

Fourth Quarter & FY 2014

Earnings Presentation

February 5, 2015

Forward-Looking Statements and Other Information

- **Forward-Looking Statements – Safe Harbor Statements**
 - This presentation may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. 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 our control and that could materially affect the Company's actual results, levels of activity, performance or achievements of MSCI Inc. (the "Company"). For a discussion of risks and uncertainties that could materially affect the Company's actual results, levels of activity, performance or achievements, please see the most recent Annual Report on Form 10-K for the fiscal year ended December 31, 2013 of the Company and other periodic or current reports filed with the SEC. Any forward-looking statements included in this presentation reflect the Company's view as of the date of this presentation. The Company 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 presentation may not sum due to rounding.
 - Percentage changes are referenced to the comparable period in 2013, unless otherwise noted.
 - Total sales include recurring subscription sales and non-recurring sales.
 - Notes and definitions relating to non-GAAP financial measures and operating metrics used in this presentation, as well as definitions of Run Rate, Retention Rate and Organic Subscription Run Rate Growth ex FX, are provided on page 33.
 - Due to the sale of Institutional Shareholder Services Inc. ("ISS") and the Center for Financial Research and Analysis product line, results of our former Governance business are now reflected as discontinued operations in the financial statements of MSCI beginning in Q1'14 and for certain prior periods. The operating metrics for prior periods have also been updated to exclude the Governance business.
 - We have historically reported the financial results and operating metrics for Energy and Commodity products on a standalone basis. Beginning with Q1'14, these results and metrics have been included in the Risk Management Analytics products. Prior periods have been updated accordingly.

Strategic Update

- Strong financial performance in 2014, while investing for future growth
- Enhanced investment program is now largely complete
- Continued focus on pay-back from the enhanced investment program & shareholder value creation in 2015 and beyond
- Margin expansion targeted to begin in 2H15, with expansion to continue thereafter
- Ongoing commitment to return capital to shareholders
- Increased transparency with segment reporting in second half of 2015

Solid Performance in FY 2014

| FY 2014 Results | |
|--|--------------------|
| Run Rate | Up 8% to \$1.0 bil |
| Revenues | Up 9% to \$997 mil |
| Income from Continuing Operations | Flat at \$199 mil |
| Diluted EPS from Continuing Operations | Up 4% to \$1.70 |
| Adj. EBITDA ¹ | Up 1% to \$409 mil |
| Adj. EPS ² | Up 6% to \$2.00 |

¹ Net income before income from discontinued operations, net of income taxes, provision for income taxes, other expense (income), net depreciation and amortization and the lease exit charge. Please see page 31 for reconciliation of Adjusted EBITDA as a non-GAAP measure.

² Per share net income before income from discontinued operations, net of income taxes, and the after-tax impact of the amortization of intangible assets, debt repayment and refinancing expenses and the lease exit charge. Please see page 30 for reconciliation of Adjusted EPS as a non-GAAP measure.

Investment in Sales, Client Service & Marketing: Near-Term Return

Leading Indicators of Growth

Net New Sales & Client Service Hires

109 in 2013; 44 in 2014

Total Sales

Highest quarter since Q1'11 - \$37.0 mil

Subscription Sales

Highest quarter since Q3'10 - \$31.9 mil

Retention Rate

Up 150 bps to 93% in 2014

Cancels

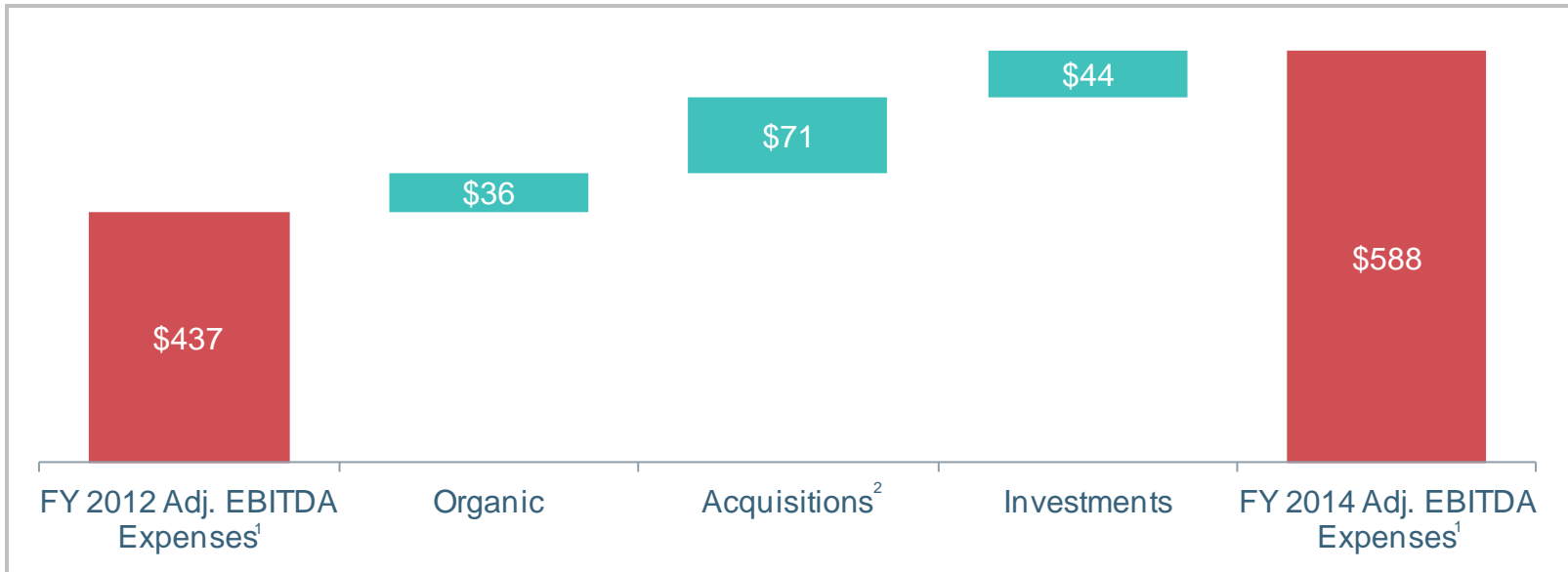
Lowest Q4 ever - \$17.0 mil

Net New Sales

Highest Q4 since 2008 - \$14.9 mil

Adj. EBITDA Expenses¹ Growth of \$151 mil From FY 2012 to FY 2014

(US\$ in millions)



Organic

Value accretive in near-term

Core business growth

- Technology platform
- Client sales, service & retention
- Inflationary (compensation, market data and vendors)
- One-time professional advisory fees

Acquisitions

Value accretive within 3 – 5 years

IPD & GMI

- Acquired unique businesses to complement Index & ESG product offering

InvestorForce

- Acquired adjacent capabilities for monitoring, analysis & reporting on institutional assets

Investments

Value accretive in mid-term

2013 & 2014 product, technology and corporate investment to develop new and enhanced product offerings

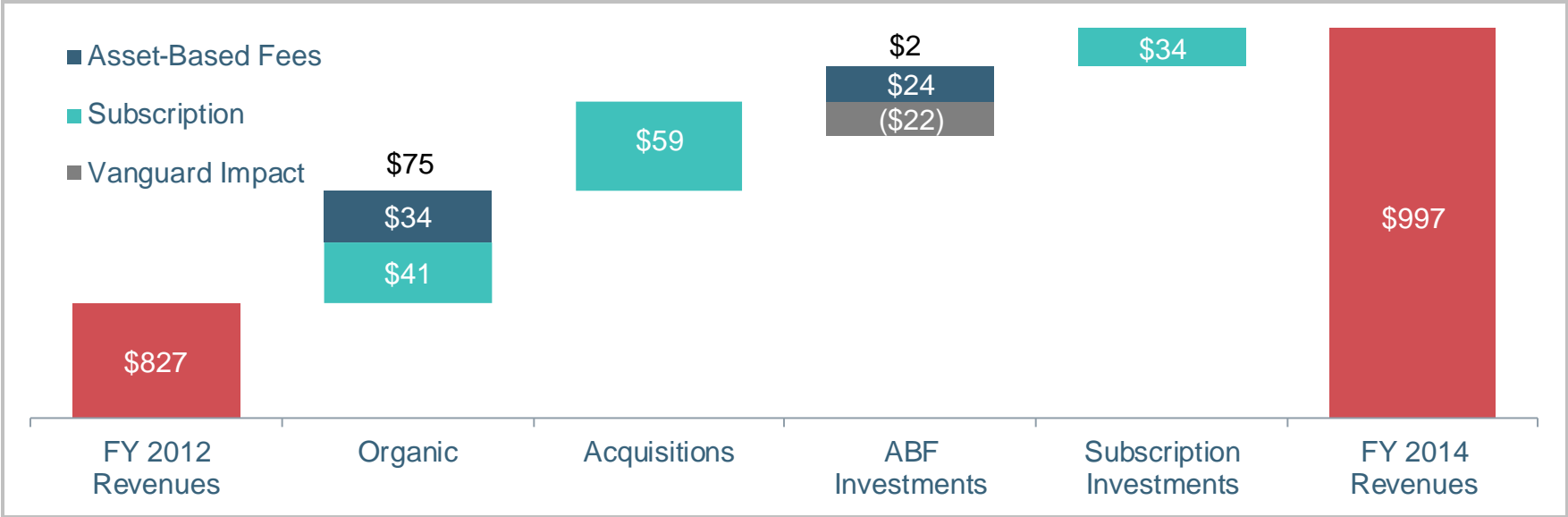
- Generate Run Rate growth through new indexes, geographic expansion and factor models
- Development of new risk models
- Expanded data center capacity
- Executive leadership

¹ Operating expenses less depreciation and amortization and the lease exit charge. Please see page 32 for a reconciliation of Adjusted EBITDA Expenses as a non-GAAP measure.

² Represents the costs acquired from and incurred due to acquisitions.

