# Driving growth, efficiency and innovation

2025 first half results



# **Strong H1 performance and strategic delivery**





Double-digit earnings growth



EBITDA margin expansion



Strong shareholder returns



- ► **Investing** in future growth
- Accelerating product innovation
- **Partnering** with customers
- **Delivering** our transformation strategy

<sup>1.</sup> Total Income (excl. recoveries). Constant currency basis. Using actual FX rates in the period growth was +6.8%

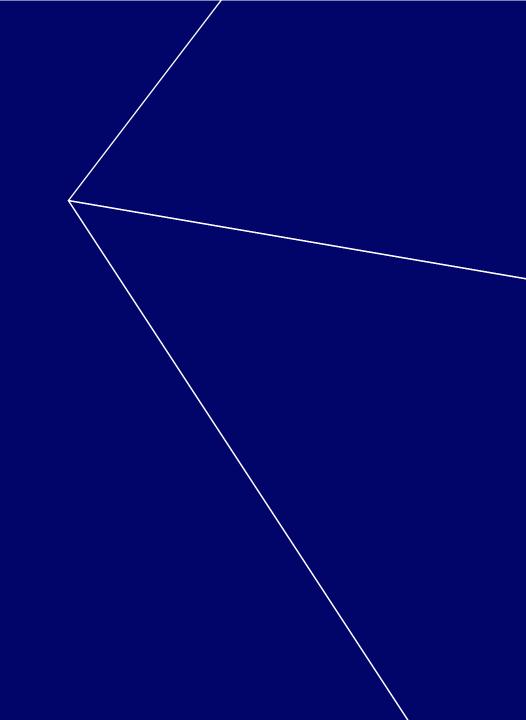
<sup>2.</sup> Adj. EBITDA margin, excl. FX impacts

argin, excl. FX impacts

<sup>3.</sup> Adjusted EPS growth at actual FX

# Delivering growth, profitability and shareholder returns

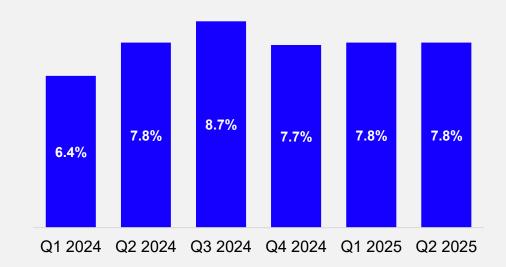
Michel-Alain Proch, CFO



# Strong, consistent H1 income growth in 2025

(GBP million)	Q1	Q2	H1
2025 total income excl. recoveries	2,261	2,228	4,489
2024 total income excl. recoveries	2,089	2,115	4,204
Reported growth	8.2%	5.3%	6.8%
Organic growth <sup>1</sup>	7.8%	7.8%	7.8%

# Organic growth is consistently strong<sup>1</sup>



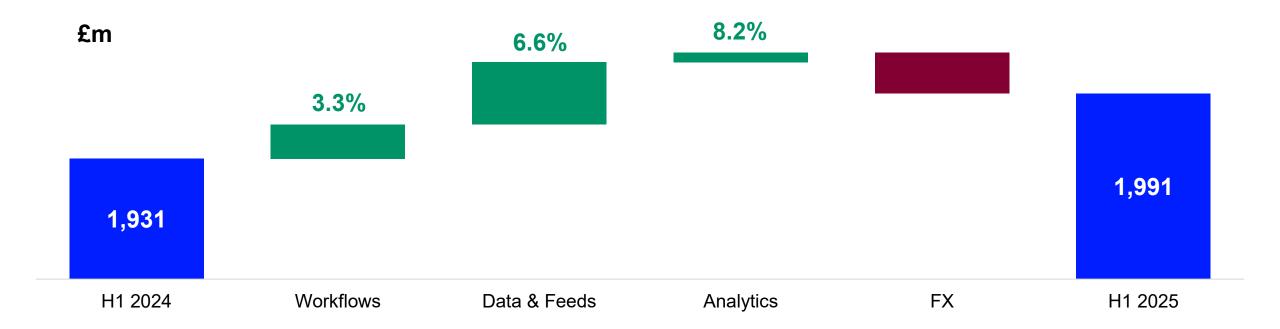
1. Organic, constant currency growth

# Delivering broad-based growth across all divisions

(GBP million)	H1 2025	H1 2024	Reported growth vs H1 2024	Organic growth <sup>1</sup> vs H1 2024
Data & Analytics	1,991	1,931	3.1%	5.1%
FTSE Russell	472	449	5.1%	7.6%
Risk Intelligence	287	263	9.1%	12.2%
Markets	1,735	1,553	11.7%	10.7%
Total <sup>2</sup>	4,489	4,204	6.8%	7.8%

Organic, constant currency growth
Totals include other income of £4m in 2025 and £8m in 2024. Reflects intra-company reclassification of revenue, as disclosed. See appendix for detail

# **Data & Analytics**



#### **Workflows**

Strong pipeline of innovation, with 250 enhancements to Workspace in H1; Eikon sunset as planned

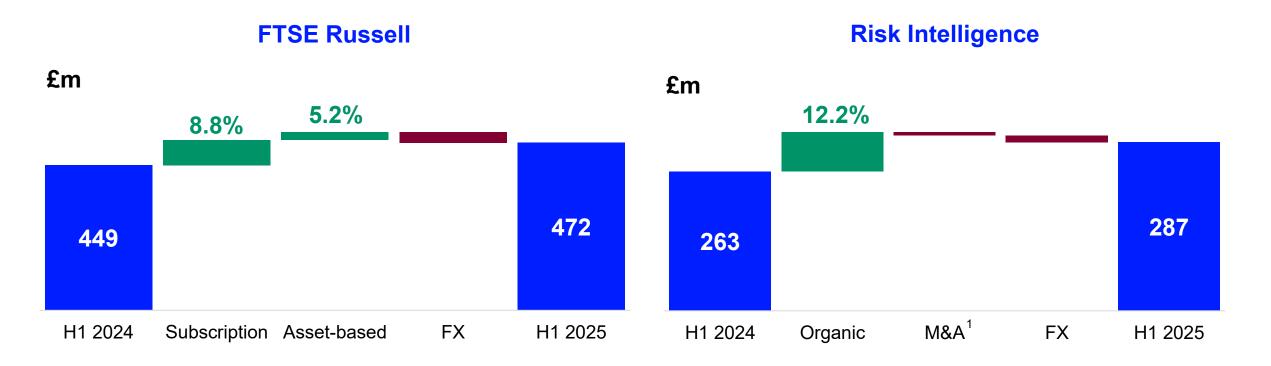
#### **Data & Feeds**

Good momentum, with continued enhancements to our DaaS offering, robust demand for historical data

# **Analytics**

Clear upwards trajectory of growth, with encouraging sales of the Al-enhanced Analytics API

