

ESPEED INC  
Form DEFM14A  
February 11, 2008  
Table of Contents

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**SCHEDULE 14A**

**Proxy Statement Pursuant to Section 14(a) of the**  
**Securities Exchange Act of 1934**

Filed by the Registrant

Filed by a Party other than the Registrant

Check the appropriate box:

- |  |  |
|--|--|
| <input type="checkbox"/> Preliminary Proxy Statement                 | <input type="checkbox"/> Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2)) |
| <input checked="" type="checkbox"/> Definitive Proxy Statement       |  |
| <input type="checkbox"/> Definitive Additional Materials             |  |
| <input type="checkbox"/> Soliciting Material Pursuant to §240.14a-12 |  |

**eSpeed, Inc.**

(Name of Registrant as Specified in its Charter)

**Not Applicable**

(Name of Person(s) Filing Proxy Statement if other than the Registrant)

Payment of Filing Fee (Check the appropriate box):

- No fee required.
- Fee computed on table below per Exchange Act Rules 14a-6(i)(4) and 0-11.

1) Title of each class of securities to which transaction applies:

---

Edgar Filing: ESPEED INC - Form DEFM14A

2) Aggregate number of securities to which transaction applies:

---

3) Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (Set forth the amount on which the filing fee is calculated and state how it was determined):

---

4) Proposed maximum aggregate value of transaction:

---

5) Total fee paid:

---

x Fee paid previously with preliminary materials.

.. Check box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting fee was paid previously. Identify the previous filing by registration statement number, or the Form or Schedule and the date of its filing.

1) Amount Previously Paid:

---

2) Form, Schedule or Registration Statement No.:

---

3) Filing Party:

---

4) Date Filed:

---

**Table of Contents**

February 11, 2008

Dear stockholder:

I am pleased to inform you that eSpeed, Inc. ( eSpeed or the Company ) and BGC Partners, Inc. ( BGC Partners ), Cantor Fitzgerald, L.P. ( Cantor BGC Partners, L.P. ( BGC U.S. ), BGC Global Holdings, L.P. ( BGC Global ) and BGC Holdings, L.P. ( BGC Holdings ) have entered into a definitive Agreement and Plan of Merger, dated as of May 29, 2007, as amended as of November 5, 2007 and February 1, 2008 (the merger agreement ), pursuant to which BGC Partners will be merged (the merger ) with and into the Company. The surviving corporation in the merger will be renamed BGC Partners, Inc. (the Combined Company ). In terms of revenues, BGC Partners is one of the largest and fastest growing inter-dealer brokers of financial instruments for wholesale market participants worldwide. The Company s electronic marketplaces, licensing activities and other operations will continue to operate under the eSpeed brand within the Combined Company.

To acquire BGC Partners, the Company has agreed to issue in the merger an aggregate of 133,860,000 shares of Combined Company common stock and rights to acquire shares of Combined Company common stock. Of these shares and rights to acquire shares, it is expected that 56,000,000 will be in the form of Combined Company Class B common stock or rights to acquire Combined Company Class B common stock, and the remaining 77,860,000 shares and rights to acquire shares will be in the form of Combined Company Class A common stock or rights to acquire Combined Company Class A common stock. Current stockholders of the Company will hold the same number and class of shares of Combined Company common stock that they held in the Company prior to the merger. As of January 24, 2008, eSpeed stockholders (excluding Cantor) held approximately 30.0 million shares and options to purchase shares of eSpeed common stock which represented 58.6% of the economics of eSpeed and 12.9% of the voting rights of eSpeed as of such date, and is expected to represent 41.2% of the economics of the Combined Company and 11.8% of the voting rights of the Combined Company immediately after the merger. Following the completion of the merger, it is expected that the Combined Company Class A common stock will trade on the NASDAQ Global Market under the symbol BGCP.

After the merger, the combined businesses of the Company and BGC Partners will be held in two operating subsidiaries: (1) BGC U.S., which will hold the U.S. businesses, and (2) BGC Global, which will hold the non-U.S. businesses. The stockholders of the Company as of immediately prior to the merger will hold their interests in BGC U.S. and BGC Global after the merger through Combined Company common stock. Cantor, which is currently the sole stockholder of BGC Partners, will hold its interests in BGC U.S. and BGC Global through a combination of Combined Company common stock and interests in BGC Holdings. In addition, prior to the merger, Cantor will provide a portion of its interest in BGC Holdings to partners of Cantor who provide services primarily or exclusively to BGC U.S., BGC Global and their respective subsidiaries (the founding partners ). As a result of the merger:

the stockholders of the Company as of immediately prior to the merger (including Cantor) will own equity interests representing approximately 28.0% of the economics of BGC U.S. and BGC Global after the merger as a result of their ownership of eSpeed common stock prior to the merger; and

the equity owners of BGC Partners and its subsidiaries as of immediately prior to the merger (including Cantor and its founding partners) will own equity interests representing approximately 72.0% of the economics of BGC U.S. and BGC Global after the merger as a result of their ownership of BGC Partners and its subsidiaries prior to the merger.

---

## **Table of Contents**

In addition, concurrently with the merger, and, in the future, as part of its compensation process, BGC Holdings intends to issue certain restricted equity units and BGC Partners intends to issue certain restricted stock units to certain employees of BGC Partners and other persons who provide services to BGC Partners. In addition, BGC Holdings is authorized to issue additional restricted equity interests or BGC restricted stock units in connection with acquisitions and the hiring of new employees prior to the merger. These issuances would be in addition to the 133,860,000 shares of Combined Company common stock and rights to acquire Combined Company common stock to be issued in the merger and be dilutive to both holders of BGC Holdings partnership interests and holders of Combined Company capital stock. After the merger, the equity interests in BGC U.S. and BGC Global will be held by the Combined Company and by BGC Holdings. Immediately after the merger, the Combined Company will hold approximately 39.8% of the equity in BGC U.S. and BGC Global, and BGC Holdings will hold approximately 60.2% of the equity in BGC U.S. and BGC Global.

The merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, have been approved unanimously by the eSpeed board of directors, upon a unanimous recommendation by a special committee of the eSpeed board of directors consisting exclusively of eSpeed's independent directors (the Special Committee).

Completion of the merger requires adoption of the merger agreement by eSpeed's stockholders. To obtain this required adoption, the Company will hold a special meeting of its stockholders on March 14, 2008, at which the Company will ask its stockholders to adopt the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger (and consider the matters described below and other matters properly brought before the meeting). Holders of shares of eSpeed Class A common stock on the record date are each entitled to one vote per share of eSpeed Class A common stock, and holders of shares of eSpeed Class B common stock on the record date are each entitled to 10 votes per share of eSpeed Class B common stock on the matters to be considered at the special meeting. Adoption of the merger agreement requires the affirmative vote of a majority of the total combined voting power of eSpeed Class A common stock and eSpeed Class B common stock entitled to vote at the meeting, voting as a single class, in accordance with the eSpeed certificate of incorporation and Delaware law. Under the terms of the merger agreement, Cantor, which as of January 24, 2008 held 87.1% of the total combined voting power of the shares of eSpeed Class A common stock and shares of eSpeed Class B common stock, has agreed to vote its shares in favor of the merger so long as the eSpeed board of directors and the Special Committee recommend that the stockholders of eSpeed vote in favor of the merger. Accordingly, a sufficient number of the votes required to adopt the merger agreement and the transactions contemplated thereby is assured so long as the eSpeed board of directors and the Special Committee recommend that the stockholders of eSpeed vote in favor of the merger. Information about the meeting, the merger and the other business to be considered by eSpeed's stockholders is contained in the accompanying proxy statement and the documents incorporated by reference in the accompanying proxy statement, which we urge you to read. **In particular, see Risk Factors beginning on page 36.**

You are cordially invited to attend our special meeting of stockholders, which will be held at eSpeed, Inc., 499 Park Avenue, 3rd Floor, New York, New York, on March 14, 2008 commencing at 10:00 a.m. local time. We look forward to greeting as many of our stockholders as are able to be with us.

At the special meeting, in addition to the adoption of the merger agreement, pursuant to which BGC Partners will be merged with and into eSpeed, and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, you will be asked to consider and vote upon:

- (1) the approval of the amendment to the eSpeed certificate of incorporation, to be in effect as of the closing of the merger as part of the Combined Company certificate of incorporation, to authorize additional shares of Combined Company Class A common stock;
- (2) the approval of the amendment to the eSpeed certificate of incorporation, to be in effect as of the closing of the merger as part of the Combined Company certificate of incorporation, effecting changes regarding corporate opportunities;

**Table of Contents**

(3) the approval of the amended and restated BGC Partners, Inc. Long Term Incentive Plan; and

(4) such other business as may properly come before the special meeting or any adjournment or postponement thereof.

We hope you will find it convenient to attend the special meeting in person. WHETHER OR NOT YOU EXPECT TO ATTEND THE SPECIAL MEETING, TO ENSURE YOUR REPRESENTATION AT THE MEETING AND THE PRESENCE OF A QUORUM, PLEASE COMPLETE, DATE, SIGN AND MAIL PROMPTLY THE ENCLOSED PROXY CARD, for which a return envelope is provided. No postage need be affixed to the return envelope if it is mailed in the United States.

Whether or not you are able to attend the special meeting in person, it is important that your shares be represented. You can vote your shares by completing and returning the enclosed proxy card by mail. Please vote as soon as possible.

The eSpeed board of directors unanimously recommends that eSpeed's stockholders vote **FOR** the adoption of the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, and the other proposals to be considered at the special meeting as described above. I join our board of directors in its recommendations.

Sincerely,

Howard W. Lutnick  
*Chairman of the Board of Directors,  
Chief Executive Officer and President*

**Neither the U.S. Securities and Exchange Commission nor any state securities regulatory agency has approved or disapproved the merger, passed upon the merits or fairness of the merger agreement or the transactions contemplated thereby, including the merger, or passed upon the adequacy or accuracy of the disclosure in the accompanying proxy statement. Any representation to the contrary is a criminal offense.**

THE PROXY STATEMENT IS DATED FEBRUARY 11, 2008 AND IS FIRST BEING GIVEN OR SENT TO STOCKHOLDERS ON OR ABOUT FEBRUARY 12, 2008.

---

**Table of Contents**

**eSpeed, Inc.**

**110 East 59th Street**

**New York, New York 10022**

**Notice of Special Meeting of Stockholders**

NOTICE IS HEREBY GIVEN that our special meeting of stockholders will be held at eSpeed, Inc., 499 Park Avenue, 3rd Floor, New York, New York, on March 14, 2008 commencing at 10:00 a.m. local time, for the following purposes:

- (1) To consider and vote upon a proposal to adopt the Agreement and Plan of Merger, dated as of May 29, 2007, as amended as of November 5, 2007 and February 1, 2008, which we refer to as the merger agreement, by and among BGC Partners, Inc., which we refer to as BGC Partners, Cantor Fitzgerald, L.P., which we refer to as Cantor, eSpeed, Inc., which we refer to as eSpeed, Company, we, our and us, BGC Partners, L.P., which we refer to as BGC U.S., BGC Global Holdings, L.P., which we refer to as BGC Global and BGC Holdings, L.P., which we refer to as BGC Holdings, pursuant to which, among other things, BGC Partners will be merged with and into eSpeed, with eSpeed surviving the merger and renamed as BGC Partners, Inc., which we refer to as the Combined Company, and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger;
- (2) To approve the amendment to the eSpeed certificate of incorporation, to be in effect as of the closing of the merger as part of the Combined Company certificate of incorporation, to authorize additional shares of Class A common stock;
- (3) To approve the amendment to the eSpeed certificate of incorporation, to be in effect as of the closing of the merger as part of the Combined Company certificate of incorporation, effecting changes regarding corporate opportunities;
- (4) To approve the amendment and restatement of the BGC Partners, Inc. Long Term Incentive Plan, as described in the accompanying proxy statement; and
- (5) To transact such other business as may properly come before the special meeting or any adjournment or postponement thereof. The eSpeed board of directors has unanimously approved the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, upon the recommendation by a special committee of the eSpeed board of directors consisting exclusively of eSpeed's independent directors, which we refer to as the Special Committee, and is submitting it to the stockholders for their adoption. Pursuant to the merger agreement, BGC Partners will be merged with and into eSpeed. The merger is described in the accompanying proxy statement, which you are urged to read carefully. In particular, the section of the accompanying proxy statement entitled Risk Factors contains a description of risks that you should consider in evaluating the proposed merger. A copy of:

the merger agreement is attached to the accompanying proxy statement as Annex A and is referred to in the accompanying proxy statement as the merger agreement;

the form of separation agreement by and among Cantor, BGC Partners, BGC U.S., BGC Global and BGC Holdings is attached to the accompanying proxy statement as Annex B and is referred to in the accompanying proxy statement as the separation agreement;

## Edgar Filing: ESPEED INC - Form DEFM14A

the form of amended and restated limited partnership agreement of BGC Holdings is attached to the accompanying proxy statement as Annex C and is referred to in the accompanying proxy statement as the BGC Holdings limited partnership agreement;

the form of amended and restated limited partnership agreement of BGC U.S. is attached to the accompanying proxy statement as Annex D and is referred to in the accompanying proxy statement as the BGC U.S. limited partnership agreement;

**Table of Contents**

the form of amended and restated limited partnership agreement of BGC Global is attached to the accompanying proxy statement as Annex E and is referred to in the accompanying proxy statement as the BGC Global limited partnership agreement;

the form of registration rights agreement by and between Cantor and BGC Partners is attached to the accompanying proxy statement as Annex F and is referred to in the accompanying proxy statement as the separation registration rights agreement;

the form of administrative services agreement between Cantor and BGC Partners is attached to the accompanying proxy statement as Annex G and is referred to in the accompanying proxy statement as the administrative services agreement;

the form of administrative services agreement among Tower Bridge International Services L.P., BGC International (formerly known as Cantor Fitzgerald International) and Cantor is attached to the accompanying proxy statement as Annex H and is referred to in the accompanying proxy statement as the Tower Bridge administrative services agreement, and together with the administrative services agreement, as the administrative services agreements;

the form of BGC Holdings, L.P. Participation Plan is attached to the accompanying proxy statement as Annex I and is referred to in the accompanying proxy statement as the Participation Plan;

the fairness opinion of Sandler O'Neill + Partners, L.P. is attached to the accompanying proxy statement as Annex J;

the form of amended and restated certificate of incorporation of the Combined Company is attached to the accompanying proxy statement as Annex K and is referred to in the accompanying proxy statement as the Combined Company certificate of incorporation;

the form of amended and restated by-laws of the Combined Company is attached to the accompanying proxy statement as Annex L and is referred to in the accompanying proxy statement as the Combined Company by-laws; and

the form of amended and restated BGC Partners, Inc. Long Term Incentive Plan is attached to the accompanying proxy statement as Annex M.

Only holders of record of the Company Class A common stock or Class B common stock at the close of business on January 31, 2008, the record date, are entitled to notice of, and to vote at, the special meeting or any adjournment or postponement thereof. Holders of shares of Company Class A common stock on the record date are each entitled to one vote per share of Company Class A common stock, and holders of shares of Company Class B common stock on the record date are each entitled to 10 votes per share of Company Class B common stock, on the matters to be considered at the special meeting. A list of stockholders entitled to vote at the special meeting will be open for examination by any stockholder for any purpose germane to the meeting during ordinary business hours for a period of 10 days prior to the special meeting at the offices of eSpeed, 110 East 59th Street, New York, New York 10022. A copy of the list of stockholders entitled to vote at the special meeting will also be available at the special meeting.

Adoption of the merger agreement and the transactions contemplated thereby requires the affirmative vote of a majority of the total combined voting power of Company Class A common stock and Class B common stock entitled to vote at the meeting, voting as a single class, in accordance with the eSpeed certificate of incorporation and Delaware law. Under the terms of the merger agreement, Cantor, which as of January 24, 2008 held 87.1% of the total combined voting power of the shares of Company Class A common stock and shares of Company Class B common stock, has agreed to vote its shares in favor of the adoption of the merger agreement and the transactions contemplated thereby so long as the eSpeed board of directors and the Special Committee recommend that the stockholders of eSpeed vote in favor of the adoption of the merger agreement and the transactions contemplated thereby. Accordingly, a sufficient number of the votes required to adopt the merger agreement and the transactions contemplated thereby is assured so long as the eSpeed board of directors and the Special Committee recommend that the stockholders of eSpeed vote in favor of the adoption of the merger agreement and the transactions contemplated thereby. Information about the meeting, the merger and the other



---

**Table of Contents**

business to be considered by eSpeed stockholders is contained in the accompanying proxy statement and the documents incorporated by reference into the accompanying proxy statement, which we urge you to read. **In particular, see Risk Factors beginning on page 36.**

The eSpeed board of directors is not aware of any matters that may be brought before the special meeting other than those set forth in this Notice of Special Meeting of Stockholders. If other matters properly come before the special meeting, the proxies named in the accompanying proxy card will vote the shares represented by all properly executed proxy cards on such matters in accordance with any recommendation of the eSpeed board of directors or, in the absence of such recommendation, in their discretion.

**Whether or not you plan to attend the special meeting in person, please complete, sign, date and return the enclosed proxy card to ensure that your shares will be represented at the special meeting.** A return envelope (which is postage prepaid if mailed in the United States) is enclosed for that purpose. If you do attend the special meeting and wish to vote in person, you may withdraw your proxy and vote in person. Please note, however, that if your shares are held of record by a broker, bank or other nominee and you wish to vote in person at the meeting, you must obtain from your nominee a proxy issued in your name.

The Special Committee recommended that the eSpeed board of directors approve the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, and recommends that eSpeed's stockholders vote in favor of the adoption of the merger agreement and the transactions contemplated thereby.

The eSpeed board of directors has unanimously approved the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, and recommends that eSpeed's stockholders vote:

- (1) **FOR** the proposal to adopt the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger;
- (2) **FOR** the approval of the amendment to the eSpeed certificate of incorporation to authorize additional shares of Class A common stock;
- (3) **FOR** the approval of the amendment to the eSpeed certificate of incorporation effecting changes regarding corporate opportunities; and
- (4) **FOR** the approval of the amended and restated BGC Partners, Inc. Long Term Incentive Plan.

By Order of the Board of Directors,

Stephen M. Merkel  
*Executive Vice President,  
General Counsel and Secretary*

February 11, 2008

**YOUR VOTE IS IMPORTANT.**

**PLEASE COMPLETE, DATE AND SIGN THE ENCLOSED**

**PROXY CARD AND RETURN IT IN THE ENCLOSED ENVELOPE.**

**Table of Contents**

**TABLE OF CONTENTS**

<u>QUESTIONS AND ANSWERS ABOUT THE SPECIAL MEETING AND THE MATTERS TO BE CONSIDERED</u>	1
<u>SUMMARY</u>	6
<u>SUMMARY HISTORICAL AND PRO FORMA FINANCIAL DATA</u>	25
<u>RISK FACTORS</u>	36
<u>Risks Related to the Merger</u>	36
<u>Risks Related to the Combined Company's Business</u>	42
<u>Risks Related to the Combined Company's Relationship with Cantor and Its Affiliates</u>	62
<u>Risks Related to the Combined Company's Capital Structure</u>	65
<u>FORWARD-LOOKING STATEMENTS</u>	67
<u>THE SPECIAL MEETING OF STOCKHOLDERS</u>	69
<u>Time and Place of the Special Meeting</u>	69
<u>Recommendations</u>	70
<u>Method of Voting; Record Date; Stock Entitled to Vote; Quorum</u>	70
<u>Required Vote</u>	71
<u>Voting Commitment</u>	71
<u>PROPOSAL 1 THE MERGER</u>	72
<u>History of eSpeed</u>	72
<u>History, Formation, Separation and Pre-Merger Structure of BGC Partners</u>	72
<u>Structure of the Combined Company</u>	76
<u>Background of the Merger</u>	82
<u>Reasons for the Merger; Recommendation of the Merger by the Special Committee and the eSpeed Board of Directors</u>	90
<u>Certain Projections</u>	94
<u>Opinion of Financial Advisor to the Special Committee</u>	95
<u>Interests of Directors, Executive Officers and Certain Beneficial Owners in the Merger</u>	104
<u>Material U.S. Federal Income Tax Consequences</u>	111
<u>Regulatory Approvals</u>	111
<u>Absence of Dissenters' Rights of Appraisal</u>	111
<u>Accounting Treatment</u>	112
<u>THE MERGER AGREEMENT</u>	113
<u>Certain Actions Prior to the Merger</u>	113
<u>The Merger</u>	113
<u>Closing; Effective Time</u>	113

---

**Table of Contents**

<u>Merger Consideration and Contribution</u>	113
<u>Representations and Warranties</u>	114
<u>Conduct of Business Prior to Closing</u>	116
<u>Agreement To Use Reasonable Best Efforts</u>	119
<u>Transaction Documents; Termination of Joint Services Agreement and Administrative Services Agreements</u>	120
<u>License</u>	120
<u>Corporate Governance Matters</u>	121
<u>Conditions to the Merger</u>	121
<u>Termination of the Merger Agreement</u>	123
<u>Fees and Expenses</u>	123
<u>Indemnification and Allocation of Losses</u>	123
<u>Amendment and Waiver</u>	124
<u>Specific Performance, Venue and Jury Trial Waiver</u>	124
<u>Publicity; Confidentiality</u>	124
<u>Value of the Transaction</u>	125
<b><u>RELATED AGREEMENTS</u></b>	126
<u>Separation Agreement</u>	126
<u>Amended and Restated BGC Holdings Limited Partnership Agreement</u>	133
<u>Amended and Restated Limited Partnership Agreements of BGC U.S. and BGC Global</u>	148
<u>Separation Registration Rights Agreement</u>	152
<u>Administrative Services Agreements</u>	152
<u>Tax Receivable Agreement</u>	153
<u>BGC Holdings Participation Plan</u>	154
<b><u>MANAGEMENT BEFORE AND AFTER THE MERGER</u></b>	156
<u>Directors and Executive Officers Before and After the Merger</u>	156
<u>Committees of the Board of Directors Before and After the Merger</u>	158
<u>Nominating Process</u>	159
<u>Executive Sessions</u>	160
<u>Annual Meetings</u>	160
<u>Communications with the Board of Directors</u>	160
<u>Compensation of Directors and Executive Officers Before and After the Merger</u>	160
<u>Compensation Discussion and Analysis</u>	160
<u>Compensation Committee Report</u>	172
<u>Arrangements with Founding/Working Partners</u>	172
<u>BGC U.S., BGC Global and BGC Holdings Interests; Distribution Rights</u>	173
<u>Executive Compensation</u>	173

**Table of Contents**

<u>Option Exercises and Stock Vested; Pension Benefits and Nonqualified Deferred Compensation</u>	176
<u>Employment Agreements</u>	176
<u>Compensation of Directors</u>	177
<u>Compensation Committee Interlocks and Insider Participation</u>	179
<u>SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT BEFORE AND AFTER THE MERGER</u>	180
<u>Equity Compensation Plan Information as of December 31, 2007</u>	184
<u>CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS BEFORE AND AFTER THE MERGER</u>	185
<u>Review, Approval and Ratification of Transactions with Related Persons</u>	185
<u>Independence of Directors</u>	185
<u>The Formation Transactions</u>	185
<u>Aqua</u>	188
<u>Software Solutions Services</u>	189
<u>Intellectual Property</u>	189
<u>Non-Competition and Market Opportunity Provisions</u>	189
<u>Existing Administrative Services Agreements</u>	190
<u>New Administrative Services Agreements</u>	191
<u>Registration Rights Agreements</u>	191
<u>Tower Bridge</u>	191
<u>Municipal Partners</u>	192
<u>Freedom</u>	192
<u>CO2e</u>	193
<u>Additional Previous Transactions with Cantor</u>	193
<u>Indemnification by Cantor</u>	194
<u>Other Transactions</u>	194
<u>Potential Conflicts of Interest and Competition between the Combined Company and Cantor</u>	195
<u>Key Separation Agreements</u>	198
<u>Leases</u>	198
<u>Certain Acquisitions and Dispositions of Interests in eSpeed and Combined Company Capital Stock by Cantor</u>	198
<u>Repayment of Existing Loans and Required Capital Contributions</u>	199
<u>BGC U.S. s, BGC Global s and BGC Holdings Partnership Interests</u>	199
<u>Exchangeability of Founding Partner Interests</u>	199
<u>Exchangeability of Working Partner Interests</u>	200
<u>Exchangeability of REU Interests</u>	200
<u>BGC Partners Restricted Stock Units</u>	201
<u>Continuing Interests in Cantor</u>	201
<u>INFORMATION ABOUT eSPEED S BUSINESS</u>	203
<u>eSPEED S SELECTED HISTORICAL FINANCIAL DATA</u>	203



**Table of Contents**

<u>INFORMATION ABOUT BGC PARTNERS BUSINESS</u>	203
<u>Overview of BGC Partners Business</u>	203
<u>BGC Partners Industry</u>	205
<u>BGC Partners Product Offerings</u>	208
<u>Customers</u>	210
<u>Sales and Marketing</u>	210
<u>Technology</u>	211
<u>Risk Management</u>	211
<u>Relationship between BGC Partners and Cantor</u>	212
<u>Relationship between BGC Partners and eSpeed</u>	212
<u>Regulation</u>	213
<u>Employees</u>	217
<u>Properties</u>	217
<u>Legal Proceedings</u>	217
<u>BGC PARTNERS SELECTED HISTORICAL COMBINED FINANCIAL DATA</u>	220
<u>BGC PARTNERS MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS</u>	222
<u>Restatement</u>	222
<u>Overview</u>	222
<u>Business Environment</u>	223
<u>Financial Highlights</u>	227
<u>Results of Operations</u>	228
<u>Liquidity and Capital Resources</u>	239
<u>Contractual Obligations and Commitments</u>	243
<u>Off-Balance Sheet Arrangements</u>	243
<u>Critical Accounting Policies and Estimates</u>	244
<u>Recently Adopted Accounting Pronouncements</u>	245
<u>Quantitative and Qualitative Disclosures About Market Risk</u>	247
<u>INFORMATION ABOUT THE COMBINED COMPANY</u>	252
<u>Overview</u>	252
<u>Competitive Strengths</u>	252
<u>Strategy</u>	254
<u>Dividend Policy</u>	255
<u>Competition</u>	257
<u>UNAUDITED PRO FORMA FINANCIAL DATA</u>	259
<u>DESCRIPTION OF THE COMBINED COMPANY CAPITAL STOCK</u>	283

**Table of Contents**

<u>Combined Company Capital Stock</u>	283
<u>Anti-Takeover Effects of the Combined Company Certificate of Incorporation and By-laws and Delaware Law</u>	285
<u>Corporate Governance</u>	287
<u>Other Rights</u>	287
<u>Registration Rights</u>	287
<u>Transfer Agent and Registrar</u>	287
<u>PROPOSAL 2 APPROVAL OF AMENDMENT TO CERTIFICATE OF INCORPORATION REGARDING AUTHORIZED CLASS A COMMON STOCK</u>	288
<u>Vote Required for Approval</u>	289
<u>Recommendation of the Board of Directors</u>	289
<u>PROPOSAL 3 APPROVAL OF AMENDMENT TO CERTIFICATE OF INCORPORATION REGARDING CORPORATE OPPORTUNITIES</u>	290
<u>Vote Required for Approval</u>	291
<u>Recommendation of the Board of Directors</u>	291
<u>PROPOSAL 4 APPROVAL OF AMENDED AND RESTATED BGC PARTNERS, INC. LONG TERM INCENTIVE PLAN</u>	292
<u>Description of the Equity Plan as Proposed to be Amended</u>	293
<u>Material Federal Income Tax Consequences</u>	297
<u>Vote Required for Approval</u>	298
<u>Recommendation of the Board of Directors</u>	298
<u>REPORT OF THE AUDIT COMMITTEE</u>	299
<u>INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM FEES</u>	301
<u>EXPENSES OF SOLICITATION</u>	301
<u>STOCKHOLDER PROPOSALS</u>	301
<u>SECTION 16(a) BENEFICIAL OWNERSHIP REPORTING COMPLIANCE</u>	302
<u>CODE OF ETHICS AND WHISTLEBLOWER PROCEDURES</u>	302
<u>MISCELLANEOUS</u>	302
<u>WHERE YOU CAN FIND MORE INFORMATION</u>	302
<u>DOCUMENTS INCORPORATED BY REFERENCE</u>	302
<u>INDEX TO COMBINED FINANCIAL STATEMENTS</u>	FIN-1

**Table of Contents**

ANNEXES\*

ANNEX A	Agreement and Plan of Merger, dated as of May 29, 2007, by and among BGC Partners, Inc., Cantor Fitzgerald, L.P., eSpeed, Inc., BGC Partners, L.P., BGC Global Holdings, L.P. and BGC Holdings, L.P. (including Amendment No. 1 thereto, dated as of November 5, 2007, and Amendment No. 2 thereto, dated as of February 1, 2008)
ANNEX B	Form of the Separation Agreement by and among Cantor Fitzgerald, L.P., BGC Partners, LLC, BGC Partners, L.P., BGC Global Holdings, L.P. and BGC Holdings, L.P.
ANNEX C	Form of Amended and Restated Limited Partnership Agreement of BGC Holdings, L.P.
ANNEX D	Form of Amended and Restated Limited Partnership Agreement of BGC Partners, L.P.
ANNEX E	Form of Amended and Restated Limited Partnership Agreement of BGC Global Holdings, L.P.
ANNEX F	Form of Registration Rights Agreement by and between Cantor Fitzgerald, L.P. and BGC Partners, LLC
ANNEX G	Form of the Administrative Services Agreement between Cantor Fitzgerald, L.P. and BGC Partners, Inc.
ANNEX H	Form of the Administrative Services Agreement among Tower Bridge International Services L.P., BGC International and Cantor Fitzgerald, L.P.
ANNEX I	Form of the BGC Holdings, L.P. Participation Plan
ANNEX J	Opinion of Sandler O'Neill + Partners, L.P.
ANNEX K	Form of Amended and Restated Certificate of Incorporation of BGC Partners, Inc.
ANNEX L	Form of Amended and Restated By-laws of BGC Partners, Inc.
ANNEX M	Form of Amended and Restated BGC Partners, Inc. Long Term Incentive Plan

\* eSpeed, Inc. hereby agrees to supplementally furnish the staff of the U.S. Securities and Exchange Commission, on a confidential basis, with a copy of any omitted schedule or exhibit upon the staff's request.



**Table of Contents**

**QUESTIONS AND ANSWERS ABOUT THE SPECIAL MEETING AND THE MATTERS TO BE CONSIDERED**

The following questions and answers address briefly some questions you may have regarding the special meeting of stockholders and the matters to be considered at such meeting. Please refer to the more detailed information contained elsewhere in this proxy statement, the annexes to this proxy statement and the documents incorporated by reference in this proxy statement. Please refer to [Summary](#) [Glossary](#) for a glossary of certain defined terms.

All information contained in this proxy statement concerning BGC Partners, BGC U.S., BGC Global and BGC Holdings, and their affiliates and designees, has been supplied by BGC Partners and has not been independently verified by us. All information contained in this proxy statement concerning Cantor (our majority stockholder) has been supplied by Cantor and has not been independently verified by us.

Our principal executive offices are located at 110 East 59th Street, New York, New York 10022, and our telephone number is (212) 610-2200.

**Q: Why am I receiving this proxy statement?**

A: eSpeed and BGC Partners have agreed to combine their businesses under the terms of the merger agreement that is described in this proxy statement. A copy of the merger agreement is attached to this proxy statement as Annex A. In order to complete the merger, eSpeed stockholders must adopt the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger. Pursuant to the NASDAQ rules, stockholder approval is required when the issuance may equal or exceed 20% of the outstanding shares of eSpeed common stock, or rights to acquire eSpeed common stock, prior to the merger. eSpeed stockholders are also being asked to vote on the other proposals described below, most of which are typically considered at our annual meeting.

**Q: On what matters am I being asked to vote on at the special meeting?**

A: As an eSpeed stockholder, you are being asked to vote on:

- (1) the adoption of the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger;
- (2) the approval of the amendment to the eSpeed certificate of incorporation to authorize additional shares of Class A common stock;
- (3) the approval of the amendment to the eSpeed certificate of incorporation effecting changes regarding corporate opportunities;
- (4) the approval of the amended and restated BGC Partners, Inc. Long Term Incentive Plan; and
- (5) such other business as may properly come before the special meeting or any adjournment or postponement thereof.

**Q: How does the eSpeed board of directors recommend that I vote on the matters to be considered at the special meeting?**

## Edgar Filing: ESPEED INC - Form DEFM14A

- A: A special committee of the eSpeed board of directors, consisting exclusively of eSpeed's independent directors, which we refer to as the Special Committee, recommended that the eSpeed board of directors approve the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, and recommends that eSpeed's stockholders vote in favor of the adoption of the merger agreement and the transactions contemplated thereby.

---

**Table of Contents**

The eSpeed board of directors has unanimously approved the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, and recommends that eSpeed's stockholders vote:

- (1) **FOR** the proposal to adopt the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger;
- (2) **FOR** the approval of the amendment to the eSpeed certificate of incorporation to authorize additional shares of Class A common stock;
- (3) **FOR** the approval of the amendment to the eSpeed certificate of incorporation effecting changes regarding corporate opportunities; and
- (4) **FOR** the approval of the amended and restated BGC Partners, Inc. Long Term Incentive Plan.

**Q: What will happen in the merger?**

A: In the merger, BGC Partners will merge with and into eSpeed, and eSpeed will be the surviving corporation, which will be renamed BGC Partners, Inc. eSpeed stockholders will continue to hold the same number and class of shares of Combined Company common stock as they did in eSpeed immediately prior to the merger. As of January 24, 2008, eSpeed stockholders (excluding Cantor) held approximately 30.0 million shares and options to purchase shares of eSpeed common stock which represented 58.6% of the economics of eSpeed and 12.9% of the voting rights of eSpeed as of such date, and is expected to represent 41.2% of the economics of the Combined Company and 11.8% of the voting rights of the Combined Company immediately after the merger. The former stockholders of BGC Partners (including Cantor, the founding partners and the restricted equity partners, which we refer to as restricted equity partners), will own approximately 72.0% of the economics of the Combined Company. eSpeed stockholders, other than Cantor and its affiliates, will have a reduced economic and voting interest in the Combined Company after the merger, which will be further reduced upon exchange of BGC Holdings limited partnership interests exchangeable for Combined Company Class A common stock or Combined Company Class B common stock. References to economics of an entity in this proxy statement refer to an interest in the income stream of such entity. Following the completion of the merger, it is expected that the Combined Company Class A common stock will trade on the NASDAQ Global Market under the symbol BGC.P. Following the closing of the merger, we currently expect to conduct a primary and secondary offering of the Combined Company Class A common stock. The timing, the size and the price of such offering have not yet been determined.

**Q: What vote of stockholders is required to adopt the merger agreement and the transactions contemplated thereby?**

A: Stockholders holding a majority of the collective voting power represented by the shares of our Class A common stock and Class B common stock issued and outstanding on the record date, voting as a single class, which we refer to as the Total Voting Power, must vote **FOR** the adoption of the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, for the merger agreement and the transactions contemplated thereby to be adopted.

Under the terms of the merger agreement, Cantor, which as of January 24, 2008 held 87.1% of the Total Voting Power, has agreed to vote its shares in favor of the adoption of the merger agreement and the transactions contemplated thereby so long as the eSpeed board of directors and the Special Committee recommend that eSpeed's stockholders vote in favor of the adoption of the merger agreement and the transactions contemplated thereby. Accordingly, a sufficient number of the votes required to adopt the merger agreement and the transactions contemplated thereby is assured so long as the eSpeed board of directors and the Special Committee recommend that the stockholders of eSpeed vote in favor of the adoption of the merger agreement and the transactions contemplated thereby.



**Table of Contents**

**Q: What vote of stockholders is required to approve the other matters to be considered at the special meeting?**

A: The affirmative vote of the holders of a majority of the Total Voting Power present in person or represented by proxy at the special meeting and entitled to vote is required to approve the other matters to be considered at the special meeting.

**Q: When and where is the special meeting?**

A: The special meeting will be held at eSpeed, Inc., 499 Park Avenue, New York, New York on March 14, 2008, at 10:00 a.m. local time.

**Q: Who is entitled to vote?**

A: Stockholders of record as of the close of business on January 31, 2008, the record date for the special meeting, are entitled to receive notice of and to vote at the special meeting. On the record date, approximately 31,300,863 shares of our Class A common stock, held by approximately 375 stockholders of record, and 19,497,800 shares of our Class B common stock, held by one stockholder of record, were outstanding and entitled to vote at the special meeting. You may vote all shares you owned as of the close of business on the record date. All shares of Class A common stock are entitled to one vote per share. All shares of Class B common stock are entitled to 10 votes per share.

**Q: If my shares are held in street name by my broker, bank or other nominee, will it vote my shares for me?**

A: Yes, but only if you provide instructions to your broker, bank or other nominee on how to vote. You should follow the proxy submission instructions provided by your nominee regarding how to instruct it to vote your shares. Without those instructions, your shares will not be voted.

**Q: How do I cause my shares to be voted without attending the special meeting?**

A: If you hold shares in your name as the stockholder of record, then you received this proxy statement and a proxy card from us. To submit a proxy by mail, complete, sign and date the proxy card and return it in the postage-paid envelope provided. If you hold shares in street name through a broker, bank or other nominee, then you received this proxy statement from your nominee, along with the nominee's form of proxy submission instructions. In either case, you may submit a proxy for your shares by mail without attending the special meeting.

**Q: What does it mean if I get more than one proxy card or form of proxy submission instructions?**

A: If you have shares of our Class A common stock or Class B common stock that are registered differently or are in more than one account, you will receive more than one proxy card or form of proxy submission instructions. Please follow the directions for submitting a proxy on each of the proxy cards or form of proxy submission instructions you receive to ensure that all of your shares are voted.

**Q: How do I vote in person at the special meeting?**

## Edgar Filing: ESPEED INC - Form DEFM14A

A: If you hold shares in your name as the stockholder of record, you may vote those shares in person at the special meeting by giving us a signed proxy card or ballot before voting is closed. If you want to do that, please bring proof of identification with you to the special meeting. Even if you plan to attend the special meeting, we recommend that you submit a proxy card for your shares in advance as described above, so your vote will be counted even if you later decide not to attend.

If you hold shares in street name through a broker, bank or other nominee, you may vote those shares in person at the special meeting only if you obtain and bring with you a signed proxy from your nominee giving you the right to vote the shares. To do this, you should contact your nominee.

---

**Table of Contents**

**Q: Can I change my vote?**

A: After you submit a proxy card for your shares, you may change your vote at any time before voting is closed at the special meeting. If you hold shares in your name as the stockholder of record, you should write to our Secretary at our principal executive offices, eSpeed, Inc., Attention: Secretary, 110 East 59th Street, New York, New York 10022, stating that you want to revoke your proxy and that you need another proxy card. Attendance at the special meeting will not by itself constitute revocation of a proxy. If you hold your shares in street name through a broker, bank or other nominee, you should follow your nominee's proxy submission instructions. If you attend the special meeting, you may vote by ballot as described above, which will cancel your previous vote. Your last proxy submission or vote, as the case may be, before voting is closed at the special meeting is the vote that will be counted.

**Q: What is a quorum for the special meeting?**

A: A quorum of the holders of the outstanding shares of our Class A common stock and Class B common stock, treated as one class, must be present for the special meeting to be held. A quorum is present if a majority of the Total Voting Power is present, in person or represented by proxy, at the special meeting.

**Q: How are votes counted?**

A: You may vote **FOR**, **AGAINST** or **ABSTAIN** on the vote with respect to the matters to be considered at the special meeting. An abstention will not count as a vote cast **FOR** a proposal, but will count for the purpose of determining whether a quorum is present. A broker non-vote generally occurs when a broker, bank or other nominee holding shares on your behalf does not vote on a proposal because the nominee has not received your voting instructions and lacks discretionary power to vote the shares. Like abstentions, broker non-votes will not count as votes cast **FOR** a proposal, but will count for the purpose of determining whether a quorum is present.

The affirmative vote of a majority of the Total Voting Power is required to adopt the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger. As a result, abstentions and broker non-votes on the proposal to adopt the merger agreement and the transactions contemplated thereby will have the same effect as a vote **AGAINST** the adoption of the merger agreement and the transactions contemplated thereby. Under the terms of the merger agreement, Cantor, which as of January 24, 2008 held 87.1% of the Total Voting Power, has agreed to vote its shares in favor of the adoption of the merger agreement and the transactions contemplated thereby so long as the eSpeed board of directors and the Special Committee recommend that the stockholders of eSpeed vote in favor of the adoption of the merger agreement and the transactions contemplated thereby. Accordingly, a sufficient number of the votes required to adopt the merger agreement and the transactions contemplated thereby is assured so long as the eSpeed board of directors and the Special Committee recommend that the stockholders of eSpeed vote in favor of the adoption of the merger agreement and the transactions contemplated thereby.

The affirmative vote of the holders of a majority of the Total Voting Power present in person or represented by proxy at the special meeting and entitled to vote is required to approve the matters to be considered at the special meeting.

If you sign your proxy card without indicating your vote, your shares will be voted **FOR** the proposal to adopt the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, **FOR** the approval of the amendment to the eSpeed certificate of incorporation to authorize additional shares of Class A common stock, **FOR** the approval of the amendment to the eSpeed certificate of incorporation effecting changes regarding corporate opportunities, **FOR** the approval of the amended and restated BGC Partners, Inc. Long Term Incentive

**Table of Contents**

Plan and in accordance with any recommendation of the eSpeed board of directors or, in the absence of such recommendation, in the discretion of the proxies named in the enclosed proxy card on any other matter properly brought before the special meeting for a vote.

**Q: Who will bear the cost of this solicitation?**

A: We will pay the cost, if any, of soliciting stockholder proxies. We will, upon request, reimburse stockholders who are brokers, banks or other nominees for their reasonable expenses in sending proxy materials to the beneficial owners of the shares they hold of record. We will solicit proxies by mail and may also solicit them in person or by telephone, e-mail, facsimile or other electronic means of communication.

**Q: What should I do now?**

A: You should carefully read and consider the information contained in this proxy statement. You should then complete and sign your proxy card and return it in the enclosed envelope so that your shares will be represented at the special meeting. You may also vote in person at the special meeting or through the other means described in this proxy statement.

**Q: When do you expect the merger to be completed?**

A: The merger is expected to close in the first quarter of 2008.

**Q: Where can I find additional information about eSpeed and the merger?**

A: eSpeed files annual, quarterly and current reports, proxy statements and other information with the U.S. Securities and Exchange Commission, which we refer to as the SEC, under the Securities Exchange Act of 1934, as amended, which we refer to as the Exchange Act. You may read and copy these reports and other information filed by eSpeed at the Public Reference Section of the SEC, Room 1580, 100 F Street, N.E., Washington, D.C. 20549, at prescribed rates. You may obtain information on the operation of the Public Reference Room by calling the SEC at 1-800-SEC-0330.

The SEC also maintains an Internet website that contains reports, proxy statements and other information about issuers, like eSpeed, who file electronically with the SEC through the Electronic Data Gathering, Analysis and Retrieval system. The Internet address of this site is <http://www.sec.gov>.

This proxy statement incorporates by reference important business and financial information about eSpeed that is not included in or delivered with this document. You may request this information from eSpeed, without charge, excluding all exhibits, unless we have specifically incorporated by reference an exhibit in this proxy statement.

**Q: Who can help answer my other questions?**

A: If you have more questions about the special meeting or the matters to be considered at the special meeting, you should contact eSpeed, Inc., Attention: Secretary, 110 East 59th Street, New York, New York 10022, telephone number (212) 610-2200.



**Table of Contents****SUMMARY**

*The following summary highlights material information contained in this proxy statement but does not contain all of the information that may be important to you. You are urged to read the entire proxy statement carefully, including the annexes. In addition, we encourage you to read the information incorporated by reference in this proxy statement, which includes important business and financial information about eSpeed that has been filed with the SEC. You may obtain the information incorporated by reference in this proxy statement without charge by following the instructions in the section entitled "Where You Can Find More Information" beginning on page 302. The information contained in this summary is qualified in its entirety by reference to the more detailed information contained in this proxy statement and the annexes, and which are incorporated herein by reference.*

**The Companies*****eSpeed, Inc. (see page 203)***

eSpeed is a leader in developing and deploying electronic marketplaces and related trading technology that offers traders access to the most liquid, efficient and neutral financial markets in the world. eSpeed operates multiple buyer, multiple seller real-time electronic marketplaces for the global capital markets, including the world's largest government bond markets and other fixed income and foreign exchange marketplaces. eSpeed's suite of marketplace tools provides end-to-end transaction solutions for the purchase and sale of financial products over eSpeed's global private network or via the Internet. eSpeed's neutral platform, reliable network, straight-through processing and superior products make it a trusted source for electronic trading at the world's largest fixed income and foreign exchange trading firms and major exchanges. eSpeed's principal executive offices are located at 110 East 59th Street, New York, New York 10022 and its telephone number is (212) 610-2200. The Internet address for eSpeed is <http://www.espeed.com>.

***Pre-Merger BGC Partners (see page 203)***

BGC Partners is a leading full-service inter-dealer broker, providing integrated voice and electronic execution brokerage services to many of the world's largest and most creditworthy banks that regularly trade in capital markets, brokerage houses and investment banks for a broad range of global financial products, including fixed income securities, foreign exchange, equity derivatives, credit derivatives, futures, structured products and other instruments, as well as market data products for selected financial instruments. Named in honor of B. Gerald Cantor, Cantor's founder and a pioneer in screen brokerage services and fixed income market data products, BGC Partners has offices in London, New York, Toronto, Mexico City, Paris, Nyon, Copenhagen, Hong Kong, Tokyo, Beijing (representative office), Singapore, Sydney, Seoul and Istanbul. BGC Partners' principal executive offices are located at 199 Water Street, New York, New York 10038 and its telephone number is (646) 346-7000. The Internet address for BGC Partners is <http://www.bgcpartners.com>.

***Post-Merger Combined Company (see page 252)***

The Combined Company, which will be named BGC Partners, Inc., will be a leading inter-dealer broker, offering integrated voice, hybrid and fully electronic execution and other brokerage services to banks, brokerage houses and investment banks for a broad range of global financial products, including fixed income securities, foreign exchange, equity derivatives, credit derivatives, futures, structured products and other instruments, as well as market data, analytics and financial technology solutions related to selected financial instruments and markets. The Combined Company's principal executive offices will be located at 199 Water Street, New York, New York 10038 and its telephone number will be (646) 346-7000. The Internet address for the Combined Company will be <http://www.bgcpartners.com>.

## **Table of Contents**

### **Value of the Transaction (see page 125)**

The dollar value of the merger is based on the number of shares of Combined Company common stock and rights to acquire shares of Combined Company common stock being issued multiplied by the average price of eSpeed common stock at the closing date of the transaction. As the price of eSpeed common stock fluctuates, the total dollar value of the transaction fluctuates, and therefore, the dollar value of the merger will not be fixed until the merger closes. As of May 29, 2007 (the date of execution of the merger agreement) and as of January 24, 2008, the dollar value of the transaction was \$1,231,512,000 and \$1,560,807,600, respectively, based on the average price of eSpeed Class A common stock on such dates.

### **The Special Meeting (see page 69)**

The special meeting will be held at eSpeed, Inc., 499 Park Avenue, 3rd Floor, New York, New York on March 14, 2008, starting at 10:00 a.m. local time. You are entitled to notice of, and to vote at, the special meeting if you owned eSpeed Class A common stock or Class B common stock at the close of business on January 31, 2008, the record date. As of the record date, there were 31,300,863 shares of eSpeed Class A common stock issued and outstanding and 19,497,800 shares of eSpeed Class B common stock issued and outstanding.

Each share of eSpeed Class A common stock is entitled to one vote on each proposal at the special meeting, and each share of eSpeed Class B common stock is entitled to 10 votes on each proposal at the special meeting. Stockholders holding a majority of the Total Voting Power must vote **FOR** the adoption of the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, for the merger agreement and the transactions contemplated thereby to be adopted. The affirmative vote of the holders of a majority of the Total Voting Power present in person or represented by proxy at the special meeting and entitled to vote is required to approve the other matters to be considered at the special meeting. A quorum will be present if a majority of the Total Voting Power is present, in person or represented by proxy, at the special meeting.

Under the terms of the merger agreement, Cantor, which as of January 24, 2008 held 87.1% of the Total Voting Power, has agreed to vote its shares in favor of the adoption of the merger agreement and the transactions contemplated thereby so long as the eSpeed board of directors and the Special Committee recommend that the stockholders of eSpeed vote in favor of the adoption of the merger agreement and the transactions contemplated thereby. Accordingly, a sufficient number of the votes required to adopt the merger agreement and the transactions contemplated thereby is assured so long as the eSpeed board of directors and the Special Committee recommend that the stockholders of eSpeed vote in favor of the adoption of the merger agreement and the transactions contemplated thereby.

### **Reasons for the Merger; Risks of the Merger (see pages 90 and 36)**

The Special Committee, by unanimous vote, at a meeting held on May 29, 2007, determined that the merger agreement and the transactions contemplated by the merger agreement, including the merger, are fair to, advisable and in the best interests of the Company and the holders of eSpeed Class A common stock (other than Cantor and its affiliates). In addition, the Special Committee recommended that the eSpeed board of directors approve the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, and recommended that the Company's common stockholders vote in favor of the adoption of the merger agreement and the transactions contemplated thereby. In reaching its conclusion, the Special Committee consulted with its financial and legal advisors, considered eSpeed's prospects, including the uncertainties and risks facing it, considered the prospects of BGC Partners and considered the interests of the holders of eSpeed Class A common stock (other than Cantor and its affiliates).

**Table of Contents**

In reaching such determination and recommendation, the Special Committee considered a variety of factors that it believed weighed favorably towards the merger, including the following material factors (which are not listed in any relative order of importance):

financial terms of the merger;

challenges facing eSpeed;

prospects of BGC Partners;

financial benefits;

continuation of interests of holders of eSpeed Class A common stock;

certain provisions of the merger agreement and the related agreements; and

alignment of management interests.

In addition to the above mentioned benefits, the Special Committee also considered the following factors in the course of its deliberations:

intentions of eSpeed's controlling stockholder;

expected impact of the announcement of the merger in the market and on business operations of eSpeed; and

results of due diligence investigation.

The Special Committee weighed these factors against a number of other material factors identified in its deliberations as potentially weighing negatively against the merger, including the following factors (which are not listed in any relative order of importance):

the risk of not realizing all the anticipated cost savings and revenue enhancements;

the challenges inherent in the operation of the businesses of eSpeed in conjunction with those of BGC Partners;

the transaction costs associated with the merger and costs relating to the operation of the businesses of eSpeed in conjunction with those of BGC Partners;

## Edgar Filing: ESPEED INC - Form DEFM14A

the risk of liabilities associated with the BGC business, including certain regulatory and litigation matters and other contingent liabilities;

the continuing role of Cantor as controlling stockholder and the known and potential conflicts of interests of certain of the directors and executive officers of the Combined Company;

certain terms of the merger agreement and the related agreements;

that the merger is not subject to a vote by the holders of a majority of the shares of Company Class A common stock other than those held by Cantor and its affiliates;

the possibility that the merger might not be consummated despite the parties' efforts or that the closing of the merger may be unduly delayed; and

the fact that the eSpeed Class A common stock had traded in the past at prices in excess of \$9.75 per share.

As discussed in Proposal 1 The Merger Reasons for the Merger; Recommendation of the Merger by the Special Committee and the eSpeed Board of Directors, after consideration of these material factors, the Special Committee determined such risks could be mitigated or managed by eSpeed or BGC Partners or, following the

## **Table of Contents**

merger, by the Combined Company, were reasonably acceptable under the circumstances, or, in light of the anticipated benefits, and that, overall, these risks were significantly outweighed by the potential benefits of the merger.

Despite the reasons for the merger, there are risks related to the merger, as discussed under the heading "Risk Factors - Risks Related to the Merger" immediately following this summary, and these risks may cause us not to realize the full benefits of the merger, and could adversely impact our revenues and as a result could adversely affect our business, financial condition and results of operations. See "Risk Factors - Risks Related to the Merger."

### **Interests of Directors, Executive Officers and Certain Beneficial Owners in the Merger (see page 104)**

The current directors and executive officers of eSpeed, the future directors and executive officers of the Combined Company and certain beneficial owners of eSpeed common stock may have interests in the merger that are different from, or in addition to, yours and the interests of the current directors and executive officers of eSpeed, the future directors and officers of the Combined Company and certain beneficial owners of eSpeed common stock may conflict with the interests of the unaffiliated eSpeed stockholders, including the following:

The merger agreement provides that, prior to completion of the merger, upon the request of BGC Partners, eSpeed will provide each of Howard W. Lutnick, Lee M. Amaitis, Shaun D. Lynn, Stephen M. Merkel and Robert K. West with a letter agreement setting forth an annual base salary of \$1,000,000 per year (except for Mr. West whose letter shall provide for an annual base salary of \$550,000) and annual cash target bonuses of up to the percentages set forth below:

400% of annual base salary for Mr. Lutnick;

375% of annual base salary for Mr. Amaitis;

300% of annual base salary for Mr. Lynn;

100% of annual base salary for Mr. Merkel; and

100% of annual base salary for Mr. West.

In addition to the target cash bonuses set forth above, the executive officers will be eligible for incentive compensation to be paid in the form of equity, partnership units or otherwise.

The merger agreement provision described in the preceding bullet point with respect to Messrs. Amaitis and Lynn is expected to be implemented prior to the merger through employment agreements between BGC Partners and each of Messrs. Amaitis and Lynn, which agreements will be assumed at completion of the merger by the Combined Company, with base salary and bonus provisions consistent with the letter agreements described above.

BGC Partners and eSpeed have agreed that, prior to the completion of the merger, BGC Partners may enter into (which it is expected to do) change of control employment agreements with each of Messrs. Lutnick, Lynn, Merkel and Amaitis, which agreements will be assumed at completion of the merger by the Combined Company, and will relate to a change of control of BGC Partners, or, after the merger, the Combined Company, other than the merger contemplated by the merger agreement.

## Edgar Filing: ESPEED INC - Form DEFM14A

Prior to the completion of the merger, Cantor will redeem all of the Cantor limited partnership interests held by founding partners in exchange for (1) a portion of the BGC Holdings limited partnership interests that Cantor will receive in the separation, and (2) rights to receive from Cantor, over time, shares of Combined Company Class A common stock, which we refer to as the distribution rights.

In connection with the separation, Cantor will receive BGC Holdings limited partnership interests. After the first anniversary of the completion of the merger, the BGC Holdings limited partnership interests held by Cantor will be exchangeable with the Combined Company for Combined Company

---

**Table of Contents**

Class B common stock (or, at Cantor's option or if there are no additional authorized but unissued shares of Combined Company Class B common stock, Combined Company Class A common stock) on a one-for-one basis (subject to customary anti-dilution adjustments). Cantor will, however, be able to exchange up to 20 million of its BGC Holdings limited partnership interests prior to the first anniversary of the completion of the merger for shares of Combined Company Class A common stock in connection with a broad-based public offering including all the shares of Combined Company Class A common stock received upon such exchange, underwritten by a nationally recognized investment banking firm.

Cantor intends to provide all founding partners with the right to immediately exchange 20% of their BGC Holdings founding partner interests for restricted shares of Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by a founding partner upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. Cantor has also agreed to provide certain additional exchange rights to Messrs. Amaitis and Lynn. From time to time, Cantor may provide founding partners with the right to exchange their remaining BGC Holdings founding partner interests for Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), on terms and conditions to be determined by Cantor, provided that the terms and conditions of such exchange cannot in any way diminish or adversely affect the rights of the Combined Company or its subsidiaries (it being understood that an obligation by the Combined Company to deliver shares of Combined Company Class A common stock upon exchange will not be deemed to diminish or adversely affect the rights of the Combined Company or its subsidiaries).

In connection with the separation and prior to the merger, Messrs. Amaitis, Lynn and Merkel as well as two other individuals who are employed by one or more of our affiliates, will use some of the proceeds that they receive in respect of the redemption of their Cantor limited partnership interests to repay certain loans made or guaranteed by Cantor. See Certain Relationships and Related Transactions Before and After the Merger Repayment of Existing Loans and Required Capital Contributions.

Concurrently with the merger, BGC Holdings expects to issue certain restricted equity interests (which we refer to as REUs) to certain employees of BGC Partners and other persons who provide services to BGC Partners. REUs may also be issued in connection with acquisitions or the hiring of new employees. In addition, BGC Partners will issue to certain employees and other persons who provide services to BGC Partners certain BGC Partners restricted stock units, which we refer to as BGC RSUs.

The eSpeed board of directors has determined that Cantor is a deputized director of eSpeed and the Combined Company for purposes of Rule 16b-3 under the Exchange Act with respect to the transactions contemplated by the separation and the merger. The eSpeed board of directors' intent in determining that Cantor is a deputized director is that Cantor's acquisitions or dispositions of shares of eSpeed or Combined Company capital stock or interests in eSpeed or Combined Company capital stock from or to eSpeed or the Combined Company or their respective majority-owned subsidiaries will be eligible for the Rule 16b-3 exemption from the short-swing profits liability provisions of Section 16(b) of the Exchange Act.

Upon the termination of employment or bankruptcy of a founding partner, or upon mutual agreement of Cantor and the general partner of BGC Holdings, BGC Holdings will redeem any BGC Holdings founding partner interests held by such founding partner (to the extent they have not become exchangeable). However, in such circumstances, Cantor has a right of first refusal to acquire such founding partner interests. Any BGC Holdings founding partner interests acquired by Cantor, while not exchangeable in the hands of the founding partner absent a determination by Cantor to the contrary (as Cantor is expected to do from time to time as described above), will be exchangeable by Cantor, generally commencing one year after the completion of the merger, for shares of Combined Company

---

**Table of Contents**

Class B common stock, or at Cantor's election, shares of Combined Company Class A common stock, in each case, on a one-for-one basis (subject to customary anti-dilution adjustments) on the same basis as the Cantor interests and will be designated as BGC Holdings exchangeable limited partnership interests when acquired by Cantor. In addition, Cantor will have a right of first refusal with respect to any BGC Holdings working partner interests and REU interests (in each case that have not become exchangeable), that (A) are called for redemption upon termination of employment or bankruptcy of a working partner or termination of employment or bankruptcy of a restricted equity partner or (B) are called for redemption by BGC Holdings, in each case if BGC Holdings elects to transfer the right to purchase such interest to a BGC Holdings partner rather than redeem such interest itself.

**Opinion of Financial Advisor to eSpeed's Special Committee (see page 95)**

The financial advisor to eSpeed's Special Committee, Sandler O'Neill + Partners, L.P., which we refer to as Sandler O'Neill, delivered an opinion, as of May 29, 2007 and subject to the assumptions and qualifications stated in the opinion, regarding the fairness from a financial point of view of the Exchange Ratios (as defined below under Proposal 1 The Merger Opinion of Financial Advisor to the Special Committee) to holders of eSpeed Class A common stock other than Cantor and its affiliates. The opinion does not, and will not be updated to, take into account subsequent events, including fluctuations in the market value of eSpeed's common stock or changes to the merger included in the amendments to the merger agreement and related transaction agreements. See Proposal 1 The Merger Background of the Merger.

The full text of this fairness opinion is attached as Annex J to this proxy statement. You are urged to read the opinion carefully and in its entirety for a description of the procedures followed, matters considered and limitations on the review undertaken.

**Structure of the Merger (see page 76)**

The merger agreement provides that BGC Partners will be merged with and into eSpeed, with eSpeed surviving the merger. The Combined Company will be renamed BGC Partners, Inc. Following the completion of the merger, it is expected that the Combined Company Class A common stock will trade on the NASDAQ Global Market under the symbol BGCP. The dollar value of the merger is based on the number of shares of Combined Company common stock and rights to acquire shares of Combined Company common stock being issued multiplied by the average price of eSpeed Class A common stock at the closing date of the transaction. As the price of eSpeed common stock fluctuates, the total dollar value of the transaction fluctuates, and therefore, the dollar value of the merger will not be fixed until the merger closes. As of May 29, 2007 (the date of the merger agreement) and as of January 24, 2008, the dollar value of the transaction was \$1,231,512,000 and \$1,560,807,600, respectively, based on the average price of eSpeed Class A common stock on such dates.

To acquire BGC Partners, eSpeed has agreed to issue in the merger an aggregate of 133,860,000 shares of Combined Company common stock and rights to acquire shares of Combined Company common stock. Of these shares and rights to acquire shares, 56,000,000 will be in the form of Combined Company Class B common stock or rights to acquire Combined Company Class B common stock, and the remaining 77,860,000 will be in the form of Combined Company Class A common stock or rights to acquire Combined Company Class A common stock. Specifically, in the merger:

each of the BGC Partners Class A units, 21,968,971 of which will be outstanding immediately prior to the merger, will be converted into Combined Company Class A common stock (and the issued and outstanding shares of eSpeed Class A common stock and options to purchase eSpeed Class A common stock will remain outstanding as Combined Company Class A common stock, 32,451,646 (including 1,150,783 of stock options) of which were issued and outstanding as of January 24, 2008);

all of the issued and outstanding shares of eSpeed Class B common stock will remain outstanding as Combined Company Class B common stock or, at Cantor's election prior to the closing of the merger, be converted into shares of Combined Company Class A common stock, 19,497,800 of which were issued and outstanding as of January 24, 2008;



---

**Table of Contents**

the one BGC Partners Class C unit which will be issued and outstanding immediately prior to the merger will be converted into 100 shares of Combined Company Class B common stock or, at Cantor's election prior to the closing of the merger, 100 shares of Combined Company Class A common stock; and

(1) the 68,073,666 units of BGC Holdings exchangeable limited partnership interests which will be issued and outstanding immediately prior to the merger will be exchangeable with the Combined Company for Combined Company Class B common stock or Combined Company Class A common stock in accordance with the terms of the BGC Holdings limited partnership agreement and (2) the 43,817,263 units of BGC Holdings founding partner interests which will be issued and outstanding immediately prior to the merger will not be exchangeable with the Combined Company unless otherwise determined by Cantor in accordance with the terms of the BGC Holdings limited partnership agreement.

Cantor currently intends to elect to have the BGC Partners Class B units and the BGC Partners Class C unit converted in the merger into Combined Company Class A common stock.

Concurrently with or immediately after the merger, the Combined Company will contribute its assets and liabilities to BGC U.S. and BGC Global in exchange for limited partnership interests in these entities. As a result of this contribution, the Combined Company will receive limited partnership interests in each of these entities.

Current stockholders of the Company will hold the same number and class of shares of Combined Company common stock that they held in the Company prior to the merger. As of January 24, 2008, eSpeed stockholders (excluding Cantor) held approximately 30.0 million shares and options to purchase shares of eSpeed common stock which represented 58.6% of the economics of eSpeed and 12.9% of the voting rights of eSpeed as of such date, and is expected to represent 41.2% of the economics of the Combined Company and 11.8% of the voting rights of the Combined Company immediately after the merger. eSpeed stockholders, other than Cantor and its affiliates, will have a reduced economic and voting interest in the Combined Company after the merger, which will be further reduced upon exchange of BGC Holdings limited partnership interests that are exchangeable for Combined Company Class A common stock or Combined Company Class B common stock. Following the closing of the merger, we currently expect to conduct a primary and secondary offering of the Combined Company Class A common stock. The timing, the size and the price of such offering have not yet been determined.

Immediately after the merger, it is expected there will be approximately 54,420,617 fully diluted shares of Combined Company Class A common stock outstanding, of which 23,989,120 shares will be held by Cantor. Each share of Class A common stock will generally be entitled to one vote on matters submitted to the Combined Company's stockholders. In addition, immediately after the merger, Cantor will hold 19,497,900 shares of Combined Company Class B common stock (which represents all of the outstanding Combined Company Class B common stock), representing, together with the Combined Company Class A common stock held by Cantor, approximately 88.2% of the Combined Company's voting power. Each share of Class B common stock will generally be entitled to the same rights as a share of Class A common stock, except that, on matters submitted to a vote of the Combined Company's stockholders, each share of Class B common stock will be entitled to 10 votes. The Class B common stock generally will vote together with the Class A common stock on all matters submitted to a vote of the Combined Company's stockholders.

Immediately after the merger, the Combined Company will hold, directly or indirectly, the BGC Holdings general partnership interest and the BGC Holdings special voting limited partnership interest, which entitles the holder thereof to remove and appoint the general partner of BGC Holdings, and will serve as the general partner of BGC Holdings, which will entitle the Combined Company to control BGC Holdings. BGC Holdings, in turn, will hold the BGC U.S. general partnership interest and the BGC U.S. special voting limited partnership interest, which

**Table of Contents**

entitles the holder thereof to remove and appoint the general partner of BGC U.S., and the BGC Global general partnership interest and the BGC Global special voting limited partnership interest, which entitles the holder thereof to remove and appoint the general partner of BGC Global, and will serve as the general partner of each of BGC U.S. and BGC Global, which will entitle BGC Holdings (and thereby the Combined Company) to control each of BGC U.S. and BGC Global. BGC Holdings will hold its BGC Global general partnership interest through a company incorporated in the Cayman Islands, BGC Global Holdings GP Limited. In addition, it is expected the Combined Company will indirectly through wholly-owned subsidiaries hold BGC U.S. limited partnership interests and BGC Global limited partnership interests consisting of approximately 73,918,517 units and 73,918,517 units, representing approximately 39.8% and 39.8% of the outstanding BGC U.S. limited partnership interests and BGC Global limited partnership interests, respectively. The Combined Company will be a holding company that will hold these interests, will serve as the general partner of BGC Holdings, and, through BGC Holdings, will act as the general partner of each of BGC U.S. and BGC Global. As a result of the Combined Company's ownership of the general partnership interest in BGC Holdings and BGC Holdings' general partnership interest in each of BGC U.S. and BGC Global, it is anticipated that the Combined Company will consolidate BGC U.S.'s and BGC Global's results for financial reporting purposes.

Founding partners and working partners, which we refer to collectively as founding/working partners and as BGC Holdings founding/working partners, and restricted equity partners will directly and Cantor will indirectly hold BGC Holdings limited partnership interests. BGC Holdings, in turn, will hold BGC U.S. limited partnership interests and BGC Global limited partnership interests and, as a result, founding/working partners, restricted equity partners and Cantor will indirectly have interests in BGC U.S. limited partnership interests and BGC Global limited partnership interests.

After the first anniversary of the completion of the merger, the BGC Holdings limited partnership interests held by Cantor will be exchangeable with the Combined Company for Combined Company Class B common stock (or, at Cantor's option or if there are no additional authorized but unissued shares of Combined Company Class B common stock, Combined Company Class A common stock) on a one-for-one basis (subject to customary anti-dilution adjustments). Cantor will, however, be able to exchange up to an aggregate of 20 million of its BGC Holdings limited partnership interests prior to the first anniversary of the completion of the merger for shares of Combined Company Class A common stock in connection with a broad-based public offering including all shares of Combined Company Class A common stock received upon such exchange, underwritten by a nationally recognized investment banking firm.

The BGC Holdings limited partnership interests that Cantor transfers to founding partners in redemption of their current limited partnership interests in Cantor at the time of the separation will not be exchangeable with the Combined Company unless (1) Cantor reacquires such interests from the founding partners (which it has the right to do under certain circumstances), in which case such interests will be exchangeable with the Combined Company for Combined Company Class A common stock or Class B common stock, or (2) Cantor determines that such interests can be exchanged by such founding partners with the Combined Company for Combined Company Class A common stock, generally on a one-for-one basis (subject to customary anti-dilution adjustments), on terms and conditions to be determined by Cantor, provided that such terms and conditions do not have an adverse effect on the Combined Company (which exchange of certain interests Cantor expects to permit from time to time). Cantor intends to provide all founding partners with the right to immediately exchange 20% of their BGC Holdings founding partner interests for restricted shares of Combined Company Class A common stock on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by a founding partner upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. Cantor has also granted certain additional exchange rights to Messrs. Amaitis and Lynn. No working partner interests will be issued at the time of the separation and merger. Any working partner interests that are issued will not be exchangeable with the Combined Company unless otherwise determined by BGC Partners with the written consent of the affirmative vote of the majority of units underlying BGC Holdings

**Table of Contents**

exchangeable limited partnership interests outstanding as of the applicable record date, which we refer to as a BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement.

With each exchange, BGC Partners' indirect interest in BGC U.S. and BGC Global will proportionately increase because, immediately following an exchange, BGC Holdings will redeem the BGC Holdings unit so acquired for the BGC U.S. limited partnership interest and the BGC Global limited partnership interest underlying such BGC Holdings unit. The acquired BGC U.S. limited partnership interest and BGC Global limited partnership interest will be appropriately adjusted to reflect the impact of certain litigation matters and the intention of the parties to the BGC Holdings limited partnership agreement for BGC Holdings (and not BGC Partners) to realize the economic benefits and burdens of such litigation matters.

The profit and loss of BGC U.S., BGC Global and BGC Holdings, as the case may be, will generally be allocated based on the total number of BGC U.S. units, BGC Global units and BGC Holdings units, as the case may be, outstanding, other than in the case of certain litigation matters, as described in Related Agreements Amended and Restated Limited Partnership Agreements of BGC U.S. and BGC Global.

**Table of Contents**

The following diagram illustrates the expected ownership structure of the Combined Company after the merger. References to economics of an entity in this proxy statement refer to an interest in the income stream of such entity. References to Public Stockholders includes Combined Company stockholders other than Cantor. The following diagram does not reflect the various subsidiaries of the Combined Company, BGC U.S., BGC Global, BGC Holdings or Cantor, the issuance of BGC Holdings REUs or BGC RSUs or the results of any exchange of BGC Holdings exchangeable limited partnership interests, or, to the extent applicable, BGC Holdings founding partner interests or BGC Holdings REUs:

\* Shares of Class B common stock are convertible into shares of Class A common stock at any time in the discretion of the holder on a one-for-one basis. Accordingly, if Cantor converted all of its Class B common stock into Class A common stock, Cantor would hold 59.8% of the voting power and the public stockholders would hold 40.2% of the voting power (and the indirect economic interests in BGC U.S. and BGC Global would remain unchanged).

## **Table of Contents**

Please see [Risk Factors](#) [Risks Related to the Merger](#) eSpeed stockholders, other than Cantor and its affiliates, will have a reduced ownership and voting interest after the merger and will be further diluted upon exchange of BGC Holdings limited partnership interest into Combined Company common stock and [Risk Factors](#) [Risks Related to the Combined Company's Business](#) The market price of eSpeed Class A common stock has fluctuated and the market price of Combined Company Class A common stock may fluctuate in the future. In addition, future sales of shares of Combined Company Class A common stock, including in any public offering, could adversely affect the market price of Combined Company Class A common stock. eSpeed has also repurchased its shares from time to time, and, after the merger, the Combined Company may cease doing so at any time, for a discussion of possible dilution and future sales of shares of Combined Company Class A common stock.

You should read [Risk Factors](#) [Risks Related to the Combined Company's Capital Structure](#), [Proposal 1 The Merger](#) [History, Formation, Separation and Pre-Merger Structure of BGC Partners](#), [Proposal 1 The Merger](#) [Structure of the Combined Company](#), [Related Agreements](#) and [Description of the Combined Company Capital Stock](#) for additional information about the Combined Company's capital structure and the risks posed by this structure.

### **Material U.S. Federal Income Tax Consequences (see page 111)**

Because eSpeed common stock held by eSpeed stockholders immediately prior to the merger will not be exchanged in the merger, eSpeed stockholders will not recognize any gain or loss for U.S. federal income tax purposes as a result of the merger. In addition, we do not anticipate that eSpeed will currently recognize any material amount of income or gain for U.S. federal income tax purposes as a result of the merger.

### **Accounting Treatment (see page 112)**

The merger will be accounted for by eSpeed as a combination of entities under common control in accordance with generally accepted accounting principles in the United States, which we refer to as U.S. GAAP.

### **Regulatory Approvals (see page 111)**

The merger is subject to the receipt of approvals of certain regulatory agencies, including the Financial Industry Regulatory Authority, which we refer to as FINRA, and the U.K. Financial Services Authority, which we refer to as the FSA (in respect of the change of control for all FSA-regulated entities and the conversion of BGC Financial, Inc. into a limited liability company). Consents from the Sydney Futures Exchange and the Hong Kong Monetary Authority are also required to consummate the separation transactions in Australia and Hong Kong, respectively. Consummation of the merger is also subject to approvals of, or filings with, securities commissions of certain states and other jurisdictions in which subsidiaries of BGC Partners and eSpeed conduct business.

### **Conditions to the Merger (see page 121)**

A number of conditions to each party's obligation to close must be satisfied or waived before the merger will be completed. These include among others:

the adoption of the merger agreement and the transactions contemplated thereby, including the merger and the issuance of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, by the eSpeed stockholders;

**Table of Contents**

the NASDAQ listing of the Combined Company Class A common stock to be issued in the merger;

the receipt of required governmental approvals, including the approval of FINRA, the FSA and other regulatory approvals;

the lack of any order, injunction, ruling, decree or judgment by a court or agency;

the absence of legal prohibitions restraining, enjoining or preventing the consummation of the merger or any of the transactions contemplated by the merger agreement being in effect;

the separation occurring according to the terms of the separation agreement;

the accuracy and correctness of the other party's or parties' representations and warranties, subject to certain qualifications described in the merger agreement, and the receipt of a certificate from the other party to that effect; and

the other party or parties' covenants and agreements having been performed on or before the closing date of the merger in accordance with the merger agreement, and the receipt of a certificate from the other party to that effect.

The obligations of eSpeed to complete the merger are also subject to the following conditions:

the estimated closing net equity and the estimated closing cash of BGC Partners being at least equal to the target closing net equity of \$146.5 million and the target closing cash of \$25.0 million of BGC Partners, respectively, and the receipt of a certificate from BGC Partners to that effect; and

the estimated closing indebtedness of BGC Partners being equal to or less than the \$150.0 million target closing indebtedness of BGC Partners.

The obligations of BGC Partners to complete the merger are also subject to the receipt of an opinion from BGC Partners' counsel, Wachtell, Lipton, Rosen & Katz, dated the closing date of the merger, confirming that the merger qualifies as an exchange for purposes of Section 351(a) of the Internal Revenue Code, as amended, which we refer to as the Code.

Each of the parties may waive the conditions to the performance of its obligations under the merger agreement.

**Absence of Dissenters' Rights of Appraisal (see page 111)**

Under the Delaware General Corporation Law, which we refer to as the DGCL, which governs the merger, eSpeed stockholders are not entitled to dissenters' rights of appraisal in connection with the merger.

**Management Before and After the Merger (see page 156)**

Following the merger, the Combined Company board of directors will consist of six directors, all of whom will be the directors of eSpeed immediately prior to the merger. The initial term of the directors will end with the first annual meeting of stockholders to be held by the Combined Company. Thereafter, if re-elected, the directors will serve one year terms.

Upon completion of the merger, Howard W. Lutnick, Chairman, Chief Executive Officer and President of the Company, will be appointed Chairman and Co-Chief Executive Officer of the Combined Company; Lee M. Amaitis, Chairman and Chief Executive Officer of BGC Partners and Vice Chairman of the Company, will be appointed Co-Chief Executive Officer of the Combined Company; Shaun D. Lynn, President of

## Edgar Filing: ESPEED INC - Form DEFM14A

BGC Partners, will be appointed to the same position with the Combined Company; Stephen M. Merkel, Executive Vice President, General Counsel and Secretary of the Company, will be appointed to the same positions with the Combined Company; and Robert K. West, Chief Financial Officer of BGC Partners, will be appointed to the same position with the Combined Company.

---

**Table of Contents**

**Termination of the Merger Agreement (see page 123)**

BGC Partners and eSpeed (acting at the direction of the Special Committee) may mutually agree in writing by action of their respective boards of directors, at any time before the effective time of the merger, whether before or after eSpeed stockholder adoption, to terminate the merger agreement. Also, either BGC Partners or eSpeed (acting at the direction of the Special Committee) may terminate the merger agreement in several circumstances, including if:

the merger is not consummated on or before April 30, 2008, which we refer to as the Outside Date, unless either BGC Partners or eSpeed exercises its option to extend the Outside Date for an additional period not to exceed 120 days if all other conditions to consummation of the transactions contemplated by the merger agreement were satisfied or were capable of being satisfied, and the sole reason that such transactions has not been satisfied is because the closing condition related to required government approvals has not been satisfied, except that this right to terminate the merger agreement is not available to any party to the merger agreement whose failure to perform any material covenant or obligation under the merger agreement has been the primary cause of or resulted in the failure of the transactions contemplated by the merger agreement to occur on or before such date; or

any injunction permanently restrains, enjoins or prohibits the consummation of the transactions contemplated by the merger agreement.

BGC Partners may also terminate the merger agreement if eSpeed materially breaches any representation, warranty, covenant or agreement contained in the merger agreement, which breach by its nature is not curable within 45 days of written notice to eSpeed of such breach.

eSpeed may also terminate the merger agreement if BGC Partners, Cantor, BGC U.S. and BGC Global or BGC Holdings breaches any representation, warranty, covenant or agreement contained in the merger agreement, which breach by its nature is not curable within 45 days of written notice to the aforementioned parties of such breach.

**Fees and Expenses (see page 123)**

Each party will bear its own costs and expenses, including attorneys and other advisors fees, incurred in connection with the merger agreement.

**Related Agreements (see page 126)**

In the merger, the Combined Company will assume the related agreements described below:

***Separation Agreement (see page 126)***

The separation agreement will be entered into and the closing of the separation will occur on or prior to the closing of the merger, at which time Cantor will contribute, convey, transfer, assign and deliver to BGC Partners or its subsidiaries, including the Opcos, in a manner that is expected to be tax-free to BGC Partners or its subsidiaries, including the Opcos, and BGC Partners or its subsidiaries, including the Opcos, will acquire and accept from Cantor, all of the right, title and interest of Cantor to the following assets, which we refer to as the transferred assets:

specified equity interests related to the BGC businesses;

specified contracts related to the BGC businesses, including employment agreements with transferred employees;



---

**Table of Contents**

certain rights under eSpeed's amended and restated joint services agreement, dated as of October 1, 2005, which we refer to as the JSA, with Cantor including rights and obligations in respect of clearance, settlement and fulfillment services, to the extent related to the inter-dealer brokerage business;

all intellectual property primarily related to the BGC businesses being transferred;

all books and records (other than tax returns), files, papers, tapes, disks, manuals, keys, reports, plans, catalogs, sales and promotional materials and all other printed and written materials, to the extent available and primarily related to the BGC businesses; and

all permits or licenses issued by any governmental authority to the extent primarily related to the BGC businesses and permitted by applicable law to be transferred.

In addition, BGC Partners, BGC U.S. and/or BGC Global will assume certain transferred liabilities, which will include the following, which we refer to as the transferred liabilities:

all liabilities primarily relating to, arising from or in connection with any transferred business or any transferred asset, regardless of when or where such liability arose and regardless of where or against whom such liability is asserted or determined;

certain liabilities under the JSA to the extent related to the inter-dealer brokerage business, including liabilities related to Cantor's rights and obligations in respect of clearance, settlement and fulfillment services primarily related to the inter-dealer brokerage business;

all liabilities primarily relating to, arising from or in connection with the transferred business employees and their employment, including all compensation, benefits, severance, workers' compensation and welfare benefit claims and other employment-related liabilities primarily arising from or relating to the conduct of any transferred business; and

certain indebtedness, the total amount of which will not exceed \$150 million. We expect that the indebtedness will include a portion of Cantor's senior notes maturing in April 2010, or new debt to Cantor on terms similar to the senior notes, and the interest rate will be fixed at 7.5% per annum.

***Amended and Restated BGC Holdings Limited Partnership Agreement (see page 133)***

On or prior to the closing of the merger, the limited partnership agreement of BGC Holdings will be amended and restated. BGC Holdings will be managed by its general partner. Immediately after the separation and the merger, the Combined Company will indirectly hold the BGC Holdings general partnership interest and the BGC Holdings special voting limited partnership interest, which entitles the holder thereof to remove and appoint the general partner of BGC Holdings, and will serve as the general partner of BGC Holdings, which will entitle the Combined Company to control BGC Holdings.

Under the BGC Holdings limited partnership agreement, BGC Partners, as BGC Holdings' general partner, will manage the business and affairs of BGC Holdings, but will require Cantor's consent for amendments to the BGC Holdings limited partnership agreement, to decrease distributions to BGC Holdings limited partners to less than 100% of net income received by BGC Holdings (other than with respect to selected extraordinary items), to transfer any BGC U.S. or BGC Global partnership interests beneficially owned by BGC Holdings and to take any other actions that may interfere with Cantor's exercise of its pre-emptive right to acquire BGC Holdings limited partnership interests (and the corresponding investment in BGC U.S. and BGC Global by BGC Holdings), its right to acquire BGC Holdings limited partnership interests from founding partners and its right to exchange the BGC Holdings exchangeable limited partnership interests. Cantor's consent will also be required in connection with transfers of BGC Holdings limited partnership interests by other limited partners and the issuance of additional BGC Holdings limited partnership interests outside of the Participation Plan or that are not deemed issued in connection with the merger, in connection with the prior written consent of the BGC Partners



---

**Table of Contents**

compensation committee (or its designee) or in connection with a conversion of unissued unit and interest into a different class or type of unit and interest. BGC Holdings founding partner interests are only exchangeable if Cantor so determines, as Cantor has agreed to do with respect to a portion of the founding partner interests as described above and BGC Holdings working partner interests and REU interests are only exchangeable if the BGC Holdings general partner, with the written consent of the BGC Holdings exchangeable limited partnership majority in interest, so determines. The BGC Holdings limited partnership agreement will also provide that BGC Holdings, in its capacity as general partner of each of BGC U.S. and BGC Global, will require Cantor's consent to amend the terms of the BGC U.S. or BGC Global limited partnership agreements. Founding/working partners and restricted equity partners will not have any voting rights with respect to their ownership of BGC Holdings limited partnership interests, other than limited consent rights concerning amendments to the terms of the BGC Holdings limited partnership agreement.

After the first anniversary of the completion of the merger, the BGC Holdings limited partnership interests held by Cantor will be exchangeable with the Combined Company for Combined Company Class B common stock (or, at Cantor's option or if there are no additional authorized but unissued shares of Combined Company Class B common stock, Combined Company Class A common stock) on a one-for-one basis (subject to customary anti-dilution adjustments). Cantor will, however, be able to exchange up to an aggregate of 20 million of its BGC Holdings limited partnership interests prior to the first anniversary of the completion of the merger for shares of Combined Company Class A common stock received upon such exchange, in connection with a broad-based public offering of all shares of Combined Company Class A common stock underwritten by a nationally recognized investment banking firm. In addition, prior to the merger, a portion of the BGC Holdings founding partner interests held by Mr. Lynn, as well as two other individuals who are employed by one of our affiliates, who, together with Mr. Amaitis, we refer to collectively as the select persons, will be sold to Cantor for cash, and such persons' aggregate net proceeds will be used as described in Certain Relationships and Related Transactions Before and After the Merger Repayment of Existing Loans and Required Capital Contributions. Upon acquiring such BGC Holdings founding partner interests from such persons, Cantor will exchange them for BGC Partners units on a one-for-one basis, and prior to the merger, BGC Partners will redeem such BGC Partners units from Cantor for cash equal to the amount paid by Cantor to the select persons in respect of such interests. See Certain Relationships and Related Transactions Before and After the Merger Repayment of Existing Loans and Required Capital Contributions.

The BGC Holdings limited partnership interests that Cantor transfers to founding partners in redemption of their current limited partnership interests in Cantor at the time of the separation will not be exchangeable with the Combined Company unless (1) Cantor reacquires such interests from the founding partners (which it has the right to do under certain circumstances), in which case such interests will be exchangeable with the Combined Company for Combined Company Class A common stock or Combined Company Class B common stock as described above, or (2) Cantor determines that such interests can be exchanged by such founding partners with the Combined Company for Combined Company Class A common stock, generally on a one-for-one basis (subject to customary anti-dilution adjustments), on terms and conditions to be determined by Cantor, provided that the terms and conditions of such exchange cannot in any way diminish or adversely affect the rights of the Combined Company or its subsidiaries (it being understood that an obligation by the Combined Company to deliver shares of Combined Company Class A common stock upon exchange will not be deemed to diminish or adversely affect the rights of the Combined Company or its subsidiaries) (which exchange of certain interests Cantor expects to permit from time to time). In particular, Cantor intends to provide all founding partners with the right to immediately exchange 20% of their BGC Holdings founding partner interests for restricted shares of Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by a founding partner upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. In addition, prior to the completion of the merger, Cantor intends to enter into agreements with Messrs. Amaitis and Lynn pursuant to which Cantor will agree that an additional portion of the BGC Holdings founding partner interests held by each of them will be immediately exchangeable into restricted shares of Combined Company

**Table of Contents**

Class A common stock on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by either of them upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. From time to time, Cantor may provide founding partners with the right to exchange their remaining BGC Holdings founding partner interests on terms and conditions to be determined by Cantor, provided that the terms and conditions of such exchange cannot in any way diminish or adversely affect the rights of the Combined Company or its subsidiaries (it being understood that an obligation by the Combined Company to deliver shares of Combined Company Class A common stock upon exchange will not be deemed to diminish or adversely affect the rights of the Combined Company or its subsidiaries). See **Certain Relationships and Related Transactions Before and After the Merger Exchangeability of Founding Partner Interests.**

No working partner interests will be issued at the time of the separation and merger. Any working partner interests that are issued will not be exchangeable with the Combined Company unless otherwise determined by BGC Partners with the written consent of a BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement.

In the fourth quarter of 2007, certain employees of BGC and other persons who provide services to BGC were informed that they could expect to receive an aggregate of 276,204 REU interests in lieu of a portion of their discretionary bonus for 2007 having an aggregate estimated value of \$2,817,279 and 148,543 REU interests to be considered as part of their total 2008 compensation having an aggregate estimated value of \$1,515,143, in each case to be delivered in 2008 and issued upon the closing of the merger. The right to receive payment upon redemption of these REU interests will vest in one-third increments on December 14, 2008, 2009 and 2010. The REU interests will only be exchangeable for Combined Company Class A common stock in accordance with terms and conditions of the grant of such REU interests, which terms and conditions will be determined in the sole discretion of the BGC Holdings general partner which, after the merger, will be the Combined Company, in accordance with the terms of the BGC Holdings limited partnership agreement. In addition, in the fourth quarter of 2007, certain employees of BGC and other persons who provide services to BGC were informed that they could expect to receive an aggregate of 182,591 BGC RSUs in lieu of a portion of their discretionary bonus for 2007 having an aggregate estimated value of \$1,862,425 and 1,038,181 BGC RSUs to be considered as part of their total 2008 compensation having an aggregate estimated value of \$10,589,451, in each case to be delivered in 2008 and issued upon the closing of the merger. BGC RSUs vest in one-third increments on December 14, 2008, 2009 and 2010. Generally, REUs were issued to persons who were expected to be founding partners and partners in BGC Partners and BGC RSUs were issued to persons who were employees of eSpeed and back office employees of BGC Partners or Cantor who had been providing services to BGC Partners. Aggregate estimated values in each case are determined based on the eSpeed stock price on the date of each award.

In addition, in the fourth quarter of 2007, certain executive officers of BGC were informed that they could expect to receive an aggregate of 593,990 REU interests (267,865 for Howard W. Lutnick, 133,932 for Lee Amaitis, 133,932 for Shaun Lynn, 38,171 for Stephen M. Merkel and 20,090 for Robert K. West) for delivery in 2008, which would be issued upon the closing of the merger. These REU interests have an aggregate estimated value of \$6,652,500 (\$3,000,000 for Howard W. Lutnick, \$1,500,000 for Lee Amaitis, \$1,500,000 for Shaun Lynn, \$427,500 for Stephen M. Merkel and \$225,000 for Robert K. West). The REUs will only be exchangeable for Combined Company Class A common stock in accordance with terms and conditions of the grant of such REU interests, which terms and conditions will be determined by the BGC Holdings general partner which, after the merger, will be the Combined Company, with the written consent of the BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement. The right to receive payment upon redemption of these REU interests for Messrs. Lutnick, Amaitis and Lynn was immediately vested on December 31, 2007. The right to receive payment upon redemption of these REUs for Messrs. West and Merkel will vest in one-third increments in December 2008, 2009 and 2010. Aggregate estimated values in each case are determined based on the eSpeed stock price on the date of each award.

---

**Table of Contents**

***Amended and Restated Limited Partnership Agreements of BGC U.S. and BGC Global (see page 148)***

On or prior to the closing of the merger, the limited partnership agreements of each of BGC U.S. and BGC Global will be amended and restated. Each of BGC U.S. and BGC Global will be managed by BGC Holdings, its general partner. As the general partner, BGC Holdings will be entitled to make all decisions with respect to BGC U.S. and BGC Global and their subsidiaries, subject to limited consent rights of Cantor and to the rights of the special voting limited partner, which will be BGC Holdings. BGC Holdings will require Cantor's consent to amend the terms of the BGC U.S. or the BGC Global limited partnership agreement or to take any other action that may interfere with Cantor's exercise of its pre-emptive right to acquire BGC Holdings limited partnership interests (and the corresponding investment in BGC U.S. and BGC Global by BGC Holdings) or Cantor's right to exchange BGC Holdings exchangeable limited partnership interests.

The BGC U.S. and BGC Global special voting limited partner will be entitled to appoint and remove the general partner of the applicable entity. The Combined Company, in its capacity as the general partner of BGC Holdings, will not cause BGC Holdings, in its capacity as the general partner of BGC U.S. and BGC Global, to make any amendments (other than ministerial or other immaterial amendments) to the limited partnership agreements of BGC U.S. or BGC Global unless such action is approved by a majority of the Combined Company's independent directors.

***Separation Registration Rights Agreement (see page 152)***

On or prior to the closing of the merger, BGC Partners and Cantor will enter into the separation registration rights agreement. The separation registration rights agreement will provide that Cantor and any affiliate of Cantor, which we refer to as a holder, holding BGC Partners units, or, after the merger, Combined Company common stock, which is transferred or issued to any holder pursuant to and in accordance with the BGC Holdings limited partnership agreement, and any BGC Partners units, or, after the merger, Combined Company common stock, issuable in respect of or in exchange for any such BGC Partners units or Combined Company common stock, as the case may be, which we refer to as registrable securities, will have unlimited piggyback registration rights. The separation registration rights agreement also will grant Cantor four demand registration rights requiring that BGC Partners, or, after the merger, the Combined Company, register the units or shares of its common stock, as the case may be, held by Cantor, provided that the amount of securities subject to such demand constitutes at least 10% of the BGC Partners Class A units, or, after the merger, shares of Combined Company Class A common stock, outstanding or has an aggregate market value in excess of \$20 million.

***Administrative Services Agreements (see page 152)***

Tower Bridge International Services L.P., which we refer to as Tower Bridge, BGC International (formerly known as Cantor Fitzgerald International), which we refer to as BGCI, and Cantor have entered into a new agreement, with an effective date of January 1, 2007. At the closing of the separation, Cantor and BGC Partners will enter into the administrative services agreement. Each is for an initial three-year term with successive one-year renewal periods unless terminated by any party, in the case of the Tower Bridge administrative services agreement, at least 180 days, or, in the case of the administrative services agreement, 120 days, before the end of the three-year term or any subsequent one-year renewal period, as the case may be.

***BGC Holdings Participation Plan (see page 154)***

In connection with the separation, BGC Holdings intends to adopt the Participation Plan as a means to attract, retain, motivate and reward present founding partners, present and prospective working partners and restricted equity partners and executive officers of BGC Partners, by enabling such founding/working partners, restricted equity partners and executive officers to acquire or increase their ownership interests in BGC Holdings.

***Approval of Amendment to Certificate of Incorporation Regarding Authorized Class A Common Stock (see page 288)***

In connection with the merger and the transactions contemplated thereby, the eSpeed board of directors deems it advisable to amend the eSpeed certificate of incorporation, effective upon completion of the merger, to

---

**Table of Contents**

increase the authorized number of shares of its Class A common stock from 200 million to 500 million. The eSpeed board of directors deems this advisable because, after the merger, if there were to be a full exercise of all outstanding rights to acquire Combined Company Class A common stock (including a conversion of all shares of outstanding Combined Company Class B common stock), the Combined Company would have limited authorized and unissued shares of Combined Company Class A common stock. The proposed increase in the authorized Combined Company Class A common stock has been recommended by the eSpeed board of directors to assure that an adequate supply of authorized, unissued shares of Combined Company Class A common stock is available for general corporate needs and to provide the Combined Company board of directors, following the merger, with the necessary flexibility to issue Combined Company Class A common stock in connection with potential financings without the expense and delay incidental to obtaining stockholder approval of an amendment to the certificate of incorporation at the time of such action, except as may be required for a particular issuance by applicable law or the NASDAQ rules. This proposed amendment is conditioned upon the completion of the merger.

**Approval of Amendment to Certificate of Incorporation Regarding Corporate Opportunities (see page 290)**

Currently, the eSpeed certificate of incorporation does not directly address potential conflicts of interest between eSpeed and Cantor and its representatives. As such, in connection with the merger and the transactions contemplated thereby, the eSpeed board of directors deems it advisable to amend and restate the eSpeed certificate of incorporation, effective upon completion of the merger, to resolve such potential conflicts of interest. In particular, the amended and restated eSpeed certificate of incorporation will contain provisions regulating and defining the conduct of the Combined Company's affairs as they may involve Cantor and its representatives, and its relationship with Cantor and its affiliates, officers, directors, general partners or employees. The amended and restated certificate of incorporation will provide that no Cantor Company or any of the representatives of a Cantor Company will owe any fiduciary duty to, nor shall any Cantor Company or any of their respective representatives be liable for breach of fiduciary duty to, the Combined Company or any of its stockholders. Please note, however, that to the extent a representative of Cantor or its affiliates also serves as a director or officer of the Combined Company, such person will owe fiduciary duties to the Combined Company in his or her other capacity as a director or officer of the Combined Company.

In addition, the amended and restated certificate of incorporation will provide that Cantor and its respective representatives will have no duty to refrain from:

engaging in the same or similar business activities or lines of business as the Combined Company; or

doing business with any of the Combined Company's clients or customers.

For purposes of the above, Cantor Company means Cantor and any of its affiliates (other than, if applicable, the Combined Company and its affiliates) and representatives means, with respect to any person, the directors, officers, employees, general partners or managing member of such person. The proposed amendment is conditioned upon the completion of the merger.

**Approval of Amended and Restated BGC Partners, Inc. Long Term Incentive Plan (see page 292)**

Our Long Term Incentive Plan, which we refer to as the Equity Plan, was initially adopted in 1999 as the eSpeed, Inc. 1999 Long Term Incentive Plan, and was subsequently amended and restated in 2003. The eSpeed board of directors has further amended and restated our Equity Plan, subject to the approval of our stockholders, to (1) increase the number of our shares of Class A common stock that may be subject to outstanding awards under the Equity Plan from the greater of 18.5 million shares of our Common Stock or 30% of the number of outstanding shares of all classes of our common stock to the greater of 40 million shares of our Common Stock

## Table of Contents

or 15% of the number of outstanding shares of all classes of our common stock, and increase the overall limit on the number of shares of Class A common stock that may be issued pursuant to the exercise or settlement of all awards granted under the Equity Plan from 30 million shares to 60 million shares, all of which shares may be subject to incentive stock options; (2) provide that the price per share at which our Class A common stock may be purchased upon the exercise of a stock option may not be less than 100% of the fair market value of such shares on the date of grant; (3) prohibit repricing of stock options and stock appreciation rights, without prior stockholder approval to the extent required by applicable law and regulation; (4) provide that we may not, in connection with any award, extend, maintain, renew, guarantee or arrange for credit in the form of a personal loan to any participant who is our director or executive officer (within the meaning of the Exchange Act); (5) provide that Other Stock-Based Awards, as defined in the Equity Plan, includes BGC Holdings limited partnership interests issued under the BGC Holdings Participation Plan that are exchangeable for or otherwise represent the right to receive Combined Company common stock; (6) make certain other changes to clarify the meaning and operation of various provisions of the Equity Plan, conform the Equity Plan to recent regulatory developments, and remove outdated references in the Equity Plan; and (7) rename the Equity Plan the Amended and Restated BGC Partners, Inc. Long Term Incentive Plan.

We are submitting our Equity Plan, as amended and restated to incorporate these changes, to our stockholders for approval pursuant to the terms of the Equity Plan. Also, stockholder approval is being sought (i) so that the compensation attributable to certain awards under our Equity Plan may continue to qualify for an exemption from the \$1,000,000 federal income tax deduction limit under Section 162(m) of the Code; (ii) so that incentive stock options may continue to meet the requirements of the Code; and (iii) to meet the published listing requirements of the NASDAQ Global Market.

The eSpeed board of directors believes that the number of shares of our Class A common stock provided for under our Equity Plan will not be sufficient in view of our significantly increased size after the merger. The board has concluded that our ability to attract, retain and motivate top quality employees, officers, directors and consultants is material to our success, and would be enhanced by our continued ability to grant equity compensation under the Equity Plan and facilitate the grant of BGC Holdings limited partnership interests that are exchangeable for or otherwise represent the right to receive Combined Company common stock. Thus, the board believes that our interests and the interests of our stockholders will be advanced if employees, officers, directors and consultants can continue to be offered the opportunity to acquire or increase their proprietary interests in us. The board, therefore, believes that the availability of more shares under the Equity Plan will ensure that there will continue to be a sufficient number of shares with which to achieve the compensation strategy of the Combined Company. The other proposed amendments, which will be effective whether or not the merger agreement is approved, are intended to limit, clarify, and update the Equity Plan in various respects.

If this proposal to amend Equity Plan is approved by our stockholders, the increase in the number of shares of Class A common stock provided for under our Equity Plan, the inclusion within Other Stock-Based Awards of BGC Holdings limited partnership interests issued under the BGC Holdings Participation Plan that are exchangeable for or otherwise represent the right to receive Combined Company common stock and the renaming of the Equity Plan will be effective only if our stockholders approve the merger agreement. All other amendments to our Equity Plan, and the restatement of our Equity Plan, will be effective whether or not our stockholders approve the merger agreement.

---

**Table of Contents**

**SUMMARY HISTORICAL AND PRO FORMA FINANCIAL DATA**

The following table sets forth a summary of the historical combined financial information and other data of BGC Partners and summary pro forma combined financial information of the Combined Company.

The summary historical combined financial data of BGC Partners as of December 31, 2006 and 2005 and for each of the years ended December 31, 2006, 2005 and 2004 have been derived from BGC Partners' audited historical combined financial statements included elsewhere in this proxy statement. The summary historical combined financial data of BGC Partners as of December 31, 2004 have been derived from BGC Partners' audited historical combined financial statements not included in this proxy statement.

The summary historical combined financial data of BGC Partners as of and for the nine months ended September 30, 2007 have been derived from the unaudited historical combined financial statements included elsewhere in this proxy statement. The summary historical combined financial data of BGC Partners for the nine months ended September 30, 2006 have been derived from the unaudited historical combined financial statements included elsewhere in this proxy statement.

This financial data should be read in conjunction with BGC Partners' Selected Historical Combined Financial Data, BGC Partners' Management's Discussion and Analysis of Financial Condition and Results of Operations and BGC Partners' Combined Financial Statements and the accompanying Notes thereto included elsewhere in this proxy statement.

For purposes of this section of the proxy statement, references to BGC Partners refer to the BGC Division (as defined in Note 1 to the BGC Division Combined Financial Statements for the years ended December 31, 2006, 2005 and 2004, included elsewhere in this proxy statement).

The unaudited pro forma Combined Company statement of operations data for the nine months ended September 30, 2007 and the year ended December 31, 2006 and the unaudited pro forma statement of financial condition data as of September 30, 2007 were derived by applying pro forma adjustments to the historical statements of operations data of eSpeed and BGC Partners for the nine months ended September 30, 2007 and the year ended December 31, 2006 and the historical statement of financial condition data of eSpeed and BGC Partners as of September 30, 2007. The unaudited pro forma combined statement of operations data for the nine months ended September 30, 2007 and the year ended December 31, 2006 and the unaudited pro forma combined statement of financial condition data at September 30, 2007 present the results of operations and financial position of the Combined Company assuming that the merger had been completed as of January 1, 2006 with respect to the unaudited pro forma combined statement of operations data and at September 30, 2007 with respect to the unaudited pro forma combined statement of financial condition data.

The BGC Partners stand-alone pro forma adjustments give effect to the impact of the BGC's separation from Cantor. The separation adjustments are as follows:

*Business Transfer:* As part of the separation, Cantor will transfer to BGC Partners all rights and obligations to receive North American fully electronic trading revenues. Under the JSA, these rights include the recognition of North American fulfillment revenues; fees paid to eSpeed under revenue share arrangements; and costs required to settle and clear the transactions. The separation is described in more detail in the Related Agreements Separation Agreement section of this proxy statement. The adjustments include 35% recognition of fulfillment revenues (eSpeed recognizes 65%) and actual costs incurred by Cantor to support the business.

*Finance Restructuring:* As part of the separation, BGC Partners will be relieved of its current long-term debt obligations with Cantor in the amount of approximately \$250 million and allocated a portion of existing long-term debt of approximately \$150 million. The pro forma financial statements reflect the net impact of the existing debt relief and the assumption of the new debt.



**Table of Contents**

The Combined Company pro forma adjustments principally give effect to the impact of the merger as well as the following matters:

*Ownership Structure:* The Combined Company will consolidate the worldwide interests of the Opcos and eSpeed. For financial reporting purposes under U.S. GAAP the ownership interest held in Combined Company common stock, the BGC Holdings founding/working partner interest and BGC Holdings limited partnership interest held by Cantor will be accounted for as described below. A reconciliation of the calculation of fully diluted earnings per share will be reflected in the footnotes to the combined financial statements. The details of this reconciliation are outlined in the tables below. For purposes of providing an explanation of the capital structure we have labeled the three economic ownerships: (1) Combined Company; (2) founding/working partners; and (3) BGC Holdings limited partnership interests held by Cantor. The interest held by the public (including Combined Company common stock held by Cantor) will be in the form of Combined Company Class A common stock and Class B common stock. The BGC Holdings interests held by Cantor and the founding/working partners will be in the form of BGC Holdings limited partnership interests. The BGC Holdings exchangeable limited partnership interests received by Cantor may, in effect, be exchanged in the future for shares of Combined Company Class B common stock (or, at Cantor's option or if there are no additional authorized but unissued shares of Combined Company Class B common stock, Combined Company Class A common stock) on a one-for-one basis (subject to customary anti-dilution adjustments). In addition, Cantor intends to provide all founding partners with the right to immediately exchange 20% of their BGC Holdings founding partner interests for Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by a founding partner upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. Cantor also expects to grant certain additional exchange rights to Messrs. Amaitis and Lynn. No working partner interests will be issued at the time of the separation and merger. Any working partner interests that are issued will not be exchangeable with the Combined Company unless otherwise determined by BGC Partners with the written consent of a BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement.

The accounting for the three economic ownership categories is described in the table below:

	<b>Statement of Financial</b>	
<b>Economic Ownership</b>	<b>Statement of Operations Presentation</b>	<b>Condition Presentation</b>
<p><b><u>Combined Company</u></b></p> <p>Combined Company stockholders (Class A and B common stockholders)</p>	<p>The public stockholders (including Cantor) basic earnings per share (EPS) in the Combined Company is based on net income after allocations to the founding/working partners divided by the number of outstanding shares of Combined Company common stock.</p>	<p>Public stockholders (including Cantor) equity will be included in stockholders equity in the combined statement of financial condition.</p>
<p><b><u>Founding/working partners</u></b></p> <p>Founding/working partner interests (BGC Holdings limited partnership interests holders)</p>	<p>The founding/working partners may receive allocations of net income based on their pro rata share of the fully diluted shares in the Combined Company. This charge will be called allocation of net income to BGC Holdings founding partner units which will be a separate component listed in compensation expense.</p>	<p>The capital account balance, generally the amount of capital contributed by founding/working partners, will be classified on a separate liability line in the combined statement of financial condition called mandatorily redeemable partnership interest.</p>
<p><b><u>BGC Holdings limited partnership interests held by Cantor</u></b></p> <p>BGC Holdings limited partnership interests held by Cantor (BGC Holdings limited partnership interests holders)</p>	<p>Cantor's pro rata share of the net income in the Combined Company will be reported as a minority interest charge in the combined statement of operations.</p>	<p>Cantor's pro rata share of the capital held in BGC Division will be included as a component of minority interest in the combined statement of financial condition.</p>



**Table of Contents**

<b>Economic Ownership</b>	<b>Statement of Operations Presentation</b>	<b>Statement of Financial Condition Presentation</b>
<b><u>Consolidated BGC Partners, Inc.</u></b>	EPS on a fully diluted basis for the Combined Company are presented as follows: Net income allocations to the founding/working partners and the minority interest to Cantor described above will be added back to net income. The number of units held in BGC Holdings by both the founding/working partners and Cantor will be added to the Combined Company common stock (plus common stock equivalents) to determine fully diluted shares outstanding. The adjusted net income will be divided by the adjusted fully diluted shares to calculate fully diluted EPS. Because basic EPS and fully diluted EPS (with the exception of the impact of stock option) are based on pro rata ownership in the Combined Company, there should not be any difference in the calculations.	The three economic ownership categories will be accounted for as components of the Combined Company's liabilities and equity on the combined statement of financial condition. The founding/working partner interests will be recorded as mandatorily redeemable partnership interest; Cantor's BGC Holdings limited partnership interests will be treated as a component of minority interest and the interests held by the public will be a component of stockholders' equity in the Combined Company.

It is expected that after the merger the economic ownership structure percentages in the operating subsidiaries of the Combined Company will be 39.6% held by the public (including Combined Company common stock held by Cantor), 37.2% held by Cantor as BGC Holdings limited partnership interests, and 23.2% held by the founding partners as BGC Holdings limited partnership interests. In addition, concurrently with the merger, and, in the future, as part of its compensation process, BGC Holdings intends to issue certain REUs and BGC Partners intends to issue certain RSUs to certain employees of BGC and other persons who provide services to BGC. The calculation of the economic ownership percentages is described in the following table (in thousands):

<b>Ownership</b>	<b>Pre- Merger Common Stock (1)</b>	<b>Issued Common Stock (2)</b>	<b>Issued BGC Holding Units (3)</b>	<b>Total</b>	<b>Percentage (4)</b>
Combined Company	51,461	21,969		73,430	39.6%
Founding/working partners			42,936	42,936	23.2
BGC Holdings limited partnership interests held by Cantor			68,955	68,955	37.2
<b>Total common stock/BGC Holdings units</b>	<b>51,461</b>	<b>21,969</b>	<b>111,891</b>	<b>185,321</b>	<b>100.0%</b>

- 
- (1) Common stock amounts represent total eSpeed common stock including common stock options outstanding at September 30, 2007.
  - (2) Reflects shares issued in return for Maxcor. Maxcor is an entity that was acquired by BGC Division in May 2005. Maxcor is being contributed to the Combined Company directly. A separate valuation was performed on Maxcor on May 25, 2007 to determine the amount of shares to be issued.
  - (3) Reflects the issuance of BGC Holdings units to be held by the founding partners and Cantor upon completion of the merger. As part of the merger, the Cantor units held by founding partners will be redeemed for two distribution rights for each unit and 10 founding partner exchangeable interests for each unit. Cantor partners will receive two distribution rights for each Cantor unit they hold. They will not receive the one for 10 exchangeable interests as they are not BGC Holdings founding partners. Included in Cantor's portion of the BGC Holdings units are 7.4 million of distribution rights Cantor is obligated to distribute to the founding partners.



**Table of Contents**

- (4) The collective management of BGC, including founding partners and certain executives of Cantor who hold BGC management positions, are expected to own another 8.2% of the Combined Company, reflecting distribution and exchange rights. As a result, the Combined Company ownership held by management of BGC and eSpeed is the founding partners BGC Holdings units representing 23.2% plus another approximately 8.2% or approximately 31.4%. This amount excludes any shares of Class A or Class B common stock or any options previously granted to, held directly by, or held beneficially by, or otherwise controlled by the executives of the Combined Company.

The economic ownership percentages calculated above determine certain income statement and balance sheet allocations in the Combined Company pro forma financial statements as of September 30, 2007. The allocations are calculated below (in thousands, except for per share data):

**Statement of Operations** **Amount***Net income allocations*

Combined Company net income prior to allocations to founding partners and Cantor	\$ 46,724
Founding/working partners net income allocation percentage and compensation charged based on a pro rata ownership in the Combined Company.	23.2% (10,826)
Cantor minority interest allocation percentage and charge based on a pro rata ownership in the Combined Company.	37.2% (17,386)
Public company net income after founding partner distributions and minority interest allocations	\$ 18,512

*Basic and Fully Diluted Share Calculations*

Basic weighted average shares of common shares outstanding (1)	72,411
Stock option programs	1,006
BGC Holdings units held by founding partners	42,936
BGC Holdings units held by Cantor	68,955
Total fully diluted weighted average shares outstanding	185,308

*Earnings Per Share Calculations***Basic earnings per share**

Combined Company net income	\$ 18,512
Basic weighted average shares outstanding	72,411
Basic earnings per share	\$ 0.26

**Fully diluted earnings per share**

Combined Company net income adjusted to add back net income allocations to founding partners and Cantor minority interest allocations	\$ 46,724
Total fully diluted weighted average shares outstanding	185,308
Fully diluted earnings per share	\$ 0.25

**Statement of Financial Condition**

Total stockholders' equity and net assets prior to allocations	\$ 390,662
<i>Mandatorily redeemable interest</i>	
Value of BGC founding partner capital accounts at the time of the merger (2)	170,857
Subtotal remaining stockholders' equity and net assets	219,805

*Minority interest and Public Company*

The Cantor minority interest and the public company stockholders' equity was based on each ownership's pro rata share (based on assumed common stock and units held at September 30, 2007) of the remaining stockholders' equity after the allocation to the founding partners

Edgar Filing: ESPEED INC - Form DEFM14A

Public Company shares of common stock outstanding and stockholders equity allocation assumed at the time of the merger	73,430	51.6%	113,357
BGC Holding units held by and minority interest allocation to Cantor assumed at the time of the merger	68,955	48.4%	106,448
Total	142,384		

**Table of Contents**

- 
- (1) The weighted average basic common shares outstanding amounts were taken from eSpeed's Quarterly Report on Form 10-Q for the nine months ended September 30, 2007, filed with the SEC on November 9, 2007. The amount per the filing was 50.4 million shares. The pro forma Combined Company basic weighted average common shares takes the share amount per the eSpeed Form 10-Q and adds Combined Company Class A common stock contributed by Maxcor of 22.0 million shares assuming those shares were outstanding for the entire nine-month period ended September 30, 2007.
  - (2) The value of the founding partner accounts reflects redemptions of partnership interests to settle loans to certain Combined Company executive officers.

*Separation:* BGC Partners' separation from Cantor is described in more detail in the "The Merger Agreement Certain Actions Prior to the Merger" and "Related Agreements Separation Agreement" sections of this proxy statement.

*Sale of Partnership Interests:* Prior to completion of the merger, Messrs. Amaitis, Lynn, Merkel and two other individuals who are employed by one of BGC's affiliates will settle outstanding loans made to or guaranteed by Cantor. The settlement of the loans will result in a reduction in pro forma equity and cash and cash equivalents on the Combined Company's balance sheet as well as one-time compensation charge. To settle the loan balances, Messrs. Lynn, Merkel and two other individuals who are employed by one or more of BGC's affiliates will immediately after the separation sell to Cantor, for cash, distribution rights and founding partner interest provided to them in connection with the redemption of their Cantor limited partnership interests in connection with the separation at a price per interest or share equal to the closing price of eSpeed Class A common stock on the date of closing of the merger. The distribution rights and founding partner interest were derived by taking each of identified partner's Cantor partnership units and exchanging each of the Cantor units held for two distribution rights and 10 founding partner interests units in the Combined Company. Mr. Merkel will not receive founding partner interests. Cantor will redeem a portion of Mr. Amaitis' Cantor limited partnership interests for \$100.00 a unit. This price is based on a value determined by Cantor. The amount of the compensation charge is based on the closing price of eSpeed Class A common stock at the date of the transaction, or in Mr. Amaitis' case the \$100.00 value determined by Cantor, less the partner's basis in his Cantor interest or distribution rights and founding partner interest required to settle the outstanding debt at such date. Partner basis is based on the value of the partner's capital account at the time of the merger divided by their total units. The total amount of BGC executive officer debt at September 30, 2007 was \$66.9 million. The closing price of eSpeed Class A common stock on September 28, 2007 of \$8.53 was used for purposes of the below table. If the sale of the distribution rights, founding partner interests and Cantor interests occurred on September 28, 2007, it would have generated a compensation charge of \$41.3 million for the nine months ended September 30, 2007. Terms of the repayment are described in more detail in the "Certain Relationships and Related Transactions Before and After the Merger Repayment of Existing Loans and Required Capital Contributions" section of this proxy statement.

Under SEC Regulation S-X, Rule 11-02 (b)(5), "The pro forma condensed income statement shall disclose income (loss) from continuing operations before nonrecurring charges or credits directly attributable to the transaction. Material nonrecurring charges or credits and related tax effects which result directly from the transaction and which will be included in the income of the registrant within the 12 months succeeding the transaction shall be disclosed separately. Therefore, the compensation charge will not be considered in the pro forma combined statement of operations for the Combined Company."

**Table of Contents**

The following table shows the calculation of the projected compensation charges in connection with the redemption of the executive officers Cantor interests or distribution rights and founding partner interests (in thousands, except for per share data):

Executive Officer	Total Loan Outstanding(1)(2)	Share Redemption Price	Cantor Interest	Distribution Rights and BGC Holdings Founding Partner Interests Required to Repay Outstanding Loan	Cost Basis(1)	Compensation Charge (Total Proceeds Less Cost Basis) From Sale
Lee Amaitis	\$ 51,784	\$ 100.00	518		\$ 39.46	\$ 31,349
Shaun Lynn	9,627	\$ 8.53		1,129	\$ 2.91	6,344
Stephen Merkel	1,190	\$ 8.53		140	\$ 2.89	787
Other executives	4,273	\$ 8.53		500	\$ 2.93	2,807
<b>Total</b>	<b>\$ 66,874</b>		<b>518</b>	<b>1,769</b>		<b>\$ 41,287</b>

-

- (1) Outstanding loan balances and partner cost basis were based on August 31, 2007 partnership data of Cantor.
- (2) Loan balances include accrued interest.

*Issuance of Additional Partnership Interest:* Immediately after the redemption, Cantor will provide Messrs. Amaitis and Lynn with 1,100,000 and 200,000, respectively, of additional BGC Holdings founding partner interests that will be immediately exchangeable into shares of Class A common stock in the Combined Company. Mr. Lynn will also have 400,000 units of his existing founding partner interests become immediately exchangeable into shares of Class A common stock in the Combined Company. The additional founding partner interests will be treated as 100% compensation and Mr. Lynn's existing partnership interests that become immediately exchangeable will be treated as compensation to the extent the assumed share price exceeds his basis. The value of the interests is based on the closing price of eSpeed Class A common stock on the closing date of the merger. The closing price of eSpeed Class A common stock on September 28, 2007 of \$8.53 is used for purposes of the below table. If the additional units were issued and Mr. Lynn's existing founding partner interest became immediately exchangeable on September 28, 2007 it would have resulted in a compensation charge of \$13.3 million for the nine months ended September 30, 2007.

As described under "Sale of Partnership Interests" above, this charge is one-time in nature and therefore, under SEC Regulation S-X, Rule 11-02(b)(5), the compensation charge will not be considered in the pro forma combined statement of operations for the Combined Company.

The following table shows the calculation of the projected compensation charge in connection with the issuance of additional founding partner interests (in thousands, except for per share data):

Executive Officer	Additional Exchangeable Rights	Share Price	Cost Basis(1)	Compensation Charge
Lee Amaitis	1,100	\$ 8.53	\$	\$ 9,383
Shaun Lynn	200	\$ 8.53	\$	1,706
	400	\$ 8.53	\$ 2.91	2,248
<b>Total</b>	<b>1,700</b>			<b>\$ 13,337</b>

-

- (1) Partner cost basis was based on August 31, 2007 partnership data of Cantor.





---

**Table of Contents**

*Merger Structure:* The structure of the merger, which includes the issuance of 133,860,000 shares of Combined Company common stock and rights to acquire shares of Combined Company common stock and Cantor's and the founding partners' and the restricted equity partners' interests in BGC Holdings. The structure of the merger is described in more detail in the Proposal 1 The Merger Structure of the Combined Company section of this proxy statement.

*Exchangeability of Partnership Interest:* Upon the close of the merger, Cantor intends to provide all founding partners with the right to immediately exchange 20% of their BGC Holdings founding partner interests for restricted shares of Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by a founding partner upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. In addition, prior to the merger, Cantor intends to enter into agreements with Messrs. Amaitis and Lynn pursuant to which Cantor will agree that an additional portion of the BGC Holdings founding partner interests held by each of them, 1,100,000 and 600,000 (200,000 of additional BGC Holdings founding partner interest and 400,000 of existing partnership interest), respectively, will be immediately exchangeable into restricted shares of Combined Company Class A common stock on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by either of them upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. From time to time, Cantor may provide founding partners with the right to exchange their remaining BGC Holdings founding partner interests on terms and conditions to be determined by Cantor, provided that the terms and conditions of such exchange cannot in any way diminish or adversely affect the rights of the Combined Company or its subsidiaries (it being understood that an obligation by the Combined Company to deliver shares of Combined Company Class A common stock upon exchange will not be deemed to diminish or adversely affect the rights of the Combined Company or its subsidiaries).

*Finance Restructuring:* As part of the separation and merger, the Combined Company will be relieved of existing long-term debt obligations to Cantor of approximately \$322 million and allocated a portion of existing Cantor long-term debt, not to exceed \$150 million, which will mature in 2010. The Combined Company's obligations are described in more detail in the Related Agreements Separation Agreement Separation and Contribution section of this proxy statement.

