

Canaccord Genuity Group Inc.

Supplementary Financial Information

Third Quarter Fiscal 2023

For the period ended December 31, 2022

(Unaudited and in Canadian dollars)

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Advisory note:

This document is not audited and should be read in conjunction with the audited consolidated financial statements and management discussion and analysis dated June 2, 2022. Canaccord's fiscal year end is defined as March 31st of each year.

Operating results of Jitneytrade Inc. and Finlogik Inc. are included as part of Canaccord Genuity Capital Markets Canada since June 6, 2018. In addition, operating results of Petsky Prunier LLC are included since February 13, 2019 and Sawaya Partners are included since January 1, 2022 as part of Capital Markets US. Operating results of Hargreave Hale since September 18, 2017, McCarthy Taylor since January 29, 2019, Thomas Miller since May 1, 2019, Adam & Company since October 1, 2021, Punter Southall Wealth Limited since May 31, 2022 are included as part of Canaccord Genuity Wealth Management UK & Europe ("CGWM UK") and Results International Group LLP since August 18, 2022 are included as part of UK Capital Markets.

Commencing in Q3/20, the Australian wealth management business, comprised of the operating results of Patersons Securities Limited since October 21, 2019, and the wealth management business of Australia previously included as part of Canaccord Genuity Capital Markets Australia, is disclosed as a separate operating segment. Comparatives have not been restated.

Currency:

Unless otherwise specified, all currencies are in thousands of Canadian dollars.

Non-IFRS measures:

Certain non-IFRS measures, non-IFRS ratios and supplementary financial measures are utilized by the Company as measures of financial performance. Non-IFRS measures, non-IFRS ratios and supplementary financial measures do not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies.

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. Non-IFRS measures presented in this Supplementary Financial Information include certain figures from our Statement of Operations that are adjusted to exclude significant items. 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.

Non-IFRS Measures (Adjusted Figures)

Figures that exclude significant items provide useful information by excluding certain items that may not be indicative of the Company's core operating results. Financial statement items that exclude significant items are non-IFRS measures. To calculate these non-IFRS financial statement items we exclude certain items from our financial results prepared in accordance with IFRS. The items which have been excluded are referred to herein as significant items. The following is a description of the composition of the non-IFRS measures used in this document (note that some significant items excluded may not be applicable to the calculation of the non-IFRS measure for each comparative period): (i) revenue excluding significant items, which is composed of revenue per IFRS less any applicable fair value adjustments on certain warrants, illiquid 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; (ii) expenses excluding significant items, which is composed of expenses per IFRS less any applicable amortization of intangible assets acquired in connection with a business combination, acquisition-related expense items, which includes costs recognized in relation to both prospective and completed acquisitions, certain incentive-based costs related to the acquisitions and growth initiatives in the CGWM UK, and US and UK capital markets divisions, costs associated with the redemption of convertible debentures, costs associated with the reorganization of CGWM UK, certain costs included in Corporate & Other development costs related to the proposed management-led take-over bid for the common shares of the Company, impairment of goodwill and intangible assets, and fair value adjustments to the derivative liability component of non-controlling interests in CGWM UK; (iii) non-compensation expenses excluding significant items are expenses excluding significant items and excluding compensation expense; (iv) net income before taxes after intersegment allocations and excluding significant items, which is composed of revenue excluding significant items less expenses excluding significant items; (v) income taxes (adjusted), which is composed of income taxes per IFRS adjusted to reflect the associated tax effect of the excluded significant items; (vi) net income excluding significant items, which is composed of net income before income taxes excluding significant items less income taxes (adjusted); (vii) non-controlling interests (adjusted), which is composed of the non-controlling interests per IFRS less the amortization of the equity component of the non-controlling interests in CGWM UK; and (viii) net income attributable to common shareholders excluding significant items, which is composed of net income excluding significant items less noncontrolling interests (adjusted) and preferred share dividends paid on Series A and Series C Preferred Shares. Other items which have been excluded as significant items from revenue per IFRS in prior periods include gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations. Other items which have been excluded as significant items from expenses per IFRS in prior periods include impairment of goodwill and other assets, certain accounting charges related to the change in the Company's long-term incentive plan (LTIP) as recorded with effect on March 31, 2018, and loss related to the extinguishment of convertible debentures as recorded for accounting purposes.

A reconciliation of non-IFRS measures that exclude significant items to the applicable IFRS measures from the Q3 fiscal 2023 interim condensed consolidated financial statements can be found in the table entitled "Summary of results for Q3 fiscal 2023 and selected financial information excluding significant items" on page 4 of the supplementary financial information.

Non-IFRS Ratios

Non-IFRS ratios are calculated using the non-IFRS measures defined above. For the periods presented herein, we have used the following non-IFRS ratios: (i) total expenses excluding significant items as a percentage of revenue which is calculated by dividing expenses excluding significant items by revenue excluding significant items; (ii) total compensation expense excluding significant items as a percentage of revenue which is calculated by dividing compensation expenses excluding significant items by revenue excluding significant items; (iii) non-compensation expense excluding significant items as a percentage of revenue which is calculated by dividing non-compensation expense excluding significant items by revenue excluding significant items; (iv) earnings per common share excluding significant items by the weighted average number of common shares outstanding (basic); (v) diluted earnings per common share excluding significant items which is calculated by dividing net income attributable to common shareholders excluding significant items by the weighted average number of common shares outstanding (diluted); (vi) pre-tax profit margin which is calculated by dividing net income before taxes excluding significant items; (vii) effective tax rate which is calculated by dividing income taxes (adjusted) by net income before taxes after intersegment allocations and excluding significant items and (viii) net profit margin which is calculated as net income excluding significant items divided by revenue excluding significant items.

Supplementary Financial Measures

Client assets are supplementary financial measures that do not have any definitions prescribed under IFRS but do not meet the definition of a non-IFRS measure or non-IFRS ratio. Client assets, which include both Assets under Management (AUM) and Assets under Administration (AUA), is a measure that is common to the wealth management business. Client assets is 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. The Company's method of calculating client assets may differ from the methods used by other companies and therefore these measures may not be comparable to other companies. Management uses these measures to assess operational performance of the Canaccord Genuity Wealth Management business segment.

Book value per diluted share is calculated as total common shareholders' equity adjusted for assumed proceeds from the exercise of outstanding options divided by the number of issued shares outstanding on a diluted basis is calculated as number of shares issued and outstanding, adjusted for share issuance or repurchase commitments and assumed forfeitures.

Market capitalization is calculated as number of issued shares outstanding on a diluted basis multiplied by the closing share price at the end of the period.

Financial highlights

(Unaudited, for the period ended)	Q3/23 vs.	Q3/22						ı		1		9 months	Ended	FY23 vs l	FY22					
(in thousands of dollars) (1)	Increase (de		Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (de		FY22	FY21	FY20	FY19	FY18
Financial results	,	,							-	-				,	,					
Revenue	(170.101)	(30.8)%	382.116	380,522	317,370	499.793	552.217	475.161	518,831	706.526	533,077	1.080.008	1,546,209	(466,201)	(30.2)%	2.046.002	2.007.688	1.223.867	1.190.567	1.022.877
Expenses	5.668	1.2%	462,902	341,490	315,476	403,245	457.234	388.124	419,130	518,810	433,803	1,119,868	1,264,488	(144,620)	(11.4)%	1.667.733	1.637.786	1,123,844	1.097.911	987.131
Income taxes (recovery)	(26,972)	(95.5)%	1,279	12,468	4,898	27,553	28,251	25,252	26,648	48,322	30,823	18,645	80,151	(61,506)	(76.7)%	107,704	100,100	13,469	21,074	18,669
Net income (loss)	(148,797)	(223.0)%	(82,065)	26,564	(3,004)	68,995	66,732	61.785	73,053	139,394	68,451	(58,505)	201,570	(260,075)	(129.0)%	270.565	269,802	86,554	71,582	17,077
Net income (loss) attributable to CGGI shareholders	(151,420)	(258.2)%	(92,775)	17,170	(10,173)	58.657	58,645	56,583	72,001	137,877	66,991	(85,778)	187,229	(273,007)	(145.8)%	245.886	263.786	86,490	70,530	13,024
Net income (loss) attributable to common shareholders	(151,420)	(269.2)%	(95.166)	14,779	(12,564)	56,266	56.254	54.232	69,650	135,526	64.640	(92,951)	180.136	(273,087)	(151.6)%	236,402	254.382	77.086	61.126	3,431
Tot moonto (1000) attributable to common originalorio	(101,120)	(200.2)70	(00,100)	1-1,770	(12,001)	00,200	00,201	01,202	00,000	100,020	01,010	(02,001)	100,100	(270,007)	(101.0)70	200,102	201,002	77,000	01,120	0,101
Balance sheet information																				
Total assets	(959,447)	(13.6)%	6,079,979	6,269,473	6,128,151	7,250,245	7,039,426	7,886,293	7,098,990	7,631,801	6,085,307	6,079,979	7.039.426	(959,447)	(13.6)%	7.250.245	7.631.801	5,956,195	4,749,294	4,020,736
Total liabilities	(963,968)	(16.9)%	4,728,987	4,859,278	4,712,254	5,833,476	5,692,955	6,526,656	5.969.409	6,516,517	5,110,664	4,728,987	5,692,955	(963,968)	(16.9)%	5.833.476	6,516,517	5,027,421	3,870,934	3,165,813
Non-controlling interests	109.713	46.0%	348.212	330,355	325,914	238,700	238,499	208,208	6.337	8.190	6.844	348,212	238.499	109.713	46.0%	238.700	8.190	156	1.997	13,571
Total shareholders' equity	(105,192)	(9.5)%	1,002,780	1,079,840	1,089,983	1,178,069	1,107,972	1,151,429	1,123,244	1,107,094	967,799	1,002,780	1,107,972	(105,192)	(9.5)%	1,178,069	1,107,094	928,618	876,363	841,352
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Client assets (\$ millions)					l											1				l
Assets under mgmt. (discretionary) - Canada (2)	43	0.5%	8,428	8,047	7,952	8,482	8,385	7,637	6,989	6,307	5,728	8,428	8,385	43	0.5%	8,482	6,307	4,009	4,221	2,815
Assets under admin Canada (2)	(2,737)	(7.3)%	34,735	33,739	33,857	37,881	37,472	35,768	34,588	32,240	29,270	34,735	37,472	(2,737)	(7.3)%	37,881	32,240	18,440	20,674	15,567
Assets under mgmt UK and Crown Dependencies (3)	(5,004)	(8.4)%	54.403	49,992	52,166	52,830	59,407	57,508	55,605	52,298	51,762	54,403	59,407	(5,004)	(8.4)%	52,830	52,298	39,879	44,195	44,877
Assets under mgmt Australia (3)	185	3.7%	5,250	4,876	4,694	5,352	5,065	4,814	4,691	4,228	4,174	5,250	5,065	185	3.7%	5,352	4,228	2,400	854	830
Total assets under administration, management & management contract	(7.556)	(7.4)%	94.388	88.607	90.717	96,063	101.944	98.090	94.884	88.766	85,206	94.388	101,944	(7,556)	(7.4)%	96.063	88,766	60.719	65.723	61,274
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Common share information																				
Per share (\$)																				
Basic earnings (loss) (24)	(1.69)	(286.4)%	(1.10)	0.17	(0.14)	0.62	0.59	0.56	0.72	1.07	0.67	(1.06)	1.88	(2.94)	(156.4)%	2.50	2.30	0.78	0.58	0.04
Diluted earnings (loss) (24)	(1.62)	n.m.	(1.10)	0.14	(0.14)	0.53	0.52	0.49	0.63	0.93	0.54	(1.06)	1.64	(2.70)	(164.6)%	2.16	2.04	0.65	0.48	0.03
Book value per diluted share (4)	(1.07)	(11.9)%	7.98	8.72	8.83	9.67	9.05	8.90	8.57	8.38	7.30	7.98	9.05	(1.07)	(11.9)%	9.67	8.38	6.84	6.25	5.71
	(1.07)	(11.0)//	7.50	0.72	0.00	0.01	0.00	0.00	0.01	0.00	7.00	7.00	0.00	(1.07)	(11.0)70	0.07	0.00	0.01	0.20	0.7 1
Share price (\$)																				
High	(8.01)	(48.5)%	8.51	10.10	12.58	15.85	16.52	15.55	14.27	13.25	11.44	12.58	16.52	(3.94)	(23.8)%	16.52	13.25	6.00	7.47	7.49
Low	(6.71)	(51.8)%	6.24	6.71	8.21	11.48	12.95	12.63	11.42	11.01	6.46	6.24	11.42	(5.18)	(45.4)%	11.42	3.93	3.29	5.54	4.08
Close	(6.69)	(44.4)%	8.39	6.77	8.43	12.35	15.08	13.93	13.58	11.50	11.21	8.39	15.08	(6.69)	(44.4)%	12.35	11.50	4.33	5.84	6.93
	, ,	` '												, ,	` '					
Shares outstanding (thousands)																				
Issued shares excluding unvested shares (5)	(1,006)	(1.1)%	87,215	86,033	87,846	88,057	88,221	94,689	96,836	95,791	96,382	87,215	88,221	(1,006)	(1.1)%	88,057	95,791	93,464	97,580	93,054
Issued and outstanding (6)	(6,429)	(6.1)%	99,382	99,186	99.186	99.698	105,811	106,444	107.407	108,191	107,996	99.382	105.811	(6,429)	(6.1)%	99,698	108,191	107,812	115,617	113,523
Diluted shares (7)	917	0.9%	104,955	104,907	104,590	104,500	104.038	110,765	111,834	112,568	127,801	104,955	104,038	917	0.9%	104,500	112,568	130,723	140,241	124,294
Average outstanding - basic	(8,215)	(8.6)%	86.782	86,661	88,636	91,235	94.997	96,138	97,065	96,867	96,719	87,355	96,063	(8,708)	(9.1)%	94.871	96.659	98,449	96,260	92,587
Average diluted (8)	(8,413)	(7.7)%	100,563	102,198	104,981	105,790	108,976	110,084	110,810	110,899	123,760	101,932	109,863	(7,931)	(7.2)%	109.434	108,978	128,303	130,944	110,862
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Market Capitalization (thousands) (34)	(688,321)	(43.9)%	880,572	710,220	881,694	1,290,575	1,568,893	1,542,956	1,518,706	1,294,532	1,432,649	880,572	1,568,893	(688,321)	(43.9)%	1,290,575	1,294,532	566,031	819,007	861,357
Preferred share information (thousands)																				
. ,			0.540	0.540	0.540	0.540	0.540	0.540	0.540	0.540	0.540	0.400	0.540	(440)	(4.2)01	0.540	0.540	0.540	0.540	0.540
Shares issued and outstanding (number)	-	-	8,540	8,540	8,540	8,540	8,540	8,540	8,540	8,540	8,540	8,430	8,540	(110)	(1.3)%	8,540	8,540	8,540	8,540	8,540
Dividends																				
Dividends per common share			0.005	0.005	0.005	0.085	0.085	0.075	0.075	0.075	0.005	0.055	0.24	0.00	8.5%	0.32	0.25	0.20	0.20	0.15
			0.085	0.085	0.085			0.075			0.065	0.255		0.02	8.5%	1		0.20	0.20	
Common dividend yield (closing share price) (9)	0.0 p.p.	79.7%	4.1%	5.0%	4.0%	2.8%	2.3%	2.2%	2.2%	2.6%	2.3%	4.1%	2.1%	2.0 p.p.		2.6%	2.2%	4.6%	3.4%	2.2%
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Supplementary Information Excluding Significant Items (Non-IFRS) (12)

(Unaudited, for the period ended)	Q3/23 vs. 0	Q3/22										9 months	Ended	FY23 vs F	Y22					
(in thousands of dollars) (1)	Increase (dec	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (dec	crease)	FY22	FY21	FY20	FY19	FY18
Financial results																				
Revenue	(168,468)	(35.5)%	382,349	381,793	328,817	490,793	550,817	475,161	523,831	692,326	533,077	1,092,959	1,549,809	(456,850)	(29.5)%	2,040,602	1,993,488	1,223,867	1,190,567	1,022,877
Expenses	(86,507)	(22.8)%	350,878	331,178	301,365	396,268	437,385	379,509	409,874	509,087	422,503	983,421	1,226,768	(243,347)	(19.8)%	1,623,036	1,607,398	1,100,810	1,054,981	912,270
Income taxes (recovery)	(25,526)	(98.4)%	3,274	15,189	7,517	27,703	28,800	25,933	29,303	46,111	31,603	25,980	84,036	(58,056)	(69.1)%	111,739	100,203	16,734	28,231	28,950
Net income (loss)	(56,435)	(80.9)%	28,197	35,426	19,935	66,822	84,632	69,719	84,654	137,128	78,971	83,558	239,005	(155,447)	(65.0)%	305,827	285,887	106,323	107,355	81,657
Net income (loss) attributable to CGGI shareholders	(58,537)	(89.1)%	18,952	28,184	14,270	57,069	77,489	65,677	83,602	135,611	77,511	61,406	226,768	(165,362)	(72.9)%	284,069	279,871	105,895	106,303	77,604
Net income (loss) attributable to common shareholders	(58,537)	(92.4)%	16,561	25,793	11,879	54,678	75,098	63,326	81,251	133,260	75,160	54,233	219,675	(165,442)	(75.3)%	274,585	270,467	96,491	96,899	68,011
Common share information Per share (\$)																				
Basic earnings (loss) (24)	(0.60)	(90.9)%	0.20	0.30	0.13	0.62	0.80	0.66	0.84	1.38	0.78	0.63	2.29	(1.66)	(72.5)%	2.92	2.80	0.98	1.01	0.73
Diluted earnings (loss) (24)	(0.53)	(91.4)%	0.16	0.25	0.11	0.52	0.69	0.58	0.73	1.20	0.62	0.53	2.00	(1.47)	(73.5)%	2.51	2.48	0.81	0.80	0.59
Average outstanding - basic, adjusted	(8,215)	(8.5)%	86,782	86,661	88,636	91,235	94,997	96,138	97,065	96,867	96,719	87,355	96,063	(8,708)	(9.1)%	94,871	96,659	98,449	96,260	92,587
Average diluted, adjusted ⁽⁸⁾	(8,413)	(7.6)%	100,563	102,198	104,981	105,790	108,976	110,084	110,810	110,899	123,760	101,932	109,863	(7,931)	(7.2)%	109,434	108,978	128,303	130,944	120,093

n.m.: not meaningful (percentages above 300% are indicated as n.m.)

p.p.: percentage points

Canaccord Genuity Group of Companies Condensed Consolidated Statement of Operations (20)

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(Unaudited, for the period ended)	Q3/23 vs.											9 months		FY23 vs						
(in thousands of dollars) (1)	Increase (d	ecrease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (de	ecrease)	FY22	FY21	FY20	FY19	FY18
Revenue																				
Commissions and fees	(8,362)	(4.2)%	188,647	182,770	180,923	196,976	197,009	185,105	182,753	214,476	184,186	552,340	564,867	(12,527)	(2.2)%	761,843	735,239	586,884	556,475	461,937
Investment banking	(103,531)	(68.6)%	47,494	43,772	18,716	108,801	151,025	106,261	195,638	305,939	213,419	109,982	452,924	(342,942)	(75.7)%	561,725	761,551	236,962	294,241	282,195
Advisory fees	(77,630)	(50.6)%	75,667	101,294	82,944	122,353	153,297	139,413	77,994	66,761	72,004	259,905	370,704	(110,799)	(29.9)%	493,057	197,092	206,507	142,228	122,372
Principal trading	1,143	3.4%	35,123	26,973	28,221	41,960	33,980	30,390	52,648	87,830	51,113	90,317	117,018	(26,701)	(22.8)%	158,978	246,801	108,834	125,830	113,921
Interest	22,446	232.9%	32,085	22,395	14,816	10,264	9,639	8,458	7,667	7,487	5,791	69,296	25,764	43,532	169.0%	36,028	26,288	63,690	51,008	27,875
Other	(4,167)	(57.3)%	3,100	3,318	(8,250)	19,439	7,267	5,534	2,131	24,033	6,564	(1,832)	14,932	(16,764)	(112.3)%	34,371	40,717	20,990	20,785	14,577
	(170,101)	(30.8)%	382,116	380,522	317,370	499,793	552,217	475,161	518,831	706,526	533,077	1,080,008	1,546,209	(466,201)	(30.2)%	2,046,002	2,007,688	1,223,867	1,190,567	1,022,877
Expenses		` '											-							
Compensation expense (33)	(100,626)	(29.5)%	240,303	222,059	198,444	294,695	340,929	290,234	322,326	395,638	328,647	660,806	953,489	(292,683)	(30.7)%	1,248,184	1,227,895	738,313	716,625	625,853
Trading costs	(1,292)	(5.1)%	24.109	23.809	24.748	23,588	25,401	25,451	28,384	39,420	27,982	72,666	79,236	(6,570)	(8.3)%	102.824	122,154	83,964	83,577	68,209
Premises and equipment	(530)	(9.8)%	4,859	5.400	4,823	5,327	5,389	5,195	4.163	5,638	4,948	15,082	14.747	335	2.3%	20.074	19.948	18,094	41,719	39.605
Communication and technology	4,295	23.8%	22,343	20,545	19,355	20,336	18,048	18,958	16,531	17,423	16,020	62.243	53.537	8.706	16.3%	73,873	67.475	66.666	64,930	56.346
Interest	6.267	104.2%	12,281	10.519	7.824	7.483	6.014	5,353	4.748	8.239	6,724	30.624	16.115	14.509	90.0%	23.598	28.364	33.678	25.453	18.437
General and administrative	4.167	14.5%	32,825	31,536	30,756	29,434	28,658	21,782	21,557	23,521	22,690	95,117	71.997	23,120	32.1%	101.431	82,310	113,612	100,768	83,982
Amortization	4,741	69.8%	11,533	11,068	8,195	29,434 8,945	6,792	5,987	5,869	6,518	6,145	30,796	18,648	12,148	65.1%	27,593	26,156	32,594	24,280	24,007
	1,116	20.4%	6,580	6.388	6,815	6,697	5,464	5,987	6,018	6,518	6,053	19,783	18,648	12,148 2.586	15.0%	27,593	25,040	22,866	24,260	24,007
Amortization of right of use assets		-		10,333	6,926	6,214			4,070										15,513	7,664
Development costs	278	5.4%	5,473	10,333	6,926	6,214	5,195	6,943	4,070	10,849	8,815	22,732	16,208	6,524	40.3%	22,422	27,246	12,053		7,664
Restructuring costs	-	-	-						-					-	-			1,921	13,070	
Acquisition-related costs	(6,762)	(100.0)%	-	(179)	7,582	515	6,762	1,920	-	418	5,504	7,403	8,682	(1,279)	n.m.	9,197	5,922	(124)	3,064	6,732
Acceleration of long-term Incentive plan expense (31)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	48,355
Impairment of goodwill and other assets	102,571	n.m.	102,571	-	-	-	-	-	-	-	-	102,571	-	102,571	-	-	-	-	-	-
Change in derivative fair value	(8,519)	(100.0)%	-	-	-	-	8,519	-	-	-	-	-	8,519	(8,519)	-	8,519	-	-	-	-
Loss and other costs on extinguishment of convertible debentures (32)	-	-	-	-	-	-	-	468	5,464	4,354	-	-	5,932	(5,932)	-	5,932	4,354	-	8,608	-
Share of loss (gain) of an associate	(38)	(60.3)%	25	12	8	11	63	118	-	616	275	45	181	(136)	(75.1)%	192	922	207	304	298
	5,668	1.2%	462,902	341,490	315,476	403,245	457,234	388,124	419,130	518,810	433,803	1,119,868	1,264,488	(144,620)	(11.4)%	1,667,733	1,637,786	1,123,844	1,097,911	987,131
Income (loss) before income taxes	(175,769)	(185.1)%	(80,786)	39,032	1,894	96,548	94,983	87,037	99,701	187,716	99,274	(39,860)	281,721	(321,581)	(114.1)%	378,269	369,902	100,023	92,656	35,746
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Income taxes (recovery)	(26,972)	(95.5)%	1,279	12,468	4,898	27,553	28,251	25,252	26,648	48,322	30,823	18,645	80,151	(61,506)	(76.7)%	107,704	100,100	13,469	21,074	18,669
Net income (loss)	(148,797)	(223.0)%	(82,065)	26,564	(3,004)	68,995	66,732	61,785	73,053	139,394	68,451	(58,505)	201,570	(260,075)	(129.0)%	270,565	269,802	86,554	71,582	17,077
Non-controlling interests (38) - see note B below	2,623	32.4%	10,710	9,394	7,169	10,338	8,087	5,202	1,052	1,517	1,460	27,273	14,341	12,932	90.2%	24,251	6,016	64	1,052	4,053
v	_,		,	5,551	.,	,	2,221	-,	.,	.,	.,	,	,	,		,	5,515		.,	.,
Net income (loss) attributable to CGGI shareholders	(151,420)	(258.2)%	(92,775)	17,170	(10,173)	58,657	58,645	56,583	72,001	137,877	66,991	(85,778)	187,229	(273,007)	(145.8)%	246,314	263,786	86,490	70,530	13,024
Preferred share dividends	-	-	(2,391)	(2,391)	(2,391)	(2,391)	(2,391)	(2,351)	(2,351)	(2,351)	(2,351)	(7,173)	(7,093)	(80)	1.1%	(9,484)	(9,404)	(9,404)	(9,404)	(9,593)
Net income (loss) attributable to common shareholders	(151,420)	(269.2)%	(95,166)	14,779	(12,564)	56,266	56,254	54,232	69,650	135,526	64,640	(92,951)	180,136	(273,087)	(151.6)%	236,830	254,382	77,086	61,126	3,431
T-t-1 (11)	44		00.521	50.401	00.521	50.531	04 ===	04.000	00.424	50.531	04.701	04.501	04.701	(0.5)		04.501	04.571	00.001	00.531	04.501
Total compensation exp. as % of revenue (11)	1.1 p.p.		62.9%	58.4%	62.5%	59.0%	61.7%	61.1%	62.1%	56.0%	61.7%	61.2%	61.7%	(0.5) p.p.		61.0%	61.2%	60.3%	60.2%	61.2%
Non-compensation exp. as % of revenue	37.2 p.p.		58.3%	31.4%	36.9%	21.7%	21.1%	20.6%	18.7%	17.4%	19.7%	42.5%	20.1%	22.4 p.p.		20.5%	20.4%	31.5%	32.0%	35.3%
Total expenses as % of revenue	38.3 p.p.		121.1%	89.7%	99.4%	80.7%	82.8%	81.7%	80.8%	73.4%	81.4%	103.7%	81.8%	21.9 p.p.		81.5%	81.6%	91.8%	92.2%	96.5%
Pre-tax profit margin	(38.3) p.p.		(21.1)%	10.3%	0.6%	19.3%	17.2%	18.3%	19.2%	26.6%	18.6%	(3.7)%	18.2%	(21.9) p.p.		18.5%	18.4%	8.2%	7.8%	3.5%
Effective tax rate	(31.3) p.p.		(1.6)%	31.9%	n.m.	28.5%	29.7%	29.0%	26.7%	25.7%	31.0%	(46.8)%	28.5%	(75.2) p.p.		28.5%	27.1%	13.5%	22.7%	52.2%
Net profit margin	(33.6) p.p.		(21.5)%	7.0%	(0.9)%	13.8%	12.1%	13.0%	14.1%	19.7%	12.8%	(5.4)%	13.0%	(18.5) p.p.		13.2%	13.4%	7.1%	6.0%	1.7%
Basic earnings (loss) per common share (24)	(1.69)	(286.4)%	(1.10)	0.17	(0.14)	0.62	0.59	0.56	0.72	1.07	0.67	(1.06)	1.88	(2.94)	(156.4)%	2.50	2.30	0.78	0.58	0.04
Diluted earnings (loss) per common share (24)	(1.62)	n.m.	(1.10)	0.17	(0.14)	0.52	0.52	0.49	0.63	0.93	0.54	(1.06)	1.64	(2.70)	(164.6)%	2.16	2.04	0.65	0.48	0.03
Book value per diluted common share	(1.07)	(11.9)%	7.98	8.72	8.83	9.67	9.05	8.90	8.57	8.38	7.30	7.98	9.05	(1.07)	(11.9)%	9.67	8.38	6.84	6.25	5.71
Book value per diluted common share	(1.07)	(11.8)70	1.00	0.12	0.03	5.07	5.05	0.30	6.57	0.30	1.30	1.00	5.05	(1.07)	(11.3)70	5.07	0.36	0.04	0.25	5.71
Supplementary Information Excluding Significant Items	(Non-IFRS)	(12)																		

