Canaccord Genuity Group Inc.

Investor Presentation

August 2025



#### Forward looking statements and non-IFRS measures

This document may contain "forward-looking statements" (as defined under applicable 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, including business and economic conditions and Canaccord Genuity Group's growth, results of operations, performance and business prospects and opportunities. 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", "traget", "intend", "could" or the negative of these terms or other comparable terminology. Disclosure identified as an "Outlook" 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 nature of the financial services industry and the risks and uncertainties discussed from time to time in the Company's interim condensed and annual consolidated financial statements and its annual report and Annual Information Form (AIF) filed on <a href="https://www.sedarplus.ca">www.sedarplus.ca</a> as well as the factors discussed in the sections entitled "Risk Management" in the Company's MD&A and "Risk Factors" in the AIF, which include market, liquidity, credit, oper

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.

#### Non-IFRS Measures

The information in this presentation reflects non-IFRS measures (adjusted figures), non-IFRS ratios and supplementary financial measures. Please see the MD&A dated June 4, 2025 for a description of these measures and for a reconciliation to IFRS information.



### About Canaccord Genuity Group Inc.

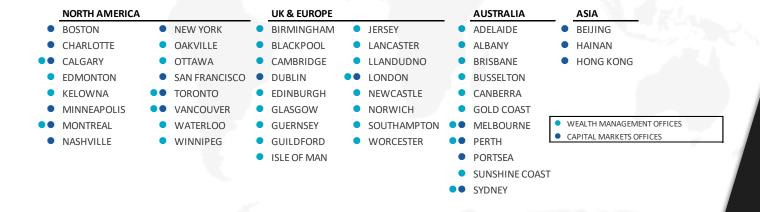
Driven to deliver superior outcomes for mid-market companies and investors



Comprehensive wealth management solutions helping individual investors, private clients and charities achieve their financial goals.



Leading mid-market provider of investment banking, advisory, equity research, and sales & trading services for corporations and institutions.



\$448 M \$125 bn Q1 REVENUE<sup>1</sup> CLIENT ASSETS

\$16 bn

93

INVESTMENT BANKING TRANSACTIONS

2,911

**RAISED** 

47

4

**EMPLOYEES** 

LOCATIONS

**CONTINENTS** 



- $1. \hspace{1.5cm} \text{Excludes significant items (Non-IFRS and non-GAAP)} . \\ \text{Refer to non-IFRS measures in the MD\&A and on page 2 of this presentation} \\$
- 2. All amounts are for Q1 fiscal 2026, ended June 30, 2025

# Financial highlights

Q1 fiscal 2026: Three months ended June 30, 2025

	Revenue <sup>1</sup>	Pre-tax Net Income <sup>1,2</sup>	Diluted EPS <sup>1</sup>	Pre-tax profit margin <sup>1</sup>
Q1 Fiscal 2026 3 months ended June 30	\$448.4 M	\$33.4 M	<b>\$0.13</b>	<b>7.4%</b>
	+4.5% y/y	-4.1% y/y	+0.0% y/y	-0.7 p.p. y/y
Fiscal 2025  ended  March 31	<b>\$1.8 bn</b>	<b>\$149.1 M</b>	<b>\$0.61</b>	<b>8.4%</b>
	+19.5% y/y	+12.0% y/y	+52.5% y/y	-0.6 p.p. y/y
Fiscal 2024  ended  March 31	\$1.5 bn	\$133.2 M	\$0.40	9.0%

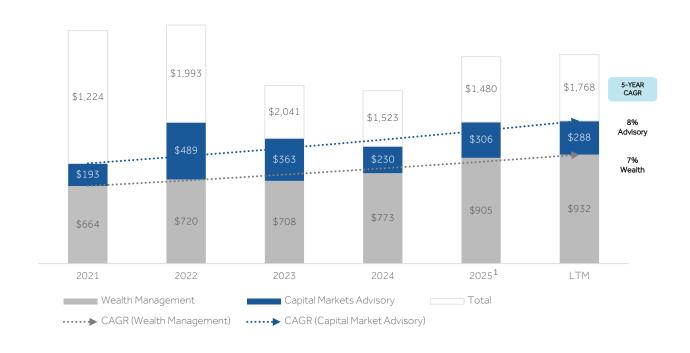


 $<sup>1. \</sup>hspace{1.5cm} \text{Excludes significant items (Non-IFRS and non-GAAP)}. \\ \text{Refer to non-IFRS measures in the MD\&A and on page 2 of this presentation}.$ 

<sup>2.</sup> Net income before taxes, non-controlling interests and preferred share dividends

#### Defensive revenue mix provides downside protection

Increased contributions from Wealth Management and Advisory have helped to reduce our reliance on underwriting activity





Significantly invested in growing our wealth management businesses in Canada, the UK and Australia; advancing organic and inorganic growth priorities



A top-10 wealth manager by client assets in the UK; strong recruiting momentum and client asset growth in Canada and Australia



Expanded higher-margin Advisory businesses in US and UK



Top-ranked for U.S. mid-market TMT Advisory<sup>2</sup>



Going deeper into our core capital markets strengths and taking steps to grow market share in all businesses and geographies

