## Canaccord Capital Inc.

## Supplementary Financial Information

## Second Quarter Fiscal 2008

For the period ended September 30, 2007
(Unaudited and in Canadian dollars)

Investor Relations Department
For further information, contact:

| Katherine Young | Vice President | $604-643-7013$ |
| :--- | :--- | :--- |
| Adrienne Cheng | Analyst | $604-643-0277$ |

Table of contentsFinancial highlightsPage1
Condensed consolidated statement of operations ..... 2
Canaccord Adams statement of operations ..... 3
Private Client Services statement of operations ..... 4
Corporate and Other segment statement of operations ..... 5
Canada statement of operations ..... 6
UK and Other Foreign Location statement of operations ..... 7
US statement of operations ..... 8
Consolidated balance sheet ..... 9
Miscellaneous operational statistics ..... 10
Financial Post Data Group League Table ..... 11

## Advisory note:

This document is not audited and should be read in conjunction with the Second Quarter Fiscal 2008 Quarterly Report to Shareholders (unaudited) dated November 1, 2007, and the Annual Report dated June 26, 2007. Canaccord's fiscal year end is defined as March 31st of each year. Canaccord's second quarter fiscal 2008 ended September 30, 2007 is also referred to as Q2/08 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, noncompensation 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).

## Currency:

Unless otherwise specified, all currencies are in Canadian dollars.

Financial highlights
(Unaudited, for the period ended) (in thousands of dollars) ${ }^{(1)}$

Financial result<br>Revenue<br>Income taxes<br>Net income (loss)

Balance sheet information
Total assets
Total shareholders' equity
Client asset
Assets under mgmt. (\$ millions) $)^{(2)}$ Assets under admin. (\$ millions)

Common shar
Per share (\$)
Per share ( $)$
Basic earnings (loss)
Diluted earnings (loss)
Book value per diliuted share ${ }^{(3)}$ (4)
Share price (\$)
Ligh
Low

Shares outstanding (thousands)
Issued shares excluding unvested shares
Issued and outstanding
Diluted shares ${ }^{(7)}$
Average outstanding - basic
Average diluted ${ }^{(8)}$
Average diluted ${ }^{(8)}$
Market capitalization (thousands) ${ }^{(4)}$

## Financial measures Dividends per share

Special distributions per share Dividend yield (closing share price) ${ }^{(9)}$
Dividend payout ratio ${ }^{(4)}\left({ }^{(9)}\right.$
Total shareholder return ${ }^{(10)}$
Annualized ROE / ROCE
Price to earnings multiple
Price to book ratio ${ }^{(12)}$

| Q2/06 | Q3106 | Q4106 | Q1/07 | Q2107 | Q3107 | Q4107 | Q108 | Q2108 | Q2108 vs. Q2/07 Increase (decrease) |  | FY03 | FY04 | FY05 | FY06 | FY07 | 6 Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 118,654 | 158,670 | 207,074 | 206,127 | 156,031 | 178,313 | 216,443 | 245,870 | 154,470 | $(1,561)$ | (1.0)\% | 199,206 | 402,157 | 432,778 | 583,415 | 756,914 | 362,158 | 400,340 | 38,182 | 10.5\% |
| 94,407 | 122,772 | 163,619 | 166,952 | 130,781 | 144,677 | 176,307 | 187,220 | 135,342 | 4,561 | 3.5\% | 204,744 | 339,600 | 360,022 | 464,385 | 618,717 | 297,733 | 322,562 | 24,829 | 8.3\% |
| 8,493 | 11,650 | 13,385 | 13,233 | 7,444 | 9,944 | 14,120 | 19,621 | 6,717 | (727) | (9.8)\% | (485) | 22,128 | 24,177 | 37,880 | 44,741 | 20,677 | 26,338 | 5,661 | 27.4\% |
| 15,754 | 24,248 | 30,070 | 25,942 | 17,806 | 23,692 | 26,016 | 39,029 | 12,411 | $(5,395)$ | (30.3)\% | $(5,053)$ | 40,429 | 48,579 | 81,150 | 93,456 | 43,748 | 51,440 | 7,692 | 17.6\% |
| 1,550,013 | 1,580,422 | 2,177,973 | 1,789,397 | 1,665,413 | 1,794,143 | 2,609,942 | 2,693,627 | 2,525,725 | 860,312 | 51.7\% | 830,737 | 1,508,366 | 1,638,165 | 2,177,973 | 2,609,942 | 1,665,413 | 2,525,725 | 860,312 | 51.7\% |
| 1,326,395 | 1,334,327 | 1,890,143 | 1,478,199 | 1,338,324 | 1,438,915 | 2,237,751 | 2,304,386 | 2,143,412 | 805,088 | 60.2\% | 778,034 | 1,409,679 | 1,415,954 | 1,890,143 | 2,237,751 | 1,338,324 | 2,143,412 | 805,088 | 60.2\% |
| 223,618 | 246,095 | 287,830 | 311,198 | 327,089 | 355,228 | 372,191 | 389,241 | 382,313 | 55,224 | 16.9\% | 52,703 | 98,687 | 222,211 | 287,830 | 372,191 | 327,089 | 382,313 | 55,224 | 16.9\% |
| 475 | 528 | 613 | 712 | 745 | 814 | 807 | 815 | 777 | 32 | 4.3\% | 104 | 237 | 380 | 613 | 807 | 745 | 777 | 32 | 4.3\% |
| 11,495 | 12,183 | 14,310 | 13,942 | 13,826 | 14,121 | 15,014 | 15,701 | 15,288 | 1,462 | 10.6\% | 5,037 | 8,29 | 9,967 | 14,310 | 15,014 | 13,826 | 15,288 | 1,462 | 10.6\% |
| 0.35 | 0.55 | 0.66 | 0.57 | 0.39 | 0.51 | 0.57 | 0.86 | 0.28 | (0.11) | (28.2)\% | (0.18) | 1.43 | 1.17 | 1.82 | 2.03 | 0.95 | 1.14 | 0.19 | 19.9\% |
| 0.34 | 0.52 | 0.63 | 0.54 | 0.37 | 0.49 | 0.54 | 0.80 | 0.26 | (0.11) | (29.7)\% | (0.18) | 1.12 | 1.11 | 1.74 | 1.94 | 0.91 | 1.07 | 0.16 | 17.1\% |
| 4.82 | 5.29 | 5.99 | 6.49 | 6.84 | 7.39 | 7.74 | 7.96 | 7.83 | 0.99 | 14.5\% | 1.84 | 2.59 | 4.82 | 5.99 | 7.74 | 6.84 | 7.83 | 0.99 | 14.5\% |
| 12.90 | 15.80 | 21.25 | 27.50 | 20.60 | 19.78 | 22.64 | 25.92 | 22.49 | 1.89 | 9.2\% |  |  | 11.10 | 21.25 | 27.50 | 27.50 | 25.92 | (1.58) | (5.7)\% |
| 9.10 | 10.96 | 14.35 | 16.25 | 16.74 | 15.80 | 16.70 | 20.22 | 16.25 | (0.49) | (2.9)\% |  |  | 7.96 | 9.00 | 15.80 | 16.25 | 16.25 |  | n.m. |
| 11.68 | 14.89 | 20.80 | 17.72 | 17.10 | 18.60 | 22.12 | 20.83 | 18.98 | 1.88 | 11.0\% |  |  | 10.48 | 20.80 | 22.12 | 17.10 | 18.98 | 1.88 | 11.0\% |
| 44,190 | 44,432 | 45,746 | 45,906 | 46,200 | 46,321 | 45,973 | 45,184 | 44,548 | $(1,652)$ | (3.6)\% | 27,956 | 29,983 | 45,413 | 45,746 | 45,973 | 46,200 | 44,548 | $(1,652)$ | (3.6)\% |
| 46,407 | 46,485 | 47,827 | 47,827 | 47,827 | 47,831 | 47,832 | 47,864 | 47,866 | 39 | 0.1\% | 28,58 | 38,089 | 46,1 | 47,827 | 32 | , 227 | 47,866 | 39 | 0.1\% |
| 46,407 | 46,485 | 48,017 | 47,951 | 47,962 | 48,046 | 48,084 | 48,872 | 48,830 | 868 | 1.8\% | 28,589 | 38,089 | 46,129 | 48,017 | 48,084 | 47,962 | 48,830 | 868 | 1.8\% |
| 44,479 | 44,385 | 45,716 | 45,906 | 46,153 | 46,274 | 45,971 | 45,171 | 44,972 | $(1,181)$ | (2.6)\% | 27,805 | 28,298 | 41,635 | 44,606 | 45,969 | 46,153 | 45,196 | (957) | (2.1)\% |
| 46,403 | 46,438 | 47,846 | 47,998 | 47,962 | 48,046 | 48,082 | 48,859 | 48,270 | 308 | 0.6\% | 27,805 | 37,096 | 44,188 | 46,699 | 48,081 | 47,962 | 48,285 | 323 | 0.7\% |
| 542,034 | 692,156 | 998,762 | 849,684 | 820,150 | 893,651 | 1,063,625 | 1,018,011 | 926,793 | 106,643 | 13.0\% | n.m. | n.m. | 483,435 | 998,762 | 1,063,625 | 820,150 | 926,793 | 106,643 | 13.0\% |
| 0.06 | 0.08 | 0.08 | 0.08 | 0.08 | 0.10 | 0.10 | 0.125 | 0.125 | 0.045 | 56.3\% |  |  | 0.26 | 0.28 | 0.36 | 0.16 | 0.25 | 0.09 | 56.3\% |
| 2.1\% | 2.1\% | 1.5\% | 1.8\% | 1.9\% | 2.2\% | 1.8\% | 2.4\% | 2.6\% | 0.7 p.p. |  |  |  | 2.5\% | 1.3\% | 1.6\% | 1.9\% | 2.6\% | 0.7 p.p. |  |
| 17.7\% | 15.3\% | 12.8\% | 14.8\% | 21.6\% | 20.3\% | 18.5\% | 15.7\% | 49.2\% | 27.6 p.p. |  |  |  | 24.7\% | 16.2\% | 18.5\% | 17.5\% | 23.7\% | 6.2 p.p. |  |
| 28.3\% | 28.0\% | 40.3\% | (14.4)\% | (3.1)\% | 9.2\% | 19.5\% | (5.4)\% | (8.9)\% | (5.8) p.p. |  |  |  | 5.5\% | 103.4\% | 8.3\% | (17.1)\% | (13.8)\% | 3.3 p.p. |  |
| 27.8\% | 41.0\% | 45.7\% | 34.7\% | 22.1\% | 27.6\% | 29.0\% | 41.2\% | 12.8\% | (9.3) p.p. |  | (7.5)\% | 43.5\% | 23.9\% | 33.6\% | 28.4\% | 28.4\% | 26.9\% | (1.5) p.p. |  |
| 8.8 | 10.1 | 12.0 | 8.7 | 8.3 | 9.2 | 11.4 | 9.5 | 8.9 | 0.6 | 7.2\% |  |  | 9.5 | 12.0 | 11.4 | 8.3 | 8.9 | 0.6 | 7.2\% |
| 2.4 | 2.8 | 3.5 | 2.7 | 2.5 | 2.5 | 2.9 | 2.6 | 2.4 | (0.1) | (4.0)\% |  |  | 2.2 | 3.5 | 2.9 | 2.5 | 2.4 | (0.1) | (4.0)\% |

