

## Sandler O'Neill 2011 Global Exchange & Brokerage Conference June 2011

90 Markets - 19 Countries - 15 Currencies



#### Disclaimer

The following information contains certain forward-looking statements that reflect the Company's current views with respect to certain current and future events and financial performance. These forward-looking statements are and will be, as the case may be, subject to many risks, uncertainties and factors relating to the Company's operations and business environment which may cause the Company's actual results to be materially different from any future results, expressed or implied, in these forward-looking statements. Any forward-looking statements are based upon information available to the Company on the date of this presentation. The Company does not undertake to publicly update or revise its forward-looking statements even if experience or future changes make it clear that any statements expressed or implied therein will not be realized. Additional information on risk factors that could potentially affect the Company's financial results may be found in the Company's filings with the Securities and Exchange Commission.

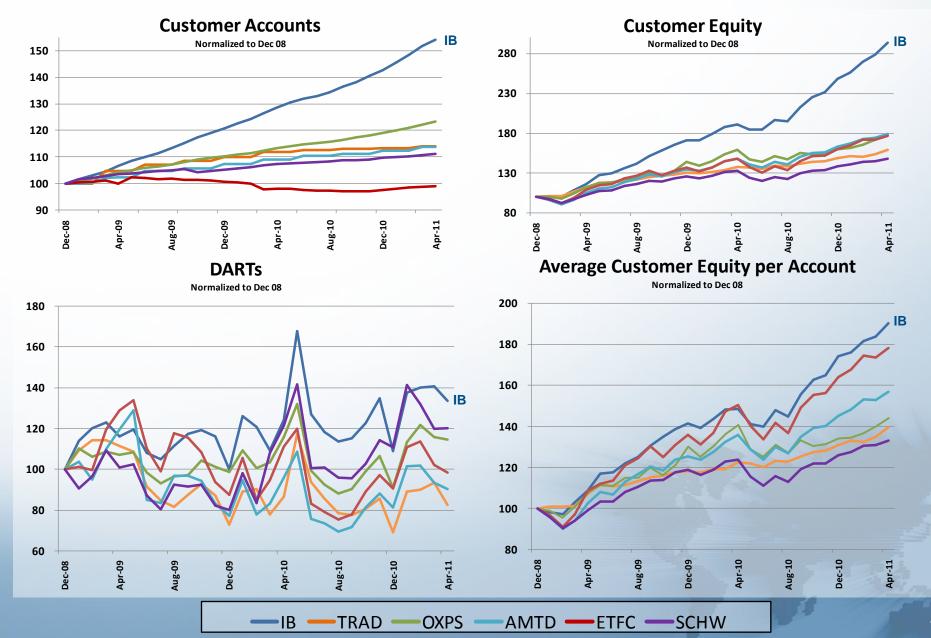


# **Business Overview**

- We are the fastest growing automated global electronic broker specializing in catering to financial professionals.
- Our unique differentiators are fueling this growth.
- We have focused on building a very active customer base.
- High profitability is due to automation.



### Fastest Growing Broker Excelling by every measure





Our Differentiators are Fueling Our Growth

- Industry low commissions and financing rates.
- Superior execution capabilities.
- Global electronic access.

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State-of-the-art technology and sophisticated risk management tools.



# Minimize Your Trading Costs

Rated Lowest Margin Rates <sup>1</sup> by Barrons.						Rated Low Cost Broker 7 years in a row <sup>2</sup> by Barrons.	
US Margin Loan Rates Comparison*					US Commission Rates Comparison*		
	\$25K	\$200K	\$1.5M	\$3.5M	100 Shares	1 Stock Option	1 E-mini S&P 500 Future
E-Trade	7.64%	6.14%	3.89%	3.89%	\$7.99	\$8.74	\$2.99
Fidelity	7.575%	6.575%	3.750%	3.750%	\$7.95	\$8.70	N/A
Interactive Brokers <sup>3</sup>	1.59%	1.34%	0.96%	0.66%	\$1.00	\$1.00	\$0.85
optionsXpress	6.25%	5.00%	4.00%	4.00%	\$9.95	\$12.95	\$6.99
Schwab	8.00%	6.875%	6.25%	6.00%	\$8.95	\$9.70	N/A
TD Ameritrade	8.50%	7.25%	6.25%	6.25%	\$9.99	\$10.74	\$3.50
thinkorswim	7.70%	7.70% **	7.70% **	7.70% **	\$5.00	\$2.95	\$3.50
Services vary by firm.				Negotiable			

nteractive Brokers has lower commission rates for larger volumes and comparable rates worldwide

Interactive Brokers LLC is a Interactive Brokers LLC is a member of NYSE, FINRA, SIPC.

