

## Third quarter fiscal 2021 results

“Our business is performing in accordance with our stated strategy of providing a sustainable and growing earnings base from our wealth management operations, with significant upside during periods of capital markets strength. In our third fiscal quarter, we earned our strongest quarterly revenue on record and set new performance records in several businesses and verticals, entrenching our position as a leading mid-market investment bank and wealth management firm in each of our geographies. In addition to increasing our quarterly common share dividend, we have also taken steps to increase our flexibility to deploy our capital in ways that will support our continued growth and provide optimized returns for our shareholders” – Dan Daviau, President & CEO, Canaccord Genuity Group Inc.

/ Record quarterly revenue of **\$533.1 million**

/ Q3/21 diluted EPS<sup>1</sup> of **\$0.62**

/ 9M fiscal YTD diluted EPS<sup>1</sup> of **\$1.16**

/ **\$85.2 billion** in client assets

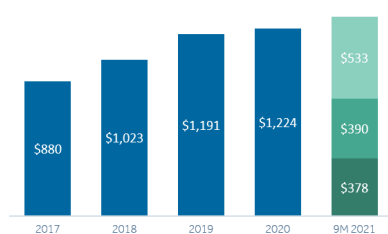
/ **2,296** employees firm wide



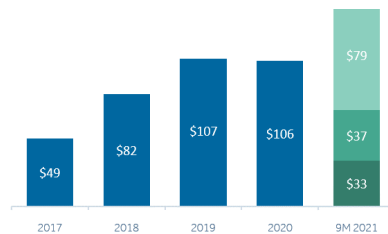
	Three months ended					Nine months ended		
	Q3/21 Dec. 31/20	Q3/20 Dec. 31/19	% change	Q2/21 Sept. 30/20	% change	Q3/21 Dec. 31/20	Q3/20 Dec. 31/19	% change
C\$ - thousands, except earnings per share								
Revenue	\$533,077	\$308,014	+73.1%	\$390,357	+36.6%	\$1,301,162	\$904,219	+43.9%
Global wealth management revenue	\$180,497	\$128,384	+40.6%	\$145,977	+23.6%	\$464,412	\$373,497	+24.3%
Global capital markets revenue	\$348,875	\$174,174	+100.3%	\$241,549	+44.4%	\$825,277	\$512,890	+60.9%
Corporate & Other revenue	\$3,705	\$5,456	-32.1%	\$2,831	+30.9%	\$11,473	\$17,832	-35.7%
Pre-tax net income - adjusted <sup>1</sup>	\$110,574	\$31,010	+256.6%	\$50,514	+118.9%	\$202,851	\$98,112	+106.8%
Net income available to common shareholders - adjusted <sup>1</sup>	\$75,160	\$27,619	+172.1%	\$32,982	+127.9%	\$137,207	\$77,349	+77.4%
Earnings per diluted common share - adjusted <sup>1</sup>	\$0.62	\$0.23	+169.6%	\$0.28	+121.4%	\$1.16	\$0.64	+81.3%
Compensation ratio	61.7%	60.6%	+1.1p.p	64.2%	-2.5p.p	64.0%	59.6%	+4.4p.p
Non-compensation expense ratio <sup>1</sup>	17.6%	29.3%	-11.7p.p	22.8%	-5.2p.p	20.4%	29.5%	-9.1p.p
Pre-tax profit margin <sup>1</sup>	20.7%	10.1%	+10.6p.p	12.9%	+7.8p.p	15.6%	10.9%	+4.7p.p

## Key financial measures: Fiscal years ended March 31; Q3 and nine months ended December 31

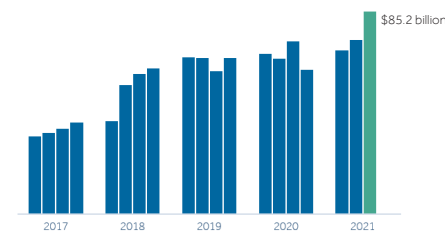
Revenue - C\$ millions



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



Total client assets - C\$ billions



### Notable corporate developments in Q3/21:

**January 18, 2021:** The Company announced its intention to seek approval from each of the holders of its 6.25% convertible unsecured senior subordinated debentures (“Debentures”) to make certain amendments to the indenture governing the Debentures. The proposed amendments include the addition of a right of the Company to redeem, at its option and from time to time, between April 1, 2021 and October 31, 2021, any or all of the outstanding Debentures for specified consideration plus any accrued and unpaid interest. The proposed amendments also suspend the Debentures holders’ right to convert their Debentures into common shares, at the current exercise price of \$10.00, until November 1, 2021. The proposed amendments are subject to the approval of the Debenture holders, the TSX and Computershare Trust of Canada, as Debenture trustee (as applicable). Unless the Company obtains written consents from holders of at least two-thirds of the principal amount of the Debentures outstanding, consent will be sought at a special meeting of the Debenture holders expected to be held on February 22, 2021.

