



**3Q2009 Earnings Presentation**

# Discussion of Forward-Looking Statements

The 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 (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 and regulations requiring central clearing or exchange-based execution for certain of our products; 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 or refinancing of existing debt, 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, including the ability to detect and deter unauthorized trading or fraud, unexpected market moves and similar events; 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 our most recent Form 10-K filed with the SEC on March 16, 2009, and as updated in subsequent filings on Form 10-Q.

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 our most recent 10-K and subsequent filings on Form 10-Q, 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, as updated from time to time in subsequent filings on Form 10-Q, 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.

Our discussions in financial releases often summarize the significant factors affecting our results of operations and financial condition during the years ended December 31, 2008, 2007 and 2006, respectively. 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.

## 3Q2009 Distributable Earnings Highlights

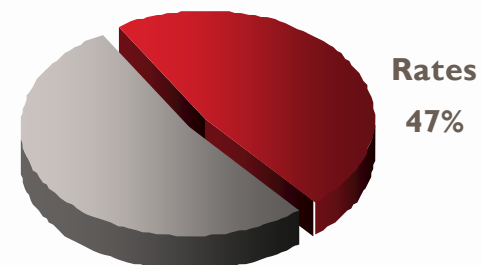
- Revenues were \$291.2 million versus 302.8 in the prior year period
- Pre-tax earnings were \$30.0 million versus \$33.6 in 3Q2008
- Pre-tax earnings per share were \$0.14 versus \$0.17 in 3Q2008
- Post-tax earnings were \$21.1 million versus \$25.3 million in 3Q2008
- Post-tax earnings per fully diluted share were \$0.10 vs. \$0.13 y-o-y
- The pre-tax earnings margin was 10.3% of revenues while the post-tax earnings margin was 7.2% versus 11.1% and 8.4% in 3Q2008
- BGC Partners' Board of Directors declared a quarterly cash dividend of \$0.08 per share payable on December 1, 2009 to Class A and Class B common stockholders of record as of November 16, 2009

# Brokerage Overview: Rates

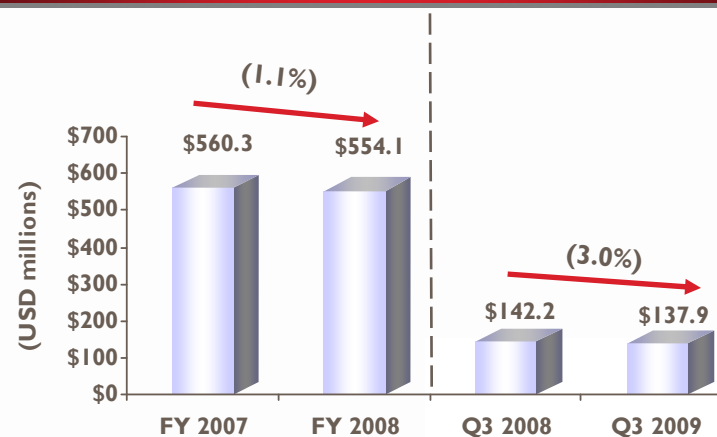
## Example of Products

- Interest rate derivatives
- US Treasuries
- Global Government Bonds
- Futures
- Dollar derivatives
- Repurchase agreements
- Non-deliverable swaps
- Interest rate swaps & options
- Rates revenues declined primarily due to lower industry wide volumes

## % of 3Q2009 Total Distributable Earnings Revenue



## Rates Revenue Growth

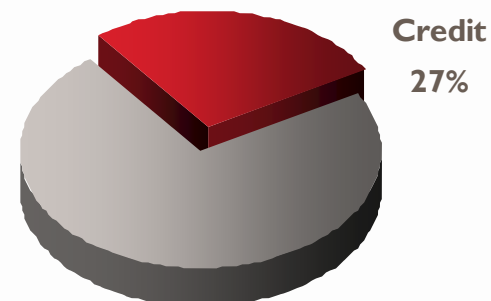


# Brokerage Overview: Credit

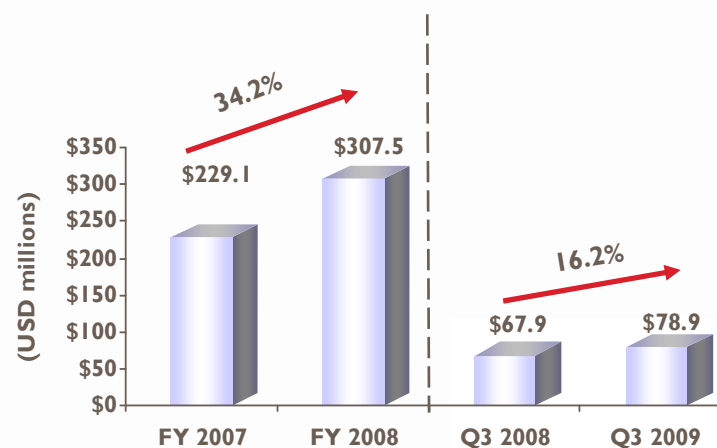
## Example of Products

- Credit derivatives
- Asset-backed securities
- Convertibles
- Corporate bonds
- High yield bonds
- Emerging market bonds
- Credit revenue increased in 3Q2009 y-o-y due to BGC's growth in corporate bonds and fully electronic credit derivatives trading

