

# Canaccord Genuity Group Inc.

Investor Presentation

NOVEMBER 2020



**cg**/Canaccord  
Genuity

# 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", "target", "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 [www.sedar.com](http://www.sedar.com) 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, 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 2021 Outlook section in the annual MD&A and those discussed from time to time in the Company's interim condensed and annual consolidated financial statements and its annual report and AIF filed on [www.sedar.com](http://www.sedar.com). The preceding list is not exhaustive of all possible risk factors that may influence actual results. Readers are also cautioned that the preceding list of material factors or assumptions is 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.

Certain non-IFRS measures are utilized by the Company as measures of financial performance. Non-IFRS measures do not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. Non-IFRS measures presented include assets under administration, assets under management, book value per diluted common share, return on common equity and figures that exclude significant items. The Company's capital is represented by common and preferred shareholders' equity and, therefore, management uses return on common equity (ROE) as a performance measure. Also used by the Company as a performance measure is book value per diluted common share, which is calculated as total common shareholders' equity adjusted for assumed proceeds from the exercise of options and warrants, settlement of a promissory note issued as purchase consideration at the Company's option and conversion of convertible debentures divided by the number of diluted common shares that would then be outstanding including estimated amounts in respect of share issuance commitments including options, warrants, convertible debentures and a promissory note, as applicable, and adjusted for shares purchased under the normal course issuer bid and not yet cancelled, and estimated forfeitures in respect of unvested share awards under share-based payment plans.

Assets under administration (AUA) and assets under management (AUM) are non-IFRS measures of client assets that are common to the wealth management business. AUA – Canada, AUM – Australia and AUM – UK & Europe are the market value of client assets managed and administered by the Company from which the Company earns commissions and fees. This measure includes funds held in client accounts as well as the aggregate market value of long and short security positions. AUM – Canada includes all assets managed on a discretionary basis under programs that are generally described as or known as the Complete Canaccord Investment Counselling Program and the Complete Canaccord Private Investment Management Program. Services provided include the selection of investments and the provision of investment advice. The Company's method of calculating AUA – Canada, AUM – Canada, AUM – Australia and AUM – UK & Europe may differ from the methods used by other companies and therefore may not be comparable to other companies. Management uses these measures to assess operational performance of the Canaccord Genuity Wealth Management business segment. AUM – Canada is also administered by the Company and is included in AUA – Canada.

Financial statement items that exclude significant items are non-IFRS measures. Refer to Non-IFRS measures in the MD&A and the reconciliation of net income as determined under IFRS to adjusted net income, which excludes significant items, as described. Significant items for these purposes include restructuring costs, amortization of intangible assets acquired in connection with a business combination, impairment of goodwill and other assets, acquisition-related expense items, which include costs recognized in relation to both prospective and completed acquisitions, gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations, certain accounting charges related to the change in the Company's long-term incentive plan ("LTIP" or the "Plan") as recorded with effect on March 31, 2018, certain incentive-based payments related to the acquisition of Hargreave Hale, loss related to the extinguishment of convertible debentures for accounting purposes, as well as certain expense items, typically included in development costs, which are considered by management to reflect a singular charge of a non-operating nature. See the Selected Financial Information Excluding Significant Items table in the Company's interim and annual financial reports. Management believes that these non-IFRS 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. 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; thus, 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.

For earnings per share, net income and other financial measures determined under IFRS, please refer to the Company's financial statements, news releases, MD&A and other financial disclosures in the Investor Relations section of the company website at [www.cgf.com/investor-relations](http://www.cgf.com/investor-relations) or at [www.sedar.com](http://www.sedar.com).

The "Company" as referred to herein means Canaccord Genuity Group Inc. and its subsidiaries.

cg/

*/ Driven to deliver superior client outcomes*

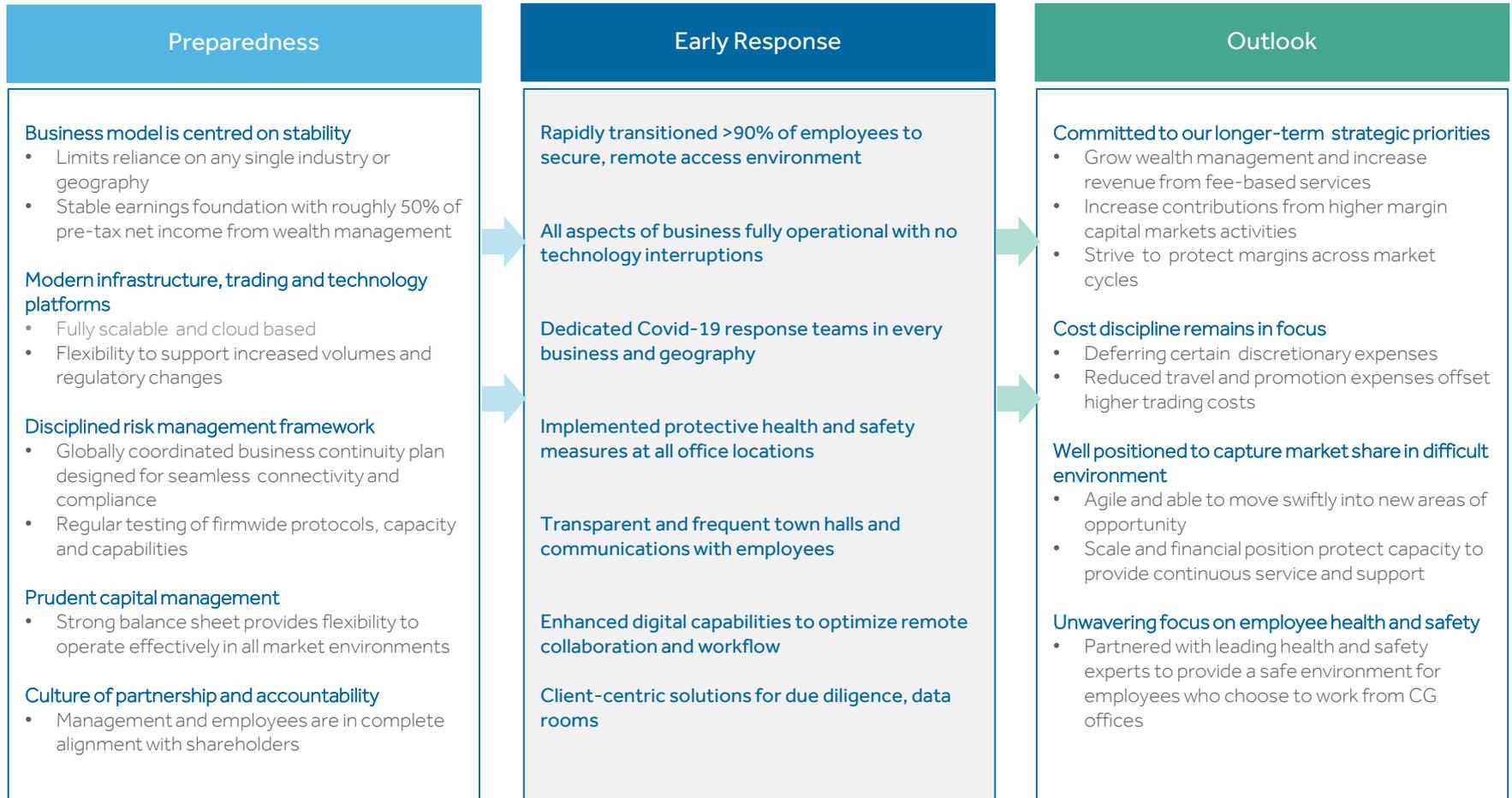
*/ Driven to strengthen employee engagement*

