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<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

Continuing in sort of the, not sort of the market making space the next company to present is Virtu, Virtu Financial. They are one of the, if not the largest, one of the largest automated market makers in the world globally. Six major asset classes. Doug can go through how many exchanges, its 235 exchanges.

<<Doug Cifu, Chief Executive Officer>>

Sounds about right.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

And so many thousands of different securities, but Doug Cifu has been the CEO since 2008 and Virtu went public just a little over two years ago, April of 2015. So with that we're – very much welcome Doug Cifu the CEO for Virtu. And I have some questions for you.

<<Doug Cifu, Chief Executive Officer>>

Okay.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

And this is the fire.

<<Doug Cifu, Chief Executive Officer>>

Then it is a fire.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

So if you haven't been around, or if you have been away from the markets for the last two months I guess or three months, you may not know but Virtu announced a transformative deal with KCG or Knight. So I guess the first question is, I watched the comments, the earnings call you've shown a great respect for the KCG franchise of what they've built on the retail, wholesale market making side.

But you also did a lot of due diligence, we know looking at it. So just to review the businesses that KCG is in, maybe it's too early to say which ones you like but certain

businesses, certainly that they're in, look quite they'll combine with you well and others as all.

<<Doug Cifu, Chief Executive Officer>>

Yeah, I meant what I said on the earnings call and thanks for having me again Rich, which is Knight has been a great company for 22 odd years. It had a really bad like 30, 35 minutes and everybody read about. And it was the front page of The Wall Street Journal and got rescued over a weekend. But it has a fabulous and very loyal customer franchise both on what I'll call the customer wholesale institutional and retail market making side and also on the institutional sales side both here and in Europe.

So they grew up very, very differently than Virtu right, they are an old style Wall Street firm if you will, collection of old market makers originally with the OTC market makers got coupled together in Jersey City and they are seeing a lot of different businesses that have been added and subtracted over the years. But at its, core they had this fundamental distribution mechanism to end users and Virtu grew up very, very differently.

So my partner and I started the firm in 2008 financial crisis, no customers. We realized that prices were always going to be needed; you do need a financial intermediary. So as Rich said we make markets in 12,000 different financial instruments, in 235 marketplaces in 36 countries. We do it with a 150 people, we don't distribute those prices directly to an end user however.

We're sending them to exchanges, to dark pools, to banks to brokers. We don't really care what the name is, we want to get that price ultimately to the end user but there is an intermediation cost associated with this. And there is a segment of the market obviously in the United States, we've got this concept of wholesale market making around 20 some odd percent of those orders, don't touch exchanges and dark pools.

So, this is a way for us to further distribute our price, at its core we're not changing what and who we are. We're a firm that is really good at making a two sided price, it's just a method of distributing it. And I said this many times, I just said it on CNBC Knight is a great company, it didn't have a revenue problem. It has an expense problem when volatility Rich goes down to 10 and realized volatility 6. And their results started to tail-off.

Obviously, we saw an opportunity at the end of last year to pay a fair price, use some of their excess capital and combine our great firm with a fantastic customer franchise.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

So Virtu, digging in a little bit deeper, Virtu you sort of go hand-to-hand in the all-to-all exchange market like, Jamil was just up here saying what you can quote if you know...

<<Doug Cifu, Chief Executive Officer>>

Talk about hand-to-hand combats, you know.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

Exactly, it maybe wasn't Jamil. Yeah he was saying that. When you have a retail order, you generally if you get a 500 shares you don't have to worry about 1 million being behind that.

<<Doug Cifu, Chief Executive Officer>>

Right.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

So, I guess you have been, happen to worry about the orders behind it, by meaning out on the all-to-all, so I guess my question is and we'll get – we'll talk about the cost side but on besides the synergies in the cost side, can you talk about potential revenue synergies from what you've done and probably bringing the skills of Virtu maybe to Knight.

<<Doug Cifu, Chief Executive Officer>>

Sure, so at Virtu as I just described, we never have had the benefit of any customer order flow at all. Despite, what you might have read in some book a couple of years ago, we don't predict like where markets come from. We don't know, where orders are going to be. So our basic business is to post bids and offers and helping to interact with order flow so that we can make a tick. That's what a market make it does, we're financial intermediary that uses technology and automation in scale to intermediate prices between natural buyers and sellers.

