

### **DISCLAIMERS**

#### NON-GAAP INFORMATION

In addition to disclosing results determined in accordance with GAAP, Nasdaq also discloses certain non-GAAP results of operations, including, but not limited to, net income attributable to Nasdaq, diluted earnings per share, operating income, and operating expenses, that include certain adjustments or exclude certain charges and gains that are described in the reconciliation tables of GAAP to non-GAAP information provided in the appendix to this presentation. Management believes that this non-GAAP information provides investors with additional information to assess Nasdaq's operating performance 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 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 relating to our future financial results, growth, trading volumes, products and services, order backlog, taxes and achievement of synergy targets, (ii) statements about the closing or implementation dates and benefits of certain strategic, restructuring, technology, de-leveraging and capital return initiatives, (iii) statements about our integrations of our recent acquisitions, (iv) statements relating to any litigation or regulatory or government investigation or action to which we are or could become a party, and (v) other statements that are not historical facts. Forward-looking statements involve a number of risks, uncertainties or other factors beyond Nasdaq's control. These factors include, but are not limited to, Nasdaq'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's filings with the U.S. Securities and Exchange Commission, including its annual reports on Form 10-K and quarterly reports on Form 10-Q which are available on Nasdaq's investor relations website at http://ir.nasdaq.com and the SEC's website at www.sec.gov. Nasdaq undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise.

#### **WEBSITE DISCLOSURE**

We intend to use our website, ir.nasdaq.com, as a means for disclosing material non-public information and for complying with SEC Regulation FD and other disclosure obligations. These disclosures will be included on our website under "Investor Relations."



### **AGENDA**

**WELCOME** 

STRATEGIC OVERVIEW

**TECHNOLOGY** 

LISTING SERVICES

**MARKET SERVICES** 

Bob Greifeld, Chief Executive Officer

Adena Friedman, President and Chief Operating Officer

Brad Peterson, Executive Vice President and Chief Information Officer

Nelson Griggs, Executive Vice President

Hans-Ole Jochumsen, President and Tom Wittman, Executive Vice President

**BREAK SESSION** 

**INFORMATION SERVICES** 

**CORPORATE SOLUTIONS** 

MARKET TECHNOLOGY

**FINANCE** 

Salil Donde, Executive Vice President

Stacie Swanstrom, Senior Vice President

Lars Ottersgård, Executive Vice President

Ron Hassen, Interim Chief Financial Officer and Senior Vice President and

Controller

WRAP-UP AND Q&A Bob Greifeld, Chief Executive Officer

**LUNCH, MINGLE, AND PRODUCT DEMOS** 



### WELCOME

Nasdaq Investor Day 2016

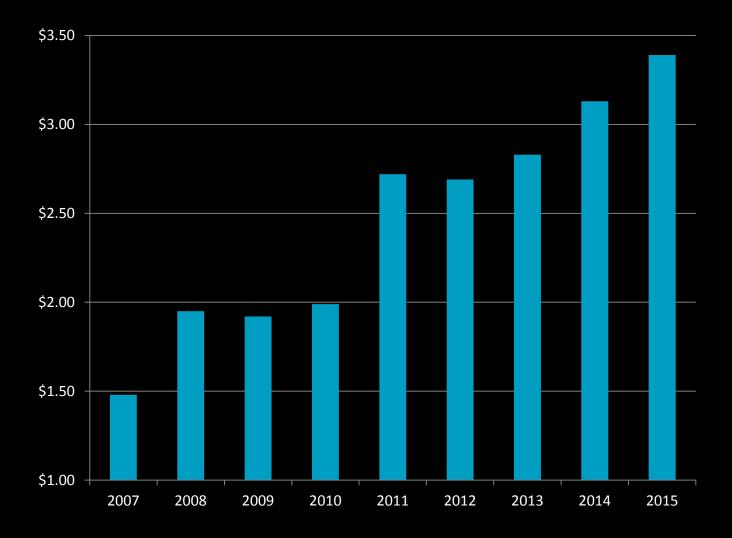
At Nasdaq, delivering value for our clients and shareholders has always been our highest ambition, and the ultimate measure of our success. We do this through an unwavering dedication to our core values, a laser-focus on effective and efficient operation of our business and through actively listening to our clients as we expand our offerings and move into new businesses.

/ Robert Greifeld, Chief Executive Officer



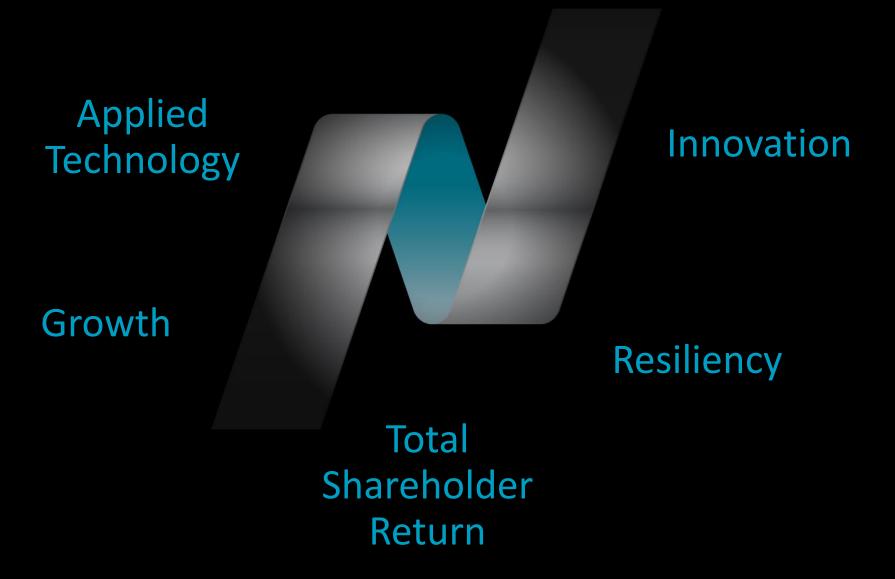
### **NON-GAAP EARNINGS PER SHARE TRACK RECORD**

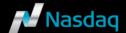
11% CAGR Since 2007





### **WE ARE NASDAQ**





### **ADVANCING OUR COMPETITIVE POSITION**

**Business Best Positioned in History** 

LISTING SERVICES

U.S. IPO Win Rate 73% In 2015

Switch
Success >
\$200B Market
Cap Since
2013

MARKET SERVICES

Largest Single
Pool of
Liquidity for
U.S. Cash
Equities

99.998% Market Up INFORMATION SERVICES

AUM Increased to \$114B

\$100M+ Cumulative Industry Savings From Nasdaq Basic<sup>1</sup> CORPORATE SOLUTIONS

IR Insight Launch

Serving ~17,000 Corporate Clients MARKET TECHNOLOGY

1,000+ SMARTS Subscriptions

Power 100+ Global Markets

### Challenges We are Facing:

eSpeed & dependency on rates/government forces



NLX and challenging vertical monopolies



#### Our Response:

Innovating to become more competitive and improve share

Applying lessons learned to NFX



### NASDAQ OPERATES IN A BROAD FINANCIAL ECOSYSTEM

Applied Technology Services True To Our Core



### **GUIDED BY STRONG LEADERSHIP**

Visionary Leadership Team That Are Proven Effective Operators



**BOB GREIFELD** CEO

#### **GLOBAL BUSINESS OPERATIONS**



ADENA FRIEDMAN PRESIDENT AND CHIEF OPERATING OFFICER

#### **CORPORATE FUNCTIONS**



HANS-OLE JOCHUMSEN PRESIDENT MARKET SERVICES



SALIL DONDE EVP INFORMATION SERVICES



LARS OTTERSGÅRD EVP MARKET TECHNOLOGY



ED KNIGHT
EVP & GENERAL
COUNSEL
LEGAL &
REGULATORY
GROUP



BRAD PETERSON EVP & CIO TECHNOLOGY



TOM WITTMAN EVP EQUITIES & DERIVATIVES



NELSON GRIGGS EVP LISTING SERVICES



STACIE SWANSTROM SVP CORPORATE SOLUTIONS

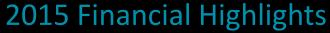


RON HASSEN SVP & INTERIM CFO



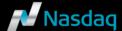
### **RECORD FINANCIAL PERFORMANCE**

Diversified, Resilient Track Record





Returned \$526M in value to shareholders *through* \$377M in repurchased stock and \$149M in paid dividends in 2015



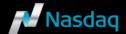
<sup>\*</sup>Non-GAAP

<sup>&</sup>lt;sup>1</sup>Represents revenue less transaction based expenses

### STRATEGIC FOCUS

Nasdaq's markets are home to the most innovative leaders and companies in the world. We are driven by the same excellence and high standards. Building a client centric experience and a philosophy of continuous improvement and innovation are deeply ingrained in our culture. We know our clients face an increasingly complex capital markets landscape, and Nasdaq will be there to help them succeed every day.

/ Adena Friedman, President And Chief Operating Officer



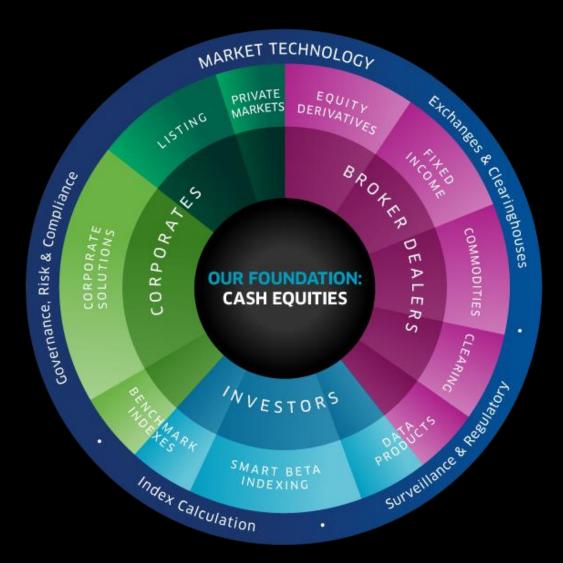
### **UNIFIED IN OUR MISSION**

We provide market-leading technology solutions and intelligence to help businesses and investors succeed in today's global capital markets



### **DIFFERENTIATED SUITE OF SERVICES**

Leveraging Our Technology and Our Relationships Across Global Capital Markets





### **BUSINESS SEGMENT OVERVIEW**

**Integrated Businesses With Individual Strengths** 

#### LISTING SERVICES

Ignite Your Ambition.

#### APPLIED TECHNOLOGY

- IPO BookViewer
- NPM
- · Equity Management

#### RESILIENCY

- 99.9% Controllable Retention
- Enhanced Technology/Processes

#### INNOVATION

- Blockchain enabled Ling
- IPO Enhancements

\$264M / \$120M REVENUE / EBITDA

45%

EBITDA MARGIN %

#### **MARKET SERVICES**

Relentless Commitment To Technology, Market Quality and Service.

#### APPLIED TECHNOLOGY

 World Class Exchange Technology

#### RESILIENCY

- ~4B messages handled in our systems daily
- 99.998% Uptime

#### INNOVATION

- Multi-Engine
- Dynamic Pricing
- · Blockchain applications

\$771M / \$450M

58%

EBITDA MARGIN %

#### INFORMATION SERVICES

Smart Beta. Smarter Data.

#### APPLIED TECHNOLOGY

- Relative Strength Driven
   Smart Beta Platform
- Nasdaq Data and Analytics Platform

#### RESILIENCY

- 156M Booked Orders in Nasdaq U.S. Data Feeds Daily
- · 99.99% uptime

#### INNOVATION

- · Machine Intelligence
- Smart Beta Strategies
- Innovation Lab

\$512M / \$372M

73%

EBITDA MARGIN %

#### TECHNOLOGY SOLUTIONS

### CORPORATE SOLUTIONS

Actionable Intelligence. Effective Communication. Maximum Corporate Value.

#### APPLIED TECHNOLOGY

- IR Insight
- Board Portal & Collaboration Tools
- Global PR Intelligence & Distribution Tools

#### RESILIENCY

- 50K Board portal users
- 260K press releases distributed annually
- 18K multimedia events

#### INNOVATION

- · Leveraging the Cloud
- Social Media Intelligence
- Machine Intelligence

\$298M / \$40M

13%

**EBITDA MARGIN %** 

#### MARKET TECHNOLOGY

Shaping Capital Markets of Tomorrow, Today.

#### APPLIED TECHNOLOGY

- Exchange Technology
- Post-Trade
- Enterprise GRC
- Holistic Surveillance

#### RESILIENCY

- High Retention
- · Long-Term Contracts
- · Stable Business Model

#### INNOVATION

- Blockchain
- Machine Intelligence

\$245M / \$70M

29%

EBITDA MARGIN %

NASDAQ 2015 TOTAL:

\$2,090M REVENUE

\$1,052M EBITDA

50% EBITDA MARGIN



### **DOUBLE DIGIT TOTAL SHAREHOLDER RETURN POTENTIAL**

#### HIGH RECURRING REVENUE

75% subscription and recurring revenue in 2015



#### **RESILIENT BUSINESS MODEL THROUGH CYCLES**

Consistent organic growth in recurring and subscription businesses



#### CONSISTENT OPERATING LEVERAGE AND STRONG CASH CONVERSION

- 50%+ EBITDA margin
- ~Avg 100-200 bps annual margin expansion last 2 years¹
- 100%+ free cash flow<sup>2</sup> conversion of EPS over last 5 years



#### **EFFECTIVE CAPITAL DEPLOYMENT**

- Disciplined and ROI-focused
- Internal growth initiatives

- Growth in dividend
- Opportunistic share buybacks

Targeted acquisitions



#### **DOUBLE DIGIT VALUE CREATION (TSR)**

Non-GAAP operating margin increased from 44% in 2013 to 47% in 2015. Free cash flow conversion defined as free cash flow excluding Section 31 fees divided by non-GAAP net income





