

# Investor Presentation: 2<sup>nd</sup> Quarter 2024

StoneX Group Inc.

May 8<sup>th</sup>, 2024



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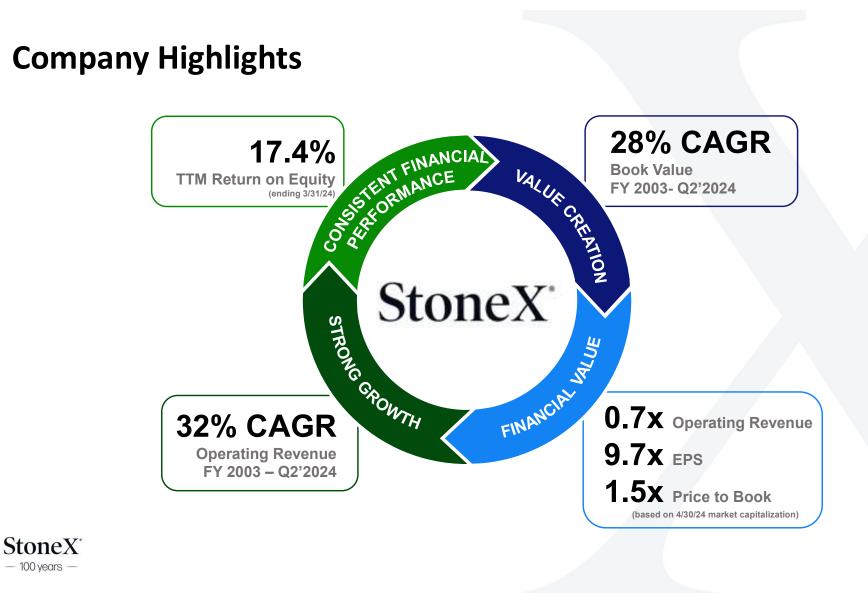
Numbers presented through 3/31/2024 unless otherwise noted.

#### **Forward-Looking Statements**

The following presentation should be taken in conjunction with the most recent financial statements and notes thereto as well as the most recent Annual Report on Form 10-K, subsequent Quarterly Reports on Form 10-Q and other reports filed with the SEC by StoneX Group Inc. (the "Company"). This presentation may contain "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These forward-looking statements involve known and unknown risks and uncertainties, many of which are beyond the Company's control, including adverse changes in economic, political and market conditions, losses from the Company's 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 and the impact of changes in technology in the securities, foreign exchange and commodities dealing and trading industries. Although the Company believes that its forward-looking statements are based upon reasonable assumptions regarding its business and future market conditions, there can be no assurances that the Company's actual results will not differ materially from any results expressed or implied by the Company's forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as forward-looking statements, whether as a result of new information, future events or otherwise, except as the curve.

#### **Non-GAAP Financial Measures**

The following presentation includes non-GAAP financial measures, including Adjusted Net Income. Non-GAAP financial measures have certain limitations, including that they do not have a standardized meaning and, therefore, may be different from similar non-GAAP financial measures used by other companies and/or analysts. The Company believes its reporting of select non-GAAP financial measures assists investors in evaluating its historical and expected operating performance. However, because these are not measures of financial performance calculated in accordance with GAAP, such measures should be considered in addition to, but not as a substitute for, other measures of the Company's financial performance reported in accordance with GAAP, such as Net Income. See the Appendix for a reconciliation of the Company's financial performance reported in accordance with GAAP, such as Net Income. See the Appendix for a reconciliation of the Company's financial performance.



# **Investment Highlights**



Who We Are

# We Connect Clients to Markets

StoneX provides institutional-grade global market access, end-to-end clearing and execution, high-touch service and deep expertise through one trusted partner

# We Monetize the Network

We monetize client activity over our global network through commissions and spreads on trades, interest earned on client deposits and fees charged for our leading expertise and market intelligence



### StoneX at a Glance

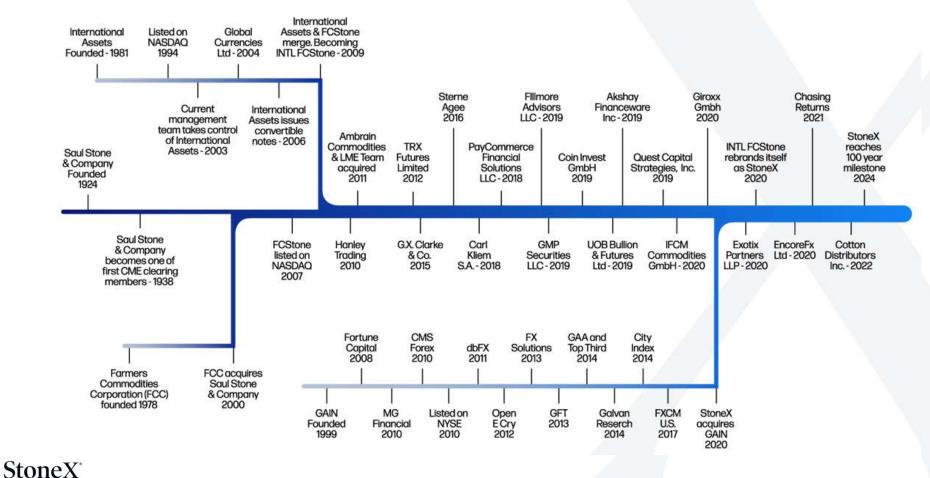


StoneX\* — 100 years — Represents the Q2'2024 quarterly average
 Total volume traded of FX / CFD, Securities and Global Payments contracts on a trailing 12-month basis as of March 31, 2024

