



EARNINGS CALL 3RD QUARTER 2017

August 9, 2017

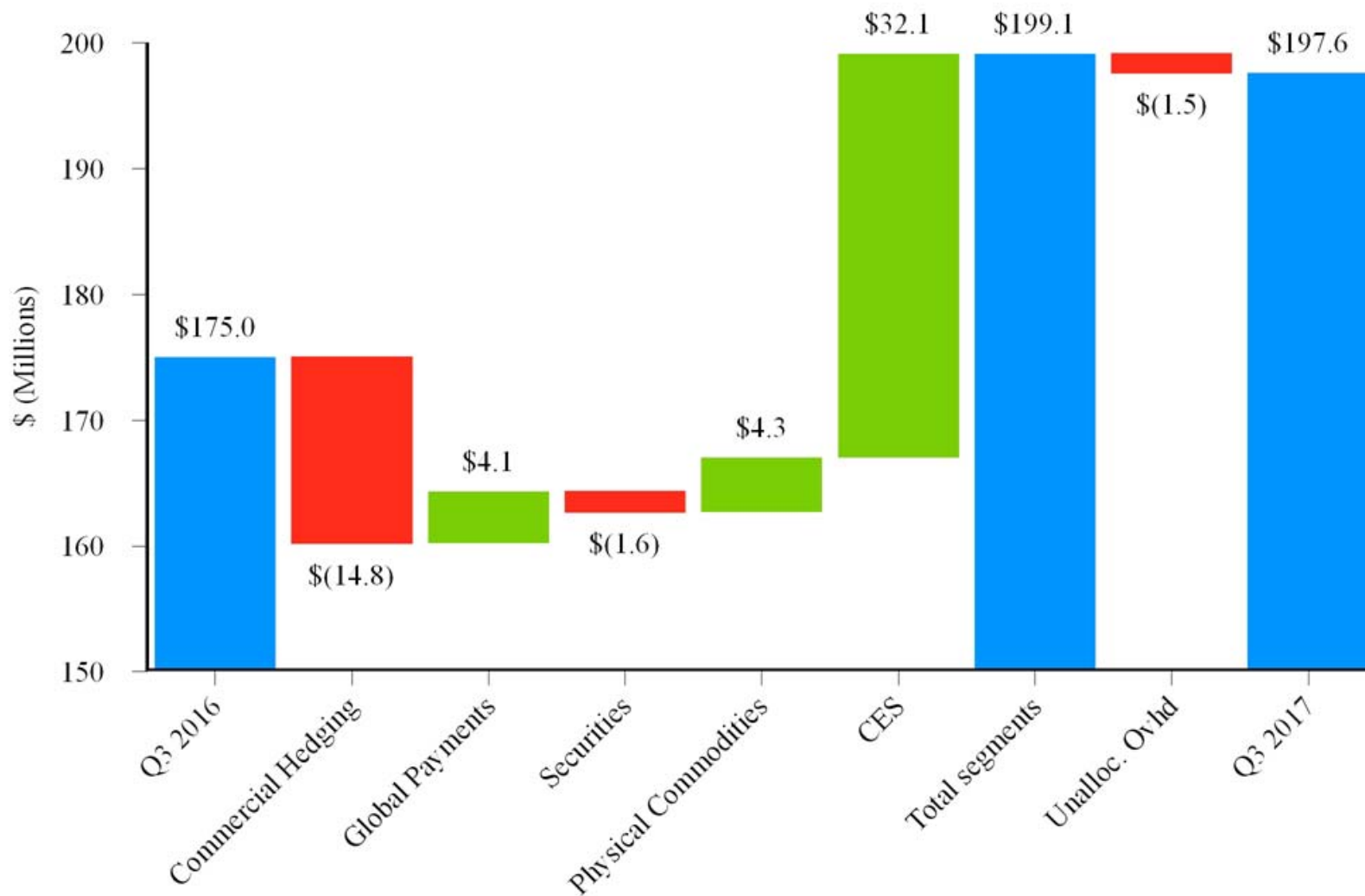
NASDAQ: INTL

Disclaimer

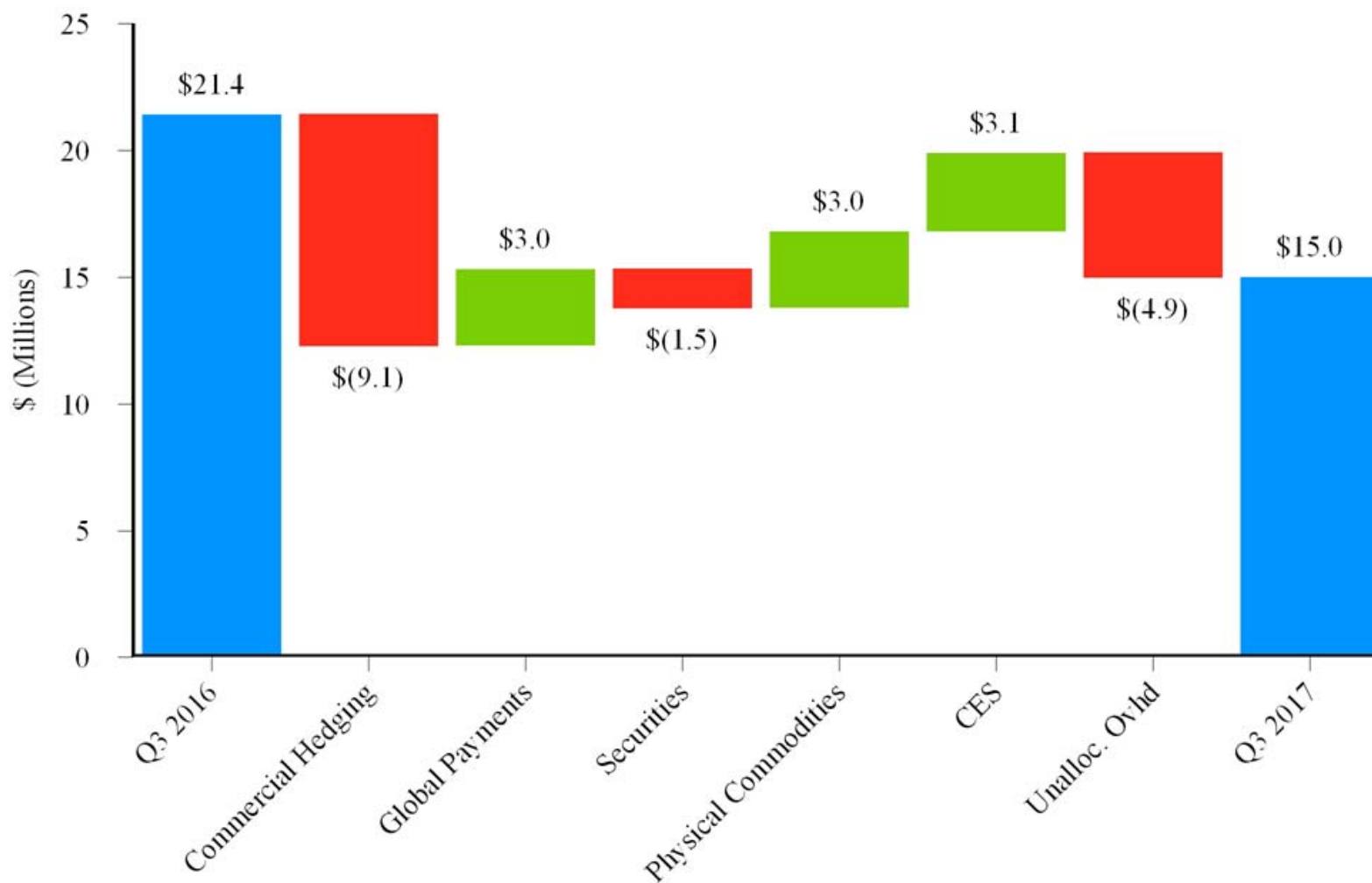
The following presentation should be taken in conjunction with the most recent financial statements and notes thereto as well as the most recent Form 10-Q or 10-K filed with the SEC. This presentation may contain "forward-looking statements" within the meaning of Section 27A of the Securities Act of 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, 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. Readers are cautioned that any forward-looking statements are not guarantees of future performance.

