



## **CANACCORD GENUITY EXPANDS INSTITUTIONAL SECURITIES CAPABILITIES WITH THE ADDITION OF US FIXED INCOME SALES TEAM**

**NEW YORK, August 23, 2013**– Canaccord Genuity is pleased to announce a series of important hires as part of the firm’s ongoing global fixed income expansion. Steve Lobb has joined as Senior Managing Director and Head of US Fixed Income Sales, Barry Dennis has joined as Senior Managing Director and Head of US Structured Products, and Dean Larson and William Ludington have both joined as Managing Directors, US Structured Products.

“As we continue to grow and expand our platform in the US, adding high-quality fixed income sales capabilities is a natural complement to our existing portfolio of services,” said Dan Daviau, President of Canaccord Genuity Inc. (US). “This team’s expertise will be an excellent addition to our growing fixed income business in the US and the established fixed income efforts Canaccord Genuity runs in Canada and Europe.”

“I’m very pleased to welcome the team to Canaccord Genuity’s Institutional Desk,” added Mark Whaling, Head of US Securities for Canaccord Genuity Inc. “With decades of experience, the group comes to the firm with extensive institutional relationships across a number of important product areas. Additionally, the firm’s commitment to growth will enable the team to meaningfully expand our existing Hi-Yield and Investment Grade capabilities as well as add to our capabilities in new areas such as Structured Products.”

The team members will draw upon their collective experience in connection with building fixed income business units in Canada, Mexico, Europe, Asia and the US. They will be responsible for structuring and selling structured solutions across a broad spectrum of asset classes and utilizing their in-depth knowledge about rates, capital, foreign exchange, credit, CRE, commodities, insurance and specialized asset classes to enhance our service offerings to global investors and financial institutions.

Steve Lobb joins Canaccord Genuity with over 25 years of experience in the Global Fixed Income Markets across multiple product areas. Previously he served as Global Head of Credit Sales at Societe Generale, London, Head of Structured Credit at Credit Suisse New York, Global Head of Structured Credit at RBS (and prior to that, Global Head of Structured Credit Marketing at ABN Amro, London), Head of Capital Markets Europe at Scotia Capital, and Head of Global Markets at Bank of America Canada and Mexico.

Barry Dennis brings 25 years of experience to Canaccord Genuity in the Fixed Income Credit markets and recently served as a managing director and Head of Structured Products at Sterne Agee. Prior to that, he was a founding partner and member of the Management Committee at Chapdelaine Credit Partners and also spent nine years at Merrill Lynch (Managing Director, Strategic Solutions Group) where he was a senior structuring and solutions representative covering hedge funds, insurance companies and pension funds for Derivative and Structured Products.

Dean Larson brings over 20 years of experience in origination, structuring and sales of structured solutions across a broad spectrum of asset classes to global investors and financial institutions. Prior to joining Canaccord Genuity, he held senior positions with other broker dealers and global investment banks including Co-head of the Structured Products Group at Chapdelaine Credit Partners, Head of Credit Sales and Trading for Merrill Lynch Canada and structured sales representative at UBS and Deutsche Bank.

William (Wim) Ludington has over 20 years of experience distributing complex risk transfer and structured product securities to institutional investors. He joins the firm with previous experience from CapRok Capital, UBS Securities and JP Morgan.

**ABOUT CANACCORD GENUITY:**

Canaccord Genuity is the global capital markets division of Canaccord Financial Inc. (TSX: CF, LSE: CF.), offering institutional and corporate clients idea-driven investment banking, merger and acquisition, research, sales and trading services from offices in 12 countries worldwide. Our team of nearly 1,000 capital markets and advisory professionals has industry and transactional expertise in 18 key sectors of the global economy. We are committed to providing valued services to our clients throughout the entire lifecycle of their business and operating as a gold standard independent investment bank – expansive in resources and reach, but targeted in industry expertise, market focus and individual client attention. More information is available at: [www.canaccordgenuity.com](http://www.canaccordgenuity.com)

**ABOUT CANACCORD FINANCIAL INC.:**

Through its principal subsidiaries, Canaccord Financial Inc. is a leading independent, full-service financial services firm, with operations in two principal segments of the securities industry: wealth management and global capital markets. Since its establishment in 1950, Canaccord has been driven by an unwavering commitment to building lasting client relationships. We achieve this by generating value for our individual, institutional and corporate clients through comprehensive investment solutions, brokerage services and investment banking services. Canaccord has offices in 12 countries worldwide, including Wealth Management offices located in Canada, Australia, the UK and Europe. Canaccord Genuity, the Company's international capital markets division, has operations in Canada, the U.S., the U.K., France, Germany, Ireland, Italy, Hong Kong, mainland China, Singapore, Australia and Barbados.

Canaccord Financial Inc. is publicly listed on the Toronto Stock Exchange and the London Stock Exchange (TSX:CF, LSE:CF.).

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