



4Q2012

EARNINGS PRESENTATION

February 14, 2013



# DISCLAIMER

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## 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 Forms 8-K, 10-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 4Q2012 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>.

## Adjusted EBITDA

See the sections of BGC's most recent financial results press release titled "Adjusted EBITDA Defined" and "Reconciliation of GAAP Income to Adjusted EBITDA (and comparison to Pre-Tax Distributable Earnings)"



## SELECT 4Q2012 RESULTS COMPARED TO 4Q2011

<u>Highlights of Consolidated Results</u> (\$ millions, except per share data)	<u>4Q2012</u>	<u>4Q2011</u>	<u>Change</u> (%)
Revenues for distributable earnings	\$436.3	\$365.3	19.4%
Pre-tax distributable earnings before non-controlling interest in subsidiaries and taxes	35.1	47.7	(26.4)
Pre-tax distributable earnings per share	0.12	0.18	(33.3)
Post-tax distributable earnings	28.4	40.3	(29.6)
Post-tax distributable earnings per share	0.10	0.16	(37.5)
Adjusted EBITDA	105.9	66.5	59.3
Effective tax rate	14.5%	11.7%	
Pre-tax earnings margin	8.0%	13.1%	
Post-tax earnings margin	6.5%	11.0%	

- Revenues would have been  $\approx$  \$2 MM higher in 4Q2012 but for the impact of the dollar strengthening versus the euro YoY
- BGC Partners' Board of Directors declared a quarterly cash dividend of \$0.12 per share payable on March 15, 2013 to Class A and Class B common stockholders of record as of March 1, 2013

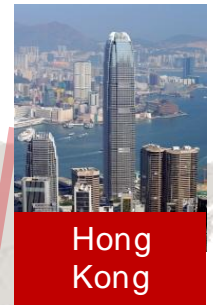
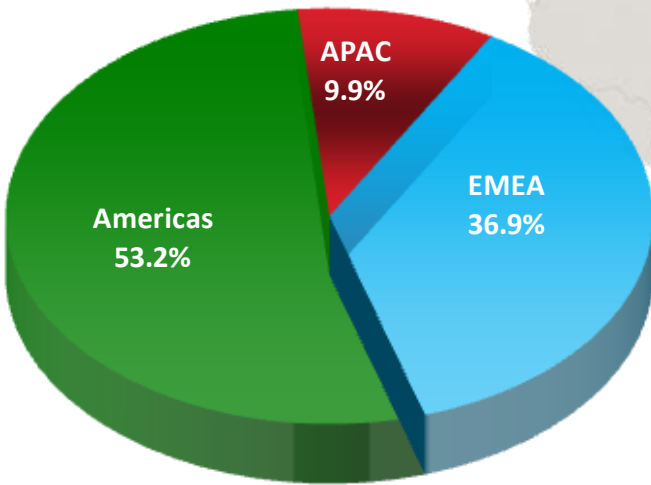
Note: For both the fourth quarter and full year 2012, GAAP "Other revenues" include \$52.5 million related to the sale of BGC's investment in the London Metals Exchange ("LME"), as a result of Hong Kong Exchanges & Clearing Limited's acquisition of the LME in December, 2012. This onetime gain was not included in distributable earnings results.



# 4Q2012 GLOBAL REVENUE BREAKDOWN

- Americas Revenue up 57% YoY
- Europe, Middle East & Africa Revenue down 4% YoY
- Asia Pacific Revenue down 14% YoY

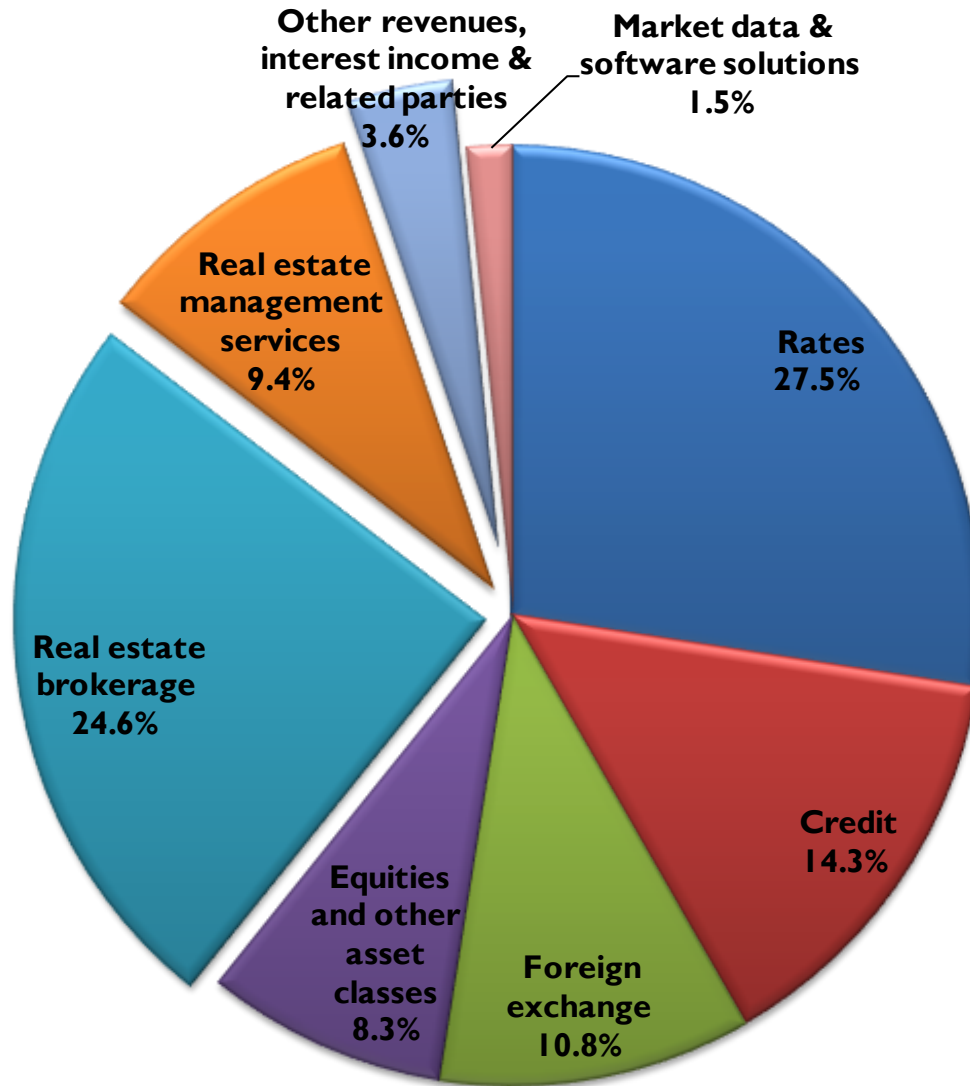
4Q2012 Revenues



Note: For both the fourth quarter and full year 2012, GAAP "Other revenues" include \$52.5 million related to the sale of BGC's investment in the London Metals Exchange ("LME"), as a result of Hong Kong Exchanges & Clearing Limited's acquisition of the LME in December, 2012. This onetime gain was not included in distributable earnings results.



## 4Q2012 PRODUCT DIVERSITY

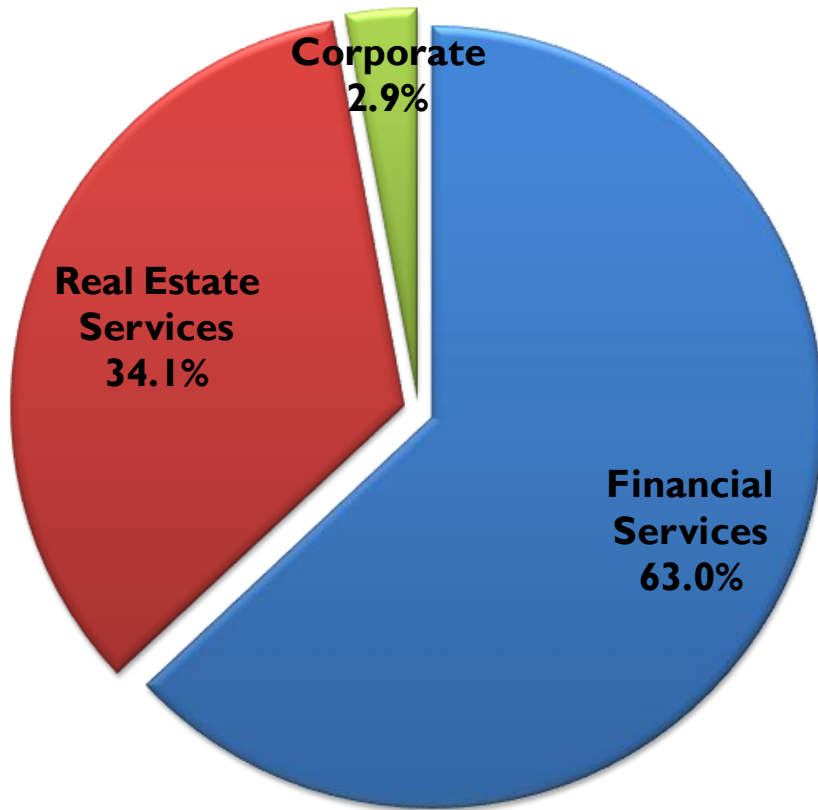


Note: percentages may not sum to 100% due to rounding.



## 4Q2012 SEGMENT DATA

### 4Q2012 Revenues



4Q2012	Revenues	Pre-tax Earnings	Pre-tax Margin
Financial Services	\$274.9	\$35.1	12.8%
Real Estate	\$148.7	\$12.6	8.5%
Corporate	\$12.7	(\$12.7)	NMF

