

Investor presentation | December 2015

Fiscal second quarter 2016

CANACCORD Genuity



To us there are no foreign markets.™

Caution regarding forward looking statements

This document may contain certain “forward-looking information” (as defined under applicable securities laws). These statements relate to future events or future performance and include management’s expectations, beliefs, plans, estimates, intentions, and similar statements concerning anticipated future events, results, circumstances, performance or expectations that are not historical facts, business and economic conditions and Canaccord Genuity Group Inc.’s (the “Company”) growth, results of operations, market position, ability to compete and future financial or operating performance of the Company, performance and business prospects and opportunities. Such forward-looking information reflects management’s current beliefs and is based on information currently available to management. In some cases, forward-looking information can be identified by terminology such as “may”, “will”, “should”, “expect”, “plan”, “anticipate”, “believe”, “estimate”, “predict”, “potential”, “continue”, “target”, “intend”, “could” or the negative of these terms or other comparable terminology. By its very nature, forward-looking information involves inherent risks and uncertainties, both general and specific, and a number of factors could cause actual events or results to differ materially from the results discussed in the forward-looking information. In evaluating these statements, readers should specifically consider various factors, which may cause actual results to differ materially from any forward-looking statement. These factors include, but are not limited to, market and general economic conditions, the nature of the financial services industry, the risks and uncertainties discussed from time to time in the Company’s interim and annual consolidated financial statements and its Annual Information Form filed on www.sedar.com. Readers are cautioned that the preceding list of material factors or assumptions is not exhaustive. Except as may be required by applicable law, the Company does not undertake, and specifically disclaims, any obligation to update or revise any forward-looking information, whether as a result of new information, future developments or otherwise.

Non-IFRS measures

Certain non-IFRS measures are utilized by Canaccord Genuity as measures of financial performance. Non-IFRS measures do not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. Non-IFRS measures presented include assets under administration, assets under management, book value per diluted common share, return on common equity and figures that exclude significant items.

Canaccord Genuity’s capital is represented by common shareholders’ equity and, therefore, management uses return on common equity (ROE) as a performance measure. Also used by the Company as a performance measure is book value per diluted common share. Book value per diluted common share is calculated as total common shareholders’ equity divided by the number of diluted common shares outstanding and commencing in Q1/14, adjusted for shares purchased under normal course issuer bid (NCIB) and not yet cancelled, and estimated forfeitures in respect of unvested share awards under share-based payment plans.

Assets under administration (AUA) and assets under management (AUM) are non-IFRS measures of client assets that are common to the wealth management business. AUA – Canada, AUM – Australia or AUM – UK and Europe is the market value of client assets managed and administered by Canaccord Genuity from which Canaccord Genuity earns commissions and fees. This measure includes funds held in client accounts as well as the aggregate market value of long and short security positions. AUM – Canada includes all assets managed on a discretionary basis under programs that are generally described as or known as the Complete Canaccord Investment Counselling Program and the Complete Canaccord Private Investment Management Account Program. Services provided include the selection of investments and the provision of investment advice. Canaccord Genuity’s method of calculating AUA – Canada, AUM – Canada, AUM – Australia and AUM – UK and Europe may differ from the methods used by other companies and therefore may not be comparable to other companies. Management uses these measures to assess operational performance of the Canaccord Genuity Wealth Management business segment. AUM – Canada is also administered by Canaccord Genuity and is included in AUA – Canada.

Financial statement items that exclude significant items are non-IFRS measures. Significant items for these purposes are defined as including restructuring costs, amortization of intangible assets, impairment of goodwill, and acquisition-related expense items, which include costs recognized in relation to both prospective and completed acquisitions.

Management believes that these non-IFRS measures will allow for a better evaluation of the operating performance of Canaccord Genuity’s business and facilitate meaningful comparison of results in the current period to those in prior periods and future periods. Figures that exclude significant items provide useful information by excluding certain items that may not be indicative of Canaccord Genuity’s core operating results. A limitation of utilizing these figures that exclude significant items is that the IFRS accounting for these items does in fact reflect the underlying financial results of Canaccord Genuity’s business; thus, these effects should not be ignored in evaluating and analyzing Canaccord Genuity’s financial results. Therefore, management believes that Canaccord Genuity’s IFRS measures of financial performance and the respective non-IFRS measures should be considered together.

Positioning business for stronger bottom-line performance

Initiatives focus on building long term shareholder value

Net Income Focus

- Improve transparency
- Better aligns senior leaders with shareholders
- Compensation model to reward net income result

Drive Business Unit Performance

- Each geography at different stage of growth
- All are capable of growing market share and bottom line returns
- Focus efforts and investment in areas of greatest opportunity

Improve Global Alignment

- Greater autonomy for global business unit leaders to drive strategy across regional operations
- Strong local focus, differentiated by global perspective and execution capability

Enhance Global Operating Efficiency

- Significant opportunity to globally coordinate and streamline back office functions
- Strengthen alignment between front and back office operations
- Will reduce operating expenses while improving client experience

Protect entrepreneurial culture

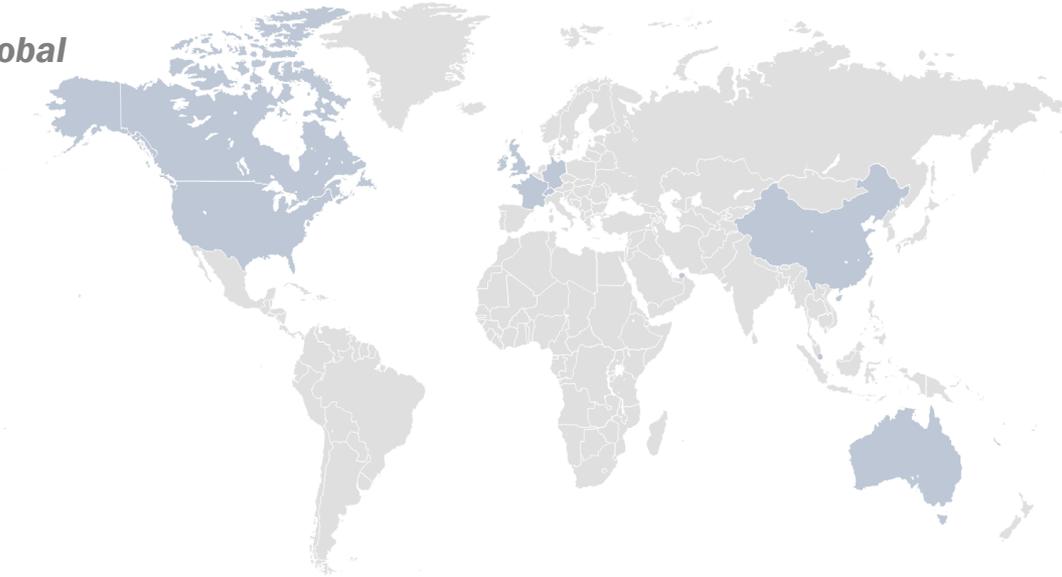
- Platform empowers people to do the best work of their careers
- Supports our ability to attract and retain top talent
- Strengthens reputation as a leading independent global investment bank

Canaccord Genuity Group Inc.

