



voice ↗ *electronic brokerage*

I Q2009 Earnings Presentation

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 .

1Q2009 Distributable Earnings Highlights

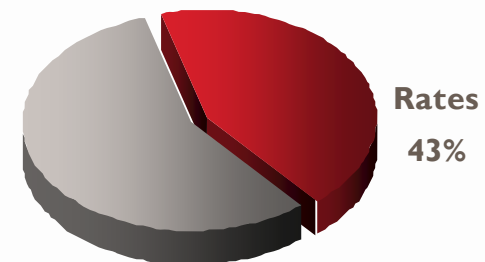
- Revenues were \$286.1 million; would have been ~ \$24 million higher if not for US dollar appreciation relative to other currencies
- Pre-tax earnings were \$30.1 million versus \$50.8 in 1Q2008
- Pre-tax earnings per share were \$0.15 versus \$0.27 in 1Q2008
- Post-tax earnings were \$22.6 million versus \$39.4 million in 1Q2008
- Post-tax earnings per fully diluted share decreased from \$0.21 to \$0.11 y-o-y
- The pre-tax earnings margin was 10.5% of revenues while the post-tax earnings margin was 7.9% versus 15.0% and 11.6% in 1Q2008
- BGC Partners' Board of Directors declared a quarterly cash dividend of \$0.09 per share payable on May 28, 2009 to Class A and Class B common stockholders of record as of May 18, 2009.

Brokerage Overview: Rates

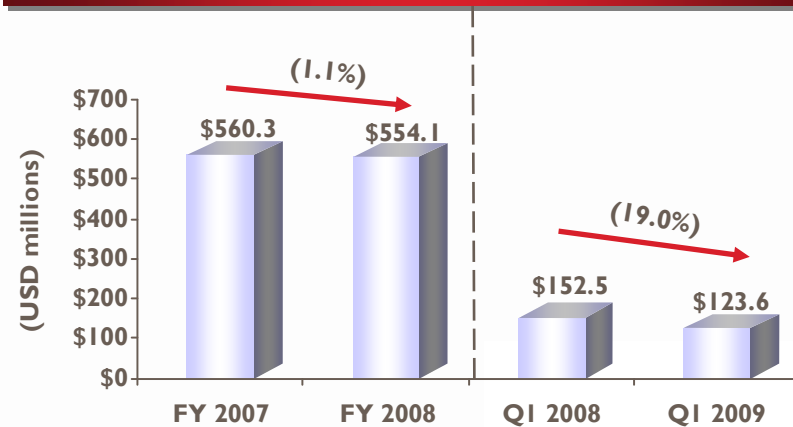
Example of Products

- Rates products include:
- Interest rate derivatives
 - US Treasuries
 - Global Government Bonds
 - Futures
 - Dollar derivatives
 - Repurchase agreements
 - Non-deliverable forwards
 - Non-deliverable swaps
 - Interest rate swaps & options
 - Rates revenue in Q1 2009 was down y-o-y primarily due to consolidation of large fixed fee customers and lower industry-wide UST volumes

