

# Fiscal second quarter 2017

INVESTOR PRESENTATION | November 2016



UK US  
CA UK US  
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# Caution Regarding Forward Looking Statements

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This document may contain certain “forward-looking information” (as defined under applicable securities laws). These statements relate to future events or future performance and include management’s expectations, beliefs, plans, estimates, intentions, and similar statements concerning anticipated future events, results, circumstances, performance or expectations that are not historical facts, business and economic conditions and Canaccord Genuity Group Inc.’s (the “Company”) growth, results of operations, market position, ability to compete and future financial or operating performance of the Company, performance and business prospects and opportunities. Such forward-looking information reflects management’s current beliefs and is based on information currently available to management. In some cases, forward-looking information 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. By its very nature, forward-looking information involves 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 information. In evaluating these statements, readers should specifically consider various factors, which 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, the risks and uncertainties discussed from time to time in the Company’s interim and annual consolidated financial statements and its Annual Information Form filed on [www.sedar.com](http://www.sedar.com). Readers are cautioned that the preceding list of material factors or assumptions is not exhaustive. 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, future developments or otherwise.

## Non-IFRS measures

Certain non-IFRS measures are utilized by Canaccord Genuity 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.

Canaccord Genuity’s capital is represented by common 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. Book value per diluted common share is calculated as total common shareholders’ equity divided by the number of diluted common shares outstanding and commencing in Q1/14, adjusted for shares purchased under normal course issuer bid (NCIB) and not yet cancelled, and estimated forfeitures in respect of unvested share awards under share-based payment plans.

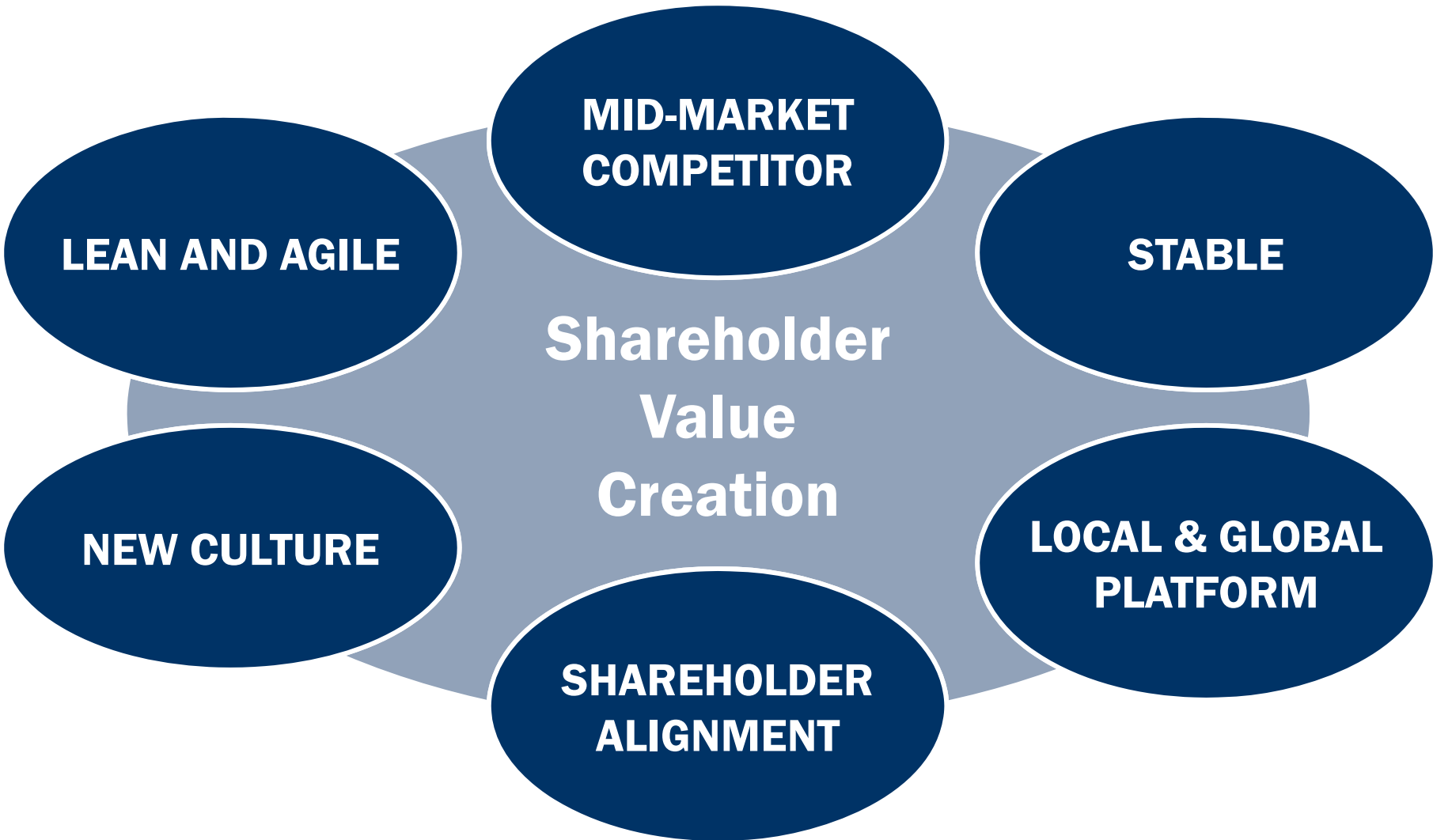
Assets under administration (AUA) and assets under management (AUM) are non-IFRS measures of client assets that are common to the wealth management business. AUA – Canada, AUM – Australia or AUM – UK and Europe is the market value of client assets managed and administered by Canaccord Genuity from which Canaccord Genuity 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 Account Program. Services provided include the selection of investments and the provision of investment advice. Canaccord Genuity’s method of calculating AUA – Canada, AUM – Canada, AUM – Australia and AUM – UK and 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 Canaccord Genuity and is included in AUA – Canada.

Financial statement items that exclude significant items are non-IFRS measures. Significant items for these purposes are defined as including restructuring costs, amortization of intangible assets acquired in connection with a business combination, impairment of goodwill, and acquisition-related expense items, which include costs recognized in relation to both prospective and completed acquisitions as well as gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations.

Management believes that these non-IFRS measures will allow for a better evaluation of the operating performance of Canaccord Genuity’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 Canaccord Genuity’s core operating results. A limitation of utilizing these figures that exclude significant items is that the IFRS accounting for these items does in fact reflect the underlying financial results of Canaccord Genuity’s business; thus, these effects should not be ignored in evaluating and analyzing Canaccord Genuity’s financial results. Therefore, management believes that Canaccord Genuity’s IFRS measures of financial performance and the respective non-IFRS measures should be considered together.

