



# StoneX<sup>®</sup>



**EARNINGS CALL**  
**2<sup>nd</sup> QUARTER 2022**

**StoneX Group Inc.**

*May 5, 2022*



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Numbers presented through 3/31/2022 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 (including the uncertain impacts of COVID-19), losses from the Company's market-making and trading activities arising from counterparty 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.

# Fiscal Q2 2022 Product Results & Key Metrics

## Operating Revenue by Product

Listed Derivatives
\$123.0mm <i>Up 22%</i>
OTC Derivatives
\$62.4mm <i>Up 78%</i>
Physical Contracts
\$40.7mm <i>Down 18%</i>
Securities
\$151.3mm <i>Down 4%</i>
Global Payments
\$40.1mm <i>Up 22%</i>
FX/CFDs
\$98.9mm <i>Up 32%</i>
Client Balance Interest Earned
\$10.4mm <i>Up 79%</i>

## Key Operating Metrics

Contracts ('000s) & Rate per Contract	
42,033 <i>Up 13%</i>	\$2.77 <i>Up 7%</i>
Contracts ('000s) & Rate per Contract	
738 <i>Up 18%</i>	\$84.98 <i>Up 52%</i>
Contracts ('000s) & Rate per Contract	
N.A	N.A
ADV <sup>(3)</sup> (USDmm) & RPM <sup>(3)</sup>	
\$3,492 <i>Up 16%</i>	\$567 <i>Down 21%</i>
ADV (USDmm) & RPM	
\$56 <i>Up 8%</i>	\$11,668 <i>Up 12%</i>
ADV (USDmm) & RPM	
\$14,937 <i>Up 34%</i>	\$104 <i>Down 2%</i>
Listed Deriv. Client Equity <sup>(1)</sup> & MMF/FDIC Sweep Balances <sup>(2)</sup>	
\$5,267mm <i>Up 38%</i>	\$1,751mm <i>Up 29%</i>

Figures presented are quarterly; percentage changes reflect fiscal Q2 2022 vs Q2 2021. 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) Average Daily Volume ("ADV") and Rate Per Million ("RPM")

# TTM Product Results & Key Metrics

## Operating Revenue by Product

Listed Derivatives
\$415.1mm Up 17%
OTC Derivatives
\$193.2mm Up 87%
Physical Contracts
\$160.9mm Up 6%
Securities
\$523.2mm -%
Global Payments
\$148.8mm Up 22%
FX/CFDs <sup>(3)</sup>
\$278.6mm Up 48%
Client Balance Interest Earned
\$33.6mm Up 64%

## Key Operating Metrics

Contracts ('000s) & Rate per Contract	
150,507 Up 2%	\$2.64 Up 15%
Contracts ('000s) & Rate per Contract	
2,939 Up 38%	\$65.67 Up 37%
Contracts ('000s) & Rate per Contract	
N.A	N.A
ADV (USDmm) & RPM	
\$3,033 Up 41%	\$536 Down 32%
ADV (USDmm) & RPM	
\$57 Up 21%	\$10,420 Up 1%
ADV (USDmm) & RPM	
\$12,098 Up 65%	\$89 Down 12%
Listed Deriv. Client Equity <sup>(1)</sup> & MMF/FDIC Sweep Balances <sup>(2)</sup>	
\$4,518mm Up 33%	\$1,632mm Up 24%

Figures presented are annual; TTM percentage changes reflect TTM figures ending March 31, 2022 vs TTM ending March 31, 2021

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 Q2 2022 & TTM Highlights

## Second Quarter\*

Operating Revenues	Net Income	
<b>\$544.7mm</b> <i>Up 16%</i>	As Reported	Adjusted
	<b>\$64.0mm</b> <i>Up 16%</i>	<b>\$65.9mm</b> <i>Up 18%</i>
Diluted EPS	Return on Equity	
<b>\$3.11</b> <i>Up 14%</i>	As Reported	Adjusted
	<b>26.1%</b> <i>26.7% Q2'21</i>	<b>26.9%</b> <i>26.9% Q2'21</i>

## Trailing Twelve Months\*\*

Operating Revenues	Net Income	
<b>\$1.8bn</b> <i>Up 20%</i>	As Reported	Adjusted
	<b>\$147.2mm</b> <i>Down 22%</i>	<b>\$152.0mm</b> <i>Up 21%</i>
Diluted EPS	Return on Equity	
<b>\$7.18</b> <i>Down 24%</i>	As Reported	Adjusted
	<b>15.8%</b> <i>25.0% TTM Q2'21</i>	<b>16.3%</b> <i>16.7% TTM Q2'21</i>

## Highlights

- On a consecutive quarterly basis (vs. Q1 2022):
  - Operating revenues up 21% or \$94.2mm
  - Earnings up 53% or \$22.3mm
  - Diluted EPS up 52% or \$1.07
- Q2 notable items (pre-tax)
  - Q2'22** ~\$6.4mm FX Class settlement rec'd
  - Q2'22** ~(\$2.6)mm GAIN intangible amortization
  - Q2'21** ~ (\$0.7)mm GAIN intangible amortization and net FX related loss on internal merger of GAIN U.K. subsidiaries
- Record quarterly operating revenues:
  - Commercial
  - Institutional
  - Retail
- Quarterly ROE of 26.1% and adjusted ROE of 26.9% despite 55% increase in equity over the last two years
- Average client equity + money-market/FDIC sweep client balances ~\$7.0bn, up 36% vs Q2'21
- Book value per share of \$49.86, up 15% versus prior year

