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June 2009 Presentation

Chairman & CEO Howard W. Lutnick

Sandler O'Neill Global Exchange and Electronic Trading Conference

Discussion of Forward-Looking Statements

The information in this presentation should be read together with BGC Partners, Inc. consolidated financial statements and notes to those statements, included elsewhere in this document. When used herein, the terms “BGC Partners,” “BGC” the “Company,” “we,” “us” and “our” refer to BGC Partners, Inc., including consolidated subsidiaries. This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended (the “Exchange Act”). Such statements are based upon current expectations that involve risks and uncertainties. Any statements contained herein that are not statements of historical fact may be deemed to be forward-looking statements. For example, words such as “may,” “will,” “should,” “estimates,” “predicts,” “potential,” “continue,” “strategy,” “believes,” “anticipates,” “plans,” “expects,” “intends” and similar expressions are intended to identify forward-looking statements.

Our actual results and the outcome and timing of certain events may differ significantly from the expectations discussed in the forward-looking statements. Factors that might cause or contribute to such a discrepancy include, but are not limited to: our relationship with Cantor Fitzgerald, L.P. and its affiliates (“Cantor”) and any related conflicts of interest, competition for and retention of brokers and other managers and key employees, reliance on Cantor for liquidity and capital and other relationships; pricing and commissions and market position with respect to any of our products and services and those of our competitors; the effect of industry concentration and reorganization, reduction of customers and consolidation; liquidity, clearing capital requirements and the impact of recent credit market events; market conditions, including trading volume and volatility, and further deterioration of the equity and debt capital markets; economic or geopolitical conditions or uncertainties; the extensive regulation of the Company’s businesses, changes in regulations relating to the financial services industry, and risks relating to compliance matters; factors related to specific transactions or series of transactions, including credit, performance and unmatched principal risk, as well as counterparty failure; the costs and expenses of developing, maintaining and protecting intellectual property, including judgments or settlements paid or received in connection with intellectual property, or employment or other litigation and their related costs; certain financial risks, including the possibility of future losses and negative cash flow from operations, potential liquidity and other risks relating to the ability to obtain financing and risks of the resulting leverage, as well as interest and currency rate fluctuations; the ability to enter new markets or develop new products, trading desks, marketplaces or services and to induce customers to use these products, trading desks, marketplaces or services and to secure and maintain market share; the ability to enter into marketing and strategic alliances and other transactions, including acquisitions, dispositions, reorganizations, partnering opportunities and joint ventures, and the integration of any completed transactions; the ability to hire new personnel; the ability to expand the use of technology for our hybrid platform, including screen-assisted, voice-assisted and fully electronic trading; effectively managing any growth that may be achieved; financial reporting, accounting and internal control factors, including identification of any material weaknesses in our internal controls and our ability to prepare historical and pro forma financial statements and reports in a timely manner; the effectiveness of risk management policies and procedures; the ability to meet expectations with respect to payment of dividends, distributions and repurchases of our common stock or purchases of BGC Holdings, L.P. (“BGC Holdings”) limited partnership interests or other equity interests in our subsidiaries, including from Cantor, our executive officers, and our employees; and the risks and other factors described herein under the heading “Item 1A—Risk Factors” in most recent Form 10-k filed with the SEC on March 16, 2009 and any subsequent periods.

The foregoing risks and uncertainties, as well as those risks discussed under the heading “Item 7A—Quantitative and Qualitative Disclosures About Market Risk” and elsewhere in this our most recent 10-K, may cause actual results to differ materially from the forward-looking statements. The information included herein is given as of the filing date of our most recent Form 10-K with the SEC, and future events or circumstances could differ significantly from these forward-looking statements. The Company does not undertake to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

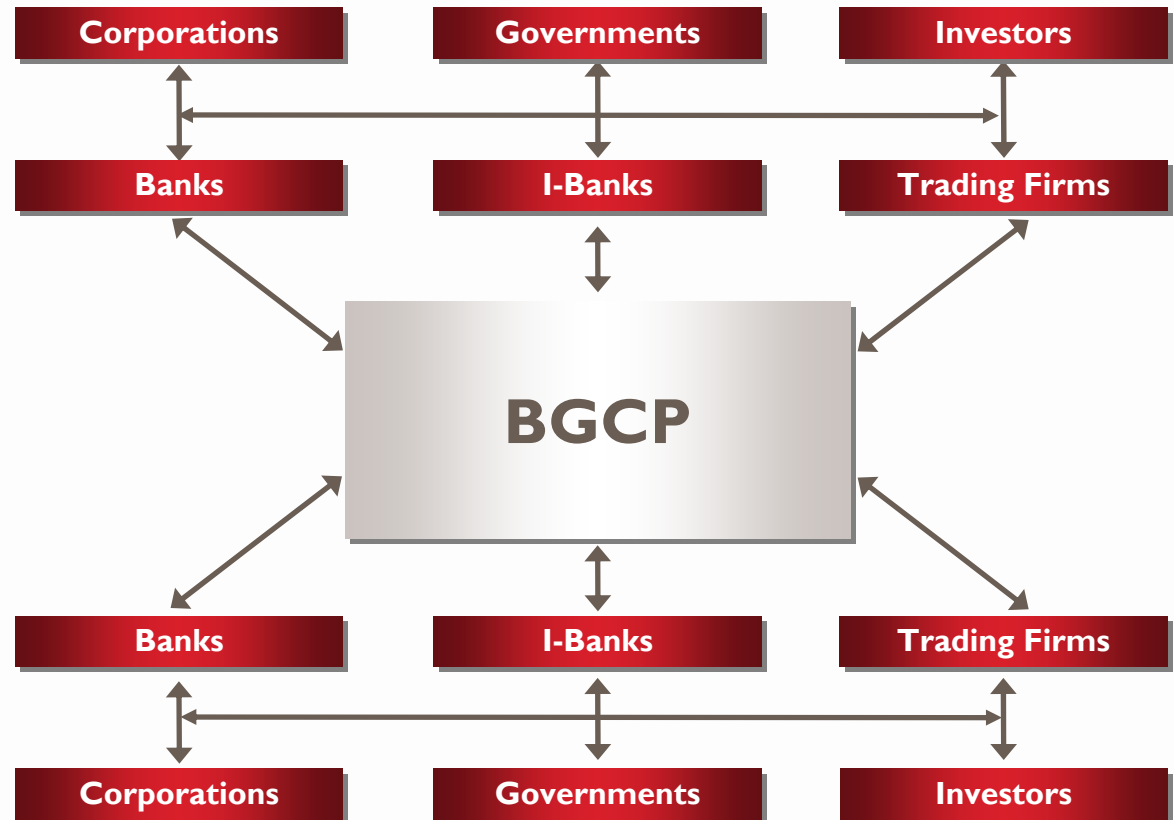
This discussion summarizes the significant factors affecting our results of operations and financial condition. This discussion is provided to increase the understanding of, and should be read in conjunction with, our Consolidated Financial Statements and the accompanying Notes thereto included elsewhere in our most recent Form 10-K .



