



**CANACCORD GENUITY GROUP INC.
ANNUAL INFORMATION FORM**

For the fiscal year ended March 31, 2022

June 24, 2022

Table of Contents

2	Corporate Structure	32	Escrowed Securities
4	General Development of the Business	32	Directors and Officers
7	Description of the Business	32	Name, occupation and security holding
8	Canaccord Genuity Capital Markets	34	Conflicts of interest
10	Canaccord Genuity Wealth Management	34	Legal Proceedings
12	Corporate and Other segment	35	Interest of Management and Others in Material Transactions
13	Share-based payment plans	35	Transfer Agent and Registrar
14	Risk management	35	Material Contracts
19	Risk factors	35	Experts
28	Dividends	35	External Auditor Service Fees
28	Dividend Policy	35	Board Committees
28	Description of Capital Structure	35	Audit and Risk Committee
30	Restrictions on ownership and transfer of shares of the Company	37	Corporate Governance and Compensation Committee
31	Market for Securities	38	Additional Information
31	Trading price and volume	39	Schedule "A" Audit and Risk Committee Charter

CAUTION REGARDING FORWARD-LOOKING STATEMENTS:

This document contains "forward-looking statements" (as defined under applicable Canadian securities laws). These statements relate to future events or future performance and reflect management's expectations, beliefs, plans, estimates, intentions and similar statements concerning anticipated future events, results, circumstances, performance or expectations that are not historical facts. Forward looking statements include, but are not limited to, statements about the Company's objectives, strategies, business prospects and opportunities; the execution of management's plans and potential outcomes; the impacts of global events and economic conditions on the Company's operations and business; and the outlook for the Company's business and for the global economy. Such forward-looking statements reflect management's current beliefs and are based on information currently available to management. In some cases, forward-looking statements 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. Disclosure identified as an "Outlook" including the section entitled "Fiscal 2023 Outlook" in the Company's Annual Report filed on www.sedar.com contains forward-looking information.

By their very nature, forward-looking statements involve 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 statements. In evaluating these statements, readers should specifically consider various factors that 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 dynamic nature of the financial services industry; the continued impacts of the coronavirus (COVID-19) pandemic on the Company's business operations and on the global economy; and the impact of the war in Ukraine and the resulting humanitarian crisis on the global economy, in particular, its effect on global oil, commodity and agricultural markets. Additional risks and factors that could cause actual results to differ materially from expectations are described in the Company's interim condensed and annual consolidated financial statements and the Company's Annual Report filed on www.sedar.com as well as the factors discussed in this Annual Information Form (AIF) in particular in the sections entitled "Risk Management" and "Risk Factors", which include market, liquidity, credit, operational, legal, cyber and regulatory risks. Material factors or assumptions that were used by the Company to develop the forward-looking information contained in this document include, but are not limited to, those set out in the fiscal 2023 Outlook section in the Company's MD&A and those discussed from time to time in the Company's interim condensed and annual consolidated financial statements, its Annual Report and in this AIF. Readers are cautioned that the preceding lists of material factors and assumptions are not exhaustive.

Although the forward-looking information contained in this document is based upon what management believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements. The forward-looking statements contained in this document are made as of the date of this document and should not be relied upon as representing the Company's views as of any date subsequent to the date of this document. Certain statements included in this document may be considered "financial outlook" for purposes of applicable Canadian securities laws, and such financial outlook may not be appropriate for purposes other than this document. 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, further developments or otherwise.

NOTES

Unless otherwise indicated or the context otherwise requires, the "Company", "Canaccord Genuity" and "Canaccord Genuity Group" refers to Canaccord Genuity Group Inc. and its direct and indirect subsidiaries. "Canaccord Genuity Capital Markets" refers to the investment banking and capital markets segment of the Company and "Canaccord Genuity Wealth Management" refers to the wealth management segment of the Company.

The Company's fiscal year end is March 31. Unless otherwise indicated, "fiscal" in connection with a year relates to the 12-month period ended March 31 in that year.

Unless otherwise indicated, the information provided herein is as of March 31, 2022 and expressed in Canadian dollars.

Non-IFRS Measures

Certain non-IFRS measures, non-IFRS ratios and supplementary financial measures are utilized by the Company as measures of financial performance. Non-IFRS measures, non-IFRS ratios and supplementary financial measures do not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies.

Management believes that these non-IFRS measures, non-IFRS ratios and supplementary financial measures allow for a better evaluation of the operating performance of the Company's business and facilitate meaningful comparison of results in the current period to those in prior periods and future periods. Non-IFRS measures presented in this AIF and in the Annual Report filed on www.sedar.com include certain figures from our Statement of Operations that are adjusted to exclude significant items. Although figures that exclude significant items provide useful information by excluding certain items that may not be indicative of the Company's core operating results, a limitation of utilizing these figures that exclude significant items is that the IFRS accounting effects of these items do in fact reflect the underlying financial results of the Company's business. Accordingly, these effects should not be ignored in evaluating and analyzing the Company's financial results. Therefore, management believes that the Company's IFRS measures of financial performance and the respective non-IFRS measures should be considered together.

The sections entitled "Non-IFRS Measures (Adjusted Figures)"; "Non-IFRS Ratios"; and "Supplementary Financial Measures" on pages 14-15 of the Company's Management's Discussion and Analysis for the fiscal year ended March 31, 2022 ("MD&A") and the table entitled "Selected Financial Information Excluding Significant Items" on page 25 of the MD&A are hereby incorporated by reference into this AIF. The MD&A is available on SEDAR at www.sedar.com.

Corporate Structure

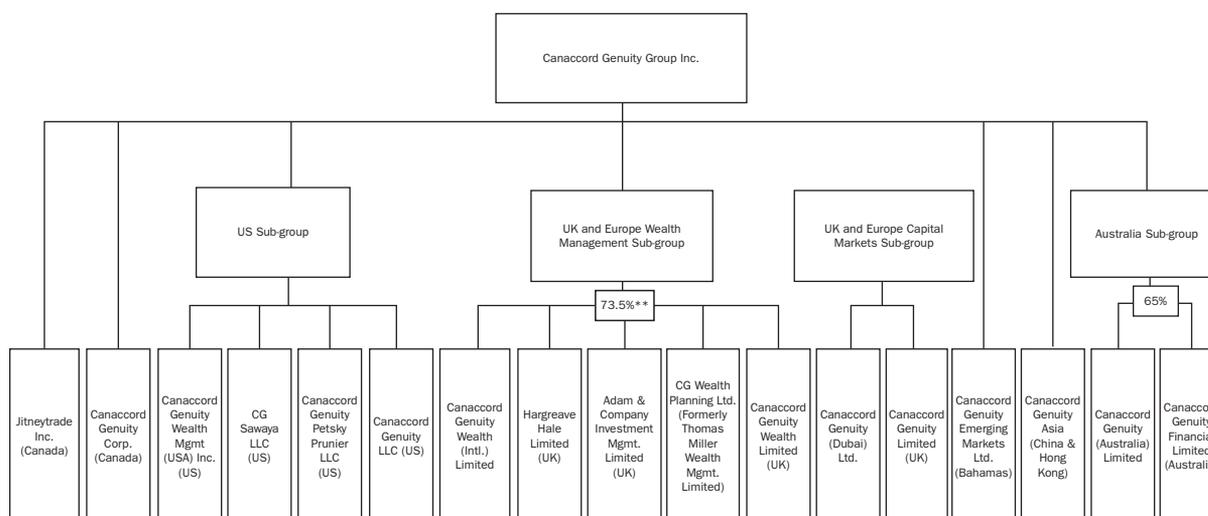
Name, address and incorporation

Canaccord Genuity Group Inc. was incorporated as Canaccord Holdings Ltd. on February 14, 1997 by the filing of a memorandum and articles with the Registrar of Companies for British Columbia under the *Company Act* (British Columbia) and continues in existence under the *Business Corporations Act* (British Columbia). Pursuant to resolutions of the shareholders passed at the Annual General Meeting of the Company on June 21, 2004 and the subsequent filing of a notice of alteration to its articles and pursuant to an arrangement approved by an order of the Supreme Court of British Columbia made June 22, 2004, the Company changed its name to Canaccord Capital Inc. and altered its capital by converting all previously outstanding classes of common shares, preferred shares and debentures into common shares. The arrangement was made effective on June 30, 2004. The Company was amalgamated in a short-form vertical amalgamation with its wholly owned subsidiary 0719880 B.C. Ltd. on April 1, 2007. The Company changed its name to Canaccord Financial Inc. on December 1, 2009, and to Canaccord Genuity Group Inc. on October 1, 2013.

The Company's head office is located at Suite 2200 – 609 Granville Street, Vancouver, British Columbia, V7Y 1H2. The Company's registered office is located at Suite 2200, 700 West Georgia Street, Vancouver, British Columbia V7Y 1K8 (as of May 17, 2022).

Details of the Company's principal subsidiaries are set out in the following section.

Intercorporate relationships*



* The chart above shows the principal operating companies of Canaccord Genuity Group as of March 31, 2022.

** This ownership percentage represents the Company's equity equivalent interest on an as-converted basis.

On July 29, 2021, HPS Investment Partners, LLC, on behalf of certain investment accounts and funds it manages (collectively, "HPS"), completed its investment in the Company's UK wealth management UK & Crown Dependencies division. HPS acquired

convertible preferred shares (the “Convertible Preferred Shares”) in the amount of £125.0 million (C\$218.0 million) issued by the Company’s subsidiary, Canaccord Genuity Wealth Group Holdings (Jersey) Limited (CGWM UK). A portion of the proceeds was used to repay the senior secured first lien term loan facility of £69.0 million obtained on April 9, 2021 which was used to partially fund the redemption of the Company’s 6.25% convertible unsecured senior subordinated debentures at that time.

On an as converted basis the Convertible Preferred Shares represented 21.93% of the outstanding equity interest in CGWM UK as of March 31, 2022. Cumulative dividends, when, as and if declared by the board of directors of CGWM UK, are payable by CGWM UK on the Convertible Preferred Shares at the greater of an annual 7.5% coupon and the proportionate share that such shares would receive, on an as converted basis, in respect of any dividends declared and paid in respect of ordinary shares of CGWM UK. No dividends may be paid on any other class of shares of CGWM UK unless and until the cumulative dividends on the Convertible Preferred Shares are declared and paid. If a liquidity event occurs before the end of five years the Convertible Preferred Shares will carry a liquidation preference equal to the greatest of (i) the amount of principal plus accrued but unpaid dividends attributable to the Convertible Preferred Shares had they been issued five years prior, (ii) an amount equal to 1.5 multiplied by the issue price of the Convertible Preferred Shares (less any previously paid dividends), or (iii) the amount which the holders of the Convertible Preferred Shares would receive on an as converted basis. If a liquidity event occurs on or after the fifth anniversary then the Convertible Preferred Shares will carry a liquidation preference equal to the greater of (i) the amount of principal plus accrued but unpaid dividends attributable to the Convertible Preferred Shares or (ii) the amount which the holders of the Convertible Preferred Shares would receive on an as converted basis. If a liquidity event has not occurred after five years, then CGWM UK has an option to acquire the Convertible Preferred Shares at the greater of the applicable liquidation preference amount and the amount which would provide the holders of the Convertible Preferred Shares with an internal rate of return of 11.5% (including all previously paid dividends). After the fifth anniversary the holders of the Convertible Preferred Shares have certain rights in respect of initiating a liquidity event. The Convertible Preferred Shares carry customary minority rights in respect of CGWM UK governance and financial matters, including representation on the CGWM UK board of directors.

In connection with the issuance of the Convertible Preferred Shares, CGWM UK provided for the purchase of certain equity instruments in CGWM UK by management and employees of CGWM UK which reflect an approximate 4.6% equity-equivalent interest in CGWM UK. As of March 31, 2022, £24.6 million (CAD\$42.7 million) of such equity instruments in CGWM UK were purchased in connection with this equity program. Included in these equity instruments of CGWM UK were preferred shares with the same economic attributes as the Convertible Preferred Shares (the “Preference Shares”). Preference Shares in the amount of £7.5 million (C\$13.0 million) were issued to management as of March 31, 2022. The other equity interests purchased by management and employees of CGWM UK are ordinary shares of CGWM UK with certain restrictions on transfer and limited governance rights. In connection with the purchase of the ordinary shares, a limited recourse loan of £4.0 million (C\$6.9 million) as well as certain full recourse employee loans were made. Subject to certain minimum thresholds, a management incentive plan has been implemented which will provide for certain payments if a liquidity event occurs within six years or after six years if a liquidity event has not occurred and the Convertible Preferred Shares are no longer outstanding.

On January 3, 2022, the Australia operations through the issuance of partly paid shares reorganized its share structure and as a result the Company’s ownership in Canaccord Financial Group (Australia) Pty. Ltd (“CFG”) decreased from 80% to 65%. For accounting purposes, the Company’s ownership interest changed from 85% to 67% commencing in the fourth quarter of fiscal 2022 because of shares held in an employee trust controlled by CFG.

Name of subsidiary	Country of incorporation	% of equity interest	Principal business
Canaccord Genuity Corp.	Canada	100%	Capital Markets and Wealth Management
CG Investments Inc.	Canada	100%	Capital Markets
CG Investments Inc. III	Canada	100%	Capital Markets
CG Investments Inc. IV	Canada	100%	Capital Markets
CG Investments Inc. V	Canada	100%	Capital Markets
CG Investments Inc. VI	Canada	100%	Capital Markets
CG G Sponsors Inc. I	Canada	100%	Capital Markets
Jitneytrade Inc.	Canada	100%	Capital Markets
Finlogik Inc.	Canada	100%	Corporate & Other
Finlogik Tunisie SARL	Tunisia	75%	Corporate & Other
Canaccord Genuity SAS	France	100%	Capital Markets
Canaccord Genuity Wealth (International) Limited*	Guernsey	96.7%	Wealth Management
Canaccord Genuity Financial Planning Limited*	United Kingdom	96.7%	Wealth Management
Canaccord Genuity Wealth Limited*	United Kingdom	96.7%	Wealth Management
Canaccord Genuity Wealth Group Limited*	United Kingdom	96.7%	Wealth Management
Canaccord Genuity Wealth (International) Holdings Limited*	Guernsey	96.7%	Holding company
Hargreave Hale Limited*	United Kingdom	96.7%	Wealth Management
CG Wealth Planning Limited*	United Kingdom	96.7%	Wealth Management
Adam & Company Investment Management Limited*	United Kingdom	96.7%	Wealth Management
Canaccord Genuity Limited	United Kingdom	100%	Capital Markets
Canaccord Genuity Wealth Group Holdings Ltd.	Canada	100%	Corporate & Other
Canaccord Genuity LLC	United States	100%	Capital Markets
Canaccord Genuity Wealth Management (USA) Inc.	United States	100%	Wealth Management
Canaccord Genuity Wealth & Estate Planning Services Ltd.	Canada	100%	Wealth Management

Name of subsidiary	Country of incorporation	% of equity interest	Principal business
Canaccord Genuity Petsky Prunier LLC	United States	100%	Capital Markets
Canaccord Adams Financial Group Inc.	United States	100%	Capital Markets
Collins Stewart Inc.	United States	100%	Capital Markets
Canaccord Genuity (2021) LLC	United States	100%	Capital Markets
Canaccord Genuity Finance Corp.	Canada	100%	Corporate & Other
Canaccord Adams (Delaware) Inc.	United States	100%	Capital Markets
Canaccord Genuity Securities LLC	United States	100%	Capital Markets
CG Sawaya, LLC	United States	100%	Capital Markets
Canaccord Genuity (2021) Holdings ULC	Canada	100%	Corporate & Other
Canaccord Genuity (2021) Limited Partnership	Canada	100%	Corporate & Other
Canaccord Genuity (2021) GP ULC	Canada	100%	Corporate & Other
Stockwave Equities Ltd.	Canada	100%	Capital Markets and Wealth Management
Canaccord Genuity Group Finance Company Ltd.	Canada	100%	Corporate & Other
Canaccord Genuity (Hong Kong) Limited	China (Hong Kong SAR)	100%	Capital Markets
Canaccord Genuity Emerging Markets Ltd.	Bahamas	100%	Capital Markets
Canaccord Financial Group (Australia) Pty Ltd**	Australia	65%	Capital Markets and Wealth Management
Canaccord Genuity (Australia) Limited**	Australia	65%	Capital Markets
Canaccord Genuity Financial Limited**	Australia	65%	Wealth Management
Patersons Asset Management Limited**	Australia	65%	Wealth Management
加通贝祥（北京）投资顾问有限公司 (Canaccord Genuity Asia (Beijing) Limited)	China	100%	Capital Markets
The Balloch Group Limited	British Virgin Islands	100%	Capital Markets
Canaccord Genuity Asia (Hong Kong) Limited	China (Hong Kong SAR)	100%	Capital Markets
Canaccord Genuity (Dubai) Ltd.	United Arab Emirates	100%	Capital Markets
Canaccord Genuity Wealth Group Holdings (Jersey) Limited*	Jersey	96.7%	Wealth Management
Canaccord Genuity Hawkpoint Limited	United Kingdom	100%	Capital Markets
Canaccord Genuity Management Company Limited	Ireland	100%	Wealth Management

* During the year ended March 31, 2022, the company issued Convertible Preferred Shares to certain institutional investors and certain equity instruments in CGWM UK within the context of the transaction value and reflecting a 4.3% interest in the outstanding ordinary shares of CGWM UK. On an as converted basis, convertible preferred shares, preference shares and ordinary shares issued to such institutional investors and management and employees of CGWM UK together represent an 26.5% equity equivalent interest in CGWM UK which includes these subsidiaries.

** The Company owns 65% of the issued shares of Canaccord Financial Group (Australia) Pty Ltd., Canaccord Genuity (Australia) Limited, and Canaccord Genuity Financial Limited, but for accounting purposes, as of March 31, 2022 the Company is considered to have an 67.3% interest because of the shares held in a trust controlled by Canaccord Financial Group (Australia) Pty Ltd. [March 31, 2021 – 85%].

Our Dubai operation is included as part of Canaccord Genuity Capital Markets UK & Europe. For purposes of the discussion provided herein the Canaccord Genuity Capital Markets operations in the UK, Europe and Dubai are referred to as “UK & Europe”. Starting in Q1/20, our Asian based operations, including Singapore, China and Hong Kong, have been combined with our Canadian and Australian capital markets operations to reflect management of these operating units. Also, commencing in Q3/20, our Australian wealth management business, comprised of the operating results of Patersons since October 21, 2019 and the wealth management business of Australia previously included as part of Canaccord Genuity Capital Markets Australia, is disclosed as a separate operating segment in the discussions below.

Operating results of Sawaya Partners (“Sawaya”) since the closing date of December 31, 2021 are included as part of Canaccord Genuity Capital Markets US. Included as part of CGWM UK are the operating results of Thomas Miller Wealth Management Limited (renamed as CG Wealth Planning Limited) (“Thomas Miller”) since the closing date of May 1, 2019, and the private client investment management business of Adam & Company (including the acquisition of the entire issued capital of Adam & Company Investment Management Limited) since the closing date of October 1, 2021.

General Development of the Business

Introduction

The Company, through the succession of various predecessor corporations, has been in business since 1950. Beginning in 1992, the Company adopted a focused growth strategy to become one of the leading independent investment dealers in Canada. The Company has achieved this through significant investments in its business infrastructure, with a focus on building strong client relationships.

The Company continually invests in its employees, IT systems and office infrastructure, and the results of these initiatives have allowed the Company to grow into a global independent investment bank. Today, Canaccord Genuity Group Inc. has:

- An integrated global capital markets group that provides financing and advisory services to a broad range of corporate clients; global sales and trading for institutional clients; and in-depth research coverage of a growing universe of companies.
- An extensive network of wealth management offices located across Canada, the UK & Crown Dependencies, and Australia. With 146 Advisory Teams in Canada, 220 Investment Professionals and Fund Managers in the UK & Crown Dependencies and 115 Advisors in Australia, as of March 31, 2022, the Company’s wealth management operations provide financial planning and wealth management solutions and trading services to individual investors, institutions and intermediaries, and charities.

The Company’s independent nature means the Company is free from institutional constraints that sometimes affect larger financial institutions. This independence allows the Company to provide a wider range of local and international products for its clients and the ability to act quickly when opportunities arise or when prompt solutions need to be found.

