

# Canaccord Capital Inc.

## Supplementary Financial Information

1st Quarter 2006

For the period ended June 30, 2005

(Unaudited and in Canadian dollars)

## Investor Relations & Communications Department

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### Advisory note:

This document is not audited and should be read in conjunction with the Q1/06 Quarterly Report to Shareholders (unaudited) dated August 5, 2005, and the Annual Report dated June 27, 2005. Canaccord's fiscal year end is defined as March 31st of each year. Canaccord's fiscal first quarter 2006 ended June 30, 2005 is also referred to as Q1/06 in the following disclosure.

#### Non-GAAP measures:

Certain non-GAAP measures are utilized by the Company as measures of financial performance. Non-GAAP measures do not have any standardized meaning prescribed by GAAP and are therefore unlikely to be comparable to similar measures presented by other companies. Non-GAAP measures included are: capital employed, return on average capital employed (ROCE), return on average common equity (ROE), assets under administration (AUA), assets under management (AUM), compensation expenses as % of revenue, non-compensation expenses as % of revenue, dividend yield, dividend payout ratio, total shareholder return, pre-tax profit margin, price to earnings multiple (P/E), and price to book ratio (P/B).

Please note that percentage variances greater than one hundred percent (positive and negative) have been presented as "+100%" and "-100%" respectively.

## Currency:

Unless otherwise specified, all currencies are in Canadian dollars.



#### Financial highlights

| _   |         |                  |           |                  |           |           |                  |                  |           |              |          |          |          |          |           |           |
|---|---------|------------------|-----------|------------------|-----------|-----------|------------------|------------------|-----------|--------------|----------|----------|----------|----------|-----------|-----------|
| (Unaudited, for the period ended)                             |         |                  |           |                  |           |           |                  |                  |           | Q1/06 vs.    |          |          |          |          |           |           |
| (in thousands of dollars) (1)                                 | Q1/04   | Q2/04            | Q3/04     | Q4/04            | Q1/05     | Q2/05     | Q3/05            | Q4/05            | Q1/06     | Increase (de | crease)  | FY01     | FY02     | FY03     | FY04      | FY05      |
| · · · ·   |         |                  |           |                  |           |           |                  |                  |           |              |          |          |          |          |           |           |
| Financial results   | 54 400  | 04 400           | 440.000   | 450.007          | 00 505    | 05.004    | 400.000          | 4.40.000         | 00.047    | 40.450       | 00.00/   | 040 700  | 470 400  | 400.000  | 400 457   | 400 770   |
| Revenue   | 51,428  | 81,403           | 118,639   | 150,687          | 80,565    | 85,601    | 123,683          | 142,929          | 99,017    | 18,452       | 22.9%    | 218,769  | 170,433  | 199,206  | 402,157   | 432,778   |
| Expenses  | 51,862  | 67,652           | 100,609   | 119,477          | 68,094    | 75,332    | 99,094           | 117,502          | 83,587    | 15,493       | 22.8%    | 216,352  | 199,528  | 204,744  | 339,600   | 360,022   |
| Income taxes  | (3)     | 5,150            | 6,763     | 10,218           | 4,065     | 4,146     | 7,846            | 8,120            | 4,352     | 287          | 7.1%     | (901)    | (11,015) | (485)    | 22,128    | 24,177    |
| Net income (loss)   | (431)   | 8,601            | 11,267    | 20,992           | 8,406     | 6,123     | 16,743           | 17,307           | 11,078    | 2,672        | 31.8%    | 3,318    | (18,080) | (5,053)  | 40,429    | 48,579    |
| Segmented disclosure  |         |                  |           |                  |           |           |                  |                  |           |              |          |          |          |          |           |           |
| =   |         |                  |           |                  |           |           |                  |                  |           |              |          |          |          |          |           |           |
| Income (loss) before income taxes                             | 6,080   | 40.044           | 15,509    | 00.545           | 10,038    | 9.814     | 44470            | 40.044           | 8.610     | (1,428)      | -14.2%   | 44,206   | 8,982    | 14,634   | 57,345    | 50,672    |
| Private Client Services Global Capital Markets                | 2,682   | 13,241<br>14,031 | 17,585    | 22,515<br>22,970 | 13,046    | 11,201    | 14,176<br>21,310 | 16,644<br>20,362 | 14,993    | 1,947        | 14.2%    | 2,187    | (3,940)  | 7,008    | 57,345    | 65,919    |
| Other   |         |                  |           |                  |           |           | (10,897)         | (11,579)         | (8,173)   |              | 23.0%    | (43,976) | (34,137) |          | (52,056)  |           |
| Other   | (9,196) | (13,521)         | (15,064)  | (14,275)         | (10,613)  | (10,746)  | (10,697)         | (11,579)         | (0,173)   | 2,440        | 23.0%    | (43,976) | (34,137) | (27,180) | (52,056)  | (43,835)  |
| Balance sheet information                                     |         |                  |           |                  |           |           |                  |                  |           |              |          |          |          |          |           |           |
| Total assets  | 849,736 | 1,039,134        | 1,104,713 | 1,508,366        | 1,514,140 | 1,529,947 | 1,217,620        | 1,638,165        | 1,323,153 | (190,987)    | -12.6%   | 512,303  | 783,221  | 830,737  | 1,508,366 | 1,638,165 |
| Total liabilities (2)   | 798,424 | 980,540          | 1,030,983 | 1,409,679        | 1,316,432 | 1,330,455 | 1,003,240        | 1,415,954        | 1,096,495 | (219,937)    | -16.7%   | 445,803  | 732,964  | 778,034  | 1,409,679 | 1,415,954 |
|   |         |                  |           |                  |           |           |                  |                  |           |              |          |          |          |          |           |           |
| Total shareholders' equity (2)                                | 51,312  | 58,594           | 73,730    | 98,687           | 197,708   | 199,492   | 214,380          | 222,211          | 226,658   | 28,950       | 14.6%    | 66,500   | 50,257   | 52,703   | 98,687    | 222,211   |
| Off balance sheet information                                 |         |                  |           |                  |           |           |                  |                  |           |              |          |          |          |          |           |           |
| Assets under mgmt. (\$ millions)                              | 130     | 135              | 205       | 237              | 274       | 301       | 344              | 380              | 410       | 136          | 49.6%    | 18       | 51       | 104      | 237       | 380       |
| Assets under admin. (\$ millions)                             | 5,577   | 6.232            | 7.049     | 8.292            | 8.244     | 8.678     | 8,998            | 9,967            | 9,954     | 1,710        | 20.7%    | 4,428    | 4.978    | 5,037    | 8.292     | 9,967     |
| / looste ander dammi. (\$ /////////////////////////////////// | 0,011   | 0,202            | 1,010     | 0,202            | 0,2       | 0,070     | 0,000            | 0,001            | 0,001     | 1,,          | 20.1 70  | 1,120    | 1,070    | 0,00.    | 0,202     | 0,007     |
| Common share information                                      |         |                  |           |                  |           |           |                  |                  |           |              |          |          |          |          |           |           |
| Per share (\$)  |         |                  |           |                  |           |           |                  |                  |           |              |          |          |          |          |           |           |
| Basic earnings (loss)   | (0.02)  | 0.31             | 0.40      | 0.74             | 0.28      | 0.14      | 0.37             | 0.38             | 0.24      | (0.04)       | -14.3%   | 0.14     | (0.71)   | (0.18)   | 1.43      | 1.17      |
| Fully diluted earnings (loss)                                 | (0.02)  | 0.24             | 0.32      | 0.58             | 0.23      | 0.13      | 0.36             | 0.38             | 0.24      | 0.01         | 4.3%     | 0.14     | (0.71)   | (0.18)   | 1.12      | 1.11      |
| Book value per diluted share (3)                              | 1.76    | 1.56             | 1.94      | 2.59             | 4.29      | 4.42      | 4.65             | 4.82             | 4.91      | 0.62         | 14.5%    | n.m.     | n.m.     | 1.84     | 2.59      | 4.82      |
| Book value per allated eriale                                 | 0       | 1.00             |           | 2.00             | 20        |           | 1.00             |                  |           | 0.02         | 1 1.0 70 |          |          | 1.01     | 2.00      |           |
| Share price (\$)  |         |                  |           |                  |           |           |                  |                  |           |              |          |          |          |          |           |           |
| High  | -       | -                | -         | -                | 11.10     | 10.80     | 9.75             | 10.98            | 10.65     | (0.45)       | -4.1%    | -        | -        | -        | -         | 11.10     |
| Low   | -       | -                | -         | -                | 10.66     | 7.96      | 8.43             | 8.75             | 9.00      | (1.66)       | -15.6%   | -        | -        | -        | -         | 7.96      |
| Close   | -       | -                | -         | -                | 10.74     | 8.60      | 9.19             | 10.48            | 9.15      | (1.59)       | -14.8%   | -        | -        | -        | -         | 10.48     |
|   |         |                  |           |                  |           |           |                  |                  |           |              |          |          |          |          |           |           |
| Shares outstanding (thousands)                                |         |                  |           |                  |           |           |                  |                  |           |              |          |          |          |          |           |           |
| Basic   | 28,595  | 27,762           | 28,887    | 29,983           | 45,165    | 45,305    | 45,416           | 45,413           | 45,413    | 248          | 0.5%     | n.m.     | n.m.     | 27,956   | 29,983    | 45,413    |
| Diluted   | 28,595  | 36,852           | 37,587    | 38,089           | 46,129    | 46,129    | 46,129           | 46,129           | 46,116    | (13)         | 0.0%     | n.m.     | n.m.     | 28,589   | 38,089    | 46,129    |
| Average basic   | 27,951  | 28,043           | 28,154    | 29,043           | 30,292    | 45,305    | 45,388           | 45,353           | 45,426    | 15,134       | 50.0%    | 24,040   | 25,389   | 27,805   | 28,298    | 41,635    |
| Average diluted   | 27,951  | 37,053           | 37,134    | 37,524           | 38,467    | 46,095    | 46,101           | 46,069           | 46,129    | 7,662        | 19.9%    | 24,040   | 25,389   | 27,805   | 37,096    | 44,188    |
| Market capitalization (thousands)                             | n.m.    | n.m.             | n.m.      | n.m.             | 495,425   | 396,709   | 423,926          | 483,435          | 421,961   | (73,464)     | -14.8%   | n.m.     | n.m.     | n.m.     | n.m.      | 483,435   |
| Financial managemen   |         |                  |           |                  |           |           |                  |                  |           |              |          |          |          |          |           |           |
| Financial measures  | 46.00/  | 48.7%            | 58.9%     | 56.8%            | 43.6%     | 49.9%     | 52.9%            | 54.0%            | 49.1%     | 5.5%         |          | 46.0%    | 46.0%    | 46.5%    | 54.4%     | 50.9%     |
| Incentive compensation as % of revenue                        | 46.0%   |                  |           |                  |           |           |                  |                  |           |              |          | 1        |          |          |           |           |
| Total compensation exp. as % of revenue (4)                   | 63.3%   | 59.0%            | 66.7%     | 63.9%            | 57.5%     | 62.1%     | 61.8%            | 63.2%            | 58.5%     | 1.0%         |          | 61.8%    | 64.9%    | 64.4%    | 63.6%     | 61.5%     |
| Non-compensation exp. as % of revenue                         | 37.5%   | 24.1%            | 18.1%     | 15.4%            | 27.0%     | 25.9%     | 18.3%            | 19.0%            | 25.9%     | -1.1%        |          | 37.1%    | 52.2%    | 38.4%    | 20.8%     | 21.7%     |
| Total expenses as % of revenue                                | 100.8%  | 83.1%            | 84.8%     | 79.3%            | 84.5%     | 88.0%     | 80.1%            | 82.2%            | 84.4%     | -0.1%        |          | 98.9%    | 117.1%   | 102.8%   | 84.4%     | 83.2%     |
| Pre-tax profit margin   | -0.8%   | 16.9%            | 15.2%     | 20.7%            | 15.5%     | 12.0%     | 19.9%            | 17.8%            | 15.6%     | 0.1%         |          | 1.1%     | -17.1%   | -2.8%    | 15.6%     | 16.8%     |
| Dividends per share   | -       | -                | -         | -                | 0.05      | 0.05      | 0.05             | 0.11             | 0.06      | 0.01         | 20.00%   | -        | -        | -        | -         | 0.26      |
| Special distributions per share (5)                           | -       | -                | -         | -                | -         | -         | 0.15             | -                | -         | n.m.         | n.m.     | -        | -        | -        | -         | 0.15      |
| Dividend yield (closing share price) (5)                      | -       | -                | -         | -                | 1.9%      | 2.3%      | 2.2%             | 4.2%             | 2.6%      | 0.7%         |          | -        | -        | -        | -         | 2.5%      |
| Dividend payout ratio (5)                                     | -       | -                | -         | -                | 27.4%     | 37.6%     | 13.8%            | 29.3%            | 25.0%     | -2.4%        |          | -        | -        | -        | -         | 24.7%     |
| Total shareholder return (6)                                  | -       | -                | -         | -                | 4.8%      | -19.4%    | 7.5%             | 16.3%            | -11.7%    | -16.5%       |          | -        | -        | -        | -         | 5.5%      |
| Annualized ROE / ROCE   | -2.4%   | 44.9%            | 51.4%     | 79.1%            | 19.3%     | 7.3%      | 32.1%            | 32.2%            | 19.8%     | 0.5%         |          | 5.1%     | -28.3%   | -7.5%    | 43.5%     | 24.5%     |
| Price to earnings multiple (7)                                | -       | -                | -         | -                | 7.8       | 6.8       | 7.1              | 9.5              | 8.2       | 0.4          | 5.2%     | -        | -        | -        | -         | 9.5       |
| Price to book ratio (8)                                       | -       | -                | -         | -                | 2.5       | 2.0       | 2.0              | 2.2              | 1.9       | (0.7)        | -25.9%   | -        | -        | -        | -         | 2.2       |
| a managinatul   |         |                  |           |                  |           |           |                  |                  |           |              |          |          |          |          |           |           |

