INTL-FCStone®

INVESTOR PRESENTATION

1st Quarter 2018

NASDAQ: INTL

Disclaimer



This presentation contains "forward-looking statements" within the meaning of "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements are identified by words such as "may," "should," "expects," "anticipates," "assumes," "can," "will," "could," "likely," "intends," "might," "predicts," "seeks," "would," "believes," "estimates" or "plans." These forward-looking statements include, among other things, statements relating to the offering and expected use of proceeds, our future financial performance, our business prospects and strategy, anticipated financial position, liquidity and capital needs and other similar matters. These forward-looking statements are based on management's current expectations and assumptions about future events, which are inherently subject to uncertainties, risks and changes in circumstances that are difficult to predict. These forward-looking statements involve known and unknown risks and uncertainties, many of which are beyond our control, that may cause actual results to be materially different from any anticipated results expressed or implied by these forward-looking statements, including, among others, adverse changes in economic, political and market conditions, such as price levels and volatility in the commodities, securities and foreign exchange markets in which we operate, losses from our market-making and trading activities arising from counter-party failures and changes in market conditions, the possible loss of key personnel, the impact of increasing competition, the impact of changes in government regulation, the possibility of liabilities arising from violations of federal and state securities laws, the impact of changes in technology in the securities and commodities trading industries and other risks and uncertainties discussed under "Risk Factors" in this offering memorandum and the documents incorporated therein by reference. You should read the risk factors and the other cautionary statements made in the related offering memorandum or any of the documents incorporated therein as being applicable to all related forward-looking statements wherever they appear in this presentation. We cannot assure you that the forward-looking statements in this presentation will prove to be accurate. Furthermore, if our forward-looking statements prove to be inaccurate, the inaccuracy may be material. In light of the significant uncertainties in these forward-looking statements, you should not regard these statements as a representation or warranty by us or any other person that we will achieve our objectives and plans in any specified time frame, if at all. Investors are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date they were made. Except as expressly required under federal securities laws and the rules and regulations of the U.S. Securities and Exchange Commission (the "SEC"), we do not have any obligation, and do not undertake, to update any forward-looking statements to reflect events or circumstances arising after the date of this presentation, whether as a result of new information, future events or otherwise. All forward-looking statements attributable to us are expressly qualified by these cautionary statements.

Non-GAAP Measures

This presentation includes certain non-GAAP financial measures. These non-GAAP financial measures are not measures of financial performance in accordance with generally accepted accounting principles and may exclude items that are significant in understanding and assessing our financial results. Therefore, these measures should not be considered in isolation or as an alternative to net income from operations, cash flows from operations, earnings per fully-diluted share or other measures of profitability, liquidity or performance under generally accepted accounting principles. You should be aware that our presentation of these measures may not be comparable to similarly-titled measures used by other companies. A reconciliation of these financial measures to the most comparable measures presented in accordance with generally accepted accounting principles has been included at the end of this presentation.

Numbers presented through December 31, 2017 unless otherwise noted.

INTL-FCStone®

Commodities · Global Payments · Foreign Exchange · Securities

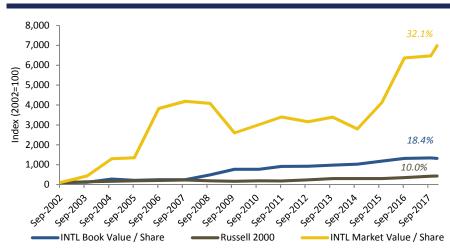
A global platform through which customers access efficient and transparent execution, market intelligence and post-trade clearing services across asset classes and markets

INTL FCStone Overview

Company Overview

- INTL has built a comprehensive global platform providing our customers with efficient and transparent execution, market intelligence and insight, and post-trade services across asset classes and markets.
- Our customers include commercial entities governmental, nongovernmental and charitable organizations, institutional investors, brokers, professional traders, CTA/CPOs, proprietary trading groups, commercial banks and major investment banks.
- Solutions across asset classes (commodities, equities, fixed income, FX and physical markets) and across the full product suite (spot and forward, options and highly-structured customized solutions)
- Over 20,000 customers served in over 130 countries
- ~1,600 employees in 44 offices in 13 countries on 5 continents
- Efficient execution and access to global liquidity sources from exchanges and Over the Counter ("OTC") marketplaces
- Predecessor company founded more than 90 years ago. HQ in New York, NY

Comparative Performance





Key Stats (1)

Financial Metrics

Operating Revenue: \$811.1mm

Net Income: (\$6.8mm)(2)

Adj. Net Income: \$54.5(3)

Equity: \$443.2mm

Customer Float (FCM+BD): \$3.1bn⁽⁴⁾

Operating Metrics

Exchange Contracts Traded Futures & Options: 100.9mm

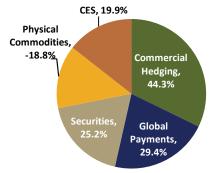
OTC Contracts Traded: 1.4mm

Gold Ounces Traded: 146.4mm

FX Prime Brokerage Volume: \$565.3bn(5)

> Equity Market Making: \$90.2bn(5)

Segment Income (1)(6)



For the last twelve months through 12/31/17, except where otherwise noted.

