



LSEG

Strong delivery of our strategy in 2022

2022 financial results



Driving faster growth and transformation

Strong, broad-based growth in 2022

Over-delivering on Refinitiv: growth and efficiency

Investing to enhance our customer offering

Significant value creation opportunity with Microsoft

Shifting from integration to transformation

Building a platform for sustained growth



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**Strong financial and operational
performance in 2022**

Anna Manz, CFO

Strong performance in 2022; confident of further delivery in 2023

Delivering on our targets

Broad-based growth and margin expansion

Strong cash flow, funding investment and capital returns

Expect further delivery in 2023: targeting 6 - 8% growth¹

1. Constant currency Total Income excl recoveries, including M&A completed in 2022

Delivering on our financial targets

		TARGET	
Total income growth (excl. U/R) ¹	6.6%	5-7% 2020-23 CAGR	
EBITDA margin	47.8% ²	At least 50% ³ by exit 2023	
Revenue synergies	£68m runrate basis	£350-£400m runrate basis by end 2025	  Target raised
Cost synergies	£297m runrate basis	>£400m runrate basis by end 2025	  Delivery accelerated

1. Constant currency pro-forma growth, excl deferred revenue adjustment and Ukraine/Russia impacts
 2. Adjusted EBITDA / Total Income (excl. recoveries)
 3. Perimeter at time of Refinitiv acquisition, constant currency

Strong growth and improving profitability

£m	2022	2021	Growth	Constant Currency Growth ¹	
Total Income (excl. recoveries)	7,428	6,211	19.6%	5.7%	
Adjusted EBITDA	3,550	2,969	19.6%	6.0%	
Adjusted EBITDA Margin	47.8%	47.8%	-	-	
Adjusted operating profit	2,728	2,282	19.5%	4.6%	
Adjusted profit for the year	2,028	1,684	20.4%	-	
Adjusted basic earnings per share (p)	317.8p	272.4p	16.7%	-	

Strong revenue growth across all divisions

£m



Growth rates on a constant currency pro-forma basis, excluding the deferred revenue adjustment, unless otherwise noted

1. Excludes Ukraine/Russia impacts

2. Total income excluding recoveries, 2021 on a pro-forma basis

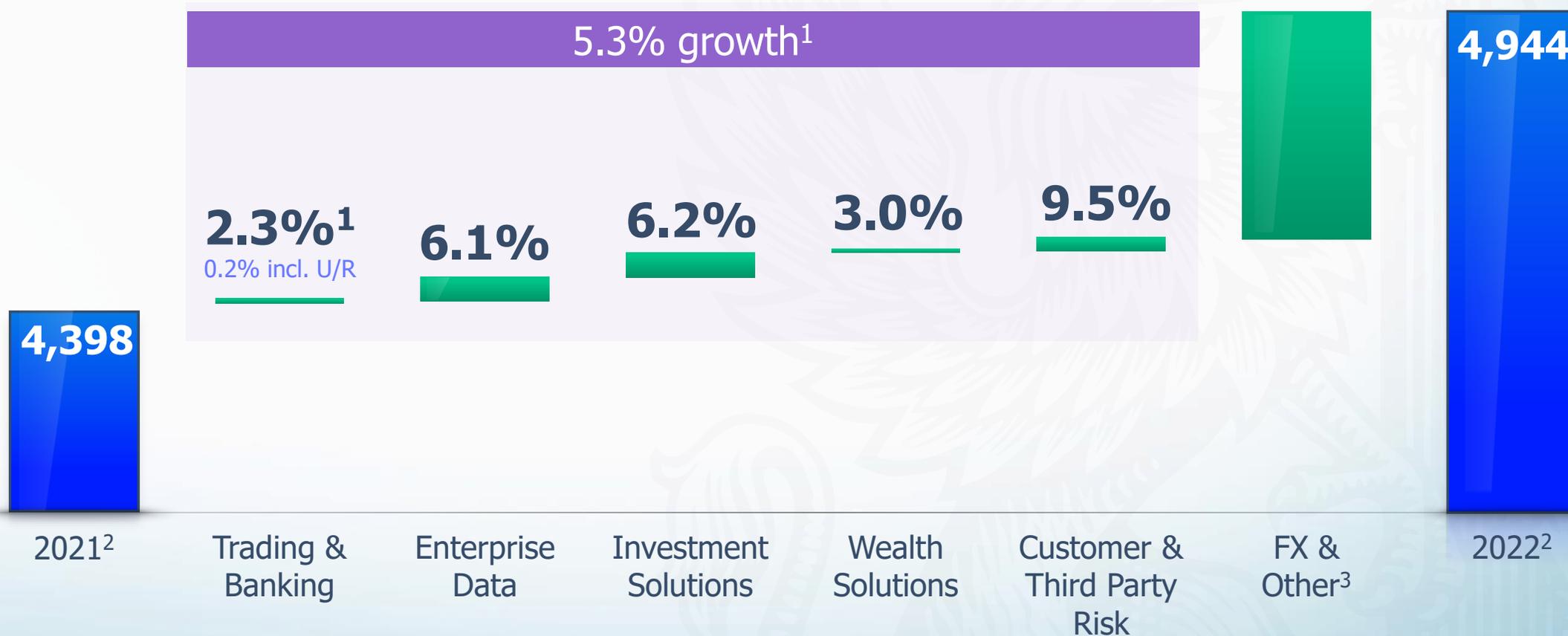
3. Includes the impact of other revenues and the deferred revenue adjustment



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Positive contribution from all Data & Analytics businesses

£m



Growth rates on a constant currency basis excluding the deferred revenue accounting adjustment, unless otherwise noted.

1. Ex U/R excludes Ukraine/Russia impacts
2. Total income excluding recoveries, 2021 on a pro-forma basis
3. Includes the deferred revenue accounting adjustment

