# CANACCORDFinancial 

## Canaccord Financial Inc.

## Supplementary Financial Information

First Quarter Fiscal 2012
For the period ended June 30, 2011
(Unaudited and in Canadian dollars)

Investor Relations Department
For further information, contact:

## CANACCORD Financial

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## Advisory note:

This document is not audited and should be read in conjunction with the First Quarter Fiscal 2012 Quarterly Report to Shareholders (unaudited) dated August 3, 2011, and the Annual Report dated May 17, 2011. Canaccord's fiscal year end is defined as March 31st of each year. Canaccord's first quarter fiscal 2012 ended June 30 , 2011 is also referred to as Q1/12 in the following disclosure.

## International Financial Reporting Standards:

As required by the Canadian Accounting Standards Board (AcSB), the Company adopted International Financial Reporting Standards (IFRS) effective April 1, 2011. Beginning the quarter ended June 30, 2011, all financial information provided are in accordance with International Financial Reporting Standards except for non-IFRS measures. Comparative financial information for the four quarters of fiscal 2011 has been restated and presented in accordance with IFRS. All financial information provided prior to Q1/11 is in accordance with Canadian Generally Accepted Accounting Principles (CGAAP).

## Non-IFRS and Non-GAAP measures:

Certain non-IFRS and non-GAAP measures are utilized by the Company as measures of financial performance. Non-IFRS and non-GAAP measures do not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. Non-IFRS and non-GAAP measures included are: net income after intersegment allocated costs, supplementary information excluding significant and acquisition-related items, return on average common equity (ROE), book value per diluted common share, 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, price to earnings multiple (P/E), price to book ratio (P/B), and CWM fee-related revenue.

## Currency:

Unless otherwise specified, all currencies are in thousands of Canadian dollars.

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

## Financial results

Revenue
Expenses
Expenses
Income taxes (recovery)
Net income (loss)
alance sheet information
Total assets
Total liabilities
Total shareholders' equity
Client assets
Assets under mgmt. (\$ millions) ${ }^{(2)}$
Assets under admin. (\$ millions)
Common sha
Per share ( $\$$ )
Per share ( $\$$ )
Basic earnings (loss)
Basic earnings (loss)
Diluted earnings (loss)
Book value per diluted share ${ }^{(3)}$ (4)
Share price (\$)

| hare price |
| :--- |
| High |
| Low |

Close
Shares outstanding (thousands)
Issued shares excluding unvested shares ${ }^{(5)}$ Issued and outstanding ${ }^{(6)}$
Diluted shares ${ }^{\text {(7) }}$
Average outstanding - basic
Market capitalization (thousands) (4)
Preferred share information (thousands) Shares issued and outstanding (number)
Financial measures
Dividends per common share
Common dividend yield (closing share price) ${ }^{(9)}$
Common dividend payout ratio
otal shareholder return
Price to earnings multiple ${ }^{(12)}$
Price to book ratio ${ }^{(13)}$

| Q1/12 vs. Q1/11 increase (decrease) |  | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4110 | Q3/10 | Q2110 | Q1/10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | IFRS | IFRS | IFRS | IFRS | IFRS | CGAAP | CGAAP | CGAAP | CGAAP |
| 7,866 | 5.2\% | 159,783 | 247,595 | 254,834 | 149,285 | 151,917 | 143,133 | 173,197 | 123,744 | 137,463 |
| (252) | (0.2)\% | 144,034 | 189,279 | 192,918 | 134,676 | 144,286 | 137,658 | 150,887 | 115,883 | 121,468 |
| 95 | 3.9\% | 2,554 | 16,993 | 18,919 | 4,358 | 2,459 | $(2,051)$ | 7,197 | 1,115 | 6,883 |
| 8,023 | 155.1\% | 13,195 | 41,323 | 42,997 | 10,251 | 5,172 | 7,526 | 15,113 | 6,746 | 9,112 |
| 467,201 | 11.8\% | 4,429,105 | 5,097,500 | 4,555,884 | 5,261,916 | 3,961,904 | 3,123,848 | 2,583,857 | 3,407,005 | 2,184,790 |
| 289,956 | 8.8\% | 3,580,864 | 4,340,608 | 3,831,158 | 4,581,386 | 3,290,908 | 2,722,103 | 2,183,190 | 3,018,780 | 1,799,394 |
| 177,245 | 26.4\% | 848,241 | 756,892 | 724,726 | 680,530 | 670,996 | 401,745 | 400,667 | 388,225 | 385,396 |
| 144 | 33.4\% | 575 | 546 | 514 | 473 | 431 | 445 | 423 | 453 | 443 |
| 3,105 | 24.7\% | 15,676 | 16,985 | 16,006 | 13,895 | 12,571 | 12,922 | 12,210 | 11,386 | 10,341 |
| 0.09 | 112.5\% | 0.17 | 0.55 | 0.57 | 0.14 | 0.08 | 0.15 | 0.31 | 0.14 | 0.19 |
| 0.09 | 128.6\% | 0.16 | 0.49 | 0.51 | 0.12 | 0.07 | 0.14 | 0.27 | 0.12 | 0.16 |
| 0.85 | 10.8\% | 8.71 | 8.79 | 8.43 | 8.05 | 7.86 | 6.96 | 7.00 | 6.78 | 6.73 |
| 3.83 | 33.4\% | 15.31 | 16.41 | 14.42 | 10.89 | 11.48 | 11.34 | 11.87 | 10.71 | 8.41 |
| 3.70 | 46.5\% | 11.65 | 13.03 | 10.09 | 8.77 | 7.95 | 8.27 | 9.50 | 6.70 | 5.30 |
| 2.97 | 31.6\% | 12.36 | 14.00 | 14.16 | 10.37 | 9.39 | 11.10 | 10.37 | 10.20 | 6.95 |
| 635 | 0.8\% | 75,597 | 75,404 | 75,055 | 74,552 | 74,961 | 48,868 | 48,106 | 48,681 | 49,118 |
| 790 | 1.0\% | 83,097 | 82,810 | 82,626 | 82,553 | 82,308 | 55,571 | 55,405 | 55,359 | 55,234 |
| 879 | 1.0\% | 86,236 | 86,080 | 85,938 | 84,565 | 85,357 | 57,814 | 57,267 | 57,226 | 57,245 |
| 7,156 | 10.5\% | 75,087 | 75,194 | 74,947 | 74,235 | 67,931 | 48,697 | 48,147 | 48,536 | 48,165 |
| 8,065 | 10.6\% | 84,283 | 84,571 | 83,643 | 82,976 | 76,217 | 56,052 | 56,274 | 55,590 | 55,331 |
| 264,374 | 33.0\% | 1,065,877 | 1,205,121 | 1,216,882 | 876,939 | 801,503 | 641,735 | 593,859 | 583,705 | 397,853 |
| 4,000 | n/a | 4,000 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 0.05 | 100.0\% | 0.10 | 0.10 | 0.075 | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 |  |
| 1.1 p.p. |  | 3.2\% | 2.9\% | 2.1\% | 1.9\% | 2.1\% | 1.8\% | 1.9\% | 2.0\% |  |
| (16.6) p.p. |  | 63.0\% | 20.0\% | 14.4\% | 40.3\% | 79.6\% | 38.4\% | 18.9\% | 42.4\% |  |
| 4.0 p.p. |  | (11.0)\% | (0.4)\% | 37.3\% | 11.0\% | (15.0)\% | 7.5\% | 1.7\% | 46.8\% | 28.7\% |
| 3.1 p.p. |  | 7.0\% | 22.6\% | 24.3\% | 6.0\% | 3.9\% | 7.6\% | 15.2\% | 6.9\% | 9.7\% |
| (6.0) | (38.3)\% | 9.7 | 11.8 | 16.9 | 17.3 | 15.7 | 16.1 | 16.7 | (11.1) | (6.0) |
| 0.2 | 18.8\% | 1.4 | 1.6 | 1.7 | 1.3 | 1.2 | 1.6 | 1.5 | 1.5 | 1.0 |


| FY11 | FY10 | FY09 | FY08 | FY07 |
| :---: | :---: | :---: | :---: | :---: |
| IFRS | CGAAP | CGAAP | CGAAP | CGAAP |
| 803,631 | 577,537 | 477,721 | 731,539 | 756,914 |
| 661,159 | 525,896 | 524,920 | 680,008 | 618,717 |
| 42,729 | 13,144 | 452 | 20,197 | 44,741 |
| 99,743 | 38,497 | $(47,651)$ | 31,334 | 93,456 |
| 5,097,500 | 3,123,848 | 2,022,099 | 2,098,718 | 2,609,942 |
| 4,340,608 | 2,722,103 | 1,649,395 | 1,741,274 | 2,237,751 |
| 756,892 | 401,745 | 372,704 | 357,444 | 372,191 |
| 546 | 445 | 393 | 730 | 807 |
| 16,985 | 12,922 | 9,18 | 14,295 | ,014 |
| 1.37 | 0.79 | (0.97) | 0.70 | 2.03 |
| 1.22 | 0.69 | (0.97) | 0.64 | 1.94 |
| 8.79 | 6.96 | 6.51 | 7.21 | 7.74 |
| 16.41 | 11.87 | 11.75 | 25.92 | 27.50 |
| 7.95 | 5.30 | 2.87 | 8.60 | 15.80 |
| 14.00 | 11.10 | 5.40 | 9.80 | 22.12 |
| 75,404 | 48,868 | 49,343 | 43,873 | 45,973 |
| 82,810 | 55,571 | 55,093 | 47,835 | 47,832 |
| 85,655 | 57,767 | 57,251 | 49,556 | 48,084 |
| 72,990 | 48,698 | 48,929 | 44,778 | 45,969 |
| 81,717 | 55,662 | 54,189 | 48,727 | 48,081 |
| 1,199,170 | 640,259 | 309,155 | 485,649 | 1,063,625 |
| n/a | n/a | n/a | n/a | n/a |
| 0.275 | 0.15 | 0.125 | 0.50 | 0.36 |
| 2.0\% | 0.3\% | 2.3\% | 5.1\% | 1.6\% |
| 22.8\% | 22.4\% | (15.1)\% | 78.3\% | 18.5\% |
| 28.6\% | 108.3\% | (44.2)\% | (55.5)\% | 8.3\% |
| 14.2\% | 9.8\% | (12.4)\% | 7.9\% | 28.4\% |
| 11.8 | 16.1 | 5.7 | 15.8 | 11.4 |
| 1.6 | 1.6 | 0.8 | 1.4 | 2.9 |

Supplementary Information Excluding Significant and Acquisition-related Items (Non-IFRS and Non-GAAP) ${ }^{(16)(27)}$

| (Unaudited, for the period ended) (in thousands of dollars) ${ }^{(1)}$ | $\begin{aligned} & \hline \text { Q1/12 vs. Q1/11 } \\ & \text { Increase (decrease) } \end{aligned}$ |  | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4110 | Q3/10 | Q2110 | Q1/10 | FY11 | FY10 | FY09 | FY08 | FY07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 7,866 | 5.2\% | 159,783 | 247,595 | 254,834 | 149,285 | 151,917 | 143,133 | 173,197 | 123,744 | 137,463 | 803,631 | 577,537 | 477,721 | 731,539 | 756,914 |
| Expenses | 11,247 | 8.5\% | 143,104 | 188,349 | 190,238 | 132,849 | 131,857 | 132,658 | 150,887 | 115,883 | 121,468 | 643,293 | 520,896 | 473,687 | 609,011 | 618,717 |
| Income taxes (recovery) | $(3,315)$ | (56.5)\% | 2,554 | 16,993 | 18,992 | 4,358 | 5,869 | (597) | 7,197 | 1,115 | 6,883 | 46,212 | 14,598 | 5,451 | 43,182 | 44,741 |
| Net income (loss) | (66) | (0.5)\% | 14,125 | 42,253 | 45,604 | 12,078 | 14,191 | 11,072 | 15,113 | 6,746 | 9,112 | 114,126 | 42,043 | $(1,417)$ | 79,346 | 93,456 |
| Common share information |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Per share (\$) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic earnings (loss) | (0.02) | (9.5)\% | 0.19 | 0.56 | 0.61 | 0.16 | 0.21 | 0.22 | 0.31 | 0.14 | 0.19 | 1.56 | 0.86 | (0.03) | 1.77 | 2.03 |
| Diluted earnings (loss) | (0.02) | (10.5)\% | 0.17 | 0.50 | 0.55 | 0.15 | 0.19 | 0.21 | 0.27 | 0.12 | 0.16 | 1.40 | 0.76 | (0.03) | 1.63 | 1.94 |
| Financial measures |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common dividend payout ratio ${ }^{(3)}$ | 29.8 p.p. |  | 58.8\% | 19.6\% | 13.6\% | 34.2\% | 29.0\% | 38.4\% | 18.9\% |  |  | 19.9\% | 22.4\% | n.m. | 30.9\% | 18.5\% |
| Price to earnings multiple ${ }^{(12)}$ | (4.0) | (30.8)\% | 9.0 | 10.1 | 13.7 | 13.8 | 13.0 | 14.6 | 16.7 | (13.6) | (6.0) | 10.1 | 14.6 | 1.1 | 7.3 | 11.4 |

p.p.: percentage points

Note: Please find notes on Page 12.

