

# Q4/20 Fact Sheet

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

cg/Canaccord  
Genuity

## Fourth quarter and Fiscal 2020 results

"Despite the unprecedented market turmoil in our fourth fiscal quarter, we achieved a solid quarterly result, which contributed to a strong financial performance for fiscal 2020. I am so proud of our employees for staying grounded in our core values and supporting our clients at a time when they needed us most. We entered this environment with a robust financial and strategic position to support our business activities, and while the medium and longer-term macroeconomic impact of Covid-19 remains unclear, I am confident that Canaccord Genuity continues to perform well and remains well positioned to deliver long-term value for our clients and our shareholders." – Dan Daviau, President & CEO, Canaccord Genuity Group Inc.

- / Fiscal 2020 revenue of **\$1.2 billion**
- / **\$0.81** diluted EPS<sup>1</sup>
- / **57%** of diluted EPS<sup>1</sup> from global wealth management operations
- / **\$60.7 billion** in client assets
- / **2,308** employees firm wide

As we shape our business to create long-term value for our clients, employees and shareholders, we are focused on the following key priorities:

- / Redeploy capital across fewer businesses
- / Stabilize earnings growth across market cycles
- / Build upon our existing areas of strength
- / Continue to increase scale and drive profitability from our global wealth management operations

	Three months ended					Twelve months ended		
	Q4/20 Mar. 31/20	Q4/19 Mar. 31/19	% change	Q3/20 Dec. 31/19	% change	F2020 Mar. 31/20	F2019 Mar. 31/19	% change
C\$ - thousands, except earnings per share								
Revenue	\$319,648	\$284,808	+12.2%	\$308,014	+3.8%	\$1,223,867	\$1,190,567	+2.8%
Global wealth management revenue	\$137,938	\$117,130	+17.8%	\$128,384	+7.4%	\$511,435	\$461,811	+10.7%
Global capital markets revenue	\$176,579	\$160,047	+10.3%	\$174,174	+1.4%	\$689,469	\$704,326	-2.1%
Corporate & Other revenue	\$5,131	\$7,631	-32.8%	\$5,456	-6.0%	\$22,963	\$24,430	-6.0%
Pre-tax net income - adjusted <sup>1</sup>	\$24,945	\$22,221	+12.3%	\$31,010	-19.6%	\$123,057	\$135,586	-9.2%
Net income available to common shareholders - adjusted <sup>1</sup>	\$19,142	\$14,466	+32.3%	\$27,619	-30.7%	\$96,491	\$96,899	-0.4%
Earnings per diluted common share - adjusted <sup>1</sup>	\$0.17	\$0.12	+41.7%	\$0.23	-26.1%	\$0.81	\$0.80	+1.3%
Compensation ratio	62.2%	61.5%	+0.7	60.6%	+1.6	60.3%	60.2%	+0.1
Non-compensation expense ratio <sup>1</sup>	29.9%	30.7%	-0.8	29.3%	+0.6	29.6%	28.4%	+1.2
Pre-tax profit margin <sup>1</sup>	7.8%	7.8%	0.0	10.1%	-2.3	10.1%	11.4%	-1.3

## Key financial measures: Fourth quarter and fiscal years ended March 31

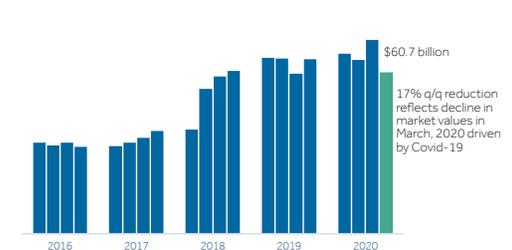
Revenue - C\$ millions



Net income<sup>1,2</sup> - C\$ millions



Total client assets - C\$ billions



## Notable corporate developments in Q4/20:

**March 25, 2020:** The Company provided a business and operational update for its shareholders in relation to the recent volatility driven by Covid-19. The company employs a disciplined capital allocation strategy and ongoing business continuity planning as part of the Company's firm wide and continuous risk management practices. These integral procedures have ensured that businesses in all geographies have continued to provide uninterrupted service for clients during the current global healthcare and economic crisis.