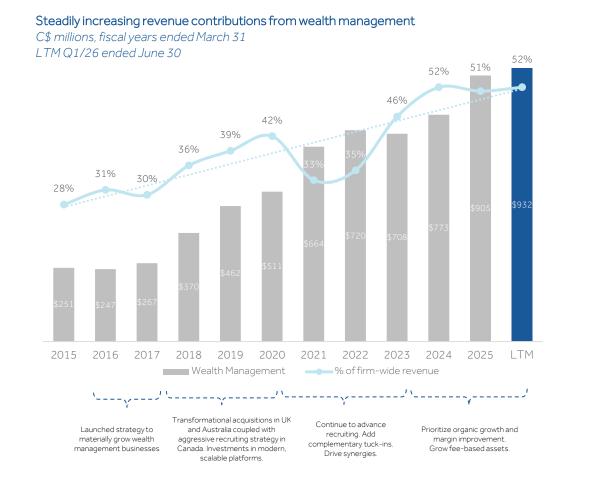


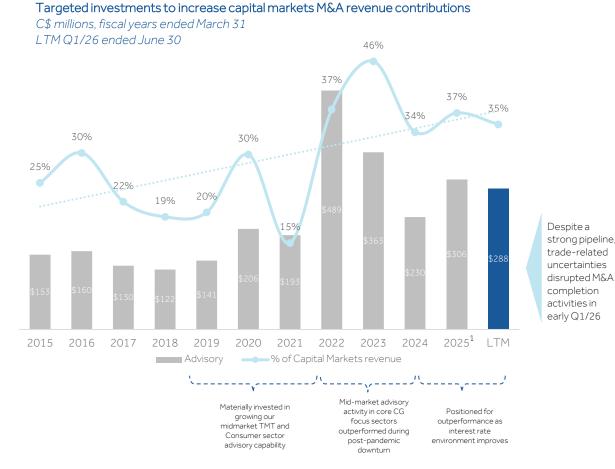
<sup>1.</sup> As Advisory activity has become a more meaningful component of revenue for the Australian capital markets business, the Company began reporting this segment separately beginning in Q1/26 the 2025 total has been restated to include amounts previously reported under Investment Banking

<sup>2.</sup> PitchBook: Transaction totals represent U.S. M&A/Control Transactions, All Buyout Types, and Growth/Expansion transactions <\$500M in the Technology, Media, & Telecommunications segment as classified by PitchBook. FY26-Q1 transactions 4/1/25-6/30/25.

### Investments targeted towards key markets

Disciplined focus on growing contributions from global wealth management and capital markets advisory



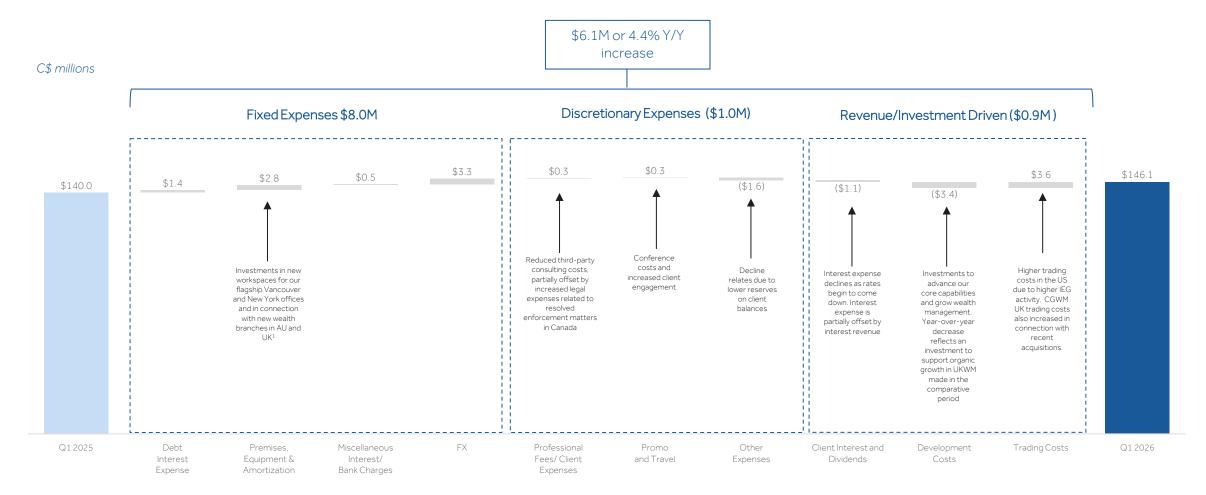




<sup>.</sup> As Advisory activity has become a more meaningful component of revenue for the Australian capital markets business, the Company began reporting this segment separately beginning in Q1/26 the 2025 total has been restated to include amounts previously reported under Investment Banking

#### Focused on improving expense management to create capacity for investments in growth

Discretionary spending is on the decline, however elevated fixed costs put pressure on margins in lower revenue environment





### Increasing employee ownership supports our partnership culture

# Independently governed Limited Partnership owned by employees

- Acquired approximately 9.7% of outstanding CF common shares in March 2024
- Following receipt of regulatory approval in Q1/26, position increased to 14.2%
- Permanent capital vehicle ensures long-term equity interest and a growing level of ownership by senior employees
- Creates a heightened sense of ownership over decisions, results, and performance

#### Excellent progress towards our objective

- 46.9% of outstanding shares held by senior officers, employee LTIP, and the employee-owned limited partnership
- Additionally, 35% of CG's Australian business is employee-owned and employees in our UK wealth management business directly own approximately 5% of that business on a diluted basis
- Structurally, our objective would be to continue to foster employee ownership