## % of 3Q2009 Total Distributable Earnings Revenue



## Credit Revenue Growth



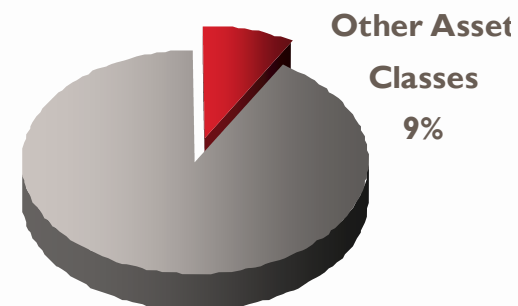
# Brokerage Overview: Other Asset Classes

## Example of Products

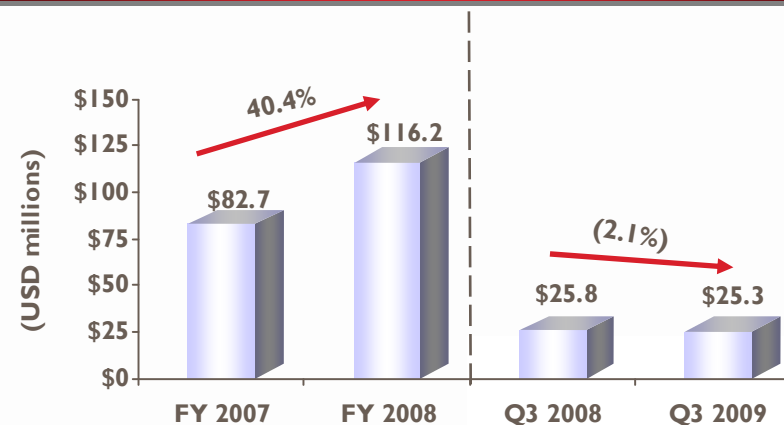
→ Products in other asset classes include:

- Equity derivatives
- Index futures
- Commodities
- Energy derivatives
- Other derivatives and futures

## % of 3Q2009 Total Distributable Earnings Revenue



## Other Asset Classes Revenue Growth

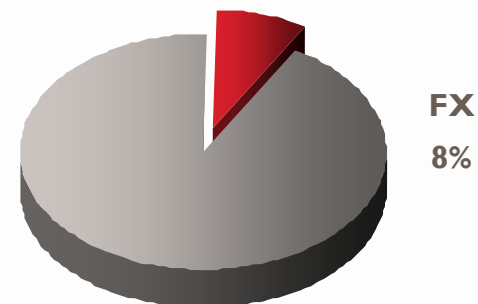


# Brokerage Overview: Foreign Exchange

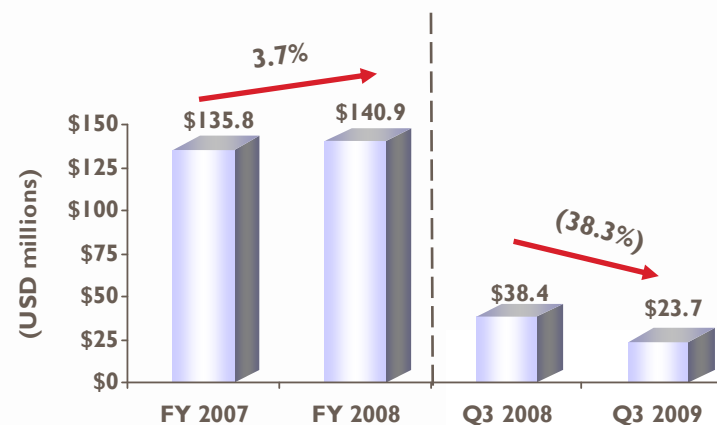
## Example of Products

- Foreign exchange options
- G-10
- Emerging markets
- Cross currencies
- Exotic options
- Spot FX
- Emerging market FX options
- Exotic FX options
- Non-deliverable forwards
- FX revenue down y-o-y in Q3 primarily due to lower industry foreign exchange options volumes, particularly in emerging markets, partially offset by higher fully electronic revenues