Includes \$48mm of bad debt expense recorded in fiscal Q4 2017 & Q1 2018 related to our physical coal business in Singapore, which has subsequently been discontinued. Also includes a \$20.9mm one-time expense from H.R. 1, the Tax Cuts and Jobs Act, including a write-down of our deferred tax asset due to the new lower federal statutory rate and the tax on deemed repatriation of our earnings and profits accumulated abroad. Adds back effects of footnote (2) to arrive at Adjusted Net Income figure.

Total investable fund balances as of 12/31/17.

USD gross notional volume traded.

Chart contains pre-tax income data and only includes the bad debt expense effect from footnote (2) above

Business Segment Overview



	COMMERCIAL HEDGING	GLOBAL PAYMENTS	SECURITIES	CLEARING AND EXECUTION SERVICES	PHYSICAL COMMODITIES		
Net Operating Revenue (\$mm)*	\$198 (38%)	\$83 (16%)	\$93 (18%)	\$106 (21%)	\$38 (7%)		
Overview	 High-touch, value-added service to help customers manage commodity price risk Access to advice, exchange-listed, OTC and structured products Long-term relationships focused on mid-sized clients 	 Network covers over 140 currencies and specializes in transferring funds to the developing world Investment in technology has increased efficiency of platform and enabled expansion into higher volume/smaller pmts 	 Market maker for non-U.S. equities and U.S. fixed income securities Provides high-touch brokerage and U.S. clearing for foreign institutions Investment Banking Asset Management 	 Competitive clearing and execution of securities, exchange-traded futures and options Focused on professional traders and mid-sized funds/CTAs FX prime brokerage for professionals 	 Full range of trading and hedging capabilities to producers, consumers and investors Acts as a principal to buy/sell on spot and forward basis Commodity financing and facilitation services 		
Customers Served	 Commercial hedgers Producers/end-users Wholesalers and merchants Corporations Introducing brokers 	 Financial institutions Non-profits Non-governmental and government organizations Corporations 	 Fund managers Broker-dealers Investment advisers Corporations Banks Insurance companies 	 Commercial hedgers Hedge funds Introducing brokers Financial institutions Proprietary trading firms 	 Producers Traders Grain elevators Merchandiser Importers/exporters Commercial hedgers 		
Segment Breakdown ⁽¹⁾	 Agricultural: 60% Energy and Renew. Fuels: 11% LME metals: 21% Other: 8% 	 # of payments: 658.6k Operating Rev.: \$90.7mm Segment Income⁽²⁾: \$52.0mm 	 Equities: 33% Debt Trading: 53% Inv. Banking: 3% Asset Mgmt.: 12% 	 Exchange Traded: 26% Prime Brokerage: 13% Corr. Clearing: 22% Ind. Wlth Mgmt: 13% Deriv. Voice Bkg: 26% 	 Precious metals: 61% Physical Ags & Energy: 39% 		

[•]LTM 12/31/17. Net Operating Revenue = Operating Revenue less transaction-based clearing expenses, introducing broker commissions and interest expense.

⁽¹⁾ Reflects LTM 12/31/17 net operating revenues for Securities, Clearing and Execution Services and Physical Commodities, transactional revenue for Commercial Hedging.

⁽²⁾ Calculated as revenues less cost of sales, transaction-based clearing expenses, variable bonus compensation, introducing broker commissions, interest expense and direct non-variable fixed costs.

Global Franchise with Exposure to Key Growth Markets





Offices:

Champaign, IL Boca Raton, FL Bowling Green, OH Los Angeles, CA Chicago, IL Indianapolis, IN Kansas City, MO Miami, FL Houston, TX

Omaha, NE Lawrence, KS Orlando, FL St. Louis, MO Twin Falls, ID West Des Moines, IA Youngstown, OH Atlanta, GA

Buenos Aires, Argentina Campinas, Brazil Ciudad del Este, Paraguay Dubai, UAE Dublin, Ireland Goiânia, Brazil Hong Kong, PRC

Maringa, Brazil Mexico City, Mexico Passo Fundo, Brazil Patrocinio, Brazil Recife, Brazil Sao Paulo, Brazil Shanghai, PRC Singapore Sorriso, Brazil Sydney, Australia

Well-Positioned to Benefit from Macro Trends INTL FCStone®

Industry Challenge

Approved regulatory status as broker-dealer, swap dealer, FCM

INTL FCStone®

Commodities - Global Payments - Foreign Exchange - Securities

Fully compliant in multiple iurisdictions

REGULATION

- Difficult to offer broad solutions due to increased complexity
- Significantly increased cost burden



- Pressure on sub-scale financial services providers
- Large banks exiting burdensome businesses



GLOBALIZATION

- Liquidity increasingly fragmented and global
- Customers seek global solutions
- International growth opportunities



DIVERSIFICATION

- Customers seeking broad financial solutions/capabilities
- More touch points create stickiness