# **Our Global Footprint**







# **Integral Part of the Global Financial Infrastructure**

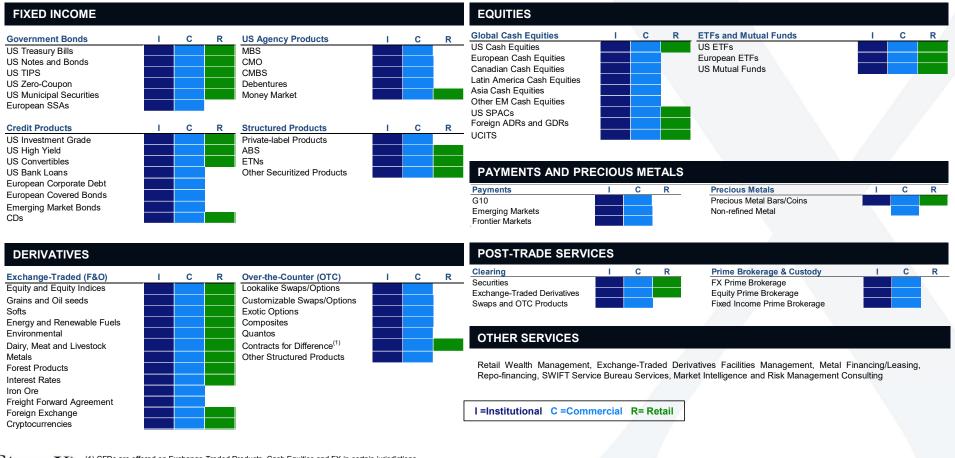


# **Unique Financial Services Platform**

| Global Diversified<br>Client Base   | INSTITUTIONAL                                                                                                                                                                                                                                                                                                                                                              | RETAIL                                                                                                                                                                                                                                                                                     | COMMERCIAL                                                                                                                                                                                                                                                                            | PAYMENTS                                                                                                                                                                                                                                                                                                              |
|-------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Risk Profile                        | RISK T.                                                                                                                                                                                                                                                                                                                                                                    | AKERS                                                                                                                                                                                                                                                                                      | RISK MITIGATION                                                                                                                                                                                                                                                                       | TREASURY MANAGEMENT                                                                                                                                                                                                                                                                                                   |
| % of Total Net<br>Operating Revenue | 47% of Net Ope                                                                                                                                                                                                                                                                                                                                                             | rating Revenue                                                                                                                                                                                                                                                                             | 53% of Net Ope                                                                                                                                                                                                                                                                        | rating Revenue                                                                                                                                                                                                                                                                                                        |
| Segment<br>Description              | <ul> <li>Global trading, execution, clearing<br/>and provision of liquidity for<br/>institutional clients</li> <li>Multi asset-class offering including<br/>equities and options, broad range<br/>of fixed income products and<br/>access to over 40 derivative<br/>exchanges</li> <li>Growing suite of institutional grade<br/>trading and analytics platforms</li> </ul> | <ul> <li>Leading retail platforms offering access to over 18,000 derivative products to over 400,000 accounts globally</li> <li>Network of ~400 independent advisors managing ~\$16bn in assets</li> <li>Digital platform offering access to a range of precious metal products</li> </ul> | <ul> <li>Tailored risk management<br/>solutions for commercial entities</li> <li>Capabilities include listed<br/>derivatives, bespoke structured<br/>products, physical trading</li> <li>Expertise across all commodity<br/>verticals as well as FX and interest<br/>rates</li> </ul> | <ul> <li>Platform provides efficient transfer<br/>of funds into more than 180<br/>countries</li> <li>Full-fledged domestic payments<br/>capability handling in-bound and<br/>outbound payments in Brazil</li> <li>Network of over 350<br/>correspondent banks ensures<br/>efficient and effective payments</li> </ul> |
| Client Types                        | Fund managers / Broker dealers /<br>Investment advisors / Banks/<br>Insurance cos. / Commercial hedgers<br>/ Hedge funds / Introducing Brokers /<br>Fin. institutions                                                                                                                                                                                                      | Active retail and professional traders /<br>Independent broker dealers / Wealth<br>management firms / Independent<br>wealth advisors                                                                                                                                                       | Commercial hedgers / producers /<br>Wholesalers & merchants /<br>Corporations /<br>Introducing Brokers / Traders / Grain<br>elevators / Merchandisers / Importers<br>/ Exporters                                                                                                      | Financial institutions / Banks / Non-<br>profits / Government organizations /<br>NGOs / Corporations / SMEs                                                                                                                                                                                                           |
| TTM Net Operating<br>Revenue        | \$549M                                                                                                                                                                                                                                                                                                                                                                     | \$274M                                                                                                                                                                                                                                                                                     | \$711M                                                                                                                                                                                                                                                                                | \$208M                                                                                                                                                                                                                                                                                                                |
| TTM Segment<br>Income               | \$227M                                                                                                                                                                                                                                                                                                                                                                     | \$107M                                                                                                                                                                                                                                                                                     | \$378M                                                                                                                                                                                                                                                                                | \$120M                                                                                                                                                                                                                                                                                                                |

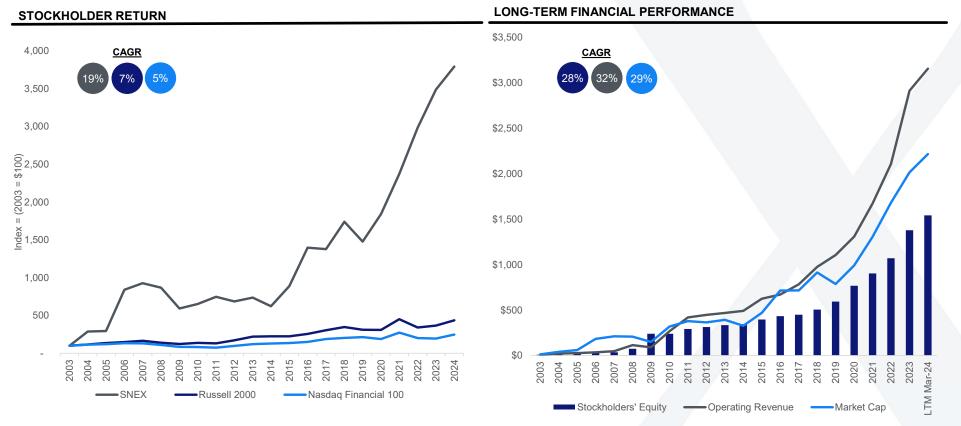
StoneX\* Trailing Twelve Months (TTM ) balances reflect full year figures ending March 31, 2024

# **Global Multi-Asset Product and Service Offering**



StoneX<sup>\*</sup> (1) CFDs are offered on Exchange-Traded Products, Cash Equities and FX in certain jurisdictions