The Company has devoted substantial resources to growing its global presence. Today, the Company has capital markets operations in North America, the UK & Europe, Asia, Australia and the Middle East. These offices focus on providing services to the Company's corporate and institutional clients from the domestic and international communities. Given its capital markets expertise, combined with its capital markets strength in 21 locations over four continents, the Company remains in a favourable position to provide its clients with a wide array of international financing services and alternatives.

Below are the key corporate developments during fiscal 2022:

On July 29, 2021, HPS Investment Partners, LLC, on behalf of certain investment accounts and funds it manages (collectively, "HPS"), completed its investment in the Company's UK wealth management division. HPS acquired convertible preferred shares (the "Convertible Preferred Shares") in the amount of £125.0 million (C\$218.0 million) issued by the Company's subsidiary, Canaccord Genuity Wealth Group Holdings (Jersey) Limited (CGWM UK). On an as converted basis the Convertible Preferred Shares represented 21.93% of the outstanding equity interest in CGWM UK as of March 31, 2022. A portion of the proceeds was used to repay the senior secured first lien term loan facility of £69.0 million which was used to partially fund the redemption of the Company's 6.25% convertible unsecured senior subordinated debentures on April 9, 2021.

In connection with the transaction, CGWM UK has provided for the purchase by management of certain equity instruments in CGWM UK within the context of the transaction value and which will reflect an approximate 4.6% equity-equivalent interest in CGWM UK. A management incentive arrangement has also been implemented which will provide for certain incentives with performance thresholds related to the future growth of CGWM UK.

In connection with the reset of the dividend rate applicable to the Cumulative 5-Year Rate Reset First Preferred Shares, Series A of the Company (the "Series A Preferred Shares") for the five-year period commencing on October 1, 2021, and ending on and including September 30, 2026, the Company did not exercise its right to redeem all or any part of the outstanding Series A Preferred Shares on September 30, 2021.

On August 18, 2021, the Company filed a notice to renew the normal course issuer bid (NCIB) to provide the Company with the choice to purchase up to a maximum of 5,342,990 of its common shares during the period from August 21, 2021 to August 20, 2022 through the facilities of the TSX and on alternative trading systems in accordance with the requirements of the TSX. The purpose of the purchase of common shares under the NCIB is to enable the Company to acquire shares for cancellation. The maximum number of shares that may be purchased under the current NCIB represents 5.0% of the Company's outstanding common shares at the time of the notice. During the year ended March 31, 2022, there were 3,401,116 shares purchased under the NCIB, of which 83,300 shares have not been cancelled as of March 31, 2022. There were also 70,000 shares purchased under the NCIB during the year ended March 31, 2021 and cancelled during the year ended March 31, 2022.

On October 1, 2021, the Company announced that CGWM UK had completed the acquisition of the private client investment management business of Adam & Company (including the acquisition of the entire issued capital of Adam & Company Investment Management Limited). This acquisition marks the Company's entry into Scotland with a leading and well-established franchise and a strong brand.

On December 31, 2021, the Company completed its acquisition of Sawaya Partners, a leading M&A advisory firm to the consumer sector based in New York. Sawaya Partners now operates with Canaccord Genuity branding as CG Sawaya LLC recognizing the significant goodwill and awareness of the Sawaya name in the consumer sector. All existing employees of Sawaya Partners will continue with the Company's US capital markets business.

In a substantial issuer bid that commenced on December 22, 2021 and expired on January 27, 2022, the Company made an offer (the "Offer") to purchase for cancellation up to \$100.0 million of its common shares. The Offer was made by way of a "modified Dutch auction", which allowed shareholders who chose to participate in the Offer to individually select the price, within a price range of not less than \$15.50 per common share and not more than \$16.50 per common share (in increments of \$0.10 per common share), at which they were willing to sell their common shares. Upon expiry of the Offer, the Company determined that \$15.50 was the lowest purchase price that allowed it to purchase the maximum number of common shares properly tendered to the Offer, and not properly withdrawn, having an aggregate purchase price of approximately \$100.0 million. The Company purchased for cancellation 6,451,612 of its common shares at a purchase price of \$15.50 per share.

On January 3, 2022, the share structure for our Australia operations was reorganized through the sale of partly paid shares to selected employees of Canaccord Financial Group (Australia) Pty Ltd. (CFGa) and as a result the Company's ownership in CFGa decreased from 80% to 65%. For accounting purposes, the Company's ownership interest changed from 85% to 67% commencing in the fourth quarter of fiscal 2022 because of shares held in an employee trust controlled by CFGa. The purpose of the change in the ownership structure was to provide further alignment with our employee base in the Australian region and to provide the business with capital and access to capital for growth.

Subsequent to the end of Fiscal 2022

On May 24, 2022, the Company announced that it does not intend to exercise its option to redeem the Series C Preferred Shares on June 30, 2022. The Company has the option to redeem on June 30 and every five years thereafter, in whole or in part, at \$25.00 per share together with all declared and unpaid dividends. On June 1, 2022, the Company announced the reset of the dividend rate on its Series C Preferred Shares. Quarterly cumulative cash dividends, as declared, are paid at an annual rate of 4.993% for the five years ending on and including June 30, 2022. Commencing July 1, 2022 and ending on and including June 30,

2027, quarterly cumulative dividends, if declared, will be paid at an annual rate of 6.837% on the Series C Preferred Shares. The dividend rate will be reset every five years at a rate equal to the five-year Government of Canada yield plus 4.03%.

On May 31, 2022, the Company announced that through CGWM UK it has completed its previously announced acquisition of Punter Southall Wealth ("PSW"), including the intermediary-facing brand Psigma. In connection with completion of the acquisition, CGWM UK added £100 million (C\$169.2 million) to its existing bank facility. In addition, HPS Investment Partners, LLC on behalf of investment accounts and funds it manages made an additional investment in CGWM UK through the purchase of a new series of convertible preferred shares of CGWM UK in the amount of £65.3 million (C\$110.5 million). Cumulative dividends will be payable by CGWM UK on the additional Convertible Preferred Shares at the greater of an annual 7.5% coupon and the proportionate share that such shares would receive on an as converted basis. The additional Convertible Preferred Shares will also carry customary minority rights in respect of CGWM UK governance and financial matters, a liquidation preference, and call protections. On the closing of this acquisition, the Company holds an approximate 66.9% equity equivalent interest in CGWM UK.

Three-year history

Through its principal subsidiaries, the Company is a leading independent, full-service financial services firm, with operations in two principal segments of the securities industry: capital markets and wealth management. Together, these operations offer a wide range of complementary investment products, brokerage services and investment banking services to the Company's corporate, institutional and private clients.

The Company continues to build on the foundation it has established and focus on its complementary capabilities, which include:

- Capital markets strength and expertise in North America, the UK, Europe, Dubai, Australia and Asia
- Strong private, corporate and institutional client relationships
- Globally integrated international trading operations
- Broad venture capital capability
- Comprehensive, timely and focused research coverage

In the last three years, the Company has concentrated on the development of its two principal business units, Canaccord Genuity Capital Markets and Canaccord Genuity Wealth Management, and its operating infrastructure to support their operations, including the development of its information systems and technology. The Company also increased its focus on improving the operational efficiency of its businesses.

As an investment banking firm, the Company derives its revenue primarily from sales commissions, underwriting and advisory fees, and principal trading activity. The Company's revenue increased by 1.9% during the year ended March 31, 2022 compared to the prior year.

Geographies

The Company's revenue for the three-year period ending March 31, 2022 was:

(C\$ thousands)	Revenue for the years ended March 31		
	2022	2021	2020
Commissions and fees	\$ 761,843	\$ 735,239	\$ 586,884
Investment banking	561,725	761,551	236,962
Advisory fees	493,057	197,092	206,507
Principal trading	158,978	246,801	108,834
Interest	36,028	26,288	63,690
Other	34,371	40,717	20,990
Total	\$2,046,002	\$2,007,688	\$1,223,867

The following table provides a breakdown of the Company's segmented revenue for the three years ending March 31, 2022:

(C\$ thousands)	Revenue for the years ended March 31		
	2022	2021	2020
Canaccord Genuity Capital Markets	\$1,303,074	\$1,312,228	\$ 689,469
Canaccord Genuity Wealth Management	720,407	663,619	511,435
Corporate and Other	22,521	31,841	22,963
Total	\$2,046,002	2,007,688	\$1,223,867

Operations by Geography

The Company's revenue by geographic segment for the three-year period is as follows:

(C\$ thousands)	Revenue for the years ended March 31		
	2022	2021	2020
Canada	\$ 692,432	\$ 789,814	\$ 434,054
UK & Europe ⁽¹⁾	430,850	372,864	374,056
United States	673,997	600,046	353,490
Australia	248,723	244,964	62,267
Total	\$2,046,002	\$2,007,688	\$1,223,867

(1) Includes our Dubai based operations.

Revenue in Canada is derived from the Canaccord Genuity Capital Markets, Canaccord Genuity Wealth Management, and Corporate and Other segments. Revenue from the UK & Europe is derived from the Canaccord Genuity Capital Markets and Canaccord Genuity Wealth Management segments. Revenue in the US is principally included in the Canaccord Genuity Capital Markets segment with an approximate 1.0% included in the Canaccord Genuity Wealth Management segment in the US during fiscal 2022. Commencing in Q3/20, our Australian wealth management business included the operating results of Patersons since October 21, 2019 and the wealth management business of Australia previously included as part of Canaccord Genuity Capital Markets Australia, is disclosed as a separate operating segment. Comparatives have not been restated.

Description of the Business

Overview

The Company's operations are divided into two business segments: Canaccord Genuity Capital Markets (investment banking and capital markets operations) and Canaccord Genuity Wealth Management. Together, these operations offer a wide range of complementary investment banking services, investment products and brokerage services to the Company's institutional, corporate and private clients. The Company's administrative segment is referred to as Corporate and Other.

Canaccord Genuity Wealth Management (Global)

Globally, Canaccord Genuity Wealth Management generated revenue of \$720.4 million during fiscal 2022 and, excluding significant items, recorded net income before taxes of \$148.5 million⁽¹⁾. (\$121.0 million on an IFRS basis)

- Canaccord Genuity Wealth Management (North America) generated \$335.3 million in revenue and, after intersegment allocations, recorded net income before taxes of \$56.3 million
- Wealth management operations in the UK & Crown Dependencies generated \$310.5 million in revenue and, after intersegment allocations and excluding significant items, recorded net income before taxes of \$84.8 million in fiscal 2022⁽¹⁾ (\$57.8 million on an IFRS basis)
- Wealth management operations in Australia generated revenue of \$74.6 million and, after intersegment allocations and excluding significant items, recorded net income before taxes of \$7.3 million in fiscal 2022⁽¹⁾ (\$6.9 million on an IFRS basis)

Firmwide client assets were \$96.1 billion at March 31, 2022 representing an increase of \$7.3 billion or 8.2% from \$88.8 billion at March 31, 2021.⁽²⁾ Client assets across the individual business units as at March 31, 2022 were as follows:

- \$37.9 billion in North America, an increase of \$5.6 billion or 17.5% from March 31, 2021⁽²⁾
- \$52.8 billion (£32.1 billion) in the UK & Crown Dependencies, an increase of \$0.5 billion (£1.9 billion) or 1.0% from \$52.3 billion (£30.2 billion) at the end of the previous fiscal year⁽²⁾
- \$5.4 billion (A\$5.7 billion) in Australia held in our investment management platform, an increase of \$1.1 billion (A\$1.3 billion) or 26.6% from March 31, 2021⁽²⁾

Canaccord Genuity Capital Markets

Globally, Canaccord Genuity Capital Markets generated revenue of \$1.3 billion during fiscal 2022, and, excluding significant items, recorded net income before taxes of \$324.6 million⁽¹⁾ (\$321.8 million on an IFRS basis)

- Canaccord Genuity Capital Markets led 329 transactions globally, each over \$1.5 million, to raise total proceeds of \$13.5 billion for mid-market companies in our key focus sectors.
- Canaccord Genuity Capital Markets participated in a total of 596 investment banking transactions globally, raising total proceeds of \$61.2 billion.

(1) Figures excluding significant items are non-IFRS measures. See Non-IFRS measures on page 2.

(2) Client Asset Measures such as Assets under Administration" and "Assets under Management" have no definition under IFRS. See "Non-IFRS Measures on page 2".

Canaccord Genuity Capital Markets 890 employees	Canaccord Genuity Wealth Management (Global) 1,292 employees
<i>Research</i> <i>Institutional equity sales and trading</i> <i>Investment banking</i> <i>Mergers & acquisitions and advisory services</i> <i>International and principal trading</i> <i>Fixed income trading</i>	<i>Investment advice</i> <i>Brokerage services</i> <i>Managed accounts</i> <i>Fee-based accounts</i> <i>Wealth management services</i> <i>Insurance and estate planning</i> <i>Portfolio management</i>
<ul style="list-style-type: none"> Offices in Toronto, Vancouver, Calgary, Montréal, New York, Boston, San Francisco, Nashville, Chicago, Minneapolis, London, Dublin, Paris, Dubai, Beijing, Hong Kong, Melbourne, Perth, Sydney and Bahamas 	<ul style="list-style-type: none"> Nine offices in Canada 146 Advisory Teams in Canada Thirteen offices in the UK & Crown Dependencies Seven offices in Australia 220 Investment Professionals and Fund Managers in the UK & Europe 115 Advisors in Australia
<ul style="list-style-type: none"> Revenue for fiscal 2022 of \$1.3 billion Canaccord Genuity led or co-led 329 transactions globally with total proceeds of \$13.5 billion. Also, in fiscal 2022, the team participated in 596 transactions globally, raising total proceeds of \$61.2 billion. 	<ul style="list-style-type: none"> Revenue for fiscal 2022 of \$720.4 million Assets under management in Canada, UK & Crown Dependencies, and Australia (discretionary and non-discretionary) of \$96.1 billion⁽¹⁾
Corporate and Other 405 employees <i>Compliance and Risk Management</i> <i>Finance</i> <i>Information Technology</i> <i>Legal</i> <i>Operations</i> <i>Pinnacle Correspondent Brokerage Services</i>	

(1) Client Asset Measures such as "Assets under Administration" and "Assets under Management" have no definition under IFRS. See "Non-IFRS Measures on page 2".

Canaccord Genuity Capital Markets

Canaccord Genuity Capital Markets consists of 890 employees and professionals located in Toronto, Vancouver, Calgary, Montréal, New York, Boston, San Francisco, Nashville, Chicago, Minneapolis, London, Dublin, Paris, Dubai, Beijing, Hong Kong, Melbourne, Perth, Sydney, and Bahamas. Canaccord Genuity Capital Markets is comprised of the following geographic operating divisions:

- Canada (Canaccord Genuity Capital Markets)
- UK & Europe, including our Dubai operations (Canaccord Genuity Capital Markets)
- US (Canaccord Genuity Capital Markets)
- Bahamas
- 67.3% effective interest in Australia [March 31, 2021 – 85%] (65% legal ownership interest – March 31, 2022; 80% legal ownership interest – March 31, 2021) (Canaccord Genuity Capital Markets)
- Other Foreign Locations (Canaccord Genuity (Hong Kong) Limited, Canaccord Genuity Asia (Hong Kong) Limited)

Canaccord Genuity Capital Markets' revenue⁽¹⁾⁽³⁾

(C\$ thousands)	Revenue for the years ended March 31		
	2022	2021	2020
Canada	\$ 341,453	\$ 443,444	\$204,636
UK & Europe ⁽²⁾	120,355	95,535	96,103
US	667,176	590,534	350,379
Australia	174,090	182,715	38,351
Total Canaccord Genuity	\$1,303,074	\$1,312,228	\$689,469

(1) Data includes the operating results of Jitneytrade since June 6, 2018, Petsky Prunier since February 13, 2019 and Sawaya since December 31, 2021

(2) Includes our Dubai based operations

(3) Starting in Q1/20, our Asian based operations, including Singapore, China and Hong Kong, have been combined with our Canadian and Australian capital markets operations to reflect management of these operating units.

Revenue

Canaccord Genuity Capital Markets' revenue is generated from commissions and fees earned in connection with investment banking transactions and institutional sales and trading activity, as well as trading gains and losses from Canaccord Genuity's principal trading operations. Accordingly, this revenue is directly affected by the level of corporate and institutional activity and general economic, market and business conditions in Canada and internationally.

Canaccord Genuity Capital Markets' quarterly results are not significantly affected by seasonal factors. However, Canaccord Genuity Capital Markets' revenue and income can experience considerable variations from quarter to quarter and year to year due to factors beyond Canaccord Genuity Capital Markets' control. The business is affected by the overall condition of the worldwide financial market. The timing of revenue recognition can also materially affect Canaccord Genuity's quarterly results. Canaccord Genuity Capital Markets' revenue from an underwriting transaction is recorded only when the transaction has closed.

Also, on December 31, 2021, the Company completed its acquisition of 100% of the business of a M&A Advisory firm, Sawya Partners, LLC. Sawaya Partners, LLC has been renamed as CG Sawaya LLC. This development supports the Company's objective of adding scale to its fixed cost base in the region and diversifying its revenue streams, while enhancing its client offering to capture greater market share in its core areas of strength.

Canaccord Genuity Capital Markets operates out of 21 locations internationally and provides a broad range of research, sales and trading, advisory and investment banking services to its clients. Canaccord Genuity Capital Markets has developed comprehensive investment banking knowledge and expertise, and strong research capabilities in the following key sectors of the global economy: Metals & Mining, Energy, Technology, Real Estate, Sustainability, Healthcare & Life Sciences, Consumer & Retail, Infrastructure, Industrials, Financials and Private Equity. Coverage of these sectors included investment banking, mergers and acquisitions (M&A) and advisory services, and institutional equity activities, such as sales, trading and research.

The integrated team at Canaccord Genuity Capital Markets provides comprehensive and high-quality services to its corporate and institutional clients in:

- Research
- Institutional equity sales and trading
- Investment banking
- M&A and advisory services
- International and principal trading
- Fixed income trading

Canaccord Genuity's ability to target and service key clients in global equity financing is a strong differentiator and competitive advantage for the Company. Canaccord Genuity Capital Markets' transactions and revenue by focus sectors are detailed below.

Canaccord Genuity Capital Markets' transactions and revenue by focus sectors are detailed below.

Investment banking revenue by sector (as a % of investment banking revenue for each geographic region)

Sectors	Global	For the year ended March 31, 2022			
		Canada	US	UK	Australia
Life Sciences	18%	19%	37%	0%	7%
Technology	34%	43%	54%	21%	11%
Metals & Mining	22%	14%	2%	5%	60%
Consumer & Retail	5%	3%	1%	19%	4%
Other	21%	21%	6%	55%	18%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

Advisory fees revenue by sector (as a % of advisory fees revenue for each geographic region)

Sectors	For the year ended March 31, 2022			
	Global	Canada	US	UK
Life Sciences	15%	36%	9%	3%
Technology	66%	23%	85%	12%
Industrials	4%	0%	5%	0%
Metals & Mining	6%	27%	0%	3%
Consumer & Retail	7%	9%	1%	60%
Other	2%	5%	—	22%
Total	100.0%	100.0%	100.0%	100.0%

Note for reference in the tables above: transactions with companies in the cannabis sector in Canada are included under the Life Sciences sector.

Revenue from Canadian operations

Capital markets revenue in Canada originates from equity financing transactions, commissions, underwriting fees, advisory fees and management fees related to capital markets activity in Canada. Investment banking revenue consists of underwriting fees and commissions earned on corporate finance activities. Investment banking revenue also reflects profits and gains recorded in certain warrant and inventory positions earned in respect of investment banking activity in the current and prior periods. Advisory fees consist of management and advisory fees and include revenue earned from M&A activities.

Revenue from the UK & Europe operations

Canaccord Genuity Capital Markets' operations in the UK & Europe include institutional sales and trading, investment banking and research activities. In addition, this division has an active advisory business providing M&A and advisory services to its UK, Europe and Dubai clients. Canaccord Genuity Capital Markets is an approved broker, sponsor and Nominated Advisor (Nomad) for AIM and LSE companies. Canaccord Genuity Capital Markets is in a strong position to serve its private, corporate and institutional clients and capitalize on the opportunities in this market area. This division serves its clients through offices in London, Dublin, Paris and Dubai.

