

2020 Preliminary results

5 March 2021



LSEG

Welcome

- **Introduction** – David Schwimmer, CEO
- **Financial Performance FY2020** – Anna Manz, CFO
- **LSEG – The Path Forward** – David Schwimmer
- **Q&A**



LSEG

A leading financial markets infrastructure and data provider

- Delivered a strong 2020 performance against a challenging market backdrop
- Strong operational resilience – successfully navigating through Covid-19 and Brexit
- Completion of the Refinitiv transaction following successful navigation of highly complex approvals process
- Increasingly compelling strategic rationale – a transformational transaction
- Executing on integration programme – work so far confirms the quality of the business and the extent of the opportunities across the Group
- Group well-positioned across the financial markets value chain – further connection of Group's divisions will deliver increased value
- Strong industry trends and LSEG competitive advantages provide strong shareholder value proposition
- Confidence in delivery of financial targets

Financial Performance FY2020

Anna Manz, CFO



LSEG

Overview of FY2020

£2,444m

Total Income

↑ 6%

£2,220m

Gross profit

↑ 6%

£887m

Underlying Operating Expenses

↑ 6%

£1,329m

Adj. EBITDA

↑ 5%

209.7p

Adj. EPS

↑ 5%

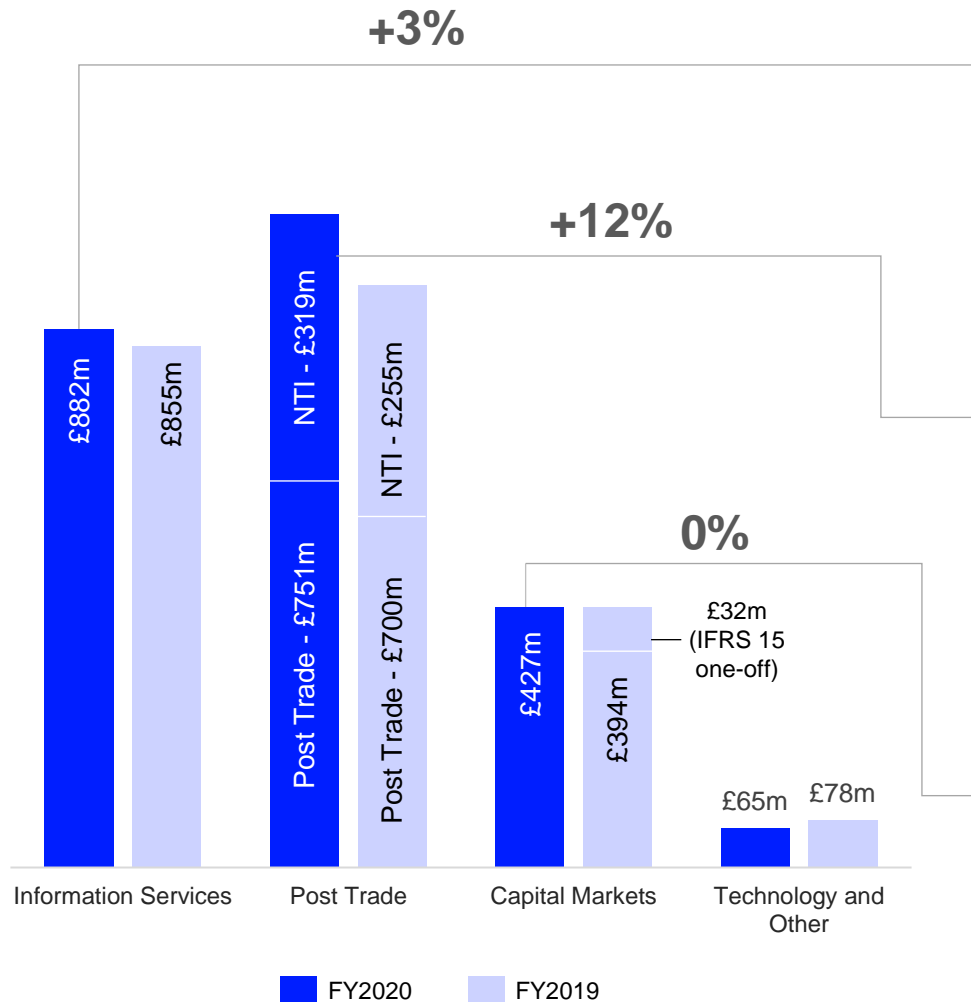
75.0p

Full-year dividend

↑ 7%

Strong financial performance despite challenging market backdrop

Strong income performance from diversified business portfolio



Information Services

- Good growth in subscriptions (+6%) and other data
- Lower asset-based revenues (-2%) – reflecting a challenging year in asset valuations and asset based products as a result of market volatility

Post Trade

- Good Non-OTC growth from higher volumes across EquityClear and listed derivatives
- Modest growth in OTC reflecting subdued IRS volumes Q2 onwards
- Exceptional performance in Net Treasury Income (NTI) as a result of pandemic-related activity in Q1: higher collateral balances and enhanced returns

Capital Markets

- Strong volumes and activity across both primary and secondary markets
- Adjusting for one-off IFRS benefit, revenue up 8%