% of IQ2009 Total Distributable Earnings Revenue



Rates Revenue Growth

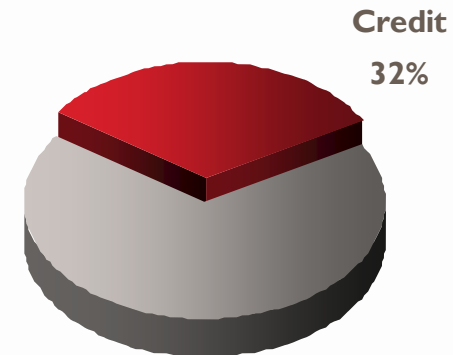


Brokerage Overview: Credit

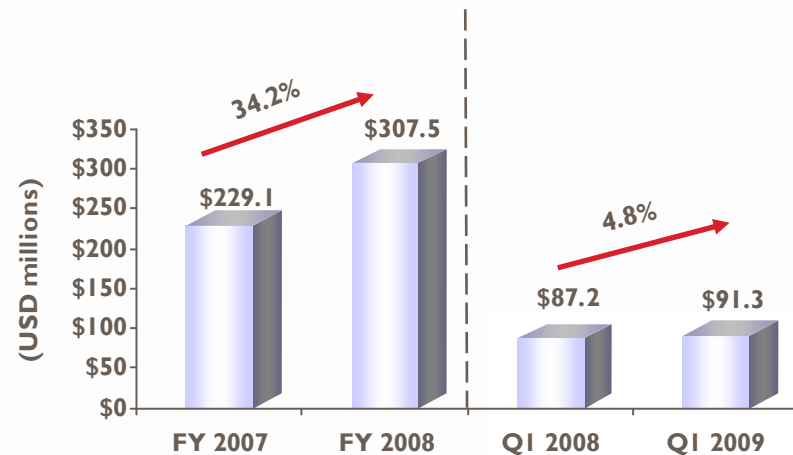
Example of Products

- Credit products include:
- Credit derivatives
 - Asset-backed securities
 - Convertibles
 - Corporate bonds
 - High yield bonds
 - Emerging market bonds
 - Credit revenue increased in Q1 2009 y-o-y due to BGC's strength in brokering corporate bonds and related CDS used by the Company's clients to hedge the underlying cash securities

% of IQ2009 Total Distributable Earnings Revenue



Credit Revenue Growth



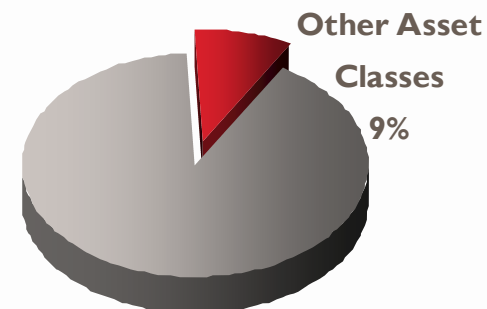
Brokerage Overview: Other Asset Classes

Example of Products

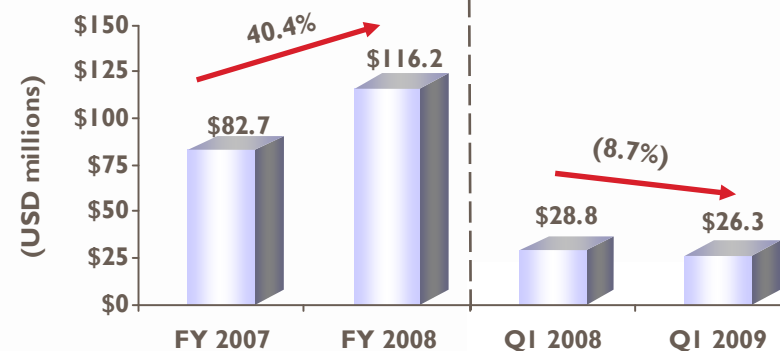
→ Products in other asset classes include:

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

% of IQ2009 Total Distributable Earnings Revenue



Other Asset Classes Revenue Growth

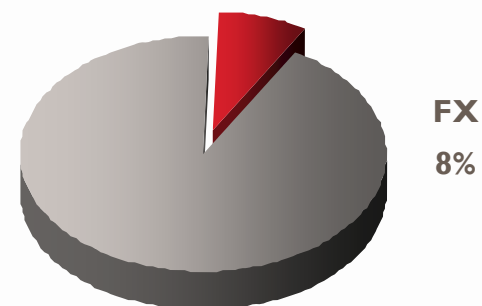


Brokerage Overview: Foreign Exchange

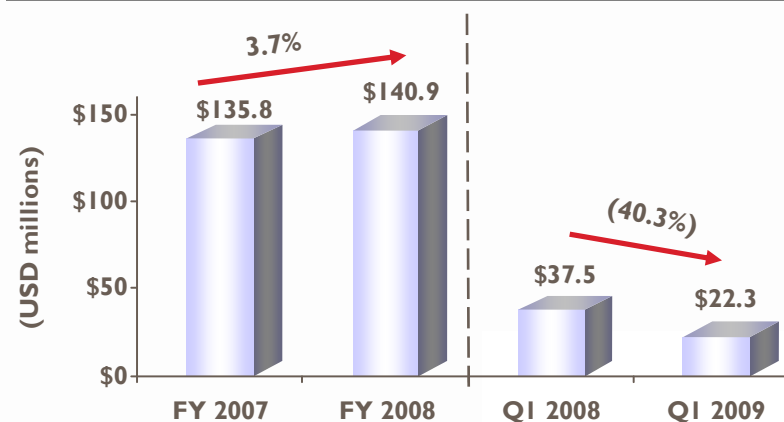
Example of Products

- Foreign exchange products include:
- Foreign exchange options
 - G-10
 - Emerging markets
 - Cross currencies
 - Exotic options
 - G-8 currency
 - Emerging market FX options
 - Exotic FX options
 - FX revenue down y-o-y in Q1 primarily due to lower industry wide emerging markets foreign exchange options volumes