n.m.: not meaningful

<sup>(1)</sup> Financial results are expressed in C\$ thousands, except for assets under management, assets under administration, common share information, and financial ratios.

<sup>(2)</sup> As discussed in Note 1 of the fiscal 2005 Annual Report, the Company adopted the requirements of CICA Handbook Section 1100 in which convertible debentures and subordinated debt are classified as liabilities. These consolidated financial statements have been adjusted to reflect the reclassification of these items as liabilities from the capital section of the balance sheet.

<sup>(3)</sup> Book value per diluted share is calculated as total shareholders' equity less redeemable preferred shares divided by the number of fully diluted shares outstanding.

<sup>(4)</sup> Total compensation expenses include incentive compensation and salaries and benefits, but excludes hiring incentives and development group salary and benefits, which are included in development costs. The change in compensation payout partially reflects the implementation of a new flat payout structure for Global Capital Markets, which will effectively reduce the overall company compensation expense ratio across the full year.

<sup>(5)</sup> Special distributions per share are not included in the dividend yield and dividend payout calculations.

<sup>(6)</sup> Total shareholder return is calculated as the change in share price plus dividends and special distributions paid in the current period as a percentage of the prior period's closing share price, assuming reinvestment of all dividends.

<sup>(7)</sup> The price to earnings multiple is calculated based on the end of period share price and 12-month trailing diluted EPS.

<sup>(8)</sup> The price to book ratio is calculated based on the end of period share price and basic book value per share.



