



# Fourth Quarter 2020 Earnings Presentation

# Fourth Quarter & Full-Year Highlights



## 4Q 2020

Adj. NTI<sup>1</sup>  
**\$456M**

Adj. NTI / day<sup>1</sup>  
**\$7.1M**

Normalized Adj. EPS<sup>1</sup>  
**\$1.18**

Adj. EBITDA<sup>1</sup>  
**\$344M**

Adj. EBITDA Margin<sup>1,2</sup>  
**75.4%**

Debt / LTM Adj. EBITDA<sup>1</sup>  
**1.0x**

## FY 2020

Adj. NTI<sup>1</sup>  
**\$2,271M**

Adj. NTI / day<sup>1</sup>  
**\$9.0M**

Normalized Adj. EPS<sup>1</sup>  
**\$5.76**

Adj. EBITDA<sup>1</sup>  
**\$1,648M**

Adj. EBITDA Margin<sup>1,2</sup>  
**72.6%**

## FY 2020 Accomplishments

- **Record revenues and profits**
  - Full year adj. NTI<sup>1</sup> of **\$2,271M** (**\$9.0M/day**)
  - Full year adj. EBITDA<sup>1</sup> of **\$1,648M**; Adj. EBITDA margin<sup>1,2</sup> of **72.6%**
  - Full year normalized adj. EPS<sup>1</sup> of **\$5.76**
- **Repaid \$289M of debt**
  - Long-term debt at December 31, 2020 of **\$1.67B**
  - Debt/LTM Adj. EBITDA<sup>1</sup> of **1.0x**
- **Generated \$166M of adj. NTI<sup>1</sup> from organic growth initiatives**

Expanding initial **\$100M** share repurchase program to **\$170 million**

# Financial Trend



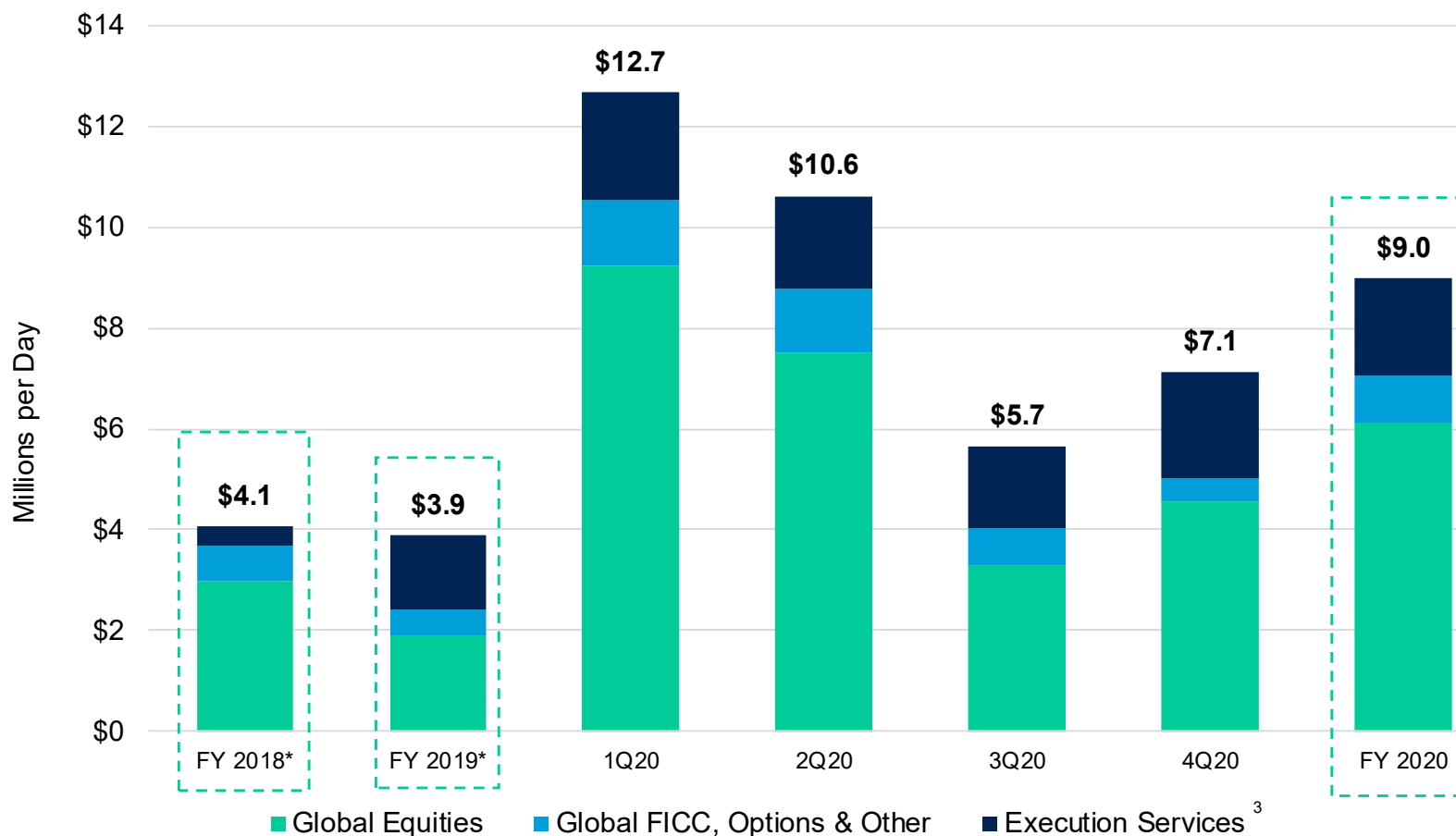
(\$M)	4Q 2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020	FY 2020	4Q 2020 vs	
							3Q 2020	4Q 2019
<b>Adjusted Net Trading Income<sup>1</sup></b>	<b>\$257</b>	<b>\$784</b>	<b>\$669</b>	<b>\$362</b>	<b>\$456</b>	<b>\$2,271</b>		
<i>Daily Average Adj. NTI</i>	\$4.1	\$12.7	\$10.6	\$5.7	\$7.1	\$9.0	+ 26%	+ 75%
Market Making Adj. NTI	\$151	\$652	\$552	\$257	\$321	\$1,782		
<i>Market Making Daily Average Adj. NTI</i>	\$2.4	\$10.5	\$8.8	\$4.0	\$5.0	\$7.0	+ 25%	+ 109%
Execution Services Adj. NTI <sup>2</sup>	\$106	\$132	\$117	\$105	\$135	\$489		
<i>Execution Services Daily Average Adj. NTI</i>	\$1.7	\$2.1	\$1.9	\$1.6	\$2.1	\$1.9	+ 29%	+ 26%
<b>Normalized Adjusted EPS<sup>1</sup></b>	<b>\$0.27</b>	<b>\$2.05</b>	<b>\$1.73</b>	<b>\$0.81</b>	<b>\$1.18</b>	<b>\$5.76</b>	<b>+ 46%</b>	<b>+ 345%</b>
Adjusted EBITDA <sup>1</sup>	\$115	\$570	\$486	\$249	\$344	\$1,648	+ 38%	+ 200%
<i>Adjusted EBITDA Margin<sup>1</sup></i>	44.6%	72.6%	72.6%	68.7%	75.4%	72.6%	+ 6.8 pts	+ 30.9 pts
Adjusted Operating Expenses <sup>1</sup>	\$159	\$232	\$200	\$130	\$128	\$690	- 2%	- 20%
Long Term Debt (at end of period)	\$1,957	\$1,957	\$1,769	\$1,669	\$1,670	\$1,670	+ 0.1%	- 15%
<i>Debt / LTM Adjusted EBITDA</i>	4.0x	2.2x	1.4x	1.2x	1.0x	1.0x	- 14%	- 75%

