

Canaccord Genuity Group Inc.

Quarterly fact sheet - Q2 fiscal 2022 TSX: CF, CF.PR.A, CF.PR.C



"Enhanced profitability in our second quarter was driven by continued growth from our wealth management businesses and an all-time quarterly record for M&A. We continue to benefit from our diversification strategy, as we enter the second half of the fiscal year with a healthy pipeline of ECM and advisory activity, and a broad range of opportunities to support continued growth in our wealth management businesses."

"We are especially grateful for the trust that our clients and shareholders have placed in us, and we strive to always exceed their expectations as a leading independent midmarket investment banking and wealth management firm."

– Dan Daviau, President & CEO, Canaccord Genuity Group Inc.

- / \$475.2 revenue¹
- / \$0.58 diluted EPS¹
- / \$95.7 pre-tax net income¹
- / \$98.1 billion in client assets
- / \$44.1M returned to shareholders YTD²

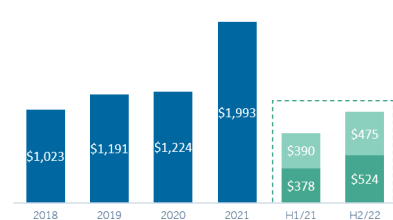
As we shape our business to create long-term value for our clients, employees and shareholders, we are focused on the following key priorities:

- / Continue to increase scale and drive profitability from our global wealth management operations
- / Build upon our existing areas of strength
- / Achieve sustainable growth and profitability across market cycles

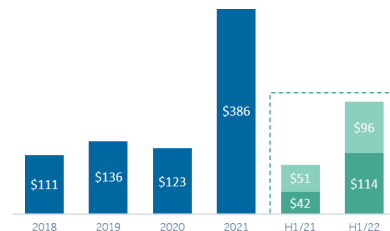
	Three months ended					Six months ended		
	Q2/22 Sept. 30/21	Q2/21 Sept. 30/20	% change	Q1/21 Jun. 30/21	% change	Q2/22 Sept. 30/21	Q2/21 Sept. 30/20	% change
C\$ - thousands, except earnings per share								
Revenue ¹	\$475,161	\$390,357	+21.7%	\$523,831	-9.3%	\$998,992	\$768,085	+30.1%
Global wealth management revenue	\$166,228	\$145,977	+13.9%	\$195,004	-14.8%	\$361,232	\$283,915	+27.2%
Global capital markets revenue	\$304,919	\$241,549	+26.2%	\$324,216	-6.0%	\$629,135	\$476,402	+32.1%
Corporate & Other revenue ¹	\$4,014	\$2,831	+41.8%	\$4,611	-12.9%	\$8,625	\$7,768	+11.0%
Pre-tax net income - adjusted ¹	\$95,652	\$50,514	+89.4%	\$113,957	-16.1%	\$209,609	\$92,277	+127.2%
Net income available to common shareholders - adjusted ¹	\$63,326	\$32,982	+92.0%	\$81,251	-22.1%	\$144,577	\$62,047	+133.0%
Earnings per diluted common share - adjusted ¹	\$0.58	\$0.28	+107.1%	\$0.73	-20.5%	\$1.31	\$0.53	+147.2%
Compensation ratio ¹	61.1%	64.2%	-3.1p.p	61.5%	-0.4p.p	61.3%	65.6%	-4.3p.p
Non-compensation expense ratio ¹	18.8%	22.8%	-4.0p.p	16.7%	+2.1p.p	17.7%	22.4%	-4.7p.p
Pre-tax profit margin ¹	20.1%	12.9%	+7.2p.p	21.8%	-1.7p.p	21.0%	12.0%	+9.0p.p

Key financial measures: Fiscal years ended March 31; Q2 and six months ended September 30

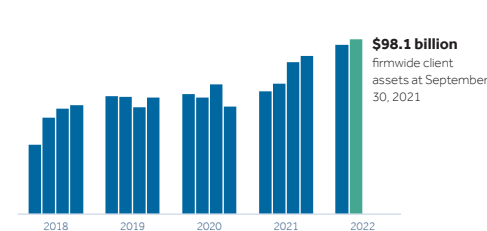
Revenue¹ - C\$ millions



Pre-tax net income^{1,2} - C\$ millions



Total client assets - C\$ billions



Notable corporate developments

July 29, 2021: Announced the completion of the previously announced investment in the Company's UK wealth management division by investment accounts and funds managed by HPS Investment Partners, LLC.

August 18, 2021: The Company filed a notice to renew the Normal Course Issuer Bid (NCIB) to purchase up to a maximum of 5,342,990 common shares during the period from August 21, 2021 to August 20, 2022.

October 1, 2021: Through its wealth management business in the UK, the Company completed its previously announced acquisition of the investment management business of Adam & Company, establishing the Company's entry into the Scottish market with a leading and well-established franchise which manages approximately £1.7 billion (C\$2.9 billion) in client assets.

