



ITG Third Quarter 2011 Earnings

November 3, 2011

PRESENTED BY

Bob Gasser, CEO and President

Steve Vigliotti, CFO



Safe Harbor Statement

This document may contain "forward-looking" statements that reflect management's expectations for the future. A variety of important factors could cause results to differ materially from such statements. Certain of these factors are noted throughout ITG's 2010 Annual Report, on its Form 10-K, and on its Form 10-Qs and include, but are not limited to, general economic, business, credit and financial market conditions, internationally and nationally, financial market volatility, fluctuations in market trading volumes, effects of inflation, adverse changes or volatility in interest rates, fluctuations in foreign exchange rates, evolving industry regulations, changes in tax policy or accounting rules, the actions of both current and potential new competitors, changes in commission pricing, potential impairment charges related to goodwill and other long-lived assets, rapid changes in technology, errors or malfunctions in our systems or technology, cash flows into or redemptions from equity mutual funds, ability to meet liquidity requirements related to the clearing of our customers' trades, customer trading patterns, the success of our products and service offerings, our ability to continue to innovate and meet the demands of our customers for new or enhanced products, our ability to successfully integrate acquired companies, our ability to attract and retain talented employees and our ability to achieve cost savings from our cost reduction plans. The forward-looking statements included herein represent ITG's views as of the date of this release. ITG undertakes no obligation to revise or update publicly any forward-looking statement for any reason unless required by law.

