

# Data & Feeds and Data Intelligence

Stuart Brown & Dmitri Sedov

# L



# SEG



**LSEG**

Capital Markets Day **2023**

# Data & Feeds

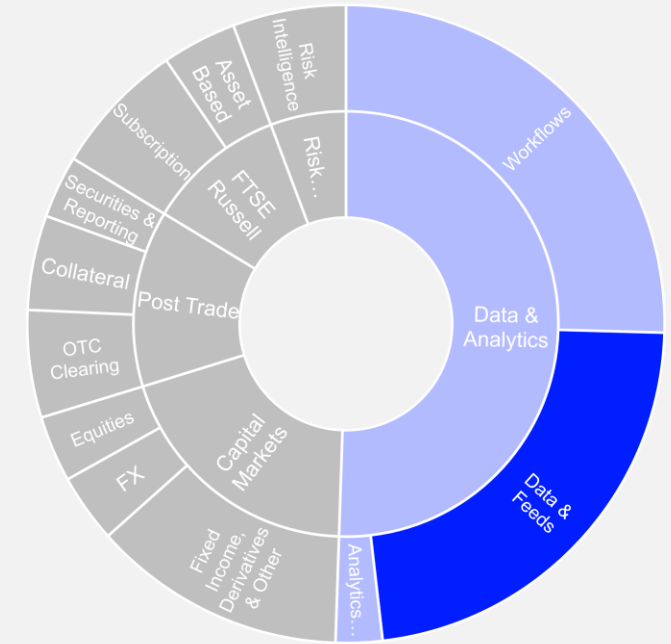
Data & Feeds consolidates all our data businesses across Data & Analytics; comprising Enterprise Data Solutions and other data and feeds revenues previously reported within Investment Solutions (Quantitative Analytics & Content) and Wealth (Digital Wealth Solutions).

Data & Feeds serves the **entire spectrum** of business-critical data needs across **asset classes, latencies and delivery mechanisms** including real-time data and news, text, reference and legal entity data.

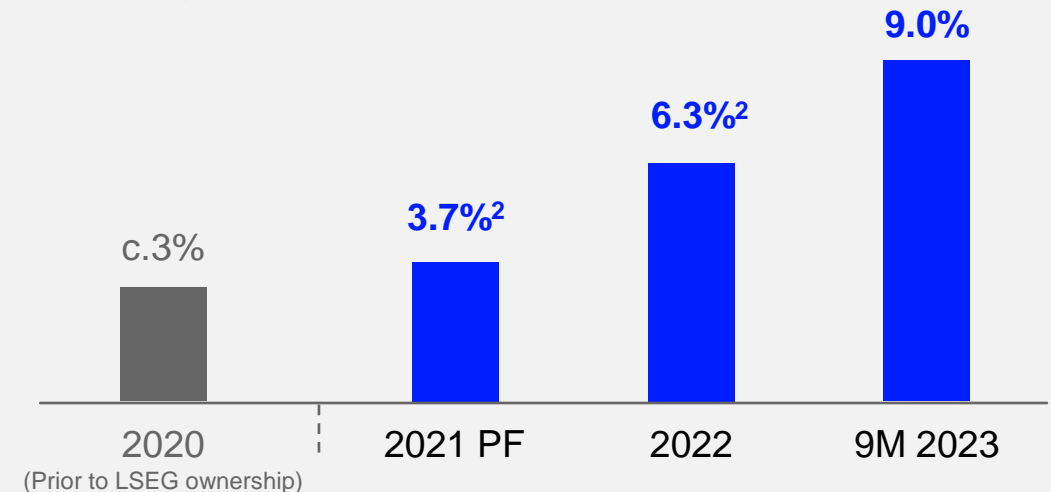
## Key differentiators

- Breadth and depth of data; tick history dating back 25+ years
- Fastest, most connected, and most reliable real-time network
- Trusted partners: **open** access model and **customer choice** of distribution channels and latency

**23%** of the Group in 2022



Revenue growth 2020 - 2023<sup>1</sup>



# Data Intelligence

LSEG has a long history powering financial services with best-in-class content, analytics and workflows, through sourcing, transforming and distributing the **world's most comprehensive financial data** to our customers.

In partnership with Microsoft, we are developing the **next-gen content ecosystem**, which **reinvents the data experience** for LSEG and our customers, addressing the growing number of challenges around handling data.