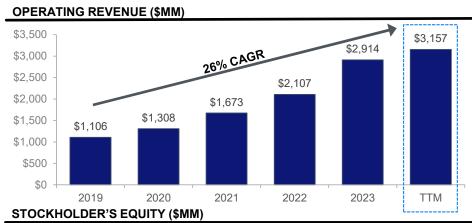
# **Track Record of Success**

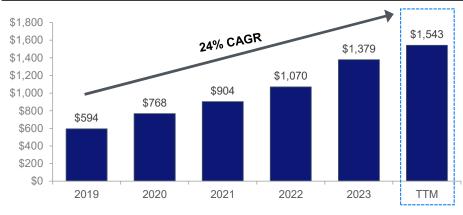


#### Superior growth rates and financial performance

StoneX\* Years are SNEX financial years ending on 30 September - 100 years -

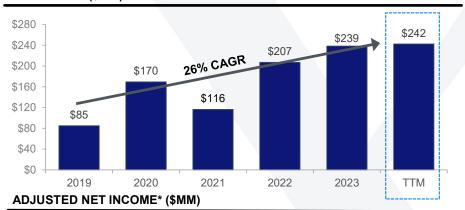


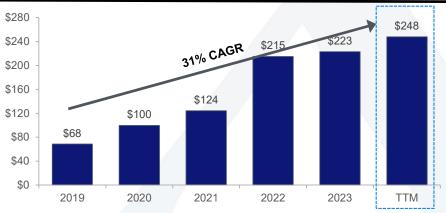




StoneX\* Reconciliations of Non-GAAP measures to relevant GAAP measures are found in Appendix\* Trailing Twelve Months (TTM ) balances reflect full year figures ending March 31, 2024 - 100 years -

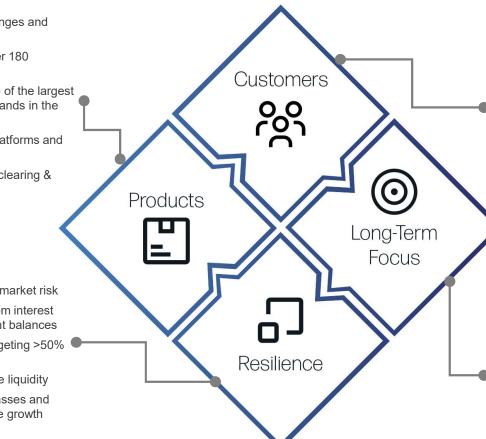
#### NET INCOME (\$MM)





# **Diverse and Resilient Business Model**

- Global access to over 40 exchanges and 18,000 OTC products
- Global payment solutions in over 180
   countries and 140 currencies
- Forex.com and City Index, two of the largest and best-known retail trading brands in the world
- Combination of digital trading platforms and high-touch service
- Vertically integrated execution, clearing & custody
- · Market volatility drives revenue
- Minimal exposure to directional market risk
- Significant recurring revenue from interest and fees on \$7.1+ billion of client balances
- Highly flexible cost structure targeting >50% of total costs to be variable
- Strong balance sheet with ample liquidity
- Low correlation across asset classes and markets produces stable top-line growth



- Clients in over 180 countries served by global footprint of more than 4,300 staff
- Local presence provide "Boots on the Ground" to serve clients in virtually every global marketplace
- Diversified across over 400,000 retail client accounts and more than 54,000 institutional, commercial and global payment clients
- Specific mid-market focus
- Multiple touch points with clients creates stickiness

Long-term client relationships drive recurring revenue

- Management continuity and ownership since 2003 provides steady focus on strategy execution
- Continued focus on key metric of 15% Return on Equity to compound capital
- Diligent risk management to underpin growth and preserve capital growth
- Disciplined focus on strategic acquisitions to complement organic growth

StoneX\*

# Multiple Near-Term and Long-Term Macro Drivers for Growth

| 🛄 Vola                                                                                                                                                                                                                                                                                                              | tility                                                                                                                                                                                                                   | Client I                                                                                                                                                       | Behavior                                                                                                                                                                                                                                                                                    |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul> <li>Business model generates financial volatility drives increased activity and network</li> <li>Market volatility increases demand fr looking to hedge their exposure, which services and products offered</li> <li>Heightened levels of volatility can calincreasing our capture rate as a market</li> </ul> | I transaction volumes over our<br>om corporate and institutional clients<br>ch in turn drives demand for our<br>use bid/ask spreads to widen, also<br>ket-maker in certain products                                      |                                                                                                                                                                | o shop" for financial needs<br>n to better satisfy client needs and                                                                                                                                                                                                                         |
| Regulation                                                                                                                                                                                                                                                                                                          | Globalization Tre                                                                                                                                                                                                        | nds<br>-Term                                                                                                                                                   | Mid-Market<br>Customer Focus                                                                                                                                                                                                                                                                |
| <ul> <li>Long-term trend of increased<br/>regulation pressuring marginal<br/>competitors</li> <li>Regulatory burden creates barriers<br/>to entry</li> <li>Regulatory cost and complexity<br/>creates potential acquisition<br/>opportunities</li> </ul>                                                            | <ul> <li>Clients increasingly seek global solutions</li> <li>Liquidity increasingly fragmented with few firms able to provide access to disparate liquidity pools</li> <li>International growth opportunities</li> </ul> | <ul> <li>\$7.1+ billion in client funds drive significant, high margin revenue</li> <li>Changes in interest rates typically drive market volatility</li> </ul> | <ul> <li>Middle-market clients underserved<br/>by large banks which are focused<br/>on large clients</li> <li>Few firms outside of large banks<br/>can provide breadth of products<br/>and services</li> <li>Clients demand to transact with<br/>well-capitalized counterparties</li> </ul> |

# **Opportunistic Industry Consolidator**

#### Well-Positioned to Take Advantage of Further Consolidation

- StoneX maintains an advantageous position in a highly regulated industry where clients reward counterparties possessing a strong capital base, regulated status and deep sector experience
- Costly regulatory, compliance and capital rules have increasingly pressured smaller, insufficiently capitalized firms while benefiting stronger firms such as StoneX
- These same rules (e.g. MIFID and Dodd-Frank) have also impacted bulge bracket banks, prompting an offloading of non-core businesses and creating attractive inorganic growth opportunities for mid-market firms like StoneX
- StoneX's solid balance sheet, favorable regulatory position and publicly traded status make it an appealing partner to potential acquisition targets
- StoneX has significant expertise and is a proven, reliable partner, completing over 20 acquisitions in the past 10 years