Promotes alignment between our business, clients, and fellow shareholders

Fosters a culture focused on long-term success



### Global Wealth Management

An important source of earnings power and stability

Q1/26 CLIENT ASSETS

\$125 bn

Q1/26 REVENUE

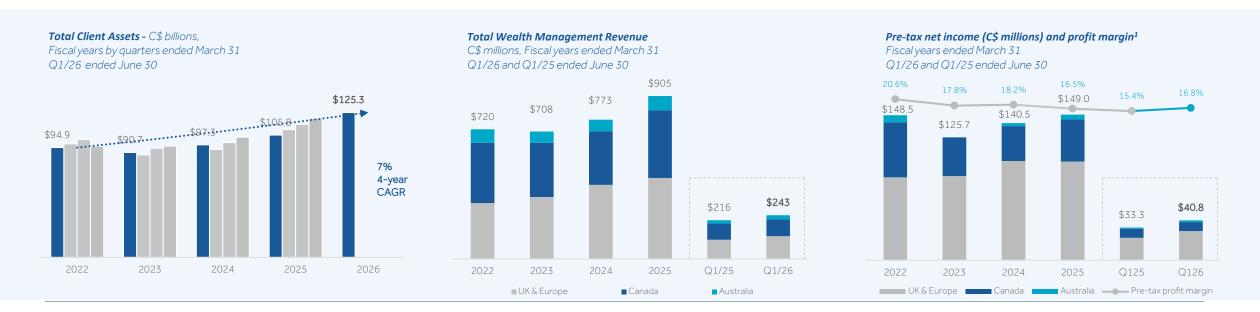
\$243 M

Q1/26 PRE-TAX NET INCOME<sup>1</sup>

\$41 M

Q1/26 PRE-TAX PROFIT MARGIN<sup>1,2</sup>

17%





- $. \hspace{0.5cm} \textbf{Excludes significant items (Non-IFRS and non-GAAP)}. \hspace{0.5cm} \textbf{Refer to non-IFRS measures in the MD\&A and on page 2 of this presentation} \\$
- 2. Before taxes and non-controlling interests

### CG Wealth Management: Advancing core growth momentum

Solid top-line performance as we continue to advance our organic and inorganic growth priorities in all regions

		Q1/26 endedJ	une 30		As at June	e 30, 2025	
						<u> </u>	
	Revenue	Pre-tax net income <sup>(1)</sup>	Pre-tax profit margin <sup>(1)(2)</sup>	Normalized EBITDA <sup>(1)(3)</sup>	Total client assets	Fee-based assets	Priority growth drivers
Canada  Differentiated and fast-growing independent wealth management firm	\$94.1 M †4.5%y/y	\$9.2 M \$0.6% y/y	9.8% \$\tag{0.5 p.p. y/y}	\$15.6 M ↓7.4%y/y	\$44.8 bn †16.9% y/y	\$21.8 bn †26.3% y/y	Advisor recruitment     Grow fee-based assets     IA practice development     Leverage technology platform to accelerate lead generation and new asset growth     Invest in increasing brand awareness
UK & Crown Dependencies  A top-10 wealth manager in the region by assets	\$125.7 M †17.0% y/y	\$29.7 M †30.5% y/y	23.6% †2.5 p.p. y/y	£21.1 M †8.5% y/y <sup>(4)</sup>	C \$71.6 bn  †17.6% y/y  £38.3 bn  †8.8% y/y	£24.3 bn †12.6% y/y	<ul> <li>Targeted recruitment</li> <li>Prioritize organic growth</li> <li>Enhance cross-selling and business development capabilities</li> <li>Expand financial planning</li> <li>Technology investment</li> </ul>
Australia  Capturing greater share in a fragmented market	\$23.1 M †25.2%y/y	\$1.9 M †52.0%y/y	8.2% ↑1.5 p.p. y/y		C\$8.9bn †34.3%y/y A\$9.9 bn †36.7%y/y	n.m.	<ul> <li>Advisor recruitment</li> <li>Grow fee-based assets</li> <li>Advisor development/teaming</li> <li>Systems and technology uplift</li> <li>Invest in increasing brand awareness</li> </ul>



 $<sup>1. \</sup>hspace{1.5cm} \textbf{Excludes significant items (Non-IFRS and non-GAAP)} . \hspace{0.5cm} \textbf{Refer to non-IFRS measures in the MD\&A and on page 2 of this presentation} \\$ 

<sup>2.</sup> Before taxes and non-controlling interests

<sup>3.</sup> The Company's method of computation for this metric may differ from the methods used by other companies.

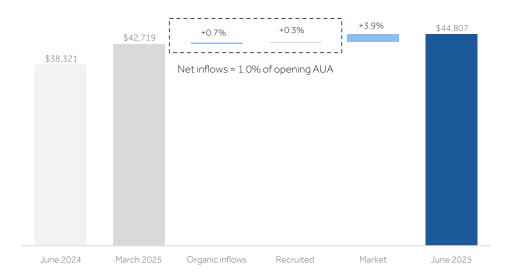
<sup>4.</sup> The normalized EBITDA for Q1/25 was restated to £19.4 million (previously disclosed as £18.7 million)

## Canada Wealth Management: Client assets increased 17% year-over-year

Positive inflows and market recovery drive continued AUA growth. Increasing contributions from fee-generating assets.