Broad-based growth across Data & Analytics

Trading & Banking

Four consecutive quarters of growth

Significant improvement in retention



Enterprise Data

Strong demand in Real-Time: improved offer

Synergy benefits with FTSE Russell



Investment Solutions

Good growth in subscription revenue, 33% increase in new products

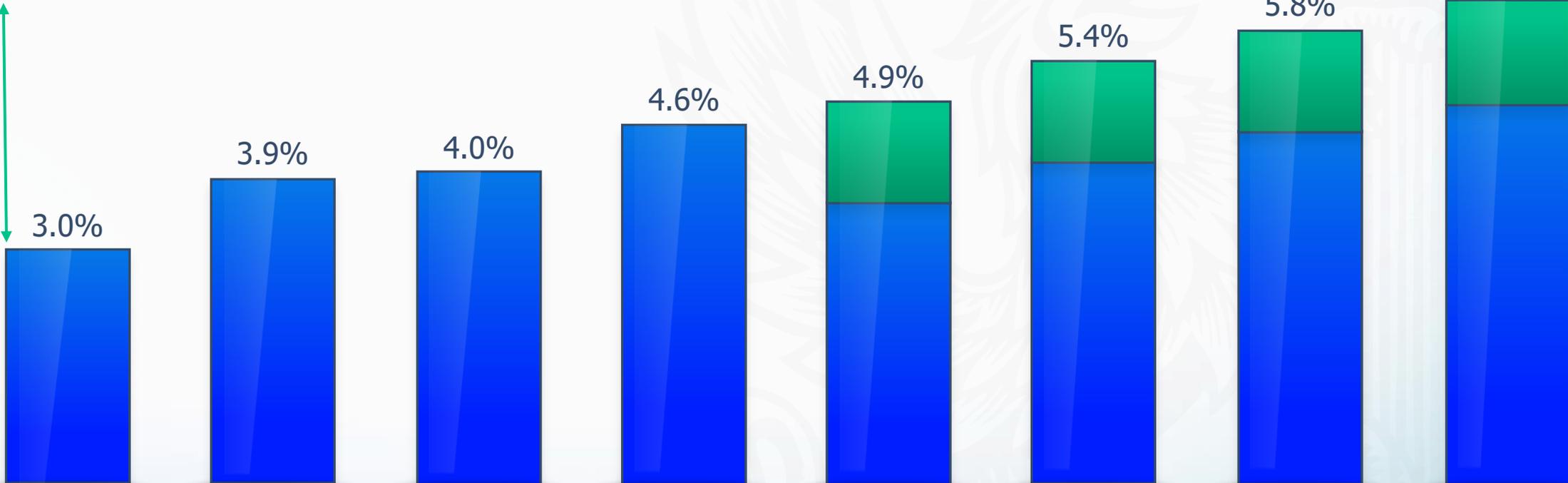
Asset-based revenue impacted by market moves



Growth rates on a constant currency basis excluding the deferred revenue accounting adjustment, unless otherwise noted.
1. Excludes Ukraine/Russia impacts

Better sales and retention driving acceleration in ASV growth

+320bp increase since acquisition

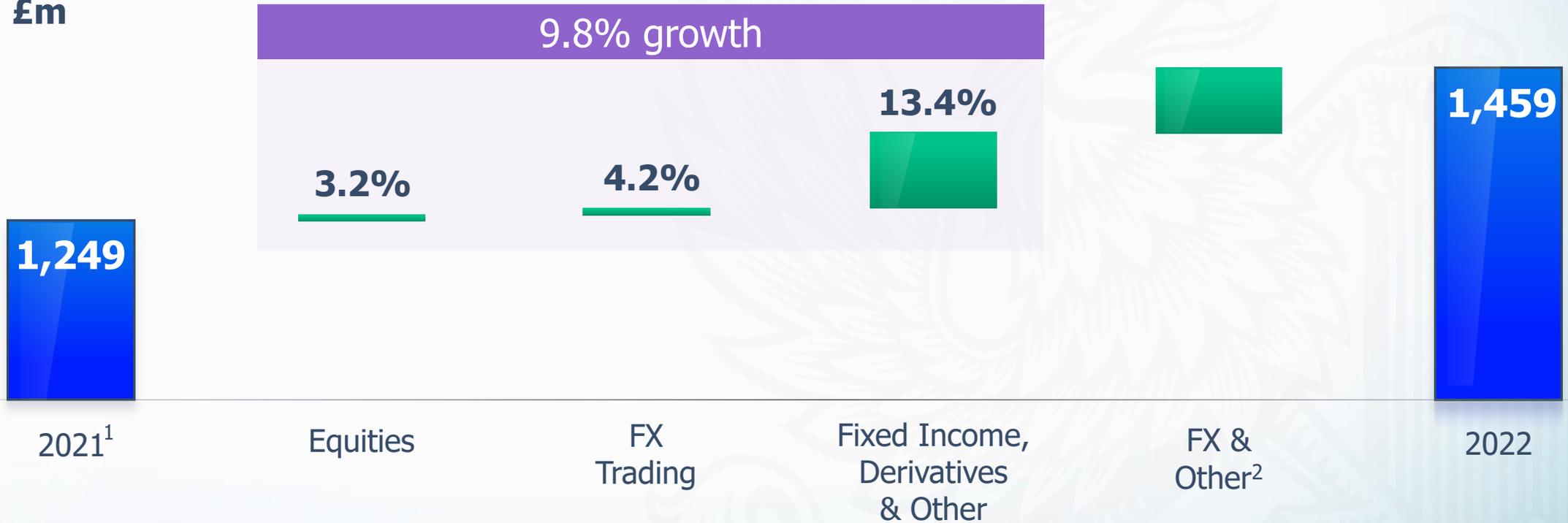


ASV growth rate Impact of Ukraine/Russia conflict

Annual Subscription Value (ASV) growth is a constant currency point-in-time year-on-year organic measure of subscription growth in our Data & Analytics business

Growth across all our Capital Markets businesses

£m



Equities: Secondary trading activity flat

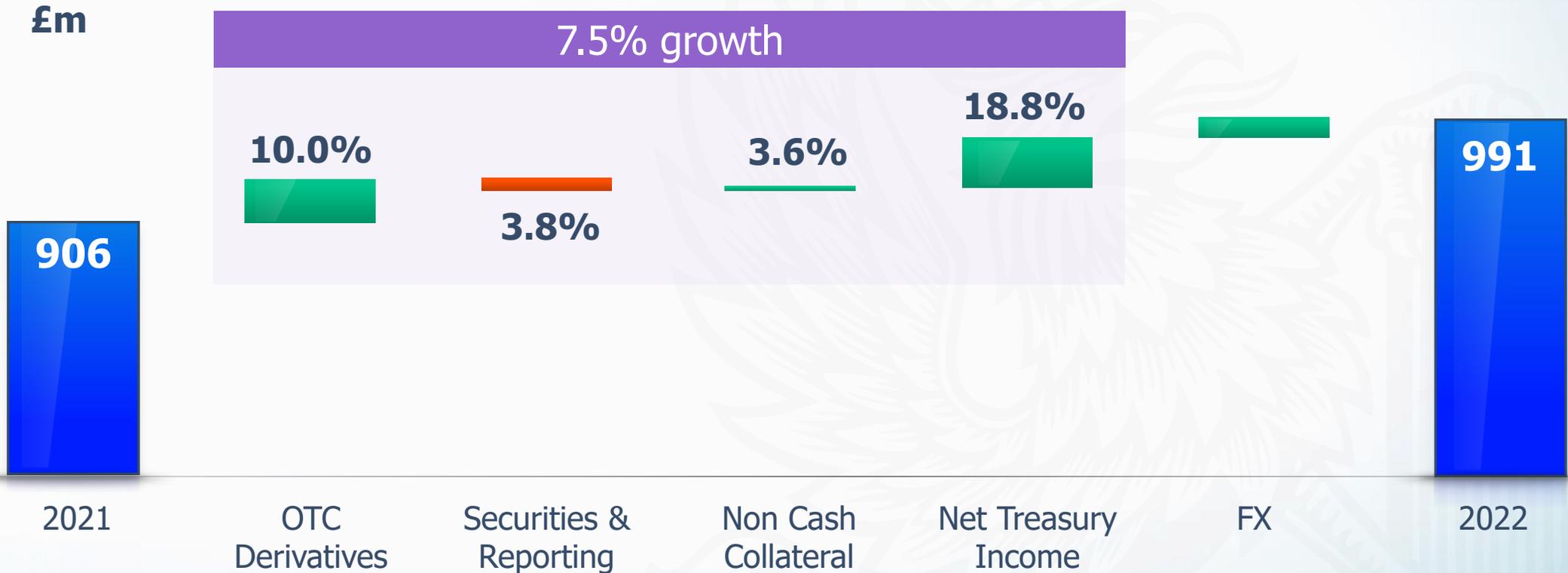
FX Trading: Continued high single-digit growth in FXall