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

\*Quarterly percentage changes reflect fiscal Q2 2022 vs Q2 2021 figures

\*\*FY percentage changes reflect TTM figures ending March 31, 2022 vs TTM ending March 31, 2021

# Segment Results: Fiscal Q2 2022 and TTM

## Fiscal Q2 2022

Commercial	
Operating Revenue	Segment Income
<b>\$184.1mm</b> <i>Up 28%</i>	<b>\$70.1mm</b> <i>Up 26%</i>
Institutional	
Operating Revenue	Segment Income
<b>\$202.8mm</b> <i>Up 6%</i>	<b>\$50.0mm</b> <i>Down 4%</i>
Retail	
Operating Revenue	Segment Income
<b>\$120.0mm</b> <i>Up 17%</i>	<b>\$45.5mm</b> <i>Up 42%</i>
Global Payments	
Operating Revenue	Segment Income
<b>\$41.0mm</b> <i>Up 22%</i>	<b>\$23.9mm</b> <i>Up 23%</i>

## Trailing Twelve Months

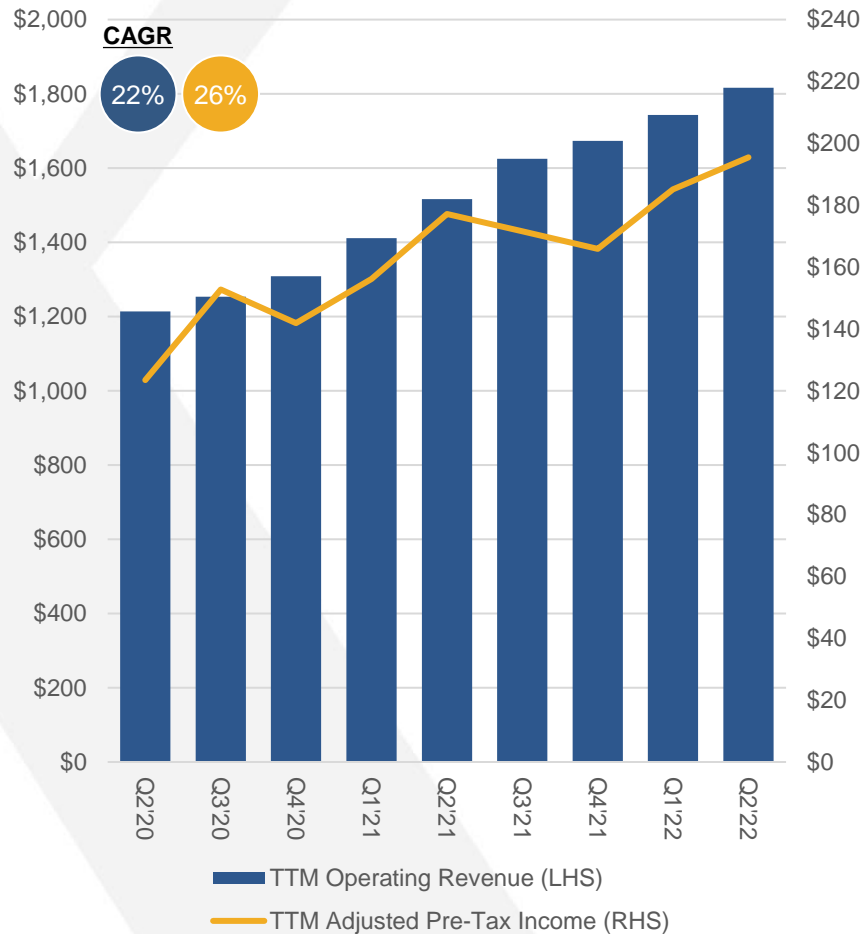
Commercial	
Operating Revenue	Segment Income
<b>\$621.6mm</b> <i>Up 35%</i>	<b>\$240.1mm</b> <i>Up 51%</i>
Institutional	
Operating Revenue	Segment Income
<b>\$675.4mm</b> <i>Up 2%</i>	<b>\$152.8mm</b> <i>Down 12%</i>
Retail*	
Operating Revenue	Segment Income
<b>\$380.5mm</b> <i>Up 39%</i>	<b>\$86.8mm</b> <i>Up 21%</i>
Global Payments	
Operating Revenue	Segment Income
<b>\$152.8mm</b> <i>Up 23%</i>	<b>\$87.1mm</b> <i>Up 20%</i>

Q2 2022 percentage changes reflect fiscal Q2 2022 vs Q2 2021. TTM percentage changes reflect TTM figures ending March 31, 2022 vs TTM ending March 31, 2021

