

# Canaccord Genuity US 2022 Snapshot



*Happy New Year from the Canaccord Genuity US Team!*

Heading into the new year, we embrace the opportunity to work with our clients as they focus on a successful 2023. Leveraging our global platform and independent, growth-focused expertise, Canaccord Genuity remains a dominate full-force middle-market investment bank, servicing companies across our key industry sectors, including technology, healthcare, sustainability, consumer, and more.

We are driven by your success and look forward to supporting you in the new year.

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## 2022 Transaction Overview

During the twelve months ending December 31, 2022, continued momentum in M&A drove our US investment banking team's significant level of banking activity:

**144**

Total Transactions

**132**

Different  
Corporate Clients

**99**

Advisory  
Engagements  
Closed

**45**

Capital Markets  
Transactions

**\$3.3b**

Cumulative  
Proceeds Raised

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## Selected Transactions Announced as of 12/31/22

 \$1,225,000,000 Financial Advisor on sale to  January 2023	 Financial Advisor on sale to  January 2023	 Financial Advisor on sale to  January 2022	 \$230,000,000 Conv. Notes Offering Bookrunner December 2022	 Financial Advisor on investment in  December 2022	 \$50,000,000 ATM Offering Sole Agent December 2022	 Financial Advisor on sale to  December 2022
 \$8,700,000 Follow-On Bookrunner December 2022	 \$10,000,000 ATM Offering Sole Agent November 2022	 Financial Advisor on acquisition of  November 2022	 \$135,125,000 Follow-On Bookrunner November 2022	 Financial Advisor on sale to  November 2022	 \$30,000,000 ATM Offering Sole Agent November 2022	 Financial Advisor on sale to  November 2022
 \$460,057,500 Follow-On Co-Manager November 2022	 Financial Advisor on investment in  November 2022	 Financial Advisor on investment from  November 2022	 \$50,000,000 ATM Offering Co-Agent October 2022	 Financial Advisor on investment from  October 2022	 Financial Advisor on sale to  October 2022	 \$15,000,000 ATM Offering Sole Agent October 2022
 Financial Advisor on investment from  October 2022	 Financial Advisor on sale to  October 2022	 Financial Advisor on investment from  September 2022	 Financial Advisor on investment from  September 2022	 Financial Advisor on investment from  September 2022	 Financial Advisor on sale to  September 2022	 Financial Advisor on investment from  September 2022
 Loan Restructuring & Recapitalization Financial Advisor August 2022	 Financial Advisor on investment from  August 2022	 Financial Advisor on sale to  August 2022	 Financial Advisor on sale to  August 2022	 Financial Advisor on investment in  August 2022	 Financial Advisor on investment from  August 2022	 Financial Advisor on sale to  August 2022
 Financial Advisor on sale to  August 2022	 Financial Advisor on sale to  August 2022	 Financial Advisor on sale to  July 2022	 Financial Advisor on sale to  July 2022	 Financial Advisor on sale to  July 2022	 Financial Advisor on sale to  July 2022	 Financial Advisor on merger with  July 2022
 Financial Advisor on investment from  July 2022	 \$128,800,000 Follow-On Bookrunner June 2022	 Financial Advisor on sale to  June 2022	 \$130,000,000 Follow-On/Private Placement Co-Lead Manager May 2022	 \$1,800,000,000 Financial Advisor on sale to  May 2022	 Financial Advisor on merger with  May 2022	 \$38,674,287 Follow-On Lead Manager April 2022
 \$500,000,000 Convert Co-Manager March 2022	 \$113,750,000 Follow-On Co-Manager March 2022	 \$186,300,000 Follow-On Co-Manager March 2022	 \$400,000,000 ATM Offering Co-Agent March 2022	 \$650,000,000 Conv. Notes Offering Co-Manager February 2022	 \$400,000,000 Follow-On Co-Manager January 2022	 \$200,000,000 ATM Offering Lead Agent January 2022

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## Ranked #1 by PitchBook For US Middle-Market TMT Advisory<sup>1</sup>

