## CANACCORD

## C A P I TAL

## Canaccord Capital Inc.

## Supplementary Financial Information

2nd Quarter 2005
For the period ended September 30, 2004
(Unaudited)
Investor Relations \& Communications Department
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## Advisory Note:

This document is not audited and should be read in conjunction with the Q2/05 Quarterly Report to Shareholders dated November 3, 2004, and the Final Prospectus dated June 23, 2004. Canaccord's fiscal year end is defined as March 31 of each year. Canaccord's fiscal second quarter 2005 ended September 30, 2004 is also referred to as Q2/05 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: operating income before other items, 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, operating expenses as \% of revenue, dividend yield, dividend payout ratio, pre-tax profit margin, price to earnings multiple (P/E), and price to book ratio (P/B).

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

## Currency:

Unless otherwise specified, all currencies are in Canadian dollars.
Expenses
Operating income before other items
Other expense items
Income taxes
Net income (loss)
Segmented Disclosure
Income (loss) before income taxes
Private Client Services
Global Capital Markets
Other
Balance Sheet Information
Total assets
Total liabilities ${ }^{(1)}$
Total shareholders' equity ${ }^{(1)}$
Assets under admin. (\$ millions)
Assets under mgmt (\$ millions)

## Common Share Information

Per share (\$)
Basic earnings (loss)
Fully diluted earnings (loss)
Fully diluted book value
Share price (\$)
High
Close
Shares Outstanding (thousands)
Basic
Average basic
Average diluted
Market Capitalization (thousands)

## Financial Measures

Compensation exp. as $\%$ of revenue ${ }^{(2)}$
Non-compensation exp. as \% of revenue
Operating expenses as $\%$ of revenue
Pre-tax profit margin
Dividend yield (closing share price)
Dividend payout ratio
Annualized ROE / ROCE
Price to earnings multiple ${ }^{(3)}$
Price to book ratio ${ }^{(4)}$

| Q1/04 | Q2104 | Q3104 | Q4/04 | Q1/05 | Q2105 | $\begin{aligned} & \text { Q2/05 vs. Q2/04 } \\ & \text { Increase (decrease) } \end{aligned}$ |  | FY00 | FY01 | FY02 | FY03 | FY04 |  6 Months Ended  <br> Q2104 Q2/05 Increase (decrease) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 51,428 | 81,403 | 118,639 | 150,687 | 80,565 | 85,601 | 4,198 | 5.2\% | 294,676 | 218,769 | 170,433 | 199,206 | 402,157 | 132,831 | 166,166 | 33,335 | 25.1\% |
| 48,757 | 64,869 | 97,524 | 116,330 | 65,327 | 72,617 | 7,748 | 11.9\% | 238,080 | 205,427 | 166,753 | 192,465 | 327,480 | 113,626 | 137,944 | 24,318 | 21.4\% |
| 2,671 | 16,534 | 21,115 | 34,357 | 15,238 | 12,984 | $(3,550)$ | -21.5\% | 56,596 | 13,342 | 3,680 | 6,741 | 74,677 | 19,205 | 28,222 | 9,017 | 47.0\% |
| 3,105 | 2,783 | 3,085 | 3,147 | 2,767 | 2,715 | (68) | -2.4\% | 9,300 | 10,925 | 32,775 | 12,279 | 12,120 | 5,888 | 5,482 | (406) | -6.9\% |
| (3) | 5,150 | 6,763 | 10,218 | 4,065 | 4,146 | $(1,004)$ | -19.5\% | 19,946 | (901) | $(11,015)$ | (485) | 22,128 | 5,147 | 8,211 | 3,064 | 59.5\% |
| (431) | 8,601 | 11,267 | 20,992 | 8,406 | 6,123 | $(2,478)$ | -28.8\% | 27,350 | 3,318 | $(18,080)$ | $(5,053)$ | 40,429 | 8,170 | 14,529 | 6,359 | 77.8\% |
| 6,080 | 13,241 | 15,509 | 22,515 | 10,038 | 9,814 | $(3,427)$ | -25.9\% | 54,008 | 44,206 | 8,982 | 14,634 | 57,345 | 19,321 | 19,852 | 531 | 2.7\% |
| 2,682 | 14,031 | 17,585 | 22,970 | 13,046 | 11,201 | $(2,830)$ | -20.2\% | 29,297 | 2,187 | $(3,940)$ | 7,008 | 57,268 | 16,713 | 24,247 | 7,534 | 45.1\% |
| $(9,196)$ | $(13,521)$ | $(15,064)$ | $(14,275)$ | $(10,613)$ | $(10,746)$ | 2,775 | 20.5\% | $(36,009)$ | $(43,976)$ | $(34,137)$ | $(27,180)$ | $(52,056)$ | $(22,717)$ | $(21,359)$ | 1,358 | 6.0\% |
| 849,736 | 1,039,134 | 1,104,713 | 1,508,366 | 1,514,140 | 1,529,947 | 490,813 | 47.2\% | 909,440 | 512,303 | 783,221 | 830,737 | 1,508,366 | 1,039,134 | 1,529,947 | 490,813 | 47.2\% |
| 798,424 | 980,540 | 1,030,983 | 1,409,679 | 1,316,432 | 1,330,455 | 349,915 | 35.7\% | 845,821 | 445,803 | 732,964 | 778,034 | 1,409,679 | 980,540 | 1,330,455 | 349,915 | 35.7\% |
| 51,312 | 58,594 | 73,730 | 98,687 | 197,708 | 199,492 | 140,898 | +100\% | 63,619 | 66,500 | 50,257 | 52,703 | 98,687 | 58,594 | 199,492 | 140,898 | +100\% |
| 5,577 | 6,232 | 7,049 | 8,292 | 8,244 | 8,678 | 2,446 | 39.2\% | 5,978 | 4,428 | 4,978 | 5,037 | 8,292 | 6,232 | 8,678 | 2,446 | 39.2\% |
| 130 | 135 | 205 | 237 | 274 | 301 | 166 | +100\% | 10 | 18 | 51 | 104 | 237 | 135 | 301 | 166 | +100\% |
| (0.02) | 0.31 | 0.40 | 0.74 | 0.28 | 0.14 | (0.17) | -54.8\% | 1.45 | 0.14 | (0.71) | (0.18) | 1.43 | 0.29 | 0.38 | 0.09 | 31.0\% |
| (0.02) | 0.24 | 0.32 | 0.58 | 0.23 | 0.13 | (0.11) | -45.8\% | 1.45 | 0.14 | (0.71) | (0.18) | 1.12 | 0.24 | 0.35 | 0.11 | 45.8\% |
| 1.93 | 2.17 | 2.52 | 3.15 | 4.34 | 4.37 | 2.20 | +100\% | n.m. | n.m. | n.m. | 2.28 | 3.15 | 2.17 | 4.37 | 2.20 | +100\% |
| - | - | - |  | 11.10 | 10.80 | - |  | - | - | - | - | - | - | 11.10 | n.m. | n.m. |
| - | - | - |  | 10.66 | 7.96 | - |  | - | - | - | - | - | - | 7.96 | n.m. | n.m. |
| - | - | - |  | 10.74 | 8.60 | - |  |  |  | - | - | - | - | 8.60 | n.m. | n.m. |
| 28,595 | 27,762 | 28,887 | 29,983 | 45,165 | 45,305 | 17,543 | 63.2\% | n.m. | n.m. | n.m. | 27,956 | 29,983 | 27,762 | 45,305 | 17,543 | 63.2\% |
| 28,595 | 36,852 | 37,587 | 38,272 | 46,129 | 46,129 | 9,277 | 25.2\% | n.m. | n.m. | n.m. | 28,589 | 38,272 | 36,852 | 46,129 | 9,277 | 25.2\% |
| 27,951 | 28,043 | 28,154 | 29,043 | 30,292 | 45,305 | 17,262 | 61.6\% | 18,802 | 24,040 | 25,389 | 27,805 | 28,298 | 28,001 | 37,847 | 9,846 | 35.2\% |
| 27,951 | 37,053 | 37,134 | 37,524 | 38,467 | 46,095 | 9,042 | 24.4\% | 18,802 | 24,040 | 25,389 | 27,805 | 37,096 | 37,007 | 42,302 | 5,295 | 14.3\% |
| n.m. | n.m. | n.m. | n.m. | 495,425 | 396,709 | n.m. | n.m. | n.m | n.m | n.m | n.m | n.m | n.m. | 396,709 | n.m. | n.m. |
| 63.3\% | 59.0\% | 66.7\% | 63.9\% | 57.9\% | 62.1\% | 3.1\% | 5.3\% | 61.8\% | 61.8\% | 64.9\% | 64.4\% | 63.7\% | 60.7\% | 60.1\% | -0.6\% | -1.0\% |
| 31.5\% | 20.7\% | 15.5\% | 13.3\% | 23.1\% | 22.8\% | 2.1\% | 10.1\% | 19.0\% | 32.1\% | 33.0\% | 32.2\% | 17.8\% | 24.9\% | 22.9\% | -2.0\% | -8.0\% |
| 94.8\% | 79.7\% | 82.2\% | 77.2\% | 81.0\% | 84.9\% | 5.2\% | 6.5\% | 80.8\% | 93.9\% | 97.9\% | 96.6\% | 81.5\% | 85.6\% | 83.0\% | -2.6\% | -3.0\% |
| -0.8\% | 16.9\% | 15.2\% | 20.7\% | 15.5\% | 12.0\% | -4.9\% | -29.0\% | 16.1\% | 1.1\% | -17.1\% | -2.8\% | 15.6\% | 10.0\% | 13.7\% | 3.7\% | 36.5\% |
| - | - | - |  | 0.05 | 0.05 | 0.05 |  |  | - | - |  | - | - | 0.10 | n.m. | n.m. |
| - | - | - | - | 1.9\% | 2.3\% | 2.3\% |  | - | - |  |  | - | - | 2.3\% | n.m. | n.m. |
| - | - | - |  | 27.4\% | 37.6\% | 37.6\% |  |  |  | - | - | - | - | 31.7\% | n.m. | n.m. |
| -2.4\% | 44.9\% | 51.4\% | 79.1\% | 19.3\% | 7.3\% | -37.6\% | -83.7\% | 43.0\% | 5.1\% | -28.3\% | -7.5\% | 43.5\% | 21.3\% | 13.3\% | -8.0\% | -37.5\% |
| - | - | - |  | 7.8 | 6.8 | 6.8 |  | - | - | - | - | - | - | 6.8 | n.m. | n.m. |
| - | - | - | - | 2.5 | 2.0 | 2.0 |  | - | - | - | - | - | - | 2.0 | n.m. | n.m. |