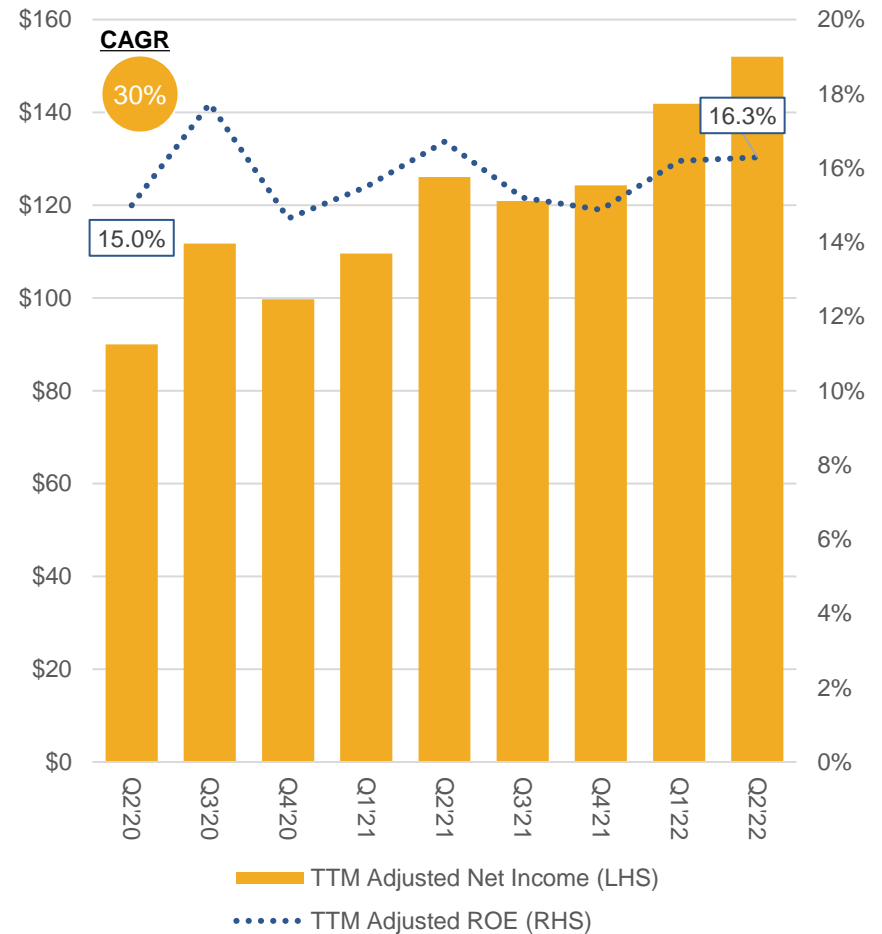
# Our Continued Financial Growth

We have significantly scaled our business at attractive ROEs

## Growing Top Line and Pre-Tax Income



## Strong Growth in Earnings and Adj. ROE



# Consolidated Income Statement

	Three Months Ended, Mar. 31			Three Months Ended, Dec. 31	
	2022	2021	% Change	2021	% Change
<i>(in millions, except share and per share amounts)</i>					
<b>Operating revenues</b>	\$ 544.7	\$ 471.4	16 %	\$ 450.5	21 %
Transaction-based clearing expenses	76.5	74.8	2 %	70.9	8 %
Introducing broker commissions	43.2	40.8	6 %	38.3	13 %
Interest expense	14.1	11.1	27 %	15.7	(10)%
Interest expense on corporate funding	10.6	10.5	1 %	11.8	(10)%
<b>Net operating revenues</b>	<b>400.3</b>	<b>334.2</b>	<b>20 %</b>	<b>313.8</b>	<b>28 %</b>
Variable compensation and benefits	124.1	106.0	17 %	100.4	24 %
Fixed compensation and benefits	83.0	79.0	5 %	74.6	11 %
Other fixed expenses	99.9	72.0	39 %	86.5	15 %
Bad debt expense/(recoveries), net	12.3	0.9	n/m	(0.2)	n/m
<b>Total compensation and other expenses</b>	<b>319.3</b>	<b>257.9</b>	<b>24 %</b>	<b>261.3</b>	<b>22 %</b>
Other gain	6.4	-	- %	-	- %
<b>Income before tax</b>	<b>87.4</b>	<b>76.3</b>	<b>15 %</b>	<b>52.5</b>	<b>66 %</b>
Income tax expense	23.4	21.0	11 %	10.8	117 %
<b>Net income</b>	<b>\$ 64.0</b>	<b>\$ 55.3</b>	<b>16 %</b>	<b>\$ 41.7</b>	<b>53 %</b>
Earnings per share:					
Basic	\$ 3.18	\$ 2.81		\$ 2.09	
Diluted	\$ 3.11	\$ 2.73		\$ 2.04	
Net asset value per share	\$ 49.86	\$ 43.48		\$ 47.44	
Return on equity	26.1 %	26.7 %		18.0 %	



