



# StoneX<sup>™</sup>



**EARNINGS CALL**  
**4<sup>th</sup> QUARTER 2021**

**StoneX Group Inc.**

*November 30, 2021*



# DISCLAIMER

The StoneX Group Inc. group of companies provides financial services worldwide through its subsidiaries, including physical commodities, securities, exchange-traded and over-the-counter derivatives, risk management, global payments and foreign exchange products in accordance with applicable law in the jurisdictions where services are provided. References to over-the counter (“OTC”) products or swaps are made on behalf of StoneX Markets LLC (SXM), a member of the National Futures Association (NFA) and provisionally registered with the U.S. Commodity Futures Trading Commission (CFTC) as a swap dealer. SXM’s products are designed only for individuals or firms who qualify under CFTC rules as an ‘Eligible Contract Participant’ (“ECP”) and who have been accepted as customers of SXM. StoneX Financial Inc. (SFI) is a member of FINRA/NFA/SIPC and registered with the MSRB. SFI is registered with the U.S. Securities and Exchange Commission (SEC) as a Broker-Dealer and with the CFTC as a Futures Commission Merchant and Commodity Trading Advisor. References to securities trading are made on behalf of the BD Division of SFI and are intended only for an audience of institutional clients as defined by FINRA Rule 4512(c). References to exchange-traded futures and options are made on behalf of the FCM Division of SFI. StoneX Financial Ltd is registered in England and Wales, Company No. 5616586, authorized and regulated by the Financial Conduct Authority.

Trading swaps and over-the-counter derivatives, exchange-traded derivatives and options and securities involves substantial risk and is not suitable for all investors. The information herein is not a recommendation to trade nor investment research or an offer to buy or sell any derivative or security. It does not take into account your particular investment objectives, financial situation or needs and does not create a binding obligation on any of the StoneX Group companies to enter into any transaction with you. You are advised to perform an independent investigation of any transaction to determine whether any transaction is suitable for you. No part of this material may be copied, photocopied or duplicated in any form by any means or redistributed without the prior written consent of StoneX Group Inc.

© 2021 StoneX Group Inc. All Rights Reserved

Numbers presented through 9/30/2021 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”) and GAIN Capital Holdings, Inc. (“GAIN”). 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 (including the uncertain impacts of COVID-19), 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, 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 required by law. Readers are cautioned that any forward-looking statements are not guarantees of future performance.

## **Non-GAAP Financial Measures**

The following presentation includes financial information for StoneX, including Adjusted Net Income, a non-GAAP financial measure. 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. StoneX 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 StoneX’s financial performance reported in accordance with GAAP, such as Net Income. See the Appendix for a reconciliation of StoneX’s Adjusted Net Income to the most directly comparable GAAP measure.

# Agenda

1

## Executive Summary

Sean O'Connor

2

## Financial Review

Bill Dunaway

3

## Strategy

Sean O'Connor

# Fiscal Q4 2021 Product Results & Key Metrics\*

Operating Revenue by Product	Key Operating Metrics	
<b>Listed Derivatives</b>	<b>Contracts ('000s) &amp; Rate per Contract</b>	
<b>\$89.7mm</b> <i>Up 9%</i>	<b>36,004</b> <i>Up 2%</i>	<b>\$2.41</b> <i>Up 8%</i>
<b>OTC Derivatives</b>	<b>Contracts ('000s) &amp; Rate per Contract</b>	
<b>\$34.4mm</b> <i>Up 52%</i>	<b>667</b> <i>Up 40%</i>	<b>\$51.25</b> <i>Up 8%</i>
<b>Securities</b>	<b>ADV (USDmm) &amp; RPM</b>	
<b>\$112.1mm</b> <i>Up 11%</i>	<b>\$3,040</b> <i>Up 81%</i>	<b>\$427</b> <i>Down 41%</i>
<b>Global Payments</b>	<b>ADV (USDmm) &amp; RPM</b>	
<b>\$33.3mm</b> <i>Up 17%</i>	<b>\$54</b> <i>Up 29%</i>	<b>\$9,573</b> <i>Down 9%</i>
<b>FX/CFDs<sup>(3)</sup></b>	<b>ADV (USDmm) &amp; RPM</b>	
<b>\$55.7mm</b> <i>Up 15%</i>	<b>\$11,063</b> <i>Up 15%</i>	<b>\$77</b> <i>Down 31%</i>
<b>Client Balance Interest Earned</b>	<b>Listed Deriv. Client Equity<sup>(1)</sup> &amp; MMF/FDIC Sweep Balances <sup>(2)</sup></b>	
<b>\$7.9mm</b> <i>Up 65%</i>	<b>\$4,164mm</b> <i>Up 25%</i>	<b>\$1,592mm</b> <i>Up 21%</i>

\*Figures presented are quarterly; percentage changes reflect fiscal Q4 2021 vs Q4 2020. Key metrics presented do not account for all Operating Revenue generated

(1) Listed Derivatives Client Equity balance pertains to client assets in our futures and options business on which we retain a share of interest earnings

(2) Money Market Fund / FDIC Sweep balance pertains to client assets in our correspondent securities clearing business on which we retain a share of fee income

