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3rd Quarter 2010 – Earnings Presentation

BUILDING THE NEW BUYSIDE®



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ITG Third Quarter Earnings Call

Majestic Acquisition

Industry Conditions

- Fund Flows

International Performance

- Canada
- Europe
- Asia Pacific

ITG Positioning

- Operating Efficiency
- Capital Management

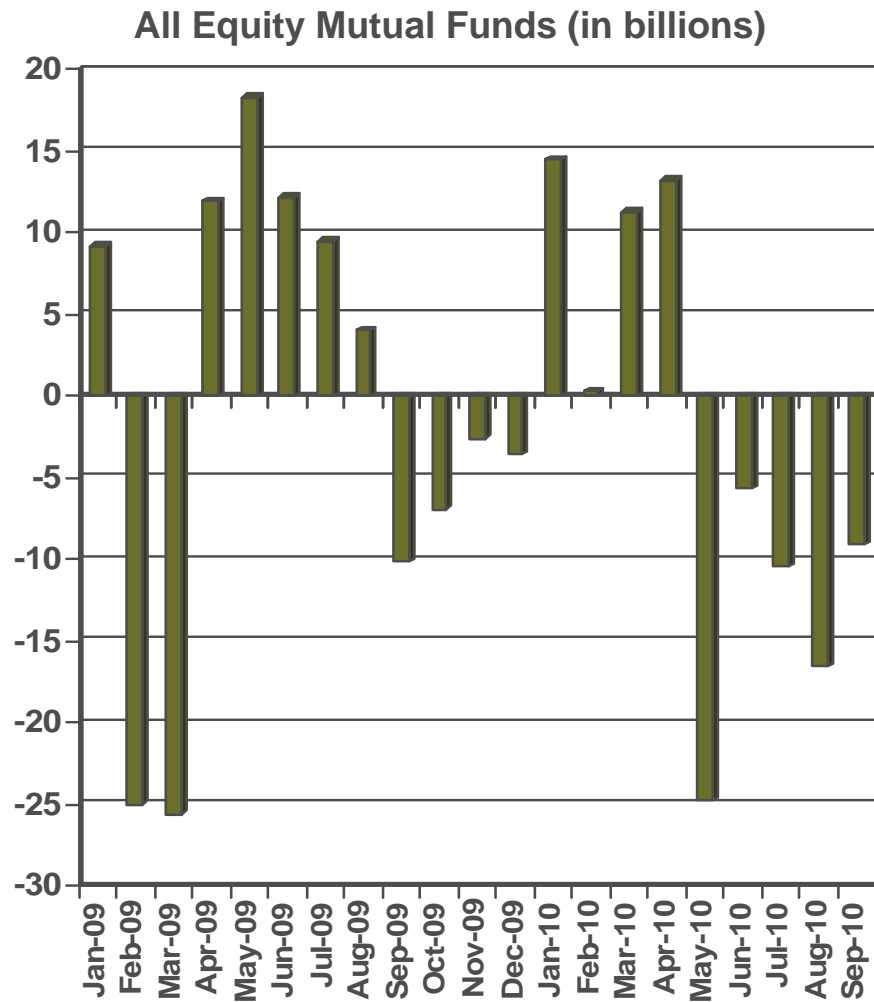
Regulatory Outlook

Financial Overview

Q&A



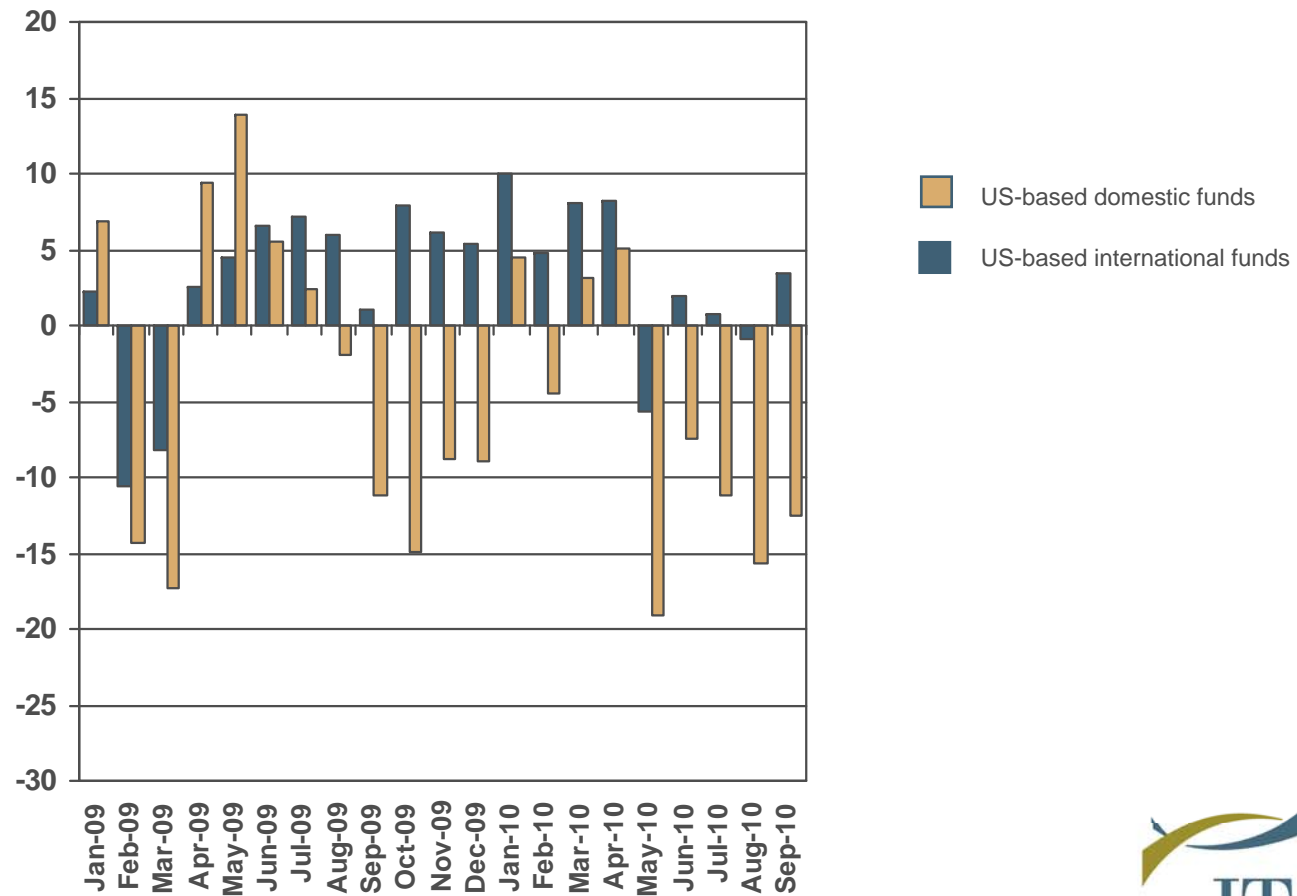
Equity Mutual Funds Net Monthly Cash Flows



Source: Investment Company Institute. September 2010 data are preliminary and subject to revision.

