

Canaccord Genuity Group Inc.

Investor Presentation

November 2022



Canaccord Genuity

Forward looking statements and non-IFRS measures

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” 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 the Company’s 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 2022 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, settlement of a promissory note issued as purchase consideration at the Company’s option and conversion of convertible debentures divided by the number of diluted common shares that would then be outstanding including estimated amounts in respect of share issuance commitments including options, warrants, convertible debentures and a promissory note, as applicable, and adjusted for shares purchased under the normal course issuer bid and not yet cancelled, and estimated forfeitures in respect of unvested 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. Refer to Non-IFRS measures in the MD&A and the reconciliation of net income as determined under IFRS to adjusted net income, which excludes significant items, as described. 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 and other costs including financing expenses, loss related to the extinguishment of convertible debentures as recorded for accounting purposes, 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 as well as certain fair value adjustments on certain warrants and illiquid or restricted marketable securities as recorded for IFRS reporting purposes, but which are excluded for management reporting purposes and are not used by management to assess operating performance.

See the Selected Financial Information Excluding Significant Items table in the Company’s interim and annual financial reports. 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.cqf.com/investor-relations or at www.sedar.com.

The “Company” as referred to herein means Canaccord Genuity Group Inc. and its subsidiaries.

/ Driven to deliver superior client outcomes

/ Driven to strengthen employee engagement

/ Driven to grow our profitability

/ Driven to increase shareholder value



Canaccord Genuity

About Canaccord Genuity Group Inc.

Driven to deliver superior outcomes for mid-market companies and investors



Canaccord Genuity

Comprehensive wealth management solutions helping individual investors, private clients and charities achieve their financial goals.



Canaccord Genuity

Leading mid-market provider of investment banking, advisory, equity research, and sales & trading services for corporations and institutions.

NORTH AMERICA

- BAHAMAS
- BOSTON
- CHARLOTTE
- CALGARY
- EDMONTON
- HALIFAX
- KELOWNA
- MIAMI
- MINNEAPOLIS

- MONTREAL
- NASHVILLE
- NEW YORK
- SAN FRANCISCO
- TORONTO
- VANCOUVER
- WATERLOO
- WINNIPEG

UK & EUROPE

- BIRMINGHAM
- BLACKPOOL
- DUBLIN
- EDINBURGH
- GUERNSEY
- GUILDFORD
- ISLE OF MAN
- JERSEY
- LANCASTER
- LLANDUDNO
- LONDON
- NEWCASTLE
- NORWICH
- NOTTINGHAM
- PARIS
- SOUTHAMPTON
- WORCESTER
- YORK

AUSTRALIA

- ADELAIDE
- ALBANY
- BUSSELTON
- MELBOURNE
- PERTH
- SYDNEY

ASIA

- BEIJING
- HONG KONG

MIDDLE EAST

- DUBAI
- TEL AVIV

- WEALTH MANAGEMENT OFFICES
- CAPITAL MARKETS OFFICES

\$711 M

REVENUE¹

\$ 89 bn

CLIENT ASSETS

\$9.0 bn

PROCEEDS
RAISED

157

INVESTMENT BANKING
TRANSACTIONS

2,845

EMPLOYEES

45

LOCATIONS

4

CONTINENTS



Canaccord Genuity

1. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation.
2. All amounts are for H1 fiscal 2023, six months ended September 30, 2022

Financial Highlights

Abrupt deceleration in global markets impacted financial performance in Q2 and fiscal 2023 year to date



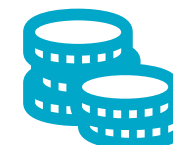
Revenue¹



Client Assets



Pre-tax Net Income^{1,2}



Diluted EPS¹

Q2 Fiscal 2023
3 months ended
September 30

\$381.8 M
-19.6 % y/y

\$88.6 bn
-9.7 % y/y

\$50.6 M
-47.1 % y/y

\$0.25
-56.9 % y/y

YTD Fiscal 2023
6 months ended
September 30

\$710.6 M
-28.9 % y/y

\$88.6 bn
-9.7 % y/y

\$78.1 M
-62.8 % y/y

\$0.36
-72.5 % y/y

Fiscal 2022
12 months ended
March 31

\$2.04 bn
+2.4% y/y

\$96.1 bn
+8.2% y/y

\$417.6 M
+8.2% y/y

\$2.51
+1.2% y/y

CG Global Wealth Management and Capital Markets Advisory businesses continued to deliver stable contributions, despite lower new issue activities.

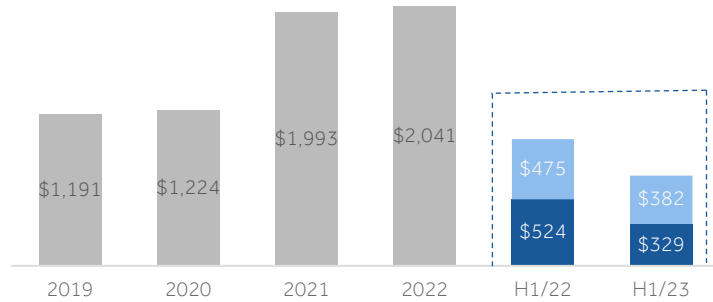
Defensive revenue mix provides downside protection

Clear strategy to strengthen recurring revenue streams while increasing contributions from higher-margin activities

Revenue¹ - C\$ millions

Fiscal years ended March 31

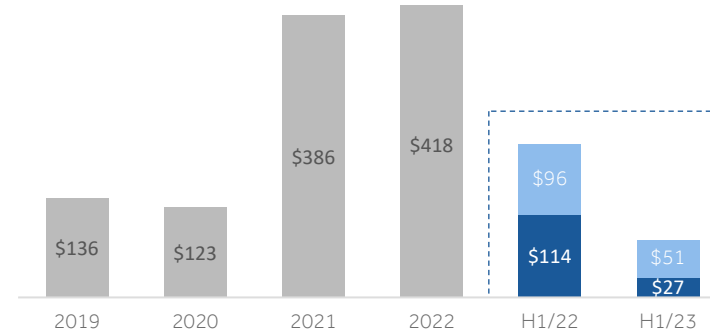
H1/22 and H1/23 ended September 30



Pre-tax Net Income^{1,2} - C\$ millions

Fiscal years ended March 31

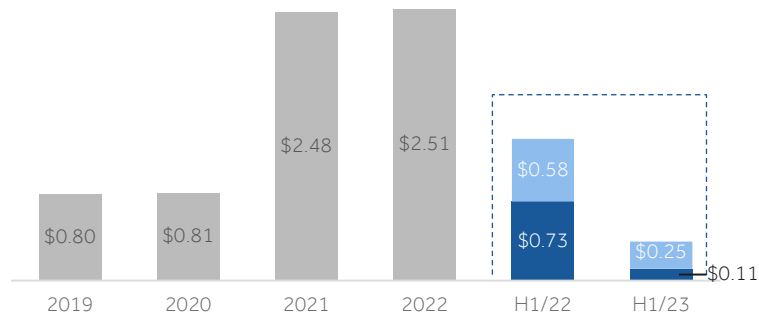
H1/22 and H1/23 ended September 30



Diluted EPS – adjusted¹, C\$

Fiscal years ended March 31

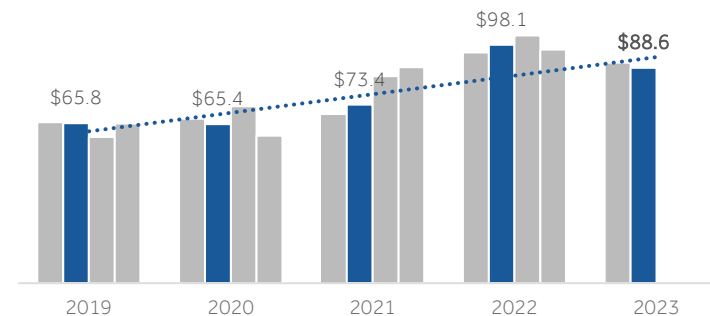
H1/22 and H1/23 ended September 30



Total client assets – C\$, billions

Fiscal years by quarters ended March 31

Q2/23 ended September 30



Expanding into our core strengths and growing market share in all businesses and geographies



Expanded higher-margin Advisory businesses in US and UK



Significantly invested in growing our wealth management businesses in Canada, the UK and Australia



Continuing to manage fixed costs in reduced revenue environment

Positioned for long-term success

Using challenging periods productively to seize opportunities for targeted and disciplined growth



Diversify

Fiscal 2010 to 2014

- Expand global footprint
- Broaden sector coverage
- Limit exposure to any single geography or business line



Restructure & Refocus

Fiscal 2015 - 2016

- Align global business leaders
- Exit underperforming businesses
- Reduce fixed costs
- Focus core capabilities in areas that drive margin



Balance business mix

Fiscal 2017 - 2018

- Significantly grow global wealth management
- Increase contributions from recurring, fee-based revenue
- Invest in growing higher-margin businesses
- Strengthen our competitive advantage



Sustainable, profitable growth

Fiscal 2019 to 2021

- Redeploy capital across fewer businesses
- Stabilize earnings growth across market cycles
- Build upon areas of strength
- Drive wealth management profitability and growth
- Increase shareholder returns



Expand on our proven strengths

Fiscal 2022 and beyond

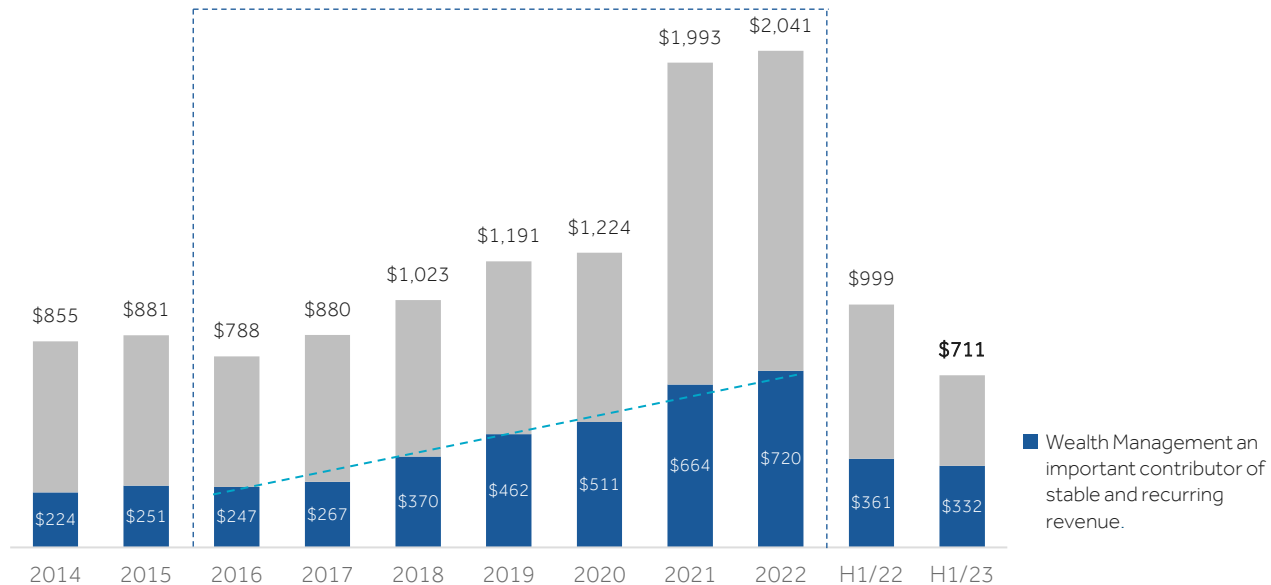
- Continue to drive wealth management growth and profitability
- Develop alternative wealth channels
- Expand proprietary wealth product offerings
- Go deeper in core capital markets strengths
- Expand ancillary product and services across capital markets businesses
- Exploit our strengths in complementary risk capital offerings