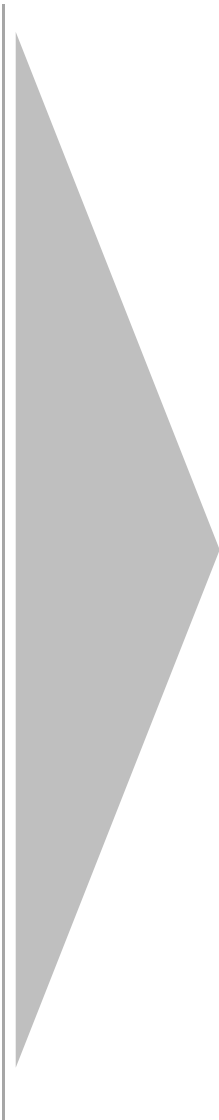
# Our vision for Canaccord Genuity remains consistent

Focused, Independent Mid-market Investment Bank With a Stable Wealth Management Business



# Commitment to Stronger Bottom Line Performance

Our key priorities to create long term shareholder value have not changed



- 1 Enhance Operating Efficiency**
- 2 Improve Alignment**
- 3 Drive Individual Business Unit Performance**
- 4 Create Stability**
- 5 Establish New Culture**
- 6 Net Income Focus**

# Fiscal second quarter 2017 highlights

## Delivering on our commitments

### Create Stability

#### Diversify revenue streams

- Q2 principal trading revenues increased 53% y/y
- Increasing scale and asset growth in Canadian and UK & Europe wealth management businesses, \$34.4 billion total assets under management

#### \$60 million private placement to finance growth in Canadian wealth management

- Achieved profitability in Canadian wealth management operations
- Actively recruiting advisors to increase AUA
- Recurring revenue from fee-based assets offsets inherent volatility of capital markets business
- Additional scale will enhance profitability and efficiency
- Independent platform becoming increasingly attractive to established advisors
- Growing wealth management platform supports our increasingly well-positioned capital markets business in Canada

### Expense Management

#### Quarterly operating expenses<sup>1</sup> reduced by 7.4% year over year

- Q2 operating expenses of \$86.6 million
- On track to deliver \$30 million annualized savings
- Firm wide G&A expense for Q2 reduced by 17.8% y/y
- Continue to examine operating efficiencies across front & back office operations

1. Excluding significant items and incentive compensation

### Drive performance

#### Increase net income focus in all business units

- Lean, focused platform where all businesses are able to contribute
- Recruiting top quality teams to increase market share in capital markets and wealth management
- Improving collaboration between Capital Markets and Wealth Management businesses
- Invested in Natural Resources capability through the cycle and well positioned to meet growing demand

# Enhance Operating Efficiency

On track to permanently reduce certain operating costs

## H2 2016

- \$17 million in restructuring costs
- Net headcount reductions of 92
- Added new hires in core sectors

## H1 2017

- Targeted \$10 million savings in G&A, communications, technology and trading costs
  - **Annualized savings of \$11.5 million year over year**
- H1/17 total operating expenses<sup>1</sup> reduced by 7% year-over-year to \$173 million
  - **Net headcount reduction of 131 since Q3 restructuring announcement**

## Fiscal 2017 outlook<sup>2</sup>

- Reducing Toronto office space footprint will deliver annual savings of \$1 million after fiscal 2017
- Operating efficiencies in Canadian wealth management to improve as scale increases
- Additional G&A savings anticipated as measures take effect through F2017 and F2018

Notes: Savings, costs and reductions in fiscal 2017 reflect management's estimates. Actual results may be different.

\*Measured in Canadian dollars

1. Operating expenses exclude significant items and incentive compensation

2. Excludes anticipated non-recurring charges of related to the rationalization of Toronto office space, costs associated with the transition of new advisors and clients onto the Canadian wealth management platform and charges in connection with certain stock-based awards and contractual compensation payments. The aggregate of these costs is expected to be \$6 million

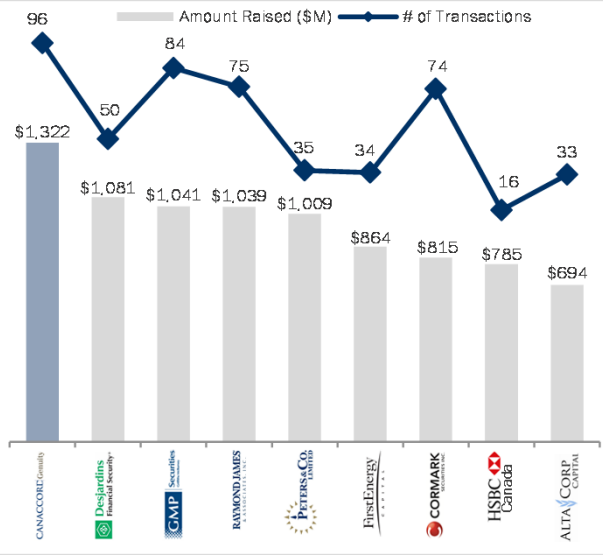
# Drive Business Unit Performance in Canada

## Clearly establish Canaccord Genuity as the dominant independent Canadian investment bank

<h3>Investment Banking</h3>	<ul style="list-style-type: none"> <li>• Successfully recruiting into our strategic sectors</li> <li>• Realigned our natural resource focus and leadership (Energy and Mining)</li> <li>• Top Canadian underwriter by number of transactions over last 5 fiscal years<sup>1</sup></li> <li>• Leading independent investment dealer for IPOs over past 5 fiscal years</li> <li>• Sole independent with a dedicated global M&amp;A practice</li> </ul>
<h3>Sales &amp; Trading</h3>	<ul style="list-style-type: none"> <li>• Top independent trader<sup>2</sup></li> <li>• Establishing Central Funding Platform to better utilize existing inventory positions across equities, fixed income and treasury positions</li> <li>• Expanding ETF institutional client coverage, developing custom products to meet demand</li> <li>• Trading with several new domestic and cross-border clients</li> <li>• New product focus to deliver growth with modest investment: ETFs, F/X, Stock Loan/Borrow</li> <li>• Increasing global product placement into Canada</li> </ul>
<h3>Research</h3>	<ul style="list-style-type: none"> <li>• Improved global collaboration</li> <li>• Highest rated independent equity research, covering more stocks than other independents</li> <li>• 7 ranked analysts in the Thomson Reuters 2016 Analyst Awards</li> </ul>
<h3>Other</h3>	<ul style="list-style-type: none"> <li>• Sole Canadian independent with full, localized operations in UK &amp; Europe, US, and Asia Pacific to support distribution outside Canada</li> <li>• Improving systems to provide more discipline around account coverage</li> <li>• Increased marketing activity with key clients in Metals &amp; Mining Sector</li> </ul>



Leading independent investment bank in Canada



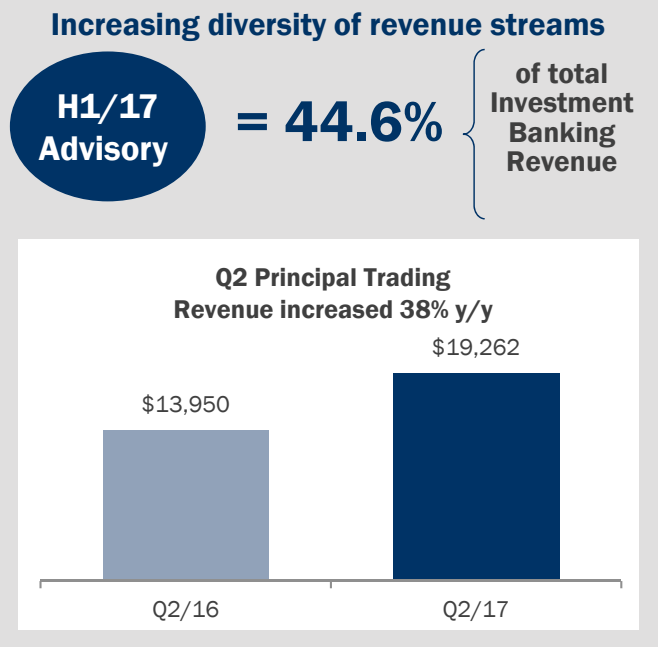
1. Transactions over \$1.5 million, excludes converts, prefs, full credit league table  
 2. Block trades, April 2015 to September 2016

(Source: FP Infomart, January - September, 2016)