# 4Q VOLATILITY REMAINED LOW



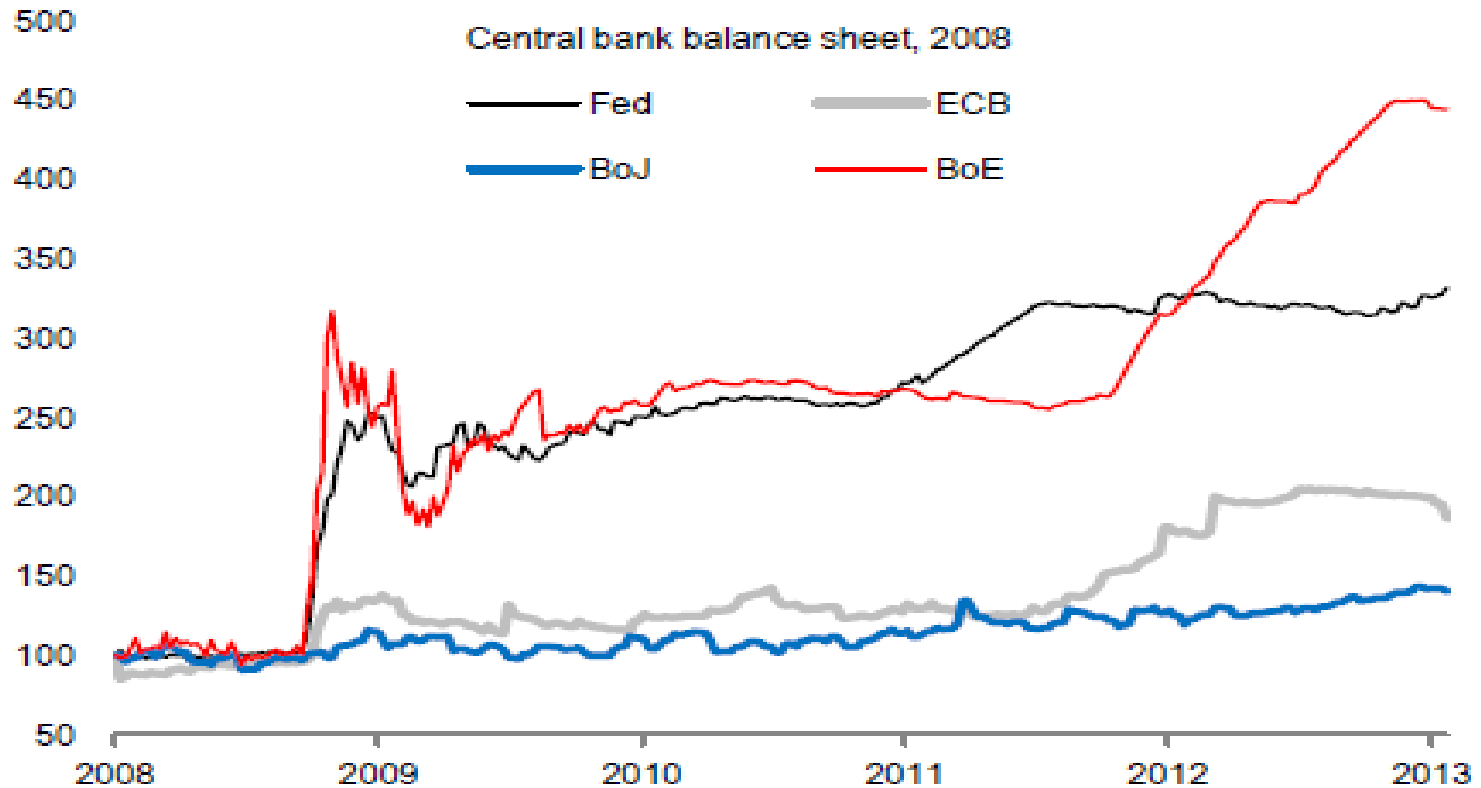
- BAML's GFSI Index, which reflects financial stress across multiple asset classes, averaged -0.23 in 4Q2012 versus the 5-year average of 0.51 and 10-year average of 0.21

The Global Financial Stress Index is a Bank of America Merrill Lynch calculated, cross market measure of risk, hedging demand and investor flows in the global financial system. Levels greater/less than 0 indicate more/less financial market stress than normal. GFSI is a weighted average of three sub-indices, IRISK, IFLOW and ISKEW. These indices are further divided into sub-components; for details see ALLX IRISK, ALLX IFLOW and ALLX ISKEW.



# QUANTITATIVE EASING = CURRENT HEADWIND AND FUTURE TAILWIND

Central Banks Balance Sheet Growth, 2008 - Present (2008 = 100)



- Quantitative easing by Fed and other major central banks lowered 4Q2012 rates volatility and volumes

Source: Thomson Reuters, Credit Suisse research



# BUSINESS OVERVIEW: RATES

## Example of Products

- Interest Rate Derivatives
- US Treasuries
- Global Government Bonds
- Agencies
- Interest Rate Futures
- Dollar Derivatives
- Repurchase Agreements
- Non-Deliverable Swaps
- Interest rate Swaps & Options

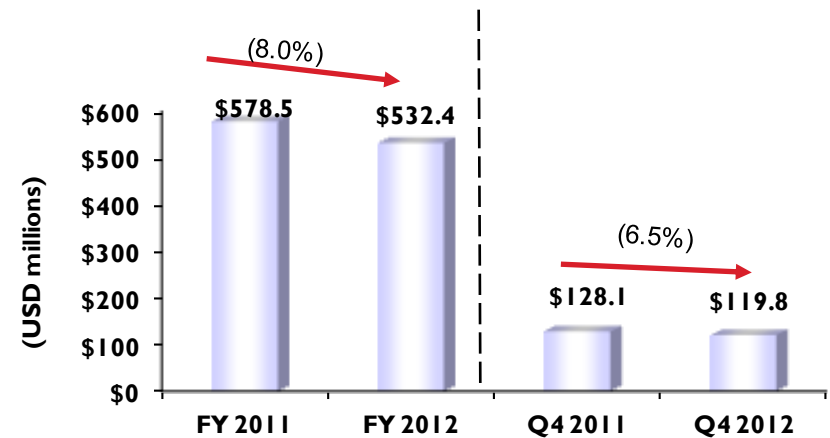
## Drivers

- Global sovereign and corporate debt issuance cause long-term tailwinds in our Rates business
- Near-term headwinds due to quantitative easing
- Low interest rates in most major economies holding down volumes
- Negatively impacted by Hurricane Sandy

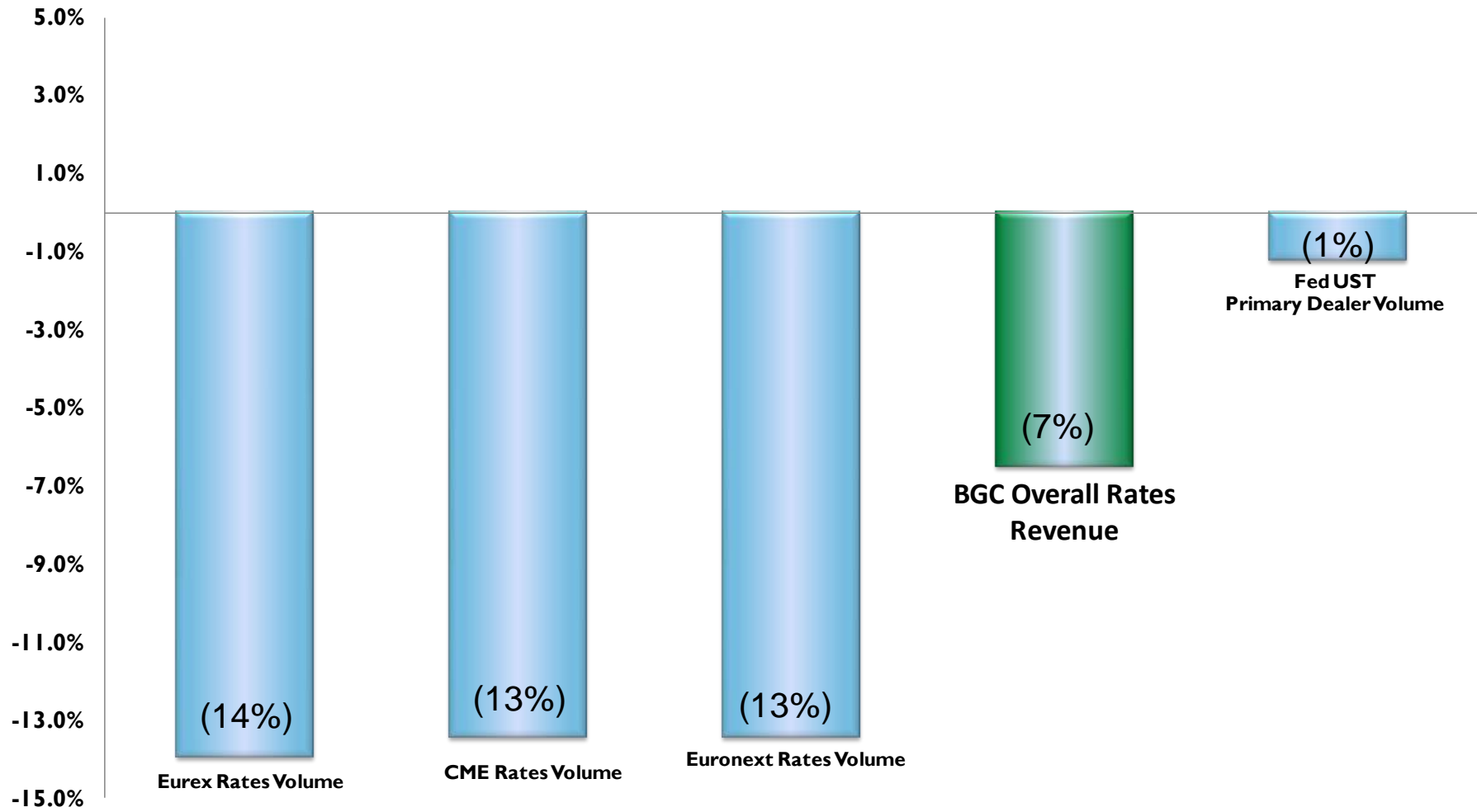
## % of 4Q2012 Total Distributable Earnings Revenue



## Rates Revenue Growth



# BGC RATES REVENUES REFLECT INDUSTRY HEADWINDS



Source: CME/Eures- Futures Industry Association- Monthly Volume Report- ([www.cme.com](http://www.cme.com), [www.eurexchange.com](http://www.eurexchange.com))  
 Fed UST Volume ([www.newyorkfed.org/markets/statrel.html](http://www.newyorkfed.org/markets/statrel.html)- Federal Reserve Bank ).

# BUSINESS OVERVIEW: CREDIT

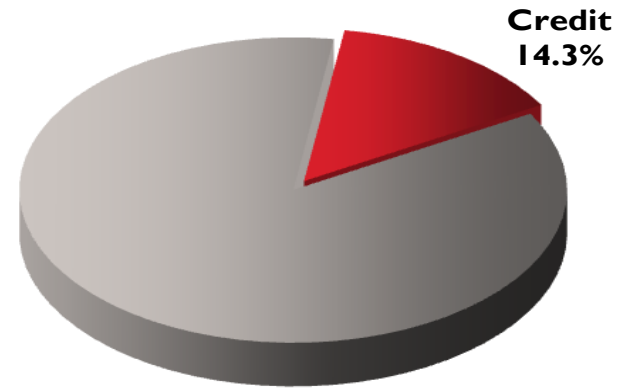
## Example of Products

- Credit Derivatives
- Asset-Backed Securities
- Convertibles
- Corporate Bonds
- High yield Bonds
- Emerging Market Bonds

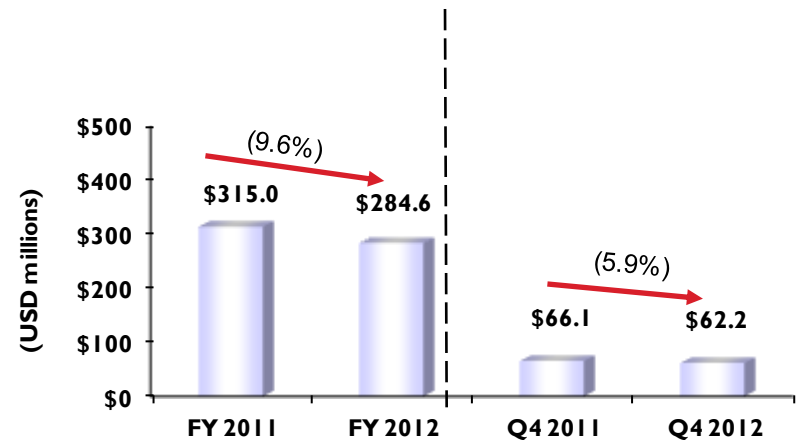
## Drivers

- Industry volumes generally lower
- BGC credit e-brokerage continues to outperform overall market
- Large bank corporate bond trading activity impacted due in part to Basel 3 capital requirements

