

Fiscal Third Quarter 2019

INVESTOR PRESENTATION | February 2019

cg

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” including the section entitled “Fiscal 2019 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 as well as the factors discussed in the sections entitled “Risk Management” in this 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 2019 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. 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.

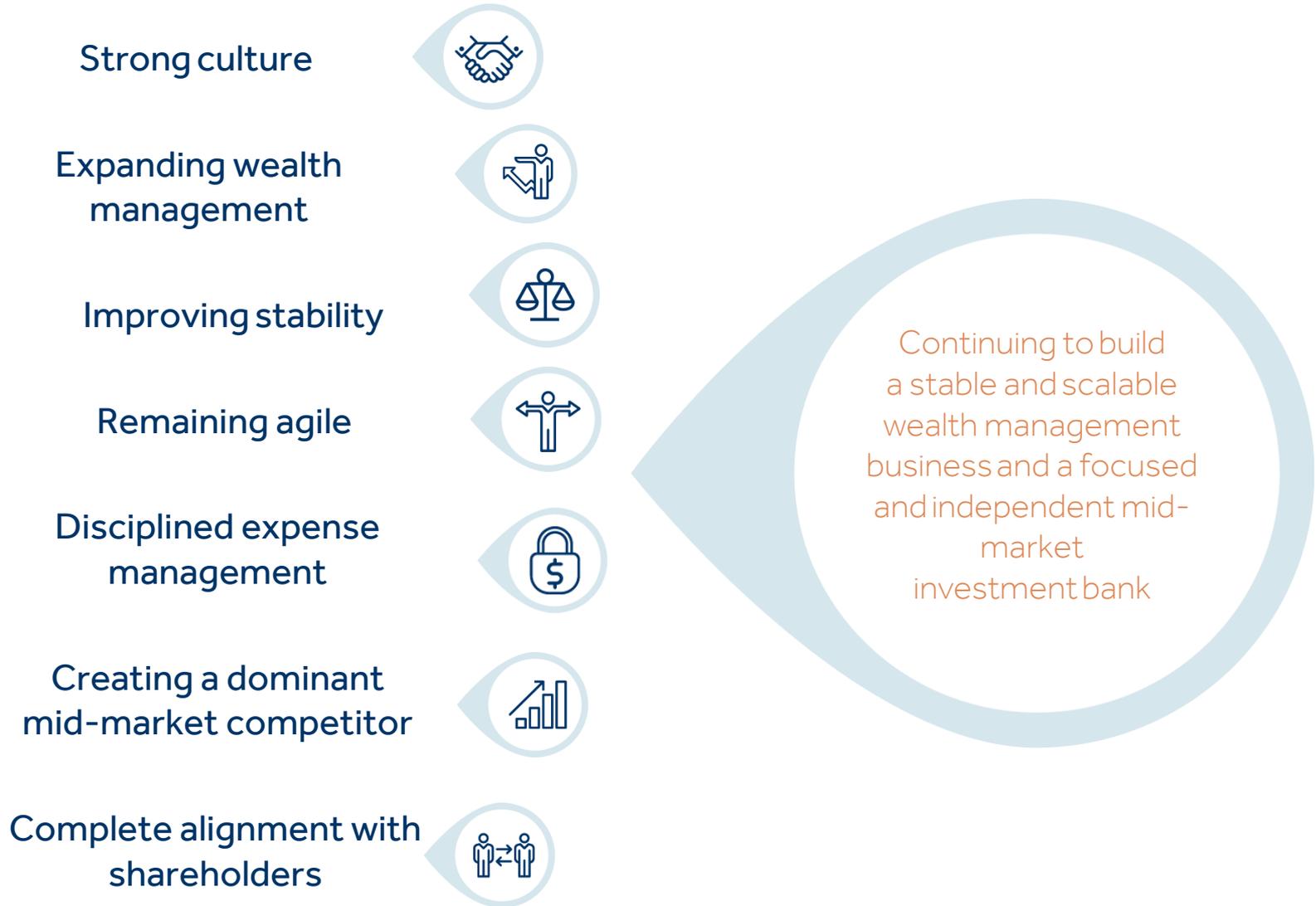
Certain non-IFRS measures are utilized by the Company as measures of financial performance. Non-IFRS measures do not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. Non-IFRS measures presented include assets 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. 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 on page 22. 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.canaccordgenuitygroupinc.com or at www.sedar.com.

/ How We Are Creating Shareholder Value



/ (TSX:CF): An Excellent Investment Proposition

Committed to driving value for clients, employees and shareholders



Shares are attractively valued

- Opportunity to participate in market for emerging high-growth sectors
- Allocating more capital to share buybacks; purchased and cancelled 1,028,700 shares fiscal YTD
- Trading at approximately 6.5x adjusted¹ LTM earnings (at February 13)



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

- Increasing contributions from stable and higher margin businesses; Going deeper in areas where we have strong domain expertise
- Global wealth management client assets in excess of \$60 billion; Firms with strong wealth management component traditionally attract a significant premium
- Significantly increased scale of global wealth management operations



Creating a more predictable business with consistency of earnings

- Closed acquisition of Hargreave Hale in September 2017; Significantly increased scale and contribution from wealth management earnings
- Recurring revenue from increased fee-based assets offsets inherent volatility of capital markets business
- Earlier restructuring initiatives positioned capital markets businesses to better withstand difficult markets and impact of changing regulatory landscape