## CANACCORLFinancial

## Canaccord Group of Companies

## Condensed consolidated statement of operations

| (Unaudited, for the period ended) (in thousands of dollars) ${ }^{(1)}$ | Q1/12 vs. Q1/11 <br> Increase (decrease) |  | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4110 | Q3/10 | Q2110 | Q1/10 | FY11 | FY10 | FY09 | FY08 | FY07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | IFRS | IFRS | IFRS | IFRS | IFRS | CGAAP | CGAAP | CGAAP | CGAAP | IFRS | CGAAP | CGAAP | CGAAP | CGAAP |
| Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commission | $(1,228)$ | (2.0)\% | 61,028 | 81,959 | 87,433 | 63,002 | 62,256 | 62,826 | 60,696 | 56,628 | 55,456 | 294,650 | 235,606 | 233,104 | 296,047 | 303,672 |
| Investment banking | 3,957 | 7.1\% | 59,858 | 103,646 | 116,716 | 51,236 | 55,901 | 54,191 | 82,089 | 32,366 | 46,590 | 327,499 | 215,237 | 117,916 | 295,787 | 319,240 |
| Advisory fees | 1,810 | 8.7\% | 22,531 | 25,702 | 25,276 | 13,215 | 20,721 | 8,323 | 6,328 | 15,254 | 9,296 | 84,914 | 39,200 | 51,453 | 41,087 | 31,033 |
| Principal trading | $(4,005)$ | (67.2)\% | 1,953 | 17,431 | 10,658 | 9,597 | 5,958 | 7,278 | 15,645 | 11,589 | 11,470 | 43,644 | 45,982 | 18,319 | 7,443 | 31,638 |
| Interest | 4,713 | 149.9\% | 7,857 | 7,707 | 7,753 | 5,436 | 3,144 | 3,269 | 3,099 | 3,121 | 3,476 | 24,040 | 12,965 | 38,287 | 63,168 | 57,908 |
| Other | 2,619 | 66.5\% | 6,556 | 11,150 | 6,998 | 6,799 | 3,937 | 7,246 | 5,340 | 4,786 | 11,175 | 28,884 | 28,547 | 18,642 | 28,007 | 13,423 |
|  | 7,866 | 5.2\% | 159,783 | 247,595 | 254,834 | 149,285 | 151,917 | 143,133 | 173,197 | 123,744 | 137,463 | 803,631 | 577,537 | 477,721 | 731,539 | 756,914 |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Incentive compensation ${ }^{(14)}$ | 5,129 | 7.1\% | 77,614 | 119,383 | 126,640 | 70,538 | 72,485 | 72,783 | 93,872 | 63,966 | 68,463 | 389,046 | 299,084 | 222,006 | 347,079 | 382,897 |
| Salaries and benefits | 1,301 | 8.2\% | 17,117 | 17,543 | 14,739 | 16,322 | 15,816 | 16,685 | 14,945 | 13,983 | 13,802 | 64,420 | 59,415 | 56,771 | 54,294 | 47,608 |
| Trading costs | 1,260 | 16.4\% | 8,965 | 8,624 | 7,937 | 7,241 | 7,705 | 7,418 | 7,140 | 7,002 | 7,324 | 31,507 | 28,884 | 26,311 | 27,090 | 27,452 |
| Premises and equipment | 794 | 13.2\% | 6,832 | 7,403 | 7,077 | 6,640 | 6,038 | 6,188 | 6,228 | 6,104 | 5,882 | 27,158 | 24,402 | 24,695 | 22,745 | 25,173 |
| Communication and technology | 120 | 1.9\% | 6,389 | 6,307 | 6,111 | 6,779 | 6,269 | 5,296 | 5,838 | 5,245 | 5,489 | 25,466 | 21,868 | 25,228 | 23,228 | 21,472 |
| Interest | 1,792 | 290.9\% | 2,408 | 2,485 | 3,037 | 1,673 | 616 | 613 | 631 | 492 | 845 | 7,811 | 2,581 | 11,220 | 24,527 | 20,538 |
| General and administrative | 483 | 3.1\% | 16,274 | 19,052 | 17,049 | 15,990 | 15,791 | 14,958 | 13,609 | 11,698 | 11,888 | 67,882 | 52,153 | 69,689 | 69,463 | 64,182 |
| Amortization | (379) | (11.5)\% | 2,905 | 2,966 | 2,786 | 3,706 | 3,284 | 1,878 | 1,904 | 1,906 | 1,921 | 12,742 | 7,609 | 8,994 | 8,536 | 8,151 |
| Development costs | 238 | 4.5\% | 5,530 | 5,516 | 5,792 | 5,787 | 5,292 | 6,839 | 6,720 | 5,487 | 5,854 | 22,387 | 24,900 | 28,773 | 32,049 | 21,244 |
| Acquisition-related costs | $(10,990)$ | (100.0)\% |  |  | 1,750 |  | 10,990 | 5,000 |  |  |  | 12,740 | 5,000 |  |  |  |
| ABCP fair value adjustment |  |  |  |  |  |  |  |  |  |  |  |  |  | 6,700 | 12,797 |  |
| Canaccord relief program | - |  |  |  |  |  |  | - |  | - |  |  |  | 5,347 | 54,200 |  |
| Impairment of goodwill and intangibles | - |  |  | - |  |  |  |  |  |  |  |  |  | 31,524 |  |  |
| Restructuring costs | - |  |  |  |  |  |  |  |  |  |  |  |  | 7,662 | 4,000 |  |
|  | (252) | (0.2)\% | 144,034 | 189,279 | 192,918 | 134,676 | 144,286 | 137,658 | 150,887 | 115,883 | 121,468 | 661,159 | 525,896 | 524,920 | 680,008 | 618,717 |
| Income (loss) before income taxes | 8,118 | 106.4\% | 15,749 | 58,316 | 61,916 | 14,609 | 7,631 | 5,475 | 22,310 | 7,861 | 15,995 | 142,472 | 51,641 | $(47,199)$ | 51,531 | 138,197 |
| Income taxes (recovery) | 95 | 3.9\% | 2,554 | 16,993 | 18,919 | 4,358 | 2,459 | $(2,051)$ | 7,197 | 1,115 | 6,883 | 42,729 | 13,144 | 452 | 20,197 | 44,741 |
| Net income (loss) | 8,023 | 155.1\% | 13,195 | 41,323 | 42,997 | 10,251 | 5,172 | 7,526 | 15,113 | 6,746 | 9,112 | 99,743 | 38,497 | (47,651) | 31,334 | 93,456 |
| Incentive compensation as \% of revenue | 0.9 p.p. |  | 48.6\% | 48.2\% | 49.7\% | 47.3\% | 47.7\% | 50.8\% | 54.2\% | 51.7\% | 49.8\% | 48.7\% | 51.8\% | 46.5\% | 47.4\% | 50.6\% |
| Total compensation exp. as \% of revenue ${ }^{(15)}$ | 1.2 p.p. |  | 59.3\% | 55.3\% | 55.5\% | 58.2\% | 58.1\% | 62.5\% | 62.8\% | 63.0\% | 59.8\% | 56.7\% | 62.1\% | 58.4\% | 54.9\% | 56.9\% |
| Non-compensation exp. as \% of revenue | (6.0) p.p. |  | 30.9\% | 21.1\% | 20.2\% | 32.0\% | 36.9\% | 33.7\% | 24.3\% | 30.7\% | 28.5\% | 25.8\% | 29.0\% | 51.5\% | 38.1\% | 24.8\% |
| Total expenses as \% of revenue | (4.8) p.p. |  | 90.1\% | 76.4\% | 75.7\% | 90.2\% | 95.0\% | 96.2\% | 87.1\% | 93.7\% | 88.3\% | 82.5\% | 91.1\% | 109.9\% | 93.0\% | 81.7\% |
| Pre-tax profit margin | 4.8 p.p. |  | 9.9\% | 23.6\% | 24.3\% | 9.8\% | 5.0\% | 3.8\% | 12.9\% | 6.4\% | 11.6\% | 17.5\% | 8.9\% | (9.9)\% | 7.0\% | 18.3\% |
| Effective tax rate | (16.0) p.p. |  | 16.2\% | 29.1\% | 30.6\% | 29.8\% | 32.2\% | (37.5)\% | 32.3\% | 14.2\% | 43.0\% | 30.1\% | 25.5\% | (1.0)\% | 39.2\% | 32.4\% |
| Net profit margin | 4.9 p.p. |  | 8.3\% | 16.7\% | 16.9\% | 6.9\% | 3.4\% | 5.3\% | 8.7\% | 5.5\% | 6.6\% | 12.2\% | 6.7\% | (10.0)\% | 4.3\% | 12.3\% |
| Basic earnings (loss) per common share | 0.09 | 112.5\% | 0.17 | 0.55 | 0.57 | 0.14 | 0.08 | 0.15 | 0.31 | 0.14 | 0.19 | 1.37 | 0.79 | (0.97) | 0.70 | 2.03 |
| Diluted earnings (loss) per common share | 0.09 | 128.6\% | 0.16 | 0.49 | 0.51 | 0.12 | 0.07 | 0.14 | 0.27 | 0.12 | 0.16 | 1.22 | 0.69 | (0.97) | 0.64 | 1.94 |
| Book value per diluted common share | 0.85 | 10.8\% | 8.71 | 8.79 | 8.43 | 8.05 | 7.86 | 6.96 | 7.00 | 6.78 | 6.73 | 8.79 | 6.96 | 6.51 | 7.21 | 7.74 |

Supplementary Information Excluding Significant and Acquisition-related Items (Non-IFRS and Non-GAAP) ${ }^{(16)(27)}$

| (in thousands of dollars) | $\begin{gathered} \text { Q1/12 vs. Q1/11 } \\ \text { Increase (decrease) } \end{gathered}$ |  | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2110 | Q1/10 | FY11 | FY10 | FY09 | FY08 | FY07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 7,866 | 5.2\% | 159,783 | 247,595 | 254,834 | 149,285 | 151,917 | 143,133 | 173,197 | 123,744 | 137,463 | 803,631 | 577,537 | 477,721 | 731,539 | 756,914 |
| Total expenses | 11,247 | 8.5\% | 143,104 | 188,349 | 190,238 | 132,849 | 131,857 | 132,658 | 150,887 | 115,883 | 121,468 | 643,293 | 520,896 | 473,687 | 609,011 | 618,717 |
| Income before income taxes | $(3,381)$ | (16.9)\% | 16,679 | 59,246 | 64,596 | 16,436 | 20,060 | 10,475 | 22,310 | 7,861 | 15,995 | 160,338 | 56,641 | 4,034 | 122,528 | 138,197 |
| Net income (loss) | (66) | (0.5)\% | 14,125 | 42,253 | 45,604 | 12,078 | 14,191 | 11,072 | 15,113 | 6,746 | 9,112 | 114,126 | 42,043 | $(1,417)$ | 79,346 | 93,256 |
| Non-compensation exp. as \% of revenue | 1.6 p.p. |  | 30.3\% | 20.8\% | 19.2\% | 30.8\% | 28.7\% | 30.2\% | 24.3\% | 30.7\% | 28.5\% | 23.6\% | 28.1\% | 40.8\% | 28.4\% | 24.8\% |
| Total expenses as \% of revenue | 2.8 p.p. |  | 89.6\% | 76.1\% | 74.7\% | 89.0\% | 86.8\% | 92.7\% | 87.1\% | 93.6\% | 88.3\% | 80.3\% | 90.2\% | 99.2\% | 83.3\% | 81.7\% |
| Pre-tax profit margin | (2.8) p.p. |  | 10.4\% | 23.9\% | 25.3\% | 11.0\% | 13.2\% | 7.3\% | 12.9\% | 6.4\% | 11.6\% | 19.7\% | 9.8\% | 0.8\% | 16.7\% | 18.3\% |
| Net profit margin | (0.5) p.p. |  | 8.8\% | 17.1\% | 17.9\% | 8.1\% | 9.3\% | 7.7\% | 8.7\% | 5.5\% | 6.6\% | 14.0\% | 7.3\% | (0.3)\% | 10.8\% | 12.3\% |
| Basic earnings (loss) per common share | (0.02) | (9.5)\% | 0.19 | 0.56 | 0.61 | 0.16 | 0.21 | 0.22 | 0.31 | 0.14 | 0.19 | 1.56 | 0.86 | (0.03) | 1.77 | 2.03 |
| Diluted earnings (loss) per common share | (0.02) | (10.5)\% | 0.17 | 0.50 | 0.55 | 0.15 | 0.19 | 0.21 | 0.27 | 0.12 | 0.16 | 1.40 | 0.76 | (0.03) | 1.63 | 1.94 |