% of IQ2009 Total Distributable Earnings Revenue

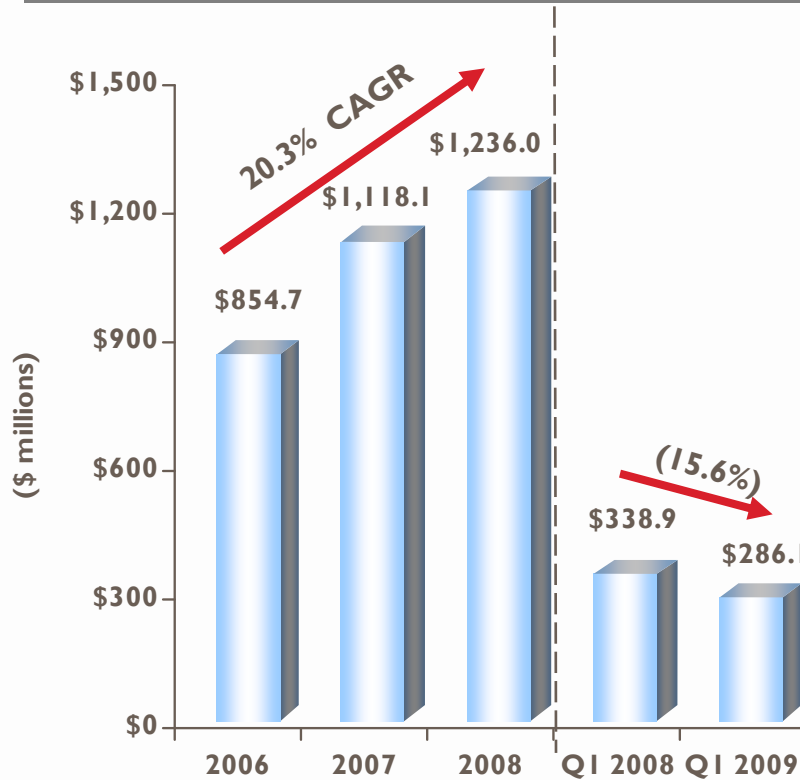


Foreign Exchange Revenue Growth

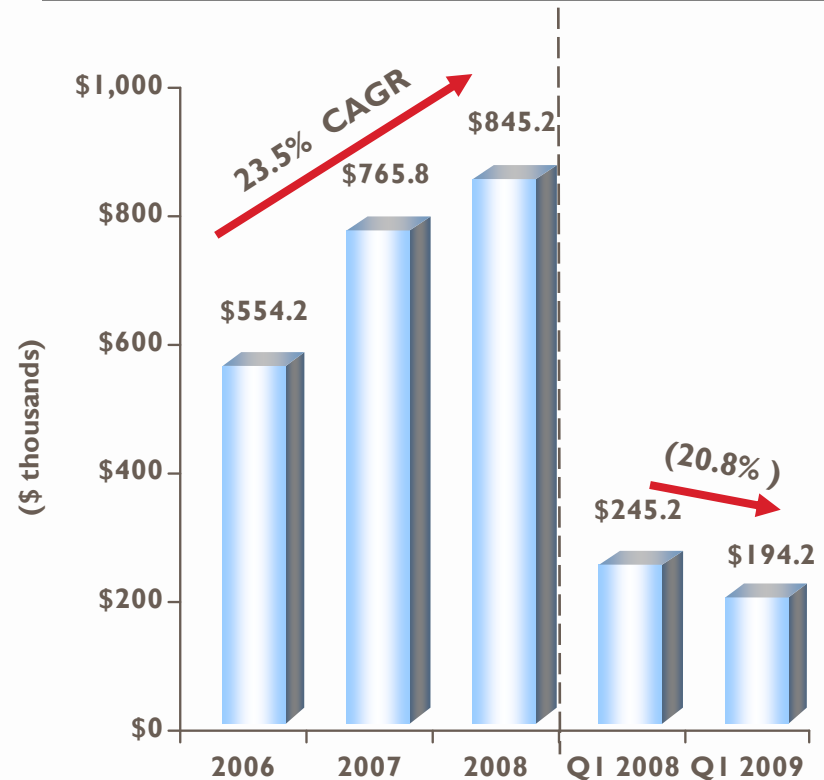


BGC Revenue Trend

Revenue Growth (in millions)



Voice/Hybrid Broker Productivity (in thousands)