### Canaccord group of companies

#### Condensed consolidated statement of operations

| (Unaudited, for the period ended)           |        |        |         |         |        |        |         |         |         | Q1/06 vs.    | Q1/05    |         |          |         |         |         |
|---|--------|--------|---------|---------|--------|--------|---------|---------|---------|--------------|----------|---------|----------|---------|---------|---------|
| (in thousands of dollars) (1)               | Q1/04  | Q2/04  | Q3/04   | Q4/04   | Q1/05  | Q2/05  | Q3/05   | Q4/05   | Q1/06   | Increase (de |          | FY01    | FY02     | FY03    | FY04    | FY05    |
| Revenue                                     | Q 1/04 | Q2/04  | Q3/04   | Q-7/0-7 | Q 1703 | Q2/03  | Q3/03   | Q+/03   | Q 1700  | increase (de | circase) | 1101    | 1102     | 1103    | 1104    | 1103    |
| Private Client Services                     | 27,632 | 39.144 | 48.540  | 60.667  | 38,322 | 36.499 | 46,964  | 56.391  | 39.630  | 1,308        | 3.4%     | 140.251 | 90.534   | 97.784  | 175.983 | 178,176 |
| Global Capital Markets                      | 20,817 | 39,001 | 66,515  | 85,425  | 39,171 | 46,671 | 72,368  | 81,444  | 54,457  | 15,286       | 39.0%    | 66,288  | 72,264   | 91,629  | 211,758 | 239,654 |
| Other                                       | 2,979  | 3,258  | 3,584   | 4,595   | 3,072  | 2,431  | 4,351   | 5,094   | 4,930   | 1,858        | 60.5%    | 12,230  | 7,635    | 9,793   | 14,416  | 14,948  |
|   | 51,428 | 81,403 | 118,639 | 150,687 | 80,565 | 85,601 | 123,683 | 142,929 | 99,017  | 18,452       | 22.9%    | 218,769 | 170,433  | 199,206 | 402,157 | 432,778 |
| Expenses                                    |        |        |         |         |        |        |         |         |         |              |          |         |          |         |         |         |
| Incentive compensation (2)                  | 23,674 | 39,669 | 69,927  | 85,532  | 35,093 | 42,721 | 65,449  | 77,191  | 48,650  | 13,557       | 38.6%    | 100,727 | 78,428   | 92,594  | 218,802 | 220,454 |
| Salaries and benefits                       | 8,901  | 8,338  | 9,181   | 10,773  | 11,214 | 10,414 | 10,957  | 13,130  | 9,226   | (1,988)      | -17.7%   | 34,418  | 32,147   | 35,661  | 37,193  | 45,715  |
| Trading costs                               | 3,544  | 3,808  | 4,666   | 5,292   | 4,453  | 3,540  | 4,377   | 4,493   | 4,312   | (141)        | -3.2%    | 13,745  | 9,621    | 15,343  | 17,310  | 16,863  |
| Premises and equipment                      | 3,007  | 3,117  | 3,184   | 3,709   | 3,029  | 2,920  | 2,875   | 3,025   | 3,626   | 597          | 19.7%    | 13,274  | 12,616   | 12,089  | 13,017  | 11,849  |
| Communication and technology                | 3,158  | 3,072  | 3,114   | 2,946   | 3,221  | 3,573  | 3,524   | 3,719   | 3,690   | 469          | 14.6%    | 12,178  | 11,650   | 12,984  | 12,290  | 14,037  |
| Interest                                    | 869    | 938    | 1,019   | 1,168   | 2,273  | 1,436  | 1,990   | 2,125   | 2,491   | 218          | 9.6%     | 6,551   | 4,116    | 3,239   | 3,994   | 7,824   |
| General and administrative (3)              | 5,604  | 5,927  | 6,433   | 6,910   | 6,044  | 8,013  | 7,248   | 10,866  | 10,016  | 3,972        | 65.7%    | 24,534  | 18,175   | 20,555  | 24,874  | 32,171  |
| Amortization                                | 912    | 875    | 1,027   | 751     | 692    | 739    | 802     | 952     | 1,118   | 426          | 61.6%    | 2,794   | 3,982    | 3,898   | 3,565   | 3,185   |
| Development costs                           | 1,831  | 1,955  | 2,058   | 2,396   | 2,075  | 1,976  | 1,872   | 2,001   | 2,091   | 16           | 0.8%     | 4,770   | 4,443    | 4,137   | 8,240   | 7,924   |
| Restructuring and other costs               | 362    | (47)   | -       | -       | -      | -      | -       | -       | -       | -            | -        | 1,906   | 22,753   | 8,505   | 315     | -       |
| Discretionary payouts                       | -      | -      | -       | -       | -      | -      | -       | -       | -       | -            | -        | 5,920   | 1,597    | -       | -       | -       |
| Gain on disposal of invts & claims          | -      | -      | -       | -       | -      | -      | -       | -       | (1,633) | (1,633)      | -        | (4,465) | -        | (4,261) | -       | -       |
|   | 51,862 | 67,652 | 100,609 | 119,477 | 68,094 | 75,332 | 99,094  | 117,502 | 83,587  | 15,493       | 22.8%    | 216,352 | 199,528  | 204,744 | 339,600 | 360,022 |
| Income (loss) before income taxes           | (434)  | 13,751 | 18,030  | 31,210  | 12,471 | 10,269 | 24,589  | 25,427  | 15,430  | 2,959        | 23.7%    | 2,417   | (29,095) | (5,538) | 62,557  | 72,756  |
| Income taxes                                | (3)    | 5,150  | 6,763   | 10,218  | 4,065  | 4,146  | 7,846   | 8,120   | 4,352   | 287          | 7.1%     | (901)   | (11,015) | (485)   | 22,128  | 24,177  |
| Net income (loss)                           | (431)  | 8,601  | 11,267  | 20,992  | 8,406  | 6,123  | 16,743  | 17,307  | 11,078  | 2,672        | 31.8%    | 3,318   | (18,080) | (5,053) | 40,429  | 48,579  |
| Net moome (1888)                            | (401)  | 0,001  | 11,207  | 20,002  | 0,400  | 0,120  | 10,140  | 17,007  | 11,070  | 2,012        | 01.070   | 0,010   | (10,000) | (0,000) | 10,120  | 40,010  |
|   |        |        |         |         |        |        |         |         |         |              |          |         |          |         |         |         |
| Incentive compensation as % of revenue      | 46.0%  | 48.7%  | 58.9%   | 56.8%   | 43.6%  | 49.9%  | 52.9%   | 54.0%   | 49.1%   | 5.5%         |          | 46.0%   | 46.0%    | 46.5%   | 54.4%   | 50.9%   |
| Total compensation exp. as % of revenue (4) | 63.3%  | 59.0%  | 66.7%   | 63.9%   | 57.5%  | 62.1%  | 61.8%   | 63.2%   | 58.5%   | 1.0%         |          | 61.8%   | 64.9%    | 64.4%   | 63.6%   |         |
| Non-compensation exp. as % of revenue       | 37.5%  | 24.1%  | 18.1%   | 15.4%   | 27.0%  | 25.9%  | 18.3%   | 19.0%   | 25.9%   | -1.1%        |          | 37.1%   | 52.2%    | 38.4%   | 20.8%   |         |
| Total expenses as % of revenue              | 100.8% | 83.1%  | 84.8%   | 79.3%   | 84.5%  | 88.0%  | 80.1%   | 82.2%   | 84.4%   | -0.1%        |          | 98.9%   | 117.1%   | 102.8%  | 84.4%   | 83.2%   |
| Pre-tax profit margin                       | -0.8%  | 16.9%  | 15.2%   | 20.7%   | 15.5%  | 12.0%  | 19.9%   | 17.8%   | 15.6%   | 0.1%         |          | 1.1%    | -17.1%   | -2.8%   | 15.6%   | 16.8%   |
| Effective tax rate                          | 0.7%   | 37.5%  | 37.5%   | 32.7%   | 32.6%  | 40.4%  | 31.9%   | 31.9%   | 28.2%   | -4.4%        |          | 37.3%   | 37.9%    | 8.8%    | 35.4%   | 33.2%   |
| Basic earnings (loss) per share             | (0.02) | 0.31   | 0.40    | 0.74    | 0.28   | 0.14   | 0.37    | 0.38    | 0.24    | (0.04)       | -14.3%   | 0.14    | (0.71)   | (0.18)  | 1.43    | 1.17    |
| Fully diluted earnings (loss) per share     | (0.02) | 0.24   | 0.32    | 0.58    | 0.23   | 0.13   | 0.36    | 0.38    | 0.24    | 0.01         | 4.3%     | 0.14    | (0.71)   | (0.18)  | 1.12    | 1.11    |
| Book value per diluted share                | 1.76   | 1.56   | 1.94    | 2.59    | 4.29   | 4.42   | 4.65    | 4.82    | 4.91    | 0.62         | 14.5%    | n.m.    | n.m.     | 1.84    | 2.59    | 4.82    |
| Dividends per share                         | -      | -      | -       | -       | 0.05   | 0.05   | 0.05    | 0.11    | 0.06    | 0.01         | 20.0%    | -       | -        | -       | -       | 0.26    |
| Special distributions per share (5)         | -      | -      | -       | -       | -      | -      | 0.15    | -       | -       | n.m.         | n.m.     | -       | -        | -       | -       | 0.15    |
| Dividend yield (closing share price) (5)    | -      | -      | -       | -       | 1.9%   | 2.3%   | 2.2%    | 4.2%    | 2.6%    | 0.7%         |          | -       | -        | -       | -       | 2.5%    |
| Dividend payout ratio (5)                   | -      | -      | -       | -       | 27.4%  | 37.6%  | 13.8%   | 29.3%   | 25.0%   | -2.4%        |          | -       | -        | -       | -       | 24.7%   |
| Total shareholder return (6)                | _      | _      | _       | _       | 4.8%   | -19.4% | 7.5%    | 16.3%   | -11.7%  | -16.5%       |          | -       | _        | -       | _       | 5.5%    |
| Annualized ROE / ROCE                       | -2.4%  | 44.9%  | 51.4%   | 79.1%   | 19.3%  | 7.3%   | 32.1%   | 32.2%   | 19.8%   | 0.5%         |          | 5.1%    | -28.3%   | -7.5%   | 43.5%   |         |
| Price to earnings multiple                  | -      | -      | -       | -       | 7.8    | 6.8    | 7.1     | 9.5     | 8.2     | 0.4          | 5.2%     | -       | -        | -       | -       | 9.5     |
| Price to book ratio                         | -      | -      | -       | -       | 2.5    | 2.0    | 2.0     | 2.2     | 1.9     | (0.7)        | -25.9%   | -       | -        | -       | -       | 2.2     |
|   |        |        |         |         |        |        |         |         |         |              |          |         |          |         |         |         |

<sup>(1)</sup> Financial results are expressed in C\$ thousands, except for common share information and financial ratios.

<sup>(2)</sup> Incentive compensation includes National Health Insurance tax applicable to the UK and is based on a percentage of incentive compensation payout. Refer to the UK statement of operations for further details (page 7).

<sup>(3)</sup> Q1/05 figures are reclassified to reflect the reclassification of promotion and travel expenses in Global Capital Market from incentive compensation to general and administrative.

<sup>(4)</sup> Total compensation expenses include incentive compensation and salaries and benefits, but excludes hiring incentives and development group salary and benefits, which are included in development costs. The change in compensation payout partially reflects the implementation of a new flat payout structure for Global Capital Markets, which will effectively reduce the overall company compensation expense ratio across the full year.

<sup>(5)</sup> Special distributions per share are not included in the dividend yield and dividend payout calculations.

<sup>(6)</sup> Total shareholder return is calculated as the change in share price plus dividends and special distributions paid in the current period as a percentage of the prior period's closing share price, assuming reinvestment of all dividends.



