



EARNINGS CALL  
3<sup>RD</sup> QUARTER 2016

August 4, 2016

NASDAQ: INTL

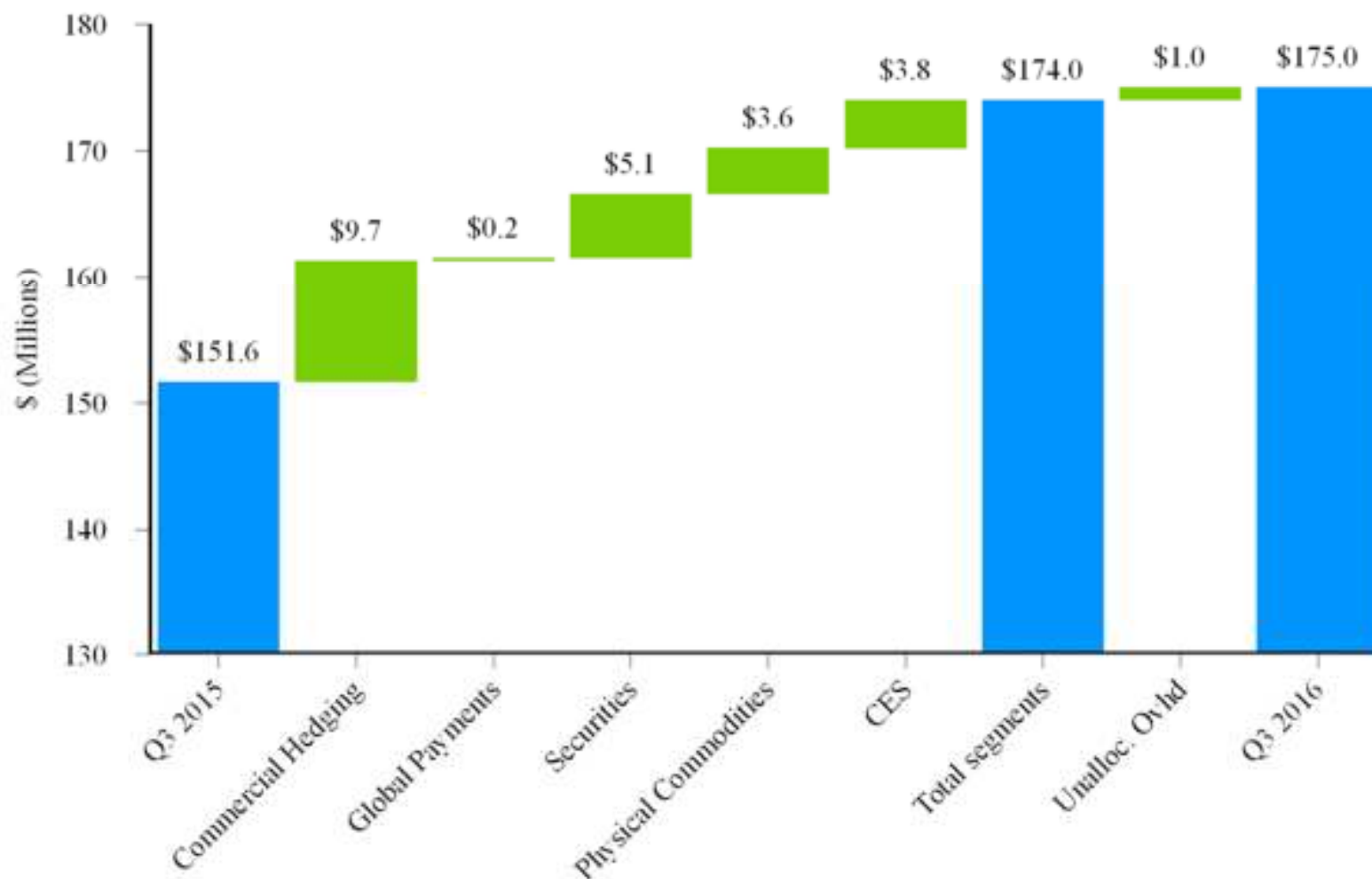
# Disclaimer

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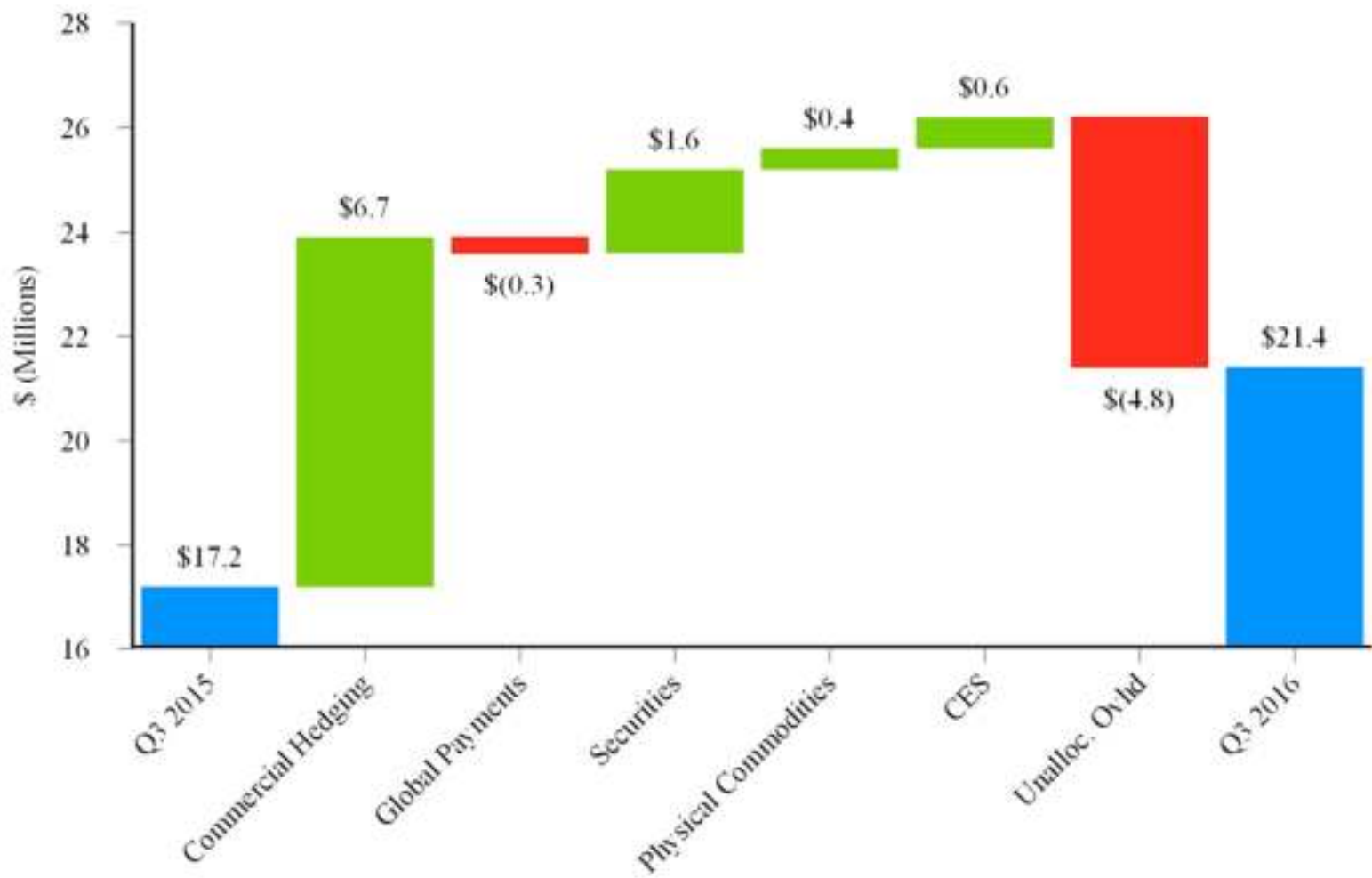
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EBITDA is a financial measure that is not recognized by U.S. GAAP, and should not be considered as an alternative to any other measures of performance derived in accordance with U.S. GAAP. The Company has included this non-GAAP financial measure because it believes that it permits investors to make more meaningful comparisons of performance between the periods presented. In addition, this non-GAAP measure is used by management in evaluating the Company's performance. The appendix to this presentation reflects the calculation of the measure presented.