Increasing market share across our operations

- Top-ranked investment bank in Canada in calendar 2018 with material gains in market share; added futures & options capability
- Acquisition of Petsky Prunier LLC adds scale to US capital markets business and increases contributions from higher-margin advisory services
- Australian capital markets advancing to mid-market leadership in the region
- Continued refocusing of UK capital markets business



Strong balance sheet supports our capacity to invest in future growth

- Disciplined capital management supports ongoing initiatives
- Investing to improve stability during difficult cycles, strong risk management oversight across businesses
- Working capital of \$644 M



Management and employees are in complete alignment with shareholders

- Approximately 40% employee ownership²
- Compensation structure is linked to successful delivery of our strategic objectives
- PSO program tied to future stock performance and financial results

/ 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

- Wealth management offices across Canada, UK, Jersey, Guernsey, Isle of Man and Australia
- Approximately 330 investment advisors globally¹
- C\$60.2¹ billion in client assets
- Independent platform attractive for established advisors seeking to grow their businesses
- Steadily growing fee-based assets, an important source of stable, recurring revenues
- Acquisition of Finlogik to support potential future development of fintech solutions
- Potential opportunity to expand Australian wealth management business

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

Improved 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

- Expertise and distribution capability in North America, the UK & Europe, Australia and the Middle East
- F2018 participated in 455 transactions raising \$34.5 billion for clients²
- 9M/19 participated in 246 transactions raising \$24.6 billion for clients²
- Highly experienced and respected M&A teams covering the globe
- 190+ investment bankers, 130+ research analysts and 200+ sales and trading professionals across core and specialist desks globally
- Acquisition of JitneyTrade adds futures & options capability and strengthens market share of equities trading

CA AU US UAE UK FR IE

/ Financial Overview:

\$331.6 M

Third quarter revenue

Stronger performances across operations and supportive market backdrop

\$60.2 B

Assets under administration and management

Executing on our strategy to grow our wealth management business

\$45.9 M

Q3/19 pre-tax net income¹

Improved business mix is driving earnings power

\$0.28

Q3/19 diluted earnings per common share¹

Driving stronger returns for our shareholders

CANACCORD GENUITY GROUP INC.: KEY FINANCIAL MEASURES

Key Metrics	F2016	F2017	F2018	9M18	9M19
Revenue	\$787,805	\$879,546	\$1,022,877	\$700,797	\$905,759
Operating expenses ¹	\$375,986	\$362,098	\$385,656	\$276,151	\$336,436
Income before income taxes ¹	(\$6,057)	\$61,257	\$110,607	\$58,441	\$113,365
Net income (loss) ¹	(\$5,995)	\$49,196	\$81,657	\$44,345	\$90,745
Total expenses as % of revenue ¹	100.8%	93.0%	89.2%	91.7%	87.5%
Compensation ratio	64.8%	61.5%	61.2%	62.3%	59.8%
Diluted earnings (loss) per common share ¹	(\$0.21)	\$0.32	\$0.59	\$0.33	\$0.69

On track for record fiscal 2019 performance

Increasing stability across all businesses

/ Our firmwide cultural shift

We perform to our full potential in any market environment

The logo consists of the lowercase letters 'c' and 'g' in a bold, black, serif font, followed by a diagonal slash. The 'c' and 'g' are connected at the top.

Driven by your success.

- ✓ *We are partners*
- ✓ *We are entrepreneurial*
- ✓ *We are collegial*
- ✓ *We work hard*
- ✓ *We operate with integrity*
- ✓ *We are earnings focused*

/ Expanding Global Wealth Management

Positioned for margin expansion and enhanced earnings as we increase scale across wealth management

UK & Europe

London | Jersey | Guernsey || Isle of Man
Blackpool | Lancaster | Llandudno | Norwich
Nottingham | Worcester | York

- A Top 10 wealth manager in the UK by assets with significant growth opportunity
- Added execution business from C. Hoare (March, 2017)
- Added client portfolios from Duncan Lawrie in Isle of Man (March, 2017)
- Closed acquisition of Hargreave Hale Limited (September, 2017)
- Acquired McCarthy Taylor Ltd. (January, 2019)
- Further organic growth potential from domestic intermediaries and international fund managers
- Well positioned for consolidation: operational and technology platform facilitating growth and cost efficiencies
- Margin improvement through additional scale and product mix

Successfully integrating new assets

- Hargreave Hale Integration on schedule ; expected to continue through calendar 2019
- McCarthy Taylor acquisition expands Midlands presence; integration in progress

\$60.2 B

Assets under administration
and management globally

Delivering stability

Growth
will drive
earnings power

Canada

Vancouver | Toronto | Calgary | Montreal
Edmonton | Halifax | Kelowna | Kitchener
Prince George | Trail | Waterloo | Winnipeg

- Integrated distribution channel for capital markets transactions
- Added 37 advisory teams and over \$7.5 billion in client assets since 2016
- Independent platform encourages advisors to operate in ways that best fit their business and client needs
- Sophisticated investment solutions contribute to improved product mix; growing share of client assets
- Average book per advisory team increased 81% since launch of recruiting strategy in Q2/16
- Improving margins through added scale

Australia wealth management

Melbourne | Sydney | Perth

- Exceptional performance of capital markets business in the region creating opportunity to grow wealth management
- Increased ownership in Australia provides stronger foothold to explore growth opportunities for this business