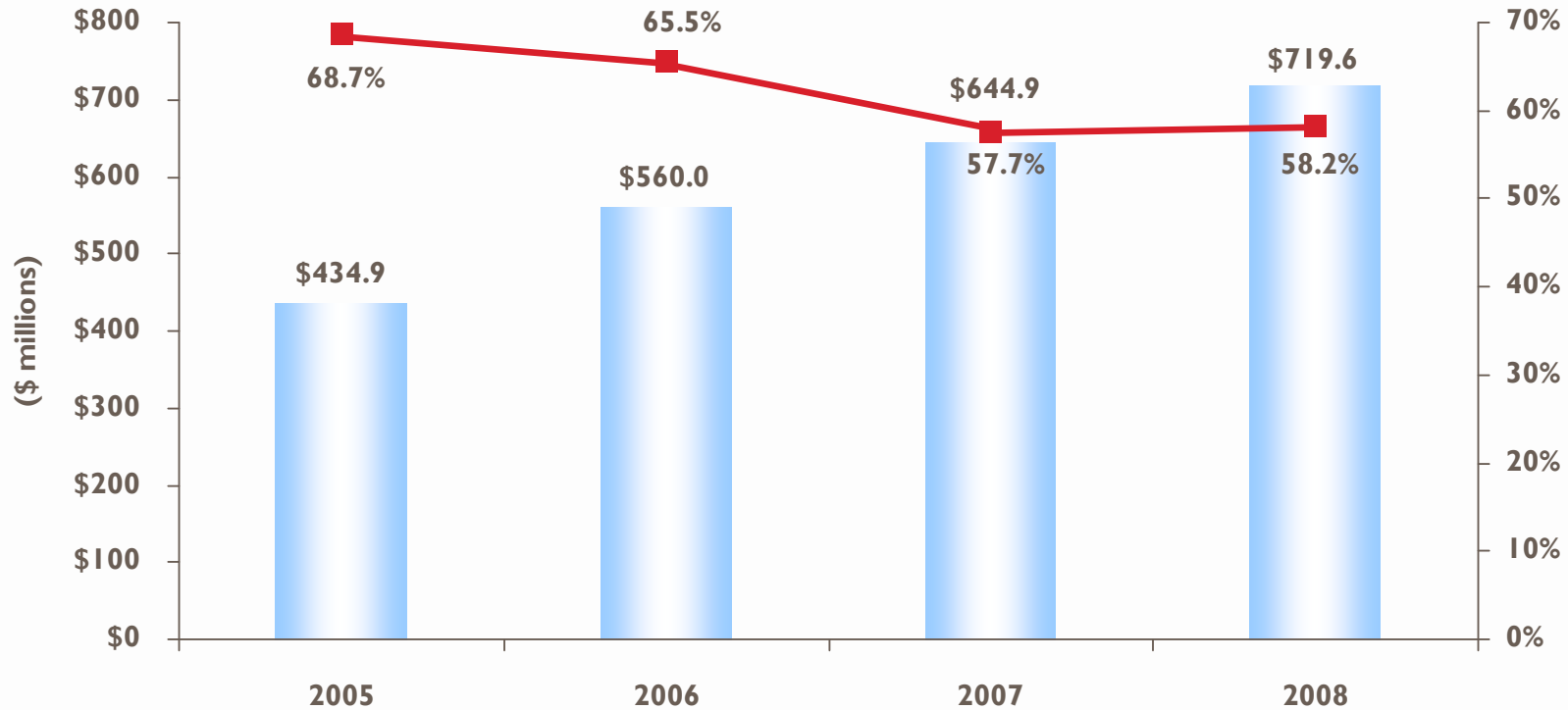


- IQ2009 revenues would have been approximately \$24 million higher if not for the appreciation of the US dollar relative to other major currencies since the beginning of 2008
- On 3/31/2009, BGC Partners had 1,270 voice/hybrid brokers, versus 1,289 on 12/31/2008 & 1,201 on 3/31/2008



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 calculated by dividing total voice / hybrid revenue by weighted average brokers per period. Revenue is Revenue for Distributable Earnings.