Have made major investment to broaden capabilities

Ongoing investment in regulatory approvals

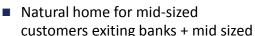


- Demand to transact with well-capitalized counterparties
- Regulators require more capital and liquidity



- Solid capital base
- Committed bank facilities provide strong liquidity





customers of smaller competitors ■ Track record of opportunistic M&A



- Fully operational and regulatory approved entities in key global financial markets
- Touch points in over 130 countries

Clearly-Defined Growth Strategy

Expand customer base with focus on middle-market companies underserved by larger financial institutions and increase associated customer float on which interest in earned

Cross-sell additional products and services to existing high-quality, loyal customer base

Accelerate international growth with emphasis on Asia, Europe and Latin America

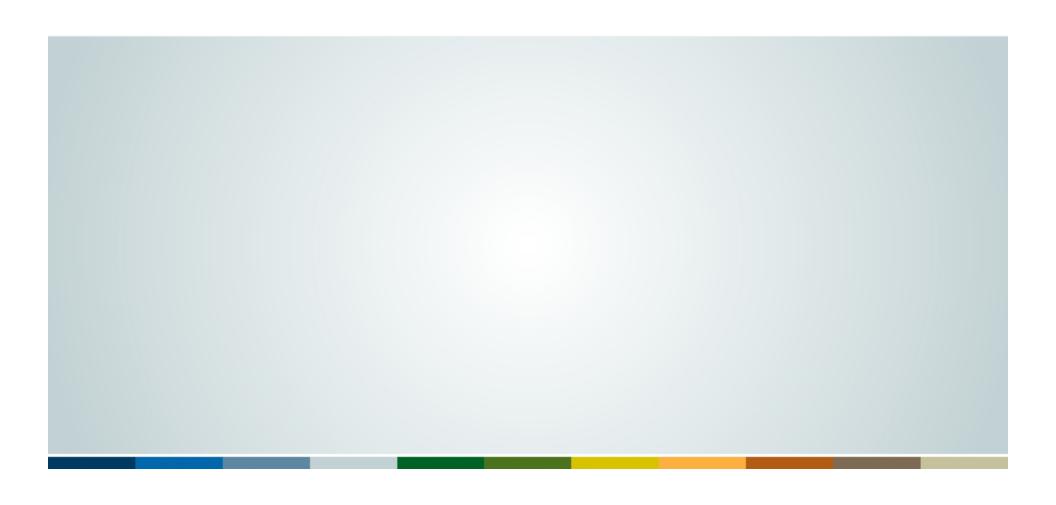
Continue to broaden and diversify product set

Selectively acquire assets that strengthen product offerings and footprint

High value-add offerings, limited pure-play competition



Financial Overview

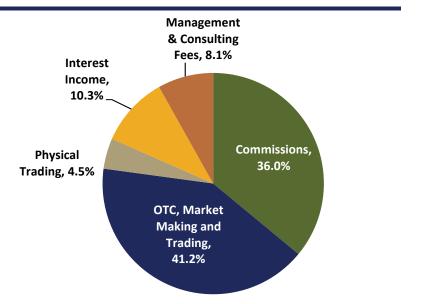


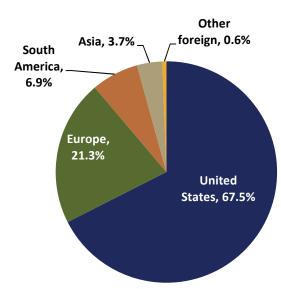
Diversified Revenue Sources



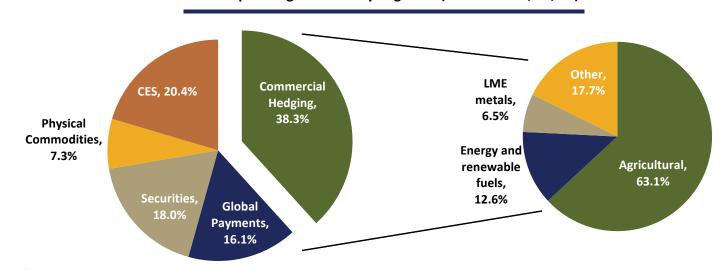
Operating Revenue by Product Source (LTM as of 12/31/17)

Operating Revenue by Geography (FY 2017)