 These consolidated financial statements have been adjusted to reflect the reclassification of these items as liabilities from the capital section of the balance sheet. (2) Compensation includes incentive compensation and salaries and benefits.
(3) The price to earnings multiple is calculated based on the end of period share price and 12-month trailing diluted EPS
(4) The price to book ratio is calculated based on the end of period share price and fully diluted book value per share.

## Canaccord Group of Companies

## Condensed Consolidated Statement of Operations

| (Unaudited, for the period ended) (in thousands of dollars) ${ }^{(1)}$ | Q1/04 | Q2/04 | Q3/04 | Q4/04 | Q1/05 | Q2/05 | $\begin{gathered} \hline \text { Q2/05 vs. Q2/04 } \\ \text { Increase (decrease) } \end{gathered}$ |  | FY00 | FY01 | FY02 | FY03 | FY04 | Q2/04 | 6 Month Q2/05 | nded <br> Increase | rease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Private Client Services | 27,632 | 39,144 | 48,540 | 60,667 | 38,322 | 36,499 | $(2,645)$ | -6.8\% | 169,892 | 140,251 | 90,534 | 97,784 | 175,983 | 66,776 | 74,821 | 8,045 | 12.0\% |
| Global Capital Markets | 20,817 | 39,001 | 66,515 | 85,425 | 39,171 | 46,671 | 7,670 | 19.7\% | 110,484 | 66,288 | 72,264 | 91,629 | 211,758 | 59,818 | 85,842 | 26,024 | 43.5\% |
| Other | 2,979 | 3,258 | 3,584 | 4,595 | 3,072 | 2,431 | (827) | -25.4\% | 14,300 | 12,230 | 7,635 | 9,793 | 14,416 | 6,237 | 5,503 | (734) | -11.8\% |
|  | 51,428 | 81,403 | 118,639 | 150,687 | 80,565 | 85,601 | 4,198 | 5.2\% | 294,676 | 218,769 | 170,433 | 199,206 | 402,157 | 132,831 | 166,166 | 33,335 | 25.1\% |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Incentive Compensation ${ }^{(2)}$ | 23,674 | 39,669 | 69,927 | 85,532 | 35,473 | 42,721 | 3,052 | 7.7\% | 154,350 | 100,727 | 78,428 | 92,594 | 218,802 | 63,343 | 78,194 | 14,851 | 23.4\% |
| Salaries and Benefits | 8,901 | 8,338 | 9,181 | 10,773 | 11,214 | 10,414 | 2,076 | 24.9\% | 27,803 | 34,418 | 32,147 | 35,661 | 37,193 | 17,239 | 21,628 | 4,389 | 25.5\% |
| Trading Costs | 3,544 | 3,808 | 4,666 | 5,292 | 4,453 | 3,540 | (268) | -7.0\% | 11,780 | 13,745 | 9,621 | 15,343 | 17,310 | 7,352 | 7,993 | 641 | 8.7\% |
| Premises and Equipment | 3,007 | 3,117 | 3,184 | 3,709 | 3,029 | 2,920 | (197) | -6.3\% | 10,101 | 13,274 | 12,616 | 12,089 | 13,017 | 6,124 | 5,949 | (175) | -2.9\% |
| Communication and Technology | 3,158 | 3,072 | 3,114 | 2,946 | 3,221 | 3,573 | 501 | 16.3\% | 8,687 | 12,178 | 11,650 | 12,984 | 12,290 | 6,230 | 6,794 | 564 | 9.1\% |
| Interest | 869 | 938 | 1,019 | 1,168 | 1,446 | 726 | (212) | -22.6\% | 4,230 | 6,551 | 4,116 | 3,239 | 3,994 | 1,807 | 2,172 | 365 | 20.2\% |
| General and Administrative | 5,604 | 5,927 | 6,433 | 6,910 | 6,491 | 8,723 | 2,796 | 47.2\% | 21,129 | 24,534 | 18,175 | 20,555 | 24,874 | 11,531 | 15,214 | 3,683 | 31.9\% |
|  | 48,757 | 64,869 | 97,524 | 116,330 | 65,327 | 72,617 | 7,748 | 11.9\% | 238,080 | 205,427 | 166,753 | 192,465 | 327,480 | 113,626 | 137,944 | 24,318 | 21.4\% |
| Operating Income Before Other Items | 2,671 | 16,534 | 21,115 | 34,357 | 15,238 | 12,984 | $(3,550)$ | -21.5\% | 56,596 | 13,342 | 3,680 | 6,741 | 74,677 | 19,205 | 28,222 | 9,017 | 47.0\% |
| Amortization | 912 | 875 | 1,027 | 751 | 692 | 739 | (136) | -15.5\% | 1,580 | 2,794 | 3,982 | 3,898 | 3,565 | 1,787 | 1,431 | (356) | -19.9\% |
| Discretionary Payouts | - | - | - |  |  |  | - |  | 3,429 | 5,920 | 1,597 | - | - | - | - | - |  |
| Gain on Disposal of Invts \& Claims |  | - | - |  |  |  |  |  | $(1,400)$ | $(4,465)$ |  | $(4,261)$ |  | - | - | - |  |
| Development Costs | 1,831 | 1,955 | 2,058 | 2,396 | 2,075 | 1,976 | 21 | 1.1\% | 4,157 | 4,770 | 4,443 | 4,137 | 8,240 | 3,786 | 4,051 | 265 | 7.0\% |
| Restructuring and Other Costs | 362 | (47) |  |  |  |  | 47 | +100\% | 1,534 | 1,906 | 22,753 | 8,505 | 315 | 315 | - | (315) | -100\% |
| Income (Loss) Before Income Taxes | (434) | 13,751 | 18,030 | 31,210 | 12,471 | 10,269 | $(3,482)$ | -25.3\% | 47,296 | 2,417 | $(29,095)$ | $(5,538)$ | 62,557 | 13,317 | 22,740 | 9,423 | 70.8\% |
| Income Taxes | (3) | 5,150 | 6,763 | 10,218 | 4,065 | 4,146 | $(1,004)$ | -19.5\% | 19,946 | (901) | $(11,015)$ | (485) | 22,128 | 5,147 | 8,211 | 3,064 | 59.5\% |
| Net income (Loss) | (431) | 8,601 | 11,267 | 20,992 | 8,406 | 6,123 | $(2,478)$ | -28.8\% | 27,350 | 3,318 | $(18,080)$ | $(5,053)$ | 40,429 | 8,170 | 14,529 | 6,359 | 77.8\% |
| Compensation exp. as \% of revenue | 63.3\% | 59.0\% | 66.7\% | 63.9\% | 57.9\% | 62.1\% | 3.1\% | 5.3\% | 61.8\% | 61.8\% | 64.9\% | 64.4\% | 63.7\% | 60.7\% | 60.1\% | -0.6\% | -1.0\% |
| Non-compensation exp. as \% of revenue | 31.5\% | 20.7\% | 15.5\% | 13.3\% | 23.1\% | 22.8\% | 2.1\% | 10.1\% | 19.0\% | 32.1\% | 33.0\% | 32.2\% | 17.8\% | 24.9\% | 22.9\% | -2.0\% | -8.0\% |
| Operating expenses as \% of revenue | 94.8\% | 79.7\% | 82.2\% | 77.2\% | 81.0\% | 84.9\% | 5.2\% | 6.5\% | 80.8\% | 93.9\% | 97.9\% | 96.6\% | 81.5\% | 85.6\% | 83.0\% | -2.6\% | -3.0\% |
| Pre-tax profit margin | -0.8\% | 16.9\% | 15.2\% | 20.7\% | 15.5\% | 12.0\% | -4.9\% | -29.0\% | 16.1\% | 1.1\% | -17.1\% | -2.8\% | 15.6\% | 10.0\% | 13.7\% | 3.7\% | 36.5\% |
| Basic earnings (loss) per share | (0.02) | 0.31 | 0.40 | 0.74 | 0.28 | 0.14 | (0.17) | -54.8\% | 1.45 | 0.14 | (0.71) | (0.18) | 1.43 | 0.29 | 0.38 | 0.09 | 31.0\% |
| Fully diluted earnings (loss) per share | (0.02) | 0.24 | 0.32 | 0.58 | 0.23 | 0.13 | (0.11) | -45.8\% | 1.45 | 0.14 | (0.71) | (0.18) | 1.12 | 0.24 | 0.35 | 0.11 | 45.8\% |
| Fully diluted book value per share | 1.93 | 2.17 | 2.52 | 3.15 | 4.34 | 4.37 | 2.20 | +100\% | n.m. | n.m. | n.m. | 2.28 | 3.15 | 2.17 | 4.37 | 2.20 | +100\% |
| Dividends per share | - | - | - | - | 0.05 | 0.05 | 0.05 | - | - | - | - | - | - | - | 0.10 | n.m. | n.m. |
| Dividend yield (closing share price) | - | - | - | - | 1.9\% | 2.3\% | 2.3\% | - | - | - | - | - | - | - | 2.3\% | n.m. | n.m. |
| Dividend payout ratio | - | - | - | - | 27.4\% | 37.6\% | 37.6\% | - | - | - | - | - | - | - | 31.7\% | n.m. | n.m. |
| Annualized ROE / ROCE | -2.4\% | 44.9\% | 51.4\% | 79.1\% | 19.3\% | 7.3\% | -37.6\% | -83.7\% | 43.0\% | 5.1\% | -28.3\% | -7.5\% | 43.5\% | 21.3\% | 13.3\% | -8.0\% | -37.5\% |
| Price to earnings multiple | - | - | - | - | 7.8 | 6.8 | 6.8 | - | - | - | - | - | - | - | 6.8 | n.m. | n.m |
| Price to book ratio | - | - | - | - | 2.5 | 2.0 | 2.0 | - | - | - | - | - | - | - | 2.0 | n.m. | n.m. |

