UBS Pan-European Small & Midcap conference

20th May 2011

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Disclaimer

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Financial tables contain un-rounded numbers to ensure consistency with the Financial Statements.

Market share data has been provided by Investment Trends Pty Limited. Contact Mark Johnston; mark@investmenttrends.com.au phone: +61 400 841 995 website: www.investtmenttrends.co.uk

Overview

World Leaders in Financial Derivatives trading

- Established member of the FTSE 250
- London Head Office with 14 offices outside the UK
- We are the leading global provider of Contracts for Difference (CFD) and spread betting to retail investors
- Our award-winning dealing platforms provide clients with easy access to global financial markets and the flexibility to trade on multiple asset classes
  - over 120,000 clients across 123 countries
  - over 10,000 financial markets

Company milestones

1974 IG Index is founded, becoming the UK's first financial spread betting company

2002 Establish Australia's first CFD provider

2005 IPO

2006 New offices open in Germany and Singapore

2007 New offices open in the US, Spain and France

2008 Acquire FXOnline in Japan

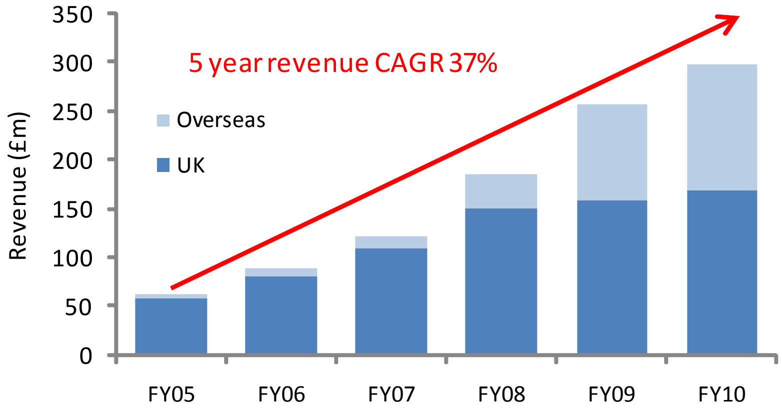
FY11 New offices open in South Africa[1] and The Netherlands

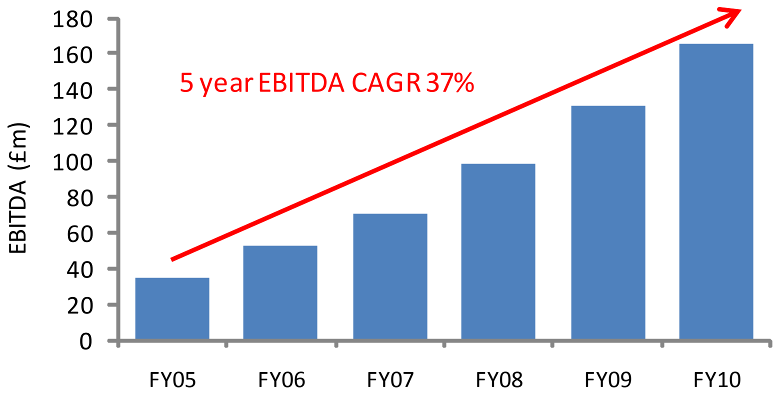
(1) Acquisition of an existing IG partner, Ideal CFD Financial Services (Pty) Ltd

Our growth story

Cash generative business with strong growth since 2005 IPO

Revenue and Profit trend





Our strategy

- Maintain market leading positions in existing markets
- Continue to expand IG's global reach
- Maintain technology lead
- Ensure high levels of client service