# Drive Business Unit Performance in the US

Strategically strengthening our US operations to enhance our global platform

<p><b>Investment Banking</b></p>	<ul style="list-style-type: none"> <li>Strengthened core teams and sector coverage in alignment with global efforts</li> <li>Benefiting from investments made last year in HCIT, REITs and Industrials</li> <li>M&amp;A contributing increased share of total revenue</li> <li>Debt, Restructuring and Sponsors capability expanding opportunities for increasing share of wallet</li> <li>ECM activity increasing</li> </ul>
<p><b>Sales &amp; Trading</b></p>	<ul style="list-style-type: none"> <li>Growing less cyclical businesses with support from recent new hires</li> <li>Seeing success in expanding trading-related businesses (Options, risk arbitrage, fixed income, electronic and equity trading driven accounts)</li> <li>Cross selling remains a focus, more international flow with Canada and UK desks, improving cross-desk flows in US</li> <li>All business units contributing to performance</li> </ul>
<p><b>International Trading</b></p>	<ul style="list-style-type: none"> <li>Healthy flows despite lower volatility</li> <li>Excellent traction in growing US/Canada dual listed flows</li> <li>Principal Trading set for further growth due to prior investments in systems, sales, and offerings such as NMS, cross-border solutions, and new accounts ramping</li> </ul>
<p><b>Equity Research</b></p>	<ul style="list-style-type: none"> <li>Enhancing cross-border marketing of research and corporate access</li> <li>Seeing benefits from research coverage expansion in REITs, Healthcare IT and Industrials, aligned with core sector focus</li> <li>New Restaurants and Specialty Pharm analysts added</li> <li>Introducing Quest® in 2016</li> </ul>
<p><b>Other</b></p>	<ul style="list-style-type: none"> <li>Instituted a disciplined and systematic plan to save on T&amp;E and other costs</li> <li>Completed NYC US headquarters move to improved, more efficient workspace</li> <li>Lowered costs and improved returns on our marketing spend</li> </ul>

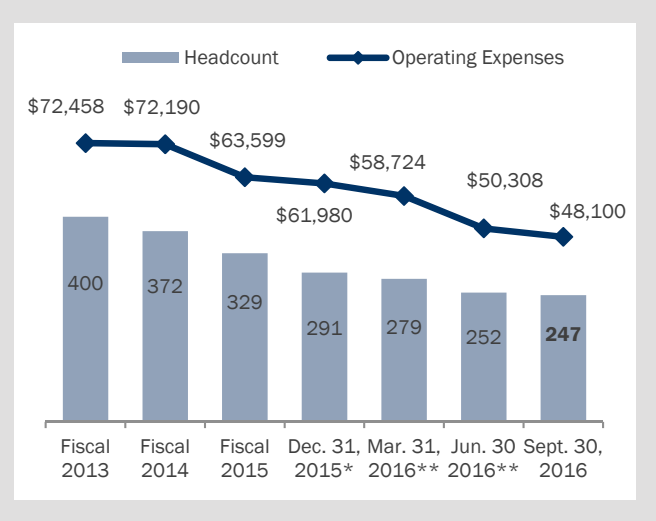




# Drive Business Unit Performance in the UK & Europe

## A leaner, more focused mid-market securities and investment banking business

<h3>Investment Banking</h3>	<ul style="list-style-type: none"> <li>• Outlook for capital raising activity was uncertain following EU referendum result</li> <li>• Differentiated global offering provides competitive advantage post UK referendum result</li> <li>• Recent senior hires in Paris Debt Advisory, Sponsor Coverage, Real Estate and Healthcare now in place and contributing to pipeline</li> <li>• Mid-market strengths now in alignment with global efforts</li> <li>• Improved alignment with equities business</li> <li>• Improved outlook, despite uncertain near-term capital markets environment</li> </ul>
<h3>Investment Companies Team</h3>	<ul style="list-style-type: none"> <li>• Prominent reputation in the UK market</li> <li>• Stable revenue, profitable contributor</li> <li>• Strengthened Financials capability on Corporate Broking team</li> </ul>
<h3>Sales &amp; Trading</h3>	<ul style="list-style-type: none"> <li>• Launched dedicated UK International Desk to drive revenues from regional sales and trading teams</li> <li>• Improve alignment with Global Equity Research</li> <li>• Improved systems to provide more discipline around account coverage</li> </ul>
<h3>Equity Research</h3>	<ul style="list-style-type: none"> <li>• Repositioned to align core sector coverage with global capability</li> <li>• Online Gaming Conference in September established sector leadership</li> <li>• Selective hires to enhance research quality and coverage (Real Estate, Financials, Technology, Retail)</li> </ul>



Notes:  
 - Headcount is at end of period  
 - Operating Expenses exclude significant items and incentive compensation  
 \*Operating expenses are for the 9-month period annualized over 12 months  
 \*\*operating expenses for Q4/16, Q1/17 and Q2/17 are annualized over 12 months

# Drive Business Unit Performance in Asia-Pacific

## Investments to strengthen Australian operations now driving performance in the region

<h3>Investment Banking</h3>	<ul style="list-style-type: none"> <li>• Diversified business covering core sectors</li> <li>• Q2 Investment banking revenue increased 288% y/y</li> <li>• Metals &amp; Mining capability delivering results in resource sector turnaround</li> <li>• Strengthened mid-market Energy practice in Australia</li> <li>• Consistently ranked one of the Top Independent Investment Banks in Australia</li> <li>• Improved visibility on execution of large pipeline in Australia</li> <li>• Beijing an “intel” office for cross-border M&amp;A</li> </ul>
<h3>Sales &amp; Trading</h3>	<ul style="list-style-type: none"> <li>• Institutional sales team integrated across Hong Kong and Australia</li> <li>• Strong relationships with institutional and HNW investors across Asia-Pacific</li> <li>• Global Institutional access to ASX corporates is a key differentiator across global platform</li> <li>• Access to Hong Kong based institutional investors from a fully licensed local office is a key differentiator from peers in the region</li> <li>• Opportunity to increase cross-border trading to Australian-based global equity managers</li> </ul>
<h3>Equity Research</h3>	<ul style="list-style-type: none"> <li>• Leveraging global research to expand coverage across region</li> <li>• Introducing Quest® to increase client service levels and drive differentiation</li> <li>• Highly ranked research team of 12 analysts expected to grow coverage from 90 companies to more than 150</li> </ul>
<h3>Other</h3>	<ul style="list-style-type: none"> <li>• Strategic streamlining of Asia business to optimize resources in the region</li> <li>• Australia becoming increasingly important to global franchise</li> </ul>



### A Leading Independent Investment Dealer

	Broker	Split Proceeds
1	UBS	3,698
2	Macquarie Group	2,998
3	Credit Suisse	2,162
4	JP Morgan	1,257
5	Deutsche Bank	896
6	Citi	844
7	Morgans Financial Ltd.	680
8	Bell Financial Group Ltd.	615
9	<b>Canaccord Genuity</b>	<b>590</b>
10	Bank of America Merrill Lynch	456

Completed Equity & Equity Related Offerings (IPO, Rights Issue, Placement)  
 1 Jan 2016 – 30 Sept. 2016  
 Source: ThompsonReuters

# \$60 million investment to fund growth in Canadian Wealth Management

## Well positioned to become leading independent in Canada

### The Offering

#### **\$60 million private placement of convertible unsecured debentures of Canaccord Genuity Group Inc.**

- Significant investment from one of Canada's leading financial institutions
- Closed October 27, 2016

#### **Prudent growth capital for the Company that strengthens relationship with major long-term investor**

- Debentures will bear interest at a rate of 6.50% per annum, payable semi-annually on the last day of June and December each year commencing December 31, 2016 with a maturity date of December 31, 2021
- Convertible at the holder's option into the Company's common shares at a conversion price of \$6.50 per share
- Debentures mature on December 31, 2021 and may be redeemed by the company, in certain circumstances on or after December 31, 2019