(1) Financial results are expressed in C\$ thousands, except for common share information and financial ratios.
 details (page 7).

## Private Client Services

## Condensed Statement of Operations

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

Private Client Services

## Expenses

ncentive Compensation
Salaries and Benefits
Trading Costs ${ }^{(2)}$
Premises and Equipment
Communication and Technology nterest
General and Administrative

## Operating Income Before Other Items

Amortization
Discretionary Payouts
Gain on Disposal of Invts \& Claims
Development Costs
Restructuring and Other Costs

## Income Before Income Taxe

PCS fee-related revenue ${ }^{(3)}$ Compensation exp. as \% of revenue Non-compensation exp. as $\%$ of revenue Operating expenses as \% of revenue Pre-tax profit margin

Assets under admin. (\$ millions) Assets under mgmt (\$ millions)

Number of employees Number of investment advisors Number of PCS clients

| Q1/04 | Q2/04 | Q3/04 | Q4/04 | Q1/05 | Q2/05 | $\begin{gathered} \hline \text { Q2/05 vs. Q2/04 } \\ \text { Increase (decrease) } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 27,632 | 39,144 | 48,540 | 60,667 | 38,322 | 36,499 | $(2,645)$ | -6.8\% |
| 12,822 | 17,542 | 23,896 | 28,498 | 17,724 | 17,344 | (198) | -1.1\% |
| 2,337 | 2,201 | 2,382 | 3,237 | 2,851 | 2,454 | 253 | 11.5\% |
| 390 | 100 | 309 | 509 | 2,341 | 1,850 | 1,750 | +100\% |
| 1,187 | 1,158 | 1,168 | 1,229 | 1,117 | 1,133 | (25) | -2.2\% |
| 1,429 | 1,294 | 1,400 | 1,368 | 1,455 | 1,459 | 165 | 12.8\% |
| 1874 | 2297 | 2678 | 2.462 | 1871 | 1616 | (681) |  |
| 1,874 | 2,297 | 2,678 | 2,462 | 1,871 | 1,616 | (681) | -29.6\% |
| 20,039 | 24,592 | 31,833 | 37,303 | 27,359 | 25,856 | 1,264 | 5.1\% |
| 7,593 | 14,552 | 16,707 | 23,364 | 10,963 | 10,643 | $(3,909)$ | -26.9\% |
| 328 | 330 | 448 | 189 | 242 | 253 | (77) | -23.3\% |
|  | - | - |  | - | - | - |  |
| 823 | 1,028 | 750 | 660 | 683 | 576 | (452) | -44.0\% |
| 362 | (47) | - |  | - |  | 47 | +100\% |
| 6,080 | 13,241 | 15,509 | 22,515 | 10,038 | 9,814 | $(3,427)$ | -25.9\% |


| $31.5 \%$ | $23.8 \%$ | $18.7 \%$ | $14.1 \%$ | $20.3 \%$ | $18.5 \%$ |
| ---: | ---: | ---: | ---: | ---: | ---: |
| $54.9 \%$ | $50.4 \%$ | $54.1 \%$ | $52.3 \%$ | $53.7 \%$ | $54.2 \%$ |
| $17.7 \%$ | $12.4 \%$ | $11.4 \%$ | $9.2 \%$ | $17.7 \%$ | $16.6 \%$ |
| $72.6 \%$ | $62.8 \%$ | $65.5 \%$ | $61.5 \%$ | $71.4 \%$ | $70.8 \%$ |
| $22.0 \%$ | $33.8 \%$ | $32.0 \%$ | $37.1 \%$ | $26.2 \%$ | $26.9 \%$ |
|  |  |  |  |  |  |
| 5,577 | 6,232 | 7,049 | 8,292 | 8,244 | 8,678 |
| 130 | 135 | 205 | 237 | 274 | 301 |
|  |  |  |  |  |  |
| 638 | 626 | 635 | 652 | 668 | 670 |
| 420 | 410 | 408 | 409 | 426 | 420 |


| $-5.3 \%$ | $-22.3 \%$ |
| ---: | ---: |
| $3.8 \%$ | $7.5 \%$ |
| $4.2 \%$ | $33.9 \%$ |
| $8.0 \%$ | $12.7 \%$ |
| $-6.9 \%$ | $-20.5 \%$ |
|  |  |
| 2,446 | $39.2 \%$ |
| 166 | $+100 \%$ |
|  |  |
| 44 | $7.0 \%$ |
| 10 | $2.4 \%$ |
| 7.847 | $6.0 \%$ |


| FY00 | FY01 | FY02 | FY03 | FY04 |
| ---: | ---: | ---: | ---: | ---: |
| 169,892 | 140,251 | 90,534 | 97,784 | 175,983 |
|  |  |  |  |  |
| 83,072 | 61,864 | 40,915 | 45,179 | 82,758 |
| 9,049 | 9,950 | 7,703 | 9,105 | 10,157 |
| 1,823 | 2,388 | 1,050 | 1,646 | 1,308 |
| 3,990 | 4,778 | 4,739 | 4,555 | 4,742 |
| 4,318 | 6,319 | 6,575 | 6,636 | 5,491 |
| - | - | - | - | - |
| 8,622 | 6,906 | 7,057 | 5,719 | 9,311 |
| 110,874 | 92,205 | 68,039 | 72,840 | 113,767 |
| 59,018 | 48,046 | 22,495 | 24,944 | 62,216 |
| 726 | 871 | 1,321 | 1,399 | 1,295 |
| - | - | - | - | - |
| - | - | - | - | - |
| 2,750 | 1,949 | 1,295 | 2,015 | 3,261 |
| 1,534 | 1,020 | 10,897 | 6,896 | 315 |
| 54,008 | 44,206 | 8,982 | 14,634 | 57,345 |


| 6 Months Ended |  |  |  |
| ---: | ---: | ---: | ---: |
| Q2/04 | Q2/05 | Increase (decrease) |  |
| 66,776 | 74,821 | 8,045 | $12.0 \%$ |
|  |  |  |  |
| 30,364 | 35,068 | 4,704 | $15.5 \%$ |
| 4,538 | 5,305 | 767 | $16.9 \%$ |
| 490 | 4,191 | 3,701 | $+100 \%$ |
| 2,345 | 2,250 | $(95)$ | $-4.1 \%$ |
| 2,723 | 2,914 | 191 | $7.0 \%$ |
| - | - | - | - |
| 4,171 | 3,487 | $(684)$ | $-16.4 \%$ |
| 44,631 | 53,215 | 8,584 | $19.2 \%$ |
|  |  |  |  |
| 22,145 | 21,606 | $(539)$ | $-2.4 \%$ |
| 658 | 495 | $(163)$ | $-24.8 \%$ |
| - | - | - | - |
| - | - | - | - |
| 1,851 | 1,259 | $(592)$ | $-32.0 \%$ |
| 315 | - | $(315)$ | $-100 \%$ |
| 19,321 | 19,852 | 531 | $2.7 \%$ |