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 2017 Compared to Q3 2016

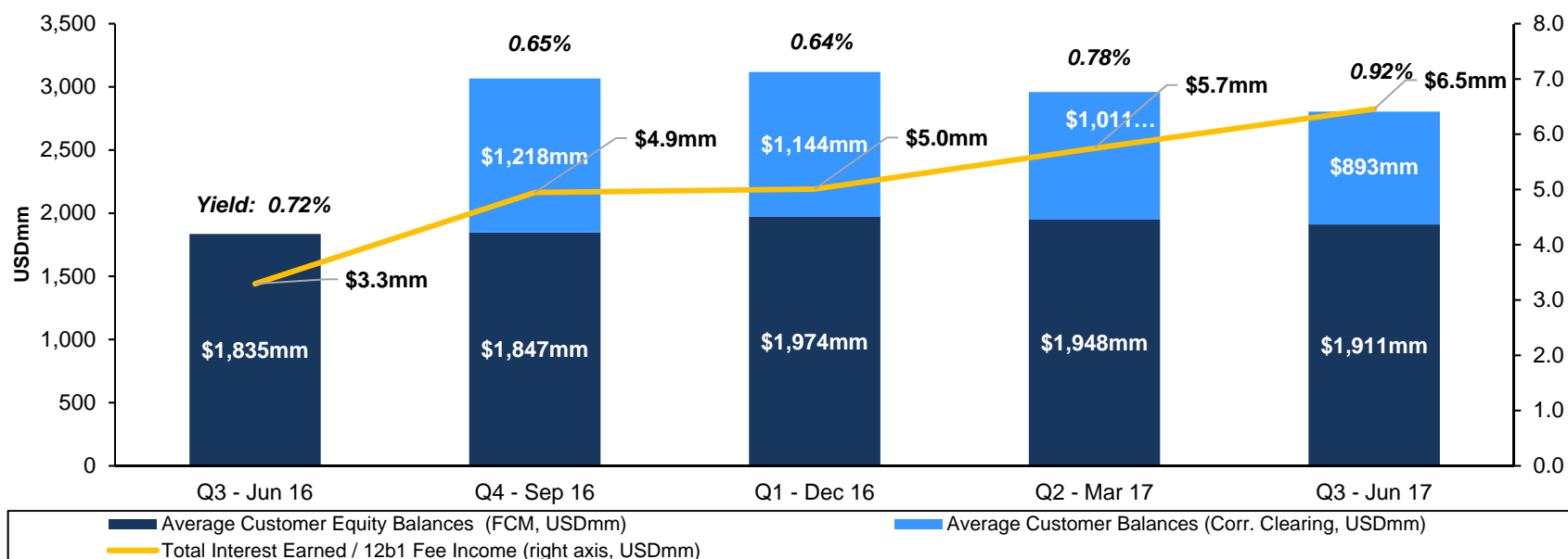


Changes in Segment Income by Segment Q3 2017 Compared to Q3 2016



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 beginning fiscal Q4 2016

Interest Rate Sensitivity