*/ Driven to become more profitable*

*/ Driven to increase shareholder value*

# Covid-19 Response

Acted swiftly to protect our employees, clients and communities



# Covid-19 Business Impact

Identifying the clients who need us most and aggressively adding value for them



## Remarkably strong new issue environment

- Innovative solutions to help small- and mid-cap companies access public markets
- Balance sheet support to prepare for future challenges and opportunities



## Trading and Specialty desks outperformed

- Record volumes with no technology interruptions
- Supporting liquidity and managing risk for clients in capital markets and wealth management



## Mining sector leadership

- Capital raising and M&A
- Global coordination between North America, Australia and UK



## Strengthened client engagement

- 24 virtual conferences → 4,000+ attendees
- 475+ Corporate Access engagements → 9,300+ attendees
- 10,000+ 1:1 meetings with corporates & CG experts



## M&A environment improving

- Volatility impacted timing of completions, despite strong pipeline
- Expect near-term revenue mix to shift towards capital raising and commissions



## Interest rate compression impacts Wealth Management profitability and margins

- Prolonged environment of low to negative interest rates impacts profitability associated with our margin lending and deposit activities

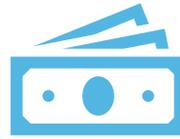
Our response in a crisis shapes our relationships for the future

# Financial Highlights

Broad capabilities drive revenue and earnings stability through market cycles



Revenue



Pre-tax Net  
Income<sup>1,2</sup>



Diluted  
EPS<sup>1</sup>

## Q2 Fiscal 2021

3 months ended  
September 30

\$390.4 M  
+44.2% y/y

\$50.5 M  
+76.8% y/y

\$0.28  
+55.6% y/y

## YTD Fiscal 2021

6 months ended  
September 30

\$768.1 M  
+28.8% y/y

\$92.3 M  
+37.5% y/y

\$0.53  
+29.3% y/y

## Fiscal 2020

12 months ended  
March 31

\$1.2 bn

\$123.1 M

\$0.81

# Overview of Canaccord Genuity Group Inc.

A leading independent financial services firm with a global presence

## WEALTH MANAGEMENT

Comprehensive wealth management solutions to help individual investors, private clients and charities achieve their financial goals

- / Canada
- / UK
- / Jersey, Guernsey, Isle of Man
- / Australia

- **C\$73.4<sup>1</sup> billion** in client assets
- **468** investment professionals globally<sup>1</sup>
- Acquisition of Patersons Securities added **100+** advisers and expands national footprint in Australia
- Fully **independent** platform

## HOW WE DIFFERENTIATE

**Solid partnership culture** committed to delivering best-in-class ideas and solutions for companies and investors in the global mid-market

**Global platform** provides opportunities to benefit from activity in all geographies

Successfully **recruiting top industry talent** into strategic focus areas

Strong **collaboration** between our businesses is driving incremental revenue opportunities

## CAPITAL MARKETS

Provides leading investment banking, equity research and sales and trading services to corporations and institutions

- / Canada
- / US
- / Australia & Asia
- / UK and France
- / Dubai
- / Latin America & Caribbean

### Fiscal 2021 YTD

- 288 transactions / gross proceeds of \$35.1 billion<sup>2</sup>

### Fiscal 2020

- 373 transactions / gross proceeds of \$51.7 billion<sup>2</sup>

### Talent

- 190+ investment bankers
- 130+ research analysts
- 200+ sales and trading
- M&A expertise free from conflict

# Positioned for long-term success

Building upon our strategy of long-term value creation



## Diversify 2010 to 2014

- Expand global footprint
- Broaden sector coverage
- Limit exposure to any single geography or business line



## Restructure & Refocus 2015 - 2016

- Align global business leaders
- Exit underperforming businesses
- Reduce fixed costs
- Focus core capabilities in areas that drive margin



## Balance business mix 2017 - 2018

- Significantly grow global wealth management
- Increase contributions from recurring, fee-based revenue
- Invest in growing higher-margin businesses
- Strengthen our competitive advantage



## Sustainable, profitable growth 2019 and beyond

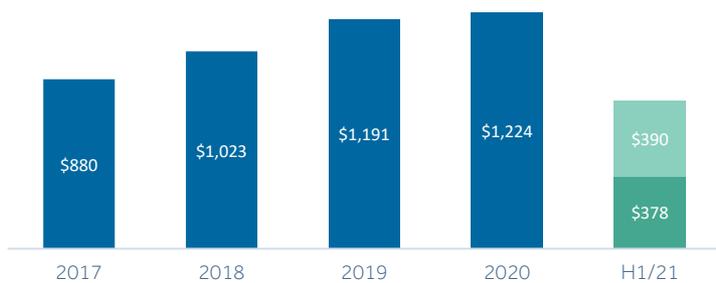
- ✓ Redeploy capital across fewer businesses
- ✓ Stabilize earnings growth across market cycles
- ✓ Build upon areas of strength
- ✓ Drive wealth management profitability
- ✓ Increase shareholder returns

# / Creating shareholder value across our business

Balanced business mix contributed to a solid quarterly performance

## Revenue - C\$ millions

Fiscal years ended March 31  
Q2/21 ended September 30



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

Fiscal years ended March 31  
Q2/21 ended September 30



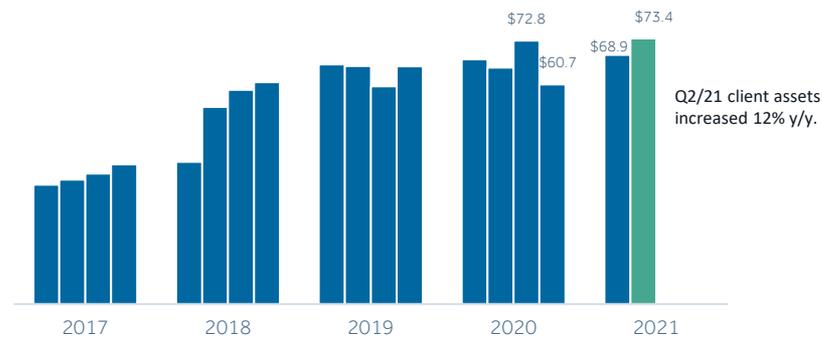
## Diluted EPS – adjusted<sup>1</sup>, C\$

Fiscal years ended March 31  
Q2/21 ended September 30



## Total client assets – C\$, billions

Fiscal years ended March 31  
Q2/21 ended September 30



# / Strategic vision

Build a dominant independent Wealth Management and Capital Markets business



- Add scale through acquisitions and recruiting
- Drive significant margin improvement and increase profitability
- Continue to enhance the brand
- Grow recurring revenues from fee-based services



- Increase specialization in existing areas of strength
- Diversify revenue streams to improve stability throughout cycles
- Increase what we can do for our targeted client base
- Use strength in Canada to extend, align and defend our dominant position across geographies



