

CANACCORD | Financial

Canaccord Financial Inc.

## Supplementary Financial Information

Third Quarter Fiscal 2012

**For the period ended December 31, 2011**

(Unaudited and in Canadian dollars)

Investor Relations Department

For further information, contact:

Jamie Kokoska

Vice President, Investor Relations & Communications

416-869-7293

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**Advisory note:**

This document is not audited and should be read in conjunction with the Third Quarter Fiscal 2012 Quarterly Report to Shareholders (unaudited) dated February 8, 2012, and the Annual Report dated May 17, 2011. Canaccord's fiscal year end is defined as March 31st of each year. Canaccord's third quarter fiscal 2012 ended December 31, 2011 is also referred to as Q3/12 in the following disclosure.

**International Financial Reporting Standards:**

As required by the Canadian Accounting Standards Board (AcSB), the Company adopted International Financial Reporting Standards (IFRS) effective April 1, 2011. Beginning the quarter ended June 30, 2011, all financial information provided are in accordance with International Financial Reporting Standards except for non-IFRS measures. Comparative financial information for the four quarters of fiscal 2011 has been restated and presented in accordance with IFRS. All financial information provided prior to Q1/11 is in accordance with Canadian Generally Accepted Accounting Principles (CGAAP).

**Non-IFRS and Non-GAAP measures:**

Certain non-IFRS and non-GAAP measures are utilized by the Company as measures of financial performance. Non-IFRS and non-GAAP 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 and non-GAAP measures included are: net income after intersegment allocated costs, supplementary information excluding significant items, return on average common equity (ROE), book value per diluted common share, assets under administration (AUA), assets under management (AUM), compensation expenses as % of revenue, non-compensation expenses as % of revenue, dividend yield, dividend payout ratio, total shareholder return, price to earnings multiple (P/E), price to book ratio (P/B), and CWM fee-related revenue.

**Currency:**

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



**Canaccord Group of Companies**  
**Condensed Consolidated Statement of Operations** <sup>(29)</sup>

(Unaudited, for the period ended)  
(in thousands of dollars) <sup>(1)</sup>

	Q3/12 vs. Q3/11		9 Months Ended								9 Months Ended									
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)	FY11	FY10	FY09	FY08	FY07	
	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS		IFRS	CGAAP	CGAAP	CGAAP	CGAAP		
<b>Revenue</b>																				
Commission	(30,053)	(34.4)%	57,380	60,299	61,028	81,959	87,433	63,002	62,256	62,826	60,696	178,707	212,691	(33,984)	(16.0)%	294,650	235,606	233,104	296,047	303,672
Investment banking	(84,701)	(72.6)%	32,015	29,799	59,858	103,646	116,716	51,236	55,901	54,191	82,089	121,672	223,853	(102,181)	(45.6)%	327,499	215,237	117,916	295,787	319,240
Advisory fees	13,265	52.5%	38,541	21,664	22,531	25,702	25,276	13,215	20,721	8,323	6,328	82,736	59,212	23,524	39.7%	84,914	39,200	51,453	41,087	31,033
Principal trading	(7,354)	(69.0)%	3,304	(1,379)	1,953	17,431	10,658	9,597	9,598	7,278	15,645	3,878	26,213	(22,335)	(85.2)%	43,644	45,982	18,319	7,443	31,638
Interest	394	5.1%	8,147	7,590	7,857	7,707	7,753	5,436	3,144	3,269	3,099	23,594	16,333	7,261	44.5%	24,040	12,965	38,287	63,168	57,908
Other	1,504	21.5%	8,502	1,527	6,556	11,150	6,998	6,799	3,937	7,246	5,340	16,585	17,734	(1,149)	(6.5)%	28,884	28,547	18,642	28,007	13,423
	(106,945)	(42.0)%	147,889	119,500	159,763	247,595	254,834	149,285	151,917	143,133	173,197	427,172	556,036	(128,864)	(23.2)%	803,631	577,537	477,721	731,539	756,914
<b>Expenses</b>																				
Incentive compensation <sup>(14)</sup>	(56,825)	(44.9)%	69,815	61,838	77,614	119,383	126,640	70,538	72,485	72,783	93,872	209,267	269,663	(60,396)	(22.4)%	389,046	299,084	222,006	347,079	382,897
Salaries and benefits	270	1.8%	15,009	14,163	17,117	17,543	14,739	16,322	15,816	16,685	14,945	46,289	46,877	(588)	(1.3)%	64,420	59,415	56,771	54,294	47,608
Trading costs	(521)	(6.6)%	7,416	7,742	8,965	8,624	7,937	7,241	7,705	7,418	7,140	24,123	22,883	1,240	5.4%	31,507	28,884	26,311	27,090	27,452
Premises and equipment	(444)	(6.3)%	6,633	6,727	6,832	7,403	7,077	6,640	6,038	6,188	6,228	20,192	19,755	437	2.2%	27,158	24,402	24,695	22,745	25,173
Communication and technology	633	10.4%	6,744	6,752	6,389	6,307	6,111	6,779	6,269	5,296	5,838	19,885	19,159	726	3.8%	25,466	21,868	25,228	23,228	21,472
Interest	(676)	(22.3)%	2,361	1,967	2,408	2,485	3,037	1,673	616	613	631	6,736	5,326	1,410	26.5%	7,811	2,581	11,220	24,257	20,538
General and administrative	(858)	(5.0)%	16,191	16,263	16,274	19,052	17,049	15,990	15,791	14,958	13,609	48,728	48,830	(102)	(0.2)%	67,882	52,153	69,689	69,643	64,182
Amortization	1,120	40.2%	3,906	2,947	2,905	2,966	2,786	3,706	3,284	1,878	1,904	9,758	9,776	(18)	(0.2)%	12,742	7,609	8,994	8,536	8,151
Development costs	(37)	(0.6)%	5,755	5,041	5,530	5,516	5,792	5,787	5,292	6,839	6,720	16,326	16,871	(545)	(3.2)%	22,387	24,900	28,773	32,049	21,244
Acquisition-related costs	950	54.3%	2,700	2,956	-	-	1,750	-	10,990	5,000	-	5,656	12,740	(7,084)	(55.6)%	12,740	5,000	-	-	-
Restructuring costs	6,292	n.m.	6,292	-	-	-	-	-	-	-	-	6,292	-	6,292	n.m.	-	-	7,662	4,000	-
ABCP fair value adjustment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6,700	12,797	-
Canaccord relief program	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5,347	54,200	-
Impairment of goodwill and intangibles	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	31,524	-	-
	(50,096)	(26.0)%	142,822	126,396	144,034	189,279	192,918	134,676	144,286	137,658	150,887	413,252	471,880	(58,628)	(12.4)%	661,159	525,896	524,920	680,008	618,717
<b>Income (loss) before income taxes</b>	(56,849)	(91.8)%	5,067	(6,896)	15,749	58,316	61,916	14,609	7,631	5,475	22,310	13,920	84,156	(70,236)	(83.5)%	142,472	51,641	(47,199)	51,531	138,197
Income taxes (recovery)	(16,383)	(86.6)%	2,536	(1,618)	2,554	16,993	18,919	4,358	2,459	(2,051)	7,197	3,472	25,736	(22,264)	(86.5)%	42,729	13,144	452	20,197	44,741
<b>Net income (loss)</b>	(40,466)	(94.1)%	2,531	(5,278)	13,195	41,323	42,997	10,251	5,172	7,526	15,113	10,448	58,420	(47,972)	(82.1)%	99,743	38,497	(47,651)	31,334	93,456
Non-controlling interests <sup>(29)</sup>	(495)	n.m.	(495)	-	-	-	-	-	-	-	-	(495)	-	(495)	n.m.	-	-	-	-	-
<b>Net income attributable to CFI shareholders</b>	(39,971)	(93.0)%	3,026	(5,278)	13,195	41,323	42,997	10,251	5,172	7,526	15,113	10,943	58,420	(47,477)	(81.3)%	99,743	38,497	(47,651)	31,334	93,456
Preferred share dividends, net of tax	(1,818)	n.m.	(1,818)	(1,800)	(90)	-	-	-	-	-	-	(3,708)	-	(3,708)	n.m.	-	-	-	-	-
<b>Net income (loss) available to common shareholders</b>	(41,789)	(97.2)%	1,208	(7,078)	13,105	41,323	42,997	10,251	5,172	7,526	15,113	7,235	58,420	(51,185)	(87.6)%	99,743	38,497	(47,651)	31,334	93,456
Incentive compensation as % of revenue	(2.5) p.p.		47.2%	51.7%	48.6%	48.2%	49.7%	47.3%	47.7%	50.8%	54.2%	49.0%	48.5%	0.5 p.p.		48.7%	51.8%	46.5%	47.4%	50.6%
Total compensation exp. as % of revenue <sup>(15)</sup>	19.1 p.p.		57.4%	63.6%	59.3%	55.3%	55.5%	58.2%	58.1%	62.5%	62.8%	59.8%	56.9%	2.9 p.p.		56.7%	62.1%	58.4%	54.9%	56.9%
Non-compensation exp. as % of revenue	19.1 p.p.		39.2%	42.2%	30.9%	21.1%	20.2%	32.0%	36.9%	33.7%	24.3%	36.9%	27.9%	9.0 p.p.		25.8%	29.0%	5.1%	38.1%	24.8%
Total expenses as % of revenue	20.9 p.p.		96.6%	105.8%	90.1%	76.4%	75.7%	90.2%	95.0%	96.2%	87.1%	96.7%	84.9%	11.9 p.p.		82.5%	91.1%	109.9%	93.0%	81.7%
Pre-tax profit margin	(20.9) p.p.		3.4%	(5.8)%	9.9%	23.6%	24.3%	9.8%	5.0%	3.8%	12.9%	3.3%	15.1%	(11.9) p.p.		17.5%	8.9%	(9.9)%	7.0%	18.3%
Effective tax rate	19.5 p.p.		50.0%	23.5%	16.2%	29.1%	30.6%	29.8%	32.2%	(37.5)%	32.3%	24.9%	30.6%	(5.6) p.p.		30.1%	25.5%	(1.0)%	39.2%	32.4%
Net profit margin	(15.2) p.p.		1.7%	(4.4)%	8.3%	16.7%	16.9%	6.9%	3.4%	5.3%	8.7%	2.4%	10.5%	(8.1) p.p.		12.2%	6.7%	(10.0)%	4.3%	12.3%
Basic earnings (loss) per common share	(0.55)	(96.5)%	0.02	(0.09)	0.17	0.55	0.57	0.14	0.08	0.15	0.31	0.10	0.81	(0.71)	(87.7)%	1.37	0.79	(0.97)	0.70	2.03
Diluted earnings (loss) per common share	(0.50)	(98.0)%	0.01	(0.09)	0.16	0.49	0.51	0.12	0.07	0.14	0.27	0.09	0.72	(0.63)	(87.5)%	1.22	0.69	(0.97)	0.64	1.94
Book value per diluted common share	0.11	1.3%	8.54	8.75	8.71	8.79	8.43	8.05	7.86	6.96	7.00	8.54	8.43	0.11	1.3%	8.79	6.96	6.51	7.21	7.74

**Supplementary Information Excluding Significant Items (Non-IFRS and Non-GAAP) <sup>(16)</sup>**

(in thousands of dollars)