Supplementary Information Excluding Significant Items (Non-IFRS) (12)

	Q3/23 vs.	03/22				I	I					9 months	Ended	FY23 vs F	Y22		12	months Ended	i	
(in thousands of dollars) (1)	Increase (de		Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (dec		FY22	FY21	FY20	FY19	FY18
Revenue	(168,468)	(30.6)%	382,349	381,793	328,817	490,793	550,817	475,161	523,831	692,326	533,077	1,092,959	1,549,809	(456,850)	(29.5)%	2,040,602	1,993,488	1,223,867	1,190,567	1,022,877
Total expenses	(86,507)	(19.8)%	350,878	331,178	301,365	396,268	437,385	379,509	409,874	509,087	422,503	983,421	1,226,768	(243,347)	(19.8)%	1,623,036	1,607,398	1,100,810	1,054,981	912,270
Income before income taxes	(81,961)	(72.3)%	31,471	50,615	27,452	94,525	113,432	95,652	113,957	183,239	110,574	109,538	323,041	(213,503)	(66.1)%	417,566	386,090	123,057	135,586	110,607
Net income (loss)	(56,435)	(66.7)%	28,197	35,426	19,935	66,822	84,632	69,719	84,654	137,128	78,971	83,558	239,005	(155,447)	(65.0)%	305,827	285,887	106,323	107,355	81,657
Net income (loss) attributable to CGGI shareholders	(58,537)	(75.5)%	18,952	28,184	14,270	57,069	77,489	65,677	83,602	135,611	77,511	61,615	226,508	(164,893)	(72.8)%	284,069	279,871	105,895	106,303	77,604
Net income (loss) attributable to common shareholders	(58,537)	(77.9)%	16,561	25,793	11,879	54,678	75,098	63,326	81,251	133,260	75,160	54,442	219,415	(164,973)	(75.2)%	274,585	270,467	96,491	96,899	68,011
Total compensation as % of revenue	1.0 p.p.		62.8%	58.2%	60.4%	60.0%	61.9%	61.1%	61.5%	57.1%	61.7%	60.5%	61.5%	(1.1) p.p.		61.2%	61.6%	60.3%	60.2%	61.2%
Non-compensation exp. as % of revenue	11.4 p.p.		28.9%	28.6%	31.3%	20.7%	17.5%	18.8%	16.7%	16.4%	17.6%	29.5%	17.6%	11.9 p.p.		18.4%	19.0%	29.6%	28.4%	28.0%
Total expenses as % of revenue	12.4 p.p.		91.8%	86.7%	91.7%	80.7%	79.4%	79.9%	78.2%	73.5%	79.3%	90.0%	79.2%	10.8 p.p.		79.5%	80.6%	89.9%	88.6%	89.2%
Pre-tax profit margin	(12.4) p.p.		8.2%	13.3%	8.3%	19.3%	20.6%	20.1%	21.8%	26.5%	20.7%	10.0%	20.8%	(10.8) p.p.		20.5%	19.4%	10.1%	11.4%	10.8%
Effective tax rate	(15.0) p.p.		10.4%	30.0%	27.4%	29.3%	25.4%	27.1%	25.7%	25.2%	28.6%	23.7%	26.0%	(2.3) p.p.		26.8%	26.0%	13.6%	20.8%	26.2%
Net profit margin	(8.0) p.p.		7.4%	9.3%	6.1%	13.6%	15.4%	14.7%	16.2%	19.8%	14.8%	7.6%	15.4%	(7.8) p.p.		15.0%	14.3%	8.7%	9.0%	8.0%
Basic earnings (loss) per common share (24)	(0.60)	(75.0)%	0.20	0.30	0.13	0.62	0.80	0.66	0.84	1.38	0.78	0.63	2.29	(1.66)	(72.5)%	2.92	2.80	0.98	1.01	0.73
Diluted earnings (loss) per common share (24)	(0.53)	(76.8)%	0.16	0.25	0.11	0.52	0.69	0.58	0.73	1.20	0.62	0.53	2.00	(1.47)	(73.5)%	2.51	2.48	0.81	0.80	0.59

n.m.: not meaningful (percentages above 300% are indicated as n.m.)

p.p.: percentage points

Note A: Please find notes on Pages 19 & 20
Note B: Non-controlling interests is an after-tax allocation of profit which is deducted for the purposes of determining net income attributable to common shareholders.

Summary of results for Q3 fiscal 2023 and selected financial Information excluding significant items (Non-IFRS) (1)

(Off the coands except now share and 0/ emergets)	Three m	onths end	ded [December 31	Quarter-over-	Nine months end	ed D	ecember 31	Year over
(C\$ thousands, except per share and % amounts)		2022		2021	quarter change	202	2	2021	year
Revenue									
Revenue per IFRS	\$	382,116	\$	552,217	(30.8)%	\$ 1,080,008	\$	1,546,209	(30.2)%
Significant items recorded in Corporate and Other									
Reversal of fair value adjustments on certain warrants and illiquid and restricted	\$	(233)	¢	1,400	(116.6)%	\$ (12,951) ¢	(3,600)	259.8%
marketable securities	*	(233)	φ	,	(110.0)/0	ψ (12,95)	ι) φ	(3,000)	
Total revenue excluding significant items	\$	382,349	\$	550,817	(30.6)%	\$ 1,092,959	\$	1,549,809	(29.5)%
Expenses									
Expenses per IFRS	\$	462,902	\$	457,234	1.2%	\$ 1,119,868	\$	1,264,488	(11.4)%
Significant items recorded in Canaccord Genuity Capital Markets									
Amortization of intangible assets	\$	1,643	\$	107	n.m.			560	n.m.
Acquisition-related costs		-		537	(100.0)%	\$ 1,477	\$	537	175.0%
Incentive based costs related to	\$	523	\$	_	n.m.	\$ 1,327	,	_	n.m.
acquisitions (2)	*	020	Ψ		11.111.	,			
Impairment of goodwill and intangible assets	\$	102,571	\$	-	n.m.	\$ 102,571	l	-	n.m.
Significant items recorded in Canaccord Genuity Wealth Management									
Amortization of intangible assets	\$	5,830		4,113	41.7%			10,439	54.1%
Acquisition-related costs	\$	-	\$	6,225	(100.0)%	\$ 5,926	\$	8,145	(27.2)%
Incentive based costs related to	s	649	¢	348	86.5%	\$ 2,500	2	2,794	(10.5)%
acquisitions (2)	•	043	φ	340	00.570	φ 2,500	, φ	2,794	(10.5) /6
Costs associated with reorganization of									
UK & Crown Dependencies		-	\$	-	-	\$ -	\$	794	(100.0)%
wealth management									
Significant items recorded in Corporate and Other									
Development costs		808		-	n.m.	2,118	3	-	n.m.
Costs associated with redemption of			\$	_	_	\$ -	\$	5,932	(100.0)%
convertible debentures			•	0.740			•	,	` ,
Change in derivative fair value				8,519	n.m.			8,519	n.m.
Total significant items	\$	112,024		19,849	n.m.	\$ 136,447		37,720	261.7%
Total expenses excluding significant items	\$	350,878		437,385	(19.8)%			1,226,768	(19.8)%
Net income before taxes excluding significant items (1)	\$	31,471		113,432	(72.3)%			323,041	(66.1)%
Income taxes (adjusted)	\$	3,274		28,800	(88.6)%			84,036	(69.1)%
Net income excluding significant items ⁽¹⁾	\$	28,197	\$	84,632	(66.7)%	\$ 83,558	3 \$	239,005	(65.0)%
Significant items impacting net income attributable to common shareholders									
Non-controlling interests - IFRS	\$	10,710	\$	8,087	32.4%	\$ 27,273	3 \$	14,341	90.2%
Amortization of equity component of the									
non-controlling interests in	\$	1,465		944	55.2%	\$ 5,330)	1,844	189.0%
CGWM UK and other adjustment	l.				05 :21			40.40=	
Non-controlling interests (adjusted)	\$	9,245		7,143	29.4%	•		12,497	75.6%
Net income attributable to common shareholders excluding significant items (1	\$	16,561		75,098	(77.9)%	-		219,415	(75.2)%
Earnings per common share excluding significant items - basic ⁽¹⁾	\$	0.20		0.80	(75.0)%	T	\$	2.29	(72.5)%
Diluted earnings per common share excluding significant items (1)	\$	0.16	\$	0.69	(76.8)%	\$ 0.53	\$	2.00	(73.5)%

¹Figures excluding significant items are non-IFRS measures. See Non-IFRS Measures.

Diluted earnings per common share ("diluted EPS") is computed using the treasury stock method, giving effect to the exercise of all dilutive elements. The Convertible Preferred Shares issued by CGWM UK are factored into the diluted EPS by adjusting net income attributable to common shareholders of the Company to reflect our proportionate share of CGWM UK's earnings on an as converted basis if the calculation is dilutive. For the quarter and nine months ended December 31, 2022 the effect of reflecting our proportionate share of CGWM UK's earnings is anti-dilutive for adjusted EPS purposes under IFRS but dilutive on an excluding significant items basis. When the calculation is anti-dilutive the non-controlling interest reflects dividends paid on the Convertible Preferred Shares rather than the as-converted proportionate share of CGWM UK's earnings. Net income attributable to common shareholders excluding significant items reflect the Company's proportionate share of CGWM UK's net income excluding significant items on an as converted basis.

² Incentive-based costs related to the acquisitions and growth initiatives in CGWM UK and US and UK capital markets divisions.

Canaccord Genuity Group of Companies Business segment results

					((3 fiscal 2023									N	line months	ended Decem	ber 31, 2022				
(Unaudited, for the period ended)		С	apital Market	s			Wealth Ma	nagement		Corporate & Other			С	apital Markets	3			Wealth Man	nagement		Corporate & Other	
(in thousands of dollars) (1)											Total							JK & Crown				Total
							UK &											Dependencie				
	Canada	US	UK & Dubai	Australia	Total	Canada	Europe	Australia	Total	Canada		Canada	US	UK & Dubai	Australia	Total	Canada	S	Australia	Total	Canada	
Revenue																						
Commissions and fees	6,513	25,303	4,231	3,753	39,800	56,555	78,761	13,329	148,645	202	188,647	14,988	73,456	12,343	11,593	112,380	172,872	225,888	39,650	438,410	1,550	552,340
Investment banking	4,592	5,523	973	26,606	37,694	6,520	-	3,280	9,800	-	47,494	19,288	17,220	8,945	40,209	85,662	16,553	-	7,767	24,320	-	109,982
Advisory fees	10,903	52,797	11,519	-	75,219	448	-	-	448	-	75,667	24,604	191,277	42,868	-	258,749	1,156	-	-	1,156	-	259,905
Principal trading	1,783	30,694	2,492	-	34,969	154	-	-	154	-	35,123	3,481	82,817	3,954	-	90,252	65	-	-	65		90,317
Interest	7,012	715	68	104	7,899	13,461	6,525	24	20,010	4,176	32,085	13,627	1,176	77	115	14,995	32,361	12,678	26	45,065	9,236	69,296
Other	717	606	(32)	7	1,298	226	405	-	631	1,171	3,100	2,227	2,512	(80)	16	4,675	747	1,432	-	2,179	(8,686)	(1,832)
	31,520	115,638	19,251	30,470	196,879	77,364	85,691	16,633	179,688	5,549	382,116	78,215	368,458	68,107	51,933	566,713	223,754	239,998	47,443	511,195	2,100	1,080,008
Expenses																						
Compensation expense (33)	21,084	71,057	13,289	17,669	123,099	41,413	40,962	11,505	93,880	23,324	240,303	51,524	215,837	41,579	26,502	335,442	124,548	121,107	33,387	279,042	46,322	660,806
Trading costs	5,317	12,464	936	249	18,966	4,266	2,779	718	7,763	(2,620)	24,109	16,221	37,754	3,067	671	57,713	14,135	8,100	2,097	24,332	(9,379)	72,666
Premises and equipment	660	1,254	21	135	2,070	1,277	1,330	107	2,714	75	4,859	1,602	3,867	(216)	498	5,751	2,850	4,371	611	7,832	1,499	15,082
Communication and technology	2,805	5,697	2,482	1,127	12,111	2,171	4,721	887	7,779	2,453	22,343	7,726	16,662	6,911	3,361	34,660	6,602	12,464	2,744	21,810	5,773	62,243
Interest	3,491	1,207	349	224	5,271	575	5,620	110	6,305	705	12,281	6,318	4,825	989	606	12,738	2,899	12,386	315	15,600	2,286	30,624
General and administrative	3,563	8,802	2,373	2,076	16,814	4,821	4,894	1,099	10,814	5,197	32,825	12,128	25,653	5,025	6,756	49,562	13,063	14,744	3,222	31,029	14,526	95,117
Amortization	411	1,812	637	263	3,123	723	6,761	255	7,739	671	11,533	883	5,270	1,498	693	8,344	1,449	19,018	790	21,257	1,195	30,796
Amortization of right of use assets	454	2,297	1,093	560	4,404	554	620	275	1,449	727	6,580	1,656	6,658	2,879	1,746	12,939	1,827	1,431	885	4,143	2,701	19,783
Development costs	-	829	199	2	1,030	3,798	365	564	4,727	(284)	5,473	220	2,135	298	27	2,680	11,682	3,192	3,167	18,041	2,011	22,732
Acquisition-related costs	-	-	-	-	-	-	-	-	-	-	-	-	-	1,477	-	1,477	-	5,926	-	5,926	-	7,403
Acceleration of long-term Incentive plan expense (31)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Impairment of goodwill and intangibles	102,571	-	-	-	102,571	-	-	-	-	-	102,571	102,571	-	-	-	102,571	-	-	-	-	-	102,571
Share of loss of an associate	-	-	-	-	-	-	-	-	-	25	25	-	-	-	-	-	-	-	-	-	45	45
	140,356	105,419	21,379	22,305	289,459	59,598	68,052	15,520	143,170	30,273	462,902	200,849	318,661	63,507	40,860	623,877	179,055	202,739	47,218	429,012	66,979	1,119,868
Income (loss) before intersegment allocations and income taxes	(108,836)	10,219	(2,128)	8,165	(92,580)	17,766	17,639	1,113	36,518	(24,724)	(80,786)	(122,634)	49,797	4,600	11,073	(57,164)	44,699	37,259	225	82,183	(64,879)	(39,860)
Intersegment Allocations	3,877	1,065	686	611	6,239	5,385	1,083	55	6,523	(12,762)	-	11,930	2,553	1,123	772	16,378	16,089	1,678	77	17,844	(34,222)	-
Income (loss) before income taxes	(112,713)	9,154	(2,814)	7,554	(98,819)	12,381	16,556	1,058	29,995	(11,962)	(80,786)	(134,564)	47,244	3,477	10,301	(73,542)	28,610	35,581	148	64,339	(30,657)	(39,860)
Non-controlling interests (38) - see note B below	-	-	-	1,668	1,668	-	8,745	297	9,042	-	10,710		-	-	3,264	3,264	-	23,853	156	24,009	-	27,273
Total compensation exp. as % of revenue (11)	66.9%	61.4%	69.0%	n.m.	62.5%	53.5%	47.8%	69.2%	52.2%	n.m.	62.9%	65.9%	58.6%	61.0%	51.0%	59.2%	55.7%	50.5%	70.4%	54.6%	n.m.	61.2%
Non-compensation exp. as % of revenue	n.m.	29.7%	42.0%	n.m.	84.5%	23.5%	31.6%	24.1%	27.4%	n.m.	58.3%	190.9%	27.9%	32.2%	27.6%	50.9%	24.4%	34.0%	29.2%	29.3%	n.m.	42.5%
Total expenses as % of revenue	n.m.	91.2%	0.0%	n.m.	147.0%	77.0%	79.4%	93.3%	79.7%	n.m.	121.1%	256.8%	86.5%	93.2%	78.7%	110.1%	80.0%	84.5%	99.5%	83.9%	n.m.	103.7%
Pre-tax profit margin	n.m.	7.9%		-	(50.2)%	16.0%	19.3%	6.4%	16.7%	-	(21.1)%	(172.0)%	12.8%	5.1%	19.8%	(13.0)%	12.8%	14.8%	0.3%	12.6%	n.m.	(3.7)%
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Supplementary Information Excluding Significant Items (Non-IFRS) $^{\scriptscriptstyle{(12)}}$

										Corporate											Corporate	
		Car	naccord Genu	iity			Wealth Ma	nagement		& Other			Can	accord Genu	ity			Wealth Ma	nagement		& Other	
											Total						ι	JK & Crown				Total
							UK &										D	ependencie				
(in thousands of dollars) (1)	Canada	US	UK & Dubai	Australia	Total	Canada	Europe	Australia	Total	Canada		Canada	US	UK & Dubai	Australia	Total	Canada	s	Australia	Total	Canada	
Revenue	31,520	115,638	19,251	30,470	196,879	77,364	85,691	16,633	179,688	5,782	382,349	78,215	368,458	68,107	51,933	566,713	223,754	239,998	47,443	511,195	15,051	1,092,959
Total expenses	37,725	103,758	20,934	22,305	184,722	59,598	61,687	15,406	136,691	29,465	350,878	98,098	313,830	61,272	40,860	514,060	179,055	178,572	46,873	404,500	64,861	983,421
Intersegment Allocations	3,877	1,065	686	611	6,239	5,385	1,083	55	6,523	(12,762)	-	11,930	2,553	1,123	772	16,378	16,089	1,678	77	17,844	(34,222)	-
Income before income taxes	(10,082)	10,815	(2,369)	7,554	5,918	12,381	22,921	1,172	36,474	(10,921)	31,471	(31,813)	52,075	5,712	10,301	36,275	28,610	59,748	493	88,851	(15,588)	109,538
Total compensation as % of revenue	66.9%	61.4%	69.0%	58.0%	62.5%	53.5%	47.8%	69.2%	52.2%	n.m.	62.8%	65.9%	58.6%	61.0%	51.0%	59.2%	55.7%	50.5%	70.4%	54.6%	n.m.	60.5%
		28.3%	39.7%			23.5%			23.8%		28.9%	59.5%	26.6%		27.6%	31.5%						29.9%
Non-compensation exp. as % of revenue	52.8%			15.2%	31.3%		24.2%	23.5%		n.m.				28.9%			24.4%	23.9%	28.4%	24.5%	n.m.	
Total expenses as % of revenue	119.7%	89.7%	108.7%	73.2%	93.8%	77.0%	72.0%	92.6%	76.1%	n.m.	91.8%	125.4%	85.2%	90.0%	78.7%	90.7%	80.0%	74.4%	98.8%	79.1%	n.m.	90.0%
Pre-tax profit margin	(32.0)%	9.4%	(12.3)%	24.8%	3.0%	16.0%	26.7%	7.0%	20.3%	n.m.	8.2%	(40.7)%	14.1%	8.4%	19.8%	6.4%	12.8%	24.9%	1.0%	17.4%	(103.6)%	10.0%
Non-controlling interests (38) - see note B below	-	-	-	1,668	1,668	-	7,280	297	7,577	-	9,245	-	-	-	3,264	3,264	-	18,523	156	18,679	-	21,943

n.m.: not meaningful (percentages above 300% are indicated as n.m.) p.p.: percentage points

Note A: Please find notes on Pages 19 & 20
Note B: Non-controlling interests is an after-tax allocation of profit which is deducted for the purposes of determining net income attributable to common shareholders.

Summary of operating results and earnings per share by segment

Q3 fiscal 2023				Excluding significant items (A)	IFRS
(C\$ thousands, except per share amounts)	Canaccord Genuity Capital Markets	Canaccord Genuity Wealth Management	Corporate and Other	Total	Total
Revenue	196,879	179,688	5,549	382,116	382,116
Expenses	(289,459)	(143,170)	(30,273)	(462,902)	(462,902)
Inter-segment allocations	(6,239)	(6,523)	12,762		
Income (loss) before income taxes and significant items	(98,819)	29,995	(11,962)	(80,786)	(80,786)
Significant items (A)					
Reversal of fair value adjustment on certain warrants, illiquid or restricted marketable securities			233	233	
Amortization of intangible assets	1,643	5,830		7,473	
Development costs			808	808	
Impairment of goodwill and intangible assets	102,571			102,571	
Incentive-based costs related to acquisitions	523	649		1,172	
Total significant items	104,737	6,479	1,041	112,257	
Income (loss) before income taxes	5.918	36.474	(10,921)	31,471	(80,786)
Income (taxes) recovery (B)	787	(6,217)	2,156	(3,274)	
Non-controlling interests	(1,668)	(7,577)		(9,245)	
Preferred share dividends (C)	(1,250)	(1,141)		(2,391)	
Corporate and other (C)	(4,583)	(4,182)	8,765		
Net income attributable to common shareholders	(796)	17,357		16,561	(95,166)
Average diluted number of shares (D)	100,563	100,563		100,563	100,563
Diluted earnings per share, excluding significant items (A)	\$ (0.01)	\$ 0.17		\$ 0.16	
Diluted earnings per share on an IFRS basis	1				\$ (1.10)

- (A) Figures excluding significant items are non-IFRS measures.

- (c) Allocation of consolidated tax provision based on management estimates by region and by business unit
 (d) Allocation to capital markets and wealth management segments based on revenue
 (l) This is the diluted common share number used to calculate diluted earnings (loss) per common share. For periods with net losses, all instruments involving potential common shares were excluded from the calculation of diluted loss per common share as they were artificilitive.

Nine months ended December 31, 2022				Excluding significant items (A)	IFRS
(C\$ thousands, except per share amounts)	Canaccord Genuity Capital Markets	Canaccord Genuity Wealth Management	Corporate and Other	Total	Total
Revenue	566,713	511,195	2,100		1,080,008
Expenses	(623,877)	(429,012)	(66,979)		(1,119,868)
Inter-segment allocations	(16,378)	(17,844)	34,222		
Income (loss) before income taxes and significant items	(73,542)	64,339	(30,657)	(39,860)	(39,860)
Significant items (A)					
Reversal of fair value adjustment on certain warrants illiquid or restricted marketable securities			12,951	12,951	
Amortization of intangible assets	4,442	16,086		20,528	
Acquisition-related costs	1,477	5,926		7,403	
Impairment of goodwill and intangible assets	102,571			102,571	
Incentive-based costs related to acquisitions	1,327	2,500		3,827	
Development costs			2,118		
Total significant items	109,817	24,512	15,069	149,398	
Income (loss) before income taxes	36,275	88,851	(15,588)	109,538	(39,860)
Income (taxes) recovery (B)	(13,408)	(15,945)	3,373		
Non-controlling interests	(3,278)	(18,665)		(21,943)	
Preferred share dividends (C)	(3,771)	(3,402)		(7,173)	
Corporate and other (C)	(6,422)	(5,793)	12,215		
Net income attributable to common shareholders	9,396	45,046		54,442	(92,951)
	404.000	404.000	404.000	404.000	404.000
Average diluted number of shares (D)	101,932	101,932	101,932		101,932
Diluted earnings per share, excluding significant items (A)	\$ 0.09	\$ 0.44		\$ 0.53	l
Diluted earnings per share on an IFRS basis					\$ (1.06)

- Figures excluding significant items are non-IFRS measures.
 Allocation of consolidated tax provision based on management estimates by region and by business unit
 Allocation to capital markets and wealth management segments based on revenue.
- (D) This is the diluted common share number used to calculate diluted earnings (loss) per common share. For periods with net losses, all instruments involving potential common shares were excluded from the calculation of diluted loss per common share as they were anti-dilutive.

Canaccord Genuity Capital Markets (Capital Markets)

(Unaudited, for the period ended)