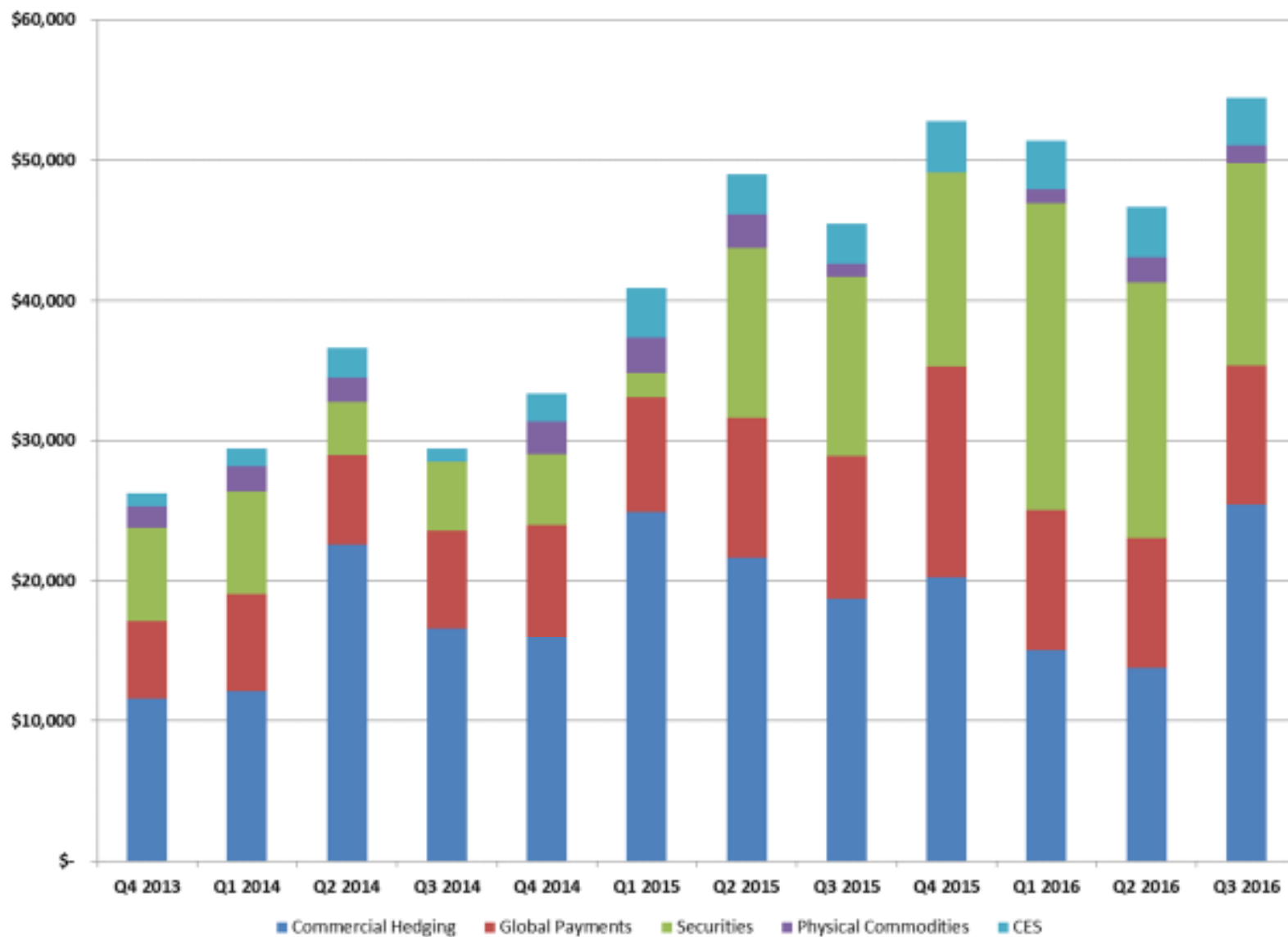
# Changes in Operating Revenues by Segment Q3 2016 Compared to Q3 2015