*Accounting for the Combined Company:* The transaction contemplated by the merger agreement will be accounted for as a combination of entities under common control. For this purpose, eSpeed will be deemed the acquirer and BGC Partners will be deemed the acquiree. Statement of Financial Accounting Standards, which we refer to as SFAS, No. 141, *Accounting for Business Combinations*, which we refer to as SFAS No. 141, requires that in a transaction between entities under common control, the net assets of the acquiree, BGC Division, be recognized at their carrying amounts in the accounts of the transferring entity at the date of transfer; which for purposes of the statement of financial condition is assumed to be September 30, 2007.

*Consolidation:* The businesses of the Combined Company will be held under two subsidiaries: a partnership primarily holding the U.S. businesses called BGC U.S. and a partnership holding the non-U.S. businesses called BGC Global. These subsidiaries are collectively referred to as the Opcos. The Opcos will consolidate under Emerging Issues Task Force (EITF) 04-05, *Determining Whether a General Partner, or the General Partners as a Group, Controls a Limited Partnership or Similar Entity When the Limited Partners Have Certain Rights*, as it has been determined there are no variable interest entities.

**Table of Contents**

The summary pro forma financial data of the Combined Company are included for informational purposes only and should not be considered indicative of actual results that would have been achieved had these events actually been consummated on the dates indicated and do not purport to indicate results of operations as of any future date or for any future period. Please refer to Unaudited Pro Forma Financial Data for more information regarding the pro forma adjustments for the Combined Company.

**Table of Contents**

	Year Ended December 31,				Nine Months Ended September 30,			
	2006				2007			
	BGC Partners		Restated 2006	Pro Forma Combined Company	BGC Partners		Pro Forma BGC Partners Stand-Alone	
2004	2005	2006			2007	2007	2007	
<b>Combined Statement of Income Data:</b>								
Revenues:								
Commissions	\$ 165,410	\$ 343,327	\$ 512,075	\$ 592,078	\$ 374,730	\$ 519,193	\$ 539,614	\$ 579,715
Principal transactions	125,272	119,586	134,939	134,939	107,484	181,679	181,679	181,679
Fees from related parties	11,501	13,059	22,498	36,046	16,499	25,423	25,423	37,973
Market data	14,307	16,283	17,409	17,409	13,136	14,240	14,240	14,240
Interest income	1,055	9,048	21,545	31,086	18,874	12,348	12,335	19,872
Other revenues	10,276	2,432	19,614	43,184	13,473	2,878	2,878	11,918
<b>Total revenues</b>	<b>327,821</b>	<b>503,735</b>	<b>728,080</b>	<b>854,742</b>	<b>544,196</b>	<b>755,761</b>	<b>776,169</b>	<b>845,397</b>
Expenses:								
Compensation and employee benefits	193,405	386,752	510,893	560,016	388,051	444,980	444,980	486,912
Allocation of net income to founding partners holding units								10,826
<b>Total compensation</b>	<b>193,405</b>	<b>386,752</b>	<b>510,893</b>	<b>560,016</b>	<b>388,051</b>	<b>444,980</b>	<b>444,980</b>	<b>497,738</b>
Other expenses	130,770	220,567	331,685	382,938	231,309	257,042	250,162	300,447
<b>Total expenses</b>	<b>324,175</b>	<b>607,319</b>	<b>842,578</b>	<b>942,954</b>	<b>619,360</b>	<b>702,022</b>	<b>695,142</b>	<b>798,185</b>
Income (loss) from continuing operations before income taxes and minority interest	3,646	(103,584)	(114,498)	(88,212)	(75,164)	53,739	81,027	47,212
Minority interest	(54)	(16)	11	(53,744)	17	1,443	1,443	18,810
Provision (benefit) for income taxes	2,577	(7,634)	(1,843)	204	(361)	9,147	10,180	9,890
<b>Income (loss) from continuing operations</b>	<b>1,123</b>	<b>(95,934)</b>	<b>(112,666)</b>	<b>(34,672)</b>	<b>(74,820)</b>	<b>43,149</b>	<b>69,404</b>	<b>18,512</b>
Loss from discontinued operations, net of tax		(117)	(650)		(650)			
Cumulative effect of a change in accounting principle			(10,080)		(10,080)			
<b>Net income (loss)</b>	<b>\$ 1,123</b>	<b>\$ (96,051)</b>	<b>\$ (123,396)</b>	<b>\$ (34,672)</b>	<b>\$ (85,550)</b>	<b>\$ 43,149</b>	<b>\$ 69,404</b>	<b>\$ 18,512</b>
Adjustments for net income for fully diluted computation								
Net income								\$ 18,512
Allocation of net income to founding partner holding units								10,826
Minority interest to Cantor								17,386
<b>Net income for fully diluted computation</b>								<b>\$ 46,724</b>
<b>Per share data:</b>								
Basic earnings per share								\$ 0.26
Fully diluted earnings per share								\$ 0.25
Basic weighted average shares of common stock outstanding								
Stock option programs								72,411
BGC Holding units held by founding partners								42,936
BGC Holding units held by Cantor								68,955
<b>Fully diluted weighted average shares of common stock outstanding</b>								<b>185,308</b>

**Revenue by Geographic Region:**

Edgar Filing: ESPEED INC - Form DEFM14A

United Kingdom	\$ 218,503	\$ 232,798	\$ 344,342	\$ 345,507	\$ 273,504	\$ 338,008	\$ 338,008	\$ 340,697
United States	50,501	131,160	203,496	321,649	155,436	213,064	233,472	299,989
Other international	58,817	139,777	180,242	187,586	115,256	204,689	204,689	204,710
Total revenues	\$ 327,821	\$ 503,735	\$ 728,080	\$ 854,742	\$ 544,196	\$ 755,761	\$ 776,169	\$ 845,397

**Selected Statistical Data:**

Total average brokers	496	800	1,124	1,124	1,088	1,195	1,195	1,195
Total average employees	746	1,132	1,541	1,931	1,515	1,653	1,653	2,063

As of December 31,

As of September 30,

2007

BGC Partners

BGC Partners

Pro Forma  
Combined  
Company

	As of December 31,			As of September 30,	
	2004	2005	Restated 2006	2007	2007
<b>Combined Statement of Financial Condition Data:</b>					
Cash and cash equivalents	\$ 19,215	\$ 127,367	\$ 109,050	\$ 185,442	\$ 202,526
Total assets	\$ 454,409	\$ 875,059	\$ 1,119,099	\$ 1,439,203	\$ 1,538,257
Total liabilities	\$ 340,153	\$ 709,803	\$ 1,039,383	\$ 1,314,014	\$ 1,146,171
Mandatorily redeemable partnership interest	\$	\$	\$	\$	\$ 170,857
Minority interest (Cantor)	\$	\$	\$	\$	\$ 106,448
Total net assets/stockholders equity	\$ 107,208	\$ 158,224	\$ 72,673	\$ 116,703	\$ 113,357

---

**Table of Contents**

**GLOSSARY**

Unless we otherwise indicate or unless the context requires otherwise, any reference in this document to:

**BGC Partners** refers to (a)(i) BGC Partners, Inc., prior to its conversion to BGC Partners, LLC, or (ii) BGC Partners, LLC, after such conversion, or (b) the BGC Division (as defined in Note 1 to the BGC Division Combined Financial Statements for the years ended December 31, 2006, 2005 and 2004, included elsewhere in this proxy statement), where the context requires;

the **Opcos** refers to BGC U.S. and BGC Global, collectively;

the **Combined Company** refers to the surviving corporation in the merger, which will be renamed **BGC Partners, Inc.**, and its subsidiaries;

the **related agreements** refers collectively to the amended and restated limited partnership agreements of BGC U.S., BGC Global and BGC Holdings, the administrative services agreement, the Tower Bridge administrative services agreement, the separation registration rights agreement and the tax receivable agreement;

**exchangeable limited partners** or **BGC Holdings exchangeable limited partners** means (a) any Cantor Company that holds an exchangeable limited partnership interest and that has not ceased to hold such exchangeable limited partnership interest and (b) any person to whom a Cantor Company has transferred an exchangeable limited partnership interest and, prior to or at the time of such transfer, whom Cantor has agreed will be designated as an exchangeable limited partner;

**founding partners** or **BGC Holdings founding partners** refers to the individuals who will become limited partners of BGC Holdings in the mandatory redemption of interests in Cantor in connection with the separation and who will provide services to the Combined Company (provided that any member of the Cantor group and Howard W. Lutnick (including any entity directly or indirectly or controlled by Mr. Lutnick or any trust to which he is a guarantor, trustee or beneficiary) will not be a founding partner);

**working partners** or **BGC Holdings working partners** refers to holders of working partner units and the individuals who become limited partners of BGC Holdings from time to time after the separation and the merger and who will provide services to the Combined Company;

**restricted equity partners** or **BGC Holdings restricted equity partners** refers to certain individuals who will become limited partners of BGC Holdings in connection with the merger and from time to time after the merger and who will provide services to the Combined Company;

the **BGC Partners group** refers to BGC Partners and its subsidiaries (other than BGC Holdings and its subsidiaries and BGC U.S., BGC Global and their respective subsidiaries);

the **BGC Holdings group** refers to BGC Holdings and its subsidiaries (other than BGC U.S., BGC Global and their respective subsidiaries);

## Edgar Filing: ESPEED INC - Form DEFM14A

the Cantor group refers to Cantor and its subsidiaries (other than any member of the BGC Partners group or the BGC Holdings group);

BGC Partners common stock refers collectively to BGC Partners Class A common stock, BGC Partners Class B common stock and BGC Partners Class C common stock;

BGC Partners units refers collectively to BGC Partners Class A units, BGC Partners Class B units and BGC Partners Class C units;

eSpeed common stock refers collectively to eSpeed Class A common stock and eSpeed Class B common stock;

**Table of Contents**

Combined Company common stock refers collectively to Combined Company Class A common stock and Combined Company Class B common stock;

the BGC business refers to the business Cantor will contribute to BGC Partners pursuant to the separation agreement, which includes the business of BGC Financial Group, Inc. (formerly known as Maxcor Financial Group Inc.), which we refer to as BGC Financial, including its Euro Brokers subsidiaries, which we refer to as Euro Brokers, the business of ETC Pollak SAS, which we refer to as ETC Pollak, the business of Aurel Leven Securities, which we refer to as Aurel Leven, the business of AS Menkul Kiyemetler A.S., which we refer to as AS Menkul, Cantor's interests in Freedom International Holdings, L.P. (which holds an interest in Freedom International Brokerage L.P.), which we refer to as Freedom, the emerging markets equity derivatives business of Marex Financial Limited, which we refer to as Marex Financial, and the other inter-dealer brokerage, electronic brokerage services and market data businesses, historically operated by Cantor, that Cantor intends to contribute to BGC Partners pursuant to the separation agreement. After the merger, Cantor will continue to hold its equity capital markets, debt capital markets and gaming businesses, its interests in the Combined Company and BGC Holdings, certain greenhouse gas, energy, environmental and emission allowances businesses, the equity derivatives inter-dealer brokerage business of the Equities Division of Cantor and certain other businesses; and

the separation refers to the separation, by Cantor, of the BGC business from the remainder of Cantor's businesses pursuant to the separation agreement.



**Table of Contents****RISK FACTORS**

*You should carefully consider the following risks and all of the other information set forth in this proxy statement and the annexes, which are incorporated herein by reference. The risk factors set forth below primarily relate to the business of BGC U.S. and BGC Global. These risks also affect the Combined Company because, after the completion of the merger, the business of the Combined Company will primarily consist of its interest in BGC U.S. limited partnership interests, BGC Global limited partnership interests, the BGC Holdings general partnership interest and the BGC Holdings special voting limited partnership interest, which entitles the holder thereof to remove and appoint the general partner of BGC Holdings. If any of the events or developments described below actually occurred, our, or the Combined Company's, as the case may be, business, financial condition and results of operations would likely suffer. In that case, the trading price of our, or the Combined Company, as the case may be, common stock would likely decline, and you could lose part or all of your investment in the common stock. In addition, you should read and consider the risks associated with each of the businesses of eSpeed because these risks will also affect the Combined Company. These risks can be found below under Risk Factors Risks Related to the Combined Company's Business, as well as in Item 1A. Risk Factors in eSpeed's Annual Report on Form 10-K/A for the fiscal year ended December 31, 2006, which is incorporated herein by reference. You should also read and consider the other information in this proxy statement and the other documents incorporated by reference in this proxy statement. See the sections entitled Where You Can Find More Information on page 302 and Documents Incorporated by Reference beginning on page 302.*

**Risks Related to the Merger**

***The failure to integrate successfully the businesses and operations of eSpeed and BGC Partners in the expected time frame may adversely affect the Combined Company's future results.***

Historically, eSpeed and BGC Partners have operated as separate companies related primarily through the JSA, and they will continue to do so until the completion of the merger. The management of the Combined Company may face significant challenges in consolidating the functions of eSpeed and BGC Partners, integrating their technologies, organizations, procedures, policies and operations, as well as retaining key eSpeed and BGC Partners personnel. The integration may also be complex and time consuming, and require substantial resources and effort resulting in the possible diversion of management's attention for an extended period of time. The integration process and other disruptions resulting from the merger may also disrupt each company's ongoing businesses or cause inconsistencies in standards, controls, procedures and policies that adversely affect their relationships with employees and others with whom they have business or other dealings or to achieve the anticipated benefits of the merger, including the realization of anticipated cost savings and revenue enhancements. In addition, difficulties in integrating the businesses of eSpeed and BGC Partners could harm the reputation of the Combined Company.

***The Combined Company will incur significant transaction and merger-related costs in connection with the merger.***

eSpeed and BGC Partners expect to incur a number of non-recurring costs associated with combining the operations of the two companies including legal, accounting and other transaction fees and other costs related to the merger, anticipated to be between \$10 million and \$12 million. Some of these costs are payable regardless of whether the merger is completed. Additional unanticipated costs may be incurred in the integration of the businesses of eSpeed and BGC Partners.

Although we expect that the elimination of duplicative costs, as well as the realization of other efficiencies related to the integration of the businesses, may offset these transaction and merger-related costs over time, this net benefit may not be achieved in the near term, or at all.

---

## **Table of Contents**

***Certain directors and executive officers of eSpeed and BGC Partners may have interests in the merger that are different from, or in addition to or in conflict with, yours.***

Executive officers of BGC Partners (who, in some cases, are also officers of eSpeed) negotiated the terms of the merger agreement on behalf of BGC Partners and, upon the unanimous recommendation of the Special Committee, the eSpeed board of directors approved the merger agreement and the transactions contemplated thereby, including the merger and the issuance of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, and unanimously recommends that you vote in favor of the adoption of the merger agreement and the transactions contemplated thereby. These directors and executive officers may have interests in the merger that are different from, or in addition to, yours, and the interests of the current directors and executive officers of eSpeed, the future directors and officers of the Combined Company and certain beneficial owners of eSpeed common stock may conflict with the interests of the unaffiliated eSpeed stockholders. These interests include the continued employment of certain executive officers of eSpeed or BGC Partners by the Combined Company, the continued positions of directors of eSpeed as directors of the Combined Company or as officers or partners of Cantor, and the indemnification of former eSpeed and BGC Partners directors and officers by the Combined Company. You should be aware of these interests when you consider the recommendation of the eSpeed board of directors that you vote in favor of the adoption of the merger agreement and the transactions contemplated thereby. For a discussion of the interests of eSpeed's directors and executive officers in the merger, see "The Merger - Interests of Directors, Executive Officers and Certain Beneficial Owners in the Merger."

***eSpeed stockholders, other than Cantor and its affiliates, will have a reduced ownership and voting interest in the Combined Company after the merger and will be further diluted upon exchange of BGC Holdings limited partnership interests into Combined Company common stock.***

After the completion of the merger, eSpeed stockholders, other than Cantor and its affiliates, will own a smaller percentage of the Combined Company than they currently own of eSpeed. Upon completion of the merger, the holders of eSpeed Class A common stock (other than Cantor and its affiliates) will own approximately 41.2% of the Combined Company Class A common stock and will have approximately 11.8% of the voting power of the Combined Company on a diluted basis. Following the closing of the merger, we currently expect to conduct a primary and secondary offering of the Combined Company Class A common stock. The timing, the size and the price of such offering have not yet been determined. Such an offering could dilute the Combined Company stockholders. Holders of eSpeed Class A common stock (other than Cantor and its affiliates), as a group, will have reduced ownership and voting power in the Combined Company compared to their ownership and voting power in eSpeed. In addition, future sales of shares of Combined Company Class A common stock could further dilute eSpeed stockholders. Current eSpeed stockholders will experience further dilution of their ownership interest in the Combined Company upon exchange of BGC Holdings limited partnership interests into Combined Company common stock.

***The impact of the separation and the merger on the founding partners, restricted equity partners and future working partners may adversely affect the Combined Company's ability to retain, recruit and motivate these persons.***

While we believe the separation will promote retention and recruitment, some founding partners, restricted equity partners and future working partners may be more attracted to the benefits of working at a private, controlled partnership or of being a partner in Cantor, which may adversely affect the Combined Company's ability to retain, recruit and motivate these persons. The impact of the separation on the founding partners, restricted equity partners, future working partners and other employee retention and recruitment is uncertain.

Many of the individuals that will be key employees of the Combined Company are currently limited partners of Cantor. We believe that the possibility of becoming a limited partner of Cantor has been an important tool in its ability to hire and retain key employees. Prior to the merger, Cantor will redeem Cantor limited

**Table of Contents**

partnership interests held by founding partners in exchange for BGC Holdings limited partnership interests and distribution rights in respect of BGC Partners interests and, after the merger, Combined Company Class A common stock. For a discussion of this redemption and the treatment of founding partners, BGC Partners employees and other persons who provide services to BGC Partners in connection with the separation and the merger, see *Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreement REUs*, *Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreement Partner Obligations* and *Related Agreements BGC Holdings Participation Plan*. In addition, we expect that from time to time following the merger, key employees of the Combined Company will have the opportunity to become limited partners of BGC Holdings. See *Related Agreements BGC Holdings Participation Plan*.

While these BGC Holdings limited partnership interests will entitle founding/working partners and restricted equity partners to participate in distributions of income from the operations of the Combined Company's business, upon leaving BGC Holdings (or upon any other redemption or purchase of such limited partnership interests as described below), any such founding/working partner or restricted equity partners will, unless Cantor, in the case of the founding partners, and the Combined Company, as the general partner of BGC Holdings, otherwise determine, only be entitled to receive over time, and provided he or she does not violate certain partner obligations, an amount for his or her BGC Holdings limited partnership interests that reflects such partner's capital account, and not any goodwill or going concern value of the Combined Company's business. Moreover, unlike Cantor, founding/working partners and restricted equity partners will have no right to exchange their BGC Holdings limited partnership interests for shares of Combined Company capital stock (unless, in the case of founding partners, Cantor determines otherwise as Cantor intends to do with respect to a portion of the founding partner interests immediately after the merger and in the case of working partners and restricted equity partners, the BGC Holdings general partner with Cantor's consent determines otherwise) and thereby realize any higher value associated with Combined Company capital stock. See *Certain Relationships and Related Transactions Before and After the Merger Exchangeability of Founding Partner Interests*.

The BGC Holdings limited partnership interests are also subject to redemption, with respect to the founding partners, upon mutual agreement of Cantor and the general partner of BGC Holdings, and with respect to the working partners and restricted equity partners, at the election of the general partner of BGC Holdings, as described in *Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreement Redemption of BGC Holdings Founding/Working Partner Interests and REU Interests*, and will subject founding/working partners and restricted equity partners to non-competition and non-solicitation covenants, as well as other obligations as described in *Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreement Partner Obligations*. In addition, the exercise of Cantor's right of first refusal in respect of founding partner interests and, in certain circumstances, working partner interests and REU interests (in each case that have not become exchangeable), will result in the share of distributions of income from the operations of the Combined Company's business on other outstanding BGC Holdings limited partnership interests, including those held by founding/working or restricted equity partners, to remain the same rather than increasing as would be the case if such interests were redeemed by BGC Holdings. See *Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreement Cantor's Right of First Refusal*.

The terms of the BGC Holdings limited partnership interests held by founding/working partners and restricted equity partners will also differ from the terms of the limited partnership interests in Cantor currently held by founding partners and by certain of the restricted equity partners as follows:

unlike the limited partnership interests in Cantor, founding/working partners and restricted equity partners will not be entitled to reinvest the distributions on BGC Holdings limited partnership interests in additional BGC Holdings limited partnership interests at preferential or historical prices; and

as described in *Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreement Distributions*, Cantor will be entitled to receive any amounts from selected extraordinary transactions which are withheld from distributions to founding/working partners and restricted equity partners and forfeited by founding/working partners and restricted equity partners leaving BGC Holdings prior to their interests in such withheld distributions fully vesting rather than any such forfeited amounts accruing to the benefit of all BGC Holdings limited partners on a pro rata basis.

**Table of Contents**

Founding partners may find any of these terms of the BGC Holdings limited partnership interests to be less attractive than the current arrangements for limited partners of Cantor, which may reduce the effectiveness of these interests as retention tools.

In addition, the ownership of the distribution rights and underlying shares of Combined Company Class A common stock received by founding partners and other persons providing services to BGC Partners will not be dependent upon a founding partner's continued employment with the Combined Company or Cantor or compliance with the partner obligations, and founding partners will not be restricted from leaving the Combined Company by the potential loss of shares distributable pursuant to these distribution rights.

***The combined pro forma financial information in this proxy statement may not permit you to predict the Combined Company's costs of operations, and the estimates and assumptions used in preparing the combined pro forma financial information may be materially different from the Combined Company's actual experience as a reorganized, combined company and its actual results of operations could materially differ from the combined pro forma financial information in this proxy statement.***

In preparing the combined pro forma financial information in this proxy statement, we have made adjustments to the historical financial information of BGC Partners and we have made adjustments to historical financial information of BGC Partners and eSpeed to reflect the separation and the merger, based upon currently available information and upon assumptions that our management believes are reasonable in order to reflect, on a pro forma basis, the impact of the transactions contemplated by the separation and the merger. The adjustments for the separation and merger include, among other items, a forgiveness of intercompany balances with Cantor; settlement of outstanding executive loans; a calculation of distributions of net income to founding partners; a calculation of Cantor's minority interest in the Combined Company; a transfer of business lines between the Combined Company and Cantor; a deduction and charge to earnings for estimated income taxes based on an estimated tax rate, estimated salaries, payroll taxes and benefits for founding/working partners; and an elimination of intercompany transactions between eSpeed and BGC Partners. These and other estimates and assumptions used in the calculation of the pro forma financial information in this proxy statement may be materially different from the actual experience of the BGC business as a separate, independent business from Cantor and the Combined Company's actual experience combining the historic operations of BGC Partners and eSpeed. The pro forma financial information in this proxy statement does not purport to represent what the Combined Company's or BGC U.S.'s or BGC Global's results of operations would actually have been had BGC Partners, the Combined Company, BGC U.S. or BGC Global operated as a combined company, with BGC Partners separated from Cantor, during the periods presented, nor does the pro forma information give effect to any events other than those discussed in the unaudited pro forma financial information and related notes. The pro forma financial information also does not purport to be indicative of results of operations as of any future date or future period. The Combined Company's actual results of operations could materially differ from the pro forma financial information in this proxy statement.

***The Combined Company will be required to pay Cantor for a significant portion of the benefit relating to any additional tax depreciation or amortization deductions it may claim as a result of the tax basis step-up BGC Partners receives, the rights to which the Combined Company will assume in the merger, in connection with the separation and the related transactions, respectively.***

The BGC Holdings exchangeable limited partnership interests received by Cantor may, in effect, be exchanged in the future for shares of Combined Company Class B common stock (or, at Cantor's option or if there are no additional authorized but unissued shares of Combined Company Class B common stock, Combined Company Class A common stock) on a one-for-one basis (subject to customary anti-dilution adjustments). The exchanges may result in increases in the tax basis of the tangible and intangible assets of BGC U.S. and BGC Global attributable to BGC Partners, or, after the merger, the Combined Company's, interest in BGC U.S. and BGC Global that otherwise would not have been available. These increases in the tax basis may reduce the amount of tax that BGC Partners, or, after the merger, the Combined Company, would otherwise be required to pay in the future, although the Internal Revenue Service may challenge all or part of that tax basis increase, and a court could sustain such a challenge.

---

**Table of Contents**

The merger agreement and the separation agreement contemplate that BGC Partners will enter into, and the Combined Company will assume BGC Partners' rights and obligations under, a tax receivable agreement with Cantor that will provide for the payment by the Combined Company to Cantor of 85% of the amount of cash savings, if any, in U.S. federal, state and local income tax or franchise tax that it actually realizes as a result of these increases in tax basis and of certain other tax benefits related to entering into the tax receivable agreement, including tax benefits attributable to payments under the tax receivable agreement. The Combined Company expects to benefit from the remaining 15% of cash savings, if any, in income or franchise tax that it realizes. The Combined Company will determine, after consultation with Cantor, the extent to which it is permitted to claim any such tax benefits, and such tax benefits will be taken into account in computing any cash savings so long as the Combined Company's accountants agree that it is at least more likely than not that such tax benefit is available. BGC Partners, or, after the merger, the Combined Company, will have the right to terminate the tax receivable agreement at any time for an amount based on an agreed value of payments remaining to be made under the agreement, provided that if Cantor and the Combined Company cannot agree upon a value, the agreement will remain in full force and effect. While the actual amount and timing of any payments under the tax receivable agreement will vary depending upon a number of factors, including the timing of exchanges, the extent to which such exchanges are taxable and the amount and timing of the income that BGC Partners, or, after the merger, the Combined Company, achieves, it is expected that as a result of the anticipated magnitude of the increases in the tax basis of the tangible and intangible assets of BGC U.S. and BGC Global attributable to BGC Partners, or, after the merger, the Combined Company's, interest in BGC U.S. and BGC Global, during the expected 24-year term of the tax receivable agreement, the payments that BGC Partners, or, after the merger, the Combined Company, may make to Cantor could be substantial. The ability of BGC Partners, or, after the merger, the Combined Company, to achieve benefits from any such increase will depend upon a number of factors, including the timing and amount of future income of BGC Partners, or, after the merger, the Combined Company.

Pursuant to the tax receivable agreement, 20% of each payment that would otherwise be made by the Combined Company will be deposited into an escrow account until the expiration of the statute of limitations for the tax year to which the payment relates. If the Internal Revenue Service successfully challenges the availability of any tax benefit and determines that a tax benefit is not available, the Combined Company will be entitled to receive reimbursements from Cantor for amounts it previously paid under the tax receivable agreement and Cantor will indemnify the Combined Company and hold it harmless with respect to any interest or penalties in respect of the disallowance of any deductions which gave rise to the payment under the tax receivable agreement (together with reasonable attorneys' and accountants' fees incurred in connection with any related tax contest, but only to the extent Cantor is permitted to control such contest). Any such reimbursement or indemnification payment shall be satisfied first from the escrow account (to the extent funded in respect of such payments under the tax receivable agreement). See **Related Agreements** Tax Receivable Agreement.

***The separation and the merger might be challenged by creditors as a fraudulent transfer or conveyance, and equity holders and creditors of the entity held liable could be adversely affected should a court agree with such a challenge.***

Although we do not believe that the separation or the merger will result in a fraudulent conveyance or transfer, if a court in a suit by an unpaid creditor or representative of creditors of Cantor or another entity transferring consideration to BGC Partners or the Combined Company, such as a trustee in bankruptcy, or Cantor or such other entity itself, as debtor-in-possession in a reorganization case under Title 11 of the U.S. Code, were to find that:

the separation or the merger, as the case may be (or any component transaction thereof), was undertaken for the purpose of hindering, delaying or defrauding creditors of Cantor or another entity by transferring consideration to BGC Partners as part of the separation or the Combined Company as part of the merger, as the case may be; or

Cantor or another entity transferring consideration to BGC Partners as part of the separation or the Combined Company as part of the merger received less than reasonably equivalent value or fair consideration in connection with the separation or the merger, as the case may be, and (1) any of Cantor or such other entity (as applicable) were insolvent immediately before, or were rendered

---

**Table of Contents**

insolvent by, the separation or the merger, as the case may be, (2) Cantor or such other entity (as applicable) immediately prior to, or as of the effective time of, the completion of the separation or the merger, as the case may be, and after giving effect thereto, intended or believed that it would be unable to pay its debts as they became due or (3) the capital of any of Cantor or such other entity (as applicable) immediately before, or at the effective time of, the completion of the separation or the merger, as the case may be, and after giving effect thereto, was inadequate to conduct its business;

then that court could determine that the separation or the merger, as the case may be (or any component transaction thereof), violated applicable provisions of the U.S. Bankruptcy Code or applicable non-bankruptcy fraudulent transfer or conveyance laws. This determination would permit unpaid creditors, the bankruptcy trustee or debtor-in-possession to rescind the separation or the merger, as the case may be (or component transaction thereof), to recover the consideration transferred or an amount equal to the value thereof from BGC Partners or the Combined Company, or to subordinate or render unenforceable the debt incurred in furtherance thereof, or to require BGC Partners or the Combined Company or the holder of such debt to fund liabilities for the benefit of creditors. Equity holders and creditors of BGC Partners or the Combined Company held liable as a result of such a determination would be adversely affected to the extent each is required to surrender value to satisfy its liability.

The measure of insolvency for purposes of the foregoing considerations will vary depending upon the law of the jurisdiction that is being applied. Generally, however, an entity would be considered insolvent if:

the sum of its liabilities, including contingent liabilities, is greater than its assets, at a fair valuation;

the present fair saleable value of its assets is less than the amount required to pay the probable liability on its total existing debts and liabilities, including contingent liabilities, as they become absolute and matured; or

it is generally not paying its debts as they become due.

Similar provisions would also apply in any other jurisdiction in which the separation and/or merger takes effect.

***If the Combined Company were deemed an investment company under the Investment Company Act of 1940, as amended, as a result of its ownership of BGC U.S., BGC Global or BGC Holdings, applicable restrictions could make it impractical for the Combined Company to continue its business as contemplated and could materially adversely affect its business, financial condition and results of operation.***

If Cantor ceases to hold a majority of the Combined Company's voting power, Cantor's interest in the Combined Company could be deemed an investment security under the Investment Company Act of 1940, as amended, which we refer to as the Investment Company Act. If the Combined Company were to cease participation in the management of BGC Holdings (or BGC Holdings, in turn, were to cease participation in the management of BGC U.S. or BGC Global) or not be deemed to have a majority of the voting power of BGC Holdings (or BGC Holdings, in turn, were to not be deemed to have a majority of the voting power of BGC U.S. or BGC Global), the Combined Company's interest in BGC Holdings or BGC U.S. or BGC Global could be deemed an investment security for purposes of the Investment Company Act. If BGC Holdings ceased to participate in the management of BGC U.S. or BGC Global or not be deemed to have a majority of the voting power of BGC U.S. or BGC Global, its interest in BGC U.S. or BGC Global could be deemed an investment security for purposes of the Investment Company Act. Generally, an entity is an investment company if it owns investment securities having a value exceeding 40% of the value of its total assets (exclusive of U.S. government securities and cash items), absent an applicable exemption. The Combined Company will be a holding company and will hold BGC U.S. limited partnership interests, BGC Global limited partnership interests, the BGC Holdings general partnership interest and the BGC Holdings special voting limited partnership interest, which entitles the holder thereof to remove and appoint the general partner of BGC Holdings. A determination that the Combined Company holds more than 40% of its assets in investment securities could result in the Combined Company being an investment company under the Investment Company Act and becoming subject to registration and other requirements of the Investment Company Act.

---

**Table of Contents**

The Investment Company Act and the rules thereunder contain detailed prescriptions for the organization and operations of investment companies. Among other things, the Investment Company Act and the rules thereunder limit or prohibit transactions with affiliates, limit the issuance of debt and equity securities, prohibit the issuance of stock options and impose certain governance requirements. If anything were to happen that would cause the Combined Company, BGC Holdings or Cantor to be deemed to be an investment company under the Investment Company Act, the Investment Company Act would limit its capital structure, ability to transact business with affiliates (including Cantor, BGC Holdings or the Combined Company, as the case may be) and ability to compensate key employees. Therefore, if Cantor, BGC Holdings or the Combined Company became subject to the Investment Company Act, it could make it impractical to continue the business of the Combined Company as contemplated by the merger, impair the agreements and arrangements, including the merger agreement, the separation agreement and related agreements and the transactions contemplated by those agreements, between and among eSpeed, BGC Partners, BGC Holdings, BGC U.S., BGC Global and Cantor or any combination thereof and materially adversely affect the Combined Company's business, financial condition and results of operations.

**Risks Related to the Combined Company's Business**

*Because competition for the services of brokers is intense, the Combined Company may not be able to attract and retain highly skilled brokers, which could adversely impact its revenues and as a result could materially adversely affect its business, financial condition and results of operations.*

The Combined Company's ability to provide high-quality brokerage services and maintain long term relationships with its customers will depend, in large part, upon its brokers. As a result, the Combined Company must attract and retain highly qualified brokerage personnel. In recent years, BGC Partners has significantly grown the number of brokers in its business through new hires and acquisitions of existing businesses, and the Combined Company is expected to continue to do so in the future. Competition for the services of brokers is intense, especially for brokers with extensive experience in the specialized markets in which the BGC businesses participate or the Combined Company may seek to enter. If the Combined Company is unable to hire or retain highly qualified brokers, including retaining those at businesses acquired in the future, the Combined Company may not be able to enter new brokerage markets or develop new products. If the Combined Company loses one or more of its brokers in a particular market in which it participates, the Combined Company's revenues may decrease and the Combined Company may lose market share in that particular market.

In addition, recruitment and retention of qualified brokers could result in substantial additional costs. The businesses constituting the Combined Company have been a party to, or otherwise involved in, several litigations and arbitrations involving competitor claims in connection with new employee hires. The Combined Company may also pursue its rights through litigation when competitors hire its employees who are under contract with the Combined Company. The businesses constituting the Combined Company are currently involved in litigations and arbitrations with their competitors relating to new employee hires and departures. We believe such proceedings are common in the Combined Company's industry due to its highly competitive nature. An adverse settlement or judgment related to these or similar types of claims could have a material adverse effect on the Combined Company's financial condition. Regardless of the outcome of these claims, the Combined Company will generally incur significant expenses and require substantial management time to deal with these claims. See Information About BGC Partners Business Legal Proceedings and Item 3. Legal Proceedings in eSpeed's Annual Report on Form 10-K/A for the fiscal year ended December 31, 2006, which is incorporated herein by reference.

If the Combined Company fails to attract new personnel, or fails to retain and motivate its current personnel, or if the Combined Company incurs increased costs associated with attracting and retaining personnel (such as litigation, arbitration, sign-on or guaranteed bonuses or forgivable loans), the Combined Company's revenues could be adversely impacted and, as a result, its business, financial condition and results of operations could be materially adversely affected.

---

**Table of Contents**

*The Combined Company will face strong competition from brokerage and financial services firms, many of which have greater market presence, marketing capabilities and technological and personnel resources than will the Combined Company, which could lead to pricing pressures which could adversely impact the Combined Company's revenues and as a result could materially adversely affect the Combined Company's business, financial condition and results of operations.*

The brokerage and financial services industries are intensely competitive, and are expected to remain so. The Combined Company will compete directly with numerous other brokerage firms. The Combined Company will also compete with companies that provide alternative products, such as contracts traded on futures exchanges, and trading processes, such as the direct dealer-to-dealer market for government securities and stock exchange markets for corporate equities and other securities. BGC Partners and eSpeed increasingly compete with exchanges for the execution of trades in certain products, mainly in derivatives such as futures, options and options on futures. Some of the Combined Company's competitors have greater market presence, marketing capabilities and financial, technological and personnel resources than it will and, as a result, its competitors may be able to:

develop and expand their network infrastructures and service offerings more efficiently or more quickly than the Combined Company can;

adapt more swiftly to new or emerging technologies and changes in customer requirements;

take advantage of acquisitions and other opportunities more effectively than the Combined Company can;

hire brokers and other key employees of the Combined Company;

devote greater resources to the marketing and sale of their products and services;

more effectively leverage existing relationships with customers and strategic partners or exploit more recognized brand names to market and sell their services;

provide a lower cost structure and lower commissions;

provide access to trading in products or a range of products that at any particular time the Combined Company does not offer; and

develop services similar to the Combined Company's new services that are preferred by the Combined Company's customers.

In addition, new competitors may emerge and entire product lines may be threatened by new technologies or market trends that reduce the value of these existing product lines. If the Combined Company is not able to compete successfully in the future, its revenues could be adversely impacted and as a result its business, financial condition and results of operations could be materially adversely affected.

Competition for brokerage transactions also has resulted in substantial commission discounting by brokers that will compete with the Combined Company for its brokerage business. Further discounting could adversely impact the Combined Company's revenues and as a result could materially adversely affect the Combined Company's business, financial condition and results of operations. The market for hiring brokers of various securities and financial products is also highly competitive and, from time to time, may result in litigation and/or arbitration. See

Information About BGC Partners' Business Legal Proceedings and Item 3. Legal Proceedings in eSpeed's Annual Report on Form 10-K/A for the fiscal year ended December 31, 2006, which is incorporated herein by reference.



## Edgar Filing: ESPEED INC - Form DEFM14A

The Combined Company's operations also will include the sale of pricing and transactional information produced by its brokerage operations to securities information processors and/or vendors. There is a high degree of competition in pricing and transaction reporting products and services, and such businesses may become more competitive in the future. Competitors and customers of the Combined Company's brokerage businesses have together and individually offered market information services in competition with those offered and expected to be offered by the Combined Company.

---

**Table of Contents**

***Consolidation in the brokerage, exchange and financial services industries could materially adversely affect the Combined Company's business, financial condition and results of operations because the Combined Company may not be able to compete successfully.***

In recent years, there has been substantial consolidation and convergence among companies in the brokerage, exchange and financial services industries, resulting in increased competition. Continued consolidation in the financial services industry and especially among the Combined Company's customers could lead to the exertion of additional pricing pressure by the Combined Company's primary customers, impacting the commissions it generates from its brokerage services. Further, the recent consolidation among exchange firms, and expansion by these firms into derivative and other non-equity trading markets, will increase competition for customer trades and place additional pricing pressure on commissions and spreads. These developments have increased competition from firms with potentially greater access to capital resources than the Combined Company. Finally, consolidation among the Combined Company's competitors other than exchange firms could result in increased resources and product or service offerings for the Combined Company's competitors. If the Combined Company is not able to compete successfully in the future, its business, financial condition and results of operations could be materially adversely affected.

***The Combined Company may pursue strategic alliances, acquisitions or joint ventures or hire brokers for new or existing brokerage desks, which could present unforeseen integration obstacles or costs and could dilute the common stock owned by the Combined Company's stockholders.***

BGC Partners and eSpeed have explored and it is expected that the Combined Company will continue to explore a wide range of strategic alliances with other brokers and with other companies that have interests in businesses in which there are brokerage or other strategic opportunities. The Combined Company also may seek to hire brokers for new or existing brokerage desks. These acquisitions or new hires may be necessary in order for the Combined Company to enter into or develop new product areas.

Strategic alliances, acquisitions, joint ventures and new hires involve a number of risks and present financial, managerial and operational challenges, including:

potential disruption of the Combined Company's ongoing business and product development and distraction of management;

difficulty retaining and integrating personnel and integrating financial and other systems;

the necessity of hiring additional management and other critical personnel and integrating them into current operations;

litigation and/or arbitration associated with hiring brokerage personnel;

increasing the scope, geographic diversity and complexity of the Combined Company's operations;

potential dependence upon, and exposure to liability, losses or reputational damage relating to systems, controls and personnel that are not under the Combined Company's control;

potential unfavorable reaction to the Combined Company's strategic alliance, acquisition or joint venture strategy by its customers;

to the extent that the Combined Company pursues business opportunities outside the United States, exposure to political, economic, legal, regulatory, operational and other risks that are inherent in operating in a foreign country, including risks of possible nationalization, expropriation, price controls, capital controls, exchange controls and other restrictive governmental actions, as well as the outbreak of hostilities;

## Edgar Filing: ESPEED INC - Form DEFM14A

the up-front costs associated with recruiting brokerage personnel, including those costs associated with establishing a new brokerage desk;

conflicts or disagreements between any strategic alliance or joint venture partners and the Combined Company; and

exposure to additional liabilities of any acquired business, strategic alliance or joint venture.

---

**Table of Contents**

As a result of these risks and challenges, the Combined Company may not realize any anticipated benefits from strategic alliances, acquisitions or joint ventures, and such strategic alliances, acquisitions or joint ventures may in fact materially adversely affect the Combined Company's business, financial condition and results of operations. In addition, future strategic alliances, acquisitions or joint ventures or the hiring of new brokerage personnel may involve the issuance of additional shares of Combined Company common stock, which may dilute your ownership of the Combined Company or may involve litigation (see Information About BGC Partners Business Legal Proceedings ).

***If the Combined Company is unable to identify and exploit new market opportunities, its revenues may decline and as a result its business, financial condition and results of operations could be materially adversely affected.***

As more participants enter markets, the resulting competition often leads to lower commissions. This may result in a decrease in revenues in a particular market even if the volume of trades the Combined Company handles in that market increases. As a result, the Combined Company's strategy will be to broker more trades and increase market share in existing markets and to seek out new markets in which it believes it can charge higher commissions. Pursuing this strategy may require significant management attention and broker expense. The Combined Company may not be able to attract new customers or successfully enter new markets. If the Combined Company is unable to identify and exploit new market opportunities on a timely and cost-effective basis, its revenues may decline and as a result its business, financial condition and results of operations could be materially adversely affected.

***The Combined Company's ability to retain its key employees and the ability of certain key employees to devote adequate time to the Combined Company are critical to the success of the Combined Company's business, and failure to do so may adversely affect the Combined Company's revenues and as a result could materially adversely affect its business, financial condition and results of operations.***

The Combined Company's people will be its most important resource. The Combined Company must retain the services of its key employees and strategically recruit and hire new talented employees to obtain customer transactions that generate substantially all of the Combined Company's revenues.

Howard W. Lutnick, who will serve as the Combined Company's Co-Chief Executive Officer and Chairman, is also the Chairman of the Board and Chief Executive Officer of Cantor and President and the controlling stockholder of CF Group Management, Inc., Cantor's managing general partner, which we refer to as CFGM. Stephen M. Merkel, who will serve as the Combined Company's Executive Vice President, General Counsel and Secretary, is employed as Executive Managing Director, General Counsel and Secretary of Cantor. We currently expect that Mr. Lutnick will spend approximately 50% of his time each year on Combined Company matters, that Mr. Amaitis will spend approximately 90% of his time each year on Combined Company matters and that Mr. Merkel will spend approximately 50% of his time each year on Combined Company matters, although these percentages may vary depending on business developments at the Combined Company or Cantor or any of their affiliates. Messrs. Lutnick and Merkel hold Cantor partnership interests and will not have these interests redeemed as part of the separation. In addition, Lee M. Amaitis, who will serve as the Combined Company's Co-Chief Executive Officer and a member of its board of directors, and who is currently Chairman and Chief Executive Officer of BGCI and BGC Partners, is currently employed as President and Chief Executive Officer of Cantor Index Limited and holds positions at various gaming affiliates of Cantor. It is expected that Messrs. Lutnick, Merkel and Amaitis will continue to hold such offices following the merger. In addition, Messrs. Lutnick and Merkel also hold and/or will hold offices at various other affiliates of Cantor. As a result, these key employees will dedicate only a portion of their professional efforts to the Combined Company's business and operations. These key employees may not be able to dedicate adequate time to the Combined Company's business and operations and the Combined Company could experience an adverse effect on its operations due to the demands placed on its management team by their other professional obligations.

**Table of Contents**

The BGC Holdings limited partnership agreement, which will include non-competition and other arrangements applicable to those key employees of the Combined Company who will be limited partners of BGC Holdings, may not prevent the Combined Company's key employees, including Messrs. Lutnick and Merkel, who as continuing Cantor partners are not subject to these provisions in the BGC Holdings limited partnership agreement, from resigning or competing against the Combined Company. See Management Before and After the Merger Employment Agreements and Certain Relationships and Related Transactions Before and After the Merger. In addition, the success of the businesses that will comprise the Combined Company has largely been dependent on the efforts of Messrs. Lutnick, Amaitis and Shaun D. Lynn and other executive officers. Should Mr. Lutnick leave or otherwise become unavailable to render services to the Combined Company, control of the Combined Company would likely pass to Cantor, and indirectly pass to the then controlling stockholder of CFGM, Cantor's managing general partner, or to such other managing general partner as CFGM shall appoint. Although we expect that the Combined Company's named executive officers will enter into non-competition agreements with respect to the Combined Company's business, the scope of such agreements will generally not prohibit such named executive officers from offering services to Cantor or its affiliates. However, we expect that Messrs. West and Lynn will work exclusively for the Combined Company and that, in addition to his responsibilities at BGC Partners, Mr. Amaitis will provide services solely to Cantor's gaming affiliates. If any of the Combined Company's key employees, including Messrs. Lutnick, Amaitis and Lynn, were to join an existing competitor, form a competing company, offer services to Cantor that compete with the Combined Company's services or otherwise leave the Combined Company, some of the Combined Company's customers could choose to use the services of that competitor or another competitor instead of the Combined Company's services, which could adversely affect the Combined Company's revenues and as a result could materially adversely affect its business, financial condition and results of operations.

***Difficult market conditions, economic conditions and geopolitical uncertainties could adversely affect the Combined Company's business in many ways by negatively impacting its revenues in the financial markets in which it offers services, which could have a material adverse effect on its business, financial condition and results of operations.***

Difficult market conditions, economic conditions and geopolitical uncertainties have in the past adversely affected and may in the future adversely affect the businesses that will comprise the Combined Company's business and profitability. The businesses that will comprise the Combined Company and the brokerage and financial services industry in general are directly affected by national and international economic and political conditions, broad trends in business and finance, the level and volatility of interest rates, changes in and uncertainty regarding tax laws and substantial fluctuations in the volume and price levels of securities transactions. On a pro forma combined basis, in the year ended December 31, 2006 and the nine months ended September 30, 2007, over 85% and 90%, respectively, of the Combined Company's revenues were generated by brokerage operations. As a result, the Combined Company's revenues and profitability are likely to decline significantly during periods of low trading volume in the financial markets in which it will offer its services. The financial markets and the global financial services business are, by their nature, risky and volatile and are directly affected by many national and international factors that will be beyond the Combined Company's control. Any one of these factors may cause a substantial decline in the U.S. and global financial services markets, resulting in reduced trading volume. These events could have a material adverse effect on the Combined Company's results and profitability. These factors include:

economic and political conditions in the United States, Europe and elsewhere in the world;

concerns about terrorism, war and other armed hostilities;

concerns over inflation and wavering institutional and consumer confidence levels;

the availability of cash for investment by the Combined Company's dealer customers and their customers;

the level and volatility of interest rates and foreign currency exchange rates;

---

**Table of Contents**

the level and volatility of trading in certain equity and commodity markets;

the level and volatility of the difference between the yields on corporate securities being traded and those on related benchmark securities, which we refer to as credit spreads; and

currency values.

Low trading volume or declining prices generally result in reduced revenues. Under these conditions, profitability is adversely affected since many costs, including certain aspects of commissions, compensation and bonuses, are fixed. In addition, although less common, some of the Combined Company's brokerage revenues will be determined on the basis of the value of transactions or on credit spreads. For these reasons, decreases in trading volume or declining prices or credit spreads could have a material adverse effect on the Combined Company's business, financial condition and results of operations.

***Employee misconduct or error could harm the Combined Company by impairing its ability to attract and retain customers and subjecting the Combined Company to significant legal liability and reputational harm; moreover, this type of misconduct is difficult to detect and deter and error is difficult to prevent.***

Employee misconduct or error could subject the Combined Company to financial losses and regulatory sanctions and could seriously harm its reputation and negatively affect its business. It is not always possible to deter employee misconduct, and the precautions taken to prevent and detect employee misconduct may not always be effective. Misconduct by employees could include engaging in improper or unauthorized transactions or activities, failing to properly supervise other employees or improperly using confidential information. Employee errors, including mistakes in executing, recording or processing transactions for customers, could cause the Combined Company to enter into transactions that customers may disavow and refuse to settle, which could expose the Combined Company to the risk of material losses even if the errors are detected and the transactions are unwound or reversed. If the Combined Company's customers are not able to settle their transactions on a timely basis, the time in which employee errors are detected may be increased and its risk of material loss could be increased. The risk of employee error or miscommunication may be greater for products that are new or have non-standardized terms. It is not always possible to deter employee misconduct or error, and the precautions the Combined Company takes to detect and prevent this activity may not be effective in all cases.

***The industry in which the Combined Company will operate is subject to significant regulation. This will often impose regulatory capital requirements on the Combined Company's regulated entities, and a significant operating loss or any extraordinary charge against capital could adversely affect the Combined Company's ability to expand or, depending upon the magnitude of the loss or charge, even to maintain the current level of its business.***

Many aspects of the Combined Company's business, like those of other brokerage firms, are subject to significant capital requirements. In the United States, the SEC, FINRA and various other regulatory bodies (including the Commodity Futures Trading Commission, which we refer to as the CFTC, and the National Futures Association, which we refer to as the NFA) have stringent provisions with respect to capital applicable to the operation of brokerage firms, which vary depending upon the nature and extent of the broker-dealer's activities. BGC Partners currently operates, and the Combined Company will operate, three U.S.-registered broker-dealers: BGC Securities, a New York general partnership, which we refer to as BGC Securities, BGC Financial and eSpeed Government Securities, Inc., a Delaware corporation, which we refer to as eSpeed Government. In addition, eSpeed holds a 49% limited partnership interest in Aqua Securities, L.P., a Delaware limited partnership, which we refer to as Aqua, a U.S. registered broker-dealer. These broker-dealers are each subject to SEC and FINRA net capital requirements. See Information About BGC Partners Business Regulation Capital Requirements U.S. for a further discussion of domestic capital requirements.

The Combined Company's international operations will also be subject to capital requirements, which we refer to as non-U.S. net capital requirements. BGC Partners and certain of its subsidiaries that are incorporated in the United Kingdom are subject to capital requirements established by the FSA. The FSA also applies

**Table of Contents**

stringent provisions with respect to capital applicable to the operation of these brokerage firms, which vary depending upon the nature and extent of their activities. In addition, the majority of the Combined Company's other foreign subsidiaries will be subject to similar regulation by the relevant authorities in the countries in which they do business. These regulations often include minimum capital requirements which are subject to change, including in connection with the FSA's review of this transaction as discussed in Information About BGC Partners Business Regulation U.K. and European Regulation. See Information About BGC Partners Business Regulation Other Regulation for a listing of the other regulating entities to which the BGC businesses are subject in other foreign jurisdictions and see Information About BGC Partners Business Regulation Capital Requirements Non-U.S. for a further discussion of international capital requirements.

While the Combined Company is expected to continue to maintain levels of capital in excess of regulatory minimums, there can be no assurance that this will be the case in the future. If the Combined Company fails to maintain the required capital, the Combined Company will be required to suspend its broker-dealer operations during the period that it is not in compliance with capital requirements, and may be subject to suspension or revocation of registration by the SEC and FINRA or withdrawal of authorization or other disciplinary action from domestic and international regulators, which would have a material adverse effect on the Combined Company's business. In addition, if the Combined Company fails to maintain the capital required by clearing organizations of which it is a member, its ability to clear through those clearing organizations may be impaired, which may adversely affect its ability to process trades. If the capital rules are changed or expanded, or if there is an unusually large charge against capital, operations that require the intensive use of capital would be limited. The Combined Company's ability to withdraw capital from its regulated subsidiaries is subject to restrictions, which, in turn, could limit its ability to pay dividends, repay debt and redeem or purchase shares of its common stock. In addition, the Combined Company may become subject to capital requirements in other foreign jurisdictions in which BGC Partners or eSpeed currently operates or in which the Combined Company may enter. We cannot predict the Combined Company's future capital needs or its ability to obtain additional financing. For a further discussion of the Combined Company's capital requirements, see Information About BGC Partners Business Regulation.

***BGC Partners has incurred substantial losses in recent periods and the Combined Company may incur losses in the future.***

BGC Partners has incurred substantial losses in several recent periods as it has sought to expand its operations quickly. BGC Partners recorded net losses of \$96.1 million and \$123.4 million for the year ended December 31, 2005 and the year ended December 31, 2006, respectively. BGC Partners also recorded net losses in certain quarters within other fiscal years.

While eSpeed was profitable in 2006, as the Combined Company continues to develop its systems and infrastructure and expand its brand recognition and customer base through increased hiring of sales and other personnel, the Combined Company may incur losses in the future. If the Combined Company's revenues do not increase sufficiently, or even if the Combined Company's revenues increase but it is unable to manage its expenses, it may not achieve and maintain profitability in future periods.

***Due to the current customer concentration of the businesses that will comprise the Combined Company, a loss of two, three or more of the Combined Company's significant customers could harm the Combined Company's business, financial condition and results of operations.***

For the year ended December 31, 2006, on a pro forma combined basis, the Combined Company's top 10 customers, collectively, accounted for approximately 40% of the Combined Company's revenues. If the Combined Company were to lose two, three or more of these significant customers for any reason and not be compensated for such loss by doing additional business with other customers or by adding new customers, the Combined Company's revenues would decline significantly and the Combined Company's business, financial condition and results of operations would suffer.

---

**Table of Contents**

***The Combined Company's brokerage activities will be subject to credit and performance risks, which could result in the Combined Company incurring significant losses and as a result could materially adversely affect its business, financial condition and results of operations.***

The Combined Company's brokerage activities will be subject to credit and performance risks. For example, the Combined Company's customers may not deliver securities to one of the Combined Company's operating subsidiaries which has sold those securities to another customer. If the securities due to be delivered have increased in value, there is a risk that the Combined Company may have to expend its own funds in connection with the purchase of other securities to consummate the transaction. While the Combined Company will take steps to ensure that its customers and counterparties have high credit standings and that financing transactions are adequately collateralized, the large dollar amounts that may be involved in its brokerage and financing transactions could subject it to significant losses if, as a result of customer or counterparty failures to meet commitments, it was to incur significant losses in liquidating or covering its positions in the open market.

BGC Partners and eSpeed have adopted policies and procedures to identify, monitor and manage credit risk, in both agency and principal transactions, through reporting and control procedures and by monitoring credit standards applicable to their customers or counterparties. These policies and procedures, however, may not be fully effective. Some of these risk management methods depend upon the evaluation of information regarding markets, customers or other matters that are publicly available or otherwise accessible by BGC Partners, eSpeed or, after the merger, the Combined Company. That information may not, in all cases, be accurate, complete, up-to-date or properly evaluated. If BGC Partners' and eSpeed's and, after the merger, the Combined Company's policies and procedures are not fully effective or the Combined Company is not always successful in monitoring or evaluating the risks to which it is, or may be, exposed, the Combined Company's financial condition and results of operations could be materially adversely affected. In addition, the Combined Company's insurance policies will not provide coverage for these risks.

In agency transactions, the Combined Company will charge a commission for connecting buyers and sellers and assisting in the negotiation of the price and other material terms of the transaction. After all material terms of a transaction are agreed upon, the Combined Company will identify the buyer and seller to each other and leave them to settle the trade directly. The Combined Company will be exposed to credit risk for commissions, as it bills to customers for its agency brokerage services. The Combined Company's customers may default on their obligations to the Combined Company due to disputes, bankruptcy, lack of liquidity, operational failure or other reasons. Any losses arising from such defaults could materially adversely affect the Combined Company's business, financial condition and results of operations.

***The securities settlement process and the execution of matched principal transactions will expose the Combined Company to risks related to a counterparty failing to fulfill its obligations that may impact the Combined Company's liquidity and profitability and as a result could materially adversely affect its business, financial condition and results of operations.***

The Combined Company will often provide brokerage services to its customers in the form of matched principal transactions, in which it will act as a middleman by serving as counterparty for identified buyers and sellers in matching, in whole or in part, reciprocal back-to-back trades. These principal transactions are then settled through clearing institutions with which the Combined Company will have a contractual relationship.

In executing matched principal transactions, the Combined Company is exposed to the risk that one of the counterparties to a transaction may fail to fulfill its obligations, either because it is not matched immediately or, even if matched, one party fails to deliver the cash or securities it is obligated to deliver. The exposure the Combined Company will have to less liquid markets exacerbates this risk because transactions in these markets tend to be more likely not to settle on a timely basis than transactions in liquid markets. Adverse movements in the prices of securities that are the subject of these transactions can increase the risk. In addition, widespread technological failure, natural disasters (e.g., tsunami and earthquakes) or communication failures, such as those which occurred as a result of the terrorist attacks on September 11, 2001 and the blackout in the eastern portion



---

**Table of Contents**

of the United States in August 2003, as well as actual or perceived credit difficulties or the insolvency of one or more large or visible market participants, could cause market-wide credit difficulties or other market disruptions. These failures, difficulties or disruptions could result in a large number of market participants not settling transactions or otherwise not fulfilling their obligations.

The Combined Company will be subject to financing risk in these circumstances because if a transaction does not settle on a timely basis, the resulting unmatched position may need to be financed, either directly by the Combined Company or through one of the clearing organizations, at the Combined Company's expense. These charges may be recoverable from the failing counterparty, but sometimes they are not. In addition, in instances where the unmatched position or failure to deliver is prolonged or widespread due to rapid or widespread declines in liquidity for an instrument, there may also be regulatory capital charges required to be taken by the Combined Company, which, depending on their size and duration, could limit the Combined Company's business flexibility or even force the curtailment of those portions of the Combined Company's business requiring higher levels of capital. Credit or settlement losses of this nature may impact the Combined Company's liquidity and profitability and as a result could adversely affect the Combined Company's business, financial condition and results of operations.

***The Combined Company will have market risk exposure from unmatched principal transactions entered into by some of its brokerage desks, which could result in losses and have a disproportionate effect on its revenues, financial condition and results of operations for any particular reporting period.***

Occasionally the Combined Company's brokerage desks will enter into unmatched principal transactions in the ordinary course of business due to errors or to facilitate transactions, add liquidity, improve customer satisfaction, increase revenue opportunities, attract additional order flow and, in a limited number of instances and subject to risk management limits, for the purpose of proprietary trading. As a result, the Combined Company will have market risk exposure on these unmatched principal transactions. The Combined Company's exposure will vary based on the size of the overall positions, the terms and liquidity of the instruments brokered and the amount of time the positions are held before the Combined Company disposes of the position.

From a risk management perspective, the Combined Company will monitor risk on an end-of-day basis and desk managers will generally monitor such exposure on a continuous basis. Any unmatched positions are intended to be disposed of in the short term. Due to a number of factors, including the nature of the position and access to the market on which it trades, the Combined Company may not be able to match the position or effectively hedge its exposure and often may be forced to hold a position overnight that has not been hedged. To the extent these unmatched positions are not disposed of intra-day, the Combined Company will mark these positions to market. Adverse movements in the securities underlying these positions or a downturn or disruption in the markets for these positions could result in a loss. In addition, any principal gains and losses resulting from these positions could on occasion have a disproportionate effect, positive or negative, on the Combined Company's revenues, financial condition and results of operations for any particular reporting period.

***The Combined Company will be generally subject to risks inherent in doing business in the international markets, particularly in the regulated brokerage industry, and any failure to develop effective compliance and reporting systems could result in regulatory penalties in the applicable jurisdiction and the Combined Company's business could be adversely affected.***

The businesses that will comprise the Combined Company currently provide services and products to customers in North America, Europe and the Asia-Pacific region through offices in New York, Chicago, London, Toronto, Hong Kong, Paris, Nyon, Tokyo, Beijing (representative office), Singapore, Mexico City, Copenhagen, Sydney, Istanbul and Seoul and the Combined Company may seek to further expand its operations. On a pro forma combined basis, revenues from foreign countries were \$545.4 million, or 64.5% of total revenues, and \$533.1 million, or 62.4% of total revenues, for the nine months ended September 30, 2007 and the year ended December 31, 2006, respectively. There are certain additional political, economic, legal, regulatory, operational

**Table of Contents**

and other risks inherent in doing business in international markets, particularly in the regulated brokerage industry. These risks include:

less developed automation in exchanges, depositories and national clearing systems;

additional or unexpected changes in regulatory requirements, capital requirements, tariffs and other trade barriers;

the impact of the laws and regulations of foreign governmental and regulatory authorities of each country in which the Combined Company conducts business;

possible nationalization, expropriation and regulatory, political and price controls;

difficulties in staffing and managing international operations;

capital controls, exchange controls and other restrictive governmental actions;

any failure to develop effective compliance and reporting systems, which could result in regulatory penalties in the applicable jurisdiction;

fluctuations in currency exchange rates;

reduced protections for intellectual property rights;

adverse labor laws;

outbreak of hostilities; and

potentially adverse tax consequences arising from compliance with foreign laws and regulations to which the Combined Company's international subsidiaries are subject.

In many countries, the laws and regulations applicable to the securities and financial services industries are uncertain and evolving, and it may be difficult for the Combined Company to determine the exact requirements of local laws in every market. The Combined Company's inability to remain in compliance with local laws and regulations in a particular foreign market could have a significant and negative effect not only on its businesses in that market but also on its reputation generally. If the Combined Company is unable to manage any of these risks effectively, its business could be adversely affected.

*If the value of the dollar against the other currencies in which the Combined Company pays expenses continues to decline or if the value of the dollar against the other currencies in which the Combined Company earns revenues improves dramatically, the Combined Company's financial results could suffer.*

## Edgar Filing: ESPEED INC - Form DEFM14A

Because the Combined Company's business will be global, dramatic exchange rate fluctuations will be able to impact its results. Significant movements in the U.S. dollar against other currencies, including the Euro and the British pound, in which the Combined Company will pay expenses or earn profits, may have an adverse effect on its financial results. Potential movements in the U.S. dollar against other currencies in which the Combined Company will earn revenues could also adversely affect its financial results.

***The Combined Company is expected to be leveraged, which could adversely affect its ability to raise additional capital to fund its operations, limit its ability to react to changes in the economy or its industry, expose it to interest rate risk and prevent it from meeting its obligations under its indebtedness.***

The Combined Company is expected to be leveraged and have approximately \$150 million of indebtedness, which is expected to be with third-party institutions and contain covenants that limit the Combined Company's ability to take selected actions or set financial tests for its business. These covenants could limit the Combined Company's ability to take advantage of certain business opportunities that may arise. In addition, if the Combined Company is unable to maintain compliance with these covenants, the holders of such indebtedness could declare a default, thereby causing the debt to become immediately due and payable at a premium. If a default were to occur and the Combined Company were unable to meet its obligations, it would be forced to restructure or refinance its indebtedness, sell additional equity or sell assets.

---

## Table of Contents

The Combined Company's indebtedness could have important consequences for its stockholders, including:

it may limit, along with the financial and other restrictive covenants in the Combined Company's indebtedness, among other things, its ability to borrow money, dispose of assets or sell equity for its working capital, capital expenditures, dividend payments, debt service requirements, strategic initiatives or other purposes;

it may limit the Combined Company's flexibility in planning for, or reacting to, changes in its operations or business;

the Combined Company may be more highly leveraged than some of its competitors, which may place it at a competitive disadvantage;

it may make the Combined Company more vulnerable to downturns in its business or the economy; and

there would be a material adverse effect on the Combined Company's business, financial condition and results of operations if it were unable to service its indebtedness or obtain additional financing, as needed.

***The Combined Company may not be able to obtain additional financing, if needed, on terms that are acceptable to it, which could prevent it from developing or enhancing its business, taking advantage of future opportunities or responding to competitive pressure or unanticipated requirements.***

The Combined Company will be dependent upon the availability of adequate funding and sufficient regulatory and clearing capital. Clearing capital is the amount of cash, guarantees or similar collateral that the Combined Company must provide or deposit with its third-party clearing organizations in support of its obligations under contractual clearing arrangements with these organizations. Historically at BGC Partners, these needs have been satisfied from internally generated funds and capital contributions by limited partners of Cantor. Because each of BGC U.S. and BGC Global is expected to distribute, on a quarterly basis, all of its net income to its limited partners, the Combined Company may not have sufficient internally generated funds and may need to raise additional funds. If for any reason the Combined Company needs to raise additional funds, including in order to meet increased clearing capital requirements arising from growth in its brokerage business or otherwise, the Combined Company may not be able to obtain additional financing when needed. If the Combined Company cannot raise additional funds on acceptable terms, the Combined Company may not be able to develop or enhance its business, take advantage of future opportunities or respond to competitive pressure or unanticipated requirements.

***The Combined Company and the brokerage and financial services industry in general face substantial litigation and regulatory risks, and the Combined Company may face damage to its professional reputation and legal liability if its services are not regarded as satisfactory or for other reasons, all of which could adversely affect the Combined Company's revenues and as a result could have a materially adverse effect on its business, financial condition and results of operations.***

Many aspects of the Combined Company's business involve substantial risks of liability and, in the normal course of business, the businesses that will comprise the Combined Company have been a party to lawsuits, arbitrations, investigations and other actions involving primarily claims for damages. Regulatory inquiries and subpoenas or other requests for information or testimony in connection with litigation may cause the Combined Company to incur significant expenses, including fees for legal representation and fees associated with document production. The risks associated with such potential liabilities often may be difficult to assess or quantify and their existence and magnitude often remain unknown for substantial periods of time. The expansion of the Combined Company's business, including the expansion into new areas, imposes additional risks of liability. A settlement of, or judgment related to, any such claims or litigation, arbitration, investigation or other action could result in civil or criminal liability, fines, limitations on business activities and other sanctions and otherwise have a material adverse effect on the Combined Company's results of operations and financial condition. Any such action could also cause the Combined Company significant reputational harm, which, in turn, could seriously harm its business and prospects. In addition, regardless of the outcome of these lawsuits, arbitrations,



## **Table of Contents**

investigations and other actions, the Combined Company may incur significant legal and other costs, including substantial management time, dealing with such matters, even if the Combined Company is not a party to the litigation or a target of the inquiry.

As a brokerage and financial services firm, the Combined Company will depend to a large extent on its relationships with its customers and its reputation for integrity and high-caliber professional services to attract and retain customers. As a result, if the Combined Company's customers are not satisfied with the Combined Company's services, such dissatisfaction may be more damaging to its business than to other types of businesses. Substantial legal liability or significant regulatory action against the Combined Company could adversely affect its revenues and, as a result, could have a material adverse effect on its business, financial condition and results of operations or cause significant reputational harm to the Combined Company, which could seriously harm its business and prospects. See Information About BGC Partners' Business Legal Proceedings, Item 3. Legal Proceedings, in eSpeed's Annual Report on Form 10-K/A for the fiscal year ended December 31, 2006, and Item 5. Legal Proceedings, in eSpeed's Quarterly Report on Form 10-Q for the quarter ended September 30, 2007, which are incorporated herein by reference.

***Extensive regulation of the Combined Company's businesses will limit its activities and will result in ongoing exposure to the potential for significant penalties, including fines or limitations on the Combined Company's ability to conduct its businesses.***

Firms in the financial services industry, including the Combined Company's businesses, have experienced increased scrutiny in recent years and penalties and fines sought by regulatory authorities, including the SEC, FINRA, state securities commissions, state attorneys general and the FSA, have increased accordingly. This regulatory and enforcement environment has created uncertainty with respect to a number of transactions that historically had been entered into by financial services firms and that were generally believed to be permissible and appropriate.

The financial services industry, including the Combined Company business, is subject to extensive regulation. The Combined Company and its subsidiaries will be subject to regulation by governmental and self-regulatory organizations in the jurisdictions in which they operate around the world. Many of these regulators, including U.S. and non-U.S. government agencies and self-regulatory organizations, as well as state securities commissions in the United States, are empowered to conduct administrative proceedings that can result in censure, fine, the issuance of cease-and-desist orders or suspension or expulsion. From time to time, associated persons of the businesses that will comprise the Combined Company have been and are subject to periodic investigations which have and may result in disciplinary actions by the SEC, self-regulatory organizations and state securities administrators. Currently, the businesses that will comprise the Combined Company and certain other inter-dealer brokers are being investigated by the SEC with respect to trading practices. See Information About BGC Partners' Business Legal Proceedings. In addition, self-regulatory organizations such as FINRA and the NFA, along with statutory bodies such as the SEC and the FSA, require strict compliance with their rules and regulations. The requirements imposed by regulators are designed to ensure the integrity of the financial markets and to protect customers and other third parties who will deal with the Combined Company and are not designed to protect the Combined Company's stockholders. These regulations will often serve to limit the Combined Company's activities, including through capital, customer protection and market conduct requirements.

Changes in legislation and in the rules and regulations promulgated by the SEC, the CFTC, the U.S. Department of Treasury, which we refer to as the Treasury, the FSA and other domestic and international regulators and self-regulatory organizations, as well as changes in the interpretation or enforcement of existing laws and rules, often directly affect the method of operation and profitability of broker-dealers and could result in restrictions in the way the Combined Company conducts its business. For example, the U.S. Congress, the Treasury, the Board of Governors of the Federal Reserve System and the SEC are continuing to review the nature and scope of their regulation and oversight of the government securities markets and U.S. markets. In Europe, the implementation of the Markets in Financial Instruments Directive in Europe, which we refer to as the MIFID, in November 2007 will involve wide-ranging changes to European financial services regulation. Future

---

**Table of Contents**

legislation and/or regulation, and uncertainties resulting from the possibility of legislation and/or regulation, could adversely impact the Combined Company's business. Failure to comply with any of these laws, rules or regulations could result in fines, limitations on business activity, suspension or expulsion from the industry, any of which could have a material adverse effect upon the Combined Company.

In addition, financial services firms are subject to numerous conflicts of interests or perceived conflicts, including for example principal trading and trading to make markets. The businesses that will comprise the Combined Company have adopted various policies, controls and procedures to address or limit actual or perceived conflicts and the Combined Company will regularly seek to review and update its policies, controls and procedures. However, these policies, controls and procedures may result in increased costs and additional operational personnel. Failure to adhere to these policies, controls and procedures may result in regulatory sanctions or customer litigation.

***A portion of the Combined Company's revenues will be derived from its sale of market data to third parties, and a decline in customer purchases or adverse new legislation or regulation could have an adverse effect on the Combined Company's business.***

A portion of the Combined Company's revenues, 2% on a pro forma combined basis for the year ended December 31, 2006, was derived from the sale of market data to third parties. BGCantor Market Data (formerly Cantor Market Data) is the exclusive source of real-time proprietary pricing and other data derived through BGC Partners and eSpeed for U.S. and European securities and derivatives. If customers cease buying data or making payments, or if new legislation or regulation were enacted affecting the Combined Company's right to sell or distribute its market data, it could have an adverse effect on the Combined Company's business.

***The Combined Company's revenues and profitability could be limited or otherwise adversely affected by pricing plans relating to commissions and fees on its trading platform.***

The businesses that will comprise the Combined Company negotiate from time to time with certain customers (including many of these businesses' largest customers) to enter into customized volume discount pricing plans. While the pricing plans are designed to encourage customers to be more active on what will be the Combined Company's electronic trading platform, they will limit the amount of commissions payable to the Combined Company by certain of its most active customers for certain products, which could limit the Combined Company's revenues and constrain its profitability.

***Reduced spreads in securities pricing, levels of trading activity and trading through market makers and/or specialists could materially adversely affect the Combined Company's business, financial condition and results of operations.***

Computer-generated buy/sell programs and other technological advances and regulatory changes in the marketplace may continue to tighten securities spreads. In addition, new and enhanced alternative trading systems, such as electronic communications networks, have emerged as an alternative for individual and institutional investors, as well as broker-dealers. As such systems do not direct trades through market makers, their use could result in reduced revenues for the Combined Company. In addition, reduced trading levels could lead to lower revenues which could materially adversely affect the Combined Company's business, financial condition and results of operations.

***The Combined Company may not be able to protect its intellectual property rights or may be prevented from using intellectual property necessary for its business.***

The Combined Company's success will be dependent, in part, upon its intellectual property. BGC Partners and eSpeed have generally relied, and the Combined Company will generally rely, primarily on trade secret, contract, copyright, trademark and patent law to establish and protect their rights to their proprietary technologies, methods and products. It is possible that third parties may copy or otherwise obtain and use the

---

**Table of Contents**

Combined Company's proprietary technologies without authorization or otherwise infringe on its rights. We cannot assure you that any of the rights granted under any patent, copyright or trademark that the Combined Company may obtain will protect its competitive advantages. In addition, the laws of some foreign countries may not protect the Combined Company's proprietary rights to the same extent as the laws in the United States. The Combined Company may also face claims of infringement that could interfere with its ability to use technology that is material to its business operations and limitations or restrictions on the distribution of some of the market data generated by the Combined Company's brokerage desks. This may limit the comprehensiveness and quality of the data the Combined Company is able to distribute or sell.

In the future, the Combined Company may have to rely on litigation to enforce its intellectual property rights, protect its trade secrets, determine the validity and scope of the proprietary rights of others or defend against claims of infringement or invalidity. Any such claims or litigation, whether successful or unsuccessful, could result in substantial costs and the diversion of resources and the attention of management, any of which could negatively affect the Combined Company's business. Responding to these claims could also require the Combined Company to enter into royalty or licensing agreements with the third parties claiming infringement. Such royalty or licensing agreements, if available, may not be available on terms acceptable to the Combined Company.

Intellectual property rights of third parties may have an important bearing on the Combined Company's ability to offer certain of its products and services. Although BGC Partners and eSpeed have taken, and, after the merger, the Combined Company will take, steps to protect themselves, there can be no assurance that BGC Partners and eSpeed are or the Combined Company will be aware of all patents or copyrights containing claims that may pose a risk of infringement by the Combined Company products and services. eSpeed is currently defending a patent infringement claim, which could have a material adverse effect on the Combined Company's business.

In addition, in the past several years, there has been a proliferation of so-called "business method patents" applicable to the computer and financial services industries. There has also been a substantial increase in the number of such patent applications filed. Under current law, U.S. patent applications remain secret for 18 months and may, depending upon where else such applications are filed, remain secret until a patent is issued. In light of these factors, it is not economically practicable to determine in advance whether our products or services may infringe the present or future patent rights of others. Although BGC Partners and eSpeed have taken, and, after the merger, the Combined Company will take, steps to protect themselves, the Combined Company may not be able to protect its technology from disclosure or from other developing technologies that are similar or superior to its technology.

***If the Combined Company is unable to protect the intellectual property rights it owns, its ability to operate electronic marketplaces may be materially adversely affected.***

The Combined Company's business will be dependent on proprietary technology and other intellectual property rights. We cannot guarantee that the concepts which are the subject of the patents and patent applications that the Combined Company will own are patentable or that issued patents are or will be valid and enforceable or that such concepts will be marketable or profitable for the Combined Company's business. Where patents are granted in the United States, we can give no assurance that equivalent patents will be granted in Europe or elsewhere, as a result of differences in local laws affecting patentability and validity. Moreover, we cannot guarantee that the Combined Company's issued patents will be valid and enforceable, or that third parties competing or intending to compete with the Combined Company will not infringe any of these patents. Despite precautions BGC Partners, eSpeed or Cantor has taken or that the Combined Company may take to protect the intellectual property rights that will be owned by the Combined Company, it is possible that third parties may copy or otherwise obtain and use the Combined Company's proprietary technology without authorization. It is also possible that third parties may independently develop technologies similar to the Combined Company. It may be difficult for the Combined Company to monitor unauthorized use of its proprietary technology and intellectual property rights. We cannot assure you that the steps the Combined Company will take will prevent misappropriation of its technologies or intellectual property rights.



---

**Table of Contents**

*If the Combined Company's software licenses from third parties are terminated or adversely changed or amended or if any of these third parties were to cease doing business, the Combined Company's ability to operate its business may be materially adversely affected.*

BGC Partners and eSpeed currently license and after the merger the Combined Company will license database and other software from third parties, much of which is integral to our systems and the Combined Company's business. The licenses are terminable if the Combined Company breaches its obligations under the license agreements. If any material relationships were terminated or adversely changed or amended or if any of these third parties were to cease doing business, the Combined Company may be forced to spend significant time and money to replace the licensed software, and the Combined Company's ability to operate its business may be materially adversely affected.

Although the Combined Company will take steps to locate replacements, there can be no assurance that the necessary replacements will be available on reasonable terms, if at all.

*The financial markets in which the Combined Company will operate are generally affected by seasonality which could have a material adverse effect on the Combined Company's financial performance in a given period.*

Traditionally, the financial markets around the world experience lower volume during the summer and at the end of the year due to a general slowdown in the business environment and, therefore, the Combined Company's transaction volume levels may decrease during those periods. The timing of holidays also affects transaction volume. These factors could have a material adverse effect on the Combined Company's financial performance in a given period.

*The Combined Company will operate in a rapidly evolving business environment. If the Combined Company is unable to adapt its business effectively to keep pace with these changes, the Combined Company's ability to succeed will be adversely affected, which could have a material adverse effect on its business, financial condition and results of operations.*

The pace of change in the industry in which the Combined Company will operate is extremely rapid. Operating in such a rapidly changing business environment involves a high degree of risk. The Combined Company's ability to succeed will depend on its ability to adapt effectively to these changing market conditions. If the Combined Company is unable to keep up with rapid technological changes, it may not be able to compete effectively.

To remain competitive, the Combined Company must continue to enhance and improve the responsiveness, functionality, accessibility and features of its proprietary software, network distribution systems and technologies. The Combined Company's business environment is characterized by rapid technological changes, changes in use and customer requirements and preferences, frequent product and service introductions embodying new technologies and the emergence of new industry standards and practices that could render its existing proprietary technology and systems obsolete. The Combined Company's success will depend, in part, on its ability to:

develop, license and defend intellectual property useful in its business;

enhance its existing services;

develop new services and technologies that address the increasingly sophisticated and varied needs of the Combined Company's existing and prospective customers;

respond to technological advances and emerging industry standards and practices on a cost-effective and timely basis;

respond to the demand for new services, products and technologies on a cost-effective and timely basis; and

**Table of Contents**

adapt to technological advancements and changing standards to address the increasingly sophisticated requirements and varied needs of its customers and prospective customers.

There can be no assurance that the Combined Company will be able to respond in a timely manner to changing market conditions or customer requirements. The development of proprietary electronic trading technology entails significant technical, financial and business risks. Further, the adoption of new Internet, networking or telecommunications technologies may require the Combined Company to devote substantial resources to modify, adapt and defend its technology. There can be no assurance that the Combined Company will successfully implement new technologies or adapt its proprietary technology and transaction-processing systems to customer requirements or emerging industry standards, or that the Combined Company will be able to successfully defend any challenges to any technology it develops. Any failure on the part of the Combined Company to anticipate or respond adequately to technological advancements, customer requirements or changing industry standards, or any significant delays in the development, introduction or availability of new services, products or enhancements, could have a material adverse effect on the Combined Company's business, financial condition and results of operations.

***The Combined Company's networks and those of its third-party service providers may be vulnerable to security risks, which could make the Combined Company's customers hesitant to use its electronic marketplaces.***

We expect the secure transmission of confidential information over public networks to be a critical element of the Combined Company's operations. The Combined Company's networks, those of its third-party service vendors, including Cantor and associated clearing corporations, and the Combined Company's customers may be vulnerable to unauthorized access, computer viruses and other security problems. Persons who circumvent security measures could wrongfully use the Combined Company's information or cause interruptions or malfunctions in its operations, which could make the Combined Company's customers hesitant to use its electronic marketplaces. The Combined Company may be required to expend significant resources to protect against the threat of security breaches or to alleviate problems, including reputational harm and litigation, caused by any breaches.

***If the Combined Company experiences computer systems failures or capacity constraints, its ability to conduct its operations could be harmed.***

The Combined Company will internally support and maintain many of its computer systems and networks. The Combined Company's failure to monitor or maintain these systems and networks or, if necessary, to find a replacement for this technology in a timely and cost-effective manner would have a material adverse effect on its ability to conduct its operations. Although all of its business critical systems have been designed and implemented with fault tolerant and/or redundant clustered hardware and diversely routed network connectivity, the Combined Company's redundant systems or disaster recovery plans may prove to be inadequate. Although the Combined Company has three geographically disparate main data centers, they could be subject to failure due to environmental factors, power outage and other factors. Accordingly, the Combined Company may be subject to system failures and outages which might impact its revenues and relationship with customers. In addition, the Combined Company will be subject to risk in the event that systems of its partners, customers or vendors are subject to failures and outages.

The Combined Company is expected to rely on third parties for various computer and communications systems, such as telephone companies, online service providers, data processors, clearance organizations and software and hardware vendors. The Combined Company's systems, or those of its third-party providers, may fail or operate slowly, causing one or more of the following:

unanticipated disruptions in service to its customers;

slower response times;

delays in its customers' trade execution;

---

**Table of Contents**

failed settlement of trades;

incomplete or inaccurate accounting, recording or processing of trades;

financial losses;

litigation or other customer claims; and

regulatory sanctions.

There can be no assurance that the Combined Company will not experience additional systems failures in the future from power or telecommunications failure, acts of God or war, terrorist attacks, human error, natural disasters, fire, power loss, sabotage, hardware or software malfunctions or defects, computer viruses, intentional acts of vandalism and similar events. Any system failure that causes an interruption in service or decreases the responsiveness of the Combined Company's service, including failures caused by customer error or misuse of our systems, could damage its reputation, business and brand name.

***If the Combined Company fails to implement and maintain an effective internal control environment, its business and stock price could suffer.***

The Combined Company will be subject to the requirements of the Sarbanes-Oxley Act and the applicable SEC rules and regulations that require an annual management report on our internal controls over financial reporting. Such a report includes, among other matters, management's assessment of the effectiveness of our internal control over financial reporting, and an attestation report by our independent registered public accounting firm addressing these assessments.

In August 2007, eSpeed completed a restatement of its financial statements with respect to certain revenues and expenses related to a portion of the development of related party software, and in connection with that restatement, concluded that its internal control over financial reporting was not effective at December 31, 2006. In addition, eSpeed's independent registered public accounting firm issued a revised report concluding that eSpeed's internal control over financial reporting was not effective at December 31, 2006. While eSpeed has taken various remedial steps to improve its internal control over financial reporting, its management has not conducted an assessment of its internal control over financial reporting since eSpeed took those steps, nor has eSpeed requested or received from its independent registered public accounting firm a new report with respect to the effectiveness of its internal control over financial reporting as of any date subsequent to December 31, 2006.

BGC Partners' internal controls over financial reporting are being evaluated. BGC Partners is not currently subject to the Sarbanes-Oxley Act. In November 2007, BGC Partners completed a restatement of its financial statements with respect to errors related to accounting for certain intercompany transactions between BGC Partners and certain affiliates. Also, in a previous filing, management of BGC Partners identified a material weakness in its internal control over financial reporting, as defined in the standards established by the Public Company Accounting Oversight Board, including the lack of a formal, documented closing process designed to identify key financial reporting risk.

The Combined Company cannot be certain as to its ability to comply with the requirements of the Sarbanes-Oxley Act. If the Combined Company cannot comply with the requirements of the Sarbanes-Oxley Act in a timely manner or with adequate compliance, it may be subject to sanctions or investigation by regulatory authorities, including the SEC or the Nasdaq Global Market. In addition, if a material weakness is identified, there can be no assurance that the Combined Company would be able to remediate such material weakness in a timely manner in future periods. Moreover, if the Combined Company is unable to assert that its internal control over financial reporting is effective in any future period (or if its independent auditors are unable to express an opinion on the effectiveness of its internal controls), it could lose investor confidence in the accuracy and completeness of its financial reports, which may have a material adverse effect on the Combined Company's stock price.

**Table of Contents**

Compliance with the Sarbanes-Oxley Act may require significant expenses and management resources that would need to be diverted from the Combined Company's operations and could require a restructuring of its internal controls over financial reporting. Any such expenses, time reallocations or restructuring could have a material adverse effect on the Combined Company's operations.

***The Combined Company will be a holding company, and accordingly it will be dependent upon distributions from BGC U.S. and BGC Global to pay dividends, taxes and other expenses.***

Following the merger, the Combined Company will be a holding company with no independent means of generating revenues. Any dividends declared by the Combined Company and all applicable taxes payable in respect of the Combined Company's net taxable income, if any, are expected to be paid from distributions to the Combined Company from BGC U.S. and BGC Global. To the extent that the Combined Company needs funds to pay taxes on its share of BGC U.S.'s and BGC Global's net taxable income, or if the Combined Company needs funds for any other purpose, and either BGC U.S. or BGC Global is restricted from making such distributions under applicable law or regulation, or is otherwise unable to provide such funds, it could materially adversely affect the Combined Company's business, financial condition and results of operations and its ability to declare dividends. In addition, any unanticipated accounting or other charges against net income could adversely affect the Combined Company's ability to declare dividends.

***While portions of the Combined Company's compensation structure will be variable, significant parts of the Combined Company's cost structure will be fixed, and if the Combined Company's revenues decline and the Combined Company is unable to reduce its costs in the amount that the Combined Company's revenues decline, its profitability could be materially adversely affected.***

While portions of the Combined Company's compensation structure will be variable, significant parts of the Combined Company's cost structure will be fixed. The Combined Company will base its overall cost structure on historical and expected levels of demand for the products and services of the businesses that will comprise the Combined Company. If demand for these products and services and the Combined Company's resulting revenues decline, the Combined Company may not be able to adjust its cost structure on a timely basis. If the Combined Company is unable to reduce its costs in the amount that the Combined Company's revenues decline, its profitability could be materially adversely affected.

***The market price of eSpeed Class A common stock has fluctuated and the market price of Combined Company Class A common stock may fluctuate in the future. In addition, future sales of shares of Combined Company Class A common stock, including in any public offering, could adversely affect the market price of Combined Company Class A common stock. eSpeed has also repurchased its shares from time to time, and, after the merger, the Combined Company may cease doing so at any time.***

The market price of eSpeed Class A common stock has fluctuated widely since its initial public offering in December 1999 and, after the merger, the market price of Combined Company Class A common stock may fluctuate widely, depending upon many factors, including the Combined Company's actual results of operations and perceived prospects, the prospects of the Combined Company's competition and of the financial marketplaces in general, differences between the Combined Company's actual financial and operating results and those expected by investors and analysts, changes in analysts' recommendations or projections, seasonality, changes in general valuations for companies in the Combined Company's business segment, changes in general economic or market conditions and broad market fluctuations.

Future sales of the Combined Company's shares also could adversely affect the market price of its Class A common stock. Following the closing of the merger, we currently expect to conduct a primary and secondary offering of Class A common stock of the Combined Company. The timing, the size and the price of such offering have not yet been determined, any of which could adversely affect the market price of Combined Company Class A common stock. If the Combined Company's existing stockholders sell a large number of shares, or if the Combined

---

**Table of Contents**

Company issues a large number of shares of its common stock in connection with future acquisitions, strategic alliances, third-party investments and private placements or otherwise, the market price of Combined Company Class A common stock could decline significantly. Moreover, the perception in the public market that these stockholders might sell shares could depress the market price of Combined Company Class A common stock.

eSpeed has registered under the U.S. Securities Act of 1933, as amended, which we refer to as the Securities Act, 30,430,000 shares of Class A common stock, which are reserved for issuance upon exercise of options, restricted stock and other incentive compensation granted under its Long Term Incentive Plan. Following the merger, the Combined Company may register additional shares of Class A common stock under the Securities Act that become reserved for issuance under its Long Term Incentive Plan. These shares can be sold in the public market upon issuance, subject to restrictions under the securities laws applicable to resales by affiliates. In addition, eSpeed has registered under the Securities Act 425,000 shares of Class A common stock issuable under its stock purchase plan and 500,000 shares issuable under its 401(k) plan.

Since June 9, 2002, approximately 5.9 million shares of eSpeed Class A common stock that have been distributed to partners of Cantor as part of a deferred stock distribution by Cantor have been eligible for resale in the public market subject to Rule 144 under the Securities Act. The availability for sale of such number of shares may have an adverse effect on the market price of eSpeed Class A common stock.

Cantor will be able to exchange up to an aggregate of 20 million of its BGC Holdings limited partnership interests prior to the first anniversary of the completion of the merger for shares of Combined Company Class A common stock in connection with a broad-based public offering including all shares received upon such exchange, of Combined Company Class A common stock underwritten by a nationally recognized investment banking firm and all of its BGC Holdings limited partnership interests after the first anniversary of the completion of the merger. The BGC Holdings limited partnership interests that Cantor transfers to founding partners in redemption of their current limited partnership interests in Cantor at the time of the separation will be exchangeable for Combined Company common stock if Cantor reacquires such interests from the founding partners, in which case such interests will be exchangeable with the Combined Company for Combined Company Class A common stock or Combined Company Class B common stock, or Cantor determines that such interests can be exchanged by such founding partners with the Combined Company for Combined Company Class A common stock. Cantor expects to permit such exchanges from time to time, including with respect to 20% of the BGC Holdings founding partner interests held by each founding partner, and certain additional exchange rights for Messrs. Amaitis and Lynn immediately after the merger. See Certain Relationships and Related Transactions Before and After the Merger Exchangeability of Founding Partner Interests. Any working partner interests that are issued after the merger will not be exchangeable with the Combined Company unless otherwise determined by BGC Partners with the written consent of a BGC Holdings exchangeable limited partnership interest majority in interest.

The shares ultimately issuable pursuant to the BGC Holdings REUs (if exchangeable) and the BGC RSUs that may be issued upon the closing of the merger would be shares of Combined Company Class A common stock issued pursuant to the Long Term Incentive Plan or similar plan.

After the merger, we expect approximately 111,890,929 shares of Combined Company common stock will be reserved for issuance in connection with the exchange of the BGC Holdings exchangeable limited partnership interests, which will be entitled to registration rights under the terms of the separation registration rights agreement with Cantor that the Combined Company intends to assume in connection with the separation and the merger, and BGC Holdings founding partner interests (if exchangeable) and BGC Holdings REUs (if exchangeable). In addition, shares of Class A common stock issuable upon conversion of shares of Class B common stock held by Cantor are entitled to registration rights under a registration rights agreement entered into in connection with the formation of eSpeed, which we refer to as the formation registration rights agreement. In light of the number of shares of Combined Company Class A common stock issuable in connection with the full exchange of the BGC Holdings exchangeable limited partnership interests, BGC Holdings founding partner interests (if exchangeable), and BGC

**Table of Contents**

Holdings REUs (if exchangeable) the price of Combined Company Class A common stock may decrease and its ability to raise capital through the issuance of equity securities may be adversely impacted as these exchanges occur and transfer restrictions lapse.

In addition, the following table reflects the timetable for distributions by Cantor of shares of Combined Company Class A common stock that it holds or will hold in respect of the distribution rights that Cantor will provide to limited partners of Cantor in connection with the separation, assuming that the limited partners in Cantor were entitled to accelerated distribution of the shares underlying such distribution rights, as described under Certain Relationships and Related Transactions Before and After the Merger Continuing Interests in Cantor. All of these shares of Combined Company Class A common stock will be distributed by Cantor. Cantor expects to use shares of Combined Company Class A common stock received upon its conversion of Class B common stock, shares of Combined Company common stock received upon exchange of BGC Holdings exchangeable limited partnership interests and purchases of shares of Combined Company common stock in the open market to satisfy its distribution obligation under the distribution rights.

<b>Anniversary of the merger</b>	<b>Number of shares of Combined Company Class A common stock that is expected to be distributed by Cantor to Cantor Partners in respect of the distribution rights</b>
12 month	7,693,500
18 month	7,744,512
24 month	7,744,512
30 month	1,255,712
36 month	1,255,712
Total	25,693,948

In addition to the table above, the managing general partner of Cantor will be able to grant earlier distribution of the shares in its discretion. After the one year anniversary of the merger, to the extent that earlier acceleration of distribution rights for the Combined Company's common stock is permitted for purposes of donating interests and/or distributed shares to charitable organizations, we anticipate that the charities receiving such donated shares would sell their holdings on the open market immediately after receipt.

In addition, eSpeed has issued shares of its Class A common stock, warrants and convertible preferred stock and granted registration rights in connection with certain of its strategic alliances. See Certain Relationships and Related Transactions Before and After the Merger.

During the year ended December 31, 2006, eSpeed repurchased an aggregate of 52,239 shares of its Class A common stock for a total of \$0.5 million. The reacquired shares have been designated treasury shares and will be used for general corporate purposes. As of December 31, 2006, eSpeed's board of directors had authorized the repurchase of up to an additional \$58.2 million of its outstanding Class A common stock. eSpeed and, after the merger, the Combined Company will consider making additional stock repurchases in 2008, but may cease making repurchases at anytime.

**Table of Contents****Risks Related to the Combined Company's Relationship with Cantor and Its Affiliates**

*Holders of Combined Company common stock will experience a reduction in their interest in the income distributed by BGC U.S. and BGC Global that is retained by the Combined Company upon the exchange of any BGC Holdings exchangeable limited partnership interest (or, if applicable, any BGC Holdings founding partner interest, BGC Holdings working partner interest or BGC Holdings REU interest) if, prior to such exchange, BGC Holdings distributes to its limited partners a greater share of the distributions BGC Holdings receives from BGC U.S. and BGC Global than the Combined Company distributes to its stockholders.*

There is no assurance that the Combined Company and BGC Holdings will distribute to their respective equity holders an equal proportion of their profits from BGC U.S. and BGC Global and we expect that in the future the Combined Company may reinvest in BGC U.S. and BGC Global, including for the business needs of BGC U.S. and BGC Global. See Related Agreements Separation Agreement Reinvestments in the Opcos; Pre-Emptive Rights; Distributions to Holders of BGC Partners Common Stock. Pursuant to the terms of the BGC Holdings limited partnership agreement, distributions by BGC Holdings to its partners may not be decreased below 100% of net income received by BGC Holdings from BGC U.S. and BGC Global (other than with respect to selected extraordinary items, such as the disposition directly or indirectly of partnership assets outside of the ordinary course of business) unless the Combined Company and Cantor agree otherwise. In addition, distributions by the Combined Company to its stockholders will be determined by the Combined Company board of directors. Accordingly, there is overlap in the entities and persons who will make the determination as to the timing and amount of distributions from BGC U.S. and BGC Global with those who have an ultimate interest in those distributions, namely, the founding/working partners, the restricted equity partners, Cantor and the Combined Company's stockholders.

If BGC Holdings distributes to its limited partners a greater share of income received from BGC U.S. and BGC Global than the Combined Company distributes to its stockholders, and then Cantor exercises its exchange right to acquire Combined Company Class B common stock or Combined Company Class A common stock, as applicable (or, to the extent then-exchangeable, a BGC Holdings founding partner interest, a restricted equity partner interest or a working partner interest is exchanged for Combined Company Class A common stock), then Cantor, such founding partner, such restricted equity partner, and/or such working partner, as the case may be, will receive a greater share of the income of BGC U.S. and BGC Global than they had prior to such distribution by BGC Holdings and such exchange. This results from Cantor, such founding partner, such restricted equity partner, and/or such working partner, prior to such exchange, receiving the benefit of the income of BGC U.S. and BGC Global in the form of a distribution from BGC Holdings, and Cantor, such founding partner, such restricted equity partner, and/or such working partner, after such exchange, receiving the benefit of the profits of BGC U.S. and BGC Global in the form of equity in the Combined Company, which retained a greater portion of its share of the income of BGC U.S. and BGC Global. Consequently, holders of Combined Company common stock as of the date of such exchange will experience a reduction in their interest in the profits previously distributed by BGC U.S. and BGC Global but retained by the Combined Company.

*The Combined Company will be controlled by Cantor, which will have potential conflicts of interest with the Combined Company and may exercise its control in a way that favors its interests to the Combined Company's detriment.*

 ***Cantor's Control***

Immediately after the separation and the completion of the merger, Cantor will effectively be able to exercise control over the Combined Company's management and affairs and all matters requiring stockholder approval, including the election of the Combined Company's directors and determinations with respect to acquisitions and dispositions, as well as material expansions or contractions of the Combined Company's business, entry into new lines of business and borrowings and issuances of Combined Company common stock or other securities. This control will be subject to the approval of the Combined Company's independent directors on those matters requiring such approval. Cantor's voting power may also have the effect of delaying or

**Table of Contents**

preventing a change of control of the Combined Company. Conflicts of interest may arise between the Combined Company and Cantor in a number of areas relating to the Combined Company's past and ongoing relationships, including:

potential acquisitions and dispositions of businesses;

the issuance or disposition of securities by the Combined Company;

the election of new or additional directors to the Combined Company's board of directors;

the payment of dividends by the Combined Company (if any) and distribution of profits by BGC U.S., BGC Global and/or BGC Holdings;

business operations or business opportunities of the Combined Company and Cantor that would compete with the other party's business opportunities, including brokerage and financial services by the Combined Company and Cantor;

labor, tax, employee benefits, indemnification and other matters arising from the separation or the merger;

intellectual property matters;

business combinations involving the Combined Company;

the terms of the merger agreement and the related agreements we intend to enter into in connection with the merger and separation;

conflicts between the Combined Company's agency trading for primary and secondary bond sales and Cantor's investment banking bond origination business;

competition between the Combined Company's and Cantor's other equity derivatives and cash equity inter-dealer brokerage businesses; and

the nature, quality and pricing of administrative services to be provided by Cantor and/or Tower Bridge.

The Combined Company also expects that Cantor will manage its ownership of the Combined Company so that it will not be deemed to be an investment company under the Investment Company Act, including by maintaining its voting power in the Combined Company above a majority absent an applicable exemption from the Investment Company Act. This may result in conflicts with the Combined Company, including those relating to acquisitions or offerings by the Combined Company involving issuances of common stock or securities convertible or exchangeable into shares of common stock that would dilute the voting power in the Combined Company of the holders of BGC Holdings exchangeable limited partnership interests.

In addition, Cantor has from time to time in the past considered possible strategic realignments of the business relationships that exist between and among Cantor and the businesses comprising the Combined Company and may do so in the future. Any future related party transactions or arrangements between the Combined Company and Cantor, until Cantor ceases to hold 5% of the Combined Company's voting power, will be



## Edgar Filing: ESPEED INC - Form DEFM14A

subject to the prior approval by a majority of the Combined Company's independent directors, but generally will not otherwise require the separate approval of the Combined Company's stockholders, and if such approval were required, Cantor will retain sufficient voting power to provide any such requisite approval without the affirmative consent of the other stockholders.

In addition, the service of officers or partners of Cantor as the Combined Company's executive officers and directors, and those persons' ownership interests in and payments from Cantor, and its affiliates, could create conflicts of interest when the Combined Company and those directors or officers are faced with decisions that could have different implications for Cantor and the Combined Company. See Risks Related to the Combined Company's Business. The Combined Company's ability to retain its key employees and the ability of certain

---

**Table of Contents**

key employees to devote adequate time to the Combined Company are critical to the success of the Combined Company's business, and failure to do so may adversely affect the Combined Company's revenues and as a result could materially adversely affect its business, financial condition and results of operations.

Agreements and other arrangements with Cantor, including the merger agreement and the separation agreement, may be amended upon agreement of the parties to those agreements upon approval of the Special Committee (if prior to the merger) or audit committee of the Combined Company (if after the merger). During the time that the Combined Company is controlled by Cantor, Cantor may be able to require the Combined Company to agree to amendments to these agreements. The Combined Company may not be able to resolve any potential conflicts and, even if it does, the resolution may be less favorable to it than if it were dealing with an unaffiliated party.

***Corporate Opportunities***

In order to address potential conflicts of interest between the Combined Company and Cantor and its representatives, the Combined Company certificate of incorporation will contain provisions regulating and defining the conduct of the Combined Company's affairs as they may involve Cantor and its representatives, and the Combined Company's powers, rights, duties and liabilities and those of its representatives in connection with its relationship with Cantor and its affiliates, officers, directors, general partners or employees. The Combined Company certificate of incorporation will provide that no Cantor Company (as defined below) or any of the representatives (as defined below) of a Cantor Company will owe any fiduciary duty to, nor shall any Cantor Company or any of their respective representatives be liable for breach of fiduciary duty to, the Combined Company or any of its stockholders. The corporate opportunity policy that will be included in the Combined Company certificate of incorporation is designed to resolve potential conflicts of interest between the Combined Company and Cantor and its representatives. The principles for defining such corporate opportunities and resolving such potential conflicts of interest, and the definitions of Cantor Company and representatives, are set forth under Description of the Combined Company Capital Stock Anti-Takeover Effects of the Combined Company Certificate of Incorporation and By-laws and Delaware Law Corporate Opportunity.

In addition, the Combined Company certificate of incorporation will provide that Cantor and its respective representatives will have no duty to refrain from:

engaging in the same or similar business activities or lines of business as the Combined Company; or

doing business with any of the Combined Company's clients or customers.

The limited partnership agreement for BGC Holdings will contain similar provisions with respect to the Combined Company and/or Cantor and their respective representatives, and the limited partnership agreements for BGC U.S. and BGC Global will contain similar provisions with respect to the Combined Company and/or BGC Holdings and their respective representatives.

If Cantor competes with the Combined Company, it could materially harm the Combined Company's business operations.

***Agreements between the Combined Company and Cantor are between related parties and the terms of these agreements may be less favorable to the Combined Company than those that the Combined Company could have negotiated with third parties.***

The Combined Company's relationship with Cantor results in agreements with Cantor that are between related parties. As a result, the prices charged to the Combined Company or by the Combined Company for services provided under agreements with Cantor may be higher or lower than prices that may be charged by third parties and the terms of these agreements may be less favorable to us than those that the Combined Company could have negotiated with third parties. For example, pursuant to the separation agreement, Cantor will have a

---

**Table of Contents**

right to be a customer of the Combined Company and to pay the lowest commissions paid by any other customer of the Combined Company, whether by volume, dollar or other applicable measure (except that this right will terminate upon the earlier of a change of control of Cantor and the last day of the calendar quarter during which Cantor represents one of the 15 largest customers of the Combined Company in terms of transaction volume). In addition, Cantor will have an unlimited right to internally use market data from BGCantor Market Data without any cost (although Cantor will not have the right to furnish such data to any third-party). Any future related party transactions or arrangements between the Combined Company and Cantor, until Cantor ceases to hold 5% of the Combined Company's voting power, will be subject to the prior approval by a majority of the Combined Company's independent directors, but generally will not otherwise require the separate approval of the Combined Company's stockholders, and if such approval were required, Cantor will retain sufficient voting power to provide any such requisite approval without the affirmative consent of the other stockholders. See Certain Relationships and Related Transactions Before and After the Merger Key Separation Agreements.

**Risks Related to the Combined Company's Capital Structure**

***Because the voting control of the Combined Company common stock will be concentrated among the holders of Combined Company Class B common stock, the market price of Combined Company Class A common stock may be adversely affected by disparate voting rights.***

As of January 24, 2008, Cantor beneficially owned 87.1% of the Total Voting Power. Upon completion of the merger, Cantor will beneficially own approximately 88.2% of the combined voting power of all classes of Combined Company voting stock. As long as Cantor beneficially owns a majority of the combined voting power of Combined Company voting stock, it will have the ability, without the consent of the public stockholders, to elect all of the members of the Combined Company board of directors and to control the Combined Company's management and affairs. In addition, it will be able to determine the outcome of matters submitted to a vote of the Combined Company's stockholders for approval and will be able to cause or prevent a change of control of the Combined Company. In certain circumstances, the shares of Combined Company Class B common stock issued to Cantor may be transferred without conversion to Combined Company Class A common stock.

The holders of Combined Company Class A common stock and Class B common stock will have substantially identical rights, except that holders of Combined Company Class A common stock will be entitled to one vote per share, while holders of Combined Company Class B common stock will be entitled to 10 votes per share on all matters to be voted on by stockholders in general. These votes are controlled by Cantor and are not subject to conversion or termination by the Combined Company board of directors or any committee thereof, or any other stockholder or third-party. This differential in the voting rights could adversely affect the market price of Combined Company Class A common stock.

***Delaware law and the Combined Company certificate of incorporation may make a takeover of the Combined Company more difficult and dilute your percentage of ownership of Combined Company common stock.***

Provisions of Delaware law, such as its business combination statute, may have the effect of delaying, deferring or preventing a change of control of the Combined Company. In addition, the Combined Company certificate of incorporation will authorize the issuance of preferred stock, which the Combined Company board of directors can create and issue without prior stockholder approval and with rights senior to those of the Combined Company common stock, as well as warrants to purchase Combined Company common stock. Any such issuances would make a takeover of the Combined Company more difficult and may dilute your percentage ownership of Combined Company common stock. The Combined Company certificate of incorporation and the Combined Company by-laws will include provisions that provide for advance notice for stockholder proposals and director nominations. These provisions may have the effect of delaying or preventing changes of control or management of the Combined Company, even if such transactions would have significant benefits to its stockholders. As a result, these provisions could limit the price some investors might be willing to pay in the future for shares of Combined Company Class A common stock.

**Table of Contents**

*Delaware law may protect decisions of the Combined Company board of directors that have a different effect on holders of Combined Company Class A common stock and Class B common stock.*

Stockholders may not be able to challenge decisions that have an adverse effect upon holders of Combined Company Class A common stock if the Combined Company board of directors acts in a disinterested, informed manner with respect to these decisions, in good faith and in the belief that it is acting in the best interests of the Combined Company's stockholders. Delaware law generally provides that a board of directors owes an equal duty to all stockholders, regardless of class or series, and does not have separate or additional duties to either group of stockholders, subject to applicable provisions set forth in a company's charter.

**Table of Contents**

**FORWARD-LOOKING STATEMENTS**

The information in this proxy statement contains forward-looking statements within the meaning of Section 27A of the Securities Act and Section 21E of the Exchange Act. Such statements are based upon current expectations that involve risks and uncertainties. Any statements contained herein that are not statements of historical fact may be deemed to be forward-looking statements. For example, words such as may, will, should, estimates, predicts, potential, continue, strategy, believes, anticipates, plans, expects, intends and similar e identify forward-looking statements.

The actual results of eSpeed, BGC Partners or the Combined Company and the outcome and timing of certain events may differ significantly from the expectations discussed in the forward-looking statements. Factors that might cause or contribute to such a discrepancy for eSpeed, BGC Partners and/or the Combined Company include, but are not limited to:

the Combined Company's relationship with Cantor and its affiliates and any related conflicts of interest, competition for and retention of brokers and other managers and key employees;

pricing and commissions and market position with respect to any of eSpeed's products and that of the Combined Company's respective competitors;

the effect of industry concentration and consolidation;

market conditions, including trading volume and volatility;

economic or geopolitical conditions or uncertainties;

the extensive regulation of the respective businesses and risks relating to compliance matters;

factors related to specific transactions or series of transactions, including credit, performance and unmatched principal risk as well as counterparty failure;

the costs and expenses of developing, maintaining and protecting intellectual property, including judgments or settlements paid or received in connection with intellectual property or employment or other litigation and their related costs and certain financial risks, including the possibility of future losses and negative cash flow from operations, risks of obtaining financing and risks of the resulting leverage, as well as interest and currency rate fluctuations;

the ability to enter new markets or develop new products, trading desks, marketplaces or services and to induce customers to use these products, trading desks, marketplaces or services, to secure and maintain market share;

the ability to enter into marketing and strategic alliances, and other transactions, including acquisitions, dispositions, reorganizations, partnering opportunities and joint ventures, and the integration of any completed transactions;

the ability to hire new personnel;

the ability to expand the use of technology for screen-assisted, voice-assisted and fully electronic trading;

effectively manage any growth that may be achieved;

risks relating to the proposed merger, the separation and the relationship between the various entities;

financial reporting, accounting and internal control factors, including identification of any material weaknesses in the Combined Company's internal controls and the Combined Company's ability to prepare historical and pro forma financial statements and reports in a timely manner; and

other factors, including those that are discussed under **Risk Factors** to the extent applicable.

**Table of Contents**

We believe that all forward-looking statements are based upon reasonable assumptions when made. However, we caution that it is impossible to predict actual results or outcomes or the effects of risks, uncertainties or other factors on anticipated results or outcomes and that accordingly you should not place undue reliance on these statements. Forward-looking statements speak only as of the date when made, and we undertake no obligation to update these statements in light of subsequent events or developments.

---

**Table of Contents**

**THE SPECIAL MEETING OF STOCKHOLDERS**

**Time and Place of the Special Meeting**

This proxy statement is first being furnished to our stockholders on or about February 12, 2008 as part of the solicitation of proxies by our board of directors for use at the special meeting of stockholders to be held at eSpeed, Inc., 499 Park Avenue, 3rd Floor, New York, New York on March 14, 2008, at 10:00 a.m. local time, or any adjournment or postponement thereof. The purpose of the special meeting is for our stockholders:

- (1) To consider and vote upon a proposal to adopt the merger agreement, by and among BGC Partners, Cantor, eSpeed, BGC U.S., BGC Global and BGC Holdings pursuant to which, among other things, BGC Partners will be merged with and into eSpeed, and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger;
- (2) To approve the amendment to the eSpeed certificate of incorporation, to be in effect as of the closing of the merger as part of the Combined Company certificate of incorporation, to authorize additional shares of Class A common stock;
- (3) To approve the amendment to the eSpeed certificate of incorporation, to be in effect as of the closing of the merger as part of the Combined Company certificate of incorporation, effecting changes regarding corporate opportunities;
- (4) To approve the amendment and restatement of the BGC Partners, Inc. Long Term Incentive Plan; and

(5) To transact such other business as may properly come before the special meeting and any adjournment or postponement thereof. The eSpeed board of directors has unanimously approved the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, upon the recommendation by the Special Committee, and is submitting it to the stockholders for their adoption. Pursuant to the merger agreement, BGC Partners will be merged with and into eSpeed. The merger is described in this proxy statement, which you are urged to read carefully. In particular, the section of this proxy statement entitled "Risk Factors" contains a description of risks that you should consider in evaluating the proposed merger. A copy of:

the merger agreement is attached to this proxy statement as Annex A;

the form of separation agreement is attached to this proxy statement as Annex B;

the form of BGC Holdings limited partnership agreement is attached to this proxy statement as Annex C;

the form of BGC U.S. limited partnership agreement is attached to this proxy statement as Annex D;

the form of BGC Global limited partnership agreement is attached to this proxy statement as Annex E;



Edgar Filing: ESPEED INC - Form DEFM14A

the form of separation registration rights agreement is attached to this proxy statement as Annex F;

the form of administrative services agreement is attached to this proxy statement as Annex G;

the form of Tower Bridge administrative services agreement is attached to this proxy statement as Annex H;

the form of Participation Plan is attached to this proxy statement as Annex I;

the fairness opinion of Sandler O'Neill is attached to this proxy statement as Annex J;

---

**Table of Contents**

the form of Combined Company certificate of incorporation is attached to this proxy statement as Annex K;

the form of Combined Company by-laws is attached to this proxy statement as Annex L; and

the form of amended and restated BGC Partners, Inc. Long Term Incentive Plan is attached to this proxy statement as Annex M.

**Recommendations**

After careful consideration and upon the unanimous recommendation of the Special Committee, the eSpeed board of directors unanimously approved the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, determined that the transactions contemplated by the merger agreement are fair to, advisable and in the best interests of eSpeed and the holders of shares of eSpeed Class A common stock and Class B common stock and recommended that eSpeed stockholders adopt the merger agreement and the transactions contemplated thereby.

The board of directors unanimously recommends that you vote:

- (1) **FOR** the proposal to adopt the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger;
- (2) **FOR** the approval of the amendment to the eSpeed certificate of incorporation to authorize additional shares of Class A common stock;
- (3) **FOR** the approval of the amendment to the eSpeed certificate of incorporation effecting changes regarding corporate opportunities; and
- (4) **FOR** the approval of the amended and restated BGC Partners, Inc. Long Term Incentive Plan.

**Method of Voting; Record Date; Stock Entitled to Vote; Quorum**

eSpeed stockholders are being asked to vote shares held directly in their name as stockholders of record and any shares they hold in street name as beneficial owners. Shares held in street name are shares held in a stock brokerage account or shares held by a bank or other nominee.

The method of voting differs for shares held as a record holder and shares held in street name. Record holders will receive proxy cards. Holders of shares in street name will receive voting instruction cards in order to instruct their nominees how to vote.

Proxy cards and voting instruction cards are being solicited on behalf of the eSpeed board of directors from eSpeed stockholders in favor of the matters to be considered at the special meeting.

eSpeed stockholders may receive more than one set of voting materials, including multiple copies of this proxy statement and multiple proxy cards or voting instruction cards. For example, stockholders who hold shares in more than one brokerage account may receive a separate voting instruction card for each brokerage account in which shares are held. Stockholders of record whose shares are registered in more than one name will receive more than one proxy card.

Only eSpeed stockholders at the close of business on January 31, 2008, the record date for the special meeting, are entitled to receive notice of, and vote at, the special meeting. On the record date, there were 31,300,863 shares of eSpeed Class A common stock and 19,497,800 shares of eSpeed Class B common stock issued and outstanding. Holders of shares of eSpeed Class A common stock on the record date are each entitled



## **Table of Contents**

to one vote per share of eSpeed Class A common stock and holders of shares of eSpeed Class B common stock on the record date are each entitled to 10 votes per share of eSpeed Class B common stock on the matters to be considered at the special meeting.

A quorum of the holders of the outstanding shares of our Class A common stock and Class B common stock, treated as one class, must be present for the special meeting to be held. A quorum is present if a majority of the Total Voting Power is present, in person or represented by proxy, at the special meeting.

Abstentions and broker non-votes count as present for establishing the quorum described above. A broker non-vote may occur on a proposal when a broker is not permitted to vote on that proposal without instructions from the beneficial owner of the shares. Shares held by eSpeed in its treasury do not count toward the quorum.

### **Required Vote**

#### ***Merger Agreement***

Stockholders holding a majority of the Total Voting Power must vote **FOR** the adoption of the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, for the merger agreement and the transactions contemplated thereby to be adopted.

See Voting Commitment.

#### ***Other Matters to Be Considered at the Special Meeting***

The affirmative vote of the holders of a majority of the Total Voting Power present in person or represented by proxy at the special meeting and entitled to vote is required to approve the other matters to be considered at the special meeting.

### **Voting Commitment**

Under the terms of the merger agreement, Cantor, which as of January 24, 2008 held 87.1% of the Total Voting Power, has agreed to vote its shares in favor of the adoption of the merger agreement and the transactions contemplated thereby, including the merger and the issuance of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, so long as the eSpeed board of directors and the Special Committee recommend that eSpeed's stockholders vote in favor of the adoption of the merger agreement and the transactions contemplated thereby. Accordingly, a sufficient number of the votes required to adopt the merger agreement and the transactions contemplated thereby is assured so long as the eSpeed board of directors and the Special Committee recommend that the stockholders of eSpeed vote in favor of the adoption of the merger agreement and the transactions contemplated thereby.

---

**Table of Contents**

**PROPOSAL 1 THE MERGER**

**History of eSpeed**

We are a leader in developing and deploying electronic marketplaces and related trading technology that offers traders access to the most efficient, innovative and neutral financial markets in the world. We commenced operations in March 1999 as a division of Cantor Fitzgerald Securities, a subsidiary of Cantor. Our initial focus was the global government bond markets of the world, specifically in the United States, Europe, Canada and Japan. Our relationships with Cantor and with BGC Partners, and affiliates of BGC Partners, have enabled us to become an innovator in what today we consider our core electronic marketplaces, the government bond markets of the world. We seek to offer an electronic trading platform for a full range of financial products currently traded in today's global capital markets, which includes fully electronic trading of wholesale fixed income, foreign exchange, futures, options and equities and integrated hybrid voice-assisted trading in treasury-spreads, off-the-run and when issued U.S. Treasury securities, repurchase agreements and U.S. Government Agency Securities, as well as other products.

**History, Formation, Separation and Pre-Merger Structure of BGC Partners**

BGC Partners is a Delaware corporation formed on November 29, 2006 by Cantor. BGC Partners conducts substantially all of its business through its subsidiaries and prior to the separation contemplated by the separation agreement had no substantial operations.

BGC Partners is a leading full-service inter-dealer broker, providing integrated voice and electronic execution brokerage services to many of the world's largest and most creditworthy banks that regularly trade in capital markets, brokerage houses and investment banks for a broad range of global financial products, including fixed income securities, foreign exchange, equity derivatives, credit derivatives, futures, structured products and other instruments, as well as market data products for selected financial instruments. Named in honor of B. Gerald Cantor, Cantor's founder and a pioneer in screen brokerage services and fixed income market data products, BGC Partners has offices in London, New York, Toronto, Mexico City, Paris, Nyon, Copenhagen, Hong Kong, Tokyo, Beijing (representative office), Singapore, Sydney, Seoul and Istanbul. BGC Partners' principal executive offices are at 199 Water Street, New York, New York 10038 and its telephone number is (646) 346-7000. The Internet address for BGC Partners is <http://www.bgcpartners.com>.

Pursuant to the separation agreement which will be entered into prior to the closing of the merger, Cantor will transfer the transferred assets and transferred liabilities to BGC Partners. As an initial step to combining BGC Partners and eSpeed, Cantor will separate the BGC business from the remainder of its businesses pursuant to a separation agreement. Specifically, Cantor will separate the BGC business so that (1) BGC U.S. will hold the U.S. businesses, and (2) BGC Global will hold the non-U.S. businesses. Cantor will hold interests in the Opco through a combination of its equity interest in BGC Partners and its equity interest in BGC Holdings. In addition, prior to the completion of the merger, Cantor will redeem all of the Cantor limited partnership interests held by founding partners in exchange for (1) a portion of the BGC Holdings limited partnership interests that Cantor will receive in the separation and (2) distribution rights in respect of BGC Partners interests and, after the merger, Combined Company Class A common stock.

BGC Partners will be converted from a corporation to a limited liability company for tax purposes prior to the merger. In the conversion of BGC Partners from a corporation to a limited liability company, each share of Class A common stock will convert into a Class A unit, each share of Class B common stock will convert into a Class B unit and the share of Class C common stock will convert into a Class C unit.

**Table of Contents**

The following diagram illustrates the separation and the redemption but does not reflect the various subsidiaries of BGC U.S., BGC Global, BGC Holdings or Cantor.