(3) Increase reflects acquisition of GAIN Capital Holdings Inc. in Aug-2020

# Fiscal FY 2021 Product Results & Key Metrics\*

Operating Revenue by Product	Key Operating Metrics	
<b>Listed Derivatives</b>	<b>Contracts ('000s) &amp; Rate per Contract</b>	
<b>\$387.6mm</b> <i>Up 18%</i>	<b>146,101</b> <i>Down 6%</i>	<b>\$2.55</b> <i>Up 29%</i>
<b>OTC Derivatives</b>	<b>Contracts ('000s) &amp; Rate per Contract</b>	
<b>\$143.4mm</b> <i>Up 29%</i>	<b>2,557</b> <i>Up 21%</i>	<b>\$55.70</b> <i>Up 7%</i>
<b>Securities</b>	<b>ADV (USDmm) &amp; RPM</b>	
<b>\$533.6mm</b> <i>Up 16%</i>	<b>\$2,776</b> <i>Up 61%</i>	<b>\$610</b> <i>Down 28%</i>
<b>Global Payments</b>	<b>ADV (USDmm) &amp; RPM</b>	
<b>\$133.8mm</b> <i>Up 17%</i>	<b>\$54</b> <i>Up 20%</i>	<b>\$9,921</b> <i>Down 2%</i>
<b>FX/CFDs<sup>(3)</sup></b>	<b>ADV (USDmm) &amp; RPM</b>	
<b>\$242.0mm</b> <i>Up 262%</i>	<b>\$10,636</b> <i>Up 10%</i>	<b>\$89</b> <i>Down 8%</i>
<b>Client Balance Interest Earned</b>	<b>Listed Deriv. Client Equity<sup>(1)</sup> &amp; MMF/FDIC Sweep Balances <sup>(2)</sup></b>	
<b>\$26.0mm</b> <i>Down 39%</i>	<b>\$3,842mm</b> <i>Up 39%</i>	<b>\$1,471mm</b> <i>Up 30%</i>

\*Figures presented are annual; percentage changes reflect fiscal FY 2021 vs FY 2020. Key metrics presented do not account for all Operating Revenue generated

(1) Listed Derivatives Client Equity balance pertains to client assets in our futures and options business on which we retain a share of interest earnings

(2) Money Market Fund / FDIC Sweep balance pertains to client assets in our correspondent securities clearing business on which we retain a share of fee income

(3) Increase reflects acquisition of GAIN Capital Holdings Inc. in Aug-2020

# Fiscal Q4 2021 & Full-Year Highlights

## Fourth Quarter\*

Operating Revenues	Net Income	
	As Reported	Adjusted
<b>\$390.1mm</b> <i>Up 14%</i>	<b>\$7.3mm</b> <i>Down 91%</i>	<b>\$9.6mm</b> <i>Up 55%</i>
Diluted EPS	Return on Equity	
	As Reported	Adjusted
<b>\$0.36</b> <i>Down 91%</i>	<b>3.2%</b> <i>42.5% Q4 2020</i>	<b>4.3%</b> <i>3.4% Q4 2020</i>

## FY 2021\*\*

Operating Revenues	Net Income	
	As Reported	Adjusted
<b>\$1.7bn</b> <i>Up 28%</i>	<b>\$116.3mm</b> <i>Down 31%</i>	<b>\$124.3mm</b> <i>Up 25%</i>
Diluted EPS	Return on Equity	
	As Reported	Adjusted
<b>\$5.74</b> <i>Down 33%</i>	<b>13.9%</b> <i>24.9% FY'20</i>	<b>14.9%</b> <i>14.6% FY'20</i>

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

\*Quarterly percentage changes reflect fiscal Q4 2021 vs Q4 2020 figures

\*\*FY percentage changes reflect TTM figures ending September-30-2021 vs TTM ending September-30-2020

## Highlights

- On a consecutive quarterly basis (vs. Q3 2021):
  - Operating revenues down 10% or \$41.4mm
  - Earnings down 79% or \$26.9mm
  - Diluted EPS down 78%
- Q4 notable items (pre-tax)
  - Q4'21** ~(\$2.7)mm GAIN intangible amortization
  - Q4'20** ~ \$66.7mm gain on acquisition (GAIN), net of acq. related costs and other expenses
- Fiscal year notable items (pre-tax)
  - Gain on acquisitions, net of acq. related costs and other expenses
    - FY'21** ~(\$11.8)mm
    - FY'20** ~64.9mm
- Approximate effect of fiscal year notable items
  - Diluted EPS
    - FY'21** ~(\$0.40) per share
    - FY'20** ~\$3.59 per share
- Record fiscal year operating revenues of \$1.7bn – up 28%
- Fiscal year adjusted ROE of 14.9% despite 52% increase in equity over the last two years
- Short term rate increase of 100b.p. potentially increases earnings ~\$27mm p.a. or \$1.38 in EPS