# 2020 Performance 131% Higher YoY

1Q21 to date performance comparable to FY20 average<sup>2</sup>



## Average Daily Adjusted Net Trading Income<sup>1</sup>



**+131%**

2020 vs. 2019

**+26%**

4Q20 vs. 3Q20

1QTD  
performance  
comparable to  
FY2020<sup>2</sup>

See endnotes at end of this supplement

# Adjusted NTI Highlights and Drivers



Adjusted Net Trading Income (NTI) <sup>1</sup> (\$M)	4Q 2019	FY 2019 <sup>2</sup>	1Q 2020	2Q 2020	3Q 2020	4Q 2020	FY 2020	4Q 2020 v 3Q 2020	4Q 2020 v 4Q 2019	FY 2020 v FY 2019
<b>Market Making</b>										
Global Equities	\$126	\$476	\$572	\$474	\$212	\$291	\$1,549	+ 38%	+ 127%	+ 223%
Global FICC, Options, Other	\$25	\$129	\$81	\$78	\$46	\$29	\$234	- 36%	+ 15%	+ 80%
Adjusted NTI	\$151	\$605	\$652	\$552	\$257	\$321	\$1,782	+ 25%	+ 109%	+ 192%
<i>Average Daily Adjusted NTI</i>	<i>\$2.4</i>	<i>\$2.4</i>	<i>\$10.5</i>	<i>\$8.8</i>	<i>\$4.0</i>	<i>\$5.0</i>	<i>\$7.0</i>			
<b>Execution Services<sup>3</sup></b>										
Adjusted NTI	\$106	\$370	\$132	\$117	\$105	\$135	\$489	+ 29%	+ 26%	+ 31%
<i>Average Daily Adjusted NTI</i>	<i>\$1.7</i>	<i>\$1.5</i>	<i>\$2.1</i>	<i>\$1.9</i>	<i>\$1.6</i>	<i>\$2.1</i>	<i>\$1.9</i>			
<b>Grand Total</b>										
<b>Total Adjusted NTI</b>	<b>\$257</b>	<b>\$975</b>	<b>\$784</b>	<b>\$669</b>	<b>\$362</b>	<b>\$456</b>	<b>\$2,271</b>	+ 26%	+ 75%	+ 131%
<b>Total Average Daily Adjusted NTI</b>	<b>\$4.1</b>	<b>\$3.9</b>	<b>\$12.7</b>	<b>\$10.6</b>	<b>\$5.7</b>	<b>\$7.1</b>	<b>\$9.0</b>			
<b>Market Metrics (Average Daily)</b>										
<b>Global Equities</b>										
US Equity Consolidated Volume (mm shares)	6,755	7,031	10,972	12,352	9,942	10,454	10,924	+ 5%	+ 52%	+ 54%
Realized Volatility of S&P 500 Index	9.56	12.40	57.31	31.92	16.97	16.41	30.43	- 3%	+ 69%	+ 144%
SX5E Realized Volatility - QTD	12.33	12.95	47.34	33.00	19.48	21.34	30.14	+ 10%	+ 70%	+ 131%
NKY Realized Volatility - QTD	11.65	13.67	38.11	28.48	15.75	14.53	24.09	- 8%	+ 23%	+ 75%
U.S. OTC Equity Volume (mm \$ notional)	1,231	1,328	1,939	1,729	1,498	2,043	1,800	+ 36%	+ 63%	+ 35%
IBKR Retail Equity Volume (mm shares)	603	668	966	1,045	1,378	1,463	1,216	+ 6%	+ 139%	+ 80%
Rule 605 Volume (mm shares)	819	820	1,499	2,270	2,008	2,058	1,961	+ 3%	+ 147%	+ 137%
<b>Global FICC, Options, Other</b>										
CME & ICE Energy ADV	4.82	5.03	7.16	5.65	4.40	4.62	5.44	+ 5%	- 6%	+ 7%
CME FX ADV	839	862	1,078	725	829	818	861	- 1%	- 4%	- 1%
Hotspot ADV FX	30,113	32,533	43,530	31,753	30,208	33,635	34,724	+ 11%	+ 10%	+ 6%
OCC ADV	19.49	19.44	28.01	28.24	29.53	32.20	29.51	+ 9%	+ 63%	+ 51%
CVIX Realized Volatility - QTD	29.28	40.52	146.38	46.66	74.13	36.84	75.56	- 50%	+ 24%	+ 85%
GS Comm Realized Volatility - QTD	6.49	13.28	16.26	36.14	13.07	10.82	19.03	- 17%	+ 64%	+ 42%