/ Improve Stability

Stabilizing our business for performance in all market cycles

GLOBAL WEALTH MANAGEMENT → INCREASING PREDICTABILITY

- Recurring revenue from fee-based assets offsets inherent volatility of capital markets business
- Collaboration between wealth management and capital markets drives referrals and new revenue opportunities

UK & Europe : Top 10 wealth manager in an industry where scale matters

- Excellent model for the growth and business mix we aim to achieve in other geographies
- Less susceptible to market fluctuations; capable of delivering steady net income growth and stable profit margins throughout the cycle
- Fee-based revenue ~70%
- Fiscal YTD client assets increased 11% y/y on acquisitions and organic growth
- Expect increased economies of scale and operational leverage as synergies contribute to performance

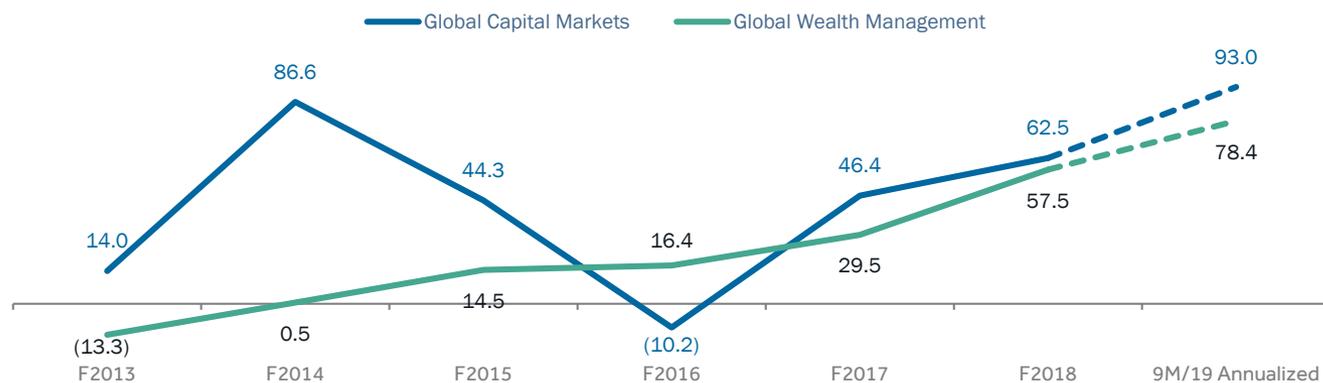
Canada: On track to become leading independent wealth manager business

- Adding new advisory teams in all regions across Canada
- Total client assets increased 26.4% y/y to \$18.3 billion
- Steadily increasing fee-based assets - discretionary AUM +39.3% y/y

GLOBAL CAPITAL MARKETS → REDUCING VOLATILITY

- Lean, focused platform where all businesses are able to contribute
- Established ancillary businesses to capture greater efficiencies from existing infrastructure
- Canada and US businesses focused on core strengths
- Seamless transition to MiFID II: focused equity research in key areas where we can differentiate and lead
- Investing in and furthering global best execution capabilities across multiple product lines
- Improving systems to provide more discipline around account coverage
- Increasing global product placement into all geographies and expanding alternative distribution avenues
- Strong focus on cross selling - increased international trading flow between US, Canada and UK desks, improving regional cross-desk flows
- Expanding trading-related businesses (options, futures, risk arbitrage, fixed income, electronic and equity driven trading accounts)
- Increasing contributions from M&A capabilities in all our key markets

Income (loss) before income taxes¹



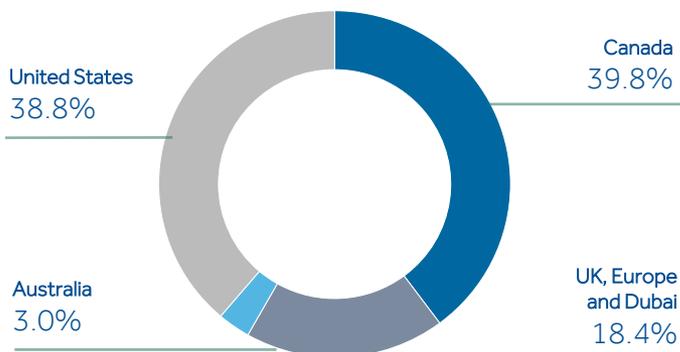
YTD
Capital Markets and
Wealth Management
contributions exceed
previous
full-year result

cg / 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.
 2. Based on management estimates including certain assumptions made in respect of allocations of taxes, non-direct costs and expenses.