To acquire BGC Partners, eSpeed has agreed to issue in the merger an aggregate of 133,860,000 shares of Combined Company common stock and rights to acquire shares of Combined Company common stock. Of these shares and rights to acquire shares, 56,000,000 will be in the form of Combined Company Class B common stock or rights to acquire Combined Company Class B common stock, and the remaining 77,860,000 will be in the form of Combined Company Class A common stock or rights to acquire Combined Company Class A common stock. Current stockholders of the Company will hold the same number and class of shares of Combined Company common stock that they held in the Company prior to the merger. As of January 24, 2008, eSpeed stockholders (excluding Cantor) held approximately 30.0 million shares and options to purchase shares of eSpeed common stock which represented 58.6% of the economics of eSpeed and 12.9% of the voting rights of eSpeed as of such date, and is expected to represent 41.2% of the economics of the Combined Company and 11.8% of the voting rights of the Combined Company immediately after the merger. eSpeed stockholders, other than Cantor and its affiliates, will have a reduced economic and voting interest in the Combined Company after the merger, which will be further reduced upon exchange of BGC Holdings limited partnership interests exchangeable for Combined Company Class A common stock or Combined Company Class B common stock. Following the completion of the merger, it is expected that the Combined Company Class A common stock will trade on the NASDAQ Global Market under the symbol BGCP.

---

**Table of Contents**

After the merger, the combined businesses of the Company and BGC Partners will be held in two operating subsidiaries: (1) BGC U.S., which will hold the U.S. businesses, and (2) BGC Global, which will hold the non-U.S. businesses.

As a result of the merger:

the stockholders of eSpeed as of immediately prior to the merger (including Cantor) will own equity interests representing approximately 28.0% of the economics of BGC U.S. and BGC Global after the merger; and

the equity owners of BGC U.S. and BGC Global as of immediately prior to the merger (including Cantor and the founding partners) will own equity interests representing approximately 72.0% of the economics of BGC U.S. and BGC Global after the merger. The equity interests in BGC U.S. and BGC Global will be held by the Combined Company and by BGC Holdings. Immediately after the merger, the Combined Company will hold approximately 39.8% of the equity in BGC U.S. and BGC Global, and BGC Holdings will hold approximately 60.2% of the equity in BGC U.S. and BGC Global.

The stockholders of eSpeed as of immediately prior to the merger will hold their interests in BGC U.S. and BGC Global after the merger through the Combined Company. Cantor, which is currently the sole stockholder of BGC Partners, will hold its interests in BGC U.S. and BGC Global through a combination of Combined Company common stock and interests in BGC Holdings. In addition, prior to the merger, Cantor will provide a portion of its interest in BGC Holdings to the founding partners and as discussed above, concurrently with the merger, BGC Holdings will issue REUs to certain employees of BGC and other persons who provide services to BGC.

Concurrently with the merger, and, in the future, as part of its compensation process, BGC Holdings expects to also issue certain REUs to certain executive officers and employees of BGC Partners and other persons who provide services to BGC Partners. See Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreement Exchanges and Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreement Partner Obligations. In addition, BGC Partners expects to issue to certain employees and other persons who provide services to BGC certain BGC RSUs. The aggregate value of such REUs and BGC RSUs granted prior to the consummation of the merger (a) with respect to the fiscal year ended December 31, 2007, will be no greater than \$22,000,000 and (b) with respect to the fiscal year ended December 31, 2008, will be no greater than \$22,000,000, and for each of clauses (a) and (b), each such right to receive one BGC RSU or REU will be valued for these purposes at the closing price of eSpeed Class A common stock on the date of the grant of the right. Furthermore, BGC Holdings is authorized to issue additional REUs or BGC RSUs in connection with acquisitions and the hiring of new employees prior to the merger. These issuances would be in addition to the 133,860,000 shares of Combined Company common stock and rights to acquire common stock to be issued in the merger and be dilutive to all stockholders. BGC recently entered into a definitive agreement to acquire the business of Radix Energy (Singapore) Pte Ltd ( Radix ), an over-the-counter energy broker based in Singapore. As partial consideration for the acquisition, BGC agreed to pay \$5 million in the form of REUs, which will be satisfied by the issuance of 526,315 REUs upon the closing of the merger. The number of REUs was determined based on a share price of \$9.50, which was the approximate price per share of eSpeed's Class A common stock during the period in which the parties reached agreement in principle regarding a transaction.

**Table of Contents**

The following diagram illustrates the merger of BGC Partners and eSpeed. The following diagram does not reflect the various subsidiaries of the Combined Company, BGC U.S., BGC Global, BGC Holdings or Cantor or the results of any exchange of BGC Holdings exchangeable limited partnership interests or, to the extent applicable, BGC Holdings founding partner interests or BGC Holdings REU interests. See Structure of the Combined Company for a description of the structure of the Combined Company.



---

## Table of Contents

### **Structure of the Combined Company**

The merger agreement provides that BGC Partners will be merged with and into eSpeed, with eSpeed surviving the merger. The Combined Company will be renamed BGC Partners, Inc. Following the completion of the merger, it is expected that the Combined Company Class A common stock will trade on the NASDAQ Global Market under the symbol BGCP.

To acquire BGC Partners, eSpeed has agreed to issue in the merger an aggregate of 133,860,000 shares of Combined Company common stock and rights to acquire shares of Combined Company common stock. Of these shares and rights to acquire shares, 56,000,000 will be in the form of Combined Company Class B common stock or rights to acquire Combined Company Class B common stock, and the remaining 77,860,000 will be in the form of Combined Company Class A common stock or rights to acquire Combined Company Class A common stock. Specifically, in the merger:

each of the BGC Partners Class A units, 21,968,971 of which will be outstanding immediately prior to the merger, will be converted into Combined Company Class A common stock (and the issued and outstanding shares of eSpeed Class A common stock and options to purchase eSpeed Class A common stock will remain outstanding as Combined Company Class A common stock), 32,451,646 (including 1,150,783 of stock options) of which were issued and outstanding as of January 24, 2008;

all of the issued and outstanding shares of eSpeed Class B common stock will remain outstanding as Combined Company Class B common stock or, at Cantor's election prior to the closing of the merger, be converted into shares of Combined Company Class A common stock, 19,497,800 of which were issued and outstanding as of January 24, 2008;

the one BGC Partners Class C unit which will be issued and outstanding immediately prior to the merger will be converted into 100 shares of Combined Company Class B common stock or, at Cantor's election prior to the closing of the merger, 100 shares of Combined Company Class A common stock; and

- (1) the 68,073,666 units of BGC Holdings exchangeable limited partnership interests which will be issued and outstanding immediately prior to the merger will be exchangeable with the Combined Company for Combined Company Class B common stock or Combined Company Class A common stock in accordance with the terms of the BGC Holdings limited partnership agreement and
- (2) the 43,817,263 units of BGC Holdings founding partner interests which will be issued and outstanding immediately prior to the merger will not be exchangeable with the Combined Company unless otherwise determined by Cantor in accordance with the terms of the BGC Holdings limited partnership agreement.

Cantor currently intends to elect to have the BGC Partners Class B units and the BGC Partners Class C unit converted in the merger into Combined Company Class A common stock.

Concurrently with, or immediately after the merger, the Combined Company will contribute its assets and liabilities to BGC U.S. and BGC Global in exchange for limited partnership interests in these entities. As a result of this contribution, the Combined Company will receive limited partnership interests in each of these entities.

Concurrently with the merger, and, in the future, as part of its compensation process, BGC Holdings expects to also issue certain REUs to certain executive officers and employees of BGC Partners and other persons who provide services to BGC Partners. See Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreements Exchanges and Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreement Partner Obligations. In addition, BGC Partners will issue to certain employees and other persons who provide services to BGC Partners certain BGC RSUs. The aggregate value of such REUs and BGC RSUs granted prior to the consummation of the merger (a) with respect to the fiscal year ended December 31, 2007, will be no greater than \$22,000,000 and (b) with respect to the fiscal year ended December 31, 2008, will be no greater than \$22,000,000, and for each of clauses (a) and (b), each such right to receive one BGC RSU or REU will be valued for these purposes at the closing price of eSpeed Class A Common

---

**Table of Contents**

Stock on the date of the grant of the right. Furthermore, BGC Holdings is authorized to issue certain additional REUs or BGC RSUs in connection with acquisitions and the hiring of new employees prior to the merger. These issuances would be in addition to the 133,860,000 shares of Combined Company common stock and rights to acquire common stock to be issued in the merger and be dilutive to all stockholders.

Current stockholders of the Company will hold the same number and class of shares of Combined Company common stock that they held in the Company prior to the merger. As of January 24, 2008, eSpeed stockholders (excluding Cantor) held approximately 30.0 million shares and options to purchase shares of eSpeed common stock which represented 58.6% of the economics of eSpeed and 12.9% of the voting rights of eSpeed as of such date, and is expected to represent 41.2% of the economics of the Combined Company and 11.8% of the voting rights of the Combined Company immediately after the merger. eSpeed stockholders, other than Cantor and its affiliates, will have a reduced economic and voting interest in the Combined Company after the merger, which will be further reduced upon exchange of BGC Holdings limited partnership interests exchangeable for Combined Company Class A common stock or Combined Company Class B common stock.

Immediately after the merger, there will be approximately 54,420,617 fully diluted shares of Combined Company Class A common stock outstanding, of which 23,989,120 shares will be held by Cantor. Each share of Class A common stock will generally be entitled to one vote on matters submitted to the Combined Company's stockholders. In addition, immediately after the merger, Cantor will hold 19,497,900 shares of Combined Company Class B common stock (which represents all of the outstanding Combined Company Class B common stock), representing, together with the Combined Company Class A common stock held by Cantor, approximately 88.2% of the Combined Company's voting power. Each share of Class B common stock will generally be entitled to the same rights as a share of Class A common stock, except that, on matters submitted to a vote of the Combined Company's stockholders, each share of Class B common stock will be entitled to 10 votes. The Class B common stock generally will vote together with the Class A common stock on all matters submitted to a vote of the Combined Company's stockholders.

Immediately after the merger, the Combined Company will hold the BGC Holdings general partnership interest and the BGC Holdings special voting limited partnership interest, which entitles the holder thereof to remove and appoint the general partner of BGC Holdings, and will serve as the general partner of BGC Holdings, which will entitle the Combined Company to control BGC Holdings. BGC Holdings, in turn, will hold the BGC U.S. general partnership interest and the BGC U.S. special voting limited partnership interest, which entitles the holder thereof to remove and appoint the general partner of BGC U.S., and the BGC Global general partnership interest and the BGC Global special voting limited partnership interest, which entitles the holder thereof to remove and appoint the general partner of BGC Global, and will serve as the general partner of each of BGC U.S. and BGC Global, which will entitle BGC Holdings (and thereby the Combined Company) to control each of BGC U.S. and BGC Global. BGC Holdings will hold its BGC Global general partnership interest through a company incorporated in the Cayman Islands, BGC Global Holdings GP Limited. In addition, it is expected the Combined Company will indirectly through wholly-owned subsidiaries hold BGC U.S. limited partnership interests and BGC Global limited partnership interests consisting of approximately 73,918,517 units and 73,918,517 units, representing approximately 39.8% and 39.8% of the outstanding BGC U.S. limited partnership interests and BGC Global limited partnership interests, respectively. The Combined Company will be a holding company that will hold these interests, will serve as the general partner of BGC Holdings, and, through BGC Holdings, will act as the general partner of each of BGC U.S. and BGC Global. As a result of the Combined Company's ownership of the general partnership interest in BGC Holdings and BGC Holdings' general partnership interest in each of BGC U.S. and BGC Global, it is anticipated that the Combined Company will consolidate BGC U.S.'s and BGC Global's results for financial reporting purposes.

Founding/working partners and restricted equity partners will directly and Cantor will indirectly hold BGC Holdings limited partnership interests. BGC Holdings, in turn, will hold BGC U.S. limited partnership interests and BGC Global limited partnership interests and, as a result, founding/working partners, restricted equity partners and Cantor will indirectly have interests in BGC U.S. limited partnership interests and BGC Global limited partnership interests.

---

**Table of Contents**

The BGC Holdings limited partnership interests held by Cantor will be designated as BGC Holdings exchangeable limited partnership interests. The BGC Holdings limited partnership interests held by the founding partners will be designated as BGC Holdings founding partner interests, any BGC Holdings limited partnership interests that may be issued after the merger to the working partners will be designated as BGC Holdings working partner interests and any BGC Holdings limited partnership interest that may be issued concurrently with the merger or after the merger to the restricted equity partners will be designated as BGC Holdings restricted equity interests.

After the first anniversary of the completion of the merger, the BGC Holdings limited partnership interests held by Cantor will be exchangeable with the Combined Company for Combined Company Class B common stock (or, at Cantor's option or if there are no additional authorized but unissued shares of Combined Company Class B common stock, Combined Company Class A common stock) on a one-for-one basis (subject to customary anti-dilution adjustments). Cantor will, however, be able to exchange up to an aggregate of 20 million of its BGC Holdings limited partnership interests prior to the first anniversary of the completion of the merger for shares of Combined Company Class A common stock in connection with a broad-based public offering including all shares received upon such exchange, of Combined Company Class A common stock underwritten by a nationally recognized investment banking firm. In addition, prior to the merger, a portion of the BGC Holdings founding partner interests held by Mr. Lynn, as well as two other individuals who are employed by one or more of our affiliates, will be sold to Cantor for cash, and the select persons' aggregate net proceeds will be used as described in Certain Relationships and Related Transactions Before and After the Merger - Repayment of Existing Loans and Required Capital Contributions. Upon acquiring such BGC Holdings founding partner interests from the select persons, Cantor will exchange them for equity interests in BGC Partners on a one-for-one basis, and prior to the merger, BGC Partners will redeem such BGC Partners equity interests from Cantor for cash equal to the amount paid by Cantor to the select persons in respect of such interests. See Certain Relationships and Related Transactions Before and After the Merger - Repayment of Existing Loans and Required Capital Contributions.

The BGC Holdings limited partnership interests that Cantor transfers to founding partners in redemption of their current limited partnership interests in Cantor at the time of the separation will not be exchangeable with the Combined Company unless (1) Cantor reacquires such interests from the founding partners (which it has the right to do under certain circumstances), in which case such interests will be exchangeable with the Combined Company for Combined Company Class A common stock or Class B common stock as described above, or (2) Cantor determines that such interests can be exchanged by such founding partners with the Combined Company for Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), on terms and conditions to be determined by Cantor, provided that the terms and conditions of such exchange cannot in any way diminish or adversely affect the rights of the Combined Company or its subsidiaries (it being understood that an obligation by the Combined Company to deliver shares of Combined Company Class A common stock upon exchange will not be deemed to diminish or adversely affect the rights of the Combined Company or its subsidiaries) (which exchange of certain interests Cantor expects to permit from time to time). In particular, Cantor expects to provide all founding partners with the right to immediately exchange 20% of their BGC Holdings founding partner interests for Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments) Cantor, with one-third of the shares received by a founding partner upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. Cantor also expects to grant certain additional exchange rights to Messrs. Amaitis and Lynn. The one-for-one exchange ratio between BGC Holdings limited partnership interests and Combined Company common stock was determined to reflect that one BGC Holdings limited partnership interest and one share of Combined Company common stock will, immediately after the merger, represent an equivalent indirect economic interest in the income stream of BGC U.S. and BGC Global. In addition, such a one-for-one ratio enhances the ease of comparing and understanding Combined Company per share amounts and BGC U.S. and BGC Global per unit amounts.

---

**Table of Contents**

No working partner interests will be issued at the time of the separation and merger. Any working partner interests that are issued will not be exchangeable with the Combined Company unless otherwise determined by BGC Partners with the written consent of a BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement.

Prior to the merger, in the third quarter of 2007, BGC and certain of its subsidiaries entered into agreements with certain of their employees pursuant to which the employees agreed to exchange an aggregate of approximately \$7,915,312 of their compensation earned in 2007 for the delivery in 2008 of 990,652 BGC RSUs, which would be issued upon the closing of the merger. These BGC RSUs vest in 50% increments on August 31, 2008 and 2009. In the fourth quarter of 2007, certain employees of BGC and other persons who provide services to BGC were informed that they could expect to receive an aggregate of 276,204 REU interests in lieu of a portion of their discretionary bonus for 2007 having an aggregate estimated value of \$2,817,279 and 148,543 REU interests to be considered as part of their total 2008 compensation having an aggregate estimated value of \$1,515,143, in each case to be delivered in 2008 and issued upon the closing of the merger. The right to receive payment upon redemption of these REU interests will vest in one-third increments on December 14, 2008, 2009 and 2010. The REU interests will only be exchangeable for Combined Company Class A common stock in accordance with terms and conditions of the grant of such REU interests, which terms and conditions will be determined in the sole discretion of the BGC Holdings general partner which, after the merger, will be the Combined Company, in accordance with the terms of the BGC Holdings limited partnership agreement. In addition, in the fourth quarter of 2007, certain employees of BGC and other persons who provide services to BGC were informed that they could expect to receive an aggregate of 182,591 BGC RSUs in lieu of a portion of their discretionary bonus for 2007 having an aggregate estimated value of \$1,862,425 and 1,038,181 BGC RSUs to be considered as part of their total 2008 compensation having an aggregate estimated value of \$10,589,451, in each case to be delivered in 2008 and issued upon the closing of the merger. BGC RSUs vest in one-third increments on December 14, 2008, 2009 and 2010. Generally, REUs were issued to persons who were expected to be founding partners and partners in BGC Partners and BGC RSUs were issued to persons who were employees of eSpeed and back office employees of BGC Partners or Cantor who had been providing services to BGC Partners. Aggregate estimated values in each case are determined based on the eSpeed stock price on the date of each award.

In addition, in the fourth quarter of 2007, certain executive officers of BGC were informed that they could expect to receive an aggregate of 593,990 REU interests (267,865 for Howard W. Lutnick, 133,932 for Lee Amaitis, 133,932 for Shaun Lynn, 38,171 for Stephen M. Merkel and 20,090 for Robert K. West) for delivery in 2008, which would be issued upon the closing of the merger. These REU interests have an aggregate estimated value of \$6,652,500 (\$3,000,000 for Howard W. Lutnick, \$1,500,000 for Lee Amaitis, \$1,500,000 for Shaun Lynn, \$427,500 for Stephen M. Merkel and \$225,000 for Robert K. West). The REUs will only be exchangeable for Combined Company Class A common stock in accordance with terms and conditions of the grant of such REU interests, which terms and conditions will be determined by BGC Holdings general partner which, after the merger, will be the Combined Company, with the written consent of the BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement. The right to receive payment upon redemption of these REU interests for Messrs. Lutnick, Amaitis and Lynn was immediately vested on December 31, 2007. The right to receive payment upon redemption of these REUs for Messrs. West and Merkel will vest in one-third increments in December 2008, 2009 and 2010. Aggregate estimated values in each case are determined based on the eSpeed stock price on the date of each award.

Furthermore, BGC Holdings is authorized to issue certain additional REU interests or BGC Partners may issue BGC RSUs in connection with acquisitions and the hiring of new employees prior to the merger. These issuances would be in addition to the 133,860,000 shares of Combined Company common stock and rights to acquire common stock to be issued in the merger and be dilutive to all stockholders. BGC Holdings has recently entered into an acquisition agreement in connection with which it has agreed to issue 526,315 REUs upon the closing of the merger.

**Table of Contents**

With each exchange, BGC Partners' indirect interest in BGC U.S. and BGC Global will proportionately increase, because immediately following an exchange, BGC Holdings will redeem the BGC Holdings unit so acquired for the BGC U.S. limited partnership interest and the BGC Global limited partnership interest underlying such BGC Holdings unit. The acquired BGC U.S. limited partnership interest and BGC Global limited partnership interest will be appropriately adjusted to reflect the impact of any losses of the Opcos arising from certain litigation claims (see Information About BGC Partners' Business Legal Proceedings ) and the intention of the parties to the BGC Holdings limited partnership agreement for BGC Holdings (and not BGC Partners) to realize the economic benefits and burdens of such litigation matters.

The profit and loss of BGC U.S., BGC Global and BGC Holdings, as the case may be, will generally be allocated based on the total number of BGC U.S. units, BGC Global units and BGC Holdings units, as the case may be, outstanding, other than in the case of certain litigation matters, as described in Related Agreements Amended and Restated Limited Partnership Agreements of BGC U.S. and BGC Global.

**Table of Contents**

The following diagram illustrates the expected ownership structure of the Combined Company after the merger. The following diagram does not reflect the various subsidiaries of the Combined Company, BGC U.S., BGC Global, BGC Holdings or Cantor, the issuance of BGC Holdings REUs or BGC RSUs or the results of any exchange of BGC Holdings exchangeable limited partnership interests or, to the extent applicable, BGC Holdings founding partner interests or BGC Holdings REUs:

\* Shares of Class B common stock are convertible into shares of Class A common stock at any time in the discretion of the holder on a one-for-one basis. Accordingly, if Cantor converted all of its Class B common stock into Class A common stock, Cantor would hold 59.8% of the voting power and the public stockholders would hold 40.2% of the voting power (and the indirect economic interests in BGC U.S. and BGC Global would remain unchanged).

**Table of Contents**

Please see Risk Factors Risks Related to the Merger eSpeed stockholders, other than Cantor and its affiliates, will have a reduced ownership and voting interest in the Combined Company after the merger and will be further diluted upon exchange of BGC Holdings limited partnership interest into Combined Company common stock and Risk Factors Risks Related to the Combined Company s Business The market price of eSpeed Class A common stock has fluctuated and the market price of Combined Company Class A common stock may fluctuate in the future. In addition, future sales of shares of Combined Company Class A common stock, including in any public offering, could adversely affect the market price of Combined Company Class A common stock. eSpeed has also repurchased its shares from time to time, and, after the merger, the Combined Company may cease doing so at any time, for a discussion of possible dilution and future sales of shares of Combined Company Class A common stock.

You should read Risk Factors Risks Related to the Combined Company s Capital Structure, Proposal 1 The Merger History, Formation, Separation and Pre-Merger Structure of BGC Partners, Related Agreements Description of the Combined Company Capital Stock, for additional information about the Combined Company s corporate structure and the risks posed by this structure.

**Background of the Merger**

Cantor and eSpeed have from time to time considered possible strategic alternatives for their respective businesses. As part of their continual review of strategic alternatives, from May 2005 through August 2006, Cantor and the independent directors of eSpeed held approximately 10 meetings and a series of discussions regarding a potential combination between Cantor s BGC business and eSpeed. The parties discussed the possible structure of the combined company and the synergies that could be created by the combination, as well as possible valuations for each company; however, the parties did not reach agreement in this period on the terms of a transaction, including with respect to the valuation of the BGC business or a possible purchase price for the acquisition. As reflected in Certain Relationships and Related Transactions Before and After the Merger, Information about BGC Partners Business Relationship between BGC Partners and Cantor and Information about BGC Partners Business Relationship between BGC Partners and eSpeed, Cantor, BGC Partners and eSpeed had relationships prior to the start of these discussions.

From August 2006 to May 2007, Cantor explored the possibility of undertaking an initial public offering of common stock of BGC Partners. During this period, Cantor and its advisors worked to determine the mechanics of the separation of the BGC business from the remainder of Cantor s businesses, and the structure of BGC Partners and its subsidiaries. On February 8, 2007, BGC Partners, the holding company for the BGC business, filed with the SEC a registration statement on Form S-1 (Registration No. 333-140531) for its initial public offering. The registration statement contemplated that the offering would be underwritten by Deutsche Bank Securities, and that the BGC Partners common stock would be listed on the NASDAQ Global Market.

Concurrently with exploring the initial public offering of BGC Partners, Cantor also explored selling a stake in BGC Partners to an investor in a private placement transaction. Cantor and the investor engaged in periodic discussions regarding such a sale between November 2006 and May 2007. No agreement, however, was reached on the terms of a transaction, including with respect to the purchase price for the stake.

In February 2007, Cantor and eSpeed resumed discussions regarding a potential combination between the BGC business and eSpeed as part of their continual review of strategic alternatives and because of anticipated potential synergies. Representatives of Cantor and eSpeed believed that such discussions were warranted in light of changes in the relative business performance of the BGC business and the eSpeed business, and in the market s view of the prospects of their businesses and respective industries. In February 2007, the eSpeed board of directors established a Special Committee that consisted exclusively of eSpeed s independent directors to represent the rights and interests of the holders of eSpeed Class A common stock (other than Cantor and its affiliates). The eSpeed board of directors considered the independence of each of John H. Dalton, Barry M. Gosin, Barry R. Sloane and Albert M. Weis in connection with evaluating each for service on the Special Committee and determined that none of Messrs. Dalton, Gosin, Sloan or Weis had, or was subject to, any interest

**Table of Contents**

that, in the opinion of the eSpeed board of directors, would interfere with the exercise by him of his independent judgment as a member of the Special Committee. On March 26, 2007, the eSpeed board of directors unanimously adopted resolutions formally constituting the Special Committee and authorizing the Special Committee to exercise the power of the eSpeed board of directors with respect to the evaluation of a potential merger between the BGC business and eSpeed, including the exclusive authority to, among other things:

determine whether the proposed merger is fair to and in the best interest of the holders of eSpeed Class A common stock (other than Cantor and its affiliates);

determine whether eSpeed should consummate the proposed merger;

discuss and negotiate with Cantor and its representatives the terms of the proposed merger and any modifications in the proposed merger or in its implementation deemed to be desirable by the Special Committee;

negotiate any and all definitive agreements with respect to the proposed merger;

determine conclusively whether the eSpeed board of directors should approve the proposed merger (including the merger agreement) and recommend the proposed merger to the holders of eSpeed Class A common stock (other than Cantor and its affiliates);

review and comment upon any and all documents and other instruments used in connection with the proposed merger, including any and all materials to be filed with the SEC and other governmental and non-governmental persons and entities; and

authorize the issuance of press releases and other public statements that the Special Committee considers appropriate regarding the proposed merger or consideration of the proposed merger after consultation with eSpeed's management and Cantor.

In addition, the eSpeed board of directors authorized the Special Committee to retain, in its sole discretion and at eSpeed's expense, legal counsel and a financial advisor. The Special Committee's mandate did not extend to seeking and evaluating alternatives to the proposed merger as Cantor, eSpeed's controlling stockholder, had stated to the board that a merger with BGC Partners was the only strategic transaction that it would support. Accordingly, no other transaction with a third party could be consummated without Cantor's consent.

The Special Committee engaged Sandler O'Neill as its financial advisor. The Special Committee's decision to engage Sandler O'Neill was based on a number of factors, including its reputation and experience in merger and acquisition transactions in the financial services industry, its expertise in serving as financial advisor to Special Committees and the absence of investment banking relationships with Cantor or its affiliates creating concerns about conflicts of interests. The Special Committee engaged Debevoise & Plimpton LLP, which we refer to as Debevoise, as its legal counsel. The Special Committee's decision to engage Debevoise was based on a number of factors, including the reputation and experience of Debevoise in merger and acquisition transactions, its experience in representing Special Committees and the absence of relationships with Cantor or its affiliates creating concerns about conflicts of interests.

On March 1, 2007, the Special Committee and its financial advisor met with Cantor and its legal advisor, Wachtell, Lipton, Rosen & Katz, which we refer to as Wachtell Lipton. At the meeting, Cantor presented to the Special Committee a broad outline of the terms that it proposed for the merger.

On March 20, 2007, the Special Committee met with its legal counsel and financial advisor. A representative from Debevoise reviewed for the Special Committee members the legal standards under Delaware and federal securities law applicable to the merger and the actions of the Special Committee, their fiduciary responsibilities and their responsibilities and the scope of their authority under the resolutions establishing the Special Committee. The Special Committee discussed, among other matters, the strategic rationale for the merger and the terms proposed by Cantor, including the termination of the JSA between Cantor and eSpeed and reviewed the history of the prior discussions regarding a possible transaction between Cantor and eSpeed and the





---

**Table of Contents**

status of the current initial public offering filing by BGC Partners. The Special Committee also discussed that Cantor had informed it that Cantor was engaged in discussions for a possible sale of a stake in BGC Partners to a private investor prior to the completion of a merger. The Special Committee adjourned this organizational meeting to attend a meeting with Cantor's management and Wachtell Lipton.

Immediately following this organizational meeting, the Special Committee and its legal counsel and financial advisor met with Howard W. Lutnick, who is the Chairman, Chief Executive Officer and President of eSpeed, the Chairman of the Board and Chief Executive Officer of Cantor and President and the controlling stockholder of CFGM, Cantor's managing general partner, Stephen M. Merkel, who is the Executive Vice President, General Counsel and Secretary of eSpeed and Executive Managing Director, General Counsel and Secretary of Cantor, and other representatives from Cantor, as well as representatives from Wachtell Lipton. Mr. Lutnick made a presentation to the Special Committee regarding the strategic rationale for and the proposed basic terms of the merger, as well as Cantor's consideration of an initial public offering of BGC Partners common stock. Mr. Lutnick discussed the original reasons for separating the eSpeed and BGC businesses; the current relationship between eSpeed and the BGC business; the effect on management resulting from incentive compensation tied to the performance of the eSpeed and BGC businesses; potential cost savings from combining these businesses; the projected revenue mix of the Combined Company; and the continued migration toward electronic trading. Mr. Lutnick also discussed Cantor's expectations in respect of the Combined Company's competitive position. Mr. Lutnick answered questions from the Special Committee and its advisors regarding the merger, including questions regarding the proposed senior management team and governance of the Combined Company, the potential initial public offering of BGC Partners common stock and the proposed investment by a private equity firm in BGC Partners.

Following these meetings, the Special Committee's legal counsel and financial advisor began to conduct a due diligence review of the BGC business.

On March 23, 2007, the Special Committee met telephonically with its legal counsel and financial advisor to receive an update on the status of Sandler O'Neill's financial analysis of the merger and financial due diligence investigation of BGC Partners, including the status of the financial advisor's information requests and Cantor's proposal as to valuations of BGC Partners and of eSpeed for purposes of the proposed merger. The Special Committee also reviewed, among other matters, the status of Cantor's negotiations regarding the proposed terms of the proposed merger between eSpeed and BGC Partners and the status of Cantor's negotiations for a possible sale of a stake in BGC Partners to a private investor.

On April 5, 2007, the Special Committee met telephonically with its financial and legal advisors to discuss Cantor's proposed terms for the merger, including the following: (i) that the Combined Company would indemnify Cantor for pre-closing liabilities; (ii) which liabilities would be treated as Cantor special items and eSpeed special items, which treatment would determine which in such party would be responsible for liabilities related to such a special item through the partnership agreement mechanics; (iii) the fact that the special items mechanism depended on the future profitability of the Combined Company, as well as the size of Cantor's economic participation through its interest in BGC Holdings; (iv) the absence of a majority of the minority approval right; (v) that the inter-dealer broker technology would be owned by Cantor and licensed to the Combined Company; (vi) that Cantor would be permitted to use the inter-dealer broker technology to compete with the Combined Company; (vii) the absence of a purchase price adjustment in favor of eSpeed to the extent that BGC Partners' closing cash was less than \$25 million, its net assets were less than \$0 or its indebtedness exceeded \$200 million; (viii) which services under the JSA would continue for some period after the closing; (ix) whether Cantor should have a perpetual most favored nations right with respect to BGC commissions or an unlimited right for internal use of market data from BGC Market Data; (x) that the overall valuation be based on a BGC Partners valuation of \$1.2 billion plus \$200 million of debt and an eSpeed at-market valuation; (xi) that Cantor's exchange rights would be for Class B shares rather than Class A shares; (xii) the absence of a mechanism for adjusting the fixed exchange rate if there were undistributed cash at eSpeed; (xiii) that the Combined Company would have a working capital line from Cantor as opposed to Cantor guaranteeing BGC

---

**Table of Contents**

Partners sufficient working capital; (xiv) that Cantor have nine months to decide to exercise its preemptive rights if the Combined Company acquired additional Opcos interests; and (xv) that Cantor's transaction expenses would be covered by the Combined Company. At the conclusion of this meeting, the Special Committee directed its counsel to communicate with Cantor regarding the Special Committee's views of the proposed terms.

On April 10, 2007, Tullett Prebon plc, which we refer to as Tullett, sent a letter to eSpeed about a non-binding indication of interest by Tullett to acquire all of the outstanding shares of eSpeed Class A common stock for \$12 per share, which proposal was expressly conditioned on (1) an agreement by Cantor to convert all of its eSpeed Class B common stock into eSpeed Class A common stock; and (2) the termination at immaterial cost or adjustment to arm's length terms of eSpeed's arrangements with its affiliates, including those with Cantor.

The Special Committee and its financial and legal advisors met with representatives of Cantor and Wachtell Lipton on April 12, 2007 to discuss the issues regarding the proposed terms for the merger, and to discuss Tullett's letter to the eSpeed board of directors proposing to acquire all of the outstanding shares of eSpeed Class A common stock. The Special Committee discussed with Cantor's representatives various issues regarding Cantor's proposed terms for the merger. A representative of Cantor's management discussed the Tullett proposal, noting that Tullett's proposed transaction was subject to a number of conditions, including a condition that Cantor waive its revenue sharing agreement with eSpeed and its market data rights without any compensation to Cantor. The Cantor representative stated that Cantor was not interested in selling its controlling interest in eSpeed on the terms set forth in the Tullett letter. After further discussion, the Special Committee recommended that the full eSpeed board of directors meet to evaluate the Tullett letter and consider a possible response.

The following day, on April 13, 2007, the Special Committee and its legal counsel and financial advisor held a telephonic meeting to further discuss the proposed terms of the merger and Cantor's response to the issues raised by the Special Committee. The Special Committee also discussed, among other matters, Cantor's ongoing negotiations regarding the possibility of selling a stake in BGC Partners to a private investor and the Tullett proposal.

On April 16, 2007, the eSpeed board of directors convened to discuss, among other things, the Tullett proposal. The eSpeed board of directors discussed the fact that Cantor management noted that it was not interested in selling its controlling interest in eSpeed on the terms set forth in the Tullett letter, which required, among other things, the conversion of the eSpeed Class B common stock held by Cantor into eSpeed Class A common stock and the termination of certain arrangements between Cantor and eSpeed at no cost or immaterial cost to eSpeed. Because Tullett's proposal was expressly conditioned on such actions, and neither eSpeed nor the eSpeed board of directors could satisfy these conditions without the consent of Cantor, the eSpeed board of directors determined that it was not in a position to pursue the Tullett proposal. Following the board meeting, Mr. Merkel, as Secretary of eSpeed and on behalf of the eSpeed board of directors, sent a letter to Tullett notifying them of this determination.

Cantor, eSpeed's controlling stockholder, made both public and private statements to the Special Committee that a merger with BGC Partners was the only strategic transaction available at that time in respect of its eSpeed shares that it supported. Therefore, the Special Committee believed that no other transaction with a third party could be consummated. As discussed in this Background of the Merger section the eSpeed board of directors also considered the proposal received from Tullett and concluded that the proposal was not capable of consummation given Cantor's position.

On April 16 and 17, 2007, the Special Committee, together with its legal counsel and financial advisor, held telephonic meetings with representatives of Cantor. The Special Committee's financial advisor discussed with the Cantor representatives certain financial information needed to advance its financial analysis. The Special Committee also discussed, among other matters, the status of ongoing negotiations related to the proposed terms

---

**Table of Contents**

of the merger with BGC Partners and the status of Cantor's negotiations for a possible sale of a stake in BGC Partners to a private investor. After each meeting, the Special Committee convened separately to continue its discussion of the proposed merger between eSpeed and BGC Partners. During these break-out meetings, the Special Committee discussed further the appropriate response to the Tullett offer and agreed that if Cantor, as eSpeed's controlling shareholder, did not consent to a deal with Tullett, the Special Committee was not in a position to pursue the Tullett proposal. As a result, because the Special Committee believed that it was not capable of completion, the Special Committee did not consider Tullett's proposal superior to the Cantor proposal.

On April 18 and 20, 2007, Tullett sent letters addressed to eSpeed and to the holders of eSpeed Class A common stock, respectively, requesting reconsideration of its earlier proposal.

On April 19, 2007, Mr. Merkel, as Secretary of eSpeed and on behalf of the eSpeed board of directors, sent a letter to Tullett stating that Cantor had informed the eSpeed board of directors that it was not interested in selling its controlling interest in eSpeed or terminating agreements with eSpeed on the terms proposed by Tullett.

On May 3, 2007, the Special Committee and its legal counsel and financial advisor held a telephonic meeting to discuss the status of Sandler O'Neill's due diligence investigation of the BGC business, as well as the revised terms for the proposed merger reflecting prior discussions, including improvements made from the Special Committee's perspective from earlier terms. At this meeting, Sandler O'Neill informed the Special Committee that it had been informed by Cantor that discussions had been terminated with the private investor with whom Cantor had been discussing the possibility of selling a stake in BGC Partners.

On May 8, 2007, the Special Committee and its legal counsel and financial advisor held a telephonic meeting at which Sandler O'Neill presented its preliminary financial analysis of the merger. The Special Committee also discussed a proposed provision requiring the Combined Company to purchase \$60 million of equity from certain officers in connection with the closing of the merger. Members of the Special Committee and the representatives of the Special Committee's financial advisor discussed, among other matters, the prospects for eSpeed as a stand-alone company and as a part of the Combined Company. Sandler O'Neill discussed with the Special Committee various justifications for an improved exchange ratio, including the possibility of reducing investments in new products to improve near-term profitability and the concept that a primarily electronic brokerage business should command a higher multiple than a primarily voice brokerage business. The Special Committee instructed its advisors to attempt to negotiate for an improved exchange ratio and for additional improvements in the transaction terms.

On May 9, 2007, the Special Committee and its legal counsel and financial advisor met with representatives of Cantor and Wachtell Lipton to continue negotiations of the terms of the proposed merger. At this meeting, the Special Committee sought to negotiate the terms of the merger proposed by Cantor, including with respect to the financial terms of the proposed merger; the terms that would govern the ongoing relationship between the Combined Company and Cantor following the merger, including as to shared services; Cantor's ability to obtain market data from the Combined Company; Cantor's use of inter-dealer brokerage services from the Combined Company and allocation of corporate opportunities; the compensation of the Combined Company's executives; the terms under which Cantor would have pre-emptive rights to make additional investments in the Combined Company; the proposed post-merger indemnification provisions; Cantor's proposed right to repurchase founding partners' interests in BGC Holdings under certain circumstances; the proposed treatment of transaction expenses; and the required approvals to complete the merger. At this meeting, Cantor agreed that the Combined Company would own the inter-dealer broker technology and that Cantor would be provided with a non-exclusive license to use this technology. Cantor further agreed not to use or grant any aspect of this license to create a fully electronic brokerage system that would compete with eSpeed's fully electronic systems for U.S. Treasuries and foreign exchange. In addition, at this meeting, Sandler O'Neill provided a valuation presentation as part of its negotiation to improve the exchange ratio proposed by Cantor and proposed an exchange ratio that would provide an implied value for eSpeed common stock equal to \$12.00 per share. Cantor rejected this proposal. Sandler O'Neill then proposed an exchange ratio providing an implied value for eSpeed common stock equal to \$10.00 per share, which Cantor rejected. Following these negotiations, Cantor and the Special Committee compromised at an

**Table of Contents**

increased exchange ratio equal to 134.5 million shares of eSpeed common stock (on an as-converted basis), and agreed that this was an implied value for eSpeed common stock equal to \$9.75 per share and a total implied value for BGC Partners of \$1.3 billion.

On May 15, 2007, the Special Committee and its legal counsel and financial advisor held a telephonic meeting to discuss how to respond to the outstanding business and legal issues in respect of the proposed merger.

On May 17, 2007, the Special Committee and its legal counsel and financial advisor met with representatives of Cantor and Wachtell Lipton to continue negotiations of the terms of the proposed merger. At this meeting, representatives of Cantor and the Special Committee conducted negotiations of, among other matters, the terms under which Cantor would have the right to repurchase working partners interests in BGC Holdings; the terms of the post-merger indemnification to be provided by Cantor; the treatment of transaction expenses; and the required approvals to complete the merger.

Following this meeting, Cantor and its advisors and the Special Committee's legal advisors continued to negotiate the terms of the merger agreement and the principal transaction documents. The Special Committee's legal and financial advisors also continued their due diligence investigation of the BGC business.

On May 22, 2007, the Special Committee and its legal counsel and financial advisor met with representatives of Cantor and Wachtell Lipton to continue negotiations of the terms of the proposed merger. At this meeting, representatives of Cantor and the Special Committee conducted negotiations of, among other matters, the terms under which Cantor would have the right to repurchase working partners interests in BGC Holdings; the terms of the post-merger indemnification to be provided by Cantor; Cantor's desire for a most favored nations provision with respect to inter-dealer brokerage services; the post-merger availability of certain technology to Cantor; and the required approvals to complete the merger. Although the parties resolved many of these open business and legal issues at this meeting, open issues remained, including with respect to the applicable limits on the post-closing indemnification obligations of Cantor, the right of Cantor to use certain technology of the Combined Company after the merger and the required approvals to complete the merger.

On May 23, 2007, the Special Committee and its legal counsel and financial advisor held a telephonic meeting to review the status of the merger negotiations, to review the remaining business and legal issues and to formulate a response to such issues. In addition, Debevoise updated the Special Committee regarding its due diligence investigation of the BGC business.

The following evening, the Special Committee and its legal counsel and financial advisor held a telephonic meeting to discuss further the status of the merger negotiations. At this meeting, a representative of the Special Committee's legal counsel reviewed the progress that had been made in negotiating the principal transaction documents and discussed the principal remaining open issues with respect to the merger agreement, including with respect to the applicable limits on the post-closing indemnification obligations of Cantor, the right of Cantor to use certain technology of the Combined Company after the merger and the required approvals to complete the merger.

Thereafter, the Special Committee's legal counsel and financial advisor continued to negotiate the terms of the merger agreement and the principal transaction documents with Cantor and Wachtell Lipton.

On May 28, 2007, the Special Committee and its legal counsel and financial advisor held a telephonic meeting to discuss the open issues with respect to the merger agreement and the principal transaction documents.

On May 29, 2007, the Special Committee and its legal counsel and financial advisor met at the offices of Debevoise to consider the final terms of the merger proposal. At that meeting, the Special Committee's legal counsel reviewed the legal standards applicable to the Special Committee's consideration of the merger and the Special Committee's mandate from the eSpeed board of directors. The Special Committee's legal counsel then reviewed the terms of the merger agreement and other principal transaction documents contemplated in connection with the merger, including certain changes reflecting recent negotiations between the Special

---

**Table of Contents**

Committee's advisors and Cantor. A representative from Sandler O'Neill reviewed the key financial terms of the merger and discussed the proposed merger consideration as well as the public's percentage ownership of the Combined Company from an economic and voting perspective. The Sandler O'Neill representative also discussed the implied value of BGC Partners and noted that the Combined Company would assume \$150 million of BGC Partners' debt (\$50 million less than in the original proposal). The representatives from Sandler O'Neill also delivered the presentation described under Proposal 1 The Merger Opinion of Financial Advisor to the Special Committee, and delivered an opinion that the exchange ratios in the merger were fair to the holders of eSpeed Class A common stock, other than Cantor and its affiliates, from a financial point of view. After considering the terms of the merger agreement proposal and the principal transaction documents, the presentation of Sandler O'Neill and the other factors described under Proposal 1 The Merger Reasons for the Merger; Recommendation of the Merger by the Special Committee and the eSpeed Board of Directors, the Special Committee determined that the merger agreement was advisable, and fair to and in the best interests of, the holders of eSpeed Class A common stock (other than Cantor and its affiliates). The Special Committee recommended that the eSpeed board of directors approve the form, terms and provisions of the merger agreement and the transactions contemplated by the merger agreement.

Following the conclusion of the meeting of the Special Committee, the eSpeed board of directors met, and upon the Special Committee's recommendation, unanimously approved the merger agreement and the principal transaction documents contemplated by the merger agreement and recommended that the eSpeed stockholders adopt the merger agreement.

On May 29, 2007, the BGC Partners board of directors, by unanimous written consent, approved the merger agreement and the transactions contemplated by the merger agreement (including the merger) and determined that the merger and the transactions contemplated by the merger agreement were fair to, advisable and in the best interests of BGC Partners and its stockholders. On the same date, Cantor, BGC U.S., BGC Global and BGC Holdings, and each of their respective general partners or managers, as the case may be, each approved the merger agreement and the transactions contemplated by the merger agreement, including the merger.

On May 29, 2007, BGC Partners, Cantor, eSpeed, BGC U.S., BGC Global and BGC Holdings executed the merger agreement, and BGC Partners and eSpeed issued a joint press release announcing the execution of the merger agreement.

As a consequence of entering into the merger agreement, BGC Partners filed a letter with the SEC on June 6, 2007 withdrawing the proposed initial public offering of its common stock contemplated by its registration statement on Form S-1 filed with the SEC on February 8, 2007.

During the months of June through November 2007, Cantor, eSpeed, the Special Committee and their respective legal advisors worked to prepare the proxy statement, including the pro forma financial information and applications for regulatory approvals and the Special Committee furnished to eSpeed information to be disclosed in the proxy statement regarding the Special Committee's deliberations.

On August 3, 2007, Cantor, eSpeed and the Special Committee and their respective legal advisors held a telephonic meeting to discuss a possible amendment to the merger agreement and related transaction agreements, implemented for, among other reasons, accounting and tax reasons. The possible amendments discussed included, the ability of Cantor to have the BGC Partners Class B units converted in the merger into Combined Company Class A common stock instead of Combined Company Class B common stock and the inclusion of revised forms of the separation agreement, the amended and restated limited partnership agreement of BGC Holdings, the amended and restated limited partnership agreement of BGC U.S., and the amended and restated limited partnership agreement of BGC Global. They also discussed the progress of the preparation of the proxy statement for the merger and related pro forma financial information.

On August 7, 2007, the Special Committee and its legal advisors held a telephonic meeting to discuss certain proposed amendment to the merger agreement and related transaction agreements. The Special Committee determined that certain proposed amendments to the merger agreement and related transaction

---

**Table of Contents**

agreements were fair to and in the best interests of, the holders of eSpeed Class A common stock (other than Cantor and its affiliates). The Special Committee therefore recommended that the eSpeed board of directors approve the amendments. Following the conclusion of the Special Committee meeting, the eSpeed board of directors met, and upon the Special Committee's recommendation, unanimously approved certain amendments to the merger agreement and related transaction agreements.

On September 10, 2007, the Special Committee and its legal advisors, BGC, Cantor and eSpeed and their respective legal advisors held a meeting to discuss a proposed amendment to the merger agreement to remove a certain business line from the proposed Combined Company prior to the merger and to discuss the provision by BGC of certain parent guarantees and credit instruments with customers which would be assumed by the Combined Company at the closing of the merger. The business line was determined to not fit well within the business of the proposed Combined Company from a strategic perspective as the business line entails significant counterparty credit risk and, in light of the turmoil in the global credit markets, the profitability of the business line was expected to decline, and was not expected to have a material impact on the Combined Company's expected profitability. Following the conclusion of the discussion, the Special Committee unanimously approved these proposals.

At a meeting of the Special Committee held on October 16, 2007, it was announced that Mr. Gosin had resigned from the Special Committee, the audit committee and the compensation committee earlier that day because he was engaged in discussions with eSpeed regarding a potential transaction. Mr. Gosin later resigned from the eSpeed board of directors on November 7, 2007.

On October 16, 2007, the members of the Special Committee, as well as the compensation committee and the audit committee, together with the Special Committee legal advisors, BGC, Cantor and eSpeed and their respective legal advisors, held a meeting to discuss a proposed amendment to the merger agreement and the related documents to provide for the creation of a new class of partnership units at BGC Holdings, in order to make certain partnership grants to employees prior to the closing of the merger in addition to certain restricted stock unit grants which had been previously authorized. The Special Committee met later that day with the Special Committee's legal advisors to further discuss the proposed amendments. On October 25, 2007, the Special Committee met with their legal advisors to further discuss the proposed amendments, as well as an extension of the termination date of the merger to April 30, 2008. Following the conclusion of the discussion, the Special Committee determined that the proposed amendments to the merger agreement and related transaction agreements and the extended termination date were fair to and in the best interests of, the holders of the eSpeed Class A common stock (other than Cantor and its affiliates) and recommended that the eSpeed board of directors approve the proposed amendments and extension of the termination date. The eSpeed board of directors met, and upon the Special Committee's recommendation, approved such proposed amendments to the merger agreement and related transaction agreements as well as the extension of the termination date to April 30, 2008. Sandler O'Neill's fairness opinion speaks only as of May 29, 2007, the date the merger agreement was executed. The opinion does not, and will not be updated to, take into account subsequent events, including fluctuations in the market value of eSpeed's common stock or changes to the merger included in the amendments to the merger agreement and related transaction agreements. The Special Committee received financial advice from Sandler O'Neill in connection with its consideration of the proposed amendments, but did not seek an updated fairness opinion from Sandler O'Neill because the amendments to the merger agreement and related transaction documents would not adversely affect the value of the consideration to be received by the holders of the eSpeed Class A common stock.

On November 2, 2007, the Special Committee and its legal advisors, BGC, Cantor and eSpeed held a meeting to discuss the independent auditors' review of the preliminary proxy and the timing of the proxy filing.

On November 5, 2007, BGC Partners, Cantor, eSpeed, BGC U.S., BGC Global and BGC Holdings amended the merger agreement to provide that, at the election of Cantor, the Class B BGC Partners units could be converted in the merger into Combined Company Class A common stock instead of Combined Company Class B common stock, to consent to the grant of rights to receive REU interests and to provide that on and after the

---

## **Table of Contents**

effective time of the merger, the holders of REU interests would have the right to exchange such REU interests with the Combined Company for Combined Company Class A common stock on the terms and subject to the conditions set forth in the BGC Holdings limited partnership agreement and to consent to the grant of BGC Partners restricted stock units and which shall be exchangeable with the Combined Company for Combined Company Class A common stock in accordance with the terms and subject to the conditions set forth in the BGC Partners Long Term Incentive Plan. The amendment to the merger agreement also included revised forms of the separation agreement, the amended and restated limited partnership agreement of BGC Holdings, the amended and restated limited partnership agreement of BGC U.S., the amended and restated limited partnership agreement of BGC Global and the amended and restated certificate of incorporation of the Combined Company.

On November 7, 2007, Mr. Gosin informed eSpeed that he was resigning from the eSpeed board of directors effective immediately. In addition, on November 7, 2007, the eSpeed board of directors, audit committee and compensation committee appointed Catherine P. Koshland to serve on the eSpeed board of directors, audit committee and compensation committee to fill the vacancy created by the resignation of Mr. Gosin.

On December 20, 2007, the Special Committee and its legal advisors, as well as the compensation committee, held a meeting to discuss the potential issuance by management of REU interests or BGC RSUs in connection with acquisitions and the hiring of new employees prior to the closing of the merger without obtaining Special Committee approval so long as such interim approval was not otherwise required by the covenants in the merger agreement. Following the conclusion of the discussion, the Special Committee approved the issuance by management of additional REU interests or BGC RSUs in connection with acquisitions and the hiring of new employees to be issued at the closing of the merger which would otherwise be permitted under the interim covenants in the merger without obtaining additional Special Committee approval. These issuances would be in addition to the 133,860,000 shares of Combined Company common stock and rights to acquire common stock to be issued in the merger and be dilutive to all stockholders, including Cantor.

On February 1, 2008, BGC Partners, Cantor, eSpeed, BGC U.S., BGC Global and BGC Holdings amended the merger agreement including to change the names of two defined terms, increase the cash bonus targets for the executive officers, grant additional rights to receive REU interests and BGC Partners restricted stock units and to include a revised form of the BGC Holdings limited partnership agreement.

### **Reasons for the Merger; Recommendation of the Merger by the Special Committee and the eSpeed Board of Directors**

The eSpeed board of directors established a special committee consisting of eSpeed's four independent directors, Albert M. Weis, John H. Dalton, Barry M. Gosin and Barry R. Sloane, which we refer to as the Special Committee, to consider the advisability of the merger, to negotiate the terms and price and definitive agreements in respect of such merger and to make a recommendation to the eSpeed board of directors. The Special Committee retained Sandler O'Neill as its financial advisor and Debevoise as its legal counsel. Mr. Gosin resigned from the Special Committee in October 2007. The Special Committee oversaw the performance of financial and legal due diligence by its advisors, reviewed and evaluated Cantor's proposal of a transaction with BGC Partners and conducted negotiations with Cantor and its representatives with respect to the merger agreement and the related agreements.

The Special Committee, by a unanimous vote, at a meeting held on May 29, 2007, determined that the merger agreement and the transactions contemplated by the merger agreement, including the merger, are fair to, advisable and in the best interests of the Company and the holders of eSpeed Class A common stock (other than Cantor and its affiliates). In addition, the Special Committee recommended that the eSpeed board of directors approve the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, and recommended that the Company's common stockholders vote in favor of the adoption of the merger agreement and the transactions contemplated thereby. In reaching its conclusion, the Special Committee consulted with its financial and legal advisors, considered eSpeed's prospects, including the uncertainties and risks facing it, considered the prospects of BGC Partners and considered the interests of the holders of eSpeed Class A common stock (other than Cantor and its affiliates).



---

**Table of Contents**

*Expected Benefits of the Merger.* In determining that the merger agreement and the transactions contemplated thereby, including the merger, are fair to, advisable and in the best interests of the Company and the holders of eSpeed Class A common stock (other than Cantor and its affiliates), and in reaching its decision to recommend that the eSpeed board of directors approve the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, the Special Committee considered a variety of factors that it believed weighed favorably towards the merger, including the following material factors (which are not listed in any relative order of importance):

*Financial Terms of the Merger.* The Special Committee believes that the merger with BGC Partners provides the holders of Company Class A common stock with an attractive valuation for their interests in the Company. In the merger, the shares of Company Class A common stock are being valued at \$9.75 per share, a 6.1% premium to the closing price of the Class A common stock on May 29, 2007, the last trading day prior to the announcement of the merger. The Special Committee considered presentations by and analyses of Sandler O'Neill, and Sandler O'Neill's opinion that, as of May 29, 2007, the date of the opinion, and based upon and subject to the factors, assumptions and qualifications set forth in Sandler O'Neill's opinion, the Exchange Ratios (as defined below in "Opinion of Financial Advisor to the Special Committee Summary of Proposal") are fair to the holders of eSpeed Class A common stock, other than Cantor and its affiliates, from a financial point of view.

*Challenges Facing the Company.* The Special Committee believes that the Company faces several challenges in its effort to increase stockholder value as an independent publicly traded company. In particular, the Special Committee believes that the Company's prospects for growth as a stand-alone company are constrained by declines in the Company's traditional revenue sources resulting from the imposition of price caps by customers, the expiration of the Company's major patent, the expected continued migration towards electronic trading leading to increased compensation and pricing pressures and other risks relating to the Company's performance, both in the short- and long term.

The Special Committee believes that, following the merger, the Company will be a stronger, more competitive company, with a superior mix of products and services.

*Prospects of BGC Partners.* The Special Committee considered the performance and prospects of BGC Partners, including the improvement over the course of the prior year in such performance and prospects, in light of the implied valuation of BGC Partners in the merger.

*Financial Benefits.* The Special Committee believes that the Company will enjoy synergies and revenue enhancements from a combination with BGC Partners, including cost savings which the Company estimates will reach \$10 million annually and which are expected to come from, among other things:

reducing expenses for development of non-core products;

rationalizing client coverage by sales representatives and brokers;

reducing technology infrastructure costs;

eliminating duplicative staff and functions; and

other economies of scale.

## Edgar Filing: ESPEED INC - Form DEFM14A

Revenue enhancements are expected to result from the Combined Company's opportunity to accelerate the provision of fully electronic brokerage services. In addition, the JSA will terminate upon the completion of the merger, freeing the Company from the administrative burdens of managing that arrangement.

*Continuation of Interest.* Because the holders of Company Class A common stock will retain such shares in the Combined Company, entitling them to 41.2% of the economic and 11.8% of the voting ownership (based on the outstanding shares of eSpeed on January 24, 2008), the Company's

---

**Table of Contents**

stockholders will participate in the future earnings and growth of the Combined Company and will benefit from any appreciation in value of the Combined Company, including value arising from the potential success of the merger.

*Certain Provisions of the Merger Agreement and the Related Agreements.* The Special Committee considered the terms and conditions of the merger agreement and the related agreements, including the requirement that Cantor vote in favor of the adoption of the merger agreement and the transactions contemplated thereby so long as each of the eSpeed board of directors and the Special Committee recommends in favor of such adoption; the indemnification protections, including the limited indemnification provisions in respect of certain matters; and the requirement that, at the closing of the merger, estimated net equity be at least \$146.5 million, estimated net cash be at least \$25 million and estimated indebtedness be no more than \$150 million and the post-closing of the merger true-up mechanism in respect of net equity and net cash. The Special Committee believes that the terms of the merger agreement and the related agreements were reasonable and were the product of arm's length negotiations between the Special Committee and its financial and legal advisors, on the one hand, and BGC Partners and its advisors, on the other hand. The Special Committee also considered the improvements to the terms of the merger agreement and the related agreements that were negotiated under the direction of the Special Committee.

*Alignment of Management Interests.* The Special Committee believes that the merger will better align the interests of the officers of Cantor, BGC Partners and the Company and will result in an increased management focus, which will benefit the Combined Company.

On January 24, 2008, the closing price of the Company Class A common stock was \$11.67 per share.

*Other Material Factors Considered.* During the course of its deliberations relating to the merger agreement and the merger, the Special Committee considered the following factors in addition to the benefits described above:

*Intentions of the Controlling Stockholder.* Cantor, the Company's controlling stockholder, made both public and private statements to the Special Committee that a merger with BGC Partners was the only strategic transaction available at the time in respect of its Company shares that it supported. Therefore, the Special Committee believed that no other transaction with a third party could be consummated at this time. The Special Committee also considered the proposal received from Tullett Prebon plc, as described in the Proposal 1 The Merger Background of the Merger section of this proxy statement, and concluded that the proposal was not capable of consummation given Cantor's position.

*Expected Impact of the Announcement of the Merger in the Market and on Business Operations.* The possible stock market reaction to the merger, and the expected impact of the merger on the Company's business operations and on its stockholders, suppliers, creditors, customers and employees.

*Due Diligence.* The Special Committee considered the results of the due diligence investigations of BGC Partners and the contributed assets by the Special Committee's financial and legal advisors, which were consistent with the expectations of the Special Committee with respect to the strategic and financial benefits of the merger.

The Special Committee weighed these factors against a number of other material factors identified in its deliberations as potentially weighing negatively against the merger, including the following factors (which are not listed in any relative order of importance):

the risk of not realizing all the anticipated cost savings and revenue enhancements following the merger;

the challenges inherent in the operation of the businesses of the Company in conjunction with those of BGC Partners following the merger and the possible diversion of management attention for an extended period of time;



---

**Table of Contents**

the transaction costs associated with the merger and costs relating to the operation of the businesses of the Company in conjunction with those of BGC Partners following the merger;

the risk of liabilities associated with the BGC business, including certain regulatory and litigation matters and other contingent liabilities;

the continuing role of Cantor as controlling stockholder and the known and potential conflicts of interests of certain of the directors and executive officers of the Combined Company who will be directors and/or officers of both Cantor and the Combined Company and will hold equity in one or both entities;

certain terms of the merger agreement and the related agreements, including the absence of indemnity protection against certain contingent liabilities; the restrictions on the conduct of the Company's business prior to the completion of the merger (which require the Company to conduct its business in the ordinary course consistent with past practice, subject to specific limitations, which may delay or prevent the Company from undertaking business opportunities that may arise pending completion of the merger); and the terms of the proposed tax receivable agreement;

that the merger is not subject to a vote by the holders of a majority of the shares of Company Class A common stock other than those held by Cantor and its affiliates;

the possibility that the merger might not be consummated despite the parties' efforts or that the closing of the merger may be unduly delayed; and

the fact that the Company Class A common stock had traded in the past at prices in excess of \$9.75 per share.

In the course of reaching its decision to recommend that the eSpeed board of directors approve the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, the Special Committee did not consider the liquidation value of the Company's assets because it considered the Company to be a viable going concern and viewed the trading history of eSpeed common stock as an indication of its value as such. The Special Committee believed that the liquidation value would be significantly lower than the Company's value as a viable going concern and that, due to the fact that the merger contemplates that the Company would continue as a going concern, the liquidation value would be irrelevant to a determination as to whether the merger is fair to the holders of eSpeed Class A common stock (other than Cantor and its affiliates).

After consideration of these material factors, the Special Committee determined that these risks could be mitigated or managed by the Company or BGC Partners or, following the merger, by the Combined Company, were reasonably acceptable under the circumstances, or, in light of the anticipated benefits, and that, overall, these risks were significantly outweighed by the potential benefits of the merger.

The foregoing discussion of the information and factors considered by the Special Committee includes all of the material positive and negative factors considered by the Special Committee, but it is not intended to be exhaustive and may not include all of the factors considered by the Special Committee. In view of the wide variety of factors considered by the Special Committee, the Special Committee did not find it practicable to, and did not, quantify or otherwise assign relative or specific weights to the foregoing factors in reaching its conclusion. Rather, the Special Committee recommended that the eSpeed board of directors approve the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, and recommends that the holders of Company Class A common stock vote in favor of adoption of the merger agreement and the transactions contemplated thereby based upon the totality of the information presented to and factors considered by it. In addition, individual members of the Special Committee may have given differing weights to different factors and may have viewed some factors more positively or negatively than others. It should be noted that this explanation of the reasoning of the Special Committee and certain information



**Table of Contents**

presented in this section is forward-looking in nature, and, therefore, that information should be read in light of the factors discussed in the Forward-Looking Statements section of this proxy statement.

**Certain Projections**

After the merger, the Combined Company will not as a matter of course make public projections as to its future performance or earnings. However, in connection with the discussions concerning the proposed transaction, the managements of BGC Partners and eSpeed furnished to the Special Committee and its representatives and advisors certain information that was not publicly available, including certain projected financial data constituting the strategic plan for the fiscal years 2007 to 2010 for BGC Partners, eSpeed and the Combined Company. These projections include the following forecasts of Total Revenues (which we define as total revenues excluding interest income) and EBIT (which we define as earnings before interest income, interest expense and taxes) for BGC Partners, eSpeed and the Combined Company and forecasts of net income for eSpeed:

**Projected Financial Results**

	2007	2008	2009	2010
	(amounts in millions)			
<b>BGC Partners</b>				
Total Revenues	\$ 901.9	\$ 1,025.3	\$ 1,131.7	\$ 1,250.1
EBIT (1)	\$ 97.7	\$ 140.6	\$ 169.1	\$ 204.3
<b>eSpeed</b>				
Total Revenues	\$ 142.7	\$ 154.9	\$ 164.8	\$ 179.1
EBIT (2)	\$ (9.7)	\$ (5.3)	\$ (1.2)	\$ 5.0
Net income (2)	\$ 2.4	\$ 4.8	\$ 6.3	\$ 10.6
<b>Combined Company</b>				
Total Revenues (3)		\$ 1,122.0	\$ 1,234.5	\$ 1,355.9
EBIT (1)		\$ 143.8	\$ 184.2	\$ 225.6

- (1) The projections were prepared on the same basis as the net income for fully diluted earnings per share reflected in the pro forma combined statement of operations, included in this proxy statement, such that all earnings attributable to the non-controlling Cantor and the founding partners interest are reflected in the calculation of EBIT.
- (2) eSpeed projected EBIT and net income are based on operating earnings, which exclude certain non-operating charges, such as certain charitable contributions, impairment charges and patent litigation costs.
- (3) The projections for the Combined Company reflect reductions in total revenue of approximately \$61 million, \$70 million and \$81 million in 2008, 2009 and 2010, respectively, for amounts that have historically been associated with revenue sharing transactions between BGC Partners and eSpeed which will be eliminated upon consolidation as a result of the merger. Additionally, the Combined Company's Total Revenues and EBIT include the impact of revenue enhancements of \$2.5 million in 2008 and \$7.5 million in 2009 and 2010. The Combined Company's EBIT includes \$10 million of expected cost savings in 2008, 2009 and 2010.

The projections for BGC Partners were prepared on a desk and region basis. Revenues for the three-year period from 2007 to 2010 are projected to grow at a compounded average annual growth rate (which we refer to as CAGR) of approximately 11%. The desk level CAGR for Credit, Rates and Foreign Exchange desks for the three-year period 2007-2010 were projected to be 14%, 10% and 10%, respectively. These growth rates are slightly higher than the overall industry projections driven by higher than average growth rate assumptions for the Combined Company's credit derivatives and emerging market businesses. The projections for eSpeed show revenue CAGR for the three-year period from 2007 to 2010 of 8%.

---

**Table of Contents**

The projections referred to above were not prepared with a view toward public disclosure, and are included in this proxy statement only because such information was made available to the Special Committee and its representatives and advisors. The projections were developed by the managements of BGC Partners and eSpeed based on their expectations for revenue and earnings using a range of assumptions for operating and market conditions. The projections were prepared for purposes of engaging in discussions with respect to the transactions with the Special Committee and its representatives and advisors. The projections were not prepared with a view toward compliance with published guidelines of the SEC, the guidelines established by the American Institute of Certified Public Accountants for preparation and presentation of prospective financial information or U.S. GAAP. The prospective financial information, in the view of the managements of BGC Partners and eSpeed, was prepared on a reasonable basis and reflects the best currently available estimates and judgments, and presents, to the best of managements knowledge and belief, the expected course of action and the expected future financial performance of the Combined Company. However, this information is not fact and should not be relied upon as being necessarily indicative of future results, and readers of this proxy statement are cautioned not to place undue reliance on the prospective financial information. Neither eSpeed's independent auditors, nor any other independent accountants, have compiled, examined or performed any procedures with respect to the projections included in this proxy statement, nor have they or any other independent auditors expressed any opinion or given any form of assurance on such information or its achievability and eSpeed's independent auditors assume no responsibility for, and, disclaim any association with, the prospective information. The projections are included in this proxy statement to give the stockholders of eSpeed access to information that was not publicly available and that the managements of BGC Partners and eSpeed provided to the Special Committee and its representatives and advisors.

The projections are not guarantees of performance. The projections are forward-looking statements that are subject to a number of risks, uncertainties and assumptions and should be read with caution. See *Forward-Looking Statements*. The projections are subjective in many respects and thus susceptible to interpretation and periodic revision based on actual experience and recent developments. While presented with numeric specificity, the projections reflect numerous assumptions made by the managements of BGC Partners and eSpeed with respect to industry performance, general business, economic, market and financial conditions and other matters, including assumed interest rates and effective tax rates consistent with historical levels, all of which are difficult to predict, many of which will be beyond the control of the Combined Company and none of which were subject to approval by the Special Committee. Accordingly, there can be no assurance that the assumptions made in preparing the projections or the projections themselves will prove accurate. You should not place undue reliance on the projections contained in this proxy statement. Actual results can be materially greater or less than the projections. The managements of BGC Partners and eSpeed do not intend to make publicly available any update or other revisions to the projections to reflect circumstances existing after the date of the preparation of the projections or the occurrence of future events even in the event that any or all of the assumptions are shown to be in error.

**Opinion of Financial Advisor to the Special Committee**

By letter dated February 21, 2007, Sandler O'Neill was retained to act as financial advisor to the Special Committee in connection with a possible business combination involving eSpeed and BGC Partners. Sandler O'Neill is a nationally recognized investment banking firm. In the ordinary course of its investment banking business, Sandler O'Neill is regularly engaged in the valuation of financial services companies and their securities in connection with mergers and acquisitions and other corporate transactions.

Sandler O'Neill acted as financial advisor to the Special Committee in connection with the proposed transaction and participated in certain of the negotiations leading to the execution of the merger agreement on May 29, 2007. At the May 29, 2007 meeting at which the Special Committee recommended that the eSpeed board of directors approve the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, Sandler O'Neill delivered to the Special Committee its oral



**Table of Contents**

opinion, and confirmed in writing that day, that, as of such date, the Exchange Ratios (as defined below in Summary of Proposal ) were fair from a financial point of view to the holders of eSpeed Class A common stock (other than Cantor and its affiliates). **The full text of Sandler O'Neill's opinion is attached to this proxy statement as Annex J. The opinion outlines the procedures followed, assumptions made, matters considered and qualifications and limitations on the review undertaken by Sandler O'Neill in rendering its opinion. The description of the opinion set forth below is qualified in its entirety by reference to the opinion. eSpeed's stockholders are urged to read the entire opinion carefully in connection with their consideration of the proposed merger.**

**Sandler O'Neill's opinion speaks only as of the date of the opinion. The opinion was directed to the Special Committee and is directed only to the fairness of the Exchange Ratios to the holders of eSpeed Class A common stock, other than Cantor and its affiliates. It does not address the underlying business decision of eSpeed to engage in the merger or any other aspect of the merger and is not a recommendation to any eSpeed stockholder as to how such stockholder should vote at the special meeting with respect to the merger or any other matter.**

In connection with rendering its May 29, 2007 opinion, Sandler O'Neill reviewed and considered, among other things:

- (1) the merger agreement, including all schedules thereto;
- (2) a form of the separation agreement to be entered into by and among Cantor, BGC Partners, BGC U.S., BGC Global and BGC Holdings, including all schedules thereto;
- (3) a form of the registration rights agreement to be entered into by and between Cantor and BGC Partners;
- (4) a form of the administrative services agreement to be entered into by and between Cantor and BGC Partners;
- (5) a form of the administrative services agreement to be entered into by and among Tower Bridge, BGCI and Cantor;
- (6) a form of the Agreement of Limited Partnership of BGC U.S., as proposed to be amended and restated;
- (7) a form of the Agreement of Limited Partnership of BGC Global, as proposed to be amended and restated;
- (8) a form of the Participation Plan;
- (9) the term sheet related to the tax receivable agreement to be entered into between eSpeed and Cantor;
- (10) certain publicly available financial statements and other historical financial information of eSpeed that it deemed relevant;
- (11) certain audited, unaudited and pro forma financial statements and other historical financial information of BGC Partners that it deemed relevant;

## Edgar Filing: ESPEED INC - Form DEFM14A

- (12) internal financial projections for eSpeed for the years ending December 31, 2007 through 2010, as provided by management of eSpeed;
- (13) internal financial projections for BGC Partners for the years ending December 31, 2007 through 2010, as provided by management of BGC Partners;
- (14) internal financial projections of the pro forma financial impact of the merger on eSpeed, based on assumptions relating to transaction expenses, accounting adjustments, synergies, cost savings and revenue enhancements prepared by the senior managements of eSpeed and BGC Partners;

---

**Table of Contents**

- (15) the publicly reported historical price and trading activity for eSpeed common stock, including a comparison of certain financial and stock market information for eSpeed with similar publicly available information for certain other companies the securities of which are publicly traded;
- (16) the financial terms of certain recent business combinations in the inter-dealer broker market, to the extent publicly available;
- (17) the current market environment generally and the inter-dealer broker market in particular; and
- (18) such other information, financial studies, analyses and investigations and financial, economic and market criteria as Sandler O Neill considered relevant.

Sandler O Neill also discussed with certain members of the senior managements of eSpeed and BGC Partners the business, financial condition, results of operations and prospects of eSpeed and BGC Partners, respectively, and the prospects of the Combined Company resulting from the merger.

In performing its reviews and analyses and in rendering its opinion, Sandler O Neill relied upon the accuracy and completeness of all the financial and other information that was available to it from public sources, that was provided to it by eSpeed, BGC Partners and Cantor or their respective representatives or that was otherwise reviewed by it, and has assumed such accuracy and completeness for purposes of rendering its opinion. Sandler O Neill further relied on the assurances of the management of each of eSpeed, BGC Partners and Cantor that they are not aware of any facts or circumstances that would make any of such information inaccurate or misleading. Sandler O Neill was not asked to undertake, and did not undertake, an independent verification of any of such information and Sandler O Neill did not assume any responsibility or liability for the accuracy or completeness thereof. Sandler O Neill did not make an independent evaluation or appraisal of the specific assets, the collateral securing the assets or the liabilities (contingent or otherwise) of eSpeed, BGC Partners and Cantor or any of their subsidiaries, or the collectibility of any such assets, nor has Sandler O Neill been furnished with any such evaluations or appraisals.

With respect to the financial projections for eSpeed and BGC Partners, provided by the senior managements of eSpeed and BGC Partners and used by Sandler O Neill in its analysis, eSpeed's and BGC Partners' managements confirmed to Sandler O Neill that they reflected the best currently available projections of the future financial performance of eSpeed and BGC Partners, respectively. All projections of the pro forma impact of transaction costs, accounting adjustments, synergies, cost savings and revenue enhancements related to the merger were provided by and reviewed with senior managements of eSpeed and BGC Partners and eSpeed's and BGC Partners' managements confirmed to Sandler O Neill that those projections reflected the best currently available estimates and judgments of management. Sandler O Neill assumed that the financial performances reflected in all estimates and projections used by it in its analyses would be achieved. Sandler O Neill expressed no opinion as to such estimates and projections or the assumptions on which they were based. Sandler O Neill also assumed that there has been no material change in the assets, financial condition, results of operations, business or prospects of eSpeed or BGC Partners since the date of the last financial statements made available to it and that eSpeed and BGC Partners will remain as going concerns for all periods relevant to the analyses.

Sandler O Neill assumed that the merger agreement and all related agreements will be valid, binding and enforceable agreements with respect to all of the parties to such agreements, that all of the representations and warranties contained in the merger agreement and all related agreements will be true and correct in accordance with the terms of such agreement, that each party to such agreements will perform all of the covenants required to be performed by such party under the agreements, that the conditions precedent in the merger agreement will not be waived, that the merger will be a tax-free reorganization for federal income tax purposes and that the merger will be accounted for as a combination of entities under common control. Finally, with the consent of the Special Committee, Sandler O Neill relied upon the advice the Special Committee and eSpeed received from their accounting and tax advisors as to all accounting and tax matters relating to the merger agreement and the other transactions contemplated by the merger agreement.

---

**Table of Contents**

Sandler O'Neill's opinion was necessarily based upon market, economic and other conditions as they existed on, and could be evaluated as of, the date of its opinion. Events occurring after the date thereof could materially affect its opinion. Sandler O'Neill has not undertaken to update, revise, reaffirm or withdraw its opinion or otherwise comment upon events occurring after the date of its opinion. Sandler O'Neill expressed no opinion as to what the value of eSpeed Class A common stock will be at the time of the merger or the price at which eSpeed Class A common stock may trade at any time.

In rendering its May 29, 2007 opinion, Sandler O'Neill performed a variety of financial analyses. The following is a summary of the material analyses performed by Sandler O'Neill, but is not a complete description of all the analyses underlying Sandler O'Neill's opinion. The summary includes information presented in tabular format. **In order to fully understand the financial analyses, these tables must be read together with the accompanying text. The tables alone do not constitute a complete description of the financial analyses.** The preparation of a fairness opinion is a complex process involving subjective judgments as to the most appropriate and relevant methods of financial analysis and the application of those methods to the particular circumstances. The process, therefore, is not necessarily susceptible to a partial analysis or summary description. Sandler O'Neill believes that its analyses must be considered as a whole and that selecting portions of the factors and analyses to be considered without considering all factors and analyses, or attempting to ascribe relative weights to some or all such factors and analyses, could create an incomplete view of the evaluation process underlying its opinion. Also, no company included in Sandler O'Neill's comparative analyses described below is identical to eSpeed or BGC Partners and no transaction is identical to the merger. Accordingly, an analysis of comparable companies or transactions involves complex considerations and judgments concerning differences in financial and operating characteristics of the companies and other factors that could affect the public trading values or merger transaction values, as the case may be, of eSpeed and BGC Partners and the companies to which they are being compared.

In performing its analyses, Sandler O'Neill also made numerous assumptions with respect to industry performance, business and economic conditions and various other matters, many of which cannot be predicted and are beyond the control of eSpeed, BGC Partners and Sandler O'Neill. The analyses performed by Sandler O'Neill are not necessarily indicative of actual values or future results, which may be significantly more or less favorable than suggested by such analyses. Sandler O'Neill prepared its analyses solely for purposes of rendering its opinion and provided such analyses to the Special Committee at its May 29, 2007 meeting. Estimates on the values of companies do not purport to be appraisals or necessarily reflect the prices at which companies or their securities may actually be sold. Such estimates are inherently subject to uncertainty and actual values may be materially different.

**Summary of Proposal.** Sandler O'Neill reviewed the financial terms of the proposed merger whereby each BGC Partners Class A unit issued and outstanding immediately prior to the merger will be converted into one share of Combined Company Class A common stock, each BGC Partners Class B unit issued and outstanding immediately prior to the merger will be converted into one share of Combined Company Class B common stock and each BGC Partners Class C unit issued and outstanding immediately prior to the merger will be converted into 100 shares of Combined Company Class B common stock. The above exchange ratios are referred to herein as the Exchange Ratios. The Exchange Ratios imply a value of \$9.75 per eSpeed share and a value of \$1,371.5 million for the equity of BGC Partners, along with the assumption of \$150.0 million of BGC Partners debt. Based on the May 25, 2007 share information available to Sandler O'Neill at the time it issued its opinion, the Exchange Ratios provide the current holders of eSpeed Class A common stock (other than Cantor and its affiliates) with 16.1% economic ownership of the Combined Company and 6.6% voting ownership of the Combined Company.

**Comparable Company Analysis.** Sandler O'Neill used publicly available information to compare selected financial and market trading information for eSpeed and selected financial information for BGC Partners with a group of financial institutions selected by Sandler O'Neill. The comparable group consisted of the following publicly traded inter-dealer brokers: Compagnie Financière Tradition, GFI Group Inc., ICAP plc and Tullett Prebon plc.

**Table of Contents****Comparable Group Analysis**

	eSpeed	BGC Partners	Comparable Group Median Result	Comparable Group Range	
Price / 2007 Estimated Earnings (1)	NM(3)	25.4x(4)	21.1x	17.0x	24.2x
Price / 2008 Estimated Earnings (1)	NM(3)	16.4x(4)	18.0x	15.5x	21.3x
Price / Book Value	1.8x	14.7x(4)	5.1x	4.0x	13.8x
2007 Price / Earnings Growth Rate (1)	NA(3)	2.1x(4)	1.5x	1.3x	2.6x
Enterprise Value / EBITDA (2)	9.1x	8.6x(4)(5)	9.7x	6.3x	15.5x

- (1) Based on publicly available estimates as published on I/B/E/S.
- (2) EBITDA is defined as earnings before interest, taxes, depreciation and amortization.
- (3) NM = Not Meaningful and NA = Not Available.
- (4) Assuming valuation of BGC Partners of \$1,371.5 million; estimates based on management projections.
- (5) First quarter 2007 EBITDA annualized.

**eSpeed Stock Trading History.** Sandler O'Neill reviewed the history of the reported trading prices of eSpeed common stock and the relationship between the movements in the price of eSpeed common stock and the movements in the prices of its comparable group. Sandler O'Neill analyzed eSpeed common stock for the three-year period ended May 25, 2007. During this period, eSpeed common stock generally underperformed its comparable group.

**eSpeed's Three Year Stock Performance**

	Beginning Index Value May 25, 2004	Ending Index Value May 25, 2007
eSpeed	100.0%	49.4%
Comparable Group	100.0	210.0

**Valuation of eSpeed Based on Price to Book Multiple.** Sandler O'Neill performed an analysis based on the median one, two and three year per share stock price to book value multiples for eSpeed. As illustrated by the following table, this analysis indicated an imputed range of values per share of eSpeed common stock of \$8.34 to \$8.71.

eSpeed	Per Share(1)
Stockholders' Equity	\$ 4.98
One Year Median Price to Book Value	1.75x
Valuation Based on One Year Median Price to Book Value	\$ 8.71
Two Year Median Price to Book Value	1.67x
Valuation Based on Two Year Median Price to Book Value	\$ 8.34
Three Year Median Price to Book Value	1.74x
Valuation Based on Three Year Median Price to Book Value	\$ 8.65

- (1) Based on 51,562,624 fully diluted shares outstanding as of May 25, 2007.

**Valuation of eSpeed Based on Sum-of-the-Parts Analysis.** Sandler O'Neill also performed an analysis based on the sum-of-the-parts for eSpeed whereby Sandler O'Neill examined each of eSpeed's cash, equity and earnings per share and calculated a range of values per share of eSpeed common stock based on an aggregation of the above. As illustrated by the following tables, this analysis indicated an imputed range of values per share of eSpeed common stock of \$4.53 - \$10.09.



**Table of Contents**

eSpeed	Per Share(1)	
Cash and Cash Equivalents	\$	3.73
2007 Management Operating Earnings Per Share (2)	\$	0.05
Comparable Group 2007 Price to Earnings Range	17.0x	24.2x
eSpeed Price Based on Comparable 2007 Price to Earnings Range	\$ 0.80	\$1.14
Sum of the Parts Analysis on 2007 Price to Earnings Range	\$ 4.53	\$4.87

eSpeed	Per Share(1)	
Cash and Cash Equivalents	\$	3.73
2008 Management Operating Earnings Per Share (2)	\$	0.09
Comparable Group 2008 Price to Earnings Range	15.5x	21.3x
eSpeed Price Based on Comparable 2008 Price to Earnings Range	\$ 1.46	\$2.00
Sum of the Parts Analysis on 2008 Price to Earnings Range	\$ 5.20	\$5.74

eSpeed	Per Share(1)	
Cash and Cash Equivalents	\$	3.73
Book Value Per Share	\$	4.98
Remaining Book Value Per Share	\$	1.25
Median 3-Year eSpeed and Median Peer Book Value Multiple	1.74x	5.10x
eSpeed Price Based on Book Value	\$ 2.16	\$6.36
Sum of the Parts Based on Book Value	\$ 5.90	\$10.09

(1) Based on 51,562,624 fully diluted shares outstanding as of May 25, 2007.

(2) Operating earnings defined as U.S. GAAP earnings plus non-recurring charges.

**Discounted Cash Flow of eSpeed and Terminal Value Analysis.** Sandler O'Neill performed an analysis that estimated the future streams of cash flow of eSpeed through December 31, 2010 under various circumstances. The analysis assumed eSpeed's projected cash flow streams assuming eSpeed performed in accordance with the financial projections for 2007 through 2010, as provided by the management of eSpeed. To approximate the terminal value of eSpeed common stock at December 31, 2010, Sandler O'Neill applied price to current year earnings multiples of 17.0x to 23.0x. The cash flow streams and terminal values were then discounted to present values using different discount rates ranging from 10.0% to 14.0%. These discount rates were chosen by Sandler O'Neill to reflect different assumptions regarding the required rates of return of holders or prospective buyers of eSpeed's equity. The range applied to the budgeted net income was 20% under budget to 20% over budget, using a discount rate of 12.0% for the tabular analysis. As illustrated in the following tables, this analysis indicated an imputed range of values per share for eSpeed common stock of \$6.21 to \$7.31 when applying the price/earnings multiples to the matched budget, and \$5.90 to \$7.70 when applying the price/earnings multiples to the -20% / +20% budget range. In both discounted cash flow analysis for eSpeed, a dollar for dollar value of cash per share is added to the resultant value of eSpeed's cash flow stream.

**Earnings Per Share Multiples**

Discount Rate	17.0x	18.0x	19.0x	20.0x	21.0x	22.0x	23.0x
10.00%	\$ 6.53	\$ 6.66	\$ 6.79	\$ 6.92	\$ 7.05	\$ 7.18	\$ 7.31
11.00%	6.45	6.57	6.70	6.82	6.95	7.07	7.20
12.00%	6.36	6.49	6.61	6.73	6.85	6.97	7.09
13.00%	6.28	6.40	6.52	6.64	6.76	6.87	6.99
14.00%	6.21	6.32	6.44	6.55	6.66	6.78	6.89

**Table of Contents***Earnings Per Share Multiples*

Budget Variance	17.0x	18.0x	19.0x	20.0x	21.0x	22.0x	23.0x
20.0%	\$ 6.83	\$ 6.97	\$ 7.12	\$ 7.26	\$ 7.41	\$ 7.55	\$ 7.70
15.0%	6.71	6.85	6.99	7.13	7.27	7.41	7.55
10.0%	6.59	6.73	6.86	7.00	7.13	7.26	7.40
5.0%	6.48	6.61	6.73	6.86	6.99	7.12	7.24
0.0%	6.36	6.49	6.61	6.73	6.85	6.97	7.09
-5.0%	6.25	6.36	6.48	6.59	6.71	6.83	6.94
-10.0%	6.13	6.24	6.35	6.46	6.57	6.68	6.79
-15.0%	6.02	6.12	6.22	6.33	6.43	6.53	6.64
-20.0%	5.90	6.00	6.10	6.19	6.29	6.39	6.49

**Valuation of BGC Partners Based on Projected Price to Earnings.** Sandler O Neill performed an analysis based on the estimated price to earnings of BGC Partners. As illustrated by the following table, this analysis indicated an imputed aggregate range of values for BGC Partners of \$918.7 million to \$1,776.9 million.

BGC Partners	(\$000s)	
2007 Estimated Net Income	\$	54,019
Comparable Group 2007 Price to Earnings Range		17.0x 24.2x
Valuation Range Based on Peer 2007 Price to Earnings Range	\$	918,692 \$1,309,553
2008 Estimated Net Income	\$	83,548
Comparable Group 2008 Price to Earnings Range		15.5x 21.3x
Valuation Range Based on Peer 2008 Price to Earnings Range	\$	1,297,332 \$1,776,894

**Discounted Cash Flow of BGC Partners and Terminal Value Analysis.** Sandler O Neill performed an analysis that estimated the future stream of cash flow of BGC Partners through December 31, 2010 under various circumstances. The analysis assumed BGC Partners' projected cash flow stream and that BGC Partners performed in accordance with the financial projections for 2007 through 2010, as provided by the management of BGC Partners. To approximate the terminal value of BGC Partners common stock at December 31, 2010, Sandler O Neill applied price to current year earnings multiples of 17.0x to 23.0x. The cash flow streams and terminal values were then discounted to present values using different discount rates ranging from 11.0% to 15.0% chosen to reflect different assumptions regarding required rates of return of holders or prospective buyers of BGC Partners common stock. The range applied to the budgeted net income was 20% under budget to 20% over budget, using a discount rate of 13.0% for the tabular analysis. As illustrated in the following tables, this analysis indicated an imputed range of aggregate equity values for BGC Partners of \$1.484 million to \$2.241 million when applying the price/earnings multiples to the matched budget, and \$1.231 million to \$2.555 million when applying the price/earnings multiples to the -20% / +20% budget range.

*Earnings Multiples (\$ in millions)*

Discount Rate	17.0x	18.0x	19.0x	20.0x	21.0x	22.0x	23.0x
11.00%	\$ 1,685	\$ 1,777	\$ 1,870	\$ 1,963	\$ 2,056	\$ 2,149	\$ 2,241
12.00%	1,631	1,721	1,811	1,901	1,991	2,080	2,170
13.00%	1,580	1,667	1,754	1,841	1,928	2,015	2,102
14.00%	1,531	1,615	1,699	1,784	1,868	1,952	2,037
15.00%	1,484	1,565	1,647	1,729	1,810	1,892	1,974



**Table of Contents***Earnings Multiples (\$ in millions)*

Budget Variance	17.0x	18.0x	19.0x	20.0x	21.0x	22.0x	23.0x
20.0%	\$ 1,929	\$ 2,033	\$ 2,138	\$ 2,242	\$ 2,347	\$ 2,451	\$ 2,555
15.0%	1,842	1,942	2,042	2,142	2,242	2,342	2,442
10.0%	1,755	1,850	1,946	2,042	2,137	2,233	2,329
5.0%	1,667	1,759	1,850	1,941	2,033	2,124	2,215
0.0%	1,580	1,667	1,754	1,841	1,928	2,015	2,102
-5.0%	1,493	1,575	1,658	1,741	1,823	1,906	1,989
-10.0%	1,406	1,484	1,562	1,640	1,719	1,797	1,875
-15.0%	1,318	1,392	1,466	1,540	1,614	1,688	1,762
-20.0%	1,231	1,301	1,370	1,440	1,509	1,579	1,649

**Relative Contribution Analysis.** Sandler O Neill analyzed the respective contributions of eSpeed and BGC Partners, based on management estimates, for revenues, EBITDA and operating net income. Based on this analysis, Sandler O Neill concluded that eSpeed will have approximately 27.8% economic ownership of the Combined Company, while contributing 13.1%, 10.4% and 5.5% of the revenues, EBITDA and operating net income for fiscal year 2008, respectively.

**Analysis of Selected Merger Transactions as Applied to eSpeed and BGC Partners.** Sandler O Neill reviewed 21 merger transactions announced from January 1, 2002 through May 29, 2007 involving financial technology companies, inter-dealer brokers and financial exchanges. Sandler O Neill reviewed the following median and mean multiples related to those selected merger transactions: transaction price at announcement to last 12 months, which we refer to as LTM, net income, transaction value to LTM revenues and transaction value to LTM EBITDA and compared them to those multiples observed for eSpeed and BGC Partners, respectively.

*Transaction Multiples***Selected Financial Services Transactions**

(\$ in millions)	Median Multiple	Mean Multiple	eSpeed Multiple(1)	BGC Partners Multiple(2)
Transaction value/LTM net income	33.9x	36.5x	155.6x	15.7x
Transaction value/LTM revenues	2.9x	5.4x	3.3x	1.5x
Transaction value/LTM EBITDA	20.2x	18.7x	16.3x	8.2x

(1) Transaction multiples based on LTM ended March 31, 2007 and assuming a transaction value of \$9.75 per share.

(2) Transaction multiples based on the first quarter 2007 annualized and assuming a transaction value of \$1,371.5 million.

**Pro Forma Merger Analysis.** Sandler O Neill analyzed certain potential pro forma effects of the merger, assuming the following: (1) the merger closes on December 31, 2007; (2) eSpeed is valued at \$9.75 per share and an aggregate of 133,860,000 shares of Combined Company common stock and rights to acquire shares of Combined Company common stock are issued; (3) BGC Partners produces a balance sheet at closing with a minimum of \$25.0 million in cash, \$146.5 million in equity and debt capped at \$150.0 million; (4) eSpeed's 2007, 2008, 2009 and 2010 net income projections and earnings per share growth rates provided by and reviewed with eSpeed's management; (5) BGC Partners' 2007, 2008, 2009 and 2010 budgeted financial projections provided by and reviewed with BGC Partners' and eSpeed's managements; (6) transaction costs, accounting adjustments, synergies, cost savings and revenue enhancements related to the merger provided by and reviewed with senior managements of eSpeed and BGC Partners and eSpeed's and BGC Partners' managements confirmed

**Table of Contents**

to Sandler O Neill that those projections reflected the best currently available estimates and judgments of management. The analyses indicated that for the year ending December 31, 2008 (the first full year of combined operations), the merger would be accretive to eSpeed's projected earnings per share increasing earnings per share from \$0.09 on a standalone basis to \$0.52 as a pro forma entity, while dilutive to book value and cash value per share.

**Discounted Cash Flow of the Combined Company and Terminal Value Analysis.** Sandler O Neill also performed an analysis that estimated the future stream of cash flow of the Combined Company through December 31, 2010 under various circumstances. The analysis assumed the pro forma projected cash flow stream and that the Combined Company performed in accordance with the financial projections for 2008 through 2010 provided to Sandler O Neill by the respective managements of eSpeed and BGC Partners, as well as the assumptions regarding transaction costs, accounting adjustments, synergies, cost savings and revenue enhancements related to the merger. To approximate the terminal value of the Combined Company common stock at December 31, 2010, Sandler O Neill applied price to current year earnings multiples of 17.0x to 23.0x. The cash flow streams and terminal values were then discounted to the net present values at December 31, 2007, using different discount rates ranging from 11.0% to 15.0% chosen to reflect different assumptions regarding required rates of return of holders or prospective buyers of Combined Company common stock. The range applied to the budgeted net income was 20% under budget to 20% over budget, using a discount rate of 13.0% for the analysis. This analysis indicated an imputed range of values per share for eSpeed common stock of \$10.45 to \$15.27 when applying the price/earnings multiples to the matched budget, and \$8.74 to \$17.45 when applying the price to earnings multiples to the -20% / +20% budget range. The actual results achieved by the Combined Company may vary from projected results and the variations may be material.

**Earnings Per Share Multiples**

Discount Rate	17.0x	18.0x	19.0x	20.0x	21.0x	22.0x	23.0x
11.00%	\$ 11.61	\$ 12.22	\$ 12.83	\$ 13.44	\$ 14.05	\$ 14.66	\$ 15.27
12.00%	11.31	11.90	12.49	13.09	13.68	14.28	14.87
13.00%	11.01	11.59	12.17	12.75	13.33	13.91	14.48
14.00%	10.73	11.29	11.86	12.42	12.98	13.55	14.11
15.00%	10.45	11.00	11.55	12.10	12.65	13.20	13.75

**Earnings Per Share Multiples**

Budget Variance	17.0x	18.0x	19.0x	20.0x	21.0x	22.0x	23.0x
20.0%	\$ 13.29	\$ 13.98	\$ 14.68	\$ 15.37	\$ 16.06	\$ 16.76	\$ 17.45
15.0%	12.72	13.38	14.05	14.71	15.38	16.05	16.71
10.0%	12.15	12.79	13.42	14.06	14.70	15.33	15.97
5.0%	11.58	12.19	12.80	13.40	14.01	14.62	15.23
0.0%	11.01	11.59	12.17	12.75	13.33	13.91	14.48
-5.0%	10.44	10.99	11.54	12.09	12.64	13.19	13.74
-10.0%	9.88	10.40	10.92	11.44	11.96	12.48	13.00
-15.0%	9.31	9.80	10.29	10.78	11.27	11.77	12.26
-20.0%	8.74	9.20	9.66	10.13	10.59	11.05	11.52

eSpeed has agreed to pay Sandler O Neill a fee of \$2,000,000 for the delivery of its opinion. This fee became due upon delivery of the opinion. eSpeed has also agreed to reimburse certain of Sandler O Neill's reasonable out-of-pocket expenses incurred in connection with its engagement and to indemnify Sandler O Neill and its affiliates and their respective partners, directors, officers, employees, agents and controlling persons against certain expenses and liabilities, including liabilities under securities laws.

---

## **Table of Contents**

Sandler O Neill may provide investment banking services to eSpeed and or BGC Partners in the future and may receive compensation for such services. The services may include raising capital in connection with the merger and/or other services to be performed during the period prior to the closing of the merger.

In the ordinary course of its business as a broker-dealer, Sandler O Neill may purchase securities from and sell securities to eSpeed, BGC Partners and their respective affiliates. Sandler O Neill may also actively trade the debt and/or equity securities of eSpeed, BGC Partners and their respective affiliates for its own account and for the accounts of its customers and, accordingly, may at any time hold a long or short position in such securities.

### **Interests of Directors, Executive Officers and Certain Beneficial Owners in the Merger**

In considering the recommendation of the eSpeed board of directors and the Special Committee with respect to the merger agreement, you should be aware that some of the current directors and executive officers of eSpeed, the future directors and executive officers of the Combined Company and certain beneficial owners of eSpeed common stock have interests in the transactions contemplated by the merger agreement that may be different from, or in addition to, the interests of unaffiliated eSpeed stockholders, and the interests of the current directors and executive officers of eSpeed, the future directors and officers of the Combined Company and certain beneficial owners of eSpeed common stock may conflict with the interests of the unaffiliated eSpeed stockholders. These interests, to the extent material, are described below. The eSpeed board of directors and the Special Committee were aware of these interests and considered them, among other matters, in approving the merger agreement and the transactions contemplated thereby.

### ***Increase in Compensation***

The merger agreement provides that, prior to completion of the merger, upon the request of BGC Partners, eSpeed will provide each of Howard W. Lutnick, Lee M. Amaitis, Shaun D. Lynn, Stephen M. Merkel and Robert K. West with a letter agreement setting forth an annual base salary of \$1,000,000 per year (except for Mr. West whose letter shall provide for an annual base salary of \$550,000) and annual target cash bonuses of up to the percentages set forth below:

400% of annual base salary for Mr. Lutnick;

375% of annual base salary for Mr. Amaitis;

300% of annual base salary for Mr. Lynn;

100% of annual base salary for Mr. Merkel; and

100% of annual base salary for Mr. West.

In addition to the target cash bonuses set forth above, the executive officers will be eligible for incentive compensation to be paid in the form of equity, partnership units or otherwise.

### ***Employment Agreements***

The provisions of the merger agreement described in *Increase in Compensation* above are expected to be implemented prior to the merger through employment agreements between BGC Partners and each of Messrs. Amaitis and Lynn, which agreements will be assumed at completion of the merger by the Combined Company. Mr. Amaitis' employment agreement will have an initial term of three years, which is extendable for two additional one-year terms with the consent of Mr. Amaitis and BGC Partners or, after the merger, the Combined Company. In accordance with the letter agreement described above, Mr. Amaitis' employment agreement will provide for a base salary of \$1,000,000 per year, subject to annual review and increase by the compensation committee, with a target cash bonus for 2007 of 375% of base salary. Mr. Lynn's employment agreement will have a five-year term. In accordance with the letter agreement described above, Mr. Lynn's employment agreement

## Edgar Filing: ESPEED INC - Form DEFM14A

will provide for a base salary of \$1,000,000 per year, subject to annual review and increase by the compensation committee, with a target cash bonus for 2007 of 300% of base salary. The target bonus for Mr. Amaitis and Mr. Lynn will be reviewed annually by the compensation committee. Following the merger, Messrs. Lutnick, Merkel and West are expected to be paid by the Combined Company the applicable base salary and target bonus as set forth in the letter agreements to be provided by eSpeed as described above, but not to enter into employment agreements. We currently expect that

**Table of Contents**

Mr. Lutnick will spend approximately 50% of his time each year on Combined Company matters, that Mr. Amaitis will spend approximately 90% of his time each year on Combined Company matters and Mr. Merkel will spend approximately 50% of his time each year on Combined Company matters, although these percentages may vary depending on business developments at the Combined Company or Cantor or any of their affiliates.

***New Post-Merger Change of Control Employment Agreements***

BGC Partners and eSpeed have agreed that BGC Partners may, prior to the completion of the merger, enter into change of control employment agreements with each of Messrs. Lutnick, Lynn, Merkel and Amaitis, which agreements will be assumed at completion of the merger by the Combined Company, and which will relate to a change of control of BGC Partners or, after the merger, the Combined Company, other than the merger contemplated by the merger agreement. BGC Partners is expected, prior to the merger, to enter into these agreements with these individuals. The agreements with Messrs. Lutnick, Amaitis and Merkel will provide that, upon a change of control, such executive will have the option to extend his employment for three years after the change of control or to terminate his employment upon the change of control, while the agreement with Mr. Lynn will provide that upon a change of control, the continuing company will have the option to extend the term of his employment for three years after the change of control or to terminate his employment. Each agreement will provide that if (a) the individual's employment is terminated upon the change of control, such executive will receive two times such executive's aggregate compensation for the most recent full fiscal year or (b) the individual's employment is extended, such executive will receive an amount equal to such executive's aggregate compensation for the most recent full fiscal year, and, in each case, such executive will receive the full vesting of all stock options and restricted stock units (unless otherwise provided in the applicable award agreement) and welfare benefit continuation for two years. In addition, these executives will be entitled to a gross-up for any taxes imposed as a result of the application of Section 4999 of the Code. In the event of death or disability, such executive will be paid accrued salary to the date of death or disability.

Please see Management Before and After the Merger Compensation Discussion and Analysis Potential Payments Upon Change of Control for a tabular presentation of amounts payable under the above referenced change of control employment agreements.

***Repayment of Existing Loans and Required Capital Contributions***

In connection with the separation and prior to the merger, Messrs. Amaitis, Lynn and Merkel, as well as two other individuals who are employed by one or more of our affiliates, will use some of the proceeds that they receive in respect of the redemption of their Cantor limited partnership interests to repay certain loans made or guaranteed by Cantor and to make certain required capital contributions. See Certain Relationships and Related Transactions Before and After the Merger Repayment of Existing Loans and Required Capital Contributions.

***Interests in Equity and Cash Received in Connection With the Separation and Merger***

Prior to the completion of the merger, Cantor will redeem all of the Cantor limited partnership interests held by founding partners in exchange for (1) a portion of the BGC Holdings limited partnership interests that Cantor will receive in the separation and (2) distribution rights in respect of BGC Partners interests and, after the merger, Combined Company Class A common stock. Immediately prior to this redemption, Cantor will redeem a portion of Mr. Amaitis' Cantor limited partnerships interests for approximately \$53,666,788 in cash and Cantor, immediately after these redemptions, will provide Messrs. Amaitis and Lynn with 1,100,000 and 200,000, respectively, of the BGC Holdings limited partnerships interests Cantor receives in the separation. Cantor expects to agree that these units along with another 400,000 units owned by Mr. Lynn will be immediately exchangeable by Messrs. Amaitis and Lynn into Combined Company Class A common stock on a one-for-one basis.

Concurrently with the merger, and, in the future, as part of its compensation process, BGC Holdings expects to also issue certain REUs to certain employees of BGC and other persons who provide services to BGC. See Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreement Exchanges and Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreement Partner

**Table of Contents**

Obligations. In addition, BGC Partners will issue to certain employees and other persons who provide services to BGC Partners certain BGC RSUs. The aggregate value of such REU interests and BGC RSUs granted prior to the consummation of the merger (a) with respect to the fiscal year ended December 31, 2007, will be no greater than \$22,000,000 and (b) with respect to the fiscal year ended December 31, 2008, will be no greater than \$22,000,000, and for each of clauses (a) and (b), each such right to receive one BGC RSU or REU will be valued for these purposes at the closing price of eSpeed Class A Common Stock on the date of the grant of the right. Furthermore, BGC Holdings is authorized to issue certain additional REU interests or BGC RSUs in connection with acquisitions and the hiring of new employees prior to the merger. These issuances would be in addition to the 133,860,000 shares of Combined Company common stock and rights to acquire common stock to be issued in the merger and be dilutive to all stockholders. BGC Holdings has recently entered into an acquisition agreement in connection with which it has agreed to issue 526,315 REUs upon the closing of the merger.

The following table shows the approximate number and aggregate dollar value of the BGC Holdings founding partner interests, and the shares underlying distribution rights as well as cash, to be received by the current executive officers of eSpeed and the future executive officers of the Combined Company in the separation (assuming the merger and separation occurred on January 24, 2008):

Name	Cash	Number of BGC Holdings Founding Partner Interests(1)	Value of BGC Holdings Founding Partner Interests(2)	Number of Shares Underlying Distribution Rights(1)	Value of Shares Underlying Distribution Rights(2)	Total Value of cash, BGC Holdings Founding Partner Interests and Shares Underlying Distribution Rights(2)
Howard W. Lutnick (3)	\$		\$	7,742,325	\$ 90,352,935	\$ 90,352,935
Lee M. Amaitis	\$ 53,666,788	3,062,403	\$ 35,738,242	392,481	\$ 4,580,248	\$ 93,985,279
Shaun D. Lynn	\$	3,048,330	\$ 35,574,011	569,666	\$ 6,648,002	\$ 42,222,013
Stephen M. Merkel	\$		\$	275,376	\$ 3,213,638	\$ 3,213,638
Robert K. West	\$		\$		\$	\$

- (1) Messrs. Lynn and Merkel will immediately after the separation sell to Cantor, for cash, distribution rights provided to them in connection with the redemption of their Cantor limited partnership interests in connection with the separation. Concurrently, Cantor will also purchase some of the BGC Holdings limited partnership interests held by Mr. Lynn at a price per interest or share equal to the closing price of eSpeed Class A common stock on the date of closing of the merger. Assuming a closing price of \$11.67 per share of eSpeed Class A common stock on the date of closing, which represents the closing price of eSpeed Class A common stock on January 24, 2008, Messrs. Lynn and Merkel would sell distribution rights relating to 569,666 and 102,012 shares of Combined Company Class A common stock, respectively, and Mr. Lynn would sell 386,731 BGC Holdings limited partnership interests.
- (2) Assumes a closing price of \$11.67 per share of eSpeed Class A common stock on the date of closing, which represents the closing price of eSpeed Class A common stock on January 24, 2008, and assumes one BGC Holdings founding partner interest has the same value as one share of eSpeed Class A common stock.
- (3) In the separation, Mr. Lutnick's wife also will receive distribution rights relating to 23,780 shares of Combined Company Class A common stock (valued at \$277,513, assuming a closing price of \$11.67 per share of eSpeed Class A common stock on the date of closing, which represents the closing price of eSpeed Class A common stock on January 24, 2008) in respect of units in Cantor held less than three years and a trust for the benefit of descendants of Mr. Lutnick, of which Mr. Lutnick's wife is one of two trustees and Mr. Lutnick has limited powers to remove and replace such trustees, also will receive distribution rights relating to 1,610,182 shares of Combined Company Class A common stock (valued at \$18,790,824, assuming a closing price of \$11.67 per share of eSpeed Class A common stock on the date of closing, which represents the closing price of eSpeed Class A common stock on January 24, 2008) in respect of units in Cantor held three years or longer. Mr. Lutnick is the President and sole stockholder of CFGM, Cantor's managing general partner. As such, Mr. Lutnick may be deemed to have beneficial ownership of the BGC Holdings exchangeable limited partnerships interests held by Cantor described below under BGC Holdings Exchangeable Limited Partnership Interests.

**Table of Contents***BGC Holdings Founding Partner Interests*

In connection with the separation, certain current executive officers of eSpeed and future executive officers of the Combined Company will receive BGC Holdings founding partner interests and become founding partners. Specifically, the following individuals will receive the indicated number of BGC Holdings founding partner interests, in redemption of existing limited partnership interests in Cantor, and certain grants from Cantor, in connection with the separation:

3,062,403 founding partner interests for Mr. Amaitis; and

3,048,330 founding partner interests for Mr. Lynn.

Assuming a closing price of \$11.67 per share of eSpeed Class A common stock on the date of closing, which represents the closing price of eSpeed Class A common stock on January 24, 2008, Mr. Lynn would immediately sell 386,731 of the BGC Holdings founding partner interests described above, to Cantor, as described in Management Before and After the Merger Arrangements with Founding/Working Partners Repayment of Existing Loans and Required Capital Contributions. Upon acquiring such BGC Holdings founding partner interests, Cantor will exchange them for BGC Partners units, which will be redeemed by BGC Partners prior to the merger for cash equal to the amount paid by Cantor to Mr. Lynn in respect of such interests. Accordingly, the BGC Holdings founding partner interests sold to Cantor will not be outstanding following the merger.

After the completion of the merger, if Cantor so determines, the BGC Holdings founding partner interests not sold by such founding partners to Cantor may be exchanged by such founding partners with the Combined Company for Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), on terms and conditions to be determined by Cantor, provided that the terms and conditions of such exchange cannot in any way diminish or adversely affect the rights of the Combined Company or its subsidiaries (it being understood that an obligation by the Combined Company to deliver shares of Combined Company Class A common stock upon exchange will not be deemed to diminish or adversely affect the rights of the Combined Company or its subsidiaries) (which exchange of certain interests Cantor expects to permit from time to time). In particular, Cantor intends to provide all founding partners with the right to immediately exchange 20% of their BGC Holdings founding partner interests for restricted shares of Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by a founding partner upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. In addition, prior to the completion of the merger, Cantor intends to enter into agreements with Messrs. Amaitis and Lynn pursuant to which Cantor will agree that an additional portion of the BGC Holdings founding partner interests held by each of them, 1,100,000 and 600,000, respectively, will be immediately exchangeable into restricted shares of Combined Company Class A common stock on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by either of them upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. See Exchangeability of Founding Partners Interests. From time to time, Cantor may provide founding partners with the right to exchange their remaining BGC Holdings founding partner interests on terms and conditions to be determined by Cantor, provided that the terms and conditions of such exchange cannot in any way diminish or adversely affect the rights of the Combined Company or its subsidiaries (it being understood that an obligation by the Combined Company to deliver shares of Combined Company Class A common stock upon exchange will not be deemed to diminish or adversely affect the rights of the Combined Company or its subsidiaries).

Although we expect that no compensation charges will be incurred in connection with the right of founding partners to immediately exchange 20% of their founding partner interests under SFAS 123R, non-cash compensation charges are expected to be incurred to the extent that Cantor allows founding partners to exchange their remaining BGC Holdings founding partner interests for Class A common stock (including exchanges by Messrs. Amaitis and Lynn that Cantor intends to allow as described above), to the extent that the value received

**Table of Contents**

upon exchange exceeds the amount of their capital account balance. The amount and timing of such charges are not determinable at this time, except in the case of Messrs. Amaitis and Lynn where an additional portion will be immediately exchangeable, as any decisions by Cantor to permit such exchanges and the terms under which the exchanges would be allowed have not been made.

*BGC Holdings Working Partner Interests*

No working partner interests will be issued at the time of the separation and merger. Any working partner interests that are issued will not be exchangeable with the Combined Company unless otherwise determined by BGC Partners with the written consent of a BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement.

*BGC Holdings REU Interests*

From time to time, BGC Holdings may issue REUs pursuant to the Participation Plan. The REU interests will only be exchangeable for Combined Company Class A common stock in accordance with terms and conditions of the grant of such REU interests, which terms and conditions will be determined in the sole discretion of the BGC Holdings general partner which, after the merger, will be the Combined Company, in accordance with the terms of the BGC Holdings limited partnership agreement. In the fourth quarter of 2007, certain employees of BGC and other persons who provide services to BGC were informed that they could expect to receive an aggregate of 276,204 REU interests in lieu of a portion of their discretionary bonus for 2007 having an aggregate estimated value of \$2,817,279 and 148,543 REU interests to be considered as part of their total 2008 compensation having an aggregate estimated value of \$1,515,143, in each case to be delivered in 2008 and issued upon the closing of the merger. The right to receive payment upon redemption of these REU interests will vest in one-third increments on December 14, 2008, 2009 and 2010. In addition, in the fourth quarter of 2007, certain executive officers of BGC were informed that they could expect to receive an aggregate of 593,990 REU interests (267,865 for Howard W. Lutnick, 133,932 for Lee Amaitis, 133,932 for Shaun Lynn, 38,171 for Stephen M. Merkel and 20,090 for Robert K. West) for delivery in 2008, which would be issued upon the closing of the merger. These REU interests have an aggregate estimated value of \$6,652,500 (\$3,000,000 for Howard W. Lutnick, \$1,500,000 for Lee Amaitis, \$1,500,000 for Shaun Lynn, \$427,500 for Stephen M. Merkel and \$225,000 for Robert K. West). The REUs will only be exchangeable for Combined Company Class A common stock in accordance with terms and conditions of the grant of such REU interests, which terms and conditions will be determined by the BGC Holdings general partner which, after the merger, will be the Combined Company, with the written consent of the BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement. The right to receive payment upon redemption of these REU interests for Messrs. Lutnick, Amaitis and Lynn was immediately vested on December 31, 2007. The right to receive payment upon redemption of these REUs for Messrs. West and Merkel will vest in one-third increments in December 2008, 2009 and 2010. Aggregate estimated values in each case are determined based on the eSpeed stock price on the date of each award. In addition, BGC Holdings is authorized to issue certain additional REU interests or BGC RSUs in connection with acquisitions and the hiring of new employees prior to the merger. These issuances would be in addition to the 133,860,000 shares of Combined Company common stock and rights to acquire common stock to be issued in the merger and be dilutive to all stockholders. BGC Holdings has recently entered into an acquisition agreement in connection with which it has agreed to issue \$5 million of REUs upon the closing of the merger.

*BGC Holdings Exchangeable Limited Partnership Interests*

In connection with the separation, Cantor will receive 60,184,065 BGC Holdings limited partnership interests in addition to those it transfers to the founding partners in redemption of their existing interests in Cantor and, in the case of Messrs. Amaitis and Lynn, grants. After the first anniversary of the completion of the merger, the BGC Holdings limited partnership interests held by Cantor will be exchangeable with the Combined Company for Combined Company Class B common stock (or, at Cantor's option or if there are no additional authorized but unissued shares of Combined Company Class B common stock, Combined Company Class A



---

**Table of Contents**

common stock) on a one-for-one basis (subject to customary anti-dilution adjustments). Cantor will, however, be able to exchange up to an aggregate of 20 million of its BGC Holdings limited partnership interests prior to the first anniversary of the completion of the merger for shares of Combined Company Class A common stock in connection with a broad-based public offering including all shares of Class A common stock received upon such exchange, underwritten by a nationally recognized investment banking firm.

Cantor is controlled by CFGM, its managing general partner. Mr. Lutnick is the President and sole stockholder of CFGM. As such, Mr. Lutnick may be deemed to have beneficial ownership of the BGC Holdings exchangeable limited partnerships interests held by Cantor described above.

*Distribution Rights*

The founding partners and other limited partners of Cantor, including Messrs. Lutnick, Amaitis, Lynn, Merkel and West, will receive distribution rights in the separation. The distribution rights of founding partners, including Messrs. Amaitis, Lynn and West, will entitle the holder to receive a fixed number of shares from Cantor of the Combined Company Class A common stock, with one-third of such shares distributable on each of the first, second and third anniversaries of the merger. The distribution rights of the other limited partners in Cantor who will not become founding partners, including Messrs. Lutnick and Merkel, will generally entitle the holder to receive a distribution of a fixed number of shares of Combined Company Class A common stock on the ninth anniversary of the merger, subject to acceleration in certain circumstances, as follows:

with respect to distribution rights received in respect of units in Cantor, including units acquired at any time as a result of reinvestment in respect thereof, held three years or longer as of the completion of the merger, 1/3rd of the shares underlying the distribution right on each of the 12, 18 and 24 month anniversaries of the completion of the merger; and

with respect to distribution rights received in respect of units in Cantor, including units acquired at any time as a result of reinvestment in respect thereof, held less than three years as of the completion of the merger, 1/5th of the shares underlying the distribution right on each of the 12, 18, 24, 30 and 36 month anniversaries of the completion of the merger, in each case, if, as of the applicable anniversary date, that holder continues to provide services to Cantor and has not breached his or her partner obligations, including the non-competition and non-solicitation covenants contained in the limited partnership agreement of Cantor.

Specifically, in the separation, the following individuals will receive distribution rights relating to the following number of shares of Combined Company Class A common stock:

7,742,325 shares underlying distribution rights for Mr. Lutnick, of which 2,125,609, 2,125,609, 2,125,609, 682,747 and 682,747 shares are expected to be received by Mr. Lutnick on the 12, 18, 24, 30 and 36 month anniversaries of the completion of the merger, respectively, subject to satisfaction of the conditions described above;

392,481 shares underlying distribution rights for Mr. Amaitis, of which 130,827, 130,827 and 130,827 shares are expected to be received by Mr. Amaitis on the first, second and third anniversaries of the completion of the merger, respectively;

569,666 shares underlying distribution rights for Mr. Lynn, all of which will be immediately sold by Mr. Lynn as set forth below; and

275,376 shares underlying distribution rights for Mr. Merkel, of which 51,006 will be immediately sold by Mr. Merkel as set forth below and 72,544, 72,544, 72,544, 3,368 and 3,368 shares are expected to be received by Mr. Merkel on the 12, 18, 24, 30 and 36 month anniversaries of the completion of the merger, respectively, subject to satisfaction of the conditions described above.

Assuming a closing price of \$11.67 per share of eSpeed Class A common stock on the date of closing, which represents the closing price of eSpeed Class A common stock on January 24, 2008, Messrs. Lynn and Merkel would



**Table of Contents**

immediately sell distribution rights relating to 569,666 and 51,006 of the shares of Combined Company Class A common stock described above, respectively, to Cantor as described in *Certain Relationships and Related Transactions Before and After the Merger* *Repayment of Existing Loans and Required Capital Contributions*. Cantor will immediately sell the units underlying such distribution rights to BGC Partners for the same amount. Accordingly, the distribution rights sold to Cantor will not be outstanding following the merger.

Also, in the separation, Mr. Lutnick's wife will receive distribution rights relating to 23,780 shares of Combined Company Class A common stock in respect of units in Cantor held less than three years and a trust for the benefit of descendants of Mr. Lutnick, of which Mr. Lutnick's wife is one of two trustees and Mr. Lutnick has limited powers to remove and replace such trustees, will receive distribution rights relating to 1,610,182 shares of Combined Company Class A common stock in respect of units in Cantor held three years or longer.

In addition, the managing general partner of Cantor will be able to grant earlier distribution of the shares to founding partners and the other limited partners of Cantor. The ownership of these distribution rights and underlying shares of common stock will not be dependent upon continued employment with the Combined Company or Cantor, although, in the case of Cantor limited partners not becoming founding partners, the continuing provision of services to Cantor will, in the absence of a breach of the partner obligations, result in accelerated receipt of the shares underlying these distribution rights as described above.

***Exchangeability of Founding Partners Interests***

Cantor intends to provide all founding partners with the right to immediately exchange 20% of their BGC Holdings founding partner interests for restricted shares of Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by a founding partner upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. In addition, prior to the completion of the merger, Cantor intends to enter into agreements with Messrs. Amaitis and Lynn pursuant to which Cantor will agree that an additional portion of the BGC Holdings founding partner interests held by each of them, 1,100,000 and 600,000, respectively, will be immediately exchangeable into restricted shares of Combined Company Class A common stock on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by either of them upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. From time to time, Cantor may provide founding partners with the right to exchange their remaining BGC Holdings founding partner interests on terms and conditions to be determined by Cantor, provided that the terms and conditions of such exchange cannot in any way diminish or adversely affect the rights of the Combined Company or its subsidiaries (it being understood that an obligation by the Combined Company to deliver shares of Combined Company Class A common stock upon exchange will not be deemed to diminish or adversely affect the rights of the Combined Company or its subsidiaries).

***Certain Acquisitions and Dispositions of Interests in eSpeed Capital Stock by Cantor***

The eSpeed board of directors has determined that Cantor is a deputized director of eSpeed and the Combined Company for purposes of Rule 16b-3 under the Exchange Act with respect to the transactions contemplated by the separation and the merger. Rule 16b-3 exempts from the short-swing profits liability provisions of Section 16(b) of the Exchange Act certain transactions in an issuer's securities between the issuer or its majority-owned subsidiaries and its officers and directors if, among other things, the transaction is approved in advance by the issuer's board of directors or a disinterested committee of the issuer's board of directors. The Rule 16b-3 exemption extends to any such transactions by an entity beneficially owning more than 10% of a class of an issuer's equity securities if the entity is a deputized director because it has a representative on the issuer's board of directors. The eSpeed board of directors' intent in determining that Cantor is a deputized director is that Cantor's acquisitions or dispositions of shares of eSpeed or Combined Company capital stock or interests in eSpeed or Combined Company capital stock from or to eSpeed or the Combined Company or their respective majority-owned subsidiaries will be eligible for the Rule 16b-3 exemption from the short-swing profits liability provisions of Section 16(b) of the Exchange Act.