Condensed Statement of Operations	(20)(21)(35

(Unaudited, for the period ended)																				
(in thousands of dollars) (1)	Q3/23 vs.	Q3/22										9 months		FY23 vs I	FY22					
	Increase (de	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (de	crease)	FY22	FY21	FY20	FY19	FY18
Revenue																				
Canada	(62,019)	(66.3)%	31,520	32,347	14,348	74,481	93,539	57,058	116,375	199,393	121,334	78,215	266,972	(188,757)	(70.7)%	341,453	443,444	204,636	260,665	216,106
UK, Europe, and Dubai (13)	(9,777)	(33.7)%	19,251	22,842	26,014	29,237	29,028	34,019	28,071	36,138	21,108	68,107	91,118	(23,011)	(25.3)%	120,355	95,535	96,103	108,789	128,458
US	(73,789)	(39.0)%	115.638	128.762	124.058	146.532	189.427	179.433	151.784	203.517	160.407	368.458	520.644	(152,186)	(29.2)%	667.176	590.534	350.379	303.587	235.942
Australia	(19,429)	(38.9)%	30.470	21,746	(283)	61.796	49.899	34,409	27.986	47.903	46.026	51,933	112.294	(60.361)	(53.8)%	174.090	182.715	38.351	31,366	57,022
· · · · · · · · · · · · · · · · · · ·	(165,014)	(45.6)%	196.879	205.697	164.137	312,046	361,893	304,919	324,216	486.951	348,875	566,713	991,028	(424,315)	(42.8)%	1,303,074	1,312,228	689.469	704,407	637,528
Expenses	(100,011)	(-10.0)70	100,070	200,007	101,101	012,010	001,000	004,010	02-1,2-10	400,001	010,070		001,020	(424,010)	(-12.0)70	1,000,014	1,012,220	000,100	704,407	007,020
Compensation expense (33)	(85,052)	(40.9)%	123,099	115,803	96,540	173,508	208,151	176,252	183,875	257,452	197,761	335,442	568,278	(232,836)	(41.0)%	741,786	742,997	402,071	403,439	376,279
	(1,887)		18,966	19,174	19,573	19,439	20,853	20,126	22,639	34,151	23,357	57,713	63,618	(5,905)	(9.3)%	83,057	102,909	70,611	69,965	54,585
Trading costs		(9.0)%					2,367			2,864	2,598					8,195			23,430	23,862
Premises and equipment	(297)	(12.5)%	2,070	1,960	1,721	1,328		2,306	2,194			5,751	6,867	(1,116)	(16.3)%		9,919	8,652		
Communication and technology	1,501	14.1%	12,111	11,441	11,108	11,581	10,610	10,708	9,498	10,889	9,465	34,660	30,816	3,844	12.5%	42,397	40,962	39,587	38,327	36,407
Interest	2,651	101.2%	5,271	3,684	3,783	4,021	2,620	3,540	2,891	3,581	2,486	12,738	9,051	3,687	40.7%	13,072	11,739	15,654	9,770	9,427
General and administrative	2,046	13.9%	16,814	16,023	16,725	14,245	14,768	9,685	10,066	9,441	10,184	49,562	34,519	15,043	43.6%	48,764	36,289	58,584	53,659	48,844
Amortization	1,997	177.4%	3,123	2,934	2,287	3,118	1,126	1,222	1,318	1,727	1,513	8,344	3,666	4,678	127.6%	6,784	6,796	12,975	7,174	9,441
Amortization of right of use assets	991	29.0%	4,404	4,236	4,299	4,695	3,413	3,584	3,586	4,208	3,532	12,939	10,583	2,356	22.3%	15,278	14,536	13,228	-	-
Development costs	745	261.4%	1,030	994	656	651	285	292	138	3,111	2,312	2,680	715	1,965	274.8%	1,366	5,855	495	452	690
Restructuring costs	-	-	-	-	-	-	-	-	-	-	-	-	-		-	-	-	-	13,070	4,704
Acquisition-related costs	(537)	(100.0)%	-	1,477	-	-	537	-	-	-	4,644	1,477	537	940	-	537	4,644	1,806	1,976	-
Acceleration of long-term Incentive plan expense (31)	-	,,	_	- 1	_	_		_	-	_		_			_		~ 1		-	42,399
Impairment of goodwill and other assets	102.571	n m	102.571	_	_	_	_	_		_	_	102.571		102.571	nm			Ī.	_	-12,000
pail mont or goodwin and outdi assets	24,729	9.3%	289.459	177.726	156.692	232.586	264.730	227.715	236.205	327.424	257.852	623.877	728.650	(104,773)	(14.4)%	961.236	976.646	623.663	621.262	606.638
() Other Ferring time (30)	(189,743)			27,971	7,445	79,460	97,163	77,204		159,527			262,378				335,582	65,806		30,890
Income (loss) excluding Other Foreign Locations (30)	(189,743)	(195.3)%	(92,580)	27,971	7,445	79,460	97,163	11,204	88,011	159,527	91,023	(57,164)	262,378	(319,542)	(121.8)%	341,838	335,582	65,806	83,145	30,890
(49)/25/25/35		I										1 -	-			-				
Other Foreign Locations (19)(25)(26)(35)	-	-										-	-			-				
Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(81)	28
Expenses	-	-										-	-			-	-			-
Compensation expense (33)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	808	691
Amortization	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	25	23
Other overhead expenses	_	_	_	-	_	_	_	_	_	_	-	_	-	_	_	-	_	_	665	554
Income (loss) for Other Foreign Locations	_	-	_	-	-	-		-	-	-			-			_	-	_	(1,579)	(1,240)
Income (loss) before intersegment allocations and income taxes	(189,743)	(195.3)%	(92,580)	27,971	7,445	79,460	97,163	77,204	88,011	159,527	91,023	(57,164)	262,378	(319,542)	(121.8)%	341,838	335,582	65,806	81,566	29,650
Intersegment allocations	2,202	54.5%	6,239	5,171	4.968	7 717	4 037	4,359	3,894	5,145	3,921	16,378	12,290	4,088	33.3%	20,007	18,263	17,005	18.689	16,524
								72,845	84,117	154,382	87,102								62,877	13,126
Income (loss) before income taxes	(191,945)	(206.1)%	(98,819)	22,800	2,477	71,743	93,126	72,845	04,117	154,362	07,102	(73,542)	250,088	(323,630)	(129.4)%	321,831	317,319	48,801	02,011	13,120
. ,																				
Income (loss) before income taxes Non-controlling interests (38) - see note B below	(191,945)	(206.1)%	(98,819)	22,800 947	2,477 649	3,185	1,796	72,845 826	774	1,268	1,115	3,264	3,396	(323,630)	(3.9)%	321,831 6,581	5,301	(126)	1,052	4,053
Non-controlling interests ⁽³⁸⁾ - see note B below	(128)		1,668	947	649	3,185	1,796	826	774	1,268	1,115	3,264	3,396	(132)		6,581	5,301	(126)	1,052	4,053
. ,	(128) 5.0 p.p.		1,668 62.5%	947 56.3%	649 58.8%	3,185 55.6%	1,796 57.5%	826 57.8%	774 56.7%	1,268 52.9%	1,115 56.7%	3,264 59.2%	3,396 57.3%	(132) 1.8 p.p.		6,581 56.9%	5,301 56.6%	(126) 58.3%	1,052 57.4%	4,053 59.1%
Non-controlling interests ⁽³⁸⁾ - see note B below	(128)		1,668 62.5% 84.5%	947	649 58.8% 36.6%	3,185	1,796 57.5% 15.6%	826 57.8% 16.9%	774 56.7% 16.1%	1,268 52.9% 14.4%	1,115	3,264 59.2% 50.9%	3,396	(132)		6,581 56.9% 16.8%	5,301 56.6% 17.8%	(126) 58.3% 32.1%	1,052	4,053 59.1% 36.2%
Non-controlling interests ⁽³⁸⁾ - see note B below Total compensation exp. as % of revenue ⁽¹¹⁾	(128) 5.0 p.p.		1,668 62.5%	947 56.3%	649 58.8%	3,185 55.6%	1,796 57.5%	826 57.8%	774 56.7%	1,268 52.9%	1,115 56.7%	3,264 59.2%	3,396 57.3%	(132) 1.8 p.p.		6,581 56.9%	5,301 56.6%	(126) 58.3%	1,052 57.4%	4,053 59.1%
Non-controlling interests (³⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue	(128) 5.0 p.p. 68.9 p.p.		1,668 62.5% 84.5%	947 56.3% 30.1%	649 58.8% 36.6%	3,185 55.6% 18.9%	1,796 57.5% 15.6%	826 57.8% 16.9%	774 56.7% 16.1%	1,268 52.9% 14.4%	1,115 56.7% 17.2%	3,264 59.2% 50.9%	3,396 57.3% 16.2%	(132) 1.8 p.p. 34.7 p.p.		6,581 56.9% 16.8%	5,301 56.6% 17.8%	(126) 58.3% 32.1%	1,052 57.4% 31.0%	4,053 59.1% 36.2%
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p.		1,668 62.5% 84.5% 147.0% (47.0)%	947 56.3% 30.1% 86.4% 13.6%	58.8% 36.6% 95.5% 4.5%	3,185 55.6% 18.9% 74.5% 25.5%	1,796 57.5% 15.6% 73.2% 26.8%	826 57.8% 16.9% 74.7% 25.3%	774 56.7% 16.1% 72.9% 27.1%	1,268 52.9% 14.4% 67.2% 32.8%	1,115 56.7% 17.2% 73.9% 26.1%	3,264 59.2% 50.9% 110.1% (10.1)%	3,396 57.3% 16.2% 73.5% 26.5%	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p.		6,581 56.9% 16.8% 73.8% 26.2%	5,301 56.6% 17.8% 74.4% 25.6%	(126) 58.3% 32.1% 90.5% 9.5%	1,052 57.4% 31.0% 88.4% 11.6%	4,053 59.1% 36.2% 95.3% 4.7%
Non-controlling interests (38) - see note B below Total compensation exp. as % of revenue (11) Non-compensation exp. as % of revenue Total expenses as % of revenue	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p.		1,668 62.5% 84.5% 147.0%	947 56.3% 30.1% 86.4%	58.8% 36.6% 95.5%	3,185 55.6% 18.9% 74.5%	1,796 57.5% 15.6% 73.2%	826 57.8% 16.9% 74.7%	774 56.7% 16.1% 72.9%	1,268 52.9% 14.4% 67.2%	1,115 56.7% 17.2% 73.9%	3,264 59.2% 50.9% 110.1%	3,396 57.3% 16.2% 73.5%	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p.		6,581 56.9% 16.8% 73.8%	5,301 56.6% 17.8% 74.4%	(126) 58.3% 32.1% 90.5%	1,052 57.4% 31.0% 88.4%	4,053 59.1% 36.2% 95.3%
Non-controlling interests (38) - see note B below Total compensation exp. as % of revenue (11) Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p.	(7.1)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)%	947 56.3% 30.1% 86.4% 13.6% 11.1%	58.8% 36.6% 95.5% 4.5%	3,185 55.6% 18.9% 74.5% 25.5% 23.0%	1,796 57.5% 15.6% 73.2% 26.8% 25.7%	826 57.8% 16.9% 74.7% 25.3% 23.9%	774 56.7% 16.1% 72.9% 27.1% 25.9%	1,268 52.9% 14.4% 67.2% 32.8%	1,115 56.7% 17.2% 73.9% 26.1% 25.0%	3,264 59.2% 50.9% 110.1% (10.1)% (13.0)%	3,396 57.3% 16.2% 73.5% 26.5%	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p.	(3.9)%	6,581 56.9% 16.8% 73.8% 26.2% 24.7%	5,301 56.6% 17.8% 74.4% 25.6%	(126) 58.3% 32.1% 90.5% 9.5% 7.1%	1,052 57.4% 31.0% 88.4% 11.6% 8.9%	4,053 59.1% 36.2% 95.3% 4.7% 2.1%
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p.		1,668 62.5% 84.5% 147.0% (47.0)%	947 56.3% 30.1% 86.4% 13.6%	58.8% 36.6% 95.5% 4.5% 1.5%	3,185 55.6% 18.9% 74.5% 25.5%	1,796 57.5% 15.6% 73.2% 26.8%	826 57.8% 16.9% 74.7% 25.3%	774 56.7% 16.1% 72.9% 27.1%	1,268 52.9% 14.4% 67.2% 32.8% 31.7%	1,115 56.7% 17.2% 73.9% 26.1%	3,264 59.2% 50.9% 110.1% (10.1)%	3,396 57.3% 16.2% 73.5% 26.5% 25.2%	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p.		6,581 56.9% 16.8% 73.8% 26.2%	5,301 56.6% 17.8% 74.4% 25.6% 24.2%	(126) 58.3% 32.1% 90.5% 9.5%	1,052 57.4% 31.0% 88.4% 11.6%	4,053 59.1% 36.2% 95.3% 4.7%
Non-controlling interests (³⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p.	(7.1)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)%	947 56.3% 30.1% 86.4% 13.6% 11.1%	58.8% 36.6% 95.5% 4.5% 1.5%	3,185 55.6% 18.9% 74.5% 25.5% 23.0%	1,796 57.5% 15.6% 73.2% 26.8% 25.7%	826 57.8% 16.9% 74.7% 25.3% 23.9%	774 56.7% 16.1% 72.9% 27.1% 25.9%	1,268 52.9% 14.4% 67.2% 32.8% 31.7%	1,115 56.7% 17.2% 73.9% 26.1% 25.0%	3,264 59.2% 50.9% 110.1% (10.1)% (13.0)%	3,396 57.3% 16.2% 73.5% 26.5% 25.2%	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p.	(3.9)%	6,581 56.9% 16.8% 73.8% 26.2% 24.7%	5,301 56.6% 17.8% 74.4% 25.6% 24.2%	(126) 58.3% 32.1% 90.5% 9.5% 7.1%	1,052 57.4% 31.0% 88.4% 11.6% 8.9%	4,053 59.1% 36.2% 95.3% 4.7% 2.1%
Non-controlling interests (38) - see note B below Total compensation exp. as % of revenue (11) Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p.	(7.1)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)%	947 56.3% 30.1% 86.4% 13.6% 11.1%	58.8% 36.6% 95.5% 4.5% 1.5%	3,185 55.6% 18.9% 74.5% 25.5% 23.0%	1,796 57.5% 15.6% 73.2% 26.8% 25.7%	826 57.8% 16.9% 74.7% 25.3% 23.9%	774 56.7% 16.1% 72.9% 27.1% 25.9%	1,268 52.9% 14.4% 67.2% 32.8% 31.7%	1,115 56.7% 17.2% 73.9% 26.1% 25.0%	3,264 59.2% 50.9% 110.1% (10.1)% (13.0)%	3,396 57.3% 16.2% 73.5% 26.5% 25.2%	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p.	(3.9)%	6,581 56.9% 16.8% 73.8% 26.2% 24.7%	5,301 56.6% 17.8% 74.4% 25.6% 24.2%	(126) 58.3% 32.1% 90.5% 9.5% 7.1%	1,052 57.4% 31.0% 88.4% 11.6% 8.9%	4,053 59.1% 36.2% 95.3% 4.7% 2.1%
Non-controlling interests (³⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. 89	(7.1)% 10.4% 8S) (12)	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)%	947 56.3% 30.1% 86.4% 13.6% 11.1%	58.8% 36.6% 95.5% 4.5% 1.5%	3,185 55.6% 18.9% 74.5% 25.5% 23.0%	1,796 57.5% 15.6% 73.2% 26.8% 25.7%	826 57.8% 16.9% 74.7% 25.3% 23.9%	774 56.7% 16.1% 72.9% 27.1% 25.9%	1,268 52.9% 14.4% 67.2% 32.8% 31.7%	1,115 56.7% 17.2% 73.9% 26.1% 25.0%	3,264 59.2% 50.9% 110.1% (10.1)% (13.0)%	3,396 57.3% 16.2% 73.5% 26.5% 25.2% 858	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p.	(3.9)%	6,581 56.9% 16.8% 73.8% 26.2% 24.7%	5,301 56.6% 17.8% 74.4% 25.6% 24.2%	(126) 58.3% 32.1% 90.5% 9.5% 7.1%	1,052 57.4% 31.0% 88.4% 11.6% 8.9%	4,053 59.1% 36.2% 95.3% 4.7% 2.1%
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (*1*) Non-compensation exp. as % of revenue Total expenses as % of revenue Tre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant In	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. (75.9) p.p.	(7.1)% 10.4% RS) (12) Q3/22	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)%	947 56.3% 30.1% 86.4% 13.6% 11.1%	649 58.8% 36.6% 95.5% 4.5% 1.5%	3,185 55.6% 18.9% 74.5% 25.5% 23.0%	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858	826 57.8% 16.9% 74.7% 25.3% 23.9%	774 56.7% 16.1% 72.9% 27.1% 25.9% 794	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808	1,115 56.7% 17.2% 73.9% 26.1% 25.0%	3,264 59.2% 50.9% 110.1% (10.1)% (13.0)% 947	3,396 57.3% 16.2% 73.5% 26.5% 25.2% 858	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (36.6) p.p. (38.2) p.p.	(3.9)% 10.4%	6,581 56.9% 16.8% 73.8% 26.2% 24.7%	5,301 56.6% 17.8% 74.4% 25.6% 24.2% 808	(126) 58.3% 32.1% 90.5% 9.5% 7.1%	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832	4,053 59.1% 36.2% 95.3% 4.7% 2.1%
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Ite (in thousands of dollars) (¹⁰⁾	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. 89 ems (Non-IFF	(7.1)% 10.4% RS) (12) Q3/22 corease)	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)%	947 56.3% 30.1% 86.4% 13.6% 11.1% 957	649 58.8% 36.6% 95.5% 4.5% 1.5% 890	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890	1,796 57.5% 15.6% 73.2% 28.8% 25.7% 858	826 57.8% 16.9% 74.7% 25.3% 23.9% 827	774 56.7% 16.1% 72.9% 27.1% 25.9% 794	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808	1,115 56.7% 17.2% 73.9% 26.1% 25.0% 785	3,264 59.2% 50.9% 110.1% (10.1)% (13.0)% 947	3,396 57.3% 16.2% 73.5% 26.5% 25.2% 858 Ended Q3/22	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p.	(3.9)% 10.4% FY22 crease)	6,581 56.9% 16.8% 73.8% 26.2% 24.7% 890	5,301 56.6% 17.8% 74.4% 25.6% 24.2% 808	(126) 58.3% 32.1% 90.5% 9.5% 7.1% 789	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Ite (in thousands of dollars) (¹¹⁾ Revenue	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. (75.9) p.p. Q3/23 vs. Increase (de (165.014)	(7.1)% 10.4% RS) (12) Q3/22 crease) (45.6)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947	947 56.3% 30.1% 86.4% 13.6% 11.1% 957	649 58.8% 36.6% 95.5% 4.5% 1.5% 890	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858	826 57.8% 16.9% 74.7% 25.3% 23.9% 827	774 56.7% 16.1% 72.9% 27.1% 25.9% 794	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808	1,115 56.7% 17.2% 73.9% 26.1% 25.0% 785	3,264 59.2% 50.9% 110.1% (10.1)% (13.0)% 947	3,396 57.3% 16.2% 73.5% 26.5% 25.2% 858 Ended Q3/22 991,028	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs I Increase (de (424,315)	(3.9)% 10.4% FY22 crease) (42.8)%	6,581 56,9% 16,8% 73,8% 26,2% 24,7% 890 FY22 1,303,074	5,301 56.6% 17.8% 74.4% 25.6% 24.2% 808	(126) 58.3% 32.1% 90.5% 9.5% 7.1% 789	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Its (in thousands of dollars) (¹¹⁾ Revenue Total expenses	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (165.014) (79.364)	(7.1)% 10.4% 2S) (12) Q3/22 crease) (45.6)% (30.1)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947	947 56.3% 30.1% 86.4% 13.6% 11.1% 957	649 58.8% 36.6% 95.5% 4.5% 1.5% 890 Q1/23 164,137 155,061	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890 Q4/22 312,046 230,939	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361.893 264,086	826 57.8% 16.9% 74.7% 25.3% 23.9% 827 Q2/22 304.919 227,555	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324.216 235,912	1,268 52.9% 14.4% 67.2% 32.6% 31.7% 808	1,115 56.7% 17.2% 73.9% 26.1% 25.0% 785	3,264 59,2% 50,9% 110,1% (10,1)% (13,0)% 947 9 months Q3/23 566,713 514,060	3,396 57.3% 16.2% 73.5% 26.5% 25.2% 858 Ended Q3/22 991,028 727,553	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs I Increase (de (424,315) (213,493)	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)%	6,581 56,9% 16.8% 73.8% 26.2% 24.7% 890 FY22 1,303,074 958,492	5,301 56.6% 17.8% 74.4% 25.6% 24.2% 808	(126) 58.3% 32.1% 90.5% 9.5% 7.1% 789	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704,326 605,218	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637,556 558,486
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Ite (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (165.014) (79.364) 2,202	(7.1)% 10.4% 2S) (12) Q3/22 crease) (45.6)% (30.1)% 54.5%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947	947 56.3% 30.1% 86.4% 13.6% 11.1% 957	649 58.8% 36.6% 4.5% 4.5% 1.5% 890 Q1/23 164,137 155,061 4,968	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890 Q4/22 312,046 230,939 7,717	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361,893 264,086 4,037	826 57.8% 16.9% 74.7% 25.3% 23.9% 827 Q2/22 304,919 227,555 4,359	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324.216 235,912 3,894	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808 Q4/21 486.951 326.686 5,145	1,115 56.7% 17.2% 73.9% 26.1% 25.0% 785	3,264 59,2% 59,9% 110.1% (10.1)% (13.0)% 947 9 months Q3/23 566,713 514,060 16,378	3,396 57,3% 16,2% 73,5% 26,5% 25,2% 858 Ended Q3/22 991,028 727,553 12,290	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs I Increase (de (424,315) (213,493) 4,088	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% 33.3%	6,581 56,9% 16,8% 73,8% 26,2% 24,7% 890 FY22 1,303,074 958,492 20,007	5,301 56.6% 17.8% 24.4% 25.6% 24.2% 808 FY21 1,312,228 969,032 18,263	(126) 58.3% 32.1% 90.5% 9.5% 7.1% 789	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704,326 605,218 18,689	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637,556 558,486 16,524
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Its (in thousands of dollars) (¹¹⁾ Revenue Total expenses	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (165.014) (79.364)	(7.1)% 10.4% 2S) (12) Q3/22 crease) (45.6)% (30.1)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947	947 56.3% 30.1% 86.4% 13.6% 11.1% 957	649 58.8% 36.6% 95.5% 4.5% 1.5% 890 Q1/23 164,137 155,061	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890 Q4/22 312,046 230,939	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361.893 264,086	826 57.8% 16.9% 74.7% 25.3% 23.9% 827 Q2/22 304.919 227,555	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324.216 235,912	1,268 52.9% 14.4% 67.2% 32.6% 31.7% 808	1,115 56.7% 17.2% 73.9% 26.1% 25.0% 785	3,264 59,2% 50,9% 110,1% (10,1)% (13,0)% 947 9 months Q3/23 566,713 514,060	3,396 57.3% 16.2% 73.5% 26.5% 25.2% 858 Ended Q3/22 991,028 727,553	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs I Increase (de (424,315) (213,493)	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)%	6,581 56,9% 16.8% 73.8% 26.2% 24.7% 890 FY22 1,303,074 958,492	5,301 56.6% 17.8% 74.4% 25.6% 24.2% 808	(126) 58.3% 32.1% 90.5% 9.5% 7.1% 789	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704,326 605,218	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637,556 558,486
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Ite (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations Income (loss) before income taxes	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (165.014) (79.364) 2,202	(7.1)% 10.4% 2S) (12) Q3/22 crease) (45.6)% (30.1)% 54.5%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947	947 56.3% 30.1% 86.4% 13.6% 11.1% 957	649 58.8% 36.6% 4.5% 4.5% 1.5% 890 Q1/23 164,137 155,061 4,968	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890 Q4/22 312,046 230,939 7,717	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361,893 264,086 4,037	826 57.8% 16.9% 74.7% 25.3% 23.9% 827 Q2/22 304,919 227,555 4,359	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324.216 235,912 3,894	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808 Q4/21 486.951 326.686 5,145	1,115 56.7% 17.2% 73.9% 26.1% 25.0% 785	3,264 59,2% 59,9% 110.1% (10.1)% (13.0)% 947 9 months Q3/23 566,713 514,060 16,378	3,396 57,3% 16,2% 73,5% 26,5% 25,2% 858 Ended Q3/22 991,028 727,553 12,290	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs I Increase (de (424,315) (213,493) 4,088	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% 33.3%	6,581 56,9% 16,8% 73,8% 26,2% 24,7% 890 FY22 1,303,074 958,492 20,007	5,301 56.6% 17.8% 24.4% 25.6% 24.2% 808 FY21 1,312,228 969,032 18,263	(126) 58.3% 32.1% 90.5% 9.5% 7.1% 789	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704,326 605,218 18,689	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637,556 558,486 16,524
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Ite (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (165.014) (79.364) 2,202	(7.1)% 10.4% 2S) (12) Q3/22 crease) (45.6)% (30.1)% 54.5%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947	947 56.3% 30.1% 86.4% 13.6% 11.1% 957	649 58.8% 36.6% 4.5% 4.5% 1.5% 890 Q1/23 164,137 155,061 4,968	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890 Q4/22 312,046 230,939 7,717	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361,893 264,086 4,037	826 57.8% 16.9% 74.7% 25.3% 23.9% 827 Q2/22 304,919 227,555 4,359	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324.216 235,912 3,894	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808 Q4/21 486.951 326.686 5,145	1,115 56.7% 17.2% 73.9% 26.1% 25.0% 785	3,264 59,2% 59,9% 110.1% (10.1)% (13.0)% 947 9 months Q3/23 566,713 514,060 16,378	3,396 57,3% 16,2% 73,5% 26,5% 25,2% 858 Ended Q3/22 991,028 727,553 12,290	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs I Increase (de (424,315) (213,493) 4,088	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% 33.3%	6,581 56,9% 16,8% 73,8% 26,2% 24,7% 890 FY22 1,303,074 958,492 20,007	5,301 56.6% 17.8% 24.4% 25.6% 24.2% 808 FY21 1,312,228 969,032 18,263	(126) 58.3% 32.1% 90.5% 9.5% 7.1% 789	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704,326 605,218 18,689	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637,556 558,486 16,524
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Ite (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations Income (loss) before income taxes	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (185.014) (79.364) 2.202 (87.852)	(7.1)% 10.4% RS) (12) Q3/22 ecrease) (45.6)% (50.1)% 54.5% (93.7)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947 Q3/23 196.879 184.722 6,239 5,918	947 56.3% 30.1% 86.4% 13.6% 11.1% 957 Q2/23 205.697 174.277 5,171 26,249	649 58.8% 36.6% 95.5% 4.5% 1.5% 890 Q1/23 164,137 155,061 4,968 4,108	3,185 55,6% 18,9% 74,5% 25,5% 23,0% 890 Q4/22 312,046 230,939 7,717 73,390	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361,893 264,086 4,037 93,770	826 57.8% 16.9% 74.7% 25.3% 827 827 Q2/22 304,919 227,555 4,359 73,005	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324,216 235,912 3,894 84,410	1,268 52,9% 14.4% 67.2% 32.8% 31.7% 808 Q4/21 486,951 326,686 5,145 155,120	1,115 56,7% 17,2% 73,9% 26,1% 25,0% 785	3,264 59,2% 59,9% 110,1% (10,1)% (13,0)% 947 9 months Q3/23 566,713 514,060 16,378 36,275	3,396 57.3% 16.2% 73.5% 26.5% 25.2% 858 Ended Q3/22 991,028 727,553 12,290 251,185	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs I Increase (de (424,315) (213,493) 4,088 (214,910)	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% 33.3% (85.6)%	6,581 56.9% 16.8% 73.8% 26.2% 890 FY22 1,303.074 958.492 20,007 324,575	5,301 56.6% 17.8% 74.4% 25.6% 24.2% 808 FY21 1,312,228 969,032 18,263 324,933	(126) 58.3% 32.1% 90.5% 7.1% 789 FY20 689.469 612,699 17.005 59.774	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704,326 605,218 18.689 80,419	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637,556 558.486 16,524 62,546
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Ite (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations Income (loss) before income taxes Non-controlling interests (²⁸⁾ - see note B below	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (73.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (165.014) (79.364) 2.202 (87.852) (128)	(7.1)% 10.4% RS) (12) Q3/22 ecrease) (45.6)% (45.6)% (54.5% (93.7)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947 Q3/23 196.879 184,722 6,239 5,918	947 56.3% 30.1% 86.4% 13.6% 11.1% 957 Q2/23 205.697 174.277 5.171 26.249	649 58.8% 36.6% 95.5% 4.5% 1.5% 890 Q1/23 164.137 155,061 4,968 4,108	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890 Q4/22 312,046 230,939 7,717 73,390 3,185	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361.833 264,086 4,037 93,770 1,796	826 57.8% 16.9% 74.7% 25.3% 23.9% 827 Q2/22 304.919 227,555 4.359 73,005	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324.216 235.912 3.884 84,410 774	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808 Q4/21 486.951 326.686 5,145 155,120	1,115 56.7% 17.2% 73.9% 26.1% 25.0% 785 Q3/21 348,875 25.2467 3,921 92,487	3,264 59,2% 59,9% 110,1% (10,1)% (33,0)% 947 9 months Q3/23 566,713 514,060 16,378 36,275 3,264	3,396 57,3% 16,2% 73,5% 26,5% 25,2% 858 Ended Q3/22 991,028 727,553 12,290 251,185	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs I increase (de (424,315) (213,493) 4,088 (214,910) (132)	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% 33.3% (85.6)%	6,581 56,9% 16,8% 73,8% 26,2% 24,7% 890 FY22 1,303,074 958,492 20,007 324,575 6,581	5,301 56,6% 17,8% 74,4% 25,6% 24,2% 808 FY21 1,312,228 969,032 18,263 324,933 5,301	(126) 58.3% 32.1% 90.5% 9.5% 7.1% 789 FY20 689,469 612,690 17,005 59,774 (126)	1,052 57,4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704,326 605,218 18,689 80,419 1,052	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637,556 558,486 16,524 62,546 4,053
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Information (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations Income (loss) before income taxes Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (165.014) (79.364) 2.202 (87.852) (128)	(7.1)% 10.4% RS) (12) Q3/22 ecrease) (45.6)% (45.6)% (54.5% (93.7)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947 03/23 196,879 184.722 6,239 5,918 1,668 62.5%	947 56.3% 30.1% 86.4% 11.1% 957 Q2/23 205.697 174.277 5.171 56.249	649 58.8% 95.5% 4.5% 1.5% 890 Q1/23 164.137 155,061 4,968 4,108	3,185 55.6% 55.6% 18.9% 74.5% 23.0% 890 Q4/22 312,046 230,939 7,717 73,390 3,185 55.6%	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361,893 264,086 4,037 93,770 1,796 57.5%	826 57.8% 16.9% 74.7% 25.3% 827 Q2/22 304.919 227.555 4.359 73.005 826 57.8%	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324.216 235.912 3.884 84.410 774 56.7%	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808 Q4/21 486.951 326.686 5,145 155,120 1,268 52.9%	1,115 56.7% 73.9% 26.1% 25.0% 785 Q3/21 348,875 25,487 3,921 92,487 1,115 56.7%	3,264 59,2% 59,9% 110,1% (10,1)% (13,0)% 947 9 months Q3/23 566,713 514,060 16,378 36,275 3,264 59,2%	3,396 57,3% 16,2% 73,5% 26,5% 25,2% 858 Ended Q3/22 991,028 727,553 12,290 251,185 3,396 57,3%	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs increase (de (424.315) (213.433) 4,088 (214.910) (132)	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% 33.3% (85.6)%	6,581 56,9% 16,8% 73,8% 26,2% 24,7% 890 FY22 1,303,074 958,492 20,007 324,575 6,581 56,9%	5,301 56,6% 74,4% 25,6% 24,2% 808 FY21 1,312,228 966,032 18,263 324,933 5,301 56,6%	(126) 58.3% 32.1% 90.5% 9.5% 7.1% 789 FY20 689.469 612,690 17,005 59,774 (126) 58.3%	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704,326 605,218 18.689 80,419 1,052 57.4%	4,053 59,1% 36,2% 95,3% 4,7% 2,1% 730 FY18 637,556 550,464 1,053 59,1%