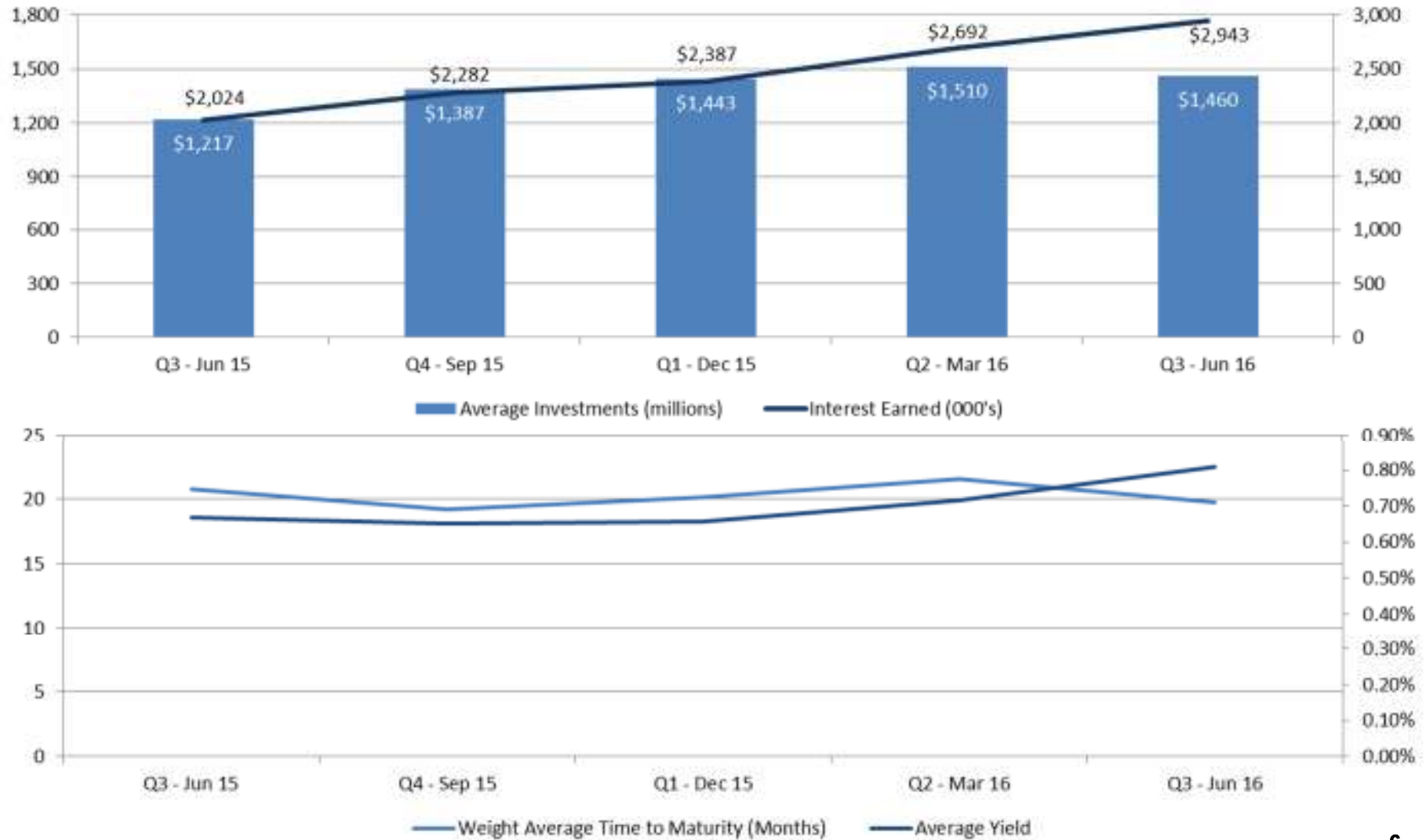
# Changes in Segment Income by Segment Q3 2016 Compared to Q3 2015