\*Rates were obtained on May 2, 2011 from each firm's website. Some of the firms listed may have additional fees and some firms may reduce or waive commissions or fees, depending on account activity or total account value. Supporting documentation for any claims and statistical information will be provided upon request. [1] Interactive Brokers' Margin rates are the lowest of the entire group surveyed according to Barron's online broker review Making the Right Connection - March 14, 2011. Barron's is a registered trademark of Dow Jones & Company, Inc. [2] Low Cost Rated by Barron's 7 Years Straight - Low cost broker 2005 through 2011 according to Barron's online broker review. 2005 - 5 Stars, 2006 - 5 Stars, 2007 - 4.8 Stars, 2008 - 4.5 Stars, 2009 - 4.5 Stars, 2010 - 4.2 stars, 2011 - 4.5 stars. Making the Right Connection - March 14, 2011, Barron's ranked Interactive Brokers with a 4.5 star rating for cost. Criteria included Trade Experience, Trading Technology, Usability, Range of Offerings, Research Amenities, Portfolio Analysis & Report, Customer Service & Education, and Costs. [3] IB calculates the interest charged on margin loans using the applicable rates for each interest rate tier listed on its website. For additional information on margin loan rates, see www.interactivebrokers.com/interest.

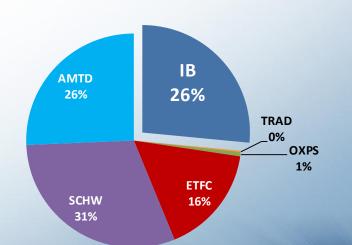


Differentiator: Low costs Effect of Low Margin Rates

#### **Total Customer Margin Balance of Industry**

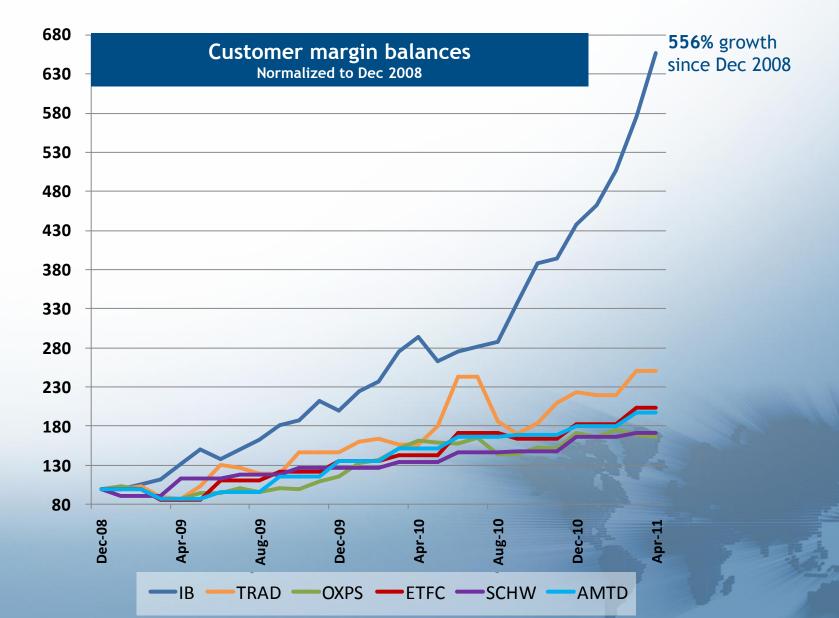
Dec 2007 - \$30 billion

<u> Mar 2011 - \$35 billion</u>





# **Differentiator:** Low costs Effect of Low Margin Rates (cont.)



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# **Differentiators** Superior Executions



#### IB SmartRouting<sup>SM</sup>

Designed to search for the best price available at the time of the customer's order.

Unlike other routers, it dynamically routes and re-routes all or parts of the order for optimal execution.

We do NOT sell order flow to internalizers.

Transaction Auditing Group, Inc., (TAG), a third-party provider of transaction analysis, has determined that Interactive Brokers U.S. stock and options price executions and European stock <u>price executions were</u> <u>significantly better than the industry</u> <u>during 2010.</u>

For more information visit www.interactivebrokers.com



**Differentiators** Global Electronic Access

# Our customers in ~140 countries have electronic access to stocks, options, futures, forex, bonds, CFDs and funds in 90+ markets in 19 countries and 15 currencies





# **Differentiators** Technology and Tools

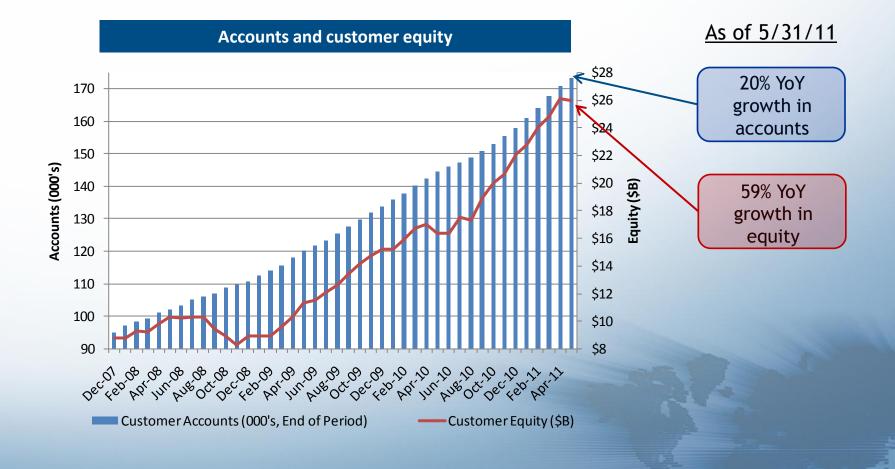


Interactive Brokers is an industry leader in offering brokerage customers superior trading technology