# Private Client Services Condensed statement of operations

| (Unaudited, for the period ended)           |         |         |         |         |         |         |         |         |         | Q1/06 vs.    | Q1/05    |         |         |         |         |         |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|--------------|----------|---------|---------|---------|---------|---------|
| (in thousands of dollars) (1)               | Q1/04   | Q2/04   | Q3/04   | Q4/04   | Q1/05   | Q2/05   | Q3/05   | Q4/05   | Q1/06   | Increase (de | ecrease) | FY01    | FY02    | FY03    | FY04    | FY05    |
| Revenue                                     |         |         |         |         |         |         |         |         |         | ,            | ,        |         |         |         |         |         |
| Private Client Services (PCS)               | 27,632  | 39,144  | 48,540  | 60,667  | 38,322  | 36,499  | 46,964  | 56,391  | 39,630  | 1,308        | 3.4%     | 140,251 | 90,534  | 97,784  | 175,983 | 178,176 |
|   |         |         |         |         |         |         |         |         |         |              |          |         |         |         |         |         |
| Expenses                                    |         |         |         |         |         |         |         |         |         |              |          |         |         |         |         |         |
| Incentive compensation                      | 12,822  | 17,542  | 23,896  | 28,498  | 17,724  | 17,344  | 22,668  | 26,660  | 17,581  | (143)        | -0.8%    | 61,864  | 40,915  | 45,179  | 82,758  | 84,396  |
| Salaries and benefits                       | 2,337   | 2,201   | 2,382   | 3,237   | 2,851   | 2,454   | 2,494   | 3,359   | 3,036   | 185          | 6.5%     | 9,950   | 7,703   | 9,105   | 10,157  | 11,158  |
| Trading costs <sup>(2)</sup>                | 390     | 100     | 309     | 509     | 2,341   | 1,850   | 2,310   | 2,301   | 2,217   | (124)        | -5.3%    | 2,388   | 1,050   | 1,646   | 1,308   | 8,802   |
| Premises and equipment                      | 1,187   | 1,158   | 1,168   | 1,229   | 1,117   | 1,133   | 1,132   | 1,271   | 1,350   | 233          | 20.9%    | 4,778   | 4,739   | 4,555   | 4,742   | 4,653   |
| Communication and technology                | 1,429   | 1,294   | 1,400   | 1,368   | 1,455   | 1,459   | 1,442   | 1,463   | 1,459   | 4            | 0.3%     | 6,319   | 6,575   | 6,636   | 5,491   | 5,819   |
| Interest                                    | -       | -       | -       | -       | 778     | 668     | 1,028   | 1,237   | 1,282   | 504          | 64.8%    | -       | -       | -       | -       | 3,711   |
| General and administrative                  | 1,874   | 2,297   | 2,678   | 2,462   | 1,093   | 948     | 709     | 2,330   | 2,833   | 1,740        | +100%    | 6,906   | 7,057   | 5,719   | 9,311   | 5,080   |
| Amortization                                | 328     | 330     | 448     | 189     | 242     | 253     | 274     | 318     | 380     | 138          | 57.0%    | 871     | 1,321   | 1,399   | 1,295   | 1,087   |
| Development costs                           | 823     | 1,028   | 750     | 660     | 683     | 576     | 731     | 808     | 882     | 199          | 29.1%    | 1,949   | 1,295   | 2,015   | 3,261   | 2,798   |
| Restructuring and other costs               | 362     | (47)    | -       | -       | -       | -       | -       | -       | -       | -            | -        | 1,020   | 10,897  | 6,896   | 315     | -       |
| Discretionary payouts                       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -            | -        | -       | -       | -       | -       | -       |
| Gain on disposal of invts & claims          | -       | -       | -       | -       | -       | -       | -       | -       | -       | -            | -        | -       | -       | -       | -       | -       |
|   | 21,552  | 25,903  | 33,031  | 38,152  | 28,284  | 26,685  | 32,788  | 39,747  | 31,020  | 2,736        | 9.7%     | 96,045  | 81,552  | 83,150  | 118,638 | 127,504 |
| Income before income taxes (3)              | 6,080   | 13,241  | 15,509  | 22,515  | 10,038  | 9,814   | 14,176  | 16,644  | 8,610   | (1,428)      | -14.2%   | 44,206  | 8,982   | 14,634  | 57,345  | 50,672  |
| •   |         |         |         |         |         |         |         |         |         |              |          |         |         |         |         |         |
| PCS fee-related revenue (4)                 | 31.5%   | 23.8%   | 18.7%   | 14.1%   | 20.3%   | 18.5%   | 15.4%   | 17.5%   | 24.2%   | 3.9%         |          | 12.7%   | 18.8%   | 28.9%   | 20.3%   | 17.7%   |
| Incentive compensation as % of revenue      | 46.4%   | 44.8%   | 49.2%   | 47.0%   | 46.3%   | 47.5%   | 48.3%   | 47.3%   | 44.4%   | -1.9%        |          | 44.1%   | 45.2%   | 46.2%   | 47.0%   | 47.4%   |
| Total compensation exp. as % of revenue (5) | 54.9%   | 50.4%   | 54.1%   | 52.3%   | 53.7%   | 54.2%   | 53.6%   | 53.2%   | 52.0%   | -1.7%        |          | 51.2%   | 53.7%   | 55.5%   | 52.8%   | 53.6%   |
| Non-compensation exp. as % of revenue       | 23.1%   | 15.8%   | 13.9%   | 10.6%   | 20.1%   | 18.9%   | 16.2%   | 17.3%   | 26.3%   | 6.2%         |          | 17.3%   | 36.4%   | 29.5%   | 14.6%   | 18.0%   |
| Total expenses as % of revenue              | 78.0%   | 66.2%   | 68.0%   | 62.9%   | 73.8%   | 73.1%   | 69.8%   | 70.5%   | 78.3%   | 4.5%         |          | 68.5%   | 90.1%   | 85.0%   | 67.4%   | 71.6%   |
| Pre-tax profit margin                       | 22.0%   | 33.8%   | 32.0%   | 37.1%   | 26.2%   | 26.9%   | 30.2%   | 29.5%   | 21.7%   | -4.5%        |          | 31.5%   | 9.9%    | 15.0%   | 32.6%   | 28.4%   |
|   |         |         |         |         |         |         |         |         |         |              |          |         |         |         |         |         |
| Assets under mgmt. (\$ millions)            | 130     | 135     | 205     | 237     | 274     | 301     | 344     | 380     | 410     | 136          | 49.6%    | 18      | 51      | 104     | 237     | 380     |
| Assets under admin. (\$ millions)           | 5,577   | 6,232   | 7,049   | 8,292   | 8,244   | 8,678   | 8,998   | 9,967   | 9,954   | 1,710        | 20.7%    | 4,428   | 4,978   | 5,037   | 8,292   | 9,967   |
| North and Complete and                      | 00.4    | 000     | 000     | 000     | 0.40    | 000     | 0.47    | 0.57    | 007     | 0.5          | 0.00/    | 000     | 000     | 000     | 000     | 0.57    |
| Number of employees                         | 604     | 602     | 608     | 623     | 642     | 638     | 647     | 657     | 667     | 25           | 3.9%     | 630     | 623     | 628     | 623     | 657     |
| Number of Investment Advisors               | 420     | 410     | 408     | 409     | 426     | 420     | 426     | 434     | 439     | 13           | 3.1%     | 413     | 416     | 417     | 409     | 434     |
| Number of PCS clients                       | 130,081 | 130,837 | 133,961 | 138,142 | 140,553 | 138,684 | 140,915 | 144,451 | 145,336 | 4,783        | 3.4%     | 147,908 | 149,360 | 131,584 | 138,142 | 144,451 |

<sup>(1)</sup> Financial results are expressed in C\$ thousands, except for financial ratios, assets under administration, assets under management, number of employees, Investment Advisors, and PCS clients.

<sup>(2)</sup> Prior to fiscal 2005, trading costs for Private Client Services and Global Capital Markets were recorded in Other segment. As of Q1/05, trading costs applicable to each business segment are reflected in their respective financial statements. As a result, year-over-year comparisons may vary due to the change in methodology.

<sup>(3)</sup> Income before income taxes excludes allocated overhead expenses which are included in Other segment expenses.

<sup>(4)</sup> PCS fee-related revenue includes RRSP interest revenue and commissions earned from managed accounts, fee-based accounts, bonds, mutual funds, and insurance.

<sup>(5)</sup> Total compensation expenses include incentive compensation and salaries and benefits.



## Global Capital Markets Condensed statement of operations

(in thousands of dollars) (1)

Revenue

Capital markets
International trading
Registered traders

(Unaudited, for the period ended)

Fixed income

International (UK)

#### **Expenses**

Incentive compensation (2)
Salaries and benefits
Trading costs (3)
Premises and equipment
Communication and technology
Interest
General and administrative (4)
Amortization
Development costs
Restructuring and other costs
Discretionary payouts
Gain on disposal of invts & claims

### Income (loss) before income taxes (5)

Incentive compensation as % of revenue
Total compensation exp. as % of revenue
Non-compensation exp. as % of revenue
Total expenses as % of revenue
Pre-tax profit margin
Number of employees