n.m.: not meaningful
p.p.: percentage points
(1) Financial resuits are expressed in C\$ thousands, exceptor assets under management, assets under ad mistraion, com mon share mior maton and financia raios.
(2) AUM are assets managed on a discretionary basis under our programs generally described as or known as the Independence Accounts, Separately Managed Accounts, and Advisor Managed Accouns onered by Canaccord. Prior to Q107, AUM includes only he independence Account.
(3) Book value per diluted share is calculated as total shareholders' equity less redeemable preferred shares divided by the number of diluted shares outstanding.
4) In Q4/07, the definition of diluted shares outstanding was revised to include earned share issuance commitment. Therefore, book value per diluted share, market capitalization, dividend payout ratio, and price to book ratio have been re-calculated using the new definition of diluted shares as of Q4/06 (5) Excludes shares relating to share purchase loans for recruitment and retention programs and unvested shares purchased by employee benefit trust for LITP.
(7) Includes dilutive earned shares under our stock-based compensation plan.
(8) This is the diluted share number used to calculated diluted EPS.
(9) Special distributions per share are not included in the dividend yield and dividend payout calculations.
(10) 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,
based on the end friod price and 12 -month trailing diluted EPS.
(12) The price to book ratio is calculated based on the end of period share price and book value per diluted share.

## Canaccord Group of Companies

## Condensed consolidated statement of operations

| (Unaudited, for the period ended)(in thousands of dollars) ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  | Q2108 vs. Q2107Increase (decrease) |  | FY03 | FY04 | FY05 | FY06 | FY07 | 6 Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2106 | Q3106 | Q4106 | Q1/07 | Q2107 | Q3107 | Q4107 | Q1/08 | Q2108 |  |  | Q2107 |  |  |  |  | Q2108 | Increase (d | crease) |
| Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commission | 53,103 | 56,701 | 88,846 | 78,054 | 63,556 | 74,380 | 87,682 | 85,775 | 65,728 | 2,172 | 3.4\% |  | 95,287 | 162,242 | 168,978 | 239,461 | 303,672 | 141,610 | 151,503 | 9,893 | 7.0 |
| Investment banking | 44,299 | 84,425 | 87,977 | 102,840 | 70,118 | 78,177 | 99,138 | 128,625 | 73,731 | 3,613 | 5.2\% | 65,774 | 188,001 | 214,450 | 266,206 | 350,273 | 172,958 | 202,356 | 29,398 | 17.0 |
| Principal trading | 9,276 | 6,176 | 13,677 | 7,784 | 5,390 | 9,035 | 9,429 | 6,813 | $(8,324)$ | $(13,714)$ | (254.4)\% | 15,030 | 27,513 | 13,584 | 27,388 | 31,638 | 13,174 | $(1,511)$ | $(14,685)$ | (111.5) |
| Interest | 8,361 | 8,886 | 11,424 | 13,638 | 14,259 | 14,355 | 15,656 | 16,310 | 16,273 | 2,014 | 14.1\% | 16,408 | 15,853 | 26,488 | 36,914 | 57,908 | 27,897 | 32,583 | 4,686 | 16.8 |
| Other | 3,615 | 2,482 | 5,150 | 3,811 | 2,708 | 2,366 | 4,538 | 8,347 | 7,062 | 4,354 | 160.8\% | 6,707 | 8,548 | 9,278 | 13,446 | 13,423 | 6,519 | 15,409 | 8,890 | 136.46 |
|  | 118,654 | 158,670 | 207,074 | 206,127 | 156,031 | 178,313 | 216,443 | 245,870 | 154,470 | $(1,561)$ | (1.0)\% | 199,206 | 402,157 | 432,778 | 583,415 | 756,914 | 362,158 | 400,340 | 38,182 | 10.5\% |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Incentive compensation ${ }^{(2)}$ | 59,580 | 82,662 | 108,296 | 104,955 | 74,974 | 89,466 | 113,502 | 121,406 | 71,416 | $(3,558)$ | (4.7)\% | 92,594 | 218,802 | 220,454 | 299,188 | 382,897 | 179,929 | 192,822 | 12,893 | 7.2 |
| Salaries and benefits | 9,409 | 9,668 | 13,716 | 12,493 | 10,643 | 11,610 | 12,862 | 14,269 | 12,649 | 2,006 | 18.8\% | 35,661 | 37,193 | 45,715 | 42,019 | 47,608 | 23,136 | 26,918 | 3,782 | 16.3 |
| Trading costs | 4,247 | 4,441 | 7,615 | 8,559 | 6,119 | 6,056 | 6,718 | 6,958 | 7,249 | 1,130 | 18.5\% | 15,343 | 17,310 | 16,863 | 20,615 | 27,452 | 14,678 | 14,207 | (471) | (3.2) |
| Premises and equipment | 3,067 | 4,082 | 5,068 | 5,937 | 5,814 | 5,810 | 7,612 | 5,259 | 5,735 | (79) | (1.4)\% | 12,089 | 13,017 | 11,849 | 15,843 | 25,173 | 11,751 | 10,994 | (757) | (6.4) |
| Communication and technology | 3,798 | 4,023 | 5,087 | 5,063 | 5,387 | 5,352 | 5,670 | 5,739 | 5,813 | 426 | 7.9\% | 12,984 | 12,290 | 14,037 | 16,598 | 21,472 | 10,450 | 11,552 | 1,102 | 10.5 |
| Interest | 2,405 | 2,441 | 3,577 | 4,982 | 5,402 | 4,926 | 5,228 | 6,168 | 6,413 | 1,011 | 18.7\% | 3,239 | 3,994 | 7,824 | 10,914 | 20,538 | 10,384 | 12,581 | 2,197 | 21.2 |
| General and administrative | 9,063 | 12,422 | 14,726 | 19,107 | 14,287 | 14,413 | 16,375 | 18,271 | 15,755 | 1,468 | 10.3\% | 20,555 | 24,874 | 32,171 | 46,227 | 64,182 | 33,394 | 34,026 | 632 | 1.9 |
| Amortization | 800 | 930 | 1,969 | 1,989 | 2,366 | 1,797 | 1,999 | 1,977 | 2,146 | (220) | (9.3)\% | 3,898 | 3,565 | 3,185 | 4,817 | 8,151 | 4,355 | 4,123 | (232) | (5.3) |
| Development costs Restructuring and other costs | 2,038 | 2,103 | 3,565 | 3,867 | 5,789 | 5,247 | 6,341 | 7,173 | 8,166 | 2,377 | 41.1\% | 4,137 | 8,240 | 7,924 | 9,797 | 21,244 | 9,656 | 15,339 | 5,683 | 58.9 |
|  |  | . |  |  |  |  |  |  |  |  |  | 8,505 | 315 |  |  |  |  |  |  |  |
| Gain on disposal of invts \& claims |  |  |  |  |  |  |  |  |  |  |  | $(4,261)$ |  |  | $(1,633)$ |  |  |  | - |  |
|  | 94,407 | 122,772 | 163,619 | 166,952 | 130,781 | 144,677 | 176,307 | 187,220 | 135,342 | 4,561 | 3.5\% | 204,744 | 339,600 | 360,022 | 464,385 | 618,717 | 297,733 | 322,562 | 24,829 | 8.3 |
| Income (loss) before income taxes | 24,247 | 35,898 | 43,455 | 39,175 | 25,250 | 33,636 | 40,136 | 58,650 | 19,128 | $(6,122)$ | (24.2)\% | $(5,538)$ | 62,557 | 72,756 | 119,030 | 138,197 | 64,425 | 77,778 | 13,353 |  |
| Income taxes | 8,493 | 11,650 | 13,385 | 13,233 | 7,444 | 9,944 | 14,120 | 19,621 | 6,717 | (727) | (9.8)\% | (485) | 22,128 | 24,177 | 37,880 | 44,741 | 20,677 | 26,338 | 5,661 | 27.4 |
| Net income (loss) | 15,754 | 24,248 | 30,070 | 25,942 | 17,806 | 23,692 | 26,016 | 39,029 | 12,411 | $(5,395)$ | (30.3)\% | (5,053) | 40,429 | 48,579 | 81,150 | 93,456 | 43,748 | 51,440 | 7,692 | 17.6 |
| Incentive compensation as \% of revenue | 50.2\% | 52.1\% | 52.3\% | 50.9\% | 48.1\% | 50.2\% | 52.4\% | 49.4\% | 46.2\% | (1.9) p.p. |  | 46.5\% | 54.4\% | 50.9\% | 51.3\% | 50.6\% | 49.7\% | 48.2\% | (1.5) p.p. |  |
| Total compensation exp. as \% of revenue ${ }^{(3)}$ | 58.1\% | 58.2\% | 58.9\% | 57.0\% | 54.9\% | 56.7\% | 58.4\% | 55.2\% | 54.4\% | (0.5) p.p. |  | 64.4\% | 63.6\% | 61.5\% | 58.5\% | 56.9\% | 56.1\% | 54.9\% | (1.2) p.p. |  |
| Non-compensation exp. as \% of revenue | 21.5\% | 19.2\% | 20.1\% | 24.0\% | 28.9\% | 24.4\% | 23.1\% | 20.9\% | 33.2\% | 4.3 p.p. |  | 38.4\% | 20.8\% | 21.7\% | 21.1\% | 24.8\% | 26.1\% | 25.7\% | (0.4) p.p. |  |
| Total expenses as \% of revenue | 79.6\% | 77.4\% | 79.0\% | 81.0\% | 83.8\% | 81.1\% | 81.5\% | 76.1\% | 87.6\% | 3.8 p.p. |  | 102.8\% | 84.4\% | 83.2\% | 79.6\% | 81.7\% | 82.2\% | 80.6\% | (1.6) p.p. |  |
| Pre-tax profit margin | 20.4\% | 22.6\% | 21.0\% | 19.0\% | 16.2\% | 18.9\% | 18.5\% | 23.9\% | 12.4\% | (3.8) p.p. |  | (2.8)\% | 15.6\% | 16.8\% | 20.4\% | 18.3\% | 17.8\% | 19.4\% | 1.6 p.p. |  |
| Effective tax rate | 35.0\% | 32.5\% | 30.8\% | 33.8\% | 29.5\% | 29.6\% | 35.2\% | 33.5\% | 35.1\% | 5.6 p.p. |  | 8.8\% | 35.4\% | 33.2\% | 31.8\% | 32.4\% | 32.1\% | 33.9\% | 1.8 p.p. |  |
| Net profit margin | 13.3\% | 15.3\% | 14.5\% | 12.6\% | 11.4\% | 13.3\% | 12.0\% | 15.9\% | 8.0\% | (3.4) p.p. |  | (2.5)\% | 10.1\% | 11.2\% | 13.9\% | 12.3\% | 12.1\% | 12.8\% | 0.7 p.p. |  |
| Basic earnings (loss) per share | 0.35 | 0.55 | 0.66 | 0.57 | 0.39 | 0.51 | 0.57 | 0.86 | 0.28 | (0.11) | (28.2)\% | (0.18) | 1.43 | 1.17 | 1.82 | 2.03 | 0.95 | 1.14 | 0.19 | 19.9 |
| Diluted earnings (loss) per share | 0.34 | 0.52 | 0.63 | 0.54 | 0.37 | 0.49 | 0.54 | 0.80 | 0.26 | (0.11) | (29.7)\% | (0.18) | 1.12 | 1.11 | 1.74 | 1.94 | 0.91 | 1.07 | 0.16 | 17.1 |
| Book value per diluted share | 4.82 | 5.29 | 5.99 | 6.49 | 6.82 | 7.39 | 7.74 | 7.96 | 7.83 | 1.01 | 14.8\% | 1.84 | 2.59 | 4.82 | 5.99 | 7.74 | 6.84 | 7.83 | 0.99 | 14.5 |