---

## **Table of Contents**

### ***Cantor's Right of First Refusal***

See Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreement Cantor's Right of First Refusal.

### **Material U.S. Federal Income Tax Consequences**

Because eSpeed common stock held by eSpeed stockholders immediately prior to the merger will not be exchanged in the merger, eSpeed stockholders will not recognize any gain or loss for U.S. federal income tax purposes as a result of the merger. In addition, we do not anticipate that eSpeed will currently recognize any material amount of income or gain for U.S. federal income tax purposes as a result of the merger.

### **Regulatory Approvals**

*U.S. Approvals.* Completion of the merger is subject to approvals of, or filings with, various industry self regulatory organizations (including FINRA), and the securities commissions of certain states and other jurisdictions in which BGC Financial and BGC Securities, which we refer to together with BGC Financial as the BGC Regulated Entities, and Aqua and eSpeed Government, which we refer to together with Aqua as the eSpeed Regulated Entities, conduct business. Cantor filed an application for approval with FINRA on November 9, 2007 on behalf of its BGC Regulated Entities and eSpeed Regulated Entities. On December 10, 2007, FINRA requested additional information in connection with its consideration of the application, and Cantor responded to such request on December 19, 2007. FINRA will either make an affirmative determination or request further information regarding the application within 30 days of such response.

The securities commissions of certain states with which the BGC Regulated entities and eSpeed Regulated Entities are registered in order to conduct their respective businesses require notice of the proposed merger, which notices are expected to be made prior to the receipt of approval from FINRA. In addition, a filing will be made with the Fixed Income Clearing Corporation, which we refer to as FICC, prior to the merger describing the merger and its impact on BGC Financial. A filing with the NFA is expected to be filed on behalf of BGC Securities within 20 days following the merger.

*FSA and other Foreign Approvals.* The approval of the FSA in respect of the change of control for all FSA regulated entities and the conversion of BGC Financial, Inc. into a limited liability company is required. Consents from the Sydney Futures Exchange, the Hong Kong Monetary Authority and the Ministry of Finance and Economy in Korea are required to consummate the separation transactions in Australia, Hong Kong and Korea respectively.

*Commitment to Obtain Approvals.* BGC Partners, Cantor and eSpeed have agreed to use reasonable best efforts to obtain as promptly as reasonably practicable all consents and approvals of any governmental entity or any other person required in connection with the merger, subject to limitations as set forth in the merger agreement (see The Merger Agreement Agreement to Use Reasonable Best Efforts ).

*General.* While we believe that we will receive the requisite regulatory approvals for the merger, there can be no assurances regarding the timing of the approvals, our ability to obtain the approvals on satisfactory terms or the absence of litigation challenging these approvals. There can likewise be no assurance that U.S. federal, state or foreign regulatory authorities will not attempt to challenge the merger, or, if a challenge is made, as to the results of the challenge. Our obligation to complete the merger is conditioned upon the receipt of required governmental approvals (including no imposition of any burdensome condition), including the approval of FINRA, FSA and other regulatory approvals. See The Merger Agreement Conditions to the Merger.

### **Absence of Dissenters Rights of Appraisal**

Under the DGCL, which governs the merger, eSpeed stockholders are not entitled to dissenters' rights of appraisal in connection with the merger.

**Table of Contents**

**Accounting Treatment**

The merger will be accounted for by eSpeed as a combination of entities under common control in accordance with U.S. GAAP. BGC Partners will be treated as the acquired entity for such purposes. BGC Partners' assets, liabilities and other items will be transferred into the Combined Company at their carrying amounts at the closing date of the merger and combined with the historic book values of the assets and liabilities of eSpeed. No goodwill will arise as a result of this merger. Financial statements of the Combined Company issued after completion of the merger will reflect the historical financial position and results of operations of BGC Partners.

## **Table of Contents**

### **THE MERGER AGREEMENT**

*This section of the proxy statement describes the material terms of the merger agreement, but does not purport to describe all the terms of such agreement. On November 5, 2007 and February 1, 2008, the merger agreement was amended and this section describes the merger agreement as amended. The following summary is qualified in its entirety by reference to the complete text of the merger agreement, which is attached as Annex A to this proxy statement. We urge you to read the full text of the merger agreement.*

#### **Certain Actions Prior to the Merger**

The merger agreement provides that, as an initial step to combining BGC Partners and eSpeed, Cantor will separate the BGC business from the remainder of its businesses pursuant to the separation agreement (see [Related Agreements](#) [Separation Agreement](#) ). The separation will be effected in a manner so that the capital structure of the Combined Company after the merger is as described in [Proposal 1](#) [The Merger](#) [Structure of the Combined Company](#).

After the separation but before the merger, Cantor will contribute to BGC Holdings cash in an amount equal to the target closing cash, \$25.0 million, and BGC Holdings will contribute such cash to BGC U.S. and BGC Global in exchange for the issuance to BGC Holdings of BGC U.S. units and BGC Global units.

#### **The Merger**

At the effective time of the merger and subject to the terms and conditions of the merger agreement, BGC Partners will merge with and into eSpeed, with eSpeed as the surviving corporation in the merger.

Upon completion of the merger, the directors of eSpeed will be the initial directors of the Combined Company, and Messrs. Lutnick and Amaitis will be Co-Chief Executive Officers of the Combined Company. All Combined Company directors and officers will hold their positions in accordance with and subject to the Combined Company certificate of incorporation and the Combined Company by-laws.

#### **Closing; Effective Time**

Unless otherwise agreed by the parties to the merger agreement, the parties are required to close the merger no later than the third business day after the satisfaction or waiver of the conditions described below under [Conditions to the Merger](#).

The merger will be effective at the time the certificate of merger is filed with the Delaware Secretary of State (on the closing date of the merger) or at such later date or time as eSpeed and BGC Partners specify in the certificate of merger. We expect to complete the merger as promptly as practicable after our stockholders adopt the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger.

The Combined Company certificate of incorporation will be amended and restated as of the effective time of the merger to read substantially in the form that is attached as Annex K to this proxy statement. The by-laws of the Combined Company will be substantially in the form that is attached as Annex L to this proxy statement.

#### **Merger Consideration and Contribution**

In the merger:

each BGC Partners Class A unit will be converted into one share of Combined Company Class A common stock (and the eSpeed Class A common stock will remain outstanding as Combined Company Class A common stock);

---

**Table of Contents**

each BGC Partners Class B unit will be converted into one share of Combined Company Class B common stock (and the eSpeed Class B common stock will remain outstanding as Combined Company Class B common stock) or, at Cantor's election prior to the closing of the merger, one share of Combined Company Class A common stock;

the one BGC Partners Class C unit will be converted into 100 shares of Combined Company Class B common stock or, at Cantor's election prior to the closing of the merger, 100 shares of Combined Company Class A common stock; and

(1) the BGC Holdings exchangeable limited partnership interests will be exchangeable with the Combined Company for Combined Company Class B common stock or Combined Company Class A common stock in accordance with the terms of the BGC Holdings limited partnership agreement and (2) the BGC Holdings founding partner interests will not be exchangeable with the Combined Company unless otherwise determined by Cantor in accordance with the terms of the BGC Holdings limited partnership agreement.

The dollar value of the merger is based on the number of shares of Combined Company common stock and rights to acquire shares of Combined Company common stock being issued multiplied by the average price of eSpeed common stock at the closing date of the transaction. As the price of eSpeed common stock fluctuates, the total dollar value of the transaction fluctuates, and therefore, the dollar value of the merger will not be fixed until the merger closes. As of May 29, 2007 (the date of execution of the merger agreement) and as of January 24, 2008, the dollar value of the transaction was \$1,231,512,000 and \$1,560,807,600, respectively, based on the average price of eSpeed Class A common stock on such dates.

Cantor currently intends to elect to have the BGC Partners Class B units and the BGC Partners Class C unit converted in the merger into Combined Company Class A common stock.

Concurrently with the merger, BGC Holdings will also issue certain REUs to certain employees of BGC and other persons who provide services to BGC. In addition, BGC will issue to certain employees and other persons who provide services to BGC certain BGC RSUs. The aggregate value of such REUs and BGC RSUs granted prior to the consummation of the merger (a) with respect to the fiscal year ended December 31, 2007, will be no greater than \$22,000,000 and (b) with respect to the fiscal year ended December 31, 2008, will be no greater than \$22,000,000, and for each of clauses (a) and (b), each such right to receive one BGC RSU or REU will be valued for these purposes at the closing price of eSpeed Class A Common Stock on the date of the grant of the right.

Concurrently with, or immediately after the merger, the Combined Company will contribute its assets and liabilities to BGC U.S. and BGC Global in exchange for limited partnership interests in these entities. As a result of this contribution, the Combined Company will receive limited partnership interests in each of these entities.

**Representations and Warranties**

The merger agreement contains generally customary representations and warranties made by BGC Partners, eSpeed, Cantor, BGC U.S., BGC Global and BGC Holdings. The assertions embodied in those representations and warranties were made solely for purposes of the merger agreement and may be subject to important qualifications and limitations agreed by the parties in connection with negotiating its terms. Moreover, some of those representations and warranties may not be accurate or complete as of any particular date because they are subject to a contractual standard of materiality or Material Adverse Effect (as defined below) different from that generally applicable to public disclosures to stockholders or used for the purpose of allocating risk between the parties to the merger agreement rather than establishing matters of fact. Furthermore, the representations and warranties that are made by BGC Partners or Cantor, the Opcos and BGC Holdings that are contained in the merger agreement will not survive after the first anniversary of the closing date of the merger, except for the representations and warranties made by BGC Partners relating to capitalization, which will continue to be in full force and effect indefinitely. None of the representations and warranties that are made by eSpeed that are contained in the merger agreement will survive the effective time of the merger. Certain representations and warranties were made only as of the date of the merger agreement or such other date as is specified in the merger agreement. For the foregoing reasons, you should not rely on the representations and warranties contained in the merger agreement as statements of factual information.

**Table of Contents**

In the merger agreement, BGC Partners, eSpeed, Cantor, BGC U.S., BGC Global and BGC Holdings each made representations and warranties relating to, among other things:

organization and existence;

power and authority to enter into and perform its obligations under, and the enforceability of, the merger agreement and the transaction documents, which collectively include the merger agreement, the tax receivable agreement, the administrative services agreement, the Tower Bridge administrative services agreement, the separation agreement and the separation registration rights agreement, which we collectively refer to as the transaction documents;

the absence of conflicts with or defaults under organizational documents or other contracts and applicable laws;

required governmental approvals and third-party consents;

the binding effect of the merger agreement;

litigation;

capitalization;

broker s, finder s and similar fees; and

information supplied for inclusion in this proxy statement.

In the merger agreement, BGC Partners also made representations and warranties relating to:

compliance in all material respects with laws and orders of any governmental authority;

financial statements;

material contracts;

no material adverse change;

taxes;



labor relations;

employee benefit plans;

undisclosed liabilities;

intellectual property matters;

privacy of customer information;

potential conflicts of interest;

environmental matters;

insurance;

internal controls related to processing and reporting of financial data;

sufficiency of assets; and

not being an investment company as defined by the Investment Company Act.

In the merger agreement, eSpeed also made representations and warranties relating to:

documents filed with the SEC; and

undisclosed liabilities.

A Material Adverse Effect standard qualifies many of the representations and warranties made by BGC Partners, eSpeed, Cantor, BGC U.S., BGC Global and BGC Holdings. For the purposes of the merger agreement, Material Adverse Effect means any change, event, occurrence, state of facts or development that has a material

## **Table of Contents**

adverse effect on the business, financial condition or results of operation of, in the case of BGC Partners, Cantor, the Opcos and BGC Holdings, BGC Partners and its subsidiaries, taken as a whole, or in the case of eSpeed, eSpeed and its subsidiaries, taken as a whole, other than:

changes in general economic or political conditions (including any outbreak or escalation of hostilities or war or any act of terrorism) or changes in the securities, credit or financial markets in general;

changes adversely and generally affecting the industry in which BGC Partners and its subsidiaries or eSpeed and its subsidiaries, as the case may be, operate;

any failure, in and of itself, by BGC Partners and its subsidiaries or eSpeed and its subsidiaries, as the case may be, to meet any internal or published projections, forecasts or revenues or earnings predictions for any period ending on or after the date of the merger agreement (it being understood that the facts or occurrences giving rise to or contributing to such failure may be deemed to constitute, or be taken into account in determining whether there has been or will be, a Material Adverse Effect);

changes in applicable laws, statutes, rules or regulations of governmental entities, or in applicable accounting regulations or principles or interpretations thereof; or

changes resulting from the consummation of the transactions contemplated by the merger agreement, the separation agreement or the transaction documents, in each case in accordance with the terms thereof, or resulting from any action or omission required pursuant to the terms of the merger agreement or pursuant to the written request of eSpeed or Cantor, as the case may be, except in the case of the first or second bullet above, to the extent such change has a materially disproportionate impact on BGC Partners and its subsidiaries or eSpeed and its subsidiaries, as the case may be, taken as a whole, relative to other for-profit participants in the industry in which BGC Partners and its subsidiaries or eSpeed and its subsidiaries, as the case may be, conduct their businesses after taking into account the collective size of BGC Partners and its subsidiaries or eSpeed and its subsidiaries, as the case may be, relative to such other for-profit participants.

### **Conduct of Business Prior to Closing**

Until the completion of the merger, except as contemplated by the merger agreement, Cantor and BGC Partners, on the one hand, and eSpeed, on the other hand, agree to:

in the case of Cantor and BGC Partners, conduct the BGC businesses, and in eSpeed's case, it and its subsidiaries' operations, in the ordinary course of business consistent with past practice;

preserve, in the case of Cantor and BGC Partners, the BGC businesses organization, and in eSpeed's case, its business organization, through commercially reasonable efforts; and

maintain the goodwill of customers, suppliers and others having business relationships, in the case of Cantor and BGC Partners, with the BGC business, and in eSpeed's case, with it and its subsidiaries.

Cantor and BGC Partners have also agreed that, until the completion of the merger, except as contemplated by the merger agreement, they will not, with respect to the BGC businesses, do any of the following without the prior written consent of the Special Committee:

## Edgar Filing: ESPEED INC - Form DEFM14A

engage in any material transaction, including capital expenditures, out of the ordinary course of business that would require post-closing expenditures by the Opcos greater than \$10 million per year or \$20 million in the aggregate;

issue, reissue, sell, grant, pledge or otherwise encumber or authorize the issuance, reissuance, sale, grant, pledge or other encumbrance of BGC Partners capital stock shares or equity interests in the Opcos (or BGC Holdings if it would adversely affect BGC Partners economic or governance rights in BGC Holdings) or any rights, warrants or options to acquire any convertible securities or BGC Partners capital stock or equity interests in the Opcos (or BGC Holdings if it would adversely affect BGC Partners economic or governance rights in BGC Holdings);

**Table of Contents**

except in the ordinary course of business consistent with past practice, sell, lease, encumber, surrender, relinquish, dispose of, transfer, exclusively license, mortgage, pledge or grant any lien on material assets, properties or rights (including capital stock of any of its subsidiaries) except to the extent they are used, retired or replaced in the ordinary course of business consistent with past practice;

declare, set aside or pay any dividend or other distribution (whether in cash, stock or property) in respect of any of its capital stock other than cash dividends or dividends declared, set aside, paid or made by a direct or indirect wholly owned subsidiary to BGC Partners;

adjust, split, combine or reclassify any of its capital stock or issue or propose or authorize the issuance of any other securities (including options, warrants or a similar security exercisable for, or convertible into, such other security) in respect of, in lieu of or in substitution for shares of its capital stock;

enter into transactions with affiliates of BGC Partners or its subsidiaries, other than transactions in the ordinary course of business, certain specified transactions or transactions on an arm's length basis with a maximum value of \$500,000;

knowingly take any action, or omit to take any action, or enter into any transaction which has, or would reasonably be expected to have, the effect of materially delaying or otherwise materially impeding the consummation of the transactions contemplated by the merger agreement and the transaction documents;

except in the ordinary course of business consistent with past practice, enter into, modify, amend or terminate any material contract, enter into any successor agreement to an expiring material contract that alters the terms of the expiring material contract or enter into, modify, amend or terminate any new agreement that would have been considered a material contract if it were entered into at or prior to the date of the merger agreement, in each of the above cases if the effect of such action would be materially adverse to BGC Partners and its subsidiaries, taken as a whole;

incur any indebtedness for borrowed money on terms that are not on an arm's length basis;

merge or consolidate with any other person;

change any significant accounting methods, principles or practices by BGC Partners or any of its subsidiaries, unless such change is required by U.S. GAAP;

terminate, cancel, amend or modify any material insurance policies maintained by it covering BGC Partners or any of its subsidiaries or their respective properties not replaced by a comparable insurance coverage amount;

adopt a plan of complete or partial liquidation, dissolution, restructuring, recapitalization or other reorganization of BGC Partners or any of its subsidiaries;

other than with respect to certain litigation matters, institute, compromise, settle or agree to settle any claims (a) involving amounts greater than \$100,000 individually or \$500,000 in the aggregate for which the Combined Company would be responsible after the closing of the merger or (b) that would impose any material, non-monetary obligation on the transferred business that would continue after the effective time of the merger; or

authorize, enter into any agreement or make any commitment to do any of the above.

eSpeed also agreed that, until the completion of the merger, except as contemplated by the merger agreement, it will not do any of the following without prior written consent of Cantor:

adopt or propose any change in its organizational documents;

engage in any material transaction, including capital expenditures, out of the ordinary course of business that would require post-closing expenditures by the Opcos greater than \$10 million per year or \$20 million in the aggregate;

**Table of Contents**

issue, reissue, sell, grant, pledge or otherwise encumber or authorize the issuance, reissuance, sale, grant, pledge or other encumbrance of its capital stock shares, securities convertible into any class of its capital stock or any rights, warrants or options to acquire any convertible securities or eSpeed capital stock;

except in the ordinary course of business consistent with past practice, sell, lease, encumber, surrender, relinquish, dispose of, transfer, exclusively license, mortgage, pledge or grant any lien on material assets, properties or rights (including capital stock of any of its subsidiaries) except to the extent they are used, retired or replaced in the ordinary course of business consistent with past practice;

declare, set aside or pay any dividend or other distribution (whether in cash, stock or property) in respect of any of its capital stock other than cash dividends or dividends declared, set aside, paid or made by a direct or indirect wholly owned subsidiary to eSpeed;

adjust, split, combine or reclassify any of its capital stock or issue or propose or authorize the issuance of any other securities (including options, warrants or similar security exercisable for, or convertible into, such other security) in respect of, in lieu of or in substitution for shares of its capital stock;

purchase, redeem or otherwise acquire any shares of its capital stock or its subsidiaries' capital stock or any other securities thereof or any rights, warrants or options to acquire any such shares or other securities, except for purchases, redemptions or other acquisitions of capital stock or other securities pursuant to an existing restricted stock purchase agreement with current or former employees;

make, change or revoke any material tax election, file any material amended tax return, settle or compromise any material tax claim, change any method of tax accounting, enter into any closing agreement with respect to taxes or make or surrender any material claim for a refund of taxes;

knowingly take any action, or omit to take any action, or enter into any transaction which has, or would reasonably be expected to have, the effect of materially delaying or otherwise materially impeding the consummation of the transactions contemplated by the merger agreement and the transaction documents;

except in the ordinary course of business consistent with past practice, enter into, modify, amend or terminate any material contract, enter into any successor agreement to an expiring material contract that alters the terms of the expiring material contract, or enter into, modify, amend or terminate any new agreement that would have been considered a material contract if it were entered into at or prior to the date of the merger agreement in each of the above cases if the effect of such action would be materially adverse to it and its subsidiaries, taken as a whole;

incur any indebtedness for borrowed money in excess of \$10 million in the aggregate or issue any debt securities or assume, guarantee or endorse, or otherwise as an accommodation become responsible for or cancel, the obligations of any person (other than its wholly-owned subsidiaries) for borrowed money or make or authorize any material loan to any person (other than its subsidiaries);

merge or consolidate with any other person or acquire an amount of assets or equity of another person greater than \$25 million;

change any of its or its subsidiaries' significant accounting methods, principles, or practices, unless such change is required by U.S. GAAP;

## Edgar Filing: ESPEED INC - Form DEFM14A

terminate, cancel, amend or modify any material insurance policies maintained by and covering it or any of its subsidiaries or their respective properties not replaced by a comparable insurance coverage amount;

adopt a plan of complete or partial liquidation, dissolution, restructuring, recapitalization or other reorganization of it or any of its subsidiaries;

institute, compromise, settle or agree to settle any claims (a) involving amounts greater than \$100,000 individually or \$500,000 in the aggregate for which it would be responsible after the closing of the

**Table of Contents**

merger or (b) that would impose any material, non-monetary obligation on the transferred business that would continue after the effective time of the merger; or

authorize, enter into any agreement or make any commitment to do any of the above.

**Agreement To Use Reasonable Best Efforts**

Each of the parties to the merger agreement has agreed to use their respective reasonable best efforts to take, or cause to be taken, all actions and to do, or cause to be done, all things proper or advisable to consummate the transactions contemplated by the merger agreement, including using their respective reasonable best efforts to:

obtain all legally required consents, approvals, rulings or authorizations;

obtain any consents required from third parties in connection with the consummation of the transactions contemplated by the merger agreement;

lift or rescind any injunction or restraining order or other order adversely affecting the ability of the parties to the merger agreement to consummate the transactions contemplated by the merger agreement, including the merger;

effect as promptly as practicable all necessary registrations, filings and responses to requests for additional information or documentary material from a governmental authority, if any;

fulfill all conditions to the merger agreement; and

in the event that eSpeed waives any of the closing conditions related to the closing net equity, closing cash and closing indebtedness of BGC Partners (see Conditions to the Merger Conditions to eSpeed s Obligations ), to ensure as promptly as practicable after the closing of the merger that the closing net equity of BGC Partners is at least equal to the target closing net equity of BGC Partners of \$146.5 million, that the closing cash of BGC Partners is at least equal to the target closing cash of BGC Partners of \$25.0 million and that the aggregate closing indebtedness of BGC Partners is equal to or less than the target closing indebtedness of BGC Partners of \$150.0 million.

The parties to the merger agreement will not be obligated to propose or agree to accept any undertaking or condition, to enter into any consent decree, to make any divestiture or accept any operational restriction, or take or commit to take any action the effectiveness or consummation of which is not conditional on the consummation of the merger or that individually or in the aggregate is or would reasonably be expected to be materially adverse to eSpeed and its subsidiaries or BGC Partners and its subsidiaries, either before or after giving effect to the merger.

In addition, each of the parties to the merger agreement will promptly:

furnish to the other parties any necessary information and reasonably assist the other parties with requests in connection with the foregoing;

inform the other parties of any communication from any governmental authorities regarding the transactions contemplated by the merger;



## Edgar Filing: ESPEED INC - Form DEFM14A

provide counsel for the other party with copies of all filings made by such party and all correspondence between such party and its advisors with any governmental authority and any other information supplied by such party and its subsidiaries to a governmental authority or received from such governmental authority in connection with the transactions contemplated by the merger agreement and as necessary to comply with contractual arrangements; and

permit counsel to the other parties, subject to applicable law, to review in advance and consider in good faith the views of such other parties in connection with any proposed written communication to any governmental authority in connection with the contemplated transactions.

---

**Table of Contents**

**Transaction Documents; Termination of Joint Services Agreement and Administrative Services Agreements**

On or prior to the closing date of the merger, the parties will, or will cause their applicable subsidiaries to, enter into and execute the transaction documents other than the merger agreement, which include:

the tax receivable agreement;

the administrative services agreement;

the Tower Bridge administrative services agreement;

the separation agreement; and

the separation registration rights agreement.

As of the effective time of the merger, the Combined Company will assume all of the rights and obligations of BGC Partners under the related agreements and will agree to execute such agreements, documents or instruments as are necessary to effect the assumption of such rights and obligations.

Concurrently with the effective time of the merger, the following agreements will automatically terminate:

the JSA;

the existing administrative services agreement, dated as of December 15, 1999, by and among Cantor, Cantor Fitzgerald International, eSpeed, eSpeed Securities, Inc., eSpeed Markets, Inc. and eSpeed Securities International Limited; and

the CantorCO2e/eSpeed Services Agreement, dated as of October 1, 2002, which we refer to as the CO2e services agreement, by and between eSpeed and CantorCO2e, LLC, which we refer to as CO2e.

**License**

The Combined Company will grant Cantor a non-exclusive, perpetual, irrevocable, worldwide, non-transferable and royalty-free license to all software, technology and intellectual property in connection with the operation of Cantor's business on and after the closing date of the merger. The license will not constitute an assignment or transfer of any software, technology or intellectual property owned by a third-party if both (a) such assignment or transfer would be ineffective or would constitute a default under, or other contravention of, the provisions of a contract without the approval or consent of a third-party and (b) such approval or consent is not obtained, provided however that the Combined Company agrees to use its commercially reasonable efforts to obtain any such approval or consent.

Any enhancements and upgrades of the software, technology and intellectual property provided under the license will be provided free of charge to any licensee under the license for one year after the closing date of the merger. The license will not be transferable except to any purchaser of all or substantially all of the business or assets of Cantor or its subsidiaries or to any purchaser of a business, division or subsidiary of Cantor or its subsidiaries pursuant to a bona fide acquisition of a line of business of Cantor or its subsidiaries (provided that (a) such purchaser agrees not to use the software, technology and intellectual property provided under the license to create a fully electronic brokerage system that competes with eSpeed's fully electronic systems for U.S. Treasuries and foreign exchange, (b) BGC Partners is a third-party beneficiary of the transferee's agreement in clause (a) above and (c) Cantor enforces its rights against the purchaser to the extent that it breaches its obligations under clause (a) above).

Edgar Filing: ESPEED INC - Form DEFM14A

Cantor also agreed that it will not use or grant any aspect of the license to create a fully electronic brokerage system that competes with eSpeed's fully electronic systems for U.S. Treasuries and foreign exchange.

---

## **Table of Contents**

### **Corporate Governance Matters**

From and after the closing date of the merger until six months after Cantor ceases to hold 5% of the Combined Company's voting power, transactions or arrangements between the Combined Company and Cantor will be subject to prior approval by a majority of the Combined Company board of directors that the Combined Company has found to qualify as independent in accordance with the published listing requirements of the NASDAQ Global Market.

During the same timeframe, Cantor and the Combined Company also agree not to employ or engage any officer or employee of the other party without the other party's written consent. However, either party may employ or engage any person who responds to a general solicitation for employment. Cantor may also hire any eSpeed employees who are not brokers and who devote a substantial portion of their time to Cantor or Cantor-related matters or who manage or supervise any such employee, unless such hiring precludes BGC Partners from maintaining and developing its intellectual property in a manner consistent with past practice. Cantor will provide a list of such persons to the Combined Company promptly following the closing date of the merger.

Prior to the contribution of the BGC business in the separation, one or more members of the BGC Partners group may borrow an amount of cash up to the aggregate amount of cash held in the BGC Partners group prior to the contribution of the BGC business in the separation. We refer to this loan as the pre-contribution loan. See Related Agreements Separation Agreement Other Actions in Connection with the Separation Pre-Contribution Loan. At the request of Cantor, eSpeed will be required to fund the pre-contribution loan on or prior to the closing date of the separation. Any amounts borrowed from eSpeed as part of the pre-contribution loan will be repaid in full on the closing date of the merger.

### **Conditions to the Merger**

#### ***Conditions to Each Party's Obligations***

Each party's obligations to complete the merger are subject to the fulfillment or waiver of the following conditions:

adoption of the merger agreement and the transactions contemplated thereby, including the merger and the issuance of shares of Combined Company common stock and rights to acquire Combined Company common stock as consideration in the merger, by the eSpeed stockholders;

NASDAQ listing of the Combined Company Class A common stock to be issued in the merger (and to be issued upon exchange of BGC Holdings exchangeable limited partnership interests, and if applicable, BGC Holdings founding partner interests, BGC Holdings REU interests and BGC Holdings working partner interests or any conversion of Combined Company Class B common stock);

receipt of required governmental approvals (including no imposition of any burdensome condition), including the approval of FINRA, the FSA and other regulatory approvals;

no order, injunction, ruling, decree or judgment by a court or agency and no other legal prohibition restraining, enjoining or preventing the completion of the merger or any of the transactions contemplated by the merger agreement being in effect; and

the separation must have occurred according to the terms of the separation agreement.

#### ***Conditions to eSpeed's Obligations***

eSpeed's obligations to complete the merger are subject to the fulfillment or waiver of the following additional conditions:

Edgar Filing: ESPEED INC - Form DEFM14A

each of the representations and warranties of BGC Partners, Cantor and the Opcos (a) that are qualified by Material Adverse Effect will be true and correct, (b) that are not so qualified will be true and

---

**Table of Contents**

correct, except where a failure to be true and correct would not, individually or in the aggregate, constitute a Material Adverse Effect, and (c) the representations and warranties of such parties related to capitalization will be true and correct, except for any de minimis inaccuracy, made as if such representations or warranties contained no qualification or limitation as to materiality or Material Adverse Effect, in each case of (a) through (c), as of the date of the merger agreement and as of the closing date of the merger, as if made on and as of the closing date of the merger (except those expressly limited to a specific date, in which case, as of such specific date);

the covenants and agreements of BGC Partners, Cantor and the Opcos must be performed on or before the closing date of the merger in accordance with the merger agreement;

the estimated closing net equity and the estimated closing cash of BGC Partners must be at least equal to the target closing net equity of \$146.5 million and the target closing cash of \$25.0 million of BGC Partners, respectively, and the estimated closing indebtedness of BGC Partners must be equal to or less than the target closing indebtedness of BGC Partners of \$150.0 million; and

eSpeed must have received a certificate signed by BGC Partners certifying the foregoing conditions relating to the representations, warranties, obligations and closing net equity and closing cash.

***Conditions to BGC Partners Obligations***

The obligations of BGC Partners to complete the merger are subject to the fulfillment or waiver of the following further conditions:

the representations and warranties of eSpeed (a) that are qualified by Material Adverse Effect will be true and correct and (b) that are not so qualified will be true and correct, except where a failure to be true and correct would not, individually or in the aggregate, constitute a Material Adverse Effect, in each case of (a) and (b), as of the date of the merger agreement and as of the closing date of the merger, as if made on and as of the closing date of the merger (except those expressly limited to a specific date, in which case, as of such specific date);

eSpeed's covenants and agreements must be performed on or before the closing date of the merger in accordance with the merger agreement;

BGC Partners must have received a certificate signed by eSpeed certifying the foregoing conditions relating to the representations, warranties and obligations; and

BGC Partners must have received an opinion from its counsel, Wachtell, Lipton, Rosen & Katz, dated the closing date of the merger, confirming that the merger qualifies as an exchange for purposes of Section 351(a) of the Code.

Cantor, BGC Partners and eSpeed may not rely on the failure of any condition pertaining to the representations, warranties, covenants and agreements made by BGC Partners or eSpeed to be satisfied if such failure was caused by a party's failure to perform any of its obligations under the merger agreement, to act in good faith or to use its reasonable best efforts to consummate the transactions contemplated by the merger agreement.

There is a post-closing adjustment process and, to the extent that the actual closing net equity, closing cash or closing indebtedness is different from the target amounts described above, Cantor and the Opcos will take actions (including payment of cash, transfer of assets, incurrence of indebtedness, the creation of intercompany receivables or payables) so that the closing net equity, closing cash and closing indebtedness (taking into account such actions) is equal to the target amounts described above.



## **Table of Contents**

### **Termination of the Merger Agreement**

The merger agreement may be terminated at any time prior to the effective time of the merger, whether before or after eSpeed stockholder adoption has been obtained, as follows:

by mutual written consent of BGC Partners and eSpeed (acting at the direction of the Special Committee); or

by either BGC Partners or eSpeed if:

the merger is not completed on or before April 30, 2008, which we refer to as the Outside Date, unless either BGC Partners or eSpeed exercises its option to extend the Outside Date for an additional period not to exceed 120 days if all other conditions to consummation of the transactions contemplated by the merger agreement were satisfied or were capable of being satisfied, and the sole reason that such transactions had not been satisfied is because of the closing condition related to required government approvals, except that this right to terminate the merger agreement is not available to any party to the merger agreement whose failure to perform any material covenant or obligation under the merger agreement is the primary cause of or resulted in the failure of the transactions contemplated by the merger agreement to occur on or before such date; or

any injunction permanently restrains, enjoins or prohibits the consummation of the transactions contemplated by the merger agreement; or

by BGC Partners, if there has been a material breach of any representation, warranty, covenant or agreement on the part of eSpeed contained in the merger agreement, which breach by its nature is not curable within 45 days of written notice to eSpeed of such breach; or

by eSpeed, if there has been a material breach of any representation, warranty, covenant or agreement on the part of BGC Partners, Cantor, the Opcos or BGC Holdings contained in the merger agreement, which breach by its nature is not curable within 45 days of written notice to the aforementioned parties of such breach.

### **Fees and Expenses**

Each party will bear its own costs and expenses, including attorneys' and other advisors' fees, incurred in connection with the merger agreement (it being understood that the costs and expenses of BGC Partners or Cantor incurred before the merger will be, if applicable, reflected in the calculation of the closing cash and closing net equity).

### **Indemnification and Allocation of Losses**

All representations and warranties made by BGC Partners, Cantor, the Opcos and BGC Holdings that are contained in the merger agreement, its schedules or in any certificate, document or other instrument delivered in connection with the merger agreement will survive the closing of the merger until the first anniversary of the closing date of the merger. The representations and warranties by BGC Partners relating to capitalization will survive the closing of the merger and continue to be in full force and effect indefinitely. None of the representations and warranties made by eSpeed in the merger agreement, its schedules or in any certificate, document or other instrument delivered in connection with the merger agreement will survive the effective time of the merger. Covenants that contemplate or may involve actions to be taken or obligations in effect after the closing of the merger will survive in accordance with their terms.

Cantor has agreed to indemnify the Opcos, their heirs, executors, successors and assigns from losses to the extent resulting from or arising out of:



Edgar Filing: ESPEED INC - Form DEFM14A

the breach of any representation or warranty of BGC Partners, Cantor, the Opcos or BGC Holdings (but only if a claim is presented before the applicable indemnity period terminates) (it being understood that

---

## **Table of Contents**

for purposes of determining the amount of such loss from a breach or inaccuracy of any representation or warranty, but not, for the avoidance of doubt, for purposes of determining whether there has been a breach or inaccuracy, all references to material and Material Adverse Effect or similar qualifications as to materiality will be deleted therefrom, and certain specified actions will not be taken into account); or

the breach of any covenant or agreement in the merger agreement to be performed by BGC Partners, Cantor, the Opcos or BGC Holdings (except that Cantor is not obligated to indemnify for any losses from or arising out of certain litigation matters, and Cantor's indemnification obligations with respect to other specified matters are limited to losses resulting from the imposition of any fine or other monetary penalty, for the payment of any amount in settlement, resulting from such actions).

From and after the closing date of the merger, any losses of the Opcos arising from certain litigation matters will be allocated to BGC Holdings pursuant to the BGC U.S. limited partnership agreement and BGC Global limited partnership agreement (see Related Agreements Amended and Restated Limited Partnership Agreements of BGC U.S. and BGC Global ).

Cantor's indemnification obligations are subject to the following limitations:

Cantor is not required to indemnify a party with respect to any claim arising out of its indemnification obligations related to the breach of any representation or warranty unless the aggregate of all indemnifiable losses exceeds \$20 million, in which case Cantor will be responsible only for losses in excess of such amount (provided that Cantor is not required to indemnify a party with respect to any claim arising out of its indemnification obligations related to the breach of any representation or warranty to the extent the aggregate amount of indemnifiable losses (taking into account for these purposes any losses excluded as a result of the \$20 million deductible amount or the de minimis amount described in the bullet below) are in excess of an amount equal to \$170 million (it being agreed that the indemnified parties bear the first \$20 million of such losses) minus the amount of indemnification payments made pursuant to Cantor's indemnification obligations prior to such claim minus the lesser of (1) \$85 million and (2) the amount of losses allocated to BGC Holdings through the allocation mechanism described above prior to the time of the final resolution of such claim); and

Cantor is not required to indemnify a party for losses arising out of its indemnification obligations if such losses are less than \$50,000 or are included as a liability in the final closing balance sheet.

The merger agreement specifies procedures with respect to claims subject to indemnification and related matters.

### **Amendment and Waiver**

The merger agreement may not be modified or amended, and no waiver, consent or approval may occur by or on behalf of eSpeed (if prior to the effective time of the merger) or the Combined Company (if on or after the effective time of the merger), except if in writing signed by each party to the merger agreement and by the Special Committee (if before the effective time of the merger) or the audit committee of the Combined Company (if on or after the effective time of the merger).

### **Specific Performance, Venue and Jury Trial Waiver**

The parties are entitled to seek injunctions to prevent breaches of and to specifically enforce the terms of the merger agreement. Additionally, each party irrevocably and unconditionally waives any right to a jury trial in respect of any litigation directly or indirectly arising out of or relating to the merger agreement.

### **Publicity; Confidentiality**

Unless otherwise specified, each of the parties agrees to hold and to cause each member of its respective representatives to hold in strict confidence all covered information concerning each other party that is either in its

**Table of Contents**

possession or furnished by any such other party or its representatives at any time pursuant to the merger agreement. Covered information will not include publicly available information or non-public information lawfully acquired after the effective time from other sources, provided that the party acquiring such information is not bound by contractual, legal or fiduciary obligations that would limit or prohibit the disclosure of such information.

**Value of the Transaction**

The dollar value of the merger is based on the number of shares of Combined Company common stock and rights to acquire shares of Combined Company common stock being issued multiplied by the average price of eSpeed common stock at the closing date of the transaction. As the price of eSpeed common stock fluctuates, the total dollar value of the transaction fluctuates, and therefore, the dollar value of the merger will not be fixed until the merger closes. As of May 29, 2007 (the date of execution of the merger agreement) and as of January 24, 2008, the dollar value of the transaction was \$1,231,512,000 and \$1,560,807,600, respectively, based on the average price of eSpeed Class A common stock on such dates.

**Table of Contents**

**RELATED AGREEMENTS**

*This section of the proxy statement describes the material terms of the separation agreement, the amended and restated limited partnership agreement for BGC Holdings, the amended and restated limited partnership agreements for BGC U.S. and BGC Global, the separation registration rights agreement, the administrative services agreement, the Tower Bridge administrative services agreement and the tax receivable agreement, but does not purport to describe all the terms of such agreements. The following summary is qualified in its entirety by reference to the complete text of the forms of these agreements, which are attached as Annexes to this proxy statement. We urge you to read the full text of these agreements.*

The applicable parties will enter into related agreements on or prior to the merger. In the merger, the Combined Company will assume all of BGC Partners' rights and obligations under the related agreements, including:

the separation agreement;

the amended and restated BGC Holdings limited partnership agreement;

the amended and restated limited partnership agreements of BGC U.S. and BGC Global;

the separation registration rights agreement;

the administrative services agreements;

the tax receivable agreement; and

the Participation Plan.

**Separation Agreement**

***Separation and Contribution***

At the closing of the separation, which pursuant to the merger agreement will occur on or prior to the closing of the merger, Cantor will, in a manner that is expected to be tax-free, contribute, convey, transfer, assign and deliver to BGC Partners and its subsidiaries (including the Opcos), and BGC Partners and its subsidiaries (including the Opcos) will acquire and accept from Cantor, all of the right, title and interest of Cantor to the transferred assets:

specified equity interests related to the BGC businesses;

specified contracts related to the BGC businesses, including employment agreements with transferred employees;

certain rights under the JSA, including rights and obligations in respect of clearance, settlement and fulfillment services, to the extent related to the inter-dealer brokerage business;

all intellectual property primarily related to the BGC businesses being transferred;

all books and records (other than tax returns), files, papers, tapes, disks, manuals, keys, reports, plans, catalogs, sales and promotional materials and all other printed and written materials, to the extent available and primarily related to the BGC businesses; and

all permits or licenses issued by any governmental authority to the extent primarily related to the BGC businesses and permitted by applicable law to be transferred.

Cantor will retain ownership to certain excluded assets, which will include the following, which we refer to as the excluded assets:

all cash, cash equivalents and marketable securities (including any cash, cash equivalents and marketable securities held by any of the transferred entities), except for cash borrowed pursuant to the

---

**Table of Contents**

pre-contribution loan (as described under Other Actions in Connection with the Separation Pre-Contribution Loan );

any litigation claim or insurance recovery relating to specified matters, and any insurance policy and proceeds covering any excluded asset or any excluded liability (as defined below);

certain specified equity interests;

all intellectual property or hardware of Cantor not primarily used in the BGC businesses, including any rights (ownership, licensed or otherwise) to use the mark Cantor or Cantor Fitzgerald and any other trademarks, service marks, brand names, Internet domain names, logos, trade dress, trade names, corporate names and other indicia of origin, any derivatives of the foregoing, all registrations and applications for registration of any of the foregoing, in each case, not primarily related to the BGC businesses and all goodwill associated with and symbolized by the foregoing;

all books, records and other data that cannot, without unreasonable effort or expense, be separated from the books and records maintained by Cantor in connection with businesses other than the BGC businesses or to the extent that such books, records and other data relate to excluded assets, excluded liabilities or business employees who do not become transferred business employees and all personnel files and records; and

any asset relating to the other businesses of Cantor (other than any of the transferred assets described in the bullets above). BGC Partners, BGC U.S. and/or BGC Global will assume and be liable for and will pay, perform and discharge as they become due, the transferred liabilities:

all liabilities primarily relating to, arising from or in connection with any transferred business or any transferred asset, regardless of when or where such liability arose and regardless of where or against whom such liability is asserted or determined;

certain liabilities under the JSA to the extent related to the inter-dealer brokerage business, including liabilities related to rights and obligations in respect of clearance, settlement and fulfillment services primarily related to the inter-dealer brokerage business;

all liabilities primarily relating to, arising from or in connection with the transferred business employees and their employment, including all compensation, benefits, severance, workers' compensation and welfare benefit claims and other employment-related liabilities primarily arising from or relating to the conduct of any transferred business; and

certain indebtedness, the total amount of which will not exceed \$150 million. We expect that the indebtedness will include a portion of Cantor's Senior Notes maturing in April 2010, or new debt to Cantor on terms similar to the senior notes, and the interest rate will be fixed at 7.5% per annum.

Cantor will retain and be liable for, and will pay, perform and discharge as they become due, the certain excluded liabilities, which include the following, which we refer to as the excluded liabilities:

any liability of Cantor relating to excluded assets or any retained business, except the liabilities assumed by BGC Partners;

## Edgar Filing: ESPEED INC - Form DEFM14A

any guarantee by Cantor to a third-party in respect of certain indebtedness specified in the separation agreement; and

other specified excluded liabilities.

The parties to the separation agreement agree to execute and deliver one or more agreements of assignment and assumption and/or bills of sale or such other instruments of transfer as Cantor may request for the purpose of effecting the separation.

**Table of Contents*****Other Actions in Connection with the Separation******Transfer of Assets to Tower Bridge***

Concurrently with, prior to or after the effective time of the separation, BGC may contribute certain assets to Tower Bridge. Tower Bridge will provide certain services to Cantor pursuant to the Tower Bridge administrative services agreement. Tower Bridge is a consolidated subsidiary of BGC.

***Related Agreements***

Concurrently with, prior to or after the effective time of the separation, Cantor, BGC Partners, the Opcos and BGC Holdings will enter into and execute the related agreements.

***Redemption of Cantor Partners***

Concurrently with, prior to and after the effective time of the separation, Cantor will redeem certain limited partnership interests in Cantor held by certain of its limited partners for (a) new limited partnership interests and/or other interests or rights in Cantor, distribution rights to receive, following the merger, Combined Company common stock held by Cantor, (b) BGC Partners units, cash and/or other property or assets held by Cantor or its subsidiaries and/or (c) limited partnership interests in BGC Holdings, in each case subject to Cantor's terms and conditions. No such action will be taken if it would adversely affect BGC Partners' economic interest in the Opcos, adversely affect BGC Partners' governance rights over the Opcos or impose additional material tax on BGC Partners, in each case as compared to BGC Partners' position if no such action had been taken.

***Repurchase of Certain Cantor or BGC Partners Units and Distribution Rights and Repayment of Certain Obligations***

Following the separation, but prior to the merger, certain limited partners of Cantor and certain founding partners may (A) sell to Cantor for cash all or a portion of the distribution rights and/or BGC Holdings founding partner interests held by such persons, (B) have some or all of their limited partnership interests in Cantor redeemed by Cantor for cash, BGC Partners units and/or other property or assets held by Cantor and/or (C) sell to BGC Partners for cash all or a portion of the BGC Partners units held by such persons (including BGC Partners units that such select persons hold as a result of the distribution rights). The aggregate net proceeds that each such person shall receive as a result of such sale may be used by such person to (a) repay certain loans made from Cantor or its subsidiaries to such person, (b) eliminate certain obligations owed to Cantor or its subsidiaries in respect of existing partnership interests issued to such person, (c) repay certain loans made from third-parties to such person, which loans are guaranteed by Cantor or its subsidiaries, and/or (d) pay for taxes that may be incurred as a result of the contemplated transactions, including the grant of such distribution rights or BGC Holdings founding partner interests, the issuance of BGC Partners units, and/or the sale of the BGC Partners units or BGC Partners common stock. Cantor may exchange the BGC Holdings interests that it acquires for BGC Partners units, which units shall be redeemed by BGC Partners prior to the merger for an amount of cash equal to the cash paid by Cantor to such person in respect of such BGC Holdings interests; and Cantor may have the BGC units underlying any acquired distribution rights redeemed by BGC Partners prior to the merger for an amount of cash equal to the cash paid by Cantor to such person in respect of such distribution rights. See Management Before and After the Merger Arrangements with Founding/Working Partners Repayment of Existing Loans and Required Capital Contributions.

***Pre-Contribution Loan***

Prior to Cantor's contribution of the transferred assets, one or more members of the BGC Partners group may borrow cash up to the aggregate amount of cash in the BGC Partners group prior to the contribution for regulatory and other business reasons, in order to establish the post-merger capital structure desired by the parties in a manner that permits certain regulated subsidiaries of BGC Partners to maintain required regulatory capital. Under the merger agreement, at Cantor's request, eSpeed shall furnish such pre-contribution loan on or prior to the closing date of the merger. Any amounts so borrowed from eSpeed shall be repaid on the closing date of the merger.



---

## **Table of Contents**

### ***No Representations and Warranties***

No party will make representations or warranties of any kind concerning the transactions contemplated by the separation agreement. The parties will agree that BGC Partners will bear the economic and legal risk that the conveyance of the transferred assets is insufficient or that the title to those assets is not good, marketable and free from encumbrances.

### ***Further Assurances***

Subject to the terms and conditions set forth in the separation agreement, each of the parties to the separation agreement will agree to use their respective reasonable best efforts to take, or cause to be taken, all actions and to do, or cause to be done, all things proper or advisable under applicable law to consummate the transactions contemplated by the separation agreement. The parties to the separation agreement will also agree that as of the effective time of the separation, BGC Partners will have sole beneficial ownership of the transferred assets and will have assumed the applicable transferred liabilities.

### ***Information***

Cantor and BGC Partners each agree to provide or cause to be provided to the other any information in possession or under control of such respective person, if applicable, that the requesting party reasonably needs:

to comply with reporting, disclosure, filing or other governmental requirements imposed on the requesting party (including under applicable securities or tax laws) by a governmental authority having jurisdiction over the requesting party;

for use in judicial, regulatory, administrative, tax or other proceeding or in order to satisfy audit, accounting, claims, regulatory, litigation, tax or similar requirements;

for use in the conduct of BGC businesses in accordance with past practice; or

to comply with obligations under the separation agreement or any of the related agreements.

However, in the event that any party to the separation agreement reasonably determines that any such provision of information could be commercially detrimental to such party, violate any law or agreement to which such party is a party or waive any attorney-client privilege applicable to such party, the parties will take all reasonable measures to comply with the above obligations pertaining to information in a manner that avoids any such harm or consequence. A party will not be obligated to provide any information to the extent that it would violate a law or agreement after having taken all reasonable measures. After the effective time of the separation, Cantor will provide to BGC Partners, at no charge and upon request, all financial and other data and information in its possession that BGC Partners deems necessary or advisable in order to prepare its financial statements or other reports, filings or submissions with any governmental authority. Unless otherwise specified, the party providing information will retain property over the information. The party requesting information will reimburse the providing party for the reasonable out-of-pocket costs, if any, of creating, gathering and copying such information. In order to facilitate the possible exchange of information, the parties agree to use their reasonable best efforts to retain all information in their respective possession or control at the effective time of the separation in accordance with the policies of Cantor as in effect at the effective time of the separation. Moreover, no party will be liable to another party in the event that provided information that is or is based on an estimate or forecast is found to be inaccurate, in the absence of willful misconduct or fraud by the providing party. Parties will also not be liable for information destroyed after using reasonable best efforts to preserve such information.

After the effective time of the separation, except in the case of an adversarial action by one party against another party, each party will use its reasonable best efforts to make available to the other party or to an indemnifying party choosing to defend or settle any third-party claim, upon reasonable written request, the former, current and future directors, officers, employees, other personnel and agents as witnesses and any books, records or other documents within its control or which it otherwise has the ability to make available, at the offices of such party during normal business hours. Furthermore, each of the parties will cooperate with each other in the defense of any infringement or similar claim with respect to any intellectual property and will not



---

**Table of Contents**

claim to acknowledge the validity or infringing use of any intellectual property of a third-party in a manner that would undermine the defense of such infringement or similar claim.

For a period of three years from the closing of the separation, Cantor will retain the BGC businesses' books, records and other data from prior to the closing of the separation to the extent not transferred to BGC Partners. Before destroying or disposing of such books, records and data, Cantor will notify BGC Partners and, upon request by BGC Partners, will transfer such books, records and other data to BGC Partners to the extent such books, records and other data, without unreasonable effort or expense, can be separated from the books and records maintained by Cantor in connection with businesses other than the transferred businesses, unless BGC Partners agrees to pay for the costs associated with such separation.

In order to maintain attorney-client privilege or work product immunity of any party, the parties will enter into mutually acceptable joint defense agreements.

Each party to the separation agreement will and will cause each of its representatives to hold in strict confidence, with at least the same degree of care that applies to Cantor's confidential and proprietary information pursuant to policies in effect as of the date of the separation agreement, any information concerning each such other party that is either in its possession or furnished by such other party or its representatives at any time pursuant to the separation agreement or any related agreement or otherwise; provided, that such covered information will not include at the time of disclosure information that is publicly available and known by the public or information lawfully acquired from other sources by such party on a non-public basis which sources are, to the knowledge of such acquiring party, not themselves bound by a contractual, legal or fiduciary obligation that would limit or prohibit the distribution of such information.

In the event that any party determines on the advice of its counsel that it is required to disclose any other party's covered information or receives any demand under lawful process or from any governmental authority to disclose or provide any other party's covered information, such party will to the extent practicable and unless otherwise required by applicable law, notify the other party prior to disclosing or providing the covered information. The party providing covered information will provide no more covered information than required and will also cooperate at the expense of the requesting party in seeking any reasonable protective arrangements requested by such other party.

***Market Data; Clearing***

Cantor will have the right to be a customer of BGC Partners and to pay the lowest commission paid by any other customer of BGC Partners or its affiliates, whether by volume, dollar or other applicable measurement. However, this right will terminate upon the earlier of a change of control of Cantor and the last day of the calendar quarter during which Cantor represents one of the 15 largest customers of BGC Partners in terms of transaction volume. Cantor will have a right to internally use market data from BGCantor Market Data without cost, but Cantor will not have the right to furnish such data to any third-party.

Until the third anniversary of the closing of the separation, Cantor will provide BGC Partners with services that BGC Partners reasonably determines are reasonably necessary in connection with the clearance, settlement and fulfillment of futures transactions by BGC Partners. BGC Partners will also be entitled to receive from Cantor all of the economic benefits and burdens associated with Cantor's performance of such services. BGC Partners will use its commercially reasonable efforts to reduce and eliminate its need for such services from Cantor.

***Reinvestments in the Opcos; Pre-Emptive Rights; Distributions to Holders of BGC Partners Common Stock***

In order to maintain BGC Partners' economic interest in the Opcos, any net proceeds received by BGC Partners from any subsequent issuances of BGC Partners common stock generally will be indirectly contributed to BGC U.S. and BGC Global in exchange for BGC U.S. limited partnership interests and BGC Global limited partnership interests consisting of a number of BGC U.S. units and BGC Global units that will equal the number of shares of BGC Partners common stock issued.

---

**Table of Contents**

In addition, BGC Partners may elect to purchase from the Opcos an equal number of BGC U.S. units and BGC Global units through cash or non-cash consideration, and we expect that the Combined Company may reinvest in BGC U.S. and BGC Global, including for the business needs of BGC U.S. and BGC Global.

In the event that BGC Partners acquires any additional BGC U.S. limited partnership interests and BGC Global limited partnership interests from BGC U.S. or BGC Global, Cantor will have the right to cause BGC Holdings to acquire additional BGC U.S. limited partnership interests and BGC Global limited partnership interests from BGC U.S. and BGC Global up to the amount of BGC U.S. units and BGC Global units that would preserve Cantor's relative economic percentage interest in BGC U.S. and BGC Global immediately prior to the acquisition of such additional partnership units by BGC Partners, and Cantor will acquire an equivalent amount of additional BGC Holdings limited partnership interests. The purchase price per BGC U.S. unit and BGC Global unit for any such BGC U.S. limited partnership interests and BGC Global limited partnership interests issued indirectly to Cantor pursuant to its pre-emptive right will be equal to the price paid by BGC Partners per BGC U.S. unit and BGC Global unit. Any such BGC Holdings limited partnership interests issued to Cantor will be designated as exchangeable limited partnership interests.

Cantor will have 10 days after the related issuance of BGC U.S. limited partnership interests and BGC Global limited partnership interests to elect such reinvestment and will have to close such election no later than 120 days following such election.

In addition, the Participation Plan will provide for issuances, in the discretion of BGC Partners' compensation committee or its designee, of BGC Holdings limited partnership interests to present or prospective working partners and executive officers of BGC Partners. Any net proceeds received by BGC Holdings for such issuances generally will be contributed to BGC U.S. and BGC Global in exchange for BGC U.S. limited partnership interests and BGC Global limited partnership interests consisting of a number of BGC U.S. units and BGC Global units equal to the number of BGC Holdings limited partnership interests being issued so that the cost of such compensation award, if any, is borne pro rata by all holders of the BGC U.S. units and BGC Global units, including by BGC Partners. Any BGC Holdings limited partnership interests acquired by the working partners, including any such interests acquired at preferential or historical prices that are less than the prevailing fair market value of common stock, will be designated as BGC Holdings working partner interests and will generally receive distributions from BGC U.S. and BGC Global on an equal basis with all other limited partnership interests.

To the extent that any BGC U.S. units and BGC Global units are issued pursuant to the reinvestment and pre-emptive rights described above, an equal number of BGC U.S. units and BGC Global units will be issued. It is the non-binding intention of BGC Partners (and, after the merger, the Combined Company), BGC U.S., BGC Global and BGC Holdings that the aggregate number of BGC U.S. units held by the BGC Holdings group at a given time divided by the aggregate number of BGC Holdings units issued and outstanding at such time is at all times equal to one, which ratio is referred to in this proxy statement as the BGC Holdings ratio, and that the aggregate number of BGC U.S. units held by the BGC Partners group at a given time divided by the aggregate number of shares of Combined Company common stock issued and outstanding as of such time is at all times equal to one, which ratio is referred to in this proxy statement as the BGC Partners ratio. In furtherance of such non-binding intention, in the event of any issuance of BGC U.S. limited partnership interests and BGC Global limited partnership interests to BGC Partners pursuant to voluntary reinvestment, immediately following such an issuance, BGC Partners will generally declare a pro rata stock dividend to its stockholders, and in the event of any issuance of BGC U.S. limited partnership interests and BGC Global limited partnership interests to BGC Holdings pursuant to its pre-emptive rights, BGC Holdings will generally issue a pro rata unit distribution to its partners.

It is the current non-binding intention of BGC Partners to either match the distribution policy of BGC Holdings, so that BGC Partners distributes, as dividends, a substantial portion of the cash it receives from BGC U.S. and BGC Global to the equity holders of BGC Partners or to use such distributions to purchase shares of its

**Table of Contents**

common stock. There is, however, no assurance that BGC Partners and BGC Holdings will distribute to their respective equity holders an equal proportion of their profits from BGC U.S. and BGC Global and we expect that in the future BGC Partners may reinvest in BGC U.S. and BGC Global, including for the business needs of BGC U.S. and BGC Global.

***License***

Cantor will grant to BGC Partners a non-exclusive, perpetual, irrevocable, worldwide, non-transferable and royalty-free license to all intellectual property used in connection with BGC Partners' business operation. The license will not constitute an assignment or transfer of any intellectual property owned by a third-party if both (a) such assignment or transfer would be ineffective or would constitute a default under, or other contravention of, contract provisions without the approval or consent of a third-party and (b) such approval or consent is not obtained, provided that Cantor will use its commercially reasonable best efforts to obtain any such approval or consent. The license will not be transferable except to a purchaser of all or substantially all of BGC Partners' business or assets or BGC Partners' business, division or subsidiaries pursuant to a *bona fide* acquisition of BGC Partners' line of business.

***Intercompany Agreements; Guarantee Obligations***

The parties will terminate or cause BGC Partners to be substituted in all respects for Cantor in respect of all obligations of Cantor under any transferred liabilities for which Cantor may be liable, as guarantor, original tenant, primary obligor or otherwise, except, in each case, for the indebtedness guarantees and any excluded liability. If such termination or substitution does not take place by the effective time of the separation, BGC Partners (a) will indemnify and hold harmless Cantor for any resulting identifiable losses and (b) will not renew, extend the term of, increase its obligations under, or transfer to a third-party, without Cantor's prior written consent, any loan, lease, contract or other obligation for which Cantor may be liable.

***Expenses***

Unless otherwise specified, the party incurring a cost or expense in connection with the separation agreement and its contemplated transactions will pay that cost or expense.

***New BGC Partners***

In order to facilitate the tax-free exchanges of the BGC Holdings exchangeable limited partnership interests, Cantor will have a one-time right at BGC Holdings' expense to (a) incorporate, or cause the incorporation of, a newly formed wholly owned subsidiary of BGC Partners, which we refer to as New BGC Partners, (b) incorporate, or cause the incorporation of, a newly formed wholly owned subsidiary of New BGC Partners, which we refer to as New BGC Partners Sub, and (c) cause the merger of New BGC Partners Sub with BGC Partners, with the surviving corporation being a wholly owned subsidiary of New BGC Partners. In connection with such a merger, BGC Partners Class A common stock and Class B common stock will each hold equivalent common stock in New BGC Partners, with identical rights to the applicable class of shares held prior to such merger. As a condition to such merger, BGC Partners will have received an opinion of counsel, reasonably satisfactory to its audit committee, to the effect that such merger will qualify as a reorganization within the meaning of Section 368(a) of the Code. Cantor will indemnify BGC Partners to the extent that BGC Partners incurs any material income taxes as a result of the transactions related to such merger.

***Indemnification***

In the separation agreement, Cantor will agree to indemnify BGC Partners and its affiliates and representatives, as well as the Opcos and BGC Holdings and each of their affiliates and representatives, from any breach of any covenant or agreement of Cantor contained in the separation agreement and any excluded asset or excluded liability.

## **Table of Contents**

In the separation agreement, BGC Partners will agree to indemnify Cantor, the Opcos and BGC Holdings and each of their affiliates and representatives from any breach of any covenant or agreement of BGC Partners contained in the separation agreement.

In the separation agreement, the Opcos will agree to indemnify Cantor, BGC Partners and BGC Holdings and their affiliates and representatives from any breach of any covenant or agreement of the Opcos made in the separation agreement and any transferred asset, transferred liability or any BGC business, and BGC Holdings will agree to indemnify Cantor and the Opcos and their affiliates and representatives from any breach of any covenant or agreement of BGC Holdings made in the separation agreement.

Any out-of-pocket liabilities suffered or incurred by a party related to certain litigation matters, including reasonable fees, costs or expenses of enforcing any indemnity, will be allocated to BGC Holdings (and allocated to the capital accounts of the limited partnership interests of BGC Holdings held by Cantor, the founding/working partners and the restricted equity partners (and not BGC Partners) pursuant to the terms of the BGC Holdings limited partnership agreement) (see Amended and Restated BGC Holdings Limited Partnership Agreement Distributions ).

The separation agreement will specify procedures with respect to claims subject to indemnification and related matters.

### ***Employee Matters***

In general, any employee engaged in the conduct of the BGC businesses immediately prior to the closing of the separation agreement, except those employees employed by Cantor primarily in corporate or executive level functions, will be transferred to BGC Partners.

As promptly as practicable following each fiscal quarter of BGC Partners, BGC Partners management will provide a report to its audit committee specifying all of the founding partners who have been terminated by BGC Partners. BGC Partners management will also give its audit committee notice prior to such termination if the capital account underlying the BGC Holdings founding partner interests held by a founding partner or, in the case of a series of related terminations, by a group of founding partners, exceeds \$2.0 million on the date of termination.

### ***Amendment***

The separation agreement may be amended and modified only by a written agreement, signed by all parties to the separation agreement, provided that any amendment or modification will require prior written approval of the Special Committee, if prior to the effective time of the merger, or the audit committee of the Combined Company, if after the effective time of the merger.

### **Amended and Restated BGC Holdings Limited Partnership Agreement**

On or prior to the closing of the merger, the limited partnership agreement of BGC Holdings will be amended and restated.

### ***Management***

BGC Holdings will be managed by its general partner. Immediately after the merger, the Combined Company will hold the BGC Holdings general partnership interest and the BGC Holdings special voting limited partnership interest, which entitles the holder thereof to remove and appoint the general partner of BGC Holdings, and will serve as the general partner of BGC Holdings, which will entitle the Combined Company to control BGC Holdings.

**Table of Contents**

Under the BGC Holdings limited partnership agreement, the Combined Company, as BGC Holdings' general partner, will manage the business and affairs of BGC Holdings immediately after the merger, but will require Cantor's consent for amendments to the BGC Holdings limited partnership agreement, to decrease distributions to BGC Holdings limited partners to less than 100% of net income received by BGC Holdings (other than with respect to selected extraordinary items as described above), to transfer any BGC U.S. or BGC Global partnership interests beneficially owned by BGC Holdings and to take any other actions that may adversely affect Cantor's exercise of its pre-emptive right to acquire BGC Holdings limited partnership interests, its right of first refusal in respect of BGC Holdings founding partner interests and its right to exchange the BGC Holdings exchangeable limited partnership interests. Cantor's consent will also be required in connection with transfers of BGC Holdings limited partnership interests by other limited partners and the issuance of additional BGC Holdings limited partnership interests outside of the Participation Plan. As described below under Exchanges, BGC Holdings founding partner interests are only exchangeable if Cantor so determines. Cantor intends to provide all founding partners with the right to immediately exchange 20% of their BGC Holdings founding partner interests for restricted shares of Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by a founding partner upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. Cantor also expects to grant certain additional exchange rights to Messrs. Amaitis and Lynn.

No working partner interests will be issued at the time of the separation and merger. Any working partner interests that are issued will not be exchangeable with the Combined Company unless otherwise determined by BGC Partners with the written consent of a BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement.

In addition, as described below under Exchanges, the REU interests will only be exchangeable for Combined Company Class A common stock in accordance with terms and conditions of the grant of such REU interests, which terms and conditions will be determined by the BGC Holdings general partner which, after the merger, will be the Combined Company, with the written consent of the BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement.

The BGC Holdings limited partnership agreement will also provide that BGC Holdings, in its capacity as general partner of each of BGC U.S. and BGC Global, will require Cantor's consent to amend the terms of the BGC U.S. or BGC Global limited partnership agreements or take any other action that may interfere with Cantor's exercise of its pre-emptive right to acquire BGC Holdings limited partnership interests (and the corresponding investment in BGC U.S. and BGC Global by BGC Holdings) or its rights to exchange the BGC Holdings exchangeable limited partnership interests. Founding/working partners and restricted equity partners will not have any voting rights with respect to their ownership of BGC Holdings limited partnership interests, other than limited consent rights concerning amendments to the terms of the BGC Holdings limited partnership agreement.

***Classes of Interests in BGC Holdings***

Immediately after the completion of the merger, BGC Holdings will have the following outstanding interests:

a general partner interest, which will be held by the Combined Company;

BGC Holdings exchangeable limited partnership interests, which will be held by Cantor;

BGC Holdings founding partner interests, which are limited partnership interests held by founding partners;

BGC Holdings REU interests, which are limited partnership interests held by restricted equity partners; and

---

**Table of Contents**

a special voting limited partnership interest, which will be held by the Combined Company and which will entitle the holder thereof to remove and appoint the general partner of BGC Holdings.

For a description of the exchange rights and obligations, see Exchanges. No BGC Holdings founding partner interests will be issued after the merger. The BGC Holdings founding/working partner interests held by founding/working partners will be designated in various classes, reflecting in general the terms of classes of units that the founding partners previously held in Cantor. See Distributions Classes of Founding/Working Partner Interests.

The aggregate number of authorized BGC Holdings units will be 600 million, if the proposed increase in the amount of authorized Class A common stock described in Proposal 2 of this proxy statement is approved by the stockholders, and in the event that the total number of authorized BGC U.S. units under the BGC U.S. limited partnership agreement is increased or decreased after the date of the BGC Holdings limited partnership agreement, the total number of authorized BGC Holdings units will be correspondingly increased or decreased by the same number by the general partner so that the number of authorized BGC Holdings units equals the number of authorized BGC U.S. units.

Any authorized but unissued BGC Holdings units may be issued:

pursuant to the contribution and the separation;

to Cantor and members of the Cantor group, in connection with a reinvestment in BGC Holdings as described in Separation Agreement Reinvestments in the Opcos; Pre-Emptive Rights; Distributions to Holders of BGC Partners Common Stock;

with respect to BGC Holdings founding/working partner interests, to an eligible recipient, which means any limited partner or member of the Cantor group or affiliate, employee or partner thereof, in each case as directed by the BGC Holdings exchangeable limited partners (or any other person or entity not primarily engaged in a business that competes with BGC Holdings or its subsidiaries);

as otherwise agreed by each of BGC Partners, as general partner, and the BGC Holdings exchangeable limited partners (by the affirmative vote of a BGC Holdings exchangeable limited partnership interest majority in interest);

pursuant to the Participation Plan (as described in Separation Agreement Reinvestments in the Opcos; Pre-Emptive Rights; Distributions to Holders of BGC Partners Common Stock ) or in connection with the merger;

to any then-current founding/working partner or restricted equity partner pursuant to the BGC Holdings limited partnership agreement; and

to any BGC Holdings partner in connection with a conversion of an issued unit and interest into a different class or type of unit and interest.

***Exchanges***

After the first anniversary of the completion of the merger, the BGC Holdings limited partnership interests held by Cantor will be exchangeable with the Combined Company for Combined Company Class B common stock (or, at Cantor's option or if there are no additional authorized but unissued shares of Combined Company Class B common stock, Combined Company Class A common stock) on a one-for-one basis (subject to customary anti-dilution adjustments). Cantor will, however, be able to exchange up to an aggregate of 20 million of its BGC Holdings limited partnership interests prior to the first anniversary of the completion of the merger for shares of Combined Company Class A common stock in connection with a broad-based public offering including all shares of Combined Company Class A common stock received upon such exchange, underwritten by a nationally recognized investment banking firm. In addition, prior to the merger, a portion of the BGC Holdings founding partner interests held by Mr. Lynn and two other individuals who are employed by one or more of our





---

**Table of Contents**

affiliates, will be sold to Cantor for cash, and the aggregate net proceeds of such sales will be used as described in Certain Relationships and Related Transactions Before and After the Merger Repayment of Existing Loans and Required Capital Contributions. Upon acquiring such BGC Holdings founding partner interests from these select persons, Cantor will exchange them for equity interests in BGC Partners on a one-for-one basis, and prior to the merger, BGC Partners will redeem such BGC Partners equity interests from Cantor for cash equal to the amount paid by Cantor to the select persons in respect of such interests. See Certain Relationships and Related Transactions Before and After the Merger Repayment of Existing Loans and Required Capital Contributions.

The BGC Holdings limited partnership interests that Cantor transfers to founding partners in redemption of their current limited partnership interests in Cantor at the time of the separation will not be exchangeable with BGC Partners unless (1) Cantor reacquires such interests from the founding partners (which it has the right to do under certain circumstances), in which case such interests will be exchangeable with BGC Partners for BGC Partners Class A common stock or Class B common stock as described above, or (2) Cantor determines that such interests can be exchanged by such founding partners with BGC Partners for BGC Partners Class A common stock, generally on a one-for-one basis (subject to customary anti-dilution adjustments), on terms and conditions to be determined by Cantor, provided that the terms and conditions of such exchange cannot in any way diminish or adversely affect the rights of the Combined Company or its subsidiaries (it being understood that an obligation by the Combined Company to deliver shares of Combined Company Class A common stock upon exchange will not be deemed to diminish or adversely affect the rights of the Combined Company or its subsidiaries) (which exchange of certain interests Cantor expects to permit from time to time). In particular, Cantor intends to provide all founding partners with the right to immediately exchange 20% of their BGC Holdings founding partner interests for restricted shares of Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by a founding partner upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. Cantor also expects to grant certain additional exchange rights to Messrs. Amaitis and Lynn. See Certain Relationships and Related Transactions Before and After the Merger Exchangeability of Founding Partner Interests.

No working partner interests will be issued at the time of the separation and merger. Any working partner interests that are issued will not be exchangeable with the Combined Company unless otherwise determined by BGC Partners with the written consent of a BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement. See Certain Relationships and Related Transactions Before and After the Merger Exchangeability of Working Partner Interests.

The REU interests will only be exchangeable for Combined Company Class A common stock in accordance with terms and conditions of the grant of such REU interests, which terms and conditions will be determined in the sole discretion of the BGC Holdings general partner which, after the merger, will be the Combined Company, with the written consent of BGC Holdings exchangeable limited partnership interest majority in interest with respect to the grant of any exchange right, in accordance with the terms of the BGC Holdings limited partnership agreement.

The one-for-one exchange ratio between BGC Holdings units and BGC Partners Class B common stock and Class A common stock will not be adjusted to the extent that BGC Partners has made a dividend, subdivision, combination, distribution or issuance to maintain the BGC Partners ratio pursuant to a reinvestment by BGC Holdings pursuant to its reinvestment right.

Upon receipt by BGC Partners of any BGC Holdings exchangeable limited partnership interest or BGC Holdings founding partner interest, BGC Holdings REU interest or BGC Holdings working partner interest that is exchangeable, pursuant to an exchange, such interest being so exchanged will cease to be outstanding and will be automatically and fully cancelled, and such interest will automatically be designated as a BGC Holdings regular limited partnership interest, will have all rights and obligations of a holder of BGC Holdings regular limited partnership interests and will cease to be designated as a BGC Holdings exchangeable interest or BGC

## **Table of Contents**

Holdings founding partner interest, BGC Holdings REU interest or BGC Holdings working partner interest that is exchangeable, and will not be exchangeable.

With each exchange, BGC Partners' indirect interest in BGC U.S. and BGC Global will proportionately increase, because immediately following an exchange, BGC Holdings will redeem the BGC Holdings unit so acquired for the BGC U.S. limited partnership interest and the BGC Global limited partnership interest underlying such BGC Holdings unit. The acquired BGC U.S. limited partnership interest and BGC Global limited partnership interest will be appropriately adjusted to reflect the impact of certain litigation matters and the intention of the parties to the BGC Holdings limited partnership agreement for BGC Holdings (and not BGC Partners) to realize the economic benefits and burdens of such potential claims.

In addition, upon a transfer of a BGC Holdings exchangeable limited partnership interest that is not permitted by the BGC Holdings limited partnership agreement (see [Transfers of Interests](#) ), such interest will cease to be designated as a BGC Holdings exchangeable limited partnership interest and will automatically be designated as a regular limited partnership interest.

In the case of an exchange of an exchangeable limited partnership interest or a founding partner interest (or portion thereof), the aggregate capital account of the BGC Holdings unit so exchanged will equal a pro rata portion of the total aggregate capital account of all exchangeable limited partner units and founding partner units then outstanding, reflecting the portion of all such exchangeable limited partner units and founding partner units then outstanding represented by the units so exchanged. The aggregate capital account of such exchanging partner in such partner's remaining exchangeable limited partner units and/or founding partner units will be reduced by an equivalent amount. If the aggregate capital account of such partner is insufficient to permit such a reduction without resulting in a negative capital account, the amount of such insufficiency will be satisfied by reallocating capital from the capital accounts of the exchangeable limited partners and the founding partners to the capital account of the units so exchanged, pro rata based on the number of units underlying the outstanding exchangeable limited partnership interests and the founding partner interests or based on other factors as determined by a BGC Holdings exchangeable limited partnership interest majority in interest.

In the case of an exchange of a REU interest or working partner interest, the aggregate capital account of the BGC Holdings units so exchanged will equal the capital account of the REU interest or working partner interest (or portion thereof), as the case may be, represented by such BGC Holdings units.

BGC Partners has agreed to reserve, out of its authorized but unissued BGC Partners Class B common stock and BGC Partners Class A common stock, a sufficient number of shares of BGC Partners Class B common stock and BGC Partners Class A common stock solely to effect the exchange of all then outstanding BGC Holdings exchangeable limited partnership interests, the BGC Holdings founding partner interests, if exchangeable, and BGC Holdings REU interests into shares of BGC Partners Class B common stock and BGC Partners Class A common stock pursuant to the exchanges (subject, in the case of BGC Partners Class B common stock, to the maximum number of shares authorized but unissued under the BGC Partners certificate of incorporation as then in effect) and a sufficient number of shares of BGC Partners Class A common stock to effect the exchange of shares of BGC Partners Class B common stock issued or issuable in respect of exchangeable BGC Holdings limited partnership interests. BGC Partners has agreed that all shares of BGC Partners Class B common stock and BGC Partners Class A common stock issued in an exchange will be duly authorized, validly issued, fully paid and nonassessable and will be free from pre-emptive rights and free of any encumbrances.

Immediately following an exchange of any BGC Holdings exchangeable limited partnership interest, BGC Holdings founding partner interest, BGC Holdings REU interest or BGC Holdings working partner interest, BGC Holdings will redeem such interest and related BGC Holdings units received in the exchange by BGC Partners in exchange for BGC U.S. limited partnership interests and BGC Global limited partnership interests in accordance with the BGC Holdings limited partnership agreement.

**Table of Contents***Distributions**General*

The profit and loss of BGC U.S. and BGC Global will generally be allocated based on the total number of BGC U.S. units and BGC Global units outstanding, other than in the case of certain litigation matters, the impact of which will be allocated to the BGC U.S. and BGC Global partners who are members of the BGC Holdings group as described in Amended and Restated Limited Partnership Agreements of BGC U.S. and BGC Global. The profit and loss of BGC Holdings will generally be allocated based on the total number of BGC Holdings units outstanding, other than the impact of certain litigation matters, which will be allocated to the BGC Holdings partners who are members of the Cantor group, or who are founding/working partners or who are restricted equity partners.

BGC Holdings will distribute to holders of the BGC Holdings limited partnership interests (subject to the allocation of certain litigation matters, to BGC Holdings partners who are members of the Cantor group, or who are founding/working partners or who are restricted equity partners (and not to BGC Partners)):

with respect to partners who are members of the Cantor group and the founding/working partners, on or prior to each estimated tax due date (the 15<sup>th</sup> day of each April, June, September and December in the case of a partner that is not an individual, and the 15<sup>th</sup> day of each April, June, September and January in the case of a partner who is an individual), such partner's estimated proportionate quarterly tax distribution for such fiscal quarter; and

as promptly as practicable after the end of each fiscal quarter, an amount equal to the excess, if any of (a) the net positive cumulative amount allocated to such partner's capital account pursuant to the BGC Holdings limited partnership agreement the date of such agreement, over (b) the amount of any prior distributions to such partner.

Pursuant to the terms of the BGC Holdings limited partnership agreement, distributions by BGC Holdings to its partners may not be decreased below 100% of net income received by BGC Holdings from BGC U.S. and BGC Global (other than with respect to selected extraordinary items with respect to founding/working partners or restricted equity partners, such as the disposition directly or indirectly of partnership assets outside of the ordinary course of business) unless BGC Partners determines otherwise, subject to Cantor's consent (as the holder of the BGC Holdings exchangeable limited partnership interests). The BGC Holdings general partner, with the consent of Cantor, as the holder of the BGC Holdings exchangeable limited partnership interest majority in interest, may direct BGC Holdings to distribute all or part of any amount distributable to a founding/working partner or a restricted equity partner in the form of a distribution of publicly traded shares, including shares of any capital stock of any other entity if such shares are listed on any national securities exchange or included for quotation in any quotation system in the United States, which we refer to as publicly traded shares, or in other property.

In addition, the BGC Holdings general partner, with the consent of Cantor, as holder of a majority of the BGC Holdings exchangeable limited partnership interests, in its sole and absolute discretion, may direct BGC Holdings, upon a founding/working partner's or a restricted equity partner's death, retirement, withdrawal from BGC Holdings or other full or partial redemption of BGC Holdings units, to distribute to such partner (or to his or her personal representative, as the case may be) a number of publicly traded shares or an amount of other property that BGC Holdings general partner determines is appropriate in light of the goodwill associated with such partner and his, her or its BGC Holdings units, such partner's length of service, responsibilities and contributions to BGC Holdings and/or other factors deemed to be relevant by BGC Holdings. Any such distribution of publicly traded shares or other property to a partner as described in the prior sentence will result in a net reduction in such partner's capital account and adjusted capital account, unless otherwise determined by the BGC Holdings general partner in its sole and absolute discretion, provided that any gain recognized as a result of such distribution will not affect such partner's capital account, unless otherwise determined by both the BGC Holdings general partner and Cantor.

---

## **Table of Contents**

The separation agreement and the BGC Holdings limited partnership agreement will, however, provide that any and all items of income, gain, loss or deduction resulting from certain specified items allocated entirely to the capital accounts of the limited partnership interests in BGC U.S. and BGC Global held by BGC Holdings will be allocated entirely to the capital accounts of BGC Holdings limited partnership interests held by its founding/working partners, its restricted equity partners and Cantor as described below under Amended and Restated Limited Partnership Agreements of BGC U.S. and BGC Global Distributions. In addition, in the discretion of the BGC Holdings general partner, distributions with respect to selected extraordinary transactions, as described below, may be withheld from the founding/working partners and the restricted equity partners and distributed over time subject to the satisfaction of conditions set by BGC Partners, as the general partner of BGC Holdings, such as continued service to BGC Partners. See Redemption of BGC Holdings Founding/Working Partner Interests and REU Interests. These distributions that may be withheld relate to income items from non-recurring events, including, without limitation, items that would be considered extraordinary items under U.S. GAAP and recoveries with respect to claims for expenses, costs and damages (excluding any recovery that does not result in monetary payments to BGC Holdings) attributable to extraordinary events affecting BGC Holdings (such events may include, unless otherwise determined by the BGC Holdings general partner, any disposition, directly or indirectly (including deemed sales), of capital stock of any affiliate owned by BGC Holdings, whether or not recurring in nature). The BGC Holdings general partner may also deduct from these withheld amounts all or a portion of any extraordinary expenditures from non-recurring events that it determines are to be treated as extraordinary expenditures, including without limitation, any distribution or other payment (including a redemption payment) to a BGC Holdings partner, the purchase price or other cost of acquiring any asset, any other non-recurring expenditure of BGC Holdings, items that would be considered extraordinary items under U.S. GAAP, and expenses, damages or costs attributable to extraordinary events affecting BGC Holdings (including actual, pending or threatened litigation). Any amounts that are withheld from distribution and forfeited by the founding/working partners and the restricted equity partners with respect to such extraordinary transactions will be distributed to Cantor in respect of the BGC Holdings limited partnership interests held by Cantor.

No partner may charge or encumber its BGC Holdings limited partnership interest or otherwise subject such interest to any encumbrance, except those created by the BGC Holdings limited partnership agreement. However, a BGC Holdings exchangeable limited partner may encumber its BGC Holdings exchangeable limited partnership interest in connection with any bona fide bank financing transaction.

### ***Classes of Founding/Working Partner Interests***

Founding/working partners will initially hold six classes of BGC Holdings units underlying such partner's BGC Holdings founding partner interests and BGC Holdings working partner interests, respectively: High Distribution, High Distribution II, High Distribution III, High Distribution IV, Grant and Matching Grant. In general, the rights and obligations of founding/working partners with respect to their BGC Holdings units will be similar, but not identical, to the rights and obligations of current limited partners in Cantor with respect to their Cantor units. See Risk Factors Risks Related to the Merger The impact of the separation and the merger on the founding partners, restricted equity partners and future working partners may adversely affect the Combined Company's ability to retain, recruit and motivate these persons and REUs. Each class of BGC Holdings units held by founding/working partners will generally entitle the holder to receive a pro rata share of the distributions of income received by BGC Holdings. See Distributions. High Distribution II and High Distribution III units differ from High Distribution units, however, in that holders of High Distribution II and High Distribution III units paid at their original issuance, or the original issuance of their predecessor interests in Cantor, only a portion (generally approximately 20% in the case of High Distribution II Units and 14.3% in the case of High Distribution III Units) of the amount that would have been paid by a holder of a High Distribution unit as of that date, with the remaining amount (increased by a stated rate), which we refer to as a HD II Account Obligation or HD III Account Obligation, as applicable, paid, withheld from later distributions or withheld from redemption payments on a stated schedule (generally four years in the case of High Distribution II units and seven years in the case of High Distribution III units). With respect to High Distribution II Units and High Distribution III Units issued in redemption of similar units in Cantor, such remaining amounts paid, withheld from later distributions or withheld from redemption payments on such a stated schedule will be paid to

**Table of Contents**

Cantor rather than to BGC Holdings. High Distribution IV units differ from High Distribution units in that holders of High Distribution IV units are entitled to receive an additional payment following redemption, as described in Redemption of BGC Holdings Founding/Working Partner Interests and REU Interests. Grant Units and Matching Grant Units differ from the other classes of BGC Holdings units in the calculation and the compensatory tax treatment of amounts payable upon redemption of such units.

***REUs***

Each grant of REUs will have associated with it an REU post-termination amount, which represents an amount payable to the REU holder upon redemption of such units. A partner's entitlement to the REU post-termination amount will vest ratably over three years or according to such schedule as determined by BGC Holdings at the time of grant. In lieu of paying all or a portion of the REU post-termination amount, BGC Holdings may cause the REUs held by a redeemed partner to be automatically exchanged for shares of Combined Company Class A common stock at the applicable exchange ratio. The value of such shares may be more or less than the applicable post-termination amount. These payments of cash and/or shares are conditioned on the former REU holder not violating his or her partner obligations or engaging in any competitive activity prior to the date such payments are completed.

In the fourth quarter of 2007, certain employees of BGC and other persons who provide services to BGC were informed that they could expect to receive an aggregate of 276,204 REU interests in lieu of a portion of their discretionary bonus for 2007 having an aggregate estimated value of \$2,817,279 and 148,543 REU interests to be considered as part of their total 2008 compensation having an aggregate estimated value of \$1,515,143, in each case to be delivered in 2008 and issued upon the closing of the merger. The right to receive payment upon redemption of these REU interests will vest in one-third increments on December 14, 2008, 2009 and 2010. The REU interests will only be exchangeable for Combined Company Class A common stock in accordance with terms and conditions of the grant of such REU interests, which terms and conditions will be determined by the BGC Holdings general partner which, after the merger, will be the Combined Company, with the written consent of the BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement. Aggregate estimated values in each case are determined based on the eSpeed stock price on the date of each award.

In addition, in the fourth quarter of 2007, certain executive officers of BGC were informed that they could expect to receive an aggregate of 593,990 REU interests (267,865 for Howard W. Lutnick, 133,932 for Lee Amaitis, 133,932 for Shaun Lynn, 38,171 for Stephen M. Merkel and 20,090 for Robert K. West) for delivery in 2008, which would be issued upon the closing of the merger. These REU interests have an aggregate estimated value of \$6,652,500 (\$3,000,000 for Howard W. Lutnick, \$1,500,000 for Lee Amaitis, \$1,500,000 for Shaun Lynn, \$427,500 for Stephen M. Merkel and \$225,000 for Robert K. West). The REUs will only be exchangeable for Combined Company Class A common stock in accordance with terms and conditions of the grant of such REU interests, which terms and conditions will be determined by the BGC Holdings general partner which, after the merger, will be the Combined Company, with the written consent of the BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement. The right to receive payment upon redemption of these REU interests for Messrs. Lutnick, Amaitis and Lynn was immediately vested on December 31, 2007. The right to receive payment upon redemption of these REUs for Messrs. West and Merkel will vest in one-third increments in December 2008, 2009 and 2010. Aggregate estimated values in each case are determined based on the eSpeed stock price on the date of each award. Furthermore, BGC Holdings is authorized to issue certain additional REU interests or BGC RSUs in connection with acquisitions and the hiring of new employees prior to the merger. These issuances would be in addition to the 133,860,000 shares of Combined Company common stock and rights to acquire common stock to be issued in the merger and be dilutive to all stockholders. BGC Holdings has recently entered into an acquisition agreement in connection with which it has agreed to issue 526,315 REUs upon the closing of the merger.

***Partner Obligations***

Each of the founding/working partners and each of the restricted equity partners will be subject to certain partner obligations, which we refer to as partner obligations. The partner obligations constitute an undertaking by each of the founding/working partners and each of the restricted equity partners will have a duty of loyalty to

**Table of Contents**

BGC Holdings and that, during the period from the date on which a person first becomes a partner through the applicable specified period following the date on which such partner ceases, for any reason, to be a partner, the partner will not, directly or indirectly (including by or through an affiliate):

engage in any activity of the nature set forth in clauses (2) through (5) of the definition of competitive activity (as defined below) or take any action that results directly or indirectly in revenues or other benefit for that founding/working partner or restricted equity partner, as the case may be or any third-party that is or could be considered to be engaged in any activity of the nature set forth in clauses (2) through (5) of the definition of competitive activity, except as otherwise agreed to in writing by BGC Holdings general partner, in its sole and absolute discretion, for the one-year period following the date on which such partner ceases, for any reason, to be a founding/working partner or restricted equity partner, as the case may be;

A founding/working partner or restricted equity partner, as the case may be, is considered to have engaged in a competitive activity if such partner (including by or through his, her or its affiliates), during the applicable restricted period, which we collectively refer to as the competitive activities :

- (1) directly or indirectly, or by action in concert with others, solicits, induces, or influences, or attempts to solicit, induce or influence, any other partner, employee or consultant of Cantor, BGC Partners or any member of the Cantor group or affiliated entity to terminate their employment or other business arrangements with Cantor, BGC Partners or any member of the Cantor group or affiliated entity, or to engage in any competing business (as defined below) or hires, employs, engages (including as a consultant or partner) or otherwise enters into a competing business with any such person;
- (2) solicits any of the customers of Cantor, BGC Partners or any member of the Cantor group or affiliated entity (or any of their employees), induces such customers or their employees to reduce their volume of business with, terminate their relationship with or otherwise adversely affect their relationship with, Cantor, BGC Partners or any member of the Cantor group or affiliated entity;
- (3) does business with any person who was a customer of Cantor, BGC Partners or any member of the Cantor group or affiliated entity during the 12 month period prior to such partner becoming a terminated or bankrupt partner if such business would constitute a competing business;
- (4) directly or indirectly engages in, represents in any way, or is connected with, any competing business, directly competing with the business of Cantor, BGC Partners or any member of the Cantor group or affiliated entity, whether such engagement shall be as officer, director, owner, employee, partner, consultant, affiliate or other participant in any competing business; or
- (5) assists others in engaging in any competing business in the manner described in the foregoing clause (4).

Competing business means an activity that (a) involves the development and operations of electronic trading systems, (b) involves the conduct of the wholesale or institutional brokerage business, (c) consists of marketing, manipulating or distributing financial price information of a type supplied by Cantor, BGC Partners, or, after the merger, the Combined Company, or any member of the Cantor group or affiliated entity to information distribution services or (d) competes with any other business conducted by Cantor, BGC Partners, or, after the merger, the Combined Company, any member of the Cantor group or affiliated entity or eSpeed if such business was first engaged in by Cantor, BGC Partners, or, after the merger, the Combined Company, or eSpeed took substantial steps in anticipation of commencing such business and prior to the date on which such founding/working partner or restricted equity partner, as the case may be, ceases to be a founding/working partner or restricted equity partner, as the case may be.

## Edgar Filing: ESPEED INC - Form DEFM14A

engage in any activity of the nature set forth in clause (1) of the definition of the competitive activity (as defined above);

breach a founding/working partner's or restricted equity partner's, as the case may be, duty of loyalty to BGC Holdings, through the four-year period following the date on which such partner ceases, for any reason, to be a founding/working partner or restricted equity partner, as the case may be;



**Table of Contents**

make or participate in the making of (including through the founding/working partner s or restricted equity partner s, as the case may be, affiliates, respective agents or representatives) any comments to the media (print, broadcast, electronic or otherwise) that are disparaging regarding BGC Partners, or, after the merger, the Combined Company, or the senior executive officers of BGC Partners, or, after the merger, the Combined Company, or are otherwise contrary to the interests of BGC Partners, or, after the merger, the Combined Company, as determined by BGC Holdings' general partner in its sole and absolute discretion, for the four-year period following the date on which such partner ceases, for any reason, to be a founding/working partner or a restricted equity partner, as the case may be;

except as permitted with respect to corporate opportunities and fiduciary duties in the BGC Holdings limited partnership agreement (see Corporate Opportunity; Fiduciary Duty ) take advantage of, or provide another person with the opportunity to take advantage of, a BGC Partners, or, after the merger, a Combined Company, corporate opportunity (as such term would apply to BGC Holdings if it were a corporation) including opportunities related to intellectual property, which for this purpose shall require granting BGC Partners, or, after the merger, the Combined Company, a right of first refusal to acquire any assets, stock or other ownership interest in a business being sold by any founding/working partner or a restricted equity partner, as the case may be, or affiliate of such partner if an investment in such business would constitute a corporate opportunity (as such term would apply to BGC Holdings if it were a corporation), that has not been presented to and rejected by BGC Partners, or, after the merger, the Combined Company, or that BGC Partners, or, after the merger, the Combined Company, rejects but reserves for possible further action by BGC Partners, or, after the merger, the Combined Company, in writing, unless otherwise consented to by BGC Holdings' general partner in writing in its sole and absolute discretion, for a four-year period following the date on which such partner ceases, for any reason, to be a founding/working partner or a restricted equity partner, as the case may be; or

otherwise take any action to harm, that harms or that reasonably could be expected to harm, BGC Partners, or, after the merger, the Combined Company, for a four-year period following the date on which a founding/working partner or a restricted equity partner, as the case may be, ceases, for any reason, to be a founding/working partner or a restricted equity partner, as the case may be including any breach of its confidentiality obligations.

Notwithstanding anything to the contrary, and unless Cantor determines otherwise, none of such partner obligations apply to any founding/working partner or restricted equity partner that is also a Cantor company or any of its affiliates or any partner or member of a Cantor company or any of its affiliates. Such partners are exempt from these partner obligations.

The determination of whether a founding/working partner or restricted equity partner has breached his or her partner obligations will be made in good faith by BGC Holdings' general partner in its sole and absolute discretion, which determination will be final and binding. If a founding/working partner or a restricted equity partner breaches his, her or its partner obligations, then, in addition to any other rights or remedies that the BGC Holdings' general partner may have, and unless otherwise determined by the BGC Holdings' general partner in its sole and absolute discretion, (1) upon and for each and/or any BGC Holdings fiscal quarter during any portion of which such breach has occurred or is continuing, the founding/working partner or a restricted equity partner, as the case may be, will not be allocated any BGC Holdings income for such fiscal quarter, and will not receive any BGC Holdings distributions for such fiscal quarter, that the founding/working partner or a restricted equity partner, as the case may be, otherwise would be entitled to receive, and, if any such allocations or distributions are made after the breach occurs, the founding/working partner s or a restricted equity partner s, as the case may be, right to future allocations and distributions (including for periods after the breach has ceased and including redemption or similar payments) will be offset accordingly; and (2) if there shall be two or more breaches of such partner obligation, such founding/working partner s or a restricted equity partner s, as the case may be, BGC Holdings units will be redeemed for their base amount, which shall be \$0, and the founding/working partner or a restricted equity partner, as the case may be, will have no right to receive any consideration therefor or any further distributions, or any other distributions or payments of cash, stock or property, to which the founding/working partner or restricted equity partner, as the case may be, otherwise might be entitled.

**Table of Contents**

Any founding/working partner or restricted equity partner, as the case may be, that breaches his or her partner obligations is required to indemnify BGC Holdings for and pay any resulting attorneys' fees, as well as any and all damages resulting from such breach. In addition, upon breach of the BGC Holdings limited partnership agreement by or the termination or bankruptcy of a founding/working or a restricted equity partner, as the case may be, that is subject to the partner obligations, or if any such partner owes any amount to BGC Holdings or to any affiliated entity or fails to pay any amount to any other person with respect to which amount BGC Holdings or any affiliated entity is a guarantor or surety or is similarly liable (in each case whether or not such amount is then due and payable), BGC Holdings has the right to set off the amount that such partner owes to BGC Holdings or any affiliated entity or any such other person under any agreement or otherwise and the amount of any cost or expense incurred or projected to be incurred by BGC Holdings in connection with such breach, such termination or bankruptcy or such indebtedness (including attorneys' fees and any diminution in value of any BGC Holdings assets and including in each case both monetary obligations and the fair market value of any non cash item and amounts not yet due or incurred) against any amounts that it owes to such partner under the BGC Holdings limited partnership agreement or otherwise, or to reduce the capital account, the base amount and/or the distributions (quarterly or otherwise) of such partner by any such amount.

A founding/working partner or a restricted equity partner, as the case may be, shall become a terminated partner upon (a) the actual termination of the employment of such partner, so that such partner is no longer an employee of BGC U.S., BGC Global or any affiliated entity, with or without cause by the employer, by such partner or by reason of death, (b) the termination by the BGC Holdings general partner, which may occur without the termination of a partner's employment, of such partner's status as a partner by reason of a determination by the BGC Holdings general partner that such partner has breached the BGC Holdings limited partnership agreement or that such partner has ceased to provide substantial services to BGC Holdings or any affiliated entity, even if such cessation is at the direction of BGC Holdings or any affiliated entity, or (c) ceasing to be a partner for any reason. With respect to a corporate or other entity partner, such partner shall also be considered terminated upon the termination of the beneficial owner, grantor, beneficiary or trustee of such partner.

A founding/working partner or a restricted equity partner, as the case may be, shall become a bankrupt partner upon (a) making an assignment for the benefit of creditors, (b) filing a voluntary petition in bankruptcy, (c) the adjudication of such partner as bankrupt or insolvent, or the entry against such partner of an order for relief in any bankruptcy or insolvency proceeding; provided that such order for relief or involuntary proceeding is not stayed or dismissed within 120 days, (d) the filing by such partner of a petition or answer seeking for his, her or itself any reorganization, arrangement, composition, readjustment, liquidation, dissolution or similar relief under any bankruptcy statute, law or regulation, (e) the filing by such partner of an answer or other pleading admitting or failing to contest the material allegations of a petition filed against it in any proceeding of that nature or (f) the appointment of or seeking of the appointment of (in each case by any person) a trustee, receiver or liquidator of it or of all or any substantial part of the properties of such founding/working partner. With respect to a corporate founding/working partner, bankruptcy will also include the occurrence of any of the foregoing events with respect to the beneficial owner of the majority of the stock of such partner. Notwithstanding the foregoing, no event shall constitute a bankruptcy of a founding/working partner or restricted equity partner, as the case may be, unless the BGC Holdings general partner so determines in its discretion.

***Redemption of BGC Holdings Founding/Working Partner Interests and REU Interests***

Unlike the BGC Holdings limited partnership interests held by Cantor, the classes of BGC Holdings limited partnership interests held by founding partners, working partners and restricted equity partners (in each case, to the extent such interests have not become exchangeable) will be subject to purchase and redemption by BGC Holdings in the following circumstances (subject to Cantor's right of first refusal as described in Cantor's Right of First Refusal):

except as otherwise agreed to by each of the BGC Holdings general partner, the BGC Holdings exchangeable limited partners (by a majority of the BGC Holdings exchangeable limited partnership interests) and the applicable founding partner, upon any termination or bankruptcy of a founding partner (or the termination or bankruptcy of the beneficial owner of the stock or other ownership interest of any such founding partner that is a corporation or other entity) BGC Holdings will purchase and redeem from such founding partner or his, her or its representative, and such founding partner or

---

**Table of Contents**

his, her or its representative will sell to BGC Holdings, all or a portion of the founding partner interests held by such founding partner (and, with the consent of the BGC Holdings general partner and Cantor, BGC Holdings may assign its right to purchase such founding partner interest to another partner); and

except as otherwise agreed to by each of the BGC Holdings general partner and the applicable working partner or restricted equity partner, as the case may be, upon (1) any termination or bankruptcy of a working partner or restricted equity partner, as the case may be (or the termination or bankruptcy of the beneficial owner of the stock or other ownership interest of any such working partner that is a corporation or other entity), or (2) an election of the BGC Holdings general partner for any reason or for no reason whatsoever, BGC Holdings will purchase and redeem from such working partner or his, her or its representative, and such working partner or his, her or its representative will sell such REUs to BGC Holdings, all or a portion of the working partner interest held by such working partner (and, with the consent of the BGC Holdings general partner and Cantor, BGC Holdings may assign its right to purchase such partner interest to another partner).

Founding/working partner interests or REU interests, as the case may be, will be redeemed at a pre-determined formula redemption price. The redemption price for a BGC Holdings founding/working partner interests or restricted equity partner, as the case may be, generally reflects the purchase price paid by such partner for his or her interest, adjusted to reflect such partner's share of changes in the book value of BGC Holdings. For purposes of determining the redemption price, the book value is determined in accordance with the BGC Holdings limited partnership agreement, which in general does not take into account goodwill or going concern value. In the circumstances described above, BGC Holdings limited partnership interests held by founding partners, working partners and restricted equity partners that have become exchangeable will be automatically exchanged for BGC Partners interests or, after the merger, Combined Company Class A common stock.

Each grant of REUs will have associated with it an REU post-termination amount, which represents an amount payable to the REU holder upon redemption of such units. A partner's entitlement to the REU post-termination amount will vest ratably over three years or according to such schedule as determined by BGC Holdings at the time of grant. In lieu of paying all or a portion of the REU post-termination amount, BGC Holdings may cause the REUs held by a redeemed partner to be automatically exchanged for shares of Combined Company Class A common stock at the applicable exchange ratio. The value of such shares may be more or less than the applicable post-termination amount. These post-termination payments are conditioned on the former REU holder not violating his or her partner obligations or engaging in any competitive activity prior to the date such payments are completed.

In the case of BGC Holdings founding partner interests, the founding partner's purchase price for such BGC Holdings limited partnership interests initially will be equal to the redemption price for his or her Cantor limited partnership interests that would have been paid by Cantor as of the date of the mandatory redemption, which in general is determined in the same manner as the redemption price for interests in BGC Holdings.

In general, with respect to founding partners interests, working partner interests or restricted equity partner interests that have not become exchangeable and that are held by terminated or bankrupt founding/working partners or terminated or bankrupt restricted equity partners, as the case may be, a portion of the redemption price, which we refer to as the base amount, is to be paid within 90 days of redemption, with the remainder of the redemption price paid on each of the following four anniversaries. The base amount is calculated pursuant to a formula, and it reflects a larger percentage of the total redemption price for founding/working partners or restricted equity partners, as the case may be, who have been partners for a longer period in BGC Holdings. The base amount of BGC Holdings founding partner interests, the base amount of BGC Holdings REU interests and the base amount for any BGC Holdings founding/working partner interests designated as Grant Units, Matching Grant Units, High Distribution III Units and High Distribution IV Units will each at all times be zero. The portion of the redemption price that is to be paid to a terminated or bankrupt founding/working partner or terminated or bankrupt REU interests, as the case may be, on each of the four anniversaries following a redemption is conditioned on the redeemed partner not having engaged in a competitive activity or violated his or her partner obligations.

**Table of Contents**

The general partner of BGC Holdings may also withhold each founding/working partner's or restricted equity partner's, as the case may be, share of distributions attributable to income and loss with respect to selected extraordinary transactions, such as the disposition directly or indirectly of partnership assets outside the ordinary course of business. With respect to terminated or bankrupt founding/working partners or terminated or bankrupt REU interests, as the case may be, such partner whose limited partnership interests in BGC Holdings are redeemed will receive payments reflecting these extraordinary items only to the extent that such partner's right to receive these payments has vested (with 30% vesting on the third anniversary of the applicable event or, if later, the date of acquisition of interests in BGC Holdings and the remainder vesting ratably over a seven year vesting schedule, provided that the BGC Holdings general partner may in its sole and absolute discretion accelerate the vesting of such amounts), with payments made on each of the first five anniversaries of the redemption of such limited partner interests. These payments are conditioned on such partner not violating his or her partner obligations or engaged in any competitive activity, prior to the date such payments are completed and are subject to prepayment at the sole and absolute discretion of the BGC Holdings general partner at any time. Any amounts that are withheld from distribution and forfeited by such partners will be distributed to Cantor in respect of its BGC Holdings limited partnership interests.

Any distribution to a holder of High Distribution II Units or High Distribution III Units, including with respect to Additional Amounts payable upon redemption, may be reduced in the discretion of the BGC Holdings general partner to satisfy such holder's HD II Account Obligation or HD III Account Obligation, as applicable, as described above in Distributions Classes of Founding/Working Partner Interests. Upon the purchase by Cantor of High Distribution II Units or High Distribution III Units issued in redemption of similar units in Cantor, the amount payable by Cantor to acquire such units will be reduced by an amount equal to the HD II Account Obligation or HD III Account Obligation, as applicable, with respect to such units.

In addition, holders of High Distribution IV units (all of which are being issued in exchange for High Distribution IV units previously issued by Cantor to such holders) are entitled to receive an additional payment, one-fourth of such amount being payable on each of the first four anniversaries of redemption, reflecting a fixed amount determined as of the date of the original issuance of the predecessor High Distribution IV units by Cantor.

BGC Holdings may in its discretion make redemption payments in property, including in BGC Partners units, rather than in cash and may in its discretion accelerate the amount of these payments and, in recognition of a founding/working partner's or restricted equity partner's, as the case may be, contributions to the business, increase these payments to reflect BGC Holdings' goodwill or going concern value.

In the event of such a redemption or purchase by BGC Holdings of any BGC Holdings founding/working partner interests, BGC Holdings will cause BGC U.S. and BGC Global to redeem and purchase from BGC Holdings a number of BGC U.S. units and BGC Global units, in each case, equal to (1) the number of units underlying the redeemed or purchased BGC Holdings founding/working partner interests or REU interests, as the case may be, multiplied by (2) the Holdings ratio as of immediately before the redemption or purchase of such BGC Holdings founding/working partner interests or REU interests, as the case may be. The purchase price paid to BGC U.S. and BGC Global will be an amount of cash equal to the amount required by BGC Holdings to redeem or purchase such interest. Upon mutual agreement of the BGC Holdings general partner, the BGC U.S. general partner and the BGC Global general partner, BGC U.S. and BGC Global may, instead of cash, pay all or a portion of such aggregate purchase price, in publicly traded shares.

***Cantor's Right of First Refusal***

***BGC Holdings Founding Partner Interests.*** Cantor will have a right of first refusal to purchase any BGC Holdings founding partner interests that have not become exchangeable that are called for redemption by BGC Holdings upon termination or bankruptcy of a founding partner or upon mutual consent of the general partner of BGC Holdings and Cantor. Cantor will have the right to purchase such BGC Holdings founding partner interests at a price equal to the lesser of (1) the amount that BGC Holdings would be required to pay to redeem and purchase such BGC Holdings founding partner interests were BGC Holdings to redeem and purchase such BGC

**Table of Contents**

Holdings founding partner interest and (2) the amount equal to (x) the number of units underlying such founding partner interest, multiplied by (y) the exchange ratio as of the date of such purchase, multiplied by (z) the then current market price of BGC Partners Class A common stock. Cantor may pay such price using cash, publicly traded shares or other property, or a combination of the foregoing. If Cantor (or the other member of the Cantor group acquiring such founding partner interest, as the case may be) so purchases a founding partner interest at a price equal to clause (2) above, neither Cantor, any member of the Cantor group nor BGC Holdings or any other person is obligated to pay the holder of such founding partner interest any amount in excess of the amount set forth in clause (2) above.

Any BGC Holdings founding partner interests acquired by Cantor, while not exchangeable in the hands of the founding partner absent a determination by Cantor to the contrary, will be exchangeable by Cantor for shares of Combined Company Class B common stock or, at Cantor's election, shares of Combined Company Class A common stock, in each case, on a one-for-one basis (subject to customary anti-dilution adjustments), on the same basis as the Cantor interests, and will be designated as BGC Holdings exchangeable limited partnership interests when acquired by Cantor. This may permit Cantor to receive a larger share of income generated by the Combined Company's business at a less expensive price than through purchasing shares of Combined Company Class A common stock, which is a result of the price payable by Cantor to a founding partner upon acquisition of such partner's founding partner interest.

*BGC Holdings Working Partner Interests and BGC Holdings REU Interests.* Cantor will have a right of first refusal with respect to any BGC Holdings working partner interests or BGC Holdings REU interests (in each case that have not become exchangeable), as the case may be, that (1) are called for redemption by BGC Holdings upon termination or bankruptcy of a working partner or (2) are called for redemption by BGC Holdings, in each case, if BGC Holdings elects to transfer the right to purchase such interest to a BGC Holdings partner rather than redeem such interest itself. This right will permit Cantor to purchase these BGC Holdings working partner interests or BGC Holdings REU interests, as the case may be, on the same terms that such BGC Holdings partner would have had a right to purchase such BGC Holdings working partner interest or BGC Holdings REU interest, as the case may be.

***Transfers of Interests***

In general, subject to the exceptions described below, no BGC Holdings partner may transfer or agree to transfer all or any portion of, or any rights, title and interest in and to, its interest in BGC Holdings.

Regular limited partners (other than the special voting limited partner of BGC Holdings), including exchangeable limited partners, of BGC Holdings may transfer limited partnership interests in the following circumstances:

in connection with the contribution and the separation;

in connection with an exchange with BGC Partners, if applicable;

if the transferee limited partner will be a member of the Cantor group; or

with the prior written consent of the general partner and the exchangeable limited partners (by affirmative vote of a BGC Holdings exchangeable limited partnership interest majority in interest, not to be unreasonably withheld or delayed).

With respect to any exchangeable limited partnership interest transferred by Cantor to another person, Cantor may elect, prior to or at the time of such transfer, either (1) that such person will receive such interest in the form of an exchangeable limited partnership interest and that such person will thereafter be an exchangeable limited partner so long as such person continues to hold such interest or (2) that such person will receive such interest in the form of a regular limited partnership interest (other than an exchangeable limited partnership interest or a special voting limited partnership interest of BGC Holdings), including as a founding partner interest, working partner interest or otherwise, and that such person will not be an exchangeable limited partner as a result of holding such interest.

Founding partners may transfer BGC Holdings founding partner interests in the following circumstances:

in connection with the contribution and the separation;

**Table of Contents**

in connection with an exchange with BGC Partners, if applicable;

pursuant to a redemption or exercise of right of first refusal;

if the transferee limited partner will be a member of the Cantor group (except that in the event such transferee ceases to be a member of the Cantor group, such interest will automatically transfer to Cantor);

with the consent of the BGC Holdings exchangeable limited partnership interest majority in interest, to any other founding partner;  
or

with the mutual consent of the general partner and the BGC Holdings exchangeable limited partnership interest majority in interest (which consent may be withheld for any reason), to any other person.

Working partners and restricted equity partners may transfer BGC Holdings working partner interests or BGC Holdings REU interests, as the case may be, in the following circumstances:

pursuant to a redemption, in the case of working partners, and the grants concurrently with the merger, in the case of restricted equity partners;

in connection with an exchange with BGC Partners, if applicable;

if the transferee limited partner will be a member of the Cantor group (except that in the event such transferee ceases to be a member of the Cantor group, such interest will automatically transfer to Cantor); or

with the mutual consent of the general partner and the BGC Holdings exchangeable limited partnership interest majority in interest. The special voting limited partner may transfer the special voting limited partnership interest in connection with the contribution and the separation or to a wholly owned subsidiary of BGC Partners (except that in the event such transferee ceases to be a wholly owned subsidiary of BGC Partners, the special voting partnership interest will automatically be transferred to BGC Partners, without any further action required on part of BGC Holdings, BGC Partners or any other person).

The general partner may transfer its general partnership interest in the following circumstances:

in connection with the contribution and separation;

to a new general partner as described below; or

with the special voting limited partner's prior written consent, to any other person.

The special voting limited partner may in its sole and absolute discretion remove any general partner, with or without cause. The general partner may resign as the general partner of BGC Holdings for any reason, except that as a condition to any removal or resignation, the special voting limited partner will first appoint a new general partner who will be admitted to BGC Holdings as the new general partner, and the resigning or removed general partner will transfer its entire general partnership interest to the new general partner.

*Amendments*

The BGC Holdings limited partnership agreement cannot be amended except with the approval of each of the general partner and the exchangeable limited partners (by the affirmative vote of a BGC Holdings exchangeable limited partnership interest majority in interest) of BGC Holdings. In addition, the BGC Holdings limited partnership agreement cannot be amended to:

amend any provisions which require the consent of a specified percentage in interest of the limited partners without the consent of that specified percentage in interest of the limited partners;

alter the interest of any partner in the amount or timing of distributions or the allocation of profits, losses or credits, if such alteration would either materially adversely affect the economic interest of a partner or would materially adversely affect the value of interests, without the consent of the partners holding at least two-thirds of all units, in the case of an amendment applying in, substantially similar manner to all classes of interests, or two-thirds in interest of the affected class or classes of the partners, in the case of any other amendment; or

alter the special voting limited partner's ability to remove a general partner.



---

## **Table of Contents**

The general partner of BGC Holdings may authorize any amendment to correct any technically incorrect statement or error in order to further the parties' intent or to correct any formality or error or defect in the execution of the BGC Holdings limited partnership agreement.

In the event of any material amendment to the BGC Holdings limited partnership agreement that materially adversely affects the interest of a founding/working partner or a restricted equity partner, as the case may be, in the partnership or the value of founding/working partner interests or REU interests, as the case may be, held by such partner in the amount or timing of distributions or the allocation of profits, losses or credit, then such partner who does not vote in favor of such amendment has a right to elect to be a terminated partner of BGC Holdings, regardless of whether there is an actual termination of the employment of such partner. The BGC Holdings general partner will have a right, in the event of such election by a founding/working partner or a restricted equity partner, as the case may be, to revoke and terminate such proposed amendment to the BGC Holdings limited partnership agreement.

### ***Corporate Opportunity; Fiduciary Duty***

The BGC Holdings limited partnership agreement will contain similar corporate opportunity provisions to those included in the Combined Company certificate of incorporation with respect to the Combined Company and/or Cantor and their respective representatives. See Description of the Combined Company Capital Stock Anti-Takeover Effects of the Combined Company Certificate of Incorporation and By-laws and Delaware Law Corporate Opportunity.

### ***Parity of Interests***

The BGC Holdings limited partnership agreement will provide that it is the non-binding intention of BGC Holdings and each of the partners of BGC Holdings that the BGC Holdings ratio at all times equal one. It will be the non-binding intention of each of the partners of BGC Holdings and of BGC Holdings that there be a parallel issuance or repurchase transaction by BGC Holdings in the event of any issuance or repurchase by BGC U.S. of BGC U.S. units to or held by BGC Holdings so that the BGC Holdings ratio at all times equals one.

### **Amended and Restated Limited Partnership Agreements of BGC U.S. and BGC Global**

On or prior to the closing of the merger, each of BGC U.S. and BGC Global will enter into amended and restated limited partnership agreements.

### ***Management***

BGC U.S. and BGC Global each will be managed by their general partner, which will be BGC Holdings. BGC Holdings, in turn, will hold the BGC U.S. general partnership interest and the BGC U.S. special voting limited partnership interest, which entitles the holder thereof to remove and appoint the general partner of BGC U.S., and the BGC Global general partnership interest and the BGC Global special voting limited partnership interest, which entitles the holder thereof to remove and appoint the general partner of BGC Global, and will serve as the general partner of each of BGC U.S. and BGC Global, which will entitle BGC Holdings (and thereby, BGC Partners, and, after the merger, the Combined Company) to control each of BGC U.S. and BGC Global, subject to limited consent rights of Cantor and to the rights of BGC Holdings as the special voting limited partner. BGC Holdings will hold its BGC Global general partnership interest through a company incorporated in the Cayman Islands, BGC Global Holdings GP Limited.

Cantor's consent rights will mean that BGC Holdings, in its capacity as general partner of each of BGC U.S. and BGC Global, will require Cantor's consent to amend the terms of the BGC U.S. limited partnership agreement or BGC Global limited partnership agreement or take any other action that may adversely affect Cantor's exercise of its pre-emptive right (See Separation Agreement Reinvestments in the Opcos; Pre-Emptive Rights; Distributions to Holders of BGC Partners Common Stock ) to acquire BGC Holdings

---

**Table of Contents**

limited partnership interests (and the corresponding investment in BGC U.S. and BGC Global by BGC Holdings) or right to exchange BGC Holdings exchangeable limited partnership interests. The Combined Company, in its capacity as the general partner of BGC Holdings, will not cause BGC Holdings, in its capacity as the general partner of BGC U.S. and BGC Global, to make any amendments (other than ministerial or other immaterial amendments) to the limited partnership agreement of either BGC U.S. or BGC Global unless such action is approved by a majority of the Combined Company's independent directors.

***Classes of Interests in the Opcos***

Immediately after the completion of the merger, BGC U.S. and BGC Global will each have the following outstanding interests:

a general partner interest, which will be held by BGC Holdings;

limited partnership interests, which will directly and indirectly be held by the Combined Company and BGC Holdings; and

a special voting limited partnership interest, which will be held by BGC Holdings and which will entitle the holder thereof to remove and appoint the general partner of BGC U.S. or BGC Global, as the case may be.

The aggregate number of authorized units in each of BGC U.S. and BGC Global will be 600 million, if the proposed increase in the amount of authorized Class A common stock described in Proposal 2 of this proxy statement is approved by the stockholders, and in the event that the total number of authorized shares of Combined Company common stock under the Combined Company certificate of incorporation is increased or decreased after the date of the BGC U.S. limited partnership agreement and BGC Global limited partnership agreement, as the case may be, the total number of authorized units in each of BGC U.S. and BGC Global, as the case may be, will be correspondingly increased or decreased by the same number so that the number of authorized BGC U.S. units and BGC Global units, as the case may be, equals the number of authorized shares of Combined Company common stock.

Any authorized but unissued BGC U.S. units or BGC Global units, as the case may be, may be issued:

pursuant to the contribution and the separation;

to the BGC Partners and/or BGC Holdings and members of their group, as the case may be, in connection with an investment in BGC U.S. and BGC Global as described above in Separation Agreement Reinvestments in the Opcos; Pre-Emptive Rights; Distributions to Holders of BGC Partners Common Stock;

to the Combined Company and/or BGC Holdings or members of its group in connection with a redemption pursuant to the BGC Holdings limited partnership agreement as described in Amended and Restated BGC Holdings Limited Partnership Agreement Redemption of BGC Holdings Founding/Working Partner Interests and REU Interests;

as otherwise agreed by each of the general partner and the limited partners (by affirmative vote of the limited partners holding a majority of the units underlying limited partnership interests outstanding of BGC U.S. or BGC Global, as the case may be (except that if BGC Holdings and its group holds a majority in interest and Cantor and its group holds a majority of units underlying the BGC Holdings exchangeable limited partnership interests, then majority of interest means Cantor), which we refer to as an Opcos majority in interest;

to BGC Partners or BGC Holdings in connection with a grant of equity by BGC Partners or BGC Holdings; and

Edgar Filing: ESPEED INC - Form DEFM14A

to any BGC U.S. or BGC Global partner, as the case may be, in connection with a conversion of an issued unit and interest into a different class or type of unit and interest.

There will be no additional classes of partnership interests in BGC U.S. or BGC Global.

---

## **Table of Contents**

### ***Distributions***

The profit and loss of BGC U.S. and BGC Global will generally be allocated based on the total number of BGC U.S. units and BGC Global units outstanding, other than in the case of certain litigation matters, the impact of which will be allocated to the BGC U.S. and BGC Global partners who are members of the BGC Holdings group.

BGC U.S. and BGC Global will each distribute to each of its partners (subject to the allocation of certain litigation matters to BGC U.S. and BGC Global partners, as the case may be, who are members of the BGC Holdings group):

on or prior to each estimated tax due date (the 15<sup>th</sup> day of each April, June, September and December, in the case of a partner that is not an individual, and the 15<sup>th</sup> day of each April, June, September and January in the case of a partner who is an individual, or, in each case, if earlier with respect to any quarter, the date on which BGC Partners is required to make an estimated tax payment), such partner's estimated proportionate quarterly tax distribution for such fiscal quarter;

on or prior to each estimated tax due date for partners who are members of the BGC Holdings group, an amount (positive or negative) for such fiscal quarter in respect of items of income, gain, loss or deduction allocated in respect of certain litigation matters; and

as promptly as practicable after the end of each fiscal quarter, an amount equal to the excess, if any of (a) the net positive cumulative amount allocated to such partner's capital account pursuant to the BGC U.S. limited partnership agreement or BGC Global limited partnership agreement, as the case may be, after the date of such agreement, over (b) the amount of any prior distributions to such partner.