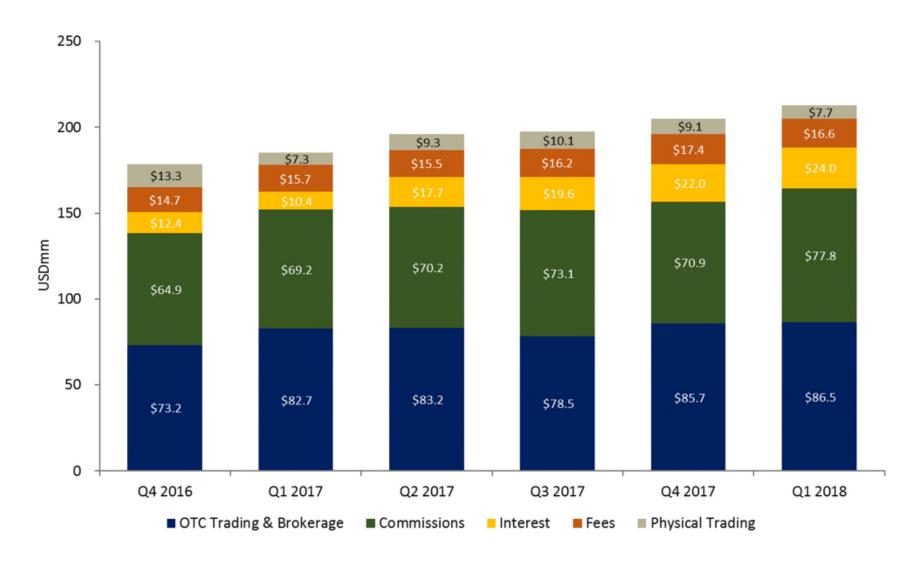


Net Operating Revenue by Segment (LTM as of 12/31/17)(1)



Revenue Breakdown by Type

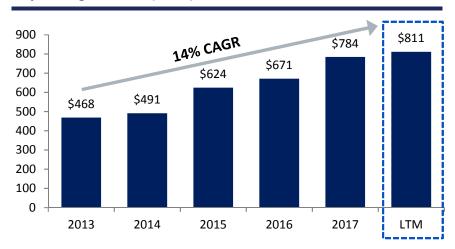




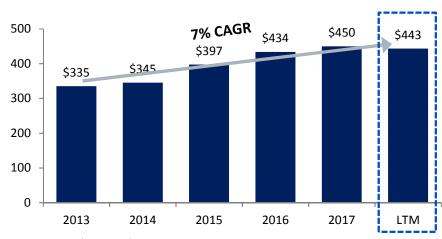
Long-Term Performance



Operating Revenue (\$mm)



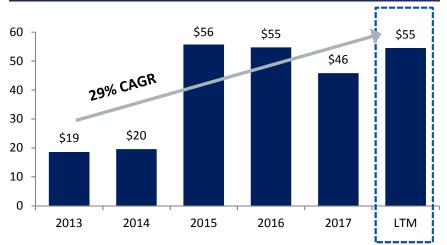
Stockholder's Equity (\$mm)



Net Income From Continuing Operations (\$mm)



Adjusted Net Income (\$mm) (3)

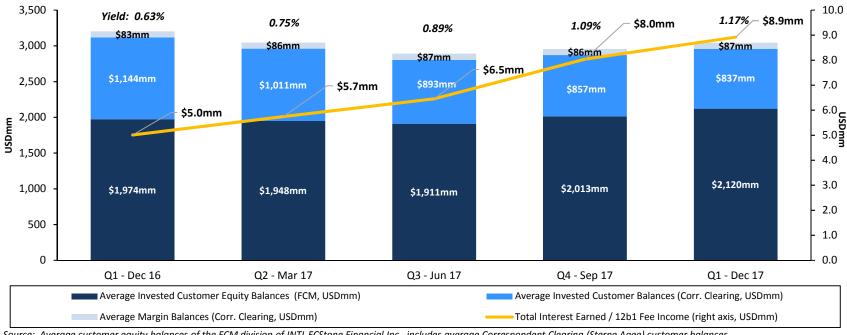


- (1) Includes \$47mm and \$1mm of bad debt expense recorded in fiscal Q4 2017 & Q4 2017, respectively, related to our physical coal business in Singapore, which has subsequently been discontinued.
- (2) Includes a \$20.9mm one-time expense from H.R. 1, the Tax Cuts and Jobs Act, including a write-down of our deferred tax asset due to the new lower federal statutory rate and the tax on deemed repatriation of our earnings and profits accumulated abroad.
- 3) Adds back effects of footnotes (1) and (2) to arrive at Adjusted Net Income figures for 2017 and LTM

Interest Rate Sensitivity



Average Invested Customer Balances & Interest Earnings by Quarter



Source: Average customer equity balances of the FCM division of INTL FCStone Financial Inc., includes average Correspondent Clearing (Sterne Agee) customer balances

Interest Rate Sensitivity

	_										
Incremental Net Interest & 12b1 Fees Earned (USDmm)(2)											
Annual Rate Increase (bps) ⁽¹⁾	Pre-tax Income	After-tax prior to Tax Reform (39.4%) ⁽³⁾	After-tax post Tax Reform (26.0%) ⁽³⁾	Incremental After-tax Earnings from Tax Reform							
25	5.2	3.2	3.8	0.7							
50	10.4	6.3	7.7	1.4							
75	15.5	9.4	11.5	2.1							
100	20.7	12.5	15.3	2.8							

⁽¹⁾ Assumes upward shift in short term rates.

⁽²⁾ Based off of total investable balances of \$3.0bn as of 12/31/17 (\$2.2bn from FCM and \$0.8bn from Correspondent Clearing funds). Net of Incremental Interest Expense on Variable Rate Debt, average balance of \$261.2mm at 12/31/2017

⁽³⁾ Based on effective federal plus state blended effective income tax rates for the Company's U.S. subsidiaries prior to and following the enactment of H.R. 1, the Tax Cuts and Jobs Act.

