

Data & Analytics

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SEG



LSEG

Capital Markets Day **2023**

We are a global leader in Data & Analytics

Our unique offering...

Broadest and deepest data

Quality and integrity of data

Fast and highly-connected network

Proprietary distribution technology

Leading analytics

Integrated with customers' processes

And global reach

>45,000 customers

across c.190 countries¹

99

of top 100
global banks

75

of top 100
asset managers

>400,000

end users



Aligning our reporting structure with how we run the D&A division

Workflows

All LSEG user interfaces and workflow tools

- #2 global provider of user interfaces ('desktops') for financial services¹
- Agile cloud-native Workspace interface
- Execution and order management, messaging and other workflow tools

Data & Feeds

All real-time, pricing, reference, historical data and technology

- #1 global real-time data provider¹
- Top-3 global provider of pricing and reference data¹
- Unrivalled tick-history data

Analytics

Consolidates our analytics offerings

- #1 in mortgage security analytics¹
- Yield Book fixed income analytics
- Lipper investment fund analytics
- Starmine, Sentimine and other tools

Microsoft partnership:

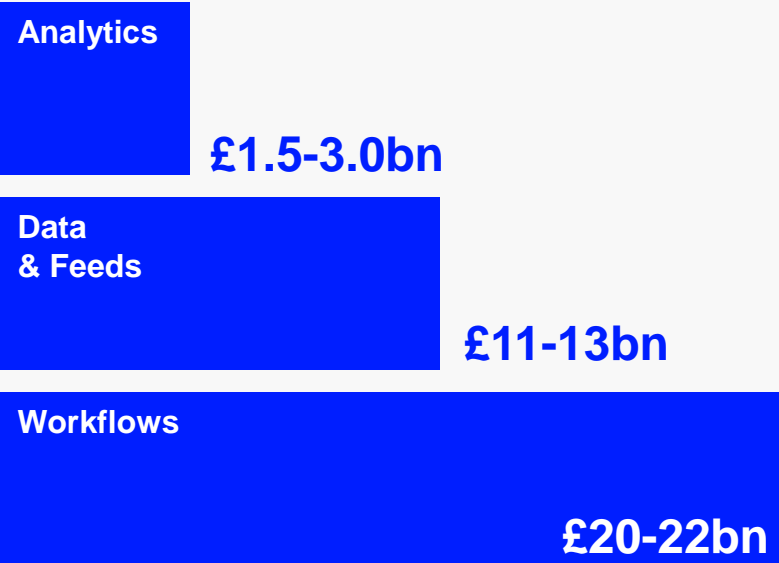
Adds Office365 and Teams integration, and new distribution channels

Accelerates development of data as a service (DaaS) and data management as a service (DMaaS)

Facilitates launch of financial data engineering, modelling and GenAI solutions

Operating in a large and growing segment

A £35bn segment¹, growing at 5-7%



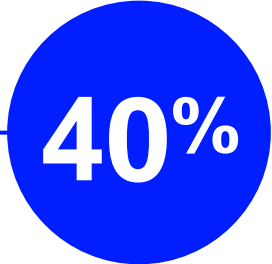
D&A total addressable segment before impact of Microsoft partnership

(2022, vended segment only)

Multiple drivers of structural growth

Adoption of data-driven decision making	Increased use of cloud-based services	Emergence of new asset classes
Socially responsible investing / ESG	Demand for real-time analytics	Increasing demand for custom data
Growth of alternative investment vehicles	Increase in regulation and data protection	Application of generative AI on large datasets

This only represents



of customer spend on Data & Analytics...
the rest is currently in-house

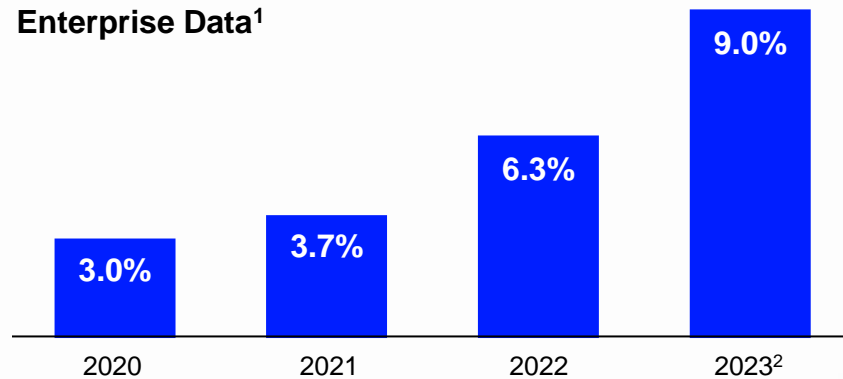
1. Mid-point of £32-38bn addressable segment.