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Its (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations Income (toss) before income taxes Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (73.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. increase (de (165.014) (79.364) 2,202 (87.852) (128) 5.0 p.p. 15.8 p.p.	(7.1)% 10.4% RS) (12) Q3/22 ecrease) (45.6)% (45.6)% (54.5% (93.7)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947 Q3/23 196.879 184,722 6,239 5,918 1,668 62.5% 31.3%	947 56.3% 30.1% 86.4% 13.6% 11.1% 957 20,597 174,277 5,171 26.249 947 56.3% 28.4%	649 58.8% 36.6% 95.5% 4.5% 1.5% 890 Q1/23 164,137 155,061 4,968 4,108 649 58.8%	3,185 55.6% 18.9% 74.5% 25.5% 28.0% 890 Q4/22 312,046 20.939 7,717 73.390 3,185 55.6%	1,796 57.5% 15.6% 73.2% 26.8% 858 Q3/22 361,893 264,086 4,037 93,770 1,796 57.5%	826 57.8% 16.9% 74.7% 25.3% 827 Q2/22 304.919 227.555 4.359 73.005	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324,216 235,912 3,884 84,410 774 56.7%	1,268 52.9% 14.4% 67.2% 32.8% 33.7% 808 Q4/21 486,951 326,686 5,145 155,120 1,268 52.9% 14.2%	1,115 56.7% 17.2% 73.9% 26.1% 25.0% 785 Q3/21 348,875 252,467 3,921 92,487 1,115 56.7%	3,264 59,2% 59,9% 110,1% (10,1)% (13,0)% 947 9 months Q3/23 566,713 514,060 16,378 36,275 3,264 59,2% 31,5%	3,396 57,3% 16,2% 73,5% 26,5% 858 Ended Q3/22 991,028 727,553 12,290 251,185 57,3% 16,1%	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs II Increase (de (424,315) (213,493) 4,088 (214,910) (132) 1.8 p.p. 1.5 4 p.p.	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% 33.3% (85.6)%	6,581 56,9% 16,8% 73,8% 26,2% 24,7% 890 FY22 1,303,074 958,492 20,007 324,575 6,581 56,9% 16,6%	5,301 56,6% 17,8% 74,4% 25,6% 808 FY21 1,312,228 969,032 18,263 324,933 5,301 56,6% 17,2%	(126) 58.3% 32.1% 90.5% 9.5% 9.5% 7.1% 789 FY20 689,469 612,690 17,005 59,774 (126) 58.3% 30.5%	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704,326 605,218 18.689 80.419 1,052 57.4% 28.5%	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637,556 558,486 16,524 62,546 4,053 59.1% 28.5%
Non-controlling interests (³⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Its (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations Income (loss) before income taxes Non-controlling interests (³⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Total expenses as % of revenue	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (185.014) (79.364) 2,202 (87.852) (128) 5.0 p.p. 15.8 p.p. 20.9 p.p.	(7.1)% 10.4% RS) (12) Q3/22 ecrease) (45.6)% (45.6)% (54.5% (93.7)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947 Q3/23 196.879 184.7722 6,239 5,918 1,668 62.5% 31.3% 93.8%	947 56.3% 30.1% 96.4% 13.6% 11.1% 957 Q2/23 205.697 174.277 5,171 26.249 947 56.3% 28.4% 84.7%	649 58.8% 95.5% 4.5% 1.5% 890 Q1/23 164.137 155,081 4.108 649 58.8% 35.7%	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890 Q4/22 312.046 230,397 7,717 73.390 3,185 55.6% 18.4% 74.0%	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361,893 264,086 4,037 93,770 1,796 57.5% 15.5% 73.0%	826 57.8% 16.9% 74.7% 25.3% 23.9% 827 Q2/22 304.919 227.555 4.359 73.005 826 57.8% 16.8% 74.6%	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324.216 235,1824 84.410 774 56.7% 16.1% 72.8%	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808 Q4/21 486,951 326,686 5,145 155,120 1,268 52.9% 14.2% 67.1%	1,115 56.7% 73.9% 26.1% 25.0% 785 Q3/21 348.875 252.487 1,115 56.7% 15.7% 72.4%	3,264 59,2% 59,9% 110,1% (10,1)% (13,0)% 947 9 months Q3/23 566,713 514,080 16,378 36,275 3,264 59,2% 31,5% 90,7%	3,396 57,3% 16,2% 73,5% 26,5% 25,2% 858 Ended Q3/22 991,028 727,533 12,290 251,185 3,396 57,3% 16,1% 73,4%	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs Increase (de (424,315) (213,493) 4,088 (214,910) (132) 1.8 p.p. 15.4 p.p.	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% 33.3% (85.6)%	6,581 56,9% 16,8% 73,8% 26,2% 890 FY22 1,303,074 958,492 20,007 324,575 6,581 56,9% 16,6% 73,6%	5,301 56,6% 17,8% 74,4% 25,6% 24,2% 808 FY21 1,312,228 969,033 24,933 5,301 56,6% 17,2% 73,8%	(126) 58.3% 32.1% 90.5% 9.5% 7.1% 789 FY20 689.469 612.690 17,005 59,774 (126) 58.3% 30.5% 88.9%	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704.326 605.218 13.689 80.419 1,052 57.4% 28.5% 85.5%	4,053 59,1% 36,2% 95,3% 4,7% 2,1% 730 FY18 637,556 558,486 10,524 62,546 4,053 59,1% 28,5% 87,5%
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Its (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations Income (toss) before income taxes Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (73.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. increase (de (165.014) (79.364) 2,202 (87.852) (128) 5.0 p.p. 15.8 p.p.	(7.1)% 10.4% RS) (12) Q3/22 ecrease) (45.6)% (45.6)% (54.5% (93.7)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947 Q3/23 196.879 184,722 6,239 5,918 1,668 62.5% 31.3%	947 56.3% 30.1% 86.4% 13.6% 11.1% 957 20,597 174,277 5,171 26.249 947 56.3% 28.4%	649 58.8% 36.6% 95.5% 4.5% 1.5% 890 Q1/23 164,137 155,061 4,968 4,108 649 58.8%	3,185 55.6% 18.9% 74.5% 25.5% 28.0% 890 Q4/22 312,046 20.939 7,717 73.390 3,185 55.6%	1,796 57.5% 15.6% 73.2% 26.8% 858 Q3/22 361,893 264,086 4,037 93,770 1,796 57.5%	826 57.8% 16.9% 74.7% 25.3% 827 Q2/22 304.919 227.555 4.359 73.005	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324,216 235,912 3,884 84,410 774 56.7%	1,268 52.9% 14.4% 67.2% 32.8% 33.7% 808 Q4/21 486,951 326,686 5,145 155,120 1,268 52.9% 14.2%	1,115 56.7% 17.2% 73.9% 26.1% 25.0% 785 Q3/21 348,875 252,467 3,921 92,487 1,115 56.7%	3,264 59,2% 59,9% 110,1% (10,1)% (13,0)% 947 9 months Q3/23 566,713 514,060 16,378 36,275 3,264 59,2% 31,5%	3,396 57,3% 16,2% 73,5% 26,5% 858 Ended Q3/22 991,028 727,553 12,290 251,185 57,3% 16,1%	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs II Increase (de (424,315) (213,493) 4,088 (214,910) (132) 1.8 p.p. 1.5 4 p.p.	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% 33.3% (85.6)%	6,581 56,9% 16,8% 73,8% 26,2% 24,7% 890 FY22 1,303,074 958,492 20,007 324,575 6,581 56,9% 16,6%	5,301 56,6% 17,8% 74,4% 25,6% 808 FY21 1,312,228 969,032 18,263 324,933 5,301 56,6% 17,2%	(126) 58.3% 32.1% 90.5% 9.5% 9.5% 7.1% 789 FY20 689,469 612,690 17,005 59,774 (126) 58.3% 30.5%	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704,326 605,218 18.689 80.419 1,052 57.4% 28.5%	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637,556 558,486 16,524 62,546 4,053 59.1% 28.5%
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Ite (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations Income (loss) before income taxes Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax profit margin	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (185.014) (79.364) 2,202 (87.852) (128) 5.0 p.p. 15.8 p.p. 20.9 p.p.	(7.1)% 10.4% RS) (12) Q3/22 ecrease) (45.6)% (45.6)% (54.5% (93.7)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947 Q3/23 196.879 184.7722 6,239 5,918 1,668 62.5% 31.3% 93.8%	947 56.3% 30.1% 96.4% 13.6% 11.1% 957 Q2/23 205.697 174.277 5,171 26.249 947 56.3% 28.4% 84.7%	649 58.8% 95.5% 4.5% 1.5% 890 Q1/23 164.137 155,081 4.108 649 58.8% 35.7%	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890 Q4/22 312.046 230,397 7,717 73.390 3,185 55.6% 18.4% 74.0%	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361,893 264,086 4,037 93,770 1,796 57.5% 15.5% 73.0%	826 57.8% 16.9% 74.7% 25.3% 23.9% 827 Q2/22 304.919 227.555 4.359 73.005 826 57.8% 16.8% 74.6%	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324.216 235,1824 84.410 774 56.7% 16.1% 72.8%	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808 Q4/21 486,951 326,686 5,145 155,120 1,268 52.9% 14.2% 67.1%	1,115 56.7% 73.9% 26.1% 25.0% 785 Q3/21 348.875 252.487 1,115 56.7% 15.7% 72.4%	3,264 59,2% 59,9% 110,1% (10,1)% (13,0)% 947 9 months Q3/23 566,713 514,080 16,378 36,275 3,264 59,2% 31,5% 90,7%	3,396 57,3% 16,2% 73,5% 26,5% 25,2% 858 Ended Q3/22 991,028 727,533 12,290 251,185 3,396 57,3% 16,1% 73,4%	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs Increase (de (424,315) (213,493) 4,088 (214,910) (132) 1.8 p.p. 15.4 p.p.	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% 33.3% (85.6)%	6,581 56,9% 16,8% 73,8% 26,2% 890 FY22 1,303,074 958,492 20,007 324,575 6,581 56,9% 16,6% 73,6%	5,301 56,6% 17,8% 74,4% 25,6% 24,2% 808 FY21 1,312,228 969,033 24,933 5,301 56,6% 17,2% 73,8%	(126) 58.3% 32.1% 90.5% 9.5% 7.1% 789 FY20 689.469 612.690 17,005 59,774 (126) 58.3% 30.5% 88.9%	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704.326 605.218 13.689 80.419 1,052 57.4% 28.5% 85.5%	4,053 59,1% 36,2% 95,3% 4,7% 2,1% 730 FY18 637,556 558,486 10,524 62,546 4,053 59,1% 28,5% 87,5%
Non-controlling interests (³⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Its (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations Income (loss) before income taxes Non-controlling interests (³⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Total expenses as % of revenue	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (165.014) (79.364) 2.202 (87.852) (128) 5.0 p.p. 15.8 p.p. 20.9 p.p. (22.9) p.p.	(7.1)% 10.4% (8S) (12) Q3/22 crosse) (45.6)% (30.1)% 54.5% (93.7)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947 Q3/23 196.879 184.7722 6,239 5,918 1,668 62.5% 31.3% 93.8%	947 56.3% 30.1% 96.4% 13.6% 11.1% 957 Q2/23 205.697 174.277 5,171 26.249 947 56.3% 28.4% 84.7%	649 58.8% 95.5% 4.5% 1.5% 890 Q1/23 164.137 155,081 4.108 649 58.8% 35.7%	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890 Q4/22 312.046 230,397 7,717 73.390 3,185 55.6% 18.4% 74.0%	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361,893 264,086 4,037 93,770 1,796 57.5% 15.5% 73.0%	826 57.8% 16.9% 74.7% 25.3% 23.9% 827 Q2/22 304.919 227.555 4.359 73.005 826 57.8% 16.8% 74.6%	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324.216 235,1824 84.410 774 56.7% 16.1% 72.8%	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808 Q4/21 486,951 326,686 5,145 155,120 1,268 52.9% 14.2% 67.1%	1,115 56.7% 73.9% 26.1% 25.0% 785 Q3/21 348.875 252.487 1,115 56.7% 15.7% 72.4%	3,264 59.2% 59.9% 110.1% (10.1)% (13.0)% 947 9 months Q3/23 566.713 514,080 16,378 36,275 3,264 59.2% 31.5% 90.7% 6.4%	3,396 57,3% 16,2% 73,5% 26,5% 25,2% 858 Ended Q3/22 991,028 727,553 12,290 251,135 3,396 57,3% 16,1% 73,4% 25,3%	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs Increase (de (242,315) 4,088 (214,910) (132) 1.8 p.p. 15.4 p.p. 17.3 p.p. (16.9) p.p.	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% 33.3% (85.6)%	6,581 56,9% 16,8% 73,8% 26,2% 890 FY22 1,303,074 958,492 20,007 324,575 6,581 56,9% 16,6% 73,6%	5,301 56,6% 17,8% 74,4% 25,6% 24,2% 808 FY21 1,312,228 969,033 24,933 5,301 56,6% 17,2% 73,8%	(126) 58.3% 32.1% 90.5% 9.5% 7.1% 789 FY20 689.469 612.690 17,005 59,774 (126) 58.3% 30.5% 88.9%	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704.326 605.218 13.689 80.419 1,052 57.4% 28.5% 85.5%	4,053 59,1% 36,2% 95,3% 4,7% 2,1% 730 FY18 637,556 558,486 10,524 62,546 4,053 59,1% 28,5% 87,5%
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Ite (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations Income (loss) before income taxes Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax profit margin	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (185.014) (79.364) (2.202 (87.852) (128) 5.0 p.p. 15.8 p.p. 20.9 p.p.	(7.1)% 10.4% (8S) (12) Q3/22 crosse) (45.6)% (30.1)% 54.5% (93.7)%	1,668 62.5% 84.5% 147.0% (47.0)% (47.0)% (50.2)% 947 Q3/23 196.879 184,722 6,239 5,918 1,668 62.5% 31.3% 3.0%	947 56.3% 30.1% 86.4% 13.6% 11.1% 957 Q2/23 205.697 174.277 5.171 26.249 947 56.3% 84.7% 12.8%	649 58.8% 36.6% 95.5% 4.5% 1.5% 890 Q1/23 164,137 155,061 4.968 4.108 649 58.8% 35.7% 94.5% 2.5%	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890 Q4/22 312,046 230,939 7,717 73,390 3,185 55.6% 18.4% 74.0% 23.5%	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361,893 264,086 4,037 93,770 1,796 57.5% 73.0% 25.9%	826 57.8% 16.9% 74.7% 25.3% 827 Q2/22 304.919 227.555 4.359 73.005 826 57.8% 16.8% 74.6% 23.9%	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324.216 235.912 3.894 84.410 774 56.7% 16.1% 72.8% 26.0%	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808 Q4/21 486.951 326.686 5,145 155,120 1,268 52.9% 67.1% 31.9%	1,115 56.7% 17.2% 73.9% 26.1% 25.0% 785 Q3/21 348,875 25.467 3.921 92.487 1,115 56.7% 72.4% 26.5%	3,264 59,2% 59,9% 110,1% (10,1)% (13,0)% 947 9 months Q3/23 566,713 514,060 16,378 36,275 3,264 59,2% 6,4% 9,07% 6,4%	3,396 57,3% 16,2% 73,5% 26,5% 858 Ended Q3/22 991,028 727,553 12,290 251,185 57,3% 16,1% 73,4% 25,3%	(132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs Increase (de (424,315) (213,493) 4,088 (214,910) (132) 1.8 p.p. 15.4 p.p.	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% 33.3% (85.6)%	6,581 56,9% 16,8% 73,8% 26,2% 24,7% 890 FY22 1,303,074 958,492 20,007 324,575 6,581 56,9% 16,6% 73,6% 24,9%	5,301 56,6% 17,8% 74,4% 25,6% 808 FY21 1,312,228 969,032 18,263 324,933 5,301 56,6% 73,8% 24,8%	(126) 58.3% 32.1% 90.5% 9.5% 9.5% 7.19 789 FY20 689.469 612,699 17,005 59,774 (126) 58.3% 30.5% 88.9% 8.7%	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704,326 605,218 18,689 80,419 1,052 57.4% 85.9% 11.4%	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637,556 558,486 16,524 62,546 4,053 59.1% 28.5% 87.6% 9.8%
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Ite (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations Income (loss) before income taxes Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax profit margin	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (165.014) (79.364) 2.202 (87.852) (128) 5.0 p.p. 15.8 p.p. 20.9 p.p. (22.9) p.p.	(7.1)% 10.4% (8.5) (72) Q3/22 crossos (45.6)% (50.1)% 54.5% (93.7)% (7.1)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947 Q3/23 196.879 184.722 6.239 5.918 1.668 62.5% 31.3% 93.8% 3.0%	947 56.3% 30.1% 86.4% 13.6% 11.1% 957 Q2/23 205.697 174.277 5.171 26.249 947 56.3% 28.4% 84.7% 12.8%	649 58.8% 38.6% 95.5% 4.5% 1.5% 890 Q1/23 164.137 155.061 4.968 4.108 649 58.8% 35.7% 94.5% 2.5%	3,185 55.6% 18.9% 74.5% 23.0% 890 Q4/22 312.046 230.939 7,7/17 73.390 3,185 55.6% 18.4% 74.0% 23.5%	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361.893 264.086 4.037 1,796 57.5% 15.5% 73.0% 25.9%	826 57.8% 16.9% 74.7% 25.3% 827 Q2/22 304.919 227.555 4.359 73.005 826 57.8% 16.8% 74.6% 23.9%	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324.216 235,1824 84.410 774 56.7% 16.1% 72.8%	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808 Q4/21 486.951 326.686 5,1454 155,120 1,268 52.9% 14.2% 67.1% 31.9%	1,115 56.7% 17.2% 73.9% 26.1% 25.0% 785 Q3/21 348.875 252.467 3.921 1,115 56.7% 15.7% 72.4% 26.5%	3,264 59.2% 59.9% 110.1% (10.1)% (13.0)% 947 9 months Q3/23 566.713 514,080 16,378 36,275 3,264 59.2% 31.5% 90.7% 6.4%	3,396 57,3% 16,2% 73,5% 26,5% 25,2% 858 Ended Q3/22 991,028 727,553 12,290 251,135 3,396 57,3% 16,1% 73,4% 25,3%	(132) (132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs Increase (de (24.315) (213,493) 4,085 (214,910) (132) 1.8 p.p. 15.4 p.p. 17.3 p.p. (18.9) p.p.	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% (3.9)% (85.6)%	6,581 56.9% 16.8% 73.8% 26.2% 24.7% 890 FY22 1,303.074 958.492 20.007 324,575 6,581 56.9% 16.6% 73.6% 24.9%	5,301 56.6% 17.8% 74.4% 25.6% 24.2% 808 FY21 1312.228 90.032 18.263 324,933 324,933 5,301 56.6% 17.2% 73.8% 24.8%	(126) 58.3% 32.1% 90.5% 9.5% 7.1% 789 FY20 689.469 612.690 17.005 59.774 (126) 58.3% 30.5% 88.9% 8.7%	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704.326 605.218 18.689 80.419 1,052 57.4% 28.5% 85.9% 11.4%	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637.556 558.486 16.554,486 4.053 59.1% 28.5% 87.6% 9.8%
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Ite (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations Income (loss) before income taxes Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax profit margin	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (73.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. increase (de (165.014) (79.364) 2,202 (87.852) (128) 5.0 p.p. 15.8 p.p. 20.9 p.p. (22.9) p.p.	(7.1)% 10.4% (8.5) (72) Q3/22 crossos (45.6)% (50.1)% 54.5% (93.7)% (7.1)%	1,668 62.5% 84.5% 147.0% (47.0)% (47.0)% (50.2)% 947 Q3/23 196.879 184,722 6,239 5,918 1,668 62.5% 31.3% 3.0%	947 56.3% 30.1% 86.4% 13.6% 11.1% 957 Q2/23 205.697 174.277 5.171 26.249 947 56.3% 84.7% 12.8%	649 58.8% 36.6% 95.5% 4.5% 1.5% 890 Q1/23 164,137 155,061 4.968 4.108 649 58.8% 35.7% 94.5% 2.5%	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890 Q4/22 312,046 230,939 7,717 73,390 3,185 55.6% 18.4% 74.0% 23.5%	1,796 57.5% 15.6% 73.2% 26.8% 858 Q3/22 361,893 264,086 4,037 93,770 1,796 57.5% 73.0% 25.9%	826 57.8% 16.9% 74.7% 25.3% 827 Q2/22 304.919 227.555 4.359 73.005 826 57.8% 16.8% 74.6% 23.9%	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324.216 235.912 3.894 84.410 774 56.7% 16.1% 72.8% 26.0%	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808 Q4/21 486.951 326.686 5,145 155,120 1,268 52.9% 67.1% 31.9%	1,115 56.7% 17.2% 73.9% 26.1% 25.0% 785 Q3/21 348,875 25.467 3.921 92.487 1,115 56.7% 72.4% 26.5%	3,264 59,2% 59,9% 110,1% (10,1)% (13,0)% 947 9 months Q3/23 566,713 514,060 16,378 36,275 3,264 59,2% 6,4% 9,07% 6,4%	3,396 57,3% 16,2% 73,5% 26,5% 858 Ended Q3/22 991,028 727,553 12,290 251,185 57,3% 16,1% 73,4% 25,3%	(132) 1.8 p.p. 3.4.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs I increase (de (424,315) (213,493) 4,088 (214,910) (132) 1.8 p.p. 15.4 p.p. 17.3 p.p. (18.9) p.p.	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% 33.3% (85.6)% (3.9)%	6,581 56,9% 16,8% 73,8% 26,2% 24,7% 890 FY22 1,303,074 958,492 20,007 324,575 6,581 56,9% 16,6% 73,6% 24,9%	5,301 56,6% 17,8% 74,4% 25,6% 808 FY21 1,312,228 969,032 18,263 324,933 5,301 56,6% 73,8% 24,8%	(126) 58.3% 32.1% 90.5% 9.5% 9.5% 7.19 789 FY20 689.469 612,699 17,005 59,774 (126) 58.3% 30.5% 88.9% 8.7%	1,052 57.4% 31.0% 31.0% 88.4% 11.6% 8.9% 832 FY19 704,326 605,218 18,689 80,419 1,052 57.4% 85.9% 11.4%	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637,556 558,486 16,524 62,546 4,053 59.1% 87.6% 9.8%
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (**1*) Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Interest (in thousands of dollars) (**1) Revenue Total expenses Intersegment allocations Income (loss) before income taxes Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (**1*) Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax profit margin Supplementary Revenue Breakdown	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (165.014) (79.364) 2.2 (87.852) (128) 5.0 p.p. 15.8 p.p. 20.9 p.p. (22.9) p.p. (22.9) p.p.	(7.1)% 10.4% 2S) (12) Q3/22 crease) (30.1)% (54.5)% (93.7)% (7.1)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947 Q3/23 196.879 184.722 6.239 5.918 1.668 62.5% 31.3% 93.8% 3.0%	947 56.3% 30.1% 86.4% 13.6% 11.1% 957 Q2/23 205.697 174.277 5.171 26.249 947 56.3% 28.4% 84.7% 12.8%	649 58.8% 38.6% 95.5% 4.5% 1.5% 890 Q1/23 164.137 155.061 4.968 4.108 649 58.8% 35.7% 94.5% 2.5%	3,185 55.6% 18.9% 74.5% 23.0% 890 Q4/22 312.046 230.939 7,7/17 73.390 3,185 55.6% 18.4% 74.0% 23.5%	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361.893 264.086 4.037 1,796 57.5% 15.5% 73.0% 25.9%	826 57.8% 16.9% 74.7% 25.3% 827 Q2/22 304.919 227.555 4.359 73.005 826 57.8% 16.8% 74.6% 23.9%	774 56.7% 16.1% 72.9% 72.1% 25.9% 794 Q1/22 324.216 235.912 38.44 84.410 774 56.7% 16.1% 72.8% 26.0%	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808 Q4/21 486.951 326.686 5,1454 155,120 1,268 52.9% 14.2% 67.1% 31.9%	1,115 56.7% 17.2% 73.9% 26.1% 25.0% 785 Q3/21 348.875 252.467 3.921 1,115 56.7% 15.7% 72.4% 26.5%	3,264 59.2% 59.9% 110.1% (10.1)% (13.0)% 947 9 months Q3/23 566,713 514,060 16,378 36,275 3,264 59.2% 31.5% 6,4% 9 months	3,396 57,3% 16,2% 73,5% 26,5% 25,2% 858 Ended Q3/22 991,028 727,553 12,290 12,290 251,185 57,3% 16,1% 73,4% 25,3% Ended Q3/22	(132) (132) 1.8 p.p. 34.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs Increase (de (24.315) (213,493) 4,085 (214,910) (132) 1.8 p.p. 15.4 p.p. 17.3 p.p. (18.9) p.p.	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% (3.9)% (85.6)%	6,581 56.9% 16.8% 73.8% 26.2% 24.7% 890 FY22 1,303.074 958.492 20.007 324,575 6,581 56.9% 16.6% 73.6% 24.9%	5,301 56.6% 17.8% 74.4% 25.6% 24.2% 808 FY21 1312.228 90.032 18.263 324,933 324,933 5,301 56.6% 17.2% 73.8% 24.8%	(126) 58.3% 32.1% 90.5% 9.5% 7.1% 789 FY20 689.469 612.690 17.005 59.774 (126) 58.3% 30.5% 88.9% 8.7%	1,052 57.4% 31.0% 88.4% 11.6% 8.9% 832 FY19 704.326 605.218 18.689 80.419 1,052 57.4% 28.5% 85.9% 11.4%	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637.556 558.486 16.554,486 4.053 59.1% 28.5% 87.6% 9.8%
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax and intersegment allocation profit margin Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Its (in thousands of dollars) (¹⁾ Revenue Total expenses Intersegment allocations Income (loss) before income taxes Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax profit margin Supplementary Revenue Breakdown Commissions and fees Investment banking	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (73.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. Increase (de (165.014) (79.364) 2.202 (87.852) (128) 5.0 p.p. 15.8 p.p. 15.8 p.p. 20.9 p.p. (22.9) p.p. (22.9) p.p. (23/23 vs. Increase (de (4,332) (89.689)	(7.1)% 10.4% (SS) (*12) Q3/22 crease) (45.6)% (30.1)% (30.1)% (7.1)% Q3/22 crease) (9.9)% (7.0.4)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947 Q3/23 196.879 184.722 6.239 5.918 1.668 62.5% 31.3% 33.8% 3.0%	947 56.3% 30.1% 86.4% 13.6% 11.1% 957 Q2/23 205.697 174.277 5.171 26.249 947 56.3% 28.4% 84.7% 12.8%	649 58.8% 36.6% 95.5% 4.5% 1.5% 890 Q1/23 164.137 155,061 4.968 4.108 649 58.8% 35.7% 2.5% Q1/23 35,815 12,479	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890 Q4/22 312.046 23.039 7.717 73.390 3,185 55.6% 18.4% 74.0% 23.5%	1,796 57.5% 15.6% 73.2% 26.8% 25.7% 858 Q3/22 361,893 24,096 4,037 93,770 1,796 57.5% 15.5% 73.0% 25.9%	826 57.8% 16.9% 74.7% 25.3% 827 02/22 304.919 227.555 4.359 73.005 826 57.8% 16.8% 74.6% 23.9%	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Cu1/22 324.216 235.912 3.894 84.410 774 56.7% 16.1% 72.8% 26.0%	1,268 52.9% 14.4% 67.2% 32.8% 31.7% 808 Q4/21 486,951 326,686 5,145 155,120 1,268 52.9% 14.2% 67.1% 31.9%	1,115 56.7% 73.9% 26.1% 25.0% 785 Q3/21 348,875 252,487 3,921 92,487 1,115 56.7% 72.4% 26.5%	3,264 59,2% 59,9% 110,1% (10,1)% (33,0)% 947 9 months Q3/23 566,713 514,060 16,378 36,275 3,264 59,2% 31,5% 6,4% 90,7% 6,4%	3,396 57,3% 16,2% 73,5% 26,5% 25,2% 858 Ended Q3/22 991,028 727,553 12,290 251,185 3,396 57,3% 16,13% 73,4% 25,3%	(132) (132) 34.7 p.p. 36.6 p.p. (36.6) p.p. (36.6) p.p. (36.2) p.p. 89 FY23 vs I Increase (de (424,315) (213,439) 4.088 (214,910) (132) 1.8 p.p. 15.4 p.p. 15.4 p.p. (18.9) p.p.	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% (85.6)% (3.9)%	6,581 56.9% 16.8% 73.8% 26.2% 890 FY22 1,303.074 958.492 20.007 324.575 6,581 56.9% 18.6% 73.6% 24.9%	5,301 56,6% 17,8% 74,4% 25,6% 808 FY21 1,312,228 969,032 12,283 324,933 5,301 56,6% 73,8% 24,8%	(126) 58.3% 32.1% 90.5% 90.5% 77.1% 789 FY20 689,469 612,690	1,052 57.4% 31.0% 88.4% 11.6% 8.89% 832 FY19 704.326 605.218 18.689 80.419 1,052 57.4% 28.5% 11.4%	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637,556 559.486 16,524 62,546 4.053 59.1% 28.5% 87.6% 87.8%
Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue (¹¹⁾ Non-compensation exp. as % of revenue Total expenses as % of revenue Pre-tax profit margin Number of employees Supplementary Information Excluding Significant Its (in thousands of dollars) (¹¹⁾ Revenue Total expenses Intersegment allocations Income (loss) before income taxes Non-controlling interests (²⁸⁾ - see note B below Total compensation exp. as % of revenue Total expenses as % of revenue	(128) 5.0 p.p. 68.9 p.p. 73.9 p.p. (73.9) p.p. (73.9) p.p. (75.9) p.p. 89 ems (Non-IFF Q3/23 vs. increase (de (165.014) (79.364) (2.202 (87.852) (128) 5.0 p.p. 15.8 p.p. 20.9 p.p. (22.9) p.p. (22.9) p.p. (22.9) p.p. (3/23 vs. increase (de (4.392)	(7.1)% 10.4% (8) (72) Q3/22 crease) (45.6)% (30.1)% 54.5% (93.7)% (7.1)%	1,668 62.5% 84.5% 147.0% (47.0)% (50.2)% 947 Q3/23 196.879 184,722 6,239 5,918 1,668 62.5% 31.3% 93.8% 3.0%	947 56.3% 30.1% 86.4% 13.6% 11.1% 957 Q2/23 205.697 174.277 5.171 26.249 947 56.3% 84.7% 12.8%	649 58.8% 36.6% 95.5% 4.5% 4.5% 890 Q1/23 164,137 155,061 4,968 4,108 649 58.8% 35.7% 94.5% 2.5%	3,185 55.6% 18.9% 74.5% 25.5% 23.0% 890 Q4/22 312,046 230,939 7,717 73,390 3,185 55.6% 74.0% 23.5%	1,796 57.5% 15.6% 73.2% 26.8% 858 Q3/22 361,893 264,086 4,037 93,770 1,796 57.5% 73.0% 25.9%	826 57.8% 16.9% 74.7% 25.3% 827 Q2/22 304,919 227.555 4.359 73.005 826 57.8% 74.6% 23.9%	774 56.7% 16.1% 72.9% 27.1% 25.9% 794 Q1/22 324.216 235.912 3.894 84.410 774 56.7% 72.8% 26.0%	1,268 52.9% 14.4% 67.2% 32.8% 33.7% 808 Q4/21 486,951 326,686 5,145 155,120 1,268 52.9% 67.1% 31.9%	1,115 56.7% 73.9% 26.1% 25.0% 785 Q3/21 348,875 252,467 3.921 92,487 1,115 56.7% 72.4% 26.5%	3,264 59,2% 59,9% 110,1% (10,1)% (13,0)% 947 9 months Q3/23 566,713 514,060 16,378 36,275 3,264 59,2% 31,5% 90,7% 6,4%	3,396 57,3% 16,2% 73,5% 26,5% 25,2% 858 Ended Q3/22 991,028 727,553 12,290 251,185 3,396 57,3% 16,1% 73,4% 73,4% 25,3%	(132) 1.8 p.p. 3.4.7 p.p. 36.6 p.p. (36.6) p.p. (38.2) p.p. 89 FY23 vs 1 increase (de (424,315) (213,493) 4.088 (214,910) (132) 1.8 p.p. 15.4 p.p. 17.3 p.p. (18.9) p.p. FY23 vs 1 increase (de (13,638)	(3.9)% 10.4% FY22 crease) (42.8)% (29.3)% 33.3% (85.6)% (3.9)%	6,581 56.9% 16.8% 73.8% 26.2% 24.7% 890 FY22 1,303,074 958,492 20,007 324,575 6,581 56.9% 16.6% 73.6% 24.9%	5,301 56,6% 17,8% 74,4% 25,6% 808 FY21 1,312,228 969,032 18,263 324,933 5,301 56,6% 73,8% 24,8%	(126) 58.3% 32.1% 90.5% 9.5% 9.5% 9.5% 689.469 612,690 17,005 612,690 17,005 59,774 (126) 58.3% 88.9% 8.7%	1,052 57.4% 31.0% 31.0% 88.4% 11.6% 8.9% 832 FY19 704,326 605,218 18,689 80,419 1,052 57.4% 85.9% 11.4%	4,053 59.1% 36.2% 95.3% 4.7% 2.1% 730 FY18 637,556 558,486 16,524 62,546 4,053 59.1% 87.6% 9.8%