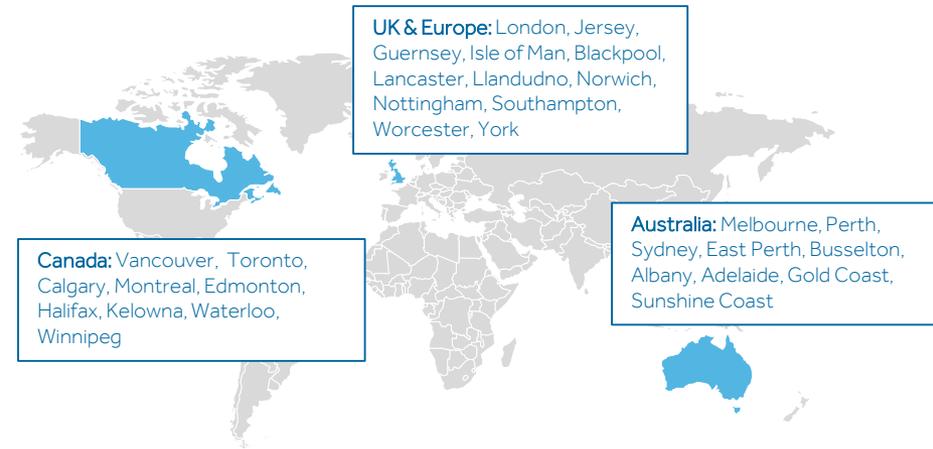
- Improve capital efficiency
- Foster disruptive technologies and products
- Increase shareholder returns

# / CG Wealth Management - Global

Fully independent investment planning and wealth management services and solutions

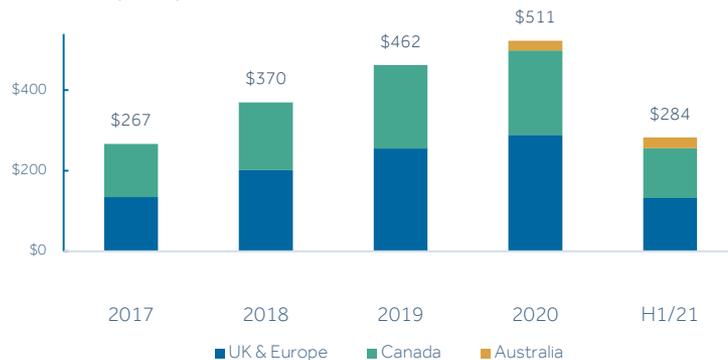
## Overview

- Increased client assets to \$73 billion from \$33 billion in fiscal 2016
- Proven organic growth and acquirer of complementary businesses
- Successfully recruiting established investment professionals with lasting client relationships in all regions
- Expanding footprint in UK, Canada and Australia
- Focused on organic growth and margin-improvement



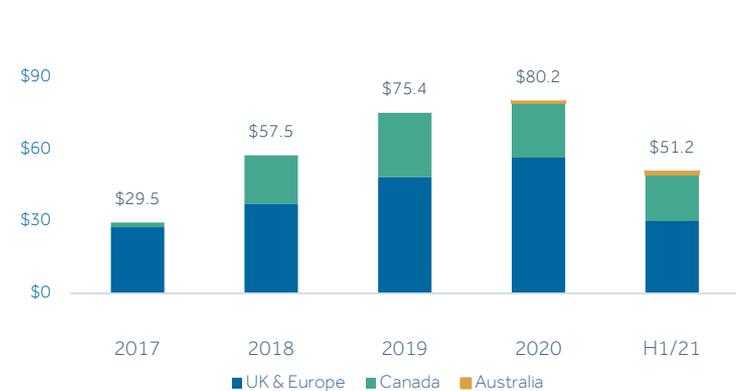
## Revenue<sup>1</sup>

C\$ millions, fiscal years ended March 31



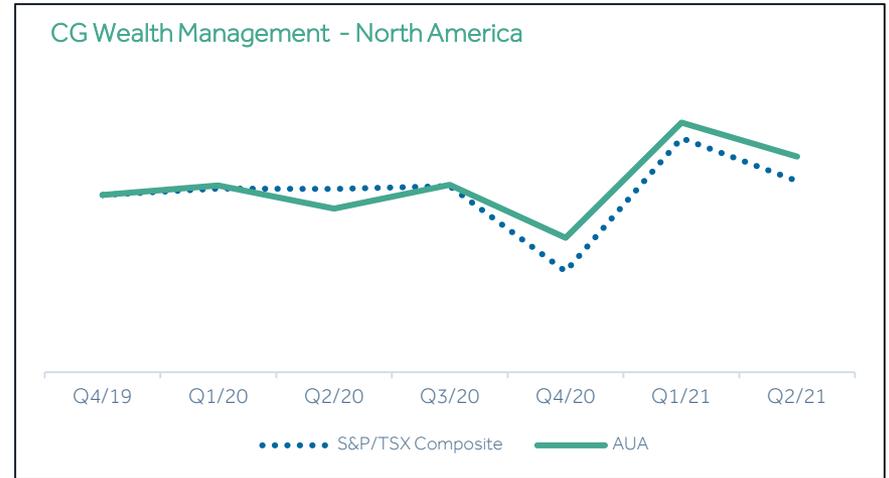
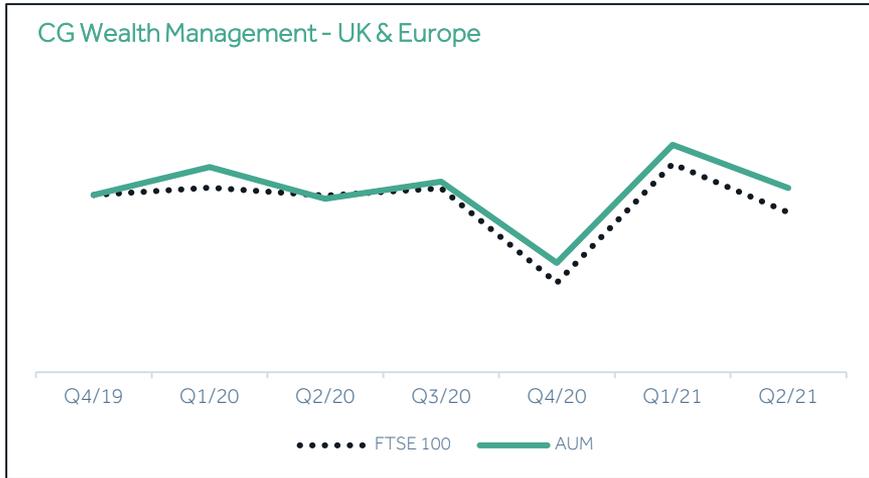
## Income before income taxes – adjusted<sup>1,2</sup>