## % of 4Q2012 Total Distributable Earnings Revenue

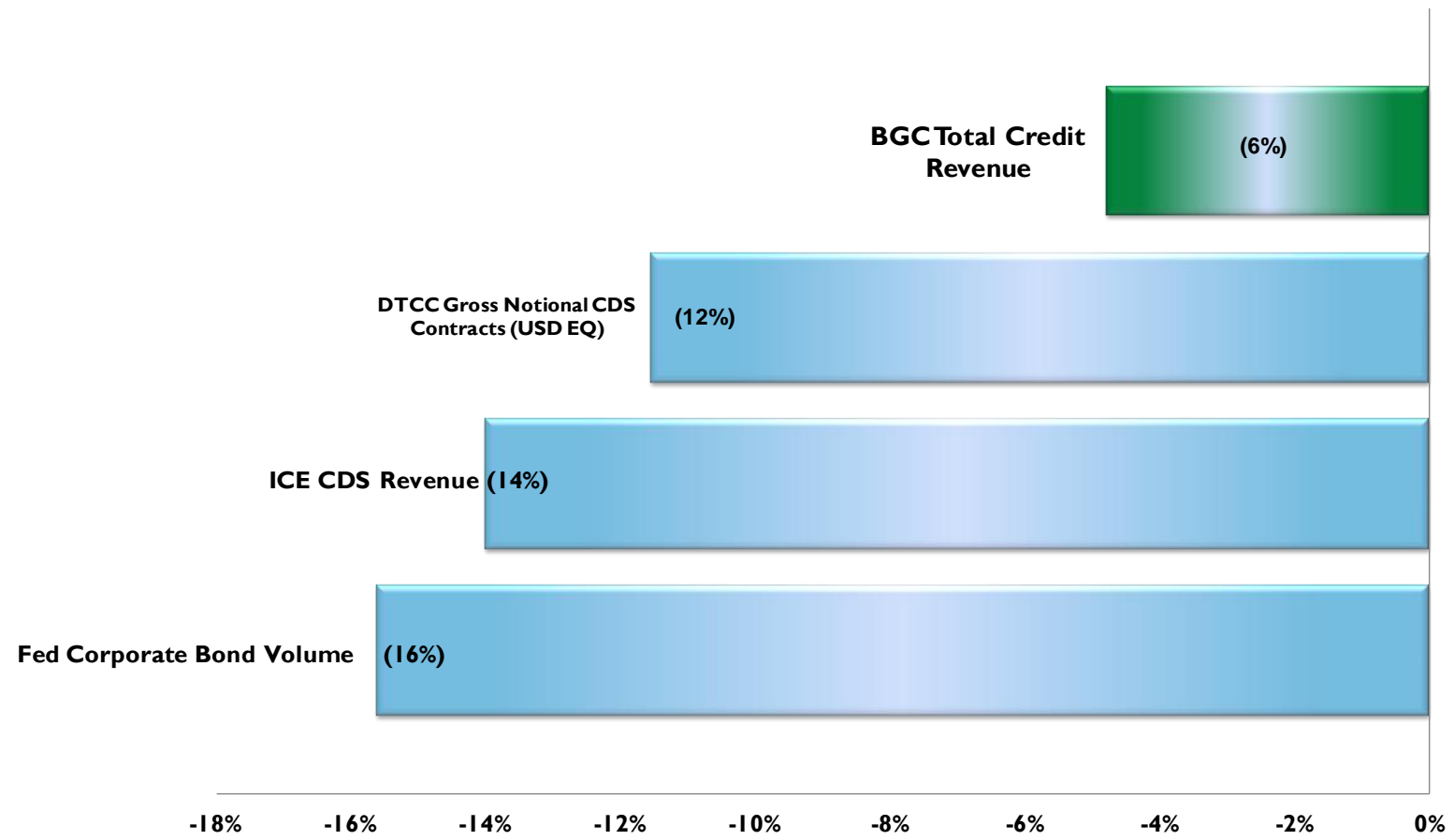


## Credit Revenue Growth



# BGC'S CREDIT DESKS IMPACTED BY WEAKER MARKET TRENDS

## 4Q2012 YoY Growth



Sources: The Depository Trust and Clearing Corporation, "DTCC" data as of Oct month end 2012 vs. Oct month end 2011, Dealogic, Credit Suisse, Company websites, "TRACE" (Trade Reporting and Compliance Engine). Creditex is ICE's OTC credit execution business.

# BUSINESS OVERVIEW: FOREIGN EXCHANGE

## Example of Products

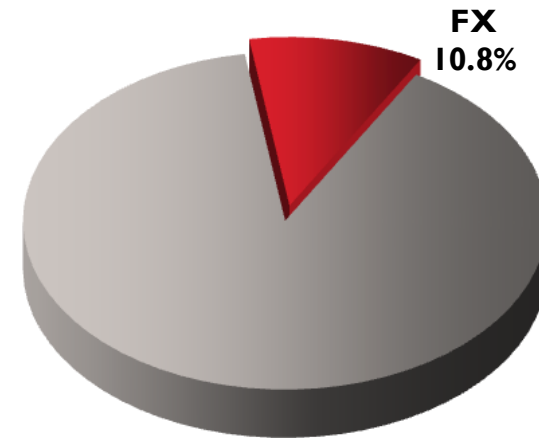
In virtually all currency pairs

- Options
- Exotics
- Spot
- Forwards
- Non-deliverable forwards

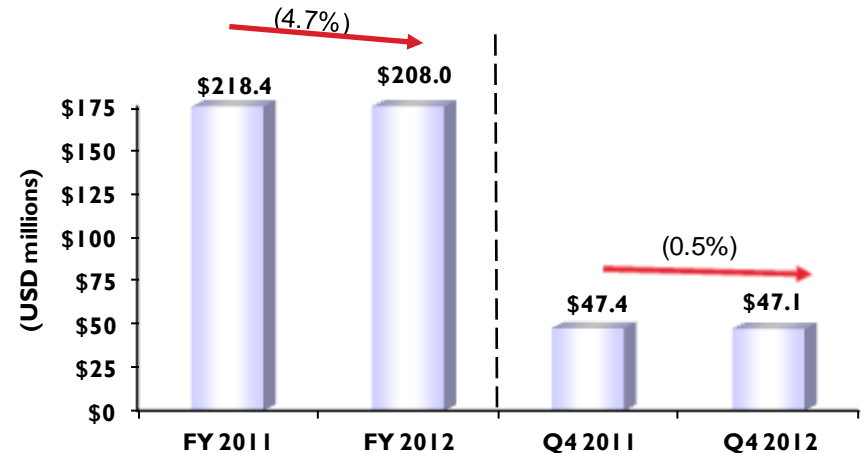
## Drivers

- BGC's fully electronic FX revenues have grown faster than overall FX revenues for the past three years, driven by both derivatives and spot
- Industry volume held back by FX market intervention from certain major central banks in 4Q
- Low interest rates made carry trade strategies less attractive in 4Q

## % of 4Q2012 Total Distributable Earnings Revenue



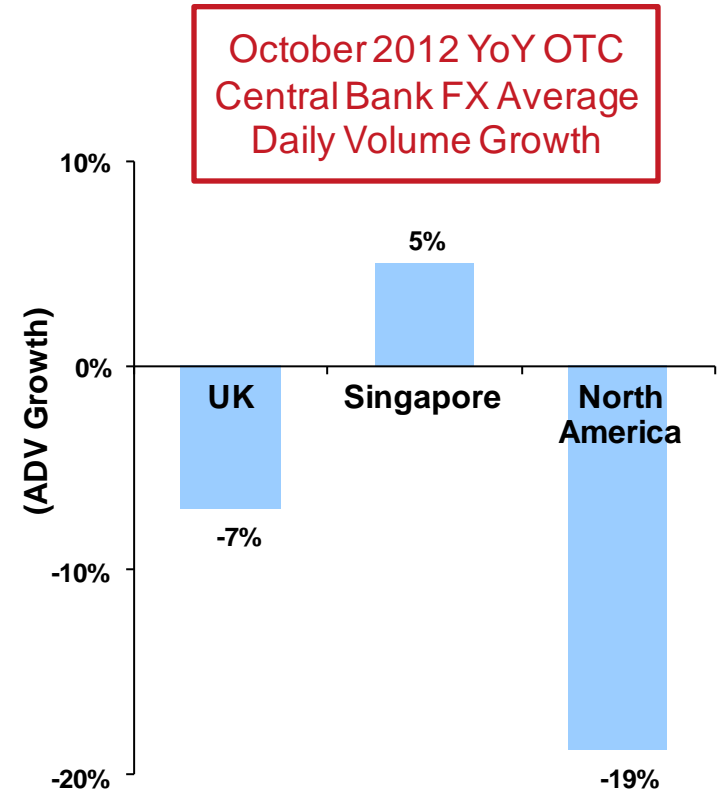
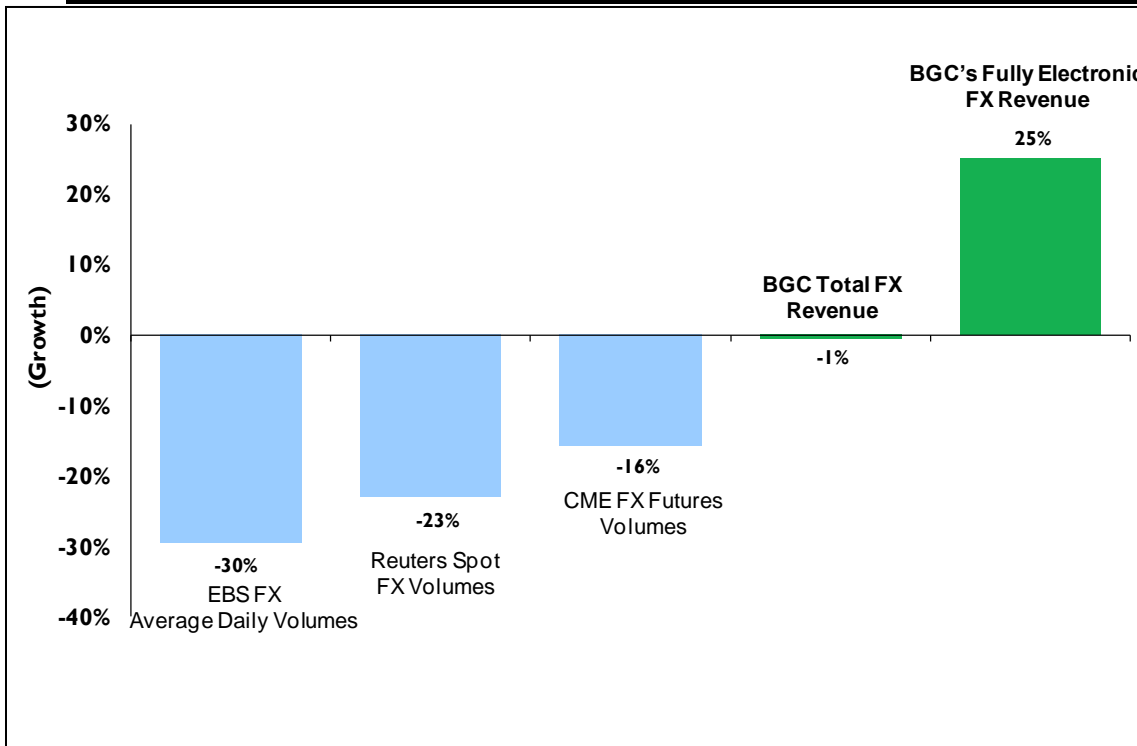
## Foreign Exchange Revenue Growth





# BGC'S FULLY ELECTRONIC FX REVENUES OUTPERFORMS MARKET

## 4Q2012 YoY Growth



Left Graph: Source: ICAP, CME, Reuters websites. CME FX Futures growth based on total volume, ICAP Spot FX and Reuters Spot FX based on average daily volume. Right Graph: Central Bank FX average daily volume growth is calculated based on the sum of "Traditional FX" defined as spot, forwards, and FX swaps and "FX Derivatives" defined as currency swaps and FX options. FX Sources: New York Fed FX Committee, Canadian FX Committee, Singapore FX Market Committee, UK FX Joint Standing Committee. All Growth Percentages Based on Average Daily volumes in USD.

