

# 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:

Vice President

Analyst

Katherine Young Adrienne Cheng 604-643-7013 604-643-0277

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## 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, non-compensation expenses as % of revenue, dividend yield, dividend payout ratio, total shareholder return, pre-tax profit margin, price to earnings multiple (P/E), and price to book ratio (P/B).

## Currency:

Unless otherwise specified, all currencies are in Canadian dollars.



#### Financial highlights

(Unaudited, for the period ended)										Q2/08 vs.	Q2/07							6 Months	Ended	
(in thousands of dollars) (1)	Q2/06	Q3/06	Q4/06	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Increase (de	ecrease)	FY03	FY04	FY05	FY06	FY07	Q2/07	Q2/08	Increase (de	crease)
Financial results																				
Revenue	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	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 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%
Balance sheet information																				
Total assets	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%
Total liabilities	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%
Total shareholders' equity	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%
Client assets																				
Assets under mgmt. (\$ millions) (2)	475	528	613	712	745	814	807	815	777	32	4.3%	104	237	380	613	807	745	777	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%
Common share information Per share (\$)																				
Basic earnings (loss)	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)	0.34	0.52	0.63	0.54	0.33	0.49	0.54	0.80	0.20	(0.11)	(20.2)%	(0.18)	1.43	1.17	1.74	1.94	0.91	1.07	0.15	17.1%
Book value per diluted share (3) (4)	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%
Book value per diluced share	4.02	0.20	0.00	0.45	0.04	1.00	1.14	1.00	1.00	0.00	14.070	1.04	2.00	4.02	0.00	1.14	0.04	7.00	0.00	14.070
Share price (\$)																				
High	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)%
Low	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.
Close	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%
Shares outstanding (thousands)																				
Issued shares excluding unvested shares <sup>(5)</sup>	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)%
Issued and outstanding <sup>(6)</sup>	46,407	46,485	47,827	47,827	47,827	47,831	47,832	47,864	47,866	39	0.1%	28,589	38,089	46,129	47,827	47,832	47,827	47,866	39	0.1%
Diluted shares (7)	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%
Average outstanding - basic	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)%
Average diluted <sup>(8)</sup>	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%
Market capitalization (thousands) <sup>(4)</sup>	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%
Financial measures																				
Dividends per share	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%
Special distributions per share (9)	-	-	-	-	-	-	-	-	-	n.m.	n.m.	-	-	0.15	-	-	-	-	n.m.	n.m.
Dividend yield (closing share price) (9)	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.	
Dividend payout ratio (4) (9)	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.	
Total shareholder return (10)	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.	
Annualized ROE / ROCE	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.	
Price to earnings multiple (11)	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%
Price to book ratio (12)	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)%
	2.4	2.0	0.0		2.0	2.0	2.0	2.0	2.4	(0.1)	(			2.2	5.5	2.0	2.0	2.1	(0)	(, /0

n.m.: not meaningful

p.p.: percentage points

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

(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 Accounts offered by Canaccord. Prior to Q1/07, AUM includes only the Independence Accounts.

(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.

(6) Includes 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.

(11) The price to earnings multiple is calculated based on the end of period share 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)										Q2/08 vs.	Q2/07							6 Months	Ended	
(in thousands of dollars) (1)	Q2/06	Q3/06	Q4/06	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Increase (de	ecrease)	FY03	FY04	FY05	FY06	FY07	Q2/07	Q2/08	Increase (d	ecrease)
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	136.4%
	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	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%
Restructuring and other costs	-	-	-	-	-	-	-	-	-	-	-	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%
	o <del></del>	35.898	40.455	00 475	05 050		40.400	50.050	40.400	(0.400)	(04.0)%	(5 500)	62.557	70 750	440.000	400 407	04.405		40.050	00 70/
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	20.7%
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%
Net income (ioss)	15,754	24,240	30,070	23,942	17,800	23,092	20,010	39,029	12,411	(0,390)	(30.3)%	(3,033)	40,429	40,079	01,150	93,430	43,740	51,440	7,092	17.0%
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 <sup>(3)</sup>	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%
Basic earnings (loss) per share Diluted earnings (loss) per share	0.35 0.34	0.55 0.52	0.66 0.63	0.57 0.54	0.39 0.37	0.51 0.49	0.57 0.54	0.86 0.80	0.28 0.26	(0.11) (0.11)	(28.2)% (29.7)%	(0.18) (0.18)	1.43 1.12	1.17 1.11	1.82 1.74	2.03 1.94	0.95 0.91	1.14 1.07	0.19 0.16	19.9% 17.1%

## Supplementary segment revenue information

										Q2/08 vs.	Q2/07							6 Months	Ended	
(in thousands of dollars)	Q2/06	Q3/06	Q4/06	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Increase (deo	crease)	FY03	FY04	FY05	FY06	FY07	Q2/07	Q2/08	Increase (deo	crease)
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	11.4%
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	4.4%
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	48.3%
	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%

(1) 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.