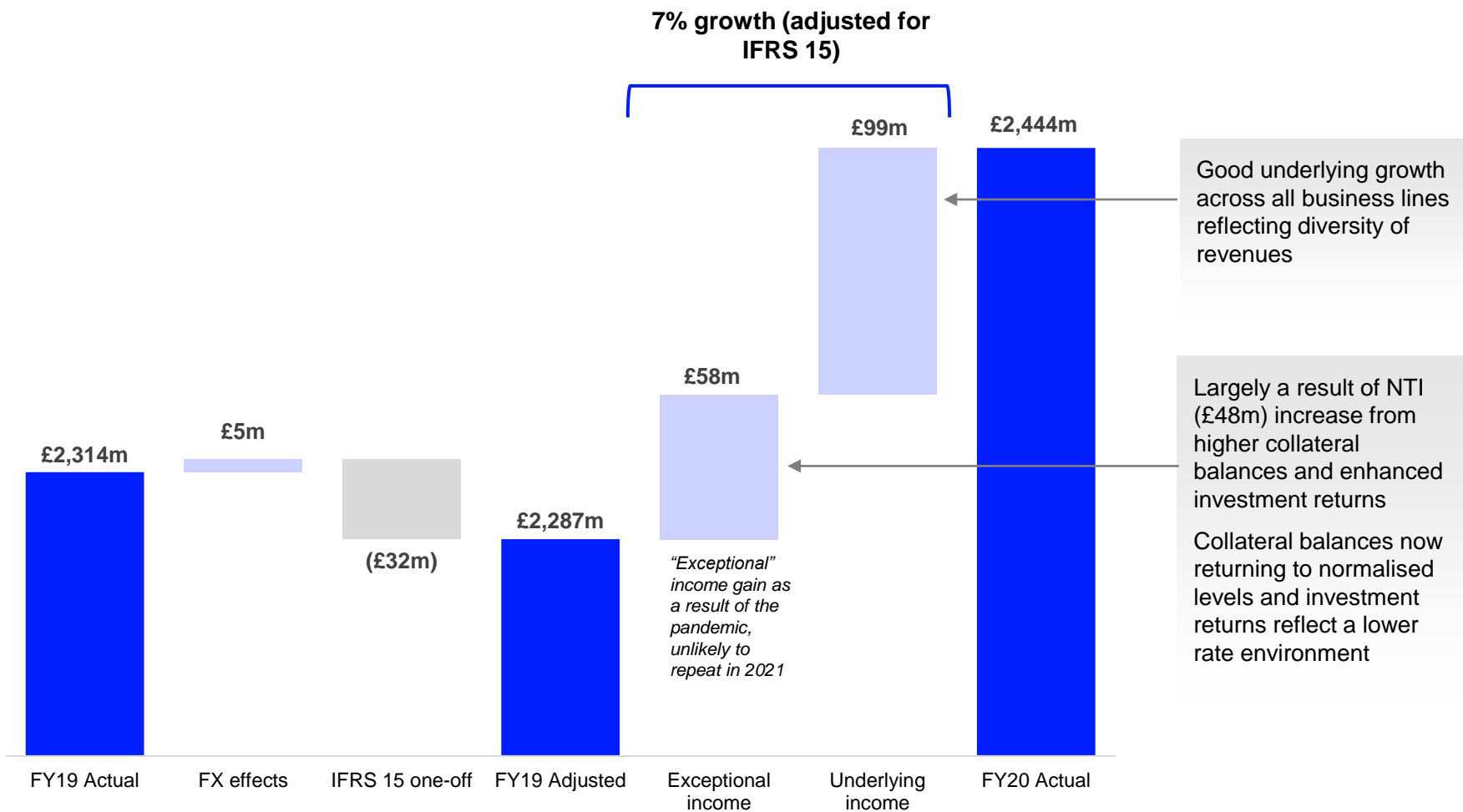


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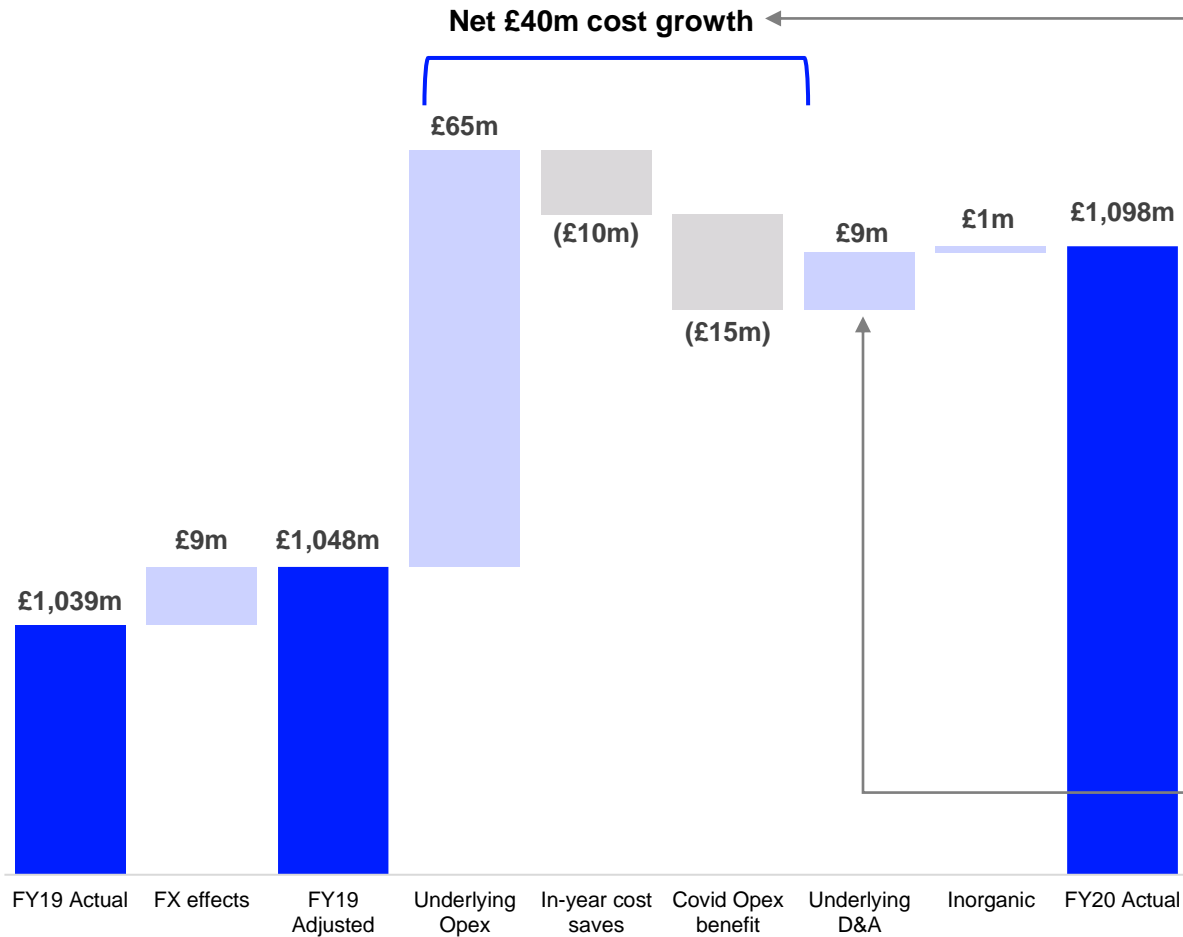
Note

All variances calculated on a reported basis

Continued organic growth supplemented by strong NTI activity



Investing for resilience and future growth



Underlying opex growth

- Additional staff costs and technology spend to support operational resilience and capital market infrastructure
- Further investment, including staff to support growth

Benefitted by...

- £10m of cost saves realised in-year
- £15m of cost benefits associated with the pandemic e.g., reduced marketing, travel and entertainment expenses

Reflects increased capital expenditure in prior year but slower spend in H1 due to Covid-19

Strong performance underpinned by focus on operational resilience

Full continuity of service during the pandemic – seamless transition to working from home environment for vast majority of employees

Execution Venues

- Full service across all platforms
- Resilient during periods of high market volatility
- Platform upgrade programme continued
- £1.25trn of equity flow through LSE

Customer Support

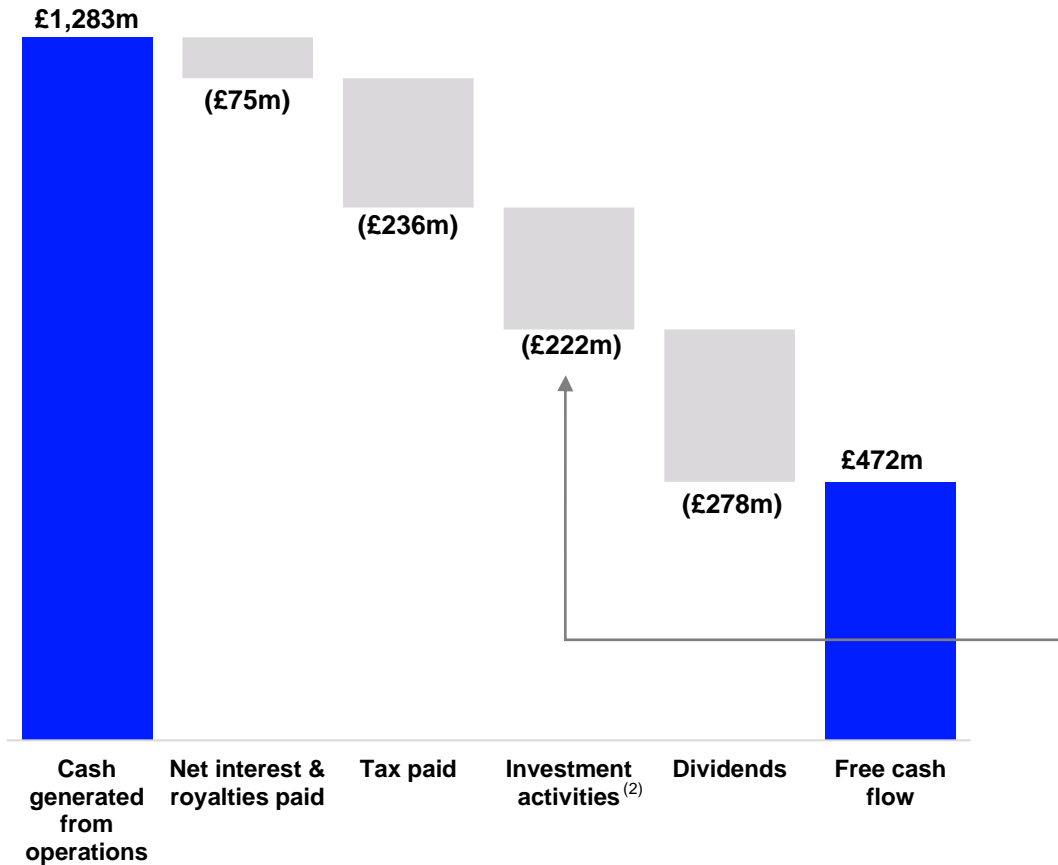
- Supported issuers by waiving admission fees of bonds used to mitigate the impact of COVID-19
- Applied a three month extension for reporting of annual audited accounts for AIM listed companies
- Supported issuers via our Issuer Services platform to host virtual shareholder meetings and presentations
- Reduced fees for market makers during periods of extreme market volatility

Clearing Venues

- Continuity of service across all venues
- SwapClear platform able to deal with the surge in volumes associated with global market volatility
- A record 6.4m trades in total cleared by SwapClear
- Robust capital and risk models maintained
- Implemented new MCCP EquityClear platform in a highly volatile clearing environment, new platform functioned without issues – clearing record volumes
- Record collateral balances effectively managed by LCH treasury function

Robust cash generation resulting in strong year-end financial position

Continued strong cash generation; investment activities as planned



Leverage as at 31 December 2020:

- 1.1x Net Debt / EBITDA⁽¹⁾

Total investment of £263m, of which £222m capex

Investment for growth and efficiency:

- Enhancements to trading venues
- LCH M CCP – multi-asset clearing and risk platform
- Index & Analytics – new products

Operational:

- Improved cyber security controls
- Resiliency upgrades across market operations and technology
- Data centre consolidation

Note

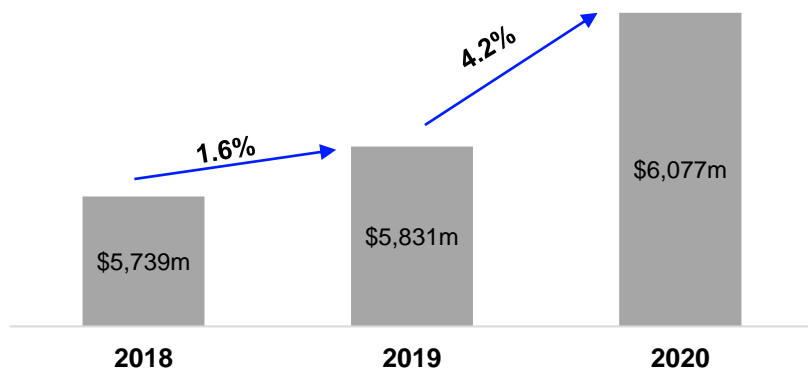
(1) Pro forma EBITDA as if acquisitions held for the complete year

(2) Investment activities includes purchase of property, plant and equipment, purchase of intangible assets

Strong performance momentum at Refinitiv

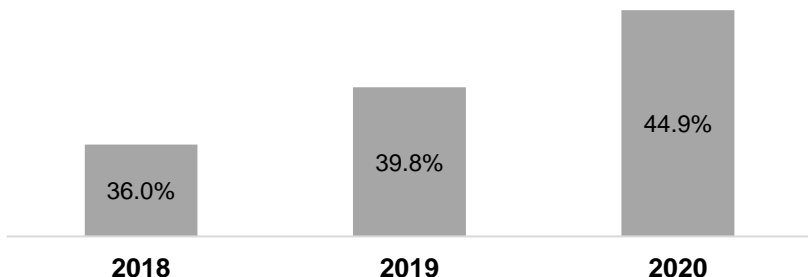
Good revenue growth and margin expansion, supported by the accelerated delivery of productivity programme and continued investment in business