Mission to become the dominant independent global middle market investment bank and wealth management firm

Fully integrated global business combines independent expertise with a global distribution platform

- **Global M&A and Advisory franchise**
- **Global Restructuring practice**
- **Global Equity and Fixed Income distribution**
- **Global wealth management provider**
- **Award-winning global equity research platform**



TORONTO
VANCOUVER
CALGARY
EDMONTON
HALIFAX
KELOWNA
KITCHENER
MONTRÉAL
PRINCE GEORGE
TRAIL
WATERLOO

NEW YORK
BOSTON
CHICAGO
HOUSTON
MINNEAPOLIS
NASHVILLE
SAN FRANCISCO

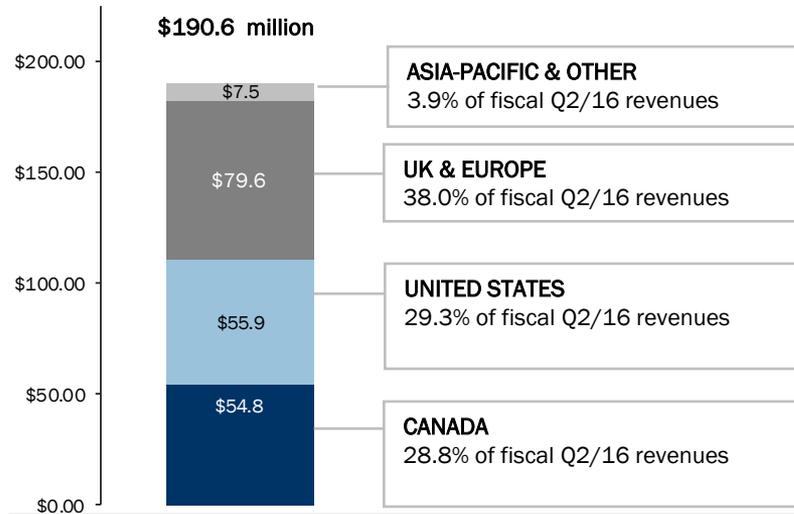
LONDON
DUBLIN
GUERNSEY
ISLE OF MAN
JERSEY
PARIS

BEIJING
DUBAI
HONG KONG
SINGAPORE
MELBOURNE
SYDNEY

Diverse global platform stabilizes revenue streams

FISCAL SECOND QUARTER 2016 REVENUE BREAKDOWN

C\$ million



Global diversification provides earnings exposure to market strength in various geographies

Differentiators of our global business:

- Focused diversification strategy
 - Global platform provides opportunities to benefit from market activity in all our geographies
 - Moderates impact of regional economic variability
- Two primary business lines
 - Wealth Management provides streams of consistent, recurring revenues
 - Capital Markets provides upside leverage to global market activity
- Expanded M&A and Advisory practice
 - Well positioned to continue benefiting from strong corporate balance sheets
 - Highly experienced and respected M&A teams covering the globe
- Capturing market share and very well positioned for market recovery
 - Strong capabilities in the US, UK & Europe, and Asia-Pacific, with deep-rooted operations in Canada

Canaccord Genuity in Canada

Dominant independent Canadian capital markets practice

Investment Banking

- 50+ investment bankers
- Q2/16: Led or co-led 7 transactions, raising C\$700 million for clients
- Q2/16: participated in 27 transactions, raising C\$2.3 billion for clients
- FY2015: Led or co-led 46 transactions, raising C\$2.7 billion for clients
- FY2015: Participated in 44 transactions, raising C\$6.1 billion for clients
- A leading M&A, advisory and restructuring practice



Fixed Income

- 13 professionals
- Specialist in government and municipal corporate bond issuances
- Focus on Institutional and inter-dealer market

Sales and Trading

- 40+ sales and trading professionals
- Includes electronic trading solutions and international equity trading
- Specialists in key sectors across the global economy
- 500+ accounts covered

Research

- Award winning equity research team covering over 290 stocks
 - 5 All-Star analysts in the 2014 Brendan Wood international survey
 - Top ranked independent investment dealer since 2008

Canaccord Genuity in the US

US Operations a key contributor to our global platform

Investment Banking

- 50+ investment bankers and growing
- Q2/16: Led or co-led 4 transactions raising \$243 million for clients
- Q2/16: Participated in 12 transactions raising C\$1.9 billion for clients
- FY2015: Led or co-led 21 US transactions raising C\$2.7 billion for clients
- FY2015 : Participated in 47 transactions, raising C\$8.1billion for clients



International Equities

- 22 professionals trading –
 - OTC & Pink Sheet securities
 - ADR's & Foreign-Listed ordinary names across 40 countries
- Expansion to NMS Securities

Sales and Trading

- 40+ sales and trading professionals
- Includes risk arbitrage & electronic trading capabilities
- 1,250+ accounts covered

Research

- 50+ research professionals covering over 300 stocks
 - Consumer & Retail
 - Energy
 - Life Sciences
 - Sustainability
 - Technology
 - Aerospace

Options

- 7 professionals trading listed equity derivatives in the US market
- Includes Index, ETF, and single stock options

Fixed Income

- 3 professionals
- Targeting growth in High Yield, Loans and Structured Products
- Focus on Institutional and inter-dealer market

Canaccord Genuity in the UK & Europe

A leading UK and European securities and investment banking business

Investment Banking

- 70+ investment bankers
- Q2/16: Led or co-led 8 transactions, raising C\$685 million for clients
- FY2015: Led 10 UK & Europe transactions, raising C\$696.9 million for clients
- FY2015: Participated in 23 transactions, raising C\$3.7 billion for clients
- A UK leader for number of retained corporate clients



UK Debt Markets and Fixed Income

- 10+ professionals
- Active in UK retail bond market on both investment and sub-investment grade corporate issuances
- Debt market specialists in infrastructure and real estate
- Fixed Income focus on Investment Grade, High Yield, European credit, and government sponsored bond issuances

Sales and Trading

- 40+ sales and trading professionals
- Includes electronic trading solutions and international equity trading
- 700+ accounts covered

Research

- 30+ research professionals covering over 300 stocks
- Technology
- Energy
- Financials
- Consumer & Retail
- Insurance
- Healthcare & Life Sciences

Quest™

- Proprietary tool provides clients online access to corporate financial analysis tools, equity valuation, and independent research
- 2015 re-launch covers 95% of global equities by market cap
- Phased global rollout through fiscal 2016

Investment Companies Team

- 16 professionals providing sales, research, trading and corporate services across the Investment Companies Sector
- A longstanding team, at the center of the Investment Companies business in London with a leading market share

Canaccord Genuity in Asia-Pacific

Broad sector capability driven by global platform

Investment Banking

- 40+ investment bankers and growing
- Q2/16: Led or co-lead 8 transactions, raising C\$134.5 million for clients
- FY2015: Led 26 Asia & Australia transactions, raising C\$506.1 million for clients
- FY2015: Participated in 42 transactions, raising C\$947.6 million for clients



Research

- 10+ research professionals covering over 80 stocks
 - Energy
 - Metals & Mining
 - Infrastructure
 - Consumer & Retail
 - Technology
 - Transportation & Industrials