## % of 3Q2009 Total Distributable Earnings Revenue

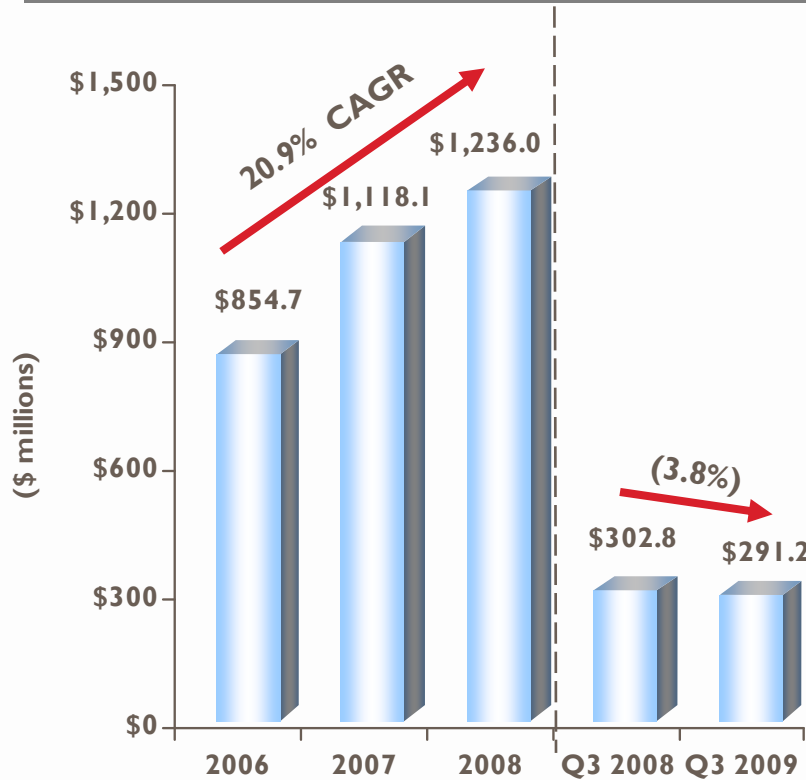


## Foreign Exchange Revenue Growth

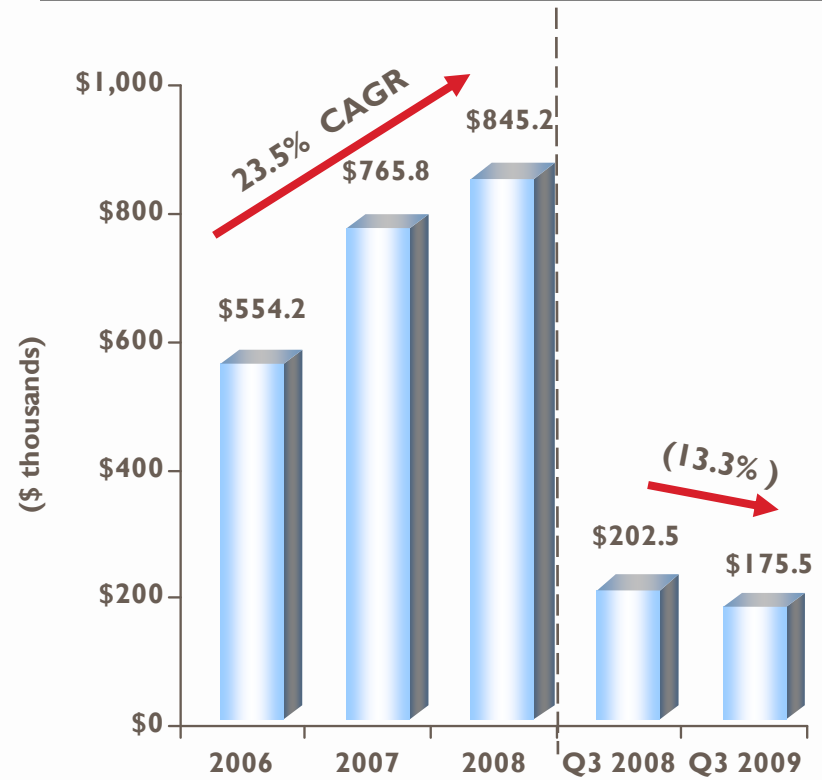


# BGC Revenue Trend

Revenue Growth (in millions)



Voice/Hybrid Broker Productivity (in thousands)



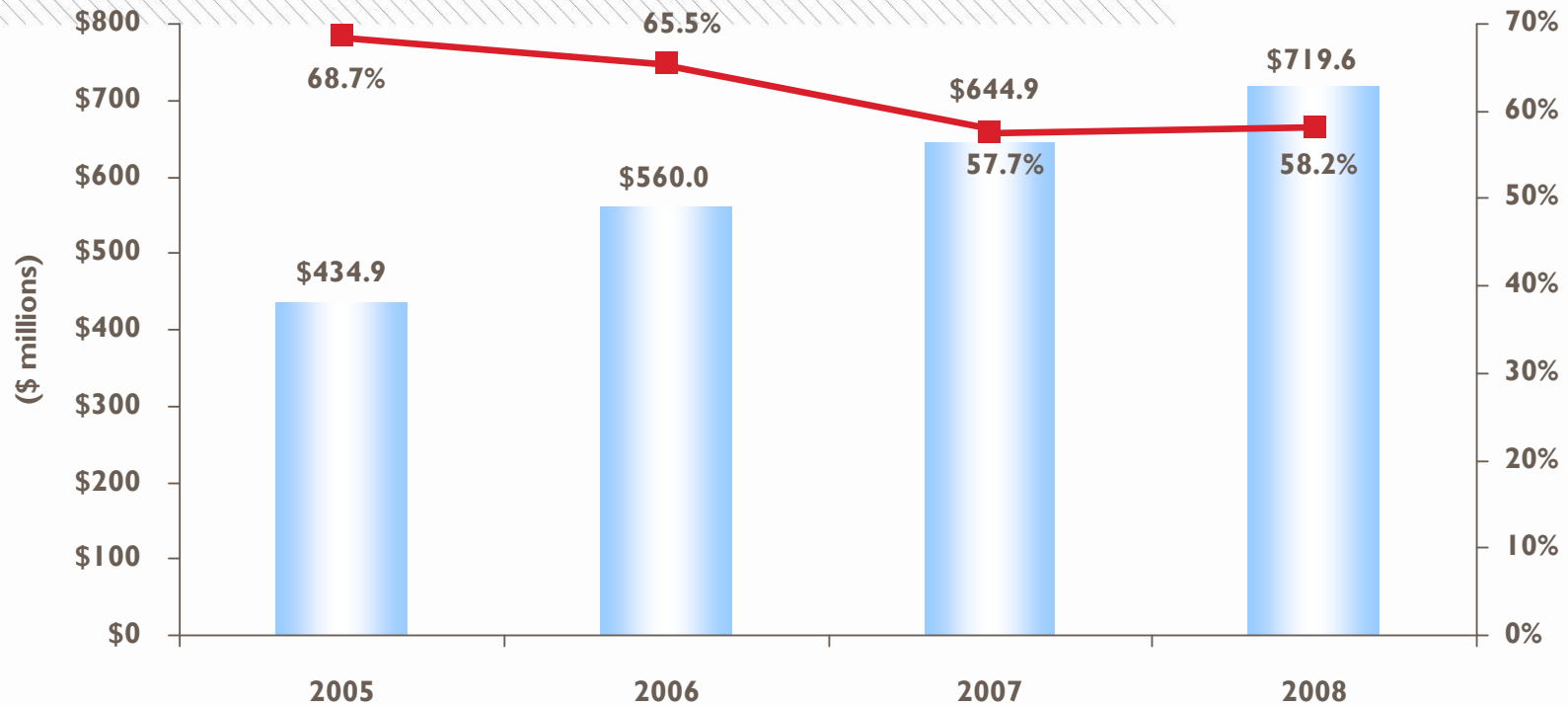
- On 9/30/3009, BGC Partners had 1,423 voice/hybrid brokers, versus 1,411 on 6/30/2009 & 1,262 on 9/30/2008
- Historically, the Company's average revenue per broker has declined for the periods following significant headcount increases. BGC Partners' new brokers generally achieve significantly higher productivity levels in their second year with the Company

