

Fourth Quarter and Fiscal 2018

INVESTOR PRESENTATION | June 2018



To us there are no foreign markets.™

CANACCORD | Genuity

Forward looking statements

This document may contain “forward-looking statements” (as defined under applicable securities laws). These statements relate to future events or future performance and reflect management’s expectations, beliefs, plans, estimates, intentions and similar statements concerning anticipated future events, results, circumstances, performance or expectations that are not historical facts, including business and economic conditions and Canaccord Genuity Group’s growth, results of operations, performance and business prospects and opportunities. Such forward-looking statements reflect management’s current beliefs and are based on information currently available to management. In some cases, forward-looking statements can be identified by terminology such as “may”, “will”, “should”, “expect”, “plan”, “anticipate”, “believe”, “estimate”, “predict”, “potential”, “continue”, “target”, “intend”, “could” or the negative of these terms or other comparable terminology. Disclosure identified as an “Outlook” including the section entitled “Fiscal 2019 Outlook” contains forward looking information. By their very nature, forward-looking statements involve inherent risks and uncertainties, both general and specific, and a number of factors could cause actual events or results to differ materially from the results discussed in the forward-looking statements. In evaluating these statements, readers should specifically consider various factors that may cause actual results to differ materially from any forward-looking statement. These factors include, but are not limited to, market and general economic conditions, the nature of the financial services industry and the risks and uncertainties discussed from time to time in the Company’s interim condensed and annual consolidated financial statements and its annual report and Annual Information Form (AIF) filed on www.sedar.com as well as the factors discussed in the sections entitled “Risk Management” in this MD&A and “Risk Factors” in the AIF, which include market, liquidity, credit, operational, legal, cyber and regulatory risks. Material factors or assumptions that were used by the Company to develop the forward-looking information contained in this document include, but are not limited to, those set out in the Fiscal 2019 Outlook section in the annual MD&A and those discussed from time to time in the Company’s interim condensed and annual consolidated financial statements and its annual report and AIF filed on www.sedar.com. The preceding list is not exhaustive of all possible risk factors that may influence actual results. Readers are also cautioned that the preceding list of material factors or assumptions is not exhaustive.

Although the forward-looking information contained in this document is based upon what management believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements. The forward-looking statements contained in this document are made as of the date of this document and should not be relied upon as representing the Company’s views as of any date subsequent to the date of this document. Certain statements included in this document may be considered “financial outlook” for purposes of applicable Canadian securities laws, and such financial outlook may not be appropriate for purposes other than this document. Except as may be required by applicable law, the Company does not undertake, and specifically disclaims, any obligation to update or revise any forward-looking information, whether as a result of new information, further developments or otherwise.

Certain non-IFRS measures are utilized by the Company as measures of financial performance. Non-IFRS 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 measures presented include assets under administration, assets under management, book value per diluted common share, return on common equity and figures that exclude significant items. The Company’s capital is represented by common and preferred shareholders’ equity and, therefore, management uses return on common equity (ROE) as a performance measure. Also used by the Company as a performance measure is book value per diluted common share, which is calculated as total common shareholders’ equity adjusted for assumed proceeds from the exercise of options and warrants and conversion of convertible debentures divided by the number of diluted common shares outstanding including estimated amounts in respect of share issuance commitments including options, warrants, and convertible debentures, as applicable, and adjusted for shares purchased under the normal course issuer bid and not yet cancelled, and estimated forfeitures in respect of invested share awards under share-based payment plans.

Assets under administration (AUA) and assets under management (AUM) are non-IFRS measures of client assets that are common to the wealth management business. AUA – Canada, AUM – Australia and AUM – UK & Europe are the market value of client assets managed and administered by the Company from which the Company earns commissions and fees. This measure includes funds held in client accounts as well as the aggregate market value of long and short security positions. AUM – Canada includes all assets managed on a discretionary basis under programs that are generally described as or known as the Complete Canaccord Investment Counselling Program and the Complete Canaccord Private Investment Management Program. Services provided include the selection of investments and the provision of investment advice. The Company’s method of calculating AUA – Canada, AUM – Canada, AUM – Australia and AUM – UK & Europe may differ from the methods used by other companies and therefore may not be comparable to other companies. Management uses these measures to assess operational performance of the Canaccord Genuity Wealth Management business segment. AUM – Canada is also administered by the Company and is included in AUA – Canada.

Financial statement items that exclude significant items are non-IFRS measures. Significant items for these purposes include restructuring costs, amortization of intangible assets acquired in connection with a business combination, impairment of goodwill and other assets, acquisition-related expense items, which include costs recognized in relation to both prospective and completed acquisitions, gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations, certain accounting charges related to the change in the Company’s long-term incentive plan (“LTIP” or the “Plan”) as recorded with effect on March 31, 2018, certain incentive-based payments related to the acquisition of Hargreave Hale, as well as certain expense items, typically included in development costs, which are considered by management to reflect a singular charge of a non-operating nature. See the Selected Financial Information Excluding Significant Items table on page 23. Management believes that these non-IFRS measures allow for a better evaluation of the operating performance of the Company’s business and facilitate meaningful comparison of results in the current period to those in prior periods and future periods. Figures that exclude significant items provide useful information by excluding certain items that may not be indicative of the Company’s core operating results. A limitation of utilizing these figures that exclude significant items is that the IFRS accounting effects of these items do in fact reflect the underlying financial results of the Company’s business; thus, these effects should not be ignored in evaluating and analyzing the Company’s financial results. Therefore, management believes that the Company’s IFRS measures of financial performance and the respective non-IFRS measures should be considered together.

For earnings per share, net income and other financial measures determined under IFRS, please refer to the Company’s financial statements, news releases, MD&A and other financial disclosures in the Investor Relations section of the company website at www.canaccordgenuitygroupinc.com or at www.sedar.com.

