



Introduction: Vision & Values

Capital Markets Day

May 2018

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This presentation, prepared by IG Group Holdings plc (the “Company”), may contain forward-looking statements about the Company. Forward-looking statements involve known and unknown risks and uncertainties because they are beyond the Company’s control and are based on current beliefs and expectations about future events, including the results of operations, financial condition, liquidity, prospects, growth, strategies and dividend policy of the Company and the industry in which it operates.

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Some numbers and period on period percentages in this presentation have been rounded or adjusted to ensure consistency with the financial statements.

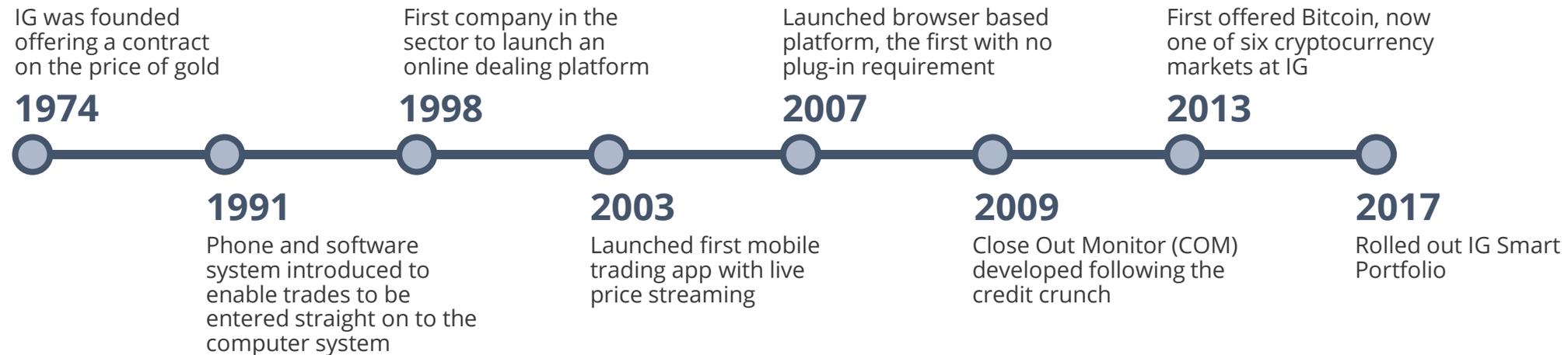
This may lead to differences between subtotals and the sum of individual numbers as presented.

Introduction

- 1** History, Vision and Values
- 2** Business Model
- 3** Plan for the day

44 years of innovation

Empower informed, decisive, adventurous people to access opportunities in financial markets



- IG has always targeted the sophisticated trader – they dominate our client base
- With a history of innovation, technological advancement and adaptation IG will continue to grow
- We are best positioned for regulatory change

Vision and values

Our purpose is to empower informed, decisive, adventurous people to access opportunities in financial markets. We do this by underpinning our core values.



Champion the client

Understand them. Be part of their whole experience. Think big, think long-term. Make every moment count and stick with them all the way. Do what matters most.



Lead the way

Be brave. Back yourself. Innovate and adapt to win. Challenge assumptions, ideas, decisions. Ask why. Stand up and speak your mind. Achieve. Do the right thing.

