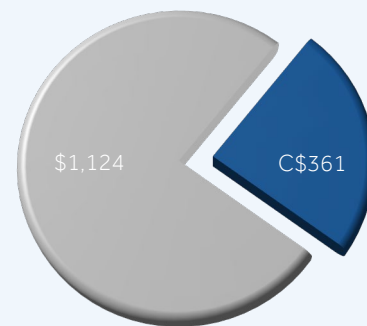
Average client assets per IA Team  
Fiscal years ended March 31  
9M/24 ended December 31



Illustrative revenue distribution of new client assets



Significant opportunity to continue capturing market share of full-service retail brokerage assets in Canada



■ Canadian Banks ■ Canadian Independents & Insurers

/ Canada's retail brokerage industry represents \$2.1 tn<sup>1</sup> in client assets, with the full-service brokerage segment representing \$1.5 tn

/ As banks commoditize wealth services, we anticipate a shift of client assets toward non-bank advice-based platforms

/ CG Wealth Management is advantageously positioned to capture a meaningful share of this asset transfer and will continue adding established IA teams as they seek new platforms to accommodate the diverse needs of their clients

# CG Wealth Management: Australia

Growing CG's national footprint in Australia

## Highlights

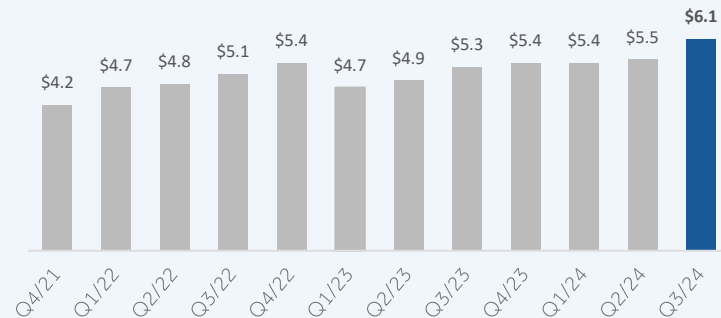
- ✓ Total client assets in comprehensive investment management platform increased 16.6% y/y to record C\$6.1bn
- ✓ Q3/24 revenue decreased 2.7% y/y to \$16.2M on lower new issue activity
- ✓ 116 advisors in 6 locations across Australia
- ✓ We have recently welcomed new advisors in Perth, Melbourne, and our new office in Brisbane.

## Strategic Priorities

- Continue to build upon the CGWM brand in Australia
- Increase scale through targeted recruiting opportunities and tuck-in acquisitions
- Continue to build on recruiting momentum supported by strong competitive position
- Opportunity to grow client assets organically and to convert additional \$14.5 billion held in transactional accounts to higher revenue-generating assets

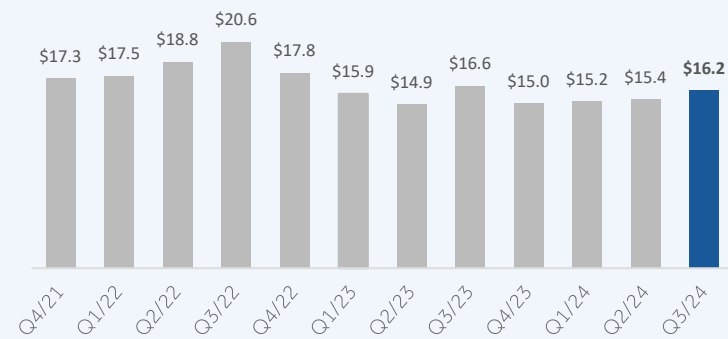
### Client Assets

C\$ billions, Fiscal quarters



### Revenue<sup>2</sup>

C\$ millions, Fiscal quarters



1. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation.  
 2. Australia wealth management revenue previously recorded as part of Canaccord Genuity Capital Markets Australia, commencing in Q3/20 it is disclosed as a separate operating segment.

\*NOTE: Acquisition of Patersons Securities in Q3/20 significantly added to our wealth management business in the region.

# CG Global Capital Markets: A powerful mid-market competitor

Diverse revenue streams provide stability and profitability through market cycles