BGC U.S. or BGC Global, as the case may be, may, with the prior written consent of the holders of an Opcos majority in interest of the limited partnership interests, decrease the total amount distributed by BGC U.S. or BGC Global, as the case may be. In addition, if BGC U.S. or BGC Global, as the case may be, is unable to make the distributions required above as a result of any losses of the Opcos arising from the certain litigation claims (see *Information About BGC Partners Business Legal Proceedings*), then BGC U.S. or BGC Global, as the case may be, will use reasonable best efforts to borrow such amounts as are necessary to make distributions that would have been received by the BGC Partners group in the absence of any such potential litigation claims and to make the estimated proportionate quarterly tax distribution to the Cantor group. The borrowing costs of any such borrowing will be treated as part of such potential litigation claims.

### ***Transfers of Interests***

In general, subject to the exceptions described below, no BGC U.S. partner or BGC Global partner, as the case may be, may transfer or agree to transfer all or any portion of, or any rights, title and interest in and to, its interest in BGC U.S. or BGC Global, as the case may be.

Limited partners of BGC U.S. and BGC Global may transfer their limited partnership interests in the following circumstances:

in connection with the contribution and the separation;

if the transferee limited partner will be a member of the BGC Partners group or the BGC Holdings group; or

with the prior written consent of the general partner and the limited partners (by affirmative vote of an Opcos majority in interest, not to be unreasonably withheld or delayed).

The special voting limited partner may transfer the special voting limited partnership interest in connection with the contribution and the separation or to a wholly owned subsidiary of BGC Holdings (except that in the event such transferee ceases to be a wholly owned subsidiary of BGC Holdings, the special voting partnership interest will automatically be transferred to BGC Holdings, without any further action required on

part of BGC U.S. or BGC Global, as the case may be, BGC Holdings or any other person).

## **Table of Contents**

The general partner may transfer its general partnership interest in the following circumstances:

in connection with the contribution and separation;

to a new general partner; or

with the special voting limited partner's prior written consent.

The special voting limited partner may in its sole and absolute discretion remove any general partner, with or without cause. The general partner may resign as the general partner of BGC U.S. or BGC Global, as the case may be, for any reason, except that as a condition to any removal or resignation, the special voting limited partner will first appoint a new general partner who will be admitted to BGC U.S. or BGC Global, as the case may be, and the resigning or removed general partner will transfer its entire general partnership interest to the new general partner.

No partner may charge or encumber its BGC U.S. or BGC Global interest, as the case may be, or otherwise subject such interest to any encumbrance, except those created by the BGC U.S. limited partnership agreement or BGC Global limited partnership interest, as the case may be.

### ***Amendments***

Each of the BGC U.S. and BGC Global limited partnership agreements cannot be amended except with the approval of each of the general partner and the limited partners (by the affirmative vote of an Opcos majority in interest) of BGC U.S. or BGC Global, as the case may be. In addition, each of the BGC U.S. and BGC Global limited partnership agreements cannot be amended to:

amend any provisions which require the consent of a specified percentage in interest of the limited partners without the consent of that specified percentage in interest of the limited partners;

alter the interest of any partner in the amount or timing of distributions or the allocation of profits, losses or credits, if such alteration would either materially adversely affect the economic interest of a partner or would materially adversely affect the value of interests, without the consent of the partners holding at least two-thirds of all units, in the case of an amendment applying in, substantially similar manner to all classes of interests, or two-thirds in interest of the affected class or classes of the partners, in the case of any other amendment; or

alter the special voting limited partner's ability to remove a general partner.

The general partner of BGC U.S. or BGC Global, as the case may be, may authorize any amendment to correct any technically incorrect statement or error in order to further the parties' intent or to correct any formality or error or defect in the execution of the BGC U.S. or BGC Global limited partnership agreement, as the case may be.

### ***Corporate Opportunity; Fiduciary Duty***

The BGC U.S. limited partnership agreement and BGC Global limited partnership agreement will contain similar corporate opportunity provisions to those included in the Combined Company certificate of incorporation with respect to the Combined Company and/or BGC Holdings and their respective representatives. See Description of the Combined Company Capital Stock Anti-Takeover Effects of the Combined Company Certificate of Incorporation and By-laws and Delaware Law Corporate Opportunity.

### ***Parity of Interests***

## Edgar Filing: ESPEED INC - Form DEFM14A

The BGC U.S. limited partnership agreement and BGC Global limited partnership agreement will provide that it is the non-binding intention of each of the partners of BGC U.S. and BGC Global and each of BGC Global and BGC U.S. that the number of outstanding BGC U.S. units equal the number of outstanding BGC Global

---

## **Table of Contents**

units. It will be the non-binding intention of each of the partners of BGC U.S. and BGC Global and each of BGC Global and BGC U.S. that there be a parallel issuance or repurchase transaction by BGC U.S. or BGC Global in the event of any issuance or repurchase by the other Opco so that the number of outstanding BGC U.S. units at all times equals the number of outstanding BGC Global units.

### **Separation Registration Rights Agreement**

In connection with the separation, BGC Partners will enter into the separation registration rights agreement with Cantor which will provide that the holders of BGC Partners units, or, after the merger, Combined Company common stock, issued or to be issued upon exchange of the BGC Holdings exchangeable limited partnership interests held by Cantor or upon conversion of Class B common units into Class A common units or Class B common stock into Class A common stock, as the case may be, will be granted registration rights. We refer to these shares as registrable securities, and we refer to the holders of these registrable securities as holders.

The separation registration rights agreement will provide that, after exchange of the BGC Holdings exchangeable limited partnership interests or conversion of Class B units into Class A units or Class B common stock into Class A common stock, as the case may be, each holder is entitled to unlimited piggyback registration rights, meaning that each holder can include his or her registrable securities in registration statements filed by BGC Partners, or, after the merger, the Combined Company, subject to certain limitations.

The separation registration rights agreement also will grant Cantor four demand registration rights requiring that BGC Partners, or, after the merger, the Combined Company, register the Class A units or shares of Class A common stock, as the case may be, held by Cantor, provided that the amount of securities subject to such demand constitutes at least 10% of the Class A units or shares of Class A common stock, as the case may be, outstanding or has an aggregate market value in excess of \$20 million.

BGC Partners, or, after the merger, the Combined Company, will pay the costs but the holders will pay for any underwriting discounts or commissions or transfer taxes associated with all such registrations.

### **Administrative Services Agreements**

The Tower Bridge administrative services agreement and the administrative services agreement, which we collectively refer to as the administrative service agreements, will have an initial term of three years. Thereafter, the administrative services agreements will renew automatically for successive one-year terms, unless any party provides written notice to the other parties of its desire to terminate the agreement, in the case of the Tower Bridge administrative services agreement, at least 180 days, or, in the case of the administrative services agreement, 120 days, before the end of any such year ending during the initial or extended term, in which event the administrative services agreement will end with respect to the terminating party on the last day of such term. In addition, any particular service provided under the administrative services agreements may be cancelled by any party, with at least 90 days prior written notice to the providing party, with no effect on the other services. The terminating party will be charged a termination fee equal to the costs incurred by the party providing services as a result of such termination, including, any severance or cancellation fees.

During the term of the administrative services agreements, the parties shall provide administrative and technical support services to each other, including:

administration and benefits services;

employee benefits, human resources, and payroll services;

financial and operations services;

internal auditing services;



legal related services;

---

**Table of Contents**

risk and credit services;

accounting and general tax services;

space, personnel, hardware and equipment services;

communication and data facilities;

facilities management services;

promotional, sales, and marketing services;

procuring of insurance coverage; and

any miscellaneous services to which the parties reasonably agree.

The administrative services agreements include provisions for allowing a provider or affiliate to arrange for a third party to provide for the services.

In consideration for the services provided, the providing party will charge the other party (including any applicable taxes) an amount based on (1) the amount equal to direct cost that the providing party estimates it will incur or actually incurs in performing those services, including third party charges incurred in providing services, plus (2) a reasonable allocation of other costs determined in a consistent and fair manner so as to cover the providing party's appropriate costs or in such other manner the parties agree. In addition, the Tower Bridge administrative services agreement provides that the receiving party shall pay a mark-up on such costs in an amount to be agreed by the parties from time to time.

The administrative services agreements will provide that the services recipient will generally indemnify the services provider for liabilities that it incurs arising from the provision of services other than liabilities arising from fraud or willful misconduct of the service provider.

BGCI will continue to provide assets (principally computer equipment), systems/infrastructure and office space in the United Kingdom and Europe to Cantor, and, to the extent applicable, BGCI and its affiliates will continue to do the same in Asia as well, but it is expected that certain of those assets and office space will be transferred to Tower Bridge or another service entity (subject to necessary third party consents). BGCI will provide these assets and office space to Tower Bridge to allow it to conduct its business. BGCI will charge Cantor on the same basis as it charges Tower Bridge (although it will charge Tower Bridge without any mark-up). Tower Bridge will charge Cantor on the basis described above for such assets and office space once such assets and office space are transferred to Tower Bridge. These assets may be subject to operating leases with third-party leasing companies. eSpeed believes that the rate on such leases, subleases or licenses will be no greater than would be incurred with a third party on an arm's length basis.

**Tax Receivable Agreement**

As part of the separation, through its subsidiaries, BGC Partners will purchase BGC U.S. limited partnership interests and BGC Global limited partnership interests issued to Cantor. In addition, the BGC Holdings exchangeable limited partnership interests received by Cantor may, in effect, be exchanged, together with the related BGC Partners units, in the future for shares of Combined Company Class B common stock (or at Cantor's option, or if there are no additional authorized but unissued shares of Combined Company Class B common stock, Combined Company Class A common stock) on a one-for-one basis (subject to customary anti-dilution adjustments). The purchase will and the exchanges may result in increases in the tax basis of the tangible and intangible assets of each of BGC U.S. and BGC Global attributable to BGC Partners, or, after the merger, the Combined Company's, interest in BGC U.S. and BGC Global that otherwise would not have been available, although the Internal Revenue Service may challenge all or part of that tax basis increase, and a court could sustain such a challenge by the Internal Revenue Service. These increases in tax basis, if sustained, may reduce the amount of tax that BGC Partners, or, after the merger, the Combined Company, would

otherwise be required to pay in the future.

## **Table of Contents**

In connection with the separation and related transactions, BGC Partners will enter into, and, after the merger, the Combined Company will assume BGC Partners' rights and obligations under, a tax receivable agreement with Cantor that will provide for the payment by the Combined Company to Cantor of 85% of the amount of cash savings, if any, in U.S. federal, state and local income tax or franchise tax that it actually realizes as a result of these increases in tax basis and of certain other tax benefits related to its entering into the tax receivable agreement, including tax benefits attributable to payments under the tax receivable agreement. It is expected that the Combined Company will benefit from the remaining 15% of cash savings, if any, in income tax that it realizes. The Combined Company will determine, after consultation with Cantor, the extent to which it is permitted to claim any such tax benefits, and such tax benefits will be taken into account in computing any cash savings so long as the Combined Company's accountants agree that it is at least more likely than not that such tax benefit is available.

Pursuant to the tax receivable agreement, 20% of each payment that would otherwise be made by the Combined Company will be deposited into an escrow account until the expiration of the statute of limitations for the tax year to which the payment relates. If the Internal Revenue Service successfully challenges the availability of any tax benefit and determines that a tax benefit is not available, the Combined Company will be entitled to receive reimbursements from Cantor for amounts it previously paid under the tax receivable agreement and Cantor will indemnify the Combined Company and hold it harmless with respect to any interest or penalties in respect of the disallowance of any deductions which gave rise to the payment under the tax receivable agreement (together with reasonable attorneys' and accountants' fees incurred in connection with any related tax contest, but only to the extent Cantor is permitted to control such contest). Any such reimbursement or indemnification payment shall be satisfied first from the escrow account (to the extent funded in respect of such payments under the tax receivable agreement).

For purposes of the tax receivable agreement, cash savings in income and franchise tax will be computed by comparing the Combined Company's actual income and franchise tax liability to the amount of such taxes that the Combined Company would have been required to pay had there been no depreciation or amortization deductions available to the Combined Company with respect to its acquisition of interests in BGC U.S. and BGC Global, and had BGC Partners not entered into the tax receivable agreement. The term of the tax receivable agreement will commence upon completion of the merger and the transactions contemplated by the merger agreement and will continue until all such tax benefits have been utilized or expired, unless the Combined Company (with the approval by a majority of the independent directors of the Combined Company) exercises its right to terminate the tax receivable agreement for an amount based on an agreed value of payments remaining to be made under the agreement, provided that if Cantor and the Combined Company cannot agree upon a value, the agreement will remain in full force and effect. The actual amount and timing of any payment under the tax receivable agreement will vary depending on a number of factors, including the timing of exchanges and the amount and timing of the Combined Company's income.

Any amendment to the tax receivable agreement will be subject to approval by a majority of the independent directors of the Combined Company.

## **BGC Holdings Participation Plan**

In connection with the separation, BGC Holdings intends to adopt the Participation Plan as a means to attract, retain, motivate and reward present founding partners, present or prospective restricted equity partners and working partners and executive officers of BGC Partners by enabling such founding/ working partners, restricted equity partners and executive officers to acquire or increase their ownership interests in BGC Holdings.

The Participation Plan will be administered by the Combined Company's compensation committee or its designee. The Participation Plan will provide for the grant of BGC Holdings limited partnership interests issuable pursuant to the BGC Holdings limited partnership agreement as of the date of the Participation Plan or as may

**Table of Contents**

thereafter be issuable thereunder. The total number of BGC Holdings limited partnership interests issuable under the Participation Plan will be determined from time to time by the board of directors of the Combined Company, provided, that interests exchangeable for or otherwise representing the right to acquire Combined Company common stock may only be granted to the extent such shares are available for issuance under the BGC Partners Long Term Incentive Plan, as amended and restated. The compensation committee will have broad administrative authority to, among other things, select present founding partners, present or prospective restricted equity partners or prospective working partners and executive officers entitled to receive bonus or purchase awards, determine the number and type of partnership interests covered by such awards, including whether such partnership interests will be exchangeable for or otherwise represent the right to receive Combined Company Class A common stock, determine the purchase period and other terms and conditions of any purchase rights and interpret and administer the Participation Plan. The compensation committee will have the discretion to determine the price of any purchase right, which may be set at preferential or historical prices that are less than the prevailing fair market value of Class A common stock.

The Participation Plan will provide that the compensation committee may at any time amend or terminate the Participation Plan, provided that, without the participant's written consent, no such amendment or termination will adversely affect any outstanding purchase rights. Amendments to the Participation Plan will require stockholder approval only if required by applicable laws or applicable regulatory requirements.

The form of the Participation Plan is set forth in Annex I to this proxy statement, and the above description of the Participation Plan is only intended to be a summary of the key provisions of the Participation Plan. Such summary is qualified in its entirety by the actual text of the form of the Participation Plan to which reference is made.

**Table of Contents****MANAGEMENT BEFORE AND AFTER THE MERGER****Directors and Executive Officers Before and After the Merger**

The following table provides information regarding our directors and executive officers before the merger and the directors and executive officers of the Combined Company after the merger.

<b>Name</b>	<b>Age</b>	<b>Pre-Merger Title</b>	<b>Post-Merger Title</b>
Howard W. Lutnick	46	Chairman of the Board, Chief Executive Officer, President	Chairman, Co-Chief Executive Officer
Lee M. Amaitis	57	Vice Chairman, Director	Co-Chief Executive Officer, Director
Shaun D. Lynn	44		President
Stephen M. Merkel	49	Executive Vice President, General Counsel, Secretary	Executive Vice President, General Counsel, Secretary
Frank V. Saracino	41	Chief Accounting Officer	Chief Accounting Officer*
Robert K. West	48		Chief Financial Officer
John H. Dalton	66	Director(1)(2)	Director(1)(2)
Catherine P. Koshland	57	Director(1)(2)	Director(1)(2)
Barry R. Sloane	51	Director(1)(2)	Director(1)(2)
Albert M. Weis	79	Director(1)(2)	Director(1)(2)

(1) Non-employee director

(2) Member of the audit and compensation committees

\* Not considered an executive officer position for purposes of SEC rules.

The merger agreement provides that the eSpeed board of directors as of the completion of the merger will constitute the Combined Company board of directors. The composition of the committees of the Combined Company board of directors is also expected to remain the same. Each executive officer shall serve at the pleasure of our board of directors.

*Howard W. Lutnick.* Mr. Lutnick has been eSpeed's Chairman of the Board of Directors and Chief Executive Officer since June 1999 and was eSpeed's President from September 2001 to May 2004 and became eSpeed's President again in January 2007. Following the merger, Mr. Lutnick will become the Chairman and Co-Chief Executive Officer of the Combined Company. Mr. Lutnick joined Cantor in 1983 and has served as President and Chief Executive Officer of Cantor since 1992. Mr. Lutnick's company, CF Group Management, Inc., is the managing general partner of Cantor. Mr. Lutnick is a member of the Board of Managers of Haverford College, the board of directors of the Fisher Center for Alzheimer Research Foundation at the Rockefeller University, the Executive Committee of the USS Intrepid Museum Foundation's Board of Trustees and the board of directors of the Solomon Guggenheim Museum Foundation.

*Lee M. Amaitis.* Mr. Amaitis has been Vice Chairman of eSpeed since May 2004 and a director of eSpeed since September 2001. Following the merger, Mr. Amaitis will become the Co-Chief Executive Officer of the Combined Company. Mr. Amaitis also served as Global Chief Operating Officer of eSpeed from September 2001 to April 2004. Mr. Amaitis has been Vice Chairman of eSpeed International Limited since December 1999 and, since October 1, 2004, Chairman and Chief Executive Officer of BGC Partners. Mr. Amaitis was President and Chief Executive Officer of BGC International (formerly Cantor Fitzgerald International) and Cantor Fitzgerald Europe until December 2006. Prior to joining Cantor, Mr. Amaitis was Managing Partner and Senior Managing Director of Cowen Government Brokers from April 1991 to February 1995 and was Manager MBS and Limited Partner of Cowen & Co. from February 1989 to April 1991.

**Table of Contents**

*Shaun D. Lynn.* Following the merger, Mr. Lynn will become the President of the Combined Company. Mr. Lynn has been President of the BGC Partners group, including BGCI, since 2004 and served as Executive Managing Director of Cantor Fitzgerald International from 2002 to 2004. Mr. Lynn also served as Senior Managing Director of European Government Bonds and Managing Director of European Government Bonds from 1999 to 2002 for BGCI. From 1989 to 1999, Mr. Lynn held various business management positions for Cantor and its affiliates. Prior to joining Cantor in 1989, Mr. Lynn served as a Desk Head for Fundamental Brokers International in 1989 and was Associate Director for Purcell Graham from 1983 to 1989.

*Stephen M. Merkel.* Mr. Merkel has been Executive Vice President, General Counsel and Secretary of eSpeed since September 2001 and was eSpeed's Senior Vice President, General Counsel and Secretary from June 1999 to September 2001. Following the merger, Mr. Merkel will become Executive Vice President, General Counsel and Secretary of the Combined Company. Mr. Merkel was eSpeed's director from September 2001 until October 2004. Mr. Merkel has been Executive Managing Director, General Counsel and Secretary of Cantor since December 2000 and was Senior Vice President, General Counsel and Secretary of Cantor from May 1993 to December 2000. Mr. Merkel serves as a director and Secretary of the Cantor Exchange<sup>SM</sup>. Prior to joining Cantor, Mr. Merkel was Vice President and Assistant General Counsel of Goldman Sachs & Co. from February 1990 to May 1993. From September 1985 to January 1990, Mr. Merkel was associated with the law firm of Paul, Weiss, Rifkind, Wharton & Garrison. Mr. Merkel is on the Freedom board of directors.

*Frank V. Saracino.* Mr. Saracino was eSpeed's Interim Chief Accounting Officer from July 2006 to December 2007 and became Chief Accounting Officer in December 2007. He served as eSpeed's Vice President and Global Controller from September 2004 to July 2006. Following the merger, Mr. Saracino will become Chief Accounting Officer of the Combined Company. Prior to joining us, from 2003 to 2004, Mr. Saracino served as an independent financial consultant. From 1996 to 2002, Mr. Saracino worked for Deutsche Bank Securities, Inc. as an investment banking Vice President focusing on Telecommunications Corporate Finance transactions and as a Vice President and Investment Banking Controller.

*Robert K. West.* Following the merger, Mr. West will serve as the Chief Financial Officer of the Combined Company. Mr. West has been the Chief Financial Officer of the BGC Partners group since May 1, 2007. From 2001 until April 2007, Mr. West served as the Chief Financial Officer of Thomas Weisel Partners Group, Inc. From 1997 to 2001, Mr. West was Global Controller and Managing Director of Barclays Global Investors. From 1989 to 1997, he held various positions with Salomon Smith Barney, including Business Unit Controller and Vice President of Global Equity, European Business Units Controller and Vice President, Group Manager of Corporate and Subsidiary Accounting and Vice President, and various Holding Company Accounting positions. From 1987 to 1989, he was an Audit Manager for Deloitte & Touche LLP.

*John H. Dalton.* Mr. Dalton has been eSpeed's director since February 2002. In January 2005, Mr. Dalton became the President of the Housing Policy Council of the Financial Services Roundtable, a trade association and lobbying organization composed of large financial services companies. Mr. Dalton was President of IPG Photonics Corp., a company that designs, develops and manufactures a range of advanced amplifiers and lasers for the telecom and industrial markets, from September 2000 to December 2004. Mr. Dalton served as Secretary of the United States Navy from July 1993 to November 1998. He also serves on the board of directors of IPG Photonics Corp., NorthStar Financial Services, LLC, a provider of long term savings and retirement products in the United States, and Fresh Del Monte Produce, Inc., a producer and marketer of fresh produce. He also serves on the board of directors of Washington First Bank.

*Catherine P. Koshland.* Dr. Koshland has been eSpeed's director since November 7, 2007. Dr. Koshland has been the Vice-Provost of Academic Planning and Facilities at the University of California, Berkeley since April 2004, a Professor of Environmental Health Sciences in the School of Public Health and a Professor in the Energy and Resources Group since 1997 and the Wood-Calvert Professor in Engineering since 1995. She joined the Berkeley faculty in 1984. Dr. Koshland served as Chair and Vice-Chair of the Berkeley Division, Academic

**Table of Contents**

Senate from 2002 to 2003 and from 2001 to 2002, respectively. From 1994 to 2006, Dr. Koshland was a director of the Combustion Institute. Since 2001, Dr. Koshland has served as a member of the Integrated Human Exposure Committee of the EPA's Science Advisory Board. From 1998 to 2002, Dr. Koshland served on the California Air Resources Board Research Screening Committee and currently serves as Associate Director of the University of California, Berkeley Superfund Basic Research Program. Dr. Koshland has been a member of the Board of Managers of Haverford College since 1994, serving as Vice-Chair from 1999 to 2005 and Co-Chair since 2005.

*Barry R. Sloane.* Mr. Sloane has been eSpeed's director since September 2006. Mr. Sloane has been Co-President and Co-Chief Executive Officer of Century Bancorp, Inc. since April 2006 and Co-President and Co-Chief Executive Officer of Century Bank since April 2005. From April 2004 to April 2005, Mr. Sloane was Executive Vice President and Co-Chief Operating Officer of Century Bank and its holding company, Century Bancorp, Inc. From October 2001 to March 2004, he was a Managing Director of Steinberg, Priest and Sloane Capital Management, LLC. Mr. Sloane is a Trustee and Chairman of the Finance Committee of the USS Intrepid Museum Foundation, a Trustee and Chairman of the Investment Committee of the Fisher Center for Alzheimer Research Foundation at the Rockefeller University, a Trustee of the Beth Israel Deaconess Medical Center, a Trustee of the Savings Bank Employees Retirement Association, a Trustee of the Wheeler School and a member of the Dean's Council of the John F. Kennedy School of Government at Harvard University.

*Albert M. Weis.* Mr. Weis has been eSpeed's director since October 2002. Mr. Weis has been President of A.M. Weis & Co., Inc., a money management company, since 1976. Mr. Weis was Chairman of the New York Cotton Exchange from 1997 to 1998, 1981 to 1983 and 1977 to 1978. From 1998 to 2000, Mr. Weis was Chairman of the New York Board of Trade. From 1996 to 1999, Mr. Weis was a director and chairman of the audit committee of Syntec, Inc., a company that designs and manufactures data storage products, and, from 1999 to 2001, he was a director and chairman of the audit committee of Medical Manager Corporation (successor to Syntec, Inc.).

**Committees of the Board of Directors Before and After the Merger**

Our board of directors held 15 meetings during the year ended December 31, 2006. In addition to meetings, our board of directors and its committees reviewed and acted upon matters by unanimous written consent from time to time. The merger agreement provides that eSpeed's board of directors as of the completion of the merger will constitute the Combined Company board of directors. The composition of the committees of the Combined Company board of directors is also expected to remain the same and, unless otherwise noted, the charters, codes, policies and procedures of the committees are expected to remain the same. Our board of directors has an audit committee. The members of the audit committee are currently Messrs. Dalton, Sloane and Weis and Dr. Koshland, all of whom qualify as independent in accordance with the published listing requirements of NASDAQ. The members of the audit committee also each qualify as independent under special standards established by the SEC for members of audit committees, and the audit committee includes at least one member who is determined by our board of directors to also meet the qualifications of an audit committee financial expert in accordance with the SEC rules. Messrs. Weis and Sloane are independent directors who have been determined to be audit committee financial experts. The audit committee operates pursuant to an Audit Committee Charter which is available at <http://www.espeed.com> or upon written request from eSpeed free of charge.

The audit committee selects our independent registered public accounting firm, which we refer to as our Auditors, consults with our Auditors and with management with regard to the adequacy of our financial reporting, internal control over financial reporting and the audit process and considers any permitted non-audit services to be performed by our Auditors. The audit committee held 15 meetings during the year ended December 31, 2006. Mr. Albert M. Weis became Chairman of the audit committee in November 2005. Mr. Sloane was appointed to the audit committee in September 2006 and Mr. Gosin was appointed to the audit committee in February 2007. Mr. Gosin resigned from the audit committee on October 16, 2007. Dr. Koshland was appointed to the audit committee on November 7, 2007.



## **Table of Contents**

During 2006, our audit committee specifically approved the appointment of Deloitte & Touche LLP to be our Auditors for the year ending December 31, 2007. Deloitte was also approved to perform reviews, pursuant to Statement of Accounting Standards No. 71, of our quarterly financial reports for the year ending December 31, 2007, and certain other audit-related services such as accounting consultations. Pursuant to our Audit Committee Charter, the audit committee will pre-approve all audit services, internal control-related services and permitted non-audit services (including the fees and other terms thereof) to be performed for us by Deloitte, subject to the minimum exception for permitted non-audit services that are approved by the audit committee prior to completion of the audit.

During 2006, no director, except for Mr. Amaitis, attended fewer than 75% of the total number of meetings of the board of directors and the committees of which he was a member.

## **Nominating Process**

Our board of directors does not have a separate nominating committee or committee performing similar functions and does not have a nominating committee charter. As a result, all directors participate in the consideration of director nominees that are recommended for selection by a majority of the independent directors as defined by the published listing requirements of NASDAQ. The eSpeed board of directors believes that such participation of all directors is appropriate given the size of the eSpeed board of directors and the level of participation of our independent directors in the nomination process. The eSpeed board of directors will also consider qualified director candidates identified by a member of senior management or by a stockholder. However, it is our general policy to re-nominate qualified incumbent directors and, absent special circumstances, the eSpeed board of directors will not consider other candidates when a qualified incumbent consents to stand for re-election. A stockholder wishing to submit a recommendation for a director candidate should follow the instructions set forth in the section below entitled **Communications with the Board of Directors**.

The board of directors considers the following minimum criteria when reviewing a director nominee: (1) director candidates must have the highest character and integrity, (2) director candidates must be free of any conflict of interest which would violate applicable laws or regulations or interfere with the proper performance of the responsibilities of a director, (3) director candidates must possess substantial and significant experience which would be of particular importance in the performance of the duties of a director, (4) director candidates must have sufficient time available to devote to our affairs in order to carry out the responsibilities of a director and (5) director candidates must have the capacity and desire to represent the best interests of our stockholders. The eSpeed board of directors screens candidates, does reference checks and conducts interviews, as appropriate. The eSpeed board of directors does not evaluate nominees for director any differently because the nominee is or is not recommended by a stockholder.

Mr. Barry R. Sloane was appointed as a member of the board of directors on September 27, 2006. In early 2006, Mr. Lutnick and Mr. Dalton discussed the possible nomination of Mr. Sloane as a member of the board. In June 2006, Mr. Lutnick and Mr. Dalton discussed Mr. Sloane's qualifications with the other members of the board of directors, and Messrs. Weis and Morris agreed to interview him. Following these meetings and discussions with all members of the board of directors, the independent directors then recommended to the full eSpeed board of directors that Mr. Sloane be appointed to the board of directors to fill the vacancy left by Mr. Moran. Mr. Sloane's appointment was elected by the eSpeed board of directors on September 27, 2006.

In October, 2007 Mr. Lutnick discussed with the independent directors the possible nomination of Dr. Koshland as a member of the board of directors. In early November 2007, Messrs. Dalton, Sloane and Weis interviewed Dr. Koshland. Following these meetings and discussions with all members of the board of directors, the independent directors then recommended to the full board that Dr. Koshland be appointed to the board of directors to fill the vacancy left by Mr. Gosin. Dr. Koshland's appointment was approved by the board of directors on November 7, 2007. Dr. Koshland also joined the audit committee and compensation committee.

## **Table of Contents**

### **Executive Sessions**

In order to comply with NASDAQ rules, the board of directors has resolved that it will continue to schedule at least two meetings a year in which the independent directors will meet without the directors who are executive officers of eSpeed.

### **Annual Meetings**

The board of directors has not adopted any specific policy with respect to the attendance of directors at eSpeed's annual meetings of stockholders. At the 2007 annual meeting of stockholders, held on December 13, 2007, all of eSpeed's directors were in attendance.

### **Communications with the Board of Directors**

Stockholders may contact any member of the board of directors, including to recommend a candidate for director, by addressing their correspondence to the director, c/o eSpeed, Inc., Attention Secretary, 110 E. 59th Street, New York, New York 10022. The Secretary will forward all such correspondence to the named director. If you wish to submit any proposals to be considered at a meeting of stockholders, please follow the instructions set forth in the section below entitled "Stockholder Proposals."

### **Compensation of Directors and Executive Officers Before and After the Merger**

The eSpeed's board of directors also has a compensation committee. The members of the compensation committee are currently Messrs. Dalton, Sloane and Weis and Dr. Koshland, all of whom are non-employee directors. The compensation committee is responsible for reviewing and approving all compensation arrangements for our executive officers and for administering our Equity Plan and our Incentive Plan. eSpeed does not have a compensation committee charter. The compensation committee held seven meetings during the year ended December 31, 2006. On September 27, 2006, Mr. Sloane was appointed to the compensation committee, and on February 1, 2007, Mr. Gosin was appointed to the compensation committee. Mr. Gosin resigned from the compensation committee on October 16, 2007. Dr. Koshland was appointed to the compensation committee on November 7, 2007.

### **Compensation Discussion and Analysis**

#### **Compensation Philosophy**

eSpeed's executive compensation program is designed to integrate compensation with the achievement of our short-term and long-term business objectives and to assist us in attracting, motivating and retaining the highest quality executive officers and rewarding them for superior performance. Different programs are geared to short-term and longer-term performance with the goal of increasing stockholder value over the long term.

We believe that the compensation of our executive officers should reflect their success in attaining key operating objectives, such as growth or maintenance of market position, development of new products and marketplaces, meeting established goals for operating earnings and earnings per share, maintenance and development of customer relationships and long-term competitive advantage. We also believe that executive compensation should reflect achievement of individual goals established for specific executive officers at the beginning of the fiscal year as well as reflect specific achievements by such individuals over the course of the year, such as development of specific products or customer relationships or agreements or executing or integrating acquisitions and strategic arrangements. We believe that the performance of the executives in managing our company, considered in light of general economic and specific company, industry and competitive conditions, should be the basis for determining their overall compensation. We also believe that their compensation should not generally be based on the short-term performance of our stock, whether favorable or

---

**Table of Contents**

unfavorable, but rather that the price of our stock will, in the long term, reflect our operating performance, and ultimately, the management of our company by our executives. We believe that the long-term performance of our stock is reflected in executive compensation through our stock option, restricted stock units and other equity incentive programs.

**Overview of Compensation and Process**

Executive compensation is composed of the following components: (i) a base salary, which is designed to attract talented employees and contribute to retaining, motivating and rewarding individual performance; (ii) an incentive cash bonus, which is intended to tie financial reward with the achievement of eSpeed's short-term performance objectives; and (iii) a long-term incentive program, including options and restricted stock units or other equity grants, which is designed to promote the achievement of long-term performance goals and to align the long-term interests of eSpeed's executive officers with those of eSpeed's stockholders. From time to time, we have also used employment agreements, including some specified bonus components, and other discretionary bonuses to attract and retain talented employees. Executive officers also receive health and dental insurance, life insurance, and disability coverage consistent with that offered to other employees of eSpeed. Following the merger with BGC Partners, executives are also expected to be offered the opportunity to make contributions to BGC Holdings in exchange for partnership interests or be granted equity-based awards in BGC Holdings under the Participation Plan or otherwise as described below.

The compensation committee reviews and recommends to the eSpeed board of directors for its approval the salaries and bonuses of eSpeed's executive officers. In addition, the compensation committee approves grants to executive officers and otherwise administers our Equity Plan and Incentive Plan. From time to time, the compensation committee has engaged in discussions with a compensation consultant in connection with its compensation decisions. In 2007, Frederic W. Cook & Co., Inc. advised the compensation committee.

Base salaries for the following year are generally set for our executive officers at the year-end meetings of our compensation committee or in the early part of the next year. At these meetings, our compensation committee also approves the incentive bonuses and any discretionary bonuses for executive officers and grants restricted stock units or stock option awards to our executive officers. At the year-end compensation committee meetings, our Chief Executive Officer makes compensation recommendations to the compensation committee with respect to our executive officers. Such executive officers are not present at the time of these deliberations. Our Chief Executive Officer also makes recommendations with respect to his own compensation, in conjunction with the Chairman of the compensation committee. The compensation committee deliberates on compensation decisions of all executive officers other than the Chief Executive Officer in the presence of the Chief Executive Officer and separately in executive session, as to all executive officers, including the Chief Executive Officer. The compensation committee may accept or adjust such recommendations and makes the sole determination of the compensation of all of our executive officers. Following the merger, these practices are expected to continue with the Co-Chief Executive Officers.

During the first quarter of each fiscal year, it has been the practice of our compensation committee to establish incentive performance goals for executive officers, although the practice of the compensation committee has been to retain negative discretion to reduce or withhold bonus compensation at the end of the year. All executive officers in office at that time are eligible to participate.

We choose to pay each element of compensation in order to attract and retain the necessary executive talent, reward annual performance and provide incentives for our executive officers to focus on long-term strategic goals as well as short-term performance. The amount of each element of compensation is determined by or under the direction of our compensation committee, which considers a number of personal factors to determine the amount of salary, bonus and other benefits to pay each executive officer, including the following: performance in light of corporate and individual objectives; performance of general management responsibilities; operating

**Table of Contents**

earnings and earnings per share; maintenance and development of customer relationships; long-term competitive advantage; value of individual skills in support of long-term and short-term performance of our objectives; and management, leadership and client relationships and satisfaction. In addition, corporate performance factors are considered in determining compensation policies, including achievement of operating profit; improvement in market position or other financial results or metrics reported by us; strategic business criteria, including goals relating to acquisitions or client relationships; stock price and other matters. The compensation committee is aware that certain of our executive officers, including Mr. Lutnick, also receive compensation from our affiliates, including Cantor and BGC Partners, but it generally does not specifically review the amount or nature of such compensation.

Our policy for allocating between currently paid and long-term compensation is to ensure adequate base compensation to attract and retain personnel, while providing incentives to maximize long-term value for eSpeed and its stockholders. Likewise, we provide cash compensation in the form of base salary to meet competitive salary norms and reward good performance on an annual basis and in the form of bonus compensation to reward superior performance against specific short-term goals or in the discretion of the compensation committee. We provide equity compensation to reward superior performance against specific objectives and long-term strategic goals and to assist in retaining executive officers and aligning the interests of eSpeed and its stockholders. Our compensation package for 2007 was weighted approximately 89% in cash compensation and 11% in equity compensation for Mr. Merkel, and less than 10% in equity compensation and 90% in cash compensation for Messrs. Saltzman and Saracino. With respect to Mr. Lutnick, his compensation package for 2007 consisted of 23% in cash compensation and 77% in equity compensation, as determined based on a \$4.95 million valuation of Mr. Lutnick's 2007 options using the Black-Scholes method. As indicated below, Mr. Amaitis did not receive an equity component to his 2007 compensation.

We generally intend that compensation paid to our Chief Executive Officer and our other executive officers not be subject to the limitation on tax deductibility under Section 162(m) of the Code, so long as this can be achieved in a manner consistent with the compensation committee's other objectives. Subject to certain exceptions, Section 162(m) of the Code eliminates a corporation's tax deduction in a given year for payments to certain executive officers in excess of \$1 million, unless the payments are qualified performance-based compensation as defined in Section 162(m) of the Code. We periodically review the potential consequences of Section 162(m) of the Code and may structure the performance-based portion of executive compensation to comply with certain exemptions in Section 162(m) of the Code. However, the compensation committee retains negative discretion to reduce or withhold bonus compensation to our executive officers and also reserves the right to use its judgment to authorize compensation payments that do not comply with the exemptions in Section 162(m) of the Code when it believes that such payments are appropriate, after taking into consideration changing business conditions or the executive officer's performance.

For 2007, compensation decisions were made with respect to the executive officers of eSpeed, Inc. as a stand alone company and did not include compensation in connection with the future roles of certain executives in the Combined Company after the closing of the proposed merger with BGC Partners. eSpeed executive officer compensation for 2007, however, in some cases as set forth below, may reflect efforts by such officers in connection with the negotiation of the merger. Following the merger, the compensation committee of the Combined Company will establish base salary and incentive performance goals for the executive officers of the Combined Company. These base salaries may be equal to or in addition to the base salaries of \$1,000,000 each for Messrs. Lutnick, Amaitis, Lynn and Merkel and \$550,000 for Mr. West expected to be set forth in letter agreements or employment agreements at the closing of the merger. See Proposed Employment Agreements.

**Base Salary Compensation**

We believe that the retention of executive officers who have developed the skills and expertise required to lead our organization is vital to our competitive strength. We further believe that attracting other key employees who can supplement the efforts of our existing executives is absolutely critical. To this end, it is our policy to generally establish base pay at levels comparable to competitors or other companies who employ similarly skilled personnel. We determine these levels by reviewing publicly available information with respect to our peer

## **Table of Contents**

group of companies and others as well as discussions with a compensation consultant engaged by the compensation committee in 2007. We have not traditionally engaged in benchmarking. Our executive officers receive base salaries intended to reflect their skills, roles and responsibilities. Subject to any applicable employment agreements, base salaries and subsequent adjustments, if any, will be reviewed and approved by our compensation committee annually, based on a review of relevant salaries of executives at our peer group of companies, including CBOT Holdings, Inc., Compagnie Financiere Tradition, Chicago Mercantile Exchange Holdings Inc., GFI Group Inc., International Securities Exchange Inc., ICAP PLC, MarketAxess Holdings Inc. and The NASDAQ Stock Market, Inc. and each executive officer's performance for the prior year, as well as each executive officer's experience.

### **Base Salaries Awarded in 2007**

In setting base salaries for fiscal 2007, we considered qualifications, experience and responsibilities of our executive officers. For 2007, we did not make material changes to executive officer base salaries as compared to 2006, except that Mr. Saracino's base salary was increased to \$225,000, and Mr. Saltzman's base salary was increased to \$800,000. With respect to our Chief Executive Officer, we also specifically considered salaries and total compensation packages of executives in our peer group of companies as described above. To date, no adjustments to base salaries for our executive officers have been made for 2008.

### **Bonus Compensation**

We believe that compensation should vary with corporate performance and that a significant portion of compensation should continue to be linked to the achievement of business goals. In 2003, the compensation committee, the board of directors and our stockholders approved the Incentive Plan, which provides a means for the payment of Section 162(m) of the Code qualified performance-based compensation in the form of bonuses to our executive officers while preserving our tax deduction.

Each year, the compensation committee specifies the applicable performance criteria and targets to be used under the Incentive Plan for each performance period. These performance criteria may vary from participant to participant and will be determined by the compensation committee and may be based on one or more of the following financial performance measures:

pre-tax or after-tax net income;

pre-tax or after-tax operating income;

gross revenues;

profit margin;

stock price;

cash flows;

market share;

pre-tax or after-tax earnings per share;

pre-tax or after-tax operating earnings per share;

expenses;

return on equity; or

strategic business criteria consisting of one or more objectives based upon meeting revenues, market penetration, geographic business expansion goals, cost targets and goals relating to acquisitions or divestitures.

The actual bonus awarded to any given participant at the end of a performance period is based on the extent to which the applicable performance goals for such performance period are achieved, as determined by the

**Table of Contents**

compensation committee, and may be paid in cash or in equity interests. In addition, from time to time, the compensation committee may provide for guaranteed bonuses in employment agreements in order to attract and retain talented employees or may grant ad hoc discretionary bonuses when an executive officer is not eligible for the Incentive Plan or when it otherwise considers such bonuses to be appropriate.

In the first quarter of 2007, the compensation committee determined that the executive officers of eSpeed, including Messrs. Lutnick, Amaitis, Merkel, Saltzman and Saracino would be participating executives for 2007 in our Incentive Plan. The compensation committee used the same performance criteria for all executive officers and set 2007 bonus opportunities at a maximum of \$10,000,000, which was the maximum annual amount allowed for 2007 for each individual pursuant to the terms of the Incentive Plan, provided that (i) we achieved operating profits for 2007, or (ii) we achieved improvement as compared to 2006 in gross revenue or total transaction volumes reported in our earnings release, in each case calculated on the same basis as our 2006 earnings release. The compensation committee did not establish any specific thresholds or measures of improvement required to meet such performance criteria as it believed that the specified goals addressed our existing business objectives at that time. The compensation committee, in its sole and absolute discretion, retained the right to reduce the amount of any bonus payment based upon any factors it determined, regardless of whether identified performance objectives had been achieved.

**Bonuses Awarded in 2007**

In its discretion, our compensation committee awarded cash bonuses for 2007 based upon achievement of both identified goals established in the first quarter of 2007. With such corporate performance goals having been met, variations in bonus awards for each executive officer were based further on general performance objectives identified by our Chief Executive Officer, such as performance skills, quality of work product, management and motivation of employees and other general factors relevant to the individual office, as well as participation in certain significant initiatives in 2007. In addition, the compensation committee considered several factors in establishing bonus awards for executive officers for 2007, including pay practices of our peer group identified in our annual meeting proxy statement performance graph and otherwise, individual performance level, changes in pre-tax operating earnings per share from the prior year, individual contributions toward achievement of strategic goals and our overall financial and operating results, participation in the negotiation of the proposed merger with BGC Partners and participation in the creation of the ESX Futures, L.P. futures exchange ( ESX ) with eSpeed and 11 other financial institutions. Specifically, Mr. Saltzman's bonus was based in part on development of particular customer relationships and his role in establishing the ESX futures exchange. Mr. Saltzman was paid a discretionary bonus of \$175,000 in May 2007, which bonus was taken into consideration when paying his additional year-end cash bonus compensation. The compensation committee also considered the \$350,000 Cantor partnership grant to Mr. Saltzman which was made in 2006. Our Chief Executive Officer's bonus was determined based on peer group pay practices, performance level, contribution towards achievement of strategic goals, participation in the BGC Partners merger and creation of the ESX futures exchange and overall operating results. In determining Mr. Merkel's bonus, the compensation committee also noted his significant role in the BGC Partner merger transaction. In 2007, incentive bonuses for executive officers ranged from 25% to 60% of the overall cash compensation paid to such executive officers. Mr. Amaitis did not receive a bonus for 2007 in light of his reduced time commitment to eSpeed as compared to BGC Partners.

***Incentive Bonus Targets for 2008***

Incentive bonus compensation targets have not yet been established by the Compensation Committee for the executive officers of eSpeed, or for the Combined Company, for 2008. The merger agreement provides for the provision, upon the request of BGC Partners, of letter agreements setting forth certain annual target cash bonus amounts, however, the target cash bonus component of the incentive bonus compensation targets set by the Compensation Committee could be less than or exceed such annual target cash bonuses, which are described below under Proposed Employment Agreements.

---

**Table of Contents*****Proposed Employment Agreements***

The merger agreement provides that, prior to completion of the merger, upon the request of BGC Partners, eSpeed will provide each of Howard W. Lutnick, Lee M. Amaitis, Shaun D. Lynn, Stephen M. Merkel and Robert K. West with a letter agreement setting forth an annual base salary of \$1,000,000 per year (except for Mr. West whose letter shall provide for an annual base salary of \$550,000) and annual target cash bonuses of up to the percentages set forth below:

400% of annual base salary for Howard W. Lutnick,

375% of annual base salary for Lee M. Amaitis,

300% of annual base salary for Shaun D. Lynn,

100% of annual base salary for Stephen M. Merkel, and

100% of annual base salary for Robert K. West.

In addition to the target cash bonuses set forth above, the executive officers will be eligible for additional incentive compensation to be paid in the form of equity, partnership units or otherwise.

This merger agreement provision with respect to Messrs. Amaitis and Lynn is expected to be implemented prior to the merger through employment agreements between BGC Partners and each of Mr. Amaitis and Mr. Lynn, which will be assumed at completion of the merger by the Combined Company. Mr. Amaitis' employment agreement will have an initial term of three years, which is extendable for two additional one-year terms with the consent of Mr. Amaitis and BGC Partners, or, after the merger, the Combined Company. In accordance with the letter agreement described above, Mr. Amaitis' employment agreement will provide for a base salary of \$1,000,000 per year, subject to annual review and increase by the compensation committee, with a target cash bonus for 2008 of 375% of base salary. Mr. Lynn's employment agreement will have a five-year term. In accordance with the letter agreement described above, Mr. Lynn's employment agreement will provide for a base salary of \$1,000,000 per year, subject to annual review and increase by the compensation committee, with a target cash bonus for 2008 of 300% of base salary. The target bonus for Mr. Amaitis and Mr. Lynn will be reviewed annually by the compensation committee. Following the merger, Messrs. Lutnick, Merkel and West are expected to be paid by the Combined Company the applicable base salary and target bonus as set forth in the letter agreements to be provided by eSpeed as described above, but not to enter into employment agreements. Upon death, disability or termination in the absence of a change of control, an executive will be paid only accrued salary to the date of death, disability or termination. We currently expect that Mr. Lutnick will spend approximately 50% of his time each year on Combined Company matters, that Mr. Amaitis will spend approximately 90% of his time each year on Combined Company matters and that Mr. Merkel will spend approximately 50% of his time each year on Combined Company matters, although, these percentages may vary depending on business developments at the Combined Company or Cantor or any of their affiliates.

***Grants of Options, Restricted Stock Units and Partnership Interests***

It is our general policy to award options, restricted stock units or other equity-based compensation to our executive officers in order to align their interests with those of our long-term investors and to help attract and retain these persons. Our Equity Plan is designed to reward employees for increases in our stock price and to provide us with optimal flexibility in the way that we do so. It permits our compensation committee to grant stock options, stock appreciation rights, restricted stock and restricted stock units, deferred stock, bonus stock, performance awards, dividend equivalents and other stock-based awards. It is our goal to preserve these incentives as an effective tool in motivating and retaining executives.

We intend that our Equity Plan and the Participation Plan will be the primary vehicles for offering long-term equity incentives to reward our executive officers, including where the compensation committee pays out bonuses under the Incentive Plan in the form of equity interests under the Equity Plan. We also regard our equity





**Table of Contents**

award program as a key retention tool. This is a very important factor in our determination of the type of award to grant and the number of underlying shares that are granted in connection with that award. Because of the direct relationship between the value of an option and the market price of our Class A common stock, we believe that granting stock options is one of the best methods of motivating the executive officers to manage our company in a manner that is consistent with the interests of eSpeed and its stockholders. However, because of the evolution of regulatory, tax and accounting treatment of equity incentive programs and because it is important to us to retain our executive officers, we realize that it is important that we utilize other forms of equity awards as and when we may deem necessary, and our compensation committee retains the right to grant a combination of forms of equity awards to executive officers as it considers appropriate or to differentiate among executive officers with respect to different types of equity awards. The compensation committee has also granted authority to our Chief Executive Officer to grant options or restricted stock units to the non-executive officers of our company. These options or restricted stock units are generally granted and priced on the same date and terms as the grants to executive officers. This practice is expected to continue after the completion of the merger.

Following the merger, executives are also expected to be offered the opportunity to make contributions to BGC Holdings in exchange for partnership interests or be granted equity-based awards in BGC Holdings under the Participation Plan described below. Investments in partnership interests or grants pursuant to the Participation Plan are intended to attract, retain, motivate and reward executive officers by enabling them to acquire or increase their ownership interests in BGC Holdings. Participation by executive officers and the terms of any grants or investments by such executive officers will be subject to the approval of the Combined Company's compensation committee. The Combined Company's compensation committee will have the discretion to determine the price of the purchase right, which may be set at preferential or historical prices that are less than the prevailing fair market value of Combined Company common stock.

**Options and Restricted Stock Units Granted in 2007**

We grant equity awards to our executive officers based upon prior performance, the importance of retaining their services and the potential for their performance to help us attain our long term goals. However, there is no set formula for the granting of equity awards to individual executive officers. Our compensation committee has taken the view in prior periods, and in 2007, that stock option awards for our Chief Executive Officer will have the long-term effect of maximizing stock price and stockholder value.

In 2007, our compensation committee, in consultation with a compensation consultant, granted stock options to our Chief Executive Officer, Mr. Lutnick, and restricted stock units to certain of our executive officers. On December 28, 2007, the compensation committee granted Mr. Lutnick a vested option to purchase 1,000,000 shares of Class A common stock at an exercise price of \$10.82 per share, the closing price on December 28, 2007. The decision to grant Mr. Lutnick stock options rather than restricted stock units was based on the opinion of the compensation committee that such grants would incentivize Mr. Lutnick to generate long-term stockholder value, serve as a long-term retention device and reflect Mr. Lutnick's role in the proposed merger with BGC Partners and the establishment of the ESX futures platform. In December 2007, we also granted restricted stock units to Messrs. Saltzman, Merkel and Saracino, as we believed that this was a way to reward them for and motivate them toward superior performance tied to retention. No equity award was made to Mr. Amaitis for eSpeed in light of his focus on affiliated business, including BGC Partners. On December 28, 2007, the compensation committee also voted to accelerate the vesting of 884,542 restricted stock units and stock options which had been granted in 2006. These equity awards included 771,875 options which had been granted to Mr. Lutnick in 2006. The compensation committee voted to approve the acceleration of the vesting of these awards in order to take any resulting compensation expense in 2007 while eSpeed was a stand-alone entity rather than in 2008 after eSpeed was merged with BGC Partners. In addition, the compensation committee determined that such acceleration of vesting was advisable since the majority of the accelerated equity awards had been granted to Mr. Lutnick, which the compensation committee did not view as a significant retention risk in light of his control of our voting power and substantial investment in our equity. Accordingly, the compensation committee also voted to award Mr. Lutnick's 1,000,000 option grant for 2007 on a fully-vested basis.

---

**Table of Contents**

In 2007, we granted options to purchase approximately 3.2% of our outstanding Class A common stock on a fully-diluted basis to Mr. Lutnick. No other stock option grants were made during 2007, with the exception of grants of options to purchase 7,085 shares of our Class A common stock to two of our independent directors as part of their annual grant of stock options or restricted stock units. During 2007, we granted restricted stock unit awards to purchase 253,205 shares of our Class A Common Stock (approximately 0.8% of our outstanding Class A common stock on a fully-diluted basis). Of this amount, approximately 7.7% was granted to our executive officers, and the balance was granted to other officers, non-employee directors and employees. Mr. Lutnick received these options as compensation for his performance on behalf of our company, his responsibility for the overall strategy of our company and, in order to further align his interests with stockholders, in lieu of other cash compensation which he might otherwise have been awarded.

In June 2007 and December 2007, our board of directors and the compensation committee authorized the acceleration of the vesting of substantially all of the outstanding restricted stock units and options in connection with the closing of the merger. In addition our board of directors and the compensation committee authorized Mr. Lutnick to give assurances to BGC Partners that eSpeed and the Combined Company would grant certain restricted stock units to BGC Partners brokers and back office employees subject to the closing of the merger. In October 2007, the Special Committee agreed that such grants could be made in the form of BGC RSUs or REUs of BGC Holdings. See BGC Grants.

**Timing of Grants**

Equity awards to our executive officers are typically granted annually in conjunction with the review of the individual performance of our executive officers, although interim grants may be considered and approved from time to time. This review generally takes place at the year-end meetings of the compensation committee, which are generally held in a series of meetings in December of each fiscal year. Our policy is to award year-end grants to all employee recipients on the same date and at the same price as grants to our executive officers. Grants, if any, to newly hired employees are effective on the employee's first day of employment. The exercise price of all stock options is set at the closing price of our Class A common stock on NASDAQ on the date of grant. With respect to restricted stock units, grants are generally made based on a dollar value, and the number of shares is determined using the closing price of our Class A common stock on NASDAQ on the date of grant. From time to time, grants may be made on a mid-year or other basis in the event of business developments, changing compensation or other factors, subject to the approval of the compensation committee.

**Perquisites**

eSpeed generally limits the perquisites that we make available to our executive officers. Our executive officers are provided with few benefits that are not otherwise available to all of our employees. In this regard, it should be noted that we do not generally provide pension arrangements, post-retirement health coverage or similar benefits for our executive officers or employees. While we do not view perquisites as a significant element of our comprehensive compensation structure, we do believe that from time to time they can be useful in attracting, motivating and retaining the executive talent for which we compete, especially for executive officers. We believe that these additional benefits may assist our executive officers in performing their duties and provide time efficiencies for our executive officers in appropriate circumstances, and we may consider their use in the future. All present or future practices regarding perquisites will be subject to periodic review by our compensation committee.

In 2007, we did not provide material perquisites to any of our executive officers. We do offer medical, dental, life insurance and short term disability to all employees on a non-discriminatory basis. Medical insurance premiums are charged to employees at varying levels based on total cash compensation, and all of our executive officers were charged at the maximum contribution level in light of their compensation.

Following the merger, the Combined Company may provide certain perquisites to its executive officers as an element of their overall compensation structure. While perquisites are not expected to be a significant element of the compensation structure, they may be useful in attracting, motivating and retaining the executive talent for

## **Table of Contents**

which the Combined Company will compete, especially for executives who perform services abroad as expatriates. From time to time these perquisites might include travel, transportation benefits and housing, particularly for executives who travel frequently to the Combined Company's office locations. These additional benefits are expected to assist executives of the Combined Company in performing their duties and provide time efficiencies. Any practices of the Combined Company in providing perquisites will be subject to periodic review by the Combined Company's compensation committee.

### **Post-Employment Compensation**

#### ***Pension Benefits***

We do not currently provide pension arrangements or post-retirement health coverage for our executives or employees, although we may consider such benefits in the future.

#### ***Retirement Benefits***

Our executive officers are eligible to participate in our 401(k) contributory defined contribution plan, which we refer to as the Deferral Plan. Pursuant to the Deferral Plan, all eligible employees, including executive officers, are provided with a means of saving for their retirement.

#### ***Nonqualified Deferred Compensation***

We do not provide any nonqualified defined contribution or other deferred compensation plans, although we may consider such benefits in the future.

#### ***Other Post-Employment Payments***

All of our executive officers are employees-at-will and as such do not have employment agreements with us, although in connection with the merger, employment agreements and change of control employment agreements are expected to be entered into. See [Change of Control Employment Agreements](#) below and [Proposed Employment Agreements](#) above. We are also not obligated to provide post-employment health coverage or other benefits to our executive officers, although we would become obligated to provide certain post-employment benefits upon assumption of the change of control employment agreements referred to in the preceding sentence.

### **Change of Control Employment Agreements**

Although we do not currently have change of control employment agreements with any of our executive officers, at the discretion of our compensation committee we may choose to enter into such agreements from time to time in the future. In connection with the merger agreement negotiations, BGC Partners proposed that eSpeed agree to an exception to the conduct of business covenant to allow BGC Partners to enter into certain change of control employment agreements prior to the closing of the merger. BGC Partners thought these agreements would attract, retain, motivate and reward the executive officers. BGC Partners and eSpeed agreed that BGC Partners could enter into such agreements as summarized in this paragraph. Specifically, BGC Partners and eSpeed have agreed that, prior to the completion of the merger, BGC Partners may, and is expected to, enter into a change of control employment agreement with each of Messrs. Lutnick, Lynn, Merkel and Amaitis, which will be assumed at completion of the merger by the Combined Company, and which will relate to a change of control of BGC Partners, or, after the merger, the Combined Company, other than the merger contemplated by the merger agreement. The agreements with Messrs. Lutnick, Amaitis and Merkel will provide that, upon a change of control, such executive will have the option to extend his employment for three years after the change of control or to terminate his employment upon the change of control, while the agreement with Mr. Lynn will provide that upon a change of control, the continuing company will have the option to extend the term of his employment for three years after the change of control or to terminate his employment. Each agreement will provide that if (a) the individual's employment is terminated upon the change of control, such executive will receive two times such executive's aggregate compensation for the most recent full fiscal year or (b) the individual's employment is extended, such executive will receive an amount equal to such executive's aggregate compensation for the most recent full fiscal year, and, in each case, such executive will receive full vesting of all stock options and restricted stock units (unless otherwise provided in the applicable award agreement) and

**Table of Contents**

welfare benefit continuation for two years and a pro rata bonus for the year of termination. In addition, these executives will be entitled to a gross-up for any taxes imposed as a result of the application of Section 4999 of the Code. In the event of death or disability, such executive will be paid accrued salary to the date of death or disability.

**Potential Payments Upon Change of Control**

The following table provides information regarding the estimated amounts payable to the individuals named below upon either termination or continued employment upon a change of control, under the change of control employment agreements, described above, in each case assuming that the letter agreements described below under Employment Agreements were in effect and that the change of control had occurred on December 31, 2007 and using the closing market price of eSpeed Class A common stock as of December 31, 2007, the last trading day prior to December 31, 2007.

Name	Salary (\$)	Bonus (\$)	Vesting of Equity Compensation (\$)	Welfare Benefit Continuation (\$)	Gross-Up Payment (\$)	Total (\$)
Howard W. Lutnick						
Termination of Employment	2,000,000	6,000,000		35,524	6,181,883	14,217,407
Extension of Employment	1,000,000	3,000,000			3,090,941	7,090,941
Lee M. Amaitis						
Termination of Employment	2,000,000	5,500,000		47,640	5,211,864	12,759,504
Extension of Employment	1,000,000	2,750,000			2,605,932	6,355,932
Shaun D. Lynn						
Termination of Employment	2,000,000	4,000,000		7,476	4,169,492	10,176,968
Extension of Employment	1,000,000	2,000,000			2,084,746	5,084,746
Stephen M. Merkel						
Termination of Employment	2,000,000	1,000,000	110,784	35,524	2,403,813	5,550,121
Extension of Employment	1,000,000	500,000	110,784		1,244,710	2,855,494

**Cantor Partnership Grants**

With the exception of our Chief Accounting Officer, all of our executive officers are currently partners of Cantor and have a significant portion of their net worth directly invested in Cantor's business. In addition to personal investments, during 2006, Cantor granted to certain eSpeed employees, including one of our former executive officers, Mr. Saltzman, awards of partnership units in Cantor with a notional value of \$950,000. The notional value of Mr. Saltzman's award, granted on August 7, 2006 was \$350,000. No such awards were made in 2007. The awarded Cantor partnership units entitled the employee to participate in quarterly distributions of income by Cantor and receive post-termination payments equal to the notional value of the award in four equal installments on the first, second, third and fourth anniversaries of the employee's termination, provided that the employee has not engaged in any competitive activity with Cantor, eSpeed or any of their affiliates prior to the date each payment is due. These partnership units contain restrictive covenants such as non-competition clauses that provide us with an important retention tool. Mr. Saltzman's entitlement to such post-termination payments vested in six equal annual installments beginning July 1, 2007, provided that as of each such anniversary date Mr. Saltzman was still employed by our company or one of our affiliates and had not breached this agreement. Mr. Saltzman's employment terminated on January 23, 2008 and his partnership award was terminated at that time. See

Paul Saltzman Separation Agreement. The other awards of partnership units in Cantor were fully vested on date of grant. In connection with the merger, any such grant awards held by an employee who provides services exclusively to BGC will be redeemed for a new interest in BGC Holdings, which will continue to vest according to its original schedule.

The partnership unit awards described in the preceding paragraph are accounted for as liability awards under SFAS No. 123 (revised 2004), *Share-Based Payment*, which we refer to as SFAS 123R. For the awards that are not fully vested at grant date, we recognize non-cash compensation expense for the fair value of the awards as the

**Table of Contents**

awards are amortized over the stated vesting periods. For the awards that are fully vested on the date of grant, we recognize non-cash compensation expense at grant date for the fair value of the awards. In addition, the quarterly distributions on such units are included in our compensation expense as a non-cash charge. None of the costs of the various benefits provided under the partnership units in Cantor has been or will be paid by eSpeed; however, eSpeed records a non-cash charge on its income for the amounts that have been or will be paid to the employees by Cantor, with an offsetting amount credited to additional paid-in capital reflecting amounts deemed contributed by Cantor.

Our compensation committee was not involved in the grants of these partnership unit awards by Cantor. The compensation committee was, however, aware of these grants at the time that it made compensation decisions for 2007 and made compensation determinations in light of all factors, including achievement of specified performance goals.

**BGC Partners Grants**

Following the merger, as part of the discretionary compensation paid to executive officers and other key employees, the Combined Company's compensation committee may from time to time authorize the issuance of BGC Holdings grant units, which would be subject to the accounting rules set forth in SFAS 123R.

Prior to the separation, Cantor intends to grant to Mr. Amaitis and Mr. Lynn, respectively, 1,100,000 and 200,000 BGC Partner founding partner units. Cantor expects to agree that these units (along with another 400,000 units owned by Mr. Lynn) will be immediately exchangeable by Messrs. Amaitis and Lynn into Combined Company Class A Common stock on a one-to-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by either of them upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. These grants are intended to incentivize Messrs. Amaitis and Lynn and will be made in addition to any compensation which may be granted to Messrs. Amaitis and Lynn pursuant to the proposed employment letter agreements described above or pursuant to the Incentive Plan for 2008.

For a description of the interests that eSpeed's executive officers will have in BGC Holdings following the merger, please see [Interests of Directors, Executive Officers and Certain Beneficial Owners in the Merger](#).

Prior to the merger, in the third quarter of 2007, BGC and certain of its subsidiaries entered into agreements with certain of their employees pursuant to which the employees agreed to exchange an aggregate of approximately \$7,915,312 of their compensation earned in 2007 for the delivery in 2008 of 990,652 BGC RSUs, which would be issued upon the closing of the merger. These BGC RSUs vest in 50% increments on August 31, 2008 and 2009. In the fourth quarter of 2007, certain employees of BGC and other persons who provide services to BGC were informed that they could expect to receive an aggregate of 276,204 REU interests in lieu of a portion of their discretionary bonus for 2007 having an aggregate estimated value of \$2,817,279 and 148,543 REU interests to be considered as part of their total 2008 compensation having an aggregate estimated value of \$1,515,143, in each case to be delivered in 2008 and issued upon the closing of the merger. The right to receive payment upon redemption of these REU interests will vest in one-third increments on December 14, 2008, 2009 and 2010. The REU interests will only be exchangeable for Combined Company Class A common stock in accordance with terms and conditions of the grant of such REU interests, which terms and conditions will be determined in the sole discretion of the BGC Holdings general partner which, after the merger, will be the Combined Company, in accordance with the terms of the BGC Holdings limited partnership agreement. In addition, in the fourth quarter of 2007, certain employees of BGC and other persons who provide services to BGC were informed that they could expect to receive an aggregate of 182,591 BGC RSUs in lieu of a portion of their discretionary bonus for 2007 having an aggregate estimated value of \$1,862,425 and 1,038,181 BGC RSUs to be considered as part of their total 2008 compensation having an aggregate estimated value of \$10,589,451, in each case to be delivered in 2008 and issued upon the closing of the merger. BGC RSUs vest in one-third increments on December 14, 2008, 2009 and 2010. Generally, REUs were issued to persons who were expected

**Table of Contents**

to be founding partners and partners in BGC Partners and BGC RSUs were issued to persons who were employees of eSpeed and back office employees of BGC Partners or Cantor who had been providing services to BGC Partners. Aggregate estimated values in each case are determined based on the eSpeed stock price on the date of each award.

In addition, in the fourth quarter of 2007, certain executive officers of BGC were informed that they could expect to receive an aggregate of 593,990 REU interests (267,865 for Howard W. Lutnick, 133,932 for Lee Amaitis, 133,932 for Shaun Lynn, 38,171 for Stephen M. Merkel and 20,090 for Robert K. West) for delivery in 2008, which would be issued upon the closing of the merger. These REU interests have an aggregate estimated value of \$6,652,500 (\$3,000,000 for Howard W. Lutnick, \$1,500,000 for Lee Amaitis, \$1,500,000 for Shaun Lynn, 427,500 for Stephen M. Merkel and \$225,000 for Robert K. West). The REUs will only be exchangeable for Combined Company Class A common stock in accordance with terms and conditions of the grant of such REU interests, which terms and conditions will be determined by the BGC Holdings general partner which, after the merger, will be the Combined Company, with the written consent of the BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement. The right to receive payment upon redemption of these REU interests for Messrs. Lutnick, Amaitis and Lynn was immediately vested on December 31, 2007. The right to receive payment upon redemption of these REUs for Messrs. West and Merkel will vest in one-third increments in December 2008, 2009 and 2010. Aggregate estimated values in each case are determined based on the eSpeed stock price on the date of each award.

In addition, BGC Holdings is authorized to issue certain additional REU interests or BGC Partners may issue BGC RSUs in connection with acquisitions and the hiring of new employees prior to the merger. These issuances would be in addition to the 133,860,000 shares of Combined Company common stock and rights to acquire common stock to be issued in the merger and be dilutive to all stockholders. In both cases, upon closing of the merger, the shares ultimately issuable pursuant to the REUs (if exchangeable) and the BGC RSUs will be shares of Combined Company Class A common stock issued pursuant to the BGC Partners Long Term Incentive Plan or similar plan. BGC Holdings has recently entered into an acquisition agreement in connection with which it has agreed to issue \$5 million of REUs upon the closing of the merger.

***Impact of Accounting Changes on Compensation Policy***

Our management and our compensation committee recognize that eSpeed has been, and, following the merger, the Combined Company will be subject to certain SFAS 123R and other accounting charges with respect to its executive officers and other employees; however, our management and our compensation committee do not believe that these accounting charges should be taken into account in the determination of appropriate levels and types of compensation to be made available, even though certain of these accounting charges, both cash and non-cash, will be disclosed in the compensation tables and narratives because they do provide various payments and rights to executive officers that are covered by those tables.

***Paul Saltzman Separation Agreement***

On January 23, 2008, Paul Saltzman resigned as our Chief Operating Officer. In connection with his resignation, Mr. Saltzman entered into an employment separation agreement in which (i) he agreed to provide consulting services to us over a three-year period for total cash compensation of \$2.1 million provided he complies with certain affirmative and restrictive covenants; (ii) Mr. Saltzman's 7,239 restricted stock units issued in December 2007 will be immediately vested; (iii) his December 2004 option to purchase 150,000 shares of our Class A common stock at an exercise price of \$11.47 per share will be extended to expire on the termination date of his consulting period; and (iv) Mr. Saltzman will receive an additional restricted stock unit grant having a value of \$100,000 on the third anniversary of his termination date in the event that he has complied with all of his obligations under the foregoing agreement.

---

**Table of Contents**

**Compensation Committee Report**

The compensation committee has reviewed and discussed the Compensation Discussion and Analysis set forth in this proxy statement with management of the Company and, based on such review and discussions, the compensation committee recommended to the eSpeed board of directors that the Compensation Discussion and Analysis be included in this proxy statement.

THE COMPENSATION COMMITTEE

Barry R. Sloane, Chairman

John H. Dalton

Catherine P. Koshland

Albert M. Weis

**Arrangements with Founding/Working Partners**

***BGC Holdings Founding/Working Partner Interests***

Shaun D. Lynn and Robert K. West, the two individuals who will become executive officers of the Combined Company that are not currently executive officers of eSpeed, are currently partners of Cantor. In connection with the separation and the merger, Messrs. Lynn and West, as well as Mr. Amaitis, will become founding partners of BGC Holdings. These current and future officers have a significant portion of their personal net worth invested directly or indirectly in the business and we believe that their participation in BGC Holdings is helpful in aligning their interests with those of BGC Partners, or, after the merger, the Combined Company's, stockholders. Subject to the approval of the compensation committee of BGC Partners, or, after the merger, of the Combined Company, in its capacity as general partner of BGC Holdings, or its designee, certain of our executive officers may from time to time make additional contributions to BGC Holdings or be granted equity-based awards in BGC Holdings, under the Participation Plan described below.

***BGC Holdings Participation Plan***

In connection with the separation, BGC Partners intends to adopt the Participation Plan as a means to attract, retain, motivate and reward present founding partners, present or prospective restricted equity partners and prospective working partners and executive officers of BGC Partners by enabling such founding/working partners such restricted equity partners and executive officers to acquire or increase their ownership interests in BGC Holdings.

The Participation Plan will be administered by the Combined Company's compensation committee or its designee. The Participation Plan will provide for the grant of BGC Holdings limited partnership interests issuable pursuant to the BGC Holdings limited partnership agreement as of the date of the Participation Plan or as may thereafter be issuable thereunder. The total number of BGC Holdings limited partnership interests issuable under the Participation Plan will be determined from time to time by the board of directors of the Combined Company, provided, that interests exchangeable for or otherwise representing the right to acquire Combined Company common stock may only be granted to the extent such shares are available for issuance under the BGC Partners Long Term Incentive Plan, as amended and restated. The compensation committee will have broad administrative authority to, among other things, select present founding partners, present or prospective restricted equity partners or prospective working partners and executive officers entitled to receive bonus or purchase awards, determine the number and type of partnership interests covered by such awards, including whether such partnership interests will be exchangeable for or otherwise represent the right to receive Combined Company Class A common stock, determine the purchase period and other terms and conditions of any purchase rights and interpret and administer the Participation Plan. The compensation committee will have the discretion to determine the price of any purchase right, which may be set at preferential or historical prices that are less than the prevailing fair market value of Class A common stock.



**Table of Contents**

The Participation Plan will provide that the compensation committee may at any time amend or terminate the Participation Plan, provided that, without the participant's written consent, no such amendment or termination will adversely affect any outstanding purchase rights. Amendments to the Participation Plan will require stockholder approval only if required by applicable laws or applicable regulatory requirements.

The form of the Participation Plan is set forth in Annex I to this proxy statement, and the above description of the Participation Plan is only intended to be a summary of the key provisions of the Participation Plan. Such summary is qualified in its entirety by the actual text of the form of the Participation Plan to which reference is made.

**Repayment of Existing Loans and Required Capital Contributions**

In connection with the separation and prior to the merger, Messrs. Amaitis, Lynn and Merkel, as well as two other individuals who are employed by one or more of our affiliates, will use some of the proceeds that they receive in respect of the redemption of their Cantor limited partnership interests to repay certain loans made or guaranteed by Cantor or to make certain required capital contributions. See Certain Relationships and Related Transactions Before and After the Merger Repayment of Existing Loans and Required Capital Contributions.

**BGC U.S., BGC Global and BGC Holdings Interests; Distribution Rights**

See Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreement, Related Agreements Amended and Restated Limited Partnership Agreements of BGC U.S. and BGC Global and Certain Relationships and Related Transactions Before and After the Merger Continuing Interests in Cantor.

**Executive Compensation****Summary Compensation Table**

(a) Name and Principal Position	(b) Year	(c) Salary (\$)	(d) Bonus (\$)	(e) Stock Awards/ Cantor Partnership Units (\$)(1)	(f) Option Awards (\$)(2)	(g) Non-Equity Incentive Plan Compensation (\$)(3)	(h) Change in Pension Value and Nonqualified Deferred Compensation Earnings (\$)	(i) All Other Compens- ation (\$)	(j) Total (\$)
Howard W. Lutnick,	2007	1,000,000			9,822,186	500,000			11,322,186
Chairman of the Board, Chief Executive Officer and President	2006	1,000,000			146,793	500,000	—	3,000	1,649,793
Frank V. Saracino,	2007	225,000		10,348		75,000			310,348
Chief Accounting Officer (Principal Financial Officer) (4)	2006	160,000	140,000	278					300,278
Lee M. Amaitis,	2007	250,000							250,000
Vice Chairman	2006	250,000							250,000
Stephen M. Merkel,	2007	600,000		51,436		200,000			851,436
Executive Vice President, General Counsel and Secretary	2006	600,000		1,389		150,000		3,000	754,389
Paul Saltzman,	2007	800,000		48,890		850,000			1,698,890
Chief Operating Officer (5)	2006	747,917	200,000	20,446		355,000			1,323,363

- (1) The amounts in column (e) reflect the dollar amount recognized for financial statement reporting purposes for the year ended December 31, 2007 and 2006, respectively, in accordance with SFAS 123R, of restricted stock unit awards pursuant to the Equity Plan and thus may include amounts from awards granted in and prior to 2007 and 2006, respectively. Pursuant to SEC rules, the amounts shown exclude the impact of

**Table of Contents**

- estimated forfeitures. For more information used in the calculations of these amounts, see footnote 14 to eSpeed's audited financial statements for the year ended December 31, 2006, included in eSpeed's Annual Report on Form 10-K/A for the fiscal year ended December 31, 2006, which is incorporated herein by reference. These amounts reflect our accounting expense for these awards and do not correspond to the actual value that will be recognized by the named executive officers.
- (2) The amounts in column (f) reflect the dollar amount recognized for financial statement reporting purposes for the year ended December 31, 2007 and 2006, respectively, in accordance with SFAS 123R, of awards pursuant to the Equity Plan and thus may include amounts from awards granted in and prior to 2007 and 2006, respectively. Pursuant to SEC rules, the amounts shown exclude the impact of estimated forfeitures. For more information used in the calculations of these amounts, see footnote 14 to eSpeed's audited financial statements for the year ended December 31, 2006, included in eSpeed's Annual Report on Form 10-K/A for the fiscal year ended December 31, 2006, which is incorporated herein by reference. These amounts reflect our accounting expense for these awards and do not correspond to the actual value that will be recognized by the named executive officers.
- (3) The amounts in column (g) reflect the cash awards to the named executive officers under the Incentive Plan, which is discussed in further detail under the heading Compensation Discussion and Analysis Bonus Compensation.
- (4) Mr. Saracino was appointed to Chief Accounting Officer on December 13, 2007.
- (5) Mr. Saltzman terminated his employment on January 23, 2008.

**Grants of Plan-Based Awards**

The following table shows all grants of plan-based awards to the named executive officers with respect to the year ended December 31, 2007:

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)
Name	Grant Date	Estimated Future Payouts Under Non-Equity Incentive Plan Awards			Estimated Future Payouts Under Equity Incentive Plan Awards			All Other Grant Awards: Number of Shares of Stock or Units	All Other Option Awards: Number of Securities Underlying Options (#)	Exercise or Base Price of Option Awards (\$/Sh)	Grant Date Fair Value of Stock and Option Awards (\$)(3)
		Threshold (\$)	Target (\$)	Maximum (\$)(1)	Threshold (#)	Target (#)	Maximum (#)	(#)(2)			
Howard W. Lutnick	12/28/07			10,000,000					1,000,000	10.82	4,947,200
Frank V. Saracino	12/14/07							2,451			25,000
Lee M. Amaitis				10,000,000							
Stephen M. Merkel	12/14/07			10,000,000				9,804			100,000
Paul Saltzman	12/20/07							7,239			75,000

- (1) The amounts shown in column (e) reflect the maximum payment under our Incentive Plan. During 2007, there were no specific minimum and target levels under our Incentive Plan. The \$10,000,000 maximum amount was the maximum annual amount available for payment to any one executive officer under the Incentive Plan for 2007, and members of our compensation committee retain negative discretion to award less than this amount even if the performance criteria are met. Actual amounts paid for 2007 are set forth in column (g) of the Summary Compensation Table.
- (2) The amounts shown in column (i) reflect the number of restricted stock units granted to each named executive officer pursuant to our Equity Plan.
- (3) More information used in the calculations of these amounts will be included in the footnotes to eSpeed's audited financial statements for the year ended December 31, 2007, which will be included in eSpeed's Annual Report on Form 10-K for the fiscal year ended December 31, 2007.



**Table of Contents****Outstanding Equity Awards at Fiscal Year End**

The following table shows all unexercised options and restricted stock units that had not vested for each of the named executive officers as of December 31, 2007:

(a) Name	Option Awards					Stock Awards			
	(b) Number of Securities Underlying Unexercised Options (#) Exercisable	(c) Number of Securities Underlying Unexercised Options (#) Unexercisable (1)	(d) Equity Incentive Plan Awards: Number of Securities Underlying Unexercised Options (#)	(e) Option Exercise Price (\$)	(f) Option Expiration Date	(g) Number of Shares or Units of Stock That Have Not Vested (#) (2)	(h) Market Value of Shares or Units of Stock That Have Not Vested (\$)	(i) Equity Incentive Plan Awards: Number of Unearned Shares, or Other Rights That Have Not Vested (#)	(j) Equity Incentive Plan Awards: Market or Payout Value of Unearned Shares, Units or Other Rights That Have Not Vested (\$)
Howard W. Lutnick	2,000,000			22.00	12/10/2009				
	625,000			16.88	11/28/2010				
	1,500,000			5.10	10/19/2011				
	1,000,000			14.39	12/9/2012				
	1,000,000			21.42	12/9/2013				
	1,000,000			13.00	12/20/2014				
	250,000			8.42	8/22/2016				
	800,000			8.80	12/15/2016				
	1,000,000			10.82	12/28/2017				
Frank V. Saracino	7,500			11.47	12/20/2014				
						2,451	27,696		
Lee M. Amaitis	325,000			22.00	12/9/2009				
	50,000			15.13	11/24/2010				
	118,750			5.10	10/19/2011				
	150,000			14.39	12/9/2012				
	200,000			21.42	12/9/2013				
	250,000			11.47	12/20/2014				
Stephen M. Merkel	100,000			22.00	12/10/2009				
	100,000			16.88	11/28/2010				
	110,000			5.10	10/19/2011				
	100,000			14.39	12/9/2012				
	100,000			21.42	12/9/2013				
	100,000			11.47	12/20/2014				
						9,804	110,785		
Paul Saltzman	200,000			17.67	4/29/2014				
	150,000			11.47	12/20/2014				
						7,239	81,801		

- (1) All options listed above are fully vested.
- (2) All restricted stock units listed above vest annually from the date of grant over a three-year period, with 33% vesting on the first anniversary date except that the vesting of Mr. Saltzman's restricted stock units was accelerated in connection with his employment separation agreement dated as of January 23, 2008.

---

**Table of Contents**

**Option Exercises and Stock Vested; Pension Benefits and Nonqualified Deferred Compensation**

Mr. Lee Amaitis exercised 118,750 options on December 31, 2007, which were beneficially owned on behalf of his former wife and held on her behalf pursuant to a domestic relations order. Other than Mr. Amaitis, none of our named executive officers exercised any stock options in 2007. Restricted stock units of 8,331 vested and restricted stock units of 4,167 were accelerated for our named executive officers during 2007. Additionally, none of our named executive officers received any retirement pension benefits or nonqualified deferred compensation from eSpeed during the 2007 fiscal year.

**Employment Agreements**

We entered into an employment agreement with Kevin Foley, our former President, dated April 23, 2004, which we refer to as the Foley Agreement. The Foley Agreement provided for Mr. Foley to serve us as our President for a term beginning on May 3, 2004 and ending on December 31, 2006. The Foley Agreement provided for an annual base salary of \$900,000. In addition, it provided for a bonus payment (i) in 2004 of between \$600,000 and \$900,000 and (ii) in each of 2005 and 2006 of at least \$600,000, subject in each such year to our achievement of certain operating earnings milestones. The Foley Agreement also provided that Mr. Foley would receive options to purchase 500,000 shares of our Class A common stock in accordance with the terms of our Equity Plan. These options were granted to Mr. Foley on May 3, 2004 at an exercise price of \$17.43 per share and vested in equal installments every quarter for four years after the date of grant, provided that all such options would have become fully vested and exercisable upon the death of Mr. Foley while employed. On December 20, 2004, our board of directors accelerated the vesting of the remaining unvested stock options. These options were out-of-the-money at the time of vesting. The Foley Agreement expired on December 31, 2006, and Mr. Foley became President and Chief Executive Officer of Aqua, a new equities venture being launched by eSpeed and Cantor.

We entered into an employment agreement with Paul Saltzman, our Chief Operating Officer, dated April 29, 2004, which we refer to as the Saltzman Agreement. The Saltzman Agreement provided for Mr. Saltzman to serve us in such capacity for a term beginning on May 24, 2004 and ending on December 31, 2006. The Saltzman Agreement provided for a signing bonus of \$50,000, an annual base salary of \$500,000 and a guaranteed bonus payment of \$300,000 in each of 2004, 2005 and 2006. The Saltzman Agreement also provided that Mr. Saltzman would receive options to purchase 200,000 shares of our Class A common stock in accordance with the terms of our Equity Plan. These options were granted to Mr. Saltzman on April 29, 2004 at an exercise price of \$17.67 per share and vested in equal installments every quarter for four years after the date of grant, provided that all such options would have become fully vested and exercisable upon the death of Mr. Saltzman while employed. On December 20, 2004, our board of directors accelerated the vesting of the remaining unvested stock options. These options were out-of-the-money at the time of vesting. On March 15, 2006, we amended the Saltzman Agreement. The amendment provided for an annual base salary of \$800,000 and an annual bonus of \$200,000 in 2006. The amended Saltzman Agreement expired on December 31, 2006.

The merger agreement provides that, prior to completion of the merger, upon the request of BGC Partners, eSpeed will provide each of Howard W. Lutnick, Lee M. Amaitis, Shaun D. Lynn, Stephen M. Merkel and Robert K. West with a letter agreement setting forth an annual base salary of \$1,000,000 per year (except for Mr. West whose letter shall provide for an annual base salary of \$550,000) and annual cash target bonuses of up to the percentages set forth below:

400% of annual base salary for Howard W. Lutnick,

375% of annual base salary for Lee M. Amaitis,

300% of annual base salary for Shaun D. Lynn,

100% of annual base salary for Stephen M. Merkel, and

100% of annual base salary for Robert K. West.



---

**Table of Contents**

In addition to the target cash bonuses set forth above, the executive officers will be eligible for additional incentive compensation to be paid in the form of equity, partnership units or otherwise.

This merger agreement provision with respect to Messrs. Amaitis and Lynn is expected to be implemented prior to the merger through employment agreements between BGC Partners and each of Mr. Amaitis and Mr. Lynn, which will be assumed at completion of the merger by the Combined Company. Mr. Amaitis' employment agreement will have an initial term of three years, which is extendable for two additional one-year terms with the consent of Mr. Amaitis and BGC Partners, or, after the merger, the Combined Company. In accordance with the letter agreement described above, Mr. Amaitis' employment agreement will provide for a base salary of \$1,000,000 per year, subject to annual review and increase by the compensation committee, with a target bonus for 2007 of 275% of base salary. Mr. Lynn's employment agreement will have a five-year term. In accordance with the letter agreement described above, Mr. Lynn's employment agreement will provide for a base salary of \$1,000,000 per year, subject to annual review and increase by the compensation committee, with a target bonus for 2008 of 200% of base salary. The target bonus for Mr. Amaitis and Mr. Lynn will be reviewed annually by the compensation committee. Following the merger, Messrs. Lutnick, Merkel and West are expected to be paid by the Combined Company the applicable base salary and target bonus as set forth in the letter agreements to be provided by eSpeed as described above, but not to enter into employment agreements. Upon death, disability or termination in the absence of a change of control, an executive will be paid only accrued salary to the date of death, disability or termination. These bonuses are in addition to any bonuses in connection with the merger which may be received by any of these executive officers.

**Compensation of Directors**

Directors who are also our employees do not receive additional compensation for serving as directors. Under our current policy, we pay to each non-employee director annual compensation of \$25,000. We also pay \$2,000 for each meeting of our board of directors and \$1,000 for each meeting of a committee of our board of directors actually attended, whether in person or by telephone. Under our policy, none of our non-employee directors is paid more than \$3,000 in the aggregate for attendance at meetings held on the same date. Non-employee directors also are reimbursed for all out-of-pocket expenses incurred in attending meetings of our board of directors or committees of our board of directors.

In addition to the cash compensation described above, under our current policy, upon the appointment or initial election of a non-employee director, at the option of such non-employee director, we issue to each non-employee director either (i) restricted stock units equal to the value of shares of our Class A common stock that could be purchased for \$70,000 at the closing price of such Class A common stock on the trading date of the appointment or initial election of a non-employee director (rounded down to the next whole share) or (ii) options having an equivalent value, based on a Black-Scholes formula, of shares of our Class A common stock that could be purchased for \$70,000 at the closing price of such Class A common stock on the trading date of such meeting (rounded down to the next whole share). The restricted stock units issued upon the appointment or initial election of a non-employee director vest equally on each of the first two anniversaries of the grant date, provided that the non-employee director is a member of our board of directors at the opening of business on such date. The options granted upon the appointment or initial election of a non-employee director vest equally on each of the first two anniversaries of the grant date, provided that the optionee is still a non-employee director of our board of directors at the opening of business on such date.

We also grant to each non-employee director on an annual basis, in consideration for services provided, at the option of such non-employee director, either (i) restricted stock units equal to the value of shares of our Class A common stock that could be purchased for \$35,000 at the closing price of such Class A common stock on the date of such meeting (rounded down to the next whole share) or (ii) options having an equivalent value, based on a Black-Scholes formula, of shares of our Class A common stock that could be purchased for \$35,000 at the closing price of such Class A common stock on the trading date of such meeting (rounded down to the next whole share). The restricted stock units granted on an annual basis vest on the first anniversary of the grant date, provided that the non-employee director is a member of our board of directors at the opening of business on such

**Table of Contents**

date. The options granted on an annual basis vest on the first anniversary of the grant date, provided that the optionee is still a non-employee director of our board of directors at the opening of business on such date.

The restricted stock units and options described above are granted pursuant to our Equity Plan. Such restricted stock units and options are subject to the terms and conditions of the Equity Plan under which they are awarded and the execution and delivery of agreements with each recipient. Each option has a term of 10 years, and the exercise price for each option is equal to the closing price for the Class A common stock on the date of grant, as reported on the NASDAQ Global Market.

**Director Compensation for the Year Ended December 31, 2007**

The table below summarizes the compensation paid by us to non-employee directors for the year ended December 31, 2007:

(a) Name(1)	(b) Fees Earned or Paid in Cash (\$)	(c) Stock Awards (\$)(2)	(d) Option Awards (\$)(3)	(e) Non-Equity Incentive Plan Compensation (\$)	(f) Change in Pension Value and Nonqualified Deferred Compensation Earnings	(g) All Other Compensation (\$)	(h) Total (\$)
Albert M. Weis, Director	185,000		47,528				232,528
John H. Dalton, Director	177,000		47,528				224,528
Barry R. Sloane, Director	197,000	59,788					256,788
Catherine P. Koshland, Director (4)	12,250	70,000					82,250
Barry Gosin (5) Former Director	156,750						156,750

- (1) Howard Lutnick, eSpeed's Chairman of the Board, Chief Executive Officer and President, and Lee Amaitis, the eSpeed's Vice Chairman, are not included in this table as they are employees of our company and thus received no compensation for their services as directors. The compensation received by Messrs. Lutnick and Amaitis as employees of our company is shown in the Summary Compensation Table.
- (2) Reflects the dollar amount recognized for financial statement reporting purposes for the year ended December 31, 2007 in accordance with SFAS 123R, and thus may include amounts from awards granted in and prior to 2007. In 2007, the fair value of the stock awards granted to each director was as follows: Albert M. Weis: none; John H. Dalton: none; Barry R. Sloane: \$35,000; Catherine P. Koshland: \$105,000 and Barry Gosin: \$70,000. More information used in the calculation of these amounts will be included in the footnotes to eSpeed's audited financial statements for the year ended December 31, 2007, which will be included in eSpeed's Annual Report on Form 10-K for the fiscal year ended December 31, 2007. As of December 31, 2007, each director had the following number of restricted stock units outstanding: Albert M. Weis: none; John H. Dalton: none; Barry R. Sloane: 3,421; Catherine P. Koshland: 3,421 and Barry Gosin: none.
- (3) Reflects the dollar amount recognized for financial statement reporting purposes for the year ended December 31, 2007 in accordance with SFAS 123R, and thus includes amounts from options granted in and prior to 2007. In 2007, the fair value of the awards granted to each director was as follows: Albert M. Weis: \$35,000; John H. Dalton: \$35,000; Barry R. Sloane: none; Catherine P. Koshland: none and Barry Gosin: none. More information used in the calculation of these amounts will be included in the footnotes to eSpeed's audited financial statements for the year ended December 31, 2007, which will be included in eSpeed's Annual Report on Form 10-K for the fiscal year ended December 31, 2007. As of December 31,



**Table of Contents**

2007, each director had the following number of options outstanding: Albert M. Weis: 74,619; John H. Dalton: 84,619; Barry R. Sloane: none; Catherine P. Koshland: none and Barry Gosin: none.

(4) Ms. Koshland was initially appointed as a director on November 7, 2007.

(5) Mr. Gosin was initially appointed as a director on February 7, 2007 and resigned as a director on November 7, 2007.

**Compensation Committee Interlocks and Insider Participation**

The compensation committee of our board of directors currently consists of Messrs. Dalton, Sloane and Weis and Dr. Koshland. All of the members of our compensation committee are non-employee directors and are not former officers. During 2007, none of our executive officers served as a member of the board of directors or on the compensation committee of a corporation where any of its executive officers served on our compensation committee or on our board of directors.

**Table of Contents**

**SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS  
AND MANAGEMENT BEFORE AND AFTER THE MERGER**

**By Management.** The following table sets forth certain information, as of January 24, 2008, with respect to the beneficial ownership of our common equity by: (i) each of our current directors and the Combined Company's directors after the merger; (ii) each of our current executive officers and the Combined Company's executive officers after the merger; and (iii) all current and future executive officers and directors and nominees as a group. Each person listed below can be reached at our headquarters located at 110 East 59th Street, New York, New York 10022. Shares of Class B common stock are convertible into shares of Class A common stock at any time in the discretion of the holder on a one-for-one basis. Accordingly, a holder of Class B common stock is deemed to be the beneficial owner of an equal number of shares of Class A common stock for purposes of this table.

Name	Pre-Merger Beneficial Ownership(1)				Post-Merger Beneficial Ownership			
	Class A common stock		Class B common stock		Class A common stock		Class B common stock	
	Shares	%	Shares	%	Shares	%	Shares	%
Howard W. Lutnick	31,813,155(2)	53.0%(3)	19,497,800(4)	100%	53,782,226(16)	65.6%(17)	19,497,900(18)	100%
Lee M. Amaitis	1,197,262(5)	3.7%(6)			2,689,743(19)	4.8%(20)		
Shaun D. Lynn	192,188(7)	*			1,284,508(21)	2.4%(22)		
Stephen M. Merkel	631,460(8)	2.0%(9)			631,460(23)	1.2%(24)		
Frank V. Saracino	8,636(10)	*			8,636	*		
Robert K. West								
John H. Dalton	79,734(11)	*			79,734	*		
Albert M. Weis	85,034(12)	*			85,034	*		
Barry R. Sloane	4,070(13)	*			4,070	*		
Catherine P. Koshland	6,591(14)	*			6,591	*		
All current and future directors and nominees and executive officers as a group (10 persons)	34,018,130	54.5%(15)	19,497,800	100%	58,572,002	67.4%(25)	19,497,900	100%

\* Less than 1%

Will serve as an executive officer beginning with the consummation of the merger.

Mr. Saracino will serve in a capacity that is not deemed an executive officer position after the merger.

- (1) Based upon information supplied by directors, nominees and executive officers, and filings under Sections 13 and 16(a) of the Exchange Act.
- (2) Consists of (1) 9,175,000 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008, (2) 1,631,337 shares of Class A common stock held by Cantor, (3) 19,449,055 shares of Class B common stock held by Cantor, (4) 388,812 shares of Class A common stock held by CFGM, (5) 48,745 shares of Class B common stock held by CFGM, (6) 940,673 shares of Class A common stock held directly by Mr. Lutnick, (7) 3,944 shares of Class A common stock held in Mr. Lutnick's 401(k) account and (8) 175,589 shares of Class A common stock held by a trust for the benefit of descendants of Mr. Lutnick, of which Mr. Lutnick's wife is one of two trustees and Mr. Lutnick has limited powers to remove and replace such trustees. CFGM is the managing general partner of Cantor, and Mr. Lutnick is the President and sole stockholder of CFGM. Cantor has pledged to eSpeed, pursuant to a Pledge Agreement, dated as of July 26, 2007, such number of shares of eSpeed Class A and Class B common stock as equals 125% of the principal amount of the loan amount outstanding on any given date, as security for loans eSpeed has agreed to make to Cantor from time to time in the amount of up to \$100,000,000. Based on the closing price of \$11.67 per share of eSpeed Class A common stock on January 24, 2008, and the entire available loan amount being outstanding, this pledge would cover 10,711,225 shares.
- (3) Percentage based on (1) 31,300,863 shares of Class A common stock outstanding on January 24, 2008, (2) 19,497,800 shares of Class A common stock acquirable upon conversion of 19,497,800 shares of Class B common stock and (3) 9,175,000 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008.

**Table of Contents**

- (4) Consists of (1) 19,449,055 shares of Class B common stock held by Cantor and (2) 48,745 shares of Class B common stock held by CFGM. Cantor has pledged to eSpeed, pursuant to a Pledge Agreement, dated as of July 26, 2007, such number of shares of eSpeed Class A and Class B common stock as equals 125% of the principal amount of the loan amount outstanding on any given date, as security for loans eSpeed has agreed to make to Cantor from time to time in the amount of up to \$100,000,000. Based on the closing price of \$11.67 per share of eSpeed Class A common stock on January 24, 2008 and the entire available loan amount being outstanding, this pledge would cover 10,711,225 shares.
- (5) Consists of (1) 1,093,750 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008 and (2) 103,512 shares of Class A common stock held directly by Mr. Amaitis.
- (6) Percentage based on (1) 31,300,863 shares of Class A common stock outstanding on January 24, 2008, and (2) 1,093,750 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008.
- (7) Consists of 192,188 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008.
- (8) Consists of (1) 610,000 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008, (2) 15,688 shares of Class A common stock held directly by Mr. Merkel, (3) 3,522 shares of Class A common stock held in Mr. Merkel's 401(k) account and (4) 2,250 shares of Class A common stock beneficially owned by Mr. Merkel's spouse.
- (9) Percentage based on (1) 31,300,863 shares of Class A common stock outstanding on January 24, 2008, and (2) 610,000 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008.
- (10) Consists of 7,500 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008, and 1,136 shares of Class A common stock held directly by Mr. Saracino.
- (11) Consists of (1) 77,534 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008, and (2) 2,200 shares of Class A common stock held directly by Mr. Dalton.
- (12) Consists of (1) 67,534 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008, (2) 10,500 shares of Class A common stock held directly by Mr. Weis and (3) 7,000 shares of Class A common stock, of which 1,000 shares are beneficially owned by Mr. Weis's spouse, 3,000 shares are held in trust for Mr. Weis's children and 3,000 shares are beneficially owned by Mr. Weis's children.
- (13) Consists of 4,070 shares of Class A common stock held directly by Mr. Sloane.
- (14) Consists of 6,591 shares of Class A common stock held directly by Ms. Koshland.
- (15) Percentage based on (1) 31,300,863 shares of Class A common stock outstanding on January 24, 2008, (2) 19,497,800 shares of Class A common stock acquirable upon conversion of 19,497,800 shares of Class B common stock outstanding on January 24, 2008 and (3) 11,573,506 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008.
- (16) Consists of (1) 9,175,000 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008, and on the effective date of the merger, (2) 23,600,308 shares of Class A common stock held by Cantor, (3) 19,449,155 shares of Class B common stock held by Cantor, (4) 388,812 shares of Class A common stock held by CFGM, (5) 48,745 shares of Class B common stock held by CFGM, (6) 940,673 shares of Class A common stock held directly by Mr. Lutnick, (7) 3,944 shares of Class A common stock held in Mr. Lutnick's 401(k) account and (8) 175,589 shares of Class A common stock held by a trust for the benefit of descendants of Mr. Lutnick, of which Mr. Lutnick's wife is one of two trustees and Mr. Lutnick has limited powers to remove and replace such trustees. CFGM is the managing general partner of Cantor, and Mr. Lutnick is the President and sole stockholder of CFGM. Cantor has pledged to eSpeed, pursuant to a Pledge Agreement, dated as of July 26, 2007, such number of shares of eSpeed Class A and Class B common stock as equals 125% of the principal amount of the loan amount outstanding on any given date, as security for loans eSpeed has agreed to make to Cantor from time to time in the amount of up to \$100,000,000. Based on the closing price of \$11.67 per share of eSpeed Class A

**Table of Contents**

- common stock on January 24, 2008, and the entire available loan amount being outstanding, this pledge would cover 10,711,225 shares.
- (17) Percentage based on (1) 31,300,863 shares of Class A common stock outstanding on January 24, 2008, (2) 21,968,971 shares of Class A common stock on the effective date of the merger, (3) 19,497,900 shares of Class A common stock acquirable upon conversion of 19,497,900 shares of Class B common stock outstanding on January 24, 2008, and (4) 9,175,000 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008.
- (18) Consists of (1) 19,449,155 shares of Class B common stock held by Cantor and (2) 48,745 shares of Class B common stock held by CFGM on the effective date of the merger. Cantor has pledged to eSpeed, pursuant to a Pledge Agreement, dated as of July 26, 2007, such number of shares of eSpeed Class A and Class B common stock as equals 125% of the principal amount of the loan amount outstanding on any given date, as security for loans eSpeed has agreed to make to Cantor from time to time in the amount of up to \$100,000,000. Based on the closing price of \$11.67 per share of eSpeed Class A common stock on January 24, 2008, and the entire available loan amount being outstanding, this pledge would cover 10,711,225 shares.
- (19) Consists of (1) 1,093,750 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008, (2) 103,512 shares of Class A common stock and (3) 1,492,481 of BGC Holdings founding partnership interests immediately exchangeable into Class A common stock on a one-for-one basis upon consummation of the merger. The amount excludes 1,569,922 BGC Holdings founding partner interests, which will not be exchangeable as of the closing of the merger and 392,481 distribution rights held by Mr. Amaitis.
- (20) Percentage based on (1) 31,300,863 shares of Class A common stock outstanding on January 24, 2008, (2) 1,093,750 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008, (3) 1,492,481 of BGC Holdings founding partner interests immediately exchangeable into Class A common stock on a one-for-one basis and (4) 21,968,971 shares of Class A common stock outstanding on the effective date of the merger.
- (21) Consists of (1) 192,188 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008, and (2) 1,092,320 of BGC Holdings founding partner interests immediately exchangeable into Class A common stock on a one-for-one basis upon consummation of the merger. The amount excludes 1,569,279 BGC Holdings founding partner interests held by Mr. Lynn, which will not be exchangeable as of the closing of the merger.
- (22) Percentage based on (1) 31,300,863 shares of Class A common stock outstanding on January 24, 2008, (2) 192,188 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008, (3) 1,092,320 BGC Holdings founding partner interests immediately exchangeable into Class A common stock on a one-for-one basis and (4) 21,968,971 shares of Class A common stock outstanding on the effective date of the merger.
- (23) Consists of (1) 610,000 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008, (2) 15,688 shares of Class A common stock held directly by Mr. Merkel, (3) 3,522 shares of Class A common stock held in Mr. Merkel's 401(k) account and (4) 2,250 shares of Class A common stock beneficially owned by Mr. Merkel's spouse. The amount excludes 224,370 distribution rights held by Mr. Merkel.
- (24) Percentage based on (1) 31,300,863 shares of Class A common stock outstanding on January 24, 2008, (2) 610,000 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008, and (3) an additional 21,968,971 shares of Class A common stock outstanding on the effective date of the merger.
- (25) Percentage based on (1) 31,300,863 shares of Class A common stock outstanding on January 24, 2008, (2) an additional 21,968,971 shares of Class A common stock outstanding on the effective date of the merger, (3) 19,497,900 shares of Class A common stock acquirable upon conversion of 19,497,900 shares of Class B common stock outstanding on January 24, 2008, (4) 11,573,506 shares of Class A common stock subject to options currently exercisable or exercisable within 60 days of January 24, 2008, and (5) 2,608,208 BGC Holdings founding partner interests immediately exchangeable into Class A shares of common stock on a one-for-one basis.

**Table of Contents**

**By Others.** The following table sets forth certain information, as of January 24, 2008, with respect to the beneficial ownership of our common equity by each person or entity known to us to beneficially own more than 5% of a class of our common equity, other than our directors, nominees and executive officers. Unless indicated otherwise, the address of each entity listed is 110 East 59th Street, New York, New York 10022, and each entity listed has sole voting and investment power over the shares beneficially owned. Shares of Class B common stock are convertible into shares of Class A common stock at any time in the discretion of the holder on a one-for-one basis. Accordingly, a holder of Class B common stock is deemed to be the beneficial owner of an equal amount of number of shares of Class A common stock for purposes of this table.

Name	Pre-Merger Beneficial Ownership				Post-Merger Beneficial Ownership			
	Class A		Class B		Class A		Class B	
	common stock		common stock		common stock		common stock	
	Shares	%	Shares	%	Shares	%	Shares	%
Cantor Fitzgerald, L.P. (16)	21,080,392(1)	41.5(2)	19,449,055	99.8(3)	43,049,463(9)	59.2(10)	19,449,155(17)	99.8(11)
CF Group Management, Inc. (16)	21,517,949(4)	42.4(5)	19,497,800(6)	100.0(3)	43,487,020(12)	59.8(13)	19,497,900(14)	100.0(11)
Downtown Associates, L.L.C.	4,253,891(7)	13.6(8)			4,253,891	8.0(15)		

- (1) Consists of (1) 1,631,337 shares of Class A common stock and (2) 19,449,055 shares of Class B common stock.
- (2) Percentage based on 31,300,863 shares of Class A common stock outstanding on January 24, 2008 and 19,497,800 shares of Class A common stock acquirable upon conversion of 19,497,800 shares of Class B common stock.
- (3) Percentage based on 19,497,800 shares of Class B common stock outstanding on January 24, 2008.
- (4) Consists of (1) 388,812 shares of Class A common stock held by CFGM, (2) 48,745 shares of Class B common stock held by CFGM, (3) 1,631,337 shares of Class A common stock held by Cantor and (4) 19,449,055 shares of Class B common stock held by Cantor. CFGM is the managing general partner of Cantor.
- (5) Percentage based on 31,300,863 shares of Class A common stock outstanding on January 24, 2008 and 19,497,800 shares of Class A common stock acquirable upon conversion of 19,497,800 shares of Class B common stock.
- (6) Consists of (1) 48,745 shares of Class B common stock held by CFGM and (2) 19,449,055 shares of Class B common stock held by Cantor. CFGM is the managing general partner of Cantor.
- (7) As set forth in a Form 4 reporting changes in beneficial ownership as of August 22, 2007 filed on August 23, 2007. According to the Form 4, the shares of Class A common stock are held by Downtown Associates I, L.P., Downtown Associates II, L.P., Downtown Associates III, L.P. and Downtown Associates V, L.P., which we collectively refer to as the Downtown Funds. The general partner of the Downtown Funds is Downtown Associates, L.L.C., which we refer to as the General Partner. Mr. Juvonen, as the managing member of the General Partner, has sole power to vote and direct the disposition of all shares of our Class A common stock held by the Downtown Funds. The business address of Mr. Juvonen, the General Partner and the Downtown Funds is c/o Downtown Associates, L.L.C., 674 Unionville Road, Suite 105, Kennett Square, Pennsylvania 19348.
- (8) Percentage based on 31,300,863 shares of Class A common stock outstanding on January 24, 2008.
- (9) Consists of (1) 1,631,337 shares of Class A common stock, (2) 21,968,971 shares of Class A common stock on the effective date of the merger and (3) 19,449,155 shares of Class B common stock on the effective date of the merger. Excludes (1) 60,184,065 shares of Class A common stock into which BGC Holdings exchangeable limited partnership interests that will be held by Cantor after the merger will be exchangeable on a one-for-one basis (subject to customary anti-dilution adjustments), one year after the merger and (2) 20,000,000 shares of Class A common stock into which BGC Holdings exchangeable limited partnership interests that will be held by Cantor after the merger will be exchangeable on a one-for-one basis (subject to customary anti-dilution adjustments), upon the earlier of one year after the merger or a broad-based public offering including all shares of Combined Company Class A common stock received upon such exchange, underwritten by a nationally recognized investment bank, in each case provided Cantor does not exchange such interests into Class B common stock.
- (10) Percentage based on (1) 31,300,863 shares of Class A common stock outstanding on January 24, 2008, (2) an additional 21,968,971 shares of Class A common stock outstanding on the effective date of the merger and (3) 19,497,900 shares of Class A common stock acquirable upon conversion of 19,497,900 shares of Class B common stock outstanding on January 24, 2008.



**Table of Contents**

- (11) Percentage based on 19,497,900 shares of Class B common stock outstanding on the effective date of the merger.
- (12) Consists of (1) 388,812 shares of Class A common stock held by CFGM, (2) 48,745 shares of Class B common stock held by CFGM, (3) 23,600,308 shares of Class A common stock held by Cantor and (4) 19,449,155 shares of Class B common stock held by Cantor on the effective date of the merger. CFGM is the managing general partner of Cantor.
- (13) Percentage based on (1) 31,300,863 shares of Class A common stock outstanding on January 24, 2008, (2) an additional 21,968,971 shares of Class A common stock outstanding on the effective date of the merger and (3) 19,497,900 shares of Class A common stock acquirable upon conversion of 19,497,900 shares of Class B common stock outstanding on January 24, 2008.
- (14) Consists of (1) 48,745 shares of Class B common stock held by CFGM and (2) 19,449,155 shares of Class B common stock held by Cantor on the effective date of the merger. CFGM is the managing general partner of Cantor.
- (15) Percentage based on (1) 31,300,863 shares of Class A common stock outstanding on January 24, 2008, and (2) an additional 21,968,971 shares of Class A common stock outstanding on the effective date of the merger.
- (16) Cantor has pledged to eSpeed, pursuant to a Pledge Agreement, dated as of July 26, 2007, such number of shares of eSpeed Class A and Class B common stock as equals 125% of the principal amount of the loan amount outstanding on any given date, as security for loans eSpeed has agreed to make to Cantor from time to time in the amount of up to \$100,000,000. Based on the closing price of \$11.67 per share of eSpeed Class A common stock on January 24, 2008, and the entire available loan amount being outstanding, this pledge would cover 10,711,225 shares.
- (17) Excludes (1) 60,184,065 shares of Class B common stock into which BGC Holdings exchangeable limited partnership interests that will be held by Cantor after the merger will be exchangeable, or upon Cantor's election, shares of Class A common stock, in each case on a one-for-one basis (subject to customary anti-dilution adjustments), commencing one year after the merger and (2) 20,000,000 shares of Class B common stock into which BGC Holdings exchangeable limited partnership interests that will be held by Cantor after the merger will be exchangeable, or upon Cantor's election, shares of Class A common stock, in each case on a one-for-one basis (subject to customary anti-dilution adjustments), after the one-year anniversary of completion of the merger or earlier in connection with a registered public offering of Combined Company common stock underwritten by a nationally recognized investment bank.

**Equity Compensation Plan Information as of December 31, 2007**

	Number of securities to be issued upon exercise of outstanding options, warrants and rights (a)	Weighted average exercise price of outstanding options, warrants and rights (b)	Number of securities remaining available for future issuance under equity compensation plans (excluding securities reflected in column (a)) (c)
Equity Plan (approved by security holders)	15,832,016	14.58	2,667,984
Equity compensation plans not approved by security holders			
<b>Total</b>	<b>15,832,016</b>	<b>14.58</b>	<b>2,667,984</b>

---

**Table of Contents**

**CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS BEFORE  
AND AFTER THE MERGER**

**Review, Approval and Ratification of Transactions with Related Persons**

The general policy of eSpeed and its audit committee is that all material transactions with a related party, including transactions with Cantor and, prior to the completion of the merger, BGC Partners or its affiliates, the relationship between eSpeed and Cantor and, prior to the completion of the merger, BGC Partners and its affiliates pursuant to the JSA, the existing administrative services agreement and other agreements with related parties, as well as all material transactions in which there is an actual, or in some cases, perceived, conflict of interest, are subject to prior review and approval by eSpeed's audit committee which shall determine whether such transactions or proposals are fair and reasonable to eSpeed stockholders. In general, potential related-party transactions are identified by eSpeed's management and discussed with the audit committee at audit committee meetings. Detailed proposals, including, where applicable, financial and legal analyses, alternatives and management recommendations, are provided to the audit committee with respect to each issue under consideration and decisions are made by the audit committee with respect to the foregoing related-party transactions after opportunity for discussion and review of materials. When applicable, the audit committee requests further information and from time to time requests guidance or confirmation from internal or external counsel or auditors.

From and after the closing date of the merger until six months after Cantor ceases to hold 5% of the Combined Company's voting power, transactions or arrangements between the Combined Company and Cantor will be subject to prior approval by a majority of the Combined Company board of directors that the Combined Company has found to qualify as independent in accordance with the published listing requirements of NASDAQ.

**Independence of Directors**

The eSpeed board of directors has determined that each of Messrs. Sloane, Dalton and Weis and Dr. Koshland qualifies as an independent director in accordance with the published listing requirements of NASDAQ. The eSpeed board of directors does not expect the transactions contemplated by the merger agreement to change such determination. The NASDAQ independence definition consists of a series of objective tests, including that the director is not an officer or employee of ours and has not engaged in various types of business dealings with us. In addition, as further required by NASDAQ rules, the eSpeed board of directors has made a subjective determination with respect to each independent director that no relationships exist which, in the opinion of the eSpeed board, would interfere with the exercise of independent judgment by each such director in carrying out the responsibilities of a director. In making these determinations, our board reviewed and discussed information provided by the individual directors and us with regard to each director's business and personal activities as they may relate to us and our management.

**The Formation Transactions**

Concurrently with eSpeed's initial public offering in December 1999, Cantor contributed to eSpeed certain of its assets. These assets primarily consisted of the proprietary software, network distribution systems, technologies and related contractual rights that comprise the eSpeed® system. In exchange for these assets, eSpeed issued to Cantor 43,999,900 shares of its Class B common stock, representing approximately 98% of the voting power of eSpeed capital stock outstanding at the time. Cantor converted 3,350,000 of these shares into the shares of eSpeed Class A common stock which it sold in eSpeed's initial public offering in December 1999.

eSpeed entered into the agreements described below in connection with the formation transactions and to help define the terms of its relationship with Cantor after the formation of eSpeed. Certain of the agreements, as described below, will be terminated upon completion of the merger. In an effort to mitigate conflicts of interest between eSpeed and Cantor, eSpeed and Cantor agreed that none of these agreements could be amended without the approval of a majority of eSpeed's disinterested directors.

---

**Table of Contents*****Joint Services Agreement***

Under the JSA, as well as under services agreements with Freedom, which we refer to as the Freedom services agreements, and CO2e, eSpeed owns and operates the electronic trading systems and is responsible for providing electronic brokerage services, and Cantor and BGC Partners, Freedom and CO2e provide voice-assisted brokerage services, clearance, settlement and other fulfillment and related services, such as credit and risk management services, oversight of customer suitability and regulatory compliance, sales positioning of products and other services customary to brokerage operations. Pursuant to the terms of the merger agreement, the JSA and the CO2e services agreement will terminate upon the completion of the merger. A description of the revenue sharing arrangements under these agreements that are, and, with respect to the JSA and CO2e services agreements, until completion of the merger and the concurrent termination of these agreements, will be in effect is set forth below.

***Revenue Sharing Arrangements***

During the period prior to the completion of the merger, under the JSA, as well as under the CO2e services agreement and the Freedom services agreements, eSpeed owns and operates the electronic trading systems and is responsible for providing electronic brokerage services, and BGC Partners, Freedom and CO2e provide voice-assisted brokerage services, fulfillment services, such as clearance and settlement, and related services, such as credit risk management services, oversight of customer suitability and regulatory compliance, sales positioning of products and other services customary to marketplace intermediary operations. In general, for fully electronic transactions in U.S. Treasuries, eSpeed receives 65% of the transaction revenues and Cantor, BGC Partners or Freedom receives 35% of the transaction revenues. Beginning on July 1, 2006, the 65%/35% revenue share between eSpeed and Freedom is paid on net transaction revenues, which are calculated after deductions of all electronic business-related broker commission payments (up to a 45% broker payout). With respect to other fully electronic transactions, the following provisions are applicable:

With respect to foreign exchange transactions, the 65%/35% revenue share between eSpeed and Cantor is paid after the payment of any revenue share amount to certain participants on the foreign exchange market, which we refer to as the FX or forex market platform, and after payment of fees relating to clearance, settlement and fulfillment services provided by Cantor. Such clearing and settlement fees are shared 65%/35% in the event that the average cost of such services exceeds the average costs associated with clearing and settling cash transactions in U.S. Treasuries.

eSpeed agreed to divide revenues with Cantor with respect to European Government Bonds, which we refer to as EGBs, traded electronically as follows: (i) the first \$1.5 million of gross revenues from EGBs traded electronically shall be shared 65% to eSpeed and 35% to Cantor, (ii) from July 1, 2005 through June 30, 2009, net revenues for EGBs derived from gross revenues in excess of \$1.5 million is shared 50% to eSpeed and 50% to Cantor and (iii) after June 30, 2009, net revenues from EGBs derived from gross revenues in excess of \$1.5 million is then shared 65% to eSpeed and 35% to Cantor. Net revenues are calculated after deduction of all electronic business-related broker payouts, commissions and other related compensation expenses, which payouts, commissions and compensation expenses are not to exceed 50% of EGB electronic revenues.

eSpeed agreed to divide revenues between it and Cantor with respect to all products other than benchmark U.S. Treasury securities, spot foreign exchange or EGBs which become electronically traded in the future (or until earlier termination upon completion of the merger) as follows: eSpeed receives no less than 50% of the net revenues for such products for a period of four years from the date a customer enters an order on the eSpeed system for such products, or four years from the date of the amendment in the case of products which are currently voice-assisted for BGC Partners customers. At the end of such four-year period, the revenue share reverts to a payment to eSpeed of 65% of the net revenues for such products. Net revenues are calculated after deduction of all electronic business-related broker payouts, commissions and other related compensation expenses, which payouts, commissions and compensation expenses are not to exceed 50% of such electronic revenues.

---

**Table of Contents**

With respect to the equity order routing business conducted for Cantor, eSpeed and Cantor each have traditionally received 50% of the revenues, after deduction of specified marketing, sales and other costs and fees. In addition, any eSpeed equity order routing business that was not conducted for Cantor was treated as a fully electronic transaction, in which we would receive 65% of the revenues of any such business and Cantor would receive 35% of such revenues.

CO2e shares with eSpeed 50% of the fully electronic revenues. With respect to (i) certain network access facilities services agreements and (ii) other circumstances in which Cantor refers network access facility services business to eSpeed, 60% of net revenues from such business would be paid to Cantor and 40% of such revenues would be paid to eSpeed. This revenue sharing arrangement is made after deduction of all sales commissions, marketing, helpdesk, clearing and direct third-party costs, including circuits and maintenance. With respect to private labeling of the eSpeed system to Cantor parties, the net revenues between eSpeed and Cantor with respect to such privately labeled businesses is shared 50% to eSpeed and 50% to Cantor for a period of four years from the date such customer begins trading. Thereafter, net revenues are shared 65% to eSpeed and 35% to Cantor. Net revenues are calculated after deduction of all electronic business-related broker payouts, commissions and other related compensation expenses, which payouts, commissions and compensation expenses are not to exceed 50% of such electronic revenues.

eSpeed is authorized to pay directly to BGC Partners brokers up to 10% of gross revenues on increased electronic trading on the eSpeed system by customers of such brokers in certain products. These payments are intended to provide incentive to voice brokers to encourage additional electronic trading on the eSpeed system by their customers and are solely in the discretion of our management.

In addition, BGC Partners is authorized to pay directly to eSpeed sales personnel or to eSpeed or its affiliates discretionary payments of commissions generated by eSpeed sales personnel. These payments are intended to provide incentive to eSpeed sales personnel to encourage additional voice brokered and hybrid trading.

Effective October 1, 2005, eSpeed amended its arrangement with Cantor with respect to Cantor's gaming businesses to allow the Cantor parties to provide their own gaming development services. With that, former eSpeed technical personnel who had been primarily engaged in providing gaming development services for Cantor's gaming businesses were hired directly by Cantor. Consequently, the payment provisions in the JSA were amended to provide eSpeed a 12.5% share of the gaming transaction revenues. In exchange for such revenue share, eSpeed will provide to Cantor all Gaming-related Ancillary IT services (as defined in the JSA) consistent with the ancillary information technology services as are currently provided by eSpeed, and all reasonable replacement ancillary information technology. Further, Cantor will reimburse eSpeed for 100% of all direct costs expended by eSpeed for additional items requested by Cantor, in writing, which are solely dedicated to Cantor's gaming business. eSpeed will also provide to Cantor access to its business and property, including property, technology, software and hardware in order to engage in development with respect to Cantor's gaming business.

