## **NEWS RELEASE**



April 25, 2012

## NASDAQ OMX REPORTS FIRST QUARTER 2012 RESULTS

- Q112 non-GAAP diluted EPS of \$0.61, on par with prior year; Q112 GAAP diluted EPS of \$0.48
- Q112 net exchange revenues of \$411 million
- Declares initial quarterly cash dividend of \$0.13 per share
- Implementing cost reduction plan with a goal of \$50 million in annualized cost savings by end of 2012, with \$25 million savings realized in 2012
- Announces discussions with LCH Clearnet Group regarding the acquisition of IDCG

**New York, N.Y.**—The NASDAQ OMX Group, Inc. ("NASDAQ OMX®"; NASDAQ: NDAQ) today reported results for the first quarter of 2012. First quarter net exchange revenues<sup>1</sup> were \$411 million compared to \$413 million in the first quarter of 2011. On a constant currency basis, first quarter 2012 net exchange revenues increased by \$3 million, or up 1% compared to the prior year quarter.

Operating expenses were \$240 million, compared to \$230 million in the first quarter of 2011. On a non-GAAP basis, excluding \$9 million of restructuring and other charges, and \$2 million of merger and strategic initiative expenses, operating expenses were \$229 million in the first quarter of 2012. Non-GAAP operating expenses were up \$8 million, or up \$10 million on a constant currency basis, compared to the prior year quarter primarily due to higher professional and contract services expense, higher occupancy expense as well as slightly higher marketing and advertising expense.

First quarter non-GAAP diluted earnings per share was \$0.61, on par with the prior year results. Non-GAAP earnings per share exclude \$9 million of restructuring and other charges, \$2 million of merger and strategic initiatives expense, and a \$12 million impairment charge on the write down of our equity investment in EMCF. Net income attributable to NASDAQ OMX for the first quarter of 2012 was \$85 million, or \$0.48 per diluted share, compared with \$104 million, or \$0.57 per diluted share, in the prior year quarter.

**Bob Greifeld, NASDAQ OMX's CEO, commented:** "In the first quarter, we achieved non-GAAP EPS of \$0.61, at the same level as of the prior year, and our fourth best quarterly result ever. While we experienced a decline in our volume driven U.S. cash equity trading and U.S. derivative trading and clearing businesses compared to the prior year quarter, these declines were almost completely offset by growth in our other businesses. This continues to highlight the importance and success of our ongoing efforts to diversify our business model. Against this backdrop, we continue to focus on the things that we can control. We have introduced a cost reduction plan and anticipate an annualized run rate of \$50 million in cost savings by the end of 2012, with \$25 million in cost savings realized in 2012. We initiated these efforts as part of our ongoing commitment to cost leadership. The cost reduction plan ensures that we will have the correct business infrastructure in place should the current weak business trends continue, and it positions us well for when our business returns to growth."

<sup>&</sup>lt;sup>1</sup> Represents revenues less transaction rebates, brokerage, clearance and exchange fees.

Lee Shavel, NASDAQ OMX's EVP and Chief Financial Officer, said: "We are pleased to be taking the next step in our capital return strategy, initiating a cash dividend to complement our ongoing share repurchase program as a means of returning capital to our shareholders. This decision was based on rigorous financial analysis, and underscores the stability of our operations, the strength of our cash flows and our confidence in the company's attractive business model. We continue to focus on having a balanced capital deployment effort, and in the past quarter we reduced debt by \$110 million, further deleveraging our balance sheet and enhancing our financial flexibility for the future. NASDAQ OMX also returned another \$50 million to shareholders through our ongoing share repurchase program during the quarter."

NASDAQ OMX announces it has signed a non-binding agreement with LCH.Clearnet Group Limited regarding LCH.Clearnet Group's proposed acquisition of International Derivatives Clearing Group, LLC ("IDCG"). If the transaction proceeds, LCH.Clearnet Group would become the sole owner of IDCG and NASDAQ OMX would become a shareholder of LCH.Clearnet Group.

In anticipation of new regulations proposed by the European Market Infrastructure Regulation, NASDAQ OMX Nordic Clearing implemented a member default fund structure. Under this new regulatory structure, clearing members are required to contribute to the total regulatory capital. As of March 31, 2012, total member contributions equaled \$163 million of which \$145 million were cash contributions. As a result, NASDAQ OMX released \$83 million in clearing capital, with an additional estimated \$30 million to be released in the second quarter.