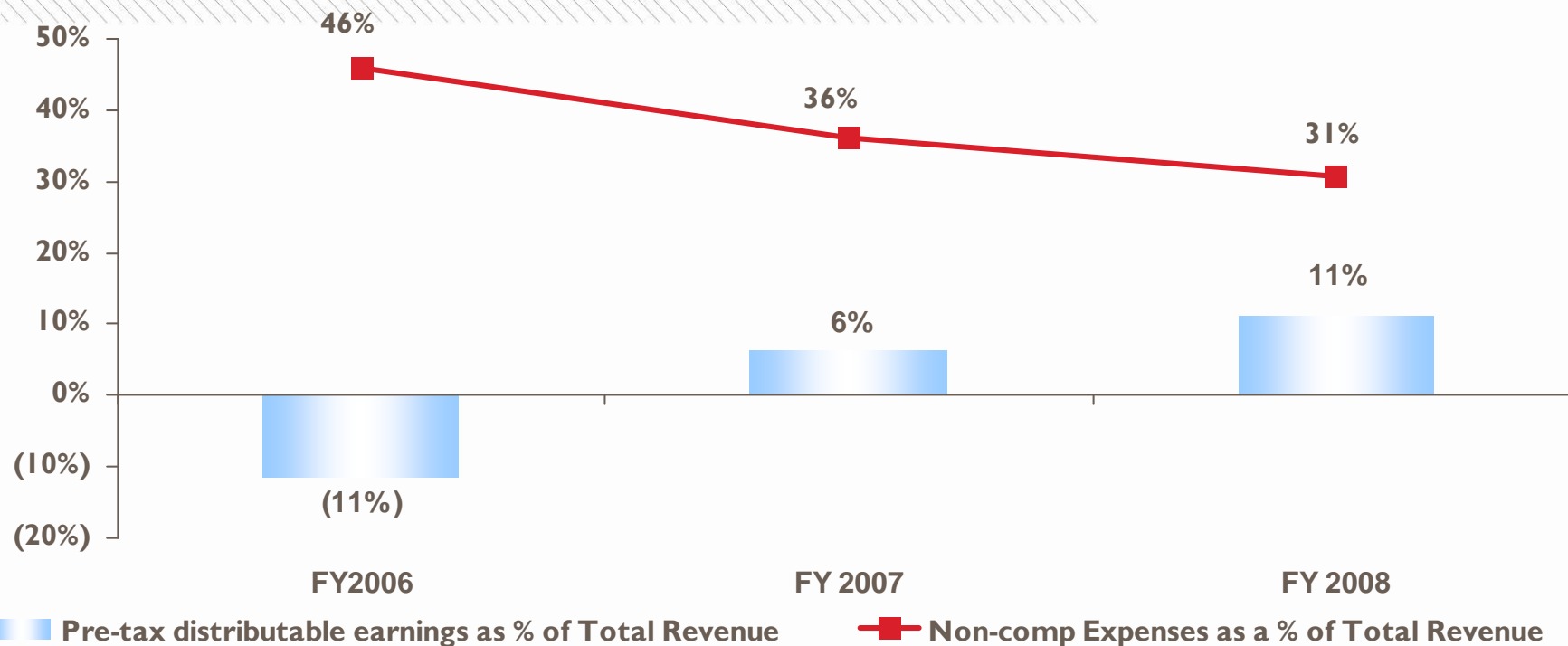
BGC Partners Compensation Ratio



■ Compensation and Employee Benefits
 ■ Compensation and Employee Benefits as % of Total Revenue

- Compensation ratio was 60.9% in IQ2009 vs. 55.4% in IQ2008
- Compensation ratio increased as some expenses formerly classified as “Fees to related parties” moved to the “Compensation and employee benefits” line; the compensation ratio also rose in part because the Company replaced some outside vendors and consultants with full-time employees