Strong positions in attractive segments

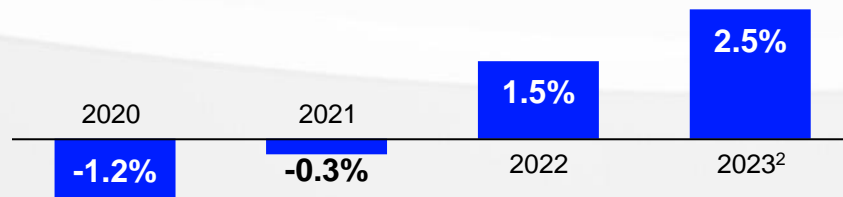
	LSEG rank	Segment size	Segment CAGR	LSEG product example
Buy side				
Investment management	#3	£10 – 11bn	6 – 8%	Datascope
Wealth management	#1	£2.5 – 3.5bn	5 – 7%	Starmine
Sell side				
Fixed Income	varied	£4.5 – 5.5bn	3 – 5%	Yield Book
Equity	#2	£6.5 – 7.5bn	6 – 8%	Real Time
Commodities	#3	£1.0 – 2.0bn	4 – 6%	Workspace
FX/Treasury	#2	£2.0 – 3.0bn	2 – 4%	Electronic Trading
Investment Banking	#2	£3.5 – 4.5bn	4 – 6%	After Market Research (AMR)

Our strategy for growth is working

Enterprise Data¹



Trading and Banking¹



Improving our products

Knowing our customers better

More stretching targets and incentives

Revenue synergies

D&A is a much stronger business today

Organic ASV growth¹

+410
bps

Product retention²

+320
bps

Workspace product satisfaction³

+900
bps

More gains to realise from our existing transformation



Further strengthening our product offering

Continuing to **invest and improve** our core product offering, for example:

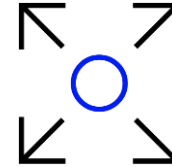
- Workspace rollout largely complete next year
- More seamless integration of our products
- Enhanced capabilities e.g. fixed income



Completing our sales transformation

Embedding a **customer-centric** and **solutions-focused** approach to sales, for example:

- Getting closer to our top 250 customers
- E-commerce platform for smaller customers
- Selling relevant workflow solutions, not individual products



Optimising technology infrastructure

Establishing a **more agile** and **scalable** technology backbone, for example:

- Moving to a software defined network, more cloud-based services
- 'End of life' strategies for legacy products and infrastructure



Increasing efficiency of our operations

Realising **productivity gains** and **improving customer service**, for example:

- Adopting AI and NLP tools in our data ingestion and management
- AI-powered customer service tools
- Expanding content coverage to promote growth in key areas

Three steps to accelerate growth



i Strengthening

- Strong jumping-off point for further growth
- Expanding product functionality
- Transforming technology estate

ii Innovating

- Creating differentiated products and solutions
- Greater focus on the most material opportunities

iii Scaling

- Building a world-class product organisation
- Developing a true platform business

Multiple growth drivers in place

Workflows

- Eikon to Workspace upgrade completion
- OpenFin collaboration to streamline deployment, interoperability
- Integration of Tora and FXall into Workspace