Overview

BGCP → What We Do





- BGC = Inter-Dealer Broker ("IDB")
- IDBs facilitate wholesale financial services between banks, investment banks, and broker dealers
- Many IDB markets ≈ OTC version of an exchange for anything *not* traded on an exchange (Treasuries, FX Options, Swaps, Credit Derivatives, etc.)
- IDBs also broker listed products
- Market neutral - do not make proprietary trades to bet on the market and retain no balance sheet risk



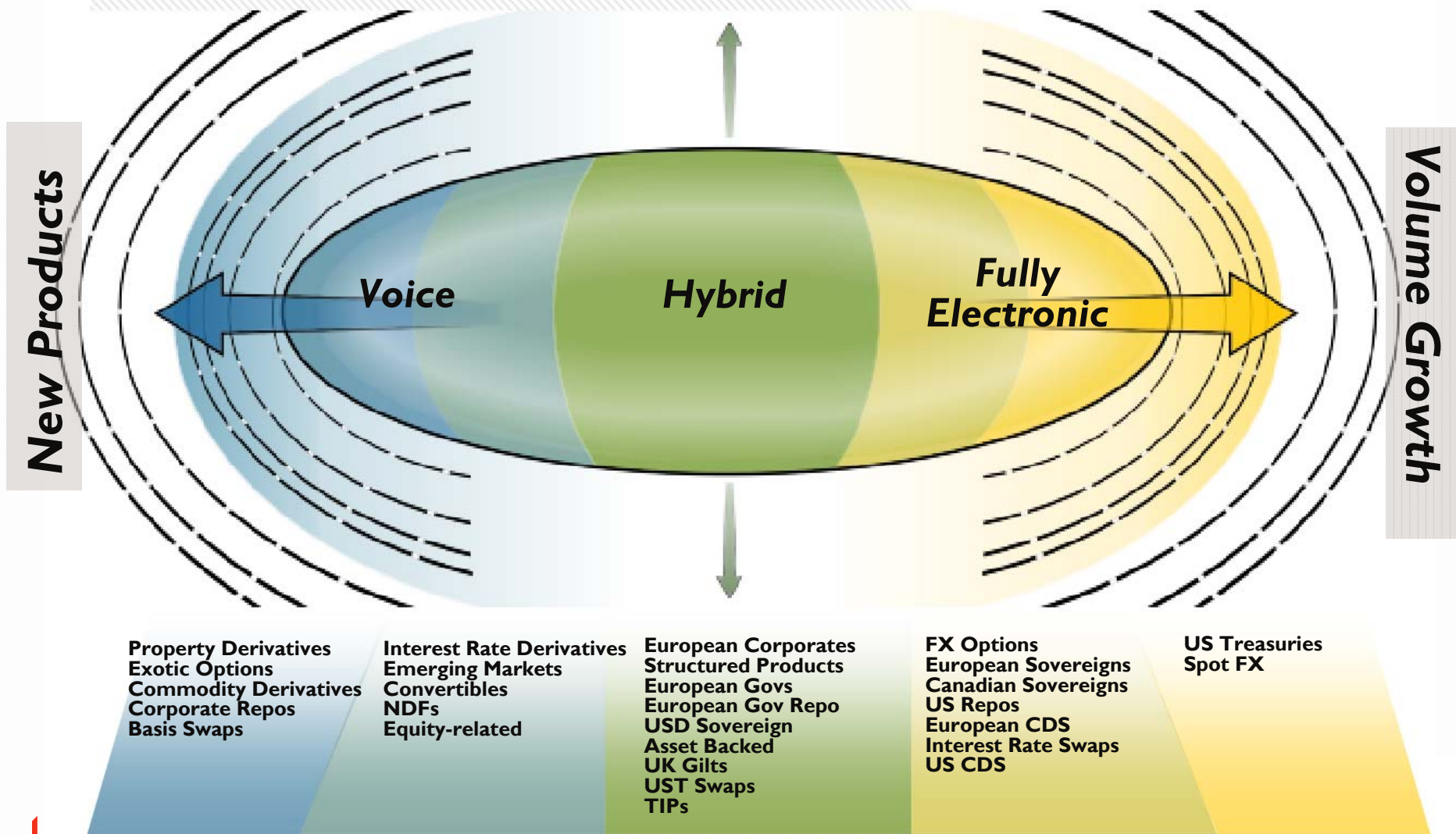
Investment Highlights

- Leading voice, hybrid and fully electronic inter-dealer broker in key products and geographies
- World-class technology and pioneer in developing electronic marketplaces
- Deep and experienced management team with ability to attract and retain key talent
- Track record of successful acquisitions and integration
- Highly leverageable financial model
- Should benefit from changing markets
- Exciting prospects for ELX and other new ventures

Business Overview

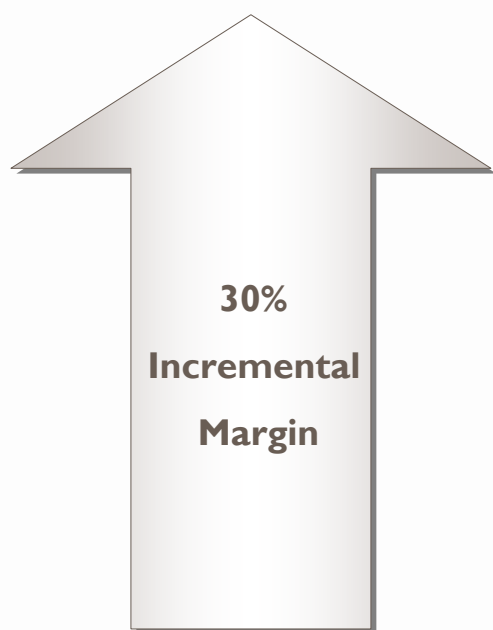