## Segment Results: Fiscal Q4 2021 and Full-Year

Fiscal Q4 2021		Full-Year 2021	
<b>Commercial</b>			
Operating Revenue	Segment Income	Operating Revenue	Segment Income
<b>\$132.7mm</b> <i>Up 23%</i>	<b>\$44.1mm</b> <i>Up 29%</i>	<b>\$534.8mm</b> <i>Up 24%</i>	<b>\$192.2mm</b> <i>Up 35%</i>
<b>Institutional</b>			
Operating Revenue	Segment Income	Operating Revenue	Segment Income
<b>\$138.3mm</b> <i>Up 2%</i>	<b>\$24.4mm</b> <i>Up 9%</i>	<b>\$668.4mm</b> <i>Up 7%</i>	<b>\$167.7mm</b> <i>Up 10%</i>
<b>Retail*</b>			
Operating Revenue	Segment Income	Operating Revenue	Segment Income
<b>\$86.4mm</b> <i>Up 26%</i>	<b>\$11.9mm</b> <i>Down 34%</i>	<b>\$348.0mm</b> <i>Up 149%</i>	<b>\$67.8mm</b> <i>Up 114%</i>
<b>Global Payments</b>			
Operating Revenue	Segment Income	Operating Revenue	Segment Income
<b>\$34.4mm</b> <i>Up 18%</i>	<b>\$18.4mm</b> <i>Up 11%</i>	<b>\$137.3mm</b> <i>Up 17%</i>	<b>\$78.5mm</b> <i>Up 14%</i>

# Consolidated Income Statement

(in millions, except share and per share amounts)	Three Months Ended, Sep. 30			Three Months Ended, Jun. 30	
	2021	2020	% Change	2021	% Change
<b>Operating revenues</b>	<b>\$390.1</b>	<b>\$342.1</b>	<b>14%</b>	<b>\$431.5</b>	<b>(10)%</b>
Transaction-based clearing expenses	64.4	57.1	13%	67.1	(4)%
Introducing broker commissions	39.7	34.0	17%	41.8	(5)%
Interest expense	14.1	10.0	41%	14.5	(3)%
Interest expense on corporate funding	10.2	14.8	(31)%	10.1	1%
<b>Net operating revenues</b>	<b>261.7</b>	<b>226.2</b>	<b>16%</b>	<b>298.0</b>	<b>(12)%</b>
Variable compensation and benefits	85.0	81.1	5%	102.4	(17)%
Fixed compensation and benefits	78.2	64.4	21%	74.9	4%
Other fixed expenses	86.7	70.1	24%	77.0	13%
Bad debts	6.7	12.5	(46)%	1.3	415%
<b>Total compensation and other expenses</b>	<b>256.6</b>	<b>228.1</b>	<b>12%</b>	<b>255.6</b>	<b>0%</b>
Gain on acquisitions and other gains (losses)	(0.2)	81.8	-%	3.6	-%
<b>Income before tax</b>	<b>4.9</b>	<b>79.9</b>	<b>(94)%</b>	<b>46.0</b>	<b>(89)%</b>
Income tax (benefit) expense	(2.4)	2.5	(196)%	11.8	(120)%
<b>Net income</b>	<b>\$7.3</b>	<b>\$77.4</b>	<b>(91)%</b>	<b>\$34.2</b>	<b>(79)%</b>
Earnings per share:					
Basic	\$0.37	\$4.00		\$1.72	
Diluted	\$0.36	\$3.90		\$1.67	
Net asset value per share	\$45.60	\$39.61		\$45.39	
<b>Return on equity</b>	<b>3.2%</b>	<b>42.5%</b>		<b>15.5%</b>	



# Segment Results: Commercial

(USDmm)	Three Months Ended, Sep. 30			Three Months Ended, Jun. 30	
	2021	2020	% Change	2021	% Change
<b>Operating revenues</b>	\$ 132.7	\$ 107.8	23%	\$ 152.2	(13)%
<b>Net operating revenues</b>	<b>107.3</b>	<b>88.8</b>	<b>21%</b>	<b>125.0</b>	<b>(14)%</b>
Variable compensation and benefits	33.1	27.7	19%	38.1	(13)%
Total non-variable direct expenses	30.1	26.8	12%	26.5	14%
<b>Segment Income</b>	<b>\$ 44.1</b>	<b>\$ 34.3</b>	<b>29%</b>	<b>\$ 60.4</b>	<b>-27%</b>
<b>Segment Margin</b>	<b>41%</b>	<b>39%</b>	<b>-</b>	<b>48%</b>	<b>-</b>
<b>Select Operating Metrics:</b>					
Listed derivatives (contracts, 000's)	7,019	6,763	4%	7,882	(11)%
Listed derivatives, average rate per contract	\$ 7.42	\$ 6.03	23%	\$ 7.44	(0)%
Average client equity - listed derivatives (USDmm)	1,791	1,112	61%	1,780	1%
OTC derivatives (contracts, 000's)	667	475	40%	771	(13)%
OTC derivatives, average rate per contract	\$ 51.25	\$ 47.34	8%	\$ 64.17	(20)%

## COMMENTARY

- Operating revenues:
  - Listed derivatives up \$10.5mm vs prior year primarily as a result of a higher RPC due to increased commodity volatility and customer mix; down \$6.9mm versus preceding quarter.
  - OTC derivatives up \$11.9mm vs prior year on higher volumes and RPC as a result of increased commodity volatility; down \$15.2mm versus very strong preceding quarter.
  - Physical contracts down \$0.9mm vs prior year driven by decline in Precious Metals, mostly offset by increase in Physical Ag/Energy; up \$2.0mm vs preceding quarter.
  - Interest / fees earned on client balances up \$3.0mm vs prior year and up \$0.7mm versus preceding quarter.
- Non-variable direct expenses up \$3.3mm vs prior year, including; non-variable compensation up \$0.3mm, bad debt expense up \$1.1mm and other non-variable up \$1.9mm.

