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BGC PARTNERS NEWMARK GRUBB KNIGHT FRANK

JMP SECURITIES COMMERCIAL REAL ESTATE BROKERAGE CONFERENCE

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Global Head of Real Estate
BGC Partners, Inc.

September 20, 2012

Notes & Disclaimers



Discussion of Forward-Looking Statements by BGC Partners

Information in this document 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. Such forward looking statements include statements about the outlook and prospects for the Company and for its industry as well as statements about its future financial and operating performance. Such statements are based upon current expectations that involve risks and uncertainties. Actual results, performance or achievements could differ materially from those contemplated, expressed or implied because of a number of risks and uncertainties that include, but are not limited to, the risks and uncertainties identified in BGC Partners' filings with the U.S. Securities and Exchange Commission. The Company believes that all forward-looking statements are based upon reasonable assumptions when made. However, BGC Partners cautions that it is impossible to predict actual results or outcomes or the effects of risks, uncertainties or other factors on anticipated results or outcomes and that accordingly you should not place undue reliance on these statements. Forward-looking statements speak only as of the date when made, and the Company undertakes no obligation to update these statements in light of subsequent events or developments. Please refer to the complete disclaimer with respect to forward-looking statements and the risk factors set forth in BGC Partners' most recent public filings on Form 8-K and/or 10-Q, which are incorporated into this document by reference.

Note Regarding Financial Tables and Metrics

Excel files with the Company's quarterly financial results and metrics from full year 2008 through 2Q2012 are accessible in the various financial results press releases at the "Investor Relations" section of <http://www.bgcpartners.com>. They are also available directly at <http://www.bgcpartners.com/ir-news>.

Distributable Earnings

This presentation should be read in conjunction with BGC's most recent financial results press release. Unless otherwise stated, throughout this presentation we refer to our results only on a distributable earnings basis. For a complete description of this term and how, when and why management uses it, see the final page of this presentation. For both this description and a reconciliation to GAAP, see the sections of BGC's most recent financial results press release entitled "Distributable Earnings," "Distributable Earnings Results Compared with GAAP Results", and "Reconciliation of GAAP Income to Distributable Earnings", which are incorporated by reference, and available in the "Investor Relations" section of our website at <http://www.bgcpartners.com>.

Relationship with Knight Frank

On October 14, 2011, BGC acquired all of the outstanding shares of Newmark & Company Real Estate, Inc. ("Newmark"), plus a controlling interest in its affiliated companies. On April 13, 2012, BGC acquired substantially all of the assets of Grubb & Ellis Company and its direct and indirect subsidiaries that are debtors (collectively "Grubb & Ellis"). Newmark, Grubb & Ellis, and certain independently-owned partner offices of the two operate as "Newmark Grubb Knight Frank" in the Americas, and are associated with London-based Knight Frank. BGC's discussion of financial results for "Newmark Grubb Knight Frank" or "Real Estate" reflect only those businesses owned by BGC and do not include the results for these independently-owned partner offices or for Knight Frank. The number of offices and employees discussed in this presentation do, however, include these independently-owned partner offices and Knight Frank



AGENDA

- I. BGC Partners
- II. Newmark Grubb Knight Frank
- III. Competitive Advantage
- IV. Opportunity



COMPANY
OVERVIEW
BGC Partners
Newmark Grubb
Knight Frank



Company Highlights

- ◆ BGC Partners (NASDAQ: BGCP) is a leading global brokerage company conducting over \$200 trillion in financial transactions for customers annually
- ◆ FY2011 revenues of \$1.5 billion and 2Q2012 revenues of \$465 million
- ◆ BGC has historically paid 75% of Non-GAAP earnings as dividends (17 cents per quarter)
- ◆ Investment grade rating by two rating agencies

Strong Foundation

Expansive Reach

- ◆ NGKF has approximately 10,000+ employees serving clients from approximately 100 offices in North America, and 300 offices worldwide including affiliate and partner offices
- ◆ NGKF is one of the largest and fastest growing full-service commercial real estate firms in the U.S.
- ◆ NGKF manages approximately 250 million square feet in Property and Facilities Management in the U.S.

State-of-the-Art Technology

Full Service

- ◆ BGC has invested approximately \$120MM annually in proprietary technology over the last 8+ years
- ◆ One example is NGKF's Vision Analytics which provides timely information, technology and analytical tools to give brokers and clients a competitive advantage

- ◆ BGC's financial services include OTC and listed products in Rates, FX, Credit, Equities and Energy
- ◆ NGKF's real estate services include sales, management, leasing, corporate services and valuation capabilities

Timeline



**TWO GREAT BRANDS.
ONE REAL ESTATE
POWERHOUSE.**

Newmark Knight Frank and Grubb & Ellis are coming together to create **Newmark Grubb Knight Frank**, a game-changing platform in commercial real estate.

With over 100 offices in North America, a shared entrepreneurial spirit, and a commitment to superior client service, Newmark Grubb Knight Frank is the industry's newest full-service powerhouse.

As part of BGC Partners, a leader in global capital markets, we are dramatically increasing our footprint, expanding our business lines, and capitalizing on technology – establishing a premier position in commercial real estate.

**Newmark Grubb
Knight Frank**

bgc

Newmark Grubb Knight Frank
Tenant & Landlord Representation • Global Corporate Services • Investment Sales & Capital Markets • Property Management
• Facilities Management • Appraisal • Project Management • Office • Industrial • Retail • Multi-family • Hospitality

1945: Bernie G. Cantor establishes Cantor Fitzgerald, which specializes in brokerage of fixed income products

2004: Cantor separates wholesale voice brokerage business to create “BGC Partners”

2008: BGC goes public*

2011: BGC acquires Newmark Knight Frank

2012: BGC acquires Grubb & Ellis**

This reflects the commitment to build a premier position in real estate services designed to achieve an expanded position and competitive advantage in the marketplace, while representing an unparalleled value proposition for our clients

* Through reverse merger w/ eSpeed

** BGC acquires certain assets of G&E through bankruptcy

Business Overview



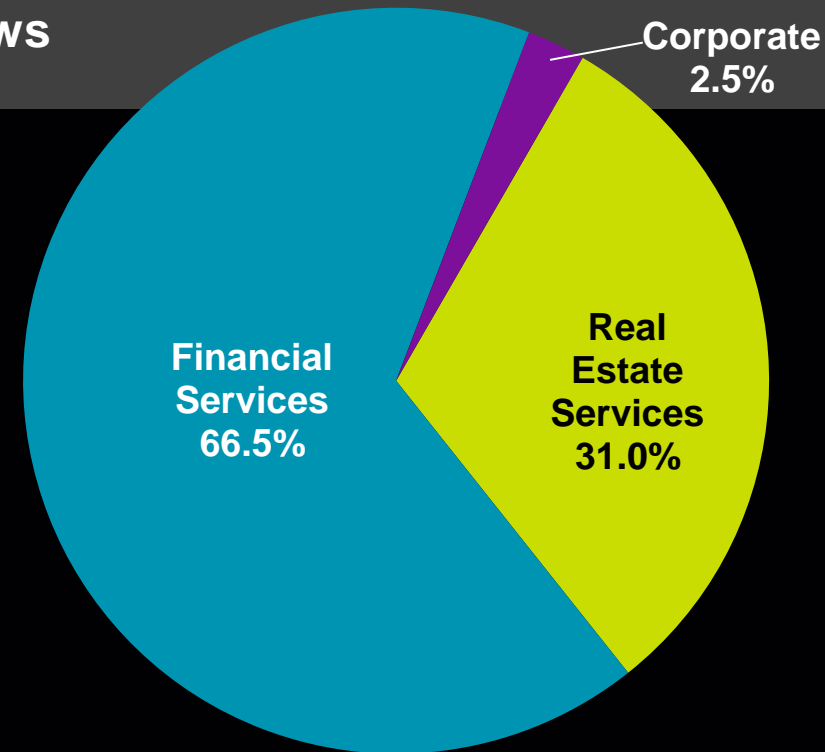
BGC Financial Services

- ◆ Voice / Hybrid Broking
- ◆ Electronic Broking
- ◆ Market Data/Software Solutions

