

Fiscal Third Quarter 2017

INVESTOR PRESENTATION | February 2017



UK US
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Caution Regarding Forward Looking Statements

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

Non-IFRS measures

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

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

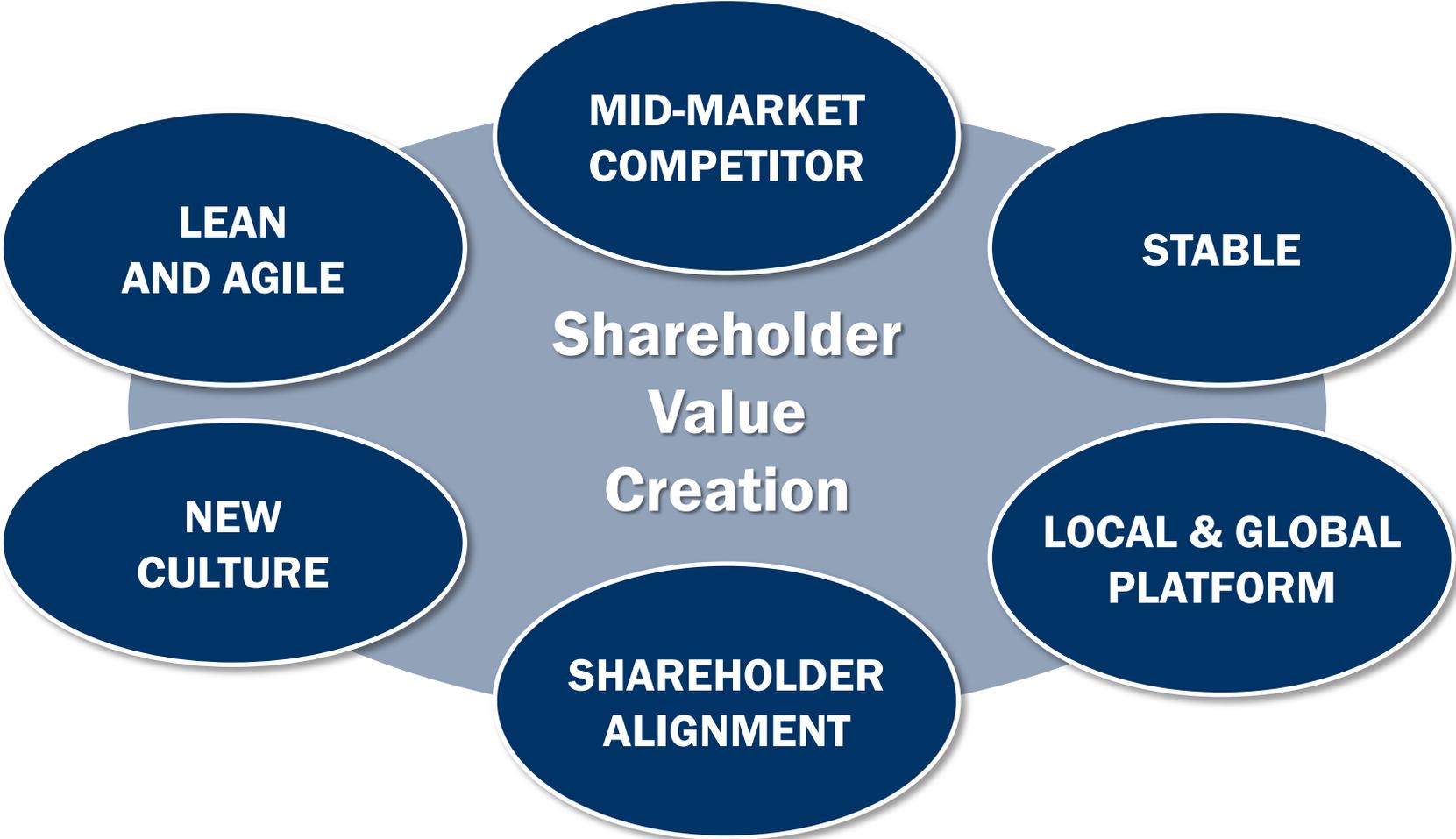
Assets under administration (AUA) and assets under management (AUM) are non-IFRS measures of client assets that are common to the wealth management business. AUA – Canada, AUM – Australia or AUM – UK and Europe is the market value of client assets managed and administered by Canaccord Genuity from which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

Financial statement items that exclude significant items are non-IFRS measures. Significant items for these purposes are defined as including restructuring costs, amortization of intangible assets acquired in connection with a business combination, impairment of goodwill, and acquisition-related expense items, which include costs recognized in relation to both prospective and completed acquisitions as well as gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations.

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.

Our Vision for Canaccord Genuity Remains Consistent

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



Fiscal Third Quarter 2017 Highlights

Delivering on our commitments

Create Stability

Diversify Revenue Streams

- Q3 principal trading revenues increased 66.2% y/y
- Increasing scale and asset growth in Canadian and UK & Europe wealth management businesses, \$36.1 billion total assets under management

Pursuing Organic and Inorganic Growth for Global Wealth Management Operations

- Recurring revenue from fee-based assets offsets inherent volatility of capital markets business
- Actively recruiting advisors to increase AUA
- Additional scale will enhance profitability and efficiency
- Independent platform becoming increasingly attractive to established advisors
- Improving collaboration between wealth management and capital markets operations driving referrals and new revenue opportunities
- Leverage success of brand in Australia to grow regional wealth management footprint

Expense Management

Fiscal 2017 YTD Operating Expenses¹ Reduced by 6.4% Year-over-year

- Q3 operating expenses of \$93.4 million, down 5.2% y/y
- On track to deliver \$30 million annualized savings
- Firm wide G&A expense for Q3 reduced by 9.6% y/y
- Continue to examine operating efficiencies across front & back office operations
- Anticipating modest and non-recurring charges related to advisor recruiting and acquisition strategy for wealth management operations