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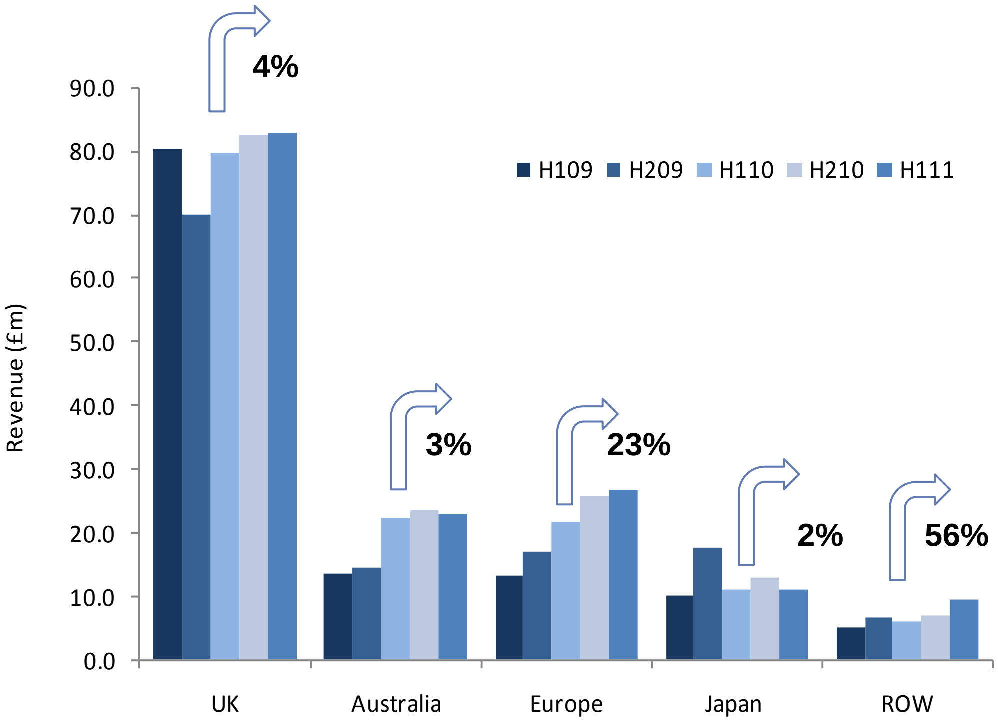
Current performance

Continued growth in a less favourable trading environment

FY11 H1 results[1]	FY11 H1 revenue growth[1]

- Net trading revenue £156.7m, up 9%
- Adjusted PBT[2] £81.6m, up 5%
- Adjusted EPS[2] 16.1p, up 5%
- Interim dividend of 5.25p, up 5%



(1) FY11 H1 results cover the period June-10 to November-10
(2) Excludes amortisation of intangibles arising on consolidation of FXOnline

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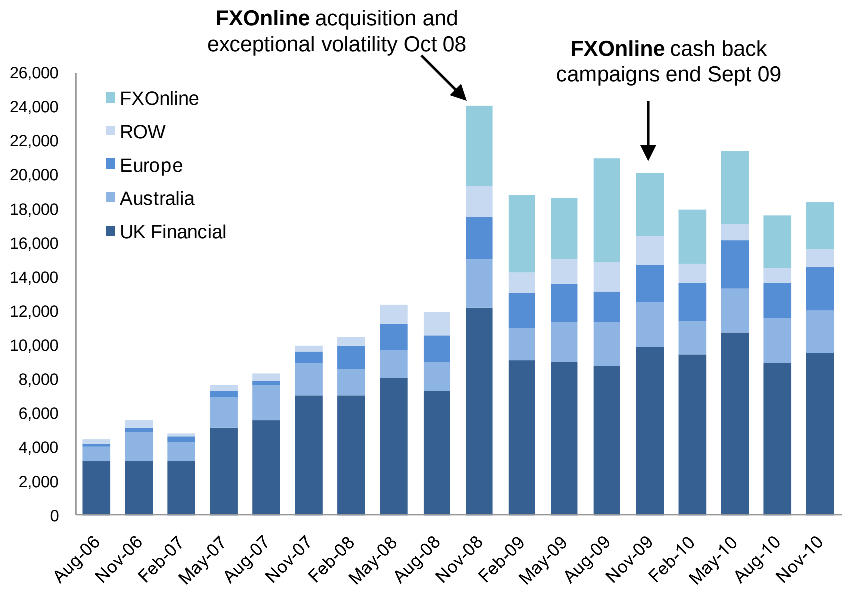
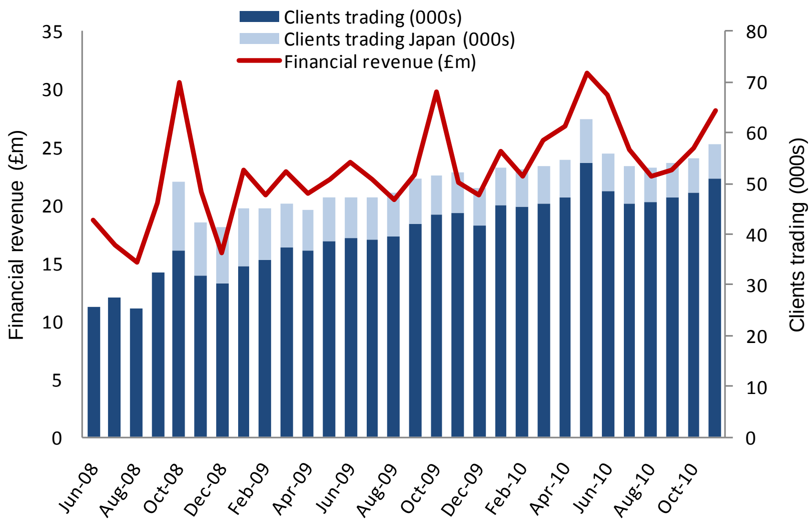
Client profile