	Q3/12 vs. Q3/11		9 Months Ended								9 Months Ended									
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)	FY11	FY10	FY09	FY08	FY07	
	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS		IFRS	CGAAP	CGAAP	CGAAP	CGAAP		
Revenue	(106,945)	(42.0)%	147,889	119,500	159,763	247,595	254,834	149,285	151,917	143,133	173,197	427,172	556,036	(128,864)	(23.2)%	803,631	577,537	477,721	731,539	756,914
Total expenses	(58,175)	(30.6)%	132,063	122,510	143,104	188,349	190,238	132,849	131,857	132,658	150,887	397,677	454,944	(57,267)	(12.6)%	643,293	520,896	473,687	609,011	618,717
Income before income taxes	(48,770)	(75.5)%	15,826	(3,010)	16,679	59,246	64,596	16,436	20,060	10,475	22,310	29,495	101,092	(71,597)	(70.8)%	160,338	56,641	4,034	122,528	138,197
Net income (loss)	(34,960)	(76.7)%	10,644	(1,665)	14,125	42,253	45,604	12,078	14,191	11,072	15,113	23,104	71,873	(48,769)	(67.9)%	114,126	42,043	(1,417)	79,346	93,256
Net income (loss) attributable to CFI shareholders	(34,779)	(76.3)%	10,825	(1,665)	14,125	42,253	45,604	12,078	14,191	11,072	15,113	23,285	71,873	(48,588)	(67.6)%	114,126	42,043	(1,417)	79,346	93,256
Net income (loss) available to common shareholders	(36,597)	(80.2)%	9,007	(3,465)	14,035	42,253	45,604	12,078	14,191	11,072	15,113	19,577	71,873	(52,296)	(72.8)%	114,126	42,043	(1,417)	79,346	93,256
Non-compensation exp. as % of revenue	12.8 p.p.		31.9%	38.9%	30.3%	20.8%	19.2%	30.8%	28.7%	30.2%	24.3%	33.3%	24.9%	8.4 p.p.		23.6%	28.1%	40.8%	28.4%	24.8%
Total expenses as % of revenue	14.6 p.p.		89.3%	102.5%	89.6%	76.1%	74.7%	89.0%	86.8%	92.7%	87.1%	93.1%	81.8%	11.3 p.p.		80.3%	90.2%	99.2%	83.3%	81.7%
Pre-tax profit margin	(14.6) p.p.		10.7%	(2.5)%	10.4%	23.9%	25.3%	11.0%	13.2%	7.3%	12.9%	6.9%	18.2%	(11.3) p.p.		19.7%	9.8%	0.8%	16.7%	18.3%

**Canaccord Genuity**  
**Condensed Statement of Operations** <sup>(2)</sup>

(Unaudited, for the period ended)  
(in thousands of dollars) <sup>(1)</sup>

	Q3/12 vs. Q3/11		9 Months Ended								9 Months Ended									
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)		FY11	FY10	FY09	FY08	FY07
			IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS	Increase (decrease)		IFRS	CGAAP	CGAAP	CGAAP	CGAAP
<b>Revenue</b>																				
Canada																				
Capital Markets	(58,763)	(53.7)%	50,641	39,671	56,027	88,632	109,404	49,909	53,057	32,806	58,040	146,339	212,370	(66,031)	(31.1)%	301,002	148,214	95,485	176,655	187,562
International Trading	(2,252)	(50.2)%	2,232	2,682	2,893	4,664	4,484	2,614	2,600	2,655	3,235	7,807	9,698	(1,891)	(19.5)%	14,362	11,561	14,604	19,722	24,177
Registered Traders	(1,267)	(68.3)%	588	133	(75)	1,321	1,855	1,100	606	1,058	1,114	646	3,561	(2,915)	(81.9)%	4,882	5,856	6,325	7,368	7,878
Fixed Income	(2,161)	(38.3)%	3,481	5	3,022	6,284	5,642	4,558	1,790	2,770	4,963	6,508	11,990	(5,482)	(45.7)%	18,274	11,950	6,436	8,840	7,707
Total Canada	(64,443)	(53.1)%	56,942	42,491	61,867	100,901	121,385	58,181	58,053	39,289	67,352	161,300	237,619	(76,319)	(32.1)%	338,520	177,581	122,850	212,585	227,324
UK <sup>(17)</sup>	(10,591)	(45.4)%	12,748	9,338	9,246	34,555	23,339	18,338	16,445	21,333	26,421	31,332	58,122	(26,790)	(46.1)%	92,677	82,454	72,926	118,332	129,852
US	(15,421)	(47.3)%	17,197	17,790	26,012	27,712	32,618	20,083	25,806	19,380	21,984	60,999	78,507	(17,508)	(22.3)%	106,219	97,629	74,794	90,788	76,644
Other Foreign Locations <sup>(28)</sup>	6,278	1509.1%	6,694	(167)	252	603	416	361	(152)	3,494	333	6,779	625	6,154	984.6%	1,228	5,894	6,781	9,937	15,897
	(84,177)	(47.4)%	93,581	69,452	97,377	163,771	177,758	96,963	100,152	83,496	116,090	260,410	374,873	(114,463)	(30.5)%	538,644	363,558	277,351	431,642	449,717
<b>Expenses</b>																				
Incentive compensation <sup>(14)</sup>	(37,810)	(45.5)%	45,233	36,876	46,155	75,852	83,043	46,255	46,170	43,645	63,567	128,264	175,468	(47,204)	(26.9)%	251,320	195,204	141,594	216,736	233,582
Salaries and benefits	345	8.9%	4,241	3,382	5,211	4,311	3,896	4,154	4,021	4,088	4,441	12,834	12,071	763	6.3%	16,382	15,309	15,068	13,794	11,193
Trading costs	347	(6.2)%	5,248	5,688	6,329	5,831	5,595	5,128	4,885	4,483	4,661	17,265	15,608	1,657	10.6%	21,439	18,289	18,863	18,029	16,982
Premises and equipment	(95)	2.8%	3,512	3,993	3,109	3,422	3,417	2,947	2,602	2,882	2,984	10,614	8,966	1,648	18.4%	12,388	11,722	12,400	11,601	14,129
Communication and technology	158	3.9%	4,181	4,209	3,961	3,886	4,023	4,197	3,871	2,772	3,006	12,351	12,091	260	2.2%	15,977	11,169	13,569	12,229	10,347
Interest	(631)	(24.8)%	1,918	1,514	1,908	1,968	2,549	1,249	202	232	290	5,340	4,000	1,340	33.5%	5,968	748	1,372	2,407	2,717
General and administrative	(567)	(6.1)%	8,697	10,314	9,346	8,959	9,264	8,110	8,987	4,283	5,794	28,357	26,361	1,996	7.6%	35,320	21,222	38,418	39,955	34,853
Amortization	1,104	60.4%	2,933	2,057	1,802	1,773	1,829	2,788	2,348	846	903	6,792	6,965	(173)	(2.5)%	8,738	3,633	4,433	3,878	3,921
Development costs	275	9.4%	3,205	2,536	3,150	2,605	2,930	2,786	2,489	3,105	2,464	8,891	8,205	686	8.4%	10,810	10,300	15,268	20,208	10,723
Acquisition-related costs	950	54.3%	2,700	1,443	-	-	1,750	-	10,990	5,000	-	4,143	12,740	(8,597)	(67.5)%	12,740	5,000	-	-	-
Restructuring costs	1,292	n.m.	1,292	-	-	-	-	-	-	-	-	1,292	-	1,292	n.m.	-	-	5,971	1,000	-
ABCP fair value adjustment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,230	-
Impairment of goodwill and intangibles	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	31,524	-	-
	(35,136)	(29.7)%	83,160	72,012	80,971	108,607	118,296	77,614	86,565	71,336	88,110	236,143	282,475	(46,332)	(16.4)%	391,082	292,596	298,480	343,067	338,447
<b>Income (loss) before intersegment allocations and income taxes</b>	(49,041)	(82.5)%	10,421	(2,560)	16,406	55,164	59,462	19,349	13,587	12,160	27,980	24,267	92,398	(68,131)	(73.7)%	147,562	70,962	(21,129)	88,575	111,270
Intersegment allocations	(119)	(4.4)%	2,615	3,104	3,041	2,549	2,734	2,904	2,716	2,700	2,371	8,760	8,354	406	4.9%	10,903	9,573	n/a	n/a	n/a
<b>Income before income taxes</b>	(48,922)	(86.2)%	7,806	(5,664)	13,365	52,615	56,728	16,445	10,871	9,460	25,609	15,507	84,044	(68,537)	(81.5)%	136,659	61,389	n/a	n/a	n/a
Incentive compensation as % of revenue	1.5 p.p.		48.3%	53.1%	47.4%	46.3%	46.7%	47.7%	46.1%	52.3%	54.8%	49.3%	46.8%	2.4 p.p.		47.1%	53.7%	51.1%	50.2%	51.9%
Total compensation exp. as % of revenue <sup>(15)(22)</sup>	3.9 p.p.		52.9%	58.0%	52.7%	48.9%	48.9%	52.0%	50.1%	57.2%	58.6%	54.2%	50.0%	4.2 p.p.		50.1%	57.9%	56.5%	53.4%	54.4%
Non-compensation exp. as % of revenue	18.3 p.p.		36.0%	45.7%	30.4%	17.4%	17.6%	28.1%	36.3%	28.3%	17.3%	36.5%	25.3%	11.2 p.p.		22.9%	22.6%	51.1%	26.1%	20.9%
Total expenses as % of revenue	22.2 p.p.		88.9%	103.7%	83.2%	66.3%	66.5%	80.0%	86.4%	85.4%	75.9%	90.7%	75.4%	15.3 p.p.		73.0%	80.5%	107.6%	79.5%	75.3%
Pre-tax and intersegment allocation profit margin	(22.3) p.p.		11.1%	(3.7)%	16.8%	33.7%	33.5%	20.0%	13.6%	14.6%	24.1%	9.3%	24.6%	(15.3) p.p.		27.0%	19.5%	(7.6)%	20.5%	24.7%
Pre-tax profit margin	(23.6) p.p.		8.3%	(8.2)%	13.7%	32.1%	31.9%	17.0%	10.9%	11.3%	22.1%	6.0%	22.4%	(16.5) p.p.		24.9%	n/a	n/a	n/a	n/a
Number of employees	58	9.8%	650	640	636	627	592	597	580	505	503	650	592	58	9.8%	627	505	474	541	502

**Supplementary Information Excluding Significant Items (Non-IFRS and Non-GAAP)** <sup>(16)</sup>

	Q3/12 vs. Q3/11		9 Months Ended								9 Months Ended									
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)		FY11	FY10	FY09	FY08	FY07
			IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS	Increase (decrease)		IFRS	CGAAP	CGAAP	CGAAP	CGAAP
Revenue	(84,177)	(47.4)%	93,581	69,452	97,377	163,771	177,758	96,963	100,152	83,496	116,090	260,410	374,873	(114,463)	(30.5)%	538,644	363,558	277,351	431,642	449,717
Total expenses	(38,215)	(33.1)%	77,401	69,639	80,041	107,677	115,616	75,787	74,136	66,336	88,110	227,081	265,539	(38,458)	(14.5)%	373,216	287,596	260,985	338,837	338,447
Income before intersegment allocations and income taxes	(45,962)	(74.0)%	16,180	(187)	17,336	56,094	62,142	21,176	26,016	17,160	27,980	33,329	109,334	(76,005)	(69.5)%	165,428	75,962	16,366	92,805	111,270
Non-compensation exp. as % of revenue	13.7 p.p.		29.8%	42.3%	29.4%	16.8%	16.1%	26.2%	23.9%	22.3%	17.3%	33.0%	20.8%	12.2 p.p.		19.6%	21.2%	37.6%	25.1%	20.9%
Total expenses as % of revenue	17.7 p.p.		82.7%	100.3%	82.2%	65.7%	65.0%	78.2%	74.0%	79.4%	75.9%	87.2%	70.8%	16.4 p.p.		69.7%	79.1%	94.1%	78.5%	75.3%
Pre-tax and intersegment allocation profit margin	(17.7) p.p.		17.3%	(0.3)%	17.8%	34.3%	35.0%	21.8%	26.0%	20.6%	24.1%	12.8%	29.2%	(16.4) p.p.		30.3%	20.9%	5.9%	21.5%	24.7%