# Segment Results: Institutional

(USDmm)	Three Months Ended, Sep. 30			Three Months Ended, Jun. 30	
	2021	2020	% Change	2021	% Change
<b>Operating revenues</b>	\$ 138.3	\$ 136.2	2%	\$ 173.0	(20)%
<b>Net operating revenues</b>	<b>79.2</b>	<b>81.0</b>	<b>(2)%</b>	<b>111.1</b>	<b>(29)%</b>
Variable compensation and benefits	30.6	27.9	10%	41.2	(26)%
Total non-variable direct expenses	24.2	30.7	(21)%	23.4	3%
<b>Segment Income</b>	<b>\$ 24.4</b>	<b>\$ 22.4</b>	<b>9%</b>	<b>\$ 46.5</b>	<b>-48%</b>
<b>Segment Margin</b>	<b>31%</b>	<b>28%</b>	<b>-</b>	<b>42%</b>	<b>-</b>
<b>Select Operating Metrics:</b>					
Securities ADV (USDmm)	3,040	1,681	81%	2,901	5%
Securites RPM	427	727	(41)%	603	(29)%
Average MMF / FDIC sweep balances (USDmm)	1,592	1,320	21%	1,611	(1)%
Average client equity - listed derivatives (USDmm)	2,372	2,220	7%	2,188	8%
Listed derivatives (contracts, 000's)	28,985	28,590	1%	27,874	4%
Listed derivatives, average rate per contract	\$ 1.19	\$ 1.34	(11)%	\$ 1.42	(16)%
FX contracts ADV (USDmm)	2,144	1,229	74%	1,412	52%
FX contracts RPM	27	70	(61)%	40	(33)%

## COMMENTARY

- Operating revenues:
  - Securities up \$6.3mm vs prior year due to higher volumes partially offset by lower RPM; down \$26.5mm versus preceding quarter, primarily due to lower RPM.
  - Listed derivatives down \$3.4mm versus prior year and down \$5.2mm versus preceding quarter, both primarily due to a lower RPC due to customer mix.
  - Interest / fees earned on client balances had modest increases over both the prior year and preceding quarter.
  - Non-variable direct expenses down \$6.5mm versus prior year, primarily due to a \$7.0mm decline in bad debt expense, partially offset by an increase in other fixed expenses.

## Segment Results: Retail

(USDmm)	Three Months Ended, Sep. 30			Three Months Ended, Jun. 30	
	2021	2020	% Change	2021	% Change
<b>Operating revenues</b>	\$ 86.4	\$ 68.5	26%	\$ 77.7	11%
<b>Net operating revenues</b>	<b>53.7</b>	<b>42.5</b>	<b>26%</b>	<b>45.9</b>	<b>17%</b>
Variable compensation and benefits	5.3	3.8	39%	4.0	33%
Total non-variable direct expenses	36.5	20.7	76%	35.9	2%
<b>Segment Income</b>	<b>\$ 11.9</b>	<b>\$ 18.0</b>	<b>-34%</b>	<b>\$ 6.0</b>	<b>98%</b>
<b>Segment Margin</b>	<b>22%</b>	<b>42%</b>	<b>-</b>	<b>13%</b>	<b>-</b>
<b>Select Operating Metrics:</b>					
FX/ CFD contracts ADV (USDmm)	8,918	8,357	7%	8,238	8%
FX/ CFD contracts RPM	89	120	(26)%	90	(1)%

### COMMENTARY

- Operating revenues:
  - FX/CFD operating revenues up \$8.9mm versus prior year, due to acquisition of Gain (8/1/20 closing, only partial quarter in prior year); up \$3.7mm vs preceding quarter.
  - Securities operating revenues up \$5.0mm versus prior year and up \$1.5mm vs preceding quarter, due to growth in wealth management activities.
  - Physical contracts up \$3.8mm versus prior year and up \$2.9 million versus preceding quarter.
- Non-variable direct expenses up due to prior year including only partial quarter of Gain acquired non-variable expense base.