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Agenda

Summary

Industry Overview

- Fund Flows
- ITG Volumes

International Performance

- Asia Pacific
- Europe
- Canada

Competitive Strategy

- Product Development
- Investment Research

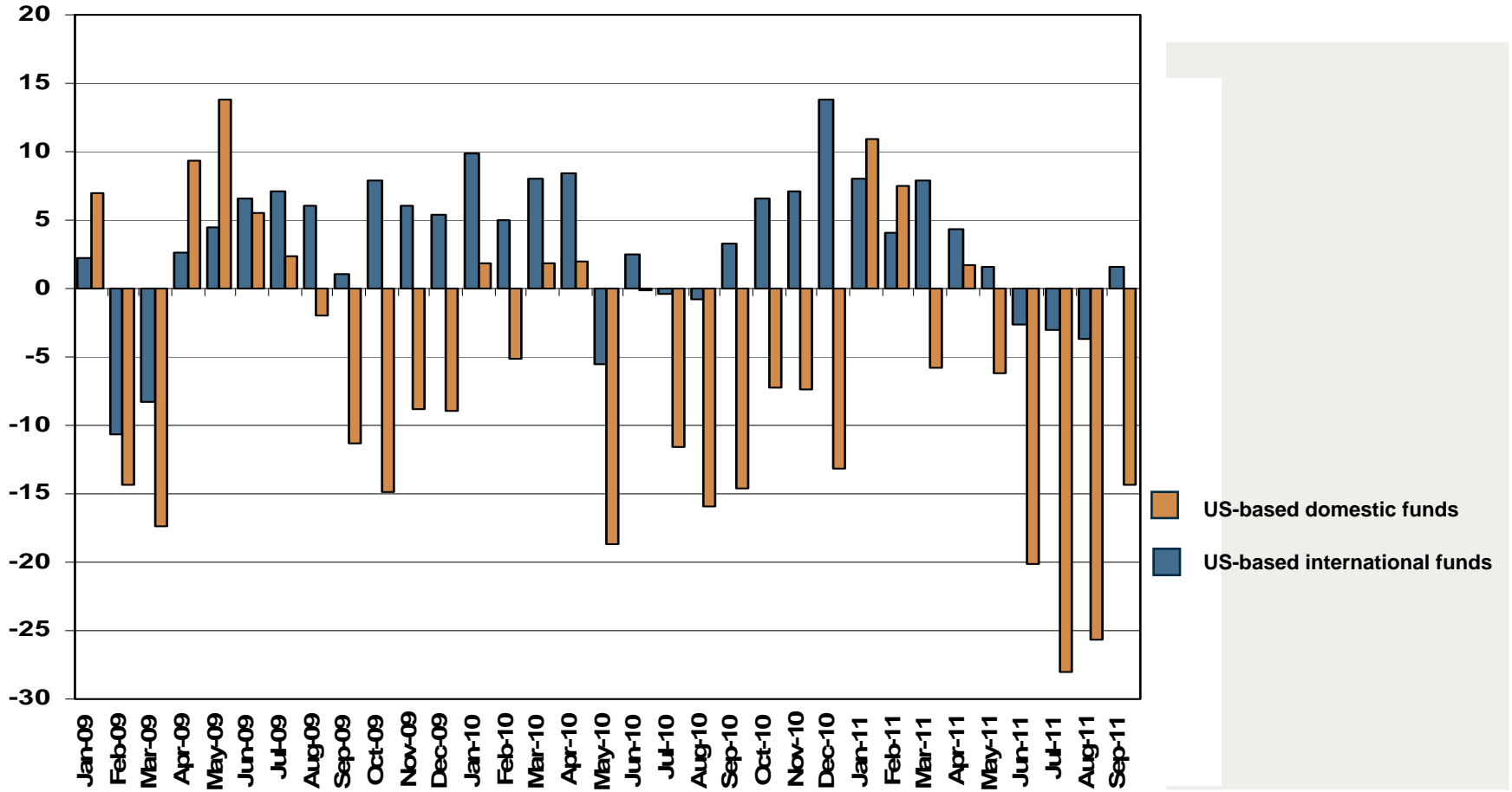
Capital Allocation

Financial Overview

Q&A

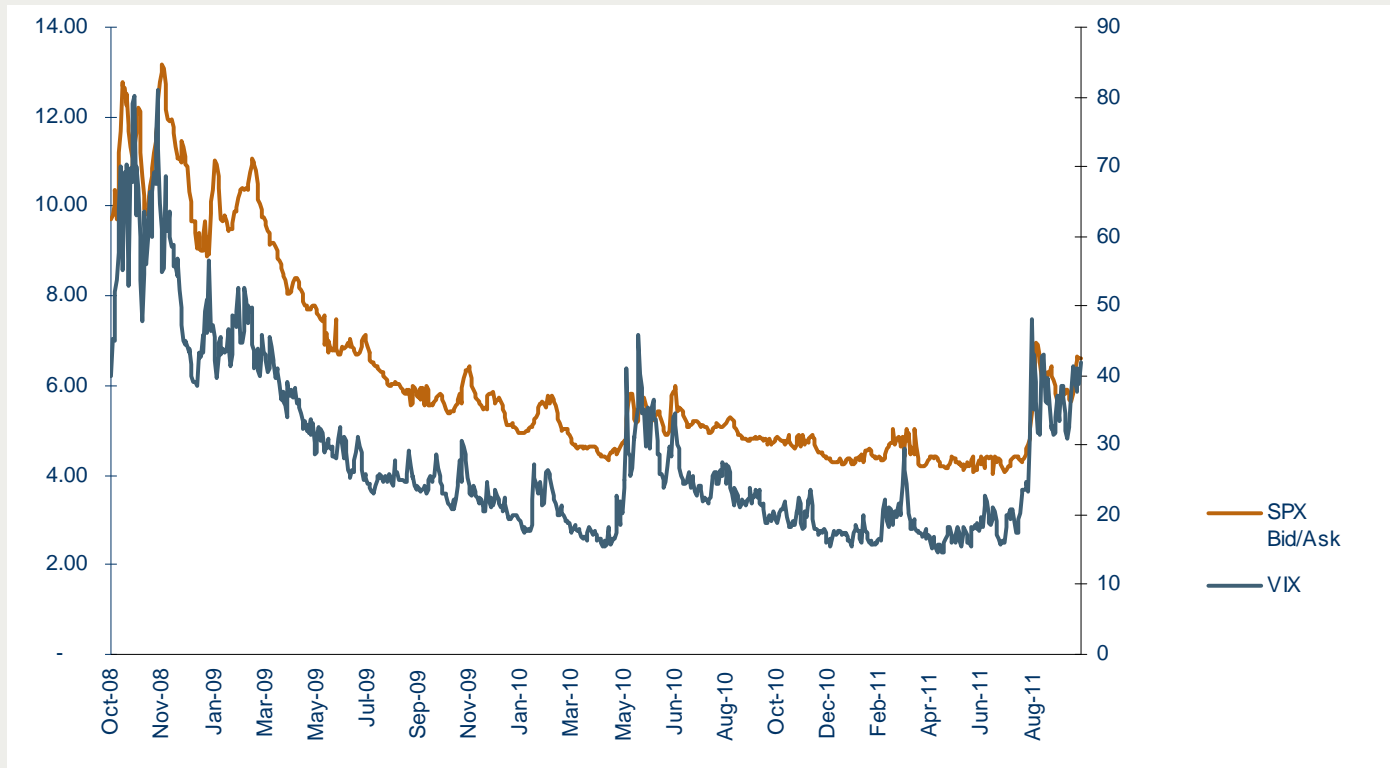
Domestic vs. International Equity Mutual Funds