Newmark Grubb Knight Frank

- ◆ Investment Sales and Capital Markets
- ◆ Tenant and Landlord Representation
- ◆ Global Corporate Services
- ◆ Property Management
- ◆ Facilities Management
- ◆ Project Management
- ◆ Valuation and Advisory

2012 2Q Reviews

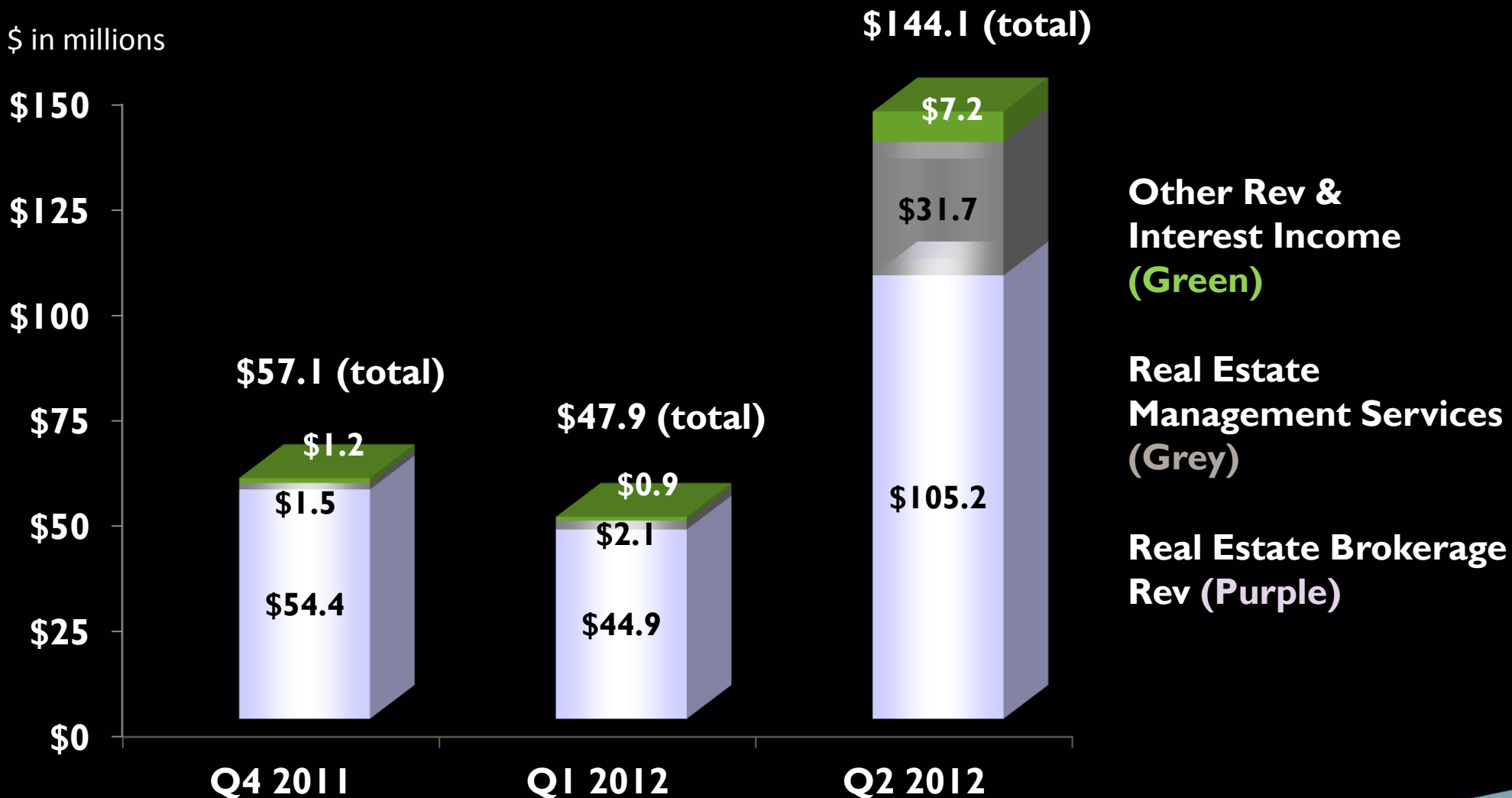


2012 Q2 (in thousands)	Financial Services	Real Estate Services	Corporate Items	Distributable Earnings
Total revenues	309,243	144,094	11,750	465,087
Total expenses	250,767	130,131	28,260	409,158
Income from operations before taxes	58,476	13,963	(16,510)	55,929
Pre-tax margin	19%	10%	NMF	12%



Real Estate Services Revenue

- ◆ As of Q2 2012, Our Guidance On Q3 2012 Revenue Projections Is \$110MM Low and \$125MM High*



*Q3 Forecast reflects guidance range listed in the Q2 2012 financial results press release dated July 26, 2012