#### **Provides capital flexibility to grow Canadian Wealth Management business**

### Strategic Rationale

#### **Unique and immediate opportunity to increase assets under management**

- Growing our wealth management businesses is consistent with our overall strategy
- Recent hires and highly likely recruiting opportunities represent new assets of approximately \$2.5 billion in Canada
- By increasing scale, we can enhance profitability & efficiency in our businesses

#### **Our leading independent platform has become increasingly attractive to established advisors**

- Banks have been aggressively modifying their wealth management business models, which has resulted in advisor terminations and numerous disenfranchised advisors

#### **A prudent and efficient way to increase assets under management**

- Recent acquisitions in the industry have been valued in the range of 1.5% to 2.5% of assets
- Selective hires eliminate risk of acquiring underperforming assets
- Avoids significant cost restructuring compared to an acquisition

#### **Seamless integration and accretive to earnings after initial transition costs**

- Recent investments in improving our infrastructure means that new advisors, assets and revenues can be absorbed with minimal to moderate recurring costs related to real estate, support staff and management

#### **Enhances earnings stability**

- Recurring revenue helps to offset the inherent volatility of capital markets business
- Potential to drive incremental growth in our capital markets revenue

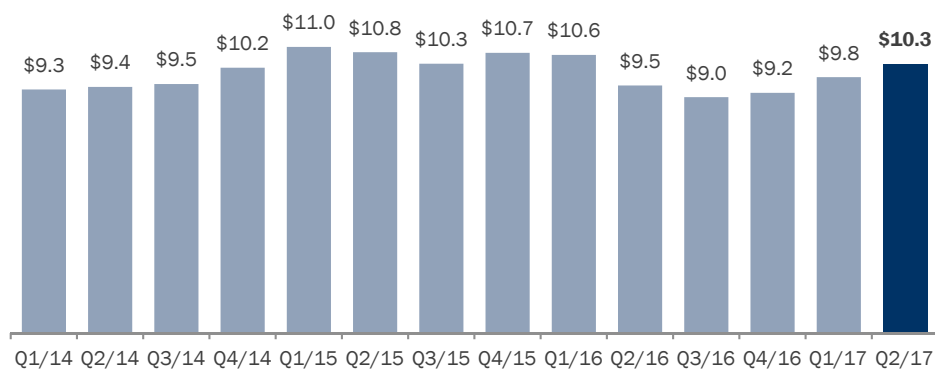
#### **Supports our integrated capital markets business**

- Cross-selling
- Franchise becoming increasingly relevant

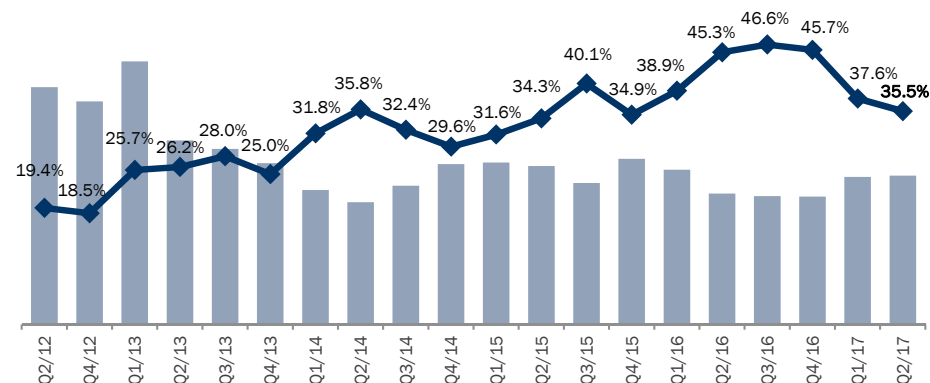
# Drive Business Unit Performance in Canadian Wealth Management

Determined resolve and aggressive response to challenging markets and industry upheaval

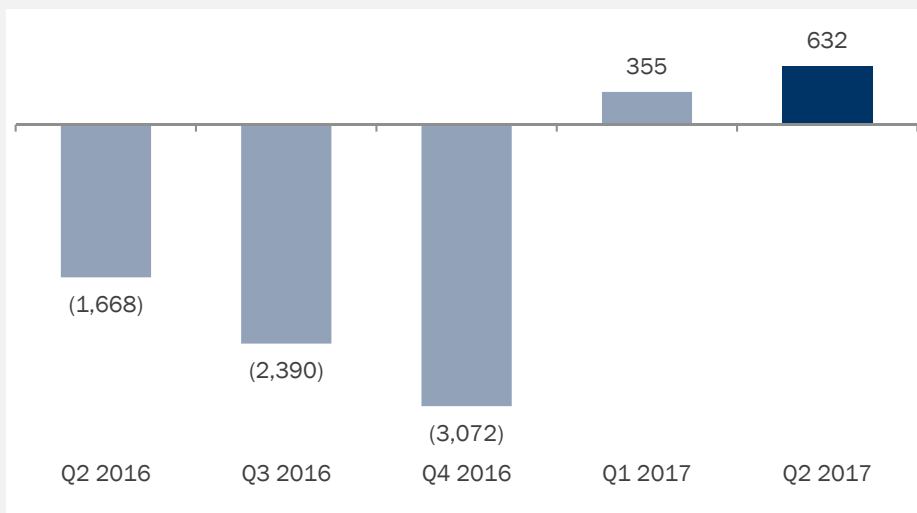
## Client Assets – (C\$/£ billions)



## Fee-based Revenue as a Percentage of Wealth Management Revenue Canada - Canaccord Genuity fiscal quarters



## Q2 Net Income improvement of 137% y/y – (C\$ thousands)



Notes:  
– Income (loss) before income taxes, excluding significant items

## On track to become the leading independent Canadian Wealth Management Business

Fee-based revenue as a % of total revenue during fiscal Q2/17: 35.5%

- A key distribution channel for capital markets transactions
- Increased assets due to improved transaction activity and market gains
- Technology, product and service offerings are well positioned for recruiting opportunities
- Asset growth, recruiting and cost management key to achieving profitability in first half of fiscal 2017
- Strong progress on recruiting, attracting leading advisory teams with support from a \$60 million private placement to a major Canadian asset manager and long time shareholder

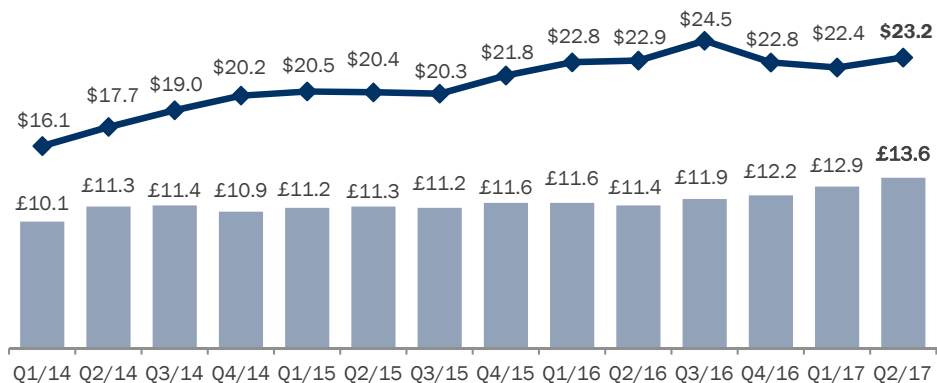
## Share of Client Assets and Sophisticated Investment Solutions have Contributed to Improving Revenue Mix