(in billions)



Source: Investment Company Institute. Data are subject to revision.

Equity Returns and Risk: VIX and S&P 500 Bid/Ask Spreads



Source: Thomson Reuters

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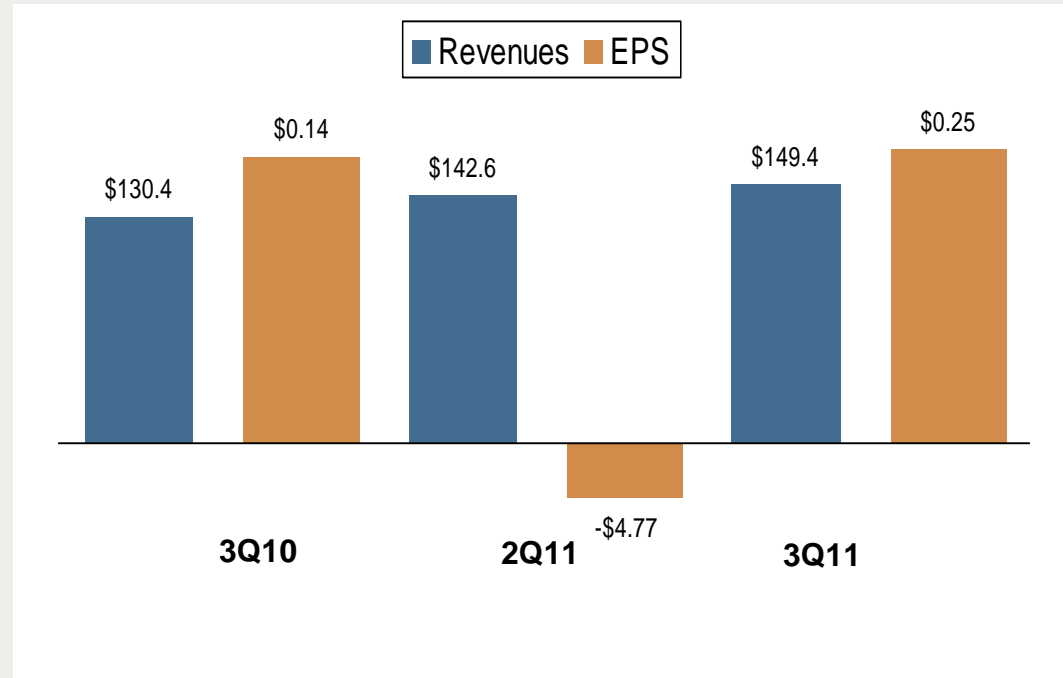
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Third Quarter 2011 GAAP Results

(\$ in millions except EPS)

	vs. 2Q11	vs. 3Q10
Revenues	5%	15%
Revenues per day	3%	15%



Adjusted Results

3Q11 vs. 2Q11 vs. 3Q10

(\$ in millions except EPS)

