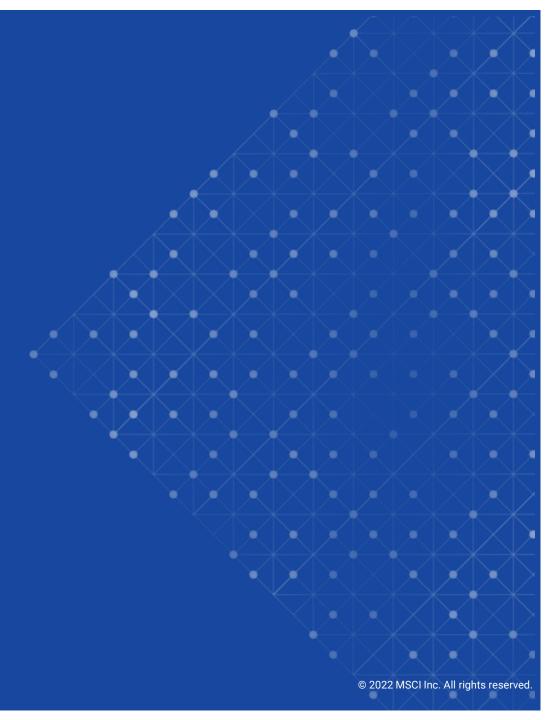


## First Quarter 2022

**EARNINGS PRESENTATION** 

**April 26, 2022** 



## **Forward-Looking Statements**

- This earnings presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including without limitation, MSCI's full-year 2022 guidance. These forward-looking statements relate to future events or to future financial performance and involve known and unknown risks, uncertainties and other factors that may cause our actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by these statements. In some cases, you can identify forward-looking statements by the use of words such as "may," "could," "expect," "intend," "plan," "seek," "anticipate," "believe," "estimate," "predict," "potential" or "continue," or the negative of these terms or other comparable terminology. You should not place undue reliance on forward-looking statements because they involve known and unknown risks, uncertainties and other factors that are, in some cases, beyond MSCI's control and that could materially affect actual results, levels of activity, performance or achievements.
- Other factors that could materially affect actual results, levels of activity, performance or achievements can be found in MSCI's Annual Report on Form 10-K for the fiscal year ended December 31, 2021 filed with the Securities and Exchange Commission ("SEC") on February 11, 2022 and in quarterly reports on Form 10-Q and current reports on Form 8-K filed or furnished with the SEC. If any of these risks or uncertainties materialize, or if MSCI's underlying assumptions prove to be incorrect, actual results may vary significantly from what MSCI projected. Any forward-looking statement in this earnings presentation reflects MSCI's current views with respect to future events and is subject to these and other risks, uncertainties and assumptions relating to MSCI's operations, results of operations, growth strategy and liquidity. MSCI assumes no obligation to publicly update or revise these forward-looking statements for any reason, whether as a result of new information, future events, or otherwise, except as required by law.



#### **Other Information**

- Percentage changes and totals in this earnings presentation may not sum due to rounding.
- Percentage changes refer to the comparable period in 2021, unless otherwise noted.
- All financial figures for the three months ended March 31, 2022 are unaudited unless otherwise noted.
- Foreign currency exchange rate fluctuations reflect the difference between the current period results as reported compared to the current period results recalculated using the foreign currency exchange rates in effect for the comparable prior period. While operating revenues adjusted for the impact of foreign currency fluctuations includes asset-based fees that have been adjusted for the impact of foreign currency fluctuations, the underlying assets under management ("AUM"), which is the primary component of asset-based fees, is not adjusted for foreign currency fluctuations. Approximately three-fifths of the AUM are invested in securities denominated in currencies other than the U.S. dollar, and accordingly, any such impact is excluded from the disclosed foreign currency-adjusted variances.



## **MSCI First Quarter 2022 Earnings Call Participants**



Henry Fernandez
Chairman & CEO



**Baer Pettit**President & COO



**Andy Wiechmann Chief Financial Officer** 





# Financial & Strategic Highlights

## **1Q22 Financial Results Snapshot**

#### Robust earnings growth reflecting strong top-line growth with continued operating leverage

1Q22 Operating Revenues (reported)

+17%

1Q22 Adjusted EBITDA Margin (-92 bps)

+56.9%

1Q22 Free Cash Flow

\$229M

1Q22 Operating Revenues (organic)

+14%

1Q22 Operating Margin (-156 bps)

+51.6%

1Q22 Net cash provided by operating activities

\$244M

1Q22 Adjusted EPS

+21%

As of March 31, 2022 Subscription Run Rate Growth (reported)

+18%

1Q22 Adjusted EBITDA Growth

+15%

1Q22 Weighted Average
Diluted Shares Outstanding
(-1.4% YoY)

82.3M

**1Q22 Diluted EPS** 

+18%

As of March 31, 2022 Subscription Run Rate Growth (organic)

+14%

1Q22 Operating Income Growth

+14%

1Q22 Dividends to Shareholders

\$84.7M



### Widespread Demand for MSCI's Offerings



#### **Clients**

- Asset managers
- Asset owners
- Broker-dealers
- Wealth managers
- Corporates
- Insurance companies
- Private asset managers
- Regions (Americas, EMEA, APAC)



#### **Solutions for**

- ESG and climate investing
- Customized Indexes
- Derivatives
- Factor Investing
- Private Asset Investing
- Fixed income and liquidity
- Investment Themes



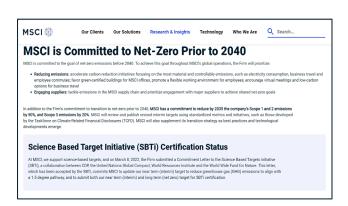
#### **Capabilities**

- Data
- Technology
- Talent



## Progress on our Corporate Responsibility Leadership Strategy

#### **Further Enhanced our Commitments, Processes and Disclosures**



#### **Carbon Targets**

MSCI committed to submit our near-term (interim) and long-term (net zero) target for Science Based Target Initiative (SBTi) Certification. We will update our near-term target aligning our climate trajectory with a 1.5° pathway.

## **Supply Chain Management**

Created Sustainable Supplier Management team to engage suppliers to align with our values and objectives and to track our suppliers' climate commitments and progress.



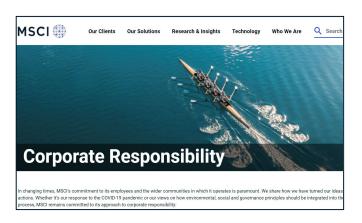


## **Climate Commitment Goals for Leadership**

Climate-related goals are being integrated into MSCI's Executive Committee goals for 2022.

#### **Transparency**

- Posted 2019 and 2020 Consolidated Equal Employment Opportunity Reports (EEO-1) on website.
- Expanded overview of corporate responsibility governance and initiatives in our proxy filing.