Transformed our business mix to provide stability through market cycles

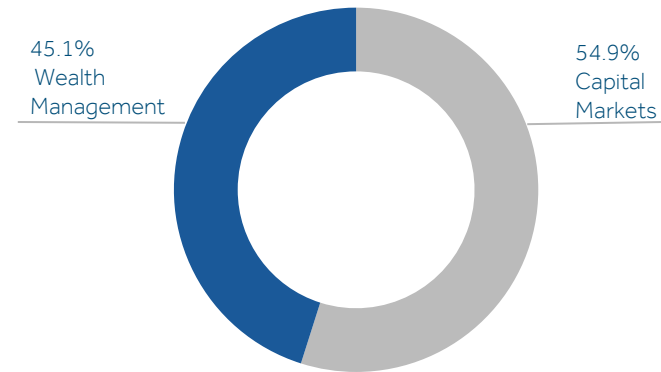
Broad-based revenue and net income contributions without concentration in any sector or region

Firmwide revenue¹

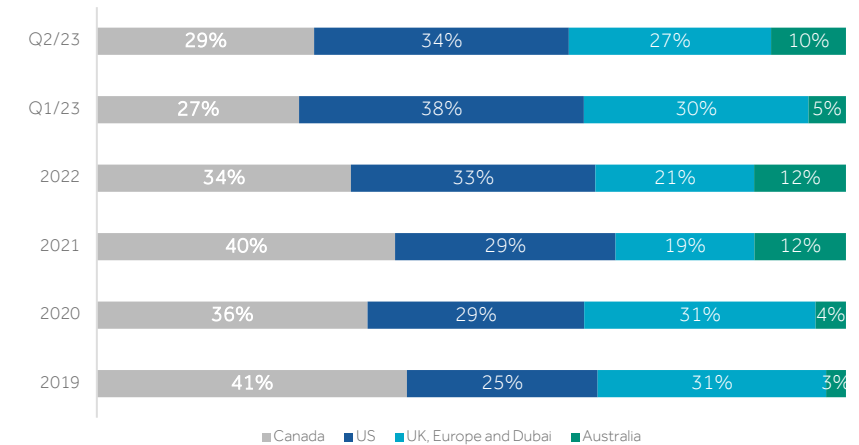
C\$ millions, fiscal years ended March 31
H1/22 and H1/23 ended September 30



Q2/23 Firmwide Revenue by Operating Division



Q2/23 Firmwide Revenue by Region

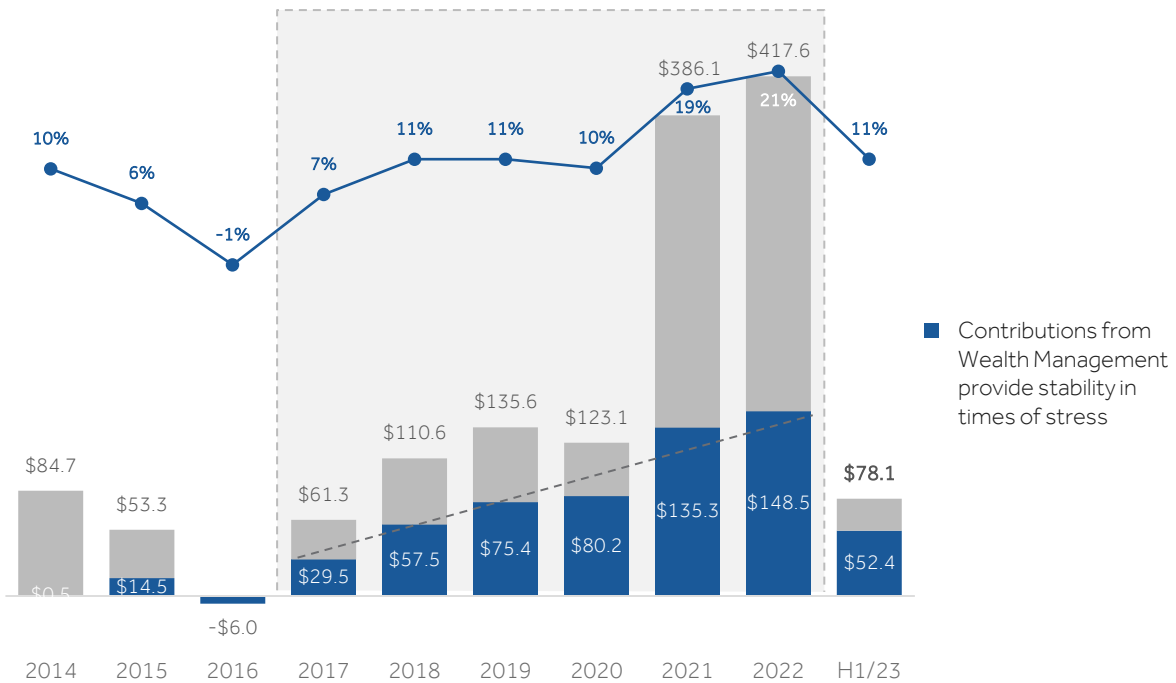


1. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation.

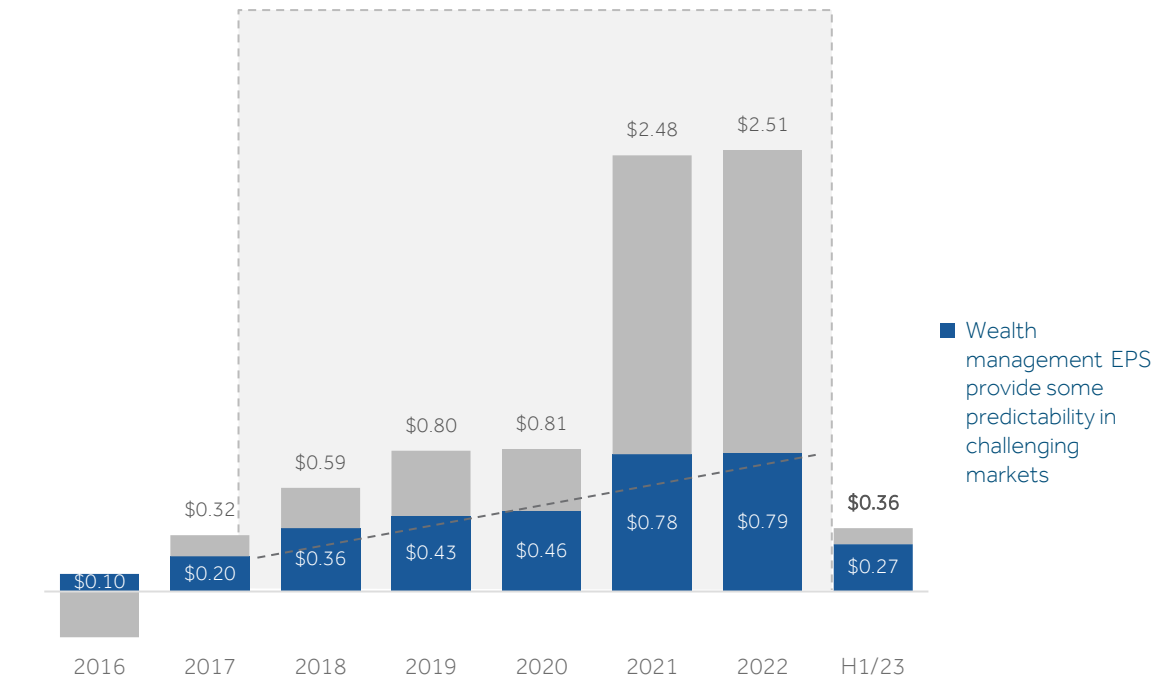
Established track record of steadily and sustainably improving earnings stability

We have spent years shaping our business to deliver predictable performance in uncertain times

Pre-tax net income and profit margins^{1,2}
 % and C\$ millions, fiscal years ended March 31
 H1/22 and H1/23 ended September 30



Diluted EPS¹
 C\$ fiscal years ended March 31
 H1/22 and H1/23 ended September 30



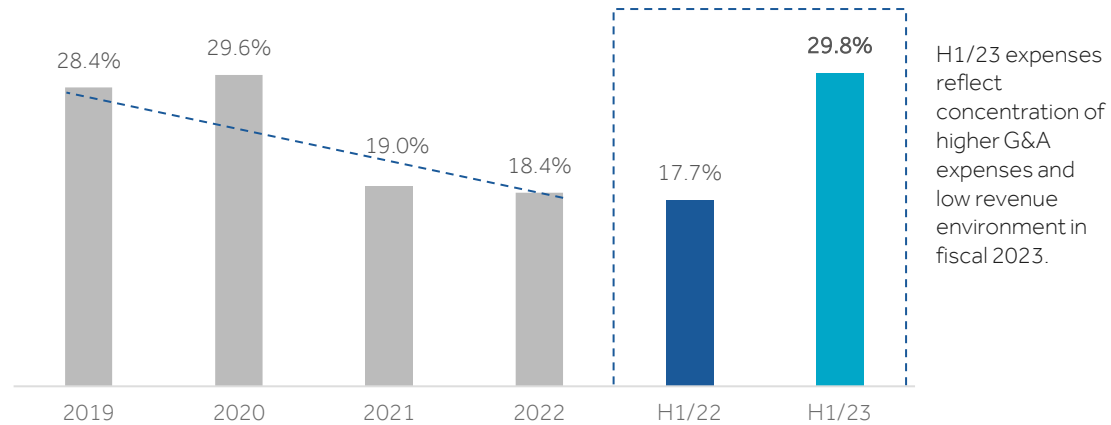
Disciplined expense management

Focused on improving operating leverage to support profitability through market cycles

Non-compensation expenses as a % of revenue¹

Fiscal years ended March 31

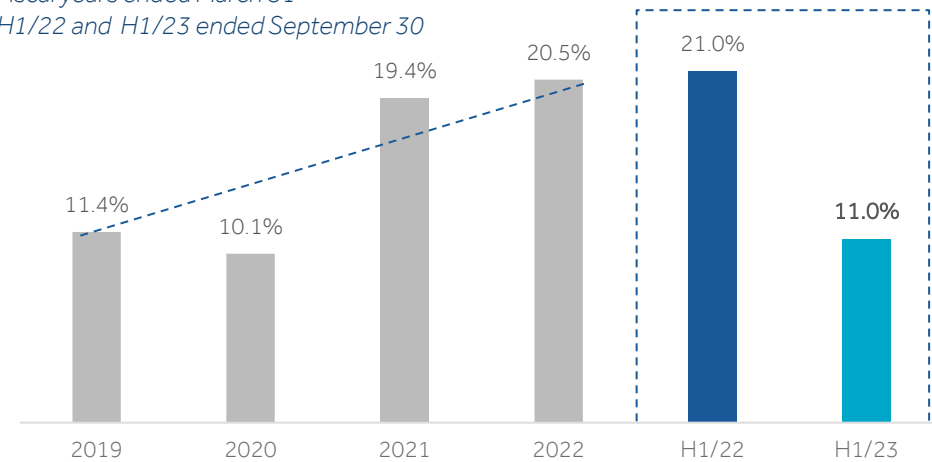
H1/22 and H1/23 ended September 30



Pre-tax profit margin¹

Fiscal years ended March 31

H1/22 and H1/23 ended September 30



Prudent management of capital and expenses to ensure the best use of our resources for continued balance sheet strength