### **BRAD PETERSON**

**Executive Vice President and Chief Information Officer** 

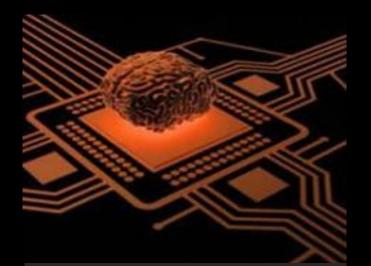






### **TECHNOLOGY CONTINUES TO ADVANCE EXPONENTIALLY**

### 2029



Software is now capable of autonomously learning and creating new knowledge



A \$1,000 USD personal computer is now 1,000x more powerful than the human brain



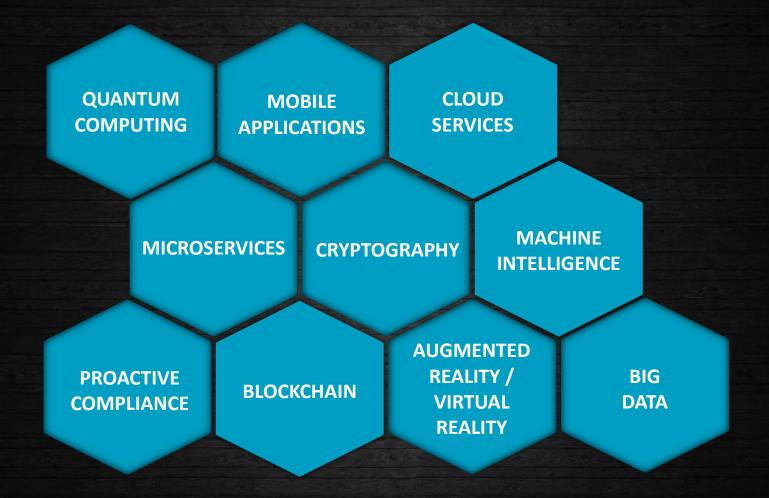






### **TECHNOLOGY TRENDS SHAPING FINANCIAL SERVICES**

Advancing The FinTech Landscape







### NASDAQ'S CLOUD JOURNEY

2013 - 2016

2015

Nasdag re-platforms on-prem data warehouse to the cloud for historical data storage -**Nasdag Data** Warehouse, launches **IR Insight & Advisory** platforms on AWS



- U.S. Market **Surrounding Systems** expect to migrate to the cloud for Disaster Recovery
- NDW powers Nasdaq's **Machine Intelligence** initiatives
- Corporate Solutions leverages AWS Lambda for optimal compute utilization

amazon web services Google Cloud Platform Microsoft Azure

2006

**Amazon Web Services** (AWS) introduces laaS and PaaS



**Nasdag launches** FinQloud platform

2013

FinQloud



Exponential Growth

2014

Nasdag launches

cloud based

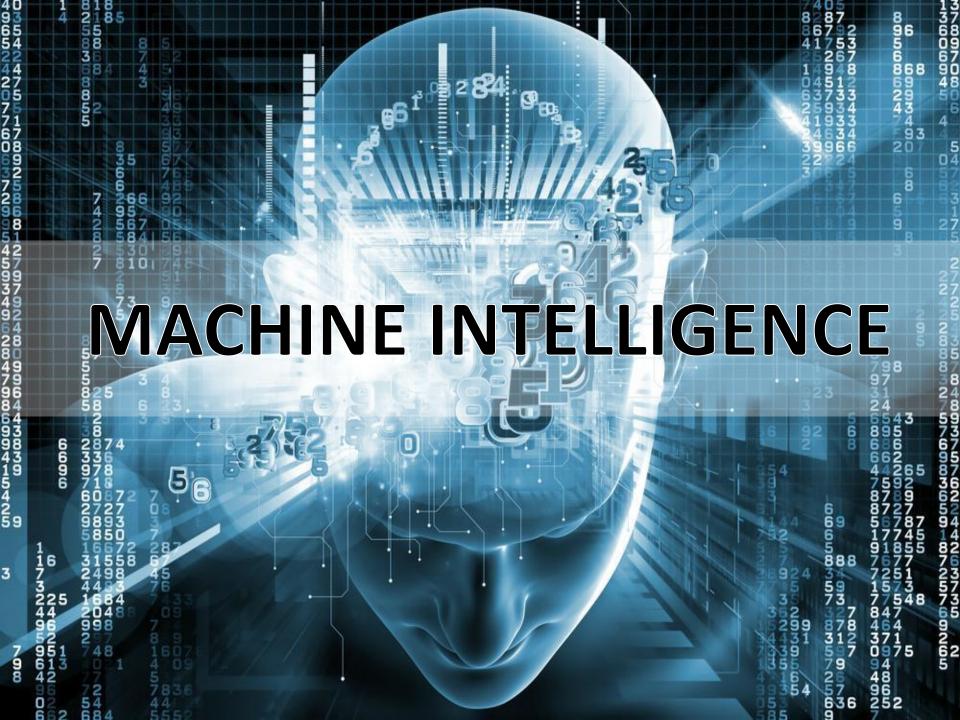
**Exchange Billing** 

Platform - Revenue

Management

System (RMS) and





### **MACHINE INTELLIGENCE**



"I prefer calling it "machine intelligence" and not "artificial intelligence" because artificial seems to imply it's not real or not very good.

When it gets developed, there will be nothing artificial about it."

- Sam Altman



### WHAT IS MACHINE INTELLIGENCE?

### MACHINE LEARNING

Algorithms that find highly consistent patterns in data used to take actions in the future. Allows the data to speak in an unbiased way.

### NATURAL LANGUAGE PROCESSING

Ability of a computer program to understand human language including speech as it is spoken.



# **EXPERT SYSTEMS**

Use rules and the thought processes of experts coupled with access to massive amounts of data, more than any human could process, to solve complex problems.

# COGNITIVE COMPUTING

Combines multiple machine intelligence methods to extend and magnify human expertise, thought and experimentation resulting in higher levels of cognition.

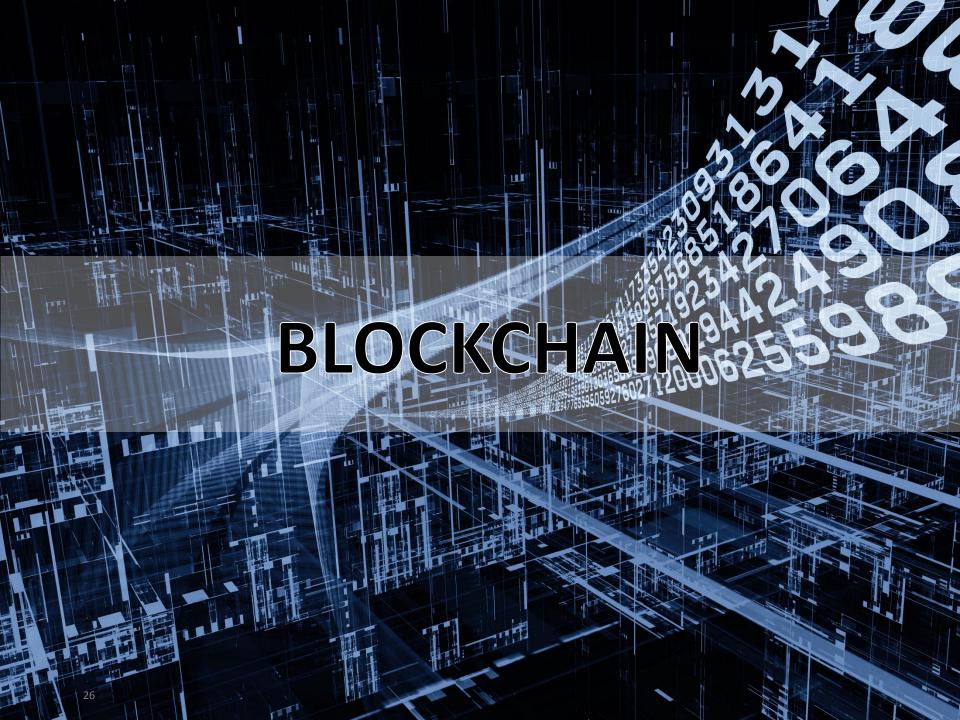


### **BUSINESS APPLICATION FOR MACHINE INTELLIGENCE**

### **Holistic Surveillance**

**Natural Language Processing Cognitive Computing Machine Learning** Synthesys<sup>®</sup> DATA **DISCOVERY** >> Natural Language Processing **Human Analysis** >> Entity Extraction Deep processing of >> Fact Extraction unstructured data **UNSTRUCTURED DATA** ///// A Web Email ) Entity Resolution Instant Messaging >> Categorization Social Media )) Similarity Algorithms and relate Graph Analysis STRUCTURED DATA Temporal and Customer Info. Geospatial Uncover, compare Reasoning Metadata and correlate Restricted Lists Reference Data Distributed Storage (HBase, Cassandra) Distributed Processing (Hadoop)



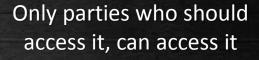


### WHAT IS THE BLOCKCHAIN?

Security. Integrity. Consensus.



**SECURE DATA STORE** 





CRYPTOGRAPHY ENSURES INTEGRITY

Data remains consistent,
once written it cannot be modified



STABILITY THROUGH DECENTRALIZED CONSENSUS

Input is guaranteed / validated through decentralized consensus



### NASDAQ'S BLOCKCHAIN JOURNEY

2013 - 2016

2016

Design studies and Proof of Concepts (POCs) with Market Technology customers

Exponential Growth

2015

Nasdaq R&D –
Blockchain tuned
to handle the U.S.
equities trading
volume
-1st Nasdaq patent
filed
Investment in
chain.com

R&D Chain.com Linq, proxy voting, establishing clearing and settlement partners



MT Design Studies



Nasdaq recognizes
applicability of
blockchain technology
to Financial
Technology

2013

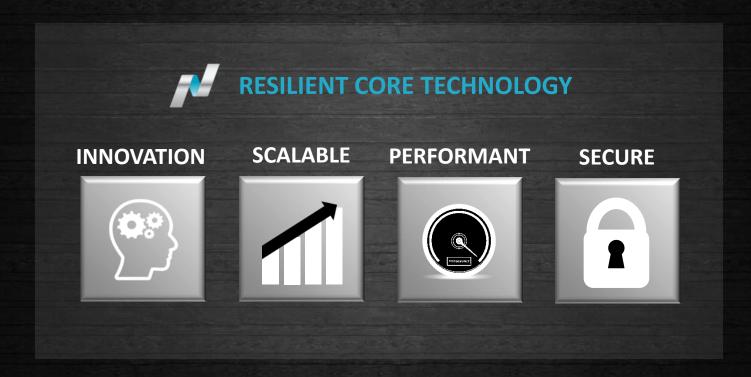
Nasdaq Linq enables first-ever Private Securities Issuance documented with blockchain technology





### **TECHNOLOGY'S STRATEGIC FOCUS**

Nasdaq maintains integrity for resiliency while fostering applied technology and growth.







## **LISTING SERVICES**

Ignite Your Ambition

### **NELSON GRIGGS**

**Executive Vice President** 



### **OUR OFFERING**

Our Goal Is To Support Companies Across The Entire Lifecycle And Offer Innovations Into The Capital Markets That Allow Companies The Choice: Public Or Private

**Public Private** Private to Public **NASDAQ** Private Market **U.S.** Listings **European Listings** Establish early, deep relationships with private growth Supports global issuers more than any other exchange companies Strategic partner and visibility Tools and services for being a smarter private company platform for listed companies Liquidity solutions that align with company's objectives Investor Equity Capital Markets Intelligence, **Branding** and Management Liquidity Targeting and Visibility Solutions Communications



### A LEADER IN GLOBAL LISTINGS

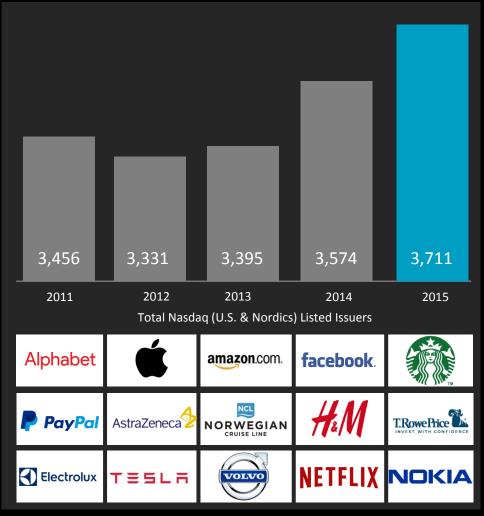
Nasdaq Is The Leader In U.S. IPOs And Continues To Expand Its European Equities Footprint

#### **U.S. LISTINGS**

- Top 3 U.S. companies by market cap and World's Most Admired Brands
- 73% IPO win rate in 2015
- \$83.5B (27 Issuers) transferred their listing to Nasdaq in 2015

#### **EUROPEAN LISTINGS**

- 91 New company listings in 2015
- \$6.6B raised on Nasdaq Nordics in 2015
- 200+ companies listed on Nasdaq First North



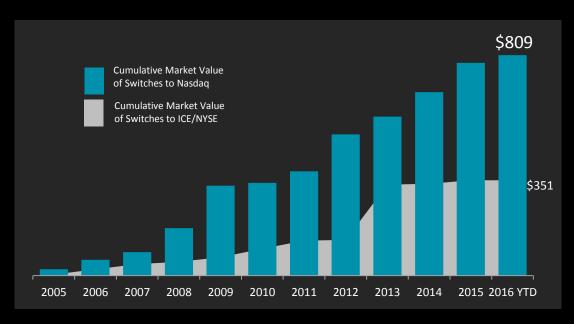


### **LEADER IN EXCHANGE TRANSFERS**

Nasdaq's Listing Value Proposition Expands Beyond IPOs As Each Year Well Established Issuers Decide To Transfer Their Primary Listing Exchange To The Nasdaq Stock Exchange

## Over \$809B

In market value has transferred to Nasdaq since 2005

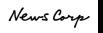


Cumulative Market Value of Issuer Switches (\$M)

































### WINNING LISTING VALUE PROPOSITION

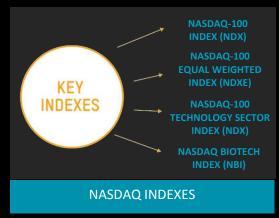
Nasdaq's Partnership Model Provides Deep Level Of Support To Issuers











EXCHANGE	TOTAL MAX ANNUAL FEES
Nasdaq	\$155K
ICE/NYSE	\$500K

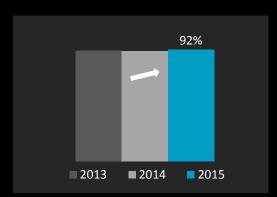
**FEE STRUCTURE** 



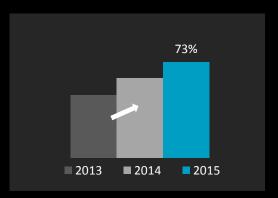
### **IPO WIN RATE DRIVERS**

Nasdaq Continues To Maintain Consistent And Increasing Win Rates In The Top Four Driving Sectors For IPOs