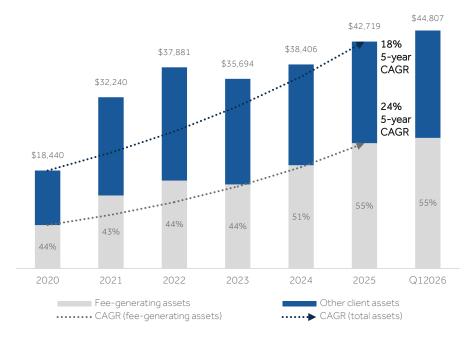
#### **AUA Movement**

C\$ millions, fiscal years ended March 31 Q1/26 ended June 30



#### Steadily increasing proportion of fee-generating assets

C\$ millions, fiscal years ended March 31 Q1/26 ended June 30





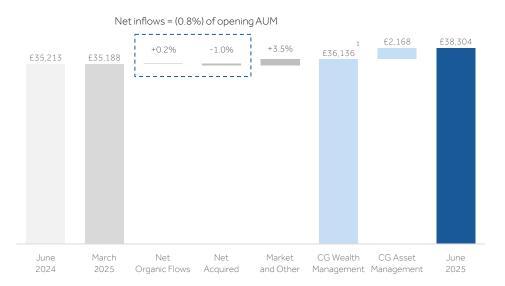
Net new assets include dividends and interests. Page 11

# UK Wealth Management AUM Movement

Continued growth in fee-based assets. Robust inflows partially offset by circumstantial outflows during the three-month period

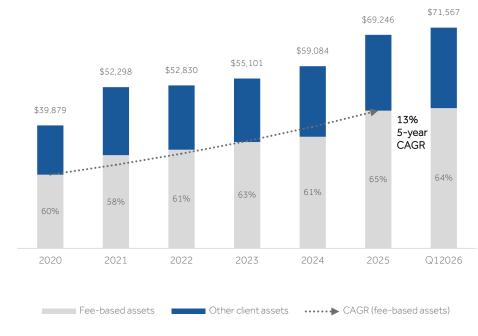
#### **AUM Movement**

£ millions, fiscal years ended March 31 Q1/26 ended June 30

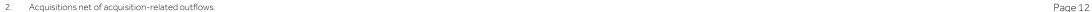


#### Fee-Based Assets

C\$ millions, fiscal years ended March 31 Q1/26 ended June 30









### CG Global Wealth Management: Strengthening client assets and earnings contributions

On track to create substantial value in this segment

						ī		
	(Revenue in C\$ thousands, AUA/AUM in C\$ millions)	F2021	F2022	F2023	F2024	F2025	Q1/25	Q1/26
⋖	Revenue	\$324,041	\$335,279	\$302,164	\$298,036	\$374,755	\$90,022	\$94,093
CANADA	IA teams	145	146	145	145	142	142	143
N X	AUA	\$32,240	\$37,881	\$35,694	\$38,406	\$42,719	\$38,321	\$44,807
O	Fee-based client assets	\$11,071	\$13,834	\$13,627	\$16,986	\$20,713	\$17,246	\$21,775
MN	Revenue Investment	\$277,329	\$310,495	\$343,728	\$411,474	\$449,768	\$107,470	\$125,715
Q Ä	Professionals	202	220	252	257	297	258	299
S CR END!	AUM (CAD)	\$52,298	\$52,830	\$55,101	\$59,084	\$69,246	\$60,876	\$71,567
N III	AUM (GBP)	£30,207	£32,143	£33,040	£34,572	£37,249	£35,213	£38,304
	Fee-based client assets	£17,450	£19,479	£20,684	£21,179	£24,031	£21,625	£24,349
¥	Revenue	\$62,249	\$74,633	\$62,412	\$63,861	\$80,257	\$18,431	\$23,081
AUSTRALIA	Advisors	110	115	119	120	129	124	127
AUS	AUM	\$4,228	\$5,352	\$5,432	\$6,432	\$8,447	\$6,635	\$8,912

### INVESTING WITH DISCIPLINE TO ADVANCE OUR LONG-TERM EARNINGS POTENTIAL

#### Pursuing organic and inorganic growth initiatives in all regions

- Completed acquisition of Intelligent Capital on April 8, 2024. Increased Scottish footprint and Financial Planning capacity.
- October 1, 2024, completed acquisition of Cantab Asset Management, a chartered financial planning business in Cambridge, UK
- February 24, 2025, completed acquisition of Brooks Macdonald International Ltd.
- Steadily increasing the number of Investment Advisors and licensed professionals in all regions

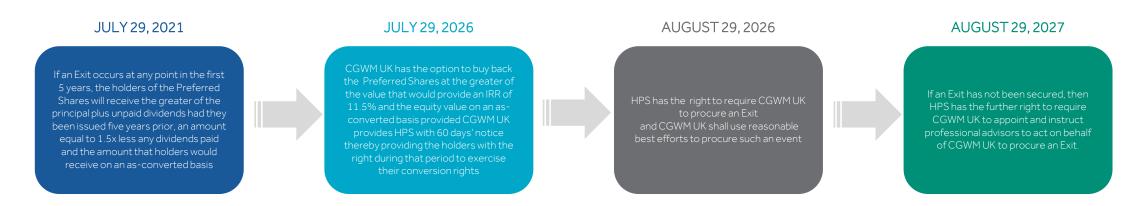
#### Advancing the client experience

- Leveraging best-in-class technology to provide seamless solutions for investment advisors and clients
- Critical investments in platforms such as Envestnet and Avalog provide resilience and flexibility for long-term growth
- Actively building out specialist network in key growth areas to keep pace as investors reshape their investment needs