And when you do that, you're fighting in as Jamil said, it's a knife fight, it's an all-to-all market. So you may have a guy with momentum trader, you may have a bank, you may have a fundamental investor. You may have another market maker, and whatever it is, if we're not the best bid or the best offer at that precise moment in time when an order comes in we don't do business.

No customer is sending an order to Virtu. So you really have to understand market structure, you have to understand technology, you've got to be fast. But most importantly you have to be the most acute price, and how do you do that, you do that by managing your costs. So we've always been very proud of the fact we've got this fixed cost plant and we're multi-asset class and multi-geography. Let's put as many widgets through this system as we possibly can.

So when you do that, you become what I would call a very, very good smart order routing firm that's how we've made money over the years, Understanding market structure. KCG in the other hand obviously has had the benefit of the customer order.

What Jamil is really talking about, as a market maker you want time, you want time and space. You want to be the first person in-line. You don't want to be the last person as the level transitions, because you're likely going to lose money in that scenario, right. So when you have that customer order you have the benefit of time to do something with it.

Obviously Reg NMS, are going to give a good price, I'm not talking about, not giving a great price to the end user. It's what you do with that order when you have it, and how you actually manage it. And how then you get in and out of order. And that's where Virtu kind of excel. So we think, we can combine our understanding of market structure, and our smart order router capabilities around managing order flow with the order flow that KCG has to make a better experience ultimately for the end user i.e. the retail broker that is sending us the order and also making more money.

If you will, in August of 2016, we announced a trading collaboration with JPMorgan. JPMorgan in fixed income, where it will be all-to-all market in fixed income, BrokerTec, ESpeed, CME. JPMorgan didn't any help to Virtu trading at curve, right. They invented the curve. They are the worlds largest banks, were not a fixed income shop. But we're really good at market structure, and executing.

And why did they come to Virtu because that market became a knife fight, and they're fighting with Citadel and Jump and DRW and all these other great firms, to try to be the best bid and or best offer in BrokerTec and the CME. And what we found was when their intention making machine, which is trading the curve wants to put on a butterfly and they send it to Virtu. Virtu makes the butterfly, prices getting in and out a little bit better than JPMorgan can.

Well our view of the world is going to be no different here with KCG. They've got this intention, creation machine right fed by customer order flow and other signals that they have. Combine that with what Virtu has. We think it could be a very powerful combination and sure there is going to be revenue synergies we didn't talk about any of those. They're very difficult to prognosticate but we're excited about it. Our experiences with the JPMorgan relationship really embolden us to go forward in this endeavor.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

So that answers my next question right. We considered the flow that KCG receives from Ameritrade and E*TRADES of the world, Scottrade segmented flow, again it is very unlikely they are going to have the millions. The 200 share retail order is going to have the million behind it. But anyway, the question is examples of where you've interacted with segmented flow like that. I guess maybe JPMorgan is one.

<<Doug Cifu, Chief Executive Officer>>

Yeah, it's a great question right, really every marketplace has different rules around how orders are handled, right. And in the U.S. we have this unique wholesaling arrangement

where you're right Rich, retail institutional orders that are handled, market orders that are handled by these great brokers can be segmented and sent to a market center i.e. KCG or Citadel.

The example I've been using publicly is about a year ago we bought 30% of an interest in a Japanese exchange dark pool called Japannext and everyone is scratching their heads. Why in the world would Virtu spend a bunch of money to own 30% of a pool? I didn't really want to go on the board of that and schlep all the way to Japan. We did it because in Japan the retail broker, there is a big retail broker called SBI Securities which, think of it as TD and E*TRADE wrapped into one. They got a large chunk of the market.

They take their institutional retail equities and futures orders and route them to Japannext. Well guess what, now because where a significant equity holder we have the privilege and the right to be a market maker against those orders. Well not surprisingly our experience being a market maker in that pool as compared to the knife fight of the Tokyo Stock Exchange or the Osaka futures exchange is significantly different.