Fixed Income, Derivatives & Other: Further innovation-driven growth at Tradeweb

Growth rates on a constant currency basis excluding the deferred revenue adjustment

1. Pro-forma
2. Includes the deferred revenue adjustment

Post Trade: strongly positioned in volatile markets



OTC Derivatives:
Record SwapClear activity;
growth in uncleared services

Securities & Reporting:
Strong RepoClear volumes;
competitive pressures in equities

Net Treasury Income:
Higher collateral balances
skewed towards cash

Growth rates on a constant currency basis

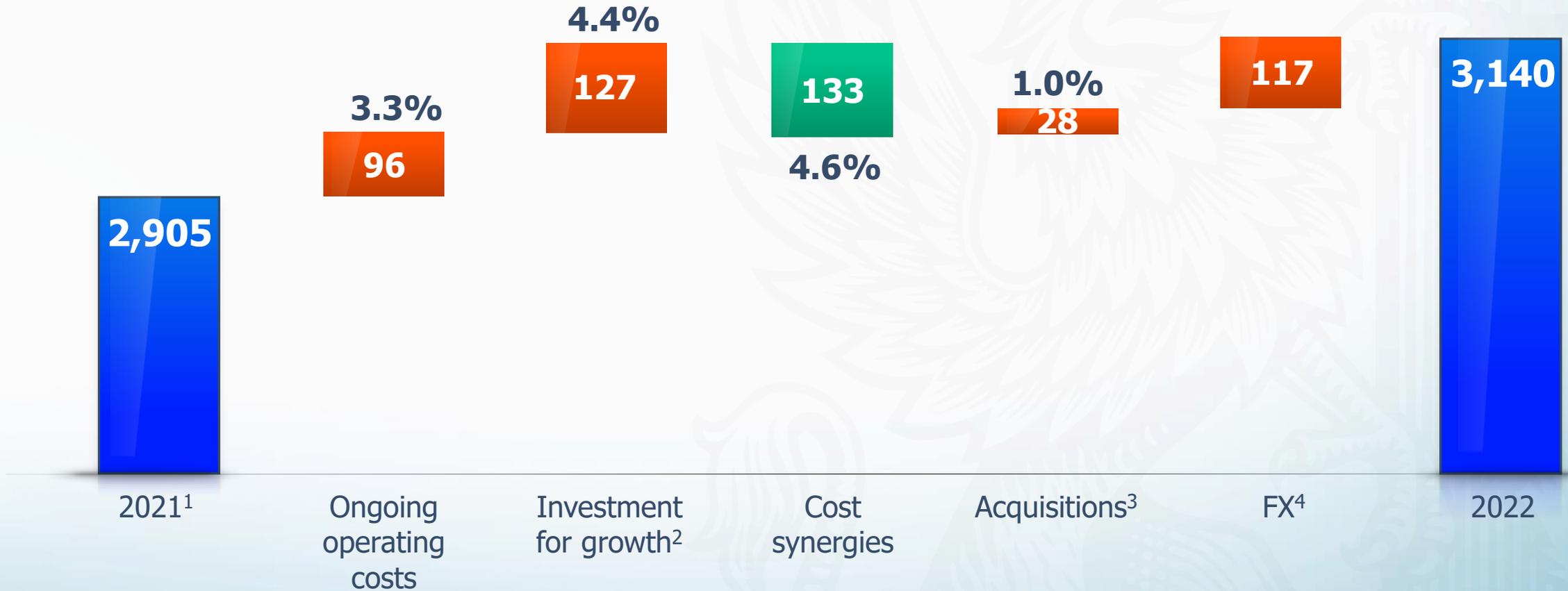
Good improvement in underlying profitability



1. Reported EBITDA margin
The deferred revenue accounting adjustment had a +0.2% impact on margin which was offset by the pro-forma impact of -0.2% on margin.

Disciplined cost management: 3.4% organic cost growth

£m



1. Pro-forma adjusted operating expenses

2. Comprises investment in technology modernisation, increasing cloud usage, costs of delivering strong growth at Tradeweb and costs relating to revenue synergies

3. Organic growth is calculated on a constant currency basis, adjusting results by including acquisitions from the date of acquisition with a comparable adjustment to the prior year.

4. Includes the impact of a non-cash FX-related balance sheet gain



Accelerating the delivery of our efficiency gains

Strategic supplier agreements⁽¹⁾



Agreements renegotiated, out of **41** targeted

Property⁽¹⁾



Properties exited, out of **36** targeted

Data centres⁽¹⁾



Data centres optimised, out of **7** targeted

Total cost synergies at least **£50m** ahead of acquisition target²

Expect to deliver the significant majority of cost synergies roughly **two years early**

1. Actions complete by end of 2022
2. Aug-2019 target to deliver least £350m of runrate cost synergies by end of 2025

Non-underlying items mainly relate to Refinitiv integration

£m	2022	2021
Adjusted Operating Profit	2,728	2,282
Transaction costs	(85)	(109)
Integration, separation & restructuring costs	(304)	(225)
Profit on disposal & remeasurement gains	156	-
Amortisation & impairment of purchased intangible assets	(1,044)	(851)
Depreciation & impairment of other assets	(34)	(32)
Operating Profit	1,417	1,065

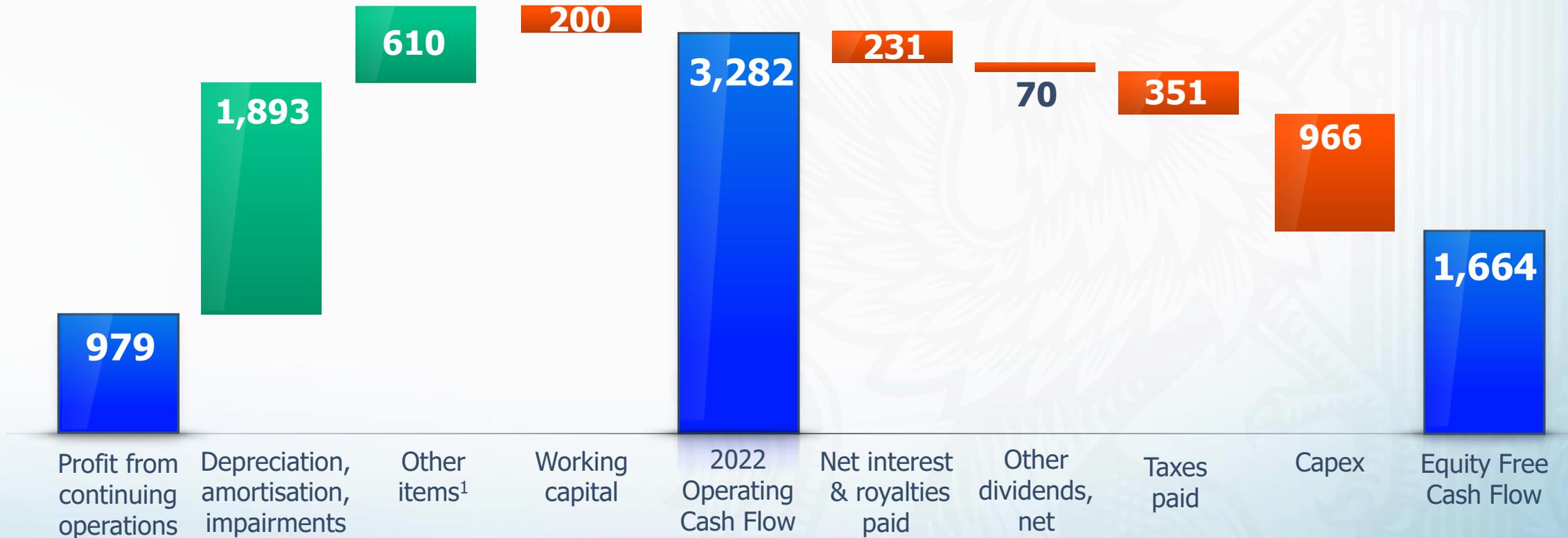
£304m integration, separation and restructuring costs mostly related to the integration of Refinitiv