- New initiatives on pricing to be introduced
- Over \$250 million AUM in in-house proprietary asset management and ETF products

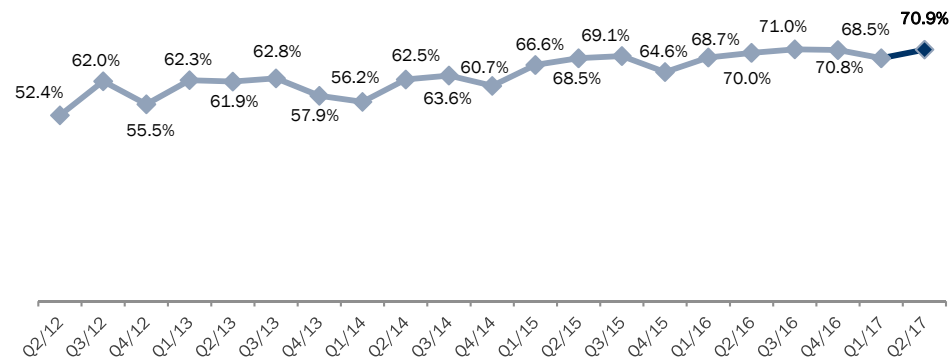
# Continue to Drive Results in UK & Europe Wealth Management

Important asset with significant value creation opportunities

Client Assets – (C\$ billions)<sup>1</sup>



Fee-based Revenue as a Percentage of Wealth Management Revenue  
UK & Europe- Canaccord Genuity fiscal quarters



## UK & Europe

- Fully integrated wealth management business targeted at affluent private investors, either directly or through financial intermediaries
- Operational and technological infrastructure in place to support growth and cost efficiencies
- Actively reviewing strategic expansion opportunities, well positioned to grow if others falter post EU referendum result
- Award winning portfolio management, asset management, stockbroking and wealth planning (Shares Award – Best Wealth Manager; IFC City Wealth – Best Wealth Manager in Channel Islands and Isle of Man)

## Significant Contributor of Recurring, Fee-based Revenue

Fee-based revenue as a % of total revenue during fiscal Q2/17: **70.9%**

- Key strategic asset for the firm
- Net inflows steadily improving
- Strong organic growth rates now being evidenced Q/Q
- Further organic growth potential from domestic intermediaries and international fund management companies (a growing source of revenues)
- Bolstered sales leadership with multiple recruits from major competitors
- Successfully launched the CGWM Global Equity Fund, powered by Quest®
- In-house investment funds above C\$1 billion.

1. C\$ billions, pro forma for periods prior to CSHP acquisition. Exchange rate at end of each period  
Note: All dollar amounts are stated in Canadian dollars unless otherwise indicated

# Stability

## Significantly reduce volatility in our earnings model

### Focused diversification strategy

- Global platform provides opportunities to benefit from activity in all our geographies
- Sales & Trading desks coordinated across geographies
- Harnessing opportunities to drive incremental revenue growth

### M&A, Advisory and Restructuring practice

- Well positioned to continue benefiting from domestic and cross-border activity
- Highly experienced and respected M&A teams covering the globe
- H1/17 advisory revenue contributed to 44% of total investment banking revenue
- Growing contribution from Debt Finance & Restructuring business

### Invest strategically in our wealth management platforms

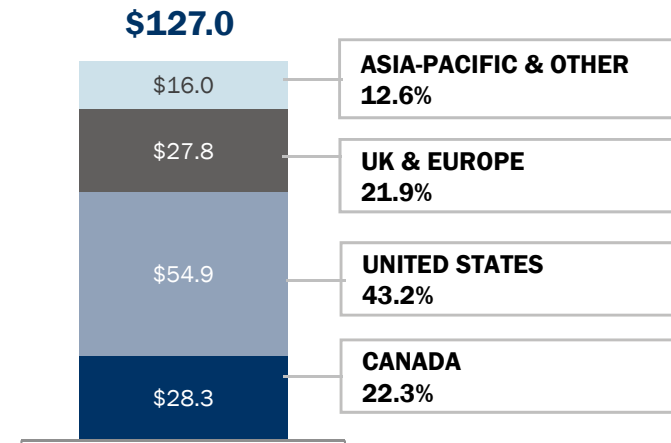
- Excellent recruiting environment supporting AUA growth in Canadian wealth management
- Harness additional opportunities for organic growth in Canada, UK & Europe
- Pursue opportunities to improve scale in UK & Europe

### Invest in growing asset management business

- In-house manufacturing (GPS Optimized Portfolios)
- Investment in expanding ETF Capabilities
- Assets in UK investment funds up 41% y/y

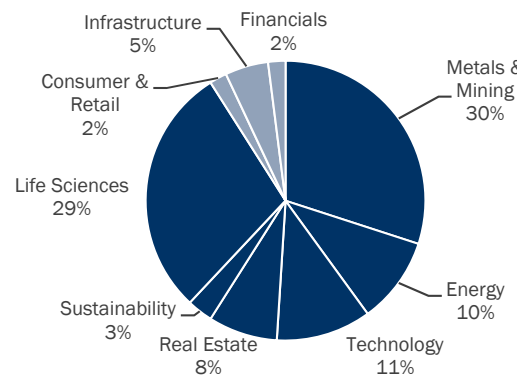
### Fiscal Second Quarter 2017 Capital Markets Revenue Breakdown

C\$ Millions

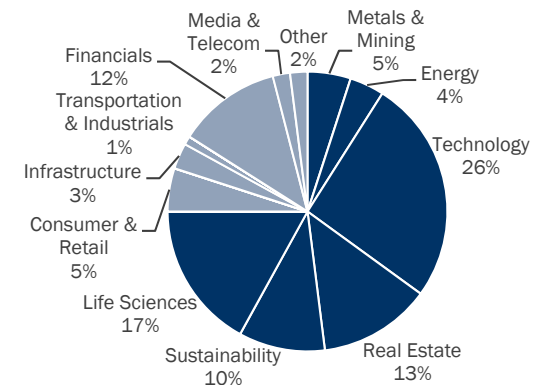


### Sector and geographic diversity

Q2/17, % of Revenue



Fiscal 2016, % of Revenue



# Alignment with Shareholders

## Equity participation by Executives, Employees and Board of Directors

### Compensation linked to successful delivery of strategic objectives

#### President & CEO compensated primarily in Common shares

- Surrendered full amount of F2016 stock award in connection with CEO appointment
- Share-based compensation now governed by Long Term Incentive Program (LTIP)
- Total equity interest post private placement of ~3%<sup>1</sup>

#### Net Income Focus

- Senior leaders have increased relationship with net income

### High employee ownership supports partnership culture

#### 40% employee ownership<sup>2</sup>

#### Private placement closed in July, 2016

- Program designed to increase long-term share ownership by senior business leaders
- Aligning employees and senior business leaders with shareholders is a key priority for the organization

#### Long Term Incentive Plan (LTIP)

- Deferred compensation for Senior Executives and top CG producers awarded in the form of restricted share units
- Typically vest over three years

#### Employee Share Purchase Plan (ESPP)

- Match employee share purchases on 1:1 basis

### Board of Directors

- Executive Chairman holds total equity interest of 3.75%<sup>1</sup>
- Board-related costs reduced through a number of measures, in alignment with overall cost containment initiatives