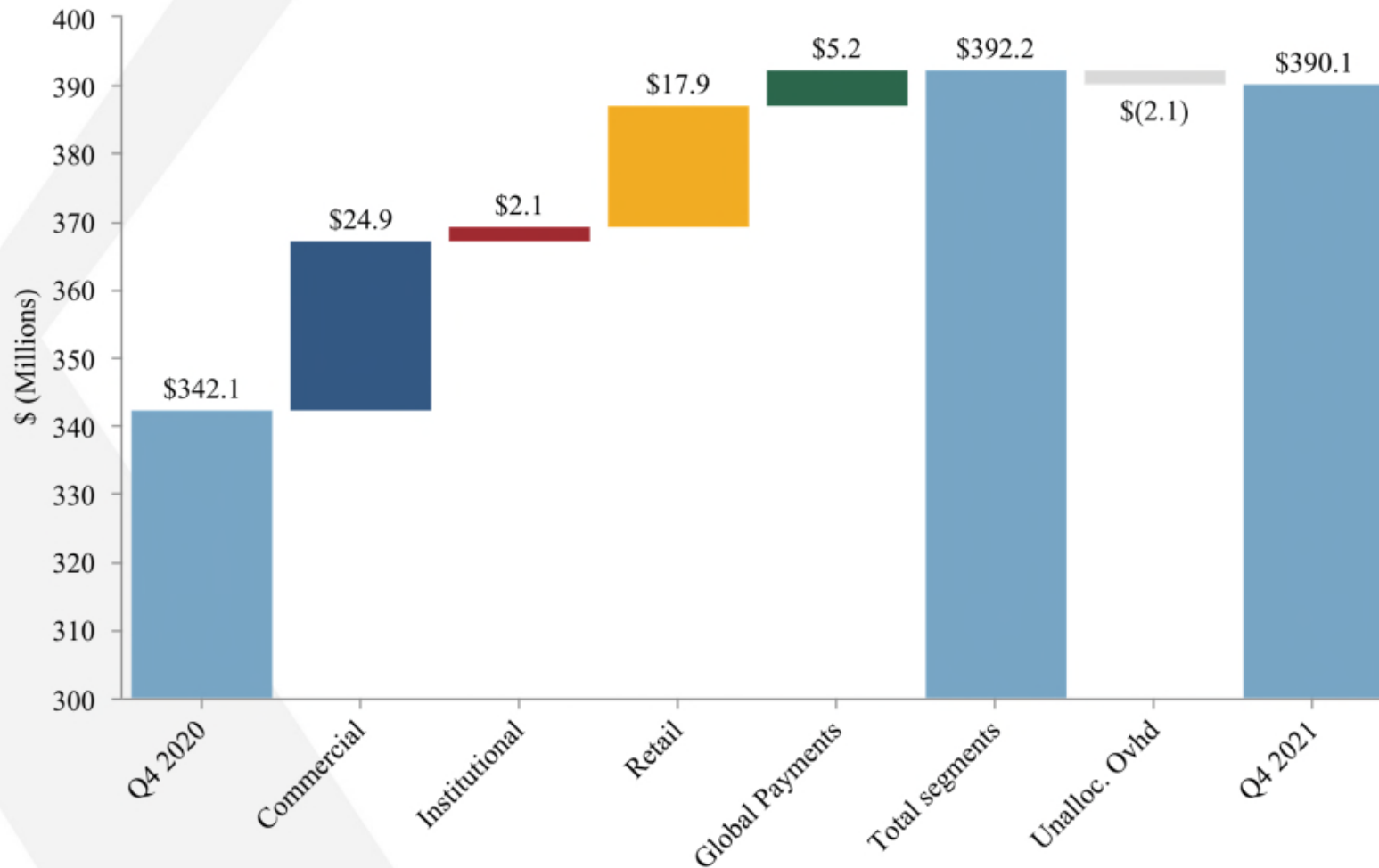
# Segment Results: Global Payments

(USDmm)	Three Months Ended, Sep. 30			Three Months Ended, Jun. 30	
	2021	2020	% Change	2021	% Change
<b>Operating revenues</b>	\$ 34.4	\$ 29.2	18%	\$ 35.0	(2)%
<b>Net operating revenues</b>	<b>32.4</b>	<b>27.7</b>	<b>17%</b>	<b>33.1</b>	<b>(2)%</b>
Variable compensation and benefits	7.0	5.4	30%	6.6	6%
Total non-variable direct expenses	7.0	5.7	23%	6.2	13%
<b>Segment Income</b>	<b>\$ 18.4</b>	<b>\$ 16.6</b>	<b>11%</b>	<b>\$ 20.3</b>	<b>-9%</b>
<b>Segment Margin</b>	<b>57%</b>	<b>60%</b>	<b>-</b>	<b>61%</b>	<b>-</b>
<b>Select Operating Metrics:</b>					
Global Payments ADV (USDmm)	54	42	29%	55	(2)%
Global Payments RPM	9,573	10,524	(9)%	9,786	(2)%