#### **Health Care**



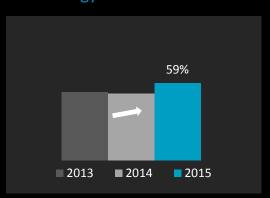
#### **Financials**



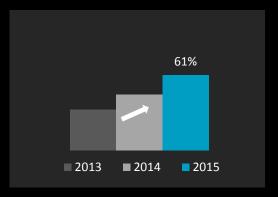
Total U.S. IPO By Sector



#### Technology



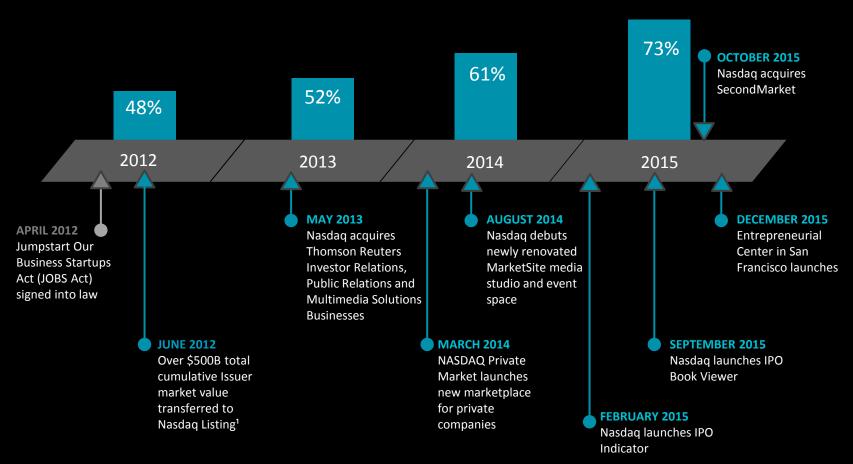
Consumer



### **NASDAQ LISTING CONTINUOUS DEVELOPMENT**

Innovation And Investment Drives Effectiveness

### U.S. IPO Win Rate

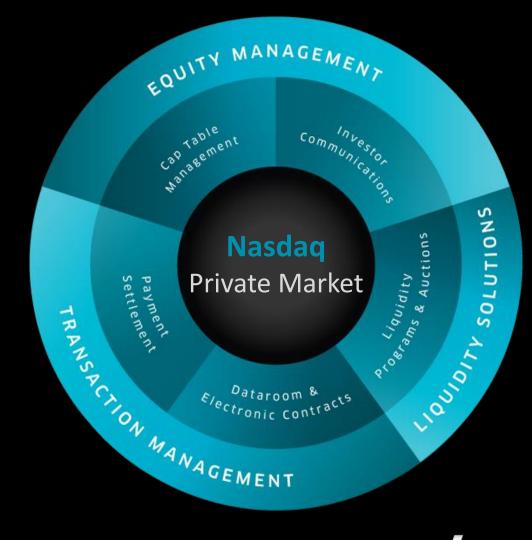




### **KEY INNOVATIONS TO DRIVE GROWTH**

Developing The Private Marketplace Platform – Starting With Private Company Solutions

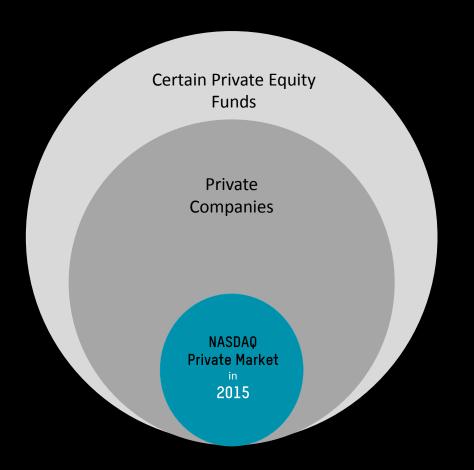






# **EXPANDING THE MARKET**

Leveraging The NASDAQ Private Market (NPM) Framework To Develop Innovative Solutions Across Less Liquid Private Assets



#### TOTAL MARKET OPPORTUNITY

- Private company liquidity events and equity management
- Private company M&A transactions
- Private equity fund secondaries
- Unlisted funds auctions

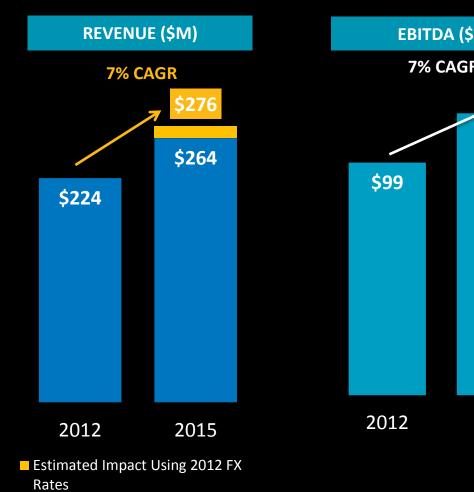
#### **TECHNOLOGY INFRASTRUCTURE**

- Leveraging existing NPM infrastructure to expand into multiple assets
- Nasdaq Linq blockchain technology

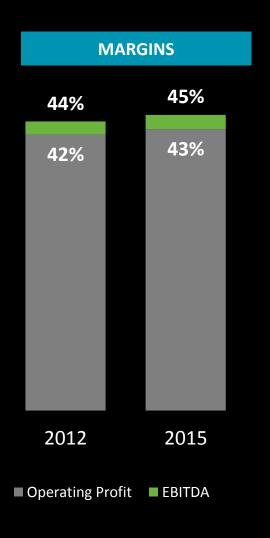


## LISTING SERVICES CONTRIBUTION TO TSR

Steady Cash Flow + Margins





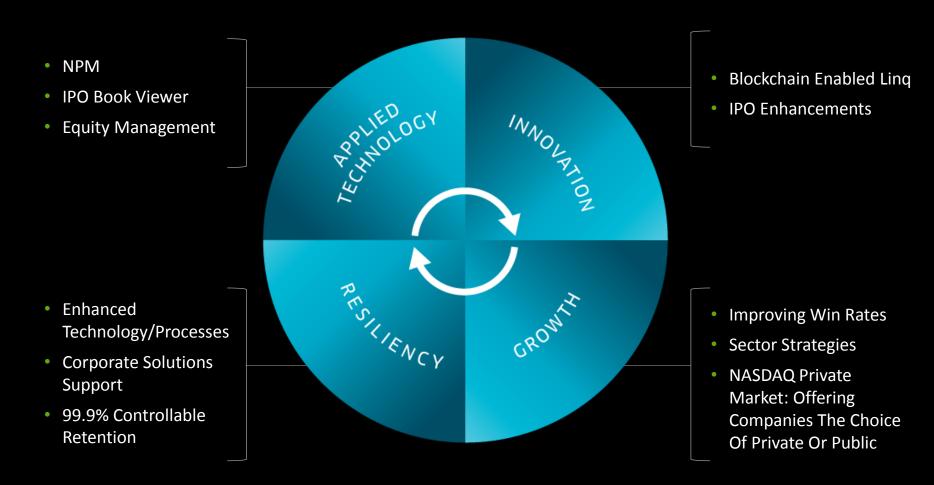


Note: EBITDA and margins are non-GAAP measures



#### LISTING SERVICES STRATEGIC FOCUS

A Focus On Maximizing The Efficiency And Effectiveness In Our Core Listing Business And Making Strategic Investments In Our Future







# **MARKET SERVICES**

Relentless Commitment To Technology, Market Quality and Service

HANS-OLE JOCHUMSEN TOM WITTMAN

PRESIDENT

EXECUTIVE VICE PRESIDENT



# A DIVERSIFIED PORTFOLIO

With Offerings In Major Asset Classes Around The Globe

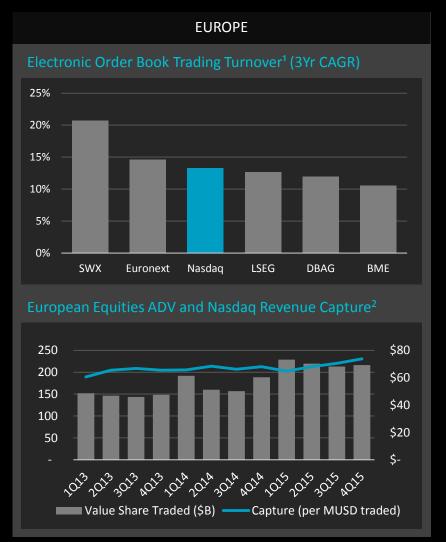




### **CASH EQUITY TRADING**

Strong Revenue Performance Against A Backdrop Of Limited Beta Growth

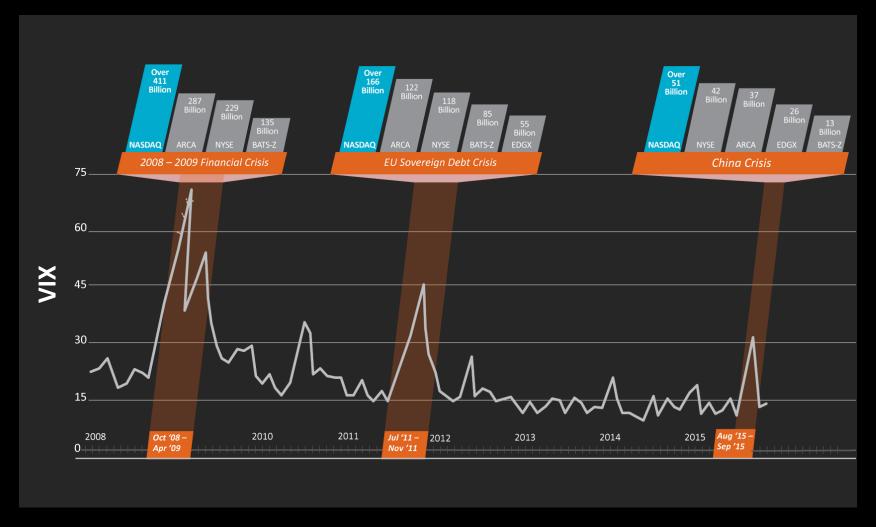




<sup>1</sup> On exchange only

# **MARKET PARTICIPANTS RELY ON NASDAQ**

Nasdaq Is Consistently The Market Of Choice In Times Of Crisis



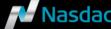


### **DYNAMIC PRICING**

Serving Our Issuers During Times of Market Stress

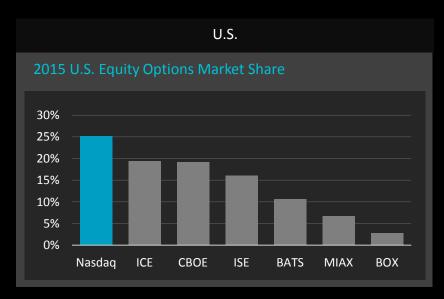
- A "one-size-fits all" approach does not suit today's markets
- Innovative action to support the issuer community
- Increase liquidity when needed most

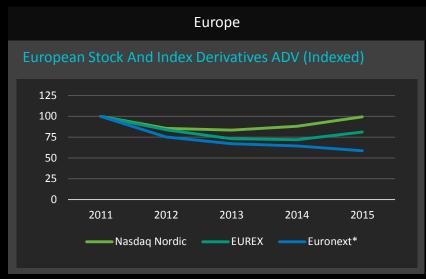




### **EQUITY DERIVATIVES TRADING & CLEARING**

Leadership In Market Share And Quality





- #1 in U.S. Options market share for 6 straight years
- With the pending acquisition of ISE, we expect to strengthen our position as a leader in U.S. Options trading
- Nordic Equity Derivatives volumes outperform European peers
- In the Nordics more volume is being traded on-screen in the lit order books across products



## **ACCESS & POST-TRADE SERVICES**

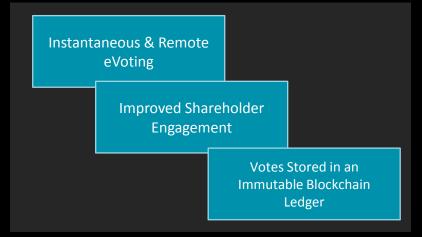
Applying Technology To Deliver Modern Solutions

- As the Market Service business expands, Access Services benefits from new connectivity offerings
- Using blockchain to improve on the age-old process of proxy voting
- Expanded wireless offering using millimeter wave networks

#### **Expansion**



#### **Applying the Blockchain to Proxy Voting**





## **RECENT ACQUISITIONS**

**Expanding And Growing Our North American Position** 



Integration And Operation Is At The Core Of Nasdaq's Competence

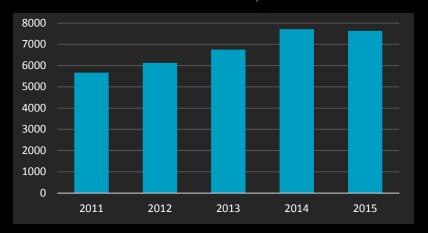


### FICC TRADING & CLEARING

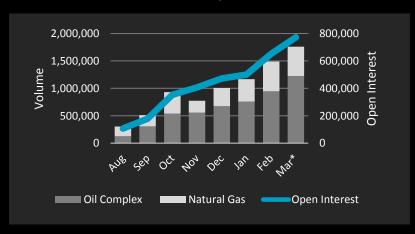
#### Long-term Investments Positioned For Future Global Growth

- Nasdaq Nordic is the major center for listing of bonds in the Nordic region: 7,000+ listed retail & institutional bonds
- NFX is turning Nasdaq into a global commodities competitor
- Regulatory push towards more CCP clearing

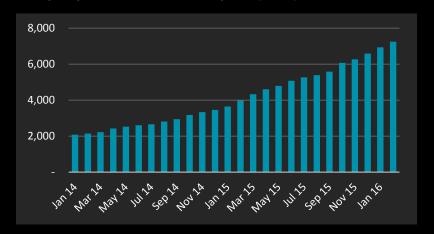
#### Listed Fixed Income Bonds at Nasdag Nordic



#### NFX Growth Since Launch In July 2015



#### Swaps Open Interest at Nasdag CCP (BSEK)





# eSpeed's Response To A Shifting UST Market

Similar Market Structure Evolution We Experienced With Equities

#### **MARKET DYNAMICS**

#### **Central Bank Policies**

 Global interest rates hovering at record lows with little volatility

#### **Capital Constraints**

 Reduced proprietary trading and deleveraging of balance sheets as a result of regulation

