

Fiscal third quarter 2016

INVESTOR PRESENTATION | February 2016



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Caution Regarding Forward Looking Statements

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. 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.

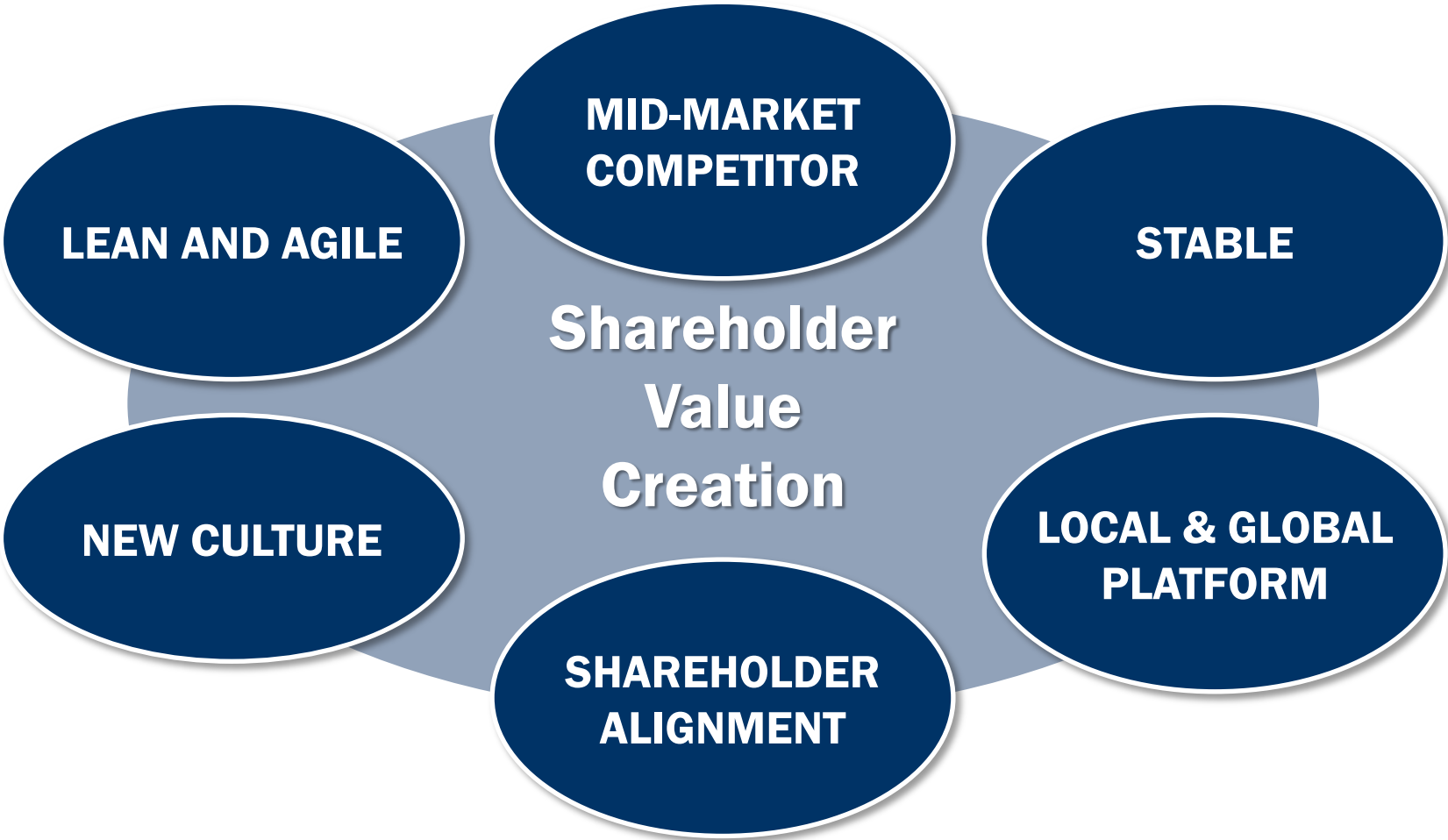
Assets under administration (AUA) and assets under management (AUM) are non-IFRS measures of client assets that are common to the wealth management business. AUA – Canada, AUM – Australia or AUM – UK and Europe is the market value of client assets managed and administered by Canaccord Genuity from which 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.

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.