Q3/24 REVENUE

**\$189.8 M**

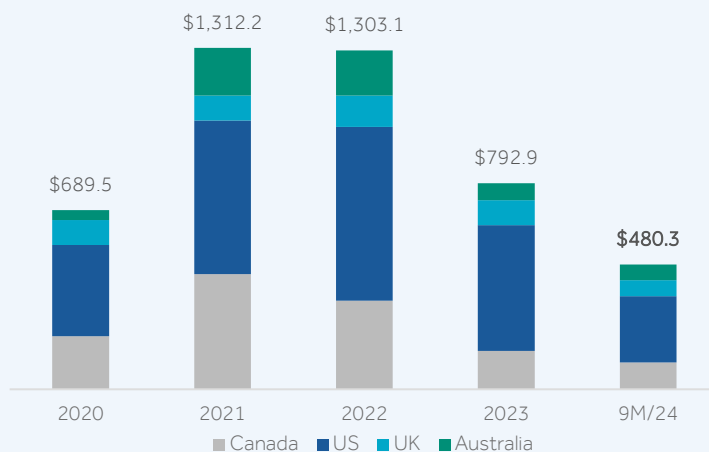
Q3/24 TRANSACTIONS

**91**

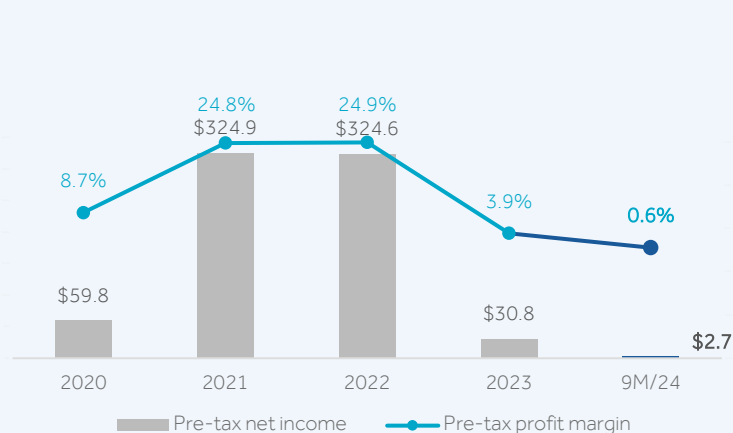
Q3/24 PROCEEDS RAISED

**\$4.8 bn**

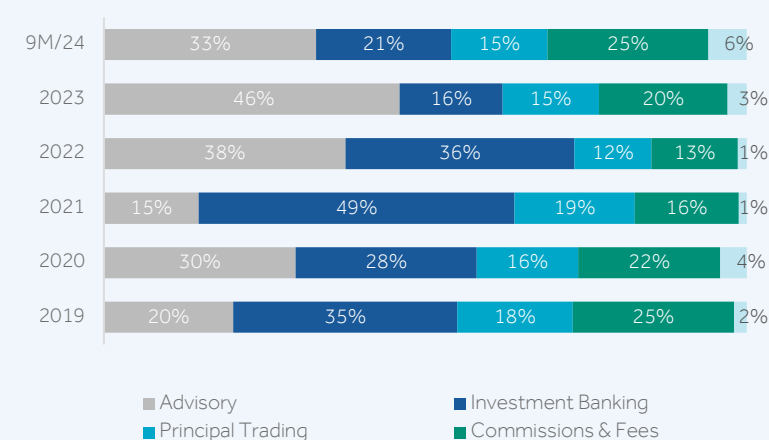
**Total Capital Markets Revenue**  
C\$ millions, Fiscal years ended March 31  
9M/24 ended December 31



**Pre-tax net income and profit margin<sup>1</sup>**  
C\$ millions, Fiscal years ended March 31  
9M/24 ended December 31



**Revenue by Activity**  
9M/24 ended December 31



# CG Global Capital Markets: Increasing momentum and market share

Lean and focused platform, capable of driving value for clients in all market environments

(Revenue in C\$ thousands)		F2019	F2020	F2021	F2022	F2023	9M/23	9M/24
CANADA	Revenue	\$260,665	\$204,636	\$443,444	\$341,453	\$148,356	\$78,215	\$103,910
	Expenses as % of revenue	71.0%	83.8%	61.3%	65.1%	108.3%	125.4%	93.9%
	Pre-tax profit margin	24.2%	10.2%	35.9%	30.6%	-18.9%	-40.7%	-2.5%
	Employees	231	228	233	235	230	229	173
	Revenue/Employee	\$1,128.4	\$897.5	\$1,903.2	\$1,453.0	\$645.0	\$341.6	\$600.6
US	Revenue	\$303,587	\$350,379	\$590,534	\$667,176	\$482,750	\$368,458	\$254,168
	Expenses as % of revenue	89.7%	89.5%	80.0%	75.9%	90.4%	85.2%	100.7%
	Pre-tax profit margin	9.3%	9.6%	19.2%	23.6%	8.9%	14.1%	-1.8%
	Employees	308	313	319	378	394	406	390
	Revenue/Employee	\$985.7	\$1,119.4	\$1,851.2	\$1,765.0	\$1,225.3	\$907.5	\$651.7
AUSTRALIA <sup>1</sup>	Revenue	\$31,366	\$38,351	\$182,715	\$174,090	\$65,472	\$51,933	\$60,473
	Expenses as % of revenue	93.7%	93.6%	72.9%	70.5%	86.5%	78.7%	76.8%
	Pre-tax profit margin	5.4%	4.2%	26.9%	29.0%	12.0%	19.8%	22.4%
	Employees	68	83	84	91	86	84	93
	Revenue/Employee	\$461.3	\$462.1	\$2,175.2	\$1,913.1	\$761.3	\$618.3	\$650.3
UK & EUROPE	Revenue	\$108,789	\$96,103	\$95,535	\$120,355	\$96,275	\$68,107	\$61,795
	Expenses as % of revenue	107.3%	95.3%	95.6%	89.0%	90.2%	90.0%	104.3%
	Pre-tax profit margin	-10.0%	3.8%	3.3%	9.7%	8.2%	8.4%	-6.0%
	Employees	197	136	131	143	180	182	164
	Revenue/Employee	\$552.2	\$706.6	\$729.3	\$841.6	\$534.9	\$374.2	\$376.8