- We have over 33 years building and refining our electronic access trading technology.
- Our original initiative to enter the brokerage business was to service displaced floor traders that had to transition to electronic markets
- We offer an extensive suite of sophisticated order tools at NO extra cost

#### These differentiators are fueling our growth







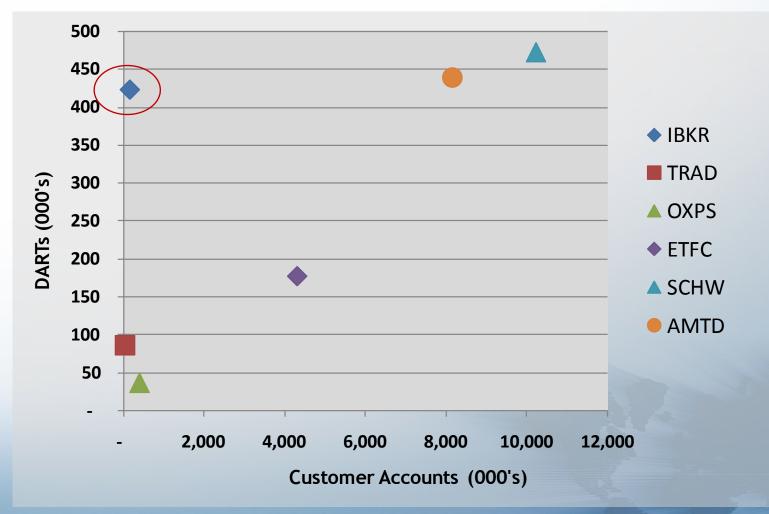
# Diversified customer base

#### We cater to 5 broad categories of customers:

	% of customer accounts <sup>(1)</sup>	% of customer deposits <sup>(1)</sup>	% of commission income <sup>(2)</sup>
Individual traders and investors	63%	46%	55%
Financial advisors	18%	24%	16%
Proprietary trading groups	4%	15%	17%
Hedge and mutual funds	1%	6%	6%
Introducing brokers	14%	9%	6%



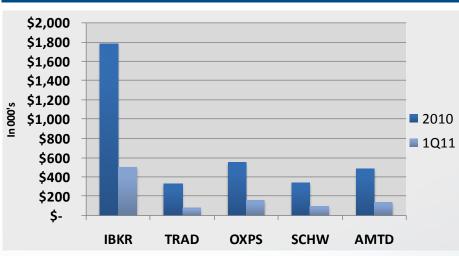
#### Our customer trading levels rival the largest eBrokers



DARTs = Daily Average Revenue Trades, based on customer orders. Figures for the quarter ending 3/31/11

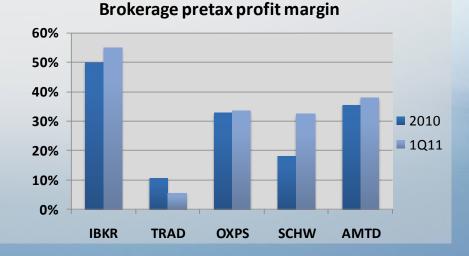


# Profitability



#### Net Brokerage Revenue / Employee

#### Brokerage Pretax Profit Margin



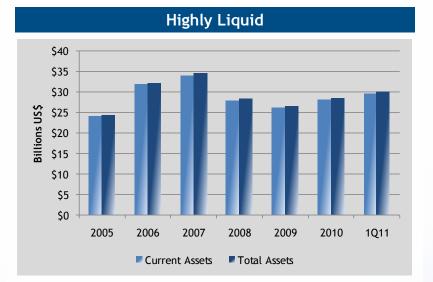
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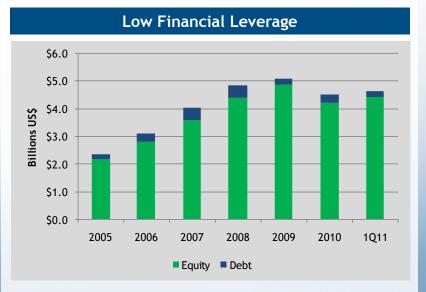
#### High profitability is driven by:

- High level of automation throughout the business to reduce manual activities
- Automated risk management system minimizes risk of large customer losses



# Financial Update





#### Solid balance sheet

- \$30 billion total assets, 98% liquid
- Low financial leverage

# Distributing capital from market making segment

- \$1B special dividend paid Dec 2010
- Quarterly dividend of \$0.10/share to commence June 2011 (represents ~10% post-tax return of MM capital)



# Our goal is to become the *world's largest global electronic broker* as measured by:

- 1. Number of trades
- 2. Profits
- 3. Revenues

#### This goal is within our reach given:

- our robust account growth rates,
- the high volume activity of our customer base,
- and the extensive global footprint we have already established