At March 31, 2012, the company had cash and cash equivalents of \$525 million and total debt of \$2,007 million, resulting in net debt of \$1,482 million. This compares to net debt of \$1,611 million at December 31, 2011. During the first quarter, we repurchased 1.9 million shares of our outstanding common stock under our share repurchase program, for a total of \$50 million. Since January 2009, we have repurchased approximately \$950 million of our outstanding common stock, representing 43.7 million shares at an average price of \$21.66.

### **BUSINESS HIGHLIGHTS**

**Cash Equities (13% of total net exchange revenues)** – Total net cash equity trading revenues were \$53 million in the first quarter of 2012, down \$9 million compared to the first quarter of 2011. The decline was primarily driven by lower industry trading volumes in the U.S. (6.83 billion average daily share volume in Q112 vs. 7.94 billion in Q111). During the quarter, NASDAQ OMX maintained its leadership share of total U.S. matched volume. U.S. cash equity trading revenue capture was lower, driven by our discounted Investor Support Program, a volume incentive program which accounted for an increased proportion of our volume.

**Derivatives (18% of total net exchange revenues)** – Total net derivative trading and clearing revenues were \$74 million in the first quarter of 2012, down \$6 million compared to the first quarter of 2011. The year-over-year decline was the result of lower industry trading volumes, and a slightly lower market share in the U.S. derivative market.

**Access and Broker Services (15% of total net exchange revenues) –** Revenues of \$62 million were up \$5 million compared to the first quarter of 2011. The increase was primarily driven by increased demand for Access Services.

**Market Data (21% of total net exchange revenues)** – Total Market Data revenues of \$87 million reflect a \$6 million increase compared to the year ago quarter. The increase in Market Data revenues was primarily the result of increased U.S. tape plan revenues and increased sales of U.S. proprietary market data products.

**Issuer Services (22% of total net exchange revenues)** – Revenues were \$90 million in the quarter, up \$1 million compared to the first quarter of 2011, as increased Corporate Solutions and Global Index Group revenues more than offset lower listing fee revenues. Corporate Solutions revenues were impacted by a reclassification which nets \$2.5 million of offsetting revenues and costs. The reclassification also impacts prior year periods.

**Market Technology (11% of total net exchange revenues) –** Revenues of \$45 million increased \$2 million, or 5%, compared to the first quarter of 2011.

**COST GUIDANCE** – For the full year of 2012 total core operating expenses are expected to be in the range of \$880 million to \$900 million, plus an additional \$40 million to \$50 million in incremental new initiative spending, resulting in total operating expenses in the range of \$920 million to \$950 million. This revised guidance reflects the partial realization in 2012 of our cost reduction plan, and the estimated \$10 million reduction in expenses resulting from the Corporate Solutions expense reclassification. Our revised 2012 cost guidance reflects \$25 million in cost savings resulting from our cost reduction plan. This cost guidance excludes an anticipated restructuring charge, currently estimated at \$30 million, related to the cost reduction plan.

#### About NASDAQ OMX Group

The inventor of the electronic exchange, The NASDAQ OMX Group, Inc., fuels economies and provides transformative technologies for the entire lifecycle of a trade - from risk management to trade to surveillance to clearing. In the US and Europe, we own and operate 24 markets, 3 clearinghouses and 5 central securities depositories supporting equities, options, fixed income, derivatives, commodities, futures and structured products. Able to process more than 1 million messages per second at sub-40 microsecond speeds with 99.999% uptime, our technology drives more than 70 marketplaces in 50 developed and emerging countries into the future, powering 1 in 10 of the world's securities transactions. Our award-winning data products and worldwide indexes are the benchmarks in the financial industry. Home to approximately 3,400 listed companies worth \$5.1 trillion in market cap whose innovations shape our world, we give the ideas of tomorrow access to capital today. Welcome to where the world takes a big leap forward, daily. Welcome to the NASDAQ OMX Century. To learn more, visit <u>www.nasdaqomx.com</u>. Follow us on Facebook (<u>http://www.facebook.com/NASDAQ</u>) and Twitter (<u>http://www.twitter.com/nasdaqomx</u>). (Symbol: NDAQ and member of S&P 500)