Summary

Attractive market dynamics with consolidation amongst smaller players and banks generally retreating due to capital and regulatory constraints

Diversified revenues across business segments, assets classes and geographies

Customer-centric, high-touch, value-added approach results in long-term relationships and strong margins

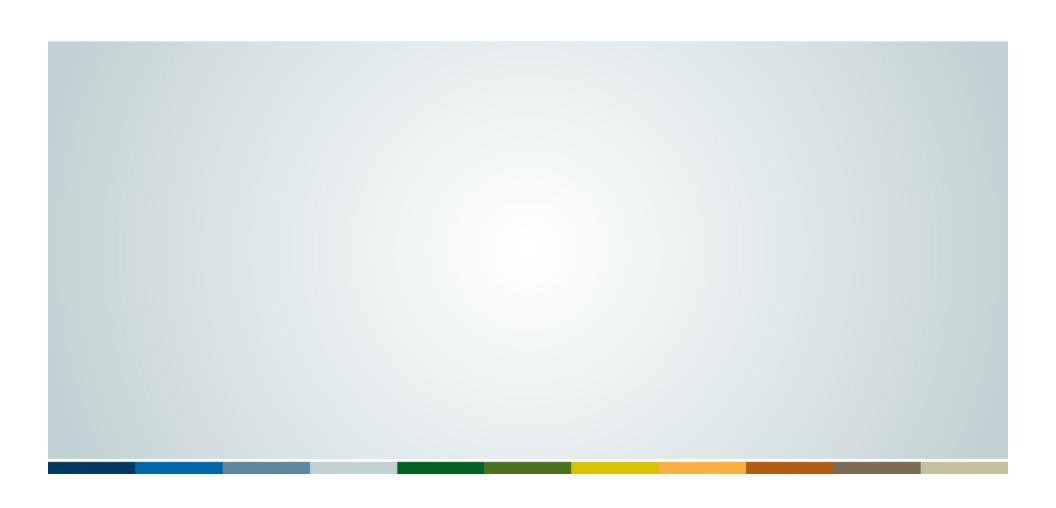
Strong operating leverage as business scales

Disciplined capital allocation and expense management with highly-variable cost structure

Well-positioned for increase in interest rates and market volatility



Our Business Segments



Commercial Hedging

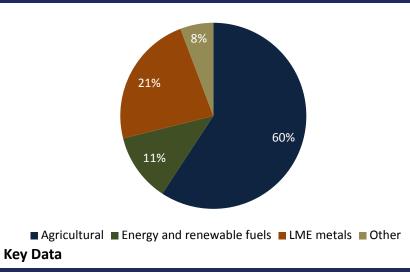
INTL FCStone®

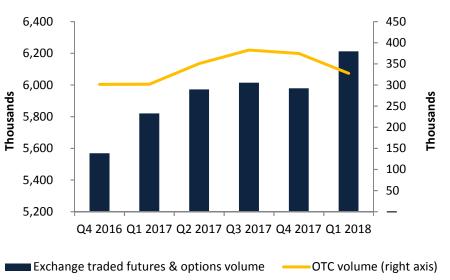
- Delivering a high touch, value added service to commercial customers seeking to manage risk
- Long term quality relationships with customers
- Comprehensive platform allows access to advice, exchange listed products, OTC and structured products
- Industry leading expertise in all commodity verticals
- Top 5 non-bank FCM
- 90-year legacy beginning in the commodity markets
- Leveraging demonstrated expertise and capability through a global platform to access high growth markets

Historical Performance



Transactional Revenue Breakdown (LTM)





Global Payments

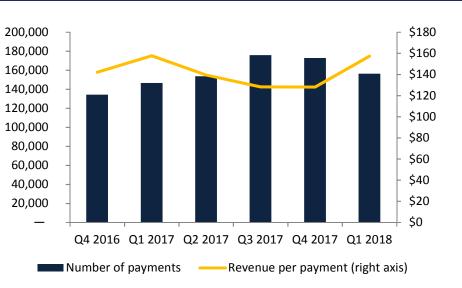


- Leading capability to offer a global payments solution to customers in over 140 currencies and markets
- Value-added execution efficiencies strong ties to local correspondent banks affords access to best rates
- Significant investment in technology to reduce costs and create scalability allows us to process high volume/smaller payments in cost efficient service to customers
- Leading player in NGO industry
- Essential service provider to OECD money center and regional banks providing automated straight-through processing of payments in primarily non-G20 currencies, often replacing bank correspondent relationships with INTL's cost effective and compliant platform.