Revenue Growth of \$170 mil From FY 2012 to FY 2014

(US\$ in millions)



Organic

Value accretive in near term

Continued build out of existing ABF and Subscription product offering

- Product upsells across current client base
- Focus on new client segments
- \$34 mil of ABF growth from core Index product offering (\$58 mil in total ABF growth)

Acquisitions

Value accretive within 3 – 5 years

IPD

- 9% revenue growth in 2014 with focus on monetization of acquired content and expansion in North America

GMI

- Complementary product offering to existing ESG capability

InvestorForce

- 20% revenue growth in 2014

ABF Investments

Value accretive in mid-term

Initial enhanced investment program returns evidenced

- Significant ABF growth subsequent to losing \$22 mil of revenue from Vanguard
- New product development and ETF launches, especially Factor indexes
- \$94 bil of incremental AUM cash inflows from 2013 to 2014

Subscription Investments

Value accretive in mid-term

Initial enhanced investment program returns evidenced

- Increased retention rates
- 24 new index families launched in 2014
- New risk model production and sales
- Enhanced capabilities in Barra Portfolio Manager



Investment in Product Development & Technology: Medium-Term Return

| Leading Indicators of Growth | 2013 | 2014 | Growth % |
|--|-----------|-----------|---------------------|
| Policy Benchmark Mandates Won | 168 | 182 | 8% |
| New Index Families Launched | 7 | 24 | 243% |
| MSCI-Linked Equity ETFs Launched | 79 | 95 | 20% |
| Active & Passive Assets Tied To Factor Indexes | \$72 bil | \$122 bil | 69% |
| MSCI-Linked ETF Period Ending AUMs | \$333 bil | \$373 bil | 12% |
| New Risk Models Launched | 26 | 25 | 12 Expected In 2015 |
| Run Rate From New Risk Models | \$13 mil | \$20 mil | 57% |
| Securities Processed In Risk Platform | 24 bil | 31 bil | 29% |
| Production Servers Across MSCI | 546 | 840 | 54% |

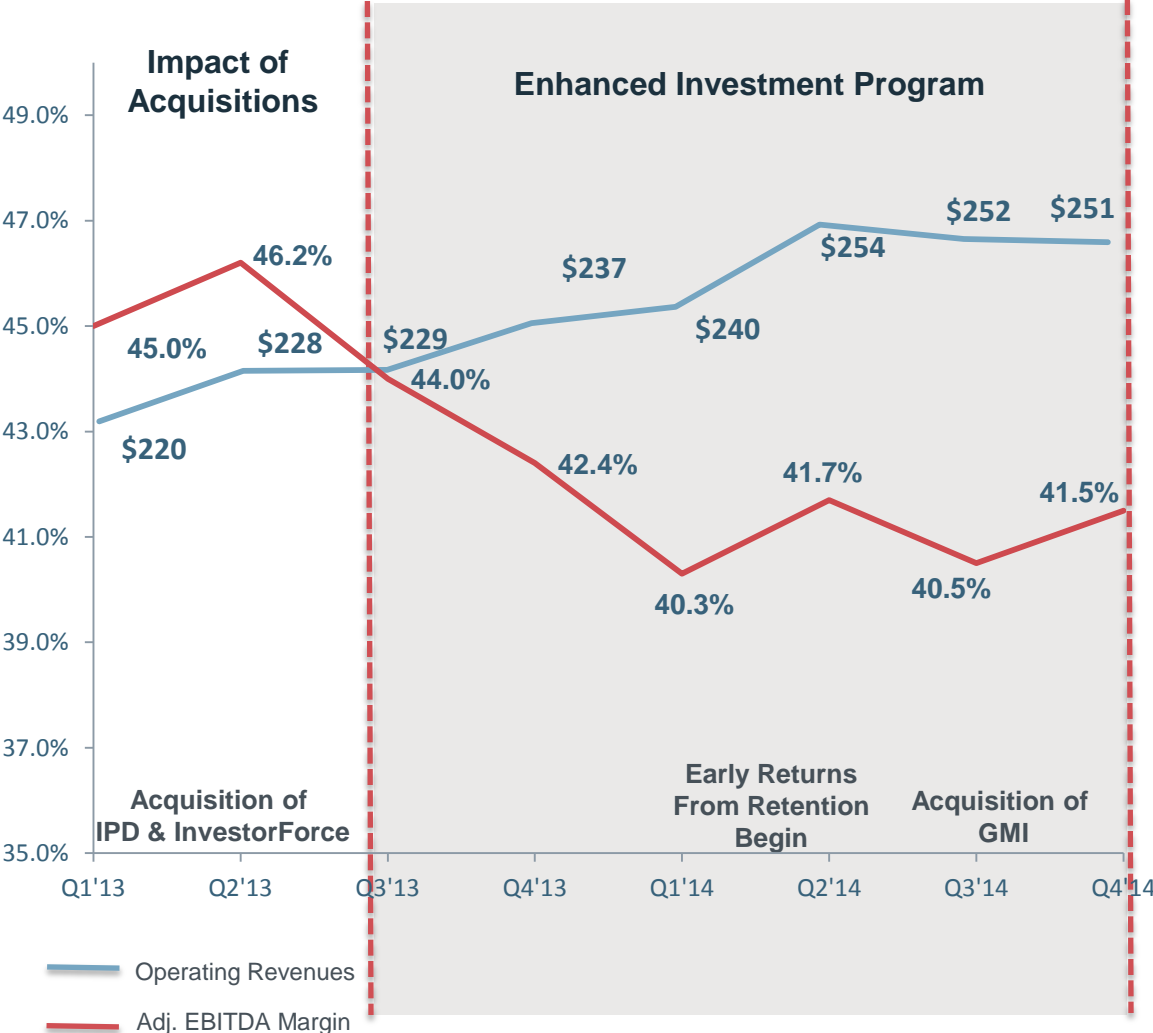


Adj. EBITDA¹ Margin Progression - Impact of Acquisitions & Enhanced Investment Program

(US\$ in millions)

2014 – 2017

Realize Full Benefits of Enhanced Investment Program



Higher
 • Sales
 • Run Rate
 • Revenues

Margin expansion in 2H15 and thereafter

¹ Net income before income from discontinued operations, net of income taxes, provision for income taxes, other expense (income), net depreciation and amortization and the lease exit charge. Please see page 31 for reconciliation of Adjusted EBITDA as a non-GAAP measure.

IPD: IPD Group Limited; InvestorForce: Investor Force Holdings, Inc.; GMI: Governance Holdings Co.



Solid Performance in Q4'14

Q4'14 Financial Highlights

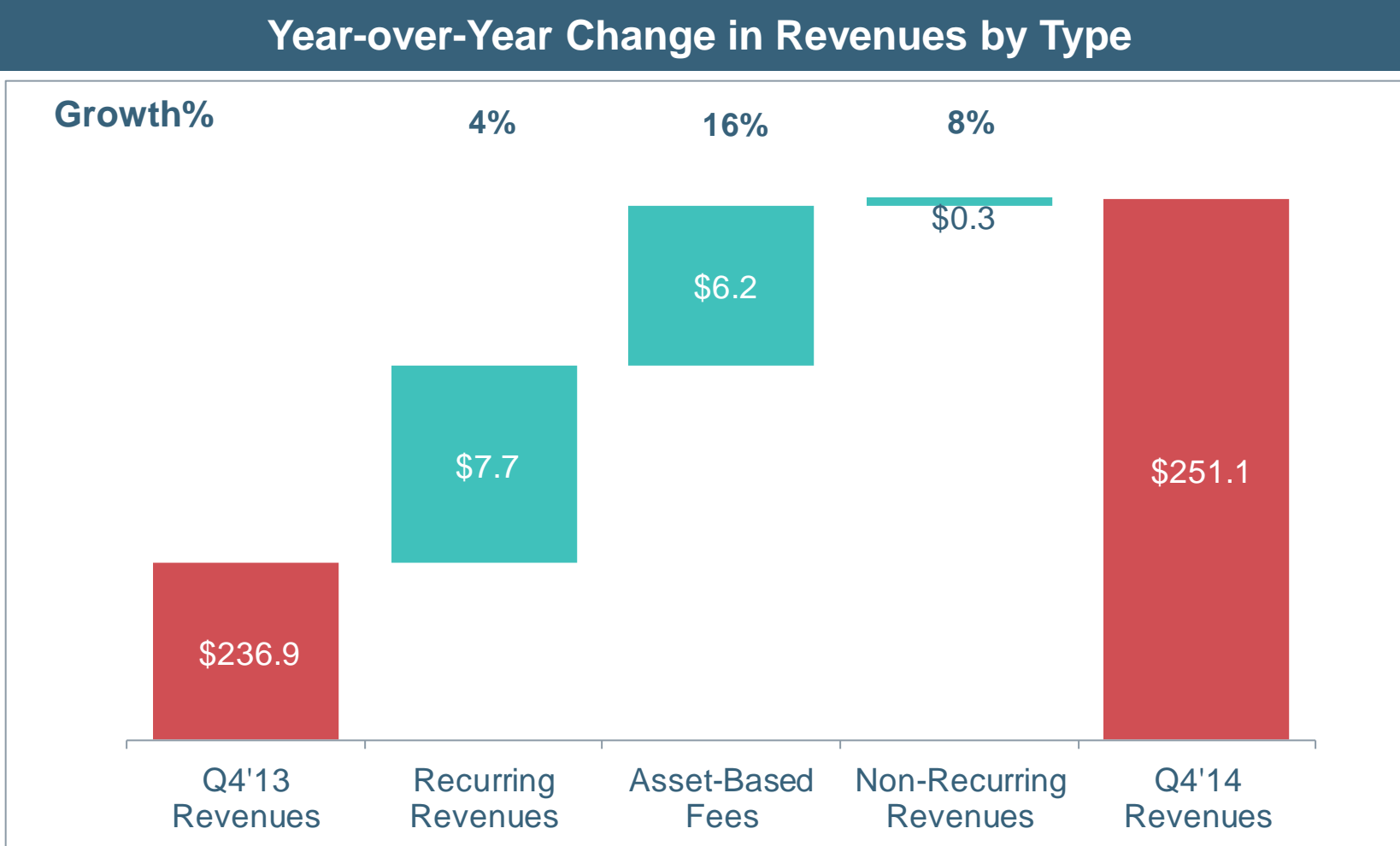
| | |
|---|--------------------|
| Run Rate | Up 8% to \$1.0 bil |
| Revenues | Up 6% to \$251 mil |
| Income from Continuing Operations | Up 6% to \$43 mil |
| Diluted EPS from Continuing Operations | Up 12% to \$0.38 |
| Adj. EBITDA¹ | Up 4% to \$104 mil |
| Adj. EPS² | Up 23% to \$0.49 |

¹ Net income before income from discontinued operations, net of income taxes, provision for income taxes, other expense (income), net depreciation and amortization and the lease exit charge. Please see page 31 for reconciliation of Adjusted EBITDA as a non-GAAP measure.

² Per share net income before income from discontinued operations, net of income taxes, and the after-tax impact of the amortization of intangible assets, debt repayment and refinancing expenses and the lease exit charge. Please see page 30 for reconciliation of Adjusted EPS as a non-GAAP measure.