Note: BGC results for 2006 in this chart are as provided in the BGC Partners "Supplemental Consolidated Statements of Operations" in its 6/5/2008 final prospectus. Broker productivity is calculated by dividing total voice / hybrid revenue by weighted average brokers per period. Revenue is Revenue for Distributable Earnings.





# BGC Partners Compensation Ratio

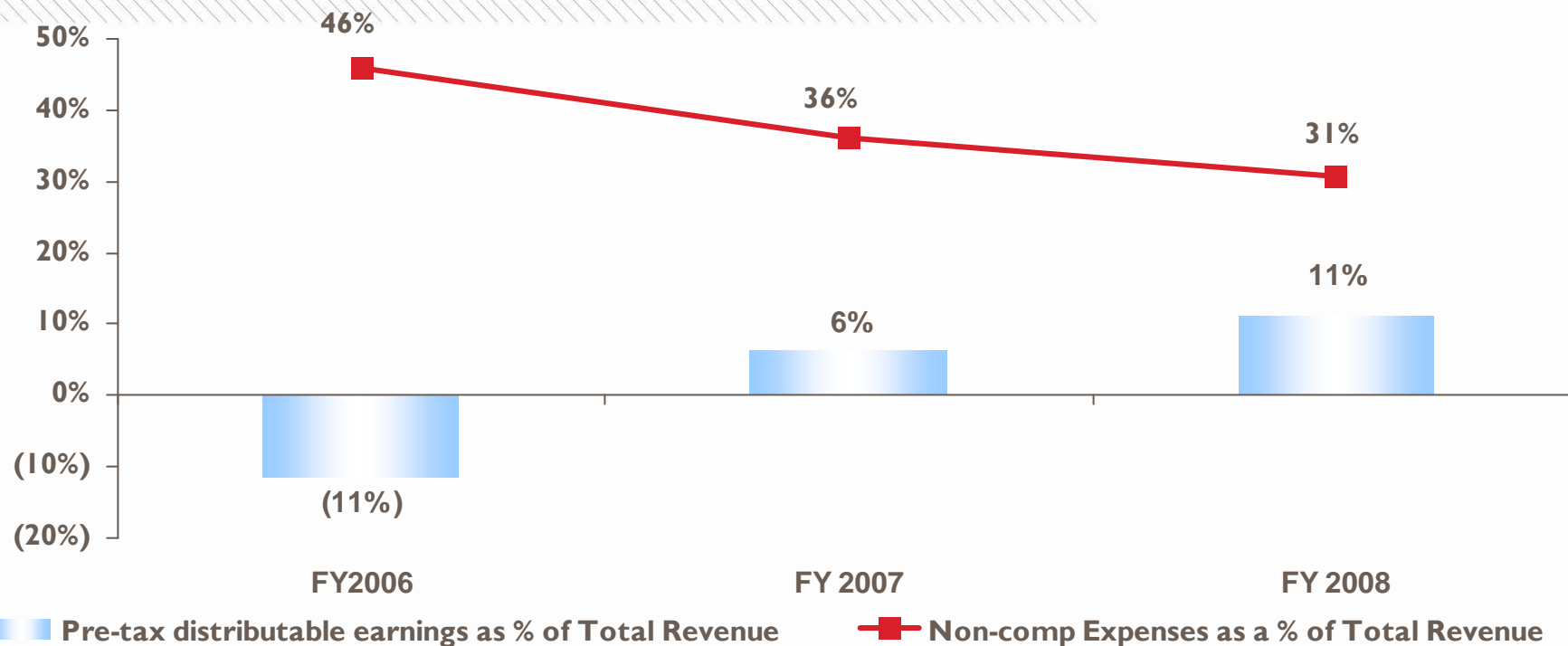


■ Compensation and Employee Benefits

■ Compensation and Employee Benefits as % of Total Revenue

- Compensation ratio was 60.6% in 3Q2009 vs. 57.7% in 3Q2008
- Historically the compensation ratio increases during periods of rapid headcount growth, as new brokers have typically take several quarters to achieve expected productivity levels