Annual Rate Increase (bps) ⁽¹⁾	Incremental Net Interest & 12b1 Fees Earned (USDmm) ⁽²⁾
25	5.4
50	10.8
75	16.1
100	21.5

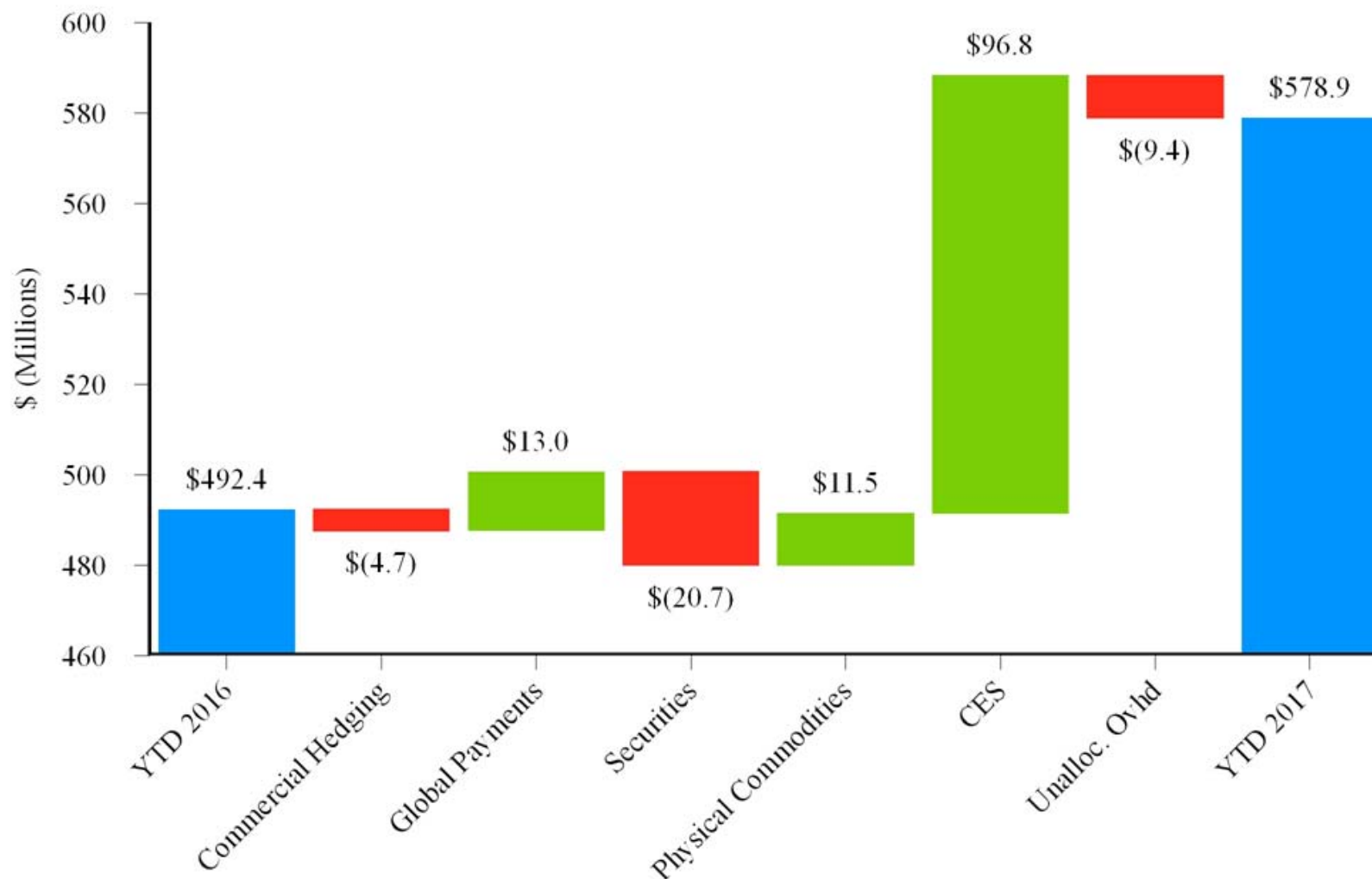
⁽¹⁾Assumes uniform, parallel shift in yield curve for presentation purposes; actual rate rise will impact our interest rate enhancement program in phases, with changes rolling in over time **5**

