

Third quarter fiscal 2020 results

"Our fiscal third quarter results underscore our consistent progress against our strategic objectives, as all of our business units contributed to firmwide profitability. We continue to see momentum for all our business activities heading into the fourth fiscal quarter. We have also identified strategies which we expect will reduce our annual cost base by approximately \$20.0 million and contribute to improving margins going forward."

– Dan Daviau, President & CEO, Canaccord Genuity Group Inc.

- / \$308.0 million in revenue
- / \$0.23 diluted EPS¹
- / 52% of diluted EPS¹ from global wealth management operations
- / \$72.8 billion in client assets
- / 2,316 employees firm wide

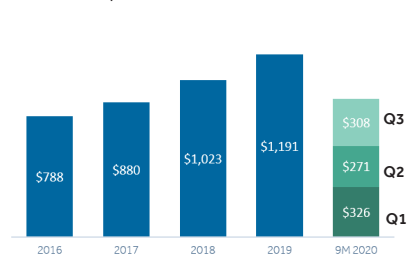
As we shape our business to create long-term value for our clients, employees and shareholders, we are focused on the following key priorities:

- / Redeploy capital across fewer businesses
- / Stabilize earnings growth across market cycles
- / Build upon our existing areas of strength
- / Continue to increase scale and drive profitability from our global wealth management operations

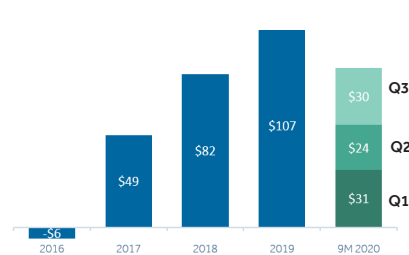
	Three months ended					Nine months ended		
	Q3/20 Dec. 31/19	Q3/19 Dec. 31/18	% change	Q2/20 Sept. 30/19	% change	Q3/20 Dec.31/19	Q3/19 Dec. 31/18	% change
C\$ - thousands, except earnings per share								
Revenue	\$308,014	\$331,600	-7.1%	\$270,697	+13.8%	\$904,219	\$905,759	-0.2%
Global wealth management revenue	\$128,384	\$115,979	+10.7%	\$115,372	+11.3%	\$373,497	\$344,681	+8.4%
Global capital markets revenue	\$174,174	\$209,373	-16.8%	\$148,693	+17.1%	\$512,890	\$544,279	-5.8%
Corporate & Other revenue	\$5,456	\$6,248	-12.7%	\$6,632	-17.7%	\$17,832	\$16,799	+6.1%
Pre-tax net income - adjusted ¹	\$31,010	\$45,898	-32.4%	\$28,572	+8.5%	\$98,112	\$113,365	-13.5%
Net income available to common shareholders - adjusted ¹	\$27,619	\$34,491	-19.9%	\$21,512	+28.4%	\$77,349	\$82,433	-6.2%
Earnings per diluted common share - adjusted ¹	\$0.23	\$0.28	-17.9%	\$0.18	+27.8%	\$0.64	\$0.69	-7.2%
Compensation ratio	60.6%	59.1%	+1.5	58.3%	+2.3	59.6%	59.8%	(0.2)
Non-compensation expense ratio ¹	29.3%	27.1%	+2.2	31.2%	(1.9)	29.5%	27.7%	+1.8
Pre-tax profit margin ¹	10.1%	13.8%	(3.7)	10.6%	(0.5)	10.9%	12.5%	(1.6)

Key financial measures: Fiscal years ended March 31; Q3 and nine months ended December 31

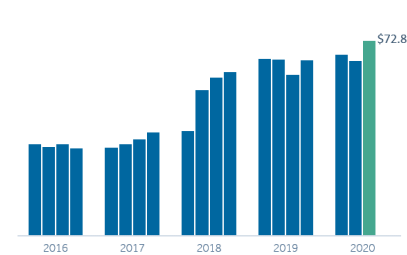
Revenue - C\$ millions



Net income^{1,2} - C\$ millions



Total client assets - C\$ billions



Notable corporate developments:

October 21, 2019: Through its Australian business, the Company completed its previously announced acquisition of Patersons Securities Limited, increasing the scale of our wealth management business in Australia and establishing a significant platform for expansion.

December 31, 2019: During the nine months ended December 31, 2019, the Company purchased a total of 8,485,383 common shares for cancellation. There were 7,272,727 shares purchased and cancelled under a substantial issuer bid that commenced on July 3, 2019 and completed on August 9, 2019. There were an additional 1,202,856 shares purchased and cancelled under the current normal course issuer bid (NCIB) and 9,800 shares were purchased but not yet cancelled as of December 31, 2019.