C\$ millions, fiscal years ended March 31



# CG Wealth Management: Client assets performing well

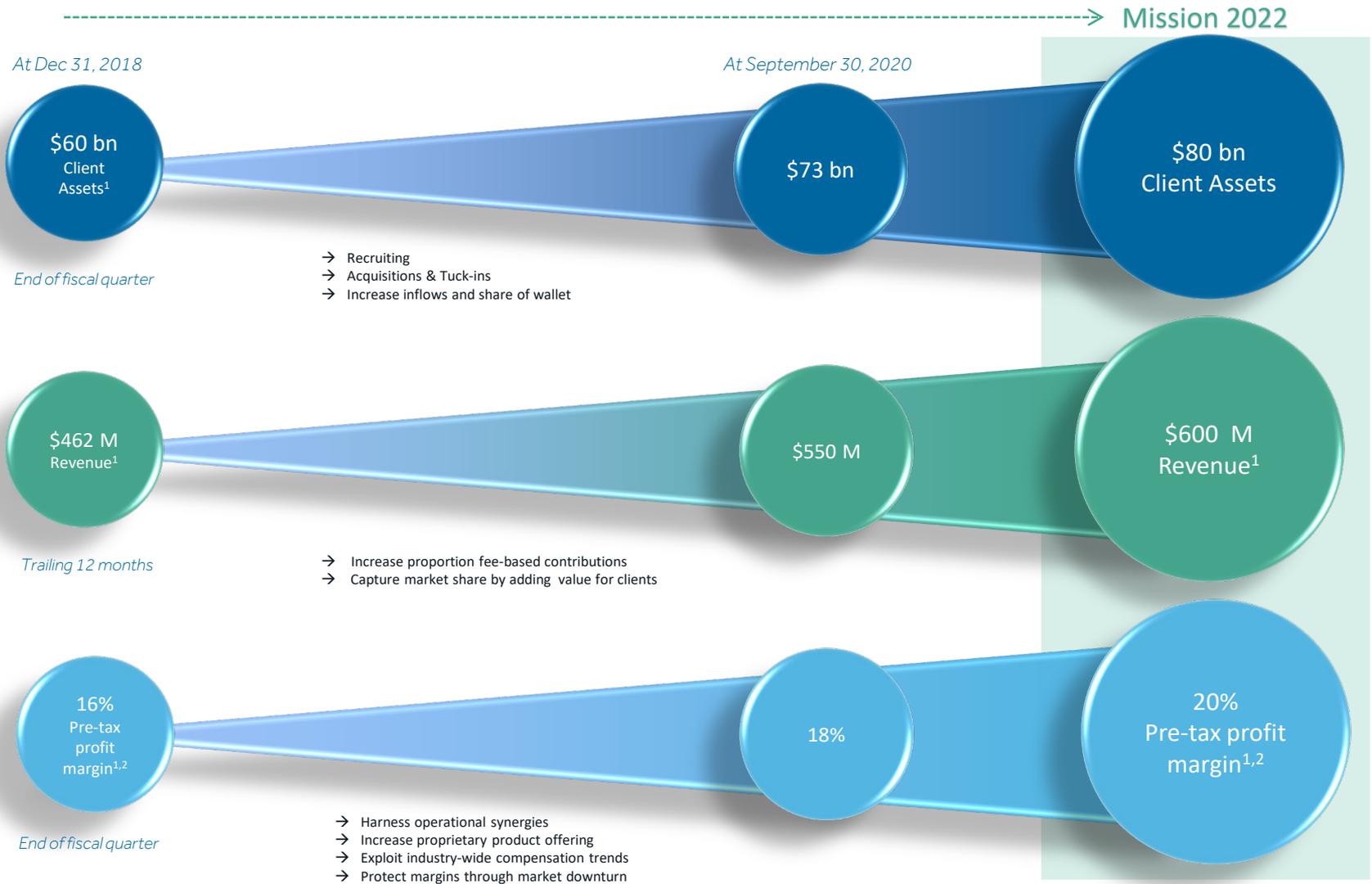
Recurring fee-based revenue provides stability through market cycles



	30-Sept-2019	31-Mar-2020	30-Jun-2020	30-Sept-2020	Y/Y change	Q/Q change
UKWM Client Assets (£ billions)	£27.1	£22.7	£25.9	£26.4	-2.6%	+1.9%
FTSE 100	7,404	5,672	6,170	5,866	-20.8%	-4.9%

	30-Sept-2019	31-Mar-2020	30-Jun-2020	30-Sept-2020	Y/Y change	Q/Q change
CGWM Client Assets (C\$ billions)	\$20.4	\$18.4	\$22.2	\$24.6	+11.7%	+10.8%
S&P/TSX Composite	16,659	13,379	15,515	16,121	-3.2%	+3.9%

# / Global Wealth Management: Goals



cg/ 1. Beginning in Q3/20, amounts include Australia wealth management  
 2. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation.

# / Wealth Management – UK & Europe

## A Top-10 wealth manager in an industry where scale matters

- Focused on mass-affluent investors and intermediaries
- Capable of delivering steady net income growth and stable profit margins throughout market cycles
- Fee-based revenue ~75%; stronger contributions from recurring revenue
- Expect increased economies of scale and operational leverage as synergies contribute to performance
- Excellent model for the growth we aim to achieve in other geographies
- Greater scale is creating opportunities to add additional growth through recruiting and small asset-based acquisitions
- Silver Award for CSR/Charity Initiative of the Year from the Citywealth Brand Management and Reputation Awards 2020

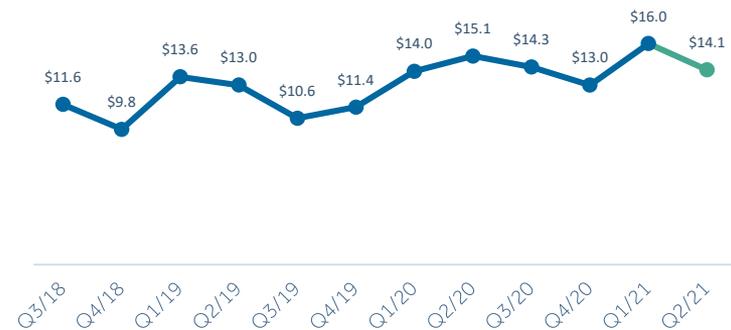
Client Assets  
C\$ and GBPE, billions



Revenue  
C\$ millions



Income (loss) before income taxes - Adjusted<sup>1</sup>  
C\$ millions



# / Wealth Management: UK & Europe

Successful track record of integrating new businesses

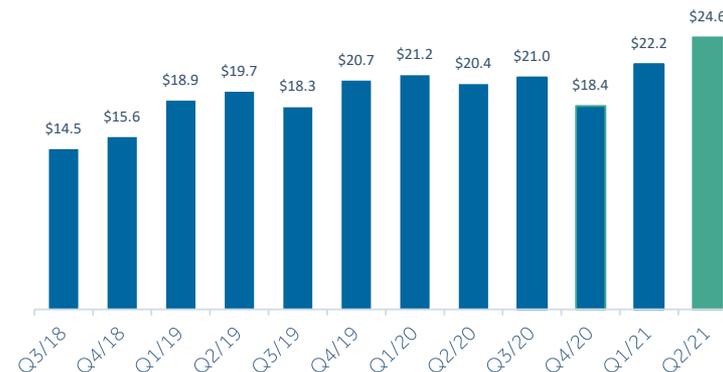
Private Client		<ul style="list-style-type: none"> <li>• Announced Q4 F2019; Closed May, 2019</li> <li>• Wealth management, financial planning and select private client investment management services</li> <li>• Client portfolios valued at approximately £1 billion</li> </ul>
		<ul style="list-style-type: none"> <li>• January 2019</li> <li>• Expands Midlands presence and financial planning segment</li> <li>• £170 million in client assets</li> </ul>
		<ul style="list-style-type: none"> <li>• September 2017</li> <li>• Transformational acquisition: CGWM (UK) becomes a Top 10 wealth manager by assets in the UK</li> <li>• Expands national UK footprint</li> <li>• £3.8billion in private client assets at time of transaction</li> <li>• More than 14,000 private clients, intermediaries, corporations and charities</li> </ul>
		<ul style="list-style-type: none"> <li>• March 2017</li> <li>• Acquired 100+ client portfolios from Isle of Man business</li> <li>• Discretionary investment management and execution-only</li> </ul>
		<ul style="list-style-type: none"> <li>• March 2017</li> <li>• Acquired investment dealing and custody business</li> </ul>
Asset Management		<ul style="list-style-type: none"> <li>• September 2017</li> <li>• Over £4.0 billion in fund management assets at time of transaction</li> </ul>
Organic		<ul style="list-style-type: none"> <li>• Margin improvement through additional scale, synergies and product mix</li> <li>• Adding talent to enhance key service offerings to growing client base</li> <li>• Modern, scalable platform supports continued growth</li> </ul>