£156m profit on disposal & measurement gains, primarily relating to a UK freehold property

£1,044m amortisation and impairment of intangible assets, largely recognised on the acquisition of Refinitiv

Strong free cash flow

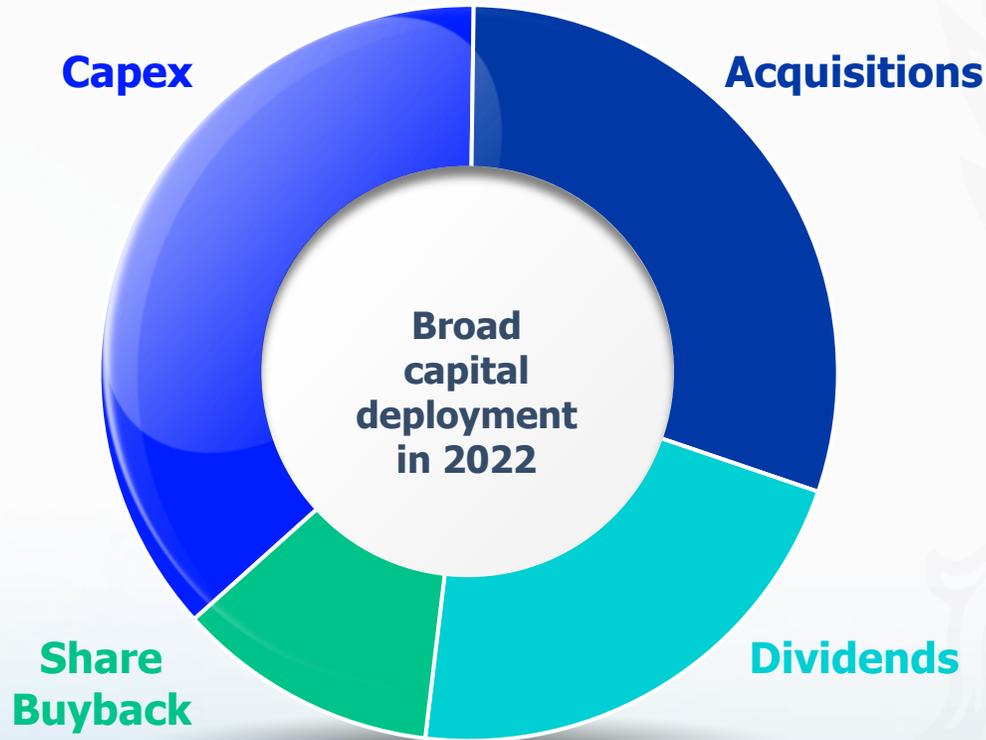
£m



1. Includes share based payments and P&L charges for finance costs and tax

Deploying our strong cash flow for growth and shareholder returns

Actions in 2022



Significant progress in organic investment strategy

Completed four acquisitions

Dividend increased 12.6%¹

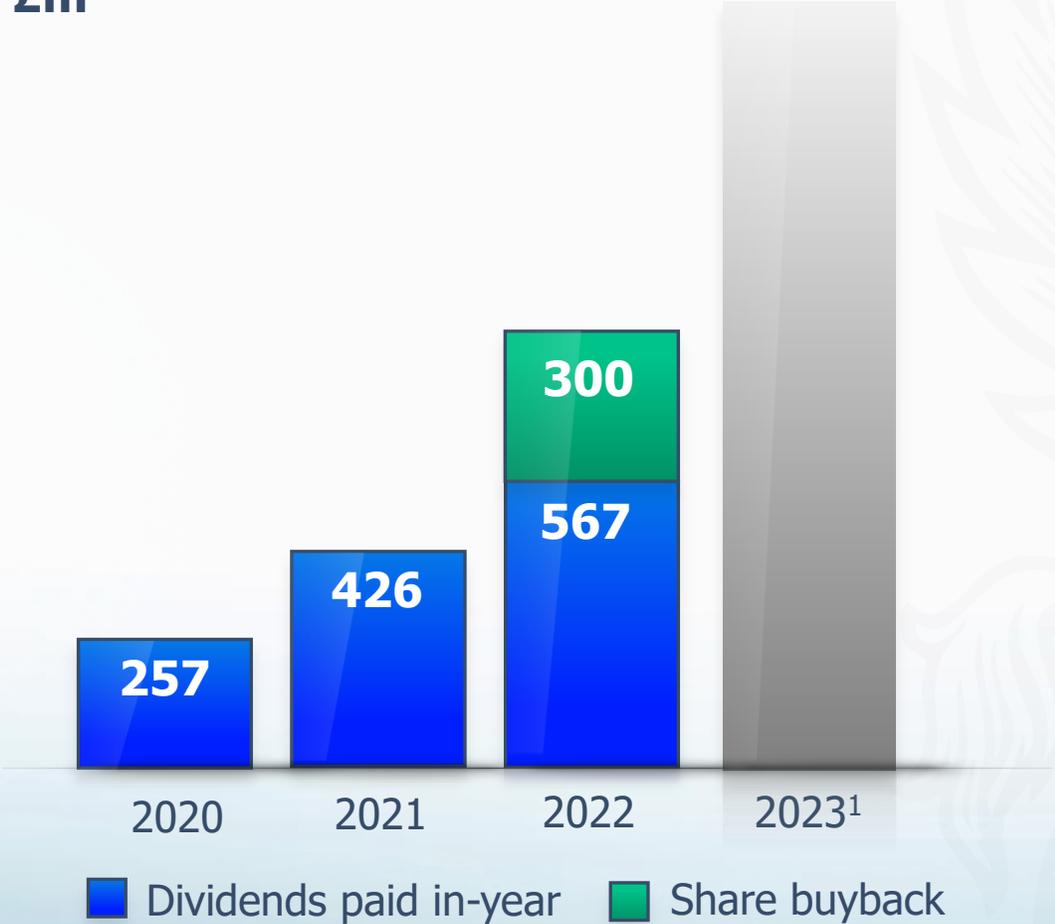
Share buyback of £750m announced; £300m completed in 2022