⁽²⁾Based off of total investable balances of \$2.8bn as of 6/30/17 (\$1.9bn from FCM and \$0.9bn from Correspondent Clearing funds). Net of Incremental Interest Expense on Variable Rate Debt, average balance of \$253.3mm at 6/30/2017

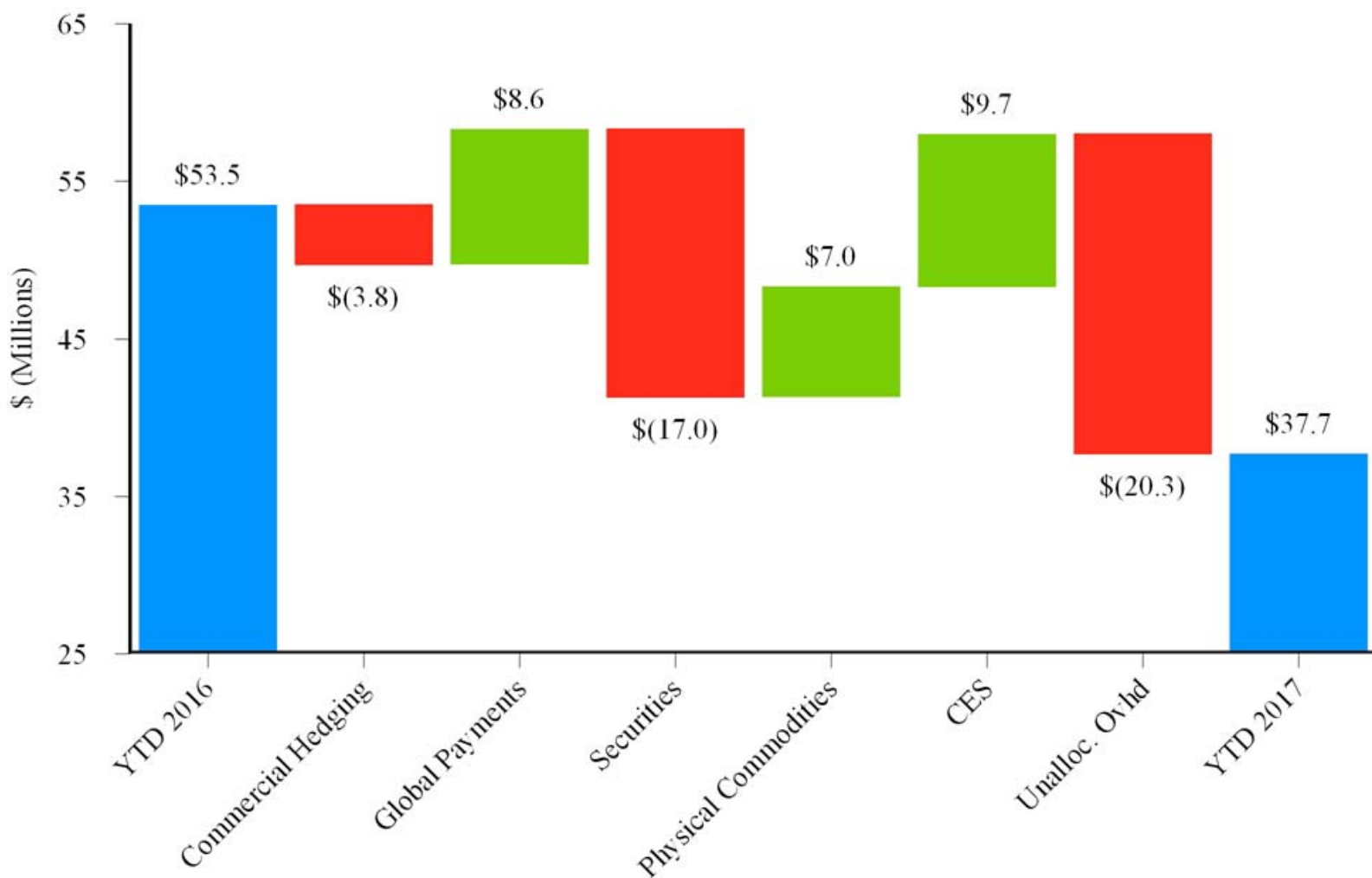
Quarterly Financial Dashboard

CONSOLIDATED	QUARTERLY		Variance	TARGET
	Q3 2017	Q3 2016		
<i>In millions, except per share and employee data</i>				
Operating Revenues	\$ 197.6	\$ 175.0	↑ 13%	
Total Non-Interest Expenses	\$ 171.4	\$ 145.9	17%	
Variable Expenses % of Total Expenses	56.6%	60.6%	-4%	> 50%
Non-variable Expenses	\$ 74.3	\$ 57.5	↓ 29%	
Total Compensation % of Operating Revenues	38.2%	39.7%	-1%	< 40%
Net Income from Continuing Operations	\$ 12.7	\$ 14.6	↓ -13%	
Net Income TTM from Continuing Operations	\$ 46.8	\$ 59.0	-21%	
EBITDA TTM from Continuing Operations	\$ 103.7	\$ 116.5	-11%	
Return on Equity (Continuing Operations)	10.9%	14.1%	↓ -3%	> 15%
Total Assets	\$ 6,195.9	\$ 6,065.9	2%	
INTL Stockholders' Equity	\$ 469.1	\$ 415.5	↑ 13%	
Average Investable Customer Funds	\$ 1,938.7	\$ 1,853.8	5%	
Rev. per Employee (Annualized)	\$ 496,798	\$ 553,765	↓ -10%	> \$500k p.a
Average # of Employees	1,591	1,264	26%	
Book Value per Share	\$ 25.08	\$ 22.58	↑ 11%	