1. Common shares plus RSUs

2. Fully diluted common shares; management estimate

# A Strong Culture to Drive our Success

We must perform to our full potential in any market

1	<b>We are Partners</b>	How we interact with each other is critical to our culture. As a global investment bank, we differentiate ourselves every day by providing a truly global perspective, which by its very nature is a product of extensive collaboration and cooperation across borders and business units. <b>As partners, we share good ideas and best practices; provide introductions and assistance and treat each other with dignity and respect.</b>
2	<b>We are Entrepreneurial</b>	We are not a large bank and must strive to be a flat organization, by eliminating bureaucratic thinking and fostering innovation. <b>We are fortunate to be nimble in our ability to recognize new opportunities and to take calculated risks, as we aggressively pursue our clients' interests.</b>
3	<b>We are Collegial</b>	We want to be the company where people feel empowered to satisfy their client's expectations with the help of all of their partners. <b>We support our international colleagues to do their best work, by encouraging an environment that is friendly, collaborative and open.</b>
4	<b>We Work Hard</b>	As a mid-market investment bank, we do not have many of the advantages (or disadvantages) of our larger competition. <b>We work harder and smarter, preparing more for every client meeting, harnessing opportunities to build our expertise and skills and we always make the extra effort to create successful outcomes for our clients and our business.</b>
5	<b>We Operate with Integrity</b>	From the types of clients we represent to the quality of our research and the people we hire, we must always operate with strength of character and integrity. <b>We always strive to act ethically and honestly.</b>
6	<b>We are Earnings Focused</b>	Many of us are shareholders and we know that the end result of all our efforts must be in a sustainably stronger share price. Achieving this is a function of higher revenue and importantly, lower costs. <b>We all need to make smart decisions about how we use valuable resources and how we can improve efficiencies across our business.</b>

## Connect People to Performance

- Stronger global and back/front office coordination
- Focus on profitability, not just revenue

## Improve Global Policies

- Global trading policy reduces ambiguity and puts clients first
- Compensation structure encourages collaboration

## Capitalize on Our Differentiators

- Independence provides a level of agility that helps us stay competitive and exceed clients' expectations

## Examine Global Brand Strategy

- Ensure corporate identity resonates with clients, employees and shareholders



# Financial performance

Capital Metrics, Quarterly Performance, Annual Performance  
Canaccord Genuity – Financial snapshot  
Wealth Management – Financial snapshot

# Solid Capital Position

## Well capitalized for continued investment in key priorities

- Able to support increasing business activities and invest in opportunities to capture additional market share
- Strong, liquid balance sheet
- Prepared for evolving regulatory environment
- Closed \$60 million private placement in October, 2016

(in C\$ millions, except for per share amounts and number of shares)	Q1/17 (As at June 30, 2016)	Q2/17 (As at September 30, 2016)	% Change
<b>Working capital</b>	\$385.7	\$385.3	(0.1%)
<b>Working capital per common share<sup>1</sup></b>	\$3.35	\$3.34	(0.3%)
<b>Cash &amp; cash equivalents</b>	\$282.2	\$317.5	12.5%
<b>Shareholders' equity</b>	\$735.7	\$727.9	(1.1%)
<b>Preferred shares</b>	\$205.6	\$205.6	--
<b>Book value per common share<sup>1</sup></b>	\$4.75	\$4.70	(1.1%)
<b>Common shares outstanding – diluted</b>	115,167,000	115,222,000	(0.05%)

1. Based on diluted shares outstanding  
n.m.: not meaningful

# Canaccord Genuity Group Inc.: Financial Snapshot

## CANACCORD GENUITY GROUP INC.: GLOBAL MEASURES

Key Metrics	F2014	F2015	F2016	Q2/16	Q2/17
Gross Revenue	\$855,244	\$880,763	<b>\$787,805</b>	\$190,602	<b>\$193,602</b>
Total expenses <sup>1</sup>	\$770,587	\$827,458	<b>\$793,862<sup>1</sup></b>	\$186,226 <sup>1</sup>	<b>\$190,695<sup>1</sup></b>
Incentive Compensation	\$413,289	\$455,480	<b>\$417,876</b>	\$92,681	<b>\$104,080</b>
Operating Expenses	\$357,298	\$371,978	<b>\$375,986</b>	\$93,545	<b>\$86,615</b>
Income before income taxes <sup>1</sup>	\$84,657	\$53,305	<b>(\$6,057)</b>	\$4,376	<b>\$2,907</b>
Net income (loss) <sup>1</sup>	\$68,846	\$39,330	<b>(\$5,995)</b>	\$1,943	<b>\$2,008</b>
Compensation Ratio	59.0%	61.5%	<b>64.8%</b>	60.4%	<b>64.4%</b>
Total expenses as a % of revenue <sup>1</sup>	90.1%	93.9%	<b>100.8%</b>	97.7%	<b>98.5%</b>
Diluted earnings (loss) per common share <sup>1</sup>	\$0.54	\$0.25	<b>(\$0.21)</b>	(\$0.01)	<b>(\$0.03)</b>

1. Excludes significant items(Non-IFRS and non-GAAP) which include restructuring costs, impairment of goodwill and other assets, amortization of intangible assets acquired in connection with a business combination and acquisition related expense items, as well as gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations. Refer to non-IFRS measures in the MD&A

# Canaccord Genuity Global Capital Markets: Financial Snapshot

<b>CANACCORD GENUITY: GLOBAL MEASURES</b>				
<i>Key Metrics (C\$, Excluding significant items - non-IFRS)</i>	<i>FY2016</i>	<i>Q2/16<sup>1</sup></i>	<i>Q1/17<sup>1</sup></i>	<i>Q2/17<sup>1</sup></i>
<b>Gross Revenue<sup>1</sup></b>	\$532.3 mil	\$126.5 mil	\$140.6 mil	\$127.0 mil
<b>Income (loss)</b> (before intersegment allocations and income taxes)	\$6.9 mil	\$3.7 mil	\$10.6 mil	\$1.2 mil
<b>Income (loss)</b> (after intersegment allocations before income taxes)	(\$10.2) mil	(\$0.5) mil	\$7.0 mil	(\$3.2) mil
<b>Deals led<sup>2</sup></b>	66	26	34	26
<b>Deals participated in<sup>2</sup></b>	157	62	86	78
<b>Non-resource sector transactions</b>	89%	94%	86%	67%

1. Includes Australian wealth management revenue  
 2. Combined equity offerings of \$1.5 MM and greater

# Canaccord Genuity Wealth Management: Financial Snapshot

Canada <sup>1</sup> : Wealth Management				
Key Metrics (C\$, Excluding significant items) <sup>2</sup>	FY2016	Q2/16	Q1/17	Q2/17
<b>Gross Revenue</b>	\$108.2M	\$26.2M	\$29.5M	\$29.7
<b>Income (loss)</b> (before intersegment allocations and income taxes)	\$12.2M	\$3.5M	\$3.6M	\$4.5M
<b>Income (loss)</b> (after intersegment allocations and before income taxes)	(\$7.5)M	(\$1.7)M	\$0.4M	\$0.6M
<b>Assets under Administration</b>	\$9.2B	\$9.5B	\$9.8B	\$10.3B
<b>Number of Investment Advisory Teams</b> (in Canada)	139	141	138	139
UK & Europe: Wealth Management				
Key Metrics (C\$, Excluding significant items) <sup>2</sup>	FY2016	Q2/16	Q1/17	Q2/17
<b>Gross Revenue</b>	\$138.4M	\$34.0M	\$33.2M	\$34.0M
<b>Income (loss)</b> (before intersegment allocations and income taxes)	\$26.1M	\$6.6M	\$6.7M	\$7.9M
<b>Income (loss)</b> (after intersegment allocations and before income taxes)	\$23.9M	\$6.0M	\$6.4M	\$7.6M
<b>Assets under Management</b>	\$22.8B/£12.2B	\$22.9B/£11.4B	\$22.4B/£12.9B	\$23.2B/£13.6B
<b>Number of Investment Professionals &amp; Fund Managers</b>	118	114	117	118