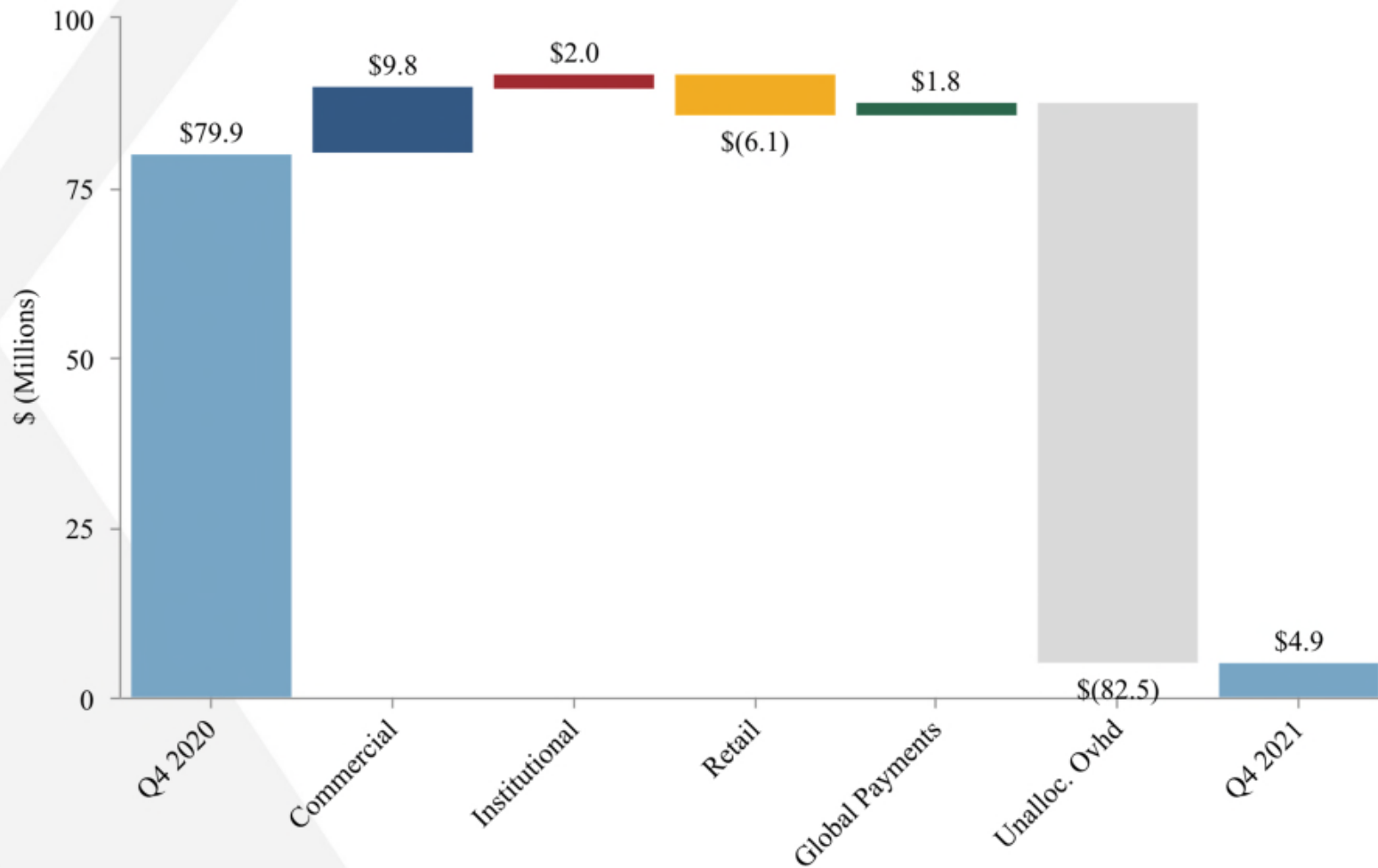
## COMMENTARY

- Operating revenues:
  - Increase versus prior year driven by increased client volumes partially offset by a decline in RPM.
- Non-variable direct expenses up \$1.3 million; primarily compensation and benefits.

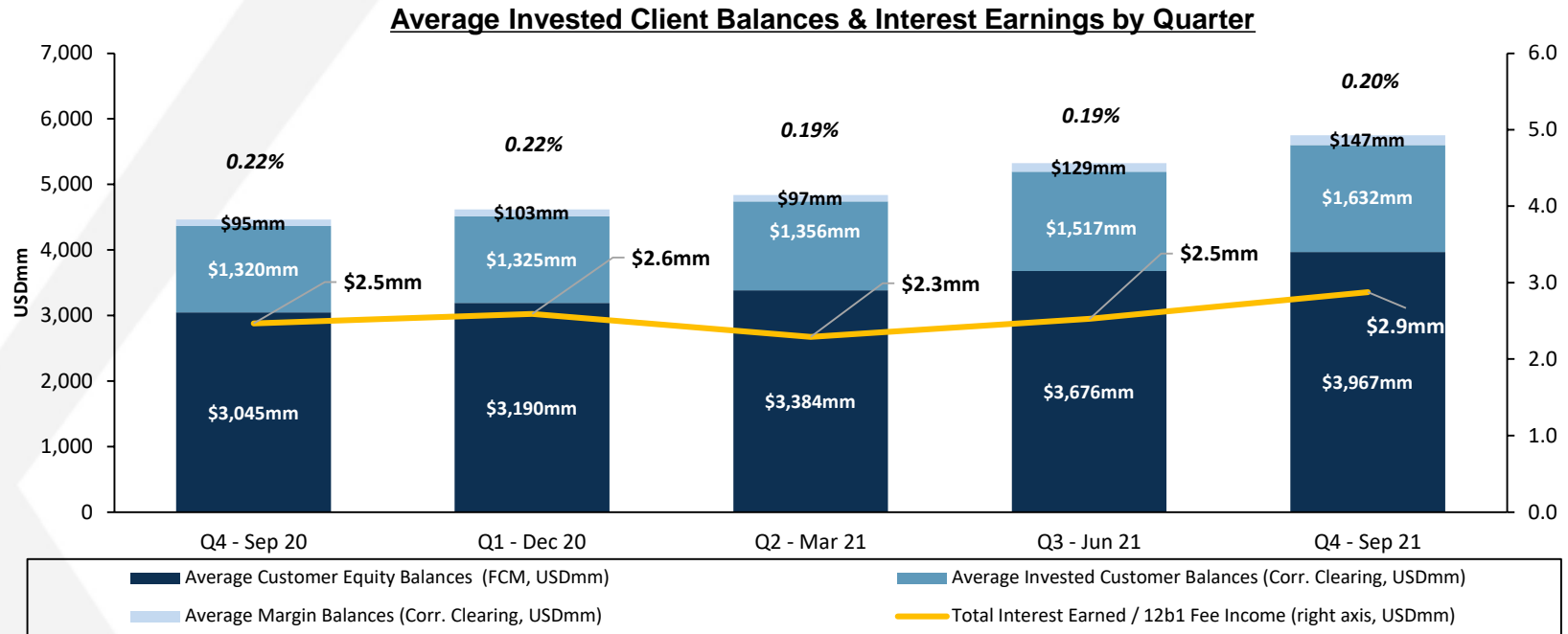
# Changes in Operating Revenues by Segment Fiscal Q4 2021 Compared to Q4 2020