# Segment Results: Commercial

<i>(in millions, except share and per share amounts)</i>	Three Months Ended, Mar. 31			Three Months Ended, Dec. 31	
	2022	2021	% Change	2021	% Change
<b>Operating revenues</b>	<b>\$ 184.1</b>	<b>\$ 144.3</b>	<b>28 %</b>	<b>\$ 152.6</b>	<b>21 %</b>
<b>Net operating revenues</b>	<b>155.8</b>	<b>118.2</b>	<b>32 %</b>	<b>129.7</b>	<b>20 %</b>
Variable compensation and benefits	46.2	36.4	27 %	39.0	18 %
Total non-variable direct expenses	39.5	26.2	51 %	25.2	57 %
<b>Segment Income</b>	<b>\$ 70.1</b>	<b>\$ 55.6</b>	<b>26 %</b>	<b>\$ 65.5</b>	<b>7 %</b>
<b>Segment Margin</b>	<b>45 %</b>	<b>47 %</b>	<b>(2)%</b>	<b>51 %</b>	<b>(6)%</b>
<b>Select Operating Metrics:</b>					
Listed derivatives (contracts, 000's)	8,005	8,133	(2)%	7,499	7 %
Listed derivatives, average rate per contract (USDmm)	\$ 8.65	\$ 6.63	30 %	\$ 7.30	18 %
OTC derivatives (contracts, 000's)	738	623	18 %	763	(3)%
OTC derivatives, average rate per contract	\$ 84.98	\$ 56.05	52 %	\$ 61.11	39 %

## COMMENTARY

- Operating revenues:
  - Listed derivatives up \$15.5mm vs prior year primarily as a result of wider spreads in LME markets; up \$15.3mm versus preceding quarter.
  - OTC derivatives up \$27.3mm vs prior year on higher volumes and RPC as a result of strong performance in agricultural, energy and interest rate products; up \$15.7mm versus preceding quarter.
  - Physical contracts down \$5.9mm vs particularly strong prior year period. Mark-to-market effect on physical inventories +\$1.8mm in current qtr and +\$2.4mm on prior year. Revenues down \$0.2mm vs preceding quarter.
  - Interest / fees earned on client balances up \$3.3mm vs prior year and up \$0.9mm versus preceding quarter, average client equity up 15% versus prior year.
- Non-variable direct expenses up \$13.3mm vs prior year primarily driven by increases in bad debt expense, professional fees and travel and business development up \$8.9mm, \$0.9mm and \$0.7mm, respectively.

# Segment Results: Institutional

(USDmm)	Three Months Ended, Mar. 31			Three Months Ended, Dec. 31	
	2022	2021	% Change	2021	% Change
<b>Operating revenues</b>	\$ 202.8	\$ 191.6	6%	\$ 161.3	26%
<b>Net operating revenues</b>	132.8	123.8	7%	92.9	43%
Variable compensation and benefits	50.5	48.5	4%	35.5	42%
Total non-variable direct expenses	32.3	23.3	39%	25.5	27%
<b>Segment Income</b>	<b>\$ 50.0</b>	<b>\$ 52.0</b>	<b>(4)%</b>	<b>\$ 31.9</b>	<b>57%</b>
<b>Segment Margin</b>	<b>38%</b>	<b>42%</b>	<b>(4)%</b>	<b>34%</b>	<b>3%</b>
<b>Select Operating Metrics:</b>					
Securities ADV (USDmm)	3,492	3,003	16%	2,711	29%
Securites RPM	\$ 567	\$ 714	(21)%	\$ 550	3%
Average MMF / FDIC sweep balances (USDmm)	1,751	1,356	29%	1,574	11%
Average client equity - listed derivatives (USDmm)	3,254	2,056	58%	2,960	10%
Listed derivatives (contracts, 000's)	34,028	28,985	17%	29,214	16%
Listed derivatives, average rate per contract	\$ 1.39	\$ 1.46	(5)%	\$ 1.42	(2)%
FX contracts ADV (USDmm)	4,171	1,351	209%	3,934	6%
FX contracts RPM	\$ 33	\$ 41	(20)%	\$ 20	65%

## COMMENTARY

- Operating revenues:
  - Securities down \$7.8mm vs prior year due to lower RPM more than offsetting strong volume gains; up \$27.8mm versus preceding quarter, primarily due to higher RPM and strong volume gain.
  - Listed derivatives up \$6.4mm versus prior year due to higher volumes due to heightened volatility; modestly lower RPC. Up \$7.1mm versus preceding quarter due to higher volumes.
  - Interest / fees earned on client balances up \$1.5 million as average client equity balances increased 58% versus prior year; up \$1.4mm versus preceding quarter.
- Non-variable direct expenses up \$9.0mm vs prior year primarily driven by increases in fixed compensation, bad debt expense, professional fees up \$1.0mm, \$2.0mm and \$1.7mm, respectively.
  - In addition, trading systems and market information up \$1.3mm and depreciation/amortization up \$0.5mm.