Note: BGC Total FX volume and revenues include all spot and derivative products

# BUSINESS OVERVIEW: EQUITIES & OTHER ASSET CLASSES

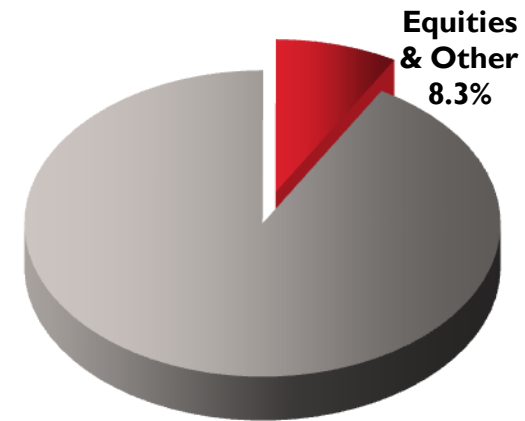
## Example of Products

- Equity Derivatives
- Cash Equities
- Index Futures
- Commodities
- Energy Derivatives
- Other Derivatives and Futures

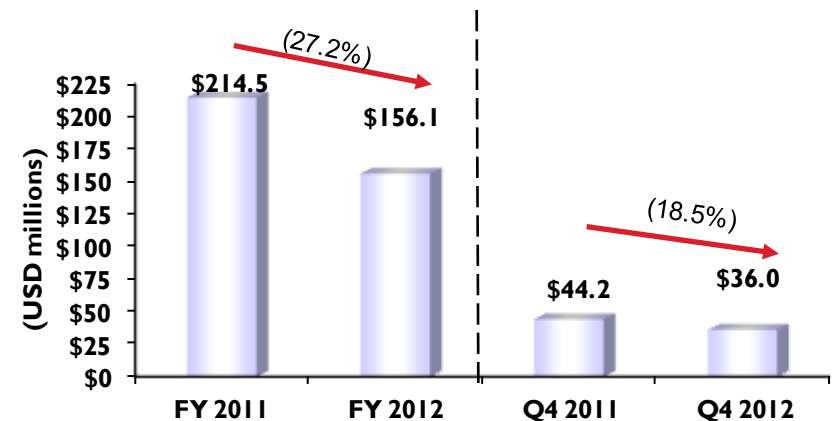
## Drivers

- Lower global equity cash & derivatives volumes industry-wide
- Negatively impacted by the French Financial Transaction Tax

## % of 4Q2012 Total Distributable Earnings Revenue



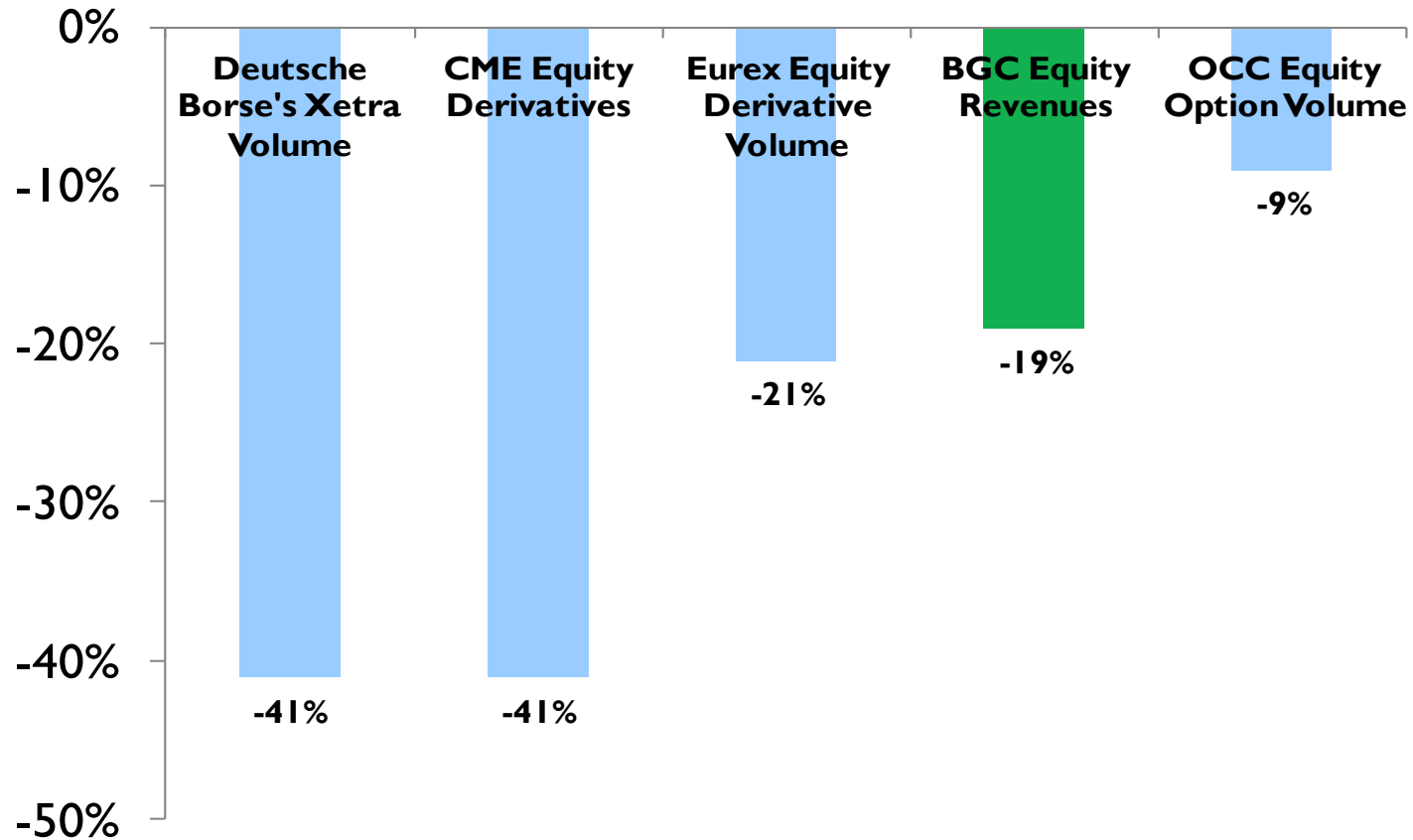
## Equities & Other Asset Classes Revenue Growth





## “EQUITIES AND OTHER”: REFLECTS LOWER INDUSTRY VOLUMES

### 4Q2012 YoY Change



Note: Cash equities growth percentages based on average daily shares traded for US exchanges. Equity derivatives based on equity option average daily volume from Eurex, and Euronext. For Euronext, growth is based on total European equity derivative product volume. Sources: erdesk.com for US equities volumes, Credit Suisse research for CME, Euronext and Eurex volumes.



# BUSINESS OVERVIEW: REAL ESTATE SERVICES

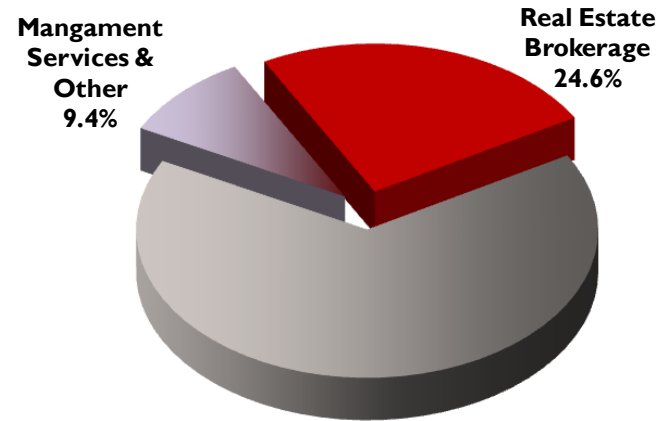
## Example of Products

- Leasing Advisory
- Global Corporate Services
- Retail Services
- Property & Facilities Management
- Consulting
- Program and Project Management
- Industrial Services
- Valuation
- Property Sales
- Capital Markets (Includes: Debt & Equity Raising, Mortgage Broking)

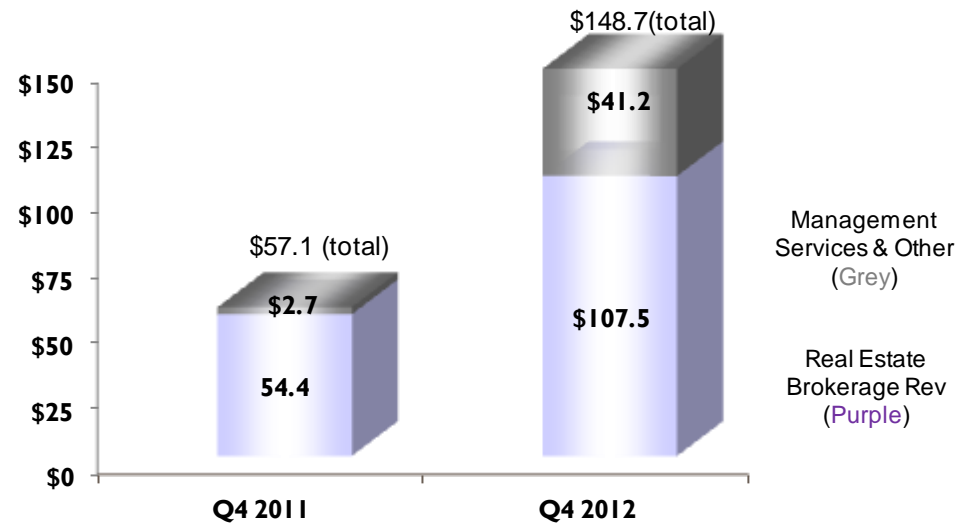
## Drivers

- Average rents and vacancies improve YoY
- Real Capital Analytics 4Q commercial sales volumes up 47% YoY
- Low interest rates make Real Estate a more attractive investment class
- Moody's/RCA commercial property price index up 5% YoY

## % of 4Q2012 Total Distributable Earnings Revenue



## Real Estate Services Revenue



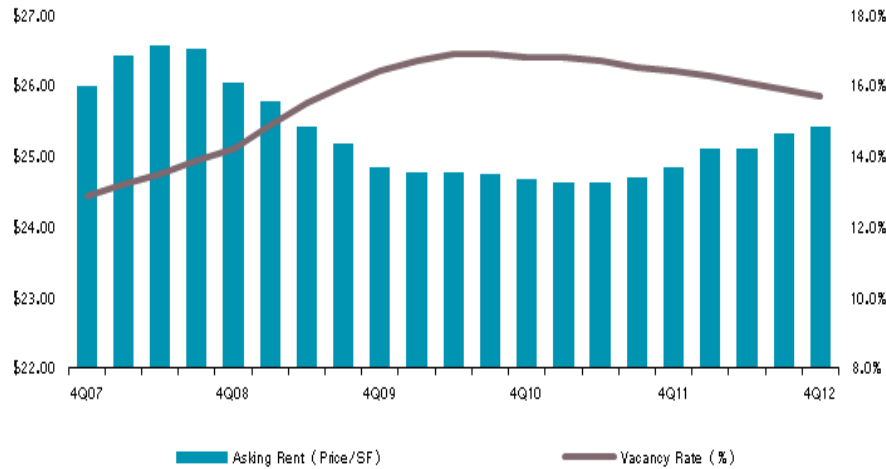
Sources: Newmark Grubb Knight Frank, Real Capital Analytics, Moody's and CoStar.