See endnotes at end of this supplement

# Virtu Execution Services (VES) Today



## Provides products and services to

**41/50** of the largest institutions globally based on assets under management

## Engages globally across multiple products

**39%** of clients engaged in multiple regions

**33%** of clients use multiple products

**24%** of clients collaborate with VES in multiple regions and products

## Facilitates trading through various service offerings

**11,000+** ITG Net Connections

**33,000+** Commission Management Payments

## By the Numbers

**40+**  
products

**50+**  
countries

**250+**  
venues

**2,000+**  
clients

### Virtu “Velvet Rope”

Initial offering with 4 clients and 3 dedicated employees

Jan 2016

### KCG Acquisition

4Q17 ANTI/day<sup>1</sup>  
= \$0.5M

July 2017

### ITG Acquisition

2Q19 – 4Q19 ANTI/day<sup>1</sup>  
= \$1.7M

March 2019

### Today

FY20 ANTI/day<sup>1</sup>  
= \$1.9M

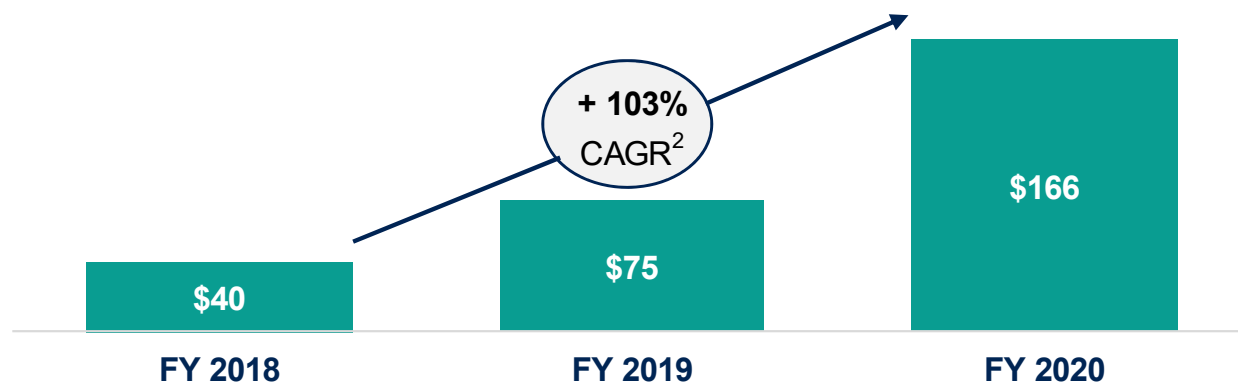
December 2020

See endnotes at end of this supplement

# Organic Growth Initiatives Contributed 7% of Adj. Net Trading Income<sup>1</sup> in 2020



Total Adj. NTI<sup>1</sup> (\$M) from Organic Growth Initiatives



## Global expansion of Virtu's customer-facing ETF block franchise desk

- Expanded customer facing presence and market making activity in corporate bonds and related ETFs driving meaningful growth

## Growing our options market making presence

- Significant progress building options infrastructure in 2020; continue growing symbol and venue coverage in 2021

## Adapting and deploying quant-style KCG strategies into new markets and asset classes

- Continued progress in scaling this business with significant runway ahead

## Continued expansion of symbols and sizes quoted in corporate bonds

- Focus on automation of pricing and risk management positions us to monetize early opportunities

## Virtu Capital Markets strong pipeline of activity and relationships that are being leveraged across firm

- Helped clients raise over \$1.3B in 2020 with ATMs across numerous sectors, including Healthcare, Real Estate, Transportation, Specialty Finance, and closed-end Funds

# Solid Fundamentals Heading into 2021

Positioned for our next chapter of growth



## Prioritizing Return to Shareholders

### Strong earnings baseline

Expect to generate  
**\$2.00+ normalized Adj. EPS<sup>1</sup>**  
across various environments



### Expense discipline

Target run rate:

- Cash operating expenses  
**\$545 - \$575M**
- Total operating expenses  
**\$605 - \$645M**



