Interactive Brokers Group, Inc. Form 10-Q August 13, 2007

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# **FORM 10-Q**

(Mark One)

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QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 2007.

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TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from to

Commission File Number: 001-33440

# INTERACTIVE BROKERS GROUP, INC.

(Exact name of registrant as specified in its charter)

#### Delaware

(State or other jurisdiction of incorporation or organization)

#### 30-0390693

(I.R.S. Employer Identification No.)

**One Pickwick Plaza** 

**Greenwich, Connecticut 06830** 

(Address of principal executive office)

(203) 618-5800

(Registrant s telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject

to such filing requirements for the past 90 days. Yes x No o.

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of accelerated filer and large accelerated filer in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer o

Accelerated filer O

Non-accelerated filer X

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes o No x.

As of August 13, 2007, there were 40,187,953 shares of the issuer s Class A common stock, par value \$0.01 per share, outstanding and 100 shares of the issuer s Class B common stock, par value \$0.01 per share, outstanding.

## INTERACTIVE BROKERS GROUP, INC.

## QUARTERLY REPORT ON FORM 10-Q FOR THE QUARTER ENDED JUNE 30, 2007

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#### PART I: FINANCIAL INFORMATION

#### ITEM 1. FINANCIAL STATEMENTS (UNAUDITED)

#### **Introductory Note**

On May 3, 2007, Interactive Brokers Group, Inc., a Delaware corporation ( IBG, Inc. ), priced an initial public offering (the IPO ) of shares of its Class A common stock, par value \$0.01 per share (the Common Stock ). In connection with the IPO, IBG, Inc. purchased 10% of the membership interests in IBG LLC, a Connecticut limited liability company, from IBG Holdings LLC, a Delaware limited liability company, became the sole managing member of IBG LLC and began to consolidate IBG LLC s financial results into its financial statements. Such transactions, collectively referred to herein as the Recapitalization, are described in greater detail in Note 4 to the unaudited condensed consolidated financial statements.

The unaudited condensed consolidated financial statements reflect the historical results of operations and financial position of IBG, Inc., including consolidation of its investment in IBG LLC since May 4, 2007. Prior to May 4, 2007, the date of IBG, Inc. s IPO, the unaudited condensed consolidated financial statements included herein represent the financial statements of IBG LLC and subsidiaries (the Group ). The historical unaudited condensed consolidated financial statements do not reflect what the financial position, results of operations or cash flows of IBG, Inc. or the Group would have been had these companies been stand-alone public companies for the periods presented. Specifically, the historical financial statements of the Group do not give effect to the following matters:

- The Recapitalization;
- U.S. corporate federal income taxes; and
- Minority interest held by IBG Holdings LLC.

As a consequence, earnings per share information reported in the unaudited condensed consolidated statements of income for the three months and six months ended June 30, 2007 reflect only the net income available for common stockholders for the period from May 4, 2007 through June 30, 2007, as detailed in Note 4. The unaudited pro forma earnings per share data for the full three month and six month periods ended June 30, 2007 reported in Part 1, Item 2 of this Quarterly Report on Form 10-Q entitled MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS present earnings per share giving pro forma effect to income taxes and minority interest as if the Recapitalization and the IPO had been completed as of January 1, 2006 with respect to the unaudited condensed consolidated statements of income data.

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## Interactive Brokers Group, Inc. and Subsidiaries