#### **Acquisition Criteria**

- Patient and disciplined approach to acquisitions has reaped benefits for StoneX shareholders
- Typical acquisition criteria include:
  - Client-centric businesses
  - Broadens capabilities (products, expertise, geographies, technology, etc.)
  - Short payback period
  - · Limited leverage and goodwill
  - Highly opportunistic



```
— 100 years —
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#### **Selected Acquisitions**

| October 2022                      | Acquired a global cotton merchant<br>business with a strong network of<br>producers in Brazil and West Africa,<br>and buyers in the APAC region |
|-----------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------|
| August 2020                       | Acquired a global leader in online<br>retail trading providing active traders<br>access to a broad range of financial<br>markets                |
| October 2019                      | Acquired UOB Bank's futures and<br>options brokerage and clearing<br>business based in Singapore                                                |
| January 2019                      | Acquired a US broker-dealer<br>specializing in high yield, convertible<br>and EM debt                                                           |
| July 2017<br>Sterne<br>agee       | (fka Miller Tabak Roberts)<br>Acquired Sterne Agee's<br>correspondent securities clearing<br>and independent advisory<br>businesses             |
| January 2015<br>G.X. Clarke & Co. | Acquired a US broker-dealer<br>specializing in US Treasuries,<br>Agencies and mortgage-backed<br>securities                                     |



# **Recent Financial Results**

# Fiscal Q2 2024 & TTM Highlights

| Second Quarter*      |                          |                      |  |  |  |  |  |  |  |  |  |
|----------------------|--------------------------|----------------------|--|--|--|--|--|--|--|--|--|
| Operating Revenues   | Net In                   | come                 |  |  |  |  |  |  |  |  |  |
| \$818.2mm            | As Reported              | Adjusted             |  |  |  |  |  |  |  |  |  |
|                      | \$53.1mm                 | \$54.0mm             |  |  |  |  |  |  |  |  |  |
| 00 10%               | Up 27%                   | Up 23%               |  |  |  |  |  |  |  |  |  |
| Diluted EPS          | Return o                 | on Equity            |  |  |  |  |  |  |  |  |  |
| \$1.63               | As Reported              | Adjusted             |  |  |  |  |  |  |  |  |  |
| -                    | 14.0%                    | 14.3%                |  |  |  |  |  |  |  |  |  |
| Up 25%               | 13.8% Q2'23              | 14.5% Q2'23          |  |  |  |  |  |  |  |  |  |
| Trailing Two         | lve Months <sup>**</sup> |                      |  |  |  |  |  |  |  |  |  |
| Operating Revenues   | Net In                   | icome                |  |  |  |  |  |  |  |  |  |
| \$3,157.3mm          | As Reported              | Adjusted             |  |  |  |  |  |  |  |  |  |
| φ3,137.3mm<br>Up 28% | \$242.4mm                | \$247.9mm            |  |  |  |  |  |  |  |  |  |
| 0p 20%               | <b>Up 10%</b>            | <b>Up 21%</b>        |  |  |  |  |  |  |  |  |  |
| Diluted EPS          | Return o                 | on Equity            |  |  |  |  |  |  |  |  |  |
| \$7.50               | As Reported              | Adjusted             |  |  |  |  |  |  |  |  |  |
| ΨΓΙΟΟ                | 17.4%                    | 17.8%                |  |  |  |  |  |  |  |  |  |
| Up 8%                |                          | 17.8%<br>18.2% Q2'23 |  |  |  |  |  |  |  |  |  |



Adjustments to financial measures can be found in the **Appendix** 

\*Quarterly percentage changes reflect fiscal Q2 2024 vs fiscal Q2 2023 figures \*\*Trailing Twelve Months percentage changes reflect full year figures ending March 31, 2024, vs full year ending March 31, 2023

### Highlights

- · Versus the prior year quarter:
  - Operating rev. up 16%, Net operating rev. ("NOR") up 6%
  - Total expenses up 4%
  - No change in fixed compensation, variable compensation up 2%
- On a consecutive quarterly basis (vs. Q1 2024):
  - Operating revenues up 4%, NOR up \$0.7mm
  - Fixed compensation up 15% or \$14.5mm
  - Variable compensation up 1% or \$1.8mm
  - Net income down 23% or \$16.0mm
- MTM adj. on precious metals inventory carried at cost ~ (\$9.1mm) in Q2 2024 versus +\$1.8mm in Q2 2023
- Quarterly ROE of 14.0% while equity has increased 53% over the last two years
- Q2'24 Average client equity + money-market/FDIC sweep client balances ~\$7.1bn, down 17% vs Q2'23 and down 2% vs Q1'24
  - Interest/fee income from client balances up \$0.8mm vs Q2'23, up \$5.8mm vs Q1'24
- Book value per share of \$48.74, up 21% versus prior year

# **Update on Long-Term Capital**

- On March 1, 2024, StoneX issued \$550 million of new 7-year 7.875% Senior Secured Notes to extend our debt maturity profile and bolster liquidity
  - Of the total proceeds, approximately \$363 million was used to defease the existing 8.625% Senior Secured Notes due 2025 and \$182 million was used to repay down existing revolver borrowings
  - Defeasance results in additional ~\$0.9m interest expense per month through 6/15/24, however saves estimated ~\$4.4m in call premium.
- Pricing reflected significantly tighter spread to benchmark treasury (377bps) versus previous issuance and there was strong demand for our issuance at nearly 2.5x oversubscribed
- Minimal impact to overall leverage and provides the company with long-term capital for future growth, investment in capabilities and product innovation and maintains the company's strong liquidity profile
- Furthermore, S&P recently revised the rating outlook on StoneX to **positive** from stable reflecting the company's focus on growing long-term capital, retaining earnings and building a diversified franchise<sup>(3)</sup>

|                | As of March 31, 2024                                       |
|----------------|------------------------------------------------------------|
| \$1.3bn        | Unrestricted Cash and Cash<br>Equivalents                  |
| 0.1%           | Level 3 Assets (% of Total Financial<br>Instruments Owned) |
|                |                                                            |
| \$1.5bn        | Tangible Book Value                                        |
| <b>0.4x</b>    | Long-Term Debt/Equity <sup>(1)</sup>                       |
| <b>\$2.1bn</b> | Total Long-Term Capital <sup>(1)</sup>                     |
|                |                                                            |
| \$465.1mm      | Adjusted EBITDA (LTM) <sup>(2)</sup>                       |