### Dependable capital return

Consistent dividend and excess cash flow in outsized environments to be used for share buybacks

## Attractive Business Model

### Increasing revenue diversification

Growing Execution Services business including recurring and subscription-based revenues

### Scalable model

- Significant operating leverage
- Low fixed costs base and strong margins

### Beneficiary of favorable industry trends

- Electronification across asset classes
- Retail engagement
- Growing volumes in ETFs and options



# Update on Share Repurchases



Based on cash position and 2021 performance to date, we have increased our Share Repurchase Program by an **additional \$70 million**

3Q 2020 Repurchase Authorization	\$100M
4Q 2020 Authorization Increase	\$70M
<b>Total Share Repurchase Authorization</b>	<b>\$170M</b>
Shares Repurchased to Date <sup>1</sup>	2.1M
Average Price of Shares Repurchased	\$24.02
<b>Total Repurchased to Date</b>	<b>\$50M</b>
<b>Share Repurchase Remaining</b>	<b>\$120M</b>

Consistent with our plan we are increasing stock repurchases

**We will continue to prioritize capital return to shareholders as we generate excess cash flow**



# Appendix



# Operating Expenses

Reiterating 2021 guidance



Adj. Operating Expense Forecast (\$M)	FY 2020 Actual	FY 2020 Guidance	Better / (Worse) <sup>1</sup>	FY 2021 Guidance	2021 Guidance v. 2020 Actual <sup>1</sup>
Cash Compensation	320	\$333 - \$338	+ 5%	270 - 280	- 14%
Comms & Data Processing, Ops & Admin	304	296 - 311	-	273 - 298	- 7%
<b>Adjusted Cash Operating Expenses</b>	<b>\$623</b>	<b>\$629 - \$649</b>	<b>+ 2%</b>	<b>\$545 - 575</b>	<b>- 10%</b>
Depreciation & Amortization	67	80 - 90	+ 21%	60 - 70	- 3%
<b>Total Adjusted Operating Expenses<sup>2</sup></b>	<b>\$690</b>	<b>\$709 - \$739</b>	<b>+ 5%</b>	<b>\$605 - \$645</b>	<b>- 9%</b>
Shared-Based Compensation	60			48	
<i>Cash Compensation Ratio</i>	14.1%				
<i>Total Compensation Ratio</i>	16.7%				

Will exceed original synergy targets by 25%

# Dedicating Excess Cash Flow to Shareholders

Driven by optimized expense base and de-levered balance sheet



Illustrative Range of Potential Annual Outcomes Based on 2021 OpEx Guidance <i>(\$mm except per share amounts)</i>				
Adj. NTI/Day <sup>1</sup>	Adj. NTI <sup>1</sup>	Adj. EBITDA <sup>1</sup>	Target Normalized Adj. EPS <sup>1</sup>	Target Range Available for Share Repurchases
<b>\$5.0 M</b>	\$1,260	\$700	\$2.15	\$40 - \$60
<b>\$6.0 M</b>	\$1,512	\$952	\$3.11	\$120 - \$140
<b>\$7.0 M</b>	\$1,764	\$1,181	\$3.99	\$200 - \$250
<b>\$8.0 M</b>	\$2,016	\$1,415	\$4.88	\$300 - \$400

We can accumulate excess cash to engage in meaningful share repurchases

# Income Statement



(excludes ITG  
prior to 3/1/19)

Income Statement (\$mm)	FY 2018	FY 2019 <sup>1</sup>	1Q 2020	2Q 2020	3Q 2020	4Q 2020	FY 2020
Trading income, net	\$1,267	\$912	\$802	\$744	\$441	\$505	\$2,493
Commissions, net and technology services	184	499	171	148	134	148	601
Interest and dividend income	88	109	27	9	11	15	62
<b>Direct Expenses:</b>							
(-) Brokerage, exchange and clearance fees	376	387	174	204	196	185	759
(-) Interest and dividends expense	142	158	41	29	27	28	126
<b>Adjusted Net Trading Income</b>	<b>\$1,020</b>	<b>\$975</b>	<b>\$784</b>	<b>\$669</b>	<b>\$362</b>	<b>\$456</b>	<b>\$2,271</b>
(+) Other income	340	(2)	1	5	70	8	83
<b>Indirect Expenses:</b>							
(-) Employee compensation and payroll taxes	216	384	170	121	36	66	394
(-) Communications and data processing	176	209	55	56	52	51	214
(-) Operations and administrative	67	104	27	22	25	21	95
(-) Depreciation and amortization	61	66	17	17	17	16	67
(-) Amortization of purchased intangibles and acquired capitalized software	26	71	19	19	18	18	74
(-) Termination of office leases	23	66	0	0	0	9	10
(-) Debt issue cost related to debt refinancing and prepayment	12	41	4	13	10	2	29
(-) Transaction fees and expenses	11	26	0	0	2	0	3
(-) Financing interest expense	72	122	26	22	20	20	88
<b>Income (Loss) Before Income Taxes</b>	<b>\$696</b>	<b>(\$116)</b>	<b>\$466</b>	<b>\$405</b>	<b>\$253</b>	<b>\$260</b>	<b>\$1,383</b>
Provision for income taxes (benefit)	76	(12)	78	69	53	62	262
<b>Net Income (Loss)</b>	<b>\$620</b>	<b>(\$104)</b>	<b>\$388</b>	<b>\$335</b>	<b>\$200</b>	<b>\$198</b>	<b>\$1,121</b>