## LSEG benefits







- Modernised content mastering, transformation and distribution engine, consolidating LSEG datasets onto one flexible infrastructure powering Workflows, Analytics and Data & Feeds
- Improved DaaS<sup>1</sup> and DMaaS<sup>2</sup> commercialisation opportunities
- Platform for AI-enabled innovation, accelerating new product development and time-to-market



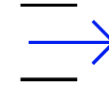
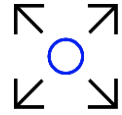
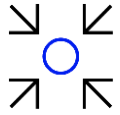
## Customer benefits

- Greater value and insights from LSEG's industry-leading content, on-prem or through any cloud provider. Relentless focus on data quality
- Reduced data management costs and AI-enabled content interoperability at an improved TCO<sup>3</sup>
- Ability to ascertain the origins of customers' data with confidence, understand associated IP rights, and meet regulatory and compliance standards

# Market growth drivers

	Industry, customer & macro trends	Future growth driver	Implications for our customers
Customer trends	<b>More insights and value out of data</b>		Solutions that offer a fully concorded data experience enterprise-wide, with reduced complexity and increased flexibility
	<b>Rising cost pressures</b>		Appetite to consolidate vendors, simplify data spend and vendor management to reduce TCO. New opportunities arising in unvented spaces e.g. outsourced data management including value-added content enrichment
Technology adoption	<b>Text insights</b>		New data inputs for trading and risk management – building on existing tick history and machine-readable news to deepen analysis
	<b>Higher demand for customised solutions</b>		New technologies driving automation and streamlining of workflows; looking for agile, flexible solutions
	<b>Data trust &amp; risk management</b>		Quality and accuracy of data inputs are paramount; growing need to monitor usage rights, compliance and audit risks
Regulatory	<b>Regulatory landscape incl. financial crime</b>		Solutions that enable regulatory compliance (e.g. Basel III, MiFID II, AML)

# Near-term and longer-term priorities for growth



Today

Medium term

Long term

## Integrate our investments

- Data across the **latency spectrum** through **distribution channel of choice** (cloud or on-premise)
- Powerful combination of **Tick History & PCAP<sup>1</sup>** data
- Delivery of **revenue synergies** with FTSE Russell
- Data storage management

## Enhance our offering

- Redistribution partnerships **at scale**
- **Extend our offering** and capabilities in:
  - Direct feeds
  - Text analytics and machine-ready text
- In partnership with Microsoft, **a step change in the data experience** through:
  - **Data as a Service** (DaaS)
  - **Data Management as a Service** (DMaaS)
  - **Data Trust:** IP rights tracking and transparent data lineage

## Build new markets

- Strengthening and expanding into **adjacent services and industry verticals** e.g. corporates, insurance, supply chain management
- Industry leader in leveraging technology and Gen AI for **new insights, data products and efficiencies** cross verticals

# Partnering with the rest of LSEG

## Capital Markets & Post Trade

---

### PRS:

Tradeweb and LCH trade reference data used to derive reference pricing

### FRTB:

Using fixed income data from Tradeweb and LCH to increase the cross-asset coverage in our FRTB solution, helping banks mitigate new capital requirements

### News & Content:

Supplied as part of Capital Markets offerings in LSE and Spark Live

## Data & Analytics

---

### Text:

Machine-readable news and text to be offered alongside text analytics

### Data Platform:

Transitioning to a single, cloud-based data platform, powering Workflows, Analytics and Data & Feeds

## FTSE Russell

---

### Data:

Enabling new index creation spanning pricing, reference and ESG data

# Today's speakers



**Stuart Brown**  
Head of Data & Feeds

Stuart is Head of Data & Feeds, having previously led Enterprise Data Solutions' growth and product strategy since 2020. Stuart's portfolio includes Real-Time Data & Technology including cloud solutions, Low Latency, Historical Data, Pricing & Reference Services, Quantitative Data Solutions, Wealth Digital Solutions, Economics and News/Text. Stuart also owns the global relationship with Thomson Reuters for News and is LSEG's Board Member of LabCI Limited, a key solutions partner delivering Digital Wealth Solutions in Asia.

---

Stuart has over twenty-seven years' experience delivering electronic Trading & Data solutions for the financial markets, with fifteen years based in Asia covering the region where he led Thomson Reuters Financial & Risk, as well as Refinitiv's

Emerging & Frontier markets businesses globally. Stuart joined Reuters in London in 1996 and has played key global roles through the merger with Thomson Financial and then the Refinitiv spin-off led by Blackstone.



**Dmitri Sedov**  
Head of Data Intelligence

Dmitri Sedov is Head of Data Intelligence at LSEG, leading the transformation of how capital market professionals discover, source, analyse and manage data. In partnership with Microsoft, Dmitri and his team are building a next-gen data technology engine that will enable greater insights for our customers who rely on LSEG for data, indices and analytics, capital formation, trade execution at a lower total cost for global financial markets participants.

---

Dmitri joined LSEG from Nasdaq where he was Chief Product Officer of Investment Intelligence. Prior to that he held senior roles at Preqin and S&P Global and S&P ratings.

Dmitri is passionate about entrepreneurship and sustainability, having co-founded ESGINE, an AI-enabled sustainability

reporting, and served on the City of London's Green Finance Initiative, the G20 Green Finance Working Group, and the Taskforce on Climate-Related Financial Disclosures (TCFD). He's been a speaker at many UN Climate Summits, Milken Institute Conference Series, and GreenBiz Forums.