Not that they're not smart investors on the other side of that order, they just tend to be less correlated, Rich you know the 500 shares followed by a million, they tend to be less correlated with other orders. And so, therefore we can be more comfortable putting up more size and market making against them. That's just order flow segmentation, so we're not getting into a new business by acquiring Knight. The distribution mechanism is different, but at the end of the day we're just making prices. And we're making prices against order flow that we anticipate will be less correlated than that of which we experienced in Nasdaq and New York and BATS and IEX

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

So you have also identified \$440 million of capital.

<<Doug Cifu, Chief Executive Officer>>

Yes, I guess.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

And I guess my question, I think you've explained some of them comes from efficiencies from I guess scale and combining. Others come from to be point blank, sub-optimal what you see is sub-optimal to your return on capital sort of expanded, so can you sort of parse out of the \$440 million, what is what, and what's just pure scale, what's.

<<Doug Cifu, Chief Executive Officer>>

I think at the end of day, it really comes down to a philosophical distinction, may be that Daniel or KCG has, from what I have. Like when they report and they talk about returns on equity I always, I mean sure, I could figure it out I am a pretty smart guy like I get it,

but I never thought of Virtu that way. Like I'm not being paid by investors and you all don't want me to put my money at risk, as like a hedge fund or a bank or a prop trading firm. It is not what Virtu is all about right, we're a service organization.

We're providing the service of providing a two sided price, and so our trading capital, it goes up and down, a little bit but it's been pretty steady state for the last, really since we kind of started the firm. Obviously it grew when we went public, because everybody told us we needed to show more cash to make investors happy. But at the end of the day, it's not about putting more capital to work and risking capital. We need capital, because we interconnect markets and we need to deploy margin and all that kinds, but it's not risk capital.

KCG on the other hand has a little bit of a different philosophy and has had historically different philosophy because they tried to grow their firm not by going to other asset classes and geographies as successful as we are, but by mid-frequency strategy, taking a little more risk, doing some things in other markets, that candidly is not at our core.

So if you look at their capital base, and the way that they look at the firm and their DNA it's a return on equity. To me, it's we're a service firm, I want to turn the process – the inventory over really quickly, put a lot of widgets through the system, right. And I'm always looking at what's my return on capital. Our adjusted EBIDA to capital has been in the zip code of 100% right. So, I'm looking at a 100% kind of return on our invested capital not because I'm providing it as risk capital but because we're a service provider.

So long winded answer to your question, yes there are overlaps like they've already announced they're shutting down Singapore and Mumbai obviously with our assent and encouragement. We're going to, we can consolidate what they do in Europe with our broker dealer if you will in Ireland, we've got two broker dealers, they've got one broker dealer.

We've got show me capital. They've got show me capital. So there's \$440 million of that that we will use to delever the financing, which we just put in place on Friday. And – we just priced on Friday.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

Correct, so now you mentioned – walked right up to my next question at KCG, you might have read my notes here.

Some of the questions I'm getting KCG did announce restructuring of Asia, and I guess you also said with your consent. So I'm just trying to understand does that, does it cut into sort of some of the synergies you expected, or does it even matter. If they get it now versus what you get it when ...

<<Doug Cifu, Chief Executive Officer>>

I mean, I don't think it matters, I think Daniel has been a terrific steward of the company and he's been very responsible and unbelievably collaborative with us. And so if you read the proxy, they had their restructuring kind of management plan, it's in the proxy and I think it's not public, and they had a similar return of capital and they had a RIF already planned around the firm. And so when he came to, after we signed the transaction, we sat down and he said I had this management plan, I said let's just do it.

You execute it, it is your company, and so where, I guess you could say we're achieving the synergies before the closing or some of the synergies before the closing, right. So their headcount obviously has come down and the cost associated with all of the duplicative lines and market data in Asia and all that kind of stuff already executing on which is great.

The other stuff we'll obviously, we'll have to wait to till closing, you got market data between broker dealers, you only pay one enterprise license rights. So that will be good, we can reduce our bill and we're going to reduce our footprint because we can migrate a lot of their old GETCO strategies on to the Virtu network. At the end is a Virtu is about scale and what I think, they have struggled with the KCG's integrating the GETCO and the Knight firms. Right, it's kind of obvious, if you look at their spend as compared to our spend, we connect to more markets, but we spend \$70 million in technology, they spend \$150 million. Some of that's got to do just with headcount, and right some of that's got to do with the fact that they have different platforms that they have to manage and we don't.