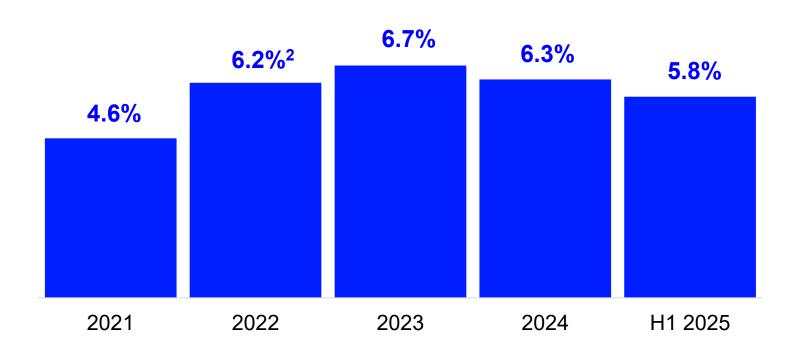
# FTSE Russell and Risk Intelligence

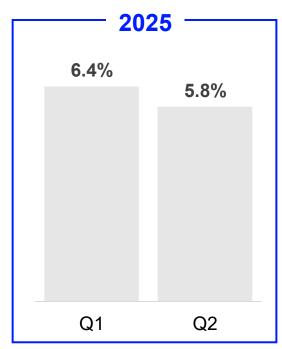


Continued strong demand for flagship equity indices and benchmarks and good commercial momentum

Strong growth from our Screening business; ongoing product development in our Digital Identity and Fraud offering

# ASV growth<sup>1</sup>





### H1 ASV of 5.8%

Good gross sales offset by cancellations, reflecting expected competitor response to our improved performance

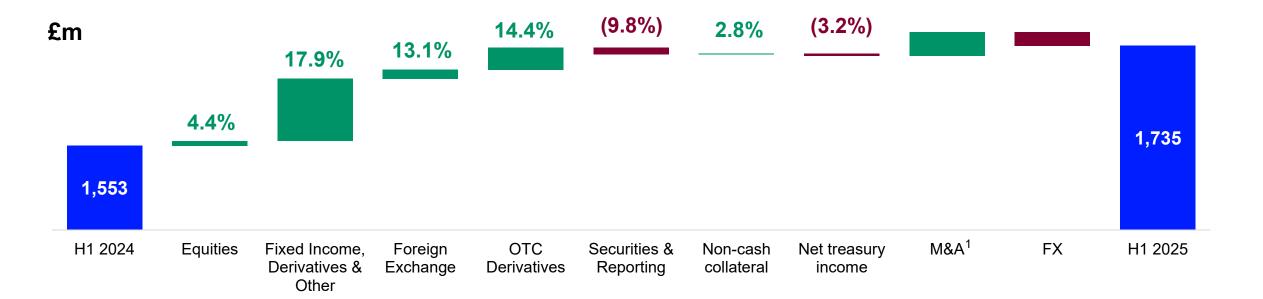
# Looking ahead

UBS strategic partnership draws a line under the Credit Suisse headwind

2. Excludes the impact of the Ukraine/Russia conflict

<sup>1.</sup> Annual subscription value (ASV) growth is a constant currency point-in-time year-on-year organic measure of subscription growth in our Data & Analytics, FTSE Russell and Risk Intelligence businesses

# **Markets**



#### **Equities**

Good volume-driven growth in secondary markets, partly offset by subdued primary market environment

#### **Fixed Income**

Strong market activity across Tradeweb's asset classes; continued share gains through product innovation

#### Foreign Exchange

Market volatility driving volumes; particular strength in Matching Spot and Forwards

#### **OTC Derivatives**

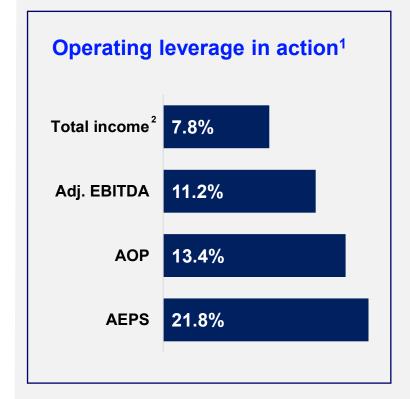
Broad-based volumerelated growth across asset classes

# **Securities &** Reporting

+10.1% excluding the impact of Euronext

# Strong EBITDA growth flowing through to AEPS

			Growth %	vs H1 2024
(GBP million)	H1 2025	H1 2024	Reported	Organic <sup>1</sup>
Total income excl. recoveries	4,489	4,204	6.8%	7.8%
Gross profit	4,070	3,801	7.1%	7.9%
Adjusted EBITDA	2,223	2,040	9.0%	11.2%
Adjusted EBITDA margin	49.5%	48.5%	 	
Adjusted depreciation, amortisation & impairment	(497)	(477)	4.2%	4.2%
Adjusted operating profit	1,726	1,563	10.4%	13.4%
Adjusted net finance expense	(66)	(112)	(41.1%)	
Adjusted tax expense	(399)	(360)	10.8%	
Adjusted effective tax rate	24.0%	24.8%		
Non-controlling interest	(156)	(160)	(2.5%)	
Adjusted profit attributable to equity holders	1,105	931	18.7%	
Adjusted earnings per share	208.9	174.0	20.1%	21.8%

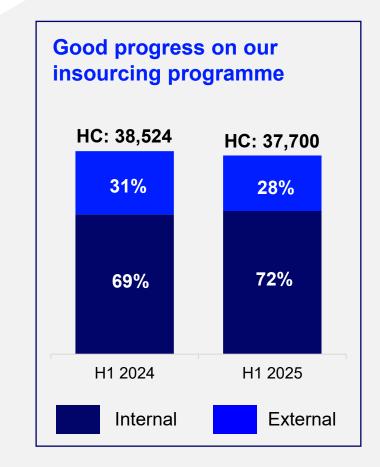


<sup>1.</sup> Constant currency organic growth

<sup>2.</sup> Total income excluding recoveries

# Consistently improving cost control

			Growth % vs H1 2024	
(GBP million)	H1 2025	H1 2024	Reported	Organic¹
Cost of sales	602	588	2.4%	4.9%
Staff costs	1,173	1,102	6.4%	6.8%
Third-party services	172	195	(11.8%)	(9.6%)
Total resource cost	1,345	1,297	3.7%	4.4%
As a % of total income excl. recoveries	30.0%	30.9%		
IT costs	324	309	4.9%	6.2%
Other costs	165	174	(5.2%)	(0.5%)
FX-related items <sup>2</sup>	13	(21)	 	
Total adjusted operating expenses	1,847	1,759	5.0%	4.2%
Total Group cost base <sup>3</sup>	2,450	2,347	4.4%	4.4%