	US Operations			Non-US Operations			Total		
	3Q11	2Q11	3Q10	3Q11	2Q11	3Q10	3Q11	2Q11	3Q10
Revenues:									
Commissions	\$ 74.1	\$ 70.5	\$ 70.4	\$ 43.6	\$ 41.4	\$ 35.5	\$ 117.7	\$ 111.9	\$ 105.9
Recurring	22.3	20.8	16.5	6.2	5.7	5.4	28.5	26.5	21.9
Other	1.6	2.6	1.2	1.6	1.6	1.4	3.2	4.2	2.6
Total Revenues	\$ 98.0	\$ 93.9	\$ 88.1	\$ 51.4	\$ 48.7	\$ 42.3	\$ 149.4	\$ 142.6	\$ 130.4
Adjusted Expenses	86.5	87.1	78.0	45.7	44.9	41.0	132.2	132.0	119.0
Pre-tax Income	11.5	6.8	10.1	5.7	3.8	1.3	17.2	10.6	11.4
Pre-tax Margin	11.7%	7.2%	11.5%	11.1%	7.8%	3.1%	11.5%	7.5%	8.7%
Tax Expense	4.5	3.1	2.9	2.2	1.7	2.3	6.7	4.8	5.2
Adjusted Net Income	\$ 7.0	\$ 3.7	\$ 7.2	\$ 3.5	\$ 2.1	\$ (1.0)	\$ 10.5	\$ 5.8	\$ 6.2
EPS	\$ 0.17	\$ 0.09	\$ 0.17	\$0.08	\$0.05	\$(0.03)	\$ 0.25	\$ 0.14	\$ 0.14

Summary of US Adjusted Expenses

3Q11, 2Q11 and 3Q10

<i>(\$ in millions)</i>	3Q11	2Q11	3Q10
Comp & Benefits	\$ 36.5	\$ 36.9	\$ 32.6
<i>% of Revenue</i>	37.2%	39.3%	37.0%
Transaction Processing	14.1	13.4	11.0
<i>% of Revenue</i>	14.4%	14.3%	12.5%
Occupancy & Equipment	10.9	10.9	10.6
Telecom & Data Processing	9.4	9.6	7.7
Other G&A	15.0	15.8	16.0
Interest Expense	0.6	0.5	0.1
Total	\$86.5	\$87.1	\$78.0

