



EARNINGS CALL 2ND QUARTER 2020

May 7, 2020

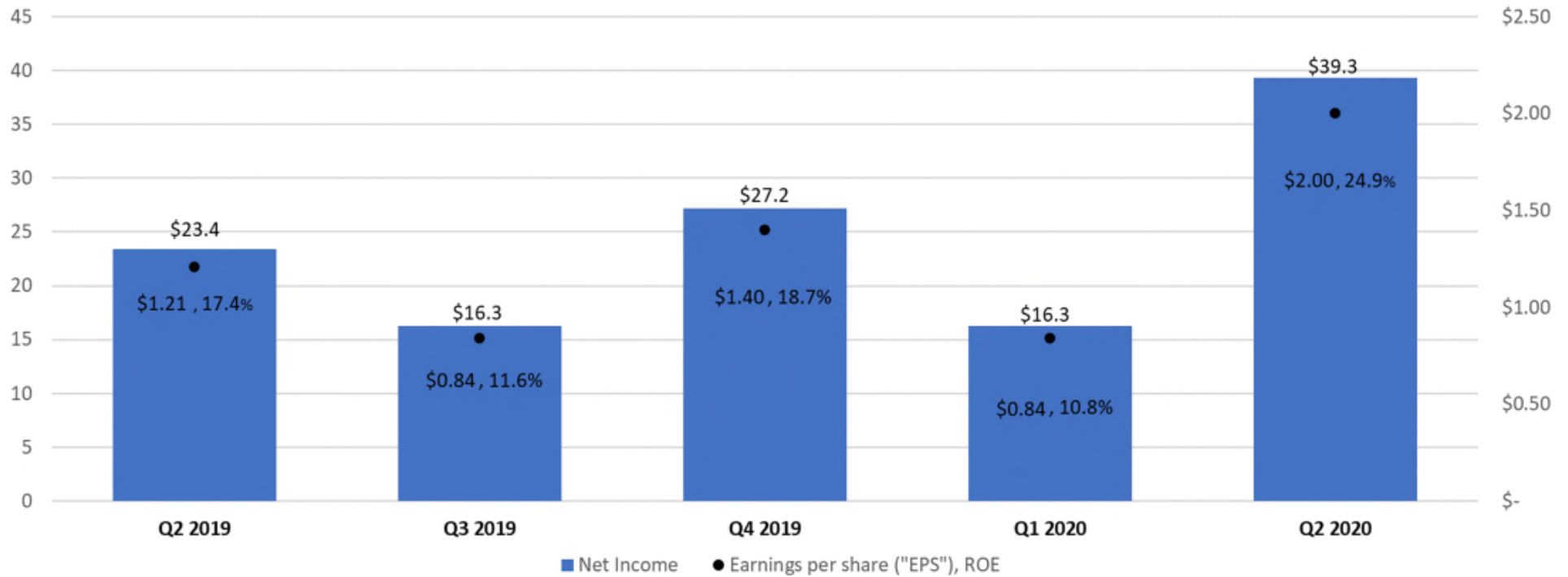
NASDAQ: INTL

Disclaimer