Active clients growth drives revenues

Account openings by quarter



Active clients by month



- 36k new FY11 H1 financial accounts opened
- Active clients increased by 14% in FY11 H1

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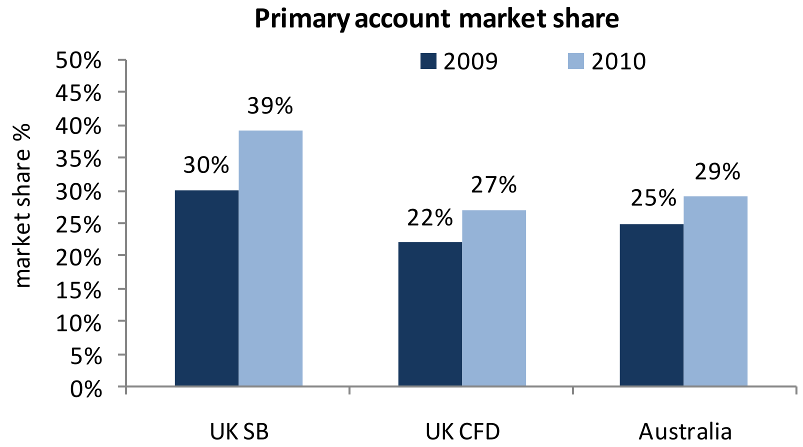
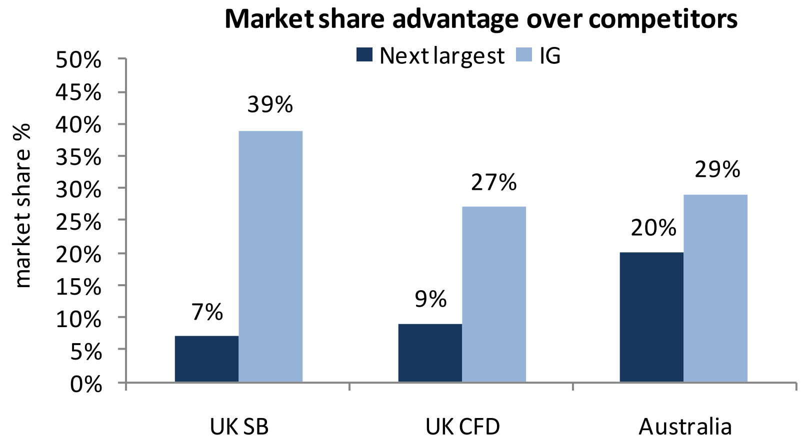
Delivering growth: maintain market leading positions

More mature markets of UK and Australia continue to see Market share[1] growth





- Market lead extended in UK and Australia
  - Clear market leader
- Competitive differentiators:
  - Quality of execution
  - Breadth of product
  - Technology
  - Client service

(1) Market share of primary accounts (i.e. percentage of respondents stating IG is their main SB/CFD provider) as reported in
- "Investment Trends November 2010 UK Spread Betting and CFD report" (published January 2011)
- "Investment Trends May 2010 Australia CFD Report (published July 2010)

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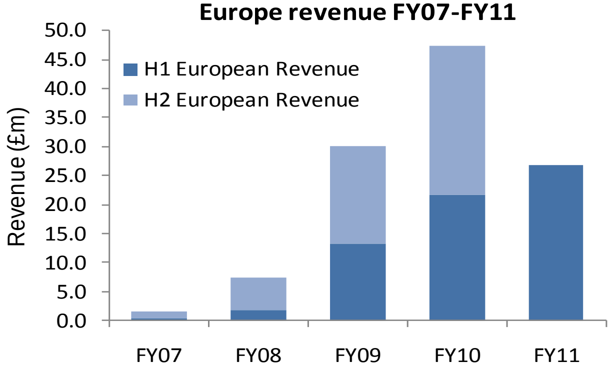
Delivering growth: building scale in Europe