February 5, 2020: As part of ongoing efforts to control and manage costs the Company has identified strategies which are expected to reduce the Company's annual cost base by approximately \$20.0 million. The Company expects to implement these strategies during the course of fiscal 2021.

1. These figures exclude significant items. Figures excluding significant items are non-IFRS measures and should be read in conjunction with IFRS measures. Refer to Non-IFRS Measures in the Q3/20 MD&A and the reconciliation of net income as determined under IFRS to adjusted net income, which excludes significant items, as described and available at www.canaccordgenuity.com/investor-relations.

2. Net income before non-controlling interests and preferred share dividends

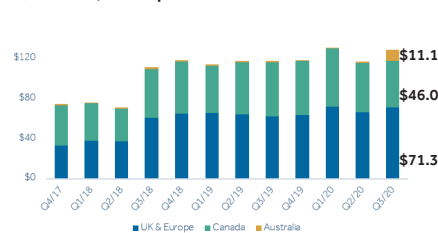
Core operating businesses



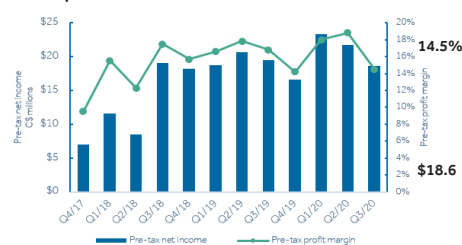
For the third fiscal quarter, our combined global wealth management operations earned revenue of \$128.4 million, a year-over-year increase of 10.7%. Excluding significant items, the pre-tax net income¹ contribution from this segment decreased by 4.3% year-over-year to \$18.6 million.

Globally, total client assets amounted to \$72.8 billion at the end of the third fiscal quarter. Our wealth management businesses have continued to demonstrate stability of earnings and are increasingly contributing a greater share of our profitability. During the third fiscal quarter, the Company completed its acquisition of Patersons Securities, a premier Australian financial services firm.

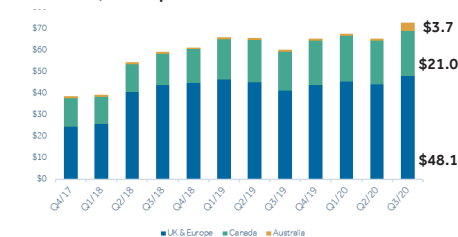
Revenue by region
C\$ millions, fiscal quarters



Pre-tax net income¹ and profit margin¹
Fiscal quarters



Client assets
C\$ billions, fiscal quarters

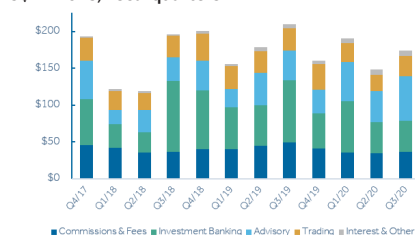


Our strategic focus for our global capital markets businesses has centred on establishing mid-market leadership in our core focus sectors, while we deepen our client offering to diversify our revenue streams and enhance our earnings stability through market cycles.

Globally, Canaccord Genuity Capital Markets earned revenue of \$174.2 million for the third fiscal quarter. Advisory revenues of \$60.6 million were a near record for a quarter. Excluding significant items, this segment contributed pre-tax net income¹ of \$16.0 million for the three-month period.

During the third fiscal quarter, Canaccord Genuity participated in 108 transactions, raising gross proceeds of C\$8.7 billion.

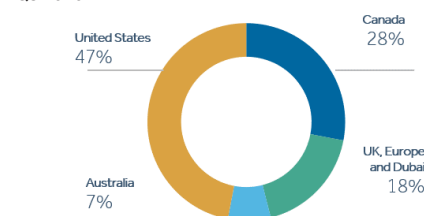
Revenue by activity
C\$ millions, fiscal quarters



Pre-tax net income¹ and profit margin¹
Fiscal quarters



Capital markets revenue by region
Q3 2020



Analyst coverage: Jeff Fenwick, Cormark Securities | Rob Goff, Echelon Wealth | Graham Ryding, TD Securities

ABOUT CANACCORD GENUITY GROUP INC.

Through its principal subsidiaries, Canaccord Genuity Group Inc. (the Company) is a leading, full-service financial services firm, with operations in two principal segments of the securities industry: wealth management and capital markets. Since its establishment in 1950, the Company has been driven by an unwavering commitment to building lasting client relationships. We achieve this by generating value for our individual, institutional and corporate clients through comprehensive investment solutions, brokerage services and investment banking services. The Company has wealth management offices located in Canada, the UK, Guernsey, Jersey, the Isle of Man and Australia. The Company's international capital markets division operates in North America, UK & Europe, Asia, Australia and the Middle East. We are driven by your success.

Investor and media relations: Christina Marinoff, Vice President, Investor Relations & Communications

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