

# THIRD QUARTER

FISCAL THIRD QUARTER 2014 FACT SHEET

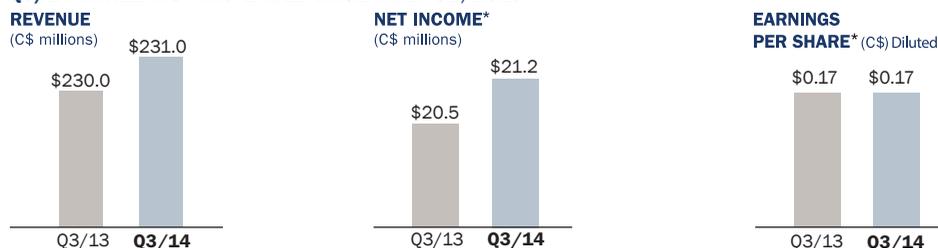
TO US THERE ARE NO FOREIGN MARKETS™

## ABOUT CANACCORD GENUITY GROUP INC.

Through its principal subsidiaries, Canaccord Genuity Group Inc. (the "Company") is a leading independent, full-service financial services firm, with operations in two principal segments of the securities industry: wealth management and capital markets. Since its establishment in 1950, the Company has been driven by an unwavering commitment to building lasting client relationships. We achieve this by generating value for our individual, institutional and corporate clients through comprehensive investment solutions, brokerage services and investment banking services. The Company has offices in 11 countries worldwide, including Wealth Management offices located in Canada, Australia, the UK and Europe. Canaccord Genuity, the international capital markets division, operates in Canada, the U.S., the U.K., France, Germany, Ireland, Hong Kong, mainland China, Singapore, Australia and Barbados. To us there are no foreign markets.™

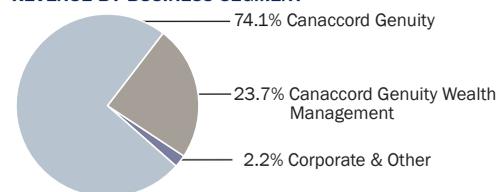
Canaccord Genuity Group Inc. is publicly listed on the Toronto Stock Exchange and the London Stock Exchange (TSX:CF, LSE:CF.).

## Q3/14 THREE MONTHS ENDED DECEMBER 31, 2013

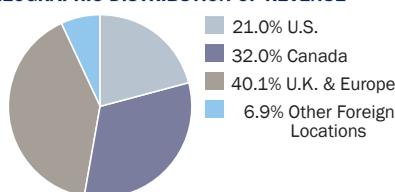


\*Excludes significant items. In Q3/14 these expense items include \$3.6 million of amortization of intangible assets. In Q3/13 these expense items include \$5.1 million of amortization of intangible assets, \$6.3 million in restructuring costs and \$0.4 million of acquisition-related costs.

## REVENUE BY BUSINESS SEGMENT



## GEOGRAPHIC DISTRIBUTION OF REVENUE



## CANACCORD GENUITY

(C\$ thousands)	Q3/13	Q3/14
Revenue		
Canada	\$ 76,454	\$ 41,283
UK & Europe	\$ 44,248	\$ 65,707
US	\$ 37,625	\$ 48,269
Other Foreign Locations	\$ 7,298	\$ 15,975
Total revenue	\$165,625	\$171,234
Income before intersegment allocations and income taxes	\$ 20,426	\$ 30,064
Intersegment allocations	\$ 848	\$ 2,156
Income before income taxes	\$ 19,578	\$ 27,908

## CANACCORD GENUITY WEALTH MANAGEMENT

(C\$ thousands except number of IAs)	Q3/13	Q3/14
Revenue		
Canada	\$ 35,051	\$ 27,719
UK & Europe	\$ 24,792	\$ 27,018
Total revenue	\$ 59,843	\$ 54,737
Income before intersegment allocations	\$ 4,966	\$ 3,481
Intersegment allocations	\$ 10,249	\$ 6,582
Income before income taxes	\$ (5,283)	\$ (3,101)
Global assets under management (AUM, C\$ millions)	27,039	28,983

## BALANCE SHEET MEASURES

(C\$ millions, except BVPS)	Q3/13	Q2/14	Q3/14
Cash and cash equivalents	\$ 556.0	\$ 360.2	\$ 357.7
Shareholders' equity	\$ 1,051.2	\$ 1,082.6	\$ 1,119.4
Working capital	\$ 397.2	\$ 412.3	\$ 428.9
Book value per diluted share	\$ 7.62	\$ 8.00	\$ 8.43

## CANACCORD GENUITY

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

- Global investment banking/corporate broking operations, with capabilities to list companies on 10 stock exchanges in six countries
- Highly regarded Investment Banking practice with offices in eight countries worldwide
- Global sales and trading capabilities through trading desks in five time zones
- Award-winning research team, with coverage of over 950 companies

## CANACCORD GENUITY WEALTH MANAGEMENT

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

- Wealth management operations in Canada, the UK, Channel Islands, Isle of Man, Geneva, and Australia, catering to the specific needs of clients in each of these markets
  - 163 Investment Advisory teams located across major financial centres in Canada\*
  - Approximately 119 investment professionals located at six wealth management offices in the UK and Europe\*
  - 9 Investment Advisors located at two offices in Australia\*
- \* (as of December 31, 2013)

## FINANCIAL INFORMATION

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

## Shareholder Contacts:

### General shareholder inquiries and information

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### Shareholder contact

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### Trading symbol:

TSX: CF, LSE: CF.  
Average Shares outstanding (diluted): 103,192,653 shares (as of December 31, 2013)

Issued and outstanding shares: 101,818,941 (as of December 31, 2013)

### Common Share dividends

On February 5, 2014, the Board of Directors approved a quarterly dividend of \$0.05 per common share payable on March 10, 2014 with a record date of February 21, 2014.

### Preferred Share information

Series A Preferred Shares: TSX: CF.PR.A  
Series C Preferred Shares: TSX: CF.PR.C  
Issued and outstanding preferred shares: 8,540,000 (as of December 31, 2013)

### Preferred Share dividends

On February 5, 2014, the Board of Directors also approved a cash dividend of \$0.34375 per Series A Preferred Share payable on March 31, 2014 with a record date of March 14, 2014, and a cash dividend of \$0.359375 per Series C Preferred Share payable on March 31, 2014 to Series C Preferred shareholders of record as at March 14, 2014.