### HPS: A strategic and financial partner for our UK wealth management business

- HPS¹ invested £125million (July 2021) and £65.3 million (May 2022) by way of convertible preferred shares
- Management and employees of CGWM UK purchased £7.5 million of preferred shares alongside HPS in July 2021<sup>2</sup>
- As a structured investment, the holders of the Preferred Shares have certain rights, including initiating a liquidation opportunity at any time after 5 years for the holders of the Preferred Shares (an Exit)
- Investments were made at Preferred Share post-money valuations of £570 M and £800 M respectively
- The Preferred Shares carry a preferred cumulative dividend at an annual rate of 7.5%
- Subject to a liquidation preference and minimum returns the Preferred Shares represent a 29% as-converted equity interest in CGWM UK
- With the Preferred Share equity equivalent of 29% and the employee-held diluted interest of 4%, the Company has a 67% as-converted equity-equivalent interest in CGWM UK



We continue to evaluate strategic options related to our wealth management business in the UK & Crown Dependencies with a focus on maximizing shareholder value while supporting the continued growth and success of this business.



- Note: HPS as used herein refers to investment accounts and funds managed by HPS Investment Partners, LLC.
- 2. The preferred shares purchased by key management and employees of CGWM UK and the Convertible preferred shares purchased by HPS are together referred to herein as Preferred Shares

### CG Global Capital Markets: A powerful mid-market competitor

Diverse revenue streams provide stability and profitability through market cycles

Q1/26 REVENUE

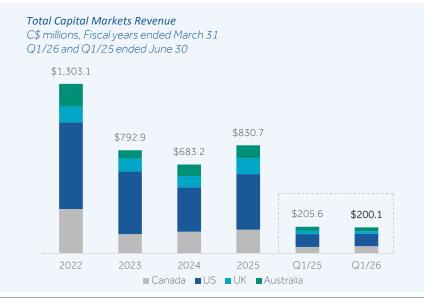
\$200 M

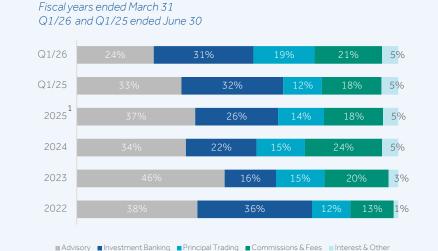
Q1/26 TRANSACTIONS

93

Q1/26 PROCEEDS RAISED

\$16 bn





Revenue by Activity



### **CG Global Capital Markets**

Lean and focused platform, capable of driving value for clients in all market environments

	Excludes significant items <sup>1</sup>	F2022	F2023	F2024	F2025	Q1/25	Q1/26
	Revenue	\$341,453	\$148,356	\$166,649	\$182,966	\$50,180	\$55,828
SANADA	Expenses as % of revenue	65.1%	108.3%	89.2%	86.1%	79.8%	81.1%
Ž	Pre-tax profit margin	30.6%	(18.9%)	3.3%	6.4%	12.4%	11.7%
S	Employees	235	230	173	169	170	163
	Revenue/Employee	\$1,453.0	\$645.0	\$963.3	\$1,082.6	\$295.2	\$342.5
	Revenue	\$667,176	\$482,750	\$342,772	\$426,875	\$98,087	\$95,680
	Expenses as % of revenue	75.9%	90.4%	103.4%	97.3%	100.6%	102.5%
US	Pre-tax profit margin	23.6%	8.9%	(4.5%)	1.8%	(1.5%)	(3.5%)
	Employees	378	394	391	363	366	353
	Revenue/Employee	\$1,765.0	\$1,225.3	\$876.7	\$1,176.0	\$268.0	\$271.0
⋖	Revenue	\$174,090	\$65,472	\$88,349	\$99,321	\$33,026	\$29,226
A	Expenses as % of revenue	70.5%	86.5%	75.9%	82.3%	76.2%	82.8%
AUSTRALIA	Pre-tax profit margin	29.0%	12.0%	23.4%	16.9%	23.3%	16.7%
US	Employees	91	86	89	99	87	96
<	Revenue/Employee	\$1,913.1	\$761.3	\$992.7	\$1,003.2	\$379.6	\$304.4
出	Revenue	\$120,355	\$96,275	\$85,426	\$121,561	\$24,331	\$19,410
Ş	Expenses as % of revenue	89.0%	90.2%	104.1%	92.5%	96.1%	111.3%
EURO	Pre-tax profit margin	9.7%	8.2%	(5.7%)	6.3%	2.4%	(13.2%)
UK&I	Employees	143	180	166	166	164	165
Š	Revenue/Employee	\$841.6	\$534.9	\$514.6	\$732.3	\$148.4	\$117.6

#### DIFFERENTIATED GLOBAL PLATFORM

# Investments to increase M&A advisory contributions reduce reliance on underwriting activity

- 24% of Q1 2026 capital markets revenue was contributed by Advisory segment
- November 2024 business collaboration agreement with CRC-IB enhancing our impact in the energy transition segment

#### Enhanced cross-border capabilities

 Global capabilities a significant competitive advantage in our key focus sectors

#### Doing more for our targeted client base

- Expanded product capability for core midmarket clients
- Established success in alternative financing vehicles
- Aftermarket support and ancillary services ensure that clients have no reason to look elsewhere

#### Deeper focus in our proven areas of strength

- Increasing global product placement
- Expanding alternative distribution avenues
- Strong emphasis on cross-selling
- Substantially increased scale of Advisory practice with acquisitions in US and UK



### **CG Global Capital Markets**

Disciplined mid-market focus, differentiated by scale, global capability, and stability