Changes in Operating Revenues by Segment YTD 2017 Compared to YTD 2016



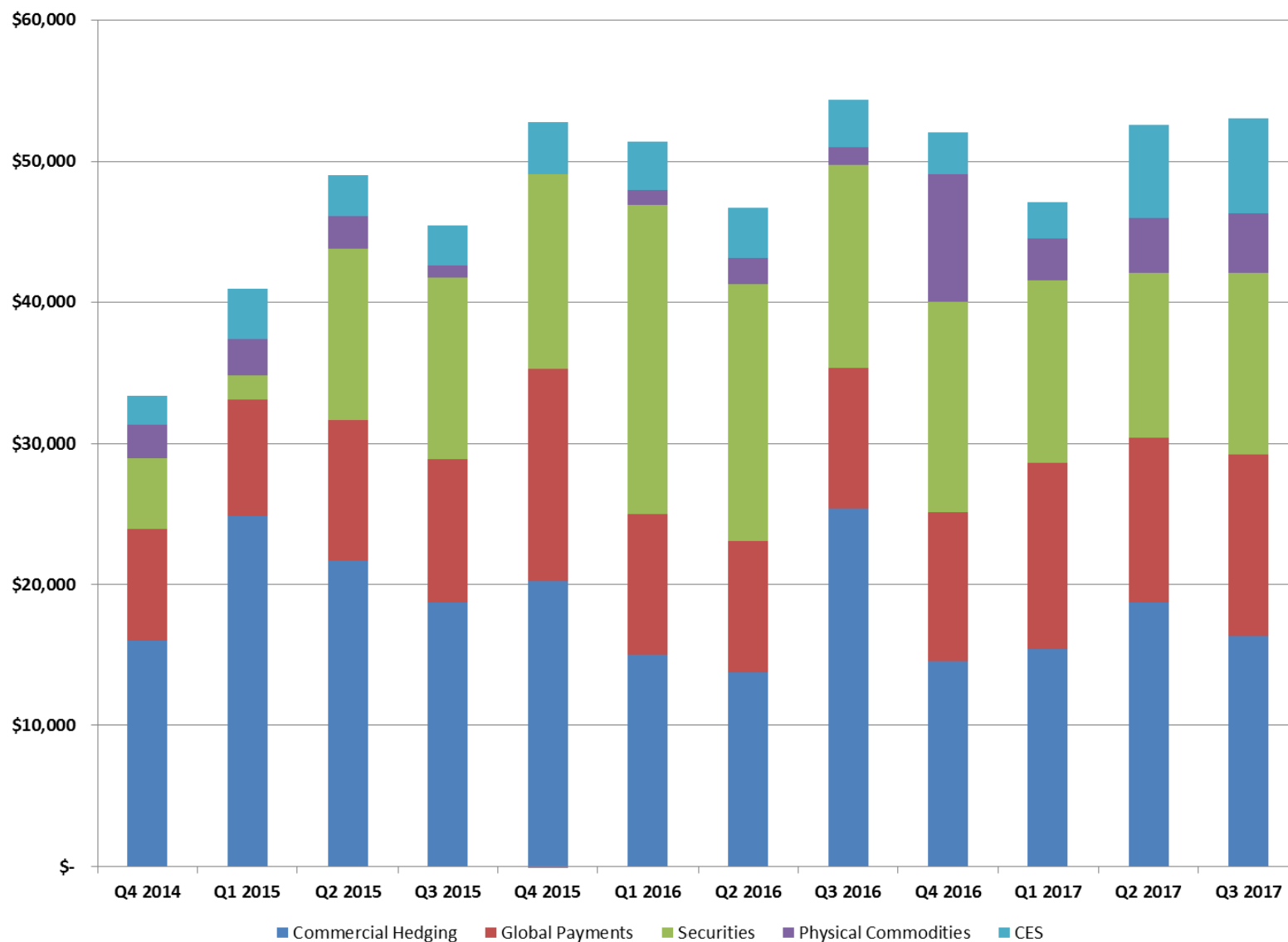
Changes in Segment Income by Segment YTD 2017 Compared to YTD 2016



