# 4Q15 EARNINGS PRESENTATION 

January 28, 2016

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## 4Q15 NON-GAAP SUMMARY ${ }^{(1)}$

| (US\$\$ millions, except per share) | 4Q15 | 4Q14 | \% $\triangle$ | $\begin{gathered} \% \Delta \mathrm{ex} \\ \mathrm{FX}\left({ }^{(4)}\right. \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Revenue from non-trading segments ${ }^{(2)}$ | \$341 | \$316 | 8\% | 11\% |
| Market Services Net Revenue ${ }^{(3)}$ | \$195 | \$201 | (3\%) | 1\% |
| Net Revenue ${ }^{(3)}$ | \$536 | \$517 | 4\% | 7\% |
| Operating Expenses | \$285 | \$280 | 2\% | 6\% |
| Operating Income | \$251 | \$237 | 6\% | 9\% |
| Diluted EPS | \$0.89 | \$0.81 | 10\% | 14\% |

[^0]- 4 Q15 net revenues were $\$ 536$ million, $+4 \%$ y-o-y. Excluding a $\$ 18$ million y-o-y negative impact of foreign currency, net revenues rose $7 \%$. ${ }^{(4)}$
- Excluding the impact of foreign currency:
- Revenue from non-trading segments increased 11\%, or \$35 million y-o-y, with increases in Listings Services, Information Services, and Technology Solutions.
- Revenue from Market Services increased $1 \%$, or $\$ 2$ million y-o-y, on higher Cash Equity revenues partially offset by lower Equity Derivatives and FICC revenues.
- Subscription and recurring revenue businesses (5) constituted $75 \%$ of total revenues in 4Q15, up from 73\% in 4Q14.
- 4 Q 15 diluted EPS of $\$ 0.89$, as compared to 4 Q 14 diluted EPS of $\$ 0.81$, reflected organic EPS growth of $+\$ 0.06,+\$ 0.02$ due to acquisitions, $+\$ 0.02$ due to lower diluted share count, and $+\$ 0.01$ due to lower effective tax rate, partially offset by (\$0.03) due to negative impact of foreign currency


## ORGANIC REVENUE GROWTH AND OUTLOOK

NASDAQ REVENUE GROWTH EXCLUDING ACQUISITIONS, CONSTANT CURRENCY


NASDAQ MEDIUM-TERM (3-5 YR) ORGANIC REVENUE GROWTH OUTLOOK

| U.S. GDP ${ }^{1}$ | S\&P 500 <br> Revenue <br> Consensus $^{2}$ | Information <br> Services | Technology <br> Solutions | Listing Services | Non-Trading Segments <br> (IS, TS, LS) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $2 \%-3 \%$ | $4 \%-5 \%$ | Mid Single <br> Digits | Mid Single <br> Digits | Low Single <br> Digits | Mid-Single Digits |

[^1]2. FactSet consensus est. 2015-2017 revenue growth, as of $1 / 15 / 2016$

## INFORMATION SERVICES

## IS 4Q15 <br> Net Revenue <br> Contribution



| Information Services Performance Summary |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4 Q15 | 4 Q14 | $\% \Delta$ | $\% \Delta$ <br> $E x . ~ F X$ |  |  |  |
| Net <br> Revenue | $\$ 127 \mathrm{M}$ | $\$ 113 \mathrm{M}$ | $12 \%$ | $15 \%$ | - |  |  |
| 8\% increase in Data Products revenue: Increased revenue <br> from both proprietary and consolidated tape plans, as well as <br> the inclusion of revenue associated with the DWA acquisition, <br> partially offset by the impact of foreign exchange. |  |  |  |  |  |  |  |
| Operating <br> Profit | $\$ 89 \mathrm{M}$ | $\$ 80 \mathrm{M}$ | $11 \%$ | $11 \%$ | 32\% growth in Index Licensing \& Services: Driven by the <br> inclusion of revenue associated with the DWA acquisition, year <br> over year growth in DWA, and higher non-QQQ licensing <br> revenue. |  |  |
| Operating <br> Margin | $70 \%$ | $71 \%$ |  |  |  |  |  |

Operating Margin ${ }^{(1)}$


INFORMATION SERVICES NET REVENUE


1. Information Services' operating margins reflect the allocation of certain joint costs that support the operation of various aspects of Nasdaq's business, including Market Services and Information Services, to business units other than Information Services.

