

# Q4 and Fiscal 2021 Fact Sheet

TSX: CF, CF.PRA, CF.PRC, CF.DB.A

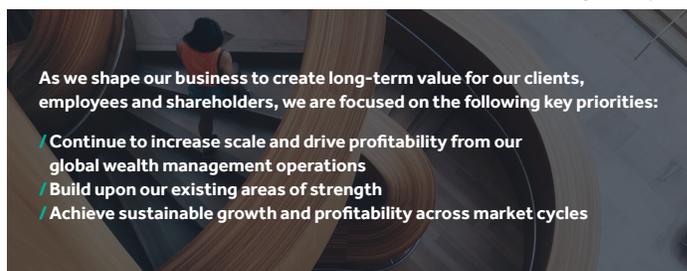
cg/Canaccord  
Genuity

## Fourth quarter and fiscal 2021 results

"The financial performance that we achieved in our fourth quarter and fiscal year clearly demonstrates that we are operating at a stronger level than any period in our history, and that is a testament to the power of our global platform and the incredible efforts put forth by our employees across the organization. While we anticipate that activity levels in our core midmarket focus areas could moderate in the coming quarters, we are pleased to be starting fiscal 2022 with an even stronger wealth management franchise, expanded market share in our core sectors and geographies, and compelling prospects for expanding our product capabilities. In addition to increasing our quarterly common share dividend for the second time this fiscal year, we undertook meaningful initiatives to return excess capital to our investors and reduce our outstanding common shares"

– Dan Daviau, President & CEO, Canaccord Genuity Group Inc.

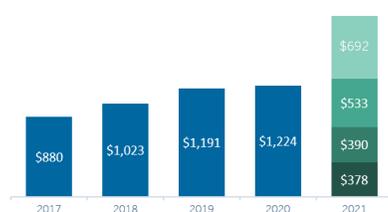
- / Record fiscal 2021 revenue of **\$2.0 billion**
- / Record Q4/21 diluted EPS<sup>1</sup> of **\$1.20**
- / Record fiscal 2021 diluted EPS<sup>1</sup> of **\$2.48**
- / **\$88.8 billion** in client assets
- / **2,356** employees firm wide



	Three months ended				Twelve months ended			
	Q4/21 Mar. 31/21	Q4/20 Mar. 31/20	% change	Q3/21 Dec. 31/20	% change	F2021 Mar. 31/21	F2020 Mar. 31/20	% change
C\$ - thousands, except earnings per share								
Revenue <sup>1</sup>	\$692,326	\$319,648	+116.6%	\$533,077	+29.9%	\$1,993,488	\$1,223,867	+62.9%
Global wealth management revenue	\$199,207	\$137,938	+44.4%	\$180,497	+10.4%	\$663,619	\$511,435	+29.8%
Global capital markets revenue	\$486,951	\$176,579	+175.8%	\$348,875	+39.6%	\$1,312,228	\$689,469	+90.3%
Corporate & Other revenue <sup>1</sup>	\$6,168	\$5,131	+20.2%	\$3,705	+66.5%	\$17,641	\$22,963	-23.2%
Pre-tax net income - adjusted <sup>1</sup>	\$183,239	\$24,945	+634.6%	\$110,574	+65.7%	\$386,090	\$123,057	+213.7%
Net income available to common shareholders - adjusted <sup>1</sup>	\$133,260	\$19,142	+596.2%	\$75,160	+77.3%	\$270,467	\$96,491	+180.3%
Earnings per diluted common share - adjusted <sup>1</sup>	\$1.20	\$0.17	+605.9%	\$0.62	+93.5%	\$2.48	\$0.81	+206.2%
Compensation ratio <sup>1</sup>	57.1%	62.2%	-5.1 p.p	61.7%	-4.6 p.p	61.6%	60.3%	+1.3 p.p
Non-compensation expense ratio <sup>1</sup>	16.4%	29.9%	-13.5 p.p	17.6%	-1.2 p.p	19.0%	29.6%	-10.6 p.p
Pre-tax profit margin <sup>1</sup>	26.5%	7.8%	+18.7 p.p	20.7%	+5.8 p.p	19.4%	10.1%	+9.3 p.p

## Key financial measures: Fiscal years ended March 31

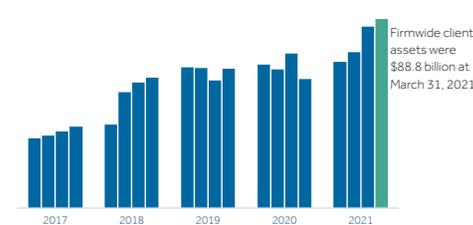
Revenue - C\$ millions



Pre-tax net income<sup>1,2</sup> - C\$ millions



Total client assets - C\$ billions



### Notable corporate developments in Q4/21:

**March 15, 2021:** On March 15, 2021, the Company announced its intention to redeem the entire \$132,690,000 principal amount of its 6.25% convertible unsecured senior subordinated debentures due December 31, 2023. The redemption price of the Debentures equal \$1,266.95 for each \$1,000 principal amount of Debentures, being equal to the aggregate of (i) \$1,250 per \$1,000 principal amount of Debentures, and (ii) \$16.95 of accrued and unpaid interest per \$1,000 principal amount up to but excluding April 9, 2021. The total redemption price of \$168.1m was fully accrued as of March 31, 2021. The redemption was completed on April 9, 2021.