Note: Please find notes on Page 12

## CANACCORLFinancial

Canaccord Genuity
Condensed statement of operations

| (Unaudited, for the period ended) (in thousands of dollars) ${ }^{(1)}$ | Q1/12 vs Increase ( | Q1/11 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3110 | Q2110 | Q1/10 | FY11 | FY10 | FY09 | Y08 | FY07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue |  |  | IFRS | IFRS | IFRS | IFRS | IFRS | CGAAP | CGAAP | CGAAP | CGAAP | IFRS | CGAAP | CGAAP | CGAAP | CGAAP |
| Canada |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Capital Markets | 2,970 | 5.6\% | 56,027 | 88,632 | 109,404 | 49,909 | 53,057 | 32,806 | 58,040 | 27,314 | 30,054 | 301,002 | 148,214 | 95,485 | 176,655 | 187,562 |
| International Trading | 293 | 11.3\% | 2,893 | 4,664 | 4,484 | 2,614 | 2,600 | 2,655 | 3,235 | 2,854 | 2,817 | 14,362 | 11,561 | 14,604 | 19,722 | 24,177 |
| Registered Traders | (681) | (112.4)\% | (75) | 1,321 | 1,855 | 1,100 | 606 | 1,058 | 1,114 | 1,782 | 1,902 | 4,882 | 5,856 | 6,325 | 7,368 | 7,878 |
| Fixed Income | 1,232 | 68.8\% | 3,022 | 6,284 | 5,642 | 4,558 | 1,790 | 2,770 | 4,963 | 2,513 | 1,704 | 18,274 | 11,950 | 6,436 | 8,840 | 7,707 |
| Total Canada | 3,814 | 6.6\% | 61,867 | 100,901 | 121,385 | 58,181 | 58,053 | 39,289 | 67,352 | 34,463 | 36,477 | 338,520 | 177,581 | 122,850 | 212,585 | 227,324 |
| UK and Other Foreign Locations ${ }^{(12)}$ | $(6,795)$ | (41.7)\% | 9,498 | 35,158 | 23,755 | 18,699 | 16,293 | 24,827 | 26,754 | 14,417 | 22,350 | 93,905 | 88,348 | 79,707 | 128,269 | 145,749 |
| us | 206 | 0.8\% | 26,012 | 27,712 | 32,618 | 20,083 | 25,806 | 19,380 | 21,984 | 29,595 | 26,670 | 106,219 | 97,629 | 74,794 | 90,788 | 76,644 |
|  | $(2,775)$ | (2.8)\% | 97,377 | 163,771 | 177,758 | 96,963 | 100,152 | 83,496 | 116,090 | 78,475 | 85,497 | 538,644 | 363,558 | 277,351 | 431,642 | 449,717 |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Incentive compensation ${ }^{(14)}$ | (15) | (0.0)\% | 46,155 | 75,852 | 83,043 | 46,255 | 46,170 | 43,645 | 63,567 | 42,761 | 45,231 | 251,320 | 195,204 | 141,594 | 216,736 | 233,582 |
| Salaries and benefits | 1,190 | 29.6\% | 5,211 | 4,311 | 3,896 | 4,154 | 4,021 | 4,088 | 4,441 | 3,376 | 3,404 | 16,382 | 15,309 | 15,068 | 13,794 | 11,193 |
| Trading costs | 1,444 | 29.6\% | 6,329 | 5,831 | 5,595 | 5,128 | 4,885 | 4,483 | 4,661 | 4,275 | 4,870 | 21,439 | 18,289 | 18,863 | 18,029 | 16,982 |
| Premises and equipment | 507 | 19.5\% | 3,109 | 3,422 | 3,417 | 2,947 | 2,602 | 2,882 | 2,984 | 2,972 | 2,884 | 12,388 | 11,722 | 12,400 | 11,601 | 14,129 |
| Communication and technology | 90 | 2.3\% | 3,961 | 3,886 | 4,023 | 4,197 | 3,871 | 2,772 | 3,006 | 2,611 | 2,780 | 15,977 | 11,169 | 13,569 | 12,229 | 10,347 |
| Interest | 1,706 | 844.6\% | 1,908 | 1,968 | 2,549 | 1,249 | 202 | 232 | 290 | 66 | 160 | 5,968 | 748 | 1,372 | 2,407 | 2,717 |
| General and administrative | 359 | 4.0\% | 9,346 | 8,959 | 9,264 | 8,110 | 8,987 | 4,283 | 5,794 | 5,244 | 5,901 | 35,320 | 21,222 | 38,418 | 39,955 | 34,853 |
| Amortization | (546) | (23.3)\% | 1,802 | 1,773 | 1,829 | 2,788 | 2,348 | 846 | 903 | 926 | 958 | 8,738 | 3,633 | 4,433 | 3,878 | 3,921 |
| Development costs | 661 | 26.6\% | 3,150 | 2,605 | 2,930 | 2,786 | 2,489 | 3,105 | 2,464 | 1,787 | 2,944 | 10,810 | 10,300 | 15,268 | 20,208 | 10,723 |
| Acquisition-related costs | (10,990) | (100.0)\% |  |  | 1,750 |  | 10,990 | 5,000 |  |  |  | 12,740 | 5,000 |  |  |  |
| ABCP fair value adjustment |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 3,230 |  |
| Impairment of goodvill and intangibles |  |  |  |  |  |  |  |  |  |  |  |  |  | 31,524 |  |  |
| Restructuring costs |  |  |  |  |  |  |  |  |  |  |  |  |  | 5,971 | 1,000 |  |
|  | $(5,594)$ | (6.5)\% | 80,971 | 108,607 | 118,296 | 77,614 | 86,565 | 71,336 | 88,110 | 64,018 | 69,132 | 391,082 | 292,596 | 298,480 | 343,067 | 338,447 |
| income taxes | 2,819 | 20.7\% | 16,406 | 55,164 | 59,462 | 19,349 | 13,587 | 12,160 | 27,980 | 14,457 | 16,365 | 147,562 | 70,962 | (21,129) | 88,575 | 111,270 |
| Intersegment allocations | 325 | 12.0\% | 3,041 | 2,549 | 2,734 | 2,904 | 2,716 | 2,700 | 2,371 | 2,191 | 2,311 | 10,90 | 9,573 | n/a | n/a | n/a |
| Income before income taxes | 2,494 | 22.9\% | 13,365 | 52,615 | 56,728 | 16,445 | 10,871 | 9,460 | 25,609 | 12,266 | 14,054 | 136,659 | 61,389 | n/a | n/a | n/a |
| Incentive compensation as \% of revenue | 1.3 p.p. |  | 47.4\% | 46.3\% | 46.7\% | 47.7\% | 46.1\% | 52.3\% | 54.8\% | 54.5\% | 52.9\% | 47.1\% | 53.7\% | 51.1\% | 50.2\% | 51.9\% |
| Total compensation exp. as \% of revenue ${ }^{(15)(\text { (z) }}$ | 2.5 p.p. |  | 52.7\% | 48.9\% | 48.9\% | 52.0\% | 50.1\% | 57.2\% | 58.6\% | 58.8\% | 56.9\% | 50.1\% | 57.9\% | 56.5\% | 53.4\% | 54.4\% |
| Non-compensation exp. as \% of revenue | (6.0) p.p. |  | 30.4\% | 17.4\% | 17.6\% | 28.1\% | 36.3\% | 28.3\% | 17.3\% | 22.8\% | 24.0\% | 22.9\% | 22.6\% | 51.1\% | 26.1\% | 20.9\% |
| Total expenses as \% of revenue | (3.4) p.p. |  | 83.2\% | 66.3\% | 66.5\% | 80.0\% | 86.4\% | 85.4\% | 75.9\% | 81.6\% | 80.9\% | 73.0\% | 80.5\% | 107.6\% | 79.5\% | 75.3\% |
| Pre-tax and intersegment allocation profit margin | 3.3 p.p. |  | 16.8\% | 33.7\% | 33.5\% | 20.0\% | 13.6\% | 14.6\% | 24.1\% | 18.4\% | 19.1\% | 27.0\% | 19.5\% | (7.6)\% | 20.5\% | 24.7\% |
| Pre-tax profit margin | 2.9 p.p. |  | 13.7\% | 32.1\% | 31.9\% | 17.0\% | 10.9\% | 11.3\% | 22.1\% | 15.6\% | n/a | 24.9\% | n/a | n/a | n/a | n/a |
| Number of employees | 56 | 9.7\% | 636 | 627 | 592 | 597 | 580 | 505 | 503 | 482 | 474 | 627 | 505 | 474 | 541 | 502 |

Supplementary Information Excluding Significant and Acquisition-related Items (Non-IFRS and Non-GAAP) ${ }^{(16)(27)}$

| (in thousands of dollars) | $\begin{gathered} \text { Q1/12 vs } \\ \text { Increase (c } \end{gathered}$ | $\begin{aligned} & 1 / 111 \\ & \text { rease) } \end{aligned}$ | Q1/12 | Q4/11 | Q3/11 | Q2111 | Q1/11 | Q4110 | Q3110 | Q2110 | Q1/10 | FY11 | FY10 | FY09 | FY08 | FY07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | $(2,775)$ | (2.8)\% | 97,377 | 163,771 | 177,758 | 96,963 | 100,152 | 83,496 | 116,090 | 78,475 | 85,497 | 538,644 | 363,558 | 277,351 | 431,642 | 449,717 |
| Total expenses | 5,905 | 8.0\% | 80,041 | 107,677 | 115,616 | 75,787 | 74,136 | 66,336 | 88,110 | 64,018 | 69,132 | 373,216 | 287,596 | 260,985 | 338,837 | 338,447 |
| Income before intersegment allocations and income taxes |  |  | 17,336 | 56,094 | 62,142 | 21,176 | 26,016 | 17,160 | 27,980 | 4,457 | 16,365 | 165,428 | 75,962 | 16,366 | 92,805 | 111,270 |
| Non-compensation exp. as \% of revenue | 5.5 p.p. |  | 29.4\% | 16.8\% | 16.1\% | 26.2\% | 23.9\% | 22.3\% | 17.3\% | 22.8\% | 24.0\% | 19.6\% | 21.2\% | 37.6\% | 25.1\% | 20.9\% |
| Total expenses as \% of revenue |  |  | 82.2\% | $\begin{aligned} & 65.7 \% \\ & 34.3 \% \end{aligned}$ | 65.0\% | $\begin{aligned} & 78.2 \% \\ & 21.8 \% \end{aligned}$ | $\begin{aligned} & 74.0 \% \\ & 26.0 \% \end{aligned}$ | 79.4\%20.6\% | $\begin{aligned} & 75.9 \% \\ & 24.1 \% \end{aligned}$ | $\begin{aligned} & 81.6 \% \\ & 18.4 \% \end{aligned}$ | $\begin{aligned} & \text { 80.9\% } \\ & \text { 19.1\% } \end{aligned}$ | 69.7\% 30.3\% | 79.1\% | 94.1\% | 78.5\% | 75.3\% |
| Pre-tax and intersegment allocation profit margin | (8.2) p.p. |  | 17.8\% |  | 35.0\% |  |  |  |  |  |  |  | 20.9\% | 5.9\% | 21.5\% |  |
| Supplementary Revenue Breakdown |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | $\begin{aligned} & \begin{array}{l} \text { Q1/12 vs } \\ \text { Increase (d } \end{array} \\ & \hline \end{aligned}$ | ease) | Q1/12 | Q4111 | Q3/11 | Q211 | Q1/11 | Q4110 | Q3110 | Q2110 | Q110 | FY11 | FY10 | FY09 | FY08 | FY07 |
| Commission | $(4,330)$ | (15.9)\% | 22,923 | 34,956 | 41,491 | 30,122 | 27,253 | 24,606 | 26,648 | 26,258 | 25,700 | 133,822 | 103,212 | 105,295 | 125,363 | 125,810 |
| Investment banking | 1,990 | 4.3\% | 48,446 | 84,470 | 97,802 | 43,112 | 46,456 | 43,383 | 71,705 | 26,112 | 40,636 | 271,840 | 181,837 | 97,048 | 245,983 | 257,102 |
| Advisory fees | 1,880 | 9.1\% | 22,531 | 25,702 | 25,226 | 12,965 | 20,651 | 8,323 | 6,328 | 15,254 | 9,296 | 84,544 | 39,200 | 51,453 | 41,087 | 31,033 |
| Principal trading | $(4,254)$ | (72.7)\% | 1,596 | 16,713 | 10,128 | 9,273 | 5,850 | 6,575 | 11,377 | 10,681 | 8,992 | 41,964 | 37,625 | 17,034 | 7,233 | 26,646 |
| Interest | 1,823 | n.m. | 1,804 | 1,891 | 2,898 | 1,311 | (19) | 248 | 80 | 113 | 124 | 6,081 | 565 | 4,152 | 8,036 | 202 |
| Other | 116 | 297.4\% | 77 | 39 | 213 | 180 | (39) | 361 | (48) | 57 | 749 | 393 | 1,119 | 2,369 | 3,940 | (76) |
|  | (2,775) | (2.8)\% | 97,377 | 163,771 | 177,758 | 96,963 | 100,152 | 83,496 | 116,090 | 78,475 | 85,497 | 538,644 | 363,558 | 277,351 | 431,642 | 449,717 |
| Faciiltation losses ${ }^{(28)}$ | $(4,268)$ | (51.8)\% | $(12,509)$ | $(10,900)$ | $(2,762)$ | $(6,393)$ | $(8,241)$ | n/a | n/a | n/a | n/a | $(28,296)$ | n/a | n/a | n/a | n/a |

Note: Please find notes on Page 12.