## TECHNOLOGY SOLUTIONS

## TS 4Q15 <br> Net Revenue <br> Contribution



| Technology Solutions Performance Summary |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q15 | 4 Q14 | $\% \Delta$ | $\% \Delta$ <br> Ex. FX |  |  |
| Net <br> Revenue | \$146M | $\$ 142 \mathrm{M}$ | $3 \%$ | $6 \%$ | - |  |
| 11\% growth in Market Technology: Driven by growth <br> in SMARTS and TradeGuard surveillance products and <br> an increase in change requests, partially offset by <br> adverse FX. |  |  |  |  |  |  |
| Operating <br> Profit | \$31M | \$23M | $35 \%$ | $35 \%$ | - <br> 4\% decline in Corporate Solutions: Due primarily to <br> the impact of foreign exchange, and to a lesser extent, <br> revenue declines in IR and multimedia products, <br> partially offset by growth in governance products. |  |
| Operating <br> Margin | $21 \%$ | $16 \%$ |  |  |  |  |

Operating Margin


TECHNOLOGY SOLUTIONS NET REVENUE


## LISTING SERVICES

## LS 4Q15 <br> Net Revenue <br> Contribution



Listing Services Performance Summary

|  | 4Q15 | 4Q14 | \% $\Delta$ | $\begin{gathered} \% \Delta \\ E x . F X \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenue | \$68M | \$61M | 11\% | 15\% | - $11 \%$ increase in Listing revenue: Due to both pricing changes and higher issuer base, partially offset by foreign exchange impact. <br> - 32 NASDAQ U.S. IPO wins in 4Q15. <br> - U.S. IPO win rate was $78 \%$ for $4 Q 15$ and $73 \%$ in FY2015, vs. 61\% for FY2014. <br> - European new listings totaled 26 in 4Q15. |
| Operating Profit | \$28M | \$23M | 22\% | 30\% |  |
| Operating Margin | 41\% | 38\% |  |  |  |

LISTING SERVICES NET REVENUE


## MARKET SERVICES

MS 4Q15
Net Revenue
Contribution


| Market Services Performance Summary |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q15 | 4Q14 | \% $\Delta$ | $\begin{gathered} \% \Delta \\ E x . F X \end{gathered}$ |  |
| Net <br> Revenue | \$195M | \$201M | (3\%) | 1\% | - 9\% decline in Equity Derivative Trading and Clearing: The decrease resulted from lower industry trading volumes, lower U.S. market share, and foreign exchange impact. <br> - $12 \%$ increase in Cash Equity Trading: The increase resulted from higher average capture in the U.S., partially offset by lower market share and net foreign exchange impact. <br> - 31\% decrease in FICC Trading and Clearing: FICC revenue declined due to volume declines in U.S. fixed income products, scheduled termination of an eSpeed technology licensing customer, lower commodities revenue, and negative foreign exchange impact. <br> - $2 \%$ increase in Access \& Broker Services: Access services saw organic growth partially offset by foreign exchange impact. |
| Operating Profit | \$103M | \$111M | (7\%) | (3\%) |  |
| Operating <br> Margin | 53\% | 55\% |  |  |  |



## NON-GAAP OPERATING EXPENSES

(US\$ millions)

| Total Non-GAAP operating expenses | 4 Q15 | 3 Q15 | 4Q14 |
| :--- | ---: | ---: | ---: |
| Compensation and benefits | 149 | 150 | 149 |
| Marketing and advertising | 9 | 6 | 8 |
| Depreciation and amortization | 20 | 19 | 17 |
| Professional and contract services | 39 | 33 | 40 |
| Computer operations and data <br> communications | 26 | 23 | 24 |
| Occupancy | 22 | 22 | 23 |
| Regulatory | 6 | 7 | 6 |
| General, admin. \& other | 14 | 16 | 13 |
| Total non-GAAP operating expenses | $\mathbf{\$ 2 8 5}$ | $\$ 276$ | $\$ 280$ |
| $\mathbf{4 Q 1 5}$ non-GAAP operating exp. | $\mathbf{\$ 2 8 5}$ |  |  |
| @ 3Q15 currency rates |  |  |  |



## 2016 NON-GAAP EXPENSE GUIDANCE ${ }^{(1)}$

| (US\$ millions) | 2016 Guidance $^{(1)}$ |
| :---: | :---: |
| Core Non-GAAP Operating Expenses | \$1,075-\$1,115 |
| Research \& Development | $\$ 35-\$ 45$ |
| Total Non-GAAP Operating Expenses | $\mathbf{\$ 1 , 1 1 0 - \$ 1 , 1 6 0}$ |

1. The guidance does not reflect the impact of any restructuring or integration charges, and excludes amortization of acquired intangibles.