# Segment Results: Retail

<i>(in millions, except share and per share amounts)</i>	Three Months Ended, Mar. 31			Three Months Ended, Dec. 31	
	2022	2021	% Change	2021	% Change
<b>Operating revenues</b>	\$ 120.0	\$ 102.2	17 %	\$ 96.4	24 %
<b>Net operating revenues</b>	<b>86.8</b>	<b>70.7</b>	<b>23 %</b>	<b>64.8</b>	<b>34 %</b>
Variable compensation and benefits	6.1	5.2	17 %	4.8	27 %
Total non-variable direct expenses	41.6	33.5	24 %	36.6	14 %
Other gain	6.4	-	n/m	-	n/m
<b>Segment Income</b>	<b>\$ 45.5</b>	<b>\$ 32.0</b>	<b>42 %</b>	<b>\$ 23.4</b>	<b>94 %</b>
<b>Segment Margin</b>	<b>52 %</b>	<b>45 %</b>	<b>7%</b>	<b>36 %</b>	<b>16%</b>
<b>Select Operating Metrics:</b>					
FX / CFD contracts ADV (USDmm)	\$ 10,765	\$ 9,792	10 %	\$ 8,860	22 %
FX / CFD contracts RPM	\$ 131	\$ 114	15 %	\$ 115	14 %

## COMMENTARY

- Operating revenues:
  - Record FX/CFD operating revenues up \$18.8mm versus prior year and up \$23.1mm versus preceding quarter due to higher RPM as a result of heightened volatility.
  - Securities operating revenues up \$1.3mm versus prior year and up \$0.8mm versus preceding quarter.
  - Physical contracts down \$2.9mm versus very strong prior year and flat versus preceding quarter.
- Nonrecurring \$6.4mm FX antitrust class action settlement received during quarter.
- Non-variable direct expenses up \$8.1mm versus prior year, primarily due to a \$5.2mm increase in selling and marketing \$0.7mm increase in trading systems and market information and a \$0.4mm increase in depreciation and amortization.