## Supplementary segment revenue information

| (in thousands of dollars) |  |  |  |  |  |  |  |  |  | Q2/08 vs. Q2/07 |  | FY03 | FY04 | FY05 | FY06 | FY07 | 6 Months Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2106 | Q3106 | Q4/06 | Q1/07 | Q2107 | Q3107 | Q4/07 | Q1/08 | Q2108 |  |  | Q2107 |  |  |  |  | Q2108 | Increase (decrease) |
| Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canaccord Adams | 60,048 | 98,918 | 120,243 | 125,106 | 93,033 | 101,427 | 130,151 | 155,023 | 87,925 | $(5,108)$ | (5.5)\% |  | 91,629 | 211,758 | 239,654 | 333,666 | 449,717 | 218,139 | 242,948 | 24,809 |
| Private Client Services (PCS) | 52,411 | 54,731 | 78,422 | 72,286 | 55,626 | 68,831 | 75,876 | 76,083 | 57,415 | 1,789 | 3.2\% | 97,784 | 175,983 | 178,176 | 225,194 | 272,619 | 127,912 | 133,498 | 5,586 |
| Corporate and Other | 6,195 | 5,021 | 8,409 | 8,735 | 7,372 | 8,055 | 10,416 | 14,764 | 9,130 | 1,758 | 23.8\% | 9,793 | 14,416 | 14,948 | 24,555 | 34,578 | 16,107 | 23,894 | 7,787 48. |
|  | 118,654 | 158,670 | 207,074 | 206,127 | 156,031 | 178,313 | 216,443 | 245,870 | 154,470 | $(1,561)$ | (1.0)\% | 199,206 | 402,157 | 432,778 | 583,415 | 756,914 | 362,158 | 400,340 | 38,182 |

[^0]
## Canaccord Adams

Condensed statement of operations

```
(Unaudited, for the period ended)
Revenue
    Canad
        Capital Markets
        International Trading
        Registered Traders
        Fixed Income
        Total Canada
    UK and Other Foreign Location (2)
    US (3)
```


## Expenses

Incentive compensation ${ }^{(4)}$
Salaries and benefit
Trading costs ${ }^{(5)}$
Premises and equipment
Communication and technology
Interest
General and administrative
Amortization
costs
Restructuring and other costs
Income (loss) before income taxes ${ }^{(6)}$
Incentive compensation as \% of revenue Total compensation exp. as $\%$ of revenue ${ }^{(7)}$ Non-compensation exp. as $\%$ of revenue Total expenses as $\%$ of revenue
Pre-tax profit margin
Number of employees

| Q2/06 | Q3/06 | Q4/06 | Q1/07 | Q2/07 | Q3/07 | Q4/07 | Q1/08 | Q2108 | $\begin{gathered} \hline \text { Q2108 vs. Q2/07 } \\ \text { Increase (decrease) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 35,054 | 44,650 | 44,938 | 42,750 | 38,533 | 48,897 | 57,382 | 62,549 | 39,210 | 677 | 1.8\% |
| 4,691 | 4,994 | 7,829 | 7,386 | 4,091 | 5,923 | 6,777 | 5,987 | 4,789 | 698 | 17.1\% |
| 2,000 | 2,517 | 4,075 | 1,624 | 1,281 | 2,366 | 2,607 | 1,730 | 2,210 | 929 | 72.5\% |
| 1,891 | 1,876 | 2,935 | 1,829 | 2,568 | 1,595 | 1,715 | 2,121 | 1,032 | $(1,536)$ | (59.8)\% |
| 43,636 | 54,037 | 59,777 | 53,589 | 46,473 | 58,781 | 68,481 | 72,387 | 47,241 | 768 | 1.7\% |
| 16,412 | 44,881 | 41,774 | 48,892 | 28,878 | 24,995 | 42,984 | 57,355 | 20,857 | $(8,021)$ | (27.8)\% |
|  |  | 18,692 | 22,625 | 17,682 | 17,651 | 18,686 | 25,281 | 19,827 | 2,145 | 12.1\% |
| 60,048 | 98,918 | 120,243 | 125,106 | 93,033 | 101,427 | 130,151 | 155,023 | 87,925 | $(5,108)$ | (5.5)\% |
| 30,704 | 52,319 | 63,800 | 65,948 | 45,305 | 51,546 | 70,783 | 76,203 | 42,205 | $(3,100)$ | (6.8)\% |
| 1,790 | 1,755 | 3,603 | 3,188 | 2,228 | 3,158 | 2,619 | 4,019 | 3,194 | 966 | 43.4\% |
| 1,879 | 2,056 | 4,497 | 5,308 | 3,796 | 3,700 | 4,178 | 4,441 | 4,906 | 1,110 | 29.2\% |
| 919 | 1,281 | 2,346 | 3,008 | 2,884 | 3,183 | 5,054 | 2,613 | 2,910 | 26 | 0.9\% |
| 1,462 | 1,551 | 2,207 | 2,427 | 2,530 | 2,586 | 2,804 | 2,879 | 2,962 | 432 | 17.1\% |
| 196 | 558 | 647 | 691 | 889 | 520 | 617 | 594 | 353 | (536) | (60.3)\% |
| 4,054 | 5,545 | 6,501 | 8,715 | 8,470 | 7,376 | 10,292 | 10,397 | 9,885 | 1,415 | 16.7\% |
| 300 | 365 | 800 | 950 | 1,291 | 785 | 895 | 911 | 985 | (306) | (23.7)\% |
| 88 | (45) | 1,041 | 1,287 | 3,310 | 2,463 | 3,663 | 4,292 | 5,582 | 2,272 | 68.6\% |
| - | - |  | - | - |  |  | - |  | - |  |
| 41,392 | 65,385 | 85,442 | 91,522 | 70,703 | 75,317 | 100,905 | 106,349 | 72,982 | 2,279 | 3.2\% |
| 18,656 | 33,533 | 34,801 | 33,584 | 22,330 | 26,110 | 29,246 | 48,674 | 14,943 | (7,387) | (33.1)\% |


| $51.1 \%$ | $52.9 \%$ | $53.1 \%$ | $52.7 \%$ | $48.7 \%$ | $50.8 \%$ | $54.4 \%$ | $49.2 \%$ | $48.0 \%$ | $(0.7)$ p.p. |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

$\begin{array}{llllllllll}51.1 \% & 52.9 \% & 53.1 \% & 52.7 \% & 48.7 \% & 50.8 \% & 54.4 \% & 49.2 \% & 48.0 \% & (0.7) \text { p.p. } \\ 54.1 \% & 54.7 \% & 50.1 \% & & \end{array}$
$55.3 \%-51.1 \%-53.9 \%-56.4 \%-51.7 \%-51.6 \%-0.5 \mathrm{pp}$
$\begin{array}{llllllllll}14.8 \% & 11.4 \% & 15.0 \% & 17.9 \% & 24.9 \% & 20.4 \% & 21.1 \% & 16.9 \% & 31.4 \% & 6.5 \text { p.p. } \\ 68.9 \% & 66.1 \% & 71.1 \% & 73.2 \% & 76.0 \% & 74.3 \% & 77.5 \% & 68.6 \% & 83.0 \% & 7.0 \text { p. }\end{array}$
$\begin{array}{rrrrrrrrrr}68.9 \% & 66.1 \% & 71.1 \% & 73.2 \% & 76.0 \% & 74.3 \% & 77.5 \% & 68.6 \% & 83.0 \% & 7.0 \text { p.p. } \\ 31.1 \% & 33.9 \% & 28.9 \% & 26.8 \% & 24.0 \% & 25.7 \% & 22.5 \% & 31.4 \% & 17.0 \% & (7.0) \text { p.p. }\end{array}$
283
(1) Financial results are expressed in $\mathrm{C} \$$ thousands, except for financial ratios and number of employees.
 includes operations for Canaccord International Ltd

 Therefore, US geographic segment results are not to be interpreted as generated exclusively from the acquisition of Adams Harkness Financial Group, inc.
(4) 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)
 year-over-year comparisons may vary due to the change in methodology.
(6) Income (loss) before income taxes excludes allocated overhead expenses which are included in Corporate and Other segment expenses
(7) Total compensation expense includes incentive compensation and salaries and benefits, but excludes hiring incentives and development group salary and benefits, which are included in development costs.