#### Canaccord Adams Condensed statement of operations

(Unaudited, for the period ended)										Q2/08 vs.	Q2/07							6 Months	Ended	
(in thousands of dollars) <sup>(1)</sup>	Q2/06	Q3/06	Q4/06	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Increase (d	ecrease)	FY03	FY04	FY05	FY06	FY07	Q2/07	Q2/08	Increase (de	ecrease)
Revenue																				
Canada																				
Capital Markets	35,054	44,650	44,938	42,750	38,533	48,897	57,382	62,549	39,210	677	1.8%	35,601	88,821	95,559	150,470	187,562	81,283	101,759	20,476	25.2%
International Trading	4,691	4,994	7,829	7,386	4,091	5,923	6,777	5,987	4,789	698	17.1%	7,491	16,800	15,452	20,940	24,177	11,477	10,776	(701)	(6.1)%
Registered Traders	2,000	2,517	4,075	1,624	1,281	2,366	2,607	1,730	2,210	929	72.5%	10,564	11,493	4,275	9,124	7,878	2,905	3,940	1,035	35.6%
Fixed Income	1,891	1,876	2,935	1,829	2,568	1,595	1,715	2,121	1,032	(1,536)	(59.8)%	9,509	10,155	8,278	8,540	7,707	4,397	3,153	(1,244)	(28.3)%
Total Canada	43,636	54,037	59,777	53,589	46,473	58,781	68,481	72,387	47,241	768	1.7%	63,165	127,269	123,564	189,074	227,324	100,062	119,628	19,566	19.6%
UK and Other Foreign Location <sup>(2)</sup>	16,412	44,881	41,774	48,892	28,878	24,995	42,984	57,355	20,857	(8,021)	(27.8)%	28,464	84,489	116,090	125,900	145,749	77,770	78,212	442	0.6%
US <sup>(3)</sup>	-	-	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	11.9%
	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	11.4%
Expenses																				
Incentive compensation (4)	30,704	52,319	63,800	65,948	45,305	51,546	70,783	76,203	42,205	(3,100)	(6.8)%	45,982	120,298	125,030	175,604	233,582	111,253	118,408	7,155	6.4%
Salaries and benefits	1,790	1,755	3,603	3,188	2,228	3,158	2,619	4,019	3,194	966	43.4%	13,486	12,517	16,577	8,435	11,193	5,416	7,213	1,797	33.2%
Trading costs (5)	1,879	2,056	4,497	5,308	3,796	3,700	4,178	4,441	4,906	1,110	29.2%	3,782	3,440	6,951	10,095	16,982	9,104	9,347	243	2.7%
Premises and equipment	919	1,281	2,346	3,008	2,884	3,183	5,054	2,613	2,910	26	0.9%	4,634	4,236	3,980	5,886	14,129	5,892	5,523	(369)	(6.3)%
Communication and technology	1,462	1,551	2,207	2,427	2,530	2,586	2,804	2,879	2,962	432	17.1%	4,921	4,205	5,252	6,727	10,347	4,957	5,841	884	17.8%
Interest	196	558	647	691	889	520	617	594	353	(536)	(60.3)%	332	35	611	1,789	2,717	1,580	947	(633)	(40.1)%
General and administrative	4,054	5,545	6,501	8,715	8,470	7,376	10,292	10,397	9,885	1,415	16.7%	9,057	7,632	13,448	19,998	34,853	17,185	20,282	3,097	18.0%
Amortization	300	365	800	950	1,291	785	895	911	985	(306)	(23.7)%	1,488	1,291	1,204	1,910	3,921	2,241	1,896	(345)	(15.4)%
Development costs	88	(45)	1,041	1,287	3,310	2,463	3,663	4,292	5,582	2,272	68.6%	(670)	836	682	1,239	10,723	4,597	9,874	5,277	114.8%
Restructuring and other costs	-	-	-	-	-	-	-	-	-	-	-	1,609	-	-	-	-	-	-	-	-
	41,392	65,385	85,442	91,522	70,703	75,317	100,905	106,349	72,982	2,279	3.2%	84,621	154,490	173,735	231,683	338,447	162,225	179,331	17,106	10.5%
Income (loss) before income taxes <sup>(6)</sup>	18,656	33,533	34,801	33,584	22,330	26,110	29,246	48,674	14,943	(7,387)	(33.1)%	7,008	57,268	65,919	101,983	111,270	55,914	63,617	7,703	13.8%
Incentive compensation as % of revenue	51.1%	52.9%	53.1%	52.7%	48.7%	50.8%	54.4%	49.2%	48.0%	(0.7) p.p.		50.2%	56.8%	52.2%	52.6%	51.9%	51.0%	48.7%	(2.3) p.p.	
Total compensation exp. as % of revenue <sup>(7)</sup>	54.1%	54.7%	56.1%	55.3%	51.1%	53.9%	56.4%	51.7%	51.6%	0.5 p.p.		64.9%	62.7%	59.1%	55.2%	54.4%	53.5%	51.7%	(1.8) p.p.	
Non-compensation exp. as % of revenue	14.8%	11.4%	15.0%	17.9%	24.9%	20.4%	21.1%	16.9%	31.4%	6.5 p.p.		27.5%	10.3%	13.4%	14.2%	20.9%	20.9%	22.1%	1.2 p.p.	
Total expenses as % of revenue	68.9%	66.1%	71.1%	73.2%	76.0%	74.3%	77.5%	68.6%	83.0%	7.0 p.p.		92.4%	73.0%	72.5%	69.4%	75.3%	74.4%	73.8%	(0.6) p.p.	
Pre-tax profit margin	31.1%	33.9%	28.9%	26.8%	24.0%	25.7%	22.5%	31.4%	17.0%	(7.0) p.p.		7.6%	27.0%	27.5%	30.6%	24.7%	25.6%	26.2%	0.6 p.p.	
Number of employees	283	296	464	481	494	502	502	534	535	41	8.3%	247	237	279	464	502	494	535	41	8.3%