| 1.3x           | HoldCo Debt <sup>(1)</sup> / Adj. EBITDA                   |

#### Strong and stable capital, liquidity and funding profile



Long-Term Debt, Total Long-Term Capital and Hold Co Debt figures do not include the approximately \$348 million of High Yield Notes due in 2025. These notes will remain on the Balance Sheet until the next call date of 6/15/24 under Senior secured borrowings, when they will be retired in principal plus interest with funds that have been placed in escrow and reflected as *Restricted Cash* as part of an in-substance defeasance.
 Adjusted EBITDA represents EBITDA plus amortization of share-based expense and less interest expenses attributable to trading activities, including the credit facilities of our subsidiaries, gain on acquisitions, acquisition-related expenses, recovery of bad debt on physical coal, and gain on class action settlements. Please refer to the Adjusted EBITDA Reconciliation in the Appendix.
 As of April 29, 2024

# **Review of Key Performance Indicators (TTM)**

| Compounding Capital<br>Target: Annual shareholder return on equity of 15%                            | <b>TARGET MET</b> 17.4% |
|------------------------------------------------------------------------------------------------------|-------------------------|
| <b>Flexible Cost Structure</b><br>Target: >50% of total variable costs to total non-interest expense | <b>TARGET MET 52.1%</b> |
| <b>Revenue per Employee</b><br>Target: >\$500k per annum                                             | TARGET MET \$771k       |
| <b>Compensation Ratio</b><br>Target: Total compensation to revenue of <40%                           | TARGET MET 28.2%        |
| <b>Risk Metrics</b><br>Target: Bad debt <1% of annual operating revenue                              | TARGET MET 0.4%         |
| toneX* Figures above reflect trailing twelve months as of March 31, 2024                             |                         |

# **Key Financial Results**

| (in millions, except share and per share amounts) | amounts)<br>June<br>30, 2022 |        | le l |        | December March<br>31, 2022 31, 2023 |    |        |    |        |       | otember<br>, 2023 | cember      | larch<br>, 2024 | M  | TM<br>arch<br>2024 |
|---------------------------------------------------|------------------------------|--------|------------------------------------------|--------|-------------------------------------|----|--------|----|--------|-------|-------------------|-------------|-----------------|----|--------------------|
| Operating revenues                                | \$                           | 528.8  | \$                                       | 583.4  | \$<br>654.8                         | \$ | 704.4  | \$ | 776.9  | \$    | 778.0             | \$<br>784.2 | \$<br>818.2     | \$ | 3,157.3            |
| Transaction-based clearing expenses               |                              | 74.7   |                                          | 69.1   | 67.3                                |    | 69.2   |    | 66.7   |       | 68.6              | 74.3        | 78.5            |    | 288.1              |
| Introducing broker commissions                    |                              | 41.2   |                                          | 37.4   | 36.8                                |    | 42.2   |    | 43.4   |       | 39.2              | 39.1        | 42.0            |    | 163.7              |
| Interest expense                                  |                              | 28.1   |                                          | 77.6   | 154.3                               |    | 178.7  |    | 216.0  |       | 253.2             | 236.0       | 259.2           |    | 964.4              |
| Interest expense on corporate funding             |                              | 10.7   |                                          | 11.6   | 14.4                                |    | 14.9   |    | 14.9   |       | 13.3              | 13.2        | 16.2            |    | 57.6               |
| Net operating revenues                            |                              | 374.1  |                                          | 387.7  | 382.0                               |    | 399.4  |    | 435.9  |       | 403.7             | 421.6       | 422.3           |    | 1,683.5            |
|                                                   |                              |        |                                          |        |                                     |    |        |    |        |       |                   |             |                 |    |                    |
| Variable compensation and benefits                |                              | 123.9  |                                          | 129.7  | 118.5                               |    | 121.8  |    | 130.5  |       | 112.4             | 121.9       | 123.7           |    | 488.5              |
| Fixed compensation and benefits                   |                              | 78.3   |                                          | 80.8   | 80.5                                |    | 110.7  |    | 96.1   |       | 98.1              | 96.2        | 110.7           |    | 401.1              |
| Other fixed expenses                              |                              | 101.7  |                                          | 106.4  | 110.2                               |    | 106.4  |    | 108.5  | 113.2 |                   | 108.1       | 122.9           |    | 452.7              |
| Bad debts, net of recoveries                      |                              | (0.7)  |                                          | 4.4    | 0.7                                 |    | 3.0    |    | 6.3    |       | 6.5               | (0.3)       | (0.4)           |    | 12.1               |
| Total compensation and other expenses             |                              | 303.2  |                                          | 321.3  | 309.9                               |    | 341.9  |    | 341.4  |       | 330.2             | 325.9       | 356.9           |    | 1,354.4            |
| Other gain                                        |                              | —      |                                          | —      | 23.5                                |    | (0.0)  |    | (0.0)  |       | 1.9               | _           | 6.9             |    | 8.8                |
| Income before tax                                 |                              | 70.9   |                                          | 66.4   | 95.6                                |    | 57.5   |    | 94.5   |       | 75.4              | 95.7        | 72.3            |    | 337.9              |