Historical Performance



Key Data



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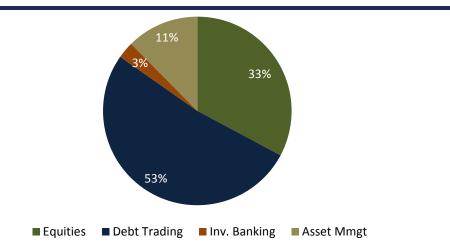
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INTL-FCStone®

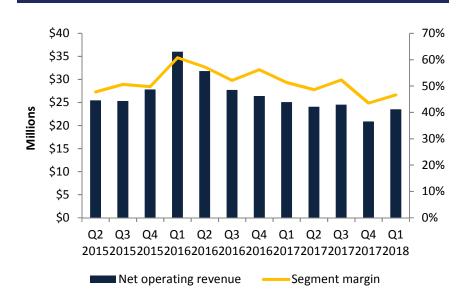
 We are the #1 ranking market maker by dollar value for international securities traded over-the-counter, three years running

- We rank #1 by dollar value in over 2,600 securities
- We make markets in over 5,000 securities including over 3,600 OTC ADRs and GDRs.
- We commit capital and provide liquidity to simplify complex foreign markets
- Leverage international capability by providing high touch brokerage and US clearing for foreign institutions
- We are also an Institutional dealer in U.S. Government Securities, Federal Agency, Mortgage-Backed Securities and Asset-Back Securities, making markets to an institutional customer base of over 700 customers

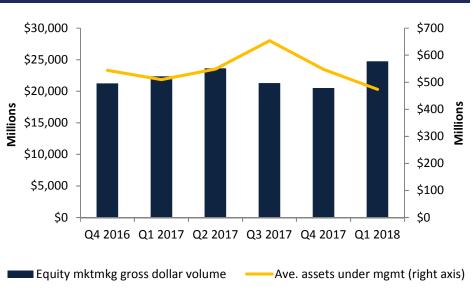
Net Operating Revenue Breakdown (LTM)



Historical Performance



Key Data

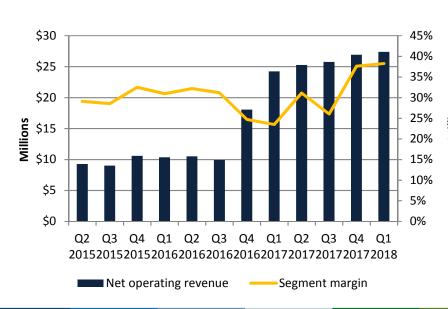


Clearing and Execution

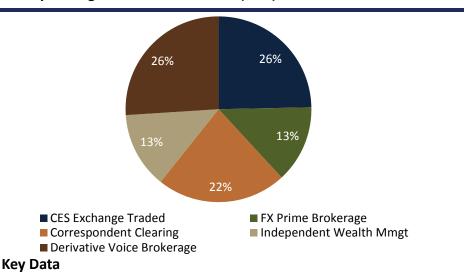
INTL FCStone[®]

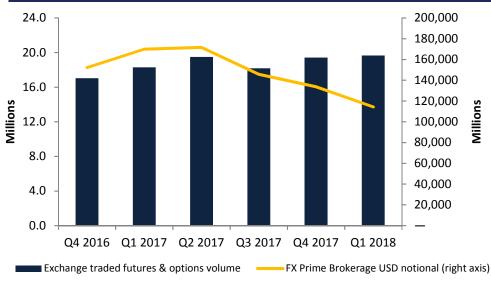
- Competitive and efficient clearing and execution of exchangetraded futures and options for traders and institutions
- Provide services for institutional and professional trader market segments
- Offer facilities management and outsourcing solutions to other
- Award winning FX prime brokerage
- 4th Q 2016 purchase of Sterne Agee entities added correspondent securities clearing capabilities and independent wealth management
- Acquired the London-based EMEA oil brokerage business of ICAP p.l.c. in the 1st Q of 2017

Historical Performance



Net Operating Revenue Breakdown (LTM)



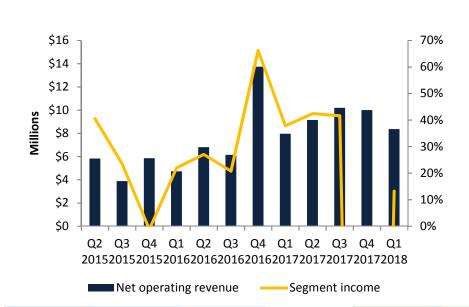


Physical Commodities

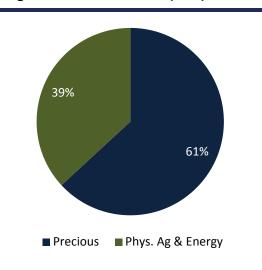
INTL-FCStone®

- Full range of trading and hedging capabilities, including OTC products, to select producers, consumers, and investors
- Act as principal, commit own capital to buy/sell on spot and forward basis
- Provide commodity financing and facilitation services
- High value-add differentiates us from competitors and drives customer retention
- Q4 2017 negative segment income reflects \$47mm bad debt in our physical coal business

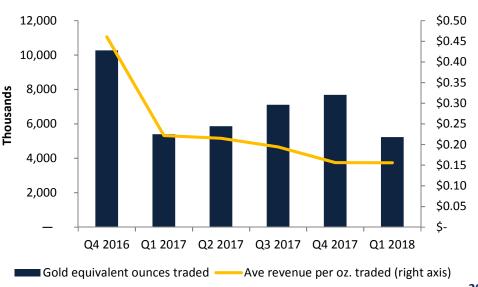
Historical Performance



Net Operating Revenue Breakdown (LTM)