In December 2005, eSpeed entered into an agreement with BGC Partners to provide the technology and support for the first integrated voice and electronic U.S. dollar repo trading platform for the primary dealer community. eSpeed and BGC Partners split gross revenues generated by the new platform 50%/50% after a deduction of total broker compensation associated with the extra commission paid to BGC Partners brokers up to a cap of 50% of gross revenues.

In July 2006, eSpeed and Cantor entered into an agreement whereby eSpeed provides its Ecco products to Cantor free of charge until December 31, 2007 and eSpeed provides to Cantor new features and customized development work that it requests in writing with respect to our Ecco product and Cantor will pay eSpeed for the cost of the development of those new features. Additionally, eSpeed is authorized to enter into an agreement with Cantor to provide a commission for third-party sales by a Cantor or BGC Partners salesperson equal to the equivalent amount that would be paid if the salesperson was a salesperson of eSpeed.

**Table of Contents**

In general, for voice-assisted brokerage transactions, eSpeed receives 7% of the transaction revenues, in the case of BGC Partners transactions, and 35% of the transaction revenues, in the case of Freedom transactions. For CO2e, eSpeed receives 20% of the transaction revenues. For screen-assisted open outcry brokerage transactions, eSpeed receives 2.5% of the transaction revenues in the case of BGC Partners transactions, and for CO2e, eSpeed receives 20% of the transaction revenues. In addition, until completion of the merger, BGC Partners is authorized to pay commissions to eSpeed sales personnel which complete voice assisted transactions or to an eSpeed entity for the benefit of such persons.

Under various services agreements, eSpeed has agreed to provide Cantor, BGC Partners, Freedom and CO2e technology support services, including systems administration, internal network support, support and procurement for desktops of end-user equipment, operations and disaster recovery services, voice and data communications, support and development of systems for clearance and settlement services, systems support for brokers, electronic applications systems and network support, and provision and/or implementation of existing electronic applications systems, including improvements and upgrades thereto, and use of the related intellectual property rights. In general, we charge Cantor, BGC Partners and Freedom the actual direct and indirect costs, including overhead, of providing such services and receive payment on a monthly basis. These services are provided to CO2e and to Cantor with respect to its gaming business at no additional cost other than the revenue sharing arrangement set forth above. Also, in connection with Cantor's gaming business, we have agreed to provide additional items such as hardware, machinery, personnel, communications lines and similar dedicated items to Cantor at its written request in exchange for payment by Cantor of all of the direct costs for such items.

Under the terms of the JSA, we have agreed with Cantor to certain arrangements, including commission structures, pursuant to which Cantor and its affiliates participate in certain eSpeed marketplaces by posting quotations for their accounts and by acting as principal on trades. Such activity is intended, among other things, to assist these parties in managing their proprietary positions, and to facilitate transactions, add liquidity, increase commissions and attract additional order flow to the eSpeed system and revenues to both eSpeed and Cantor and its affiliates.

Under the existing administrative services agreement (which is described below under Existing Administrative Services Agreements), Cantor provides various administrative services to eSpeed, including accounting, tax, legal, human resources and facilities management. eSpeed is required to reimburse Cantor for the cost of providing such services. The costs represent the direct and indirect costs of providing such services and are determined based upon the time incurred by the individual performing such services. The administrative services agreement renews automatically for successive one-year terms unless cancelled upon six months prior notice by either eSpeed or Cantor. eSpeed incurred administrative fees for such services during the years ended December 31, 2006, 2005 and 2004 totaling \$12.6 million, \$13.9 million and \$13.2 million, respectively. Cantor is also authorized to provide these administrative services to Aqua. The services provided under both the JSA and the existing administrative services agreement are related party services because Cantor controls eSpeed. As a result, the amounts charged for services under these agreements may be higher or lower than amounts that would be charged by third parties if eSpeed did not obtain such services from Cantor. In the merger, the existing administrative services agreement will be terminated and the Combined Company will assume the rights and obligations of BGC Partners under two services agreements, one with Tower Bridge and one with Cantor, which BGC Partners will enter into at or prior to the merger, and which are described in Related Agreements Administrative Services Agreements.

**Aqua**

On May 30, 2007, FINRA approved the partial ownership change and name change of Aqua (formerly known as eSpeed Securities, Inc.). Pursuant to such approval, eSpeed and Cantor entered into an agreement whereby eSpeed is entitled to a 49% interest in Aqua, and Cantor is entitled to a 51% interest in Aqua. Aqua is also authorized to receive clearing and administrative services from Cantor and technology infrastructure services from eSpeed. Aqua is authorized to pay sales commissions to brokers of Cantor, BGC Partners or other

**Table of Contents**

brokers who participate in the sales process. The agreement between Aqua, Cantor and eSpeed will remain in place after the merger as an obligation of the Combined Company. On October 2, 2007, FINRA provided approval for Aqua to operate as an Alternative Trading System and to provide Direct Market Access for institutional block equity buyside and sellside firms.

**Software Solutions Services**

eSpeed provides to Cantor, BGC Partners, Freedom and CO2e, Software Solutions services, including (1) systems administration; (2) internal network support; (3) support and procurement for desktops of end-user equipment; (4) operations and disaster recovery services; (5) voice and data communications; (6) support and development of systems for clearance, settlement and other fulfillment services; (7) systems support for brokers; (8) electronic applications systems and network support and development; and (9) provision and/or implementation of existing electronic applications systems, including improvements and upgrades thereto, and use of the related intellectual property rights. In general, eSpeed charges Cantor, BGC Partners and Freedom the actual direct and indirect costs, including overhead, that we incur in performing these services. These services are provided to CO2e and to Cantor with respect to its gaming business at no additional cost other than the revenue sharing arrangement set forth above. With respect to Cantor's gaming business, eSpeed has agreed to provide additional items such as hardware, machinery, personnel, communications lines and similar dedicated items to Cantor at its request in exchange for payment by Cantor of all of the direct costs for such items. In connection with the merger, these arrangements with BGC Partners and CO2e will terminate.

**Intellectual Property**

Cantor has granted eSpeed a license covering Cantor's patents and patent applications that relate to the eSpeed system. The license is perpetual, irrevocable, worldwide and royalty free and is exclusive, except in the event that (1) eSpeed is unwilling to provide to Cantor any requested services covered by the patents with respect to a marketplace and Cantor elects not to require eSpeed to do so, or eSpeed is unable to provide such services, or (2) eSpeed does not exercise its right of first refusal to provide to Cantor electronic brokerage services with respect to a marketplace, in which event, Cantor will have a limited right to use the patents and patent applications solely in connection with the operation of that marketplace. Cantor will cooperate with eSpeed, at its expense, in any attempt by eSpeed to prevent any third-party infringement of eSpeed's patent rights under the license. Cantor has also granted to eSpeed a non-exclusive, perpetual, irrevocable, worldwide, royalty-free right and license to use the servicemarks Cantor Exchange, Interactive Matching MOLE and CX.

At the completion of the merger, the above mentioned licenses will be terminated. Pursuant to the separation agreement, Cantor will grant to BGC Partners a license in intellectual property as described in Related Agreements Separation Agreement License that the Combined Company will assume in the merger. In addition, all intellectual property primarily related to the BGC businesses will be transferred to BGC Partners pursuant to the separation agreement.

Pursuant to the merger agreement, the Combined Company will provide Cantor with a perpetual, royalty-free license to use the software, technology and intellectual property, with certain exceptions, that Cantor owned and contributed to BGC Partners in the separation or that Cantor has a right to use, or the Combined Company uses on Cantor's behalf, under the JSA, and enhancements and upgrades will be provided free of charge for one year following the completion of the merger. See The Merger Agreement License.

**Non-Competition and Market Opportunity Provisions**

The JSA imposes performance obligations on us and restricts our ability to compete with Cantor and Cantor's ability to compete with us in markets that we and Cantor traditionally operate. eSpeed and Cantor agreed to exclude the TradeSpark and Freedom marketplaces from the provisions of the JSA in order to enable us to enter into separate agreements in connection with these marketplaces. As noted above, the JSA will terminate upon the completion of the merger.

## **Table of Contents**

In addition, for a description of the corporate opportunity provisions of the Combined Company certificate of incorporation, please see Description of the Combined Company Capital Stock Anti-Takeover Effects of the Combined Company Certificate of Incorporation and By-laws and Delaware Law Corporate Opportunity.

### **Existing Administrative Services Agreements**

Under the existing administrative services agreement, Cantor provides certain administrative and management services to eSpeed. Cantor makes available to eSpeed some of its administrative and other staff, including its internal audit, treasury, legal, tax, insurance, human resources, facilities, corporate development and accounting staffs. Members of these staffs arrange for eSpeed's insurance coverage and provide a wide array of services, including administration of eSpeed's personnel and payroll operations, benefits administration, internal audits, facilities management, promotional sales and marketing, legal, risk management, accounting and tax preparation and other services. eSpeed reimburses Cantor for the actual costs incurred by Cantor, plus other reasonable costs, including reasonably allocated overhead and any applicable taxes. eSpeed also entered into arrangements with Cantor under which eSpeed has the right to use certain assets, principally computer equipment, from Cantor. These assets may be subject to operating leases with third-party leasing companies. eSpeed also has arrangements with Cantor under which it shares office space provided by Cantor at their offices. Under the administrative services agreement, eSpeed provides sales, marketing and public relations services to Cantor. Cantor reimburses eSpeed for the actual costs incurred by eSpeed, plus other reasonable costs, including reasonably allocated overhead and any applicable taxes. The existing administrative services agreement had an initial three-year term, has been renewed for three successive one-year renewal terms and will continue to renew automatically for successive one-year terms unless canceled by either eSpeed or Cantor upon six months' prior notice; provided, however, that our right to use our London office space expires at the earlier of (1) the time Cantor's lease expires in 2016 or (2) until Cantor ceases to be an affiliate of ours and Cantor asks us to vacate.

Pursuant to the existing administrative services agreement, Cantor is required to obtain for eSpeed, among other things, property and casualty insurance of not less than \$40 million and business interruption insurance of \$25 million. Cantor has procured property insurance coverage for eSpeed covering its fixed assets and business interruption insurance of at least these coverage amounts. However, eSpeed is listed on this insurance policy as one of several insured parties, together with Cantor and several of its affiliates. This insurance policy is for aggregate amounts in excess of the amounts set forth above. The existing administrative services agreement does not provide for the allocation of the proceeds among the named insured parties. Insurance proceeds paid to date have been paid to Cantor on behalf of all parties named on the policy, and Cantor has allocated these proceeds among the insured parties. As a result of the terrorist attacks of September 11, 2001, which we refer to as the September 11 Events, eSpeed's offices in the World Trade Center were destroyed and eSpeed lost 180 of its employees, including many members of its senior management. As of December 31, 2006, eSpeed had received approximately \$25.7 million of replacement property insurance proceeds in settlement for property damage related to the September 11 Events. eSpeed is entitled to reimbursement by Cantor for certain replacement assets, which replacement is nearing completion.

In the merger, the existing administrative services agreement will be terminated.

eSpeed is also a party to an administrative services agreement, dated as of November 12, 2004, with eSpeed Brokerage, Inc. (formerly known as eSpeed Government Securities, Inc.), its broker-dealer subsidiary. Under this agreement, eSpeed Brokerage, Inc. agrees to compensate eSpeed for the actual cost (plus reasonable other costs, including reasonably allocated overhead and any applicable taxes) of certain services provided by eSpeed, including office space, personnel and certain corporate services, including, without limitation, cash management, internal audit, facilities management, legal, payroll, benefits administration and other administrative services. This agreement remains in effect until terminated upon the mutual agreement of all parties.

In connection with the Aqua transaction, eSpeed, Cantor and Aqua entered into a services agreement. Pursuant to that agreement, Cantor provides certain services, including office space, personnel and corporate services such as cash management, internal audit, legal, payroll, benefits administration and other administrative services to Aqua. eSpeed provides technology support, infrastructure and development services for the actual cost (plus reasonable other costs, including reasonably allocated overhead and any applicable taxes).

## **Table of Contents**

### **Tower Bridge**

Currently, the principal activities of one of BGC Partners' U.K. subsidiaries, Tower Bridge, is the provision of administrative and corporate services in Europe and Asia to BGC Partners and its direct and indirect, current and future, subsidiaries and to Cantor and its direct and indirect, current and future, subsidiaries. Tower Bridge will not be required to be regulated by the FSA, and, therefore, after the merger, this will assist the Combined Company in maximizing the efficiency of its regulatory capital usage in the United Kingdom.

Tower Bridge is a U.K. limited partnership, which is owned 52% by BGC Partners and 48% by Cantor. The right to share in profits and losses and receive distributions from Tower Bridge is divided between BGC Partners (and on behalf of its nominated entities) and Cantor (and on behalf of its nominated entities) based on these ownership interests.

The transfer to Tower Bridge is taking place in one or more phases. On December 31, 2006, BGC Partners completed the first phase by creating Tower Bridge and transferring the services businesses from one of BGC Partners' U.K. subsidiaries, BGCI, to Tower Bridge for \$4.5 million. The transferred services businesses included the support services that had been provided by BGCI at that time to the operating and regulated companies and partnerships owned and controlled by Cantor (including BGC Partners) and other entities where applicable, including administration and benefits services, employee benefits services, human resources and payroll services, financial services, financial operations services (including BGCI's back office employees engaged mainly or wholly in the services businesses at that time) and the goodwill of BGCI in connection therewith but excluding related debts and liabilities. The transferred services business did not include any real property leased or licensed by BGCI or other assets held by BGCI (including leasehold improvements and computer assets). In subsequent phases (and subject to necessary third-party consents), on as yet unspecified dates, BGC Partners intends to transfer building leases, leasehold improvements and other fixed assets (for example, computer equipment). It is intended that the transfer take place on as neutral a basis as possible from tax and other cost perspectives. This may not be achievable and, therefore, BGCI might incur taxes and other costs, including capital gains tax and stamp duty land tax.

Tower Bridge provides these services to Cantor pursuant to the administrative services agreement with Tower Bridge that Cantor has entered into in connection with the separation. See *Related Agreements - Administrative Services Agreements*. Tower Bridge will charge each recipient of services for actual costs incurred for services provided plus a mark-up (if any), as the parties may agree from time to time. Each recipient of services will remain responsible for its own regulatory and other compliance functions.

### **New Administrative Services Agreements**

See *Related Agreements - Administrative Services Agreements*.

### **Registration Rights Agreements**

Pursuant to a registration rights agreement entered into by Cantor and eSpeed in connection with eSpeed's formation and a registration rights agreement to be entered into by BGC Partners in connection with the separation and assumed by the Combined Company in the merger, Cantor has received and will receive piggyback and demand registration rights.

### ***Formation Registration Rights Agreement***

Under the registration rights agreement entered into in connection with the formation of eSpeed, which we refer to as the *formation registration rights agreement*, the piggyback registration rights allow Cantor to register the shares of Class A common stock issued or issuable to it in connection with the conversion of its shares of Class B common stock whenever eSpeed proposes to register any shares of eSpeed Class A common stock for



---

## **Table of Contents**

our own or another's account under the Securities Act for a public offering, other than any shelf registration of shares of eSpeed Class A common stock to be used as consideration for acquisitions of additional businesses and registrations relating to employee benefit plans.

Cantor also has the right, on three occasions, to require that eSpeed register under the Securities Act any or all of the shares of our Class A common stock issued or issuable to it in connection with the conversion of its shares of our Class B common stock. The demand and piggyback registration rights apply to Cantor and to any transferee of shares held by Cantor who agrees to be bound by the terms of the formation registration rights agreement.

eSpeed has agreed to pay all costs of one demand and all piggyback registrations, other than underwriting discounts and commissions. eSpeed has also agreed to indemnify Cantor and any transferee for certain liabilities they may incur in connection with the exercise of their registration rights. All of these registration rights are subject to conditions and limitations, including (1) the right of underwriters of an offering to limit the number of shares included in that registration; (2) eSpeed's right not to effect any demand registration within six months of a public offering of its securities; and (3) that Cantor agrees to refrain from selling its shares during the period from 15 days prior to and 90 days after the effective date of any registration statement for the offering of eSpeed's securities.

After the merger, the formation registration rights agreement will continue to be in effect as it was immediately prior to the merger.

### ***Separation Registration Rights Agreement***

See Related Agreements Separation Registration Rights Agreement.

### **Municipal Partners**

In January 2002, Cantor sold the assets of the business known as Municipal Partners, Inc., a municipal bond broker, to a newly formed limited liability company, Municipal Partners, LLC, formed by Brian Kelly, a former employee of Cantor, in exchange for a 25% special interest in Municipal Partners, LLC. Cantor had purchased substantially all of the assets of Municipal Partners, Inc. in July 2000. Cantor also loaned \$1,000,000 to Municipal Partners, LLC and is entitled to distributions equal to 5% of the gross revenues of the business less the amount of our revenue share for electronic transactions. Pending receipt of applicable licenses by Municipal Partners, LLC, Cantor provided Municipal Partners, LLC with interim services. In connection with the sale, eSpeed (1) granted Municipal Partners, LLC a non-exclusive license to use its software and technology to operate a municipal bond brokerage business; (2) will maintain its municipal bond trading platform and provide the software capabilities that were in place in Cantor's municipal bond business (eSpeed is to be compensated for upgrading the trading platform at cost plus a reasonable profit or at prevailing rates, at eSpeed's election); (3) will provide web-hosting, technical and customer support at cost plus a reasonable fee to Municipal Partners, LLC; (4) will receive 50% of gross revenues of Municipal Partners, LLC, with respect to electronic transactions; and (5) terminated existing arrangements with former brokers in the business (some of whom are deceased) pursuant to which eSpeed had given them shares of eSpeed Class A common stock valued at \$1,250,000 in exchange for promissory notes in the same amount with the result that the notes were terminated and the shares were cancelled. As of September 25, 2006, the services agreement was terminated in connection with the settlement of certain litigation with Municipal Partners.

### **Freedom**

eSpeed and Cantor formed a limited partnership, which we refer to as the LP, to acquire a 66.7% interest in Freedom, a Canadian government securities broker-dealer and Nova Scotia unlimited liability company, in April 2001. eSpeed is entitled to 75.0% of the LP's capital interest in Freedom. eSpeed shares in 15.0% of the LP's cumulative profits but not in cumulative losses. Cantor is the LP's general partner and is allocated all of the LP's cumulative losses or 85.0% of the cumulative profits.

---

## **Table of Contents**

eSpeed also entered into the Freedom services agreements with Freedom pursuant to which eSpeed provides the technology infrastructure for the transactional and technology related elements of the Freedom marketplace as well as certain other services in exchange for specified percentages of transaction revenues from the marketplace. In general, for fully electronic transactions in U.S. Treasuries, eSpeed receives 65% of the transaction revenues and Cantor, BGC Partners or Freedom receives 35% of the transaction revenues. For a four-year period beginning on July 1, 2006, the 65%/35% revenue share between eSpeed and Freedom is paid on net transaction revenues, which are calculated after deductions of all electronic business-related broker commission payments (up to a 45% broker payout). This agreement will continue in full force and effect after the completion of the merger.

### **CO2e**

On October 11, 2002, Mitsui & Co. (U.S.A.), Inc. and MB Emission Trading, Inc., which we collectively refer to as Mitsui, invested \$1,200,000 in CO2e, a Cantor subsidiary. CO2e's purpose is to form and operate one or more electronic trading markets for products related to the mitigation of greenhouse gasses and related activities and to provide brokerage information and consulting services relating to the emission or mitigation of greenhouse gasses and related issues. In connection therewith, eSpeed and CO2e entered into the CO2e services agreement whereby eSpeed receives 50% of CO2e's fully electronic revenues and 20% of CO2e's voice-assisted and open outcry revenues. The CO2e services agreement supersedes the provisions of the JSA with respect to CO2e transactions. Mitsui received 4% of the equity of CO2e and we agreed to transfer certain intellectual property rights to CO2e. As described above, upon completion of the merger, the CO2e services agreement will terminate.

### **Additional Previous Transactions with Cantor**

On June 5, 2000, each of Williams Energy Marketing & Trading, which we refer to as Williams, and Dynegy Inc., which we refer to as Dynegy, purchased a unit consisting of (a) 789,071 shares of eSpeed Class A common stock and (b) warrants exercisable for the purchase of up to 666,666 shares of eSpeed Class A common stock, for an aggregate purchase price for the unit of \$25.0 million. The warrants have a per share exercise price of \$35.20 and a 10-year term, and all of the warrants are currently exercisable. At such time as Williams and Dynegy (or their permitted affiliate assignees) have made an aggregate equity investment in eSpeed of an amount equal to at least \$100.0 million, valued on a cost basis (and for so long as such parties maintain ownership of equity securities having such cost basis), Cantor is obligated to use its best efforts to cause one designee jointly selected by Williams and Dynegy to be nominated to eSpeed's board of directors and to vote its shares of common equity in favor of such designee.

eSpeed has a 15% investment in EIP Holdings, LLC, which we refer to as EIP Holdings, which in turn has a 99.5% investment in TradeSpark, L.P., which we refer to as TradeSpark, a voice brokerage business in certain energy products. The business of TradeSpark has been wound up. Cantor has an 85% investment in EIP Holdings.

In connection with a transaction fee agreement dated August 21, 2002 that Cantor entered into with UBS AG and certain named affiliates, which we collectively refer to as UBS, eSpeed issued to UBS a warrant to purchase 300,000 shares of eSpeed Class A common stock which has been exercised with respect to 125,000 shares. The warrant has a term of 10 years and has an exercise price equal to \$8.75, the market value of the underlying Class A common stock on the date of issuance. The warrant is fully vested and non-forfeitable, and is exercisable nine years and six months after issuance. In addition, eSpeed has provided UBS with piggyback registration rights for the Class A common stock underlying the warrants.

On July 30, 2001, eSpeed entered into an agreement to form a business partner relationship with Deutsche Bank, AG, which we refer to as Deutsche Bank, whereby Deutsche Bank agreed to channel its electronic market-making engines and liquidity for specified European fixed income products through eSpeed's electronic trading platform. In connection with the agreement, Deutsche Bank purchased 750 shares of eSpeed's Series C Redeemable Convertible Preferred Stock, which we refer to as Series C Preferred, at its par value of \$0.01 per

**Table of Contents**

share. Each share of the Series C Preferred was convertible at the option of Deutsche Bank into 10 shares of eSpeed Class A common stock at any time during the five years ended July 31, 2006. At the end of each year of the five-year agreement in which Deutsche Bank fulfilled its liquidity and market-making obligations for specified products, 150 shares of Series C Preferred would automatically convert into warrants to purchase 150,000 shares of eSpeed Class A common stock at an exercise price of \$14.79 per share. At the end of the five-year period, to the extent that Deutsche Bank had not fulfilled its obligations under the agreement and Series C Preferred shares remained outstanding, eSpeed had the option to redeem each share of the Series C Preferred outstanding in exchange for 10 shares of eSpeed Class A common stock. Deutsche Bank was deemed to have fulfilled its obligations under the agreement for the 12 months ended July 30, 2002, and, accordingly, a warrant to purchase 150,000 shares of eSpeed Class A common stock was issued by eSpeed. eSpeed informed Deutsche Bank that it was not in compliance with the agreement for the 12 months ended July 30, 2003, and a warrant was not be issued for such period. Based on certain communications and the failure of Deutsche Bank to comply with the agreement since that time, eSpeed has further notified Deutsche Bank that eSpeed believes Deutsche Bank has terminated its right to receive warrants under the agreement for the remaining commitment periods. The 450 shares of Series C Preferred with respect to the 12-month periods ended July 30, 2003, 2004 and 2005, are redeemable by us for 4,500 shares of Class A common stock.

**Indemnification by Cantor**

Although eSpeed does not expect to incur any losses with respect to pending lawsuits or supplemental allegations relating to Cantor and Cantor's limited partnership agreement, in connection with eSpeed's initial public offering Cantor agreed to indemnify eSpeed with respect to any liabilities it incurs as a result of such lawsuits or allegations.

**Other Transactions**

eSpeed enters into reverse repurchase agreements with Cantor as short-term investments as part of its overall cash management strategy. These reverse repurchase agreements generally mature on a next-day basis. Interest rates for the reverse repurchase agreements are reset daily and approximate market rates, which are based on the Fed Funds Rate and the quality of the underlying collateral. It is eSpeed's and Cantor's policy to obtain collateral, which is valued daily, with a market rate equal to or in excess of the principal amount loaned under these reverse repurchase agreements. As an alternative to eSpeed's ongoing policy of investing its cash in reverse repurchase agreements with Cantor, on July 26, 2007 eSpeed entered into a secured promissory note and pledge agreement (the "Secured Loan") with Cantor in which eSpeed agreed to lend Cantor up to \$100.0 million on a secured basis from time to time. The Secured Loan is guaranteed by a pledge of eSpeed Class A or Class B common stock owned by Cantor equal to 125% of the outstanding Secured Loan amount, as determined on a next-day basis. The Secured Loan bears interest at the market rate for equity repurchase agreements plus 0.25% and is payable on demand. At September 30, 2007, the reverse repurchase agreements between eSpeed and Cantor totaled \$92.3 million, and the Secured Loan had an outstanding balance of \$80.0 million.

Cantor has granted certain eSpeed employees, including Mr. Saltzman, its Chief Operating Officer, awards of partnership units in Cantor with a notional value of \$1.1 million. Such partnership units entitle the employee to participate in quarterly distributions of income by Cantor and receive post-termination payments equal to the notional value of the award in four equal installments on the first, second, third and fourth anniversaries of the employee's termination provided that the employee has not engaged in any competitive activity with us or our affiliates prior to the date each payment is due. Mr. Saltzman's entitlement to such post-termination payments vests in six equal annual installments beginning July 1, 2007, provided that as of each such anniversary date Mr. Saltzman is still employed by us or one of our affiliates and has not breached this agreement. The other partnership units were fully vested on date of grant.

In February 2006, in conjunction with Cantor's acquisition of IDT Horizon GT, Inc., which we refer to as "Horizon," eSpeed entered into a software license agreement, which we refer to as the "Horizon License," with Horizon, pursuant to which Horizon granted us a perpetual, fully paid-up, non-transferable (except to our

**Table of Contents**

affiliates) license of Horizon's GovREPO software, a multi-currency, multi-entity, multi-portfolio, collateral management and trading system for fixed income securities. Management has estimated the fair value of the Horizon License at \$1.5 million. The Horizon License permits us to use the software worldwide in connection with the processing of trades in our product offerings, provided that the software may not be used for the processing of the business of any other person, firm or entity. The Horizon License provides that, in the event Cantor sells the Horizon business, it will pay us an amount equal to 23% of the total consideration received in connection with such sale, up to a maximum of \$1.5 million. In consideration for the Horizon License and support services to be provided under the Horizon License, we issued to Horizon a warrant to acquire 312,937 shares of Class A common stock, which warrant was not transferred to Cantor. The warrant has a five-year term and is immediately exercisable at an exercise price equal of \$8.87 per share.

On August 10, 2006, eSpeed entered into a Sponsored Research Agreement with a researcher and a U.S. university in which the Company agreed to pay \$100,000 per year for five years in exchange for research and certain patent rights. In October 2006, we agreed with Cantor and BGC Partners that they would pay 75% of all payments made by us in connection with the Sponsored Research Agreement, and that to the extent, if any, that we make any charitable contributions to the university, Cantor and BGC Partners will make a proportional charitable contribution. In exchange for this agreement, we will retain a nonexclusive license to all patents and patent applications resulting from the Sponsored Research Agreement within the field of fully electronic financial services, BGC Partners will have a license to the patents and patent applications in all financial services fields other than fully electronic, and Cantor will have patent rights to all other patents and patent applications. We further agreed that, in the event that we or Cantor grants a license to such technology in the field of fully-electronic financial services, we and Cantor will each receive 50% of all revenues from any such license.

**Potential Conflicts of Interest and Competition Between the Combined Company and Cantor**

Various conflicts of interest between eSpeed and the Combined Company and Cantor may arise in the future in a number of areas relating to our past and ongoing relationships, including potential acquisitions of businesses or properties, the election of new directors, payment of dividends, incurrence of indebtedness, tax matters, financial commitments, marketing functions, indemnity arrangements, service arrangements, issuances of capital stock, sales or distributions of shares of Combined Company common stock and the exercise by Cantor of control over the Combined Company's management and affairs.

After the merger, Cantor will continue to exercise control over the Combined Company's management and affairs and all matters requiring stockholder approval, including the election of the Combined Company's directors and determinations with respect to acquisitions and dispositions, as well as material expansions or contractions of the Combined Company's business, entry into new lines of business and borrowings and issuances of Combined Company common stock or other securities. This control will be subject to the approval of the Combined Company's independent directors on those matters requiring such approval. Cantor's voting power may also have the effect of delaying or preventing a change of control of the Combined Company. This control will also be exercised because:

Cantor is, in turn, controlled by CFGM, its managing general partner, and, ultimately, by Mr. Lutnick, who will serve as the Combined Company's Co-Chief Executive Officer and Chairman. Mr. Lutnick is also the Chairman of the Board and Chief Executive Officer of Cantor and the President and controlling stockholder of CFGM;

Mr. Amaitis, who will serve as the Combined Company's Co-Chief Executive Officer and a member of the Combined Company's board of directors is also the President and Chief Executive Officer of Cantor Index Limited and holds positions at various gaming affiliates of Cantor; and

Mr. Merkel, who will serve as the Combined Company's Executive Vice President, General Counsel and Secretary, is employed as Executive Managing Director, General Counsel and Secretary of Cantor.

Messrs. Lutnick and Merkel have holdings in Cantor through partnership unit ownership and will continue to have such holdings following the merger, including distribution rights.

## **Table of Contents**

The service of officers or partners of Cantor as the Combined Company's executive officers and directors, and those persons' ownership interests in and payments from Cantor, and its affiliates, could create conflicts of interest when the Combined Company and those directors or officers are faced with decisions that could have different implications for Cantor and the Combined Company. In addition, although in connection with the separation Cantor will redeem all of the Cantor limited partnership interests held by founding partners for BGC Holdings limited partnership interests and distribution rights, Messrs. Lutnick and Merkel will continue to hold Cantor limited partnership and other interests in Cantor and its affiliates, including distribution rights, and will not be redeemed for BGC Holdings limited partnership interests in connection with the separation or the merger.

It is also expected that Cantor will manage its ownership of the Combined Company so that it will not be deemed to be an investment company under the Investment Company Act, including by maintaining its voting power in the Combined Company above a majority absent an applicable exemption from the Investment Company Act. This may result in conflicts with the Combined Company, including those relating to acquisitions or offerings by the Combined Company involving issuances of common stock or securities convertible or exchangeable into shares of common stock that would dilute the voting power in the Combined Company of the holders of BGC Holdings exchangeable limited partnership interests.

Conflicts of interest may arise between the Combined Company and Cantor in a number of areas relating to the Combined Company's past and ongoing relationships, including:

potential acquisitions and dispositions of businesses;

the issuance or disposition of securities by the Combined Company;

the election of new or additional directors to the Combined Company's board of directors;

the payment of dividends by the Combined Company (if any) and distribution of profits by BGC U.S., BGC Global and/or BGC Holdings;

business operations or business opportunities of the Combined Company and Cantor that would compete with the other party's business opportunities, including brokerage and financial services by the Combined Company and Cantor;

labor, tax, employee benefits, indemnification and other matters arising from the separation or the merger;

intellectual property matters;

business combinations involving the Combined Company;

the terms of the merger agreement and the related agreements we intend to enter into in connection with the separation and merger;

conflicts between the Combined Company's agency trading for primary and secondary bond sales and Cantor's investment banking bond origination business;

## Edgar Filing: ESPEED INC - Form DEFM14A

competition between the Combined Company's and Cantor's other equity derivatives and cash equity inter-dealer brokerage businesses; and

the nature, quality and pricing of administrative services to be provided by Cantor and/or Tower Bridge.

In addition, Cantor has from time to time in the past considered possible strategic realignments of the business relationships that exist between and among Cantor and the businesses comprising the Combined Company and may do so in the future. Any future related-party transactions or arrangements between the Combined Company and Cantor, until Cantor ceases to hold 5% of the Combined Company's voting power, will be subject to the prior approval by a majority of the Combined Company's independent directors, but generally will not otherwise require the separate approval of the Combined Company's stockholders, and if such approval were required, Cantor will retain sufficient voting power to provide any such requisite approval without the affirmative consent of the other stockholders.

---

**Table of Contents**

Agreements and other arrangements with Cantor, including the separation agreement and the merger agreement, may be amended upon agreement of the parties to those agreements upon approval of the Special Committee (prior to the merger) or the audit committee of the Combined Company (after the merger). During the time that the Combined Company is controlled by Cantor, Cantor may be able to require the Combined Company to agree to amendments to these agreements. The Combined Company may not be able to resolve any potential conflicts and, even if it does, the resolution may be less favorable to it than if it were dealing with an unaffiliated party. As a result, the prices charged to or by eSpeed or the Combined Company for services provided under agreements with Cantor may be higher or lower than prices that may be charged to or by third parties, and the terms of these agreements may be more or less favorable to eSpeed or the Combined Company than those that it could have negotiated with third parties.

In order to address potential conflicts of interest between the Combined Company and Cantor and its representatives, the Combined Company certificate of incorporation will contain provisions regulating and defining the conduct of the Combined Company's affairs as they may involve Cantor and its representatives, and the Combined Company's powers, rights, duties and liabilities in connection with its relationship with Cantor and its affiliates, officers, directors, general partners or employees and representatives.

The Combined Company certificate of incorporation will provide that no Cantor Company (as defined below) or any of the representatives (as defined below) of a Cantor Company will owe any fiduciary duty to, nor shall any Cantor Company or any of their respective representatives be liable for breach of fiduciary duty to, the Combined Company or any of its stockholders. To the extent that any representative of a Cantor Company also serves as a director or officer of the Combined Company, such person will owe fiduciary duties to the Combined Company in his or her capacity as a director or officer of the Combined Company. In addition, none of any Cantor Company or any of their representatives will owe any duty to refrain from engaging in the same or similar activities or lines of business as the Combined Company, or doing business with any of Combined Company's clients or customers.

If a third party presents a corporate opportunity (as defined below) to a person who is a representative of the Combined Company and a representative of a Cantor Company, expressly and solely in such person's capacity as a representative of the Combined Company, and such person acts in good faith in a manner consistent with the policy that such corporate opportunity belongs to the Combined Company, then such person:

will be deemed to have fully satisfied and fulfilled any fiduciary duty that person has to the Combined Company;

will not be liable to the Combined Company or any of its stockholders for breach of fiduciary duty by reason of such person's action or inaction with respect to the corporate opportunity;

will be deemed to have acted in good faith and in a manner that such person reasonably believed to be in, and not opposed to, the Combined Company's best interests; and

will be deemed not to have breached such person's duty of loyalty to the Combined Company and its stockholders, and not have derived an improper personal benefit therefrom.

A Cantor Company may pursue such a corporate opportunity if the Combined Company decides not to.

If a corporate opportunity is not presented to a person who is both a representative of the Combined Company and a representative of a Cantor Company and, expressly and solely in such person's capacity as a representative of the Combined Company, such person will not be obligated to present the corporate opportunity to the Combined Company or to act as if such corporate opportunity belongs to the Combined Company, and such person:

will be deemed to have fully satisfied and fulfilled any fiduciary duty that such person has to the Combined Company as a representative of the Combined Company with respect to such corporate opportunity;

Edgar Filing: ESPEED INC - Form DEFM14A

will not be liable to the Combined Company or any of its stockholders for breach of fiduciary duty by reason of such person's action or inaction with respect to such corporate opportunity;



---

## **Table of Contents**

will be deemed to have acted in good faith and in a manner that such person reasonably believed to be in, and not opposed to, the Combined Company's best interests; and

will be deemed not to have breached a duty of loyalty to the Combined Company and its stockholders and not have derived an improper personal benefit therefrom.

For purposes of the above:

**Cantor Company** means Cantor and any of its affiliates (other than, if applicable, the Combined Company and its affiliates);

**representatives** means, with respect to any person, the directors, officers, employees, general partners or managing member of such person; and

**corporate opportunity** means any business opportunity that the Combined Company is financially able to undertake that is, from its nature, in the Combined Company's lines of business, is of practical advantage to the Combined Company and is one in which the Combined Company has an interest or a reasonable expectancy, and in which, by embracing the opportunities, the self-interest of Cantor or their respective representatives will be brought into conflict with the Combined Company's self-interest.

### **Key Separation Agreements**

BGC Partners intends to enter into several agreements, in addition to those described above, which the Combined Company will assume in the merger, with Cantor, BGC Holdings, BGC U.S. and BGC Global to effect the separation, and to define and regulate the relationships of the parties after the closing of these transactions and the merger. See **Related Agreements**.

### **Leases**

As discussed in **Information About BGC Partners' Business Properties**, BGC Partners occupies approximately 62,000 square feet of leased space at 199 Water Street, New York, New York, pursuant to a sublease.

As described above under **Existing Administrative Services Agreements**, eSpeed leases office space from Cantor. In addition, from March 2006, BGCI and Cantor occupied new office space at 40 Bank Street and floors 18, 19 and 20 of One Churchill Place, Canary Wharf in London. BGCI permits BGC Partners entities and Cantor entities to use office space at these offices, with the Bank Street office dedicated to a data center and office of eSpeed. BGCI continues to lease office space at One America Square, in London, and BGCI sublets the ground floor and fourth and fifth floors to third parties, and permits Cantor Fitzgerald Europe to use the third floor.

BGC Partners also leases office space in Copenhagen, Hong Kong, Mexico City, Paris, Nyon, Tokyo, Beijing (representative office), Singapore, Sydney, Istanbul and Seoul.

### **Certain Acquisitions and Dispositions of Interests in eSpeed and Combined Company Capital Stock by Cantor**

The eSpeed board of directors has determined that Cantor is a **deputized** director of eSpeed and the Combined Company for purposes of Rule 16b-3 under the Exchange Act with respect to the transactions contemplated by the separation and the merger. Rule 16b-3 exempts from the short-swing profits liability provisions of Section 16(b) of the Exchange Act certain transactions in an issuer's securities between the issuer or its majority-owned subsidiaries and its officers and directors if, among other things, the transaction is approved in advance by the issuer's board of directors or a disinterested committee of the issuer's board of directors. The Rule 16b-3 exemption extends to any such transactions by an entity beneficially owning more than 10% of a class of an issuer's equity securities if the entity is a **deputized** director because it has a representative on the issuer's board of directors. The eSpeed board of directors' intent in determining that Cantor is a

**Table of Contents**

deputized director is that Cantor's acquisitions or dispositions of shares of eSpeed or Combined Company capital stock or interests in eSpeed or Combined Company capital stock from or to eSpeed or the Combined Company or their respective majority-owned subsidiaries will be eligible for the Rule 16b-3 exemption from the short-swing profits liability provisions of Section 16(b) of the Exchange Act.

**Repayment of Existing Loans and Required Capital Contributions**

In connection with the separation and prior to the merger, Messrs. Amaitis, Lynn and Merkel, as well as two other individuals who are employed by one or more of our affiliates, will use some of the proceeds that they receive in respect of the redemption of their Cantor limited partnership interests to repay certain loans made or guaranteed by Cantor. With respect to Mr. Amaitis, he will fund the loan repayment using the cash or other property that he receives from Cantor in connection with the redemption of a portion of his Cantor limited partnership interests. With respect to the other individuals, they will fund the loan repayment using the BGC Holdings limited partnership interests and/or distribution rights provided to them in redemption of their Cantor limited partnership interests in connection with the separation. Specifically, such individuals will sell some of their BGC Holdings limited partnership interests and/or distribution rights to Cantor based on the closing price of eSpeed Class A common stock on the date of closing of the merger. With respect to the distribution rights that Cantor acquires, Cantor will immediately sell the BGC Partners units underlying such distribution rights to BGC Partners for the same price per unit that it paid to the individuals for the distribution rights. Cantor will then immediately exchange the BGC Holdings limited partnership interests that it purchases for BGC Partners units on a one-for-one basis and will sell such units to BGC Partners for the same price per unit that it paid to individuals for their BGC Holdings limited partnership interests. The right to the proceeds, net of applicable taxes, will be assigned in connection with the merger by these individuals for repayment of borrowings to their applicable lenders or for payment of required capital contributions prior to the merger, for the substantial majority of which Cantor is the lender, or in the case of capital contributions, the recipient, and the remainder of which are guaranteed by Cantor in the amount of, including accrued interest, \$53,666,788 for Mr. Amaitis, \$11,161,153 for Mr. Lynn, \$595,238 for Mr. Merkel, \$3,747,861 for one of the other individuals who is employed by one of our affiliates and \$635,058 for the other individual who is employed by one of our affiliates, respectively, that were incurred in order to acquire a portion of their existing Cantor limited partnership interests (and in the case of Messrs. Amaitis and Lynn, a portion of which were for other general purposes) as of January 24, 2008. Assuming a closing price of \$11.67 per share of eSpeed Class A common stock on the date of closing, which represents the closing price of eSpeed Class A common stock on January 24, 2008, Messrs. Lynn, Merkel, and the other individuals would sell distribution rights relating to 569,666, 51,006 and 347,205 shares of Combined Company Class A common stock, respectively, and Mr. Lynn, and one of the other individuals would sell 386,731 and 28,366 BGC Holdings limited partnership interests, respectively. Cantor's exchange of the BGC Holdings limited partnership interests that it will acquire from Messrs. Amaitis, Lynn, and the other two individuals will be an exception to the general restriction on exchanges by Cantor for one year after the completion of the merger, other than in an amount of up to 20 million in connection with a broad-based public offering including all shares of Combined Company Class A common stock received upon such exchange, underwritten by a nationally recognized investment banking firm.

**BGC U.S. s, BGC Global s and BGC Holdings Partnership Interests**

See Related Agreements Amended and Restated BGC Holdings Limited Partnership Agreement, Related Agreements Amended and Restated Limited Partnership Agreements of BGC U.S. and BGC Global and Proposal 1 The Merger Interests of Directors, Executive Officers and Certain Beneficial Owners in the Merger.

**Exchangeability of Founding Partner Interests**

Cantor intends to provide all founding partners with the right to immediately exchange 20% of their BGC Holdings founding partner interests for restricted shares of Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by a

---

**Table of Contents**

founding partner upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. In addition, prior to the merger, Cantor intends to enter into agreements with Messrs. Amaitis and Lynn pursuant to which Cantor will agree that an additional portion of the BGC Holdings founding partner interests held by each of them, 1,100,000 and 600,000, respectively, will be immediately exchangeable into restricted shares of Combined Company Class A common stock on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by either of them upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. From time to time, Cantor may provide founding partners with the right to exchange their remaining BGC Holdings founding partner interests on terms and conditions to be determined by Cantor, provided that the terms and conditions of such exchange cannot in any way diminish or adversely affect the rights of the Combined Company or its subsidiaries (it being understood that an obligation by the Combined Company to deliver shares of Combined Company Class A common stock upon exchange will not be deemed to diminish or adversely affect the rights of the Combined Company or its subsidiaries).

**Exchangeability of Working Partner Interests**

No working partner interests will be issued at the time of the separation and merger. Any working partner interests that are issued will not be exchangeable with the Combined Company for shares of Combined Company common stock unless otherwise determined by BGC Partners with the written consent of a BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement. From time to time, BGC Partners with the consent of the BGC Holdings exchangeable limited partners (by a BGC Holdings exchangeable limited partnership interests majority in interest), may provide working partners with the right to exchange any issued BGC Holdings working partner interests on terms and conditions to be determined by BGC Partners with the consent of the BGC Holdings exchangeable limited partners (by a BGC Holdings exchangeable limited partnership majority in interest).

**Exchangeability of REU Interests**

From time to time, BGC Holdings may issue REUs pursuant to the Participation Plan. The REU interests will only be exchangeable for Combined Company Class A common stock in accordance with terms and conditions of the grant of such REU interests, which terms and conditions will be determined in the sole discretion of the BGC Holdings general partner which, after the merger, will be the Combined Company, in accordance with the terms of the BGC Holdings limited partnership agreement. In the fourth quarter of 2007, certain employees of BGC and other persons who provide services to BGC were informed that they could expect to receive an aggregate of 276,204 REU interests in lieu of a portion of their discretionary bonus for 2007 having an aggregate estimated value of \$2,817,279 and 148,543 REU interests to be considered as part of their total 2008 compensation having an aggregate estimated value of \$1,515,143 in each case to be delivered in 2008 and issued upon the closing of the merger. The right to receive payment upon redemption of these REU interests will vest in one-third increments on December 14, 2008, 2009 and 2010. In addition, in the fourth quarter of 2007, certain executive officers of BGC were informed that they could expect to receive an aggregate of 593,990 REU interests (267,865 for Howard W. Lutnick, 133,932 for Lee Amaitis, 133,932 for Shaun Lynn, 38,171 for Stephen M. Merkel and 20,090 for Robert K. West) for delivery in 2008, which would be issued upon the closing of the merger. These REU interests have an aggregate estimated value of \$6,652,500 (\$3,000,000 for Howard W. Lutnick, \$1,500,000 for Lee Amaitis, \$1,500,000 for Shaun Lynn, \$427,500 for Stephen M. Merkel and \$225,000 for Robert K. West). The right to receive payment upon redemption of these REU interests for Messrs. Lutnick, Amaitis and Lynn was immediately vested on December 31, 2007. The right to receive payment upon redemption of these REUs for Messrs. West and Merkel will vest in one-third increments in December 2008, 2009 and 2010. Aggregate estimated values in each case are determined based on the eSpeed stock price on the date of each award. In addition, BGC Holdings is authorized to issue certain additional REU interests or BGC RSUs in connection with acquisitions and the hiring of new employees prior to the merger. These issuances would be in addition to the 133,860,000 shares of Combined Company common stock and rights to acquire common stock to be issued in the merger and be dilutive to all stockholders. From time to time, BGC Holdings

---

## **Table of Contents**

may issue REU interests pursuant to the Participation Plan, which shall be equity in accordance with the terms and conditions as determined by BGC Partners in its sole discretion in accordance with the terms of the BGC Holdings limited partnership agreement.

### **BGC Partners Restricted Stock Units**

Prior to the merger, in the third quarter of 2007, BGC and certain of its subsidiaries entered into agreements with certain of their employees pursuant to which the employees agreed to exchange an aggregate of approximately \$7,915,312 of their compensation earned in 2007 for the delivery in 2008 of 990,652 BGC RSUs, which would be issued upon the closing of the merger. These BGC RSUs vest in 50% increments on August 31, 2008 and 2009. In addition, in the fourth quarter of 2007, certain employees of BGC and other persons who provide services to BGC were informed that they could expect to receive an aggregate of 182,591 BGC RSUs in lieu of a portion of their discretionary bonus for 2007 having an aggregate estimated value of \$1,862,425 and 1,038,181 BGC RSUs to be considered as part of their total 2008 compensation having an aggregate estimated value of \$10,589,451, in each case to be delivered in 2008 and issued upon the closing of the merger. BGC RSUs vest in one-third increments on December 14, 2008, 2009 and 2010. Aggregate estimated values in each case are determined based on the eSpeed stock price on the date of each award.

The aggregate value of the REU interests and BGC RSUs granted prior to the consummation of the merger (a) with respect to the fiscal year ended December 31, 2007, will be no greater than \$22,000,000 and (b) with respect to the fiscal year ended December 31, 2008, will be no greater than \$22,000,000, and for each of clauses (a) and (b), each such right to receive one BGC RSU or REU will be valued for these purposes at the closing price of eSpeed Class A Common Stock on the date of the grant of the right. Furthermore, BGC Holdings is authorized to issue certain additional REU interests or BGC RSUs in connection with acquisitions and the hiring of new employees prior to the merger. These issuances would be in addition to the 133,860,000 shares of Combined Company common stock and rights to acquire common stock to be issued in the merger and be dilutive to all stockholders. In both cases, upon the closing of the merger, the shares ultimately issuable pursuant to the REU interests and the BGC RSUs will be shares of Combined Company Class A common stock issued pursuant to the BGC Partners Long Term Incentive Plan or similar plan. BGC Holdings has recently entered into an acquisition agreement in connection with which it has agreed to issue \$5 million of REUs upon the closing of the merger.

### **Continuing Interests in Cantor**

The founding partners and other limited partners of Cantor, including Messrs. Lutnick, Amaitis, Lynn, Merkel and West, will receive distribution rights in the separation. The distribution rights of founding partners, including Messrs. Amaitis, Lynn and West, will entitle the holder to receive a fixed number of shares of the Combined Company Class A common stock, with one-third of such shares distributable on each of the first, second and third anniversaries of the merger. The distribution rights of the other limited partners in Cantor who will not become founding partners, including Messrs. Lutnick and Merkel, will generally entitle the holder to receive a distribution of a fixed number of shares of Combined Company Class A common stock on the ninth anniversary of the merger, subject to acceleration in certain circumstances, as follows:

with respect to distribution rights received in respect of units in Cantor, including units acquired at any time as a result of reinvestment in respect thereof, held three years or longer as of the completion of the merger, 1/3rd of the shares underlying the distribution right on each of the 12-, 18- and 24-month anniversaries of the completion of the merger; and

with respect to distribution rights received in respect of units in Cantor, including units acquired at any time as a result of reinvestment in respect thereof, held less than three years as of the completion of the

**Table of Contents**

merger, 1/5th of the shares underlying the distribution right on each of the 12-, 18-, 24-, 30- and 36-month anniversaries of the completion of the merger, in each case, if, as of the applicable anniversary date, that holder continues to provide services to Cantor and has not breached his or her partner obligations, including the non-competition and non-solicitation covenants contained in the limited partnership agreement of Cantor.

In addition, the managing general partner of Cantor will be able to grant earlier distribution of the shares to founding partners and the other limited partners of Cantor. The ownership of these distribution rights and underlying shares of common stock will not be dependent upon continued employment with the Combined Company or Cantor, although, in the case of Cantor limited partners not becoming founding partners, the continuing provision of services to Cantor will, in the absence of a breach of the partner obligations, result in accelerated receipt of the shares underlying these distribution rights as described above.

**Table of Contents**

**INFORMATION ABOUT eSPEED'S BUSINESS**

eSpeed is a leader in developing and deploying electronic marketplaces and related trading technology that offers traders access to the most liquid, efficient and neutral financial markets in the world. eSpeed operates multiple buyer, multiple seller real-time electronic marketplaces for the global capital markets, including the world's largest government bond markets and other fixed income and foreign exchange marketplaces. eSpeed's suite of marketplace tools provides end-to-end transaction solutions for the purchase and sale of financial products over eSpeed's global private network or via the Internet. eSpeed's neutral platform, reliable network, straight-through processing and superior products make it a trusted source for electronic trading at the world's largest fixed income and foreign exchange trading firms and major exchanges.

For more information about eSpeed's business, please see Item 1. Business of eSpeed's Annual Report on Form 10-K/A for the fiscal year ended December 31, 2006, filed with the SEC on August 23, 2007, which is incorporated herein by reference.

**eSPEED'S SELECTED HISTORICAL FINANCIAL DATA**

Please refer to Item 6. Select Consolidated Financial Data of eSpeed's Annual Report on Form 10-K/A for the fiscal year ended December 31, 2006, filed with the SEC on August 23, 2007, which is incorporated herein by reference.

**eSPEED'S MANAGEMENT'S DISCUSSION AND ANALYSIS  
OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

Please refer to Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations of eSpeed's Annual Report on Form 10-K/A for the fiscal year ended December 31, 2006, and Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations of eSpeed's Quarterly Report on Form 10-Q for the quarter ended September 30, 2007, filed with the SEC on November 9, 2007, which are incorporated herein by reference.

**INFORMATION ABOUT BGC PARTNERS' BUSINESS**

**Overview of BGC Partners' Business**

BGC Partners is a leading full-service inter-dealer broker specializing in the trading of over-the-counter, which we refer to as OTC, financial instruments and related derivative products. BGC Partners provides integrated voice and electronic execution and other brokerage services to many of the world's largest and most creditworthy banks that regularly trade in capital markets, brokerage houses and investment banks for a broad range of global financial products, including fixed income securities, foreign exchange, equity derivatives, credit derivatives, futures, structured products and other instruments, as well as market data products for selected financial instruments.

BGC Partners' integrated voice and electronic platform is designed to provide flexibility to its customers with regard to price discovery, execution and processing of transactions. BGC Partners' hybrid platform enables its customers to use voice, screen-assisted, voice-assisted or, where available, fully electronic brokerage services in connection with transactions executed either OTC or through an exchange. BGC Partners' hybrid platform allows it to generate revenues, irrespective of whether a market is voice-brokered or electronic in nature. BGC Partners' brokerage services include execution, clearing, processing and other back office services. BGC Partners complements its brokerage services with value-added products such as market data and analytics products.

---

## Table of Contents

BGC Partners' brokerage business is one of the oldest and most established franchises in the financial intermediary industry. Cantor started its inter-dealer brokerage operations in the early 1970s. Until October 2004, they were managed as a part of Cantor's operations.

Prior to the events of September 11, 2001, BGC Partners' brokerage business was widely recognized as one of the leading full-service wholesale inter-dealer brokers in the world. After September 11, 2001, and the loss of a majority of its U.S.-based employees, BGC Partners' brokerage business operated primarily in Europe. In August 2004, Cantor announced the restructuring of its inter-dealer brokerage business, renaming it BGC, in honor of B. Gerald Cantor, Cantor's founder and a pioneer in screen brokerage services and fixed income market data products. Over the last three years, BGC Partners has re-established its presence in the United States and has continued to expand its global operations through the acquisition and integration of established brokerage companies and the hiring of a substantial number of experienced brokers. For example, in May 2005, BGC Partners acquired Euro Brokers, a U.S. and international inter-dealer brokerage firm, and in September 2005, BGC Partners acquired ETC Pollak, an inter-dealer broker in Paris. Through these actions, BGC Partners has been able to expand its presence in key markets and position its business for sustained growth.

More recently, in November 2006, BGC Partners acquired Aurel Leven, an independent inter-dealer broker in France, active in the equities, equity derivatives and fixed income markets. In December 2006, BGC Partners acquired AS Menkul, an established broker in Turkey. In August 2007, BGC Partners acquired the emerging markets equity derivatives business of Marex Financial. Through these acquisitions and targeted hiring, BGC Partners has been able to expand its presence in key markets and position its business for sustained growth. As of December 31, 2007, BGC Partners had 1,201 brokers across 127 desks (up from 483 brokers across 58 desks in October 2004). BGC Partners has offices in London, New York, Toronto, Mexico City, Paris, Nyon, Copenhagen, Hong Kong, Tokyo, Beijing (representative office), Singapore, Sydney, Seoul and Istanbul.

BGC Partners provides brokerage services in a wide range of markets, including government bonds, corporate bonds, supranational and sovereign bonds, high yield bonds, convertible bonds, floating rate notes, emerging market bonds, asset-backed securities, mortgage-backed securities, foreign exchange (outright, forwards, swaps), foreign exchange options, repurchase agreements, money market products, credit default swaps, interest rate swaps, asset swaps, basis swaps, inflation swaps, interest rate options, bond options, exchange-traded financial futures and equity derivatives.

BGC Partners is focused on serving three principal brokerage markets:

traditional, liquid brokerage markets;

high growth, high margin, illiquid markets; and

targeted local markets throughout the world.

The strong underlying growth of these markets, in combination with BGC Partners' continued addition of brokerage personnel in other markets where it is currently strengthening its position and building scale, provides it with significant opportunities for growth. BGC Partners will also continue to expand in newer markets and to grow its market share in illiquid markets, such as credit derivatives. Due to the complexity of newer markets and illiquid markets, customers are willing to pay a premium for liquidity and for the ability of experienced brokerage professionals to provide market intelligence and create structuring solutions. Finally, as reflected by its recent expansions in France, Korea and Turkey, BGC Partners seeks to expand its footprint in targeted local markets where a local presence and hands-on expertise are required to be successful. We believe that all of these markets will continue to employ professional brokers, as wholesale customers continue to value the background, market knowledge, anonymity, price negotiation skills and strength of execution provided by its brokers.

BGC Partners offers a full range of voice, screen-assisted, voice-assisted and, where available, fully electronic brokerage services including price discovery, trade execution and straight-through processing. Many of BGC Partners' services are supported by an electronic platform provided by eSpeed. BGC Partners, through

**Table of Contents**

its agreements with eSpeed, uses a sophisticated electronic trading platform to distribute prices to its customers on a proprietary PC-based application. This proprietary graphic user interface, which we refer to as GUI, is the front end system for a majority of BGC Partners' products. It is deployed on most of BGC Partners' customers' desktops and is connected to them through eSpeed's private communications network or industry standard communication systems. BGC Partners' GUI establishes a direct link between its brokers and its customers and provides them with the latest product pricing information. BGC Partners' hybrid platform, in conjunction with eSpeed, allows it to offer straight-through processing to its customers for selected products. This capability eliminates the significant expense associated with manual processing, confirmation and clearing of trades.

BGC Partners provides its integrated brokerage services through its established brokerage platform and its relationship with eSpeed. BGC Partners' relationship with eSpeed is set forth in the JSA that will terminate upon the completion of the merger. BGC Partners' platform is carried on eSpeed's electronic trading systems, and BGC Partners has a right to use eSpeed's system under the JSA. Under the JSA, BGC Partners has shared revenues with eSpeed on a pre-determined schedule.

BGC Partners complements its trading services by providing proprietary market data to its customers through its market data business. BGCantor Market Data is the exclusive source of real-time proprietary pricing and other data derived through BGC Partners and eSpeed for U.S. and European securities and derivatives. Current products include real-time data in live markets for U.S. Treasuries, European government bonds, eurobonds and U.S. dollar interest rate swaps. Potential new products could include data on interest rate, credit and emerging market derivatives, as well as on spot foreign exchange and emerging market bonds. BGC Partners' market data services are available across a broad array of distribution channels, including Bloomberg, CQG, Reuters and Thomson ILX.

BGC Partners provides brokerage services to its customers primarily in the form of agency or, to a lesser extent, matched principal transactions. In agency transactions, BGC Partners connects buyers and sellers and assists in the negotiation of the price and other material terms of the transaction. In matched principal transactions, BGC Partners acts as a middleman by serving as counterparty for identified buyers and sellers in matching, in whole or in part, reciprocal back-to-back trades. In addition, to a limited extent, BGC Partners participates in certain of its marketplaces by posting quotations for its own account and by acting as principal on trades to facilitate transactions, add liquidity, increase revenue opportunities and attract additional order flow. While BGC Partners' principal participation may vary from product to product and over any given period of time, in the aggregate the unmatched principal participation by BGC Partners and its affiliates does not, generally speaking, exceed 10% of its total volume or transaction counts on an annual basis. It is BGC Partners' common practice to have limited market risk on an overnight basis.

**BGC Partners' Industry**

In liquid financial markets, the presence of large numbers of market participants and facilitators of liquidity and the availability of pricing reference data and standardized terms allow market participants to trade financial instruments quickly and with minimal price disturbance. In these markets, there is substantial competition, efficient execution and high trading volume. Typically the most liquid markets are found on listed exchanges. One of the primary liquidity providers for listed exchanges and OTC markets is the inter-dealer broker, who acts as an intermediary between major market participants to facilitate transactions that might normally prove too difficult for local market makers or brokers to handle.

To the extent the trading of a financial instrument requires customization, the relevant market tends to be more illiquid. Illiquid markets generally have fewer market participants, less price transparency, higher spreads and lower trading volumes. Complex financial instruments that are traded OTC tend to be illiquid and are traded primarily by more sophisticated buyers and sellers. Inter-dealer brokers facilitate trading in less liquid markets through providing price discovery, preserving anonymity in matched principal trades, matching buyers and sellers on a name give-up basis in agency transactions and providing market intelligence to their customers.



## **Table of Contents**

Name give-up transactions refer to those transactions where BGC Partners acts as an agent and the identity of the two counterparties is disclosed once the trade is completed as opposed to matched principal trades where anonymity is preserved. In both agency and matched principal transactions, customers decide to execute a trade and inter-dealer brokers effectively source the counterparties for those trades. Inter-dealer brokers are particularly helpful in facilitating large or non-standardized transactions due to their in-depth market knowledge and access to potential counterparties.

An illiquid market for a financial instrument may evolve over a period of time into a more liquid one, creating new market opportunities for all participants; however, the evolution of a relatively illiquid market for a financial instrument to a more liquid market is not necessarily inevitable. If a market for a particular financial instrument develops and matures, more buyers and sellers may enter the market, resulting in more transactions (greater liquidity) and increased pricing information. As the market for an illiquid financial instrument evolves into a more liquid market, the characteristics of trading, the preferred mode of execution and the size of commissions that market participants pay and, more specifically, inter-dealer brokers charge, may change. In some instances, pure voice execution may be replaced by hybrid execution services. Hybrid models satisfy customer preferences to trade on a voice, screen-assisted, voice-assisted or, where available, fully electronic basis.

While some products may evolve from illiquid markets to liquid markets, at the same time, new products are continually being developed. Historically, as markets evolve and participants look to separate or isolate risks, certain products will tend to exhibit correlations and pricing relationships leading to the development of new derivative products.

Wholesale market participants and institutions, such as major banks, investment banks and broker-dealer firms, continue to look to marketplace firms that are able to meet the bulk of their trading needs in a broad range of products. These wholesale market participants continue to display a willingness to pay substantial brokerage commission revenues to inter-dealer brokers who are able to provide timely and valuable pricing information, strong execution capabilities and the liquidity necessary for such market participants to execute their desired transactions.

According to the Bank for International Settlements, the underlying OTC and exchange-traded derivative markets traditionally served by inter-dealer brokers have experienced CAGR of approximately 30% and 24%, respectively, based on notional amounts outstanding from 2001 through 2006. With the positive impact of increasing volatility in the financial markets as well as the continuing high levels of innovation and product development occurring in the wholesale financial markets today, we believe that this growth will continue into the foreseeable future.

Derivatives are increasingly being used to manage risk or to take advantage of the anticipated direction of a market by allowing holders to guard against gains or declines in the price of underlying assets without having to buy or sell the underlying assets. Derivatives are often used to mitigate the risks associated with interest rate movements, equity ownership, changes in the value of foreign currency, credit defaults by large corporate and sovereign debtors and changes in the prices of commodity products. Increasing securities regulations and demand from financial institutions, financial services intermediaries and large corporations have increased volumes in the wholesale derivatives market, thereby increasing the business opportunity for inter-dealer brokers. As demonstrated by the figure below, the market for OTC instruments has continued to experience substantial growth for a wide array of financial products.

**Table of Contents**

Source: The Bank for International Settlements, except (1) source: International Swaps and Derivatives Association.

Over the last five years, all of the above markets have experienced significant growth, with seven out of ten experiencing compound annual growth in excess of 20%. BGC Partners believes that much of this growth has been, and will continue to be, driven by the following trends:

increasing volatility in commodity, currency, interest rate, equity and credit markets has led to continued demand for hedging and risk mitigation by market participants, which, in turn, has led to growth in commodity, equity, interest rate and credit derivatives and currency options markets;

increasing allocation of capital for trading and position-taking by banks and hedge funds and the search for yield among global investors has led to strong growth in structured credit and equity products, thereby creating and reinforcing the need for efficient execution;

with yields at historical lows, many industrialized countries, including the United States, France, Germany and Italy, have increased their issuance of sovereign debt, taking advantage of low interest rates to help finance growing budget deficits;

record merger and acquisitions activity in 2006 and in the first half of 2007 led to an increased issuance in the corporate bond and leveraged loan markets, thereby increasing the demand for hedging instruments such as credit derivatives and interest rate options;

strong global stock market performance has led to rapid growth in equity derivatives driven by institutional demand for hedging instruments;

strong gross domestic product growth in key emerging market countries, such as China and India, has led to increased demand for basic commodities such as copper, platinum, crude oil, gas and natural gas, which has led to higher demand for hedging instruments such as energy and commodity futures and derivatives; and

the continued liberalization of emerging markets and the growth of local currency and fixed income markets have led to increased global demand for currency and fixed income hedging instruments as global trade continues to expand.

**Table of Contents**

For all of these markets, full-service inter-dealer brokers provide market intelligence, operational expertise and liquidity to help propel growth.

**BGC Partners Product Offerings**

BGC Partners provides brokerage services in a wide range of markets, including government bonds, corporate bonds, supranational and sovereign bonds, high yield bonds, convertible bonds, floating rate notes, emerging market bonds, asset-backed securities, mortgage-backed securities, foreign exchange (outright, forwards, swaps), foreign exchange options, repurchase agreements, money market products, credit default swaps, interest rate swaps, asset swaps, basis swaps, inflation swaps, interest rate options, bond options, exchange-traded financial futures and equity derivatives.

BGC Partners already has hybrid capabilities in, and has developed the potential for fully electronic execution for, the following products: government bonds, corporate bonds, supranational and sovereign bonds, high yield bonds, floating rate notes, emerging market bonds, asset-backed securities, mortgage backed securities, foreign exchange (outright, forwards, swaps), foreign exchange options, repurchase agreements, credit default swaps, interest rate swaps and exchange-traded financial futures.

As part of BGC Partners' brokerage services, it provides execution, clearing, settlement and other back office services for U.S. government securities. Execution, clearing, settlement and other back office services for financial futures and all Depository Trust Company eligible products, including equities, CDs, corporate bonds, municipal securities and mortgage backed securities, are cleared by Cantor through a clearing arrangement between Cantor and BGC Partners.

BGC Partners also provides its proprietary market data to its customers. BGCantor Market Data is the exclusive source of real-time proprietary pricing and other data derived through BGC Partners and eSpeed for U.S. and European securities and derivatives.

The following table identifies the key securities and financial products which BGC Partners brokers:

<b>Products</b>	<b>Description</b>
Agency Bonds	Securities issued or pooled, serviced and, sometimes, guaranteed by government agencies or quasi-governmental agencies to finance their activities ( <i>e.g.</i> , credit support of home mortgages). Examples of such agencies include the Government National Mortgage Association, the Federal National Mortgage Association and Freddie Mac.
Asset-Backed	Securities that represent either an ownership claim in a pool of securities or an obligation that is secured by a pool of securities where these securities are collateralized by hard assets such as automobile loans or credit card receivables.
Asset Swaps	An exchange of two assets. Asset swaps are done most often in order to achieve a more favorable payment stream and typically involve debt obligations.
Basis Swaps	An exchange of cash flows based on the difference between the cash price and the futures price of a given commodity.
Convertible Bonds	Debt obligations that can be converted into shares of stock in the issuing company, usually at some pre-announced ratio.
Corporate Bonds	Debt obligations issued by private corporations (includes high yield bonds and convertible bonds).

**Table of Contents**

<b>Products</b>	<b>Description</b>
Credit Derivatives	Contractual agreements entered into between two counterparties under which each agrees that one party will make payment to another party if the underlying security or bond defaults for an agreed upon period based on a notional amount of principal.
Emerging Market Bonds	Securities issued by governments and other issuers (including supranational and corporate bonds) in countries with developing economies.
Equity Derivatives	A class of financial instruments whose value is at least partly derived from one or more underlying equity securities. Market participants generally trade equity derivatives in order to transfer or transform certain risks associated with the underlying securities.
Equity Index Futures	Instruments that call for the delivery of the cash equivalent of a stock index at a specific delivery (or maturity) date for an agreed upon price (the future price) to be paid at contract maturity.
Eurobonds	Securities syndicated and sold internationally that may be issued in a currency other than that of the country of the issuer.
Floating Rate Notes	Debt obligations that have a variable coupon equal to a money market reference rate, like LIBOR or the federal funds rate, plus a spread. The spread generally remains constant and the market reference rate fluctuates.
Foreign Exchange/Foreign Exchange Outright	Currency exchange.
Foreign Exchange Futures	Instruments that call for the delivery of foreign currency at a specific delivery (or maturity) date for an agreed upon price (the future price) to be paid at contract maturity.
Foreign Exchange Swap/Forwards	A foreign exchange swap is an agreement between two parties to exchange a given amount of one currency for another and, after a specified period of time, to give back the original amounts swapped. The obligation to close the swap is a forward contract.
Global Repurchase Agreements and Reverse Repurchase Agreements	Short term sales/purchases of securities with a promise to repurchase/sell back the securities at a higher price. Repurchase agreements and reverse repurchase agreements are typically overnight transactions although many transactions are for periods up to one year. These agreements are the preferred method of financing government bonds and agency bonds and investing cash (with government bonds and agency bonds as collateral) that are used by banks and investment banks.
Government Bonds	Debt obligations issued and backed by the issuing government ( <i>i.e.</i> , issued in the country's own currency).
High Yield Bonds	Debt obligations that are rated below investment grade on their date of issuance.
Inflation Swaps	Contractual agreements entered into between two counterparties under which one agrees to pay amounts against an underlying interest rate benchmark and the other pays an amount linked to an inflation index, like the Consumer Price Index, for an agreed upon period based on a notional amount of principal.
Interest Rate Futures	Instruments that call for the delivery of interest-bearing securities or interest rate products or their cash equivalent at a specific delivery (or maturity) date for an agreed upon price (the future price) to be paid at contract maturity.

**Table of Contents**

<b>Products</b>	<b>Description</b>
Interest Rate Swaps	Contractual agreements entered into between two counterparties under which each party agrees to make periodic payments to each other for an agreed upon period based on a notional amount of principal and an underlying interest rate benchmark.
Money Market Products	Full range of interest-bearing, short term investments with maturities of less than one year, including certificates of deposit and commercial paper.
Mortgage-Backed	Securities that represent either an ownership claim in a pool of mortgages or an obligation that is secured by a pool of mortgages. For example, the Government National Mortgage Association and the Federal National Mortgage Association issue such securities.
Options on Equity Products (a common type of equity derivative)	Contractual obligations that give the holder the right to buy or sell the cash equivalent of a single equity share or equity index, like the Standard & Poor's 500, at a specified exercise price on or before a specified expiration date. An investor also can buy or sell an option on an equity future or an equity index future.
Options on Foreign Exchange Products	Contractual obligations that give the holder the right to buy or sell a quantity of a foreign currency for a specific amount of domestic currency at a specified exercise price on or before a specified expiration date.
Options on Interest Rate Products	Contractual obligations that give the holder the right to buy or sell interest-bearing debt, such as Treasury notes, at a specified exercise price on or before a specified expiration date (includes bond options).
Sovereign Bonds	Debt obligations issued by a national government.
Supranational Bonds	Debt obligations issued and backed by supranational agencies such as the World Bank or the European Union.

**Customers**

BGC Partners primarily serves the wholesale inter-dealer market, including many of the world's largest and most creditworthy banks that regularly trade in capital markets, brokerage houses and investment banks. For the year ended December 31, 2006, BGC Partners' top 10 customers, collectively, accounted for approximately 40% of its revenues and its largest customer accounted for less than 8% of its revenues.

**Sales and Marketing**

BGC Partners' brokers are its primary marketing and sales resources to its customers. Thus, BGC Partners' sales and marketing program is aimed at enhancing the ability of brokers to cross-sell effectively in addition to informing its customers about its product and service offerings. BGC Partners also employs a product team and a team of business development professionals.

BGC Partners' product team is composed of product managers, who are each responsible for a specific part of its business. The product managers ensure that BGC Partners' brokers, across all regions, have access to technical expertise, support and multiple execution methods in order to grow and market their business. This approach of combining marketing with BGC Partners' product strategy has enabled BGC Partners to turn innovative ideas into deliverable hybrid solutions, such as BGC Trader, the new multi-asset BGC Partners-branded, hybrid offering to its customers for voice and electronic execution.

---

## **Table of Contents**

BGC Partners' team of business development professionals is responsible for growing its global footprint through raising awareness of its products and services. The business development team markets its products and services to new and existing customers. As part of this process, they analyze existing levels of business with these entities in order to identify potential areas of growth and also to cross-sell BGC Partners' multiple offerings.

### **Technology**

**Pre-Trade Technology.** BGC Partners' brokers use a suite of pricing and analytical tools which have been developed to their specific needs either in-house or in cooperation with specialist software suppliers. This product suite uses in-house proprietary data and ancillary pricing and calculation libraries in conjunction with those outsourced from market standard specialist services in each area. The tools all connect to an integrating data layer which allows prices and rates to be published via BGC Partners' proprietary network, data vendor pages, secure websites and its trading application as indicative pricing.

**Trading Technology.** BGC Partners utilizes a sophisticated electronic trading platform to distribute prices to its customers via a proprietary PC-based application, connected via a private communications network or via leading providers of connectivity to the financial community. The majority of its global products are supported by this platform in either a view only, hybrid/managed or fully electronic mode. Trades executed by its customers in any mode are eligible for immediate electronic confirmation to straight-through processing hubs. BGC Partners' proprietary GUI is deployed on thousands of user desktops at hundreds of major banks and institutions.

BGC Trader is the new multi-asset BGC Partners-branded, hybrid offering to BGC Partners' customers for voice and electronic execution. BGC Partners undertook to combine the benefits of its existing hybrid system with a new concept of creative, cutting edge and customer focused front end design. The first asset groups to be incorporated under the BGC Trader banner were European corporate bonds, credit default swaps and iTraxx. The BGC Trader brand has been well received by BGC Partners' customers and we believe that it will see an expansion in the number of products it supports, including other tradable and view-only products in the BGC Partners portfolio.

**Post-Trade Technology.** BGC Partners' electronic trading platform can support post-trade straight-through processing and confirmation. In addition to BGC Partners' own system, it can also confirm and process trades through third-party processing hubs including Swapswire, T-Zero, Reuters RTNS, Logicscope and direct straight-through processing in FIX for various banks.

BGC Partners also provides electronic connections to most mainstream clearinghouses, including the FICC, The Depository Trust & Clearing Corporation, OTC DerivServ, Continuous Linked Settlement, Euroclear, Clearstream, Monte Titoli, LCH.Clearnet, Eurex and the Chicago Mercantile Exchange. BGC Partners intends to greatly expand the number of clearinghouses to which it connects in the near future.

**Systems Architecture.** BGC Partners' systems are implemented as a multi-tier architecture, comprised of several components, which provide matching, credit management, market data distribution, position reporting, customer display and customer integration. The private network currently operates from five concurrent data centers (two of which are in London, one of which is in Rochelle Park, New Jersey, one of which is in Trumbull, Connecticut and one of which is in New York) and 11 hub cities throughout the world acting as distribution points for all private network customers.

### **Risk Management**

BGC Partners employs a number of risk management processes to monitor its exposure to its customers. Trading with a new counterparty requires approval by BGC Partners' credit department. The credit department

**Table of Contents**

analyzes financial and other data (including, among other things, reports from credit agencies and site visits) to prepare a credit report on the prospective customer. The credit report is presented to the global credit committee for its review. Once a decision is made at the committee level, the front office staff is formally notified of the decision. As part of BGC Partners' credit process, BGC Partners also imposes trading limits for the new counterparty and monitors the credit quality of its customers on an on-going basis. The approved counterparties are reviewed at least on an annual basis by the credit department and the global credit committee.

As part of BGC Partners' risk management procedures, it also monitors and controls the counterparty limits that are established by the credit committee. All trades are marked-to-market on a regular basis during trading hours, which allows BGC Partners to monitor any abnormal build up of exposure to any particular counterparty. BGC Partners' credit department produces a daily credit report, which highlights the following information:

top exposures by counterparty; also broken down by counterparties in volatile geographical areas;

fails analysis by company and certain trading areas, including marked-to-market ranking, age and volume of trades; and

counterparty risk requirement calculation by book/desk, instrument and counterparty.

In addition, BGC Partners' risk management processes address disaster recovery concerns. BGC Partners operates most of its technology from dual-primary data centers at its two different London locations. Either site alone is capable of running all BGC Partners' essential systems. In addition, BGC Partners has technology running from data centers in New Jersey, Connecticut and New York. Replicated instances of this technology are maintained in BGC Partners' London data centers. All data centers are built and equipped to best-practice standards of physical security with appropriate environmental monitoring and safeguards. Fail-over for the majority of BGC Partners' systems is automated.

**Relationship between BGC Partners and Cantor**

See Certain Relationships and Related Transactions Before and After the Merger.

**Relationship between BGC Partners and eSpeed**

Prior to the merger, eSpeed has provided BGC Partners access to its electronic trading system. Under the JSA, which will terminate upon the completion of the merger, BGC Partners provides voice-assisted brokerage services, clearance, settlement and other processing and related services, such as credit and risk management services, oversight of customer suitability and regulatory compliance, sales positioning of products and other services customary to brokerage operations to eSpeed. The JSA provides for BGC Partners and eSpeed to share revenues for transactions executed on eSpeed's system. Additionally, under the JSA, eSpeed has provided technology support services to BGC Partners for a fee commensurate with the cost of providing these services.

The JSA provides for revenue sharing schedules between BGC Partners and eSpeed based on various factors, including whether the brokerage services provided by BGC Partners involve voice or electronic assistance and the nature of the marketplace. With respect to voice-assisted brokerage services provided in the collaborative marketplace, the Cantor/BGC Partners party receives 93% of the applicable transaction revenues and the eSpeed party receives, as a service fee, 7% of the transaction revenues. With respect to products in other marketplaces that are not electronic but which are electronically-assisted (such as open outcry transactions), the Cantor/BGC Partners party receives 97.5% of the applicable transaction revenues and the eSpeed party receives 2.5% of the transaction revenues. For fully-electronic transactions in U.S. Treasuries, Japanese Government Bonds and Foreign Exchange, eSpeed receives 65% of the transaction revenues. For fully-electronic transactions in European Government Bonds, eSpeed receives 65% of the first \$1.5 million in transaction revenues and up to 50% of subsequent transaction revenues in a calendar year. In addition, the Cantor/BGC Partners party receives all of the applicable transaction revenues for all other transactions that are not electronically assisted.

---

## **Table of Contents**

Pursuant to the separation agreement, Cantor will agree to transfer all revenues and responsibilities for transactions executed on eSpeed's system, whether or not those transactions are executed on BGC Partners' behalf, and upon the completion of the merger, the JSA will terminate.

### **Regulation**

#### **U.S. Regulation**

The financial services industry in the United States is subject to extensive regulation under both federal and state laws. As registered broker-dealers and a Futures Commissions Merchant, certain of BGC Partners' subsidiaries are subject to laws and regulations which cover all aspects of financial services, including sales methods, trade practices among broker-dealers, use and safekeeping of customers' funds and securities, minimum capital requirements, recordkeeping, business practices and the conduct of associated persons. BGC Partners and its subsidiaries also are subject to the various anti-fraud provisions of the Securities Act, the Exchange Act, the Commodity Exchange Act, certain state securities laws and the rules and regulations thereunder. BGC Partners also may be subject to vicarious and controlling person liability for activities of its subsidiaries and their officers, employees and affiliated persons.

The SEC is the federal agency primarily responsible for the administration of federal securities laws, including adopting rules and regulations applicable to broker-dealers (other than government securities broker-dealers) and enforcing both its rules regarding broker-dealers and the Treasury's rules regarding government securities broker-dealers. Broker-dealers are also subject to regulation by state securities administrators in those states in which they conduct business or have registered to do business. In addition, Treasury rules relating to trading government securities apply to such activities when engaged in by broker-dealers. The CFTC is the federal agency primarily responsible for the administration of federal commodities laws, including the adoption of rules applicable to Futures Commissions Merchants.

Much of the regulation of broker-dealers' operations in the U.S. has been delegated to self-regulatory organizations. These self-regulatory organizations adopt rules (which are subject to approval by the SEC) that govern the operations of broker-dealers and government securities broker-dealers and conduct periodic inspections and examinations of their operations. In the case of BGC Partners' U.S. broker-dealer subsidiaries, the principal self-regulatory organization is the Financial Industry Regulatory Authority (FINRA). FINRA is a new self-regulatory organization that commenced operations in the third quarter of 2007. It was formed from the consolidation of the NASD's member regulation operations and the regulatory arm of the NYSE Group to act as the self-regulatory organization for all broker-dealers doing business within the United States. Accordingly, BGC Partners' U.S. subsidiaries will be subject to both scheduled and unscheduled examinations by the SEC and FINRA. In their futures-related activities, BGC Partners' subsidiaries are also subject to the rules of the CFTC, futures exchanges of which they are members and the NFA, a futures self-regulatory organization.

The changing regulatory environment and rules that may be promulgated by the SEC, the Treasury, the Federal Reserve Bank of New York, the CFTC, the NFA, FINRA and other self-regulatory organizations, or changes in the interpretation or enforcement of existing laws and rules, if adopted, may directly affect the mode of operation and profitability of BGC Partners, of its competitors and its customers and of the securities markets in a way that could adversely affect its business.

The SEC, self-regulatory organizations and state securities administrators conduct informal and formal investigations of possible improprieties or illegal action by broker-dealers and their associated persons, which could be followed by the institution of administrative, civil and/or criminal proceedings against broker-dealers and/or associated persons. Among the sanctions that can result if administrative, civil or criminal proceedings were ever instituted against BGC Partners or its associated persons, are injunctions, censure, fines, the issuance of cease-and-desist orders or suspension or expulsion from the industry and, in rare instances, even imprisonment. The principal purpose of regulating and disciplining broker-dealers is the protection of customers



**Table of Contents**

and the securities markets, rather than the protection of broker-dealers, creditors and equity holders. From time to time, BGC Partners' associated persons have been and are subject to routine investigations, none of which, to date, have had a material adverse effect on its business.

**U.K. and European Regulation**

The FSA is the primary regulator in the United Kingdom established under the Financial Services and Markets Act 2000, which we refer to as the FSMA 2000, to regulate financial services in the United Kingdom. Currently, BGC Partners has subsidiaries and branches regulated by the FSA (BGCI, BGC International L.P., the U.K. branch of ETC Pollak, the U.K. branch of BGC Financial, Inc., BGC Brokers Limited (formerly known as Euro Brokers Limited), MIS Brokers Limited (which is currently a dormant entity) and BGC Brokers L.P.).

FSMA 2000 provides the core basis of the regulatory system with supporting and additional requirements laid down in the FSA handbook, take over code and exchange rules. FSMA 2000 requires that any firm undertaking a regulated activity must be authorized or exempt. Once a firm is authorized by the FSA, it is under an obligation to continue to meet the standards set. The FSA has the power to investigate, discipline or prosecute any firm or individual who breaks its rules while conducting financial business. Such disciplinary action may include the imposition of a fine, issuance of public censures, withdrawal or amendment of authorization or prosecution. During the FSA's annual risk assessment of BGC Partners' U.K. regulated entities in 2005, the FSA discovered a number of inaccuracies in the monthly reporting statements used to calculate financial resources and also that certain items in the sub-ledger accounts were misclassified. The FSA asked that a skilled person be appointed under the terms of Section 166 of the FSMA 2000 to report on the accuracy of the regulatory returns submitted and the accuracy of the classification of items in the sub-ledger accounts. The first phase of work was conducted by an independent accounting firm who submitted the requisite report to the FSA in December 2005. The second phase of the 166 review began in August 2007 and changed its scope to include controls surrounding accuracy of the completion of regulatory reports. The second phase section 166 of the FSMA 2000 review report was received by management on December 20, 2007 and was reviewed in January 2008 in a trilateral meeting with the skilled person and the FSA. The report was helpful to management as it highlighted areas where improvements should be made and the recommendations put forward in the report are being implemented.

The European legislature also introduces directives for implementation by European Union member states. Recent important directives affecting the financial services industry include The Market Abuse Directive, the MIFID, The Third Money Laundering Directive, The Financial Groups Directive and the Capital Requirements Directive. Some of these directives have caused or are expected to cause significant changes to the way the financial services industry is regulated in Europe. For example, the Capital Requirements Directive required regulated firms to change the way regulatory capital is calculated (requiring firms to undertake a risk-based calculation). In addition, MIFID required firms to review their systems, controls and conduct of business to ensure that they were compliant with the rules imposed and the changes introduced to existing regulation. These directives were important developments in the regulatory environment in the European Union.

BGC Partners' European regulated group (Aurel Leven, BGC Brokers Limited, BGC Brokers L.P., BGCI, BGC International L.P., ETC Pollak, EPP Holdings, MIS Brokers Limited and other intermediate non-regulated holding entities) is subject to The Financial Groups Directive. To meet the FSA's requirements under that directive, the current corporate structure of BGC Partners' European regulated group will need to be reorganized as of July 1, 2007. Specifically, the FSA has required BGC Partners to establish a new European consolidated financial holding entity which is the direct owner of its European operations, which we refer to as European Holdings. Such a restructuring allows the FSA to achieve its statutory obligations under The Financial Groups Directive and regulate this discrete group at a consolidated level from a capital adequacy perspective. The restructuring of the regulated European entities under European Holdings does not affect their day-to-day operations as European Holdings is a holding entity.

To improve regulatory capital efficiency, BGC Partners merged the businesses of MIS Brokers Limited into BGC Brokers L.P., with respect to the businesses in London, on March 1, 2007, and, with respect to the Danish businesses, on May 1, 2007. Further, on December 1, 2007, BGC Brokers Limited contributed its brokerage business to BGC Brokers L.P. in return for a first preferred interest in BGC Brokers L.P.

**Table of Contents****Other Regulation**

BGC Partners' subsidiaries that have foreign operations are subject to regulation by the relevant regulatory authorities and self-regulatory organizations in the countries in which they do business. The following table sets forth certain jurisdictions other than the United States in which BGC Partners does business and the applicable regulatory authority or authorities of each such jurisdiction:

<b>Jurisdiction</b>	<b>Regulatory Authorities/Self-Regulatory Organizations</b>
Australia	Australian Securities and Investments Commission and Sydney Futures Exchange Limited
Canada	Ontario Securities Commission
China	China Banking Regulatory Commission
Denmark	Financial Supervisory Authority
France	Banque de France and subsidiary agencies, including CECEI (Comité des Établissements de Crédit et des Entreprises d'investissement), CCLRF (Comité Consultatif de la Législation et de la Réglementation Financière), Commission Bancaire and AMF (Autorité des Marchés Financiers)
Hong Kong	Securities and Futures Commission and The Hong Kong Monetary Authority
Japan	Financial Services Agency
Korea	Ministry of Finance and Economy
Mexico	Banking and Securities National Commission
Singapore	Monetary Authority of Singapore
Switzerland	Swiss Federal Banking Commission, which we refer to as the SFBC (a)
Turkey	Capital Markets Board of Turkey
United Kingdom	Financial Services Authority

- (a) BGC International L.P. has withdrawn its application to the SFBC to establish a branch in Nyon. It is intended however, that a BGC regulated entity establishes a branch in Nyon, the application for which is intended to be made in 2008. BGC Partners has brokers in Nyon who do business for two of its subsidiaries, BGC Securities S.à.r.l and BGC Capital Markets (Switzerland) LLC Nyon branch. BGC Securities S.à.r.l and BGC Capital Markets (Switzerland) LLC are currently exempt from SFBC regulation per a no-action letter from the SFBC.

**Capital Requirements***U.S.*

Every U.S.-registered broker-dealer is subject to the Uniform Net Capital Rule under Rule 15c3-1 under the Exchange Act, which we refer to as the Uniform Net Capital Rule. The Uniform Net Capital Rule is designed to ensure financial soundness and liquidity by prohibiting, a broker or dealer from engaging in business at a time when it does not satisfy minimum net capital requirements.

In the United States, net capital is essentially defined as net worth (assets minus liabilities), plus qualifying subordinated borrowings and less certain mandatory deductions that result from excluding assets that are not readily convertible into cash and from conservatively valuing certain other assets, such as a firm's positions in securities. Among these deductions are adjustments, which we refer to as haircuts, in the market value of securities positions to reflect the market risk of such positions prior to their liquidation or disposition. The Uniform Net Capital Rule also imposes a minimum ratio of equity to subordinated debt which may be included in net capital.

Regulations have been adopted by the SEC that prohibit the withdrawal of equity capital of a broker-dealer, restrict the ability of a broker-dealer to distribute or engage in any transaction with a parent company or an

**Table of Contents**

affiliate that results in a reduction of equity capital or provide an unsecured loan or advance against equity capital for the direct or indirect benefit of certain persons related to the broker-dealer (including partners and affiliates) if the broker-dealer's net capital is, or would be as a result of such withdrawal, distribution, loan or advance, below specified thresholds of excess net capital. In addition, the SEC's regulations require certain notifications to be provided in advance of such withdrawals, distributions, reductions, loans and advances that exceed in the aggregate 30% of excess net capital within any 30 day period, and the SEC has the authority to restrict for up to 20 business days such withdrawal, distribution or reduction of capital if the SEC concludes that it may be detrimental to the financial integrity of the broker-dealer or may expose its customers or creditors to loss. Notice is required following any such withdrawal, distribution, reduction, loan or advance that exceeds in the aggregate 20% of excess net capital within any 30 day period. The SEC's regulations limiting withdrawals of excess net capital do not preclude the payment to employees of reasonable compensation.

BGC Partners' subsidiaries, BGC Securities and BGC Financial, Inc., are registered with the SEC and are subject to the Uniform Net Capital Rule and, accordingly, must maintain minimum net capital and comply with the Uniform Net Capital Rule in all respects. BGC Securities uses the basic method of calculating net capital and must maintain net capital of not less than the greater of \$100,000 or 6.66% of certain of its liabilities and other obligations. BGC Financial, Inc. uses the alternative method of calculating net capital and must maintain net capital of not less than the greater of \$250,000 or 2% of its aggregate debit items (primarily receivables from customers and other broker-dealers). BGC Financial, Inc. is also a member of the FICC, which imposes capital requirements on its members.

Compliance with the Uniform Net Capital Rule may limit the extent and nature of BGC Partners' operations requiring the use of BGC Partners' registered broker-dealer subsidiaries' capital, and also could restrict or preclude BGC Partners' ability to withdraw capital from its broker-dealer subsidiaries.

***Non-U.S.***

Outside the United States, net capital, or the excess of regulatory capital over regulatory capital requirements, which we refer to as the non-U.S. net capital requirements, is essentially defined as statutory capital and reserves, plus qualifying subordinated borrowings less liquidity adjustments arising from the liquidity of non-trading book assets. Further deductions are then taken pertaining to trading book assets and exposures to capture credit, market, foreign exchange and concentration risks. A further requirement is ordinarily imposed on most non-U.S. regulated entities which requires the firm to provide for capital equal to at least its operational costs for a three month period.

A regulated entity which is dormant or conducts primarily non-trading book activities will still have a minimum capital requirement. This normally takes the form of a solvency test, expenditure-based requirement or is prescribed by the local regulator dependent upon its authorized activities.

In the United Kingdom, the FSA imposes regulatory capital requirements on its regulated entities. Additionally, certain other foreign subsidiaries of BGC Partners are required to maintain non-U.S. net capital requirements. In Hong Kong, BGC Securities (Hong Kong), LLC and BGC Capital Markets (Hong Kong), Limited are regulated by the Securities and Futures Commission and The Hong Kong Monetary Authority, respectively. BGC Securities (Hong Kong) LLC is subject to non-U.S. net capital requirements. BGC Capital Markets (Hong Kong) Limited does not currently have a capital requirement and is only required to be solvent. In France, ETC Pollak SAS, EPP Holdings SAS and Aurel Leven; in Denmark, MIS Brokers Limited's Danish branch and BGC Brokers L.P.'s Danish branch; in Australia, BGC Partners (Australia) Pty Limited; in Japan, BGC Shoken Kaisha Limited; in Singapore, a BGCI branch; and in Turkey, AS Menkul, all have non-U.S. net capital requirements imposed upon them by local regulators. In addition, the Eurex and LCH (LIFFE/LME) clearing organizations, of which BGC Partners is a member, also impose minimum capital requirements.

## **Table of Contents**

### **Employees**

As of December 31, 2007, BGC Partners employed 1,201 brokers (front office) and 515 employees (back office). Approximately 20% of BGC Partners' brokers are based in the United States, approximately 59% are based in Europe and the remaining approximately 21% are based in the Asia-Pacific region. As of December 31, 2007, BGC Partners had 1,716 total employees. Generally, BGC Partners' employees are not subject to any collective bargaining agreements, except BGC Partners' employees in certain of its European offices, including France and Italy, who are covered by national, industry-wide collective bargaining agreements.

### **Properties**

BGC Partners' corporate headquarters are located at 199 Water Street, New York, New York 10038, where it occupies approximately 62,000 square feet of leased space, pursuant to a sublease. Since March 2006, BGC Partners has occupied space at One Churchill Place BP1, Canary Wharf E14 and 40 Bank Street, Canary Wharf E14. BGC Partners permits BGC Partners and Cantor entities to use the office space at these offices with the 40 Bank Street office dedicated to a data center and office of eSpeed. BGC Partners also leases office space at One America Square in London and sublets portions of the leased property to third parties and Cantor Fitzgerald Europe.

BGC Partners also leases office space in Copenhagen, Hong Kong, Mexico City, Paris, Nyon, Tokyo, Beijing (representative office), Singapore, Sydney, Istanbul and Seoul.

### **Legal Proceedings**

In the ordinary course of business, various legal actions are brought and are pending against BGC Partners and its affiliates in the United States and internationally. In some of these actions, substantial amounts are claimed. These matters involve, but are not limited to, employment matters, including with respect to termination of employment, hiring of employees currently or previously employed by its competitors or with respect to terms and conditions of employment and other matters. BGC Partners is also involved, from time to time, in reviews, investigations and proceedings by governmental and self-regulatory agencies (both formal and informal) regarding the BGC business, judgments, settlements, fines, penalties, injunctions or other relief.

### ***Employment and Competitor-Related Litigation***

From time to time, BGC Partners and its affiliates are involved in litigation, claims and arbitrations, in the U.S. and internationally, relating to various employment matters, including with respect to termination of employment, hiring of employees currently or previously employed by its competitors or with respect to terms and conditions of employment and other matters. In light of the competitive nature of the brokerage industry, litigation, claims, and arbitration between competitors regarding employee hiring is not uncommon.

In May 2007, ICAP Corporates LLC (formerly known as Garban Corporates LLC) ( "ICAP" ) commenced an arbitration before the NASD (now known as "FINRA" ) against BGC Partners, Inc., BGC Securities, BGC Financial Inc. and certain of its employees, as well as two former employees of ICAP, in relation to the circumstances of the departure of 10 employees from their former employment by ICAP and the commencement of their employment with and by the BGC entities. ICAP purports to allege claims based on, among others, tortious interference with contract, tortious interference with prospective economic advantage, unlawful raiding and mass piracy, conversion, misappropriation of confidential information and unfair competition. On July 6, 2007, the BGC entities served their Answer with affirmative defenses, denying all the allegations. BGC Partners, Inc. is not a FINRA member firm and it advised that it would not submit to the jurisdiction of FINRA. The arbitration panel has been selected and the preliminary conference was held on November 29, 2007. The hearing is tentatively scheduled to commence on January 12, 2009.

---

**Table of Contents**
***Other Litigation***

The National Australia Bank Limited, which we refer to as NAB, has filed a claim against BGCI and BGC Capital Markets (Japan) LLC (formerly known as Cantor Fitzgerald LLC), which we refer to as BGC Capital Markets (Japan). From September 2001 through January 2004, NAB employees who traded in foreign exchange options allegedly lost substantial money and allegedly overstated the positions which they held. NAB claims that it was the object of conduct by BGCI and BGC Capital Markets (Japan) and certain traders on NAB's currency options desk, whereby BGCI and BGC Capital Markets (Japan) allegedly provided misleading and deceptive independent revaluation rates to NAB's middle office, which were then purportedly relied upon by NAB. NAB alleges that the supply of these revaluation rates prevented NAB from discovering the true position of the currency options portfolio and that it subsequently sustained trading losses of AUD 311 million (or, based on an exchange rate of 0.8767 at December 31, 2007, approximately \$273 million). The 2006 NAB annual report claims that NAB's total loss amounted to AUD 539 million (or, based on an exchange rate of 0.8767 at December 31, 2007, approximately \$479 million), implying that its consequential losses amounted to AUD 228 million (or, based on an exchange rate of 0.8767 at December 31, 2007, approximately \$200 million). BGCI and BGC Capital Markets (Japan) have investigated and are investigating the legal and factual basis of the NAB allegations. At this time, based on the information provided, BGCI and BGC Capital Markets (Japan) believe that they have substantial defenses in respect of the losses claimed by NAB. Accordingly, BGCI and BGC Capital Markets (Japan) do not believe that they are responsible for the losses claimed by NAB. While no specific request for damages is alleged, the amount claimed is expected to be in excess of \$600 million. If BGCI and BGC Capital Markets (Japan) do not prevail, BGCI and BGC Capital Markets (Japan) could be subject to substantial liability, and in any event, would likely incur significant legal and other costs in connection with the defense of any such action, however, at this time, BGC Partners is unable to estimate a loss or range of losses. From and after the closing date of the merger, any such losses of the Opcos will be allocated to BGC Holdings pursuant to the BGC U.S. limited partnership agreement and BGC Global limited partnership agreement (see *Related Agreements Amended and Restated Limited Partnership Agreements of BGC U.S. and BGC Global Distributions*). The impact of such a loss could be material to BGC Partners' results of operations, financial condition or cash flows.

On February 15, 2006, the SEC issued a formal order of investigation into trading by certain inter-dealer brokers in the government and fixed income securities markets. The formal order alleges that the broker-dealers named therein, including us, (1) may have made fictitious quotations or made false or misleading statements about the prices at which U.S. Treasury or other fixed income securities would be purchased or sold, (2) may have fabricated market quotations or trading activity in U.S. Treasury or other fixed income securities to stimulate trading and to generate commissions, (3) may have engaged in front running or interpositioning, (4) may have engaged in fraudulent, deceptive or manipulative acts to induce the purchase or sale of government securities, (5) may have failed to keep and preserve certain books and records as required by the SEC and/or the Treasury and (6) may have failed to supervise with a view to preventing violations of applicable rules and regulations as required by the Exchange Act. BGC Partners is cooperating in the investigation. BGC Partners' management believes that, based on the currently available information, the final outcome of the investigation will not have a material adverse effect on BGC Partners' results of operations, financial condition or cash flows.

In December 2006, Nittan Capital Group Limited (Nittan) threatened a claim against Euro Brokers (Switzerland) S.A. (EBS) arising out of a Tokyo-based derivatives brokering arrangement entered into between them pursuant to a written agreement dated as of July 1, 2001. EBS, which had a 57.25% interest in the venture, terminated the agreement by written notice of termination; Nittan and EBS dispute the effective date of termination. Nittan claims that termination of the agreement cannot be effective prior to August 7, 2006, and claims that EBS owes Nittan JPY 149 million (or, based on an exchange rate of 0.0089090 at December 31, 2007 approximately \$1.3 million) for the period October 1, 2005 through March 31, 2006. Nittan has also claimed JPY 87 million (or, based on an exchange rate of 0.0089090 at December 31, 2007 approximately \$0.8 million) for the period April 1, 2006 through August 7, 2006. BGC Partners' management believes that an adequate amount has been reserved for the complete resolution of the matter.

**Table of Contents**

On August 17, 2007, EBS was served with proceedings issued in Japanese courts on behalf of Nittan seeking JPY 216 million (approximately \$2.0 million) plus 6% interest accruing from December 9, 2006. A preliminary hearing took place in Tokyo on September 19, 2007 at which the court ordered EBS to file a defense by October 17, 2007. A defense was filed on October 15, 2007. Nittan filed an answer, profit and loss statement and explanatory memorandum of evidence on October 17, 2007. A hearing took place before the court on October 17, 2007. Further hearings are scheduled to be held in March 2008.

In addition to the matters discussed above, BGC Partners is a party to several pending legal proceedings and claims that have arisen during the ordinary course of business. The outcome of such items cannot be determined with certainty; therefore BGC Partners cannot predict what the eventual loss or range of loss related to such matters will be. BGC Partners management believes that, based on currently available information, the final outcome of these current pending matters will not have a material effect on BGC Partners cash flow, results of operations or financial position.

**Table of Contents****BGC PARTNERS SELECTED HISTORICAL COMBINED FINANCIAL DATA**

The following table sets forth selected historical combined financial data for BGC Partners for the periods and at the dates indicated. The selected historical combined financial data set forth below as of December 31, 2005 and 2006 and for the years ended December 31, 2004, 2005 and 2006 have been derived from BGC Partners' audited historical combined financial statements which are included in this proxy statement. The selected historical combined financial data set forth below as of December 31, 2003 and for the year ended December 31, 2003 have been derived from BGC Partners' audited historical combined financial statements, which are not included in this proxy statement. The selected historical combined financial data set forth below as of December 31, 2002 and for the year ended December 31, 2002 have been derived from BGC Partners' unaudited historical financial statements, which are not included in this proxy statement. The selected combined financial data set forth below as of September 30, 2007 and for the nine months ended September 30, 2007 and 2006 have been derived from BGC Partners' unaudited interim historical combined financial statements for such periods included in this proxy statement, which include all adjustments that in management's opinion are necessary for a fair presentation of financial position and results of operations as of those dates and for those periods. Historical operating data may not be indicative of future performance. This selected historical combined financial data should be read in conjunction with BGC Partners' Management's Discussion and Analysis of Financial Condition and Results of Operations and BGC Partners' Combined Financial Statements and the accompanying Notes thereto included elsewhere in this proxy statement. For purposes of this section of the proxy statement, references to BGC Partners refer to the BGC Division (as defined in Note 1 to the BGC Division combined financial statements for the years ended December 31, 2006, 2005 and 2004, included elsewhere in this proxy statement).

	Nine Months Ended			Year Ended December 31,			
	September 30, 2007	Restated 2006(1)	Restated 2006(2)	2005	2004	2003	2002
<b>Combined Statement of Operations Data:</b>							
Revenues:							
Commissions	\$ 519,193	\$ 374,730	\$ 512,075	\$ 343,327	\$ 165,410	\$ 123,811	\$ 97,287
Principal transactions	181,679	107,484	134,939	119,586	125,272	121,680	83,350
Fees from related parties	25,423	16,499	22,498	13,059	11,501	8,389	6,934
Market data	14,240	13,136	17,409	16,283	14,307	10,825	
Interest income	12,348	18,874	21,545	9,048	1,055	1,769	1,404
Other revenues	2,878	13,473	19,614	2,432	10,276	25,223	53
<b>Total revenues</b>	<b>755,761</b>	<b>544,196</b>	<b>728,080</b>	<b>503,735</b>	<b>327,821</b>	<b>291,697</b>	<b>189,028</b>
Expenses:							
Compensation and employee benefits	444,980	388,051	510,893	386,752	193,405	154,075	110,490
Occupancy and equipment	49,308	49,417	70,790	43,890	18,805	15,098	5,949
Communications	36,137	35,883	47,712	37,214	20,330	15,566	15,889
Professional and consulting fees	28,462	30,688	43,906	30,603	11,329	9,740	10,005
Fees to related parties	50,251	31,168	47,842	33,277	28,001	26,661	20,549
Selling and promotion	37,201	33,233	43,912	33,550	26,189	14,910	8,755
Commissions and floor brokerage	7,434	6,002	8,593	7,000	3,571	2,773	6,391
Interest expense	25,961	22,489	30,069	13,875	6,124	1,373	1,820
Other expenses	22,288	22,429	38,861	21,158	16,421	9,052	15,187
<b>Total expenses</b>	<b>702,022</b>	<b>619,360</b>	<b>842,578</b>	<b>607,319</b>	<b>324,175</b>	<b>249,248</b>	<b>195,035</b>
Income (loss) from continuing operations before income taxes and minority interest	53,739	(75,164)	(114,498)	(103,584)	3,646	42,449	(6,007)
Minority interest	1,443	17	11	(16)	(54)	17	51
Provision (benefit) for income taxes	9,147	(361)	(1,843)	(7,634)	2,577	13,871	1,092
Income (loss) from continuing operations	43,149	(74,820)	(112,666)	(95,934)	1,123	28,561	(7,150)
Loss from discontinued operations		(646)	(646)	(145)			
Income tax (provision) benefit from discontinued operations		(4)	(4)	28			
Cumulative effect of change in accounting principle		(10,080)	(10,080)				
<b>Net income (loss)</b>	<b>\$ 43,149</b>	<b>\$ (85,550)</b>	<b>\$ (123,396)</b>	<b>\$ (96,051)</b>	<b>\$ 1,123</b>	<b>\$ 28,561</b>	<b>\$ (7,150)</b>





**Table of Contents**

- (1) Amounts have been restated. Please refer to Note 18 of the combined financial statements for the nine months ended September 30, 2007 and 2006 included in this proxy statement for more information.
- (2) Amounts have been restated-Please refer to Note 21 of the combined financial statements for the years ended December 31, 2006 and 2005 included in this proxy statement for more information.

	As of September 30,		As of December 31,			
	2007	Restated 2006(1)	2005	2004	2003	2002
<b>Combined Statement of Financial Condition Data:</b>						
Cash and cash equivalents	\$ 185,442	\$ 109,050	\$ 127,367	\$ 19,215	\$ 17,417	\$ 45,168
Total assets	\$ 1,439,203	\$ 1,117,866	\$ 875,059	\$ 454,409	\$ 232,052	\$ 213,229
Total liabilities	\$ 1,314,014	\$ 1,038,150	\$ 709,803	\$ 340,153	\$ 110,047	\$ 115,935
Net assets	\$ 116,703	\$ 72,673	\$ 158,224	\$ 107,208	\$ 114,902	\$ 90,208

- (1) Amounts have been restated. Please refer to Note 21 of the combined financial statements for the years ended December 31, 2006 and 2005 included in this proxy statement for more information.

**Table of Contents**

**BGC PARTNERS MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

*The following discussion and analysis should be read in conjunction with BGC Partners' combined historical financial statements and related notes included elsewhere in this proxy statement, as well as with the unaudited pro forma financial information contained in the Unaudited Pro Forma Financial Data section of this proxy statement. This discussion contains forward-looking statements and involves numerous risks and uncertainties, including, but not limited to, those described in the Risk Factors section of this proxy statement and elsewhere in this proxy statement. Actual results may differ materially from those contained in any forward-looking statements. In addition, certain of the descriptions of BGC Partners' operating and financial measures may not be directly comparable to similar classifications used by other companies.*

*For purposes of this section of the proxy statement, references to BGC Partners refer to the BGC Division (as defined in Note 1 to the BGC Division Combined Financial Statements for the years ended December 31, 2006, 2005 and 2004, included elsewhere in this proxy statement).*

**Restatement**

Subsequent to the issuance of the BGC Division's combined financial statements for the nine months ended September 30, 2006 and the year ended December 31, 2006 management became aware of errors in the accounting for certain intercompany transactions between the Division and certain affiliates of Cantor. Management performed a comprehensive review of the BGC Division's intercompany relationships and activity and determined the combined financial statements required restatement. The restatement impacted the BGC Division's combined statements of financial condition, combined statements of operations, combined statements of cash flows and combined statements of changes in net assets. The combined statement of financial condition for the nine months ended September 30, 2006 was also restated to correct an error in the classification interest income and expense. In addition, the combined statements of cash flows for the nine months ended September 30, 2006 and the years ended December 31, 2006 and 2005 were restated to correct an error in the amount of forgivable loan amortization as shown in the adjustments to reconcile net (loss) income to net cash used in operating activities. The following management's discussion and analysis gives effect to the restatement discussed in Note 18 to the combined financial statements for the nine months ended September 30, 2007 and 2006 and Note 21 to the combined financial statements for the years ended December 31, 2006, 2005 and 2004 included in this proxy statement.

**Overview**

BGC Partners is a leading full-service inter-dealer broker specializing in the trading of OTC financial instruments and related derivatives products. In October 2004, Cantor announced the restructuring of its inter-dealer brokerage business, renaming it BGC, in honor of B. Gerald Cantor, Cantor's founder and a pioneer in screen brokerage and fixed income market data products. BGC Partners provides integrated voice and electronic execution brokerage services to many of the world's largest and most creditworthy banks that regularly trade in capital markets, brokerage houses and investment banks for a broad range of global financial products, including fixed income securities, foreign exchange, equity derivatives, credit derivatives, futures, structured products and other instruments, as well as market data products for selected financial instruments. BGC Partners' integrated voice and electronic platform is designed to provide flexibility to its customers with regard to price discovery, execution and processing of transactions. BGC Partners' hybrid platform enables its customers to use voice, screen-assisted, voice-assisted or, where available, fully electronic brokerage services, in connection with transactions executed either OTC or through an exchange. BGC Partners' hybrid platform allows it to continue to generate revenues, irrespective of whether a market is voice-brokered or electronic in nature. BGC Partners' brokerage services include execution, clearing, processing and other back office services. BGC Partners complements its brokerage services with additional value-added products such as market data and analytics products.

Prior to the events of September 11, 2001, BGC Partners' brokerage business was widely recognized as one of the leading full-service wholesale inter-dealer brokers in the world. After September 11, 2001 and the loss of the majority of its U.S.-based employees, its brokerage business operated primarily in Europe. Over the past

---

## **Table of Contents**

three years, BGC Partners has re-established its U.S. presence and has continued to expand its global presence through the acquisition and integration of established brokerage companies and the hiring of a substantial number of experienced brokers. Through these actions, BGC Partners has been able to expand its presence in key markets and position its business for sustained growth.

In 2004, BGC Partners began operating in the United States (through BGC USA) and Switzerland (through BGC Capital Markets (Switzerland)). BGC Partners added substantially to its operations in Asia by more than doubling its voice-brokerage personnel in the region to nearly 200, including the addition of experienced senior management during 2005. In May 2005, BGC Partners acquired Euro Brokers for approximately \$97.3 million. With this acquisition, BGC Partners gained a more substantial presence in the United States and added approximately 325 brokers worldwide. In September 2005, BGC Partners completed its acquisition of ETC Pollak, an inter-dealer broker based in Paris, for approximately \$13.1 million, adding approximately 70 brokers. In November, 2006, BGC Partners acquired Aurel Leven for \$18.2 million. Aurel Leven is an independent inter-dealer broker in Paris, active in the equities, equity derivatives and fixed income markets. This acquisition added scale to BGC Partners' equity derivatives franchise and expanded its reach into Europe, adding approximately 75 brokers. In December, 2006, BGC Partners acquired AS Menkul, an established broker in Turkey, for \$1.6 million. AS Menkul is a member of the Istanbul Stock Exchange and, as such, has direct access to the Turkish equities market and the Turkish electronic bond market. In March 2007 BGC Partners opened an office in Seoul, which further expands its footprint in Asia. In August 2007 BGC Partners acquired the emerging markets equity derivatives business of Marex Financial based in the U.K. and South Africa. The acquisition provides BGC Partners with an increased presence in Central and Eastern Europe and South Africa, providing clients with greater access to emerging market equity derivative products. Additionally, BGC Partners has also added departments and staff to many product desks globally to facilitate growth in its business.

## **Business Environment**

BGC Partners has invested significantly through acquisitions, technology spending and the hiring of new brokers. The business climate for these acquisitions has been competitive and it is expected that this condition will persist and that the inter-dealer market sector will continue to grow rapidly over the next few years. BGC Partners has been able to attract businesses and brokers to its platform as it believes they recognize that BGC Partners has the scale, experience and expertise to succeed.

BGC Partners provides brokerage services across a wide range of products and its business is thereby affected by various global financial markets. BGC Partners facilitates transactions on listed exchanges and OTC on both a matched principal and name give-up basis.

Financial market participants are using derivatives increasingly to manage risk or create market exposure, as these instruments allow participants to enter the market without the need to buy or sell the underlying assets; correspondingly, the use of derivatives is becoming a larger contributor to BGC Partners' overall business growth.

BGC Partners' clients include some of the world's largest financial institutions. The activity within these large institutions has significant influence on the market as a whole. There is correlation between the level of business activity that BGC Partners has and the overall volumes and volatility in the markets it serves. The customers of BGC Partners' clients include a wide cross section of buy-side financial institutions, including asset managers, banks, insurance companies, investment funds, hedge funds and trading firms. These market participants are significantly influenced by specific market conditions, macro-economic factors and other geopolitical issues. In particular, the explosive growth in the number of hedge funds and in the various and often sophisticated investment strategies they use across multiple asset classes has increased their demands on BGC Partners' clients which has, in turn, positively affected the BGC business. According to a 2007 study by Hedge Fund Research, Inc., the number of hedge funds globally has increased from 610 in 1990 to 9,462 by the end of 2006, while assets under management across all hedge funds has increased almost 37-fold over that same period, to over \$1.4 trillion. Since hedge funds employ leverage, the amount under management significantly understates their collective impact on a wide variety of financial markets.

**Table of Contents****Financial Overview****Revenues**

BGC Partners' revenues are derived primarily from brokerage fees charged for either agency or matched principal transactions, fees charged for market data and analytics products, fees from related parties and interest income.

*Brokerage and Market Data*

BGC Partners earns revenues from inter-dealer voice brokerage services on both an agency and matched principal basis. In agency transactions, BGC Partners charges a commission for connecting buyers and sellers and assisting in the negotiation of the price and other material terms of the transaction. After all material terms of a transaction are agreed upon, BGC Partners identifies the buyer and seller to each other and leaves them to settle the trade directly. Principal transaction revenues are primarily derived from matched principal transactions whereby revenues are earned on the spread between the buy and the sell price of the brokered security, commodity or derivative. Customers either see the buy or sell price on a screen or are given this information over the phone. The brokerage fee is then added to the buy or sell price, which represents the spread BGC Partners earns as principal transactions revenues. BGC Partners also provides market data products for selected financial institutions. BGC Partners earns revenues from selling these products from subscription fees and fees from customized one-time sales. On a very limited basis, BGC Partners enters into unmatched principal transactions to facilitate a customer's execution needs for transactions initiated by such customers, or for the purpose of proprietary trading.

BGC Partners provides its integrated brokerage services through its established brokerage platform and its relationship with eSpeed. BGC Partners' relationship with eSpeed is guaranteed in a perpetual joint services agreement, which will terminate upon completion of the merger. BGC Partners' platform is carried on eSpeed's electronic trading systems. Under the joint services agreement, BGC Partners shares revenues with eSpeed on a pre-determined schedule.

BGC Partners offers its services in four broad product categories: rates, credit, foreign exchange and other. The chart below details revenues by product category (in thousands):

	Nine Months Ended September 30,		Year Ended December 31,		
	2007	2006	2006	2005	2004
Revenue by product (dollars):					
Rates	\$ 383,825	\$ 289,249	\$ 378,336	\$ 255,481	\$ 141,553
Credit	164,551	117,716	167,728	116,976	80,133
Foreign exchange	95,340	62,913	84,063	62,574	41,512
Other	57,156	12,336	16,887	27,882	27,484
Total brokerage revenues	700,872	482,214	647,014	462,913	290,682
Market data	14,240	13,136	17,409	16,283	14,307
Interest income and other revenue	40,649	48,846	63,657	24,539	22,832
<b>Total revenues</b>	<b>\$ 755,761</b>	<b>\$ 544,196</b>	<b>\$ 728,080</b>	<b>\$ 503,735</b>	<b>\$ 327,821</b>
Revenue by product (percentage):					
Rates	50.8%	53.1%	52.0%	50.7%	43.2%
Credit	21.7	21.6	23.0	23.2	24.4
Foreign exchange	12.6	11.6	11.5	12.4	12.7
Other	7.6	2.3	2.3	5.5	8.4
Total brokerage revenues	92.7	88.6	88.9	91.9	88.7
Market data	1.9	2.4	2.4	3.2	4.4
Interest income and other revenue	5.4	9.0	8.7	4.9	7.0

Edgar Filing: ESPEED INC - Form DEFM14A

Total revenues	100.0%	100.0%	100.0%	100.0%	100.0%
----------------	--------	--------	--------	--------	--------

---

**Table of Contents**

As the above chart indicates, BGC Partners' brokerage operations in the rates product category produced a significant percentage of its total brokerage revenues. BGC Partners expects that revenues from rates product brokerage operations will continue to increase in absolute terms, but decline as a percentage of revenues as BGC Partners continues to invest in expanding in other asset classes such as credit derivatives and equity-related products. BGC Partners' brokerage revenue growth over the past three years was driven by synergies arising from the integration of prior acquisitions and expansion and BGC Partners' broad product knowledge and new product offerings. These factors have enabled BGC Partners to provide its client base with a robust global service environment. This environment has resulted in significant growth in its rates, credit and foreign exchange products. The growth in revenues within Other products for the nine months ended September 30, 2007 compared to the nine months ended September 30, 2006 was primarily due to the acquisition of Aurel Leven in November 2006. It is believed that brokerage revenues from BGC Partners' four brokerage categories will continue to fluctuate year to year based on, among other things, developments outside BGC Partners' control, such as economic and political conditions and events affecting the various markets for which BGC Partners provides brokerage services, and the success of initiatives by BGC Partners to increase its presence in certain markets.

**Rates:** BGC Partners' rates market is focused on government debt, futures and currency and interest rate derivatives. These are the largest, most global and most actively traded of all markets because the main drivers of rates markets are global macro economic forces such as growth, inflation and government budget policies. According to the Bank for International Settlements, the notional amount outstanding for all interest rate derivatives increased by 34% to approximately \$354 trillion by year-end 2006 compared to 2005.

**Credit:** BGC Partners provides its brokerage services in a wide range of credit instruments, including asset-backed securities, convertible bonds, corporate bonds, credit derivatives and high yield bonds. The Securities Industry and Financial Markets Association indicates that U.S. debt issuances increased to \$6.2 trillion in 2006 from \$5.7 trillion in 2005. In the first quarter of 2007, debt issuances were \$1.7 trillion. The compounded annual growth rates, as reported by the Bank for International Settlements, for international debt securities for the five year period ended December 31, 2006 were 21% and 11% for developing countries and emerging markets, respectively.

Since the introduction of the most fundamental form of credit derivative, the credit default swap, which we refer to as CDS, in the mid-1990s there has been extraordinary growth in the market. According to the International Swaps and Derivatives Association, the notional value of credit derivatives was approximately \$180 billion in 1997, but increased to approximately \$34.4 trillion in 2006. Credit derivatives are now seen as a more responsive financial indicator than fixed income bonds and, being a pure synthetic contract, they have provided a new area of liquidity, especially in the transfer of credit risk to a wider spectrum of clients ranging from asset managers to hedge funds. BGC Partners' global scope and presence in cash and CDS allows its brokers to be well positioned to transact in these products on a daily basis.