Q4'14 vs. Q4'13 Revenue Growth

(US\$ in millions)

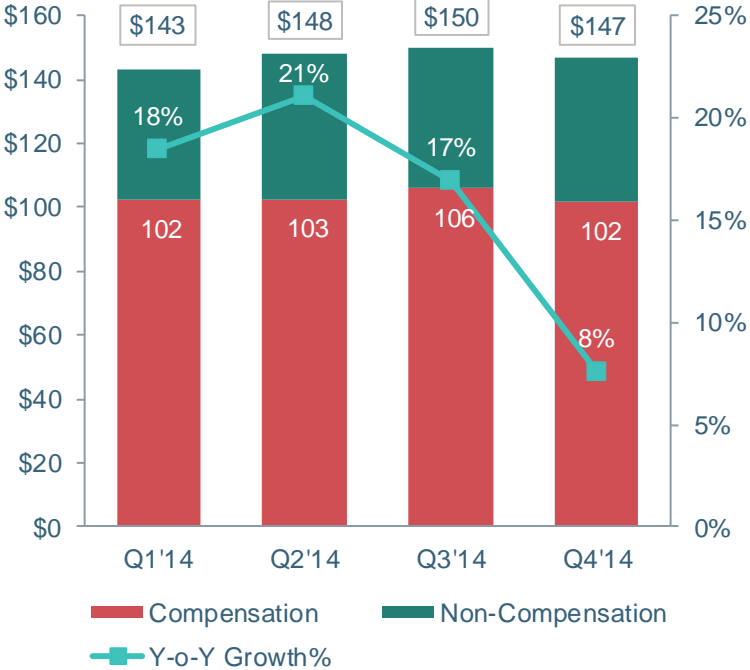


Q4'14 & FY 2014 Adjusted EBITDA Expenses¹

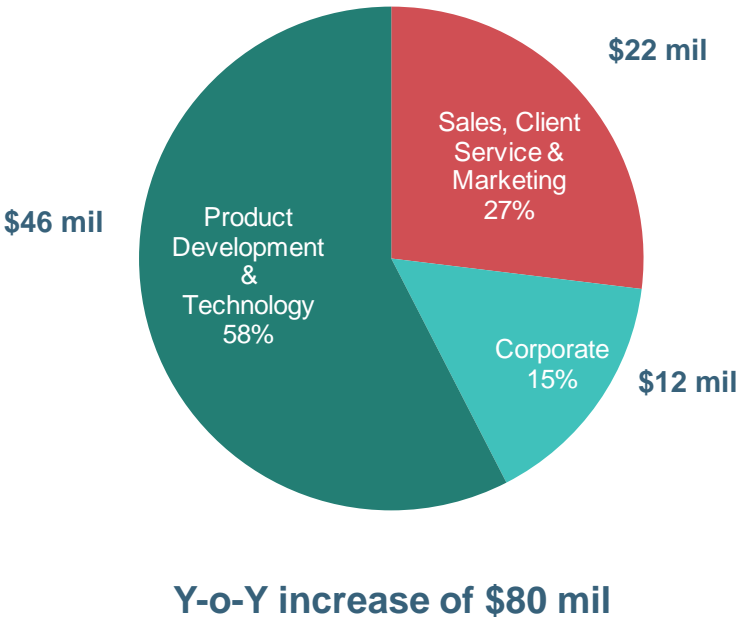
(US\$ in millions)

- Adjusted EBITDA Expenses¹ increased 8% to \$147 mil versus Q4'13

2014 Quarterly Adjusted EBITDA Expenses¹



Breakdown of Increase in 2014 Adjusted EBITDA Expenses²



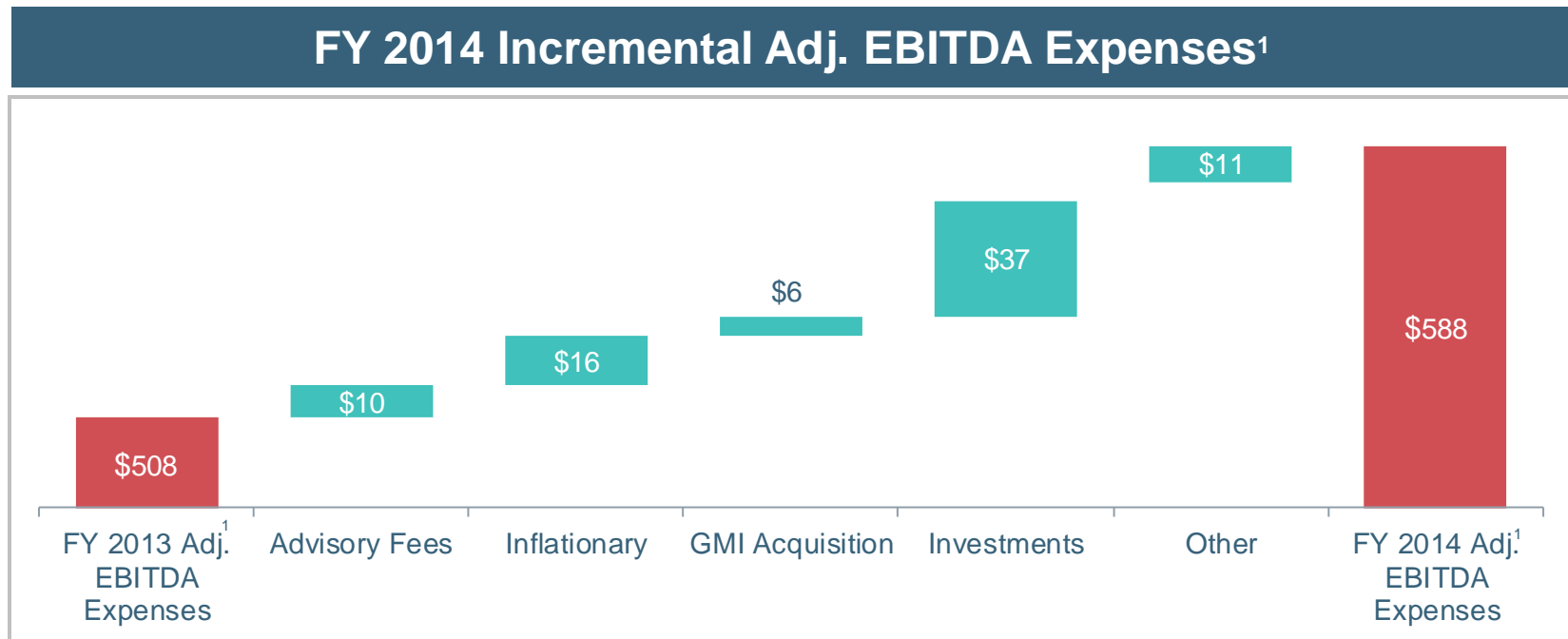
¹ Operating expenses less depreciation and amortization and the lease exit charge. Please see page 32 for a reconciliation of Adjusted EBITDA Expenses as a non-GAAP measure.

² \$80 mil includes an increase of \$6 mil related to the acquisition of GMI.



Adj. EBITDA Expenses¹ Bridge

(US\$ in millions)



¹ Operating expenses less depreciation and amortization and the lease exit charge. Please see page 32 for a reconciliation of Adjusted EBITDA Expenses as a non-GAAP measure.

2014 New Investments (including GMI) - \$43 mil

| Business/ Function | Incremental \$ Spend in 2014 | Achievements |
|--|------------------------------|--|
| Index | \$9 mil (\$6 mil GMI) | \$45 mil direct / indirect benefit to revenues <ul style="list-style-type: none"> Invested to increase ACWI Subscriptions / ACWI ABF / Factor Indexes The impact provided greater capacity to deliver an increased Run Rate, AUM, clients and ETF launches |
| RMA | \$7 mil | \$3 mil direct / indirect benefit to revenues <ul style="list-style-type: none"> Invested in several projects focused mainly on Performance Attribution, along with OTC Margining, Mortgages & Structured Products The impact supported the Run Rate through higher retention |
| PMA | \$4 mil | \$9 mil direct / indirect benefit to revenues <ul style="list-style-type: none"> Invested in Barra Portfolio Manager (BPM) and risk model production Resulted in increased BPM and model sales, increasing the use of BPM as a delivery channel resulting in Run Rate growth |
| Technology | \$14 mil | <ul style="list-style-type: none"> Data center expansion Increased processing capacity |
| Sales, Client Service, Marketing & Corporate | \$9 mil | <ul style="list-style-type: none"> New client service / consultants New sales people Enhanced marketing New executive leadership |

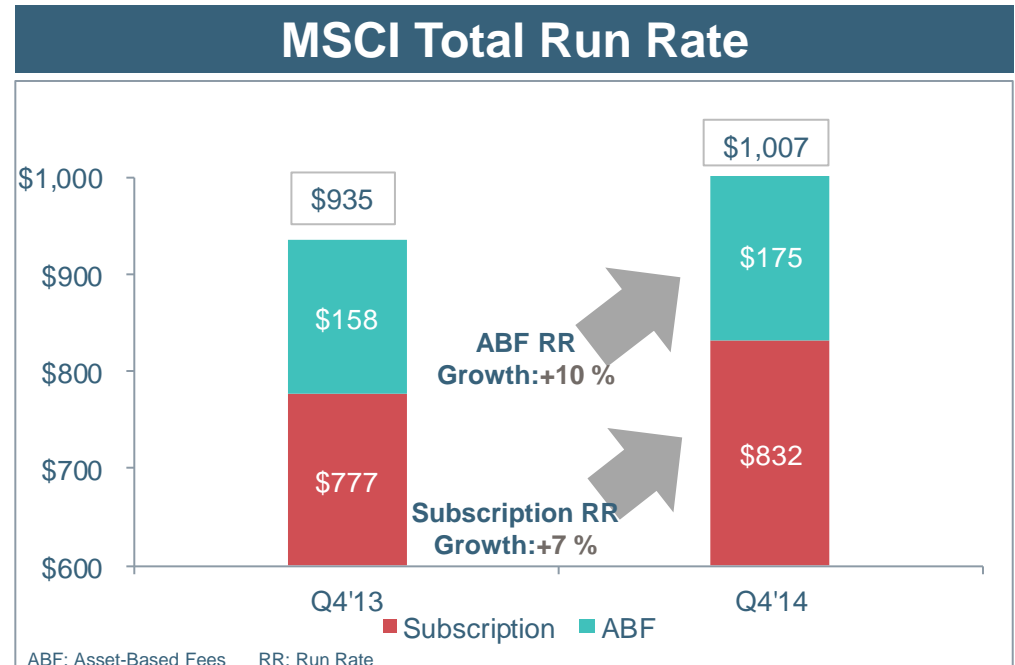
Long-Term Shareholder Value Creation



Summary of Q4'14 Operating Metrics

(US\$ in millions)