|        |        |        |                    |        |        |        |        |        | Q1/06 vs.   | Q1/05    |         |         |        |         |         |
|--------|--------|--------|--------------------|--------|--------|--------|--------|--------|-------------|----------|---------|---------|--------|---------|---------|
| Q1/04  | Q2/04  | Q3/04  | Q4/04              | Q1/05  | Q2/05  | Q3/05  | Q4/05  | Q1/06  | Increase (d | ecrease) | FY01    | FY02    | FY03   | FY04    | FY05    |
|        |        |        |                    |        |        |        |        |        |             |          |         |         |        |         |         |
| 8,027  | 19,234 | 25,036 | 36,524             | 17,307 | 16,087 | 22,371 | 39,794 | 25,828 | 8,521       | 49.2%    | 26,077  | 23,464  | 35,601 | 88,821  | 95,559  |
| 2,648  | 3,557  | 5,766  | 4,829              | 3,308  | 3,023  | 4,406  | 4,715  | 3,426  | 118         | 3.6%     | 8,665   | 6,270   | 7,491  | 16,800  | 15,452  |
| 2,374  | 2,416  | 3,247  | 3,456              | (82)   | 187    | 2,306  | 1,864  | 532    | 614         | +100%    | 7,018   | 7,795   | 10,564 | 11,493  | 4,275   |
| 2,014  | 1,851  | 2,128  | 4,162              | 2,289  | 2,050  | 1,703  | 2,236  | 1,838  | (451)       | -19.7%   | 5,614   | 9,465   | 9,509  | 10,155  | 8,278   |
| 5,754  | 11,943 | 30,338 | 36,454             | 16,349 | 25,324 | 41,582 | 32,835 | 22,833 | 6,484       | 39.7%    | 18,914  | 25,270  | 28,464 | 84,489  | 116,090 |
| 20,817 | 39,001 | 66,515 | 85,425             | 39,171 | 46,671 | 72,368 | 81,444 | 54,457 | 15,286      | 39.0%    | 66,288  | 72,264  | 91,629 | 211,758 | 239,654 |
|        | 4= 04= | 40.000 | 50 40 <del>7</del> | 45.000 | 00.40= |        | 40.550 | 00 =04 | 40.000      | 00.00/   | 00 500  | 0= 040  | 4= 000 | 400.000 | 405.000 |
| 9,450  | 17,815 | 40,606 | 52,427             | 15,083 | 23,405 | 39,964 | 46,578 | 28,781 | 13,698      | 90.8%    | 33,588  | 35,649  | 45,982 | 120,298 | 125,030 |
| 3,069  | 2,845  | 3,103  | 3,500              | 3,821  | 3,808  | 4,123  | 4,825  | 1,287  | (2,534)     | -66.3%   | 11,199  | 11,939  | 13,486 | 12,517  | 16,577  |
| 974    | 353    | 1,044  | 1,069              | 1,751  | 1,496  | 1,781  | 1,923  | 1,663  | (88)        | -5.0%    | 3,358   | 2,425   | 3,782  | 3,440   | 6,951   |
| 1,004  | 1,105  | 1,023  | 1,104              | 1,025  | 1,062  | 970    | 923    | 1,340  | 315         | 30.7%    | 3,770   | 4,144   | 4,634  | 4,236   | 3,980   |
| 1,246  | 936    | 1,054  | 969                | 1,251  | 1,386  | 1,240  | 1,375  | 1,507  | 256         | 20.5%    | 3,402   | 4,105   | 4,921  | 4,205   | 5,252   |
| 21     | 19     | (12)   | 7                  | 49     | 48     | 202    | 312    | 388    | 339         | +100%    | 619     | 296     | 332    | 35      | 611     |
| 1,858  | 1,479  | 1,665  | 2,630              | 2,799  | 3,693  | 2,375  | 4,581  | 3,898  | 1,099       | 39.3%    | 10,229  | 4,810   | 9,057  | 7,632   | 13,448  |
| 362    | 304    | 308    | 317                | 265    | 291    | 317    | 331    | 445    | 180         | 67.9%    | 876     | 1,644   | 1,488  | 1,291   | 1,204   |
| 151    | 114    | 139    | 432                | 81     | 281    | 86     | 234    | 155    | 74          | 91.4%    | 139     | 375     | (670)  | 836     | 682     |
| -      | -      | -      | -                  | -      | -      | -      | -      | -      | -           | -        | 886     | 10,656  | 1,609  | -       | -       |
| -      | -      | -      | -                  | -      | -      | -      | -      | -      | -           | -        | 500     | 161     | -      | -       | -       |
| -      | -      | -      | -                  | -      | -      | -      | -      | -      | -           | -        | (4,465) | -       | -      | -       | -       |
| 18,135 | 24,970 | 48,930 | 62,455             | 26,125 | 35,470 | 51,058 | 61,082 | 39,464 | 13,339      | 51.1%    | 64,101  | 76,204  | 84,621 | 154,490 | 173,735 |
| 2,682  | 14,031 | 17,585 | 22,970             | 13,046 | 11,201 | 21,310 | 20,362 | 14,993 | 1,947       | 14.9%    | 2,187   | (3,940) | 7,008  | 57,268  | 65,919  |
|        |        |        |                    |        |        |        |        |        |             |          |         |         |        |         |         |
| 45.4%  | 45.7%  | 61.0%  | 61.4%              | 38.5%  | 50.1%  | 55.2%  | 57.2%  | 52.9%  | 14.4%       |          | 50.7%   | 49.3%   | 50.2%  | 56.8%   | 52.2%   |
| 60.1%  | 53.0%  | 65.7%  | 65.5%              | 48.3%  | 58.3%  | 60.9%  | 63.1%  | 55.2%  | 6.9%        |          | 67.6%   | 65.9%   | 64.9%  | 62.7%   | 59.1%   |
| 27.0%  | 11.0%  | 7.9%   | 7.6%               | 18.4%  | 17.7%  | 9.7%   | 11.9%  | 17.3%  | -1.1%       |          | 29.1%   | 39.6%   | 27.5%  | 10.3%   | 13.5%   |
| 87.1%  | 64.0%  | 73.6%  | 73.1%              | 66.7%  | 76.0%  | 70.6%  | 75.0%  | 72.5%  | 5.8%        |          | 96.7%   | 105.5%  | 92.4%  | 73.0%   | 72.6%   |
| 12.9%  | 36.0%  | 26.4%  | 26.9%              | 33.3%  | 24.0%  | 29.4%  | 25.0%  | 27.5%  | -5.8%       |          | 3.3%    | -5.5%   | 7.6%   | 27.0%   | 27.4%   |
|        |        |        |                    |        |        |        |        |        |             |          |         |         |        |         |         |

(1) Financial results are expressed in C\$ thousands, except for financial ratios and number of employees.

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(2) Incentive compensation includes National Health Insurance tax applicable to the UK and is based on a percentage of incentive compensation payout. Refer to the UK statement of operations for further details (page 7).

251

261

279

293

16.3%

230

235

247

237

279

- (3) Prior to fiscal 2005, trading costs for Private Client Services and Global Capital Markets were recorded in Other segment. As of Q1/05, trading costs applicable to each business segment are reflected in their respective financial statements. As a result, year-over-year comparisons may vary due to the change in methodology.
- (4) Q1/05 figures are reclassified to reflect the reclassification of promotion and travel expenses in Global Capital Market from incentive compensation to general and administrative.

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252

(5) Income (loss) before income taxes excludes allocated overhead expenses which are included in Other segment expenses.

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234

(6) Total compensation expenses include incentive compensation and salaries and benefits, but excludes hiring incentives and development group salary and benefits, which are included in development costs. The change in compensation payout reflects the implementation of a new flat payout structure for Global Capital Markets, which will effectively reduce the overall company compensation expense ratio across the full year.



## Other segment Condensed statement of operations

(Unaudited, for the period ended) Q1/06 vs. Q1/05 (in thousands of dollars) (1) Q1/04 Q2/04 Q3/04 Q4/04 Q1/05 Q2/05 Q3/05 Q4/05 Q1/06 FY01 FY02 FY03 FY04 FY05 Increase (decrease) Revenue Other 3,258 4,930 1,858 60.5% 12,230 7,635 9,793 2,979 3,584 4,595 3,072 2,431 4,351 5,094 14,416 14,948 **Expenses** Incentive compensation 1,402 4,312 5,425 4,607 2,286 1,972 2,817 3,953 2,288 2 0.1% 5,275 1,864 1,433 15,746 11,028 3,292 4,036 361 7.9% 12,505 17,980 Salaries and benefits 3,495 3,696 4,542 4,152 4,340 4,946 4,903 13,269 13,070 14,519 Trading costs (2) 19.7% 2,180 3,355 3,313 3,714 361 194 286 269 432 71 7,999 6,146 9,915 12,562 1,110 Premises and equipment 816 854 993 1,376 887 725 773 831 936 49 5.5% 4,726 3,733 2,900 4,039 3,216 40.6% 2,457 1,427 Communication and technology 483 842 660 609 515 728 842 881 724 209 970 2,594 2,966 -43.2% Interest 848 919 1,031 1,161 1,445 721 760 576 821 (624)5,932 3,820 2,907 3,959 3,502 52.6% General and administrative 1,872 2,151 2,090 1,818 2,152 3,372 4,164 3,955 3,285 1,133 7,399 6,308 5,779 7,931 13,643 58.4% 1,047 979 Amortization 222 241 271 245 185 195 211 303 293 108 1,017 1,011 894 813 1,304 -19.7% 2,682 2,792 4,143 4,444 Development costs 857 1,169 1,312 1,118 1,055 959 1,054 (258)2,773 Restructuring and other costs 1.200 Discretionary payouts 5,420 1.436 Gain on disposal of invts & claims (1,633)(1,633)(4,261)12,175 16,779 18,648 18,870 13,685 13,177 15,248 16,673 13,103 -4.3% 56,206 41,772 36,973 66,472 58,783 (582)Loss before income taxes (3) (9.196)(13.521)(15.064)(14.275)(10.613)(10.746)(10.897)(11.579)(8.173)2.440 23.0% (43.976)(34.137)(27.180)(52.056)(43.835)Number of employees 275 275 281 296 308 314 316 324 328 20 6.5% 282 259 277 296 324

<sup>(1)</sup> Financial results are expressed in C\$ thousands, except for number of employees.

<sup>(2)</sup> Prior to fiscal 2005, trading costs for Private Client Services and Global Capital Markets were recorded in Other segment. As of Q1/05, trading costs applicable to each business segment are reflected in their respective financial statements. As a result, year-over-year comparisons may vary due to the change in methodology.

<sup>(3)</sup> Loss before income taxes includes general expenses and overhead expenses prior to allocation to the Private Client Services and Global Capital Markets segments.