#### Internalization

Decrease in quality flow reaching public markets

#### **Shrinking Role of Primary Dealers**

Increased competition from principal trading firms

#### **Competition and Fragmentation**

 Low regulatory barriers to entry allow for proliferation of market models

#### **OPPORTUNITIES**

#### **Innovative Pricing Strategies and Functionality**

#### Elect

- Segmentation instead of fragmentation
- eSpeed Elect gives liquidity providers the ability to provision additional liquidity to specific counterparty groups while maintaining a single market

#### CrossRate

 Alternative dark pool where liquidity producers and consumers unite in a toxicity free environment

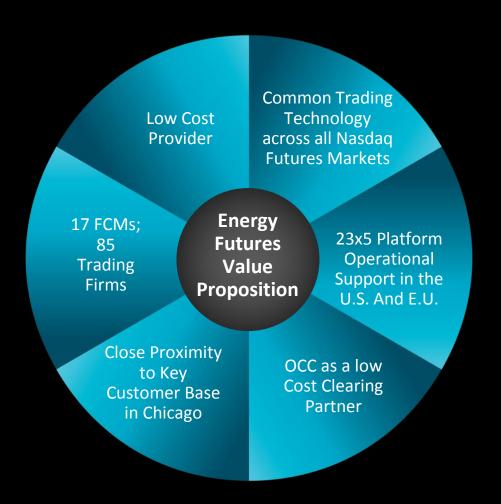
#### Pricing

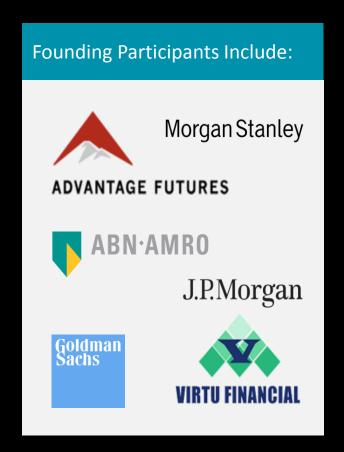
Value-based pricing structure – spread versus commission



## **COMMODITIES: GOING FROM NORDIC TO GLOBAL**

NFX – Early Success In Energy Futures

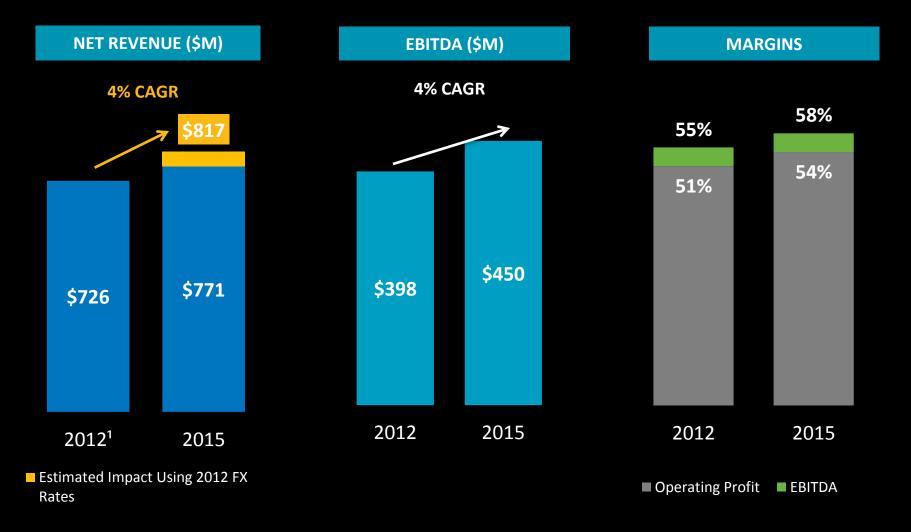




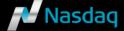


#### **MARKET SERVICES CONTRIBUTION TO TSR**

Steady Cash Flow And Margins

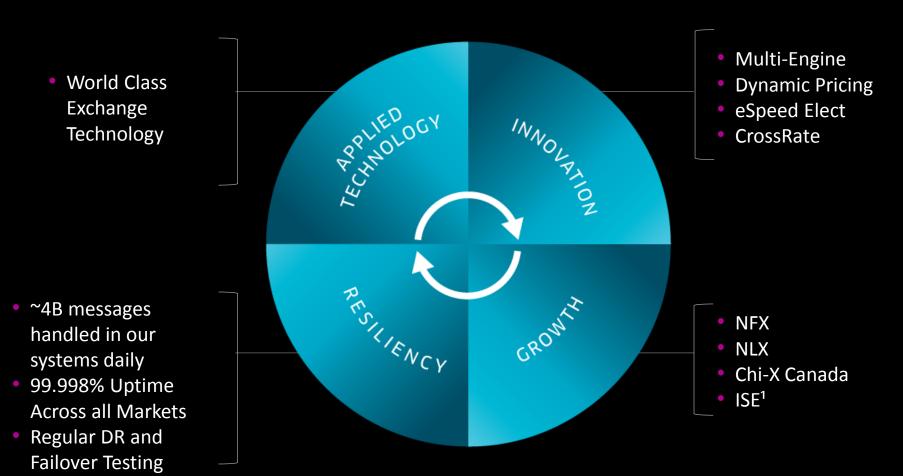


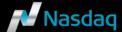
Note: EBITDA and margins are non-GAAP measures. Net revenue represents revenues less transaction-based expenses. ¹Excludes income from operating positions of \$11M relating to the operations of the exchange



### **CONSTANT FOCUS ON APPLYING OUR STRENGTHS**

To The Benefit Of Our Customers





# **AGENDA**

WELCOME
STRATEGIC OVERVIEW
TECHNOLOGY
LISTING SERVICES
MARKET SERVICES

**BREAK SESSION** 

INFORMATION SERVICES CORPORATE SOLUTIONS MARKET TECHNOLOGY FINANCE

**WRAP-UP AND Q&A** 

Bob Greifeld, Chief Executive Officer

Adena Friedman, President and Chief Operating Officer

Brad Peterson, Executive Vice President and Chief Information Officer

Nelson Griggs, Executive Vice President

Hans-Ole Jochumsen, President and Tom Wittman, Executive Vice President

Salil Donde, Executive Vice President Stacie Swanstrom, Senior Vice President Lars Ottersgård, Executive Vice President

Ron Hassen, Interim Chief Financial Officer and Senior Vice President and

Controller

Bob Greifeld, Chief Executive Officer

**LUNCH, MINGLE, AND PRODUCT DEMOS** 





# INFORMATION SERVICES

Smart Beta. Smarter Data.

# **SALIL DONDE**

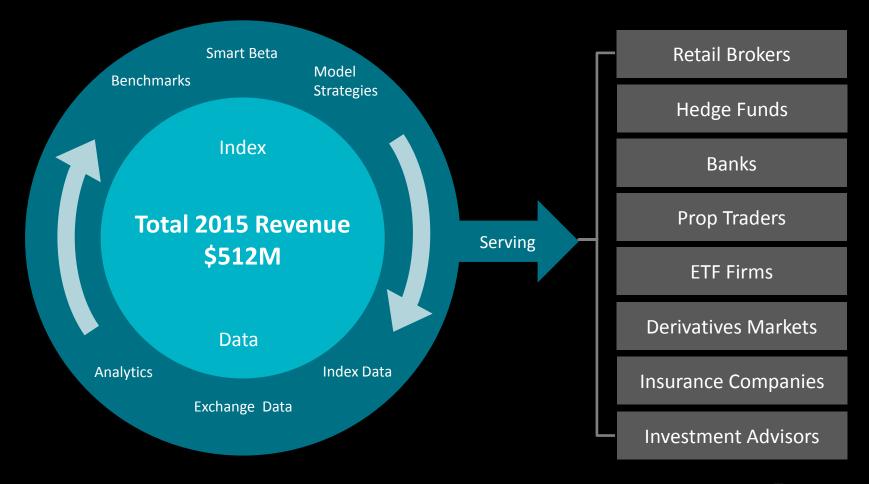
**Executive Vice President** 



### **INSIGHTS AND INTELLIGENCE FOR CAPITAL MARKETS**

Provides Mission Critical Data and Analytics For Decisions

#### **Growth Through Technology And Innovation**





### **KEY ACCOMPLISHMENTS**

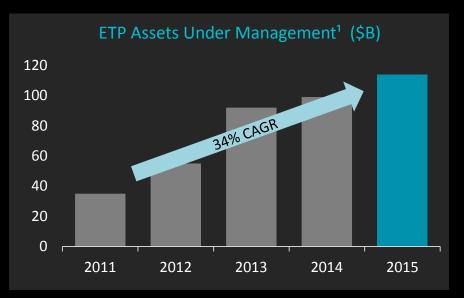
Growth Driven By New Indexes, Products And High Customer Retention

200+ ETPs A Leading 57 New ETPs Globally Provider of **Tracking** 40k+ Indexes Nasdaq-100 Is **Smart Beta** Nasdaq the 3<sup>rd</sup> Most Across Multiple with Dorsey **Indexes Added Asset Classes Liquid Index** Wright and \$114B AUM at in 2015 12/31/2015 AlphaDEX 156M Orders **Nasdag Basic** Booked on the Millions 11 New Data Saving the Over 90+ Nasdag of **Products** Industry over Solutions in the Exchange/Day Investors Launched in \$100M since Marketplace Accessing 2015 inception<sup>1</sup> 7.3M Nasdaq data Executions/Day



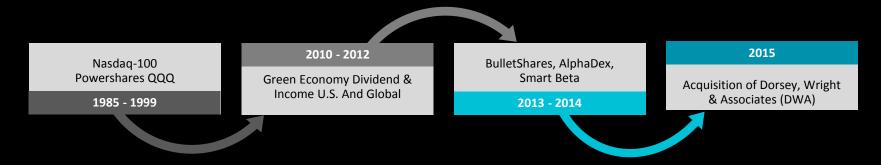
### **INDEX PRODUCTS**

Index Development With Transparency, Unique Methodologies And Comprehensive Capabilities





<sup>1</sup>Tracking Nasdaq indexes at 12/31/15

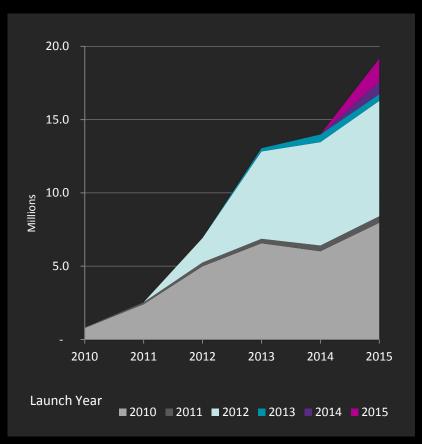


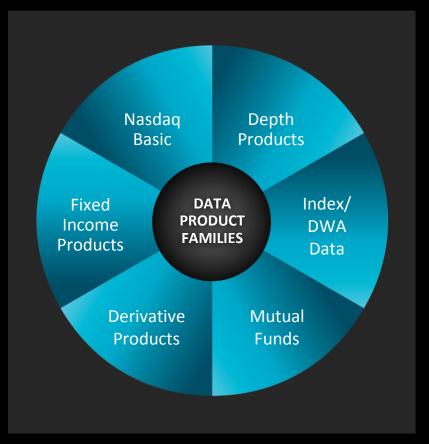
**№** Nasdaq

### **DATA PRODUCTS**

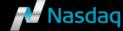
Innovative Data Products And Analytics That Provide Market Transparency And Insights

#### New Product Revenue By Year



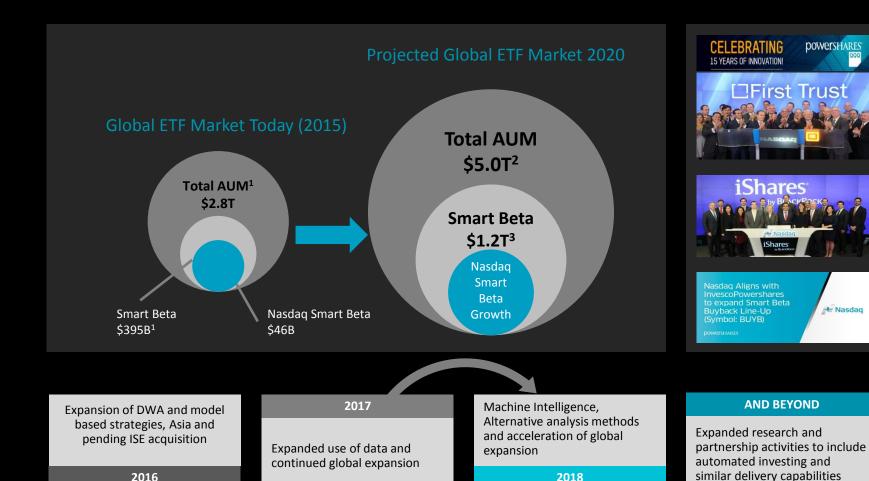


2015 Data Products Revenue \$399M



### **GROWTH DYNAMICS – TRENDS IN INDEX**

Passive Investment And Smart Beta Demonstrate Strong Growth Trends



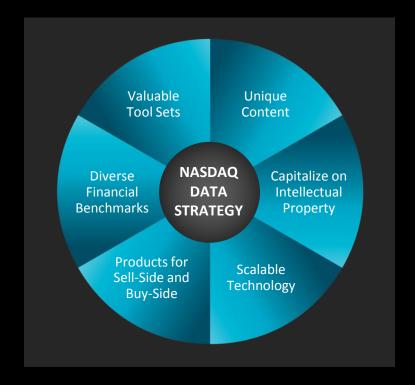


### **GROWTH DYNAMICS – TRENDS IN DATA**

Voluminous Data Moving At Increasing Speeds Facilitates Deeper Insights

**Critical Insights and Intelligence Machine Intelligence Solutions and Methods New Data Sources Nasdag Data** U.S. E.U. **Options Treasuries Equities Equities** 