## DEBT OBLIGATIONS

- 4 Q 15 total debt decreased by $\$ 71 \mathrm{M}$ vs. 3 Q15 primarily due to a $\$ 52 \mathrm{M}$ decrease in the revolving credit facility and a \$19M decrease in Euro bond book value (caused by stronger USD)
- Manageable debt maturities, with largest maturity in 2021
- Net interest expense for 4Q15 was $\$ 27 \mathrm{M}$, an increase of $\$ 1 \mathrm{M}$ as compared to $\$ 26 \mathrm{M}$ in 4Q14, primarily due to

| (\$ millions)2 | 12/31/15 | Maturity Date |
| :--- | ---: | :---: |
| Revolver (Libor +137.5 bps) | 258 | $11 / 25 / 19$ |
| 5.25\% Bond | 368 | $01 / 16 / 18$ |
| 5.55\% Bond | 597 | $01 / 15 / 20$ |
| 3.88\% Euro Bond | 646 | $06 / 07 / 21$ |
| 4.25\% Bond | 495 | $06 / 01 / 24$ |
| Total Debt Obligations | $\$ 2,364$ |  |
| Less Cash and Cash Equivalents | $(301)$ |  |
| Net Debt | $\$ 2,063$ |  | lower interest income on lower cash and investments balances



Net Debt to EBITDA ${ }^{1}=2.0 \mathrm{x}$
Total Debt to EBITDA ${ }^{1}=2.2 x$
LTM EBITDA ${ }^{1}=\$ 1,053$ million


2. The debt obligations have been reduced for debt issuance costs per early adoption of FASB guidance ASU 2015-03 by Nasdaq.

## HISTORICAL CASH FLOW / USES OF CASH FLOW

| Free Cash Flow Calculation (US\$ millions) | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2009-2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash flow from operations | \$582 | \$440 | \$669 | \$588 | \$574 | \$687 | \$685 | \$4,225 |
| Capital expenditure | (59) | (42) | (88) | (87) | (115) | (140) | (133) | (664) |
| Free cash flow | 523 | 398 | 581 | 501 | 459 | 547 | 552 | 3,561 |
| Section 31 fees (net) * | (62) | 46 | (22) | 13 | 8 | (28) | 16 | (29) |
| Free cash flow ex. Section 31 fees | 461 | 444 | 559 | 514 | 467 | 519 | 568 | 3,532 |
| Uses of cash flow |  |  |  |  |  |  |  |  |
| Share repurchases | - | 797 | 100 | 275 | 10 | 178 | 377 | 1,737 |
| Net repayment/(borrowing) of debt | 340 | (193) | 248 | 145 | (606) | 235 | (137) | 32 |
| Acquisitions (less dispositions) | (46) | 189 | 26 | 112 | 1,164 | - | 256 | 1,701 |
| Dividends | - | - | - | 65 | 87 | 98 | 149 | 399 |
| Total uses of cash flow | 294 | 793 | 374 | 597 | 655 | 511 | 645 | 3,869 |

* Net of change in Section 31 fees receivables of $\$ 26$ million in 2009; ( $\$ 9$ million) in 2010; $\$ 2$ million in 2011; $\$ 4$ million in 2012; ( $\$ 7$ million) in 2013; $\$ 14$ million in 2014 ; $(\$ 11$ million) in 2015 and \$19 million in 2009-2015