Sales and Trading

- 20+ sales and trading professionals in Australia
- 360+ accounts covered

Investment banking revenue by sector

Generating revenue from a broad range of sectors

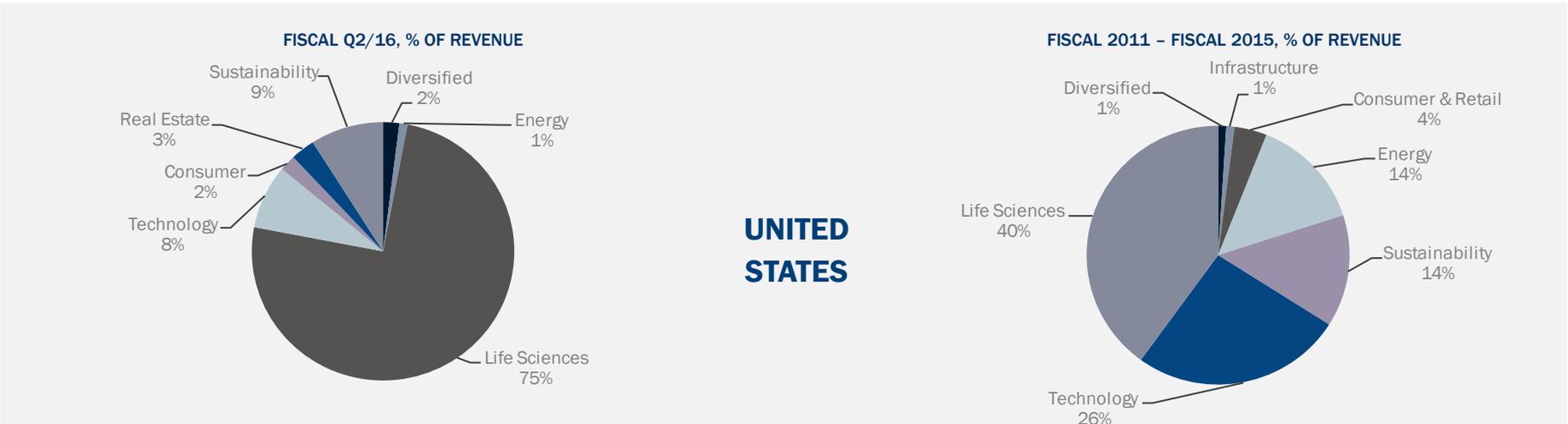
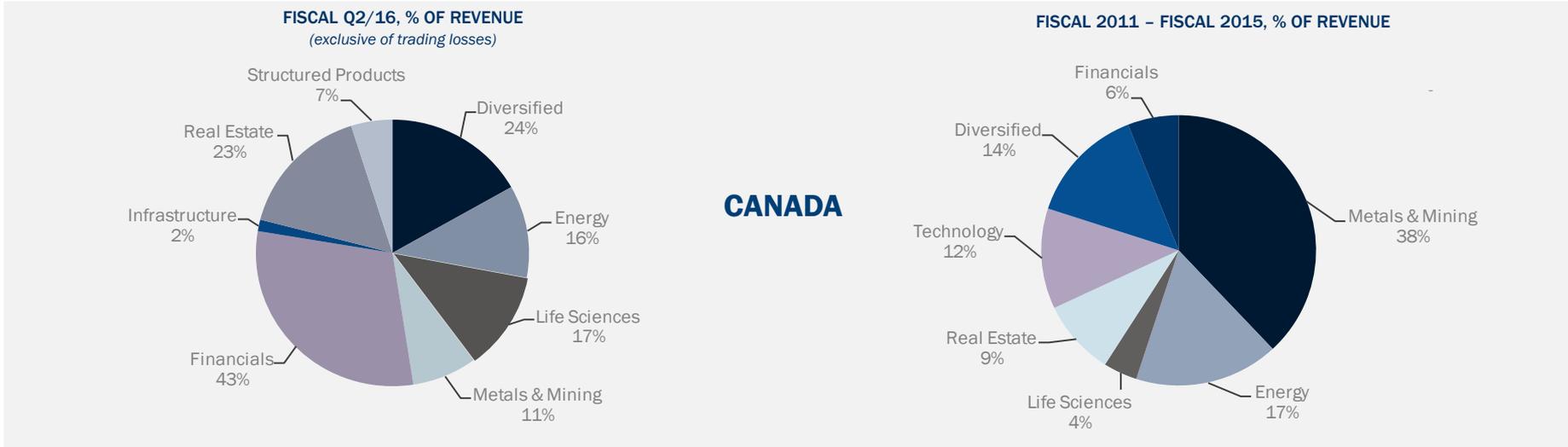


COMMITTED TO PROVIDING IN-DEPTH COVERAGE OF OUR FOCUS SECTORS

METALS & MINING 	ENERGY 	TECHNOLOGY 	HEALTH CARE & LIFE SCIENCES 	AG & FERTILIZERS 	MEDIA & TELECOM 	FINANCIALS 	REAL ESTATE & HOSPITALITY 
CONSUMER & RETAIL 	SUSTAINABILITY 	INFRASTRUCTURE 	TRANSPORTATION & INDUSTRIALS 	FORESTRY 	SUPPORT SERVICES 	AEROSPACE & DEFENSE 	INVESTMENT TRUSTS PRIVATE EQUITY

Investment banking revenue by sector

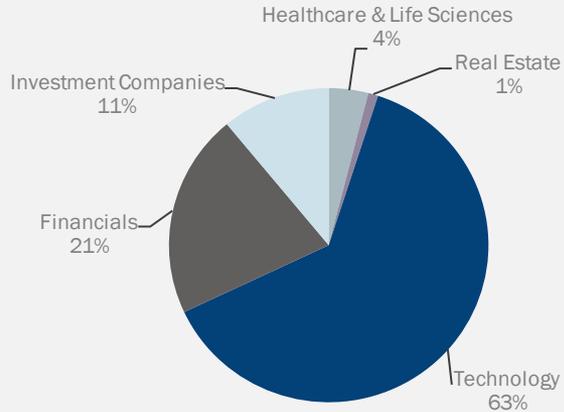
Cross-border collaboration strengthens sector coverage in each region



Investment banking revenue by sector

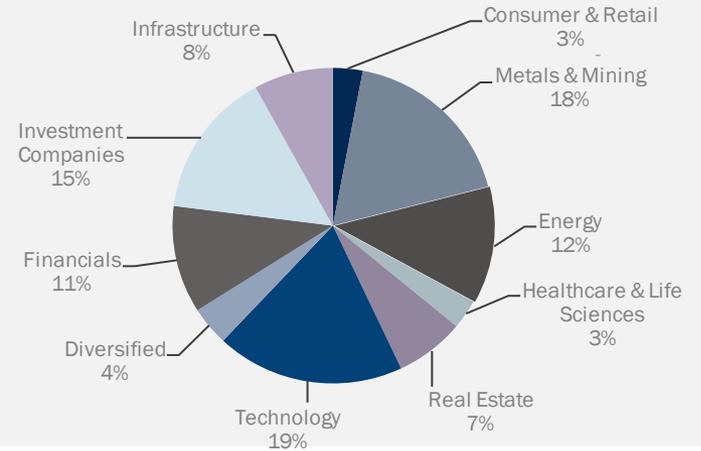
Cross-border collaboration strengthens sector coverage in each region