Maintaining target leverage of 1 – 2x

1. FY2022 dividend per share, subject to approval

Returning significant surplus cash to shareholders in 2023

£m



Continued progressive dividend policy

Completion of existing £750m share buyback

Directed share buyback of up to £750m¹

1. Directed share buyback (subject to AGM approval) of up to £750m will be completed by April 2024

2023 guidance

Total income (excl. recoveries): **6%-8%, constant currency, including M&A completed in 2022**

EBITDA margin: **Around 48%¹, inclusive of Microsoft-related expenses and M&A costs
*Exit margin of at least 50% on constant perimeter basis*³**

BAU Capex: **Around £750m¹, including Microsoft and 2022 M&A**

Revenue synergies: **Double the 2022 exit runrate of £68m²**

Cost synergies: **Nearly all of the £400m 2025 runrate target delivered by year end²**

1. Based on GBP:USD of 1.21 and GBP:EUR of 1.14, BAU capex guidance excludes ROU assets
2. On a constant currency basis
3. Perimeter at time of Refinitiv acquisition, constant currency

Well positioned for growth in 2023

Good start to 2023

Expect further strong synergy delivery

Strong cash flow, funding investment and capital returns



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From integration to transformation

David Schwimmer, CEO



Transforming our business to deliver its growth potential

Delivering on Refinitiv acquisition... two years on

Building efficient, scalable platforms for further growth

Partnering with Microsoft

Delivering on our strategy for Data & Analytics is accelerating growth



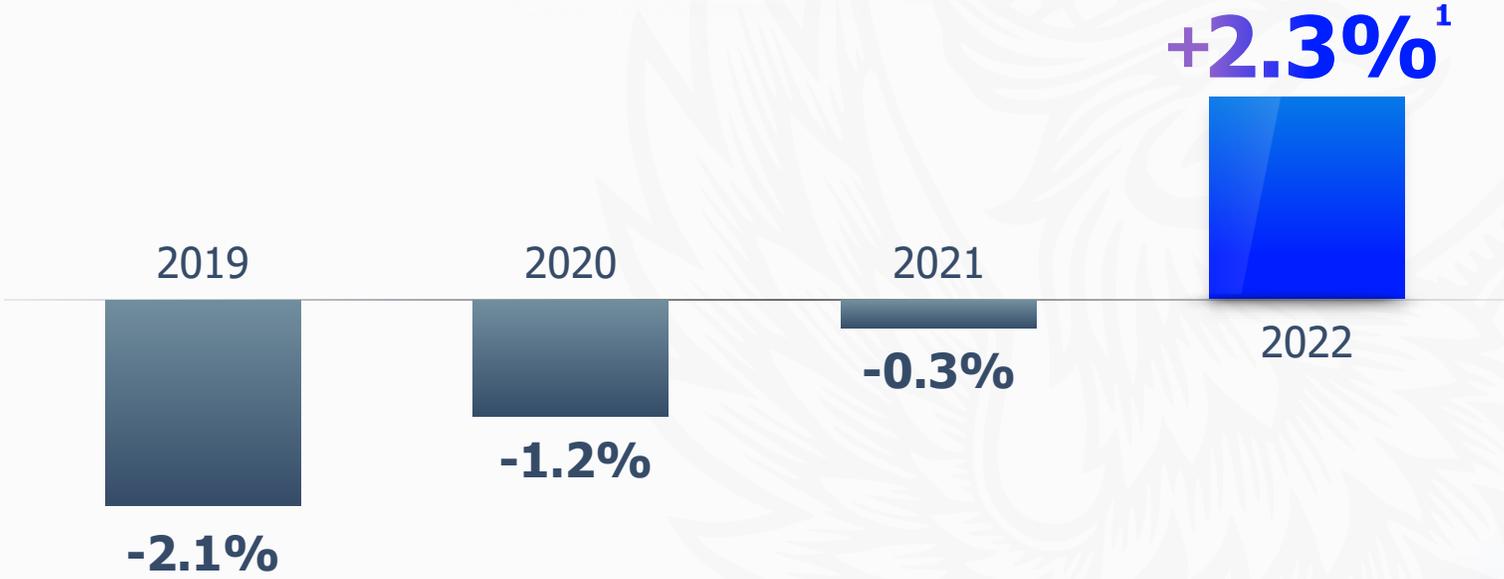
Getting closer to customers, raising performance

Building cutting-edge solutions for modern workflows

Delivering more agile and resilient infrastructure

1. Excluding Ukraine/Russia
2. Growth in Total Income excl. recoveries on a constant currency basis excluding the deferred revenue accounting adjustment

Returning Trading & Banking to growth



Execution benefits in 2021 & 2022

- Better customer insights
- Improved pipeline management



Investment benefits in 2023

- TORA
- Further value from improved execution



Significant further potential

- Completion of Workspace rollout
- Microsoft strategic partnership

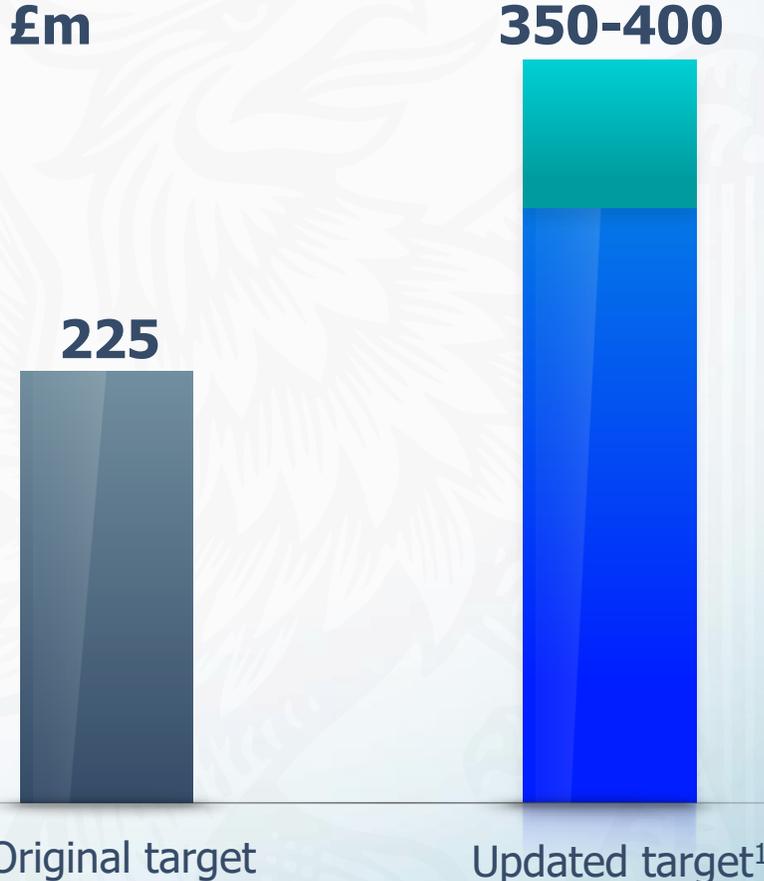
Constant currency growth rates, excluding impact of deferred revenue haircut
1. Excludes impact of Ukraine/Russia, includes acquisition of TORA which adds 80bps