1. Excluding significant items and incentive compensation

Drive Performance

Increase Net Income Focus in All Business Units

- Lean, focused platform where all businesses and geographies are able to contribute
- Recruiting top quality teams to increase market share in capital markets and wealth management
- Improving collaboration between Capital Markets and Wealth Management businesses
- Invested in Natural Resources capability through the cycle and well positioned to meet growing demand

Enhance Operating Efficiency

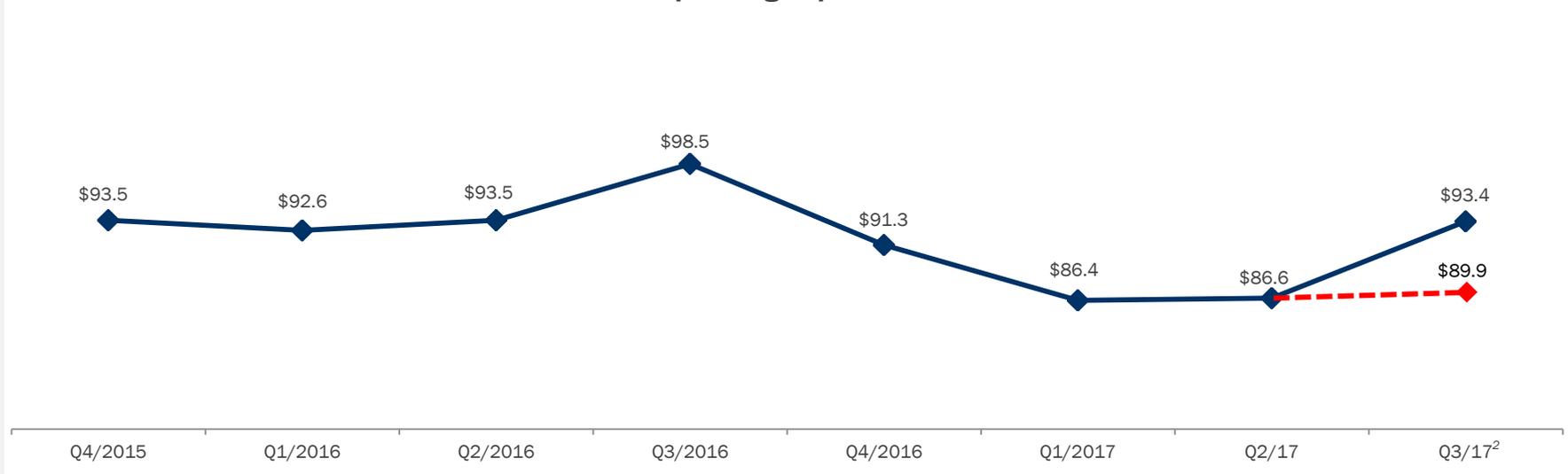
Strong focus on cost containment

On Track To Permanently Reduce Certain Operating Costs

- Year-to-date total operating expenses¹ reduced by 6.7% year-over-year to \$265 million
- Annualized y/y savings of \$12.2 million in G&A, communications, technology and trading costs
- Net headcount reduction of 140 since Q3/16 restructuring announcement
- Reducing Toronto office space footprint will deliver annual savings of \$1 million after fiscal 2017
- Operating efficiencies in Canadian wealth management to improve as scale increases
- Additional G&A savings anticipated as measures take effect through F2017 and F2018

(C\$ Thousands)

Operating Expenses¹



Notes: Savings, costs and reductions during fiscal 2017 reflect management's estimates. Actual results may be different.

1. Operating expenses exclude significant items and incentive compensation

2. Operating expenses for Q3/17 include non-recurring charges associated with the transition of new Investment Advisors onto the company's wealth management platform in Canada, in addition to the rationalization of office space in Toronto

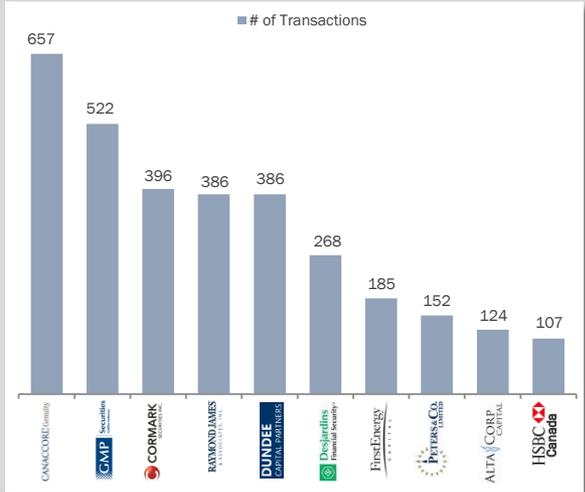
Drive Business Unit Performance in Canada

Continue to establish Canaccord Genuity as the dominant independent Canadian investment bank

<h3>Investment Banking</h3>	<ul style="list-style-type: none"> • Top Canadian underwriter by number of transactions over last 5 fiscal years¹ • Leading independent investment dealer for IPOs over past 5 fiscal years • Established leadership in fast growing Cannabis sector • Realigned our natural resource focus and leadership (Energy and Mining) • Sole independent with a dedicated global M&A practice • Successfully recruiting into our strategic sectors
<h3>Sales & Trading</h3>	<ul style="list-style-type: none"> • Top independent trader² • Expanding ETF institutional client coverage, developing custom products to meet demand • Trading with several new domestic and cross-border clients • New product focus to deliver growth with modest investment: ETFs, F/X, Stock Loan/Borrow • Increasing global product placement into Canada
<h3>Research</h3>	<ul style="list-style-type: none"> • Highest rated independent equity research, covering more stocks than other independents • 7 ranked analysts in the Thomson Reuters 2016 Analyst Awards • Improved global collaboration • Focusing resources along key verticals
<h3>Other</h3>	<ul style="list-style-type: none"> • Sole Canadian independent with full, localized operations in UK & Europe, US, and Asia Pacific to support distribution outside Canada • Improving systems to provide more discipline around account coverage • Increased marketing activity with key clients in Metals & Mining Sector