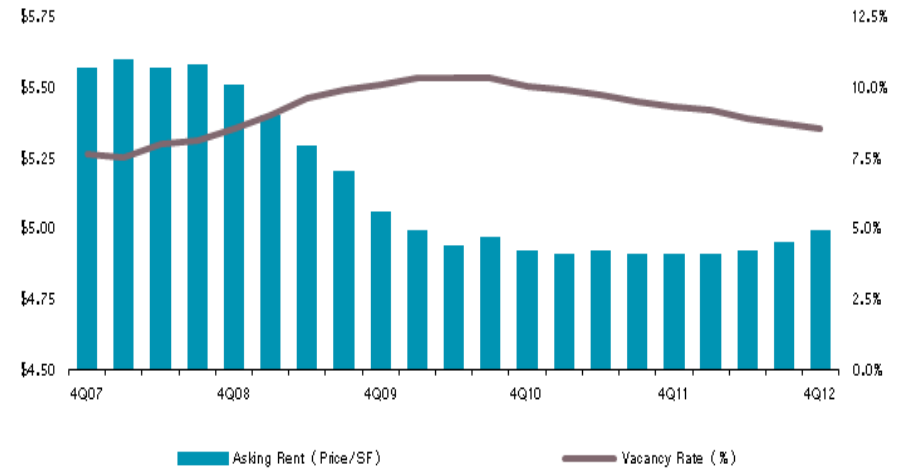
# LEASING MARKET IMPROVING NATIONALLY

## US Office & Industrial Market Asking Rent & Vacancy

Asking Rent & Vacancy (Office)



Asking Rent & Vacancy (Industrial)

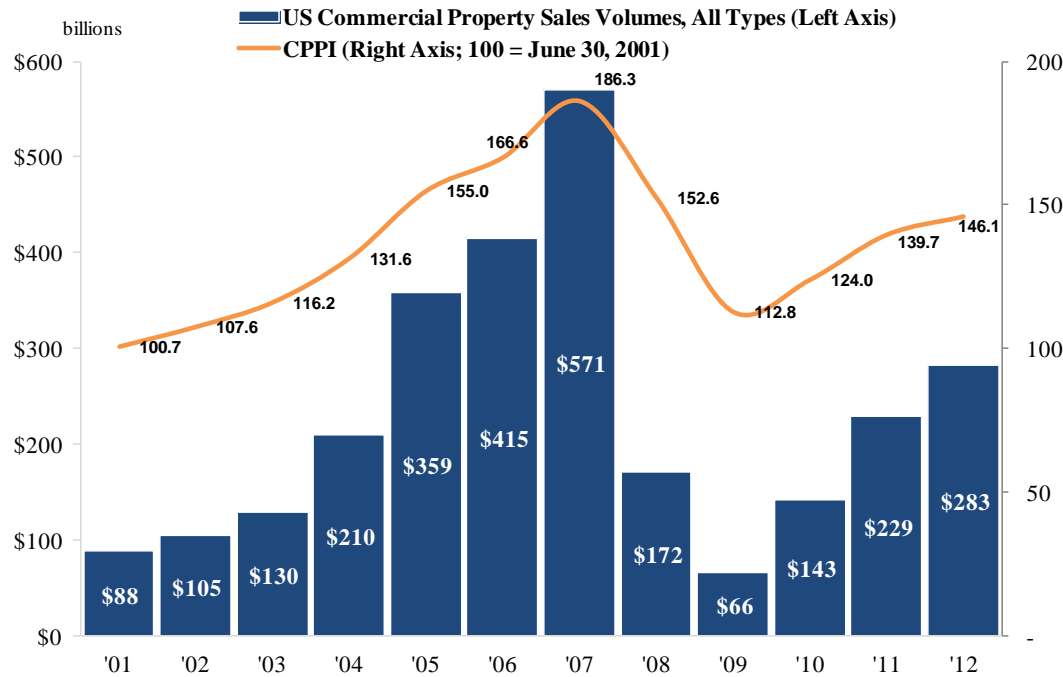


Notes: The two charts show data for 30 key U.S. office markets

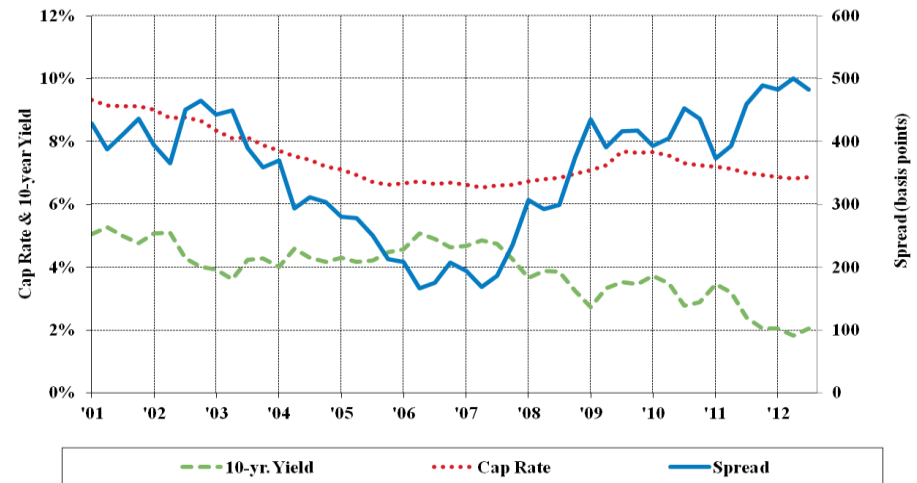
Sources: Newmark Grubb Knight Frank, and CoStar.



# ANNUAL COMMERCIAL PROPERTY SALES METRICS REBOUNDED



**AVG CAP RATE VS. 10-YEAR TREASURY YIELD (QUARTERLY) SPREAD NEAR HISTORIC HIGH**



Source: Newmark Grubb Knight Frank, Real Capital Analytics, Moody's



# KEY WINS FOR NGKF IN 2012



## **New York** **Havas/Euro RSCG** **200 and 205 Hudson Street**

Newmark Grubb Knight Frank represented Havas in completing a 15-year lease for 260,000 square feet of space to serve as an urban corporate campus for the global advertising and communications services group.



## **New York** **Chadbourne & Parke, LLP** **1301 Avenue of the Americas**

Newmark Grubb Knight Frank represented Chadbourne in its lease for more than 200,000 square feet; the 20-year lease includes two additional five-year renewal options, as well as expansion options to allow for continued growth.



## **New York** **Morgan Stanley & Co.** **One New York Plaza**

Newmark Grubb Knight Frank represented Morgan Stanley in completing the largest single-asset office lease in New York City since 2008 for 1.2 million square feet in Lower Manhattan.



## **Global** **Nokia Siemens Networks**

Newmark Grubb Knight Frank was selected by Nokia Siemens Networks, the world's specialist in mobile broadband technologies, to serve as its sole global corporate real estate supplier.



## **California** **Lewis Brisbois** **221 N. Figueroa Street**

Newmark Grubb Knight Frank represented Lewis Brisbois Bisgaard & Smith LLP, a national, full-service law firm, in signing a 10-year lease renewal for 163,000 square feet of office space.



## **New Jersey** **Eisner Amper, LLP** **Iselin**

Newmark Grubb Knight Frank represented EisnerAmper in its lease for 87,000 square feet at MetroTop Plaza II, a newly constructed, 255,000-square-foot class A office building in Woodbridge, New Jersey.



## KEY WINS FOR NGKF IN 2012



**Texas**  
**ConocoPhillips**  
**3010 Briarpark Drive**

Newmark Grubb Knight Frank represented ConocoPhillips in completing a lease for 211,000 square feet of office space in Houston, Texas.



**New York**  
**Investment Technology Group Inc.**  
**1 Liberty Plaza**

Newmark Grubb Knight Frank represented ITG in completing a 132,000-square-foot lease in Downtown Manhattan.



**Philadelphia**  
**Brandywine Realty Trust**  
**1900 Market Street**

Newmark Grubb Knight Frank arranged the sale of 1900 Market Street, a 456,922-square-foot structure better known as the Stock Exchange building, to Brandywine Realty Trust for \$34 million, or \$76/sf.

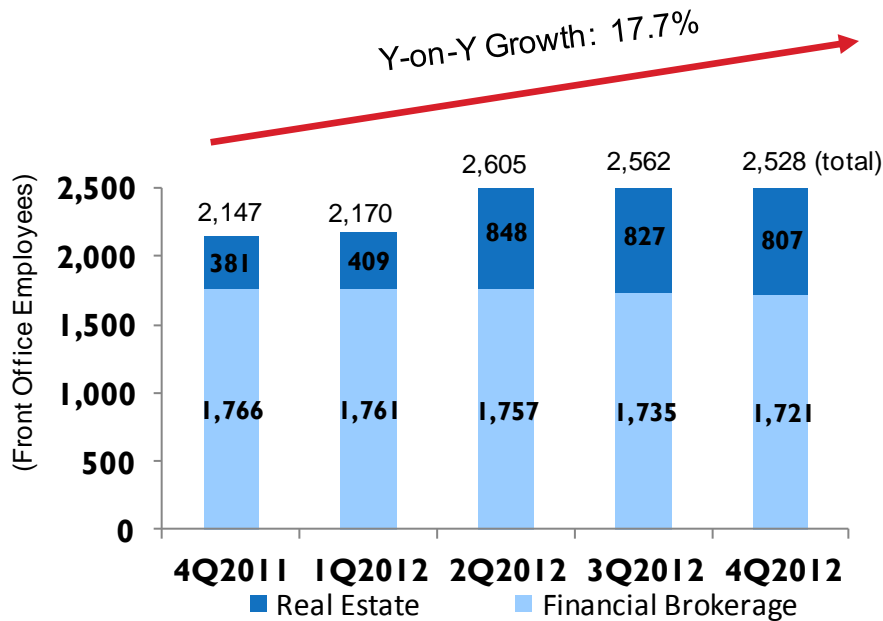


**Colorado**  
**Mountain View Corporate Center (Bldg I – IV)**  
**Broomfield**

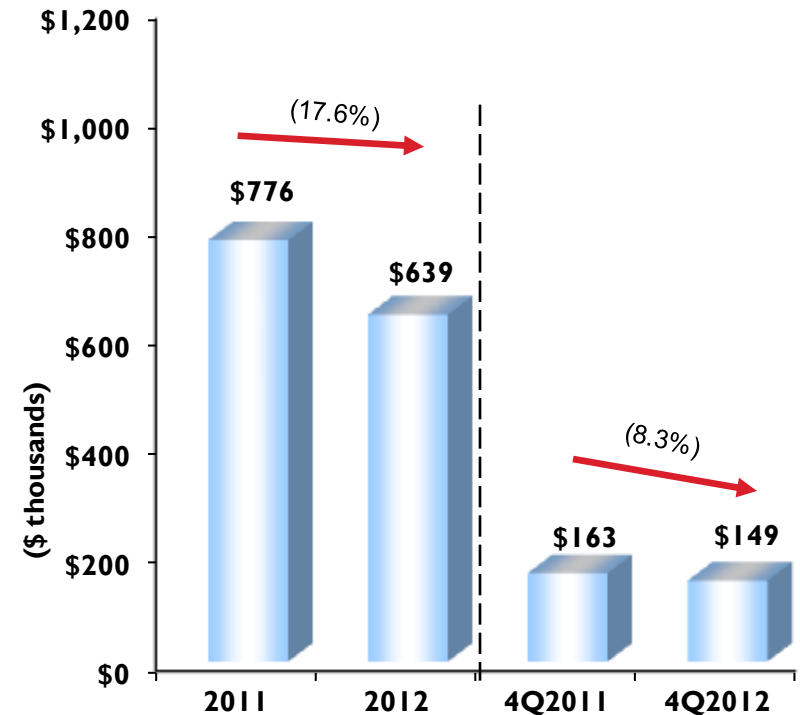
Newmark Grubb Knight Frank represented Hines in the sale of Mountain View Corporate Center, a complex totaling 461,438 square feet, to Westfield for \$92 million.