Entering the growth phase of integration

>100 synergy related products launched since completion of the acquisition

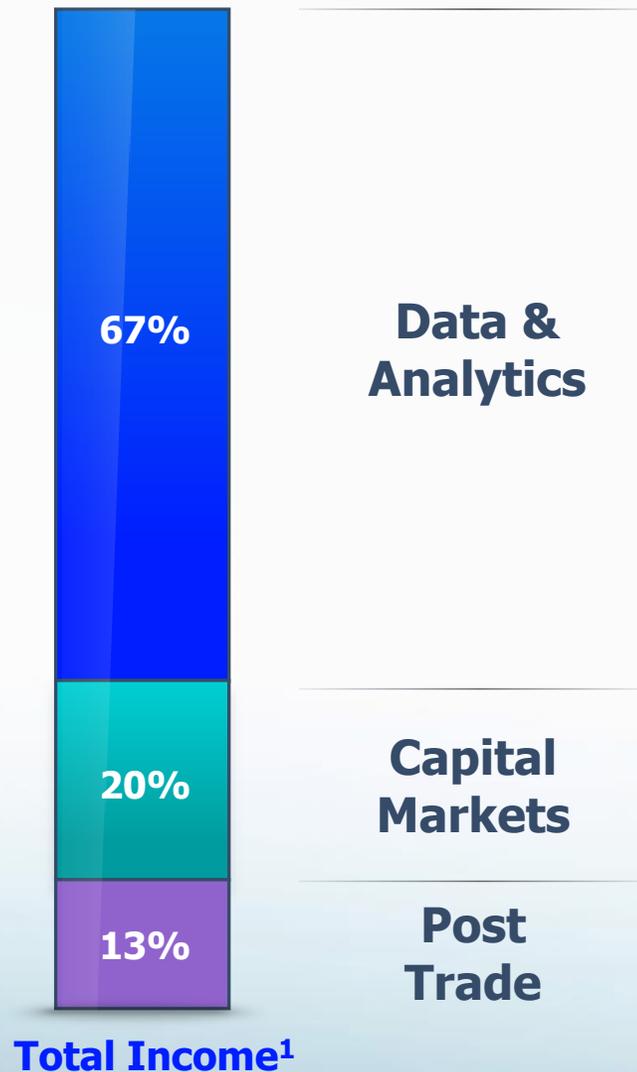
Leveraging the power of the combined business; strong customer engagement

Significantly increasing target revenue synergies



1. £350m-400m of runrate revenue synergies by end of 2025

Transforming our business from a position of strength



Data & Analytics:

- Longstanding relationships with most major banks and asset managers
- Global leader in real-time data
- Top-3 global index provider
- Many other leading data and workflow solutions

Capital Markets:

- #1 global dealer-to-client FX platform
- Leading global fixed income trading platform

Post Trade:

- Systemically important infrastructure
- >90% share of interest rate swap notional outstanding

1. 2022 Total Income excl recoveries

Transforming Enterprise Data: technology, distribution, synergies

Acceleration in 2022¹



Workflow integration

+16pp²

Product satisfaction

+6pp²

Resilience

+12pp²

Performance drivers

Technology investment
driving demand in **Real-Time**

Improved distribution
particularly for PRS

Significant revenue synergies

Next steps

Strong pipeline of technology upgrades

Expanding distribution channels

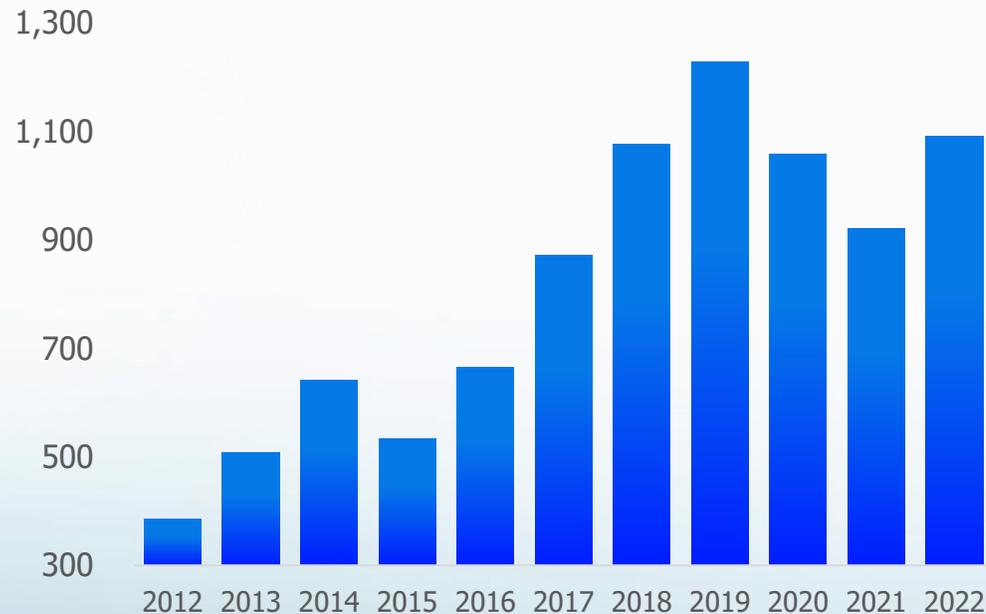
Further cross-sell

1. Total Income excl Recoveries
2. Customer Experience Monitor, showing the increase in 9-10 scores from respondents

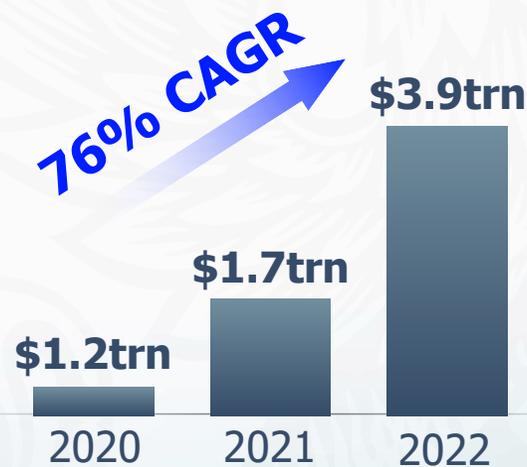
Transforming Post Trade: working with customers to drive industry solutions

Primary driver of structural growth is shifting: from mandatory clearing, to balance sheet efficiency

