



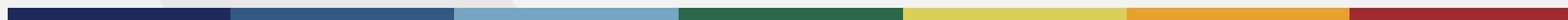
StoneXTM



EARNINGS CALL 1st QUARTER 2021

StoneX Group Inc.

February 9, 2021



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Numbers presented through 12/31/2020 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 Q1 2021 Product Results & Key Metrics*

Operating Revenue by Product

Listed Derivatives

\$95.0mm
Up 32%

OTC Derivatives

\$24.2mm
Up 7%

Securities

\$126.6mm
Up 40%

Global Payments

\$33.6mm
Up 10%

FX/CFDs⁽³⁾

\$59.8mm
Up 1200%

Client Balance Interest Earned

\$5.3mm
Down 71%

Key Operating Metrics

Contracts ('000s) & Rate per Contract

45,284
Up 33%

\$2.01
Up 4%

Contracts ('000s) & Rate per Contract

495
Up 1%

\$48.06
Up 4%

ADV (USDmm) & RPM

\$2,175
Up 74%

\$739
Down 15%

ADV (USDmm) & RPM

\$53
Up 6%

\$9,950
Up 3%

ADV (USDmm) & RPM

\$10,695
Up 835%

\$90
Up 34%

Listed Deriv. Client Equity⁽¹⁾ & MMF/FDIC Sweep Balances ⁽²⁾

\$3,426mm
Up 52%

\$1,325mm
Up 35%

*Figures presented are quarterly; percentage changes reflect Q1 2021 vs Q1 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 Q1 2021 Financial Highlights