Voice / Hybrid Broking	Electronic Broking	Market Data/ Software Solutions
<p>→ Key products include:</p> <ul style="list-style-type: none"> • Rates • Credit • Foreign Exchange • Equity Derivatives <p>→ 1,270 brokers</p> <p>→ Over 150 desks</p>	<p>→ Key products include:</p> <ul style="list-style-type: none"> • Treasuries • Credit Default Swaps • FX Options • European Government Bonds • Canadian Sovereigns <p>→ Proprietary network connected to the global financial community</p> <p>→ Substantial investments in creating proprietary technology / network</p>	<p>→ Develops and markets real-time proprietary pricing data</p> <p style="text-align: center;">+</p> <p>→ Provider of customized screen-based solutions which enable clients to develop electronic marketplaces</p>
	<p>BGC Trader</p> 	 

Technology + New Products = Expanded Markets

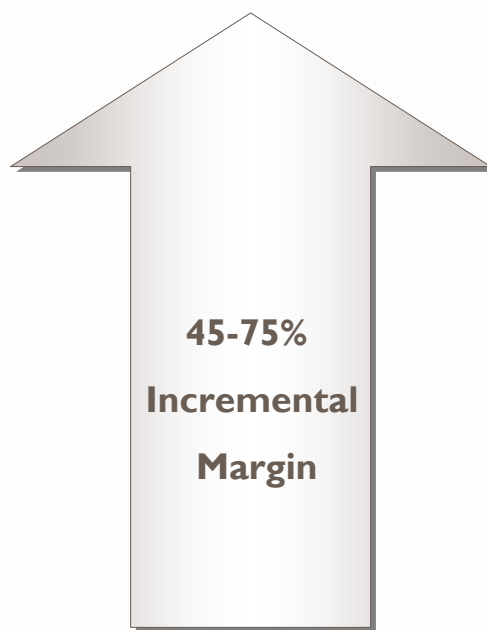


Significant Leverage Through Scale and Technology

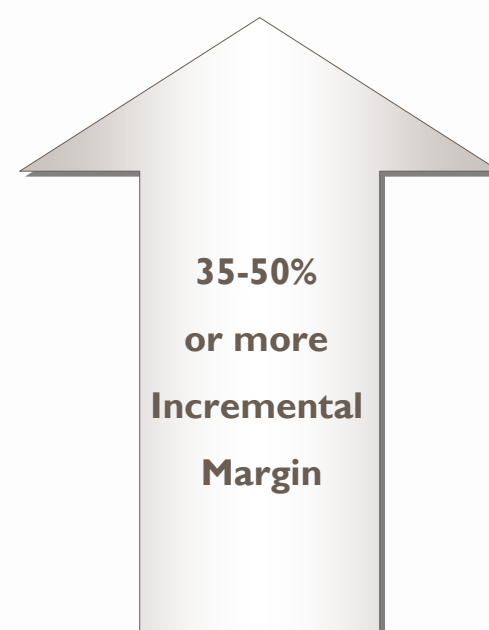
Pre-Tax Distributable Earnings Contribution