Vision for Canaccord Genuity

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



Plan for Stronger Bottom Line Performance

Initiatives to create long term shareholder value

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

What We Have Announced Today

Positioning our business for the future

Strategic focus

- Independent investment bank with stable wealth management business
- Lean, agile organization
- Globally focused on key sectors

Initiatives to Cut Costs

- Over \$30 million in expected annualized savings announced today
- Review of operations still ongoing
- 12% staff reduction in our capital markets operations
- Additional staffing reductions will bring total reduction to 7% of global workforce (125)

Impairment Charges

- \$315 million impairment charges in capital markets business units
- \$6 million in charges related to other assets
- Expect \$20 million in restructuring charges over fiscal Q3 and Q4

Stabilize Business for Future

- Compensation adjustments representative of our existing obligations and investment in selective production capability
- Balance sheet allows us to continue to execute on strategic priorities

Ongoing Initiatives

- Continue to assess incentive plan structures to increase deferrals and link to net income
- Assess global brand strategy (culture, clients, shareholders)
- Continue to examine other operating efficiencies

Goodwill

Effectively driven by a mark-to-market test at what we perceive to be the bottom of a cycle

Goodwill impairment charges of \$321 million during the quarter

- Related to all capital markets business units and other assets

UK & Europe \$106.9 million

- Pretax profit of \$38 million in F2014 but incurred losses in F2015-16

Canada \$150 million

- Since Genuity merger, 5-year average (2011-2015) pretax profitability of approximately \$60 million

Singapore \$24.3 million

- Average pre-tax profitability of more than \$2 million over the last 4 years
- Business tied to Listings on Catalist exchange and predominantly small cap companies in resource sector

Enhance Operating Efficiency

How we are reducing certain operating costs

Q3/16

- \$4 million in restructuring costs
- Headcount reductions of 25

Q4/16

- \$14 million in restructuring costs
- Headcount reductions of 100

Fiscal 2017

- \$10 million savings in G&A, communications & technology, and trading costs
- \$20 million savings in compensation expense

Capital Markets and Back Office
staffing reductions

9% Canada

20% UK

8% US

Strategic Initiatives

- Streamline global operations
- Rationalize global infrastructure
 - Systems
 - Technology
- Exit under-performing business lines and locations
- Heightened focus on cost controls and accountability

Note: Savings, costs and reductions in Q4/16 and fiscal 2017 reflect management's estimates. Actual results may be different.

Improve Alignment

Fully accountable leadership team represents all regions and businesses



Dan Daviau
President and Chief Executive Officer
Canaccord Genuity Group Inc.



Alexis de Rosnay
SEVP, Global Head of Investment Banking
Canaccord Genuity Group Inc.



Brad Kotush
Chief Financial & Risk Officer
Canaccord Genuity Group Inc.



Dvai Ghose
Global Head of Equity Research



Stuart Raftus
Chief Administrative Officer
Canaccord Genuity Group Inc.



Mark Whaling
Global Head of Sales & Trading

Driving Global Revenues and Efficiencies



Patrick (Pat) Burke
President, Capital Markets
Canaccord Genuity Corp. (Canada)



Marcus Freeman
Chief Executive Officer
Canaccord Genuity Group (Asia-Pacific)

Alexis de Rosnay
Chief Executive Officer
Canaccord Genuity Limited (UK & Europe)

Driving Individual Business Unit Performance



David Esfandi
Chief Executive Officer
Canaccord Genuity Wealth Management (UK)



Jeffrey Barlow
President
Canaccord Genuity Inc. (US)

Stuart Raftus
President
Canaccord Genuity Wealth Management (Canada)

Improving Alignment

Focus on core global sectors is complemented by regional sector coverage












Compete Globally in our Core Sectors

Core Sectors (Global)

- Energy** 
- Health Care & Life Sciences** 
- Metals & Mining** 
- Real Estate & Hospitality** 
- Sustainability** 
- Technology** 
- Private Equity** 

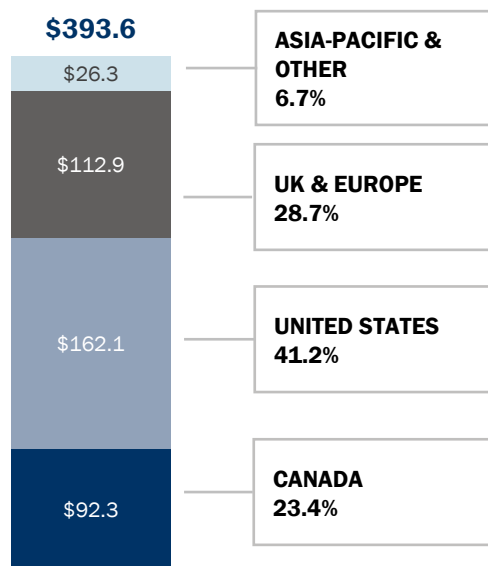
Regional Expertise

- Aerospace & Defense** 
- Agriculture & Fertilizers** 
- Consumer & Retail** 
- Financials** 
- Forestry** 
- Infrastructure** 
- Media & Telecom** 
- Support Services** 
- Transportation & Industrials** 