# / Wealth Management: Canada

## A leading independent Canadian wealth management business

- Focused on mass affluent clients seeking wealth creation and wealth management
- Scale, capabilities and economics provide competitive advantages in attracting established IA teams
- Added 44 IA teams and over \$11.9 billion in new client assets since calendar 2016
- Client assets outperformed TSX Composite in fiscal 2020
- Steadily increasing fee-based assets; Focused on opportunities to increase share of wallet
- Strong collaboration with capital markets; differentiated by global thought leadership and opportunities
- Important distribution channel for capital markets new issues
- State-of-the-art unified managed account (UMA) platform, powered by Envestnet
- Selected as platform provider for Morgan Stanley's entry to Canadian Wealth Management

Client Assets  
C\$ billions



Income before income taxes- adjusted<sup>1</sup>  
C\$ millions



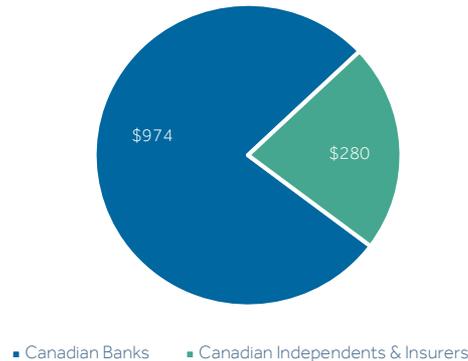
Revenue  
C\$ millions



# / Wealth Management: Canada

Recruiting environment increasingly favourable as banks increase limitations on IAs

Significant opportunity to grow market share of full-service retail brokerage assets (C\$, billions)

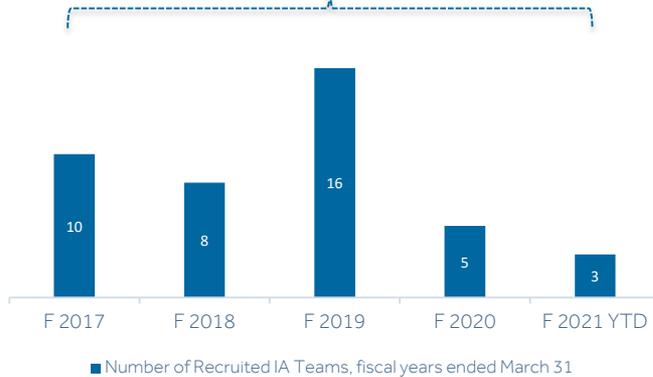


/ Canada's retail brokerage industry represents \$4.4 tn<sup>1</sup> in client assets, with the full-service segment representing \$1.3 tn<sup>1</sup>

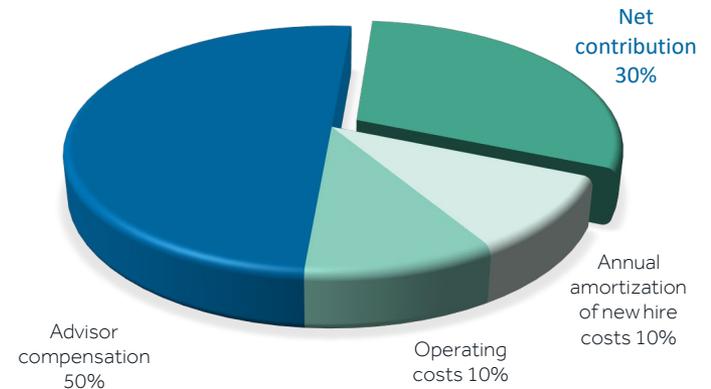
/ As banks commoditize wealth services, we estimate that there will be a shift of client assets toward non-bank advice based platforms

/ CG Wealth Management is advantageously positioned to capture a meaningful share of this asset transfer and will continue adding established IA teams as they seek new platforms to accommodate the diverse needs of their clients

Over \$11.9bn  
in new client assets from our recruiting initiatives to date



Illustrative revenue distribution on new client assets

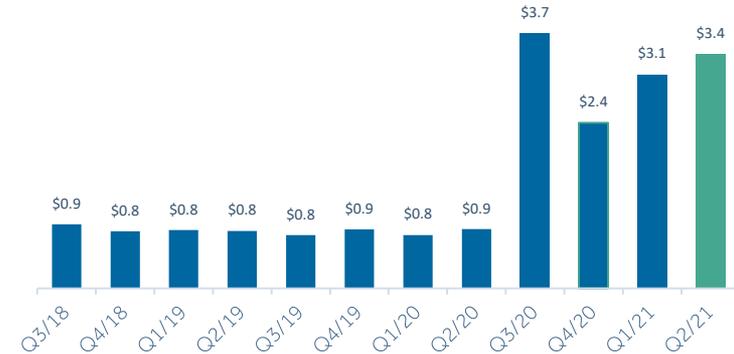


# / Wealth Management: Australia

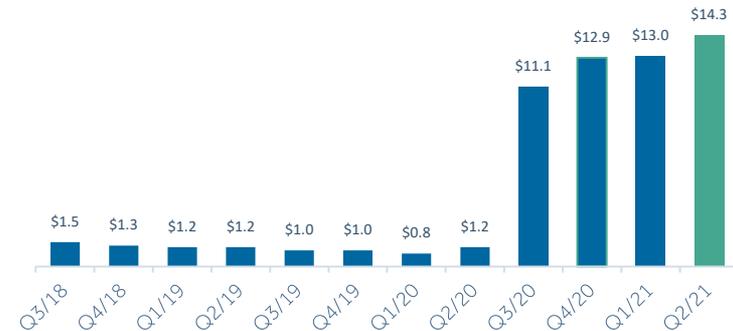
## Increasing the scale of our wealth management business and expanding CG's national footprint in Australia

- Completed acquisition of Patersons Securities Limited on October 21, 2019,
- Adds powerful network for new issue distribution
- Expands national footprint, which benefits both Capital Markets and Wealth Management businesses
- Total client assets in comprehensive investment management platform of \$3.4 billion at September 30, 2020
- Opportunity to convert additional \$12.1 billion held on Patersons' trading platform to revenue-generating assets
- 100+ advisers in 9 locations across Australia
- Excellent collaboration with our capital markets group as we increase financing activities for small-cap companies in this region
- Focusing on growing client assets organically and pursuing targeted recruiting opportunities