FISCAL Q2/16, % OF REVENUE

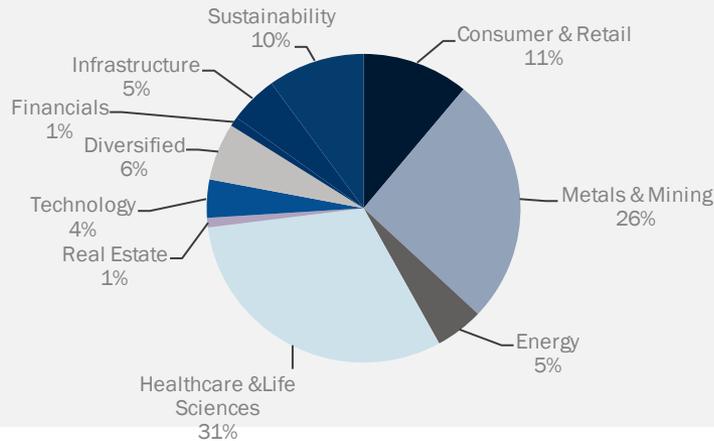


UK & EUROPE

FISCAL 2011 - FISCAL 2015, % OF REVENUE

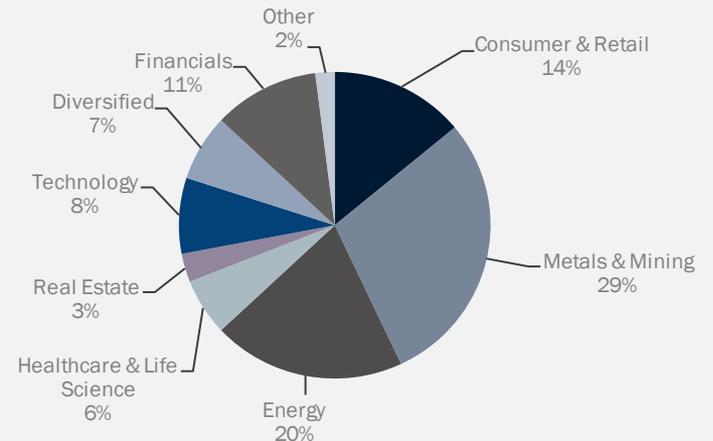


FISCAL Q1/16, % OF REVENUE



ASIA & AUSTRALIA

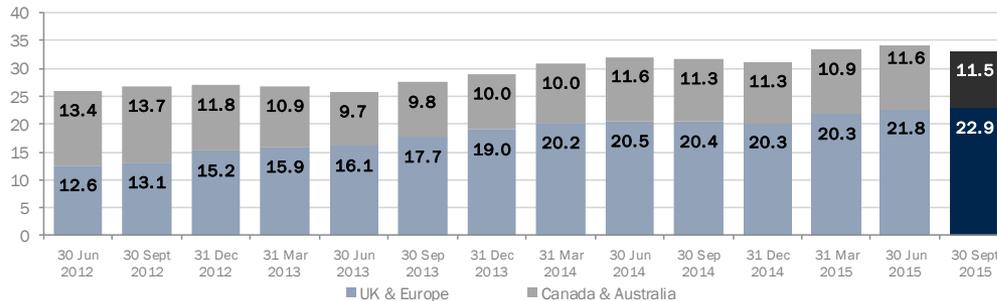
FISCAL 2011 - FISCAL 2015, % OF REVENUE



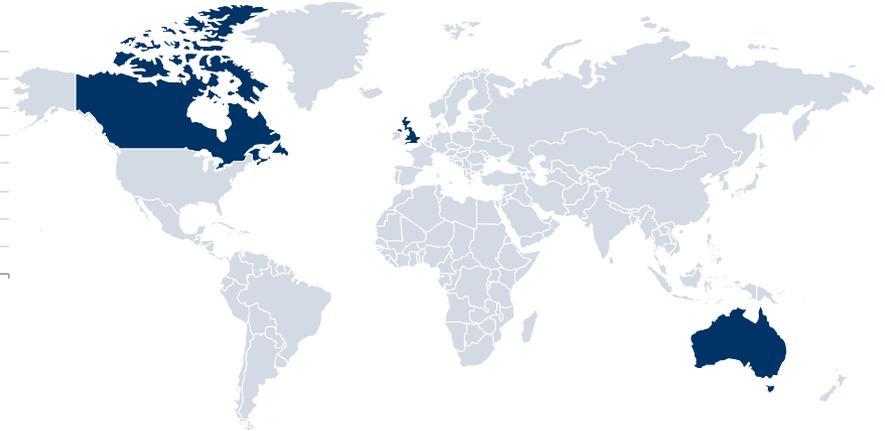
Global wealth management provider

Canaccord Genuity Wealth Management has C\$33.2 billion¹ of assets under management and administration and operates in six geographies, with approximately 300 investment advisors worldwide

Client assets – global (C\$ billions)²



Wealth Management operations in six geographies



Canada

- 141 Investment Advisory teams¹
- 13 Wealth Management offices across Canada
- 45.3%¹ of revenues derived through fee-based activities during Q2/16
- Launched proprietary asset management platform during fiscal 2015
- A key distribution channel for capital markets transactions

UK & Europe

- 114 investment professionals¹
- Offices in four geographies –UK, Jersey, Guernsey, and Isle of Man
- 70%¹ of revenues derived through fee-based activities during Q2/16
- Onshore and offshore client services
- Award winning portfolio management, stockbroking and wealth planning

Australia

- 9 Investment Advisory teams¹
- Two offices in Sydney and Melbourne
- C\$790 million in assets under management¹

1. As at 30 Sept 2015

2. C\$ billions, pro forma for periods prior to CSHP acquisition. Exchange rate at end of each period
Note: All dollar amounts are stated in Canadian dollars unless otherwise indicated

Transitioning to fee-based and managed accounts

Canada

- Transactional and wealth management services
- 14 branches across Canada (corporate and agent owned)
- A key distribution channel for capital markets transactions
- Advisors hold the client relationships
- Retaining and recruiting quality Advisors is a key component of division's strategy
- Refocusing operations in key Canadian centres where opportunities to grow market share have been identified
- Compensation ratio determined by competitive environment
- Launched Canaccord Genuity Global Portfolio Solutions (GPS) in fiscal 2015 to grow fee-based business
- New President of CGWM Canada welcomed in January, 2014

Assets under Administration

- C\$9.5 billion¹

Fee-based revenue as a % of total revenue during fiscal Q2/16:

- 45.3%

Fiscal Q2/16 Revenue

- C\$26.2 million

UK & Channel Islands

- Wealth Management oriented business targeted to mass-affluent investors
- Four offices cater to onshore and offshore clients
- Clients include intermediaries, charities and trusts
- Significant contributor of recurring fee-based revenues
- Quality of investment funds is key component of division's strategy
- Award winning proprietary asset management product
- Already prepared for new regulatory environment (RDR)
- Acquired Eden Financial (closed Oct. 1, 2012)
- New CEO of CGWM UK welcomed in March, 2014

Assets under Administration

- C\$22.9 billion or £11.3 billion¹

Fee-based revenue as a % of total revenue during fiscal Q2/16:

- 70%

Fiscal Q2/16 Revenue

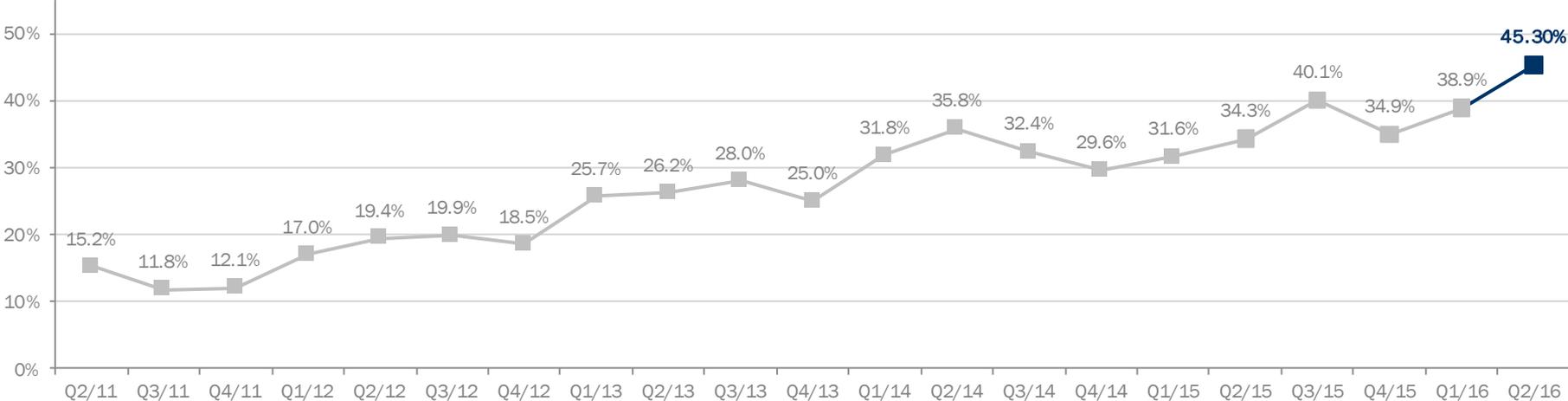
- C\$34.0 million

¹. As at 30 September 2015

Growing fee-based revenue from wealth management

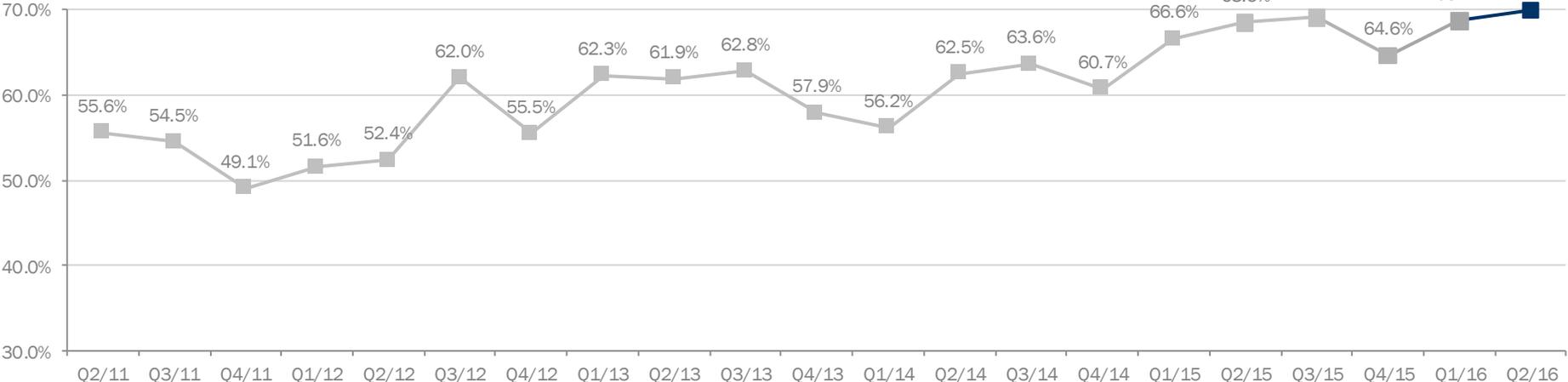
FEE-BASED REVENUE AS A PERCENTAGE OF WEALTH MANAGEMENT REVENUE – CANADA

Canaccord Genuity fiscal quarters



FEE-BASED REVENUE AS A PERCENTAGE OF WEALTH MANAGEMENT REVENUE – UK & CHANNEL ISLANDS

Canaccord Genuity fiscal quarters



Strong, diverse corporate board

Ten board members; eight independent directors



David Kassie
Executive Chairman
Co-founder of Genuity Capital Markets;
Former CEO of CIBC World Markets



Terry Lyons
Lead Independent Director
Past Chairman, Northgate Minerals Corp.



William Eeuwes
Independent Director
Former Senior Vice President and
Managing Director of Manulife Capital



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



Charles Bralver
Independent Director
Founding Partner and Vice Chairman of
Oliver, Wyman & Co.



Michael Harris
Independent Director
Past Premier of the Province of Ontario.
Senior Business Advisor



Massimo Carello
Independent Director
Past Chairman and CEO of Diners Club
UK Ltd. and Fiat UK Ltd.



Dennis Miller
Independent Director
General Partner at Spark Capital



Kalpana Desai
Independent Director
Former Head of Macquarie Capital Asia



Dipesh Shah
Independent Director
Director of Thames Water; JKX Oil & Gas Plc.
Former CEO of UK Atomic Energy Authority

Highly experienced board with diverse experience and backgrounds:

- Financial services, consulting, mining & minerals, oil & gas, energy, insurance, automotive, government, and media
- Board members from four countries offer diverse regional representation
- Full biographies available at www.canaccordgenuitygroup.com

Financial performance

Capital Metrics, Cost Containment, Quarterly Performance,
Annual Performance

Solid capital position

Well capitalized for continued investment in key priorities

- Fiscal Q2/16 dividend of \$0.05
 - Reviewed and approved by board each quarter
- Able to support increasing business activities and invest in opportunities to capture additional market share
- Strong, liquid balance sheet

(in C\$ millions, except for per share amounts)	Q1/16 (As at June 30, 2015)	Q2/16 (As at September 30, 2015)	% Change
Working capital	\$432.6	\$426.7	-1.4%
<i>Working capital per common share¹</i>	\$3.91	\$4.14	5.9%
Cash & cash equivalents	\$424.6	\$289.4	-31.8%
Shareholders' equity	\$1,128.0	\$1,128.0	nil
Preferred shares	\$205,641	\$205,641	
<i>Book value per common share¹</i>	\$8.34	\$8.38	0.4%
Common shares outstanding –diluted	110,644,689	110,069,022	-0.05%

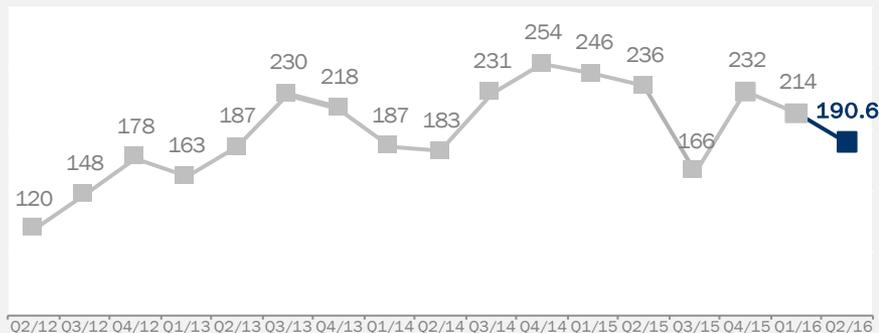
Note:

1. Based on diluted shares.

Q2/16 financial performance

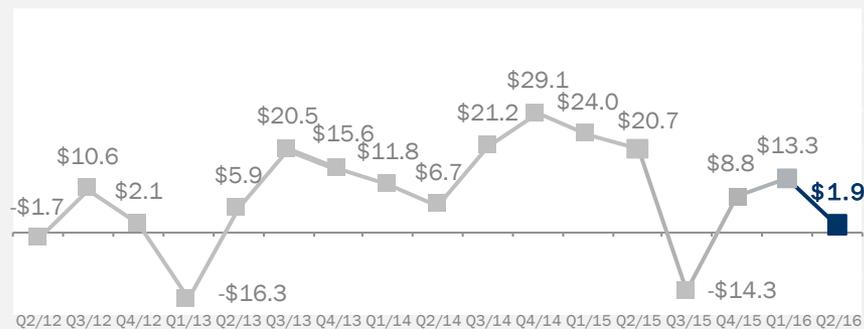
Revenue

(C\$ millions)



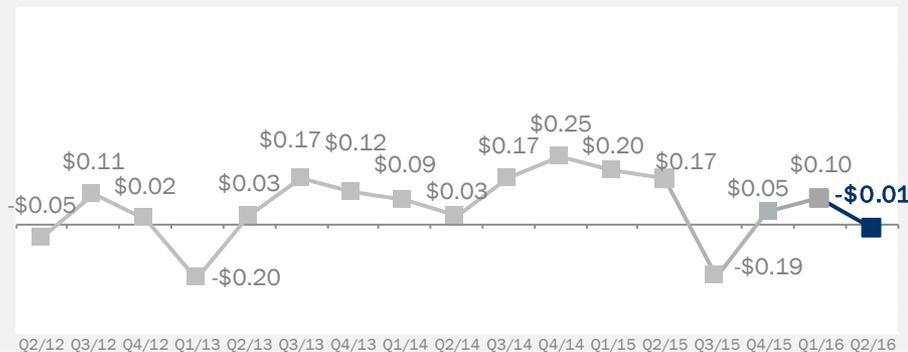
Net Income¹

(C\$ millions)



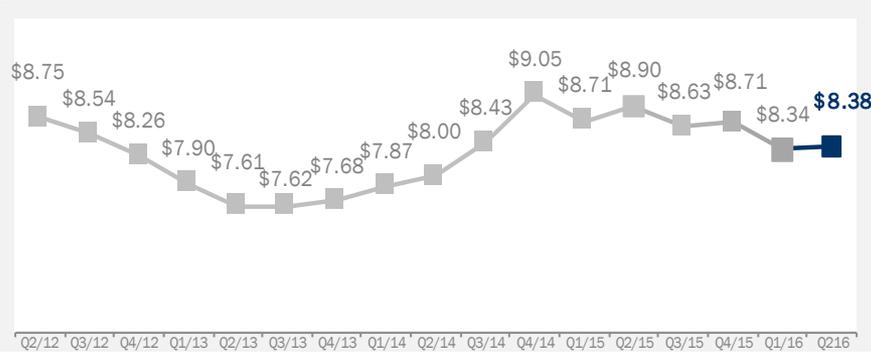
Diluted EPS¹

(C\$)



