## Canaccord Capital Inc.

## Supplementary Financial Information

Third Quarter Fiscal 2006
For the period ended December 31, 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 Third Quarter Fiscal 2006 Quarterly Report to Shareholders (unaudited) dated February 8, 2006, and the Annual Report dated June 27, 2005. Canaccord's fiscal year end is defined as March 31st of each year. Canaccord's third quarter fiscal 2006 ended December 31, 2005 is also referred to as Q3/06 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 ( $\mathrm{P} / \mathrm{E}$ ), and price to book ratio ( $\mathrm{P} / \mathrm{B}$ ).

## Currency:

Unless otherwise specified, all currencies are in Canadian dollars.

Financial highlights
(Unaudited, for the period ended)
(in thousands of dollars)
(in thousands of dollars) ${ }^{(1)}$
Financial results
Revenue
Expenses
Income taxes
Income taxes
Net income (loss)

Income (loss) before income taxes Private Client Services Global Capital Markets other

Balance Sheet
Total assets
Total assets
Total liabilities ${ }^{\text {(2) }}$
Total shareholders' equity ${ }^{(2)}$
Off balance sheet information Assets under mgmt. (\$ millions)
Assets under admin. (\$ millions)

Common share information Per share (\$)

Basic earnings (loss) Fully diluted earnings (loss)

Share price (\$)
High
Close
Shares outstanding (thousands)
Basic
Diluted
Average basic
Aved

Financial measures
Incentive compensation as \% of revenue Total compensation exp. as \% of revenue ${ }^{\text {(5) }}$ Non-compensation exp. as $\%$ of revenue Total expenses as \% of revenue
Pre-tax profit margin
Dividends per share
Dividends per share
Special distributions per share
Dividend yield (closing share price) Dividend payout ratio ${ }^{(6)}$
Total shareholder return ${ }^{(7)}$
Annualized ROE / ROCE ${ }^{(8)}$
Price to earnings multiple
Price to book ratio ${ }^{(10)}$

| Q3104 | Q4104 | Q1105 | Q2105 | Q3105 | Q4105 | Q1/06 | Q2106 | Q3106 | Q3/06 vs. Q3/05 <br> Increase (decrease) |  | FY01 | FY02 | FY03 | FY04 | FY05 | Q3305 Q3/06 Increase (decrease) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 118,639 | 150,687 | 80,565 | 85,601 | 123,683 | 142,929 | 99,017 | 118,654 | 158,670 | 34,987 | 28.3\% | 218,769 | 170,433 | 199,206 | 402,157 | 432,778 | 289,849 | 376,341 | 86,492 | 29.8\% |
| 100,609 | 119,477 | 68,094 | 75,332 | 99,094 | 117,502 | 83,587 | 94,407 | 122,772 | 23,678 | 23.9\% | 216,352 | 199,528 | 204,744 | 339,600 | 360,022 | 242,520 | 300,766 | 58,246 | 24.0\% |
| 6,763 | 10,218 | 4,065 | 4,146 | 7,846 | 8,120 | 4,352 | 8,493 | 11,650 | 3,804 | 48.5\% | (901) | $(11,015)$ | (485) | 22,128 | 24,177 | 16,057 | 24,495 | 8,438 | 52.6\% |
| 11,267 | 20,992 | 8,406 | 6,123 | 16,743 | 17,307 | 11,078 | 15,754 | 24,248 | 7,505 | 44.8\% | 3,318 | $(18,080)$ | $(5,053)$ | 40,429 | 48,579 | 31,272 | 51,080 | 19,808 | 63.3\% |
| 15,509 | 22,515 | 10,038 | 9,814 | 14,176 | 16,644 | 8,610 | 15,329 | 14,842 | 666 | 4.7\% | 44,206 | 8,982 | 14,634 | 57,345 | 50,672 | 34,028 | 38,781 | 4,753 | 14.0\% |
| 17,585 | 22,970 | 13,046 | 11,201 | 21,310 | 20,362 | 14,993 | 18,656 | 33,533 | 12,223 | 57.4\% | 2,187 | $(3,940)$ | 7,008 | 57,268 | 65,919 | 45,557 | 67,182 | 21,625 | 47.5\% |
| $(15,064)$ | $(14,275)$ | (10,613) | $(10,746)$ | $(10,897)$ | $(11,579)$ | $(8,173)$ | $(9,738)$ | $(12,477)$ | $(1,580)$ | 14.5\% | (43,976) | $(34,137)$ | $(27,180)$ | $(52,056)$ | $(43,835)$ | $(32,256)$ | $(30,388)$ | 1,868 | (5.8)\% |
| 1,104,713 | 1,508,366 | 1,514,140 | 1,529,94 | 1,217,62 | 1,638,165 | 1,323,153 | 1,550,013 | 1,580,422 | 2,802 | 29.8\% | 512,303 | 83,221 | 830,737 | 1,508,366 | 1,638,165 | 1,217,620 | 1,580,422 | 362,802 | 29.8\% |
| 1,030,983 | 1,409,679 | 1,316,432 | 1,330,455 | 1,003,240 | 1,415,954 | 1,096,495 | 1,326,395 | 1,334,327 | 331,087 | 33.0\% | 445,803 | 732,964 | 778,034 | 1,409,679 | 1,415,954 | 1,003,240 | 1,334,327 | 331,087 | 33.0\% |
| 73,730 | 98,687 | 197,708 | 199,492 | 214,380 | 222,211 | 226,658 | 223,618 | 246,095 | 31,715 | 14.8\% | 66,500 | 50,257 | 52,703 | 98,687 | 222,211 | 214,380 | 246,095 | 31,715 | 14.8\% |
| 205 | 237 | 274 | 301 | 344 | 380 | 410 | 475 | 528 | 184 | 53.5\% | 18 | 51 | 104 | 237 | 380 | 344 | 528 | 184 | 53.5\% |
| 7,049 | 8,292 | 8,244 | 8,678 | 8,998 | 9,967 | ,954 | 11,495 | 12,183 | 3,185 | 35.4\% | 4,428 | 4,978 | 5,037 | 8,292 | 9,967 | 3,998 | 12,183 | 3,185 | 35.4\% |
| 0.40 | 0.74 | 0.28 | 0.14 | 0.37 | 0.38 | 0.24 | 0.35 | 0.55 | 0.18 | 48.6\% | 0.14 | (0.71) | (0.18) | 1.43 | 1.17 | 0.77 | 1.15 | 0.38 | 49.4\% |
| 0.32 | 0.58 | 0.23 | 0.13 | 0.36 | 0.38 | 0.24 | 0.34 | 0.52 | 0.16 | 44.4\% | 0.14 | (0.71) | (0.18) | 1.12 | 1.11 | 0.72 | 1.10 | 0.38 | 52.8\% |
| 1.94 | 2.59 | 4.29 | 4.32 | 4.65 | 4.82 | 4.91 | 4.82 | 5.29 | 0.64 | 13.8\% | n.m. | n.m. | 1.84 | 2.59 | 4.82 | 4.65 | 5.29 | 0.64 | 13.8\% |
| - |  | 11.10 | 10.80 | 9.75 | 10.98 | 10.65 | 12.90 | 15.80 | 6.05 | 62.1\% |  |  |  |  | 11.10 | 11.10 | 15.80 | 4.70 | 42.3\% |
| - | - | 10.66 | 7.96 | 8.43 | 8.75 | 9.00 | 9.10 | 10.96 | 2.53 | 30.0\% | - |  |  |  | 7.96 | 7.96 | 9.00 | 1.04 | 13.1\% |
| - | - | 10.74 | 8.60 | 9.19 | 10.48 | 9.15 | 11.68 | 14.89 | 5.70 | 62.0\% |  |  |  |  | 10.48 | 9.19 | 14.89 | 5.70 | 62.0\% |
| 28,887 | 29,983 | 45,165 | 45,305 | 45,416 | 45,413 | 45,413 | 44,190 | 44,432 | (984) | (2.2)\% | n.m. | n.m. | 27,956 | 29,983 | 45,413 | 45,416 | 44,432 | (984) | (2.2)\% |
| 37,587 | 38,089 | 46,129 | 46,129 | 46,129 | 46,129 | 46,116 | 46,407 | 46,485 | 355 | 0.8\% | n.m. | n.m. | 28,589 | 38,089 | 46,129 | 46,129 | 46,485 | 355 | 0.8\% |
| 28,154 | 29,043 | 30,292 | 45,305 | 45,388 | 45,353 | 45,426 | 44,479 | 44,385 | $(1,003)$ | (2.2)\% | 24,040 | 25,389 | 27,805 | 28,298 | 41,635 | 40,421 | 44,271 | 3,850 | 9.5\% |
| 37,134 | 37,524 | 38,467 | 46,095 | 46,101 | 46,069 | 46,129 | 46,403 | 46,438 | 337 | 0.7\% | 24,040 | 25,389 | 27,805 | 37,096 | 44,188 | 43,573 | 43,624 | 51 | 0.1\% |
| n.m. | n.m. | 495,425 | 396,712 | 423,928 | 483,435 | 421,964 | 542,034 | 692,156 | 268,229 | 63.3\% | n.m. | n.m. | n.m | n.m. | 483,435 | 423,928 | 692,156 | 268,229 | 63.3\% |
| 58.9\% | 56.8\% | 43.6\% | 49.9\% | 52.9\% | 54.0\% | 49.1\% | 50.2\% | 52.1\% | (0.8)\% |  | 46.0\% | 46.0\% | 46.5\% | 54.4\% | 50.9\% | 49.4\% | 50.7\% | 1.3\% |  |
| 66.7\% | 63.9\% | 57.5\% | 62.1\% | 61.8\% | 63.2\% | 58.5\% | 58.1\% | 58.2\% | (3.6)\% |  | 61.8\% | 64.9\% | 64.4\% | 63.6\% | 61.5\% | 60.7\% | 58.2\% | (2.5)\% |  |
| 18.1\% | 15.4\% | 27.0\% | 25.9\% | 18.3\% | 19.0\% | 25.9\% | 21.5\% | 19.2\% | 0.9\% |  | 37.1\% | 52.2\% | 38.4\% | 20.8\% | 21.7\% | 23.0\% | 21.7\% | (1.3)\% |  |
| 84.8\% | 79.3\% | 84.5\% | 88.0\% | 80.1\% | 82.2\% | 84.4\% | 79.6\% | 77.4\% | (2.7)\% |  | 98.9\% | 117.1\% | 102.8\% | 84.4\% | 83.2\% | 83.7\% | 79.9\% | (3.8)\% |  |
| 15.2\% | 20.7\% | 15.5\% | 12.0\% | 19.9\% | 17.8\% | 15.6\% | 20.4\% | 22.6\% | 2.7\% |  | 1.1\% | (17.1)\% | (2.8)\% | 15.6\% | 16.8\% | 16.3\% | 20.1\% | 3.8\% |  |
| - |  | 0.05 | 0.05 | 0.05 | 0.11 | 0.06 | 0.06 | 0.08 | 0.03 | 60.0\% |  |  |  |  | 0.26 | 0.15 | 0.20 | 0.05 | 33.3\% |
| - | - | - |  | 0.15 |  | - | - |  | (0.15) | (100.0)\% |  |  |  |  | 0.15 | 0.15 | - | (0.15) | (100.0)\% |
| - |  | 1.9\% | 2.3\% | 2.2\% | 4.2\% | 2.6\% | 2.1\% | 2.1\% | (0.1)\% |  |  |  |  |  | 2.5\% | 2.2\% | 1.8\% | (0.4)\% |  |
| - |  | 27.4\% | 37.7\% | 13.8\% | 29.3\% | 25.0\% | 17.7\% | 15.3\% | 1.5\% |  |  |  |  |  | 24.7\% | 22.1\% | 18.1\% | (4.0)\% |  |
| - |  | 4.8\% | (19.4)\% | 7.5\% | 16.3\% | (11.7)\% | 28.3\% | 28.0\% | 20.5\% |  |  |  |  |  | 5.5\% | (9.3)\% | 45.0\% | 54.3\% |  |
| 51.4\% | 79.1\% | 19.3\% | 12.2\% | 32.1\% | 32.2\% | 19.8\% | 27.8\% | 41.0\% | 8.9\% |  | 5.1\% | (28.3)\% | (7.5)\% | 43.5\% | 23.9\% | 21.2\% | 29.5\% | 8.3\% |  |
|  |  | 7.8 | 6.8 | 7.1 | 9.5 | 8.2 | 8.8 | 10.1 | 3.0 | 42.9\% |  |  |  |  | 9.5 | 7.1 | 10.1 | 3.0 | 42.9\% |
| - |  | 2.5 | 2.0 | 2.0 | 2.2 | 1.9 | 2.4 | 2.8 | 0.8 | 41.4\% | - |  |  |  | 2.2 | 2.0 | 2.8 | 0.8 | 41.4\% |