|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| n.m. | $12.7 \%$ | $18.8 \%$ | $28.9 \%$ | $20.3 \%$ | $27.0 \%$ | $19.4 \%$ | $-7.6 \%$ | $-28.1 \%$ |
| $54.2 \%$ | $51.2 \%$ | $53.7 \%$ | $55.5 \%$ | $52.8 \%$ | $52.3 \%$ | $54.0 \%$ | $1.7 \%$ | $3.3 \%$ |
| $11.0 \%$ | $14.5 \%$ | $21.5 \%$ | $19.0 \%$ | $11.8 \%$ | $14.6 \%$ | $17.2 \%$ | $2.6 \%$ | $17.8 \%$ |
| $65.2 \%$ | $65.7 \%$ | $75.2 \%$ | $74.5 \%$ | $64.6 \%$ | $66.9 \%$ | $71.2 \%$ | $4.3 \%$ | $6.4 \%$ |
| $31.8 \%$ | $31.5 \%$ | $9.9 \%$ | $15.0 \%$ | $32.6 \%$ | $28.9 \%$ | $26.5 \%$ | $-2.4 \%$ | $-8.3 \%$ |
| 5,978 | 4,428 | 4,978 | 5,037 | 8,292 | 6,232 | 8,678 | 2,446 | $39.2 \%$ |
| 10 | 18 | 51 | 104 | 237 | 135 | 301 | 166 | $+100 \%$ |
|  |  |  |  |  |  |  |  |  |
| 516 | 630 | 623 | 628 | 652 | 626 | 670 | 44 | $7.0 \%$ |
| 354 | 413 | 416 | 417 | 409 | 410 | 420 | 10 | $2.4 \%$ |
| 143,525 | 147908 | 149360 | 131.584 | 138,142 | 130837 | 138684 | 7.84 | $6.0 \%$ |


 respective financial statements. As a result, year-over-year comparisons may vary due to the change in methodology
(3) PCS fee-related revenue includes RRSP interest revenue and commissions earned from managed accounts, fee-based accounts, bonds, mutual funds, and insurance.

## Global Capital Markets

## Condensed Statement of Operations

(Unaudited, for the period ended)
(in thousands of dollars) $^{(1)}$
Revenue
Capital Markets
International Trading
Registered Traders
Fixed Income
International (UK)

## Expenses

Incentive Compensation ${ }^{(2)}$
Salaries and Benefits
Trading Costs ${ }^{(3)}$
Premises and Equipment Communication and Technology Interest
General and Administrative

## Operating Income Before Other Items

Amortization
Discretionary Payouts
Gain on Disposal of Invts \& Claims
Development Costs
Restructuring and Other Costs
Income (Loss) Before Income Taxes

Compensation exp. as \% of revenue Non-compensation exp. as \% of revenue Operating expenses as \% of revenue Pre-tax profit margin

Number of employees

|  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: |
| Q1/04 | Q2/04 | Q3/04 | Q4/04 | Q1/05 | Q2/05 |
| 8,027 | 19,234 | 25,036 | 36,524 | 17,307 | 16,087 |
| 2,648 | 3,557 | 5,766 | 4,829 | 3,308 | 3,023 |
| 2,374 | 2,416 | 3,247 | 3,456 | $(82)$ | 187 |
| 2,014 | 1,851 | 2,128 | 4,162 | 2,289 | 2,050 |
| 5,754 | 11,943 | 30,338 | 36,454 | 16,349 | 25,324 |
| 20,817 | 39,001 | 66,515 | 85,425 | 39,171 | 46,671 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| 9,450 | 17,815 | 40,606 | 52,427 | 15,463 | 23,405 |
| 3,069 | 2,845 | 3,103 | 3,500 | 3,821 | 3,808 |
| 974 | 353 | 1,044 | 1,069 | 1,751 | 1,496 |
| 1,004 | 1,105 | 1,023 | 1,104 | 1,025 | 1,062 |
| 1,246 | 936 | 1,054 | 969 | 1,251 | 1,386 |
| 21 | 19 | $(12)$ | 7 | - | 6 |
| 1,858 | 1,479 | 1,665 | 2,630 | 2,468 | 3,735 |
| 17,622 | 24,552 | 48,483 | 61,706 | 25,779 | 34,898 |
|  |  |  |  |  |  |
| 3,195 | 14,449 | 18,032 | 23,719 | 13,392 | 11,773 |
|  |  |  |  |  |  |
| 362 | 304 | 308 | 317 | 265 | 291 |
| - | - | - | - | - | - |
| - | - | - | - | - | - |
| 151 | 114 | 139 | 432 | 81 | 281 |
| - | - | - | - | - | - |
| 2,682 | 14,031 | 17,585 | 22,970 | 13,046 | 11,201 |


| $60.1 \%$ | $53.0 \%$ | $65.7 \%$ | $65.5 \%$ | $49.2 \%$ | $58.3 \%$ |
| ---: | ---: | ---: | ---: | ---: | ---: |
| $24.5 \%$ | $10.0 \%$ | $7.2 \%$ | $6.8 \%$ | $16.6 \%$ | $16.5 \%$ |
| $84.6 \%$ | $63.0 \%$ | $72.9 \%$ | $72.3 \%$ | $65.8 \%$ | $74.8 \%$ |
| $12.9 \%$ | $36.0 \%$ | $26.4 \%$ | $26.9 \%$ | $33.3 \%$ | $24.0 \%$ |
|  |  |  |  |  |  |
| 223 | 227 | 230 | 232 | 238 | 241 |


| Q2/05 vs. Q2/04 |
| ---: | ---: |
| Increase (decrease) |\(\left|\left|\begin{array}{rr}(3,147) \& -16.4 \% <br>

(534) \& -15.0 \% <br>
(2,229) \& -92.3 \% <br>
199 \& 10.8 \% <br>
13,381 \& +100 \% <br>
\hline 7,670 \& 19.7 \% <br>
\hline \& <br>
5,590 \& 31.4 \% <br>
963 \& 33.8 \% <br>
1,143 \& +100 \% <br>
(43) \& -3.9 \% <br>
450 \& 48.1 \% <br>
(13) \& -68.4 \% <br>
2,256 \& +100 \%\end{array}\right|\right.\)

|  |  |
| ---: | ---: |
| $5.3 \%$ | $10.0 \%$ |
| $6.5 \%$ | $65.0 \%$ |
| $11.8 \%$ | $18.7 \%$ |
| $-12.0 \%$ | $-33.3 \%$ |
|  |  |
| 14 | $6.2 \%$ |



|  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| $60.3 \%$ | $67.6 \%$ | $65.9 \%$ | $64.9 \%$ | $62.7 \%$ |  |


| $60.3 \%$ | $67.6 \%$ | $65.9 \%$ | $64.9 \%$ | $62.7 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $12.7 \%$ | $32.3 \%$ | $21.8 \%$ | $24.8 \%$ | $9.2 \%$ |
| $73.0 \%$ | $99.9 \%$ | $87.7 \%$ | $89.7 \%$ | $71.9 \%$ |
| $26.5 \%$ | $3.3 \%$ | $-5.5 \%$ | $7.6 \%$ | $27.0 \%$ |


| 6 Months Ended |  |  |  |
| ---: | ---: | ---: | ---: |
| Q2/04 | Q2/05 | Increase (decrease) |  |
|  |  |  |  |
| 27,261 | 33,394 | 6,133 | $22.5 \%$ |
| 6,205 | 6,331 | 126 | $2.0 \%$ |
| 4,790 | 105 | $(4,685)$ | $-97.8 \%$ |
| 3,865 | 4,339 | 474 | $12.3 \%$ |
| 17,697 | 41,673 | 23,976 | $+100 \%$ |
| 59,818 | 85,842 | 26,024 | $43.5 \%$ |
|  |  |  |  |
|  |  |  |  |
| 27,265 | 38,868 | 11,603 | $42.6 \%$ |
| 5,914 | 7,629 | 1,715 | $29.0 \%$ |
| 1,327 | 3,247 | 1,920 | $+100 \%$ |
| 2,109 | 2,087 | $(22)$ | $-1.0 \%$ |
| 2,182 | 2,637 | 455 | $20.9 \%$ |
| 40 | 6 | $(34)$ | $-85.0 \%$ |
| 3,337 | 6,203 | 2,866 | $85.9 \%$ |
| 42,174 | 60,677 | 18,503 | $43.9 \%$ |
|  |  |  |  |
| 17,644 | 25,165 | 7,521 | $42.6 \%$ |
|  |  |  |  |
| 666 | 556 | $(110)$ | $-16.5 \%$ |
| - | - | - | - |
| - | - | - | - |
| 265 | 362 | 97 | $36.6 \%$ |
| - | - | - | - |
| 16,713 | 24,247 | 7,534 | $45.1 \%$ |


|  |  |  |  |
| ---: | ---: | ---: | ---: |
| $55.5 \%$ | $54.2 \%$ | $-1.3 \%$ | $-2.3 \%$ |
| $15.0 \%$ | $16.5 \%$ | $1.5 \%$ | $10.0 \%$ |
| $70.5 \%$ | $70.7 \%$ | $0.2 \%$ | $0.3 \%$ |
| $27.9 \%$ | $28.2 \%$ | $0.3 \%$ | $1.1 \%$ |
|  |  |  |  |
| 227 | 241 | 14 | $6.2 \%$ |

(1) Financial results are expressed in $C \$$ thousands, except for financial ratios and number of employees.
 Operations for further details (page 7)
 financial statements. As a result, year-over-year comparisons may vary due to the change in methodology.