Book Value

per diluted share



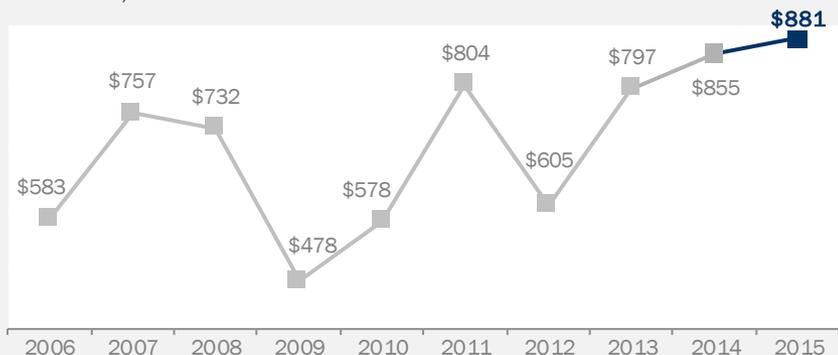
Note:

1. Excludes restructuring costs, amortization of intangible assets, impairment of goodwill and acquisition-related expense items. In Q2/16 these items included \$2.9 million of amortization in intangible assets. In Q1/16 these items included \$2.9 million of amortization of intangible assets. In Q4/15 these items included \$22.4 million in restructuring costs, \$10.0 million related to an impairment of goodwill, \$3.2 million in amortization of intangible assets, and \$5.2 million in development costs. In Q3/15 these items included \$3.3 million of amortization of intangible assets, and \$4.5 million related to an impairment of goodwill. In Q2/15 these items included \$3.9 of amortization of intangible assets. In Q1/15 these items included \$4.0 of amortization of intangible assets, and \$2.4 million of restructuring costs. In Q4/14 these items included \$4.0 million of amortization of intangible assets. In Q3/14 these items included \$3.6 million of amortization of intangible assets. In Q2/14 these items included \$5.5 million of restructuring costs and \$3.4 million of amortization of intangible assets. In Q1/14 these items include \$3.6 million of amortization of intangible assets. In Q4/13 these items include \$5.1 amortization of intangible assets, \$6.4 million of restructuring charges related to the Company's UK advisory practice and the integration of Eden Financial Ltd.'s wealth management business. In Q3/13 these items include \$6.3 million of restructuring costs, \$5.1 million of amortization of intangible assets, and \$0.4 million of acquisition-related costs. In Q2/13 these items include \$18.9 million of restructuring costs, \$5.0 million of amortization of intangible assets, and \$1.3 million of acquisition-related costs. In Q1/13 these expense items include \$5.4 million of amortization of intangible assets. In Q4/12 these \$41.2 million of costs include \$29.0 million of restructuring costs, \$10.4 million related to the acquisition of CSHP, and \$1.8 million of amortization of intangible assets. In Q3/12 these \$10.8 million of costs include \$6.3 million of restructuring costs, \$2.7 million related to the proposed acquisition of Collins Stewart Hawkpoint plc, and \$1.8 million of amortization of intangible assets. For previous quarters, please refer to Canaccord Genuity Group Inc.'s quarterly and annual MD&A and Financial Statements, available at www.canaccordgenuitygroup.com.

Fiscal 2015 financial performance

Revenue

(C\$ millions)



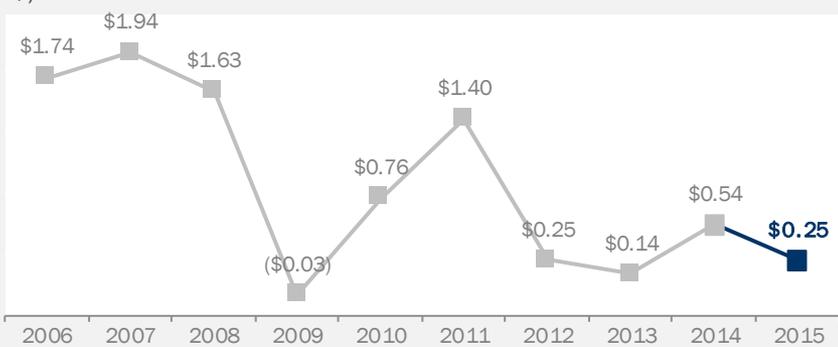
Net Income¹

(C\$ millions)

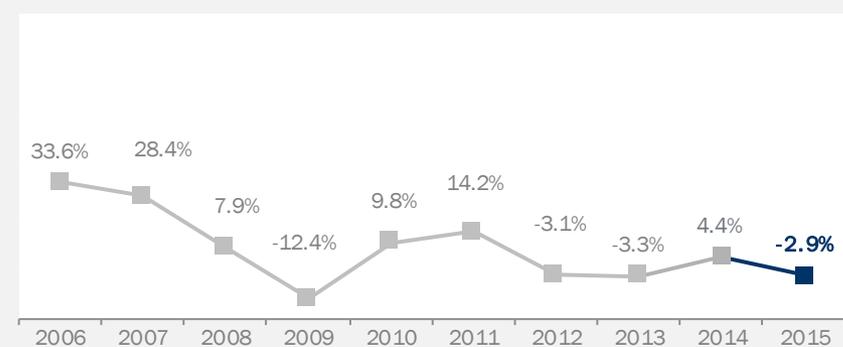


Diluted EPS¹

(C\$)



ROE



Note:

1. Excludes significant items. In fiscal 2015, excludes \$24.8 million in restructuring charges, \$14.4 million in amortization of intangible assets, \$14.5 related to an impairment of goodwill, and \$5.2 million in development costs. In fiscal 2014, excludes \$5.5 million of restructuring charges, \$14.6 million for the amortization of intangible assets. In fiscal 2013, excludes \$31.6 million of restructuring charges, \$20.6 million for the amortization of intangible assets and \$1.7 related to acquisition-related activities. In fiscal 2012, excludes \$35.2 million of restructuring charges, \$16.1 million related to acquisition-related activities and \$5.5 million for the amortization of intangible assets. In fiscal 2011, excludes \$11.0 million for acquisition-related costs and \$5.1 million for the amortization of intangible assets related to the acquisition of Genuity Capital Markets, and \$1.8 million costs incurred for the acquisition of The Balloch Group Limited. In 2010: Excludes \$5.0 million of Genuity acquisition-related costs. In 2009: Excludes ABCP fair value adjustment of \$6.7 million, \$2.7 million relief provision, \$2.6 million client relief program fair value adjustment, \$31.5 million impairment of goodwill and intangibles, and \$7.7 million of restructuring costs. In 2008: Excludes \$54.2 million for client relief program, \$12.8 million in ABCP fair value adjustment and \$4.0 million in restructuring costs. As required by the Canadian Accounting Standards Board (AcSB), the Company adopted International Financial Reporting Standards (IFRS) effective April 1, 2011. All financial information for fiscal 2011 has been restated for comparison purposes and presented in accordance with IFRS. As required by the Canadian Accounting Standards Board (AcSB), the Company adopted International Financial Reporting Standards (IFRS) effective April 1, 2011. All financial information provided for periods beginning fiscal 2012 is in accordance with IFRS, and comparative financial information for fiscal 2011 has been restated and presented in accordance with IFRS.