- H1/23 non-compensation expenses reflect anticipated increase in T&E and business development costs which were concentrated in a short period following the lifting of pandemic restrictions
- Enhanced cost savings were driven by the extended remote work environment, we expect to maintain certain cost savings post-pandemic
- Continued emphasis on efficiencies and expense discipline measures implemented prior to the onset of the global pandemic

1. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation

Improving shareholder returns

Deploying capital in ways that increase the long-term value of our business, and optimize value for shareholders

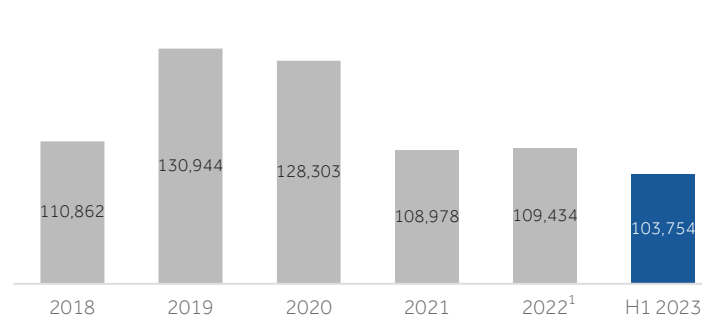
Common Share Dividends

C\$, Fiscal years ended March 31
H1/23 ended September 30



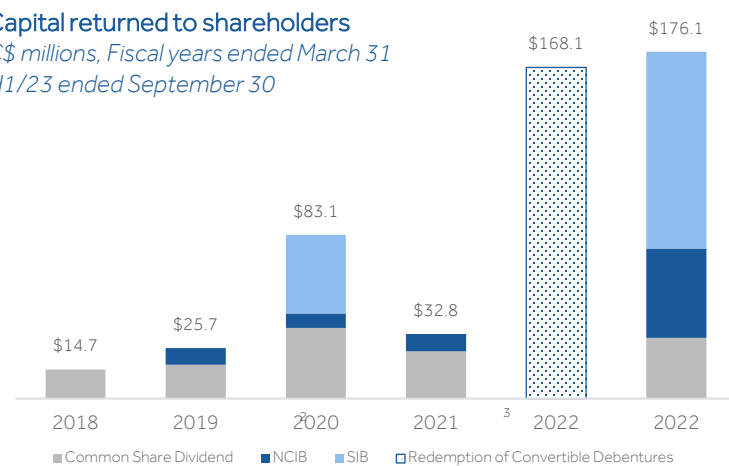
Common shares outstanding (Average diluted)

Fiscal years ended March 31
H1/23 ended September 30



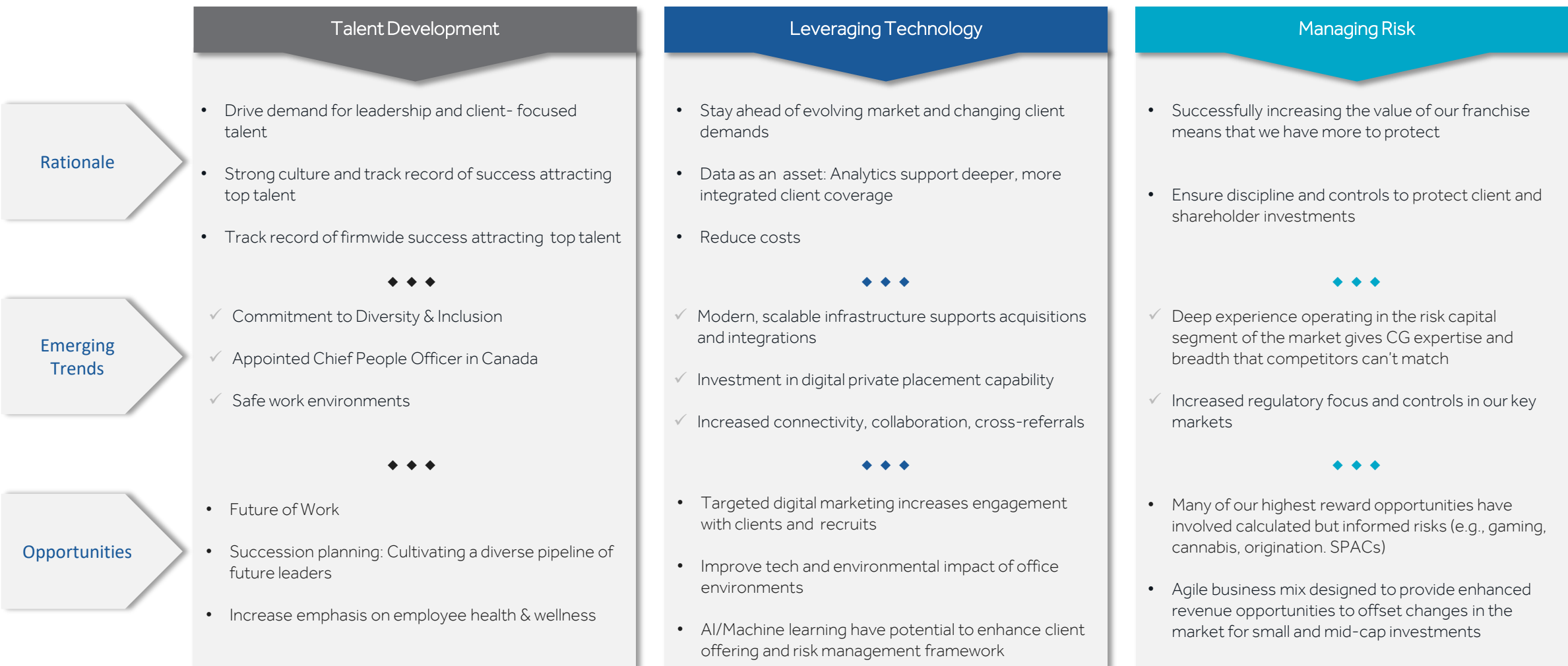
Capital returned to shareholders

C\$ millions, Fiscal years ended March 31
H1/23 ended September 30



- ✓ Q2/23 quarterly common share dividend of \$0.085
- ✓ H1/23 capital deployment initiatives including common share dividends and NCIB buyback totalled \$22.0 million, or 39.6% of pre-tax net income⁵
- ✓ Purchased 502,000 common shares for cancellation under normal course issuer bid programs during fiscal H1 Fiscal 2023
- ✓ Fiscal 2022 capital deployment initiatives returned of \$176 million of capital to CF shareholders and debenture holders
- ✓ Fiscal 2021 reduced average diluted common share count by 15% y/y
- ✓ Redeemed 6.25% convertible unsecured senior subordinated debentures which reduced fully diluted share count by approximately 13.2 million common shares
- ✓ \$332.1M invested to date by HPS into UK Wealth business provides strategic and financial partner to support continued growth ambitions
- ✓ Closed \$40 million substantial issuer bid in August 2019

Initiatives underpinning future growth



Global Wealth Management

A Growing contributor to firmwide earnings growth and stability

Q2/23 CLIENT ASSETS

\$88.6 bn

Q2/23 REVENUE

\$169.3 M

Q2/23 PRE-TAX NET INCOME²

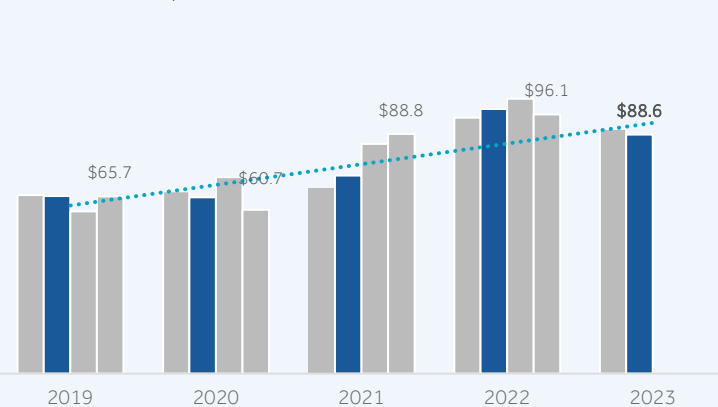
\$27.7 M

Q2/23 PRE-TAX PROFIT MARGIN²

16.3%

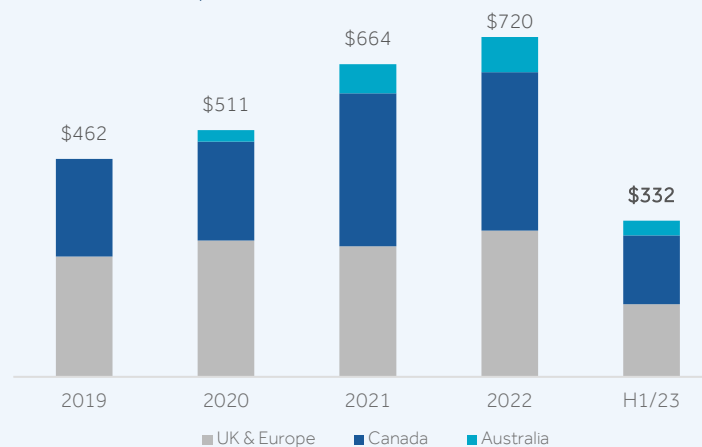
Total Client Assets

C\$ billions, Fiscal years ended March 31
Q2/23 ended September 30



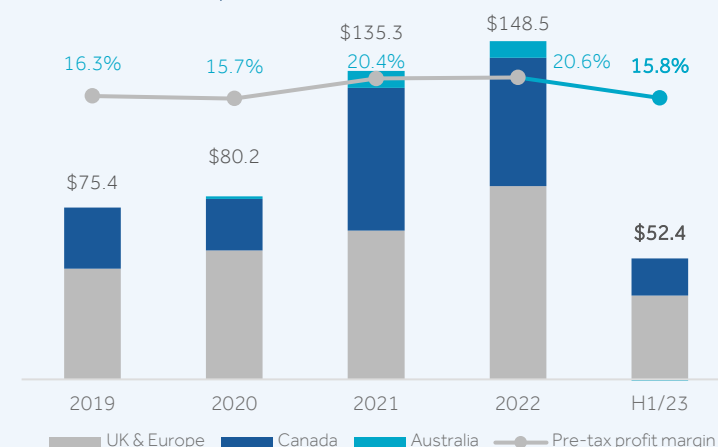
Total Wealth Management Revenue¹

C\$ millions, Fiscal years ended March 31
H1/23 ended September 30



Pre-tax net income (C\$ millions) and profit margin²

Fiscal years ended March 31
H1/23 ended September 30



1. Beginning in Q3/20, amounts include Australia wealth management
2. Excludes significant items (Non-IFRS and non-GAAP) . Refer to non-IFRS measures in the MD&A and on page 2 of this presentation