**May 12, 2020:** The Company announced its investment in a state-of-the-art unified managed account platform to support Investment Advisors and Portfolio Managers in its Canadian wealth management business.

**May 20, 2020:** The Company announced that Canaccord Genuity has been selected by Morgan Stanley as its Canadian platform partner to support the entry of Morgan Stanley Wealth Management into Canada. Canaccord Genuity will deliver a suite of discount brokerage, robo-advisory and advice-based offerings, in addition to custody and clearing services to Morgan Stanley Wealth Management Canada.

1. These figures exclude significant items. Figures excluding significant items are non-IFRS measures and should be read in conjunction with IFRS measures. Refer to Non-IFRS Measures in the Q4/20 MD&A and the reconciliation of net income as determined under IFRS to adjusted net income, which excludes significant items, as described and available at [www.canaccordgenuity.com/investor-relations](http://www.canaccordgenuity.com/investor-relations).

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

/ Driven to increase shareholder value

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## Core operating businesses



Our global wealth management businesses contributed pre-tax net income<sup>1</sup> of \$80.2 million for the fiscal year, which represents 57% of the adjusted pre-tax net income for our combined operating businesses. This translates to a diluted earnings per share<sup>1</sup> contribution of \$0.46 for the fiscal year.

Globally, total client assets amounted to \$60.7 billion at March 31, 2020, a decline of 16.6% from a peak of \$72.8 billion prior to the start of the Covid-19 pandemic. Our wealth management businesses have continued to demonstrate stability of earnings and are increasingly contributing a greater share of our profitability.

Revenue by region  
C\$ millions, fiscal quarters



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



Client assets  
C\$ billions, fiscal quarters



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

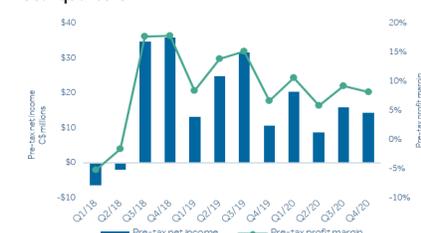
Globally, Canaccord Genuity Capital Markets earned revenue of \$689.5 million for the fiscal year, a decrease of 2.1% year-over-year. Revenue earned from Advisory activities increased by 46.1% year-over-year to a record \$205.6 million. Excluding significant items, this segment contributed pre-tax net income<sup>1</sup> of \$59.8 million for the twelve month period.

During fiscal 2020, Canaccord Genuity participated in 373 transactions, raising gross proceeds of C\$51.7 billion for growth companies.

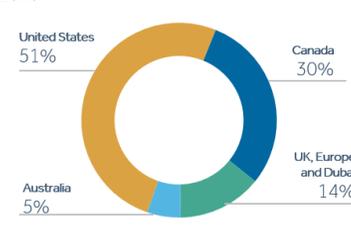
Revenue by activity  
C\$ millions, fiscal quarters



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



Capital markets revenue by region  
Fiscal 2020



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

### ABOUT CANACCORD GENUITY GROUP INC.

Through its principal subsidiaries, Canaccord Genuity Group Inc. (the Company) is a leading, full-service financial services firm, with operations in two principal segments of the securities industry: wealth management and capital markets. Since its establishment in 1950, the Company has been driven by an unwavering commitment to building lasting client relationships. We achieve this by generating value for our individual, institutional and corporate clients through comprehensive investment solutions, brokerage services and investment banking services. The Company has wealth management offices located in Canada, the UK, Guernsey, Jersey, the Isle of Man and Australia. The Company's international capital markets division operates in North America, UK & Europe, Asia, Australia and the Middle East. We are driven by your success.

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