## DIFFERENTIATED GLOBAL PLATFORM

### Investments to increase M&A advisory contributions reduce reliance on underwriting activity

- 34% of YTD F2024 capital markets revenue contributed by Advisory segment

### Enhanced cross-border capabilities

- Global capabilities a significant competitive advantage in our key focus sectors

### Doing more for our targeted client base

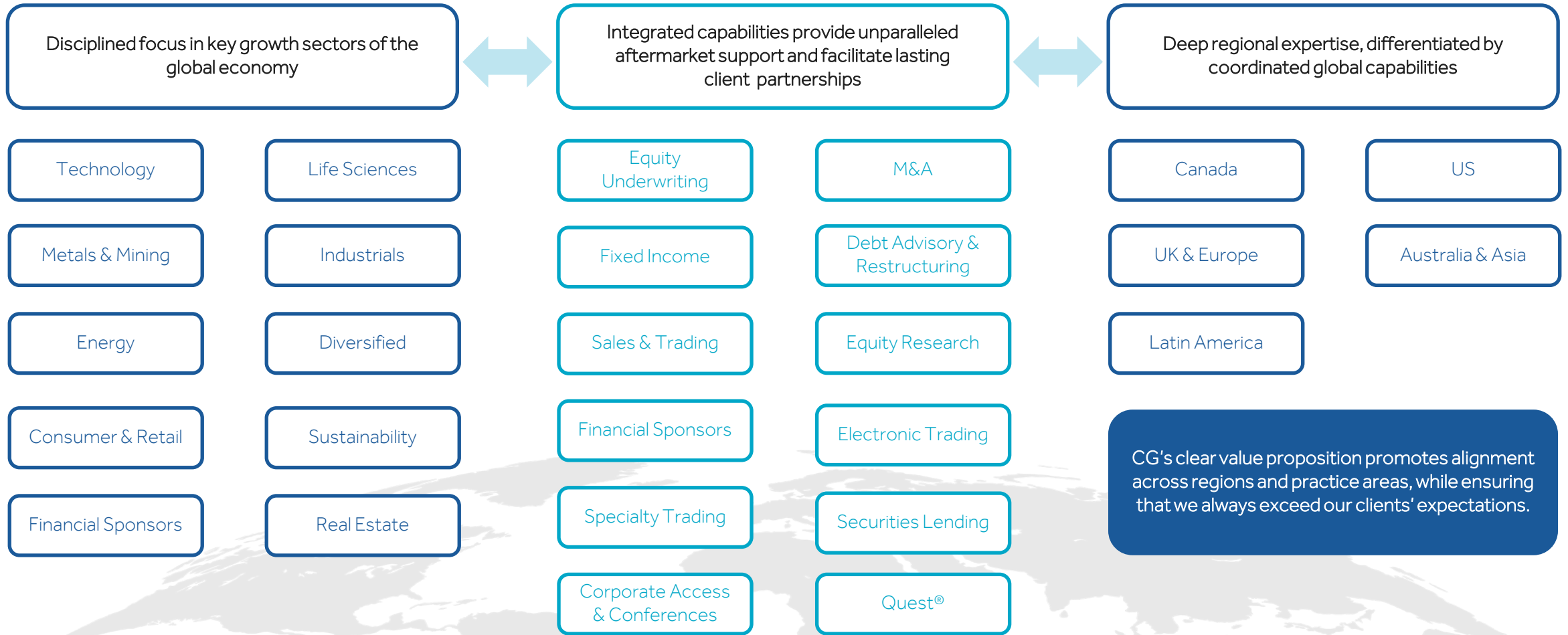
- Expanded product capability for core midmarket clients
- Established success in alternative financing vehicles
- Aftermarket support and ancillary services ensure that clients have no reason to look elsewhere

### Deeper focus in our proven areas of strength

- Increasing global product placement
- Expanding alternative distribution avenues
- Strong emphasis on cross-selling
- Substantially increased scale of Advisory practice with acquisitions in US and UK

# CG Global Capital Markets

Disciplined mid-market focus, differentiated by scale, global capability, and stability