- **8%** increase in Run Rate to \$1 bil vs. Q4'13
- **7%** increase in Subscription Run Rate
- **10%** increase in Asset-Based Fee Run Rate
- **5%** increase in total sales to \$37 mil vs. Q4'13
 - Highest level of Total Sales since Q1'11
- **49%** increase in Net New Sales to \$15 mil vs. Q4'13
- Aggregate Retention Rate increased to **91%** in Q4'14
 - Retention rates increased in all major product areas
 - FY 2014 retention rate increased to **93%**



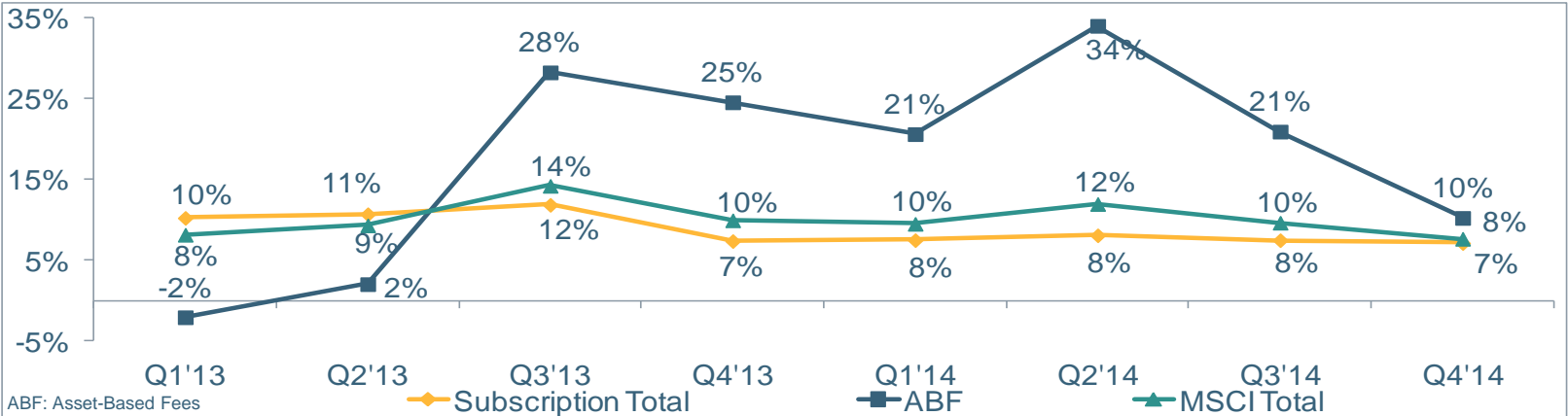
Sales, Cancels and Retention

| | Q4'13 | Q4'14 | Growth% | FY'13 | FY'14 | Growth % |
|---|------------|------------|------------|------------|------------|------------|
| New Recurring Subscription Sales | 31 | 32 | 3% | 111 | 118 | 6% |
| Subscription Cancellations | (21) | (17) | -19% | (63) | (55) | -13% |
| Net New Recurring Subscription Sales | 10 | 15 | 49% | 48 | 63 | 30% |
| Non-recurring Sales | 4 | 5 | 24% | 18 | 20 | 13% |
| Aggregate Retention Rate | 88% | 91% | 3% | 91% | 93% | 2% |

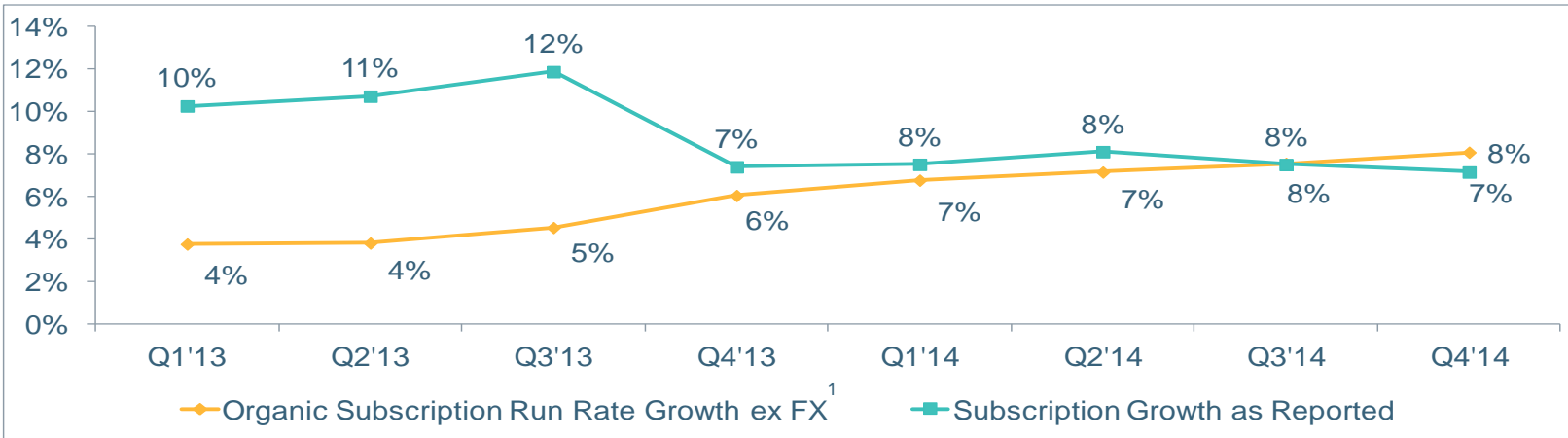


Q1'13 - Q4'14 Run Rate Growth Trends (FX Impact)

Year-over-Year Run Rate Growth as Reported (Including FX Impact and Acquisitions)



Year-over-Year Subscription Run Rate Growth as Reported vs. Growth Ex-FX Impact and Acquisitions



¹ Organic Subscription Run Rate Growth ex FX is the Run Rate growth, excluding changes in foreign currency and the first year impact of any acquisitions. Please see page 33 for additional information.



Index, Real Estate & ESG - Subscription

(US\$ in millions)

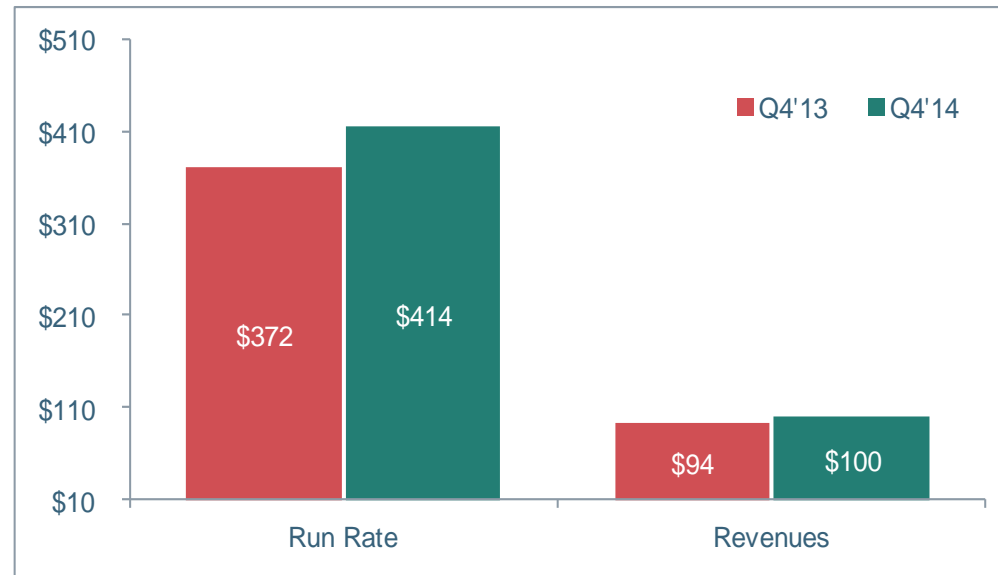
Fourth Quarter Highlights:

- 7% increase in Subscription revenues to \$100 mil vs. Q4'13
 - 5% organic Subscription revenue growth (ex. GMI)
- 12% increase in Subscription Run Rate to \$414 mil vs. Q4'13

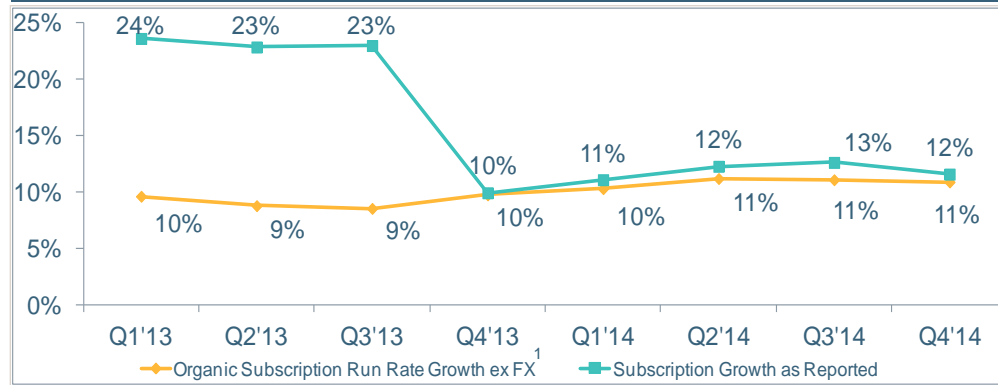
Enhanced Investment Program Direct / Indirect Benefits:

- \$21 mil direct / indirect benefit to revenues in 2014
- 93% Aggregate Retention Rate in Q4'14 and 94% for FY 2014
- 182 policy benchmark mandates won in 2014 vs. 168 in 2013, up 8%
- 25% increase to \$5 mil in Americas Real Estate Run Rate

Subscription Run Rate and Revenues



Quarterly Subscription Run Rate Trends



¹ Organic Subscription Run Rate Growth ex FX is the Run Rate growth, excluding changes in foreign currency and the first year impact of any acquisitions. Please see page 33 for additional information.