## APPENDIX

## SUMMARY NON-GAAP P\&L REVIEW

| (US\$ millions, except per share) | 4Q15 | 4Q14 | \$ chg. | \% chg. | $\%$ chg. <br> ex. FX |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenue | \$536 | \$517 | \$19 | 4\% | 7\% |
| Non-GAAP Operating Expenses | 285 | 280 | 5 | 2\% | 6\% |
| Non-GAAP Operating Income | 251 | 237 | 14 | 6\% | 9\% |
| Non-GAAP Operating Margin \% | 47\% | 46\% |  |  |  |
| Net Interest Expense | 27 | 26 | 1 | 4\% |  |
| Non-GAAP Net Income | 150 | 139 | 11 | 8\% | 10\% |
| Non-GAAP diluted EPS | \$0.89 | \$0.81 | \$0.08 | 10\% | 14\% |
| Diluted Shares | 168.9 | 172.5 | (3.6) | (2\%) |  |

## FOREIGN EXCHANGE NET IMPACTS

|  |  |  | Total Variance |  | Operational Impact |  | FX Impact (Prior Year Rates) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All figures in US\$ Millions | 4Q15 | 4Q14 | \$M | \% | \$M | \% | \$M | \% |
| Market Services | \$195 | \$201 | (\$6) | (3\%) | \$2 | 1\% | (\$8) | (4\%) |
| Listing Services | 68 | 61 | 7 | 11\% | 9 | 15\% | (2) | (3\%) |
| Information Services | 127 | 113 | 14 | 12\% | 17 | 15\% | (3) | (3\%) |
| Technology Solutions | 146 | 142 | 4 | 3\% | 9 | 6\% | (5) | (4\%) |
| Total Net Revenue | \$536 | \$517 | \$19 | 4\% | \$37 | 7\% | (\$18) | (3\%) |
| Non-GAAP Expenses | \$285 | \$280 | \$5 | 2\% | \$16 | 6\% | (\$11) | (4\%) |
| Non-GAAP Operating Income | \$251 | \$237 | \$14 | 6\% | \$21 | 9\% | (\$7) | (3\%) |
|  |  |  | Total Variance |  | Operational Impact |  | FX Impact (Prior Quarter Rates) |  |
|  | 4Q15 | 3Q15 | \$M | \% | \$M | \% | \$M | \% |
| Market Services | \$195 | \$200 | (\$5) | (3\%) | (\$5) | (3\%) | - | - |
| Listing Services | 68 | 66 | 2 | 3\% | 2 | 3\% | - | - |
| Information Services | 127 | 132 | (5) | (4\%) | (4) | (3\%) | (1) | (1\%) |
| Technology Solutions | 146 | 131 | 15 | 11\% | 15 | 11\% | - | - |
| Total Net Revenue | \$536 | \$529 | \$7 | 1\% | \$8 | 2\% | (1) | - |
| Non-GAAP Expenses | \$285 | \$276 | \$9 | 3\% | \$9 | 3\% | - | - |
| Non-GAAP Operating Income | \$251 | \$253 | (\$2) | (1\%) | (\$1) | - | (\$1) | - |

EQUITY DERIVATIVE TRADING AND CLEARING

\begin{abstract}
■ European options and futures


|  | FY14 |  |  |  |  |  |  |  | FY15 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q14 |  | 2 Q 14 |  | 3Q14 |  | 4Q14 |  | 1Q15 |  | 2Q15 |  | 3Q15 |  | 4Q15 |
| Revenues (US\$ in Millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. equity options |  | 45 |  | 39 |  | 39 |  | 41 |  | 35 |  | 34 |  | 41 |  | 38 |
| European options and futures |  | 11 |  | 11 |  | 11 |  | 12 |  | 11 |  | 10 |  | 10 |  | 10 |
| Equity Derivatives |  | 56 |  | 50 |  | 50 |  | 53 |  | 46 |  | 44 |  | 51 |  | 48 |
| Nasdaq Volumes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. equity options (millions of contracts) |  | 268 |  | 242 |  | 251 |  | 273 |  | 252 |  | 210 |  | 240 |  | 239 |
| European options and futures (millions of contracts) |  | 23.9 |  | 20.3 |  | 21.5 |  | 23.6 |  | 24.9 |  | 24.0 |  | 22.2 |  | 24.5 |
| Revenue Capture |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. equity options (RPC) | \$ | 0.16 | \$ | 0.16 | \$ | 0.16 | \$ | 0.15 | \$ | 0.14 | \$ | 0.16 | \$ | 0.17 | \$ | 0.16 |
| European options and futures (RPC) | \$ | 0.46 | \$ | 0.53 | \$ | 0.51 | \$ | 0.51 | \$ | 0.44 | \$ | 0.42 | \$ | 0.45 | \$ | 0.42 |
| SEK/US\$ average | \$ | 0.154 | \$ | 0.151 | \$ | 0.144 | \$ | 0.135 | \$ | 0.119 | \$ | 0.119 | \$ | 0.118 | \$ | 0.118 |
| Euro/US\$ average | \$ | 1.373 | \$ | 1.371 | \$ | 1.331 | \$ | 1.249 | \$ | 1.115 | \$ | 1.107 | \$ | 1.113 | \$ | 1.094 |