**March 22, 2021:** The Company announced that its common shares had been added to the S&P/TSX Composite Index.

**April 15, 2021:** The Company announced that through its wealth management business in the UK, it has entered an agreement with The Royal Bank of Scotland plc, which is part of the NatWest Group plc, to acquire the private client investment management business of Adam & Company. The acquisition expands the Company's UK wealth management footprint into Scotland and increases client assets by approximately £1.7 billion. Closing is subject to regulatory approval.

1. These figures exclude significant items. Figures excluding significant items are non-IFRS measures and should be read in conjunction with IFRS measures. Refer to Non-IFRS Measures in the Q4/21 MD&A and the reconciliation of net income as determined under IFRS to adjusted net income, which excludes significant items, as described and available at [www.canaccordgenuity.com/investor-relations](http://www.canaccordgenuity.com/investor-relations).

2. Net income before non-controlling interests and preferred share dividends

Driven to increase shareholder value.

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## Core operating businesses

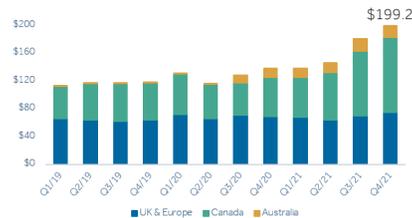


Our wealth management businesses have continued to demonstrate stability of earnings and are increasingly contributing a greater share of our profitability.

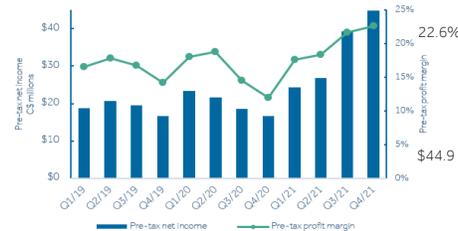
This segment contributed revenue of \$199.2 million for the fourth fiscal quarter, bringing full fiscal year revenue to \$663.6 million, a year-over-year increase of 44.4% and 29.8% respectively. Excluding significant items, the pre-tax net income<sup>1</sup> contribution from this segment increased 68.6% year-over-year to \$135.3 million.

Globally, total client assets amounted to a record \$88.8 billion at March 31, 2021, an increase of 4.2% sequentially and 46.2% year-over-year.

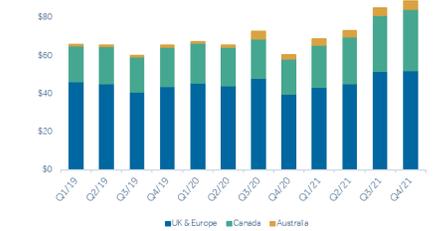
Revenue  
C\$ millions, fiscal quarters



Pre-tax net income<sup>1</sup> and profit margin<sup>1</sup>  
Fiscal quarters



Client assets  
C\$ billions, fiscal quarters

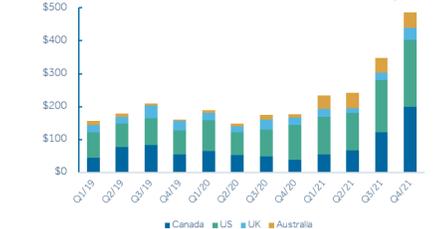


Our strategic focus for our global capital markets businesses has centred on establishing mid-market leadership in our core focus sectors, while we deepen our client offering to diversify our revenue streams and enhance our earnings stability through market cycles.

Globally, Canaccord Genuity Capital Markets earned record revenue of \$487.0 million for the fourth fiscal quarter, bringing fiscal year revenue to \$1.3 billion, an increase of 90.3% year-over-year. Record fiscal 2021 investment banking and trading revenues were \$644.1 million and \$245.7 million respectively. Excluding significant items, this segment contributed pre-tax net income<sup>1</sup> of \$324.9 million for the twelve month period, an increase of 443.6% year-over-year.

During fiscal 2021, Canaccord Genuity participated in 713 transactions, raising gross proceeds of C\$86.1 billion for growth companies.

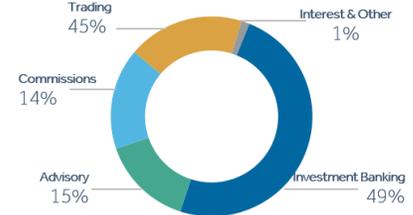
Revenue  
C\$ millions, fiscal quarters



Pre-tax net income<sup>1</sup> and profit margin<sup>1</sup>  
Fiscal quarters



Capital markets revenue by activity  
Fiscal 2021



Analyst coverage: Jeff Fenwick, Cormark Securities | Rob Goff, Echelon Wealth | Graham Ryding, TD Securities

## ABOUT CANACCORD GENUITY GROUP INC.

Through its principal subsidiaries, Canaccord Genuity Group Inc. (the Company) is a leading, 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 wealth management offices located in Canada, the UK, Guernsey, Jersey, the Isle of Man and Australia. The Company's international capital markets division operates in North America, UK & Europe, Asia, Australia and the Middle East.

Investor and media relations: Christina Marinoff, Vice President, Investor Relations & Communications

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