How We Are Creating Shareholder Value

Drive a strong culture



Expanding wealth management



Improve stability



Remain agile



Disciplined expense management



Create a dominant mid-market competitor



Complete alignment with shareholders



Continue to build a **stable** and **scalable** wealth management business and a **focused** and **independent** mid-market investment bank

(TSX:CF): An Excellent Investment Proposition

Committed to driving value for clients, employees and shareholders



Shares are attractively valued

- Opportunity to participate in market for emerging high-growth sectors
- Renewed dividend policy in June 2017
- Buyback opportunities under NCIB available as profitability improves



Driving earnings power by transforming business mix and growing global wealth management

- Firms with strong wealth management component traditionally attract a significant premium
- Significantly increased scale of global wealth management operations; estimated 60 % of F2018 EPS¹ now from wealth management operations
- 48% of F2018 pre-tax net income from our operating businesses attributable to our primary wealth management operations in UK & Europe and Canada



Creating a more predictable business with consistency of earnings

- Closed acquisition of Hargreave Hale in September, 2017; significantly increased scale and contributions from wealth management business
- Recurring revenue from increased fee-based assets offsets inherent volatility of capital markets business
- Earlier restructuring initiatives positioned capital markets businesses to better withstand difficult markets and impact of changing regulatory landscape



Increasing market share across our operations

- Differentiated by offering global perspective in our key focus areas
- Dominant independent investment bank in Canada with material gains in market share; adding futures & options capability
- UK capital markets business has been refocused; cross-border capabilities driving growth in advisory business
- Restructured US business during fiscal 2018 to address losses and intensify focus on strategic areas of strength



Strong balance sheet protects our capacity to invest in future growth

- Disciplined capital management supports ongoing initiatives
- Investing to improve stability during difficult cycles, strong risk management oversight across businesses



Management and employees are in complete alignment with shareholders

- 40% employee ownership²
- Employees purchased \$30 million of additional stock through a private placement in June, 2016
- Compensation structure is linked to successful delivery of our strategic objectives; PSUs

1. Excludes significant items (Non-IFRS and non-GAAP) which include amortization of intangible assets acquired in connection with a business combination, acquisition-related costs, certain incentive-based payments related to the acquisition of Hargreave Hale and restructuring costs, an accounting charge related to our Long-Term Incentive Plan was also recorded during the fourth quarter of fiscal 2018. Refer to non-IFRS measures in the MD&A

2. Management estimates

Overview of Canaccord Genuity Group Inc.

A leading independent financial services firm with a global presence

WEALTH MANAGEMENT

Comprehensive wealth management solutions to help individual investors, private clients and charities achieve their financial goals

- Wealth management offices across Canada, UK, Jersey, Guernsey, Isle of Man and Australia
- Approximately 330 investment advisors globally¹
- C\$61.3¹ billion in client assets under management and administration; increased 59% y/y on organic growth, recruiting and accretive acquisition
- Independent platform attractive for established advisors seeking to grow their businesses
- Steadily growing fee-based assets, an important source of stable, recurring revenues
- Acquisition of Finlogik to support potential future development of fintech solutions

HOW WE DIFFERENTIATE

Global platform provides opportunities to benefit from activity in all geographies

Solid partnership culture committed to delivering best-in-class ideas and solutions for companies and investors in the global mid-market

Successfully recruiting top industry talent into strategic focus areas

Improved collaboration between our businesses is driving incremental revenue opportunities

CAPITAL MARKETS

Provides leading investment banking, equity research and sales and trading services to corporations and institutions

- Operations in North America, the UK & Europe, Australia and the Middle East
- F2018 participated in 455 transactions raising \$34.5 billion for clients²
- Highly experienced and respected M&A teams covering the globe
- 190+ investment bankers, 130+ research analysts and 200+ sales and trading professionals across core and specialist desks globally
- Acquisition of JitneyTrade adds futures & options capability and strengthens market share of equities trading

CA AU US UAE UK FR IE

Financial Overview:

\$1.0 B

Record revenue for fiscal 2018

Stronger performances across all operations as market backdrop improves

\$61.3 B

Assets under administration and management

Executing on our strategy to grow our wealth management business

65%

Pre-tax net income improvement¹ in fiscal 2018

Improved business mix is driving earnings power

\$0.59

Fiscal 2018 diluted earnings per common share¹

Driving stronger returns for our shareholders

CANACCORD GENUITY GROUP INC.: KEY FINANCIAL MEASURES³

Key Metrics	F2016	F2017	F2018	Q4/17	Q4/18
Revenue	\$787,805	\$879,546	\$1,022,877	\$271,656	\$322,080
Operating expenses	\$375,986	\$362,098	\$385,656	\$95,759	\$109,505
Income before income taxes ¹	(\$6,057)	\$61,257	\$110,607	39,495	\$52,116
Net income (loss) ¹	(\$5,995)	\$49,196	\$81,657	32,740	\$37,312
Total expenses as % of revenue ¹	100.8%	93.0%	89.2%	85.5%	83.8%
Compensation ratio	64.8%	61.5%	61.2%	58.3%	58.7%
Diluted earnings (loss) per common share ¹	(\$0.21)	\$0.32	\$0.59	\$0.27	\$0.28
Book value per common share ^{1,2}	\$4.99	\$5.08	\$5.71	\$5.08	\$5.71

59%

Year over year Increase in Wealth Management assets

Important contributor of stable, recurring revenue growth

60%

of fiscal 2018 EPS¹ from Wealth Management

Increasing stability and predictability of earnings

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2. Based on diluted shares outstanding

A Strong Culture to Drive Our Success

We perform to our full potential in any market

1 WE ARE PARTNERS

How we interact with each other is critical to our culture. As a global investment bank, we differentiate ourselves every day by providing a truly global perspective, which by its very nature is a product of extensive collaboration and cooperation across borders and business units. **As partners, we share good ideas and best practices; provide introductions and assistance and treat each other with dignity and respect.**

2 WE ARE ENTREPRENURIAL

We are not a large bank and we strive to be a flat organization, by eliminating bureaucratic thinking and fostering innovation. **We are fortunate to be nimble in our ability to recognize new opportunities and to take calculated risks, as we aggressively pursue our clients' interests.**

3 WE ARE COLLEGIAL

We want to be the company where people feel empowered to satisfy their client's expectations with the help of all of their partners. **We support our international colleagues to do their best work, by encouraging an environment that is friendly, collaborative and open.**

4 WE WORK HARD

As a mid-market investment bank, we do not have many of the advantages (or disadvantages) of our larger competition. **We work harder and smarter, preparing more for every client meeting, harnessing opportunities to build our expertise and skills and we always make the extra effort to create successful outcomes for our clients and our business.**