### Canada Condensed statement of operations

| (Unaudited, for the period ended)           |        |        |        |         |        |        |        |         |         | Q1/06 vs.    | Q1/05    |         |          |         |         |         |
|---|--------|--------|--------|---------|--------|--------|--------|---------|---------|--------------|----------|---------|----------|---------|---------|---------|
| (in thousands of dollars) <sup>(1)</sup>    | Q1/04  | Q2/04  | Q3/04  | Q4/04   | Q1/05  | Q2/05  | Q3/05  | Q4/05   | Q1/06   | Increase (de | ecrease) | FY01    | FY02     | FY03    | FY04    | FY05    |
| Revenue                                     |        |        |        |         |        |        |        |         |         |              |          |         |          |         |         |         |
| Private Client Services                     | 27,632 | 39,144 | 48,540 | 60,667  | 38,322 | 36,499 | 46,964 | 56,391  | 39,630  | 1,308        | 3.4%     | 140,251 | 90,534   | 97,784  | 175,983 | 178,176 |
| Global Capital Markets                      | 15,063 | 27,058 | 36,177 | 48,971  | 22,822 | 21,347 | 30,786 | 48,609  | 31,624  | 8,802        | 38.6%    | 47,374  | 46,994   | 63,165  | 127,269 | 123,564 |
| Other                                       | 2,979  | 3,258  | 3,584  | 4,595   | 3,072  | 2,431  | 4,351  | 5,094   | 4,930   | 1,858        | 60.5%    | 12,230  | 7,635    | 9,793   | 14,416  | 14,948  |
|   | 45,674 | 69,460 | 88,301 | 114,233 | 64,216 | 60,277 | 82,101 | 110,094 | 76,184  | 11,968       | 18.6%    | 199,855 | 145,163  | 170,742 | 317,668 | 316,688 |
| Expenses                                    |        |        |        |         |        |        |        |         |         |              |          |         |          |         |         |         |
| Incentive compensation                      | 21,217 | 33,610 | 49,413 | 60,586  | 28,574 | 28,050 | 39,688 | 58,115  | 36,379  | 7,805        | 27.3%    | 91,273  | 64,869   | 77,997  | 164,826 | 154,427 |
| Salaries and benefits                       | 7,468  | 7,078  | 7,703  | 9,086   | 9,357  | 8,360  | 8,690  | 10,513  | 8,668   | (689)        | -7.4%    | 29,253  | 26,310   | 28,762  | 31,335  | 36,920  |
| Trading costs                               | 3,311  | 3,561  | 4,386  | 4,935   | 4,162  | 3,264  | 4,065  | 4,209   | 4,023   | (139)        | -3.3%    | 13,236  | 8,739    | 14,233  | 16,193  | 15,700  |
| Premises and equipment                      | 2,422  | 2,426  | 2,560  | 3,036   | 2,456  | 2,362  | 2,339  | 2,549   | 2,941   | 485          | 19.7%    | 10,889  | 10,085   | 9,115   | 10,444  | 9,706   |
| Communication and technology                | 2,939  | 2,894  | 2,908  | 2,712   | 2,967  | 3,305  | 3,275  | 3,454   | 3,343   | 376          | 12.7%    | 11,443  | 10,840   | 11,950  | 11,453  | 13,001  |
| Interest                                    | 848    | 919    | 1,030  | 1,162   | 2,273  | 1,435  | 1,989  | 2,126   | 2,491   | 218          | 9.6%     | 5,932   | 3,821    | 2,907   | 3,959   | 7,823   |
| General and administrative (2)              | 5,011  | 5,064  | 5,796  | 5,540   | 5,125  | 6,552  | 6,010  | 8,605   | 8,437   | 3,312        | 64.6%    | 22,528  | 15,768   | 17,969  | 21,411  | 26,292  |
| Amortization                                | 680    | 702    | 874    | 593     | 566    | 588    | 628    | 783     | 941     | 375          | 66.3%    | 2,169   | 2,864    | 2,936   | 2,849   | 2,565   |
| Development costs                           | 1,831  | 1,955  | 2,058  | 2,396   | 2,075  | 1,976  | 1,872  | 2,001   | 2,091   | 16           | 0.8%     | 4,770   | 4,443    | 4,137   | 8,240   | 7,924   |
| Restructuring and other costs               | 362    | (47)   | -      | -       | -      | -      | -      | -       | -       | -            | -        | 1,906   | 22,403   | 8,259   | 315     | -       |
| Discretionary payouts                       | -      | -      | -      | -       | -      | -      | -      | -       | -       | -            | -        | 5,420   | 1,436    | -       | -       | -       |
| Gain on disposal of invts & claims          | -      | -      | -      | -       | -      | -      | -      | -       | (1,633) | (1,633)      | -        | -       | -        | (4,261) | -       | -       |
|   | 46,089 | 58,162 | 76,728 | 90,046  | 57,555 | 55,892 | 68,556 | 92,355  | 67,681  | 10,126       | 17.6%    | 198,819 | 171,578  | 174,004 | 271,025 | 274,358 |
| Income (loss) before income taxes           | (415)  | 11,298 | 11,573 | 24,187  | 6,661  | 4,385  | 13,545 | 17,739  | 8,503   | 1,842        | 27.7%    | 1,036   | (26,415) | (3,262) | 46,643  | 42,330  |
|   |        |        |        |         |        |        |        |         |         |              |          |         |          |         |         | -       |
| Incentive compensation as % of revenue      | 46.5%  | 48.4%  | 56.0%  | 53.0%   | 44.5%  | 46.5%  | 48.3%  | 52.8%   | 47.8%   | 3.3%         |          | 45.7%   | 44.7%    | 45.7%   | 51.9%   | 48.8%   |
| Total compensation exp. as % of revenue (3) | 62.8%  | 58.6%  | 64.7%  | 61.0%   | 59.0%  | 60.4%  | 58.9%  | 62.3%   | 59.1%   | 0.1%         |          | 60.3%   | 62.8%    | 62.5%   | 61.7%   | 60.4%   |
| Non-compensation exp. as % of revenue       | 38.1%  | 25.1%  | 22.2%  | 17.8%   | 30.6%  | 32.3%  | 24.6%  | 21.6%   | 29.7%   | -0.9%        |          | 39.2%   | 55.4%    | 39.4%   | 23.6%   | 26.2%   |
| Total expenses as % of revenue              | 100.9% | 83.7%  | 86.9%  | 78.8%   | 89.6%  | 92.7%  | 83.5%  | 83.9%   | 88.8%   | -0.8%        |          | 99.5%   | 118.2%   | 101.9%  | 85.3%   | 86.6%   |
| Pre-tax profit margin                       | -0.9%  | 16.3%  | 13.1%  | 21.2%   | 10.4%  | 7.3%   | 16.5%  | 16.1%   | 11.2%   | 0.8%         |          | 0.5%    | -18.2%   | -1.9%   | 14.7%   | 13.4%   |
| Number of employees                         | 1,060  | 1,055  | 1,071  | 1,104   | 1,148  | 1,137  | 1,157  | 1,190   | 1,215   | 67           | 5.8%     | 1,097   | 1,069    | 1,102   | 1,104   | 1,190   |

<sup>(1)</sup> Financial results are expressed in C\$ thousands, except for financial ratios and number of employees.

<sup>(2)</sup> Q1/05 figures are reclassified to reflect the reclassification of promotion and travel expenses in Global Capital Market from incentive compensation to general and administrative.

<sup>(3)</sup> Total compensation expenses include incentive compensation and salaries and benefits, but excludes hiring incentives and development group salary and benefits, which are included in development costs. The change in compensation payout partially reflects the implementation of a new flat payout structure for Global Capital Markets, which will effectively reduce the overall company compensation expense ratio across the full year.