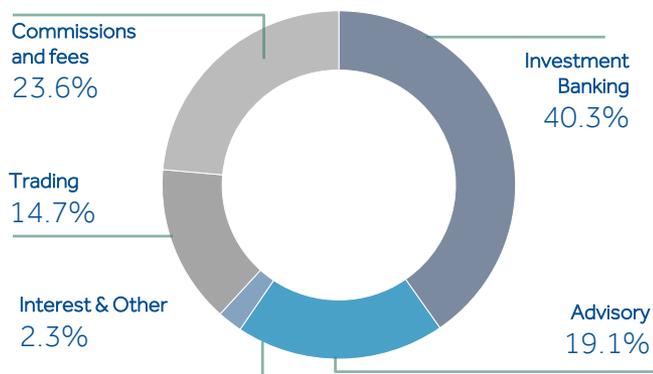
/ Remain Agile

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

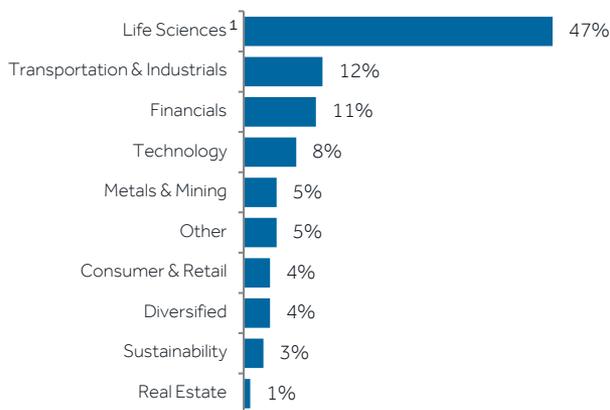
Capital markets revenues by region
Q3 2019



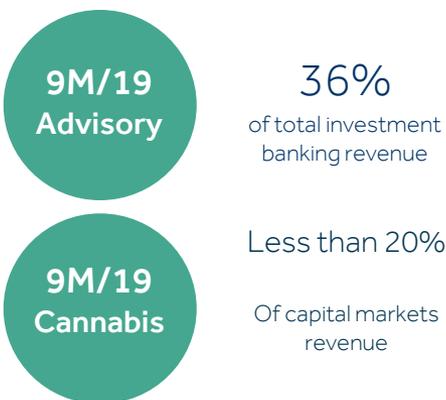
Capital markets revenues by activity
Q3 2019



Investment Banking and Advisory revenue by sector
Q3 2019



Increasing diversity of revenue streams



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 service in key growth sectors of the global economy
- Maintained significant investment in natural resource sectors
- Long term client partnerships fostered through track record of successful outcomes for growth companies - not balance sheet driven
- Added capabilities in Debt Finance & Restructuring business; able to provide strategic advice without conflict
- Globally aligned Sales, Trading and Equity Research dedicated to coverage of small and mid-cap growth opportunities

/ Dominant Mid-market Capital Markets Competitor

Leverage competitive strengths across businesses to drive stronger outcomes for clients

CANADA

- #1 ranked Canadian equity underwriter¹ for calendar 2018
- Leading independent investment dealer for IPOs over past 5 fiscal years; successfully launched two SPACs raising over \$76M
- Top independent trader²; recently completed acquisition of JitneyTrade increases margin of leadership
- Highly rated independent equity research, covering more stocks than other independents



**FIRMLY POSITIONED CANACCORD
GENUITY AS THE DOMINANT
INDEPENDENT INVESTMENT BANK**

US

- Alignment of core teams provides more intensive focus on driving profitability in Healthcare and Technology coverage
- Strengthening profitability through continued focus on book-running ECM mandates
- Growing contributions from Advisory business, up 18% y/y;
- Acquisition of Petsky Prunier strengthens higher margin advisory contributions
- 5 consecutive quarters of profitability



**TRADING, ECM, CORPORATE ACCESS
ARE ALL INTEGRAL TO OUR GLOBAL
PLATFORM**

UK, EUROPE AND DUBAI

- Strong M&A and private equity expertise
- Growth in retained corporate client base with 23 new wins during calendar 2018
- Investment Companies Team with established reputation in the UK market
- Added senior strength in Corporate Broking, Sales, Research and Advisory



**MID-MARKET STRENGTHS IN
ALIGNMENT WITH GLOBAL EFFORTS**

AUSTRALIA

- A leading investment bank in the region for small cap equities
- Increased investment to 80% improves alignment with global platform
- Diversified business covering core sectors
- Increasingly important contributor to global franchise
- Well positioned for consolidation: operational and technology platform facilitating growth and cost efficiencies
- Strengthened mid-market Energy practice



**POWERFUL MID-MARKET
COMPETITOR IN THE REGION**

/ Global operating businesses

	F2016	F2017	F2018	Q3/18	Q3/19
Wealth Management					
Canada					
Revenue	\$108,208	\$132,292	\$168,882	\$48,428	\$52,202
Pre-tax net income (loss) ¹	\$(7,490)	\$1,964	\$20,190	\$7,498	\$8,861
Pre-tax profit margin ¹	(6.9)%	1.5%	12.0%	15.5%	16.3%
UK & Europe					
Revenue	\$138,359	\$134,819	\$201,383	\$60,945	\$61,777
Pre-tax net income (loss) ¹	\$23,881	\$27,565	\$37,352	\$11,644	\$10,602
Pre-tax profit margin ¹	17.3%	20.4%	18.5%	19.1%	17.2%
Capital Markets					
Canada					
Revenue	\$131,399	\$155,411	\$216,106	\$75,278	\$83,341
Pre-tax net income (loss) ¹	\$10,273	\$24,322	\$44,348	\$21,525	\$22,799
Pre-tax profit margin ¹	7.8%	15.7%	20.5%	28.6%	27.4%
US					
Revenue	\$217,411	\$234,211	\$235,942	\$66,603	\$81,208
Pre-tax net income (loss) ¹	\$(6,794)	\$1,890	\$5,356	\$5,112	\$5,216
Pre-tax profit margin ¹	(3.1)%	0.8%	2.3%	7.7%	6.4%
UK, Europe & Dubai					
Revenue	\$145,478	\$146,812	\$128,458	\$32,222	\$38,542
Pre-tax net income (loss) ¹	\$(12,309)	\$4,643	\$(827)	\$135	\$4,244
Pre-tax profit margin ¹	(8.5)%	3.2%	(0.6)%	0.4%	11.0%
Australia²					
Revenue	\$31,138	\$59,693	\$57,022	\$22,117	\$6,296
Pre-tax net income (loss) ¹	\$1,251	\$18,116	\$14,909	\$8,379	(64)
Pre-tax profit margin ¹	4.0%	30.3%	26.1%	37.9%	(1.0)%