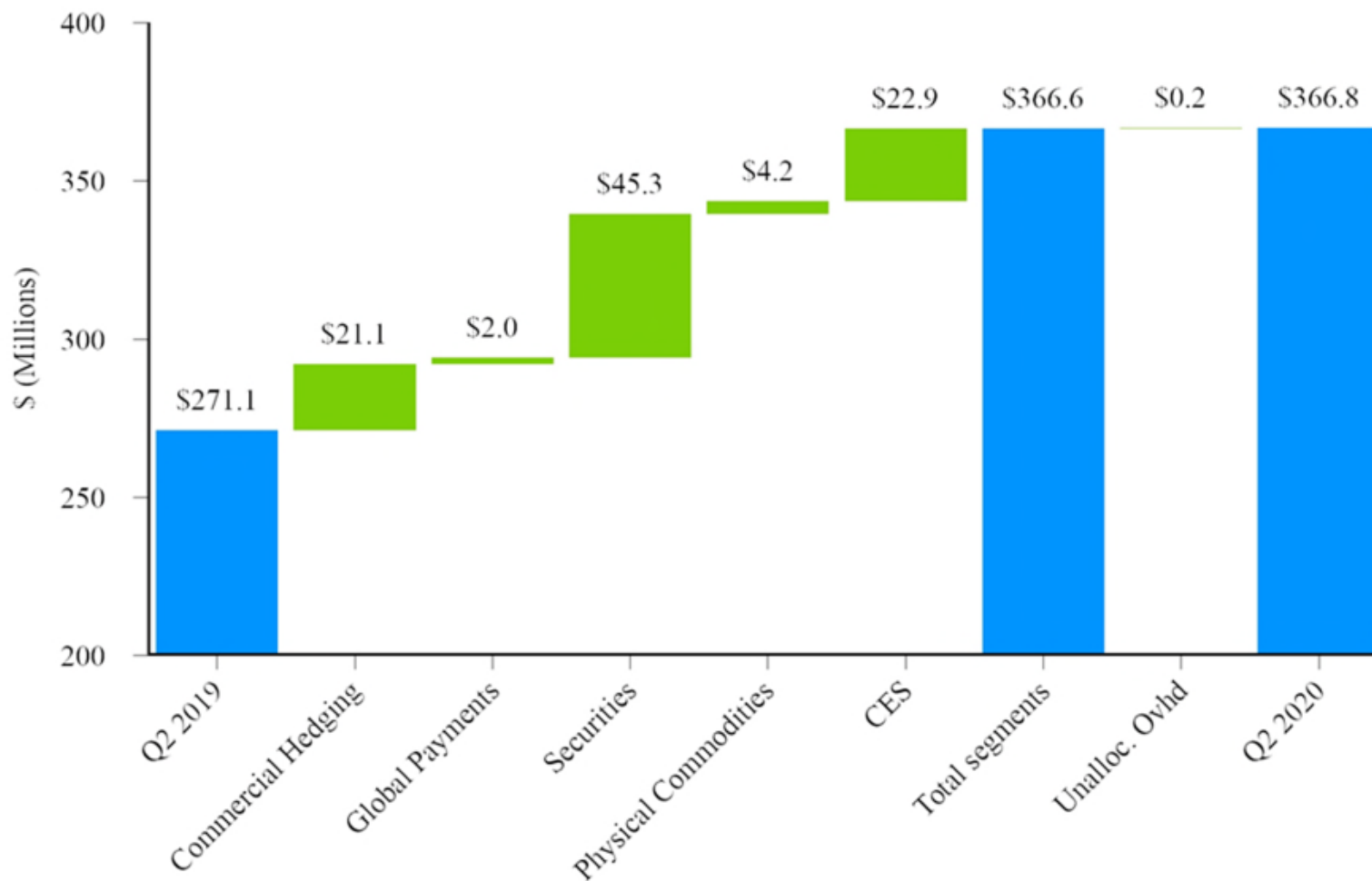
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Quarterly Performance Trend