# Quarterly Segment Income



# Investments Summary

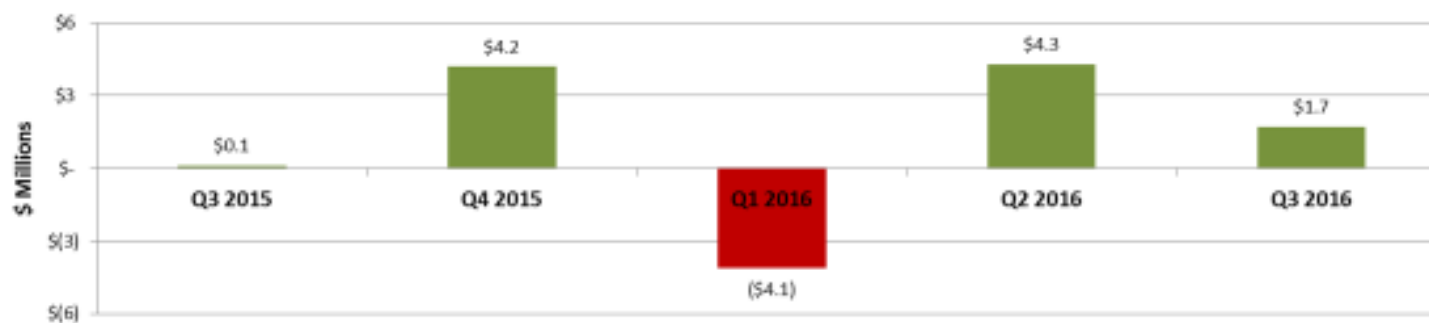
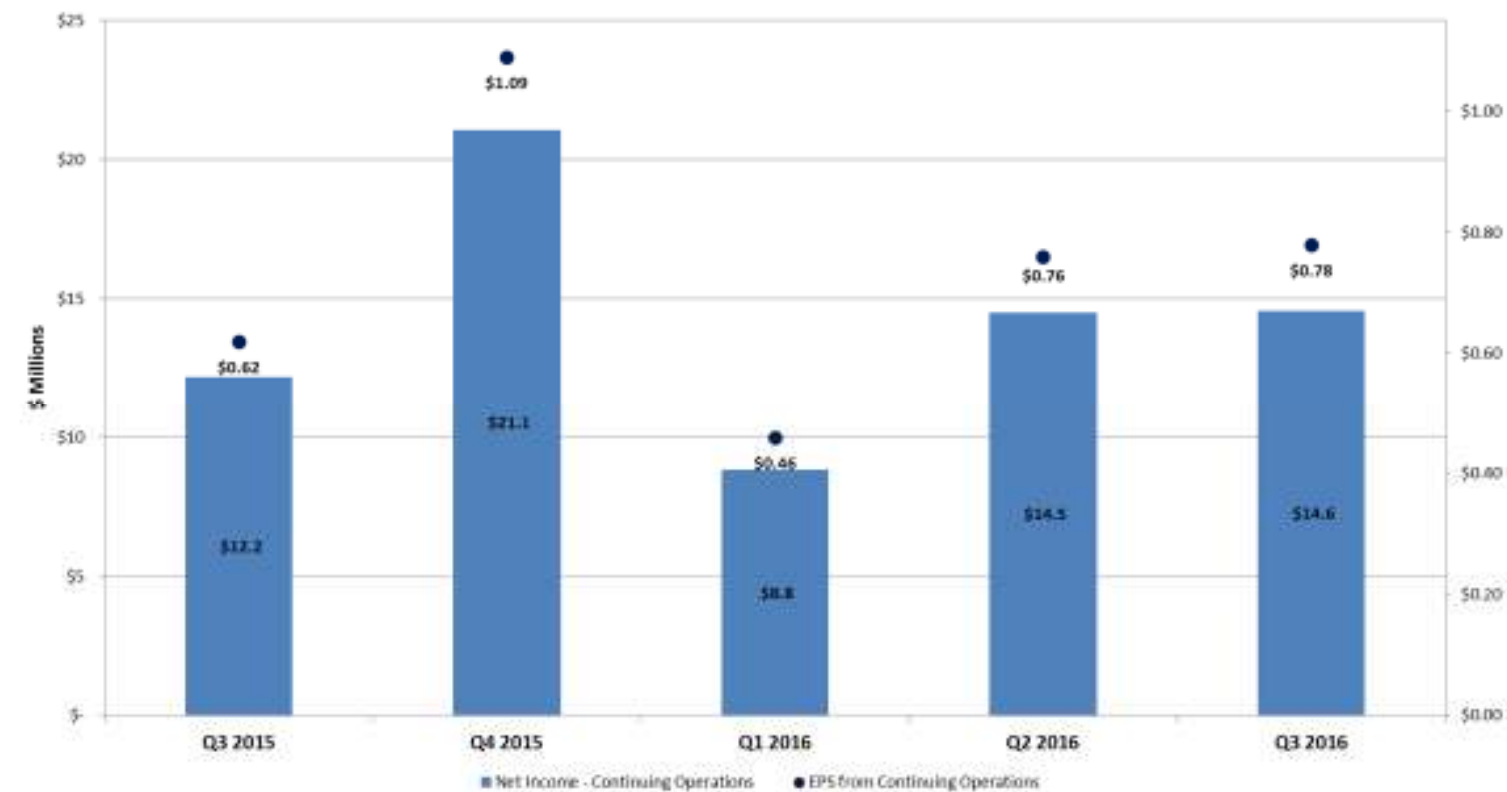


Source: Investments made by our FCM Division (INTL FCStone Financial Inc.)

# Quarterly Financial Dashboard

CONSOLIDATED	QUARTERLY		Variance	TARGET
	Q3 2016	Q3 2015		
<i>In millions, except per share and employee data</i>				
<b>Operating Revenues</b>	\$ 175.0	\$ 151.6	↑ 15%	
<b>Total Non-Interest Expenses</b>	\$ 145.9	\$ 129.5	13%	
<i>Variable Expenses % of Total Expenses</i>	60.6%	58.7%	2%	> 50%
<i>Non-variable Expenses</i>	\$ 57.5	\$ 53.5	↓ 7%	
<i>Total Compensation % of Operating Revenues</i>	39.7%	41.4%	-2%	< 40%
<b>Net Income from Continuing Operations</b>	\$ 14.6	\$ 12.2	↑ 20%	
<b>Net Income TTM from Continuing Operations</b>	\$ 59.0	\$ 40.4	46%	
<b>EBITDA TTM from Continuing Operations</b>	\$ 116.5	\$ 78.5	48%	
<b>Return on Equity (Continuing Operations)</b>	14.1%	13.0%	↑ 1%	> 15%
<b>Total Assets</b>	\$ 6,065.9	\$ 4,486.8	35%	
<b>INTL Stockholders' Equity</b>	\$ 415.5	\$ 382.4	↑ 9%	
<b>Average Investable Customer Funds</b>	\$ 1,853.8	\$ 1,469.7	26%	
<b>Rev. per Employee (Annualized)</b>	\$ 553,765	\$ 504,857	↑ 10%	> \$500k p.a
<b>Average # of Employees</b>	1,264	1,202	5%	
<b>Book Value per Share</b>	\$ 22.59	\$ 20.12	↑ 12%	