n.m.: not meaningful
(1) Financial results are expressed in $\mathrm{C} \$$ thousands, except for assets under management, assets under administration, common share information, and financial ratios.
(2) 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.

Acounts which are administered by Canaccord. 0206 AUM has been reclassified to exclude assets from the Alliance Program.
(4) Book value per diliuted share is calculated as total shareholders' equity less redeemable preferred shares divided by the number of fully diluted shares outstanding. (6) Special distributions per share are not included in the dividend yield and dividend payout calculations.
(7) 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
(8) Q2/05 annualized ROE has been recalculated using simple average to reflect average shareholders' equity,
(9) The price to earnings multiple is calculated based on the end of period share price and 12 -month trailing dil
(10) The price to book ratio is calculated based on the end of period share price and diluted book value per share.

## Canaccord Group of Companies

Condensed consolidated statement of operations
(Unaudited, for the period ended)
(in thousands of dollars) ${ }^{(1)}$
Revenue
ent Services
Global Capital Markets
Other

## Expenses

ncentive compensation ${ }^{(2)(3)}$
Salaries and benefis
Trading costs
Premises and equipment mation and technology

General and administrative ${ }^{(3)}$ Amortization
Development costs
Restructuring and other costs Discretionary payouts
Gain on disposal of invts \& claims

Income (loss) before income taxes
Income taxes
Net income (loss)

| Q3104 | Q4/04 | Q1/05 | Q2105 | Q3/05 | Q4/05 | Q1/06 | Q2/06 | Q3106 | $\begin{gathered} \text { Q3/06 vs. Q3/05 } \\ \text { Increase (decrease) } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 48,540 | 60,667 | 38,322 | 36,499 | 46,964 | 56,391 | 39,630 | 52,411 | 54,731 | 7,767 | 16.5\% |
| 66,515 | 85,425 | 39,171 | 46,671 | 72,368 | 81,444 | 54,457 | 60,048 | 98,918 | 26,550 | 36.7\% |
| 3,584 | 4,595 | 3,072 | 2,431 | 4,351 | 5,094 | 4,930 | 6,195 | 5,021 | 670 | 15.4\% |
| 118,639 | 150,687 | 80,565 | 85,601 | 123,683 | 142,929 | 99,017 | 118,654 | 158,670 | 34,987 | 28.3\% |
| 69,927 | 85,532 | 35,093 | 42,721 | 65,449 | 77,191 | 48,650 | 59,580 | 82,662 | 17,213 | 26.3\% |
| 9,181 | 10,773 | 11,214 | 10,414 | 10,957 | 13,130 | 9,226 | 9,409 | 9,668 | $(1,289)$ | (11.8)\% |
| 4,666 | 5,292 | 4,453 | 3,540 | 4,377 | 4,493 | 4,312 | 4,247 | 4,441 | 64 | 1.5\% |
| 3,184 | 3,709 | 3,029 | 2,920 | 2,875 | 3,025 | 3,626 | 3,067 | 4,082 | 1,207 | 42.0\% |
| 3,114 | 2,946 | 3,221 | 3,573 | 3,524 | 3,719 | 3,690 | 3,798 | 4,023 | 499 | 14.2\% |
| 1,019 | 1,168 | 2,273 | 1,436 | 1,990 | 2,125 | 2,491 | 2,405 | 2,441 | 451 | 22.7\% |
| 6,433 | 6,910 | 6,044 | 8,013 | 7,248 | 10,866 | 10,016 | 9,063 | 12,422 | 5,174 | 71.4\% |
| 1,027 | 751 | 692 | 739 | 802 | 952 | 1,118 | 800 | 930 | 128 | 16.0\% |
| 2,058 | 2,396 | 2,075 | 1,976 | 1,872 | 2,001 | 2,091 | 2,038 | 2,103 | 231 | 12.3\% |
| - |  |  |  |  |  |  |  |  |  |  |
| - | - | - | . | - |  | $(1,633)$ | - |  | . |  |
| 100,609 | 119,477 | 68,094 | 75,332 | 99,094 | 117,502 | 83,587 | 94,407 | 122,772 | 23,678 | 23.9\% |
| 18,030 | 31,210 | 12,471 | 10,269 | 24,589 | 25,427 | 15,430 | 24,247 | 35,898 | 11,309 | 46.0\% |
| 6,763 | 10,218 | 4,065 | 4,146 | 7,846 | 8,120 | 4,352 | 8,493 | 11,650 | 3,804 | 48.5\% |
| 11,267 | 20,992 | 8,406 | 6,123 | 16,743 | 17,307 | 11,078 | 15,754 | 24,248 | 7,505 | 44.8 |


| FY01 | FY02 | FY03 | FY04 | FY05 | 9 Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Q3/05 | Q3106 | Increase (decrease) |  |
| 140,251 | 90,534 | 97,784 | 175,983 | 178,176 | 121,785 | 146,772 | 24,987 | 20.5\% |
| 66,288 | 72,264 | 91,629 | 211,758 | 239,654 | 158,210 | 213,423 | 55,213 | 34.9\% |
| 12,230 | 7,635 | 9,793 | 14,416 | 14,948 | 9,854 | 16,146 | 6,292 | 63.9\% |
| 218,769 | 170,433 | 199,206 | 402,157 | 432,778 | 289,849 | 376,341 | 86,492 | 29.8\% |
| 100,727 | 78,428 | 92,594 | 218,802 | 220,454 | 143,263 | 190,892 | 47,629 | 33.2\% |
| 34,418 | 32,147 | 35,661 | 37,193 | 45,715 | 32,585 | 28,303 | $(4,282)$ | (13.1)\% |
| 13,745 | 9,621 | 15,343 | 17,310 | 16,863 | 12,370 | 13,000 | 630 | 5.1\% |
| 13,274 | 12,616 | 12,089 | 13,017 | 11,849 | 8,824 | 10,775 | 1,951 | 22.1\% |
| 12,178 | 11,650 | 12,984 | 12,290 | 14,037 | 10,318 | 11,511 | 1,193 | 11.6\% |
| 6,551 | 4,116 | 3,239 | 3,994 | 7,824 | 5,699 | 7,337 | 1,638 | 28.7\% |
| 24,534 | 18,175 | 20,555 | 24,874 | 32,171 | 21,305 | 31,501 | 10,196 | 47.9\% |
| 2,794 | 3,982 | 3,898 | 3,565 | 3,185 | 2,233 | 2,848 | 615 | 27.5\% |
| 4,770 | 4,443 | 4,137 | 8,240 | 7,924 | 5,923 | 6,232 | 309 | 5.2\% |
| 1,906 | 22,753 | 8,505 | 315 |  |  |  |  |  |
| 5,920 | 1,597 |  |  |  |  |  |  |  |
| $(4,465)$ |  | $(4,261)$ |  |  | - | $(1,633)$ | $(1,633)$ | n.m. |
| 216,352 | 199,528 | 204,744 | 339,600 | 360,022 | 242,520 | 300,766 | 58,246 | 24.0 |
| 2,417 | $(29,095)$ | $(5,538)$ | 62,557 | 72,756 | 47,329 | 75,575 | 28,246 | 59.7\% |
| (901) | $(11,015)$ | (485) | 22,128 | 24,177 | 16,057 | 24,495 | 8,438 | 52.6\% |
| 3,318 | $(18,080)$ | (5,053 | 40,42 | 48,57 | 31,272 | 51,080 | 19,808 | 63. |