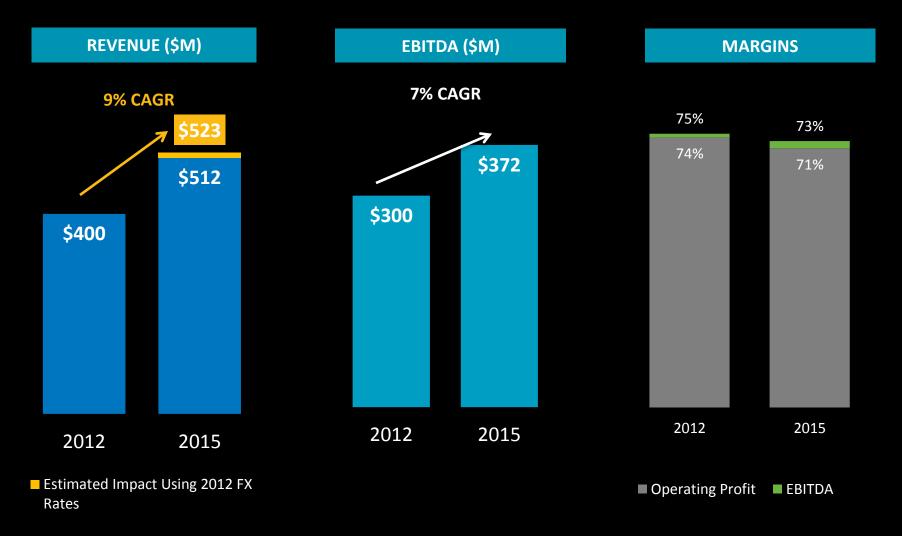
Leverage the power of all of Nasdaq's proprietary data and complementary data through the use of advanced machine intelligence, to solve new problems for our clients and the industry





#### **INFORMATION SERVICES CONTRIBUTION TO TSR**

Steady Cash Flow + Margins + Growth



Note: EBITDA and margins are non-GAAP measures. Information Services' operating profit and EBITDA 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

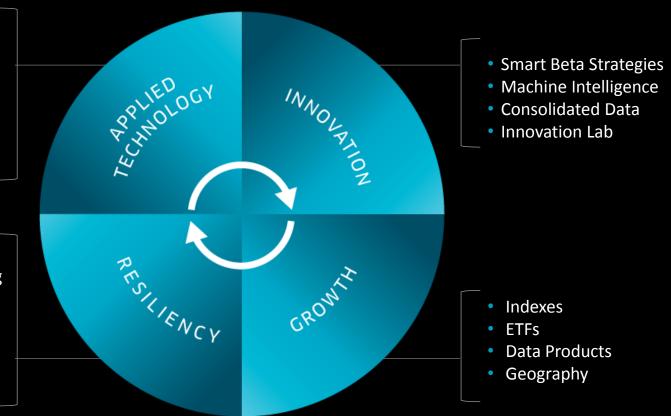


#### **SMART BETA. SMARTER DATA.**

#### Growth Driven By Technology And Innovation

- Nasdaq Data & Analytics Platform
- World Class Index Calculation Engine
- Relative Strength Driven
   Smart Beta Platform

- 99.99% System Uptime
- Performance Engineering Discipline
- Robust Capacity and Horizontal Scalability
- Regular DR and Failover Testing







# CORPORATE SOLUTIONS

Actionable Intelligence. Effective Communication. Maximum Corporate Value.

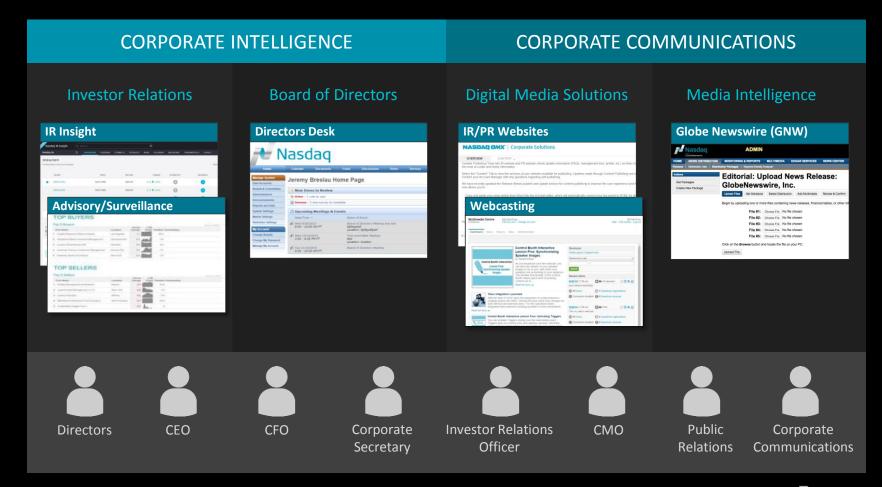
# **STACIE SWANSTROM**

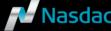
Senior Vice President



## **CORPORATE SOLUTIONS TODAY**

We Provide Intelligence, Analytics And Consultative Services To Drive Our Clients' Performance





### WE ARE TRUSTED BY MARKET LEADERS

Over 17,000 Companies On All Major Global Exchanges Trust Us With Their Most Sensitive Information And Initiatives







### **CORPORATE SOLUTIONS FUTURE VISION**

A Single Platform To Meet The Needs Of Corporate Professionals

#### **INTELLIGENCE**

- Sophisticated Investor Targeting
- Insights/Information On Buy-Side, Both Firms And Professionals
- Tracking of Company/Peer Capital Flows
- Secure Document
   Storage & Collaboration
- Social/Traditional Media Targeting & Intel

# **INTEGRATED PLATFORM Directors** CEO СМО IR team Enterprise Finance professionals team

**CORPORATE SOLUTIONS** 

#### **COMMUNICATIONS**

- Secure Document
   Storage & Collaboration
- IR Website Design, Management And Hosting
- Press Release
   Distribution
- Multimedia And Other Communication
- CRM Functionality
- Social/Traditional
   Media Distribution And
   Sentiment Analysis

Innovating across our product suite to bring the best & most relevant capabilities to key corporate leaders

PR team

Marketing team



#### SUCCESSFUL LAUNCH OF IR INSIGHT

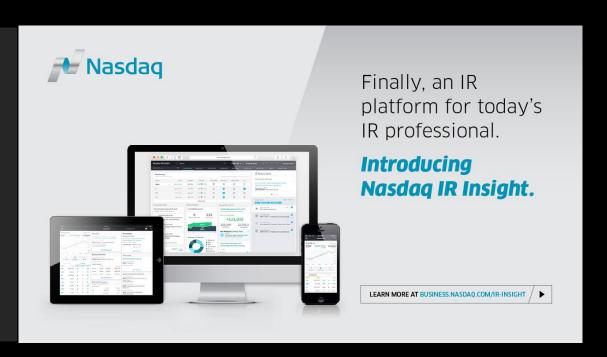
Flagship Investor Relations Offering Launched In January As The Foundation Of Our Future

#### **Client Response**

"It makes going back to [a competitor] look like a flip phone after using an iPhone"

"It's beautifully laid out and easy to navigate and responsive"

"I think it's very user friendly and I love it"



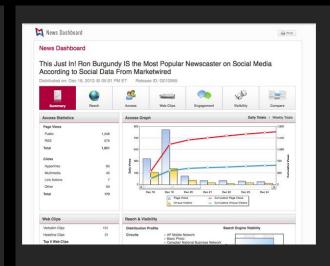
Foundation For Many Corporate Solutions Product Offerings For Years to Come



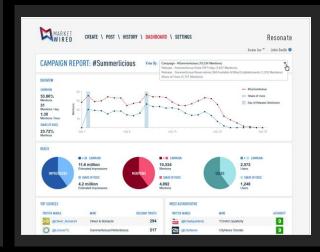
## **ACQUISITION OF MARKETWIRED**

A Leading Canadian Provider Of Press Distribution And Social Media Analytics

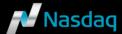
- Revenue synergies
- Scale Economies to drive margin
- 8,500 public and private clients in Canada and U.S.
- Combine press
   distribution and social
   media analytics
   capabilities



Maximize ROI with in-depth performance reports



Add a hashtag and track the social success of your release



# **ACQUISITION OF BOARDVANTAGE<sup>1</sup>**

A Leading Provider Of Board Portal And Collaboration Platforms

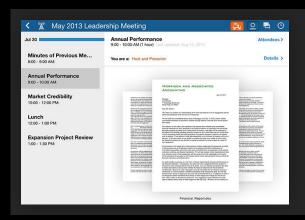
#### Established leader

- 1,900+ clients and 80,000+ users
- Proven security and brand name
- Combine features and functionalities
- Expand presence in fastgrowing sector

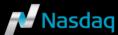




Thought Leadership And Best Practices

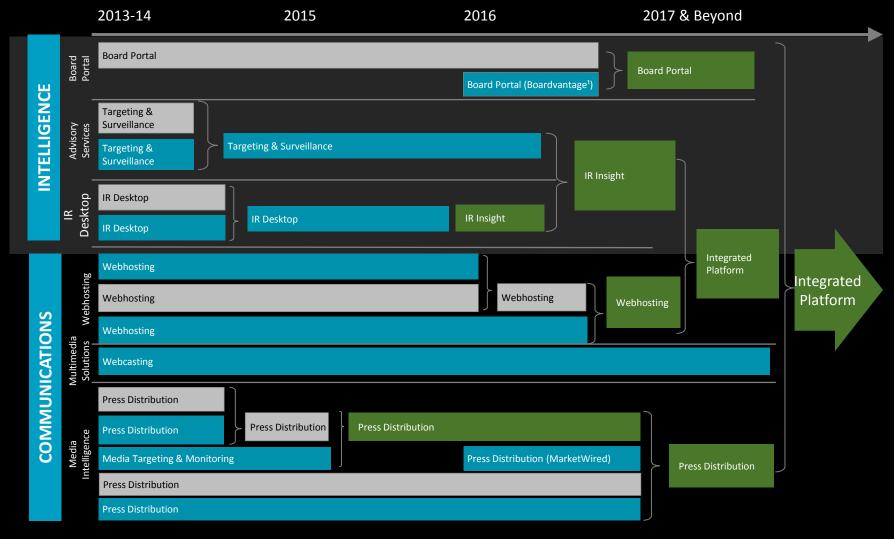


Purpose-Built for Boards and Leadership



## PRODUCT INTEGRATION AND ADVANCEMENT

Consolidating Legacy Platforms To Achieve A Single, Integrated Solution





# **SERVICE ORGANIZATION EVOLUTION**

Implementing Service Excellence Initiatives To Enhance The Client Experience





## **FUTURE OF GLOBAL CORPORATE SOLUTIONS**

Managing Our Portfolio Of Assets To Achieve Positive Organic Growth And Margin Expansion

Shifting business mix toward higher growth, higher margin sectors

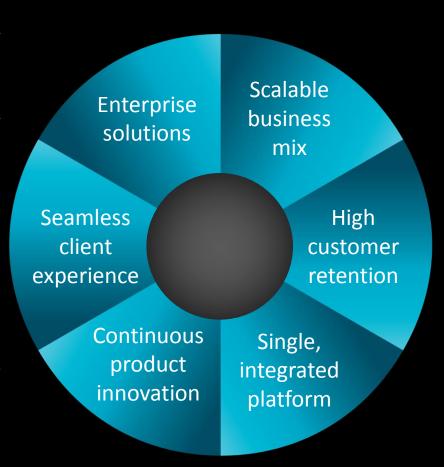
Investing in product innovation and platform integration

**Evolution of client service** 

Operational simplification

Meeting corporate professionals' needs across the enterprise

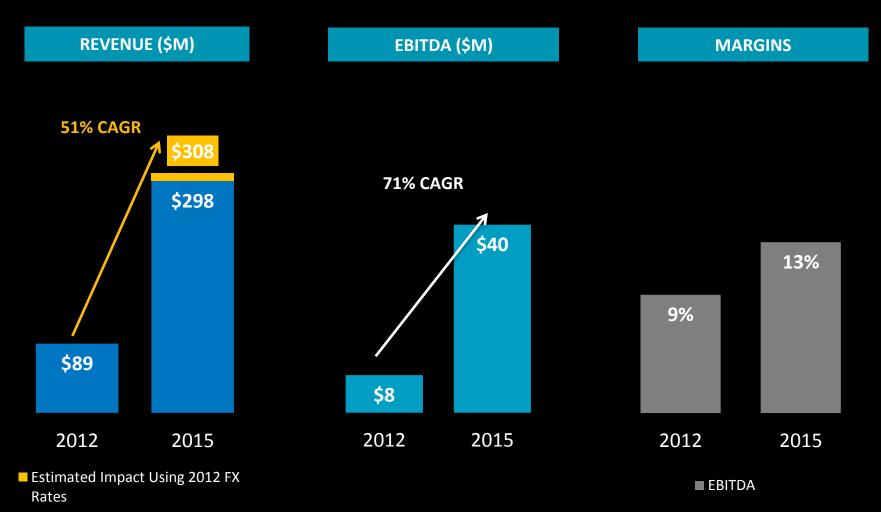
Synergies from acquisitions





## **CORPORATE SOLUTIONS CONTRIBUTION TO TSR**

Margin Improvement

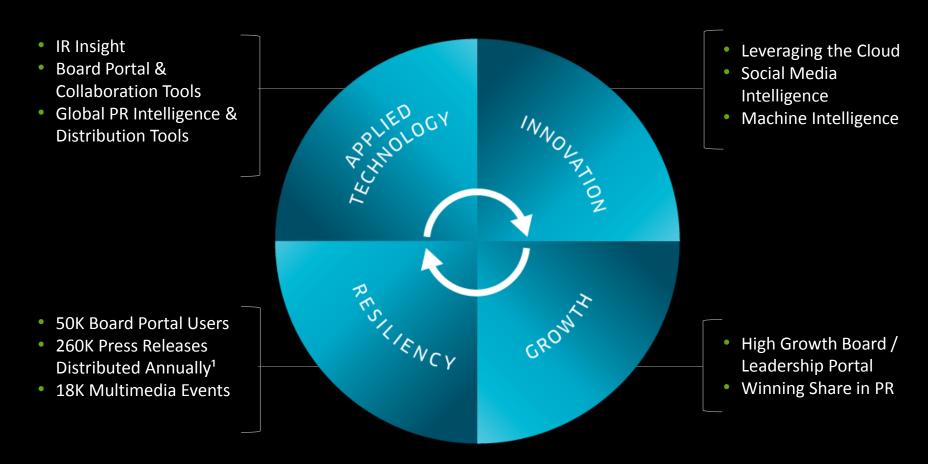


Note: EBITDA and margins are non-GAAP measures



## **CORPORATE SOLUTIONS STRATEGIC FOCUS**

Innovation And Simplification To Drive Profitable Growth



<sup>1</sup>Pro forma Marketwired impact





## **MARKET TECHNOLOGY**

Shaping Capital Markets of Tomorrow, Today

## LARS OTTERSGÅRD

**Executive Vice President** 



## MARKET TECHNOLOGY'S DIVERSIFIED PRODUCT SUITE

Supports Customers' Growing Operational, Governance, Risk & Compliance Needs



Exchanges
Clearinghouses
Depositories
Regulators

#1 in Surveillance Technology



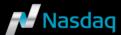
## **Broker Firms**

Global Multi-Asset Class Real-Time Transaction Surveillance Top 3 in Enterprise GRC Tech