Domestic vs. International Equity Mutual Funds

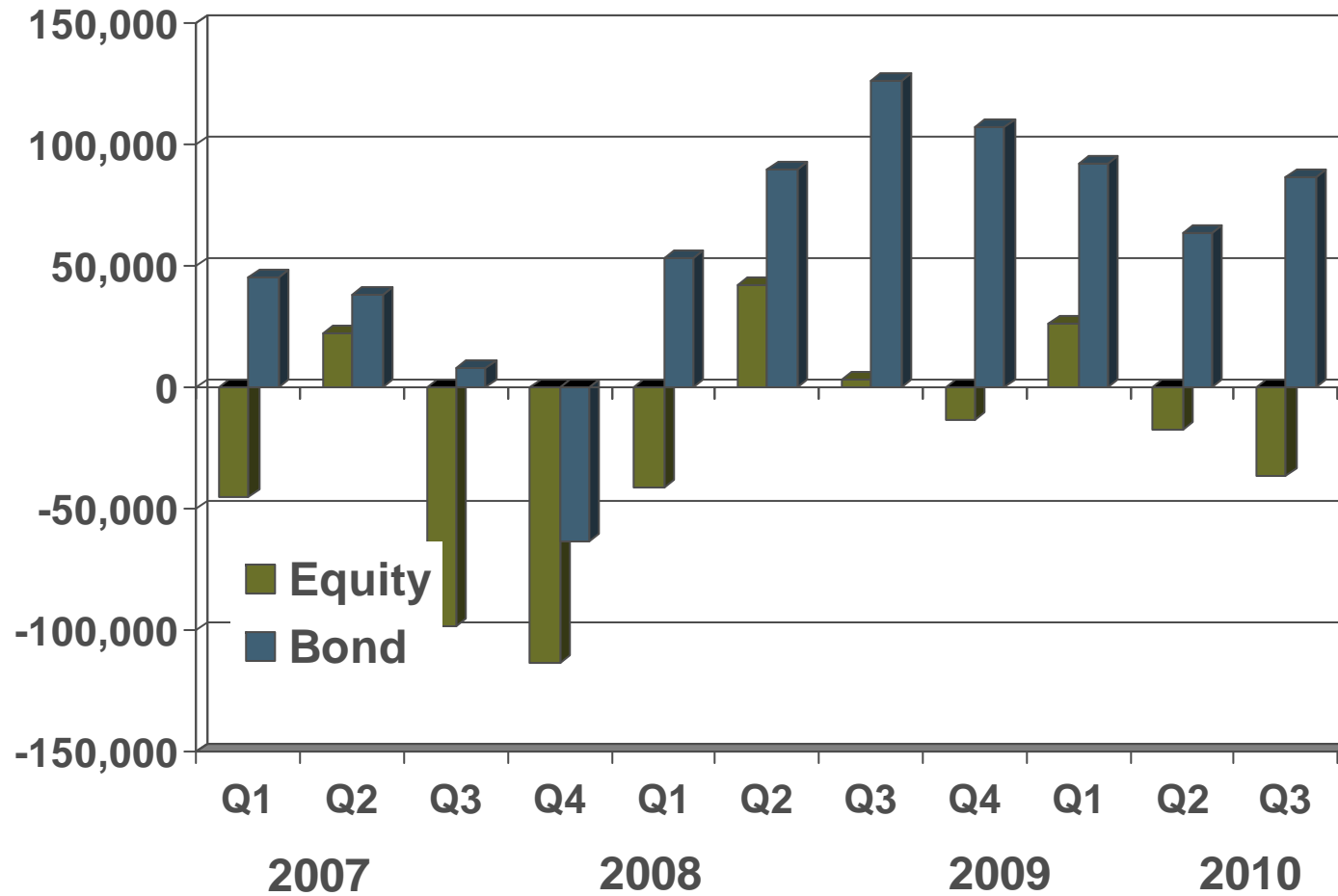
Domestic vs International Equity Mutual Funds (in billions)



Source: Investment Company Institute. September 2010 data are preliminary and subject to revision.



US Equity and Bond Mutual Funds Net Quarterly Cash Flows



Source: ICI. 3Q10 data are preliminary and subject to revision.



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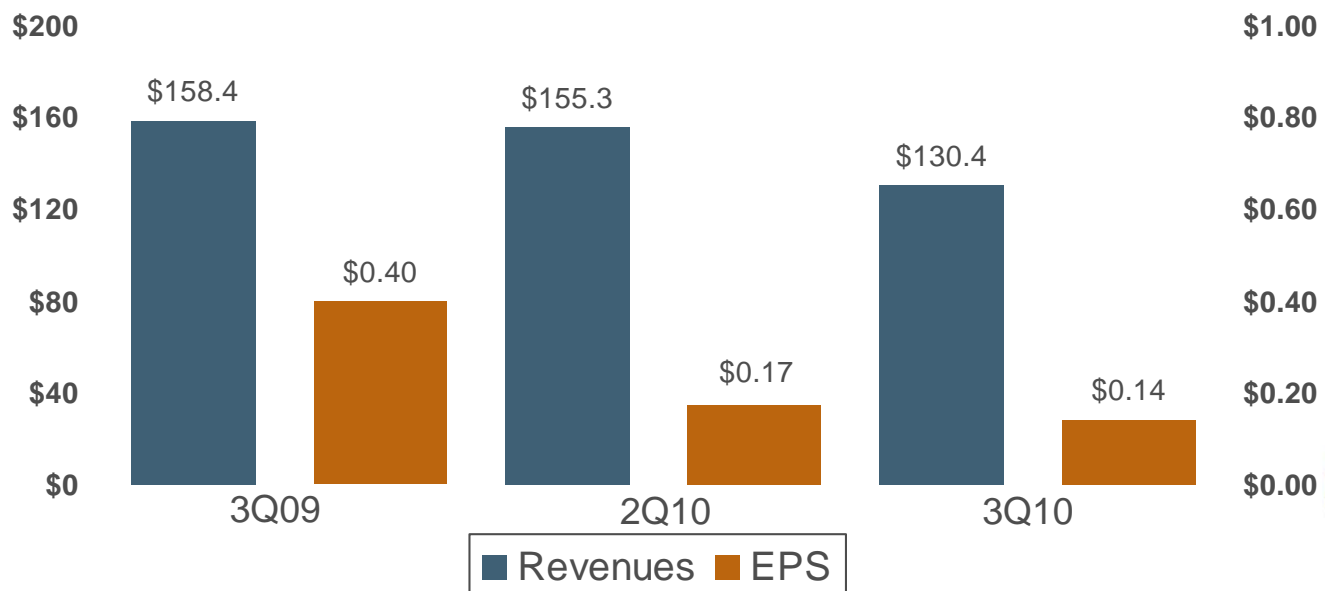
Q&A