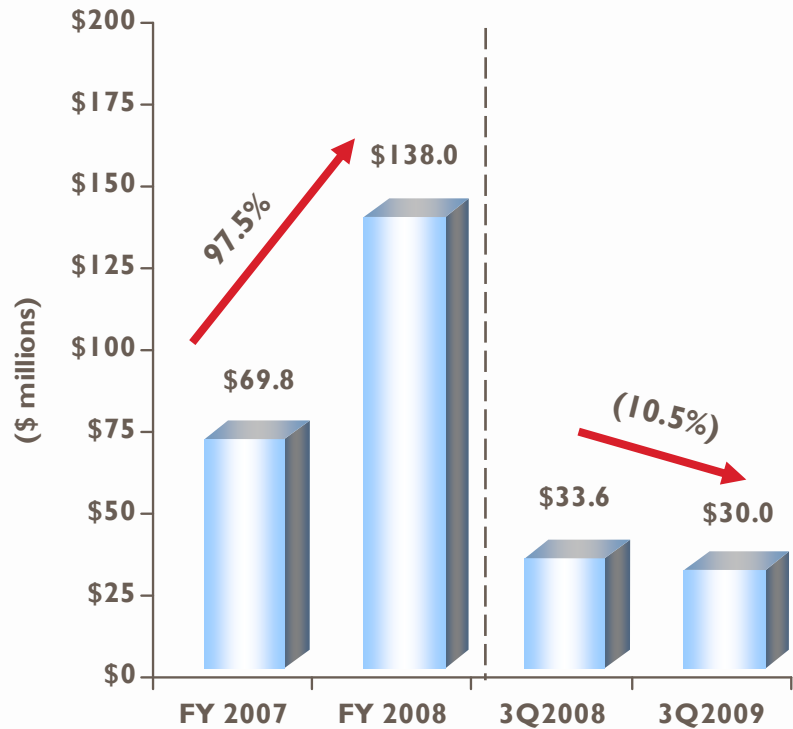
# Operating Leverage / Fixed Expense Base



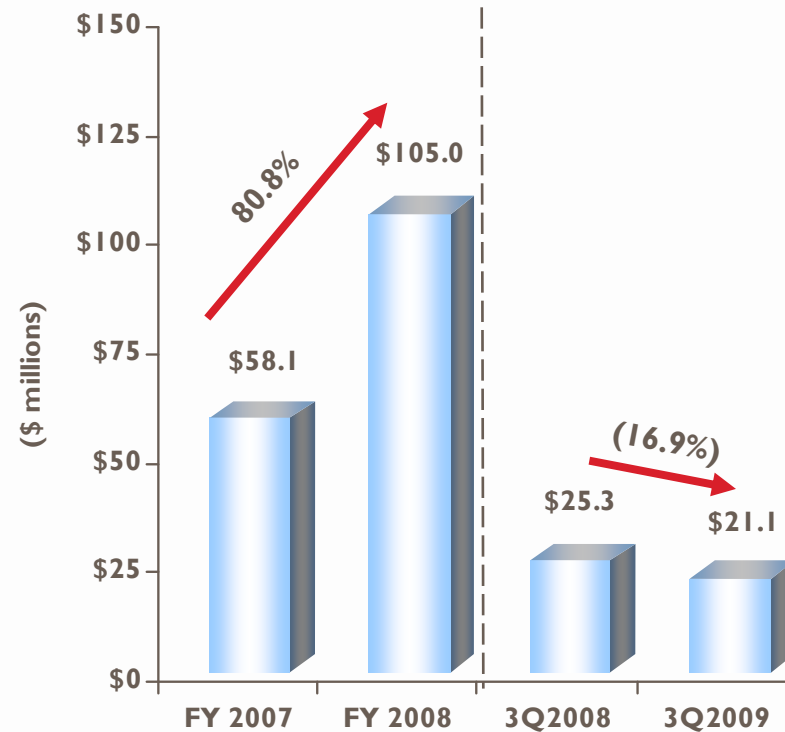
- Non-comp expenses were 29.1% of distributable earnings revenues in 3Q2009 versus 31.2% in 3Q2008
- Pre-tax distributable earnings margin was 10.3% in 3Q2009 vs. 11.1% in 3Q2008
- Post-tax distributable earnings margin was 7.2% in 3Q2009 vs. 8.4% in 3Q2008