Revenue from US operations

Canaccord Genuity Capital Markets' US segment includes institutional sales and trading, principal trading, advisory fees, investment banking and research activities. This division serves its clients through offices in Boston, New York, San Francisco, Chicago, Nashville, and Minneapolis. The US operations also have an extensive global equity sales and trading team which includes the International Equities Group, specialized trading services, fixed income and equities sales and trading. The US expanded its advisory business in fiscal 2022 with the acquisition of Sawaya Partners.

Revenue from Australia

Capital markets revenue in Australia originates from equity financing transactions, commissions, underwriting fees, advisory fees and management fees related to capital markets activity in Australia. Investment banking revenue consists of underwriting fees and commissions earned on corporate finance activities. Investment banking revenue also reflects profits and gains recorded in certain warrant and inventory positions earned in respect of investment banking activity in the current and prior periods. Advisory fees consist of management and advisory fees, and includes revenue earned from M&A activities.

Competition

In the capital markets sector, Canaccord Genuity competes with other domestic and foreign securities firms. Canaccord Genuity competes based on the caliber and abilities of its professional personnel, relative prices of the services and products it offers, available capital, institutional relationships, ability to assist with financing arrangements, access to global markets, and quality of service.

There is also competition for securities industry professionals. Canaccord Genuity competes with other financial institutions for investment bankers, trading professionals and other specialized personnel based on its services and product breadth, its management, its entrepreneurial culture, and its compensation structure.

Smaller regional or local investment dealers are increasingly under pressure, and some international competitors have recently retrenched to focus on local markets. We believe this changing competitive landscape provides significant opportunity for Canaccord Genuity in the mid-market, as this space is currently relatively underserved by other global investment banks. Canaccord Genuity's mid-market strategy focuses on key sectors and differentiates the firm among the competition.

Canaccord Genuity Wealth Management

Revenue

(C\$ thousands)	Revenue for the years ended March 31		
	2022	2021	2020
Canada	\$328,458	\$314,529	\$206,455
US	6,821	9,512	3,111
UK & Crown Dependencies	310,495	277,329	277,953
Australia ⁽²⁾	74,633	62,249	23,916
Total Canaccord Genuity Wealth Management	\$720,407	\$663,619	\$511,435

(1) Data includes operating results of McCarthy Taylor since January 29, 2019 and Thomas Miller since May 1, 2019.

(2) Commencing in Q3 fiscal 2021, our Australian wealth management business, comprised of the operating results of Patersons since October 21, 2019 and the wealth management business of Australia previously included as part of Canaccord Genuity Capital Markets Australia, is disclosed as a separate operating segment.

Globally, Canaccord Genuity Wealth Management provides tailored financial planning and brokerage services to individual Canadian, UK & European investors, institutions and intermediaries, and charities. The division offers a broad range of investment products to its client base, including both proprietary and third-party products.

Wealth management revenue is generated through traditional commission-based brokerage services; fee-based products and services; client-related interest; and fees and commissions earned by Advisory Teams in Canada, Investment Professionals and Fund Managers in the UK & Crown Dependencies, and Advisors in Australia for investment banking and venture capital transactions. Commission revenue from the sale of investment products and the provision of brokerage and other financial services is based on an established commission schedule. Discounts and adjustments to this schedule are based on the client's level of business, transaction size, complexity and other relevant factors.

On October 21, 2019, the Company, completed the acquisition of Patersons Securities Limited (Patersons). Patersons (renamed as Canaccord Genuity Financial Limited) provides comprehensive investment management, financial planning, stockbroking advice and execution services for wealth management clients in Australia.

On October 1, 2021, the Company, through CGWM UK completed its acquisition of the private client investment management business of Adam & Company (including the acquisition of the entire issued capital of Adam & Company Investment Management Limited).

As of March 31, 2022, Canaccord Genuity Wealth Management division had 146 Advisory Teams in Canada and 115 Advisors in Australia. Advisory Teams in Canada 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 licensed 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.

In the UK & Crown Dependencies, the wealth management business has 220 Investment Professionals and Fund Managers. Investment Professionals include all staff with direct sales responsibilities, which include brokers and assistants with direct client contacts. Fund Managers include all staff who manage client assets.

Canaccord Genuity Wealth Management group has 29 offices throughout Canada, the UK & Crown Dependencies, and Australia in the following locations:

British Columbia	Alberta	Manitoba	Ontario	Québec	Nova Scotia	UK & Crown Dependencies	Australia
<i>Vancouver</i>	<i>Calgary</i>	<i>Winnipeg</i>	<i>Toronto</i>	<i>Montréal</i>	<i>Halifax</i>	<i>London</i>	<i>Melbourne</i>
<i>Kelowna</i>	<i>Edmonton</i>		<i>Waterloo</i>			<i>Jersey</i>	<i>Sydney</i>
						<i>Guernsey</i>	<i>Perth</i>
						<i>Isle of Man</i>	<i>Albany</i>
						<i>Blackpool</i>	<i>Busseton</i>
						<i>Lancaster</i>	<i>Gold Coast</i>
						<i>Norwich</i>	<i>Adelaide</i>
						<i>Llandudno</i>	
						<i>Nottingham</i>	
						<i>Worcester</i>	
						<i>York</i>	
						<i>Southampton</i>	
						<i>Edinburgh</i>	

Services

Canaccord Genuity Wealth Management is dedicated to providing a variety of comprehensive brokerage services and wealth management products and services to its clients. Advisory Teams, Investment Professionals, Fund Managers and Advisors assist their clients in building their financial assets and maximizing their returns within the context of their investment objectives and risk tolerance. Canaccord Genuity Wealth Management offers its clients various account structures such as commission-based accounts, fee-based accounts, managed accounts and margin accounts.

The division offers wealth management services with a fee-based structure, in addition to traditional commission-based investment offerings. With more individuals approaching retirement, the demand for various wealth management products and financial planning services is on the rise. With these changing demographics, more clients are choosing fee-based alternatives over the traditional commission-based products and services.

Canaccord Genuity Wealth Management provides the following services:

- Investment advice
- Brokerage services
- Managed accounts
- Portfolio management
- Fee-based accounts
- Wealth management services
- Insurance and estate planning
- Financial planning

The products and services listed above are complementary and enable the Company's Advisory Teams, Investment Professionals and Fund Managers, and Advisors to provide a full suite of investment services to their clients. Traditionally, revenue in this segment in Canada is generated through transaction-based commissions. However, changing demographics over the last decade have brought about a change in clients' financial needs and, as a result, demand for managed account products such as separately managed accounts, retirement planning and wealth management services has increased. By responding to these needs, the

Company expects the composition of Canaccord Genuity Wealth Management's Canadian revenue will increasingly reflect a greater proportion of recurring, fee-based revenue.

In the UK & Crown Dependencies, Canaccord Genuity Wealth Management has historically had high levels of fee-based client accounts, and the business derives a majority of its revenue from fee-based activities.

In Australia, through the acquisition of Patersons, Canaccord Genuity Wealth Management significantly expanded its wealth management business in the region.

Client assets (\$ millions)⁽¹⁾

	As at March 31, 2022	As at March 31, 2021	As at March 31, 2020	As at March 31, 2019	As at March 31, 2018
Assets under mgmt. (discretionary) – Canada	8,482	6,307	4,009	4,221	2,815
Assets under admin. – Canada	37,881	32,240	18,440	20,674	15,567
Assets under mgmt. – UK and Crown Dependencies	52,830	52,298	39,879	44,195	44,877
Assets under mgmt. – Australia	5,352	4,228	2,400	854	830
Total assets under administration, management & management contract	96,063	88,766	60,719	65,723	61,274

(1) Client Asset Measures such as "Assets under Administration" and "Assets under Management" have no definition under IFRS. See "Non-IFRS Measures" on page 2.

Competition

In the retail brokerage sector, Canaccord Genuity Wealth Management faces competition from other investment dealers, online brokerage firms, banks, insurance companies and other financial institutions. Canaccord Genuity Wealth Management competes on the basis of quality of its service, price, product selection, expertise, innovation and reputation.

There is also competition for Investment Advisors and other securities industry professionals. Similar to the competition for personnel in the Canaccord Genuity capital markets division of the business, the Canaccord Genuity Wealth Management division competes with other financial institutions for advisors and other specialized personnel on the basis of its service and product breadth, its management, its entrepreneurial culture, and its compensation structure.

Corporate and Other segment

Revenue

(C\$ thousands)	Revenue for the years ended March 31		
	2022	2021	2020
Corporate and Other	\$22,521	\$31,841	\$22,963

The Corporate and Other segment includes Pinnacle Correspondent Brokerage Services (Pinnacle) along with interest, foreign exchange revenue and expenses not specifically allocable to Canaccord Genuity Capital Markets and Canaccord Genuity Wealth Management.

The Company operates a correspondent brokerage services operation in Canada under Pinnacle. Pinnacle provides secure and confidential fully integrated clearing and settlement, administrative, trading and research services to other brokerage firms. The development of Pinnacle was a natural extension and application of the Company's substantial investment in its information technology and operating infrastructure. The Company's management believes that with the segregation of the Canadian securities industry into groups (bank or foreign-owned large dealers; large, full-service independent dealers; and an increasing number of small boutique and specialized dealers) there is growth potential for Pinnacle to provide correspondent brokerage services to the dealers in the boutique and specialized dealer category.

The Corporate and Other segment also includes operations and support services such as front and back-office information technology (IT), compliance and risk management, operations, legal, finance, and other administrative functions. This segment principally supports the Company's Canadian operations, significant aspects of its global operations and public company operations and related reporting. The IT team maintains and supports the Company's front and back-office IT systems. The compliance and risk management departments are responsible for client credit, trade monitoring, inventory management and account monitoring in relation to certain legal and regulatory requirements. The operations group carries out all activity in connection with processing securities transactions including trade execution and settlement of securities transactions. It is also responsible for the custody of client securities. The finance department is responsible for internal financial accounting and controls, and external financial and regulatory reporting and compliance.

There were 405 Corporate and Other staff on March 31, 2022. Most of these employees are located in the Company's Vancouver and Toronto offices.

The Company's front-office IT systems include applications for providing and enhancing client service and increasing the effectiveness and information access capabilities of the Company's Advisory Teams, Investment Professionals, Fund Managers,

and Advisors as well as Canaccord Genuity capital markets professionals. The Company's back-office IT systems include applications for information and transaction processing, control systems, and management information reporting. All IT systems are supported by an overall network architecture comprised of hardware, software and key relationships with strategic service providers. For more information, please refer to the Information Technology section.

The Company's risk management and compliance activities include procedures to identify, control, measure and monitor the Company's risk exposure at all times. These principal risk areas relate to market risk, credit risk, operational risk and other risks.

Information Technology

The Company is committed to providing its Advisory Teams and other wealth management professionals, capital markets professionals and management with the information processing capability and real-time solutions required for maintaining a superior level of client service. The Company is also committed to ensuring that its technology platform continues to provide the resources necessary to meet the increased level of service, secure access to information and processing requirements critical to future growth and business development. To accomplish these objectives, the Company's strategy is to invest in the best, most cost effective, proven technology available and utilize strategic business technology relationships to provide the latest in hardware, software and business process solutions.

An important factor in the Company's success to date has been the development of strategic, adaptive relationships with key financial industry suppliers providing flexibility to adopt new technologies on a cost-effective basis. With this strategy, the Company has developed key relationships with the following organizations:

- Broadridge Financial Solutions – a real time integrated transaction system for client recordkeeping and reporting, multi-functional order management, transaction processing, account maintenance and account history
- Hewlett Packard – computer hardware and software related to servers, network storage, desktop hardware and critical systems support
- Telus – fully managed wide area network and telecommunications services
- Microsoft – software support for servers, workstations and business systems
- Cisco – network and telecommunications equipment and network monitoring software
- Thomson Reuters – real time stock quotes and market information
- Fidessa – trading systems and market data information
- Avaloq – operating system for the wealth management business in UK & Crown Dependencies
- Envestnet – unified managed account platform

The Company also draws on the key relationships described above and others for project development and non-strategic services allowing the technology department to focus more on strategic, value-added initiatives, business applications, and systems and network management.

Other projects include continued improvements to the network and hardware architecture and security posture, enhancement of client services through the addition of value-added information processing applications and improvements to control systems, information processing and management information reporting.

Continued investment in improving its information technology platform and business solutions is a significant factor in the overall efficiency and effectiveness of the Company's business.

Share-based payment plans

The Company has the following share-based payment plans in place:

Long-term incentive plan

Under the long-term incentive plan (LTIP or the Plan), eligible participants are awarded restricted share units (RSUs), which generally vest over three years. All awards under the LTIP are settled by transfer of the Company's common shares from employee benefit trusts (Trusts) which are funded by the Company, or certain of its subsidiaries, as the case may be, with cash which is used by the trustees to purchase the company's common shares on the open market that will be held in the Trusts until the RSUs vest. No further shares may be issued from treasury under the LTIP.

For RSUs granted as part of the normal course incentive compensation payment cycle, vesting will continue after termination of employment so long as the employee does not violate certain post-termination restrictions and is not engaged in certain competitive or soliciting activities as provided in the Plan. These RSUs are expensed in the period in which those awards are deemed to be earned with a corresponding increase in contributed surplus, which is generally either the fiscal period in which the awards are made or the immediately preceding fiscal year for those awards made after the end of such fiscal year but determined and earned in respect of that fiscal year.

For certain awards, typically new hire awards or retention awards, vesting is subject to continued employment, and therefore these awards are subject to a continuing service requirement. Accordingly, the Company recognizes the cost of such awards as an expense on a graded basis over the applicable vesting period, with a corresponding increase in contributed surplus.

There were 4,825,572 RSUs [year ended March 31, 2021 – 5,872,783 RSUs] granted in lieu of cash compensation to employees during the year ended March 31, 2022. The Trusts purchased 4,531,020 common shares [year ended March 31, 2021 – 4,694,369 common shares] during the year ended March 31, 2022.

The fair value of the RSUs at the measurement date is based on the fair value on the grant date. The weighted average fair value of RSUs granted during the year ended March 31, 2022 was \$13.45 [March 31, 2021 – \$5.92].

Independent director deferred share units

Beginning April 1, 2011, the Company adopted a deferred share unit (DSU) plan for its independent directors. From August 7, 2020, half of the independent directors' annual fee was paid in the form of DSUs. Directors may elect annually to use more of their directors' fees for DSUs. When a director leaves the Board of Directors, outstanding DSUs are paid out in cash with the amount equal to the number of DSUs held multiplied by the volume weighted average price of the Company's common shares for the ten trading days immediately preceding a date elected in advance by the outgoing director as the valuation date at any time between their ceasing to be a director and December 1 of the following calendar year.

During the year ended March 31, 2022, the Company granted 53,629 DSUs [2021 – 91,603 DSUs]. The carrying amount of the liability relating to DSUs at March 31, 2022 was \$7.7 million [2021 – \$6.4 million].

Executive employee deferred share units

On June 1, 2021, the Company adopted a deferred share unit (DSUs) plan for certain key senior executives. All DSU awards will be cash settled on the retirement of the employee, a "good leaver" departure after three years from the date of grant, or death. The DSUs are settled in cash one year after the participants' departure from the Company under certain conditions of the plan.

The carrying amount of the liability recognized in accounts payable and accrued liabilities relating to DSUs at March 31, 2022 was \$5.4 million [March 31, 2021 – \$ nil].

Performance share units

The Company adopted a performance share unit (PSU) plan for certain senior executives. The PSUs are a notional equity-based instrument linked to the value of the Company's common shares. At the end of a three-year vesting period, the number of PSUs which vest is a multiple of the number of PSUs originally granted ranging from 0x to 2x based upon performance against certain metrics pre-determined for each annual grant. The PSUs cliff-vest on the third anniversary of the date of the grant. The number of PSUs that vest is also adjusted for dividends paid during the vesting period. The PSUs are settled in cash, based on the market price of the Company's shares at the time of vesting.

The PSUs were measured at fair value on the grant date. Changes in value of the PSUs at each reporting period are amortized over the remaining vesting period and recorded as a compensation expense in the statement of operations. During the year ended March 31, 2021, the PSU plan was amended to include certain employment-related conditions to the vesting of the awards resulting in a change in the periodic expense recorded during the vesting period.

The carrying amount of the liability recognized in accounts payable and accrued liabilities relating to PSUs at March 31, 2022 was \$140.2 million [March 31, 2021 – \$85.9 million].

Performance share options

The Company adopted a performance share option (PSO) plan for certain senior executives. The PSOs have a term of five years and will time-vest ratably over four years (with one-third vesting on each of the second, third and fourth anniversaries of the date of the grant). The PSOs will also be subject to market (stock price) performance vesting conditions and have a four times exercise price cap on payout value (i.e., the gain on the exercise of the options is limited to three times the exercise price). During the year ended March 31, 2022, the stock price performance vesting conditions had been met on all the outstanding options. A total of 3,421,289 options outstanding (net of options already exercised) had met both stock price performance and time-based vesting conditions and are therefore fully vested and outstanding as of March 31, 2022.

Risk management

Overview

Uncertainty and risk are inherent when conducting operations within financial markets. As an active participant in the Canadian and international capital markets, the Company is exposed to risks that could result in financial losses. The Company has identified its principal risks as: market risk, credit risk, operational risk and other risks. Accordingly, risk management and control of the balance between risk and return are critical elements in maintaining the Company's financial stability and profitability. Therefore, an effective risk management framework is integral to the success of the Company.

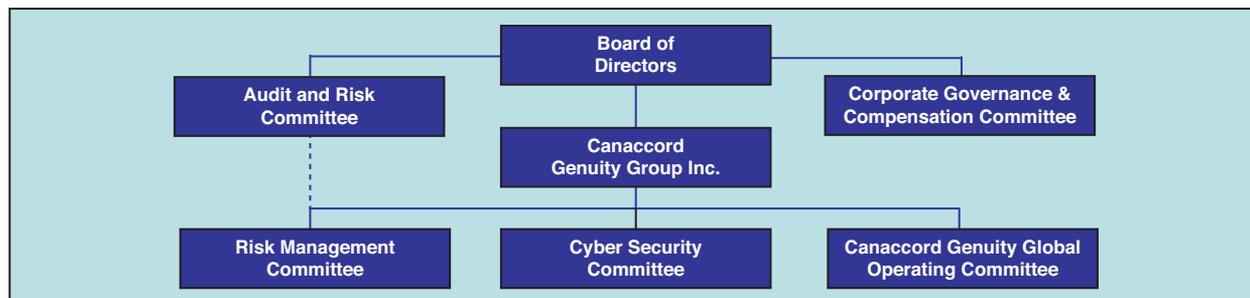
Risk management structure and governance

The Company's disciplined risk management process encompasses a number of functional areas and requires frequent communication, judgment and knowledge of the business, products and markets. The Company's senior management is actively

involved in the risk management process and has developed policies, procedures and reports that enable the Company to identify, assess and control its risks. These policies and procedures are subject to ongoing review and modification as activities, markets and circumstances change.

As part of the Company's risk philosophy, the first line of responsibility for managing risk lies with branch managers, investment bankers, department heads and trading desk managers (within prescribed limits). The monitoring and control of the Company's risk exposure is conducted through a variety of separate, but complementary, financial, credit, operational, compliance and legal reporting systems.

The Company's governance structure includes the following elements:



The Board of Directors (the Board) has oversight of the company-wide risk management framework. These responsibilities are delegated to the Audit and Risk Management Committees. See “Board Committees – Audit and Risk Committee” discussion below for details of the Audit and Risk Committee's mandate as it relates to risk management.

The Audit and Risk Committee assists the Board in fulfilling its oversight responsibility by monitoring the effectiveness of internal controls and the control environment. It also receives and reviews various quarterly and annual updates, and reports on key risk metrics as well as the overall risk management program.

The Risk Management Committee assists the Board in fulfilling its responsibilities for monitoring risk exposures against the defined risk appetite and for general oversight of the risk management process. The Risk Management Committee is led by the firm's Chief Risk Officer and committee members include the CEO, the CFO and senior management representation from the key revenue-producing businesses and functional areas of the Company. The Risk Management Committee identifies, measures and monitors the principal risks facing the business through review and approval of the Company's risk appetite, policies, procedures and limits/thresholds.