Incentive compensation as \% of revenue Total compensation exp. as $\%$ of revenue ${ }^{(4)}$ Non-compensation exp. as $\%$ of revenue Total expenses as \% of revenue
Pre-tax profit margin
Basic earnings (loss) per share
Fully diluted earnings (loss) per share
Book value per diluted share
Dividends per share
Special distributions per share ${ }^{(5)}$
Dividend yield (closing share price) ${ }^{(5)}$
Dividend payout ratio ${ }^{(5)}$
Total shareholder return ${ }^{(6)}$
Annualized ROE / ROCE ${ }^{(7)}$
Price to book ratio

| $58.9 \%$ | $56.8 \%$ | $43.6 \%$ | $49.9 \%$ | $52.9 \%$ | $54.0 \%$ | $49.1 \%$ | $50.2 \%$ | $52.1 \%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $66.7 \%$ | $63.9 \%$ | $57.5 \%$ | $62.1 \%$ | $61.8 \%$ | $63.2 \%$ | $58.5 \%$ | $58.1 \%$ | $58.2 \%$ |
| $18.1 \%$ | $15.4 \%$ | $27.0 \%$ | $25.9 \%$ | $18.3 \%$ | $19.0 \%$ | $25.9 \%$ | $21.5 \%$ | $19.2 \%$ |
| $84.8 \%$ | $79.3 \%$ | $84.5 \%$ | $88.0 \%$ | $80.1 \%$ | $82.2 \%$ | $84.4 \%$ | $79.6 \%$ | $77.4 \%$ |
| $15.2 \%$ | $20.7 \%$ | $15.5 \%$ | $12.0 \%$ | $19.9 \%$ | $17.8 \%$ | $15.6 \%$ | $20.4 \%$ | $22.6 \%$ |
| $37.5 \%$ | $32.7 \%$ | $32.6 \%$ | $40.4 \%$ | $31.9 \%$ | $31.9 \%$ | $28.2 \%$ | $35.0 \%$ | $32.5 \%$ |
| 0.40 | 0.74 | 0.28 | 0.14 | 0.37 | 0.38 | 0.24 | 0.35 | 0.55 |
| 0.32 | 0.58 | 0.23 | 0.13 | 0.36 | 0.38 | 0.24 | 0.34 | 0.52 |
| 1.94 | 2.59 | 4.29 | 4.32 | 4.65 | 4.82 | 4.91 | 4.82 | 5.29 |
| - | - | 0.05 | 0.05 | 0.05 | 0.11 | 0.06 | 0.06 | 0.08 |
| - | - | - | - | 0.15 | - | - | - |  |
| - | - | $1.9 \%$ | $2.3 \%$ | $2.2 \%$ | $4.2 \%$ | $2.6 \%$ | $2.1 \%$ | $2.1 \%$ |
| - | - | $27.4 \%$ | $37.7 \%$ | $13.8 \%$ | $29.3 \%$ | $25.0 \%$ | $17.7 \%$ | $15.3 \%$ |
| - | - | $4.8 \%$ | $(19.4) \%$ | $7.5 \%$ | $16.3 \%$ | $(11.7) \%$ | $28.3 \%$ | $28.0 \%$ |
| $51.4 \%$ | $79.1 \%$ | $19.3 \%$ | $12.2 \%$ | $32.1 \%$ | $32.2 \%$ | $19.8 \%$ | $27.8 \%$ | $41.0 \%$ |
| - | - | 7.8 | 6.8 | 7.1 | 9.5 | 8.2 | 8.8 | 10.1 |
| - | - | 2.5 | 2.0 | 2.0 | 2.2 | 1.9 | 2.4 | 2.8 |


| $(0.8) \%$ |  |
| ---: | ---: |
| $(3.6) \%$ |  |
| $0.9 \%$ |  |
| $(2.7) \%$ |  |
| $2.7 \%$ |  |
| $0.6 \%$ |  |
|  |  |
| 0.18 | 48 |
| 0.16 | 44 |
| 0.64 | 13 |
| 0.03 | 60 |
| $(0.15)$ | $(100$. |
| $(0.1) \%$ |  |
| $1.5 \%$ |  |
| $20.5 \%$ |  |
| $8.9 \%$ |  |
| 3.0 | 42. |
| 0.8 | 41. |


| $46.0 \%$ | $46.0 \%$ | $46.5 \%$ | $54.4 \%$ | $50.9 \%$ | $49.4 \%$ | $50.7 \%$ | $1.3 \%$ |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $61.8 \%$ | $64.9 \%$ | $64.4 \%$ | $63.6 \%$ | $61.5 \%$ | $60.7 \%$ | $58.2 \%$ | $(2.5) \%$ |  |
| $37.1 \%$ | $52.2 \%$ | $38.4 \%$ | $20.8 \%$ | $21.7 \%$ | $23.0 \%$ | $21.7 \%$ | $(1.3) \%$ |  |
| $98.9 \%$ | $117.1 \%$ | $102.8 \%$ | $84.4 \%$ | $83.2 \%$ | $83.7 \%$ | $79.9 \%$ | $(3.8) \%$ |  |
| $1.1 \%$ | $(17.1) \%$. | $(2.8) \%$ | $15.6 \%$ | $16.8 \%$ | $16.3 \%$ | $20.1 \%$ | $3.8 \%$ |  |
| $37.3 \%$ | $37.9 \%$ | $8.8 \%$ | $35.4 \%$ | $33.2 \%$ | $33.9 \%$ | $32.4 \%$ | $(1.5) \%$ |  |
|  |  |  |  |  |  |  |  |  |
| 0.14 | $(0.71)$ | $(0.18)$ | 1.43 | 1.17 | 0.77 | 1.15 | 0.38 | $49.4 \%$ |
| 0.14 | $(0.71)$ | $(0.18)$ | 1.12 | 1.11 | 0.72 | 1.10 | 0.38 | $52.8 \%$ |
| n.m. | n.m. | 1.84 | 2.59 | 4.82 | 4.65 | 5.29 | 0.64 | $1.8 \%$ |
| - | - | - | - | 0.26 | 0.15 | 0.20 | 0.05 | $33.3 \%$ |
| - | - | - | - | 0.15 | 0.15 | - | $(0.15)$ | $(100.0) \%$ |
| - | - | - | - | $2.5 \%$ | $2.2 \%$ | $1.8 \%$ | $(0.4) \%$ |  |
| - | - | - | - | $24.7 \%$ | $22.1 \%$ | $18.1 \%$ | $(4.0) \%$ |  |
| - | - | - | - | $5.5 \%$ | $(9.3) \%$ | $45.0 \%$ | $54.3 \%$ |  |
| $5.1 \%$ | $(28.3) \%$ | $(7.5) \%$ | $43.5 \%$ | $23.9 \%$ | $21.2 \%$ | $29.5 \%$ | $8.3 \%$ |  |
| - | - | - | - | 9.5 | 7.1 | 10.1 | 3.0 | $42.9 \%$ |
| - | - | - | - | 2.2 | 2.0 | 2.8 | 0.8 | $41.4 \%$ |

(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)
(3) Q1/05 figures has been reclassified to reflect the reclassification of promotion and travel expenses in Global Capital Market from incentive compensation to general and administrative.
(4) 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
(5) Special distributions per share are not included in the dividend yield and dividend payout calculations.
(6) Total shareholder return is calculated as the change in share price plus dividends and special distributio
(7) Q2/05 annualized ROE has been recalculated using simple average to reflect average shareholders' equity.