So the idea is again, to bring that efficiency to an organization that doesn't need to be as large as it is, and has an unbelievable customer franchise and make that trading better.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

Just to put some numbers to what you saying Doug, Virtu has you said a 150 employees, KCG I think was around 930 [Multiple Speakers] prior to any cuts they do in Asia and Europe. I guess another thing is that when we look at acquisitions, the e-brokers exchanges or to some extent, I think this will be kind of are the major market makers consolidation but you see the scale benefits. Getting down to one platform or settling scale and you've already talked about this, there will be – Joe Molluso your CFO talked about savings you'll experience right off the back just with scale.

So I guess the question is, I should ask – I was surprised that other market makers didn't compete, in this and your feeling on that.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

Well, I think I mean obviously we're public right, so don't forget we raised \$750 million of equity selling common stock at a premium to three very large institutional investors kind of quickly. That helps, when you've got a market a marketable security. When, we went public we told everybody people asked me about M&A, I said obviously I used to

be an M&A lawyer, I get it. And we said, we would do deals that we thought were accretive to shareholders and that made strategic sense.

I couldn't think of a transaction that fits more squarely within, that within that rubric. So like if you're not a public company, you look at this and say how am I going to finance this? KCG didn't exactly have a robust LTM EBITDA profile, right. So there's only so much leverage, you can put on a company like that and so you need the fluidity of having a currency.

And so we, had that advantage and so that naturally leads to the next question, which you're about to ask me which is, is there going to be further consolidation in the space and the answer is of course we have no plans or intentions, 10b-5 or that kind of stuff we would have to have disclose a bit. Absolutely, I think there will be, I think there will be companies that will come up to firms like ours and say, hey we used to make X or making Y, it's an expense problem. We've got something unique, do you want to consolidate with us. Both on the proprietary trading side and also on the agency side.

Because how are those firms going to grow, KCG's issue was not that it wasn't a great firm, it's just that it was really largely focused in the United States and largely focused in U.S. equities and when volumes of volatility are low, it becomes almost impossible to grow, unless you want to like go after skew in terms of time and that means risk.

So then, you're no longer a market maker you are a hedge fund, right so that doesn't really work. So at the end of the day if you're a niche firm like where you're going to go, you can buckle up for the storm and hope for more volatility or you can try to throw in the towel. So I think we'll see more consolidation, I've always prided ourselves in that we've been a firm that was constructed for a feast and for a famine.

In the first quarter where it was a tough market, tough operating environment we had a 58% adjusted EBITDA margins, which most companies will look at and say it's great. I'm looking around, what chairs and tables can I sell right because we want to make this more efficient that's how – we view Virtu very differently.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

And just to add again you had 58% EBITDA, adjusted EBITDA, adjusted pretax margins were in the 40% range I believe?

<<Doug Cifu, Chief Executive Officer>>

Yes, we pay taxes.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

KCG given, it's the cost structure was unprofitable the last three quarters.

<<Doug Cifu, Chief Executive Officer>>

Yes.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

So I think that goes

<<Doug Cifu, Chief Executive Officer>>

Yeah, I mean that is kind of the point, alright which is like it's a great franchise, they have more net revenue than we do, alright but they spent \$150 million on technology, last year we spent \$70 million, they spent almost \$300 million on compensation and benefits. We spend \$84 million, they spent \$64 million on other things I don't know exactly what, and we spent \$24 million right. That just goes with just having a smaller footprint, part of the problem, KCG was as large as business they had hot-spot, they had this, they had everything else. And they had a much larger infrastructure, and much when you have more people and larger you need an HR department, you need a finance department, you need all that. At Virtu we've rationalized all of that, right.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

You've touched on the operating environment a few times I think, we talked a central theme or one of the goals is trying to understand I'm not that you have answered the question but trying to understand the operating environment and low volatility. Any insight on?

<<Doug Cifu, Chief Executive Officer>>

Yeah, I mean obviously, we have experienced it every day. We're in all these different markets and I get up and I see what Singapore did, and I look and I follow the price level transitions in the Nikkei and the S&P and whatnot, and they're at historic lows.