## **Corporates**

Corporate
Governance, Risk
and Compliance



## **WE ARE TRUSTED AND #1 IN OUR INDUSTRY**

Exchanges, Brokers And Corporates In All Geographies And Of All Sizes Trust And Leverage Nasdaq Technology For Highest Level Of Integrity And Function

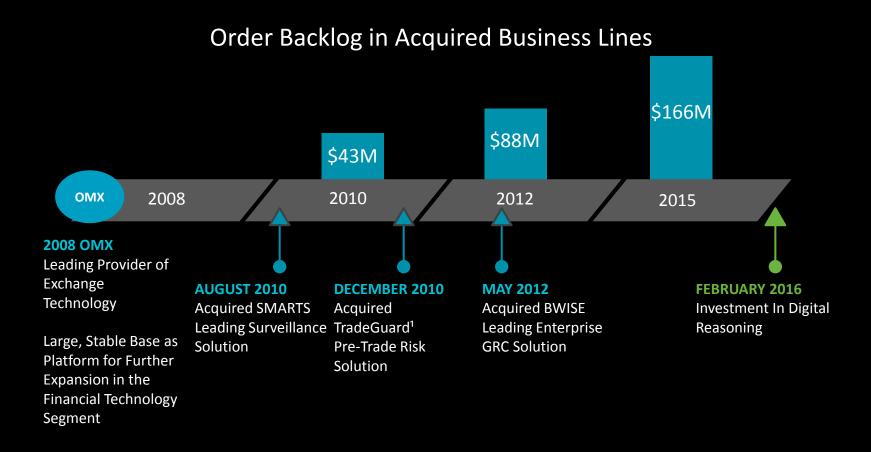






## **ACQUISITIONS AUGMENT ORGANIC GROWTH**

Proven Ability To Turn Targets Into Growth Assets

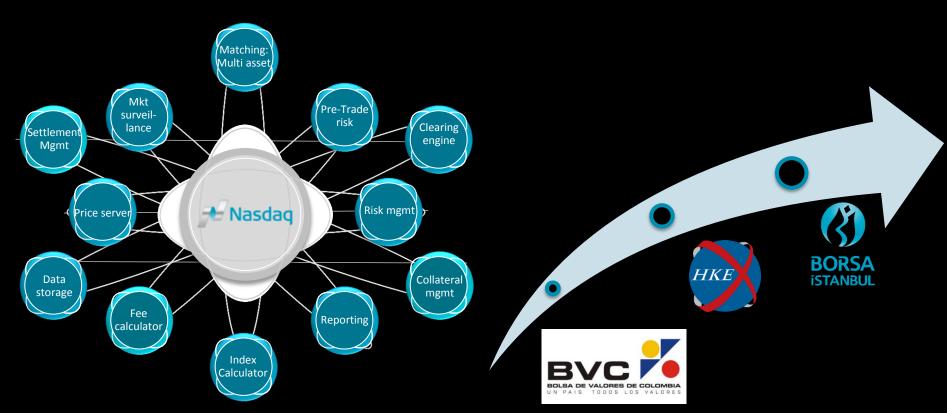




## WE OFFER ALL ELEMENTS OF EXCHANGE TECHNOLOGY

Modular On Common Core For Maximum Synergy And Service Selection

Flexible Offering With The Ability... ... To Serve Full Range Of Customer Needs:



- Multiple Entry Points Trading, Clearing, Depository, Risk, Data, Index, Surveillance
- Open And Scalable For All Market Sizes And Asset Classes, And Able To Interact With In-House Legacy Solutions



## POST-TRADE MARKET GROWTH OPPORTUNITY

Workflow Efficiency Through Standardization And Innovative Technology

#### **MARKET DYNAMICS**

#### **OUR RESPONSE**



Increasing regulation, pushing OTC to central clearing

Demand for risk and collateral effciency

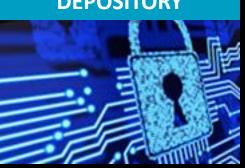
Standardization

Leading market position, yet investing

New clearing technology

Blockchain roadmap to stepwise improve market





Aging legacy technology

Race to upgrade to compete in new global market

Multi-asset, multi-currency solutions required

Strong market position, investing to take lead

New CSD technology

Key market for Blockchain initiative

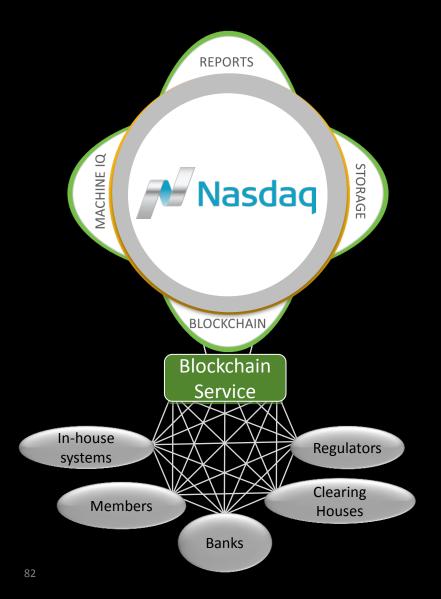
33%

of sales pipeline related to post-trade



## LEVERAGING NEW TRENDS FOR APPLIED TECHNOLOGY

Opportunity And Capability To Utilize Blockchain to Evolve Post-Trade Operations



#### "Multitude Of Benefits"

- Greater efficiencies: reduces need for any reconciliation of transaction data
- Complete and authentic: A completely validated historical record that can't be changed – Shared Golden Source
- Unique levels of resiliency and security: immutable ledger for all transactions
- Expansive global connectivity: opportunity for clearing connectivity across houses



## THE SMARTS GROWTH STORY CONTINUES

Maintaining Strong Growth in the Surveillance Space

2017-

**19%** 2010-2015 Revenue CAGR

2016

2011-2014

2010

**SMARTS** Acquired

Regulatory Surveillance

**Broker Compliance** 

130 subscriptions

Investments to grow topline

**Growing from** around 50 markets to more than 110

**New Asset Classes** 

FX, FI Derivatives, Energy

Derive related securities for cross

market/asset alerts New Alerts & **Reports** 

2015

Multi-Lingual **Dark Pools** 

1,060 subscriptions

**Buy-side Offering** 

E-comms partnership (w/AI)

Alert Scoring & Phase 1 Profiler (w/AI)

**Trade Supervision** for Front Office

**New User** Experience Voice communications

**Employee** Conduct - Control **Room Behaviors** 

Advanced **Investigations** Management **Capabilities** 

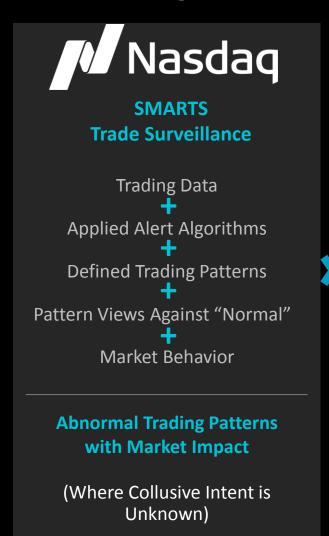
**New Alerting Paradigms** 

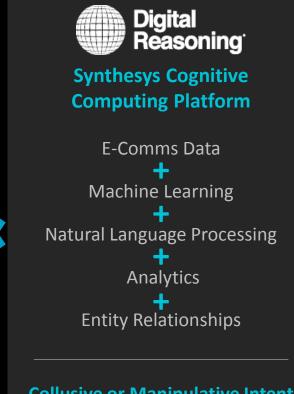
**New Data Sources** (TrueSource link) Tier 3 expansion



## **NASDAQ HOLISTIC SURVEILLANCE SOLUTION**

Surveillance Segment is Evolving: Moving Beyond Regulatory Requirements





#### **Collusive or Manipulative Intent**

(Where Market Impacts & Abnormal Trading Patterns are Unknown)





When the outputs from each product are combined, the Result is a **Contextualized** Surveillance Model

**Abnormal Trading Patterns** with **Market Impact** and Collusive **Intent** equals **Market Abuse** 



## **BWISE IS A LEADER IN GRC TECHNOLOGY**

Bwise Repeatedly Ranked As Leader By Analysts





Source: Gartner Magic Quadrant for Operational Risk Management 2015 Source: Forrester Wave for Enterprise GRC Platforms 2016



## **BWISE EXPANDING PRODUCT SUITE COVERAGE**

Fragmented, Rapidly Developing Market Where Investment And Consolidation Is Required To Stay Relevant. Bwise Investing To Maintain Its Leadership Position

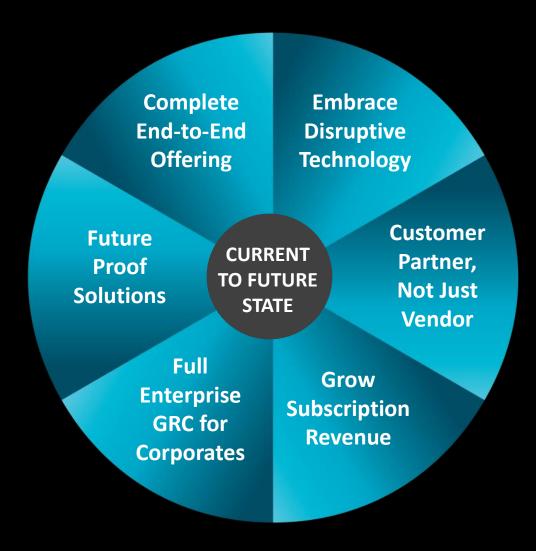
	CURRENT OFFERING		INVESTMENT AREAS					
	Enterprise Risk Operation Risk Audit Management	Information Security	Third Party Management	Policy Management				
BWise Position	#1	Challenger	Challenger	Challenger				
Current Market	\$1B	\$300M	\$300M \$100M					
Annual Market Growth	1 >10%	>15%	>20%	>10%				
Driving Factors	Increasing complexity Demand for risk control Automation	Cyber security New regulation, e.g. RegSCI	Pressure to avoid doing business with dubious counterparties	Sheer volume of regulation forces automation				

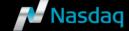


<sup>&</sup>lt;sup>1</sup>Annual Growth Rate is calculated as Internal Estimates based on Public Information

## **MARKET TECHNOLOGY STRATEGIC AIM**

Continue On Our Successful Path Of Being A True Partner To Our Customers





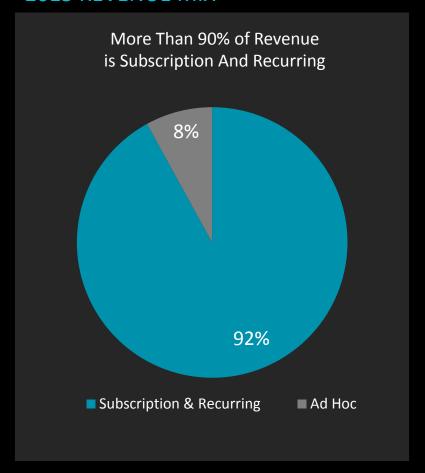
## **RESILIENT BUSINESS MODEL**

Growing Revenue And Growing Backlog, Fast Growing Subscription Business

#### **BACKLOG**



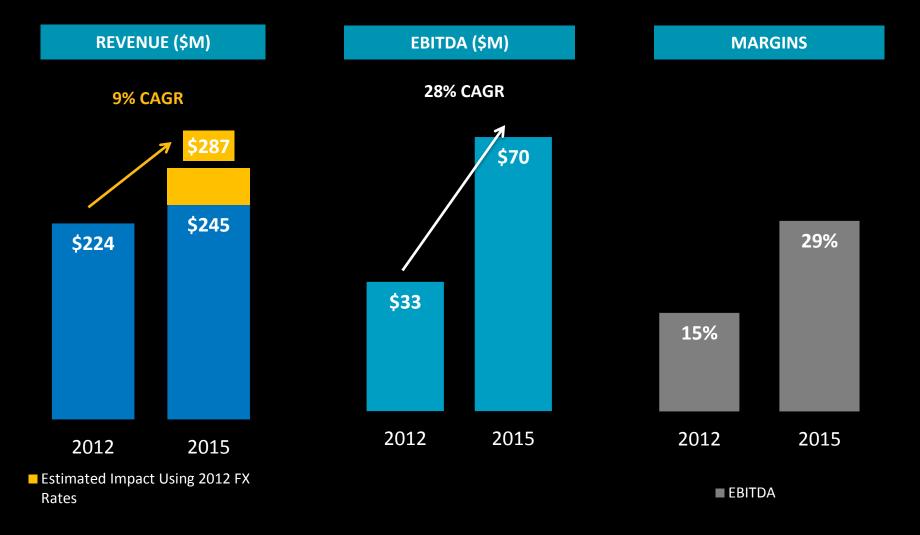
#### **2015 REVENUE MIX**





## MARKET TECHNOLOGY CONTRIBUTION TO TSR

Competitive Margins + Improving Revenue Growth Outlook

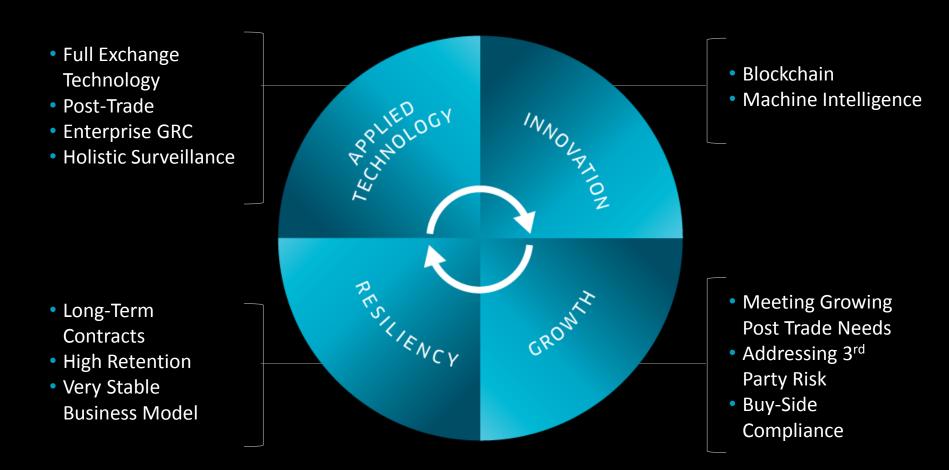


Note: EBITDA and margins are non-GAAP measures



## **MARKET TECHNOLOGY IS APPLIED TECHNOLOGY**

Continued Growth And Profitability Through A Resilient Business Model





## **FINANCE**

As a member of the finance department for 14 years, I have seen Nasdaq's remaking first hand. We have accelerated the twin engines of organic and acquisitive growth while maintaining a healthy balance of returning capital to shareholders and investing in our future - over the last three years alone we have invested in excess of \$100 million in R&D efforts, while returning just shy of \$900 million to our shareholders.