Improving Alignment

Fiscal 2016 Year-to-date Capital Markets Revenue Breakdown

C\$ Million



	Fiscal 2016 YTD (C\$ millions)	Opportunity
COMMISSIONS & PRINCIPAL TRADING	\$178.0	<ul style="list-style-type: none"> Total cross border commissions in our core geographies is a ~\$2bn market Growth in overall agency business is achievable through improving cross-border coordination
INVESTMENT BANKING	\$107.5	<ul style="list-style-type: none"> Globally integrated distribution capability a key differentiator against mid-market competitors Increase our Investment Banking revenue in each geography by distributing our product globally
ADVISORY	\$103.4	<ul style="list-style-type: none"> Approximately 25% of global M&A is cross-border We can materially improve our result by operating globally

How We Will Grow our Profitability

Focus on cross-selling opportunities

- Optimize relationships with top-tier clients across all regions

Business unit leaders to drive strategy across regions


- Banking, Equity Research, Sales & Trading leaders actively driving coordination across regional operations
- Highly experienced and respected M&A teams in all our geographies

Compete globally in our core focus sectors

- Reduce complexity and prioritize coverage where we know we can compete and win
- Differentiate by offering global perspective in our core sectors
- Support investments in strong regional capability where we can be the mid-market leader

Drive Business Unit Performance in Canada

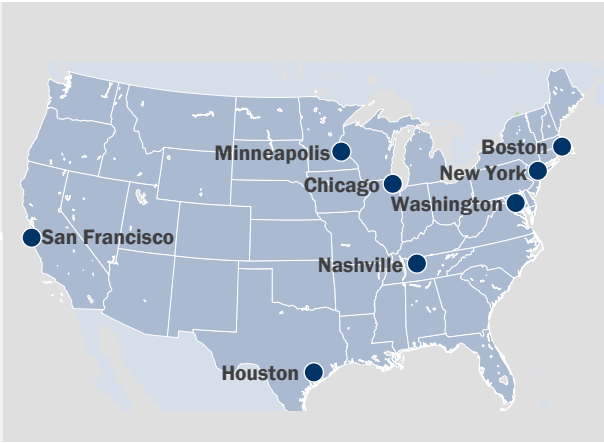
Clearly establish Canaccord Genuity as the dominant independent Canadian investment bank

<p>Investment Banking</p>	<ul style="list-style-type: none"> • Successfully recruiting into our strategic sectors • Realigned our natural resource focus and leadership (Energy and Mining) • Realigned leadership and sector head structure • Proactively focusing on M&A opportunities in our focus sectors and leveraging our global platform • Roll out alternative ECM product 	
<p>Sales & Trading</p>	<ul style="list-style-type: none"> • Addition of ETF trading capability provides access to rapidly growing market • Integrated F/X and stock loan capabilities to maximize market share • Reposition Fixed Income business to encompass greater DCM/High Yield focus • Trading with several new domestic and cross-border clients • Strategic investment in Electronic Trading Capability • Increasing global product placement into Canada 	
<p>Research</p>	<ul style="list-style-type: none"> • Align research coverage with key markets • Cut non-core sectors • Improve global collaboration 	<p>Dominant Independent Canadian Investment Bank</p> <ul style="list-style-type: none"> • Top independent underwriter by number of deals • Leading independent for IPOs in Canada • Only Canadian independent with full, localized operations in UK & Europe, US, and Asia Pacific to support distribution outside Canada • Sole independent with dedicated global M&A practice • Top independent advisory firm by number and value for transactions over C\$50 million five years in a row • Top independent trader • Highest rated independent equity research, covering more stocks than other independents
<p>Other</p>	<ul style="list-style-type: none"> • Improved systems to provide more discipline around account coverage 	

Drive Business Unit Performance in the US

US operations integral to our global mid-market platform

Investment Banking	<ul style="list-style-type: none"> • Broadened select teams to align with global efforts • Debt Financing & Restructuring capability to expand opportunities • Established sponsor coverage
Sales & Trading	<ul style="list-style-type: none"> • Growing less cyclical businesses and eliminating loss-making businesses • Excellent recruiting environment
International Trading	<ul style="list-style-type: none"> • International Principal Trading set for further growth due to prior investments in systems, sales, and offerings such as NMS, cross-border solutions, and other new trading strategies
Equity Research	<ul style="list-style-type: none"> • Added research coverage in REITs, Healthcare IT and Industrials • Introducing Quest® in 2016
Other	<ul style="list-style-type: none"> • Instituted a disciplined and systematic plan to save on T&E • Lowered costs and improved returns on our marketing spend • Eliminated systems and unnecessary vendors and products to drive meaningful savings