**February 3, 2021:** The Company announced that HPS Investment Partners, LLC, on behalf of investment funds it manages, has agreed to invest in the Company’s Wealth Management business in the UK and Crown Dependencies. The net cash proceeds from the investment of approximately £120 million (C\$210 million) will be distributed by CGWM UK to the Company and used by the Company for corporate purposes to optimize shareholder value.

1. These figures exclude significant items. Figures excluding significant items are non-IFRS measures and should be read in conjunction with IFRS measures. Refer to Non-IFRS Measures in the Q3/21 MD&A and the reconciliation of net income as determined under IFRS to adjusted net income, which excludes significant items, as described and available at [www.canaccordgenuity.com/investor-relations](http://www.canaccordgenuity.com/investor-relations).

2. Net income before non-controlling interests and preferred share dividends

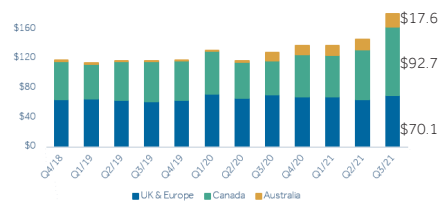
## Core operating businesses



For the third fiscal quarter, our global wealth management businesses earned revenue of \$180.5 million, a year-over-year increase of 40.6%. Excluding significant items, the pre-tax net income<sup>1</sup> contribution from this segment increased 110.3% year-over-year to \$39.2 million.

Globally, total client assets amounted to a record \$85.2 billion at December 31, 2020, an increase of 16.1% sequentially and 17.1% year-over-year. Our wealth management businesses have continued to demonstrate stability of earnings and are increasingly contributing a greater share of our profitability.

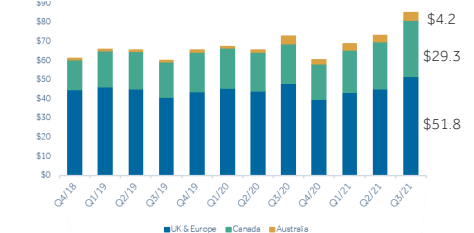
Revenue by region  
C\$ millions, fiscal quarters



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



Client assets  
C\$ billions, fiscal quarters

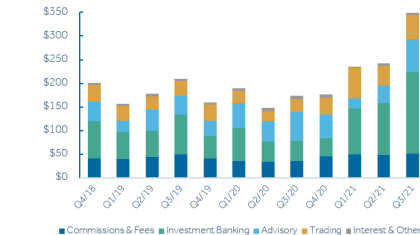


Our strategic focus for our global capital markets businesses has centred on establishing mid-market leadership in our core focus sectors, while we deepen our client offering to diversify our revenue streams and enhance our earnings stability through market cycles.

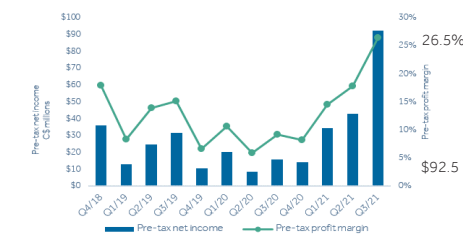
Globally, Canaccord Genuity Capital Markets earned record revenue of \$348.9 million for the third fiscal quarter, an increase of 100.3% year-over-year. Record investment banking and advisory fees revenue were \$171.9 million and \$70.7 million respectively. Excluding significant items, this segment contributed pre-tax net income<sup>1</sup> of \$92.5 million for the three month period.

During the nine months ended December 31, 2020, Canaccord Genuity participated in 475 transactions, raising gross proceeds of C\$54.6 billion for growth companies.

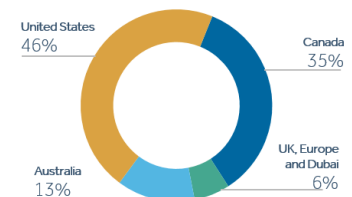
Revenue by activity  
C\$ millions, fiscal quarters



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



Capital markets revenue by region  
Q3 2021



Analyst coverage: Jeff Fenwick, Cormark Securities | Rob Goff, Echelon Wealth | Graham Ryding, TD Securities

### ABOUT CANACCORD GENUITY GROUP INC.

Through its principal subsidiaries, Canaccord Genuity Group Inc. (the Company) is a leading, full-service financial services firm, with operations in two principal segments of the securities industry: wealth management and capital markets. Since its establishment in 1950, the Company 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. The Company has wealth management offices located in Canada, the UK, Guernsey, Jersey, the Isle of Man and Australia. The Company's international capital markets division operates in North America, UK & Europe, Asia, Australia and the Middle East. We are driven by your success.

Investor and media relations: Christina Marinoff, Vice President, Investor Relations & Communications

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