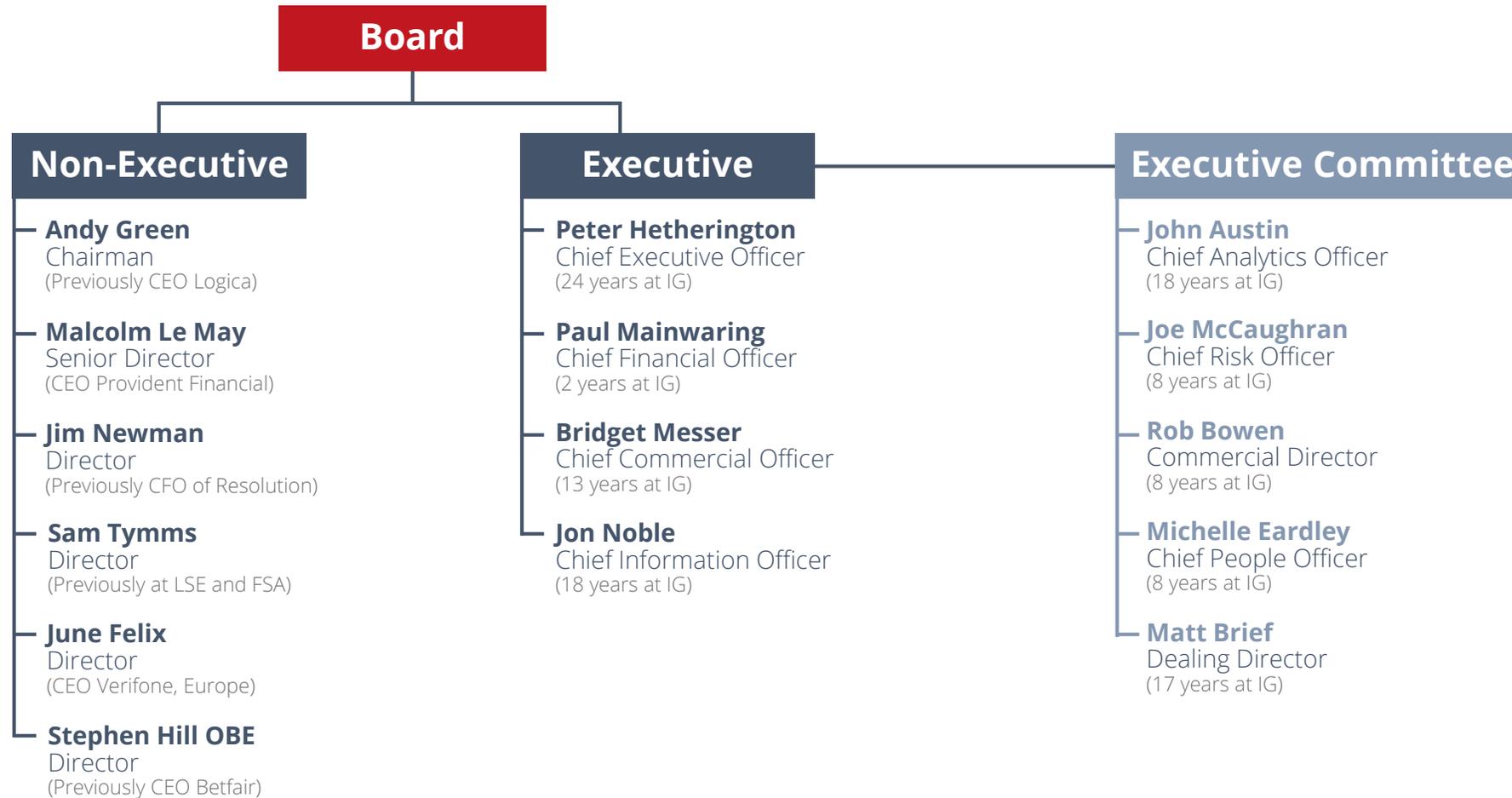


Love what we do

Make it personal. Care, be passionate, have fun. Respect our diversity and learn from each other. Share your enthusiasm. Take pride in each other's achievements. Work as a team.

Our people

We have a strong team driving current and future strategic decisions



The IG brand through the eyes of our customers

Our clients are informed, decisive, adventurous people with a strong affinity for the IG brand

The connection between IG and our customers runs deeper than a recognition of the quality of our platforms and execution.

When asked how IG makes them feel, the words and phrases that resonated most with our clients included *safe, in control, informed, connected, proficient, reassured, looked after and ahead of the curve.*



"...I can trade in confidence, I trust the platform, I know that if I lose money it's only my mistake."



"A broker is usually something abstract, with the internet, it is someone you don't see. But with IG you can meet them, you can see them. It is real."



"I know there were some brokers who had difficulty taking orders ... and we didn't have that. Because in those times of stress, it was just as comfortable for us as when it is very calm."



"...with IG they have this way of making it simple, but then if you want to go in depth there is also in depth as well."

When the markets move, so do I

Never miss a tick – buy, sell and monitor on the go, with commission from just £5-8 on UK shares and friendly, expert support when you need it.

Search 'IG share dealing'

The value of investments can fall as well as rise, and you may get back less than you invest.