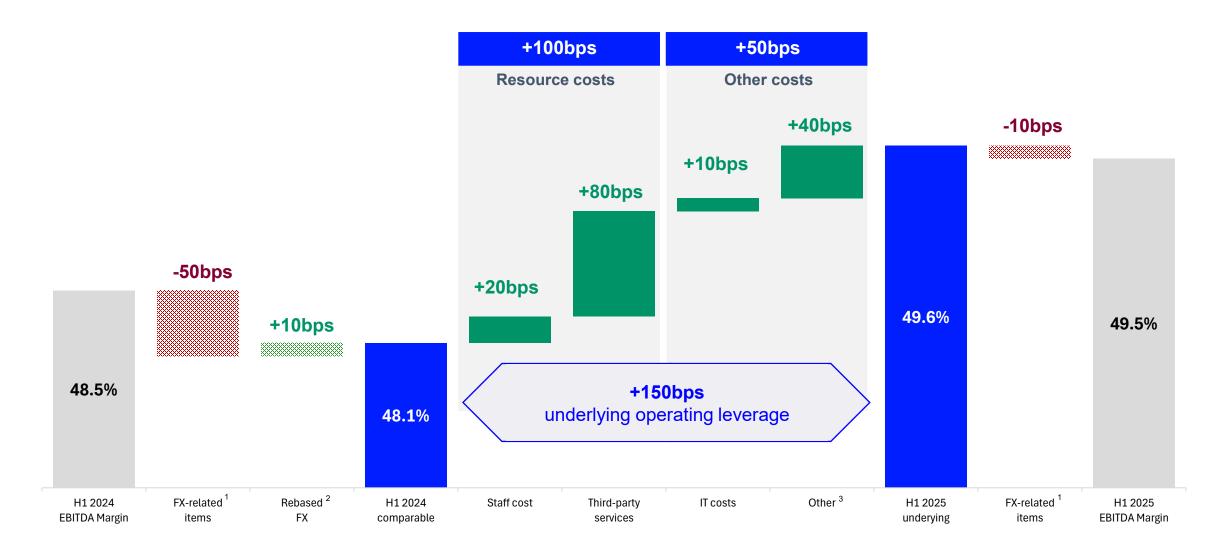


<sup>1.</sup> Constant currency organic growth

<sup>2.</sup> FX-related items represent fair value movements on embedded derivative contracts and foreign exchange (gains)/losses (H1 2025: £13m loss; H1 2024: £21m gain). Within this, the impact of embedded derivatives was a £19m loss in H1 2025 and a £27m gain in H1 2024

<sup>3.</sup> Total Group cost base consists of cost of sales and adjusted operating expenses

# Delivering operating leverage through disciplined execution



FX-related items represent fair value movements on embedded derivative contracts and foreign exchange (gains)/losses (H1 2025: £13m loss, H1 2024: £21m gain)

Rebased FX into 2024 average FX rates

<sup>&</sup>quot;Other" includes recoveries revenue, cost of sales, other operating expenses, income from equity investments and share of loss after tax of associates

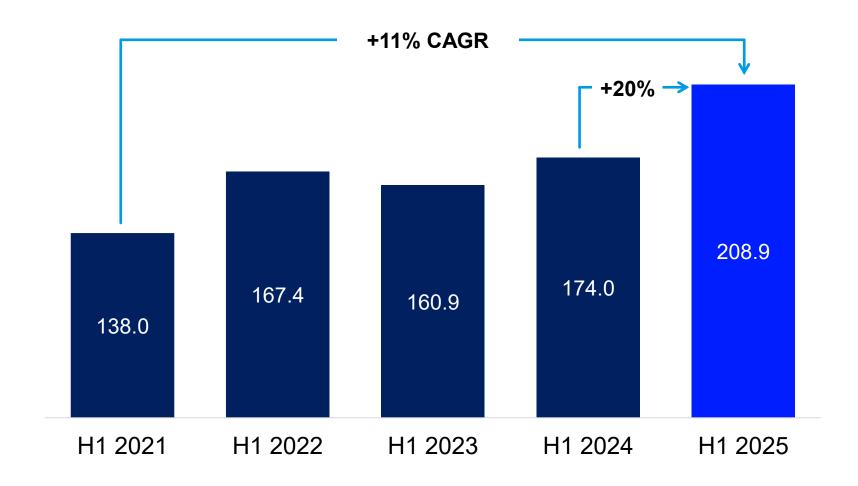
# Net finance expense reduced through active debt management

(GBP million)	H1 2025	H1 2024
Interest expense on bank and other borrowings, including derivative interest	(142)	(157)
Bank deposit and other interest income, and other net gains	79	77
Net lease interest expense	(10)	(9)
Interest differential and foreign exchange gains / (losses)	5	(16)
Other net finance income / (expenses)	2	(7)
Adjusted net finance expense	(66)	(112)

# Tax rate reduction within guidance

(GBP million)	H1 2025	H1 2024
Reported income taxes	230	225
Reversal in income tax on amortisation of intangibles arising from acquisition	150	141
Rate change on non-underlying attributes <sup>1</sup>	-	(44)
Transactions, integration and similar costs	19	33
Other	-	5
Adjusted tax	399	360
Effective tax rate	24.0%	24.8%

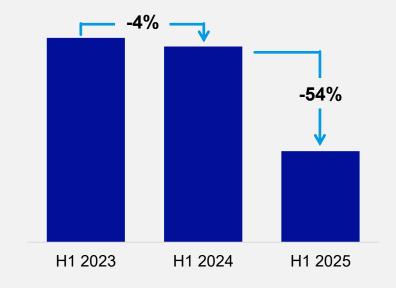
# **Double-digit AEPS growth**



# Reduction in non-underlying costs, as committed

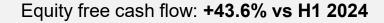
(GBP million)	H1 2025	H1 2024
Adjusted operating profit	1,726	1,563
Transaction costs credit / (costs)	(15)	10
Integration, separation & restructuring costs	(53)	(114)
Profit on disposal & remeasurement gains	-	8
Depreciation, amortisation & impairment of intangible and other assets	(597)	(655)
Operating profit	1,061	812

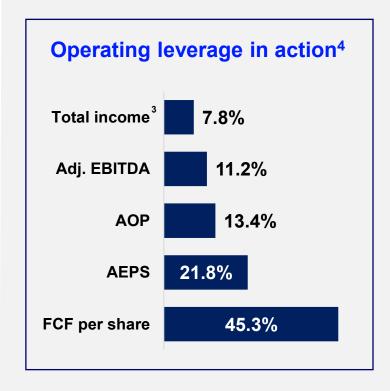
# Integration costs have halved



# Highly cash generative business model: strong free cash flow

(GBP million)	H1 2025	H1 2024	Variance	
Reported EBITDA	2,155	1,944	211	10.9%
Non-cash / non-operating P&L items	127	37	90	243.2%
Change in working capital	(500)	(480)	(20)	(4.2%)
Operating cash flow	1,782	1,501	281	18.7%
Net interest on debt and commercial paper <sup>1</sup>	(87)	(73)	(14)	19.2%
Net taxes paid	(213)	(203)	(10)	4.9%
Сарех	(424)	(454)	30	(6.6%)
Lease payments <sup>1</sup>	(75)	(79)	4	(5.1%)
Other items <sup>2</sup>	(48)	(41)	(7)	17.1%
Equity free cash flow <sup>1</sup>	935	651	284	43.6%
Equity free cash flow per share (p)	177	122	55	45.3%





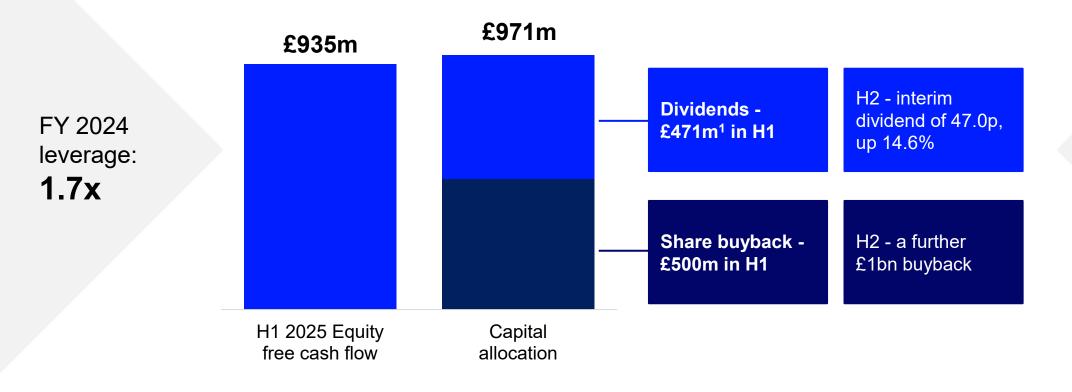
<sup>1.</sup> Equity free cash flow is the cash generated before M&A, returns to shareholders and financing activities. We have redefined equity free cash flow to deduct principal repayments under leases of £75 million (2024: £79 million) and interest charges on commercial paper of £22 million (2024: £31 million)