CG Global Wealth Management: Strengthening margins and earnings contributions

Proven track record of creating substantial value in this segment

(Revenue in C\$ thousands AUA in C\$ millions)		F2018	F2019	F2020	F2021	F2022	H122	H123
CANADA	Revenue	\$168,882	\$206,826	\$209,566	\$324,041	\$335,279	\$176,525	\$146,390
	Expenses as % of revenue ¹	79.6%	80.7%	83.4%	75.7%	77.0%	74.2%	81.6%
	Pre-tax profit margin ¹	12.0%	13.0%	10.8%	19.3%	16.8%	20.4%	11.1%
	Employees	379	430	432	454	489	463	506
	AUA	\$15,567	\$20,674	\$18,440	\$32,240	\$37,881	\$35,768	\$33,739
UK & CROWN DEPENDENCIES	Revenue	\$201,383	\$254,985	\$277,953	\$277,329	\$310,495	\$148,438	\$154,307
	Expenses as % of revenue ¹	80.8%	80.4%	79.2%	76.0%	72.1%	73.3%	75.7%
	Pre-tax profit margin ¹	18.5%	19.0%	20.3%	23.5%	27.3%	26.4%	23.9%
	Employees	559	542	548	528	581	545	730
	AUA	\$44,877	\$44,195	\$39,879	\$52,298	\$52,830	\$57,508	\$49,992
AUSTRALIA ^{2,3}	Revenue	\$4,966	\$4,373	\$23,916	\$62,249	\$74,663	\$36,269	\$30,810
	Expenses as % of revenue ¹	---	---	98.3%	88.1%	89.8%	87.0%	102.1%
	Pre-tax profit margin ¹	---	---	4.4%	11.9%	9.8%	13.0%	-2.2%
	Employees	11	10	200	204	222	215	230
	AUA	\$830	\$854	\$2,400	\$4,228	\$5,352	\$4,814	\$4,876

INVESTING WITH DISCIPLINE TO ADVANCE OUR LONG-TERM EARNINGS POTENTIAL

Investing in the growth across all geographies

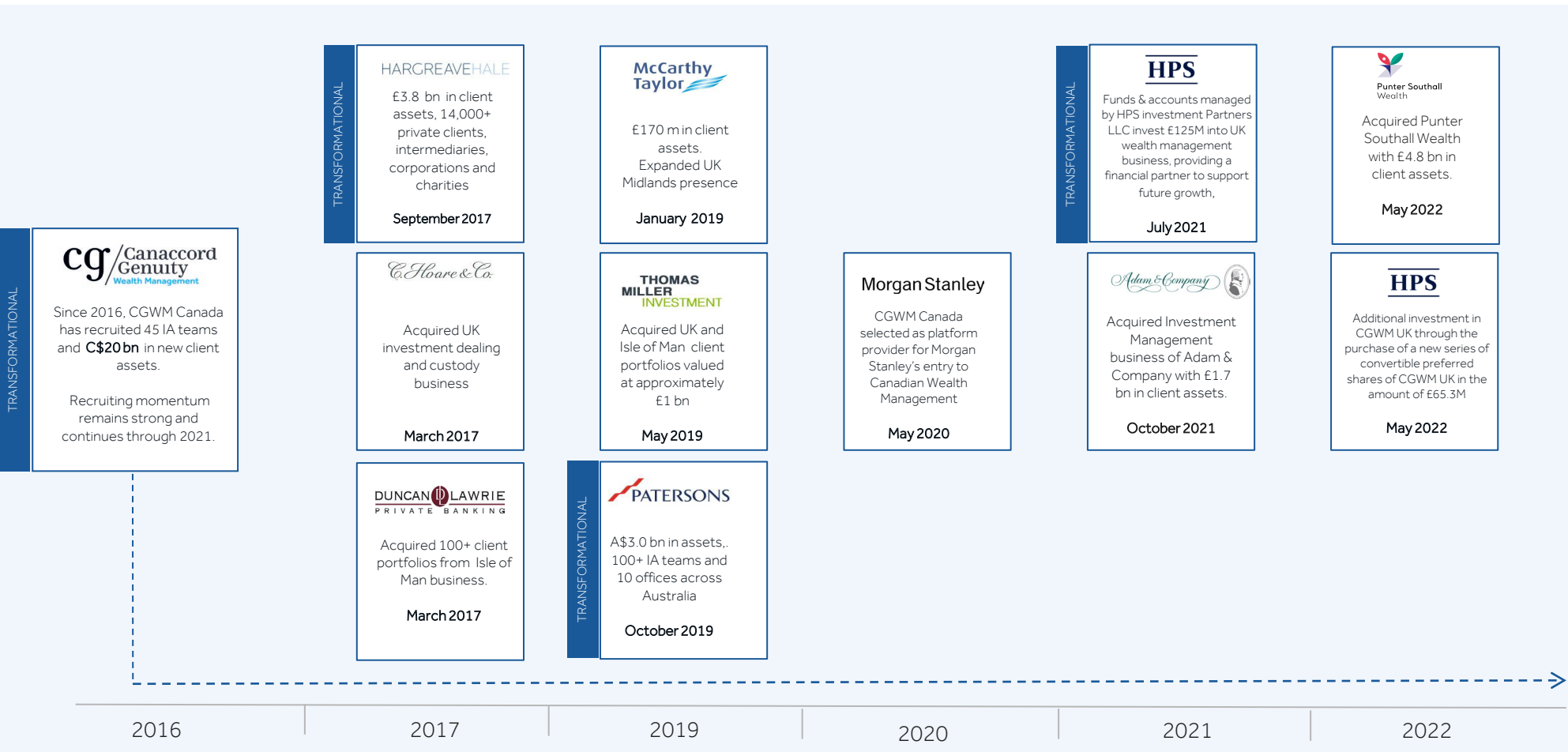
- Recent acquisitions of Adam & Company, Punter Southall Wealth⁴ and Results International Group in the UK & Crown Dependencies
- Pursuing organic growth initiatives in all regions
- Strong recruiting momentum in all regions

Advancing the client experience

- Leveraging best-in-class technology to provide seamless solutions for investment advisors and clients
- Critical investments in platforms such as Envestnet and Avaloq provide resilience and flexibility for long-term growth
- Actively building out specialist network in key growth areas to keep pace as investors reshape their investment needs.

CG Wealth Management: Fundamental to our long-term strategy

Accelerating growth in key regions through Recruiting, Acquisitions and Partnerships



A business model centred on stability

- ✓ Increased scale to deliver consistent profitability through a range of market environments.
- ✓ Proven track record of successfully integrating new IAs and acquisitions across wealth management businesses in all key regions
- ✓ More than \$700 M invested in acquisitions, recruiting, and technology over 10+ years to support growth of this segment.

CG Wealth Management: Modern, scalable technology and infrastructure

Positioned for further acquisitions, consolidation and organic growth

avalog

An NEC Company

Core platform provider (UK & Crown Dependencies)

ENVESTNET

State-of-the-Art Unified Managed Account (UMA) Platform (Canada)

PopForms

Proprietary Paperless Document Management Portal (Canada)



MyDocSafe™

Electronic Onboarding for Execution-only clients (UK)

DocuSign®

Secure Electronic Signature and Agreement Cloud (Canada)

katapult

Digital private placement software (Canada)

NETX360°

Robust international trading platform (Australia)

iress Xplan

Comprehensive financial planning and wealth management software (Australia)

Xeppo

Data-driven client management tool (Australia)

Critical investments provide resilience and flexibility, with continued support for our future growth ambitions.

CG Wealth Management: UK & Crown Dependencies

A top-10 wealth manager in an industry where scale matters

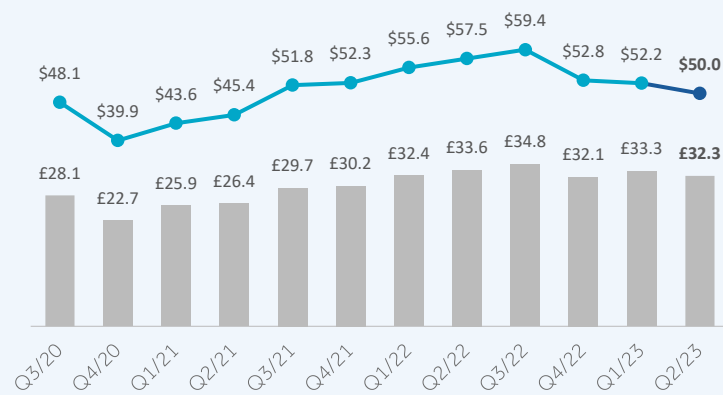
Highlights

- ✓ Q2/23 revenue increased 7.8% y/y to \$81M
- ✓ Q2/23 pre-tax net income¹ of \$18.1M; Pre-tax profit margin¹ decreased 3.9 p.p. y/y to 22.3%
- ✓ Completed acquisition of Adam & Company's investment management business October 1, 2021
- ✓ Acquisition of Punter Southhall Wealth adds £5 bn in client assets, further expands UK footprint and increases scale of Financial Planning capability
- ✓ Increased HPS investment² establishes premium valuation for this business; strategic and financial partner to support continued growth ambitions
- ✓ Higher interest rates positively impact interest revenue and contribute to margin strength

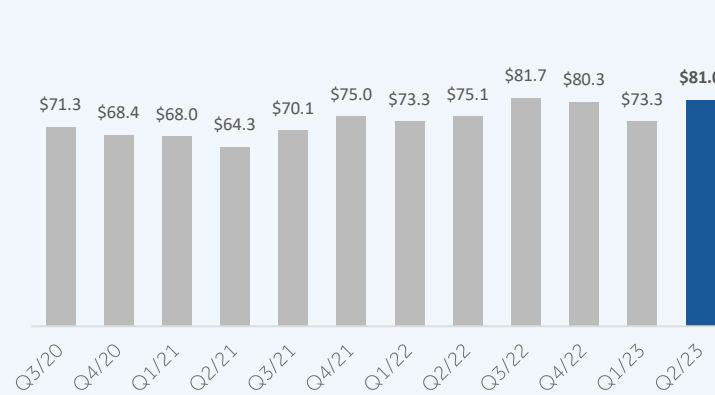
Strategic Priorities

- Drive organic growth and margin expansion
 - Cross fertilization of wealth planning and investment management
 - Grow business development and product distribution
 - Increase digital engagement
- Expand on HPS relationship to build upon exceptional growth to date
- Pursue accretive financing opportunities to further expand business without diluting CF shareholders