First Quarter*

Operating Revenues

\$380.1mm

Up 37%

Net Income

\$19.5mm

Up 20%

Diluted EPS

\$0.98

Up 17%

Return on Equity

10.0%

10.8% Q1 2020

Trailing Twelve Months**

Operating Revenues

\$1.4bn

Up 26%

Net Income

\$172.8mm

Up 108%

Diluted EPS

\$8.75

Up 104%

Return on Equity

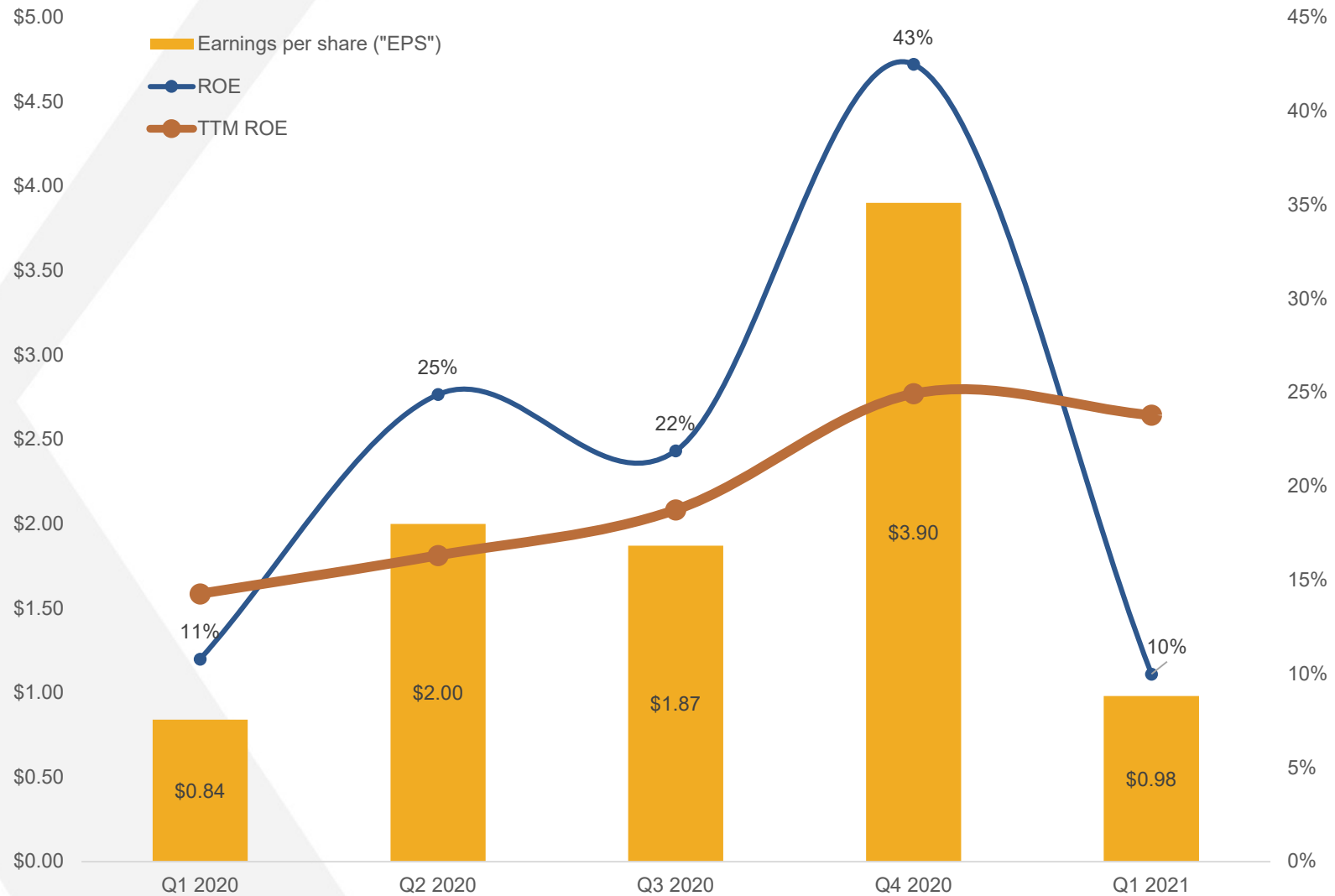
24.4%

14.6% prior year TTM

Highlights

- Notable items
 - Hedge accounting losses on GAIN UK capital - \$6.4mm (\$8.8mm increase to AOCI)
 - GAIN intangible amortization - \$2.6mm
 - Hedge accounting on physical inventories – timing issue - \$3.5mm
- Impact for these items – EPS \$0.45 and ROE 4.5%
- Impact of interest rates on the quarter
 - Interest/fee income on client balances down \$12.7mm
 - Partially offset by growth in client float
- GAIN acquisition modestly profitable excluding:
 - Capital hedge loss and amortization
 - \$8.2mm interest on note offering to fund acquisition
- Making good progress on integrating the GAIN business and on-track to realize synergies
- Strong performance from legacy activities despite significant headwinds of interest
- Upside potential on GAIN and other acquisitions becoming accretive and interest rates

Quarterly Performance Trend



Segment Results: Fiscal Q1 2021 and TTM

Fiscal Q1 2021

Commercial	
Operating Revenue	Segment Income
\$105.6mm <i>Up 13%</i>	\$32.1mm <i>Up 12%</i>
Institutional	
Operating Revenue	Segment Income
\$165.5mm <i>Up 25%</i>	\$44.8mm <i>Up 77%</i>
Retail*	
Operating Revenue	Segment Income
\$81.7mm <i>Up 285%</i>	\$17.9mm <i>Up 517%</i>
Global Payments	
Operating Revenue	Segment Income
\$34.4mm <i>Up 10%</i>	\$20.4mm <i>Up 8%</i>

TTM ending Dec-2020

Commercial	
Operating Revenue	Segment Income
\$443.9mm	\$145.3mm
Institutional	
Operating Revenue	Segment Income
\$657.2mm	\$172.4mm
Retail*	
Operating Revenue	Segment Income
\$200.5mm	\$46.7mm
Global Payments	
Operating Revenue	Segment Income
\$120.4mm	\$70.1mm

Consolidated Income Statement

(in millions, except share and per share amounts)	Three Months Ended, Dec. 31		% Change
	2020	2019	
Operating revenues	\$380.1	\$276.8	37%
Transaction-based clearing expenses	65.4	46.3	41%
Introducing broker commissions	38.2	26.2	46%
Interest expense	9.9	31.1	(68)%
Interest expense on corporate funding	10.5	2.7	289%
Net operating revenues	\$256.1	\$170.5	50%
Variable compensation and benefits	84.3	54.6	54%
Fixed compensation and benefits	69.3	49.4	40%
Other fixed expenses	74.1	44.9	65%
Bad debts	1.5	0.0	n/m
Total compensation and other expenses	229.2	148.9	54%
Other gain	0.0	0.1	-%
Income before tax	26.9	21.7	24%
Income tax expense	7.4	5.4	37%
Net income	\$19.5	\$16.3	20%
Earnings per share:			
Basic	\$1.00	\$0.85	
Diluted	\$0.98	\$0.84	
Net asset value per share	\$40.78	\$31.89	
Return on equity	10.0%	10.8%	

