

# Q1

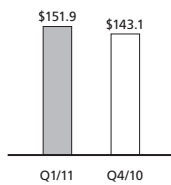
# CANACCORD FINANCIAL INC.

FISCAL FIRST QUARTER 2011 FACT SHEET

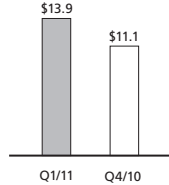
## ABOUT CANACCORD FINANCIAL INC.

Through its principal subsidiaries, Canaccord Financial Inc. is a leading independent, full-service financial services firm, with operations in two principal segments of the securities industry: wealth management and global capital markets. Since its establishment in 1950, Canaccord 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. Canaccord has 39 offices worldwide, including 31 Wealth Management offices located across Canada. Canaccord Genuity, the international capital markets division, operates in the US, UK, Canada and Barbados. Canaccord Financial Inc. is publicly traded under the symbol CF on the TSX and the symbol CF. on AIM, a market operated by the London Stock Exchange.

### REVENUE (C\$ millions)

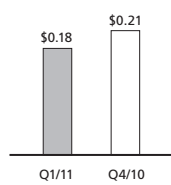


### NET INCOME/LOSS\* (C\$ millions)

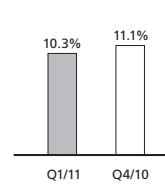


\* Excluding acquisition-related expense items

### EARNINGS/LOSS PER SHARE\* (C\$, diluted)

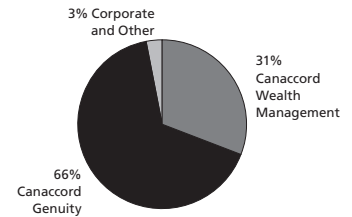


### ANNUALIZED RETURN ON EQUITY\*



## Q1/11 – THREE MONTHS ENDED JUNE 30, 2010

### REVENUE BY BUSINESS SEGMENT



### CANACCORD GENUITY

\* Excluding acquisition-related expense items

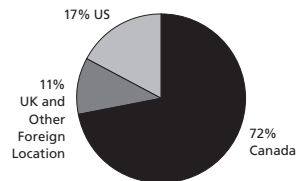
(C\$ thousands)	Q1/11	Q4/10
Revenue		
Canada	\$ 58,053	\$ 39,289
UK and Other Foreign Location	16,293	24,827
US	25,806	19,380
Total revenue	\$ 100,152	\$ 83,496
Income before intersegment allocations and income taxes	\$ 25,803*	\$ 17,160*
Intersegment allocations	\$ 2,716	\$ 2,700
Income before income taxes	\$ 23,087*	\$ 14,460*

### CANACCORD WEALTH MANAGEMENT

(C\$ thousands, except number of IAs)

	Q1/11	Q4/10
Revenue		
Canada	\$ 46,307	\$ 54,086
US	900	904
Total revenue	\$ 47,207	\$ 54,990
Income before intersegment allocations and income taxes	7,504	8,155
Intersegment allocations	9,404	9,225
Income before income taxes	(1,900)	(1,070)
Assets under management (AUM) (C\$ millions)	\$ 431	\$ 445
Assets under administration (AUA) (C\$ millions)	\$ 12,571	\$ 12,922
Number of Advisory Teams	290	303

### GEOGRAPHIC DISTRIBUTION OF REVENUE



### BALANCE SHEET MEASURES

(C\$ millions, except BVPS)

	Q1/11	Q4/10	Q1/10
Cash & cash equivalents	\$ 570.0	\$ 731.9	\$ 734.3
Shareholders' equity	\$ 669.6	\$ 401.7	\$ 385.4
Working capital	\$ 325.0	\$ 358.6	\$ 301.6
Book value per diluted share	\$ 7.84	\$ 6.96	\$ 6.73

### Shareholder contact

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Phone: 1-800-564-6253 (toll free)  
Email: service@computershare.com  
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### General shareholder inquiries and information

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Phone: 416-869-7293  
Email: investor.relations@canaccord.com  
Website: canaccordfinancial.com

### Financial information

Visit [canaccordfinancial.com](http://canaccordfinancial.com) for additional financial information. To view Canaccord's regulatory filings on SEDAR please visit [sedar.com](http://sedar.com).

### Share information

Trading symbol:

TSX: CF

AIM: CF.

Average shares outstanding (diluted): 76.2 million shares as of June 30, 2010. Issued and outstanding shares as of June 30, 2010: 82.3 million.

### Common share dividends

On August 4, 2010, the Board of Directors approved a quarterly dividend of \$0.05 per share, payable on September 10, 2010, with a record date of August 27, 2010.