Consists of dividends received, dividends paid to non-controlling interests and sales commissions paid

Total income excluding recoveries

Constant currency, organic growth, except equity free cash flow per share

# Deploying our strong equity free cash flow for growth and shareholder returns



H1 2025 leverage:

1.6x

1. Represents £471m cash dividends paid in H1 2025

# Demonstrating confidence in our continued growth and profitability



for 2025

Above the upper end of our 6-5-7.5% guidance

**Guidance increased to** 

49.5% +150bps constant currency yoy Adj. EBITDA margin

Above the upper end of our +50-100bps guidance for 2025

+75-100bps<sup>2</sup>

9.5% H1 2025 capex as a % of total income

On track to meet our full-year 2025 guidance of c.10%<sup>3</sup>



£500m buyback completed

New £1bn buyback announced in H2

**H1** 

25

FY

25

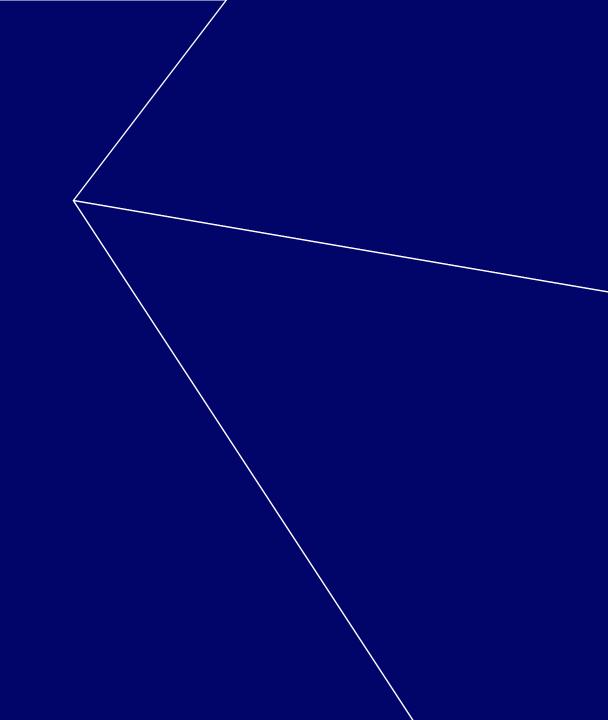
H1 2025 total income (excluding recoveries) on a constant currency basis

Improvement in constant currency EBITDA margin in 2025

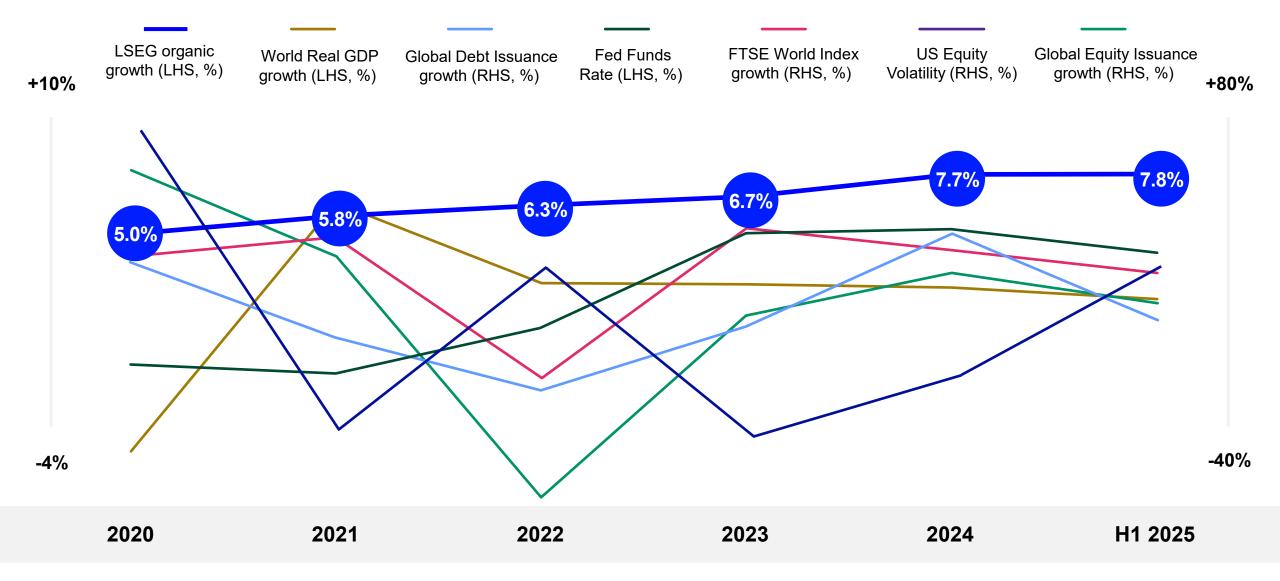
<sup>10%</sup> of total income excluding recoveries

# Delivering our strategy for growth

David Schwimmer, CEO



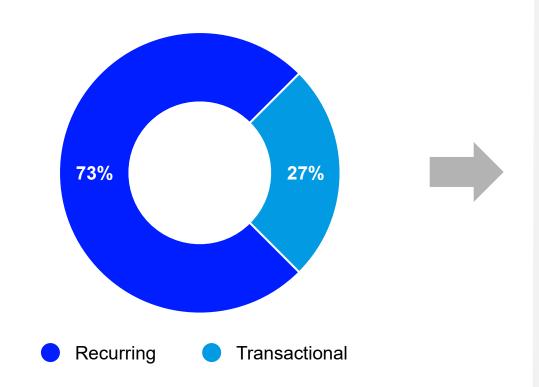
# Our all-weather business model in action



1. Source: LSEG data LSEG | 21

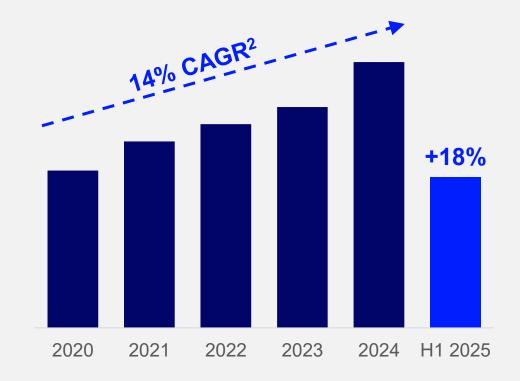
# Visibility and growth from our subscription and transactional revenues

#### 73% high-quality recurring revenues



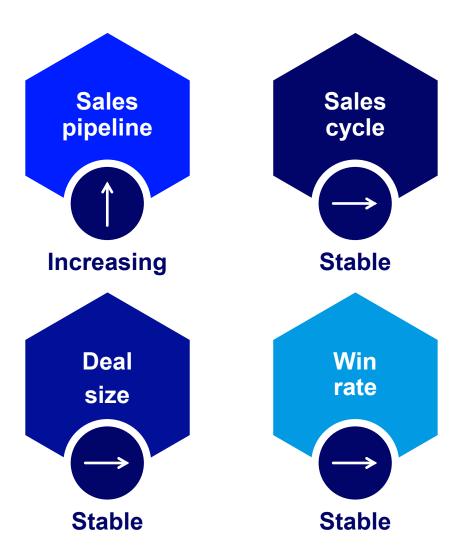
#### 1. Recurring revenues incl. data subscriptions, asset-based revenues, and revenues from non-cash collateral; transactional revenues incl. volume-related Markets revenues, one-time revenues and NTI from cash collateral

# **Structurally growing transactional revenues**



<sup>2.</sup> Constant currency transactional revenues excl. activities disposed during the period and incl. acquisitions from close. CAGR is 2020-24.