Leading Independent Investment Bank in Canada



1. Transactions over \$1.5 million, excludes converts, prefs, full credit league table
 2. Block trades, April 2015 to December 2016

(Source: FP Infomart, January 1, 2012 to December 31, 2016)

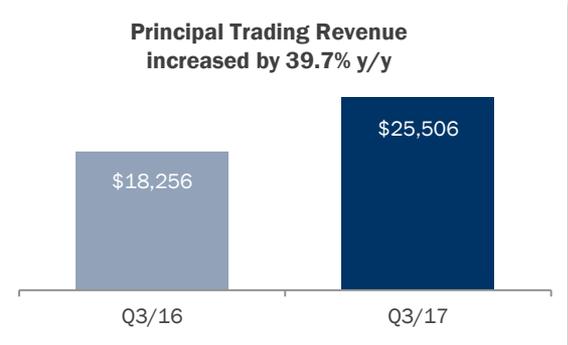
Drive Business Unit Performance in the US

Strategically strengthening our US operations to enhance our global platform

<h3>Investment Banking</h3>	<ul style="list-style-type: none"> Strengthened core teams and sector coverage to align with global efforts Benefiting from investments made last year in Industrials, HCIT, and REITs, teams delivering consistent contributions Recent hires to lead coverage in Healthcare Services and HCIT, Technology and Consumer & Retail to reinvigorate Healthy Living™ practice Debt, Restructuring and Financial Sponsors coverage capability expanding opportunities for increasing fee pool ECM activity increasing with renewed focus on book-running mandates
<h3>Sales & Trading</h3>	<ul style="list-style-type: none"> Principal trading operation on track to deliver record fiscal year performance Expanding trading-related businesses (Options, risk arbitrage, fixed income, electronic and equity trading driven accounts) Cross selling remains a focus, increased international flow with Canada and UK desks, improving cross-desk flows in US
<h3>International Trading</h3>	<ul style="list-style-type: none"> Healthy flows despite lower volatility Excellent traction in growing US/Canada dual listed flows Further growth due to prior investments in systems, sales, cross-border solutions, and new accounts
<h3>Equity Research</h3>	<ul style="list-style-type: none"> Enhancing cross-border marketing of research and corporate access Seeing benefits from research coverage expansion, aligned with core sector focus Expanded Quest® Data Solutions offering with the addition of Insight
<h3>Other</h3>	<ul style="list-style-type: none"> Fiscal YTD General & Administrative costs decreased by 18.4% Lowered costs and improved returns on our marketing spend



Increasing Diversity of Revenue Streams



Drive Business Unit Performance in the UK, Europe & Dubai

A leaner, more focused mid-market securities and investment banking business

Investment Banking

- Activity levels improving as businesses begin to move forward in light of Brexit-related developments
- Growth in retained corporate client base with a number of new wins during the quarter
- Advisory activity steadily improving, with good visibility on near term activity
- Additional contributions from Dubai operation
- Differentiated global offering provides competitive advantage post UK referendum result

Investment Companies Team

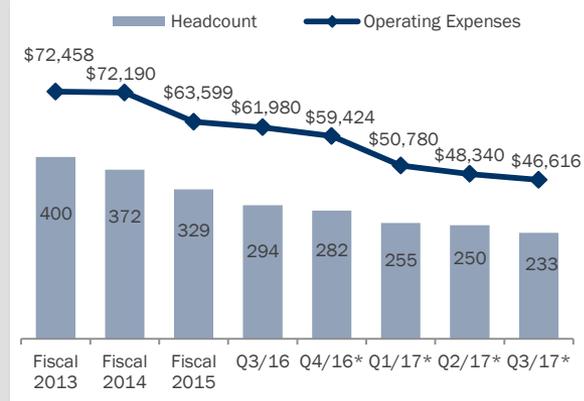
- Established reputation in the UK market
- Stable revenue, profitable contributor
- Corporate broking team secured 10 new mandates during Q3/17

Sales & Trading

- Strong quarterly performance from Principal Trading business
- Launched dedicated UK International Desk to drive revenues from regional sales and trading teams
- Improved alignment with Global Equity Research
- Improved systems to provide more discipline around account coverage
- Moderate growth in a declining environment

Equity Research

- Positioning in advance of MiFID II
- Expanded Quest® Data Solutions offering with the addition of Insight



Notes:
 – Headcount is at end of period
 – Operating Expenses exclude significant items and incentive compensation
 – Quarterly operating expenses are annualized over 12 months
 *Operating Expense calculations for Q4/16, Q1/17, Q2/17 and Q3/17 have been reclassified to include results from Dubai operations

Drive Business Unit Performance in Australia

Strong mid-market competitor in the region

<h3>Investment Banking</h3>	<ul style="list-style-type: none"> • Diversified business covering core sectors • YTD Investment banking revenue increased 125% y/y • Metals & Mining capability delivering results in resource sector turnaround • Strengthened mid-market Energy practice in Australia • Improved visibility on execution of large pipeline in Australia
<h3>Sales & Trading</h3>	<ul style="list-style-type: none"> • Institutional sales team integrated across Hong Kong and Australia • Opportunity to increase cross-border trading to Australian-based global equity managers
<h3>Equity Research</h3>	<ul style="list-style-type: none"> • Leveraging global research to expand coverage across region • Introducing Quest® to increase client service levels and drive differentiation • Highly ranked research team of 12 analysts expected to grow coverage from 90 companies to more than 150
<h3>Other</h3>	<ul style="list-style-type: none"> • Opportunities to expand wealth management offering in the region • Strategic streamlining of Asia business to optimize resources in the region • Australia becoming increasingly important to global franchise, now reported separately in financial disclosures



