**HOWARD LUTNICK:**

Good morning and thank you for joining us for our first quarter 2016 conference call.

With me today are BGC's President, Shaun Lynn and our Chief Operating Officer Sean Windeatt. I'm also pleased to introduce Steve McMurray, our Chief Financial Officer who's recently joined us. Steve brings to BGC a broad skill set, having previously worked as the Director of Finance at Amlin, a UK-based insurance company, and as the Chief Financial Accountant at the Bank of England. Welcome Steve, we are pleased to have you with us.

BGC's post-tax earnings increased by 24 percent to 77 million dollars, while our revenues were up by 17 percent to 660 million dollars.

Our strong performance was driven by the addition of GFI, the ongoing success of NGKF, and the 68 percent year-over-year revenue increase generated by our high margin fully electronic FENICS business. We expect our results to further improve as we continue to invest the proceeds from our sale of Trayport and continue to realize synergies from GFI and our other recent acquisitions.

Given our liquidity position and expectations for strong pre-tax earnings growth, our board raised our dividend to 16 cents for the first quarter, which represents an increase of 14.3 percent both sequentially and year-on-year. At yesterday's closing stock price, this translates into a 6.8 percent annualized yield.

With that, I will now turn the call over to Shaun.

---

**SHAUN LYNN**

Thanks Howard and good morning everyone.

Our financial Services revenues were up by 22.8 percent to 436.7 million dollars. These revenues would have been around 7 million dollars higher had the U.S. dollar not strengthened relative to other major currencies.

The increase in revenues was driven by the acquisition of GFI, as well as by organic growth from our data, software and post-trade businesses and from energy and commodities as well as equities and other asset classes.

Our Financial Services business increased its pre-tax earnings by 31.4 percent to 102.9 million dollars. Our pre-tax margin was 23.6 percent, a 160 basis point increase.

The improvement in Financial Services profitability reflected the synergies we were able to extract with respect to GFI, as well as strong growth from our fully electronic FENICS

platform.

FENICS revenues rose by 68.1 percent to 68.6 million dollars, while its pre-tax earnings increased by 55.2 percent to 31.8 million dollars. This strong performance was driven by the addition of GFI, as well as by the strong double-digit organic growth generated by our data, software, post-trade, and fully electronic credit businesses.

You may have noticed we've changed the term "market data and software solutions" to "data, software, and post-trade" to better reflect our growing electronic post-trade business. Our post-trade services are generating strong momentum, and our success in developing this platform demonstrates BGC's technological focus and capabilities. We expect substantial growth from this sector going forward.

Looking at our overall Financial Services results by asset

class:

* We more than doubled revenues from our fully electronic credit desks, while our overall credit revenues grew by 25.8 percent to 84.5 million dollars.
* Our FX businesses increased by 7.0 percent to 78 million dollars.
* Our energy and commodities revenues were up by 129.6 percent to 67.5 million dollars;
* Our revenues from equities and other asset classes increased by 41.4 percent to 51.2 million dollars; and
* Revenues from our rates products were down by 2.9 percent to 118.5 million dollars, largely due to a decline in European wholesale market activity industry-wide. Offsetting this industry-wide decline, we expect growth from our FENICS rates platform to

drive our rates revenues higher in the second half of this year.

While the overall trading environment was challenging for our largest customers during the first quarter, we believe we have continued to gain market share from our Financial Services competitors.

Turning now to our results for Real Estate Services:

NGKF's revenues increased by 7.2 percent to 214.8 million dollars, due to a 15.4 percent increase in revenues from higher margin real estate capital markets brokerage and 13.4 percent growth from largely recurring management services fees.

We believe that NGKF's revenue growth outpaced the relevant industry metrics. Our comparative outperformance was driven in part by organic growth, as well as by the additions of Computerized Facility Integration, Excess Space, and the

completion of our acquisition of ARA.