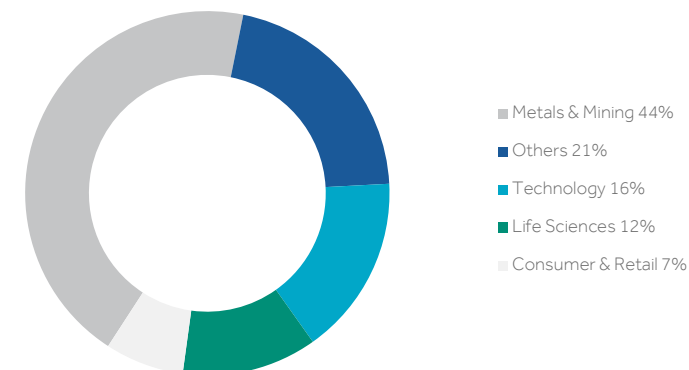


# Global Investment Banking

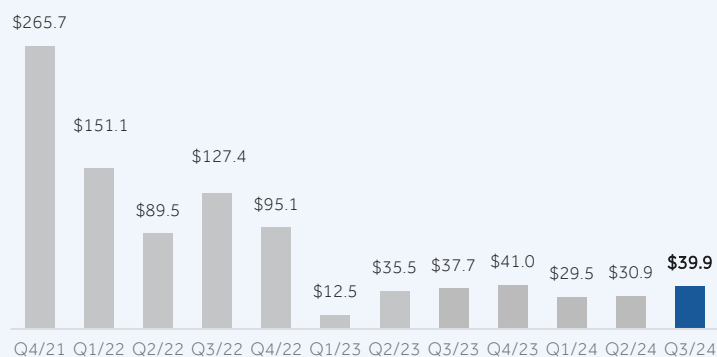
## Unparalleled origination and placement capability

- Agility allows us to harness leadership in emerging and high-growth segments while maintaining strong capability in our historic areas of strength
- Focus sector mix supports resilience through market cycles
- Unparalleled cross-border capabilities provide clients with access to global expertise, relationships and opportunities
- 280+ investment bankers globally; Listing capabilities on 10 stock exchanges worldwide
- A top-10 global midmarket underwriter; Ranked amongst the league table leaders in each of our geographies

9M/24 Investment Banking Revenue by Sector



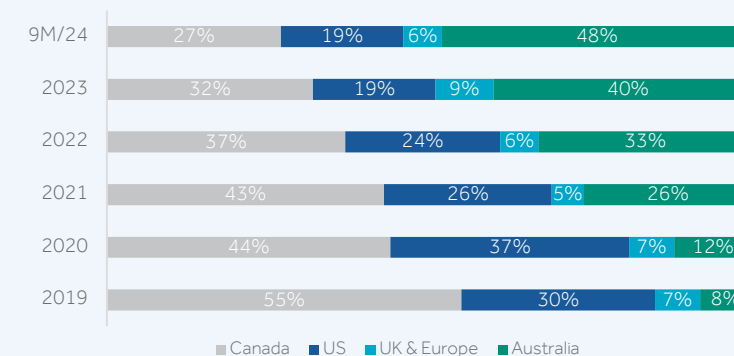
Investment Banking revenue  
C\$ millions, Fiscal quarters



Total Proceeds Raised  
C\$ billions, Fiscal years ended March 31



Global investment banking revenue by geography  
C\$ millions, Fiscal years ended March 31



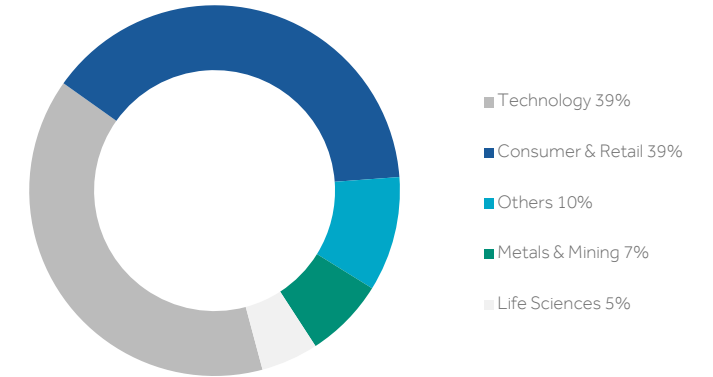


# Global Advisory

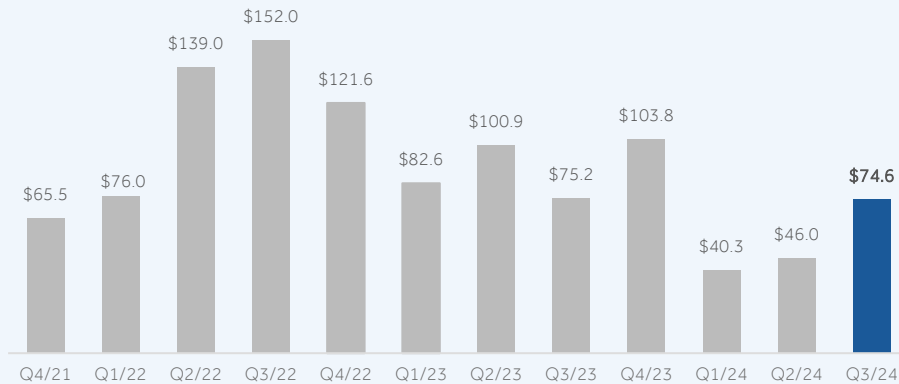
## Increased contributions support margin strength