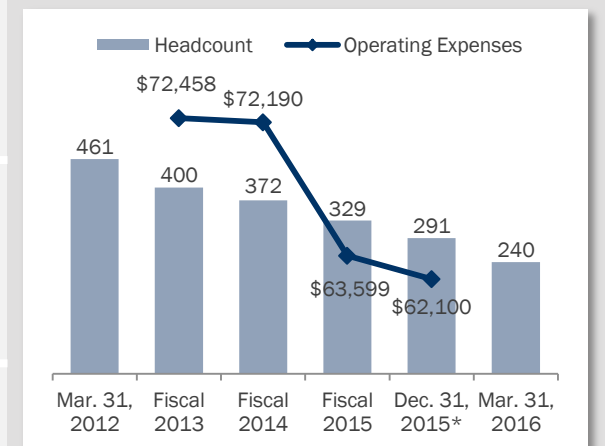
Focused US Business Can Be a Profitable Contributor to Global Franchise

Average Net Income Before Taxes (excluding significant items)	
\$8,379	-\$677
Post Collins Stewart Hawkpoint acquisition (2013-2015)	Prior to Collins Stewart Hawkpoint acquisition (2007-2012)

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"> Better integrated into global platform, strong M&A capability across continental Europe Mid-market strengths in alignment with global efforts Private Equity expertise Integrate Advisory product to UK retained corporate client base
<h3>Investment Companies Team</h3>	<ul style="list-style-type: none"> Prominent reputation in the UK market Stable revenue, profitable contributor
<h3>Sales & Trading</h3>	<ul style="list-style-type: none"> Launched dedicated UK International Desk to drive revenues from regional sales and trading teams Improve alignment with global Equity Research Improved systems to provide more discipline around account coverage
<h3>Equity Research</h3>	<ul style="list-style-type: none"> Better aligned to serve corporates and dominate in core sectors Selective hires to enhance research quality
<h3>Quest®</h3>	<ul style="list-style-type: none"> Quest® to significantly change Canaccord Genuity's overall institutional visibility Proprietary tool provides clients online access to corporate financial analysis tools, equity valuation, and independent research 2015 re-launch covers 95% of global equities by market cap Phased global rollout over the next two years



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

Drive Business Unit Performance in Asia-Pacific

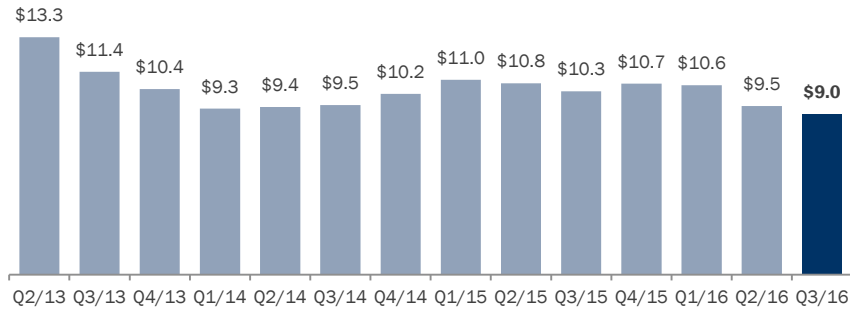
Leverage strength of successful Australian business to grow our share in the region

<p>Investment Banking</p>	<ul style="list-style-type: none"> • Diversified business covering core sectors – 85% of revenue from non-resource sectors • Consistently ranked Top Independent Investment Bank in Australia • Improved visibility on execution of large pipeline in Australia • Beijing an “intel” office for cross-border M&A 	
<p>Sales & Trading</p>	<ul style="list-style-type: none"> • Institutional sales team integrated across Singapore, Hong Kong and Australia • Strong relationships with institutional and HNW investors • Institutional access to ASX corporates is a key differentiator across global platform 	
<p>Equity Research</p>	<ul style="list-style-type: none"> • Leveraging global research to expand coverage across region • Introducing Quest® to increase client service levels and drive differentiation • Highly ranked research team expected to grow from 10 to 12 analysts and coverage from 80 companies to more than 120 	<p>Australian Operations are Growing and Profitable</p> <ul style="list-style-type: none"> • Top ranked Independent in East Coles Equities Markets Awards for the past two consecutive years • Downsizing and/or exiting of other firms in this region continues to present opportunities for Canaccord Genuity to win incremental business • Integration across the region • Australia continues to build market share with diversification of sector coverage
<p>Other</p>	<ul style="list-style-type: none"> • Australian and Singaporean business have been consistently profitable since CG’s investment in 2011/2012 • Strategic integration of all offices in the region 	

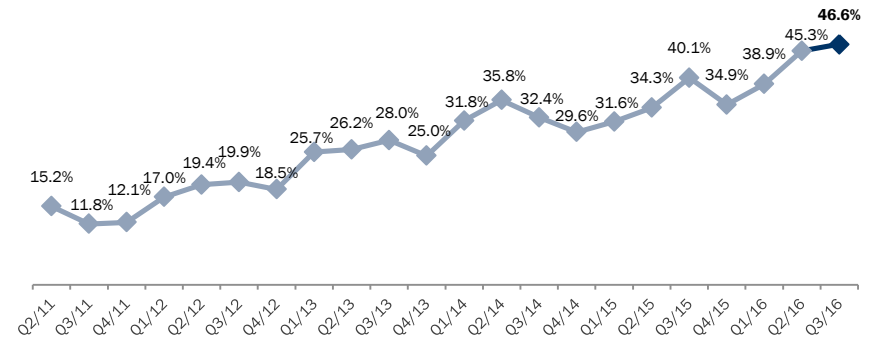
Drive Business Unit Performance in Canadian Wealth Management