We've also continued to invest in high profile and talented brokers, having added over 100 brokers since the second quarter of 2015. Historically, newly hired commercial real estate brokers tend to achieve dramatically higher productivity in their second year with the Company, although we incur related expenses immediately.

This is largely why NGKF's revenues were higher, but its pre-tax distributable earnings were down by 11.1 percent to 17.4 million dollars. As our newly-hired brokers ramp up their production, we expect NGKF's revenue and earnings growth to strongly accelerate in the second half of 2016, thus demonstrating our operating leverage.

Although U.S. industry-wide activity across commercial leasing and capital markets was down in the first quarter, we

expect NGKF's top-line growth to outperform that of the overall industry by approximately 20 percentage points for the full year of 2016.

With that, I am happy to turn the call over to Steve.

---

**Steve McMurray**

Thank you Shaun and good morning everyone. It's great to be here and I look forward to getting to know you all over the coming quarters.

This was the fourth full quarter in which our results include those of GFI. Q1 2015 only included GFI for one month.

BGC generated consolidated revenues of 660.1 million dollars, up 17.1 percent compared with the prior year.

Our revenues from the Americas were up by 16 percent.

Revenues from Europe, Middle East, and Africa were up by 18 percent, while Asia-Pacific revenues increased by 17 percent.

With respect to expenses: Our compensation ratio decreased by around 30 basis points to 61.4 percent.

While non-compensation expenses increased in absolute terms by 16.4 percent, they were down approximately 20 basis points as a percentage of revenues at 24.8 percent.

Our overall margin improved due to synergies related to GFI and a greater percentage of Financial Services revenues from the higher margin FENICS platform. With respect to our 100 million dollars in expected annualized cost synergies, we are happy to report that we are more than 80 percent of the way there.

With regards to earnings: Our pre-tax earnings before noncontrolling interest in subsidiaries and taxes were 90.8

million dollars, up 20.7 percent when compared with the prior year. Our pre-tax margin expanded by nearly 50 basis points to 13.8 percent.

BGC's post-tax earnings were up by 24 percent to 77 million dollars.

Our post-tax earnings margin was 11.7 percent, an expansion of approximately 70 basis points. Our post-tax earnings per share were unchanged at 18 cents.

BGC had a fully diluted weighted-average share count of 434.9 million for both distributable earnings and GAAP. A year earlier, our weighted-average fully diluted share count was 378.7 million for distributable earnings and 338.5 million under GAAP. Our GAAP share count in the prior period was lower because it excluded certain share equivalents in order to avoid anti-dilution.

The share count increased primarily due to issuances related to GFI, various other acquisitions; equity-based employee compensation; and new front-office hires. This was partially offset by the redemption and/or repurchase of 7.6 million shares and units at a cost to BGC of 65.9 million dollars, or an average cost of 8 dollars and 70 cents per share during the quarter.

As of March 31st, 2016, our fully diluted share count was 430.8 million, including the 23.5 million shares issued subsequent to year-end in connection with the GFI back-end merger and assuming conversion of BGC's 4.5 percent Convertible Senior Notes into 16.3 million shares.

Moving on to the balance sheet - As of quarter-end, the Company's liquidity - which we define as "cash and cash equivalents", "marketable securities", "securities owned", held

for liquidity purposes, less “securities loaned”, - was 680.6 million dollars; notes payable and collateralized borrowings were 838.6 million dollars; book value per common share was 3 dollars and 15 cents; and total capital, which we define as “redeemable partnership interest”, “noncontrolling interest in subsidiaries”, and “total stockholders' equity”, was 1 billion 224.9 million dollars.

In comparison, as of December 31st, 2015, the Company’s liquidity was 1 billion 26.1 million dollars; notes payable and collateralized borrowings, and notes payable to related parties were 840.9 million dollars; book value per common share was 2 dollars and 56 cents; and total capital was 1 billion 299.7 million dollars.