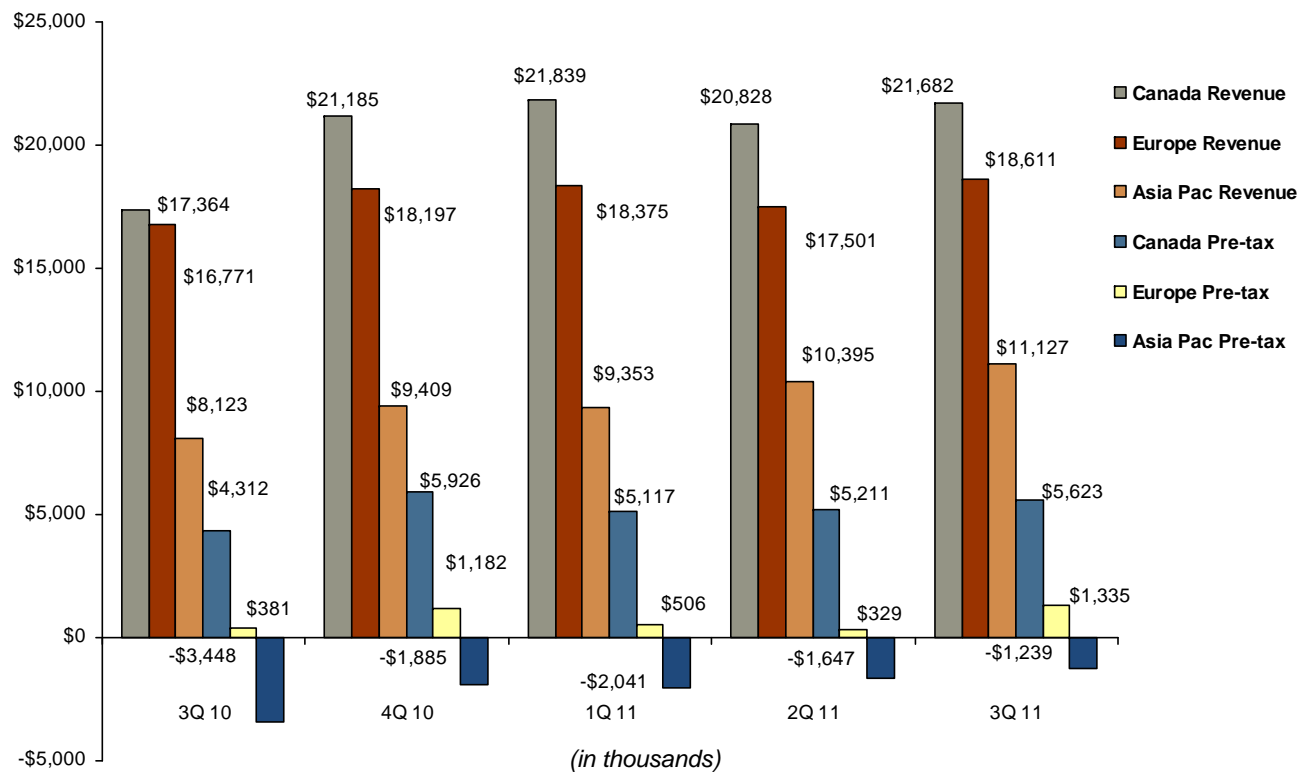
Non-U.S. Financial Summary

Adjusted Results

<i>(\$ in millions)</i>	3Q11	2Q11	1Q11	4Q10	3Q10
Revenues					
Asia Pacific	\$11.1	\$10.4	\$9.4	\$9.4	\$8.1
Canada	21.7	20.8	21.8	21.2	17.4
Europe	18.6	17.5	18.4	18.2	16.8
Total Revenues	\$51.4	\$48.7	\$49.6	\$48.8	\$42.3
Expenses					
Compensation and Benefits	\$17.6	\$18.8	\$19.2	\$18.9	\$18.0
<i>% of Revenue</i>	34.2%	38.6%	38.7%	38.8%	42.6%
Transaction Processing	10.8	9.7	10.1	9.7	8.4
<i>% of Revenue</i>	21.0%	19.9%	20.3%	20.0%	20.0%
Occupancy	4.0	4.2	4.1	4.0	3.9
Telecom & Data Processing	5.2	5.3	5.5	5.2	5.0
Other G&A	8.1	6.9	7.1	5.8	5.7
Total Expenses	\$45.7	\$44.9	\$46.0	\$43.6	\$41.0
Pre-Tax Income	\$5.7	\$3.8	\$3.6	\$5.2	\$1.3



Non-US: Adjusted Results Summary



U.S. Trading Volumes and Revenues Per Share

<i>(\$ in millions except cents per share and trading days)</i>	3Q11	2Q11	1Q11	4Q10	3Q10
Trading Volumes	13,449	12,038	11,875	10,989	10,334
Trading Days	64	63	62	64	64
Trading Volumes Per Day	210.1	191.1	191.5	171.7	161.5
Revenue Per Share (Includes commissions and net executions)	\$0.00467	\$0.00509	\$0.00553	\$0.00536	\$0.00584
Broker Dealer Commissions and Fees	\$62.8	\$61.3	\$65.6	\$58.9	\$60.3
Other Commissions and Fees (Includes ITG Net [®] commission sharing & ITG Derivatives SM)	\$11.3	\$9.2	\$10.2	\$10.1	\$10.1
Total Commissions and Fees	\$74.1	\$70.5	\$75.8	\$69.0	\$70.4





Q&A