- Advisory contributed 39.3% of global capital markets revenue in Q3/24
- Strong track record of ECM activity drives complementary growth in Advisory business
- M&A activity is typically counter-cyclical to new issue business
- Debt Finance & Restructuring specialists provide strategic advice without conflict - never balance sheet driven
- Acquired leading U.S.-based consumer advisory firm Sawaya Partners (Dec. 31 2021)
  - Expands U.S. advisory capability and builds upon existing Consumer practice
  - Strong intersection with core CG focus sectors: Tech, Media, Healthcare, Sustainability
- Acquired UK-based Advisory business Results (Aug. 17, 2022)
  - Provides robust European domain expertise in Technology and Healthcare sectors

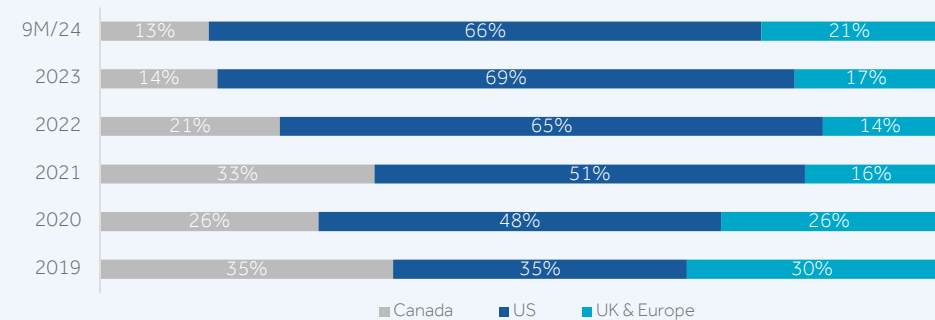
9M/24 Advisory Revenue by Sector



Advisory revenue  
C\$ millions, Fiscal quarters



Global advisory revenue by geography  
C\$ millions, Fiscal years ended March 31



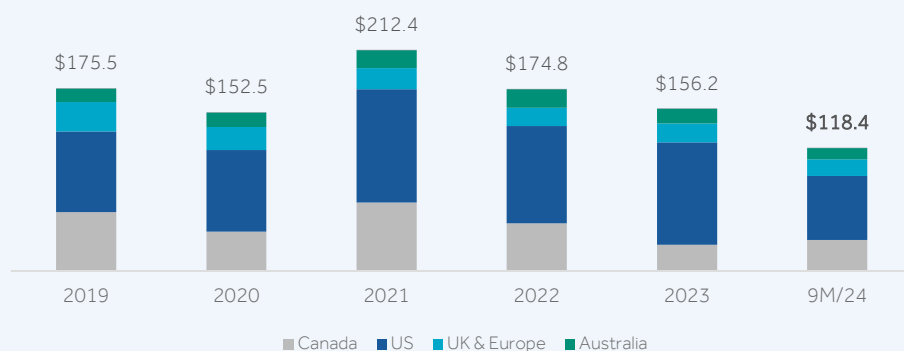
# Global Distribution and Trading

Leading independent franchise for best-in-class execution capabilities

- Geographically broad and deep relationships covering 2,260+ institutions
- Market making capability for 2,500+ companies
- Global Family Office coverage and partnerships
- 155+ Sales and Trading professionals; experienced generalist and sector specialists
- Execution services in 47 markets worldwide
- Range of multi-asset capabilities (cash equities, fixed income, electronic trading, options, risk arbitrage)
- 115+ Research professionals covering 860+ stocks in key growth sectors
- Quest® – online valuation tool with 95% global coverage
- Globally coordinated Corporate Access and Conferences

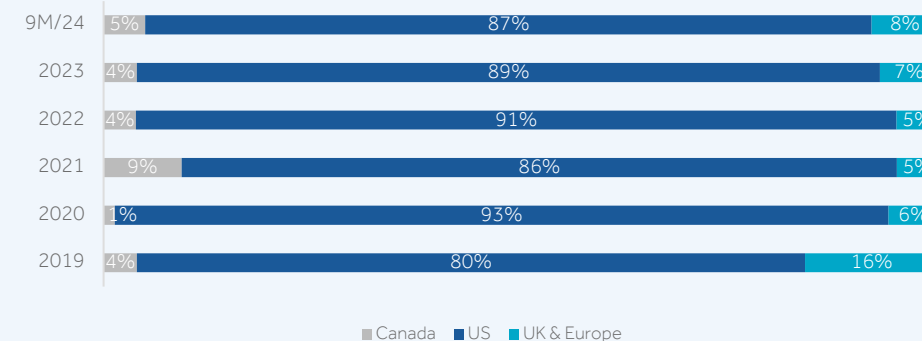
## Commissions & Fees revenue

C\$ millions, Fiscal years ended March 31



## Trading revenue

C\$ millions, Fiscal years ended March 31



# CG Principles of Corporate Social Responsibility and Sustainability

ESG approaches to supporting the well-being of our employees, clients and communities

## Operate with Integrity

We are committed to conducting our business in accordance with all applicable laws, rules and regulations and the highest ethical standards.