The segregation of duties and management oversight are important aspects of the Company's risk management framework. The Company has a number of functions that are independent of the revenue-producing businesses that perform risk management activities, including the monitoring, evaluating and analyzing of risk. These functions include Enterprise Risk Management, Compliance, Operations, Internal Audit, Treasury, Finance, Information Technology and Legal.

The Company's global Cybersecurity Committee exists to help identify, monitor and manage risks specific to the Company's information networks, data and internal systems. This committee is chaired by the firm's Chief Risk Officer and committee members include senior IT management from across the firm, as well as representation from Legal, Compliance, Internal Audit and Operations. The Cybersecurity Committee is focused on issues such as cybersecurity risk assessment, IT safeguards and controls, risks related to third-party service providers, employee training and awareness and incident response planning.

Market risk

Market risk is the risk that a change in market prices and/or any of the underlying market factors will result in losses. Each business area is responsible for ensuring that their market risk exposure is prudent within a set of risk limits set by the Risk Management Committee and approved by the Audit and Risk Committee. In addition, the Company has established procedures to ensure that risks are measured, closely monitored, controlled and visible to senior levels of management.

The Company is exposed to equity price risk, liquidity risk and volatility risk as a result of its principal trading activities in listed options and equity securities. The Company is also exposed to specific interest rate risk, credit spread risk and liquidity risk in respect of its principal trading in fixed income securities. In addition to active supervision and review of trading activities by senior management, Canaccord Genuity Group mitigates its risk exposure through a variety of limits to control concentration, capital allocation and usage, as well as through trading policies and guidelines. The Company manages and monitors its risks in this area using both qualitative and quantitative measures, on a company-wide basis, as well as by trading desk. Management regularly reviews and monitors inventory levels and positions, trading results, liquidity profile, position aging and concentration levels. Canaccord Genuity Group also utilizes scenario analysis and a Value-at-Risk (VaR) risk measurement system for its equity and fixed income and derivative inventories. Consequently, the Company can ensure that it is adequately diversified with respect to market risk factors and that trading activity is within the risk tolerance levels established by senior management.

Credit risk

Credit risk is the risk of loss associated with a counterparty's inability to fulfill its payment obligations. The primary source for credit risk to Canaccord Genuity Group is in connection with trading activity by clients in the Jitneytrade trade business acquired by the Company in fiscal 2019 (now rebranded as CG Direct) and Canaccord Genuity Wealth Management in Canada, including client margin accounts. In order to minimize financial exposure in this area, the Company applies a set of credit standards and conducts financial reviews with respect to clients and new accounts. The Company does not engage in margin lending outside of its Canadian business.

The Company provides financing to clients by way of margin lending. In margin-based lending, the Company extends credit for a portion of the market value of the securities in a client's account, up to certain limits. The margin loans are collateralized by those securities in the client's account. In connection with this lending activity, the Company faces a risk of financial loss in the event that a client fails to meet a margin call if market prices for securities held as collateral decline and if the Company is unable to recover sufficient value from the collateral held. For margin lending purposes, the Company has established risk-based limits that are generally more restrictive than those required by applicable regulatory policies. In addition, the Company has established limits to how much it will lend against an individual security or group of securities in a single sector so as to limit credit concentration risk.

Trading strategies involving derivative products, such as exchange traded options and futures carry certain levels of risk to the Company. Due to the non-linear and intrinsically leveraged nature of derivative securities, the speed at which their value changes is exacerbated, thereby potentially triggering margin calls and client-related losses. Although the Company imposes strict limits on clients trading and monitors client exposure on a real-time basis there is no certainty that such procedures will be effective in eliminating or reducing the risk of losses to the Company.

The extension of credit via margin lending is overseen by the firm's Credit Committee. The Credit Committee meets regularly to review and discuss the firm's credit risks, including large individual loans, collateral quality, loan coverage ratios and concentration risk. The Committee will also meet, as required, to discuss any new loan arrangements proposed by senior management.

The Company also faces a risk of financial loss with respect to trading activity by clients if such trading results in overdue or unpaid amounts in under-secured cash accounts. The Company has developed a number of controls within its automated trade order management system to ensure that trading by individual account and advisor is done in accordance with customized limits and risk parameters.

The Company is engaged in various trading and brokerage activities whose counterparties primarily include broker dealers, banks, clearing agents, exchanges, financial intermediaries and other financial institutions. These activities include agency and principal trading, securities borrowing and lending, and entering into repurchase agreements and reverse repurchase agreements. In the event that counterparties do not fulfill their obligations, the Company may be exposed to risk. The risk of default depends on the creditworthiness of the counterparty and/or the issuer of the instrument. The Company manages this risk by imposing and monitoring individual and aggregate trading and position limits within each business segment, for each counterparty, conducting regular credit reviews of financial counterparties, reviewing security and loan concentrations, holding and marking to market collateral on certain transactions, and conducting business through clearing organizations that guarantee performance.

The Company records a provision for bad debts in general and administrative expense. Any actual losses arising from or associated with client trading activity as described above are charged to this provision. Historically, this provision has been sufficient to cover actual losses.

Operational risk

Operational risk is the risk of loss resulting from inadequate or failed internal processes, people and systems, or from external events such as the occurrence of disasters or security threats. Operational risk exists in all of the Company's activities, including processes, systems and controls used to manage other risks. Failure to manage operational risk can result in financial loss, reputational damage, regulatory fines and failure to manage market, credit or other risks.

The Company operates in different markets and relies on its employees and systems to process a high number of transactions. In order to mitigate this risk, the Company has developed a system of internal controls and checks and balances at appropriate levels, which includes overnight trade reconciliation, control procedures related to clearing and settlement, transaction and daily value limits within all trading applications, cash controls, physical security, independent review procedures, documentation standards, billing and collection procedures, and authorization and processing controls for transactions and accounts. In addition, the Company has implemented an operational risk program that helps Canaccord Genuity Group measure, manage, report and monitor operational risk issues (see Risk and Control Self-Assessment (RCSA) below). The Company also has disaster recovery procedures, business continuity plans and built-in redundancies in place in the event of a systems or technological failure. In addition, the Company utilizes third party service agreements and security audits where appropriate.

Risk and Control Self-Assessment (RCSA)

The purpose of RCSA is to:

- Identify and assess key risks inherent to the business and categorize them based on severity and frequency of occurrence

- Rate the effectiveness of the control environment associated with the key risks
- Mitigate the risks through the identification of action plans to improve the control environment where appropriate
- Provide management with a consistent approach to articulate and communicate the risk profiles of their areas of responsibility
- Meet regulatory requirements and industry standards

The Company has established a process to determine what the strategic objectives of each group/unit/department are and to identify, assess and quantify operational risks that hinder the Company's ability to achieve those objectives. The RCSA results are specifically used to calculate the operational risk regulatory capital requirements for operations in the UK and operational risk exposure in all geographies. The RCSA is periodically updated and results are reported to the Risk Management and Audit and Risk Committees.

Other risks

Other risks encompass those risks that can have an adverse material impact on the business but do not belong to market, credit or operational risk categories.

Regulatory and legal risk

Regulatory risk results from non-compliance with regulatory requirements, which could lead to fines and/or sanctions. The Company has established supervisory policies and procedures reasonably designed to ensure compliance with all applicable statutory and regulatory requirements in each jurisdiction in which it operates. These procedures address issues such as regulatory capital requirements, disclosure requirements, internal controls over financial reporting, sales and trading practices, use of and safekeeping of client funds, use of and safekeeping of client data, credit granting, collection activity, anti-money laundering, insider trading and market abuse, employee misconduct, conflicts of interest and recordkeeping.

Legal risk results from potential criminal, civil or regulatory litigation against the Company that could materially affect the Company's business, operations or financial condition. The Company has in-house legal counsel, as well as access to external legal counsel, to assist the Company in addressing legal matters related to operations and to defend the Company's interests in various legal actions.

Losses or costs associated with routine regulatory and legal matters are included in general and administrative expense in the Company's audited consolidated financial statements.

The Company and its affiliates provide financial advisory, underwriting and other services to, and trade the securities of issuers that are involved with, new and emerging industries, including the US cannabis industry. Activities within such industries, including the US cannabis industry, typically have not had the benefit of a history of successful operating results. In addition to the economic uncertainties associated with new industries, new activities and new issuers, the laws applicable to such industries or activities, particularly the US cannabis industry and the activities of issuers in that industry, and the effect or enforcement of such laws are undetermined, conflicting and uncertain. With respect to the US cannabis industry, cannabis continues to be a controlled substance under the United States Controlled Substances Act and as such, there is a risk that certain issuers, while in compliance with applicable state law, may be prosecuted under federal law. Accordingly, the Company has adopted policies and procedures reasonably designed to ensure compliance with the United States Currency and Foreign Transactions Reporting Act of 1970 (the *Bank Secrecy Act*) and the guidance issued by the United States Department of the Treasury Financial Crimes Enforcement Network, FIN-2014-G001 (the FinCEN Guidance) relating to providing financial services to marijuana related businesses in the United States (as that term is used in the FinCEN Guidance). While the Company takes steps to identify the risks associated with emerging industries, including the US cannabis industry, and only provides services to those issuers where it determines that there is no material risk to the Company or where any risk is unlikely to result in a material adverse consequence to the Company, there is a risk that the Company could be the subject of third party proceedings and regulatory or other governmental actions which may have a material adverse effect on the Company business, revenues, operating results and financial condition as well as the Company's reputation, even if such proceedings were concluded successfully in favour of the Company. The Company has determined that any such proceedings are unlikely and, accordingly, has not recorded a provision in respect of such matters.

Risks associated with emerging industries such as the cannabis and e-cigarette and vaping industries also include the risk of the insolvency of issuers and the consequent inability of such issuers to satisfy their indemnification obligations to the Company. Accordingly, in the event of a loss to the Company, the ability of the Company to recover amounts in respect of any indemnity claims also cannot be predicted with certainty.

Cybersecurity risk

Cybersecurity risk is the risk that the Company's information networks, data or internal systems will be damaged, disrupted, misappropriated, stolen, accessed without permission or otherwise attacked. This risk exists due to the interconnected nature of the Company's business with its clients, suppliers, vendors, partners and the public via the internet and other networks. As a result of this interconnectivity, third parties with which the Company does business with or that facilitate the Company's business may also be a source of cybersecurity risk to the firm. The Company has implemented a third-party risk management framework as part of onboarding new vendors and other third parties as well as vetting existing vendors. The purpose of this mitigant is to ensure all parties interacting with the Company are adhering to high standards as it relates to cybersecurity.

The Company devotes considerable effort and resources to defend against and mitigate cybersecurity risk, including increasing awareness throughout the organization by implementing a firm-wide cybersecurity training program for all employees. The Company's management of cybersecurity risk, as well as any reported incidents, is regularly presented to both senior management via the Cybersecurity Committee and the Audit and Risk Committee of the Board of Directors.

Reputational risk

Reputational risk is the risk that an activity undertaken, or alleged to have been undertaken, by an organization or its representatives will impair its image in the community or lower public confidence in it, resulting in a loss of revenue, legal action or increased regulatory oversight. Possible sources of reputational risk could come from operational failures, non-compliance with laws and regulations, disparaging traditional or online media coverage, or leading an unsuccessful financing. The Company could face reputational risk through its association with past or present corporate finance clients who are the subject of regulatory and/or legal scrutiny. Reputational risk can also be reflected within customer satisfaction and external ratings, such as equity analyst reports. In addition to its various risk management policies, controls and procedures, the Company has a formal Code of Business Conduct and Ethics, a Business Integrity Line for reporting incidents, and an integrated program of marketing, branding, communications and investor relations to help manage and support the Company's reputation.

Pandemic risk

Pandemic risk is the risk of large-scale outbreaks of infectious diseases that can greatly increase morbidity and mortality over a wide geographic area and cause significant social and economic disruption. Such disruptions could have a negative impact on the Company's operations and could prevent the Company from operating as it would under normal conditions. The global outbreak of COVID-19 and the declaration of a pandemic by the World Health Organization in March 2020 caused a significant disruption in economic activity and resulted in a sharp downturn in global equity markets which impacted the normal operation of the Company's business. In the early stages of the outbreak, the Company overhauled its Disaster Recovery Plan in preparation for an escalation of the outbreak. This overhaul included the setup of low-latency remote access trading systems for trading desks, updates of technology solutions and the network infrastructure, load testing of remote access systems, and policy and procedural enhancements to reduce the need for manual processes to ensure the smooth operations of the business in the event of a remote working environment. As a result, the Company was well prepared and experienced no visible disruptions to its operations as a result of having most employees working from remote locations. Trading desks operated smoothly and effectively to both service clients and to limit the Company's exposure and risks in managing its own inventory and trading positions. Although the Company's systems, processes and procedures were effective in limiting the risk associated with the outbreak of the COVID-19 pandemic there is a risk that such systems, processes and procedures may not be successful in the event of future pandemics or in the event that conditions under the COVID-19 pandemic deteriorate or continue to persist for an extended period of time. The extent to which the Company's business and financial condition will continue to be affected by the COVID-19 pandemic will depend on future developments including the spread of variants, efficacy of vaccines against new variants, the vaccination progress and the impact of related controls and restrictions imposed by government authorities.

Control risk

As of March 31, 2022, senior officers and directors of the Company collectively owned approximately 14.3% of the issued and outstanding (24.0% fully diluted) common shares of Canaccord Genuity Group Inc. If a sufficient number of these shareholders act or vote together, they will have the power to exercise significant influence over all matters requiring shareholder approval, including the election of the Company's directors, amendments to its articles, amalgamations and plans of arrangement under Canadian law and mergers or sales of substantially all of its assets. This could prevent Canaccord Genuity Group from entering into transactions that could be beneficial to the Company or its other shareholders. Also, third parties could be discouraged from making a tender offer or takeover bid to acquire any or all of the outstanding common shares of the Company.

Any significant change in these shareholdings through sale or other disposition, or significant acquisitions by others of the common shares in the public market or by way of private transactions, could result in a change of control and changes in business focus or practices that could affect the profitability of the Company's business.

Restrictions on ownership and transfer of common shares

Restrictions on ownership and transfer of common shares in the articles of Canaccord Genuity Group Inc. to prevent unauthorized change in control without regulatory approval could, in certain cases, affect the marketability and liquidity of the common shares.

Risk factors

Overview

The securities industry and the Company's activities are by their very nature subject to a number of inherent risks. Economic conditions, competition and market factors such as volatility in the Canadian and international markets, interest rates, commodity prices, market prices, trading volumes and liquidity will have a significant impact on the Company's profitability. Revenue from Canaccord Genuity Wealth Management's activity is dependent on assets under management and trading volumes and, therefore, is linked to the level of market activity and investor confidence. Revenue from Canaccord Genuity's activity is dependent on corporate clients retaining Canaccord Genuity for advisory engagements, financing activity by corporate issuers and the willingness of institutional clients to actively trade and participate in capital markets transactions. There may also be a lag between market fluctuations and the level of the Company's market activity and the impact that these factors have on the Company's operating results and financial position. Furthermore, the Company's business is cyclical and thus experiences considerable variations in revenue and income from quarter to quarter and year to year due to the factors discussed above. These factors are beyond the Company's control and, as a result, revenue and net income will fluctuate, as they have historically.

An investment in the common or preferred shares of the Company involves a number of risks. Some of these, including market risk, credit risk, operational risk and other risks could be substantial and are inherent in the Company's business. Risk management at the Company is a significant priority due to the importance of its effectiveness on the Company's operations. For the discussion on risk management, please see "Risk management" section above. A summary of the general risk factors as well as the risk factors specific to preferred shares related to the Company are listed below. Risks include, but are not necessarily limited to, those set out below. Investors should carefully consider the following information about risks, together with the other information in this document, before making investment decisions. It should be noted that this list is not exhaustive but contains risks that the Company considers to be of particular relevance. Other risk factors may apply. The risk factors are broken out into two sections:

- A. Summary of risk factors
- B. Summary of risk factors specific to preferred shares

A. Summary of risk factors:

1. Risks associated with the financial services business generally
2. Regulation risk
3. Risk from changes in market volume, prices or liquidity
4. Risk from changes in global economic, political or market conditions
5. Risk from periods of declining prices or reduced activity in targeted industries
6. Significant fluctuations in results
7. Principal trading risk
8. Foreign exchange risk
9. Interest rate risk
10. Liquidity risk
11. Underwriting risk
12. Credit/Counterparty risk
13. Derivatives trading risk
14. Employee misconduct
15. Inadequate risk management policies and procedures
16. Cybersecurity risk and network security
17. Dependence on information systems
18. Inability to retain and recruit skilled personnel
19. Potential conflicts of interest
20. Legal risk
21. Significant competition
22. Lack of available funding or regulatory capital

23. Inadequate management of growth

24. New and emerging industries

1. Risks Associated with the Financial Services Business Generally

The financial services business is, by its nature, subject to numerous and substantial risks, particularly in volatile or illiquid markets and in markets influenced by sustained periods of low or negative economic growth. In addition, there is the risk of losses resulting from the underwriting or ownership of securities, principal trading, a counterparty's failure to meet commitments, customer fraud, employee errors, misconduct and fraud (including unauthorized transactions by traders), failures in connection with the processing of securities transactions, litigation, lower revenue in periods of reduced demand for public offerings or less activity in the secondary markets, and the risk of smaller spreads on the trading of securities.

2. Regulation risk

The financial services business is subject to extensive regulation in Canada, the US, the UK and elsewhere. Compliance with many of the regulations applicable to the Company involves a number of risks, particularly in areas where applicable regulations may be subject to interpretation. In the event of non-compliance with applicable regulation, securities regulators such as the Investment Industry Regulatory Organization of Canada (IIROC), the Financial Industry Regulatory Authority (FINRA), the Financial Conduct Authority (FCA) and other authorities may institute administrative or judicial proceedings that may result in censure, fines, civil penalties, issuance of cease-and-desist orders, deregistration or suspension, loss of status as a Nominated Advisor (with the Alternative Investment Market (AIM) of the London Stock Exchange,) suspension or disqualification of the investment dealer's officers or employees, or other adverse consequences. The imposition of any such penalties or orders on the Company could have a material adverse effect on its operating results and financial condition.

Additional regulation, changes in existing laws and rules, or changes in interpretations or enforcement of existing laws and rules often directly affect the method of operation and profitability of securities firms, as new regulation may require additional investment in personnel and/or systems. The Company cannot predict the effect any such changes might have. Furthermore, the Company's business may be materially affected not only by regulations applicable to the Company as a financial market intermediary, but also by regulations of general application. For example, the Company's revenue in a given time period could be adversely affected by, among other things, proposed tax legislation, changes to competition policy and other governmental regulations and policies.

The Company's ability to comply with all applicable laws and regulations is dependent on the creation, implementation and maintenance of effective compliance systems, policies and procedures and on its ability to hire and retain qualified compliance personnel.

3. Risk from changes in market volume, prices or liquidity

The Company's revenue may decrease in the event of a decline in market volume, prices or liquidity. Declines in the volume of securities transactions and in market liquidity generally result in lower revenue from trading activities and commissions. Lower price levels of securities may also result in a decreased volume of underwriting transactions and could cause a reduction in revenue from corporate finance activities as well as losses from declines in the market value of securities held in trading, investment and underwriting positions, a reduction in Canaccord Genuity Wealth Management fees, and a reduction in assets under management, either as a result of a decrease in market prices and/or the withdrawal of funds by clients. Sudden sharp declines in market values of securities can result in illiquid markets and the failure of issuers and counterparties to perform their obligations, as well as increases in claims and litigation. In such markets, the Company may also experience declining revenue or losses in its principal trading and market-making activities.

4. Risk from changes in global economic, political or market conditions

Reductions in the number and size of public offerings and mergers and acquisitions, and reduced securities trading activities, due to changes in global economic, political or market conditions that are beyond the Company's control, could cause revenues from the Company's activities to decline materially. The amount and profitability of these activities are affected by many national and international factors, including economic, political and market conditions; the level and volatility of interest rates; changes to tax policy; changes to global trade agreements; legislative and regulatory changes; exposure to fluctuations in currency values; inflation; inflows and outflows of mutual funds, exchange traded funds and pension funds; financial scandals; war or insurgency; and availability of short-term and long-term funding and capital.