## CASH EQUITY TRADING



|  | FY14 |  |  |  |  |  |  |  | FY15 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q14 |  | 2 Q 14 |  | 3014 |  | 4Q14 |  | 1Q15 |  | 2 Q 15 |  | 3Q15 |  | 4Q15 |
| Revenues (US\$ in Millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. cash equities |  | 32 |  | 33 |  | 31 |  | 37 |  | 37 |  | 41 |  | 46 |  | 44 |
| European cash equities |  | 25 |  | 23 |  | 20 |  | 22 |  | 22 |  | 21 |  | 21 |  | 22 |
| Cash Equity Trading |  | 57 |  | 56 |  | 51 |  | 59 |  | 59 |  | 62 |  | 67 |  | 66 |
| Nasdaq Volumes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. cash equities (billions of shares) |  | 87.2 |  | 77.0 |  | 71.1 |  | 90.8 |  | 83.1 |  | 74.3 |  | 88.2 |  | 82.2 |
| European cash equities value shares traded (\$B) |  | 255 |  | 210 |  | 184 |  | 209 |  | 234 |  | 219 |  | 204 |  | 212 |
| Revenue Capture |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. cash equities revenue capture per 1000 shares | \$ | 0.38 | \$ | 0.43 | \$ | 0.43 | \$ | 0.40 | \$ | 0.44 | \$ | 0.55 | \$ | 0.52 | \$ | 0.53 |
| European cash equities revenue capture per $\$$ '000 traded | \$ | 0.10 | \$ | 0.11 | \$ | 0.11 | \$ | 0.11 | \$ | 0.10 | \$ | 0.10 | \$ | 0.10 | \$ | 0.10 |
| SEK/US\$ average | \$ | 0.154 | \$ | 0.151 | \$ | 0.144 | \$ | 0.135 | \$ | 0.119 | \$ | 0.119 | \$ | 0.118 | \$ | 0.118 |
| Euro/US\$ average | \$ | 1.373 | \$ | 1.371 | 5 | 1.331 | \$ | 1.249 | \$ | 1.115 | \$ | 1.107 | \$ | 1.113 | \$ | 1.094 |

## FICC TRADING AND CLEARING



|  | FY14 |  |  |  |  |  |  |  | FY15 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q14 |  | 2Q14 |  | 3Q14 |  | 4Q14 |  | 1Q15 |  | 2Q15 |  | 3Q15 |  | 4Q15 |
| Revenues (US\$ in Millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income products |  | 17 |  | 16 |  | 15 |  | 15 |  | 13 |  | 13 |  | 12 |  | 9 |
| Energy and carbon products |  | 15 |  | 12 |  | 12 |  | 11 |  | 8 |  | 9 |  | 9 |  | 9 |
| Other fees and revenues |  | 3 |  | 3 |  | 3 |  | 3 |  | 3 |  | 2 |  | 2 |  | 2 |
| Fixed Income, Currency and Commodities Trading and Clearing |  | 35 |  | 31 |  | 30 |  | 29 |  | 24 |  | 24 |  | 23 |  | 20 |
| Nasdaq Volumes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Fixed income trading volume (billions of \$ notional) |  | 9,946 |  | 9,582 |  | 9,439 |  | 8,627 |  | 8,365 |  | 8,281 |  | 7,397 |  | 5,191 |
| European Fixed income products (millions of contracts) |  | 7.3 |  | 6.2 |  | 5.1 |  | 6.1 |  | 6.7 |  | 6.3 |  | 7.7 |  | 6.6 |
| Energy trading and clearing (TWh) |  | 683 |  | 542 |  | 604 |  | 662 |  | 589 |  | 515 |  | 624 |  | 653 |
| Revenue Capture |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| European Fixed Income (RPC) ${ }^{(1)}$ | \$ | 0.70 | \$ | 0.73 | \$ | 0.79 | \$ | 0.65 | \$ | 0.51 | \$ | 0.53 | \$ | 0.54 | \$ | 0.51 |
| Energy trading and clearing (\$'000 per TWh) | \$ | 21.96 | \$ | 22.14 | \$ | 19.87 | \$ | 16.62 | \$ | 13.58 | \$ | 17.48 | \$ | 14.42 | \$ | 13.78 |
| SEK/US\$ average | \$ | 0.154 | \$ | 0.151 | \$ | 0.144 | \$ | 0.135 | \$ | 0.119 | \$ | 0.119 | \$ | 0.118 | \$ | 0.118 |
| Euro/US\$ average | \$ | 1.373 | \$ | 1.371 | \$ | 1.331 | \$ | 1.249 | \$ | 1.115 | \$ | 1.107 | \$ | 1.113 | \$ | 1.094 |