5 WE OPERATE WITH INTEGRITY

From the types of clients we represent to the quality of our research and the people we hire, we must always operate with strength of character and integrity. **We always strive to act ethically and honestly.**

6 WE ARE EARNINGS FOCUSED

Many of us are shareholders and we know that the end-result of all our efforts must be in a sustainably stronger share price. Achieving this is a function of higher revenue and importantly, lower costs. We all need to make smart decisions about how we use valuable resources and how we can improve efficiencies across our business. **This will support stronger outcomes in challenging times, and help us outperform in normal markets.**

Connect People to Performance

- Stronger global and back/front office coordination
- Focus on profitability, not just revenue

Improve Global Policies

- Global trading policy puts clients first
- Compensation structure encourages collaboration

Capitalize on Our Differentiators

- Independence provides a level of agility that helps us stay competitive and exceed clients' expectations

Expanding Global Wealth Management

Positioned for margin expansion and enhanced earnings as we increase scale across wealth management

UK & Europe wealth management

- A Top 10 wealth manager in the UK by assets with significant growth opportunity
- Added execution business from C. Hoare (March, 2017)
- Added client portfolios from Duncan Lawrie in Isle of Man (March, 2017)
- Further organic growth potential from domestic intermediaries and international fund managers
- Well positioned for consolidation: operational and technology platform facilitating growth and cost efficiencies
- Margin improvement through additional scale and product mix
- **Closed acquisition of Hargreave Hale Limited**
 - Leading UK independent investment and wealth management business with origins dating back to 1897
 - Expands national UK footprint with over 14,000 clients served from 9 offices
 - Market leading range of 7 investment funds and two AIM-listed VCTs
 - Integration expected to continue through calendar 2019

\$61.3 B

Assets under administration and management globally

59% y/y increase
at March 31, 2018

Growth
will drive
earnings power

Canada wealth management

- Key distribution channel for capital markets transactions
- \$60M private placement to finance growth (October, 2016)
- Independent platform encourages advisors to operate in ways that best fit their business and client needs
- Sophisticated investment solutions contribute to improved product mix; growing share of client assets
- Average book per advisory team increased 17% y/y
- Improving margins through added scale
- Cash Management Group serves municipalities, Crown, public and private corporations and offers a highly competitive foreign exchange program

Australia wealth management

- Exceptional performance of capital markets business in the region creating opportunity to grow wealth management
- Increased investment in Australia operations provides stronger foothold to explore growth opportunities for this business

Improve Stability

Stabilizing our business for performance in all market cycles

GLOBAL WEALTH MANAGEMENT → INCREASING PREDICTABILITY

- Recurring revenue from fee-based assets offsets inherent volatility of capital markets business
- Improving collaboration between wealth management and capital markets driving referrals and new revenue opportunities

UK & Europe

Top 10 wealth manager in an industry where scale matters

- Excellent model for the growth and business mix we aim to achieve in other geographies
- Less susceptible to market fluctuations; capable of delivering steady net income growth and stable profit margins throughout the cycle
- Fee-based assets account for ~70% of revenue
- Total client assets increased 83% y/y on acquisitions, organic growth and asset value
- Expect increased economies of scale and operational leverage as synergies offset annual growth

Canada

On track to become leading independent Canadian wealth management business

- Adding new advisory teams in all regions across Canada
- Total assets under administration increased 17.7% y/y to \$15.6 billion
- Steadily increasing fee-based assets - discretionary AUM +6.8% y/y

GLOBAL CAPITAL MARKETS → REDUCING VOLATILITY

- Lean, focused platform where all businesses are able to contribute
- Established ancillary businesses to capture greater efficiencies from existing infrastructure
- Realigned UK & Europe capital markets to better withstand difficult cycles
- H118 staffing reductions in Canada and US to allow stronger focus on core strengths
- Seamless transition to MiFID II: focused equity research in key areas where we can differentiate and lead
- Investing in and furthering global best execution capabilities across multiple product lines
- Improving systems to provide more discipline around account coverage
- Increasing global product placement into all geographies
- Strong focus on cross selling - increased international trading flow between US, Canada and UK desks, improving regional cross-desk flows
- Expanding trading-related businesses (options, risk arbitrage, fixed income, electronic and equity driven trading accounts)
- Enhancing cross-border marketing of research and corporate access
- Streamlined Asia business to optimize resources in the region

Income (loss) before income taxes¹



**Fiscal 2018
Earnings Per Share^{1,2}
contributions**
=
\$0.36 Wealth Management
\$0.23 Capital Markets

1. Excludes significant items (Non-IFRS and non-GAAP) which include amortization of intangible assets acquired in connection with a business combination, acquisition-related costs, certain incentive-based payments related to the acquisition of Hargreave Hale and restructuring costs, an accounting charge related to our Long-Term Incentive Plan was also recorded during the fourth quarter of fiscal 2018. Refer to non-IFRS measures in the MD&A

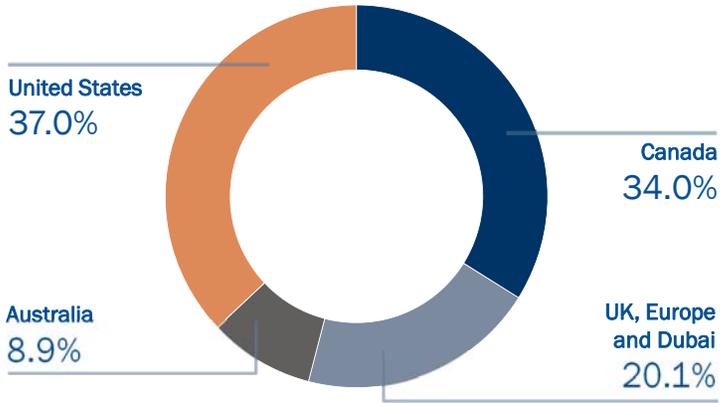
2. Based on management estimates including certain assumptions made in respect of allocations of taxes, non-direct costs and expenses.