Hybrid Brokerage

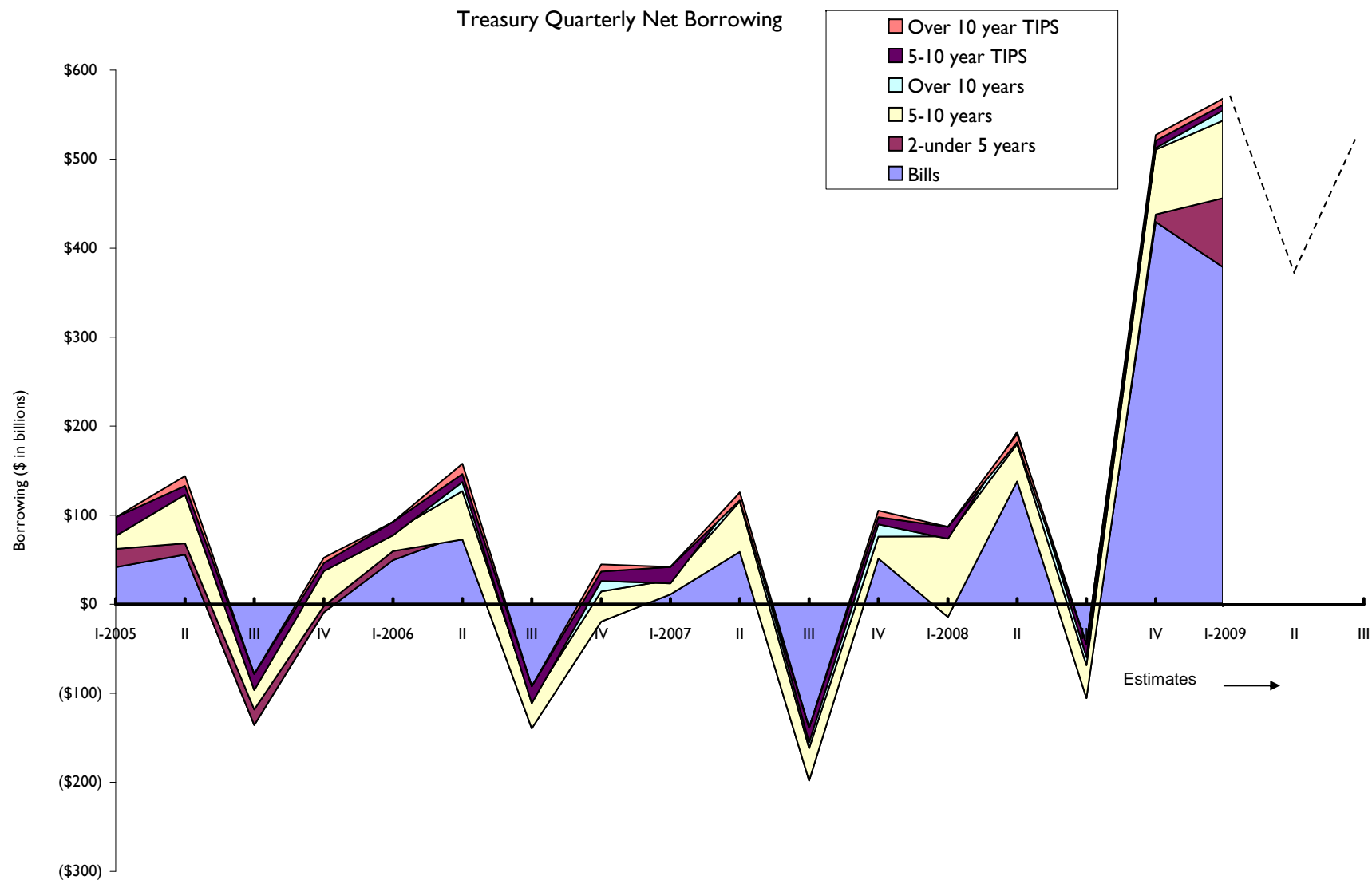


Fully Electronic



Market Data and Software

Record U.S. Treasury Issuance



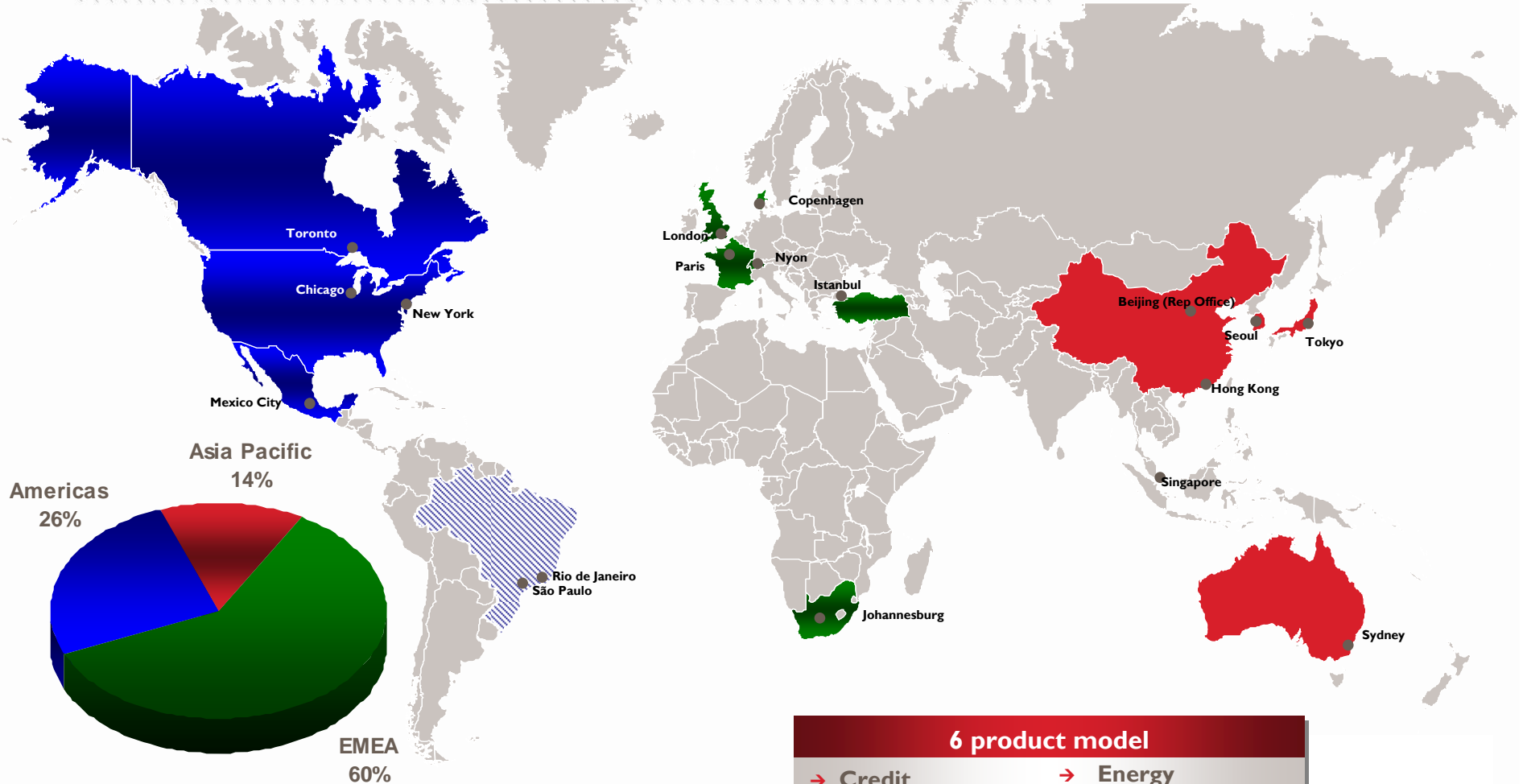
ELX Update

- CFTC approval granted in May 2009
- Goldman Sachs joined ELX as 12th founding partner on June 1, 2009
- Planned launch in June 2009 with US Treasury futures contracts
- OCC will provide clearing services
- NFA will provide regulatory services

BGC Should Benefit from Proposed OTC Changes

- We strongly favor open and non-discriminatory central clearing
- We profitably broker OTC and exchange traded, centrally cleared products
 - Listed equities, options, and futures
 - US Treasuries, corporate bonds, interest rate swaps, & energy
 - 39% of 1Q2009 brokerage revenue vs. 31% in 4Q2008 & 15% in 1Q2008
- We get paid significantly faster by central clearing organizations
 - Receivables will be reduced with more OTC central clearing
- Central clearing should lead to higher OTC volumes, which increases revenues and hastens electrification, which should = higher profitability
- BGC has competitive advantage in push for electronic trading platforms
 - Our platforms can expand to include additional OTC products
 - BGC has liquidity, built and paid-for technology, connectivity to leading banks and trading firms

Diversified Global Opportunities



Note: Based on IQ2009A GAAP Revenues for BGC Partners
Brazil is shaded to reflect pending Liquidez acquisition