**Foreign Exchange:** The foreign exchange market is the largest financial market in the world. According to the Bank for International Settlements, the average daily turnover in traditional foreign exchange instruments increased by 71% to \$3.2 trillion over the three year period ending April 2007. The Bank for International Settlements also says that the forex swap average daily turnover was up by 82% over the same period. Finally, the Bank for International Settlements estimates the notional amount of listed foreign exchange derivatives rose by 28.1% between December 31, 2005 and December 31, 2006, and that for both OTC and exchange traded foreign exchange derivatives, the notional value outstanding rose at a compounded annual growth rate of 19% over the five year period ended December 31, 2006.

An FX transaction is a simultaneous deal where one currency is sold and the other is bought. Participants range from central banks to individuals, hedge funds and multi-national corporations using FX to manage risk and speculate. BGC Partners' experience within this market has grown rapidly since 2004 to manage increased levels of FX trading. BGC Partners' FX options business now has brokers servicing banking institutions around the world. Headquartered in London, BGC Partners' dedicated FX options team has brokers located in New

## **Table of Contents**

York, Hong Kong, Singapore, Tokyo and Sydney. BGC Partners provides full execution OTC brokerage services in all currencies worldwide, including all major G8 currencies, emerging market, cross and exotic options currencies.

**Other:** BGC Partners provides brokerage services in a range of markets for equity products, including equity derivatives, equity index futures and options on equity products. In addition, BGC Partners has a small commodities and energy derivatives business. In 2006, there were increased overall volumes in equity products as BGC Partners' clients continued to integrate their trading of certain equity and credit derivative products in an effort to exploit arbitrage opportunities that may arise from the volatility in price fluctuations of debt and equity instruments issued by a company. In response to its customers' needs and management's desire to further diversify its product mix, BGC Partners increased its presence in equities markets worldwide in 2006 with its acquisition of Aurel Leven, one of the leading independent inter-dealer brokers in Paris, active in the equities, equity derivatives and fixed income markets.

**Market Data:** BGC Partners complements its trading services by providing its proprietary market data to its customers through its BGCantor Market Data product. BGCantor Market Data is the source of real-time proprietary pricing and other data derived through BGC Partners and eSpeed for U.S. and European securities and derivatives. Current products include real-time data in live markets for U.S. Treasuries, European government bonds, eurobonds and U.S. dollar interest rate swaps. These market data services are available across a broad array of distribution channels, including Bloomberg, CQG, Reuters and Thomson ILX.

### *Interest*

BGC Partners generates interest income primarily by the investment of its daily cash balances, interest earned on securities owned and reverse repurchase agreements. These investments and transactions are generally short-term in nature.

### *Other revenues*

In Europe and Asia, BGC Partners earns fees from related parties for certain administrative and back office services it provides to Cantor and its affiliates. These services include office space, utilization of fixed assets, accounting services, operational support, human resources, legal services and information technology. Historically, fees for these services included a mark-up of 7.5% over cost.

### *Expenses*

#### *Compensation and employee benefits*

The majority of BGC Partners' operating costs consist of compensation and employee benefits, which include base salaries, broker bonuses based on broker production, guaranteed bonuses, other discretionary bonuses, forgivable loans and all related employee benefits and taxes. BGC Partners employees consist of brokers, market data salesmen, executives and other administrative support. The majority of BGC Partners' brokers receive a base salary and a formula bonus based primarily on a pool of brokers' production for a particular product or sales desk, as well as on the individual broker's performance. BGC Partners' market data salesmen either receive a base salary or a draw on commissions, with the less-experienced salesmen typically receiving base salaries. Compensation and employee benefits also include forgivable loans generally given to new or current employees as they sign new employment agreements with BGC Partners. These forgivable loans are amortized over their lifetime, which is generally for a period of three years or more, and typically include repayment clauses should the employee terminate his or her employment before the end of the term of the loan.

Beginning in 2007 BGC Partners also entered into deferred compensation agreements with select employees providing service to the BGC Partners. The costs associated with such plans are generally amortized over the period in which they vest. See Note 12 - BGC Partners Restricted Stock Units in the unaudited condensed combined financial statements.

**Table of Contents***Other operating expenses*

BGC Partners has various other operating expenses. BGC Partners incurs leasing, equipment and maintenance expenses for its affiliates worldwide. BGC Partners incurs selling and promotion expenses, which include entertainment, marketing and travel-related expenses. BGC Partners incurs communication expenses for voice and data connections with its clients, clearing agents and general usage. Primarily in the United States, BGC Partners pays fees to related parties for performing certain administrative and other support, including allocations for occupancy of office space, utilization of fixed assets and accounting, operations, human resources, legal services and technology infrastructure support. It is believed that these allocations are a reasonable reflection of the utilization of services rendered. However, the expenses allocated for these services are not necessarily indicative of the expenses that would have been incurred if BGC Partners had been a separate independent entity. In addition, these allocations may not reflect the costs of services BGC Partners may receive from Cantor and its affiliates in the future. BGC Partners incurs commissions and floor brokerage fees for clearing, brokerage and other transactional expenses for clearing and settlement services. BGC Partners also incurs various other normal operating expenses during the course of running its business.

*Provision for Income Taxes*

BGC Partners incurs tax expenses based on the location, legal structure and jurisdictional taxing authorities of each of its subsidiaries. Certain BGC Partners entities are taxed as U.S. partnerships and are subject to the Unincorporated Business Tax, which we refer to as UBT, in the City of New York. Therefore, the tax liability or benefit related to the partnership's income or loss except for UBT rests with the partners, rather than the partnership entity. As such, the partner's liability or benefit is not reflected in the BGC Partners combined financial statements. Certain of the operations that will be contributed to BGC Partners by Cantor in connection with the merger, including the Market Data division and the North American futures business, are part of partnerships that are subject to the UBT. Therefore BGC Partners has calculated taxes for these operations as if they were organized as partnerships subject to the UBT. The tax related assets, liabilities, provisions or benefits included in the BGC Partners combined financial statements also reflect the results of the entities that are taxed as corporations, either in the United States or in foreign jurisdictions. BGC Partners' consolidated effective tax rate can vary from period to period, depending on, among other factors, the geographic and business mix of its earnings.

**Financial Highlights**

Total revenues were \$728.1 million, \$503.7 million and \$327.8 million for the years ended December 31, 2006, 2005 and 2004, respectively, representing a 44.5% increase in 2006 as compared to 2005 and a 53.7% increase in 2005 as compared to 2004. Total revenues were \$755.8 million and \$544.2 million for the nine months ended September 30, 2007 and 2006, respectively, representing a 38.9% increase in the first nine months of 2007 as compared to the first nine months of 2006. The main factors contributing to BGC Partners' growth were:

an increase of brokerage desks since October 2004 (the commencement of Cantor's reorganization of BGC Partners), which includes those desks acquired from Euro Brokers, ETC Pollak, Aurel Leven and AS Menkul. BGC Partners increased its brokerage desks from 58 in October 2004 to 127 brokerage desks as of September 30, 2007. In conjunction with the increased brokerage desks, BGC Partners increased broker headcount from 483 in October 2004 to 1,211 as of September 30, 2007;

a continued focus on, and investment in, growing and higher margin product areas that complement BGC Partners' existing brokerage services;

overall volume growth in markets in which BGC Partners provides brokerage services;

the introduction and continued development and expansion of BGC Partners' hybrid brokerage capabilities; and

the continued development, marketing and sale of BGC Partners' data and analytical products.



## **Table of Contents**

BGC Partners' net income declined from net income of \$1.1 million for the year ended December 31, 2004 to a net loss of \$96.1 million for the year ended December 31, 2005 to a net loss of \$123.4 million for the year ended December 31, 2006. The decline in net income was driven primarily by charges associated with BGC Partners' global restructuring and expansion efforts and the implementation of new accounting pronouncements in 2006. In the nine months ended September 30, 2007, net income increased to \$43.1 million from a net loss of \$85.6 million in the same period of 2006. The increase was attributable to increased revenues, leveraging BGC Partners' expense base and the non-recurrence of a charge in the first nine months of 2006 relating to the initial adoption of Statement of Financial Accounting Standards, No. 123R, Share-Based Compensation, which we refer to as SFAS 123R. These variances are discussed in more detail under the discussion of Results of Operations.

BGC Partners expects to continue to grow its revenues and to expand its global presence in 2007 through continued acquisition activity, the development and introduction of new products, organic growth and the hiring of additional highly qualified individuals of various experience levels.

## **Results of Operations**

These historical results of operations include the activities of the majority-owned and wholly-owned entities of Cantor that were reorganized as part of the restructuring in 2004. In addition, these historical results of operations include the activities of certain divisions and businesses of Cantor that are expected to be transferred to BGC Partners as part of BGC Partners' separation prior to its merger with eSpeed, including Cantor's Market Data division, Cantor's investment in Freedom International Brokerage and Cantor's North American futures business.

**Table of Contents**

The following tables set forth for the periods indicated, actual results, and the percentage relationship to total revenues of selected items in BGC Partners' combined statements of operations (in thousands):

	Nine Months Ended September 30,		Year Ended December 31,		
	2007	2006	2006	2005	2004
<b>Revenues:</b>					
Commissions	\$ 519,193	\$ 374,730	\$ 512,075	\$ 343,327	\$ 165,410
Principal transactions	181,679	107,484	134,939	119,586	125,272
Total brokerage revenues	700,872	482,214	647,014	462,913	290,682
Fees from related parties	25,423	16,499	22,498	13,059	11,501
Market data	14,240	13,136	17,409	16,283	14,307
Interest	12,348	18,874	21,545	9,048	1,055
Other revenues	2,878	13,473	19,614	2,432	10,276
Total revenues	755,761	544,196	728,080	503,735	327,821
<b>Expenses:</b>					
Compensation and employee benefits	444,980	388,051	510,893	386,752	193,405
Occupancy and equipment	49,308	49,417	70,790	43,890	18,805
Communications	36,137	35,883	47,712	37,214	20,330
Professional and consulting fees	28,462	30,688	43,906	30,603	11,329
Fees to related parties	50,251	31,168	47,842	33,277	28,001
Selling and promotion	37,201	33,233	43,912	33,550	26,189
Commissions and floor brokerage	7,434	6,002	8,593	7,000	3,571
Interest expense	25,961	22,489	30,069	13,875	6,124
Other expenses	22,288	22,429	38,861	21,158	16,421
Total expenses	702,022	619,360	842,578	607,319	324,175
Income (loss) from continuing operations before minority interest and income taxes	53,739	(75,164)	(114,498)	(103,584)	3,646
Minority interest	1,443	17	11	(16)	(54)
Provision (benefit) for income taxes	9,147	(361)	(1,843)	(7,634)	2,577
Income (loss) from continuing operations	43,149	(74,820)	(112,666)	(95,934)	1,123
Loss from discontinued operations		(646)	(646)	(145)	
Income tax (provision) benefit from discontinued operations		(4)	(4)	28	
Cumulative effect of a change in accounting principle		(10,080)	(10,080)		
Net income (loss)	\$ 43,149	\$ (85,550)	\$ (123,396)	\$ (96,051)	\$ 1,123

**Table of Contents**

	Nine Months Ended September 30,		Year Ended December 31,		
	2007	2006	2006	2005	2004
<b>Revenues:</b>					
Commissions	68.7%	68.9%	70.3%	68.2%	50.5%
Principal transactions	24.0	19.7	18.6	23.7	38.2
Total brokerage revenues	92.7	88.6	88.9	91.9	88.7
Fees from related parties	3.4	3.0	3.1	2.6	3.5
Market data	1.9	2.4	2.4	3.2	4.4
Interest	1.6	3.5	3.0	1.8	0.3
Other revenues	0.4	2.5	2.6	0.5	3.1
Total revenues	100.0	100.0	100.0	100.0	100.0
<b>Expenses:</b>					
Compensation and employee benefits	58.9	71.3	70.2	76.8	59.0
Occupancy and equipment	6.5	9.1	9.7	8.7	5.7
Communications	4.8	6.6	6.6	7.4	6.2
Professional and consulting fees	3.8	5.6	6.0	6.1	3.5
Fees to related parties	6.6	5.7	6.6	6.6	8.5
Selling and promotion	4.9	6.1	6.0	6.7	8.0
Commissions and floor brokerage	1.0	1.1	1.2	1.4	1.1
Interest expense	3.4	4.1	4.1	2.8	1.9
Other expenses	3.0	4.1	5.3	4.1	5.0
Total expenses	92.9	113.7	115.7	120.6	98.9
Income (loss) from continuing operations before minority interest and income taxes	7.1	(13.7)	(15.7)	(20.6)	1.1
Minority interest	0.2				
Provision (benefit) for income taxes	1.2		(0.3)	(1.5)	0.8
Income (loss) from continuing operations	5.7	(13.7)	(15.4)	(19.1)	0.3
Loss from discontinued operations		(0.1)	(0.1)		
Income tax (provision) benefit from discontinued operations					
Cumulative effect of a change in accounting principle		(1.9)	(1.4)		
Net income (loss)	5.7%	(15.7)%	(16.9)%	(19.1)%	0.3%

***Nine Months Ended September 30, 2007 Compared to Nine Months Ended September 30, 2006****Revenues**Brokerage revenues*

Total brokerage revenues increased by \$218.7 million, or 45.3%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. Commission revenues increased by \$144.5 million, or 38.6%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. Principal transactions revenues increased by \$74.2 million, or 69.0%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. Of the total increase in



---

## **Table of Contents**

brokerage revenues of \$218.7 million, approximately \$90.0 million was attributable to revenues generated from new desks across all product areas. BGC Partners had revenue increases in each of its four product categories.

The increase in rates product revenues of \$94.6 million was primarily attributable to growth in various brokerage desks covering futures, interest rate derivatives, interest rate swaps, dollar derivatives, repurchase agreements, non-deliverable forwards, non-deliverable swaps and U.S. swaps primarily in the United Kingdom and the United States. This accounted for approximately \$79.2 million of the increase. The remaining increase was attributable to the addition of a new brokerage office and increased broker headcount in the Asia-Pacific region as well the introduction of new rates products since September 30, 2006.

The increase in credit product brokerage revenues of \$46.8 million was driven primarily by the expansion of the credit business in the United States via the addition of three new desks since September 30, 2006. These new desks contributed \$26.2 million of the increase. The remaining growth was primarily due to growth in BGC Partners U.S. emerging market bonds business.

The increase in foreign exchange revenues of \$32.4 million was driven primarily by increased brokerage revenues from brokerage desks covering retail foreign exchange, G10 currency, emerging market foreign exchange options and exotic foreign exchange options in both the United Kingdom and the United States, which contributed \$25.1 million of the increase. The remaining increase was attributable to new foreign exchange products introduced since September 30, 2006.

The increase in other brokerage revenues of \$44.8 million was driven by the addition of the Aurel Leven brokerage desk. Aurel Leven contributed \$38.4 million of the total increase in other brokerage revenues. The remaining increase was driven by a new equity options desk in the amount of \$2.8 million and growth from existing desks.

### *Market data*

Market data revenues increased by \$1.1 million, or 8.4%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. The increase was due to growth in existing customer usage.

### *Fees from related parties*

Fees from related parties increased by \$8.9 million, or 54.1%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. The increase in revenues was primarily due to higher fees charged to affiliates for certain administrative and other support, including allocations for occupancy of office space, utilization of fixed assets and accounting, operations, human resources, legal services and technology infrastructure support in the nine months ended September 30, 2007. Fees from related parties are dependent upon both the costs incurred by BGC Partners and the amount of administrative services utilized by Cantor.

### *Interest*

Interest revenues decreased by \$6.5 million, or 34.6%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. The decrease was due to a decrease in the average reverse repurchase transactions in the first nine months of 2007 as compared to the first nine months of 2006.

### *Other revenues*

Other revenues decreased by \$10.6 million, or 78.6%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. The decrease was due to realized gains on BGC Partners investment security shares in the London Stock Exchange Plc. of \$8.9 million and a legal

**Table of Contents**

settlement received in the amount of \$4.4 million that occurred in the first nine months of 2006 that did not reoccur during the same period in 2007. This decrease was partially offset by losses in connection with BGC Partners' terminated Silent Partnership Agreement and an Amended and Restated Business Alliance Agreement with Nittan Capital Group Limited and other entities in the Nittan Group in the amount of \$1.4 million in the first nine months of 2006 that did not recur during the same period in 2007.

*Expenses**Compensation and employee benefits*

Compensation and employee benefits expense increased \$56.9 million, or 14.7%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. The increase in these expenses was primarily due to increased performance bonuses. The increase in performance bonuses was driven by increased brokerage revenues. The brokerage revenues increase was driven by a combination of new desks and existing product growth. The most significant new desk added during the period came as a result of the acquisition of Aurel Leven. Incremental salary and bonus expense in connection with the Aurel Leven acquisition was \$21.3 million. The increase in performance bonus expense for BGC Partners excluding Aurel Leven was approximately \$45.0 million. In the third quarter of 2006, Cantor decided to pay out a majority of the grant unit liability accrued for BGC Partners' employees in conjunction with BGC Partners' planned separation from Cantor. As a result of that determination, Cantor fair valued the liability based on a pay-out assumption in the fourth quarter of 2006. The payout and revaluation resulted in a non-cash expense charge of \$18.2 million in the third quarter of 2006. This charge did not recur in 2007. The remaining increase in compensation and employee benefits was attributable to normal merit increases and additional staff.

Total compensation and employee benefits as a percentage of total revenues decreased to 58.9% for the nine months ended September 30, 2007 from 71.3% during the same period in 2006. The improvement in the compensation ratio was due primarily to increased brokerage revenues realized as brokerage desks and individual brokers hired and retained through BGC Partners' acquisition and expansion activities improved their productivity over the period of time it takes for experienced brokers to establish themselves on a new platform.

*Occupancy and equipment*

Occupancy and equipment expense decreased by \$0.1 million, or 0.2% for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. Occupancy and equipment expense was reduced due to the non-recurrence of \$5.4 million of one-time moving and duplicative cost associated with BGC Partners' move from its old U.K. headquarters at One America Square to One Churchill Place on Canary Wharf. This decrease was partially offset by increase occupancy cost associated with the acquisition of Aurel Leven. During the first nine months of 2007, the acquisition of Aurel Leven added occupancy expense of \$3.9 million. Occupancy and equipment expense also increased due to increased depreciation expense related to fixed asset expenditures and overall increases due to BGC Partners' continued global expansion efforts.

*Selling and promotion*

Selling and promotion expense increased by \$4.0 million, or 11.9%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. This expense as a percentage of total brokerage revenues decreased for the nine months ended September 30, 2007 to 5.3% from 6.9% for the nine months ended September 30, 2006. This decrease was primarily due to BGC Partners' efforts to lower these costs relative to total brokerage revenues.

*Fees to related parties*

Fees to related parties increased by \$19.1 million, or 61.2%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. This was due to increased fees paid to eSpeed and

---

**Table of Contents**

Cantor, in the amount of \$10.5 million, for providing back office support services for BGC Partners' increased activity and headcount. Fees to related parties are dependent upon both the costs incurred by Cantor and eSpeed and the amount of administrative services BGC Partners utilizes. In addition, fees paid to eSpeed under revenue sharing arrangements which will terminate in the merger of BGC Partners into eSpeed increased by \$8.6 million. This increase was consistent with BGC Partners' brokerage revenues increase from 2006 to 2007.

*Communications*

Communications expenses increased by \$0.3 million, or 0.7%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. As a percentage of total revenues, communications decreased to 4.8% at September 30, 2007 from 6.6% at September 30, 2006. The percentage decrease in relation to total revenues was driven by efficiency gains in managing BGC Partners' communication networks.

*Professional and consulting fees*

Professional and consulting fees decreased by \$2.2 million, or 7.3%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. The decrease in the expense was attributable to legal fees related to employment matters in the nine months ended September 30, 2006 that did not recur during the same period in 2007.

*Interest expense*

Interest expense increased by \$3.5 million, or 15.4%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. The increase was primarily due to a higher level of outstanding intercompany long-term borrowings during the nine months ended September 30, 2007 as compared to the same period in the prior year. Interest expense on long-term borrowings increased by \$3.5 million in the first nine months of 2007 compared to the same period in 2006.

*Commissions and floor brokerage*

Commissions and floor brokerage expense increased by \$1.4 million, or 23.9%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. The increase was primarily due to additional clearing costs associated with BGC Partners' increased brokerage revenues. As a percentage of brokerage revenues, the commission and floor brokerage decreased slightly to 1.1% for the nine months ended September 30, 2007 from 1.2% in the comparable period in 2006.

*Other expenses*

Other expenses decreased \$0.1 million, or 0.6%, for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. The decrease was primarily due to reduced foreign exchange charges of \$6.6 million and the payment of legal settlement in the amount of in the first nine months of 2006 that did not recur during the same period in 2007. This decrease was partially offset by increased charitable contributions \$4.5 million increased miscellaneous administrative and operating expenses.

*Provision for income taxes*

Provision for income taxes increased by \$9.5 million for the nine months ended September 30, 2007 as compared to the nine months ended September 30, 2006. BGC Partners' effective tax rate was 17.0% for the nine months ended September 30, 2007 as compared to an effective tax rate of 0.5% for the nine months ended September 30, 2006. The increase in effective tax rate was due to BGC Partners' increased earnings as well as the geographic distribution and mix of earnings.

*Cumulative effect of a change in accounting principle*

The cumulative effect of a change in accounting principle represents a charge incurred as result of BGC Partners' initial adoption of SFAS 123R in 2006. SFAS 123R requires BGC Partners to account for its grant units as a liability and record an expense for the liability awards at fair value at each reporting period. BGC Partners

---

**Table of Contents**

adopted the modified prospective method which does not require it to restate prior periods. As a result of implementation, BGC Partners recognized a non-cash charge of \$10.1 million in the nine months ended September 30, 2006 that did not recur during the same period in 2007.

***Year Ended December 31, 2006 Compared to Year Ended December 31, 2005******Revenues******Brokerage revenues***

Total brokerage revenues increased by \$184.1 million, or 39.8%, for the year ended December 31, 2006 as compared to the year ended December 31, 2005. Commission revenues increased by \$168.7 million, or 49.2%, for the year ended December 31, 2006 as compared to the year ended December 31, 2005. Principal transactions revenues increased by \$15.4 million, or 12.8%, for the year ended December 31, 2006 as compared to the year ended December 31, 2005. Of the total increase in brokerage revenues of \$184.1 million, approximately \$122.0 million was attributable to BGC Partners' acquisitions of Euro Brokers and ETC Pollak. Revenues in 2005 reflected seven months and three months of revenues for Euro Brokers and ETC Pollak, respectively, while 2006 reflects a full year for both entities. The remaining increase was due to BGC Partners' expansion in the European and Asian markets, as well as revenue growth in BGC Partners' products groups.

***Market data***

Market data revenues increased by \$1.1 million, or 6.9%, for the year ended December 31, 2006 as compared to the year ended December 31, 2005. This was due to both growth in existing customer usage and an expanded client base resulting from increased sales efforts and product enhancements.

***Fees from related parties***

Fees from related parties increased by \$9.4 million, or 72.3%, for the year ended December 31, 2006 as compared to the year ended December 31, 2005. This was primarily due to higher fees charged to affiliates for certain administrative and other support, including allocations for occupancy of office space, utilization of fixed assets and accounting, operations, human resources, legal services and technology infrastructure support in the year ended December 31, 2006. Fees from related parties are dependent upon both the costs incurred by BGC Partners and the amount of administrative services utilized by Cantor.

***Interest***

Interest revenues increased by \$12.5 million, or 138.1%, for the year ended December 31, 2006 as compared to the year ended December 31, 2005. This was due to increased reverse repurchase agreement transactions during the year.

***Other revenues***

Other revenues increased by \$17.2 million, or 706.5%, for the year ended December 31, 2006 as compared to the year ended December 31, 2005. This was due to an increase in gains on sales of investment securities of \$6.8 million and legal settlements BGC Partners received in the amount of \$4.5 million in 2006. There were no legal settlements received in 2005.

***Expenses******Compensation and employee benefits***

Compensation and employee benefits expense increased \$124.1 million, or 32.1%, for the year ended December 31, 2006 as compared to the year ended December 31, 2005. The dollar increase in these expenses was primarily due to increased staffing cost in connection with BGC Partners' global expansion efforts and the acceleration of grant unit award payments to employees.



---

**Table of Contents**

The increase in compensation and employee benefit expenses relating to BGC Partners' global expansion costs dealt primarily with its acquisitions of Euro Brokers and ETC Pollak, and its operational expansion in Europe and Asia. In 2005, compensation and employee benefit expenses included seven months and three months of Euro Brokers and ETC Pollak, respectively, while 2006 included a full year for both entities. The incremental months of expense represented approximately \$83.0 million of the increase.

In the third quarter of 2006, Cantor decided to pay out a majority of the grant unit liability accrued for BGC Partners' employees in conjunction with BGC Partners' planned separation from Cantor. As a result of that determination, Cantor fair valued the liability based on a pay-out assumption in the fourth quarter of 2006. The payout and revaluation resulted in a non-cash expense charge of \$18.2 million.

The remaining increase was primarily attributable to increased commission expense on BGC Partners' increased agency transaction revenues and normal merit increases, partially offset by the non-recurrence of Her Majesty's Revenue and Customs, which we refer to as HMRC, settlement of tax liabilities arising from various compensation plans established by BGC Partners' subsidiaries operated between 1998 and 2003. In 2005 and 2006, these charges were \$11.2 million and \$0.8 million, respectively.

*Occupancy and equipment*

Occupancy and equipment expense increased by \$26.9 million, or 61.3%, for the year ended December 31, 2006 compared to the year ended December 31, 2005. The dollar increase was primarily due to increased costs associated with BGC Partners' move to its new London offices and incremental costs associated with BGC Partners' global expansion efforts. In 2006, BGC Partners moved to its new London offices at Canary Wharf. Charges included paying duplicate rent on BGC Partners' prior space and breaking and/or subletting its current leases at One America Square and 133 Houndsditch in London, accelerated depreciation on the abandoned leasehold improvements and the costs of moving to and furnishing the new offices. For the year ended December 31, 2006, these charges were \$20.2 million compared to \$8.5 million during the year ended December 31, 2005. Occupancy and equipment expense increases in connection with BGC Partners' global expansion dealt primarily with its acquisitions of Euro Brokers and ETC Pollak and its operational expansion in Europe and Asia. In 2005, occupancy and equipment expenses included seven months of Euro Brokers and three months of ETC Pollak, while 2006 included a full year for both entities. The incremental months of expense for Euro Brokers and ETC Pollak represented \$2.1 million and \$1.8 million of the increase, respectively.

*Selling and promotion*

The \$10.4 million, or 30.9%, increase in selling and promotion expense for the year ended December 31, 2006 compared to the year ended December 31, 2005 was largely due to the expanded cost of sales efforts by BGC Partners' increased broker headcount from the Euro Brokers and ETC Pollak acquisitions. The acquisitions of Euro Brokers and ETC Pollak represented \$11.2 million and \$1.4 million of the increase, respectively. The remaining increase was driven substantially by BGC Partners' expansion in Europe and Asia.

*Fees to related parties*

Fees to related parties increased by \$14.6 million, or 43.8%, for the year ended December 31, 2006 as compared to the year ended December 31, 2005. This was due to increased fees paid to eSpeed and Cantor, in the amount of \$9.3 million, for providing back office support services for BGC Partners' increased activity and headcount resulting from the Euro Brokers acquisition. Fees to related parties are dependent upon both the costs incurred by Cantor and eSpeed and the amount of administrative services BGC Partners utilized. In addition, fees paid to eSpeed under revenue sharing arrangements increased by \$5.3 million. This increase was consistent with BGC Partners' revenues increase from 2005 to 2006.

---

**Table of Contents**

*Communications*

Communications expense increased by \$10.5 million, or 28.2%, for the year ended December 31, 2006 as compared to the year ended December 31, 2005. This was largely due to increased communication costs as BGC Partners' front office headcount increased with its acquisitions of ETC Pollak and Euro Brokers, which represented \$4.6 million and \$3.5 million of the increase, respectively. The remaining increase was primarily due to the establishment of a significant operations presence in Asia.

*Professional and consulting fees*

Professional and consulting fees increased by \$13.3 million, or 43.5%, for the year ended December 31, 2006 as compared to the year ended December 31, 2005. This was due to fees paid to consultants working in-house on special projects and legal and accounting firms consulting on various proposed and/or enacted reorganizations, mergers, acquisitions and other projects.

*Interest expense*

Interest expense increased by \$16.2 million, or 116.7%, for the year ended December 31, 2006 as compared to the year ended December 31, 2005. The variance was primarily due to increased debt from related parties to finance other operations and expansion efforts. The average long term debt outstanding for the year ended December 31, 2006 and 2005 was \$190.3 million and \$99.5 million, respectively.

*Commissions and floor brokerage*

Commissions and floor brokerage expense increased by \$1.6 million, or 22.8%, for the year ended December 31, 2006 as compared to the year ended December 31, 2005. The increase was due to increased brokerage revenues realized with the Euro Brokers and ETC Pollak acquisitions, along with the increased brokerage revenues worldwide. As a percentage of brokerage revenues, the commission and floor brokerage decreased to 1.2% for the year ended December 31, 2006 from 1.4% in the comparable period in 2005. The decrease in the percentage in relation to total brokerage revenues was due to BGC Partners' commission revenues growing at a faster rate than its principal transactions.

*Other expenses*

The \$17.7 million, or 83.7%, increase in other expenses for the year ended December 31, 2006 as compared to the year ended December 31, 2005 was primarily due to increased operational expenses in connection with the acquisitions of Euro Brokers and ETC Pollak, increased litigation reserves, business taxes and charitable contributions.

*Provision for income taxes*

During 2006, BGC Partners recorded an income tax benefit of \$1.8 million, corresponding to an effective tax rate of 1.6 %, compared to a benefit for income taxes of \$7.6 million, corresponding to an effective tax rate of 7.4% in 2005. The decrease in the effective tax rate from 2005 to 2006 was largely due to the inability to use the net operating losses.

*Cumulative effect of a change in accounting principle*

The cumulative effect of a change in accounting principle represents a charge incurred as result of BGC Partners' initial adoption of SFAS 123R in 2006. SFAS 123R requires BGC Partners to account for grant units held by employees of the BGC business as a liability and record an expense for the liability awards at fair value at each reporting period. BGC Partners adopted the modified prospective method, which does not require it to restate prior periods. As a result of implementation, BGC Partners recognized a non-cash charge of \$10.1 million in the first quarter of 2006.

---

**Table of Contents*****Year Ended December 31, 2005 Compared to Year Ended December 31, 2004****Revenues**Brokerage revenues*

Total brokerage revenues increased by \$172.2 million, or 59.3%, for the year ended December 31, 2005 as compared to the year ended December 31, 2004. Commission revenues increased by \$177.9 million, or 107.6%, for the year ended December 31, 2005 as compared to the year ended December 31, 2004. Principal transactions revenues decreased by \$5.7 million, or 4.5%, for the year ended December 31, 2005 as compared to the year ended December 31, 2004. Of the total increase in brokerage revenues of \$172.2 million, approximately \$113.0 million was attributable to BGC Partners' acquisitions of Euro Brokers and ETC Pollak during 2005. BGC Partners acquired Euro Brokers in May 2005 and ETC Pollak in September 2005. The remaining increase was due to BGC Partners' expansion in the European and Asian markets, as well as revenue growth across various products groups.

*Market data*

Market data revenues increased by \$2.0 million, or 13.8%, for the year ended December 31, 2005 as compared to the year ended December 31, 2004. This was due to both growth in existing customer usage and an expanded client base resulting from increased sales efforts and product enhancements.

*Fees from related parties*

Fees from related parties increased by \$1.6 million, or 13.5%, for the year ended December 31, 2005 as compared to the year ended December 31, 2004. This was primarily due to higher fees charged to affiliates for certain administrative and other support, including allocations for occupancy of office space, utilization of fixed assets and accounting, operations, human resources, legal services and technology infrastructure support in the year ended December 31, 2005.

*Interest*

Interest revenues increased by \$8.0 million, or 757.6%, for the year ended December 31, 2005 as compared to the year ended December 31, 2004. This was due to increased reverse repurchase agreement transactions, cash balances and higher interest rates.

*Other revenues*

Other revenues decreased by \$7.8 million, or 76.3%, for the year ended December 31, 2005 as compared to the year ended December 31, 2004. This was primarily due to a decrease in the unrealized gain on investment securities and the non-recurrence of insurance proceeds related to the terrorist attacks of September 11, 2001 that were received in 2004.

*Expenses**Compensation and employee benefits*

Compensation and employee benefits expense increased \$193.3 million, or 100.0%, for the year ended December 31, 2005 as compared to the year ended December 31, 2004. Approximately \$100.0 million of the increase related to increased staff as part of BGC Partners' restructuring, which significantly increased management and staff levels in Europe and Asia. BGC Partners also had increased compensation and employee benefit expense due to its acquisitions of Euro Brokers and ETC Pollak during 2005. The acquisition of Euro Brokers in May 2005 and ETC Pollak in September 2005 increased compensation and employee benefit expense by approximately \$72.0 million and \$9.0 million, respectively.

---

**Table of Contents**

The remaining increase in compensation and employee benefits was due to increased commissions paid to brokers, increased agency transaction revenues and a settlement with HMRC in the amount of \$11.2 million arising from various compensation plans established by BGC Partners subsidiaries operated between 1998 and 2003.

*Occupancy and equipment expense*

Occupancy and equipment expense increased \$25.1 million, or 133.4%, for the year ended December 31, 2005 as compared to the year ended December 31, 2004. The increase in expense was primarily due to the beginning of BGC Partners' move to new London offices at Canary Wharf. Charges included breaking and/or subletting its current leases at One America Square and 133 Houndsditch in London and accelerated depreciation on the abandoned leasehold improvements. For the year ended December 31, 2005 these charges were \$8.5 million. In 2005, BGC Partners acquired Euro Brokers and ETC Pollak. Occupancy costs for these two entities for the year ended December 31, 2005 were \$6.5 million and \$2.0 million, respectively. The remainder of the increase was primarily due to BGC Partners' Asian expansion.

*Selling and promotion*

The \$7.4 million, or 28.1%, increase in selling and promotion expense for the year ended December 31, 2005 as compared to the year ended December 31, 2004 was primarily due to the expanded cost of sales efforts by BGC Partners' increased broker headcount from the Euro Brokers acquisition. Euro Brokers represented \$6.3 million of the increase. The remaining increase was due to BGC Partners' European and Asian expansion.

*Fees to related parties*

Fees to related parties increased by \$5.3 million, or 18.8%, for the year ended December 31, 2005 as compared to the year ended December 31, 2004. This was due to increased fees paid to eSpeed and Cantor, in the amount of \$3.4 million, for providing back office support services for BGC Partners' increased activity and headcount resulting from the Euro Brokers acquisition. Fees to related parties are dependent upon both the costs incurred by Cantor and eSpeed and the amount of administrative services BGC Partners utilized. In addition, fees paid to eSpeed under revenue sharing arrangements increased by \$1.9 million. This increase was consistent with BGC Partners' revenues increase from 2004 to 2005.

*Communications*

Communications expense increased by \$16.9 million, or 83.0%, for the year ended December 31, 2005 as compared to the year ended December 31, 2004. This was largely due to increased communication costs as BGC Partners' front office headcount increased with the acquisitions of Euro Brokers and ETC Pollak. Euro Brokers and ETC Pollak represented approximately \$8.0 million and \$1.2 million of the increase, respectively. The remaining increase was primarily due to BGC Partners' European and Asian expansion.

*Professional and consulting fees*

Professional and consulting fees increased by \$19.3 million, or 170.1%, for the year ended December 31, 2005 as compared to the year ended December 31, 2004. This was due to fees paid to consultants working in-house on special projects and legal and accounting firms consulting on various proposed and/or enacted reorganizations, mergers, acquisitions and other projects.

*Interest expense*

Interest expense increased by \$7.8 million, or 126.6%, for the year ended December 31, 2005 as compared to the year ended December 31, 2004. This was primarily due to the debt incurred to finance the Euro Brokers

---

## **Table of Contents**

acquisition and subordinated debt from related parties to finance operations and other expansion efforts. Interest expense associated with the Euro Brokers acquisition was \$5.6 million. The average long term debt outstanding for the year ended December 31, 2005 and 2004 was \$99.5 million and \$0.0 million, respectively.

### *Commissions and floor brokerage*

Commissions and floor brokerage expense increased by \$3.4 million, or 96.0%, for the year ended December 31, 2005 as compared to the year ended December 31, 2004. This was largely due to the increased brokerage volume realized with the Euro Brokers and ETC Pollak acquisitions along with BGC Partners' expansion in Europe and Asia.

### *Other expenses*

The \$4.7 million, or 28.8%, increase in other expenses for the year ended December 31, 2005 as compared to the year ended December 31, 2004 was due to increased operational expenses in connection with the acquisitions of Euro Brokers and ETC Pollak.

### *Provision for income taxes*

During 2005, BGC Partners recorded a benefit for income taxes of \$7.6 million, corresponding to an effective benefit of 7.4%, compared to an income tax provision of \$2.6 million, corresponding to a 70.7% effective tax rate, in 2004. The decrease in the effective tax rate from 2004 to 2005 was primarily due to the utilization of net operating losses.

## **Liquidity and Capital Resources**

### *Overview*

BGC Partners has primarily financed its business through cash generated by operations, subordinated loans from Cantor and capital contributions from Cantor.

Liquidity is very important for financial services firms in general and for securities firms such as BGC Partners in particular, as the market's confidence in the BGC business is integral to its success. Consequently, BGC Partners focuses on management of funding and liquidity risk. BGC Partners' overall objective and general funding strategy seek to ensure liquidity and diversity of funding sources to meet its financing needs at all times and under all market environments. BGC Partners seeks to prudently manage its reliance on short term unsecured borrowings by maintaining an adequate total capital base and certain long term debt arrangements with Cantor. BGC Partners regularly monitors and analyzes the size, composition and liquidity characteristics of its asset base in the context of each asset's ability to be used to obtain secured financing. This analysis helps us in determining its aggregate need for longer term funding sources (*i.e.*, long term debt and equity). BGC Partners views long term debt as a stable source of funding, which effectively strengthens its overall liquidity profile and mitigates liquidity risk.

### *Cash Flows*

Cash and cash equivalents consist of cash and highly liquid investments with maturities of 90 days or less at the date of acquisition. At September 30, 2007, BGC Partners had \$185.4 million of cash and cash equivalents compared to \$138.5 million at September 30, 2006. At December 31, 2006, BGC Partners had \$109.1 million of cash and cash equivalents compared to \$127.4 million at December 31, 2005 and \$19.2 million at December 31, 2004.

**Table of Contents**

The following table sets forth BGC Partners' cash flows from operating activities, investing activities and financing activities for the periods indicated (in thousands):

	Nine Months Ended September 30,		Year Ended December 31,		
	2007	2006	2006	2005	2004
Net cash provided by (used in) operating activities	\$ 128,791	\$ (13,155)	\$ (67,902)	\$ (22,802)	\$ (21,946)
Net cash used in investing activities	(19,890)	(31,072)	(43,011)	(109,462)	(13,725)
Net cash (used in) provided by financing activities	(32,509)	55,374	92,596	240,416	37,469
Increase (decrease) in cash and cash equivalents	\$ 76,392	\$ 11,147	\$ (18,317)	\$ 108,152	\$ 1,798

*Operating Activities*

Net cash from operating activities primarily consists of net income or loss adjusted for certain non-cash items including depreciation and amortization and the effects of changes in working capital. Net cash provided by operating activities for the nine months ended September 30, 2007 was \$128.8 million and consisted of net income of \$43.1 million adjusted for non-cash items of \$52.5 million and \$33.2 million provided by working capital. Net cash used in operating activities for the nine months ended September 30, 2006 was \$13.2 million and consisted of a net loss of \$85.6 million adjusted for non-cash items of \$76.3 million and \$3.9 million utilized for working capital. The increase in net cash provided by operating activities for the nine months ended September 30, 2007 compared to the nine months ended September 30, 2006 was due to increased net income of \$128.7 million; and increased cash provided by working capital of \$37.0 million, offset by decreased non-cash adjustments of \$23.8 million.

Net cash used in operating activities for the year ended December 31, 2006 was \$67.9 million and consisted of a net loss of \$123.4 million adjusted for non-cash items of \$90.6 million and \$35.1 million utilized for working capital. Net cash used in operating activities for the year ended December 31, 2005 was \$22.8 million and consisted of a net loss of \$96.1 million adjusted for non-cash items of \$48.3 million and \$25.0 million provided by working capital. The increase for the year ended December 31, 2006 compared to the year ended December 31, 2005 was primarily due to an increased net loss and increased utilization of working capital due to normal operating activities. This increase was partially offset by non-cash grant unit award expense as a result of the adoption of SFAS 123R and the acceleration of grant unit payments.

Net cash used in operating activities for the year ended December 31, 2004 was \$21.9 million and consisted of net income of \$1.1 million adjusted for non-cash items of \$18.3 million and \$41.4 million utilized for working capital. The increase for the year ended December 31, 2005 compared to the year ended December 31, 2004 was primarily due to an increased net loss, partially offset by a decreased utilization of working capital.

*Investing Activities*

Net cash from investing activities primarily consists of purchases of fixed assets and investment securities and acquisitions. Net cash used in investing activities was \$19.9 million for the nine months ended September 30, 2007 compared to \$31.1 million for the nine months ended September 30, 2006. The decrease in net cash used in investing activities was due to reduced fixed asset spending of \$13.7 million in the first nine months of 2007 versus the same period in 2006.

Net cash used in investing activities was \$43.0 million for the year ended December 31, 2006 compared to \$109.5 million for the year ended December 31, 2005. The decrease in net cash used in investing activities was due primarily to larger acquisitions in 2005 versus 2006. In 2006, BGC Partners acquired Aurel Leven and AS Menkul for a combined amount of \$6.7 million, net of cash acquired, compared to BGC Partners 2005 acquisitions of Euro Brokers and ETC Pollak for a combined amount of \$70.9 million, net of cash acquired.

---

**Table of Contents**

For the year ended December 31, 2004, cash used in investing activities was \$13.7 million, which consisted of fixed asset purchases.

*Financing Activities*

Net cash from financing activities primarily consists of borrowings and repayments on loans and capital contributions and withdrawals. Net cash used in financing activities was \$32.5 million for the nine months ended September 30, 2007 compared to a \$55.4 million source of cash for the nine months ended September 30, 2006. In the first nine months of 2006, BGC Partners increased intercompany long-term debt by \$42.0 million, experienced net capital contributions of \$7.4 million and had increased short-term borrowings of \$6.0 million. In the first nine months of 2007, BGC Partners had net intercompany long-term debt repayments of \$32.5 million.

Net cash provided from financing activities was \$92.6 million for the year ended December 31, 2006 compared to \$240.4 million for the year ended December 31, 2005. The decrease in net cash provided from financing activities was due primarily to larger capital contributions and intercompany borrowings in 2005 versus 2006. In 2006, BGC Partners borrowed \$94.6 million from Cantor to finance its expansion efforts and operations. In 2005, BGC Partners borrowed a combined \$108.3 million in fixed interest rate long term loans from Cantor to finance its acquisition of Euro Brokers. Additionally, BGC Partners borrowed \$46.0 million from Cantor in the form of unsecured subordinated two year loans with interest rates of LIBOR plus a margin and received capital contributions from Cantor in the amount of \$146.0 million to finance its expansion efforts and operations. This was partially offset by decreased repayments of short term debt obligations. In 2006, BGC Partners repaid short term loans in the amount of \$8.5 million compared to repayments of \$59.9 million in 2005.

In the year ended December 31, 2004, net cash provided from financing activities was \$37.5 million. Included in the amounts were short term borrowings of \$48.5 million offset by net capital withdrawals of \$11.0 million.

BGC Partners anticipates, based on management's experience and current industry trends, that its existing cash resources will be sufficient to meet its anticipated working capital and capital expenditure requirements for at least the next 12 months. BGC Partners expects its operating activities going forward to generate adequate cash flows to fund its normal operations. However, BGC Partners believes that there are a significant number of capital intensive opportunities for it to maximize its growth and strategic position, including, among other things, acquisitions, strategic alliances and joint ventures potentially involving all types and combinations of equity, debt and acquisition alternatives. As a result, BGC Partners may need to raise additional funds to:

increase the regulatory net capital necessary to support its operations;

support continued growth in its business;

effect acquisitions;

develop new or enhanced services and markets;

respond to competitive pressures; and

respond to unanticipated requirements.

BGC Partners cannot guarantee that it will be able to obtain additional financing when needed on terms that are acceptable, if at all.

***Regulatory Requirements***

The financial services industry, including the BGC business, is subject to extensive regulation. BGC Partners and its subsidiaries are subject to regulation by governmental and self-regulatory organizations in the jurisdictions in which they operate around the world. Many of these regulators, including U.S. and non-U.S.





**Table of Contents**

government agencies and self-regulatory organizations, as well as state securities commissions in the United States, are empowered to conduct administrative proceedings that can result in censure, fine, the issuance of cease-and-desist orders or the suspension or expulsion of a broker-dealer. In addition, self-regulatory organizations such as the FINRA and the NFA, along with statutory bodies such as the FSA and the SEC, require strict compliance with their rules and regulations. The requirements imposed by regulators are designed to ensure the integrity of the financial markets and to protect customers and other third parties who deal with BGC Partners and are not designed to specifically protect stockholders. These regulations often serve to limit BGC Partners' activities, including through net capital, customer protection and market conduct requirements.

Changes in legislation and in the rules and regulations promulgated by the SEC, the Commodity Futures Trading Commission, the U.S. Treasury, the FSA and other domestic and international regulators and self-regulatory organizations, as well as changes in the interpretation or enforcement of existing laws and rules, often directly affect the method of operation and profitability of broker-dealers and could result in restrictions in the way BGC Partners conducts its business. For example, the U.S. Congress, the U.S. Treasury, the Board of Governors of the Federal Reserve System and the SEC are continuing to review the nature and scope of their regulation and oversight of the government securities markets and U.S. markets. In the European context, the implementation of the Markets in Financial Instruments Directive in November 2007 will involve wide-ranging changes to European financial services regulation. Since the implementing measures are not finalized, the full impact of the Markets in Financial Instruments Directive is not yet known. Future legislation and/or regulation and uncertainties resulting from the possibility of legislation and/or regulation, could adversely impact the BGC business. Failure to comply with any of these laws, rules or regulations could result in fines, limitations on business activity, suspension or expulsion from the industry, any of which could have a material adverse effect upon BGC Partners.

If BGC Partners fails to maintain the required capital in any of its regulated subsidiaries, it may be required to suspend its broker-dealer operations in that subsidiary during the period that it is not in compliance with its capital requirements and may be subject to suspension or revocation of registration by the SEC and FINRA or withdrawal of authorization or other disciplinary action from domestic and international regulators, which would have a material adverse effect on its business. In addition, if BGC Partners fails to maintain the capital required by clearing organizations of which it is a member, its ability to clear through those clearing organizations may be impaired, which may adversely affect its ability to process trades. If the capital rules are changed or expanded, or if there is an unusually large charge against capital, operations that require the intensive use of capital would be limited. BGC Partners' ability to withdraw capital from its regulated subsidiaries is subject to restrictions, which, in turn, could limit its ability to pay dividends, repay debt and redeem or purchase shares of its common stock. In addition, BGC Partners may become subject to capital requirements in other foreign jurisdictions in which it currently operates or in which it may enter.

BGC Partners conducts business through companies which are subject to regulatory restrictions and requirements and accordingly must maintain minimum capital as defined in the applicable jurisdictions. These regulatory capital requirements may restrict BGC Partners' ability to withdraw capital from its subsidiaries. Certain U.S. subsidiaries are registered with the SEC and are subject to the Uniform Net Capital Requirements under Rule 15c3-1 under the Securities and Exchange Act of 1934, as amended, and, accordingly, must maintain minimum net capital (as defined under Rule 15c3-1). Additionally, BGC Financial Inc. is registered as an Introducing Broker (IB) Futures Commissions Merchant with the NFA and is therefore subject to Regulation 1.17 of the Commodity Exchange Act, which requires the maintenance of minimum adjusted net capital to be greater than 4% of customer segregated funds. Certain U.K. subsidiaries of BGC Partners are regulated by the FSA and must maintain financial resources (as defined by the FSA) in excess of the total financial resources requirement of the FSA. Certain other subsidiaries are subject to regulatory and other requirements of the jurisdictions in which they operate.

BGC Partners' European regulated group (which consists of Aurel Leven, BGC Brokers Limited, BGC Brokers L.P., BGCI, BGC International L.P., ETC Pollak, EPP Holdings, MIS Brokers Limited and other

**Table of Contents**

intermediate non-regulated holding entities) is subject to The Financial Groups Directive. To meet the FSA's requirements under that directive, the current corporate structure of BGC Partners' European regulated group was reorganized as of July 1, 2007. BGC Partners established a European Holdings which is the direct owner of its European operations. This restructuring allows the FSA to achieve its statutory obligations under The Financial Groups Directive and regulate this discrete group at a consolidated level from a capital adequacy perspective. This restructuring of the regulated European entities under European Holdings will not affect their day-to-day operations as European Holdings is a holding entity.

To improve regulatory capital efficiency, BGC Partners merged the businesses of MIS Brokers Limited into BGC Brokers L.P., with respect to the businesses in London, on March 1, 2007, and, with respect to the Danish businesses, on May 1, 2007. Further, on December 1, 2007, BGC Brokers Limited contributed its brokerage business to BGC Brokers L.P. in return for a first preferred interest in BGC Brokers L.P.

The regulatory requirements referred to above may restrict BGC Partners' ability to withdraw capital from its regulated subsidiaries. As of September 30, 2007, \$220.1 million of net assets were held by regulated subsidiaries. These subsidiaries had aggregate regulatory net capital, as defined, in excess of the aggregate regulatory requirements, as defined, of \$89.1 million.

**Contractual Obligations and Commitments**

The following table summarizes certain of BGC Partners' contractual obligations as of December 31, 2006 (in thousands):

	Total	Less than 1 year	1-3 years	3-5 years	More than 5 years
Operating leases (1)	\$ 206,293	\$ 22,227	\$ 43,485	\$ 38,793	\$ 101,788
Long-term debt (2)	248,896	46,000	94,578		108,318
Interest in long-term debt	64,795	17,880	23,507	19,641	3,767
Total contractual obligations	\$ 519,984	\$ 86,107	\$ 161,570	\$ 58,434	\$ 213,873

- (1) Operating leases are related to rental payments under various non-cancelable leases, principally for office space.
- (2) Long-term debt represents notes payable to Cantor subsidiaries (see Note 13, Long-term Notes Payable to Related Parties, to the accompanying notes to combined financial statements of BGC Partners for more information regarding this long-term debt, including timing of payments and acceleration clauses) as of December 31, 2006. In connection with the merger, BGC Partners will settle its long-term debt obligation with Cantor. In its place, BGC Partners expects to assume a portion of Cantor's Senior Notes in an amount not to exceed \$150 million. The debt will be at a fixed rate of 7.5% and will mature in April 2010.

**Off-Balance Sheet Arrangements**

As of September 30, 2007, BGC Partners did not have any relationships with unconsolidated entities or financial partnerships, such as entities often referred to as structured finance or special purpose entities, which would have been established for the purpose of facilitating off-balance sheet arrangements or other contractually narrow or limited purposes. BGC Partners may be exposed to a risk of loss not reflected on the accompanying combined financial statements of BGC Partners for certain derivative contracts, including exchange-traded futures and foreign exchange options, which represent BGC Partners' obligations to deliver the specified securities at the contracted price and thereby may create a liability to purchase them in the market at prevailing prices. Accordingly, these transactions result in off-balance sheet risk as BGC Partners' cost to liquidate such securities and futures and options contracts may exceed the amount reported on the accompanying combined statements of financial condition of BGC Partners. The majority of BGC Partners' derivatives contracts are short term in nature.

---

**Table of Contents****Critical Accounting Policies and Estimates**

The following discussion is based upon the BGC Partners combined financial statements and the accompanying notes thereto, which have been prepared in accordance with U.S. GAAP. The preparation of these combined financial statements requires BGC Partners to make estimates and assumptions which affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. BGC Partners regularly evaluates its estimates and assumptions related to stock-based compensation expense, goodwill and purchased intangible asset valuations, strategic investments, deferred income tax asset valuation allowances, restructuring costs, litigation and other loss contingencies. BGC Partners bases its estimates and assumptions on current facts, historical experience and various other factors that it believes to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities and the accrual of costs and expenses that are not readily apparent from other sources. The actual results experienced by BGC Partners may differ materially and adversely from its estimates. To the extent there are material differences between BGC Partners' estimates and the actual results, BGC Partners' future results of operations will be affected.

BGC Partners believes that the following critical accounting policies affect its more significant estimates and judgments used in the preparation of its combined financial statements and the accompanying notes thereto.

***Related Party Transactions***

BGC Partners shares revenues with Cantor and its affiliates. BGC Partners provides certain administrative support services to Cantor and its affiliates and Cantor provides certain administrative services to BGC Partners. In addition, Cantor provides certain introducing, clearing and settlement services to BGC Partners.

Since Cantor holds a controlling interest in BGC Partners and holds a significant interest in eSpeed, such transactions among and between BGC Partners and Cantor and eSpeed are on a basis that might not be replicated if such services or revenue sharing arrangements were between, or among, unrelated parties.

***Goodwill***

BGC Partners reviews goodwill and indefinite lived intangible assets for impairment annually in the fourth quarter and whenever events or changes in circumstances indicate the carrying value of an asset may not be recoverable in accordance with SFAS No. 142, *Goodwill and Other Intangible Assets*. Goodwill is the excess of the purchase price over the fair value of identifiable net assets acquired in business combinations accounted for as a purchase. Goodwill is no longer amortized, but instead is subject to periodic testing for impairment. Goodwill impairment is determined using a two-step approach. The first step of the goodwill test compares the fair value of a reporting unit with its carrying amount, including goodwill. The second step of the goodwill impairment test compares the implied fair value of the reporting unit's goodwill with the carrying amount of that goodwill. If the carrying amount of the reporting unit's goodwill exceeds the implied fair value of that goodwill, an impairment loss is recognized in an amount equal to that difference.

Determining the fair value of goodwill assets is judgmental in nature and involves the use of significant estimates and assumptions. BGC Partners bases its fair value estimates on assumptions it believes to be reasonable but that are unpredictable and inherently uncertain. Actual future results may differ from those estimates.

***Impairment of Long Lived Assets***

BGC Partners reviews long-lived assets, such as property, plant and equipment, and definite lived intangible assets subject to amortization for impairment whenever events or changes in circumstances indicate that the

**Table of Contents**

carrying amount of an asset may not be recoverable in accordance with SFAS No. 144, *Accounting for the Impairment or Disposal of Long Lived Assets*. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to estimated undiscounted future cash flows expected to be generated by the asset. If the carrying amount of the asset exceeds its estimated future cash flows, an impairment charge is recognized by the amount by which the carrying amount of the asset exceeds the fair value of the assets.

***Contingencies***

In the normal course of business, BGC Partners has been named as a defendant in various lawsuits and proceedings and has been involved in certain regulatory examinations. Additional actions, investigations or proceedings may be brought from time to time in the future. BGC Partners is subject to the possibility of losses from these various contingencies. Considerable judgment is necessary to estimate the probability and amount of any loss from such contingencies. An accrual is made when it is probable that a liability has been incurred or an asset has been impaired and the amount of loss can be reasonably estimated. BGC Partners accrues a liability for the estimated costs of adjudication or settlement of asserted and unasserted claims existing as of the balance sheet date. BGC Partners has recorded reserves for certain contingencies to which it may have exposure, such as reserves for certain income tax and litigation contingencies and contingencies related to the employer portion of National Insurance Contributions in the United Kingdom. BGC Partners discloses asserted claims when it is at least reasonably possible that an asset had been impaired or a liability had been incurred as of the date of the financial statements and unasserted claims when it is considered probable that a claim will be asserted and there is a reasonable possibility that the outcome will be unfavorable. It is not presently possible to determine BGC Partners' ultimate exposure to these matters and there is no assurance that the resolution of these matters will not significantly exceed the reserves BGC Partners has accrued. It is BGC Partners' management's opinion that the ultimate resolution of these matters, while not likely to have a material adverse effect on BGC Partners' combined financial condition, could be material to its operating results for any particular period. See *Information About BGC Partners' Business Legal Proceedings*.

***Income Taxes***

SFAS No. 109, *Accounting for Income Taxes*, establishes financial accounting and reporting standards for the effect of income taxes. The objectives of accounting for income taxes are to recognize the amount of taxes payable or refundable for the current year and deferred tax liabilities and assets for the future tax consequences of events that have been recognized in an entity's financial statements or tax returns. Estimates and judgment are required in assessing the future tax consequences of events that have been recognized in BGC Partners' combined financial statements or tax returns.

***Recently Adopted Accounting Pronouncements***

*SFAS No. 123R*: Effective January 1, 2006, BGC Partners adopted SFAS 123R using the modified prospective method.

*FIN 47*: In March 2005, the Financial Accounting Standards Board, which we refer to as the FASB, issued Interpretation No. 47, *Accounting for Conditional Asset Retirement Obligations - an interpretation of FASB Statement No. 143*, which we refer to as FIN 47, to clarify the timing of the recording of certain asset retirement obligations required by SFAS No. 143, *Accounting for Asset Retirement Obligations*. FIN 47 was effective December 31, 2005. The adoption of FIN 47 did not have a material impact on BGC Partners' combined statements of operations, financial condition and cash flows.

*SFAS No. 154*: BGC Partners adopted SFAS No. 154, *Accounting Changes and Error Corrections*, which we refer to as SFAS 154, which replaces Accounting Principles Board Opinion No. 20, *Accounting Changes* and SFAS No. 3, *Reporting Accounting Changes in Interim Financial Statements - An Amendment of APB Opinion No. 28* effective January 1, 2006. SFAS 154 provides guidance on the accounting for, and reporting of, accounting changes and error corrections. It establishes retrospective application, or the latest practicable date, as

**Table of Contents**

the required method for reporting a change in accounting principle and the reporting of a correction of an error. The adoption of SFAS 154 did not have a material impact on BGC Partners' combined statements of operations, financial condition and cash flows.

*SAB No. 108:* In September 2006, the SEC staff issued Staff Accounting Bulletin No. 108, which we refer to as SAB 108. Due to diversity in practice among registrants, SAB 108 expresses SEC staff views regarding the process by which misstatements in financial statements are evaluated for purposes of determining whether financial statement restatement is necessary. BGC Partners applied SAB 108 in the fourth quarter of 2006, and SAB 108 did not have a material impact on BGC Partners' combined statements of operations, financial condition and cash flows.

*EITF 04-5:* BGC Partners adopted Emerging Issues Task Force, which we refer to as EITF, Issue No. 04-5, *Determining Whether a General Partner, or the General Partners as a Group, Controls a Limited Partnership or Similar Entity When the Limited Partners Have Certain Rights* on June 29, 2005 for all newly-formed limited partnerships and for existing limited partnerships for which the partnership agreements have been modified and on January 1, 2006 for all other limited partnerships. The EITF consensus requires a general partner in a limited partnership to consolidate the limited partnership unless the presumption of control is overcome. The general partner may overcome this presumption of control and not consolidate the entity if the limited partners have: (a) the substantive ability to dissolve or liquidate the limited partnership or otherwise remove the general partner without having to show cause or (b) substantive participating rights in managing the partnership. This guidance became effective upon ratification by the FASB. The adoption of EITF 04-5 did not have a material impact on BGC Partners' combined statements of operations, financial condition and cash flows.

*FIN 46(R)-6:* In April 2006, the FASB issued FASB Staff Position, which we refer to as FSP, No. FIN 46(R)-6, *Determining the Variability to Be Considered in Applying FASB Interpretation No. 46(R)*, which we refer to as FSP FIN 46(R)-6. FSP FIN 46(R)-6 requires that the determination of the variability to be considered in applying FIN 46R be based on an analysis of the design of the entity. In evaluating whether an interest with a variable interest entity creates or absorbs variability, FSP FIN 46(R)-6 focuses on the role of a contract or arrangement in the design of an entity, regardless of its legal form or accounting classification. The adoption of FSP FIN 46(R)-6 on July 1, 2006 did not have a material impact on BGC Partners' combined financial statements.

*SFAS No. 158:* In October 2006, the FASB issued SFAS No. 158, *Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans - an amendment of FASB Statements No. 87, 88, 106 and 132 (R)*, which we refer to as SFAS 158. SFAS 158 requires a calendar year company with publicly traded equity securities that sponsors a postretirement benefit plan to fully recognize, as an asset or liability, the overfunded or underfunded status of its benefit plan(s) in its balance sheet. The funded status is measured as the difference between the fair value of the plan's assets and its benefit obligation. SFAS 158 is effective for financial statements issued for fiscal years ending after December 15, 2006, for entities with publicly traded equity securities. SFAS 158 was required to be adopted by BGC Partners for the year ended December 31, 2006. The adoption of SFAS 158 did not have a material impact on BGC Partners' combined financial statements.

***New Accounting Pronouncements***

*SFAS No. 157:* In September 2006, the FASB issued SFAS No. 157, *Fair Value Measurements*, which we refer to as SFAS 157. SFAS 157 clarifies that fair value is the amount that would be exchanged to sell an asset or transfer a liability, in an orderly transaction between market participants. SFAS 157 nullifies the consensus reached in EITF Issue No. 02-3 prohibiting the recognition of day one gain or loss on derivative contracts where the firm cannot verify all of the significant model inputs to observable market data and verify the model to market transactions. However, SFAS 157 requires that a fair value measurement technique include an adjustment for risks inherent in a particular valuation technique (such as a pricing model) and/or the risks inherent in the inputs to the model, if market participants would also include such an adjustment. In addition, SFAS 157 prohibits the recognition of block discounts for large holdings of unrestricted financial instruments where quoted

**Table of Contents**

prices are readily and regularly available in an active market. The provisions of SFAS 157 are to be applied prospectively, except for changes in fair value measurements that result from the initial application of SFAS 157 to existing derivative financial instruments measured under EITF Issue No. 02-3, existing hybrid instruments measured at fair value and block discounts, which are to be recorded as an adjustment to opening retained earnings in the year of adoption. SFAS 157 will be effective for BGC Partners as of January 1, 2008. BGC Partners is currently evaluating the potential impact of adopting SFAS 157.

*FIN 48:* In July 2006, the FASB issued FASB Interpretation No. 48, *Accounting for Uncertainty in Income Taxes, an interpretation of FASB Statement No. 109*, which we refer to as FIN 48. FIN 48 clarifies the accounting for uncertainty in income taxes recognized in a division's financial statements and prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in an income tax return. FIN 48 also provides guidance on derecognition, classification, interest and penalties, accounting in interim periods, disclosure and transition. FIN 48 was effective for BGC Partners as of January 1, 2007. The adoption of FIN 48 did not have a material impact on BGC Partners' combined financial statements.

*SFAS No. 159:* In February 2007, the FASB issued SFAS No. 159, *The Fair Value Option for Financial Assets and Liabilities*, which we refer to as SFAS 159. SFAS 159 provides companies with an option to report selected financial assets and liabilities at fair value, and establishes presentation and disclosure requirements designed to facilitate comparisons between companies that choose different measurement attributes for similar types of assets and liabilities. SFAS 159 is effective for BGC Partners as of January 1, 2008. BGC Partners is currently evaluating the potential impact of adopting SFAS 159.

*SFAS No. 141(R):* In December 2007, the FASB issued SFAS No. 141(R), *Business Combinations* (SFAS 141(R)). SFAS 141(R) replaces SFAS 141, *Business Combinations*. SFAS 141(R) retains the fundamental requirements in SFAS 141 that the acquisition method of accounting be used for all business combinations and for an acquirer to be identified for each business combination. SFAS 141(R) amends the recognition provisions for assets and liabilities acquired in a business combination, including those arising from contractual and noncontractual contingencies. SFAS 141(R) also amends the recognition criteria for contingent consideration. SFAS 141(R) is effective for the Division January 1, 2009. Early adoption is not permitted. The BGC Partners is currently evaluating the potential impact of adopting SFAS 141(R) on its condensed combined financial statements.

*SFAS 160:* In December 2007, the FASB issued SFAS No. 160, *Noncontrolling Interest in Consolidated Financial Statements - an amendment to ARB No. 51*, which we refer to as SFAS 160. SFAS 160 amends ARB 51 to establish accounting and reporting standards for the noncontrolling interest in a subsidiary, a parent's ownership interest in a subsidiary and for the deconsolidation of a subsidiary. It clarifies that a noncontrolling interest in a subsidiary is an ownership interest in the consolidated entity that should be reported as equity in the consolidated financial statements. SFAS 160 also requires consolidated net income to be reported at amounts that include the amounts attributable to both the parent and the noncontrolling interest. It also requires disclosure, on the face of the consolidated statement of income, of the amounts of consolidated net income attributable to the parent and to the noncontrolling interest. SFAS 160 will provide more transparent reporting of the net income attributable to the noncontrolling interest. SFAS 160 is effective for BGC Partners as of January 1, 2009. Early adoption is not permitted. BGC Partners is currently evaluating the potential impact of adopting SFAS 160 on its condensed combined financial statements.

**Quantitative and Qualitative Disclosures About Market Risk****Market Risk**

Market risk refers to the risk that a change in the level of one or more market prices, rates, indices or other factors will result in losses for a specified position. In the normal course of business, BGC Partners holds investment securities and equity investments which are recorded as assets on the accompanying combined

**Table of Contents**

statements of financial condition. BGC Partners is exposed to the risk that equity prices may fluctuate. BGC Partners enters into transactions to sell securities not yet purchased, which are recorded as liabilities on the accompanying combined statement of financial condition. BGC Partners is exposed to the risk that potential market price increases may cause the ultimate liability for such commitments to exceed the amount recognized on the accompanying combined statement of financial condition. BGC Partners holds derivative contracts and faces potential market risks related to fluctuations in the interest rates, foreign exchange rates and equity prices that these derivative contracts are tied to.

***Foreign Currency Risk***

BGC Partners is exposed to risks associated with changes in foreign exchange rates. As foreign currency exchange rates change, the U.S. dollar equivalent of revenues and expenses denominated in foreign currencies change. BGC Partners' U.K. operations generate a majority of their revenues in the British Pound and Euros. On a daily basis, all cash balances except those necessary to pay short term expenses are converted to U.S. dollars. Changes in the translation of BGC Partners' net assets are recorded as part of its results of operations and fluctuate with changes in foreign currency conversion rates.

BGC Partners does not consider the related economic risk to be material to its results of operations. BGC Partners estimates that a hypothetical 10% adverse change in foreign exchange rates would have resulted in a decrease in net income in its international operations of approximately \$3.0 million.

A substantial part of BGC Partners' foreign currency related business is on a name give-up basis resulting in no market or credit risks. BGC Partners runs a very small principal business in foreign currency. The focus in this business is not to take market risks but to facilitate customer flows with liquidity providers on the other side of the transaction, providing the offsets.

The majority of BGC Partners' derivative business is concentrated in spot foreign currency transactions with a relatively minor portion in short-dated forwards and options contracts. Exposure to non-performance in BGC Partners' foreign currency and derivative contracts is minor. BGC Partners' counterparties can be either major banking institutions, small financial institutions or individual investors. For the small financial institutions and individual investors, the risk is mitigated through the following:

Customers are required to post cash margin in advance of trading. Any exceptions are specifically approved by management. All customers are reviewed for their credit status and are monitored periodically for potential default. Notional gross limits set on cumulative outstanding trades for a given customer. All customer positions are realized on a daily basis and rolled forward at market, any resulting profit or loss is credited or charged to their account;

Stop loss levels are set against customer positions and stop loss orders are placed with market liquidity providers to ensure that resulting market-driven credit exposure to customers is contained within margins posted. In the case of large institutional customers with unsecured credit limits, stop losses are used to minimize potential credit overages;

Any small residual market risk on the desk that may result primarily due to timing mismatches between customer trades and hedges is strictly controlled using value-at-risk, which we refer to as VAR, limits. All currency exposures are quantified, including value date mismatches. Exposures are aggregated and a VAR measure is calculated using a one year variance and covariance matrix.

Extreme adverse market stresses are also calculated.

The accounting for derivative contracts is established in SFAS No. 133, as amended, *Accounting for Derivative Instruments and Hedging Activities*, which we refer to as SFAS 133. SFAS 133 requires that an entity recognize all derivative contracts as either an asset or liability and measure those instruments at fair value. The fair values of BGC Partners' derivative contracts are determined from quoted market prices or other public

## **Table of Contents**

price sources. BGC Partners does not designate any of its derivative contracts as hedges for accounting purposes. The change in fair value of derivative contracts is reported as part of *Principal transactions* on the accompanying combined statements of operations. All derivative contracts are recorded on a net-by-counterparty basis where management believes a legal right of setoff exists under an enforceable netting agreement.

### ***Interest Rate Risk***

BGC Partners had \$108.1 million in variable-rate debt outstanding as of September 30, 2007. These debt obligations are subject to fluctuations in interest rates, which impact the amount of interest BGC Partners must pay. If variable interest rates were to increase by 0.50% per annum, the annual impact to BGC Partners' net income would be a reduction of approximately \$0.5 million.

### ***Credit Risk***

Credit risk arises from potential non-performance by counterparties and customers. BGC Partners has established policies and procedures to manage its exposure to credit risk. BGC Partners maintains a thorough credit approval process to limit exposure to counterparty risk and employ stringent monitoring to control the market and counterparty risk from its matched principal and agency businesses. BGC Partners' brokers may only execute transactions for clients that have been approved by its credit committee following review by its credit department. BGC Partners' credit approval process generally includes verification of key financial information and operating data and anti-money laundering verification checks. BGC Partners' credit review process includes consideration of independent credit agency reports and a visit to the entity's premises, if necessary. BGC Partners has developed and utilizes a proprietary, electronic credit monitoring system.

Credit approval is granted by BGC Partners' credit committee, which is comprised of senior management and representatives from its compliance, finance and legal departments. Credit approval is granted subject to certain trading limits and may be subject to additional conditions, such as the receipt of collateral or other credit support. Counterparties are reviewed for continued credit approval on at least an annual basis and the results are provided to the credit committee. Maintenance procedures include reviewing current audited financial statements and publicly available information on the client, collecting data from credit rating agencies, where available, and reviewing any changes in ownership, title or capital of the client.

### ***Principal Transaction Risk***

Through BGC Partners' subsidiaries, it executes matched principal transactions in which it acts as a *middleman* by serving as counterparty to both a buyer and a seller in matching back-to-back trades. These transactions are then settled through a third-party clearing organization. Settlement typically occurs within one to three business days after the trade date. Cash settlement of the transaction occurs upon receipt or delivery of the underlying instrument that was traded. In a limited number of circumstances, BGC Partners may settle a principal transaction on a free of payment basis or by physical delivery of the underlying instrument.

The number of matched principal trades BGC Partners executes has continued to grow as compared to prior years. Matched principal trades in the less liquid markets on which BGC Partners focuses are less likely to settle on a timely basis than transactions in more liquid markets. Receivables from brokers, dealers and clearing organizations and payables to brokers, dealers and clearing organizations on BGC Partners' combined statement of financial condition primarily represent the simultaneous purchase and sale of the securities associated with those matched principal transactions that have not settled as of their stated settlement dates. BGC Partners' experience has been that substantially all of these transactions ultimately settle.

Matched principal transactions expose BGC Partners to risks. In executing matched principal transactions, BGC Partners is exposed to the risk that one of the counterparties to a transaction may fail to fulfill its obligations, either because it is not matched immediately or, even if matched, one party fails to deliver the cash



---

**Table of Contents**

or securities it is obligated to deliver. BGC Partners' focus on less liquid and OTC markets exacerbates this risk because transactions in these markets are less likely to settle on a timely basis. Adverse movements in the prices of securities that are the subject of these transactions can increase risk. In addition, widespread technological, natural disasters (*e.g.* tsunamis and earthquakes) or communication failures, such as those which occurred as a result of the terrorist attacks on September 11, 2001 and the blackout in the eastern portion of the United States in August 2003, as well as actual or perceived credit difficulties or the insolvency of one or more large or visible market participants, could cause market-wide credit difficulties or other market disruptions. These failures, difficulties or disruptions could result in a large number of market participants not settling transactions or otherwise not performing their obligations.

BGC Partners is subject to financing risk in these circumstances because if a transaction does not settle on a timely basis, the resulting unmatched position may need to be financed, either directly by BGC Partners or through one of its clearing organizations, at BGC Partners' expense. These charges may be recoverable from the failing counterparty, but sometimes are not. Finally, in instances where the unmatched position or failure to deliver is prolonged or widespread due to rapid or widespread declines in liquidity for an instrument, there may also be regulatory capital charges required to be taken by BGC Partners, which depending on their size and duration, could limit its business flexibility or even force the curtailment of those portions of its business requiring higher levels of capital. Credit or settlement losses of this nature could adversely affect its financial condition or results of operations.

In the process of executing matched principal transactions, miscommunications and other errors by BGC Partners' clients or BGC Partners can arise whereby a transaction is not completed with one or more counterparties to the transaction, leaving BGC Partners with either a long or short unmatched position. These unmatched positions are referred to as out trades, and they create a potential liability for BGC Partners. If an out trade is promptly discovered and there is a prompt disposition of the unmatched position, the risk to BGC Partners is usually limited. If the discovery of an out trade is delayed, the risk is heightened by the increased possibility of intervening market movements prior to disposition. Although out trades usually become known at the time of, or later on the day of, the trade, it is possible that they may not be discovered until later in the settlement process. When out trades are discovered, BGC Partners' policy is to have the unmatched position disposed of promptly, whether or not this disposition would result in a loss to BGC Partners. The occurrence of out trades generally rises with increases in the volatility of the market and, depending on their number and amount, such out trades have the potential to have a material adverse effect on BGC Partners' financial condition and results of operations. Transactions done on an agency basis may also give rise to such risks.

In addition, liability for unmatched trades could adversely affect BGC Partners' results of operations and balance sheet. BGC Partners allows certain of its brokerage desks to enter into unmatched principal transactions in the ordinary course of business, primarily for the purpose of facilitating clients' execution needs, adding liquidity to a market or attracting additional order flow. As a result, BGC Partners has market risk exposure on these unmatched principal transactions. BGC Partners' exposure varies based on the size of the overall positions, the terms of the instruments brokered and the amount of time the positions are held before it disposes of the position. BGC Partners does not track its exposure to unmatched positions on an intra-day basis; however, it attempts to mitigate its market risk on these positions by hedging its exposure. These unmatched positions are intended to be held short term. However, due to a number of factors, including the nature of the position and access to the market on which it trades, BGC Partners may not be able to match the position and it may be forced to hold the position overnight. To the extent these unmatched positions are not disposed of intra-day, BGC Partners marks these positions to market.

Adverse movements in the securities underlying these positions or a downturn or disruption in the markets for these positions could result in a substantial loss. In addition, principal gains and losses resulting from these positions could on occasion have a disproportionate effect, positive or negative, on BGC Partners' financial condition and results of operations for any particular reporting period.

**Table of Contents**

BGC Partners also attempts to mitigate the risks associated with principal transactions through its credit approval and credit monitoring processes. BGC Partners maintains a credit approval process as described above under the discussion of Credit Risk as a means of mitigating exposure to counterparty risk. In addition, BGC Partners credit risk department regularly monitors concentration of market risk to financial instruments, countries or counterparties and regularly monitors trades that have not settled within prescribed settlement periods or volume thresholds. BGC Partners has developed and utilizes a proprietary, electronic risk monitoring system, which provides management with twice daily credit reports that analyze credit concentration.

**Table of Contents****INFORMATION ABOUT THE COMBINED COMPANY****Overview**

The Combined Company, which will be renamed BGC Partners, Inc., will be a leading inter-dealer broker, offering integrated voice, hybrid and fully electronic execution and other brokerage services to banks, brokerage houses and investment banks for a broad range of global financial products, including fixed income securities, foreign exchange, equity derivatives, credit derivatives, futures, structured products and other instruments, as well as market data, analytics and financial technology solutions related to selected financial instruments and markets. The Combined Company will have offices in New York, London, Paris, Chicago, Toronto, Mexico City, Copenhagen, Nyon, Beijing (representative office), Tokyo, Hong Kong, Singapore, Sydney, Seoul and Istanbul.

**Competitive Strengths**

We believe that the following principal competitive strengths will help to establish the Combined Company as a leading global inter-dealer broker:

***The Combined Company Will Be a Leading Inter-Dealer Broker with Specific Strengths in Key Markets.*** The Combined Company will be a leading global full-service inter-dealer broker with specific strengths in key markets. The businesses that will form the Combined Company have provided brokerage services for more than 30 years. The businesses comprising the Combined Company have displayed leadership in a multitude of markets globally, including the markets for certain interest rate derivatives, foreign exchange and commodity products, and have been recognized within the industry for their strong presence in interest rate products, including interest rate swaptions, exotic interest rate products, interest rate caps/floors, interest rate swaps and repurchase agreements. Based on the first nine months of 2007 revenues and the growth outlook, we believe that the Combined Company will constitute the third largest inter-dealer broker in the world. Over the past several years, *Risk* and *Asia Risk* magazines have named the BGC businesses that will form a part of the Combined Company as a leading broker in numerous product categories, including interest rate swaps, currency derivatives, equity derivatives and credit derivatives. The *Risk* and *Asia Risk* magazine rankings are based on an annual survey of broker-dealers in the various markets covered by such magazines. We believe the leadership position the Combined Company will have in these markets and its access to a broad customer base will allow it to locate the best price and to deliver the best execution for its customers, in both liquid and illiquid markets.

***The Combined Company Will Have Strong Core Brokerage Relationships.*** We believe that a key strength of the Combined Company's business lies in eSpeed's and BGC Partners' long-established relationships with some of the world's largest financial institutions. These relationships provide access to significant pools of liquidity, which is a key component of attracting new customers and enhancing the Combined Company's role as a provider of liquidity, price discovery and efficient execution. These strong relationships also will allow the Combined Company to participate in growth opportunities as these institutions begin to use newer products for risk management and trading.

***The Combined Company Will Have a Full Scale, Hybrid Brokerage Platform.*** The Combined Company's position as a premier broker will be enhanced by its hybrid brokerage platform. We believe that the more complex, less liquid markets on which the Combined Company will focus often require significant amounts of personal and attentive service from brokers. In more mature markets, the Combined Company will offer electronic trading capabilities to its customers. The Combined Company's hybrid platform will allow its customers to trade on a voice, screen-assisted, voice-assisted or, where available, fully electronic basis, regardless of whether the trade is OTC or exchange-based, and to benefit from the experience and market intelligence of its worldwide brokerage network. The Combined Company's electronic capabilities will include clearing, settlement and other back office services as well as straight-through processing for its customers across several products. We believe the hybrid brokerage approach will provide the Combined Company with a competitive advantage over competitors who do not offer this range of technology.

---

## **Table of Contents**

***The Combined Company Will Provide Quality Software, Market Data and Analytics Products.*** The Combined Company's leading position and liquidity in brokerage markets will allow it to provide its customers with high quality market data and analytics products. The Combined Company's data products will be for U.S. and European securities and derivatives and will be marketed as BGCantor Market Data. These products will be designed to serve the needs of certain markets for reliable data and trusted analytics tools. The Combined Company's ability to offer these products not only will help to support its leadership in several key markets but will also provide it with a stable source of non-brokerage revenues.

In addition, the Combined Company's proprietary software will leverage its global infrastructure, software and systems, portfolio of intellectual property and electronic trading expertise to provide customers with electronic marketplaces and exchanges and real-time auctions to enhance securities issuance and to customize trading interfaces. The Combined Company's software solutions will take advantage of the scalability, flexibility and functionality of the eSpeed system to enable its customers to distribute their branded products to their customers through online offerings and auctions, including private and reverse auctions, via its trading platform and global network. Using eSpeed Software Solutions, customers will be able to develop a marketplace, trade with their customers, issue securities, trade odd lots, access program trading interfaces and access the Combined Company's network and its intellectual property. In addition to long term licensing agreements, the Combined Company will have software solutions agreements with a number of U.S. and international enterprises, including the World Bank and the Federal Home Loan Bank.

***The Combined Company Will Have the Ability to Identify, Recruit and Retain Key Talent.*** In October 2004, BGC Partners employed 483 brokers. As of December 31, 2007, the number of BGC Partners brokers had increased by nearly two and a half times to 1,201. In a competitive environment, BGC Partners has demonstrated its ability to successfully build, attract and retain leading brokers, including through acquisitions of new businesses, in order to expand and solidify its brokerage staff. We believe the Combined Company's ability to attract talent across the globe will enable it to grow its business and provide its customers with trading execution that is superior to that provided by many of its competitors.

***The Combined Company's Partnership Structure Will Create Long Term Incentives.*** As of December 31, 2007, BGC Partners had 326 founding partners. The Combined Company's partnership structure will be one of the unique strengths of its business. We believe that it provides long term incentives and is an effective tool in recruiting, motivating and retaining key employees. Key professionals who are invited to be partners will be required to make a capital contribution to establish their partnership account. We believe that the ability to participate in the ongoing success of the enterprise acts as a strong motivator for brokers to perform and aligns their interests with stockholders.

***Proven Acquisition Track Record.*** In 2005, BGC Partners acquired Euro Brokers and ETC Pollak, and has integrated these established brokerage companies into its business. In November 2006, BGC Partners acquired Aurel Leven, an independent inter-dealer broker in France, active in the equities, equity derivatives and fixed income markets, and, in December 2006, BGC Partners acquired AS Menkul, an established broker in Turkey. More recently, in August 2007, BGC Partners acquired the emerging markets equities derivatives business of Marex Financial. These acquisitions allowed BGC Partners to expand its broker headcount, product offerings and geographic footprint. These acquisitions gave BGC Partners sufficient scale to compete effectively in a number of products, including U.S. Treasuries, U.S. securities repurchase agreements, U.S. agencies, eurobonds, interest rate options/swaps, cash markets and emerging market credit default swaps. We believe that this ability to successfully identify, acquire and integrate high quality brokerage companies will provide the Combined Company with the opportunity to strengthen and enhance its franchise and to continue the rebuilding of U.S. business and expand in local markets internationally.

***The Combined Company Will Have An Experienced Senior Management.*** The Combined Company will be led by a core senior management team, each of whom has over 20 years of experience in or related to the securities industry. The Chairman of the Board of Directors and Chief Executive Officer of eSpeed and Cantor, Mr. Lutnick, who will serve as the Combined Company's Chairman and Co-Chief Executive Officer, guided

## **Table of Contents**

BGC Partners, eSpeed and Cantor through the aftermath of the events of September 11, 2001 and was instrumental in the initial public offering of eSpeed in 1999. Prior to the events of September 11, 2001, Mr. Amaitis, who will serve as the Combined Company's Co-Chief Executive Officer and as a member of its board of directors, led the inter-dealer brokerage business of Cantor, which we believe was one of the largest inter-dealer broker in the world. Since these events, Mr. Amaitis has successfully led the resurgence of the BGC business. Mr. Amaitis and the Combined Company's President, Mr. Lynn, have presided over the addition of hundreds of new brokers and the expansion and growth of business in the United States, Europe and Asia. The Combined Company's senior management team will be supported by a highly experienced and qualified team of managers. We believe that the Combined Company's experienced senior management team will give it a competitive advantage in executing its business strategy.

### **Strategy**

The Combined Company will seek to enhance its position as a leading global inter-dealer broker by increasing its market share in existing markets and expanding into new markets. The Combined Company intends to achieve this goal by employing the following strategies:

***Regain Leadership Position and Selectively Explore Unique Growth Opportunities in the U.S. Market.*** BGC Partners has significantly rebuilt its presence in the U.S. market through the acquisition of established brokerage operations and the hiring of experienced brokers. Having made these investments, we believe that the Combined Company will be well-positioned to achieve additional growth in the U.S. market.

***Achieve and Maintain Leading Positions in Targeted Traditional, Liquid Markets.*** The Combined Company intends to strengthen its position as a leading provider of inter-dealer brokerage services, technology, analytics and market data products in the markets on which it will focus. We believe that in these selected markets, the Combined Company will have the scale to be a top participant, and we believe underlying macro fundamentals allow additional room for growth.

***Build and Develop Less Liquid, High-Growth Markets.*** The Combined Company plans to build and expand in markets for selected emerging asset classes. We believe that the Combined Company's role as a top participant in certain underlying securities will be helpful in building liquidity in the higher growth, higher margin businesses associated with these underlying securities. The Combined Company intends to leverage its leading position in traditional markets to build these new businesses. For instance, BGC Partners launched a new credit derivatives platform that is currently being used by over 25 major banks. It is expected that BGC Partners' position as a market leader and the relationships it has developed in the cash bond market will help the Combined Company grow this business. We believe there is a strong cross-selling opportunity as BGC Partners' cash bond market brokers introduce their customers to the Combined Company's new credit derivatives platform.

***Expand in Attractive Markets Where Local Presence and Expertise Are Required.*** The Combined Company plans to continue to expand into new geographies and build local presence in such geographies. We believe that having local presence and expertise in targeted markets will provide the Combined Company with a competitive advantage. BGC Partners established local market presence in continental Europe through its acquisitions of ETC Pollak and Aurel Leven in France and in emerging markets through its acquisitions of AS Menkul in Turkey and the emerging markets equities derivatives business of Marex Financial in the U.K and South Africa. Additionally, BGC Partners has significantly built out its Asian platform from approximately 51 brokers as of January 2005 to 258 brokers as of December 31, 2007. BGC Partners has also recently added to its footprint in Asia by opening an office in Seoul.

***Leverage Existing Developed Infrastructure to Drive Operational Leverage.*** BGC Partners has made substantial investments in brokers and technology in its targeted markets, as has eSpeed in its technology. This infrastructure is in place and immediately scalable to support the Combined Company's future businesses and will give the Combined Company considerable operational leverage. Due to the fixed cost nature of the back office business, each additional transaction executed on the Combined Company's hybrid system will add incremental margin to its business. Additionally, the Combined Company's market data offerings, clearing,

**Table of Contents**

processing and back office services will provide opportunities for margin improvement as brokers increase production or as trading volumes continue to rise.

***Expand the Combined Company's Broker Workforce Through Acquisitions and Recruitment.*** Since August 2004, BGC Partners has expanded its workforce significantly and, as of December 31, 2007, BGC Partners had 1,201 brokers. BGC Partners has a proven track record of growing the global network of brokers through business acquisitions and recruiting efforts, and we believe the Combined Company will be well-positioned to continue to do so. The Combined Company intends to continue to selectively acquire companies and to hire both experienced brokers and less experienced broker trainees with the goal of further developing its market position in various products, accelerating its growth and enhancing its profitability.

***Grow and Expand the Combined Company's Market Data and Analytics Services and Products.*** The Combined Company intends to further develop its market data services by integrating proprietary information generated by its inter-dealer brokerage business into new market data products designed to meet the needs of a greater number of customers. Sophisticated quantitative approaches to risk management as well as customer time sensitivity have created new needs, uses and demands for trading-related data and analytics. The Combined Company intends to create new value-added services to complement these products, including databases, analytical tools and other services to assist end-users.

***Grow and Expand the Combined Company's Software Solutions Services and Products.*** The Combined Company's futures business comprises an order routing service that offers customers access to the futures markets over the eSpeed network and the Ecco-branded front-end trading software product that provides sophisticated trading tools such as automated spreading. The Combined Company plans to grow these complementary businesses by leveraging the current eSpeed customer base, while at the same time connecting new and existing Ecco customers to the eSpeed futures order routing service. More generally, the Combined Company plans to continue to market routing services through the alternative eSpeed front-end and via API access while independently targeting Ecco software products at the wider professional electronic futures trading community.

The Combined Company plans to capitalize on its global infrastructure, intellectual property and electronic trading expertise to provide a complete outsourced solution to customers to enable them to access exchanges and electronic markets and distribute their branded products to their customers through online offerings, auctions, including private and reverse auctions, direct dealing capabilities and customized trading interfaces. The Combined Company's sales force will be focused on licensing eSpeed Software Solutions technology to existing and new customers worldwide.

***Leverage the Combined Company's Intellectual Property Portfolio.*** The Combined Company will have a strong intellectual property portfolio and will be committed to developing, maintaining and protecting its existing portfolio and developing and protecting new enhancements, products and inventions. The Combined Company will enter into long-term licensing agreements, with respect to its intellectual property, with a number of customers and exchanges and, from time to time, may be engaged in legal action to protect or defend its intellectual property. The Combined Company's strategy may also include licensing such intellectual property for royalties, entering into joint ventures with other marketplaces or exchanges or exclusively using patents in its marketplaces.

**Dividend Policy**

The Combined Company will be a holding company with no direct operations and will be able to pay dividends only from its available cash on hand and funds received from distributions from BGC U.S. and BGC Global.

BGC U.S. and BGC Global intend to distribute to their limited partners, including the Combined Company, on a pro rata and quarterly basis, sufficient cash to cover all of the tax liabilities attributable to their interests in BGC U.S. and BGC Global. Each of BGC U.S. and BGC Global will generally also distribute to its limited partners any additional net income remaining after tax liabilities. Accordingly, generally 100% of BGC U.S.'s

---

**Table of Contents**

and BGC Global's net income for each fiscal year will be distributed to the limited partners of BGC U.S. and BGC Global, including the Combined Company. BGC U.S.'s and BGC Global's ability to make any distributions to the Combined Company will also depend upon other factors, including operating results, cash flow from operations, capital requirements and contractual, legal, financial and regulatory restrictions.

BGC Holdings will distribute, from any cash distributed to it by BGC U.S. and BGC Global, to its limited partners, sufficient cash to cover all of the tax liabilities attributable to their interests in BGC Holdings. BGC Holdings will generally also distribute to its limited partners any excess cash remaining after tax liabilities. Accordingly, unless the Combined Company and Cantor otherwise agree, 100% of BGC Holdings' net income for each fiscal year will be distributed to the limited partners of BGC Holdings.

It is the current non-binding intention of the Combined Company to either match the distribution policy of BGC Holdings, so that the Combined Company distributes, as dividends, a substantial portion of the cash it receives from BGC U.S. and BGC Global to the holders of Combined Company Class A common stock and Class B common stock or to purchase shares of its common stock. There is, however, no assurance that the Combined Company and BGC Holdings will distribute to their respective equity holders an equal proportion of their profits from BGC U.S. and BGC Global and we expect that in the future the Combined Company may reinvest in BGC U.S. and BGC Global, including for the business needs of BGC U.S. and BGC Global.

It is the non-binding intention of BGC Partners (and, after the merger, the Combined Company), BGC U.S. and BGC Global to maintain a Combined Company ratio (as defined below) equal to one. Accordingly, we expect that the Combined Company may make dividends, subdivisions, combinations, distributions or issuances in connection with certain reinvestments in BGC U.S. and BGC Global that the Combined Company may elect to make in the future, as described above. See Related Agreements Separation Agreement Reinvestments in the Opcos; Pre-Emptive Rights; Distributions to Holders of BGC Partners Common Stock.

Nothing prevents the Combined Company, as noted above, from reinvesting in BGC U.S. and BGC Global pursuant to its reinvestment right or requires Cantor to exercise its pre-emptive right, and, as also noted above, we expect that the Combined Company may reinvest in BGC U.S. and BGC Global, including for the business needs of BGC U.S. and BGC Global. However, the one-for-one exchange ratio of BGC Holdings' limited partnership interests for Combined Company common stock will not be adjusted to the extent that the Combined Company has made a dividend, subdivision, combination, distribution or issuance to maintain the Combined Company ratio in connection with a reinvestment by the Combined Company pursuant to its reinvestment right.

If BGC Holdings distributes to its limited partners a greater share of income received from BGC U.S. and BGC Global than the Combined Company distributes to its stockholders, then as Cantor exercises its exchange right to acquire Combined Company Class B common stock or Combined Company Class A common stock, as applicable (or, (1) after Cantor determines that a BGC Holdings founding partner interest can be exchanged, a founding partner exchanges such interest for Combined Company Class A common stock, (2) once a REU interest has become exchangeable in accordance with terms and conditions of the grant of such REU interest, a restricted equity partner exchanges such interest for Combined Company Class A common stock and (3) any working partner interests that are issued, after BGC Partners determines with the written consent of a BGC Holdings exchangeable limited partnership interest majority in interest, that a working partner interest can be exchanged, a working partner exchanges such interest for Combined Company Class A common stock), then Cantor, such founding partners, such restricted equity partners or such working partners, as the case may be, will have a proportionate interest in the excess cash held by the Combined Company to the extent the Combined Company retains excess cash balances or acquires assets with excess cash balances.

The Combined Company's ability to pay dividends may also be limited by covenants contained in future financing or other agreements. In addition, under Delaware law, dividends may be payable only out of surplus, which is the Combined Company's net assets minus its liabilities and its capital, or, if the Combined Company has no surplus, out of its net profits for the fiscal year in which the dividend is declared and/or the preceding

---

**Table of Contents**

fiscal year. Accordingly, any unanticipated accounting or other charges against net income may adversely affect the Combined Company's ability to declare dividends. There can be no assurance that the Combined Company board of directors will declare dividends at all or on a regular basis.

For purposes of this section, the Combined Company ratio means, as of any date, the number equal to (a) the aggregate number of BGC U.S. units held by the Combined Company and its subsidiaries (other than BGC Holdings, BGC U.S. and BGC Global and their respective subsidiaries) as of such time divided by (b) the aggregate number of shares of Combined Company common stock issued and outstanding as of such time.

**Competition**

The Combined Company will encounter competition in all aspects of its brokerage business and compete primarily with other inter-dealer brokers.

**Inter-Dealer Brokers.** The Combined Company will primarily compete with four major, diversified inter-dealer brokers. These inter-dealer brokers are ICAP plc, Tullett Prebon plc, GFI Group Inc. and Compagnie Financière Tradition (which is majority owned by Viel & Cie), all of which are currently publicly traded companies. Other inter-dealer broker competitors will include a number of smaller, private firms that tend to specialize in specific product areas or geographies.

Demand for services of brokers is directly affected by national and international economic and political conditions, broad trends in business and finance, the level and volatility of interest rates, changes in and uncertainty regarding tax laws and substantial fluctuations in the volume and price levels of securities transactions. We believe that other significant factors affecting competition in the brokerage industry are the quality and ability of professional personnel, the depth and pricing efficiency of the market displayed by a broker, the strength of the technology used to service and execute on those markets and the relative prices of services and products offered by the brokers and by competing markets and trading processes.

**Exchanges.** Although the Combined Company's businesses will often use exchanges to execute transactions brokered in OTC markets, we believe that exchanges will continue to seek to migrate products traditionally traded in OTC markets by inter-dealer brokers to exchanges. However, we believe that when a product goes from OTC to exchange-traded, the underlying OTC market often continues to experience growth in line with the growth of the exchange-traded contract.

**Market Data.** The majority of the Combined Company's inter-dealer broker competitors also sell proprietary market data which will compete with its market data offerings. In addition to direct sales, the Combined Company will resell its market data through large market data and information providers. These companies have significant established presences on virtually every trading desk in the Combined Company's industry. Some of these companies have expanded their product mix to include electronic trading and execution in addition to their traditional market data offerings.

**Fully Electronic Trading.** The Combined Company's competitors in fully electronic trading will be numerous and include other inter-dealer brokerage firms, multi-dealer trading companies, technology companies and market data and information vendors, securities and futures exchanges, electronic communications networks, crossing systems, software companies, consortia, business-to-business marketplace infrastructure companies and niche market energy and other commodity Internet-based trading systems.

For example, ICAP plc will be a significant competitor in the electronic trading of government securities and in the electronic spot foreign exchange markets, along with Reuters plc in the latter. There are also a number of smaller electronic trading platforms competing in the spot foreign exchange space. GFI Group Inc., Creditex Inc. and ICAP plc are currently active in the fully electronic trading of credit derivatives.



**Table of Contents**

*Software.* The futures market also has a number of competing order-routing and Independent Software Vendor solutions for electronic trading, including Trading Technologies International, Inc., Patsystems plc, RTS Systems AG, Marex Financial Ltd, FFastFill plc and other providers.

Overall, we believe that the Combined Company may also face future competition from other large computer software companies, market data and technology companies and some securities brokerage firms, some of whom are currently our customers, as well as from any future strategic alliances, joint ventures or other partnerships created by one of more of our potential or existing competitors.

---

**Table of Contents****UNAUDITED PRO FORMA FINANCIAL DATA**

The Unaudited Pro Forma Financial Data set forth below give effect to the transactions contemplated by the merger agreement as if they had been consummated on September 30, 2007, for purposes of the statement of financial condition, and on January 1, 2006, for purposes of the statements of operations, subject to the assumptions and adjustments in the accompanying Notes to Unaudited Pro Forma Financial Data, which we refer to as the Notes.

The pro forma adjustments reflecting the consummation of the transactions contemplated by the merger agreement are accounted for as a combination of entities under common control in accordance with U.S. GAAP, and upon the assumptions set forth in the Notes herein. You should read the following information in conjunction with Structure of the Combined Company, eSpeed's Selected Historical Financial Data, eSpeed's Management's Discussion and Analysis of Financial Condition and Results of Operations, BGC Partners' Selected Historical Financial Data, BGC Partners' Management's Discussion and Analysis of Financial Condition and Results of Operations and the BGC Division Combined Financial Statements and the accompanying Notes thereto included elsewhere or incorporated by reference in this proxy statement.

The Combined Company pro forma adjustments principally give effect to the impact of the merger as well as the following matters:

*Ownership Structure:* The Combined Company will consolidate the worldwide interests of the Opcos and eSpeed. For financial reporting purposes under U.S. GAAP the ownership interest held in Combined Company common stock, the BGC Holdings founding/working partner interest and BGC Holdings limited partnership interest held by Cantor will be accounted for as described below. A reconciliation of the calculation of fully diluted earnings per share will be reflected in the footnotes to the combined financial statements. The details of this reconciliation are outlined in the tables below. For purposes of providing an explanation of the capital structure we have labeled the three economic ownerships: (1) Combined Company; (2) Founding/working partners; and (3) BGC Holdings limited partnership interests held by Cantor. The BGC Holdings interests held by the public (including Combined Company common stock held by Cantor) will be in the form of Combined Company Class A common stock and Class B common stock. The interest held by Cantor and the founding/working partners will be in the form of BGC Holdings limited partnership interests. The BGC Holdings exchangeable limited partnership interests received by Cantor may, in effect, be exchanged in the future for shares of Combined Company Class B common stock (or, at Cantor's option or if there are no additional authorized but unissued shares of Combined Company Class B common stock, Combined Company Class A common stock) on a one-for-one basis (subject to customary anti-dilution adjustments). In addition, Cantor intends to provide all founding partners with the right to immediately exchange 20% of their BGC Holdings founding partner interests for Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by a founding partner upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. Cantor also expects to grant certain additional exchange rights to Messrs. Amaitis and Lynn. No working partner interests will be issued at the time of the separation and merger. Any working partner interests that are issued will not be exchangeable with the Combined Company unless otherwise determined by BGC Partners with the written consent of a BGC Holdings exchangeable limited partnership interest majority in interest, in accordance with the terms of the BGC Holdings limited partnership agreement.

**Table of Contents**

The accounting for the three economic ownership categories is described in the table below:

<b>Economic Ownership</b>	<b>Statement of Operations Presentation</b>	<b>Statement of Financial Condition Presentation</b>
<p><b><u>Combined Company</u></b></p> <p>Combined Company Stockholders (Class A and B common stock holders)</p>	<p>The public stockholders (including Cantor) basic earnings per share (EPS) in the Combined Company is based on net income after allocations to the founding/working partners divided by the number of outstanding shares of Combined Company common stock.</p>	<p>Public stockholder (including Cantor) equity will be included in stockholders' equity in the combined statement of financial condition.</p>
<p><b><u>Founding/working partners</u></b></p> <p>Founding/working partner interests (BGC Holdings limited partnership interests holders)</p>	<p>The founding/working partners may receive allocations of net income based on their pro rata share of the fully diluted shares in the Combined Company. This charge will be called allocation of net income to BGC Holdings founding partner units which will be a separate component listed in compensation expense.</p>	<p>The capital account balance, generally the amount of capital contributed by founding/working partners, will be classified on a separate liability line in the combined statement of financial condition called mandatorily redeemable partnership interest.</p>
<p><b><u>BGC Holdings limited partnership interests held by Cantor</u></b></p> <p>BGC Holdings limited partnership interests held by Cantor (BGC Holdings limited partnership interests holders)</p>	<p>Cantor's pro rata share of the net income in the Combined Company will be reported as a minority interest charge in the combined statement of operations.</p>	<p>Cantor's pro rata share of the capital held in BGC Division will be included as a component of minority interest in the combined statement of financial condition.</p>
<p><b><u>Consolidated BGC Partners, Inc.</u></b></p>	<p>EPS on a fully diluted basis for the Combined Company are presented as follows: Net income allocations to the founding/working partners and the minority interest to Cantor described above will be added back to net income. The number of units held in BGC Holdings by both the founding/working partners and Cantor will be added to the Combined Company common stock (plus common stock equivalents) to determine fully diluted shares outstanding. The adjusted net income will be divided by the adjusted fully diluted shares to calculate fully diluted EPS. Because basic EPS and fully diluted EPS (with the exception of the impact of stock option) are based on pro rata ownership in the Combined Company, there should not be any difference in the calculations.</p>	<p>The three economic ownership categories will be accounted for as components of the Combined Company's liabilities and equity on the combined statement of financial condition. The founding/working partner interests will be recorded as mandatorily redeemable partnership interest; Cantor's BGC Holdings limited partnership interests will be treated as a component of minority interest and the interests held by the public will be a component of stockholders' equity in the Combined Company.</p>

**Table of Contents**

It is expected that after the merger the economic ownership structure percentages in the operating subsidiaries of the Combined Company will be 39.6% held by the public (including Combined Company common stock held by Cantor), 37.2% held by Cantor as BGC Holdings limited partnership interests, and 23.2% held by the founding partners as BGC Holdings limited partnership interests. In addition, concurrently with the merger, and, in the future, as part of its compensation process, BGC Holdings intends to issue certain REUs and BGC Partners intends to issue certain BGC RSUs to certain employees of BGC and other persons who provide services to BGC. The calculation of the economic ownership percentages is described in the following table (in thousands):

Ownership	Pre-Merger Common Stock (1)	Issued Common Stock (2)	Issued BGC Holding Units (3)	Total	Percentage (4)
Combined Company	51,461	21,969		73,430	39.6%
Founding/working partners			42,936	42,936	23.2
BGC Holdings limited partnership interests held by Cantor			68,955	68,955	37.2
Total common stock/BGC Holdings units	51,461	21,969	111,891	185,321	100.0%

- 
- (1) Common stock amounts represent total eSpeed common stock including common stock options outstanding at September 30, 2007.
  - (2) Reflects shares issued in return for Maxcor. Maxcor is an entity that was acquired by BGC Division in May 2005. Maxcor is being contributed to the Combined Company directly. A separate valuation was performed on Maxcor on May 25, 2007 to determine the amount of shares to be issued.
  - (3) Reflects the issuance of BGC Holdings units to be held by the founding partners and Cantor upon completion of the merger. As part of the merger, founding partners will convert their Cantor units into two distribution rights for each unit and 10 founding partner exchangeable interests for each unit. Cantor partners will receive two distribution rights for each Cantor unit they hold. They will not receive the one for 10 exchangeable interests as they are not BGC Holdings founding partners. Included in Cantor's portion of the BGC Holdings units are 7.4 million of distribution rights Cantor is obligated to distribute to the founding partners.
  - (4) The collective management of BGC, including founding partners and certain executives of Cantor who hold BGC management positions, are expected to own another 8.2% of the company, reflecting distribution and exchange rights. As a result, the Combined Company ownership held by management of BGC and eSpeed in the Combined Company is the founding partners' BGC Holdings units representing 23.2% plus another approximately 8.2% or approximately 31.4%. This amount excludes any shares of Class A or Class B common stock or any options previously granted to, held directly by, or held beneficially by, or otherwise controlled by the executives of the Combined Company.

The economic ownership percentages calculated above determine certain income statement and balance sheet allocations in the Combined Company pro forma financial statements as of September 30, 2007. The allocations are calculated below (in thousands, except for per share data):

Statement of Operations	Amount
<i>Net income allocations</i>	
Combined Company net income prior to allocations to founding partners and Cantor	\$ 46,724
Founding/working partners net income allocation percentage and compensation charged based on a pro rata ownership in the Combined Company.	23.2% (10,826)
Cantor minority interest allocation percentage and charge based on a pro rata ownership in the Combined Company.	37.2% (17,386)
Public company net income after founding partner distributions and minority interest allocations	\$ 18,512



**Table of Contents**

<i>Basic and Fully Diluted Share Calculations</i>	<b>Amount</b>
Basic weighted average shares of common shares outstanding (1)	72,411
Stock option programs	1,006
BGC Holdings units held by founding partners	42,936
BGC Holdings units held by Cantor	68,955
 Total fully diluted weighted average shares outstanding	 185,308

*Earnings Per Share Calculations***Basic earnings per share**

Combined Company net income	\$ 18,512
Basic weighted average shares outstanding	72,411
Basic earnings per share	\$ 0.26

**Fully diluted earnings per share**

Combined Company net income adjusted to add back net income allocations to founding partners and Cantor minority interest allocations	\$ 46,724
Total fully diluted weighted average shares outstanding	185,308
Fully diluted earnings per share	\$ 0.25

**Statement of Financial Condition**

Total stockholders equity and net assets prior to allocations	\$ 390,662
---	------------

*Mandatorily redeemable interest*

Value of BGC founding partner capital accounts at the time of the merger (2)	170,857
--	---------

Subtotal remaining stockholders equity and net assets	219,805
---	---------

*Minority interest and Public Company*

The Cantor minority interest and the public company stockholders equity was based on each ownership's pro rata share (based on assumed common stock and units held at September 30, 2007) of the remaining stockholders equity after the allocation to the founding partners

Public company shares of common stock outstanding and stockholder equity allocation at the assumed time of the merger	73,430	51.6%	113,357
BGC Holding units held by and minority interest allocation to Cantor at the assumed time of the merger	68,955	48.4%	106,448

Total	142,384
-------	---------

- (1) The weighted average basic common shares outstanding amounts were taken from eSpeed's Quarterly Report on Form 10-Q for the nine months ended September 30, 2007, filed with the SEC on November 9, 2007. The amount per the filing was 50.4 million shares. The pro forma Combined Company basic weighted average common shares takes the share amount per the eSpeed Form 10-Q and adds the contributed Maxcor Class A common stock of 22.0 million shares assuming those shares were outstanding for the entire nine-month period ended September 30, 2007.
- (2) The value of the BGC Holdings founding partner accounts reflects redemptions of partnership interest to settle loans to certain BGC executive officers.

*Separation:* BGC Partners' separation from Cantor, which is described in more detail in the The Merger Agreement Certain Actions Prior to the Merger and Related Agreements Separation Agreement sections of this proxy statement.

## Edgar Filing: ESPEED INC - Form DEFM14A

*Sale of Partnership Interests:* Prior to completion of the merger, Messrs. Amaitis, Lynn, Merkel and two other individuals who are employed by one or more of BGC's affiliates will settle outstanding loans made or guaranteed by Cantor. The settlement of the loans will result in a reduction in pro forma

**Table of Contents**

equity and cash and cash equivalents on the Combined Company's balance sheet as well as a one-time compensation charge. To settle the loan balances, Messrs. Lynn, Merkel and two other individuals who are employed by one or more of BGC's affiliates will immediately after the separation sell to Cantor, for cash, distribution rights and founding partner interest provided to them in connection with the redemption of their Cantor limited partnership interests in connection with the separation at a price per interest or share equal to the closing price of eSpeed Class A common stock on the date of closing of the merger. The distribution rights and founding partner interests were derived by taking each of the identified partner's Cantor partnership units and exchanging each of the Cantor units held for two distribution rights and 10 founding partner interests in the Combined Company. Mr. Merkel will not receive a founding partner interest. Cantor will redeem a portion of Mr. Amaitis' Cantor limited partnership interests for \$100.00 a unit at the same time. This price is based on a value determined by Cantor. The amount of the compensation charge is based on the closing price of eSpeed Class A common stock at the date of the transaction, or in Mr. Amaitis' case the \$100.00 value determined by Cantor, less the partner's basis in their Cantor interest or distribution rights and founding partner interest required to settle the outstanding debt at such date. Partner basis is based on the value of each partner's capital accounts at the time of the merger divided by their total units. The total amount of BGC executive officer debt at September 30, 2007 was \$66.9 million. The closing price of eSpeed Class A common stock on September 28, 2007 of \$8.53 was used for purposes of the below table. If the sale of the distribution rights, founding partner interests and Cantor interests occurred on September 28, 2007 it would have generated a compensation charge of \$41.3 million for the nine months ended September 30, 2007. Terms of the loan repayment are described in more detail in the Certain Relationships and Related Transactions Before and After the Merger Repayment of Existing Loans and Required Capital Contributions section of this proxy statement.

Under SEC Regulation S-X, Rule 11-02 (b)(5), The pro forma condensed income statement shall disclose income (loss) from continuing operations before nonrecurring charges or credits directly attributable to the transaction. Material nonrecurring charges or credits and related tax effects which result directly from the transaction and which will be included in the income of the registrant within the 12 months succeeding the transaction shall be disclosed separately. Therefore, this compensation charge will not be considered in the pro forma combined statement of operations for the Combined Company.

The following table shows the calculation of the projected compensation charge in connection with the redemption of the executive officers' Cantor interests or distribution rights and founding partner interests (in thousands, except for per share data):

Executive Officer	Total Loan Outstanding(1)(2)	Share Redemption Price	Cantor Interest	Distribution Rights and BGC Holdings Founding Partner Interests Required to Repay Outstanding Loan	Cost Basis(1)	Compensation Charge (Total Proceeds Less Cost Basis) From Sale
Lee Amaitis	\$ 51,784	\$ 100.00	518		\$ 39.46	\$ 31,349
Shaun Lynn	9,627	\$ 8.53		1,129	\$ 2.91	6,344
Stephen Merkel	1,190	\$ 8.53		140	\$ 2.89	787
Other executives	4,273	\$ 8.53		500	\$ 2.93	2,807
<b>Totals</b>	<b>\$ 66,874</b>		<b>518</b>	<b>1,769</b>		<b>\$ 41,287</b>

- (1) Outstanding loan balances and partner cost basis were based on August 31, 2007 Cantor partnership data.  
(2) Loan balances include accrued interest.



**Table of Contents**

*Issuance of Additional Partnership Interests:* Immediately after the redemption, Cantor will provide Messrs. Amaitis and Lynn with 1,100,000 and 200,000, respectively, of additional BGC Holdings founding partner interests, that will be immediately exchangeable into shares of Class A common stock in the Combined Company. Mr. Lynn will also have 400,000 units of his existing founding partner interests become immediately exchangeable into shares of Class A common stock in the Combined Company. The additional founding partner interests will be treated as 100% compensation and Mr. Lynn's existing partnership interests that become immediately exchangeable will be treated as compensation to the extent the assumed share price exceeds his basis. The value of the interest is based on the closing price of eSpeed Class A common stock on the closing date of the merger. The closing price of eSpeed Class A common stock on September 28, 2007 of \$8.53 is used for purposes of the below table. If the additional units were issued and Mr. Lynn's existing founding partner interests became immediately exchangeable on September 28, 2007, it would have resulted in a compensation charge of \$13.3 million for the nine months ended September 30, 2007.

As described in the *Sale of Partnership Interest* section above, this charge is one-time in nature; therefore under SEC Regulation S-X, Rule 11-02 (b)(5), the compensation charge will not be considered in the pro forma combined statement of operations for the Combined Company.

The following table shows the calculation of the projected compensation charge in connection with the issuance of additional founding partner interests (in thousands, except for per share data):

<b>Executive Officer</b>	<b>Additional Exchangeable Rights</b>	<b>Share Price</b>	<b>Cost Basis(1)</b>	<b>Compensation Charge</b>
Lee Amaitis	1,100	\$ 8.53	\$	\$ 9,383
Shaun Lynn	200	\$ 8.53	\$	1,706
	400	\$ 8.53	\$ 2.91	2,248
Totals	1,700			\$ 13,337

(1) Partner cost basis was based on August 31, 2007 partnership data of Cantor.

*Merger Structure:* The structure of the merger, which includes the issuance of 133,860,000 shares of Combined Company common stock and rights to acquire shares of Combined Company common stock and Cantor's exchangeable interest and the founding partner interests. The structure of the merger is described in more detail in the *Proposal 1 The Merger Structure of the Combined Company* section of this proxy statement.

*Exchangeability of Partnership Interests:* Upon the closing of the merger, Cantor intends to provide all founding partners with the right to immediately exchange 20% of their BGC Holdings founding partner interests for restricted shares of Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by a founding partner upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. In addition, prior to the merger, Cantor intends to enter into agreements with Messrs. Amaitis and Lynn pursuant to which Cantor will agree that an additional portion of the BGC Holdings founding partner interests held by each of them, 1,100,000 and 600,000 (200,000 of additional BGC Holdings founding partner interest and 400,000 of existing partnership interest), respectively, will be immediately exchangeable into restricted shares of Combined Company Class A common stock on a one-for-one basis (subject to customary anti-dilution adjustments), with one-third of the shares received by either of them upon exchange becoming saleable on each of the first, second and third anniversaries of the completion of the merger, subject to applicable law. From time to time, Cantor may provide founding partners with the right to exchange their remaining BGC Holdings founding partner interests on terms and conditions to be determined by Cantor, provided that the terms and conditions of such exchange cannot in any way diminish or

**Table of Contents**

adversely affect the rights of the Combined Company or its subsidiaries (it being understood that an obligation by the Combined Company to deliver shares of Combined Company Class A common stock upon exchange will not be deemed to diminish or adversely affect the rights of the Combined Company or its subsidiaries).

*Finance Restructuring:* As part of the separation and merger, the Combined Company will be relieved of existing debt to Cantor of approximately \$322 million and allocated a portion of existing Cantor long-term debt, not to exceed \$150 million at a fixed rate of 7.5%, which will mature in 2010. The Combined Company's obligations are described in more detail in the Related Agreements Separation Agreement Separation and Contribution section of this proxy statement.

*Accounting for the Combined Company:* The transaction contemplated by the merger agreement will be accounted for as a combination of entities under common control. For this purpose, eSpeed will be deemed the acquirer and BGC Partners will be deemed the acquiree. SFAS No. 141 requires that in a transaction between entities under common control, the net assets of the acquiree, BGC Division, be recognized at their carrying amounts in the accounts of the transferring entity at the date of transfer; which for purposes of the statement of financial condition is assumed to be September 30, 2007.

*Consolidation:* The businesses of the Combined Company will be held under two subsidiaries: a partnership primarily holding the U.S. businesses called BGC U.S. and a partnership holding the non-U.S. businesses called BGC Global. These subsidiaries are collectively referred to as the Opcos. The Opcos will be consolidated under Emerging Issues Task Force 04-05, Determining Whether a General Partner, or the General Partners as a Group, Controls a Limited Partnership or Similar Entity When the Limited Partners Have Certain Rights, as it has been determined there are no variable interest entities.

The pro forma adjustments do not reflect any operating efficiencies or inefficiencies which may result from the transactions contemplated by the merger agreement. Therefore, the Unaudited Pro Forma Financial Data are not necessarily indicative of results that would have been achieved had the businesses been combined during the periods presented or the results that the Combined Company will experience after the transactions contemplated by the merger agreement are completed. In addition, the preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions. These estimates and assumptions affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. These estimates and assumptions are preliminary and have been made solely for purposes of developing the Unaudited Pro Forma Financial Data. Actual results could differ, perhaps materially, from these estimates and assumptions.