Note: All amounts in C\$ unless otherwise indicated

1. These figures exclude significant items. Figures excluding significant items are non-IFRS measures and should be read in conjunction with IFRS measures. Refer to Non-IFRS Measures in the Q2/22 MD&A and the reconciliation of net income as determined under IFRS to adjusted net income, which excludes significant items, as described and available at www.canaccordgenuity.com/investor-relations. Pre-tax net income excludes significant items and is before taxes, non-controlling interests and preferred dividends.

2. Capital deployment initiatives including dividends and share buybacks for the six months ended September 30, 2021.

Driven to increase shareholder value.

Canaccord Genuity Group Inc.

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Core operating businesses

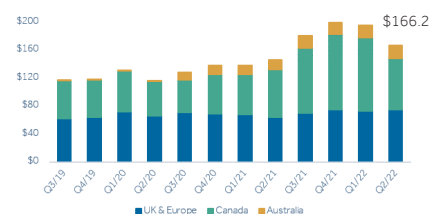


Our wealth management businesses have continued to demonstrate stability of earnings with a growing contribution to our profitability.

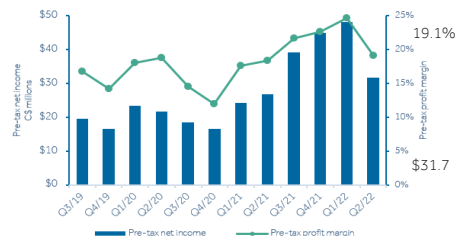
This segment contributed revenue of \$166.2 million for the second fiscal quarter, a year-over-year increase of 13.9%. Excluding significant items, the pre-tax net income¹ contribution from this segment increased 17.9% year-over-year to \$31.7 million during the three month period.

Globally, total client assets amounted to a record \$98.1 billion at September 30, 2021, increases of 3.4% sequentially and 33.6% year-over-year.

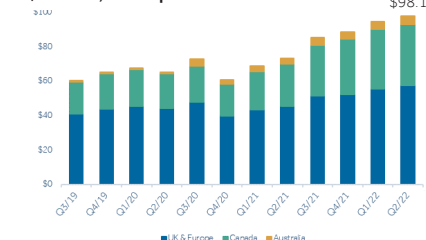
Revenue
C\$ millions, fiscal quarters



Pre-tax net income¹ and profit margin¹
Fiscal quarters



Client assets
C\$ billions, fiscal quarters

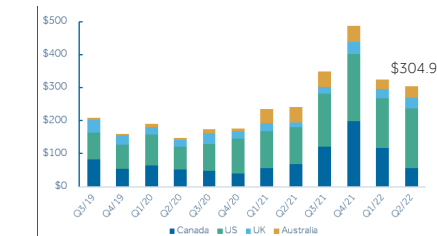


Our strategic focus for our global capital markets businesses has centred on establishing mid-market leadership in our core focus sectors, while we deepen our client offering to diversify our revenue streams and enhance our earnings stability through market cycles.

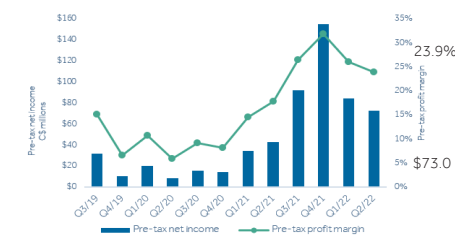
Globally, Canaccord Genuity Capital Markets earned revenue of \$304.9 million for the second fiscal quarter, an increase of 26.2% year-over-year. Advisory fee revenue increased 279.1% year-over-year to a record \$139.0 million. Excluding significant items, this segment contributed pre-tax net income¹ of \$73.0 million for the three month period, an increase of 70.0% year-over-year.

During the six months ended September 30, 2021, Canaccord Genuity participated in 327 transactions, to raise gross proceeds of C\$36.2 billion for growth companies.

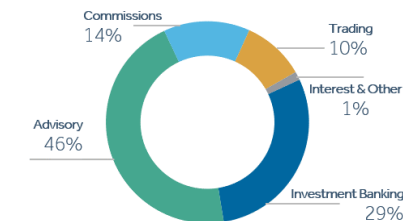
Revenue
C\$ millions, fiscal quarters



Pre-tax net income¹ and profit margin¹
Fiscal quarters



Capital markets revenue by activity
Q2 2022



Analyst coverage: Jeff Fenwick, Cormark Securities | Rob Goff, Echelon Wealth | Graham Ryding, TD Securities

ABOUT CANACCORD GENUITY GROUP INC.

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

Investor and media relations: Christina Marinoff, Vice President, Investor Relations & Communications
T: 416.869.7293 E: investor.relations@cgf.com www.cgf.com/investor-relations

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