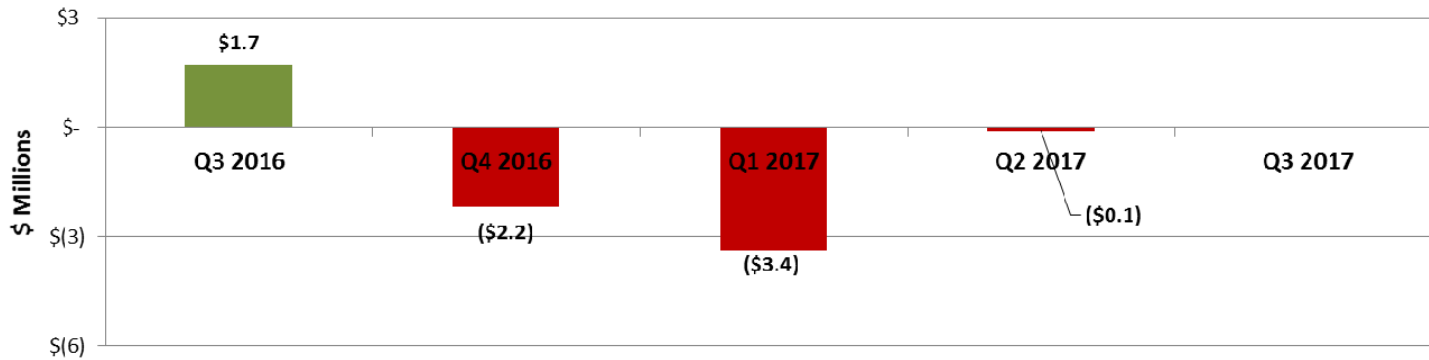
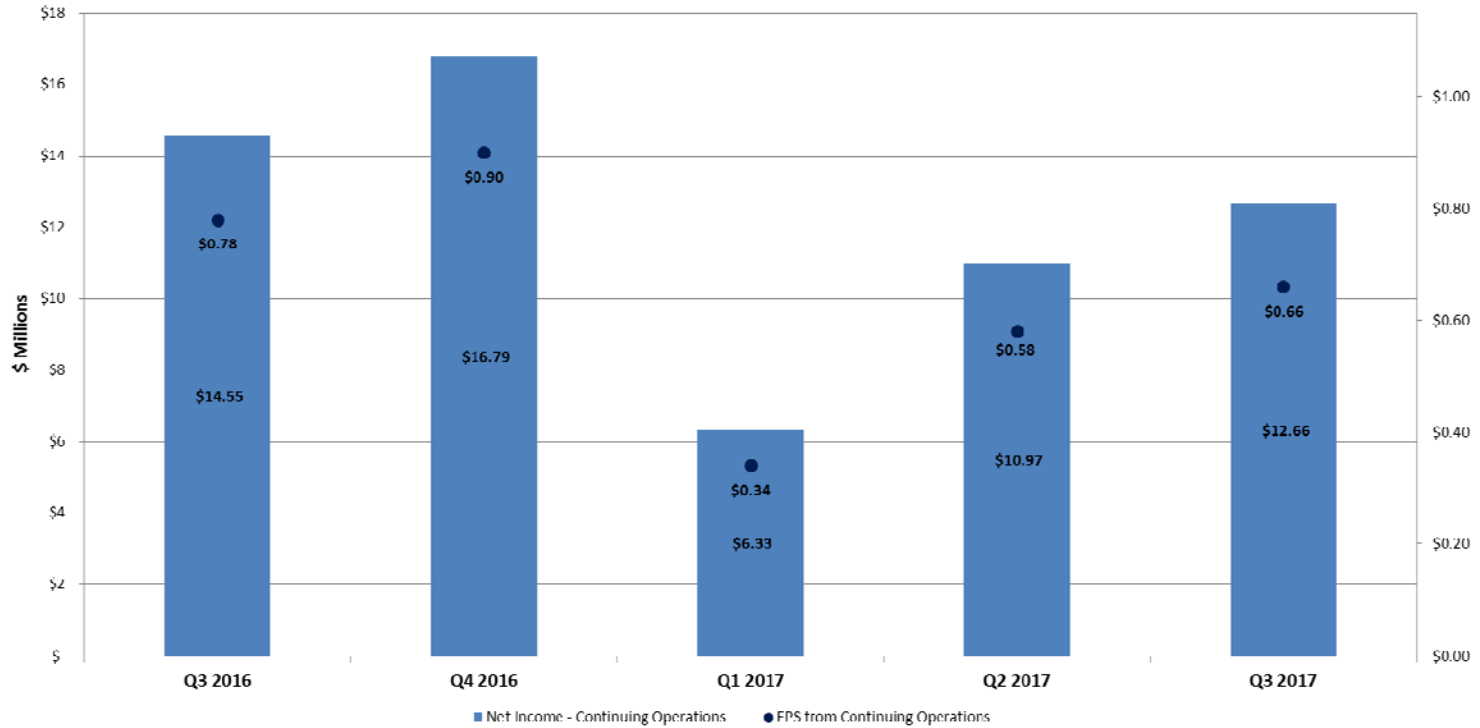
Year to Date Financial Dashboard

CONSOLIDATED <i>In millions, except per share and employee data</i>	YEAR TO DATE		Variance	TARGET
	Q3 2017	Q3 2016		
Operating Revenues	\$ 578.9	\$ 492.4	↑ 18%	
Total Non-Interest Expenses	\$ 511.1	\$ 418.1	22%	
<i>Variable Expenses % of Total Expenses</i>	57.1%	58.4%	↓ -1%	> 50%
<i>Non-variable Expenses</i>	\$ 219.1	\$ 174.2	↓ 26%	
<i>Total Compensation % of Operating Revenues</i>	38.5%	40.2%	-2%	< 40%
Net Income from Continuing Operations	\$ 30.0	\$ 37.9	↓ -21%	
Return on Equity (Continuing Operations)	8.8%	12.4%	↓ -4%	> 15%
Average Investable Customer Funds	\$ 2,010.8	\$ 1,831.9	10%	
Rev. per Employee (Annualized)	\$ 496,678	\$ 523,161	-5%	> \$500k p.a
Average # of Employees	1,554	1,255	24%	