A Leading Independent Investment Dealer

	Broker	Split Proceeds
1	Bell Financial Group Ltd	999.1
2	Morgans Financial Ltd	978.9
3	Canaccord Genuity	670.6
4	Taylor Collison Ltd	584.5
5	Hartleys Ltd	300.1
6	Patersons Securities Ltd	291.2
7	Ord Minnett Ltd	284.1
8	Moelis & Co	251.0
9	Euroz Securities Ltd	241.2
10	Petra Capital Pty Ltd	149.3

Completed Equity & Equity Related Offerings (IPO, Rights Issue, Placement)
 1 Jan. 2016 – 31 Dec. 2016
 Source: ThompsonReuters

\$60 Million Investment to Fund Growth in Canadian Wealth Management

Well positioned to become leading independent in Canada

The Offering

\$60 million private placement of convertible unsecured debentures of Canaccord Genuity Group Inc.

- Significant investment from one of Canada's leading financial institutions
- Closed October 27, 2016

Prudent growth capital for the Company that strengthens relationship with major long-term investor

- Debentures will bear interest at a rate of 6.50% per annum, payable semi-annually on the last day of June and December each year commencing December 31, 2016 with a maturity date of December 31, 2021
- Convertible at the holder's option into the Company's common shares at a conversion price of \$6.50 per share
- Debentures mature on December 31, 2021 and may be redeemed by the company, in certain circumstances on or after December 31, 2019

Provides capital flexibility to grow Canadian Wealth Management business

Strategic Rationale

Unique and immediate opportunity to increase assets under management

- Growing our wealth management businesses is consistent with our overall strategy
- Recent hires and highly likely recruiting opportunities represent new assets of approximately \$2.5 billion in Canada
- By increasing scale, we can enhance profitability & efficiency in our businesses

Our leading independent platform has become increasingly attractive to established advisors

- Banks have been aggressively modifying their wealth management business models, which has resulted in advisor terminations and numerous disenfranchised advisors

A prudent and efficient way to increase assets under management

- Recent acquisitions in the industry have been valued in the range of 1.5% to 2.5% of assets
- Selective hires eliminate risk of acquiring underperforming assets
- Avoids significant cost restructuring compared to an acquisition

Seamless integration and accretive to earnings after initial transition costs

- Recent investments in improving our infrastructure means that new advisors, assets and revenues can be absorbed with minimal to moderate recurring costs related to real estate, support staff and management

Enhances earnings stability

- Recurring revenue helps to offset the inherent volatility of capital markets business
- Potential to drive incremental growth in our capital markets revenue

Supports our integrated capital markets business

- Cross-selling
- Franchise becoming increasingly relevant

Drive Business Unit Performance in Canadian Wealth Management

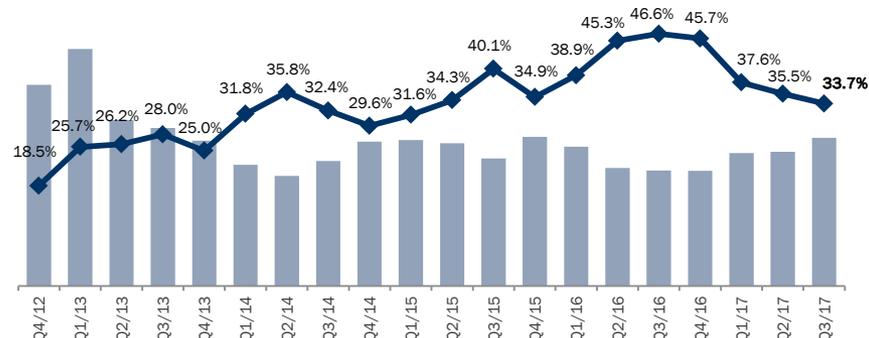
Opportunistic approach to emerging industry opportunities

Client Assets – (C\$ billions)

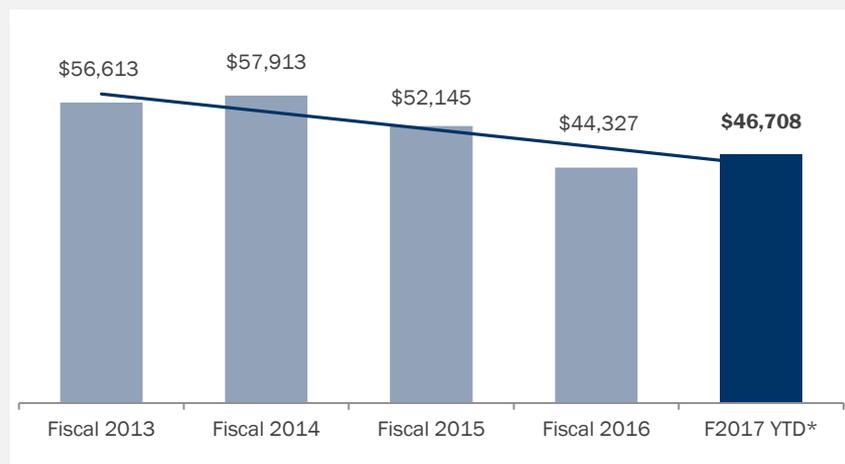


Fee-based Revenue as a Percentage of Wealth Management Revenue

Canada - Canaccord Genuity fiscal quarters



Operating Expenses¹



¹ Operating expenses exclude significant items and incentive compensation
 * Operating expenses for Fiscal 2017 have been annualized over 12 months and include additional fees related to the transition of new investment advisors on to the Company's platform which are non-recurring in nature