Remain Agile

Independence allows us to adjust our business mix and stay competitive as client demands evolve

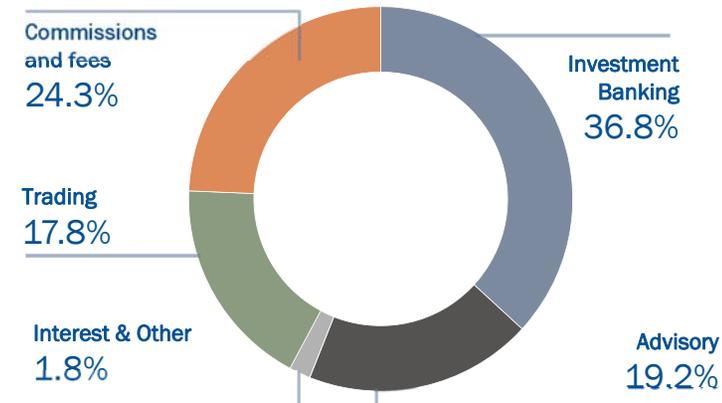
Capital markets revenues by region

Fiscal 2018



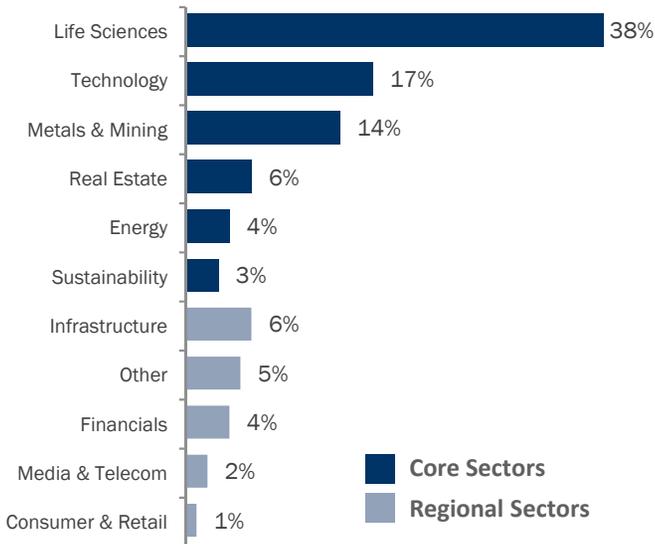
Capital markets revenues by activity

Fiscal 2018



Investment Banking and Advisory revenue by sector

Fiscal 2018



Increasing diversity of revenue streams



34%
of YTD investment
banking revenue



72%
Of YTD revenue
from non-resource
sectors

FOCUSED WHERE WE CAN BE MOST RELEVANT TO OUR CLIENTS AND PROVIDE SUPERIOR REVENUE OPPORTUNITIES

- Agility allows us to harness leadership in fast growing blockchain, cannabis, emerging lithium and lighting sectors while maintaining strong capability in historic areas of strength
- Disciplined sector focus allows us to provide globally integrated service in key growth sectors of the global economy
- Long term client partnerships fostered through track record of successful outcomes for growth companies - not balance sheet driven
- Growing contributions from Debt Finance & Restructuring business; able to provide strategic advice without conflict
- Globally aligned Sales, Trading and Equity Research dedicated to coverage of small and mid-cap growth ideas

Dominant Mid-market Capital Markets Competitor

Leverage competitive strengths across businesses and geographies to drive stronger outcomes for clients

CANADA

- Dominant independent investment bank, raised 40% more than closest independent competitor in F2018
- Top Canadian underwriter by number of transactions over last 5 fiscal years¹
- Leading independent investment dealer for IPOs over past 5 fiscal years; recently launched \$30M SPAC
- Top independent trader²; recently announced acquisition of JitneyTrade will increase margin of leadership
- Highest rated independent equity research, covering more stocks than other independents

**CONTINUE TO ESTABLISH
CANACCORD GENUITY AS THE
DOMINANT INDEPENDENT**



US

- Further alignment of core teams to provide a more intensive focus on driving profitability in Healthcare and Tech
- Strengthening profitability through continued focus on book-running ECM mandates and growing Advisory: Q418 pre-tax profit margin = 8.4%
- Share gains in equities and IEG and growing revenue from specialist desks

**TRADING, ECM, CORPORATE
ACCESS ALL INTEGRAL TO OUR
GLOBAL PLATFORM**



UK, EUROPE AND DUBAI

- Strong M&A and private equity expertise
- Growth in retained corporate client base with a number of new wins during the fiscal year
- Investment Companies Team with established reputation in the UK market
- Added senior strength in Corporate Broking, Sales, Research
- Targeting added growth in corporate broking mandates

**MID-MARKET STRENGTHS IN
ALIGNMENT WITH GLOBAL
EFFORTS**



AUSTRALIA

- Increased investment improves alignment with global platform
- Diversified business covering core sectors
- Increasingly important contributor to global franchise
- Well positioned for consolidation: operational and technology platform facilitating growth and cost efficiencies
- Strengthened mid-market Energy practice
- Added senior strength in Equities and Sales

**POWERFUL MID-MARKET
COMPETITOR IN THE REGION**



1. Transactions over \$1.5 million, excludes converts, prefs, full credit league table

2. Block trades, April 2015 to March 2018

Global operating businesses

	F2016	F2017	F2018	Q4/17	Q4/18
Wealth Management					
Canada					
Revenue	\$108,208	\$132,292	\$168,882	\$40,268	\$51,455
Pre-tax net income (loss) ¹	\$(7,490)	\$1,964	\$20,190	\$1,458	\$8,454
Pre-tax profit margin ¹	(6.9)%	1.5%	12.0%	3.6%	16.4%
UK & Europe					
Revenue	\$138,359	\$134,819	\$201,383	\$33,065	\$64,923
Pre-tax net income (loss) ¹	\$23,881	\$27,565	\$37,352	\$5,525	\$9,777
Pre-tax profit margin ¹	17.3%	20.4%	18.5%	16.7%	15.1%
Capital Markets					
Canada					
Revenue	\$131,399	\$155,411	\$216,106	\$46,243	\$77,614
Pre-tax net income (loss) ¹	\$10,273	\$24,322	\$44,348	\$10,056	\$20,695
Pre-tax profit margin ¹	7.8%	15.7%	20.5%	21.7%	26.7%
US					
Revenue	\$217,411	\$244,211	\$235,942	\$64,726	\$68,158
Pre-tax net income (loss) ¹	\$(6,794)	\$1,890	\$5,356	\$2,807	\$6,841
Pre-tax profit margin ¹	(3.1)%	0.8%	2.3%	4.3%	10.0%
UK, Europe & Dubai					
Revenue	\$145,478	\$146,812	\$128,458	\$62,190	\$34,796
Pre-tax net income (loss) ¹	\$(12,309)	\$4,643	\$(827)	\$17,105	\$1,941
Pre-tax profit margin ¹	(8.5)%	3.2%	(0.6)%	27.5%	5.6%
Australia²					
Revenue	\$31,138	\$59,693	\$57,022	\$20,314	\$20,102
Pre-tax net income (loss) ¹	\$1,251	\$18,116	\$14,909	\$7,329	\$6,786
Pre-tax profit margin ¹	4.0%	30.3%	26.1%	36.0%	33.8%