The best theories, that I've read Rich close your ears, a guy – some guy at JPMorgan did a really good report, last week you should all read, not that I don't love Sandler as well and basically his thesis was a lot of quantitative easement, central government is buying stuff and not hedging it. Interest rates being really low, no carry trades.

I thought he also had another interesting theory, which was there's so much cash out there with that, when you have a volatile event it gets kind of absorbed pretty quickly. So it doesn't ripple all the way through, or even like when Trump got elected that was like a three day thing and BREXIT happened that was like a 48 hour thing. As opposed to like some other event like when the U.S. got downgraded in August 04, 2011 like that went on for a whole quarter. So those are the theories that people have, there's also maybe some systemic to whole passive to active I don't know. We hit all those

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

Yeah, hit all those highlights,

<<Doug Cifu, Chief Executive Officer>>

I don't want to waste your time, with that. So at the end of the day my job is to be ready when, the way I look at Virtu, the Virtu KCG combination to me it's a no brainer right from the strategic and the synergies. But also like if vol goes back to, fill in the blanks some number and volumes go back to something obviously I'm pretty long Virtu but I think that makes a lot of sense.

And we're good – we're good play on volatility obviously.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

So the one aspect and we did get hit all those...

<<Doug Cifu, Chief Executive Officer>>

And you get paid to hold to...

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

6%.

<<Doug Cifu, Chief Executive Officer>>

There you go.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

So the one – last follow-up question on volatility though, is, we get I think we could if we went around the room, I think we could almost get a geo-political reason why volatility is low from almost everybody or slightly different, but how about on the structural side. Is something that may not lend itself, when you say we're totally in agreement that after BREXIT after the August, volatility compresses.

I might think that that there is a structural issue, not that volatility can't spike and react to events like a Chinese market uncertainty or BREXIT but it comes down quickly, and I might fathom to guess it could be because of the efficiencies and sort of high frequency trading, automated trading have brought as well as this structural issue of more...

<<Doug Cifu, Chief Executive Officer>>

I think the world is more interconnected and there is firms like ours that make a market in gold in Chicago, New York, London, Dubai, Tokyo simultaneously as all those markets are open. And if some investor goes and buys Chicago that will ripple through but it will ripple through very quickly into those other marketplaces. So yeah, I think there's more efficiency really, to me volatility has always created when large institutions are moving portfolios around. That creates volatility and the speed at which they do that, the faster they want to get in that position, the sloppier that is that exacerbates volatility.

Until that happens, we're going to be exposing theories. At the end of the day, a bunch of small market making firms we're not going to buffer all of that if it starts happening like if the ice bergs start melting and people are moving portfolios around you're going to see packets of volatility, right. Whether that's sustained or not whether people have conviction about getting out of cash and into a different asset class or moving from fixed income to equities or going from equities to different, that's really what ends up happening.

At the end of the day all the stuff you read about HFT's closing volatility, and all that it's all crap, it is the large asset managers and the large money managers moving portfolios around and the big and the big macro funds that are putting up big positions. That's really the churning event of volatility, everything else is just complete nonsense.

There you go, I give you a quote for the press, okay are you happy John. I didn't say Michael...

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

The crap part of it you have to remove. That is interesting, I'll just go one aside, we're costly being asked what moves the stock in a day or not and I could tell you there's certain days when we might know that there is a buyer or seller. And that is certainly how do I put it.

To your point, it takes one good buyer or seller to move like we will never disclose but that is what happens. And people will try to profess it to sell, this news or that news, it was one incrementally sized buyer or seller, a lot of times.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

Two last questions before we wrap up here. So one, on the dividend in your announcement, you said you continue to, you will continue to pay the dividend and your intention is to continue to pay the dividend, so when you think about the low volatility scenario, we have at least for right, now as well as potential charges that you have to take with the deal, and before you get the synergies realized.

So I guess, I believe that we'll, can you talk about, how you've structured, has there been any how you can handle that, how you will handle that.

<<Doug Cifu, Chief Executive Officer>>

I mean just as a structural matter and with the term loan with the banks, like we have a one-year holiday that permits us to pay the dividend and that was very important to us, and important to our investors and obviously important to me as a large shareholder.

