

### CG US IB **Snapshot**

1Q23



### Canaccord Genuity's US Investment Banking Team Completes 126 Transactions in the Last Twelve Months

CONTINUED DEAL MOMENTUM HIGHLIGHTED BY 89 M&A ENGAGEMENTS AND 37 CAPITAL MARKETS TRANSACTIONS CLOSED

### Selected Transactions Announced as of 3/31/23



SHFT7

Financial Advisor on



ΔLPHA

Financial Advisor on

Pace



III Health

Financial Advisor on



**E3** 

Edesa Biotech

\$20,000,000

ATM Offering

Sole Agent



LAVOR

\$1,220,000,000

Capital Markets Advisor Of

TPB Acquisition Corp







AMULIT CAPITAL O ATHYRIUI



February 2023



Fifth Century

February 2023







YELLOH!

Financial Advisor or sale to

**4X4** Capital



February 2023



January 2023



























ATM Offering

Sole Agent

























Tustice

Loan Restructuring & Recapitalization

August 2022

ncial Advisor





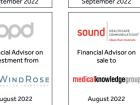
September 2022













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### Ranked #1 for Middle-Market TMT Activity<sup>1</sup>

Rank	Firm Name	# of Transactions LTM 3/31/23	Rank	Firm Name	# of Transactions 2020-2022
1	Canaccord Genuity	58	1	Canaccord Genuity	172
2	Lincoln International	28	2	William Blair	108
3	Houlihan Lokey	20	3	Raymond James	97
4	Morgan Stanley	17	4	Houlihan Lokey	
4	William Blair	17	5	Goldman Sachs	74
6	Jefferies	16	5	Lincoln International	74
6	Goldman Sachs	16	7	Evercore Group	70
8	Moelis	13	8	Baird	68
8	Raymond James	13	9	Jefferies	67
10		10	10	Morgan Stanley	45
11	Harris Williams	9	11	Stifel	41
11	Stifel	9	12	Moelis	40

### Ranked #1 for Media & Information Services Activity<sup>1</sup>

Rank	Firm Name	# of Transactions LTM 3/31/23	Rank	Firm Name	# of Transactions 2020-2022
1	Canaccord Genuity	46	1	Canaccord Genuity	114
2	Houlihan Lokey	11	2	Houlihan Lokey	45
3	Lincoln International	8	3	Raymond James	33
4		7	4	Lincoln International	29
5	Evercore	6	5	William Blair	27
6	Moelis		6	Moelis	21
6	William Blair	5	6	JEGI	21
6	Progress Partners		8	Baird	20
6	Raymond James	5	9	Luma Partners	16
10		4	10	Goldman Sachs	15

### A Leading Investment Bank for U.S. Middle Market Healthcare Transactions <sup>2</sup>

Rank	Firm Name	Deal Value (\$M)	# of Transactions
1	Piper Sandler	\$45,827	137
2	Canaccord Genuity	24,588	102
3	Stifel	19,412	87
4	William Blair	35,092	79
5	Cowen & Company	28,421	47
6	Raymond James	12,945	44
7	Oppenheimer	4,641	30
8	Robert W Baird	7,748	23
9	Citizens Financial Group	1,831	16
10	Needham & Company	151	4

### Leading Global Underwriter Since 2022<sup>3</sup>

Global Rank	Firm Name	Total Deals	Bookrun Deals
1	Canaccord Genuity	407	311
2	JPMorgan	328	319
3	Goldman Sachs	315	305
4	Morgan Stanley	295	288
5	BofA Securities	254	246
6	Citi	223	218
8	Stifel	162	105
9	Jefferies	157	155
10	Raymond James & Associates	152	73
10	RBC Capital Markets	152	118

<sup>1</sup>Source: PitchBook for the time period 1/1/20-3/31/23. Transaction totals represent U.S. M&A/Control Transactions, All Buyout Types, and Growth/Expansion transactions<\$500M in the Technology, Media & Telecommunications and Media & Information Services segments as classified by PitchBook

<sup>2</sup>Source: Dealogic data since 2010 for Middle-Market Healthcare transaction activity, as of 3/31/2023

<sup>3</sup>Source: Dealogic as of 3/31/23



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Canaccord Genuity is a dominant, full-service investment bank with a broad range of offerings focused on serving growth companies in the middle market. During the twelve months ended March 31, 2023, continued momentum in M&A, as well as a resilient Equity Capital Markets operation, drove our US investment banking team's significant level of banking activity:

- Completed 126 total transactions for 111 different corporate clients
- Closed 89 advisory engagements, which ranged from growth and minority investments to strategic sales and private equity recaps
  - More than two-thirds of M&A transactions involved Financial Sponsors on at least one side of the deal
- As part of the #1 ranked most active global underwriter operation since 2022, our US Equity Capital Markets Group completed 37 transactions in the past twelve months, in spite of a challenging market environment:
  - Underwriter on 12 capital markets transactions, raising in excess of \$2.5 billion in cumulative proceeds for more than 12 different issuers
  - Book-runner on five equity offerings
  - Managing 19 ATM programs

Canaccord Genuity's US investment banking team leverages deep industry expertise across a broad universe of practices:

- TMMIS (Technology, Media, Marketing, and Information Services)
- Healthcare (Biotechnology, Biopharmaceuticals, Digital Health, IT, Services, Medical Technologies, Diagnostics, and Cannabis)
- Consumer (Health & Wellness, Home & Auto, Food & Beverage, and Emerging Brands)
- Sustainability (Building Technologies, Mobility, Renewables and Distributed Generation, Services, Smart Grid/Smart City, Circular Economy, Energy Storage, and AgTech and FoodTech)

Our track record of success is recognized by the financial sponsor community – almost half of our engagements involve representing investor-backed companies. Additionally, our in-depth industry coverage continues to position Canaccord Genuity's US investment banking team as the advisor of choice for founder and management-owned businesses.

Canaccord Genuity's US investment banking team has nearly 150 professionals in Boston, Charlotte, Chicago, Nashville, New York, and San Francisco, among other locations. We operate as part of a global capital markets business that provides our clients with the benefit of extensive resources, expertise, and relationships from across our operations in North America, the UK and Europe, Asia, Australia, and the Middle East. In recent years, Canaccord Genuity's global advisory business has been substantially expanded with acquisitions of Petsky Prunier LLC (2019) and Sawaya Partners (2021) in the US, and the business of Results International Group LLP (2022) in the UK, as well as the selective hiring of senior-level bankers who have helped deepen our US bench around our coverage areas of focus.

We welcome the opportunity to discuss your business and your strategic objectives.

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