3rd Quarter 2010 GAAP Results

	vs. 2Q10	vs. 3Q09
Revenues	(16)%	(18)%
Revenues per day	(17)%	(18)%
Net Income	(17)%	(65)%
EPS	(16)%	(65)%

*(in millions
except EPS)*



Operating Results

3Q10 vs. 3Q09

(\$ in millions except EPS)	U.S. Operations		Non-U.S. Operations		Total	
	3Q10	3Q09	3Q10	3Q09	3Q10	3Q09
Revenues:						
Commissions	\$ 70.4	\$ 95.1	\$ 35.5	\$ 37.0	\$ 105.9	\$ 132.1
Recurring	16.5	17.1	5.4	5.0	21.9	22.1
Other	1.2	2.4	1.4	1.8	2.6	4.2
Total Revenues	\$ 88.1	\$ 114.6	\$ 42.3	\$ 43.8	\$ 130.4	\$ 158.4
Expenses	78.0	87.8	41.0	42.6	119.0	130.4
Pre-tax Income	10.1	26.8	1.3	1.2	11.4	28.0
<i>Pre-tax Margin</i>	11.5%	23.5%	3.1%	2.7%	8.7%	17.7%
Tax Expense	3.0	9.6	2.2	0.9	5.2	10.5
Net Income	\$ 7.1	\$ 17.2	\$ (0.9)	\$ 0.3	\$ 6.2	\$ 17.5
EPS	\$0.17	\$0.39	\$(0.03)	\$0.01	\$0.14	\$0.40



Summary of U.S. Pro forma Operating Expenses

3Q10 vs. 3Q09 & 2Q10

(\$ in millions)

	3Q10	3Q09	2Q10
Comp & Benefits	\$ 32.6	\$ 38.1	\$ 35.7
<i>% of Revenue</i>	<i>37.0%</i>	<i>33.2%</i>	<i>33.0%</i>
Transaction Processing	11.0	13.5	13.0
<i>% of Revenue</i>	<i>12.4%</i>	<i>11.8%</i>	<i>12.0%</i>
Occupancy & Equipment	10.6	11.4	11.1
Telecom & Data Processing	7.7	9.1	8.1
Other G&A	16.0	15.3	16.0
Interest Expense	0.1	0.4	0.2
Total	\$78.0	\$87.8	\$84.1