Segment Results: Commercial

(USDmm)	Three Months Ended, Dec. 31		
	2020	2019	% Change
Operating revenues	\$ 105.6	\$ 93.2	13%
Net operating revenues	82.6	73.7	12%
Variable compensation and benefits	25.8	22.2	16%
Total non-variable direct expenses	24.7	22.8	8%
Segment Income	<u>\$ 32.1</u>	<u>\$ 28.7</u>	<u>12%</u>
 Segment Margin	 39%	 39%	 -
 Select Operating Metrics:			
Listed derivatives (contracts, 000's)	7,870	7,109	11%
Listed derivatives, average rate per contract	\$ 6.23	\$ 5.03	24%
Average client equity - listed derivatives (USDmm)	1,263	904	40%
OTC derivatives (contracts, 000's)	495	489	1%
OTC derivatives, average rate per contract	\$ 48.06	\$ 46.01	4%

COMMENTARY

- Operating revenues:
 - Listed derivatives up \$11.1mm, increased volatility in domestic grain markets
 - Physical contracts up \$3.1mm, strong demand precious metals
 - Partially offset by (\$2.0)mm variance in MTM adjust on physical inventories and (\$1.9)mm liquidation loss
 - Interest / fees earned on client balances down \$3.3 million despite strong balance growth
- Non-variable direct expenses up \$1.9mm, comp and benefits up \$0.9mm and bad debts up \$0.5mm

Segment Results: Institutional

(USDmm)	Three Months Ended, Dec. 31		
	2020	2019	% Change
Operating revenues	\$ 165.5	\$ 132.4	25%
Net operating revenues	105.3	64.8	63%
Variable compensation and benefits	38.2	18.8	103%
Total non-variable direct expenses	22.3	20.7	8%
Segment Income	\$ 44.8	\$ 25.3	77%
 Segment Margin	 43%	 39%	 -
Select Operating Metrics:			
Securities ADV (USDmm)	2,175	1,252	74%
Securites RPM	739	865	(15)%
Average MMF / FDIC sweep balances (USDmm)	1,325	982	35%
Average client equity - listed derivatives (USDmm)	2,162	1,354	60%
Listed derivatives (contracts, 000's)	37,415	26,952	39%
Listed derivatives, average rate per contract	\$ 1.13	\$ 1.13	-%
FX contracts ADV (USDmm)	1,663	1,144	45%
FX contracts RPM	46	67	(31)%

COMMENTARY

- Operating revenues:
 - Securities up \$33.7mm, expanded product offering and continued volatility in global equity and fixed income markets
 - Listed derivatives up \$11.7mm, increased volatility plus acquisition of GAIN futures
 - Interest / fees earned on client balances down \$9.2 million, despite strong balance growth
- Variable compensation and benefits up \$19.4mm due to net operating revenue growth, with % of NOR up due to decline in interest/fee income and product mix
- Modest growth in non-variable direct expenses

Segment Results: Retail

(USDmm)	Three Months Ended, Dec. 31		
	2020	2019	% Change
Operating revenues	\$ 81.7	\$ 21.2	285%
Net operating revenues	52.1	4.9	963%
Variable compensation and benefits	3.5	0.4	775%
Total non-variable direct expenses	30.7	1.6	1819%
Segment Income	\$ 17.9	\$ 2.9	517%
 Segment Margin	 34%	 59%	 -
Select Operating Metrics:			
FX / CFD contracts ADV (USDmm)	9,032	-	n/m
FX / CFD contracts RPM	98	-	n/m

COMMENTARY

- Operating revenues:
 - Growth driven by acquisition of GAIN business, which added \$54.8 million for the quarter
 - Physical contracts up \$0.6mm, strong demand precious metals
 - Partially offset by (\$1.0)mm variance in MTM adjust on physical inventories
- Variable compensation and benefits and non-variable direct expenses up due to acquisition of GAIN