NEWMARK GRUBB KNIGHT FRANK

Newmark Grubb
Knight Frank

Global Reach

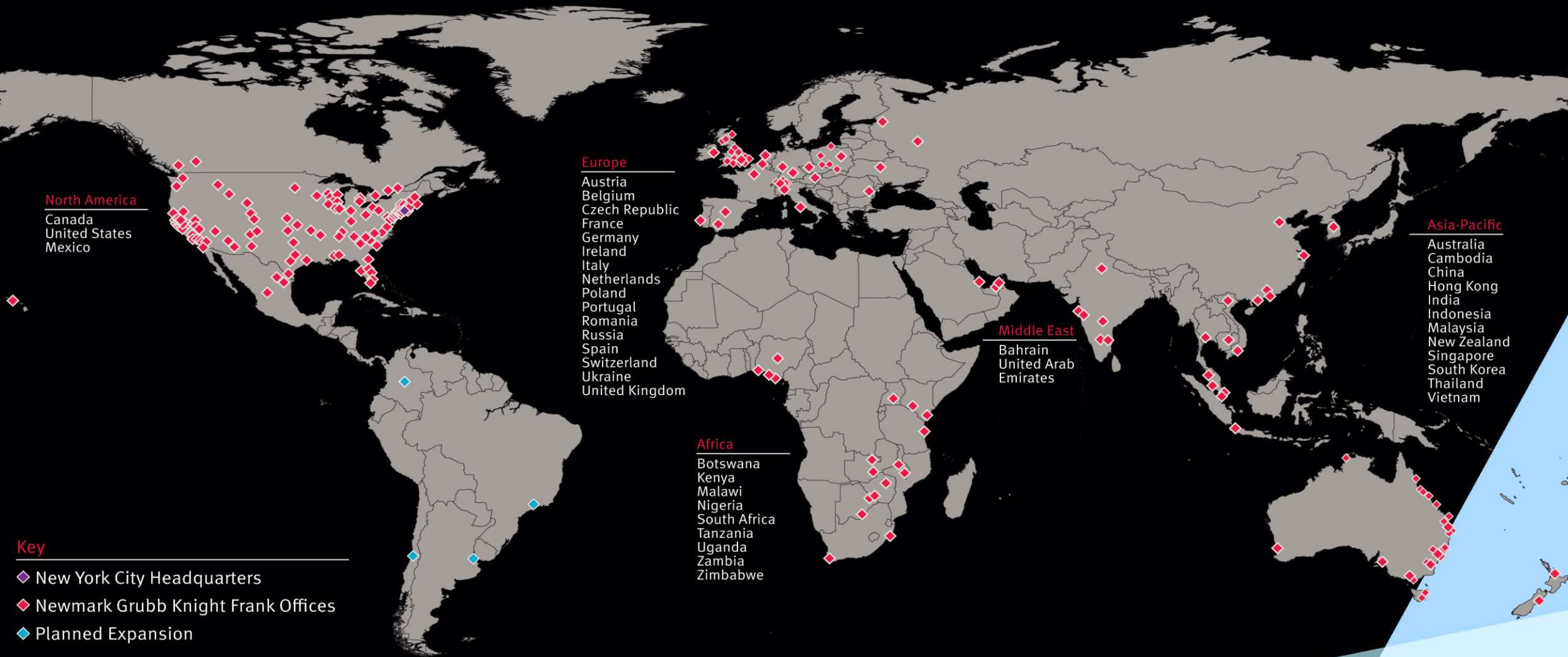


One of the Largest Global Real Estate Firms

10,000+ Professionals

677 Million Square Feet Managed

341 Offices
5 Continents



*Includes Knight Frank and other affiliate and partner offices

Company Overview

Newmark Grubb Knight Frank



CORPORATE MISSION

Newmark Grubb Knight Frank provides client-focused real estate advisory services through world-class intellectual capital and resources across the globe. Bringing strategy and implementation together, our mission is to design and execute customized solutions that create value for our clients in support of their business and financial objectives.

OUR OBJECTIVES

- ◆ **Continue expansion in major markets**
 - ◆ Acquire the best companies
 - ◆ Hire the best brokers
- ◆ **Integrate operations**
 - ◆ Drive down expenses
 - ◆ Increase average revenue per broker
 - ◆ Improve operating margins
- ◆ Expand capital markets and investment sales business
- ◆ Develop best in class research using cutting edge technology
- ◆ Leverage BGC relationships to source additional opportunities
- ◆ Continue product innovation

Company Overview

Complimentary Strengths



- Financial Stability
- Strong Leasing and NY Presence
- Technology Platform
- Global Corporate Services
- Global Coverage



- National Brokerage Talent
- Deep Management Expertise
- Property Management
- Facilities Management
- Valuation Services



COMPETITIVE ADVANTAGE

**Newmark Grubb
Knight Frank**



Competitive Advantage

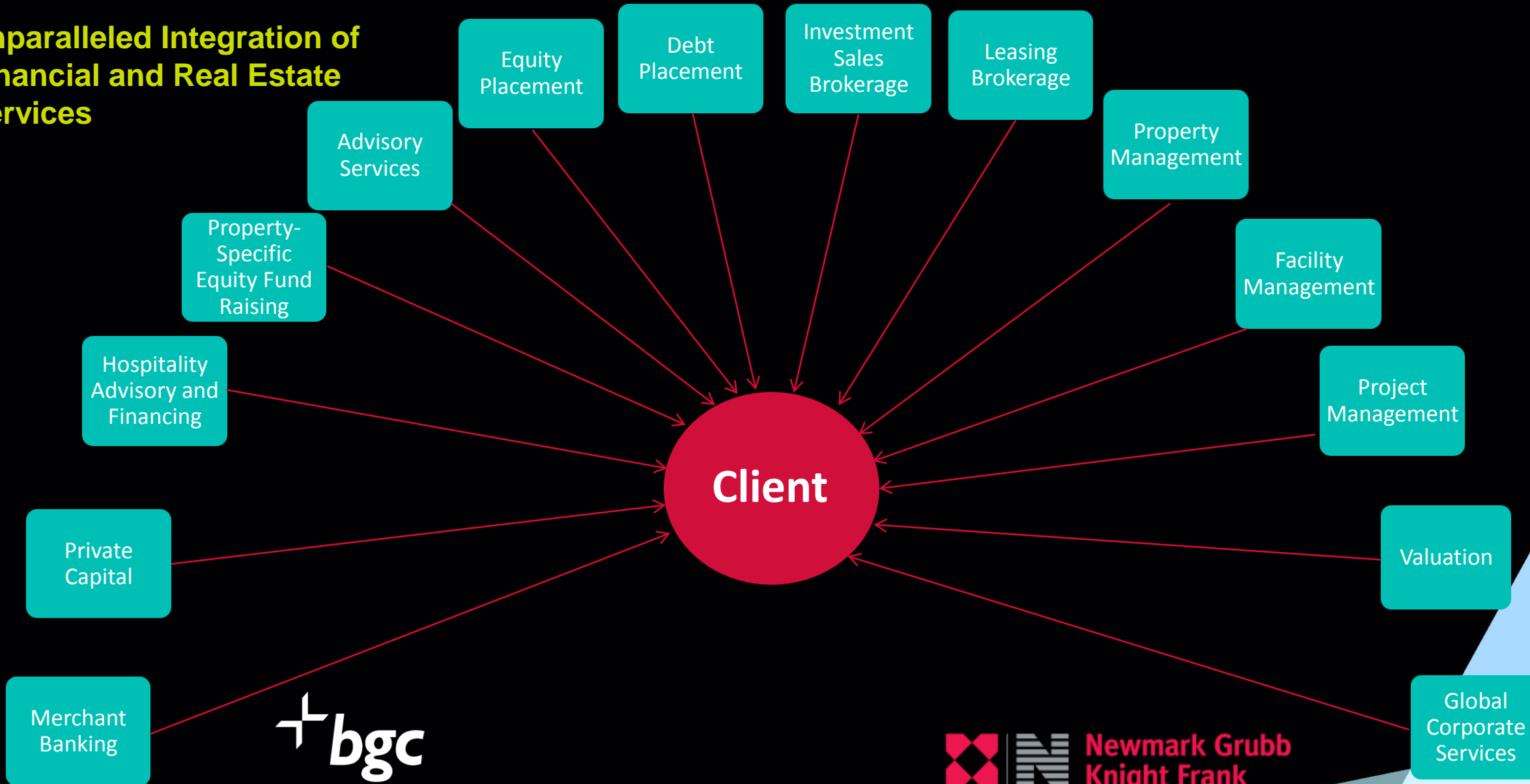
- ◆ **Proven track record in growing brokerage businesses**
- ◆ BGC's technology and financial resources + Newmark's strong NY leasing business + Grubb & Ellis's national network + Knight Frank's global affiliation give NGKF a strong platform to continue to grow its full service CRE business
- ◆ **Ability to leverage BGC's institutional relationships to expand CRE business**
- ◆ Access to timely information, technology and analytical tools to give brokers a competitive advantage
- ◆ **BGC benefits from its partnership, dividend and compensation models to promote the hiring and retention of top talent**
- ◆ Business model more diversified due to the multiple business segments

By combining the financial strength, proprietary technology, expertise in global capital markets, and deep relationships with many of the world's leading financial institutions of BGC Partners with the full-service commercial real estate platform of Newmark Grubb Knight Frank, we intend to meet the local and global needs of tenants, owners, developers, and investors worldwide.