Non-U.S. Financial Summary

Pro forma Operating Results

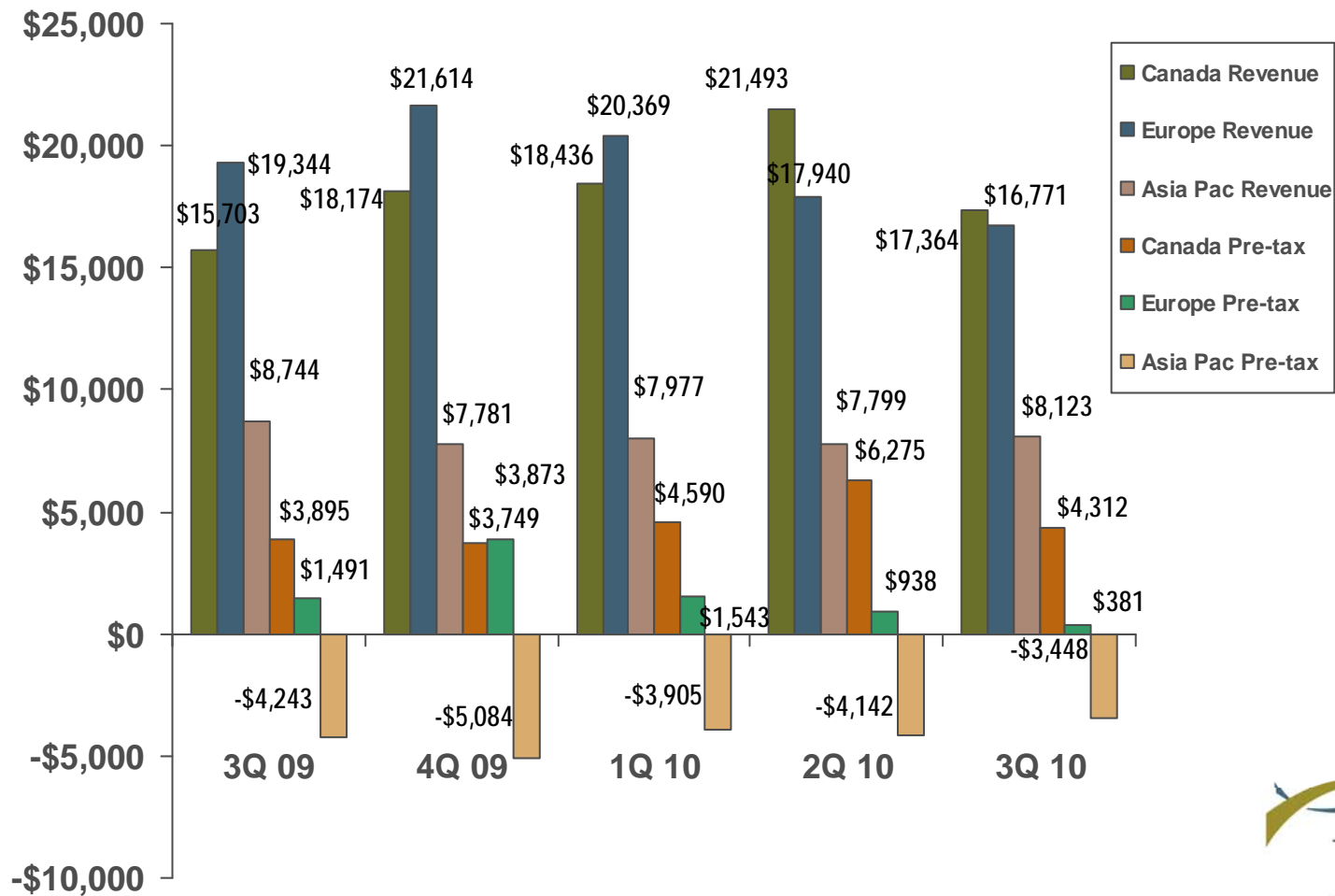
(\$ in millions)

	3Q10	2Q10	1Q10	4Q09	3Q09
Revenues					
Asia Pacific	\$8.1	\$7.8	\$8.0	\$7.8	\$8.8
Canada	17.4	21.5	18.4	18.2	15.7
Europe	16.8	17.9	20.4	21.6	19.3
Total Revenues	\$42.3	\$47.2	\$46.8	\$47.6	\$43.8
Expenses					
Compensation and Benefits	\$18.0	\$18.9	\$19.2	\$19.4	\$18.7
<i>% of Revenue</i>	<i>42.6%</i>	<i>40.0%</i>	<i>41.0%</i>	<i>40.8%</i>	<i>42.7%</i>
Transaction Processing	8.4	10.6	10.4	11.4	10.7
<i>% of Revenue</i>	<i>20.0%</i>	<i>22.5%</i>	<i>22.2%</i>	<i>23.9%</i>	<i>24.4%</i>
Occupancy	3.9	3.8	3.9	3.7	3.6
Telecommunications	5.0	4.9	5.0	4.8	4.6
Other G&A	5.7	5.9	6.1	5.8	5.0
Total Expenses	\$41.0	\$44.1	\$44.6	\$45.1	\$42.6
Pre-Tax Income	\$1.3	\$3.1	\$2.2	\$2.5	\$1.2



Non-US: Pro forma Results Summary

(in thousands)



U.S. Trading Volumes and Revenues Per Share

(in millions except cents per share and trading days)

	3Q10	2Q10	1Q10	4Q09	3Q09
Trading Volumes	10,334	12,597	10,874	11,204	12,728
Trading Days	64	63	61	64	64
Trading Volumes Per Day	161.5	199.9	178.3	175.1	198.9
Revenue Per Share (Includes commissions and net executions)	\$0.0058	\$0.0061			
Broker Dealer Commissions and Fees	\$60.3	\$77.4			
Other Commissions and Fees (Includes ITG Net [®] commission sharing & ITG Derivatives SM)	\$10.1	\$12.4			
Total Commissions and Fees	\$70.4	\$89.8			





Q&A