Weak economic and global financial market conditions and uncertainties with respect to war in Ukraine, inflation, recession risk, higher interest rates Brexit and USChina trade relationships could result in a challenging business environment for small and mid-market M&A and capital raising activity but may provide opportunities for our restructuring business.

5. Risk from periods of declining prices or reduced activity in targeted industries

The Company's revenue is likely to be lower during periods of declining prices or inactivity in the market for securities of companies in the Company's focus sectors. The Company's business is particularly dependent on the market for equity offerings by

companies in Healthcare & Life Sciences, Technology, Industrials, Financials, Metals & Mining, Diversified, Consumer & Retail, Real Estate and Sustainability. These markets have historically experienced significant volatility, not only in the number and size of equity offerings, but also in the aftermarket trading volume and prices of newly issued securities.

The Company's revenue growth historically is partially attributable to the increased number and size of underwritten transactions by companies in the Company's target industries and by the related increase in agency trading for such companies. Underwriting activities in the Company's focus sectors can decline for a number of reasons, including market uncertainty, new or changed regulation, inflation, rising interest rates and related issues. Underwriting and brokerage activity can also be materially adversely affected for a company or industry segment by disappointments in quarterly performance relative to a research analyst's expectations or by changes in long-term prospects.

The Company's investment banking clients generally retain the Company on a short-term, non-recurring basis for specific capital markets or advisory transactions. During reduced market activity in its focus sectors, if the Company is unable to generate a substantial number of new engagements that generate fees from the successful completion of transactions, then its business and results of operations would likely be adversely affected.

6. Significant fluctuations in results

The Company's revenue and operating results may fluctuate from quarter to quarter and from year to year due to a combination of factors, including the number of underwriting and advisory transactions completed, the realized and unrealized gains or losses on principal trading inventories, the level of institutional and retail brokerage transactions, variations in expenditures for personnel, litigation expenses and expenses of establishing or expanding new business units or product and service offerings. The Company's revenue from underwriting and advisory transactions is recorded only when the underlying transaction is substantially complete under the engagement terms and related revenue is reasonably determinable. Accordingly, the timing of recognition of revenue from a significant transaction can materially affect quarterly and annual operating results. The Company's cost structure is oriented to meet the current level of demand for investment banking transactions. As a result, despite the variability of incentive compensation, the Company could experience losses if demand for these transactions declines more quickly than its ability to change its cost structure, which includes fixed salaries and benefits expenses. Due to the foregoing and other factors, there can be no assurance that the Company will be able to sustain profitability on a quarterly or annual basis.

7. Principal trading risk

The Company generates a considerable amount of revenue from principal trading. This activity includes market-making, hedging and proprietary trading. Consequently, the Company may incur trading losses relating to the purchase, sale or short sale of securities which include, but are not limited to, fixed income securities, currencies, exchange traded derivatives, exchange traded equity securities, over-the-counter equity securities, private market securities, equity options, exchange traded funds, closed end funds, American depository receipts and global depository receipts. Any losses in the Company's inventory positions are most often the result of a decline in market volume, prices or liquidity. A decline in any or all of these factors may result in both mark to market losses on securities held in inventory or in losses realized in executing trades done on a principal basis. In addition, the Company may engage in transactions that are meant to hedge exposure, but that fail to be effective and could result in losses. The Company attempts to mitigate potential losses from principal trading by imposing strict position and desk level limits and through vigilant risk oversight of all principal trading activity.

8. Foreign exchange risk

The Company incurs foreign exchange risk primarily on its net investments in foreign subsidiaries and on financial instruments held by its operating subsidiaries that are denominated in currencies other than its functional currency. The Company's results are reported in Canadian dollars. A portion of the Company's business is conducted and denominated in UK pounds sterling, in US dollars, in Australian dollars, and in other currencies. Any fluctuations in the value of any of these currencies relative to the Canadian dollar may result in variations in the comprehensive income of the Company. The Company manages some of its foreign exchange settlement risk by periodically hedging pending settlements in foreign currencies. However, these procedures may not be adequate and do not address the impact that any changes in currency exchange rates may have on the Company's financial reporting in Canadian dollars and the possibility that such changes may have an adverse impact on the Company's business and financial condition.

9. Interest rate risk

Interest rate risk arises from the possibility that changes in interest rates will affect the value of financial instruments and fixed income securities held by the Company. The Company strives to reduce and monitor its exposure to interest rate risk through quantitative analysis of its net positions in fixed income securities. The Company hedges its positions when required in order to minimize its net exposure to interest rate risk.

Related to interest rate risk is the risk that there is a change in the difference between interest rates charged on risky assets and risk-free assets, commonly referred to as credit spread. This change in credit spreads may adversely affect the value of fixed income securities held by the Company.

10. Liquidity risk

Liquidity risk is the risk that the Company cannot meet a demand for cash or fund its obligations as they become due. Liquidity, or ready access to funds, is essential to the Company and all financial services firms generally. Insufficient liquidity can be a cause of failure for financial services firms. In addition, perceived liquidity issues rather than actual liquidity problems may also be a cause of failure for such firms. Perceptions of insufficient liquidity may affect the Company's customers and counterparties' willingness to engage in brokerage transactions with the Company. The Company's liquidity could be impaired because of circumstances that the Company may be unable to control, such as operating losses, counterparty failure, a general market disruption, a prolonged market downturn or operational problems.

Lack of adequate funding would also limit the Company's ability to pay dividends or to repay debt. The Company has, in the past, satisfied its need for funding from internally generated funds, sales of shares of common and preferred stock and short-term loans or term debt from third parties. While the Company currently has adequate capital and liquid resources, adequate funding may not continue to be available to the Company in the future on terms that are acceptable to the Company or at all.

11. Underwriting risk

The Company's participation in underwritings involves both financial and regulatory risks. The Company may incur losses if it is unable to resell the securities it has committed to purchase or if it is forced to liquidate its commitment below the agreed purchase price.

In addition, the Company may retain a significant concentration in individual securities. Increasing competition is expected to continue to erode underwriting spreads, thereby reducing profitability. The Company may also be subject to substantial liability for material misstatements or omissions in prospectuses and other communications or offering documents with respect to offerings in which it acts as underwriter, and may be exposed to claims and litigation arising from such offerings.

12. Credit/Counterparty risk

The Company is exposed to the risk that third parties owing the Company money, securities or other assets will not meet their obligations. These parties include trading counterparties, clients, clearing agents, exchanges, clearing houses and other financial intermediaries as well as issuers whose securities are held by the Company or for which the Company provides underwriting or other services. These parties may default on their obligations due to bankruptcy, insolvency, lack of liquidity, operational failure or other reasons.

The Company provides financing to private clients by way of margin lending. In margin-based lending, the Company extends credit for a portion of the market value of the securities in a client's account up to certain limits. The margin loans are collateralized by those securities in the client's account. In connection with this lending activity, the Company faces a risk of financial loss in the event that a client fails to meet a margin call if market prices for securities held as collateral decline and if the Company is unable to sell the securities held as collateral at a price that will cover the amount of the outstanding loan.

Although the Company regularly reviews credit exposure to specific clients, counterparties, industries, countries and regions that it believes may present credit concerns, default risk may arise from events or circumstances that are difficult to detect, such as fraud. The Company may also fail to receive full or accurate information with respect to the credit risks of a counterparty.

13. Derivatives trading risk

In addition to the risks that are associated with all investments, the Company faces certain derivative specific risks, including, without limitation, the following: derivative prices are affected by several factors other than the price of the underlying security; there is no guarantee a market will exist when the Company wants to buy or sell one of these derivative contracts; the other party to the contract may not be able to meet its financial obligations; a derivative hedging strategy to reduce risk may not be effective and the market value of the investment being hedged and the derivative instrument being used may not be perfectly correlated; and investors may speculate in derivatives, driving the price up or down, all of which could result in a loss to the Company. Although many derivatives are exchange traded (e.g. equity options and futures) which helps mitigate against counterparty risk via a central clearing house and liquidity risk via standardized contracts with publicly available market prices, the Company may also engage in over the counter derivative trading where there is neither a central clearing house nor a public market and, as a result, the counterparty and liquidity risks may be greater.

14. Employee misconduct

Within the financial services industry, there have been a number of highly publicized cases involving fraud or other misconduct by employees of financial services companies in recent years, and the Company runs the risk that employee misconduct could occur. Misconduct by employees could include binding the Company to transactions that exceed authorized limits or present unacceptable risks, or hiding from the Company unauthorized or unsuccessful activities, which may result in unknown and unmanaged risks or losses. Employee misconduct could also involve the improper use of confidential information, which could result in regulatory sanctions and serious reputational harm. Finally, employees may misappropriate the Company's proprietary intellectual property, cash and other financial assets for their own personal gain. It is not always possible to prevent employee misconduct and the precautions the Company takes to deter and detect this activity may not be effective in all cases.

15. Inadequate risk management policies and procedures

The Company's risk management policies and procedures are based on historical market behaviour and depend on evaluations of certain information regarding markets, clients and other matters. The Company's risk management strategies and techniques may not be fully effective in mitigating its risk exposure in all market environments or against all types of risk, and there may be situations where existing procedures and methods do not adequately identify existing risk exposure or predict future risk exposure or where risk exposure may be substantially higher than historical measures indicate. Accordingly, there is no certainty that the Company's risk management policies, systems and procedures will be adequate to prevent substantial financial loss.

16. Cybersecurity risk and network security

The Company's operations rely on the secure processing, storage and transmission of confidential and other information in computer systems and networks. Although the Company takes protective measures and tries to modify them as circumstances warrant, computer systems, sensitive data, software and networks may be vulnerable to cyber-attacks, unauthorized access, computer viruses or other malicious code and events that could have a security impact. Canaccord Genuity relies on third party information technology vendors and there is the risk that third parties could expose it to cybersecurity breaches. If one or more of these events occur, this could potentially jeopardize the Company's, or its clients' or counterparties' confidential and other personal information processed and stored in, and transmitted through, computer systems and networks, or otherwise cause interruptions or malfunctions in clients', counterparties' or third parties' operations. The Company may be required to expend significant additional resources to modify protective measures or to investigate and remediate vulnerabilities or other exposures. As a result, the Company may be subject to financial losses, litigation, fines and/or liability for failure to comply with privacy and data security laws and regulations as well as regulatory investigations and heightened regulatory scrutiny. These all may lead to reputational harm affecting client and investor confidence.

A cyber attack could also compromise any proprietary, confidential or sensitive information or systems that the Company maintains for the purpose of competitive advantage and such a compromise could lead to lost revenues while the firm attempts to recover or replace the lost information or systems.

The increased use of smartphones and other mobile devices, as well as enabling employees to securely access the Company's network remotely, may also heighten these risks.

17. Dependence on information systems

The Company's business is highly dependent on communications and information systems. Any failure or interruption of the Company's systems, or those of third parties such as service providers, clearing corporations and exchanges, could cause delays or other problems in the Company's sales, trading, clearing, settlement and other client services, which could have a material adverse effect on its operating results and financial condition. To mitigate this risk, any software developed for the Company is thoroughly tested before being employed to ensure that it is performing as intended. There can be no assurance that the Company will be able to prevent any systems failures or interruptions, including those caused by an earthquake, fire, other natural disaster, power or telecommunications failure, act of God, operator error, cyber attack, act of war or terror or otherwise, or that back-up procedures and capabilities in the event of failure or interruption will be adequate. Even though the Company has back-up procedures, duplicate systems, excess capacity and business continuity plans in place, there is no assurance that procedures and plans will be sufficient or adequate in the event of a failure or catastrophe and, consequently, such an event could have a material adverse effect on the Company's operating results and financial condition.

18. Inability to retain and recruit skilled personnel

The Company's business is dependent on highly skilled and, often, highly specialized employees. The establishment and maintenance of relationships with clients and potential clients depends in part on individuals. Retention of investment advisors, investment professionals and fund managers, advisors, investment banking, research, sales and trading professionals, and management and administrative personnel is particularly important to the Company.

The level of competition for key personnel is very high, particularly due to the market entry efforts of new retail brokerage operations, certain non-brokerage financial services companies and other investment banks targeting or increasing their efforts in all or some of the areas in which the Company operates. While the Company aims to limit the turnover in professional employees, there can be no assurance that losses of key personnel, due to competition or otherwise, will not occur in the future. The loss of an investment advisor, investment banking, research, or sales and trading professional, particularly any member of senior management or other senior professional with a broad range of contacts in an industry, could materially and adversely affect the Company's operating results.

Competition for the recruiting and retention of employees is responsible for the compensation costs contributing significantly to the Company's overall costs, and the Company expects that this trend will continue in the future. There can be no assurance that the Company will be able to recruit a sufficient number of new employees with the desired qualifications, in a timely manner and on financial terms that are acceptable to the Company. The failure to recruit new employees or the unintentional recruitment of underperforming employees could materially and adversely affect future operating results.

19. Potential conflicts of interest

Directors, officers and employees of the Company from time to time may invest in securities of private or public companies or investment funds in which the Company, or an affiliate of the Company, is an investor or for which the Company carries out investment banking assignments, publishes research or acts as a market maker. There are certain risks that, as a result of such investment, a director, officer or employee may take actions that would conflict with the best interests of the Company.

In addition, certain directors of the Company also serve as directors of other companies involved in a wide range of industry sectors. Consequently, there exists the possibility these directors could potentially be in a conflict of interest.

20. Legal risk

Many aspects of the Company's business involve substantial risks of liability. An underwriter is exposed to substantial liability under securities laws, other laws and court decisions, including decisions with respect to underwriters' liability and limitations on indemnification of underwriters by issuers. For example, a firm that acts as an underwriter may be held liable for misstatements or omissions of fact in a prospectus used in connection with the securities being offered and firms may be held liable for statements made by its securities analysts or other personnel. Risks also include potential liability for fairness opinions and other advice the Company provides to participants in strategic transactions. Such advice frequently requires complex analysis and professional judgment, which could give rise to subsequent disputes. In recent years, there has been increasing litigation involving the securities industry, including class actions that seek substantial damages. The Company is subject to the risk of litigation, including litigation that may be without merit. As the Company actively defends itself against such litigation, significant legal expenses could be incurred, and the Company could suffer substantial reputational harm which could adversely affect future business opportunities and activity. An adverse resolution of any actions or claims against the Company may materially affect its operating results and financial condition.

The legal risks facing the Company also include potential liability under securities laws or through civil litigation in the event that the Company's Investment Advisors, Investment Professionals, Fund Managers or employees violate investor suitability requirements, provide negligent advice, make materially false or misleading statements in relation to securities transactions, effect unauthorized transactions, fail to properly implement instructions, commit fraud, misuse client funds, or breach any other statute, regulatory rule or requirement. This could have a material adverse effect on the Company's operating results or financial condition.

When the Company recruits investment advisors with existing clients from other employers, there may be existing non-competition or non-solicitation agreements and other contractual or common law obligations. The former employer may claim damages or injunctive relief against the investment advisor or the Company, and the Company may incur expenses in awards, settlements and legal expenses.

21. Significant competition

The Company is engaged in the highly competitive securities brokerage and financial services business. The Company competes directly with large domestic and international securities firms, securities subsidiaries of major chartered banks, major regional firms and smaller niche players. Many other large companies have more personnel and greater financial resources than the Company does, while niche boutiques can offer a specialized focus. These companies compete directly with the Company for private clients, investment banking clients, institutional buy-side clients, investment advisors, professional staff and other industry personnel. Larger competitors are able to advertise their products and services on a regional or national basis and may have a greater number and variety of distribution outlets for their products, including retail distribution. Discount brokerage, robo-advisor and other fintech firms market their services through aggressive pricing and promotional efforts. In addition, some competitors have a much longer history of investment banking activities than the Company and, therefore, may possess a relative advantage with regard to access to deal flow and capital. This competition could have a material adverse effect on the Company's operating results as well as the Company's ability to attract and retain highly skilled individuals. There can be no assurance that the Company will be able to compete effectively.

22. Lack of available funding or regulatory capital

The Company's business depends on the availability of adequate funding and regulatory capital under applicable regulatory requirements. Underwriting commitments require a charge against capital and, accordingly, the Company's ability to make underwriting commitments may be limited by the requirement that it must at all times be in compliance with applicable net capital regulations. Other Canaccord Genuity activity and Canaccord Genuity Wealth Management activity also require charges against capital for regulatory purposes. Although the Company expects to have sufficient capital to satisfy all of its capital requirements, there can be no assurance that any, or sufficient, funding or regulatory capital will continue to be available to the Company in the future on acceptable terms.

23. Inadequate management of growth

Over the past several years, the Company has experienced growth in its business activities. This growth has required and will continue to require increased investment in management personnel, financial and management systems, and controls and facilities, which, in the absence of continuing revenue growth, would cause the Company's operating margins to decline from current levels.

As part of the Company's business strategy, the Company has acquired and may make further acquisitions of assets or businesses related to, or complementary to, its current operations. The Company has also devoted significant time and resources recruiting new investment advisors. Any acquisitions or large recruiting initiatives will be accompanied by certain risks including inability to retain key employees of acquired companies, inability to onboard clients of new advisors, impairment of relationships with clients and business partners, exposure to unknown liabilities of acquired companies, higher than anticipated acquisition costs and expenses, increased investments in management and operational personnel, financial and management systems and facilities, the difficulty and expense of integrating operations and personnel of acquired companies or onboarded advisor teams, disruption of ongoing business, diversion of management's time and attention, and possible dilution to shareholders. In addition, acquisitions often involve the recording of a significant amount of goodwill and other intangible assets. Under IFRS, the Company must assess, at least annually and potentially more frequently, whether the value of goodwill and other indefinite-lived intangible assets has been impaired. Amortizing intangible assets will be assessed for impairment in the event of an impairment indicator. Any reduction or impairment of the value of goodwill or other intangible assets will result in a charge against earnings, which could materially adversely affect the Company's results of operations and shareholders' equity in future periods.

The Company may not be able to successfully address these risks and other problems associated with acquisitions, which could adversely affect the Company's results of operations and shareholders' equity in future periods.

24. New and emerging industries

The Company provides financial advisory, underwriting and other services to, and trades the securities of issuers that are involved with new and emerging industries, including the US cannabis industry. Activities within such industries, including the US cannabis industry, typically have not had the benefit of a history of successful operating results. In addition to the economic uncertainties associated with new industries, new activities and new issuers, the laws applicable to such industries or activities, particularly the US cannabis industry and the activities of issuers in that industry, and the effect or enforcement of such laws are undetermined, conflicting and uncertain. With respect to the US cannabis industry, cannabis continues to be a controlled substance under the United States Controlled Substances Act and as such, there is a risk that certain issuers, while in compliance with applicable state law, may be prosecuted under federal law. Accordingly, the Company has adopted policies and procedures reasonably designed to ensure compliance with the United States Currency and Foreign Transactions Reporting Act of 1970 (the Bank Secrecy Act) and the guidance issued by the United States Department of the Treasury Financial Crimes Enforcement Network, FIN-2014-G001 (the FinCEN Guidance) relating to providing financial services to marijuana related businesses in the United States (as that term is used in the FinCEN Guidance). While the Company takes steps to identify the risks associated with emerging industries, including the US cannabis industry, and only provides services to those issuers where it determines that there is no material risk to the Company or where any risk is unlikely to result in a material adverse consequence to the Company, there is a risk that the Company could be the subject of third party proceedings which may have a material adverse effect on the Company's business, revenues, operating results and financial condition as well as the Company's reputation, even if such proceedings were concluded successfully in favour of the Company. The Company has determined that any such proceedings are unlikely and, accordingly, has not recorded a provision in respect of such matters.

Risks associated with emerging industries such as the cannabis and e-cigarette and vaping industries also include the risk of the insolvency of issuers and the consequent inability of such issuers to satisfy their indemnification obligations to the Company. Accordingly, in the event of a loss to the Company, the ability of the Company to recover amounts in respect of any indemnity claims also cannot be predicted with certainty.