6 product model

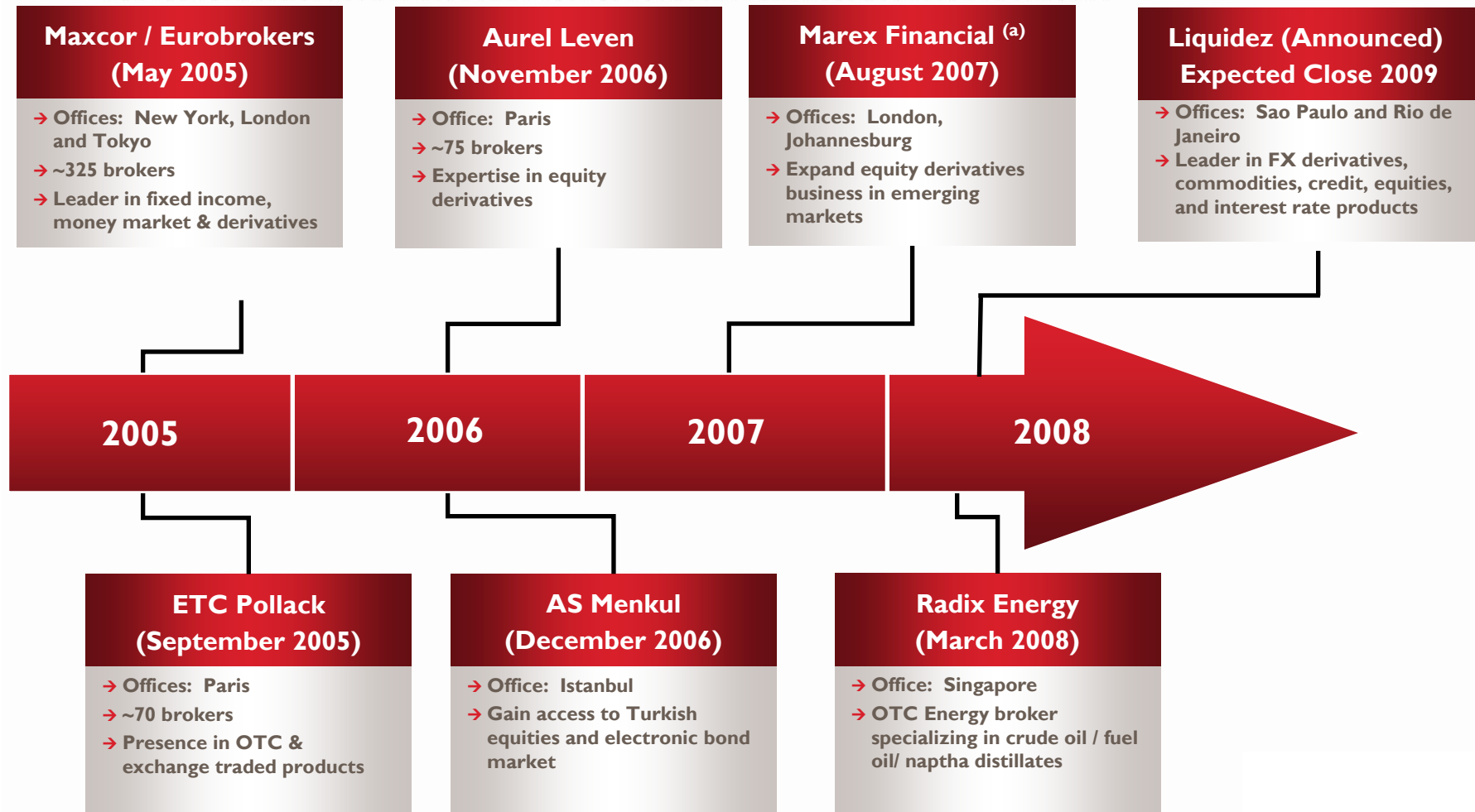
- Credit
- Rates
- Foreign exchange
- Energy
- Commodities
- Equities

Ability to Attract and Retain Key Talent

- Partnership structure extremely tax efficient for both partners and public shareholders
- Partnership is a key tool in attracting and retaining key producers
- Unlike peers, large number of key employees have sizable and mostly restricted equity stakes ($\approx 1/3$ of fully diluted shares)
- Fundamental alignment of employees' interests with shareholders
- Structure combines best aspects of private partnership with public ownership



Track Record of Successful Acquisitions





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Financial Highlights

Sound Financial Position

- Diversified businesses in terms of geography and asset classes
 - Many products and areas where revenues are consistent or better compared to last year
 - 1Q2009 actual revenue & 2Q2009 revenue outlook would have been ~ \$24-25 million higher if not for US dollar appreciation
- Our largest customers are generally the most profitable parts of the banks (OTC and listed trading)
- Over \$100 million a year invested in technology on top of \$1B+ spent since 1999
- Profitable, cash flow positive, EBITDA positive

Strong Balance Sheet

	March 31, 2009	
Assets		
Cash and cash equivalents	\$ 300,874	← Cash & equivalents: \$366.3 MM
Cash segregated under regulatory requirements	2,437	
Reverse repurchase agreements with related parties	63,011	
Loan receivables from related parties	980	
Securities owned	4,801	← Security positions \$5.9MM
Marketable securities	1,106	
Securities borrowed	23,734	
Receivables from brokers, dealers, clearing organizations, customers and related broker-dealers	250,755	
Accrued commissions receivable, net	129,628	
Forgivable loans and other receivables from employees and partners	90,634	
Fixed assets, net	135,433	
Investments	25,287	
Goodwill	63,500	
Other intangible assets, net	16,240	
Receivables from related parties	29,102	
Other assets	58,161	
Total assets	\$ 1,195,683	← Total Assets: \$1,195.7 MM
Liabilities, Redeemable Partnership Interest, and Total Equity		
Accrued compensation	\$ 128,108	
Securities sold, not yet purchased	1,151	
Payables to brokers, dealers, clearing organizations, customers and related broker-dealers	224,615	
Payables to related parties	61,268	
Accounts payable, accrued and other liabilities	169,744	
Deferred revenue	12,896	
Long-term debt	150,000	← Long-term debt: \$150.0 MM
Total liabilities	747,782	
Redeemable partnership interest	112,859	
Equity		
Stockholders' equity:		
Class A common stock, par value \$0.01 per share; 500,000 shares authorized; 61,735 and 61,735 shares issued at March 31, 2009 and December 31, 2008, respectively; and 47,685 and 51,222 shares outstanding at March 31, 2009 and December 31, 2008, respectively	617	← Total capital: \$447.9 MM *
Class B common stock, par value \$0.01 per share; 100,000 shares authorized; 30,148 and 30,148 shares issued and outstanding at March 31, 2009 and December 31, 2008, respectively, convertible into Class A common stock	301	
Additional paid-in capital	269,641	
Treasury stock, at cost: 14,050 and 10,513 shares of Class A common stock at March 31, 2009 and December 31, 2008, respectively	(88,540)	
Retained earnings	10,038	
Accumulated other comprehensive loss	(3,408)	
Total stockholders' equity	188,649	
Noncontrolling interest in subsidiaries	146,393	
Total equity	335,042	
Total liabilities, redeemable partnership interest, and equity	\$ 1,195,683	

Strong Balance Sheet (continued)