## INDEX LICENSING AND SERVICES



|  | FY14 |  |  |  | FY15 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q14 | 2 Q 14 | 3Q14 | 4Q14 | 1Q15 | 2 Q 15 | 3Q15 | 4Q15 |
| Period-End \# of Licensed ETPs | 151 | 152 | 156 | 166 | 187 | 197 | 210 | 222 |
|  |  |  |  |  |  |  |  |  |
| Period-End AUM in Licensed ETPS (\$B) | 94 | 96 | 96 | 99 | 105 | 108 | 103 | 114 |
|  |  |  |  |  |  |  |  |  |
| Index Licensing \& Servicing Revenues | 23 | 22 | 22 | 22 | 25 | 29 | 29 | 29 |

## MARKET TECHNOLOGY



|  | FY14 |  |  |  | FY15 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (US\$ in Millions) | 1Q14 | 2 Q14 | 3Q14 | 4Q14 | 1Q15 | 2 Q 15 | 3Q15 | 4Q15 |
| New Order Intake | 66 | 32 | 28 | 194 | 40 | 31 | 83 | 116 |
| Backlog | 675 | 658 | 637 | 716 | 728 | 707 | 738 | 788 |
| Revenue | 58 | 63 | 60 | 64 | 55 | 59 | 59 | 71 |

## NET INCOME AND DILUTED EARNINGS PER COMMON SHARE: RECONCILIATION OF GAAP TO NON-GAAP

| (US\$ millions, except EPS) | 4Q15 | 3Q15 | 4Q14 |
| :---: | :---: | :---: | :---: |
| GAAP net income attributable to Nasdaq: | \$148 | \$138 | \$87 |
| Loss reserve and insurance recovery ${ }^{(1)}$ | (26) | (5) | - |
| Amortization expense of acquired intangible assets ${ }^{(2)}$ | 15 | 15 | 16 |
| Restructuring charges ${ }^{(3)}$ | 12 | 8 | - |
| Merger and strategic initiatives (4) | 4 | 4 | 35 |
| Asset impairment charges (5) | - | - | 49 |
| Sublease loss reserve | - | - | 11 |
| Extinguishment of debt | - | - | 2 |
| Total Non-GAAP adjustments | 5 | 22 | 113 |
| Non-GAAP adjustment to the income tax provision ${ }^{(6)}$ | (3) | (9) | (61) |
| Total Non-GAAP Adjustments, net of tax | 2 | 13 | 52 |
| Non-GAAP net income attributable to Nasdaq: | \$150 | \$151 | \$139 |
| GAAP diluted earnings per share: | \$0.88 | \$0.80 | \$0.50 |
| Total adjustments from non-GAAP net income above | 0.01 | 0.08 | 0.31 |
| Non-GAAP diluted earnings per share | \$0.89 | \$0.88 | \$0.81 |