#### **Condensed Consolidated Statements of Financial Condition**

#### (Unaudited)

Cash and cash equivalents         \$ 868,586         \$ 669,271           Cash and securities - segregated for regulatory purposes         4,416,956         3,111,795           Securities borrowed         8,117,883         10,479,231           Securities purbased under agreements to resell         97,740           Trading assets, at fair value:         9,284,718         7,485,879           Financial instruments owned and pledged as collateral         5,597,448         8,31,923           Their receivables:         14,882,166         15,817,802           Other receivables:         1,295,173         848,448           Touckers, dealers and clearing organizations         3,474,928         856,957           Interest         73,520         62,772           Other assets         415,611         136,502           Total assets         33,544,823         32,080,518           Liabilities, redeemable members interests and stockholders equity         136,502           Liabilities of financial instruments sold but not yet purchased, at fair value         \$ 15,938,278         \$ 14,785,617           Schrifter borrowings         1,246,085         1,296,909           Other payables:         2         1,246,085         1,296,909           Other payables:         3,149,037         7,33,22         1,43,33	in thousands)		June 30, 2007		December 31, 2006	
Cash and securities - segregated for regulatory purposes   4,416,956   3,111,795	Assets					
Cash and securities - segregated for regulatory purposes   4,416,956   3,111,795		Φ.	0.40 #0.4	Α.		
Securities borrowed   Securities purchased under agreements to resell   97,740			/		, -	
Securities purchased under agreements to resell   97,740   17   17   17   18   18   18   19   19   18   18   19   19						
Trading assets, at fair value:		8,11	7,883			
######################################				97,7	40	
Financial instruments owned and pledged as collateral 5,597,448 14,882,166 15,817,802  Other receivables: Customers, less allowance for doubtful accounts of \$969 at June 30, 2007 and \$1,031 at December 11,2006 1,295,173 848,448  Stockers, dealers and clearing organizations 3,474,928 856,957 interest 73,520 62,772 4,843,6621 1,768,177 Other assets 415,611 136,502  Fotal assets \$ 33,544,823 \$ 32,080,518 (Liabilities, redeemable members interests and stockholders equity  Liabilities: Fracting liabilities - financial instruments sold but not yet purchased, at fair value \$ 15,938,278 \$ 14,785,617 8 (Securities ) 1,246,085 1,296,099 (Securities ) 1,246,085 1,246,085 1,296,099 (Securities ) 1,246,085 1,246,085 1,296,099 (Securities ) 1,246,085 1,246,0						
14,882,166   15,817,802   15,006   12,006   13,500   13				, ,		
Deter receivables:	Financial instruments owned and pledged as collateral	- /		, ,		
Customers, less allowance for doubtful accounts of \$969 at June 30, 2007 and \$1,031 at December 1,295,173 848,448 1,2906 3,474,928 856,957 Interest 73,520 62,772 4,843,621 1,768,177 Interest 415,611 136,502 Interest 415,611 136,502 Interest 5 33,544,823 \$32,080,518 Interest 5 33,544,823 \$32,080,518 Interest 5 33,544,823 \$32,080,518 Interest 6 3,184,986 8,026,468 Interest 7,184,986 8,026,488		14,8	82,166	15,8	317,802	
1,295,173						
Strokers, dealers and clearing organizations   3,474,928   856,957   73,520   62,772   73,520   62,772   73,520   73,520   62,772   73,520   73,5						
Interest 73,520 62,772 4,843,621 1,768,177 Other assets 415,611 136,502  Fotal assets \$ 33,544,823 \$ 32,080,518	31, 2006	1,295,173			,	
1,768,177   136,502   1,768,177   1415,611   136,502		3,474,928			,	
Contail assets   Cont	Interest	73,520			62,772	
Cotal assets   \$ 33,544,823   \$ 32,080,518		· · · · ·		,	1,768,177	
Liabilities, redeemable members interests and stockholders equity         Liabilities:       15,938,278       \$ 14,785,617         Gecurities loaned       5,184,986       8,026,468         Short-term borrowings       1,246,085       1,296,909         Other payables:       5,740,710       3,914,037         Brokers, dealers and clearing organizations       1,660,773       743,339         Payable to affiliate       211,095       -         Accounts payable, accrued expenses and other liabilities       173,872       161,812         interest       51,801       49,821         Senior notes payable       154,698       150,598         Senior secured credit facility       150,000       150,000         Minority interest       2,688,042     Commitments, contingencies and guarantees  Redeemable members interests, including accumulated other comprehensive income of \$98,568       2,801,917         Stockholders equity, including accumulated other comprehensive income of \$114       344,483	Other assets	415,	,611	136,	,502	
Liabilities, redeemable members interests and stockholders equity         Liabilities:       15,938,278       \$ 14,785,617         Gecurities loaned       5,184,986       8,026,468         Short-term borrowings       1,246,085       1,296,909         Other payables:       5,740,710       3,914,037         Brokers, dealers and clearing organizations       1,660,773       743,339         Payable to affiliate       211,095       -         Accounts payable, accrued expenses and other liabilities       173,872       161,812         interest       51,801       49,821         Senior notes payable       154,698       150,598         Senior secured credit facility       150,000       150,000         Minority interest       2,688,042     Commitments, contingencies and guarantees  Redeemable members interests, including accumulated other comprehensive income of \$98,568       2,801,917         Stockholders equity, including accumulated other comprehensive income of \$114       344,483	Total agests	¢	22 544 922	¢	22 000 510	
Ciabilities   Ciabilities   Financial instruments sold but not yet purchased, at fair value   \$ 15,938,278   \$ 14,785,617   \$ 5,026,468   \$ 5,184,986   \$ 8,026,468   \$ 5,184,986   \$ 8,026,468   \$ 5,184,986   \$ 8,026,468   \$ 5,184,986   \$ 8,026,468   \$ 5,184,986   \$ 8,026,468   \$ 5,184,986   \$ 8,026,468   \$ 5,184,986   \$ 8,026,468   \$ 5,184,986   \$ 8,026,468   \$ 5,184,986   \$ 8,026,468   \$ 5,184,986   \$ 8,026,468   \$ 5,184,986   \$ 8,026,468   \$ 5,184,986   \$ 8,026,468   \$ 8,026,488   \$	Total assets	Э	33,344,823	Э	32,080,318	