Table of Contents

## BGC PARTNERS, INC.

## UNAUDITED PRO FORMA COMBINED STATEMENT OF OPERATIONS

NINE MONTHS ENDED SEPTEMBER 30, 2007

(in thousands, except per share data)

(unaudited)

	eSpeed		BGC Division			BGC Partners, Inc. Distributions		Combined
	Historical eSpeed	Separation from Cantor (a)	Adjusted Stand Alone eSpeed	Historical BGC Division	Separation from Cantor	Adjusted Stand Alone BGC Division	eSpeed and BGC Division eliminations(d)	BGC Partners, Inc. as Adjusted
<b>Revenues:</b>								
Transaction revenues								
Fully electronic transactions with related parties	\$ 48,311	\$ (4,039)	\$ 44,272	\$	\$	\$	\$ (44,272)(1)(6)	\$
Fully electronic transactions with unrelated parties	1,978		1,978				(1,978)(6)	
<b>Total fully electronic transactions</b>	<b>50,289</b>	<b>(4,039)</b>	<b>46,250</b>				<b>(46,250)</b>	
Voice-assisted brokerage transactions with related parties	20,993		20,993				(20,993)(1)(6)	
Screen-assisted open outcry transactions with related parties	6,151	(927)	5,224				(5,224)(1)	
<b>Total transaction revenues</b>	<b>77,433</b>	<b>(4,966)</b>	<b>72,467</b>				<b>(72,467)</b>	
Software Solutions fees from related parties	26,947	(7,288)	19,659				(19,659)(2)(6)	
Software Solutions and licensing fees from unrelated parties	9,057		9,057				(9,057)(6)	
Commissions				519,193	20,421(b)	539,614	40,101(6)	579,715
Principal transactions				181,679		181,679		181,679
Fees from related parties				25,423		25,423	12,550(3)(6)	37,973
Interest income	7,537		7,537	12,348	(13)(c)	12,335		19,872
Market data				14,240		14,240		14,240
Other revenues				2,878		2,878	9,040(4)(6)	11,918
<b>Total revenues</b>	<b>120,974</b>	<b>(12,254)</b>	<b>108,720</b>	<b>755,761</b>	<b>20,408</b>	<b>776,169</b>	<b>(39,492)</b>	<b>845,397</b>
<b>Expenses:</b>								
Compensation and employee benefits	45,235	(3,303)	41,932	444,980		444,980		486,912
Allocation of net income to founding partners holding units							10,826(e)	10,826
<b>Total compensation</b>	<b>45,235</b>	<b>(3,303)</b>	<b>41,932</b>	<b>444,980</b>		<b>444,980</b>	<b>10,826</b>	<b>497,738</b>
Occupancy and equipment	42,087	(3,408)	38,679	49,308		49,308		87,987

Edgar Filing: ESPEED INC - Form DEFM14A

Fees to related parties	10,330	10,330	50,251	50,251	(39,473)(5)	21,108
-------------------------	--------	--------	--------	--------	-------------	--------

*See accompanying Notes Unaudited Pro Forma Combined Statement of Operations.*

**Table of Contents****BGC PARTNERS, INC.****UNAUDITED PRO FORMA COMBINED STATEMENT OF OPERATIONS (Continued)****NINE MONTHS ENDED SEPTEMBER 30, 2007****(in thousands, except per share data)****(unaudited)**

	eSpeed			BGC Division			BGC Partners, Inc. Distributions		Combined
	Historical eSpeed	Separation from Cantor (a)	Adjusted Stand Alone eSpeed	Historical BGC Division	Separation from Cantor	Adjusted Stand Alone BGC Division	eSpeed and BGC Division eliminations(d)	to Founding Partners/ Minority Interest	BGC Partners, Inc. as Adjusted
Professional and consulting fees	13,056	(106)	12,950	28,462		28,462			41,412
Communications and client networks	6,511	(285)	6,226	36,137		36,137			42,363
Selling and promotion	700	(2)	698	37,201		37,201			37,899
Interest expense				25,961	(10,932)(c)	15,029			15,029
Commissions and floor brokerage				7,434	2,886(b)	10,320			10,320
Other expenses	21,059	(184)	20,875	22,288	1,166(b)	23,454			44,329
<b>Total operating expenses</b>	<b>138,978</b>	<b>(7,288)</b>	<b>131,690</b>	<b>702,022</b>	<b>(6,880)</b>	<b>695,142</b>	<b>(39,473)</b>	<b>10,826</b>	<b>798,185</b>
(Loss) income before minority interest and income taxes	(18,004)	(4,966)	(22,970)	53,739	27,288	81,027	(19)	(10,826)	47,212
Minority interest (Benefit) provision for income taxes	(6,510)	6,220(g)	(290)	9,147	1,033(g)	10,180	(19)(6)	17,386(f)	18,810
Net (loss) income	(11,494)	(11,186)	(22,680)	43,149	26,255	69,404		(28,212)	18,512
Allocation of net income to founding partners holding units								10,826	10,826
Minority interest Cantor								17,386	17,386
Net income for fully diluted computation	\$ (11,494)	\$ (11,186)	\$ (22,680)	\$ 43,149	\$ 26,255	\$ 69,404	\$	\$	\$ 46,724
<b>Per share data:</b>									
Basic earnings per share	\$ (0.23)		\$ (0.45)						\$ 0.26
Fully diluted earnings per share	\$ (0.23)		\$ (0.45)						\$ 0.25
Basic weighted average shares of common stock outstanding	50,442		50,442						72,411(h)
Stock option programs									1,006(h)
									42,936(h)

Edgar Filing: ESPEED INC - Form DEFM14A

BGC Holding units held by  
founding partners  
BGC Holding units held by  
Cantor

68,955(h)

Fully diluted weighted  
average shares of common  
stock outstanding

50,442

50,442

185,308

*See accompanying Notes to Unaudited Pro Forma Combined Statement of Operations.*

**Table of Contents****Notes to Unaudited Pro Forma Combined Statement of Operations Nine Months Ended September 30, 2007**

- (a) Reflects adjustments necessary to remove the historical results from businesses included in eSpeed's operations that will be transferred to Cantor upon completion of the merger. Pursuant to the terms of the merger agreement, the JSA and the existing administrative services agreement terminate upon the completion of the merger. The separation is described in more detail in the Related Agreements Separation Agreement section of this proxy statement. As a result, eSpeed will no longer recognize revenue and expense from the Cantor Index and CO2e businesses. Additionally, certain employees who devote a substantial portion of their time to Cantor will become Cantor employees effective prior to completion of the merger. These adjustments reflect the termination of the JSA and the existing administrative services agreement and the removal of operational historical revenues and expenses of the Cantor Index and CO2e businesses as well as the compensation and operational expenses of the eSpeed employees transferring to Cantor as part of the merger.
- (b) To reflect North American fully electronic trading revenues as of January 1, 2007. As part of the separation, Cantor will transfer to BGC Partners all rights and obligations to receive revenue under this line of business. Under the JSA, these rights include the recognition of fulfillment revenues; fees paid to eSpeed under revenue share arrangements; and costs required to settle and clear the transactions. The separation is described in more detail in the Related Agreements Separation Agreement section of this proxy statement. The adjustments include 35% recognition of fulfillment revenues (eSpeed recognizes 65%) and actual costs incurred by Cantor to support the business.
- (c) Reflects a net decrease in interest income and interest expense related to the separation and recapitalization transactions in connection with the merger. Per the separation agreement, as described in the Related Agreements Separation Agreement section of this proxy statement, BGC Division's existing notes from Cantor and debt obligations to Cantor in the amount of \$0.4 million and \$322.2 million, respectively will be settled. In place of that obligation, Cantor will transfer a portion of its senior notes or newly acquired debt in an amount not to exceed \$150 million at a fixed rate of 7.5%. For purposes of the pro forma statement of operations, it is assumed the debt will be \$150 million.

The retirement of existing long-term debt and the assumption of new long-term debt will result in a net decrease in interest expense of \$10.9 million. The details of the adjustment are as follows (in thousands):

	Principal Amount	Assumed Average Interest Rate	Months Outstanding During the Year	(Decrease) Increase in Interest Expense
Reduction in existing interest expense				
Cantor Long-Term Notes(1)	\$ 108,069	7.37%	9.0	\$ (7,338)
Cantor Short-Term/Demand Notes(1)	105,802	7.09%	9.0	(4,376)
Euro Brokers Promissory Note 1	75,000	9.22%	9.0	(5,186)
Euro Brokers Promissory Note 2	33,318	8.72%	9.0	(2,179)
Subtotal	322,189			(19,079)
Retired Notes				
Cantor Long-Term Notes	9,000	7.32%	5.3	(291)
Addition of new interest expense				
Cantor Senior Notes	150,000	7.50%	9.0	8,438
Net decrease in interest expense				\$ (10,932)

- (1) On September 28, 2007 \$23.5 million of BGC Partners' long-term debt obligations to Cantor were converted into a demand note. The loan Principal Amount represents the classification of the debt as of September 30, 2007. Interest for Cantor Long-Term Notes

Edgar Filing: ESPEED INC - Form DEFM14A

includes all the interest calculated on the \$23.5 million obligation when it was a long term debt obligation.



**Table of Contents**

(d) Elimination of related party transactions between eSpeed and BGC Division as of January 1, 2007. The above adjustments eliminate transactions that take both eSpeed and BGC Partners from stand alone entities to one consolidated entity. The nature of each elimination is described as follows:

- (1) Eliminate \$5.3 million of revenue recognized under revenue share agreements between BGC Division and eSpeed.
- (2) Eliminate \$10.0 million of software solutions services eSpeed charges to BGC Division.
- (3) Eliminate \$3.2 million of revenue recognized by BGC Division for back office support services charged to eSpeed.
- (4) Eliminate \$0.01 million of minority interest in Freedom International Brokerage that was recorded in the BGC Division stand alone financials as that minority interest relates to eSpeed's share of Freedom's profits and is recorded in the eSpeed historical financial statements.
- (5) Eliminate expenses related to the transactions discussed in notes 1, 2 and 3.
- (6) Adjustments to conform eSpeed revenue categories to BGC Division's financial statement presentation. The adjustments are as follows:

\$40.1 million of fulfillment revenue from fully electronic transactions (related and unrelated party) to commissions.

\$0.8 million of fulfillment revenue from fully electronic transactions with related parties to fees from related parties.

\$5.3 million and \$9.6 million from voice-assisted brokerage transactions with related parties and software solutions and licensing fees from related parties, respectively, to fees from related parties.

\$9.1 million from software solutions and licensing fees from unrelated parties to other revenues.

(e) An adjustment to reflect BGC Holdings founding partners' allocations of the Combined Company's future net income based on their 23.2% proportionate share ownership share in the Combined Company. At the closing of the merger it is expected that there will be approximately 185,320,554 shares of Class A common stock and BGC Holdings interests outstanding. The share/BGC Holdings interests ownership is as follows (assuming a September 30, 2007 closing date):

	<b>Shares/ Holding Units</b>	<b>Percentage Ownership</b>
Class A common stock held by the public	73,429,625	39.6%
BGC Holdings limited partner exchangeable interests held by founding partners	42,936,359	23.2
BGC Holdings limited partner interests held by Cantor	68,954,570	37.2

## Edgar Filing: ESPEED INC - Form DEFM14A

Total assumed shares/holding units outstanding September 30, 2007	185,320,554	100.0%
---	-------------	--------

The net income allocations to founding partners are based on U.S. GAAP net income as well as senior management's discretion. Pro forma net income prior to allocations to founding partners and minority interest was \$46.7 million. Applying the founding partners' proportionate ownership share of 23.2% resulted in a compensation charge of \$10.8 million for the nine months ended September 30, 2007. Distributions to partners are also based on senior management discretion. For purposes of the pro forma statement of operations, that discretion was not assumed. Previously distributions to partners were accounted for as distributions of partners' capital. After the merger, these distributions will be accounted for as compensation expense.

- (f) An adjustment to reflect a decrease in income of \$17.4 million for the nine months ended September 30, 2007 associated with Cantor's assumed 37.2% share in the Combined Company net income. Under Accounting Research Bulletin (ARB) No. 51: 14-4 *Minority Interest in a Subsidiary Owned by the Parent or Affiliate of a Reporting Entity* (ARB 51), Cantor's interest in the Combined Company's net income is treated as minority interest where its proportionate share of net income will be shown as a

**Table of Contents**

deduction in a single line item between the deduction for income taxes and income from continuing operations. (see Note (e) for calculated ownership interest in the Combined Company).

- (g) To reflect tax adjustments had the merger taken place on January 1, 2007. Historically, certain U.S. entities included within the BGC Division are taxed as U.S. partnerships and are subject to the UBT in the City of New York for which they record an income tax provision. Also, under applicable U.S. federal and state laws, the taxable income or loss of a partnership is allocated to each partner based upon his or her ownership interest. Each partner's tax status, in turn, determines the appropriate income tax for its allocated share of taxable income or loss. BGC's subsidiary, BGC Financial Group, Inc. ( BGCFI ), and eSpeed, Inc. and its subsidiaries are subject to U.S., state and local corporate income tax. In addition, the BGC Division's and eSpeed's foreign subsidiaries are taxed as corporations in their local jurisdictions. Accordingly, the historical income tax provisions shown on BGC Partners, Inc.'s pro forma combined statement of operations is \$2.6 million for the nine months ended September 30, 2007.

Following this merger, BGC Holdings and its subsidiaries will operate in the U.S. as partnerships and generally as corporate entities in non-U.S. jurisdictions. Accordingly, several BGC U.S. entities, including eSpeed's U.S. and U.K. entities and ultimately BGCFI, will be subject to UBT and the non-U.S. entities will be subject to corporate income tax in jurisdictions in which they operate. In addition, the newly formed entity BGC Partners, Inc. may be subject to additional entity level U.S., state, and local corporate income taxes.

In calculating the pro forma income tax provision for the periods, the following assumptions were made:

The amount of eSpeed's historical net income before taxes was adjusted in the separation from the Cantor column to remove the results from businesses recognized in eSpeed's operating results that will no longer be recognized upon completion of the merger. eSpeed's tax provision was adjusted based on the \$5.0 million adjustment for the nine months ended September 30, 2007. In addition eSpeed was subject to foreign corporate income tax and UBT. Further the eSpeed historical tax provision was adjusted for the tax rate differences due to the eSpeed and BGC eliminations.

The amount of BGC Division's historical net income (loss) before taxes was adjusted in the separation from Cantor column to reflect the transfer of the North American fully electronic trading business from Cantor to BGC Division. This adjustment includes 35% recognition of fulfillment revenues and actual costs required to support the business. BGC Division's historical tax was adjusted upward to reflect this adjustment of \$16.4 million for the nine months ended September 30, 2007. This adjustment was subject only to UBT. In addition, BGC Division historical net income (loss) before taxes was adjusted to reflect the decrease in interest expense related to the separation and recapitalization transactions in connection with the merger. This adjustment was \$10.9 million for the nine months ended September 30, 2007. This increase in income resulted in no additional income tax due to the utilization of net operating loss carry forwards. Further, the BGC Division historical tax provision or benefit was adjusted for the tax rate differences due to the eSpeed and BGC Division eliminations.

- (h) To reflect weighted-average basic and fully diluted earnings per share for the Combined Company. Pro forma net income per common share was calculated by dividing pro forma net income available to common stockholders by the pro forma weighted-average shares outstanding as if the transactions contemplated by the merger agreement had occurred on January 1, 2007.

**Table of Contents**

The adjustment to calculate pro forma weighted-average basic and diluted shares as of September 30, 2007 was as follows (in thousands):

	Public shares	Cantor Shares/ Units	Founding Partners Units	Total
<i>eSpeed shares pre-merger (1)</i>				
Basic shares pre-merger:				
Class A Shares	28,804	1,140		29,944
Class B Shares		20,498		20,498
<b>Total basic shares pre-merger</b>	<b>28,804</b>	<b>21,638</b>		<b>50,442</b>
Dilutive securities pre-merger:				
Stock option programs (2)				
<b>Total dilutive shares pre-merger</b>	<b>28,804</b>	<b>21,638</b>		<b>50,442</b>
<i>Combined Company shares post-merger</i>				
Basic shares post-merger:				
Total basic shares pre-merger	28,804	21,638		50,442
Issuance of additional Class A common stock (3)		21,969		21,969
<b>Total basic shares post merger</b>	<b>28,804</b>	<b>43,607</b>		<b>72,404</b>
Dilutive securities post-merger:				
Stock option programs	1,006			1,006
BGC Holdings units held by Cantor (4)		68,955		68,955
BGC Holdings exchangeable units held by founding partners (5)			42,936	42,936
<b>Total dilutive shares post-merger</b>	<b>29,810</b>	<b>112,562</b>	<b>42,936</b>	<b>185,340</b>

-

- (1) Weighted-average share amounts were taken from eSpeed's Quarterly Report on Form 10-Q for the nine months ended September 30, 2007, filed with the SEC on November 9, 2007.
- (2) Common stock equivalents resulting from the assumed exercise of stock options are not included in the historic eSpeed diluted net loss per common share calculation for the nine months ended September 30, 2007 because inclusion thereof would be antidilutive.
- (3) Reflects shares issued in return for BGCFI. BGCFI is an entity that was acquired by BGC Division in May 2005. BGCFI is being contributed to the public company directly. A separate valuation was performed on BGCFI to determine the amount of shares to be issued. The above assumes these shares were outstanding for the entire nine-month period ended September 30, 2007.
- (4) Reflects the issuance of 61.5 million of BGC Holdings units to be held by Cantor. Each unit shall be exchangeable with BGC Partners, Inc. into one share of BGC Partners, Inc. Class B common stock (or, at the option of Cantor or if there shall be an insufficient number of authorized but unissued BGC Partners, Inc. Class B common stock at the time of such exchange, one share of BGC Partners, Inc. Class A common stock.) Also includes 7.4 million distribution rights that will be distributed to the founding partners by Cantor. For the purposes of calculating pro forma earnings per share, it is assumed these units were outstanding for the entire nine-month period ended September 30, 2007.
- (5) Reflects the issuance of BGC Holdings units to be held by the founding partners of which 20%, plus an additional 1.1 million for Mr. Amaitis and 0.2 million for Mr. Lynn, of the units issued to the founding partners shall be immediately exchangeable with BGC Partners, Inc. for one share of BGC Partners, Inc. Class A common stock, which will become saleable ratably over a three-year vesting period. The remaining units are exchangeable at the discretion of Cantor. Each unit also carries the right to receive a distribution of shares. For the purposes of calculating pro forma earnings per share, it is assumed these units were outstanding for the entire nine-month period ended September 30, 2007.



**Table of Contents****BGC PARTNERS, INC.****UNAUDITED PRO FORMA COMBINED STATEMENT OF OPERATIONS****YEAR ENDED DECEMBER 31, 2006****(in thousands, except per share data)****(unaudited)**

	eSpeed			BGC Division			BGC Partners, Inc.		
	Restated- Historical eSpeed	Separation from Cantor (a)	Adjusted Stand Alone eSpeed	Restated- Historical BGC Division	Separation from Cantor	Adjusted Stand Alone BGC Division	eSpeed and BGC Division eliminations (d)	Minority Interest (e)	Combined BGC Partners, Inc. As Adjusted
<b>Revenues:</b>									
Transaction revenues									
Fully electronic transactions with related parties	\$ 62,084	\$ (7,426)	\$ 54,658	\$	\$	\$	\$ (54,658)(1)(6)	\$	\$
Fully electronic transactions with unrelated parties	6,937		6,937				(6,937)(6)		
<b>Total fully electronic transactions</b>	<b>69,021</b>	<b>(7,426)</b>	<b>61,595</b>				<b>(61,595)</b>		
Voice-assisted brokerage transactions with related parties	26,043		26,043				(26,043)(1)(6)		
Screen-assisted open outcry transactions with related parties	5,675	(1,135)	4,540				(4,540)(1)		
<b>Total transaction revenues</b>	<b>100,739</b>	<b>(8,561)</b>	<b>92,178</b>				<b>(92,178)</b>		
Software Solutions fees from related parties									
	30,822	(9,148)	21,674				(21,674)(2)(6)		
Software Solutions and licensing fees from unrelated parties	16,981		16,981				(16,981)(6)		
Commissions				512,075	25,576(b)	537,651	54,427(6)		592,078
Principal transactions				134,939		134,939			134,939
Fees from related parties				22,498		22,498	13,548(3)(6)		36,046
Interest income	9,541		9,541	21,545		21,545			31,086
Market data				17,409		17,409			17,409
Other revenues	6,600		6,600	19,614		19,614	16,970(4)(6)		43,184
<b>Total revenues</b>	<b>164,683</b>	<b>(17,709)</b>	<b>146,974</b>	<b>728,080</b>	<b>25,576</b>	<b>753,656</b>	<b>(45,888)</b>		<b>854,742</b>
<b>Expenses:</b>									
Compensation and employee benefits									
Allocation of net income to founding partners holding units	52,765	(3,642)	49,123	510,893		510,893			560,016
<b>Total compensation</b>	<b>52,765</b>	<b>(3,642)</b>	<b>49,123</b>	<b>510,893</b>		<b>510,893</b>			<b>560,016</b>
Occupancy and equipment	61,091	(4,653)	56,438	70,790	26(b)	70,816			127,254
Administrative fees to related parties	12,598		12,598	47,842		47,842	(45,877)(5)		14,563

See accompanying Notes Unaudited Pro Forma Combined Statement of Operations.



**Table of Contents****BGC PARTNERS, INC.****UNAUDITED PRO FORMA COMBINED STATEMENT OF OPERATIONS (Continued)****YEAR ENDED DECEMBER 31, 2006****(in thousands, except per share data)****(unaudited)**

	eSpeed			BGC Division			BGC Partners, Inc.		
	Restated- Historical eSpeed	Separation from Cantor (a)	Adjusted Stand Alone eSpeed	Restated- Historical BGC Division	Separation from Cantor	Adjusted Stand Alone BGC Division	eSpeed and BGC Division eliminations (d)	Minority Interest (e)	Combined BGC Partners, Inc. As Adjusted
Professional and consulting fees	9,464	(313)	9,151	43,906	109(b)	44,015			53,166
Communications and client networks	8,101	(302)	7,799	47,712		47,712			55,511
Selling and promotion				43,912		43,912			43,912
Interest expense				30,069	(8,996)(c)	21,073			21,073
Commissions and floor brokerage				8,593	4,472(b)	13,065			13,065
Other expenses	13,047	(238)	12,809	38,861	2,724(b)	41,585			54,394
<b>Total operating expenses</b>	<b>157,066</b>	<b>(9,148)</b>	<b>147,918</b>	<b>842,578</b>	<b>(1,665)</b>	<b>840,913</b>	<b>(45,877)</b>		<b>942,954</b>
Income (loss) from continuing operations before minority interest and income taxes	7,617	(8,561)	(944)	(114,498)	27,241	(87,257)	(11)		(88,212)
Minority interest				11		11	(11)(5)	(53,744)	(53,744)
Provision (benefit) for income taxes	2,965	(3,508)(f)	(543)	(1,843)	2,590(f)	747			204
Net income (loss) from continuing operations	4,652	(5,053)	(401)	(112,666)	24,651	(88,015)		53,744	(34,672)
Minority interest Cantor								(53,744)	(53,744)
Net income for fully diluted computation	\$ 4,652	\$ (5,053)	\$ (401)	\$ (112,666)	\$ 24,651	\$ (88,015)	\$	\$	\$ (88,416)
Per share data:									
Basic earnings per share	\$ 0.09		\$ (0.01)						\$ (0.48)
Fully diluted earnings per share	\$ 0.09		\$ (0.01)						\$ (0.48)
Basic weighted average shares of common stock outstanding	50,214		50,214						72,183(g)
Stock option programs	1,044								(g)
BGC Holding units held by founding partners									42,936(g)
BGC Holding units held by Cantor									68,955(g)
	51,258		50,214						184,074



Fully diluted weighted average  
shares of common stock  
outstanding

*See accompanying Notes to Unaudited Pro Forma Combined Statement of Operations.*

273

**Table of Contents****Notes to Unaudited Pro Forma Combined Statement of Operations Year Ended December 31, 2006**

- (a) Reflects adjustments necessary to remove the historical results from businesses included in eSpeed's operations that will be transferred to Cantor upon completion of the merger. Pursuant to the terms of the merger agreement, the JSA and the existing administrative services agreement terminate upon the completion of the merger. The separation is described in more detail in the Related Agreements Separation Agreement section of this proxy statement. As a result, eSpeed will no longer recognize revenue and expense from the Cantor Index and CO2e businesses. Additionally, certain employees who devote a substantial portion of their time to Cantor will become Cantor employees effective prior to the completion of the merger. These adjustments reflect the termination of JSA and the existing administrative services agreement and the removal of operational historical revenues and expenses of the Cantor Index and CO2e businesses as well as the compensation and operational expenses of the eSpeed employees transferring to Cantor as part of the merger.
- (b) To reflect North American fully electronic trading revenues as of January 1, 2006. As part of the separation, Cantor will transfer to BGC Division all rights and obligations to receive revenue under this line of business. Under the JSA, these rights include the recognition of fulfillment revenues; fees paid to eSpeed under revenue share arrangements; and costs required to settle and clear the transactions. The separation is described in more detail in the Related Agreements Separation Agreement section of this proxy statement. The adjustments include 35% recognition of fulfillment revenues (eSpeed recognizes 65%) and actual costs incurred by Cantor to support the business.
- (c) Reflects a net decrease in interest expense related to the separation and recapitalization transactions in connection with the merger. Per the separation agreement, as described in the Related Agreements Separation Agreement section of this proxy statement, BGC Partners existing long-term debt obligations in the amount of \$323.4 million will be settled. In place of that obligation, Cantor will transfer a portion of its senior notes or newly acquired debt in an amount not to exceed \$150 million at a fixed rate of 7.5%. For purposes of the pro forma statement of operations, it is assumed the debt will be \$150 million.

The retirement of existing long-term debt and the assumption of new long-term debt will result in a net decrease in interest expense of \$9.0 million. The details of the adjustment are as follows (in thousands):

	Principal Amount	Assumed Average Interest Rate	Months Outstanding During the Year	Decrease (Increase) in Interest Expense
<b>Reduction of existing interest expense</b>				
Cantor Long-Term Notes	\$ 46,000	7.38%	12.0	\$ (3,399)
Cantor Long-Term Notes	42,000	7.36%	8.9	(2,283)
Cantor Long-Term Notes	27,500	7.38%	1.6	(270)
Cantor Long-Term Notes	14,500	7.35%	1.0	(92)
Cantor Long-Term Notes	9,000	7.37%	0.1	(5)
Cantor Long-Term Notes	1,598	7.36%	0.1	
Cantor Short-Term/Demand Notes	70,644	5.99%	12.0	(4,232)
Cantor Short-Term/Demand Notes	3,800	6.52%	7.0	(145)
Euro Brokers Promissory Note 1	75,000	9.22%	12.0	(6,915)
Euro Brokers Promissory Note 2	33,318	8.72%	12.0	(2,905)
Subtotal	323,360			(20,246)
<b>Addition of new interest expense</b>				
CFLP Senior Notes	150,000	7.50%	12.0	11,250
Net decrease in interest expense				\$ (8,996)

**Table of Contents**

(d) Elimination of related party transactions between eSpeed and BGC Division as of January 1, 2006. The above adjustments eliminate transactions that take both eSpeed and BGC Division from stand alone entities to one consolidated entity. The nature of each elimination is described as follows:

- (1) Eliminate \$6.8 million of revenue recognized under revenue share agreements between BGC Division and eSpeed.
- (2) Eliminate \$10.7 million of software solutions services eSpeed charges to BGC Division.
- (3) Eliminate \$5.2 million of revenue recognized by BGC Division for back office support services charged to eSpeed.
- (4) Eliminate \$0.01 million of minority interest in Freedom International Brokerage that was recorded in the BGC Division stand alone financials as that minority interest relates to eSpeed's share of Freedom's profits and is recorded in the eSpeed historical financial statements.
- (5) Eliminate expenses relating to the transactions discussed in notes 1, 2 and 3.
- (6) Adjustments to conform eSpeed revenue categories to BGC Division's financial statement presentation. The adjustments are as follows:

\$54.4 million of fulfillment revenue from fully electronic transactions (related and unrelated party) to commissions.

\$0.3 million of fulfillment revenue from fully electronic transactions with related parties to fees from related parties.

\$7.4 million and \$10.0 million from, voice-assisted brokerage transactions with related parties and software solutions and licensing fees from related parties, respectively; to fees from related parties.

\$17.0 million from software solutions and licensing fees from unrelated parties to other revenues.

(e) An adjustment to reflect a decrease in the loss of \$53.7 million for the year ended December 31, 2006 attributable to minority interest holders. When the Combined Company generates income, it is assumed founding partners will receive quarterly distributions based on U.S. GAAP net income. These distributions can be adjusted up or down based on senior management discretion. The Combined Company also recognizes a minority interest charge to Cantor for its proportionate ownership in the company. When there are net losses, the founding partners can still receive quarterly distributions based on senior management's discretion. In the pro forma statement of operations for the year ended December 31, 2006, there was a net loss, due primarily to BGC Division's global restructuring and expansion efforts and the implementation of a new accounting pronouncement, resulting in no earnings to distribute. For purposes of the December 31, 2006 pro forma combined statement of operations, management discretion was not assumed for determining distributions to founding partners. Minority interest in the case of a net loss is based on the founding partners' and Cantor's proportionate ownership in the Combined Company. If the merger closed on January 1, 2006, it is assumed that there would be 185,307,865 shares of Class A common stock and holding units outstanding as at December 31, 2006. The combined founding partners' and Cantor's assumed proportionate ownership would be 60.4%. The assumed share/holding unit ownership is as follows:

	<b>Shares/ Holding Units</b>	<b>Percentage Ownership</b>
Class A common stock held by the public	73,416,936	39.6%
BGC Holdings founding partner units	42,936,359	23.2
BGC Holdings limited partner interest held by Cantor	68,954,570	37.2
 Total assumed shares/holding units outstanding December 31, 2006	 185,307,865	 100.0%

- (f) To reflect tax adjustments had the merger taken place on January 1, 2006. Historically, certain U.S. entities included within BGC Division are taxed as U.S. partnerships and are subject to the Unincorporated Business Tax ( UBT ) in the City of New York for which they record an income tax provision. Also, under applicable U.S.

**Table of Contents**

federal and state laws, the taxable income or loss of a partnership is allocated to each partner based upon their ownership interest. Each partner's tax status, in turn, determines the appropriate income tax for its allocated share of taxable income or loss. BGCFI and eSpeed, Inc. and its subsidiaries are subject to U.S., state and local corporate income tax. In addition, BGC Division's and eSpeed's foreign subsidiaries are taxed as corporations in their local jurisdictions. Accordingly, the historical income tax provisions shown on BGC Partners, Inc.'s pro forma combined statement of income are \$1.1 million for the year ended December 31, 2006.

Following the merger, BGC Holdings and its subsidiaries will operate in the U.S. as partnerships and generally as corporate entities in non-U.S. jurisdictions. Accordingly, several BGC U.S. entities, including eSpeed's U.S. and U.K. entities and ultimately BGCFI will be subject to UBT and the non-U.S. entities will be subject to corporate income tax in jurisdictions in which they operate. In addition, the newly formed entity BGC Partners, Inc. may be subject to additional entity level U.S., state, and local income taxes.

In calculating the pro forma income tax provision for the periods, the following assumptions were made:

The amount of eSpeed's historical net income before taxes was adjusted in the separation from the Cantor column to remove the results from businesses recognized in eSpeed's operating results that will no longer be recognized upon completion of the merger. eSpeed's tax provision was adjusted based on the \$8.6 million adjustment for the year ended December 31, 2006. In addition eSpeed was subject to foreign corporate income tax and UBT. It was not subject to U.S., state and local corporate tax. Further, the eSpeed historical tax provision was adjusted for the tax rate differences due to the eSpeed and BGC eliminations.

The amount of BGC Division's historical net loss before taxes was adjusted in the separation from Cantor column to reflect the transfer of the North American fully electronic trading business from Cantor to BGC Division. This adjustment includes 35% recognition of fulfillment revenues, and actual costs required to support the business. BGC's historical tax was adjusted up to reflect this adjustment of \$18.2 million for the period ended December 31, 2006. This adjustment was subject to UBT and not U.S., state, local or foreign corporate income taxes. In addition, BGC's historical net loss before taxes was adjusted to reflect the decrease in interest expense related to the separation and recapitalization transactions in connection with the merger. This adjustment was \$9.0 million for the year ended December 31, 2006. This increase in income resulted in no additional income tax due to the utilization of net operating loss carry forwards. Further, the BGC historical tax provision or benefit was adjusted for the tax rate differences due to the eSpeed and BGC eliminations.

- (g) To reflect weighted-average basic and fully diluted earnings per share for the Combined Company. Pro forma net income per common share was calculated by dividing pro forma net income available to common stockholders by the pro forma weighted-average shares outstanding as if the transactions contemplated by the merger agreement had occurred on January 1, 2006.

**Table of Contents**

The adjustment to calculate pro forma basic and diluted shares was as follows (in thousands):

	Public shares	Cantor Shares/units	Founding Partners Units	Total
<i>eSpeed shares pre-merger (1)</i>				
Basic shares pre-merger:				
Class A Shares	28,576	1,140		29,716
Class B Shares		20,498		20,498
<b>Total basic shares pre-merger</b>	<b>28,576</b>	<b>21,638</b>		<b>50,214</b>
Dilutive securities pre-merger:				
Stock option programs	1,044			1,044
<b>Total dilutive shares pre-merger</b>	<b>29,620</b>	<b>21,638</b>		<b>51,258</b>
<i>Combined Company shares post-merger</i>				
Basic shares post-merger:				
Total basic shares pre-merger	28,576	21,638		50,214
Issuance of additional Class A common stock (2)		21,969		21,969
<b>Total basic shares post merger</b>	<b>28,576</b>	<b>43,607</b>		<b>72,183</b>
Dilutive securities post-merger:				
Stock option programs (3)				
BGC Holdings units held by Cantor (4)		68,955		68,955
BGC Holdings exchangeable units held by founding partners (5)			42,936	42,936
<b>Total dilutive shares post-merger</b>	<b>28,576</b>	<b>112,562</b>	<b>42,936</b>	<b>184,074</b>

—

- (1) Share amounts were taken from eSpeed's Annual Report on Form 10-K/A for the fiscal year ended December 31, 2006, filed with the SEC on August 23, 2007.
- (2) Reflects shares issued in return for BGCFI. BGCFI is an entity that was acquired by BGC Division in May 2005. BGCFI is being contributed to the public company directly. A separate valuation was performed on BGCFI to determine the amount of shares to be issued.
- (3) Common stock equivalents resulting from the assumed exercise of stock options are not included in the pro forma Combined Company diluted net loss per common share calculation for the year ended December 31, 2006 because inclusion thereof would be antidilutive.
- (4) Reflects the issuance of 61.5 million of BGC Holdings units to be held by Cantor. Each unit shall be exchangeable with BGC Partners, Inc. into one share of BGC Partners, Inc. Class B common stock (or, at the option of Cantor or if there shall be an insufficient number of authorized but unissued shares of BGC Partners, Inc. Class B common stock at the time of such exchange, one share of BGC Partners, Inc. Class A common stock). Also includes 7.4 million distribution rights that will be distributed to the founding partners by Cantor. For the purposes of calculating pro forma earnings per share it is assumed these units were outstanding for the entire year ended December 31, 2006.
- (5) Reflects the issuance of BGC Holdings units to be held by the founding partners of which 20%, plus an additional 1.1 million for Mr. Amaitis and 0.2 million for Mr. Lynn, of the units issued to the founding partners shall be immediately exchangeable with BGC Partners, Inc. for one share of BGC Partners, Inc. Class A common stock, which will become saleable ratably over a three-year vesting period. The remaining units are exchangeable at the discretion of Cantor. Each unit also carries the right to receive a distribution of shares. For the purposes of calculating pro forma earnings per share, it is assumed these units were outstanding for the entire year ended December 31, 2006.



**Table of Contents****BGC PARTNERS, INC.****UNAUDITED PRO FORMA COMBINED STATEMENT OF FINANCIAL CONDITION****AS OF SEPTEMBER 30, 2007****(in thousands)****(unaudited)**

	eSpeed		BGC Division				BGC Partners, Inc.			
	Historical eSpeed	Historical BGC Division	Settlement of Intercompany Balances with Cantor ( a )	Assumption of Debt ( b )	Redemption of Partnership Units ( c )	Capital Contribution ( d )	Adjusted BGC Division	eSpeed and BGC Division eliminations	Mandatory Redeemable Interest/ Minority Partners, Inc. As Capitalized ( g ) ( h )	Combined BGC Inc. As Adjusted
<b>Assets</b>										
Cash and cash equivalents	\$ 11,141	\$ 185,442	\$	\$	\$ (65,482)	\$ (20,901)	\$ 99,059	\$	\$	\$ 110,200
Reverse repurchase agreements with related parties	92,326									92,326
Total cash and cash equivalents	103,467	185,442			(65,482)	(20,901)	99,059			202,526
Securities purchased under agreements to resell		54,770					54,770			54,770
Securities owned		26,066					26,066			26,066
Receivables from brokers, dealers, clearing organizations, customers and related broker-dealers		643,228					643,228			643,228
Accrued commissions receivable		161,219					161,219			161,219
Forgivable and other loans receivable from employees and partners		73,643			(1,392)		72,251			72,251
Marketable securities	2,393									2,393
Secured loan receivable from related party	80,000									80,000
Fixed assets, net	60,680	78,789					78,789			139,469
Investments	8,700	9,893					9,893	(7,062)(e)		11,531
Goodwill	12,184	55,044					55,044			67,228
Other intangible assets, net	5,984	7,726					7,726			13,710
Receivable from related parties	14,325	100,905	(97,306)				3,599	(10,398)(f)		7,526
Other assets	13,862	42,478					42,478			56,340
Total assets	\$ 301,595	\$ 1,439,203	\$ (97,306)	\$	\$ (66,874)	\$ (20,901)	\$ 1,254,122	\$ (17,460)	\$	\$ 1,538,257
<b>Liabilities, Minority Interest, Net Assets and Stockholders' Equity</b>										
<b>Current liabilities:</b>										
Accrued compensation	\$	\$ 95,913	\$	\$	\$	\$	\$ 95,913	\$	\$	\$ 95,913
Payables to brokers, dealers, clearing		651,665					651,665			651,665



Edgar Filing: ESPEED INC - Form DEFM14A

organizations, customers and related broker-dealers							
Securities sold not yet purchased		21,494				21,494	21,494
Current portion of long-term debt to related parties		18,500	(18,500)				
Payable to related parties	9,457	155,290	(148,491)		6,799	(10,398)(f)	5,858
Accounts payable and accrued liabilities	40,907	173,265			173,265		214,172
<b>Total current liabilities</b>	<b>50,364</b>	<b>1,116,127</b>	<b>(166,991)</b>		<b>949,136</b>	<b>(10,398)</b>	<b>989,102</b>
Long-term notes to related parties		197,887	(197,887)	150,000	150,000		150,000
Deferred revenue	7,069						7,069
<b>Total long-term liabilities</b>	<b>7,069</b>	<b>197,887</b>	<b>(197,887)</b>	<b>150,000</b>	<b>150,000</b>		<b>157,069</b>
<b>Total liabilities</b>	<b>57,433</b>	<b>1,314,014</b>	<b>(364,878)</b>	<b>150,000</b>	<b>1,099,136</b>	<b>(10,398)</b>	<b>1,146,171</b>

*See accompanying Notes to Unaudited Pro Forma Consolidated Statement of Financial Condition.*

**Table of Contents****BGC PARTNERS, INC.****UNAUDITED PRO FORMA COMBINED STATEMENT OF FINANCIAL CONDITION (Continued)****AS OF SEPTEMBER 30, 2007****(in thousands)****(unaudited)**

	eSpeed		BGC Division				BGC Partners, Inc.				
	Historical eSpeed	Historical BGC Division	Settlement of Intercompany Balances with Cantor (a)	Assumption of Debt (b)	Redemption of Partnership Units (c)	Capital Contribution (d)	Adjusted BGC Division	eSpeed and BGC Division eliminations	Capitalization (g)	Mandatory Redeemable Interest/ Minority Interest (h)	Combined BGC Partners, Inc. As Adjusted
Commitments, contingencies and guarantees											
Mandatorily redeemable partnership interest										170,857	170,857
Minority interest		8,486					8,486	(7,062)(e)		106,448	107,872
Net assets		116,703	267,572	(150,000)	(66,874)	(20,901)	146,500		(146,500)		
Stockholders' equity:											
Class A common stock, par value \$0.01 per share; 200,000 shares authorized; 36,459 shares issued and outstanding at September 30, 2007	365										365
Issuance of Class A common stock in connection with inclusion of BGC Financial, Inc. (Maxcor) in the merger. Par value \$0.01 per share; 21,969 shares outstanding at September 30, 2007									220		220
Class B common stock, par value \$0.01 per share; 100,000 shares authorized; 20,498 shares outstanding at September 30, 2007 convertible	205										205

Edgar Filing: ESPEED INC - Form DEFM14A

to Class A common stock										
Issuance of 111,891 holding units at September 30, 2007; convertible to shares of Class A and Class B common stock.								1,119	(1,119)	
Additional paid-in capital	302,555							145,161	(276,186)	171,530
Treasury stock, at cost; 6,502 shares of Class A common stock at September 30, 2007	(62,597)									(62,597)
Retained earnings	3,722									3,722
Accumulated other comprehensive loss	(88)									(88)
Total stockholders' equity	244,162							146,500	(277,305)	113,357
Total liabilities, minority interest, stockholders' equity, and net assets	\$ 301,595	\$ 1,439,203	\$ (97,306)	\$	\$ (66,874)	\$ (20,901)	\$ 1,254,122	\$ (17,460)	\$	\$ 1,538,257

*See accompanying Notes to Unaudited Pro Forma Consolidated Statement of Financial Condition.*

**Table of Contents****Notes to Unaudited Pro Forma Combined Statement of Financial Condition September 30, 2007**

- (a) To reflect the settlement of intercompany receivables and payables with Cantor had BGC Partners separated from Cantor at September 30, 2007. As part of the separation agreement, the JSA and the existing administrative services agreements terminate. All intercompany balances with Cantor subsidiaries with the exception of eSpeed would be settled. Included in the intercompany balances debt obligations of \$322.2 million. The settlement results in a net intercompany payable balance to Cantor that will be treated as a capital contribution to BGC Division.
- (b) To reflect the assumption of a portion of Cantor debt, in the amount of \$150 million, per the separation agreement. The allocated indebtedness will be some portion of Cantor's senior notes, or new debt to Cantor, on terms similar to the senior notes. Senior Notes means the following:

- (1) Cantor Fitzgerald, L.P. \$250,000,000 5.19% Senior Notes, due April 1, 2010, as provided in a Note Purchase Agreement dated as of March 15, 2005; and
- (2) Cantor Fitzgerald, L.P. \$123,000,000 5.95% Senior Notes, Series A, due January 27, 2009 and \$7,000,000 6.0% Senior Notes, Series B, due April 1, 2010, as provided in a Note Purchase Agreement dated as of July 27, 2005.

The Combined Company shall pay a fixed interest rate of 7.5% on the allocated debt.

- (c) To reflect the sale of a portion of distribution rights and/or Cantor or BGC Holdings founding partner interests held by Messrs. Amaitis, Lynn, Merkel and two other individuals who are employed by one or more of BGC's affiliates in order to settle outstanding loans with Cantor. Cantor will immediately sell the units underlying such distribution rights to BGC Partners for the same amount paid by Cantor to these individuals. In addition, upon acquiring such BGC Holdings founding partner interests, Cantor will exchange them for BGC Partners units, which will be redeemed by BGC Partners prior to the merger for cash equal to the amount paid by Cantor to these individuals in respect of such interests.

The loan balances at September 30, 2007 were as follows (in thousands):

<b>Executive Officer</b>	<b>Total Loan Outstanding (1) (2)</b>
Lee Amaitis	\$ 51,784
Shaun Lynn	9,627
Stephen Merkel	1,190
Other executives	4,273
<b>Total</b>	<b>\$ 66,874</b>

-

- (1) Outstanding loan balances were based on August 31, 2007 Cantor partnership data.  
(2) Loan amount includes accrued interest.

These transactions will be accounted for in the pro forma statement of financial condition as a reduction of cash for the purchase of the partnership units from Cantor, and a reduction in forgivable and other loans receivable from employees and partners; as well as, to settle a portion of Mr. Lynn's outstanding debt which was recorded on BGC's historical balance sheet with an offsetting reduction in net assets in the

BGC Division stand alone entity.

- (d) To reflect an adjustment to decrease the BGC Division stand-alone net asset balance after completion of all separation adjustments to arrive at the targeted BGC Division net asset balance of at least \$146.5 million and cash and cash equivalents of at least \$25.0 million per the separation and merger agreement. The adjustment for the excess in the net asset balance will be treated as a return of capital to Cantor.

**Table of Contents**

- (e) To reflect the elimination of BGC Partners' minority interest in Freedom LP, a limited partnership formed by Cantor with eSpeed, to acquire an interest in Freedom International Brokerage, a Canadian government securities broker-dealer and Nova Scotia unlimited liability company. As part of a global reorganization, Cantor's share in Freedom LP was transferred to BGC Division. BGC Division consolidates Freedom LP and recognizes minority interest for eSpeed's share of Freedom. With the merger, Freedom minority interest in the amount \$7.1 million recorded on BGC Partners' books will be eliminated against the investment recorded on eSpeed.
- (f) To reflect the elimination of intercompany receivables and payables balance of \$10.4 million between BGC Division and eSpeed assuming the entities were merged at September 30, 2007. At September 30, 2007, eSpeed had a receivable balance from and a payable balance to BGC Division of \$6.8 million and \$3.6 million, respectively.
- (g) To reflect eSpeed's issuance of additional stock and BGC Holdings limited partnership interests to acquire BGC Partners. To acquire BGC Partners, eSpeed has agreed to issue a total of 133,860,000 shares of Combined Company common stock and rights to acquire shares of Combined Company common stock. These shares include 21,969,071 shares associated with the direct contribution of BGCFI to the public entity. The remaining 111,890,929 shares will be in the form of BGC Holdings limited partnership interests. These BGC Holdings limited partnership interests will be held by both Cantor and the founding partners. The BGC Holdings limited partnership interests held by Cantor are assumed to be 68,954,570. This interest is exchangeable into Combined Company Class A common stock or Combined Company Class B common stock on a one-for-one basis (subject to customary anti-dilution adjustments), subject to the limitation of 100,000,000 authorized Combined Company Class B shares. The BGC Holdings limited partnership interests held by the founding partners are assumed to be 42,936,359. This interest is not exchangeable by the partners unless Cantor provides that they are exchangeable into Combined Company Class A common stock, as Cantor intends to provide for 20% of such founding partner interests, the 1,100,000 and 200,000 additional founding partner interests for Lee Amaitis and Shaun Lynn, respectively, and an additional 400,000 units of existing partnership interest for Mr. Lynn.

The adjustment assumes taking the net assets in the Adjusted BGC Partners entity and converting those net assets to equivalent stockholders equity in the combined entity. The shares and units are assumed to be valued at \$0.01 a share/unit. The remaining difference is allocated to additional paid in capital.

- (h) Reflects adjustments to record projected capital interest due to the BGC Holdings founding partners and Cantor's minority interest allocation of \$170.9 million and \$106.4 million, respectively as of September 30, 2007. The capital interest due to the BGC Holdings founding partners will be reclassified from stockholders' equity to separate liability line on the statement of financial condition called mandatorily redeemable partnership interest and the Cantor minority interest will also be reclassified from stockholders' equity and recorded as minority interest on the consolidated balance sheet.

The mandatorily redeemable partnership interest adjustment is based on partner capital balances as of September 30, 2007, adjusted for any pro forma redemptions and/or adjustments in connection with the separation and merger. Under the Statement of Financial Accounting Standards (SFAS) No. 150, *Accounting for Certain Financial Instruments with Characteristics of both Liabilities and Equity* (SFAS 150), a mandatorily redeemable financial instrument is any of various financial instruments issued in the form of shares that embody an unconditional obligation requiring the issuer to redeem the instrument by transferring its assets at a specified or determinable date (or dates) or upon an event that is certain to occur. For example, an equity share that is required to be redeemed by the issuer upon the death of the holder would be classified as a liability under SFAS 150. The capital interest of the founding partners is redeemable to the partners upon termination from the partnership; therefore, under SFAS 150, that interest should be classified as mandatorily redeemable partnership interest.

**Table of Contents**

The minority interest adjustment is based on the projected 68,954,570 BGC Holdings limited partner interest to be held by Cantor after the merger. This interest represents Cantor's proportionate share of BGC Holdings outstanding partnership interest. This amount includes 7,437,002 of founding partner distribution rights. Under Accounting Research Bulletin No. 51: 14-4 *Minority Interest in a Subsidiary Owned by the Parent or Affiliate of a Reporting Entity* (ARB 51), the Combined Company will record Cantor's interest in a manner similar to a traditional minority interest based on Cantor's assumed ownership percentage. The interest held by Cantor will be presented as a component of minority interest between the Combined Company's liabilities and equity.

---

**Table of Contents**

**DESCRIPTION OF THE COMBINED COMPANY CAPITAL STOCK**

*The following summary is a description of the material terms of the Combined Company capital stock. The Combined Company certificate of incorporation and the Combined Company by-laws are attached to this proxy statement as Annex K and Annex L, respectively.*

**Combined Company Capital Stock**

The surviving corporation in the merger will be renamed BGC Partners, Inc. The following description of the Class A common stock, Class B common stock, preferred stock and the relevant provisions of the Combined Company certificate of incorporation and by-laws are summaries thereof and are qualified in their entirety by reference to the Combined Company certificate of incorporation and by-laws, copies of which are attached to this proxy statement as Annex K and Annex L, respectively, and applicable law. The Combined Company certificate of incorporation is an amendment and restatement of the eSpeed certificate of incorporation.

The Combined Company's authorized capital stock will consist of 600 million shares of common stock, if the proposed increase in the amount of authorized Class A common stock described in Proposal 2 of this proxy statement is approved by the stockholders, of which 500 million shares will be Class A common stock, par value \$0.01 per share, and 100 million shares will be Class B common stock, par value \$0.01 per share, and 50 million shares of preferred stock, par value \$0.01 per share.

***Common Stock***

To acquire BGC Partners, eSpeed has agreed to issue in the merger in a private placement exempt from registration pursuant to Section 4(2) of the Securities Act an aggregate of 133,860,000 shares of Combined Company common stock and rights to acquire shares of Combined Company common stock. Of these shares and rights to acquire shares, 56,000,000 will be in the form of Combined Company Class B common stock or rights to acquire Combined Company Class B common stock, and the remaining 77,860,000 will be in the form of eSpeed Class A common stock or rights to acquire eSpeed Class A common stock. Current stockholders of eSpeed will hold the same number and class of shares of Combined Company common stock that they held in eSpeed prior to the merger. As of January 24, 2008, eSpeed stockholders (excluding Cantor) held approximately 30.0 million shares of eSpeed common stock which represented 58.6% of the economics of eSpeed and 12.1% of the voting rights of eSpeed as of such date, and is expected to represent 41.2% of the economics of the Combined Company and 11.8% of the voting rights of the Combined Company immediately after the merger. eSpeed stockholders, other than Cantor and its affiliates, will have a reduced economic and voting interest after the merger, which will be further reduced upon exchange of BGC Holdings limited partnership interests exchangeable for Combined Company Class A common stock or Combined Company Class B common stock.

As a result of the merger:

stockholders of eSpeed as of immediately prior to the merger (including Cantor) will own equity interests representing approximately 28.0% of the economics of the Opcos after the merger; and

the equity owners of BGC U.S. and BGC Global as of immediately prior to the merger (including Cantor, the founding partners) will own equity interests representing approximately 72.0% of the economics of the Opcos after the merger.

In addition, concurrently with the merger, BGC Holdings will issue certain REUs to certain employees of BGC and to other persons who provide services to BGC. After the merger, the equity interests in the Opcos will be held by the Combined Company and by BGC Holdings. Immediately after the merger, the Combined Company will hold approximately 39.8% of the equity in the Opcos, and BGC Holdings will hold approximately 60.2% of the equity in the Opcos.



---

**Table of Contents**

The stockholders of eSpeed as of immediately prior to the merger will hold their interests in the Opcos after the merger through the Combined Company. Cantor, which is currently the sole stockholder of BGC Partners, will hold its interests in the Opcos through a combination of Combined Company Class A common stock and Class B common stock and interests in BGC Holdings. In addition, prior to the merger, Cantor will provide a portion of its interest in BGC Partners to certain employees of BGC Partners and to other persons who provide services to BGC who will hold their interests in the Opcos through interests in BGC Holdings.

Given that Cantor is an existing stockholder of the eSpeed, immediately after the merger (and assuming no exchange of BGC Holdings exchangeable limited partnership interests for Combined Company capital stock as described below):

the public stockholders of the Combined Company (which will be the public stockholders of eSpeed as of immediately prior to the merger) will hold an indirect stake in the Opcos (through the Combined Company) representing approximately a 16% economic stake in the Opcos and approximately 11.8% of the voting power of the Combined Company;

Cantor will hold an indirect stake in the Opcos (through BGC Holdings and the Combined Company) representing approximately 60% of the economics of the Opcos and approximately 88.2% of the voting power of the Combined Company;

the founding partners will hold an indirect stake in the Opcos (through BGC Holdings) representing approximately 24% of the economics of the Opcos and no voting power of the Combined Company;

In addition, concurrently with the merger, and, in the future, as part of its compensation process, BGC Holdings will issue certain REUs to certain employees of BGC and other persons who provide services to BGC. In addition, BGC will issue to certain employees and other persons who provide services to BGC certain BGC RSUs. The aggregate value of such REUs and BGC RSUs granted prior to the consummation of the merger (a) with respect to the fiscal year ended December 31, 2007, will be no greater than \$22,000,000 and (b) with respect to the fiscal year ended December 31, 2008, will be no greater than \$22,000,000, and for each of clauses (a) and (b), each such right to receive one BGC RSU or REU will be valued for these purposes at the closing price of eSpeed Class A Common Stock on the date of the grant of the right. Cantor also intends to distribute to its partners, including founding partners and restricted equity partners, rights to receive certain of the shares of the Combined Company that Cantor receives in the merger. Furthermore, BGC Holdings is authorized to issue certain additional REU interests or BGC RSUs in connection with acquisitions and the hiring of new employees prior to the merger. These issuances would be in addition to the 133,860,000 shares of Combined Company common stock and rights to acquire common stock to be issued in the merger and be dilutive to all stockholders. BGC Holdings has recently entered into an acquisition agreement in connection with which it has agreed to issue 526,315 REUs upon the closing of the merger.

As with existing eSpeed common stock, the holders of Combined Company Class A common stock will be entitled to one vote per share, while the holders of Combined Company Class B common stock will be entitled to 10 votes per share. Cantor will be the only holder of Combined Company Class B common stock. The Combined Company Class B common stock generally will vote together with the Combined Company Class A common stock on all matters submitted to a vote of the Combined Company stockholders.

Each share of Combined Company Class A common stock will be equivalent to a share of Combined Company Class B common stock for purposes of economic rights. Subject to preferences that may be applicable to any outstanding preferred stock, the holders of Combined Company Class A common stock and the Class B common stock will be entitled to receive ratably such dividends, if any, as may be declared from time to time by the Combined Company board of directors out of funds legally available therefrom.

The Combined Company certificate of incorporation will provide that each share of the Class B common stock is convertible at any time, at the option of the holder, into one share of the Class A common stock. Each share of the Class B common stock will automatically convert into a share of the Class A common stock upon any sale, pledge or other transfer, which we refer to as a transfer, whether or not for value, by the initial registered holder, other than any transfer by the initial holder to (1) Cantor, (2) any entity controlled by Cantor or by Mr. Lutnick and (3) Mr. Lutnick, his spouse, his estate, any of his descendants, any of his relatives or any trust established for his benefit or for the benefit of his spouse, any of his descendants or any of his relatives.

---

## **Table of Contents**

Any holder of shares of the Class B common stock may pledge his, her or its shares of Class B common stock as the case may be, to a pledgee pursuant to a bona fide pledge of the shares as collateral security for indebtedness due to the pledgee so long as the shares are not transferred to or registered in the name of the pledgee. In the event of any pledge meeting these requirements, the pledged shares will not be converted automatically into shares of the Class A common stock. If the pledged shares of the Class B common stock become subject to any foreclosure, realization or other similar action by the pledgee, they will be converted automatically into shares of Class A common stock upon the occurrence of that action. The automatic conversion provisions in the Combined Company certificate of incorporation may not be amended, altered, changed or repealed without the approval of the holders of a majority of the voting power of all outstanding shares of the common stock.

Shares of the Class A common stock are not subject to any conversion right. None of the Class A common stock or Class B common stock has any pre-emptive or other subscription rights. There will be no redemption or sinking fund provisions applicable to the Class A common stock or Class B common stock. All outstanding shares of Class A common stock and Class B common stock are fully paid and non-assessable, and the shares of Class A common stock and the Class B common stock to be issued in the merger will be fully paid and non-assessable.

### ***Preferred Stock***

The Combined Company board of directors will have the authority to issue preferred stock in one or more classes or series and to fix the designations, powers, preferences and rights, and the qualifications, limitations or restrictions thereof including dividend rights, dividend rates, terms of redemption, redemption prices, conversion rights and liquidation preferences of the shares constituting any class or series, without further vote or action by the stockholders. The issuance of preferred stock may have the effect of delaying, deferring or preventing a change of control of the Combined Company without further action by the stockholders and may adversely affect the voting and other rights of the holders of Combined Company common stock. At present, there are no plans for the Combined Company to issue any preferred stock.

### **Anti-Takeover Effects of the Combined Company Certificate of Incorporation and By-laws and Delaware Law**

Some provisions of the DGCL and the Combined Company certificate of incorporation and by-laws could make the following more difficult:

acquisition of the Combined Company by means of a tender offer;

acquisition of the Combined Company by means of a proxy contest or otherwise; or

removal of the Combined Company's incumbent officers and directors.

These provisions, summarized below, are expected to discourage coercive takeover practices and inadequate takeover bids. These provisions are also designed to encourage persons seeking to acquire control of the Combined Company to first negotiate with the Combined Company board of directors. We believe that the benefits of increased protection give the Combined Company the potential ability to negotiate with the proponent of an unfriendly or unsolicited proposal to acquire or restructure the Combined Company and outweigh the disadvantages of discouraging those proposals because negotiation of them could result in an improvement of their terms.

### ***Combined Company Certificate of Incorporation and By-laws***

The Combined Company certificate of incorporation and by-laws will provide that special meetings of stockholders may be called only by the Chairman of the Combined Company board of directors. If the Chairman is unavailable, then any Chief Executive Officer of the Combined Company or the holders of a majority of the voting power of Combined Company Class B common stock, which will be held by Cantor, our controlling stockholder, may call a special meeting.

---

## **Table of Contents**

In addition, the Combined Company certificate of incorporation will permit the Combined Company to issue blank check preferred stock.

The Combined Company by-laws will require advance written notice prior to a meeting of stockholders of a proposal or director nomination which a stockholder desires to present at such a meeting, which generally must be received by the Combined Company's Secretary not later than 120 days prior to the first anniversary of the date of the Combined Company's proxy statement for the preceding year's annual meeting. The Combined Company by-laws will provide that all amendments to its by-laws must be approved by either the holders of a majority of the voting power or by a majority of the Combined Company board of directors.

### ***Delaware Anti-Takeover Law***

The Combined Company will be subject to Section 203 of the DGCL. In general, Section 203 of the DGCL prohibits a publicly held Delaware corporation from engaging in a business combination with an interested stockholder for a period of three years following the date the person became an interested stockholder, unless the business combination or the transaction in which the person became an interested stockholder is approved in a prescribed manner. Generally, a business combination includes a merger, asset or stock sale or other transaction resulting in a financial benefit to the interested stockholder. An interested stockholder is a person who, together with affiliates and associates, owns 15% or more of a corporation's outstanding voting stock, or was the owner of 15% or more of a corporation's outstanding voting stock at any time within the prior three years, other than interested stockholders prior to the time the Class A common stock was quoted on the NASDAQ Global Market. The existence of this provision would be expected to have an anti-takeover effect with respect to transactions not approved in advance by the Combined Company board of directors, including discouraging takeover attempts that might result in a premium over the market price for the shares of Class A common stock held by stockholders.

### ***Corporate Opportunity***

The Combined Company certificate of incorporation will provide that no Cantor Company (as defined below) or any of the representatives (as defined below) of a Cantor Company will owe any fiduciary duty to, nor shall any Cantor Company or any of their respective representatives be liable for breach of fiduciary duty to, the Combined Company or any of its stockholders. To the extent that any representative of a Cantor Company also serves as a director or officer of the Combined Company, such person will owe fiduciary duties to the Combined Company in his or her capacity as a director or officer of the Combined Company. In addition, none of any Cantor Company or any of their representatives will owe any duty to refrain from engaging in the same or similar activities or lines of business as the Combined Company and its representatives, or doing business with any of Combined Company's or its representatives' clients or customers.

If a third-party presents a corporate opportunity (as defined below) to a person who is a representative of the Combined Company and a representative of a Cantor Company, expressly and solely in such person's capacity as a representative of the Combined Company, and such person acts in good faith in a manner consistent with the policy that such corporate opportunity belongs to the Combined Company, then such person:

will be deemed to have fully satisfied and fulfilled any fiduciary duty that person has to the Combined Company;

will not be liable to the Combined Company, any of its stockholders or any of its representatives for breach of fiduciary duty by reason of such person's action or inaction with respect to the corporate opportunity;

will be deemed to have acted in good faith and in a manner that such person reasonably believed to be in, and not opposed to, the Combined Company's best interests; and

will be deemed not to have breached such person's duty of loyalty to the Combined Company and its stockholders, and not have derived an improper personal benefit therefrom.

## **Table of Contents**

A Cantor Company may pursue such a corporate opportunity if the Combined Company decides not to.

If a corporate opportunity is not presented to a person who is both a representative of the Combined Company and a representative of a Cantor Company and, expressly and solely in such person's capacity as a representative of the Combined Company, such person will not be obligated to present the corporate opportunity to the Combined Company or to act as if such corporate opportunity belongs to the Combined Company, and such person:

will be deemed to have fully satisfied and fulfilled any fiduciary duty that such person has to the Combined Company as a representative of the Combined Company with respect to such corporate opportunity;

will not be liable to the Combined Company, any of its stockholders or its representatives for breach of fiduciary duty by reason of such person's action or inaction with respect to such corporate opportunity;

will be deemed to have acted in good faith and in a manner that such person reasonably believed to be in, and not opposed to, the Combined Company's best interests; and

will be deemed not to have breached a duty of loyalty to the Combined Company and its stockholders and not have derived an improper personal benefit therefrom.

For purposes of the above:

Cantor Company means Cantor and any of its affiliates (other than, if applicable, the Combined Company and its affiliates);

representatives means, with respect to any person, the directors, officers, employees, general partners or managing member of such person.

corporate opportunity means any business opportunity that the Combined Company is financially able to undertake, that is, from its nature, in the Combined Company's lines of business, is of practical advantage to the Combined Company and is one in which the Combined Company has an interest or a reasonable expectancy, and in which, by embracing the opportunities, the self-interest of Cantor or their respective representatives will be brought into conflict with the Combined Company's self-interest.

### **Corporate Governance**

See The Merger Agreement Corporate Governance Matters, The Merger Agreement Amendment and Waiver and Related Agreements Separation Agreement Amendment.

### **Other Rights**

See Related Agreements Separation Agreement New BGC Partners.

### **Registration Rights**

For a description of the registration rights available to Cantor, see Certain Relationships and Related Transactions Before and After the Merger Registration Rights Agreements Formation Registration Rights Agreement and Related Agreements Separation Registration Rights Agreement.

**Transfer Agent and Registrar**

The transfer agent and registrar for the Class A common stock is American Stock Transfer & Trust Company and will continue to be after the merger.

**Table of Contents**

**PROPOSAL 2 APPROVAL OF AMENDMENT TO CERTIFICATE OF  
INCORPORATION REGARDING AUTHORIZED CLASS A COMMON STOCK**

In connection with the merger and the transactions contemplated thereby, the eSpeed board of directors deems it advisable to amend the eSpeed certificate of incorporation, effective upon completion of the merger, to increase the authorized number of shares of its Class A common stock to 500 million. The eSpeed certificate of incorporation currently authorizes eSpeed to issue up to 200 million shares of Class A common stock. The eSpeed certificate of incorporation also authorizes eSpeed to issue up to 100 million shares of Class B common stock and 50 million shares of preferred stock. This proposed amendment would not change the number of authorized shares of Class B common stock or preferred stock.

An aggregate of 133,860,000 shares of Combined Company common stock and rights to acquire Combined Company common stock will be issued in connection with the merger, as described above. Of these shares and rights to acquire shares, 56,000,000 will be in the form of Combined Company Class B common stock or rights to acquire Combined Company Class B common stock, and the remaining 77,860,000 will be in the form of Combined Company Class A common stock or rights to acquire Combined Company Class A common stock. After the merger, if there were to be a full exercise of all outstanding rights to acquire Combined Company Class A common stock (including a conversion of all shares of outstanding Class B common stock), the Combined Company would have limited authorized and unissued shares of Class A common stock. As such, the eSpeed board of directors deems it advisable to amend the eSpeed certificate of incorporation, effective upon completion of the merger, to increase the authorized shares of Class A common stock from 200 million to 500 million. The proposed increase in authorized Class A common stock has been recommended by the eSpeed board of directors to assure that an adequate supply of authorized, unissued shares of Class A common stock is available for general corporate needs and to provide the Combined Company board of directors, following the merger, with the necessary flexibility to issue Class A common stock in connection with potential financings without the expense and delay incidental to obtaining stockholder approval of an amendment to the certificate of incorporation at the time of such action, except as may be required for a particular issuance by applicable law or the NASDAQ rules.

When issued, any additional shares of Class A common stock authorized by the proposed amendment will have the same rights and privileges as shares of Class A common stock currently authorized and outstanding. Holders of Class A common stock will have no pre-emptive rights and, accordingly, such stockholders would not have any preferential rights to purchase any of the additional shares of Class A common stock when such shares are issued.

Other than in connection with the merger and the transactions contemplated thereby, there are not presently any definitive plans, arrangements or understandings with respect to the issuance of any shares of Class A common stock. However, as stated above, the proposed increase in the authorized Class A common stock has been recommended by the eSpeed board of directors to assure that an adequate supply of authorized, unissued shares of Class A common stock is available for general corporate needs and to provide the Combined Company board of directors, following the merger, with the necessary flexibility to issue Class A common stock in connection with potential financings without the expense and delay incidental to obtaining stockholder approval of an amendment to the certificate of incorporation at the time of such action, except as may be required for a particular issuance by applicable law or the NASDAQ rules.

The issuance of additional shares of Class A common stock may, depending on the circumstances under which such shares are issued, reduce stockholders' equity per share and may reduce percentage ownership of Class A common stock by existing stockholders. It is not the present intention of the eSpeed board of directors to seek stockholder approval prior to any issuance of shares of Class A common stock that would become authorized by the proposed amendment unless otherwise required by applicable law or the NASDAQ rules. Frequently, opportunities arise that require prompt action, and it is the belief of the eSpeed board of directors that the delay necessitated for stockholder approval of a specific issuance could be to the detriment of the Combined Company and its stockholders following the merger.

---

**Table of Contents**

This proposed amendment is conditioned upon the completion of the merger.

The proposed amendment to the eSpeed certificate of incorporation would, effective upon completion of the merger, amend the first sentence of Article IV of the certificate of incorporation to read as follows:

The total number of shares of all classes of stock which the Corporation shall have authority to issue is Six Hundred Fifty Million (650,000,000) shares, consisting of (i) Fifty Million (50,000,000) shares of Preferred Stock, par value one cent (\$.01) per share (the Preferred Stock ), and (ii) Six Hundred Million (600,000,000) shares of Common Stock (the Common Stock ), of which Five Hundred Million (500,000,000) shares are designated as Class A Common Stock, par value one cent (\$.01) per share (the Class A Common Stock ), and One Hundred Million (100,000,000) shares are designated as Class B Common Stock (the Class B Common Stock ), par value one cent (\$.01) per share.

The amended first sentence of Article IV of the certificate of incorporation is included in the Combined Company certificate of incorporation attached to this proxy statement as Annex K. The Combined Company certificate of incorporation attached hereto as Annex K is an amendment and restatement of the eSpeed certificate of incorporation that also gives effect to the proposed amendment to the certificate of incorporation described in Proposal 3 Approval of Amendment to Certificate of Incorporation Regarding Corporate Opportunities and to the change of the Company s name from eSpeed, Inc. to BGC Partners, Inc. effective upon completion of the merger. If the merger is completed, the certificate of incorporation attached to this proxy statement as Annex K will be the certificate of incorporation of the Combined Company following the merger. Please note that the Combined Company certificate of incorporation attached hereto as Annex K assumes that all proposals in this proxy statement will be adopted or approved, as the case may be, by stockholders. If the stockholders do not approve this proposal, the language reflecting this proposal will not be included in the certificate of incorporation filed with the Secretary of State of Delaware in connection with the merger.

**Vote Required for Approval**

The affirmative vote of the holders of a majority of the Total Voting Power present in person or represented by proxy at the special meeting and entitled to vote is required to approve the amendment to the eSpeed certificate of incorporation to authorize 300 million additional shares of Class A common stock.

**Recommendation of the Board of Directors**

**THE eSPEED BOARD OF DIRECTORS RECOMMENDS THAT STOCKHOLDERS VOTE FOR THE APPROVAL OF THE AMENDMENT TO THE eSPEED CERTIFICATE OF INCORPORATION TO AUTHORIZE 300 MILLION ADDITIONAL SHARES OF CLASS A COMMON STOCK.**

**Table of Contents**

**PROPOSAL 3 APPROVAL OF AMENDMENT TO  
CERTIFICATE OF INCORPORATION REGARDING CORPORATE OPPORTUNITIES**

Currently, the eSpeed certificate of incorporation does not directly address potential conflicts of interest between itself and Cantor and its representatives. As such, in connection with the merger and the transactions contemplated thereby, the eSpeed board of directors deems it advisable to amend and restate the eSpeed certificate of incorporation, effective upon completion of the merger, to resolve such potential conflicts of interest. In particular, the amended and restated eSpeed certificate of incorporation will provide that, effective upon completion of the merger, no Cantor Company (as defined below) or any of the representatives of a Cantor Company will owe any fiduciary duty to, nor will any Cantor Company or any of their respective representatives be liable for breach of fiduciary duty to, the Combined Company or any of its stockholders. To the extent that any representative of a Cantor Company also serves as a director or officer of the Combined Company, such person will owe fiduciary duties to the Combined Company in his or her capacity as a director or officer of the Combined Company. In addition, effective upon completion of the merger, none of any Cantor Company or any of their representatives will owe any duty to refrain from engaging in the same or similar activities or lines of business as the Combined Company and its representatives, or doing business with any of the Combined Company's or its representatives' clients or customers.

The amended and restated certificate of incorporation will further provide that, effective upon completion of the merger, if a third party presents a corporate opportunity to a person who is a representative of the Combined Company and a representative of a Cantor Company, expressly and solely in such person's capacity as a representative of the Combined Company, and such person acts in good faith in a manner consistent with the policy that such corporate opportunity belongs to the Combined Company, then such person:

will be deemed to have fully satisfied and fulfilled any fiduciary duty that person has to the Combined Company;

will not be liable to the Combined Company, any of its stockholders or any of its representatives for breach of fiduciary duty by reason of such person's action or inaction with respect to the corporate opportunity;

will be deemed to have acted in good faith and in a manner that such person reasonably believed to be in, and not opposed to, the Combined Company's best interests; and

will be deemed not to have breached such person's duty of loyalty to the Combined Company and its stockholders, and not have derived an improper personal benefit therefrom.

Under the amended and restated certificate of incorporation, effective upon completion of the merger, a Cantor Company may pursue such a corporate opportunity if the Combined Company decides not to.

Furthermore, the amended and restated certificate of incorporation will provide that, effective upon completion of the merger, if a corporate opportunity is not presented to a person who is both a representative of the Combined Company and a representative of a Cantor Company and, expressly and solely in such person's capacity as a representative of the Combined Company, such person will not be obligated to present the corporate opportunity to the Combined Company or to act as if such corporate opportunity belongs to the Combined Company, and such person:

will be deemed to have fully satisfied and fulfilled any fiduciary duty that such person has to the Combined Company as a representative of the Combined Company with respect to such corporate opportunity;

will not be liable to the Combined Company, any of its stockholders or its representatives for breach of fiduciary duty by reason of such person's action or inaction with respect to such corporate opportunity;



Edgar Filing: ESPEED INC - Form DEFM14A

will be deemed to have acted in good faith and in a manner that such person reasonably believed to be in, and not opposed to, the Combined Company's best interests; and

---

**Table of Contents**

will be deemed not to have breached a duty of loyalty to the Combined Company and its stockholders and not have derived an improper personal benefit therefrom.

For purposes of the above:

Cantor Company means Cantor and any of its affiliates (other than, if applicable, the Combined Company and its affiliates);

representatives means, with respect to any person, the directors, officers, employees, general partners or managing member of such person; and

corporate opportunity means any business opportunity that the Combined Company is financially able to undertake, that is, from its nature, in the Combined Company's lines of business, is of practical advantage to the Combined Company and is one in which the Combined Company has an interest or a reasonable expectancy, and in which, by embracing the opportunities, the self-interest of Cantor or their respective representatives will be brought into conflict with the Combined Company's self-interest.

This proposed amendment is conditioned upon the completion of the merger.

The proposed amendment to the eSpeed certificate of incorporation would add Article IX, Corporate Opportunity. The form of Article IX, Corporate Opportunity, is included in the Combined Company certificate of incorporation attached to this proxy statement as Annex K. The Combined Company certificate of incorporation attached hereto as Annex K is an amendment and restatement of the eSpeed certificate of incorporation that also gives effect to the proposed amendment to the certificate of incorporation described in Proposal 2 Approval of Amendment to Certificate of Incorporation Regarding Authorized Class A Common Stock and to the change of the Company's name from eSpeed, Inc. to BGC Partners, Inc. effective upon completion of the merger. If the merger is completed, the certificate of incorporation attached to this proxy statement as Annex K will be the certificate of incorporation of the Combined Company following the merger. Please note that the Combined Company certificate of incorporation attached hereto as Annex K assumes that all proposals in this proxy statement will be adopted or approved, as the case may be, by stockholders. If the stockholders do not approve this proposal, the language reflecting this proposal will not be included in the certificate of incorporation filed with the Secretary of State of Delaware in connection with the merger.

**Vote Required for Approval**

The affirmative vote of the holders of a majority of the Total Voting Power present in person or represented by proxy at the special meeting and entitled to vote is required to approve the amendment to the eSpeed certificate of incorporation effecting changes regarding corporate opportunities.

**Recommendation of the Board of Directors**

**THE eSPEED BOARD OF DIRECTORS RECOMMENDS THAT STOCKHOLDERS VOTE FOR THE APPROVAL OF THE AMENDMENT TO THE eSPEED CERTIFICATE OF INCORPORATION EFFECTING CHANGES REGARDING CORPORATE OPPORTUNITIES.**

**Table of Contents**

**PROPOSAL 4 APPROVAL OF AMENDED AND  
RESTATED BGC PARTNERS, INC. LONG TERM INCENTIVE PLAN**

Our Long Term Incentive Plan, which we refer to as the Equity Plan, was initially adopted in 1999 as the eSpeed, Inc. 1999 Long Term Incentive Plan, and was subsequently amended and restated in 2003. The eSpeed board of directors has further amended and restated the Equity Plan, subject to the approval of our stockholders, to (1) increase the number of our shares of Class A common stock that may be subject to outstanding awards under the Equity Plan from the greater of 18.5 million shares or 30% of the number of outstanding shares of all classes of our common stock to the greater of 40 million shares or 15% of the number of outstanding shares of all classes of common stock, and increase the overall limit on the number of shares of Class A common stock that may be issued pursuant to the exercise or settlement of all awards granted under the Equity Plan from 30 million shares to 60 million shares, all of which shares may be subject to incentive stock options, which we refer to as ISOs; (2) provide that the price per share at which our Class A common stock may be purchased upon the exercise of a stock option may not be less than 100% of the fair market value of such shares on the date of grant; (3) prohibit repricing of stock options and stock appreciation rights, which we refer to as SARs, without prior stockholder approval to the extent required by applicable law and regulation; (4) provide that we may not, in connection with any award, extend, maintain, renew, guarantee or arrange for credit in the form of a personal loan to any participant who is our director or executive officer (within the meaning of the Exchange Act); (5) provide that Other Stock-Based Awards, as defined in the Equity Plan, includes BGC Holdings limited partnership interests issued under the Participation Plan that are exchangeable for or otherwise represent the right to receive Combined Company common stock; (6) make certain other changes to clarify the meaning and operation of various provisions of the Equity Plan, conform the Equity Plan to recent regulatory developments, and remove outdated references in the Equity Plan; and (7) rename the Equity Plan the Amended and Restated BGC Partners, Inc. Long Term Incentive Plan.

We are submitting the Equity Plan, as amended and restated to incorporate these changes, to our stockholders for approval pursuant to the terms of the Equity Plan. Also, stockholder approval is being sought (i) so that the compensation attributable to certain awards under the Equity Plan may continue to qualify for an exemption from the \$1,000,000 federal income tax deduction limit under Section 162(m) of the Code (see the discussion of Section 162(m) of the Code under Material Federal Income Tax Consequences below), (ii) so that ISOs may continue to meet the requirements of the Code and (iii) to meet the published listing requirements of the NASDAQ Global Market.

If this proposal is approved by our stockholders, the increase in the number of shares of our Class A common stock provided for under the Equity Plan, the inclusion within Other Stock-Based Awards of BGC Holdings limited partnership interests issued under the Participation Plan that are exchangeable for or otherwise represent the right to receive Combined Company common stock and the renaming of the Equity Plan will be effective only if our stockholders approve the merger agreement. All other amendments to the Equity Plan, and the restatement of the Equity Plan, will be effective whether or not our stockholders approve the merger agreement.

The eSpeed board of directors believes that the number of shares of our Class A common stock provided for under the Equity Plan will not be sufficient in view of our significantly increased size after the merger. The board has concluded that our ability to attract, retain and motivate top quality employees, officers, directors and consultants is material to our success, and would be enhanced by our continued ability to grant equity compensation under the Equity Plan and facilitate the grant of BGC Holdings limited partnership interests that are exchangeable for or otherwise represent the right to receive Combined Company common stock. Thus, the board believes that our interests and the interests of our stockholders will be advanced if employees, officers, directors and consultants can continue to be offered the opportunity to acquire or increase their proprietary interests in us. The board, therefore, believes that the availability of more shares under the Equity Plan will ensure that there will continue to be a sufficient number of shares with which to achieve the compensation strategy of the Combined Company.

**Table of Contents**

The other proposed amendments, which will be effective whether or not the merger agreement is approved, are intended to limit, clarify, and update the Equity Plan in various respects. These proposed amendments to the Equity Plan expressly prohibit the granting of options at less than 100% of the fair market value of a share of our Class A common stock on the date of grant, the repricing of options and SARs without prior stockholder approval, and the provision of personal loans to directors and executive officers in connection with awards under the Equity Plan. The proposed amendments also clarify the treatment of awards if a participant takes an approved leave of absence, the entity to which the participant provides services is no longer our subsidiary, parent or affiliate, a participant is terminated for cause as defined in his or her employment agreement, or awards are adjusted or cancelled in connection with certain corporate transactions, including being cashed out at their intrinsic (i.e., in-the-money) value, if any. The proposed amendments also provide that it is our intention that, where applicable, awards conform to Sections 162(m), 409A, and 280G of the Code and Rule 16b-3 under the Exchange Act. Finally, the proposed amendments remove various outdated provisions of the Equity Plan, including references to eSpeed's initial public offering and to certain deceased employees' awards that are no longer outstanding.

The Equity Plan, as amended and restated, is set forth in Annex M to this proxy statement, and the following description of the Equity Plan is only intended to be a summary of the key provisions of the Equity Plan as proposed to be amended by this proposal. Such summary is qualified in its entirety by the actual text of the Equity Plan to which reference is made.

**Description of the Equity Plan as Proposed to be Amended**

The purpose of the Equity Plan is to provide a means for us to attract, retain, motivate and reward present and prospective directors, officers, employees and consultants by increasing their ownership interests in us. Under the Equity Plan, individual awards may take the form of: (i) options to purchase shares of our Class A common stock, including ISOs, non-qualified stock options or both; (ii) SARs; (iii) restricted stock, consisting of shares of our stock that are subject to forfeiture based upon the failure to satisfy employment-related restrictions; (iv) deferred stock, representing the right to receive shares of our stock in the future; (v) bonus stock and awards in lieu of cash compensation; (vi) dividend equivalents, consisting of a right to receive cash, other awards or other property equal in value to dividends paid with respect to a specified number of shares of our stock; or (vii) other awards, not otherwise provided for, denominated or payable in, or the value of which is based in whole or in part upon the market or book value of, our stock, including BGC Holdings limited partnership interests issued under the Participation Plan that are exchangeable for or otherwise represent the right to receive Combined Company common stock, or that of our subsidiaries. The shares available to be the subject of awards under the Equity Plan will be the source of shares with respect to any awards made under the Participation Plan that are exchangeable for or otherwise represent a right to receive Combined Company common stock. In the case of such an award under the Participation Plan, the corresponding award under the Equity Plan will be an Other Stock-Based Award. Dividend Equivalents may be paid, distributed or accrued in connection with any award issued under the Equity Plan, whether or not vested. Awards granted under the Equity Plan are generally not assignable or transferable, except by the laws of descent and distribution, unless permitted by our compensation committee.

The Equity Plan is generally administered by our compensation committee, except that our board of directors will perform the committee's functions under the Equity Plan for purposes of grants of awards to members of the committee, and, to the extent permitted under applicable law and regulation, may perform any other function of the committee as well. The compensation committee has the authority, among other things, to: (i) select the present or prospective directors, officers and other employees and consultants entitled to be granted awards under the Equity Plan; (ii) determine the types of awards, or combinations thereof, and whether such awards are to operate on a tandem basis or in conjunction with other awards; (iii) determine the number of shares of our Class A common stock or units or rights covered by an award; and (iv) determine the other terms and conditions of any award, including, without limitation, any restrictions or limitations on transfer, any vesting schedules or the acceleration thereof and any forfeiture provisions or waivers thereof. Whether and to what extent terms of awards under the Equity Plan will be standardized has not yet been determined. However, the

**Table of Contents**

exercise price at which shares of our Class A common stock may be purchased pursuant to the grant of stock options under the Equity Plan may not be less than 100% of the fair market value of the shares covered by such grant on the date of grant, measured at the closing market price of the Class A common stock on such date. The compensation committee's authority with respect to awards to employees who are not directors or executive officers may be delegated to our officers or managers, including our Chief Executive Officer. This delegation may be revoked at any time.

Our present and prospective directors, officers, employees and consultants and those of our parent, subsidiaries and affiliates are eligible for awards under the Equity Plan. As of January 24, 2008, we estimate that approximately 450 individuals were eligible to participate in the Equity Plan, including our four executive officers and four non-employee directors. If the merger agreement is approved, we estimate that approximately 2,250 individuals will be eligible to participate in the Equity Plan, including all of the five executive officers and four non-employee directors of the Combined Company. Since the selection of participants and their awards are to be determined in the discretion of the compensation committee, such individuals and their awards are not presently determinable other than with respect to the BGC Holdings REUs and BGC RSUs which BGC Holdings and BGC Partners have agreed to grant to employees of BGC Partners upon completion of the merger, as set forth in the table below.

**Amended and Restated BGC Partners, Inc. Long Term Incentive Plan**

<b>Name and Position</b>	<b>Number of Shares Underlying REUs to be Granted as Consideration Towards Total 2008 Compensation(1)</b>	<b>Number of Shares Underlying REUs to be Granted as Discretionary Bonus(1)</b>	<b>Number of Shares Underlying RSUs to be Granted as Consideration Towards Total 2008 Compensation(2)</b>	<b>Number of Shares Underlying RSUs to be Granted as Discretionary Bonus(2)</b>
Howard W. Lutnick, Chief Executive Officer and President and Director		265,487(3)		
Lee M. Amaitis, Vice Chairman and Director		132,743(3)		
Shaun Lynn		132,743(3)		
Stephen M. Merkel, Executive Vice President, General Counsel, Secretary	41,912(4)			
Paul Saltzman, Chief Operating Officer(5)				
Frank V. Saracino, Chief Accounting Officer			4,779	
Robert K. West		21,105(6)	11,386	
All former and current executive officers as a group (7 persons)	41,912	552,078	16,165	
All non-executive directors as a group (4 persons)				
All employees, other than executive officers	674,858(7)	276,204(8)	1,022,015	1,173,243

- (1) REU awards are issuable upon the closing of the merger. These REU interests will only become exchangeable for Combined Company Class A common stock, on a one-for-one basis (subject to customary anti-dilution adjustments), issuable under the Plan in accordance with the terms of the grant of such REU interests, which terms and conditions will be determined in the sole discretion of the BGC Holdings general partner, which after the merger, will be the Combined Company. The REUs provide the holder with a right to receive a post-termination payment subject to a vesting schedule. The number of REUs and the post-termination payment were based on the closing price of eSpeed Class A common stock on the date of the grant.

**Table of Contents**

- (2) The RSU awards are issuable upon the closing of the merger. Each of these RSUs represents the right to acquire one share of Combined Company common stock under the Plan, vesting in either 50% or one-third increments, subject to certain conditions.
- (3) REUs were awarded on December 31, 2007 and have aggregate post-termination payments of \$3,000,000, \$1,500,000 and \$1,500,000 for Messrs. Lutnick, Amaitis and Lynn, respectively. The number of REUs and the post-termination payments were based on the closing price of eSpeed Class A common stock of \$11.30 on December 31, 2007.
- (4) REUs were awarded on December 14, 2007 and have an aggregate post-termination payment of \$427,500. The number of REUs and the post-termination payments were based on the closing price of eSpeed Class A common stock of \$10.20 on December 14, 2007.
- (5) Mr. Saltzman terminated his employment on January 23, 2008.
- (6) REUs were awarded on December 14, 2007 and December 31, 2007 and have aggregate post-termination payments of \$125,000 and \$100,000, respectively. The number of REUs and the post-termination payments were based the closing prices of eSpeed Class A common stock of \$10.20 and \$11.30 on December 14, 2007 and December 31, 2007, respectively.
- (7) Includes 148,543 REUs awarded on December 14, 2007 that have aggregate post-termination payments of \$1,515,143. The number of REUs and the post-termination payments were based on the closing price of eSpeed Class A common stock of \$10.20 on December 14, 2007. Also, includes 526,315 REUs to be issued as partial consideration for BGC's acquisition of Radix. The aggregate value of the REUs was \$5 million. The number of REUs was based on a share price of \$9.50, which was the approximate price per share of eSpeed's Class A common stock during the period in which the parties reached agreement in principle regarding a transaction.
- (8) REUs were awarded on December 14, 2007 and have aggregate post-termination payments of \$2,817,279. The number of REUs and the post-termination payments were based on the closing price of eSpeed Class A common stock of \$10.20 on December 14, 2007.

The flexible terms of the Equity Plan are intended to, among other things, permit our compensation committee to impose performance conditions with respect to any award, thereby requiring forfeiture of all or part of an award if performance objectives are not met, or linking the time of exercisability or settlement of an award to the achievement of performance conditions. The performance goals, to the extent designed to meet the requirements of Section 162(m) of the Code, will be based solely on one or more of the following measures: (i) pre-tax or after-tax net income; (ii) pre-tax or after-tax operating income; (iii) gross revenue; (iv) profit margin; (v) stock price; (vi) cash flows; (vii) market share; (viii) pre-tax or after-tax earnings per share; (ix) pre-tax or after-tax operating earnings per share; (x) expenses; (xi) return on equity; or (xii) strategic business criteria consisting of one or more objectives based upon meeting specified revenue, market penetration or geographic business expansion goals, cost targets and goals relating to acquisitions or divestitures. The determination of whether any performance goal is satisfied will be made in accordance with U.S. GAAP, to the extent relevant. However, in connection with any goal that is based upon operating income or operating earnings, the calculation may be made on the same basis as reflected in an release of earnings for a previously completed period as specified by the compensation committee.

As noted above, the maximum number of shares of our Class A common stock that may be subject to outstanding awards under the Equity Plan, as proposed to be amended, may not exceed the greater of 15% of the aggregate number of shares of all classes of our common stock outstanding, determined immediately after each award is granted, or 40 million shares. The Equity Plan, as proposed to be amended, contains an overall limit on the number of shares of Class A common stock that may be issued pursuant to the exercise or settlement of all awards granted under the Equity Plan of 60 million shares, all of which may be shares of Class A common stock subject to ISOs.

As of January 24, 2008, 15,832,016 shares of our Class A common stock were subject to outstanding awards under the Equity Plan, and an aggregate of 2,247,177 shares of Class A common stock had been issued pursuant to the exercise or settlement of all awards granted under the Equity Plan since its inception in 1999. Accordingly,

---

**Table of Contents**

as of such date, under the current Equity Plan 2,667,984 additional shares could be the subject of new awards, and 27,752,823 shares would remain to be issued in settlement or exercise of outstanding (15,832,016 shares) and new (11,920,807 shares) awards. Under the Equity Plan as proposed to be amended, and assuming no new grants or settlements or exercises of awards before this proposal becomes effective and an increase of 21,968,971 issued and outstanding shares of our common stock as a result of the merger, upon the effectiveness of the merger 3,756,475 additional shares would be subject to awards as set forth in the above table, 20,411,509 additional shares could be the subject of new awards, and 57,752,823 shares would remain to be issued in settlement or exercise of outstanding (19,588,491 shares) and new (38,164,332 shares) awards. The number and kind of shares of our common stock provided for under the Equity Plan is subject to adjustment, as discussed below.

The Equity Plan also provides that, during any calendar year, no participant may be granted awards that may be settled by delivery of more than five million shares of our Class A common stock, subject to adjustment. In addition, with respect to awards that may be settled in cash (in whole or in part), no participant may be paid during any calendar year cash amounts relating to such awards that exceed the greater of the fair market value of the number of shares of Class A common stock set forth in the preceding sentence at the date of grant or the date of settlement of award. We are not proposing any changes to these per-participant limits in this proposal. The last sales price of our Class A common stock on January 24, 2008 was \$11.67 per share.

In the event that our compensation committee determines that any recapitalization, forward or reverse split, reorganization, merger, consolidation, spin-off, combination, repurchase or exchange of shares or other securities, stock dividend or other special, large and non-recurring dividend or distribution (whether in the form of cash, securities or other property), liquidation, dissolution, or other similar corporate transaction or event, affects our shares such that an adjustment is appropriate in order to prevent dilution or enlargement of the rights of participants under the Equity Plan, then the committee shall, in such manner as it may deem equitable, adjust any or all of (i) the number and kind of shares of stock reserved and available for awards under the Equity Plan, including shares reserved for ISOs; (ii) the number and kind of shares of stock specified in the annual per-participant limitations under the Equity Plan; (iii) the number and kind of shares of outstanding restricted stock or other outstanding awards in connection with which shares have been issued; (iv) the number and kind of shares that may be issued in respect of other outstanding awards; and (v) the exercise price, grant price or purchase price relating to any award (or, if deemed appropriate, the committee may make provision for a cash payment, including, without limitation, payment based upon the intrinsic (i.e., in-the-money) value, if any, with respect to any outstanding award). In addition, the compensation committee shall make appropriate adjustments in the terms and conditions of, and the criteria included in, awards (including, without limitation, cancellation of unexercised or outstanding awards, or substitution of awards using stock of a successor or other entity) in recognition of unusual or nonrecurring events (including, without limitation, events described in the preceding sentence and events constituting a change in control) affecting us or our financial statements, or in response to changes in applicable law, regulation, or accounting principles.

Except as otherwise provided in individual award agreements, all conditions and restrictions relating to the continued performance of services with respect to the exercisability or full enjoyment of an award will accelerate or otherwise lapse immediately prior to a change in control (as defined in the Equity Plan). Upon the consummation of any transaction whereby we become a wholly-owned subsidiary of any corporation, all options outstanding under the Equity Plan will terminate (after taking into account any accelerated vesting), with or without the payment of any consideration therefor, including, without limitation, payment of the intrinsic (i.e., in-the-money) value of such options, as determined by the committee, unless such other corporation continues or assumes the Equity Plan as it relates to options then outstanding (in which case such other corporation will be treated as us for all purposes under the Equity Plan, and, the compensation committee of such other corporation shall make appropriate adjustment in the number and kind of shares of stock subject thereto and the exercise price per share thereof to reflect consummation of such transaction). If the Equity Plan is not to be so assumed, we will notify the participant at least ten days in advance of the consummation of such transaction.

---

## **Table of Contents**

As to any award granted as a stock option or SAR, the Equity Plan includes a restriction providing that the compensation committee may not, without prior stockholder approval to the extent required under applicable law or regulation, subsequently reduce the exercise price or grant price relating to such award, or take such other actions as may be considered a repricing of such award under U.S. GAAP. Adjustments to the exercise price or number of shares of our Class A common stock subject to an option to reflect the effects of a stock split or other extraordinary corporate transaction will not constitute a repricing.

We may not, in connection with any award, extend, maintain, renew, guarantee or arrange for credit in the form of a personal loan to any participant who is our director or executive officer (within the meaning of the Exchange Act). With the consent of the compensation committee, and subject at all times to, and only to the extent, if any, permitted under applicable law and regulation and other binding obligations or provisions applicable to us, we may extend, maintain, renew, guarantee or arrange for credit in the form of a personal loan to a participant who is not our director or executive officer in connection with any award, including the payment by such participant of any or all federal, state or local income or other taxes due in connection with any award.

The Equity Plan may be amended, altered, suspended, discontinued or terminated by our board of directors without stockholder approval unless such approval is required by law or regulation, including, without limitation, under the rules of any stock exchange or automated quotation system on which our Class A common stock is then listed or quoted. Stockholder approval will not be deemed to be required under laws or regulations that condition favorable tax treatment on such approval, although our board of directors may, in its discretion, seek stockholder approval in any circumstances in which it deems such approval advisable. The compensation committee may waive any conditions or amend, alter, suspend, discontinue or terminate any award under the Equity Plan. No such change to the Equity Plan or any award may, without the participant's consent, materially impair the rights of the participant under an outstanding award except as provided in the Equity Plan or applicable award agreement.

### **Material Federal Income Tax Consequences**

The following is a brief description of the federal income tax consequences generally arising with respect to awards that may be granted under the Equity Plan. This discussion is intended for the information of our stockholders considering how to vote at the special meeting and not as tax guidance to individuals who may participate in the Equity Plan. The summary does not address the effects of other federal taxes or taxes imposed under state, local or foreign laws.

The grant of an option or SAR will create no tax consequences for the participant or us. A participant will not have taxable income upon exercising an ISO (except that the alternative minimum tax may apply), and we will receive no tax deduction at that time. Upon exercising an option other than an ISO, the participant must generally recognize ordinary income equal to the difference between the exercise price and the fair market value of the freely transferable and nonforfeitable stock received. In each case, we will generally be entitled to a tax deduction equal to the amount recognized as ordinary income by the participant.

A participant's disposition of stock acquired upon the exercise of an option or SAR generally will result in capital gain or loss measured by the difference between the sale price and the participant's tax basis in such stock (or the exercise price of the option in the case of stock acquired by exercise of an ISO and held for the applicable ISO holding periods). Generally, there will be no tax consequences to us in connection with a disposition of stock acquired upon the exercise of an option or other award, except that we will generally be entitled to a tax deduction (and the participant will recognize ordinary taxable income) if stock acquired upon exercise of an ISO is disposed of before the applicable ISO holding periods have been satisfied.

With respect to awards granted under the Equity Plan that may be settled either in cash or in stock or other property that is either not restricted as to transferability or not subject to a substantial risk of forfeiture, the participant generally must recognize ordinary income equal to the cash or fair market value of stock or other property received. We will generally be entitled to a tax deduction for the same amount. With respect to awards



---

**Table of Contents**

involving stock or other property that is restricted as to transferability and subject to a substantial risk of forfeiture, the participant generally must recognize ordinary income equal to the fair market value of the stock or other property received at the first time the stock or other property become transferable or not subject to a substantial risk of forfeiture, whichever occurs earlier. We will generally be entitled to a tax deduction in an amount equal to the ordinary income recognized by the participant. A participant may elect to be taxed at the time of receipt of the stock or other property rather than upon the lapse of restrictions on transferability or substantial risk of forfeiture, but if the participant subsequently forfeits such stock or property, the participant would not be entitled to any tax deduction, including capital loss, for the value of the stock or property on which the participant previously paid tax. Such election must be made and filed with the Internal Revenue Service within 30 days after the receipt of the stock or other property.

As discussed above, in certain cases the tax deduction to which we otherwise are entitled may be limited by application of Section 162(m) of the Code, which generally disallows a publicly-held corporation's federal income tax deduction for compensation paid to its chief executive officer and certain of its other most highly compensated executive officers in excess of \$1,000,000 in any year; however, compensation that qualifies as performance-based compensation is excluded from the \$1,000,000 deductibility cap. We intend that options and SARs granted under the Equity Plan at the fair market value of our Class A common stock on the date of grant will qualify as performance-based compensation. Stock units, performance units, stock awards, dividend equivalents and other stock-based awards granted under the Equity Plan will qualify as performance-based compensation only when our compensation committee or board of directors conditions such grants on the achievement of specified performance goals in accordance with the requirements of Section 162(m) of the Code.

Under Section 409A of the Code, an award under the Equity Plan may be taxable to the participant at 20 percentage points above ordinary income tax rates at the time the award becomes vested, plus interest and penalties, even if that is prior to the delivery of cash or stock in settlement of the award, if the award constitutes deferred compensation under Section 409A of the Code, and the requirements of Section 409A of the Code are not satisfied.

The Equity Plan provides that we have the right to require participants under the Equity Plan to pay us an amount necessary for us to satisfy our federal, state and local tax withholding obligations with respect to such grants. We may withhold from other amounts payable to such individual an amount necessary to satisfy these obligations. Unless the compensation committee determines otherwise, a participant may satisfy our withholding obligation by having shares acquired pursuant to the grant withheld, or by transferring to us previously acquired shares of Class A common stock.

**Vote Required for Approval**

The affirmative vote of the holders of a majority of the Total Voting Power present in person or represented by proxy at the special meeting and entitled to vote is required to approve the BGC Partners, Inc. Long Term Incentive Plan, as amended and restated.

**Recommendation of the Board of Directors**

**THE eSPEED BOARD OF DIRECTORS RECOMMENDS THAT STOCKHOLDERS VOTE FOR THE APPROVAL OF THE BGC PARTNERS, INC. LONG TERM INCENTIVE PLAN, AS AMENDED AND RESTATED.**

---

**Table of Contents**

**REPORT OF THE AUDIT COMMITTEE**

The audit committee of the eSpeed board of directors is made up solely of independent directors, as defined in the NASDAQ rules, and it operates under a written Charter adopted by the eSpeed board of directors most recently revised by the audit committee and the eSpeed board of directors in August 2004. The composition of the audit committee, the attributes of its members and its responsibilities, as reflected in its Charter, are intended to be in accordance with applicable requirements for corporate audit committees. The audit committee reviews and assesses the adequacy of its Charter on an annual basis. A copy of the Charter is available on eSpeed's website at <http://www.espeed.com> under the heading Investor Info.

As described more fully in its Charter, the primary function of the audit committee is to assist the eSpeed board of directors in its general oversight of eSpeed's financial reporting, internal control and audit process. Management is responsible for the preparation, presentation and integrity of eSpeed's financial statements; accounting and financial reporting principles; internal control; and procedures designed to ensure compliance with accounting standards, applicable laws and regulations. Deloitte & Touche LLP, an independent registered public accounting firm, which we refer to as the Auditor, is responsible for performing an independent audit of eSpeed's annual consolidated financial statements, and a review of its quarterly consolidated financial statements, in accordance with generally accepted auditing standards, and an independent audit of eSpeed's management's annual report on the Company's internal control over financial reporting and on the effectiveness of such control.

The audit committee has the sole authority to appoint or replace the independent registered public accounting firm, and is directly responsible for the oversight of the scope of its role and the determination of its compensation. The audit committee regularly evaluated the performance and independence of Deloitte & Touche LLP and, in addition, reviewed and pre-approved all services provided by Deloitte & Touche LLP during 2006.

The audit committee members are not professional accountants or auditors, and their functions are not intended to duplicate or to certify the activities of management and our Auditor, nor can the audit committee certify that our Auditor is independent under applicable rules. The audit committee serves a board-level oversight role, in which it provides advice, counsel and direction to management and our Auditor on the basis of the information it receives, discussions with management and our Auditor and the experience of the audit committee's members in business, financial and accounting matters.

The audit committee has an annual agenda that includes reviewing eSpeed's financial statements, internal control and audit matters, as well as related-party transactions. The audit committee meets each quarter with management and our Auditor to review eSpeed's interim financial results before the publication of eSpeed's quarterly earnings press releases, and periodically in executive sessions. Management's and our Auditor's presentations to and discussions with the audit committee cover various topics and events that may have significant financial impact and/or are the subject of discussions between management and our Auditor.

In accordance with audit committee policy and the more recent requirements of the law, all services to be provided by Deloitte & Touche LLP and its affiliates are subject to pre-approval by the audit committee. This includes audit services, audit-related services and any tax services and other services.

In fulfilling its responsibilities, the audit committee has met and held discussions with management and Deloitte & Touche LLP regarding the fair and complete presentation of eSpeed's financial results. The audit committee has discussed significant accounting policies applied by the Company in its financial statements, as well as alternative treatments. The audit committee has met to review and discuss the annual audited and quarterly consolidated financial statements for eSpeed for the fiscal year ended December 31, 2006 (including the disclosures contained in eSpeed's Annual Report on Form 10-K/A and Quarterly Reports on Form 10-Q, under the heading Management's Discussion and Analysis of Financial Condition and Results of Operations) with eSpeed's management and Deloitte & Touche LLP. The audit committee also reviewed and discussed with

**Table of Contents**

management, the internal auditors and Deloitte & Touche LLP the reports required by Section 404 of the Sarbanes-Oxley Act, namely, management's annual report on the Company's internal control over financial reporting and Deloitte & Touche LLP's report thereon and on the effectiveness of such control.

The audit committee has discussed with Deloitte & Touche LLP the matters required to be discussed by Statement on Auditing Standards No. 61, *Communication with Audit Committees* (Codification of Statement on Auditing Standards, AU §380), as modified or supplemented. In addition, the audit committee has received the written disclosures and the letter from Deloitte & Touche LLP required by Independence Standards Board Standard No. 1, *Independence Discussions with Audit Committees*, as modified or supplemented, and has discussed with Deloitte & Touche LLP its independence from eSpeed and its management. The audit committee also has considered whether the provision of permitted non-audit services by Deloitte & Touche LLP is compatible with maintaining Deloitte & Touche LLP's independence. The audit committee recommended to the eSpeed board of directors, and the eSpeed board approved, the inclusion of the audited financial statements in eSpeed's Annual Report on Form 10-K/A for the fiscal year ended December 31, 2006 for filing with the Securities and Exchange Commission.

THE AUDIT COMMITTEE\*

Albert M. Weis, Chairman  
John H. Dalton  
Barry M. Sloane

\* The Annual Report on Form 10-K/A for the fiscal year ended December 31, 2006 was approved for filing with the SEC on August 21, 2007 by the eSpeed Audit Committee as of such date, consisting of John H. Dalton, Barry M. Gosin, Barry M. Sloane and Albert M. Weis.

**Table of Contents****INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM FEES**

The following table sets forth the aggregate fees incurred by eSpeed for audit and other services rendered by Deloitte & Touche LLP during the fiscal years ended December 31, 2006 and December 31, 2005:

	<b>Fiscal Year Ended December 31,</b>	
	<b>2006</b>	<b>2005</b>
Audit fees (a)	\$ 1,040,547	\$ 957,953
Audit-related fees (b)	20,000	65,000
Tax fees		
All other fees		
<b>Total</b>	<b>\$ 1,060,547</b>	<b>\$ 1,022,953</b>

(a) Audit fees consisted of: (i) the audit of our consolidated financial statements included in our Annual Reports on Form 10-K; (ii) reviews of the interim condensed consolidated financial statements included in our Quarterly Reports on Form 10-Q; (iii) the audit of the eSpeed, Inc. Deferral Plan for Employees of Cantor Fitzgerald, L.P. and its Affiliates; and (iv) statutory and regulatory audits and other services related to SEC matters. Audit fees for 2006 and 2005 also include the audit of management's report on the effectiveness of our internal control over financial reporting, as required by Section 404 of the Sarbanes-Oxley Act.

(b) Fees for audit-related services consisted of financial accounting and reporting consultations.

In considering the nature of the services provided by Deloitte & Touche LLP, eSpeed's audit committee determined that such services are compatible with the provision of independent audit services. The audit committee discussed these services with Deloitte & Touche LLP and management and determined that they are permitted under the rules and regulations concerning auditor independence. All of the services provided above were pre-approved by the audit committee pursuant to policies set forth in the Audit Committee Charter.

A representative of Deloitte & Touche LLP will be present at the special meeting and will be afforded the opportunity to make a statement if he or she decides to do so. The representative will also be available to respond to appropriate questions from stockholders at the special meeting.

**EXPENSES OF SOLICITATION**

The total cost of the proxy solicitation will be borne by eSpeed. In addition to the mails, proxies may be solicited by eSpeed's directors and officers by personal interviews, telephone and telegraph. It is anticipated that banks, brokerage houses and other custodians, nominees and fiduciaries will forward soliciting material to the beneficial owners of shares of Class A common stock and Class B common stock entitled to vote at the special meeting and that such persons will be reimbursed for their out-of-pocket expenses incurred in this connection.

**STOCKHOLDER PROPOSALS**

Stockholder proposals for inclusion in the proxy statement for the 2008 annual meeting of stockholders were required to have been submitted in writing to eSpeed for receipt by January 15, 2008 and to have complied with the proxy rules relating to stockholder proposals, in particular Rule 14a-8 under the Exchange Act and eSpeed's by-law provisions. Stockholders who wish to submit a proposal for consideration at eSpeed's 2008 annual meeting, but who do not wish to submit a proposal for inclusion in eSpeed's proxy materials pursuant to Rule 14a-8 under the Exchange Act, should deliver to eSpeed a copy of their proposal no later than March 31, 2008. If a stockholder fails to provide such 45-day notice, the respective proposal need not be addressed in the proxy materials and the proxies may exercise their discretionary voting authority when the proposal is raised at the annual meeting. In either case, proposals should be sent to eSpeed, Inc., Attention: Secretary, 110 East 59th Street, New York, New York 10022.

**Table of Contents**

**SECTION 16(a) BENEFICIAL OWNERSHIP REPORTING COMPLIANCE**

Under the securities laws of the United States, eSpeed's directors, executive officers and any person holding more than 10% of its Class A common stock are required to file initial forms of ownership of its Class A common stock and reports of changes in that ownership with the SEC. Based solely on eSpeed's review of the copies of such forms received by it with respect to 2006, to the best of our knowledge, all reports were filed on a timely basis.

**CODE OF ETHICS AND WHISTLEBLOWER PROCEDURES**

In 2004, eSpeed adopted the eSpeed Code of Business Conduct and Ethics, which we refer to as the Code of Ethics, a code of ethics that applies to members of the eSpeed board of directors, the Chief Executive Officer, the Chief Financial Officer, the Principal Accounting Officer, the Controller, the other executive officers and eSpeed's other employees. The Code of Ethics is publicly available on eSpeed's website at <http://www.espeed.com> under the heading Investor Info. If eSpeed makes any substantive amendments to the Code of Ethics or grants any waiver, including any implicit waiver, from a provision of the Code of Ethics to its directors or executive officers, it will disclose the nature of such amendment or waiver on its website or in a Current Report on Form 8-K.

In accordance with the requirements of the Sarbanes-Oxley Act, the audit committee has established procedures for the receipt, retention and treatment of complaints regarding accounting, internal accounting controls or auditing matters, and for the confidential, anonymous reporting of employee concerns regarding questionable accounting or auditing matters. The General Counsel and the Chairman of the audit committee will direct the investigation of any such complaints in accordance with the procedures.

**MISCELLANEOUS**

The eSpeed board of directors knows of no other business to be presented at the special meeting. If, however, other matters properly do come before the special meeting, it is intended that the proxies in the accompanying form will be voted thereon in accordance with the judgment of the person or persons holding such proxies.

**WHERE YOU CAN FIND MORE INFORMATION**

We file annual and periodic reports with the SEC. You may read and copy any document we file at the SEC's public reference room located at One Station Place, 100 F Street, N.E., Washington, D.C. 20549. You can also request copies of the documents, upon payment of a duplicating fee, by writing the Public Reference Section of the SEC. Please call the SEC at 1-800-SEC-0330 for further information on the public reference room. These filings are also available to the public from the SEC's web site at <http://www.sec.gov>.

**DOCUMENTS INCORPORATED BY REFERENCE**

The SEC allows us to incorporate by reference the information we file with it, which means that we can disclose important information to you by referring you to those documents. The information incorporated by reference is considered to be part of this proxy statement. We incorporate by reference the documents listed below:

eSpeed's Annual Report on Form 10-K/A for the fiscal year ended December 31, 2006, filed with the SEC on August 23, 2007;

**Table of Contents**

eSpeed's Quarterly Report on Form 10-Q/A for the quarter ended March 31, 2007, filed with the SEC on August 23, 2007;

eSpeed's Quarterly Report on Form 10-Q for the quarter ended June 30, 2007, filed with the SEC on August 23, 2007;

eSpeed's Quarterly Report on Form 10-Q for the quarter ended September 30, 2007, filed with the SEC on November 9, 2007; and

eSpeed's Current Reports on Form 8-K, filed with the SEC on January 3, 2007, February 6, 2007, April 19, 2007, May 2, 2007, May 30, 2007, June 4, 2007, July 31, 2007, August 21, 2007, August 30, 2007, October 1, 2007, October 12, 2007, November 8, 2007, November 14, 2007, December 27, 2007 and January 23, 2008.

**You should rely only on the information provided in this proxy statement and the annexes hereto, as well as the information incorporated herein by reference. We have not authorized anyone to provide you with different information. You should not assume that the information in this proxy statement, the annexes hereto or any documents incorporated herein by reference is accurate as of any date other than the date of the applicable document or any earlier date indicated in such document.**

You may request a copy of these filings, at no cost, by writing us at eSpeed, Inc., Attention: Secretary, 110 East 59th Street, New York, New York 10022.

**YOU ARE URGED TO COMPLETE, DATE, SIGN AND MAIL PROMPTLY THE ENCLOSED PROXY CARD IN THE ENVELOPE PROVIDED. PROMPT RESPONSE WILL GREATLY FACILITATE ARRANGEMENTS FOR THE SPECIAL MEETING, AND YOUR COOPERATION WILL BE APPRECIATED.**

By Order of the Board of Directors,

**STEPHEN M. MERKEL**  
*Executive Vice President,  
General Counsel and Secretary*

New York, New York

February 11, 2008

**Table of Contents**

**BGC DIVISION**

**INDEX TO COMBINED FINANCIAL STATEMENTS**

**FOR THE YEARS ENDED DECEMBER 31, 2006, 2005 AND 2004**

Audited Historical Combined Financial Statements Restated: <u>Report of Independent Registered Public Accounting Firm</u>	FIN-2
<u>Combined Statements of Financial Condition</u>	FIN-3
<u>Combined Statements of Operations</u>	FIN-4
<u>Combined Statements of Cash Flows</u>	FIN-5
<u>Combined Statements of Changes in Net Assets</u>	FIN-6
<u>Notes to Combined Financial Statements</u>	FIN-7

**FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2007 AND 2006**

Unaudited Historical Condensed Combined Financial Statements Restated: <u>Condensed Combined Statements of Financial Condition</u>	FIN-39
<u>Condensed Combined Statements of Operations</u>	FIN-40
<u>Condensed Combined Statements of Cash Flows</u>	FIN-41
<u>Condensed Combined Statement of Changes in Net Assets</u>	FIN-42
<u>Notes to Condensed Combined Financial Statements</u>	FIN-43

These historical Combined Financial Statements reflect the historical results of operations and financial position of the BGC Division (the Division or BGC ) for all periods presented. Accordingly, these historical Combined Financial Statements do not reflect what the results of operations and financial position of the Division would have been had the Division been a stand-alone, public company for the periods presented. Specifically, the historical results of operations do not give effect to the following matters:

Revenues earned by the Division under the joint services agreement for providing clearing, settlement and other back office services in the U.S. for trades that are fully-electronic.

The impact of U.S. federal income taxes to which the Division, as part of a public company, will be subject. The Division, except for BGC Financial Group Inc., has operated in the U.S. as part of a partnership for U.S. federal income tax purposes. As a result, the Division's income has not been subject to U.S. federal income taxes. Taxes related to income earned by partnerships represent obligations of the individual partners. Outside the U.S., the Division historically has operated principally through subsidiary corporations and has been subject to local income taxes. Income taxes shown on the Division's historical Combined Statements of Operations are attributable to taxes incurred in non-U.S. entities and to New York City Unincorporated Business Tax ( UBT ) attributable to the Division's operations apportioned to New York City.

In the first quarter of 2007 there was a transfer of the Division's U.K. back office support services to a separate service company which is owned 52% by the Division and 48% by Cantor Fitzgerald, L.P. Prior period historical results of operations do not give effect to the transfer.

FIN-1

**Table of Contents**

**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

To the management of BGC Division,

We have audited the accompanying combined statements of financial condition of BGC Division (the Division ) as of December 31, 2006 and 2005, and the related combined statements of operations, cash flows and changes in net assets for each of the three years in the period ended December 31, 2006. These financial statements are the responsibility of the Division's management. Our responsibility is to express an opinion on these combined financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. The Division is not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. Our audits included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Division's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

As discussed in Note 21, the combined financial statements have been restated.

In our opinion, such combined financial statements present fairly, in all material respects, the financial position of BGC Division at December 31, 2006 and 2005, and the results of its operations, its cash flows and its net assets for each of the three years in the period ended December 31, 2006, in conformity with accounting principles generally accepted in the United States of America.

As discussed in Note 2 to the Combined Financial Statements, in 2006 the Division changed its method of accounting for share-based payments to conform to Statement of Financial Accounting Standards No. 123R, *Share-Based Payment*.

/s/ Deloitte & Touche LLP

New York, New York

April 30, 2007 (November 2, 2007 as to Note 21)

FIN-2



**Table of Contents****BGC DIVISION****COMBINED STATEMENTS OF FINANCIAL CONDITION**

(in thousands)

	December 31,	
	2006	2005
	Restated see Note 21	
<b>Assets</b>		
Cash and cash equivalents	\$ 109,050	\$ 127,367
Cash segregated under regulatory requirements	4,119	2,378
Securities purchased under agreements to resell	34,046	16,120
Securities owned:		
Pledged as collateral	28,234	19,289
Unencumbered	40,767	40,206
Receivables from brokers, dealers, clearing organizations, customers and related broker-dealers	452,925	309,509
Accrued commissions receivable, net of allowance for doubtful accounts	113,783	91,899
Receivables from related parties	82,104	42,665
Forgivable loans and other receivables from employees	53,012	57,520
Fixed assets, net	78,114	59,180
Investment	9,776	9,702
Goodwill	55,044	47,007
Other intangibles, net	9,621	12,069
Other assets	47,271	40,148
<b>Total assets</b>	<b>\$ 1,117,866</b>	<b>\$ 875,059</b>
<b>Liabilities and Net Assets</b>		
Accrued compensation	\$ 49,319	\$ 44,136
Securities loaned to related parties		8,201
Payables to brokers, dealers, clearing organizations, customers and related broker-dealers	410,834	283,591
Payables to related parties	112,710	87,971
Securities sold under agreements to repurchase	25,313	
Short-term borrowings		8,470
Current portion of long-term debt to related parties	46,000	
Accounts payable, accrued and other liabilities	191,078	123,116
<b>Total current liabilities</b>	<b>835,254</b>	<b>555,485</b>
Long-term notes to related parties	202,896	154,318
<b>Total liabilities</b>	<b>1,038,150</b>	<b>709,803</b>
Commitments, contingencies and guarantees (Note 15)		
Minority interest	7,043	7,032
Net assets	72,673	158,224
<b>Total liabilities and net assets</b>	<b>\$ 1,117,866</b>	<b>\$ 875,059</b>

*The accompanying Notes to Combined Financial Statements are an integral part of these financial statements.*



**Table of Contents****BGC DIVISION****COMBINED STATEMENTS OF OPERATIONS**

(in thousands)

	Year Ended December 31,		
	2006 Restated see Note 21	2005	2004
<b>Revenues:</b>			
Commissions	\$ 512,075	\$ 343,327	\$ 165,410
Principal transactions	134,939	119,586	125,272
Fees from related parties	22,498	13,059	11,501
Market data	17,409	16,283	14,307
Interest income	21,545	9,048	1,055
Other revenues	19,614	2,432	10,276
<b>Total revenues</b>	<b>728,080</b>	<b>503,735</b>	<b>327,821</b>
<b>Expenses:</b>			
Compensation and employee benefits	510,893	386,752	193,405
Occupancy and equipment	70,790	43,890	18,805
Communications	47,712	37,214	20,330
Professional and consulting fees	43,906	30,603	11,329
Fees to related parties	47,842	33,277	28,001
Selling and promotion	43,912	33,550	26,189
Commissions and floor brokerage	8,593	7,000	3,571
Interest expense	30,069	13,875	6,124
Other expenses	38,861	21,158	16,421
<b>Total expenses</b>	<b>842,578</b>	<b>607,319</b>	<b>324,175</b>
(Loss) income from continuing operations before income taxes and minority interest	(114,498)	(103,584)	3,646
Minority interest	11	(16)	(54)
(Benefit) provision for income taxes	(1,843)	(7,634)	2,577
(Loss) income from continuing operations	(112,666)	(95,934)	1,123
Loss from discontinued operations	(646)	(145)	
Income tax (provision) benefit from discontinued operations	(4)	28	
Cumulative effect of a change in accounting principle	(10,080)		
<b>Net (loss) income</b>	<b>\$ (123,396)</b>	<b>\$ (96,051)</b>	<b>\$ 1,123</b>

*The accompanying Notes to Combined Financial Statements are an integral part of these financial statements.*

**Table of Contents****BGC DIVISION****COMBINED STATEMENTS OF CASH FLOWS**

(in thousands)

	Year Ended December 31,		
	2006 Restated see Note 21	2005 Restated see Note 21	2004
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Net (loss) income	\$ (123,396)	\$ (96,051)	\$ 1,123
Adjustments to reconcile net (loss) income to net cash used in operating activities:			
Depreciation and amortization	24,584	22,192	6,605
Forgivable loan amortization	37,158	28,397	10,088
Distributions on grant units	3,125	1,089	2,222
Recognition of fair market value of grant options upon initial adoption of SFAS 123R	10,080		
Fair market value adjustment of grant units	18,152		
Minority interest	11	(16)	(54)
Decrease in deferred income tax liability	(2,347)	(3,409)	(531)
Other	(156)		
Changes in operating assets and liabilities:			
(Increase) decrease in cash segregated under regulatory requirements	(1,741)	1,156	(2,132)
(Increase) decrease in securities purchased under agreements to resell	(17,926)	(16,120)	3,612
(Increase) decrease in securities owned	447	5,151	(29,961)
Increase in receivables from brokers, dealers, clearing organizations, customers and related broker-dealers	(143,416)	(129,686)	(99,407)
Increase in accrued commissions receivable, net of allowance for doubtful accounts	(19,016)	(15,149)	(36,459)
(Increase) decrease in receivables from related parties	(39,439)	39,411	(39,576)
Increase in forgivable loans and other receivables from employees	(32,650)	(64,387)	(16,716)
(Increase) decrease in other assets			