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

(2) Canaccord's UK operations include activities related to Canaccord Adams Limited, engaged in capital markets activities in the United Kingdom. Revenue derived from capital markets activity outside of Canada, the US and the UK is reported as Other Foreign Location, which includes operations for Canaccord International Ltd.

(3) Prior to Q4/06, Canaccord Capital Corporation (USA) Inc.'s portion of capital markets revenue was included in Capital Markets Canada. In Q4/06, capital markets revenue from Canaccord Capital Corporation (USA), Inc. and Canaccord Adams Inc. were disclosed together under the US geographic segment. As of May 2, 2006, the Canaccord Adams US geographic segment has been represented by Canaccord Adams Inc. only, which includes operations from US capital markets previously conducted by Canaccord Capital Corporation (USA), Inc. 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).

(5) 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.

(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)										Q2/08 vs.	Q2/07							6 Months	Ended	
(in thousands of dollars) <sup>(1)</sup>	Q2/06	Q3/06	Q4/06	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Increase (de	ecrease)	FY03	FY04	FY05	FY06	FY07	Q2/07	Q2/08	Increase (d	ecrease)
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 <sup>(2)</sup>	-		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 <sup>(5)</sup>	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 <sup>(6)</sup>	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.	
_				(8)	(8)	(8)	(8)	(8)	(8							(8)	(8)	(8)		
Assets under mgmt. (\$ millions) (*)	475	528	613	712	745	814	807	815	777	32	4.3%	104	237	380	613	807	745	777	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			9.0 <i>%</i> 4.4%	399					434	453		9.0 % 4.4%
Number of PCS client accounts				430 156.828	434 158.866	432 160.793		440 170.054	453 170.879	19	4.4% 7.6%		391	412	430	439			19	4.4% 7.6%
Number of PCS client accounts	147,930	152,105	155,404	150,828	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

										Q2/08 vs.	Q2/07							6 Months	Ended	
(in thousands of dollars)	Q2/06	Q3/06	Q4/06	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Increase (de	crease)	FY03	FY04	FY05	FY06	FY07	Q2/07	Q2/08	Increase (de	ecrease)
PCS revenue	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%
Interest expense	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%
Revenue net of interest expense	51,144	52,949	75,559	68,040	51,192	64,419	71,217	71,023	51,980	788	1.5%	97,784	175,983	174,465	218,000	254,868	119,232	123,003	3,771	3.2%
T-4-1																				
Total expenses excluding interest expense	70.0%	72.0%	70.3%	74.9%	70 10/	71.0%	71.2%	73.3%	74.3%	2255		0E 00/	67.4%	71.0%	71.9%	72.3%	73.7%	73.7%		
as % of revenue net of interest expense Difference <sup>(10)</sup>	0.8%	0.9%	1.1%	1.5%	72.1% 2.2%	1.9%	1.7%	1.8%	2.4%	2.2 p.p. 0.2 p.p.		85.0% 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 the Independence Accounts.