### **Non-GAAP Information**

In addition to disclosing results determined in accordance with GAAP, NASDAQ OMX also discloses certain non-GAAP results of operations, including, but not limited to, net income attributable to NASDAQ OMX, diluted earnings per share, operating income, and operating expenses, that make certain adjustments or exclude certain charges and gains that are described in the reconciliation table of GAAP to non-GAAP information provided at the end of this release. Management believes that this non-GAAP information provides investors with additional information to assess NASDAQ OMX's operating performance by making certain adjustments or excluding costs or gains and assists investors in comparing our operating performance to prior periods. Management uses this non-GAAP information, along with GAAP information, in evaluating its historical operating performance.

The non-GAAP information is not prepared in accordance with GAAP and may not be comparable to non-GAAP information used by other companies. The non-GAAP information should not be viewed as a substitute for, or superior to, other data prepared in accordance with GAAP.

#### **Cautionary Note Regarding Forward-Looking Statements**

Information set forth in this communication contains forward-looking statements that involve a number of risks and uncertainties. NASDAQ OMX cautions readers that any forward-looking information is not a guarantee of future performance and that actual results could differ materially from those contained in the forward-looking information. Such forward-looking statements include, but are not limited to (i) projections about our future financial results, growth, trading volumes, tax benefits and achievement of synergy targets, (ii) statements about the implementation dates and benefits of certain strategic and capital return initiatives, (iii) statements about our integrations of our recent acquisitions and (iv) other statements that are not historical facts. Forward-looking statements involve a number of risks, uncertainties or other factors beyond NASDAQ OMX's control. These factors include, but are not limited to, NASDAQ OMX's ability to implement its strategic initiatives, economic, political and market conditions and fluctuations, government and industry regulation, interest rate risk, U.S. and global competition, and other factors detailed in NASDAQ OMX's filings with the U.S. Securities Exchange Commission, including its annual reports on Form 10-K and quarterly reports on Form 10-Q which are available on NASDAQ OMX's website at http://www.nasdagomx.com and the SEC's website at www.sec.gov. NASDAQ OMX undertakes no obligation to publicly update any forwardlooking statement, whether as a result of new information, future events or otherwise.

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(tables follow) (income statement) (revenue statement) (balance sheet) (GAAP reconciliation table) (key drivers)

#### The NASDAQ OMX Group, Inc. Consolidated Statements of Income (in millions, except per share amounts) (unaudited)

	Three Months Ended										
	March 31, 2012		•		•		December 31, 2011			rch 31, 2011	
Revenues:											
Market Services	\$	666	\$	698	\$	683					
Cost of revenues:											
Transaction rebates		(306)		(324)		(309)					
Brokerage, clearance and exchange fees		(84)		(93)		(93)					
Total cost of revenues		(390)		(417)		(402)					
Total Market Services revenues less transaction rebates,											
brokerage, clearance and exchange fees		276		281		281					
Issuer Services		90		91		89					
Market Technology		45		48		43					
Revenues less transaction rebates, brokerage,											
clearance and exchange fees		411		420		413					
Operating Expenses:											
Compensation and benefits		112		113		112					
Marketing and advertising		6		9		5					
Depreciation and amortization	26		28			27					
Professional and contract services	22		23			19					
Computer operations and data communications	17		15			17					
Occupancy	23		22			23					
Regulatory		9		9		9					
Merger and strategic initiatives		2		1		5					
Restructuring and other charges General, administrative and other		9 14		- 39		- 13					
Total operating expenses		240		259		230					
Operating income		171		161		183					
Interest income		2		3		2					
Interest expense		(24)		(26)		(32)					
Asset impairment charges		(12)		(18)	-						
Dividend and investment income		-		-	(1						
Income from unconsolidated investees, net		-		1		-					
Income before income taxes				121		152					
Income tax provision Net income		53 84		40 81		49 103					
Net loss attributable to noncontrolling interests		1		1		1					
Net income attributable to NASDAQ OMX	\$	85	\$	82	\$	104					
Basic and diluted earnings per share:	<b>.</b>	o 10	<i>.</i>	o 1/	<b>.</b>	0.50					
Basic earnings per share	\$	0.49	\$	0.46	\$	0.59					
Diluted earnings per share	\$	0.48	\$	0.45	\$	0.57					
Weighted-average common shares outstanding											
for earnings per share:											
Basic		173		175		176					
Diluted		178		180		181					