n.m.: not meaningful (percentages above 300% are indicated as n.m.)

p.p.: percentage points

Facilitation losses (18)

Other

Principal trading Interest

Note A: Please find notes on Pages 19 & 20

Note B: Non-controlling interests is an after-tax allocation of profit which is deducted for the purposes of determining net income attributable to common shareholders.

5,377

(727)

595

(165,014)

213.2%

(35.9)%

(45.6)%

27.4%

4,429

1,175

205,697

1,245

7,899

1,298

196,879

2,769

2,667

2,202 164,137

9,459

2,425

2,446

312,046

2,302

2,522

2,025

361,893

2,174

2,113

1,912

304,919

1,951

1,925

2,951

324,216

2,701

1,931

3,818

(243)

486,951

2,692 348,875

2,573

1,340

566,713

13,473

14,995

991,028

6,826

6,560

8,435

(2,213)

6,647

(424,315)

128.6%

(32.1)%

(42.8)%

97.4%

8,985

9,334

9,128

1,303,074

6,605

9,977

8,420

24,584

3,988

689,469

(14,810)

9,735

1,788

637,556

13,882

704,326

(6,398)

Canaccord Genuity Capital Markets Canada (Capital Markets) Condensed Statement of Operations (95)

(Unaudited, for the period ended)	Q3/23 vs. 0	Q3/22										9 months	Ended	FY23 vs	FY22					
(in thousands of dollars) (1)	Increase (dec	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (de	crease)	FY22	FY21	FY20	FY19	FY18
Revenue																				
Canaccord Genuity Canada	(62,019)	(66.3)%	31,520	32,347	14,348	74,481	93,539	57,058	116,375	199,393	121,334	78,215	266,972	(188,757)	(70.7)%	341,453	443,444	204,636	260,665	216,106
	(62,019)	(66.3)%	31,520	32,347	14,348	74,481	93,539	57,058	116,375	199,393	121,334	78,215	266,972	(188,757)	(70.7)%	341,453	443,444	204,636	260,665	216,106
Expenses	-												-			-	-	-		
Compensation expense (33)	(26,543)	(55.7)%	21,084	17,478	12,962	36,921	47,627	28,604	55,790	91,514	64,845	51,524	132,021	(80,497)	(61.0)%	168,942	224,429	110,163	134,562	118,036
Trading costs	(768)	(12.6)%	5,317	5,169	5,735	5,989	6,085	5,402	4,591	5,219	4,904	16,221	16,078	143	0.9%	22,067	21,731	19,818	15,911	10,843
Premises and equipment	142	27.4%	660	645	297	482	518	536	421	427	519	1,602	1,475	127	8.6%	1,957	1,838	1,788	4,277	4,516
Communication and technology	48	1.7%	2,805	2,321	2,600	3,286	2,757	2,350	2,412	2,285	1,989	7,726	7,519	207	2.8%	10,805	8,983	9,957	8,925	7,430
Interest	3,102	n.m.	3,491	1,843	984	518	389	475	472	801	447	6,318	1,336	4,982	n.m.	1,854	1,983	6,282	3,245	2,497
General and administrative	(1,338)	(27.3)%	3,563	4,377	4,188	2,743	4,901	1,634	4,794	3,138	3,118	12,128	11,329	799	7.1%	14,072	11,535	21,280	17,380	16,720
Amortization	224	119.8%	411	378	94	257	187	225	256	722	707	883	668	215	32.2%	925	2,832	2,830	3,314	3,664
Amortization of right of use assets	13	2.9%	454	531	671	637	441	479	438	222	480	1,656	1,358	298	21.9%	1,995	1,612	1,925	-	-
Development costs	-	-	- 1	20	200	9	-	37	14	(501)	-	220	51	169	n.m.	60	(393)	31	72	205
Restructuring costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,366
Acquisition-related costs	-	-	- 1	-	-	-	-	-	-	-	4,644	-	-	-	-	-	4,644	-	1,173	-
Acceleration of long-term Incentive plan expense (31)	-	-	- 1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	11,657
Impairment of goodwill and other assets	102,571	n.m.	102,571	-	-	-	-	-	-	-	-	102,571	-	102,571	n.m.	-	-	-	-	-
	77,451	123.1%	140,356	32,762	27,731	50,842	62,905	39,742	69,188	103,827	81,653	200,849	171,835	29,014	16.9%	222,677	279,194	174,074	188,859	177,934
Income (loss) before intersegment allocations and income taxes	(139,470)	n.m.	(108,836)	(415)	(13,383)	23,639	30,634	17,316	47,187	95,566	39,681	(122,634)	95,137	(217,771)	(228.9)%	118,776	164,250	30,562	71,806	38,172
Intersegment Allocations	926	31.4%	3,877	4,118	3,935	5,469	2,951	3,310	2,796	2,523	2,857	11,930	9,057	2,873	31.7%	14,526	12,449	12,241	12,458	10,159
Income (loss) before income taxes	(140,396)	n.m.	(112,713)	(4,533)	(17,318)	18,170	27,683	14,006	44,391	93,043	36,824	(134,564)	86,080	(220,644)	(256.3)%	104,250	151,801	18,321	59,348	28,013
Total compensation exp. as % of revenue (11)	16.0 p.p.		66.9%	54.0%	90.3%	49.6%	50.9%	50.1%	47.9%	45.9%	53.4%	65.9%	49.5%	16.4 p.p.		49.5%	50.6%	53.8%	51.6%	54.6%
Non-compensation exp. as % of revenue	362.1 p.p.		378.4%	47.3%	102.9%	18.7%	16.3%	19.5%	11.5%	6.2%	13.9%	190.9%	14.9%	176.0 p.p.		15.7%	12.3%	31.2%	20.8%	27.7%
Total expenses as % of revenue	378.0 p.p.		445.3%	101.3%	193.3%	68.3%	67.3%	69.7%	59.5%	52.1%	67.3%	256.8%	64.4%	192.4 p.p.		65.2%	63.0%	85.1%	72.5%	82.3%
Pre-tax and intersegment allocation profit margin	(378.0) p.p.		(345.3)%	(1.3)%	(93.3)%	31.7%	32.7%	30.3%	40.5%	47.9%	32.7%	(156.8)%	35.6%	(192.4) p.p.		34.8%	37.0%	14.9%	27.5%	17.7%
Pre-tax profit margin	(387.2) p.p.		(357.6)%	(14.0)%	(120.7)%	24.4%	29.6%	24.5%	38.1%	46.7%	30.3%	(172.0)%	32.2%	(204.3) p.p.		30.5%	34.2%	9.0%	22.8%	13.0%
Number of employees	500	185.2%	275	282	279	278	270	268	266	274	261	275	270	5	1.9%	278	274	257	255	189
Sunnlamentary Information Evaluding Significant It	omo (Non IED	C) (12)																		

Supplementary Information Excluding Significant Items (Non-IFRS) (12)

	Q3/23 vs.	Q3/22										9 months	Ended	FY23 vs I	FY22					
(in thousands of dollars) (1)	Increase (de	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (de	crease)	FY22	FY21	FY20	FY19	FY18
Revenue	(62,019)	(66.3)%	31,520	32,347	14,348	74,481	93,539	57,058	116,375	199,393	121,334	78,215	266,972	(188,757)	(70.7)%	341,453	443,444	204,636	260,665	216,106
Total expenses	(25,120)	(40.0)%	37,725	32,702	27,671	50,782	62,845	39,682	68,992	103,189	76,371	98,098	171,519	(73,421)	(42.8)%	222,301	271,998	171,522	185,194	161,599
Intersegment Allocations	926	31.4%	3,877	4,118	3,935	5,469	2,951	3,310	2,796	2,523	2,857	11,930	9,057	2,873	31.7%	14,526	12,449	12,241	12,458	10,159
Income (loss) before income taxes	(37,825)	(136.3)%	(10,082)	(4,473)	(17,258)	18,230	27,743	14,066	44,587	93,681	42,106	(31,813)	86,396	(118,209)	(136.8)%	104,626	158,997	20,873	63,013	44,348
Total compensation exp. as % of revenue (11)	16.0 p.p.		66.9%	54.0%	90.3%	49.6%	50.9%	50.1%	47.9%	45.9%	53.4%	65.9%	49.5%	16.4 p.p.		49.5%	50.6%	53.8%	51.6%	54.6%
Non-compensation exp. as % of revenue	36.5 p.p.		52.8%	47.1%	102.5%	18.6%	16.3%	19.4%	11.3%	5.9%	9.5%	59.5%	14.8%	44.8 p.p.		15.6%	10.7%	30.0%	19.4%	20.2%
Total expenses as % of revenue	52.5 p.p.		119.7%	101.1%	192.9%	68.2%	67.2%	69.5%	59.3%	51.8%	62.9%	125.4%	64.2%	61.2 p.p.		65.1%	61.3%	83.8%	71.0%	74.8%
Pre-tax profit margin	(61.6) p.p.		(32.0)%	(13.8)%	(120.3)%	24.5%	29.7%	24.7%	38.3%	47.0%	34.7%	(40.7)%	32.4%	(73.0) p.p.		30.6%	35.9%	10.2%	24.2%	20.5%

Supplementary Revenue Breakdown

Commissions and fees	
Investment banking	
Advisory fees	
Principal trading	
Interest	
Other	
Facilitation losses (gains) (18)	

Q3/23 vs.	Q3/22									
Increase (de	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21
(4,707)	(42.0)%	6,513	7,497	978	11,238	11,220	11,431	11,955	19,995	17,775
(41,036)	(89.9)%	4,592	9,053	5,643	22,055	45,628	25,402	76,133	134,003	85,505
(22,881)	(67.7)%	10,903	10,528	3,173	34,995	33,784	16,695	19,511	31,033	11,788
2,854	(266.5)%	1,783	489	1,209	2,271	(1,071)	134	4,811	9,043	2,982
4,578	188.1%	7,012	4,112	2,503	2,294	2,434	1,979	1,834	1,856	1,350
(827)	(53.6)%	717	668	842	1,628	1,544	1,417	2,131	3,463	1,934
(62,019)	(66.3)%	31,520	32,347	14,348	74,481	93,539	57,058	116,375	199,393	121,334
(722)	(16.7)%	3,605	1,707	11,146	3,456	4,327	1,113	2,884	(310)	2,466

1 [9 months	Ended	FY23 vs F	Y22					
Ш	Q3/23	Q3/22	Increase (dec	crease)	FY22	FY21	FY20	FY19	FY18
5	14,988	34,606	(19,618)	(56.7)%	45,844	65,820	38,104	56,755	39,840
5	19,288	147,163	(127,875)	(86.9)%	169,218	276,795	86,194	134,582	125,065
3	24,604	69,990	(45,386)	(64.8)%	104,985	63,438	53,540	49,050	39,573
Ш	3,481	3,874	(393)	(10.1)%	6,145	23,110	1,453	4,780	2,437
)	13,627	6,247	7,380	118.1%	8,541	6,471	24,233	13,453	9,188
Ш	2,227	5,092	(2,865)	(56.3)%	6,720	7,810	1,112	2,045	3
1	78,215	266,972	(188,757)	(70.7)%	341,453	443,444	204,636	260,665	216,106
11	16,458	8,324	8,134	97.7%	11,780	7,269	(10,999)	(2,438)	(3,730

n.m.: not meaningful (percentages above 300% are indicated as n.m.)

p.p.: percentage points

Canaccord Genuity Capital Markets US (Capital Markets) Condensed Statement of Operations

(Unaudited, for the period ended)	Q3/23 vs.	Q3/22										9 months	Ended	FY23 vs	FY22					
(in thousands of dollars) (1)	Increase (de	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (de	ecrease)	FY22	FY21	FY20	FY19	FY18
_																				
Revenue																				
Canaccord Genuity US	(73,789)	(39.0)%	115,638	128,762	124,058	146,532	189,427	179,433	151,784	203,517	160,407	368,458	520,644	(152,186)	(29.2)%	667,176	590,534	350,379	303,587	235,942
Expenses	(73,789)	(39.0)%	115,638	128,762	124,058	146,532	189,427	179,433	151,784	203,517	160,407	368,458	520,644	(152,186)	(29.2)%	667,176	590,534	350,379	303,587	235,942
Compensation expense (33)	(41,451)	(36.8)%	71,057	74,065	70,715	77,981	112,508	103,071	92.415	107,692	89,001	215,837	307,994	(92,157)	(29.9)%	385,975	335,907	205,929	170,618	139,913
Trading costs	(41,451)	(7.3)%	12,464	12,803	12,487	12,152	13,448	13,517	16.491	27,380	16,911	37.754	43.456	(5,702)	(13.1)%	55,608	75,143	43,638	46.477	36.082
Premises and equipment	(964)	14.4%	1,254	1,315	1,298	1,031	1,096	1,104	1,073	1,091	1,036	3,754	3,273	(5,702)	18.1%	4.304	4,549	43,036	11,621	10.407
Communication and technology	1,156	25.5%	5,697	5,654	5,311	4,932	4,541	5,081	3,920	5,352	4,399	16,662	13,542	3,120	23.0%	18,474	19,467	19,202	17,719	17,050
Communication and technology Interest	(525)	(30.3)%	1,207	1,338	2,280	2,759	1,732	2,644	1,986	2,280	4,399 1.628	4.825	6.362	(1,537)	(24.2)%	9,121	7,966	7,107	4,627	4,742
General and administrative	2,169	32.7%	1,207 8,802	7,753	9,098	2,759 8,300	6,633	4,727	2,742	4,339	3,752	4,825 25,653	14.102	(1,537) 11,551	(24.2)% 81.9%	22,402	14,548	23,437	19,324	16,968
Amortization	1,331	276.7%	1,812	1,755	1,713	1.723	481	536	541	537	511	5.270	1.558	3.712	238.3%	3,281	2,096	8,216	1,765	1.850
Amortization Amortization of right of use assets	481		2,297		2.150			1,816	1,888	2.481					20.6%		8,121	7.466	1,705	1,000
Amortization of right of use assets Development costs	481 575	26.5% 226.4%	2,297 829	2,211 856	2,150 450	2,121 630	1,816 254	1,816	1,888	2,481	1,828 2,312	6,658 2,135	5,520 633	1,138 1,502	20.6%	7,641 1,263	5,206	7,466 464	284	466
•		226.4%		856	450	630	254		124	2,570	2,312		633	1,502	237.3%	1,263	5,206	464		1.890
Restructuring costs	(507)	(400.0)0(-	-	-	-	-	-	-	-	-	-	-	(507)	-	-	-	-	-	1,890
Acquisition-related costs	(537)	(100.0)%	-	-			537	-	-	-	-	-	537	(537)	-	537.00	-	1//	803	
Acceleration of long-term Incentive plan expense (31)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	17,872
	(37,627)	(26.3)%	105,419	107,740	105,502	111,629	143,046	132,751	121,180	153,722	121,378	318,661	396,977	(78,316)	(19.7)%	508,606	473,003	320,486	273,238	247,240
Income (loss) before intersegment allocations and income taxes Intersegment allocations	(36,162)	(78.0)%	10,219	21,022	18,556	34,903	46,381	46,682	30,604	49,795	39,029	49,797	123,667	(73,870)	(59.7)%	158,570	117,531	29,893	30,349	(11,298)
	319	42.8%	1,065	740 20.282	748	998 33.905	746 45.635	750 45.932	754 29.850	2,134 47.661	751 38.278	2,553 47,244	2,250	303	13.5%	3,248	4,392	3,010 26.883	3,037	3,113
Income (loss) before income taxes	(36,481)	(79.9)%	9,154	20,282	17,808	33,905	45,635	45,932	29,850	47,661	38,278	47,244	121,417	(74,173)	(61.1)%	155,322	113,139	26,883	27,312	(14,411)
Total compensation exp. as % of revenue (11)	2.1 p.p.		61.4%	57.5%	57.0%	53.2%	59.4%	57.4%	60.9%	52.9%	55.5%	58.6%	59.2%	(0.6) p.p.		57.9%	56.9%	58.8%	56.2%	59.3%
Non-compensation exp. as % of revenue	13.6 p.p.		29.7%	26.2%	28.0%	23.0%	16.1%	16.5%	19.0%	22.6%	20.2%	27.9%	17.1%	10.8 p.p.		18.4%	23.2%	32.7%	33.8%	45.5%
Total expenses as % of revenue	15.6 p.p.		91.2%	83.7%	85.0%	76.2%	75.5%	74.0%	79.8%	75.5%	75.7%	86.5%	76.2%	10.2 p.p.		76.2%	80.1%	91.5%	90.0%	104.8%
Pre-tax and intersegment allocation profit margin	(15.6) p.p.		8.8%	16.3%	15.0%	23.8%	24.5%	26.0%	20.2%	24.5%	24.3%	13.5%	23.8%	(10.2) p.p.		23.8%	19.9%	8.5%	10.0%	(4.8)%
Pre-tax profit margin	(16.2) p.p.		7.9%	15.8%	14.4%	23.1%	24.1%	25.6%	19.7%	23.4%	23.9%	12.8%	23.3%	(10.5) p.p.		23.3%	19.2%	7.7%	9.0%	(6.1)%
Number of employees	40	10.9%	406	403	376	378	366	337	315	319	311	406	366	40	10.9%	378	319	313	308	256
Supplementary Information Excluding Significant Item	s (Non-IFRS)	(12)																		

	Q3/23 vs.	Q3/22										9 months	Ended	FY23 vs F	Y22					
(in thousands of dollars) (1)	Increase (de	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (dec	rease)	FY22	FY21	FY20	FY19	FY18
Revenue	(73,789)	(39.0)%	115,638	128,762	124,058	146,532	189,427	179,433	151,784	203,517	160,407	368,458	520,644	(152,186)	(29.2)%	667,176	590,534	350,379	303,587	235,942
Total expenses	(38,704)	(27.2)%	103,758	106,141	103,931	110,042	142,462	132,651	121,083	153,622	121,275	313,830	396,196	(82,366)	(20.8)%	506,238	472,585	313,694	272,431	227,473
Intersegment allocations	319	42.8%	1,065	740	748	998	746	750	754	2,134	751	2,553	2,250	303	13.5%	3,248	4,392	3,010	3,037	3,113
Income (loss) before income taxes	(35,404)	(76.6)%	10,815	21,881	19,379	35,492	46,219	46,032	29,947	47,761	38,381	52,075	122,198	(70,123)	(57.4)%	157,690	113,557	33,675	28,119	5,356
Total compensation exp. as % of revenue (11)	2.1 p.p.		61.4%	57.5%	57.0%	53.2%	59.4%	57.4%	60.9%	52.9%	55.5%	58.6%	59.2%	(0.6) p.p.		57.9%	56.9%	58.8%	56.2%	59.3%
Non-compensation exp. as % of revenue	12.5 p.p.		28.3%	24.9%	26.8%	21.9%	15.8%	16.5%	18.9%	22.6%	20.1%	26.6%	16.9%	9.7 p.p.		18.0%	23.1%	30.8%	33.5%	37.1%
Total expenses as % of revenue	14.5 p.p.		89.7%	82.4%	83.8%	75.1%	75.2%	73.9%	79.8%	75.5%	75.6%	85.2%	76.1%	9.1 p.p.		75.9%	80.0%	89.5%	89.7%	96.4%
Pre-tax profit margin	(15.0) p.p.		9.4%	17.0%	15.6%	24.2%	24.4%	25.7%	19.7%	23.5%	23.9%	14.1%	23.5%	(9.3) p.p.		23.6%	19.2%	9.6%	9.3%	2.3%

9 months Ended

Q3/22 65,238

94,979

252,140

520,644

Q3/23 73,456 17,220

191,277

1,176

368,458

Supplementary Revenue Breakdown

Commissions and fees Investment banking Advisory fees Principal trading Other Facilitation losses (gains) (18)

Q3/23 vs.	Q3/22									
Increase (de	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21
651	2.6%	25,303	21,863	26,290	28,256	24,652	20,469	20,117	35,028	24,874
(23,394)	(80.9)%	5,523	5,420	6,277	15,051	28,917	26,722	39,340	70,824	38,894
(49,355)	(48.3)%	52,797	75,163	63,317	64,831	102,152	103,609	46,379	21,957	51,369
(2,482)	(7.5)%	30,694	25,513	26,610	37,934	33,176	27,976	45,056	75,278	44,609
629	n.m.	715	300	161	110	86	134	88	11	(10)
162	36.5%	606	503	1,403	350	444	523	804	419	671
(73,789)	(39.0)%	115,638	128,762	124,058	146,532	189,427	179,433	151,784	203,517	160,407
1.553	(62.4)%	(936)	(661)	(1.862)	(1.246)	(2.489)	1.083	(413)	301	397

FY23 vs F	Y22					
Increase (dec	crease)	FY22	FY21	FY20	FY19	FY18
8,218	12.6%	93,494	109,009	78,437	77,577	69,484
(77,759)	(81.9)%	110,030	169,796	72,017	73,748	41,08
(60,863)	(24.1)%	316,971	99,439	96,790	49,133	33,10
(23,391)	(22.0)%	144,142	209,957	100,681	100,076	90,388
868	281.8%	418	63	192	263	328
741	41.8%	2,121	2,270	2,262	2,790	1,55
152,186)	(29.2)%	667,176	590,534	350,379	303,587	235,942
(1,640)	(90.2)%	(3,065)	1,855	(2,915)	(2,764)	(3,538

n.m.: not meaningful (percentages above 300% are indicated as n.m.) p.p.: percentage points

Canaccord Genuity Capital Markets UK, Europe, and Dubai (Capital Markets) Condensed Statement of Operations (28)