Determined resolve and aggressive response to challenging markets and industry upheaval

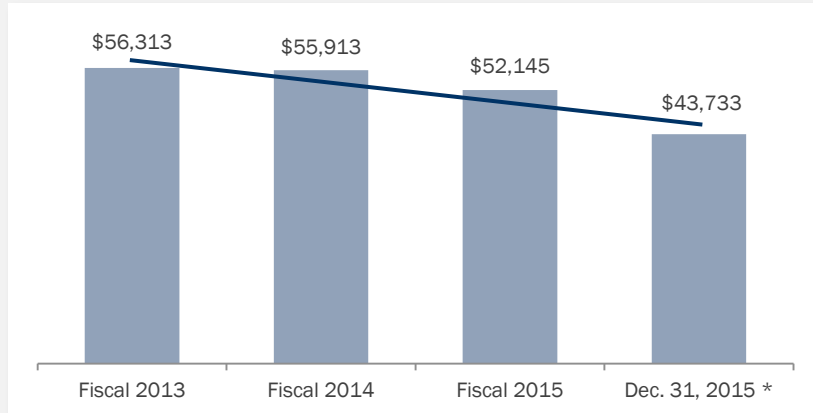
Client Assets – (C\$ billions)²



Fee-based Revenue as a Percentage of Wealth Management Revenue Canada - Canaccord Genuity Fiscal Quarters



Operating Expenses



Notes:
 – Operating expenses exclude significant items and incentive compensation
 * Operating expenses are actual for the 9-month period annualized over 12 months

Strategically Refocused Wealth Management Business

- A key distribution channel for capital markets transactions
- Implemented national and regional leadership changes
- Technology, product and service offerings are well positioned for recruiting opportunities
- Asset growth, recruiting and cost management key to improving profitability

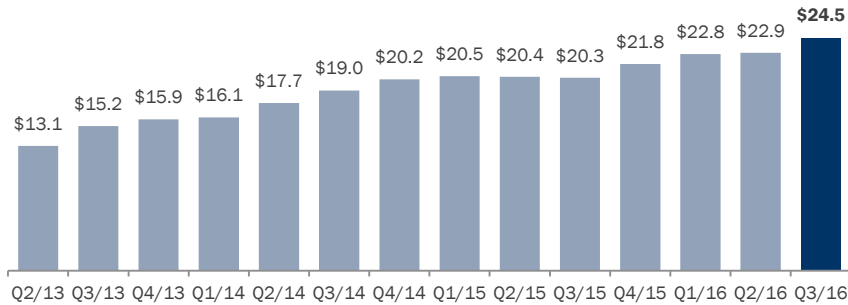
Share of Client Assets and Sophisticated Investment Solutions have Contributed to Improving Revenue Mix

- AUM in proprietary asset management products grew by C\$92 million to C\$270 million during the quarter
- New initiatives on pricing to be introduced
- Total expenses reduced by 10% y/y
- Total non-compensation expenses reduced by 19% y/y

Continue to Drive Results in UK & Europe Wealth Management

Important asset with significant value creation opportunities

Client Assets – (C\$ billions)²

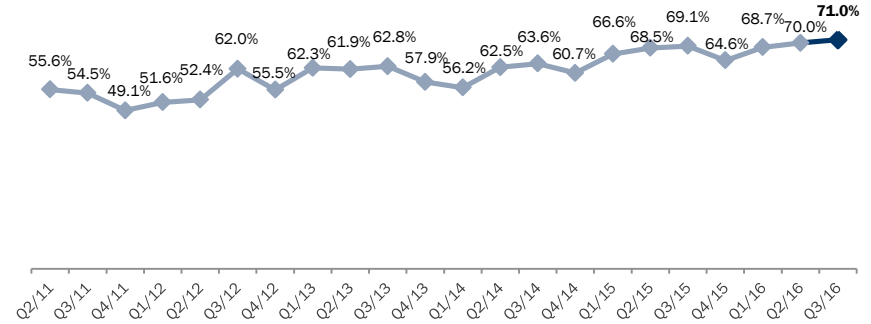


UK & Europe

- Wealth Management business targeted at affluent private investors, either directly or through financial intermediaries
- Award winning portfolio management, asset management, stockbroking and wealth planning
- Operational and technological infrastructure in place to support growth
- Recently appointed as sole investment adviser for a national intermediary firm
- In-house investment funds now above C\$1 billion (C\$200 million increase y/y)