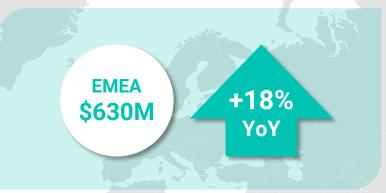




## **Strong Performance Across Regions**

#### 1Q22 Subscription Run Rate by Region







1Q22 Recurring Net New Subscription Sales by Region



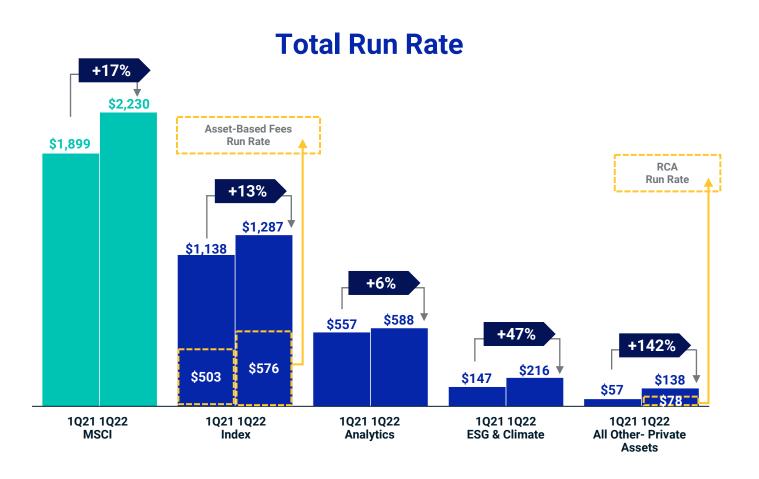






### **1Q22 Operating Highlights**

(US\$ in millions)



- \$2.2B of Total Run Rate across MSCI
- Highest first quarter on record for total new recurring subscription sales and net new recurring sales.
- Best quarterly retention rates ever for ESG & Climate Business at 98.7%
- 33<sup>rd</sup> Consecutive quarter of double-digit growth for Index subscription run rates.
- Strong double-digit new recurring subscription sales growth across all regions for the quarter (Americas +40%; EMEA +31%; APAC +19%)



## **1Q22 Summary Financial Results**

(US \$ in thousands, except per share data)

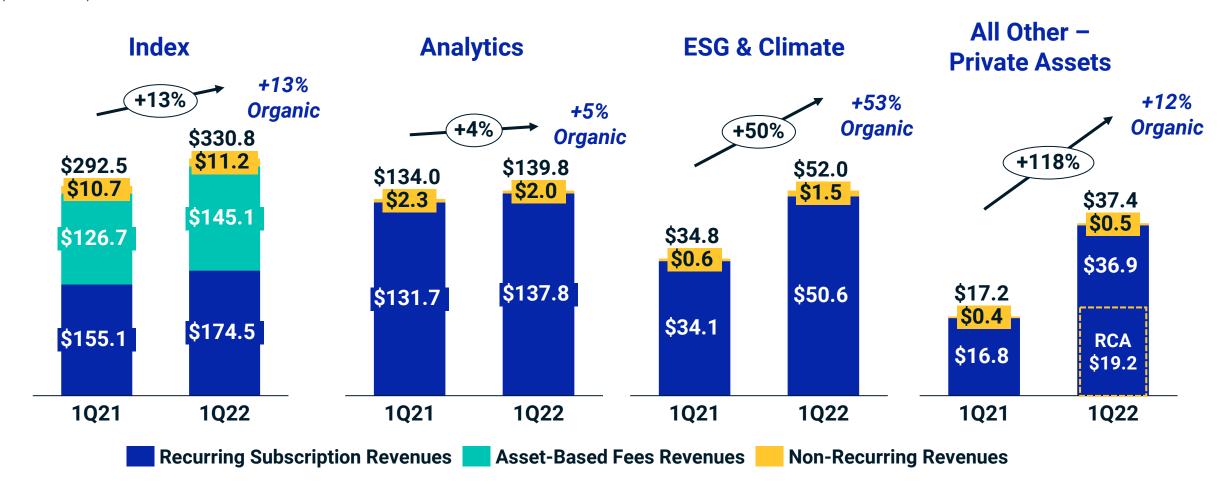
## For the Three Months Ended March 31,

(Unaudited)	2022	2021	YoY% Change
Operating revenues	\$ 559,945	\$ 478,423	17.0%
Operating income	\$ 288,978	\$ 254,375	13.6%
Operating margin %	51.6%	53.2%	
Net income	\$ 228,423	\$ 196,819	16.1%
Diluted EPS	\$ 2.78	\$ 2.36	17.8%
Adjusted EPS	\$ 2.98	\$ 2.46	21.1%
Adjusted EBITDA	\$ 318,544	\$ 276,586	15.2%
Adjusted EBITDA margin %	56.9%	57.8%	



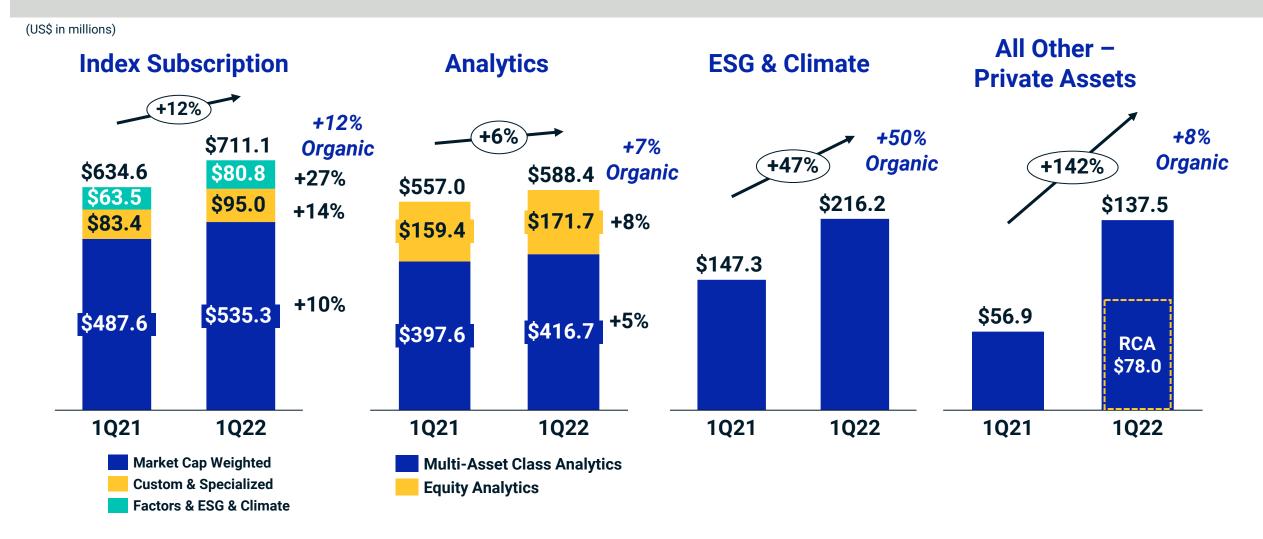
#### **1Q22 Segment Operating Revenues**

(US\$ in millions)





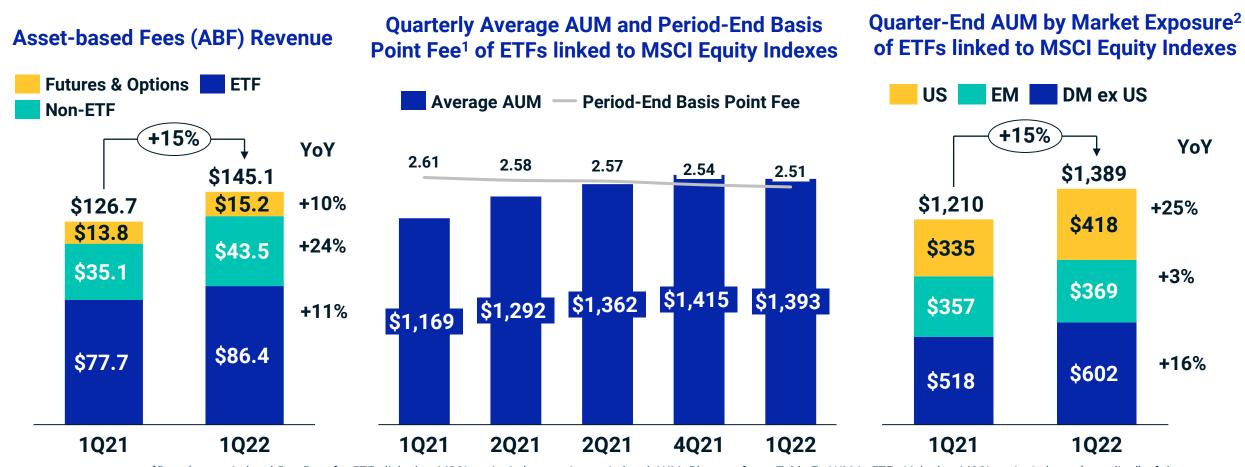
#### 1Q22: Organic Subscription Run Rate Growth of 14%