# BGC'S FRONT OFFICE EMPLOYEE GROWTH

Front Office Headcount



Front Office Productivity (in thousands)

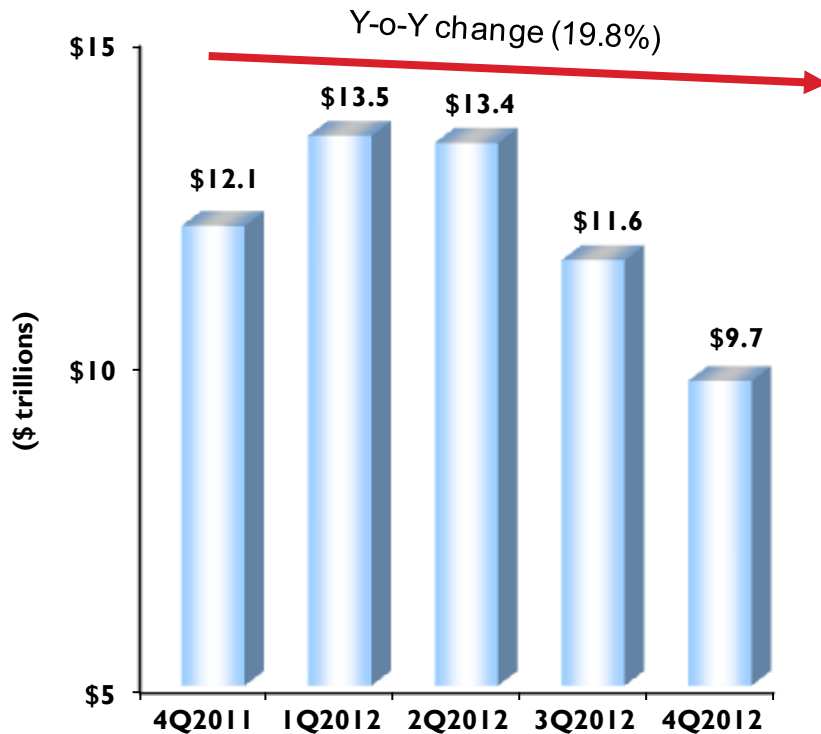


- For 4Q2012 Financial Services average revenue per front office employee was \$158k down 6.6% YoY, while Real Estate Services front office average revenue per front office employee was \$131k up 20.6% YoY
- Lower overall industry volumes across Financial Services
- Commercial Real Estate brokers generally have lower revenue per broker than IDB brokers
- Negatively impacted by Hurricane Sandy

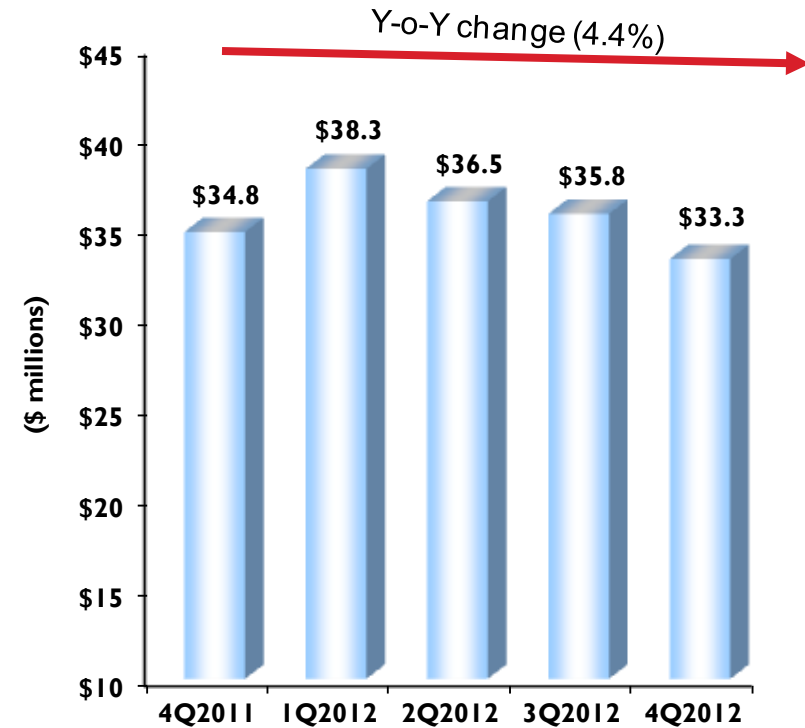
Note: Front office productivity is calculated as "total brokerage revenue," "market data and software sales revenue," and the portion of "fees from related party" line items related to fully electronic trading divided by average front office headcount for the relevant period. All headcount figures in this presentation exclude Smith Mack and Frederick Ross as these acquisitions closed the last week of December, 2012. They will be included starting with BGC's first quarter 2013 results.

# BGC'S FULLY ELECTRONIC METRICS

Fully Electronic Notional Volumes (in trillions)



Fully Electronic Revenues (in millions)\*



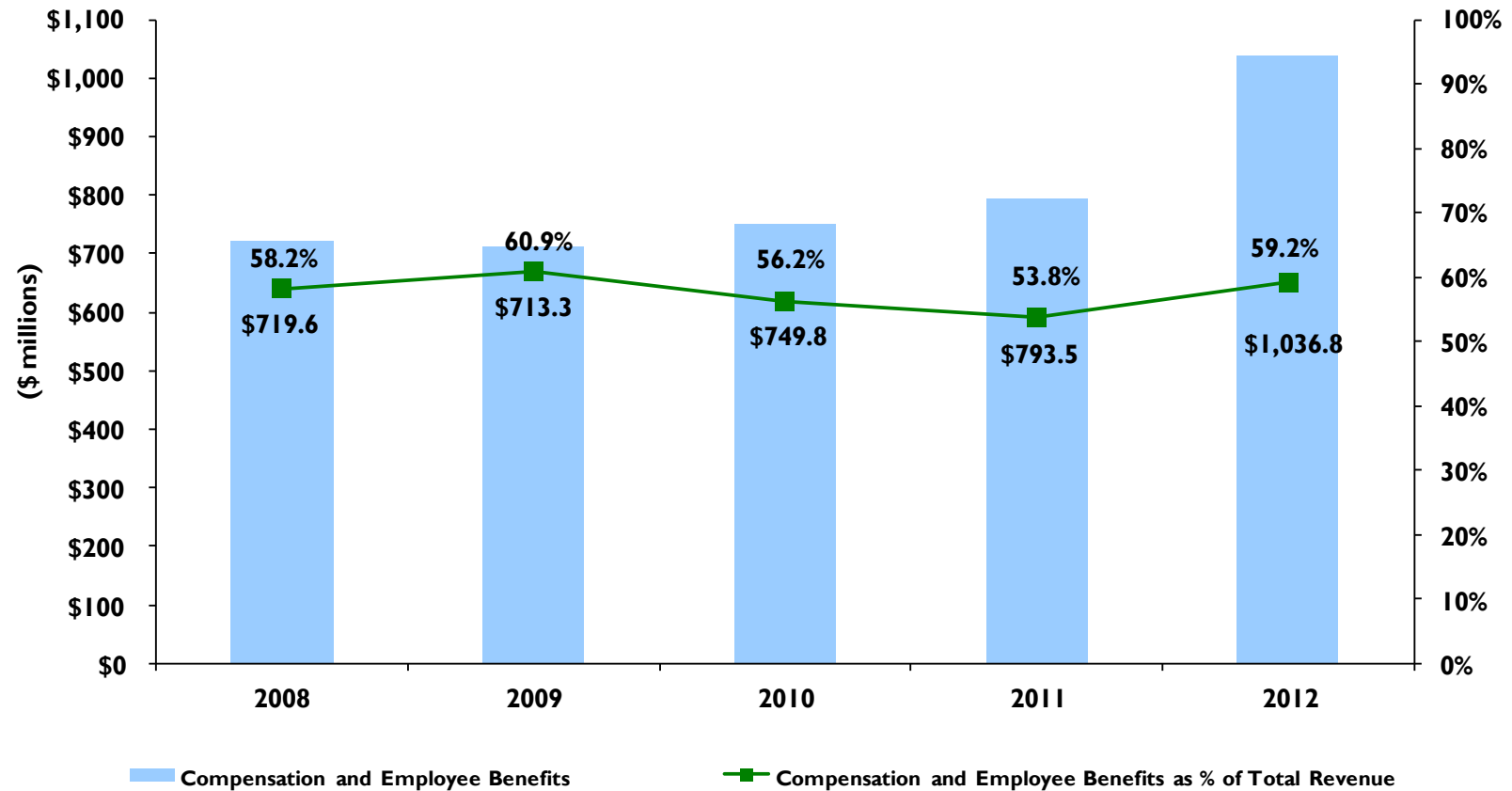
- Over time, higher fully electronic revenues has improved margins
- Percent of fully electronic revenue\* in the Financial Services segment was 12.1% vs 11.8% in 4Q2011
- Percent of technology based revenue\*\* in the Financial Services segment was 14.6% vs 14.0% in 4Q2011
- BGC's fully electronic notional volumes were up by almost 18% in January, 2013 compared to a year earlier

\*This includes fees captured in both the "total brokerage revenues" and "fees from related party" line items related to fully electronic trading within the Financial Services Segment.

\*\*Technology based revenues includes the previous as well as Market Data and Software.



