

INTL FCStone Financial Inc.
Statement of Income
Year Ended September 30, 2017
(Amounts in thousands)

Revenues:

Commissions and clearing fees	\$ 197,001
Principal transactions, net	96,941
Consulting, management, and account fees	30,290
Interest income	61,084
Total revenues	<u>385,316</u>
Interest expense	28,060
Net revenues	<u>357,256</u>

Costs and expenses:

Compensation and benefits	107,059
Clearing and related expenses	109,206
Introducing broker commissions	40,028
Management services fees to affiliates	24,030
Communications and information	16,675
Occupancy and equipment rental	6,017
Legal and professional fees	4,600
Travel and business development	5,335
Depreciation and amortization	2,462
Bad debts	82
Other expenses	9,690
Total costs and expenses	<u>325,184</u>
Income before income taxes	32,072
Provision for income taxes	13,388
Net income	<u><u>\$ 18,684</u></u>

See accompanying notes to financial statements.