Full Service Commercial Real Estate Company



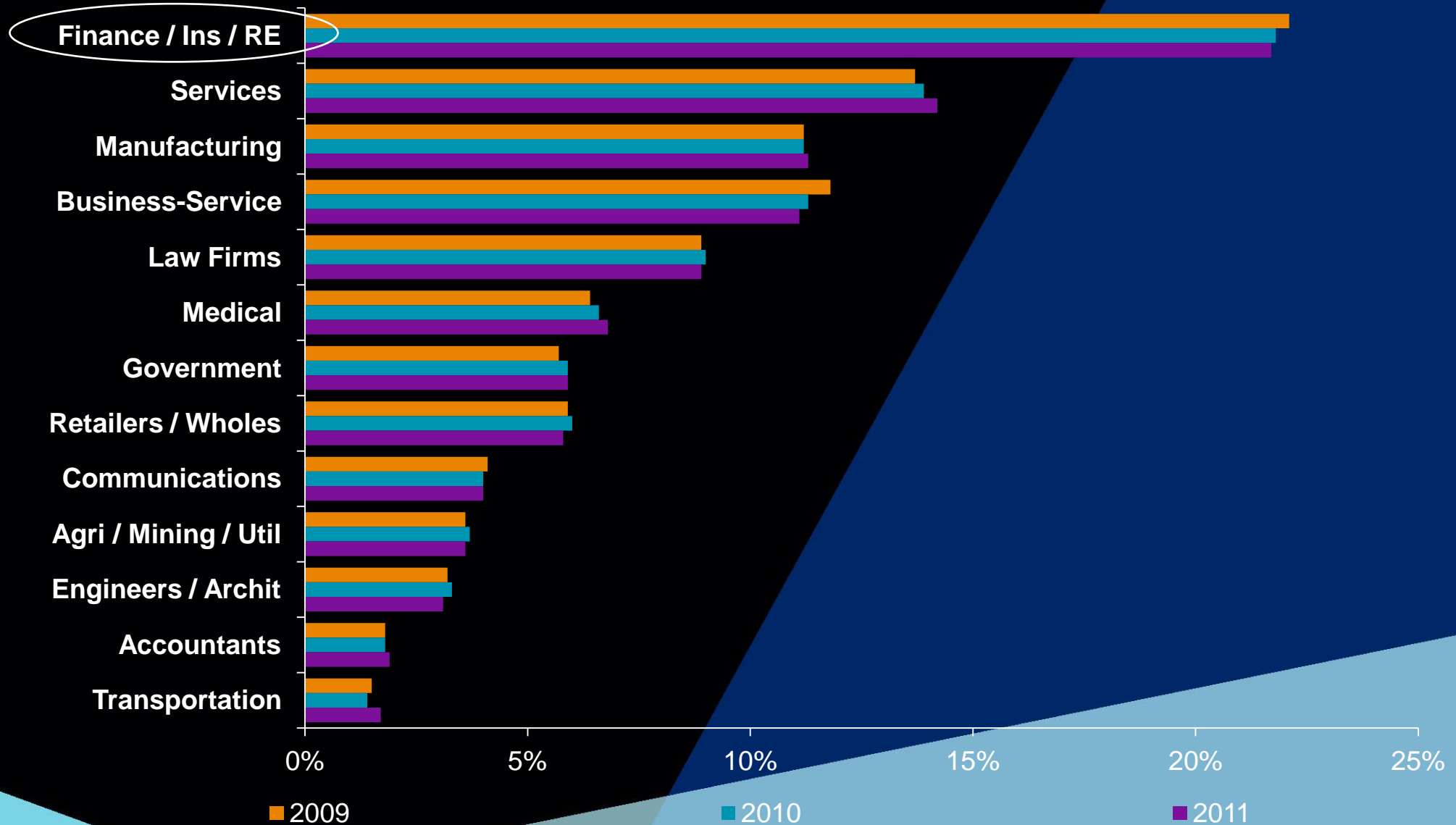
Unparalleled Integration of Financial and Real Estate Services



Financial Services Firms Largest Tenants & Clients



Office
Property
Tenants by
Industry -
Based on
Total Square
Footage



Sources: Newmark Grubb Knight Frank
Research, CoStar data for total overall industry

Financial Services Firms Largest Tenants & Clients



National Office Properties, September 2011 through September 2012

TOP BUYERS		
	Volume (billions)	Properties
Beacon Capital Partners	\$2.30	19
JP Morgan	\$1.50	14
Boston Properties	\$1.40	4
Rockwood Capital	\$1.30	6
RXR Realty	\$1.20	3
Goldman Sachs	\$1.10	17
Blackstone	\$1.10	76
Jamestown Properties	\$1.10	7
Tishman Speyer	\$1.10	16

TOP SELLERS		
	Volume (billions)	Properties
Blackstone	\$1.80	17
Charter Hall Office REIT	\$1.60	13
Bank of America	\$1.60	8
TIAA-CREF	\$1.60	16
Tishman Speyer	\$1.60	7
Beacon Capital Partners	\$1.60	9
Lehman Brothers Holdings Inc	\$1.40	14
Brookfield Asset Mgmt	\$1.30	9
Hines	\$1.30	5

Pure-play RE Investor
Diversified Financial Firm
REIT

Sources: Newmark Grubb Knight Frank Research, Real Capital Analytics

Financial Firm Case Study



Morgan Stanley

One New York Plaza,
New York, NY

CHALLENGE

Morgan Stanley retained Newmark Grubb Knight Frank to review and evaluate their New York occupancy strategy to reap substantial cost savings

ACTION

Newmark Grubb Knight Frank negotiated non-as-of-right benefits in an amount and scope not previously seen by any other corporate tenant

RESULT

Ultimately, NGKF repositioned Morgan Stanley's occupancy by consolidating significant operations in one location: 1.2 million square feet at One New York Plaza





OPPORTUNITY

**Newmark Grubb
Knight Frank**

Real Estate Opportunity



Commercial Real Estate Services Sector Is Highly Fragmented Below The Top 5 Firms

Approximately \$1.4 Trillion In Real Estate Related Refinancing Over The Next Few Years

We Are Still In The Early Part Of The Recovery And A Rebound In Commercial Property Represents An Opportunity To Participate In The Growth