/ Complete alignment with Shareholders

Significant equity participation by Executives, Employees and Board of Directors



Compensation Linked to Successful Delivery of Strategic Objectives

Executive compensation has large performance-based element

- Defined and well articulated performance objectives tied to financial results, share price performance, and strategic initiatives
- A significant portion of certain senior officers' compensation will be in the form of Performance Share Units (PSUs); future payout will be conditioned on achievement of predetermined multi-year market-based and financial performance metrics
- Performance Stock Options to vest over four years and on achievement of share price hurdles
- President & CEO holds total equity interest post private placement of ~3%¹

Net Income Focus

- Compensation for senior leaders increasingly tied to net income



High Employee Ownership Supports Partnership Culture

Approximately 40% Employee Ownership²

Private Placement June, 2016

- Employees invested \$30 million in shares of our business – resale restrictions over 3 years

Long Term Incentive Plan (LTIP)

- Compensation strategy aligned with business performance; shifted performance goals from a revenue basis to a longer-term profitability basis

Employee Share Purchase Plan (ESPP)³

- Match employee share purchases on 1:1 basis

Performance Share Units

- Adopted this year
- 40% of CEO & Chairman compensation tied to relative stock performance and performance metrics



Board of Directors

- Executive Chairman holds total equity interest of 3.75%¹
- Board-related costs reduced through a number of measures, in alignment with overall cost containment initiatives
- Active effort to improve diversity at Board level

/ (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



Increasing market share across our operations



Strong balance sheet supports our capacity to invest in future growth



Management and employees are in complete alignment with shareholders

/ Analyst Coverage

Cormark Securities

Jeff Fenwick

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 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.

Acquisition of Petsky Prunier LLC

Enhancing scale and stability in our U.S. Capital Markets operations

cg

cg/

/ Acquisition of Petsky Prunier

Summary of transaction terms

Transaction	<ul style="list-style-type: none">• Canaccord Genuity Group Inc. to acquire 100% of the business of Petsky Prunier LLC• FINRA approval not required
Consideration	<ul style="list-style-type: none">• Initial consideration of \$40.0 million (US\$30.0 million) in cash and \$20 million (US\$15.0 million) in common shares of Canaccord Genuity Group Inc. to be issued over a three-year period• Additional contingent consideration of up to \$53.2 million (US\$40.0 million) will be paid in cash a four-year period• Contingent consideration will be paid over a four-year period subject to meeting certain revenue targets over that period.
Deal metrics	<ul style="list-style-type: none">• Combination creates Top 5 U.S. mid-market franchise for TMT Advisory, with ability to target #1• Transaction expected to be immediately accretive to adjusted² earnings
Synergies	<ul style="list-style-type: none">• Combined Technology practice to be known as "CG Petsky Prunier" under CG Capital Markets in the US• Full integration expected to be complete in fiscal 2020
Integration	<ul style="list-style-type: none">• Principal equity holders of Petsky Prunier LLC have entered into four-year non-compete and non-solicitation agreements• Partners and key producers aligned with multi-year commitments
Management	<ul style="list-style-type: none">• Jeff Barlow, President of U.S. Capital Markets to continue to lead combined operations• Sanjay Chadda, Partner and Managing Director of Petsky Prunier will join the management operating committee of CG's US Capital Markets business and co-lead the U.S. investment banking group and the U.S. technology practice• Player/coach culture: All group heads actively engaged on client mandates
Accounting/tax implications	<ul style="list-style-type: none">• Favourable tax consideration in an asset-based acquisition

/ CG and Petsky Prunier: Advancing our strategic objectives

Enhanced long-term value for clients and shareholders

Adds scale with limited fixed costs and increases focus on higher margin revenue sources

- Acquisition serves to improve stability by increasing earnings power through cycles
- Reduces volatility: Advisory revenue tends to be counter-cyclical to new issue and agency revenue
- Immediately accretive; Transaction expected to be accretive to adjusted¹ earnings in first year of operation

Increases capital markets focus on growing revenue contributions from higher-margin from Advisory activities

- Historical annual revenue of US\$43.0 million (C\$62.0 million) represents a pro forma increase of 150% over CG U.S. Capital Markets LTM² U.S. Advisory revenue and a pro forma increase of 45% in CG North American Advisory revenue (measured in C\$)

Leverages our existing investment in the U.S. while expanding specialist expertise in Technology and Healthcare

- Strengthens our U.S. capital markets business, one of our strongest contributors
- Increases exposure in sustainable and growing segments where CG has complementary expertise
- Broadens competitive positioning in key verticals with little to no overlap; Canaccord Genuity in the U.S. has established a strong track record for ECM activity in the Healthcare and Technology sectors
- Enhances CG Capital Markets leadership position in serving mid-market companies and investors across our platform; Existing strong Equity research, sales and trading capabilities to benefit further M&A growth