1. Excludes significant items (Non-IFRS and non-GAAP) which include restructuring costs, amortization of intangible assets acquired in connection with a business combination, impairment of goodwill and other assets, and acquisition-related expense items, which include costs recognized in relation to both prospective and completed acquisitions, gains or losses related to business disposals including recognition of realized translation gains on the disposal of foreign operations, as well as certain expense items, typically included in development costs. Refer to non-IFRS measures in the MD&A

2. Includes Australia wealth management

Complete alignment with Shareholders

Significant equity participation by Executives, Employees and Board of Directors



Compensation Linked to Successful Delivery of Strategic Objectives

Executive compensation has large performance-based element

- Defined and well articulated performance objectives tied to financial results, share price performance, and strategic initiatives
- A significant portion of certain senior officers' compensation will be in the form of Performance Share Units (PSUs); future payout will be conditioned on achievement of predetermined multi-year market-based and financial performance metrics
- President & CEO holds total equity interest post private placement of ~3%¹

Net Income Focus

- Compensation for senior leaders increasingly tied to net income



High Employee Ownership Supports Partnership Culture

40% Employee Ownership²

Private Placement June, 2016

- Employees invested \$30 million in shares of our business – resale restrictions over 3 years

Long Term Incentive Plan (LTIP)

- Better aligned compensation strategy with business performance; shifted performance goals from a revenue basis to a longer-term profitability basis

Employee Share Purchase Plan (ESPP)

- Match employee share purchases on 1:1 basis



Board of Directors

- Executive Chairman holds total equity interest of 3.75%¹
- Board-related costs reduced through a number of measures, in alignment with overall cost containment initiatives

1. Common shares plus RSUs

2. Fully diluted common shares; management estimate

(TSX:CF): An Excellent Investment Proposition

Committed to driving value for clients, employees and shareholders



Shares are attractively valued



Driving earnings power by transforming business mix and growing global wealth management



Creating a more predictable business with consistency of earnings



Increasing market share across our operations



Strong balance sheet protects our capacity to invest in future growth



Management and employees are in complete alignment with shareholders

Analyst Coverage

Cormark Securities
Jeff Fenwick

TD Securities Inc.
Graham Ryding

Canaccord Genuity Group Inc. is followed by the analysts listed above. Please note that any opinions, estimates or forecasts regarding Canaccord Genuity's performance made by these analysts are theirs alone and do not represent opinions, forecasts or predictions of the Company or its management. Canaccord Genuity does not by its reference above or distribution imply its endorsement of or concurrence with such information, conclusions or recommendations.

Financial Performance

Capital Metrics, Quarterly Performance, Annual Performance
Canaccord Genuity – Financial snapshot
Wealth Management – Financial snapshot

Canaccord Genuity Group Inc.: Financial Snapshot

CANACCORD GENUITY GROUP INC.: GLOBAL MEASURES

Key Metrics	F2016	F2017	F2018	Q4/17	Q4/18
Gross Revenue	\$787,805	\$879,546	\$1,020,877	\$271,656	\$322,080
Total Expenses¹	\$793,862	\$817,096	\$912,270	\$232,161	\$269,914
Incentive Compensation¹	\$417,876	\$454,998	\$526,614	\$136,402	\$160,409
Operating Expenses¹	\$375,986	\$362,098	\$385,656	\$95,759	\$109,505
Income Before Income Taxes¹	(\$6,057)	\$61,257	\$110,607	\$39,495	\$52,166
Net Income (Loss)¹	(\$5,995)	\$49,196	\$81,657	\$32,740	\$37,312
Compensation Ratio¹	64.8%	61.5%	61.2%	58.3%	58.7%
Total Expenses as % of Revenue¹	100.8%	93.0%	89.2%	85.5%	83.8%
Diluted Earnings (Loss) Per Common Share¹	(\$0.21)	\$0.32	\$0.59	\$0.27	\$0.28

1. Excludes significant items (Non-IFRS and non-GAAP) which include amortization of intangible assets acquired in connection with a business combination, acquisition-related costs, certain incentive-based payments related to the acquisition of Hargreave Hale and restructuring costs, an accounting charge related to our Long-Term Incentive Plan was also recorded during the fourth quarter of fiscal 2018. Refer to non-IFRS measures in the MD&A

Solid Capital Position

Well capitalized for continued investment in key priorities

- Able to support increasing business activities and invest in opportunities to capture additional market share
- Strong, liquid balance sheet
- Prepared for evolving regulatory environment

(In C\$ millions, except for per share amounts and number of shares)	Q3/18 (As at December 31, 2017)	Q4/18 (As at March 31, 2018)	% Change
Working Capital	\$513.0	\$575.6	12.2%
Working Capital Per Common Share¹	\$4.13	\$4.63	12.1%
Cash & Cash Equivalents	\$592.9	\$862.8	45.5%
Shareholders' Equity	\$766.3	\$841.4	9.8%
Preferred Shares	\$205.6	\$205.6	<i>nil</i>
Book Value Per Common Share^{1,2}	\$5.11	\$5.71	11.7%
Common Shares – Diluted²	124,209,000	124,294,000	<i>Nil.</i>