Fee-based Revenue as a Percentage of Wealth Management Revenue

UK & Europe- Canaccord Genuity Fiscal Quarters



Significant Contributor of Recurring, Fee-based Revenue

Fee-based revenue as a % of total revenue during fiscal Q3/16: **71.0%**

- Valuable asset – (evidenced by most recent transactions)
 - Quilter Cheviot: \$32.4 bn AUM, 3.6% asset transaction value
 - Ashcourt Rowan: \$11 bn AUM, 1.9% asset transaction value
 - 7IM: \$18.8 bn AUM, 1.1 % asset transaction value
 - EBITDA multiples tend to be above 15x
- Further growth potential from domestic intermediaries and international fund management companies
- Bolstered sales leadership with multiple recruits from major competitors
- Actively reviewing strategic expansion opportunities

Stability

Significantly reduce volatility in our earnings model

- Focused diversification strategy
 - Global platform provides opportunities to benefit from activity in all our geographies
- 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
- Invest strategically in our wealth management platforms
 - Harness 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

A Strong Culture to Drive our Success

We must perform to our full potential in any market

1	<p>We are Partners</p>	<p>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. As partners, we share good ideas and best practices; provide introductions and assistance and treat each other with dignity and respect.</p>
2	<p>We are Entrepreneurial</p>	<p>We are not a large bank and must strive to be a flat organization, by eliminating bureaucratic thinking and fostering innovation. 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.</p>
3	<p>We are Collegial</p>	<p>We want to be the company where people feel empowered to satisfy their client's expectations with the help of all of their partners. We support our international colleagues to do their best work, by encouraging an environment that is friendly, collaborative and open.</p>
4	<p>We Work Hard</p>	<p>As a mid-market investment bank, we do not have many of the advantages (or disadvantages) of our larger competition. 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.</p>
5	<p>We Operate with Integrity</p>	<p>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. We always strive to act ethically and honestly.</p>
6	<p>We are Earnings Focused</p>	<p>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. We all need to make smart decisions about how we use valuable resources and how we can improve efficiencies across our business.</p>

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

Canaccord Genuity presents a compelling opportunity

If we deliver on our mission to be the dominant independent investment bank and wealth management firm

Opportunity		If we successfully execute our plan ...	
		Net Income* (C\$ million)	Basis for Illustration*
Capital Markets			
	Canada	\$60	~ Average over the last 5 years (2011 to 2015)
	US	\$15	~ Average in 2015/14/13 excluding losses in terminated business lines (e.g. fixed income)
	UK & Europe	\$20	~ 50% of peak earnings year in 2014
	Asia-Pacific	\$10	Assumes integrated operations in the region and rationalization of China / HK offices
		\$100	
Wealth Management			
	Canada	\$10	Assumes execution of our asset growth plan
	UK & Europe	\$40	Assumes small incremental acquisition
		\$50	
Net Cost Savings and Non-Controlling Interests		\$25	Estimated future cost savings from recent restructuring and 50% NCI in Australia
Total Net Income before taxes		\$175	
Total Net Income after taxes		\$130	Assumes 25% tax rate
Multiple		10 to 15x	Typical range for comparables
Total		\$1,300 to \$2,000	Approximate
Less preferred shares		(\$200)	

\$1,100 to \$1,800
Common Equity Value*

\$11 to \$18
Price/Share*
(assumes 100 million shares o/s)

\$22%
ROE*
(assumes \$600 million in common equity)

* These figures and assumptions are for illustrative purposes only and are not forecasts or projections. Actual results may be materially different than the figures presented herein. Figures exclude significant items.

Alignment with Shareholders

Equity participation by Executives, Employees and Board of Directors

Transparent compensation structure

President & CEO compensated primarily in Common shares

- 1.5 million stock award will be offset against cash compensation over the next 5 years
- Total equity interest of 3.06%¹

Net Income Focus

- Senior leaders to be evaluated and rewarded on net income, not revenue
- Bonus pool to have increased relationship with net income

High employee ownership

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
- Move toward increasing portion of compensation to be paid in the form of stock

Employee Share Purchase Plan (ESPP)

- Match employee share purchases on 1:1 basis

Board of Directors

- Executive Chairman holds total equity interest of 3.80%¹
- 8 of 10 directors are independent

1. Common shares plus RSUs

2. Common shares plus DSUs. For the independent directors of the Company, the deferred share unit (DSU) plan defers a portion of their cash compensation to be paid in the form of deferred share units which are settled in cash at the time of ceasing to be a director.