# Stable sales performance during volatile times



# **Customer success Select H1 2025 examples**

#### **Commodities Trader**

Displacement of two competitors across the full trading lifecycle

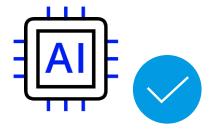
# Global hedge fund

Demonstrating leadership in machine readable news for Al-driven trading

#### **UBS**

Multi-year agreement supporting growth and broad-based adoption of our solutions across the bank

# Successfully executing on multiple, evolving drivers of growth



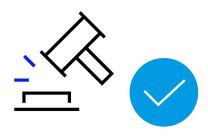
Demand for data, the role of Al and new technologies, and Al integration into workflows

- Mass adoption of Al
- Data management in the cloud



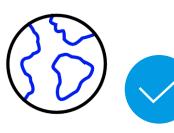
Regulation placing increasing demands on capital

- Greater regulatory and fiscal uncertainty
- Moderating pace of new regulation for some customers



Reputational and financial risk management

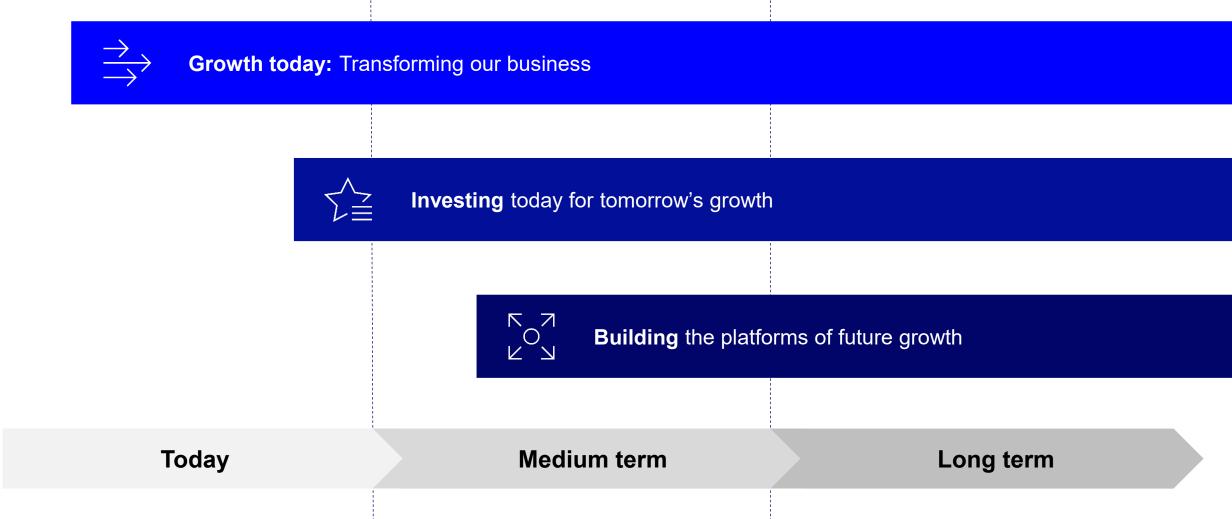
- More volatile geopolitical environment
- Rapid expansion of financial fraud and risk vectors



**Electronification and** digitisation of trading

- Growth in digital assets participants and liquidity
- A more complex private markets ecosystem

# Delivering a strategy for growth today, tomorrow and over the long term



# **Successful migration to Workspace**

- **Delivering** one of the largest financial services workflow migrations in history, ~350,000 users
- **Accelerating** growth simultaneously: +3.3% in H1 2025 vs. -2% CAGR 2018-20201
- **Engaging** users: spending on average ~15% more time on Workspace in Q2
- **Enabling** future growth: freeing up internal bandwidth; establishing a common platform for innovation

# Accelerating pace of change

- Strengthening news leadership, embedding AI tools and content, further integrating trading workflows, expanding high-value content
- Deepening community-specific capabilities



**Growth today:** Transforming our business

**News leadership** 

Launch of WSJ Pro+

providing Dow Jones

news content

#### More collaborative trading

Advanced Dealing expansion to metals and bonds

Coverage increased by two-thirds in H1

Step-change

in private

markets data

GenAl news summarisation

Al-driven insights on Workspace's leading news content

**LSEG** 

Workspace Integration in H1 2025

**Streamlining** Banker workflows

Integration of Dealwatch

**New commodity** insights

Integrating novel solar, wind and energy models

**Powering Buyside trading** 

Expansion of options trading capabilities

#### **Workspace for MS Teams Application**

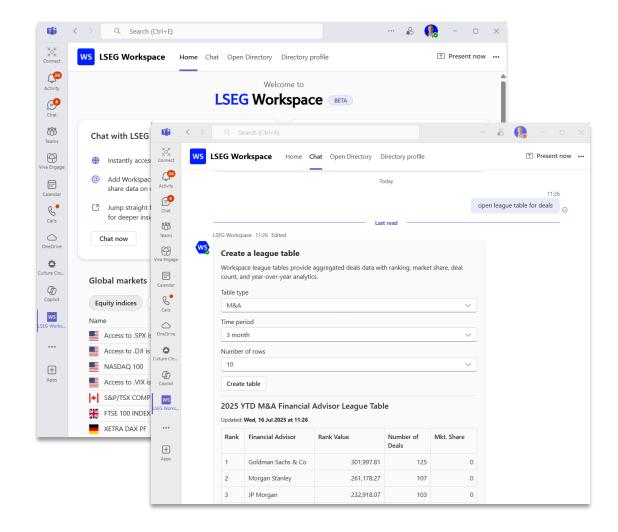
Initial rollout to target customers

- Discover Workspace news and market insights in Teams
- Surface company and bond data using simple prompts
- · Share Workspace content using Teams chat