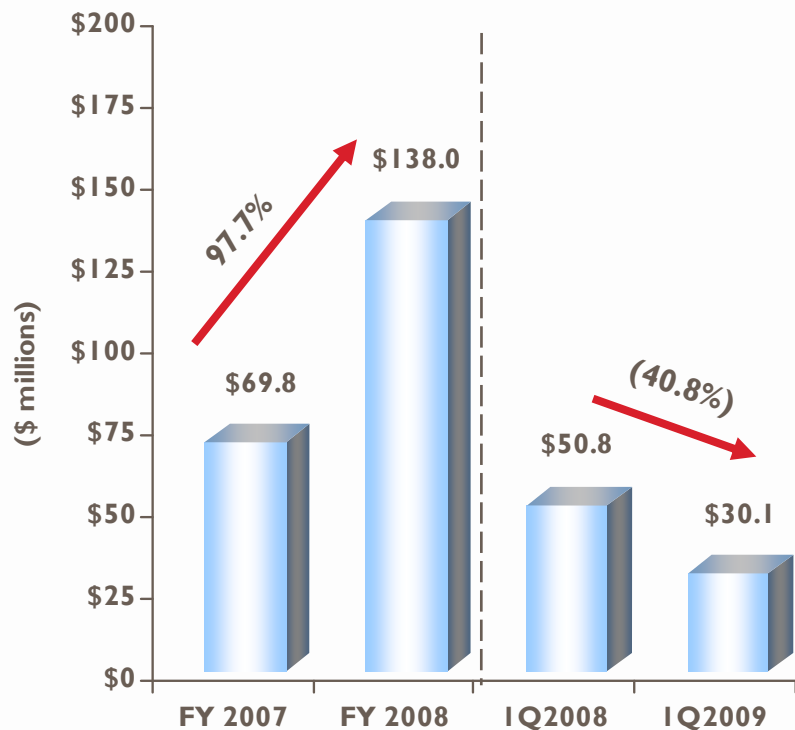
Operating Leverage / Fixed Expense Base



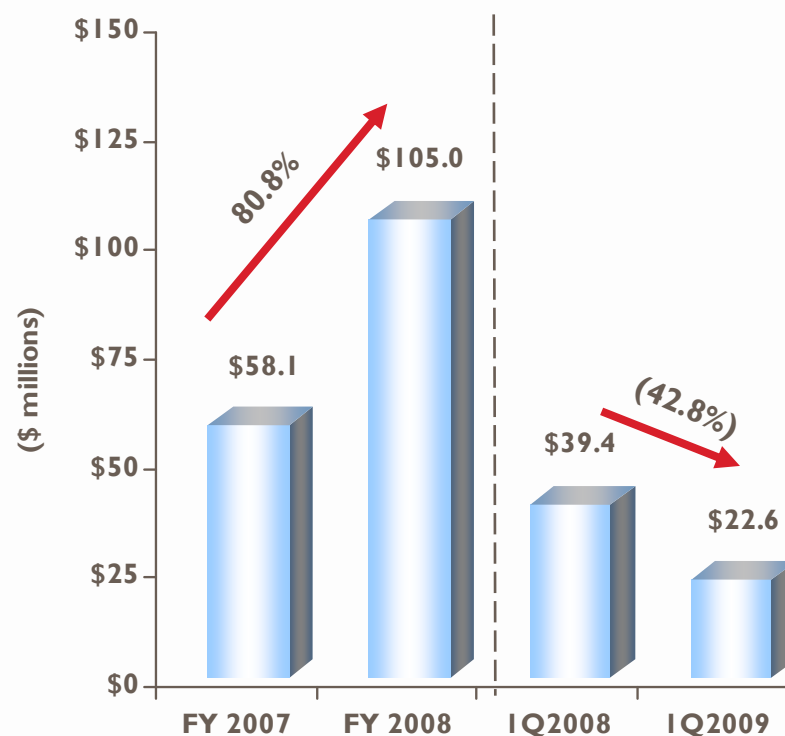
- Non-comp expenses include occupancy and equipment, software amortization, communications, professional and consulting fees, fees to related parties, selling and promotion, commissions and floor brokerage, interest expense and other expenses
- Non-comp expenses were down 18.6% y-o-y on a distributable earnings basis
- Pre-tax distributable earnings margin was 10.5% in IQ2009 vs. 15.0% in IQ2008
- Post-tax distributable earnings margin was 7.9% in IQ2009 vs. 11.6% in IQ2008