Index - Asset-Based Fees

(US\$ in millions, except ETF AUM)

Fourth Quarter Highlights:

- 16% growth in revenues to \$45 mil
 - Strong inflows into ETFs and increases in non-ETF passive funds
- 10% increase in Asset-Based Fee Run Rate to \$175 mil
 - 3.39 average basis point fee at quarter-end Q4'14
- 12% increase in ETF AUM to \$373 bil at the end of Q4'14
 - \$49 bil of inflows partially offset by \$9 bil in market depreciation

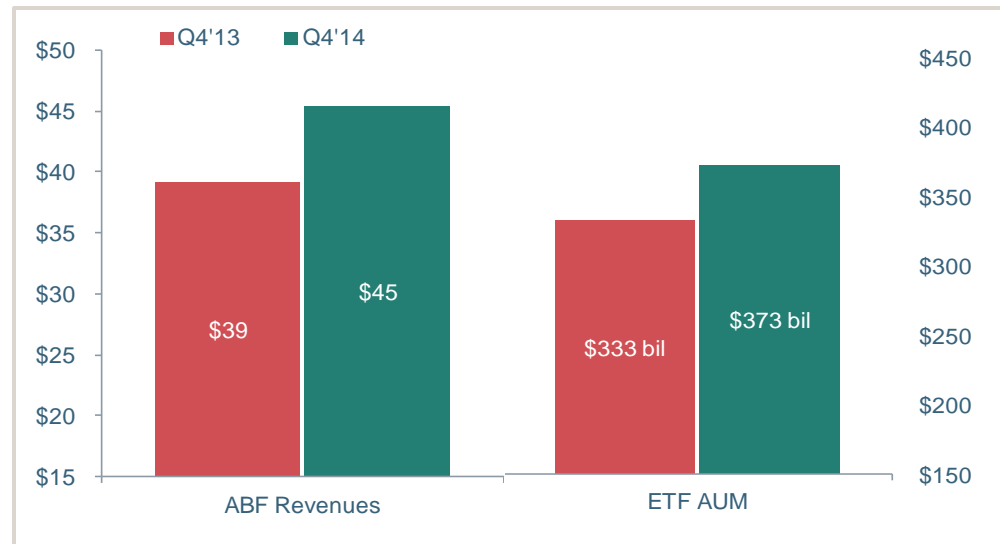
Enhanced Investment Program

Direct / Indirect Benefits:

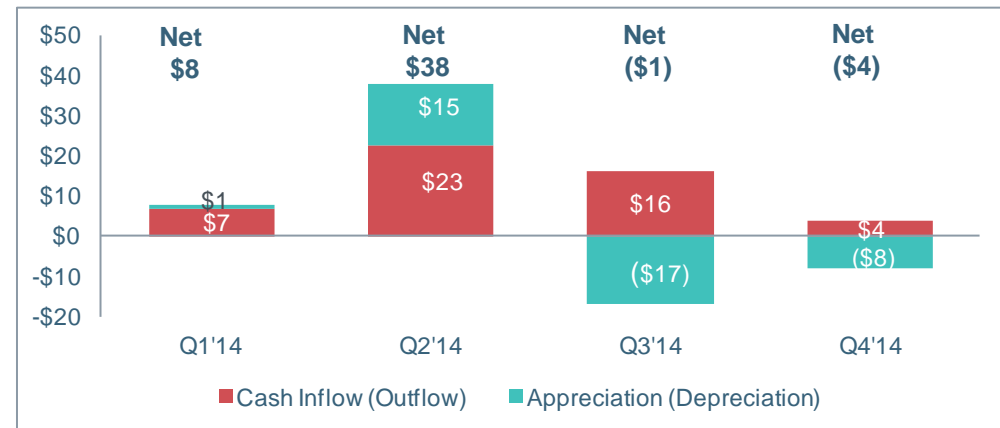
- \$24 mil direct / indirect benefit to revenues in 2014
- Over 675 ETFs¹ benchmarked to MSCI Indexes – highest in the industry
- 95 ETFs¹ linked to MSCI indexes launched in 2014:
 - 10 new ETFs¹ launches in Q4'14 alone
 - 42 ETFs¹, or 45%, benchmarked to MSCI Factor indexes – highest among all index providers
- \$5 bil, or 23%, of total flows into new Equity ETFs launched in 2014 were linked to MSCI
- #1 in share of flows into Equity ETFs (Ex-US) at 40% – 2X the next closest competitor

¹ Defined as each share class of an exchange traded fund, as identified by a separate Bloomberg ticker. Only primary listings, and not cross-listings, are counted.
 ABF: Asset-Based Fees; AUM: Assets Under Management; ETF: Includes exchange traded notes.

ABF Revenues vs. Quarter-End ETF AUM



Quarterly Change in AUM of MSCI-Linked ETFs



Risk Management Analytics - Subscription

(US\$ in millions)

Fourth Quarter Highlights:

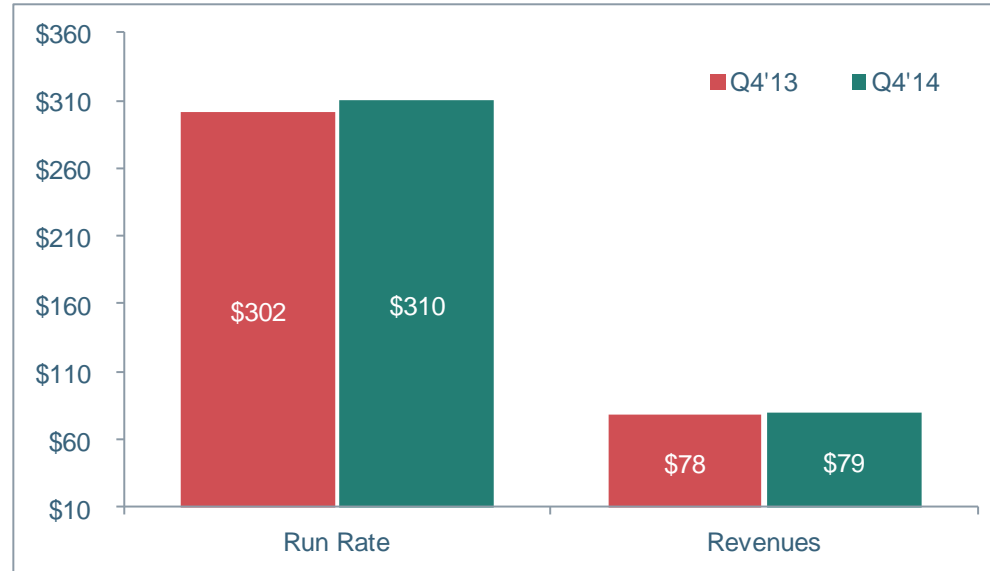
- 1% increase in Subscription revenues to \$79 mil vs. Q4'13
- 3% increase in Subscription Run Rate to \$310 mil vs. Q4'13
 - 5% increase in Subscription Run Rate, excluding impact of FX changes

Enhanced Investment Program

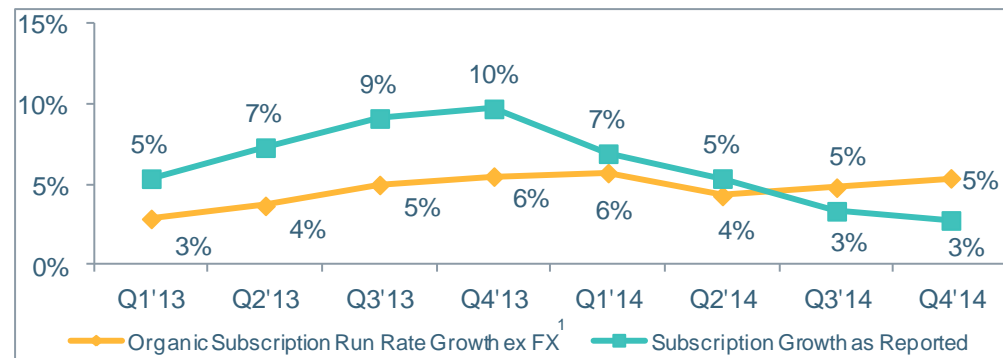
Direct / Indirect Benefits:

- \$3 mil direct / indirect benefit to revenues in 2014
- 9% increase in Total sales to \$12 mil in Q4'14 vs. Q4'13
- 89% Aggregate Retention Rate for Q4'14 vs. 86% in Q4'13; 91% for FY 2014
- 43% increase in the monthly avg. # of securities processed in client portfolios to 1.9 bil in 2014 vs. 1.3 bil in 2013

Subscription Run Rate and Revenues



Quarterly Subscription Run Rate Trends



¹ Organic Subscription Run Rate Growth ex FX is the Run Rate growth, excluding changes in foreign currency and the first year impact of any acquisitions. Please see page 33 for additional information.

Portfolio Management Analytics - Subscription

(US\$ in millions)

Fourth Quarter Highlights:

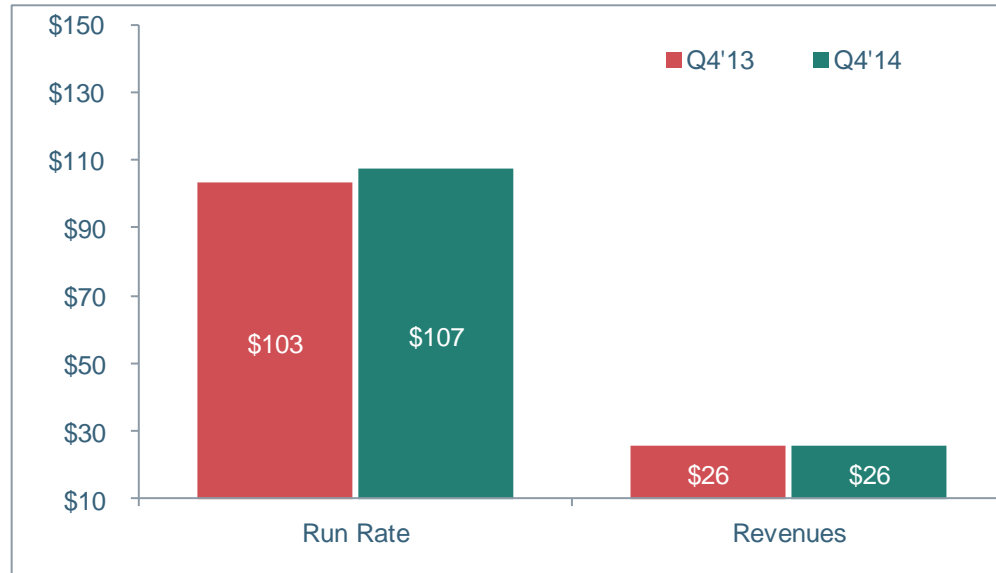
- **2%** increase in Subscription revenues to \$26 mil
- **4%** increase in Subscription Run Rate to \$107 mil vs. Q4'13
 - Up **6%** in Subscription Run Rate, excluding impact of FX