# Changes in Pre-Tax Income by Segment Fiscal Q4 2021 Compared to Q4 2020



# Interest Rate Sensitivity



Source: Average client equity balances of the FCM division of StoneX Financial Inc., includes average Correspondent Clearing client balances

## Annualized Interest Rate Sensitivity

Potential Incremental Change in Net Interest & 12b1 Fees Earned (USDmm) <sup>(2)</sup>		
Annual Rate Change (bps) <sup>(1)</sup>	Post-tax Effect on Net Income Up or Down <sup>(3)</sup>	Incremental Effect on Post-tax EPS <sup>(3)</sup>
25	\$6.9	\$0.35
50	\$13.7	\$0.69
75	\$20.5	\$1.03
100	\$27.3	\$1.38

(1) Assumes upward/downward shift in short term rates

(2) Based off of total investable balances of \$5.8bn as of 9/30/21 (\$4.2bn from FCM and \$1.6bn from Correspondent Clearing funds). Net of Incremental Interest Expense on Variable Rate Debt, average balance of \$476.3mm at 9/30/2021

(3) Based on a 26.0% effective federal plus state blended effective income tax rates for the Company's U.S. subsidiaries following the enactment of H.R. 1, the Tax Cuts and Jobs Act

# Key Strategic Objectives: Our Strategy in Action





## Quarterly Financial Dashboard

Operating Revenue (\$m)				
Q4 2020	Q3 2021	Q4 2021	FY 2021	Target
\$342.1	\$431.5	\$390.1	\$1,673.1	n.a