#### The NASDAQ OMX Group, Inc. Revenue Detail (in millions) (unaudited)

		Three Months Ende				d		
		ch 31, 012		mber 31, 011		ch 31, 011		
MARKET SERVICES								
Transaction Services								
Cash Equity Trading Revenues:								
U.S. cash equity trading	\$	340	\$	385	\$	365		
Cost of revenues:		(225)		(0 ( 1)		(0.10)		
Transaction rebates Brokerage, clearance and exchange fees		(235) (75)		(261) (87)		(242) (84)		
Total U.S. cash equity cost of revenues		(310)		(348)		(326)		
Net U.S. cash equity trading revenues		30		37		39		
European cash equity trading		23		22		23		
Total net cash equity trading revenues		53		59		62		
Derivative Trading and Clearing Revenues:								
U.S. derivative trading and clearing		122		110		124		
Cost of revenues:								
Transaction rebates		(71)		(63)		(67)		
Brokerage, clearance and exchange fees		<u>(9)</u>		(6)		(9)		
Total U.S. derivative trading and clearing cost of revenues Net U.S. derivative trading and clearing revenues		<u>(80</u> ) 42		<u>(69</u> ) 41		<u>(76</u> ) 48		
European derivative trading and clearing		42 32		4 I 32		48 32		
Total net derivative trading and clearing revenues		74		73		80		
Access Services Revenues		57		56		53		
Total Transaction Services revenues less transaction								
rebates, brokerage, clearance and exchange fees		184		188		195		
Market Data Revenues:								
Net U.S. tape plans		31		29		27		
U.S. market data products		34		37		32		
European market data products		22		21		22		
Total Market Data revenues		87		87		81		
Broker Services Revenues		5		5		4		
Other Market Services Revenues		-		1		1		
Total Market Services revenues less transaction rebates, brokerage, clearance and exchange fees		276		281		281		
repares, proterage, orearance and exchange rees		270		201				
ISSUER SERVICES								
Global Listing Services Revenues:								
Annual renewal		28		30		29		
Listing of additional shares Initial listing		10 6		10 5		10 6		
Total U.S. listing services		44		45		45		
European listing fees		12		43 13		13		
Corporate Solutions		20		20		18		
Total Global Listing Services revenues		76		78		76		
Global Index Group Revenues		14		13		13		
Total Issuer Services revenues		90		91		89		
MARKET TECHNOLOGY								
License, support and facility management		29		29		28		
Delivery project		7		6		6		
Change request, advisory and broker surveillance Total Market Technology revenues		9 <b>45</b>		<u>13</u> <b>48</b>		<u> </u>		
Total Market reciniology revenues		-+0		40		73		
Total revenues less transaction rebates, brokerage,	¢	111	¢	420	¢	110		
clearance and exchange fees	<u>\$</u>	411	\$	420	\$	413		

#### The NASDAQ OMX Group, Inc. Consolidated Balance Sheets (in millions)

	March 31, 2012	December 31, 2011
Assets	(unaudited)	
Current assets:		
Cash and cash equivalents	\$ 525	\$ 506
Restricted cash	38	34
Financial investments, at fair value	215	279
Receivables, net	327	308
Deferred tax assets	14	16
Default funds and margin deposits	158	17
Open clearing contracts:		
Derivative positions, at fair value	-	1,566
Resale agreements, at contract value	-	3,745
Other current assets	129	110
Total current assets	1,406	6,581
Non-current restricted cash	103	97
Property and equipment, net	195	193
Non-current deferred tax assets	326	392
Goodwill	5,210	5,061
Intangible assets, net	1,680	1,648
Other non-current assets	101	119
Total assets	\$ 9,021	\$ 14,091
Liabilities		
Current liabilities:		
Accounts payable and accrued expenses	\$ 147	\$ 164
Section 31 fees payable to SEC	¢	106
Accrued personnel costs	56	132
Deferred revenue	237	124
Other current liabilities	120	112
Deferred tax liabilities	27	27
Default funds and margin deposits	158	17
Open clearing contracts:		
Derivative positions, at fair value	-	1,566
Repurchase agreements, at contract value	-	3,745
Current portion of debt obligations	45	45
Total current liabilities	859	6,038
Debt obligations	1,962	2,072
Non-current deferred tax liabilities	684	670
Non-current deferred revenue	173	154
Other non-current liabilities	182	171
Total liabilities	3,860	9,105
Commitments and contingencies		
Equity		
NASDAQ OMX stockholders' equity:		
Common stock	2	2
Additional paid-in capital	3,798	3,793
Common stock in treasury, at cost	(906)	
Accumulated other comprehensive loss	(218)	
Retained earnings	2,476	
Total NASDAQ OMX stockholders' equity	5,152	4,976
Noncontrolling interests	9	10
Total equity	5,161	4,986
Total liabilities and equity	\$ 9,021	\$ 14,091