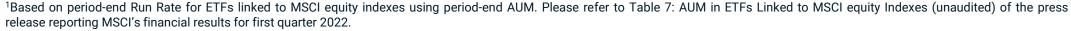




## **Index Segment: Asset-Based Fees Details**

(US\$ in millions, except AUM in billions and Average BPS)



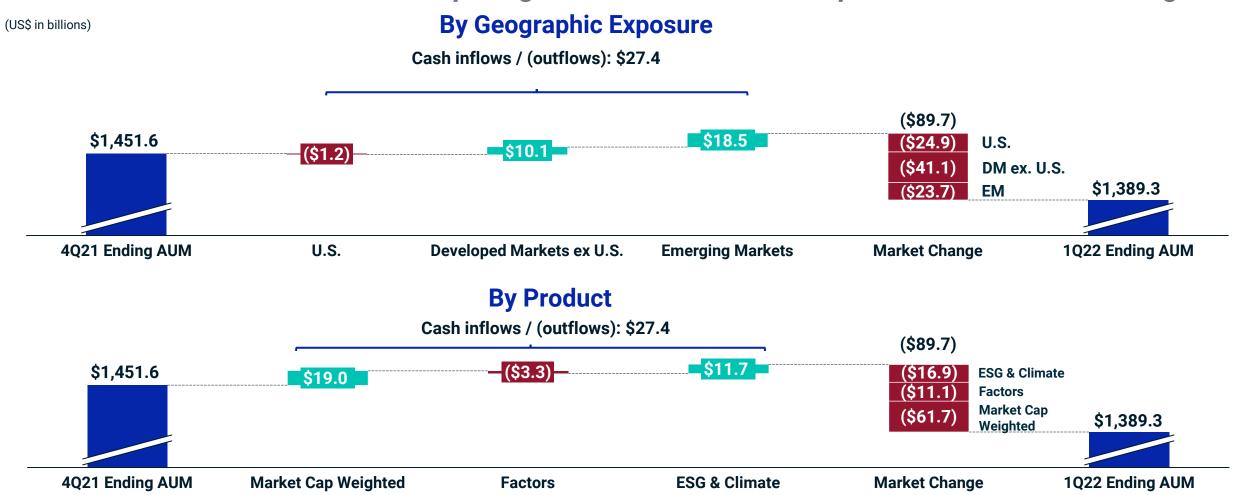




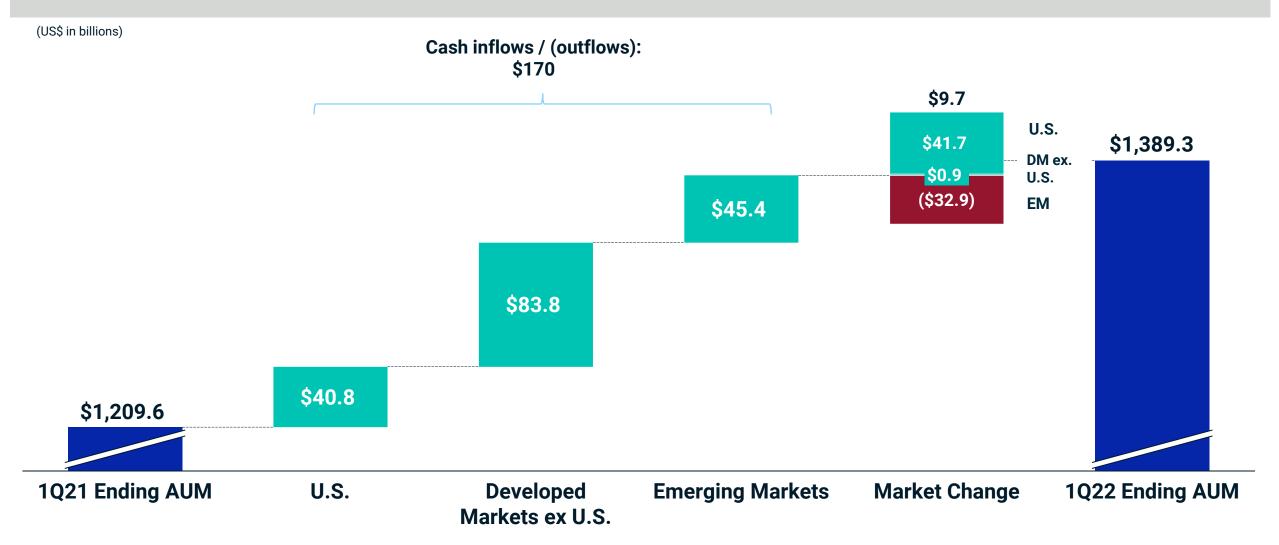
<sup>2</sup>US = ETFs linked to MSCI equity indexes, the majority of whose weight is comprised of securities in MSCI Developed Market (DM) countries, primarily or exclusively in the US; DM ex US = ETFs linked to MSCI equity indexes, the majority of whose weight is comprised of securities in MSCI DM countries other than the US; EM = ETFs linked to MSCI equity indexes, the majority of whose weight is comprised of securities that are not in MSCI DM countries. Prior periods have been reclassified to conform to the current period classification. Note: The AUM in equity ETFs also includes AUM in Exchange Traded Notes, the value of which is less than 1.0% of the AUM amounts presented.

#### 1Q22 QoQ AUM Drivers: MSCI-Linked Equity ETFs

Continued cash inflows in market cap weighted and ESG & Climate products and across all regions

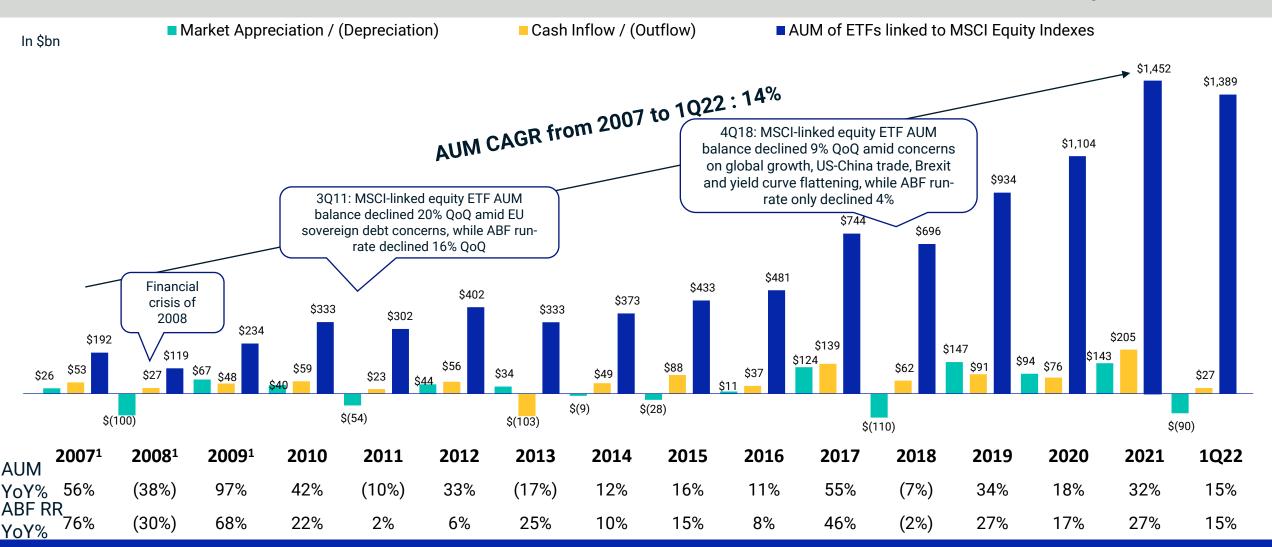


#### 1Q22 YoY AUM Drivers: MSCI-Linked Equity ETFs





#### Resilient AUM Growth in MSCI-linked ETFs Since 2007, Across Market Cycles



Positive annual cash inflows for all years in ETFs linked to MSCI indexes except 2013