Ideal Entry Point Into The Real Estate Services Sector

Sources: Bloomberg, Real Capital Analytics, BGC estimates

COMMERCIAL REAL ESTATE: Market Size Perspective



Total Value of Investment Markets

United States



Sources: CoStar, S&P, SIFMA

Newmark Grubb Knight Frank

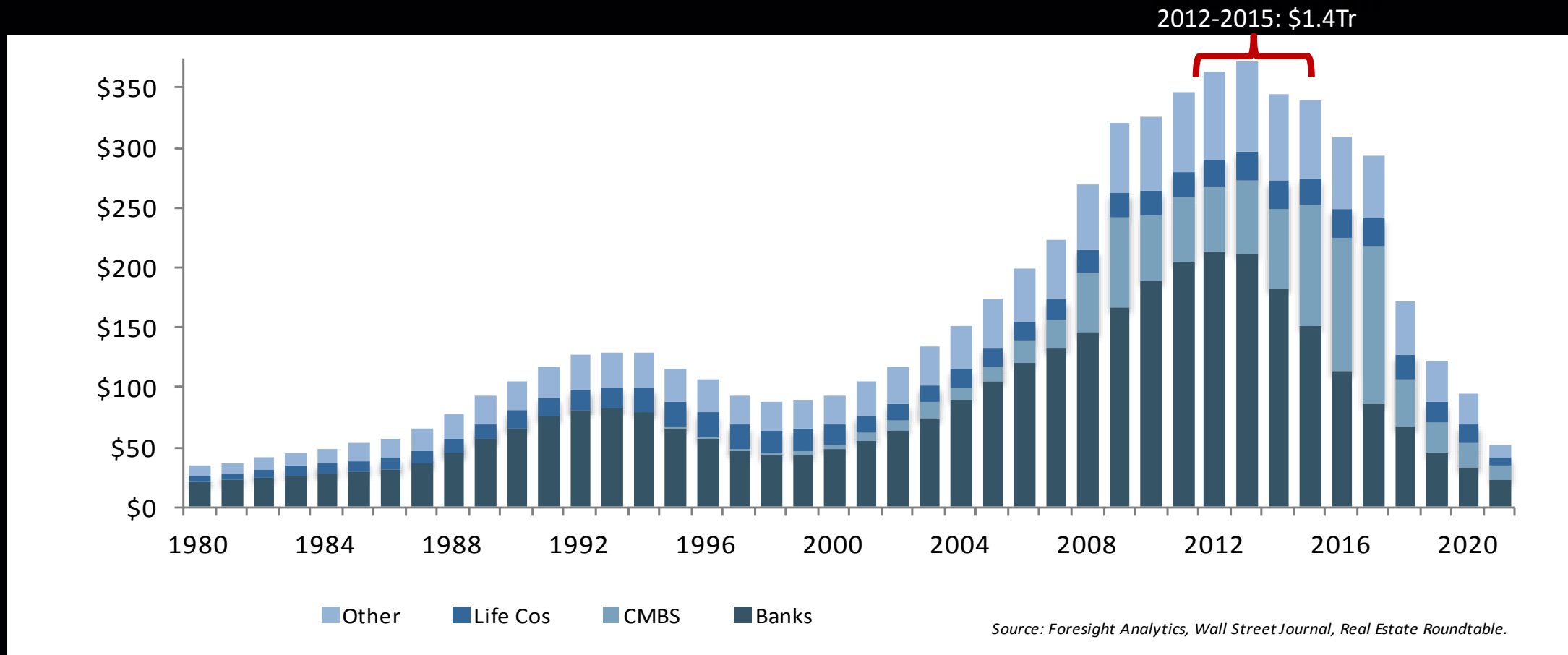
Refinancing Opportunity



Overwhelming Demand For Real Estate Debt Capital

- ◆ \$1.4 trillion of commercial real estate debt maturing through 2015
- ◆ CMBS maturities of \$21bn/Year 2009-2011; \$107bn/Yr 2015-2017¹

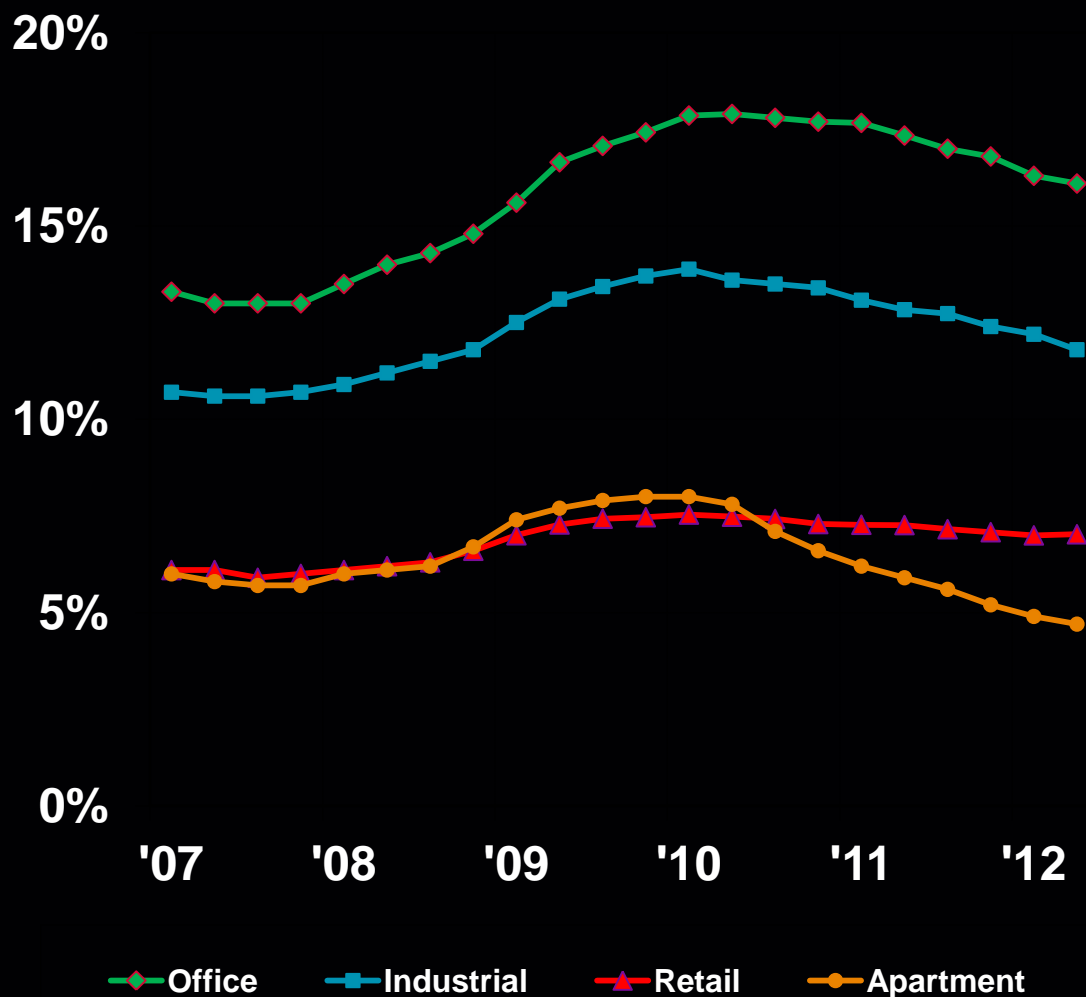
U.S. CRE Loan Maturities





Vacancy Rates

Vacancy Rates by Quarter Four Major Property Types



- ◆ Vacancy heading lower across all property types but tenants still control negotiations
- ◆ Apartment recovery: rents rising, construction ramping up
- ◆ Office recovery: strong in tech & energy markets, spotty elsewhere
- ◆ Industrial recovery: led by port markets, but could falter as exports wane
- ◆ Retail recovery: led by upscale malls & retailers