#### **Excel and PowerPoint Add-ins**

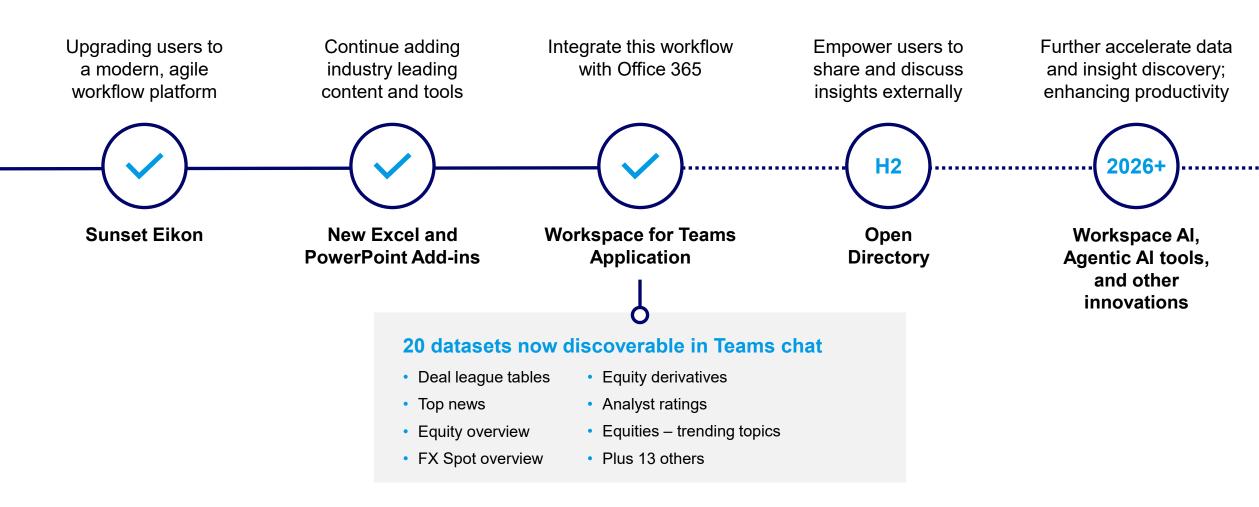
Available now to all Workspace customers<sup>1</sup>

- Novel solution utilising new Office365 functionality
- Natural language formula and annotated chart building
- Meeting a key customer need: 66% of Workspace customers use existing Excel add-in



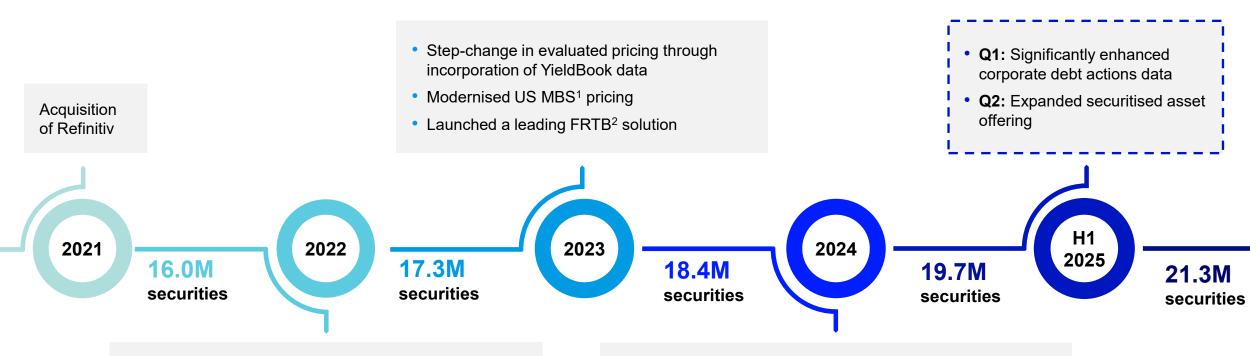
1. Subject to technical requirements LSEG | 27

# Unlocking the next stage in Workflows' evolution in sequence



# Data & Feeds: Investing in our best-in-class data machine

## Enhancing our fixed income data offering through sustained innovation and investment



- Data & Feeds content powering FTSE Russell Indices
- Updated Tradeweb data agreement
- Accelerated security data creation

- Automated bond pricing
- Single cloud-based platform for all fixed income data
- Powering Tradeweb benchmark prices with FTSE Russell
- Launched FTSE Russell fixed income indices in Workspace

<sup>1.</sup> Mortgage backed security

<sup>2.</sup> Fundamental Review of Trading Book

# Data & Feeds: Expanding our multi-cloud offering



#### **Expanding distribution**

#### **Connecting to** other data platforms



#### **Cloud-agnostic** real-time services

Cloud-based Real Time solution (Real Time Optimised) now available in Asia





Building the platforms of future growth

#### **Expanding content capabilities**

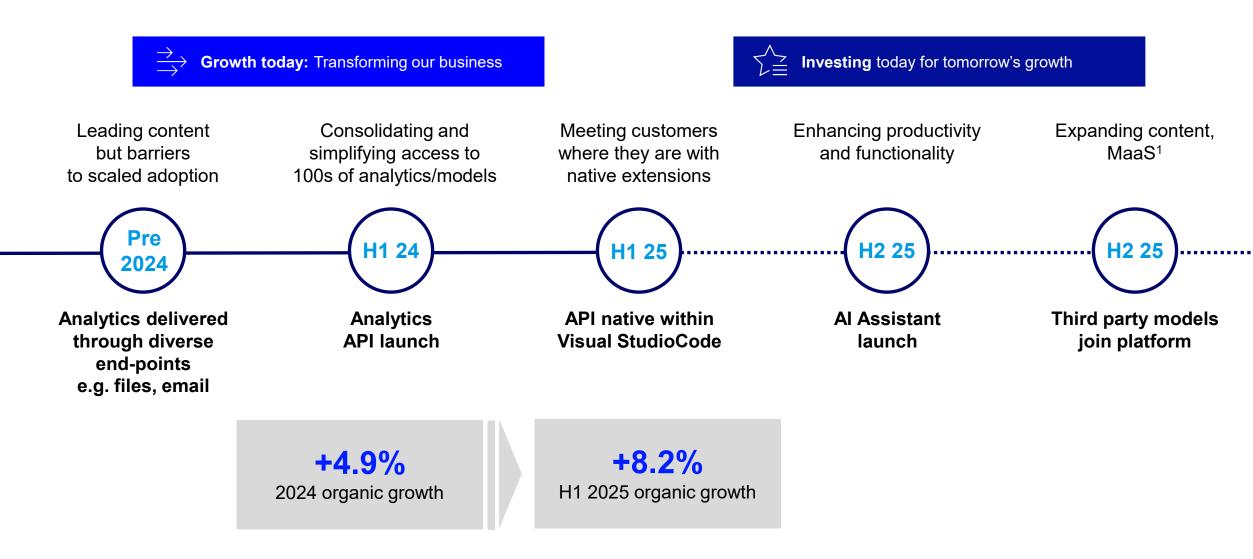
#### Data as a Service (DaaS)



- Company fundamental data added in H1;
  - reported and adjusted financials for >100k companies now live, alongside an expanded range of ESG data
- Further data onboarding in H2: incl. private markets data

**Additional Data Management Services** (DMS) from H2 2025

# Analytics demonstrating how transformation and ongoing product enhancement can accelerate growth



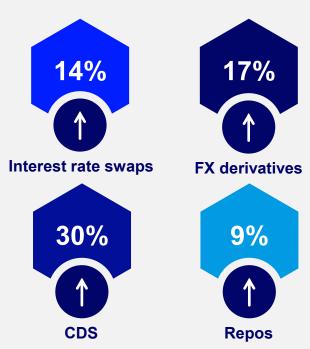
# Markets: Powering customer adoption and expansion in post trade



**Growth today:** Transforming our business

# **Continued structural** growth in cleared solutions

Notional value traded – 5 year CAGR<sup>1</sup>





Investing today for tomorrow's growth

#### Good momentum in uncleared **Post Trade Solutions**

1.7x

more customer capital saved by our risk optimisation tools

**73%** 

increase in volume using our end-to-end trade processing<sup>2</sup>

3,500

new counterparty relationships in H1 2025<sup>3</sup>



Building the platforms of future growth

# **FMX**

Partnering to clear US Treasury futures in H1

# **Digital Asset Clear**

H1 launch of regulated clearing infrastructure for digital asset derivatives

Growth in cleared notional value in 5 yeas to end June 2025

ADV of SwapAgent in H1 2025 vs. H1 2024

Defined as a bilateral clearing relationship in a single asset class

# Risk Intelligence: long runway for growth with multiple drivers



**Growth today:** Transforming our business



Growing our leading position in core segments

- Innovating: Customer pilots of enhanced WorldCheck platform in H1, expanding in H2
- Customisable data: Deliverable in near real time
- Scaling self-service: Configurable solutions at scale