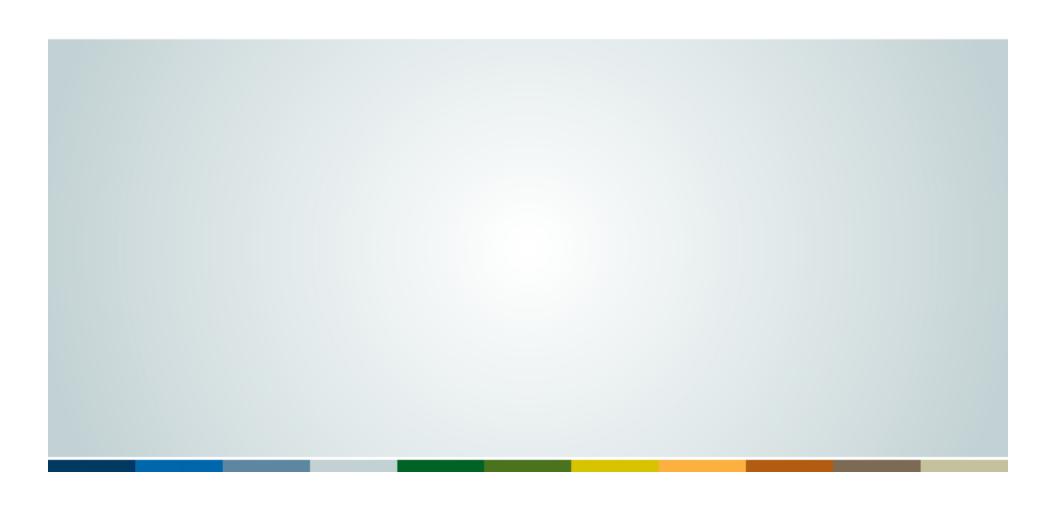


Key Data





Appendix



Balance Sheet Summary

INTL-FCStone®

(\$ in millions)

- Conservatively capitalized with minimal debt
 - > 0.95x Debt/Equity as of 12/31/17
- Considerable excess capital
 - > ~\$172mm of regulatory capital in excess of required amounts
- Solid liquidity position
 - \$322mm of unrestricted cash and cash equivalents
 - \$182mm of undrawn committed credit facilities
- \$3.1bn of Customer Float (FCM+BD)⁽¹⁾

	9/30/2017	12/31/2017
Cash and cash equivalents	314.9	321.8
Cash, securities and other assets segregated under federal and		
other regulations 1	518.8	464.4
Securities purchased under agreements to resell	406.6	559.5
Securities borrowed	86.6	95.7
Deposits with and receivables from broker-dealers,		
clearing organizations and counterparties 1 2	2,625.1	2,628.2
Receivable from customers, net 1 2 3	232.7	254.4
Note receivable, net 4	10.6	10.6
Financial instruments owned, at fair value 2 3	1,731.8	2,055.9
Physical commodities inventory 3	124.8	244.7
Goodwill and intangible assets, net	59.4	57.6
Other assets	132.1	116.1
Total assets	6,243.4	6,808.9
Payables to customers 1 2	3,072.9	3,063.8
Payable to broker-dealers, clearing organizations		
and counterparties 2	125.7	197.1
Payables to lenders under loans	230.2	422.9
Securities sold under agreements to repurchase	1,393.1	1,650.4
Securities loaned	111.1	108.8
Financial instruments sold, not yet purchased, at fair value	717.6	803.3
Senior unsecured notes	-	-
Accounts payable, accrued and other liabilities	142.9	119.4
Total liabilities	5,793.5	6,365.7
Total stockholders' equity	449.9	443.2
Total liabilities and stockholders' equity	6,243.4	6,808.9

KEY: 1 E

Exchange Traded Futures & Options (Customer Assets and Liabilities -Segregated from Firm Activities) OTC (Commodities, Equities, Debt, FX)

3 Physical Commodities

4 C

Customer Commodity Financing

Income Statement Summary

INTL-FCStone®

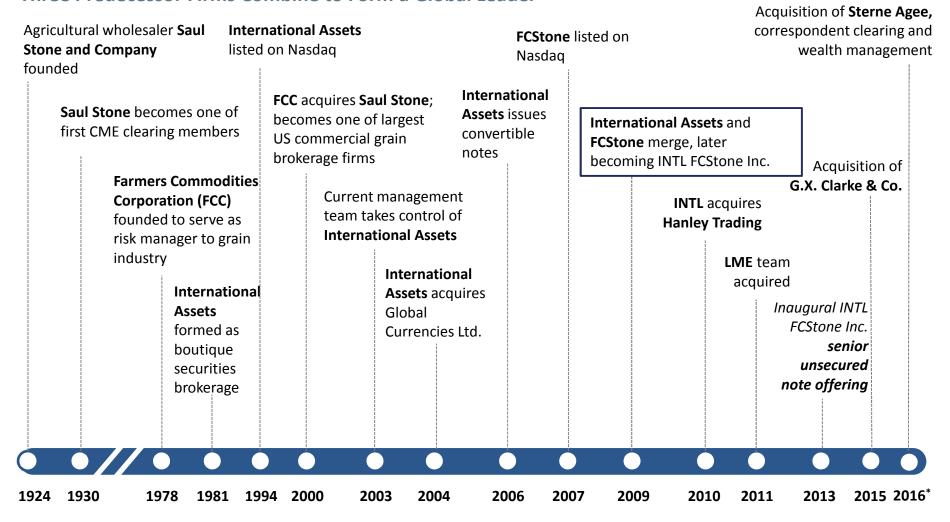
(\$ in millions)