We maintain safe working environments and maintain policies to ensure the protection of human rights in our business and supply chains.

Our firmwide risk management framework is critical to maintaining our company's ongoing financial stability and business continuity.

## Respect People and Communities

We think locally and globally, understanding the impact that our actions and behaviours may have on the success and wellbeing of our colleagues, clients, and partners in all the regions where we operate.

We take care to respect the culture and customs in the regions where we operate and where we travel. We are compliant with all applicable laws governing equal employment and anti-discrimination.

Our firmwide Diversity Policy is centred on valuing the rich diversity among our employees and all those with whom we do business.

We empower our businesses and individuals to direct their charitable and volunteer efforts towards the causes and initiatives that will have a meaningful impact in their respective communities.

## Respect our Planet

In our efforts to create enduring value, we take care to reduce the impact of our day-to-day business activities on the environment.

Canaccord Genuity has also had a long-standing commitment to supporting companies and investors that are committed to positively impacting the planet.

We are committed to supporting the continued growth of capital markets and wealth management segments which focus on helping companies and investors advance their sustainability objectives and contribute to a better world.

As we endeavour to sustainably increase the value of our business, CG employees and partners incorporate our principles of corporate social responsibility and sustainability into every aspect of our business activities

# CG in the Community



SAVE A CHILD'S HEART



RAINBOW RAILROAD



# (TSX:CF): An Excellent Investment Proposition

Driven to create enduring value for our employees, clients and shareholders



Defensive business mix drives earnings power through market cycles



Growing wealth management businesses provide stable and predictable earnings contributions



Increasing shareholder returns through dividends and share repurchases



Strong balance sheet supports our capacity to invest in future growth



Capital markets businesses provide exposure to the most dynamic growth sectors in the global economy



Management and employees are in complete alignment with shareholders

# Analyst coverage

**Cormark Securities**

Jeff Fenwick

**Echelon Wealth  
Partners**

Rob Goff

**Raymond James**

Stephen Boland

**TD Securities Inc.**

Graham Ryding

Canaccord Genuity Group Inc. is followed by the analysts listed above. Please note that any opinions, estimates or forecasts regarding the Company's performance made by these analysts are theirs alone and do not represent opinions, forecasts or predictions of the Company or its management. Canaccord Genuity Group Inc. does not by its reference above or distribution imply its endorsement of or concurrence with such information, conclusions or recommendations.

# Financial highlights

Q3 Fiscal 2024

crg

# Financial results<sup>1</sup>: Three and nine months ended December 31, 2023

Improved business mix contributes to earnings stability through market cycles

C\$ thousands (except per share data)	Q3/24	Q3/23	Y/Y Change	9M 2024	9M 2023	Y/Y Change
Revenue	389,503	\$382,349	1.9%	1,070,454	\$1,092,959	-2.1%
Pre-tax net income	44,700	\$31,471	42.0%	94,087	\$109,538	-14.1%
Preferred dividend	-2,852	-\$2,391	19.3%	-8,556	-\$7,173	19.3%
Net income available to common shareholders	20,767	\$16,561	25.4%	28,042	\$54,442	-48.5%
<b>Earnings per diluted common share</b>	<b>\$0.20</b>	<b>\$0.16</b>	25.0%	<b>\$0.27</b>	<b>\$0.53</b>	-49.1%
Compensation ratio	57.3%	62.8%	(5.5)p.p.	56.9%	60.5%	(3.6)p.p.
Non-compensation ratio	31.2%	28.9%	2.3 p.p.	34.3%	29.5%	4.8 p.p.
Pre-tax profit margin	11.5%	8.2%	3.3 p.p.	8.8%	10.0%	(1.2)p.p.
Effective tax rate	25.5%	10.4%	15.1 p.p.	32.6%	23.7%	8.9 p.p.