Revenue⁽¹⁾ – good growth trajectory

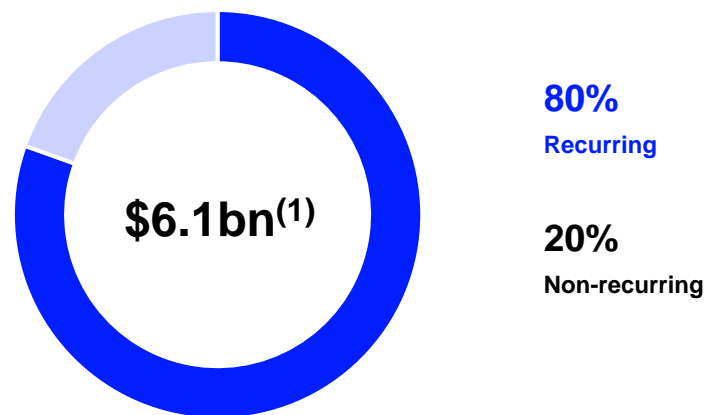


Adjusted EBITDA margin⁽²⁾ – improving efficiency

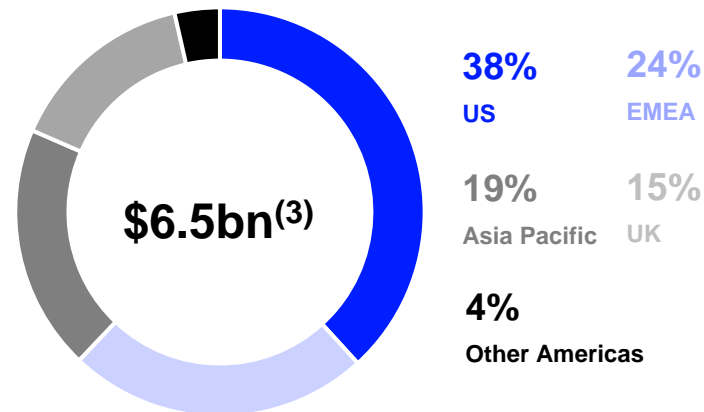
\$650m run-rate cost saving target achieved



High proportion of recurring subscription-based revenue



Diversified revenue across the globe



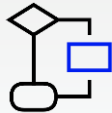
Note:

- (1) Revenue excludes recoveries
- (2) Adjusted EBITDA margin is calculated as a % of Refinitiv revenue excluding recoveries
- (3) Refinitiv revenue includes recoveries

CFO priorities going forward



Strong financial management – opportunities from integration for process optimisation and value delivery from cost and scale efficiencies



Enable strategic change and development – through strong performance-management focus



Integration execution – enable delivery on synergy targets and drive additional benefits/returns from a fully integrated business



Capital allocation – to support transformation and value-creation opportunities while managing de-leveraging plan

Consistent capital management framework

Continued focus on deploying capital for selected organic and inorganic investments, and shareholder returns, while maintaining a prudent balance sheet.

Key factors that inform our capital allocation decisions

Maintain our existing leverage target of 1.0-2.0x Net Debt / EBITDA and manage credit rating, debt profile, and regulatory requirements

Focus on meeting appropriate internal hurdles for selected organic and inorganic investment opportunities

Maintain a progressive ordinary dividend policy, operating in a target 2.5-3.0x dividend cover range

How we deploy capital

Organic Deployment:

Pursue organic investment opportunities for growth, efficiency and resilience

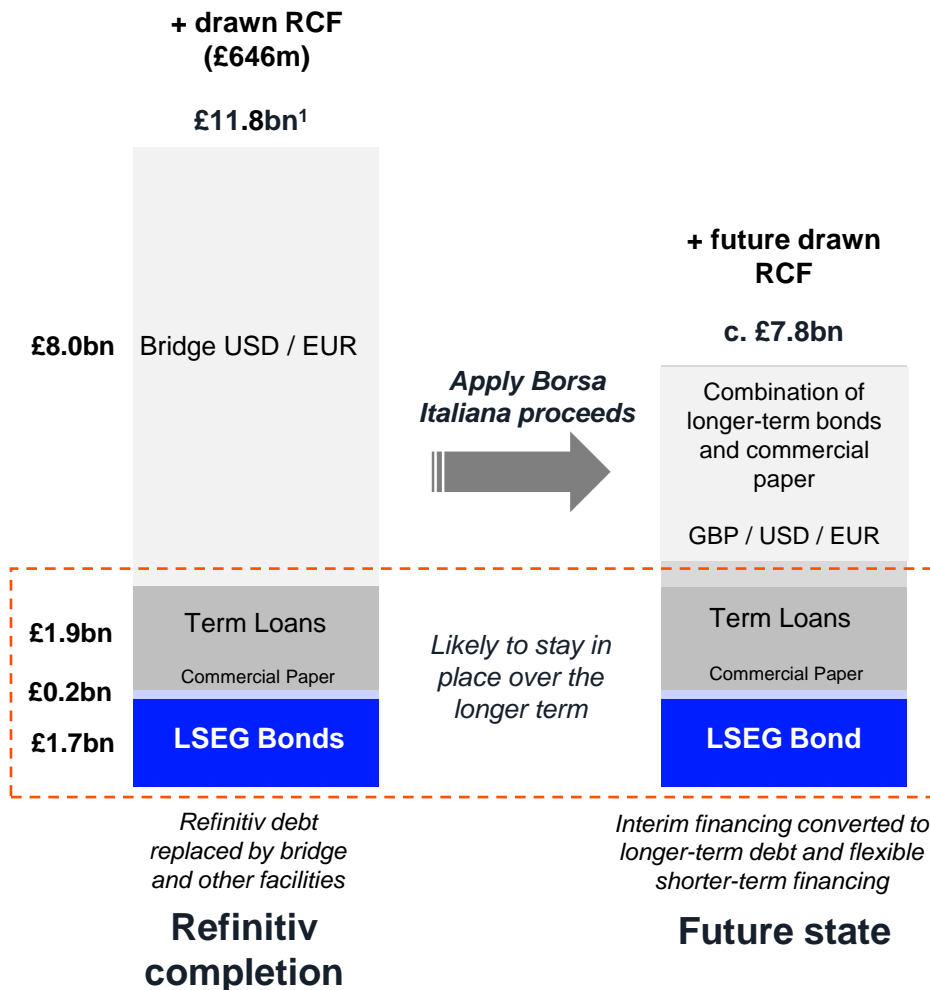
Inorganic Opportunities:

Robust appraisal of inorganic opportunities to deliver growth through 'bolt-on' / strategic M&A

Returns to Shareholders:

Commitment to ordinary dividends and continue to keep other options for capital returns under review

Executing on our refinancing strategy



Longer-term refinancing

- Gross borrowings as at completion of £12.4bn
- Existing LSEG debt remains in place
- New USD/EUR Term Loans arranged to partially replace Bridge Facility.
- Monitoring market conditions for refinancing as opportunity permits
- Group rated long term A3 with Stable Outlook by Moody's and long term A with S&P with negative outlook
- Borsa Italiana proceeds to reduce debt by c.£4bn
- Estimated Pro forma leverage at completion >3.5x Net debt / EBITDA; taking into account the proceeds from the divestment of Borsa Italiana this would fall to <3.0x



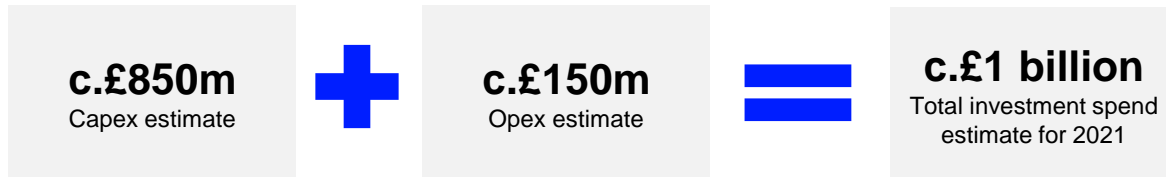
LSEG

Note:

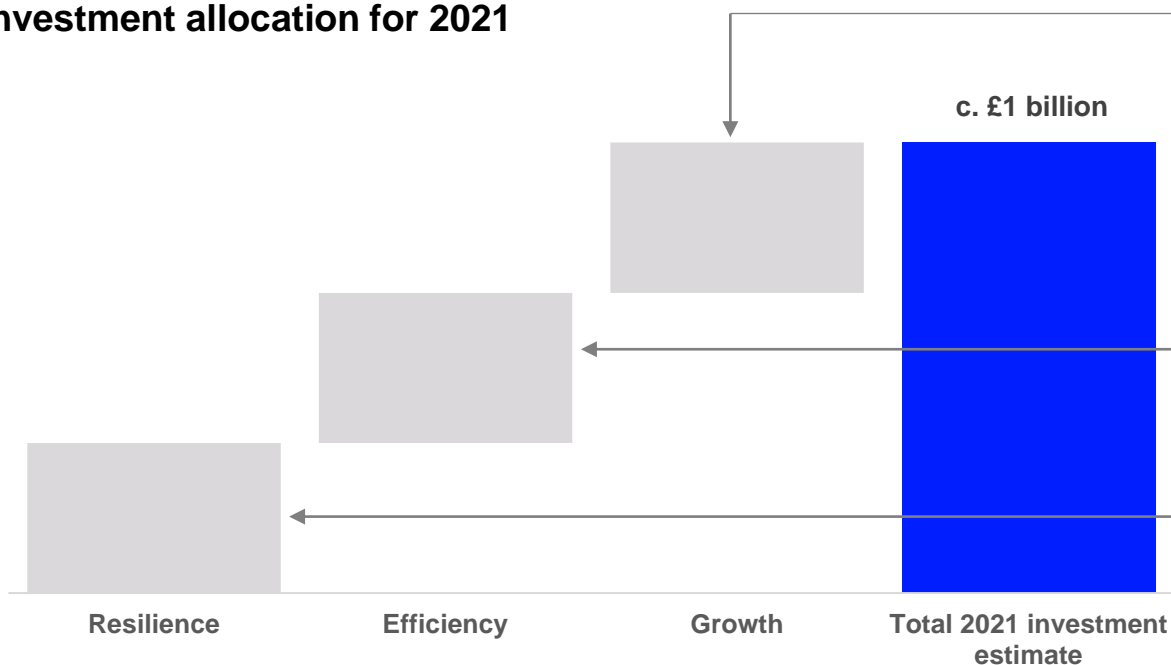
(1) The headline amount of £11.8bn includes one-off Refinitiv refinancing costs plus additional Refinitiv borrowings incurred to part finance acquisition of GIAC, as at 31 January 2021

Investing for resilience, efficiency and growth

Continuation of investment for growth programmes and to realise synergies



Investment allocation for 2021



- Evolution to Workspace
- FTSE Russell indices on Refinitiv platforms
- Enhanced Real Time content, products and analytics
- Enhanced Fixed Income analytics platform
- Includes £38m investment for growth in relation to Tradeweb