Trading liabilities - financial instruments sold but not yet purchased, at fair value       \$ 15,938,278       \$ 14,785,617         Securities loaned       5,184,986       8,026,468         Short-term borrowings       1,246,085       1,296,909         Other payables:       5,740,710       3,914,037         Brokers, dealers and clearing organizations       1,660,773       743,339         Payable to affiliate       211,095       -         Accounts payable, accrued expenses and other liabilities       173,872       161,812         interest       51,801       49,821         Senior notes payable       154,698       150,598         Senior secured credit facility       150,000       150,000         Minority interest       2,688,042     Commitments, contingencies and guarantees  Redeemable members interests, including accumulated other comprehensive income of \$98,568       2,801,917         Stockholders equity, including accumulated other comprehensive income of (\$114)       344,483	Liabilities, redeemable members interests and stockholders equity					
Trading liabilities - financial instruments sold but not yet purchased, at fair value       \$ 15,938,278       \$ 14,785,617         Securities loaned       5,184,986       8,026,468         Short-term borrowings       1,246,085       1,296,909         Other payables:       5,740,710       3,914,037         Brokers, dealers and clearing organizations       1,660,773       743,339         Payable to affiliate       211,095       -         Accounts payable, accrued expenses and other liabilities       173,872       161,812         interest       51,801       49,821         Senior notes payable       154,698       150,598         Senior secured credit facility       150,000       150,000         Minority interest       2,688,042     Commitments, contingencies and guarantees  Redeemable members interests, including accumulated other comprehensive income of \$98,568       2,801,917         Stockholders equity, including accumulated other comprehensive income of (\$114)       344,483	Liabilities:					
Securities loaned   5,184,986   8,026,468   Short-term borrowings   1,246,085   1,296,909   Short-term borrowings   1,246,085   1,296,909   Short-term borrowings   5,740,710   3,914,037   3,914,03		\$	15 938 278	\$	14 785 617	
1,246,085   1,296,909   1,246,085   1,296,909   2,260,000   2,26					, ,	
Other payables:         5,740,710         3,914,037           Brokers, dealers and clearing organizations         1,660,773         743,339           Payable to affiliate         211,095         -           Accounts payable, accrued expenses and other liabilities         173,872         161,812           Interest         51,801         49,821           Senior notes payable         7,833,251         4,869,009           Senior secured credit facility         150,000         150,000           Minority interest         2,688,042    **Commitments, contingencies and guarantees  **Redeemable members** interests, including accumulated other comprehensive income of \$98,568         2,801,917    **Stockholders** equity, including accumulated other comprehensive income of \$114)  **344,483**  **The continue of \$114,095         344,483						
Customers 5,740,710 3,914,037 Brokers, dealers and clearing organizations 1,660,773 743,339 Payable to affiliate 211,095 - Accounts payable, accrued expenses and other liabilities 173,872 161,812 Interest 51,801 49,821 T,838,251 4,869,009 Senior notes payable 154,698 150,598 Senior secured credit facility 150,000 150,000 Minority interest 2,688,042  Commitments, contingencies and guarantees  Redeemable members interests, including accumulated other comprehensive income of \$98,568 2,801,917  Stockholders equity, including accumulated other comprehensive income of \$114	<del>U</del>	1,2 1	0,002	1,2)	0,505	
Brokers, dealers and clearing organizations Payable to affiliate Accounts payable, accrued expenses and other liabilities Interest Interes		5 74	0.710	3 91	4 037	
Payable to affiliate 211,095 - Accounts payable, accrued expenses and other liabilities 173,872 161,812 (161,812) (1			, ,			
Accounts payable, accrued expenses and other liabilities  173,872 161,812 17,838,251 4,869,009 Senior notes payable Senior secured credit facility 150,000 Minority interest 2,688,042  Commitments, contingencies and guarantees  Redeemable members interests, including accumulated other comprehensive income of \$98,568  2,801,917  Stockholders equity, including accumulated other comprehensive income of \$114					,559	
Interest 51,801 49,821 7,838,251 4,869,009 Senior notes payable 154,698 150,598 Senior secured credit facility 150,000 150,000 Minority interest 2,688,042  Commitments, contingencies and guarantees  Redeemable members interests, including accumulated other comprehensive income of \$98,568 2,801,917  Stockholders equity, including accumulated other comprehensive income of (\$114) 344,483	·			161	.812	
Senior notes payable 154,698 150,598 Senior secured credit facility 150,000 150,000 Minority interest 2,688,042  Commitments, contingencies and guarantees  Redeemable members interests, including accumulated other comprehensive income of \$98,568 2,801,917  Stockholders equity, including accumulated other comprehensive income of (\$114) 344,483	• • •					
Senior notes payable Senior secured credit facility 150,000 150,000 Minority interest 2,688,042  Commitments, contingencies and guarantees  Redeemable members interests, including accumulated other comprehensive income of \$98,568 2,801,917  Stockholders equity, including accumulated other comprehensive income of (\$114) 344,483						
Senior secured credit facility 150,000 150,000 Minority interest 2,688,042  Commitments, contingencies and guarantees  Redeemable members interests, including accumulated other comprehensive income of \$98,568 2,801,917  Stockholders equity, including accumulated other comprehensive income of (\$114) 344,483	notes navable				, ,	
Minority interest 2,688,042  Commitments, contingencies and guarantees  Redeemable members interests, including accumulated other comprehensive income of \$98,568 2,801,917  Stockholders equity, including accumulated other comprehensive income of (\$114) 344,483			· · · · · · · · · · · · · · · · · · ·		,	
Commitments, contingencies and guarantees  Redeemable members interests, including accumulated other comprehensive income of \$98,568  2,801,917  Stockholders equity, including accumulated other comprehensive income of (\$114)  344,483	·	,		,000		
Redeemable members interests, including accumulated other comprehensive income of \$98,568  2,801,917  Stockholders equity, including accumulated other comprehensive income of (\$114)  344,483		_,				
Stockholders equity, including accumulated other comprehensive income of (\$114)  344,483	Commitments, contingencies and guarantees					
	Redeemable members interests, including accumulated other comprehensive income of \$98,568			2,80	01,917	
Total liabilities, redeemable members interests and stockholders equity \$ 33,544.823 \$ 32.080.518	Stockholders equity, including accumulated other comprehensive income of (\$114)	344,	,483			
	Total liabilities, redeemable members interests and stockholders equity	\$	33,544,823	\$	32,080,518	