B. Summary of Risk Factors Specific to Preferred Shares:

1. Unpredictability and volatility of market price
2. Inability to meet its financial obligations
3. Preferred share credit rating
4. Limitations on ability to liquidate preferred shares
5. Limitations on the payment of dividends
6. Limitations on the repurchase of shares
7. The Company may redeem the preferred shares
8. Creditors of the Company rank ahead of preferred shareholders
9. Dividend rates of the preferred shares will reset
10. Interest rate risk for floating rate preferred shares
11. Conversion of preferred shares without the holders' consent
12. Dividends declared at the Board's discretion
13. No voting rights, except under limited circumstances

1. Unpredictability and volatility of market price

From time to time, the stock market experiences significant price and volume volatility that may affect the market price of the preferred shares for reasons unrelated to the Company's performance. The value of the preferred shares is also subject to market fluctuations based upon factors that influence the Company's operations, such as legislative or regulatory developments, competition, technological change and global capital market activity. The value of the preferred shares will also be affected by the general creditworthiness of the Company.

The market value of the Company's preferred shares, as with other preferred shares, is primarily affected by changes (actual or anticipated) in prevailing interest rates and in the credit rating assigned to such shares. Real or anticipated changes in ratings on the preferred shares may also affect the cost at which the Company can transact or obtain funding, and thereby affect its liquidity, financial condition or results of operations.

Prevailing yields on similar securities will affect the market value of the preferred shares. Assuming all other factors remain unchanged, the market value of the preferred shares would be expected to decline as prevailing yields for similar securities rise and would be expected to increase as prevailing yields for similar securities decline. Spreads over the Government of Canada Yield, T-Bill Rate and comparable benchmark rates of interest for similar securities may affect the market value of the preferred shares in an analogous manner.

The market value of the preferred shares may also depend on the market price of the common shares. The prices at which the common shares will trade cannot be predicted. The price at which the common shares trade is influenced by the Company's financial results and by complex and interrelated political, economic, financial and other factors that can affect the capital markets generally, the stock exchanges on which the common shares are traded and the market segment of which the Company is a part.

2. Inability to meet its financial obligations

As the Company is a holding company, the Company's ability to pay dividends and other operating expenses and interest and to meet its obligations depends to a significant extent upon receipt of sufficient funds from its principal subsidiaries, the returns generated by its investments, its ability to raise additional capital and the value of its underlying business and assets. Accordingly, the likelihood that holders of the preferred shares will receive dividends will depend to a significant extent upon the financial position and creditworthiness of the Company's principal subsidiaries and affiliates, the principal entities in which the Company invests and its underlying business and assets. The payment of interest and dividends to the Company by certain of these principal subsidiaries or investee entities is also subject to restrictions set forth in certain laws and regulations that require that solvency and capital standards be maintained by such companies.

3. Preferred share credit rating

The preferred share credit rating applied to the preferred shares is an assessment, by DBRS Limited (DBRS), of the Company's ability to meet its financial obligations. The rating is based on certain assumptions about the future performance and capital structure of the Company that may or may not reflect the actual performance or capital structure of the Company. Changes in the credit rating of the preferred shares may affect the market price or value and the liquidity of the preferred shares. There is no assurance that the Company will continue to obtain a rating or any rating assigned to the preferred shares will remain in effect for any given period of time or that any rating will not be lowered or withdrawn entirely by the relevant rating organization.

4. Limitations on ability to liquidate preferred shares

The preferred shares do not have a fixed maturity or redemption date and they are not redeemable at the option of the holders thereof. The ability of a holder to liquidate his, her or its holdings of preferred shares, as applicable, may be limited.

5. Limitations on the payment of dividends

Although the preferred shares carry cumulative dividends, the Company may not be in a position pursuant to law to declare and pay such dividends. The Company may not declare or pay a dividend if there are reasonable grounds for believing that (i) the Company is unable to pay its debts as they become due in the ordinary course of its business, or (ii) the payment of the dividend would render the Company unable to pay its debts as they become due in the ordinary course of its business.

6. Limitations on the repurchase of shares

The Company may not make a payment or provide any consideration to purchase or otherwise acquire any of its shares if there are reasonable grounds for believing that (i) the Company is unable to pay its debts as they become due in the ordinary course of its business, or (ii) the making of the payment or providing the consideration would render the Company unable to pay its debts as they become due in the ordinary course of its business.

7. The Company may redeem the preferred shares

The Company may choose to redeem the preferred shares from time to time, including when prevailing interest rates are lower than yields borne by the preferred shares. If prevailing rates are lower at the time of redemption, a purchaser would not be able to

reinvest the redemption proceeds in a comparable security at an effective yield as high as the yields on the preferred shares being redeemed. The Company's redemption right also may adversely impact a purchaser's ability to sell the preferred shares as the optional redemption date or period approaches.

The Company may not make a payment or provide any consideration to redeem any of its shares if there are reasonable grounds for believing that (i) the Company is unable to pay its debts as they become due in the ordinary course of its business, or (ii) the making of the payment or providing the consideration would render the Company unable to pay its debts as they become due in the ordinary course of its business.

8. Creditors of the Company rank ahead of preferred shareholders

All the Company's preferred shares that may be outstanding in the event of insolvency or winding-up of the Company rank equally. If the Company becomes insolvent or is wound-up, the Company's assets must be used to pay debt, including subordinated and inter-company debt, before payments may be made on the preferred shares.

9. Dividend rates of the preferred shares will reset

The dividend rate in respect of the Series C Preferred Shares will reset on June 30, 2022 and on June 30 every five years thereafter. The dividend rate in respect of the Series A Preferred Shares was reset on September 30, 2021 and will reset on September 30 every five years thereafter. The dividend rate in respect of any floating rate preferred shares will reset quarterly. In each case, the new dividend rate is unlikely to be the same as, and may be lower than, the dividend rate for the applicable preceding dividend period.

10. Interest rate risk for floating rate preferred shares

The resetting of the applicable rate on a floating rate preferred share may result in a lower yield compared to fixed rate preferred shares. The applicable rate on a floating rate preferred share will fluctuate in accordance with fluctuations in the T-Bill Rate on which the applicable rate is based, which in turn may fluctuate and be affected by a number of interrelated factors, including economic, financial and political events over which the Company has no control.

11. Conversion of preferred shares without the holders' consent

An investment in the fixed rate preferred shares, or in the floating rate preferred shares, as the case may be, may become an investment in floating rate preferred shares, or in fixed rate preferred shares, respectively, without the consent of the holder in the event of an automatic conversion in the circumstances described in the Short Form Prospectuses under which the preferred shares were sold. Upon the automatic conversion of the fixed rate preferred shares into floating rate preferred shares, the dividend rate on the floating rate preferred shares will be a floating rate that is adjusted quarterly by reference to the T-Bill Rate which may vary from time to time while, upon the automatic conversion of the floating rate preferred shares into fixed rate preferred shares, the dividend rate on the fixed rate preferred shares will be, for each five-year period, a fixed rate that is determined by reference to the Government of Canada Yield on the 30th day prior to the first day of each such five-year period. In addition, holders may be prevented from converting their fixed rate preferred shares into floating rate preferred shares, and vice versa, in certain circumstances.

12. Dividends declared at the Board's discretion

Holders of the preferred shares do not have a right to dividends on such shares unless declared by the Board of Directors of the Company. The declaration of dividends is at the discretion of the Board of Directors even if the Company has sufficient funds, net of its liabilities, to pay such dividends.

The Company may not declare or pay a dividend if there are reasonable grounds for believing that (i) the Company is unable to pay its debts as they become due in the ordinary course of its business, or (ii) the payment of the dividend would render the Company unable to pay its debts as they become due in the ordinary course of its business. Debts of the Company will include those arising in the course of its business, indebtedness, including inter-company debt, and amounts, if any, that are owed by the Company under guarantees in respect of which a demand for payment has been made.

13. No voting rights, except under limited circumstances

Holders of preferred shares will generally not have voting rights at meetings of the shareholders of the Company except under limited circumstances. Holders of preferred shares will have no right to elect the Board of Directors of the Company.

Risk factors specific to Canaccord Genuity Group Inc.'s outstanding preferred shares

For a detailed list of the risk factors specific to the Series A and Series B Preferred Shares, see "Risk Factors" in the Company's Short Form Prospectus dated June 16, 2011.

For a detailed list of the risk factors specific to the Series C and Series D Preferred Shares, see "Risk Factors" in the Company's Short Form Prospectus dated April 2, 2012.

Dividends

The Company declared the following dividends on its common shares for the three years ending March 31, 2022:

Quarter	Dividends	Record date	Payment date
Q1/20	\$ 0.05	August 30, 2019	September 10, 2019
Q2/20	\$ 0.05	November 29, 2019	December 10, 2019
Q3/20	\$ 0.05	February 28, 2020	March 10, 2020
Q4/20	\$ 0.05	June 19, 2020	June 30, 2020
Q1/21	\$0.055	August 28, 2020	September 10, 2020
Q2/21	\$0.055	November 27, 2020	December 10, 2020
Q3/21	\$0.065	February 26, 2021	March 10, 2021
Q4/21	\$0.075	June 18, 2021	June 30, 2021
Q1/22	\$0.075	August 27, 2021	September 10, 2021
Q2/22	\$0.075	November 26, 2021	December 10, 2021
Q3/22	\$0.085	February 25, 2022	March 10, 2022
Q4/22	\$0.085	June 17, 2022	June 30, 2022

The Company declared the following dividends on its preferred shares for the three years ended March 31, 2022:

Quarter	Series A Preferred dividends	Series C Preferred dividends	Record date	Payment date
Q1/20	\$0.24281	\$0.31206	September 13, 2019	September 30, 2019
Q2/20	\$0.24281	\$0.31206	December 20, 2019	December 31, 2019
Q3/20	\$0.24281	\$0.31206	March 20, 2020	March 31, 2020
Q4/20	\$0.24281	\$0.31206	June 19, 2020	June 30, 2020
Q1/21	\$0.24281	\$0.31206	September 18, 2020	September 30, 2020
Q2/21	\$0.24281	\$0.31206	December 18, 2020	December 31, 2020
Q3/21	\$0.24281	\$0.31206	March 19, 2021	March 31, 2021
Q4/21	\$0.24281	\$0.31206	June 18, 2021	June 30, 2021
Q1/22	\$0.24281	\$0.31206	September 17, 2021	September 30, 2021
Q2/22	\$0.25175	\$0.31206	December 17, 2021	December 31, 2021
Q3/22	\$0.25175	\$0.31206	March 18, 2022	March 31, 2022
Q4/22	\$0.25175	\$0.31206	June 17, 2022	June 30, 2022

Dividend Policy

Although dividends are expected to be declared and paid quarterly, the Board of Directors, in its sole discretion, will determine the amount and timing of any dividends. All dividend payments will depend on general business conditions, the Company's financial condition, results of operations, capital requirements and such other factors as the Board determines to be relevant.

Together with its dividend policy, the Company also expects that it will be active with share buyback programs, considering the factors described above, and that such programs will be an important feature of its overall strategy for providing returns to shareholders.

Dividend declaration

On June 2, 2022, the Board of Directors approved a dividend of \$0.085 per common share, payable on June 30, 2022, with a record date of June 17, 2022.

On June 2, 2022, the Board approved a cash dividend of \$0.25175 per Series A Preferred Share payable on June 30, 2022 to Series A Preferred shareholders of record as at June 17, 2022.

On June 2, 2022, the Board approved a cash dividend of \$0.31206 per Series C Preferred Share payable on June 30, 2022 to Series C Preferred shareholders of record as at June 17, 2022.

Description of Capital Structure

The authorized capital of the Company consists of an unlimited number of common shares, without nominal or par value and two classes of preferred shares, each unlimited in number and issuable in series, of which 99,697,799 common shares, 4,540,000 Series A Preferred Shares, and 4,000,000 Series C Preferred Shares are issued and outstanding as of March 31, 2022.

Holders of common shares are entitled to receive dividends as and when declared by the Board of Directors of the Company and are entitled to one vote per share on all matters to be voted on at all meetings of shareholders. Upon voluntary or involuntary

liquidation, dissolution or winding-up of the Company, the holders of common shares are entitled to share ratably in the remaining assets available for distribution, after payment of liabilities.

The preferred shares may be issued from time to time in one or more series. The Board of Directors of the Company may:

- (a) Determine the maximum number of shares of each series or determine that there is no such maximum number or alter any such determination;
- (b) Create an identifying name for the shares of each series or alter such identifying name; and
- (c) Attach special rights and restrictions to the shares of each series or alter any such special rights and restrictions.

i. Series A Preferred Shares

The Company issued 4,540,000 Cumulative 5-Year Rate Reset First Preferred Shares, Series A (Series A Preferred Shares) at a purchase price of \$25.00 per share for gross proceeds of \$113.5 million. The aggregate net amount recognized after deducting issue costs, net of deferred taxes of \$1.0 million, was \$110.8 million.

On September 1, 2021, the Company announced the reset of the dividend rate on its Cumulative 5-year Rate Reset First Preferred Shares, Series A (the "Series A Preferred Shares"). Quarterly cumulative cash dividends, as declared, were paid at an annual rate of 3.885% for the five years ended September 30, 2021. Commencing October 1, 2021 and ending on and including September 30, 2026, quarterly cumulative dividends, if declared, will be paid at an annual rate of 4.028%. The dividend rate will be reset every five years at a rate equal to the five-year Government of Canada yield plus 3.21%.

Holders of Series A Preferred Shares had the option to convert any or all of their shares into an equal number of Cumulative Floating Rate First Preferred Shares, Series B (Series B Preferred Series), subject to certain conditions, on September 30, 2021 and have the option on September 30 every five years thereafter. The number of shares tendered for conversion by the conversion deadline of September 15, 2021 was below the minimum required to proceed with the conversion and, accordingly, no Series B Preferred Shares were issued. Series B Preferred Shares would entitle any holders thereof to receive floating rate, cumulative, preferential dividends payable quarterly, if declared, at a rate equal to the three-month Government of Canada Treasury Bill yield plus 3.21%.

The Company had the option to redeem the Series A Preferred Shares on September 30, 2021 and has the option to redeem on September 30 every five years thereafter, in whole or in part, at \$25.00 per share together with all declared and unpaid dividends.

ii. Series C Preferred Shares

The Company issued 4,000,000 Cumulative 5-Year Rate Reset First Preferred Shares, Series C (Series C Preferred Shares) at a purchase price of \$25.00 per share for gross proceeds of \$100.0 million. The aggregate net amount recognized after deducting issue costs, net of deferred taxes of \$1.0 million, was \$97.5 million.

Quarterly cumulative cash dividends, if declared, are paid at an annual rate of 4.993% for the five years ending on and including June 30, 2022. Thereafter, the dividend rate will be reset every five years at a rate equal to the five-year Government of Canada bond yield plus 4.03%.

Holders of Series C Preferred Shares had the option to convert any or all of their shares into an equal number of Cumulative Floating Rate First Preferred Shares, Series D (Series D Preferred Shares), subject to certain conditions, on June 30, 2017 and have the option on June 30 every five years thereafter. The number of shares tendered for conversion by the conversion deadline of June 30, 2017 was below the minimum required to proceed with the conversion and, accordingly, no Series D Preferred Shares were issued. Series D Preferred Shares would entitle any holders thereof to receive floating rate, cumulative, preferential dividends payable quarterly, if declared, at a rate equal to the three-month Government of Canada Treasury Bill yield plus 4.03%.

The Company had the option to redeem the Series C Preferred Shares on June 30, 2017, and has the option to redeem on June 30 every five years thereafter, in whole or in part, at \$25.00 per share together with all declared and unpaid dividends.

On May 24, 2022, the Company announced that it does not intend to exercise its option to redeem the Series C Preferred Shares on June 30, 2022. On June 1, 2022, the Company announced the reset of the dividend rate on its Series C Preferred Shares. Quarterly cumulative cash dividends, as declared, are paid at an annual rate of 4.993% for the five years ending on and including June 30, 2022. Commencing July 1, 2022 and ending on and including June 30, 2027, quarterly cumulative dividends, if declared, will be paid at an annual rate of 6.837%. The dividend rate will be reset every five years at a rate equal to the five-year Government of Canada yield plus 4.03%. The number of shares tendered for conversion by the conversion deadline of June 15, 2022 was below the minimum required to proceed with the conversion to Series D Preferred Shares and, accordingly, no Series D Preferred Shares were issued.

Convertible Debentures

On April 9, 2021, the Company redeemed the entire \$132,690,000 principal amount of its 6.25% convertible unsecured senior subordinated debentures due on December 31, 2023 (the "Debentures"). The redemption price of the Debentures was \$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.

Ratings

The Company's Series A and Series C Preferred Shares are rated as Pfd-4 (high) by DBRS Morningstar.

DBRS Morningstar uses a preferred share rating scale that ranges from Pfd-1 to Pfd-5, which represents the range from highest to lowest quality of such securities rated, and also contains the subcategories "high" and "low". The absence of either a "high" or "low" designation indicates the rating is in the "middle" of the category. According to DBRS Morningstar, preferred shares rated Pfd-4 are generally speculative, where the degree of protection afforded to dividends and principal is uncertain, particularly during periods of economic adversity.

The Company understands that the rating is based on, among other things, information furnished to DBRS Morningstar by the Company and information obtained by DBRS Morningstar from publicly available sources. The credit rating given to the Company's preferred shares by DBRS Morningstar is not a recommendation to buy, hold or sell such instruments since such rating does not comment as to market price or suitability for a particular investor. There is no assurance that the Company will continue to obtain a rating or any rating will remain in effect for any given period of time or that any rating will not be reversed or withdrawn entirely by a rating agency in the future if, in its judgment, circumstances so warrant. Credit ratings accorded to the Company's preferred shares may not reflect the potential impact of all risks on the value of such instruments, including risk related to market or other factors discussed in this Annual Information Form.

The Company has paid DBRS Morningstar its customary fees in connection with the provision of the above credit rating.

Restrictions on ownership and transfer of shares of the Company

Pursuant to rules established by certain securities regulatory authorities in Canada, the United States and other jurisdictions, the ownership of shares of an investment dealer or broker dealer is subject to certain restrictions. To enable the Company and its subsidiaries to comply with these requirements, the articles of the Company contain provisions which are summarized as follows. This summary is provided for information purposes only and cannot be relied upon in substitution of the articles themselves.

The Company may require a proposed subscriber or transferee of shares to submit a declaration with respect to the holding of shares of the Company as beneficial owner and any other matter that the directors consider relevant to determine if the registration of the subscription or transfer would result in a violation of the articles or applicable legislative or regulatory requirements. The Company also may require a declaration at any time if proxies are solicited from shareholders at any meeting of shareholders or before such a meeting or when, in the opinion of the directors, the holding of shares by any person could violate the articles or applicable legislative or regulatory requirements.

The Company has the power to refuse to issue or record a transfer and to withdraw the voting rights of any share of any class if:

- (a) a person beneficially owns or controls, directly or indirectly, a "significant equity interest" in the Company and has not obtained the required approvals from all relevant securities regulatory authorities;
- (b) a person requesting the issue or recording of the transfer or who wishes to exercise voting rights, in person or by proxy, refuses to sign and deliver, with respect to their beneficial ownership of shares of the Company, a declaration or other information reasonably necessary to assist the directors in making their determinations under the articles; or
- (c) if the directors have determined, on the basis of the declaration or information provided by a person requesting the issue or recording of the transfer or who wishes to exercise voting rights, that such person may own or control, directly or indirectly, a "significant equity interest" in the Company and has not obtained the required approvals from all relevant securities regulatory authorities.

For these purposes, a "significant equity interest" means the interest defined by various securities regulatory authorities (including the Toronto Stock Exchange, the TSX Venture Exchange Inc., the Bourse de Montréal Inc. and the Autorité des marchés financiers in Québec) in respect of which prior approval or notice is required. The least of these interests is variously described as (i) voting securities carrying 10% or more of the votes carried by all voting securities of the Company, (ii) 10% or more of the outstanding participating securities of the Company, (iii) an interest of 10% or more of the total equity in Canaccord Genuity Corp. (a wholly owned subsidiary of the Company) or similar descriptions.

The Company is entitled to sell, as agent, through a stock exchange designated by the directors of the Company or, in the absence of such a designation, by private contract or in any other manner, any number of shares of any class held by any person in violation of the articles, if the directors of the Company determine that the sale is necessary or advisable to ensure compliance with the articles and applicable legislative and regulatory requirements. The Company is also entitled to affect such a sale if a person fails to reply to a request for a declaration contemplated by the articles. Any such sale will be subject to certain procedural requirements (which are set out in the articles) including notice of the proposed sale.