See endnotes at end of this supplement

# Adjusted EBITDA & Normalized Adjusted EPS



(excludes ITG  
prior to 3/1/19)

Adj. EBITDA / Adj. EPS (\$mm)	FY 2018	FY 2019 <sup>1</sup>	1Q 2020	2Q 2020	3Q 2020	4Q 2020	FY 2020
<b>Income (Loss) Before income taxes</b>	<b>\$696</b>	<b>(\$116)</b>	<b>\$466</b>	<b>\$405</b>	<b>\$253</b>	<b>\$260</b>	<b>\$1,383</b>
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(+) Depreciation and amortization	61	66	17	17	17	16	67
(+) Amortization of purchased intangibles and acquired capitalized software	26	71	19	19	18	18	74
<b>EBITDA</b>	<b>\$867</b>	<b>\$183</b>	<b>\$532</b>	<b>\$475</b>	<b>\$318</b>	<b>\$315</b>	<b>\$1,640</b>
<i>EBITDA Margin</i>	<i>85.0%</i>	<i>18.8%</i>	<i>67.9%</i>	<i>71.1%</i>	<i>87.7%</i>	<i>69.1%</i>	<i>72.2%</i>
(+) Severance	11	103	4	(0)	3	3	10
(+) Transaction fees and expenses	11	26	0	0	2	0	3
(+) Termination of office leases	23	66	0	0	0	9	10
(+) Share-based compensation	35	51	26	17	(5)	22	60
(+) Connectivity early termination	7	-	-	-	-	-	-
(+) Reserve for legal matters	2	1	4	(1)	(0)	0	3
(+) Write-down of assets	3	-	-	-	-	-	-
(+) Coronavirus one time costs & donations	-	-	3	0	0	1	5
(-) Other	(340)	2	(1)	(5)	(70)	(8)	(83)
<b>Adjusted EBITDA</b>	<b>\$620</b>	<b>\$432</b>	<b>\$570</b>	<b>\$486</b>	<b>\$249</b>	<b>\$344</b>	<b>\$1,648</b>
<i>Adjusted EBITDA Margin</i>	<i>60.8%</i>	<i>44.3%</i>	<i>72.6%</i>	<i>72.6%</i>	<i>68.7%</i>	<i>75.4%</i>	<i>72.6%</i>
(-) Financing interest expense	72	122	26	22	20	20	88
(-) Depreciation and amortization	61	66	17	17	17	16	67
<b>Normalized Adjusted Pre-Tax Income</b>	<b>\$487</b>	<b>\$244</b>	<b>\$527</b>	<b>\$447</b>	<b>\$212</b>	<b>\$308</b>	<b>\$1,494</b>
(-) Normalized provision for income taxes	112	59	126	107	51	74	358
<b>Normalized Adjusted Net Income</b>	<b>\$375</b>	<b>\$186</b>	<b>\$400</b>	<b>\$340</b>	<b>\$161</b>	<b>\$234</b>	<b>\$1,135</b>
Weighted average fully diluted shares outstanding	191.3	192.6	195.0	197.1	198.1	197.5	196.9
<b>Normalized Adjusted EPS</b>	<b>\$1.96</b>	<b>\$0.96</b>	<b>\$2.05</b>	<b>\$1.73</b>	<b>\$0.81</b>	<b>\$1.18</b>	<b>\$5.76</b>

See endnotes at end of this supplement

# Debt Capitalization



## Debt Structure at December 31, 2020

Debt Description (\$mm)	Maturity	Rate	Balance	Annual Interest
First Lien Debt - Floating	Mar 2026	L + 3.00%	\$112	\$3.6
First Lien Debt - Fixed with 4.4% swap <sup>1</sup>	Mar 2026	4.40%	\$1,000	\$44.0
First Lien Debt - Fixed with 4.3% swap <sup>2</sup>	Mar 2026	4.30%	\$525	\$22.6
Japannext <sup>3</sup>	Jan 2023	5.00%	\$33	\$1.7
<b>Total<sup>4</sup></b>		<b>4.30%</b>	<b>\$1,670</b>	<b>\$71.8</b>
<b>FY 2020 Adjusted EBITDA<sup>5</sup></b>			<b>\$1,648</b>	
<b>Debt / LTM Adjusted EBITDA<sup>5</sup></b>			<b>1.0x</b>	

Total prepayments of  
**\$289M** in 2020  
**\$388M**  
 since ITG acquisition  
 in March 2019

# Balance Sheet & Trading Capital



Assets (\$mm)	12/31/2020
Cash & cash equivalents	\$ 890
Cash and securities segregated under federal regulations	117
Securities borrowed	1,425
Securities purchased under agreements to resell	23
Receivables from broker dealers and clearing organizations	1,800
Financial instruments owned, at fair value	3,116
Receivables from customers	214
Property, equipment and capitalized software (net)	114
Operating lease right-of-use assets	269
Goodwill	1,149
Intangibles (net of accumulated amortization)	454
Deferred tax assets	193
Other assets	318
<b>Total Assets</b>	<b>\$ 10,082</b>

Liabilities and Equity (\$mm)	12/31/2020
Short term borrowings	\$ 65
Securities loaned	948
Securities sold under agreement to repurchase	461
Payables to broker dealers and clearing organizations	993
Payables to customers	119
Financial instruments sold, not yet purchased, at fair value	2,924
Accounts payable and accrued expenses and other liabilities	492
Operating lease liabilities	315
TRA payment liability	271
Long-term borrowings	1,639
<b>Total Liabilities</b>	<b>\$ 8,227</b>
Equity	1,855
<b>Total Liabilities and Equity</b>	<b>\$ 10,082</b>