Distributable Earnings

Pre-tax Distributable Earnings Growth



Post-tax Distributable Earnings Growth

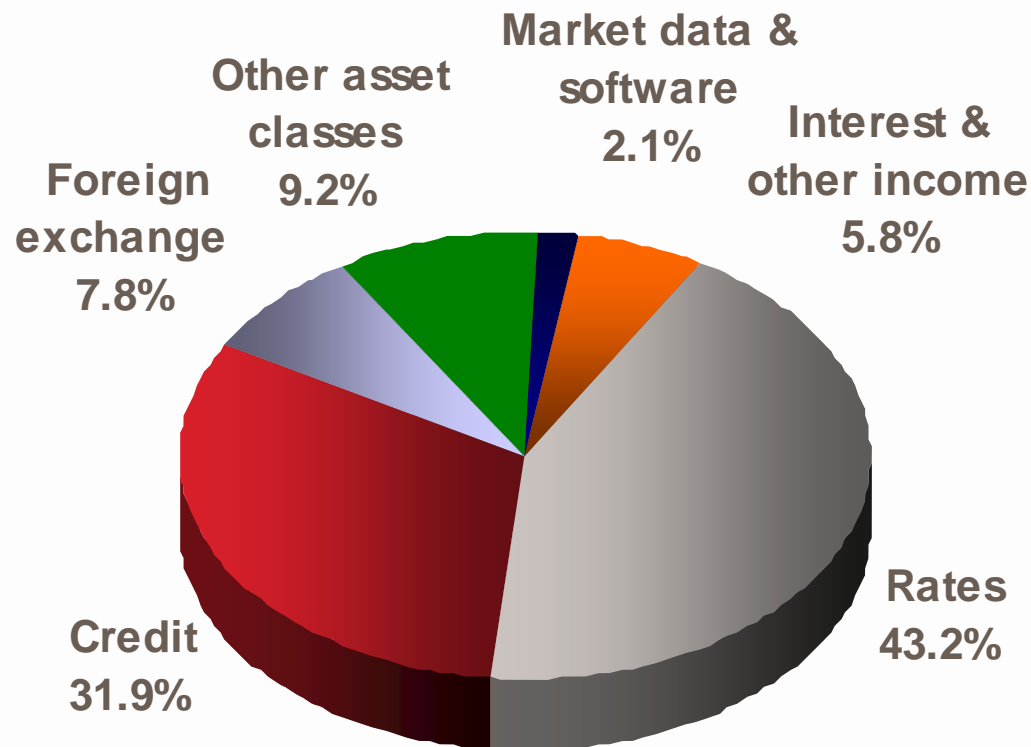


- ➔ First Quarter Post-tax distributable earnings decreased by 42.8% y-o-y to \$22.6 million
- ➔ First Quarter Post-tax distributable earnings per fully diluted share were down 47.1% y-o-y

2Q2009 Outlook

- Revenues of between \$260 million and \$280 million
- Pre-tax distributable earnings of approximately \$20 million to \$28 million
- Post-tax distributable earnings to be in the range of \$14 million to \$20 million
- Compensation and employee benefits are expected to remain at approximately 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
- Revenue outlook would be approximately \$25 million higher if not for US dollar appreciation relative to other currencies

IQ2009 Revenue Breakdown

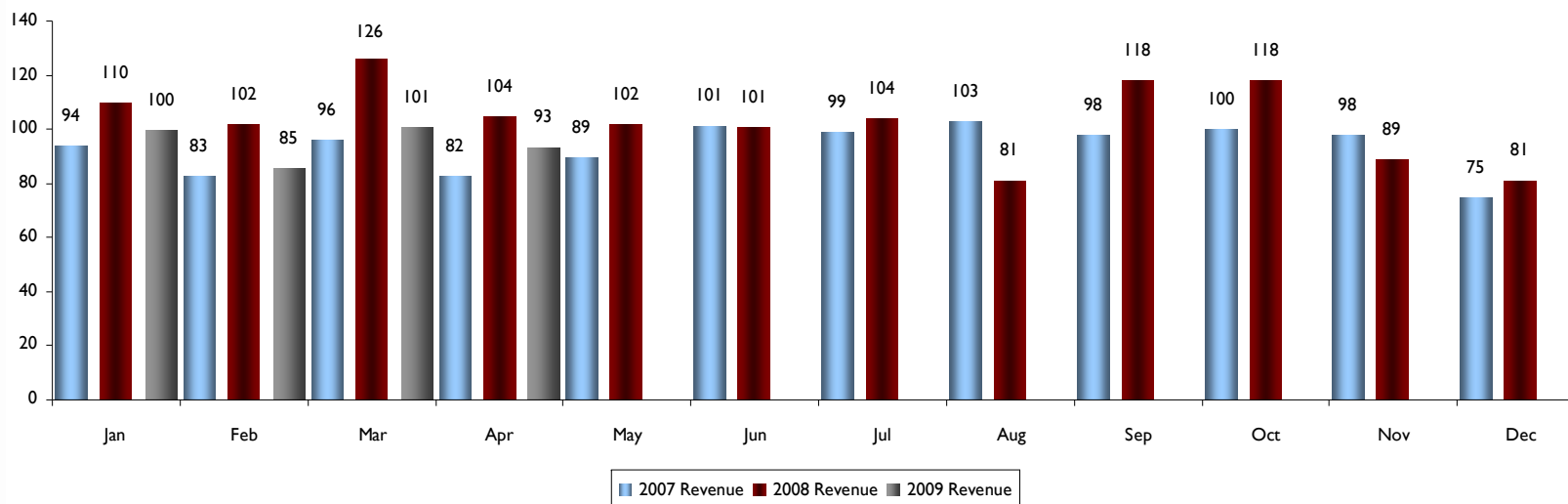


- IQ2009 total revenues for distributable earnings = \$286.1 mm
- IQ2009 revenues related to fully electronic = 6.9% of total revenues versus 6.0% in IQ2008
- IQ2009 related to fully electronic + market data + software revenues = 9.0% of total revenues



Appendix

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