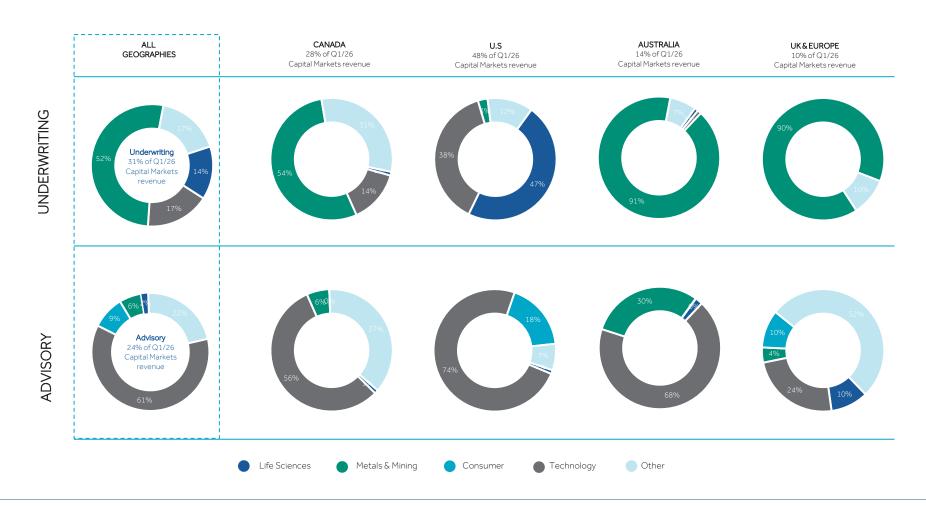
Integrated capabilities provide unparalleled Disciplined focus in key growth sectors of the Deep regional expertise, differentiated by aftermarket support and facilitate lasting global economy coordinated global capabilities client partnerships Equity Technology Life Sciences M&A US Canada Underwriting Debt Advisory & UK & Europe Metals & Mining Industrials Fixed Income Australia & Asia Restructuring **Equity Research** Energy Diversified Sales & Trading CG's clear value proposition promotes alignment across regions and practice areas, while ensuring Financial Sponsors Electronic Trading Consumer & Retail Sustainability that we always exceed our clients' expectations. Specialty Trading Securities Lending Financial Sponsors Real Estate Corporate Access Quest® & Conferences



## Disciplined sector focus

Allows us to provide globally integrated services and expertise throughout market cycles





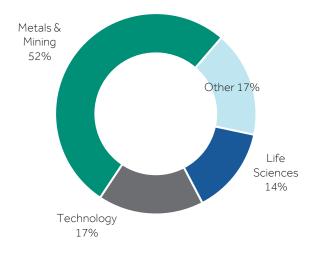


### Global Investment Banking

Unparalleled origination and placement capability

- Q1/26 Investment Banking revenue declined 4.1% y/y but improved 55.5% sequentially to \$62.4 M
  - Australia revenue of \$17M up 40% sequentially but down 38% compared to an exceptional result in Q1/25
  - Canada Q1 revenue increased by 14% y/y and 106% compared to Q4/25
  - US revenue increased by 45% y/y and by 26% compared to Q4/25
- A top-5 global midmarket underwriter<sup>1</sup>; Ranked amongst the league table leaders in each of our geographies

#### Q1/26 Global Investment Banking Revenue by Sector



#### *Investment Banking revenue*

C\$ millions, C\$, Fiscal years ended March 31 Q1/26 and Q1/25 ended June 30



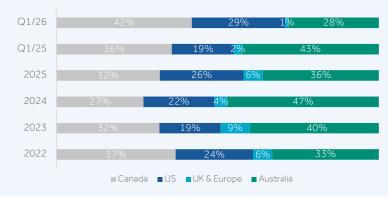
#### Total Proceeds Raised

C\$ billions, Fiscal years ended March 31 Q1/26 and Q1/25 ended June 30



#### Global investment banking revenue by geography

C\$ millions, Fiscal years ended March 31 Q1/26 and Q1/25 ended June 30



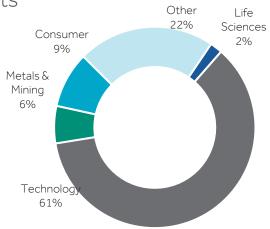


### **Global Advisory**

Increased segment contributions from support margin strength in global capital markets

- Despite a strong pipeline, trade-related uncertainties in Q1/26 disrupted M&A completion activities for our smaller cap core focus sectors
  - US business was primarily impacted, with a revenue decline of 52% y/y
  - Canada contribution of \$15.4 M increased by 36% y/y and by 51% sequentially, driven by technology sector
  - Australian operations reported Q1/26 advisory revenue of \$5.5M disclosed separately for the first time as Advisory becomes a more meaningful contributor in this region
- With improved certainty on tariffs, activity in our core focus expected to remain resilient

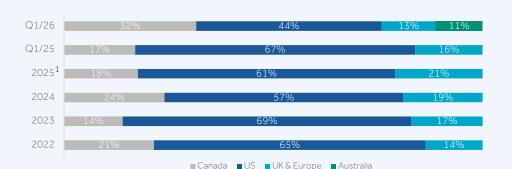
#### Q1/26 Advisory Revenue by Sector



#### Advisory revenue C\$ millions, Fiscal years ended March 31 Q1/26 and Q1/25 ended June 30



# Global advisory revenue by geography C\$ millions, Fiscal years ended March 31 Q1/26 and Q1/25 ended June 30





As Advisory activity has become a more meaningful component of revenue for the Australian capital markets business, the Company began reporting this segment separately beginning in Q1/26 the 2025 total has been restated to include amounts previously reported under Investment Banking