Enhanced Investment Program

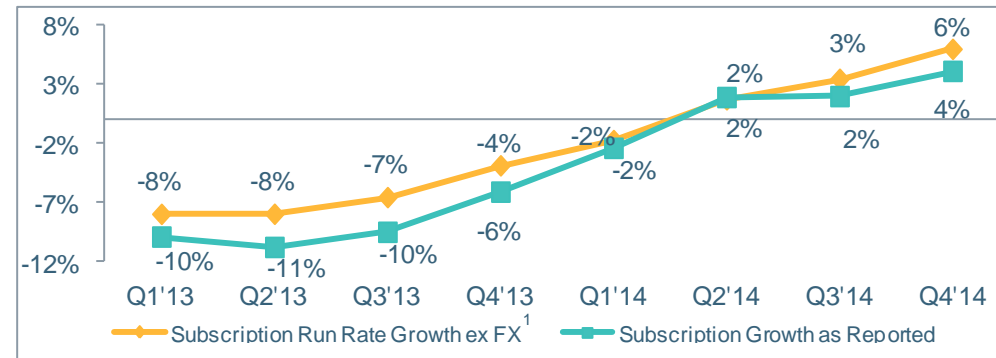
Direct / Indirect Benefits:

- **\$9 mil** direct / indirect benefit to revenues in 2014
- **63%** increase in Total sales to \$3 mil from prior year
 - New products drove sales growth, offsetting declines in legacy products
- **93%** Aggregate Retention Rate in Q4'14 up from **89%** in Q4'13
- **25** individual models developed in 2014; **12** models expected in 2015
- **57%** increase in Subscription Run Rate from new models
- Model quality significantly enhanced with **rework down 39%** over the last two years
- Client processing batches on Barra Portfolio Manager of **155K** in Dec'14 vs. **60K** in Dec'13

Subscription Run Rate and Revenues



Quarterly Subscription Run Rate Trends



¹ Subscription Run Rate Growth ex FX is the Run Rate growth, excluding changes in foreign currency. Please see page 33 for additional information.

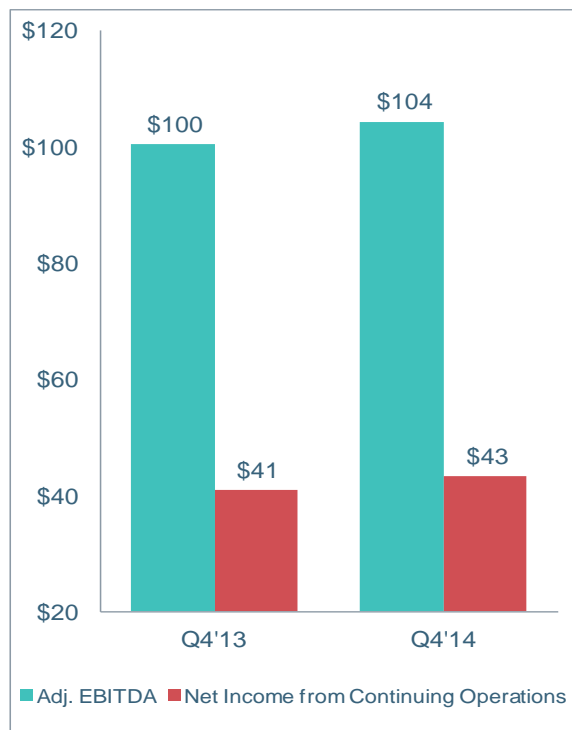


Summary of Profitability Metrics - Q4'14

(US\$ in millions, except EPS)

- Net Income from continuing operations increased 6% to \$43 mil
- Adjusted EBITDA¹ increased 4% to \$104 mil
- Diluted EPS from continuing operations increased 12% to \$0.38
- Net Income declined 6% to \$44 mil
- Adjusted EPS² increased 23% to \$0.49
- Q4'14 tax rate from continuing operations of 38.8%
- 5.5% decrease in diluted weighted average shares outstanding vs. 4Q'13

Income from Continuing Operations and Adj. EBITDA¹



Diluted EPS from Continuing Ops and Adjusted EPS²



¹ Net income before income from discontinued operations, net of income taxes, provision for income taxes, other expense(income), net depreciation and amortization and the lease exit charge. Please see page 31 for reconciliation of Adjusted EBITDA as a non-GAAP measure.

² Per share net income before income from discontinued operations, net of income taxes, and the after-tax impact of the amortization of intangible assets, debt repayment and refinancing expenses and the lease exit charge. Please see page 30 for reconciliation of Adjusted EPS as a non-GAAP measure.

Strong Balance Sheet and Liquidity

(US\$ in millions)

| Key Balance Sheet Indicators as of 12/31/2014 | | |
|---|---------|----------------|
| Cash & Cash Equivalents | | \$508.8 |
| Cash & Cash Equivalents in US | \$406.5 | |
| Cash & Cash Equivalents held outside of the US | \$102.3 | |
| Total Debt | | \$800.0 |
| 5.25% \$800 mil senior unsecured notes due 11/2024 | \$800.0 | |
| \$200 mil unsecured revolving credit facility terminating 11/2019 | \$0.0 | |
| Net Debt | | \$291.2 |
| Total Debt / Adj. EBITDA¹ | | 2.0x |
| Net Debt / Adj. EBITDA¹ | | 0.7x |

- Refinanced outstanding debt; Issued \$800 mil senior unsecured notes due 11/2024
- Cash flow from operations of \$306 mil for 2014
- Capital expenditures of \$51 mil for 2014
- Returned \$420 mil to shareholders in 2014; 6.9 mil shares repurchased
 - Period-end share count of 112.1 mil
- Board approved 1Q15 dividend of \$0.18 per share

¹ Net income before income from discontinued operations, net of income taxes, provision for income taxes, other expense (income), net depreciation and amortization and the lease exit charge. Please see pages 31 for reconciliation of Adjusted EBITDA as a non-GAAP measure.

FY 2015 Guidance

(US\$ in millions)

- Projected Adj. EBITDA Expenses¹ in the range of \$620-\$640 mil
- Margin expansion targeted to begin in 2H15 with expansion to continue thereafter
- Interest expense projected to be approximately \$45 mil with issuance of new senior notes and entry into new revolver²
- Cash flow from operations projected to be \$275-\$325 mil
- Capital expenditures expected to be \$55-\$65 mil
- Tax rate projected to be in the range of 35%-36%
- Target leverage ratio of 1.5X-2.5X (total debt to Adj. EBITDA³)
- Indicative dividend payout ratio of 30%-40% of Adj. EPS⁴

¹ Operating expenses, less depreciation and amortization and the lease exit charge. Please see page 32 for a reconciliation of Adjusted EBITDA Expenses as a non-GAAP measure.

² Assumes no draw on revolver and no adjustment to the applicable rate thereunder.

³ Net income before income from discontinued operations, net of income taxes, provision for income taxes, other expense (income), net depreciation and amortization and the lease exit charge. Please see page 31 for reconciliation of Adjusted EBITDA as a non-GAAP measure.

⁴ Per share net income before income from discontinued operations, net of income taxes, and the after-tax impact of the amortization of intangible assets, debt repayment and refinancing expenses and the lease exit charge. Please see page 30 for reconciliation of Adjusted EPS as a non-GAAP measure.



Key Takeaways

- Strong financial performance in 2014, while investing for future growth
- Enhanced investment program is now largely complete
- Continued focus on pay-back from the enhanced investment program & shareholder value creation in 2015 and beyond
- Margin expansion targeted to begin in 2H15, with expansion to continue thereafter
- Ongoing commitment to return capital to shareholders
- Increased transparency with segment reporting in second half of 2015
- Responsive to shareholder feedback

Supplemental Disclosures

Appendix

Index - Subscription

(US\$ in millions)

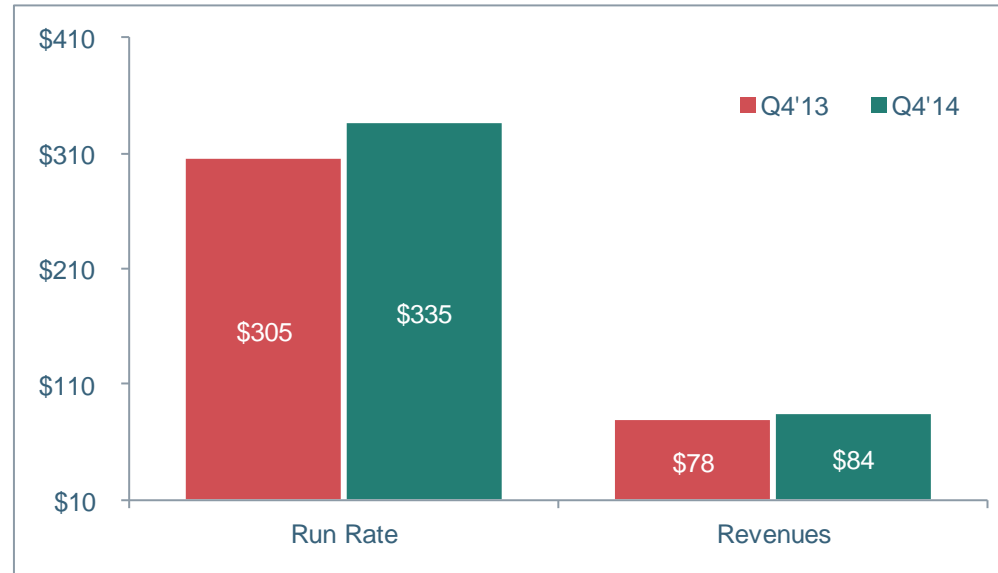
Fourth Quarter Highlights:

- **8%** increase in Subscription revenues to \$84 mil vs. Q4'13
- **10%** increase in Subscription Run Rate to \$335 mil vs. Q4'13 (negligible FX impact)

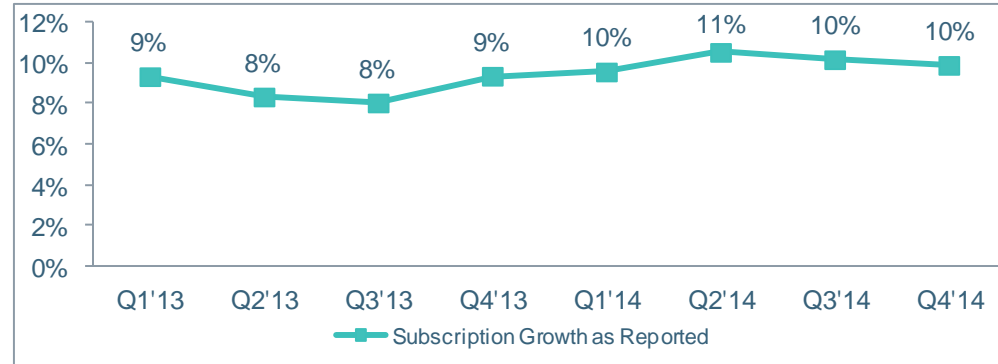
Enhanced Investment Program Direct / Indirect Benefits:

- **6%** increase in Total sales to \$52 mil for FY 2014
- **95%** Aggregate Retention Rate in Q4'14 and FY 2014
- **182** policy benchmark mandates won vs. **168** in 2013, up 8%
- **24** new index families launched in 2014, up 243% vs. 2013
- **20** expanded index families launched in 2014, up 67% vs. 2013

Subscription Run Rate and Revenues



Quarterly Subscription Run Rate Trends



Real Estate - Subscription

(US\$ in millions)

Fourth Quarter Highlights:

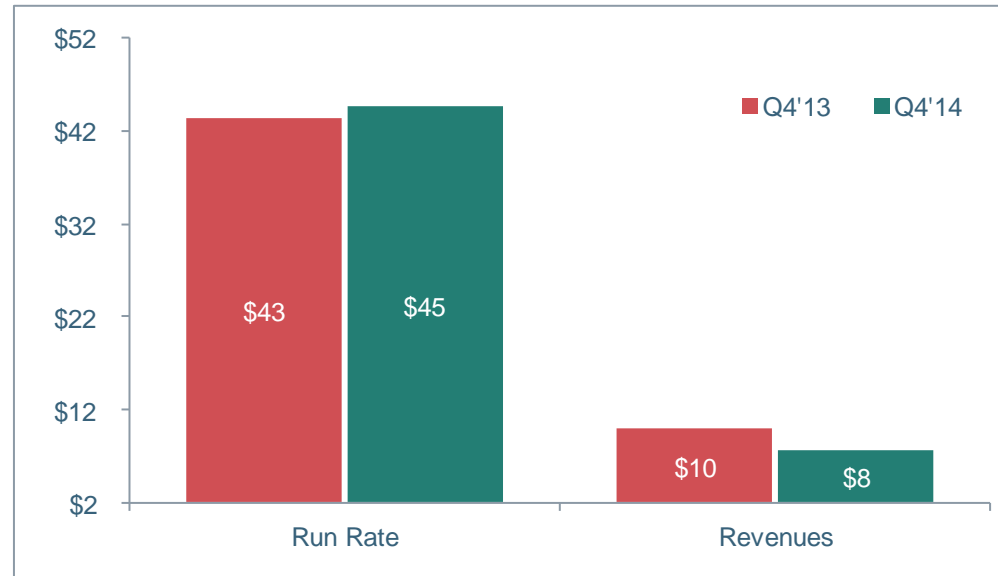
- **3%** growth in Subscription Run Rate to \$45 mil vs. Q4'13
 - Up **12%** excluding impact of FX changes
- Q4'14 revenues declined 24% to \$8 mil vs. Q4'13 reflecting timing of product deliveries and revenue recognition
 - FY 2014 revenues up **9%** to \$50 mil

Enhanced Investment Program

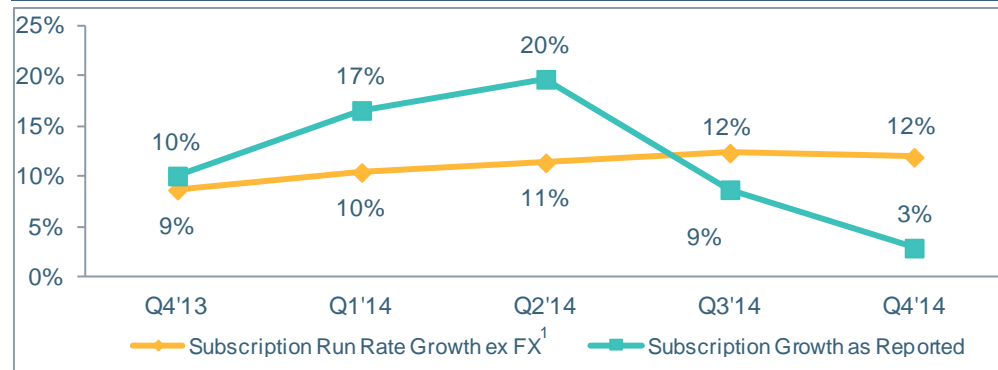
Direct / Indirect Benefits:

- **9%** increase in Total Sales to \$4 mil in Q4'14 vs. Q4'13
- **25%** increase to \$5 mil in Americas Real Estate Run Rate
- **81%** Aggregate Retention Rate in Q4'14 and **88%** FY 2014
- Platform consolidation complete

Subscription Run Rate and Revenues



Quarterly Subscription Run Rate Trends



¹ Subscription Run Rate Growth ex FX is the Run Rate growth, excluding changes in foreign currency and the first year impact of any acquisitions. Please see page 33 for additional information. Additionally, as the Real Estate business was acquired in 4Q 2012, historical quarterly Run Rate growth prior to the acquisition date is not available.



ESG - Subscription

(US\$ in millions)

Fourth Quarter Highlights:

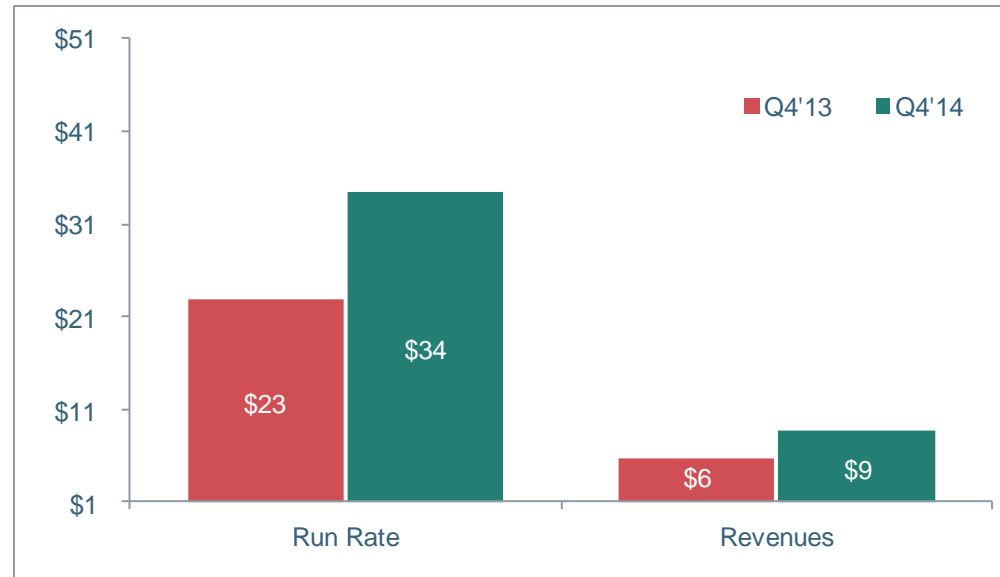
- **50%** growth in Subscription revenues to \$9 mil vs. Q4'13
- **16%** organic Subscription revenue growth (ex. GMI revenues of \$1.9 mil)
- **51%** increase in Subscription Run Rate to \$34 mil vs. Q4'13
- Subscription Run Rate growth of **22%** excluding impact of FX changes and GMI acquisition

Enhanced Investment Program

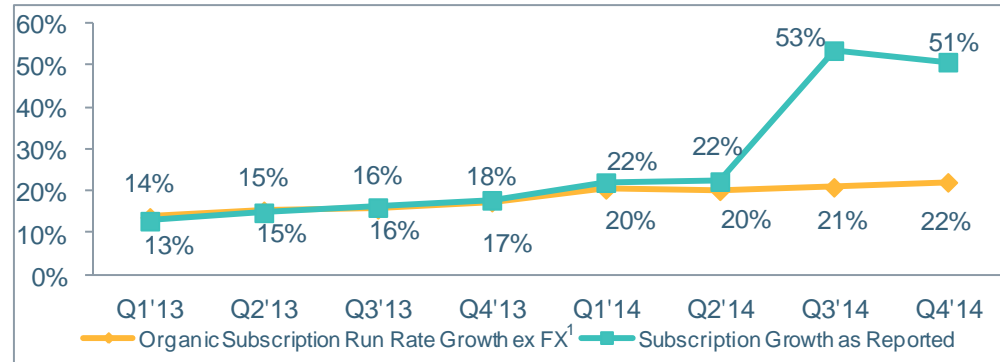
Direct / Indirect Benefits:

- **42%** increase in Total sales to \$2 mil in Q4'14 vs. Q4'13
- **88%** Aggregate Retention Rate in Q4'14 and **92%** FY 2014
- **500** companies added to IVA Ratings coverage, up **10%** vs. 2013
- **11** new research screens added, up **30%**

Subscription Run Rate and Revenues



Quarterly Subscription Run Rate Trends



Operating Revenue and Run Rate Detail

(US\$ in millions)

| | Q1'13 | Q2'13 | Q3'13 | Q4'13 | FY'13 | Q1'14 | Q2'14 | Q3'14 | Q4'14 | FY'14 |
|---------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Operating Revenue | | | | | | | | | | |
| Index Subscription | \$71.9 | \$73.0 | \$76.0 | \$78.0 | \$298.9 | \$78.2 | \$81.4 | \$83.2 | \$84.0 | \$326.8 |
| ESG Subscription | \$5.1 | \$5.2 | \$5.3 | \$5.7 | \$21.3 | \$5.9 | \$6.2 | \$7.5 | \$8.6 | \$28.3 |
| Real Estate | \$8.0 | \$17.0 | \$11.5 | \$10.0 | \$46.4 | \$13.2 | \$18.6 | \$11.0 | \$7.6 | \$50.4 |
| Index | \$84.9 | \$95.2 | \$92.8 | \$93.8 | \$366.7 | \$97.3 | \$106.2 | \$101.8 | \$100.2 | \$405.5 |
| Risk Management Analytics | \$70.4 | \$70.2 | \$72.8 | \$78.4 | \$291.7 | \$75.6 | \$77.7 | \$77.0 | \$79.5 | \$309.7 |
| Portfolio Management Analytics | \$27.6 | \$26.1 | \$26.2 | \$25.5 | \$105.5 | \$25.9 | \$26.3 | \$26.3 | \$26.0 | \$104.4 |
| Subscription Revenue | \$183.0 | \$191.4 | \$191.8 | \$197.7 | \$763.9 | \$198.8 | \$210.1 | \$205.0 | \$205.7 | \$819.6 |
| Asset-Based Fees | \$36.5 | \$37.0 | \$36.8 | \$39.2 | \$149.5 | \$40.9 | \$44.1 | \$46.7 | \$45.5 | \$177.1 |
| Total | \$219.5 | \$228.4 | \$228.6 | \$236.9 | \$913.4 | \$239.7 | \$254.2 | \$251.7 | \$251.1 | \$996.7 |