(8) 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.

(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 segment Condensed statement of operations

(Unaudited, for the period ended)										Q2/08 vs	Q2/07							6 Months	Ended	
(in thousands of dollars) <sup>(1)</sup>	Q2/06	Q3/06	Q4/06	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Increase (d	ecrease)	FY03	FY04	FY05	FY06	FY07	Q2/07	Q2/08	Increase (de	ecrease)
Revenue																				
Canada	6,195	5,021	8,334	8,665	6,975	8,017	10,335	14,716	9,047	2,072	29.7%	9,793	14,416	14,948	24,480	34,578	15,640	23,763	8,123	51.9%
US <sup>(3)</sup>	-	-	75	70	397	38	81	48	83	(314)	(79.1)%	-	-	-	75	586	467	131	(336)	(71.9)%
Total	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	48.3%
Expenses																				
Incentive compensation	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	10,423	11,383	960	9.2%
Salaries and benefits	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	11,436	12,146	710	6.2%
Trading costs (4)	354	235	486	185	47	18	63	118	185	138	293.6%	9,915	12,562	1,110	1,507	313	232	303	71	30.6%
Premises and equipment	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	2,789	2,331	(458)	(16.4)%
Communication and technology	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	2,320	2,468	148	6.4%
Interest	942	101	67	45	79	(6)	(48)	514	625	546	691.1%	2,907	3,959	3,502	1,931	70	124	1,139	1,015	818.5%
General and administrative	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	8,316	8,197	(119)	(1.4)%
Amortization	227	241	707	629	655	632	666	636	689	34	5.2%	1,011	979	894	1,468	2,582	1,284	1,325	41	3.2%
Development costs	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	2,021	2,752	731	36.2%
Gain on disposal of invts & claims	-	-	-	-	-	-	-	-	-	-	-	(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	38,945	42,044	3,099	8.0%
Income (loss) before income taxes (5)	(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)	(22,838)	(18,150)	(4,688)	(20.5)%
Number of employees	336	337	335	343	349	348	360	366	370	21	6.0%	277	296	324	335	360	349	370	21	6.0%

(1) Financial results are expressed in 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.

(4) 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.