On Track to Become The Leading Independent Canadian Wealth Management Business

Fee-based revenue as a % of total revenue during fiscal Q3/17: **33.7%**

- A key distribution channel for capital markets transactions
- Fee-based assets growing, percentage of total revenue reduced by recent increase in transactional revenue
- Increased assets due to improved transaction activity and market gains
- Technology, product and service offerings are well positioned for recruiting opportunities
- Asset growth, recruiting and cost management key to achieving profitability in fiscal 2017
- Strong progress on recruiting, attracting leading advisory teams, new assets in excess of \$1.5 billion recently added to platform

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

- Over \$200 million AUM in in-house proprietary asset management and ETF products
- New ICP mandates have been introduced

Continue to Drive Results in UK & Europe Wealth Management

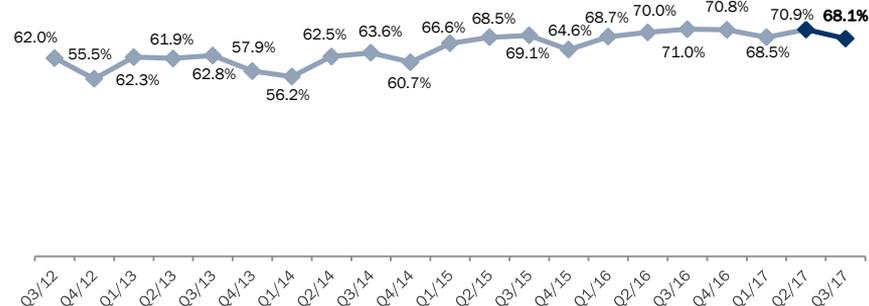
Important asset with significant value creation opportunities

Client Assets – (C\$ billions)¹



Fee-based Revenue as a Percentage of Wealth Management Revenue

UK & Europe- Canaccord Genuity fiscal quarters



UK & Europe

- Fully integrated wealth management business targeted at affluent private investors, either directly or through financial intermediaries
- Operational and technological infrastructure driving growth and cost efficiencies
- Actively reviewing strategic expansion opportunities through priority advisor targeting and selective acquisition opportunities
- Expert to incur moderate, non-recurring costs associated with acquisition efforts
- Well positioned to grow if others falter post EU referendum result
- Award winning portfolio management, asset management, stockbroking and wealth planning (Shares Award – Best Wealth Manager; CityWealth IFC Awards 2017 – Best Wealth Manager - Isle of Man)

Significant Contributor of Recurring, Fee-based Revenue

Fee-based revenue as a % of total revenue during fiscal Q3/17: **68.1%**

- Key strategic asset for the firm
- Net inflows steadily improving
- Strong organic growth rates now being evidenced Q/Q
- Further organic growth potential from domestic intermediaries and international fund management companies (a growing source of revenues)
- Bolstered sales leadership with multiple recruits from major competitors
- Successfully launched the CGWM Global Equity Fund, powered by Quest®
- In-house investment funds above C\$1 billion

¹ 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

Stability

Significantly reduce volatility in our earnings model

Focused Diversification Strategy

- Global platform provides opportunities to benefit from activity in all our geographies
- Sales & Trading desks coordinated across geographies
- Harnessing opportunities to drive incremental revenue growth

M&A, Advisory and Restructuring Practice

- Well positioned to continue benefiting from domestic and cross-border activity
- Highly experienced and respected M&A teams covering the globe
- F2017 YTD advisory revenue contributed to 42% of total investment banking revenue
- Growing contribution from Debt Finance & Restructuring business

Invest Strategically in Our Wealth Management Platforms

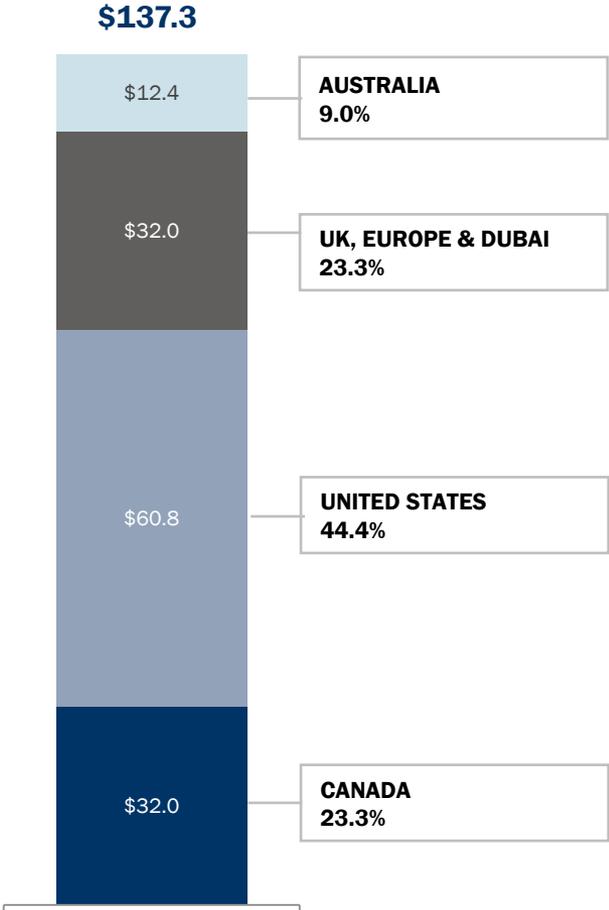
- Excellent recruiting environment driving AUA growth in Canadian wealth management
- Harness additional opportunities for organic and inorganic growth in Canada, UK & Europe and Australia
- Pursue opportunities to improve scale in all wealth management operations