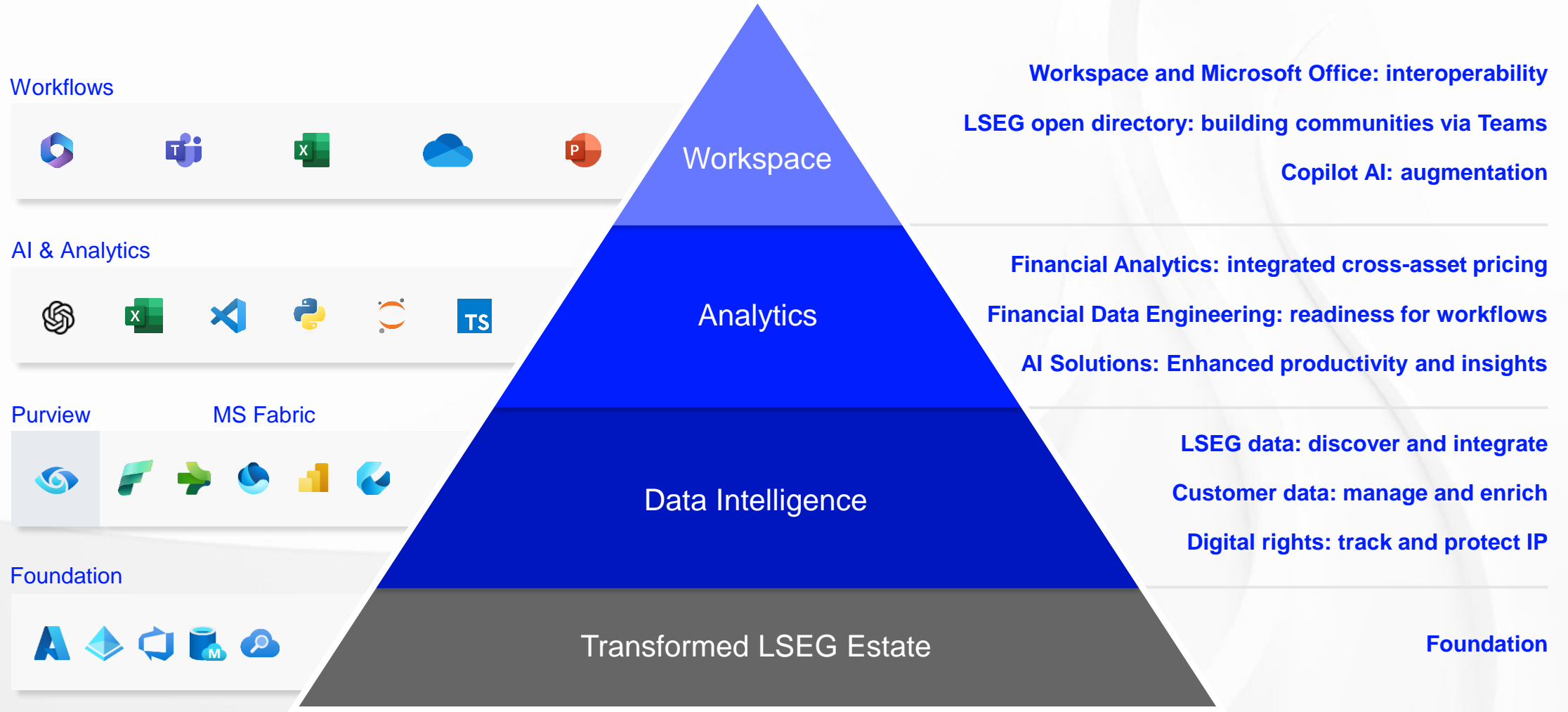
Data & Feeds

- New cloud solutions for PRS, Real Time, Tick History
- Data redistribution to meet strong demand especially Banks, Asset Managers, Partners, Data Scientists
- Data Management for Real Time, PRS, Quants and Digital Wealth

Analytics

- New models offering differentiating insights e.g., Supply Chain, Private Asset, Physical Climate
- Simplified customer analytics tools enabling ease of access and expanded usage
- GenAI solutions including AI assisted chat interfaces and workflows

Transformational partnership with Microsoft



Delivering a more scalable platform for growth



We are transitioning from ~50 disparate databases...