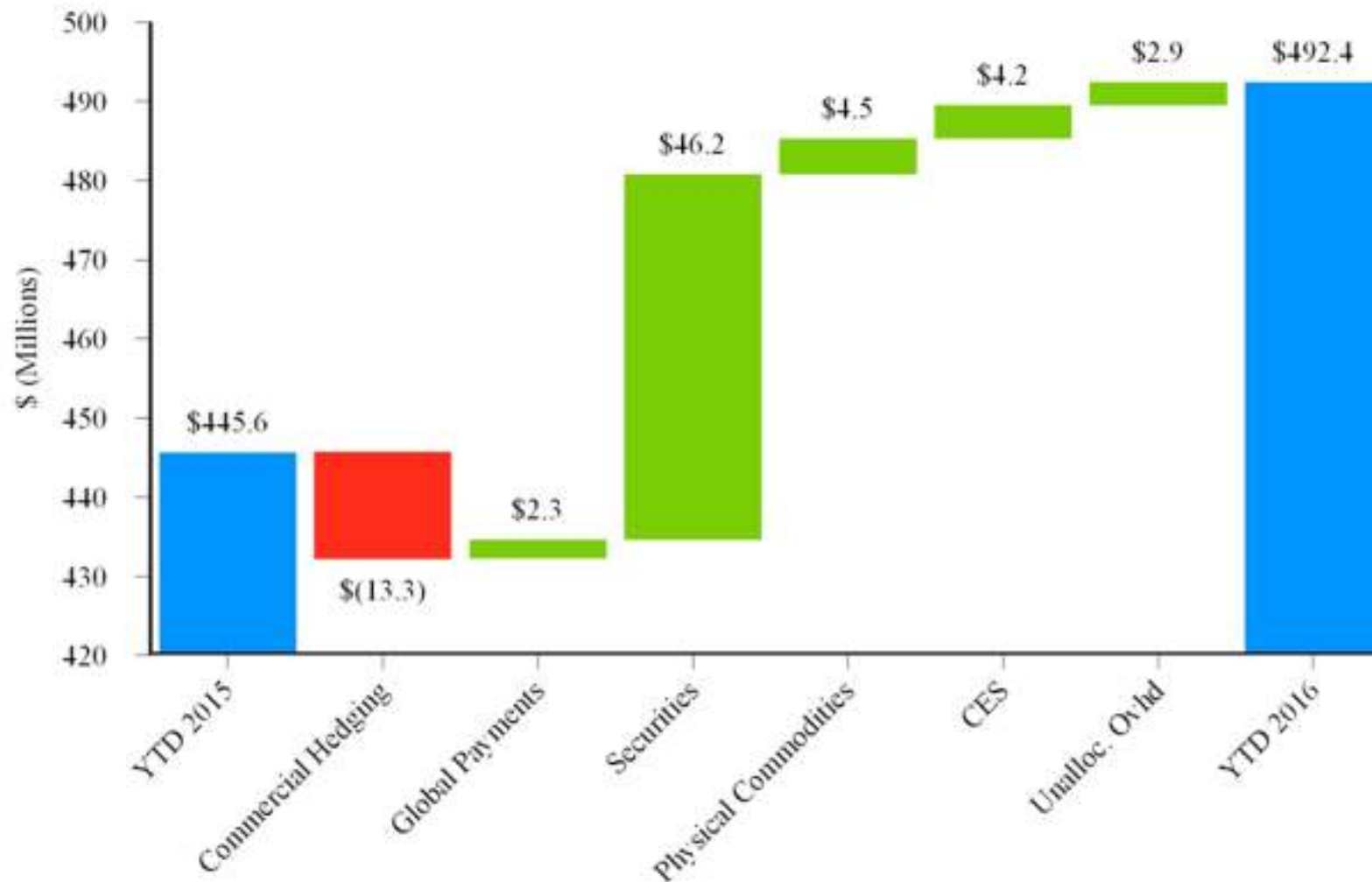
# Quarterly Performance Trend