Invest in Growing Asset Management Business

- In-house manufacturing (GPS Optimized Portfolios)
- Investment in expanding ETF Capabilities
- Assets in UK investment funds continue to rise
- Australian business increasing distribution to regional IFA market

Fiscal Third Quarter 2017 Capital Markets Revenue Breakdown

C\$ Millions

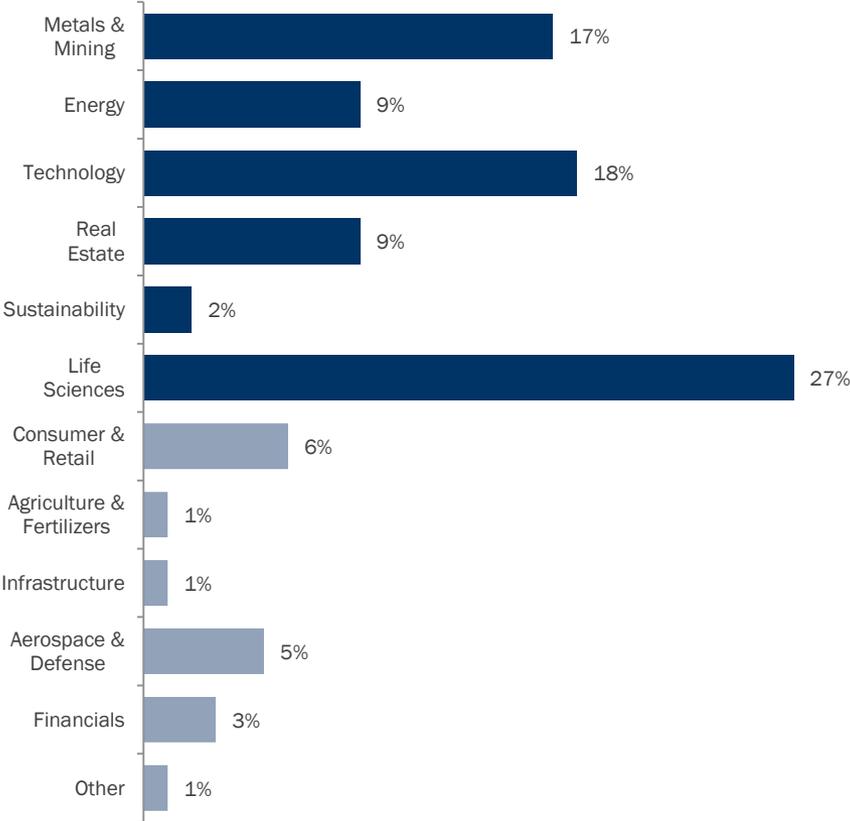


Stability

Global alignment across core focus sectors is a key differentiator

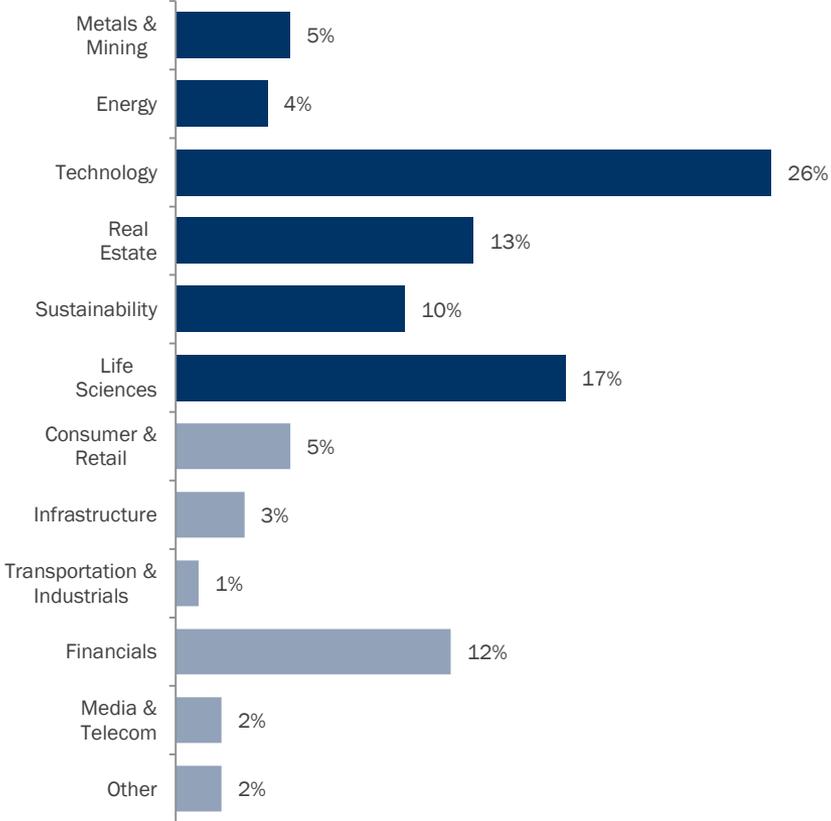
Q3/17

% of Investment Banking Revenue



Fiscal 2016

% of Investment Banking Revenue



Global sectors Regional sectors

Global sectors Regional sectors

Alignment with Shareholders

Equity participation by Executives, Employees and Board of Directors

Compensation Linked to Successful Delivery of Strategic Objectives

President & CEO Compensated Primarily in Common Shares

- Surrendered full amount of F2016 stock award in connection with CEO appointment
- Share-based compensation now governed by Long Term Incentive Program (LTIP)
- Total equity interest post private placement of ~3%¹