## CANACCORDFinancial

Canaccord Wealth Management

| Condensed statement of operations |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Unaudited, for the period ended) (in thousands of dollars) ${ }^{(1)}$ | Q1/12 vs. Q1/11 <br> Increase (decrease) |  | Q1/12 | Q4/11 | Q3111 | Q2/11 | Q1/11 | Q4110 | Q3110 | Q2110 | Q1/10 | FY11 | FY10 | FY09 | FY08 | FY07 |
|  |  |  | IFRS | IFRS | IFRS | IFRS | IFRS | CGAAP | CGAAP | CGAAP | CGAAP | IFRS | CGAAP | CGAAP | CGAAP | CGAAP |
| Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada | 7,293 | 15.7\% | 53,600 | 71,218 | 67,044 | 43,529 | 46,307 | 54,086 | 50,900 | 39,596 | 39,676 | 228,098 | 184,258 | 169,628 | 245,711 | 268,590 |
| us | 283 | 31.4\% | 1,183 | 1,486 | 1,555 | 1,010 | 900 | 904 | 833 | 542 | 509 | 4,951 | 2,788 | 2,856 | 3,416 | 4,029 |
|  | 7,576 | 16.0\% | 54,783 | 72,704 | 68,599 | 44,539 | 47,207 | 54,990 | 51,733 | 40,138 | 40,185 | 233,049 | 187,046 | 172,484 | 249,127 | 272,619 |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Incentive compensation | 4,945 | 21.2\% | 28,226 | 35,521 | 35,901 | 21,561 | 23,281 | 26,203 | 24,376 | 19,368 | 18,643 | 116,264 | 88,590 | 74,383 | 115,640 | 126,668 |
| Salaries and benefits | 56 | 1.4\% | 3,938 | 5,565 | 3,601 | 4,817 | 3,882 | 5,573 | 4,015 | 4,360 | 4,246 | 17,865 | 18,194 | 14,820 | 15,514 | 13,626 |
| Trading costs | (41) | (1.8)\% | 2,183 | 2,253 | 2,017 | 1,577 | 2,224 | 2,320 | 1,910 | 2,120 | 2,156 | 8,071 | 8,506 | 7,008 | 8,582 | 10,157 |
| Premises and equipment | (96) | (4.9)\% | 1,852 | 2,030 | 1,993 | 2,068 | 1,948 | 2,016 | 2,074 | 2,075 | 1,951 | 8,039 | 8,116 | 6,788 | 6,375 | 6,153 |
| Communication and technology | (48) | (3.6)\% | 1,277 | 1,256 | 1,264 | 1,329 | 1,325 | 1,426 | 1,660 | 1,494 | 1,536 | 5,174 | 6,116 | 6,415 | 6,383 | 6,338 |
| Interest | 44 | 75.9\% | 102 | 90 | 97 | 63 | 58 | 44 | 51 | 104 | 243 | 308 | 442 | 7,803 | 19,924 | 17,751 |
| General and administrative | (411) | (11.0)\% | 3,319 | 4,728 | 4,268 | 4,186 | 3,730 | 6,030 | 4,108 | 2,461 | 3,886 | 16,912 | 16,485 | 17,242 | 12,611 | 13,678 |
| Amortization | 22 | 3.6\% | 641 | 632 | 596 | 575 | 619 | 649 | 637 | 618 | 602 | 2,422 | 2,506 | 1,938 | 1,833 | 1,648 |
| Development costs | (454) | (18.7)\% | 1,979 | 2,125 | 2,275 | 2,425 | 2,433 | 2,574 | 3,216 | 2,613 | 1,905 | 9,258 | 10,308 | 7,853 | 6,160 | 6,071 |
| Canaccord relief program |  |  |  |  | - | - |  |  |  |  |  |  |  | 5,347 | 54,200 |  |
| Restructuring costs |  |  |  |  |  |  |  |  |  |  |  |  |  | 180 | 700 |  |
|  | 4,017 | 10.2\% | 43,517 | 54,200 | 52,012 | 38,601 | 39,500 | 46,835 | 42,047 | 35,213 | 35,168 | 184,313 | 159,263 | 149,777 | 247,922 | 202,090 |
| Income before intersegment allocations and income taxes <br> Intersegment allocations | 3,559 | 46.2\% | 11,266 | 18,504 | 16,587 | 5,938 | 7,707 | 8,155 | 9,686 | 4,925 | 5,017 | 48,736 | 27,783 | 22,707 | 1,205 | 70,529 |
|  | (680) | (7.2)\% | 8,724 | 9,382 | 8,444 | 9,374 | 9,404 | 9,225 | 9,773 | 8,219 | 8,565 | 36,604 | 35,782 | n/a | n/a | n/a |
| Income (loss) before income taxes | 4,239 | 249.8\% | 2,542 | 9,122 | 8,143 | $(3,436)$ | $(1,697)$ | $(1,070)$ | (87) | $(3,294)$ | $(3,548)$ | 12,132 | $(7,999)$ | n/a | n/a | n/a |
| CWm fee-related revenue ${ }^{(18)}$ | 2.9 p.p. |  | 17.0\% | 12.1\% | 11.8\% | 15.2\% | 14.0\% | 11.4\% | 11.7\% | 15.2\% | 13.8\% | 13.0\% | 12.8\% | 16.9\% | 14.7\% | 11.9\% |
| Incentive compensation as \% of revenue | 2.2 p.p. |  | 51.5\% | 48.9\% | 52.3\% | 48.4\% | 49.3\% | 47.7\% | 47.1\% | 48.3\% | 46.4\% | 49.8\% | 47.4\% | 43.1\% | 46.4\% | 46.5\% |
| Total compensation exp. as \% of revenue ${ }^{(15)}$ | 1.2 p.p. |  | 58.7\% | 56.5\% | 57.6\% | 59.2\% | 57.5\% | 57.8\% | 54.9\% | 59.1\% | 57.0\% | 57.4\% | 57.1\% | 51.7\% | 52.6\% | 51.5\% |
| Non-compensation exp. as \% of revenue | (5.4) p.p. |  | 20.7\% | 18.0\% | 18.2\% | 27.4\% | 26.1\% | 27.4\% | 26.4\% | 28.6\% | 30.5\% | 21.5\% | 28.1\% | 35.1\% | 46.9\% | 22.6\% |
| Total expenses as \% of revenue | (4.2) p.p. |  | 79.4\% | 74.5\% | 75.8\% | 86.7\% | 83.7\% | 85.2\% | 81.3\% | 87.7\% | 87.5\% | 79.0\% | 85.1\% | 86.8\% | 99.5\% | 74.1\% |
| Pre-tax and intersegment allocation profit margin | 4.2 p.p. |  | 20.6\% | 25.5\% | 24.2\% | 13.3\% | 16.3\% | 14.8\% | 18.7\% | 12.3\% | 12.5\% | 21.0\% | 14.9\% | 13.2\% | 0.5\% | 25.9\% |
| Pre-tax profit margin | 8.2 p.p. |  | 4.6\% | 12.5\% | 11.9\% | (7.7)\% | (3.6)\% | (1.9)\% | (0.2)\% | (8.2)\% | n/a | 5.3\% | n/a | n/a | n/a | n/a |
| Assets under mgmt. (\$ millions) ${ }^{(2)}$ | 144 | 33.4\% | 575 | 546 | 514 | 473 | 431 | 445 | 423 | 453 | 443 | 546 | 445 | 393 | 730 | 807 |
| Assets under admin. (\$ millions) | 3,105 | 24.7\% | 15,676 | 16,985 | 16,006 | 13,895 | 12,571 | 12,922 | 12,210 | 11,386 | 10,341 | 16,985 | 12,922 | 9,184 | 14,295 | 15,014 |
| Number of employees | (23) | (3.3)\% | 666 | 684 | 671 | 665 | 689 | 680 | 707 | 698 | 688 | 684 | 680 | 700 | 762 | 728 |
| Number of Advisory Teams ${ }^{(19)}$ | (27) | (9.3)\% | 263 | 271 | 272 | 280 | 290 | 303 | 327 | 334 | 335 | 271 | 303 | 338 | 354 | 368 |

Supplementary Information Excluding Significant and Acquisition-related Items (Non-IFRS and Non-GAAP) ${ }^{(66)(27)}$

| (in thousands of dollars) | Q1/12 vs. Q1/11Increase (decrease) |  | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3110 | Q2110 | Q110 | FY11 | FY10 | FY09 | FY08 | FY07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 7,576 | 16.0\% | 54,783 | 72,704 | 68,599 | 44,539 | 47,207 | 54,990 | 51,733 | 40,138 | 40,185 | 233,049 | 187,046 | 172,484 | 249,127 | 272,619 |
| Total expenses | 4,017 | 10.2\% | 43,517 | 54,200 | 52,012 | 38,601 | 39,500 | 46,835 | 42,047 | 35,213 | 35,168 | 184,313 | 159,263 | 144,250 | 193,022 | 202,090 |
| Income (loss) before intersegment allocations and income taxes |  | 46.2\% | 11,266 | 18,504 | 16,587 | 5,938 | 7,707 | 8,155 | 9,686 | 4,925 | 5,017 | 48,736 | 27,783 | 28,234 | 56,105 | 70,529 |
| Non-compensation exp. as \% of revenue | (5.4) p.p. |  | 20.7\% | 18.0\% | 18.2\% | 27.4\% | 26.1\% | 27.4\% | 26.4\% | 28.6\% | 30.6\% | 21.5\% | 28.1\% | 31.9\% | 24.8\% | 22.6\% |
| Total expenses as \% of revenue | (4.2) p.p. |  | 79.4\% | $\begin{aligned} & 74.5 \% \\ & 25.5 \% \end{aligned}$ | 75.8\% | 86.7\% | 16.3\% | 85.2\% | 81.3\% | 87.7\% | 87.5\% | 79.0\% | 85.1\% | 83.6\% | 77.5\% | 74.1\% |
| Pre-tax and intersegment allocation profit margin | 4.2 p.p. |  | 20.6\% |  | 24.2\% | 13.3\% |  | 14.8\% | 18.7\% | 12.3\% | 12.5\% | 21.0\% | 14.9\% | 16.4\% | 22.5\% | 25.9\% |
| Supplementary Revenue Breakdown |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Q1/12 vs Increase (c) | Q1/11 crease) | Q1/12 | Q4/11 | Q3/11 | Q2111 | Q1/11 | Q4110 | Q310 | Q2110 | Q1/10 | FY11 | FY10 | FY09 | FY08 | FY07 |
| Commission | 3,134 | 9.0\% | 38,087 | 46,851 | 45,775 | 32,880 | 34,953 | 38,197 | 34,040 | 30,370 | 29,756 | 160,459 | 132,363 | 127,899 | 170,684 | 177,862 |
| Investment banking | 2,216 | 23.5\% | 11,661 | 19,176 | 18,914 | 8,124 | 9,445 | 10,808 | 10,384 | 6,254 | 5,954 | 55,659 | 33,400 | 20,867 | 49,804 | 62,132 |
| Advisory fees | (70) | (100.0)\% |  |  | 50 | 250 | 70 |  |  |  |  | 370 |  |  |  |  |
| Principal trading | 249 | 239.4\% | 353 | 714 | 526 | 321 | 104 | 408 | 4,280 | 850 | 1,696 | 1,665 | 7,234 | (129) | 210 | 4,992 |
| Interest | 1,090 | 47.4\% | 3,392 | 3,221 | 2,965 | 2,556 | 2,302 | 2,191 | 2,171 | 2,224 | 2,325 | 11,044 | 8,911 | 21,903 | 27,650 | 26,877 |
| Other | 957 | 287.4\% | 1,290 | 2,742 | 369 | 408 | 333 | 3,386 | 858 | 440 | 454 | 3,852 | 5,138 | 1,944 | 779 | 756 |
|  | 7,576 | 16.0\% | 54,783 | 72,704 | 68,599 | 44,539 | 47,207 | 54,990 | 51,733 | 40,138 | 40,185 | 233,049 | 187,046 | 172,484 | 249,127 | 272,619 |

Note: Please find notes on Page 12

## CANACCORDFinancial

## Corporate and Other segment

## Condensed statement of operations

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

## Revenue <br> Canada

Expenses
Incentive compensation
Salaries and benefit
Trading costs
Premises and equipment
Communication and technology
Interest
General and administrative
Amortization
Development costs
ABCP fair value adjustment
Restructuring costs

| $\begin{gathered} \hline \text { Q1/12 vs. Q1/11 } \\ \text { Increase (decrease) } \\ \hline \end{gathered}$ |  | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2110 | Q1/10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | IFRS | IFRS | IFRS | IFRS | IFRS | CGAAP | CGAAP | CGAAP | CGAAP |
| 3,065 | 67.2\% | 7,623 | 11,120 | 8,477 | 7,783 | 4,558 | 4,647 | 5,374 | 5,131 | 11,781 |
| 3,065 | 67.2\% | 7,623 | 11,120 | 8,477 | 7,783 | 4,558 | 4,647 | 5,374 | 5,131 | 11,781 |
| 199 | 6.6\% | 3,233 | 8,010 | 7,696 | 2,722 | 3,034 | 2,935 | 5,929 | 1,837 | 4,589 |
| 55 | 0.7\% | 7,968 | 7,667 | 7,242 | 7,351 | 7,913 | 7,024 | 6,489 | 6,247 | 6,152 |
| (143) | (24.0)\% | 453 | 540 | 325 | 536 | 596 | 615 | 569 | 607 | 298 |
| 383 | 25.7\% | 1,871 | 1,951 | 1,667 | 1,625 | 1,488 | 1,290 | 1,170 | 1,057 | 1,047 |
| 78 | 7.3\% | 1,151 | 1,165 | 824 | 1,253 | 1,073 | 1,098 | 1,172 | 1,140 | 1,173 |
| 42 | 11.8\% | 398 | 427 | 391 | 361 | 356 | 337 | 290 | 322 | 442 |
| 535 | 17.4\% | 3,609 | 5,365 | 3,517 | 3,694 | 3,074 | 4,645 | 3,707 | 3,993 | 2,101 |
| 145 | 45.7\% | 462 | 561 | 361 | 343 | 317 | 383 | 364 | 362 | 361 |
| 31 | 8.4\% | 401 | 786 | 587 | 576 | 370 | 1,160 | 1,040 | 1,087 | 1,005 |
| - |  |  | - | - | - |  | - |  |  |  |
| - |  |  | - |  |  |  |  |  |  |  |
| 1,325 | 7.3\% | 19,546 | 26,472 | 22,610 | 18,461 | 18,221 | 19,487 | 20,730 | 16,652 | 17,168 |
| 1,740 | 12.7\% | $(11,923)$ | $(15,352)$ | $(14,133)$ | $(10,678)$ | $(13,663)$ | $(14,840)$ | $(15,356)$ | $(11,521)$ | $(5,387)$ |
| (325) | (12.0)\% | $(3,041)$ | $(2,549)$ | $(2,734)$ | $(2,904)$ | $(2,716)$ | $(2,700)$ | $(2,371)$ | $(2,191)$ | $(2,311)$ |
| 680 | 7.2\% | $(8,724)$ | $(9,382)$ | $(8,444)$ | $(9,374)$ | $(9,404)$ | $(9,225)$ | $(9,773)$ | $(8,219)$ | $(8,565)$ |
| 1,385 | 89.8\% | (158) | $(3,421)$ | $(2,955)$ | 1,600 | $(1,543)$ | $(2,915)$ | $(3,212)$ | $(1,111)$ | 5,489 |