Quarterly Segment Income

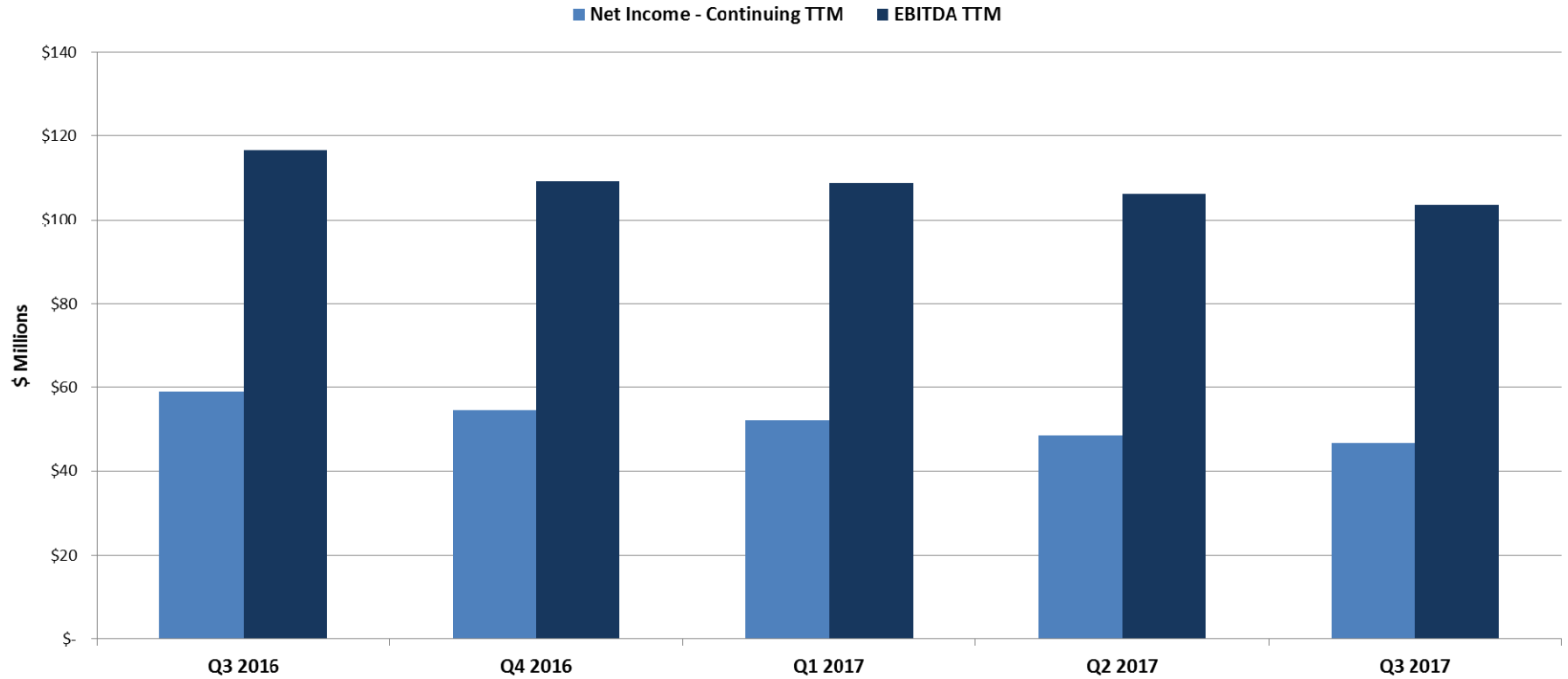


Quarterly Performance Trend



After tax MTM (loss) gain on Interest Rate Program

Trailing Twelve Month (“TTM”) Trend



Appendix – EBITDA Calculation, slides 7 and 9

<i>(in millions)</i>	QUARTERLY				
	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
Trailing Twelve Months (TTM) EBITDA (non-GAAP) reconciliation					
TTM net income from continuing operations attributable to INTL FCStone Inc. common stockholders	<u>\$ 59.0</u>	<u>\$ 54.7</u>	<u>\$ 52.2</u>	<u>\$ 48.7</u>	<u>\$ 46.8</u>
Add: TTM interest expense	25.8	28.3	31.2	34.1	37.6
Add: TTM depreciation and amortization	8.0	8.2	8.7	8.9	9.2
Add: TTM income tax expense	23.7	18.0	16.8	14.6	10.1
TTM EBITDA (non-GAAP)	<u>\$ 116.5</u>	<u>\$ 109.2</u>	<u>\$ 108.9</u>	<u>\$ 106.3</u>	<u>\$ 103.7</u>