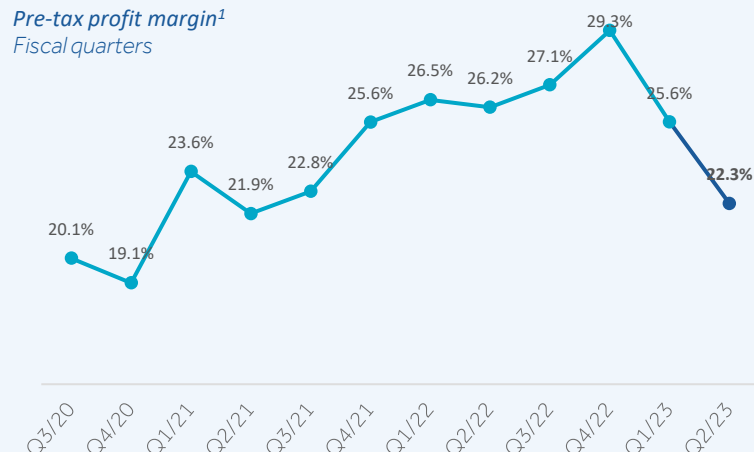
Client Assets
C\$ and £ billions, Fiscal quarters



Revenue
C\$ millions, Fiscal quarters



Pre-tax profit margin¹
Fiscal quarters



1. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation.
 2. In connection with the acquisition of Punter Southhall Wealth which was completed on May 31, 2022, HPS has made an additional investment in CGWM UK on closing of the acquisition through a new series of convertible preferred shares in the amount of £65.3 million (C\$104.5 million as of May 31, 2022). With this investment and with the small equity component issued in connection with the acquisition, the Company's effective as-converted interest in CGWM UK is approximately 66.9%

CG Wealth Management: Canada

Building on our success as the leading independent wealth manager in the country

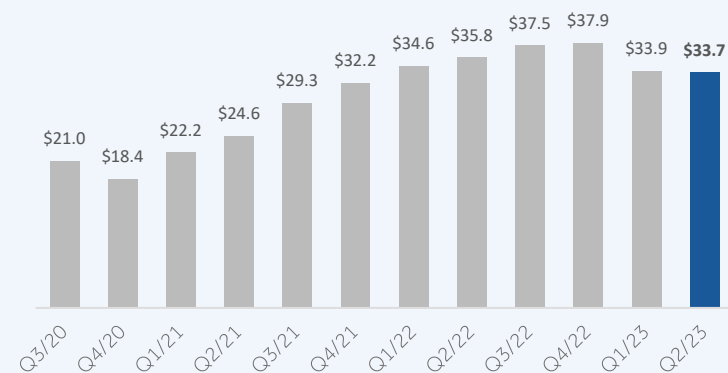
Highlights

- ✓ Q2/23 AUA decreased 5.7% y/y to \$33.7 bn due to the decline in market values, partially offset by new inflows and new assets from existing IAs and new recruits
- ✓ 9 CG Investment Advisors recognized as Canada's Top Wealth Advisors¹ with the #1 ranking given to a CG Advisor
- ✓ Ranked 2nd by Canadian IAs in 2022 Investment Executive (IE) Brokerage Report Card
- ✓ Higher interest rates positively impact interest revenue and contribute to margin strength
- ✓ Technology and platform advancements supporting recruiting activity, client experience and organic growth
- ✓ Selected as platform provider for Morgan Stanley's entry to Canadian Wealth Management

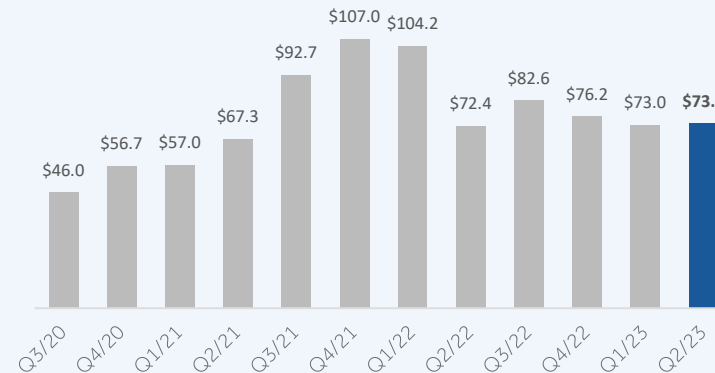
Strategic Priorities

- Continue to advance recruiting, client experience and organic growth initiatives
- Leverage technology investments to increase fee-based assets and share of wallet
- Assess alternative ways to grow and enhance our overall Canadian wealth offering.
- Expand proprietary wealth offerings

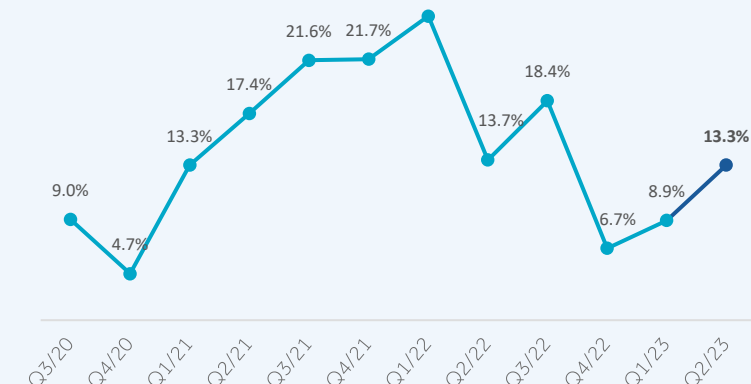
Client Assets
C\$ billions, Fiscal quarters



Revenue
C\$ millions, Fiscal quarters



Pre-tax profit margin²
Fiscal quarters

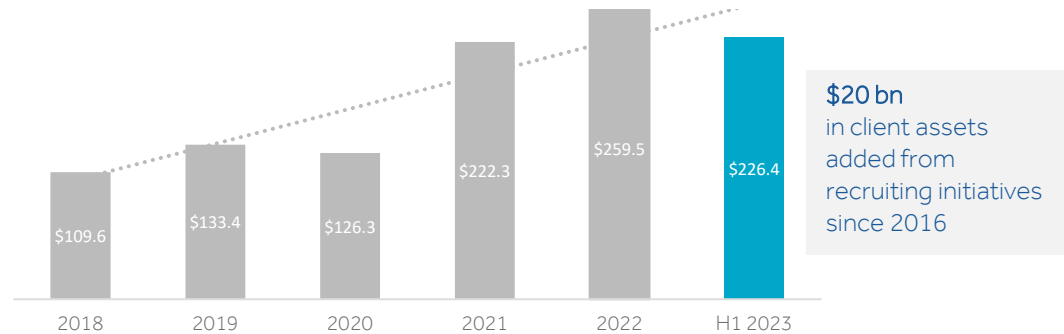


1. 2022 report on Business ranking of Canada's Top Wealth Advisors, produced by The Globe & Mail and SHOOK Research, announced October 28, 2022.
 2. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation.

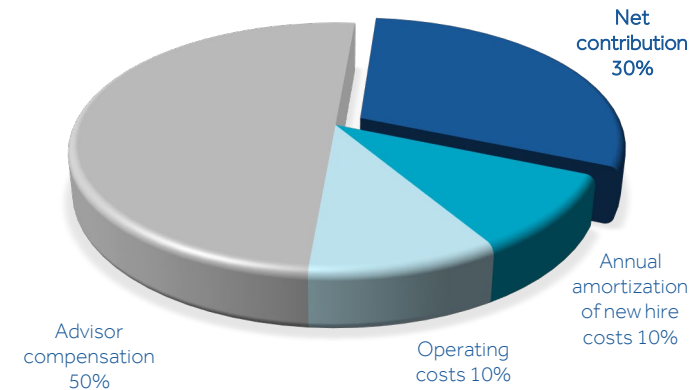
Wealth Management: Canada

Platform designed to support faster and more sustainable growth for Investment Advisors

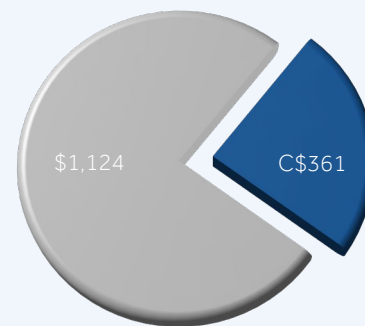
Average client assets per IA Team
 Fiscal years ended March 31
 H1/23 six months ended September 30



Illustrative revenue distribution of new client assets



Significant opportunity to continue capturing market share of full-service retail brokerage assets in Canada



■ Canadian Banks ■ Canadian Independents & Insurers

/ Canada's retail brokerage industry represents \$2.1 tn¹ in client assets, with the full service brokerage segment representing \$1.5 tn

/ As banks commoditize wealth services, we anticipate a shift of client assets toward non-bank advice-based platforms

/ CG Wealth Management is advantageously positioned to capture a meaningful share of this asset transfer and will continue adding established IA teams as they seek new platforms to accommodate the diverse needs of their clients

CG Wealth Management: Australia

Expanding CG's national footprint in Australia

Highlights

- ✓ Total client assets in comprehensive investment management platform increased 1.3% y/y to C\$4.9bn
- ✓ Q2/23 revenue decreased 20.6% y/y to \$14.9M on lower new issue activity
- ✓ 113 advisors in 6 locations across Australia; Solid recruiting momentum contributed to 5% increase year-over-year

Strategic Priorities

- Continue to build upon the CGWM brand in Australia
- Increase scale through targeted recruiting opportunities and tuck-in acquisitions
- Continue to build on recruiting momentum supported by strong competitive position
- Opportunity to grow client assets organically and to convert additional \$13.3 billion held in transactional accounts to higher revenue-generating assets
- Continue to assess ownership structure to align employee base and provide the business with capital to grow

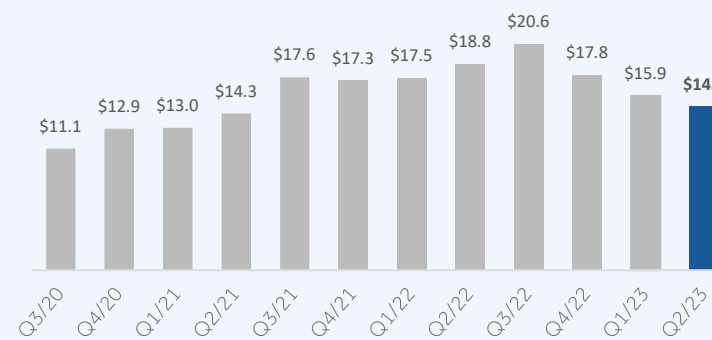
Client Assets

C\$ billions, Fiscal quarters



Revenue²

C\$ millions, Fiscal quarters



CG Global Capital Markets: A powerful mid-market competitor

Diverse revenue streams provide stability and profitability through market cycles