# Distributable Earnings

## Pre-tax Distributable Earnings Growth



## Post-tax Distributable Earnings Growth

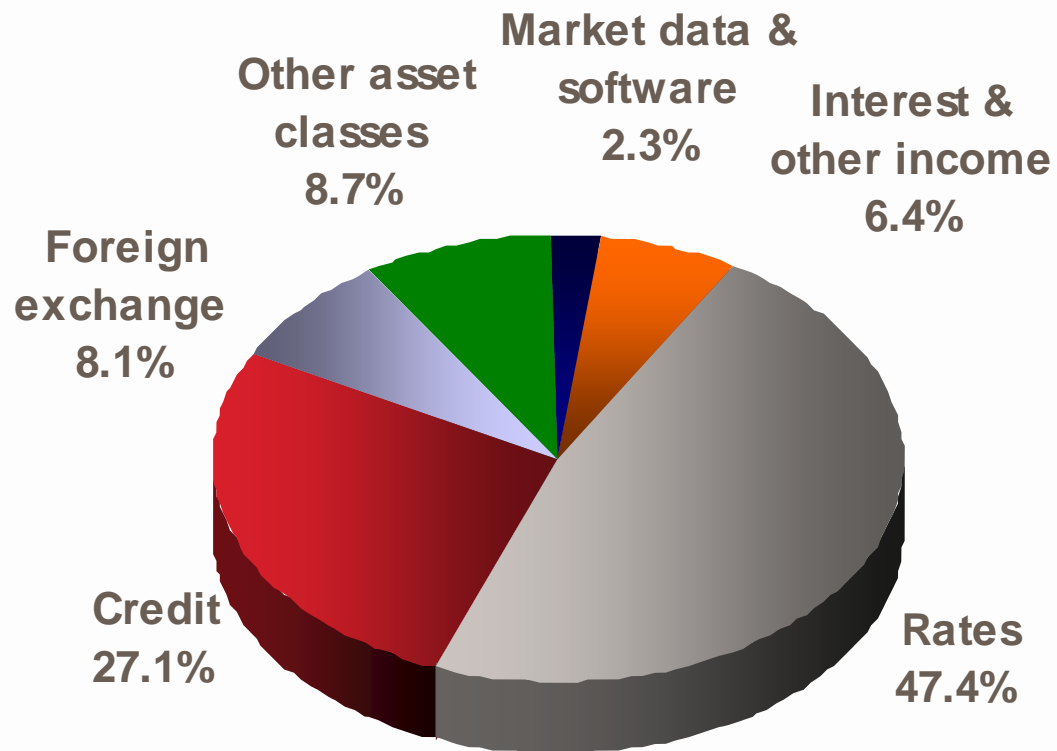


- Third Quarter Pre-tax distributable earnings per fully diluted share were down 18.4% y-o-y
- Third Quarter Post-tax distributable earnings per fully diluted share were down 24.2% y-o-y

## 4Q2009 Outlook

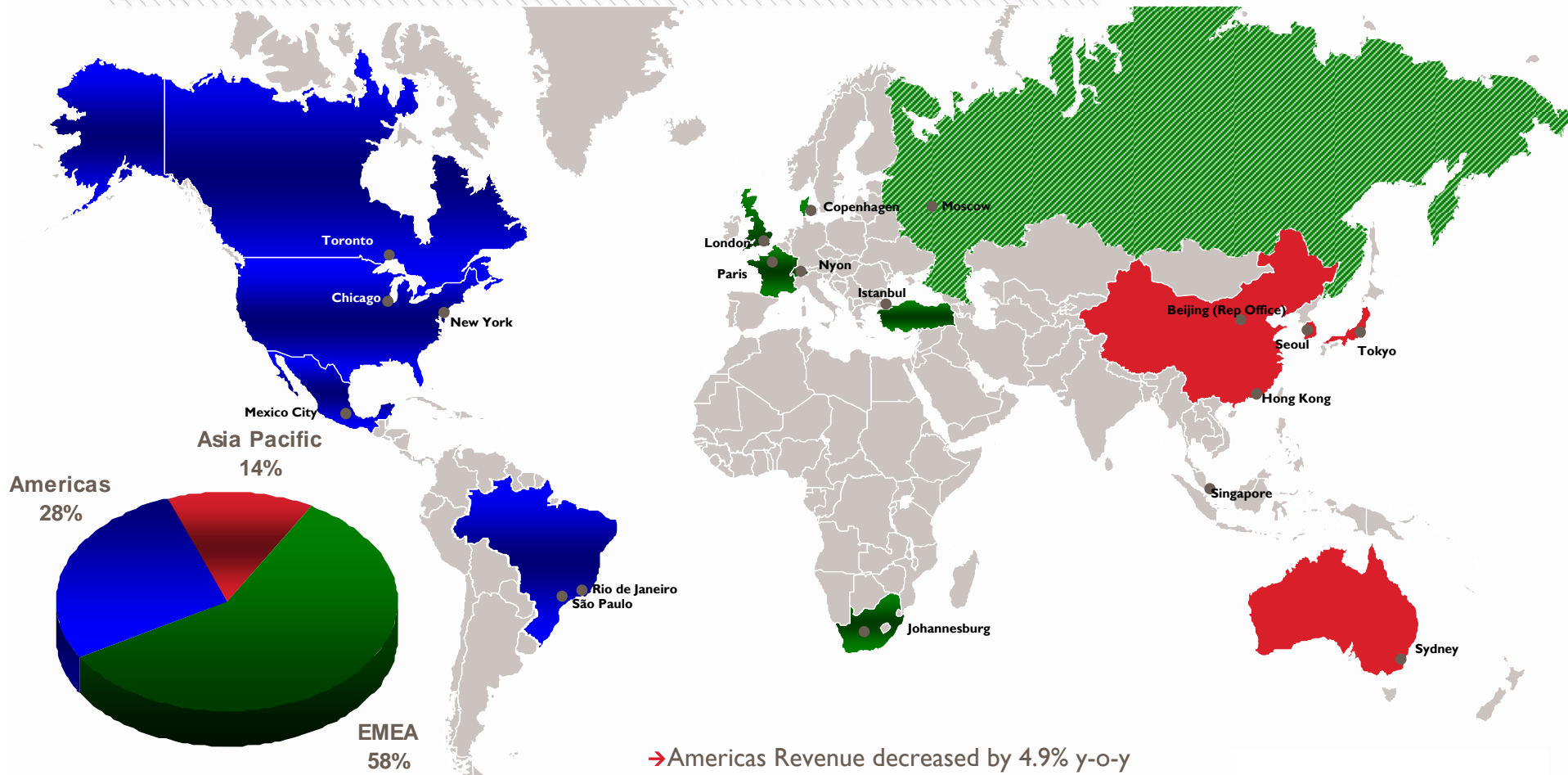
- Revenues of between \$255 million and \$275 million
- Pre-tax distributable earnings of approximately \$12 million to \$20 million
- Post-tax distributable earnings of approximately \$9 million to \$15 million
- Compensation and employee benefits are expected to remain around 60% of total revenues for the full year 2009 on a distributable earnings basis
- The Company anticipates having an effective tax rate for distributable earnings of approximately 27% for 2009