| Income tax expense                                |                              | 21.8   |                                          | 14.1   | 19.0                                |    | 15.8   |    | 25.0   |       | 24.7              | 26.6        | 19.2            |    | 95.5               |
| Net income                                        | \$                           | 49.1   | \$                                       | 52.3   | \$<br>76.6                          | \$ | 41.7   | \$ | 69.5   | \$    | 50.7              | \$<br>69.1  | \$<br>53.1      | \$ | 242.4              |
| Earnings per share:                               |                              |        |                                          |        |                                     |    |        |    |        |       |                   |             |                 |    |                    |
| Basic                                             | \$                           | 1.62   | \$                                       | 1.72   | \$<br>2.50                          | \$ | 1.35   | \$ | 2.24   | \$    | 1.62              | \$<br>2.20  | \$<br>1.68      | \$ | 7.74               |
| Diluted                                           | \$                           | 1.58   | \$                                       | 1.66   | \$<br>2.41                          | \$ | 1.30   | \$ | 2.17   | \$    | 1.57              | \$<br>2.13  | \$<br>1.63      | \$ | 7.50               |
| Net asset value per share                         | \$                           | 34.47  | \$                                       | 35.14  | \$<br>38.11                         | \$ | 40.21  | \$ | 42.73  | \$    | 44.21             | \$<br>47.08 | \$<br>48.74     | \$ | 48.74              |
| Return on equity                                  |                              | 19.1 % |                                          | 26.1 % | 27.3 %                              |    | 13.8 % |    | 21.6 % |       | 15.0 %            | 19.3 %      | 14.0 %          |    | 17.4 %             |

StoneX<sup>\*</sup> — 100 years —

# **Balance Sheet Summary**

| <u>USDmm</u>                                                   | <u>3/31/2023</u> | 3/31/2024 |
|----------------------------------------------------------------|------------------|-----------|
| Cash and cash equivalents                                      | 1,264            | 1,305     |
| Restricted cash                                                | -                | 363       |
| Cash, securities and other assets segregated under federal and |                  |           |
| other regulations 1                                            | 2,512            | 2,838     |
| Securities purchased under agreements to resell                | 2,623            | 3,745     |
| Securities borrowed                                            | 754              | 1,431     |
| Deposits with and receivables from broker-dealers,             |                  |           |
| clearing organizations and counterparties, net 🛛 💶 🝳           | 7,616            | 7,707     |
| Receivable from clients, net 1 2 3                             | 979              | 1,293     |
| Note receivable, net                                           | 5                | 0         |
| Financial instruments owned, at fair value 🛛 👔 😗               | 5,049            | 5,667     |
| Physical commodities inventory, net 3                          | 572              | 617       |
| Operating right of use assets                                  | 118              | 146       |
| Goodwill and intangible assets, net                            | 89               | 80        |
| Other assets                                                   | 338              | 460       |
| Total assets                                                   | 21,919           | 25,651    |
| Payables to clients                                            | 10,169           | 11,165    |
| Operating lease liabilities                                    | 144              | 182       |
| Payable to broker-dealers, clearing organizations              |                  |           |
| and counterparties 2                                           | 558              | 392       |
| Payables to lenders under loans                                | 561              | 254       |
| Securities sold under agreements to repurchase                 | 5,023            | 6,012     |
| Securities loaned                                              | 765              | 1,459     |
| Financial instruments sold, not yet purchased, at fair value 2 | 2,571            | 3,223     |
| Senior secured term loan, net                                  | 341              | 886       |
| Accounts payable, accrued and other accrued liabilities        | 540              | 537       |
| Total liabilities                                              | 20,672           | 24,108    |
| Total stockholders' equity                                     | 1,247            | 1,543     |
| Total liabilities and stockholders' equity                     | 21,919           | 25,651    |

placed in escrow and reflected as Restricted Cash as part of an in-substance defeasance.

- Conservatively capitalized with moderate debt
  - 0.5x Debt/Equity as of 3/31/24<sup>(1)</sup>
- Considerable excess capital
  - ~\$371.0mm of regulatory capital in excess of required amounts<sup>(2)</sup>
- Solid liquidity position

(1) Debt does not include the approximately \$348 million of High Yield Notes due in 2025. These notes will remain on the Balance Sheet until the next call date of 6/15/24 under Senior secured borrowings, when they will be retired in principal plus interest with funds that have been

- \$1,305m of unrestricted cash and cash equivalents
- \$1,054.0mm of undrawn committed credit facilities
- \$7.1bn+ of Client Float (FCM+BD+OTC CFD/FX)<sup>(3)</sup>



StoneX\*

(2) Based on subsidiaries with minimum regulatory requirements of at least \$10mm (3) Investable fund balances as of 3/31/2024

(3) Investable fund balances as of 3/31/202

# **Transaction Volumes and Other Select Data**

|                                                                    | June     | September | December | March    | June     | September | December | March    |
|--------------------------------------------------------------------|----------|-----------|----------|----------|----------|-----------|----------|----------|
|                                                                    | 30, 2022 | 30, 2022  | 31, 2022 | 31, 2023 | 30, 2023 | 30, 2023  | 31, 2023 | 31, 2024 |