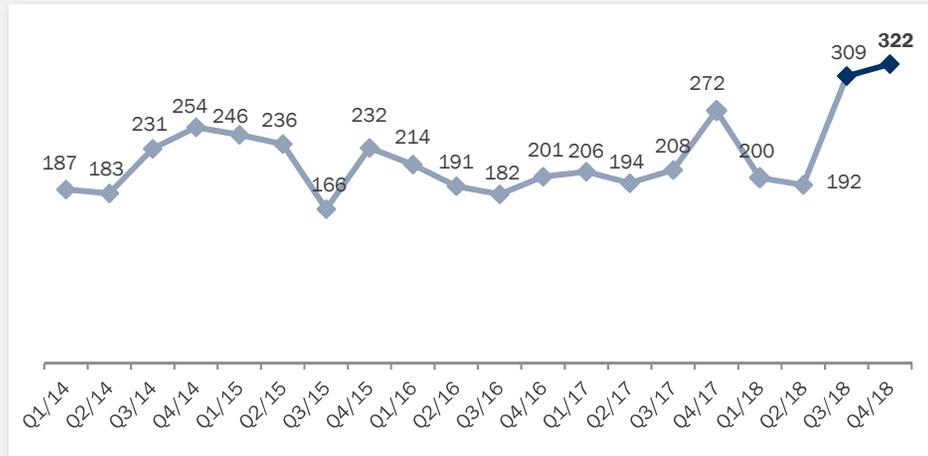
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2. Based on diluted shares outstanding

Q4/18 Financial Performance

Revenue

(C\$ millions)



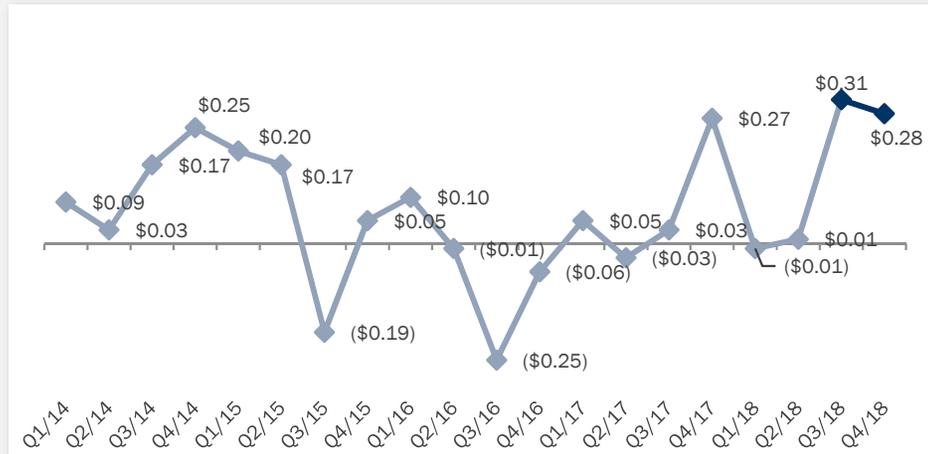
Net Income¹

(C\$ millions)



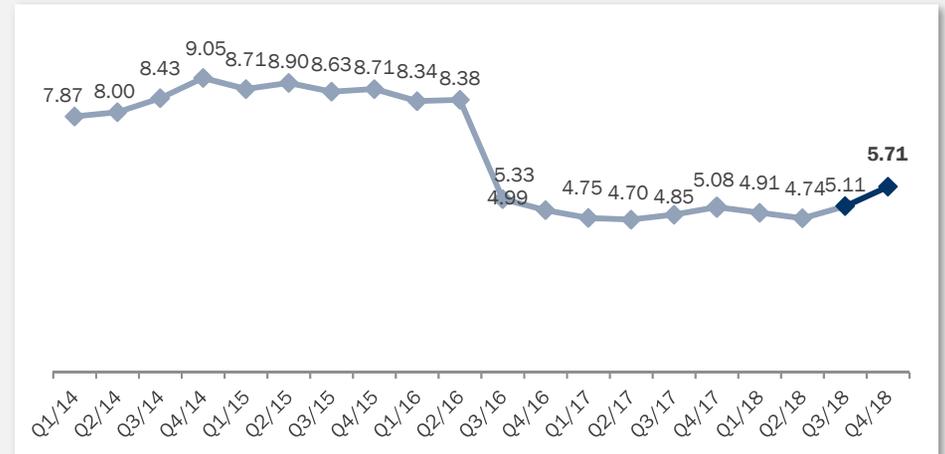
Diluted EPS¹

(C\$)



Book Value

(C\$ per diluted share)

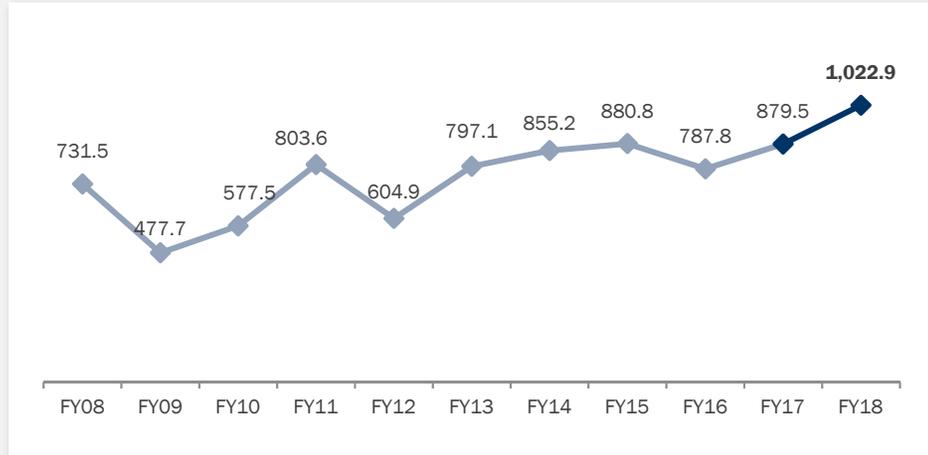


1. Excludes significant items (Non-IFRS and non-GAAP) which include amortization of intangible assets acquired in connection with a business combination, acquisition-related costs, certain incentive-based payments related to the acquisition of Hargreave Hale and restructuring costs, an accounting charge related to our Long-Term Incentive Plan was also recorded during the fourth quarter of fiscal 2018. Refer to non-IFRS measures in the MD&A