/ Ron Hassen, Interim CFO



## **DOUBLE DIGIT TOTAL SHAREHOLDER RETURN POTENTIAL**

#### **HIGH RECURRING REVENUE**

75% subscription and recurring revenue in 2015



#### **RESILIENT BUSINESS MODEL THROUGH CYCLES**

Consistent organic growth in recurring and subscription businesses



#### CONSISTENT OPERATING LEVERAGE AND STRONG CASH CONVERSION

- 50%+ EBITDA margin
- ~Avg 100-200 bps annual margin expansion last 2 years¹
- 100%+ free cash flow<sup>2</sup> conversion of EPS over last 5 years



#### **EFFECTIVE CAPITAL DEPLOYMENT**

- Disciplined and ROI-focused
- Internal growth initiatives

- Growth in dividend
- Opportunistic share buybacks

Targeted acquisitions

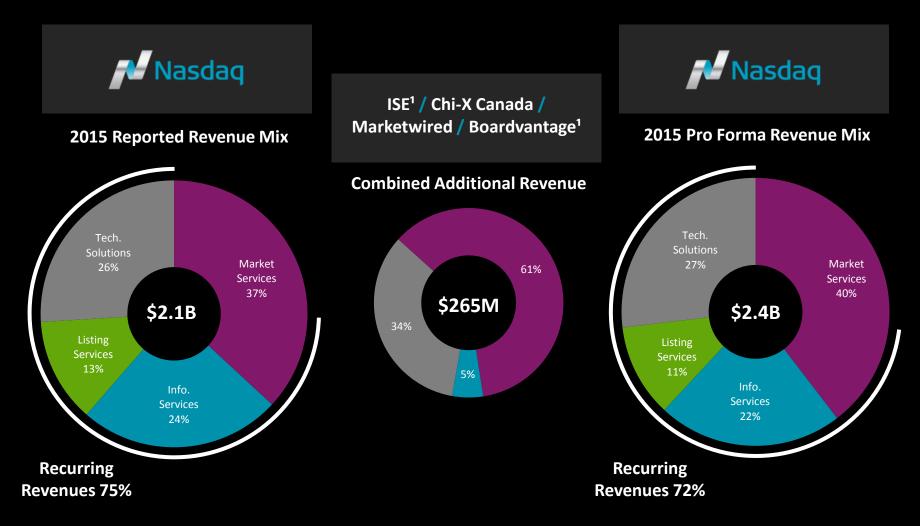


Non-GAAP operating margin increased from 44% in 2013 to 47% in 2015. Free cash flow conversion defined as free cash flow excluding Section 31 fees divided by non-GAAP net income



## HIGH QUALITY BUSINESS MODEL

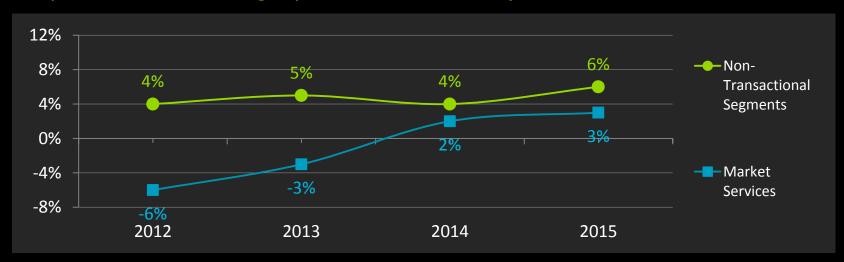
Recurring And Subscription Revenues Drive Predictable Growth



## ORGANIC REVENUE GROWTH AND OUTLOOK

Strong And Resilient Track Record

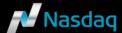
#### **Nasdaq Revenue Growth Excluding Acquisitions, Constant Currency**



#### Nasdaq Medium-term (3-5 Year) Organic Revenue Growth Outlook

U.S. GDP <sup>1</sup>	S&P 500 REVENUE	INFORMATION	TECHNOLOGY	LISTING	NON-TRANSACTIONAL
	CONSENSUS <sup>2</sup>	SERVICES	SOLUTIONS	SERVICES	SEGMENTS
2% - 3%	3% - 4%	Mid-Single Digits	Mid-Single Digits	Low-Single Digits	Mid-Single Digits

Company estimate.

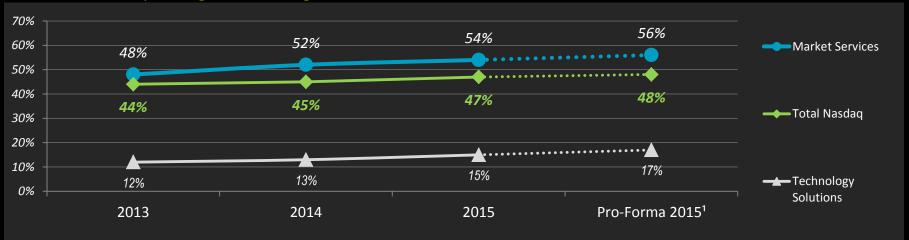


<sup>2.</sup> FactSet consensus est. 2015-2017 annual revenue growth, as of 3/30/2016

## RECENT ACQUISITIONS EXPECTED TO DRIVE MARGIN EXPANSION

**Building A More Profitable Franchise** 

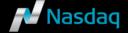
#### Non-GAAP Operating Income Margin



#### 2015 Pro-Forma Impact of Market Services and Corporate Solutions Acquisitions

MARKET SERVICES	TECHNOLOGY SOLUTIONS	TOTAL NASDAQ
Acquisition of Chi-X Canada and ISE <sup>2</sup> expected to add over 200 basis points to the Market Services segment 2015 non-GAAP pro forma operating margin <sup>1</sup>	Acquisition of Marketwired and Boardvantage <sup>2</sup> expected to add over 200 basis points to the Technology Solutions segment 2015 non-GAAP pro forma operating margin <sup>1</sup>	ISE <sup>2</sup> , Chi-X Canada, Marketwired and Boardvantage <sup>2</sup> acquisitions together expected to add 170 basis points to Nasdaq's overall non-GAAP pro forma operating margin <sup>1</sup>

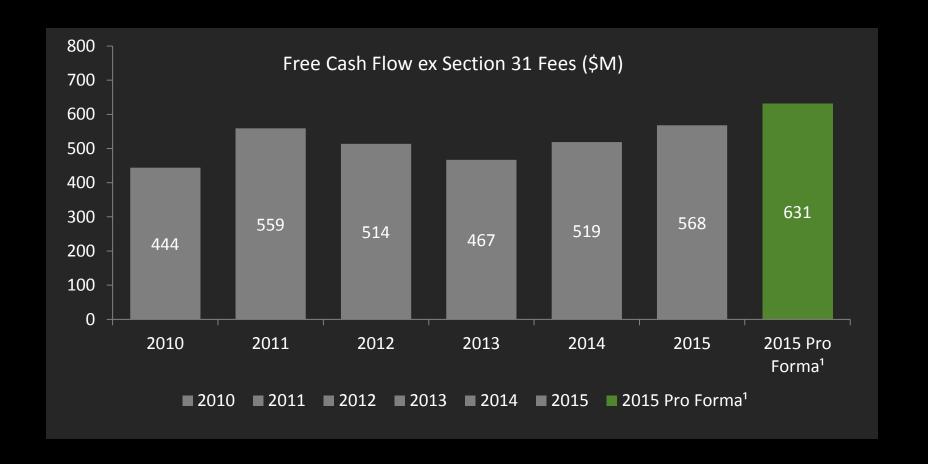
<sup>&</sup>lt;sup>1</sup>Assumes full realization of expected synergies, with conservatively estimated increases in allocated corporate overhead for segment margin Pro-Forma



<sup>&</sup>lt;sup>2</sup>Acquisitions not yet closed

## **CONSISTENT CAPITAL GENERATION**

**Provides Strategic Financial Flexibility** 

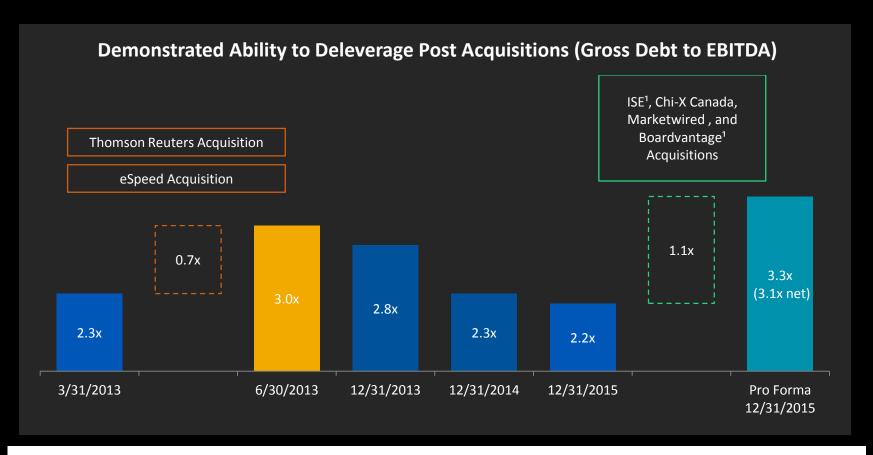


<sup>1</sup>Includes pro forma 2015 non-GAAP net income contribution from Chi-X Canada, Marketwired, ISE, and Boardvantage. ISE and Boardvantage are pending close.

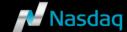


## THOUGHTFUL CAPITAL STRUCTURE

Manageable Financial Leverage Profile



Expect to return to mid-2's Gross Debt to EBITDA over 18-24 months from ISE's closing



<sup>&</sup>lt;sup>1</sup>ISE and Boardvantage are pending close.

## CREATING VALUE THROUGH CAPITAL DEPLOYMENT

Combined With Disciplined, Consistent Framework For Deployment

#### **CAPITAL DEPLOYMENT OBJECTIVE**

Maximize returns to shareholders through:

- Internal investment opportunities
- Share repurchases
- Acquisitions
- Dividends

#### **EXECUTION DISCIPLINE**

- Strategically relevant
- Estimate ROIC for all alternatives
  - Ensure returns exceed cost of capital
- Accretive within one year

#### **Direct Capital To Opportunities With Highest Risk-Adjusted Returns**

**2016-2017 Capital Deployment Priorities:** Near-term emphasis on de-leveraging to longer-term averages, but will remain selectively opportunistic on other uses.



## STRENGTHENING COMPETENCIES THROUGH ACQUISITIONS

### To Deliver For Both Customers And Shareholders

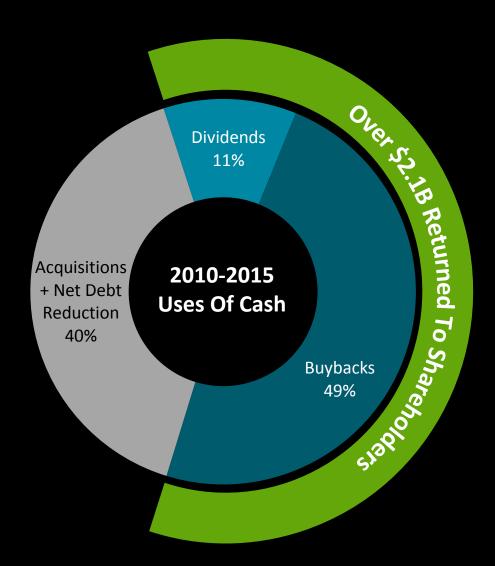
Segment	Market Services	Corporate Solutions <sup>2</sup>	Combined
Acquisitions	ISE <sup>1</sup> And Chi-X Canada	Marketwired And Boardvantage <sup>1</sup>	ISE¹/Chi-X/MW/BV¹
Purchase Price	ISE: \$1.1B     Includes \$100M in 2016-2017 tax     benefits and 20% incremental stake in     The Options Clearing Corp.     Chi-X Canada: \$110M	<ul><li>MarketWired: \$108M</li><li>Boardvantage: \$200M</li></ul>	• \$1.5 Billion
2015 Revenues	\$180M in net revenues	• \$85M in net revenues	• \$265M in net revenues
& non-GAAP Expenses	• \$93M in expenses	• \$69M in expenses	• \$162M in expenses
	Cost synergies of \$40M	Cost synergies of \$20M	. Takal analisahad asah
Synergy Targets	Synergies expected to be achieved within 18 months post closing	Synergies are expected to be achieved within 18 months post closing	<ul> <li>Total projected cost synergies of \$60M</li> </ul>
Non-Recurring Costs	Approximately \$45M	Approximately \$20M	Approximately \$65M
Non-GAAP EPS	Accretive to EPS within 12 months of closing	Accretive to EPS within 12 months of closing	• +\$0.37 to non-GAAP
Benefit	Approximately \$0.28 accretive to 2015 non- GAAP diluted EPS	Approximately \$0.09 accretive to 2015 non-GAAP fully diluted EPS	diluted EPS pro-forma 2015

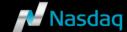
<sup>1</sup>ISE and Boardvantage are pending close



<sup>&</sup>lt;sup>2</sup>Corporate Solutions is a reporting unit in our Technology Solutions segment

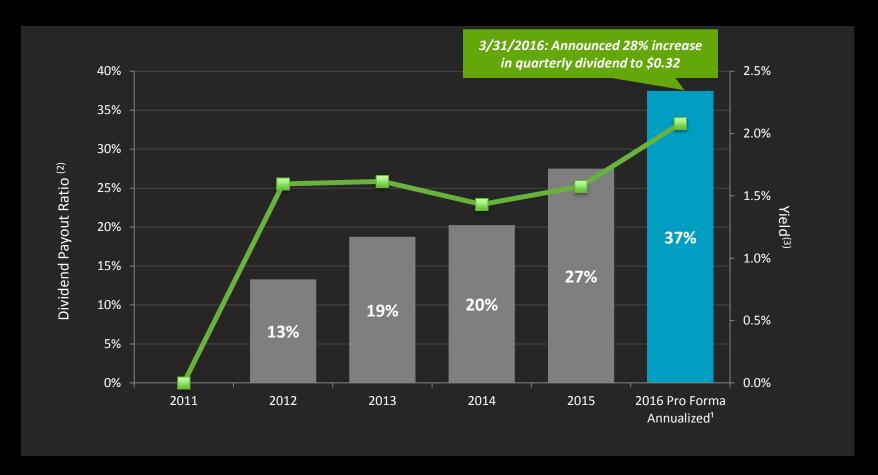
## **CREATING VALUE THROUGH CAPITAL DEPLOYMENT**



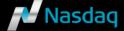


## **COMMITMENT TO SHAREHOLDER RETURN**

Dividends Are A Growing and Significant Component Of Total Shareholder Returns

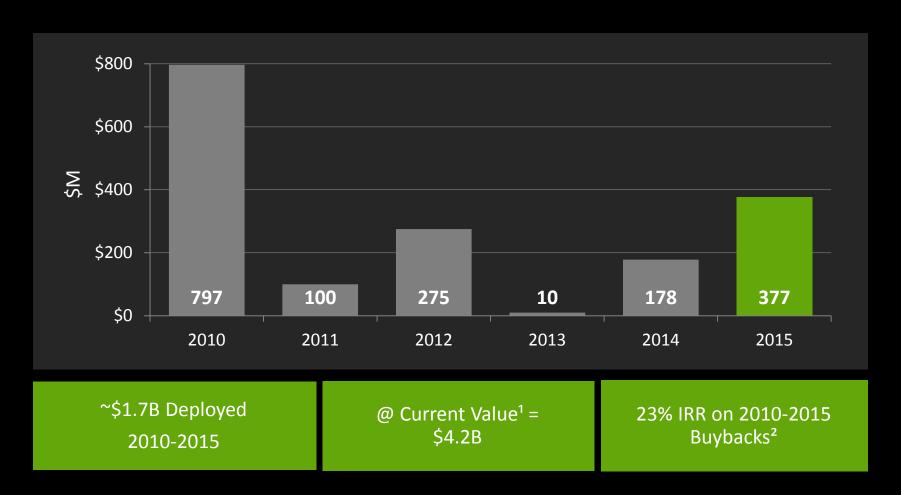


- 1. Includes pro forma 2016 quarterly dividend of \$0.32
- 2. Full-year dividends paid divided by prior-year non-GAAP net income
- Average daily dividend yield (Source: FactSet).