Europe is still in the early stages of development

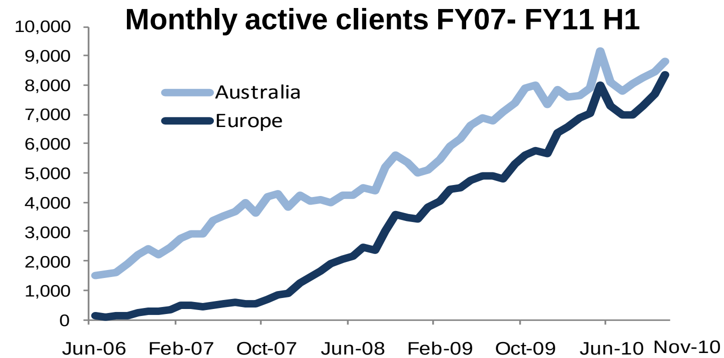
FY11 H1 headlines

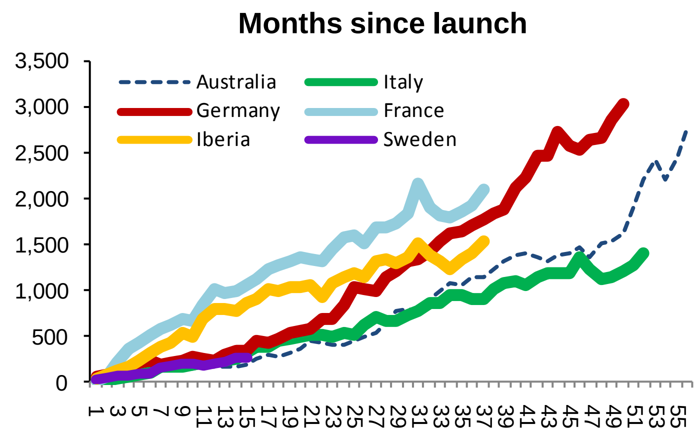
- Developing a sizeable European business



- FY11 H1 growth continues
  - revenue growth 23%
  - active clients up 41%
  - step-change in Germany
- Growth in many countries exceeds the early Australian experience
- Newest office is The Netherlands (May-11)

Client trends



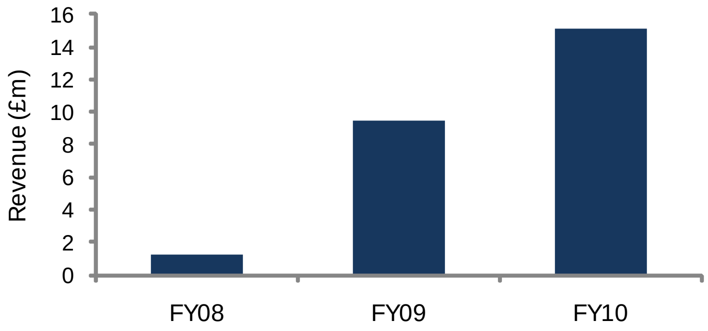


Case study of overseas expansion: France

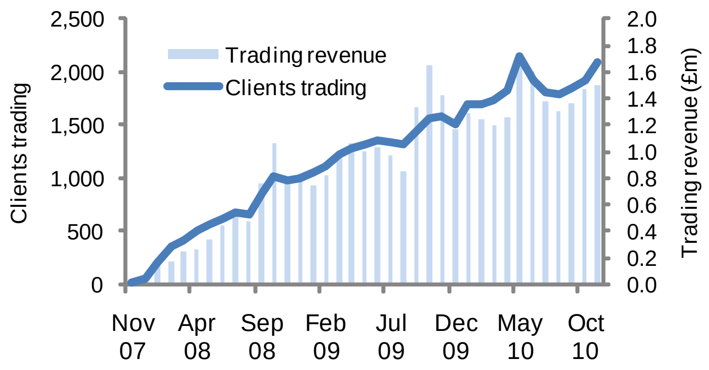
Tried and tested rollout strategy

- Launched November 07
  - achieved operational breakeven within 6 months
- Main competitors Saxo and WH Selfinvest
- Competing products include SRD, warrants, turbos, forex
- IG is synonymous with CFDs but is appealing to a broader market category
  - Over 1m people trade shares online
- FY11 H1 revenue up 18% at £8.6m
- c 3,000 clients trading in FY11 H1, up 28%
- Typical monthly costs of £0.5m