## Other Segmen

## Condensed Statement of Operations

(Unaudited, for the period ended)
(in thousands of dollars) $^{(1)}$
Revenue
Other
Expenses
Incentive Compensation
Salaries and Benefits
Trading Costs
Premises and Equipment
Communication and Technology
Interest
General and Administrative

General and Administrative

## Operating Income Before Other Items

Amortization
Discretionary Payouts
Gain on Disposal of Invts \& Claims
Development Costs
Restructuring and Other Costs

## Loss Before Income Taxes

Number of employees

| Q1/04 | Q2/04 | Q3/04 | Q4/04 | Q1/05 | Q2/05 |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 2,979 | 3,258 | 3,584 | 4,595 | 3,072 | 2,431 |
|  |  |  |  |  |  |
| 1,402 | 4,312 | 5,425 | 4,607 | 2,286 | 1,972 |
| 3,495 | 3,292 | 3,696 | 4,036 | 4,542 | 4,152 |
| 2,180 | 3,355 | 3,313 | 3,714 | 361 | 194 |
| 816 | 854 | 993 | 1,376 | 887 | 725 |
| 483 | 842 | 660 | 609 | 515 | 728 |
| 848 | 919 | 1,031 | 1,161 | 1,445 | 721 |
| 1,872 | 2,151 | 2,090 | 1,818 | 2,152 | 3,372 |
| 11,096 | 15,725 | 17,208 | 17,321 | 12,188 | 11,864 |
|  |  |  |  |  |  |
| $(8,117)$ | $(12,467)$ | $(13,624)$ | $(12,726)$ | $(9,116)$ | $(9,433)$ |
| 222 | 241 | 271 | 245 | 185 | 195 |
| - | - | - | - | - | - |
| - | - | - | - | - | - |
| 857 | 813 | 1,169 | 1,304 | 1,312 | 1,118 |
| - | - | - | - | - | - |
| $(9,196)$ | $(13,521)$ | $(15,064)$ | $(14,275)$ | $(10,613)$ | $(10,746)$ |
| 298 | 292 | 299 | 319 | 332 | 346 |


$|$| Q2/05 vs. Q2/04 <br> Increase (decrease) |
| ---: |
| $(827)$ $-25.4 \%$ |
| $(2,340)$ $-54.3 \%$ <br> 860 $26.1 \%$ <br> $(3,161)$ $-94.2 \%$ <br> $(129)$ $-15.1 \%$ <br> $(114)$ $-13.5 \%$ <br> $(198)$ $-21.5 \%$ <br> 1,221 $56.8 \%$ <br> $(3,861)$ $-24.6 \%$ <br> 3,034 $24.3 \%$ <br> $(46)$ $-19.1 \%$ <br> - - <br> 305 $37.5 \%$ <br> - - <br> 2,775 $20.5 \%$$\|$ |


| FYOO | FY01 | FY02 | FY03 | FY04 |
| :---: | :---: | :---: | :---: | :---: |
| 14,300 | 12,230 | 7,635 | 9,793 | 14,416 |
| 13,199 | 5,275 | 1,864 | 1,433 | 15,746 |
| 10,234 | 13,269 | 12,505 | 13,070 | 14,519 |
| 7,203 | 7,999 | 6,146 | 9,915 | 12,562 |
| 3,509 | 4,726 | 3,733 | 2,900 | 4,039 |
| 1,516 | 2,457 | 970 | 1,427 | 2,594 |
| 4,230 | 5,932 | 3,820 | 2,907 | 3,959 |
| 6,715 | 7,399 | 6,308 | 5,779 | 7,931 |
| 46,606 | 47,057 | 35,346 | 37,431 | 61,350 |
| $(32,306)$ | $(34,827)$ | $(27,711)$ | $(27,638)$ | $(46,934)$ |
| 403 | 1,047 | 1,017 | 1,011 | 979 |
| 3,429 | 5,420 | 1,436 | - |  |
| $(1,400)$ | - | - | $(4,261)$ | - |
| 1,271 | 2,682 | 2,773 | 2,792 | 4,143 |
| - | - | 1,200 | - | - |
| $(36,009)$ | $(43,976)$ | $(34,137)$ | $(27,180)$ | $(52,056)$ |


| 6 Months Ended |  |  |  |
| ---: | ---: | ---: | ---: |
| Q2/04 | Q2/05 | Increase (decrease) |  |
| 6,237 | 5,503 | $(734)$ | $-11.8 \%$ |
|  |  |  |  |
| 5,714 | 4,258 | $(1,456)$ | $-25.5 \%$ |
| 6,787 | 8,694 | 1,907 | $28.1 \%$ |
| 5,535 | 555 | $(4,980)$ | $-90.0 \%$ |
| 1,670 | 1,612 | $(58)$ | $-3.5 \%$ |
| 1,325 | 1,243 | $(82)$ | $-6.2 \%$ |
| 1,767 | 2,166 | 399 | $22.6 \%$ |
| 4,023 | 5,524 | 1,501 | $37.3 \%$ |
| 26,821 | 24,052 | $(2,769)$ | $-10.3 \%$ |
|  |  |  |  |
| $(20,584)$ | $(18,549)$ | 2,035 | $9.9 \%$ |
| 463 | 380 | $(83)$ | $-17.9 \%$ |
| - | - | - | - |
| - | - | - | - |
| 1,670 | 2,430 | 760 | $45.5 \%$ |
| - | - | - | - |
|  |  |  |  |$|$

(1) Financial results are expressed in C\$ thousands, except for number of employees.
 financial statements. As a result, year-over-year comparisons may vary due to the change in methodology.

