

# Q3

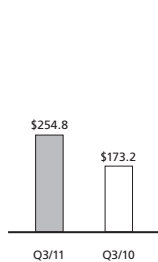
# CANACCORD FINANCIAL INC.

FISCAL THIRD QUARTER 2011 FACT SHEET

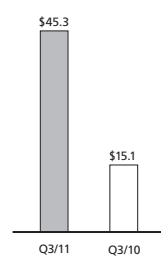
## ABOUT CANACCORD FINANCIAL INC.

Through its principal subsidiaries, Canaccord Financial Inc. is a leading independent, full-service financial services firm, with operations in two principal segments of the securities industry: wealth management and global capital markets. Since its establishment in 1950, Canaccord 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 and investment banking services. Canaccord has 41 offices worldwide, including 31 Wealth Management offices located across Canada. Canaccord Genuity, the international capital markets division, operates in Canada, the U.S., the U.K., China and Barbados. Canaccord Financial Inc. is publicly traded under the symbol CF on the TSX and the symbol CF. on AIM, a market operated by the London Stock Exchange.

### REVENUE (C\$ millions)

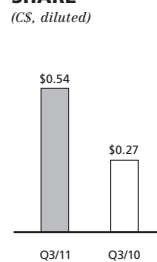


### NET INCOME\* (C\$ millions)

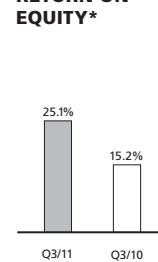


\* Excluding acquisition-related expense items

### EARNINGS PER SHARE\* (C\$, diluted)

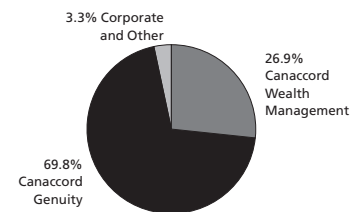


### ANNUALIZED RETURN ON EQUITY\*



## Q3/11 – THREE MONTHS ENDED DECEMBER 31, 2010

### REVENUE BY BUSINESS SEGMENT



### CANACCORD GENUITY

\* Excluding acquisition-related expense items

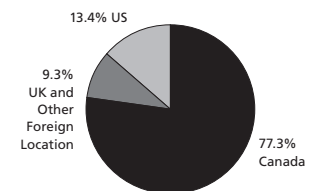
(C\$ thousands)	Q3/11	Q3/10
Revenue		
Canada	\$121,385	\$ 67,352
UK and Other Foreign Location	23,755	26,754
US	32,618	21,984
Total revenue	\$177,758	\$116,090
Income before intersegment allocations and income taxes	\$ 58,635	\$ 27,980
Intersegment allocations	2,734	2,371
Income before income taxes	\$ 55,901	\$ 25,609

### CANACCORD WEALTH MANAGEMENT

(C\$ thousands, except number of IAs)

	Q3/11	Q3/10
Revenue		
Canada	\$67,044	\$50,900
US	1,555	833
Total revenue	\$68,599	\$ 51,733
Income before intersegment allocations and income taxes	17,491	9,686
Intersegment allocations	8,444	9,773
Income before income taxes	9,047	(87)
Assets under management (AUM) (C\$ millions)	\$ 514	\$ 423
Assets under administration (AUA) (C\$ millions)	\$16,006	\$12,210
Number of Advisory Teams	272	327

### GEOGRAPHIC DISTRIBUTION OF REVENUE



### BALANCE SHEET MEASURES (C\$ millions, except BVPS)

	Q3/11	Q2/11	Q3/10
Cash & cash equivalents	\$713.1	\$636.9	\$782.6
Shareholders' equity	\$723.6	\$679.3	\$400.7
Working capital	\$387.9	\$340.2	\$327.0
Book value per diluted share	\$ 8.42	\$ 8.03	\$ 7.00

### Shareholder contact

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Email: service@computershare.com  
Internet: computershare.com

### General shareholder inquiries and information

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Phone: 416-869-7293  
Email: investor.relations@canaccord.com  
Website: www.canaccordfinancial.com

### Financial information

Visit [canaccordfinancial.com](http://canaccordfinancial.com) for additional financial information. To view Canaccord's regulatory filings on SEDAR please visit [sedar.com](http://sedar.com).

### Share information

Trading symbol:  
TSX: CF  
AIM: CF.

Average shares outstanding (diluted): 83.6 million shares as of December 31, 2010. Issued and outstanding shares as of December 31, 2010: 82.6 million.

### Common share dividends

On February 10, 2011, the Board of Directors approved a quarterly dividend of \$0.075 per share, payable on March 15, 2011, with a record date of March 4, 2011.