Q2/23 PROCEEDS RAISED

\$ 2.8 bn

Q2/23 REVENUE

\$ 205.7M

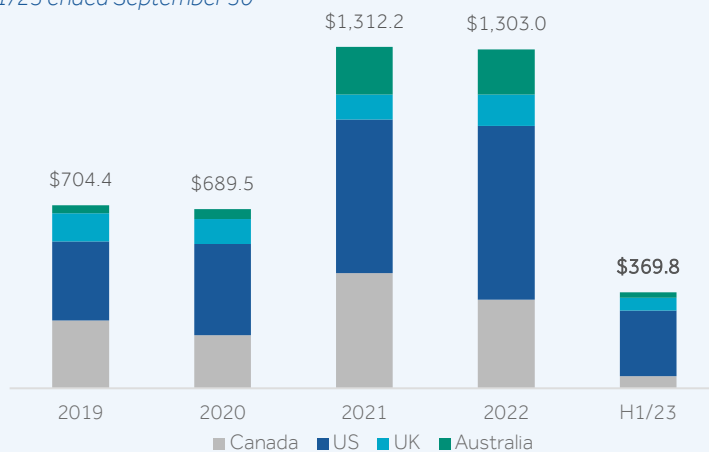
Q2/23 PRE-TAX NET INCOME¹

\$ 26.2M

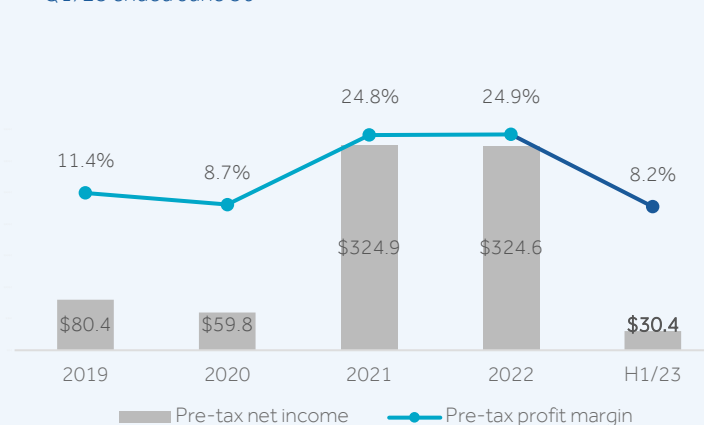
Q2/23 PRE-TAX PROFIT MARGIN¹

12.8%

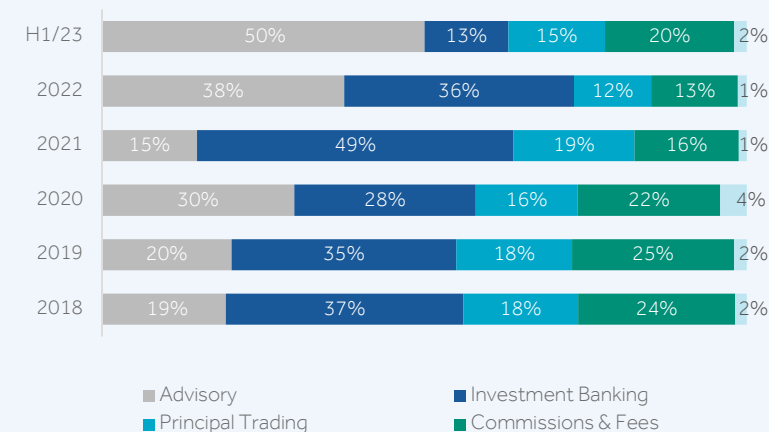
Total Capital Markets Revenue
C\$ millions, Fiscal years ended March 31
H1/23 ended September 30



Pre-tax net income and profit margin¹
C\$ millions, Fiscal years ended March 31
Q1/23 ended June 30



Revenue by Activity
H1/23 ended September 30



CG Global Capital Markets: Increasing momentum and market share

Lean and focused platform, capable of driving value for clients in all market environments

(Revenue in C\$ thousands)		F2018	F2019	F2020	F2021	F2022	H1/22	H1/23
CANADA	Revenue	\$216,106	\$260,665	\$204,636	\$443,444	\$341,453	\$173,433	\$46,695
	Expenses as % of revenue	74.8%	71.0%	83.8%	61.3%	65.1%	62.7%	129.3%
	Pre-tax profit margin	20.5%	24.2%	10.2%	35.9%	30.6%	33.8%	-46.5%
	Employees	189	255	257	274	278	268	282
	Revenue/Employee	\$1,143.4	\$1,022.2	\$796.2	\$1,618.4	\$1,228.2	\$647.1	\$165.6
US	Revenue	\$235,942	\$303,587	\$350,379	\$590,534	\$667,176	\$331,217	\$252,820
	Expenses as % of revenue	96.4%	89.7%	89.5%	80.0%	75.9%	76.6%	83.1%
	Pre-tax profit margin	2.3%	9.3%	9.6%	19.2%	23.6%	22.9%	16.3%
	Employees	256	308	313	319	378	337	403
	Revenue/Employee	\$921.6	\$985.7	\$1,119.4	\$1,851.2	\$1,765.0	\$982.8	\$627.3
AUSTRALIA ¹	Revenue	\$57,022	\$31,366	\$38,351	\$182,715	\$174,090	\$62,395	\$21,463
	Expenses as % of revenue	73.4%	93.7%	93.6%	72.9%	70.5%	74.1%	86.5%
	Pre-tax profit margin	26.1%	5.4%	4.2%	26.9%	29.0%	25.6%	12.8%
	Employees	68	68	83	84	91	89	90
	Revenue/Employee	\$838.6	\$461.3	\$462.1	\$2,175.2	\$1,913.1	\$701.1	\$238.5
UK&EUROPE	Revenue	\$128,458	\$108,789	\$96,103	\$95,535	\$120,355	\$62,090	\$48,856
	Expenses as % of revenue	98.3%	107.3%	95.3%	95.6%	89.0%	88.3%	82.6%
	Pre-tax profit margin	-0.6%	-10.0%	3.8%	3.3%	9.7%	11.0%	16.5%
	Employees	214	197	136	131	143	133	143
	Revenue/Employee	\$600.3	\$552.2	\$706.6	\$729.3	\$841.6	\$466.8	\$341.7

DIFFERENTIATED GLOBAL PLATFORM

Enhanced cross-border capabilities

- Global capabilities a significant competitive advantage in our key focus sectors

Doing more for our targeted client base

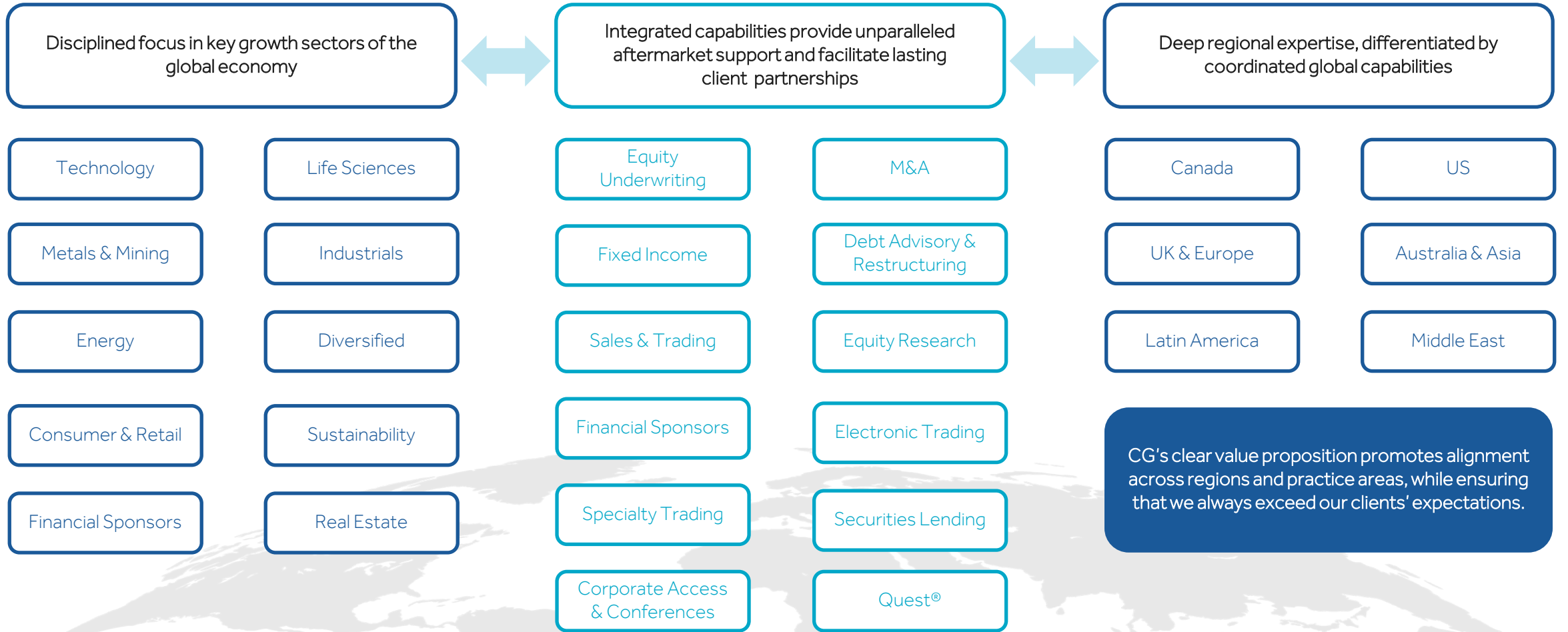
- Expanded product capability for core midmarket clients
- Established success in alternative financing vehicles
- Aftermarket support and ancillary services ensure that clients have no reason to look elsewhere

Deeper focus in our proven areas of strength

- Increasing global product placement
- Expanding alternative distribution avenues
- Strong emphasis on cross-selling
- Substantially increased scale of Advisory practice with acquisitions in US and UK

CG Global Capital Markets

Disciplined mid-market focus, differentiated by scale, global capability, and stability

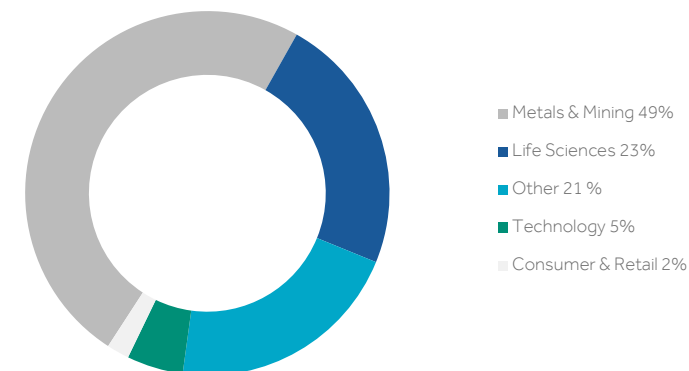


Global Investment Banking

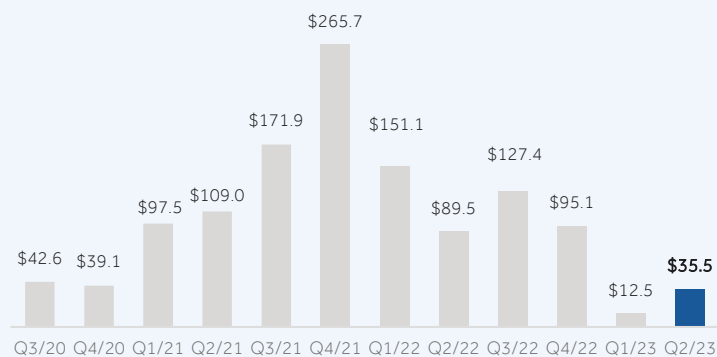
Unparalleled origination and placement capability

- Agility allows us to harness leadership in emerging and high-growth segments while maintaining strong capability in our historic areas of strength
- Focus sector mix supports resilience through market cycles
- Unparalleled cross-border capabilities provide clients with access to global expertise, relationships and opportunities
- 230+ investment bankers globally; Listing capabilities on 10 stock exchanges worldwide
- A top-10 global midmarket underwriter; Ranked amongst the league table leaders in each of our geographies