## Canada

## Condensed Statement of Operations

| (Unaudited, for the period ended) (in thousands of dollars) ${ }^{(1)}$ | Q1/04 | Q2/04 | Q3/04 | Q4/04 | Q1/05 | Q2/05 | $\begin{gathered} \hline \text { Q2/05 vs. Q2/04 } \\ \text { Increase (decrease) } \\ \hline \end{gathered}$ |  | FY00 | FY01 | FY02 | FY03 | FY04 | Q2/04 | 6 Months Q2/05 | Ended Increase (d | crease) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Private Client Services | 27,632 | 39,144 | 48,540 | 60,667 | 38,322 | 36,499 | $(2,645)$ | -6.8\% | 169,892 | 140,251 | 90,534 | 97,784 | 175,983 | 66,776 | 74,821 | 8,045 | 12.0\% |
| Global Capital Markets | 15,063 | 27,058 | 36,177 | 48,971 | 22,822 | 21,347 | $(5,711)$ | -21.1\% | 87,860 | 47,374 | 46,994 | 63,165 | 127,269 | 42,121 | 44,169 | 2,048 | 4.9\% |
| Other | 2,979 | 3,258 | 3,584 | 4,595 | 3,072 | 2,431 | (827) | -25.4\% | 14,300 | 12,230 | 7,635 | 9,793 | 14,416 | 6,237 | 5,503 | (734) | -11.8\% |
|  | 45,674 | 69,460 | 88,301 | 114,233 | 64,216 | 60,277 | $(9,183)$ | -13.2\% | 272,052 | 199,855 | 145,163 | 170,742 | 317,668 | 115,134 | 124,493 | 9,359 | 8.1\% |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Incentive Compensation | 21,217 | 33,610 | 49,413 | 60,586 | 28,954 | 28,050 | $(5,560)$ | -16.5\% | 142,246 | 91,273 | 64,869 | 77,997 | 164,826 | 54,827 | 57,004 | 2,177 | 4.0\% |
| Salaries and Benefits | 7,468 | 7,078 | 7,703 | 9,086 | 9,357 | 8,360 | 1,282 | 18.1\% | 24,233 | 29,253 | 26,310 | 28,762 | 31,335 | 14,546 | 17,717 | 3,171 | 21.8\% |
| Trading Costs | 3,311 | 3,561 | 4,386 | 4,935 | 4,162 | 3,264 | (297) | -8.3\% | 11,607 | 13,236 | 8,739 | 14,233 | 16,193 | 6,872 | 7,426 | 554 | 8.1\% |
| Premises and Equipment | 2,422 | 2,426 | 2,560 | 3,036 | 2,456 | 2,362 | (64) | -2.6\% | 8,700 | 10,889 | 10,085 | 9,115 | 10,444 | 4,848 | 4,818 | (30) | -0.6\% |
| Communication and Technology | 2,939 | 2,894 | 2,908 | 2,712 | 2,967 | 3,305 | 411 | 14.2\% | 7,897 | 11,443 | 10,840 | 11,950 | 11,453 | 5,833 | 6,272 | 439 | 7.5\% |
| Interest | 848 | 919 | 1,030 | 1,162 | 1,446 | 725 | (194) | -21.1\% | 4,230 | 5,932 | 3,821 | 2,907 | 3,959 | 1,767 | 2,171 | 404 | 22.9\% |
| General and Administrative | 5,011 | 5,064 | 5,796 | 5,540 | 5,572 | 7,262 | 2,198 | 43.4\% | 19,501 | 22,528 | 15,768 | 17,969 | 21,411 | 10,075 | 12,834 | 2,759 | 27.4\% |
|  | 43,216 | 55,552 | 73,796 | 87,057 | 54,914 | 53,328 | $(2,224)$ | -4.0\% | 218,414 | 184,554 | 140,432 | 162,933 | 259,621 | 98,768 | 108,242 | 9,474 | 9.6\% |
| Operating Income Before Other Items | 2,458 | 13,908 | 14,505 | 27,176 | 9,302 | 6,949 | $(6,959)$ | -50.0\% | 53,638 | 15,301 | 4,731 | 7,809 | 58,047 | 16,366 | 16,251 | (115) | -0.7\% |
| Amortization | 680 | 702 | 874 | 593 | 566 | 588 | (114) | -16.2\% | 1,284 | 2,169 | 2,864 | 2,936 | 2,849 | 1,382 | 1,154 | (228) | -16.5\% |
| Discretionary Payouts | - | - |  |  |  |  | - |  | 3,429 | 5,420 | 1,436 | - |  | - | - | - |  |
| Gain on Disposal of Invts \& Claims | - | - | - |  | - | - | - | - | $(1,400)$ | - | - | $(4,261)$ | - | ${ }^{-}$ | - | - |  |
| Development Costs | 1,831 | 1,955 | 2,058 | 2,396 | 2,075 | 1,976 | 21 | 1.1\% | 4,157 | 4,770 | 4,443 | 4,137 | 8,240 | 3,786 | 4,051 | 265 | 7.0\% |
| Restructuring and Other Costs | 362 | (47) |  |  |  |  | 47 | +100\% | 1,534 | 1,906 | 22,403 | 8,259 | 315 | 315 | - | (315) | -100\% |
| Income (Loss) Before Income Taxes | (415) | 11,298 | 11,573 | 24,187 | 6,661 | 4,385 | $(6,913)$ | -61.2\% | 44,634 | 1,036 | $(26,415)$ | $(3,262)$ | 46,643 | 10,883 | 11,046 | 163 | 1.5\% |
| Compensation exp. as \% of revenue | 62.8\% | 58.6\% | 64.7\% | 61.0\% | 59.7\% | 60.4\% | 1.8\% | 3.1\% | 61.2\% | 60.3\% | 62.8\% | 62.5\% | 61.8\% | 60.3\% | 60.0\% | -0.3\% | -0.5\% |
| Non-compensation exp. as \% of revenue | 31.8\% | 21.4\% | 18.9\% | 15.2\% | 25.9\% | 28.1\% | 6.7\% | 31.3\% | 19.1\% | 32.0\% | 33.9\% | 32.9\% | 20.0\% | 25.5\% | 26.9\% | 1.4\% | 5.5\% |
| Operating expenses as \% of revenue | 94.6\% | 80.0\% | 83.6\% | 76.2\% | 85.6\% | 88.5\% | 8.5\% | 10.6\% | 80.3\% | 92.3\% | 96.7\% | 95.4\% | 81.8\% | 85.8\% | 86.9\% | 1.1\% | 1.3\% |
| Pre-tax profit margin | -0.9\% | 16.3\% | 13.1\% | 21.2\% | 10.4\% | 7.3\% | -9.0\% | -55.3\% | 16.4\% | 0.5\% | -18.2\% | -1.9\% | 14.7\% | 9.5\% | 8.9\% | -0.6\% | -6.1\% |
| Number of employees | 1,109 | 1,093 | 1,111 | 1,150 | 1,183 | 1,190 | 97 | 8.9\% | 860 | 1,097 | 1,069 | 1,102 | 1,150 | 1,093 | 1,190 | 97 | 8.9\% |

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

## UK <br> UK

## Condensed Statement of Operations

```
(Unaudited, for the period ended
(in thousands of dollars) (1)
Revenue
Private Client Services
Global Capital Markets Other
```


## Expenses

Incentive Compensation National Health Insurance Tax Total Incentive Compensation
Salaries and Benefits
Trading Costs
Premises and Equipmen
Communication and Technology nterest
General and Administrative

## Operating Income Before Other Items

Amortization
Discretionary Payouts
Gain on Disposal of Invts \& Claims
Development Costs
Restructuring and Other Costs

## Income (Loss) Before Income Taxes

 Non-compensation exp. as \% of revenue Operating expenses as \% of revenue Pre-tax profit margin

Number of employees

| Q1/04 | Q2/04 | Q3/04 | Q4/04 | Q1/05 | Q2/05 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| - | - | - | - |  |  |
| 5,754 | 11,943 | 30,338 | 36,454 | 16,349 | 25,324 |
|  |  |  |  |  |  |
| 5,754 | 11,943 | 30,338 | 36,454 | 16,349 | 25,324 |
| 2,338 | 5,751 | 19,449 | 23,773 | 6,136 | 13,850 |
| 119 | 308 | 1,065 | 1,173 | 383 | 821 |
| 2,457 | 6,059 | 20,514 | 24,946 | 6,519 | 14,671 |
| 1,433 | 1,260 | 1,478 | 1,687 | 1,857 | 2,054 |
| 233 | 247 | 280 | 357 | 291 | 276 |
| 585 | 691 | 624 | 673 | 573 | 558 |
| 219 | 178 | 206 | 234 | 254 | 268 |
| 21 | 19 | (11) | 6 | - | 1 |
| 593 | 863 | 637 | 1,370 | 919 | 1,461 |
| 5,541 | 9,317 | 23,728 | 29,273 | 10,413 | 19,289 |
| 213 | 2,626 | 6,610 | 7,181 | 5,936 | 6,035 |
| 232 | 173 | 153 | 158 | 126 | 151 |
| - | - | - | - | - |  |
| - | - | - | - | - |  |
| - | - | - | - | - |  |
| (19) | 2,453 | 6,457 | 7,023 | 5,810 | 5,884 |
| 67.6\% | 61.3\% | 72.5\% | 73.1\% | 51.2\% | 66.0\% |
| 28.7\% | 16.7\% | 5.7\% | 7.2\% | 12.5\% | 10.1\% |
| 96.3\% | 78.0\% | 78.2\% | 80.3\% | 63.7\% | 76.1\% |
| -0.3\% | 20.5\% | 21.3\% | 19.3\% | 35.5\% | 23.2\% |
| 50 | 52 | 53 | 53 | 55 | 67 |


| $\begin{gathered} \hline \text { Q2/05 vs. Q2/04 } \\ \text { Increase (decrease) } \\ \hline \end{gathered}$ |  | FY00 | FY01 | FY02 | FY03 | FY04 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 13,381 | +100\% | 22,624 | 18,914 | 25,270 | 28,464 | 84,489 |
| - |  |  |  |  | - |  |
| 13,381 | +100\% | 22,624 | 18,914 | 25,270 | 28,464 | 84,489 |
| 8,099 | +100\% | 11,495 | 8,970 | 12,929 | 13,877 | 51,311 |
| 513 | +100\% | 609 | 484 | 630 | 720 | 2,665 |
| 8,612 | +100\% | 12,104 | 9,454 | 13,559 | 14,597 | 53,976 |
| 794 | 63.0\% | 3,570 | 5,165 | 5,837 | 6,899 | 5,858 |
| 29 | 11.7\% | 173 | 509 | 882 | 1,110 | 1,117 |
| (133) | -19.2\% | 1,401 | 2,385 | 2,531 | 2,974 | 2,573 |
| 90 | 50.6\% | 790 | 735 | 810 | 1,034 | 837 |
| (18) | -94.7\% |  | 619 | 295 | 332 | 35 |
| 598 | 69.3\% | 1,628 | 2,006 | 2,407 | 2,586 | 3,463 |
| 9,972 | +100\% | 19,666 | 20,873 | 26,321 | 29,532 | 67,859 |
| 3,409 | +100\% | 2,958 | $(1,959)$ | $(1,051)$ | $(1,068)$ | 16,630 |
| (22) | -12.7\% | 296 | 625 | 1,118 | 962 | 716 |
| - |  | - | $\begin{array}{r} 500 \\ (4,465) \end{array}$ | 161 | - |  |
| - |  | - | - | - | - 246 |  |
| 3,431 | +100\% | 2,662 | 1,381 | $(2,680)$ | $(2,276)$ | 15,914 |
| 4.7\% | 7.7\% | 69.3\% | 77.3\% | 76.8\% | 75.5\% | 70.8\% |
| -6.6\% | -39.5\% | 17.6\% | 33.1\% | 27.4\% | 28.2\% | 9.5\% |
| -1.9\% | -2.4\% | 86.9\% | 110.4\% | 104.2\% | 103.7\% | 80.3\% |
| 2.7\% | 13.1\% | 11.8\% | 7.3\% | -10.6\% | -8.0\% | 18.8\% |
| 15 | 28.8\% | 43 | 45 | 48 | 50 | 53 |