## Private Client Services

Condensed statement of operations

| (Unaudited, for the period ended)(in thousands of dollars) ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  | Q2108 vs. Q2107 <br> Increase (decrease) |  | FY03 | FY04 | FY05 | FY06 | FY07 | 6 Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2106 | Q3/06 | Q4/06 | Q1/07 | Q2107 | Q3107 | Q4107 | Q1/08 | Q2108 |  |  | Q2107 |  |  |  |  | Q2108 | Increase (d | crease) |
| Revenue Canada | 52,411 | 54,731 | 77,153 | 70,996 | 54,960 | 67,907 | 74,727 | 74,990 | 56,588 | 1,628 | 3.0\% |  | 97,784 | 175,983 | 178,176 | 223,925 | 268,590 | 125,956 | 131,578 | 5,622 | 4.5\% |
| US ${ }^{(2)}$ | - | - | 1,269 | 1,290 | 666 | 924 | 1,149 | 1,093 | 827 | 161 | 24.2\% |  |  |  | 1,269 | 4,029 | 1,956 | 1,920 | (36) | (1.8)\% |
| Total | 52,411 | 54,731 | 78,422 | 72,286 | 55,626 | 68,831 | 75,876 | 76,083 | 57,415 | 1,789 | 3.2\% | 97,784 | 175,983 | 178,176 | 225,194 | 272,619 | 127,912 | 133,498 | 5,586 | 4.4\% |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Incentive compensation | 25,033 | 25,297 | 37,372 | 33,368 | 24,885 | 31,848 | 36,567 | 37,680 | 25,351 | 466 | 1.9\% | 45,179 | 82,758 | 84,396 | 105,283 | 126,668 | 58,253 | 63,031 | 4,778 | 8.2\% |
| Salaries and benefits | 2,827 | 2,785 | 4,405 | 3,430 | 2,854 | 3,039 | 4,303 | 4,049 | 3,510 | 656 | 23.0\% | 9,105 | 10,157 | 11,158 | 13,053 | 13,626 | 6,284 | 7,559 | 1,275 | 20.3\% |
| Trading costs ${ }^{(3)}$ | 2,014 | 2,150 | 2,632 | 3,066 | 2,276 | 2,338 | 2,477 | 2,399 | 2,158 | (118) | (5.2)\% | 1,646 | 1,308 | 8,802 | 9,013 | 10,157 | 5,342 | 4,557 | (785) | (14.7)\% |
| Premises and equipment | 1,298 | 1,318 | 1,498 | 1,536 | 1,534 | 1,528 | 1,555 | 1,535 | 1,605 | 71 | 4.6\% | 4,555 | 4,742 | 4,653 | 5,464 | 6,153 | 3,070 | 3,140 | 70 | 2.3\% |
| Communication and technology | 1,480 | 1,516 | 1,611 | 1,602 | 1,571 | 1,526 | 1,639 | 1,670 | 1,573 | 2 | 0.1\% | 6,636 | 5,491 | 5,819 | 6,066 | 6,338 | 3,173 | 3,243 | 70 | 2.2\% |
| Interest | 1,267 | 1,782 | 2,863 | 4,246 | 4,434 | 4,412 | 4,659 | 5,060 | 5,435 | 1,001 | 22.6\% |  |  | 3,711 | 7,194 | 17,751 | 8,680 | 10,495 | 1,815 | 20.9\% |
| General and administrative | 1,985 | 3,618 | 3,726 | 6,038 | 1,855 | 3,444 | 2,341 | 2,953 | 2,594 | 739 | 39.8\% | 5,719 | 9,311 | 5,080 | 12,162 | 13,678 | 7,893 | 5,547 | $(2,346)$ | (29.7)\% |
| Amortization | 273 | 324 | 462 | 410 | 420 | 380 | 438 | 430 | 472 | 52 | 12.4\% | 1,399 | 1,295 | 1,087 | 1,439 | 1,648 | 830 | 902 | 72 | 8.7\% |
| Development costs | 905 | 1,099 | 1,416 | 1,521 | 1,517 | 1,663 | 1,370 | 1,372 | 1,341 | (176) | (11.6)\% | 2,015 | 3,261 | 2,798 | 4,302 | 6,071 | 3,038 | 2,713 | (325) | (10.7)\% |
| Restructuring and other costs | - |  |  |  |  |  |  |  |  |  |  | 6,896 | 315 |  |  |  | - |  | - |  |
|  | 37,082 | 39,889 | 55,985 | 55,217 | 41,346 | 50,178 | 55,349 | 57,148 | 44,039 | 2,693 | 6.5\% | 83,150 | 118,638 | 127,504 | 163,976 | 202,090 | 96,563 | 101,187 | 4,624 | 4.8\% |
| Income before income taxes ${ }^{(4)}$ | 15,329 | 14,842 | 22,437 | 17,069 | 14,280 | 18,653 | 20,527 | 18,935 | 13,376 | (904) | (6.3)\% | 14,634 | 57,345 | 50,672 | 61,218 | 70,529 | 31,349 | 32,311 | 962 | 3.1\% |
| PCS fee-related revenue ${ }^{(5)}$ | 19.4\% | 20.8\% | 18.3\% | 20.0\% | 26.8\% | 22.8\% | 24.1\% | 22.5\% | 28.5\% | 1.7 p.p. |  | 28.9\% | 20.3\% | 17.7\% | 20.2\% | 23.2\% | 22.9\% | 25.1\% | 2.2 p.p. |  |
| Incentive compensation as \% of revenue | 47.8\% | 46.2\% | 47.7\% | 46.2\% | 44.7\% | 46.3\% | 48.2\% | 49.5\% | 44.2\% | (0.5) p.p. |  | 46.2\% | 47.0\% | 47.4\% | 46.8\% | 46.5\% | 45.5\% | 47.2\% | 1.7 p.p. |  |
| Total compensation exp. as \% of revenue ${ }^{(6)}$ | 53.2\% | 51.3\% | 53.3\% | 50.9\% | 49.9\% | 50.7\% | 53.9\% | 54.8\% | 50.3\% | 0.4 p.p. |  | 55.5\% | 52.8\% | 53.6\% | 52.5\% | 51.5\% | 50.5\% | 52.9\% | 2.4 p.p. |  |
| Non-compensation exp. as \% of revenue | 17.6\% | 21.6\% | 18.1\% | 25.5\% | 24.4\% | 22.2\% | 19.0\% | 20.3\% | 26.4\% | 2.0 p.p. |  | 29.5\% | 14.6\% | 18.0\% | 20.3\% | 22.6\% | 25.0\% | 22.9\% | (2.1) p.p. |  |
| Total expenses as \% of revenue | 70.8\% | 72.9\% | 71.4\% | 76.4\% | 74.3\% | 72.9\% | 72.9\% | 75.1\% | 76.7\% | 2.4 p.p. |  | 85.0\% | 67.4\% | 71.6\% | 72.8\% | 74.1\% | 75.5\% | 75.8\% | 0.3 p.p. |  |
| Pre-tax profit margin | 29.2\% | 27.1\% | 28.6\% | 23.6\% | 25.7\% | 27.1\% | 27.1\% | 24.9\% | 23.3\% | (2.4) p.p. |  | 15.0\% | 32.6\% | 28.4\% | 27.2\% | 25.9\% | 24.5\% | 24.2\% | (0.3) p.p. |  |
| Assets under mgmt. (\$ millions) ${ }^{(7)}$ | 475 | 528 | 613 | $712^{(8)}$ | $745^{(8)}$ | $814^{(8)}$ | $807^{(8)}$ | $815{ }^{(8)}$ | $777^{18}$ | 32 | 4.3\% | 104 | 237 | 380 | 613 | $807{ }^{(8)}$ | $745^{(8)}$ | $777^{(8)}$ | 32 | 4.3\% |
| Assets under admin. (\$ millions) | 11,495 | 12,183 | 14,310 | 13,942 | 13,826 | 14,121 | 15,014 | 15,701 | 15,288 | 1,462 | 10.6\% | 5,037 | 8,292 | 9,967 | 14,310 | 15,014 | 13,826 | 15,288 | 1,462 | 10.6\% |
| Number of employees | 663 | 687 | 689 | 710 | 719 | 725 | 728 | 757 | 784 | 65 | 9.0\% | 628 | 623 | 657 | 689 | 728 | 719 | 784 | 65 | 9.0\% |
| Number of Investment Advisors ${ }^{(9)}$ | 425 | 433 | 430 | 430 | 434 | 432 | 439 | 440 | 453 | 19 | 4.4\% | 399 | 391 | 412 | 430 | 439 | 434 | 453 | 19 | 4.4\% |
| Number of PCS client accounts | 147,930 | 152,105 | 155,404 | 156,828 | 158,866 | 160,793 | 169,749 | 170,054 | 170,879 | 12,013 | 7.6\% | 131,584 | 138,142 | 144,451 | 155,404 | 156,003 | 158,866 | 170,879 | 12,013 | 7.6\% |

## Supplementary revenue information

```
(in thousands of dollars)
(in thousands of dollars)
    PCS revenue
```

    Revenue net of interest expense
    Total expenses excluding interest expense
    |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| as \% of revenue net of interest expense | $70.0 \%$ | $72.0 \%$ | $70.3 \%$ | $74.9 \%$ | $72.1 \%$ | $71.0 \%$ | $71.2 \%$ | $73.3 \%$ | $74.3 \%$ | 2.2 p.p. |  | $85.0 \%$ | $67.4 \%$ | $71.0 \%$ | $71.9 \%$ | $72.3 \%$ | $73.7 \%$ | $73.7 \%$ |
| Difference ${ }^{(10)}$ | $0.8 \%$ | $0.9 \%$ | $1.1 \%$ | $1.5 \%$ | $2.2 \%$ | $1.9 \%$ | $1.7 \%$ | $1.8 \%$ | $2.4 \%$ | 0.2 p.p. |  | $0.0 \%$ | $0.0 \%$ | $0.6 \%$ | $0.9 \%$ | $1.8 \%$ | $1.8 \%$ | $2.1 \%$ |

(1) Financial results are expressed in $C \$$ thousands, except for financial ratios, assets under administration, assets under management, number of employees, Investment Advisors and PCS client accounts.
(2) As of Q4/06, PCS revenue from Canaccord Capital Corporation (USA) Inc. has been disclosed separately under the US geographic segment. Prior to Q4/06, US segment disclosure was not available.
(3) Prior to fiscal 2005, trading costs for Private Client Services and Canaccord Adams were recorded in Corporate and Other segment. As of Q1/05, trading costs applicable to each business segment have been reflected in
their respective financial statements. As a result, year-over-year comparisons may vary due to the change in methodology.
(4) Income before income taxes excludes allocated overhead expenses which are included in Corporate and Other segment expenses
5) PCS fee-related revenue includes RRSP interest revenue and commissions earned from managed accounts, fee-based accounts, bonds, mutual funds, and insurance
(6) Total compensation expense includes incentive compensation and salaries and benefits, but excludes hiring incentives and development group salary and benefits, which are included in development costs.
(7) AUM are assets managed on a discretionary basis under our programs generally described as or known as the Independence Accounts, Separately Managed Accounts, and Advisor Managed Accounts offered by Canaccord. Prior to Q1/07, AUM includes only
he Independence Accounts
sified commencing in Q1/07, to include all assets managed on a discretionary basis under our programs generally described as or known as the Independence Accounts, Separately Managed Accounts, and Advisor Managed Accounts
(9) 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 prior to Q3/06 have been reclassified.
(10) Difference between total expenses as $\%$ of revenue versus total expenses excluding interest expense as $\%$ of revenue net of interest expense