- Consolidation of clearing platforms
- Integration of FX venues
- Drive cost synergies
- Operational improvements
- Property consolidation
- Separation of Borsa Italiana

- Optimise data centre footprint
- Simplification of technology and network infrastructure
- Improved cyber security controls

Confidence in achieving financial targets

- 1** **5 – 7% Total Income** (excluding recoveries) CAGR over the first three years (2020PF – 2023) ⁽¹⁾
- 2** **>£225m of annual run rate revenue synergies** phased over five years (2020PF – 2025) ⁽²⁾
- 3** **>£350m of annual run rate cost synergies** phased over five years (2020PF – 2025) ^{(2), (3)}
- 4** **50% Adjusted EBITDA margin** (excluding recoveries) over the medium term
- 5** **Leverage to reduce to 1-2x target range** within 24 months of completion ⁽⁴⁾
- 6** **>30% EPS accretion** after the first year of completion and increasing in years two and three ⁽⁴⁾

Guidance for 2021:

Total Income ⁽⁵⁾ – expect <5% growth for 2021 reflecting strong prior year comparators with non-recurring factors; lead time to develop revenue synergies

Underlying operating expenses ⁽⁵⁾ - Expect a mid single-digit rise in operating expenses (including any cost synergies in the year) reflecting continuation of spend on resilience across all parts of the new enlarged Group, further expenditure on efficiency-related projects and development of new products and services to drive future growth

Depreciation and Amortisation ⁽⁵⁾ - c.£830m reflecting increased investment spend

Tax – Effective Tax rate of 22-24% based on assumed UK corporation tax rate of 19% and US blended federal and state tax rate of 26%.

Note:

(1) Total income growth target to be measured off the 2020 pro-forma Total Income (excluding recoveries) of £6,763m and runs until 31 December 2023

(2) Revenue and cost synergy targets run to 31 December 2025

(3) Year 1 cost synergy phasing refers to the full 12 months to 31 December 2021

(4) From the date of Completion of the Refinitiv transaction: 29 January 2021

(5) Guidance for 2021 is based on a pro-forma for 2021, assuming the completion of Refinitiv on 1st January 2021 and excludes financial performance associated with the Borsa Italiana divestment

Well positioned to create further value

- Strong LSEG and Refinitiv financial results in 2020
- Strong operational performance and focus on resilience
- Financial priorities are clear
- Investment continues for growth, efficiency and resilience
- Confidence in opportunities ahead for enlarged Group and delivering on financial targets

LSEG – The Path Forward

David Schwimmer, CEO



LSEG

A leading global financial markets infrastructure and data provider

- Increasingly compelling strategic rationale for the combination
- Core attributes to be a leading financial markets infrastructure business of the future:



Global footprint



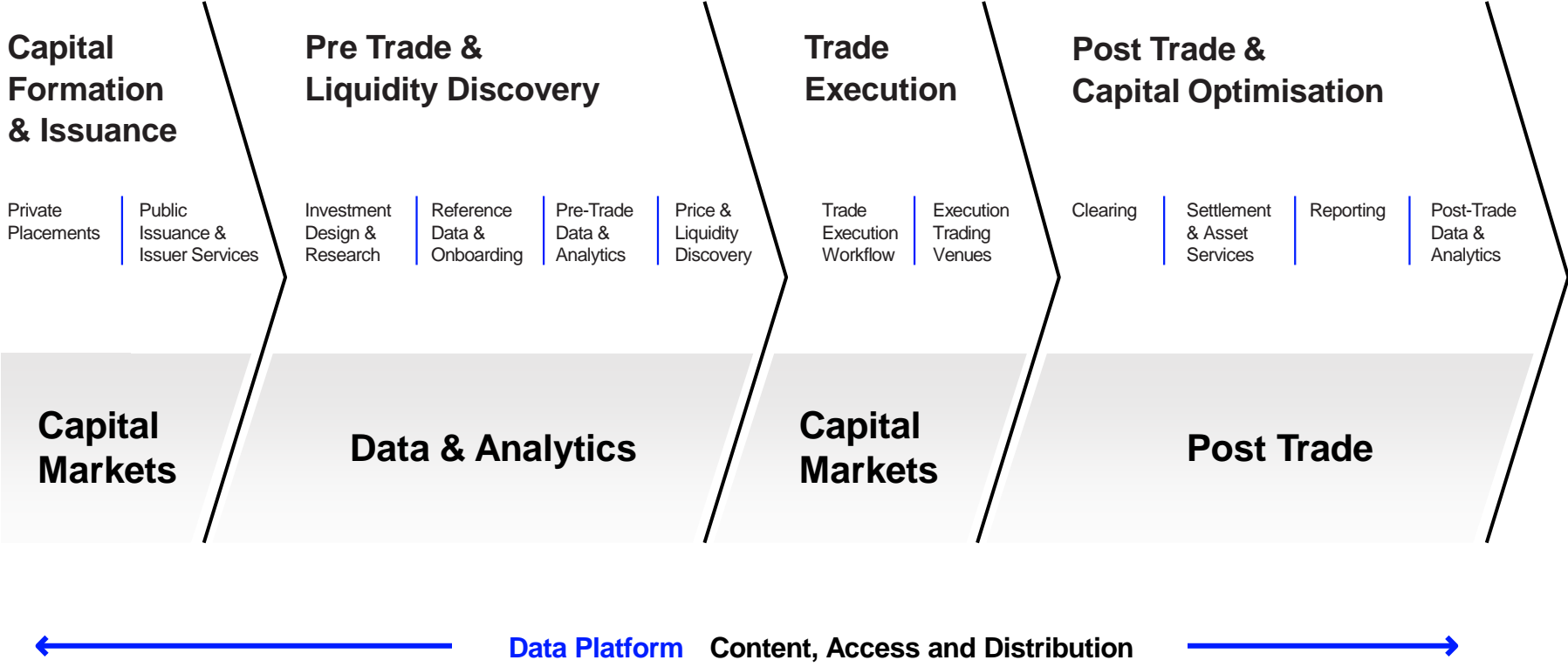
Leading data and analytics capabilities



Multi-asset class coverage

- Many **opportunities to deliver value** through sustainable revenue growth, product innovation, scale efficiencies and substantial synergies
- **Strategic alignment to strong, long term market trends**, diversified and highly recurring revenue streams
- **Supporting customers across the entire financial markets value chain**

Strong presence across the financial markets value chain



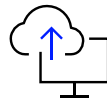
Mega-trends shaping the industry drive multiple opportunities



Digitisation and the customer experience

Increased focus on digitisation and the digital customer experience across banking, wealth and asset management

Ability to diversify offerings across new segments, markets

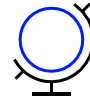


Demand for data discovery and access

Demand for open and more interoperable platforms

Adoption of cloud for compute power and analytics

Role of AI / machine learning in unlocking the value of data



Global multi-asset connectivity

Increasing ability to trade and invest across global markets, driven by electronification

Growing demand across both single and multi-asset execution workflows



Assets managed through global index funds pushed through the \$10 trillion barrier at the end of 2019
Funds Europe

Growth of passive investing

Growth in passive investment strategies, AUM composition, and increased demand for passive instruments and products

Demand for index solutions



Continued regulatory change

Ongoing governance and regulation of financial markets, including demand for post trade services to help manage operational risk, regulatory risk and capital requirements



AuM in Multi-Asset funds globally, expected to grow at 8% CAGR (2018 - 2023)
BCG

Growth of global wealth

Growing influence of millennial and gen-Z on global wealth including emerging markets

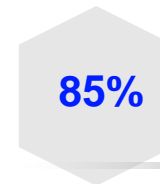
Continued growth in self-directed and retail activity – catalysed by digital services



Continued focus on cost and resiliency

Consistent fee pressures and a focus on margin and costs across banking communities

Critical importance of cyber security and operational resiliency



of investment professionals use ESG factors
CFA Institute

Evolution of sustainable markets

Continued growth in sustainable investing and financing, driven by regulatory focus and investor demand

ESG criteria adopted into portfolio and product strategies

Strong competitive advantages

Multi-asset class execution and post trade venues

- Capabilities across Fixed income, FX, Equities, ETFs and Derivatives
- Simplified connectivity to multiple venues further enhanced by workflow integration
- Deep liquidity pools and access to capital across asset classes

Global presence and multi-channel distribution

- Presence in 190 countries, across 400,000 end users
- Experience in the expansion of global financial markets capabilities
- Distribution across desktop / feeds / cloud tailored to client needs

Proprietary and extensive content with added value services packaged for different customer groups

- Leading data aggregation and content management capabilities
- Tailored data, analytics, indices, and IP tailored to different market segments
- Value-add services across client workflows – from informing investment decisions through to trade execution and post-trade