| 6 Months Ended |  |  |  |
| :---: | :---: | :---: | :---: |
| Q2/04 | Q2/05 | Increase (decrease) |  |
| - | - | - | - |
| 17,697 | 41,673 | 23,976 | +100\% |
| 17,697 | 41,673 | 23,976 | +100\% |
| 8,089 | 19,986 | 11,897 | +100\% |
| 427 | 1,204 | 777 | +100\% |
| 8,516 | 21,190 | 12,674 | +100\% |
| 2,693 | 3,911 | 1,218 | 45.2\% |
| 480 | 567 | 87 | 18.1\% |
| 1,276 | 1,131 | (145) | -11.4\% |
| 397 | 522 | 125 | 31.5\% |
| 40 | 1 | (39) | -97.5\% |
| 1,456 | 2,380 | 924 | 63.5\% |
| 14,858 | 29,702 | 14,844 | 99.9\% |
| 2,839 | 11,971 | 9,132 | +100\% |
| 405 | 277 | (128) | -31.6\% |
| - |  | - |  |
| - | - | - |  |
| - | - | - |  |
| 2,434 | 11,694 | 9,260 | +100\% |
| 63.3\% | 60.2\% | -3.1\% | -4.9\% |
| 20.6\% | 11.0\% | -9.6\% | -46.6\% |
| 83.9\% | 71.2\% | -12.7\% | -15.1\% |
| 13.8\% | 28.1\% | 14.3\% | +100\% |
| 52 | 67 | 15 | 28.8\% |

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

## 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
ncome taxes recoverable
Future income taxes
Equipment and leasehold improvements
Notes receivable
Deferred charges

## Total Assets

## Liabilities and Shareholders' Equity

Call loans
Securities sold short, at market
Accounts payable and accrued liabilities
ncome taxes payable
Future income taxes
Notes payable
Convertible debentures ${ }^{(1)}$
Subordinated debt ${ }^{(1)}$
Shareholders' equity ${ }^{(1)}$

## Total Liabilities and Shareholders' Equity

| Q1/04 | Q2104 | Q3/04 | Q4/04 | Q1/05 | Q2/05 | Q2/05 vs. Q2/04 <br> Increase (decrease) |  | FY00 | FY01 | FY02 | FY03 | FY04 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 122,765 | 90,306 | 110,001 | 91,966 | 34,008 | 158,560 | 68,254 | 75.6\% | 139,713 | 24,291 | 23,697 | 100,024 | 91,966 |
| 129,233 | 154,298 | 202,500 | 376,447 | 377,789 | 305,611 | 151,313 | 98.1\% | 60,433 | 94,057 | 89,608 | 136,073 | 376,447 |
| 563,245 | 761,732 | 754,766 | 997,621 | 1,052,409 | 1,011,210 | 249,478 | 32.8\% | 699,421 | 366,042 | 639,243 | 559,627 | 997,621 |
| 866 | - |  | - | - | 701 | 701 |  | - | 10,861 | 8,581 | 558 | - |
| 3,583 | 3,202 | 3,029 | - | 1,645 | 1,609 | $(1,593)$ | -49.8\% | - | - | 2,327 | 3,735 | - |
| 11,293 | 10,671 | 10,719 | 12,373 | 12,182 | 12,373 | 1,702 | 15.9\% | 8,414 | 16,085 | 14,151 | 12,027 | 12,373 |
| 17,559 | 17,834 | 22,758 | 28,765 | 35,355 | 39,251 | 21,417 | +100\% |  |  | 5,614 | 17,393 | 28,765 |
| 1,192 | 1,091 | 940 | 1,194 | 752 | 632 | (459) | -42.1\% | 1,459 | 967 | - | 1,300 | 1,194 |
| 849,736 | 1,039,134 | 1,104,713 | 1,508,366 | 1,514,140 | 1,529,947 | 490,813 | 47.2\% | 909,440 | 512,303 | 783,221 | 830,737 | 1,508,366 |
| - | - | - | 2,541 | 40,745 | 677 | 677 | - | 33,063 | 45,072 | 1,924 | - | 2,541 |
| 62,029 | 57,816 | 113,189 | 281,723 | 270,228 | 190,796 | 132,980 | +100\% | 8,652 | 21,312 | 31,645 | 85,373 | 281,723 |
| 687,621 | 869,895 | 853,968 | 1,048,395 | 957,362 | 1,099,731 | 229,836 | 26.4\% | 756,659 | 358,736 | 662,724 | 644,043 | 1,048,395 |
| - | 3,780 | 10,305 | 16,905 | 2,742 | - | $(3,780)$ | -100\% | 18,839 |  | - |  | 16,905 |
|  | - |  | 973 |  | - | - |  | (73) | - | - |  | 973 |
| 17,559 | 17,834 | 22,758 | 28,765 | 35,355 | 39,251 | 21,417 | +100\% | 1,064 | 683 | 8,446 | 17,393 | 28,765 |
| 21,215 | 21,215 | 20,763 | 20,377 | - | - | $(21,215)$ | -100\% | - | - | 11,225 | 21,225 | 20,377 |
| 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | - | $(10,000)$ | -100\% | 27,617 | 20,000 | 17,000 | 10,000 | 10,000 |
| 51,312 | 58,594 | 73,730 | 98,687 | 197,708 | 199,492 | 140,898 | +100\% | 63,619 | 66,500 | 50,257 | 52,703 | 98,687 |
| 849,736 | 1,039,134 | 1,104,713 | 1,508,366 | 1,514,140 | 1,529,947 | 490,813 | 47.2\% | 909,440 | 512,303 | 783,221 | 830,737 | 1,508,366 |


 the balance sheet.

## Miscellaneous Operational Statistics

(Unaudited, for the period ended)

## Number of Employees in Canad

Number in Private Client Services Number in Global Capital Markets Number in Other
Total Canada

## Number of Employees in UK

 Number in Private Client Services Number in Global Capital Markets Number in OtherTotal UK

## Number of Employees Firm wide

Number of Investment Advisors Number of Licenced Professionals Number of PCS Clients

Assets Under Admin. (\$millions)
Assets Under Mgmt (\$millions)

## Number of Companies with Canaccord

 Capital Europe Ltd. as BrokerLondon Stock Exchange (LSE)
Alternative Investment Market (AIM) Total Broker

## Number of Companies with Canaccord

 Capital Europe Ltd. as Financial Advisors / Nomad ${ }^{\text {(1) }}$LSE
Total Financial Advisors / Nomad

| Q1/04 | Q2/04 | Q3/04 | Q4/04 | Q1/05 | Q2/05 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 638 | 626 | 635 | 652 | 668 | 670 |
| 185 | 186 | 187 | 189 | 194 | 189 |
| 286 | 281 | 289 | 309 | 321 | 331 |
| 1,109 | 1,093 | 1,111 | 1,150 | 1,183 | 1,190 |
| - | - | - | - | - | - |
| 38 | 41 | 43 | 43 | 44 | 52 |
| 12 | 11 | 10 | 10 | 11 | 15 |
| 50 | 52 | 53 | 53 | 55 | 67 |
| 1,159 | 1,145 | 1,164 | 1,203 | 1,238 | 1,257 |
| 420 | 410 | 408 | 409 | 426 | 420 |
| 677 | 672 | 686 | 675 | 689 | 692 |
| 130,081 | 130,837 | 133,961 | 138,142 | 140,553 | 138,684 |
| 5,577 | 6,232 | 7,049 | 8,292 | 8,244 | 8,678 |
| 130 | 135 | 205 | 237 | 274 | 301 |
| 5 | 5 | 5 | 5 | 6 | 7 |
| 18 | 22 | 28 | 31 | 35 | 37 |
| 23 | 27 | 33 | 36 | 41 | 44 |
| 3 | 3 | 3 | 3 | 3 | 4 |
| 11 | 15 | 21 | 24 | 28 | 32 |
| 14 | 18 | 24 | 27 | 31 | 36 |