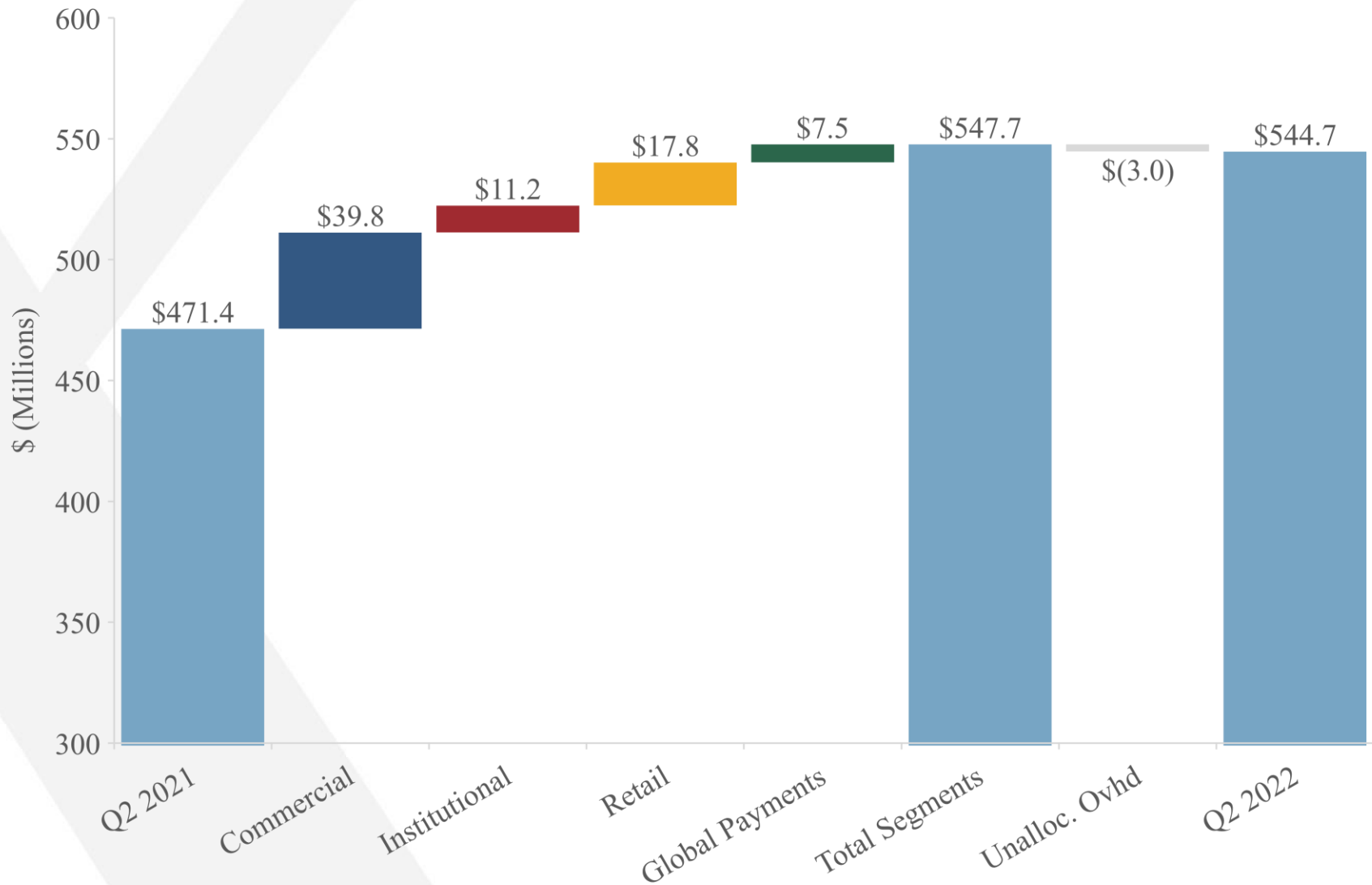
# Segment Results: Global Payments

<i>(in millions, except share and per share amounts)</i>	Three Months Ended, Mar. 31			Three Months Ended, Dec. 31	
	2022	2021	% Change	2021	% Change
<b>Operating revenues</b>	\$ 41.0	\$ 33.5	22 %	\$ 42.4	(3)%
<b>Net operating revenues</b>	38.9	31.7	23 %	40.3	(3)%
Variable compensation and benefits	6.8	6.0	13 %	8.4	(19)%
Total non-variable direct expenses	8.2	6.3	30 %	7.4	11 %
<b>Segment Income</b>	\$ 23.9	\$ 19.4	23 %	\$ 24.5	(2)%
<b>Segment Margin</b>	61 %	61 %	0%	61 %	0%
<b>Select Operating Metrics:</b>					
Global Payments ADV (USDmm)	\$ 56	\$ 52	8 %	\$ 61	(8)%
Global Payments RPM	\$ 11,668	\$ 10,420	12 %	\$ 10,637	10 %

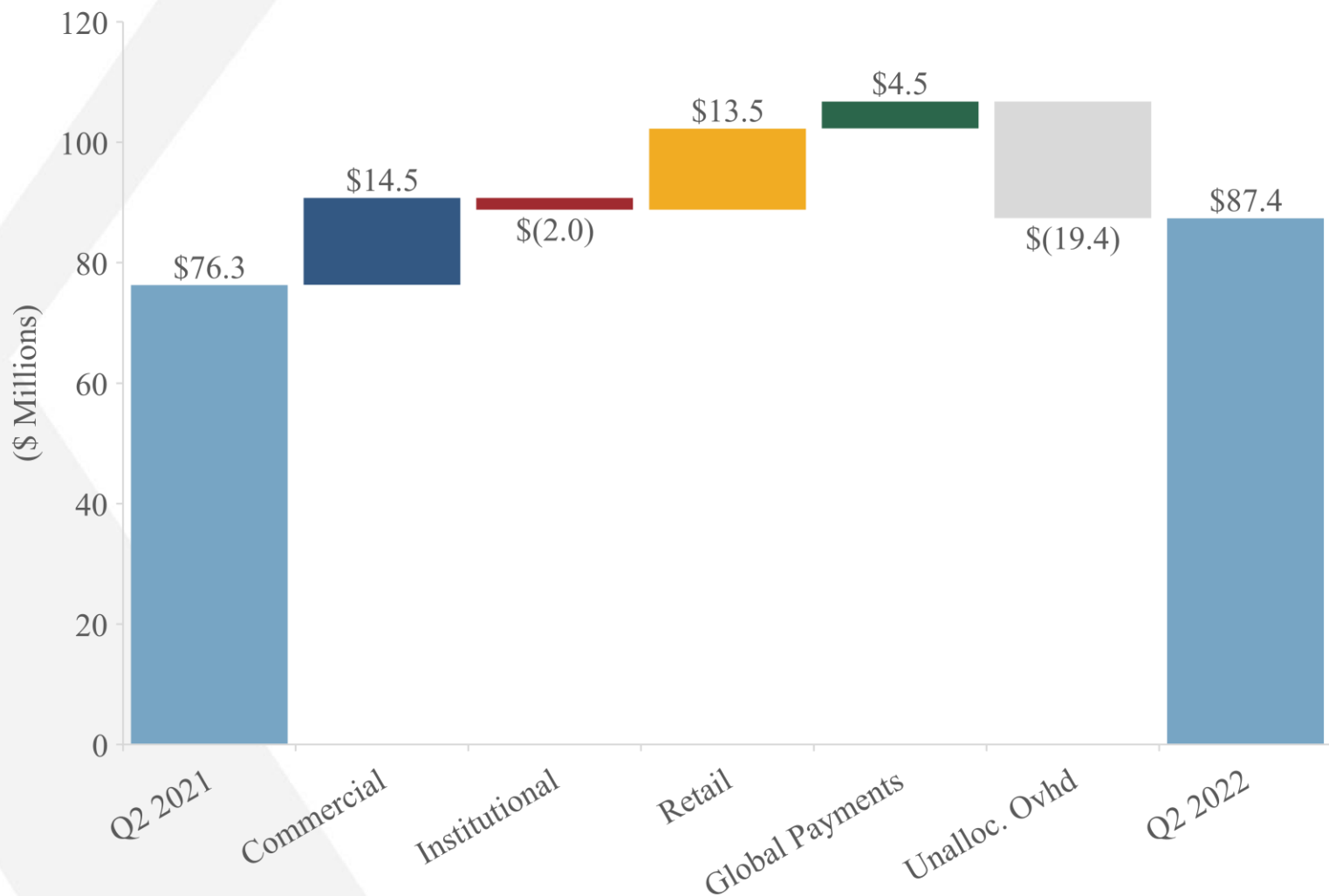
## COMMENTARY

- Operating revenues:
  - Up \$7.5mm increase over prior year driven by increase in both ADV and RPM due to continued growth from financial institutions. Down \$1.2mm versus preceding quarter.
- Non-variable direct expenses up \$1.9 million versus prior year; primarily due to a \$1.0mm increase in non-variable compensation and benefits and a \$0.6mm increase in operational costs.