The NASDAQ OMX Group, Inc. Reconciliation of GAAP Net Income, Diluted Earnings Per Share, Operating Income and Operating Expenses to Non-GAAP Net Income, Diluted Earnings Per Share, Operating Income and Operating Expenses (in millions, except per share amounts) (unaudited)

	Three Months Ended					
		March 31, 2012		December 31, 2011		rch 31, 2011
GAAP net income attributable to NASDAQ OMX:	\$	85	\$	82	\$	104
Non-GAAP adjustments:						
Merger and strategic initiatives Extinguishment of debt Asset impairment charges Restructuring and other charges Other		2 - 12 9 -		1 25 18 - -		5 - - - 4
Total non-GAAP adjustments		23		44		9
Adjustment to the income tax provision to reflect non-GAAP adjustments <sup>(1)</sup> Significant tax adjustments, net		(3) 3	. <u> </u>	(13)		(3)
Total non-GAAP adjustments, net of tax		23		31		6
Non-GAAP net income attributable to NASDAQ OMX:	\$	108	\$	113	\$	110
GAAP diluted earnings per common share: Total adjustments from non-GAAP net income above	\$	0.48 0.13	\$	0.45 0.18	\$	0.57 0.04
Non-GAAP diluted earnings per common share:	\$	0.61	\$	0.63	\$	0.61

		Three Months Ended						
	March 31, 2012		December 31, 2011			rch 31, 2011		
GAAP operating income:	\$	171	\$	161	\$	183		
Non-GAAP adjustments:								
Merger and strategic initiatives Extinguishment of debt Restructuring and other charges Other		2 - 9 -		1 25 - -		5 - - 4		
Total non-GAAP adjustments		11		26		9		
Non-GAAP operating income:	\$	182	\$	187	\$	192		

Total revenues less transaction rebates, brokerage, clearance and exchange fees	\$ 411	\$ 420	\$ 413
Non-GAAP operating margin <sup>(2)</sup>	44%	45%	46%

(1) We determine the tax effect of each item based on the tax rules in the respective jurisdiction where the transaction occurred.

(2) Non-GAAP operating margin equals non-GAAP operating income divided by total revenues less transaction rebates, brokerage, clearance and exchange fees.

#### The NASDAQ OMX Group, Inc. Reconciliation of GAAP Net Income, Diluted Earnings Per Share, Operating Income and Operating Expenses to Non-GAAP Net Income, Diluted Earnings Per Share, Operating Income and Operating Expenses (in millions) (unaudited)

	 Three Months Ended						
	March 31, 2012		December 31, 2011		ch 31, 011		
GAAP operating expenses:	\$ 240	\$	259	\$	230		
Non-GAAP adjustments:							
Merger and strategic initiatives Extinguishment of debt Restructuring and other charges Other	 (2) - (9)		(1) (25) -		(5) - (4)		
Total non-GAAP adjustments	 (11)		(26)		(9)		
Non-GAAP operating expenses	\$ 229	\$	233	\$	221		

