
Annual Meeting

May 2, 2019

NOV
00

Donald Wright

Chair

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Harris Fricker

President & CEO

Agenda



Financial Overview 2018



Business Update



Business Segment Performance 2018



Strategic Review & Outlook

Forward Looking Statements



Remarks may contain forward-looking information about future events or performance, which, by its nature, is subject to numerous risks and uncertainties. Actual events or results may differ materially.

www.gmpcapital.com

For further information, please read our 2018 AIF and our 2018 MD&A.
These documents can be found on our website and on *sedar.com*



Financial Results

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2018: Financial Results

(from continuing operations)



15%

REVENUE GROWTH
OVER 2017

\$0.40

ADJUSTED EPS
(DILUTED)¹

\$34.8M

ADJUSTED NET INCOME¹

17.4%

ADJUSTED ROE¹

Re-focused on Our Core Canadian Businesses

1. Considered to be non-GAAP financial measures. These measures do not have any standardized meaning prescribed by GAAP under IFRS and are therefore unlikely to be comparable to similar measures presented by other issuers.

2018: Financial Results



\$23.1M

**COMMON STOCK DIVIDENDS
& SHARE REPURCHASES**

**REINSTATED
QUARTERLY CASH DIVIDEND**

\$0.025

**SPECIAL CASH DIVIDENDS
PER COMMON SHARE**

\$0.10

MARCH

\$0.075

NOVEMBER



Canadian Government Policy

Right On Cannabis

Canadian Government Policy: Right on Cannabis



Credit: Geoff Parkin

**Significant Capital
Raisings and
Advisory Activity**

Surge in Listings

**Increasingly
International
Investor Base**

GMP Reaffirms Leadership Role

Canada: Global Leader in Cannabis Sector





Canadian Government Policy

Wrong On Energy

Canada: Wrong on Energy

**Tight Commodities
Market**

**Ongoing Canada
"Risk-off" Trade**

**Lack of
Infrastructure**



Canada's Competitiveness Compromised

Energy: Positive Long-term Outlook



**Conditional approval of
Trans Mountain Pipeline**

**Changing Political
Agenda in Alberta**

**Global Investor Interest Dependent on
Addressing Structural and Regulatory Issues**

Energy: Positive Long-term Outlook



Balance Extractive Industries with New Clean Technology and Renewable Energy



Capital Markets

NOO

Capital Markets: 2018 Earnings

\$43.7M

**ADJUSTED¹ PRE-TAX
EARNINGS FROM
CONTINUING OPERATIONS**

148%

INCREASE OVER 2017

Capital Markets: 2018 Revenue

\$ 162.7M

**REVENUE FROM
CONTINUING OPERATIONS**



27%

INCREASE OVER 2017

Capital Markets: Revenue

	2018 (\$)	2017 (\$)	Change (%)
Total Investment Banking Revenue	122.6	83.9	46
Underwriting	86.6	57.6	50
Advisory	36.0	26.4	37
Growth Sectors	2018 (\$)	2017 (\$)	Change (%)
Cannabis/Healthcare	52.7	10.2	414
Technology/Blockchain	21.7	11.6	88

Capital Markets: 2018 Expenses



7.6%

**INCREASE IN ADJUSTED
EXPENSES FROM
CONTINUING OPERATIONS**

55.4%

**RATIO OF TOTAL EMPLOYEE
COMPENSATION AND
BENEFITS TO TOTAL REVENUE**

Lowest Level Since 2010

Enhanced Operating Torque

Dominant Small- to Mid-Cap Players



FINANCIAL POST

Independent Investment Dealers



**ESSENTIAL TO CANADIAN
CAPITAL MARKETS ECOSYSTEM**

**FACILITATE CAPITAL FLOW TO
SMALL- TO MID-CAP MARKETS**



Wealth Management

NOO

Wealth Management: Richardson GMP

\$290.1M

REVENUE

\$45.4M

ADJUSTED EBITDA

\$28.7B

AUA (As at March 31, 2019)

Core Building Block of Long-Term Value Creation

Rebranding



RICHARDSON
GMP

The Next Generation of Wealth

Richardson GMP: Core Tenets



1

EQUITY OWNERSHIP STRUCTURE

Providing a unique partnership culture that attracts industry-leading Advisors

2

TAX AND ESTATE PLANNING EXPERTISE

Provide clients comprehensive and holistic wealth advice that goes beyond investment management

3

BUILDING A PLATFORM THAT SUPPORTS ITS ADVISORS

Provides the opportunity to significantly scale practice



**Grow Business by Leveraging
Unique Positioning**

**Optimally Positioned to
Attract Talent**

**High Quality and Caliber
Advisor Teams**

**High Professional
Standards**

Richardson GMP: New Technologies




RICHARDSONGMP

A screenshot of the MyRichardsonGMP login interface overlaid on a background image of a wooden boardwalk leading to a beach. The interface includes a title, input fields for Login ID and Password, links for forgot credentials, a remember me checkbox, a terms and conditions disclaimer, and a Log In button.