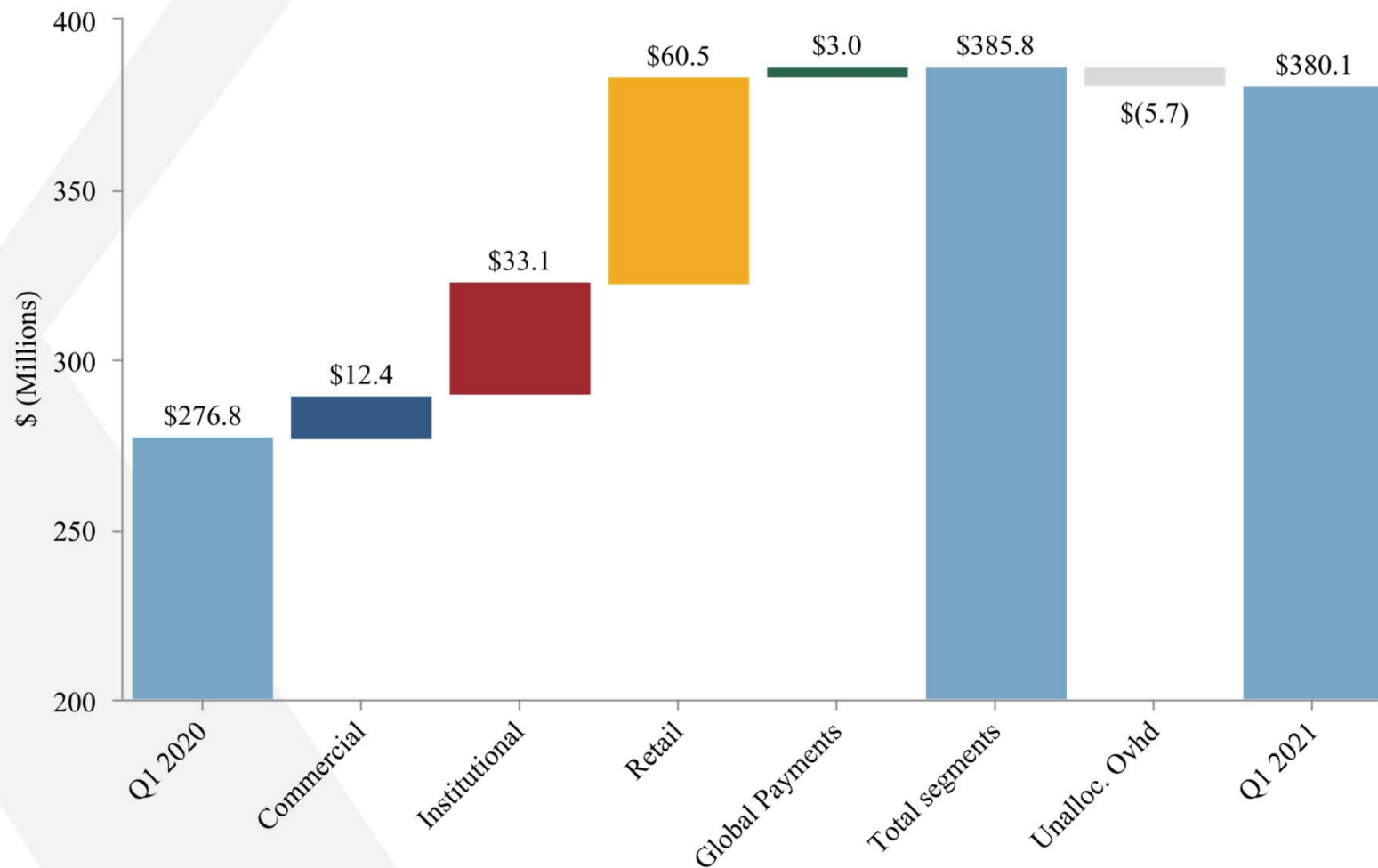
Segment Results: Global Payments

(USDmm)	Three Months Ended, Dec. 31		
	2020	2019	% Change
Operating revenues	\$ 34.4	\$ 31.4	10%
Net operating revenues	32.7	29.8	10%
Variable compensation and benefits	6.6	6.0	10%
Total non-variable direct expenses	5.7	4.9	16%
Segment Income	<u>\$ 20.4</u>	<u>\$ 18.9</u>	<u>8%</u>
Segment Margin	62%	63%	-
<u>Select Operating Metrics:</u>			
Global Payments ADV (USDmm)	53	50	6%
Global Payments RPM	9,950	9,655	3%