These restrictions relating to the transfer and the issue of shares of the Company do not generally apply in the case of an issue or a transfer in favor of an investment dealer or a holding company of an investment dealer so long as the transfer is affected in the ordinary course of the activities of its securities business. The Board of Directors of the Company has the power to establish the rules and procedures that it considers necessary and appropriate to implement these provisions.

As the Company is the parent company of Canaccord Genuity Corp. which is regulated by the Investment Industry Regulatory Organization of Canada (IIROC), the IIROC Dealer-Member Rules require the Company to obtain prior approval of an IIROC District

Council of any transaction that would permit an investor, alone or together with its associates and affiliates, to own voting securities carrying 10% or more of the votes carried by all voting securities of the Company.

As the Company is the parent company of Canaccord Genuity LLC which is regulated by the Financial Industry Regulatory Authority (FINRA), the FINRA Rules require Canaccord Genuity LLC (the member) to obtain prior approval of FINRA for (a) direct or indirect acquisitions or transfers of 25% or more in the aggregate of the member's assets or any asset, business or line of operation that generates revenues comprising 25% or more in the aggregate of the member's earnings measured on a rolling 36-month basis and (b) a change in the equity ownership of the member that results in one person or entity directly or indirectly owning or controlling 25% or more of the equity capital.

As the Company is the parent company of Canaccord Genuity Limited and Canaccord Genuity Wealth Limited and other subsidiaries which are regulated by the Financial Conduct Authority (FCA) in the UK, the Financial Services and Markets Act 2000 (UK) places an obligation on controllers and proposed controllers of such subsidiaries to obtain the approval of the FCA before becoming a controller or increasing the level of control held (in certain circumstances). Failure to obtain approval is an offence under the Financial Services and Markets Act 2000 (UK). A "controller" in the context of Canaccord Genuity Limited and the other FCA regulated subsidiaries is a person who (along with their associates) holds 10% or more of the shares or voting rights in the Company or is able to exercise significant influence over the management of the Company through their shareholding in the Company.

Similar obligations and offences exist under the laws of Australia, Dubai, the Bahamas, the Barbados, Hong Kong and the Crown Dependencies of Jersey, Guernsey and the Isle of Man in the Channel Islands in relation to the subsidiaries of the Company which are regulated by the securities and futures regulatory authorities in those jurisdictions.

These restrictions on the ownership and transfer of the common shares may have an effect on the marketability and liquidity of the common shares. For more information, please refer to the Risk Factors section.

Market for Securities

The common shares of the Company are listed on the TSX under the symbol "CF".

The Company's Series A Preferred Shares are listed on the TSX under the symbol "CF.PR.A". The Company's Series C Preferred Shares are listed on the TSX under the symbol "CF.PR.C".

Trading price and volume

The following table presents the high and low closing prices and the monthly trading volume for the Company's common shares on the TSX. Prices and volume are based on the reported amounts from TSX InfoSuite.

Month	High	Low	Monthly trading volume
March, 2022	\$13.07	\$11.36	6,770,679
February, 2022	\$15.59	\$12.24	6,208,917
January, 2022	\$16.05	\$14.58	6,713,952
December, 2021	\$15.60	\$14.02	5,200,803
November, 2021	\$16.62	\$13.80	6,249,210
October, 2021	\$14.64	\$12.74	5,336,976
September, 2021	\$15.63	\$13.72	6,568,490
August, 2021	\$15.63	\$13.36	8,539,166
July, 2021	\$13.96	\$12.50	5,852,360
June, 2021	\$14.87	\$13.06	12,720,759
May, 2021	\$13.50	\$11.74	5,149,612
April, 2021	\$12.72	\$11.28	6,681,870

The following table provides the price range and trading volume of the Series A and Series C Preferred Shares on the TSX for the periods indicated. Prices and volume are based on the reported amounts from TSX InfoSuite.

Month	Series A			Series C		
	High	Low	Monthly trading volume	High	Low	Monthly trading volume
March, 2022	\$19.20	\$18.59	66,863	\$24.20	\$21.70	78,483
February, 2022	\$19.25	\$18.80	40,300	\$24.25	\$23.40	66,908
January, 2022	\$19.15	\$18.55	29,474	\$24.49	\$23.50	21,916
December, 2021	\$18.85	\$18.13	55,780	\$23.80	\$21.85	34,176
November, 2021	\$19.00	\$17.52	50,963	\$24.00	\$22.75	96,766
October, 2021	\$18.26	\$17.36	57,690	\$23.00	\$22.28	78,721
September, 2021	\$18.90	\$18.14	112,385	\$23.93	\$22.75	33,756
August, 2021	\$18.94	\$18.27	57,590	\$24.00	\$23.40	61,108
July, 2021	\$18.60	\$18.10	41,453	\$23.50	\$21.80	39,026
June, 2021	\$18.70	\$17.60	60,304	\$22.08	\$20.51	99,140
May, 2021	\$17.87	\$15.96	76,102	\$20.38	\$19.63	78,048
April, 2021	\$16.50	\$15.64	56,267	\$20.50	\$19.60	56,345

Escrowed Securities

To the Company's knowledge, there are no common shares held in escrow as of March 31, 2022 or subject to contractual restrictions that prohibit transfer before a certain date.

Directors and Officers

Name, occupation and security holding

Set forth below, is the name, municipality of residence, office, period of service and principal occupation during the immediately preceding five years for each director of the Company. Each director of the Company holds office until the next Annual General Meeting of the shareholders of the Company (which has been called for August 5, 2022) or until his or her successor is duly elected or appointed, unless his or her office is vacated earlier in accordance with the articles of the Company or he or she becomes disqualified to act as a director.

Name, municipality of residence and position held	Principal occupation for the past five years	Director since
CHARLES N. BRALVER ⁽¹⁾⁽²⁾ Nantucket, Massachusetts Director	Corporate director and advisor	2010
DANIEL J. DAVIAU Toronto, Ontario President, Chief Executive Officer and Director	Chief Executive Officer of the Company and Canaccord Genuity Corp.	2015
GILLIAN (JILL) H. DENHAM ⁽²⁾⁽³⁾ Toronto, Ontario Lead director	President of Authentum Partners Ltd. and corporate director	2020
MICHAEL D. HARRIS ⁽⁴⁾ East York, Ontario Director	Senior business advisor of Fasken Martineau DuMoulin LLP	2004
MERRI L. JONES ⁽²⁾ Toronto, Ontario Director	Corporate director and advisor	2018
DAVID J. KASSIE ⁽⁴⁾ Toronto, Ontario Chairman and Director	Chairman of the Company and Canaccord Genuity Corp.	2010
TERRENCE A. LYONS ⁽¹⁾⁽²⁾⁽⁵⁾ Vancouver, British Columbia Director	Corporate director and advisor	2004
JO-ANNE O'CONNOR ⁽²⁾ Toronto, Ontario Director	President and Chief Executive Officer of Strategem Capital Corporation	2021

Name, municipality of residence and position held	Principal occupation for the past five years	Director since
DIPESH J. SHAH ⁽²⁾ London, England Director	Corporate director	2012
FRANCESCA SHAW ⁽²⁾ Toronto, Ontario Director	Corporate director and advisor	2021
SALLY J. TENNANT ⁽¹⁾ London, England Director	Corporate director, advisor and wealth management consultant	2019

(1) Member of the Corporate Governance and Compensation Committee.

(2) Member of the Audit and Risk Committee.

(3) From June 2012 to June 2016, Ms. Denham was a member of the board of directors of Penn West Petroleum Ltd., a company that was subject to cease trade orders further to the July 2014 announcement by Penn West Petroleum Ltd. of the review of some of its accounting practices and the decision to restate its financial statements. These orders are no longer in effect.

(4) Mr. Kassie was a director of ACE Aviation Holdings Inc. at the time when, on April 25, 2012, it passed a shareholder resolution approving liquidation of the company pursuant to the *Canada Business Corporations Act*. The liquidation process is continuing. Mr. Kassie is also a director of Reitmans (Canada) Ltd. which on May 19, 2020, received an initial order under the *Companies' Creditors Arrangement Act* to allow a restructuring of the women's clothing retailer and ultimately emerged from restructuring proceedings on January 12, 2022.

(5) Until January 1, 2014, Mr. Lyons was a director of Royal Oak Ventures Inc. (Royal Oak), which was subject to cease trade orders in each of the provinces of British Columbia, Alberta, Ontario and Québec due to the failure of Royal Oak to file financial statements since the financial year ended December 31, 2003. Mr. Lyons was elected to the board of directors of Royal Oak largely because of his valuable experience and expertise in financial restructurings in the insolvency context.

Set forth below, is the name, municipality of residence, office and principal occupation during the immediately preceding five years for each executive officer of the Company in addition to David Kassie and Daniel Daviau as of March 31, 2022.

Name, municipality of residence and position held	Principal occupation for the past five years
JEFFREY BARLOW Boston, Massachusetts President, Canaccord Genuity LLC	President, Canaccord Genuity Inc. (from 2015); previously Head of Investment Banking of Canaccord Genuity LLC
PATRICK BURKE Toronto, Ontario President, Canaccord Genuity Capital Markets – Canada	President, Canaccord Genuity Capital Markets – Canada (from 2015); previously Managing Director and Co-Head of Global Equity & Advisory of Scotia Capital
DAVID ESFANDI London, England Chief Executive Officer, Canaccord Genuity Wealth Limited (U.K.)	Chief Executive Officer, Canaccord Genuity Wealth Limited; previously Managing Director of Ashcourt Rowan Asset Management (asset manager)
MARCUS FREEMAN Toorak, Victoria, Australia Managing Director and Chief Executive Officer, Canaccord Genuity (Australia) Limited	Managing Director and Chief Executive Officer, Canaccord Genuity (Australia) Limited (formerly called Canaccord BGF Limited and BGF Holdings Ltd.)
DON MACFAYDEN Toronto, Ontario Executive Vice President, Chief Financial Officer	Executive Vice President and Chief Financial Officer, Canaccord Genuity Group Inc. (from 2017); previously Senior Vice-President, Finance, Canaccord Genuity Group Inc.; reassumed Chief Financial Officer of Canaccord Genuity LLC
MARTIN MACLACHLAN Toronto, Ontario General Counsel and Corporate Secretary	General Counsel, Senior Vice-President, Legal and Corporate Secretary, Canaccord Genuity Group Inc. and Canaccord Genuity Corp.
JASON MELBOURNE North York, Ontario Managing Director, Global Head of Canadian Equities & Distribution	Managing Director, Global Head of Canadian Equities & Distribution (from 2020); Managing Director, Global Head of Canadian Institutional Equity Sales & Trading (2017-2020); Managing Director, Global Head of Canadian Institutional Equity Sales (2016-2017)
ADRIAN PELOSI Toronto, Ontario Chief Risk Officer and Treasurer	Chief Risk Officer (from 2017) and Treasurer; previously Senior Vice-President, Risk, Canaccord Genuity Group Inc. and Canaccord Genuity Corp. (from 2016); Senior Vice-President, Risk & Internal Audit, Canaccord Genuity Group Inc. and Canaccord Genuity Corp. (2014-2016); previously Vice-President, Enterprise Risk Management
STUART RAFTUS Toronto, Ontario President, Canaccord Genuity Wealth Management and Chief Administrative Officer	Executive Vice President and Chief Administrative Officer (from 2015), President, Canaccord Genuity Wealth Management (from 2014); previously President and Chief Operating Officer of Beacon Securities Limited (securities dealer)
NICK RUSSELL London, England Chief Executive Officer Canaccord Genuity Limited (U.K.)	Chief Executive Officer of Canaccord Genuity Limited (from 2019); previously Chief Financial Officer of Canaccord Genuity Limited; previously Senior Vice-President, Finance, Canaccord Genuity Group Inc

Name, municipality of residence and position held	Principal occupation for the past five years
<p>ANDY VILES Boston, Massachusetts Executive Vice President and Chief Legal Officer</p>	<p>Executive Vice President and Chief Legal Officer, Canaccord Genuity Group Inc. (since 2020), Head of North American Capital Markets Compliance (from 2017); General Counsel – US (since 2003)</p>
<p>MARK WHALING Rye, New York Head of Sales & Trading</p>	<p>Global Head of Sales & Trading (from 2015); Head of Global Equity Sales and Trading (2012-2015); previously President of Collins Stewart LLC and Head of US Securities</p>

As of March 31, 2022, the directors of the Company and executive officers of the Company mentioned above, as a group, beneficially own, directly or indirectly, or exercise control or direction over an aggregate of 14,258,034 common shares, representing 14.3% of the common shares issued and outstanding at that time.

Conflicts of interest

Executive officers, directors and employees of the Company from time to time may invest in securities of private or public companies, or investment funds in which the Company, or an affiliate of the Company, is an investor or for which the Company carries out investment banking assignments, publishes research or acts as a market maker. There are certain risks that, because of such investment, a director, officer or employee may take actions that would conflict with the best interests of the Company. In addition, certain of the directors of the Company also serve as directors of other companies involved in a wide range of industry sectors; consequently, there exists the possibility for such directors to be in a conflict of interest.

Legal Proceedings

In the normal course of business, the Company is involved in litigation, and as of March 31, 2022, it was a defendant in various legal actions. The Company has established provisions for matters where payments are probable and can be reasonably estimated. While the outcome of these actions is subject to future resolution, management's evaluation and analysis of these actions indicate that, individually and in the aggregate, the probable ultimate resolution of these actions will not have a material effect on the financial position of the Company.

The Company is also subject to asserted and unasserted claims arising in the normal course of business which, as of March 31, 2022, have not resulted in the commencement of legal actions. The Company cannot determine the effect of all asserted and unasserted claims on its financial position; however, where losses arising from asserted and unasserted claims are considered probable and where such losses can be reasonably estimated, the Company has recorded a provision.

Litigation matters and asserted and unasserted claims against the Company may be in respect of certain subsidiaries of CGGI, CGGI directly or both CGGI and certain of its subsidiaries.

The Company provides financial advisory, underwriting and other services to, and trades the securities of issuers that are involved with new and emerging industries, including the US cannabis industry. Activities within such industries, including the US cannabis industry, typically have not had the benefit of a history of successful operating results. In addition to the economic uncertainties associated with new industries, new activities and new issuers, the laws applicable to such industries or activities, particularly the US cannabis industry and the activities of issuers in that industry, and the effect or enforcement of such laws are undetermined, conflicting and uncertain. With respect to the US cannabis industry, cannabis continues to be a controlled substance under the United States Controlled Substances Act and as such, there is a risk that certain issuers, while in compliance with applicable state law, may be prosecuted under federal law. Accordingly, the Company has adopted policies and procedures reasonably designed to ensure compliance with the United States Currency and Foreign Transactions Reporting Act of 1970 (the Bank Secrecy Act) and the guidance issued by the United States Department of the Treasury Financial Crimes Enforcement Network, FIN-2014-G001 (the FinCEN Guidance) relating to providing financial services to marijuana related businesses in the United States (as that term is used in the FinCEN Guidance).

While the Company takes steps to identify the risks associated with emerging industries, including the US cannabis industry, and only provides services to those issuers where it determines that there is no material risk to the Company or where any risk is unlikely to result in a material adverse consequence to the Company, there is a risk that the Company could be the subject of third party proceedings which may have a material adverse effect on the Company's business, revenues, operating results and financial condition as well as the Company's reputation, even if such proceedings were concluded successfully in favour of the Company. Notwithstanding these procedures, the Company is currently a party to securities class action proceedings in Canada and the US relating to underwriting services provided to certain issuers in the cannabis related industries. Although the Company believes that these claims are without merit and intends to vigorously defend itself, the probable outcome of these class action proceedings cannot be predicted with certainty and a reliable estimate of the amount of losses, if any, in the event of adverse outcomes is not determinable as at the date of the audited consolidated financial statements for the year ended March 31, 2022 and, accordingly, the Company has not recorded a provision in respect of these claims. The risk of any further actions against the Company is not known. As at the date of this AIF the Company has not recorded a provision in respect of any other such matters.

Risks associated with emerging industries such as the cannabis and related industries also include the risk of the insolvency of issuers and the consequent inability of such issuers to satisfy their indemnification obligations to the Company. Accordingly, in the event of a loss to the Company, the ability of the Company to recover amounts in respect of any indemnity claims also cannot be predicted with certainty.

Interest of Management and Others in Material Transactions

To the best of the Company's knowledge, except as described herein, after due inquiry, none of the directors, executive officers or principal shareholders of the Company, nor any associate or affiliate of those directors, executive officers or principal shareholders, has had any direct or indirect material interest in any transaction or proposed transaction that has materially affected or is reasonably expected to materially affect the Company during the three most recently completed financial years or during the current financial year.

Transfer Agent and Registrar

The Company's transfer agent and registrar is Computershare Investor Services Inc., at its principal offices in Vancouver and Toronto.

Material Contracts

Other than contracts entered into in the ordinary course of business, the Company has not entered into any contract in the most recently completed financial year or before the most recently completed financial year that is still in effect, which can reasonably be regarded as material. The Company, Canaccord Genuity Wealth Group Holdings (Jersey) Limited ("CGWGH(J)L"), Psigma Wealth Limited ("Psigma Wealth") and Punter Southall Group Limited entered into a share purchase agreement dated as of December 14, 2021 ("SPA") pursuant to which CGWGH(J)L acquired all of the issued shares of Punter Southall Wealth Limited from Psigma Wealth for total consideration, guaranteed by the Company in favour of Psigma Wealth, equal to £164,000,000 and the issuance of ordinary shares in the capital of CGWGH(J)L, subject to certain purchase price adjustments. The acquisition closed on May 31, 2022. A copy of the SPA is filed under the Company's profile on SEDAR.

Experts

The Company's auditors are Ernst & Young, LLP; they have prepared the Independent Auditor's Report on page 58 of the fiscal 2022 Annual Report.

External Auditor Service Fees

The aggregate fees billed for professional services rendered for the years ended March 31, 2022 and March 31, 2021 are as follows:

	2022	2021
Audit fees ⁽¹⁾	\$5,043,300	\$4,743,660
Audit related fees ⁽²⁾	109,000	108,000
Tax fees ⁽³⁾	1,186,620	1,036,759

(1) Include statutory and regulatory audits for subsidiaries in all jurisdictions where such audits are required

(2) Include accounting and due diligence work on various matters

(3) Preparation and review of corporate and commodity tax returns. Also includes advisory work on various corporate tax matters, including acquisition-related tax advisory fees

Board Committees

Audit and Risk Committee

The Audit and Risk Committee assists the Board of Directors in fulfilling its oversight responsibilities by monitoring the Company's financial reporting practices and financial disclosures. The members of the Audit and Risk Committee are Terrence Lyons (Chair), Charles Bralver, Gillian Denham, Merri Jones, Jo-Anne O'Connor, Dipesh Shah and Francesca Shaw. Each of them is financially literate and each of them is independent of management as determined under applicable securities legislation.

Specific responsibilities and duties of the Audit and Risk Committee include:

- Reviewing the Company's annual and interim consolidated financial statements, annual and interim management's discussion and analyses and press releases prior to dissemination to the public
- Assessing the Company's accounting policies and discussing the appropriateness of such policies with management and the Company's external auditors
- Assisting management to identify the Company's principal business risks
- Reviewing the external auditor's plans for evaluating and testing the Company's internal financial controls
- Overseeing the Company's external auditors, including the approval of the external auditor's terms of engagement
- Ensuring adequate risk management policies are in place to manage the risks to which the Company is exposed

The education and related experience (as applicable) of each Audit and Risk Committee member is described below.

Terrence (Terry) Lyons, ICD.D, age 72, is a corporate director and a member of the Institute of Corporate Directors. He is also a director of several public and private corporations including Three Valley Copper Corp. (formerly SRHI Inc.) (Chairman) and Martinrea

International Inc. Mr. Lyons is a retired Managing Partner of Brookfield Asset Management and former President and Managing Partner of B.C. Pacific Capital Corporation, past Chairman of Polaris Materials Corporation which was recently acquired by U.S. Concrete, of Northgate Minerals Corporation which was acquired by AuRico Gold Inc. (now Alamos Gold Inc.) and of Eacom Timber Corporation which was sold to a private equity firm. He was previously a director of the B.C. Pavilion Corporation (Pavco), Chairman of Westmin Mining and Vice-Chairman of Battle Mountain Gold.