## UK Condensed statement of operations

| (Unaudited, for the period ended)           |        |        |        |        |        |        |        |        |        | Q1/06 vs.    | Q1/05    |         |         |         |        |         |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------------|----------|---------|---------|---------|--------|---------|
| (in thousands of dollars) (1)               | Q1/04  | Q2/04  | Q3/04  | Q4/04  | Q1/05  | Q2/05  | Q3/05  | Q4/05  | Q1/06  | Increase (de | ecrease) | FY01    | FY02    | FY03    | FY04   | FY05    |
| Revenue                                     |        |        |        |        |        |        |        |        |        | ,            |          |         |         |         |        |         |
| Private Client Services                     | -      | -      | -      | -      | -      | -      | -      | -      | -      | -            | -        | -       | -       | -       | -      | -       |
| Global Capital Markets                      | 5,754  | 11,943 | 30,338 | 36,454 | 16,349 | 25,324 | 41,582 | 32,835 | 22,833 | 6,484        | 39.7%    | 18,914  | 25,270  | 28,464  | 84,489 | 116,090 |
| Other                                       | -      | -      | -      | -      | -      | -      | -      | -      | -      | -            | -        | -       | -       | -       | -      | -       |
|   | 5,754  | 11,943 | 30,338 | 36,454 | 16,349 | 25,324 | 41,582 | 32,835 | 22,833 | 6,484        | 39.7%    | 18,914  | 25,270  | 28,464  | 84,489 | 116,090 |
| Expenses                                    |        |        |        |        |        |        |        |        |        |              |          |         |         |         |        |         |
| Incentive compensation                      | 2,338  | 5,751  | 19,449 | 23,773 | 6,136  | 13,850 | 24,323 | 18,007 | 11,647 | 5,511        | 89.8%    | 8,970   | 12,929  | 13,877  | 51,311 | 62,316  |
| National Health Insurance tax (2)           | 119    | 308    | 1,065  | 1,173  | 383    | 821    | 1,438  | 1,069  | 624    | 241          | 62.9%    | 484     | 630     | 720     | 2,665  | 3,711   |
| Total incentive compensation                | 2,457  | 6,059  | 20,514 | 24,946 | 6,519  | 14,671 | 25,761 | 19,076 | 12,271 | 5,752        | 88.2%    | 9,454   | 13,559  | 14,597  | 53,976 | 66,027  |
| Salaries and benefits                       | 1,433  | 1,260  | 1,478  | 1,687  | 1,857  | 2,054  | 2,267  | 2,617  | 558    | (1,299)      | -70.0%   | 5,165   | 5,837   | 6,899   | 5,858  | 8,795   |
| Trading costs                               | 233    | 247    | 280    | 357    | 291    | 276    | 312    | 284    | 289    | (2)          | -0.7%    | 509     | 882     | 1,110   | 1,117  | 1,163   |
| Premises and equipment                      | 585    | 691    | 624    | 673    | 573    | 558    | 536    | 476    | 685    | 112          | 19.5%    | 2,385   | 2,531   | 2,974   | 2,573  | 2,143   |
| Communication and technology                | 219    | 178    | 206    | 234    | 254    | 268    | 249    | 265    | 347    | 93           | 36.6%    | 735     | 810     | 1,034   | 837    | 1,036   |
| Interest                                    | 21     | 19     | (11)   | 6      | -      | 1      | 1      | (1)    | -      | -            | -        | 619     | 295     | 332     | 35     | 1       |
| General and administrative                  | 593    | 863    | 637    | 1,370  | 919    | 1,461  | 1,238  | 2,261  | 1,579  | 660          | 71.8%    | 2,006   | 2,407   | 2,586   | 3,463  | 5,879   |
| Amortization                                | 232    | 173    | 153    | 158    | 126    | 151    | 174    | 169    | 177    | 51           | 40.5%    | 625     | 1,118   | 962     | 716    | 620     |
| Development costs                           | -      | -      | -      | -      | -      | -      | -      | -      | -      | -            | -        | -       | -       | -       | -      | -       |
| Restructuring and other costs               | -      | -      | -      | -      | -      | -      | -      | -      | -      | -            | -        | -       | 350     | 246     | -      | -       |
| Discretionary payouts                       | -      | -      | -      | -      | -      | -      | -      | -      | -      | -            | -        | 500     | 161     | -       | -      | -       |
| Gain on disposal of invts & claims          | -      | -      | -      | -      | -      | -      | -      | -      | -      | -            | -        | (4,465) | -       | -       | -      | -       |
|   | 5,773  | 9,490  | 23,881 | 29,431 | 10,539 | 19,440 | 30,538 | 25,147 | 15,906 | 5,367        | 50.9%    | 17,533  | 27,950  | 30,740  | 68,575 | 85,664  |
| Income (loss) before income taxes           | (19)   | 2,453  | 6,457  | 7,023  | 5,810  | 5,884  | 11,044 | 7,688  | 6,927  | 1,117        | 19.2%    | 1,381   | (2,680) | (2,276) | 15,914 | 30,426  |
|   |        |        |        |        |        |        |        |        |        |              |          |         |         |         |        |         |
| Incentive compensation as % of revenue      | 42.7%  | 50.7%  | 67.6%  | 68.4%  | 39.9%  | 57.9%  | 62.0%  | 58.1%  | 53.7%  | 13.8%        |          | 50.0%   | 53.7%   | 51.3%   | 63.9%  | 56.9%   |
| Total compensation exp. as % of revenue (3) | 67.6%  | 61.3%  | 72.5%  | 73.1%  | 51.2%  | 66.0%  | 67.4%  | 66.1%  | 56.2%  | 5.0%         |          | 77.3%   | 76.8%   | 75.5%   | 70.8%  | 64.5%   |
| Non-compensation exp. as % of revenue       | 32.7%  | 18.2%  | 6.2%   | 7.6%   | 13.3%  | 10.8%  | 6.0%   | 10.5%  | 13.5%  | 0.2%         |          | 15.4%   | 33.8%   | 32.5%   | 10.4%  | 9.3%    |
| Total expenses as % of revenue              | 100.3% | 79.5%  | 78.7%  | 80.7%  | 64.5%  | 76.8%  | 73.4%  | 76.6%  | 69.7%  | 5.2%         |          | 92.7%   | 110.6%  | 108.0%  | 81.2%  | 73.8%   |
| Pre-tax profit margin                       | -0.3%  | 20.5%  | 21.3%  | 19.3%  | 35.5%  | 23.2%  | 26.6%  | 23.4%  | 30.3%  | -5.2%        |          | 7.3%    | -10.6%  | -8.0%   | 18.8%  | 26.2%   |
| Number of employees                         | 47     | 52     | 52     | 52     | 54     | 66     | 67     | 70     | 73     | 19           | 35.2%    | 45      | 48      | 50      | 52     | 70      |

<sup>(1)</sup> Financial results are expressed in C\$ thousands, except for financial ratios and number of employees.

<sup>(2)</sup> NHI is a National Health Insurance tax applicable to the UK and is based on a percentage of incentive compensation payout.

<sup>(3)</sup> Total compensation expenses include incentive compensation and salaries and benefits, but excludes hiring incentives and development group salary and benefits, which are included in development costs. The change in compensation payout reflects the implementation of a new flat payout structure for Global Capital Markets, which will effectively reduce the overall company compensation expense ratio across the full year.



#### Canaccord group of companies Consolidated balance sheet

Q1/06 vs. Q1/05 (Unaudited, as at) (in thousands of dollars) Q1/04 Q2/04 Q3/04 Q4/04 Q1/05 Q2/05 Q3/05 Q4/05 Q1/06 FY01 FY02 FY03 FY04 FY05 Increase (decrease) Assets Cash and cash equivalents 122,765 90,306 110.001 91,966 34,008 158.560 256.158 349.700 282,485 248,477 +100% 24.291 23,697 100.024 91.966 349.700 154,298 184,895 122,745 -67.5% Securities owned, at market 129,233 202,500 376,447 377,789 305,611 160,348 (255,044)94,057 89,608 136,073 376,447 160,348 1,011,210 563,245 761,732 754,766 997,621 1,052,409 719,508 1,068,537 855,583 (196,826)-18.7% 366,042 639,243 559,627 997,621 1,068,537 Accounts receivable 8,581 558 Income taxes recoverable 866 701 1,222 1,222 10,861 3,583 3,202 3,029 1,645 1,609 1,834 3,992 4,109 2,464 +100% 2,327 3,735 3,992 Future income taxes Equipment and leasehold improvements 11,293 10,671 10,719 12,373 12,182 12,373 13,904 13,750 14,131 1,949 16.0% 16,085 14,151 12,027 12,373 13,750 Notes receivable 17,559 17,834 22,758 28,765 35,355 39,251 41,055 41,618 42,731 7,376 20.9% 5,614 17,393 28,765 41,618 1,091 1,194 752 632 266 220 (605)-80.5% 967 1,300 1,194 220 Deferred charges 1,192 940 147 849,736 1,039,134 1,104,713 1,508,366 1,514,140 1,529,947 1,217,620 1,638,165 1,323,153 (190,987) -12.6% 512,303 783,221 830,737 1,508,366 1,638,165 **Total Assets** Liabilities and shareholders' equity Call loans 2.541 40.745 6.311 819 (39.926)-98.0% 45.072 1.924 2.541 677 Securities sold short, at market 62.029 113.189 270.228 190.796 90.033 105.527 49.180 (221.048) -81.8% 21.312 31.645 85.373 281.723 105.527 57.816 281,723 358,736 Accounts payable and accrued liabilities 687.621 869.895 853.968 1.048.395 957.362 1,099,731 862.582 1.262.072 1,003,765 46.403 4.8% 662,724 644.043 1.048.395 1.262.072 -100% Income taxes payable 3,780 10,305 16,905 2,742 3,259 6,737 (2,742)16,905 6,737 Future income taxes 973 973 Notes payable 17,559 17,834 22,758 28,765 35,355 39,251 41,055 41,618 42,731 7,376 20.9% 683 8,446 17,393 28,765 41,618 Convertible debentures (1) 21,215 21,215 20,763 20,377 11,225 21,225 20,377 Subordinated debt (1) 10.000 10.000 10.000 10.000 10.000 (10.000)-100% 20.000 17.000 10.000 10.000 Shareholders' equity(1) 66,500 50,257 52,703 98,687 51,312 58,594 73,730 98,687 197,708 199,492 214,380 222,211 14.6% 222,211 226,658 28,950 Total liabilities and shareholders' equity 1,104,713 1,508,366 1,514,140 1,529,947 1,638,165 1,323,153 -12.6% 512,303 783,221 830,737 1,508,366 1,638,165 849,736 1,039,134 1,217,620 (190,987)

<sup>(1)</sup> As discussed in Note 1 of the fiscal 2005 Annual Report, the Company adopted the requirements of CICA Handbook Section 1100 in which convertible debentures and subordinated debt are classified as liabilities. These consolidated financial statements have been adjusted to reflect the reclassification of these items as liabilities from the capital section of the balance sheet.