## Private Client Services

Condensed statement of operations
(Unaudited, for the period ended)
(in thousands of dollars) ${ }^{(1)}$
Revenue
Private Client Services (PCS)

Expenses
Incentive compensation Salaries and bene
Trading costs ${ }^{(2)}$
Premises and equipment
Communication and technology
eneral and administrative
Amortization
Development costs
Restructuring and other costs Discretionary payouts
Gain on disposal of invts \& claims
Income before income taxes ${ }^{(3)}$
PCS fee-related revenue ${ }^{(4)}$ Incentive compensation as $\%$ of revenue Total compensation exp. as $\%$ of revenue ${ }^{(5)}$ Non-compensation exp. as \% of revenue Total expenses as \% of revenue Pre-tax profit margin

Assets under mgmt. (\$ millions) ${ }^{(6)}$ Assets under admin. (\$ millions)

Number of employees
Number of Investment Advisors ${ }^{(7)}$
Number of PCS clients

| Q3/04 | Q4/04 | Q1/05 | Q2105 | Q3/05 | Q4/05 | Q1/06 | Q2/06 | Q3/06 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 48,540 | 60,667 | 38,322 | 36,499 | 46,964 | 56,391 | 39,630 | 52,411 | 54,731 |
|  |  |  |  |  |  |  |  |  |
| 23,896 | 28,498 | 17,724 | 17,344 | 22,668 | 26,660 | 17,581 | 25,033 | 25,297 |
| 2,382 | 3,237 | 2,851 | 2,454 | 2,494 | 3,359 | 3,036 | 2,827 | 2,785 |
| 309 | 509 | 2,341 | 1,850 | 2,310 | 2,301 | 2,217 | 2,014 | 2,150 |
| 1,168 | 1,229 | 1,117 | 1,133 | 1,132 | 1,271 | 1,350 | 1,298 | 1,318 |
| 1,400 | 1,368 | 1,455 | 1,459 | 1,442 | 1,463 | 1,459 | 1,480 | 1,516 |
| - | $-7,469$ | 778 | 668 | 1,028 | 1,237 | 1,282 | 1,267 | 1,782 |
| 2,678 | 2,462 | 1,093 | 948 | 799 | 2,330 | 2,833 | 1,985 | 3,618 |
| 448 | 189 | 242 | 253 | 274 | 318 | 380 | 273 | 324 |
| 750 | 660 | 683 | 576 | 731 | 808 | 882 | 905 | 1,099 |
| - | - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | - | - | - |
| 33,031 | 38,152 | 28,284 | 26,685 | 32,788 | 39,747 | 31,020 | 37,082 | 39,889 |
| 15,509 | 22,515 | 10,038 | 9,814 | 14,176 | 16,644 | 8,610 | 15,329 | 14,842 |


(1) Financial results are expressed in $\mathrm{C} \$$ thousands, except for financial ratios, assets under administration, assets under management, number of employees, Investment Advisors, and PCS clients,
 comparisons may vary due to the change in methodology.
(3) Income before income taxes excludes allocated overhead expenses which are included in Other segment expenses
(4) PCS fee-related revenue includes RRSP interest revenue and commissions earned from managed accounts, fee-based accounts, bonds, mutual funds, and insurance.
(5) 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.
(6) AUM are assets discretrionarily managed as a part of our Independence Accounts which are administered by Canaccord. Q2/06 AUM has been reclassified to exclude assets from the Alliance Program.
(7) Upon reviewing the population of Investment Advisors (IAs), it was determined that IAs on long term disability and non-registrants should be excluded from the total count, and therefore, historical statistics have been reclassified.

## Global Capital Markets

Condensed statement of operations

| naudited, for the period ended) |  |  |  |  |  |  |  |  |  | Q3/06 | Q305 |  |  |  |  |  |  | 9 Mont | Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in thousands of dollars) ${ }^{(1)}$ | Q3104 | Q4104 | Q1105 | Q2105 | Q3105 | Q4105 | Q1/06 | Q2/06 | Q3106 | Increase | ecrease) | FY01 | FY02 | FY03 | FY04 | FY05 | Q3/05 | Q3/06 | Increase ( | crease) |
| Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Capital Markets | 25,036 | 36,524 | 17,307 | 16,087 | 22,371 | 39,794 | 25,828 | 35,054 | 44,650 | 22,279 | 99.6\% | 26,077 | 23,464 | 35,601 | 88,821 | 95,559 | 55,765 | 105,532 | 49,767 | 89.2\% |
| International Trading | 5,766 | 4,829 | 3,308 | 3,023 | 4,406 | 4,715 | 3,426 | 4,691 | 4,994 | 588 | 13.3\% | 8,665 | 6,270 | 7,491 | 16,800 | 15,452 | 10,737 | 13,111 | 2,374 | 22.1\% |
| Registered Traders | 3,247 | 3,456 | (82) | 187 | 2,306 | 1,864 | 532 | 2,000 | 2,517 | 211 | 9.2\% | 7,018 | 7,795 | 10,564 | 11,493 | 4,275 | 2,411 | 5,049 | 2,638 | 109.4\% |
| Fixed Income | 2,128 | 4,162 | 2,289 | 2,050 | 1,703 | 2,236 | 1,838 | 1,891 | 1,876 | 173 | 10.2\% | 5,614 | 9,465 | 9,509 | 10,155 | 8,278 | 6,042 | 5,605 | (437) | (7.2)\% |
| International (UK) | 30,338 | 36,454 | 16,349 | 25,324 | 41,582 | 32,835 | 22,833 | 16,412 | 44,881 | 3,299 | 7.9\% | 18,914 | 25,270 | 28,464 | 84,489 | 116,090 | 83,255 | 84,126 | 871 | 1.0\% |
|  | 66,515 | 85,425 | 39,171 | 46,671 | 72,368 | 81,444 | 54,457 | 60,048 | 98,918 | 26,550 | 36.7\% | 66,288 | 72,264 | 91,629 | 211,758 | 239,654 | 158,210 | 213,423 | 55,213 | 34.9\% |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Incentive compensation ${ }^{(2)(4)}$ | 40,606 | 52,427 | 15,083 | 23,405 | 39,964 | 46,578 | 28,781 | 30,704 | 52,319 | 12,355 | 30.9\% | 33,588 | 35,649 | 45,982 | 120,298 | 125,030 | 78,452 | 111,804 | 33,352 | 42.5\% |
| Salaries and benefits | 3,103 | 3,500 | 3,821 | 3,808 | 4,123 | 4,825 | 1,287 | 1,790 | 1,755 | $(2,368)$ | (57.4)\% | 11,199 | 11,939 | 13,486 | 12,517 | 16,577 | 11,752 | 4,832 | $(6,920)$ | (58.9)\% |
| Trading costs ${ }^{(3)}$ | 1,044 | 1,069 | 1,751 | 1,496 | 1,781 | 1,923 | 1,663 | 1,879 | 2,056 | 275 | 15.4\% | 3,358 | 2,425 | 3,782 | 3,440 | 6,951 | 5,028 | 5,598 | 570 | 11.3\% |
| Premises and equipment | 1,023 | 1,104 | 1,025 | 1,062 | 970 | 923 | 1,340 | 919 | 1,281 | 311 | 32.1\% | 3,770 | 4,144 | 4,634 | 4,236 | 3,980 | 3,057 | 3,540 | 483 | 15.8\% |
| Communication and technology | 1,054 | 969 | 1,251 | 1,386 | 1,240 | 1,375 | 1,507 | 1,462 | 1,551 | 311 | 25.1\% | 3,402 | 4,105 | 4,921 | 4,205 | 5,252 | 3,877 | 4,520 | 643 | 16.6\% |
| Interest | (12) | 7 | 49 | 48 | 202 | 312 | 388 | 196 | 558 | 356 | 176.2\% | 619 | 296 | 332 | 35 | 611 | 299 | 1,142 | 843 | 281.9\% |
| General and administrative ${ }^{(4)}$ | 1,665 | 2,630 | 2,799 | 3,693 | 2,375 | 4,581 | 3,898 | 4,054 | 5,545 | 3,170 | 133.5\% | 10,229 | 4,810 | 9,057 | 7,632 | 13,448 | 8,867 | 13,497 | 4,630 | 52.2\% |
| Amortization | 308 | 317 | 265 | 291 | 317 | 331 | 445 | 300 | 365 | 48 | 15.1\% | 876 | 1,644 | 1,488 | 1,291 | 1,204 | 873 | 1,110 | 237 | 27.1\% |
| Development costs | 139 | 432 | 81 | 281 | 86 | 234 | 155 | 88 | (45) | (131) | (152.3)\% | 139 | 375 | (670) | 836 | 682 | 448 | 198 | (250) | (55.8)\% |
| Restructuring and other costs | - |  | . |  |  |  |  |  |  |  |  | 886 | 10,656 | 1,609 |  |  |  |  |  |  |
| Discretionary payouts |  |  |  |  |  |  |  |  |  |  |  | 500 | 161 |  |  |  |  |  |  |  |
| Gain on disposal of invts \& claims | - |  | - |  | - |  |  |  |  |  |  | $(4,465)$ |  |  |  |  |  | - |  |  |
|  | 48,930 | 62,455 | 26,125 | 35,470 | 51,058 | 61,082 | 39,464 | 41,392 | 65,385 | 14,327 | 28.1\% | 64,101 | 76,204 | 84,621 | 154,490 | 173,735 | 112,653 | 146,241 | 33,588 | 29.8\% |
| Income (loss) before income taxes ${ }^{(5)}$ | 17,585 | 22,970 | 13,046 | 11,201 | 21,310 | 20,362 | 14,993 | 18,656 | 33,533 | 12,223 | 57.4\% | 2,187 | $(3,940)$ | 7,008 | 57,268 | 65,919 | 45,557 | 67,182 | 21,625 | 47.5\% |
| Incentive compensation as \% of revenue | 61.0\% | 61.4\% | 38.5\% | 50.1\% | 55.2\% | 57.2\% | 52.9\% | 51.1\% | 52.9\% | (2.3)\% |  | 50.7\% | 49.3\% | 50.2\% | 56.8\% | 52.2\% | 49.6\% | 52.4\% | 2.8\% |  |
| Total compensation exp. as \% of revenue ${ }^{(6)}$ | 65.7\% | 65.5\% | 48.3\% | 58.3\% | 60.9\% | 63.1\% | 55.2\% | 54.1\% | 54.7\% | (6.2)\% |  | 67.6\% | 65.9\% | 64.9\% | 62.7\% | 59.1\% | 57.0\% | 54.7\% | (2.3)\% |  |
| Non-compensation exp. as \% of revenue | 7.9\% | 7.6\% | 18.4\% | 17.7\% | 9.7\% | 11.9\% | 17.3\% | 14.8\% | 11.4\% | 1.7\% |  | 29.1\% | 39.6\% | 27.5\% | 10.3\% | 13.4\% | 14.2\% | 13.8\% | (0.4)\% |  |
| Total expenses as \% of revenue | 73.6\% | 73.1\% | 66.7\% | 76.0\% | 70.6\% | 75.0\% | 72.5\% | 68.9\% | 66.1\% | (4.5)\% |  | 96.7\% | 105.5\% | 92.4\% | 73.0\% | 72.5\% | 71.2\% | 68.5\% | (2.7)\% |  |
| Pre-tax profit margin | 26.4\% | 26.9\% | 33.3\% | 24.0\% | 29.4\% | 25.0\% | 27.5\% | 31.1\% | 33.9\% | 4.5\% |  | 3.3\% | (5.5)\% | 7.6\% | 27.0\% | 27.5\% | 28.8\% | 31.5\% | 2.7\% |  |
| Number of employees | 234 | 237 | 252 | 251 | 261 | 279 | 293 | 283 | 296 | 35 | 13.4\% | 230 | 235 | 247 | 237 | 279 | 261 | 296 | 35 | 13.4\% |

(1) Financial results are expressed in $C \$$ thousands, except for financial ratios and number of employees.
(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).
 comparisons may vary due to the change in methodology.
(4) Q1/05 figures have been reclassified to reflect the reclassification of promotion and travel expenses in Global Capital Market from incentive compensation to general and administrative.
(5) Income (loss) before income taxes excludes allocated overhead expenses which are included in Other segment expenses
 new flat payout structure for Global Capital Markets, which will effectively reduce the overall company compensation expense ratio across the full year.