...to one common platform, powered by Microsoft Fabric



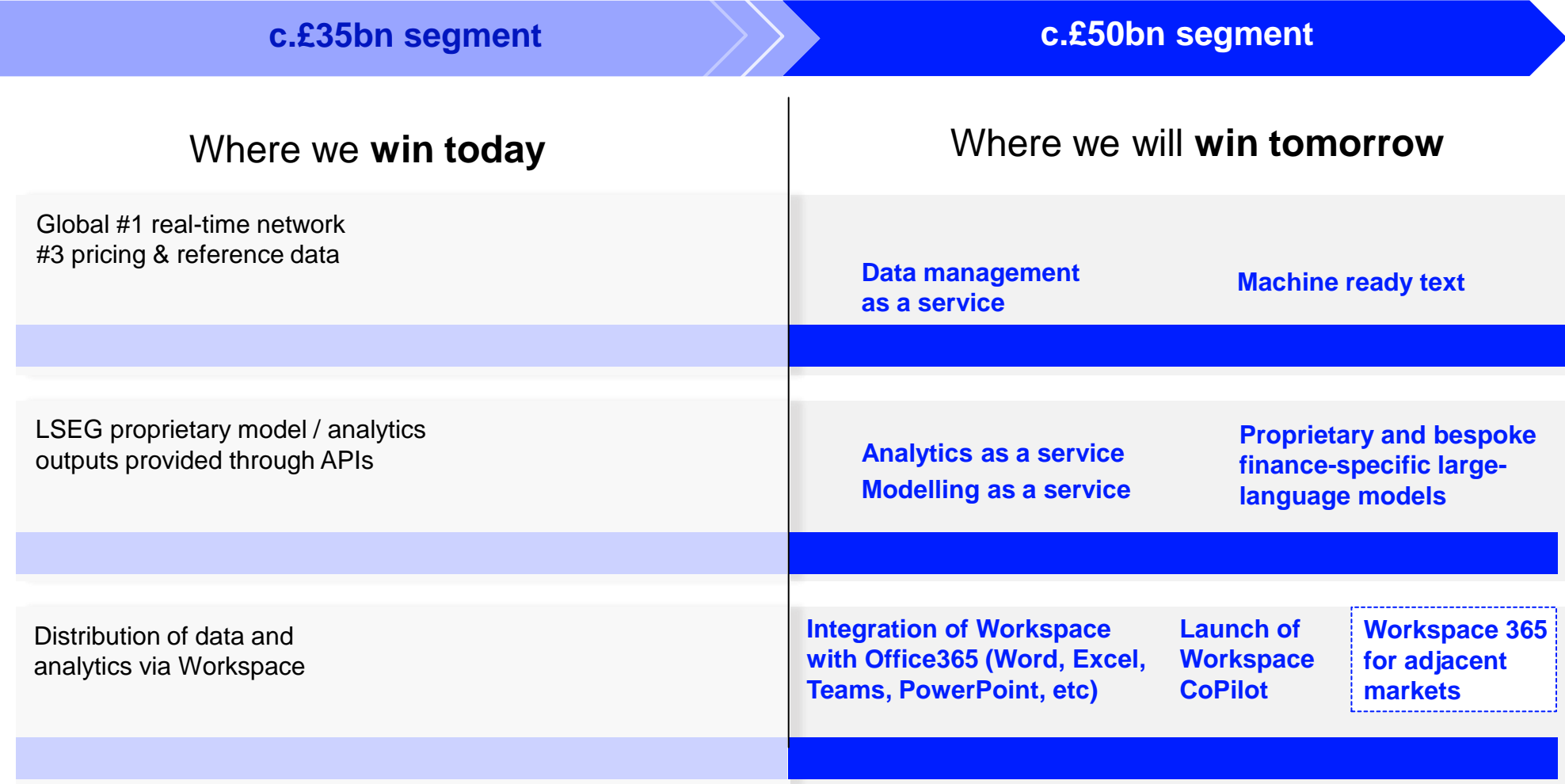
Reducing the operational burden of maintaining our data while materially improving data quality

Bringing substantial benefits to LSEG and our customers:

- More efficient**
- More agile**
- More resilient**
- More content innovation**
- More insights**