	Three Months Ended December 31,						
	2017	2016	% Change				
Revenues:							
Sales of physical commodities	\$ 7,714.4	\$ 5,896.0	31 %				
Trading gains, net	85.8	83.0	3				
Commission and clearing fees	77.8	69.2	12				
Consulting and management fees	16.6	15.7	6				
Interest income	24.0	10.4	131				
Other income		0.1	(100)				
Total revenues	7,918.6	6,074.4	30				
Cost of sales of physical commodities	7,706.0	5,888.9	31				
Operating revenues	212.6	185.5	15				
Transaction-based clearing expenses	36.9	33.6	10				
Introducing broker commissions	31.1	28.7	8				
Interest expense	14.3	8.9	61				
Net operating revenues	130.3	114.3	14				
Compensation and other expenses:							
Compensation and benefits	77.2	70.6	9				
Bad debts	0.1	2.5	(96)				
Bad debt on physical coal	1.0	-	NA				
Other expenses	33.4	32.8	2				
Total compensation and other expenses	111.7	105.9	5				
(Loss) income from operations, before tax	18.6	8.4	121				
Income tax expense	25.5	2.1	1,114				
Net (loss) income	\$ (6.9)	\$ 6.3	(210)%				

Company Timeline



Three Predecessor Firms Combine to Form a Global Leader



Opportunistic M&A has positioned INTL for strong future growth

^{*} In September 2016 agreement reached to acquire the London-based EMEA oil brokerage business of ICAP p.l.c.

Transaction Volume Summary



Volumes and Other Data:									
volumes and Other Data:	12/31/15	3/31/16	6/30/16	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17
Exchange-traded futures & options (contracts, 000's)	24,225.1	26,596.2	26,245.5	22,600.6	24,112.7	25,460.0	24,190.4	25,385.4	25,862.1
OTC (contracts, 000's)	314.7	302.0	462.7	301.4	301.8	350.8	382.8	374.6	327.9
Global payments (# of payments, 000's)	95.6	101.0	113.8	134.4	146.6	153.7	175.8	172.8	156.3
Gold equivalent ounces traded (000's)	23,519.8	21,619.3	24,658.9	22,275.7	24,329.2	27,239.4	36,533.6	49,133.1	33,503.1
Equity market-making (gross dollar volume, millions)	23,084.1	24,475.6	19,717.8	21,241.3	22,355.3	23,631.4	21,298.1	20,505.0	24,734.3
Debt Trading (gross dollar volume, millions)	22,106.6	26,476.9	30,674.5	28,489.3	33,045.63	37,429.2	32,176.4	30,701.1	33,233.7
FX Prime Brokerage volume (U.S. notional, millions)	124,551.6	154,108.5	149,593.4	152,173.4	169,872.6	171,593.1	145,679.8	133,722.3	114,302.0
Average assets under management (U.S. dollar, millions)	\$ 648.5 \$	515.4\$	541.4\$	544.3 \$	509.8 \$	548.9 \$	653.4 \$	547.6 \$	473.7
Average customer equity at FCM (millions)	\$ 1,824.9 \$	1,817.0\$	1,853.8\$	2,019.1 \$	2,078.1 \$	2,015.6 \$	1,938.7 \$	2,031.1 \$	2,125.8

Net Income & Equity Reconciliation



	QUARTERLY										
(in millions)		Q1 2017		Q2 2017		Q3 2017		Q4 2017		Q1 2018	
Net income (loss) (non-GAAP) reconciliation:											
Net income (loss), as reported (GAAP)	\$	6.3	\$	11.0	\$	12.7	\$	(23.6)	\$	(6.9)	
Bad debt on physical coal, net of incentive recapture, net of tax		-		-		-		39.4		1.0	
Impact of Tax Reform										20.9	
Adjusted net income (non-GAAP)	\$	6.3	\$	11.0	\$	12.7	\$	15.8	\$	15.0	

(in millions) Reconciliation of stockholders' equity to adjusted non-GAAP amounts:	12/31/2016	3/31/2017	6/30/2017	9/30/2017	12/31/2017
Common stockholders' equity, as reported	\$ 442.6	\$ 455.7	\$ 469.1	\$ 449.9	\$ 443.2
Bad debt on physical coal, net of incentive recapture, net of tax	-	-	-	39.4	40.4
Impact of Tax Reform					20.9
Adjusted common stockholders' equity (non-GAAP)	\$ 442.6	\$ 455.7	\$ 469.1	\$ 489.3	\$ 504.5

INTL-FCStone®

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