Condensed statement of operations
(Unaudited, for the period ended) (in thousands of dollars) ${ }^{(1)}$
Revenue
Other

Expenses
Incentive compensation
Salaries and benefits
Trading costs ${ }^{(2)}$
Premises and equipment
Communication and technology Interes

General and administrative
Amortization
Development costs
Restructuring and other costs Discretionary payouts
Gain on disposal of invts \& claims
Income (loss) before income taxes ${ }^{(3)}$

Number of employees

| Q3/04 | Q4/04 | Q1/05 | Q2/05 | Q3/05 | Q4/05 | Q1/06 | Q2/06 | Q3/06 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |  |
| 3,584 | 4,595 | 3,072 | 2,431 | 4,351 | 5,094 | 4,930 | 6,195 | 5,021 |
|  |  |  |  |  |  |  |  |  |
| 5,425 | 4,607 | 2,286 | 1,972 | 2,817 | 3,953 | 2,288 | 3,843 | 5,046 |
| 3,696 | 4,036 | 4,542 | 4,152 | 4,340 | 4,946 | 4,903 | 4,792 | 5,128 |
| 3,313 | 3,714 | 361 | 194 | 286 | 269 | 432 | 354 | 235 |
| 993 | 1,376 | 887 | 725 | 773 | 831 | 936 | 850 | 1,483 |
| 660 | 609 | 515 | 728 | 842 | 881 | 724 | 856 | 956 |
| 1,031 | 1,161 | 1,445 | 721 | 760 | 576 | 821 | 942 | 101 |
| 2,090 | 1,818 | 2,152 | 3,372 | 4,164 | 3,955 | 3,285 | 3,024 | 3,259 |
| 271 | 245 | 185 | 195 | 211 | 303 | 293 | 227 | 241 |
| 1,169 | 1,304 | 1,312 | 1,118 | 1,055 | 959 | 1,054 | 1,045 | 1,049 |
| - | - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | $(1,633)$ | - | - |
| 18,648 | 18,870 | 13,685 | 13,177 | 15,248 | 16,673 | 13,103 | 15,933 | 17,498 |


| $(15,064)$ | $(14,275)$ | $(10,613)$ | $(10,746)$ | $(10,897)$ | $(11,579)$ | $(8,173)$ | $(9,738)$ | $(12,477)$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| $\begin{aligned} & \text { Q3/06 vs. Q3/05 } \\ & \text { Increase (decrease) } \\ & \hline \end{aligned}$ |  |
| :---: | :---: |
| 670 | 15.4\% |
| 2,229 | 79.1\% |
| 788 | 18.2\% |
| (51) | (17.8)\% |
| 710 | 91.8\% |
| 114 | 13.5\% |
| (659) | (86.7)\% |
| (905) | (21.7)\% |
| 30 | 14.2\% |
|  | (0.6)\% |
| - |  |
| - |  |
| 2,250 | 14.8\% |
| $(1,580)$ | 14.5\% |



| 9 Months Ended |  |  |  |
| :---: | :---: | :---: | :---: |
| Q3105 | Q3/06 | Increase (decrease) |  |
| 9,854 | 16,146 | 6,292 | 63.9\% |
| 7,075 | 11,177 | 4,102 | 58.0\% |
| 13,034 | 14,823 | 1,789 | 13.7\% |
| 841 | 1,021 | 180 | 21.4\% |
| 2,385 | 3,269 | 884 | 37.1\% |
| 2,085 | 2,536 | 451 | 21.6\% |
| 2,926 | 1,864 | $(1,062)$ | (36.3)\% |
| 9,688 | 9,568 | (120) | (1.2)\% |
| 591 | 761 | 170 | 28.8\% |
| 3,485 | 3,148 | (337) | (9.7)\% |
| - | - | - |  |
| - | - | - |  |
| - | $(1,633)$ | $(1,633)$ | n.m. |
| 42,110 | 46,534 | 4,424 | 10.5\% |
| $(32,256)$ | $(30,388)$ | 1,868 | (5.8)\% |

$281 \quad 296308$
314
324
324328
336
337
21
6.6\%

282
259
277
296
324
316
337
21
(1) Financial results are expressed in $\mathrm{C} \$$ thousands, except for number of employees.
 comparisons may vary due to the change in methodology.
(3) 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)
(in thousands of dollars) ${ }^{(1)}$
Revenue
Private Client Services Global Capital Markets
Other

Incentive compensation ${ }^{(2)}$
Salaries and benefits
Trading costs
Premises and equipment
Communication and technology Interest
General and administrative ${ }^{(2)}$ Amortization
Development cost
Restructuring and other costs
Discretionary payouts
Gain on disposal of invts \& claims
Income (loss) before income taxes
Incentive compensation as \% of revenue
otal compensation exp. as \% of revenue ${ }^{(3)}$ Non-compensation exp. as \% of revenue
Total expenses as \% of revenue
Pe-tax profit margin

| Q3104 | Q4/04 | Q1/05 | Q2105 | Q3105 | Q4/05 | Q1/06 | Q2/06 | Q3/06 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 48,540 | 60,667 | 38,322 | 36,499 | 46,964 | 56,391 | 39,630 | 52,411 | 54,731 |
| 36,177 | 48,971 | 22,822 | 21,347 | 30,786 | 48,609 | 31,624 | 43,636 | 54,037 |
| 3,584 | 4,595 | 3,072 | 2,431 | 4,351 | 5,094 | 4,930 | 6,195 | 5,021 |
| 88,301 | 114,233 | 64,216 | 60,277 | 82,101 | 110,094 | 76,184 | 102,242 | 113,789 |
| 49,413 | 60,586 | 28,574 | 28,050 | 39,688 | 58,115 | 36,379 | 51,046 | 57,592 |
| 7,703 | 9,086 | 9,357 | 8,360 | 8,690 | 10,513 | 8,668 | 8,561 | 8,862 |
| 4,386 | 4,935 | 4,162 | 3,264 | 4,065 | 4,209 | 4,023 | 3,986 | 4,113 |
| 2,560 | 3,036 | 2,456 | 2,362 | 2,339 | 2,549 | 2,941 | 2,695 | 3,467 |
| 2,908 | 2,712 | 2,967 | 3,305 | 3,275 | 3,454 | 3,343 | 3,547 | 3,647 |
| 1,030 | 1,162 | 2,273 | 1,435 | 1,989 | 2,126 | 2,491 | 2,402 | 2,440 |
| 5,796 | 5,540 | 5,125 | 6,552 | 6,010 | 8,605 | 8,437 | 7,847 | 10,792 |
| 874 | 593 | 566 | 588 | 628 | 783 | 941 | 646 | 769 |
| 2,058 | 2,396 | 2,075 | 1,976 | 1,872 | 2,001 | 2,091 | 2,038 | 2,103 |
|  |  |  |  |  |  |  |  |  |
| - |  | - | - | - |  | $(1,633)$ | - |  |
| 76,728 | 90,046 | 57,555 | 55,892 | 68,556 | 92,355 | 67,681 | 82,768 | 93,785 |
| 11,573 | 24,187 | 6,661 | 4,385 | 13,545 | 17,739 | 8,503 | 19,474 | 20,004 |


| Q3/06 vs. Q3/05 <br> Increase (decrease) |  |
| :---: | :---: |
| 7,767 | 16.5\% |
| 23,251 | 75.5\% |
| 670 | 15.4\% |
| 31,688 | 38.6\% |
| 17,904 | 45.1\% |
| 172 | 2.0\% |
| 48 | 1.2\% |
| 1,128 | 48.2\% |
| 372 | 11.4\% |
| 451 | 22.7\% |
| 4,782 | 79.6\% |
| 141 | 22.5\% |
| 231 | 12.3\% |
| - |  |
| - |  |
| 25,229 | 36.8\% |
| 6,459 | 47.7\% |



| $46.6 \%$ | $49.6 \%$ | $3.0 \%$ |
| ---: | ---: | ---: |
| $59.4 \%$ | $58.6 \%$ | $(0.8) \%$ |
| $28.7 \%$ | $25.0 \%$ | $(3.7) \%$ |
| $88.1 \%$ | $83.6 \%$ | $(4.5) \%$ |
| $11.9 \%$ | $16.4 \%$ | $4.5 \%$ |
|  |  |  |
| 1.157 | 1.244 | 87 |