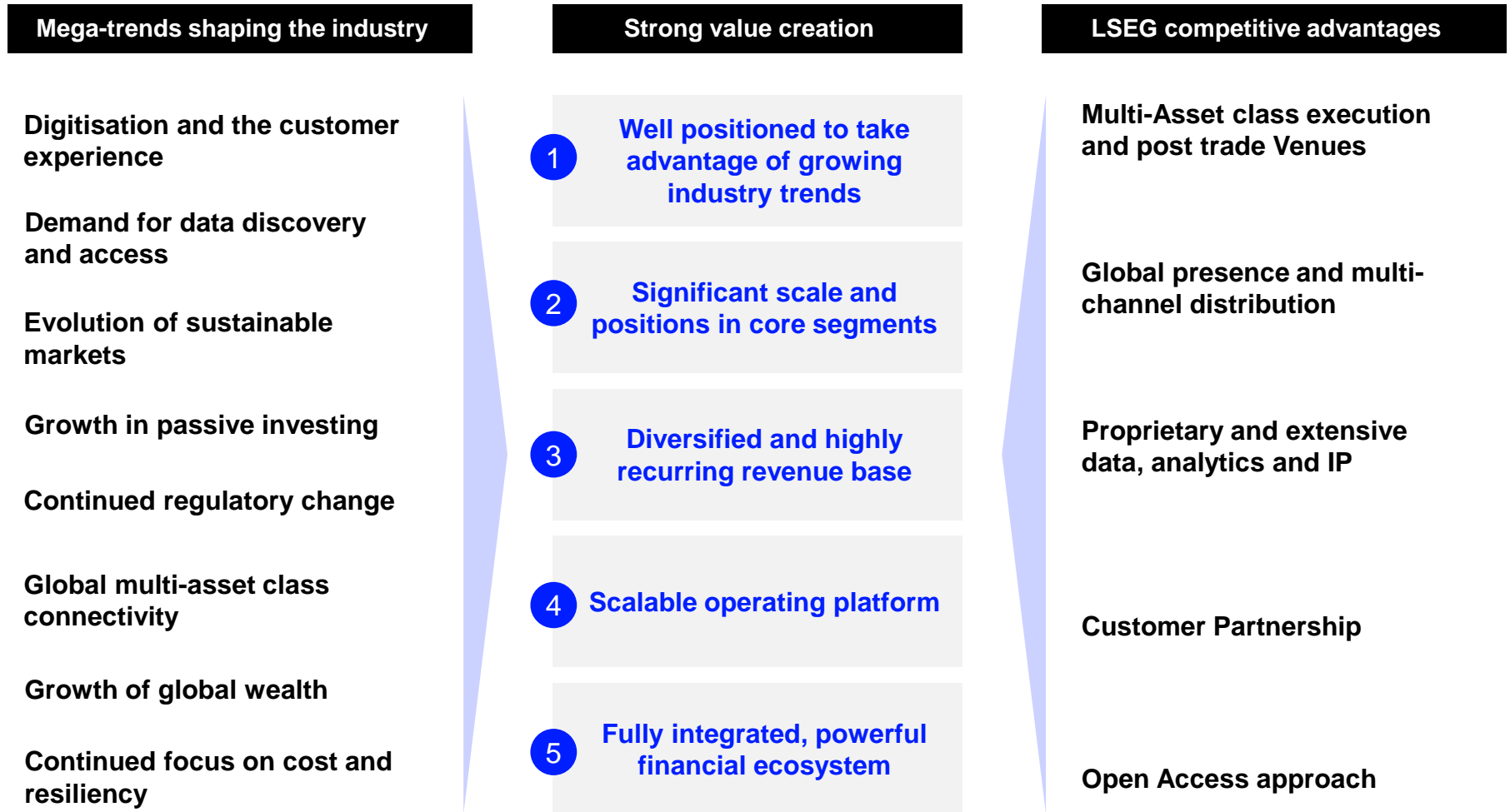
Supported by

Open Access approach

Customer Partnership

Strongly positioned for growth and value creation

Supportive market trends and LSEG customer propositions creates strong shareholder value creation



Strong value proposition

LSEG's competitive positioning and supportive market trends creates strong long-term value opportunities for shareholders

1

Well positioned to take advantage of growing industry trends

Increasing use of data in the investment decisioning process

Increasingly global nature of trading across borders

Accelerating adoption of electronic and algorithmic trading employing multi-asset strategies

2

Significant scale and positions in core segments

#2 financial market data provider, #1 provider of direct data feeds

Leading provider of ESG data

Leading position in equities, fixed income and FX execution venues

#1 provider of clearing services in rates and FX

3

Diversified and highly recurring revenue base

>70% recurring revenues with established customer base and strong cash generation

Transaction based revenues provide upside during market volatility

Diversified geographic mix with strong position in Europe, US and emerging markets

4

Scalable operating platform

Ability to develop and distribute new products at scale

Ongoing investment for growth programmes across both businesses

Large scale efficiency programmes launched as part of the integration

5

Fully integrated, powerful financial ecosystem

Coverage across the financial markets value chain – a seamless offering

Benefits of connectivity across data platform, trading and clearing venues

Over 150,000 data sources and 10,000 data partners



LSEG

New Executive Committee leading our transformation

Combines best in class leadership from LSEG and Refinitiv, enhanced by key external appointments

David Schwimmer
Group Chief Executive Officer

Anna Manz
Group Chief Financial Officer

BUSINESS DIVISION LEADERS

David Craig
Group Head, Data &
Analytics and CEO Refinitiv

Andrea Remyn Stone
Chief Product Officer,
Data & Analytics

Debra Walton
Chief Revenue Officer,
Data & Analytics

Murray Roos
Group Head of
Capital Markets

Daniel Maguire
Group Head of Post Trade
& CEO LCH Group

CORPORATE FUNCTION LEADERS

Balbir Bakhshi
Chief Risk Officer

Catherine Johnson
General Counsel

Tim Jones
Chief People Officer

Anthony McCarthy
Chief Information
Officer

David Shalders
Chief Operating Officer
& Head of Integration

Brigitte Trafford
Chief Communications
& Marketing Officer

LSEG

Refinitiv

New Appointments

All Executive committee members report into David Schwimmer, CEO

Three core businesses across the financial markets value chain

1 Data & Analytics

- Collects, aggregates and manages huge breadth and depth of financial, company, economic and other market data content
- Provides enriched data, analytics, indices, tools and workflow
- Delivered via multiple distribution channels such as API, data feeds, cloud and desktop solutions
- Tailored data and analytics packaged for specific customer segments

£4.7bn

Total Revenue ⁽¹⁾

69%

Total Revenue contribution ⁽¹⁾

2 Capital Markets

- Provides access to capital for domestic and international participants
- Leading electronic platforms for trading of equities, FX and fixed income products
- Combines LSEG's Capital Markets division with Refinitiv's FX platforms and Tradeweb

£1.2bn

Total Revenue ⁽¹⁾

17%

Total Revenue contribution ⁽¹⁾

3 Post Trade

- Provides world-class clearing, bilateral services and regulatory reporting services to support clients' risk and balance sheet management, regulatory reporting and capital efficiency
- Effective management of cash collateral contained in the margin and collateral funds

£0.9bn

Total Revenue ⁽¹⁾⁽²⁾

14%

Total Revenue contribution ⁽¹⁾⁽²⁾

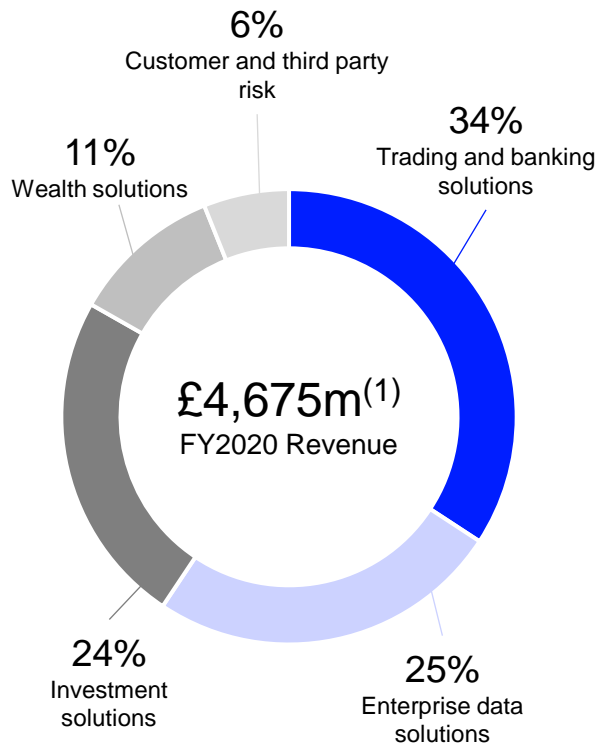
Note:

(1) Based on 2020 pro-forma of the combined company which includes LSEG total income and Refinitiv total revenue, excluding recoveries and revenues associated with the Borsa Italiana divestment. All 2020 pro-forma information is unaudited

(2) Post Trade revenue includes net treasury income

Data & Analytics

Highly recurring revenues from subscription-based services; growth opportunities across business lines



Trading and banking solutions

Enterprise data solutions

Investment solutions

Wealth solutions

Customer and third party risk

Growth opportunities

- Increase penetration with the buy-side
- Continue roll-out of Refinitiv Workspace
- Connect product suite with other data products, capital markets venues and post trade platforms
- Continue to grow position in real time data and support growth in evaluated pricing and reference data
- Develop and invest in new content
- Modernise technology infrastructure
- Distribute data via new channels including cloud
- Create new indices using Refinitiv data and analytics
- Expand product offering in sustainable finance
- Capitalise on new distribution capabilities using the Refinitiv platform including Workspace
- Further develop multi-asset class indices and analytics
- Grow digital capabilities to deliver analytics, workflow tools and execution to retail and wealth customers
- Offer investment research and IP into new wealth advisory solutions and into new geographies (e.g. Asia)
- Continue adoption of Workspace for advisors
- Deliver screening solutions in response to rising demand for financial crime prevention, supplier risk management, customer due diligence and digital identity verification
- Extend GIACT payment and identity verification data sets and platform



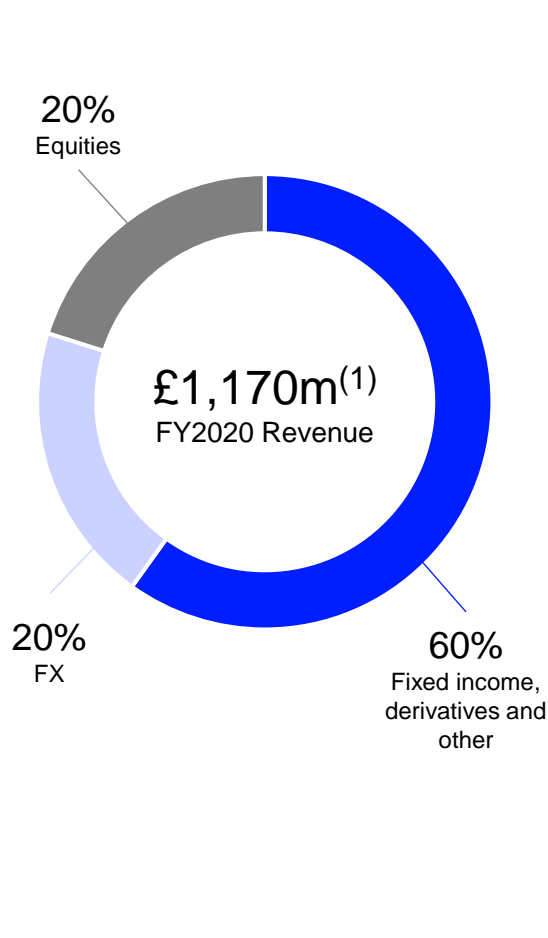
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Capital Markets