| | Q1'13 | Q2'13 | Q3'13 | Q4'13 | FY'13 | Q1'14 | Q2'14 | Q3'14 | Q4'14 | FY'14 |
|---------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|
| Run Rate | | | | | | | | | | |
| Index Subscription | \$285.2 | \$289.9 | \$296.0 | \$305.1 | \$305.1 | \$312.5 | \$320.4 | \$326.0 | \$335.3 | \$335.3 |
| ESG Subscription | \$19.9 | \$20.6 | \$21.8 | \$22.9 | \$22.9 | \$24.3 | \$25.2 | \$33.5 | \$34.5 | \$34.5 |
| Real Estate | \$39.1 | \$40.3 | \$42.2 | \$43.5 | \$43.5 | \$45.6 | \$48.2 | \$45.9 | \$44.7 | \$44.7 |
| Index | \$344.3 | \$350.8 | \$360.0 | \$371.5 | \$371.5 | \$382.4 | \$393.8 | \$405.4 | \$414.5 | \$414.5 |
| Risk Management Analytics | \$287.6 | \$293.8 | \$300.9 | \$302.0 | \$302.0 | \$307.5 | \$309.6 | \$311.0 | \$310.3 | \$310.3 |
| Portfolio Management Analytics | \$106.1 | \$104.5 | \$104.9 | \$103.1 | \$103.1 | \$103.5 | \$106.5 | \$107.0 | \$107.3 | \$107.3 |
| Subscription Revenue | \$737.9 | \$749.2 | \$765.9 | \$776.6 | \$776.6 | \$793.4 | \$810.0 | \$823.4 | \$832.2 | \$832.2 |
| Asset-Based Fees | \$134.2 | \$131.7 | \$147.0 | \$158.3 | \$158.3 | \$161.9 | \$176.6 | \$177.8 | \$174.6 | \$174.6 |
| Total | \$872.1 | \$880.9 | \$912.9 | \$934.9 | \$934.9 | \$955.3 | \$986.5 | \$1,001.2 | \$1,006.7 | \$1,006.7 |

Note: Above numbers may not total due to rounding

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Reconciliation to Adjusted Net Income and Adjusted EPS

| In thousands, except per share data | Three Months Ended | | | Year Ended | |
|--|--------------------|------------------|-------------------|-------------------|-------------------|
| | Dec. 31, 2014 | Dec. 31, 2013 | Sept. 30, 2014 | Dec. 31, 2014 | Dec. 31, 2013 |
| Net Income | \$ 44,340 | \$ 47,257 | \$ 51,714 | \$ 284,113 | \$ 222,557 |
| Less: Income from discontinued operations, net of income taxes | \$ (1,071) | \$ (6,382) | \$ 10 | \$ (85,171) | \$ (22,647) |
| Income from continuing operations | \$ 43,269 | \$ 40,875 | \$ 51,724 | \$ 198,942 | \$ 199,910 |
| Plus: Amortization of intangible assets | 11,591 | 11,217 | 11,574 | 45,877 | 44,798 |
| Plus: Debt repayment and refinancing expenses | 7,944 | 1,405 | - | 7,944 | 1,405 |
| Plus: Lease exit charge | - | - | - | - | (365) |
| Less: Income tax effect | (7,273) | (5,732) | (4,090) | (19,096) | (16,547) |
| Adjusted Net Income | \$ 55,531 | \$ 47,765 | \$ 59,208 | \$ 233,667 | \$ 229,201 |
| Diluted EPS | \$ 0.39 | \$ 0.39 | \$ 0.44 | \$ 2.43 | \$ 1.83 |
| Less: Earnings per diluted common share from discontinued operations | (0.01) | (0.05) | - | (0.73) | (0.19) |
| Earnings per diluted common share from continuing operations | 0.38 | 0.34 | 0.44 | 1.70 | 1.64 |
| Plus: Amortization of intangible assets | 0.10 | 0.09 | 0.10 | 0.39 | 0.37 |
| Plus: Debt repayment and refinancing expenses | 0.07 | 0.01 | - | 0.07 | 0.01 |
| Plus: Lease exit charge | - | - | - | - | - |
| Less: Income tax effect | (0.06) | (0.04) | (0.04) | (0.16) | (0.13) |
| Adjusted EPS | \$ 0.49 | \$ 0.40 | \$ 0.50 | \$ 2.00 | \$ 1.89 |

Reconciliation to Adjusted EBITDA

| In thousands | Three Months Ended | | | Year Ended | |
|--|--------------------|-------------------|-------------------|-------------------|-------------------|
| | Dec. 31, 2014 | Dec. 31, 2013 | Sept. 30, 2014 | Dec. 31, 2014 | Dec. 31, 2013 |
| Net Income | \$ 44,340 | \$ 47,257 | \$ 51,714 | \$ 284,113 | \$ 222,557 |
| Less: Income from discontinued operations, net of income taxes | \$ (1,071) | \$ (6,382) | \$ 10 | \$ (85,171) | \$ (22,647) |
| Income from continuing operations | \$ 43,269 | \$ 40,875 | \$ 51,724 | \$ 198,942 | \$ 199,910 |
| Plus: Provision for income taxes | 27,459 | 36,119 | 28,272 | 109,396 | 112,918 |
| Plus: Other expense (income), net | 14,366 | 6,653 | 4,040 | 28,828 | 27,503 |
| Operating income | \$ 85,094 | \$ 83,647 | \$ 84,036 | \$ 337,166 | \$ 340,331 |
| Plus: Depreciation and amortization of property, equipment and leasehold improvements | 7,620 | 5,570 | 6,342 | 25,711 | 20,384 |
| Plus: Amortization of intangible assets | 11,591 | 11,217 | 11,574 | 45,877 | 44,798 |
| Plus: Lease exit charge | - | - | - | - | (365) |
| Adjusted EBITDA | \$ 104,305 | \$ 100,434 | \$ 101,952 | \$ 408,754 | \$ 405,148 |

Reconciliation to Adjusted EBITDA Expenses

| In thousands | Three Months Ended | | | Dec. 31, 2014 | Year Ended | | Full Year 2015 Outlook |
|---|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------------------------|
| | Dec. 31, 2014 | Dec. 31, 2013 | Sept. 30, 2014 | | Dec. 31, 2013 | Dec. 31, 2012 | |
| Total operating expenses | \$ 166,011 | \$ 153,217 | \$ 167,625 | \$ 659,514 | \$ 573,033 | \$ 508,755 | \$702,000 - \$724,000 |
| Less: Depreciation and amortization of property, equipment and leasehold improvements, and Amortization of intangible assets | 19,211 | 16,787 | 17,916 | 71,588 | 65,182 | 66,601 | 82,000 - 84,000 |
| Less: Lease exit charge | - | - | - | - | (365) | 3,463 | - |
| Less: Non-Recurring Compensation / Others | | | | | | 1,584 | |
| Adjusted EBITDA Expenses | \$ 146,800 | \$ 136,430 | \$ 149,709 | \$ 587,926 | \$ 508,216 | \$ 437,107 | \$620,000 - \$640,000 |

Use of Non-GAAP Financial Measures and Operating Metrics

- MSCI Inc. has presented supplemental non-GAAP financial measures as part of this earnings presentation. A reconciliation is provided in the Appendix to this earnings presentation that reconciles each non-GAAP financial measure presented herein with the most comparable GAAP measure. The presentation of non-GAAP financial measures by MSCI should not be considered as alternative measures for the most directly comparable GAAP financial measures. Non-GAAP financial measures are used by MSCI's 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 income from discontinued operations, net of income taxes, provision for income taxes, other expense (income), net, depreciation and amortization and the lease exit charge.
- Adjusted Net Income and Adjusted EPS are defined as net income and EPS, respectively, before income from discontinued operations, net of income taxes, and the after-tax impact of the provision for amortization of intangible assets and the lease exit charge.
- Adjusted EBITDA Expenses is defined as operating expenses, less depreciation and amortization and the lease exit charge.
- We believe that adjusting for depreciation and amortization may help investors compare our performance to that of other companies in our industry as we do not believe that other companies in our industry have as significant a portion of their operating expenses represented by these items. Additionally, we believe that adjusting for income from discontinued operations, net of income tax, provides investors with a meaningful trend of results for our continuing operations. Finally, we believe that adjusting for one time, unusual or and non-recurring expenses, such as debt repayment and refinancing expenses and the lease exit charge, is useful to management and investors because it allows for an evaluation of MSCI's underlying operating performance. We believe that the non-GAAP financial measures presented in this earnings presentation facilitate meaningful period-to-period comparisons and provide a baseline for the evaluation of future results.
- Adjusted EBITDA, Adjusted EBITDA Expenses, Adjusted Net Income and Adjusted EPS are not defined in the same manner by all companies and may not be comparable to other similarly-titled measures of other companies.
- The Run Rate at a particular point in time represents the forward-looking revenues for the next 12 months from then-current subscriptions and investment product licenses we provide to our clients under renewable contracts or agreements assuming all contracts or agreements that come up for renewal are renewed and assuming then-current currency exchange rates. For any license where fees are linked to an investment product's assets or trading volume, the Run Rate calculation reflects for ETF fees, the market value on the last trading day of the period, and for fees related to non-ETF funds and futures and options, the most recent periodic fee earned under such license or subscription. The Run Rate does not include fees associated with "one-time" and other non-recurring transactions. In addition, we remove from the Run Rate the fees associated with any subscription or investment product license agreement with respect to which we have received a notice of termination or non-renewal during the period and determined that such notice evidences the client's final decision to terminate or not renew the applicable subscription or agreement, even though such notice is not effective until a later date.
- Organic Subscription Run Rate Growth ex FX is defined as the period over period Run Rate growth, excluding the impact of changes in foreign currency. Changes in foreign currency are calculated by applying the end of period currency exchange rate from the comparable prior period to current period foreign currency denominated Run Rate. This metric also excludes the impact on the growth in subscription Run Rate of the acquisitions of IPD, InvestorForce and GMI for their respective first year of operations as part of MSCI.
- The Aggregate Retention Rates for a period are calculated by annualizing the cancellations for which we have received a notice of termination or for which we believe there is an intention to not renew during the 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 year to calculate a cancellation rate. This cancellation rate is then subtracted from 100% to derive the annualized Aggregate Retention Rate for the period. The Aggregate Retention Rate is computed on a product-by-product basis. Therefore, if a client reduces the number of products to which it subscribes or switches between our products, we treat it as a cancellation. In addition, we treat any reduction in fees resulting from renegotiated contracts as a cancellation in the calculation to the extent of the reduction. For the calculation of the Core Retention Rate, the same methodology is used except the cancellations in the period are reduced by the amount of product swaps.