**Supplementary Revenue Breakdown**

	Q3/12 vs. Q3/11		9 Months Ended								9 Months Ended									
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)		FY11	FY10	FY09	FY08	FY07
			IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS	Increase (decrease)		IFRS	CGAAP	CGAAP	CGAAP	CGAAP
Commission	(15,540)	(37.5)%	25,951	26,032	22,923	34,956	41,491	30,122	27,253	24,606	26,648	74,906	98,866	(23,960)	(24.2)%	133,822	103,212	105,295	125,363	125,810
Investment banking	(74,246)	(75.9)%	23,556	21,108	48,446	84,470	97,802	43,112	46,456	43,383	71,705	93,110	187,370	(94,260)	(50.3)%	271,840	181,837	97,048	245,983	257,102
Advisory fees	13,315	52.8%	38,541	21,661	22,531	25,702	25,226	12,965	20,651	8,323	6,328	82,733	58,842	23,891	40.6%	84,544	39,200	51,453	41,087	31,033
Principal trading	(6,865)	(67.8)%	3,263	(1,431)	1,596	16,713	10,128	9,273	5,850	6,575	11,377	3,428	25,251	(21,823)	(86.4)%	41,964	37,625	17,034	7,233	26,646
Interest	(765)	(26.4)%	2,133	1,827	1,804	1,891	2,898	1,311	(19)	248	80	5,764	4,190	1,574	37.6%	6,081	565	4,152	8,036	9,202
Other	(76)	(35.7)%	137	255	77	39	213	180	(39)	361	(48)	469	354	115	32.5%	393	1,119	2,369	3,940	(76)

**Canaccord Wealth Management**  
**Condensed statement of operations**

(Unaudited, for the period ended)  
(in thousands of dollars) <sup>(1)</sup>

	Q3/12 vs. Q3/11		Q3/12								9 Months Ended			FY11						
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)	IFRS	CGAAP	CGAAP	CGAAP	CGAAP	
<b>Revenue</b>																				
Canada	(23,279)	(34.7)%	43,765	46,616	53,600	71,218	67,044	43,529	46,307	54,086	50,900	143,981	156,880	(12,899)	(8.2)%					
US	(749)	(48.2)%	806	796	1,183	1,486	1,555	1,010	900	904	833	2,785	3,465	(680)	(19.6)%					
	(24,028)	(35.0)%	44,571	47,412	54,783	72,704	68,599	44,539	47,207	54,990	51,733	146,766	160,345	(13,579)	(8.5)%					
<b>Expenses</b>																				
Incentive compensation	(13,357)	(37.2)%	22,544	23,776	28,226	35,521	35,901	21,561	23,281	26,203	24,376	74,546	80,743	(6,197)	(7.7)%					
Salaries and benefits	(164)	(4.6)%	3,437	3,327	3,938	5,565	3,601	4,817	3,882	5,573	4,015	10,702	12,300	(1,598)	(13.0)%					
Trading costs	(158)	(7.8)%	1,859	1,709	2,183	2,253	2,017	1,577	2,224	2,320	1,910	5,751	5,818	(67)	(1.2)%					
Premises and equipment	(155)	(7.8)%	1,838	1,881	1,852	2,030	1,993	2,068	1,948	2,016	2,074	5,571	6,009	(438)	(7.3)%					
Communication and technology	24	1.9%	1,288	1,390	1,277	1,256	1,264	1,329	1,325	1,426	1,660	3,955	3,918	37	0.9%					
Interest	(41)	(42.3)%	56	80	102	90	97	63	58	44	51	238	218	20	9.2%					
General and administrative	(548)	(12.8)%	3,720	2,632	3,319	4,728	4,268	4,186	3,730	6,030	4,108	9,671	12,184	(2,513)	(20.6)%					
Amortization	(83)	(13.9)%	513	554	641	632	596	575	619	649	637	1,708	1,790	(82)	(4.6)%					
Development costs	(286)	(12.6)%	1,989	1,978	1,979	2,125	2,275	2,425	2,433	2,574	3,216	5,946	7,133	(1,187)	(16.6)%					
Canaccord relief program	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-					
Restructuring costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-					
	(14,768)	(28.4)%	37,244	37,327	43,517	54,200	52,012	38,601	39,500	46,835	42,047	118,088	130,113	(12,025)	(9.2)%					
<b>Income before intersegment allocations and income taxes</b>	(9,260)	(55.8)%	7,327	10,085	11,266	18,504	16,587	5,938	7,707	8,155	9,686	28,678	30,232	(1,554)	(5.1)%					
Intersegment allocations	(168)	(2.0)%	8,276	8,150	8,724	9,382	8,444	9,374	9,404	9,225	9,773	25,150	27,222	(2,072)	(7.6)%					
<b>Income (loss) before income taxes</b>	(9,092)	(111.7)%	(949)	1,935	2,542	9,122	8,143	(3,436)	(1,697)	(1,070)	(87)	3,528	3,010	518	17.2%					
CWM fee-related revenue <sup>(18)</sup>	8.1 p.p.		19.9%	19.4%	17.0%	12.1%	11.8%	15.2%	14.0%	11.4%	11.7%	18.6%	13.4%	5.2 p.p.						
Incentive compensation as % of revenue	(1.8) p.p.		50.6%	50.1%	51.5%	48.9%	52.3%	48.4%	49.3%	47.7%	47.1%	50.8%	50.4%	0.4 p.p.						
Total compensation exp. as % of revenue <sup>(15)</sup>	0.7 p.p.		58.3%	57.2%	58.7%	56.5%	57.6%	59.2%	57.5%	57.8%	54.9%	58.1%	58.0%	0.1 p.p.						
Non-compensation exp. as % of revenue	7.0 p.p.		25.3%	21.6%	20.7%	18.0%	18.2%	27.4%	26.1%	27.4%	26.4%	22.4%	23.1%	(0.7) p.p.						
Total expenses as % of revenue	7.7 p.p.		83.6%	78.7%	79.4%	74.5%	75.8%	86.7%	83.7%	85.2%	81.3%	80.5%	81.1%	(0.7) p.p.						
Pre-tax and intersegment allocation profit margin	(7.7) p.p.		16.4%	21.3%	20.6%	25.5%	24.2%	13.3%	16.3%	14.8%	18.7%	19.5%	18.9%	0.7 p.p.						
Pre-tax profit margin	(14.0) p.p.		(2.1)%	4.1%	4.6%	12.5%	11.9%	(7.7)%	(3.6)%	(1.9)%	(0.2)%	2.4%	1.9%	0.5 p.p.						
Assets under mgmt. (\$ millions) <sup>(2)</sup>	93	18.1%	607	574	575	546	514	473	431	445	423	607	514	93	18.1%					
Assets under admin. (\$ millions)	(1,639)	(10.2)%	14,367	14,635	15,676	16,985	16,006	13,895	12,571	12,922	12,210	14,367	16,006	(1,639)	(10.2)%					
Number of employees	28	4.2%	699	686	666	684	671	665	689	680	707	699	671	28	4.2%					
Number of Advisory Teams <sup>(19)</sup>	6	2.2%	278	271	263	271	272	280	290	303	327	278	272	6	2.2%					

**Supplementary Information Excluding Significant Items (Non-IFRS and Non-GAAP) <sup>(16)</sup>**

	Q3/12 vs. Q3/11		Q3/12								9 Months Ended			FY11						
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)	IFRS	CGAAP	CGAAP	CGAAP	CGAAP	
Revenue	(24,028)	(35.0)%	44,571	47,412	54,783	72,704	68,599	44,539	47,207	54,990	51,733	146,766	160,345	(13,579)	(8.5)%					
Total expenses	(14,768)	(28.4)%	37,244	37,327	43,517	54,200	52,012	38,601	39,500	46,835	42,047	118,088	130,113	(12,025)	(9.2)%					
Income (loss) before intersegment allocations and income taxes	(9,260)	(55.8)%	7,327	10,085	11,266	18,504	16,587	5,938	7,707	8,155	9,686	28,678	30,232	(1,554)	(5.1)%					
Non-compensation exp. as % of revenue	7.0 p.p.		25.3%	21.6%	20.7%	18.0%	18.2%	27.4%	26.1%	27.4%	26.4%	22.4%	23.1%	(0.7) p.p.						
Total expenses as % of revenue	7.7 p.p.		83.6%	78.7%	79.4%	74.5%	75.8%	86.7%	83.7%	85.2%	81.3%	80.5%	81.1%	(0.7) p.p.						
Pre-tax and intersegment allocation profit margin	(7.7) p.p.		16.4%	21.3%	20.6%	25.5%	24.2%	13.3%	16.3%	14.8%	18.7%	19.5%	18.9%	0.7 p.p.						

**Supplementary Revenue Breakdown**

	Q3/12 vs. Q3/11		Q3/12								9 Months Ended			FY11						
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)	IFRS	CGAAP	CGAAP	CGAAP	CGAAP	
Commission	(14,386)	(31.4)%	31,389	34,266	38,087	46,851	45,775	32,880	34,953	38,197	34,040	103,742	113,608	(9,866)	(8.7)%					
Investment banking	(10,455)	(55.3)%	8,459	8,442	11,661	19,176	18,914	8,124	9,445	10,808	10,384	28,562	36,483	(7,921)	(21.7)%					
Advisory fees	(50)	(100.0)%	-	3	-	-	50	250	70	-	-	3	370	(367)	(99.2)%					
Principal trading	(489)	(93.0)%	37	47	353	714	526	321	104	408	4,280	437	951	(514)	(54.0)%					
Interest	461	15.5%	3,426	3,371	3,392	3,221	2,965	2,556	2,302	2,191	2,171	10,189	7,823	2,366	30.2%					
Other	891	241.5%	1,260	1,283	1,290	2,742	369	408	333	3,386	858	3,833	1,110	2,723	245.3%					
	(24,028)	(35.0)%	44,571	47,412	54,783	72,704	68,599	44,539	47,207	54,990	51,733	146,766	160,345	(13,579)	(8.5)%					

Note: Please find notes on Page 13.