Providing access to capital; efficient electronic platforms across fixed income, FX and equities



**Fixed income,
derivatives
and other**

FX

**Equities
(inc. primary
markets)**

Growth opportunities

- Volume growth: expanding government debt pool / growing corporate debt / rising popularity of ETFs / China Capital Markets reform
- Electronification: focus on cost reduction, data-driven trading, workflow digitisation and increasing regulation
- Rising value of trading data
- Accelerating electronification of markets driving more flow and increasing price transparency
- Increase penetration in the largest traded asset class of \$5 trillion ADV
- Added investment will see significant platform enhancements
- Strong IPO prospects and continued corporate refinancing to address future needs
- Increasing retail participation in primary offerings and secondary trading



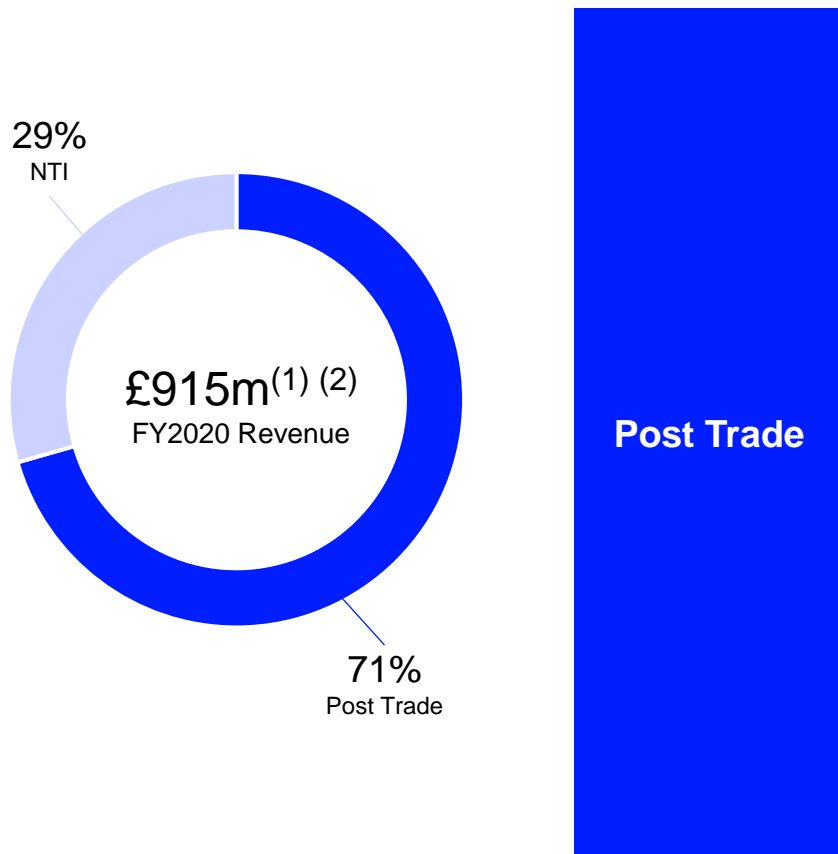
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Post Trade

Global and systemically important provider of clearing and risk management



Growth opportunities

SwapClear:

- Promoting reference rate reform agenda
- New product offerings (e.g. single period swaps) and sponsored clearing
- Geographic expansion of users in Asia and Americas
- Data and analytics

ForexClear

- Increase adoption of FX clearing driven by UMR
- New currency pairs and products (e.g. NDO)
- Increase client adoption

SwapAgent

- Drive increase in dealer and regional bank membership, and buy-side
- Volume growth of Swaptions

CDSClear

- Adoption of client clearing / CDX options

RepoClear

- Grow sponsored clearing members to drive buy-side clearing

EquityClear

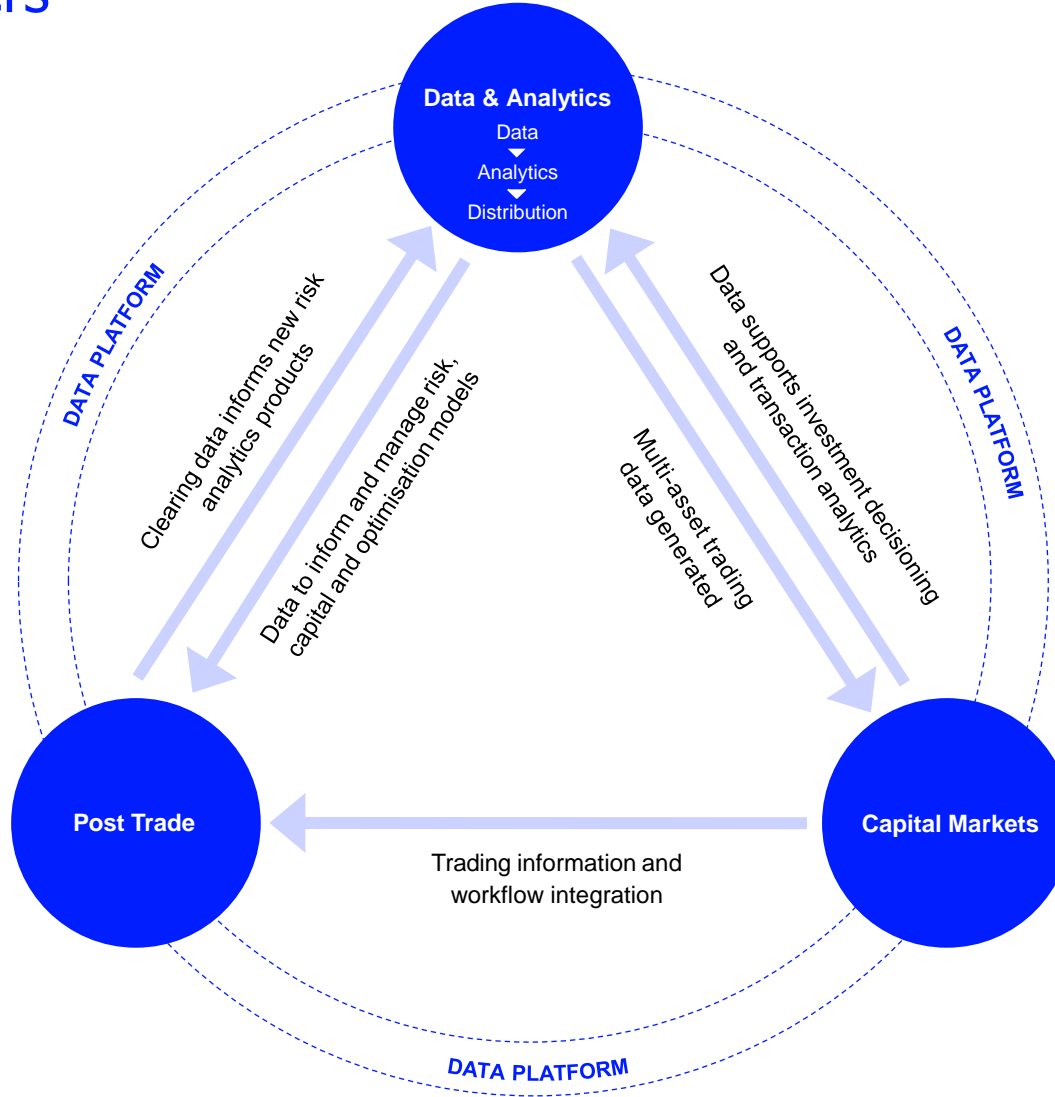
- Extend equity clearing offering through product extension into Term Contracts For Difference

Note:

(1) Based on 2020 Pro-forma of the combined company which includes LSEG total income and Refinitiv total revenue, and revenues associated with the Borsa Italiana divestment. All 2020 pro-forma information is unaudited. Post Trade segmentation of revenues is subject to revision

(2) Post Trade revenue includes net treasury income

Creating an ecosystem of connected businesses that benefit our customers



Integration priorities and milestones

Swift transition from integration planning to execution

Integration programme focused on delivery of £350m cost and £225m revenue run rate synergies

- Successful employee and customer Day 1 roll out - including launch of new LSEG brand and internet site
- Executing on organisation changes and investment programmes to deliver integration efficiencies
- Confident in achieving year 1 target - realising 25% run rate of cost benefits

Milestones for 2021

Revenue initiatives

Cross-selling Refinitiv's pricing and reference data

New FTSE Russell product launches using Refinitiv's pricing and reference data

Cost initiatives

Delaying and removing duplication in senior management roles

Consolidation of property to reduce footprint and enable collaboration

Technology efficiencies from contract rationalisation with our scale service providers e.g. run and development services

A leading financial markets infrastructure and data provider

- Increasingly compelling strategic rationale – a transformational transaction
- Executing on integration programme – work so far confirms the quality of the business and the extent of the opportunities across the Group
- Group well-positioned across the financial markets value chain – further connection of Group's divisions will deliver increased value
- Strong industry trends and LSEG competitive advantages provide strong shareholder value proposition
- Confidence in delivery of financial targets

Appendix



LSEG

Group Sustainability



LSEG

Sustainability – Being a Responsible Business

The Group has made significant progress on sustainability and continues to push for consistent disclosures across the industry and other issuers

Diversity and Inclusion

37%

Female senior leadership ⁽¹⁾

50%

Female senior manager joiners in 2020

34%

UK and US colleagues who have identified as Black, Asian and Minority Ethnic ⁽¹⁾

- 40% female composition of new Executive Committee
- Good progress in promoting ethnically diverse talent, joined the Race at Work Charter and have grown inclusion networks
- Ethnic diversity remains a key priority for the group – more to do

Environment

- Group has science based emissions targets to reduce emissions in line with the Paris Agreement
- Supporter of TCFD since launch, encouraging issuers to report against TCFD

9%

Reduction in absolute carbon footprint ⁽²⁾

Race to Zero

- LSEG is the first global exchange group to commit to net zero through the Business Ambition for 1.5°C and is a member of the United Nations Climate Change 'Race to Zero'
- This commitment covers our own carbon emissions and also our influence across the marketplace, through our business and how we support clients
- LSEG is well positioned at the heart of global financial markets to act as a facilitator, bringing together investors and issuers in three critical areas:

1

Data and disclosure - catalysing consistent, comparable and reliable global climate data

2

Growth of the green economy - enabling the growth and development of green industries

3

Climate transition across all sectors - supporting investment and capital flows to achieve climate transition and resilience



LSEG

Note:

(1) As of 31 December 2020

(2) LSEG standalone 2020 emissions vs 2019

Sustainability – Enabling and Supporting Positive Change

LSEG is well positioned to support and facilitate sustainable and low carbon solutions across the financial markets ecosystem by providing access to capital and supporting integration of sustainability into investment processes.

