

# Q2

## 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 12 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, Australia and Barbados.

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

## Financial Information

Visit [canaccordfinancial.com](http://canaccordfinancial.com) for additional financial information. To view Canaccord's regulatory filings on SEDAR please visit [www.sedar.com](http://www.sedar.com).

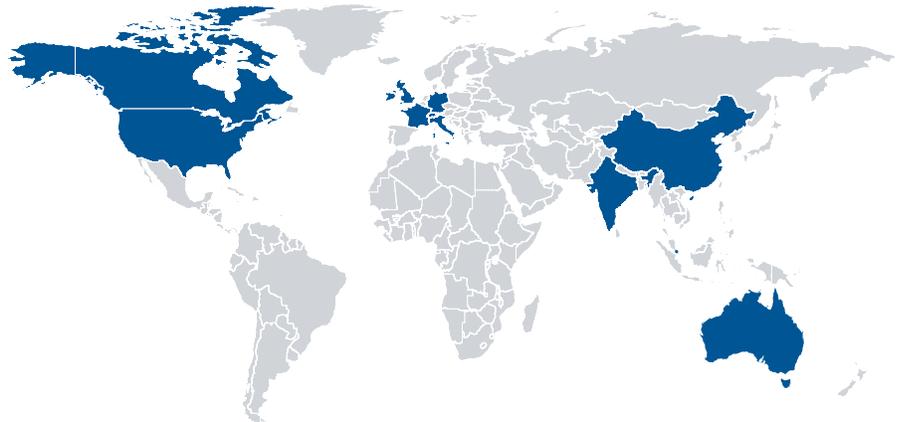
### SHAREHOLDER CONTACTS:

#### General shareholder inquiries and information

161 Bay Street, Suite 3000  
Toronto, ON M5J 2S1  
Phone: 416-869-7293  
Email: [investor.relations@canaccord.com](mailto:investor.relations@canaccord.com)  
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#### Shareholder contact

Computershare Investor Services Inc.  
100 University Avenue, 9th Floor  
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Website: [computershare.com](http://computershare.com)



OFFICES IN 12 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.

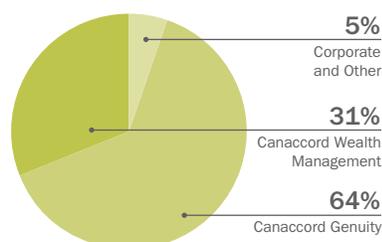
- Global investment banking/corporate broking operations, with capabilities to list companies on 10 stock exchanges in six countries
- Highly regarded M&A, advisory and restructuring practice with offices in 19 cities worldwide
- Global sales and trading capabilities through trading desks in five time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

### WEALTH MANAGEMENT

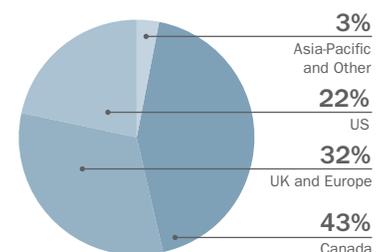
Canaccord Wealth Management is the division of the business dedicated to providing individual investors, charities and intermediaries with tailored investment solutions, brokerage services and financial planning advice.

- Wealth management operations in Canada, the UK, Europe and Australia, catering to the specific needs of clients in each of these markets
- C\$26.8 billion of client assets, globally
- 231 Investment Advisory teams located across major financial centres in Canada (as of Sept. 30, 2012)
- Approximately 100 investment professionals located at six wealth management offices in the UK and Europe
- 11 Investment Advisors located at two offices in Australia (as of Sept. 30, 2012)

### REVENUE BY BUSINESS SEGMENT



### REVENUE BY GEOGRAPHY



## Company News and Updates

### During fiscal Q2/13:

#### JULY 13, 2012

Canaccord Financial Inc. begins trading on the LSE main market (graduated from AIM)

#### SEPTEMBER 4, 2012

Canaccord appoints Alexis de Rosnay as new CEO of UK and European operations

#### SEPTEMBER 16, 2012

Canaccord appoints Peter O'Malley as CEO of Canaccord Genuity Asia

#### SEPTEMBER 24, 2012

Canaccord announces new strategy for its Canadian wealth management platform

#### SEPTEMBER 24, 2012

Canaccord announces acquisition of Eden Financial Ltd.'s UK wealth management business, which closed Oct. 1, 2012

## Common Share Information

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

Average shares outstanding (diluted):  
102,235,000 shares (as of Sept. 30, 2012)  
Issued and outstanding shares: 102,381,448

### COMMON SHARE DIVIDENDS

On November 7, 2012, the Board of Directors approved a quarterly dividend of \$0.05 per common share, payable on December 10, 2012 with a record date of November 30, 2012.

## 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 Sept. 30, 2012)

### PREFERRED SHARE DIVIDENDS

On November 7, 2012, Canaccord declared a cash dividend of \$0.34375 per Series A Preferred Share, payable on December 31, 2012 with a record date of December 14, 2012, and a cash dividend of \$0.359375 per Series C Preferred Share, payable on December 31, 2012 with a record date of December 14, 2012.

## REVENUE

(In C\$ millions. Fiscal quarters. Q2/13 for the three months ended September 30, 2012.)



## NET INCOME

(In C\$ millions. Excluding significant items. Fiscal quarters. Q2/13 for the three months ended September 30, 2012.)



## EARNINGS (LOSS) PER SHARE

(Excluding significant items. Fiscal quarters. Q2/13 for the three months ended September 30, 2012.)



## BALANCE SHEET INFORMATION

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

	Fiscal Q1/13	Fiscal Q2/13
Working capital	\$399	\$386
Per share	\$3.91	\$3.78
Cash and cash equivalents	\$644	\$575
Per share	\$6.31	\$5.62
Shareholders' equity	\$1,058	\$1,034
Book value per common share	\$7.90	\$7.61

## WEALTH MANAGEMENT – CLIENT ASSETS

(In C\$ billions)



**CANACCORD** Financial

www.canaccordfinancial.com

- **Canaccord Wealth Management**  
(Canada and Australia)
- **Collins Stewart Wealth Management**  
(UK and Europe)
- **Eden Financial**  
(Added value of client assets from Eden Financial Ltd. Acquisition closed Oct. 1, 2012)