Client Assets  
C\$ billions



Revenue<sup>1</sup>  
C\$ millions



# / Global Capital Markets: Goals

Moving toward delivering stability and sustainable profitability through market cycles

*Income (loss) before income taxes - Adjusted<sup>1</sup>*  
*C\$ millions, fiscal quarters*



## North America



- Leaders in facilitating a robust market for small- and mid-size companies in emerging growth and value sectors
- Deeper focus in established mid-market areas of strength
- **Canada:** Dominant independent on every measure
- **US:** Increased contributions from higher-margin M&A services and added depth in focus sectors

## International



- **Australia:** Become leading independent; emulate Canadian model
- **UK & Europe:** Eliminate earnings volatility
- **Asia & Middle East:** Partnerships and expertise provide enhanced cross-border capabilities in mid-market focus sectors

# / Canaccord Genuity in Canada

Dominant independent investment bank on every measure

- A top-ranked Canadian equity underwriter<sup>1</sup> and the only non-bulge firm in the top 10
- Calendar 2019 and 2020 YTD ranked 1<sup>st</sup> for volume of transactions
- Ranked 1<sup>st</sup> for IPOs<sup>2</sup> Calendar 2019 and YTD 2020
- Leading independent investment dealer for IPOs over 5+ fiscal years;
- Top independent trader<sup>3</sup>, Acquisition of Jitneytrade (2018) increased margin of leadership and adds futures & options capability
- Highly rated independent equity research, covering more stocks than other independents
- Positioned for mining sector leadership, added complementary Latin America & Caribbean expertise in June 2020
- Established success in alternative financing vehicles, such as SPACs, which provide an attractive alternative for private companies looking to access public growth markets

**1<sup>st</sup>**

Canadian IPO  
proceeds

C2019 and 2020 YTD

**1<sup>st</sup>**

Canadian equity deal  
volume

C2019 and 2020 YTD

**1<sup>st</sup>**

Independent Canadian  
Equity Trader

2015 to 2020

Unparalleled origination and placement  
capability

Canadian Equity Transactions<sup>1</sup>  
Calendar 2020: January 1 to September 30, 2020

		#	Total proceeds
1	BMO Capital Markets	38	\$2,616
2	Canaccord Genuity Corp.	90	\$2,050
3	Citigroup Global Markets	5	\$1,995
4	Credit Suisse Group AG	5	\$1,806
5	TD Securities Inc	11	\$1,406
6	Scotia Capital Inc	16	\$1,342
7	RBC Capital Markets	15	\$1,279
8	CIBC World Markets	14	\$1,205
9	Goldman, Sachs & Co	7	\$1,075
10	Stifel Financial	27	\$692

# / Canaccord Genuity in the U.S.

A significant and growing contributor to our global success

## Trading, Advisory, ECM and Corporate Access capabilities are integral to CG's global capital markets platform

- Aligned business focused in key sectors: Technology, Healthcare and Industrials
- Outpacing the broader market in commission share gains for the first half of calendar 2020; gaining share in equities and growing revenue from specialist desks including international equities;
- Strong track record of ECM activity in Healthcare and Technology sectors is driving complementary growth in Advisory segment
- Expanded coverage of Private Equity and Family Office advisory relationships
- Comprehensive equity research coverage of ~300 stocks in focus sectors

## Strategic rationale for fiscal 2019 acquisition of Petsky Prunier

- Leverages fixed costs over a larger revenue base
- Increases contributions from higher margin M&A advisory segment; typically counter-cyclical to new issue contributions
- Adds depth in core sectors of strength
- Creates a franchise with consistently higher profitability
- Fee pool for U.S. mid-market Advisory in the Technology and Healthcare sectors has grown steadily to US\$1.6 bn<sup>1</sup>

Strategic combination creates a top-tier mid-market M&A franchise

## U.S. Mid-market<sup>2</sup> TMT M&A Calendar 2020: January 1 to September 30, 2020

		# of Transactions
1	The Goldman Sachs Group	37
2	Raymond James Financial	35
3	Canaccord Genuity	28
4	Bank of America Merrill Lynch	26
5	Morgan Stanley	25
5	William Blair & Company	25
6	Evercore Group	20
7	RBC Capital Markets	19
8	Piper Sandler	18
9	Financial Technology Partners	16
9	J.P. Morgan	16
9	Robert W. Baird & Co	16
10	Stifel Financial	15



# / Canaccord Genuity – Rest of the World

Global capabilities provide a significant competitive advantage in mid-market focus sectors

Lean and focused platform

Specialization in core verticals

Increasing global product placement

Expanding alternative distribution avenues

Strong emphasis on cross-selling

Increased trading flow across geographies; improving regional cross-desk flows

Focused on increasing M&A in our key markets

Independent advice that is free from bias or conflict

## AUSTRALIA

Powerful mid-market competitor in the region

- A leading investment bank in the region for small cap equities
- Diversified business covering core CG sectors with mining sector leadership
- Increased investment to 80% improves alignment with global platform
- Well positioned for consolidation: operational and technology platform facilitating growth and cost efficiencies
- Fiscal 2020 acquisition of Patersons Securities Ltd adds powerful network for new issue distribution
- Expansion of wealth management business increases national footprint

## UK, EUROPE & DUBAI

Reduced exposure to regional volatility and improving alignment with global capabilities

- Ranked #2 by Dealogic for AIM funds raised raised calendar 2020 YTD
- Strong M&A Advisory expertise
- Strengthened senior Corporate Broking, Sales, Research and Advisory capabilities; Increasing client wins
- Seamless transition to MiFID II; focused in key areas where we can differentiate
- Operating at break-even level following restructuring initiatives

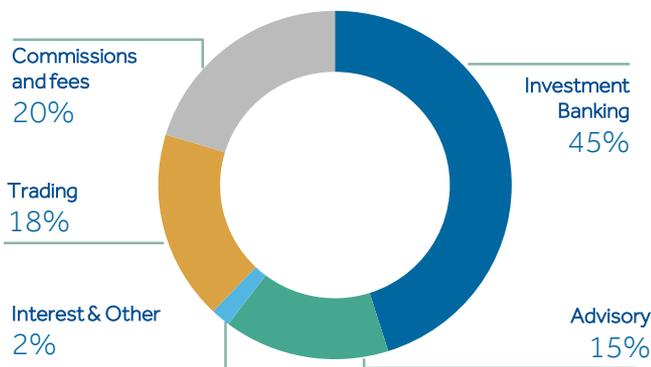
# / Remain Agile

Independence allows us to adjust our business mix and stay competitive as client demands change

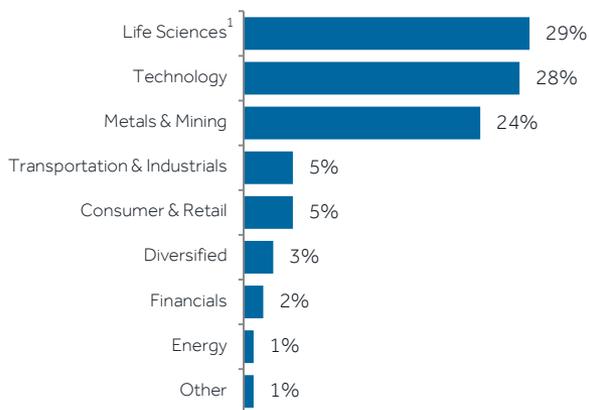
Capital markets revenue by region  
Q2 2021