1 Data & Analytics

ESG data

- Covering **450** metrics across ESG categories for **10,000** companies across the globe
- **Macro datasets** added to establish the sustainability footprint of countries
- Green Revenues data model

Sustainable indices

- Climate WGBI / EGBI
- FTSE TPI Index
- FTSE4Good Index series

ESG and climate risk analytics tools

Green Crime Screening

- Partnering to create tools to help disrupt criminal networks. We can now **unwrap ownership hierarchies across more than 200 countries** and screen the associated entities for potential risks, including those relating to green crime

2 Capital Markets

Green Economy Mark

- Recognises issuers **with 50%+ of revenues** from green sources
- **92** Green Economy Mark issuers in 2020

Green bonds / Sustainable Bond Market

- **£75 billion** in Covid-19 bonds
- **43 bonds raising £13.5 billion** listed on the Sustainable Bond Market in 2020

Transition Bonds

AIM

3 Promoting Disclosure

Measure Up in partnership with Fortune

- Encourages the world's biggest companies to collect and **disclose data on their racial composition** by reporting current levels of minority inclusion in the workplace

Model guidance on TCFD

ESG disclosure score report

- In 2020, **12 issuers scored over 90%** and **eight of these issuers scored 100%**

Future opportunities across the sustainable finance landscape

- **Scale our sustainable finance and investment data, analytics and benchmarks** across asset classes and across a wider investable universe
- Developing capabilities to help our clients **prepare for incoming sustainable finance and investment regulations** such as SFDR (Sustainable Finance Disclosure regulation) in Europe



Information on the pro-forma combined company



LSEG

Unaudited pro-forma FY2020 performance ⁽¹⁾

£m	FY2019	FY 2020 ⁽²⁾	% Growth
Total income (excl. recoveries)	6,485	6,763	4%
Recoveries	328	340	4%
Total income (incl. recoveries)	6,813	7,103	4%
Cost of sales	(941)	(970)	3%
Gross profit	5,872	6,133	4%
Adjusted operating expenses	(3,037)	(2,937)	(3%)
Income from equity investments	7	-	-
Share of profit / (loss) after tax of associates	(5)	(4)	-
Adjusted EBITDA	2,837	3,192	13%
Underlying depreciation and amortisation	(687)	(781)	14%
Adjusted operating profit	2,150	2,411	12%

Recurring revenue analysis (£m)	FY2019	FY 2020 ⁽²⁾	% Growth
Recurring	4,668	4,773	2%
Non-recurring	1,608	1,720	7%
Revenue (excl. recoveries)	6,276	6,493	4%
Recoveries	328	340	4%
Total revenue	6,604	6,833	4%
Other income ⁽³⁾	209	270	29%
Total income	6,813	7,103	4%

Note:

- (1) Excludes income, costs and earnings associated with the Borsa Italiana Group divestment, all numbers are on an underlying basis
- (2) FY20 pro-forma numbers are unaudited at the time of publication,
- (3) Other income includes NTI, other revenue and other income

Unaudited quarterly pro-forma revenues – FY2020 ⁽¹⁾ ⁽²⁾

£m	Q1 2020	Q2 2020	H1 2020	Q3 2020	Q4 2020	FY 2020
Trading and banking solutions	397	397	793	402	403	1,598
Enterprise data solutions	287	292	579	295	301	1,176
Investment solutions	273	280	553	280	284	1,117
Wealth solutions	126	127	252	124	124	500
Customer and third party risk	67	67	134	69	80	284
Data & Analytics	1,150	1,162	2,312	1,171	1,193	4,675
Equities	64	58	122	55	59	236
FX	64	55	119	56	58	234
Fixed income, derivatives & other	184	167	352	169	181	701
Capital Markets	312	280	592	280	298	1,170
Post Trade	165	154	319	158	168	646
NTI	67	82	149	63	57	269
Post Trade income	232	236	468	221	225	915
Other revenue	1	–	1	–	–	1
Other income	1	–	1	–	–	1
Total Income (excl. recoveries)	1,696	1,679	3,375	1,672	1,716	6,763
Recoveries	87	75	162	83	95	340
Total Income (incl. recoveries)	1,783	1,754	3,537	1,755	1,811	7,103

Note:

- (1) Excludes income associated with the Borsa Italiana Group divestment, all numbers are on an underlying basis, all quarterly Refinitiv revenues are converted to USD at a constant year-end rate
- (2) FY20 pro-forma numbers are unaudited at the time of publication, audited numbers will be made available shortly, numbers may not net due to roundings

Unaudited quarterly pro-forma revenues – FY2019 ⁽¹⁾ ⁽²⁾

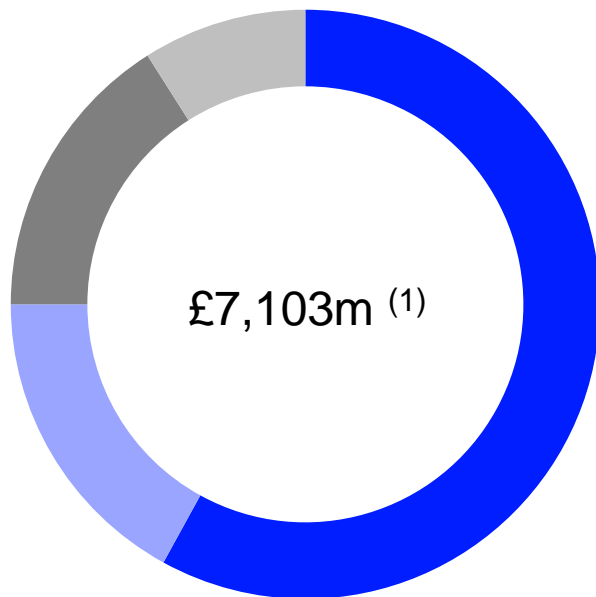
£m	Q1 2019	Q2 2019	H1 2019	Q3 2019	Q4 2019	FY 2019
Trading and banking solutions	411	406	817	398	405	1,619
Enterprise data solutions	279	282	560	282	293	1,135
Investment solutions	262	276	538	279	276	1,094
Wealth solutions	121	114	235	114	113	461
Customer and third party risk	65	65	130	65	70	266
Data & Analytics	1,138	1,142	2,280	1,137	1,157	4,574
Equities	53	86	139	55	55	248
FX	59	58	117	58	57	232
Fixed income, derivatives & other	148	152	300	161	159	619
Capital Markets	260	295	555	274	270	1,099
Post Trade	147	143	291	154	152	597
NTI	48	48	96	53	57	206
Post Trade income	195	191	387	207	209	803
Other revenue	1	1	2	1	2	5
Other income	1	1	2	1	1	3
Total Income (excl. recoveries)	1,595	1,631	3,226	1,620	1,639	6,485
Recoveries	82	78	160	85	83	328
Total Income (incl. recoveries)	1,677	1,709	3,386	1,705	1,722	6,813

Note:

- (1) Excludes income associated with the Borsa Italiana Group divestment, all numbers are on an underlying basis, all quarterly Refinitiv revenues are converted to USD at a constant year-end rate
- (2) FY20 pro-forma numbers are unaudited at the time of publication, audited numbers will be made available shortly, numbers may not net due to roundings

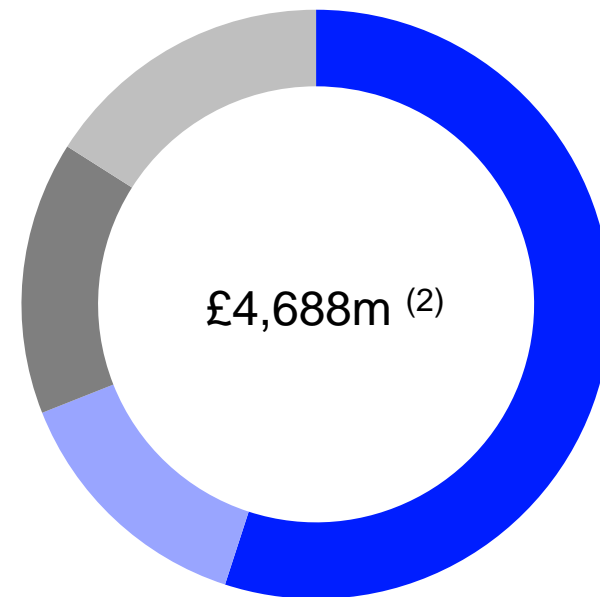
Unaudited FY2020 pro-forma revenues and expenses by currency

2020 Total Income



58% USD
17% GBP
16% EUR
9% Other

2020 Underlying expenses



55% USD
14% GBP
15% EUR
16% Other



LSEG

Note:

- (1) Total income including recoveries
- (2) Includes cost of sales, underlying operating expenses, and underlying depreciation and amortisation