Fiscal 2018 Financial Performance

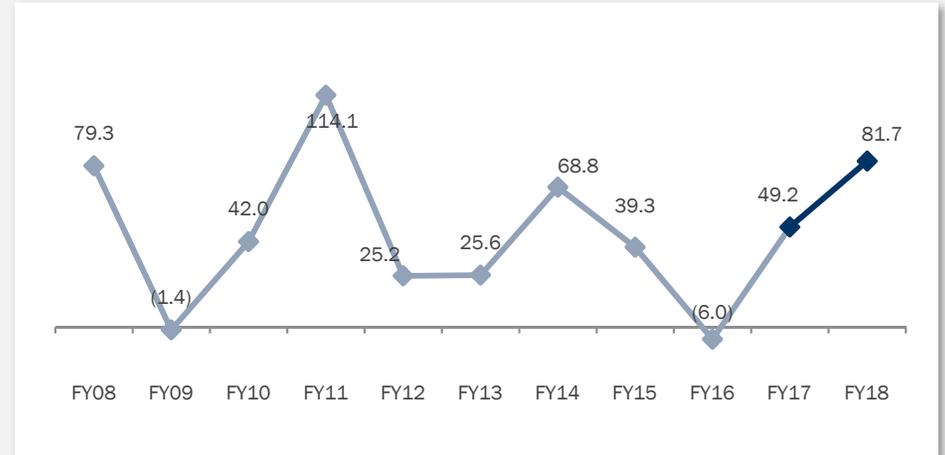
Revenue

(C\$ millions)



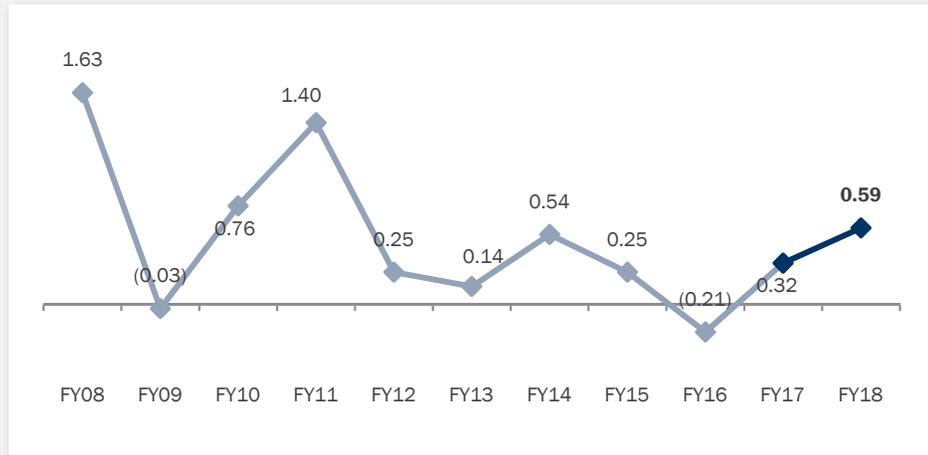
Net Income¹

(C\$ millions)



Diluted EPS¹

(C\$)



ROE¹



1. Excludes significant items (Non-IFRS and non-GAAP) which include amortization of intangible assets acquired in connection with a business combination, acquisition-related costs, certain incentive-based payments related to the acquisition of Hargreave Hale and restructuring costs, an accounting charge related to our Long-Term Incentive Plan was also recorded during the fourth quarter of fiscal 2018. Refer to non-IFRS measures in the MD&A

Canaccord Genuity Wealth Management: Financial Snapshot

Canada¹: Wealth Management

Key Metrics (C\$)	FY2018	Q4/17	Q3/18	Q4/18
Gross Revenue	\$168.9M	\$40.3 M	\$48.4 M	\$51.5 M
Income (Loss)² (after intersegment allocations and before income taxes)	\$20.2 M	\$1.5 M	\$7.5 M	\$8.5 M
Assets under Administration	\$15.6 B	\$13.2 B	\$14.5 B	\$15.6 B
Fee-related revenue³ (as a % of total revenue)	33.5%	32.7%	29.0%	28.5%
Number of Investment Advisory Teams	142	141	134	142

UK & Europe: Wealth Management

Key Metrics (C\$, unless otherwise indicated)	FY2018	Q4/17	Q3/18	Q4/18
Gross Revenue	\$201.4 M	\$33.1 M	\$61.0 M	\$64.9 M
Income (Loss)² (after intersegment allocations and before income taxes)	\$37.4 M	\$5.5 M	\$11.6 M	\$9.8 M
Assets under Management	\$44.9 B/£24.8 B	\$24.5 B/£14.7 B	\$43.8 B/£25.8 B	\$44.9 B/£24.8 B
Fee-related revenue (as a % of total revenue)	68.5%	70.5%	68.8%	67.3%
Number of Investment Professionals & Fund Managers	188	118	197	188

1. Includes revenue and net income from US wealth management operations

2. Excludes significant items (Non-IFRS and non-GAAP) which include amortization of intangible assets acquired in connection with a business combination, acquisition-related costs, certain incentive-based payments related to the acquisition of Hargreave Hale and restructuring costs, an accounting charge related to our Long-Term Incentive Plan was also recorded during the fourth quarter of fiscal 2018. Refer to non-IFRS measures in the MD&A

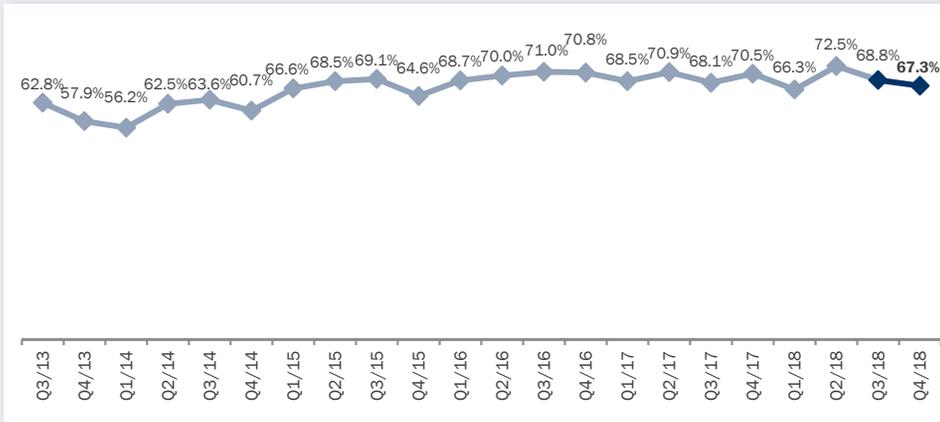
3. Fee-related revenue continues to increase, but makes up a lower percentage of total revenue during periods of increased transaction activity in our Canadian wealth management business