## Corporate and Other segmen

## Condensed statement of operations

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

## Revenue

Canada
$\mathrm{S}^{(3)}$
Total

## Expenses

Incentive compensation
Salaries and benefits
Trading costs ${ }^{(4)}$
Premises and equipment
Communication and technology
interest
General and administrative
Amortization
Development costs
Gain on disposal of invts \& claims
Income (loss) before income taxes ${ }^{(5)}$
Number of employees

| Q2106 | Q3/06 | Q4/06 | Q1/07 | Q2107 | Q3/07 | Q4/07 | Q1/08 | Q2108 | Q2108 v <br> Increase | Q2/07 | FY03 | FY04 | FY05 | FY06 | FY07 | Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 6,195 | 5,021 | $\begin{array}{r} 8,334^{\left.()^{2}\right)} \\ \left.75^{2}\right) \end{array}$ | $\begin{array}{r} 8,665 \\ 70 \end{array}$ | $\begin{aligned} & 6,975 \end{aligned}$ | $\begin{array}{r} 8,017 \\ 38 \end{array}$ | $\begin{array}{r} 10,335 \\ 81 \end{array}$ | $\begin{array}{r} 14,716 \\ 48 \\ \hline \end{array}$ | $\begin{array}{r} 9,047 \\ 83 \end{array}$ | $\begin{aligned} & 2,072 \\ & (314) \end{aligned}$ | $\begin{array}{r} 29.7 \% \\ (79.1) \% \end{array}$ | 9,793 | 14,416 | 14,948 | $\begin{array}{r} 24,480 \\ 75 \end{array}$ | $\begin{array}{r} 34,578 \\ 586 \end{array}$ |  |
| 6,195 | 5,021 | 8,409 | 8,735 | 7,372 | 8,055 | 10,416 | 14,764 | 9,130 | 1,758 | 23.8\% | 9,793 | 14,416 | 14,948 | 24,555 | 34,578 |  |
| 3,843 | 5,046 | 7,124 | 5,639 | 4,784 | 6,072 | 6,152 | 7,523 | 3,860 | (924) | (19.3)\% | 1,433 | 15,746 | 11,028 | 18,301 | 22,647 |  |
| 4,792 | 5,128 | 5,708 | 5,875 | 5,561 | 5,413 | 5,940 | 6,201 | 5,945 | 384 | 6.9\% | 13,070 | 14,519 | 17,980 | 20,531 | 22,789 |  |
| 354 | 235 | 486 | 185 | 47 | 18 | 63 | 118 | 185 | 138 | 293.6\% | 9,915 | 12,562 | 1,110 | 1,507 | 313 |  |
| 850 | 1,483 | 1,224 | 1,393 | 1,396 | 1,099 | 1,003 | 1,111 | 1,220 | (176) | (12.6)\% | 2,900 | 4,039 | 3,216 | 4,493 | 4,891 |  |
| 856 | 956 | 1,269 | 1,034 | 1,286 | 1,240 | 1,227 | 1,190 | 1,278 | (8) | (0.6)\% | 1,427 | 2,594 | 2,966 | 3,805 | 4,787 |  |
| 942 | 101 | 67 | 45 | 79 | (6) | (48) | 514 | 625 | 546 | 691.1\% | 2,907 | 3,959 | 3,502 | 1,931 | 70 |  |
| 3,024 | 3,259 | 4,499 | 4,354 | 3,962 | 3,593 | 3,742 | 4,921 | 3,276 | (686) | (17.3)\% | 5,779 | 7,931 | 13,643 | 14,067 | 15,651 |  |
| 227 | 241 | 707 | 629 | 655 | 632 | 666 | 636 | 689 | 34 | 5.2\% | 1,011 | 979 | 894 | 1,468 | 2,582 |  |
| 1,045 | 1,049 | 1,108 | 1,059 | 962 | 1,121 | 1,308 | 1,509 | 1,243 | 281 | 29.2\% | 2,792 | 4,143 | 4,444 | 4,256 | 4,450 |  |
| - | - |  | - | - | - |  |  |  |  |  | $(4,261)$ |  |  | $(1,633)$ |  |  |
| 15,933 | 17,498 | 22,192 | 20,213 | 18,732 | 19,182 | 20,053 | 23,723 | 18,321 | (411) | (2.2)\% | 36,973 | 66,472 | 58,783 | 68,726 | 78,180 |  |
| $(9,738)$ | $(12,477)$ | $(13,783)$ | $(11,478)$ | $(11,360)$ | $(11,127)$ | $(9,637)$ | $(8,959)$ | $(9,191)$ | $(2,169)$ | (19.1)\% | $(27,180)$ | $(52,056)$ | $(43,835)$ | $(44,171)$ | $(43,602)$ | (22) |


| $\mathbf{6}$ Months Ended |  |  |  |
| ---: | ---: | ---: | ---: |
| Q2/07 | Q2108 | Increase (decrease) |  |
|  |  |  |  |
| 15,640 | 23,763 | 8,123 | $51.9 \%$ |
| 467 | 131 | $(336)$ | $(71.9) \%$ |
| 16,107 | 23,894 | 7,787 | $48.3 \%$ |
|  |  |  |  |
| 10,423 | 11,383 | 960 | $9.2 \%$ |
| 11,436 | 12,146 | 710 | $6.2 \%$ |
| 232 | 303 | 71 | $30.6 \%$ |
| 2,789 | 2,331 | $(458)$ | $(16.4) \%$ |
| 2,320 | 2,468 | 148 | $6.4 \%$ |
| 124 | 1,139 | 1,015 | $818.5 \%$ |
| 8,316 | 8,197 | $(119)$ | $(1.4) \%$ |
| 1,284 | 1,325 | 41 | $3.2 \%$ |
| 2,021 | 2,752 | 731 | $36.2 \%$ |
| - | - | - | - |
| 38,945 | 42,044 | 3,099 | $8.0 \%$ |
| $(22,838)$ | $(18,150)$ | $(4,688)$ | $(20.5) \%$ |

$336 \quad 337$ 335

370
$21 \quad 6.0 \%$
324
360

349370
21
(1) Financial results are expressed in $\mathrm{C} \$$ thousands, except for number of employees.
(2) Canada and US Corporate and Other segment revenues have been reclassified for Q4/06
(3) As of Q4/06, Corporate and Other revenue from Canaccord Capital Corporation (USA) Inc. has been disclosed separately under the US geographic segment. Prior to Q4/06, US segment disclosure was not available.

y)
(5) Loss before income taxes includes general expenses and overhead expenses prior to allocation to Private Client Services and Canaccord Adams.
.......

## Canada

Condensed statement of operations ${ }^{(1)}$
(Unaudited, for the period ended)
(in thousands of dollars) ${ }^{(2)}$
Revenue
Canaccord Adams
rivate Client Service
Corporate and Other
Expenses
ncentive compensation
Salaries and benefits
Trading costs
Premises and equipment
Communication and technology
eneral and administrativ
mortization
Development costs
Restructuring and other costs
Gain on disposal of invts \& claims

Income (loss) before income taxe
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
Number of employees

| Q2/06 | Q3/06 | Q4/06 | Q1/07 | Q2107 | Q3/07 | Q4/07 | Q1/08 | Q2/08 | Q2/08 vs. Q2/07 Increase (decrease) |  | FY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 43,636 | 54,037 | 59,777 | 53,589 | 46,473 | 58,781 | 68,481 | 72,387 | 47,241 | 768 | 1.7\% |  |
| 52,411 | 54,731 | 77,153 | 70,996 | 54,960 | 67,907 | 74,727 | 74,990 | 56,588 | 1,628 | 3.0\% | 97 |
| 6,195 | 5,021 | 8,334 | 8,665 | 6,975 | 8,017 | 10,335 | 14,716 | 9,047 | 2,072 | 29.7\% | 9 |
| 102,242 | 113,789 | 145,264 | 133,250 | 108,408 | 134,705 | 153,543 | 162,093 | 112,876 | 4,468 | 4.1\% | 170, |
| 51,046 | 57,592 | 76,148 | 65,428 | 52,505 | 67,818 | 77,445 | 78,677 | 52,413 | (92) | (0.2)\% | 77 |
| 8,561 | 8,862 | 11,105 | 10,041 | 9,102 | 9,161 | 11,055 | 11,856 | 10,399 | 1,297 | 14.2\% | 28 |
| 3,986 | 4,113 | 5,277 | 5,904 | 3,830 | 3,153 | 4,096 | 4,262 | 4,309 | 479 | 12.5\% | 14 |
| 2,695 | 3,467 | 3,598 | 3,821 | 3,794 | 3,507 | 3,407 | 3,478 | 3,659 | (135) | (3.6)\% |  |
| 3,547 | 3,647 | 4,125 | 4,019 | 4,325 | 4,199 | 4,418 | 4,498 | 4,532 | 207 | 4.8\% | 11 |
| 2,402 | 2,440 | 3,487 | 4,888 | 5,321 | 4,823 | 5,089 | 5,847 | 5,934 | 613 | 11.5\% |  |
| 7,847 | 10,792 | 10,990 | 14,575 | 9,574 | 9,700 | 8,743 | 12,158 | 9,49 | (80) | (0.8)\% | 17 |
| 646 | 769 | 1,567 | 1,381 | 1,418 | 1,280 | 1,349 | 1,286 | 1,389 | (29) | (2.0)\% |  |
| 2,038 | 2,103 | 3,011 | 2,819 | 2,833 | 3,316 | 3,137 | 3,251 | 3,297 | 464 | 16.4\% |  |
| - | - |  |  |  |  |  |  |  |  |  | (4) |
| 82,768 | 93,785 | 119,308 | 112,876 | 92,702 | 106,957 | 118,739 | 125,313 | 95,426 | 2,724 | 2.9\% | 174 |
|  |  |  |  |  |  |  |  |  |  |  |  |

(1) Canaccord's Canadian operations include activities related to Canadian Private Client Services, capital markets activities in Canada delivered through Canaccord Adams (a division of Canaccord Capital Corporation, our principal Canadian operating subsidiary), and Canadian Corporate and Other operations.
(2) Financial results are expressed in $\mathrm{C} \$$ thousands, except for financial ratios and number of employees.
(3) Prior to Q4/06, revenues from Canaccord Capital Corporation (USA), Inc. were included in the Canada geographic segment. Starting in Q1/07, these revenue amounts have been excluded and separately disclosed in the US geographic disclosure on page 8 .

Q4/06 Canada segment revenues have been reclassified for comparison purposes.
(4) Total compensation expense includes incentive compensation and salaries and benefits, but excludes hiring incentives and development group salary and benefits, which are included in development costs.