## OPERATING INCOME: <br> RECONCILIATION OF GAAP TO NON-GAAP

| (US\$ millions) | 4Q15 | 3Q15 | 4Q14 |
| :---: | :---: | :---: | :---: |
| GAAP operating income: | \$246 | \$231 | \$173 |
| Non-GAAP adjustments: |  |  |  |
| Loss reserve and insurance recovery ${ }^{(1)}$ | (26) | (5) | - |
| Amortization expense of acquired intangible assets ${ }^{(2)}$ | 15 | 15 | 16 |
| Restructuring charges ${ }^{(3)}$ | 12 | 8 | - |
| Merger and strategic initiatives (4) | 4 | 4 | 35 |
| Sublease loss reserve | - | - | 11 |
| Extinguishment of debt | - | - | 2 |
| Total non-GAAP adjustments | 5 | 22 | 64 |
| Non-GAAP operating income | \$251 | \$253 | \$237 |
| Total net revenues | \$536 | \$529 | \$517 |
| Non-GAAP operating margin ${ }^{(7)}$ | 47\% | 48\% | 46\% |

Please refer to slide 24 for detailed footnotes

## OPERATING EXPENSES: RECONCILIATION OF GAAP TO NON-GAAP

| (US\$ millions) | 4Q15 | 3Q15 | 4Q14 |
| :---: | :---: | :---: | :---: |
| GAAP operating expenses: | \$290 | \$298 | \$344 |
| Non-GAAP adjustments: |  |  |  |
| Loss reserve and insurance recovery ${ }^{(1)}$ | 26 | 5 | - |
| Amortization expense of acquired intangible assets (2) | (15) | (15) | (16) |
| Restructuring charges ${ }^{(3)}$ | (12) | (8) | - |
| Merger and strategic initiatives ${ }^{(4)}$ | (4) | (4) | (35) |
| Sublease loss reserve | - | - | (11) |
| Extinguishment of debt | - | - | (2) |
| Total non-GAAP adjustments | (5) | (22) | (64) |
| Non-GAAP operating expenses | \$285 | \$276 | \$280 |

Please refer to slide 24 for detailed footnotes

## FOOTNOTES: <br> RECONCILIATION OF GAAP TO NON-GAAP

(1) In March 2015, we established a loss reserve of $\$ 31$ million for litigation arising from the Facebook IPO in May 2012, which was recorded in general, administrative and other expense. The reserve was intended to cover the estimated amount of a settlement of class-action litigation initiated on behalf of investors in Facebook common stock on the date of its IPO. The reserve also covered the cost of re-opening Nasdaq's voluntary accommodation program to allow any Nasdaq member that did not file for compensation in 2013 to submit a claim during the second quarter of 2015, subject to the conditions and limitations that were applicable to claims filed in 2013. The re-opened accommodation program is now closed. The insurance recovery recognized during the three months ended December 31, 2015 and September 30, 2015 represents amounts reimbursed by applicable insurance coverage which offsets the loss reserve that was recorded in March 2015.
(2) Amortization expense related to intangible assets results primarily from business combinations. These non-cash expenses are fixed and amortized over the estimated useful life of the intangible asset acquired. These expenses generally cannot be changed or influenced by management after the acquisition. Management does not consider these expenses for the purpose of evaluating the performance of the business or its managers or when making decisions to allocate resources. Therefore, such expenses are shown as a non-GAAP adjustment.
(3) During the first quarter of 2015, we performed a comprehensive review of our processes, businesses and systems in a company-wide effort to improve performance, cut costs, and reduce spending. In the first quarter of 2015, we also decided to change our company name from The NASDAQ OMX Group, Inc., to Nasdaq, Inc., which became effective in the third quarter of 2015 . We currently estimate that we will recognize net pre-tax restructuring charges of $\$ 190$ million, consisting of the rebranding of our trade name, severance, asset impairments, facility-related and other costs. We recognized restructuring charges of $\$ 12$ million for the three months ended December 31, 2015, $\$ 8$ million for the three months ended September 30, 2015, $\$ 2$ million for the three months ended June 30 , 2015 and $\$ 150$ million for the three months ended March 31, 2015 for a total of $\$ 172$ million for the year ended December 31, 2015. The remaining amount will be recognized through June 2016. Restructuring charges are recorded on restructuring plans that have been committed to by management and are, in part, based upon management's best estimates of future events. Changes to the estimates may require future adjustments to the restructuring liabilities.
(4) For the three months and year ended December 31, 2015 and the three months ended September 30, 2015, merger and strategic initiatives expense primarily related to certain strategic initiatives and our acquisition of Dorsey, Wright \& Associates, LLC. For the three months and year ended December 31, 2014, merger and strategic initiatives expense primarily related to our acquisition of the Investor Relations, Public Relations and Multimedia Solutions businesses of Thomson Reuters, or the TR Corporate businesses, and eSpeed and a charge of $\$ 23$ million related to the reversal of a receivable under a tax sharing agreement with an unrelated party. The $\$ 23$ million charge is offset by a tax benefit as described in note 6 below.
(5) For the three months and year ended December 31, 2014, asset impairment charges of $\$ 49$ million related to certain acquired intangible assets associated with customer relationships ( $\$ 38$ million) and certain technology assets ( $\$ 11$ million).
(6) For the three months and year ended December 31, 2014, amount includes $\$ 23$ million associated with the recognition of a previously unrecognized tax benefit. This amount is offset by the reversal of the receivable described in note 4 above.
(7) Non-GAAP operating margin equals non-GAAP operating income divided by total revenues less transaction-based expenses.