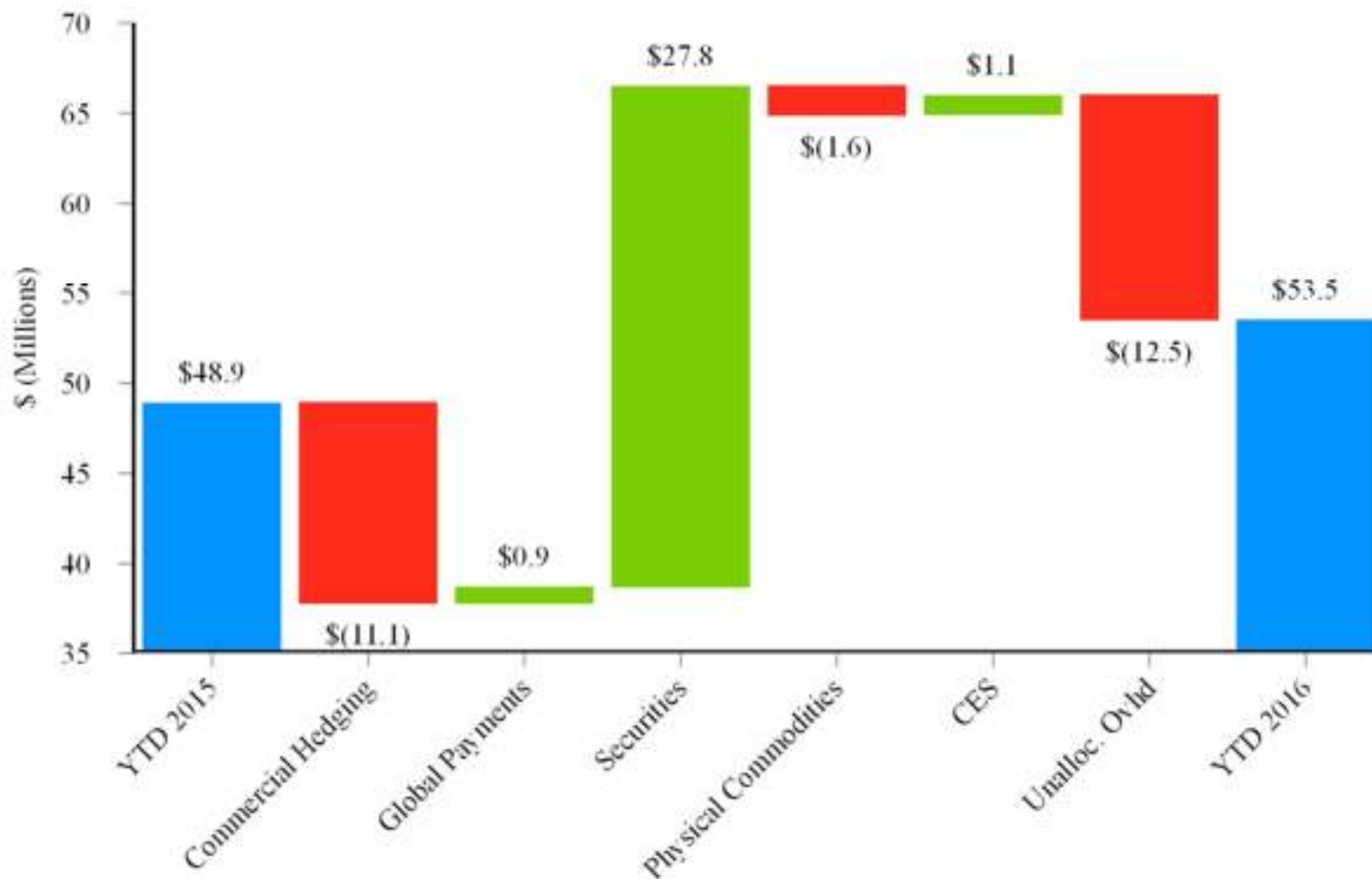
After tax MTM gain (loss) on Interest Rate Program