- Strongest quarterly results of fiscal 2024
- Wealth Management businesses provide stable and growing earnings
- Capital Markets returned to profitability with a notable uptick in advisory completions
- A more profitable quarter resulting in an increase in EPS
- Compensation ratio remained within target levels

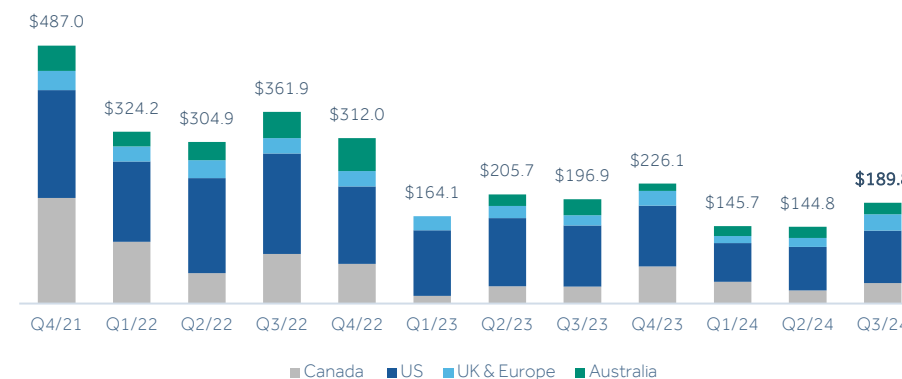


# Global Capital Markets

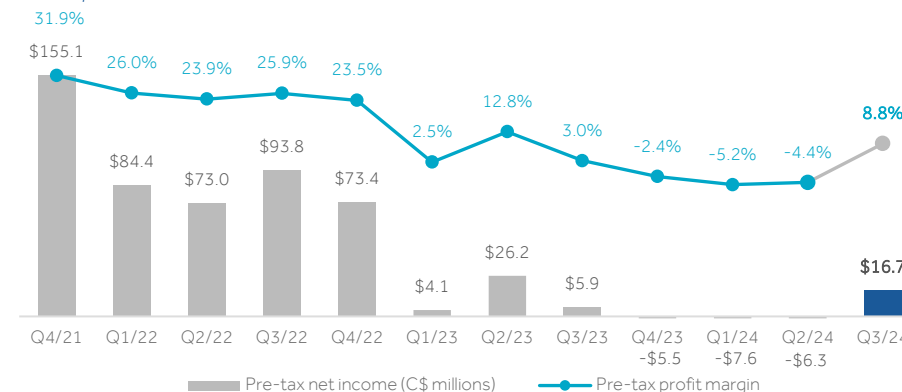
Three and nine months ended December 31, 2023

(C\$ thousands except percentages)	Q3/24	Q2/24	Q/Q Change	Q3/23	Y/Y Change	9M 2024	9M 2023	Y/Y Change
Commissions & Fees	\$37,849	\$39,454	-4.1%	\$39,800	-4.9%	\$118,351	\$112,380	5.3%
Investment Banking	\$39,895	\$30,875	29.2%	\$37,694	5.8%	\$100,288	\$85,662	17.1%
Advisory	\$74,599	\$46,017	62.1%	\$75,219	-0.8%	\$160,903	\$258,749	-37.8%
Trading	\$29,832	\$20,298	47.0%	\$34,969	-14.7%	\$73,162	\$90,252	-18.9%
Interest	\$6,616	\$7,394	-10.5%	\$7,899	-16.2%	\$23,756	\$14,995	58.4%
Other	\$1,052	\$771	36.4%	\$1,298	-19.0%	\$3,886	\$4,675	-16.9%
<b>Total</b>	<b>\$189,843</b>	<b>\$144,809</b>	<b>31.1%</b>	<b>\$196,879</b>	<b>-3.6%</b>	<b>\$480,346</b>	<b>\$566,713</b>	<b>-15.2%</b>
Compensation ratio <sup>1</sup>	58.6%	62.8%	(4.2) p.p.	62.5%	(3.9) p.p.	59.8%	59.2%	0.6 p.p.
Non-comp ratio <sup>1</sup>	30.3%	38.5%	(8.2) p.p.	31.3%	(1.0) p.p.	36.9%	31.5%	5.4 p.p.
Pre-tax profit margin <sup>1</sup>	8.8%	-4.4%	13.2 p.p.	3.0%	5.8 p.p.	0.6%	6.4%	(5.8) p.p.

Capital Markets Revenue by region  
C\$ millions, fiscal quarters



Pre-tax net income<sup>1</sup> (C\$ millions) and profit margin<sup>1</sup>  
Fiscal quarters