- Simple balance sheet
- Low leverage
- Very low net current payables
- Small securities position – no “mark to model” assets
- Book value per share \$2.40
- Tangible book value per fully diluted share \$1.97*
- Net cash per fully diluted share \$1.10*



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Conclusion

Solid Business with Significant Opportunities

- Solid financial position
- We have bullish long-term view on our business model and prospects
- BGC is hiring and looking to acquire
- Expanding offerings
 - Geographic Reach
 - New OTC products
 - Listed Products
- Investing for broker productivity & fully electronic trading
- Excited about ELX and other new ventures
- Dividend yield $\approx 11\%$ *
- BGC trades at a discount to IDB and Market Structure peers and is less followed by sell-side

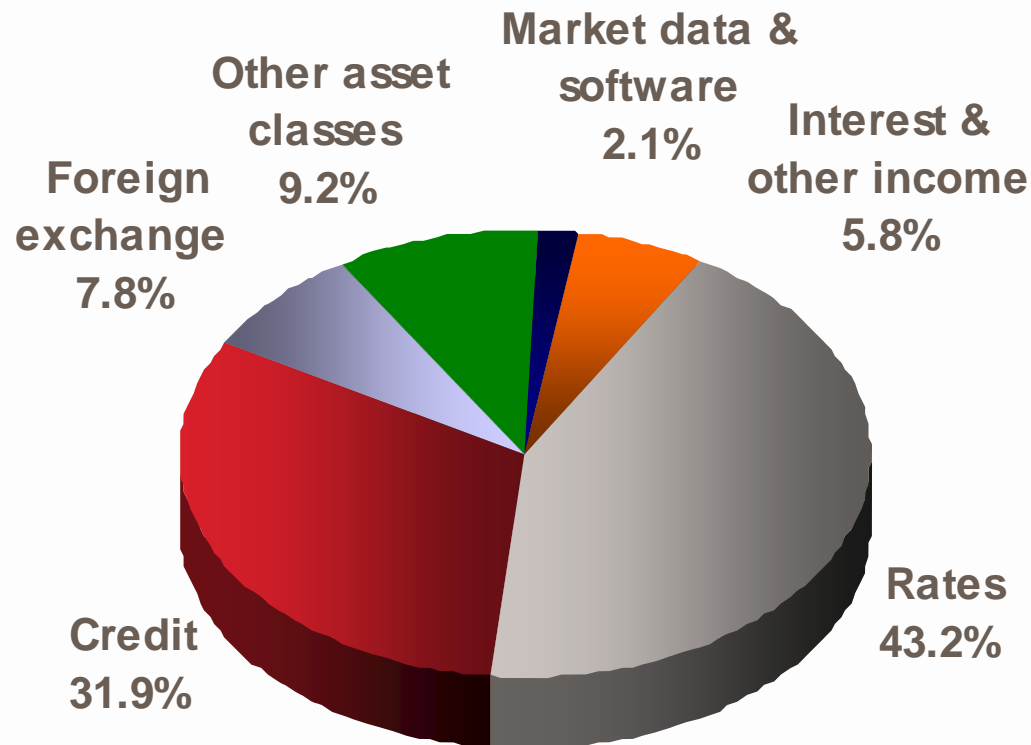


Q&A



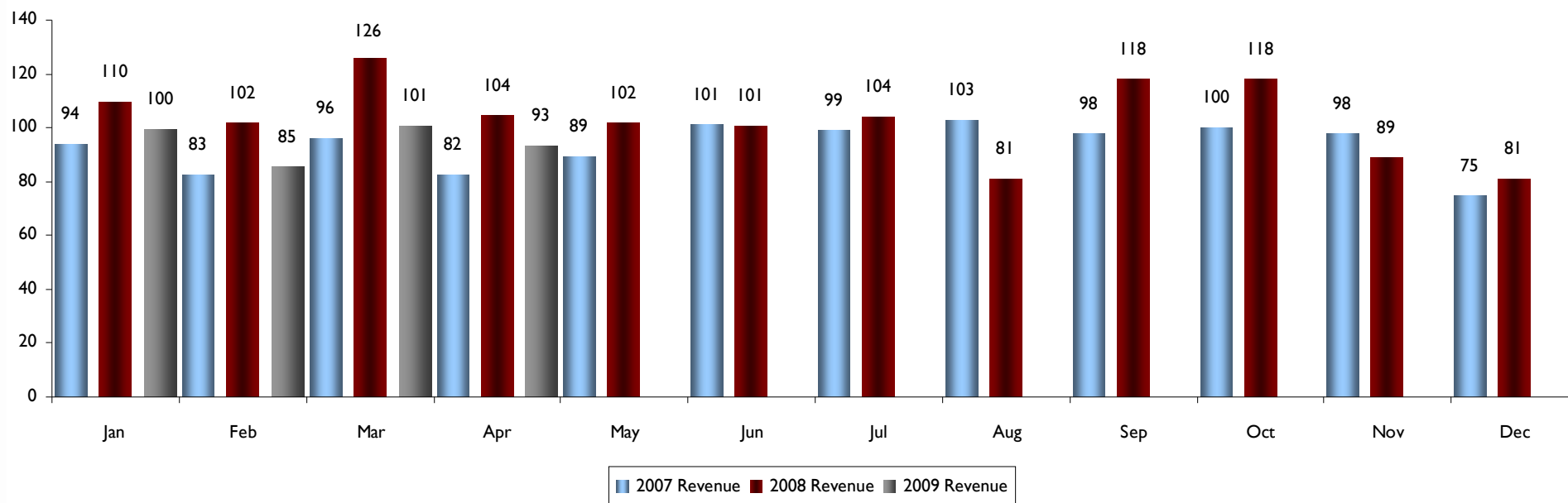
Appendix

1Q2009 Revenue Breakdown



- 1Q2009 total revenues for distributable earnings = \$286.1 mm
- 1Q2009 revenues related to fully electronic = 6.9% of total revenues versus 6.0% in 1Q2008
- 1Q2009 related to fully electronic + market data + software revenues = 9.0% of total revenues