Trading Capital (\$mm)	12/31/2020
Sum of Trading Assets	\$ 7,585
Sum of Trading Liabilities	\$ 5,510
<b>Total Trading Capital</b>	<b>\$ 2,075</b>



# GAAP Income Statement



Income Statement (\$mm)	FY 2018	FY 2019 <sup>1</sup>	1Q 2020	2Q 2020	3Q 2020	4Q 2020	FY 2020
Trading income, net	\$1,267	\$912	\$802	\$744	\$441	\$505	\$2,493
Commissions, net and technology services	184	499	171	148	134	148	601
Interest and dividends income	88	109	27	9	11	15	62
Other	340	(2)	1	5	70	8	83
<b>Total Revenues</b>	<b>\$1,879</b>	<b>\$1,517</b>	<b>\$1,001</b>	<b>\$906</b>	<b>\$656</b>	<b>\$677</b>	<b>\$3,239</b>
Brokerage, exchange, clearance fees and payments for order flow, net	376	387	174	204	196	185	759
Communications and data processing	176	209	55	56	52	51	214
Employee compensation and payroll taxes	216	384	170	121	36	66	394
Interest and dividends expense	142	158	41	29	27	28	126
Operations and administrative	67	104	27	22	25	21	95
Depreciation and amortization	61	66	17	17	17	16	67
Amortization of purchased intangibles and acquired capitalized software	26	71	19	19	18	18	74
Termination of office leases	23	66	0	0	0	9	10
Debt issue cost related to debt refinancing and prepayment	12	41	4	13	10	2	29
Transaction fees and expenses	11	26	0	0	2	0	3
Financing interest expense	72	122	26	22	20	20	88
<b>Total Operating Expenses</b>	<b>\$1,182</b>	<b>\$1,633</b>	<b>\$534</b>	<b>\$501</b>	<b>\$404</b>	<b>\$417</b>	<b>\$1,856</b>
<b>Income (Loss) Before income taxes</b>	<b>\$696</b>	<b>(\$116)</b>	<b>\$466</b>	<b>\$405</b>	<b>\$253</b>	<b>\$260</b>	<b>\$1,383</b>
Provision for income taxes (benefit)	76	(12)	78	69	53	62	262
<b>Net Income (Loss)</b>	<b>\$620</b>	<b>(\$104)</b>	<b>\$388</b>	<b>\$335</b>	<b>\$200</b>	<b>\$198</b>	<b>\$1,121</b>

See endnotes at end of this supplement

# Adjusted Net Trading Income Reconciliation



## Operating segments

Adjusted Net Trading Income Reconciliation (\$mm)	Market Making				
	4Q 2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020
Trading income, net	228	803	745	442	466
Commissions, net and technology services	6	1	(1)	9	43
Brokerage, exchange, clearance fees and payment for order flow, net	(74)	(137)	(173)	(178)	(176)
Interest and dividends, net	(9)	(15)	(19)	(16)	(12)
<b>Adjusted Net Trading Income</b>	<b>151</b>	<b>652</b>	<b>552</b>	<b>257</b>	<b>321</b>

Adjusted Net Trading Income Reconciliation (\$mm)	Execution Services				
	4Q 2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020
Trading income, net	1	(0)	(1)	(1)	39
Commissions, net and technology services	133	170	148	124	105
Brokerage, exchange, clearance fees and payment for order flow, net	(28)	(37)	(31)	(19)	(9)
Interest and dividends, net	(0)	(0)	(0)	(0)	(0)
<b>Adjusted Net Trading Income</b>	<b>106</b>	<b>132</b>	<b>117</b>	<b>105</b>	<b>135</b>

Adjusted Net Trading Income Reconciliation (\$mm)	Total				
	4Q 2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020
Trading income, net	229	802	744	441	505
Commissions, net and technology services	139	171	148	134	148
Brokerage, exchange, clearance fees and payment for order flow, net	(101)	(174)	(204)	(196)	(185)
Interest and dividends, net	(9)	(15)	(20)	(16)	(13)
<b>Adjusted Net Trading Income</b>	<b>257</b>	<b>784</b>	<b>669</b>	<b>362</b>	<b>456</b>

# Adjusted Net Trading Income Reconciliation



## Market Making

Adjusted Net Trading Income Reconciliation (\$mm)	Global Equities				
	4Q 2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020
Trading income, net	193	708	660	386	428
Commissions, net and technology services	6	1	(1)	9	43
Brokerage, exchange, clearance fees and payment for order flow, net	(65)	(124)	(169)	(169)	(169)
Interest and dividends, net	(8)	(13)	(17)	(14)	(10)
<b>Adjusted Net Trading Income</b>	<b>126</b>	<b>572</b>	<b>474</b>	<b>212</b>	<b>291</b>

Adjusted Net Trading Income Reconciliation (\$mm)	Global FICC, Options, Other				
	4Q 2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020
Trading income, net	36	94	84	56	38
Commissions, net and technology services	-	-	-	-	-
Brokerage, exchange, clearance fees and payment for order flow, net	(9)	(12)	(4)	(8)	(7)
Interest and dividends, net	(2)	(2)	(2)	(2)	(2)
<b>Adjusted Net Trading Income</b>	<b>25</b>	<b>81</b>	<b>78</b>	<b>46</b>	<b>29</b>