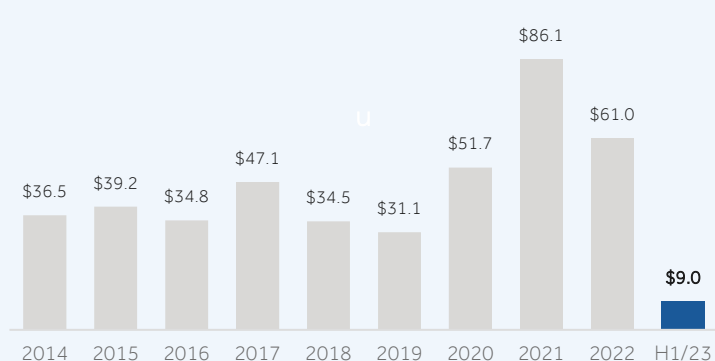
H1/23 Investment Banking Revenue by Sector



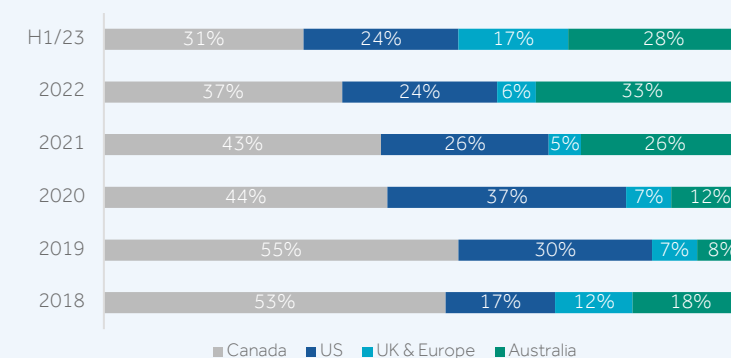
Investment Banking revenue
C\$ millions, Fiscal quarters



Total Proceeds Raised
C\$ billions, Fiscal years ended March 31



Global investment banking revenue by geography
C\$ millions, Fiscal years ended March 31

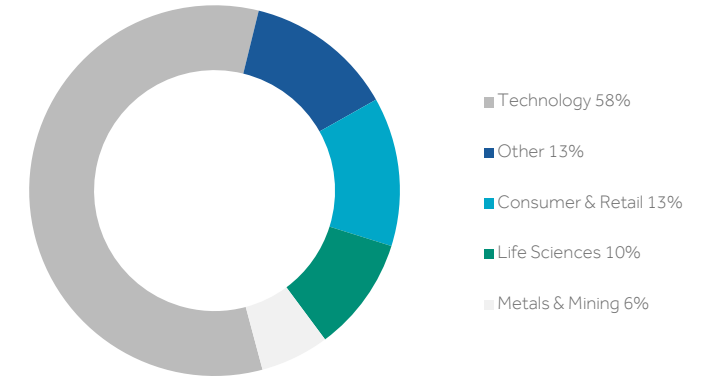


Global Advisory

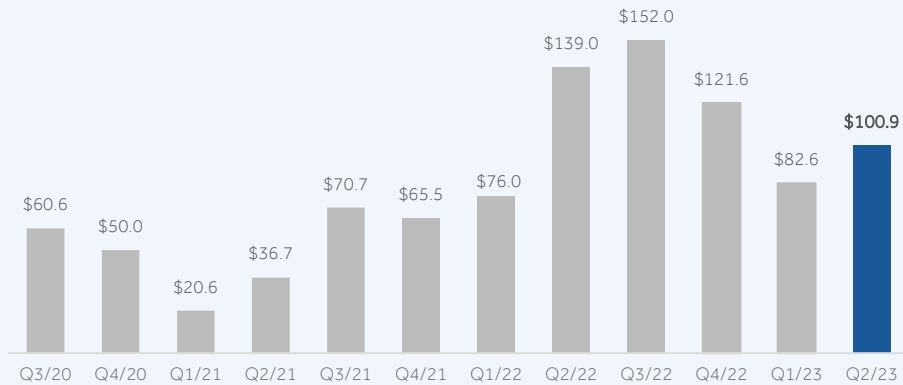
Increased contributions support margin strength

- Advisory contributed 50% of global capital markets revenue in H1/23
- Strong track record of ECM activity drives complementary growth in Advisory business
- M&A typically counter-cyclical to new issue business
- Debt Finance & Restructuring specialists provide strategic advice without conflict - never balance sheet driven
- Acquired leading U.S.-based consumer advisory firm Sawaya Partners (Dec. 31 2021)
 - Expands U.S. advisory capability and builds upon existing Consumer practice
 - Strong intersection with core CG focus sectors: Tech, Media, Healthcare, Sustainability
- Acquired UK-based Advisory business Results (Aug. 17, 2022)
 - Provides robust European domain expertise in Technology and Healthcare sectors

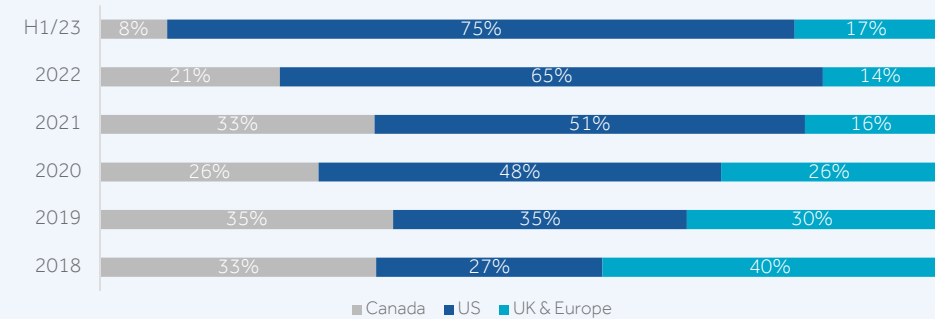
H1/23 Advisory Revenue by Sector



Advisory revenue
C\$ millions, Fiscal quarters



Global advisory revenue by geography
C\$ millions, Fiscal years ended March 31



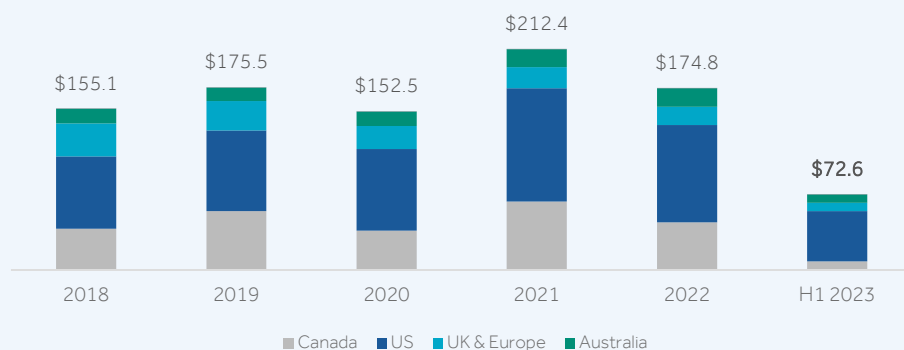
Global Distribution and Trading

Leading independent franchise for best-in-class execution capabilities

- Geographically broad and deep relationships covering 3,000+ institutions
- Market making capability for 2,500+ companies
- Global Family Office coverage and partnerships
- 150+ Sales and Trading professionals; experienced generalist and sector specialists
- Execution services in 47 markets worldwide
- Range of multi-asset capabilities (cash equities, fixed income, electronic trading, options, risk arbitrage)
- 80+ Research professionals covering 860+ stocks in key growth sectors
- Quest® – online valuation tool with 95% global coverage
- Globally coordinated Corporate Access and Conferences

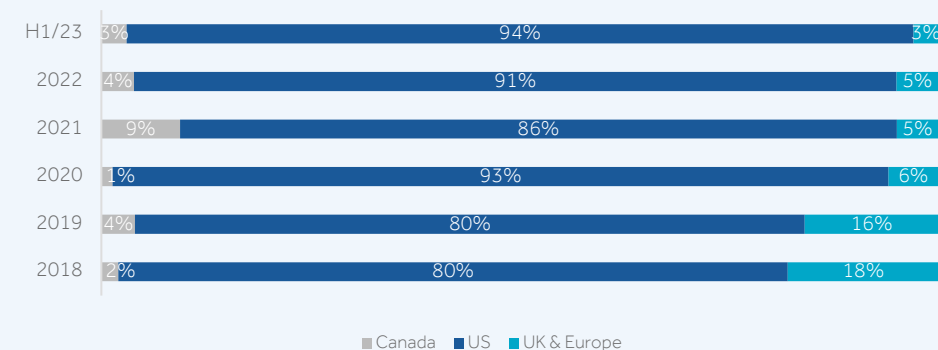
Commissions & Fees revenue

C\$ millions, Fiscal years ended March 31



Trading revenue

C\$ millions, Fiscal years ended March 31



CG Principles of Corporate Social Responsibility and Sustainability

ESG approaches to supporting the well being of our employees, clients and communities

Operate with Integrity

We are committed to conducting our business in accordance with all applicable laws, rules and regulations and the highest ethical standards.

We maintain safe working environments and maintain policies to ensure the protection of human rights in our business and supply chains.

Our firmwide risk management framework is critical to maintaining our company's ongoing financial stability and business continuity.

Respect People and Communities

We think locally and globally, understanding the impact that our actions and behaviours may have on the success and wellbeing of our colleagues, clients, and partners in all the regions where we operate.

We take care to respect the culture and customs in the regions where we operate and where we travel. We are compliant with all applicable laws governing equal employment and anti-discrimination.

Our firmwide Diversity Policy is centred on valuing the rich diversity among our employees and all those with whom we do business.

We empower our businesses and individuals to direct their charitable and volunteer efforts towards the causes and initiatives that will have a meaningful impact in their respective communities.

Respect our Planet

In our efforts to create enduring value, we take care to reduce the impact of our day-to-day business activities on the environment.

Canaccord Genuity has also had a long-standing commitment to supporting companies and investors that are committed to positively impacting the planet.

We are committed to supporting the continued growth of capital markets and wealth management segments which focus on helping companies and investors advance their sustainability objectives and contribute to a better world.

As we endeavour to sustainably increase the value of our business, CG employees and partners incorporate our principles of corporate social responsibility and sustainability into every aspect of our business activities

CG in the Community



(TSX:CF): An Excellent Investment Proposition

Driven to create enduring value for our employees, clients and shareholders



Defensive business mix drives earnings power through market cycles



Growing wealth management businesses provide stable and predictable earnings contributions



Increasing shareholder returns through dividends and share repurchases



Strong balance sheet supports our capacity to invest in future growth



Capital markets businesses provide exposure to the most dynamic growth sectors in the global economy



Management and employees are in complete alignment with shareholders

Analyst coverage

Cormark Securities

Jeff Fenwick

TD Securities Inc.

Graham Ryding

**Echelon Wealth
Partners**

Rob Goff

Raymond James

Stephen Boland

Canaccord Genuity Group Inc. is followed by the analysts listed above. Please note that any opinions, estimates or forecasts regarding the Company'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 Group Inc. does not by its reference above or distribution imply its endorsement of or concurrence with such information, conclusions or recommendations.