## UK and Other Foreign Location

Condensed statement of operations ${ }^{(1)}$
(Unaudited, for the period ended)
(in thousands of dollars) $^{(2)}$
Revenue
$\quad$ Canaccord Adams
Expenses
Incentive compensation

Incentive compensation
Nalional Healh Insurance tax
Salaries and benefits
Trading costs
Premises and equipment
Communication and technology
interest
General and administrative
Amortization
Development costs
Restructuring and other costs
ncome (loss) before income taxes
centive compensation as \% of revenue
total compensation exp. as $\%$ of revenue ${ }^{(4)}$ Non-compensation exp. as \% of revenue otal expenses as \% of revenue
Pre-tax profit margin

| Q2/06 | Q3/06 | Q4/06 | Q1/07 | Q2107 | Q3/07 | Q4/07 | Q1/08 | Q2108 | $\begin{gathered} \hline \text { Q2/08 vs. Q2107 } \\ \text { Increase (decrease) } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 16,412 | 44,881 | 41,774 | 48,892 | 28,878 | 24,995 | 42,984 | 57,355 | 20,857 | $(8,021)$ | (27.8)\% |
| 16,412 | 44,881 | 41,774 | 48,892 | 28,878 | 24,995 | 42,984 | 57,355 | 20,857 | $(8,021)$ | (27.8)\% |
| 8,111 | 23,764 | 21,781 | 25,221 | 12,498 | 11,280 | 24,628 | 29,965 | 9,123 | $(3,375)$ | (27.0)\% |
| 423 | 1,306 | 1,233 | 1,404 | 629 | 548 | 933 | 388 | 369 | (260) | (41.3)\% |
| 8,534 | 25,070 | 23,014 | 26,625 | 13,127 | 11,828 | 25,561 | 30,353 | 9,492 | $(3,635)$ | (27.7)\% |
| 848 | 806 | 998 | 698 | 726 | 1,237 | 47 | 1,185 | 993 | 267 | 36.8\% |
| 261 | 328 | 312 | 375 | 332 | 346 | 424 | 419 | 497 | 165 | 49.7\% |
| 372 | 615 | 467 | 1,208 | 1,091 | 1,396 | 2,705 | 512 | 907 | (184) | (16.9)\% |
| 251 | 376 | 466 | 444 | 568 | 568 | 647 | 622 | 710 | 142 | 25.0\% |
| 3 | 1 | 1 |  | 1 | 1 |  |  |  | (1) | (100.0)\% |
| 1,216 | 1,630 | 1,949 | 2,255 | 1,979 | 1,962 | 4,273 | 3,024 | 2,573 | 594 | 30.0\% |
| 154 | 161 | 224 | 435 | 793 | 318 | 470 | 459 | 477 | (316) | (39.8)\% |
| . |  | - | 239 | 240 | (181) | (29) | 55 | 431 | 191 | 79.6\% |
|  |  |  |  |  |  |  |  |  |  |  |
| 11,639 | 28,987 | 27,431 | 32,279 | 18,857 | 17,475 | 34,529 | 36,629 | 16,080 | $(2,777)$ | (14.7)\% |
| 4,773 | 15,894 | 14,343 | 16,613 | 10,021 | 7,520 | 8,455 | 20,726 | 4,777 | $(5,244)$ | (52.3)\% |


| FY03 | FY04 | FY05 | FY06 | FY07 | 6 Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Q2107 | Q2108 | Increase (decrease) |  |
| 28,464 | 84,489 | 116,090 | 125,900 | 145,749 | 77,770 | 78,212 | 442 | 0.6\% |
| 28,464 | 84,489 | 116,090 | 125,900 | 145,749 | 77,770 | 78,212 | 442 | 0.6\% |
| 13,877 | 51,311 | 62,316 | 65,303 | 73,627 | 37,719 | 39,088 | 1,369 | 3.6\% |
| 720 | 2,665 | 3,711 | 3,586 | 3,514 | 2,033 | 757 | $(1,276)$ | (62.8)\% |
| 14,597 | 53,976 | 66,027 | 68,889 | 77,141 | 39,752 | 39,845 | 93 | 0.2\% |
| 6,899 | 5,858 | 8,795 | 3,210 | 3,139 | 1,424 | 2,178 | 754 | 52.9\% |
| 1,110 | 1,117 | 1,163 | 1,190 | 1,477 | 707 | 916 | 209 | 29.6\% |
| 2,974 | 2,573 | 2,143 | 2,139 | 6,400 | 2,299 | 1,419 | (880) | (38.3)\% |
| 1,034 | 837 | 1,036 | 1,440 | 2,227 | 1,012 | 1,332 | 320 | 31.6\% |
| 332 | 35 | 1 | 5 | 2 | 1 |  | (1) | (100.0)\% |
| 2,586 | 3,463 | 5,879 | 6,374 | 10,469 | 4,234 | 5,597 | 1,363 | 32.2\% |
| 962 | 716 | 620 | 716 | 2,016 | 1,228 | 936 | (292) | (23.8)\% |
|  |  |  |  | 269 | 479 | 486 | 7 | 1.5\% |
| 246 |  | - | - |  | - | - | - |  |
| 30,740 | 68,575 | 85,664 | 83,963 | 103,140 | 51,136 | 52,709 | 1,573 | 3.1\% |
|  |  |  |  |  |  |  |  |  |
| $(2,276)$ | 15,914 | 30,426 | 41,937 | 42,609 | 26,634 | 25,503 | $(1,131)$ | (4.2)\% |

Number of employees

| $52.0 \%$ | $55.9 \%$ | $55.1 \%$ | $54.5 \%$ | $45.5 \%$ | $47.3 \%$ | $59.5 \%$ | $52.9 \%$ | $45.5 \%$ | - |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $57.2 \%$ | $57.7 \%$ | $57.5 \%$ | $55.9 \%$ | $48.0 \%$ | $52.3 \%$ | $60.6 \%$ | $55.0 \%$ | $50.3 \%$ | 2.3 p.p. |  |
| $13.7 \%$ | $6.9 \%$ | $8.2 \%$ | $10.1 \%$ | $17.3 \%$ | $17.6 \%$ | $19.7 \%$ | $8.9 \%$ | $26.8 \%$ | 9.5 p.p. |  |
| $70.9 \%$ | $64.6 \%$ | $65.7 \%$ | $66.0 \%$ | $65.3 \%$ | $69.9 \%$ | $80.3 \%$ | $63.9 \%$ | $77.1 \%$ | 11.8 p.p. |  |
| $29.1 \%$ | $35.4 \%$ | $34.3 \%$ | $34.0 \%$ | $34.7 \%$ | $30.1 \%$ | $19.7 \%$ | $36.1 \%$ | $22.9 \%$ | $(11.8)$ p.p. |  |
| 70 | 76 | 81 | 88 | 89 | 95 | 93 | 104 | 109 | 20 | $22.5 \%$ |


|  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $51.3 \%$ | $63.9 \%$ | $56.9 \%$ | $54.7 \%$ | $52.9 \%$ | $51.1 \%$ | $50.9 \%$ | (0.2) p.p. |
| $75.5 \%$ | $70.8 \%$ | $64.5 \%$ | $57.3 \%$ | $55.1 \%$ | $52.9 \%$ | $53.7 \%$ | 0.8 p.p. |
| $32.5 \%$ | $10.4 \%$ | $9.3 \%$ | $9.4 \%$ | $15.7 \%$ | $12.9 \%$ | $13.7 \%$ | 0.8 p.p. |
| $108.0 \%$ | $81.2 \%$ | $73.8 \%$ | $66.7 \%$ | $70.8 \%$ | $65.8 \%$ | $67.4 \%$ | 1.6 p.p. |
| $(8.0) \%$ | $18.8 \%$ | $26.2 \%$ | $33.3 \%$ | $29.2 \%$ | $34.2 \%$ | $32.6 \%$ | (1.6) p.p. |

(1) Canaccord's UK operations include activities rel
(2) Financial results are expressed in $\mathrm{C} \$$ thousands, except for financial ratios and number of employees.
(3) NHI is a National Health Insurance tax applicable to the UK and is based on a percentage of incentive compensation payout.
(4) Total compensation expense includes incentive compensation and salaries and benefits, but excludes hiring incentives and development group salary and benefits, which are included in development costs

## Condensed statement of operations ${ }^{(1)}$

| (Unaudited, for the period ended)(in thousands of dollars) ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  | Q2108 vs. Q2107 |  | FY03 | FY04 | FY05 | FY06 | FY07 | 6 Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2/06 | Q3106 | Q4/06 | Q1/07 | Q2107 | Q3107 | Q4/07 | Q1/08 | Q2108 | Increase | crease) |  |  |  |  |  | Q2/07 | Q2108 | Increase ( | ecrease) |
| Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canaccord Adams | - | - | 18,692 | 22,625 | 17,682 | 17,651 | 18,686 | 25,281 | 19,827 | 2,145 | 12.1\% |  |  |  | 18,692 | 76,644 | 40,307 | 45,108 | 4,801 | 1.9\% |
| Private Client Services | - | - | 1,269 ${ }^{3}$ | 1,290 | 666 | 924 | 1,149 | 1,093 | 827 | 161 | 24.2\% |  |  |  | 1,269 | 4,029 | 1,956 | 1,920 | (36) | (1.8)\% |
| Corporate and Other | - | - | 75 | 70 | 397 | 38 | 81 | 48 | 83 | (314) | (79.1)\% |  |  |  | 75 | 586 | 467 | 131 | (336) | (71.9)\% |
|  | - | - | 20,036 | 23,985 | 18,745 | 18,613 | 19,916 | 26,422 | 20,737 | 1,992 | 10.6\% |  |  |  | 20,036 | 81,259 | 42,730 | 47,159 | 4,429 | 10.4\% |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Incentive compensation |  |  | 9,134 | 12,902 | 9,342 | 9,820 | 10,496 | 12,376 | 9,511 | 169 | 1.8\% |  |  |  | 9,134 | 42,560 | 22,244 | 21,887 | (357) | (1.6)\% |
| Salaries and benefits | - | - | 1,613 | 1,754 | 815 | 1,212 | 1,329 | 1,228 | 1,257 | 442 | 54.2\% |  |  |  | 1,613 | 5,110 | 2,569 | 2,485 | (84) | (3.3)\% |
| Trading costs | - | - | 2,026 | 2,280 | 1,957 | 2,557 | 2,198 | 2,277 | 2,443 | 486 | 24.8\% |  |  |  | 2,026 | 8,992 | 4,237 | 4,720 | 483 | 11.4\% |
| Premises and equipment | - | - | 1,003 | 908 | 929 | 907 | 1,500 | 1,269 | 1,169 | 240 | 25.8\% |  |  |  | 1,003 | 4,244 | 1,837 | 2,438 | 601 | 32.78 |
| Communication and technology | - | - | 496 | 600 | 494 | 585 | 605 | 619 | 571 | 77 | 15.6\% |  |  |  | 496 | 2,284 | 1,094 | 1,190 | 96 | $8.8 \%$ |
| Interest | - | - | 89 | 94 | 80 | 102 | 139 | 321 | 479 | 399 | 498.8\% |  |  |  | 89 | 415 | 174 | 800 | 626 | 359.8 |
| General and administrative | - | - | 1,784 | 2,277 | 2,734 | 2,751 | 3,359 | 3,089 | 3,688 | 954 | 34.9\% |  |  |  | 1,787 | 11,121 | 5,011 | 6,777 | 1,766 | 35.2 |
| Amortization | - | - | 178 | 173 | 155 | 199 | 180 | 232 | 280 | 125 | 80.6\% |  |  |  | 178 | 707 | 328 | 512 | 184 | 56.1 |
| Development costs | - | - | 554 | 809 | 2,716 | 2,112 | 3,233 | 3,867 | 4,438 | 1,722 | 63.4\% |  |  |  | 554 | 8,870 | 3,525 | 8,305 | 4,780 | 135.6 |
| Gain on disposal of invts \& claims | - | - |  | - | - | - |  |  |  |  |  |  |  |  |  |  | - | - | - |  |
|  | - | - | 16,880 | 21,797 | 19,222 | 20,245 | 23,039 | 25,278 | 23,836 | 4,614 | 24.0\% |  |  |  | 16,880 | 84,303 | 41,019 | 49,114 | 8,095 | 19.7\% |
| Income (loss) before income taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | - | - | 3,156 | 2,188 | (477) | $(1,632)$ | (3,123) | 1,144 | $(3,099)$ | $(2,622)$ | 549.7\% |  |  |  | 3,156 | $(3,044)$ | 1,711 | $(1,955)$ | $(3,666)$ | (214.3)\% |
| Incentive compensation as \% of revenue | - | - | 45.6\% | 53.8\% | 49.8\% | 52.8\% | 52.7\% | 46.8\% | 45.9\% | (3.9) p.p. |  |  |  |  | 45.6\% | 52.4\% | 52.1\% | 46.4\% | (5.7) p.p. |  |
| Total compensation exp. as \% of revenue ${ }^{(4)(5)}$ | - |  | 53.6\% | 61.1\% | 54.2\% | 59.3\% | 59.4\% | 51.5\% | 51.9\% | (2.3) p.p. |  |  |  |  | 53.6\% | 58.7\% | 58.1\% | 51.7\% | (6.4) p.p. |  |
| Non-compensation exp. as \% of revenue | - | - | 30.6\% | 29.8\% | 48.3\% | 49.5\% | 56.3\% | 44.2\% | 63.0\% | 14.7 p.p. |  |  |  |  | 30.6\% | 45.0\% | 37.9\% | 52.4\% | 14.5 p.p. |  |
| Total expenses as \% of revenue | - |  | 84.2\% | 90.9\% | 102.5\% | 108.8\% | 115.7\% | 95.7\% | 114.9\% | 12.4 p.p. |  |  |  |  | 84.2\% | 103.7\% | 96.0\% | 104.1\% | 8.1 p.p. |  |
| Pre-tax profit margin | - | - | 15.8\% | 9.1\% | (2.5)\% | (8.8)\% | (15.7)\% | 4.3\% | (14.9)\% | (12.4) p.p. |  |  |  |  | 15.8\% | (3.7)\% | 4.0\% | (4.1)\% | (8.1) p.p. |  |
| Number of employees | - | - | 150 | 154 | 164 | 170 | 163 | 170 | 162 | (2) | (1.2)\% |  |  |  | 150 | 163 | 164 | 162 | (2) | (1.2)\% |