Supplementary FY2020 information



LSEG

LSEG FY2020 – Results overview

	Twelve months ended 31 December			Organic and constant currency variance
	2020 £m	2019 £m	Variance %	%
Total income	2,444	2,314	6%	5%
Cost of sales	(224)	(210)	7%	6%
Gross profit	2,220	2,104	6%	5%
Adjusted operating expenses before depreciation, amortisation and impairment	(887)	(839)	6%	5%
Underlying depreciation, amortisation and impairment	(211)	(200)	5%	5%
Adjusted operating expenses¹	(1,098)	(1,039)	6%	4%
Income from equity investments	-	7	-	-
Share of profit / (loss) after tax of associates	(4)	(7)	(46%)	(46%)
Adjusted operating profit¹	1,118	1,065	5%	6%
Add back underlying depreciation, amortisation and impairment	211	200	5%	5%
Adjusted earnings before interest, tax, depreciation, amortisation and impairment¹	1,329	1,265	5%	5%
Amortisation and impairment of purchased intangibles and goodwill and non-underlying items	(363)	(327)	11%	11%
Operating profit	755	738	2%	3%
Net finance expense	(57)	(71)	(20%)	
Adjusted profit before tax¹	1,061	994	7%	
Tax	(257)	(236)	9%	
Adjusted profit after tax¹	804	758	6%	
Effective tax rate	24.2%	23.7%		
Non-controlling interest	(70)	(59)	19%	
Profit for the year¹	734	699	5%	
Basic earnings per share (p)	120.3	119.5	1%	
Adjusted earnings per share (p)¹	209.7	200.3	5%	
Dividend per share (p)	75.0	70.0	7%	

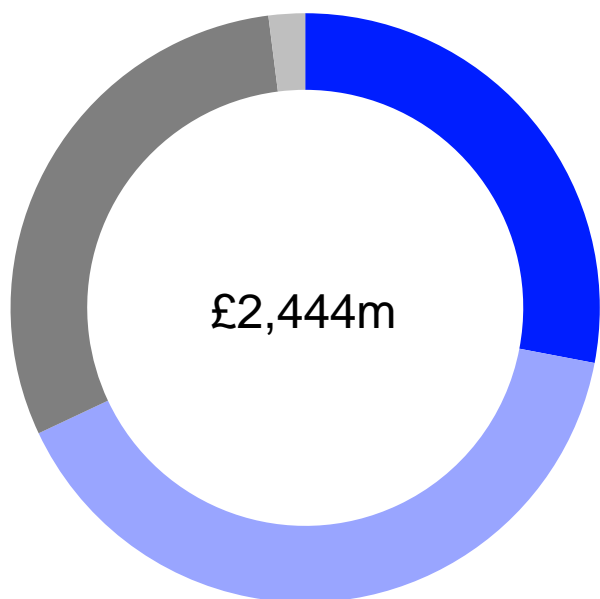
Note:

(1) Excluding amortisation and impairment of intangible assets (£96m) and non-underlying items (£88m)

LSEG FY2020 – Diversified by currency

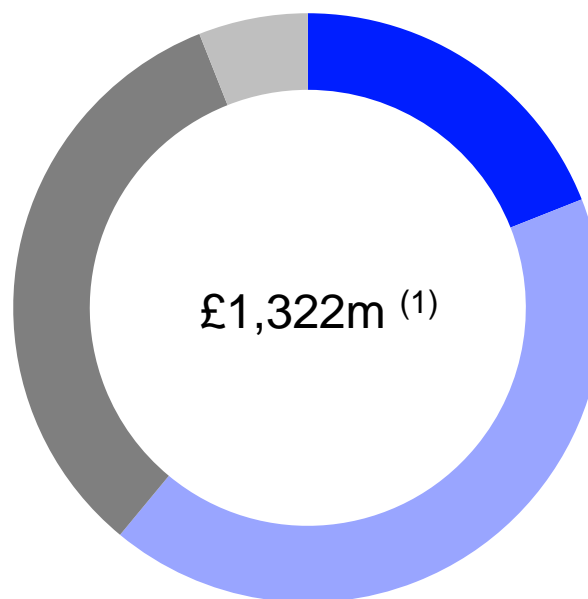
Diversification by currency across GBP, EUR and USD

2020 Total Income



28% USD
40% GBP
30% EUR
2% Other

2020 Underlying expenses



19% USD
42% GBP
33% EUR
6% Other

FY2020 - Key performance indicators ⁽¹⁾

Information Services

	As at		Variance %
	31 December 2020	2019	
ETF assets under management benchmarked (\$bn)			
FTSE	521	450	16%
Russell Indexes	349	297	17%
Total	869	747	16%
Terminals			
UK	64,000	65,000	(2%)
Borsa Italiana Professional Terminals	97,000	102,000	(5%)

Note: FTSE ETF assets under management benchmarked KPI has been rebased to remove previously reported active ETFs. The previous year comparator has also been adjusted, with a change of £16bn

Post Trade - Italy

	Twelve months ended		Variance %
	31 December 2020	2019	
CC&G Clearing			
Contracts (m)	121.5	99.5	22%
Initial margin held (average €bn)	13.4	14.5	(7%)
Monte Titoli			
Settlement instructions (trades m)	51.1	44.4	15%
Custody assets under management (average €tn)	3.36	3.33	1%

Post Trade - LCH

	Twelve months ended		Variance %
	31 December 2020	2019	
LCH OTC derivatives			
SwapClear			
IRS notional cleared (\$tn)	1,058	1,229	(14%)
SwapClear members	122	123	(1%)
Client trades ('000)	1,784	1,681	6%
CDSClear			
Notional cleared (€bn)	2425	1518	60%
CDSClear members	26	26	-
ForexClear			
Notional value cleared (\$bn)	18,986	18,050	5%
ForexClear members	35	34	3%
LCH Non-OTC			
Fixed income - Nominal value (€tn)	205.3	212.2	(3%)
Listed derivatives contracts (m)	341.0	289.4	18%
Cash equities trades (m)	1,963	1,397	41%
LCH average cash collateral (€bn)	109.9	98.4	12%

Note: CDSClear notional and LCH Non-OTC volumes have been rebased to count both sides of each cleared trade. This aligns with how activity is reported on LCH's website. The previous year comparator has also been adjusted

Note:

(1) These key performance indicators relate to LSEG prior to the acquisition of Refinitiv for FY2020

FY2020 - Key performance indicators ⁽¹⁾

Capital Markets - Primary Markets

	Twelve months ended		Variance %
	31 December		
	2020	2019	
New Issues			
UK Main Market & PSM	54	50	8%
UK AIM	32	23	39%
Borsa Italiana	22	36	(39%)
Total	108	109	(1%)
Money Raised (£bn)			
UK New	8.9	4.5	98%
UK Further	34.3	16.3	110%
Borsa Italiana new and further	1.6	2.5	(36%)
Total (£bn)	44.8	23.3	92%

Capital Markets - Secondary Markets

	Twelve months ended		Variance %
	31 December		
	2020	2019	
Equity			
Totals for period			
UK value traded (£bn)	1,248	1,188	5%
Borsa Italiana (no of trades m)	88.2	64.3	37%
Turquoise value traded (€bn)	528	531	(1%)
SETS Yield (basis points)	0.71	0.69	3%
Average daily			
UK value traded (£bn)	4.9	4.7	6%
Borsa Italiana (no of trades '000)	346	256	35%
Turquoise value traded (€bn)	2.0	2.1	(4%)
Derivatives			
Contracts (m)	25.1	33.1	(24%)
Fixed Income			
MTS cash and BondVision (€bn)	3,976	3,182	25%
MTS money markets (€bn term adjusted)	98,965	113,456	(13%)

Note: The 2019 number of derivatives contracts include 2.4 million contracts from LSE Derivatives. This service no longer accepted new trades from November 2019

Note:

(1) These key performance indicators relate to LSEG prior to the acquisition of Refinitiv for FY2020

FY2020 Income and gross profit

£ millions	2019					2020				
	Q1	Q2	Q3	Q4	2019	Q1	Q2	Q3	Q4	2020
Index - Subscription	99	104	108	107	418	105	113	112	113	443
Index - Asset based	52	60	61	58	231	58	54	57	56	225
FTSE Russell	151	164	169	165	649	163	167	169	169	668
Real time data	24	24	24	25	97	25	27	27	26	105
Other information services	26	27	27	29	109	27	28	27	27	109
Information Services	201	215	220	219	855	215	222	223	222	882
OTC - SwapClear, ForexClear & CDSClear	76	72	80	79	307	82	75	74	78	309
Non OTC - FI, Cash equities & Listed derivs	34	35	36	35	140	41	39	40	44	164
LCH other revenue	24	25	28	26	103	26	30	29	33	118
Post Trade Services - LCH	134	132	144	140	550	149	144	143	155	591
Clearing	11	11	11	10	43	12	10	10	11	43
Settlement, Custody & other	14	15	16	15	60	15	16	15	17	63
Post Trade Services - CC&G and MT	25	26	27	25	103	27	26	25	28	106
UnaVista	13	12	10	12	47	16	10	15	13	54
Post Trade	172	170	181	177	700	192	180	183	196	751
Primary Markets	28	62	30	31	151	32	33	33	33	131
Secondary Markets - Equities	37	37	39	38	151	49	42	37	43	171
Secondary Markets - FI, derivs & other	32	30	33	29	124	31	30	32	32	125
Capital Markets	97	129	102	98	426	112	105	102	108	427
Technology	14	16	16	20	66	14	16	15	16	61
Other	2	2	2	3	9	2	0	1	0	3
Total Revenue	486	532	521	517	2,056	535	523	524	542	2,124
Net treasury income through CCP:										
LCH	48	48	53	57	206	67	82	63	57	269
CC&G	11	13	12	13	49	12	15	13	10	50
Other income	1	1	1	0	3	1	0	0	0	1
Total income	546	594	587	587	2,314	615	620	600	609	2,444
Cost of sales	(56)	(53)	(58)	(43)	(210)	(60)	(61)	(49)	(54)	(224)
Gross profit	490	541	529	544	2,104	555	559	551	555	2,220



Contacts and further information

Paul Froud
Group Head of Investor Relations
Tel: +44 (0)20 7797 1186
email: paul.froud@lseg.com

Gaurav Patel
Investor Relations Senior Manager
Tel: +44 (0)20 7797 1154
email: gaurav.patel@lseg.com

Ian Hughes
Investor Relations Manager
Tel: +44 (0)20 7797 3334
email: ian.hughes@lseg.com

Natanya Grant
Investor Relations Analyst
Tel: +44 (0)20 7797 1215
email: natanya.grant@lseg.com

London Stock Exchange Group plc
10 Paternoster Square
London
EC4M 7LS



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

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