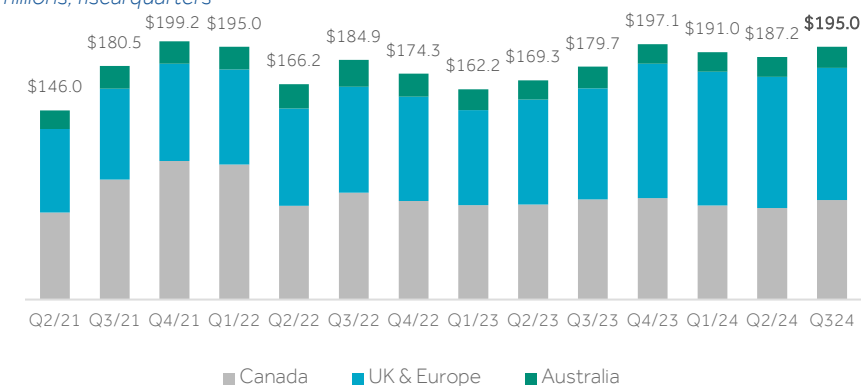


# Global Wealth Management

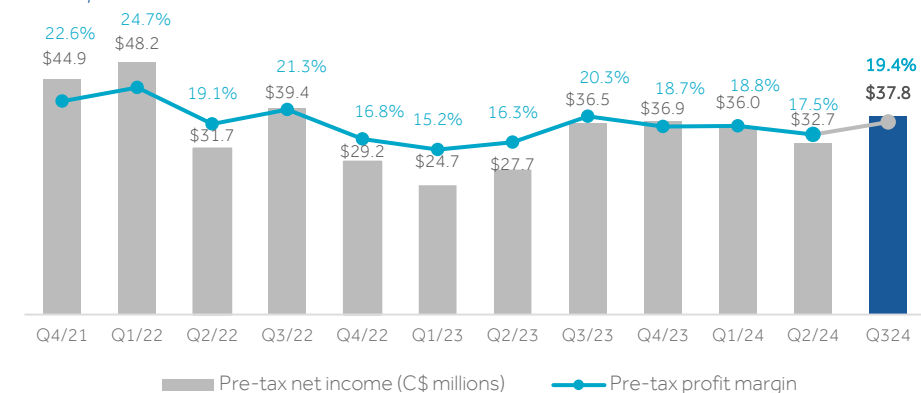
Three and nine months ended December 31, 2023

<i>(C\$ thousands except percentages)</i>	Q3/24	Q2/24	Q/Q Change	Q3/23	Y/Y Change	9M 2024	9M 2023	Y/Y Change
Revenue - Canada	\$77,035	\$70,813	8.8%	\$77,364	-0.4%	\$220,462	\$223,754	-1.5%
Revenue - UK & Europe	\$101,829	\$101,004	0.8%	\$85,691	18.8%	\$306,005	\$239,998	27.5%
Revenue - Australia	\$16,178	\$15,409	5.0%	\$16,633	-2.7%	\$46,826	\$47,443	-1.3%
<b>Total</b>	<b>\$195,042</b>	<b>\$187,226</b>	<b>4.2%</b>	<b>\$179,688</b>	<b>8.5%</b>	<b>\$573,293</b>	<b>\$511,195</b>	<b>12.1%</b>
<i>(C\$ millions except percentages)</i>	Q3/24	Q2/24	Q/Q Change	Q3/23	Y/Y Change	9M 2024	9M 2023	Y/Y Change
Client Assets <sup>3</sup> - Canada	\$36,311	\$35,309	2.8%	\$34,735	4.5%	\$36,311	\$34,735	4.5%
Client Assets <sup>3</sup> - UK & Crown Dependencies	\$56,776	\$52,565	8.0%	\$54,403	4.4%	\$56,776	\$54,403	4.4%
Client Assets <sup>3</sup> - Australia	\$6,120	\$5,465	12.0%	\$5,250	16.6%	\$6,120	\$5,250	16.6%
<b>Total<sup>3</sup></b>	<b>\$99,207</b>	<b>\$93,339</b>	<b>6.3%</b>	<b>\$94,388</b>	<b>5.1%</b>	<b>\$99,207</b>	<b>\$94,388</b>	<b>5.1%</b>
Compensation ratio <sup>2</sup>	48.1%	49.0%	(0.9) p.p.	52.2%	(4.1) p.p.	48.6%	54.6%	(6.0) p.p.
Non-comp. ratio <sup>2</sup>	29.4%	30.5%	(1.1) p.p.	23.8%	5.6 p.p.	29.9%	24.5%	5.4 p.p.
Pre-tax profit margin <sup>2</sup>	19.4%	17.5%	1.9 p.p.	20.3%	(0.9) p.p.	18.6%	17.4%	1.2 p.p.

Wealth Management revenue by region<sup>1</sup>  
C\$ millions, fiscal quarters



Pre-tax net income<sup>2</sup> (C\$ millions) and profit margin<sup>2</sup>  
Fiscal quarters



1. Beginning in Q3 fiscal 2020, amounts include Australia wealth management
2. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation
3. Client Assets in C\$ millions

# Solid Capital Position

Well capitalized for continued investment in our strategic priorities

<i>C\$ millions (except for per share amounts and number of shares)</i>	Q2/24 (As at September 30, 2023)	Q3/24 (As at December 31, 2023)	% Change
Working Capital <sup>1,2</sup>	\$699.7	\$719.9	2.9%
Shareholders' Equity	\$978.8	\$994.2	1.6%
Preferred Shares	\$205.6	\$205.6	0.0%
Common Shares - Issued & Outstanding	101,993,084	102,189,077	0.2%
Common Shares - Average Diluted	<i>n/a</i>	104,519,491	<i>n.m.</i>

✓ Strong, liquid balance sheet protects our ability to compete efficiently

✓ Able to support increased business activities and invest in opportunities to capture additional market share

✓ Supports regulatory capital requirements across regions and through all market cycles