(Unaudited, for the period ended)	Q3/23 vs.	Q3/22											9 months		FY23 vs	FY22					
(in thousands of dollars) (1)	Increase (de	ecrease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q2/21	Q3/23	Q3/22	Increase (de	ecrease)	FY22	FY21	FY20	FY19	FY18
- · · · ·																					
Revenue	(0.774)	(00 7)0/	19.251	17.893	05.000	00.070	00.000	00.000	28.037	04.070	21,108	14.805	63.053	04.040	(07.000)	(00 7)0/	119.918	93.469	05.004	108.639	400.074
Canaccord Genuity UK and Europe	(9,771)	(33.7)%	19,251		25,909	28,876	29,022	33,983		34,072	,	,		91,042	(27,989)	(30.7)%			95,324		128,271
Canaccord Genuity Dubai	(6)	(100.0)%		4,949	105	361	ь	36	34	2,066			5,054	76	4,978	n.m.	437	2,066	779	150	187
_	(9,777)	(33.7)%	19,251	22,842	26,014	29,237	29,028	34,019	28,071	36,138	21,108	14,805	68,107	91,118	(23,011)	(25.3)%	120,355	95,535	96,103	108,789	128,458
Expenses													-	-				-			
Compensation expense (33)	(4,851)	(26.7)%	13,289	11,881	16,409	19,330	18,140	23,283	18,210	24,415	13,547	9,903	41,579	59,633	(18,054)	(30.3)%	78,963	63,467	60,830	78,278	85,695
Trading costs	(220)	(19.0)%	936	984	1,147	979	1,156	1,130	1,250	1,202	1,380	1,274	3,067	3,536	(469)	(13.3)%	4,515	5,179	5,310	5,474	5,325
Premises and equipment	(643)	(96.8)%	21	(142)	(95)	(41)	664	576	564	1,212	642	638	(216)	1,804	(2,020)	(112.0)%	1,763	2,916	1,751	6,330	7,714
Communication and technology	168	7.3%	2,482	2,246	2,183	2,343	2,314	2,258	2,223	2,304	2,147	2,291	6,911	6,795	116	1.7%	9,138	8,956	9,047	10,436	10,459
Interest	5	1.5%	349	306	334	312	344	316	315	358	288	318	989	975	14	1.4%	1,287	1,278	1,965	1,870	2,144
General and administrative	738	45.1%	2,373	1,403	1,249	2,218	1,635	1,409	1,032	694	1,703	1,194	5,025	4,076	949	23.3%	6,294	4,817	8,799	12,593	11,577
Amortization	340	114.5%	637	554	307	929	297	297	322	333	336	342	1,498	916	582	63.5%	1,845	1,371	1,433	1,630	3,383
Amortization of right of use assets	295	37.0%	1,093	928	858	939	798	816	810	1,040	782	782	2,879	2,424	455	18.8%	3,363	3,357	2,448	-	
Development costs	199	-	199	95	4	-	-	-	-	-	-	-	298	-	298	-	-	-	-	96	19
Restructuring costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	13,070	448
Acquisition-related costs	-	-		1,477	-	-	-	-	-	-	-	-	1,477	-		-	-	-	-		
Acceleration of long-term Incentive plan expense (31)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	12,870
• • •	(3,969)	(15.7)%	21,379	19,732	22,396	27,009	25,348	30,085	24,726	31,558	20,825	16,742	63,507	80,159	(16,652)	(20.8)%	107,168	91,341	91,583	129,777	139,634
Income (loss) before intersegment allocations and income taxes	(5,808)	(157.8)%	(2,128)	3,110	3,618	2,228	3,680	3,934	3,345	4,580	283	(1,937)	4,600	10,959	(6,359)	(58.0)%	13,187	4,194	4,520	(20,988)	(11,176)
Intersegment allocations	436	174.4%	686	223	214	770	250	209	255	345	223	240	1,123	714	409	57.3%	1,484	1,027	895	2,908	2,969
Income (loss) before income taxes	(6,244)	(182.0)%	(2,814)	2,887	3,404	1,458	3,430	3,725	3,090	4,235	60	(2,177)	3,477	10,245	(6,768)	(66.1)%	11,703	3,167	3,625	(23,896)	(14,145)
												•				,					
Total compensation exp. as % of revenue (11)	6.5 p.p.		69.0%	52.0%	63.1%	66.1%	62.5%	68.4%	64.9%	67.6%	64.2%	66.9%	61.0%	65.4%	(4.4) p.p.		65.6%	66.4%	63.3%	72.0%	66.7%
Non-compensation exp. as % of revenue	17.2 p.p.		42.0%	34.4%	23.0%	26.3%	24.8%	20.0%	23.2%	19.8%	34.5%	46.2%	32.2%	22.5%	9.7 p.p.		23.4%	29.2%	32.0%	47.3%	42.0%
Total expenses as % of revenue	23.7 p.p.		111.1%	86.4%	86.1%	92.4%	87.3%	88.4%	88.1%	87.3%	98.7%	113.1%	93.2%	88.0%	5.3 p.p.		89.0%	95.6%	95.3%	119.3%	108.7%
Pre-tax and intersegment allocation profit margin	(23.7) p.p.		(11.1)%	13.6%	13.9%	7.6%	12.7%	11.6%	11.9%	12.7%	1.3%	(13.1)%	6.8%	12.0%	(5.3) p.p.		11.0%	4.4%	4.7%	(19.3)%	(8.7)%
Pre-tax profit margin	(26.4) p.p.		(14.6)%	12.6%	13.1%	5.0%	11.8%	10.9%	11.0%	11.7%	0.3%	(14.7)%	5.1%	11.2%	(6.1) p.p.		9.7%	3.3%	3.8%	(22.0)%	(11.0)%
Number of employees	46	33.8%	182	182	143	143	136	133	131	131	133	133	182	136	46	33.8%	143	131	136	197	214

Supplementary Information Excluding Significant Items (Non-IFRS) (12)

	Q3/23 vs.	Q3/22											9 months	Ended	FY23 vs F	Y22					
(in thousands of dollars) (1)	Increase (de	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q2/21	Q3/23	Q3/22	Increase (dec	crease)	FY22	FY21	FY20	FY19	FY18
Revenue	(9,777)	(33.7)%	19,251	22,842	26,014	29,237	29,028	34,019	28,071	36,138	21,108	14,805	68,107	91,118	(23,011)	(25.3)%	120,355	95,535	96,103	108,789	128,458
Total expenses	(4,414)	(17.4)%	20,934	17,942	22,396	27,009	25,348	30,085	24,726	31,558	20,825	16,742	61,272	80,159	(18,887)	(23.6)%	107,168	91,341	91,583	116,707	126,316
Intersegment allocations	436	174.4%	686	223	214	770	250	209	255	345	223	240	1,123	714	409	57.3%	1,484	1,027	895	2,908	2,969
Income (loss) before income taxes	(5,799)	(169.1)%	(2,369)	4,677	3,404	1,458	3,430	3,725	3,090	4,235	60	(2,177)	5,712	10,245	(4,533)	(44.2)%	11,703	3,167	3,625	(10,826)	(827)
Total compensation exp. as % of revenue (11)	6.5 p.p.		69.0%	52.0%	63.1%	66.1%	62.5%	68.4%	64.9%	67.6%	64.2%	66.9%	61.0%	65.4%	(4.4) p.p.		65.6%	66.4%	63.3%	72.0%	66.7%
Non-compensation exp. as % of revenue	14.9 p.p.		39.7%	26.5%	23.0%	26.3%	24.8%	20.0%	23.2%	19.8%	34.5%	46.2%	28.9%	22.5%	6.4 p.p.		23.4%	29.2%	32.0%	35.3%	31.6%
Total expenses as % of revenue	21.4 p.p.		108.7%	78.5%	86.1%	92.4%	87.3%	88.4%	88.1%	87.3%	98.7%	113.1%	90.0%	88.0%	2.0 p.p.		89.0%	95.6%	95.3%	107.3%	98.3%
Pre-tax profit margin	(24.1) p.p.		(12.3)%	20.5%	13.1%	5.0%	11.8%	10.9%	11.0%	11.7%	0.3%	(14.7)%	8.4%	11.2%	(2.9) p.p.		9.7%	3.3%	3.8%	(10.0)%	(0.6)%

Supplementary Revenue Breakdown

Commissions and fees Investment banking Advisory fees Principal trading Interest Other Facilitation losses (gains) (18)

Q3/23 vs.	Q3/22										
Increase (de	ecrease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q2/21
128	3.1%	4,231	3,807	4,305	5,224	4,103	4,445	3,973	5,432	4,796	4,764
(6,187)	(86.4)%	973	2,886	5,086	684	7,160	8,632	11,488	15,081	5,399	1,709
(4,579)	(28.4)%	11,519	15,246	16,103	21,735	16,098	18,674	10,116	12,501	7,574	6,121
860	52.7%	2,492	900	562	1,539	1,632	2,296	2,478	3,147	3,252	2,254
68	-	68	6	3	21	-	-	-	41	-	(2)
(67)	(191.4)%	(32)	(3)	(45)	34	35	(28)	16	(64)	87	(41)
(9,777)	(33.7)%	19,251	22,842	26,014	29,237	29,028	34,019	28,071	36,138	21,108	14,805
(236)	(70.2)%	100	199	175	92	336	(245)	230	(234)	(290)	(90)

9 months	Ended	FY23 vs F	Y22					
Q3/23	Q3/22	Increase (dec	crease)	FY22	FY21	FY20	FY19	FY18
12,343	12,521	(178)	(1.4)%	17,745	20,201	21,961	28,170	31,557
8,945	27,280	(18,335)	(67.2)%	27,964	32,182	14,017	17,852	27,672
42,868	44,888	(2,020)	(4.5)%	66,623	30,590	52,987	41,896	48,087
3,954	6,406	(2,452)	(38.3)%	7,945	12,595	6,654	20,897	20,890
77	-	77	-	21	42	105	29	59
(80)	23	(103)	n.m.	57	(75)	379	(55)	193
68,107	91,118	(23,011)	(25.3)%	120,355	95,535	96,103	108,789	128,458
474	321	153	47.7%	413	(704)	(896)	(1,196)	(1,088)

n.m.: not meaningful (percentages above 300% are indicated as n.m.) p.p.: percentage points

Canaccord Genuity Capital Markets Australia (Capital Markets)

Condensed Statement of Operations (20)(21)(27)(35)

(Unaudited, for the period ended)	Q3/23 vs.	Q3/22										9 months	Ended	FY23 vs F	FY22					
(in thousands of dollars) (1)	Increase (de	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (dec	crease)	FY22	FY21	FY20	FY19	FY18
, , , ,	,														1					
Revenue																				
Canaccord Genuity	(19,429)	(38.9)%	30,470	21,746	(283)	61,796	49,899	34,409	27,986	47,903	46,026	51,933	112,294	(60,361)	(53.8)%	174,090	182,715	37,198	26,993	52,056
Canaccord Genuity Wealth Management (36)	_	_	-	-		-	_	-	_	-	-	-	-		-	- 1	-	1.950	4.373	4.966
, ,	(19,429)	(38.9)%	30,470	21.746	(283)	61.796	49.899	34.409	27.986	47.903	46.026	51.933	112.294	(60.361)	(53.8)%	174.090	182.715	38.351	31,366	57.022
Expenses					, ,				,				0						,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Compensation expense (33)	(12,207)	(40.9)%	17,669	12,379	(3,546)	39,276	29,876	21,294	17,460	33,831	30,368	26,502	68,630	(42,128)	(61.4)%	107,906	119,194	25,149	19,981	32,635
Trading costs	85	51.8%	249	218	204	319	164	77	307	350	162	671	548	123	22.4%	867	856	1,845	2,103	2,335
Premises and equipment	46	51.7%	135	142	221	(144)	89	90	136	134	401	498	315	183	58.1%	171	616	263	1,202	1,225
Communication and technology	129	12.9%	1,127	1,220	1,014	1,020	998	1,019	943	948	930	3,361	2,960	401	13.5%	3,980	3,556	1,381	1,247	1,468
Interest	69	44.5%	224	197	185	432	155	105	118	142	123	606	378	228	60.3%	810	512	300	28	44
General and administrative	477	29.8%	2,076	2,490	2,190	984	1,599	1,915	1,498	1,270	1,611	6,756	5,012	1,744	34.8%	5,996	5,389	5,068	4,362	3,579
Amortization	102	63.4%	263	257	173	209	161	164	199	135	(41)	693	524	169	32.3%	733	497	496	465	544
Amortization of right of use assets	202	56.4%	560	566	620	998	358	473	450	465	442	1,746	1,281	465	36.3%	2,279	1,446	1,389	-	-
Development costs	(29)	(93.5)%	2	23	2	12	31	-	-	1,042	-	27	31.00	(4)	n.m.	43	1,042	-	-	-
Acquisition-related costs	-	_	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,629	-	-
	(11,126)	(33.3)%	22,305	17,492	1,063	43,106	33,431	25,137	21,111	38,317	33,996	40,860	79,679	(38,819)	(48.7)%	122,785	133,108	37,520	29,388	41,830
Income (loss) before intersegment allocations and income taxes	(8,303)	(50.4)%	8,165	4,254	(1,346)	18,690	16,468	9,272	6,875	9,586	12,030	11,073	32,615	(21,542)	(66.0)%	51,305	49,607	831	1,978	15,192
Intersegment allocations	521	n.m.	611	90	71	480	90	90	89	143	90	772	269	503	187.0%	749	395	859	286	283
Income (loss) before income taxes	(8,824)	(53.9)%	7,554	4,164	(1,417)	18,210	16,378	9,182	6,786	9,443	11,940	10,301	32,346	(22,045)	(68.2)%	50,556	49,212	(28)	1,692	14,909
Non-controlling interests (38) - see note B below	(12,800)	n.m.	1,668	947	649	3,185	1,796	826	774	1,268	1,115	3,264	3,396	(132)	(3.9)%	6,581	5,301	(126)	1,052	4,053
Total compensation exp. as % of revenue (11)	(1.9) p.p.		58.0%	56.9%	n.m.	63.6%	59.9%	61.9%	62.4%	70.6%	66.0%	51.0%	61.1%	(10.1) p.p.		62.0%	65.2%	65.6%	63.7%	57.2%
Non-compensation exp. as % of revenue	8.1 p.p.		15.2%	23.5%	n.m.	6.2%	7.1%	11.2%	13.0%	9.4%	7.9%	27.6%	9.8%	17.8 p.p.		8.5%	7.6%	32.3%	30.0%	16.1%
Total expenses as % of revenue	6.2 p.p.		73.2%	80.4%	(375.6)%	69.8%	67.0%	73.1%	75.4%	80.0%	73.9%	78.7%	71.0%	7.7 p.p.		70.5%	72.9%	97.8%	93.7%	73.4%
Pre-tax and intersegment allocation profit margin	(6.2) p.p.		26.8%	19.6%	475.6%	30.2%	33.0%	26.9%	24.6%	20.0%	26.1%	21.3%	29.0%	(7.7) p.p.		29.5%	27.1%	2.2%	6.3%	26.6%
Pre-tax profit margin	(8.0) p.p.		24.8%	19.1%	500.7%	29.5%	32.8%	26.7%	24.2%	19.7%	25.9%	19.8%	28.8%	(9.0) p.p.		29.0%	26.9%	(0.1)%	5.4%	26.1%
Number of employees	(2)	(2.3)%	84	90	92	91	86	89	82	84	80	84	86	(2)	(2.3)%	91	84	83	68	68
		(12)																		

Supplementary Information Excluding Significant Items (Non-IFRS) (12)

l																				
	Q3/23 vs. (Q3/22										9 months	Ended	FY23 vs F	FY22					
(in thousands of dollars) (1)	Increase (de	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (dec	crease)	FY22	FY21	FY20	FY19	FY 18
Revenue	(19,429)	(38.9)%	30,470	21,746	(283)	61,796	49,899	34,409	27,986	47,903	46,026	51,933	112,294	(60,361)	(53.8)%	174,090	182,715	38,351	31,366	57,022
Total expenses	(11,126)	(33.3)%	22,305	17,492	1,063	43,106	33,431	25,137	21,111	38,317	33,996	40,860	79,679	(38,819)	(48.7)%	122,785	133,108	35,891	29,388	41,830
Intersegment allocations	521	n.m.	611	90	71	480	90	90	89	143	90	772	269	503	187.0%	749	395	859	286	283
Income (loss) before income taxes	(8,824)	(53.9)%	7,554	4,164	(1,417)	18,210	16,378	9,182	6,786	9,443	11,940	10,301	32,346	(22,045)	(68.2)%	50,556	49,212	1,601	1,692	14,909
Non-controlling interests (38) - see note B below	(128)	(7.1)%	1,668	947	649	3,185	1,796	826	774	1,268	1,115	3,264	3,396	(132)	(3.9)%	6,581	5,290	(126)	1,052	4,053
Total compensation exp. as % of revenue ⁽¹¹⁾	(1.9) p.p.		58.0%	56.9%	1253.0%	63.6%	59.9%	61.9%	62.4%	70.6%	66.0%	51.0%	61.1%	(10.1) p.p.		62.0%	65.2%	65.6%	63.7%	57.2%
Non-compensation exp. as % of revenue	8.1 p.p.		15.2%	23.5%	(1628.6)%	6.2%	7.1%	11.2%	13.0%	9.4%	7.9%	27.6%	9.8%	17.8 p.p.		8.5%	7.6%	28.0%	30.0%	16.1%
Total expenses as % of revenue	6.2 p.p.		73.2%	80.4%	(375.6)%	69.8%	67.0%	73.1%	75.4%	80.0%	73.9%	78.7%	71.0%	7.7 p.p.		70.5%	72.9%	93.6%	93.7%	73.4%
Pre-tax profit margin	(8.0) p.p.		24.8%	19.1%	500.7%	29.5%	32.8%	26.7%	24.2%	19.7%	25.9%	19.8%	28.8%	(9.0) p.p.		29.0%	26.9%	4.2%	5.4%	26.1%

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Supplementary Revenue Breakdown																				
	Q3/23 vs.	Q3/22										9 months	Ended	FY23 vs I	FY22					
	Increase (de	ecrease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (de	crease)	FY22	FY21	FY20	FY19	FY 18
Commissions and fees	(464)	(11.0)%	3,753	3,598	4,242	4,090	4,217	5,621	3,815	2,061	3,955	11,593	13,653	(2,060)	(15.1)%	17,743	17,401	13,980	13,009	14,245
Investment banking	(19,072)	(41.8)%	26,606	18,130	(4,527)	57,272	45,678	28,788	24,168	45,819	42,071	40,209	98,634	(58,425)	(59.2)%	155,906	165,316	21,785	17,533	41,002
Advisory fees	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		(3)	2,297	665	1,608
Principal trading	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			-	-	-
Interest	102	n.m.	104	11			2	-	3	23	-	115	5	110	n.m.	5	29	54	137	160
Other	5	250.0%	7	7	2	434	2	-	-	-	-	16	2	14	-	436	(28)	235	22	7
	(19,429)	(38.9)%	30,470	21,746	(283)	61,796	49,899	34,409	27,986	47,903	46,026	51,933	112,294	(60,361)	(53.8)%	174,090	182,715	38,351	31,366	57,022

n.m.: not meaningful (percentages above 300% are indicated as n.m.)

p.p.: percentage points

Note A: Please find notes on Pages 19 & 20

Note B: Non-controlling interests is an after-tax allocation of profit which is deducted for the purposes of determining net income attributable to common shareholders.

Canaccord Genuity Wealth Management Condensed Statement of Operations

(Unaudited, for the period ended)	Q3/23 vs.	Q3/22										9 months		FY23 vs	FY22					
(in thousands of dollars) (1)	Increase (de	ecrease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (de	crease)	FY22	FY21	FY20	FY19	FY18
Revenue																				
Canada	(4,798)	(5.9)%	76,066	72,406	71,743	74,631	80,864	70,471	102,492	103,544	91,252	220,215	253,827	(33,612)	(13.2)%	328,458	314,529	206,455	204,420	165,891
UK and Europe	3,950	4.8%	85,691	80,970	73,337	80,316	81,741	75,109	73,329	74,950	70,120	239,998	230,179	9,819	4.3%	310,495	277,329	277,953	254,985	201,383
US	(427)	(24.8)%	1,298	1,023	1,218	1,534	1,725	1,896	1,666	3,456	1,489	3,539	5,287	(1,748)	(33.1)%	6,821	9,512	3,111	2,406	2,991
Australia	(3,938)	(19.1)%	16,633	14,889	15,921	17,793	20,571	18,752	17,517	17,257	17,636	47,443	56,840	(9,397)	n.m.	74,633	62,249	23,916	-	-
	(5,213)	(2.8)%	179,688	169,288	162,219	174,274	184,901	166,228	195,004	199,207	180,497	511,195	546,133	(34,938)	(6.4)%	720,407	663,619	511,435	461,811	370,265
Expenses																				
Compensation expense (33)	(12,280)	(11.6)%	93,880	92,768	92,394	98,873	106,160	96,967	110,320	113,748	105,169	279,042	313,447	(34,405)	(11.0)%	412,320	385,113	287,782	263,687	211,214
Trading costs	208	2.8%	7,763	8,041	8,528	8,733	7,555	8,043	8,609	10,202	8,651	24,332	24,207	125	0.5%	32,940	33,870	28,403	21,414	20,207
Premises and equipment	442	19.5%	2,714	2,562	2,556	2,387	2,272	2,118	1,647	1,573	1,544	7,832	6,037	1,795	29.7%	8,424	6,441	5,999	12,438	12,239
Communication and technology	1,364	21.3%	7,779	7,567	6,464	5,914	6,415	5,918	5,349	5,307	5,276	21,810	17,682	4,128	23.3%	23,596	21,355	22,353	20,843	15,111
Interest	3,392	116.4%	6,305	5,811	3,484	2,997	2,913	1,457	1,485	1,589	1,380	15,600	5,855	9,745	166.4%	8,852	5,222	6,765	4,593	2,741
General and administrative	2,756	34.2%	10,814	10,127	10,088	10,959	8,058	8,647	7,775	10,566	8,263	31,029	24,480	6,549	26.8%	35,439	32,216	42,403	33,547	25,571
Amortization	2,251	41.0%	7,739	7,903	5,615	5,697	5,488	4,563	4,444	4,652	4,511	21,257	14,495	6,762	46.7%	20,192	18,890	19,154	16,225	13,152
Amortization of right of use assets	109	8.1%	1,449	1,300	1,394	1,062	1,340	1,349	1,693	1,511	1,690	4,143	4,382	(239)	(5.5)%	5,444	7,626	6,304	-	-
Development costs	(149)	(3.1)%	4,727	7,553	5,761	5,483	4,876	6,624	3,878	4,762	5,663	18,041	15,378	2,663	17.3%	20,861	17,465	11,364	14,906	6,773
Restructuring costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,921	-	2,939
Acquisition-related costs	(6,225)	(100.0)%	-	(1,656)	7,582	515	6,225	1,920	-	418	860	5,926	8,145	(2,219)	n.m.	8,660	1,278	(1,930)	1,088	6,732
Acceleration of long-term Incentive plan expense (31)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4,058
	(8,132)	(5.4)%	143,170	141,976	143,866	142,620	151,302	137,606	145,200	154,328	143,007	429,012	434,108	(5,096)	(1.2)%	576,728	529,476	430,518	388,741	320,737
Income before intersegment allocations and income taxes	2,919	8.7%	36,518	27,312	18,353	31,654	33,599	28,622	49,804	44,879	37,490	82,183	112,025	(29,842)	(26.6)%	143,679	134,143	80,917	73,070	49,528
Intersegment allocations	1,601	32.5%	6,523	5,187	6,134	7,735	4,922	4,926	5,087	4,581	4,247	17,844	14,935	2,909	19.5%	22,670	17,288	12,743	14,467	15,529
Income (loss) before income taxes	1,318	4.6%	29,995	22,125	12,219	23,919	28,677	23,696	44,717	40,298	33,243	64,339	97,090	(32,751)	(33.7)%	121,009	116,855	68,174	58,603	33,999
Non-controlling interests (38) - see note B below	2,751	43.7%	9,042	8,447	6,520	7,153	6,291	4,376	278	249	345	24,009	10,945	13,064	n.m.	18,098	715	190		-
Fee-related revenue North America (14)	2.7 p.p.		45.5%	47.0%	48.6%	45.4%	42.8%	45.1%	28.6%	25.0%	26.2%	47.0%	37.7%	9.3 p.p.		39.5%	28.5%	40.2%	34.9%	33.5%
Fee-related revenue UK & Europe (14)	1.1 p.p.		81.7%	79.0%	80.0%	78.2%	80.6%	79.2%	76.1%	71.0%	74.2%	80.3%	78.7%	1.6 p.p.		78.6%	72.1%	72.9%	72.6%	68.5%
Fee-related revenue Australia (14)	8.5 p.p.		33.4%	34.5%	32.5%	30.3%	24.9%	27.1%	26.6%	25.6%	28.6%	33.4%	26.2%	7.2 p.p.		27.1%	26.1%	23.1%	-	
Total compensation exp. as % of revenue (11)	(5.2) p.p.		52.2%	54.8%	57.0%	56.7%	57.4%	58.3%	56.6%	57.1%	58.3%	54.6%	57.4%	(2.8) p.p.		57.2%	58.0%	56.3%	57.1%	57.0%
Non-compensation exp. as % of revenue	3.0 p.p.		27.4%	29.1%	31.7%	25.1%	24.4%	24.4%	17.9%	20.4%	21.0%	29.3%	22.1%	7.2 p.p.		22.8%	21.8%	27.9%	27.1%	29.6%
Total expenses as % of revenue	(2.2) p.p.		79.7%	83.9%	88.7%	81.8%	81.8%	82.8%	74.5%	77.5%	79.2%	83.9%	79.5%	4.4 p.p.		80.1%	79.8%	84.2%	84.2%	86.6%
Pre-tax and intersegment allocation profit margin	2.2 p.p.		20.3%	16.1%	11.3%	18.2%	18.2%	17.2%	25.5%	22.5%	20.8%	16.1%	20.5%	(4.4) p.p.		19.9%	20.2%	15.8%	15.8%	13.4%
Pre-tax profit margin	1.2 p.p.		16.7%	13.1%	7.5%	13.7%	15.5%	14.3%	22.9%	20.2%	18.4%	12.6%	17.8%	(5.2) p.p.		16.8%	17.6%	13.3%	12.7%	9.2%
Total AUA - Canada, AUM - UK & Europe and Australia (37)	(7,556)	(7.4)%	94,388	88,607	90,717	96,063	101,944	98,090	94,884	88,766	85,206	94,388	101,944	(7,556)	(7.4)%	96,063	88,766	60,719	65,723	61,274
Assets under mgmt. (discretionary) - Canada (2)	43	0.5%	8,428	8,047	7,952	8,482	8,385	7,637	6,989	6,307	5,728	8,428	8,385	43	0.5%	8,482	6,307	4,009	4,221	2,815
Assets under myrric (discretionary) - Garlada	43	0.576	0,420	0,047	7,932	0,402	0,303	7,037	0,505	0,307	3,720	0,420	0,303	40	0.576	- 0,402	0,307	4,009	4,221	2,015
Total	43	0.5%	8,428	8,047	7,952	8,482	8,385	7,637	6,989	6,307	5,728	8,428	8,385	43	0.5%	2,815	6,307	4,009	2,815	2,815
Number of employees	194	15.3%	1,464	1,466	1,303	1,292	1,270	1,223	1,210	1,186	1,152	1,464	1,270	194	15.3%	1,292	1,186	1,180	972	938
Number of Advisory Teams in Canada (15)	2	1.4%	148	149	146	146	146	146	145	145	144	148	146	2	1.4%	146	145	146	155	142
Investment professionals and fund managers in UK and Europe (22)	29	12.8%	255	256	221	220	226	204	202	202	205	255	226	29	12.8%	220	202	210	190	188
Number of advisors in Australia	4	3.6%	116	113	114	115	112	108	109	110	106	116	112	4	n.m.	115	110	119	-	-
Supplementary Information Excluding Significant Items	(Non-IFRS)	(12)																		

	Q3/23 vs. 0	23/22										9 months	Ended	FY23 vs F	Y22					
(in thousands of dollars) (1)	Increase (dec	rease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (dec	rease)	FY22	FY21	FY20	FY19	FY18
Revenue	(5,213)	(2.8)%	179,688	169,288	162,219	174,274	184,901	166,228	195,004	199,207	180,497	511,195	546,133	(34,938)	(6.4)%	720,407	663,619	511,435	461,811	370,265
Total expenses	(3,925)	(2.8)%	136,691	136,423	131,386	137,290	140,616	129,619	141,701	149,697	137,092	404,500	411,936	(7,436)	(1.8)%	549,226	511,056	418,457	371,961	297,194
Intersegment allocations	1,601	32.5%	6,523	5,187	6,134	7,735	4,922	4,926	5,087	4,581	4,247	17,844	14,935	2,909	19.5%	22,670	17,288	12,743	14,467	15,529
Income (loss) before income taxes	(2,889)	(7.3)%	36,474	27,678	24,699	29,249	39,363	31,683	48,216	44,929	39,158	88,851	119,262	(30,411)	(25.5)%	148,511	135,275	80,235	75,383	57,542
Non-controlling interests (38) - see note B below	2,230	41.7%	7,577	6,295	5,016	6,568	5,347	3,216	278	249	345	18,888	8,841	10,047	n.m.	15,409	726	190	-	-
Total compensation exp. as % of revenue (11)	(5.2) p.p.		52.2%	54.8%	57.0%	56.7%	57.4%	58.3%	56.6%	57.1%	58.3%	54.6%	57.4%	(2.8) p.p.		57.2%	58.0%	56.3%	57.1%	57.0%
Non-compensation exp. as % of revenue	5.2 p.p.		23.8%	25.8%	24.0%	22.0%	18.6%	19.6%	16.1%	18.0%	17.7%	24.5%	18.0%	6.5 p.p.		19.0%	19.0%	25.6%	23.4%	23.2%
Total expenses as % of revenue	0.0 p.p.		76.1%	80.6%	81.0%	78.8%	76.0%	78.0%	72.7%	75.1%	76.0%	79.1%	75.4%	3.7 p.p.		76.2%	77.0%	81.8%	80.5%	80.3%
Pre-tax profit margin	(1.0) p.p.		20.3%	16.3%	15.2%	16.8%	21.3%	19.1%	24.7%	22.6%	21.7%	17.4%	21.8%	(4.5) p.p.		20.6%	20.4%	15.7%	16.3%	15.5%

Supplementary Revenue Breakdown

Commissions and fees Investment banking Advisory fees Principal trading Interest

Q3/23 vs.	Q3/22										9 months	Ended	FY23 vs F	Y22					
Increase (de	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (dec	crease)	FY22	FY21	FY20	FY19	FY18
(4,169)	(2.7)%	148,645	144,961	144,804	148,160	152,814	143,136	142,891	151,790	132,786	438,410	438,841	(431)	(0.1)%	587,001	522,638	434,402	380,964	306,816
(13,842)	(58.5)%	9,800	8,283	6,237	13,739	23,642	16,717	44,509	40,212	41,550	24,320	84,868	(60,548)	(71.3)%	98,607	117,462	42,949	50,526	47,375
(815)	(64.5)%	448	357	351	792	1,263	435	1,988	1,270	1,273	1,156	3,686	(2,530)	(68.6)%	4,478	3,572	893	1,484	-
(89)	(36.6)%	154	71	(160)	214	243	(16)	303	362	270	65	530	(465)	(87.7)%	744	1,139	46	100	201
14,109	239.1%	20,010	14,836	10,219	6,592	5,901	4,835	4,252	3,467	3,439	45,065	14,988	30,077	200.7%	21,580	13,808	28,857	24,136	12,072
(407)	(39.2)%	631	780	768	4,777	1,038	1,121	1,061	2,106	1,179	2,179	3,220	(1,041)	(32.3)%	7,997	5,000	4,288	4,601	3,801
(5,213)	(2.8)%	179,688	169,288	162,219	174,274	184,901	166,228	195,004	199,207	180,497	511,195	546,133	(34,938)	(6.4)%	720,407	663,619	511,435	461,811	370,265

n.m.: not meaningful (percentages above 300% are indicated as n.m.) p.p.: percentage points

Note A: Please find notes on Pages 19 & 20
Note B: Non-controlling interests is an after-tax allocation of profit which is deducted for the purposes of determining net income attributable to common shareholders.