## BGC PARTNERS COMPENSATION RATIO

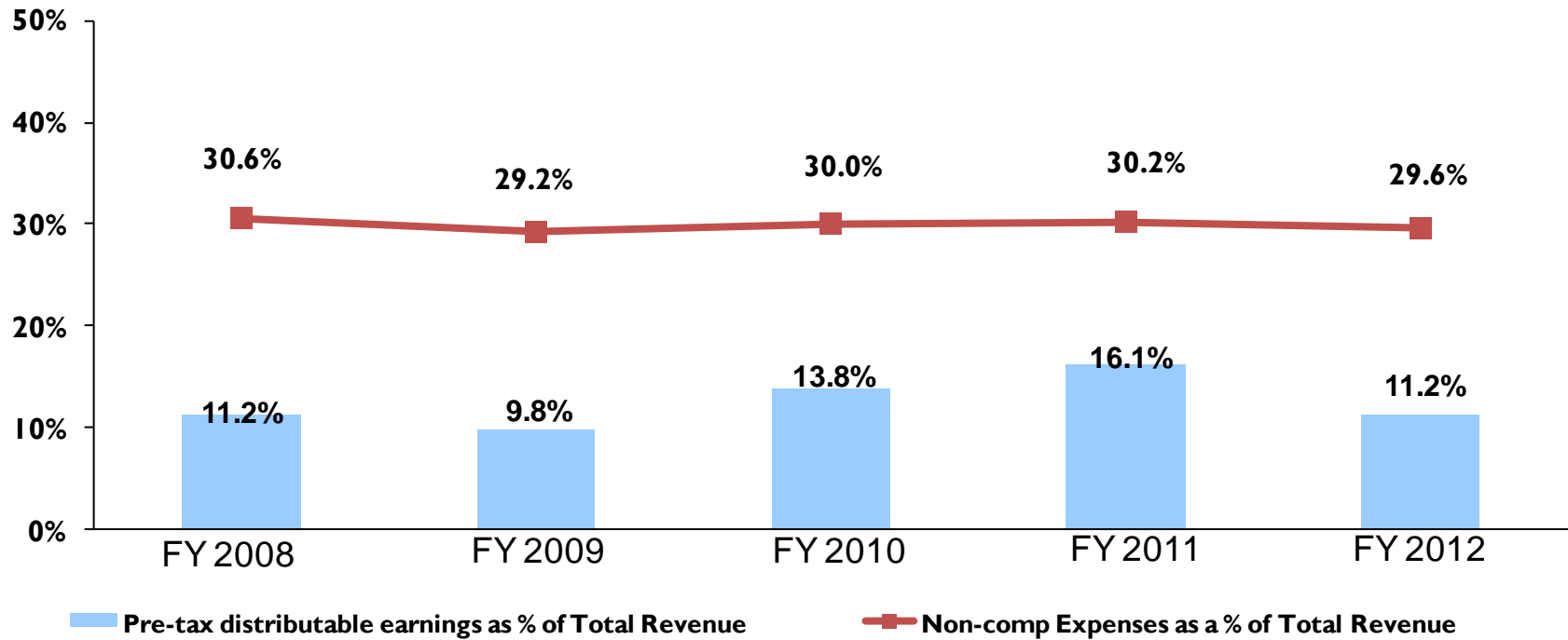


- 4Q2012 BGC Partners Compensation Ratio = 61.5% vs. 54.2% in 4Q2011
- Commercial Real Estate brokers generally have a higher compensation ratio than IDB brokers





## NON-COMPENSATION EXPENSES & PRE-TAX MARGIN



- Non-comp expenses were 30.4% of distributable earnings revenues in 4Q2012 versus 32.8% in 4Q2011
- Pre-tax distributable earnings margin was 8.0% in 4Q2012 vs. 13.1% in 4Q2011
- Post-tax distributable earnings margin was 6.5% in 4Q2012 vs. 11.0% in 4Q2011



# ADJUSTED EBITDA

**BGC Partners, Inc**  
**Reconciliation of GAAP Income to Adjusted EBITDA**  
**(and Comparison to Pre-Tax Distributable Earnings, in \$000s)**

	<u>Q4 2012</u>	<u>Q4 2011</u>	<u>FY 2012</u>	<u>FY 2011</u>	<u>FY 2010</u>	<u>FY 2009</u>
<b>Income from operations before income taxes</b>	<b>28,763</b>	<b>10,822</b>	<b>55,737</b>	<b>54,359</b>	<b>56,915</b>	<b>64,488</b>
<b>Add back:</b>						
Employee loan amortization	11,509	7,886	35,596	31,785	41,192	37,847
Interest expense	9,991	8,689	34,885	24,606	14,080	9,920
Fixed asset depreciation and intangible asset amortization	12,731	13,078	50,985	49,281	50,180	52,974
Impairment of fixed assets	171	220	1,255	785	294	1,200
Exchangeability charges (1)	39,020	23,892	127,112	108,341	42,400	-
Losses on equity investments	3,672	1,870	11,775	6,605	6,940	8,687
<b>Adjusted EBITDA</b>	<b>105,857</b>	<b>66,457</b>	<b>317,345</b>	<b>275,762</b>	<b>212,001</b>	<b>175,116</b>
<b>Pre-Tax distributable earnings (2)</b>	<b>35,106</b>	<b>47,681</b>	<b>196,015</b>	<b>236,952</b>	<b>183,999</b>	<b>115,198</b>

(1) Represents non-cash, non-economic, and non-dilutive charges relating to grants of exchangeability to limited partnership units.

(2) For both the fourth quarter and full year 2012, GAAP income includes \$52.5 million related to the sale of BGC's investment in the London Metals Exchange ("LME"), as a result of Hong Kong Exchanges & Clearing Limited's acquisition of the LME in December 2012. This one-time gain was not included in distributable earnings results.

- BGC has a current Enterprise Value of \$1,348mm. This is based on our quarter end fully diluted share count of 341.7mm shares less 39.6mm convertible shares, multiplied by our 2/13/13 closing stock price of \$4.36, plus our book value of debt \$451.4mm, less our cash position \$420.4mm.



# CASH POSITION ANALYSIS

Cash Position Analysis Based on GAAP Income & Cash Flow Statements  
For the period January 1, 2009 to December 31, 2012 (Unaudited)

	2009	2010	2011	YTD 2012	Cumulative
1 Cash Position at Beginning of Period (a)	\$356,148	\$471,793	\$375,113	\$385,720	\$356,148
2 Earnings adjusted for non-cash items (after taxes) (b)	83,736	93,861	197,573	183,448	558,618
3 Dividends and distributions related to prior periods	(66,288)	(92,339)	(161,576)	(182,920)	(503,123)
4 Treasury stock buy-backs	(7,911)	(19,871)	(392)	(337)	(28,511)
5 Net cash from earnings, dividends and distributions	9,537	(18,349)	35,605	191	26,984
6 Investing and funding activities:					
7 Increases in funding (d)	17,586	14,720	188,004	101,435	321,745
8 Investments (c) (e)	(61,262)	(26,048)	(99,033)	(100,374)	(286,717)
9 Net investing and funding activities	(43,676)	(11,328)	88,971	1,061	35,028
10 Securities settlements	37,944	(13,358)	(10,896)	5,155	18,846
11 Other changes in working capital	108,294	(50,457)	(107,363)	27,778	(21,748)
12 All other	3,546	(3,188)	4,290	487	5,135
13 Cash Position at End of Period	\$ 471,793	\$ 375,113	\$ 385,720	\$ 420,392	\$ 420,392
14 Adjusted EBITDA	\$ 175,116	\$ 212,001	\$ 275,762	\$ 317,345	\$ 980,225
15 Pre-Tax distributable earnings	\$ 115,198	\$ 183,999	\$ 236,952	\$ 196,015	\$ 732,164

(a) Cash position is defined as cash and cash equivalents plus unencumbered securities held for liquidity purposes.

(b) Excludes Capex and issuance of employee loans, net of depreciation and amortization.

(c) Includes Capex and issuance of employee loans, net of depreciation and amortization.

(d) In July 2011, the Company issued an aggregate of \$160.0 million principal amount of 4.50% Convertible Senior Notes due 2016. In June 2012, the Company issued an aggregate of \$112.5 million principal amount of 8.125% Senior Notes due 2042. On various dates beginning in 2009 and most recently in December 2012, the Company entered into secured loan arrangements under which it pledged certain fixed assets in exchange for loans. The outstanding balance of the secured loan arrangements was \$37.6 million. Other activities generated an additional \$12 million in funding.

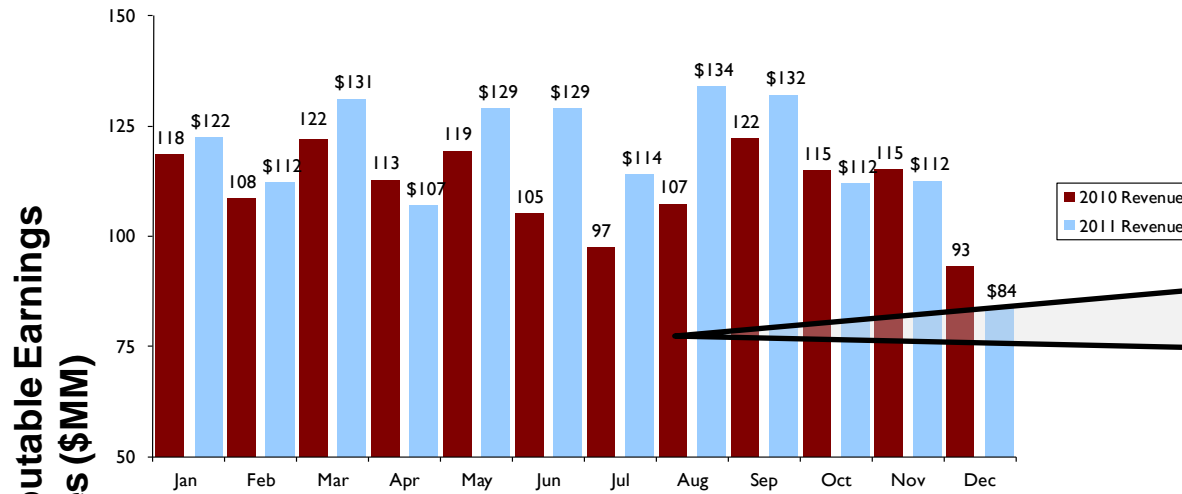
(e) Primarily due to investments in Newmark, Grubb and Ellis, ELX and issuance of employee loans.

Note: This table has been updated to reflect final numbers in 2012 10-K

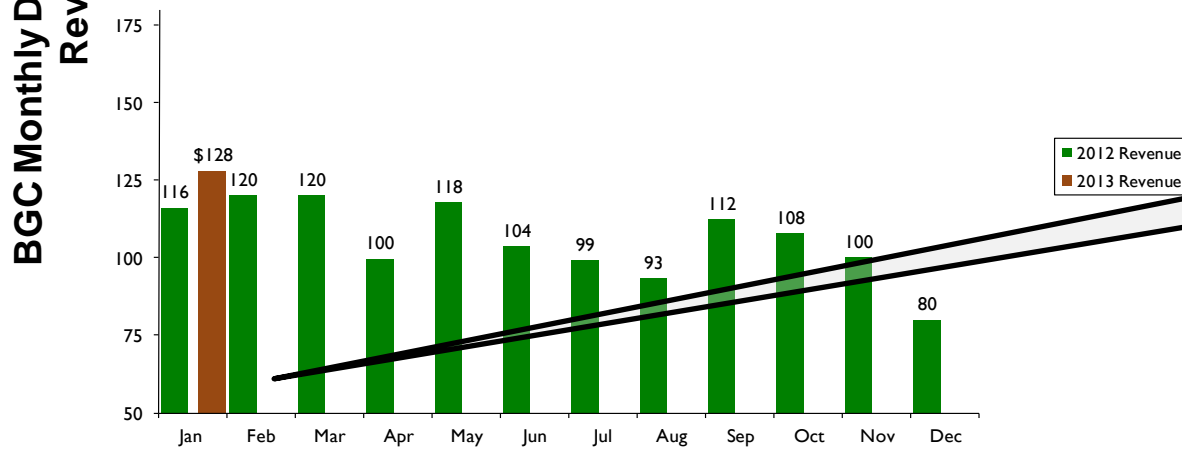
- Revenue per share increased from \$5.51 in 2009 to \$6.29 in 2012 based on our GAAP revenues and our fully diluted weighted average share count (excluding the Convertible Debt Shares) or \$6.11 for 2012 excluding the one-time gain on the LME sale.