**Corporate and Other segment  
Condensed statement of operations**

(Unaudited, for the period ended)  
(in thousands of dollars) <sup>(1)</sup>

	Q3/12 vs. Q3/11		Q3/12								9 Months Ended				FY11					
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)		FY11	FY10	FY09	FY08	FY07
	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP
<b>Revenue</b>																				
Canada	1,260	14.9%	9,737	2,636	7,623	11,120	8,477	7,783	4,558	4,647	5,374	19,996	20,818	(822)	(3.9)%	31,938	26,933	27,886	50,770	34,578
	1,260	14.9%	9,737	2,636	7,623	11,120	8,477	7,783	4,558	4,647	5,374	19,996	20,818	(822)	(3.9)%	31,938	26,933	27,886	50,770	34,578
<b>Expenses</b>																				
Incentive compensation	(5,658)	(73.5)%	2,038	1,186	3,233	8,010	7,696	2,722	3,034	2,935	5,929	6,457	13,452	(6,995)	(52.0)%	21,462	15,290	6,029	14,703	22,647
Salaries and benefits	89	1.2%	7,331	7,454	7,968	7,667	7,242	7,351	7,913	7,024	6,489	22,753	22,506	247	1.1%	30,173	25,912	26,883	24,986	22,789
Trading costs	(16)	(4.9)%	309	345	453	540	325	536	596	615	569	1,107	1,457	(350)	(24.0)%	1,997	2,089	440	479	313
Premises and equipment	(384)	(23.0)%	1,283	853	1,871	1,951	1,667	1,625	1,488	1,290	1,170	4,007	4,780	(773)	(16.2)%	6,731	4,564	5,507	4,769	4,891
Communication and technology	451	54.7%	1,275	1,153	1,151	1,165	824	1,253	1,073	1,098	1,172	3,579	3,150	429	13.6%	4,315	4,583	5,244	4,616	4,787
Interest	(4)	(1.0)%	387	373	398	427	391	361	356	337	290	1,158	1,108	50	4.5%	1,535	1,391	2,045	2,196	70
General and administrative	257	7.3%	3,774	3,317	3,609	5,365	3,517	3,694	3,074	4,645	3,707	10,700	10,285	415	4.0%	15,650	14,446	14,029	16,897	15,651
Amortization	99	27.4%	460	336	462	561	361	343	317	383	364	1,258	1,021	237	23.2%	1,582	1,470	2,623	2,825	2,582
Development costs	(26)	(4.4)%	561	527	401	786	587	576	370	1,160	1,040	1,489	1,533	(44)	(2.9)%	2,319	4,292	5,652	5,681	4,450
Restructuring costs	5,000	n.m.	5,000	-	-	-	-	-	-	-	-	5,000	-	5,000	n.m.	-	-	1,511	2,300	-
Acquisition-related costs	-	-	-	1,513	-	-	-	-	-	-	-	1,513	-	-	n.m.	-	-	-	-	-
ABCP fair value adjustment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6,700	9,567	-
	(192)	(0.8)%	22,418	17,057	19,546	26,472	22,610	18,461	18,221	19,487	20,730	59,021	59,292	(271)	(0.5)%	85,764	74,037	76,663	89,019	78,180
<b>Loss before intersegment allocations and income taxes</b>	1,452	10.3%	(12,681)	(14,421)	(11,923)	(15,352)	(14,133)	(10,678)	(13,663)	(14,840)	(15,356)	(39,025)	(38,474)	(551)	(1.4)%	(53,826)	(47,104)	(48,777)	(38,249)	(43,602)
Intersegment allocations to Canaccord Genuity	119	4.4%	(2,615)	(3,104)	(3,041)	(2,549)	(2,734)	(2,904)	(2,716)	(2,700)	(2,371)	(8,760)	(8,354)	(406)	(4.9)%	(10,903)	(9,573)	n/a	n/a	n/a
Intersegment allocations to Canaccord Wealth Management	168	2.0%	(8,276)	(8,150)	(8,724)	(9,382)	(8,444)	(9,374)	(9,404)	(9,225)	(9,773)	(25,150)	(27,222)	2,072	7.6%	(36,604)	(35,782)	n/a	n/a	n/a
<b>Income (loss) before income taxes</b>	1,165	39.4%	(1,790)	(3,167)	(158)	(3,421)	(2,955)	1,600	(1,543)	(2,915)	(3,212)	(5,115)	(2,898)	(2,217)	(76.5)%	(6,319)	(1,749)	n/a	n/a	n/a
Number of employees	21	5.8%	386	384	382	373	365	369	371	364	360	386	365	21	5.8%	373	364	356	380	360

**Supplementary Information Excluding Significant Items (Non-IFRS and Non-GAAP) <sup>(16)</sup>**

	Q3/12 vs. Q3/11		Q3/12								9 Months Ended				FY11					
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)		FY11	FY10	FY09	FY08	FY07
	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP
Revenue	1,260	14.9%	9,737	2,636	7,623	11,120	8,477	7,783	4,558	4,647	5,374	19,996	20,818	(822)	(3.9)%	31,938	26,933	27,886	50,770	34,578
Total expenses	(5,192)	(23.0)%	17,418	15,544	19,546	26,472	22,610	18,461	18,221	19,487	20,730	52,508	59,292	(6,784)	(11.4)%	85,764	74,037	68,452	77,152	78,180
Loss before intersegment allocations and income taxes	6,452	45.7%	(7,681)	(12,908)	(11,923)	(15,352)	(14,133)	(10,678)	(13,663)	(14,840)	(15,356)	(32,512)	(38,474)	5,962	15.5%	(53,826)	(47,104)	(40,566)	(26,382)	(43,602)

Note: Please find notes on Page 13.

Canada

Condensed statement of operations <sup>(20)</sup>

(Unaudited, for the period ended)  
(in thousands of dollars) <sup>(1)</sup>

	Q3/12 vs. Q3/11		9 Months Ended								9 Months Ended									
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)	FY11	FY10	FY09	FY08	FY07	
			IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS		IFRS	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	
<b>Revenue</b>																				
Canaccord Genuity	(64,443)	(53.1)%	56,942	42,491	61,867	100,901	121,385	58,181	58,053	39,289	67,352	161,300	237,619	(76,319)	(32.1)%	338,520	177,581	122,850	212,585	227,324
Canaccord Wealth Management	(23,279)	(34.7)%	43,765	46,616	53,600	71,218	67,044	43,529	46,307	54,086	50,900	143,981	156,880	(12,899)	(8.2)%	228,098	184,258	169,628	245,711	268,590
Corporate and Other	1,260	14.9%	9,737	2,636	7,623	11,120	8,477	7,783	4,558	4,647	5,374	19,996	20,818	(822)	(3.9)%	31,938	26,933	27,886	50,770	34,578
	(86,462)	(43.9)%	110,444	91,743	123,090	183,239	196,906	109,493	108,918	98,022	123,626	325,277	415,317	(90,040)	(21.7)%	598,556	388,772	320,364	509,066	530,492
<b>Expenses</b>																				
Incentive compensation	(44,341)	(46.5)%	50,931	44,738	56,728	86,655	95,272	49,360	50,089	48,182	65,080	152,397	194,721	(42,324)	(21.7)%	281,376	195,765	146,064	231,721	263,196
Salaries and benefits	(101)	(0.8)%	12,077	11,648	13,773	14,496	12,178	13,744	13,380	13,818	12,075	37,498	39,302	(1,804)	(4.6)%	53,798	48,590	45,993	45,217	39,359
Trading costs	(772)	(12.6)%	5,332	5,193	6,806	6,617	6,104	5,375	5,783	5,147	4,751	17,331	17,262	69	0.4%	23,879	18,766	14,597	16,262	16,983
Premises and equipment	(736)	(14.5)%	4,349	4,395	4,575	5,263	5,085	4,655	4,086	4,079	4,027	13,319	13,826	(507)	(3.7)%	19,089	15,693	15,453	14,500	14,529
Communication and technology	443	12.9%	3,872	3,885	3,756	3,726	3,429	4,011	3,664	3,374	3,740	11,513	11,104	409	3.7%	14,830	14,427	18,120	17,836	16,961
Interest	(688)	(23.1)%	2,286	1,893	2,378	2,383	2,974	1,630	540	172	429	6,557	5,144	1,413	27.5%	7,527	618	7,893	22,799	20,121
General and administrative	(1,714)	(14.1)%	10,435	11,255	10,637	14,217	12,149	11,678	10,345	12,296	9,716	32,327	34,172	(1,845)	(5.4)%	48,389	37,184	41,297	45,245	42,592
Amortization	159	7.2%	2,373	2,307	2,322	2,425	2,214	3,116	2,710	1,260	1,226	7,002	8,040	(1,038)	(12.9)%	10,465	4,882	6,053	5,605	5,428
Development costs	(1,030)	(29.6)%	2,446	2,763	3,039	3,450	3,476	3,749	3,883	4,449	5,476	8,248	11,108	(2,860)	(25.7)%	14,558	17,811	15,923	14,038	12,105
Acquisition-related costs	950	54.3%	2,700	2,956	-	-	1,750	-	10,990	5,000	-	5,656	12,740	(7,084)	(55.6)%	12,740	5,000	-	-	-
Restructuring costs	5,474	n.m.	5,474	-	-	-	-	-	-	-	-	5,474	-	-	n.m.	-	-	2,765	4,000	-
ABCP fair value adjustment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6,700	12,797	-
Canaccord relief program	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5,347	54,200	-
Impairment of goodwill and intangibles	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,958	-	-
	(42,356)	(29.3)%	102,275	91,033	104,014	139,232	144,631	97,318	105,470	97,777	106,520	297,322	347,419	(50,097)	(14.4)%	486,651	358,736	330,163	484,220	431,274
	(44,106)	(84.4)%	8,169	710	19,076	44,007	52,275	12,175	3,448	245	17,106	27,955	67,898	(39,943)	(58.8)%	111,905	30,036	(9,799)	24,846	99,218
<b>Income (loss) before income taxes</b>																				
Incentive compensation as % of revenue	(2.3) p.p.		46.1%	48.8%	46.1%	47.3%	48.4%	45.1%	46.0%	49.2%	52.6%	46.9%	46.9%	(0.0) p.p.		47.3%	50.4%	45.6%	45.5%	49.7%
Total compensation exp. as % of revenue <sup>(15)</sup>	2.5 p.p.		57.0%	61.5%	57.3%	55.2%	54.6%	57.6%	58.3%	63.3%	62.4%	58.4%	56.3%	2.0 p.p.		56.3%	62.9%	59.9%	54.4%	57.1%
Non-compensation exp. as % of revenue	16.7 p.p.		35.6%	37.8%	27.2%	20.8%	18.9%	31.2%	38.6%	36.5%	23.8%	33.0%	27.3%	5.7 p.p.		25.2%	29.4%	43.1%	40.8%	24.3%
Total expenses as % of revenue	19.2 p.p.		92.6%	99.2%	84.5%	76.0%	73.5%	88.9%	96.8%	99.8%	86.2%	91.4%	83.7%	7.8 p.p.		81.5%	92.2%	103.1%	95.2%	81.4%
Pre-tax profit margin	(0.2) p.p.		7.4%	0.8%	15.5%	24.0%	26.5%	11.1%	3.2%	0.2%	13.8%	8.6%	16.3%	(7.8) p.p.		18.5%	7.7%	(3.1)%	4.9%	18.7%
Number of employees	35	2.7%	1,347	1,336	1,313	1,325	1,312	1,310	1,333	1,247	1,271	1,347	1,312	35	2.7%	1,325	1,247	1,265	1,395	1,334

Supplementary Information Excluding Significant Items (Non-IFRS and Non-GAAP) <sup>(16)</sup>