|                                                                    |          |           |          |          |          |           |          |          |
| Listed derivatives (contracts, 000's)                              | 41,049   | 40,813    | 40,199   | 41,588   | 39,044   | 39,461    | 50,759   | 53,805   |
| Listed derivatives (average rate per contract) <sup>(1)</sup>      | \$2.41   | \$2.31    | \$2.33   | \$2.54   | \$2.62   | \$2.33    | \$2.03   | \$1.98   |
| Average client equity - Listed derivatives (USDmm)                 | \$6,145  | \$6,697   | \$8,222  | \$7,222  | \$6,459  | \$6,644   | \$6,170  | \$6,064  |
| Over-the-counter ("OTC") derivatives (contracts, 000's)            | 730      | 737       | 717      | 858      | 1,063    | 915       | 814      | 810      |
| OTC derivatives (average rate per contract)                        | \$69.16  | \$67.02   | \$60.08  | \$67.94  | \$67.75  | \$65.91   | \$54.92  | \$65.66  |
| Securities average daily volume ("ADV") (USDmm)                    | \$4,054  | \$3,599   | \$4,231  | \$5,759  | \$5,378  | \$5,662   | \$6,224  | \$7,473  |
| Securities rate per million ("RPM") <sup>(2)</sup>                 | \$462    | \$480     | \$422    | \$282    | \$262    | \$265     | \$295    | \$239    |
| Average money market / FDIC sweep client balances (USDmm)          | \$1,863  | \$1,946   | \$1,535  | \$1,374  | \$1,269  | \$1,172   | \$1,060  | \$1,047  |
| FX / Contracts For Difference ("CFD") ADV (USDmm)                  | \$13,147 | \$12,263  | \$12,830 | \$13,490 | \$10,513 | \$10,938  | \$10,917 | \$10,453 |
| FX / CFD contracts RPM                                             | \$102    | \$103     | \$63     | \$72     | \$107    | \$113     | \$109    | \$120    |
| Global Payments ADV (USDmm)                                        | \$66     | \$64      | \$75     | \$65     | \$65     | \$62      | \$75     | \$64     |
| Global Payments RPM                                                | \$10,652 | \$10,680  | \$11,431 | \$11,916 | \$12,907 | \$13,406  | \$12,557 | \$12,327 |
| Trading days - Retail<br>Trading days – Commercial & Institutional | 65<br>62 | 66<br>64  | 65<br>63 | 65<br>63 | 65<br>62 | 65<br>63  | 65<br>63 | 65<br>61 |

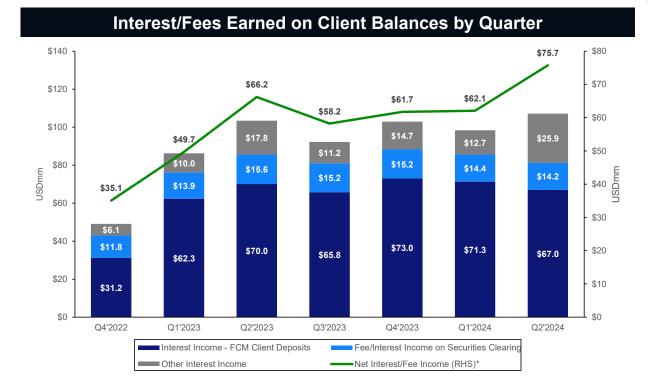
— 100 years —

StoneX<sup>\*</sup> (1) Give-up fee revenue, related to contract execution for clients of other FCMs, as well as cash and voice brokerage revenues are excluded from the calculation of listed derivatives, average rate per contract (2) The calculation of Securities RPM represents the RPM after excluding interest income associated with our equities activities and deducting the interest expense associated with our fixed income activities from operating revenues



# Appendix

# **Interest Rate Sensitivity**



#### **Annualized Interest Rate Sensitivity**

| Potential + / - Incremental Change in Net Interest & 12b1<br>Fees Earned (USDmm) <sup>(2)</sup> |                                                 |                                                      |  |  |  |  |  |  |  |  |  |  |  |
|-------------------------------------------------------------------------------------------------|-------------------------------------------------|------------------------------------------------------|--|--|--|--|--|--|--|--|--|--|--|
| Annual Rate Change<br>(bps) <sup>(1)</sup>                                                      | Post-tax Effect on<br>Net Income <sup>(3)</sup> | Incremental Effect on<br>Post-tax EPS <sup>(3)</sup> |  |  |  |  |  |  |  |  |  |  |  |
| 25                                                                                              | \$4.8                                           | \$0.15                                               |  |  |  |  |  |  |  |  |  |  |  |
| 50                                                                                              | \$9.6                                           | \$0.30                                               |  |  |  |  |  |  |  |  |  |  |  |
| 75                                                                                              | \$14.3                                          | \$0.46                                               |  |  |  |  |  |  |  |  |  |  |  |
| 100                                                                                             | \$19.1                                          | \$0.61                                               |  |  |  |  |  |  |  |  |  |  |  |

StoneX<sup>\*</sup> (1) As: - 100 years - (2) Bai Interest

\* Interest/Fees earned on client balances, net of amounts paid to clients and the effect of Interest Rate Swaps (1) Assumes a parallel shift in yields

(2) Based on the total average investable balances of \$6.4bn as of 3/31/24 (\$5.2bn from FCM and \$1.0bn from Correspondent Clearing funds), net of \$1.0bn of interest rate swaps. Net of Incremental Interest Expense on Variable Rate Debt, average balance of \$376.3mm at 3/31/2024

(3) Based on a 27.5% effective tax rate

### SNEX: Quarterly Reconciliation of Net Income to Adjusted Non-GAAP Amounts and Calculation of Adjusted Return on Equity

| Net income, as reported (GAAP)                | \$<br>64.0 | \$<br>49.1 | \$<br>52.3 | \$<br>76.6 | \$<br>41.7 | \$<br>69.5 | \$<br>50.7 | \$<br>69.1 | \$      |
|-----------------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|---------|
| Gain on acquisition                           | 0.0        | 0.0        | 0.0        | (23.5)     | 0.0        | 0.0        | 0.0        | 0.0        |         |
| Acquisition related expense, net of tax       | 1.9        | 1.9        | 2.1        | 2.2        | 2.1        | 2.3        | 1.4        | 0.9        |         |
| Adjusted net income (non-GAAP) <sup>(1)</sup> | \$<br>65.9 | \$<br>51.0 | \$<br>54.4 | \$<br>55.3 | \$<br>43.8 | \$<br>71.8 | \$<br>52.1 | \$<br>70.0 | \$<br>7 |

| Total stockholders' equity - beginning of period, as reported (GAAP) | \$<br>953.0 | \$<br>1,005.6 | \$<br>1,047.3 | \$<br>1,070.1 | \$<br>1,176.6 | \$<br>1,247.3 | \$<br>1,329.9 | \$<br>1,379.1 | \$<br>1,482.8 |
|----------------------------------------------------------------------|-------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Total stockholders' equity - end of period, as reported (GAAP)       | 1,005.6     | 1,047.3       | 1,070.1       | 1,176.6       | 1,247.3       | 1,329.9       | 1,379.1       | 1,482.8       | 1,542.6       |
| Average stockholders' equity                                         | \$<br>979.3 | \$<br>1,026.5 | \$<br>1,058.7 | \$<br>1,123.4 | \$<br>1,212.0 | \$<br>1,288.6 | \$<br>1,354.5 | \$<br>1,431.0 | \$<br>1,512.7 |