# Adjusted Net Trading Income Reconciliation

Organic growth initiatives



<b>Organic Initiatives Adjusted Net Trading Income Reconciliation</b> <i>(\$mm)</i>	<b>2018</b>	<b>2019</b>	<b>2020</b>
Trading income, net	36	77	246
Commissions, net and technology services	7	11	23
Brokerage, exchange, clearance fees and payment for order flow, net	(2)	(9)	(88)
Interest and dividends, net	(1)	(4)	(15)
<b>Adjusted Net Trading Income</b>	<b>40</b>	<b>75</b>	<b>166</b>

# Adjusted Operating Expense Reconciliation



Adjusted Operating Expenses Reconciliation (\$mm)	FY 2019 <sup>1</sup>	1Q 2020	2Q 2020	3Q 2020	4Q 2020	FY 2020
Employee compensation and payroll taxes	\$384	\$170	\$121	\$36	\$66	\$394
Operations and administrative	\$104	\$27	\$22	\$25	\$21	\$95
Communications and data processing	\$209	\$55	\$56	\$52	\$51	\$214
Depreciation and amortization	\$66	\$17	\$17	\$17	\$16	\$67
Less:						
Severance	(\$103)	(\$4)	\$0	(\$3)	(\$3)	(\$10)
Share-based compensation	(\$51)	(\$26)	(\$17)	\$5	(\$22)	(\$60)
Other	(\$1)	(\$8)	\$1	(\$0)	(\$1)	(\$8)
<b>Adjusted Operating Expenses</b>	<b>\$608</b>	<b>\$232</b>	<b>\$200</b>	<b>\$130</b>	<b>\$128</b>	<b>\$690</b>

# Disclaimer



## Cautionary Statement Regarding Forward Looking Statements

This presentation may contain “forward-looking statements” made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Statements regarding Virtu Financial, Inc.’s (“Virtu’s”, the “Company’s” or “our”) business that are not historical facts are forward-looking statements. Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times at, or by which, such performance or results will be achieved. The Company assumes no obligation to update forward-looking statements to reflect actual results, changes in assumptions or changes in other factors affecting forward-looking information, and if the Company does update one or more forward-looking statements, no inference should be drawn that the Company will make additional updates with respect thereto or with respect to other forward-looking statements. Forward-looking statements are based on information available at the time and/or management’s good faith belief with respect to future events, and is subject to risks and uncertainties, some or all of which are not predictable or within Virtu’s control, that could cause actual performance or results to differ materially from those expressed in the statements. Those risks and uncertainties include, without limitation: risks relating to the COVID-19 pandemic, including the possible effects of the economic conditions worldwide resulting from the COVID-19 pandemic and governmental and other responses thereto; fluctuations in trading volume and volatilities in the markets in which we operate; the ability of our trading counterparties and various clearing houses to perform their obligations to us; the performance and reliability of our customized trading platform; the risk of material trading losses from our market making activities; swings in valuations in securities or other instruments in which we hold positions; increasing competition and consolidation in our industry; the effect of the acquisition of Investment Technology Group, Inc. (“ITG”) on existing business relationships, operating results, and ongoing business operations generally; the significant costs and significant indebtedness that we have incurred and expect to incur in connection with the acquisition of ITG; the risk that we may encounter significant difficulties or delays in integrating the two businesses and the anticipated benefits, cost savings and synergies or capital release may not be achieved; the assumption of potential liabilities relating to ITG’s business; the risk that cash flow from our operations and other available sources of liquidity will not be sufficient to fund our various ongoing obligations, including operating expenses, short term funding requirements, margin requirements, capital expenditures, debt service and dividend payments; regulatory and legal uncertainties and potential changes associated with our industry, particularly in light of increased attention from media, regulators and lawmakers to market structure and related issues; potential adverse results from legal or regulatory proceedings; our ability to remain technologically competitive and to ensure that the technology we utilize is not vulnerable to security risks, hacking and cyber-attacks; risks associated with third party software and technology infrastructure. For a discussion of the risks and uncertainties which could cause actual results to differ from those contained in forward-looking statements, see Virtu’s Securities and Exchange Commission filings, including but not limited to Virtu’s Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K filed with the SEC.

## GAAP and Non-GAAP Results

This presentation includes certain non-GAAP financial measures, including Adjusted EPS, Normalized Adjusted EPS, Adjusted Net Trading Income, Normalized Adjusted Net Income, Normalized Adjusted Pre-Tax Income, EBITDA, Adjusted EBITDA, EBITDA Margin, Adjusted EBITDA Margin, Trading Capital, Adjusted Operating Expense and Adjusted Compensation Expense. Non-GAAP financial measures should be considered only as supplemental to, and not as superior to, financial measures prepared in accordance with GAAP. Other companies may use similarly titled non-GAAP financial measures that are calculated differently from the way we calculate such measures. Accordingly, our non-GAAP financial measures may not be comparable to similar measures used by other companies. We caution investors not to place undue reliance on such non-GAAP measures, but instead to consider them with the most directly comparable GAAP measure. Non-GAAP financial measures have limitations as analytical tools, and should not be considered in isolation, or as a substitute for our results as reported under GAAP. A reconciliation of non-GAAP measures to the most directly comparable financial measure prepared in accordance with GAAP is included at the end of this presentation.