# MONTHLY REVENUE EXCLUDING REAL ESTATE SERVICES (\$MM)



Revenue for August 2010 included \$11.6M in "other revenues" as the result of a favorable arbitration ruling pertaining to Refco Securities.



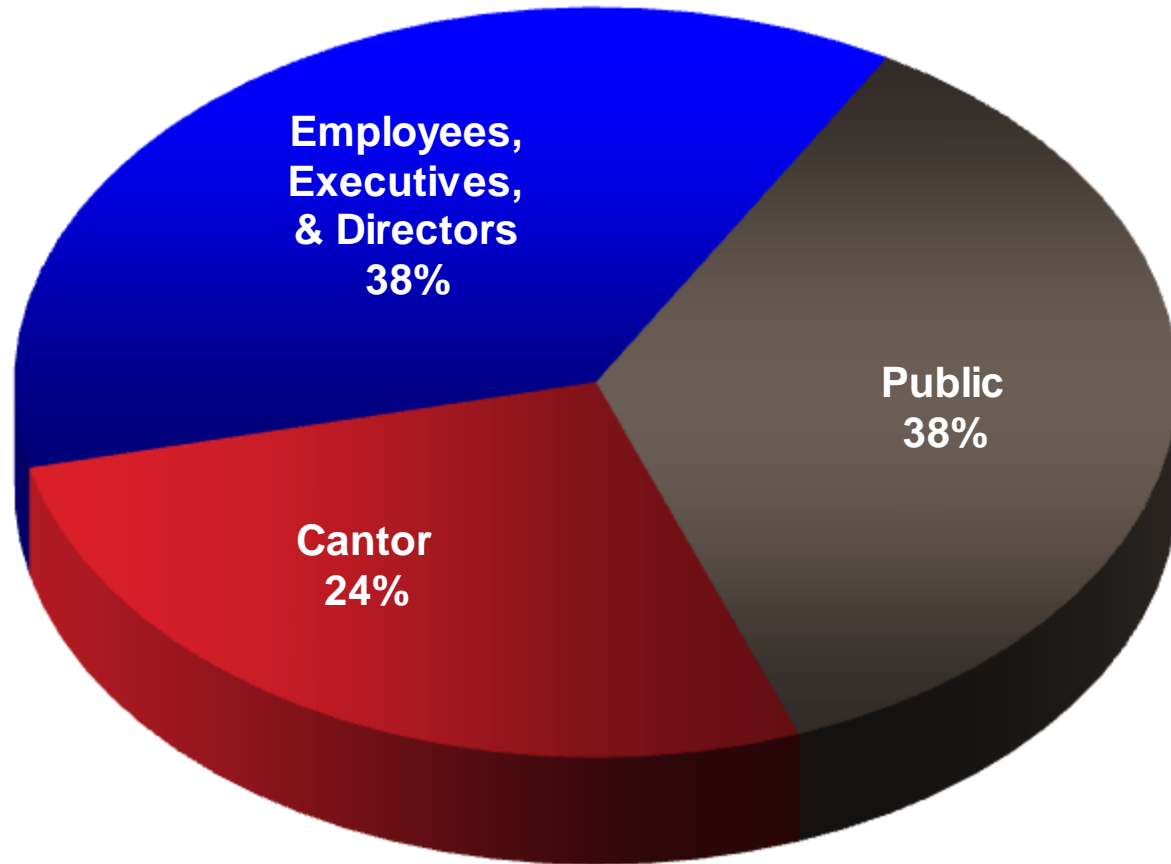
Feb 1 – 12 down about 8% per day

- 4Q2012 YoY comparison was negatively affected by the approximate \$2 mm euro/Dollar currency impact.
- FY2013 year to date, our fully electronic businesses has continued to outperformed our overall Financial Services results.

Note: February 2013 revenue number is preliminary. Monthly revenue prior to 2008 is available in the 2010 earnings presentations at [www.bgcpartners.com/ir](http://www.bgcpartners.com/ir).



## BGC'S ECONOMIC OWNERSHIP AS OF 12/31/12



Note: Employees, Executives, and Directors ownership figure attributes all units (PSUs, FPU, RSUs, etc) and distribution rights to founding partners & employees and also includes all A shares owned by BGC executives and directors. Cantor ownership includes all A and B shares owned by Cantor as well as all Cantor exchangeable units and certain distribution rights. Public ownership includes all A shares not owned by executives or directors of BGC. The above chart excludes shares related to convertible debt.



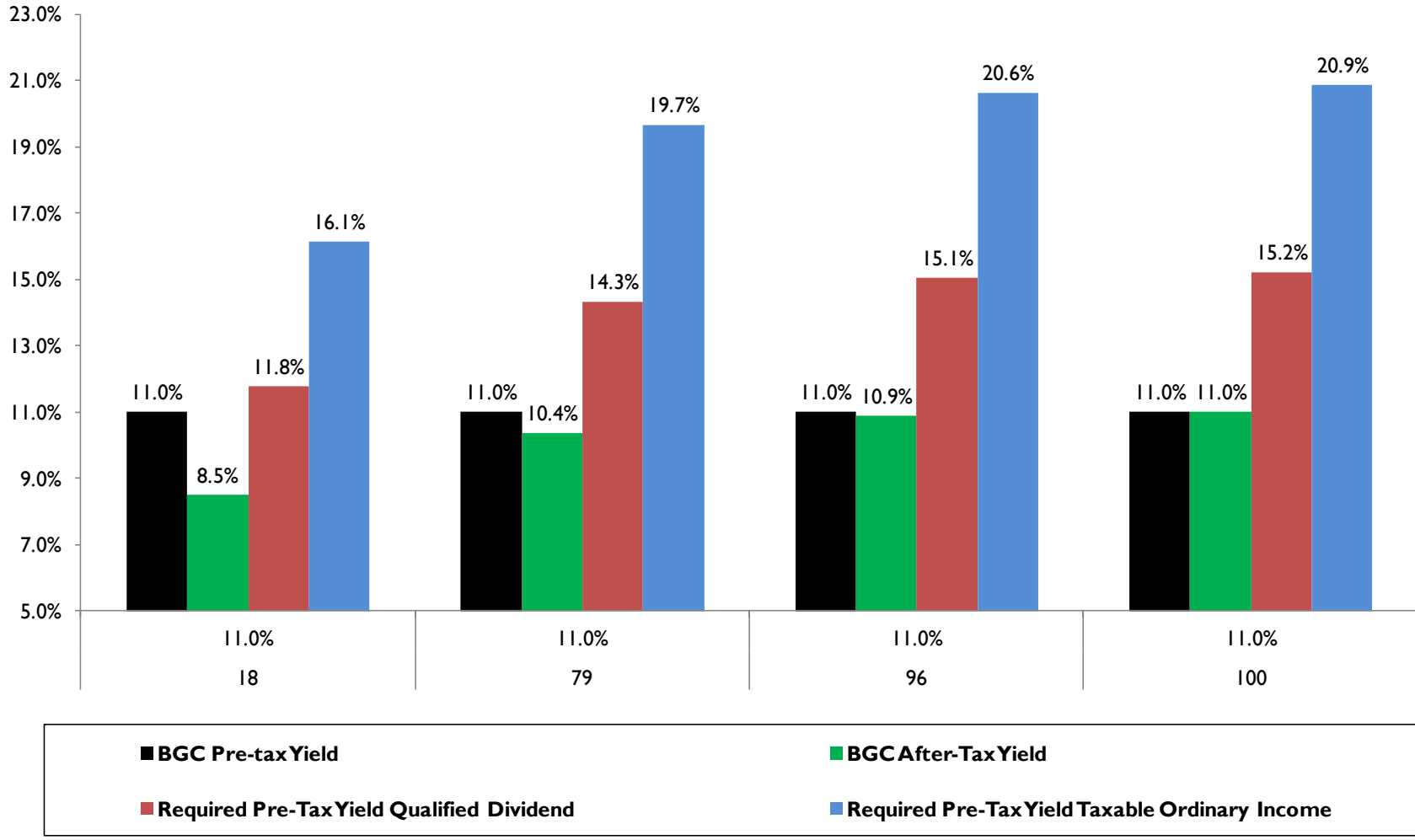
# CURRENT TAX EQUIVALENT YIELD ANALYSIS

TAX ASSUMPTIONS			BGCP STOCK ASSUMPTIONS		
	Qualified	Ordinary	Annual Dividend	BGCP Price	Pre-Tax Yield
Federal	20.0%	39.6%	\$ 0.48	\$ 4.36	11.0%
New York State	8.8%	8.8%			
New York City	3.9%	3.9%			
Net itemized deduction	-5.0%	-5.0%			
<b>effective rate (does not include 3.8% Medicare charge on unearned income, which includes taxable dividends)</b>	<b>27.7%</b>	<b>47.3%</b>			
<b>NON-TAXABLE PERCENTAGE OF BGCP DIVIDEND ASSUMPTIONS</b>			<b>ASSUMPTIONS ABOUT ALTERNATE INVESTMENTS</b>		
	2010 Actual	18 % is non-taxable	One company pays qualified dividend, 100% taxable		
	2011 Actual	79 " "	Another company pays distribution 100% taxable as ordinary income		
	2012 Actual	96 " "			
	Hypothetical Scenario	100 " "			
<b>BGCP VERSUS ALTERNATE INVESTMENTS</b>					
		<b>BGC Pre-tax Yield</b>	<b>BGC After-Tax Yield</b>	<b>Required Pre-Tax Yield Qualified Dividend</b>	<b>Required Pre-Tax Yield Taxable Ordinary Income</b>
<b>% of BGCP Dividend That is Non-Taxable</b>	<b>18</b>	11.0%	8.5%	11.8%	16.1%
	<b>79</b>	11.0%	10.4%	14.3%	19.7%
	<b>96</b>	11.0%	10.9%	15.1%	20.6%
	<b>100</b>	11.0%	11.0%	15.2%	20.9%

Note: Based on stock price as of 2/13/13 close.



# CURRENT TAX EQUIVALENT YIELD ANALYSIS (CONTINUED)



Note: Based on stock price as of 2/13/13 close.



## AVERAGE EXCHANGE RATES

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	Average			
	4Q2012	4Q2011	Feb 1- 12, 2013	Feb 1- 12, 2012
US Dollar	1	1	1	1
British Pound	1.606	1.573	1.574	1.581
Euro	1.297	1.349	1.351	1.317
Hong Kong Dollar	0.129	0.129	0.129	0.129
Singapore Dollar	0.818	0.777	0.807	0.801
Japanese Yen*	81.140	77.330	92.740	76.750

\* Inverted

Source: Oanda.com. \*Inverted.





# DISCLAIMER

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BGC Partners uses non-GAAP financial measures including "Revenues for distributable earnings," "pretax 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, RPU, 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 onetime 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 pretax 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 posttax 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, RPU, 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.