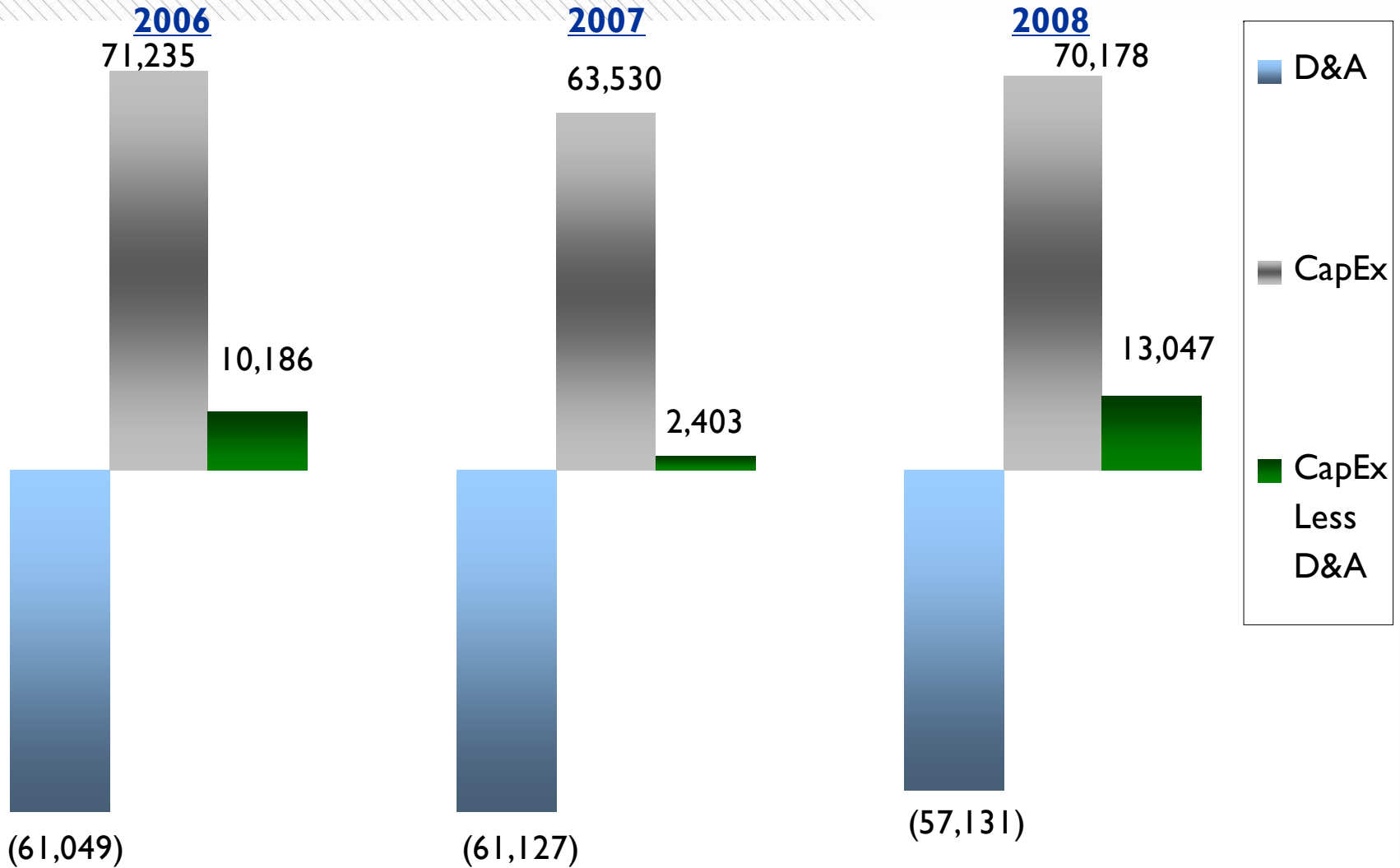
Historical Monthly Distributable Earnings Revenues (\$MM)



Distributable earnings

- Revenues for distributable earnings are defined as GAAP revenues excluding the non-cash impact of BGC Partners' equity investments
- Pre-tax distributable earnings are defined as GAAP income (loss) from continuing operations before income taxes excluding non-cash, non-dilutive, and non-economic items
- Post-tax distributable earnings are defined as pre-tax distributable earnings adjusted to assume that all pre-tax distributable earnings were taxed at the same effective rate
- For a complete description of this term and a reconciliation to GAAP, see the section of BGC's IQ2009 financial results release titled "Distributable Earnings", which is incorporated by reference, and available in the "Investor Relations" section of www.bgcpartners.com

CapEx Exceeds D&A



Structure Creates Employee Retention and Lower Effective Tax Rate