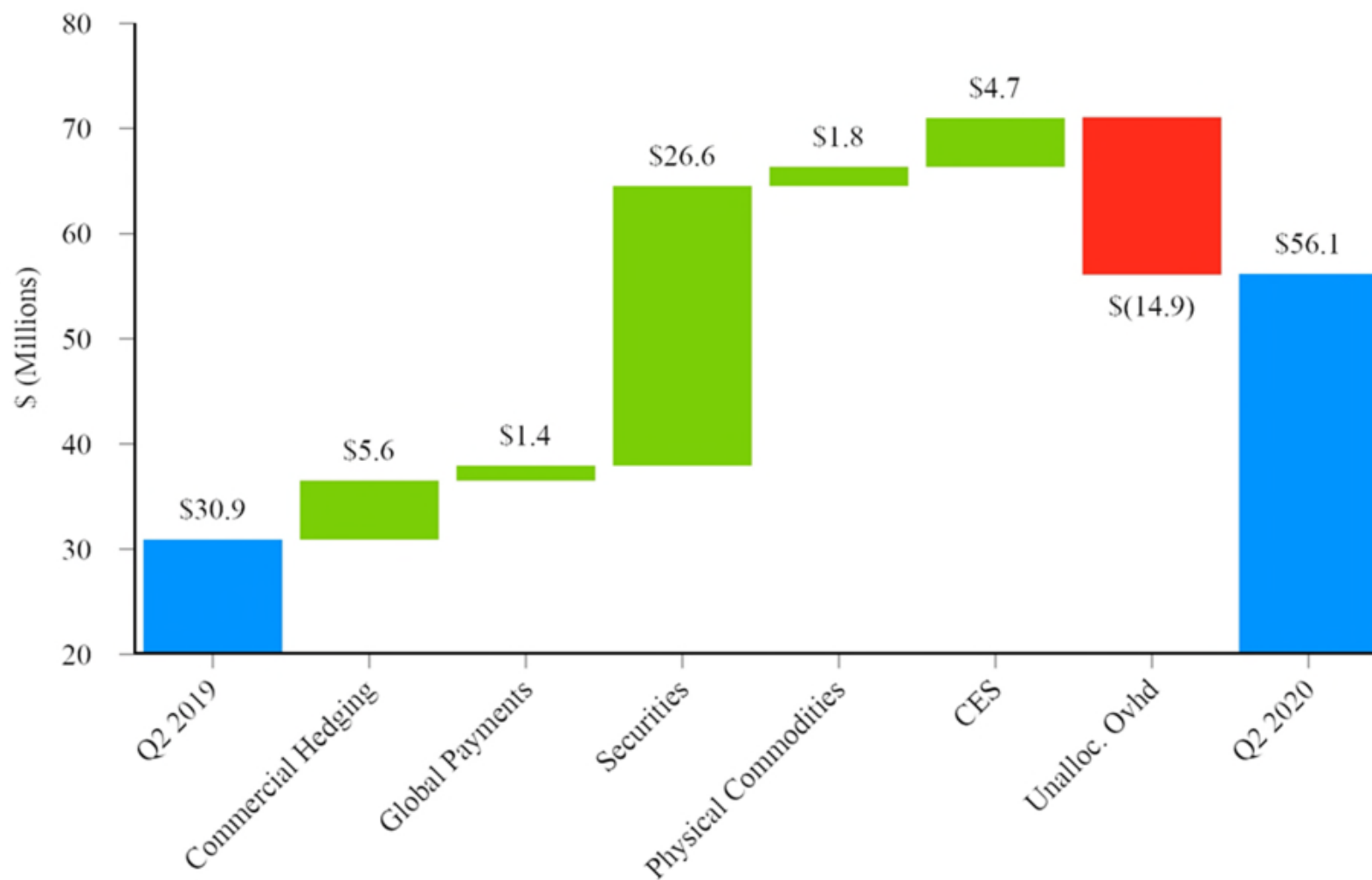
Financial Results



Changes in Operating Revenues by Segment Q2 2020 Compared to Q2 2019

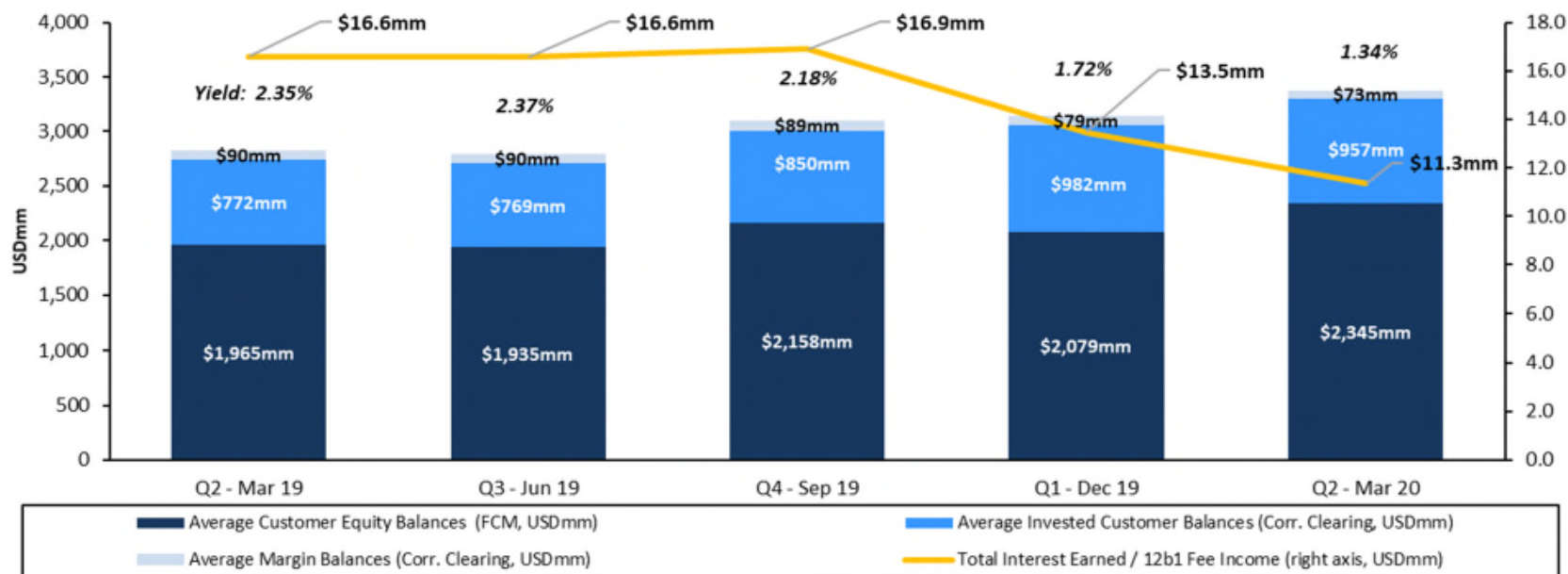


Changes in Segment Income by Segment Q2 2020 Compared to Q2 2019



Interest Rate Sensitivity

Average Customer Equity Balances & Interest Earnings by Quarter