Canaccord Genuity Wealth Management North America Condensed Statement of Operations

(Unaudited, for the period ended)	Q3/23 vs. Q3/	/22										9 months	Ended .	FY23 vs	FY22					
(in thousands of dollars) (1)	Increase (decrea	ise)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (de	crease)	FY22	FY21	FY20	FY19	FY18
Revenue																				
Canada	(4,798)	(5.9)%	76,066	72,406	71,743	74,631	80,864	70,471	102,492	103,544	91,252	220,215	253,827	(33,612)	(13.2)%	328,458	314,529	206,455	204,420	165,891
US		(24.8)%	1,298	1,023	1,218	1,534	1,725	1,896	1,666	3,456	1,489	3,539	5,287	(1,748)	(33.1)%	6,821	9,512	3,111	2,406	2,991
	(5,225)	(6.3)%	77,364	73,429	72,961	76,165	82,589	72,367	104,158	107,000	92,741	223,754	259,114	(35,360)	(13.6)%	335,279	324,041	209,566	206,826	168,882
Expenses																				
Compensation expense (33)	(8,030)	(16.2)%	41,413	40,918	42,217	47,426	49,443	43,272	58,056	64,284	55,074	124,548	150,771	(26,223)	(17.4)%	198,197	193,934	121,494	118,860	97,697
Trading costs	49	1.2%	4,266	4,859	5,010	5,278	4,217	4,618	4,984	6,405	5,051	14,135	13,819	316	2.3%	19,097	19,573	15,569	13,277	12,527
Premises and equipment	593	86.7%	1,277	851	722	700	684	565	593	575	640	2,850	1,842	1,008	54.7%	2,542	2,318	1,594	3,814	4,942
Communication and technology	104	5.0%	2,171	2,326	2,105	2,083	2,067	1,719	1,170	1,174	974	6,602	4,956	1,646	33.2%	7,039	4,505	4,866	5,303	4,149
Interest	43	8.1%	575	1,203	1,121	897	532	535	569	628	380	2,899	1,636	1,263	77.2%	2,533	1,722	2,080	2,010	1,052
General and administrative	3,098	179.8%	4,821	3,633	4,609	3,804	1,723	2,979	3,561	2,600	2,742	13,063	8,263	4,800	58.1%	12,067	8,719	16,428	14,411	8,382
Amortization	477	193.9%	723	625	101	343	246	302	185	221	168	1,449	733	716	97.7%	1,076	715	668	1,057	1,595
Amortization of right of use assets	(14)	(2.5)%	554	610	663	643	568	641	639	421	642	1,827	1,848	(21)	(1.1)%	2,491	2,456	2,385	-	-
Development costs	510	15.5%	3,798	3,783	4,101	3,335	3,288	3,224	3,387	3,225	3,064	11,682	9,899	1,783	18.0%	13,234	11,415	9,594	8,096	4,148
Acceleration of long-term Incentive plan expense (31)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	668
	(3,170)	(5.1)%	59,598	58,808	60,649	64,509	62,768	57,855	73,144	79,533	68,735	179,055	193,767	(14,712)	(7.6)%	258,276	245,357	174,678	166,828	135,160
Income before intersegment allocations and income taxes	(2,055)	(10.4)%	17,766	14,621	12,312	11,656	19,821	14,512	31,014	27,467	24,006	44,699	65,347	(20,648)	(31.6)%	77,003	78,684	34,888	39,998	33,722
Intersegment allocations	732	15.7%	5,385	4,889	5,815	6,555	4,653	4,620	4,831	4,231	3,954	16,089	14,104	1,985	14.1%	20,659	16,065	12,229	13,152	14,200
Income (loss) before income taxes	(2,787)	(18.4)%	12,381	9,732	6,497	5,101	15,168	9,892	26,183	23,236	20,052	28,610	51,243	(22,633)	(44.2)%	56,344	62,619	22,659	26,846	19,522
·																				
Fee-related revenue (14)	2.7 p.p.		45.5%	47.0%	48.6%	45.4%	42.8%	45.1%	28.6%	25.0%	26.2%	47.0%	37.7%	9.3 p.p.		39.5%	28.5%	40.2%	34.9%	33.5%
Total compensation exp. as % of revenue (11)	(6.3) p.p.		53.5%	55.7%	57.9%	62.3%	59.9%	59.8%	55.7%	60.1%	59.4%	55.7%	58.2%	(2.5) p.p.		59.1%	59.8%	58.0%	57.5%	57.8%
Non-compensation exp. as % of revenue	7.4 p.p.		23.5%	24.4%	25.3%	22.4%	16.1%	20.2%	14.5%	14.3%	14.7%	24.4%	16.6%	7.8 p.p.		17.9%	15.9%	25.4%	23.2%	22.2%
Total expenses as % of revenue	1.0 p.p.		77.0%	80.1%	83.1%	84.7%	76.0%	79.9%	70.2%	74.3%	74.1%	80.0%	74.8%	5.2 p.p.		77.0%	75.7%	83.4%	80.7%	80.0%
Pre-tax and intersegment allocation profit margin	(1.0) p.p.		23.0%	19.9%	16.9%	15.3%	24.0%	20.1%	29.8%	25.7%	25.9%	20.0%	25.2%	(5.2) p.p.		23.0%	24.3%	16.6%	19.3%	20.0%
Pre-tax profit margin	(2.4) p.p.		16.0%	13.3%	8.9%	6.7%	18.4%	13.7%	25.1%	21.7%	21.6%	12.8%	19.8%	(7.0) p.p.		16.8%	19.3%	10.8%	13.0%	11.6%
, ,	. ,													. ,						
Assets under mgmt. (discretionary) (\$ millions) - Canada (2)	43	0.5%	8.428	8.047	7.952	8.482	8,385	7,637	6,989	6.307	5,728	8.428	8,385	43	0.5%	8.482	6,307	4.009	4,221	2,815
Assets under admin. (\$ millions) - Canada (2)	(2,737)	(7.3)%	34,735	33.739	33.857	37.881	37,472	35.768	34,588	32,240	29,270	34.735	37.472	(2,737)	(7.3)%	37.881	32,240	18.440	20.674	15.567
· ,	(=,: 07)	()//0	31,700	23,700	20,007	57,001	,	20,700	21,000	32,210	_5,2.0	31,100	27,2	(=,,,,,	()	27,001	,-10	. 5, 110	_5,5.	,
Number of employees	24	5.1%	498	506	497	489	474	463	470	454	433	498	474	24	5.1%	489	454	432	430	379
Number of Advisory Teams in Canada (15)	2	1.4%	148	149	146	146	146	146	145	145	144	148	146	2	1.4%	146	145	146	155	142
,	-													-	1.170					

Supplementary Information Excluding Significant Items (Non-IFRS) (12)

	Q3/23 vs. Q	23/22										9 months	Ended	FY23 vs F	Y22					
(in thousands of dollars) (1)	Increase (dec	rease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (dec	crease)	FY22	FY21	FY20	FY19	FY18
Revenue	(5,225)	(6.3)%	77,364	73,429	72,961	76,165	82,589	72,367	104,158	107,000	92,741	223,754	259,114	(35,360)	(13.6)%	335,279	324,041	209,566	206,826	168,882
Total expenses	(3,170)	(5.1)%	59,598	58,808	60,649	64,509	62,768	57,855	73,144	79,533	68,735	179,055	193,767	(14,712)	(7.6)%	258,276	245,357	174,678	166,828	134,492
Intersegment allocations	732	15.7%	5,385	4,889	5,815	6,555	4,653	4,620	4,831	4,231	3,954	16,089	14,104	1,985	14.1%	20,659	16,065	12,229	13,152	14,200
Income (loss) before income taxes	(2,787)	(18.4)%	12,381	9,732	6,497	5,101	15,168	9,892	26,183	23,236	20,052	28,610	51,243	(22,633)	(44.2)%	56,344	62,619	22,659	26,846	20,190
Total compensation exp. as % of revenue (11)	(6.3) p.p.		53.5%	55.7%	57.9%	62.3%	59.9%	59.8%	55.7%	60.1%	59.4%	55.7%	58.2%	(2.5) p.p.		59.1%	59.8%	58.0%	57.5%	57.8%
Non-compensation exp. as % of revenue	7.4 p.p.		23.5%	24.4%	25.3%	22.4%	16.1%	20.2%	14.5%	14.3%	14.7%	24.4%	16.6%	7.8 p.p.		17.9%	15.9%	25.4%	23.2%	21.8%
Total expenses as % of revenue	1.0 p.p.		77.0%	80.1%	83.1%	84.7%	76.0%	79.9%	70.2%	74.3%	74.1%	80.0%	74.8%	5.2 p.p.		77.0%	75.7%	83.4%	80.7%	79.6%
Pre-tax profit margin	(2.4) p.p.		16.0%	13.3%	8.9%	6.7%	18.4%	13.7%	25.1%	21.7%	21.6%	12.8%	19.8%	(7.0) p.p.		16.8%	19.3%	10.8%	13.0%	12.0%

Supplementary Revenue Breakdown

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	Q3/23 vs.	Q3/22										9 months	Ended	FY23 vs F	Y22					
	Increase (de	ecrease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (dec	rease)	FY22	FY21	FY20	FY19	FY18
Commissions and fees	(1,996)	(3.4)%	56,555	55,626	60,691	58,437	58,551	53,388	57,080	63,701	50,149	172,872	169,019	3,853	2.3%	227,456	198,456	145,810	131,976	109,139
Investment banking	(10,566)	(61.8)%	6,520	5,990	4,043	10,716	17,086	13,496	40,341	37,225	37,427	16,553	70,923	(54,370)	(76.7)%	81,639	107,193	39,471	50,526	47,375
Advisory fees	(815)	(64.5)%	448	357	351	792	1,263	435	1,988	1,270	1,273	1,156	3,686	(2,530)	(68.6)%	4,478	3,572	893	1,484	-
Principal trading	(89)	(36.6)%	154	71	(160)	214	243	(16)	303	362	270	65	530	(465)	(87.7)%	744	1,139	46	100	201
Interest	8,298	160.7%	13,461	11,136	7,764	5,255	5,163	4,539	3,967	3,211	3,071	32,361	13,669	18,692	136.7%	18,924	11,561	21,567	20,986	10,643
Other	(57)	(20.1)%	226	249	272	751	283	525	479	1,231	551	747	1,287	(540)	(42.0)%	2,038	2,120	1,779	1,754	1,524
	(5,225)	(6.3)%	77,364	73,429	72,961	76,165	82,589	72,367	104,158	107,000	92,741	223,754	259,114	(35,360)	(13.6)%	335,279	324,041	209,566	206,826	168,882

n.m.: not meaningful (percentages above 300% are indicated as n.m.)

p.p.: percentage points

Canaccord Genuity Wealth Management UK & Crown Dependencies (CGWM UK) Condensed Statement of Operations

(Unaudited, for the period ended)	Q3/23 vs.	Q3/22										9 months	Ended	FY23 vs F	Y22					
(in thousands of dollars) ⁽¹⁾	Increase (de	ecrease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (dec	crease)	FY22	FY21	FY20	FY19	FY18
Revenue																				
UK and Europe	3,950	4.8%	85,691	80,970	73,337	80,316	81,741	75,109	73,329	74,950	70,120	239,998	230,179	9,819	4.3%	310,495	277,329	277,953	254,985	201,383
	3,950	4.8%	85,691	80,970	73,337	80,316	81,741	75,109	73,329	74,950	70,120	239,998	230,179	9,819	4.3%	310,495	277,329	277,953	254,985	201,383
Expenses												-	-							
Compensation expense (33)	(1,855)	(4.3)%	40,962	41,652	38,493	38,202	42,817	41,213	40,386	37,797	38,309	121,107	124,416	(3,309)	(2.7)%	162,618	149,095	151,020	144,827	113,517
Trading costs	267	10.6%	2,779	2,565	2,756	2,610	2,512	2,403	2,864	3,011	2,752	8,100	7,779	321	4.1%	10,389	10,936	10,752	8,137	7,680
Premises and equipment	(116)	(8.0)%	1,330	1,569	1,472	1,689	1,446	1,435	887	834	1,020	4,371	3,768	603	16.0%	5,457	3,746	4,004	8,624	7,297
Communication and technology	1,170	32.9%	4,721	4,270	3,473	3,051	3,551	3,484	3,490	3,423	3,574	12,464	10,525	1,939	18.4%	13,576	13,962	15,713	15,540	10,962
Interest	3,317	144.0%	5,620	4,508	2,258	1,933	2,303	842	836	867	906	12,386	3,981	8,405	211.1%	5,914	3,643	4,392	2,583	1,689
General and administrative	(161)	(3.2)%	4,894	5,634	4,216	6,306	5,055	4,217	3,488	7,177	4,701	14,744	12,760	1,984	15.5%	19,066	20,292	23,536	19,136	17,189
Amortization	1,812	36.6%	6,761	7,027	5,230	5,110	4,949	4,000	3,990	4,183	4,148	19,018	12,939	6,079	47.0%	18,049	16,819	17,688	15,168	11,557
Amortization of right of use assets	201	48.0%	620	413	398	425	419	416	780	807	778	1,431	1,615	(184)	(11.4)%	2,040	3,117	3,028	-	-
Development costs	(211)	(36.6)%	365	2,041	786	1,221	576	3,046	311	1,395	2,599	3,192	3,933	(741)	(18.8)%	5,154	5,908	1,768	6,810	2,625
Restructuring costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,098	-	2,939
Acquisition-related costs	(6,225)	(100.0)%	-	(1,656)	7,582	515	6,225	1,920	-	418	860	5,926	8,145	(2,219)	n.m.	8,660	1,278	(1,930)	1,088	6,732
Acceleration of long-term Incentive plan expense (31)	-	-	-	-	-		-	-	-	-	-	-	-	-	-	-	-	-	-	3,390
	(1,801)	(2.6)%	68,052	68,023	66,664	61,062	69,853	62,976	57,032	59,912	59,647	202,739	189,861	12,878	6.8%	250,923	228,796	231,069	221,913	185,577
Income before intersegment allocations and income taxes	5,751	48.4%	17,639	12,947	6,673	19,254	11,888	12,133	16,297	15,038	10,473	37,259	40,318	(3,059)	(7.6)%	59,572	48,533	46,884	33,072	15,806
Intersegment allocations	814	n.m.	1,083	298	297	927	269	306	256	350	293	1,678	831	847	101.9%	1,758	1,208	1,149	1,315	1,329
Income (loss) before income taxes	4,937	42.5%	16,556	12,649	6,376	18,327	11,619	11,827	16,041	14,688	10,180	35,581	39,487	(3,906)	(9.9)%	57,814	47,325	45,735	31,757	14,477
											-									
Non-controlling interests (38) - see note B below	2,664	43.8%	8,745	8,487	6,621	7,064	6,081	4,162	-	-	-	23,853	10,243	13,610	n.m.	16,879	-	-	-	-
· ·																				
Fee-related revenue (14)	1.1 p.p.		81.7%	79.0%	80.0%	78.2%	80.6%	79.2%	76.1%	71.0%	74.2%	80.3%	78.7%	1.6 p.p.		78.6%	72.1%	72.9%	72.6%	68.5%
Total compensation exp. as % of revenue (11)	(4.6) p.p.		47.8%	51.4%	52.5%	47.6%	52.4%	54.9%	55.1%	50.4%	54.6%	50.5%	54.1%	(3.6) p.p.		52.4%	53.8%	54.3%	56.8%	56.4%
Non-compensation exp. as % of revenue	(1.5) p.p.		31.6%	32.6%	38.4%	28.5%	33.1%	29.0%	22.7%	29.5%	30.4%	34.0%	28.4%	5.6 p.p.		28.4%	28.7%	28.8%	30.2%	35.8%
Total expenses as % of revenue	(6.0) p.p.		79.4%	84.0%	90.9%	76.0%	85.5%	83.8%	77.8%	79.9%	85.1%	84.5%	82.5%	2.0 p.p.		80.8%	82.5%	83.1%	87.0%	92.2%
Pre-tax and intersegment allocation profit margin	6.0 p.p.		20.6%	16.0%	9.1%	24.0%	14.5%	16.2%	22.2%	20.1%	14.9%	15.5%	17.5%	(2.0) p.p.		19.2%	17.5%	16.9%	13.0%	7.8%
Pre-tax profit margin	5.1 p.p.		19.3%	15.6%	8.7%	22.8%	14.2%	15.7%	21.9%	19.6%	14.5%	14.8%	17.2%	(2.3) p.p.		18.6%	17.1%	16.5%	12.5%	7.2%
1 3														(-// /						
Assets under mgmt. (\$ millions) - UK and Crown Dependencies (3)	(5,004)	(8.4)%	54.403	49,992	52,166	52,830	59,407	57,508	55,605	52,298	51,762	54,403	59.407	(5,004)	(8.4)%	52,830	52,298	39,879	44,195	44,877
Assets under mgmt. (GBP millions) - UK and Crown Dependencies (3)	(1,577)	(4.5)%	33.183	32,345	33,278	32.143	34,759	33,648	32,427	30,207	29,711	33,183	34.759	(1,577)	(4.5)%	32,143	30,207	22.653	25,392	24,760
Assets under might. (OD: millions) - ore and Grown Dependencies	(1,577)	(4.5)/0	33,103	32,343	33,276	52,145	54,759	55,046	52,421	30,207	25,711	33,163	54,759	(1,577)	(7.5)/0	32,143	50,207	22,000	23,392	24,700
Number of employees	161	28.0%	737	730	588	581	576	545	533	528	525	737	576	161	28.0%	581	528	548	542	559
Investment professionals and fund managers in UK and Crown Dependencies (22)	29	12.8%	255	256	221	220	226	204	202	202	205	255	226	29	12.8%	220	202	210	190	188
and district professionals and managers in ore and order Departmenties	20	12.070	200	250	221	220	220	204	202	202	200	200	220	23	.2.070	220	202	210	130	100
Supplementary Information Excluding Significant Items (Non-	IFRS) (12)																			

	Q3/23 vs. Q	23/22										9 months	Ended	FY23 vs F	Y22					
(in thousands of dollars) (1)	Increase (deci	rease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (dec	crease)	FY22	FY21	FY20	FY19	FY18
Revenue	3,950	4.8%	85,691	80,970	73,337	80,316	81,741	75,109	73,329	74,950	70,120	239,998	230,179	9,819	4.3%	310,495	277,329	277,953	254,985	201,383
Total expenses	2,402	4.1%	61,687	62,584	54,301	55,849	59,285	55,107	53,654	55,406	53,854	178,572	168,046	10,526	6.3%	223,895	210,862	220,274	205,133	162,702
Intersegment allocations	814	n.m.	1,083	298	297	927	269	306	256	350	293	1,678	831	847	101.9%	1,758	1,208	1,149	1,315	1,329
Income (loss) before income taxes	734	3.3%	22,921	18,088	18,739	23,540	22,187	19,696	19,419	19,194	15,973	59,748	61,302	(1,554)	(2.5)%	84,842	65,259	56,530	48,537	37,35
Non-controlling interests (38) - see note B below	2,143	41.7%	7,280	6,335	5,117	6,479	5,137	3,002			-	18,523	8,399	10,124	n.m.	14,386				-
Total compensation exp. as % of revenue (11)	(4.6) p.p.		47.8%	51.4%	52.5%	47.6%	52.4%	54.9%	55.1%	50.4%	54.6%	50.5%	54.1%	(3.6) p.p.		52.4%	53.8%	54.3%	56.8%	56.49
Non-compensation exp. as % of revenue	4.0 p.p.		24.2%	25.9%	21.6%	22.0%	20.1%	18.5%	18.1%	23.5%	22.2%	23.9%	19.0%	5.0 p.p.		19.7%	22.3%	24.9%	23.7%	24.49
Total expenses as % of revenue	(0.5) p.p.		72.0%	77.3%	74.0%	69.5%	72.5%	73.4%	73.2%	73.9%	76.8%	74.4%	73.0%	1.4 p.p.		72.1%	76.0%	79.2%	80.4%	80.8
Pre-tax profit margin	(0.4) p.p.		26.7%	22.3%	25.6%	29.3%	27.1%	26.2%	26.5%	25.6%	22.8%	24.9%	26.6%	(1.7) p.p.		27.3%	23.5%	20.3%	19.0%	18.59

Supplementary Revenue Breakdown

	Q3/23 vs.	Q3/22										9 month	Ended	FY23 vs	FY22					
	Increase (de	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (de	crease)	FY22	FY21	FY20	FY19	F١
Commissions and fees	(1,487)	(1.9)%	78,761	76,741	70,386	74,953	80,248	74,217	72,465	73,815	69,291	225,888	226,930	(1,042)	(0.5)%	301,883	272,673	268,406	248,988	- 19
Investment banking	-	-	-	-	-	-	-	-	-		-	-	-	-	-	-	-	-	-	ı
Advisory fees	-	-	-	-	-	-	-	-	-		-	-	-	-	-	-	-	-	-	ı
Principal trading	-	-	-	-	-	-	-	-	-		-	-	-	-	-	-	-	-	-	ı
Interest	5,787	n.m.	6,525	3,698	2,455	1,337	738	296	282	260	201	12,678	1,316	11,362	n.m.	2,653	1,796	7,259	3,150	ı
Other	(350)	(46.4)%	405	531	496	4,026	755	596	582	875	628	1,432	1,933	(501)	(25.9)%	5,959	2,860	2,288	2,847	
	3,950	4.8%	85,691	80,970	73,337	80,316	81,741	75,109	73,329	74,950	70,120	239,998	230,179	9,819	4.3%	310,495	277,329	277,953	254,985	- 2

n.m.: not meaningful (percentages above 300% are indicated as n.m.)

p.p.: percentage points

Note A: Please find notes on Pages 19 & 20

Note B: Non-controlling interests is an after-tax allocation of profit which is deducted for the purposes of determining net income attributable to common shareholders.

Canaccord Genuity Wealth Management Australia Condensed Statement of Operations

(Unaudited, for the period ended)	Q3/23 vs.	Q3/22										9 months	Ended	FY23 vs	FY22					
(in thousands of dollars) (1)	Increase (dec	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (de	crease)	FY22	FY21	FY20	FY19	FY18
Revenue																				
Australia	(3,938)	(19.1)%	16,633	14,889	15,921	17,793	20,571	18,752	17,517	17,257	17,636	47,443	56,840	(9,397)	(16.5)%	74,633	62,249	23,916	-	-
	(3,938)	(19.1)%	16,633	14,889	15,921	17,793	20,571	18,752	17,517	17,257	17,636	47,443	56,840	(9,397)	(16.5)%	74,633	62,249	23,916	-	-
Expenses												-	-			-				
Compensation expense (33)	(2,395)	(17.2)%	11,505	10,198	11,684	13,245	13,900	12,482	11,878	11,667	11,786	33,387	38,260	(4,873)	(12.7)%	51,505	42,084	15,268	-	-
Trading costs	(108)	(13.1)%	718	617	762	845	826	1,022	761	786	848	2,097	2,609	(512)	(19.6)%	3,454	3,361	2,082	-	-
Premises and equipment	(35)	(24.6)%	107	142	362	(2)	142	118	167	164	(116)	611	427	184	43.1%	425	377	401	-	-
Communication and technology	90	11.3%	887	971	886	780	797	715	689	710	728	2,744	2,201	543	24.7%	2,981	2,888	1,774	-	-
Interest	32	41.0%	110	100	105	167	78	80	80	94	94	315	238	77	n.m.	405	(143)	293	-	-
General and administrative	(181)	(14.1)%	1,099	860	1,263	849	1,280	1,451	726	789	820	3,222	3,457	(235)	(6.8)%	4,306	3,205	2,439	-	-
Amortization	(38)	(13.0)%	255	251	284	244	293	261	269	248	195	790	823	(33)	(4.0)%	1,067	1,356	798	-	-
Amortization of right of use assets	(78)	(22.1)%	275	277	333	(6)	353	292	274	283	270	885	919	(34)	(3.7)%	913	2,053	891	-	-
Development costs	(448)	(44.3)%	564	1,729	874	927	1,012	354	180	142	-	3,167	1,546	1,621	n.m.	2,473	142	2	-	-
Restructuring costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	823	-	-
	(3,161)	(16.9)%	15,520	15,145	16,553	17,049	18,681	16,775	15,024	14,883	14,625	47,218	50,480	(3,262)	(6.5)%	67,529	55,323	24,771	-	-
Income before intersegment allocations and income taxes	(777)	(41.1)%	1,113	(256)	(632)	744	1,890	1,977	2,493	2,374	3,011	225	6,360	(6,135)	(96.5)%	7,104	6,926	(855)	-	-
Intersegment allocations	55	n.m.	55	-	22	253	-	-	-	-	-	77	-	77	n.m.	253	15	(635)	-	-
Income (loss) before income taxes	(832)	(44.0)%	1,058	(256)	(654)	491	1,890	1,977	2,493	2,374	3,011	148	6,360	(6,212)	(97.7)%	6,851	6,911	(220)	-	-
Non-controlling interests (38) - see note B below	87	41.4%	297	(40)	(101)	89	210	214	278	249	345	156	702	(546)	(76.4)%	791	715	190	-	-
Fee-related revenue (14)	8.5 p.p.		33.4%	34.5%	32.5%	30.3%	24.9%	27.1%	26.6%	25.6%	28.6%	33.4%	26.2%	7.2 p.p.		27.1%	26.1%	23.1%		
Total compensation exp. as % of revenue (11)	1.6 p.p.		69.2%	68.5%	73.4%	74.4%	67.6%	66.6%	67.8%	67.6%	66.8%	70.4%	67.3%	3.1 p.p.		69.0%	67.6%	63.8%	-	-
Non-compensation exp. as % of revenue	0.9 p.p.		24.1%	33.2%	30.6%	21.4%	23.2%	22.9%	18.0%	18.6%	16.1%	29.2%	21.5%	7.7 p.p.		21.5%	21.3%	39.7%	-	-
Total expenses as % of revenue	2.5 p.p.		93.3%	101.7%	104.0%	95.8%	90.8%	89.5%	85.8%	86.2%	82.9%	99.5%	88.8%	10.7 p.p.		90.5%	88.9%	103.6%	-	-
Pre-tax and intersegment allocation profit margin	(2.5) p.p.		6.7%	(1.7)%	(4.0)%	4.2%	9.2%	10.5%	14.2%	13.8%	17.1%	0.5%	11.2%	(10.7) p.p.		9.5%	11.1%	(3.6)%	_	
Pre-tax profit margin	(2.8) p.p.		6.4%	(1.7)%	(4.1)%	2.8%	9.2%	10.5%	14.2%	13.8%	17.1%	0.3%	11.2%	(10.9) p.p.		9.2%	11.1%	(0.9)%	-	-
, ,	(-711			` '	,									(//)				(,		
Total AUM - Australia - CAD (37)	185	3.7%	5,250	4,876	4,694	5,352	5,065	4,814	4,691	4,228	4,174	5,250	5,065	185	3.7%	5,352	4,228	2,400	-	-
Total AUM - Australia - AUD (37)	155	2.8%	5,679	5,506	5.284	5,718	5,525	5,251	5.044	4.431	4,256	5.679	5.525	155	2.8%	5.718	4.431	2,783		
	100	2.070	0,070	0,000	0,20	0,7.10	0,020	0,201	0,011	.,	1,200	0,010	3,020	100	2.070	0,7.10	1,101	2,700		
Number of employees	Q	4.1%	229	230	218	222	220	215	207	204	194	229	220	q	4.1%	222	204	200	-	-
Number of advisors	4	3.6%	116	113	114	115	112	108	109	110	106	116	112	4	3.6%	115	110	119		
Trained of dayloors	-	3.070	110	110		110	112	100	103	110	100	110	112	-	3.070	110	110	113		