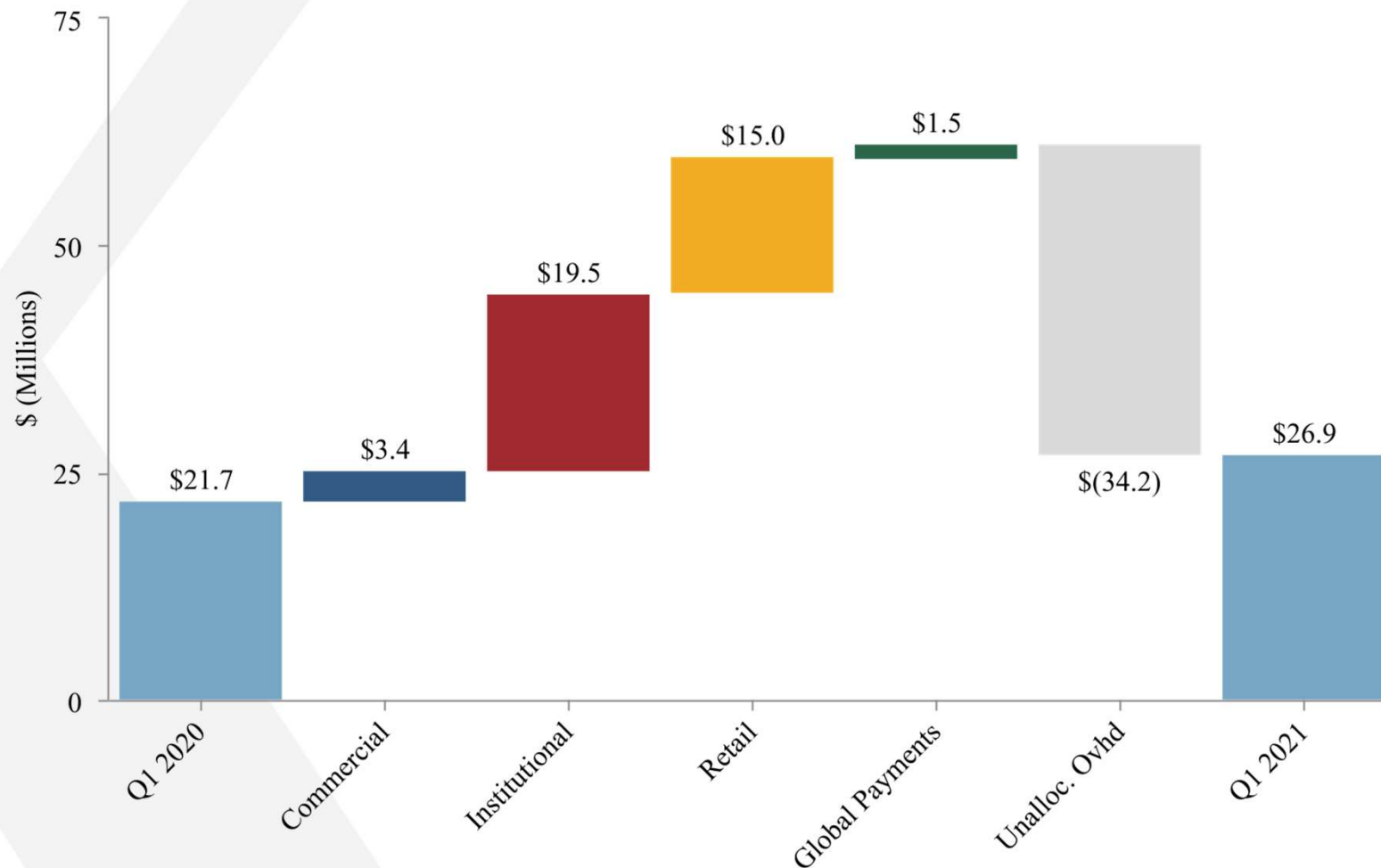
COMMENTARY

- Operating revenues:
 - Increase driven by expanded client base and modest easing of COVID effect on payment volumes
- Non variable direct expenses up \$0.8 million; primarily compensation and benefits and professional fees due to recent acquisitions