Welcome to MyRichardsonGMP

Login ID

Password 

[Forgot Login ID?](#) [Remember my Login ID](#) ☐

[Forgot Password?](#)

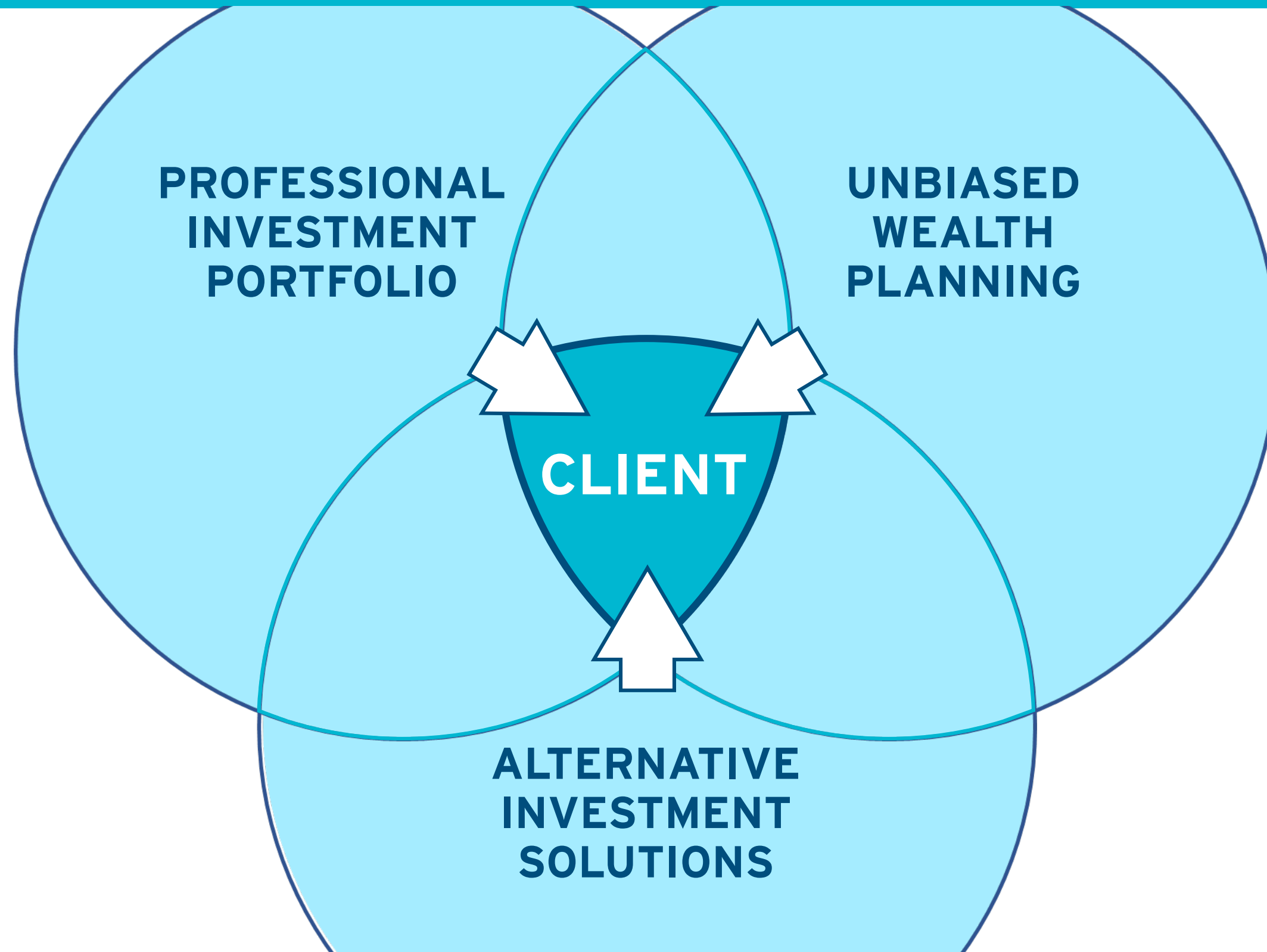
By logging in, you agree to the [MyRichardsonGMP Terms and Conditions](#) and our [Privacy Agreement](#).

Log In

MyRichardsonGMP

Internal Digital Wealth Management Platform

Richardson GMP: Client-Centric Platform





Strategic Review & Outlook

FOR

Operating Structure Transformed



Reduced the fixed cost side of our business



Exited underperforming and underutilized businesses in various international jurisdictions



Streamlined our Canadian capital markets business

Strategic Focus



**CAPITAL
MARKETS**

**WEALTH
MANAGEMENT**



Remain Active in Markets Where We are a Top-Tier Player

Strategic Advantage



CANNABIS



BLOCKCHAIN



ENERGY

LEAN

AGILE

RESPONSIVE

DIFFERENTIATE

DISRUPT

RICHARDSON **GMP**

High–Quality Non–Bank
Premier Alternative Destination

First Quarter 2019 Earnings

(from continuing operations)



	Adjusted (\$)¹		Reported (\$)	
	Q1 2019	Q1 2018	Q1 2019²	Q1 2018
Revenue	37.5 M	47.0 M	37.5 M	47.0 M
Income (Loss) Before Income Taxes	8.4 M	11.6 M	(21.4) M	8.3 M
Net Income (Loss)	6.8 M	8.6 M	(22.9) M	5.4 M
Diluted EPS	0.07	0.10	(0.34)	0.06

1. Considered to be non-GAAP financial measures. These measures do not have any standardized meaning prescribed by GAAP under IFRS and are therefore unlikely to be comparable to similar measures presented by other issuers.

2. Includes \$28.5 million non-cash goodwill impairment charge

Conclusion: A Year of Transformation



**Concluded Multi-year
Organizational
Restructuring**



**Refocus on Our Core
and Profitable
Canadian Franchise**



**Active in Markets Where
We can be a Highly Agile
Top-tier Industry Player**



**Fulcrum for
Sustainable
Earnings Growth**

Q&A

NOOR

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