(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)										Q2/08 vs.	Q2/07							6 Months	Ended	
(in thousands of dollars) <sup>(2)</sup>	Q2/06	Q3/06	Q4/06	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Increase (de	ecrease)	FY03	FY04	FY05	FY06	FY07	Q2/07	Q2/08	Increase (d	ecrease)
Revenue			(2)																	
Canaccord Adams	43,636	54,037	59,777	53,589	46,473	58,781	68,481	72,387	47,241	768	1.7%	63,165	127,269	123,564	189,074	227,324	100,062	119,628	19,566	19.6%
Private Client Services	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%
Corporate and Other	6,195	5,021	8,334	8,665	6,975	8,017	10,335	14,716	9,047	2,072	29.7%	9,793	14,416	14,948	24,480	33,992	15,640	23,763	8,123	51.9%
	102,242	113,789	145,264	133,250	108,408	134,705	153,543	162,093	112,876	4,468	4.1%	170,742	317,668	316,688	437,479	529,906	241,658	274,969	33,311	13.8%
Expenses																				
Incentive compensation	51,046	57,592	76,148	65,428	52,505	67,818	77,445	78,677	52,413	(92)	(0.2)%	77,997	164,826	154,427	221,165	263,196	117,933	131,090	13,157	11.2%
Salaries and benefits	8,561	8,862	11,105	10,041	9,102	9,161	11,055	11,856	10,399	1,297	14.2%	28,762	31,335	36,920	37,196	39,359	19,143	22,255	3,112	16.3%
Trading costs	3,986	4,113	5,277	5,904	3,830	3,153	4,096	4,262	4,309	479	12.5%	14,233	16,193	15,700	17,399	16,983	9,734	8,571	(1,163)	(11.9)%
Premises and equipment	2,695	3,467	3,598	3,821	3,794	3,507	3,407	3,478	3,659	(135)	(3.6)%	9,115	10,444	9,706	12,701	14,529	7,615	7,137	(478)	(6.3)%
Communication and technology	3,547	3,647	4,125	4,019	4,325	4,199	4,418	4,498	4,532	207	4.8%	11,950	11,453	13,001	14,662	16,961	8,344	9,030	686	8.2%
Interest	2,402	2,440	3,487	4,888	5,321	4,823	5,089	5,847	5,934	613	11.5%	2,907	3,959	7,823	10,820	20,121	10,209	11,781	1,572	15.4%
General and administrative	7,847	10,792	10,990	14,575	9,574	9,700	8,743	12,158	9,494	(80)	(0.8)%	17,969	21,411	26,292	38,066	42,592	24,149	21,652	(2,497)	(10.3)%
Amortization	646	769	1,567	1,381	1,418	1,280	1,349	1,286	1,389	(29)	(2.0)%	2,936	2,849	2,565	3,923	5,428	2,799	2,675	(124)	(4.4)%
Development costs	2,038	2,103	3,011	2,819	2,833	3,316	3,137	3,251	3,297	464	16.4%	4,137	8,240	7,924	9,243	12,105	5,652	6,548	896	15.9%
Restructuring and other costs	-	-	-	-	-	-	-	-	-	-	-	8,259	315	-	-	-	-	-	-	-
Gain on disposal of invts & claims	-	-	-	-	-	-	-	-	-	-	-	(4,261)	-	-	(1,633)	-	-	-	-	-
	82,768	93,785	119,308	112,876	92,702	106,957	118,739	125,313	95,426	2,724	2.9%	174,004	271,025	274,358	363,542	431,274	205,578	220,739	15,161	7.4%
Income (loss) before income taxes	19.474	20.004	25.956	20.374	15.706	27.748	34.804	36.780	17.450	1.744	11.1%	(3.262)	46.643	42.330	73.937	98.632	36.080	54.230	18,150	50.3%
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Incentive compensation as % of revenue	49.9%	50.6%	52.4%	49.1%	48.4%	50.3%	50.4%	48.5%	46.4%	(2.0) p.p.		45.7%	51.9%	48.8%	50.6%	49.7%	48.8%	47.7%	(1.1) p.p.	
Total compensation exp. as % of revenue (4)	58.3%	58.4%	60.1%	56.6%	56.8%	57.1%	57.6%	55.9%	55.6%	(1.2) p.p.		62.5%	61.8%	60.4%	59.1%	57.1%	56.7%	55.8%	(0.9) p.p.	
Non-compensation exp. as % of revenue	22.7%	24.0%	22.0%	28.1%	28.7%	22.3%	19.7%	21.4%	28.9%	0.2 p.p.		39.4%	23.5%	26.2%	24.0%	24.3%	28.4%	24.5%	(3.9) p.p.	
Total expenses as % of revenue	81.0%	82.4%	82.1%	84.7%	85.5%	79.4%	77.3%	77.3%	84.5%	(1.0) p.p.		101.9%	85.3%	86.6%	83.1%	81.4%	85.1%	80.3%	(4.8) p.p.	
Pre-tax profit margin	19.0%	17.6%	17.9%	15.3%	14.5%	20.6%	22.7%	22.7%	15.5%	1.0 p.p.		(1.9)%	14.7%	13.4%	16.9%	18.6%	14.9%	19.7%	4.8 p.p.	
Number of employees	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%

(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 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 <sup>(1)</sup>