Number of employees

| $56.0 \%$ | $53.0 \%$ | $44.5 \%$ | $46.5 \%$ | $48.3 \%$ | $52.8 \%$ | $47.8 \%$ | $49.9 \%$ | 50.6 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $64.7 \%$ | $61.0 \%$ | $59.1 \%$ | $60.4 \%$ | $58.9 \%$ | $62.3 \%$ | $59.1 \%$ | $58.3 \%$ | 58.4 |
| $22.2 \%$ | $17.8 \%$ | $30.5 \%$ | $32.3 \%$ | $24.6 \%$ | $21.6 \%$ | $29.7 \%$ | $22.7 \%$ | 24.0 |
| $86.9 \%$ | $78.8 \%$ | $89.6 \%$ | $92.7 \%$ | $83.5 \%$ | $83.9 \%$ | $88.8 \%$ | $81.0 \%$ | 82.4 |
| $13.1 \%$ | $21.2 \%$ | $10.4 \%$ | $7.3 \%$ | $16.5 \%$ | $16.1 \%$ | $11.2 \%$ | $19.0 \%$ | 17.6 |
|  |  |  |  |  |  |  |  |  |
| 1.071 | 1.104 | 1.148 | 1.137 | 1.157 | 1.190 | 1.215 | 1.212 | 1.24 |


| $45.7 \%$ | $44.7 \%$ | $45.7 \%$ | $51.9 \%$ | $48.8 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $60.3 \%$ | $62.8 \%$ | $62.5 \%$ | $61.8 \%$ | $60.4 \%$ |
| $39.2 \%$ | $55.4 \%$ | $39.4 \%$ | $23.5 \%$ | $26.2 \%$ |
| $99.5 \%$ | $118.2 \%$ | $101.9 \%$ | $85.3 \%$ | $86.6 \%$ |
| $0.5 \%$ | $(18.2) \%$ | $(1.9) \%$ | $14.7 \%$ | $13.4 \%$ |


| 9 Months |  |  |  |
| ---: | ---: | ---: | ---: |
| Q3/05 | Q3/06 | Increase (decrease) |  |
|  |  |  |  |
| 121,785 | 146,772 | 24,987 | $20.5 \%$ |
| 74,955 | 129,297 | 54,342 | $72.5 \%$ |
| 9,854 | 16,146 | 6,292 | $63.9 \%$ |
| 206,594 | 292,215 | 85,621 | $41.4 \%$ |
|  |  |  |  |
| 96,312 | 145,017 | 48,705 | $50.6 \%$ |
| 26,407 | 26,091 | $(316)$ | $(1.2) \%$ |
| 11,491 | 12,122 | 631 | $5.5 \%$ |
| 7,157 | 9,103 | 1,946 | $27.2 \%$ |
| 9,547 | 10,537 | 990 | $10.4 \%$ |
| 5,697 | 7,333 | 1,636 | $28.7 \%$ |
| 17,687 | 27,076 | 9,389 | $53.1 \%$ |
| 1,782 | 2,356 | 574 | $32.2 \%$ |
| 5,923 | 6,232 | 309 | $5.2 \%$ |
| - | - | - | - |
| - | - | - | - |
| - | $(1,633)$ | $(1,633)$ | n.m. |
| 182,003 | 244,234 | 62,231 | $34.2 \%$ |
| 24,591 | 47,981 | 23,390 | $95.1 \%$ |

(1)
(2) Q1/05 figures have been reclassified to reflect the reclassification of promotion and travel expenses in Global Capital Market from incentive compensation to general and administrative,
 of a new flat payout structure for Global Capital Markets, which will effectively reduce the overall company compensation expense ratio across the full year

## Condensed statement of operations

Unaudited, for the period ended)
in thousands of dollars) ${ }^{(1)}$
rivate Client Services
Othe

## xpense

Incentive compensation National Health Insurance tax ${ }^{(2)}$ otal incentive compensation Salaries and benefits
rading costs
Premises and equipment Communication and technology interest
General and administrative nortization
Development costs
Restructuring and other costs
Giscretionary payouts
Gain on disposal of invts \& claims

## ncome (loss) before income taxes

centive compensation as \% of revenue Total compensation exp. as $\%$ of revenue ${ }^{(3)}$ on-compensation exp. as \% of revenue otal expenses as $\%$ of revenue Pre-tax profit margin

| Q3104 | Q4/04 | Q1/05 | Q2105 | Q3105 | Q4105 | Q1/06 | Q2106 | Q3/06 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 30,338 | 36,454 | 16,349 | 25,324 | 41,582 | 32,835 | 22,833 | 16,412 | 44,881 |
| 30,338 | 36,454 | 16,349 | 25,324 | 41,582 | 32,835 | 22,833 | 16,412 | 44,881 |
| 19,449 | 23,773 | 6,136 | 13,850 | 24,323 | 18,007 | 11,647 | 8,111 | 23,764 |
| 1,065 | 1,173 | 383 | 821 | 1,438 | 1,069 | 624 | 423 | 1,306 |
| 20,514 | 24,946 | 6,519 | 14,671 | 25,761 | 19,076 | 12,271 | 8,534 | 25,070 |
| 1,478 | 1,687 | 1,857 | 2,054 | 2,267 | 2,617 | 558 | 848 | 806 |
| 280 | 357 | 291 | 276 | 312 | 284 | 289 | 261 | 328 |
| 624 | 673 | 573 | 558 | 536 | 476 | 685 | 372 | 615 |
| 206 | 234 | 254 | 268 | 249 | 265 | 347 | 251 | 376 |
| (11) | 6 |  | 1 | 1 | (1) | - | 3 | 1 |
| 637 | 1,370 | 919 | 1,461 | 1,238 | 2,261 | 1,579 | 1,216 | 1,630 |
| 153 | 158 | 126 | 151 | 174 | 169 | 177 | 154 | 161 |
| - | - | - | - |  |  |  |  |  |
| - |  | - |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| 23,881 | 29,431 | 10,539 | 19,440 | 30,538 | 25,147 | 15,906 | 11,639 | 28,987 |
| 6,457 | 7,023 | 5,810 | 5,884 | 11,044 | 7,688 | 6,927 | 4,773 | 15,894 |
| 67.6\% | 68.4\% | 39.9\% | 57.9\% | 62.0\% | 58.1\% | 53.7\% | 52.0\% | 55.9\% |
| 72.5\% | 73.1\% | 51.2\% | 66.0\% | 67.4\% | 66.1\% | 56.2\% | 57.2\% | 57.7\% |
| 6.2\% | 7.6\% | 13.3\% | 10.8\% | 6.0\% | 10.5\% | 13.5\% | 13.7\% | 6.9\% |
| 78.7\% | 80.7\% | 64.5\% | 76.8\% | 73.4\% | 76.6\% | 69.7\% | 70.9\% | 64.6\% |
| 21.3\% | 19.3\% | 35.5\% | 23.2\% | 26.6\% | 23.4\% | 30.3\% | 29.1\% | 35.4\% |
| 52 | 52 | 54 | 66 | 67 | 70 | 73 | 70 | 76 |


| Q3/06 vs. Q3/05 Increase (decrease) |  | FYO | FY02 | FY03 | FY04 | FY05 | 9 Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q3105 |  |  |  |  | Q3/06 | Increase (decrease) |  |
| 3,299 | 7.9\% |  | 18,914 | 25,270 | 28,464 | 84,489 | 116,090 | 83,255 | 84,126 | 871 | 1.0\% |
|  |  |  |  |  |  |  |  |  |  |  |
| 3,299 | 7.9\% | 18,914 | 25,270 | 28,464 | 84,489 | 116,090 | 83,255 | 84,126 | 871 | 1.0\% |
| (559) | (2.3)\% | 8,970 | 12,929 | 13,877 | 51,311 | 62,316 | 44,309 | 43,522 | (787) | (1.8)\% |
| (132) | (9.2)\% | 484 | 630 | 720 | 2,665 | 3,711 | 2,642 | 2,353 | (289) | (10.9)\% |
| (691) | (2.7)\% | 9,454 | 13,559 | 14,597 | 53,976 | 66,027 | 46,951 | 45,875 | $(1,076)$ | (2.3)\% |
| $(1,461)$ | (64.4)\% | 5,165 | 5,837 | 6,899 | 5,858 | 8,795 | 6,178 | 2,212 | $(3,966)$ | (64.2)\% |
| 16 | 5.1\% | 509 | 882 | 1,110 | 1,117 | 1,163 | 879 | 878 | (1) | (0.1)\% |
| 79 | 14.7\% | 2,385 | 2,531 | 2,974 | 2,573 | 2,143 | 1,667 | 1,672 | 5 | 0.3\% |
| 127 | 51.0\% | 735 | 810 | 1,034 | 837 | 1,036 | 771 | 974 | 203 | 26.3\% |
|  |  | 619 | 295 | 332 | 35 | 1 | 2 | 4 | 2 | 100.0\% |
| 392 | 31.7\% | 2,006 | 2,407 | 2,586 | 3,463 | 5,879 | 3,618 | 4,425 | 807 | 22.3\% |
| (13) | (7.5)\% | 625 | 1,118 | 962 | 716 | 620 | 451 | 492 | 41 | 9.1\% |
| - |  |  | 350 | 246 |  |  |  |  |  |  |
| - |  | 500 | 161 |  |  |  | - |  |  |  |
| - |  | $(4,465)$ |  |  |  |  | - | - | - |  |
| $(1,551)$ | (5.1)\% | 17,533 | 27,950 | 30,740 | 68,575 | 85,664 | 60,517 | 56,532 | $(3,985)$ | (6.6)\% |
| 4,850 | 43.9\% | 1,381 | $(2,680)$ | $(2,276)$ | 15,914 | 30,426 | 22,738 | 27,594 | 4,856 | 21.4\% |
| (6.1)\% |  | 50.0\% | 53.7\% | 51.3\% | 63.9\% | 56.9\% | 56.4\% | 54.5\% | (1.9)\% |  |
| (9.7)\% |  | 77.3\% | 76.8\% | 75.5\% | 70.8\% | 64.5\% | 63.8\% | 57.2\% | (6.6)\% |  |
| 0.9\% |  | 15.4\% | 33.8\% | 32.5\% | 10.4\% | 9.3\% | 8.9\% | 10.0\% | 1.1\% |  |
| (8.8)\% |  | 92.7\% | 110.6\% | 108.0\% | 81.2\% | 73.8\% | 72.7\% | 67.2\% | (5.5)\% |  |
| 8.8\% |  | 7.3\% | (10.6)\% | (8.0)\% | 18.8\% | 26.2\% | 27.3\% | 32.8\% | 5.5\% |  |
| 9 | 13.4\% | 45 | 48 | 50 | 52 | 70 | 67 | 76 | 9 | 13.4\% |