Mr. Lyons has been active in Junior Achievement, the United Way, Special Olympics and other charitable and sports organizations. He is past Chairman of the Mining Association of B.C., past Co-Chairman of the B.C. Business Hall of Fame, a past Governor and Member of the Executive Committee of the B.C. Business Council, a past Governor of the Olympic Foundation of Canada, former Chairman of Sport B.C., a past President of Shaughnessy Golf and Country Club and a past member of the B.C. Board of the Institute of Corporate Directors and is currently a member of the Advisory Board of the Richard Ivey School of Business at Western University. In 2007, Mr. Lyons was awarded the Inco Medal by the Canadian Institute of Mining and Metallurgy for distinguished service to the mining industry. Mr. Lyons is a Civil Engineer (UBC) with an MBA from Western University (1974).

In addition to Canaccord Genuity Group Inc., Mr. Lyons is a director of the following public companies: Martinrea International Inc., Mineral Mountain Resources Ltd. and Three Valley Copper Corp. (formerly SRHI Inc.).

Charles N. Bralver, ICD.D, age 70, is a financial services executive with over 30 years of capital markets experience. For more than 23 years – from 1984 to 2007 – Mr. Bralver was a founder and Vice Chairman of management consultancy Oliver, Wyman & Co. where he specialized in strategy, risk and operational work for leading investment banks, asset managers, exchanges and other market utilities. He also served as Senior Associate Dean for International Business and Finance at the Fletcher School of Law and Diplomacy from 2007 to 2010, and from 2007 to 2009 as a strategic advisor to Warburg Pincus LLC. Mr. Bralver is a Chairman of Sigma 7 and also serves as a director of the Company and insurance risk exchange Akinov A Ltd., and on the Leadership Council of AI Solution developer r4. Mr. Bralver is also a member of the Royal Institute of International Affairs, the Canadian Institute of Corporate Directors, and Business Executives for National Security in the US. Mr. Bralver started his career at Booz Allen Hamilton. He is a U.S. citizen and a graduate of the Fletcher School and Dartmouth College.

Mr. Bralver is not currently a director of any other public companies.

Gillian (Jill) Denham, age 61, is President of Authentum Partners Ltd. that invests in technology and related businesses and provides advisory services. Ms Denham currently serves on the board of directors of Canadian Pacific Railway Limited and Kinaxis Inc. and is on the board of directors of LifeWorks Inc. (formerly Morneau Shepell Inc.). Ms Denham spent her career at Wood Gundy and CIBC. She has held senior positions in investment banking, was President of Merchant Banking/Private Equity and had regional responsibility for CIBC in Europe. She was also head of the Retail Bank for CIBC. She holds an Honours Business Administration (HBA) degree from the Ivey Business School, University of Western Ontario, and an MBA from Harvard Business School.

Merri Jones, ICD.D, age 71, is a corporate director and advisor. She has over 40 years' experience within financial services with expertise across sales and marketing, finance, strategy and human resources. She was the first female to lead a Schedule II Bank in Canada. She was the Executive Vice President, Private Wealth, at Fiera Capital from 2010 to 2015; President of GBC Asset Management in 2008 and 2009; President and Chief Executive Officer of AGF Private Wealth Management from 2003 to 2007; President, Chief Operating Officer and Director of TAL Private Management from 1996 to 2003; and President and Chief Executive Officer of CIBC Trust in 1995 and 1996. Before joining CIBC in 1995, Ms. Jones had been President and Chief Executive Officer of First Interstate Bancorp from 1986 to 1990 and had worked at Chemical Bank and the Royal Bank of Canada, where she began her career.

Ms. Jones was educated at the University of Western Ontario, the Wharton School of Business and the University of Toronto. She has received her ICD.D certification from the Institute of Corporate Directors.

Ms. Jones is a director of the following public company: Data Communications Management Corp. She is also the chair of the Investment Review Committee of the Starlight Group of Funds.

Jo-Anne O'Connor, age 62, has over 35 years experience within financial services, with expertise in capital markets. Ms. O'Connor spent close to 30 years (1985 to 2014) at Wood Gundy and CIBC, with senior positions in Institutional Equity Trading. From 2017 to 2020, Ms. O'Connor was Managing Director and Chief Operating Officer for a family office, Crescentwood Capital. She is currently the President and Chief Executive Officer of Strategem Capital Corporation, a publicly-traded company (SGETSXV) providing growth through diverse investment assets.

Ms. O'Connor is not currently a director of any other public companies.

Dipesh Shah, OBE, FRSA, age 69, is the Chairman of Highways England and a Director and Chairman of the Investment Committee of the 2020 European Fund for Energy, Climate Change and Infrastructure and also of the EU Marguerite Fund.

Mr. Shah was formerly the Chief Executive of the UK Atomic Energy Authority and of various large businesses in BP Plc, where he was a member of the Group Leadership for more than a decade and latterly also the Global Head of Acquisitions and Divestitures. Mr. Shah was Chairman, inter alia, of Notting Hill Genesis and Genesis Housing Association, Viridian Group plc, HgCapital Renewable Power Partners LLP and the European Photovoltaic Industry Association. He was the Senior Independent Director and Chair of the Remuneration Committee of JXK Oil & Gas Plc from 2008 to 2015, the Senior Independent Director and Chair of the

Nominations Committee of Equus Petroleum Plc from 2013 to 2016 and a Director of The Crown Estate from 2011 to 2018, Thames Water from 2007 to 2017 and of Cavendish Fluor Partnership from 2014 to 2017. In addition, he has been a Director of several major organizations, including Babcock International Group Plc and Lloyd's of London, the insurance market. He was a Trustee of the British Youth Opera and a Governor of Merchant Taylors' School. He was also a member of the UK Government's Renewable Energy Advisory Committee from 1994 to 2002. Earlier, Mr. Shah was the Chief Economist for BP Oil UK.

Born in India, and brought up in Uganda, Mr. Shah is a graduate of the University of London, the University of Warwick and the Harvard Business School management program. He was appointed an Officer of the Order of the British Empire (OBE) in the 2007 New Year Honours and is a Life Fellow of the Royal Society of Arts (FRSA).

Mr. Shah is not currently a director of any other public companies.

Francesca Shaw, FCPA, FCA, age 62, has nearly 40 years of experience across a wide range of senior governance and commercial roles within UK and international banks. Having begun her career in 1982 at Ernst & Young, where she worked in progressive positions in public accounting covering diverse industries and Schedule A and B banks, she went on to spend 20 years at CIBC, taking on increasingly strategic roles in financial leadership, including Senior Vice President & Chief Accountant, where she played a leadership role in successfully navigating the organization through the structured credit crisis and Enron challenges, as well as implementing three significant Basel systems and an enterprise management cost and allocations system, and Chief Financial Officer (CFO), FirstCaribbean, where she provided critical leadership in finance and risk and managed relationships with 14 international regulators. She joined TD Bank in 2011, initially as Senior Vice President, CFO & Chief Risk Officer Wealth Management and Insurance, before advancing to become Senior Vice President and CFO Insurance and Cards, and later became Head of US Productivity, where she led the design and execution of a US wide productivity programme. More recently, she served as CFO at C Hoare & Co. from 2015 to 2020.

Outside of financial services, Ms. Shaw has demonstrated a lifetime commitment to volunteering and community building. She has held many senior board positions over thirty years of volunteering with United Way of Greater Toronto, including chairing the Community Impact Committee and the Innovation Committee, in addition to serving as a Trustee on joint governmental taskforces and leading governance efforts on assisting troubled entities.

Ms. Shaw also serves as Independent Non-Executive Director of Cashplus Bank in the United Kingdom. Ms. Shaw is not currently a director of any other public companies.

Corporate Governance and Compensation Committee

The Corporate Governance and Compensation Committee strives to maintain the high standards of corporate governance with a focus on a strong and diligent board of directors and prudent management of executive compensation. The committee must be comprised of at least three members appointed annually by the Board of Directors. Currently, the members of the Corporate Governance and Compensation Committee are Michael Harris (Chair), Charles Bralver, Terrence Lyons, and Sally Tennant, each of whom is independent of management as determined under applicable securities legislation.

The Corporate Governance and Compensation Committee's mandate includes:

- The development and recommendation to the Board of Directors of appropriate corporate governance guidelines
- The identification of future Board and committee members and the annual review of the Board's performance
- Evaluating the Chief Executive Officer's performance and determining his compensation
- Reviewing and making recommendations to the Board of Directors with respect to the compensation of all executive officers
- Fixing and determining (or delegating the authority to fix and determine) awards to employees of stock or share options under the Company's incentive plans
- Reviewing key human resources policies and programs

The education and related experience (as applicable) of each committee member is described below.

Michael Harris, O.Ont., D.Litt. (Hon.), ICD.D, age 77, is a Senior Business Advisor in the Corporate/Commercial and Government Relations & Ethics Groups at Fasken Martineau DuMoulin LLP.

From 1981 – 2002, Mr. Harris served as Member of Provincial Parliament for the riding of Nipissing. From 1995 – 2002 he served as Ontario's twenty-second Premier, following a landslide election victory in 1995. He was re-elected again for a second term in 1999, making him the first Ontario Premier in more than 30 years to form a second consecutive majority government. He is known for his advice on governance issues and government relations matters and brings extensive experience in public policy and government decision-making.

After leaving public office in 2002, Mr. Harris formed his own consulting firm. As President of Steane Consulting Ltd., he is an advisor to numerous Canadian companies. He serves as director on several private and public boards, including Chartwell Retirement Residences, Route1 Inc. and Votur Analytics Corp. His past board responsibilities included Chair of Magna International, where he led the restructuring to a one share-one vote corporation; Element Financial; and Enmax Corp. in Calgary. Mr. Harris also sits on the advisory boards of several private equity funds including EnerTech and Beringer Capital. He received his ICD.D certification from the Institute of Corporate Directors in 2005.

Mr. Harris' passion for the community is shown through his involvement with various organisations and institutions. He serves on the board of the New Haven Learning Centre, a charitable, non-profit organization committed to being a Centre of Excellence in the treatment and education of children with autism. He has served on the board of the Tim Horton Children's Foundation. He has also served as Honorary Chairman of fundraising initiatives for Nipissing University, Canadore College and the North Bay Regional Health Centre.

Mr. Harris is also a Senior Fellow with The Fraser Institute, a leading Canadian economic, social research and education organization.

In addition to Canaccord Genuity Group Inc., Mr. Harris is a director of the following public companies: Route1 Inc. (Chair) and Vortex Analytics Corp.

Sally Tennant, OBE, age 66, is the founding partner of Acorn Capital Advisers, an independent wealth adviser, and has been CEO of three banks: Kleinwort Benson (2011-2014), Schroders Private Banking (2002-2006) and Lombard Odier (UK) Ltd. (2007-2010) and the Chair of a fourth, Duncan Lawrie Ltd. She additionally has extensive experience of asset and wealth management as a former main board director of Gartmore plc, where she successfully built the global institutional division. She has a total of 20 years running money at Gartmore, Morgan Grenfell and SG Warburg / Mercury Asset Management. Ms. Tennant also co-launched a hedge fund, Beaumont Capital, and has deep experience of dealing with multigenerational families and family businesses in a wide range of ways, from sitting on the board of a large family holding company, B-FLEXION, to working for a multigenerational family owned bank, Lombard Odier; and advising numerous ultra high net worth families. She has extensive chair, non-executive and remuneration chair experience in the unquoted and private equity space.

Ms. Tennant was born and grew up in Switzerland. She has international experience in the Channel Islands, U.S., the Middle East and Continental and Eastern Europe. She holds a degree in politics from Durham University. She is a patron of Tommy's the Baby Charity and a trustee of Guy's & St. Thomas' Foundation. She was appointed an Officer of the Order of the British Empire (OBE) in the Queen's 2018 Birthday Honours.

Ms. Tennant is not currently a director of any other public companies.

Charles N. Bralver – refer to profile presented under “Audit and Risk Committee”.

Terrence A. Lyons – refer to profile presented under “Audit and Risk Committee”.

Additional Information

Additional information relating to the Company may be found on SEDAR's website at sedar.com.

Additional information including remuneration of directors and Named Executive Officers and indebtedness of directors and executive officers, principal holders of the Company's securities and securities authorized for issuance under equity compensation plans is contained in the Company's information circular for its most recent annual meeting of shareholders.

Additional financial information is also provided in the Company's consolidated financial statements and management's discussion and analysis for its most recently completed financial year.

Schedule “A” CHARTER AND TERMS OF REFERENCE OF THE AUDIT AND RISK COMMITTEE

(As approved by the Audit Committee on January 27, 2005, and amended on May 22 and November 6, 2012, on February 4, 2015 and June 2, 2022)

1. MANDATE

The primary mandate of the Audit and Risk Committee (the “Committee”) of the Board of Directors of the Company (the “Board”) is to assist the Board in overseeing the Company’s financial reporting and disclosure. This oversight includes:

- (a) reviewing the financial statements and financial disclosure that is provided to shareholders and disseminated to the public;
- (b) reviewing the systems of internal controls to ensure integrity in the financial reporting of the Company;
- (c) approving risk management policies that establish the appropriate approval levels for decisions and other checks and balances to manage risk;
- (d) satisfying itself that policies are in place to manage the risks to which the Company is exposed, including market, operational, liquidity, credit, regulatory and legal, and reputational risk;
- (e) establishing guidelines for the identification, review and approval of related party transactions and ensuring compliance with those guidelines; and
- (f) monitoring the independence and performance of the Company’s external auditors and reporting directly to the Board on the work of the external auditors.

2. COMPOSITION AND ORGANIZATION OF THE COMMITTEE

2.1 The Committee must have at least three directors.

2.2 Subject to the applicable securities legislation (including exemptions), every Committee member must be independent. A member of the Committee is independent if the member has no direct or indirect material relationship with an issuer. A material relationship means a relationship which could, in the view of the issuer’s board of directors, reasonably interfere with the exercise of a member’s independent judgment.⁽¹⁾

2.3 Every Committee member must be financially literate. Financial literacy is the ability to read and understand a set of financial statements that present a breadth and level of complexity of accounting issues that are generally comparable to the breadth and complexity of the issues that can reasonably be expected to be raised by the issuer’s financial statements.⁽²⁾

2.4 The Board will appoint from themselves the members of the Committee on an annual basis for one-year terms. Members may serve for consecutive terms.

2.5 The Board will also appoint a chair of the Committee (the “Chair of the Committee”) for a one-year term. The Chair of the Committee may serve as the chair of the committee for any number of consecutive terms.

2.6 A member of the Committee may be removed or replaced at any time by the Board. The Board will fill any vacancies in the Committee by appointment from among members of the Board.

3. MEETINGS

3.1 The Committee will meet at least four times a year. Special meetings may be called by the Chair of the Committee as required.

3.2 Quorum for a meeting of the Committee will be a majority of the members in attendance.

3.3 Members may attend meetings of the Committee by teleconference, videoconference, or by similar communication equipment by means of which all persons participating in the meeting can communicate with each other.

3.4 The Committee Chair will set the agenda for each meeting, after consulting with management and the external auditor. Agenda materials such as draft financial statements must be circulated to Committee members for members to have a reasonable time to review the materials prior to the meeting.

3.5 The Company’s auditors will be advised of the names of the members of the Committee and will receive notice of and be invited to attend meetings of the Committee and to be heard at those meetings on matters related to the Auditor’s duties.

3.6 Minutes of the Committee meetings will be accurately recorded, with such minutes recording the decisions reached by the committee. Minutes of each meeting must be distributed to members of the Board, the Chief Executive Officer, the Chief Financial Officer and the external auditor.

(1) National Instrument 52-110 (*Audit Committees*), section 1.4.

(2) National Instrument 52-110 (*Audit Committees*), section 1.5.

4. RESPONSIBILITIES OF COMMITTEE

4.1 To assist the Board, the Committee will:

External Auditor

- (a) select, evaluate and recommend to the Board, for shareholder approval, the external auditor to examine the Company's accounts, controls and financial statements;
- (b) evaluate, prior to the annual audit by external auditors, the scope and general extent of their review, including their engagement letter,
- (c) set the compensation to be paid to the external auditors and recommend such payment to the Board.
- (d) obtain written confirmation from the external auditor that it is objective and independent within the meaning of the Rules of Professional Conduct/Code of Ethics adopted by the provincial institute or order of Chartered Accountants to which it belongs;
- (e) recommend to the Board, if necessary, the replacement of the external auditor;
- (f) meet at least annually with the external auditors, independent of management, and report to the Board on such meetings;
- (g) pre-approve any non-audit services to be provided to the Company by the external auditor and the fees for those services;

Financial Statements and Financial Information

- (h) review and discuss with management and the external auditor the annual audited financial statements of the Company and recommend their approval by the Board;
- (i) review and discuss with management the quarterly financial statements and, if appropriate, recommend their approval by the Board;
- (j) review and if appropriate, recommend to the Board for approval the financial content of the Annual Report;
- (k) review the process for the certification of financial statements by the Chief Executive Officer and Chief Financial Officer;
- (l) review the Company's management discussion and analysis, earnings guidance press releases, annual and interim earnings press releases, and Committee reports before the Company publicly discloses this information;
- (m) review annually with external auditors the Company's accounting principles and the reasonableness of management's judgments and estimates as applied in its financial reporting;
- (n) review and consider any significant reports and recommendations issued by the external auditor, together with management's response, and the extent to which recommendations made by the external auditors have been implemented;

Internal Controls and Information Systems

- (o) review with the external auditors and with management the general policies and procedures used by the Company with respect to internal accounting and financial controls;
- (p) review adequacy of security of information, information systems and recovery plans;
- (q) review management plans regarding any changes in accounting practices or policies and the financial impact thereof;
- (r) review with the external auditors and, if necessary, legal counsel, any litigation, claim or contingency, including tax assessments, that could have a material effect upon the financial position of the Company and the manner in which these matters are being disclosed in the financial statements;
- (s) discuss with management and the external auditor correspondence with regulators, employee complaints, or published reports that raise material issues regarding the Company's financial statements or disclosure;
- (t) review the Company's insurance, including directors' and officers' coverage, and provide recommendations to the Board;

Risk Management

- (u) assist management to identify the Company's principal business risks (including market, operational, liquidity, credit, regulatory and legal, and reputational risk);
- (v) review with management the Company's policies and procedures on risk identification and monitoring including emerging risk identification;
- (w) approve, where appropriate, policies developed and implemented to measure the Company's risk exposures and for identifying, evaluating and managing the significant risks to which the Company is exposed, and review such policies and procedures at least once a year to satisfy itself that they remain appropriate and prudent;

- (x) monitor, on a regular basis, the Company's risk management performance and obtain, on a regular basis, reasonable assurance that the Company's risk management policies are being adhered to;

Related Party Transactions

- (y) establish guidelines for related party transactions, including the identification, review and approval of such transactions;
- (z) review related party transactions for compliance with the Company's guidelines and provide recommendations regarding their approval to the Board;

Other

- (aa) review the Company's significant loans to employees/consultants; and
- (bb) conduct special reviews and/or other assignments from time to time as requested by the Board.

5. PROCESS FOR HANDLING COMPLAINTS REGARDING FINANCIAL MATTERS

5.1 The Committee will establish a procedure for the receipt, retention and follow-up of complaints received by the Company regarding accounting, internal controls, financial reporting, or auditing matters.

5.2 The Committee will ensure that any procedure for receiving complaints regarding accounting, internal controls, financial reporting, or auditing matters will allow the confidential and anonymous submission of concerns by employees.

6. REPORTING

6.1 The Committee will report to the Board on:

- (a) the external auditor's independence;
- (b) the performance of the external auditor and the Committee's recommendations;
- (c) regarding the reappointment or termination of the external auditor;
- (d) the adequacy of the Company's internal controls and disclosure controls;
- (e) its review of risk management policies, risk management performance and any material risk management issues;
- (f) the Committee's review of the annual and interim financial statements;
- (g) the Committee's review of the annual and interim management discussion and analysis;
- (h) the Company's compliance with legal and regulatory matters to the extent they affect the financial statements of the Company;
- (i) the Committee's review of related party transactions; and
- (j) all other material matters dealt with by the Committee.

7. AUTHORITY OF THE COMMITTEE

7.1 The Committee will have the resources and authority appropriate to discharge its duties and responsibilities. The Committee may at any time retain outside financial, legal or other advisors at the expense of the Company without approval of management.

7.2 The external auditor will report directly to the Committee.