France revenue summary FY08 - FY10



France revenue and clients trading trend



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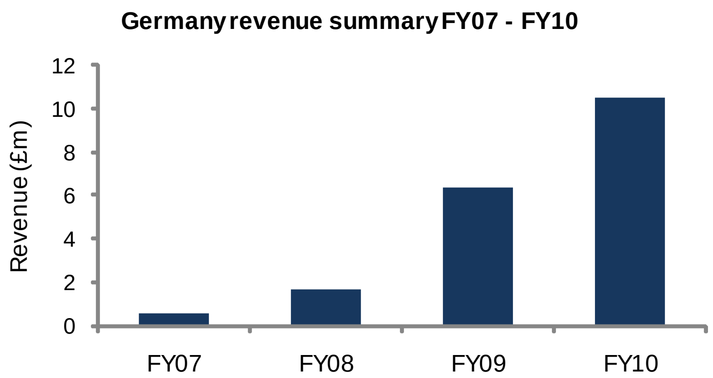
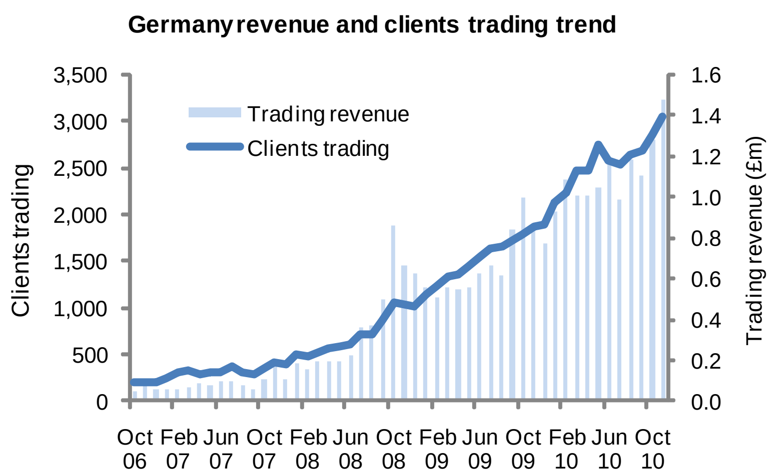
Case study of overseas expansion: Germany

Recent success story

- German office opened October 06
- Market share concentrated amongst IG,

  CMC, RBS and Flatex
- Recent key initiatives
  - Increased Marketing
  - 1-pip Dax
  - Raising brand profile through roadshows and press coverage
- FY11 H1 results show a significant step-change in performance
  - £7.2m revenue, up 56% year on year
  - Over 4,000 unique clients traded in H1, up 59% year on year
- Costs typically £0.4m per month





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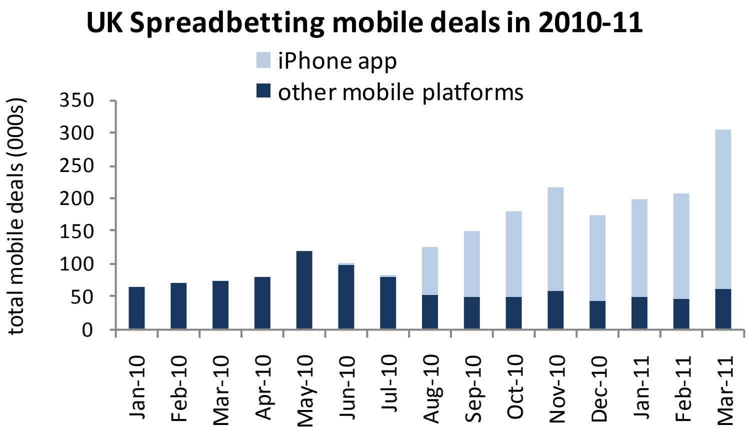
Delivering growth: increasing importance of mobile

IG has the scale to invest in multiple technologies

Developments	Growing importance of mobility

- Progress to date
  - iPhone trading platform set up in 2009
  - iPhone app for UK SB launched Jul-10
    - Now rolled out globally
  - BlackBerry app for UK completed
    - New Markets app also works on Nokia smartphones
- Ongoing developments
  - Blackberry apps rollout
  - Apps for Android and Windows Phone 7
  - Continual enhancement



- iPhone app now the biggest mobile channel
- c20% of UK SB logons via the iPhone app
- 44k downloads to date

Summary

IG is positioned to deliver continuing growth

- Continued high levels of client recruitment
- During FY11 client activity levels have been impacted by low volatility but quickly accelerate when trading conditions are interesting
- Competitive position is strong
  - Importance of our financial strength
  - Technological investment is a key competitive differentiator
- Further development of the European market is a major priority
- Interesting ROW opportunities
  - USA
  - Ongoing dialogue with other regulators

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