(1) Financial results are expressed in $C \$$ thousands, except for financial ratios and number of employees.
(2) NHI is a National Health Insurance tax applicable to the UK and is based on a percentage of incentive compensation payout
 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

| (Unaudited, as at) (in thousands of dollars) | Q3/04 | Q4/04 | Q1/05 | Q2105 | Q3/05 | Q4/05 | Q1/06 | Q2/06 | Q3/06 | Q3/06 vs. Q3/05 Increase (decrease) |  | FY01 | FY02 | FY03 | FY04 | FY05 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | 110,001 | 91,966 | 34,008 | 158,560 | 256,158 | 349,700 | 282,485 | 223,914 | 241,380 | $(14,778)$ | (5.8)\% | 24,291 | 23,697 | 100,024 | 91,966 | 349,700 |
| Securities owned, at market | 202,500 | 376,447 | 377,789 | 305,611 | 184,895 | 160,348 | 122,745 | 157,334 | 218,459 | 33,564 | 18.2\% | 94,057 | 89,608 | 136,073 | 376,447 | 160,348 |
| Accounts receivable ${ }^{(1)}$ | 755,706 | 998,815 | 1,053,161 | 1,011,842 | 719,774 | 1,068,757 | 855,730 | 1,139,248 | 1,091,147 | 371,373 | 51.6\% | 367,009 | 639,243 | 560,927 | 998,815 | 1,068,757 |
| Income taxes recoverable |  |  |  | 701 |  |  | 1,222 |  |  |  |  | 10,861 | 8,581 | 558 |  |  |
| Future income taxes | 3,029 |  | 1,645 | 1,609 | 1,834 | 3,992 | 4,109 | 3,557 | 2,750 | 916 | 49.9\% |  | 2,327 | 3,735 |  | 3,992 |
| Equipment and leasehold improvements | 10,719 | 12,373 | 12,182 | 12,373 | 13,904 | 13,750 | 14,131 | 15,937 | 22,483 | 8,579 | 61.7\% | 16,085 | 14,151 | 12,027 | 12,373 | 13,750 |
| Notes receivable | 22,758 | 28,765 | 35,355 | 39,251 | 41,055 | 41,618 | 42,731 | 10,023 |  | $(41,055)$ | (100.0)\% |  | 5,614 | 17,393 | 28,765 | 41,618 |
| Goodwill and other intangibles |  |  |  |  |  |  |  |  | 4,203 | 4,203 | n.m |  |  |  |  |  |
| Total Assets | 1,104,713 | 1,508,366 | 1,514,140 | 1,529,947 | 1,217,620 | 1,638,165 | 1,323,153 | 1,550,013 | 1,580,422 | 362,802 | 29.8\% | 512,303 | 783,221 | 830,737 | 1,508,366 | 1,638,165 |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Call loans | - | 2,541 | 40,745 | 677 | 6,311 |  | 819 |  | 345 | $(5,966)$ | (94.5)\% | 45,072 | 1,924 |  | 2,541 |  |
| Securities sold short, at market | 113,189 | 281,723 | 270,228 | 190,796 | 90,033 | 105,527 | 49,180 | 59,602 | 132,481 | 42,448 | 47.1\% | 21,312 | 31,645 | 85,373 | 281,723 | 105,527 |
| Accounts payable and accrued liabilities | 853,968 | 1,048,395 | 957,362 | 1,099,731 | 862,582 | 1,262,072 | 1,003,765 | 1,254,396 | 1,193,863 | 331,281 | 38.4\% | 358,736 | 662,724 | 644,043 | 1,048,395 | 1,262,072 |
| Income taxes payable | 10,305 | 16,905 | 2,742 |  | 3,259 | 6,737 |  | 2,374 | 7,638 | 4,379 | 134.4\% |  |  |  | 16,905 | 6,737 |
| Future income taxes |  | 973 |  |  |  |  |  |  |  | - |  |  |  |  | 973 |  |
| Notes payable | 22,758 | 28,765 | 35,355 | 39,251 | 41,055 | 41,618 | 42,731 | 10,023 |  | $(41,055)$ | (100.0)\% | 683 | 8,446 | 17,393 | 28,765 | 41,618 |
| Convertible debentures ${ }^{(2)}$ | 20,763 | 20,377 |  |  |  |  |  |  |  |  |  |  | 11,225 | 21,225 | 20,377 |  |
| Subordinated debt ${ }^{(2)}$ | 10,000 | 10,000 | 10,000 | - |  |  | - |  |  | - |  | 20,000 | 17,000 | 10,000 | 10,000 |  |
| Shareholders' equity ${ }^{(2)}$ | 73,730 | 98,687 | 197,708 | 199,492 | 214,380 | 222,211 | 226,658 | 223,618 | 246,095 | 31,715 | 14.8\% | 66,500 | 50,257 | 52,703 | 98,687 | 222,211 |
| Total liabilities and shareholders' equity | 1,104,713 | 1,508,366 | 1,514,140 | 1,529,947 | 1,217,620 | 1,638,165 | 1,323,153 | 1,550,013 | 1,580,422 | 362,802 | 29.8\% | 512,303 | 783,221 | 830,737 | 1,508,366 | 1,638,165 |

(1) As of $Q 3 / 06$, deferred charges are combined with accounts receivable. Prior periods' accounts receivable amounts have been reclassified to reflect this change.
(2) 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 financia
statements have been adjusted to reflect the reclassification of these items as liabilities from the capital section of the balance sheet.

## Miscellaneous operational statistics

Unaudited, for the period endec
Number of employees in Canada ${ }^{(1)}$ Numer in Privaes in Canada Number in Private Client Services Number in Other Total Canada

Number of employees in $U K$ Number in Global Capital Markets

Number of employees firm wide ${ }^{(1)}$
Number of Investment Advisors
Number of licensed professionals
Number of PCS clients
Assets Under Mgmt. (Smillions) ${ }^{(3)}$
Assets Under Admin. (Smillions)
AUA per Investment Advisor (\$ millions) ${ }^{(2)}$

Number of companies with Canaccord Adam Limited as Broker

London Stock Exchange (LSE)
Alternative Investment Market (AIM)
Total Broker

Number of companies with Canaccord Adam
Limited as Nomad / Financial Adviser ${ }^{(4)}$
LSE
Total Nomad / Financial Adviser

| Q3/04 | Q4/04 | Q1/05 | Q2105 | Q3/05 | Q4/05 | Q1/06 | Q2/06 | Q3/06 | Q3/06 vs. Q3/05 Increase (decrease) |  | FY01 | FY02 | FY03 | FY04 | FY05 | 9 Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 608 | 623 | 642 | 638 | 647 | 657 | 667 | 663 | 687 | 40 | 6.2\% | 630 | 623 | 628 | 623 | 657 | 647 | 687 | 40 | 6.2\% |
| 182 | 185 | 198 | 185 | 194 | 209 | 220 | 213 | 220 | 26 | 13.4\% | 185 | 187 | 197 | 185 | 209 | 194 | 220 | 26 | 13.4\% |
| 281 | 296 | 308 | 314 | 316 | 324 | 328 | 336 | 337 | 21 | 6.6\% | 282 | 259 | 277 | 296 | 324 | 316 | 337 | 21 | 6.6\% |
| 1,071 | 1,104 | 1,148 | 1,137 | 1,157 | 1,190 | 1,215 | 1,212 | 1,244 | 87 | 7.5\% | 1,097 | 1,069 | 1,102 | 1,104 | 1,190 | 1,157 | 1,244 | 87 | 7.5\% |
| 52 | 52 | 54 | 66 | 67 | 70 | 73 | 70 | 76 | 9 | 13.4\% | 45 | 48 | 50 | 52 | 70 | 67 | 76 | 9 | 13.4\% |
| 1,123 | 1,156 | 1,202 | 1,203 | 1,224 | 1,260 | 1,288 | 1,282 | 1,320 | 96 | 7.8\% | 1,142 | 1,117 | 1,152 | 1,156 | 1,260 | 1,224 | 1,320 | 96 | 7.8\% |
| 394 | 391 | 404 | 403 | 412 | 412 | 418 | 425 | 433 | 21 | 5.1\% | 395 | 398 | 399 | 391 | 412 | 412 | 433 | 21 | 5.1\% |
| 686 | 675 | 689 | 692 | 709 | 710 | 720 | 727 | 759 | 50 | 7.1\% | n.m | n.m | 668 | 675 | 710 | 709 | 759 | 50 | 7.1\% |
| 133,961 | 138,142 | 140,553 | 138,684 | 140,915 | 144,451 | 145,336 | 147,930 | 152,105 | 11,190 | 7.9\% | 147,908 | 149,360 | 131,584 | 138,142 | 144,451 | 140,915 | 152,105 | 11,190 | 7.9\% |
| 205 | 237 | 274 | 301 | 344 | 380 | 410 | 475 | 528 | 184 | 53.5\% | 18 | 51 | 104 | 237 | 380 | 344 | 528 | 184 | 53.5\% |
| 7,049 | 8,292 | 8,244 | 8,678 | 8,998 | 9,967 | 9,954 | 11,495 | 12,183 | 3,185 | 35.4\% | 4,428 | 4,978 | 5,037 | 8,292 | 9,967 | 8,998 | 12,183 | 3,185 | 35.4\% |
| 18 | 21 | 20 | 22 | 22 | 24 | 24 | 27 | 28 | 6 | 27.3\% | 11 | 13 | 13 | 21 | 24 | 22 | 28 | 6 | 27.3\% |
| 5 | 5 | 6 | 7 | 6 | 6 | 5 | 2 | 2 | (4) | (66.7)\% | 2 | 3 | 5 | 5 | 6 | 6 | 2 | (4) | (66.7)\% |
| 28 | 31 | 35 | 37 | 44 | 51 | 50 | 51 | 49 | 5 | 11.4\% | - | 6 | 16 | 31 | 51 | 44 | 49 | 5 | 11.4\% |
| 33 | 36 | 41 | 44 | 50 | 57 | 55 | 53 | 51 | 1 | 2.0\% | 2 | 9 | 21 | 36 | 57 | 50 | 51 | 1 | 2.0\% |
| 3 | 3 | 3 | 4 | 4 | 4 | 4 | 2 | 2 | (2) | (50.0)\% | 1 | 1 | 3 | 3 | 4 | 4 | 2 | (2) | (50.0)\% |
| 21 | 24 | 28 | 32 | 40 | 47 | 46 | 46 | 45 | 5 | 12.5\% | - | 3 | 10 | 24 | 47 | 40 | 45 | 5 | 12.5\% |
| 24 | 27 | 31 | 36 | 44 | 51 | 50 | 48 | 47 | 3 | 6.8\% | 1 | 4 | 13 | 27 | 51 | 44 | 47 | 3 | 6.8\% |