#### **Listed Futures & Options Linked to MSCI Indexes**

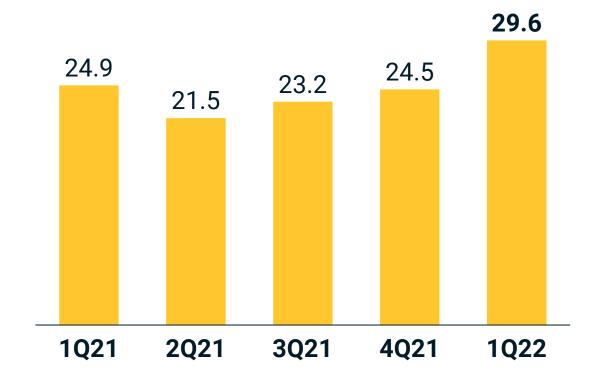
#### Run Rate From Listed Futures & Options Linked to MSCI Indexes

(US\$ in millions)



## Futures & Options Volume Linked to MSCI Indexes

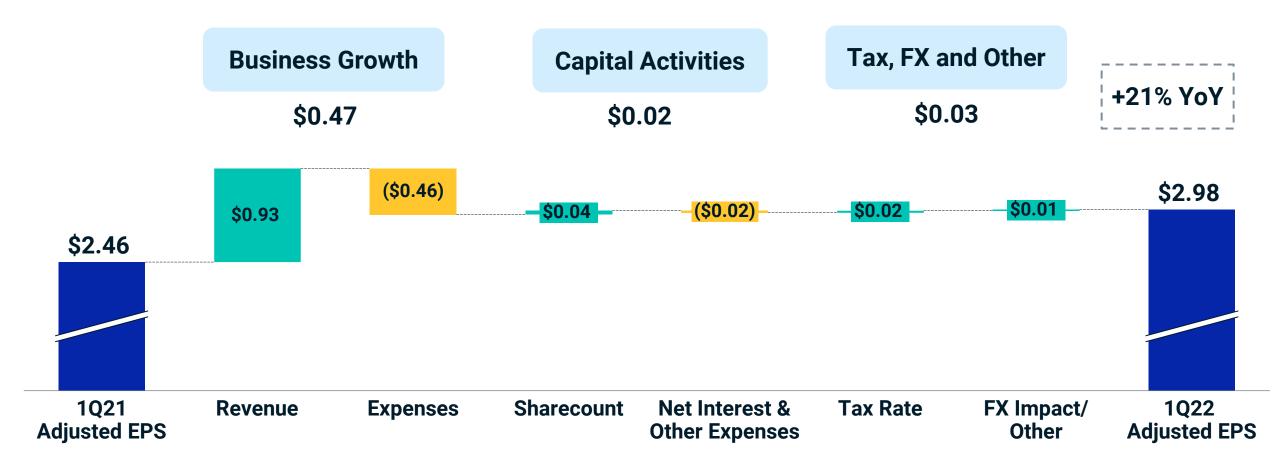
(in millions of contracts traded)





### **Adjusted Earnings Per Share Growth Drivers**

(US\$ in per share amounts)





1Q22 Strong Operating Performance driving Adjusted EPS Growth

## Strong Balance Sheet Provides Optionality

(US\$ in millions, unless otherwise noted)

#### Cash<sup>1</sup> and Debt as of 03/31/2022

Total Cash	\$679M
Total Debt <sup>2</sup>	\$4,162M
Net Debt (total Debt less total cash)	\$3,483M
Total Debt / LTM Adjusted EBITDA	3.4x
Net Debt / LTM Adjusted EBITDA	2.8x

#### **Unsecured Debt Maturity Profile**



- In 1Q22, returned \$857.4M to shareholders through share repurchase of \$772.7M and quarterly dividends of \$84.7M.
- YTD through trade date of April 25, 2022, \$794.8M worth of shares were repurchased
- Strong balance sheet provides optionality
  - Next maturity not until 2029
- Disciplined and consistent approach to deployment
  - Triple-Crown framework to evaluate internal opportunities and MP&A (mergers, partnerships and acquisitions)

#### Credit Ratings as of 4/26/2022:

	Moody's	S&P	Fitch
Outlook	Stable	Stable	Stable
Long-term issuer rating	Ba1	BB+	BBB-
Senior unsecured	Ba1	BB+	BBB-

Note: Credit ratings reflect the views of the different agencies and are not a recommendation to buy, sell or hold any security including our common stock or debt securities. These ratings are subject to periodic review and may be raised upward, downward or revoked at the sole discretion of the agencies.



<sup>1</sup>MSCI typically seeks to maintain minimum cash balances globally of approximately \$200.0 million to \$250.0 million for general operating purposes <sup>2</sup>Reflects gross debt, inclusive of deferred financing fees and premium. <sup>3</sup>Aggregate commitments of \$500.0 million until February 2027. Reflects amendment to revolving credit agreement on February 16, 2022.

## Full-Year 2022 Guidance Unchanged as of April 26, 2022

Full-Year 2022 Guidance Item	As of April 26, 2022
Operating Expense	\$1,075 to \$1,115 million
Adjusted EBITDA Expense	\$975 to \$1,005 million
Interest Expense (including amortization of financing fees)	~\$162 million
Depreciation & Amortization Expense	\$100 to \$110 million
Effective Tax Rate	15.5% to 18.5%
Capital Expenditures	\$60 to \$70 million
Net Cash Provided by Operating Activities	\$1,120 to \$1,160 million
Free Cash Flow	\$1,050 to \$1,100 million

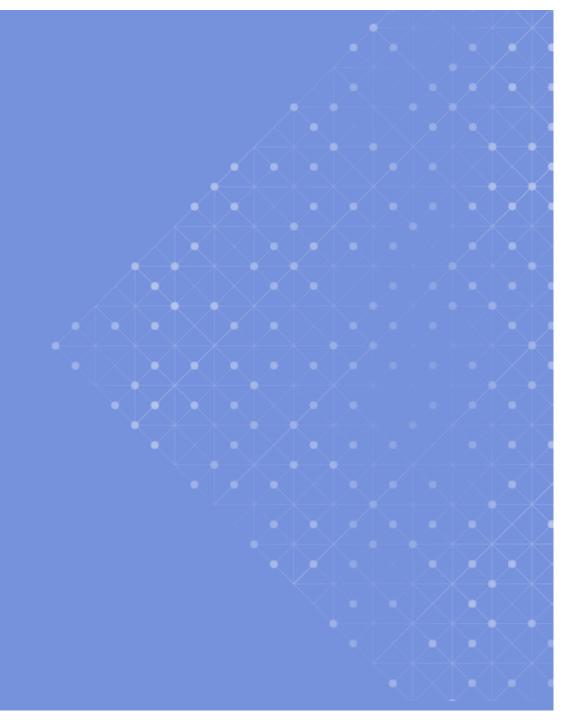
Note: MSCI's guidance for the year ending December 31, 2022 ("Full-Year 2022") is based on assumptions about a number of macroeconomic and capital market factors, in particular related to equity markets. These assumptions are subject to uncertainty, and actual results for the year could differ materially from our current guidance, including as a result of ongoing uncertainty related to the duration, magnitude and impact of the ongoing COVID-19 pandemic as well as the economic and market impacts of elevated inflation levels and Russia's invasion of Ukraine. There were no changes to MSCI's previously published guidance on January 27, 2022.



The guidance provided above assumes, among other things, that MSCI maintains its current debt levels. On January 26, 2022, the MSCI Board of Directors authorized management to opportunistically explore financing options that would increase the Company's leverage ratio and interest expense. Any potential financing is subject to market and other conditions, and there can be no assurance as to the timing or certainty of a transaction.