(Unaudited, for the period ended)										Q2/08 vs.	Q2/07							6 Months	Ended	
(in thousands of dollars) <sup>(2)</sup>	Q2/06	Q3/06	Q4/06	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Increase (d	ecrease)	FY03	FY04	FY05	FY06	FY07	Q2/07	Q2/08	Increase (d	ecrease)
Revenue																				
Canaccord Adams	16,412	44,881	41,774	48,892	28,878	24,995	42,984	57,355	20,857	(8,021)	(27.8)%	28,464	84,489	116,090	125,900	145,749	77,770	78,212	442	0.6%
	16,412	44,881	41,774	48,892	28,878	24,995	42,984	57,355	20,857	(8,021)	(27.8)%	28,464	84,489	116,090	125,900	145,749	77,770	78,212	442	0.6%
Expenses																				
Incentive compensation	8,111	23,764	21,781	25,221	12,498	11,280	24,628	29,965	9,123	(3,375)	(27.0)%	13,877	51,311	62,316	65,303	73,627	37,719	39,088	1,369	3.6%
National Health Insurance tax (3)	423	1,306	1,233	1,404	629	548	933	388	369	(260)	(41.3)%	720	2,665	3,711	3,586	3,514	2,033	757	(1,276)	(62.8)%
Total incentive compensation	8,534	25,070	23,014	26,625	13,127	11,828	25,561	30,353	9,492	(3,635)	(27.7)%	14,597	53,976	66,027	68,889	77,141	39,752	39,845	93	0.2%
Salaries and benefits	848	806	998	698	726	1,237	478	1,185	993	267	36.8%	6,899	5,858	8,795	3,210	3,139	1,424	2,178	754	52.9%
Trading costs	261	328	312	375	332	346	424	419	497	165	49.7%	1,110	1,117	1,163	1,190	1,477	707	916	209	29.6%
Premises and equipment	372	615	467	1,208	1,091	1,396	2,705	512	907	(184)	(16.9)%	2,974	2,573	2,143	2,139	6,400	2,299	1,419	(880)	(38.3)%
Communication and technology	251	376	466	444	568	568	647	622	710	142	25.0%	1,034	837	1,036	1,440	2,227	1,012	1,332	320	31.6%
Interest	3	1	1	-	1	1	-	-	-	(1)	(100.0)%	332	35	1	5	2	1	-	(1)	(100.0)%
General and administrative	1,216	1,630	1,949	2,255	1,979	1,962	4,273	3,024	2,573	594	30.0%	2,586	3,463	5,879	6,374	10,469	4,234	5,597	1,363	32.2%
Amortization	154	161	224	435	793	318	470	459	477	(316)	(39.8)%	962	716	620	716	2,016	1,228	936	(292)	(23.8)%
Development costs	-	-	-	239	240	(181)	(29)	55	431	191	79.6%	-	-	-	-	269	479	486	7	1.5%
Restructuring and other costs	-	-	-	-			-	-	-	-	-	246	-		-	-	-	-	-	-
	11,639	28,987	27,431	32,279	18,857	17,475	34,529	36,629	16,080	(2,777)	(14.7)%	30,740	68,575	85,664	83,963	103,140	51,136	52,709	1,573	3.1%
Income (loss) before income taxes	4,773	15,894	14,343	16,613	10,021	7,520	8,455	20,726	4,777	(5,244)	(52.3)%	(2,276)	15,914	30,426	41,937	42,609	26,634	25,503	(1,131)	(4.2)%
Incentive compensation as % of revenue	52.0%	55.9%	55.1%	54.5%	45.5%	47.3%	59.5%	52.9%	45.5%	-		51.3%	63.9%	56.9%	54.7%	52.9%	51.1%	50.9%	(0.2) p.p.	
Total compensation exp. as % of revenue <sup>(4)</sup>	57.2%	57.7%	57.5%	55.9%	48.0%	52.3%	60.6%	55.0%	50.3%	2.3 p.p.		75.5%	70.8%	64.5%	57.3%	55.1%	52.9%	53.7%	0.8 p.p.	
Non-compensation exp. as % of revenue	13.7%	6.9%	8.2%	10.1%	17.3%	17.6%	19.7%	8.9%	26.8%	9.5 p.p.		32.5%	10.4%	9.3%	9.4%	15.7%	12.9%	13.7%	0.8 p.p.	
Total expenses as % of revenue	70.9%	64.6%	65.7%	66.0%	65.3%	69.9%	80.3%	63.9%	77.1%	11.8 p.p.		108.0%	81.2%	73.8%	66.7%	70.8%	65.8%	67.4%	1.6 p.p.	
Pre-tax profit margin	29.1%	35.4%	34.3%	34.0%	34.7%	30.1%	19.7%	36.1%	22.9%	(11.8) p.p.		(8.0)%	18.8%	26.2%	33.3%	29.2%	34.2%	32.6%	(1.6) p.p.	
Number of employees	70	76	81	88	89	95	93	104	109	20	22.5%	50	52	70	81	93	89	109	20	22.5%

(1) Canaccord's UK operations include activities related to Canaccord Adams Limited, engaged in capital markets activities in the United Kingdom. Revenue derived from capital markets activity outside of Canada, the US and the UK is reported as Other Foreign Location, which includes operations for Canaccord International Ltd.

(2) Financial results are expressed in 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.