Canaccord Genuity Wealth Management

Growing assets and contributions from fee-based business

UK & Europe Wealth Management

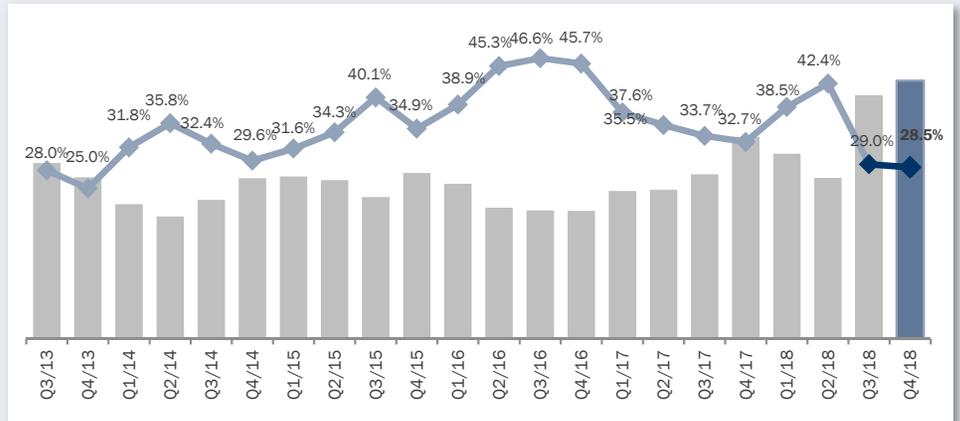
Fee-based Revenue as a Percentage of Wealth Management Revenue



Canada Wealth Management

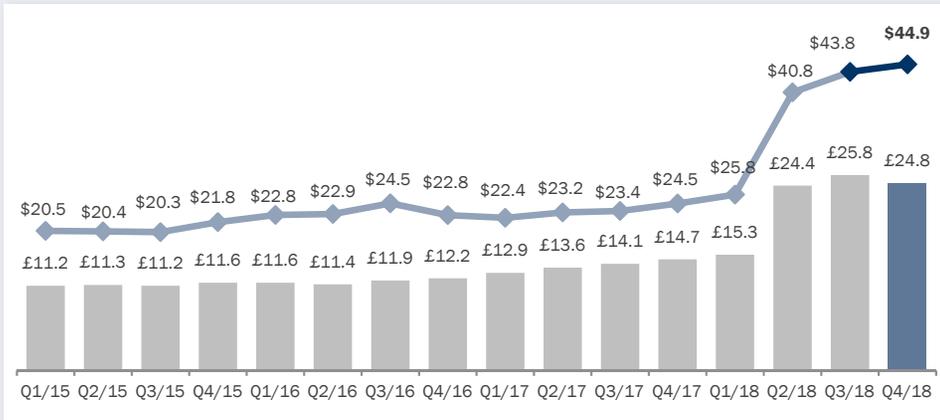
Fee-based Revenue as a Percentage of Wealth Management Revenue

*percentage of total revenue offset by recent increase in transactional revenue



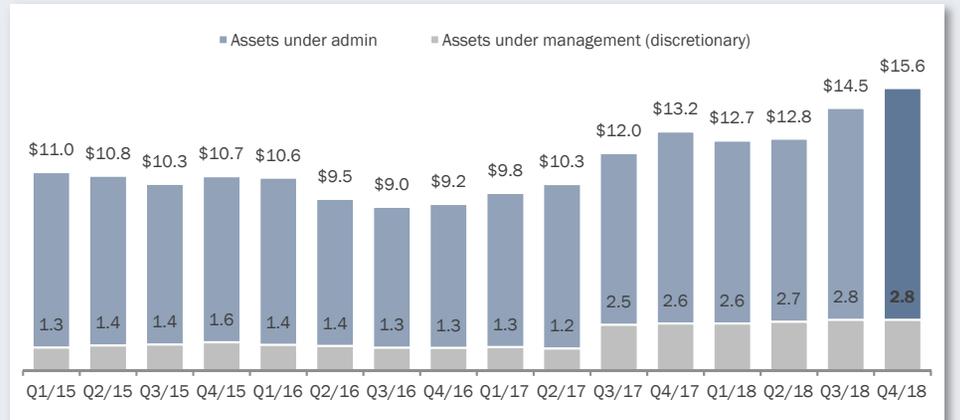
Client Assets

(C\$ billions)¹



Client Assets

(C\$ billions)



1. C\$ billions, pro forma for periods prior to CHSP acquisition. Exchange rates are at end of each period

Canaccord Genuity Global Capital Markets: Financial Snapshot

CANACCORD GENUITY: GLOBAL MEASURES				
Key Metrics (C\$)	FY2018	Q4/17 ¹	Q3/18 ¹	Q4/18 ¹
Gross Revenue ^{1,2}	\$637.5 M	\$193.5 M	\$196.2 M	\$200.7 M
Income (Loss) ³ (after intersegment allocations and before income taxes)	\$62.5 M	\$36.9 M	\$34.8 M	\$36.0 M
Deals Led ⁴	191	44	59	60
Deals Participated In ⁴	391	111	141	107
Non-resource Sector Transactions	72%	79%	76%	72%

1. Includes Australian wealth management revenue

2. Commencing in Q3/17, the operating results of our Australian operations are disclosed separately as Canaccord Genuity – Australia, and the operating results of Canaccord Genuity (Dubai) are included as Canaccord Genuity UK, Europe & Dubai. In previous quarters, the operating results have been reported as Other Foreign Locations. Comparatives for all prior periods have been reclassified.

3. Excludes significant items (Non-IFRS and non-GAAP) which include amortization of intangible assets acquired in connection with a business combination, acquisition-related costs, certain incentive-based payments related to the acquisition of Hargreave Hale and restructuring costs, an accounting charge related to our Long-Term Incentive Plan was also recorded during the fourth quarter of fiscal 2018. Refer to non-IFRS measures in the MD&A

4. Combined equity offerings of \$1.5 MM and greater