The decrease in BGC’s liquidity since year-end was primarily related to:

* The 111.2 million dollars paid with respect to the GFI back-end merger and related transactions;
* Cash used for the redemption and/or repurchase of 7.6 million shares and/or units, net, at a cost to BGC of 65.9 million dollars;
* Cash used to pay previously accrued year-end taxes and employee bonuses and;
* Significant amounts invested with regards to new front-office hires in Real Estate Services.

It is important to note that our balance sheet does not reflect the expected receipt of over 765 million dollars' worth of additional Nasdaq stock over the next 12 years, as these shares are contingent upon Nasdaq generating at least 25 million dollars in gross revenues annually. If Nasdaq undergoes a change of control, we would get these shares all at once.

To put the 25 million dollar contingency in context, Nasdaq has recorded more than 1.5 billion dollars in gross revenues for each of the last 10 years and generated gross revenues of approximately 3.4 billion dollars in 2015.

With that, I am happy to turn the call back over to Howard.

---

**HOWARD LUTNICK:**

Thank you, Steve.

Our outlook for the second quarter 2016 compared with a year earlier is as follows:

- We expect to generate distributable earnings revenues of between 645 and 685 million dollars, compared with 684.6 million dollars.

- We anticipate generating pre-tax earnings of between 85 and 100 million dollars, an increase of between 10 and 29 percent, compared to 77.5 million dollars.
- And we continue to expect our effective tax rate to remain around 15 percent for the remainder of 2016.

The Company's outlook reflects the sale of Trayport in December of 2015. Trayport generated annualized gross revenues of approximately 80 million dollars and pre-tax profits of over 35 million dollars. We are proud that we've more than made up for these earnings through our ongoing successful integration of GFI and through the growth of FENICS.

We also expect NGKF's performance to be much stronger in the second half of 2016, both sequentially and year-on-year, due to the significant and recent ramp up of our Real Estate broker headcount.

We anticipate updating our outlook toward the end of June.

Operator, we would now like to open the call for questions.

[Q&A after Q&A - Howard Lutnick:]

Thank you all for joining us today and we look forward to speaking to you again next quarter.

---

**JASON MCGRUDER**

Good morning.

Our first quarter 2016 financial results press release and a presentation summarizing our results were issued this morning. This can be found at ir.bgcpartners.com.

Throughout today's call we will be referring to our results on a distributable earnings basis, unless otherwise stated. Please see today's press release for results under U.S. Generally Accepted Accounting Principles or "GAAP." Please also see the sections of today's press release entitled "Distributable Earnings", "Distributable Earnings Results Compared with GAAP Results", "Reconciliation of Revenues Under GAAP and Distributable Earnings", and "Reconciliation of GAAP Income to Distributable Earnings" for a revised definition of these terms and how, when and why management uses them.

Unless otherwise stated, whenever we refer to income statement items, we are doing so on a distributable earnings basis, and the results provided on this call compare the first quarter of 2016 with the year-earlier period.

For the purposes of today's call, all of the Company's fully electronic businesses are referred to as "FENICS" or "e-businesses." These offerings include Financial Services segment fully electronic brokerage products, as well as offerings in market data, software solutions, and post-trade services across both BGC and GFI. FENICS results do not include the results of Trayport, which are broken out separately in today's press release and presentation. This is due to Trayport's sale to Intercontinental Exchange, Inc. in December of 2015.

Also, "Newmark Grubb Knight Frank" is synonymous with "NGKF" or our "Real Estate Services." segment.

I also remind you that the information on this call regarding our business that are not historical facts are "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 statements involve risks and uncertainties. Except as required by law, BGC undertakes no obligation to release any revisions to any forward-looking statements.

For a discussion of additional risks and uncertainties, which could cause actual results to differ from those contained in the forward-looking statements, see BGC's Securities and Exchange Commission filings, including, but not limited to, the risk factors set forth in our public filings, including our most recent Form 10-K and any updates to such risk factors contained in subsequent Form 10-Q or Form 8-K filings.

I am happy turn the call over to our host, Howard Lutnick, Chairman and CEO of BGC Partners.