Expanding our presence along the D&A value chain

Value-add for customers increases along the D&A value chain

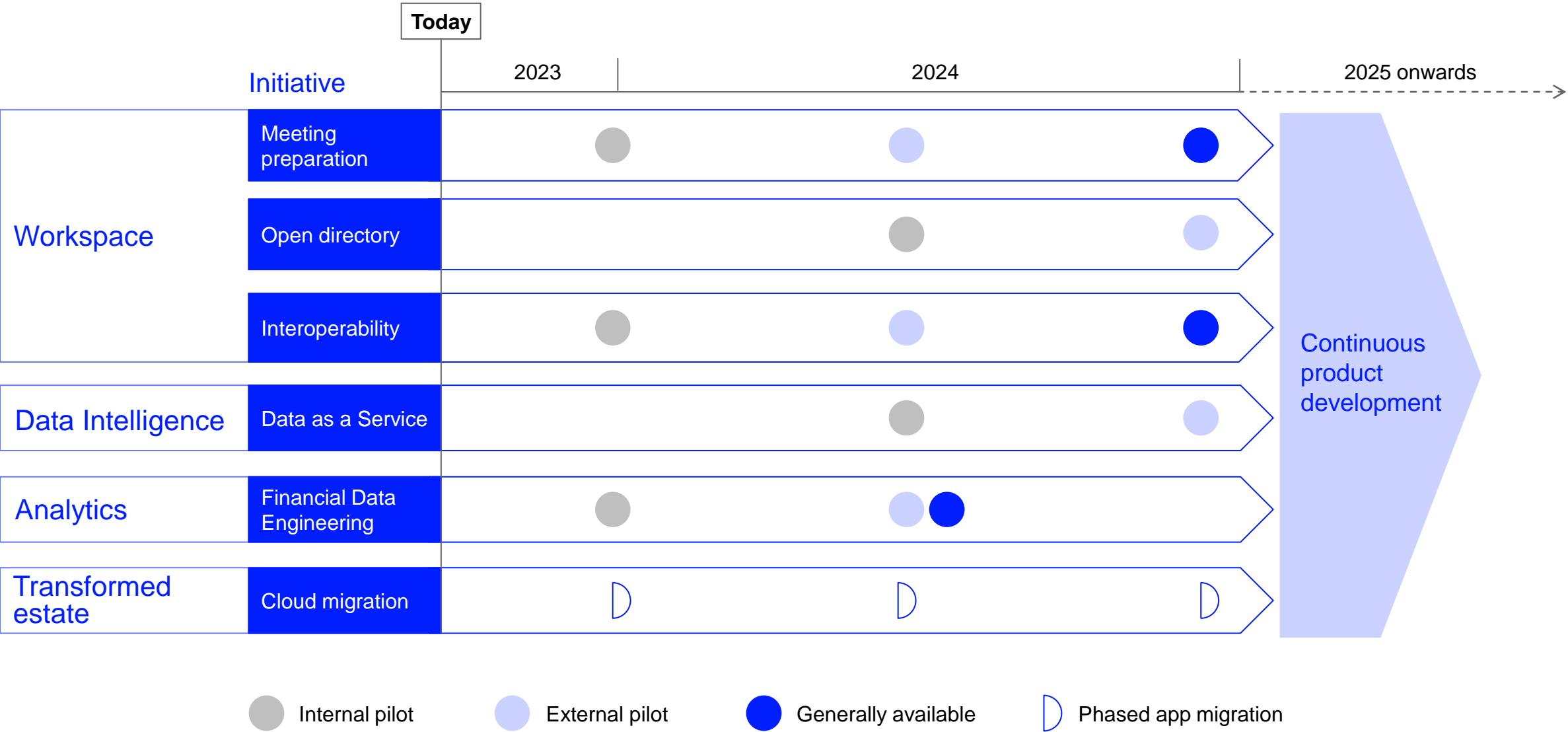


Customer-centric approach to development

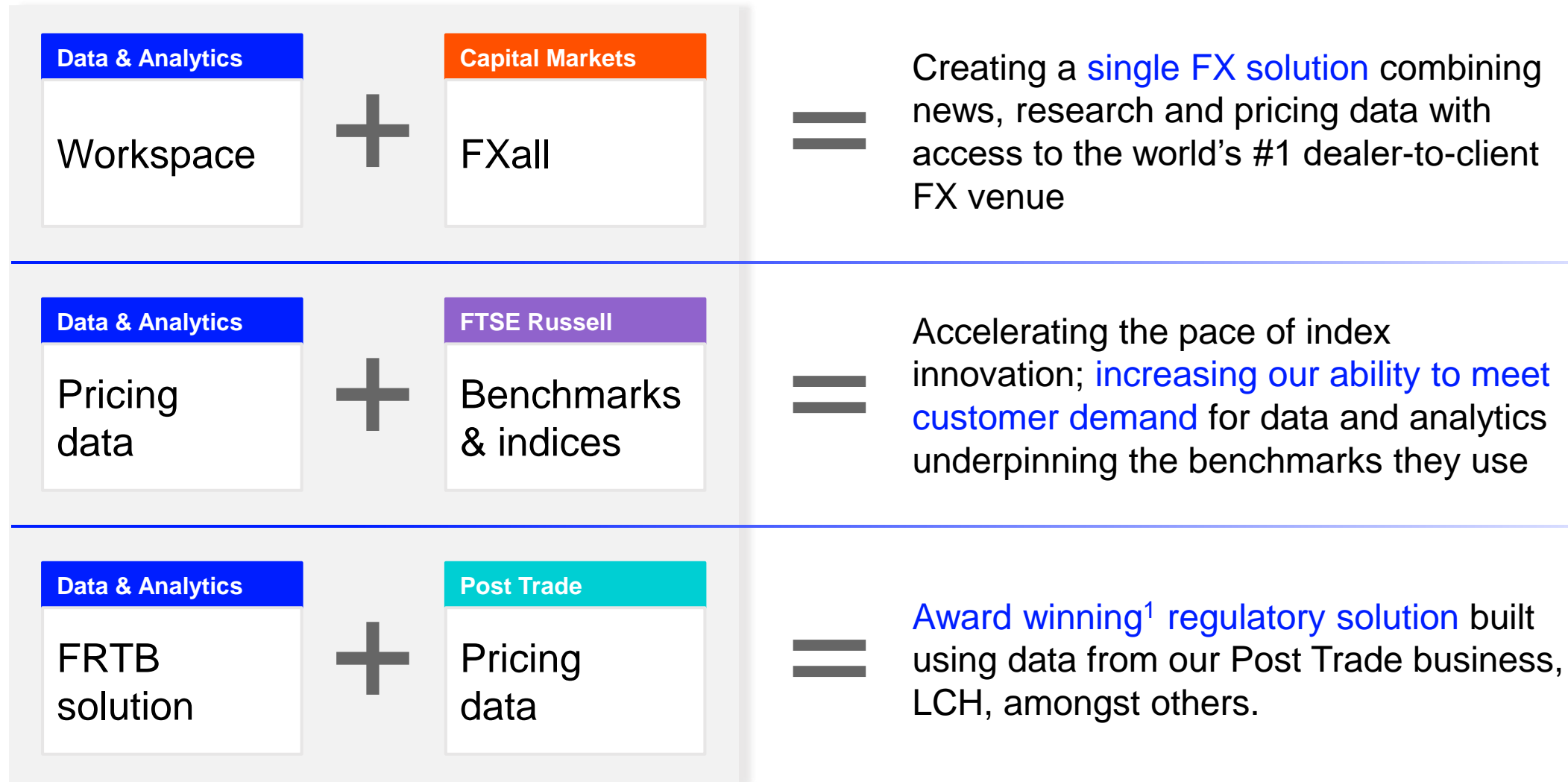
Building products with insights from our Design Partner Programme



Making strong progress; on-track for product delivery in 2024



We are building on the natural linkages across LSEG



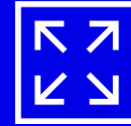
An exciting future of growth and scalability



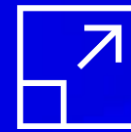
**Delivering faster growth:
better products and
customer proposition**



**Accelerating innovation:
standalone and
with Microsoft**



**Expanding our presence
along the value chain**



**Delivering the
benefits of scale**