(2) Upon reviewing the population of Investment Advisors (IAs), it was determined that IAs on long term disability and non-registrants should be excluded from the total count, and therefore, historical statistics have been reclassified.
(3) AUM are assets discretrionarily managed as a part of our Independence Accounts which are administered by Canaccord. Q2106 AUM has been reclassified to exclude assets from the Alliance Program.
 similar to a Financial Adviser on the LSE, but is specific to AIM.

Equity offerings of \$1.5 million and greater
Q3/06 vs. Q3/05:

| Q3/06 (October 1- December 31, 2005) |  |  |  |  |  |  |  | Q3/05 (October 1 - December 31, 2004) ${ }^{(2)}$ |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Manager | Participation in \# of deals | Rank by \# of deals | Total proceeds (\$000's) | $\begin{gathered} \# \text { of deals } \\ \text { led }^{(1)} \\ \hline \end{gathered}$ | Market share | Rank by mkt. share | Gross proceeds (led transactions) (\$000's) | Manager |  | ticipation <br> \# of deals | Rank by <br> \# of deals | Total proceeds (\$000's) | $\begin{gathered} \# \text { of deals } \\ \text { led }^{(1)} \\ \hline \end{gathered}$ | Market share | Rank by mkt. share | Gross proceeds (led transactions) (\$000's) |
| Canaccord Capital | 98 | 1 | 4,811,602 | 26.5 | 8.1\% | 2 | 590,621 | Canaccord Capital |  | 120 | 1 | 6,280,132 | 32.0 | 9.3\% | 2 | 488,780 |
| CIBC World Markets | 72 | 2 | 6,004,319 | 18.3 | 5.6\% | 4 | 1,508,746 | CIBC World Markets |  | 90 | 2 | 11,758,552 | 25.3 | 7.4\% | 4 | 2,960,716 |
| Raymond James | 67 | 3 | 3,453,043 | 9.8 | 3.0\% | 10 | 490,545 | Blackmont Capital |  | 84 | 3 | 5,229,822 | 14.0 | 4.1\% | 7 | 72,818 |
| Blackmont Capital | 65 | 4 | 2,762,609 | 20.3 | 6.2\% |  | 239,444 | BMO Nesbitt Burns |  | 79 | 4 | 9,160,165 | 16.8 | 4.9\% | 6 | 1,647,020 |
| TD Securities | 64 | 5 | 5,878,823 | 4.8 | 1.5\% | 17 | 745,646 | GMP |  | 74 | 5 | 2,174,145 | 33.5 | 9.8\% | 1 | 858,741 |
| BMO Nesbitt Burns | 64 | 6 | 5,754,469 | 10.4 | 3.2\% | 8 | 770,058 | National Bank |  | 73 | 6 | 8,417,652 | 26.9 | 7.8\% | 3 | 457,652 |
| GMP | 60 | 7 | 2,517,994 | 27.3 | 8.3\% | 1 | 1,645,964 | Dundee Securities |  | 69 | 7 | 4,243,772 | 13.8 | 4.0\% | 8 | 151,396 |
| Dundee Securities | 54 | 8 | 1,832,183 | 12.3 | 3.7\% | 6 | 155,884 | RBC Capital Markets |  | 67 | 8 | 9,889,411 | 22.8 | 6.6\% | 5 | 3,086,567 |
| National Bank | 52 | 9 | 4,354,359 | 8.7 | 2.6\% | 13 | 357,590 | Scotia Capital |  | 63 | 9 | 10,318,264 | 6.8 | 2.0\% | 15 | 1,010,247 |
| RBC Capital Markets | 49 | 10 | 4,506,883 | 17.6 | 5.4\% | 5 | 1,372,802 | Raymond James |  | 63 | 10 | 5,356,777 | 7.0 | 2.0\% | 14 | 142,424 |
| Others |  |  |  | 172.0 | 52.4\% |  | 3,163,270 | Others |  |  |  |  | 144.1 | 42.1\% |  | 4,328,037 |
|  |  |  |  | 328 | 100.0\% |  |  |  |  |  |  |  | 343 | 100\% |  |  |

Nine months fiscal 2006 vs. nine months fiscal 2005:

| Q3/06 YTD (April 1, 2005 - December 31, 2005) |  |  |  |  |  |  |  | Q3/05 YTD (April 1, 2004 - December 31, 2004) ${ }^{(2)}$ |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Manager | Participation in \# of deals | Rank by \# of deals |  | $\begin{gathered} \text { \# of deals } \\ \text { led }^{(1)} \end{gathered}$ | Market share | Rank by mkt. share | Gross proceeds (led transactions) (\$000's) | Manager | Participation in \# of deals | Rank by \# of deals | Total proceeds (\$000's) | $\begin{gathered} \text { \# of deals } \\ \text { led }^{(1)} \end{gathered}$ | Market share | Rank by mkt. share | Gross proceeds (led transactions) (\$000's) |
| Canaccord Capital | 257 | 1 | 17,055,479 | 68.3 | 8.7\% | 1 | 1,474,930 | Canaccord Capital | 279 | 1 | 18,228,090 | 73.3 | 9.5\% | 1 | 900,509 |
| CIBC World Markets | 196 | 2 | 20,383,379 | 54.3 | 6.9\% | 3 | 6,370,674 | CIBC World Markets | 207 | 2 | 27,201,816 | 64.3 | 8.3\% | 3 | 7,839,032 |
| TD Securities | 185 | 3 | 20,106,881 | 19.0 | 2.4\% | 13 | 1,831,529 | BMO Nesbitt Burns | 194 | 3 | 24,654,278 | 35.7 | 4.6\% | 6 | 3,249,234 |
| BMO Nesbitt Burns | 168 | 4 | 18,815,046 | 36.3 | 4.6\% | 6 | 3,947,261 | National Bank | 188 | 4 | 24,016,671 | 26.9 | 3.5\% | 8 | 1,960,265 |
| Blackmont Capital | 167 | 5 | 11,007,062 | 41.3 | 5.3\% | 5 | 501,661 | RBC Capital Markets | 176 | 5 | 25,794,546 | 57.2 | 7.4\% | 4 | 7,346,391 |
| National Bank | 153 | 6 | 16,047,115 | 20.7 | 2.6\% | 12 | 1,371,863 | TD Securities | 167 | 6 | 24,484,857 | 17.4 | 2.3\% | 12 | 2,117,443 |
| Scotia Capital | 146 | 7 | 17,385,544 | 26.0 | 3.3\% | 9 | 2,979,339 | GMP | 167 | 7 | 9,566,161 | 66.0 | 8.5\% | 2 | 1,616,889 |
| Raymond James | 144 | 8 | 10,872,172 | 16.3 | 2.1\% | 14 | 718,796 | Scotia Capital | 165 | 8 | 25,587,880 | 24.3 | 3.1\% | 10 | 2,792,133 |
| RBC Capital Markets | 141 | 9 | 16,991,947 | 41.4 | 5.3\% | 4 | 4,358,229 | Dundee Securities | 165 | 9 | 12,601,964 | 41.4 | 5.4\% | 5 | 436,557 |
| GMP | 136 | 10 | 7,111,185 | 56.3 | 7.2\% | 2 | 1,782,775 | Blackmont Capital | 151 | 10 | 12,130,062 | 30.0 | 3.9\% | 7 | 172,419 |
| Others |  |  |  | 405.1 | 51.6\% |  | 6,266,356 | Others |  |  |  | 335.5 | 43.5\% |  | 7,854,055 |
|  |  |  |  | 785 | 100\% |  |  |  |  |  |  | 772 | 100.0\% |  |  |

(1) Number of deals led reflects both led and joint led deals and is participation weighted
(2) Q3/05 and Fiscal 2005 figures have been reclassified to reflect number of deals led and joint led. Market share and gross proceeds have been recalculated based on the number of deals led and joint led.