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

(in C\$ millions, except for per share amounts and number of shares)	Q2/16 (As at September 30, 2015)	Q3/16 (As at December 31, 2015)	% Change
Working capital	\$426.7	\$408.3	(4.3)%
<i>Working capital per common share¹</i>	\$3.88	\$3.73	(3.9)%
Cash & cash equivalents	\$289.4	\$413.6	42.9%
Shareholders' equity	\$1,128	\$789	(30.1)%
Preferred shares	\$205.6	\$205.6	-
<i>Book value per common share¹</i>	\$8.38	\$5.33	(36.4)%
Common shares outstanding –diluted	110,069,000	109,541,000	(0.5)%

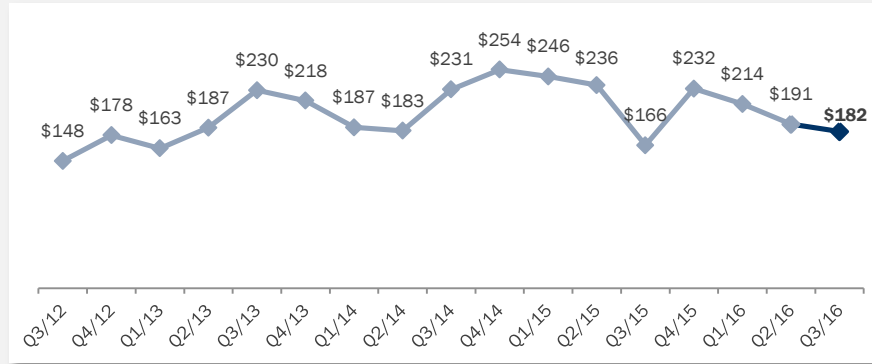
Note:

1. Based on diluted shares outstanding

Q3/16 Financial Performance

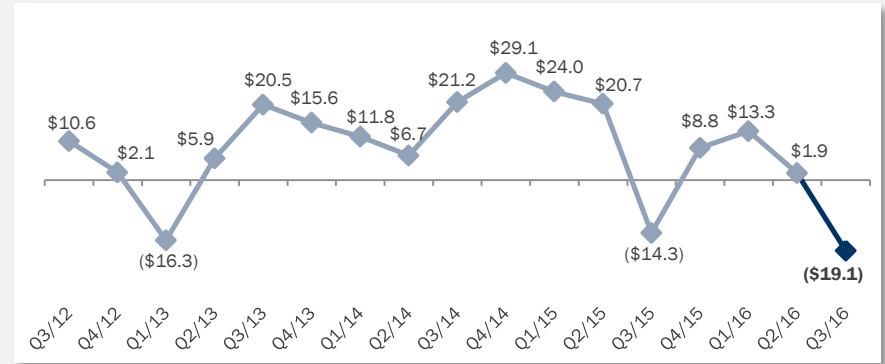
Revenue

(C\$ millions)



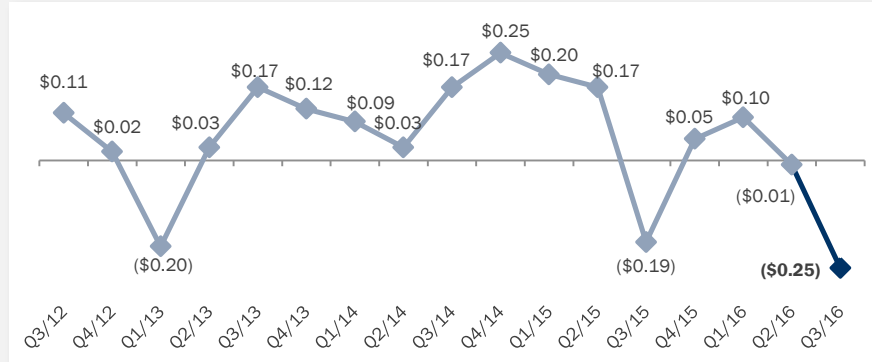
Net Income¹

(C\$ millions)



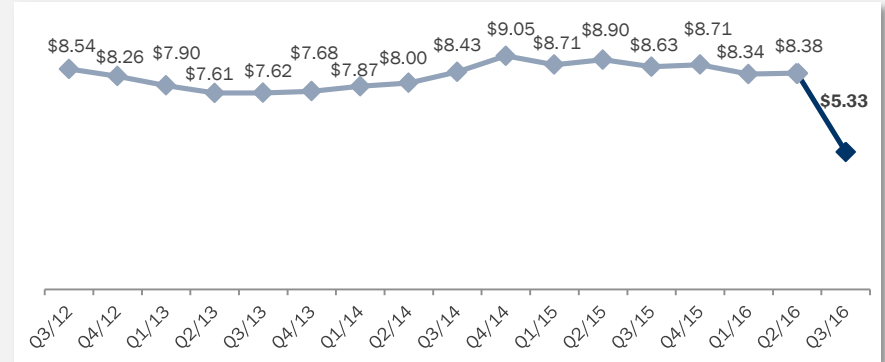
Diluted EPS¹

(C\$)