	Q3/12 vs. Q3/11		9 Months Ended								9 Months Ended									
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)	FY11	FY10	FY09	FY08	FY07	
			IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS		IFRS	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	
Revenue	(86,462)	(43.9)%	110,444	91,743	123,090	183,239	196,906	109,493	108,918	98,022	123,626	325,277	415,317	(90,040)	(21.7)%	598,556	388,772	320,364	509,066	530,492
Total expenses	(48,780)	(34.4)%	93,171	87,147	103,084	138,302	141,951	95,491	93,041	92,777	106,520	283,402	330,483	(47,081)	(14.2)%	468,785	353,736	311,393	413,223	431,274
Income before income taxes	(37,682)	(68.6)%	17,273	4,596	20,006	44,937	54,955	14,002	15,877	5,245	17,106	41,875	84,834	(42,959)	(50.6)%	129,771	35,036	8,971	95,843	99,218
Non-compensation exp. as % of revenue	9.8 p.p.		27.3%	33.5%	26.5%	20.3%	17.5%	29.6%	27.2%	31.4%	23.8%	28.7%	23.2%	5.5 p.p.		22.2%	28.1%	37.3%	26.8%	24.3%
Total expenses as % of revenue	12.3 p.p.		84.4%	95.0%	83.7%	75.5%	72.1%	87.2%	85.4%	94.6%	86.2%	87.1%	79.6%	7.6 p.p.		78.5%	90.9%	97.2%	81.2%	81.4%
Pre-tax profit margin	(12.3) p.p.		15.6%	5.0%	16.3%	24.5%	27.9%	12.8%	14.6%	5.4%	13.8%	12.9%	20.4%	(7.6) p.p.		21.5%	9.0%	2.8%	18.8%	18.6%

Supplementary Revenue Breakdown

	Q3/12 vs. Q3/11		9 Months Ended								9 Months Ended									
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)	FY11	FY10	FY09	FY08	FY07	
			IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS		IFRS	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	
Commission	(24,765)	(36.8)%	42,584	45,125	44,915	61,873	67,349	44,815	44,827	49,348	47,003	132,624	156,991	(24,367)	(15.5)%	218,864	181,684	173,357	234,389	245,369
Investment banking	(68,680)	(75.0)%	22,843	24,217	46,052	75,738	91,523	41,541	41,164	34,068	56,636	93,112	174,228	(81,116)	(46.6)%	249,966	138,231	70,730	170,811	192,313
Advisory fees	7,906	39.7%	27,819	16,445	17,764	19,980	19,913	8,420	14,574	1,297	1,601	62,028	42,907	19,121	44.6%	62,887	5,553	14,909	17,584	12,713
Principal trading	(2,771)	(76.6)%	848	(2,929)	(48)	6,902	3,619	2,704	1,288	3,191	9,164	(2,129)	7,611	(9,740)	(128.0)%	14,513	21,135	9,673	3,820	14,642
Interest	346	4.5%	8,033	7,569	7,780	7,586	7,687	5,362	3,079	3,272	3,852	23,382	16,128	7,254	45.0%	23,714	14,456	35,471	58,127	52,152
Other	1,502	22.0%	8,317	1,316	6,627	11,160	6,815	6,651	3,986	6,846	5,370	16,260	17,452	(1,192)	(6.8)%	28,612	27,713	16,224	24,335	13,303
	(86,462)	(43.9)%	110,444	91,743	123,090	183,239	196,906	109,493	108,918	98,022	123,626	325,277	415,317	(90,040)	(21.7)%	598,556	388,772	320,364	509,066	530,492
Facilitation losses <sup>(27)</sup>	(3,710)	(32.2)%	(4,844)	(6,322)	(10,795)	(9,261)	(1,134)	(5,070)	(6,918)	n/a	n/a	(21,961)	(13,122)	(8,839)	(67.4)%	(22,383)	n/a	n/a	n/a	n/a

Note: Please find notes on Page 13.

UK

Condensed statement of operations <sup>(17)</sup>

(Unaudited, for the period ended)  
(in thousands of dollars) <sup>(1)</sup>

	Q3/12 vs. Q3/11		Q3/12						Q3/10		9 Months Ended				FY11	FY10	FY09	FY08	FY07	
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)		IFRS	CGAAP	CGAAP	CGAAP	CGAAP
	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS			IFRS	CGAAP	CGAAP	CGAAP	CGAAP	
<b>Revenue</b>																				
Canaccord Genuity	(10,591)	(45.4)%	12,748	9,338	9,246	34,555	23,339	18,338	16,445	21,333	26,421	31,332	58,122	(26,790)	(46.1)%	92,677	82,454	72,926	118,332	129,852
	(10,591)	(45.4)%	12,748	9,338	9,246	34,555	23,339	18,338	16,445	21,333	26,421	31,332	58,122	(26,790)	(46.1)%	92,677	82,454	72,926	118,332	129,852
<b>Expenses</b>																				
Incentive compensation	(6,616)	(52.7)%	5,930	5,919	5,681	16,839	12,546	9,222	7,650	10,824	15,065	17,531	29,418	(11,887)	(40.4)%	46,258	44,406	34,421	59,707	68,799
National Health Insurance tax <sup>(14)</sup>	76	18.0%	499	542	528	419	423	430	388	380	456	1,568	1,241	327	26.4%	1,659	1,569	1,559	1,571	3,514
Total incentive compensation	(6,540)	(50.4)%	6,429	6,461	6,209	17,258	12,969	9,652	8,038	11,204	15,521	19,099	30,659	(11,560)	(37.7)%	47,917	45,975	35,980	61,278	72,313
Salaries and benefits	(50)	(3.8)%	1,253	1,213	1,267	1,248	1,303	1,255	1,242	1,904	1,672	3,733	3,800	(67)	(1.8)%	5,048	6,445	5,563	4,547	3,100
Trading costs	(61)	(7.0)%	809	940	1,024	983	870	841	820	781	808	2,773	2,531	242	9.6%	3,514	3,552	2,941	2,179	1,477
Premises and equipment	(9)	(1.0)%	861	875	960	855	870	875	874	944	1,054	2,696	2,619	77	2.9%	3,474	3,842	4,046	3,227	6,343
Communication and technology	89	6.8%	1,399	1,479	1,345	1,313	1,310	1,340	1,180	680	754	4,223	3,830	393	10.3%	5,143	2,433	2,049	2,816	2,227
Interest	(4)	(33.3)%	8	17	(9)	60	12	13	17	12	23	16	42	(26)	(61.9)%	102	74	253	(4)	0
General and administrative	130	8.0%	1,763	1,485	2,212	1,710	1,633	1,593	2,463	1,365	1,398	5,460	5,689	(229)	(4.0)%	7,399	5,985	15,606	11,718	10,403
Amortization	(7)	(2.2)%	307	291	312	314	314	314	312	339	391	910	940	(30)	(3.2)%	1,254	1,603	1,843	1,825	2,016
Development costs	(591)	(53.6)%	512	533	760	1,474	1,103	1,012	1,108	1,972	345	1,805	3,223	(1,418)	(44.0)%	4,697	3,012	1,340	1,133	269
Restructuring costs	410	n.m.	410	-	-	-	-	-	-	-	-	410	-	410	n.m.	-	-	1,274	-	-
	(6,633)	(32.5)%	13,751	13,294	14,080	25,215	20,384	16,895	16,054	19,201	21,966	41,125	53,333	(12,208)	(22.9)%	78,548	72,921	70,895	88,719	98,148
	(3,958)	(133.9)%	(1,003)	(3,956)	(4,834)	9,340	2,955	1,443	391	2,132	4,455	(9,793)	4,789	(14,582)	(304.5)%	14,129	9,533	2,031	29,613	31,704
<b>Income (loss) before income taxes</b>																				

Incentive compensation as % of revenue	(5.1) p.p.		50.4%	69.2%	67.2%	49.9%	55.6%	52.6%	48.9%	52.5%	58.7%	61.0%	52.7%	8.2 p.p.	51.7%	55.8%	49.3%	51.8%	55.7%
Total compensation exp. as % of revenue <sup>(15)</sup>	(0.9) p.p.		60.3%	82.2%	80.9%	53.6%	61.2%	59.5%	56.4%	61.4%	65.1%	72.9%	59.3%	13.6 p.p.	57.2%	63.6%	57.0%	55.6%	58.1%
Non-compensation exp. as % of revenue	18.2 p.p.		44.4%	60.2%	71.4%	19.4%	26.2%	32.7%	41.2%	28.6%	18.1%	57.1%	32.5%	24.6 p.p.	27.6%	24.9%	38.5%	19.3%	17.5%
Total expenses as % of revenue	20.5 p.p.		107.9%	142.4%	152.3%	73.0%	87.3%	92.1%	97.6%	90.0%	83.1%	131.3%	91.8%	39.5 p.p.	84.8%	88.4%	97.2%	75.0%	75.6%
Pre-tax profit margin	(20.5) p.p.		(7.9)%	(42.4)%	(52.3)%	27.0%	12.7%	7.9%	2.4%	10.0%	16.9%	(31.3)%	8.2%	(39.5) p.p.	15.2%	11.6%	2.8%	25.0%	24.4%
Number of employees	3	2.1%	143	152	155	143	140	142	137	138	136	143	140	3	143	138	113	124	92

Supplementary Information Excluding Significant Items (Non-IFRS and Non-GAAP) <sup>(16)</sup>

	Q3/12 vs. Q3/11		Q3/12						Q3/10		9 Months Ended				FY11	FY10	FY09	FY08	FY07	
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)		IFRS	CGAAP	CGAAP	CGAAP	CGAAP
	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS			IFRS	CGAAP	CGAAP	CGAAP	CGAAP	
Revenue	(10,591)	(45.4)%	12,748	9,338	9,246	34,555	23,339	18,338	16,445	21,333	26,421	31,332	58,122	(26,790)	(46.1)%	92,677	82,454	72,926	118,332	129,852
Total expenses	(7,043)	(34.6)%	13,341	13,294	14,080	25,215	20,384	16,895	16,054	19,201	21,966	40,715	53,333	(12,618)	(23.7)%	78,548	72,921	69,621	88,719	98,148
Income (loss) before income taxes	(3,548)	(120.1)%	(593)	(3,956)	(4,834)	9,340	2,955	1,443	391	2,132	4,455	(9,383)	4,789	(14,172)	(295.9)%	14,129	9,533	3,305	29,613	31,704

Supplementary Revenue Breakdown

	Q3/12 vs. Q3/11		Q3/12						Q3/10		9 Months Ended				FY11	FY10	FY09	FY08	FY07	
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)		IFRS	IFRS	IFRS	IFRS	IFRS
	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS			IFRS	IFRS	IFRS	IFRS	IFRS
Commission	(2,088)	(43.5)%	2,712	3,187	3,355	4,877	4,800	4,288	3,624	2,939	3,598	9,254	12,712	(3,458)	(27.2)%	17,589	11,461	10,891	14,557	11,991
Investment banking	(6,357)	(67.4)%	3,072	750	2,299	16,817	9,429	3,477	4,849	11,927	13,190	6,121	17,755	(11,634)	(65.5)%	34,572	35,794	26,736	80,789	99,288
Advisory fees	1,919	78.7%	4,356	3,235	1,470	2,671	2,437	4,055	3,085	2,093	3,202	9,061	9,577	(516)	(5.4)%	12,248	11,757	21,373	11,914	5,581
Principal trading	(4,071)	(61.1)%	2,591	2,232	2,173	10,213	6,662	6,583	4,874	4,132	6,480	6,996	18,119	(11,123)	(61.4)%	28,332	23,190	9,476	4,419	9,630
Interest	(3)	(100.0)%	-	3	3	15	3	4	3	21	12	6	10	(4)	(40.0)%	25	94	2,226	3,339	3,835
Other	9	112.5%	17	(69)	(54)	(38)	8	(69)	10	221	(61)	(106)	(51)	(55)	107.8%	(89)	158	2,224	3,314	(473)
	(10,591)	(45.4)%	12,748	9,338	9,246	34,555	23,339	18,338	16,445	21,333	26,421	31,332	58,122	(26,790)	(46.1)%	92,677	82,454	72,926	118,332	129,852

n.m.: not meaningful

Note: Please find notes on Page 13.