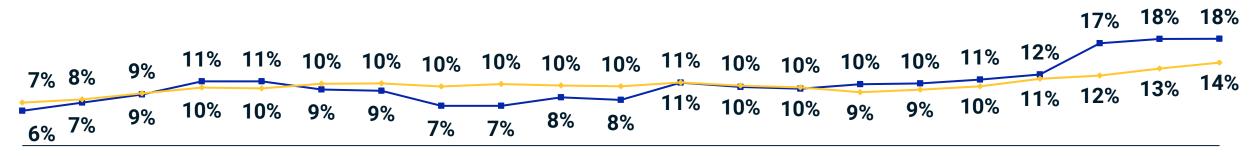




## **Additional Information**

## **Continued Resilient Key Operating Metrics**

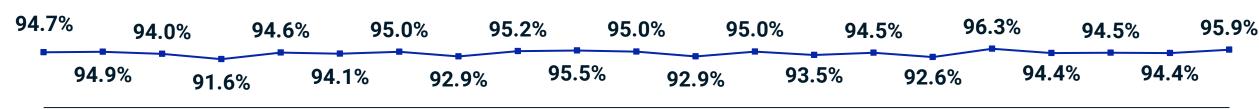
#### **YoY Subscription Run Rate Growth (as Reported and Organic)**



1Q17 2Q17 3Q17 4Q17 1Q18 2Q18 3Q18 4Q18 1Q19 2Q19 3Q19 4Q19 1Q20 2Q20 3Q20 4Q20 1Q21 2Q21 3Q21 4Q21 1Q22

Subscription Run Rate Growth as Reported → Organic Subscription Run Rate Growth

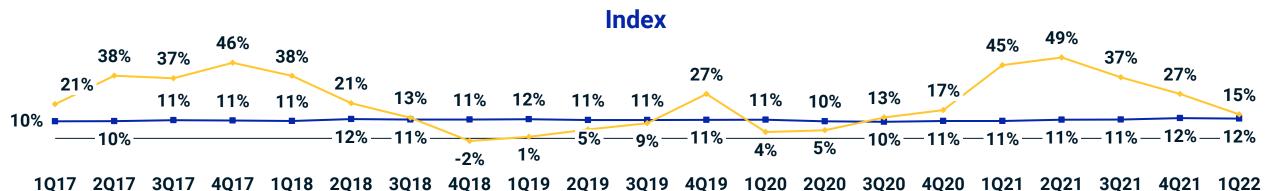
#### **Quarterly Retention Rate Trends**



1Q17 2Q17 3Q17 4Q17 1Q18 2Q18 3Q18 4Q18 1Q19 2Q19 3Q19 4Q19 1Q20 2Q20 3Q20 4Q20 1Q21 2Q21 3Q21 4Q21 1Q22

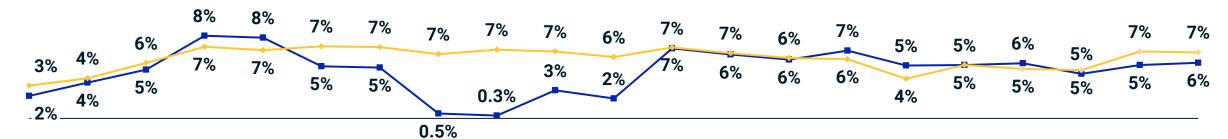


#### 1Q17 to 1Q22 YoY Segment Run Rate Growth



-- Subscription Run Rate Growth as Reported → Asset-Based Fees Run Rate Growth as Reported

#### **Analytics**



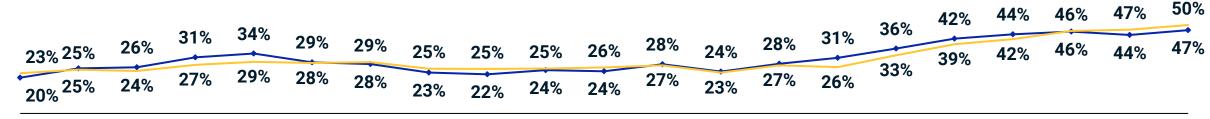
1Q17 2Q17 3Q17 4Q17 1Q18 2Q18 3Q18 4Q18 1Q19 2Q19 3Q19 4Q19 1Q20 2Q20 3Q20 4Q20 1Q21 2Q21 3Q21 4Q21 1Q22

- Subscription Run Rate Growth as Reported - Organic Subscription Run Rate Growth



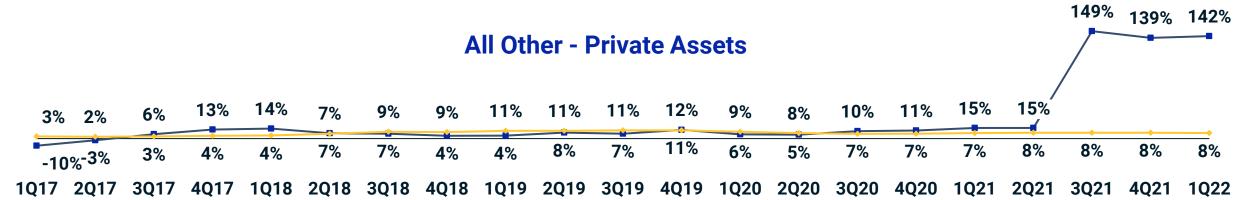
#### 1Q17 to 1Q22 YoY Segment Run Rate Growth





1Q17 2Q17 3Q17 4Q17 1Q18 2Q18 3Q18 4Q18 1Q19 2Q19 3Q19 4Q19 1Q20 2Q20 3Q20 4Q20 1Q21 2Q21 3Q21 4Q21 1Q22

→ Subscription Run Rate Growth as Reported — Organic Subscription Run Rate Growth

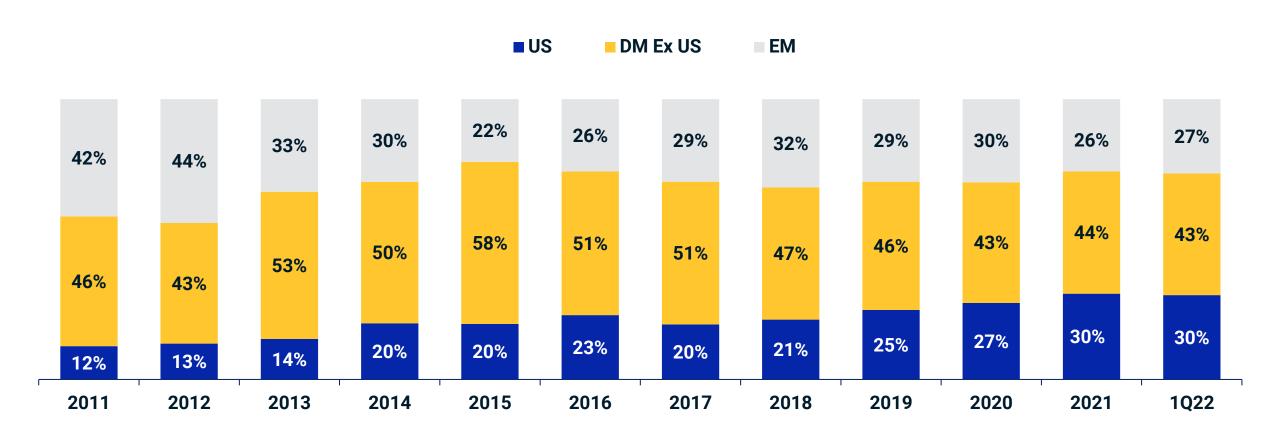


-- Subscription Run Rate Growth as Reported -- Organic Subscription Run Rate Growth