# Changes in Operating Revenues by Segment YTD 2016 Compared to YTD 2015



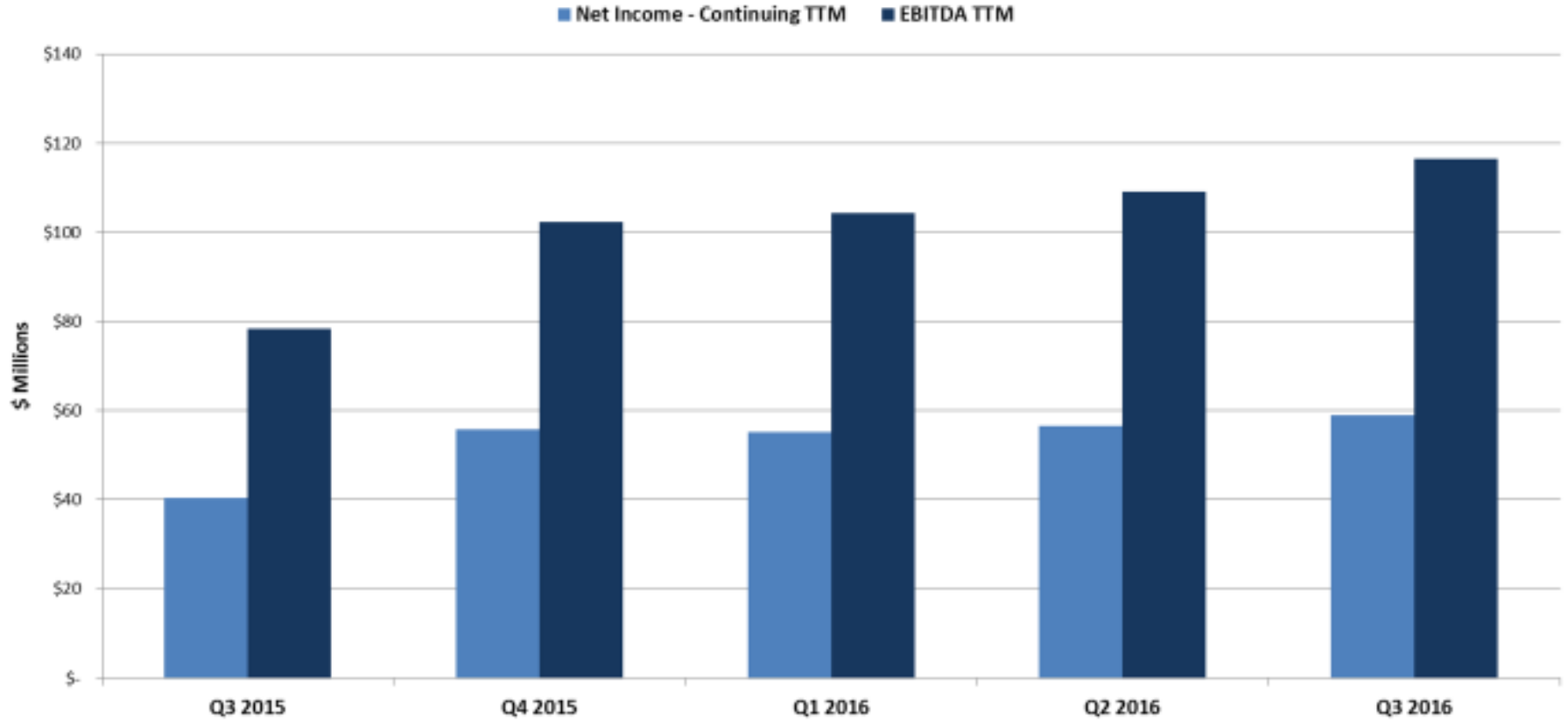
# Changes in Segment Income by Segment YTD 2016 Compared to YTD 2015



# Year to Date Financial Dashboard

CONSOLIDATED <i>In millions, except per share and employee data</i>	YEAR TO DATE		Variance	TARGET
	Q3 2016	Q3 2015		
<b>Operating Revenues</b>	\$ 492.4	\$ 445.6	↑ 11%	
<b>Total Non-Interest Expenses</b>	\$ 418.1	\$ 384.6	9%	
<i>Variable Expenses % of Total Expenses</i>	58.4%	58.4%	0%	> 50%
<i>Non-variable Expenses</i>	\$ 174.2	\$ 160.2	↓ 9%	
<i>Total Compensation % of Operating Revenues</i>	40.2%	40.9%	-1%	< 40%
<b>Net Income from Continuing Operations</b>	\$ 37.9	\$ 34.6	↑ 10%	
<b>Return on Equity (Continuing Operations)</b>	12.4%	12.7%	0%	> 15%
<b>Average Investable Customer Funds</b>	\$ 1,831.9	\$ 1,809.4	1%	
<b>Rev. per Employee (Annualized)</b>	\$ 523,161	\$ 503,613	4%	> \$500k p.a
<b>Average # of Employees</b>	1,255	1,180	6%	

# Trailing Twelve Month (“TTM”) Trend



## Appendix – EBITDA Calculation, slides 7 and 11

<i>(in millions)</i>	QUARTERLY				
	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016
Trailing Twelve Months (TTM) EBITDA (non-GAAP) reconciliation					
<b>TTM net income from continuing operations attributable to INTL FCStone Inc. common stockholders</b>	<u>\$ 40.4</u>	<u>\$ 55.7</u>	<u>\$ 55.1</u>	<u>\$ 56.6</u>	<u>\$ 59.0</u>
<b>Add: TTM interest expense</b>	14.6	17.1	20.4	23.0	25.8
<b>Add: TTM depreciation and amortization</b>	7.2	7.2	7.2	7.6	8.0
<b>Add: TTM income tax expense</b>	16.3	22.4	21.5	21.9	23.7
<b>TTM EBITDA (non-GAAP)</b>	<u>\$ 78.5</u>	<u>\$ 102.4</u>	<u>\$ 104.2</u>	<u>\$ 109.1</u>	<u>\$ 116.5</u>