 Capital Corporation (USA), Inc., include revenue and expenses not specifically allocable to US Private Client Services and US Canaccord Adams
(2) Financial results are expressed in $\mathrm{C} \$$ thousands, except for financial ratios and number of employees.
3) Other revenue and general and administrative expense for Q4/06 have been reclassified.
(4) Total compensation expense includes incentive compensation and salaries and benefits, but excludes hiring incentives and development group salary and benefits, which are included in development costs
5) Total compensation in Canaccord Adams Inc. also includes retention costs from the Adams Harkness acquisition.

## Canaccord group of companies

Consolidated balance sheet
Unaudited, as at)
in thousands of dollars)
Assets
Cash and cash equivalents
Securities owned, at market
Accounts receivable ${ }^{(1)}$
Income taxes recoverable
nvestments
Equipment and leasehold improvements
Notes receivable
Future income taxes

## otal assets

Liabilities and shareholders' equity
Call loans
Securities sold short, at market
Accounts payable and accrued liabilities
Income taxes payable
Future income tates payable
onvertible debentures
Subordinated debt
Shareholders' equity
Total liabilities and shareholders' equity

| Q2/06 | Q3/06 | Q4/06 | Q1/07 | Q2107 | Q3/07 | Q4/07 | Q1/08 | Q2108 | Q2/08 vs. Q2/07 <br> Increase (decrease) |  | FY03 | FY04 | FY05 | FY06 | FY07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 223,914 | 241,380 | 370,507 | 376,986 | 315,883 | 371,525 | 506,640 | 329,584 | 379,680 | 329,584 | 329,584 | 100,024 | 91,966 | 349,700 | 370,507 | 506,640 |
| 157,334 | 218,459 | 203,020 | 194,061 | 119,809 | 146,030 | 348,764 | 225,734 | 227,368 | 225,734 | 225,734 | 136,073 | 376,447 | 160,348 | 203,020 | 348,764 |
| 1,139,248 | 1,091,147 | 1,539,998 | 1,154,454 | 1,163,218 | 1,204,371 | 1,672,035 | 2,052,737 | 1,829,712 | 2,052,737 | 2,052,737 | 560,927 | 998,815 | 1,068,757 | 1,539,998 | 1,672,035 |
|  |  |  |  |  |  |  |  | 661 |  |  | 558 |  |  |  |  |
|  | - |  | - |  |  |  | 5,000 | 5,000 | 5,000 | 5,000 |  |  |  |  |  |
| 15,937 | 22,483 | 25,750 | 24,449 | 26,527 | 33,566 | 37,549 | 39,231 | 40,137 | 39,231 | 39,231 | 12,027 | 12,373 | 13,750 | 25,750 | 37,549 |
| 10,023 | - |  | - |  | - |  |  |  |  |  | 17,393 | 28,765 | 41,618 |  |  |
| 3,557 | 2,750 | 10,769 | 11,872 | 12,754 | 11,782 | 11,021 | 7,761 | 9,940 | 7,761 | 7,761 | 3,735 |  | 3,992 | 10,769 | 11,021 |
|  | 4,203 | 27,929 | 27,575 | 27,222 | 26,869 | 33,933 | 33,580 | 33,227 | 33,580 | 33,580 |  |  |  | 27,929 | 33,933 |
| 1,550,013 | 1,580,422 | 2,177,973 | 1,789,397 | 1,665,413 | 1,794,143 | 2,609,942 | 2,693,627 | 2,525,725 | 2,693,627 | 2,693,627 | 830,737 | 1,508,366 | 1,638,165 | 2,177,973 | 2,609,942 |
| - | 345 | 4,684 | 556 | - | - |  | 2,265 | 48,130 | 2,265 | 2,265 |  | 2,541 |  | 4,684 |  |
| 59,602 | 132,481 | 37,169 | 109,923 | 25,926 | 54,467 | 41,176 | 85,222 | 48,784 | 85,222 | 85,222 | 85,373 | 281,723 | 105,527 | 37,169 | 41,176 |
| 1,254,396 | 1,193,863 | 1,832,956 | 1,359,198 | 1,311,248 | 1,380,767 | 2,156,540 | 2,189,371 | 2,021,498 | 2,189,371 | 2,189,371 | 644,043 | 1,048,395 | 1,262,072 | 1,832,956 | 2,156,540 |
| 2,374 | 7,638 | 15,334 | 8,522 | 1,150 | 3,681 | 15,035 | 2,528 |  | 2,528 | 2,528 |  | 16,905 | 6,737 | 15,334 | 15,035 |
|  |  |  |  |  |  |  |  |  |  |  |  | 973 |  |  |  |
| 10,023 |  |  |  |  |  |  |  |  |  |  | 17,393 | 28,765 | 41,618 |  |  |
|  | - |  |  |  |  |  |  |  |  |  | 21,225 | 20,377 |  |  |  |
| - | - |  |  |  |  | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 10,000 | 10,000 | - |  | 25,000 |
| 223,618 | 246,095 | 287,830 | 311,198 | 327,089 | 355,228 | 372,191 | 389,241 | 382,313 | 389,241 | 389,241 | 52,703 | 98,687 | 222,211 | 287,830 | 372,191 |
| 1,550,013 | 1,580,422 | 2,177,973 | 1,789,397 | 1,665,413 | 1,794,143 | 2,609,942 | 2,693,627 | 2,525,725 | 2,693,627 | 2,693,627 | 830,737 | 1,508,366 | 1,638,165 | 2,177,973 | 2,609,942 |

1) As of Q3/06, deferred charges have been combined with accounts receivable. Prior periods' accounts receivable amounts have been reclassified to reflect the change.

## Miscellaneous operational statistics

Unaudited, for the period ended)
Number of employees in Canada ${ }^{\text {(1) }}$
Number in Canaccord Adams Number in Canaccord Adams Number in Corporate and Other Total Canada

Number of employees in UK Number in Canaccord Adams

Number of employees in US
Number in Canaccord Adams
Number of employees firm wide ${ }^{(1)}$
Number of Investment Advisors ${ }^{(2)}$
Number of licenced professionals
Number of PCS client accounts
Assets under mgmt. (\$millions) ${ }^{(3)}$
ssets under admin. (Smillions)
AUA per Investment Advisor (\$ millions) ${ }^{(2)}$ Limited as Broker

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

## Number of companies with Canaccord Adams

 Limited as Nomad / Financial Adviser ${ }^{(5)}$LSE
AIM
Total Nomad / Financial Adviser