## US Condensed statement of operations <sup>(1)</sup>

(Unaudited, for the period ended)										Q2/08 vs.	Q2/07							6 Months	Ended	
(in thousands of dollars) <sup>(2)</sup>	Q2/06	Q3/06	Q4/06	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Increase (de	ecrease)	FY03	FY04	FY05	FY06	FY07	Q2/07	Q2/08	Increase (d	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	11.9%
Private Client Services	-	-	1,269 <sup>3)</sup>	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	32.7%
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	-	-	1,787 <sup>3)</sup>	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 <sup>(4) (5)</sup>	-	-	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)%

(1) Canaccord's US operations include activities related to US Private Client Services, delivered through Canaccord Capital Corporation (USA), Inc., and US capital markets operations, delivered through Canaccord Adams Inc. US Other operations, also delivered through Canaccord 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 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)										Q2/08 vs	. Q2/07					
(in thousands of dollars)	Q2/06	Q3/06	Q4/06	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Increase (d	lecrease)	FY03	FY04	FY05	FY06	FY07
Assets																
Cash and cash equivalents	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
Securities owned, at market	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
Accounts receivable (1)	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
Income taxes recoverable	-	-	-	-	-	-	-	-	661	-	-	558	-	-	-	-
Investments	-	-	-	-	-	-	-	5,000	5,000	5,000	5,000	-	-	-	-	-
Equipment and leasehold improvements	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
Notes receivable	10,023	-	-	-	-	-	-	-	-	-	-	17,393	28,765	41,618	-	-
Future income taxes	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
Goodwill and other intangibles	-	4,203	27,929	27,575	27,222	26,869	33,933	33,580	33,227	33,580	33,580	-	-	-	27,929	33,933
Total assets	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
Liabilities and shareholders' equity																
Call loans	-	345	4,684	556	-	-	-	2,265	48,130	2,265	2,265	-	2,541	-	4,684	-
Securities sold short, at market	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
Accounts payable and accrued liabilities	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
Income taxes payable	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
Future income taxes	-	-	-	-	-	-	-	-	-	-	-	-	973	-	-	-
Notes payable	10,023	-	-	-	-	-	-	-	-	-	-	17,393	28,765	41,618	-	-
Convertible debentures	-	-	-	-	-	-	-	-	-	-	-	21,225	20,377	-	-	-
Subordinated debt	-	-	-	-	-	-	25,000	25,000	25,000	25,000	25,000	10,000	10,000	-	-	25,000
Shareholders' equity	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
Total liabilities and shareholders' equity	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

										Q2/08 vs	. Q2/07							6 Months	Ended	
(Unaudited, for the period ended)	Q2/06	Q3/06	Q4/06	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Increase (d	lecrease)	FY03	FY04	FY05	FY06	FY07	Q2/07	Q2/08	Increase (d	ecrease)
<b>Number of employees in Canada</b> <sup>(1)</sup> Number in Canaccord Adams Number in Private Client Services Number in Corporate and Other Total Canada	213 663 336 1,212	220 687 337 1,244	233 689 335 1,257	239 710 343 1,292	241 719 349 1,309	237 725 348 1,310	246 728 360 1,334	260 757 366 1,383	264 784 370 1,418	23 65 21 109	9.5% 9.0% 6.0% 8.3%	197 628 277 1,102	185 623 296 1,104	209 657 324 1,190	233 689 335 1,257	246 728 360 1,334	241 719 349 1,309	264 784 370 1,418	23 65 21 109	9.5% 9.0% 6.0% 8.3%
<b>Number of employees in UK</b> <sup>(1)</sup> Number in Canaccord Adams	70	76	81	88	89	95	93	104	109	20	22.5%	50	52	70	81	93	89	109	20	22.5%
Number of employees in US Number in Canaccord Adams	-	-	150	154	164	170	163	170	162	(2)	(1.2)%	-	-		150	163	164	162	(2)	(1.2)%
Number of employees firm wide <sup>(1)</sup>	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%
Number of Investment Advisors <sup>(2)</sup> Number of licenced professionals Number of PCS client accounts	425 727 147,930	433 759 152,105	430 763 155,404	430 775 156,828	434 790 158,866	432 797 160,793	439 817 169,749	440 840 170,054	453 865 170,879	19 75 12,013	4.4% 9.5% 7.6%	399 668 131,584	391 675 138,142	412 710 144,451	430 763 155,404	439 817 156,003	434 790 158,866	453 865 170,879	19 75 12,013	4.4% 9.5% 7.6%
Assets under mgmt. (\$millions) <sup>(3)</sup> Assets under admin. (\$millions) AUA per Investment Advisor (\$ millions) <sup>(2)</sup>	475 11,495 27	528 12,183 28	613 14,310 33	712 <sup>(4)</sup> 13,942 32	745 <sup>(4)</sup> 13,826 32	814 <sup>(4)</sup> 14,121 33	807 <sup>4)</sup> 15,014 34	815 <sup>(4)</sup> 15,701 36	777 15,288 34	32 1,462 2	4.3% 10.6% 6.3%	104 5,037 13	237 8,292 21	380 9,967 24	613 14,310 33	807 <sup>(4)</sup> 15,014 34	745 13,826 32	777 15,288 34	32 1,462 2	4.3% 10.6% 6.3%
Number of companies with Canaccord Adams Limited as Broker London Stock Exchange (LSE) Alternative Investment Market (AIM) Total Broker	2 51 53	2 49 51	1 53 54	1 61 62	2 60 62	2 60 62	1 58 59	3 57 60	4 58 62	2 (2)	100.0% (3.3)% -	5 16 21	5 31 36	6 51 57	1 53 54	1 58 59	2 60 62	4 58 62	2 (2)	100.0% (3.3)% -
Number of companies with Canaccord Adams Limited as Nomad / Financial Adviser <sup>(5)</sup> LSE AIM Total Nomad / Financial Adviser	2 46 48	2 45 47	1 49 50	1 55 56	1 52 53	1 51 52	- 50 50	1 49 50	- 51 51	(1) (1) (2)	(100.0)% (1.9)% (3.8)%	3 10 13	3 24 27	4 47 51	1 49 50	- 50 50	1 52 53	- 51 51	(1) (1) (2)	(100.0)% (1.9)% (3.8)%