**Investing** today for tomorrow's growth



Integrating our products, creating compelling customer solutions

#### Two product examples

- Integrated customer onboarding: Combining ID verification and WorldCheck One
- Streamlined payments offering: Integrating WorldCheck data and our Trusted Payments solution



Building the platforms of future growth



Addressing customer needs in adjacent market segments

- Diversifying our use cases: Meeting emerging identity and financial crime issues: e.g. age verification, supplier credit decisions, account logins, identity documents
- Addressing new user types: Targeted solutions across gaming, public sector, travel, technology companies, retail sector

# Driving growth in the liquidity pools of the future

#### **FTSE Russell**

# **FTSE Russell** digital assets

Partnerships with Digital Asset Research, GrayScale and others offering proof of stake and market cap indices

Live and expanding

# FTSE Russell private markets

Partnership with StepStone to jointly develop private asset indices, data, and analytics

> First indices live in H2 2025

#### **Markets**

# **Private Securities Markets**

Regulated private securities market offering a new paradigm giving private markets access to public market liquidity

**Live in H2 2025** 

# **Digital Market** Infrastructure

Supporting private managers to raise capital at scale using distributed ledger technology; further asset classes to follow

Member onboarding from H2 2025

# LSEG very well positioned for Al: Al in desktop, not Al or desktop

## **Customer needs**

#### Fast access to relevant data and insights Pricing, news, liquidity, valuation insights, corporate

actions, documentation, reporting and more



# **LSEG** positioning

relevant data and insights to customers • Deeper analysis and insight via natural language chat interface

Al-integrated Workspace to proactively surface

#### Workflow efficiencies

Execution tools, portfolio management, messaging, pricing tools, export to O365



#### Workspace increasingly feature-rich and adaptable

- Microsoft partnership: Workspace app in Teams, Open Directory, Excel and PowerPoint
- Agentic tools to automate complex workflows

#### **Data trust**

Breadth, depth, consistency, accuracy, compliance and compatibility with data consumed elsewhere in the organisation



- Leader in real-time; trusted data, taxonomy
- Track-record of industry partnership
- Responsible, multi-model approach to Al
- Detailed evaluation to test and refine Al outputs

#### **Total cost of ownership**

Focus on all-in cost to the bank or asset manager



- Enterprise agreements leveraging breadth of data
- Models and data vertically integrated
- Contractual flexibility for data use

# Our transformation: LSEG AI at work

#### **PRODUCT**

#### What?

- Now: Teams and Office 365 workflows. Advanced Dealing, Analytics API
- Coming soon: Workspace AI and Agentic AI tools

#### Why?

- Leveraging our trusted data
- Delivering greater insight and productivity for customers
- Driving share gains and accelerating growth



#### **PROCESS**

#### What?

- Al-enhanced Customer Support tools used in >80% of cases
- Al-powered content ingestion and labelling

#### Why?

- Faster customer resolution - 50% now cleared in <1 hour
- Ingestion cost down 50% per page, sourcing failure rate reduced by 95%

#### **PEOPLE**

#### What?

- Insourcing engineering talent
- Training staff, building a modern tooling environment

#### Why?

- Keep winning the battle for talent
- Maintaining agility in a hybrid human/Al world
- Speed to market and product ownership