Excellent cultural fit

- High quality professionals; Partners and key bankers additive to existing sector focus
- Player/Coach culture: All group heads actively involved in client mandates

/ About Petsky Prunier

Strong expertise and relationships backed by a disciplined and focused approach

#1

M&A for
U.S. mid-market Internet &
Advertising¹

Top 10

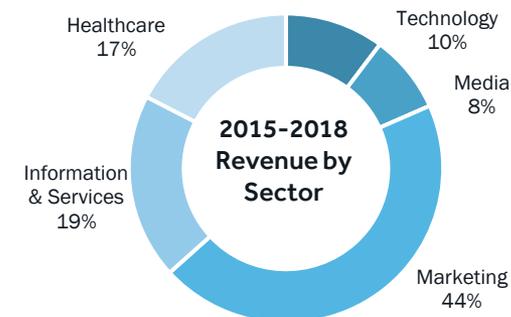
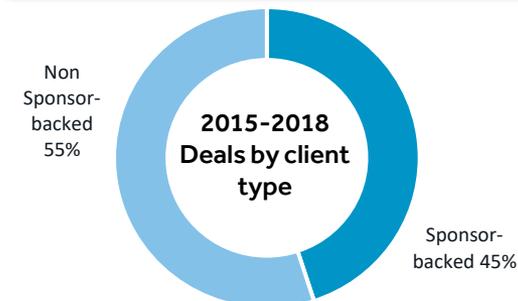
M&A for
U.S. Mid-market
TMT²

Top 15

M&A for
U.S. Mid-market Technology²

A leading specialist investment bank to the U.S. mid-market

- Boutique investment bank founded in 1999; since grown to ~50 professionals
- Disciplined focus on mid-market Technology, Media, Marketing, Information & Services and Healthcare segments
- M&A Advisory and sell-side representation capabilities across full spectrum of clients including privately-owned, entrepreneur-led, private equity/venture-backed and corporate divestitures
- Petsky Prunier completed 35 deals in 2018, more than 90 deals in the past three years (2016-2018), and more than 200 since 2011. More than 60% of transactions have been completed with a strategic buyers.
- Average revenue per transaction steadily improving; Calendar 2018 increased +10% y/y to over US\$1.0 million
- Private equity-related activities include both exclusive sell-side assignments and strategic buy-side engagements
- Strong track record of supporting corporations and private equity groups in acquisition programs
- Unparalleled network of strategic buyer and majority investor relationships
- More than 400 actively managed relationships with all types of private capital providers



/ Canaccord Genuity in the U.S.

A significant and growing contributor to our global success

U.S. Trading, Advisory, ECM and Corporate Access capabilities are integral to Canaccord Genuity's global capital markets platform

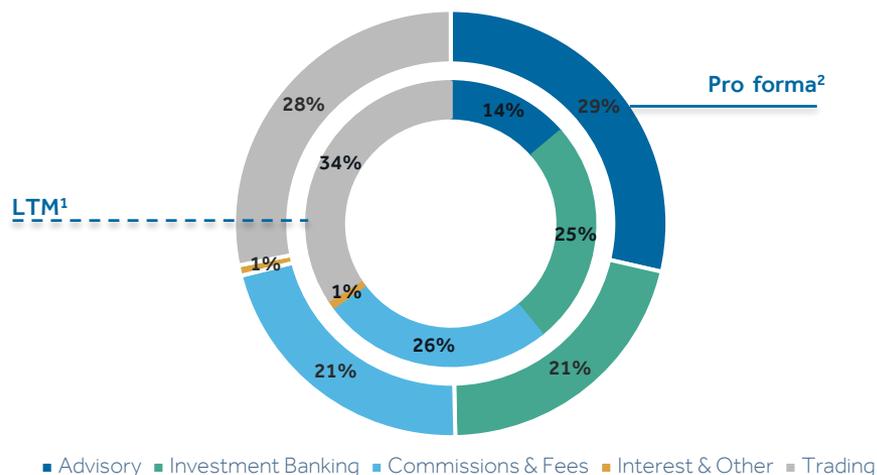
- Aligned business focused in four key sectors: Technology, Healthcare, Industrials and Consumer
- Gaining share in equities and IEG and growing revenue from specialist desks
- Strong track record of ECM activity driven by Healthcare and Technology sectors driving growth in Advisory segment
- Expanded coverage of Private Equity and Family Office advisory relationships
- Participated in 66 transactions to raise \$10.5 billion for U.S. companies in calendar 2018, 31 of which were led or bookrun
- Comprehensive equity research coverage of ~300 stocks in focus sectors

Strategic rationale for 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

Reduce reliance on Agency business | Grow contributions from Advisory

Revenue by activity - US Capital Markets



/ Significant opportunity for continued growth

Increasing our presence in a growing segment of the market

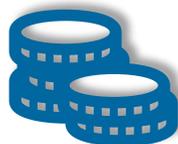
Opportunity to capture **greater share** of a **growing** segment

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

17% 12%

Growth in
U.S. Mid-market TMT ^{1,2}
Advisory mandates

Growth in
U.S. Mid-market Healthcare ^{1,2}
Advisory mandates



Fee pool for U.S. mid-market Advisory in the Technology and Healthcare sectors has grown steadily to US\$1.6 bn ^{1,2}