## Geographic market exposures of MSCI-linked ETFs increasingly diversified over time

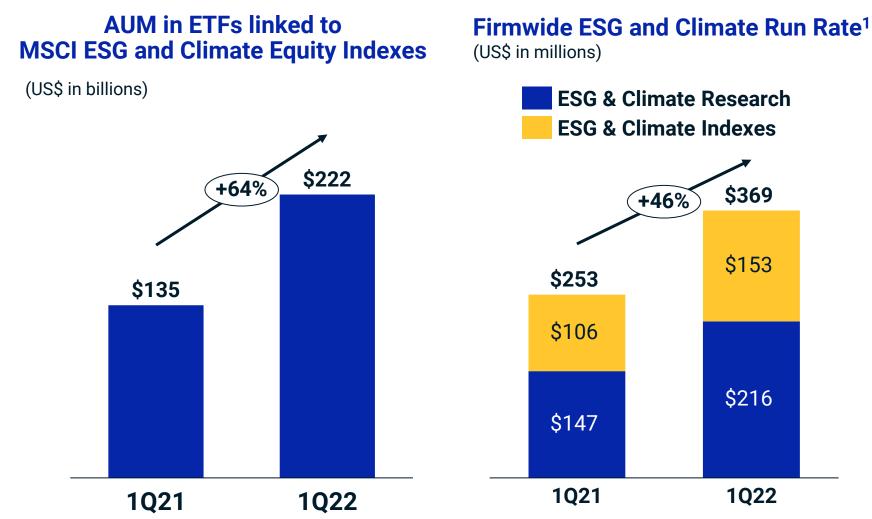
Mix of MSCI linked equity ETF AUM balance by geographic exposure %





Notes : EM includes AC

#### Significant Growth Across ESG and Climate Franchise





<sup>1</sup>Includes ESG & Climate Research Run Rate, reported in the ESG & Climate segment, and ESG & Climate related Index subscription and asset-based fees Run Rate reported in the Index segment.

#### **Continued Growth in Firmwide Factor Franchise**

(US\$ in millions)

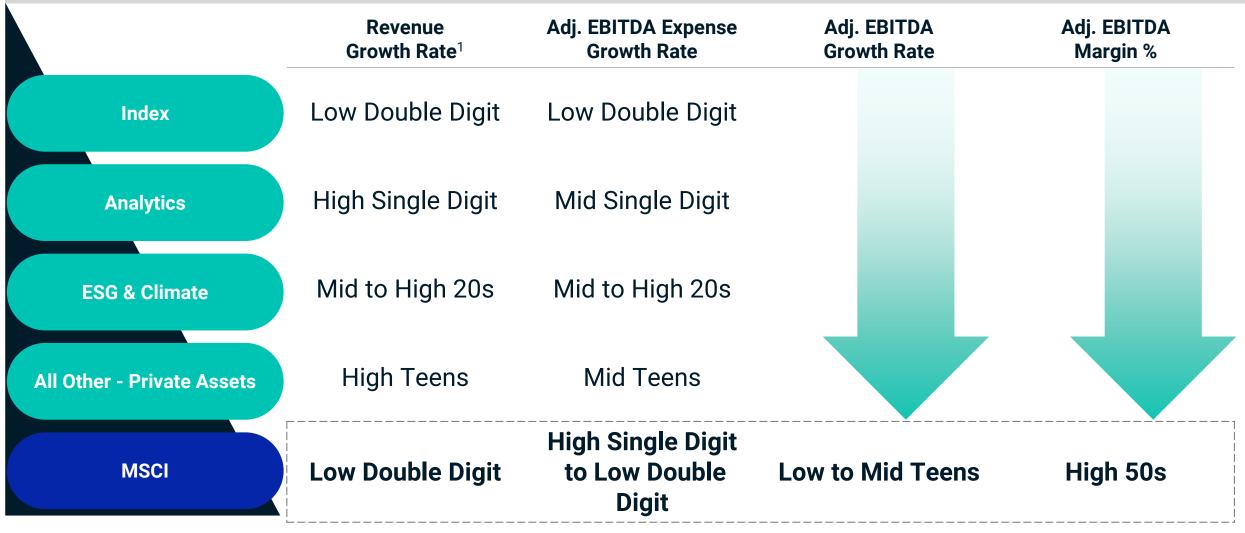
#### **Integrated Factors<sup>1</sup> Run Rate**





<sup>1</sup>Integrated Factors Run Rate includes Factors module Run Rate in the Analytics segment, and Factors-related Index subscription and asset-based fees Run Rate, including traditional value and growth products Run Rate for Indexes. Beginning in 4Q21, we have revised our methodology for reporting our Factors franchise to include traditional value and growth products Run Rate for Indexes. As a result, 1Q21 Run Rate figures have been recast to conform to the current methodology.

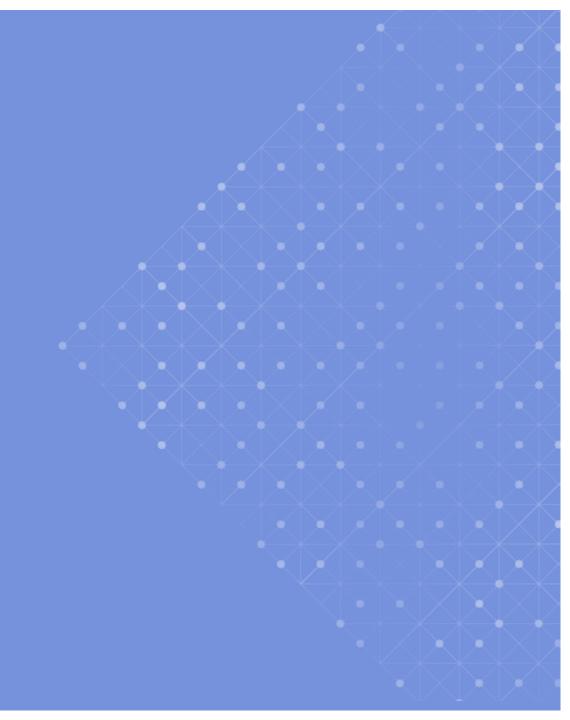
## **Long-term Targets**







## Appendix



#### **Use of Non-GAAP Financial Measures**

- MSCI has presented supplemental non-GAAP financial measures as part of this earnings release. Reconciliations are provided in Tables 9 through 13 below that reconcile each non-GAAP financial measure with the most comparable GAAP measure. The non-GAAP financial measures presented in this earnings release should not be considered as alternative measures for the most directly comparable GAAP financial measures. The non-GAAP financial measures presented in this earnings release are used by management to monitor the financial performance of the business, inform business decision-making and forecast future results.
- "Adjusted EBITDA" is defined as net income before (1) provision for income taxes, (2) other expense (income), net, (3) depreciation and amortization of property, equipment and leasehold improvements, (4) amortization of intangible assets and, at times, (5) certain other transactions or adjustments, including, when applicable, impairment related to sublease of leased property and certain non-recurring acquisition-related integration and transaction costs.
- "Adjusted EBITDA expenses" is defined as operating expenses less depreciation and amortization of property, equipment and leasehold improvements and amortization of intangible assets and, at times, certain other transactions or adjustments, including, when applicable, impairment related to sublease of leased property and certain non-recurring acquisition-related integration and transaction costs.
- "Adjusted net income" and "adjusted EPS" are defined as net income and diluted EPS, respectively, before the after-tax impact of: the amortization of acquired intangible assets, including the
  amortization of the basis difference between the cost of the equity method investment and MSCI's share of the net assets of the investee at historical carrying value and, at times, certain other
  transactions or adjustments, including, when applicable, the impact related to costs associated with debt extinguishment, the impact related to certain non-recurring acquisition-related
  integration and transaction costs, the impact from impairment related to sublease of leased property and the impact related to gain from changes in ownership interest of equity method investee.
- "Capex" is defined as capital expenditures plus capitalized software development costs.
- "Free cash flow" is defined as net cash provided by operating activities, less Capex.
- "Organic operating revenue growth" is defined as operating revenue growth compared to the prior year period excluding the impact of acquired businesses, divested businesses and foreign currency exchange rate fluctuations.
- Asset-based fees ex-FX does not adjust for the impact from foreign currency exchange rate fluctuations on the underlying assets under management ("AUM").
- We believe adjusted EBITDA and adjusted EBITDA expenses are meaningful measures of the operating performance of MSCI because they adjust for significant one-time, unusual or non-recurring items as well as eliminate the accounting effects of certain capital spending and acquisitions that do not directly affect what management considers to be our ongoing operating performance in the period.
- We believe adjusted net income and adjusted EPS are meaningful measures of the performance of MSCI because they adjust for the after-tax impact of significant one-time, unusual or non-recurring items as well as eliminate the impact of any transactions that do not directly affect what management considers to be our ongoing operating performance in the period. We also exclude the after-tax impact of the amortization of acquired intangible assets and amortization of the basis difference between the cost of the equity method investment and MSCI's share of the net assets of the investee at historical carrying value, as these non-cash amounts are significantly impacted by the timing and size of each acquisition and therefore not meaningful to the ongoing operating performance in the period.
- We believe that free cash flow is useful to investors because it relates the operating cash flow of MSCI to the capital that is spent to continue and improve business operations, such as
  investment in MSCI's existing products. Further, free cash flow indicates our ability to strengthen MSCI's balance sheet, repay our debt obligations, pay cash dividends and repurchase shares of
  our common stock.
- We believe organic operating revenue growth is a meaningful measure of the operating performance of MSCI because it adjusts for the impact of foreign currency exchange rate fluctuations and excludes the impact of operating revenues attributable to acquired and divested businesses for the comparable prior year period, providing insight into our ongoing operating performance for the period(s) presented.
- We believe that the non-GAAP financial measures presented in this earnings release facilitate meaningful period-to-period comparisons and provide a baseline for the evaluation of future results.
- Adjusted EBITDA expenses, adjusted EBITDA, adjusted net income, adjusted EPS, Capex, free cash flow and organic operating revenue growth are not defined in the same manner by all companies and may not be comparable to similarly-titled non-GAAP financial measures of other companies. These measures can differ significantly from company to company depending on, among other things, long-term strategic decisions regarding capital structure, the tax jurisdictions in which companies operate and capital investments. Accordingly, the Company's computation of these measures may not be comparable to similarly-titled measures computed by other companies.