Net Income Focus

- Senior leaders have increased relationship with net income

High Employee Ownership Supports Partnership Culture

40% Employee Ownership²

Private Placement Closed in July, 2016

- Program designed to increase long-term share ownership by senior business leaders
- Aligning employees and senior business leaders with shareholders is a key priority for the organization

Long Term Incentive Plan (LTIP)

- Deferred compensation for Senior Executives and top CG producers awarded in the form of restricted share units
- Typically vest over three years

Employee Share Purchase Plan (ESPP)

- Match employee share purchases on 1:1 basis

Board of Directors

- Executive Chairman holds total equity interest of 3.75%¹
- Board-related costs reduced through a number of measures, in alignment with overall cost containment initiatives

1. Common shares plus RSUs

2. Fully diluted common shares; management estimate

A Strong Culture to Drive our Success

We must perform to our full potential in any market

1	We are Partners	How we interact with each other is critical to our culture. As a global investment bank, we differentiate ourselves every day by providing a truly global perspective, which by its very nature is a product of extensive collaboration and cooperation across borders and business units. As partners, we share good ideas and best practices; provide introductions and assistance and treat each other with dignity and respect.
2	We are Entrepreneurial	We are not a large bank and must strive to be a flat organization, by eliminating bureaucratic thinking and fostering innovation. We are fortunate to be nimble in our ability to recognize new opportunities and to take calculated risks, as we aggressively pursue our clients' interests.
3	We are Collegial	We want to be the company where people feel empowered to satisfy their client's expectations with the help of all of their partners. We support our international colleagues to do their best work, by encouraging an environment that is friendly, collaborative and open.
4	We Work Hard	As a mid-market investment bank, we do not have many of the advantages (or disadvantages) of our larger competition. We work harder and smarter, preparing more for every client meeting, harnessing opportunities to build our expertise and skills and we always make the extra effort to create successful outcomes for our clients and our business.
5	We Operate with Integrity	From the types of clients we represent to the quality of our research and the people we hire, we must always operate with strength of character and integrity. We always strive to act ethically and honestly.
6	We are Earnings Focused	Many of us are shareholders and we know that the end result of all our efforts must be in a sustainably stronger share price. Achieving this is a function of higher revenue and importantly, lower costs. We all need to make smart decisions about how we use valuable resources and how we can improve efficiencies across our business.

Connect People to Performance

- Stronger global and back/front office coordination
- Focus on profitability, not just revenue

Improve Global Policies

- Global trading policy reduces ambiguity and puts clients first
- Compensation structure encourages collaboration

Capitalize on Our Differentiators

- Independence provides a level of agility that helps us stay competitive and exceed clients' expectations

Examine Global Brand Strategy

- Ensure corporate identity resonates with clients, employees and shareholders

Financial Performance

Capital Metrics, Quarterly Performance, Annual Performance
Canaccord Genuity – Financial snapshot
Wealth Management – Financial snapshot

Solid Capital Position

Well capitalized for continued investment in key priorities

- Able to support increasing business activities and invest in opportunities to capture additional market share
- Strong, liquid balance sheet
- Prepared for evolving regulatory environment
- Closed \$60 million private placement in October, 2016

(In C\$ millions, except for per share amounts and number of shares)	Q2/17 (As at September 30, 2016)	Q3/17 (As at December 31, 2016)	% Change
Working Capital	\$385.3	\$455.9	18.3%
Working Capital Per Common Share¹	\$3.34	\$3.67	9.9%
Cash & Cash Equivalents	\$317.5	\$470.2	48.1%
Shareholders' Equity	\$727.9	\$735.6	1.1%
Preferred Shares	\$205.6	\$205.6	--
Book Value Per Common Share¹	\$4.70	\$4.85	3.2%
Common Shares Outstanding – Diluted	115,222,000	124,346,000	7.9%

1. Based on diluted shares outstanding
n.m.: not meaningful

Canaccord Genuity Group Inc.: Financial Snapshot

CANACCORD GENUITY GROUP INC.: GLOBAL MEASURES

Key Metrics	F2014	F2015	F2016	Q3/16	Q3/17
Gross Revenue	\$855,244	\$880,763	\$787,805	\$181,837	\$208,108
Total Expenses¹	\$770,587	\$827,458	\$793,862¹	\$204,249 ¹	\$200,294¹
Incentive Compensation	\$413,289	\$455,480	\$417,876	\$ 105,774	\$106,941
Operating Expenses	\$357,298	\$371,978	\$375,986	\$98,475	\$93,353
Income Before Income Taxes¹	\$84,657	\$53,305	(\$6,057)	(\$22,412)	\$7,814
Net Income (Loss)¹	\$68,846	\$39,330	(\$5,995)	(\$19,144)	\$6,309
Compensation Ratio	59.0%	61.5%	64.8%	71.1%	61.5%
Total Expenses as % of Revenue¹	90.1%	93.9%	100.8%	112.3%	96.2%
Diluted Earnings (Loss) Per Common Share¹	\$0.54	\$0.25	(\$0.21)	(\$0.25)	\$0.03

1. Excludes significant items(Non-IFRS and non-GAAP) which include restructuring costs, impairment of goodwill and other assets, amortization of intangible assets acquired in connection with a business combination and acquisition related expense items, as well as gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations. Refer to non-IFRS measures in the MD&A

Canaccord Genuity Global Capital Markets: Financial Snapshot

CANACCORD GENUITY: GLOBAL MEASURES

Key Metrics (C\$, Excluding Significant Items - Non-IFRS)	FY2016	Q3/16 ¹	Q2/17 ¹	Q3/17 ¹
Gross Revenue ^{1,2}	\$525.4 mil	\$120.9	\$127.0 mil	\$137.3 mil
Income (Loss) (before intersegment allocations and income taxes)	\$6.9 mil	(\$14.7) mil	\$1.2 mil	\$10.8 mil
Income (Loss) (after intersegment allocations before income taxes)	(\$10.2) mil	(\$18.6) mil	(\$3.2) mil	\$5.8 mil
Deals Led ³	66	13	26	24
Deals Participated In ³	157	47	78	84
Non-resource Sector Transactions	89%	92%	67%	74%

1. Includes Australian wealth management revenue

2. Commencing in Q3/17, the operating results of our Australian operations are disclosed separately as Canaccord Genuity – Australia, and the operating results of Canaccord Genuity (Dubai) are included as Canaccord Genuity UK, Europe & Dubai. In previous quarters, the operating results have been reported as Other Foreign Locations. Comparatives for all prior periods have been reclassified.