## Global Distribution and Trading

Leading independent franchise for best-in-class execution capabilities

- Commissions & fees revenue improved by 8.1% y/y; largely driven by US and Australian businesses
- Increased volatility in Q1/26 contributed to higher trading volumes, primarily in US business.
- Q1/26Principal trading revenue increased 52.3% y/y to \$38 M; 88% contributed by US business
- Previously announced sale of IEG business on track for completion in Q2/26









Includes equities, fixed income and options

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## CG Principles of Corporate Social Responsibility and Sustainability

ESG approaches to supporting the well-being of our employees, clients and communities

#### Operate with Integrity

We are committed to conducting our business in accordance with all applicable laws, rules and regulations and the highest ethical standards.

We maintain safe working environments and maintain policies to ensure the protection of human rights in our business and supply chains.

Our firmwide risk management framework is critical to maintaining our company's ongoing financial stability and business continuity.

#### Respect People and Communities

We think locally and globally, understanding the impact that our actions and behaviours may have on the success and wellbeing of our colleagues, clients, and partners in all the regions where we operate.

We take care to respect the culture and customs in the regions where we operate and where we travel. We are compliant with all applicable laws governing equal employment and anti-discrimination.

Our firmwide Diversity Policy is centred on valuing the rich diversity among our employees and all those with whom we do business.

We empower our businesses and individuals to direct their charitable and volunteer efforts towards the causes and initiatives that will have a meaningful impact in their respective communities.

#### Respect our Planet

In our efforts to create enduring value, we take care to reduce the impact of our day-to-day business activities on the environment.

Canaccord Genuity has also had a long-standing commitment to supporting companies and investors that are committed to positively impacting the planet.

We are committed to supporting the continued growth of capital markets and wealth management segments which focus on helping companies and investors advance their sustainability objectives and contribute to a better world.

As we endeavour to sustainably increase the value of our business, CG employees and partners incorporate our principles of corporate social responsibility and sustainability into every aspect of our business activities



### CG in the Community

























































## (TSX:CF): An Excellent Investment Proposition

Driven to create enduring value for our employees, clients and shareholders



Strong balance sheet supports our capacity to invest in future growth



Management and employees are in complete alignment with shareholders



Growing wealth management businesses provide stable and predictable earnings contributions



Increasing contributions from higher margin capital markets advisory franchise



## Analyst coverage

Cormark Securities

Jeff Fenwick

Ventum Capital
Markets
Rob Goff

Raymond James
Stephen Boland

TD Securities Inc.
Graham Ryding

Canaccord Genuity Group Inc. is followed by the analysts listed above. Please note that any opinions, estimates or forecasts regarding the Company's performance made by these analysts are theirs alone and do not represent opinions, forecasts or predictions of the Company or its management. Canaccord Genuity Group Inc. does not by its reference above or distribution imply its endorsement of or concurrence with such information, conclusions or recommendations.



# Financial highlights

Q1 Fiscal 2026 ended June 30, 2025



### Consolidated results: Q1 Fiscal 2026 ended June 30, 2025

Improved business mix contributes to earnings stability through market cycles

C\$ thousands (except per share data) <sup>1</sup>	Q1/26	Q4/25	Q/Q Change	Q1/25	Y/Y	F/25	F/24	Y/Y
Co tilousalius (except per silate data)	Q1/20	Q4/23	Q/Q Change	Q1/23	Change		1724	Change
Revenue	\$448,447	\$460,016	(2.5%)	\$428,961	4.5%	\$1,767,931	\$1,479,732	19.5%
Pre-tax net income	\$33,384	\$32,241	3.5%	\$34,817	(4.1%)	\$149,118	\$133,160	12.0%
Preferred dividend	-\$2,852	-\$2,852	0.0%	-\$2,852	0.0%	-\$11,408	-\$11,408	0.0%
Net income available to common shareholders	\$13,505	\$11,892	13.6%	\$13,363	1.1%	\$62,120	\$45,422	36.8%
Earnings per diluted common share	\$0.13	\$0.12	8.3%	\$0.13	0.0%	\$0.61	\$0.40	52.5%
Compensation ratio	60.0%	60.5%	(0.5)p.p.	59.2%	0.7 p.p.	58.7%	58.0%	0.7 p.p.
Non-compensation ratio	32.6%	32.5%	0.1 p.p.	32.6%	(0.1)p.p.	32.9%	33.0%	(0.1)p.p.
Pre-tax profit margin	7.4%	7.0%	0.4 p.p.	8.1%	(0.7)p.p.	8.4%	9.0%	(0.6)p.p.
Effective tax rate	21.9%	30.3%	(8.4)p.p.	26.9%	(5.0)p.p.	26.9%	29.2%	(2.3)p.p.