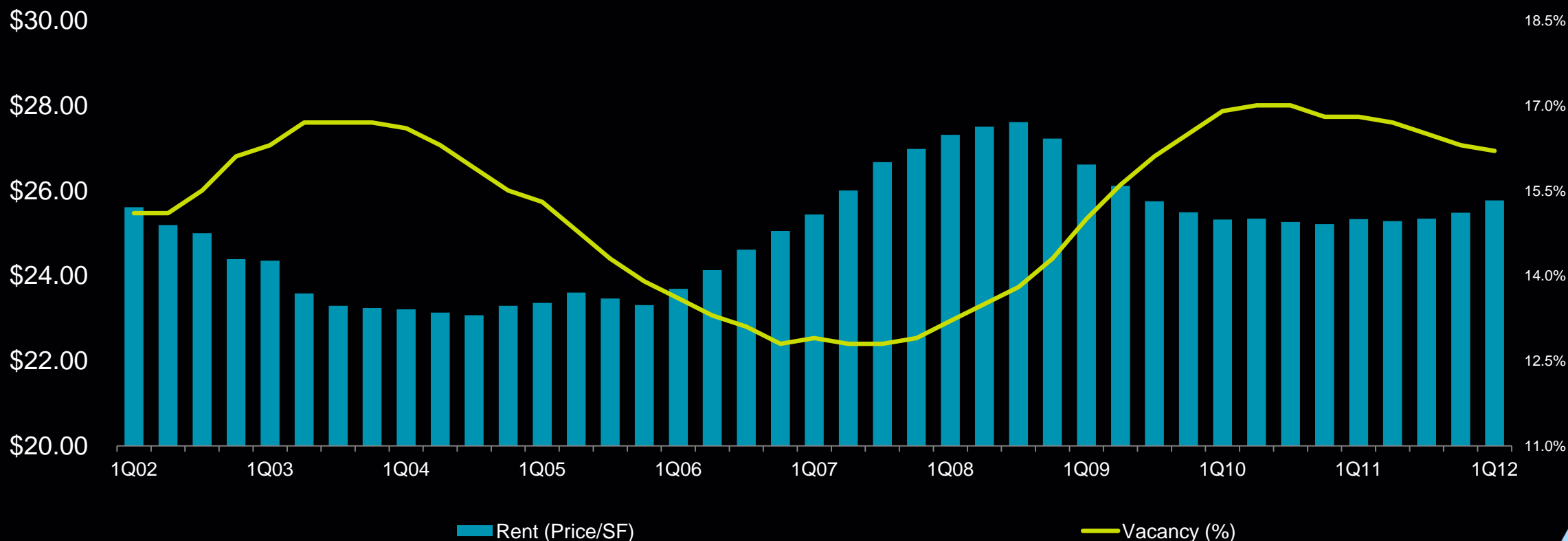
Source: Newmark Grubb Knight Frank, CoStar, Reis



Office Leasing Activity Improving

- ◆ Asking rents for office space continued to rise throughout the country, with over half of the major office markets posting quarterly rent increases
- ◆ The national vacancy rate finished the quarter at 16.2%, the lowest level since late 2009

Weighted Average Asking Rent and Vacancy



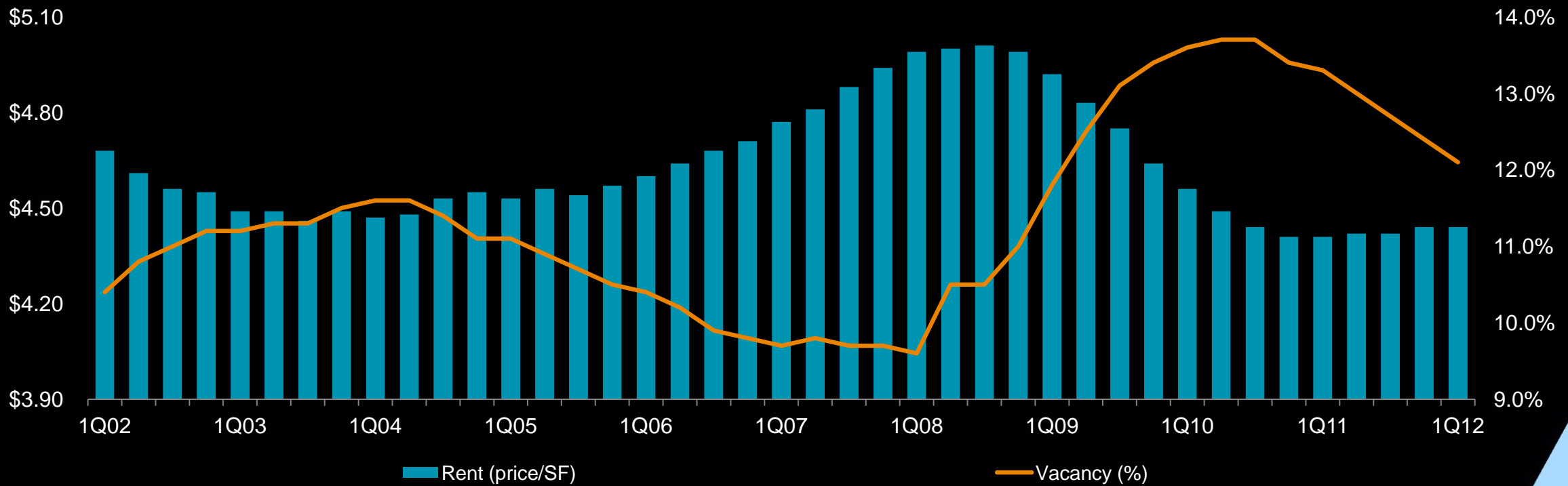
Source: Newmark Grubb Knight Frank Research

Industrial Leasing Market Showing Signs Of Recovery



- ◆ Nearly half of the major industrial markets throughout the country reported year-over-year increases in asking rent
- ◆ The vacancy rate finished the quarter at 12.1%, the lowest level since the first quarter of 2009

Weighted Average Asking Rent and Vacancy

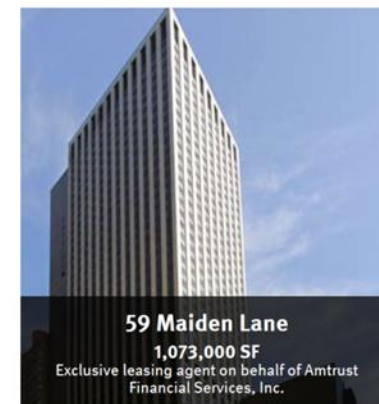
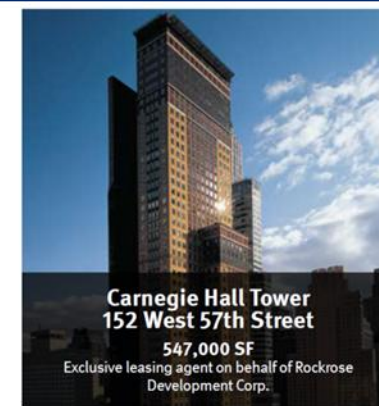
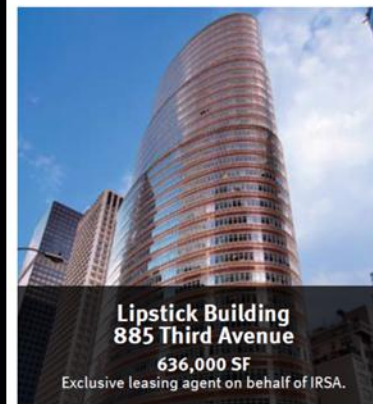
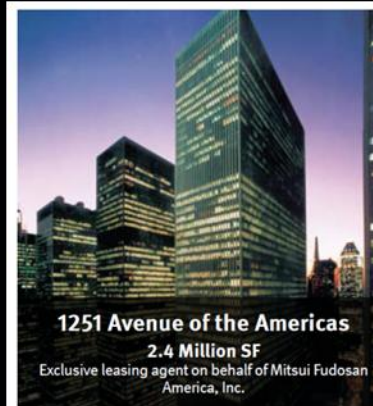


