

# GFI GROUP INC. FACT SHEET



GFI Group Inc. (NYSE: GFIG) is a leading intermediary in the global OTC and listed markets offering an array of sophisticated trading technologies and products to a broad range of financial market participants. More than 2,500 institutional clients benefit from GFI's know-how and experience in operating electronic and hybrid markets for cash and derivative products across multiple asset classes, including fixed income, interest rates, foreign exchange, equities, and energy and commodities.

Fixed Income  
Financials  
Equity  
Commodity  
Trading Systems  
Data & Analytics  
Clearing

## KEY FACTS

**Trading symbol**  
NYSE: GFIG

**Total Revenues (Non-GAAP) 2013**  
\$900.0 Million

**Average Diluted Shares Outstanding (For the year ended 12/31/13)**  
119.1 Million

**Trailing 12 Month Dividend (12/31/13)**  
\$0.15

**IPO**  
January 2005

**Founded**  
1987

**Employees as of 12/31/13**  
2,087

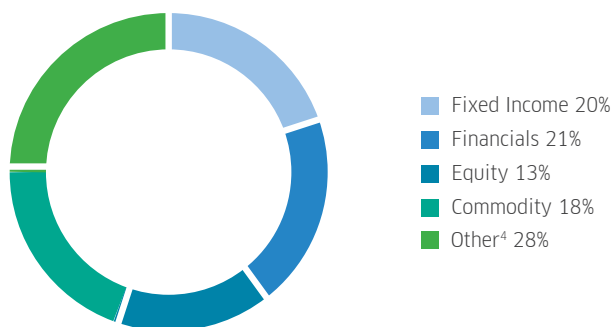
**Headquarters**  
New York

**Offices**  
New York, Bogota, Buenos Aires, Lima, Mexico City, Santiago, Sugar Land (TX), London, Brussels, Cape Town, Dubai, Dublin, Madrid, Nyon, Paris, Tel Aviv, Singapore, Hong Kong, Manilla, Seoul, Shanghai, Sydney, Tokyo,

## Financial Highlights - Non-GAAP<sup>1</sup> (dollars in millions except for per share and headcount amounts)

	2009	2010	2011	2012	2013
Total Revenues <sup>2</sup>	\$816.0	\$861.6	\$1,009.2	\$919.1	\$900.0
Revenues, net of interest and transaction-based expenses <sup>2</sup>	785.6	794.0	874.5	781.5	745.5
Income before provision for income taxes	60.5	45.3	44.5	10.5	15.6
Net Income	39.0	33.6	26.5	8.9	9.1
Basic earnings per share <sup>3</sup>	0.33	0.28	0.22	0.08	0.08
Diluted earnings per share <sup>3</sup>	0.32	0.27	0.21	0.07	0.07
Brokerage personnel period-end headcount	1,082	1,161	1,271	1,188	1,121
Employee period-end headcount	1,768	1,990	2,176	2,062	2,087
Total assets <sup>2</sup>	\$954.9	\$1,273.8	\$1,190.5	\$1,180.1	\$1,161.5
Stockholders' Equity <sup>2</sup>	487.5	494.1	447.2	425.1	407.3

## 2013 Total Revenues (Year ending December 31, 2013)



- The Company uses certain non-GAAP measures of financial performance. These Non-GAAP financial measures currently exclude from the Company's statement of income amortization of acquired intangibles and certain other items that management views as non-operating, non-recurring or non-cash as detailed in the GAAP to non-GAAP reconciliations posted to the Company's investor relations website.
- Prior year amounts presented here have been adjusted to conform to their current presentation.
- On March 31, 2008, GFI Group Inc. completed a four-to-one stock split in the form of a stock dividend to shareholders. Earnings per share reflect the effect of this stock split on historical earnings per share.
- Includes revenues from clearing services, software, analytics and market data, interest and other income.

## Public Relations

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### OUR MARKET FOCUS

- To serve the global demand for market liquidity in a range of sophisticated financial products
- To provide less commoditized derivative and related cash products in which skilled liquidity aggregation and transaction execution are highly valued
- To address the needs of financial institutions and exchanges for electronic trading platforms, analytics and market data

### OUR STRATEGY

- Enhance our leading positions in key markets
- Continue to leverage technology to gain market share and improve margins
- Continue to identify and develop new products and high growth markets
- Align our business with financial regulation
- Expand our operations and customer base through business acquisitions

### OUR COMPETITIVE STRENGTHS

- Expertise in liquidity formation in OTC cash and derivative markets
- Strong brand and leading positions in key markets
- Ability to build and deploy technology
- Experienced senior management, brokers and technology staff
- Diverse product and service offerings

### TRADING PLATFORMS

GFI CreditMatch®  
GFI ForexMatch®  
EnergyMatch®  
EnergyMatch® Europe  
RatesMatch®  
Trayport® Joule  
GFI Direct

### ACQUISITIONS

Amerex Energy North America  
Trayport Ltd.  
The Kyte Group  
Starsupply® Petroleum LLC  
Century Chartering Ltd  
FENICS Limited  
Brains Inc. Limited

### STRATEGIC PARTNERSHIPS

ACM Shipping  
CBRE  
McQuilling Brokerage Partners  
MICROmega Securities

## Completing the Life-Cycle of the Trade

FENICS® analytics  
Market data  
Equity research



STP  
Trade confirmation  
Clearing links  
FENICS Professional<sup>SM</sup>

GFI CreditMatch®  
EnergyMatch®  
EnergyMatch® Europe  
Trayport® Joule  
GFI ForexMatch®  
RatesMatch®  
GFI Direct

### AWARDS

#### FOW INTERNATIONAL AWARDS 2013

Interdealer Broker of the Year

#### FX WEEK e AWARDS 2013

Best Currency Options Broker

#### RISK INTERDEALER

#### RANKINGS 2013

No.1 Credit Broker

#### DERIVATIVES WEEK GLOBAL

#### DERIVATIVES AWARDS 2013

Credit & FX Interdealer Broker of the Year

#### PROFIT & LOSS READERS'

#### CHOICE AWARDS 2013

GFI ForexMatch® - Best FX Options Matching

GFI ForexMatch® - Best Emerging Market Platform

GFI Direct - Best FX Options Request for Stream

#### RISK & ENERGY RISK COMMODITY RANKINGS 2013

No.1 Power Broker