| FY11 | FY10 | FY09 | FY08 | FY07 |
| :---: | :---: | :---: | :---: | :---: |
| IFRS | CGAAP | CGAAP | CGAAP | CGAAP |
| 31,938 | 26,933 | 27,886 | 50,770 | 34,578 |
| 31,938 | 26,933 | 27,886 | 50,770 | 34,578 |
| 21,462 | 15,290 | 6,029 | 14,703 | 22,647 |
| 30,173 | 25,912 | 26,883 | 24,986 | 22,789 |
| 1,997 | 2,089 | 440 | 479 | 313 |
| 6,731 | 4,564 | 5,507 | 4,769 | 4,891 |
| 4,315 | 4,583 | 5,244 | 4,616 | 4,787 |
| 1,535 | 1,391 | 2,045 | 2,196 | 70 |
| 15,650 | 14,446 | 14,029 | 16,897 | 15,651 |
| 1,582 | 1,470 | 2,623 | 2,825 | 2,582 |
| 2,319 | 4,292 | 5,652 | 5,681 | 4,450 |
|  |  | 6,700 | 9,567 | - |
|  |  | 1,511 | 2,300 |  |
| 85,764 | 74,037 | 76,663 | 89,019 | 78,180 |
| $(53,826)$ | $(47,104)$ | $(48,777)$ | $(38,249)$ | $(43,602)$ |
| $(10,903)$ | $(9,573)$ | n/a | n/a | n/a |
| $(36,604)$ | $(35,782)$ | n/a | n/a | n/a |
| $(6,319)$ | $(1,749)$ | n/a | n/a | n/a |

Loss before intersegment allocations and income taxes

Intersegment allocations to Canaccord Genuity intersegment allocations to Canaccord Wealth Management

## ncome (loss) before income taxes

Number of employees
$382373 \quad 365$
$369 \quad 371$
035 2

373
364
356
380
Supplementary Information Excluding Significant and Acquisition-related Items (Non-IFRS and Non-GAAP) ${ }^{(16)(27)}$

| (in thousands of dollars) | $\begin{gathered} \hline \text { Q1/12 v } \\ \text { Increase } \\ \hline \end{gathered}$ |  | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | FY11 | FY10 | FY09 | FY08 | FY07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 3,065 | 67.2\% | 7,623 | 11,120 | 8,477 | 7,783 | 4,558 | 4,647 | 5,374 | 5,131 | 11,781 | 31,938 | 26,933 | 27,886 | 50,770 | 34,578 |
| Total expenses | 1,325 | 7.3\% | 19,546 | 26,472 | 22,610 | 18,461 | 18,221 | 19,487 | 20,730 | 16,652 | 17,168 | 85,764 | 74,037 | 68,452 | 77,152 | 78,180 |
| Loss before intersegment allocations and income taxes | 1,740 | 12.7\% | $(11,923)$ | $(15,352)$ | $(14,133)$ | $(10,678)$ | $(13,663)$ | $(14,840)$ | $(15,356)$ | $(11,521)$ | $(5,387)$ | $(53,826)$ | $(47,104)$ | $(40,566)$ | $(26,382)$ | $(43,602)$ |

Note: Please find notes on Page 12.

## CANACCORDFinancial

## Canada

Condensed statement of operations ${ }^{(20)}$

```
Unaudited, for the period ended
(in thousands of dollars) (1)
Revenue
    Canaccord Genuity
    Canaccord Wealth Management
    Corporate and Other
```

Expenses
Incentive compensation
Salaries and benefits
Trading costs
Premises and equipment
Communication and technology
nterest
General and administrative
Amortization
Development costs
Acquisition-related costs
Cancran lief pusm
Canaccord relief progran
godwill and intangibles
Restructuring costs
Income (loss) before income taxes
Incentive compensation as $\%$ of revenue
Total compensation exp. as $\%$ of revenue ${ }^{(15)}$
Non-compensation exp. as \% of revenue
Total expenses as $\%$ of revenue
Pre-tax and profit margin

Number of employees
Supplementary Information Excluding Significant and Acquisition-related Items (Non-IFRS and Non-GAAP) ${ }^{(16)(27)}$

| (in thousands of dollars) | $\begin{array}{\|c\|} \hline \text { Q1/12 vs. Q1/111 } \\ \text { Increase (decrease) } \\ \hline \end{array}$ |  | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | FY11 | FY10 | FY09 | FY08 | FY07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 14,172 | 13.0\% | 123,090 | 183,239 | 196,906 | 109,493 | 108,918 | 98,022 | 123,626 | 79,190 | 87,934 | 598,556 | 388,772 | 320,364 | 509,066 | 530,492 |
| Total expenses | 10,043 | 10.8\% | 103,084 | 138,302 | 141,951 | 95,491 | 93,041 | 92,777 | 106,520 | 75,672 | 78,767 | 468,785 | 353,736 | 311,393 | 413,223 | 431,274 |
| Income before income taxes | 4,129 | 26.0\% | 20,006 | 44,937 | 54,955 | 14,002 | 15,877 | 5,245 | 17,106 | 3,518 | 9,167 | 129,771 | 35,036 | 8,971 | 95,843 | 99,218 |
| Non-compensation exp. as \% of revenue | (0.7) p.p. |  | 26.5\% | 20.3\% | 17.5\% | 29.6\% | 27.2\% | 31.4\% | 23.8\% | 31.9\% | 27.2\% | 22.2\% | 28.1\% | 37.3\% | 26.8\% | 24.3\% |
| Total expenses as \% of revenue | (1.7) p.p. |  | 83.7\% | 75.5\% | 72.1\% | 87.2\% | 85.4\% | 94.6\% | 86.2\% | 95.6\% | 89.5\% | 78.5\% | 90.9\% | 97.2\% | 81.2\% | 81.4\% |
| Pre-tax and profit margin | 1.7 p.p. |  | 16.3\% | 24.5\% | 27.9\% | 12.8\% | 14.6\% | 5.4\% | 13.8\% | 4.4\% | 10.4\% | 21.5\% | 9.0\% | 2.8\% | 18.8\% | 18.6\% |
| Supplementary Revenue Breakdown |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Q1/12 vs. Q1/11 <br> Increase (decrease) |  | Q1/12 | Q4/11 | Q3111 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | FY11 | FY10 | FY09 | FY08 | FY07 |
| Commission | 88 | 0.2\% | 44,915 | 61,873 | 67,349 | 44,815 | 44,827 | 49,348 | 47,003 | 43,321 | 42,012 | 218,864 | 181,684 | 173,357 | 234,389 | 245,369 |
| Investment banking | 4,888 | 11.9\% | 46,052 | 75,738 | 91,523 | 41,541 | 41,164 | 34,068 | 56,636 | 22,209 | 25,318 | 249,966 | 138,231 | 70,730 | 170,811 | 192,313 |
| Advisory fees | 3,190 | 21.9\% | 17,764 | 19,980 | 19,913 | 8,420 | 14,574 | 1,297 | 1,601 | 1,211 | 1,444 | 62,887 | 5,553 | 14,909 | 17,584 | 12,713 |
| Principal trading | $(1,336)$ | (103.7)\% | (48) | 6,902 | 3,619 | 2,704 | 1,288 | 3,191 | 9,164 | 3,867 | 4,913 | 14,513 | 21,135 | 9,673 | 3,820 | 14,642 |
| Interest | 4,701 | 152.7\% | 7,780 | 7,586 | 7,687 | 5,362 | 3,079 | 3,272 | 3,852 | 3,893 | 3,439 | 23,714 | 14,456 | 35,471 | 58,127 | 52,152 |
| Other | 2,641 | 66.3\% | 6,627 | 11,160 | 6,815 | 6,651 | 3,986 | 6,846 | 5,370 | 4,689 | 10,808 | 28,612 | 27,713 | 16,224 | 24,335 | 13,303 |
|  | 14,172 | 13.0\% | 123,090 | 183,239 | 196,906 | 109,493 | 108,918 | 98,022 | 123,626 | 79,190 | 87,934 | 598,556 | 388,772 | 320,364 | 509,066 | 530,492 |
| Facilitation losses ${ }^{(28)}$ | $(3,877)$ | (56.0)\% | $(10,795)$ | $(9,261)$ | $(1,134)$ | $(5,070)$ | $(6,918)$ | n/a | n/a | n/a | n/a | $(22,383)$ | n/a | n/a | n/a | n/a |


| Q1/12 vs. Q1/11 <br> Increase (decrease) |  |
| ---: | ---: |
|  |  |
| 3,814 | $6.6 \%$ |
| 7,293 | $15.7 \%$ |
| 3,065 | $67.2 \%$ |
| 14,172 | $13.0 \%$ |
|  |  |
| 6,639 | $13.3 \%$ |
| 393 | $2.9 \%$ |
| 1,023 | $17.7 \%$ |
| 489 | $12.0 \%$ |
| 92 | $2.5 \%$ |
| 1,838 | $340.4 \%$ |
| 292 | $2.8 \%$ |
| $(888)$ | $(14.3) \%$ |
| $(844)$ | $(21.7) \%$ |
| $(10,990)$ | $(100.0) \%$ |
| - | - |
| - | - |
| - | - |
| $(1,456)$ | $(1.4) \%$ |
| 15,628 | $453.2 \%$ |


| 0.1 p.p. |  |
| ---: | :--- |
| (1.0) p.p. |  |
| (11.3) p.p. |  |
| (12.3) p.p. |  |
| 12.3 p.p. |  |
| $(20)$ | $(1.5) \%$ |


| Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3110 | Q2110 | Q1/10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| IFRS | IFRS | IFRS | IFRS | IFRS | CGAAP | CGAAP | CGAAP | CGAAP |
| 61,867 | 100,901 | 121,385 | 58,181 | 58,053 | 39,289 | 67,352 | 34,463 | 36,477 |
| 53,600 | 71,218 | 67,044 | 43,529 | 46,307 | 54,086 | 50,900 | 39,596 | 39,676 |
| 7,623 | 11,120 | 8,477 | 7,783 | 4,558 | 4,647 | 5,374 | 5,131 | 11,781 |
| 123,090 | 183,239 | 196,906 | 109,493 | 108,918 | 98,022 | 123,626 | 79,190 | 87,934 |
| 56,728 | 86,655 | 95,272 | 49,360 | 50,089 | 48,182 | 65,080 | 38,928 | 43,575 |
| 13,773 | 14,496 | 12,178 | 13,744 | 13,380 | 13,818 | 12,075 | 11,462 | 11,235 |
| 6,806 | 6,617 | 6,104 | 5,375 | 5,783 | 5,147 | 4,751 | 4,541 | 4,327 |
| 4,575 | 5,263 | 5,085 | 4,655 | 4,086 | 4,079 | 4,027 | 3,885 | 3,702 |
| 3,756 | 3,726 | 3,429 | 4,011 | 3,664 | 3,374 | 3,740 | 3,502 | 3,811 |
| 2,378 | 2,383 | 2,974 | 1,630 | 540 | 172 | 429 | 277 | (260) |
| 10,637 | 14,217 | 12,149 | 11,678 | 10,345 | 12,296 | 9,716 | 7,759 | 7,413 |
| 2,322 | 2,425 | 2,214 | 3,116 | 2,710 | 1,260 | 1,226 | 1,204 | 1,192 |
| 3,039 | 3,450 | 3,476 | 3,749 | 3,883 | 4,449 | 5,476 | 4,114 | 3,772 |
|  | - | 1,750 |  | 10,990 | 5,000 |  |  |  |
|  | - |  |  |  |  | - |  |  |
| - | - |  |  |  |  |  |  |  |
| - | - | - | - |  |  |  |  |  |
| 104,014 | 139,232 | 144,631 | 97,318 | 105,470 | 97,777 | 106,520 | 75,672 | 78,767 |
| 19,076 | 44,007 | 52,275 | 12,175 | 3,448 | 245 | 17,106 | 3,518 | 9,167 |

$\begin{array}{lllllllll}46.1 \% & 47.3 \% & 48.4 \% & 45.1 \% & 46.0 \% & 49.2 \% & 52.6 \% & 49.2 \% & 49.6 \%\end{array}$

| $46.1 \%$ | $47.3 \%$ | $48.4 \%$ | $45.1 \%$ | $46.0 \%$ | $49.2 \%$ | $52.6 \%$ | $49.2 \%$ | $49.6 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $57.3 \%$ | $55.2 \%$ | $54.6 \%$ | $57.6 \%$ | $58.3 \%$ | 63.30 | $62.4 \%$ | $63.6 \%$ | $62.3 \%$ |


| $57.3 \%$ | $55.2 \%$ | $54.6 \%$ | $57.6 \%$ | $58.3 \%$ | $63.3 \%$ | $62.4 \%$ | $63.6 \%$ | $62.3 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $27.2 \%$ | $20.8 \%$ | $18.9 \%$ | $31.2 \%$ | $38.6 \%$ | $36.5 \%$ | $238 \%$ | $31.9 \%$ | $27.2 \%$ |


| $27.2 \%$ | $20.8 \%$ | $18.9 \%$ | $31.2 \%$ | $38.6 \%$ | $36.5 \%$ | $23.8 \%$ | $31.9 \%$ | $27.2 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $84.5 \%$ | $76.0 \%$ | $73.5 \%$ | $88.9 \%$ | $96.8 \%$ | $99.8 \%$ | $86.2 \%$ | $95.6 \%$ | $89.5 \%$ |