Source: Newmark Grubb Knight Frank Research

Closed Leasing Transactions



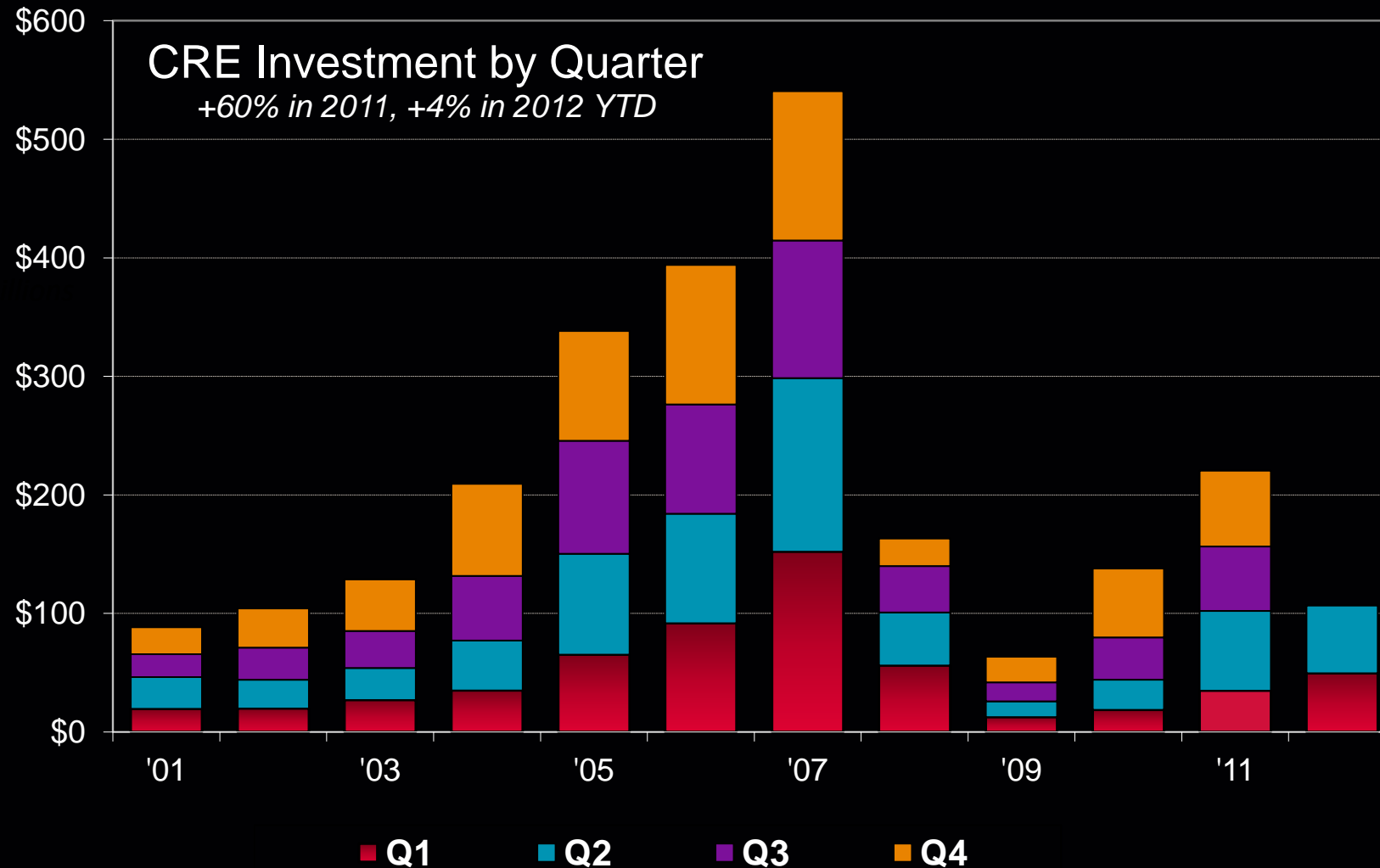
Iconic buildings
Unparalleled vision,
Great execution



Capital Market Trend



- ◆ 2012 appetite strongest among private buyers (\$46B) and institutions/equity funds (\$31B)
- ◆ CRE returns beat stocks, bonds over past 1 & 10 years



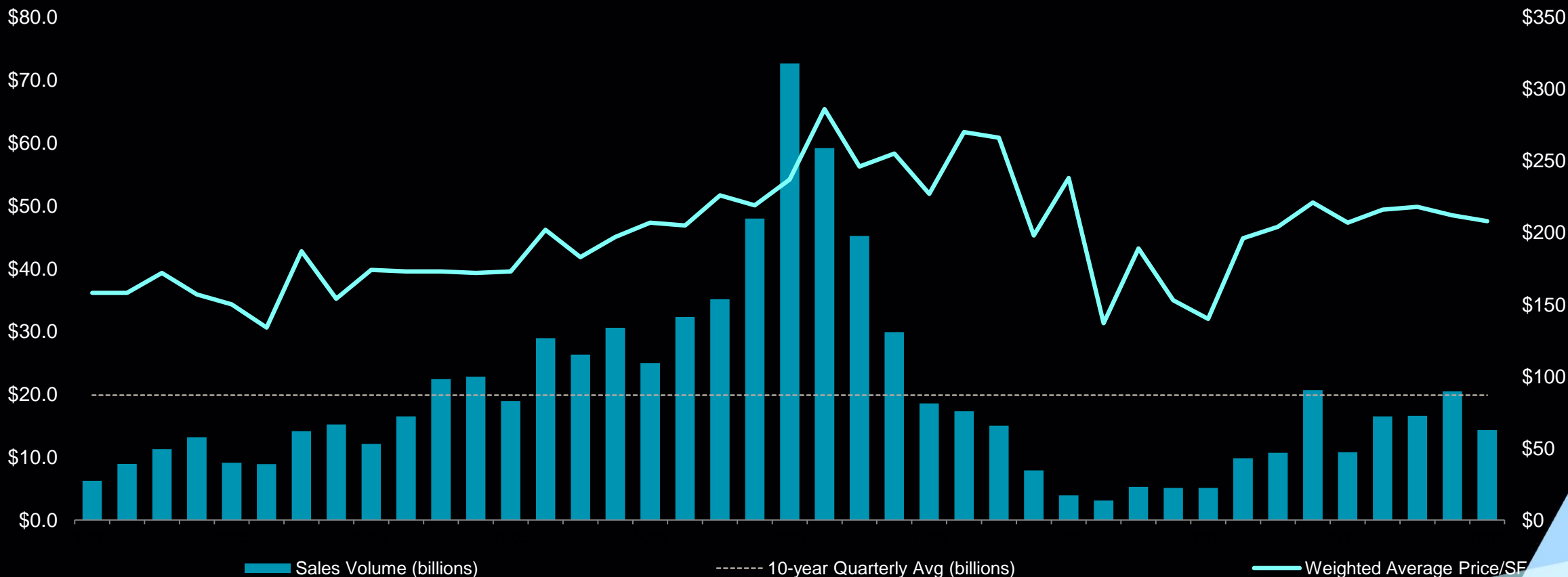
Source: Newmark Grubb Knight Frank, Federal Reserve, NCREIF, Real Capital Analytics