Supplementary Information Excluding Significant Items (Non-IFRS) (12)

	Q3/23 vs.	Q3/22										9 months	Ended	FY23 vs l	Y22					
(in thousands of dollars) (1)	Increase (de	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (de	crease)	FY22	FY21	FY20	FY19	FY18
Revenue	(3,938)	(19.1)%	16,633	14,889	15,921	17,793	20,571	18,752	17,517	17,257	17,636	47,443	56,840	(9,397)	(16.5)%	74,633	62,249	23,916	-	-
Total expenses	(3,157)	(17.0)%	15,406	15,031	16,436	16,932	18,563	16,657	14,903	14,758	14,503	46,873	50,123	(3,250)	(6.5)%	67,055	54,837	23,505	-	-
Intersegment allocations	55	-	55	-	22	253	-	-	-	-	-	77	-	77	-	253	15	(635)	-	-
Income (loss) before income taxes	(836)	(41.6)%	1,172	(142)	(537)	608	2,008	2,095	2,614	2,499	3,133	493	6,717	(6,224)	(92.7)%	7,325	7,397	1,046	-	-
Non-controlling interests (38) - see note B below	87	41.4%	297	(40)	(101)	89	210	214	278	249	345	156	702	(546)	n.m.	791	726	190	-	-
Total compensation exp. as % of revenue (11)	1.6 p.p.		69.2%	68.5%	73.4%	74.4%	67.6%	66.6%	67.8%	67.6%	66.8%	70.4%	67.3%	3.1 p.p.		69.0%	67.6%	63.8%	-	
Non-compensation exp. as % of revenue	0.8 p.p.		23.5%	32.5%	29.8%	20.7%	22.7%	22.3%	17.3%	17.9%	15.4%	28.4%	20.9%	7.6 p.p.		20.8%	20.5%	34.4%	-	
Total expenses as % of revenue	2.4 p.p.		92.6%	101.0%	103.2%	95.2%	90.2%	88.8%	85.1%	85.5%	82.2%	98.8%	88.2%	10.6 p.p.		89.8%	88.1%	98.3%	-	
Pre-tax profit margin	(2.7) p.p.		7.0%	(1.0)%	(3.4)%	3.4%	9.8%	11.2%	14.9%	14.5%	17.8%	1.0%	11.8%	(10.8) p.p.		9.8%	11.9%	4.4%	-	

Supplementary Revenue Breakdown

Supplementary nevenue breakdown																				
.,	Q3/23 vs.	Q3/22										9 month	s Ended	FY23 vs F	FY22					
	Increase (de	ecrease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (dec	crease)	FY22	FY21	FY20	FY19	FY18
Commissions and fees	(686)	(4.9)%	13,329	12,594	13,727	14,770	14,015	15,531	13,346	14,274	13,346	39,650	42,892	(3,242)	(7.6)%	57,662	51,509	20,186	-	-
Investment banking	(3,276)	(50.0)%	3,280	2,293	2,194	3,023	6,556	3,221	4,168	2,987	4,123	7,767	13,945	(6,178)	(44.3)%	16,968	10,269	3,478	-	-
Advisory fees	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Principal trading	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest	24	-	24	2	-	-	-	-	3	(4)	167	26	3	23	n.m.	3	451	31	-	-
Other	_	_	-	-	-	-	-	-	-	-	-	_	-	-	-	-	20	221	-	-
	(3,938)	(19.1)%	16,633	14,889	15,921	17,793	20,571	18,752	17,517	17,257	17,636	47,443	56,840	(9,397)	(16.5)%	74,633	62,249	23,916	-	-

n.m.: not meaningful (percentages above 300% are indicated as n.m.) p.p.: percentage points

Note A: Please find notes on Pages 19 & 20
Note B: Non-controlling interests is an after-tax allocation of profit which is deducted for the purposes of determining net income attributable to common shareholders.

Corporate and Other segment Condensed Statement of Operations

(Unaudited, for the period ended) (in thousands of dollars) ⁽¹⁾
Revenue
Interest
Other - fair value adjustment Other
Expenses
Compensation expense (33)
Trading costs
Premises and equipment
Communication and technology
Interest
General and administrative
Amortization
Amortization of right of use assets
Development costs
Acceleration of long-term Incentive plan expense (31)
Change in derivative fair value
Loss and other costs on extinguishment of convertible debentures (32)
Share of (gain) loss of an associate
Loss before intersegment allocations and income taxes Intersegment allocations Income (loss) before income taxes

Q3/23 vs.	Q3/22										9 months	Ended	FY23 vs l	FY22					
Increase (de	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q3/23	Q3/22	Increase (de	crease)	FY22	FY21	FY20	FY19	FY18
2,960	243.4%	4,176	3,130	1,930	1,247	1,216	1,510	1,490	2,089	1,012	9,236	4,216	5,020	119.1%	5,463	5,875	10,249	12,990	6,068
(1,633)	(116.6)%	(233)	(1,271)	(11,447)	9,000	1,400	-	(5,000)	14,200	-	(12,951)	(3,600)	(9,351)	n.m.	5,400	14,200	-	-	-
(1,201)	(42.8)%	1,606	3,678	531	3,226	2,807	2,504	3,121	4,079	2,693	5,815	8,432	(2,617)	(31.0)%	11,658	11,766	12,714	11,440	8,992
126	2.3%	5,549	5,537	(8,986)	13,473	5,423	4,014	(389)	20,368	3,705	2,100	9,048	(6,948)	(76.8)%	22,521	31,841	22,963	24,430	15,056
											-	-							
(3,294)	(12.4)%	23,324	13,488	9,510	22,314	26,618	17,015	28,131	24,438	25,717	46,322	71,764	(25,442)	(35.5)%	94,078	99,785	48,460	48,691	37,669
387	(12.9)%	(2,620)	(3,406)	(3,353)	(4,584)	(3,007)	(2,718)	(2,864)	(4,933)	(4,026)	(9,379)	(8,589)	(790)	(9.2)%	(13,173)	(14,625)	(15,050)	(7,802)	(6,583)
(675)	(90.0)%	75	878	546	1,612	750	771	322	1,201	806	1,499	1,843	(344)	(18.7)%	3,455	3,588	3,443	5,499	3,148
1,430	139.8%	2,453	1,537	1,783	2,841	1,023	2,332	1,684	1,227	1,279	5,773	5,039	734	14.6%	7,880	5,158	4,726	5,686	4,778
224	46.6%	705	1,024	557	465	481	356	372	3,069	2,858	2,286	1,209	1,077	89.1%	1,674	11,403	11,259	11,050	6,225
(635)	(10.9)%	5,197	5,386	3,943	4,230	5,832	3,450	3,716	3,514	4,243	14,526	12,998	1,528	11.8%	17,228	13,805	12,625	13,363	9,463
493	277.0%	671	231	293	130	178	202	107	139	121	1,195	487	708	145.4%	617	470	465	856	1,391
16	2.3%	727	852	1,122	940	711	782	739	457	831	2,701	2,232	469	21.0%	3,172	2,878	3,334	-	-
(318)	n.m.	(284)	1,786	509	80	34	27	54	2,976	840	2,011	115	1,896	n.m.	195	3,926	194	155	201
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,898
(8,519)	(100.0)%					8,519	-	-	-	-	-	8,519	(8,519)	n.m.	8,519	-	-	-	-
-	-	-	-	-	-	-	468	5,464	4,354	-	-	5,932	(5,932)	n.m.	5,932	4,354	-	8,608	-
(38)	(60.3)%	25	12	8	11	63	118	-	616	275	45	181	(136)	(75.1)%	192	922	207	304	298
(10,929)	(26.5)%	30,273	21,788	14,918	28,039	41,202	22,803	37,725	37,058	32,944	66,979	101,730	(34,751)	(34.2)%	129,769	131,664	69,663	86,410	58,488
11,055	(30.9)%	(24,724)	(16,251)	(23,904)	(14,566)	(35,779)	(18,789)	(38,114)	(16,690)	(29,239)	(64,879)	(92,682)	27,803	30.0%	(107,248)	(99,823)	(46,700)	(61,980)	(43,432)
(3,803)	42.4%	(12,762)	(10,358)	(11,102)	(15,452)	(8,959)	(9,285)	(8,981)	(9,726)	(8,168)	(34,222)	(27,225)	(6,997)	(25.7)%	(42,677)	(35,551)	(29,748)	(33,156)	(32,053)
14,858	(55.4)%	(11,962)	(5,893)	(12,802)	886	(26,820)	(9,504)	(29,133)	(6,964)	(21,071)	(30,657)	(65,457)	34,800	53.2%	(64,571)	(64,272)	(16,952)	(28,824)	(11,379)
·																			
57	14.9%	439	422	422	405	382	380	379	362	359	439	382	57	15%	405	362	339	308	288

Q3/21 3,705 32,944

6,168 32,704

(9,726)

Supplementary Information Excluding Significant Items (Non-IFRS) (12)

(in thousands of dollars) (1) Revenue Total expenses Intersegment allocations (Loss) income before income taxes

Q3/23 vs. 0	23/22								l
Increase (dec	crease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	
1,759	43.7%	5,782	6,808	2,461	4,473	4,023	4,014	4,611	Г
(3,218)	(9.8)%	29,465	20,478	14,918	28,039	32,683	22,335	32,261	l
(3,803)	42.4%	(12,762)	(10,358)	(11,102)	(15,452)	(8,959)	(9,285)	(8,981)	l
8,780	(44.6)%	(10,921)	(3,312)	(1,355)	(8,114)	(19,701)	(9,036)	(18,669)	

	9 months	Ended	FY23 vs	FY22					
Q3/21	Q3/23	Q3/22	Increase (de	crease)	FY22	FY21	FY20	FY19	FY18
3,705	15,051	12,648	2,403	19.0%	17,121	17,641	22,963	24,430	15,056
32,944	64,861	87,279	(22,418)	(25.7)%	115,318	127,310	69,663	77,802	56,590
(8,168)	(34,222)	(27,225)	(6,997)	(25.7)%	(42,677)	(35,551)	(29,748)	(33,156)	(32,053)
(21,071)	(15,588)	(47,406)	31,818	67.1%	(55,520)	(74,118)	(16,952)	(20,216)	(9,481)

n.m.: not meaningful (percentages above 300% are indicated as n.m.)

Number of employees

Canaccord Genuity Group of Companies Condensed Consolidated Statement of Financial Position (20)

(Unaudited, for the period ended)	Q3/23 vs. 0	23/22														
(in thousands of dollars)	Increase (dec	rease)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	FY22	FY21	FY20	FY19	FY18
Assets																
Cash and cash equivalents	(897,125)	(50.1)%	893,052	946,567	1,034,804	1,788,261	1,790,177	1,725,252	1,364,952	1,883,292	1,253,263	1,788,261	1,883,292	997,111	820,739	862,838
Securities owned	(381,565)	(32.9)%	778,289	733,967	686,983	1,051,229	1,159,854	1,136,754	1,141,213	1,041,583	1,062,946	1,051,229	1,041,583	931,467	690,499	469,217
Accounts receivable	47,385	1.5%	3,184,749	3,279,578	3,154,183	3,438,655	3,137,364	4,291,580	3,862,988	3,973,442	3,069,771	3,438,655	3,973,442	3,275,841	2,656,664	2,215,837
Income taxes recoverable	40,443	422.7%	50,011	55,840	31,777	1,967	9,568	8,012	17,342	738	282	1,967	738	5,603	2,502	1,170
Deferred tax assets	(18,236)	(20.4)%	70,950	65,928	78,661	98,224	89,186	83,674	77,264	81,229	44,923	98,224	81,229	39,487	22,117	19,941
Investments	(6,034)	(24.3)%	18,781	20,969	20,402	22,928	24,815	20,430	8,879	12,193	7,348	22,928	12,193	10,105	6,224	2,035
Equipment and leasehold improvements	27,125	114.3%	50,849	51,467	43,883	34,643	23,724	21,271	21,686	23,070	22,843	34,643	23,070	24,860	25,792	30,967
Goodwill and other intangibles	198,493	27.4%	924,062	1,000,600	963,555	697,272	725,569	522,449	524,875	531,038	537,648	697,272	531,038	565,587	524,757	418,731
Right of use asset	30,067	38.0%	109,236	114,557	113,903	117,066	79,169	76,871	79,791	85,216	86,283	117,066	85,216	106,134	-	-
Total assets	(959,447)	(13.6)%	6,079,979	6,269,473	6,128,151	7,250,245	7,039,426	7,886,293	7,098,990	7,631,801	6,085,307	7,250,245	7,631,801	5,956,195	4,749,294	4,020,736
Liabilities and equity																
Bank indebtedness	-	-	-	-	-	-	-		-	-	-	-		-	9,639	-
Securities sold short	(241,719)	(27.6)%	634,594	536,647	440,641	567,290	876,313	1,219,252	814,493	889,607	753,312	567,290	889,607	875,017	373,419	301,006
Accounts payable, accrued liabilities and provisions	(954,837)	(21.5)%	3,481,430	3,717,035	3,682,651	4,853,894	4,436,267	4,988,873	4,780,498	5,170,957	3,968,036	4,853,894	5,170,957	3,680,186	3,141,977	2,647,382
Income taxes payable	(4,714)	(75.2)%	1,552	1,638	4,270	15,952	6,266	8,183	37,013	56,285	19,664	15,952	56,285	11,721	5,415	7,851
Current portion of bank loan	6,273	91.7%	13,116	6,182	6,270	6,574	6,843	6,836	15,432	12,119	12,195	6,574	12,119	7,042	9,294	9,679
Current portion of lease liability	2,235	9.1%	26,681	25,679	23,233	23,928	24,446	25,536	23,898	24,311	22,490	23,928	24,311	23,417	-	-
Current portion of contingent consideration	6,513	59.0%	17,547	27,779	12,615	10,618	11,034	-	12,399	17,706	18,769	10,618	17,706	57,859	-	-
Short term loan facility	-	n.m	-	-	-		-	-	118,321	-	-	-	-	-	-	-
Promissory note	-	n.m	-	-	-			-	-		-	-	-	-	5,832	-
Lease liability	32,606	51.5%	95,887	101,735	101,709	101,620	63,281	59,284	64,096	70,591	72,503	101,620	70,591	88,922	-	-
Other liabilities (39)	18,642	23.1%	99,517	94,460	81,120	75,758	80,875	42,166	19,482	19,577	32,399	75,758	19,577	58,340	132,285	59,841
Bank loan	140,294	90.8%	294,795	286,621	293,255	145,467	154,501	154,016	57,097	66,200	66,513	145,467	66,200	79,192	50,370	61,758
Deferred tax liabilities	30,739	119.9%	56,368	54,002	58,990	24,875	25,629	15,010	19,180	13,552	8,083	24,875	13,552	9,903	7,978	13,715
Subordinated debt	-	-	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
Convertible debentures	-	n.m	-	-	-	-	-	-	-	168,112	129,200	-	168,112	128,322	127,225	57,081
Non-controlling interests (20)			348.212	330,355	325,914	238,700	238,499	208,208	6,337	8,190	6.844	238,700	8.190	156	1,997	13,571
Shareholders' equity	(105,192)	(9.5)%	1.002.780	1.079.840	1.089.983	1.178.069	1.107.972	1.151.429	1.123.244	1.107.094	967.799	1.178.069	1.107.094	928,618	876,363	841.352
Total liabilities and equity	(959.447)	(13.6)%	6.079.979	6.269.473	6.128.151	7.250.245	7,039,426	7.886.293	7.098.990	7.631.801	6,085,307	7.250.245	7.631.801	5.956.195	4.749.294	4,020,736
	()/	,,,,,	.,,	., ,,,,,,,	.,,	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,	,.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,	,,	.,,	,,	,,	.,. ,.,	,,=	,. ==,. ==

n.m.: not meaningful (percentages above 300% are indicated as n.m.)

p.p.: percentage points

Miscellaneous operational statistics

(Unaudited, for the period ended)
Number of employees in Canada
Number in Canaccord Genuity Capital Markets
Number in Canaccord Genuity Wealth Management
Number in Corporate and Other
Total Canada
Number of employees in UK, Europe, and Dubai
Number in Canaccord Genuity Capital Markets
Number in Canaccord Genuity Wealth Management
Number of employees in US
Number in Canaccord Genuity Capital Markets
Number of employees in Australia
Number in Canaccord Genuity Capital Markets
Number in Canaccord Genuity Wealth Management
Number of employees in Other Foreign Locations
Number in Canaccord Genuity Capital Markets
Number of employees firm wide (17)
Number of Advisory Teams in Canada (15)
Number of licenced professionals in Canada
Number of investment professionals and fund managers in UK and Europe ⁽²²⁾
Number of Advisors - Australia
Number of Advisors - Australia
Assets under mgmt. (discretionary) (\$millions) - Canada (2)
Assets under admin. (\$millions) - Canada (2)
Assets under mgmt. (\$millions) - UK and Crown Dependencies (3)
Assets under mgmt. (\$millions) - Australia (3)
Total AUA - Canada, AUM - UK and Crown Dependencies, Australia

Q3/23 vs. Q3/2															
Increase (decreas	se)	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	FY22	FY21	FY20	FY19	FY18
5	1.9%	275	282	279	278	270	268	266	274	261	278	274	257	255	189
24	5.1%	498	506	497	489	474	463	470	454	433	489	454	432	430	379
57	14.9%	439	422	422	405	382	380	379	362	359	405	362	339	308	288
86	7.6%	1,212	1,210	1,198	1,172	1,126	1,111	1,115	1,090	1,053	1,172	1,090	1,028	993	856
46	33.8%	182	182	143	143	136	133	131	131	133	143	131	136	197	214
161	28.0%	737	730	588	581	576	545	533	528	525	581	528	548	542	559
40	10.9%	406	403	376	378	366	337	315	319	311	378	319	313	308	256
(2)	(2.3)%	84	90	92	91	86	89	82	84	80	91	84	83	58	57
9	4.1%	229	230	218	222	220	215	207	204	194	222	204	200	10	11
-	-	-	-	-	-	-	-	-	-	-	-	-	-	4	3
340	13.5%	2,850	2,845	2,615	2,587	2,510	2,430	2,383	2,356	2,296	2,587	2,356	2,308	2,112	1,956
2	1.4%	148	149	146	146	146	146	145	145	144	146	145	146	155	142
13	2.8%	477	476	474	464	464	460	460	451	438	464	451	435	420	374
29	12.8%	255	256	221	220	226	204	202	202	205	220	202	210	190	188
4	3.6%	116	113	114	115	112	108	109	110	106	115	110	119	6	7
43	0.5%	8,428	8,047	7,952	8,482	8,385	7,637	6,989	6,307	5,728	8,482	6,307	4,009	4,221	2,815
(2,737)	(7.3)%	34,735	33,739	33,857	37,881	37,472	35,768	34,588	32,240	29,270	37,881	32,240	18,440	20,674	15,567
(5,004)	(8.4)%	54,403	49,992	52,166	52,830	59,407	57,508	55,605	52,298	51,762	52,830	52,298	39,879	44,195	44,877
185	3.7%	5,250	4,876	4,694	5,352	5,065	4,814	4,691	4,228	4,174	5,352	4,228	2,400	854	830
(7,556)	(7.4)%	94,388	88,607	90,717	96,063	101,944	98,090	94,884	88,766	85,206	96,063	88,766	60,719	65,723	61,274
(0)	(6.2)%	1.594	1.536	1.604	1.700	1.699	1.736	1.717	1.746	1.722	1.713	1.727	1.691	1.722	1.702
0	7.7%	1.358	1.307	1.277	1.267	1.260	1.260	1.228	1.266	1.303	1.267	1.266	1.344	1.329	1.264
(0)	(2.8)%	0.892	0.892	0.912	0.917	0.918	0.925	0.946	0.979	0.953	0.927	0.949	0.906	0.957	0.992

n.m. not meaningful

Note: Please find notes on Pages 19 & 20

Average currency conversion rate (29)
Pound sterling to Canadian dollar
US dollar to Canadian dollar
Aus dollars to Canadian dollar

Canaccord Genuity Group of Companies Notes

- (1) Financial results are expressed in C\$ thousands, except for assets under administration and assets under management which are expressed in C\$ millions, preferred share information, common share information, dividends, number of employees, number of Advisory Teams, number of Advisors, number of investment professionals and fund managers
- (2) Assets under management in Canada are assets managed on a discretionary basis under our programs that include CGWM's Managed Solutions Programs as well as its Private Investment Management Program offered by Canaccord Genuity. Assets under management in Canada are included in the total of assets under administration in Canada is the market value of client assets managed and administered by Canaccord Genuity, from which Canaccord Genuity earns commissions or fees. This measure includes both discretionary and non-discretionary accounts.
- (3) Assets under management in Australia and assets under management in UK and Europe are the market value of client assets managed and administered by Canaccord Genuity as well as assets under management contracts from which Canaccord Genuity earns commission or fees. This measure includes both discretionary and non-discretionary accounts.
- (4) Refer to Non-IFRS Measures
 - Excludes shares relating to share purchase loans for recruitment and retention programs and unvested shares purchased by employee benefit trusts for LTIP awarded, and excludes
- (5) shares held in treasury purchased through the NCIB to be cancelled.
- Includes shares relating to share purchase loans for recruitment and retention programs and unvested shares purchased by employee benefit trusts for LTIP awarded, and includes
- (6) shares held in treasury purchased through the NCIB to be cancelled.
- (7) This is the diluted common share number used to calculate book value per diluted share. As such it includes estimated amounts in respect of share issuance commitments including options, warrants, other share-based payment plans, deferred consideration related to acquisitions, convertible debentures and a promissory note, as applicable, and adjusted for shares purchased or committed to be purchased under the normal course or substantial issuer bid and not yet cancelled, and estimated forfeitures in respect of unvested share awards under share-based payment plans.
- (8) This is the diluted common share number used to calculate diluted earnings (loss) per common share. For periods with net losses, all instruments involving potential common shares were excluded from the calculation of diluted loss per common share as they were anti-dilutive.
- (9) Dividends per preferred share are not included in the dividend yield. Refer to Non-IFRS Measures.
- (10) Intentionally left blank.
- (11) Total compensation expense includes incentive compensation expense and salaries and benefits, but excludes hiring incentives and certain salaries and benefits expense incurred in
- (12) Refer to Non-IFRS Measures.
- (13) Intentionally left blank.
- (14) Fee-related revenue in this calculation includes fees earned in separately managed, advisor managed and fee-based accounts, as well as mutual fund and segregated fund trailer revenue. This method of calculating fee-based revenue may differ from approaches used by other companies and therefore may not be comparable.

 Advisory Teams are normally comprised of one or more Investment Advisors (IAs) and their assistants and associates, who together manage a shared set of client accounts.
- (15) Advisory Teams that are led by, or only include, an IA who has been licenced for less than three years are not included in our Advisory Team count, as it typically takes a new IA approximately three years to build an average sized book.
- (16) Intentionally left blank.
- (17) The employee count excludes temporary employees and those on long term disability but includes employees on leave of absence.
- (18) Canaccord Genuity Capital Market's facilitation losses are included as part of commission revenue.
- (19) Operating results disclosed as Other Foreign Locations prior to Q3/17 include Canaccord Genuity (Barbados) Ltd., Canaccord Genuity Asia, Canaccord Singapore Pte. Ltd., and our 50% ownership interest in the issued shares of Canaccord Genuity (Australia) Limited. Commencing in Q3/17, the operating results of our Australian operations are disclosed as Canaccord Genuity Australia Capital Markets and Canaccord Genuity Australia Wealth Management and our Dubai operations are included in Canaccord Genuity UK, Europe, and Dubai respectively. Comparatives for all prior periods have not been reclassified.
- (20) The operating results of the Australian operations have been fully consolidated since November 1, 2011. The Company owns 80% of the issued shares, but for accounting purposes, the Company is considered to have an 85% interest because of the shares held in a trust controlled by Canaccord Financial Group (Australia) Pty Ltd. [November 1, 2011 to December 31, 2014 50%, January 1, 2015 to December 31, 2015 60%, January 1, 2016 to August 10, 2018 58%]. Non-controlling interests have been recognized which represent the portion of the net identifiable assets in Australia attributable to non-controlling shareholders.

Canaccord Genuity Group of Companies Notes (Continued)

- (21) Includes wealth management operations in Australia. Results for wealth management operations in Australia have been included starting April 1, 2012.
- (22) Investment professionals include all staff with direct sales responsibilities, which include brokers and assistants with direct client contacts. Fund managers include all staff who manage client assets.
- (23) Intentionally left blank.
- (24) Due to the change in the number of fully diluted shares as a result of the redemption of the convertible debentures in Q4/21, the sum of the quarterly EPS as reported in the first three quarters of fiscal 2021 added to the fourth quarter EPS does not equal the EPS for the fiscal year. In addition to the change in the number of fully diluted shares due to the redemption of the convertible debentures, due to rounding or the dilutive impact of share issuance commitments in the quarterly and year to date EPS figures, the sum of the quarterly does not equal the EPS for the year.
- (25) The operations of Canaccord Genuity (Barbados) Ltd were discontinued in Q3/16.
- (26) The Company disposed of 100% of its shares in Canaccord Genuity Singapore Pte Ltd. as of June 30, 2016.
- (27) Commencing in Q3/17, the operating results of our Australian operations are disclosed separately as Canaccord Genuity Australia. In previous quarters, the operating results were included in Other Foreign Locations. Comparatives for all prior periods have been reclassified.
- (28) Commencing in Q3/17, the operating results of Canaccord Genuity Capital Markets (Dubai) are included as Canaccord Genuity Capital Markets UK, Europe, and Dubai. In previous quarters, the operating results were included in Other Foreign Locations. Comparatives for all prior periods have been reclassified.
- (29) Revenues and expenses from our foreign operations are initially recorded in their respective functional currencies and translated into Canadian dollars at exchange rates prevailing during the period.
- (30) Includes our capital markets operations in Canada, US, UK & Dubai, and Australia.
- (31) Effective as of March 31, 2018, the long-term incentive plan (LTIP) was changed to remove certain employment-related conditions for the vesting of RSU awards made as part of the normal course incentive payment cycle. As a result of this change, the costs of RSUs granted as part of the normal incentive compensation payment cycle will be expensed in the period in which those awards are deemed to be earned, instead of recognizing the costs over the vesting period. The change led to the acceleration of the remaining expense for certain awards made under the LTIP which had not been fully amortized as of March 31, 2018.
- (32) Losses and other costs including financing expenses related to the extinguishment of convertible debentures for accounting purposes.
- (33) Commencing in Q1/20, expenses previously recorded as incentive compensation expense and salaries and benefits are combined under compensation costs. This reclassification reflects the way in which management reviews and monitors our compensation structure. Compartives for prior periods have been restated accordingly.
- (34) Market capitalization calculated using closing share price multiply by diluted shares outstanding at period end. Refer to Non-IFRS Measures.
- (35) Intentionally left blank.
- (36) Commencing Q2/20, the weatth managmement business of our Australian operations, including the operating results of Patersons Securities Limited since October 21, 2019 are disclosed as Canaccord Genuity Wealth Management Australia. Comparatives prior to Q2/20 have not been restated.
- (37) The total assets under administration in Canada and total assets under management disclosed for our global wealth management operations include assets under administration for Canada and assets under management for our UK & Europe and Australian operations. The assets under management for our Australian operations prior to Q3/20 have not been disclosed separately as part of CGWM Australia.
- (38) The non-controlling interest is the portion of the net income after income taxes not attributable to the Company. Prior to Q2/22 non-controlling interests related to our Australian operations. Commencing in Q2/22 non-controlling interests also included the Convertible Preferred Shares, Preferred Shares and ordinary shares issued by CGWM UK.
- (39) Certain comparative figures have been reclassified.