## Preliminary Estimates

Select preliminary financial and other data set forth above with respect to partial reporting periods has been prepared by, and is the responsibility of our management. The foregoing information and estimates have not been compiled or examined by our independent registered public accounting firm nor have our independent registered public accounting firm performed any procedures with respect to this information or expressed any opinion or any form of assurance of such information. In addition, the foregoing information and estimates are subject to revision as we prepare our consolidated financial statements and other disclosures as of and for the three months ended March 31, 2021, including all disclosures required by U.S. GAAP. Because we have not completed our normal quarterly closing and review procedures for any partial period during the quarter ended March 31, 2021, and subsequent events may occur that require material adjustments to these results, the final results and other disclosures for this period may differ materially from these estimates. These estimates should not be viewed as a substitute for full financial statements prepared in accordance with U.S. GAAP or as a measure of performance. In addition, these estimated results of operations are not necessarily indicative of the results to be achieved for any future period. See “Cautionary Note Regarding Forward-looking Statements.” These estimated results of operations should be read together with subsequent filings and announcements.

# End Notes



These notes refer to metrics and/or defined terms presented on:

## Slide 2

1. This reflects a non-GAAP measure. Please refer to slides at the end of this presentation for reconciliation to the equivalent GAAP measure.
2. Adj. EBITDA margin is calculated as Adjusted EBITDA / Adj. Net Trading Income

Note: # of trading days used in Adj. Net Trading Income per day calculations: 64 and 253 for Q420 and FY20, respectively

## Slide 3

1. This reflects a non-GAAP measure. Please refer to slides at the end of this presentation for reconciliation to the equivalent GAAP measure.
2. Includes MatchNow revenues prior to sale in July 2020

Note: # of trading days used in Adj. Net Trading Income per day calculations: 63, 62, 63, 64, 64 and 253 for 4Q19, 1Q20, 2Q20, 3Q20, 4Q20 and FY20, respectively.

## Slide 4

1. This reflects a non-GAAP measure. Please refer to slides at the end of this presentation for reconciliation to the equivalent GAAP measure.

Prior period reconciliations available <https://ir.virtu.com/financials-and-filings/quarterly-results/default.aspx>

2. This reflects a preliminary estimate as of February 11, 2021. Please see the disclaimer in Appendix regarding preliminary estimates.
3. Includes MatchNow revenues prior to sale in July 2020

- ITG revenues and expenses included in financials beginning on March 1, 2019 close date.

Note: # of trading days used in Adj. Net Trading Income per day calculations: 251, 252, 62, 63, 64, 64 and 253 for FY18, FY19, 1Q20, 2Q20, 3Q20, 4Q20 and FY20, respectively.

## Slide 5

1. This reflects a non-GAAP measure. Please refer to slides at the end of this presentation for reconciliation to the equivalent GAAP measure.

2. ITG revenues and expenses included in financials beginning on March 1, 2019 close date.

3. Includes MatchNow revenues prior to sale in July 2020

Note: # of trading days used in Adj. Net Trading Income per day calculations: 63, 252, 62, 63, 64, 64 and 253 for Q419, FY19, 1Q20, 2Q20, 3Q20, 4Q20 and FY20, respectively.

## Slide 6

1. This reflects a non-GAAP measure. Please refer to slides at the end of this presentation for reconciliation to the equivalent GAAP measure.

Prior period reconciliations available <https://ir.virtu.com/financials-and-filings/quarterly-results/default.aspx>

Note: # of trading days used in Adj. Net Trading Income per day calculations: 63, 190 and 253 for Q417, 2Q19-4Q19 and FY20, respectively

## Slide 7

1. This reflects a non-GAAP measure. Please refer to slides at the end of this presentation for reconciliation to the equivalent GAAP measure.

2. Calculated on daily Adj. Net Trading Income

# End Notes—continued



These notes refer to metrics and/or defined terms presented on:

## Slide 8

1. This reflects a non-GAAP measure. Please refer to slides at the end of this presentation for reconciliation to the equivalent GAAP measure.

## Slide 9

1. Through January 20, 2021

## Slide 11

1. Compared midpoint of guidance
2. This reflects a non-GAAP measure. Please refer to slides at the end of this presentation for reconciliation to the equivalent GAAP measure.

## Slide 12

1. This reflects a non-GAAP measure. Figures are shown for illustrative purposes only to illustrate range of potential outcomes assuming the Company performs in accordance with 2021 Adj. Operating Expense guidance, with nominally higher cash compensation estimates when Adj. NTI/Day is in excess of \$6.0 M.

## Slide 13

1. ITG revenues and expenses included in financials beginning on March 1, 2019 close date. Prior period reconciliations available at [ir.virtu.com](https://ir.virtu.com)

## Slide 14

1. ITG revenues and expenses included in financials beginning on March 1, 2019 close date. Prior period reconciliations available at [ir.virtu.com](https://ir.virtu.com)

## Slide 15

1. Virtu entered into a 5-year fixed-for-floating interest rate swap with JP Morgan ending January 2025
2. Virtu entered into a 5-year fixed-for-floating interest rate swap with Jefferies ending September 2024.
3. 3.5 billion JPY
4. Blended rate
5. This reflects a non-GAAP measure. Please refer to slides at the end of this presentation for reconciliation to the equivalent GAAP measure.

## Slide 17

1. ITG revenues and expenses included in financials beginning on March 1, 2019 close date.

## Slides 18 and 19

Prior period reconciliations available at <https://ir.virtu.com/financials-and-filings/quarterly-results/default.aspx>

## Slide 21

1. ITG revenues and expenses included in financials beginning on March 1, 2019 close date.