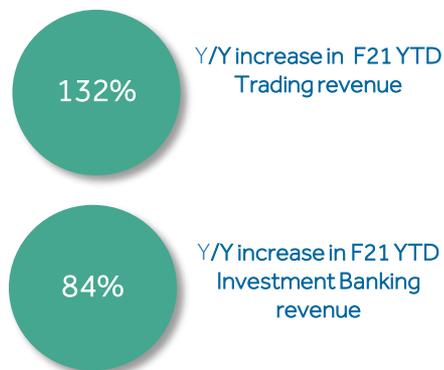
Capital markets revenue by activity  
Q2 2021



Investment Banking and Advisory revenue by sector  
Q2 2021



Agile business mix provides diverse revenue streams  
throughout market cycles



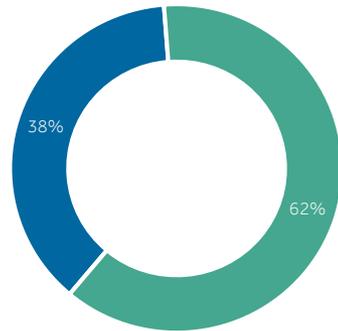
## FOCUSED WHERE WE CAN BE MOST RELEVANT TO OUR CLIENTS AND PROVIDE SUPERIOR REVENUE OPPORTUNITIES

- Agility allows us to harness leadership in emerging and high-growth sectors while maintaining strong capability in historic areas of strength
- Disciplined sector focus allows us to provide globally integrated services in key growth sectors of the global economy
- Maintained significant investment in natural resource sector coverage
- Long term client partnerships fostered through a track record of successful outcomes for growth companies
- Debt Finance & Restructuring capabilities provide strategic advice without conflict – never balance sheet driven
- Globally aligned Sales, Trading and Equity Research dedicated to coverage of small and mid-cap growth opportunities

# / Stability

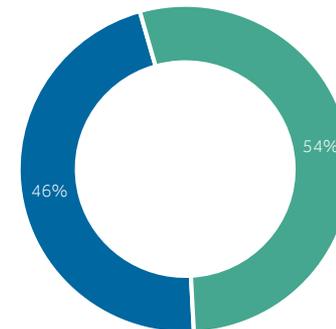
Creating a lower risk business model with growing contributions from wealth management

Revenue by business segment  
Q2 2021



■ Wealth Management ■ Capital Markets

EPS contribution by business segment - Adjusted<sup>1,2</sup>  
Q2 2021



■ Wealth Management ■ Capital Markets

/ Stable wealth management foundation enhances earnings stability throughout market cycles

Net income (loss) before income taxes - Adjusted<sup>1</sup>  
C\$ millions, fiscal years ended March 31



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

Committed to driving value for clients, employees and shareholders



Shares are attractively valued



Driving earnings power by transforming business mix and growing global wealth management



Creating a more predictable business with consistency of earnings



Strong balance sheet supports our capacity to invest in future growth



Management and employees are in complete alignment with shareholders



Enhanced dividends and share repurchases

## / Analyst Coverage

Cormark Securities

Jeff Fenwick

TD Securities Inc.

Graham Ryding

Echelon Wealth  
Partners

Rob Goff

Canaccord Genuity Group Inc. is followed by the analysts listed above. Please note that any opinions, estimates or forecasts regarding Canaccord Genuity'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 does not by its reference above or distribution imply its endorsement of or concurrence with such information, conclusions or recommendations.

# Financial highlights

Q2 Fiscal 2021

cg

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# / Fiscal second quarter 2021 results

Improved business mix contributing to earnings stability and growth

- Q2/21 record revenue of \$390 million, up 44% year-over-year
- Record quarterly Investment Banking revenue of \$131.6 million, an increase of 153.2% year-over-year on continued strength in mid-market life sciences, technology and mining sectors
- Excluding significant items<sup>1</sup>, Q2/21 pre-tax net income increased by 76.8% year-over-year to \$51 million
- 46% of Q2/21 adjusted earnings per share<sup>1</sup> contributed by global wealth management business
- Purchased 49,600 common shares for cancellation under the normal course issuer bid during the six months ended September 30, 2020
- Second quarter dividend of \$0.055 per common share; increased by 10% compared to Q2/20

C\$ millions (except per share data)	Q2/21	Q2/20	Y/Y Change	F2020	F2019	Y/Y Change
Revenue	\$390,357	\$270,697	44.2%	\$1,223,867	\$1,190,567	2.8%
Pre-tax net income <sup>1</sup>	\$50,514	\$28,572	76.8%	\$123,057	\$135,586	-9.2%
Preferred dividend	\$2,351	\$2,351	0.0%	\$9,404	\$9,404	0.0%
Net income available to common shareholders <sup>1</sup>	\$32,982	\$21,512	53.3%	\$96,491	\$96,899	-0.4%
<b>Earnings per diluted common share<sup>1</sup></b>	<b>\$0.28</b>	\$0.18	55.6%	<b>\$0.81</b>	\$0.80	1.3%
Compensation ratio	64.2%	58.3%	5.9 p.p.	60.3%	60.2%	0.1 p.p.
Non-compensation ratio <sup>1</sup>	22.8%	31.2%	(8.4) p.p.	29.6%	28.4%	1.2 p.p.
Pre-tax profit margin <sup>1</sup>	12.9%	10.6%	2.3 p.p.	10.1%	11.4%	(1.3) p.p.
Effective tax rate <sup>1</sup>	27.0%	16.8%	10.2 p.p.	13.6%	20.8%	(7.2) p.p.

# / Global Capital Markets

Revenue by Activity  
C\$ millions, fiscal quarters



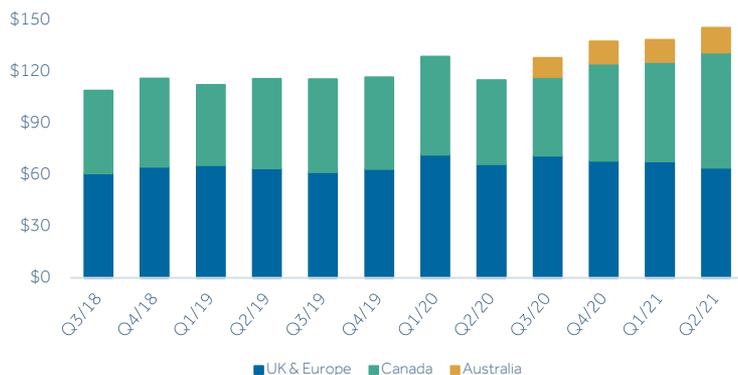
Pre-tax net income<sup>1</sup> and profit margin<sup>1</sup>