$\begin{array}{lllllllll}84.5 \% & 76.0 \% & 73.5 \% & 88.9 \% & 96.8 \% & 99.8 \% & 86.2 \% & 95.6 \% & 89.5 \% \\ 15.5 \% & 24.0 \% & 26.5 \% & 11.2 \% & 32 \% & 0.2 \% & 138 \% & & \end{array}$
$\begin{array}{lllllllll}15.5 \% & 24.0 \% & 26.5 \% & 11.1 \% & 3.2 \% & 0.2 \% & 13.8 \% & 4.4 \% & 10.4 \%\end{array}$
1,313
1,325
1,312
1,310
1,333
1,247
1,271
1,257

| FY11 | FY10 | FY09 | FY08 | FY07 |
| :---: | :---: | :---: | :---: | :---: |
| IFRS | CGAAP | CGAAP | CGAAP | CGAAP |
| 338,520 | 177,581 | 2,850 | 212,585 | 227,324 |
| 228,098 | 184,258 | 169,628 | 245,711 | 268,590 |
| 31,938 | 26,933 | 27,886 | 50,770 | 34,578 |
| 598,556 | 388,772 | 320,364 | 509,066 | 530,492 |
| 281,376 | 195,765 | 146,064 | 231,721 | 263,196 |
| 53,798 | 48,590 | 45,993 | 45,217 | 39,359 |
| 23,879 | 18,766 | 14,597 | 16,262 | 16,983 |
| 19,089 | 15,693 | 15,453 | 14,500 | 14,529 |
| 14,830 | 14,427 | 18,120 | 17,836 | 16,961 |
| 7,527 | 618 | 7,893 | 22,799 | 20,121 |
| 48,389 | 37,184 | 41,297 | 45,245 | 42,592 |
| 10,465 | 4,882 | 6,053 | 5,605 | 5,428 |
| 14,558 | 17,811 | 15,923 | 14,038 | 12,105 |
| 12,740 | 5,000 |  |  |  |
|  |  | 6,700 | 12,797 |  |
|  |  | 5,347 | 54,200 |  |
|  |  | 3,958 |  |  |
|  |  | 2,765 | 4,000 |  |
| 486,651 | 358,736 | 330,163 | 484,220 | 431,274 |
| 111,905 | 30,036 | $(9,799)$ | 24,846 | 99,218 |


| $47.3 \%$ | $50.4 \%$ | $45.6 \%$ | $45.5 \%$ | $49.7 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $56.3 \%$ | $62.9 \%$ | $59.9 \%$ | $54.4 \%$ | $57.1 \%$ |
| $25.2 \%$ | $29.4 \%$ | $43.1 \%$ | $40.8 \%$ | $24.3 \%$ |
| $81.5 \%$ | $92.2 \%$ | $103.1 \%$ | $95.2 \%$ | $81.4 \%$ |
| $18.5 \%$ | $7.7 \%$ | $(3.1) \%$ | $4.9 \%$ | $18.7 \%$ |
|  |  |  |  |  |
| 1,325 | 1,247 | 1,265 | 1,395 | 1,334 |

Note: Please find notes on Page 12.

```
in thousands of dollars)
Revenue
Total expenses
```

Income before income taxes

Total expenses as \% of revenue
Pre-tax and profit margin

## Supplementary Revenue Breakdown

Investment banking
Advisory fees
Principal trading
Other


## CANACCORDFinancial

## UK and Other Foreign Locations

## Condensed statement of operations ${ }^{(17)}$

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

## Revenue

Canaccord Genuity

## Expenses

Incentive compensation
National Health Insurance tax ${ }^{(14)}$
Total incentive compensation
Salaries and benefits
Trading costs
Premises and equipment
Communication and technology
Interest
General and administrative
Amortization
Development costs
Restructuring costs
Income (loss) before income taxe
Incentive compensation as \% of revenue
Total compensation exp. as \% of revenue ${ }^{(15)}$
Non-compensation exp. as \% of revenue
Total expenses as \% of revenue
Pre-tax profit margin
Number of employees

| Q1/12 vs. Q1/11 <br> Increase (decrease) |  |
| ---: | ---: |
|  |  |
| $(6,795)$ | $(41.7) \%$ |
| $(6,795)$ | $(41.7) \%$ |
| $(1,968)$ | $(25.7) \%$ |
| 140 | $36.0 \%$ |
| $(1,828)$ | $(22.7) \%$ |
| 1,003 | $80.3 \%$ |
| 204 | $24.9 \%$ |
| 210 | $23.6 \%$ |
| 187 | $15.8 \%$ |
| $(25)$ | $(147.1) \%$ |
| 52 | $2.1 \%$ |
| 28 | $9.0 \%$ |
| 190 | $17.1 \%$ |
| - |  |
| 21 | $0.1 \%$ |
| $(6,816)$ | $(3477.6) \%$ |


| Q |
| :--- |
| IF |
|  |


|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 |
| IFRS | IFRS | IFRS | IFRS | IFRS | CGAAP | CGAAP | CGAAP | CGAAP |
|  |  |  |  |  |  |  |  |  |
| 9,498 | 35,158 | 23,755 | 18,699 | 16,293 | 24,827 | 26,754 | 14,417 | 22,350 |
| 9,498 | 35,158 | 23,755 | 18,699 | 16,293 | 24,827 | 26,754 | 14,417 | 22,350 |
|  |  |  |  |  |  |  |  |  |
| 5,680 | 16,945 | 12,553 | 9,220 | 7,648 | 12,832 | 15,066 | 7,986 | 10,793 |
| 528 | 419 | 423 | 430 | 388 | 380 | 456 | 371 | 362 |
| 6,208 | 17,364 | 12,976 | 9,650 | 8,036 | 13,212 | 15,522 | 8,357 | 11,155 |
| 2,252 | 1,878 | 1,311 | 1,263 | 1,249 | 1,915 | 1,680 | 1,402 | 1,482 |
| 1,024 | 983 | 870 | 841 | 820 | 781 | 808 | 968 | 995 |
| 1,098 | 958 | 883 | 889 | 888 | 958 | 1,067 | 920 | 952 |
| 1,367 | 1,333 | 1,310 | 1,340 | 1,180 | 680 | 754 | 523 | 476 |
| $(8)$ | 62 | 12 | 12 | 17 | 12 | 23 | 15 | 25 |
| 2,539 | 2,064 | 1,756 | 1,608 | 2,487 | 1,076 | 1,552 | 1,571 | 1,878 |
| 340 | 340 | 314 | 314 | 312 | 339 | 391 | 425 | 448 |
| 1,298 | 1,550 | 1,103 | 1,012 | 1,108 | 1,972 | 345 | 343 | 352 |
| - | - | - | - | - | - | - | - | - |
| 16,118 | 26,532 | 20,535 | 16,929 | 16,097 | 20,945 | 22,142 | 14,524 | 17,763 |
| $(6,620)$ | 8,626 | 3,220 | 1,770 | 196 | 3,882 | 4,612 | $(107)$ | 4,587 |


| FY11 | FY10 | FY09 | FY08 | FY07 |
| ---: | ---: | ---: | ---: | ---: |
| IFRS | CGAAP | CGAAP | CGAAP | CGAAP |
|  |  |  |  |  |
| 93,905 | 88,348 | 79,707 | 128,269 | 145,749 |
| 93,905 | 88,348 | 79,707 | 128,269 | 145,749 |
|  |  |  |  |  |
| 46,367 | 46,677 | 38,356 | 65,047 | 73,627 |
| 1,659 | 1,569 | 1,559 | 1,571 | 3,514 |
| 48,026 | 48,246 | 39,915 | 66,618 | 77,141 |
| 5,701 | 6,479 | 5,617 | 4,594 | 3,139 |
| 3,514 | 3,552 | 2,942 | 2,179 | 1,477 |
| 3,618 | 3,897 | 4,101 | 3,278 | 6,400 |
| 5,163 | 2,433 | 2,047 | 2,816 | 2,227 |
| 103 | 75 | 253 | $(2)$ | 2 |
| 7,915 | 6,077 | 15,775 | 11,784 | 10,469 |
| 1,280 | 1,603 | 1,843 | 1,825 | 2,016 |
| 4,773 | 3,012 | 1,340 | 1,133 | 269 |
| - | - | 1,274 | - | - |
| 80,093 | 75,374 | 75,107 | 94,225 | 103,140 |
| 13,812 | 12,974 | 4,600 | 34,044 | 42,609 |


|  |  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 16.0 p.p. | $65.4 \%$ | $49.4 \%$ | $54.6 \%$ | $51.6 \%$ | $49.3 \%$ | $53.2 \%$ | $58.0 \%$ | $58.0 \%$ | $49.9 \%$ |
| 32.1 p.p. | $89.1 \%$ | $54.7 \%$ | $60.1 \%$ | $58.4 \%$ | $57.0 \%$ | $60.9 \%$ | $64.3 \%$ | $67.7 \%$ | $56.5 \%$ |
| 38.8 p.p. | $80.6 \%$ | $20.7 \%$ | $26.3 \%$ | $32.2 \%$ | $41.8 \%$ | $23.4 \%$ | $18.5 \%$ | $33.1 \%$ | $22.9 \%$ |
| 70.9 p.p. |  | $169.7 \%$ | $75.5 \%$ | $86.4 \%$ | $90.5 \%$ | $98.8 \%$ | $84.4 \%$ | $82.8 \%$ | $100.7 \%$ |
| (70.9) p.p. |  | $(69.7) \%$ | $24.5 \%$ | $13.6 \%$ | $9.5 \%$ | $1.2 \%$ | $15.6 \%$ | $17.2 \%$ | $(0.7) \%$ |
| $20.5 \%$ |  |  |  |  |  |  |  |  |  |
| 53 | $38.4 \%$ | 191 | 184 | 141 | 143 | 138 | 139 | 137 | 125 |


| $51.1 \%$ | $54.6 \%$ | $50.1 \%$ | $51.9 \%$ | $52.9 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $57.2 \%$ | $61.9 \%$ | $57.1 \%$ | $55.5 \%$ | $55.1 \%$ |
| $28.1 \%$ | $23.5 \%$ | $37.1 \%$ | $17.9 \%$ | $15.7 \%$ |
| $85.3 \%$ | $85.3 \%$ | $94.2 \%$ | $73.4 \%$ | $70.8 \%$ |
| $14.7 \%$ | $14.7 \%$ | $5.8 \%$ | $26.5 \%$ | $29.2 \%$ |
|  |  |  |  |  |
| 184 | 139 | 114 | 125 | 93 |

Supplementary Information Excluding Significant and Acquisition-related Items (Non-IFRS and Non-GAAP) ${ }^{(16)(27)}$
(in thousands of dollars)
Revenue
Total expenses
Income (loss) before income taxes

| Q1/12 vs. Q1/11 |  |
| :---: | ---: |
| Increase (decrease) |  |
| $(6,795)$ | $(41.7) \%$ |
| 21 | $0.1 \%$ |
| $(6,816)$ | $(3477.6) \%$ |


|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 |
| 9,498 | 35,158 | 23,755 | 18,699 | 16,293 | 24,827 | 26,754 | 14,417 | 22,350 |
| 16,118 | 26,532 | 20,535 | 16,929 | 16,097 | 20,945 | 22,142 | 14,524 | 17,763 |
| $(6,620)$ | 8,626 | 3,220 | 1,770 | 196 | 3,882 | 4,612 | $(107)$ | 4,587 |


|  |  |  |  |  |
| :---: | :---: | ---: | ---: | ---: |
| FY11 | FY10 | FY09 | FY08 | FY07 |
| 93,905 | 88,348 | 79,707 | 128,269 | 145,749 |
| 80,093 | 75,374 | 73,833 | 94,225 | 103,140 |
| 13,812 | 12,974 | 5,874 | 34,044 | 42,609 |

## Supplementary Revenue Breakdown

```
Commission
Investment banking
Advisory fees
Principal trading
Interest
Other
```

Note: Please find notes on Page 12.

| Q1/12 vs. Q1/11 |  |
| ---: | ---: |
| Increase (decrease) |  |$|$


|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 |
| 3,355 | 4,877 | 4,800 | 4,288 | 3,624 | 2,939 | 3,598 | 2,710 | 2,214 |
| 2,320 | 16,817 | 9,429 | 3,477 | 4,849 | 15,435 | 13,506 | 1,696 | 9,088 |
| 1,807 | 2,862 | 2,437 | 4,055 | 3,085 | 2,093 | 3,202 | 2,275 | 4,187 |
| 2,001 | 10,529 | 7,039 | 6,893 | 4,670 | 4,087 | 6,481 | 7,722 | 6,557 |
| 58 | 92 | 48 | 57 | 48 | 63 | 25 | 22 | 54 |
| $(43)$ | $(19)$ | 2 | $(71)$ | 17 | 210 | $(58)$ | $(8)$ | 250 |
| 9,498 | 35,158 | 23,755 | 18,699 | 16,293 | 24,827 | 26,754 | 14,417 | 22,350 |


|  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: |
| FY11 | FY10 | FY09 | FY08 | FY07 |
| 17,589 | 11,461 | 10,892 | 14,557 | 11,991 |
| 34,572 | 40,449 | 34,142 | 90,899 | 106,017 |
| 12,439 | 11,033 | 21,373 | 11,914 | 5,581 |
| 29,131 | 24,847 | 8,646 | 3,623 | 18,630 |
| 245 | 164 | 2,474 | 3,949 | 4,006 |
| $(71)$ | 394 | 2,180 | 3,327 | $(476)$ |
| 93,905 | 88,348 | 79,707 | 128,269 | 145,749 |