I think the transaction may actually make the dividend more secure, because with the synergies and the excess capital, it gives us an opportunity to generate more cash flow and have more cash around. So again, I have to say intension, right I would never say we're never going to change the dividend obviously I have to be responsible steward and fiduciary. But we've always said, we feel very good about, we know it's an important part of a story.

It goes back to the fundamental view, that I view this is as a service function that we're providing, we are a market maker we're not a hedge fund, So I am not getting a bunch of capital together to go make intelligent bets, that's what hedge funds do, they're smart people let them go do that, you are not paying me to do that, you're paying me to turn the portfolio over and generate a 100% returns.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

And getting just quickly, and when you say one year holiday, your holiday from a covenant?

<<Doug Cifu, Chief Executive Officer>>

Yeah from the covenant, I'm sorry and then we go back to the existing Virtu term loan which has like a basket and then there's an RP covenant restricted payment covenant that you can build up. So it gives, us the flexibility assuming we'd delevered, which we will.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

Got it, last question, my summary impact question. So you went public in April of 2015, so two years ago.

<<Doug Cifu, Chief Executive Officer>>

Yes sir.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

So as the CEO of a public company for two years and you're done a major acquisition, so transformative acquisition you've also seen some pretty lucrative markets with the Swiss...

<<Doug Cifu, Chief Executive Officer>>

Yeah.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

Again – you also seen some really stiff headwinds with low volatility. So the question is what has surprised you most as a public company CEO going through good times, not so good times and the transformative, what thing has leading a public company what has struck – made the most impression on you?

<<Doug Cifu, Chief Executive Officer>>

I'm not just saying this to kiss ass because there is some investors in the area. I've actually been very pleasantly surprised by the level of sophistication questions and diligence that people take about our Company. It is actually kind of flattering in a way that people care that much, they would spend that much time. Both on the fixed income side, because we've done a couple of transactions now and then on the equity side, and honestly I spend a lot of time at conference like this talking to people.

And it's humbling that people spend that much time on something that you kind of created in Vinnie's kitchen. I literally I was like what is his kitchen, it was in a garage, it is not Steve Jobs we were in the Waldorf, okay but – and we it was well funded, but it was just two guys and Vinnie said this is the idea. And we kind of sketched it out and I did the Certificate of Formation, because I used to be a lawyer.

So like it's very humbling that 10 years later, it was kind of 2007 when Vinnie said to me you are wasting your time being a lawyer, you could be a good businessman, why don't you start this market making firm and I kind of said to him, "what does a market maker do?" Right, so here we are 10 years later doing multibillion dollar financing, so it's humbling that all you people care enough about Virtu and then there is smart people in this room that have been to Virtu a lot and really spent a lot of time with us and kind of get the story and believe in the story.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

So to level set that is my word for bringing up that is for people who aren't familiar, I would imagine that 80% of people know who Vinnie is but..

<<Doug Cifu, Chief Executive Officer>>

Yes Vinnie Viola, he was the Chairman of the New York Mercantile Exchange, great guy, owns a great hockey team, down in South Florida. He and I started the firm with another partner in the spring of 2008. And so Vinnie was always a market maker or a local on the floor of the exchanges and so this was his idea to create a fully electronic automated market making firm, that was truly global in its scope, and its asset class diversification. So give him all the credit in the world, I'm a good follower.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

He's also the owner of a pretty fast race horse.

<<Doug Cifu, Chief Executive Officer>>

Yes he did win the Kentucky Derby this year as well.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

He is also a fellow alumnus...

<<Doug Cifu, Chief Executive Officer>>

A very proud West Point Grad.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

West Point grad.

<<Doug Cifu, Chief Executive Officer>>

And would've been a great secretary of the Army but I don't want to get into politics.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

Thank you.

<<Doug Cifu, Chief Executive Officer>>

Thank you very much.

<<Richard Henry Repetto, Analyst, Sandler O'Neill>>

Heck of a job. The one last comment I would make say is when peoples livelihood depends on it, they will pay you the attention and do the work and try to figure out what it was.

<<Doug Cifu, Chief Executive Officer>>

Thank you.