## **Use of Operating Metrics**

- MSCI has presented supplemental key operating metrics as part of this earnings presentation, including Retention Rate, Run Rate, subscription sales, subscription cancellations and non-recurring sales.
- Retention Rate is an important metric because subscription cancellations decrease our Run Rate and ultimately our operating revenues over time. The annual Retention Rate represents the retained subscription Run Rate (subscription Run Rate at the beginning of the fiscal year less actual cancels during the year) as a percentage of the subscription Run Rate at the beginning of the fiscal year.
- The Retention Rate for a non-annual period is calculated by annualizing the cancellations for which we have received a notice of termination or for which we believe there is an intention not to renew or discontinue the subscription during the non-annual period, and we believe that such notice or intention evidences the client's final decision to terminate or not renew the applicable agreement, even though such notice is not effective until a later date. This annualized cancellation figure is then divided by the subscription Run Rate at the beginning of the fiscal year to calculate a cancellation rate. This cancellation rate is then subtracted from 100% to derive the annualized Retention Rate for the period.
- Retention Rate is computed by operating segment on a product/service-by-product/service basis. In general, if a client reduces the number of products or services to which it subscribes within a segment, or switches between products or services within a segment, we treat it as a cancellation for purposes of calculating our Retention Rate except in the case of a product or service switch that management considers to be a replacement product or service. In those replacement cases, only the net change to the client subscription, if a decrease, is reported as a cancel. In the Analytics and the ESG and Climate operating segments, substantially all product or service switches are treated as replacement products or services and netted in this manner, while in our Index and Real Estate operating segments, product or service switches that are treated as replacement products or services and receive netting treatment occur only in certain limited instances. In addition, we treat any reduction in fees resulting from a down-sale of the same product or service as a cancellation to the extent of the reduction. We do not calculate Retention Rate for that portion of our Run Rate attributable to assets in index-linked investment products or futures and options contracts, in each case, linked to our indexes.
- Run Rate estimates at a particular point in time the annualized value of the recurring revenues under our client license agreements ("Client Contracts") for the next 12 months, assuming all Client Contracts that come up for renewal, or reach the end of the committed subscription period, are renewed and assuming then-current currency exchange rates, subject to the adjustments and exclusions described below. For any Client Contract where fees are linked to an investment product's assets or trading volume/fees, the Run Rate calculation reflects, for ETFs, the market value on the last trading day of the period, for futures and options, the most recent quarterly volumes and/or reported exchange fees, and for other non-ETF products, the most recent client-reported assets. Run Rate does not include fees associated with "one-time" and other non-recurring transactions. In addition, we add to Run Rate the annualized fee value of recurring new sales, whether to existing or new clients, when we execute Client Contracts, even though the license start date, and associated revenue recognition, may not be effective until a later date. We remove from Run Rate the annualized fee value associated with products or services under any Client Contract with respect to which we have received a notice of termination, non-renewal or an indication the client does not intend to continue their subscription during the period and have determined that such notice evidences the client's final decision to terminate or not renew the applicable products or services, even though such notice is not effective until a later date.
- "Organic subscription Run Rate growth" is defined as the period over period Run Rate growth, excluding the impact of changes in foreign currency and the first year impact of any acquisitions, including the acquisition of RCA completed on September 13, 2021. It is also adjusted for divestitures. Changes in foreign currency are calculated by applying the currency exchange rate from the comparable prior period to current period foreign currency denominated Run Rate.
- Sales represents the annualized value of products and services clients commit to purchase from MSCI and will result in additional operating revenues. Non-recurring sales represent the actual value of the customer agreements entered into during the period and are not a component of Run Rate. New recurring subscription sales represent additional selling activities, such as new customer agreements, additions to existing agreements or increases in price that occurred during the period and are additions to Run Rate. Subscription cancellations reflect client activities during the period, such as discontinuing products and services and/or reductions in price, resulting in reductions to Run Rate. Net new recurring subscription sales represent the amount of new recurring subscription sales net of subscription cancellations during the period, which reflects the net impact to Run Rate during the period.
- Total gross sales represent the sum of new recurring subscription sales and non-recurring sales. Total net sales represent the total gross sales net of the impact from subscription cancellations.



## Reconciliation of Adjusted EBITDA to Net Income (UNAUDITED)

	 Three Mo	nths E	nded
	Mar. 31,		Mar. 31,
In thousands	 2022		2021
Index adjusted EBITDA	\$ 245,875	\$	219,879
Analytics adjusted EBITDA	50,889		45,731
ESG and Climate adjusted EBITDA	12,092		5,045
All Other - Private Assets adjusted EBITDA	 9,688		5,931
Consolidated adjusted EBITDA	318,544		276,586
Amortization of intangible assets	21,720		15,068
Depreciation and amortization of property,			
equipment and leasehold improvements	6,534		7,143
Acquisition-related integration and transaction costs(1)	 1,312		_
Operating income	288,978		254,375
Other expense (income), net	40,035		38,347
Provision for income taxes	 20,520		19,209
Net income	\$ 228,423	\$	196,819



## Reconciliation of Net Income and Diluted EPS to Adjusted Net Income and Adjusted EPS (UNAUDITED)

	Three Months Ended				
		Mar. 31,	ı	Mar. 31,	
In thousands, except per share data		2022		2021	
Net income	\$	228,423	\$	196,819	
Plus: Amortization of acquired intangible assets and					
equity method investment basis difference		16,899		9,558	
Plus: Acquisition-related integration and transaction costs(1)(2)		1,385		_	
Less: Income tax effect		(1,507)		(850)	
Adjusted net income	\$	245,200	\$	205,527	
Diluted EPS	\$	2.78	\$	2.36	
Plus: Amortization of acquired intangible assets and					
equity method investment basis difference		0.21		0.11	
Plus: Acquisition-related integration and transaction costs(1)(2)		0.02		_	
Less: Income tax effect		(0.03)		(0.01)	
Adjusted EPS	\$	2.98	\$	2.46	

<sup>&</sup>lt;sup>1</sup>Acquisition-related integration and transaction costs of \$1.3 million are presented within "General and administrative" expenses and \$0.1 million are presented within "Depreciation and amortization of property, equipment and leasehold improvements" expenses.