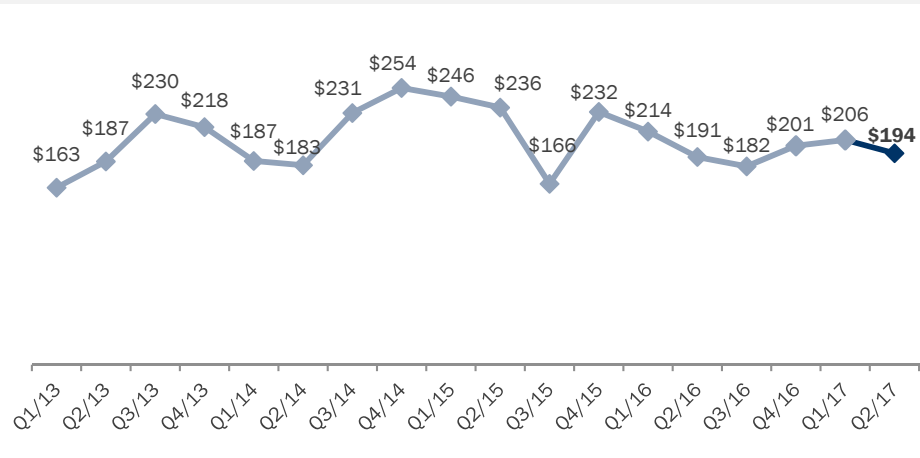
1. Includes revenue and net income from US wealth management operations

2. Excludes significant items(Non-IFRS and non-GAAP) which include restructuring costs, impairment of goodwill and other assets, amortization of intangible assets acquired in connection with a business combination and acquisition related expense items, as well as gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations. Refer to non-IFRS measures in the MD&A

# Q2/17 Financial Performance

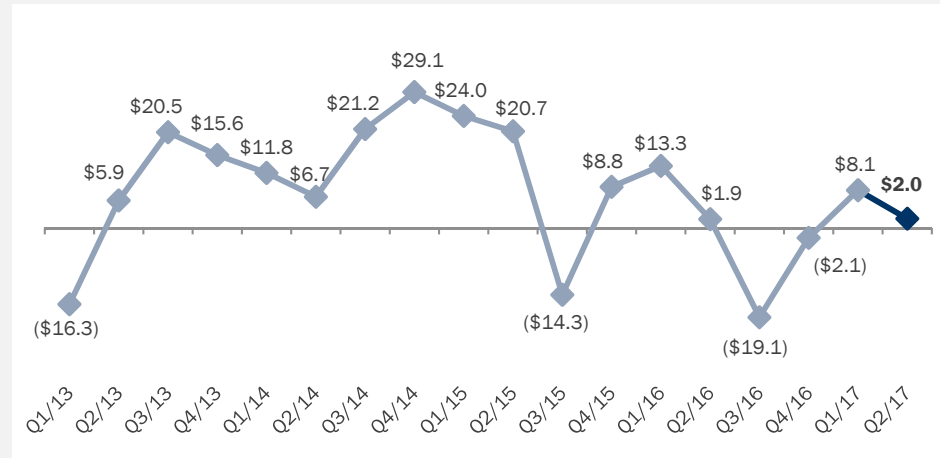
## Revenue

(C\$ millions)



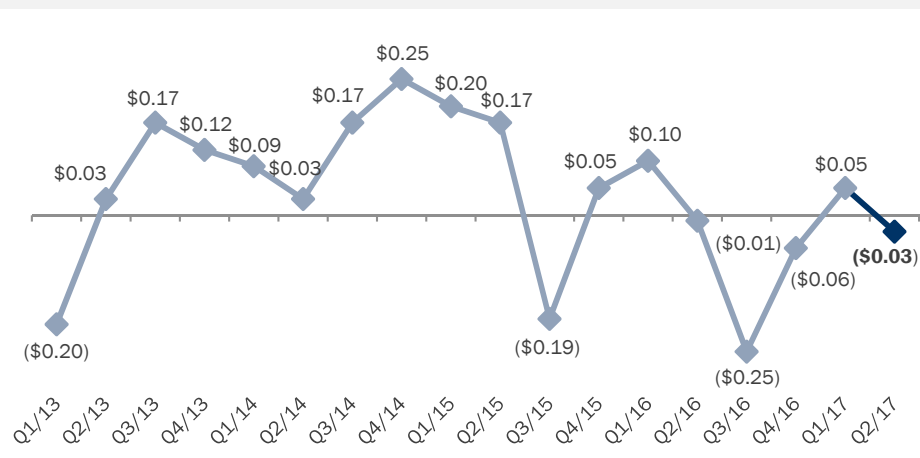
## Net Income<sup>1</sup>

(C\$ millions)



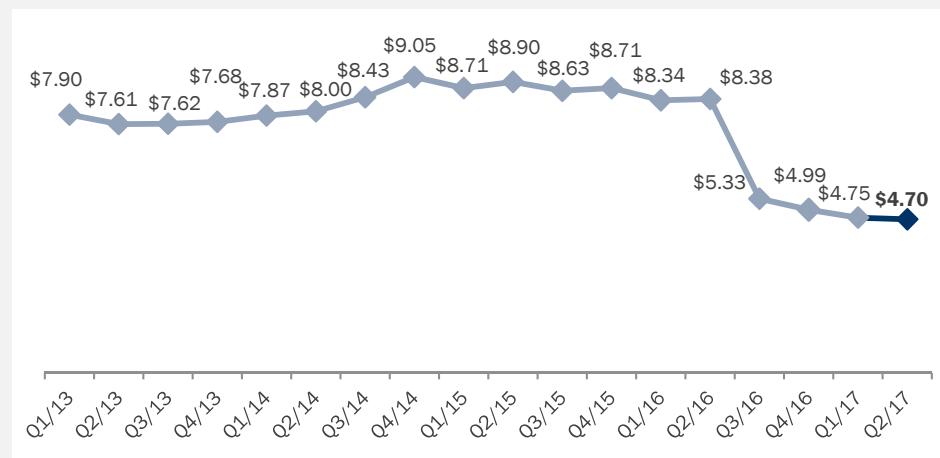
## Diluted EPS<sup>1</sup>

(C\$)