Financial highlights

Q2 Fiscal 2023

cg

Financial results¹: Three and six months ended September 30, 2022

Improved business mix contributes to earnings stability through market cycles

C\$ thousands (except per share data)	Q2/23	Q2/22	Y/Y Change	H1 2023	H1 2022	Y/Y Change
Revenue	\$381,793	\$475,161	-19.6%	\$710,610	\$998,992	-28.9%
Pre-tax net income	\$50,615	\$95,652	-47.1%	\$78,067	\$209,609	-62.8%
Preferred dividend	-\$2,391	-\$2,351	1.7%	-\$4,782	-\$4,702	1.7%
Net income available to common shareholders	\$25,793	\$63,326	-59.3%	\$37,771	\$144,577	-73.9%
Earnings per diluted common share	\$0.25	\$0.58	-56.9%	\$0.36	\$1.31	-72.5%
Compensation ratio	58.2%	61.1%	(2.9)p.p.	59.2%	61.3%	(2.1)p.p.
Non-compensation ratio	28.6%	18.8%	9.8 p.p.	29.8%	17.7%	12.1 p.p.
Pre-tax profit margin	13.3%	20.1%	(6.8)p.p.	11.0%	21.0%	(10.0)p.p.
Effective tax rate	30.0%	27.1%	2.9 p.p.	29.1%	26.4%	2.7 p.p.

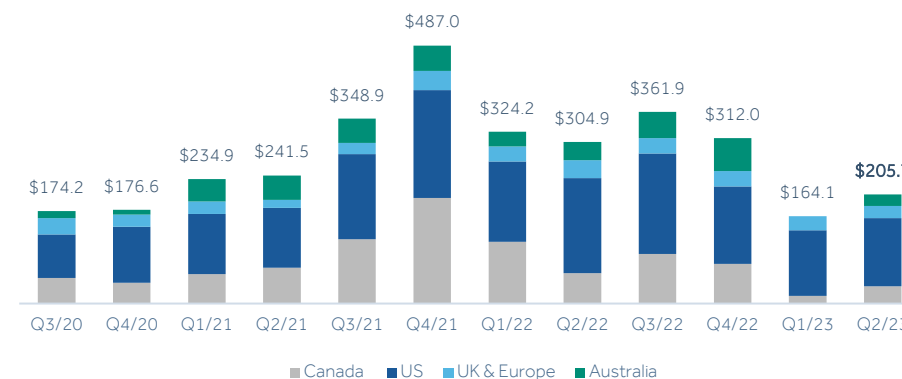
- Q2/23 quarterly revenue of \$381.8 million, decrease of 19.6% year-over-year
- Q2/23 pre-tax net income decreased 47.1% year-over-year to \$50.6 million
- Q2/23 earnings per diluted common share¹ decreased 56.9% year-over-year to \$0.25
- Q2/23 pre-tax profit margin decreased 6.9 percentage points year-over-year to 13.3%

Global Capital Markets

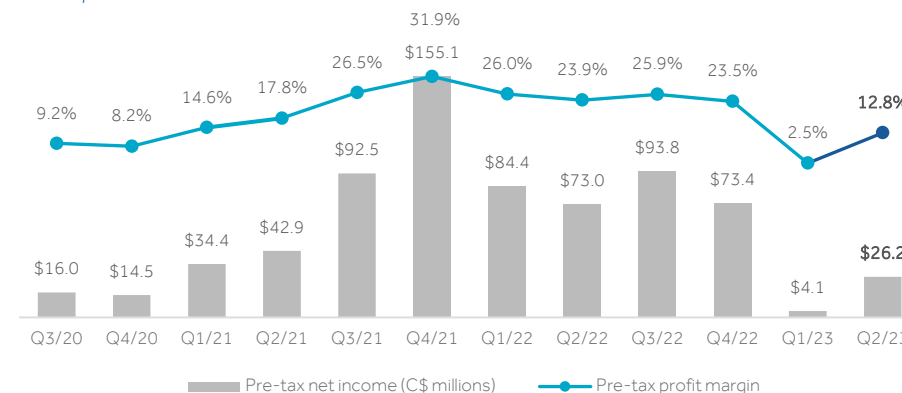
Three and six months ended September 30, 2022

(C\$ thousands except percentages)	Q2/23	Q1/23	Q/Q Change	Q2/22	Y/Y Change	H1 2023	H1 2022	Y/Y Change
Commissions & Fees	\$36,765	\$35,815	2.7%	\$41,966	-12.4%	\$72,580	\$81,826	-11.3%
Investment Banking	\$35,489	\$12,479	184.4%	\$89,544	-60.4%	\$47,968	\$240,673	-80.1%
Advisory	\$100,937	\$82,593	22.2%	\$138,978	-27.4%	\$183,530	\$214,984	-14.6%
Trading	\$26,902	\$28,381	-5.2%	\$30,406	-11.5%	\$55,283	\$82,751	-33.2%
Interest	\$4,429	\$2,667	66.1%	\$2,113	109.6%	\$7,096	\$4,038	75.7%
Other	\$1,175	\$2,202	-46.6%	\$1,912	-38.5%	\$3,377	\$4,863	-30.6%
Total	\$205,697	\$164,137	25.3%	\$304,919	-32.5%	\$369,834	\$629,135	-41.2%
Compensation ratio ¹	56.3%	58.8%	(2.5) p.p.	57.8%	(1.5) p.p.	57.4%	57.2%	0.2 p.p.
Non-comp ratio ¹	28.4%	35.7%	(7.3) p.p.	16.8%	11.6 p.p.	31.6%	16.4%	15.2 p.p.
Pre-tax profit margin ¹	12.8%	2.5%	10.3 p.p.	23.9%	(11.1) p.p.	8.2%	25.0%	(16.8) p.p.

Capital Markets Revenue by region
C\$ millions, fiscal quarters



Pre-tax net income¹ (C\$ millions) and profit margin¹
Fiscal quarters



Global Wealth Management

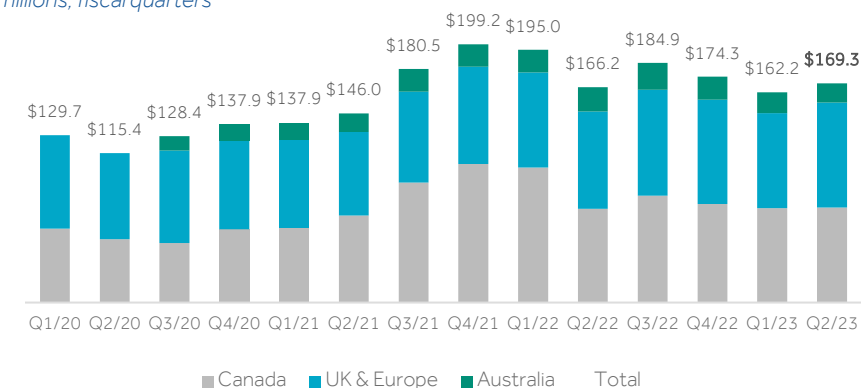
Three and six months ended September 30, 2022

(C\$ thousands except percentages)	Q2/23	Q1/23	Q/Q Change	Q2/22	Y/Y Change	H1 2023	H1 2022	Y/Y Change
Revenue - Canada	\$73,429	\$72,961	0.6%	\$72,367	1.5%	\$146,390	\$176,525	-17.1%
Revenue - UK & Europe	\$80,970	\$73,337	10.4%	\$75,109	7.8%	\$154,307	\$148,438	4.0%
Revenue - Australia	\$14,889	\$15,921	-6.5%	\$18,752	-20.6%	\$30,810	\$36,269	-15.1%
Total	\$169,288	\$162,219	4.4%	\$166,228	1.8%	\$331,507	\$361,232	-8.2%

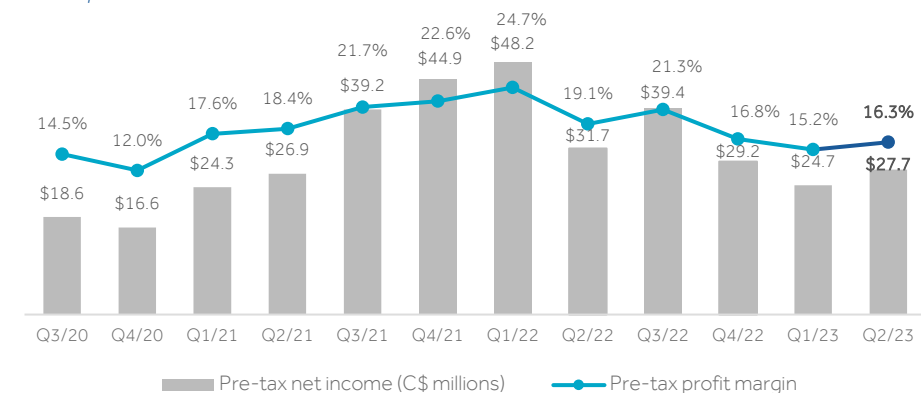
(C\$ millions except percentages)	Q2/23	Q1/23	Q/Q Change	Q2/22	Y/Y Change	H1 2023	H1 2022	Y/Y Change
Client Assets ³ - Canada	\$33,739	\$33,857	-0.3%	\$35,768	-5.7%	\$33,739	\$35,768	-5.7%
Client Assets ³ - UK & Crown Dependencies	\$49,992	\$52,166	-4.2%	\$57,508	-13.1%	\$49,992	\$57,508	-13.1%
Client Assets ³ - Australia	\$4,876	\$4,694	3.9%	\$4,814	1.3%	\$4,876	\$4,814	1.3%
Total³	\$88,607	\$90,717	-2.3%	\$98,090	-9.7%	\$88,607	\$98,090	-9.7%

Compensation ratio ²	54.8%	57.0%	(2.2) p.p.	58.3%	(3.5) p.p.	55.9%	57.4%	(1.5) p.p.
Non-comp. ratio ²	25.8%	24.0%	1.8 p.p.	19.6%	6.2 p.p.	24.9%	17.7%	7.2 p.p.
Pre-tax profit margin ²	16.3%	15.2%	1.1 p.p.	19.1%	(2.8) p.p.	15.8%	22.1%	(6.3) p.p.

Wealth Management revenue by region¹
C\$ millions, fiscal quarters



Pre-tax net income² (C\$ millions) and profit margin²
Fiscal quarters



1. Beginning in Q3 fiscal 2020, amounts include Australia wealth management
 2. Excludes significant items (Non-IFRS and non-GAAP). Refer to non-IFRS measures in the MD&A and on page 2 of this presentation
 3. Client Assets in C\$ millions

Solid Capital Position

Well capitalized for continued investment in our strategic priorities

<i>C\$ millions (except for per share amounts and number of shares)</i>	Q1/23 (As at June 30, 2022)	Q2/23 (As at September 30, 2022)	% Change
Working Capital ¹	\$730.6	\$693.5	-5.1%
Shareholders' Equity	\$1,090	\$1,080	-0.9%
Preferred Shares	\$205.6	\$205.6	nil.
Common Shares - Issued & Outstanding	99,185,630	99,185,630	nil
Common Shares - Average Diluted	104,981,355	102,197,894	-2.7%

- ✓ Strong, liquid balance sheet protects our ability to compete efficiently
- ✓ Able to support increased business activities and invest in opportunities to capture additional market share
- ✓ Support regulatory capital requirements across regions and through all market cycles