# The NASDAQ OMX Group, Inc. Quarterly Key Drivers Detail (unaudited)

	Three Months Ended				
-	March 31, 2012	December 31, 2011	March 31, 2011		
Market Services					
Cash Equity Trading <u>NASDAQ securities</u>					
Average daily share volume (in billions)	1.80	1.85	2.05		
Matched market share executed on NASDAQ Matched market share executed on NASDAQ OMX BX	26.3% 2.6%	27.2% 2.5%	26.8% 1.4%		
Matched market share executed on NASDAQ OMX BX	1.3%	1.1%	0.9%		
Market share reported to the FINRA/NASDAQ					
Trade Reporting Facility Total market share (1)	33.2% 63.4%	30.2% 61.0%	32.7% 61.8%		
New York Stock Exchange, or NYSE, securities	03.470	01.070	01.070		
Average daily share volume (in billions)	3.91	4.14	4.54		
Matched market share executed on NASDAQ	13.4%	13.3%	11.8%		
Matched market share executed on NASDAQ OMX BX Matched market share executed on NASDAQ OMX PSX	2.5% 0.7%	2.5% 0.6%	2.0% 0.8%		
Market share reported to the FINRA/NASDAQ	0.778	0.076	0.078		
Trade Reporting Facility	31.5%	27.5%	29.9%		
Total market share (1)	48.2%	44.0%	44.5%		
NYSE Amex and regional securities Average daily share volume (in billions)	1.12	1.45	1.35		
Matched market share executed on NASDAQ	19.0%	19.2%	16.8%		
Matched market share executed on NASDAQ OMX BX	2.3%	1.9%	1.7%		
Matched market share executed on NASDAQ OMX PSX Market share reported to the FINRA/NASDAQ	1.9%	1.9%	1.3%		
Trade Reporting Facility	29.4%	27.2%	27.1%		
Total market share (1)	52.6%	50.2%	46.9%		
Total U.Slisted securities					
Average daily share volume (in billions)	6.83 90.1	7.45 100.0	7.94 94.8		
Matched share volume (in billions) Matched market share executed on NASDAQ	17.7%	17.9%	94.8 16.5%		
Matched market share executed on NASDAQ OMX BX	2.5%	2.4%	1.8%		
Matched market share executed on NASDAQ OMX PSX	1.1%	1.0%	0.9%		
NASDAQ OMX Nordic and NASDAQ OMX Baltic Securities					
Average daily number of equity trades Average daily value of shares traded (in billions)	372,081 \$ 3.2	394,290 \$ 3.0	338,534 \$ 4.1		
Derivative Trading and Clearing	¥ 0.2	\$ 0.0	Ψ 1.1		
U.S. Equity Options					
Total industry average daily volume (in millions)	15.9	15.5	17.3		
NASDAQ OMX PHLX matched market share The NASDAQ Options Market matched market share	22.2% 5.2%	22.7% 4.5%	23.5% 5.2%		
	5.270	4.576	5.276		
NASDAQ OMX Nordic and NASDAQ OMX Baltic Average daily volume:					
Options, futures and fixed-income contracts	470,216	455,341	455,845		
Finnish option contracts traded on Eurex	71,411	46,557	177,836		
NASDAQ OMX Commodities					
Clearing Turnover:	F.2.1	404	455		
Power contracts (TWh) <sup>(2)</sup> Carbon contracts (1000 tCO2) <sup>(2)</sup>	521 30,912	494 29,908	455 4,036		
Issuer Services		,	.,		
Initial public offerings					
NASDAQ	21	15	22		
Exchanges that comprise NASDAQ OMX Nordic and NASDAQ OMX Baltic	1	1	1		
New listings			24		
NASDAQ <sup>(3)</sup> Exchanges that comprise NASDAQ OMX Nordic and NASDAQ OMX Baltic <sup>(4)</sup>	43 3	44 12	34 4		
Number of listed companies	5	12			
NASDAQ <sup>(5)</sup>	2.665	2.680	2.760		
Exchanges that comprise NASDAQ OMX Nordic and NASDAQ OMX Baltic $^{\scriptscriptstyle (6)}$	769	776	773		
Market Technology					
Order intake (in millions) <sup>(7)</sup>	\$ 55	\$ 36	\$ 6		
Total order value (in millions) <sup>(8)</sup>	\$ 496	\$ 458	\$ 471		

(a) New instings include include and represent companies instead on the exchanges that companies instead on A Nobac OWA banc and NASDAQ OWA banc and NASD

(7) Total contract value of orders signed during the period.(8) Represents total contract value of orders signed that are yet to be recognized as revenue.