# 3Q2009 Revenue Breakdown



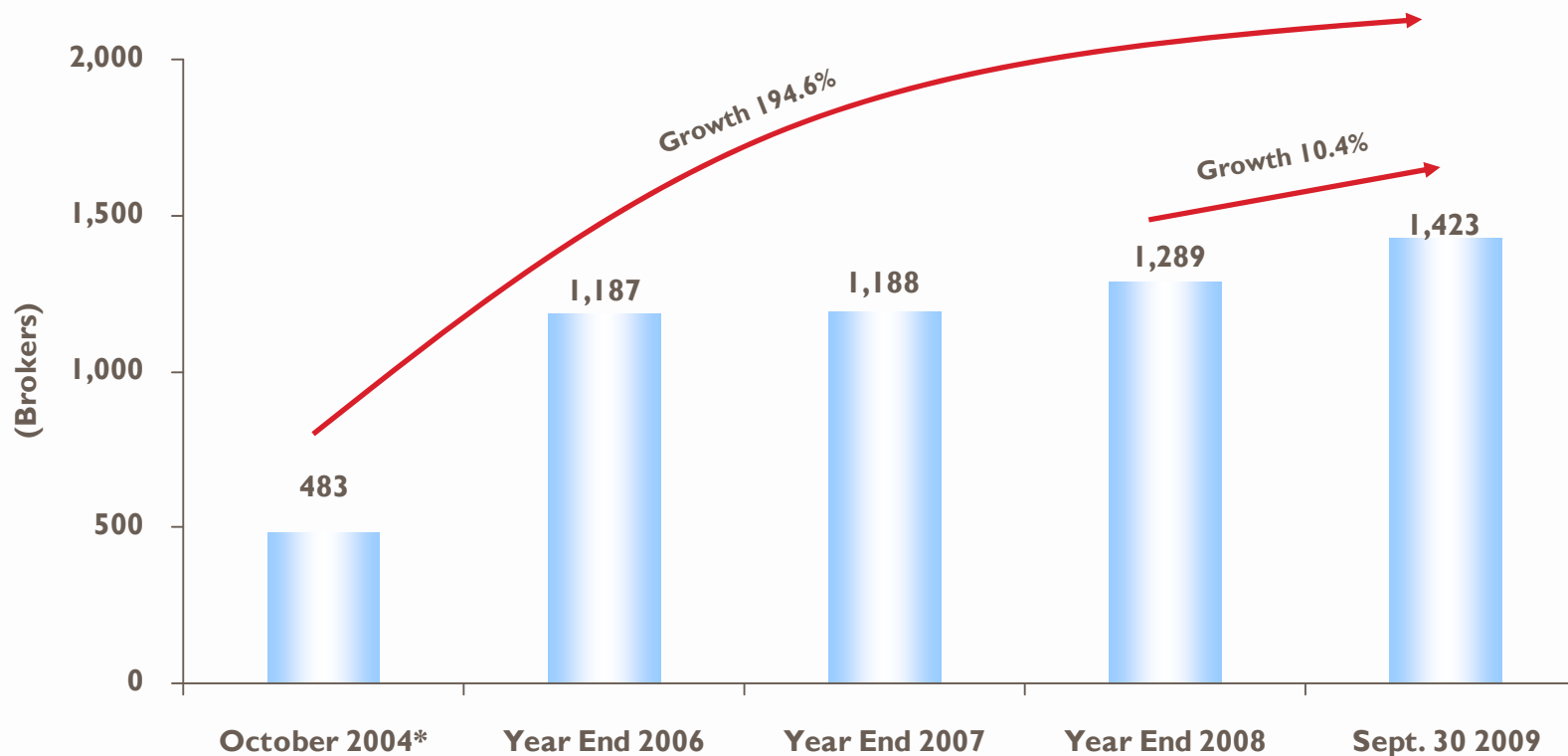
- 3Q2009 total revenues for distributable earnings = \$291.2 mm
- 3Q2009 revenues related to fully electronic = 8.9% of total revenues versus 7.9% in 3Q2008
- 3Q2009 related to fully electronic + market data + software revenues = 11.1% of total revenues

# Global Revenue Breakdown



- Americas Revenue decreased by 4.9% y-o-y
- Asia Pacific Revenue decreased by 10.3 % y-o-y
- Europe, Middle East & Africa Revenue decreased by 1.5% y-o-y

# Broker Headcount Growth



- Broker headcount is up over 12% versus 3Q2008
- Average Revenue per broker was \$744,410 for the trailing twelve month period ended Sept. 30, 2009
- Since its formation in 2004 BGC has nearly tripled its brokerage headcount

\* BGC was formed in October 2004

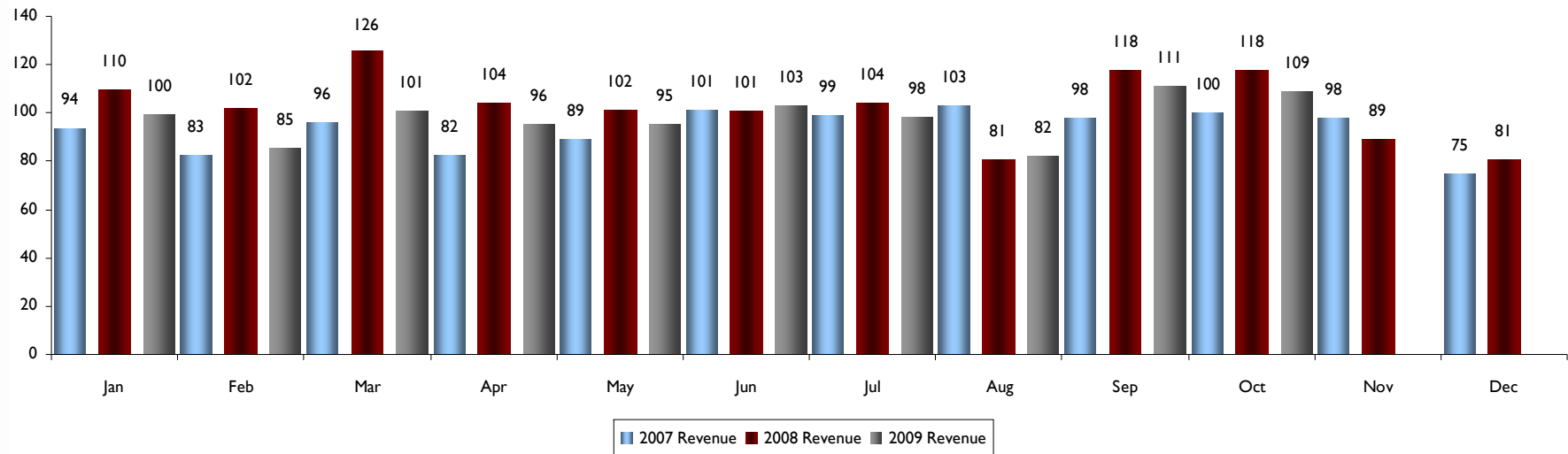
Note: Average Revenue per broker is calculated by dividing total voice / hybrid revenue by weighted average brokers.