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

(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 Independence 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:

	# of deals	Market	Rank by	Gross proceeds (led transactions)	Participation	Rank by	Total proceeds		# of deals	Market	Rank by	Gross proceeds (led transactions)	Participation	Rank by	Total proceeds
Manager	led (2)	share	mkt. share	(\$000's)	in # of deals	# of deals	(\$000's)	Manager	led (2)	share	mkt. share	(\$000's)	in # of deals	# of deals	(\$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	5,176,08
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	4,595,10
RBC Dominion	12	7.0%	3	1,153,265	31	6	2,870,489	GMP Securities	13	6.6%	3	315,563	32	10	1,077,62
Haywood Securities	12	7.0%	4	93,645	20	16	666,415	Dundee Securities	10	5.0%	4	116,880	40	5	2,498,86
BMO Nesbitt Burns	9	5.3%	5	749,906	38	2	3,517,501	BMO Nesbit	10	4.9%	5	861,440	42	4	4,192,58
Cormark Securities	9	5.3%	6	235,481	9	11	1,506,489	RBC Capital Markets	9	4.8%	6	1,266,879	39	6	4,564,41
GMP Securities	7	4.1%	7	1,083,248	23	9	2,028,469	TD Securities	8	4.1%	7	680,154	43	3	4,390,23
Raymond James	7	4.1%	8	561,291	33	7	2,249,744	Raymond James	5	2.3%	8	105,448	35	9	2,635,58
Dundee Securities	6	3.5%	9	124,768	27	12	1,313,014	Scotia Capital	4	2.0%	9	471,121	37	7	4,355,03
Desjardin Securities	6	3.4%	10	62,671	25	14	1,010,323	National Bank	3	1.3%	10	210,425	37	8	4,271,97
Others	54	31.6%		1,959,288				Others	104	53.6%		1,680,972			

#### Fiscal 2008 vs. Fiscal 2007:

	# of deals	Market	Rank by	Gross proceeds (led transactions)	Participation	Rank by	Total proceeds		# of deals	Market	Rank by	Gross proceeds (led transactions)	Participation	Rank by	Total proceeds
Manager	led <sup>(2)</sup>	share	mkt. share	(\$000's)	in # of deals	# of deals	(\$000's)	Manager	led (2)	share	mkt. share	(\$000's)	in # of deals	# of deals	(\$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	10,833,66
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	9,676,47
RBC Dominion	58	6.4%	3	8,490,208	138.0%	9	20,091,600	RBC Capital Markets	27	5.1%	4	2,884,846	81	10	8,755,66
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	4,332,24
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	9,855,31
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	4,158,87
Raymond James	32	3.5%	7	821,101	142.0%	6	10,300,361	Blackmont Capital	20	3.9%	7	325,399	82	9	4,061,51
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	9,960,38
Blackmont Capital	31	3.4%	9	542,952	134.0%	10	6,894,232	Scotia Capital	9	1.7%	14	960,426	82	8	8,776,22
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%					

Source: Financial Post Data Group. The Financial Post Data Group is a dynamic database which is continually updated. Year-to-date figures may not necessarily agree with previously disclosed figures.

(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.