

Q3

FISCAL 2013 FACT SHEET A WORLD OF OPPORTUNITY

CANACCORD Financial

About Canaccord Financial Inc.

TRADING SYMBOL: TSX: CF, LSE: CF.

Through its principal subsidiaries, Canaccord Financial Inc. is a leading independent, full-service financial services firm, with operations in two principal segments of the securities industry: wealth management and global capital markets. Since its establishment in 1950, Canaccord has been driven by an unwavering commitment to building lasting client relationships. We achieve this by generating value for our individual, institutional and corporate clients through comprehensive investment solutions, brokerage services and investment banking services. Canaccord has offices in 13 countries worldwide, including wealth management offices located in Canada, Australia, the UK and Europe. Canaccord Genuity, the Company's international capital markets division, has operations in Canada, the US, the UK, France, Germany, Ireland, Italy, Hong Kong, mainland China, Singapore, Myanmar, Australia and Barbados.

Canaccord Financial Inc. is publicly listed on the Toronto Stock Exchange and the London Stock Exchange.

Financial Information

Visit canaccordfinancial.com for additional financial information. To view Canaccord's regulatory filings on SEDAR please visit www.sedar.com.

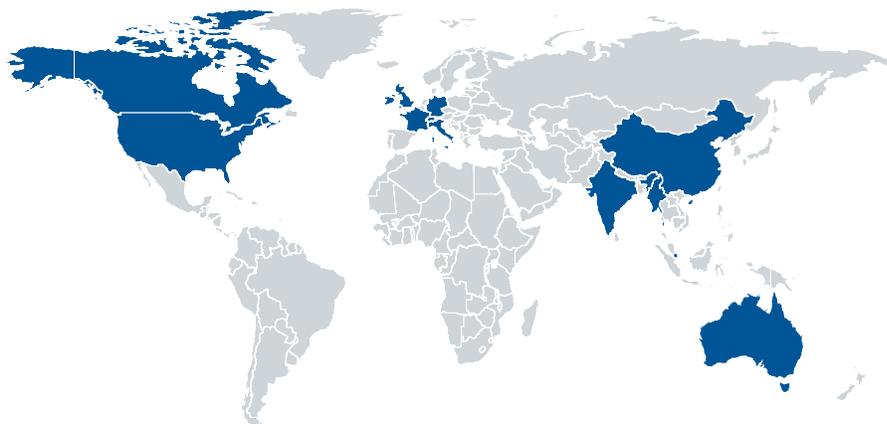
SHAREHOLDER CONTACTS:

General shareholder inquiries and information

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Shareholder contact

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Website: computershare.com



OFFICES IN 13 COUNTRIES WORLDWIDE

CANACCORD GENUITY

Canaccord Genuity is the global capital markets division of Canaccord, and provides timely, actionable ideas to corporate and institutional clients around the world.

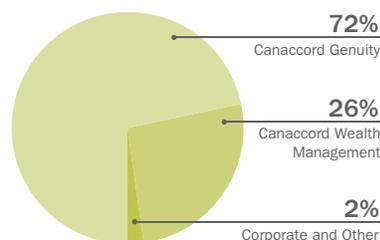
- Global investment banking/corporate broking operations, with capabilities to list companies on 10 stock exchanges in six countries
- Highly regarded M&A, advisory and restructuring practice with offices in 19 cities worldwide
- Global sales and trading capabilities through trading desks in five time zones
- Award-winning research team, with coverage of approximately 1,000 companies

WEALTH MANAGEMENT

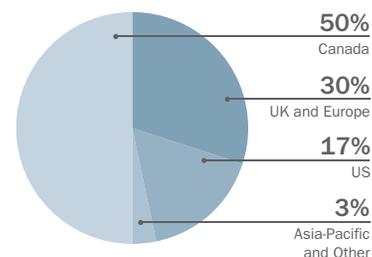
Canaccord Wealth Management is the division of the business dedicated to providing individual investors, charities and intermediaries with tailored investment solutions, brokerage services and financial planning advice.

- Wealth management operations in Canada, the UK, Europe and Australia, catering to the specific needs of clients in each of these markets
- C\$27.0 billion of client assets, globally
- 184 Investment Advisory teams located across major financial centres in Canada (as of Dec. 31, 2012)
- Approximately 120 investment professionals located at six wealth management offices in the UK and Europe
- 11 Investment Advisors located at two offices in Australia (as of Dec. 31, 2012)

REVENUE BY BUSINESS SEGMENT



REVENUE BY GEOGRAPHY



Company News and Updates

During fiscal Q3/13:

OCTOBER 1, 2012

Canaccord appoints Philip Evershed
Global Head of Investment Banking

OCTOBER 1, 2012

Canaccord completes acquisition of
Eden Financial Ltd.'s UK wealth
management business

NOVEMBER 6, 2012

Canaccord appoints Steve Buell
Global Head of Research

NOVEMBER 7, 2012

Canaccord welcomes Dipesh Shah to Board
of Directors of Canaccord Financial Inc.

NOVEMBER 28, 2012

Canaccord appoints Adrian Haxby
Head of European Investment Banking

Common Share Information

Trading symbol: **TSX: CF, LSE: CF.**

Average shares outstanding (diluted):
102,454,353 shares (as of Dec. 31, 2012)
Issued and outstanding shares: 102,512,817

COMMON SHARE DIVIDENDS

On February 6, 2013, the Board of Directors
approved a quarterly dividend of \$0.05 per
common share, payable on March 15, 2013
with a record date of March 1, 2013.

Preferred Share Information

Series A Preferred Shares: TSX: CF.PR.A

Series C Preferred Shares: TSX: CF.PR.C

Issued and outstanding preferred shares:
8,540,000 (as of Dec. 31, 2012)

PREFERRED SHARE DIVIDENDS

On February 6, 2013, Canaccord declared
a cash dividend of \$0.34375 per Series A
Preferred Share, payable on April 1, 2013 with
a record date of March 15, 2013, and a cash
dividend of \$0.359375 per Series C Preferred
Share, payable on April 1, 2013 with a record
date of March 15, 2013.

REVENUE

(In C\$ millions. Fiscal quarters. Q3/13 for the three months ended December 31, 2012.)



NET INCOME

(In C\$ millions. Excluding significant items. Fiscal quarters. Q3/13 for the three months ended December 31, 2012.)



EARNINGS (LOSS) PER SHARE

(Excluding significant items. Fiscal quarters. Q3/13 for the three months ended December 31, 2012.)



BALANCE SHEET INFORMATION

(In C\$ millions, except for per share amounts)

	Fiscal Q2/13	Fiscal Q3/13
Working capital	\$386	\$397
Per diluted common share	\$3.55	\$3.58
Cash and cash equivalents	\$575	\$556
Per diluted common share	\$5.29	\$5.01
Shareholders' equity	\$1,034	\$1,051
Book value per diluted common share	\$7.61	\$7.62

WEALTH MANAGEMENT – CLIENT ASSETS

(In C\$ billions)