Book Value

per diluted share

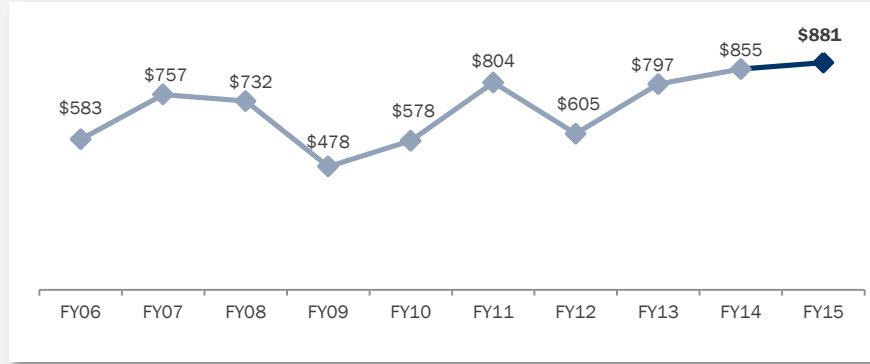


1. Excludes significant items which include restructuring costs, impairment of goodwill and other assets, amortization of intangible assets acquired in connection with a business combination and acquisition related expense items. Refer to non-IFRS measures in the MD&A.

Fiscal 2015 Financial Performance

Revenue

(C\$ millions)



Net Income¹

(C\$ millions)

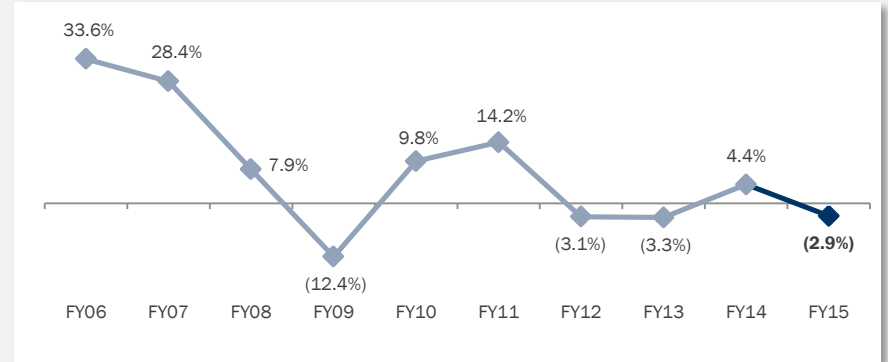


Diluted EPS¹

(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. Refer to non-IFRS measures in the MD&A.

Canaccord Genuity Global Capital Markets: Financial Snapshot

CANACCORD GENUITY: GLOBAL MEASURES			
Key Metrics (C\$, Excluding significant items - non-IFRS)	FY2015	Q2/16 ¹	Q3/16 ¹
Gross Revenue ¹	\$613.1 mil	\$126.5 mil	\$122.1 mil
Income (loss) (before intersegment allocations and income taxes)	\$56.2 mil	\$3.7 mil	\$(14.7) mil
Income (loss) (after intersegment allocations before income taxes)	\$44.3 mil	\$(0.5) mil	\$(18.6) mil
Deals led ²	85	26	13
Deals participated in ²	340	62	47
Non-resource sector transactions	86%	94%	92%

¹ Includes Australian wealth management revenue

² Combined equity offerings of \$1.5 MM and greater

Canaccord Genuity Wealth Management: Financial Snapshot

CANADA ¹ : WEALTH MANAGEMENT			
Key Metrics (C\$, Excluding significant items – non IFRS)	FY2015	Q2/16	Q3/16
Gross Revenue	\$125.3 mil	\$26.2 mil	\$25.6 mil
Income (loss) (before intersegment allocations and income taxes)	\$10.4 mil	\$3.5 mil	\$2.2 mil
Income (loss) (after intersegment allocations and before income taxes)	\$(7.1) mil	\$(1.7) mil	\$(2.4) mil
Assets under Administration	\$10.7 bil	\$9.5 bil	\$9.0 bil
Number of Investment Advisory Teams (in Canada)	152	141	140

UK & EUROPE: WEALTH MANAGEMENT			
Key Metrics (C\$, Excluding significant items – non IFRS)	FY2015	Q2/16	Q3/16
Gross Revenue	\$125.6 mil	\$34.0 mil	\$35.0 mil
Income (loss) (before intersegment allocations and income taxes)	\$25.8 mil	\$6.6 mil	\$7.1 mil
Income (loss) (after intersegment allocations and before income taxes)	\$21.6 mil	\$6.0 mil	\$6.5 mil
Assets under Management	\$21.8 bil	\$22.9 bil	\$24.5 bil
Number of Investment Professionals & Fund Managers	114	114	117

¹ Includes revenue and net income from US wealth management operations

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