Changes in Operating Revenues by Segment Q1 2021 Compared to Q1 2020



Changes in Pre-Tax Income by Segment Q1 2021 Compared to Q1 2020



Key Strategic Objectives: Our Strategy

Build Our Ecosystem

Expand products and services

Address more customer needs

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

Increase Operational Efficiency

Carefully manage costs and digitize

Automate processes to reduce cost

Digitization of platforms

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

Key Strategic Objectives: Our Strategy in Action

Build Our Ecosystem

Expand products and services

PB offering to fund manager clients

Electronic equity trading capabilities

Physical precious metals offering to US/GAIN

New fixed income products and capabilities

Cash equities GAIN platform



Higher Wallet Share

Grow and Diversify our Customer Base

Increase market share

Meaningful expansion into retail client base via GAIN

Precious metals expansion into US market – new team

US equity institutional market with elec. offering

SME payments expansion in US, Europe

OTC/physical to GAIN futures



Increased Volume and Lower Earnings Volatility

Increase Operational Efficiency

Carefully manage costs and digitize

Centralized data lake for improved efficiency

BM client platform rollout

Integrate GAIN data centers

Migration to cloud from legacy systems

Consolidated digital customer onboarding and sales process



Margin Expansion

Compound Capital

Expand capital base

GAIN capital synergies on track through entity mergers

Reviewing capital efficiency in US

Better assess capital utilization and return by client



Stable and Consistent Growth

Quarterly Financial Dashboard

Operating Revenue (\$m)				
Q1 2020	Q4 2020	Q1 2021	TTM ending Q1 2021	Target
\$276.8	\$342.1	\$380.1	\$1,411.6	n.a

Variable Expenses as % of Total Non-Interest Expense				
Q1 2020	Q4 2020	Q1 2021	TTM ending Q1 2021	Target
57.5%	53.9%	56.5%	58.3%	> 50%

Total Compensation as % of Operating Revenue				
Q1 2020	Q4 2020	Q1 2021	TTM ending Q1 2021	Target
37.6%	42.5%	40.4%	40.3%	< 40%

Return on Equity				
Q1 2020	Q4 2020	Q1 2021	TTM ending Q1 2021	Target
10.8%	42.5%	10.0%	24.4%	> 15%