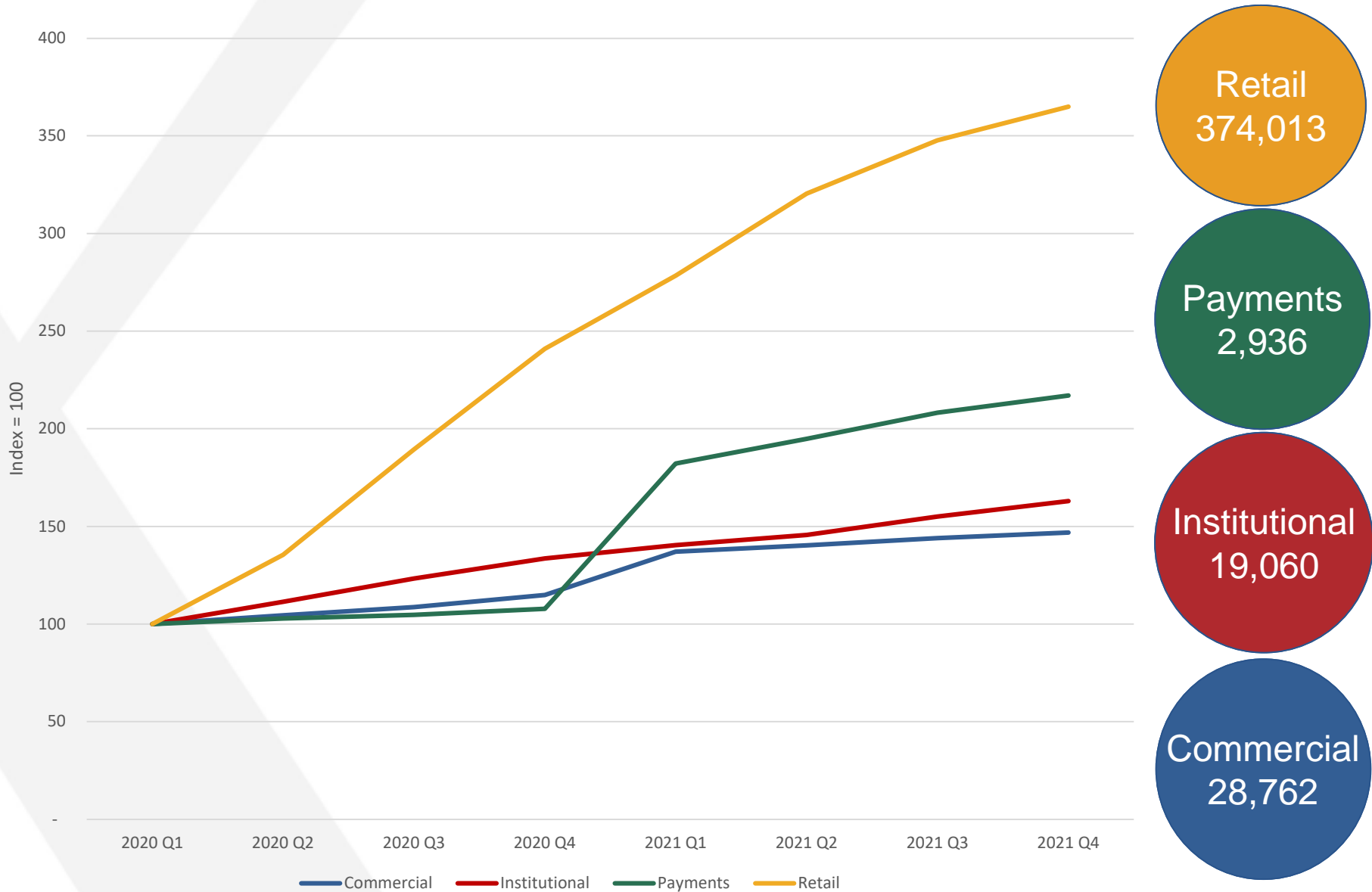
Variable Expenses as % of Total Non-Interest Expense				
Q4 2020	Q3 2021	Q4 2021	FY 2021	Target
53.9%	58.0%	52.4%	56.6%	> 50%

Total Compensation as % of Operating Revenue				
Q4 2020	Q3 2021	Q4 2021	FY 2021	Target
42.5%	41.1%	41.8%	40.6%	< 40%

Return on Equity				
Q4 2020	Q3 2021	Q4 2021	FY 2021	Target
42.5%	15.5%	3.2%	13.9%	> 15%

Revenue per Employee (Annualized)				
Q4 2020	Q3 2021	Q4 2021	FY 2021	Target
\$523k	\$564k	\$490k	\$548k	>\$500k p.a

# Growing and Diversifying our Client Base



## Closing Summary

- Full year adjusted results reflect performance on par with our ROE target.
- Over the last two years we have grown operating revenues by 51% and shareholder capital by 52%.
- Despite nearly zero interest rates and large investments in technology we continue to achieve ROE target of 15% p.a on an adjusted basis.
- Interest rates remain a key variable on the upside as our client float continues to grow. An increase of 1% potentially adds \$1.38 in EPS.
- Volatility a key driver of revenue – likely to remain high until Covid addressed and Fed action normalized which could take years.
- Foundational investments in our technology stack allow faster cadence in delivering digital solutions - a number of new platforms in flight and to be delivered in 2022.
- Strong trading volumes, growth in client funds and strong revenue growth all validate client engagement and the value of our client offering.
- We have a huge TAM and in some cases, single basis points of market share – digital expansion we believe will continue to power growth.

# APPENDIX

## SNEX: Non-GAAP Reconciliation of Adjusted Net Income

<i>(in millions)</i>	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021
Net income (non-GAAP) reconciliation:								
<b>Net income, as reported (GAAP)</b>	\$16.3	\$39.3	\$36.6	\$77.4	\$19.5	\$55.3	\$34.2	\$7.3
<b>(Gain) on acquisitions, net of related transaction costs, net of tax</b>	(0.1)	-	1.4	(72.5)	-	-	(3.3)	-
<b>Impact of one-off acquisition related items</b>	-	-	-	1.3	6.6	0.5	1.9	2.3
<b>Adjusted net income (non-GAAP)</b>	<b>\$16.2</b>	<b>\$39.3</b>	<b>\$38.0</b>	<b>\$6.2</b>	<b>\$26.1</b>	<b>\$55.8</b>	<b>\$32.8</b>	<b>\$9.6</b>

## SNEX: Non-GAAP Reconciliation of Adjusted Net Income (2)

<i>(in millions)</i>	Twelve Months Ended	
	9/30/2020	9/30/2021
Net income (non-GAAP) reconciliation:		
<b>Net income, as reported (GAAP)</b>	\$169.6	\$116.3
<b>Gain on acquisitions, net of related transaction costs, net of tax</b>	(71.2)	(3.3)
<b>Impact of one-off acquisition related items</b>	1.3	11.3
<b>Adjusted net income (non-GAAP)</b>	<b>\$99.7</b>	<b>\$124.3</b>