- Wealth Management businesses contributes to resiliency during periods of market uncertainty
- Q1/26 Capital Markets revenue declined 2.7% y/y, as trade-related uncertainties disrupted M&A completion activities. Decline was partially offset by higher contribution from Trading and Commissions & Fees segments
- Firmwide compensation ratio remained within target levels



### Global Wealth Management

Q1 2026 ended June 30, 2025

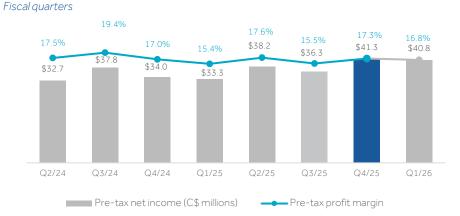
			Q/Q		Y/Y			Y/Y
C\$ thousands (except percentages and client assets <sup>2</sup> )	Q1/26	Q4/25	Change	Q1/25	Change	F/25	F/24	Change
Revenue - Canada	\$94,093	\$100,403	(6.3%)	\$90,022	4.5%	\$374,755	\$298,036	25.7%
Revenue - UK & Crown Dependencies	\$125,715	\$117,633	6.9%	\$107,470	17.0%	\$449,768	\$411,474	9.3%
Revenue - Australia	\$23,081	\$20,870	10.6%	\$18,431	25.2%	\$80,257	\$63,861	25.7%
Total	\$242,889	\$238,906	1.7%	\$215,923	12.5%	\$904,780	\$773,371	17.0%
Pre-tax net income <sup>1</sup> - Canada	\$9,197	\$12,731	(27.8%)	\$9,257	(0.6%)	\$43,050	\$35,718	20.5%
Pre-tax net income <sup>1</sup> - UK & Crown Dependencies	\$29,715	\$27,592	7.7%	\$22,767	30.5%	\$101,000	\$101,528	(0.5%)
Pre-tax net income <sup>1</sup> - Australia	\$1,899	\$970	95.8%	\$1,249	52.0%	\$4,948	\$3,238	52.8%
Total	\$40,811	\$41,293	(1.2%)	\$33,273	22.7%	\$148,998	\$140,484	6.1%
Client Assets - Canada	\$44,807	\$42,719	4.9%	\$38,321	16.9%	\$42,719	\$38,406	11.2%
Client Assets - UK & Europe	\$71,567	\$69,246	3.4%	\$60,876	17.6%	\$69,246	\$59,084	17.2%
Client Assets - Australia	\$8,912	\$8,447	5.5%	\$6,635	34.3%	\$8,447	\$6,432	31.3%
Total	\$125,286	\$120,412	4.0%	\$105,832	18.4%	\$120,412	\$103,922	15.9%

#### Wealth Management revenue by region<sup>1</sup>

C\$ millions, fiscal quarters



#### Pre-tax net income<sup>1</sup> (C\$ millions) and profit margin<sup>1</sup>





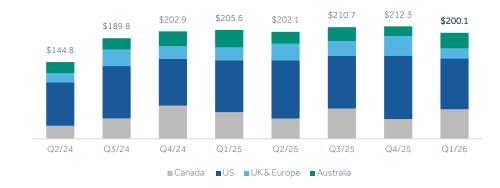
- .. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation
- 2. Client Assets in C\$ millions

# **Global Capital Markets**

Q1 2026 ended June 30, 2025

(C\$ thousands except			Q/Q		Y/Y			Y/Y
percentages)	Q1/26	Q4/25	Change	Q1/25	Change	F/25	F/24	Change
Commissions & Fees	\$41,048	\$41,989	(2.2%)	\$37,987	8.1%	\$152,401	\$161,533	(5.7%)
Investment banking	\$62,410	\$40,128	55.5%	\$65,050	(4.1%)	\$213,829	\$149,598	42.9%
Advisory	\$48,900	\$90,008	(45.7%)	\$67,037	(27.1%)	\$306,481	\$229,780	33.4%
Trading	\$37,761	\$31,328	20.5%	\$24,797	52.3%	\$118,881	\$105,105	13.1%
Interest	\$5,944	\$6,558	(9.4%)	\$7,836	(24.1%)	\$29,491	\$31,905	(7.6%)
Other	\$4,081	\$2,305	77.0%	\$2,917	39.9%	\$9,640	\$5,275	82.7%
Total	\$200,144	\$212,316	(5.7%)	\$205,624	(2.7%)	\$830,723	\$683,196	21.6%
Compensation ratio	61.0%	65.9%	(4.9) p.p.	60.4%	0.6 p.p.	60.9%	62.4%	(1.5) p.p.
Non-comp ratio <sup>1</sup>	33.5%	31.1%	2.4 p.p.	30.7%	2.8 p.p.	31.5%	34.1%	(2.6) p.p.
Pre-tax profit margin <sup>1</sup>	2.8%	0.5%	2.3 p.p.	6.3%	(3.6) p.p.	5.3%	0.9%	4.4 p.p.

#### Capital Markets Revenue by region C\$ millions, fiscal quarters





# **Solid Capital Position**

Well capitalized for continued investment in our strategic priorities

C\$ millions (except for per share amounts and number of shares)	Q1 2026 (As at June 30, 2025)	Q4 2025 (As at March 31, 2025)	% Change
Working Capital <sup>(1)</sup>	\$834.3	\$838.8	(0.5%)
Shareholders' Equity	\$889.0	\$959.8	(7.4%)
Preferred Shares	\$205.6	\$205.6	0.0%
Common Shares - Issued & Outstanding	102,529,368	102,529,368	0.0%

- ✓ Strong, liquid balance sheet protects our ability to compete efficiently
- ✓ Able to support increased business activities and invest in opportunities to capture additional market share
- ✓ Supports regulatory capital requirements across regions and through all market cycles



<sup>1.</sup> The Company's business requires capital for operating and regulatory purposes. The Company's working capital, including cash and cash equivalents, is fully deployed by the Company in its operations to support regulatory capital levels as required and counter-party requirements, including cash deposit requirements, and as needed to maintain current levels of activity, growth initiatives and capital plans.