National Office Properties Sales Transaction Volume Improving

- ◆ National office properties sales volume = \$64.3B in 2011, up 39% over 2010 & 269% over 2009
- ◆ \$14.3B in 1Q2012 up 32% YOY
- ◆ Increased volume driven both by improved price per square foot & higher number of transactions

Sales Activity



Sources: Newmark Grubb Knight Frank Research, Real Capital Analytics

Closed Sales and Financing Transactions



520 Eight Avenue Represented the owner in securing a refinancing for 520 Eight Avenue, a New York City office building



Times Square Building:

Represented AFI USA in the sale of the office condominium, formerly the New York Times headquarters building to Blackstone

229 WEST 43RD STREET
NEW YORK, NY



Distributable Earnings



BGC Partners uses non-GAAP financial measures including "Revenues for distributable earnings," "pre-tax distributable earnings" and "post-tax distributable earnings," which are supplemental measures of operating performance that are used by management to evaluate the financial performance of the Company and its subsidiaries. BGC Partners believes that distributable earnings best reflects the operating earnings generated by the Company on a consolidated basis and are the earnings which management considers available for distribution to BGC Partners, Inc. and its common stockholders, as well as to holders of BGC Holdings partnership units during any period. As compared with "income (loss) from operations before income taxes," "net income (loss) for fully diluted shares," and "fully diluted earnings (loss) per share," all prepared in accordance with GAAP, distributable earnings calculations primarily exclude certain non-cash compensation and other expenses which generally do not involve the receipt or outlay of cash by the Company, which do not dilute existing stockholders, and which do not have economic consequences, as described below. In addition, distributable earnings calculations exclude certain gains and charges that management believes do not best reflect the ordinary operating results of BGC. Revenues for distributable earnings are defined as GAAP revenues excluding the impact of BGC Partners, Inc.'s non-cash earnings or losses related to its equity investments, such as in Aqua Securities, L.P. and ELX Futures, L.P., and its holding company general partner, ELX Futures Holdings LLC. Revenues for distributable earnings will also include the collection of receivables which would have been recognized for GAAP other than for the effect of acquisition accounting. Pre-tax distributable earnings are defined as GAAP income (loss) from operations before income taxes excluding items that are primarily non-cash, non-dilutive, and non-economic, such as: Non-cash stock-based equity compensation charges for REUs granted or issued prior to the merger of BGC Partners, Inc. with and into eSpeed, as well as post-merger non-cash, non-dilutive equity-based compensation related to partnership unit exchange or conversion. Allocations of net income to founding/working partner and other units, including REUs, RPUs, PSUs and PSIs. Non-cash asset impairment charges, if any. Distributable earnings calculations also exclude charges related to purchases, cancellations or redemptions of partnership interests and certain one-time or non-recurring items, if any. "Compensation and employee benefits" expense for distributable earnings will also include broker commission payouts relating to the aforementioned collection of receivables. Beginning with the second quarter of 2011, BGC's definition of distributable earnings was revised to exclude certain gains and charges with respect to acquisitions, dispositions, and resolutions of litigation. This change in the definition of distributable earnings is not reflected in, nor does it affect the Company's presentation of prior periods. Management believes that excluding these gains and charges best reflects the operating performance of BGC. Since distributable earnings are calculated on a pre-tax basis, management intends to also report "post-tax distributable earnings" and "post-tax distributable earnings per fully diluted share": "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. "Post-tax distributable earnings per fully diluted share" are defined as post-tax distributable earnings divided by the weighted-average number of fully diluted shares for the period. BGC's distributable earnings per share calculations assume either that: The fully diluted share count includes the shares related to these instruments, such as the Convertible Senior Notes, but excludes the associated interest expense, net of tax, when the impact would be dilutive, or; The fully diluted share count excludes the shares related to the dilutive instruments, but includes the associated interest expense, net of tax. Each quarter, the dividend to common stockholders is expected to be determined by the Company's Board of Directors with reference to post-tax distributable earnings per fully diluted share. In addition to the Company's quarterly dividend to common stockholders, BGC Partners expects to pay a pro-rata distribution of net income to BGC Holdings founding/working partner and other units, including REUs, RPUs, PSUs and PSIs, and to Cantor for its noncontrolling interest. The amount of all of these payments is expected to be determined using the above definition of pre-tax distributable earnings per share. Certain employees who are holders of RSUs are granted pro-rata payments equivalent to the amount of dividends paid to common stockholders. Under GAAP, a portion of the dividend equivalents on RSUs is required to be taken as a compensation charge in the period paid. However, to the extent that they represent cash payments made from the prior period's distributable earnings, they do not dilute existing stockholders and are therefore excluded from the calculation of distributable earnings. Distributable earnings is not meant to be an exact measure of cash generated by operations and available for distribution, nor should it be considered in isolation or as an alternative to cash flow from operations or GAAP net income (loss). The Company views distributable earnings as a metric that is not necessarily indicative of liquidity or the cash available to fund its operations. Pre- and post-tax distributable earnings are not intended to replace the Company's presentation of GAAP financial results. However, management believes that they help provide investors with a clearer understanding of BGC Partners' financial performance and offer useful information to both management and investors regarding certain financial and business trends related to the Company's financial condition and results of operations. Management believes that distributable earnings and the GAAP measures of financial performance should be considered together. Management does not anticipate providing an outlook for GAAP "revenues," "income (loss) from operations before income taxes," "net income (loss) for fully diluted shares," and "fully diluted earnings (loss) per share," because the items previously identified as excluded from pre-tax distributable earnings and post-tax distributable earnings are difficult to forecast. Management will instead provide its outlook only as it relates to revenues for distributable earnings, pre-tax distributable earnings and post-tax distributable earnings. For more information on this topic, please see the table in BGC's most recent financial results release entitled "Reconciliation of GAAP Income to Distributable Earnings" which provides a summary reconciliation between pre- and post-tax distributable earnings and the corresponding GAAP measures for the Company in the periods discussed in this presentation.

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Q & A





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Switzerland
Ukraine
United Kingdom

Asia-Pacific

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Hong Kong
India
Indonesia
Malaysia
New Zealand
Singapore
South Korea
Thailand
Vietnam

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Botswana
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Malawi
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South Africa
Tanzania
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Zimbabwe

Middle East

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Qatar



Please recycle,
whenever possible
Sustainably

Newmark Grubb Knight Frank

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*Includes Knight Frank and other affiliate and partner offices