# of Transactions			# of Transactions		
Rank	Firm Name	2022	Rank	Firm Name	2020-2022
<b>1</b>	<b>Canaccord Genuity</b>	<b>59</b>	<b>1</b>	<b>Canaccord Genuity</b>	<b>171</b>
2	Houlihan Lokey	31	2	Raymond James	113
3	Goldman Sachs	28	3	William Blair	100
4	Raymond James	25	4	Houlihan Lokey	95
4	William Blair	25	5	Goldman Sachs	82
6	Jefferies	18	6	Jefferies	72
7	Lincoln International	17	7	Baird	71
8	Morgan Stanley	16	8	Evercore	67
8	Moelis	16	9	Lincoln International	64
10	Stifel	14	10	Morgan Stanley	50
11	Evercore	13	11	Stifel	46
12	Harris Williams	12	12	Piper Sandler	41

## Ranked #1 by PitchBook For US Media & Information Services Advisory<sup>1</sup>

# of Transactions			# of Transactions		
Rank	Firm Name	2022	Rank	Firm Name	2020-2022
<b>1</b>	<b>Canaccord Genuity</b>	<b>37</b>	<b>1</b>	<b>Canaccord Genuity</b>	<b>106</b>
2	Houlihan Lokey	12	2	Houlihan Lokey	48
3	Raymond James	10	3	Raymond James	38
4	GP Bullhound	9	4	Lincoln International	28
5	BrightTower	8	5	GP Bullhound	22
6	Lincoln International	7	5	William Blair	22
7	Drake Star	6	5	Moelis	22
7	Stifel	6	8	JEGI	21
7	Evercore	6	9	Goldman Sachs	20
7	William Blair	6	9	BrightTower	20

1. Pitchbook for the time period CY 2022 and 1/1/22 - 12/31/22, respectively. 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

# Canaccord Genuity US 2022 Snapshot

## 2022 Leading Global Underwriter<sup>1</sup>

Global Rank	Firm Name	Bookrun Deals	Total Deals	Total Proceeds (\$M)
<b>1</b>	<b>Canaccord Genuity</b>	<b>258</b>	<b>331</b>	<b>\$14,489.2</b>
2	JPMorgan	238	245	112,786.9
3	Goldman Sachs	224	233	135,280.0
4	Morgan Stanley	216	223	115,024.5
5	BofA Securities	184	192	118,104.5
6	Citi	171	176	112,401.1
9	Jefferies	122	124	30,030.8
10	UBS	116	118	43,659.3
11	Barclays	101	105	56,711.4
12	RBC Capital Markets	95	123	33,328.9

## A Leading Investment Bank in the Healthcare Industry<sup>2</sup>

Rank	Firm Name	Deal Value (\$M)	# of Transactions
1	Piper Sandler	\$43,342	132
<b>2</b>	<b>Canaccord Genuity</b>	<b>24,588</b>	<b>102</b>
3	Stifel	19,412	87
4	William Blair	34,932	78
5	Cowen & Company	28,096	46
6	Raymond James	12,811	43
7	Oppenheimer	4,603	29
8	Robert W Baird	7,748	23
9	JMP Securities (Citizens)	1,831	16
10	Needham & Company	151	4

1. Source: Dealogic as of 12/31/2022. Includes all IPO, FO, & CONV

2. Source: Dealogic data since 2010 for Middle-Market Healthcare transaction activity, as of 12/31/22

# Canaccord Genuity US 2022 Snapshot



## Expanding CG Partnerships



### CG Sawaya Partners

Kicking off 2022, we completed the acquisition of consumer-focused M&A advisory firm Sawaya Partners. The addition of Sawaya Partners underscores our commitment to expanding advisory capabilities and builds upon our existing consumer practice.

Additionally, this transaction created an opportunity to meaningfully enhance our service offering to our combined clients, and advantageously positions CG to capitalize on attractive industry trends.

### US Futures Group

In our efforts to ensure that we have market-leading capabilities and resources to help our clients maximize capital efficiency in increasingly dynamic markets, we announced the addition of our Futures trading capability with two veteran hires in the US.

Philip Ruffat joined as Managing Director and Head of US Futures Group, with responsibility for the overall institutional expansion of the futures capability in our US capital markets business, in addition to Holly Liss, CMT as Managing Director and Head of US Futures Execution Services.