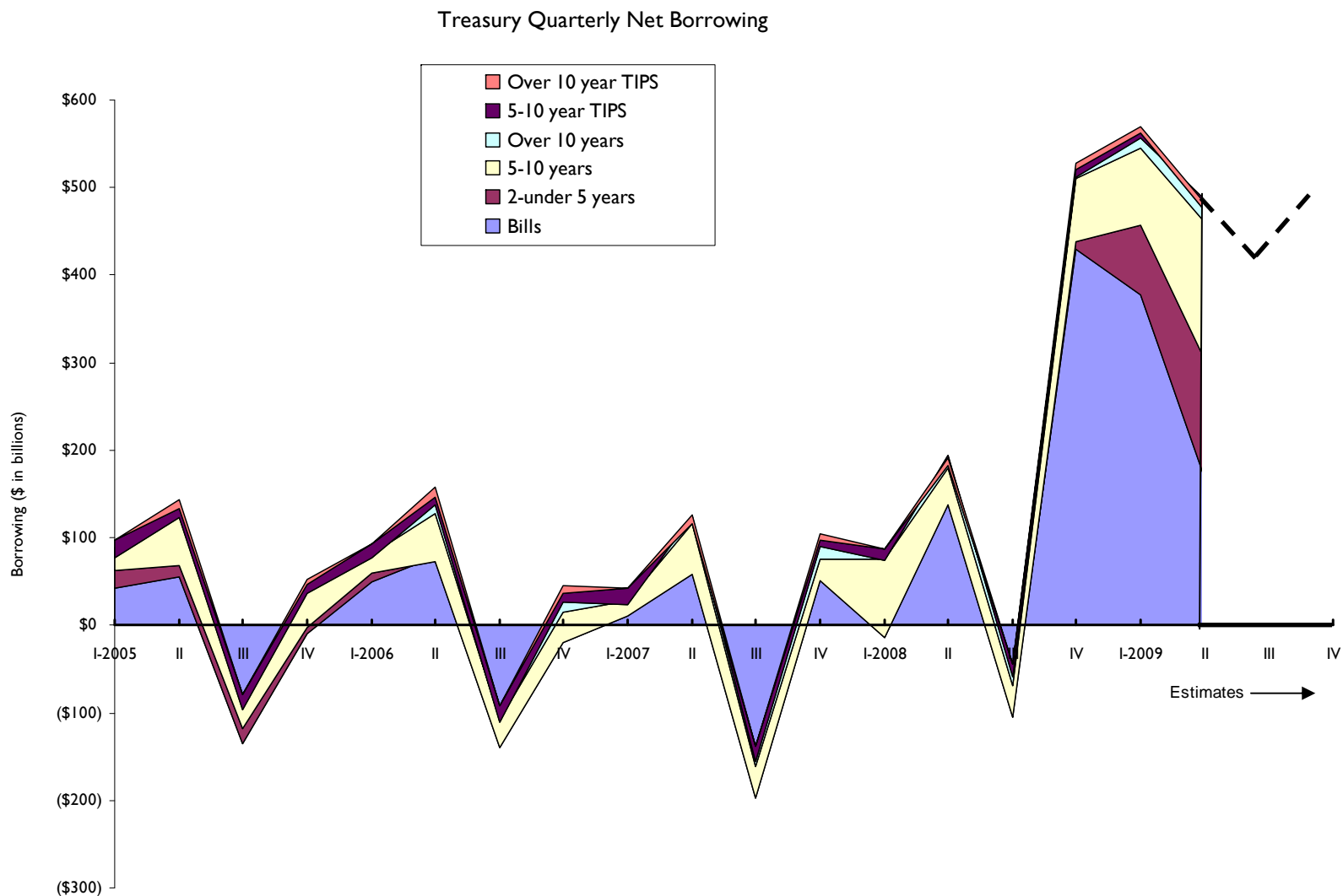
## Appendix



# Historical Monthly Distributable Earnings Revenues (\$MM)



# Record US Treasury Issuance



# Distributable Earnings

- Revenues for distributable earnings are defined as GAAP revenues excluding the impact of BGC Partners' pro rata share of earnings from its equity investments, such as in Aqua Securities, L.P. ("Aqua") and ELX Electronic Liquidity Exchange ("ELX")
- 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 3Q2009 financial results release titled "Distributable Earnings", which is incorporated by reference, and available in the "Investor Relations" section of [www.bgcpartners.com](http://www.bgcpartners.com)