U.S. Mid-market ² TMT M&A

Rank	Firm	Deal Counts		
		2016	2017	2018
1	Raymond James Financial Inc	20	23	38
2	Houlihan Lokey	24	39	31
	Canaccord Genuity + Petsky Prunier	18	18	30
3	William Blair & Co	21	25	26
4	Petsky Prunier LLC	12	13	21
5	Moelis & Co	18	8	20
6	Robert W Baird & Co Inc	8	7	19
7	Jefferies LLC	10	16	17
8	JP Morgan	18	12	17
9	Evercore Partners	21	15	16
10	Duff & Phelps	10	9	16
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27	Canaccord Genuity	6	5	9

cg/ ^{1.} Number of deals with disclosed Advisor, 2016-2018. Source: Freeman Consulting Services based on data from Refinitiv
^{2.} Mid-market defined as announced deals below US\$500 million. Source: Freeman Consulting Services based on data from Refinitiv

Financial Performance

Capital Metrics, Quarterly performance, Annual performance

CG Capital Markets - Financial snapshot

CG Wealth Management – Financial snapshot

cg

cg/

/ Canaccord Genuity Group Inc.: Financial Snapshot

CANACCORD GENUITY GROUP INC.: GLOBAL MEASURES

Key Metrics	F2016	F2017	F2018	Q3/18	Q3/19
Gross Revenue	\$787,805	\$878,353	\$1,022,877	\$309,442	\$331,600
Total Expenses ¹	\$793,862	\$817,096	\$912,270	\$259,160	\$285,702
Incentive Compensation ¹	\$417,876	\$454,998	\$526,614	\$158,631	\$166,719
Operating Expenses ¹	\$375,986	\$362,098	\$385,656	\$100,529	\$118,983
Income Before Income Taxes ¹	(\$6,057)	\$61,257	\$110,607	\$50,282	\$45,898
Net Income (Loss) ¹	(\$5,995)	\$49,196	\$81,657	\$39,182	\$36,843
Compensation Ratio ¹	64.8%	61.5%	61.2%	59.8%	59.1%
Total Expenses as % of Revenue ¹	100.8%	93.0%	89.2%	83.8%	86.2%
Diluted Earnings (Loss) Per Common Share ¹	(\$0.21)	\$0.32	\$0.59	\$0.31	\$0.28

/ 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
- Closed \$133M convertible debenture offering¹ in August, 2018; provides additional capital to invest in growing global wealth management platform and other key verticals
- Strong, liquid balance sheet
- Prepared for evolving regulatory environment

(In C\$ millions, except for per share amounts and number of shares)	Q2/19 (As at September 30, 2018)	Q3/19 (As at December 31, 2018)	% Change
Working Capital	\$604.8	\$644.4	6.5%
Working Capital Per Common Share ^{2,3}	\$5.22	\$4.99	(4.6)%
Cash & Cash Equivalents	\$897.3	\$930.9	3.7%
Shareholders' Equity	\$798.1	\$839.2	5.2%
Preferred Shares	\$205.6	205.6	<i>nil.</i>
Common Shares – Issued and Outstanding	115,707,000	114,857,000	1.9%
Common Shares – Average Diluted	115,861,000	129,169,000	11.5%

/ Financial Performance

Q3 Fiscal 2019

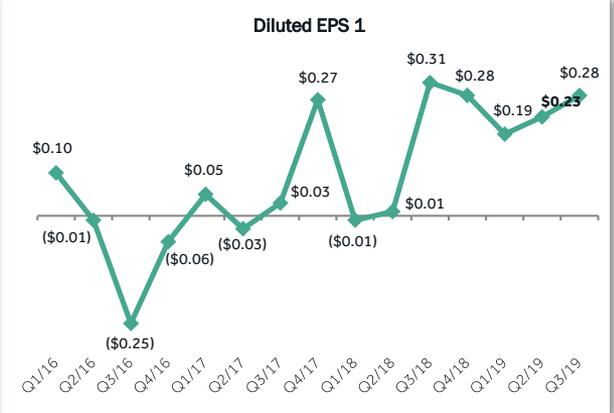
Revenue
(C\$ millions)



Net Income¹
(C\$ millions)

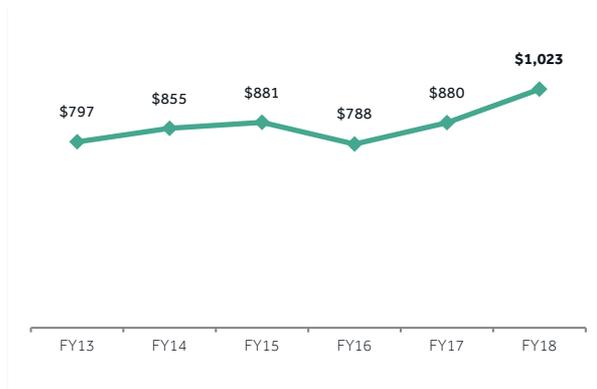


Diluted EPS¹
(C\$)



Fiscal 2013 to 2018

Revenue
(C\$ millions)



Net Income¹
(C\$ millions)



Diluted EPS¹
(C\$)



cg/ 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.