# Delivering on our strategy for growth

1%

Delivering strong growth



Innovating to drive future growth



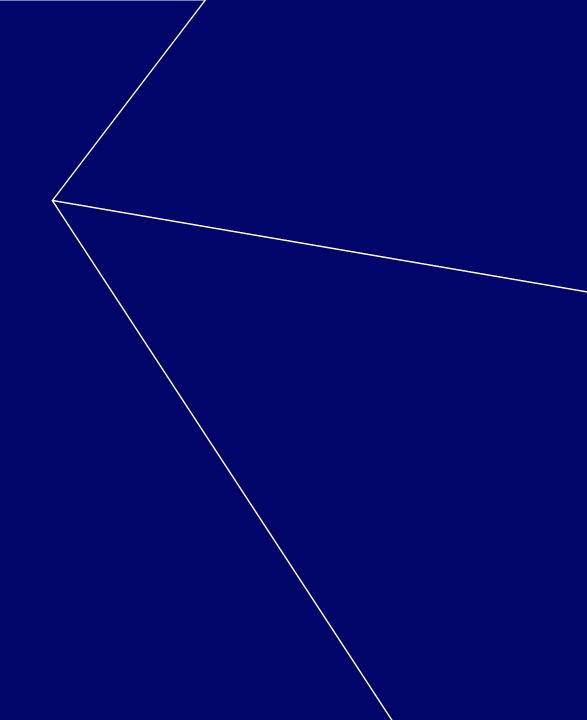
Scaling delivery



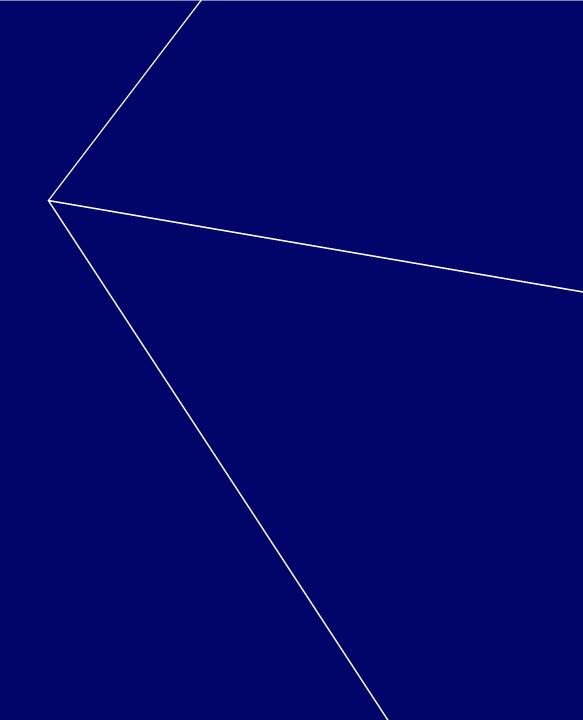
Disciplined capital allocation



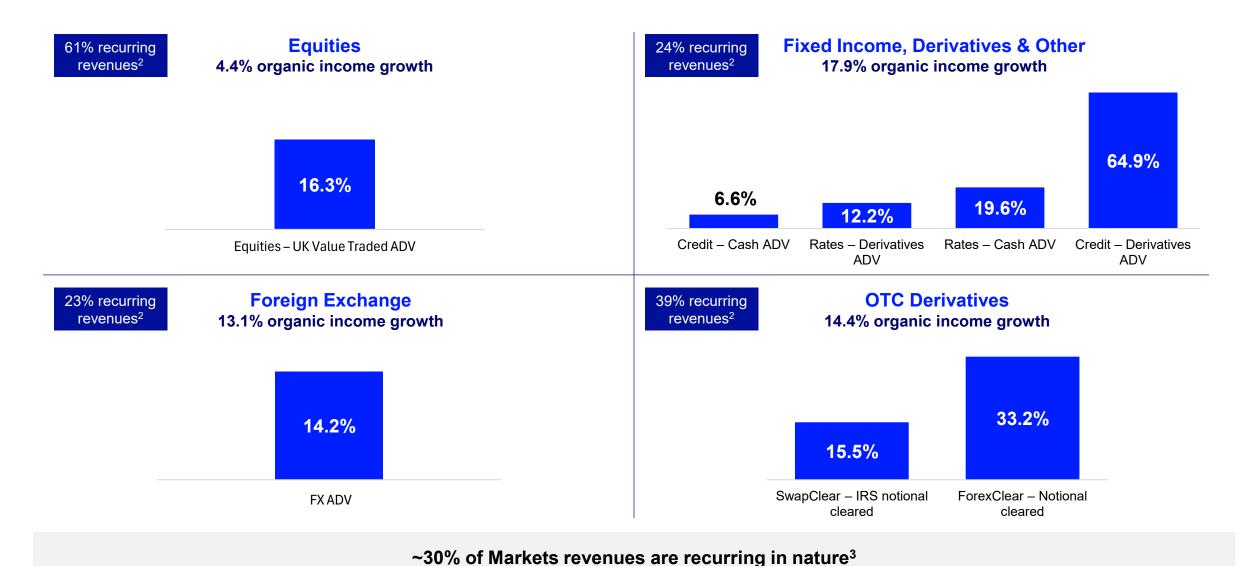
Q&A



# Appendix



## Our Markets businesses have benefited from elevated volumes



<sup>1.</sup> Volumes in H1 2025 versus H1 2024. All rates are on an organic, constant currency basis

<sup>2.</sup> In H1 2025

<sup>3.</sup> In H1 2025, excluding Net Treasury Income

# **Revenue reclassification**

(GBP million)	H1 2025	H1 2024
Revenue previously recorded in Data & Analytics (Data & Feeds) moving to Markets (Equities) Reference data sets (SEDOL/ISIN/LEI) and LSE market data	77	72
Revenue previously recorded in Data & Analytics (Workflows) moving to Markets (Equities) <i>Millennium Information Technology (MIT) business</i>	3	4
Revenue previously recorded in FTSE Russell (Subscriptions) moving to Data & Analytics (Data & Feeds) <i>PRS data for indices</i>	3	3

# H1 2025 condensed consolidated income statement

(GBP million)	H1 2025 P&L	Transaction, integration, separation and restructuring costs	Depreciation, amortisation and impairment of assets	Non-underlying finance expense	Non-underlying tax	Non-underlying loss attributable to non-controlling interest	H1 2025 adjusted P&L
Total income	4,672						4,672
Cost of sales	(602)						(602)
Operating expenses	(1,915)	68					(1,847)
Profit on disposal of businesses	-						-
Share of loss after tax of associates	-						-
EBITDA	2,155	68					2,223
EBITDA margin <sup>1</sup>	48.0%						49.5%
Depreciation, amortisation and impairment	(1,094)		597				(497)
Operating profit	1,061	68	597				1,726
Net finance expense	(70)			4			(66)
Taxation	(230)				(169)		(399)
Non-controlling interest	(112)					(44)	(156)
Net income attributable to equity holders	649	68	597	4	(169)	(44)	1,105

# **Net debt profile – by currency**

Operating net debt as of 30 June 2025

(GBP million)	Total	USD	EUR	GBP	Other
2026 Bonds	1,336	1,336			
2027 Bonds	1,370	435	935		
2028 Bonds	1,211	727	426		58
2029 Bonds	426	170	256		
2030 Bonds	1,192	624		496	72
2031 Bonds	544	544			
2032 Bonds	136				136
2033 Bonds	423		423		
2034 Bonds	552	552			
2035 Bonds	45				45
2037 Bonds	26				26
2041 Bonds	539	539			
Bonds	7,800	4,927	2,040	496	337
Commercial Paper	1,619		641	978	
Other	(4)			(4)	
Leases	575	189	38	267	81
Borrowings and lease liabilities	9,990	5,116	2,719	1,737	418
Cash and cash equivalents	(3,452)	(1,369)	(806)	(1,107)	(170)
Net derivative financial (assets) / liabilities	(189)	(198)		9	
Net debt	6,349	3,549	1,913	639	248
Less lease liabilities	(575)	(189)	(38)	(267)	(81)
Regulatory and operational amounts	1,110	118	493	492	7
Operating net debt	6,884	3,478	2,368	864	174

# **Net debt profile – fixed vs floating**

Operating net debt as of 30 June 2025

(GBP million)	Total	Fixed rate	Floating rate	N/A
2026 Bonds	1,336	727	609	
2027 Bonds	1,370	1,370		
2028 Bonds	1,211	1,211		
2029 Bonds	426	426		
2030 Bonds	1,192	568	624	
2031 Bonds	544	544		
2032 Bonds	136	136		
2033 Bonds	423	423		
2034 Bonds	552		552	
2035 Bonds	45	45		
2037 Bonds	26	26		
2041 Bonds	539	539		
Bonds	7,800	6,015	1,785	
Commercial Paper	1,619		1,619	
Other	(4)	(4)		
Leases	575			575
Borrowings and lease liabilities	9,990	6,011	3,404	575
Cash and cash equivalents	(3,452)		(3,452)	
Net derivative financial (assets) / liabilities	(189)	5	(194)	
Net debt	6,349	6,016	(242)	575
Less lease liabilities	(575)			(575)
Regulatory and operational amounts	1,110		1,110	
Operating net debt	6,884	6,016	868	

# **Contacts and further information**

#### **Peregrine Riviere**

Group Head of Investor Relations

Tel: +44 (0)7 977 379 063

Email: peregrine.riviere@lseg.com

#### **Chris Turner**

**Investor Relations Senior Director** 

Tel: +44 (0)7 769 931 614

Email: chris.turner@lseg.com

#### **Madeleine Yoxall**

**Investor Relations Director** 

Tel: +44 (0)7 702 785866

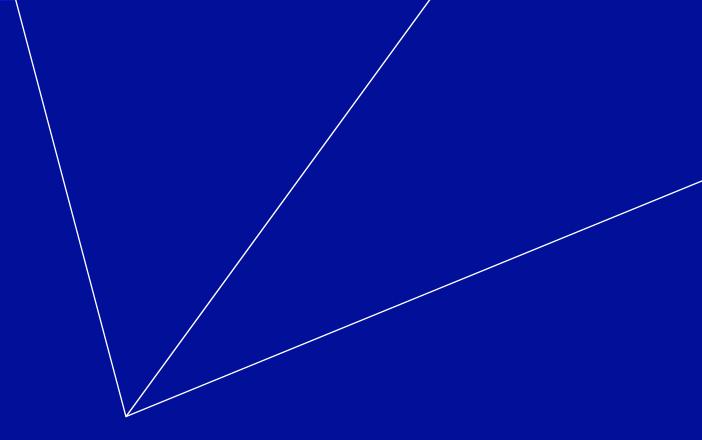
Email: madeleine.Yoxall@lseg.com

#### **Sharon Muzikarova**

**Investor Relations Manager** 

Tel: +44 (0)7 855 979 509

Email: sharon.muzikarova@lseg.com



#### **Contacts and further information**

For investor relations information: lseg.com/investor-relations