| Adjusted return on equity (non-GAAP) <sup>(2)</sup>                  | 26.9 %      | 19.9 %        | 20.5 %        | 19.7 %        | 14.5 %        | 22.3 %        | 15.4 %        | 19.6 %        | 14.3 %        |



The adjusted net income (non-GAAP) is presented to reflect net income for each period, adjusted to exclude the effects of gain on acquisitions and acquisition-related expenses, net of tax.
 Adjusted return on equity ("ROE") is calculated by dividing adjusted net income by average stockholders' equity.

### SNEX: TTM Reconciliation of Net Income to Adjusted Non-GAAP Amounts and Calculation of Adjusted Return on Equity

| (in millions)<br>Net income (non-GAAP) reconciliation: | 3/31 | /2022 | 6/30 | /2022 | 9/30/ | 2022  | 12/31 | Tw<br>1/2022 | onths Ende<br>/2023 | )/2023      | 9/30 | /2023  | 12/3 | 1/2023 | 3/31 | /2024 |
|--------------------------------------------------------|------|-------|------|-------|-------|-------|-------|--------------|---------------------|-------------|------|--------|------|--------|------|-------|
| Net income, as reported (GAAP)                         | \$   | 147.2 | \$   | 162.1 | \$    | 207.1 | \$    | 242.0        | \$<br>219.7         | \$<br>240.1 | \$   | 238.5  | \$   | 231.0  | \$   | 242.4 |
| Gain on acquisition                                    |      | (3.3) |      | 0.0   |       | 0.0   |       | (23.5)       | (23.5)              | (23.5)      |      | (23.5) |      | 0.0    |      | 0.0   |
| Acquisition related expense, net of tax                |      | 8.1   |      | 8.1   |       | 7.7   |       | 8.1          | 8.3                 | 8.7         |      | 8.0    |      | 6.7    |      | 5.5   |
| Adjusted net income (non-GAAP) <sup>(1)</sup>          | \$   | 152.0 | \$   | 170.2 | \$    | 214.8 | \$    | 226.6        | \$<br>204.5         | \$<br>225.3 | \$   | 223.0  | \$   | 237.7  | \$   | 247.9 |

| (in millions)<br>Calculation of adjusted return on equity (non-GAAP) | 3/31 | /2022   | 6/30 | /2022   | 9/3 | 0/2022  | 12/3 | Tw<br>1/2022 | onths Ende<br>1/2023 | 0/2023        | 9/3 | 0/2023  | 12/3 | 31/2023 | 3/3 | 1/2024  |
|----------------------------------------------------------------------|------|---------|------|---------|-----|---------|------|--------------|----------------------|---------------|-----|---------|------|---------|-----|---------|
| Total stockholders' equity - beginning of period, as reported (GAAP) | \$   | 860.2   | \$   | 901.4   | \$  | 904.0   | \$   | 953.0        | \$<br>1,005.6        | \$<br>1,047.3 | \$  | 1,070.1 | \$   | 1,176.6 | \$  | 1,247.3 |
| Total stockholders' equity - end of period, as reported (GAAP)       |      | 1,005.6 |      | 1,047.3 |     | 1,070.1 |      | 1,176.6      | 1,247.3              | 1,329.9       |     | 1,379.1 |      | 1,482.8 |     | 1,542.6 |
| Average stockholders' equity                                         | \$   | 932.9   | \$   | 974.4   | \$  | 987.1   | \$   | 1,064.8      | \$<br>1,126.5        | \$<br>1,188.6 | \$  | 1,224.6 | \$   | 1,329.7 | \$  | 1,395.0 |
| Adjusted return on equity (non-GAAP) <sup>(2)</sup>                  |      | 16.3%   |      | 17.5%   |     | 21.8%   |      | 21.3%        | 18.2%                | 19.0%         |     | 18.2%   |      | 17.9%   |     | 17.8%   |



The adjusted net income (non-GAAP) is presented to reflect net income for each period, adjusted to exclude the effects of gain on acquisitions and acquisition-related expenses, net of tax.
 Adjusted return on equity ("ROE") is calculated by dividing adjusted net income by average stockholders' equity.

— 100 years —

## **SNEX: TTM Reconciliation of Net Income to Adjusted EBITDA**

| <i>"</i>                                    |         |           |           |           |           |
|---------------------------------------------|---------|-----------|-----------|-----------|-----------|
| (in millions)                               | FY22    | FY23      | YTD Q2'23 | YTD Q2'24 | TTM       |
| Net income                                  | \$207.1 | \$238.5   | \$118.3   | \$122.2   | \$242.4   |
| Interest expense                            | 180.2   | 859.7     | 362.3     | 524.6     | 1,022.0   |
| Depreciation and amortization               | 44.4    | 51.0      | 25.8      | 23.5      | 48.7      |
| Income tax expense                          | 70.1    | 84.5      | 34.8      | 45.8      | 95.5      |
| EBITDA <sup>(1)</sup>                       | \$501.8 | \$1,233.7 | \$541.2   | \$716.1   | \$1,408.6 |
| Amortization of share-based expense         | 17.8    | 28.0      | 14.9      | 16.8      | 29.9      |
| Interest attributable to trading activities | (135.5) | (802.2)   | (333.0)   | (495.2)   | (964.4)   |
| Gain on acquisitions <sup>(2)</sup>         | -       | (23.5)    | (23.5)    | -         | -         |
| Class action settlement gains               | (6.4)   | (2.1)     |           | (6.9)     | (9.0)     |
| Adjusted EBITDA <sup>(1)</sup>              | \$377.7 | \$433.9   | \$199.6   | \$230.8   | \$465.1   |

StoneX<sup>\*</sup>

(1) EBITDA represents net income plus interest expense, depreciation and amortization, and income tax expense. Adjusted EBITDA represents EBITDA plus amortization of share-based expense and less interest expenses attributable to trading activities, including the credit facilities of our subsidiaries, gain on acquisitions, acquisition-related expenses, recovery of bad debt on physical coal, and gain on class action settlements.
 (2) For additional detail on the gain on acquisitions please refer to Slide titled "Non-GAAP Adjustments Detail"

### **SNEX: Non-GAAP Adjustments Detail**

These notes refer to the financial metrics and/or defined term presented on Slide 3, 7, 13 and the Appendix.

Adjusted EBITDA adjusts for the pre-tax effects of the below items for the respective financial year:

Fiscal 2022: \$6.4m gain on class action settlements.

Fiscal 2023: \$23.5m non-taxable gain on the acquisition of CDI on October 31, 2022 and \$2.1m gain on class action settlement gains.

TTM March 2024: \$9.0m gain on class action settlements.

Adjusted Net Income adjusts for the after-tax effects of the below items for the respective financial year:

Fiscal 2022: acquisition related expenses of \$7.7m related to the amortization of acquired intangible assets.

Fiscal 2023: \$23.5m non-taxable gain on the acquisition of CDI on October 31, 2022 and acquisition related expenses of \$8.0m related to the amortization of acquired intangible assets.

TTM March 2024: acquisition related expenses of \$5.5m related to the amortization of acquired intangible assets.



# Thank you