US

Condensed statement of operations <sup>(21)</sup>

(Unaudited, for the period ended)  
(in thousands of dollars) <sup>(1)</sup>

	Q3/12 vs. Q3/11		Q3/12								9 Months Ended				FY11					
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)		FY11	FY10	FY09	FY08	FY07
	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP	
<b>Revenue</b>																				
Canaccord Genuity	(15,421)	(47.3)%	17,197	17,790	26,012	27,712	32,618	20,083	25,806	19,380	21,984	60,999	78,507	(17,508)	(22.3)%	106,219	97,629	74,794	90,788	76,644
Canaccord Wealth Management	(749)	(48.2)%	806	796	1,183	1,486	1,555	1,010	900	904	833	2,785	3,465	(680)	(19.6)%	4,951	2,788	2,856	3,416	4,029
	(16,170)	(47.3)%	18,003	18,586	27,195	29,198	34,173	21,093	26,706	20,284	22,817	63,784	81,972	(18,188)	(22.2)%	111,170	100,417	77,650	94,204	80,673
<b>Expenses</b>																				
Incentive compensation	(8,641)	(47.0)%	9,751	10,026	14,678	15,364	18,392	11,528	14,360	11,389	13,270	34,455	44,280	(9,825)	(22.2)%	59,644	55,073	36,027	48,740	42,560
Salaries and benefits	(201)	(16.1)%	1,049	1,128	1,092	1,169	1,250	1,315	1,187	952	1,190	3,269	3,752	(483)	(12.9)%	4,921	4,346	5,161	4,483	5,110
Trading costs	170	17.7%	1,133	1,609	1,135	1,024	963	1,025	1,102	1,490	1,581	3,877	3,090	787	25.5%	4,114	6,566	8,772	8,649	8,992
Premises and equipment	95	8.6%	1,204	1,323	1,159	1,182	1,109	1,096	1,064	1,151	1,134	3,686	3,269	417	12.8%	4,451	4,812	5,141	4,967	4,244
Communication and technology	(2)	(0.1)%	1,370	1,346	1,266	1,248	1,372	1,428	1,425	1,242	1,344	3,982	4,225	(243)	(5.8)%	5,473	5,008	5,061	2,576	2,284
Interest	15	29.4%	66	56	38	40	51	31	59	429	179	160	141	19	13.5%	181	1,888	3,074	1,730	415
General and administrative	(12)	(0.4)%	3,132	3,311	3,098	2,771	3,144	2,704	2,959	1,586	2,341	9,541	8,807	734	8.3%	11,578	8,892	12,617	12,434	11,121
Amortization	62	24.0%	320	313	243	201	258	276	262	279	287	876	796	80	10.1%	997	1,124	1,098	1,106	707
Development costs	(173)	(14.3)%	1,040	1,228	1,193	516	1,213	1,026	301	418	899	3,461	2,540	921	36.3%	3,056	4,077	11,510	16,878	8,870
Restructuring costs	408	n.m.	408	-	-	-	-	-	-	-	-	408	-	408	n.m.	-	-	3,623	-	-
Impairment of goodwill and intangibles	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	27,566	-	-
	(8,279)	(29.8)%	19,473	20,340	23,902	23,515	27,752	20,429	22,719	18,936	22,225	63,715	70,900	(7,185)	(10.1)%	94,415	91,786	119,650	101,563	84,303
<b>Income (loss) before income taxes</b>	(7,891)	(122.9)%	(1,470)	(1,754)	3,293	5,683	6,421	664	3,987	1,348	592	69	11,072	(11,003)	(99.4)%	16,755	8,631	(42,000)	(7,359)	(3,630)
Incentive compensation as % of revenue	0.3 p.p.		54.2%	53.9%	54.0%	52.6%	53.8%	54.7%	53.8%	56.1%	58.2%	54.0%	54.0%	(0.0) p.p.		53.7%	54.8%	46.4%	51.6%	52.4%
Total compensation exp. as % of revenue <sup>(15) (22)</sup>	2.5 p.p.		60.0%	60.0%	58.0%	56.6%	57.5%	60.9%	58.2%	60.8%	63.4%	59.1%	58.6%	0.5 p.p.		58.1%	59.2%	53.0%	56.4%	58.7%
Non-compensation exp. as % of revenue	24.4 p.p.		48.2%	49.4%	29.9%	23.9%	23.7%	36.0%	26.9%	32.5%	34.0%	40.7%	27.9%	12.9 p.p.		27.7%	32.2%	101.0%	51.2%	45.0%
Total expenses as % of revenue	27.0 p.p.		108.2%	109.4%	87.9%	80.5%	81.2%	96.9%	85.1%	93.4%	97.4%	99.9%	86.5%	13.4 p.p.		85.8%	91.4%	154.1%	107.6%	103.7%
Pre-tax profit margin	(27.0) p.p.		(8.2)%	(9.4)%	12.1%	19.5%	18.8%	3.1%	14.9%	6.6%	2.6%	0.1%	13.5%	(13.4) p.p.		14.2%	8.6%	(54.1)%	(7.8)%	(4.5)%
Number of employees	1	0.6%	176	186	180	175	175	178	169	163	162	176	175	1	0.6%	175	163	151	163	163

Supplementary Information Excluding Significant Items (Non-IFRS and Non-GAAP) <sup>(16)</sup>

	Q3/12 vs. Q3/11		Q3/12								9 Months Ended				FY11					
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)		FY11	FY10	FY09	FY08	FY07
	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP
Revenue	(16,170)	(47.3)%	18,003	18,586	27,195	29,198	34,173	21,093	26,706	20,284	22,817	63,784	81,972	(18,188)	(22.2)%	111,170	100,417	77,650	94,204	80,673
Total expenses	(8,687)	(31.3)%	19,065	20,340	23,902	23,515	27,752	20,429	22,719	18,936	22,225	63,307	70,900	(7,593)	(10.7)%	94,415	91,786	88,461	101,563	84,303
Income (loss) before income taxes	(7,483)	(116.5)%	(1,062)	(1,754)	3,293	5,683	6,421	664	3,987	1,348	592	477	11,072	(10,595)	(95.7)%	16,755	8,631	(10,811)	(7,359)	(3,630)

Supplementary Revenue Breakdown

	Q3/12 vs. Q3/11		Q3/12								9 Months Ended				FY11					
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)		FY11	FY10	FY09	FY08	FY07
	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP
Commission	(3,591)	(23.5)%	11,693	11,987	12,758	15,209	15,284	13,899	13,805	10,539	10,095	36,438	42,988	(6,550)	(15.2)%	58,197	42,461	48,855	47,101	46,312
Investment banking	(10,422)	(66.1)%	5,342	4,651	11,486	11,091	15,764	6,218	9,888	4,688	11,947	21,479	31,870	(10,391)	(32.6)%	42,961	37,280	13,044	34,077	20,909
Advisory fees	(2,088)	(71.4)%	838	1,962	2,960	2,860	2,926	740	3,062	4,933	1,525	5,760	6,728	(968)	(14.4)%	9,588	21,891	15,171	11,589	12,740
Principal trading	-	-	-	-	-	-	-	-	-	-	-	-	-	n.m.		-	-	-	-	(1,634)
Interest	(5)	(27.8)%	13	16	19	29	18	17	17	(66)	(778)	48	52	(4)	(7.7)%	81	(1,655)	342	1,092	1,750
Other	(64)	(35.4)%	117	(30)	(28)	9	181	219	(66)	190	28	59	334	(275)	(82.3)%	343	440	238	345	596
	(16,170)	(47.3)%	18,003	18,586	27,195	29,198	34,173	21,093	26,706	20,284	22,817	63,784	81,972	(18,188)	(22.2)%	111,170	100,417	77,650	94,204	80,673
Facilitation losses <sup>(27)</sup>	109	6.7%	(1,519)	(1,327)	(1,714)	(1,639)	(1,628)	(1,323)	(1,323)	n/a	n/a	(4,560)	(4,274)	(286)	6.7%	(5,913)	n/a	n/a	n/a	n/a

Note: Please find notes on Page 13.

**Other Foreign Locations (Canaccord International Ltd., Canaccord Genuity Asia & Canaccord BGF)**  
**Condensed statement of operations** <sup>(28)(29)</sup>

(Unaudited, for the period ended)  
(in thousands of dollars) <sup>(1)</sup>

	Q3/12 vs. Q3/11		Q3/12								9 Months Ended			FY11						
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)	IFRS	CGAAP	CGAAP	CGAAP	CGAAP	
			IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS		IFRS	CGAAP	CGAAP	CGAAP	CGAAP	
<b>Revenue</b>																				
Canaccord Genuity	6,278	n.m.	6,694	(167)	252	603	416	361	(152)	3,494	333	6,779	625	6,154	n.m.	1,228	5,894	6,781	9,937	15,897
	6,278	n.m.	6,694	(167)	252	603	416	361	(152)	3,494	333	6,779	625	6,154	n.m.	1,228	5,894	6,781	9,937	15,897
<b>Expenses</b>																				
Incentive compensation	2,697	n.m.	2,704	613	(1)	106	7	(2)	(2)	2,008	1	3,316	3	3,313	n.m.	109	2,271	3,935	5,340	4,828
Salaries and benefits	622	n.m.	630	174	985	630	8	8	7	11	8	1,789	23	1,766	n.m.	653	34	54	47	39
Trading costs	142	n.m.	142	-	-	-	-	-	-	-	-	142	-	142	-	-	-	1	-	-
Premises and equipment	206	n.m.	219	134	138	103	13	14	14	14	13	491	41	450	n.m.	144	55	55	51	57
Communication and technology	103	n.m.	103	42	22	20	-	-	-	-	-	167	-	167	n.m.	20	-	(2)	-	-
Interest	1	n.m.	1	1	1	2	-	(1)	-	-	-	3	(1)	4	n.m.	1	1	-	2	2
General and administrative	738	n.m.	861	212	327	354	123	15	24	(289)	154	1,400	162	1,238	n.m.	516	92	169	66	66
Amortization	906	n.m.	906	36	28	26	-	-	-	-	-	970	-	970	n.m.	26	-	-	-	-
Development costs	1,757	n.m.	1,757	517	538	76	-	-	-	-	-	2,812	-	2,812	n.m.	76	-	-	-	-
Restructuring costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	7,172	n.m.	7,323	1,729	2,038	1,317	151	34	43	1,744	176	11,090	228	10,862	n.m.	1,545	2,453	4,212	5,506	4,992
<b>Income (loss) before income taxes</b>	(894)	n.m.	(629)	(1,896)	(1,786)	(714)	265	327	(195)	1,750	157	(4,311)	397	(4,708)	n.m.	(317)	3,441	2,569	4,431	10,905
Incentive compensation as % of revenue	38.7 p.p.		40.4%	(367.1)%	(0.4)%	17.6%	1.7%	(0.6)%	1.3%	57.5%	0.3%	48.9%	0.5%	48.4 p.p.		8.9%	38.5%	58.0%	53.7%	30.4%
Total compensation exp. as % of revenue <sup>(15)</sup>	46.2 p.p.		49.8%	(471.3)%	390.5%	122.1%	3.6%	1.7%	(3.3)%	57.8%	2.7%	75.3%	4.2%	71.1 p.p.		62.1%	39.1%	58.8%	54.2%	30.6%
Non-compensation exp. as % of revenue	26.9 p.p.		59.6%	(564.1)%	418.3%	96.4%	32.7%	7.8%	(25.0)%	(7.9)%	50.2%	88.3%	32.3%	56.0 p.p.		63.8%	2.5%	3.3%	1.2%	0.8%
Total expenses as % of revenue	73.1 p.p.		109.4%	(1035.3)%	808.7%	218.4%	36.3%	9.4%	(28.3)%	49.9%	52.9%	163.6%	36.5%	127.1 p.p.		125.8%	41.6%	62.1%	55.4%	31.4%
Pre-tax profit margin	(73.1) p.p.		(9.4)%	1135.3%	(708.7)%	(118.4)%	63.7%	90.6%	128.3%	50.1%	47.1%	(63.6)%	63.5%	(127.1) p.p.		(25.8)%	58.4%	37.9%	44.6%	68.6%
Number of employees	68	n.m.	69	36	36	41	1	1	1	1	1	69	1	68	n.m.	41	1	1	1	1