<sup>2</sup>Incremental and non-recurring costs attributable to acquisitions directly related to the execution of the transaction and integration of the acquired business that have occurred no later than 12 months after the close of the transaction.

## Reconciliation of Adjusted EBITDA Expenses to Operating Expenses (UNAUDITED)

		Three Mor	nths En	ded	Full-Year
	I	Mar. 31,	İ	Mar. 31,	2022
In thousands		2022		2021	Outlook(1)
Index adjusted EBITDA expenses	\$	84,884	\$	72,612	
Analytics adjusted EBITDA expenses		88,908		88,286	
ESG and Climate adjusted EBITDA expenses		39,937		29,705	
All Other - Private Assets adjusted EBITDA expenses		27,672		11,234	
Consolidated adjusted EBITDA expenses	·	241,401	-	201,837	\$975,000 - \$1,005,000
Amortization of intangible assets	·-	21,720		15,068	
Depreciation and amortization of property,					\$100,000 - \$110,000
equipment and leasehold improvements		6,534		7,143	
Acquisition-related integration and transaction costs(2)		1,312		_	
Total operating expenses	\$	270,967	\$	224,048	\$1,075,000 - \$1,115,000



<sup>1</sup>We have not provided a line-item reconciliation for adjusted EBITDA expenses to total operating expenses for this future period because we do not provide guidance on the individual reconciling items between total operating expenses and adjusted EBITDA expenses.

<sup>2</sup> Incremental and non-recurring costs attributable to acquisitions directly related to the execution of the transaction and integration of the acquired business that have occurred no later than 12 months after the close of the transaction.

## Reconciliation of Net Cash Provided by Operating Activities to Free Cash Flow (UNAUDITED)

		Three Mon	ths End	ded	Full-Year
	N	⁄Iar. 31,	ı	Mar. 31,	2022
n thousands		2022		2021	Outlook(1)
let cash provided by operating activities	\$	244,184	\$	215,457	\$1,120,000 - \$1,160,000
Capital expenditures		(1,254)		(664)	
Capitalized software development costs		(14,084)		(9,696)	
Capex		(15,338)		(10,360)	(\$70,000 - \$60,000)
ree cash flow	\$	228,846	\$	205,097	\$1,050,000- \$1,100,000



<sup>1</sup>We have not provided a line-item reconciliation for free cash flow to net cash from operating activities for this future period because we do not provide guidance on the individual reconciling items between net cash from operating activities and free cash flow.

## First Quarter 2022 Reconciliation of Operating Revenue Growth to Organic Operating Revenue Growth (UNAUDITED)

		mparison of the Three Months E		
	Total	Recurring Subscription	Asset-Based Fees	Non-Recurring Revenues
Index	Change Percentage	Change Percentage	Change Percentage	Change Percentage
Operating revenue growth	13.1%	12.5%	14.5%	5.1%
mpact of acquisitions and divestitures	-%	-%	-%	-%
Impact of foreign currency exchange rate fluctuations	0.2%	0.3%	0.1%	-%
Organic operating revenue growth	13.3%	12.8%	14.6%	5.1%
A 1.0	Total	Recurring Subscription	Asset-Based Fees	Non-Recurring Revenues
Analytics	Change Percentage	Change Percentage	Change Percentage	Change Percentage
Operating revenue growth	4.3%	4.7%	-%	(14.8%
mpact of acquisitions and divestitures	-%	-%	-%	-%
Impact of foreign currency exchange rate fluctuations Organic operating revenue growth	<u>0.5%</u> 4.8%	<u>0.5%</u> 5.2%		
organic operating revenue growth	4.0%	J.Z /6	— 7 <sub>0</sub>	(14.0%
	Total	Recurring Subscription	Asset-Based Fees	Non-Recurring Revenues
ESG and Climate	Change Percentage	Change Percentage	Change Percentage	Change Percentage
Operating revenue growth	49.7%	48.1%	-%	138.9%
mpact of acquisitions and divestures	-%	-%	-%	-%
mpact of foreign currency exchange rate fluctuations	2.8%	2.7%	-%	5.7%
Organic operating revenue growth	52.5%	50.8%	-%	144.6%
	Total	Recurring Subscription	Asset-Based Fees	
	Change Percentage	Change Percentage	Change Percentage	Change Percentage
Operating revenue growth	Change Percentage 117.7%	Change Percentage 119.6%	Change Percentage -%	Change Percentage 29.6%
Operating revenue growth mpact of acquisitions and divestures	Change Percentage 117.7% (114.0%)	Change Percentage 119.6% (116.5%)	Change Percentage -% -%	Change Percentage 29.6% -%
Operating revenue growth mpact of acquisitions and divestures mpact of foreign currency exchange rate fluctuations	Change Percentage 117.7% (114.0%) 7.9%	Change Percentage 119.6% (116.5%) 7.9%	Change Percentage -% -% -% -%	Change Percentage 29.6% -% 6.9%
Operating revenue growth Impact of acquisitions and divestures Impact of foreign currency exchange rate fluctuations	Change Percentage 117.7% (114.0%)	Change Percentage 119.6% (116.5%)	Change Percentage -% -%	Change Percentage 29.6% -% 6.9%
Operating revenue growth Impact of acquisitions and divestures Impact of foreign currency exchange rate fluctuations	Change Percentage 117.7% (114.0%) 7.9% 11.6%	Change Percentage 119.6% (116.5%) 7.9% 11.0%	Change Percentage -% -% -% -% -%	Change Percentage 29.6% -% 6.9% 36.5%
Operating revenue growth mpact of acquisitions and divestures mpact of foreign currency exchange rate fluctuations Organic operating revenue growth	Change Percentage 117.7% (114.0%) 7.9% 11.6%	Change Percentage 119.6% (116.5%) 7.9% 11.0%  Recurring Subscription	Change Percentage  -% -% -% -% -% -%	Change Percentage 29.6% -% 6.9% 36.5%  Non-Recurring Revenues
Operating revenue growth Impact of acquisitions and divestures Impact of foreign currency exchange rate fluctuations Organic operating revenue growth  Consolidated	Change Percentage 117.7% (114.0%) 7.9% 11.6%  Total Change Percentage	Change Percentage 119.6% (116.5%) 7.9% 11.0%  Recurring Subscription Change Percentage	Change Percentage  -% -% -% -% -%  -%  Change Percentage	29.6% -% 6.9% 36.5%  Non-Recurring Revenues Change Percentage
Operating revenue growth Impact of acquisitions and divestures Impact of foreign currency exchange rate fluctuations Organic operating revenue growth  Consolidated Operating revenue growth	Change Percentage 117.7% (114.0%) 7.9% 11.6%  Total Change Percentage 17.0%	Change Percentage 119.6% (116.5%) 7.9% 11.0%  Recurring Subscription Change Percentage 18.4%	Change Percentage  -% -% -% -% -% -%  -%  Change Percentage  Change Percentage  14.5%	Change Percentage 29.6% -% 6.9% 36.5%  Non-Recurring Revenues Change Percentage 8.2%
All Other - Private Assets Operating revenue growth Impact of acquisitions and divestures Impact of foreign currency exchange rate fluctuations Organic operating revenue growth  Consolidated Operating revenue growth Impact of acquisitions and divestitures Impact of foreign currency exchange rate fluctuations	Change Percentage 117.7% (114.0%) 7.9% 11.6%  Total Change Percentage	Change Percentage 119.6% (116.5%) 7.9% 11.0%  Recurring Subscription Change Percentage	Change Percentage  -% -% -% -% -%  -%  Change Percentage	Change Percentage 29.6% -% 6.9% 36.5%  Non-Recurring Revenues Change Percentage