## CG in the Community

Our people are our greatest asset, which is why we will always be focused on fostering a diverse and inclusive culture. At Canaccord Genuity, we know that many of our greatest opportunities arise when we bring together the diverse and differentiated perspectives from across our talent pool. We strive to operate as an organization that celebrates partnership and is free from discrimination and bias.

### Youth INC. Rise Academy for Leaders of Color

Canaccord Genuity remained a proud sponsor of Rise Academy for Leaders of Color, an initiative from Youth INC, shifting the landscape for emergent BIPOC nonprofit leaders of youth development organizations. This award-winning program elevates BIPOC leaders by honing their leadership skills while assessing and improving the organizational culture and systems in which they operate.



### Results International Group LLP

Through our UK & Europe capital markets business, CG completed our acquisition of Results International Group LLP ("Results"). Results is an independent advisory firm headquartered in London, UK, focused on the technology and healthcare sectors which provides M&A and corporate finance services to entrepreneurs, corporates, private equity firms and investors.

This transaction complemented recent investments by CG to expand our global Advisory business with the acquisitions of Petsky Prunier (2019) and Sawaya Partners (2022) in the United States and further enforces our European domain expertise in the Healthcare and Technology sectors.

### Research Expansion

In connection with our acquisition of Sawaya Partners and the strategic expansion of our Consumer practice, we announced the addition of veteran professionals Brian McNamara and Susan Anderson to our US Research team. Susan Anderson joined as a Managing Director focusing on US Health, Wellness and Beauty segments, in addition to Brian McNamara as a Managing Director, covering US Home & Auto segments.

### Food Insecurity Community Support

As inflation and food insecurity continues to remain a forefront battle in our communities, CG pledged a monetary donation to non-profits supporting this mission in our core office locations, including Boston, New York, Nashville, and San Francisco.

### Play Rugby

CG was proud to support Play Rugby USA's 2022 Spring Gala, celebrating the power of the sport by bringing together both players and community supporters. Congrats to Rashawn, recipient of "The Mark Griffin Go Forward", a recognition highlighting standout athletes exemplifying tremendous growth and performance on and off the field.



# Canaccord Genuity US 2022 Snapshot

## Upcoming Events in 2023



### **CG 2023 Musculoskeletal Conference**

Las Vegas, NV  
March 7, 2023



### **CG 2023 Horizons in Oncology Virtual Conference**

Virtual  
April 20, 2023



### **CG Global Metals & Mining Conference**

Palm Desert, CA  
May 10-12, 2023



### **CG Cannabis Conference**

New York, NY  
May 18, 2023



### **43rd Annual Growth Conference**

Boston, MA  
August 7-10, 2023

## Our Team

Our US team has approximately 300+ professionals in Boston, Charlotte, Chicago, Nashville, New York, and San Francisco. We operate as part of a global capital markets business, which 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.

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

### **Jeff Barlow**

President  
Canaccord Genuity LLC  
617.371.3713  
[jbarlow@cgf.com](mailto:jbarlow@cgf.com)

### **Sanjay Chadda**

Co-Head of US  
Investment Banking  
Canaccord Genuity LLC  
212.842.6022  
[schadda@cgf.com](mailto:schadda@cgf.com)

### **Dan Coyne**

Co-Head of US  
Investment Banking  
Canaccord Genuity LLC  
617.371.3887  
[dcoyne@cgf.com](mailto:dcoyne@cgf.com)

### **Michael Graham**

Head of US Research  
Canaccord Genuity LLC  
212.849.3924  
[mgraham@cgf.com](mailto:mgraham@cgf.com)

### **Nadine Miller**

Global Head of Marketing  
Canaccord Genuity LLC  
617.371.3842  
[nmiller@cgf.com](mailto:nmiller@cgf.com)

### **Jen Pardi**

Global Head of Equity  
Capital Markets  
Canaccord Genuity LLC  
617.788.1554  
[jpardi@cgf.com](mailto:jpardi@cgf.com)

### **Fuad Sawaya**

Vice Chairman Consumer  
Canaccord Genuity LLC  
212.331.0151  
[fsawaya@cgf.com](mailto:fsawaya@cgf.com)

### **Mark Whaling**

Global Head of Securities  
Canaccord Genuity LLC  
212.389.8148  
[jbarlow@cgf.com](mailto:jbarlow@cgf.com)

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