# Changes in Operating Revenues by Segment Q2 2022 Compared to Q2 2021

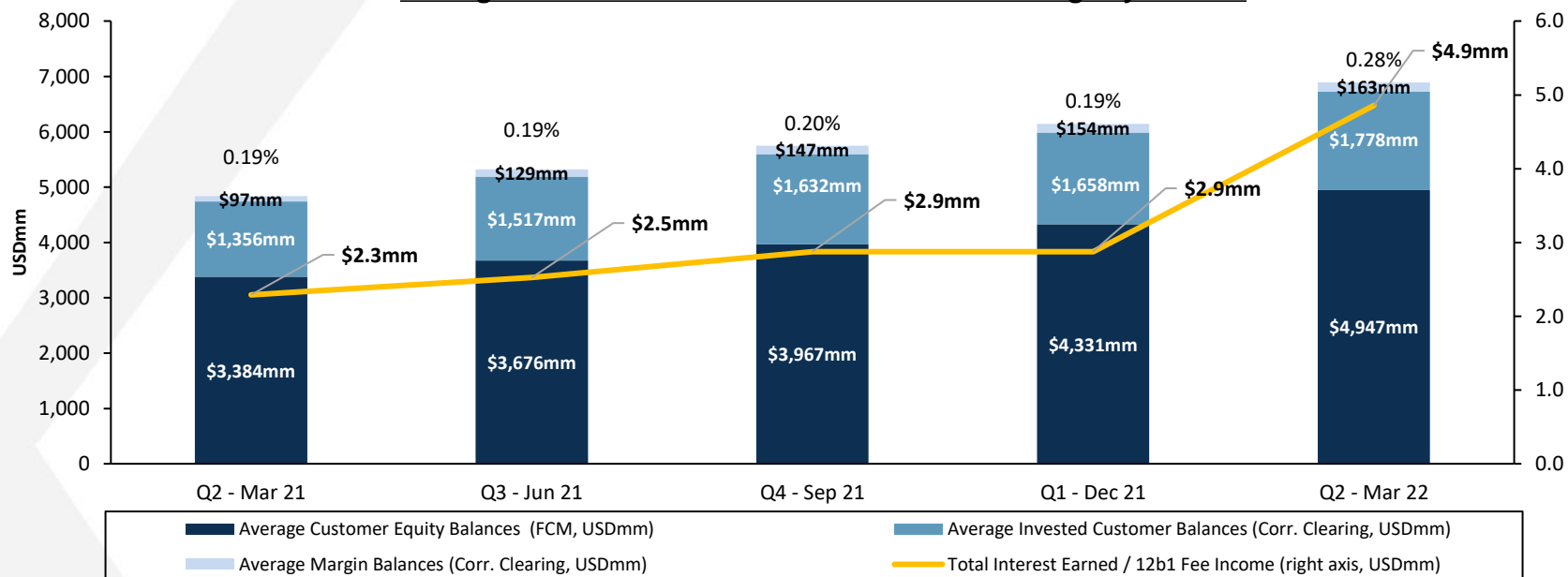


# Changes in Pre-Tax Income by Segment Q2 2022 Compared to Q2 2021



# Interest Rate Sensitivity

## Average Invested Client Balances & Interest Earnings by Quarter



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 <sup>(3)</sup>	Incremental Effect on Post-tax EPS <sup>(3)</sup>
25	\$8.0	\$0.40
50	\$16.0	\$0.79
75	\$24.0	\$1.19
100	\$32.0	\$1.59

(1) Assumes upward shift in short term rates

(2) Based off of total investable balances of \$7.9bn as of 3/31/22 (\$6.0bn from FCM and \$1.9bn from Correspondent Clearing funds), net of \$1.0bn of interest rate swaps. Net of Incremental Interest Expense on Variable Rate Debt, average balance of \$508.8mm at 3/31/2022