## CANACCORDFinancial

## us

## Condensed statement of operations ${ }^{(21)}$

| (Unaudited, for the period ended) (in thousands of dollars) ${ }^{(1)}$ | $\begin{gathered} \hline \text { Q1/12 vs. Q1/11 } \\ \text { Increase (decrease) } \\ \hline \end{gathered}$ |  | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4110 | Q3/10 | Q2/10 | Q1/10 | FY11 | FY10 | FY09 | FY08 | FY07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | IFRS | IFRS | IFRS | IFRS | IFRS | CGAAP | CGAAP | CGAAP | CGAAP | IFRS | CGAAP | CGAAP | CGAAP | CGAAP |
| Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canaccord Genuity | 206 | 0.8\% | 26,012 | 27,712 | 32,618 | 20,083 | 25,806 | 19,380 | 21,984 | 29,595 | 26,670 | 106,219 | 97,629 | 74,794 | 90,788 | 76,644 |
| Canaccord Wealth Management | 283 | 31.4\% | 1,183 | 1,486 | 1,555 | 1,010 | 900 | 904 | 833 | 542 | 509 | 4,951 | 2,788 | 2,856 | 3,416 | 4,029 |
|  | 489 | 1.8\% | 27,195 | 29,198 | 34,173 | 21,093 | 26,706 | 20,284 | 22,817 | 30,137 | 27,179 | 111,170 | 100,417 | 77,650 | 94,204 | 80,673 |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Incentive compensation | 318 | 2.2\% | 14,678 | 15,364 | 18,392 | 11,528 | 14,360 | 11,389 | 13,270 | 16,681 | 13,733 | 59,644 | 55,073 | 36,027 | 48,740 | 42,560 |
| Salaries and benefits | (95) | (8.0)\% | 1,092 | 1,169 | 1,250 | 1,315 | 1,187 | 952 | 1,190 | 1,119 | 1,085 | 4,921 | 4,346 | 5,161 | 4,483 | 5,110 |
| Trading costs | 33 | 3.0\% | 1,135 | 1,024 | 963 | 1,025 | 1,102 | 1,490 | 1,581 | 1,493 | 2,002 | 4,114 | 6,566 | 8,772 | 8,649 | 8,992 |
| Premises and equipment | 95 | 8.9\% | 1,159 | 1,182 | 1,109 | 1,096 | 1,064 | 1,151 | 1,134 | 1,299 | 1,228 | 4,451 | 4,812 | 5,141 | 4,967 | 4,244 |
| Communication and technology | (159) | (11.2)\% | 1,266 | 1,248 | 1,372 | 1,428 | 1,425 | 1,242 | 1,344 | 1,220 | 1,202 | 5,473 | 5,008 | 5,061 | 2,576 | 2,284 |
| Interest | (21) | (35.6)\% | 38 | 40 | 51 | 31 | 59 | 429 | 179 | 200 | 1,080 | 181 | 1,888 | 3,074 | 1,730 | 415 |
| General and administrative | 139 | 4.7\% | 3,098 | 2,771 | 3,144 | 2,704 | 2,959 | 1,586 | 2,341 | 2,368 | 2,597 | 11,578 | 8,892 | 12,617 | 12,434 | 11,121 |
| Amortization | (19) | (7.3)\% | 243 | 201 | 258 | 276 | 262 | 279 | 287 | 277 | 281 | 997 | 1,124 | 1,098 | 1,106 | 707 |
| Development costs | 892 | 296.3\% | 1,193 | 516 | 1,213 | 1,026 | 301 | 418 | 899 | 1,030 | 1,730 | 3,056 | 4,077 | 11,510 | 16,878 | 8,870 |
| Impairment of goodwill and intangibles | - |  |  | - | - | - |  | - | - | - |  |  |  | 27,566 |  |  |
| Restructuring costs | - |  |  | - |  | - |  | - | - | - |  |  |  | 3,623 |  |  |
|  | 1,183 | 5.2\% | 23,902 | 23,515 | 27,752 | 20,429 | 22,719 | 18,936 | 22,225 | 25,687 | 24,938 | 94,415 | 91,786 | 119,650 | 101,563 | 84,303 |
| Income (loss) before income taxes | (694) | (17.4)\% | 3,293 | 5,683 | 6,421 | 664 | 3,987 | 1,348 | 592 | 4,450 | 2,241 | 16,755 | 8,631 | $(42,000)$ | $(7,359)$ | $(3,630)$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Incentive compensation as \% of revenue | 0.2 p.p. |  | 54.0\% | 52.6\% | 53.8\% | 54.7\% | 53.8\% | 56.1\% | 58.2\% | 55.4\% | 50.5\% | 53.7\% | 54.8\% | 46.4\% | 51.6\% | 52.4\% |
| Total compensation exp. as \% of revenue ${ }^{(15)(22)}$ | (0.2) p.p. |  | 58.0\% | 56.6\% | 57.5\% | 60.9\% | 58.2\% | 60.8\% | 63.4\% | 59.1\% | 54.5\% | 58.1\% | 59.2\% | 53.0\% | 56.4\% | 58.7\% |
| Non-compensation exp. as \% of revenue | 3.0 p.p. |  | 29.9\% | 23.9\% | 23.7\% | 36.0\% | 26.9\% | 32.5\% | 34.0\% | 26.2\% | 37.2\% | 27.7\% | 32.2\% | 101.0\% | 51.2\% | 45.0\% |
| Total expenses as \% of revenue | 2.8 p.p. |  | 87.9\% | 80.5\% | 81.2\% | 96.9\% | 85.1\% | 93.4\% | 97.4\% | 85.2\% | 91.7\% | 85.8\% | 91.4\% | 154.1\% | 107.6\% | 103.7\% |
| Pre-tax profit margin | (2.8) p.p. |  | 12.1\% | 19.5\% | 18.8\% | 3.1\% | 14.9\% | 6.6\% | 2.6\% | 14.8\% | 8.2\% | 14.2\% | 8.6\% | (54.1)\% | (7.8)\% | (4.5)\% |
| Number of employees | 11 | 6.5\% | 180 | 175 | 175 | 178 | 169 | 163 | 162 | 157 | 152 | 175 | 163 | 151 | 163 | 163 |

Supplementary Information Excluding Significant and Acquisition-related Items (Non-IFRS and Non-GAAP) ${ }^{(16)(27)}$

| (in thousands of dollars) | $\begin{aligned} & \text { Q1/12 vs } \\ & \text { Increase (o } \end{aligned}$ | 1/11 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | FY11 | FY10 | FY09 | FY08 | FY07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 489 | 1.8\% | 27,195 | 29,198 | 34,173 | 21,093 | 26,706 | 20,284 | 22,817 | 30,137 | 27,179 | 111,170 | 100,417 | 77,650 | 94,204 | 80,673 |
| Total expenses | 1,183 | 5.2\% | 23,902 | 23,515 | 27,752 | 20,429 | 22,719 | 18,936 | 22,225 | 25,687 | 24,938 | 94,415 | 91,786 | 88,461 | 101,563 | 84,303 |
| Income (loss) before income taxes | (694) | (17.4)\% | 3,293 | 5,683 | 6,421 | 664 | 3,987 | 1,348 | 592 | 4,450 | 2,241 | 16,755 | 8,631 | $(10,811)$ | $(7,359)$ | $(3,630)$ |
| Supplementary Revenue Breakdown |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | $\begin{gathered} \text { Q1/12 vs. Q1/11 } \\ \text { Increase (decrease) } \\ \hline \end{gathered}$ |  | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | FY11 | FY10 | FY09 | FY08 | FY07 |
| Commission | $(1,047)$ | (7.6)\% | 12,758 | 15,209 | 15,284 | 13,899 | 13,805 | 10,539 | 10,095 | 10,597 | 11,230 | 58,197 | 42,461 | 48,855 | 47,101 | 46,312 |
| Investment banking | 1,598 | 16.2\% | 11,486 | 11,091 | 15,764 | 6,218 | 9,888 | 4,688 | 11,947 | 8,461 | 12,184 | 42,961 | 37,280 | 13,044 | 34,077 | 20,909 |
| Advisory fees | (102) | (3.3)\% | 2,960 | 2,860 | 2,926 | 740 | 3,062 | 4,933 | 1,525 | 11,768 | 3,665 | 9,588 | 21,891 | 15,171 | 11,589 | 12,740 |
| Principal trading |  |  |  | - |  |  | - | - | - | - |  | - |  |  |  | $(1,634)$ |
| Interest | 2 | 11.8\% | 19 | 29 | 18 | 17 | 17 | (66) | (778) | (794) | (17) | 81 | $(1,655)$ | 342 | 1,092 | 1,750 |
| Other | 38 | 57.6\% | (28) | 9 | 181 | 219 | (66) | 190 | 28 | 105 | 117 | 343 | 440 | 238 | 345 | 596 |
|  | 489 | 1.8\% | 27,195 | 29,198 | 34,173 | 21,093 | 26,706 | 20,284 | 22,817 | 30,137 | 27,179 | 111,170 | 100,417 | 77,650 | 94,204 | 80,673 |
| Facilitation losses ${ }^{(28)}$ | (391) | (29.6)\% | $(1,714)$ | $(1,639)$ | $(1,628)$ | $(1,323)$ | $(1,323)$ | n/a | n/a | n/a | n/a | $(5,913)$ | n/a | n/a | n/a | n/a |

Note: Please find notes on Page 12

## CANACCORDFinancial

## Canaccord group of companies

Consolidated balance sheet
(Unaudited, for the period ended)
(in thousands of dollars)
Assets
Cash and cash equivalents
Securities owned, at marke
Accounts receivable
Income taxes recoverable
Deferred tax asset
Investments
Investment in asset backed commercial paper
Equipment and leasehold improvements
Goodwill and other intangibles
Total assets
Liabilities and shareholders' equity
Bank indebtedness
Securities sold short, at market
Accounts payable, accrued liabilities and other
Income taxes payable
Deferred tax liability
Subordinated debt
Shareholders' equity
Total liabilities and shareholders' equity

| Q1/12 vs. Q1/11 |  |
| ---: | ---: |
| Increase (decrease) |  |$|$


| Q1/12 | Q4/11 | Q3/11 | Q2111 | Q1/11 | Q4/10 | Q3/10 | Q2110 | Q1/10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| IFRS | IFRS | IFRS | IFRS | IFRS | CGAAP | CGAAP | CGAAP | CGAAP |
| 710,734 | 954,068 | 713,117 | 636,908 | 569,953 | 731,852 | 782,576 | 709,455 | 734,268 |
| 849,679 | 947,185 | 1,098,154 | 1,268,897 | 835,261 | 362,755 | 404,537 | 517,070 | 169,030 |
| 2,488,826 | 2,828,812 | 2,383,057 | 2,987,415 | 2,185,305 | 1,972,924 | 1,311,144 | 2,085,356 | 1,166,610 |
| 10,317 |  |  | 5,567 | 5,287 |  |  | 2,107 | 17,740 |
| 2,076 | 1,503 | 1,036 | 1,076 | 680 | 13,190 | 11,890 | 12,019 | 13,358 |
| 5,934 | 5,934 | 6,732 | 6,732 | 6,732 | 5,000 | 5,000 | 5,000 | 5,000 |
|  |  |  | - | - |  | 28,239 | 34,280 | 34,418 |
| 43,289 | 40,818 | 36,860 | 37,463 | 39,001 | 38,127 | 40,471 | 41,718 | 44,366 |
| 318,250 | 319,180 | 316,928 | 317,858 | 319,685 |  |  |  |  |
| 4,429,105 | 5,097,500 | 4,555,884 | 5,261,916 | 3,961,904 | 3,123,848 | 2,583,857 | 3,407,005 | 2,184,790 |
| 24,125 | 13,580 | 34,913 | 64,733 | 82,992 | 29,435 | 44,600 | 85,600 | 105,788 |
| 731,730 | 722,613 | 853,869 | 1,236,229 | 702,976 | 364,137 | 324,877 | 382,209 | 56,318 |
| 2,802,669 | 3,557,275 | 2,910,423 | 3,257,736 | 2,483,250 | 2,308,146 | 1,794,123 | 2,535,971 | 1,622,288 |
|  | 23,977 | 8,668 |  |  | 5,385 | 4,590 |  |  |
| 7,340 | 8,163 | 8,285 | 7,688 | 6,690 | - | - |  |  |
| 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 |
| 848,241 | 756,892 | 724,726 | 680,530 | 670,996 | 401,745 | 400,667 | 388,225 | 385,396 |
| 4,429,105 | 5,097,500 | 4,555,884 | 5,261,916 | 3,961,904 | 3,123,848 | 2,583,857 | 3,407,005 | 2,184,790 |


| FY11 | FY10 | FY09 | FY08 | FY07 |
| :---: | :---: | :---: | :---: | :---: |
| IFRS | CGAAP | CGAAP | CGAAP | CGAAP |
| 954,068 | 731,852 | 701,173 | 435,649 | 506,640 |
| 947,185 | 362,755 | 133,691 | 92,796 | 348,764 |
| 2,828,812 | 1,972,924 | 1,061,161 | 1,422,917 | 1,672,035 |
| - |  | 23,771 | 11,083 |  |
| 1,503 | 13,190 | 15,680 | 28,207 | 11,021 |
| 5,934 | 5,000 | 5,000 | 5,000 |  |
| - |  | 35,312 | 29,860 |  |
| 40,818 | 38,127 | 46,311 | 40,686 | 37,549 |
| 319,180 |  |  | 32,520 | 33,933 |
| 5,097,500 | 3,123,848 | 2,022,099 | 2,098,718 | 2,609,942 |
| 13,580 | 29,435 | 75,600 | 15,038 |  |
| 722,613 | 364,137 | 79,426 | 13,757 | 41,176 |
| 3,557,275 | 2,308,146 | 1,469,369 | 1,687,479 | 2,156,540 |
| 23,977 | 5,385 |  |  | 15,035 |
| ,163 |  |  |  |  |
| 15,000 | 15,000 | 25,000 | 25,000 | 25,000 |
| 756,892 | 401,745 | 372,704 | 357,444 | 372,191 |
| 5,097,500 | 3,123,848 | 2,022,099 | 2,098,718 | 2,609,942 |

Note: Please find notes on Page 12.