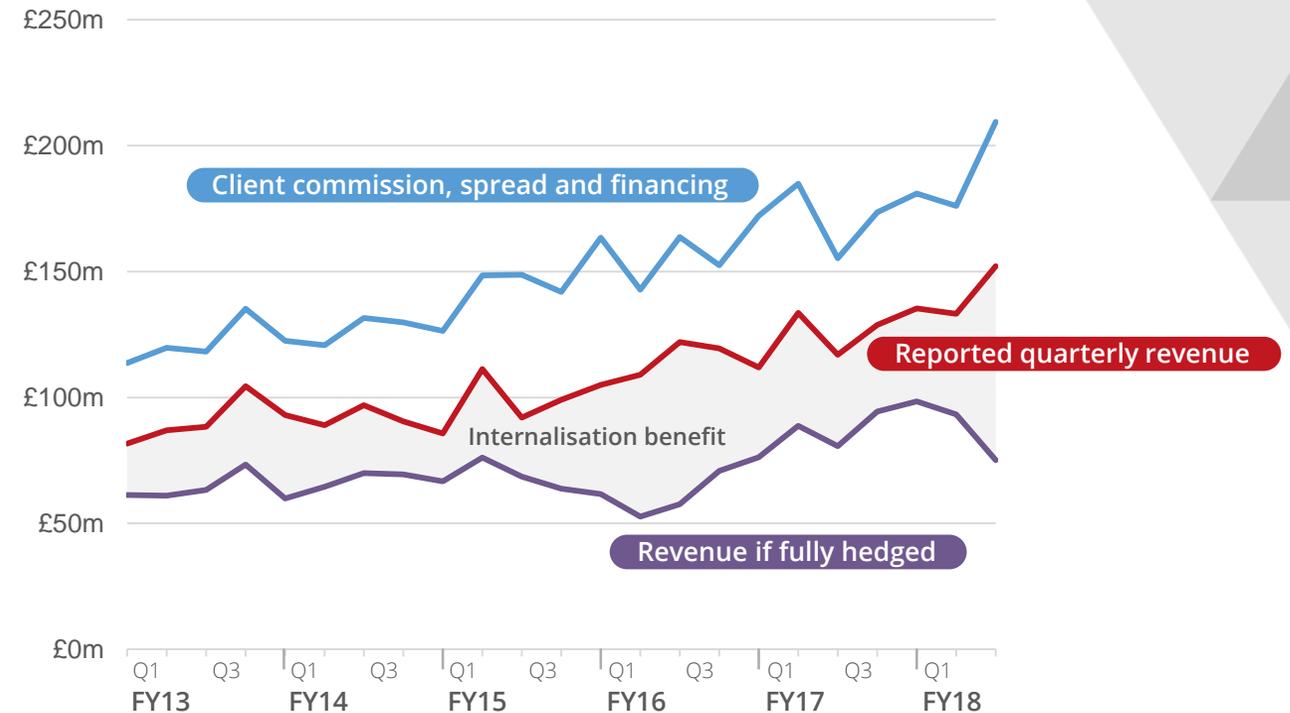


Business model

Business model

- Revenue is driven by clients and their level of activity – not direction of market movements
- We internalise what we can and hedge the balance
- Our interests are completely aligned with our clients – we want clients to succeed
- The greater the internalisation, the less we hedge
- In the long run, our internalisation benefit will get better

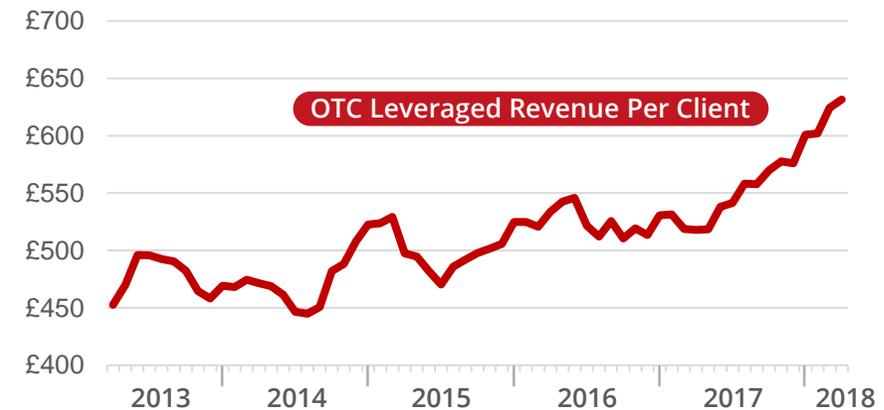
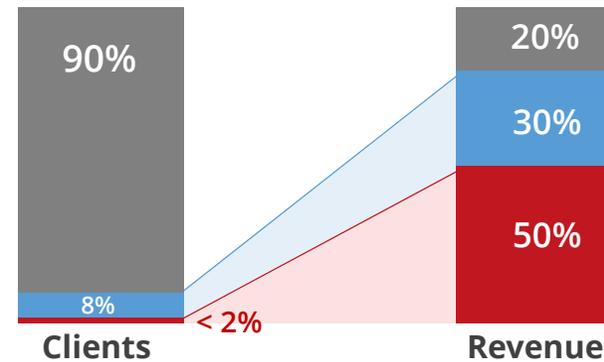
REVENUE PERFORMANCE (£m)



Who are our clients

- 50% revenue is generated by \approx 2% of clients
- 80% revenue is generated by \approx 10% of clients
- These clients are all informed, decisive, adventurous, prosperous individuals, who understand our products
- Half our revenue comes from clients who trade with IG longer than 3 years
- We have focused on building deeper, longer, better relationships with our clients
- Leveraged clients average revenue per month moving up over time

REVENUE SPLIT FROM TRADING CLIENTS



Why we differ

Brand

44 years experience of being a global leader

Technology

Continuously innovating and improving how clients can trade financial markets

Client Focus

Access to products and educational materials that fit their objectives

Service

Graduated by value

Risk Management

Thoroughly tested and highly resilient in a wide range of real-life scenarios

Balance Sheet

Strong cash position with over £600m own funds



Plan for day

Plan for day

Today, we have over 100 years worth of IG experience between us