(3) Based on a 27.5% effective tax rate

# Key Strategic Objectives

## Build Our Ecosystem

Expand products and services

Address more customer needs and expand our capabilities

Provide superior access and execution

Retain greater share of wallet



Higher Wallet Share

## Grow and Diversify our Customer Base

Increase market share

Expand presence in large addressable markets

Enter new markets to grow and diversify

Drive top-line growth



Increased Volume and Lower Earnings Volatility

## Digitize our Business

Increase efficiency and client engagement

Better integration of internal systems

Digitization of platforms in order to scale

Enhance customer experience



Margin Expansion

## Compound Capital

Expand capital base

Maintain consistent profitability and reinvest in business

Disciplined M&A approach

Capital allocation decisions focused on ROE returns



Stable and Consistent Growth



# Closing Summary

- Record quarter from a core operational perspective with record volumes, improved revenue capture resulting in \$64.0mm net income or \$3.11 per diluted share.
- Six months to date – earnings of \$105.7mm or \$5.15 per share.
- ROE for the quarter of 26.1% on stated book value and 22.1% for the six month period.
- TTM results over the last two years we have grown revenues by 50% or 22% CAGR and adjusted earnings by 69% or a 30% CAGR.
- Continued positive environment with volatility likely to remain elevated until the Fed action has normalized and interest likely to increase significantly over the next 2 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 reflect increased client engagement and the value of our client offering.
- We have a huge TAM and in some cases, single basis points of market share – we believe digitization will continue to power growth.

# APPENDIX

# SNEX: Non-GAAP Reconciliation of Adjusted Net Income and Adjusted Return on Equity

(in millions)

Net income (non-GAAP) reconciliation:

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
<b>Net income, as reported (GAAP)</b>	\$ 19.5	\$ 55.3	\$ 34.2	\$ 7.3	\$ 41.7	\$ 64.0
<b>Gain on acquisitions, net of related transaction costs, net of tax</b>	-	-	(3.3)	-	-	-
<b>Impact of one-off acquisition related items, net of tax</b>	6.6	0.5	1.9	2.3	2.0	1.9
<b>Adjusted net income (non-GAAP)</b>	<b>\$ 26.1</b>	<b>\$ 55.8</b>	<b>\$ 32.8</b>	<b>\$ 9.6</b>	<b>\$ 43.7</b>	<b>\$ 65.9</b>

(in millions)

Calculation of adjusted return on equity (non-GAAP):

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
<b>Total stockholders' equity - beginning of period, as reported (GAAP)</b>	\$ 767.5	\$ 799.5	\$ 860.2	\$ 901.4	\$ 904.0	\$ 953.0
<b>Total stockholders' equity - end of period, as reported (GAAP)</b>	799.5	860.2	901.4	904.0	953.0	1,005.6
<b>Average stockholders' equity</b>	<b>\$ 783.5</b>	<b>\$ 829.9</b>	<b>\$ 880.8</b>	<b>\$ 902.7</b>	<b>\$ 928.5</b>	<b>\$ 979.3</b>
<b>Adjusted return on equity (non-GAAP)</b>	13.3%	26.9%	14.9%	4.3%	18.8%	26.9%

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

<i>(in millions)</i>	Twelve Months Ended								
	3/30/2020	6/30/2020	9/30/2020	12/30/2020	3/30/2021	6/30/2021	9/30/2021	12/31/2021	3/31/2022
Net income (non-GAAP) reconciliation:									
<b>Net income, as reported (GAAP)</b>	\$ 99.1	\$ 119.4	\$ 169.6	\$ 172.8	\$ 188.8	\$ 186.4	\$ 116.3	\$ 138.5	\$ 147.2
<b>Bad debt on physical coal, net of incentive recapture, net of tax</b>	(9.0)	(9.0)	-	-	-	-	-	-	-
<b>Gain on acquisitions, net of related transaction costs, net of tax</b>	(0.1)	1.3	(71.2)	(71.1)	(71.1)	(75.8)	(3.3)	(3.3)	(3.3)
<b>Impact of one-off acquisition related items, net of tax</b>	-	-	1.3	7.9	8.4	10.3	11.3	6.7	8.1
<b>Adjusted net income (non-GAAP)</b>	<b>\$ 90.0</b>	<b>\$ 111.7</b>	<b>\$ 99.7</b>	<b>\$ 109.6</b>	<b>\$ 126.1</b>	<b>\$ 120.9</b>	<b>\$ 124.3</b>	<b>\$ 141.9</b>	<b>\$ 152.0</b>

<i>(in millions)</i>	Twelve Months Ended								
	3/30/2020	6/30/2020	9/30/2020	12/30/2020	3/30/2021	6/30/2021	9/30/2021	12/31/2021	3/31/2022
Calculation of adjusted return on equity (non-GAAP):									
<b>Total stockholders' equity - beginning of period, as reported (GAAP)</b>	\$ 551.8	\$ 570.5	\$ 594.2	\$ 614.9	\$ 648.6	\$ 688.8	\$ 767.5	\$ 799.5	\$ 860.2
<b>Total stockholders' equity - end of period, as reported (GAAP)</b>	648.6	688.8	767.5	799.5	860.2	901.4	904.0	953.0	1,005.6
<b>Average stockholders' equity</b>	<b>\$ 600.2</b>	<b>\$ 629.7</b>	<b>\$ 680.9</b>	<b>\$ 707.2</b>	<b>\$ 754.4</b>	<b>\$ 795.1</b>	<b>\$ 835.8</b>	<b>\$ 876.3</b>	<b>\$ 932.9</b>
<b>Adjusted return on equity (non-GAAP)</b>	15.0%	17.7%	14.6%	15.5%	16.7%	15.2%	14.9%	16.2%	16.3%