3. Combined equity offerings of \$1.5 MM and greater

Canaccord Genuity Wealth Management: Financial Snapshot

Canada ¹ : Wealth Management				
Key Metrics (C\$, Excluding Significant Items) ²	FY2016	Q3/16	Q2/17	Q3/17
Gross Revenue	\$108.2M	\$25.6M	\$29.7	\$32.8
Income (Loss) (before intersegment allocations and income taxes)	\$12.2M	\$2.2M	\$4.5M	\$3.9M
Income (Loss) (after intersegment allocations and before income taxes)	(\$7.5)M	(\$2.4)M	\$0.6M	(\$0.5)M
Assets under Administration	\$9.2B	\$9.0B	\$10.3B	\$12.0B
Number of Investment Advisory Teams (in Canada)	139	140	139	139

UK & Europe: Wealth Management				
Key Metrics (C\$, Excluding Significant Items) ²	FY2016	Q3/16	Q2/17	Q3/17
Gross Revenue	\$138.4M	\$35.0M	\$34.0M	\$34.5M
Income (Loss) (before intersegment allocations and income taxes)	\$26.1M	\$7.1M	\$7.9M	\$8.4M
Income (Loss) (after intersegment allocations and before income taxes)	\$23.9M	\$6.5M	\$7.6M	\$8.1M
Assets under Management	\$22.8B/£12.2B	\$24.5B/£11.9B	\$23.2B/£13.6B	\$23.4B/£14.1B
Number of Investment Professionals & Fund Managers	118	117	118	115

1. Includes revenue and net income from US wealth management operations

2. Excludes significant items (Non-IFRS and non-GAAP) which include restructuring costs, impairment of goodwill and other assets, amortization of intangible assets acquired in connection with a business combination and acquisition related expense items, as well as gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations. Refer to non-IFRS measures in the MD&A

Q3/17 Financial Performance

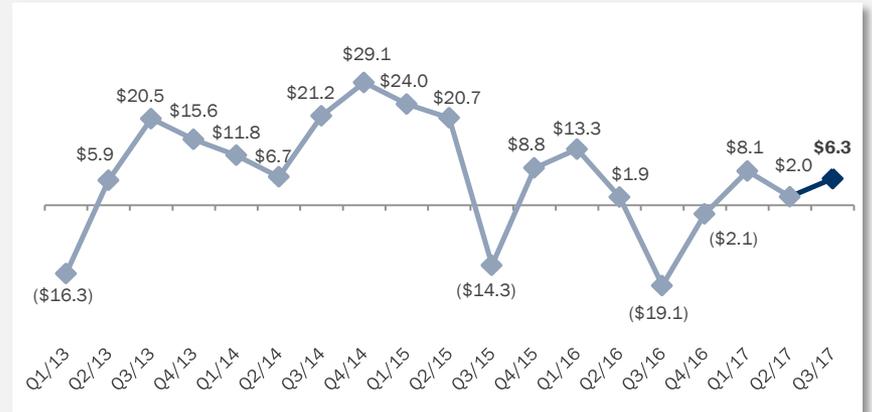
Revenue

(C\$ millions)



Net Income¹

(C\$ millions)



Diluted EPS¹

(C\$)



Book Value

per diluted share



1. Excludes significant items which include restructuring costs, impairment of goodwill and other assets, amortization of intangible assets acquired in connection with a business combination and acquisition related expense items, as well as gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations. Refer to non-IFRS measures in the MD&A.

Fiscal 2016 Financial Performance

Revenue

(C\$ millions)



Net Income¹

(C\$ millions)

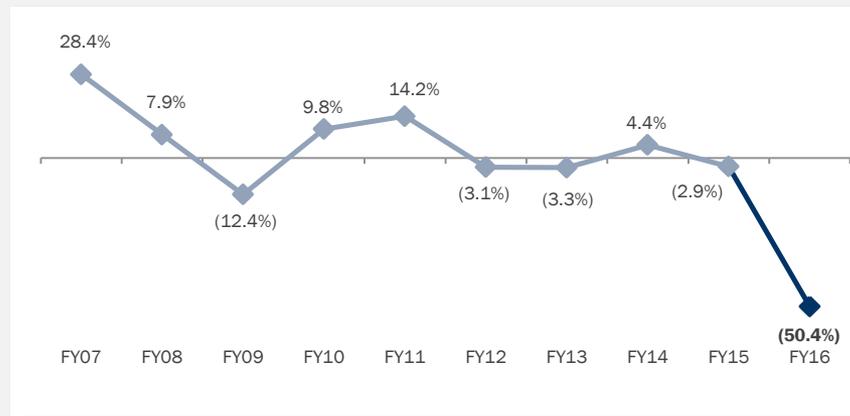


Diluted EPS¹

(C\$)



ROE



1. Excludes significant items which include restructuring costs, impairment of goodwill and other assets, amortization of intangible assets acquired in connection with a business combination and acquisition related expense items as well as gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations. Refer to non-IFRS measures in the MD&A.

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