/ Canaccord Genuity Wealth Management: Financial Snapshot

Canada¹: Wealth Management

Key Metrics (C\$)	FY2018	Q3/18	Q2/19	Q3/19
Gross Revenue	\$168.9M	\$48.4 M	\$52.2 M	\$54.2M
Income (Loss) ² (after intersegment allocations and before income taxes)	\$20.2 M	\$7.5 M	\$7.7 M	\$8.9 M
Assets under Administration	\$15.6 B	\$14.5 B	\$19.7 B	\$18.3 B
Fee-related revenue ³ (as a % of total revenue)	33.5%	29.0%	33.8%	33.7%
Number of Investment Advisory Teams	142	134	150	150

UK & Europe: Wealth Management

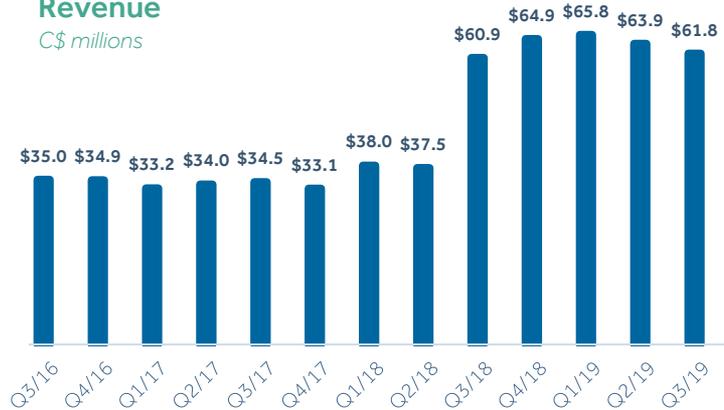
Key Metrics (C\$, unless otherwise indicated)	FY2018	Q3/18	Q2/19	Q3/19
Gross Revenue	\$201.4 M	\$ 60.9 M	\$63.9 M	\$61.8 M
Income (Loss) ² (after intersegment allocations and before income taxes)	\$37.4 M	\$ 11.6 M	\$13.0 M	\$10.6 M
Assets under Management	\$44.9 B/£24.8 B	\$43.8 B/£25.8 B	\$45.2 B/£26.9 B	\$41.2 B/£23.8 B
Fee-related revenue (as a % of total revenue)	68.5%	68.8%	73.3%	73.7%
Number of Investment Professionals & Fund Managers	188	197	193	188

cg/ 1. Includes revenue and net income from US wealth management operations
 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
 3. Fee-related revenue continues to increase, but makes up a lower percentage of total revenue during periods of increased transaction activity in our Canadian wealth management business

/ Wealth Management: UK & Europe

Revenue

C\$, millions



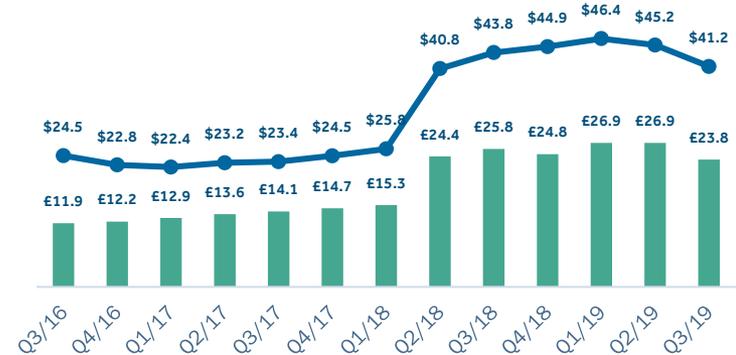
Pre-tax net income¹

C\$, millions



Client assets

C\$ and GBPE, billions



Top 10 wealth manager in an industry where scale matters

- Excellent model for the growth and business mix we aim to achieve in other geographies
- Less susceptible to market fluctuations; capable of delivering steady net income growth and stable profit margins throughout the cycle
- Fee-based revenue ~70%
- Fiscal YTD client assets increased 11% y/y on acquisitions, organic growth and market changes
- Expect increased economies of scale and operational leverage as synergies contribute to performance

/ Wealth Management: Canada

Revenue

C\$, millions



Client assets

C\$ billions



Pre-tax net income¹

C\$, millions



On track to become leading independent Canadian wealth management business

- Adding new advisory teams in all regions across Canada
- Fiscal YTD client assets increased 27% y/y despite decrease in market values
- Steadily increasing fee-based assets – YTD discretionary AUM +39.3% y/y

/ Canaccord Genuity Global Capital Markets: Financial Snapshot

CANACCORD GENUITY: GLOBAL MEASURES				
Key Metrics (C\$)	FY2018	Q3/18 ¹	Q2/19 ¹	Q3/19 ¹
Gross Revenue ^{1,2}	\$637.6 M	\$196.2 M	\$178.7 M	\$209.4 M
Income (Loss) ³ (after intersegment allocations and before income taxes)	\$62.5 M	\$34.8 M	\$24.9 M	\$31.7 M
Deals Led ⁴	178	59	50	61
Deals Participated In ⁴	455	141	84	104
Non-resource Sector Transactions	72%	81%	90%	95%


 1. Includes Australian wealth management revenue
 2. Commencing in Q3/17, the operating results of our Australian operations are disclosed separately as Canaccord Genuity – Australia, and the operating results of Canaccord Genuity (Dubai) are included as Canaccord Genuity UK, Europe & Dubai. In previous quarters, the operating results have been reported as Other Foreign Locations. Comparatives for all prior periods have been reclassified.
 3. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation
 4. Combined equity offerings of \$1.5 MM and greater