A decade of growth at SwapClear¹



Strong growth in SwapAgent¹



...and ForexClear¹



Further acceleration of growth through addition of **Acadia²** and **Quantile**

1. Notional value cleared, US\$ trn
2. Acquisition not yet closed; subject to regulatory approvals

Transforming our FX capabilities: leveraging greater connectivity

Pre-trade access to insights and liquidity

Deep and growing pools of liquidity

Access to post-trade risk management services



Microsoft partnership expands and accelerates the transformation of our business

1 State-of-the-art data platform

2 Innovative analytics and modelling

3 Next generation Workspace

Facilitated by
infrastructure
partnership

Revolutionising workflow for financial markets participants

 Single sign on for Workspace and Microsoft products

 Seamless access to LSEG content inside Microsoft apps

 Deep interoperability between Workspace and Microsoft products

 Multi-firm communications and collaboration in Teams

 Key workflows inside Teams with LSEG bots, AI-powered analytics



Multiple, significant value creation opportunities

Value share

- Significantly **enhanced functionality**
- Rolling **upgrades and add-ons**

Volume share

- **Seamless interoperability**
- **Consumption-based pricing** over time

New, adjacent markets

- Cloud-based **modelling and analytics**
- **Corporate and consumer** Teams users



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Microsoft



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Confident of further progress in 2023



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Appendix



Key performance indicators for 2022

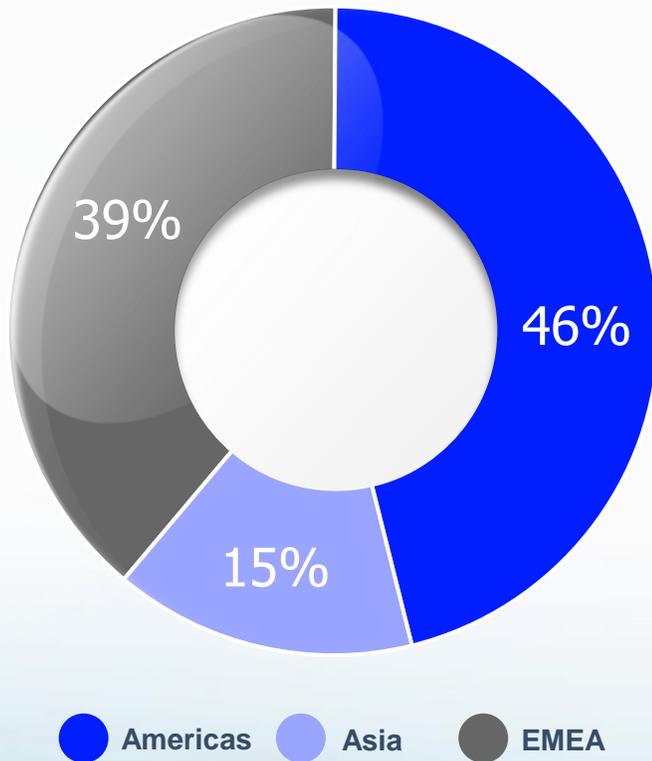
DATA & ANALYTICS	ASV growth ⁽¹⁾	Subscription revenue growth ⁽¹⁾	ESG AUM ⁽²⁾ \$296bn	ETF AUM \$1,009bn
	+6.2%	+5.7%	+77%	-11%
	UK Equity ADV £4.6bn	FX ADV \$452bn	TRADEWEB ADV	
	+2%	+2%	Rates - Derivatives \$342bn +17%	Credit - Cash \$10bn +9%
POST TRADE	SwapClear client avg. 10-yr notional equivalent \$3.7trn	RepoClear nominal value €288trn	Average non-cash collateral €169bn	Average cash collateral €141bn
	-12%	+21%	+2%	+31%

1. Excluding the impact of Ukraine/Russia

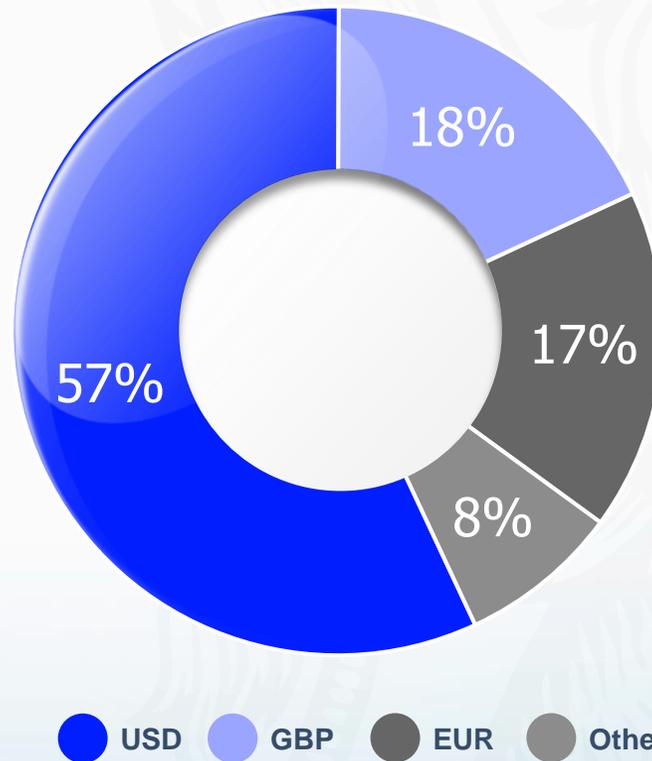
2. ESG Passive AUM is at 30 June 2022 and prior period comparator is at 30 June 2021