### Miscellaneous operational statistics

|  |         |         |         |         |         |         |         |         |         | Q1/06 vs    | . Q1/05  |         |         |         |         |         |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|-------------|----------|---------|---------|---------|---------|---------|
| (Unaudited, for the period ended)            | Q1/04   | Q2/04   | Q3/04   | Q4/04   | Q1/05   | Q2/05   | Q3/05   | Q4/05   | Q1/06   | Increase (d | ecrease) | FY01    | FY02    | FY03    | FY04    | FY05    |
| Number of employees in Canada (1)            |         |         |         |         |         |         |         |         |         |             |          |         |         |         |         |         |
| Number in Private Client Services            | 604     | 602     | 608     | 623     | 642     | 638     | 647     | 657     | 667     | 25          | 3.9%     | 630     | 623     | 628     | 623     | 657     |
| Number in Global Capital Markets             | 181     | 178     | 182     | 185     | 198     | 185     | 194     | 209     | 220     | 22          | 11.1%    | 185     | 187     | 197     | 185     | 209     |
| Number in Other                              | 275     | 275     | 281     | 296     | 308     | 314     | 316     | 324     | 328     | 20          | 6.5%     | 282     | 259     | 277     | 296     | 324     |
| Total Canada                                 | 1,060   | 1,055   | 1,071   | 1,104   | 1,148   | 1,137   | 1,157   | 1,190   | 1,215   | 67          | 5.8%     | 1,097   | 1,069   | 1,102   | 1,104   | 1,190   |
| Number of employees in UK (1)                |         |         |         |         |         |         |         |         |         |             |          |         |         |         |         |         |
| Number in Global Capital Markets             | 47      | 52      | 52      | 52      | 54      | 66      | 67      | 70      | 73      | 19          | 35.2%    | 45      | 48      | 50      | 52      | 70      |
| ·  |         |         |         |         |         |         |         |         |         |             |          |         |         |         |         |         |
| Number of employees firm wide (1)            | 1,107   | 1,107   | 1,123   | 1,156   | 1,202   | 1,203   | 1,224   | 1,260   | 1,288   | 86          | 7.2%     | 1,142   | 1,117   | 1,152   | 1,156   | 1,260   |
|  |         |         |         |         | •       |         |         |         |         |             |          | ·       |         |         |         | ·       |
| Number of Investment Advisors                | 420     | 410     | 408     | 409     | 426     | 420     | 426     | 434     | 439     | 13          | 3.1%     | 413     | 416     | 417     | 409     | 434     |
| Number of licensed professionals             | 677     | 672     | 686     | 675     | 689     | 692     | 709     | 710     | 720     | 31          | 4.5%     | n.m     | n.m     | 668     | 675     | 710     |
| Number of PCS clients                        | 130,081 | 130,837 | 133,961 | 138,142 | 140,553 | 138,684 | 140,915 | 144,451 | 145,336 | 4,783       | 3.4%     | 147,908 | 149,360 | 131,584 | 138,142 | 144,451 |
|  |         |         |         |         |         |         |         |         |         |             |          |         |         |         |         |         |
| Assets Under Mgmt. (\$millions)              | 130     | 135     | 205     | 237     | 274     | 301     | 344     | 380     | 410     | 136         | 49.6%    | 18      | 51      | 104     | 237     | 380     |
| Assets Under Admin. (\$millions)             | 5,577   | 6,232   | 7,049   | 8,292   | 8,244   | 8,678   | 8,998   | 9,967   | 9,954   | 1,710       | 20.7%    | 4,428   | 4,978   | 5,037   | 8,292   | 9,967   |
| AUA per Investment Advisor (\$ millions)     | 13      | 15      | 17      | 20      | 19      | 21      | 21      | 23      | 23      | 4           | 21.1%    | 11      | 12      | 12      | 20      | 23      |
|  |         |         |         |         |         |         |         |         |         |             |          |         |         |         |         |         |
|  |         |         |         |         |         |         |         |         |         |             |          |         |         |         |         |         |
| Number of companies with Canaccord Capital   |         |         |         |         |         |         |         |         |         |             |          |         |         |         |         |         |
| Europe Ltd. as Broker                        |         |         |         |         |         |         |         |         |         |             |          |         |         |         |         |         |
| London Stock Exchange (LSE)                  | 5       | 5       | 5       | 5       | 6       | 7       | 6       | 6       | 5       | (1)         | -16.7%   | 2       | 3       | 5       | 5       | 6       |
| Alternative Investment Market (AIM)          | 18      | 22      | 28      | 31      | 35      | 37      | 44      | 51      | 50      | 15          | 42.9%    | -       | 6       | 16      | 31      | 51      |
| Total Broker                                 | 23      | 27      | 33      | 36      | 41      | 44      | 50      | 57      | 55      | 14          | 34.1%    | 2       | 9       | 21      | 36      | 57      |
|  |         |         |         |         |         |         |         |         |         |             |          |         |         |         |         |         |
| Number of communicativity Communication      |         |         |         |         |         |         |         |         |         |             |          |         |         |         |         |         |
| Number of companies with Canaccord Capital   |         |         |         |         |         |         |         |         |         |             |          |         |         |         |         |         |
| Europe Ltd. as Financial Adviser / Nomad (2) | _       | _       | _       | _       | _       |         |         |         |         |             |          |         | _       | _       | _       |         |
| LSE  | 3       | 3       | 3       | 3       | 3       | 4       | 4       | 4       | 4       | 1 1         | 33.3%    | 1       | 1       | 3       | 3       | 4       |
| AIM  | 11      | 15      | 21      | 24      | 28      | 32      | 40      | 47      | 46      | 18          | 64.3%    |         | 3       | 10      | 24      | 47      |
| Total Financial Advisers / Nomad             | 14      | 18      | 24      | 27      | 31      | 36      | 44      | 51      | 50      | 19          | 61.3%    | 1       | 4       | 13      | 27      | 51      |
|  | l       |         |         |         |         |         |         |         |         |             |          |         |         |         |         |         |

<sup>(1)</sup> The number of employees from Q1/04 to Q4/05 has been adjusted to exclude employees on unpaid leave of absence, long term disability, or are temporary part-time employees. Therefore, the employee count will not be comparable to prior quarters' supplementary disclosure.

<sup>(2)</sup> A company listed on AIM is required to retain a Nominated Adviser (commonly referred to as Nomad) during the company's life on the market. Nominated Advisers are responsible, amongst other duties, for warranting that a company is appropriate for joining AIM. The Nomad is similar to a Financial Adviser on the LSE, but is specific to AIM.



## Equity offerings of \$1.5 million and greater

|                        |                             |                       | Total              |                       |                 |                         | Gross Proceeds                  |
|------------------------|-----------------------------|-----------------------|--------------------|-----------------------|-----------------|-------------------------|---------------------------------|
| Manager                | Participation in # of Deals | Rank By<br># of Deals | Proceeds (\$000's) | # of Deals<br>Led (1) | Market<br>Share | Rank By<br>Market Share | (Led Transactions)<br>(\$000's) |
| Canaccord Capital      | 80                          | 1                     | 6,307,711          | 17.5                  | 7.6%            | 3                       | 449,059                         |
| CIBC World Markets     | 63                          | 2                     | 7,278,356          | 19.2                  | 8.3%            | 2                       | 2,195,040                       |
| TD Securities          | 58                          | 3                     | 7,201,533          | 8.5                   | 3.7%            | 9                       | 647,444                         |
| First Associates       | 55                          | 4                     | 4,322,413          | 12.0                  | 5.2%            | 5                       | 107,546                         |
| BMO Nesbitt Burns      | 52                          | 5                     | 6,559,393          | 17.2                  | 7.5%            | 4                       | 1,606,604                       |
| National Bank          | 50                          | 6                     | 5,813,267          | 4.5                   | 2.0%            | 12                      | 257,510                         |
| GMP                    | 46                          | 7                     | 2,440,497          | 19.5                  | 8.5%            | 1                       | 549,167                         |
| RBC Dominion           | 44                          | 8                     | 6,056,310          | 9.5                   | 4.1%            | 7                       | 1,731,731                       |
| Scotia Capital Markets | 44                          | 9                     | 5,307,183          | 7.8                   | 3.4%            | 10                      | 1,070,047                       |
| Dundee Securities      | 40                          | 10                    | 3,025,933          | 9.0                   | 3.9%            | 8                       | 55,254                          |
| Others                 |                             |                       |                    | 105.3                 | 45.8%           |                         |                                 |
|                        |                             |                       | _                  | 230                   | 100%            | _                       |                                 |

|                    |               |            | Total     |            |        |              | Gross Proceeds     |
|--------------------|---------------|------------|-----------|------------|--------|--------------|--------------------|
|                    | Participation | Rank By    | Proceeds  | # of Deals | Market | Rank By      | (Led Transactions) |
| Manager            | in # of Deals | # of Deals | (\$000's) | Led (1)    | Share  | Market Share | (000's)            |
| Canaccord Capital  | 94            | 1          | 4,629,790 | 23.5       | 8.9%   | 4            | 247,697            |
| CIBC World Markets | 73            | 2          | 7,891,574 | 24.4       | 9.3%   | 2            | 2,123,863          |
| National Bank      | 71            | 3          | 7,656,257 | 10.0       | 3.8%   | 8            | 610,350            |
| RBC Dominion       | 70            | 4          | 7,709,529 | 24.7       | 9.4%   | 1            | 2,290,640          |
| BMO Nesbitt        | 69            | 5          | 7,272,831 | 11.8       | 4.5%   | 5            | 1,165,046          |
| Scotia Capital     | 68            | 6          | 7,713,465 | 10.8       | 4.1%   | 7            | 1,209,457          |
| TD Securities      | 68            | 7          | 7,011,396 | 6.3        | 2.4%   | 12           | 621,393            |
| Dundee Securities  | 58            | 8          | 3,521,743 | 11.0       | 4.2%   | 6            | 257,233            |
| GMP                | 58            | 9          | 2,120,719 | 24.0       | 9.1%   | 3            | 443,988            |
| Raymond James      | 42            | 10         | 3,554,078 | 3.0        | 1.1%   | 17           | 40,125             |
| Others             |               |            | _         | 113.5      | 43.1%  |              |                    |
|                    |               |            | _         | 263        | 100%   |              |                    |

### Source: Financial Post Data Group

<sup>(1)</sup> Number of deals led reflects both led and joint led deals and is participation weighted.

<sup>(2)</sup> Q1/05 information is reclassified to reflect number of deals led and joint led. Market share and gross proceeds are recalculated based on the number of deals led and joint led.