Source: Average customer equity balances of the FCM division of INTL FCStone Financial Inc., includes average Correspondent Clearing (Sterne Agee) customer balances

Interest Rate Sensitivity

Potential Incremental Change in Net Interest & 12b1 Fees Earned (USDmm) ⁽²⁾		
Annual Rate Change (bps) ⁽¹⁾	Post-tax Effect on Net Income Up or Down ⁽³⁾	Incremental Effect on Post-tax EPS ⁽³⁾
25	4.5	\$0.24
50	9.1	\$0.47
75	13.6	\$0.71
100	18.1	\$0.94

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

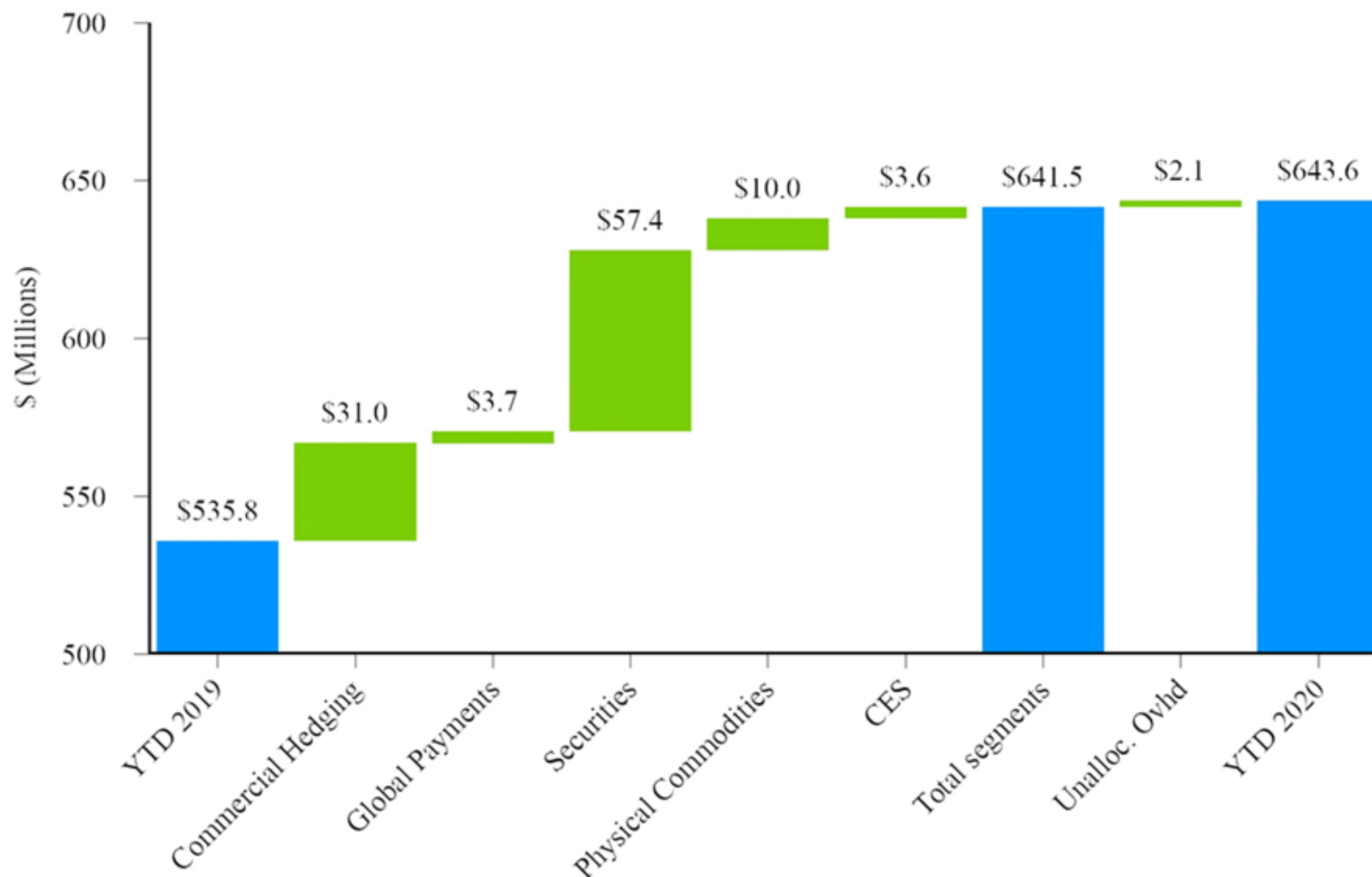
(2) Based off of total investable balances of \$3.9bn as of 3/31/20 (\$2.7bn from FCM and \$1.2bn from Correspondent Clearing funds). Net of incremental interest expense on variable rate debt, average balance of \$382.3mm at 3/31/2020