Appendices

Canaccord Genuity growth story, Peak earnings potential,
Canaccord Genuity – Financial snapshot, Wealth Management –
Financial snapshot, Seven key values, Management biographies

Canaccord Genuity growth story

Pre-eminent global investment dealer focused in the mid-market

Executing on corporate development objectives

- Built important scale in our US and UK operations
- Increased Canaccord Genuity's cross-border M&A and Advisory capabilities
- Expanded operations into the Asia-Pacific region
- Added strong, fee-based wealth management business in UK & Europe
- Strengthened competitive position in Canada

Well positioned to deliver global M&A capability

- Combination of Canaccord, Hawkpoint and Genuity left Canaccord Genuity uniquely positioned for cross-border M&A advisory

LEADING PLATFORM IN THE UK & EUROPE

- Offices in the UK, France, Ireland, Jersey, Guernsey, and the Isle of Man
- More than 600 employees in 7 locations
- Additional capability in Dubai, Tel Aviv, and India

GROWING ASIA-PACIFIC CAPABILITIES

- Offices in Australia, Singapore, Hong Kong, and China
- More than 100 employees in 5 locations
- Diversified sector expertise

SUCCESSFULLY ACQUIRED AND INTEGRATED SIX COMPANIES OVER SIX YEARS:

January 2006

Acquisition of
Adams Harkness
United States



April 2010

Acquisition of
Genuity Capital Markets
Canada



January 2011

Acquisition of
The Balloch Group
China



November 2011

Acquisition of a 50%
interest in **BGF Equities**
Australia/Hong Kong



March 2012

Acquisition of
Collins Stewart Hawkpoint
US/UK/Europe/Singapore



October 2012

Addition of **Eden Financial's**
wealth management business
UK



Canaccord Genuity Global Capital Markets: Financial snapshot

CANACCORD GENUITY: GLOBAL MEASURES			
Key Metrics (C\$, Excluding significant items - non-IFRS)	FY2015	Q1/16 ¹	Q2/16 ¹
Gross Revenue ¹	\$613.1 mil	\$145.0 mil	\$126.5 mil
Net Income (before intersegment allocations and income taxes)	\$56.2 mil	\$14.7 mil	\$3.7 mil
Net Income (after intersegment allocations before income taxes)	\$44.3 mil	\$10.7 mil	\$(0.5) mil
Deals led ²	85	27	26
Deals participated in ²	340	79	62
Non-resource sector transactions	86%	88%	94%

¹ Includes Australian wealth management revenue

² Combined equity offerings of \$1.5 MM and greater

Canaccord Genuity Wealth Management: Financial snapshot

CANADA¹ : WEALTH MANAGEMENT			
<i>Key Metrics (C\$, Excluding significant items – non IFRS)</i>	FY2015²	Q1/16²	Q2/16²
Gross Revenue	\$125.3 mil	\$30.9 mil	\$26.2 mil
Net Income (before intersegment allocations and income taxes)	\$10.4 mil	\$4.1 mil	\$3.5 mil
Net Income (loss) before taxes	\$(7.1) mil	\$(0.4) mil	\$(1.7) mil
Assets under Administration	\$10.7 bil	\$10.6 bil	\$9.5 bil
Number of Investment Advisory Teams (in Canada)	152	147	141

UK & EUROPE WEALTH MANAGEMENT			
<i>Key Metrics (C\$, Excluding significant items – non IFRS)</i>	FY2015	Q1/16	Q2/16
Gross Revenue	\$125.6 mil	\$34.4 mil	\$34.0 mil
Net Income (before intersegment allocations and income taxes)	\$25.8 mil	\$7.0 mil	\$6.6 mil
Net Income (loss) before taxes	\$21.6 mil	\$6.4 mil	\$6.0 mil
Assets under Management	\$21.8 bil	\$22.8 bil	\$22.9 bil
Number of Investment Professionals & Fund Managers	114	111	114

1 Includes revenue and net income from US wealth management operations

2 Due to reallocation in corporate reporting, no longer includes Australian wealth management

Seven values drive our business

Seven key values drive Canaccord Genuity employees and management in delivering results to our shareholders, clients and community. They support our unwavering commitment to building lasting client relationships, creating shareholder value and generating innovative ideas.

1. WE PUT OUR CLIENTS FIRST

We develop deep trust with our clients through detailed consultation, appropriate investment ideas and value-added services.

2. A GOOD REPUTATION IS OUR MOST-VALUED CURRENCY

Integrity and respect for client confidentiality are the basis of all our relationships.

3. IDEAS ARE THE ENGINE OF OUR BUSINESS

Our ability to generate original, quality ideas – for clients and for ourselves – positions us ahead of the global competition.

4. WE ARE AN ENTREPRENEURIAL, HARD-WORKING CULTURE

We believe that highly qualified, motivated professionals working together in an entrepreneurial environment result in superior client service and shareholder value.

5. WE STRIVE FOR CLIENT INTIMACY

The more detailed our understanding of our clients' needs and objectives, the better positioned we are to meet them.

6. WE ARE DEDICATED TO CREATING EXEMPLARY SHAREHOLDER VALUE

We are committed to aligning the interests of our people with fellow Canaccord Genuity shareholders through share ownership. We believe that ownership motivates the ideas and efforts that lead to shareholder value creation.

7. TO US THERE ARE NO FOREIGN MARKETS™

Our clients benefit from our truly global perspective. We deliver insightful, actionable ideas from both local and international markets through our continued pursuit and evaluation of global opportunities.

Executive biographies



David Kassie

Executive Chairman,
Canaccord Genuity Group Inc.

David Kassie serves as Executive Chairman of Canaccord Genuity Group Inc. He became Chairman and a director of Canaccord Genuity Group Inc. on the closing of the acquisition of Genuity Capital Markets, a Canadian investment bank, on April 23, 2010, and became Chairman on April 1, 2012. He was the Principal, Chairman and Chief Executive Officer of Genuity Capital Markets from 2004 until May 9, 2010, when the integration of the businesses of Genuity Capital Markets and Canaccord Financial Ltd., was completed under the name Canaccord Genuity. Before 2004, he was Chairman and Chief Executive Officer of CIBC World Markets and the Vice Chairman of CIBC.

Mr. Kassie has extensive experience as an advisor, underwriter and principal. He sits on a number of corporate boards. Mr. Kassie is actively involved in community and charitable organizations and is on the boards of the Ivey School of Business and the Toronto International Film Festival Group, and was formerly on the Board of the Hospital for Sick Children.

Mr. Kassie holds a B.Comm. (Honours) in Economics from McGill University, 1977 and an MBA from the University of Western Ontario, 1979.



Dan Daviau

President & Chief Executive Officer,
Canaccord Genuity Group Inc.

Dan Daviau was appointed President and Chief Executive Officer of Canaccord Genuity Group Inc. in October 2015.

Mr. Daviau served as CEO of Canaccord Genuity's North American Capital Markets business since February, 2015. From 2012 to 2015, he was President of the firm's US Capital Markets business, where he helped to structure the firm's investment banking, research, sales and trading operations in the region and improve cross-border capabilities. From 2010 to 2012, Mr. Daviau was Head of Investment Banking for Canaccord Genuity and was actively engaged in improving the firm's sector diversification capabilities and contributing to its global growth strategy.

Prior to the Canaccord/Genuity merger that was announced in 2010, Mr. Daviau was a Principal and Founder of Genuity Capital Markets, where he held a variety of senior roles since 2005. Prior to 2005, Mr. Daviau was Co-Head of Investment Banking at CIBC World Markets, a firm he joined in 1991. While at CIBC World Markets, Mr. Daviau also served as the Head of the Media and Telecommunications Group since 2000 and Head of the Technology Investment Banking Group in Canada since 1997.

Mr. Daviau is based in Toronto, Canada. He holds an MBA from York University, an LL.B. from Osgoode Hall/York University and a B.A. (Math and Statistics) from the University of Western Ontario.

Executive biographies



Jeffrey Barlow

President,
Canaccord Genuity Inc. (US)

Jeffrey G. Barlow, CFA, was appointed President of Canaccord Genuity Inc. (US) in October, 2015.

Mr. Barlow joined the firm in February 2007 and successfully expanded the firm's Life Sciences practice before becoming head of US Investment Banking in 2011. He has extensive experience advising clients in all aspects of financings, mergers and acquisitions and has completed more than 150 transactions during his career.

Prior to joining Canaccord Genuity, Mr. Barlow was a Managing Director and the Head of Healthcare Investment Banking at First Albany Corporation, where he was responsible for establishing and building the firm's healthcare practice. Mr. Barlow began his career at J.P. Morgan.