| Q2/05 vs. Q2/04 <br> Increase (decrease) |  |
| :---: | :---: |
| 44 | 7.0\% |
| 3 | 1.6\% |
| 50 | 17.8\% |
| 97 | 8.9\% |
| - | - |
| 11 | 26.8\% |
| 4 | 36.4\% |
| 15 | 28.8\% |
| 112 | 9.8\% |
| 10 | 2.4\% |
| 20 | 3.0\% |
| 7,847 | 6.0\% |
| 2,446 | 39.2\% |
| 166 | +100\% |
| 2 | 40.0\% |
| 15 | 68.2\% |
| 17 | 63.0\% |
| 1 | 33.3\% |
| 17 | +100\% |
| 18 | +100\% |


| FY04 | 6 Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Q2/04 | Q2/05 | Increase | crease) |
| 652 | 626 | 670 | 44 | 7.0\% |
| 189 | 186 | 189 | 3 | 1.6\% |
| 309 | 281 | 331 | 50 | 17.8\% |
| 1,150 | 1,093 | 1,190 | 97 | 8.9\% |
| - | - | - | - |  |
| 43 | 41 | 52 | 11 | 26.8\% |
| 10 | 11 | 15 | 4 | 36.4\% |
| 53 | 52 | 67 | 15 | 28.8\% |
| 1,203 | 1,145 | 1,257 | 112 | 9.8\% |
| 409 | 410 | 420 | 10 | 2.4\% |
| 675 | 672 | 692 | 20 | 3.0\% |
| 38,142 | 130,837 | 138,684 | 7,847 | 6.0\% |
| 8,292 | 6,232 | 8,678 | 2,446 | 39.2\% |
| 237 | 135 | 301 | 166 | +100\% |


| 5 | 7 | 2 | $40.0 \%$ |
| ---: | ---: | ---: | ---: |
| 22 | 37 | 15 | $68.2 \%$ |
| 27 | 44 | 17 | $63.0 \%$ |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
| 3 | 4 | 1 | $33.3 \%$ |
| 15 | 32 | 17 | $+100 \%$ |
| 18 | 36 | 18 | $+100 \%$ |

 other duties, for warranting that a company is appropriate for joining AIM. The nomad is similar to an financial advisor on the LSE, but is specific for the AIM market.

## Equity Offerings Over \$1.5 million

| July 1st - Sept 30th 2004 |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | ---: | ---: |
|  | Participation <br> in \# of Deals | Rank <br> \# of Deals | \# of Deals <br> Lead | Market <br> Share | Rank | Gross <br> Proceeds <br> (\$000's) | Total <br> Proceeds <br> (\$000's) |
| Manager | $\mathbf{6 4}$ | $\mathbf{1}$ | $\mathbf{1 5}$ | $\mathbf{9 . 8 \%}$ | $\mathbf{1}$ | $\mathbf{1 0 0 , 6 1 5}$ | $\mathbf{7 , 3 6 0 , 3 6 0}$ |
| Canaccord Capital | 48 | 2 | 8 | $5.2 \%$ | 7 | 827,753 | $8,533,907$ |
| BMO Nesbitt | 48 | 3 | 6 | $3.9 \%$ | 9 | 550,098 | $8,429,935$ |
| National Bank | 47 | 4 | 11 | $7.2 \%$ | 3 | $4,100,252$ | $8,025,236$ |
| CIBC World Markets | 41 | 5 | 8 | $5.2 \%$ | 8 | 468,961 | $8,409,040$ |
| RBC Dominion | 39 | 6 | 14 | $9.2 \%$ | 2 | $1,604,666$ | $8,161,158$ |
| Scotia Capital Markets | 34 | 7 | 11 | $7.2 \%$ | 4 | 77,238 | $4,893,478$ |
| Dundee Securities | 33 | 8 | 9 | $5.9 \%$ | 5 | 338,550 | $4,901,055$ |
| GMP | 31 | 9 | 5 | $3.3 \%$ | 12 | 45,452 | $5,213,086$ |
| First Energy | 28 | 10 | 9 | $5.9 \%$ | 6 | 35,829 | $4,858,161$ |
| First Associates |  |  | 57 | $37.3 \%$ |  | $1,992,938$ |  |
| Others |  |  | $\mathbf{1 5 3}$ | $\mathbf{1 0 0 \%}$ |  | $\mathbf{1 0 , 1 4 2 , 3 5 2}$ |  |
|  |  |  |  |  |  |  |  |


| April 1st - Sept 30th 2004 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Manager | Participation in \# of Deals | $\begin{gathered} \text { Rank } \\ \text { \# of Deals } \end{gathered}$ | \# of Deals <br> Lead | Market Share | Rank | Gross Proceeds (\$000's) | Total Proceeds (\$000's) |
| Canaccord Capital | 164 | 1 | 37 | 8.8\% | 2 | 265,752 | 12,361,801 |
| National Bank | 128 | 2 | 16 | 3.8\% | 8 | 1,295,633 | 16,641,327 |
| CIBC World Markets | 128 | 3 | 42 | 10.0\% | 1 | 7,264,833 | 16,521,848 |
| BMO Nesbitt | 127 | 4 | 20 | 4.8\% | 7 | 1,980,673 | 16,545,329 |
| RBC Dominion | 120 | 5 | 34 | 8.1\% | 3 | 3,167,831 | 16,735,414 |
| Scotia Capital Markets | 118 | 6 | 26 | 6.2\% | 5 | 2,347,116 | 16,559,513 |
| TD Securities | 117 | 7 | 10 | 2.4\% | 12 | 1,551,212 | 15,777,357 |
| Dundee Securities | 95 | 8 | 21 | 5.0\% | 6 | 340,479 | 8,603,581 |
| GMP | 90 | 9 | 32 | 7.6\% | 4 | 800,238 | 6,964,161 |
| First Associates | 76 | 10 | 16 | 3.8\% | 9 | 99,466 | 7,275,223 |
| Others | 127 |  | 165 | 39.4\% |  | 2,874,026 |  |
|  |  |  | 419 | 100\% |  | 21,987,259 |  |


| July 1st - Sept 30th 2003 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Manager | Participation in \# of Deals | $\begin{gathered} \text { Rank } \\ \text { \# of Deals } \end{gathered}$ | \# of Deals Lead | Market Share | Rank |  | Total Proceeds (\$000's) |
| Canaccord Capital | 86 | 1 | 25 | 10.4\% | 1 | 322,794 | 5,909,850 |
| BMO Nesbitt | 75 | 2 | 16 | 6.7\% | 4 | 927,822 | 7,815,804 |
| CIBC World Markets | 68 | 3 | 22 | 9.2\% | 2 | 3,448,394 | 7,763,146 |
| National Bank | 60 | 4 | 6 | 2.5\% | 10 | 604,815 | 6,972,434 |
| TD Securities | 57 | 5 | 8 | 3.3\% | 9 | 515,552 | 7,097,373 |
| Scotia Capital Markets | 55 | 6 | 15 | 6.3\% | 5 | 1,293,458 | 7,401,056 |
| RBC Dominion | 52 | 7 | 14 | 5.8\% | 6 | 1,516,520 | 6,861,753 |
| Raymond James | 45 | 8 | 6 | 2.5\% | 11 | 86,968 | 4,467,642 |
| GMP | 43 | 9 | 18 | 7.5\% | 3 | 304,968 | 1,479,293 |
| First Associates | 31 | 10 | 5 | 2.1\% | 16 | 20,764 | 2,144,490 |
| Others | 377 |  | 105 | 43.8\% |  | 2,810,662 |  |
|  |  |  | 240 | 100\% |  | 11,852,717 |  |


| April 1st - Sept 30th 2003 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Manager | Participation in \# of Deals | $\begin{gathered} \text { Rank } \\ \text { \# of Deals } \end{gathered}$ | \# of Deals Lead | Market Share | Rank | Gross Proceeds (\$000's) | Total Proceeds (\$000's) |
| BMO Nesbitt | 117 | 1 | 23 | 5.7\% | 5 | 1,750,897 | 13,812,235 |
| Canaccord Capital | 116 | 2 | 30 | 7.4\% | 2 | 358,777 | 8,575,407 |
| CIBC World Markets | 114 | 3 | 39 | 9.7\% | 1 | 7,007,733 | 14,814,071 |
| National Bank | 106 | 4 | 10 | 2.5\% | 12 | 786,491 | 12,905,581 |
| TD Securities | 103 | 5 | 13 | 3.2\% | 10 | 1,250,727 | 14,128,673 |
| Scotia Capital Markets | 95 | 6 | 25 | 6.2\% | 4 | 2,368,786 | 14,672,507 |
| RBC Dominion | 84 | 7 | 21 | 5.2\% | 6 | 2,879,881 | 13,317,282 |
| Dundee Securities | 73 | 8 | 16 | 4.0\% | 7 | 180,370 | 5,659,936 |
| GMP | 65 | 9 | 29 | 7.2\% | 3 | 491,765 | 2,314,796 |
| First Associates | 50 | 10 | 11 | 2.7\% | 11 | 35,283 | 3,084,149 |
| Others | 502 |  | 186 | 46.2\% |  | 3,839,174 |  |
|  |  |  | 403 | 100\% |  | 20,949,884 |  |

## Source: Financial Post Data Group