## EXPENSE DETAIL: RECONCILIATION OF GAAP TO NON-GAAP - PART 1 OF 2

| (US\$ millions) | 4Q15 | 3Q15 | 4Q14 |
| :---: | :---: | :---: | :---: |
| Depreciation and amortization |  |  |  |
| GAAP | 35 | 34 | 33 |
| Adjustments | (15) | (15) | (16) |
| non-GAAP | \$20 | \$19 | \$17 |
| Occupancy |  |  |  |
| GAAP | 22 | 22 | 34 |
| Adjustments | - | - | (11) |
| non-GAAP | \$22 | \$22 | \$23 |
| Merger and strategic initiatives |  |  |  |
| GAAP | 4 | 4 | 35 |
| Adjustments | (4) | (4) | (35) |
| non-GAAP | - | - | - |
| Continued on next page |  |  |  |

## EXPENSE DETAIL: RECONCILIATION OF GAAP TO NON-GAAP - PART 2 OF 2

| (US\$ millions) | 4Q15 | 3Q15 | 4Q14 |
| :---: | :---: | :---: | :---: |
| General, administrative and other |  |  |  |
| GAAP | (12) | 11 | 15 |
| Adjustments | 26 | 5 | (2) |
| non-GAAP | \$14 | \$16 | \$13 |
| Restructuring charges |  |  |  |
| GAAP | 12 | 8 | - |
| Adjustments | (12) | (8) | - |
| non-GAAP | - | - | - |
| Total Adjustments (Part $1+$ Part 2) | (\$5) | (\$22) | (\$64) |

## EBITDA: EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION AND AMORTIZATION

| (US\$ millions) | TTM | 4Q15 | 3Q15 | 2Q15 | 1Q15 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Non-GAAP operating income | \$976 | \$251 | \$253 | \$237 | \$235 |
| Plus: |  |  |  |  |  |
| Depreciation and amortization of tangibles (NASDAQ) | $76^{+}$ | 20 | 19 | 19 | 19 |
| EBITDA of DWA* | 1 |  |  |  | 1 |
| EBITDA pro forma for DWA acquisition | \$1,053 ${ }^{+}$ | \$271 | \$272 | \$256 | \$255 |

* 1 Q15 EBITDA of DWA contains January'15 EBITDA for Dorsey, Wright \& Associates, LLC or DWA. TTM EBITDA of DWA contains January' 15 EBITDA. February' 15 to March' 15 DWA EBITDA is not included in EBITDA of DWA because it is included in Non-GAAP operating income and Depreciation and Amortization of tangibles (NASDAQ). The sources of the pro forma information were LTM financials provided by Dorsey, Wright \& Associates, LLC.
+ Numbers may not add up due to rounding


[^0]:    1. See appendix for non-GAAP reconciliations
    2. Information Services, Technology Solutions, and Listing Services
    3. Represents revenues less transaction-based expenses
    4. Please refer to slide 15 for more information on the impact of changes in foreign exchange rates
    5. Information Services, Technology Solutions, Listing Services, and Access \& Broker Services
[^1]:    1. Company estimate.