Mr. Barlow earned the Chartered Financial Analyst (CFA) designation and is a frequent speaker on industry topics. He received his B.A. from the University of New Hampshire and MBA with Beta Gamma Sigma distinction from the Leonard N. Stern School of Business at New York University.



Patrick (Pat) Burke

President, Capital Markets
Canaccord Genuity Corp. (Canada)

Patrick (Pat) Burke joined the firm as President of the capital markets division of Canaccord Genuity Corp. (Canada) in October, 2015 and brings more than 25 years of experience and extensive institutional relationships to his role.

Prior to joining Canaccord Genuity, Mr. Burke served as Global Head of Equity and Co-Head of Global Investment Banking for Scotiabank. In this role, he was responsible for oversight of equity sales, trading, research, prime brokerage, equity capital markets, equity derivatives and investment banking. Prior to joining Scotiabank, he was Managing Director and Head of Canadian Equities for Merrill Lynch, having held various roles of increasing responsibility since 2000. From 1990 to 2000, Mr. Burke worked in institutional equity and fixed income for Bank of Montreal.

Executive biographies



Alexis de Rosnay

Senior Executive VP and Global Head of Investment Banking,
Canaccord Genuity Group Inc.
Chief Executive Officer, Canaccord Genuity Limited (UK & Europe)

Alexis de Rosnay was appointed Senior Executive Vice President of Canaccord Genuity Group Inc. and Global Head of Investment Banking in October, 2015. He continues to serve as Chief Executive Officer of Canaccord Genuity Limited (UK & Europe), an appointment he has held since 2012, which includes overall responsibility for Canaccord Genuity Wealth Management operations in the region.

Mr. de Rosnay has significant experience in running international investment banking operations, most recently as Co-Head of UK Investment Banking at Lazard and Vice Chairman of Lazard International. Previously, he was Co-Head of Global Healthcare Investment Banking and Co-Head of Investment Banking in Europe and the Middle East at Lehman Brothers. Earlier in his career, he was Head of European Healthcare Investment Banking at JP Morgan, and spent four years at Rothschild Group in London and Paris.

Mr. de Rosnay holds a B.A. (Honors) in Economics from McGill University. He speaks English, French, Italian and Spanish.



David Esfandi

Chief Executive Officer,
Canaccord Genuity Wealth Management
(UK)

David Esfandi was appointed CEO of Canaccord Genuity Wealth Management (UK) in March 2014.

Prior to joining Canaccord Genuity Group, Mr. Esfandi served as a Managing Director at Ashcourt Rowan Asset Management, where he played a key role in restructuring the business and acquired a leading private client team from a large European bank. Previously, he spent 10 years at Deutsche Bank, where he served as Director of Proprietary Pan European Equity Investment and also played a key role in starting the Private Institutional Client business. Mr. Esfandi began his career at Goldman Sachs International as a financial analyst.

Mr. Esfandi holds an MA in Philosophy, Politics and Economics from the University of Oxford.

Executive biographies



Marcus Freeman

Chief Executive Officer
Canaccord Genuity (Asia-Pacific)

Marcus Freeman was appointed Chief Executive Officer of Canaccord Genuity Asia-Pacific in February, 2015.

Mr. Freeman co-founded BGF Equities in 2008 and following a 50% equity transaction with Canaccord Genuity Group, became the Managing Director and CEO of Canaccord Genuity Australia in 2011. Under his leadership, Canaccord Genuity's Australian operations has successfully increased market share through an expanded service offering and diversified sector coverage, to become a top-ranked independent investment bank in Australia. He is currently tasked with coordinating the firm's efforts in Australia, Singapore, Beijing and Hong Kong to facilitate a seamless approach to client coverage in the region.

With two decades of capital markets experience, Mr. Freeman completed his B. Com and was originally recruited to the graduate program of Price Waterhouse before relocating some years later to London where he worked at Sakura Bank (Foreign Exchange), Rabobank International (Foreign Exchange) and Deutsche Bank (Global Equities). He returned to Australia in 2000 to work in Bell Potter's equities business for approximately eight years, where he built significant institutional and investment banking relationships before founding BGF Equities in 2008.



Dvai Ghose

Global Head of Equity Research

Dvai Ghose was appointed Global Head of Equity Research at Canaccord Genuity in February, 2015.

Previously, Mr. Ghose served as the firm's Head of Canadian Equity Research and Telecommunications, Cable and Media Research Analyst. Prior to joining Canaccord Genuity, Mr. Ghose served in the same capacity at Genuity Capital Markets. From 1999 to 2006, he was the equity analyst covering Telecom and Cable Services at CIBC World Markets and at HSBC Securities from 1996 to 1999.

Mr. Ghose has consistently been ranked as an All-Star Canadian Telecom and Cable Services Analyst by Brendan Wood International for the last three years. He has also been ranked the number one equity analyst for stock picking and EPS estimate accuracy in the Telecommunications sector in North America by Starmine and Forbes Magazine.

Dvai received a Bachelor and a Masters of Arts degree from the University of Oxford.

Executive biographies



Brad Kotush

Chief Financial Officer and
Chief Risk Officer,
Canaccord Genuity Group Inc.

Brad Kotush has served as Executive Vice President and Chief Financial Officer of Canaccord Genuity Group Inc., since 2006. In October, 2015 he accepted the additional role of Chief Risk Officer.

Mr. Kotush provides financial leadership to align the business and finance strategies of the firm and has played a vital role in the global development of Canaccord Genuity Group Inc. In addition to managing capital and conduct risk across our global operations, he is responsible for financial reporting and analysis, tax and internal audit.

Having gained previous experience at KPMG and as Chief Financial Officer of a Canadian investment dealer, Mr. Kotush joined the firm in 1998 and has held various roles of strategic importance across Canaccord Genuity Group's global operations. Beginning as Vice President of Special Projects with Canaccord Genuity's Canadian operations and later serving as CFO and Corporate Secretary for Canaccord Genuity Limited (UK) and Chief Information Officer and SVP Finance for Canaccord Genuity Corp. (Canada).

Mr. Kotush received a Bachelor of Arts from the University of British Columbia and is a Chartered Professional Accountant.



Stuart Raftus

Chief Administrative Officer,
Canaccord Genuity Group Inc. and
President, Canaccord Genuity Wealth Management (Canada)

Stuart Raftus was appointed Chief Administration Officer of Canaccord Genuity Group Inc. in October, 2015, which comprises oversight of the firm's global operations, information technology, human resources and marketing. He continues to serve as President of Canaccord Genuity Wealth Management in Canada, an appointment he has held since January 2014.

Mr. Raftus has three decades of experience in the securities industry in Canada and the United States, with a strong track record of implementing sound business strategies and driving operational success. Most recently, Mr. Raftus successfully realigned Canaccord Genuity's Canadian wealth management operations.

Prior to joining Canaccord Genuity Group Inc., Mr. Raftus held various executive leadership and operations roles, including CEO of Seamark Asset Management and Managing Director and Head of Wealth Management and US Distribution for CIBC Oppenheimer. As President and COO of Blackmont Capital, he led the strategic repositioning of the firm's wealth management business. Mr. Raftus spent 16 years with Merrill Lynch Canada/Midland Walwyn, where he held increasingly senior roles, including SVP Wealth Management in Canada and the US.

Executive biographies



Mark Whaling was appointed Global Head of Sales and Trading in October, 2015 and is responsible for oversight of institutional sales and trading, fixed income and all other non-equity sales and trading operations.

From 2012 to 2015, Mr. Whaling served as head of Global Equity Sales and Trading from 2012. Mark joined Collins Stewart (acquired by Canaccord Genuity in March 2012) in 2008 as Head of US Equity Research and Sales and was promoted to Head of Equities in September 2010. In March of 2011, Mark was promoted to President of Collins Stewart LLC and Head of US Securities.

Prior to joining Collins Stewart, Mr. Whaling spent five years as a Managing Director of Institutional Equity Sales and Director of Product Development at FTN Financial. He also worked at Bank of America and ABN AMRO.

Mr. Whaling holds a BA in history from Princeton University.

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