	Q2/21	Q1/21	Sequential Change	Q2/20	Y/Y Change	F2020	F2019	Y/Y Change
Commissions & Fees	\$49,118	\$49,397	-0.6%	\$34,606	41.9%	\$152,482	\$175,511	-13.1%
Investment banking	\$108,985	\$97,508	11.8%	\$42,795	154.7%	\$194,013	\$243,715	-20.4%
Advisory	\$36,662	\$20,580	78.1%	\$42,019	-12.7%	\$205,614	\$140,744	46.1%
Trading	\$42,430	\$64,921	-34.6%	\$21,267	99.5%	\$108,788	\$125,753	-13.5%
Interest	\$1,766	\$1,568	12.6%	\$6,490	-72.8%	\$24,584	\$13,882	77.1%
Other	\$2,588	\$879	194.4%	\$1,516	70.7%	\$3,988	\$4,721	-15.5%
<b>Total</b>	<b>\$241,549</b>	<b>\$234,853</b>	<b>2.9%</b>	<b>\$148,693</b>	<b>62.4%</b>	<b>\$689,469</b>	<b>\$704,326</b>	<b>-2.1%</b>
Compensation ratio	59.0%	61.9%	(2.9) p.p.	55.5%	3.5 p.p.	58.3%	57.4%	0.9 p.p.
Non-comp ratio <sup>1</sup>	21.3%	21.5%	(0.2) p.p.	35.8%	(14.5) p.p.	30.5%	28.5%	2.0 p.p.
Pre-tax profit margin <sup>1</sup>	17.8%	14.6%	3.2 p.p.	5.9%	11.9 p.p.	8.7%	11.4%	(2.7) p.p.

# / Global Wealth Management

Revenue by region<sup>1</sup>  
C\$ millions



Pre-tax net income<sup>2</sup> and profit margin<sup>2</sup>

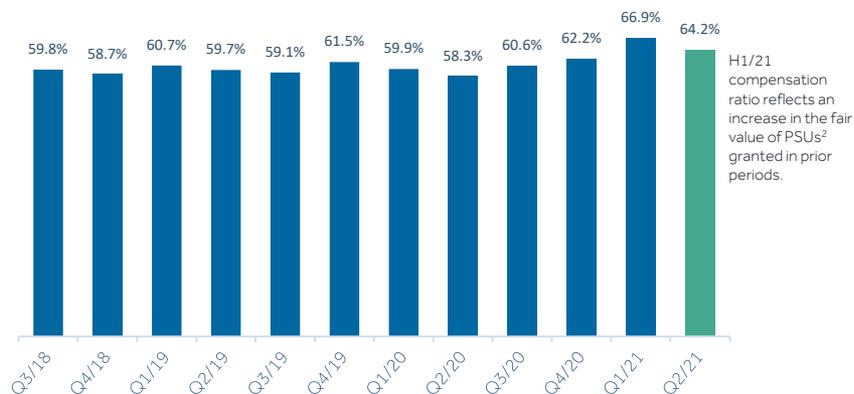


	Q2/21	Q1/21	Sequential Change	Q2/20	Y/Y Change	F2020	F2019	Y/Y Change
Revenue - Canada	\$67,347	\$56,953	18.3%	\$48,996	37.5%	\$209,566	\$206,826	1.3%
Revenue - UK & Europe	\$64,308	\$67,951	-5.4%	\$66,376	-3.1%	\$277,953	\$254,985	9.0%
Revenue - Australia	\$14,322	\$13,034	9.9%	n/a	n/a	\$23,916	n/a	n/a
<b>Total</b>	<b>\$145,977</b>	<b>\$137,938</b>	<b>5.8%</b>	<b>\$115,372</b>	<b>26.5%</b>	<b>\$511,435</b>	<b>\$461,811</b>	<b>10.7%</b>
Client Assets - Canada (C\$ millions)	\$24,648	\$22,243	10.8%	\$20,408	20.8%	\$18,440	\$20,674	-10.8%
Client Assets - UK & Europe (C\$ millions)	\$45,380	\$43,566	4.2%	\$44,183	2.7%	\$39,879	\$44,195	-9.8%
Client Assets - Australia (C\$ millions)	\$3,366	\$3,064	9.9%	\$858	292.3%	\$2,400	\$854	181.0%
Compensation ratio	58.2%	58.9%	(0.7) p.p.	56.1%	2.1 p.p.	56.3%	57.1%	(0.8) p.p.
Non-comp. ratio <sup>1</sup>	20.5%	20.4%	0.1 p.p.	22.0%	(1.5) p.p.	25.6%	23.4%	2.2 p.p.
Pre-tax profit margin <sup>1</sup>	18.4%	17.6%	0.8 p.p.	18.8%	(0.4) p.p.	15.7%	16.3%	(0.6) p.p.

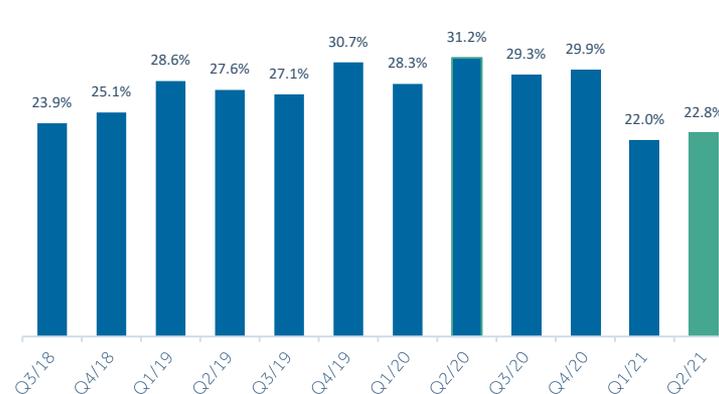
# / Expenses

Disciplined expense management as business activity increases

Compensation ratio<sup>1</sup>



Non-compensation ratio<sup>1</sup>



	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q/Q Change	F2019	F2020	Y/Y Change
Compensation expense	\$157.8	\$186.6	\$199.0	\$252.8	\$250.8	-0.8%	\$716.6	\$738.3	3.0%
Non-compensation expense <sup>1</sup>	\$84.3	\$90.4	\$95.7	\$83.2	\$89.0	7.0%	\$338.4	\$362.5	7.1%
Income (loss) before income taxes <sup>1</sup>	\$28.6	\$31.0	\$24.9	\$41.8	\$50.5	20.8%	\$135.6	\$123.1	-9.2%

1. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation

# / Solid Capital Position

Well capitalized for continued investment in key priorities

- Able to support increasing business activities and invest in opportunities to capture additional market share
- Strong, liquid balance sheet protects ability to compete efficiently
- Prepared for evolving regulatory environment and changing economic landscape during and post Covid-19
- Closed \$40 million substantial issuer bid in August, 2019. Purchased for cancellation 6.3% of the issued and outstanding common shares on a non-diluted basis as at July 3, 2019
- Returned approximately \$80.0 million of capital to CF common shareholders during fiscal 2020
- Beginning in Q1/21, increased quarterly common share dividend by 10% to \$0.055

<i>C\$ millions (except for per share amounts and number of shares)</i>	Q1/21 (As at June 30, 2020)	Q2/21 (As at September 30, 2020)	% Change
Working Capital <sup>1</sup>	\$543.1	\$559.6	3.0%
Working Capital per Common Share <sup>2</sup>	\$5.04	\$5.19	3.0%
Shareholders' Equity	\$918.0	\$935.7	1.9%
Preferred Shares	\$205.6	\$205.6	<i>nil.</i>
Common Shares - Issued & Outstanding	107,813,482	107,783,782	0.0%