## CANACCORDFinancial

## Miscellaneous operational statistics

(Unaudited, for the period ended)
Number of employees in Canada
Number in Canaccord Genuity
Number in Canaccord Wealth Management
Number in Corporate and Other
Total Canada

## Number of employees in UK

 Number in Canaccord GenuityNumber of employees in US
Number in Canaccord Genuity
Number of employees in Other Foreign Locations Number in Canaccord Genuity

Number of employees firm wide ${ }^{(24)}$

## Number of Advisory Teams ${ }^{(19)}$

 Number of licenced professionalsAssets under mgmt. (\$millions) ${ }^{(2)}$
Assets under admin. (\$millions)
AUA per Advisory Team (\$ millions) ${ }^{(19)}$
Number of companies with Canaccord Genuity Limited as Broker

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

Number of companies with Canaccord Genuity Limited
as Nomad ${ }^{(23)}$
LSE
AIM
Total Nomad

## n.m. not meaningful

| $\begin{aligned} & \text { Q1/12 vs } \\ & \text { Increase (d } \end{aligned}$ | /11 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2110 | Q1/10 | FY11 | FY10 | FY09 | FY08 | FY07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (8) | (2.9)\% | 265 | 268 | 276 | 276 | 273 | 203 | 204 | 200 | 204 | 268 | 203 | 209 | 253 | 246 |
| (23) | (3.3)\% | 666 | 684 | 671 | 665 | 689 | 680 | 707 | 698 | 688 | 684 | 680 | 700 | 762 | 728 |
| 11 | 3.0\% | 382 | 373 | 365 | 369 | 371 | 364 | 360 | 359 | 352 | 373 | 364 | 356 | 380 | 360 |
| (20) | (1.5)\% | 1,313 | 1,325 | 1,312 | 1,310 | 1,333 | 1,247 | 1,271 | 1,257 | 1,244 | 1,325 | 1,247 | 1,265 | 1,395 | 1,334 |
| 18 | 13.1\% | 155 | 143 | 140 | 142 | 137 | 138 | 136 | 124 | 111 | 143 | 138 | 105 | 112 | 81 |
| 11 | 6.5\% | 180 | 175 | 175 | 178 | 169 | 163 | 162 | 157 | 152 | 175 | 163 | 151 | 163 | 163 |
| 40 | n.m. | 36 | 41 | 1 | 1 | 1 | 1 | 1 | 1 | 7 | 41 | 1 | 9 | 13 | 12 |
| 44 | 2.7\% | 1,684 | 1,684 | 1,628 | 1,631 | 1,640 | 1,549 | 1,570 | 1,539 | 1,514 | 1,684 | 1,549 | 1,530 | 1,683 | 1,590 |
| (27) | (9.3)\% | 263 | 271 | 272 | 280 | 290 | 303 | 327 | 334 | 335 | 271 | 303 | 338 | 354 | 368 |
| (56) | (8.2)\% | 628 | 645 | 653 | 712 | 684 | 718 | 753 | 763 | 773 | 645 | 718 | 790 | 852 | 817 |
| 144 | 33.4\% | 575 | 546 | 514 | 473 | 431 | 445 | 423 | 453 | 443 | 546 | 445 | 393 | 730 | 807 |
| 3,105 | 24.7\% | 15,676 | 16,985 | 16,006 | 13,895 | 12,571 | 12,922 | 12,210 | 11,386 | 10,341 | 16,985 | 12,922 | 9,184 | 14,295 | 15,014 |
| 16 | 37.5\% | 60 | 63 | 59 | 50 | 43 | 43 | 37 | 34 | 31 | 63 | 43 | 27 | 40 | 41 |
| 6 | 26.1\% | 29 | 26 | 24 | 20 | 23 | 23 | 23 | 9 | 9 | 26 | 23 | 9 | 5 | 1 |
| 2 | 5.1\% | 41 | 39 | 35 | 37 | 39 | 43 | 45 | 44 | 49 | 39 | 43 | 51 | 60 | 58 |
| 8 | 12.9\% | 70 | 65 | 59 | 57 | 62 | 66 | 68 | 53 | 58 | 65 | 66 | 60 | 65 | 59 |
| - |  | 1 | 1 | 1 | 1 | 1 | 1 | - | - | - | 1 | 1 |  | 1 | 0 |
|  | (3.1)\% | 31 | 30 | 29 | 30 | 32 | 35 | 37 | 36 | 41 | 30 | 35 | 42 | 51 | 50 |
| (1) | (3.0)\% | 32 | 31 | 30 | 31 | 33 | 36 | 37 | 36 | 41 | 31 | 36 | 42 | 52 | 50 |

Note: Please find notes on Page 12

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Financial Post Data Group League Table ${ }^{(25)}$

Q1/12 vs. Q1/11:

| O1/12 (April 1, 2011 - June 30,2011) |  |  |  |  |  |  |  | Q1/11 (April 1, 2010 - June 30, 2010) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Manager | $\begin{aligned} & \text { \# of deals } \\ & \text { led }{ }^{255} \end{aligned}$ | Market <br> share | Rank by mkt. share | Total proceeds (led transactions) (\$000's) | Participation in \# of deals | Rank by \# of deals | Total proceeds ( $\$ 000$ 's) | Manager | $\begin{gathered} \text { \# of deals } \\ \text { led } \end{gathered}$ | Market share | Rank by mkt. share | Total proceeds (led transactions) (\$000's) | Participation in \# of deals | Rank by \# of deals | Total proceeds (\$000's) |
| Canaccord Genuity Corp. | 46 | 15.4\% | 1 | 1,509,181 | 106 | 1 | 3,224,518 | Canaccord Genuity ${ }^{\text {[2] }}$ | 29 | 11.8\% | 1 | 1,161,320 | 97 | 1 | 2,887,714 |
| RBC Capital Markets | 27 | 9.1\% | 2 | 2,161,320 | 52 | 7 | 1,142,300 | CIBC World Markets Inc. | 23 | 9.4\% | 2 | 2,207,210 | 50 | 5 | 1,156,780 |
| CIBC World Markets Inc. | 25 | 8.4\% | 3 | 2,048,740 | 62 | 3 | 1,205,890 | RBC Capital Markets | 19 | 7.8\% | 3 | 1,315,770 | 43 | 7 | 891,090 |
| Scotia Capital Inc. | 17 | 5.7\% | 4 | 1,183,380 | 65 | 2 | 1,139,620 | вмо Capital Markets | 16 | 6.5\% | 4 | 872,830 | 50 | 6 | 650,470 |
| вмо Capita Markets | 15 | 5.0\% | 5 | 926,620 | 55 | 5 | 865,150 | GMP Securities L.P. | 15 | 6.1\% | 5 | 1,585,030 | 51 | 3 | 825,740 |
| National Bank Financial Inc. | 15 | 5.0\% | 6 | 472,830 | 59 | 4 | 617,880 | Cormark Securities Inc. | 13 | 5.3\% | 6 | 266,480 | 32 | 10 | 257,680 |
| Dundee Securities Ltd. | 15 | 5.0\% | 7 | 248,150 | 46 | 9 | 287,970 | National Bank Financial Inc. | 12 | 4.9\% | 7 | 426,670 | 51 | 4 | 517,960 |
| TD Securities Inc. | ${ }^{13}$ | 4.4\% | 8 | 1,253,310 | 52 | 8 | 870.540 | Macquarie Capital Markets Canada Ltd. | 12 | 4.9\% | 8 | 331,890 | 54 | ${ }^{2}$ | 491,190 345,400 |
| GMP Securities L.P. Cormark Securities inc. | 11 10 | $3.7 \%$ $3.4 \%$ | ${ }_{10} 10$ | 287,660 194,150 | 53 27 | 6 10 | 451,340 222,550 | Dundee Securrites Corporation TD Securities Inc. | 11 10 | 4.5\% ${ }_{4}$ | 9 10 | 94,880 741,540 | 36 39 | 9 8 | 345,400 508,770 |
| Others | 104 | 34.9\% |  | 2,962,080 |  |  |  | Others | 85 | 34.7\% |  | 2,216,690 |  |  |  |
|  | 298 | 100.0\% |  |  |  |  |  |  | 245 | 100.0\% |  |  |  |  |  |

ource: FPinfomart and Company Information
Note: Please find notes on Page 12.

## CANACCORLFinancial

## Canaccord Group of Companies <br> Notes

(1) Financial results are expressed in C\$ thousands, except for assets under management, preferred share information, assets under administration, common share information, financial measures, number of employees and number of Advisory Teams.
(2) AUM are assets managed on a discretionary basis under our programs generally described as or known as the Complete Canaccord Investment Counselling Program and the Complete Canaccord Managed Account Program offered by Canaccord.
(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 shares related to share issuance commitment.
(5) Excludes shares relating to share purchase loans for recruitment and retention programs and unvested shares purchased by employee benefit trust for LTIP.
(6) Includes shares relating to share purchase loans for recruitment and retention programs and unvested shares purchased by employee benefit trust for LTIP.
(7) Includes dilutive earned shares under our stock-based compensation plan.
(8) This is the diluted common share number used to calculated diluted EPS.
(9) Special distributions per share and dividends per preferred 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 paid to common shares 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) ROE is presented on an annualized basis. Quarterly annualized ROE is calculated by dividing the annualized net income for the three month period over the average common shareholders' equity
(12) The price to earnings multiple is calculated based on the end of period share price and 12-month trailing diluted EPS
(13) The price to book ratio is calculated based on the end of period share price and common shareholder's equity per diluted common share.
(14) Incentive compensation includes National Health Insurance tax applicable to the UK and is based on a percentage of incentive compensation payout.
(15) 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. Development group salary and benefits have been reclassified to salaries and benefits expense line starting in Q1/11.
(16) Significant items include ABCP fair value adjustment, Canaccord relief program, impairment of goodwill and intangibles, restructuring costs, and acquisition-related costs
(17) Canaccord's UK operations include activities related to Canaccord Genuity 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 Locations, which includes revenue from Canaccord International Ltd. and Canaccord Genuity Asia
(18) Starting in fiscal 2008, we are reporting fee-based revenue which includes fees earned in separately managed, advisor managed and fee-based accounts. We are also including mutual fund and segregated fund trailer revenue in this calculation. This method of calculating fee-based revenue may differ from approaches used by other companies and therefore may not be comparable. Historical figures prior to Q4/08 have been restated.
(19) Advisory Teams are normally comprised of one or more Investment Advisors (IAs) and their assistants and associates, who together manage a shared set of client accounts. Advisory Teams that are led by, or only include, an IA who has been licenced for less than three years are not included in our Advisory Team count, as it typically takes a new IA approximately three years to build an average sized book.
(20) Canaccord's Canadian operations include activities related to Canadian Canaccord Wealth Management, capital markets activities in Canada delivered through Canaccord Genuity (a division of Canaccord Genuity Corp., our principal Canadian operating subsidiary), and Canadian Corporate and Other operations.
(21) Canaccord's US operations include activities related to US Canaccord Wealth Management, delivered through Canaccord Wealth Management (USA), Inc., and US capital markets operations, delivered through Canaccord Genuity Inc. US Other operations, also delivered through Canaccord Wealth Management (USA), Inc., include revenue and expenses not specifically allocable to US Canaccord Wealth Management and US Canaccord Genuity
(22) Total compensation in Canaccord Genuity Inc. also includes retention costs from the Adams Harkness acquisition
(23) 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.
(24) The employee count excludes temporary employees and those on long term disability but includes employees on leave of absence.
(25) 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. Total proceeds for number of deals led is achieved by using full credit for the lead, or divided evenly with joint book runners, and total proceeds for participation is achieved using bonus credit for participants.
(26) In addition to the transactions participated by its Canadian operation, Canaccord's figures also include deals transacted by its UK, and US operations.
(27) Acquisition-related expense items for $\mathrm{Q} 1 / 11$ include $\$ 11.0$ million of acquisition-related costs and $\$ 1.4$ million of amortization of intangible assets connected to the purchase of Genuity. The same expense for $\mathrm{Q} 2 / 11$ includes $\$ 1.9$ million of amortization of intangible assets connected to the purchase of Genuity. Q3/11 includes $\$ 1.8$ million of acquisition-related costs for the purchase of The Balloch Group Limited and $\$ 0.9$ million of amortization of intangible assets connected to the puchase of Genuity. Q4/11 and Q1/12 include $\$ 0.9$ million of amortization of intangible assets
(28) Canaccord Genuity's facilitation losses, which are included as part of commission revenue, are disclosed separately beginning Q1/11 as part of our transition to IFRS.