See accompanying notes to the condensed consolidated financial statements.

## Interactive Brokers Group, Inc. and Subsidiaries

#### **Condensed Consolidated Statements of Income**

#### (Unaudited)

(in thousands great for shores or you shore amounts unless	Three months ended June 30,		Six months ended June 30,			
(in thousands, except for shares or per share amounts, unless otherwise noted)	2007	2006	2007	2006		
Revenues:						
Trading gains	\$ 150,298	\$ 176,214	\$ 349,101	\$ 401,583		
Commissions and execution fees	60,285	45,777	116,620	85,141		
Interest income	205,091	160,489	389,610	292,564		
Other income	22,605	21,009	47,293	46,573		
Total revenues	438,279	403,489	902,624	825,861		
Interest expense	143,547	112,701	277,083	206,504		
Total net revenues	294,732	290,788	625,541	619,357		
Total net revenues	271,732	270,700	023,311	017,557		
Non-interest expenses:						
Execution and clearing	81,374	82,809	171,494	154,117		
Employee compensation and benefits	28,880	27,120	61,674	55,807		
Occupancy, depreciation and amortization	6,461	6,137	12,418	11,717		
Communications	3,471	3,175	6,935	5,866		
General and administrative	9,893	7,124	18,029	12,068		
Total non-interest expenses	130,079	126,365	270,550	239,575		
Income before income taxes and minority interest	164,653	164,423	354,991	379,782		
Income tax expense	5,504	6.569	11.647	15,753		
Minority interest subsequent to May 3, 2007	- ,	)	(84,006)	13,733		
Willionty interest subsequent to Way 3, 2007	(04,000	)	(04,000			
Net income	\$ 75,143	\$ 157,854	\$ 259,338	\$ 364,029		
Net Income and earnings per share for the period from May 4, 2007 through June 30, 2007:						
Net income available for common stockholders	\$ 7,006		\$ 7,006			
Earnings per share (Note 4):						
Basic	\$ 0.17		\$ 0.17			
Diluted	\$ 0.17		\$ 0.17			
Weighted average common shares outstanding:						
Basic	40,188,053		40,188,053			
Diluted	401,363,708		401,363,708			

See accompanying notes to the condensed consolidated financial statements.

## Interactive Brokers Group, Inc. and Subsidiaries

## **Condensed Consolidated Statements of Cash Flows**

#### (Unaudited)

	Six months ended June 30,				
(in thousands)	2007		2006		
Cash flows from operating activities:					
Net income	\$	7,006		\$	364,029
Adjustments to reconcile net income to net cash provided by in operating activities:					
Translation (gains) losses	(26,4	(26,444)		58,75	53
Deferred income taxes	5,467	7			
Depreciation and amortization	5,951	l		6,745	5
Minority interest (income allocable to members of IBG LLC prior to May 4, 2007)					