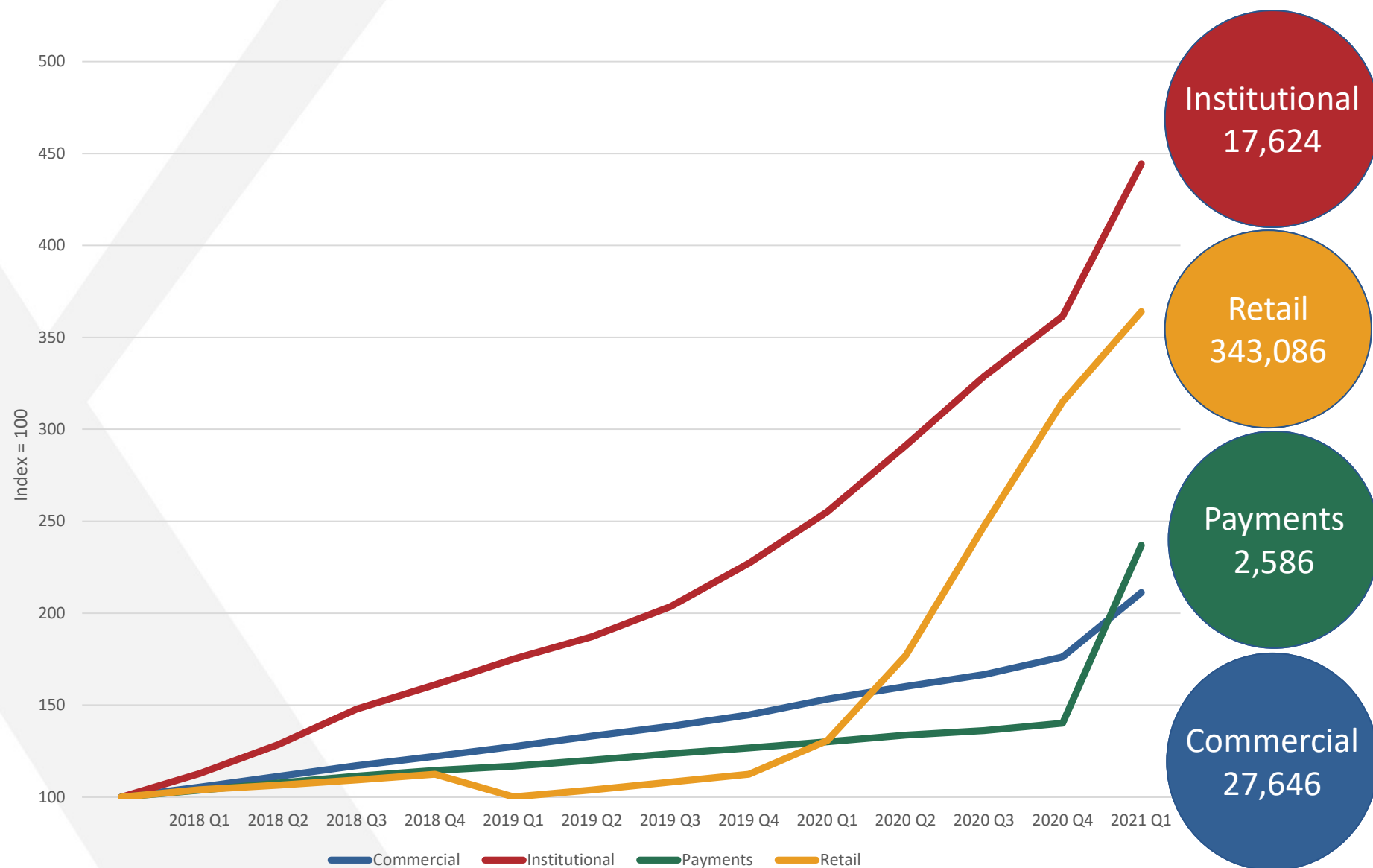
Revenue per Employee (Annualized)				
Q1 2020	Q4 2020	Q1 2021	TTM ending Q1 2021	Target
\$538k	\$523k	\$513k	\$569k	>\$500k p.a

Growing and Diversifying our Client Base

Executive Summary - Sean O'Connor

Financial Review – Bill Dunaway

3 Strategy - Sean O'Connor



Gain Integration Update

- **Regulatory Approvals and Organizational Restructure**

- Received nearly all significant regulatory approvals
- Legal entities on track to be merged – UK March, US Swap Dealer March, Singapore c. June

- **Integration of Support Functions**

- All functional areas integrated and centralized to support entire organization
- Cost synergies realized – hampered by COVID
- Investment required in some areas to support StoneX growth (e.g. securities)

- **Integration of Products / Capabilities / Trading Flow**

- Futures clearing internalized and staff rationalized and compensation aligned
- Integrated precious metals flow – better pricing, better spread capture and reduced costs
- Integrating all FX flows – better pricing, better spread capture and reduced costs
- Building out cash equities for City Index (new investment)

- **Cost Synergy Update**

- Annualized savings of c. \$17mm to date vs year 1 estimate of \$23mm (\$11mm was Gain 2020 cost reductions)
- Additional \$5mm in flight but delayed due to COVID and WFH
- Significant potential revenue synergies identified – c.\$10mm p.a. – but investment required

Closing Summary

- Solid quarter results – despite full impact of zero interest rates
- Strong growth in client activity and new client onboarding
- Continuing to expand our products and capabilities driving client adoption
- Progress on leveraging our capabilities into the GAIN trading platform
- Accelerating digitization of our business with a number of new platforms in flight
- Good progress with GAIN integration
- Continuing to successfully navigate the Coronavirus pandemic

Thank you to our staff, customers and investors for your continued efforts and support, without which the above milestones would not be possible