(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.

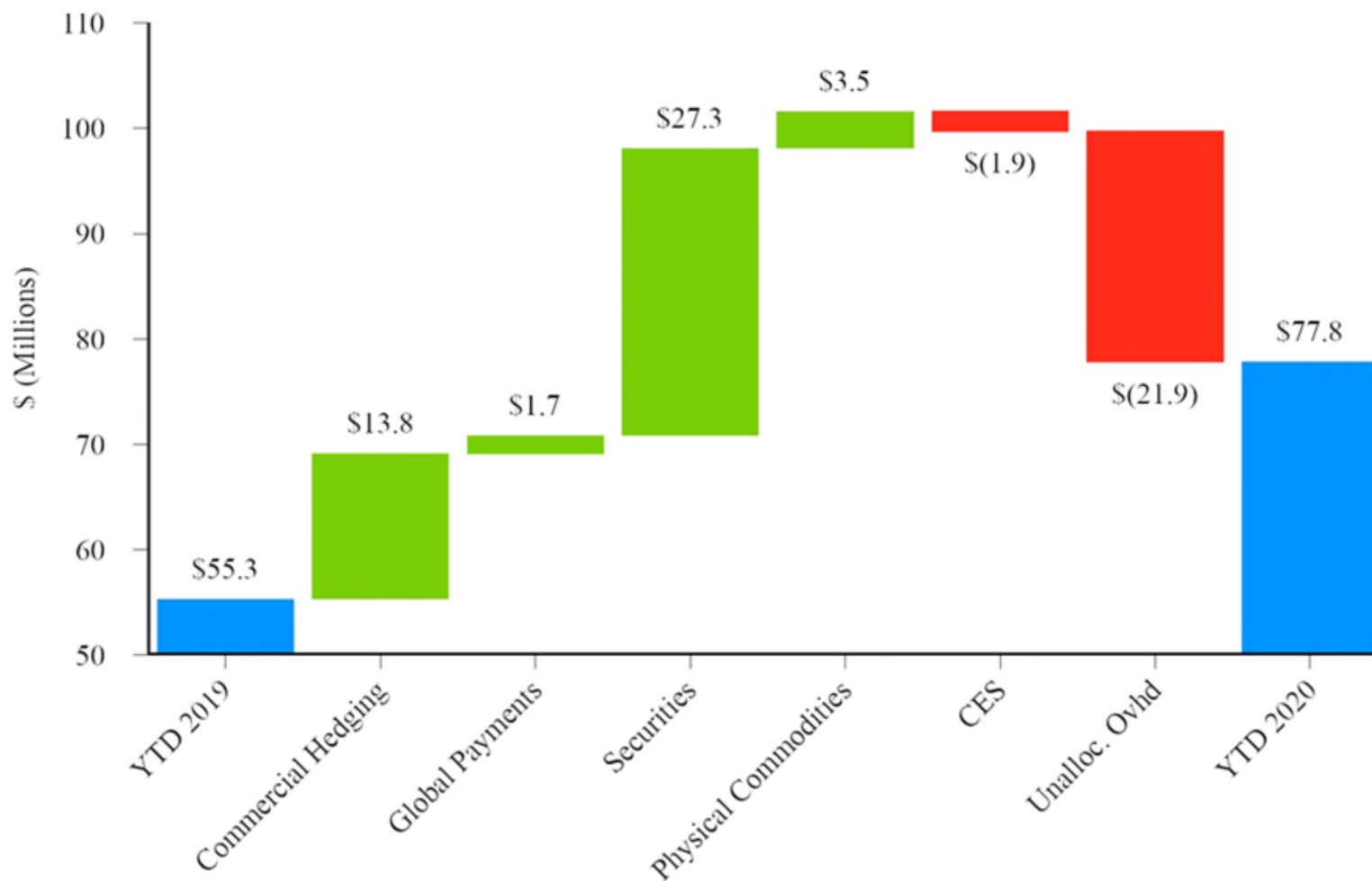
Quarterly Financial Dashboard

CONSOLIDATED	QUARTERLY		Variance	TARGET
	Q2 2020	Q2 2019		
<i>In millions, except per share and employee data</i>				
Operating Revenues	\$ 366.8	\$ 271.1	35%	
Total Non-Interest Expenses	\$ 280.7	\$ 207.2	35%	
<i>Variable Expenses % of Total Expenses</i>	62.7%	57.4%	5%	> 50%
<i>Non-variable Expenses</i>	\$ 104.7	\$ 88.3	19%	
<i>Total Compensation % of Operating Revenues</i>	37.3%	36.1%	1%	< 40%
Net Income	\$ 39.3	\$ 23.4	68%	
Net Income TTM	\$ 99.1	\$ 81.3	22%	
Return on Equity	24.9%	17.4%	7%	> 15%
Total Assets	\$ 10,870.9	\$ 9,407.7	16%	
INTL Stockholders' Equity	\$ 648.6	\$ 551.8	18%	
Average Investable Customer Funds	\$ 2,444.8	\$ 1,936.6	26%	
Rev. per Employee (Annualized)	\$ 691,779	\$ 595,117	16%	> \$500k p.a
Average # of Employees	2,121	1,822	16%	
Book Value per Share	\$ 33.75	\$ 28.89	17%	

Changes in Operating Revenues by Segment YTD 2020 Compared to YTD 2019



Changes in Segment Income by Segment YTD 2020 Compared to YTD 2019



Year to Date Financial Dashboard

CONSOLIDATED	YEAR TO DATE		Variance	TARGET
	Q2 2020	Q2 2019		
<i>In millions, except per share and employee data</i>				
Operating Revenues	\$ 643.6	\$ 535.8	20%	
Total Non-Interest Expenses	\$ 502.1	\$ 414.5	21%	
Variable Expenses % of Total Expenses	60.4%	60.1%	0%	> 50%
Non-variable Expenses	\$ 199.0	\$ 165.2	20%	
Total Compensation % of Operating Revenues	37.4%	34.9%	3%	< 40%
Net Income	\$ 55.6	\$ 41.6	34%	
Return on Equity	17.9%	15.8%	2%	> 15%
Average Investable Customer Funds	\$ 2,351.0	\$ 2,134.6	10%	
Rev. per Employee (Annualized)	\$ 616,183	\$ 605,073	2%	> \$500k p.a
Average # of Employees	2,089	1,771	18%	

Quarterly Segment Income