| Q2/06 | Q3/06 | Q4/06 | Q1/07 | Q2107 | Q3/07 | Q4/07 | Q1/08 | Q2/08 | $\begin{gathered} \hline \text { Q2/08 vs. Q2/07 } \\ \text { Increase (decrease) } \end{gathered}$ |  | FY03 | FY04 | FY05 | FY06 | FY07 |  6 Months Ended  <br> Q2108 Increase (decrease)  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 213 | 220 | 233 | 239 | 241 | 237 | 246 | 260 | 264 | 23 | 9.5\% | 197 | 185 | 209 | 233 | 246 | 241 | 264 | 23 | 9.5\% |
| 663 | 687 | 689 | 710 | 719 | 725 | 728 | 757 | 784 | 65 | 9.0\% | 628 | 623 | 657 | 689 | 728 | 719 | 784 | 65 | 9.0\% |
| 336 | 337 | 335 | 343 | 349 | 348 | 360 | 366 | 370 | 21 | 6.0\% | 277 | 296 | 324 | 335 | 360 | 349 | 370 | 21 | 6.0\% |
| 1,212 | 1,244 | 1,257 | 1,292 | 1,309 | 1,310 | 1,334 | 1,383 | 1,418 | 109 | 8.3\% | 1,102 | 1,104 | 1,190 | 1,257 | 1,334 | 1,309 | 1,418 | 109 | 8.3\% |
| 70 | 76 | 81 | 88 | 89 | 95 | 93 | 104 | 109 | 20 | 22.5\% | 50 | 52 | 70 | 81 | 93 | 89 | 109 | 20 | 22.5\% |
| - | - | 150 | 154 | 164 | 170 | 163 | 170 | 162 | (2) | (1.2)\% | - | - | - | 150 | 163 | 164 | 162 | (2) | (1.2)\% |
| 1,282 | 1,320 | 1,488 | 1,534 | 1,562 | 1,575 | 1,590 | 1,657 | 1,689 | 127 | 8.1\% | 1,152 | 1,156 | 1,260 | 1,488 | 1,590 | 1,562 | 1,689 | 127 | 8.1\% |
| 425 | 433 | 430 | 430 | 434 | 432 | 439 | 440 | 453 | 19 | 4.4\% | 399 | 391 | 412 | 430 | 439 | 434 | 453 | 19 | 4.4\% |
| 727 | 759 | 763 | 775 | 790 | 797 | 817 | 840 | 865 | 75 | 9.5\% | 668 | 675 | 710 | 763 | 817 | 790 | 865 | 75 | 9.5\% |
| 147,930 | 152,105 | 155,404 | 156,828 | 158,866 | 160,793 | 169,749 | 170,054 | 170,879 | 12,013 | 7.6\% | 131,584 | 138,142 | 144,451 | 155,404 | 156,003 | 158,866 | 170,879 | 12,013 | 7.6\% |
| 475 | 528 | 613 | $712{ }^{(4)}$ | $745^{(4)}$ | $814{ }^{(4)}$ | $807^{4}$ | $815^{(4)}$ | $77^{(4)}$ | 32 | 4.3\% | 104 | 237 | 380 | 613 | 807 | 745 | 777 | 32 | 4.3\% |
| 11,495 | 12,183 | 14,310 | 13,942 | 13,826 | 14,121 | 15,014 | 15,701 | 15,288 | 1,462 | 10.6\% | 5,037 | 8,292 | 9,967 | 14,310 | 15,014 | 13,826 | 15,288 | 1,462 | 10.6\% |
| 27 | 28 | 33 | 32 | 32 | 33 | 34 | 36 | 34 | 2 | 6.3\% | 13 | 21 | 24 | 33 | 34 | 32 | 34 | 2 | 6.3\% |
| 2 | 2 | 1 | 1 | 2 | 2 | 1 | 3 | 4 | 2 | 100.0\% | 5 | 5 | 6 | 1 | 1 | 2 | 4 | 2 | 100.0\% |
| 51 | 49 | 53 | 61 | 60 | 60 | 58 | 57 | 58 | (2) | (3.3)\% | 16 | 31 | 51 | 53 | 58 | 60 | 58 | (2) | (3.3)\% |
| 53 | 51 | 54 | 62 | 62 | 62 | 59 | 60 | 62 |  |  | 21 | 36 | 57 | 54 | 59 | 62 | 62 | - |  |
| 2 | 2 | 1 | 1 | 1 | 1 | - | 1 | - | (1) | (100.0)\% | 3 | 3 | 4 | 1 |  | 1 | - | (1) | (100.0)\% |
| 46 | 45 | 49 | 55 | 52 | 51 | 50 | 49 | 51 | (1) | (1.9)\% | 10 | 24 | 47 | 49 | 50 | 52 | 51 | (1) | (1.9)\% |
| 48 | 47 | 50 | 56 | 53 | 52 | 50 | 50 | 51 | (2) | (3.8)\% | 13 | 27 | 51 | 50 | 50 | 53 | 51 | (2) | (3.8)\% |

(tor isclosure
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 managed on a discretionary basis under our programs generally described as or known as the Independence Accounts, Separately Managed Accounts, and Advisor Managed Accounts offered by Canaccord. Prior to Q1/07, AUM includes only the ndependence Accounts.
(4) AUM has been reclassified commencing in Q1/07, to include all assets managed on a discretionary basis under our programs generally described as or known as the Independence Accounts, Separately Managed Accounts, and Advisor Managed Accounts offered by

Canaccord.
(5) 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.

Financial Post Data Group League Table ${ }^{(1)}$
Q2/08 vs. Q2/07:

| Q2108 (July 1, 2007 - September 30, 2007) |  |  |  |  |  |  |  | Q2107 (July 1, 2006 - September 30, 2006) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Manager | $\begin{gathered} \text { \# of deals } \\ \text { led }^{(2)} \end{gathered}$ | Market share | Rank by mkt. share | Gross proceeds (led transactions) ( $\$ 000$ 's) | Participation in \# of deals | Rank by \# of deals | $\begin{gathered} \text { Total } \\ \text { proceeds } \\ (\$ 000 ' s) \\ \hline \end{gathered}$ | Manager | $\begin{gathered} \text { \# of deals } \\ \text { led }{ }^{(2)} \end{gathered}$ | Market share | Rank by mkt. share | Gross proceeds (led transactions) (\$000's) | Participation in \# of deals | Rank by \# of deals | Total proceeds (\$000's) |
| Canaccord Adams ${ }^{(3)}$ | 34 | 19.9\% | 1 | 1,152,741 | 80 | 1 | 4,873,894 | Canaccord Adams ${ }^{(3)}$ | 17 | 8.8\% | 1 | 422,291 | 76 | 1 | 5,176,088 |
| CIBC World Markets | 15 | 8.8\% | 2 | 901,304 | 38 | 4 | 3,248,397 | CIBC World Markets | 13 | 6.6\% | 2 | 1,162,967 | 43 | 2 | 4,595,102 |
| RBC Dominion | 12 | 7.0\% | 3 | 1,153,265 | 31 | 6 | 2,870,489 | GMP Securities | 13 | 6.6\% | 3 | 315,563 | 32 | 10 | 1,077,621 |
| Haywood Securities | 12 | 7.0\% | 4 | 93,645 | 20 | 16 | 666,415 | Dundee Securities | 10 | 5.0\% | 4 | 116,880 | 40 | 5 | 2,498,867 |
| BMO Nesbitt Burns | 9 | 5.3\% | 5 | 749,906 | 38 | 2 | 3,517,501 | BMO Nesbit | 10 | 4.9\% | 5 | 861,440 | 42 | 4 | 4,192,584 |
| Cormark Securities | 9 | 5.3\% |  | 235,481 | 9 | 11 | 1,506,489 | RBC Capital Markets | 9 | 4.8\% | 6 | 1,266,879 | 39 | 6 | 4,564,410 |
| GMP Securities | 7 | 4.1\% | 7 | 1,083,248 | 23 | 9 | 2,028,469 | TD Securities | 8 | 4.1\% | 7 | 680,154 | 43 | 3 | 4,390,234 |
| Raymond James | 7 | 4.1\% | 8 | 561,291 | 33 | 7 | 2,249,744 | Raymond James | 5 | 2.3\% | 8 | 105,448 | 35 | 9 | 2,635,586 |
| Dundee Securities | 6 | 3.5\% |  | 124,768 | 27 | 12 | 1,313,014 | Scotia Capital | 4 | 2.0\% | 9 | 471,121 | 37 | 7 | 4,355,031 |
| Desjardin Securities | 6 | 3.4\% | 10 | 62,671 | 25 | 14 | 1,010,323 | National Bank | 3 | 1.3\% | 10 | 210,425 | 37 | 8 | 4,271,977 |
| Others | 54 | 31.6\% |  | 1,959,288 |  |  |  | Others | 104 | 53.6\% |  | 1,680,972 |  |  |  |

Fiscal 2008 vs. Fiscal 2007:

| Fiscal 2008 (April 1, 2007 - September 30, 2007) |  |  |  |  |  |  |  | Fiscal 2007 (April 1, 2006 - September 30, 2006) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Manager | $\begin{gathered} \# \text { of deals } \\ \text { led }{ }^{(2)} \\ \hline \end{gathered}$ | Market share | Rank by mkt. share | Gross proceeds (led transactions) ( $\$ 000$ 's) | Participation in \# of deals | Rank by <br> \# of deals | Total proceeds (\$000's) | Manager | $\begin{gathered} \text { \# of deals } \\ \text { led }{ }^{(2)} \\ \hline \end{gathered}$ | Market share | Rank by mkt. share | Gross proceeds (led transactions) ( $\$ 000$ 's) | Participation in \# of deals | Rank by \# of deals | Total proceeds (\$000's) |
| Canaccord Capital ${ }^{(3)}$ | 142 | 15.6\% | 1 | 5,537,215 | 329.0\% | 1 | 26,204,151 | Canaccord Adams ${ }^{(3)}$ | 43 | 8.1\% | 1 | 1,115,232 | 177 | 1 | 10,833,668 |
| CIBC World Markets | 69 | 7.6\% | 2 | 8,234,556 | 171.0\% | 2 | 20,433,057 | CIBC World Markets | 28 | 5.3\% | 3 | 2,513,057 | 103 | 4 | 9,676,476 |
| RBC Dominion | 58 | 6.4\% | 3 | 8,490,208 | 138.0\% | 9 | 20,091,600 | RBC Capital Markets | 27 | 5.1\% |  | 2,884,846 | 81 | 10 | 8,755,662 |
| GMP Securities | 45 | 4.9\% | 4 | 3,751,418 | 122.0\% | 11 | 9,458,750 | Dundee Securities | 25 | 4.7\% | 5 | 308,462 | 93 | 5 | 4,332,243 |
| Cormark Securities | 37 | 4.1\% | 5 | 2,528,064 | 101.0\% | 13 | 6,271,098 | TD Securities | 24 | 4.6\% | 6 | 1,748,148 | 104 | 3 | 9,855,311 |
| BMO Nesbitt | 32 | 3.5\% | 6 | 5,234,974 | 163.0\% | 3 | 21,011,081 | GMP Securities | 33 | 6.2\% | 2 | 1,038,907 | 83 | 7 | 4,158,871 |
| Raymond James | 32 | 3.5\% | 7 | 821,101 | 142.0\% | 6 | 10,300,361 | Blackmont Capital | 20 | 3.9\% | 7 | 325,399 | 82 | 9 | 4,061,519 |
| TD Securities | 31 | 3.4\% | 8 | 6,306,826 | 159.0\% | 4 | 20,804,790 | BMO Nesbitt | 18 | 3.5\% | 8 | 1,528,621 | 109 | 2 | 9,960,380 |
| Blackmont Capital | 31 | 3.4\% | 9 | 542,952 | 134.0\% | 10 | 6,894,232 | Scotia Capital | 9 | 1.7\% | 14 | 960,426 | 82 | 8 | 8,776,227 |
| Haywood Securities | 30 | 3.3\% | 10 | 370,387 | 72.0\% | 14 | 2,914,901 | National Bank | 8 | 1.6\% | 16 | 443,599 | 85 | 6 | 8,375,178 |
| Others | 406 | 44.5\% |  | 15,718,335 |  |  |  | Others | 292 | 55.4\% |  | 5,774,572 |  |  |  |
|  | 913 | 100.0\% |  |  |  |  |  |  | 526 | 100.0\% |  |  |  |  |  |

(1) League table includes all transactions $\$ 1.5$ million and greater listed on the Canadian exchanges and all Canadian issuer transactions listed on any foreign exchanges.
(2) Number of deals led reflects both led and joint led deals.
(3) In addition to the transactions participated by its Canadian operation, Canaccord's figures also include deals transacted by its UK, and US operations.


[^0]:    (2) Financial results are expressed in C\$ thousands, except for common share information and financial ratios,
    (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) Total compensation expense includes incentive compensation and salaries and benefits, but excludes hiring incentives and development group salary and benefits, which are included in development costs.