**Supplementary Information Excluding Significant Items (Non-IFRS and Non-GAAP)** <sup>(16)</sup>

(in thousands of dollars)

	Q3/12 vs. Q3/11		Q3/12								9 Months Ended			FY11						
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)	IFRS	CGAAP	CGAAP	CGAAP	CGAAP	
			IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	IFRS	IFRS		IFRS	CGAAP	CGAAP	CGAAP	CGAAP	
Revenue	6,278	n.m.	6,694	(167)	252	603	416	361	(152)	3,494	333	6,779	625	6,154	n.m.	1,228	5,894	6,781	9,937	15,897
Total expenses	6,335	n.m.	6,486	1,729	2,038	1,317	151	34	43	1,744	176	10,253	228	10,025	n.m.	1,545	2,453	4,212	5,506	4,992
Income (loss) before income taxes	(57)	n.m.	208	(1,896)	(1,786)	(714)	265	327	(195)	1,750	157	(3,474)	397	(3,871)	n.m.	(317)	3,441	2,569	4,431	10,905

**Supplementary Revenue Breakdown**

	Q3/12 vs. Q3/11		Q3/12								9 Months Ended			FY11						
	Increase (decrease)		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	Q3/12	Q3/11	Increase (decrease)	IFRS	CGAAP	CGAAP	CGAAP	CGAAP	
			IFRS	CGAAP	CGAAP	IFRS	IFRS		IFRS	CGAAP	CGAAP	CGAAP	CGAAP							
Commission	391	n.m.	391	-	-	-	-	-	-	-	-	391	-	391	-	-	-	1	-	-
Investment banking	758	n.m.	758	181	21	-	-	-	-	3,508	316	960	-	960	n.m.	-	4,655	7,406	10,110	6,729
Advisory fees	5,528	n.m.	5,528	22	337	191	-	-	-	-	-	5,887	-	5,887	n.m.	191	(724)	-	-	-
Principal trading	(512)	n.m.	(135)	(682)	(172)	316	377	310	(204)	(45)	1	(989)	483	(1,472)	n.m.	799	1,657	(830)	(796)	9,000
Interest	56	n.m.	101	2	55	77	45	53	45	42	13	158	143	15	n.m.	220	70	248	610	171
Other	57	n.m.	51	310	11	19	(6)	(2)	7	(11)	3	372	(1)	373	n.m.	18	236	(44)	13	(3)
	6,278	n.m.	6,694	(167)	252	603	416	361	(152)	3,494	333	6,779	625	6,154	n.m.	1,228	5,894	6,781	9,937	15,897

n.m.: not meaningful

Note: Please find notes on Page 13.

Canaccord group of companies

Condensed Consolidated Statement of Financial Position <sup>(29)</sup>

(Unaudited, for the period ended)  
(in thousands of dollars)

	Q3/12 vs. Q3/11		Q3/12		Q2/12		Q1/12		Q4/11		Q3/11		Q2/11		Q1/11		Q4/10		Q3/10		FY11	FY10	FY09	FY08	FY07
	Increase (decrease)		IFRS	IFRS	IFRS	IFRS	IFRS	CGAAP	CGAAP	CGAAP	CGAAP	CGAAP													
<b>Assets</b>																									
Cash and cash equivalents	(12,203)	(1.7)%	700,914	691,114	710,734	954,068	713,117	636,908	569,953	731,852	782,576	954,068	731,852	701,173	435,649	506,640									
Securities owned, at market	2,316	0.2%	1,100,470	1,316,755	849,679	947,185	1,098,154	1,268,897	835,261	362,755	404,537	947,185	362,755	133,691	92,796	348,764									
Accounts receivable	(167,609)	(7.0)%	2,215,448	3,270,356	2,488,826	2,828,812	2,383,057	2,987,415	2,185,305	1,972,924	1,311,144	2,828,812	1,972,924	1,061,161	1,422,917	1,672,035									
Income taxes recoverable	15,565	n.m.	15,565	18,776	10,317	-	-	5,567	5,287	-	-	-	-	23,771	11,083	-									
Deferred tax asset	1,383	133.5%	2,419	1,791	2,076	1,503	1,036	1,076	680	13,190	11,890	1,503	13,190	15,680	11,021										
Investments	(798)	(11.9)%	5,934	5,934	5,934	5,934	6,732	6,732	6,732	5,000	5,000	5,934	5,000	5,000	5,000										
Investment in asset backed commercial paper	-	-	-	-	-	-	-	-	-	-	28,239	-	-	35,312	29,860										
Equipment and leasehold improvements	7,690	20.9%	44,550	43,120	43,289	40,818	36,860	37,463	39,001	38,127	40,471	40,818	38,127	46,311	40,686	37,549									
Goodwill and other intangibles	37,649	11.9%	354,577	317,320	318,250	319,180	316,928	317,858	319,685	-	-	319,180	-	-	32,520	33,933									
<b>Total assets</b>	<b>(116,007)</b>	<b>(2.5)%</b>	<b>4,439,877</b>	<b>5,665,166</b>	<b>4,429,105</b>	<b>5,097,500</b>	<b>4,555,884</b>	<b>5,261,916</b>	<b>3,961,904</b>	<b>3,123,848</b>	<b>2,583,857</b>	<b>5,097,500</b>	<b>3,123,848</b>	<b>2,022,099</b>	<b>2,098,718</b>	<b>2,609,942</b>									
<b>Liabilities and equity</b>																									
Bank indebtedness	(34,913)	(100.0)%	-	-	24,125	13,580	34,913	64,733	82,992	29,435	44,600	13,580	29,435	75,600	15,038	-									
Securities sold short, at market	98,881	11.6%	952,750	1,117,268	731,730	722,613	853,869	1,236,229	702,976	364,137	324,877	722,613	364,137	79,426	13,757	41,176									
Accounts payable, accrued liabilities and other	(317,649)	(10.9)%	2,592,774	3,663,323	2,802,669	3,557,275	2,910,423	3,257,736	2,483,250	2,308,146	1,794,123	3,557,275	2,308,146	1,469,369	1,687,479	2,156,540									
Income taxes payable	(8,668)	(100.0)%	-	-	-	23,977	8,668	-	-	5,385	4,590	23,977	5,385	-	15,035										
Deferred tax liability	555	6.7%	8,840	6,082	7,340	8,163	8,285	7,688	6,690	-	-	8,163	-	-	-										
Subordinated debt	-	-	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	25,000	25,000										
Non-controlling interests <sup>(29)</sup>	18,218	n.m.	18,218	-	-	-	-	-	-	-	-	-	-	-	-										
Shareholders' equity	127,569	17.6%	852,295	863,493	848,241	756,892	724,726	680,530	670,996	401,745	400,667	756,892	401,745	372,704	357,444	372,191									
<b>Total liabilities and equity</b>	<b>(116,007)</b>	<b>(2.5)%</b>	<b>4,439,877</b>	<b>5,665,166</b>	<b>4,429,105</b>	<b>5,097,500</b>	<b>4,555,884</b>	<b>5,261,916</b>	<b>3,961,904</b>	<b>3,123,848</b>	<b>2,583,857</b>	<b>5,097,500</b>	<b>3,123,848</b>	<b>2,022,099</b>	<b>2,098,718</b>	<b>2,609,942</b>									

Note: Please find notes on Page 13.

**Miscellaneous operational statistics**

(Unaudited, for the period ended)

	Q3/12 vs. Q3/11		Q3/12	Q2/12	Q1/12	Q4/11	Q3/11	Q2/11	Q1/11	Q4/10	Q3/10	FY11	FY10	FY09	FY08	FY07
	Increase (decrease)															
<b>Number of employees in Canada</b>																
Number in Canaccord Genuity	(14)	(5.1)%	262	266	265	268	276	276	273	203	204	268	203	209	253	246
Number in Canaccord Wealth Management	28	4.2%	699	686	666	684	671	665	689	680	707	684	680	700	762	728
Number in Corporate and Other	21	5.8%	386	384	382	373	365	369	371	364	360	373	364	356	380	360
Total Canada	35	2.7%	1,347	1,336	1,313	1,325	1,312	1,310	1,333	1,247	1,271	1,325	1,247	1,265	1,395	1,334
<b>Number of employees in UK</b>																
Number in Canaccord Genuity	3	2.1%	143	152	155	143	140	142	137	138	136	143	138	105	112	81
<b>Number of employees in US</b>																
Number in Canaccord Genuity	1	0.6%	176	186	180	175	175	178	169	163	162	175	163	151	163	163
<b>Number of employees in Other Foreign Locations</b>																
Number in Canaccord Genuity	40	n.m.	69	36	36	41	1	1	1	1	1	41	1	9	13	12
<b>Number of employees firm wide <sup>(24)</sup></b>																
	107	6.6%	1,735	1,710	1,684	1,684	1,628	1,631	1,640	1,549	1,570	1,684	1,549	1,530	1,683	1,590
<b>Number of Advisory Teams <sup>(19)</sup></b>																
	6	2.2%	278	271	263	271	272	280	290	303	327	271	303	338	354	368
<b>Number of licenced professionals</b>																
	(22)	(3.4)%	631	626	628	645	653	712	684	718	753	645	718	790	852	817
<b>Assets under mgmt. (\$millions) <sup>(2)</sup></b>																
	93	18.1%	607	574	575	546	514	473	431	445	423	546	445	393	730	807
<b>Assets under admin. (\$millions)</b>																
	(1,639)	(10.2)%	14,367	14,635	15,676	16,985	16,006	13,895	12,571	12,922	12,210	16,985	12,922	9,184	14,295	15,014
<b>AUA per Advisory Team (\$ millions) <sup>(19)</sup></b>																
	(7)	(12.2)%	52	54	60	63	59	50	43	43	37	63	43	27	40	41
<b>Number of companies with Canaccord Genuity Limited as Broker</b>																
London Stock Exchange (LSE)	7	29.2%	31	29	29	26	24	20	23	23	23	26	23	9	5	1
Alternative Investment Market (AIM)	13	37.1%	48	41	41	39	35	37	39	43	45	39	43	51	60	58
Total Broker	20	33.9%	79	70	70	65	59	57	62	66	68	65	66	60	65	59
<b>Number of companies with Canaccord Genuity Limited as Nomad <sup>(23)</sup></b>																
LSE	1	-	2	2	1	1	1	1	1	1	-	1	1	-	1	0
AIM	6	20.7%	35	32	31	30	29	30	32	35	37	30	35	42	51	50
Total Nomad	7	23.3%	37	34	32	31	30	31	33	36	37	31	36	42	52	50

n.m. not meaningful

Note: Please find notes on Page 13.