## Book Value

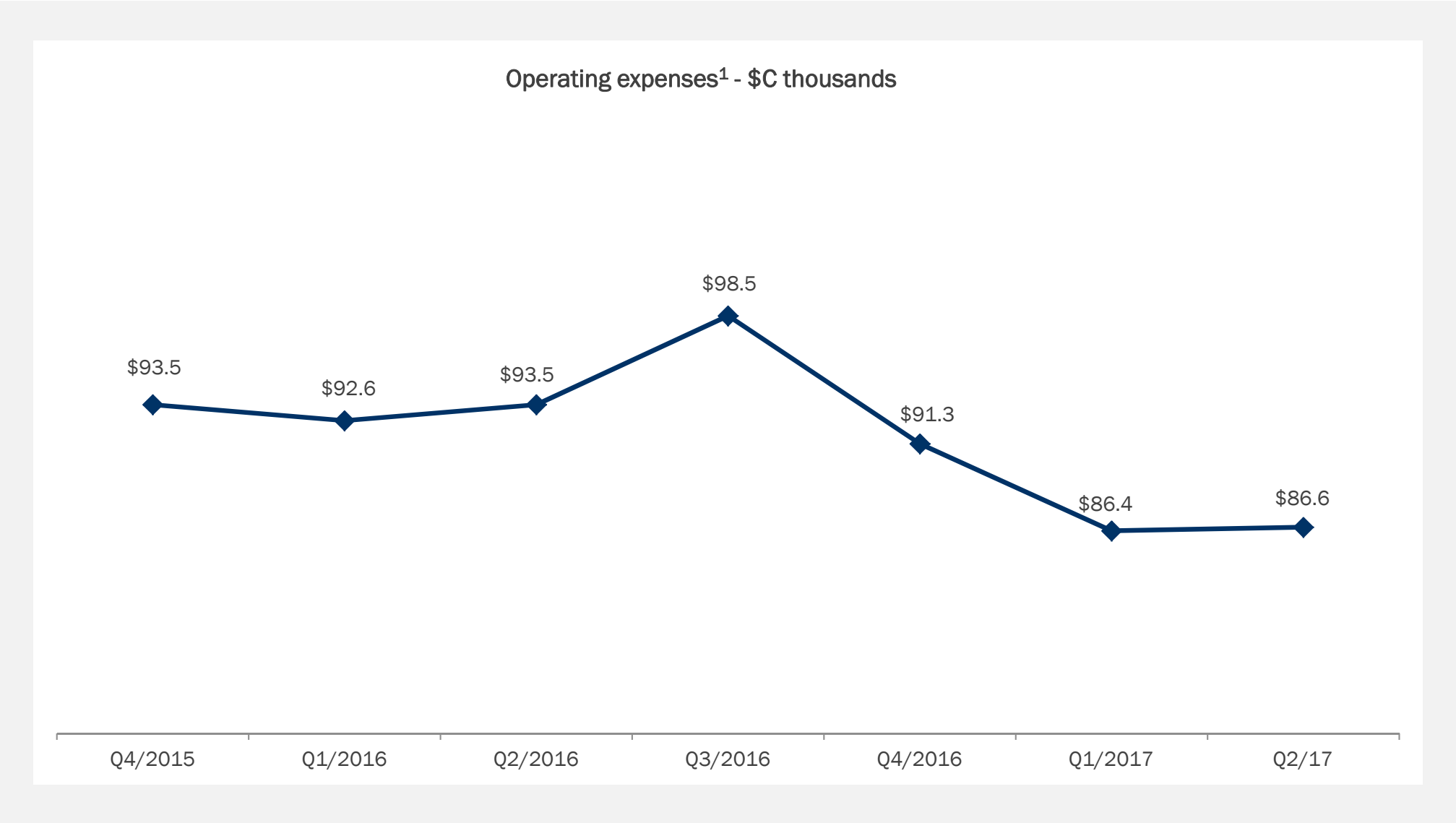
per diluted share



1. Excludes significant items which include restructuring costs, impairment of goodwill and other assets, amortization of intangible assets acquired in connection with a business combination and acquisition related expense items, as well as gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations. Refer to non-IFRS measures in the MD&A.

# Strong focus on cost containment

Continuing to explore additional expense reduction measures

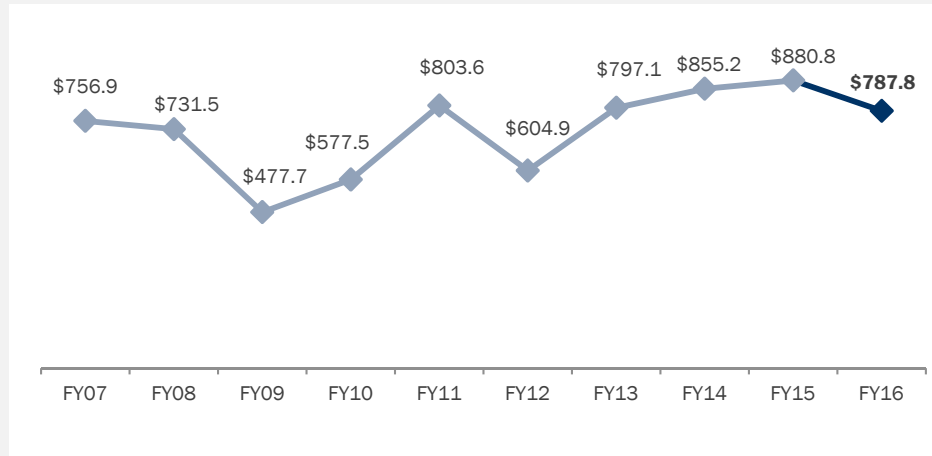


1. Operating expenses exclude significant items and incentive compensation

# Fiscal 2016 Financial Performance

## Revenue

(C\$ millions)



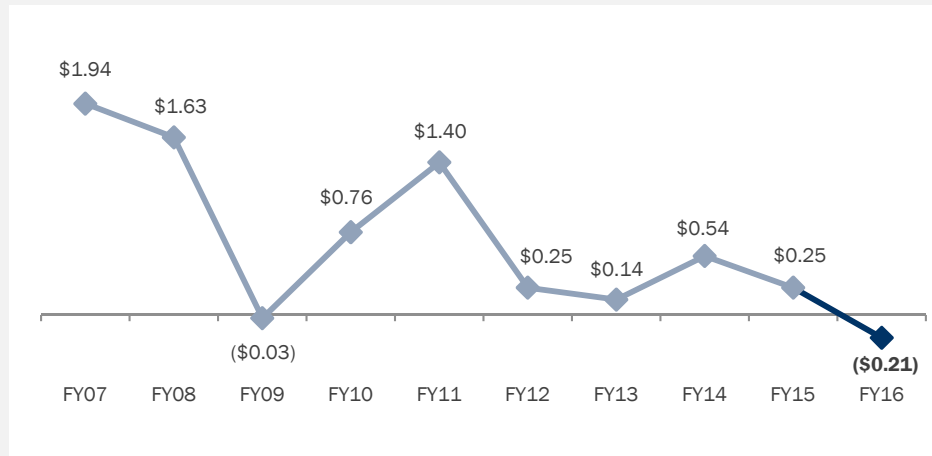
## Net Income<sup>1</sup>

(C\$ millions)

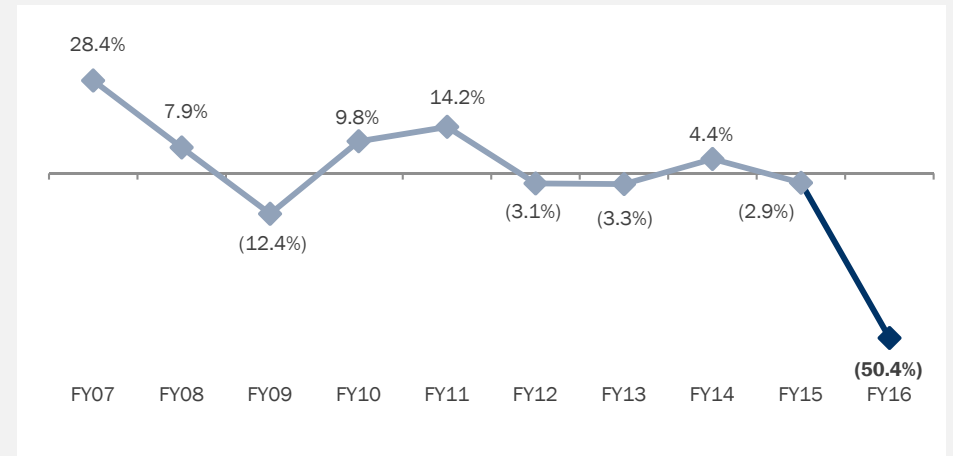


## Diluted EPS<sup>1</sup>

(C\$)



## ROE



1. Excludes significant items which include restructuring costs, impairment of goodwill and other assets, amortization of intangible assets acquired in connection with a business combination and acquisition related expense items as well as gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations. Refer to non-IFRS measures in the MD&A.



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