Geographically diversified revenues & costs

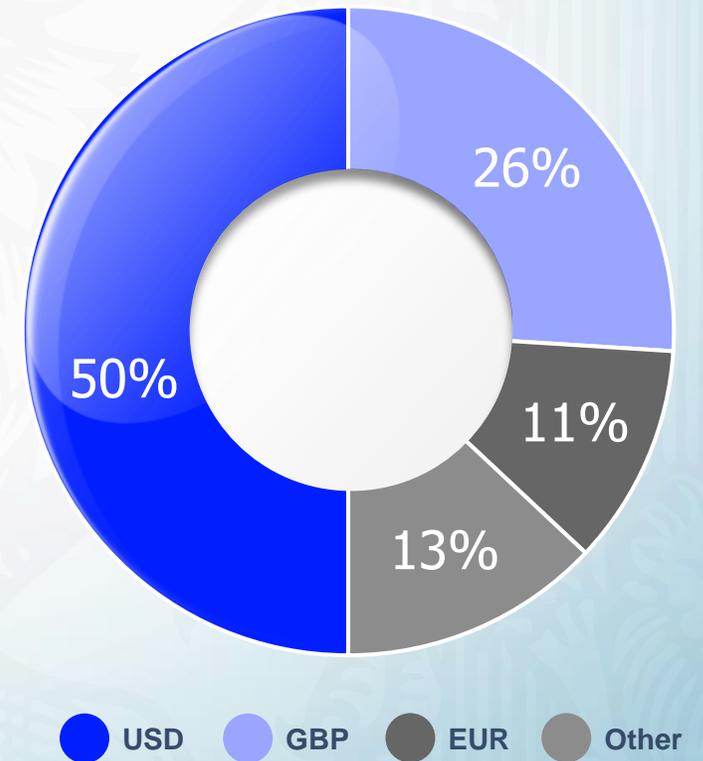
Total Income by geography¹



Total Income by currency¹



Total costs by currency²

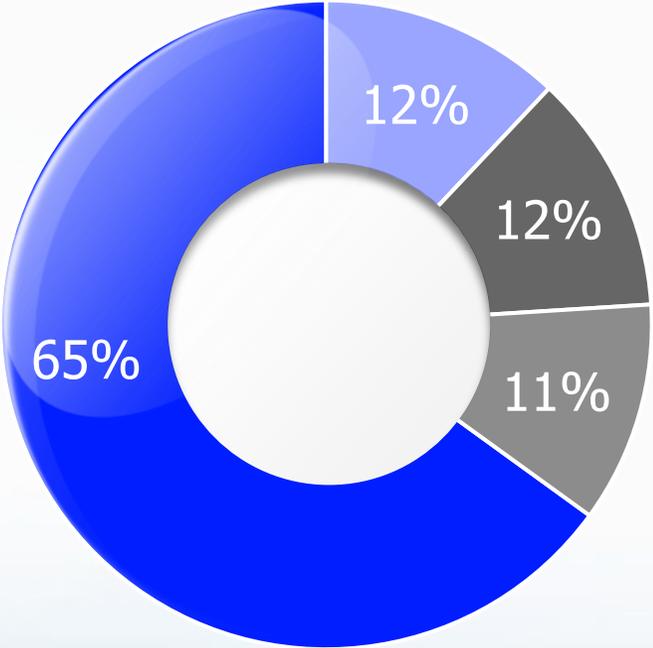


1. 2022 Total Income including Recoveries. Geography based on customer location

2. 2022 Total costs including cost of sales, adjusted operating expenses and adjusted depreciation, amortisation and impairment

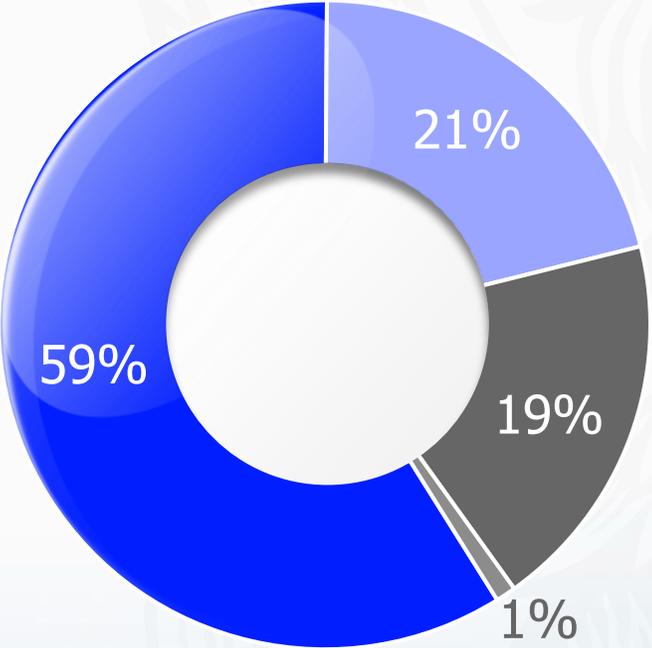
Divisional income by currency¹

Data & Analytics



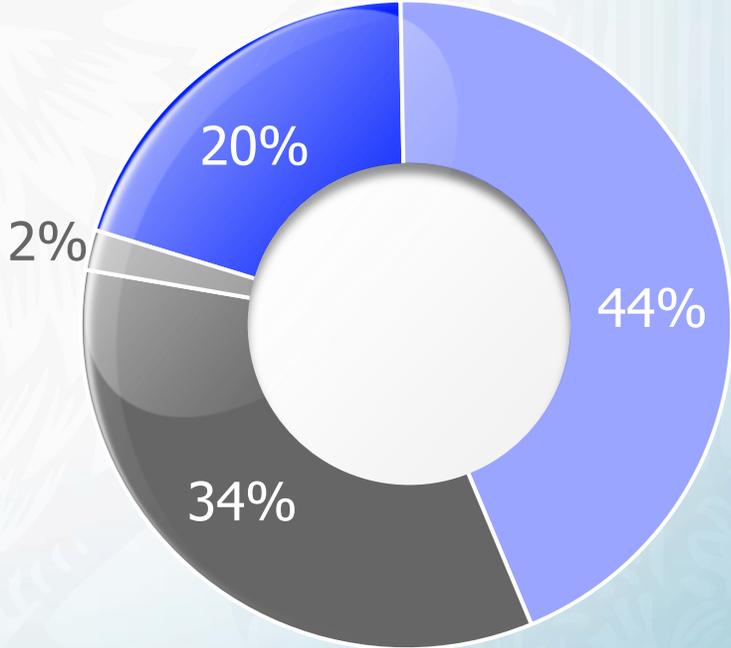
● USD ● GBP ● EUR ● Other

Capital Markets



● USD ● GBP ● EUR ● Other

Post Trade



● USD ● GBP ● EUR ● Other

1. 2022 Total Income by division including recoveries

Quarterly revenue progression

£m	Q1 ¹	Q2	Q3	Q4	2021 ¹	Q1	Q2	Q3	Q4	2022
Trading & Banking Solutions	372	373	373	375	1,493	378	391	417	426	1,612
Trading	297	297	296	296	1,186	298	308	330	339	1,275
Banking	75	76	77	79	307	80	83	87	87	337
Enterprise Data Solutions	279	282	284	296	1,141	304	317	332	354	1,307
Real-Time Data	178	182	182	188	730	195	202	212	229	838
PRS	101	100	102	108	411	109	115	120	125	469
Investment Solutions	274	286	294	302	1,156	308	328	344	345	1,325
Benchmark Rates, Indices & Analytics	122	126	136	134	518	137	148	157	165	607
Index - Asset-Based	58	64	62	69	253	70	71	73	66	280
Data & Workflow	94	96	96	99	385	101	109	113	115	438
Wealth Solutions	61	62	61	65	249	63	68	71	73	275
Customer & Third-Party Risk Solutions	85	90	92	92	359	94	102	110	119	425
Data & Analytics	1,071	1,093	1,104	1,130	4,398	1,147	1,207	1,274	1,316	4,944
Equities	61	59	60	61	241	67	62	60	59	248
FX	57	53	56	57	223	60	63	68	67	258
Fixed Income, Derivatives & Other	200	187	193	205	785	232	235	241	245	953
Capital Markets	318	299	309	323	1,249	359	361	369	370	1,459
OTC Derivatives	87	82	86	103	358	93	98	103	108	402
Securities & Reporting	63	60	60	63	246	64	58	55	57	234
Non-Cash Collateral	22	24	24	25	95	24	25	25	26	100
Net Treasury Income	55	53	47	52	207	57	64	66	68	255
Post Trade	227	219	217	243	906	238	245	249	259	991
Other	5	10	9	10	34	7	5	13	9	34
Total Income (excl. recoveries)	1,621	1,621	1,639	1,706	6,587	1,751	1,818	1,905	1,954	7,428
Recoveries	88	90	90	86	354	80	86	80	69	315
Total Income (incl. recoveries)	1,709	1,711	1,729	1,792	6,941	1,831	1,904	1,985	2,023	7,743
Cost of sales	(230)	(222)	(227)	(241)	(920)	(240)	(264)	(289)	(271)	(1,064)
Gross Profit	1,479	1,489	1,502	1,551	6,021	1,591	1,640	1,696	1,752	6,679

1. On a pro-forma basis, assumes that the acquisition of Refinitiv took place on 1 January 2021

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