Financial Post Data Group League Table <sup>(25)</sup>

Q3/12 vs. Q3/11:

Q3/12 (October 1, 2011 - December 31, 2011)								Q3/11 (October 1, 2010 - December 31, 2010)							
Manager	# of deals led <sup>(26)</sup>	Market share	Rank by mkt. share	Total proceeds (led transactions) (\$000's)	Participation in # of deals	Rank by # of deals	Total proceeds (\$000's)	Manager	# of deals led <sup>(26)</sup>	Market share	Rank by mkt. share	Total proceeds (led transactions) (\$000's)	Participation in # of deals	Rank by # of deals	Total proceeds (\$000's)
CIBC World Markets Inc.	22	9.4%	1	1,254,020	53	5	857,250	Canaccord Genuity Corp.	44	9.9%	1	1,629,248	138	1	3,845,541
RBC Capital Markets	22	9.4%	2	1,107,340	50	6	766,680	RBC Capital Markets	36	8.1%	2	2,283,860	74	5	1,318,930
<b>Canaccord Genuity Corp.</b>	<b>20</b>	<b>8.5%</b>	<b>3</b>	<b>324,130</b>	<b>77</b>	<b>1</b>	<b>1,226,982</b>	BMO Capital Markets	31	7.0%	3	2,378,800	79	4	1,598,610
BMO Capital Markets	18	7.7%	4	1,971,930	62	3	902,150	CIBC World Markets Inc.	29	6.5%	4	2,255,270	85	2	1,290,280
National Bank Financial Inc.	16	6.8%	5	662,120	64	2	696,760	GMP Securities L.P.	24	5.4%	5	1,301,630	81	3	1,097,610
GMP Securities L.P.	14	6.0%	6	314,220	49	7	325,050	TD Securities Inc.	19	4.3%	6	1,141,790	65	9	1,053,210
TD Securities Inc.	13	5.6%	7	1,224,680	47	8	710,930	Dundee Securities Corporation	19	4.3%	7	248,000	74	8	451,270
Cormark Securities Inc.	13	5.6%	8	364,640	39	9	343,910	Scotia Capital Inc.	16	3.6%	8	1,113,690	74	6	905,510
Scotia Capital Inc.	10	4.3%	9	339,620	62	4	663,900	Wellington West Capital Markets Inc.	16	3.6%	9	325,340	51	10	430,240
Industrial Alliance Securities Inc.	7	3.0%	10	22,530	15	10	34,240	National Bank Financial Inc.	14	3.2%	10	518,250	74	7	748,080
Others	79	33.8%		1,580,800				Others	195	44.0%		4,565,860			
	<b>234</b>	<b>100.0%</b>							<b>443</b>	<b>100.0%</b>					

Fiscal 2012 vs. Fiscal 2011:

Fiscal 2012 (April 1, 2011- December 31, 2011)								Fiscal 2011 (April 1, 2010- December 31, 2010)							
Manager	# of deals led <sup>(26)</sup>	Market share	Rank by mkt. share	Total proceeds (led transactions) (\$000's)	Participation in # of deals	Rank by # of deals	Total proceeds (\$000's)	Manager	# of deals led <sup>(26)</sup>	Market share	Rank by mkt. share	Total proceeds (led transactions) (\$000's)	Participation in # of deals	Rank by # of deals	Total proceeds (\$000's)
Canaccord Genuity Corp.	80	11.5%	1	1,772,900	238	1	4,842,609	Canaccord Genuity Corp.	99	11.4%	1	3,570,963	307	1	8,072,805
RBC Capital Markets	69	10.0%	2	4,542,210	134	8	2,491,800	RBC Capital Markets	68	7.9%	2	4,299,450	154	7	2,714,770
CIBC World Markets Inc.	58	8.4%	3	4,079,250	153	5	2,627,250	CIBC World Markets Inc.	63	7.3%	3	5,389,150	169	2	2,911,770
TD Securities Inc.	44	6.3%	4	4,874,280	135	7	2,250,340	BMO Capital Markets	56	6.5%	4	3,824,490	163	4	2,731,840
National Bank Financial Inc.	43	6.2%	5	1,405,650	168	2	1,857,060	GMP Securities L.P.	53	6.1%	5	3,700,610	163	5	2,515,740
BMO Capital Markets	39	5.6%	6	3,460,930	155	4	2,293,800	Dundee Securities Corporation	38	4.4%	6	500,650	139	8	1,008,620
Scotia Capital Inc.	31	4.5%	7	1,761,620	164	3	2,232,780	Cormark Securities Inc.	37	4.3%	7	805,220	111	10	949,610
Cormark Securities Inc.	30	4.3%	8	770,610	82	10	748,200	TD Securities Inc.	36	4.2%	8	2,445,850	132	9	1,962,100
GMP Securities L.P.	29	4.2%	9	646,060	137	6	1,101,070	National Bank Financial Inc.	29	3.3%	9	990,670	157	6	1,551,930
Dundee Securities Ltd.	22	3.2%	10	327,360	102	9	624,030	Macquarie Capital Markets Canada Ltd.	25	2.9%	10	719,670	164	3	1,338,750
Others	248	35.8%		5,338,720				Others	362	41.8%		10,081,370			
	<b>693</b>	<b>100.0%</b>							<b>866</b>	<b>100.0%</b>					

Source: FPinformart and Company Information

Note: Please find notes on Page 13.

**Canaccord Group of Companies  
Notes**

- (1) Financial results are expressed in C\$ thousands, except for assets under management, preferred share information, assets under administration, common share information, financial measures, number of employees and number of Advisory Teams.
- (2) AUM are assets managed on a discretionary basis under our programs generally described as or known as the *Complete Canaccord Investment Counselling Program* and the *Complete Canaccord Managed Account Program* offered by Canaccord.
- (3) Book value per diluted share is calculated as total common shareholders' equity divided by the number of diluted shares outstanding.
- (4) In Q4/07, the definition of diluted shares outstanding was revised to include shares related to share issuance commitment.
- (5) Excludes shares relating to share purchase loans for recruitment and retention programs and unvested shares purchased by employee benefit trust for LTIP.
- (6) Includes shares relating to share purchase loans for recruitment and retention programs and unvested shares purchased by employee benefit trust for LTIP.
- (7) Includes dilutive earned shares under our stock-based compensation plan.
- (8) This is the diluted common share number used to calculate diluted EPS.
- (9) Special distributions per share and dividends per preferred share are not included in the dividend yield and dividend payout calculations.
- (10) Total shareholder return is calculated as the change in share price plus dividends paid to common shares and special distributions paid in the current period as a percentage of the prior period's closing share price, assuming reinvestment of all dividends.
- (11) ROE is presented on an annualized basis. Quarterly annualized ROE is calculated by dividing the annualized net income for the three month period over the average common shareholders' equity.
- (12) The price to earnings multiple is calculated based on the end of period share price and 12-month trailing diluted EPS.
- (13) The price to book ratio is calculated based on the end of period share price and common shareholder's equity per diluted common share.
- (14) Incentive compensation includes National Health Insurance tax applicable to the UK and is based on a percentage of incentive compensation payout.
- (15) Total compensation expense includes incentive compensation and salaries and benefits, but excludes hiring incentives and development group salary and benefits, which are included in development costs. Development group salary and benefits have been reclassified to salaries and benefits expense line starting in Q1/11.
- (16) Significant items include ABCP fair value adjustment, Canaccord relief program, impairment of goodwill and intangibles, restructuring costs, and acquisition-related expense items. Acquisition-related expense items include acquisition-related costs and amortization of intangible assets.
- (17) Canaccord's UK operations include activities related to Canaccord Genuity Limited, engaged in capital markets activities in the United Kingdom.
- (18) Starting in fiscal 2008, we are reporting fee-based revenue which includes fees earned in separately managed, advisor managed and fee-based accounts. We are also including mutual fund and segregated fund trailer revenue in this calculation. This method of calculating fee-based revenue may differ from approaches used by other companies and therefore may not be comparable. Historical figures prior to Q4/08 have been restated.
- (19) Advisory Teams are normally comprised of one or more Investment Advisors (IAs) and their assistants and associates, who together manage a shared set of client accounts. Advisory Teams that are led by, or only include, an IA who has been licenced for less than three years are not included in our Advisory Team count, as it typically takes a new IA approximately three years to build an average sized book.
- (20) Canaccord's Canadian operations include activities related to Canadian Canaccord Wealth Management, capital markets activities in Canada delivered through Canaccord Genuity (a division of Canaccord Genuity Corp., our principal Canadian operating subsidiary), and Canadian Corporate and Other operations.
- (21) Canaccord's US operations include activities related to US Canaccord Wealth Management, delivered through Canaccord Wealth Management (USA), Inc., and US capital markets operations, delivered through Canaccord Genuity Inc. US Other operations, also delivered through Canaccord Wealth Management (USA), Inc., include revenue and expenses not specifically allocable to US Canaccord Wealth Management and US Canaccord Genuity.
- (22) Total compensation in Canaccord Genuity Inc. also includes retention costs from the Adams Harkness acquisition.
- (23) A company listed on AIM is required to retain a Nominated Adviser (commonly referred to as Nomad) during the company's life on the market. Nominated Advisers are responsible, amongst other duties, for warranting that a company is appropriate for joining AIM.
- (24) The employee count excludes temporary employees and those on long term disability but includes employees on leave of absence.
- (25) League table includes all transactions \$1.5 million and greater listed on the Canadian exchanges and all Canadian issuer transactions listed on any foreign exchanges. Total proceeds for number of deals led is achieved by using full credit for the lead, or divided evenly with joint book runners, and total proceeds for participation is achieved using bonus credit for participants.
- (26) In addition to the transactions participated by its Canadian operation, Canaccord's figures also include deals transacted by its UK, and US operations.
- (27) Canaccord Genuity's facilitation losses, which are included as part of commission revenue, are disclosed separately beginning Q1/11 as part of our transition to IFRS.
- (28) Revenue derived from capital markets activity outside of Canada, the US and the UK is reported as Other Foreign Locations, which includes revenue from Canaccord International Ltd., Canaccord Genuity Asia, and our 50% interest in Canaccord BGF.
- (29) In accordance with IAS 27 "Consolidated and separate financial statements", the financial position, operating results and cash flows of Canaccord BGF are fully consolidated, and a 50% non-controlling interest has been recognized, which represents the portion of Canaccord BGF's net identifiable assets since November 1, 2011 attributable to non-controlling shareholders.