## **EFFECTIVE CAPITAL DEPLOYMENT**

Share Repurchases Have Delivered Attractive Returns For Shareholders



<sup>1</sup>Based upon 65.5M shares repurchased between 2010-2015 and 3/28/16 closing price of \$64.68 <sup>2</sup>Includes savings on dividends from repurchased shares



## **DOUBLE DIGIT TOTAL SHAREHOLDER RETURN POTENTIAL**

#### **HIGH RECURRING REVENUE**

75% subscription and recurring revenue in 2015



#### **RESILIENT BUSINESS MODEL THROUGH CYCLES**

Consistent organic growth in recurring and subscription businesses



#### CONSISTENT OPERATING LEVERAGE AND STRONG CASH CONVERSION

- 50%+ EBITDA margin
- ~Avg 100-200 bps annual margin expansion last 2 years¹
- 100%+ free cash flow<sup>2</sup> conversion of EPS over last 5 years



#### **EFFECTIVE CAPITAL DEPLOYMENT**

- Disciplined and ROI-focused
- Internal growth initiatives

- Growth in dividend
- Opportunistic share buybacks

Targeted acquisitions



Non-GAAP operating margin increased from 44% in 2013 to 47% in 2015. Free cash flow conversion defined as free cash flow excluding Section 31 fees divided by non-GAAP net income



## **IN CONCLUSION**



## A DIVERSIFIED SUITE FOCUSED ON GROWTH

Creating High Quality Markets Around The World

## LISTING SERVICES

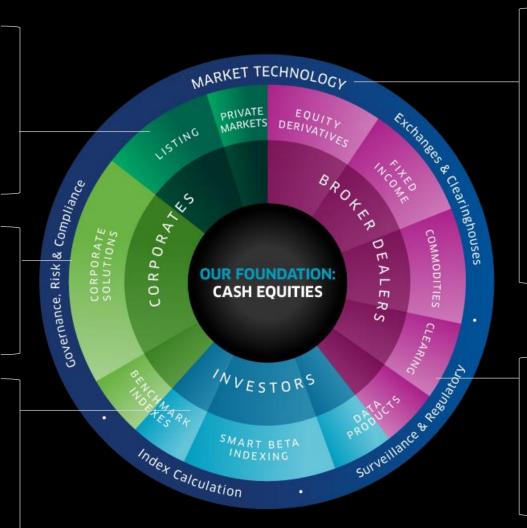
- Sector Win Rate
- Private Company Offering
- Private Equity
   Solutions

## **CORPORATE SOLUTIONS**

- IR Insight
- Board Portal
- PR Services

## INFORMATION SERVICES

- Smart Beta
- Analytics
- Machine Intelligence Applications
- Geography Expansion



#### MARKET TECHNOLOGY

- Post-Trade & CSD offering
- Blockchain Enabled Solutions
- Holistic Surveillance
- SMARTS Buy-Side Offering
- Index Calculator
- BWise eGRC
- NPM & Linq Platform

## MARKET SERVICES

- Canadian Equities
- ISE<sup>1</sup>
- eSpeed Elect
- NFX
- NLX



## **WE ARE NASDAQ**

## Applied Technology

To create and leverage disruptive technologies for the benefit of our clients through enhanced functionality, greater efficiencies and actionable intelligence

#### **Innovation**

At the heart of our DNA is client-centric innovation - an essential element to solving the challenges created by an increasingly complex business & market landscape

#### Growth

Opportunities to expand core businesses as well as increase investments that broaden and deepen our client relationships

## Resiliency

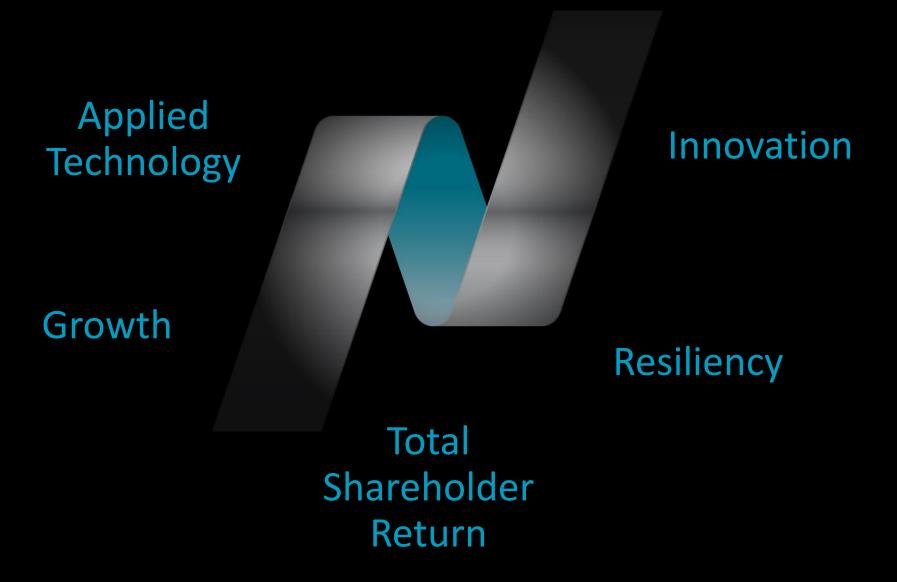
Overarching priority to ensure effectiveness for customers while maximizing financial strength and consistency of our business model & performance

### Total Shareholder Return

Double-digit TSR opportunity driven from organic growth, operating leverage, effective capital deployment and material shareholder returns



## **WE ARE NASDAQ**







## **APPENDIX**



# HISTORICAL REVENUE, OPERATING PROFIT, EBITDA, AND MARGIN TRENDS

NON-GAAP RESULTS <sup>(1)</sup> (US\$ Millions, except EPS)	2011	2012	2013	2014	2015
Net Revenues	\$1,690	\$1,663	\$1,895	\$2,067	\$2,090
Operating Expenses	(866)	(877)	(1,059)	(1,137)	(1,114)
Operating Income	824	786	836	930	976
Operating Margin <sup>(2)</sup>	49%	47%	44%	45%	47%
EBITDA	878	838	895	998	1,052
EBITDA Margin <sup>(3)</sup>	52%	50%	47%	48%	50%
Net Income	489	464	484	542	581
DILUTED EPS	\$2.72	\$2.69	\$2.83	\$3.13	\$3.39



<sup>&</sup>lt;sup>1</sup>Please refer to the Appendix for a complete reconciliation of GAAP to non-GAAP numbers

<sup>&</sup>lt;sup>2</sup>Operating margin equals operating income divided by net revenues

<sup>&</sup>lt;sup>3</sup>EBITDA margin equals EBITDA divided by net revenues

## HISTORICAL CASH FLOW / USES OF CASH FLOW

Free Cash Flow Calculation (US\$ millions)	2010	2011	2012	2013	2014	2015	2010 – 2015
Cash flow from operations	\$440	\$669	\$588	\$574	\$687	\$685	\$3,643
Capital expenditure	(42)	(88)	(87)	(115)	(140)	(133)	(605)
Free cash flow	398	581	501	459	547	552	3,038
Section 31 fees (net) *	46	(22)	13	8	(28)	16	33
Free cash flow ex. Section 31 fees	444	559	514	467	519	568	3,071
Uses of cash flow							
Share repurchases	797	100	275	10	178	377	1,737
Net repayment/(borrowing) of debt	(193)	248	145	(606)	235	(137)	(308)
Acquisitions (less dispositions)	189	26	112	1,164	-	256	1,747
Dividends	-	-	65	87	98	149	399
Total uses of cash flow	793	374	597	655	511	645	3,575

<sup>\*</sup> Net of change in Section 31 fees receivables of (\$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.



## **RECONCILIATION OF GAAP TO NON-GAAP**

#### **Net Revenues**

#### **ANNUAL**

(US\$ Millions)	FY11	FY12	FY13	FY14	FY15
GAAP REVENUES Less transaction-based expenses	\$1,690	\$1,674	\$1,895	\$2,067	\$2,090
Income from open positions relating to the operations of the Exchange	-	(11)	-	-	-
NON-GAAP REVENUES Less transaction-based expenses	\$1,690	\$1,663	\$1,895	\$2,067	\$2,090



<sup>1.</sup> Certain reclassifications of prior period amounts have been made to conform to the current period presentation

# PRO FORMA EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION AND AMORTIZATION

#### **ANNUAL**

(US\$ Millions)	FY11	FY12	FY13	FY14	FY15
NON-GAAP OPERATING INCOME	\$824	\$786	\$836	\$930	\$976
Plus					
Depreciation and Amortization of Tangibles	54	52	59	68	76
EBITDA of TR/eSpeed Pre-acquisition*			50		
EBITDA DWA**	-	-	-	-	1
Pro forma EBITDA	\$878	\$838	\$945	\$998	\$1,053

<sup>\*\* 1</sup>Q15 EBITDA of DWA contains January'15 EBITDA for Dorsey, Wright & Associates, LLC. 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.



<sup>\* 2</sup>Q13 EBITDA and FY13 EBITDA of TR/eSpeed contain only April'13 to May'13 EBITDA for TR and April'13 to June'13 EBITDA for eSpeed. 2013 EBITDA contains only Jan'13 to May'13 EBITDA for TR and Jan'13 to June'13 EBITDA for eSpeed. The sources of the pro forma information were LTM financials provided by eSpeed and Thomson-Reuters overlaid by Nasdaq's indirect expenses

# NON-GAAP EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION AND AMORTIZATION

#### 2015

(US\$ Millions)	Market Services	Listing Services	Information Services	Corporate Solutions	Market Technology
GAAP Operating Income <sup>1</sup>	413	113	365	26	58
Depreciation & Amortization	37	7	7	14	12
Non-GAAP EBITDA	450	120	372	40	70
Non-GAAP EBITDA Margin % <sup>3</sup>	58%	45%	73%	13%	29%

#### 2012

(US\$ Millions)	Market Services	Listing Services	Information Services	Corporate Solutions	Market Technology
GAAP Operating Income <sup>2</sup>	367	95	296	5	23
Depreciation & Amortization	31	4	4	3	10
Non-GAAP EBITDA	398	99	300	8	33
Non-GAAP EBITDA Margin % <sup>3</sup>	55%	44%	75%	9%	15%

<sup>&</sup>lt;sup>1</sup>Excludes Corporate Items & Eliminations of \$255M.



<sup>&</sup>lt;sup>2</sup>Excludes Corporate Items & Eliminations of \$96M.

<sup>&</sup>lt;sup>3</sup>EBITDA margin equals EBITDA divided by net revenues.

Note: Information Services' EBITDA margin 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.

## **OPERATING EXPENSES**

(US\$ Millions)	4Q14	1Q15	2Q15	3Q15	4Q15	FY11	FY12	FY13	FY14	FY15
GAAP OPERATING EXPENSES	\$344	\$480	\$301	\$298	\$290	\$994	\$984	\$1,207	\$1,313	\$1,370
Voluntary Accommodation Program								(44)		
Securities and Exchange Commission matter	-	-	-	-	-	-	-	(10)	-	-
Merger and strategic initiatives	(35)	-	(3)	(4)	(4)	(38)	(4)	(22)	(81)	(10)
Restructuring charges	-	(150)	(2)	(8)	(12)	-	(44)	(9)	-	(172)
Extinguishment of debt	(2)					(31)			(11)	
Special legal expenses		(31)					(7)	(3)	(2)	
Sublease reserve	(11)	-	-	-	-	-	-	-	(11)	-
Reversal of value added tax refund	-	(12)	-	-	-	-	-	-	-	(12)
Amortization of acquired intangible assets*	(16)	(15)	(15)	(15)	(15)	(55)	(52)	(63)	(69)	(62)
Loss reserve and insurance recovery				5	26					
Other						(4)		3	(2)	
Total adjustments	(64)	(208)	(20)	(22)	(5)	(128)	(107)	(148)	(176)	(256)
NON-GAAP OPERATING EXPENSES	\$280	\$272	\$281	\$276	\$285	\$ 866	\$ 877	\$ 1,059	\$1,137	\$1,114

<sup>\*</sup> Amortization expense related to intangible assets results primarily from business combinations. These non-cash expenses are fixed in connection with an acquisition, are then amortized over a number of years after the acquisition and 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.



## **OPERATING INCOME**

(US\$ Millions)	FY11	FY12	FY13	FY14	FY15
GAAP OPERATING INCOME	\$696	\$690	\$688	\$754	\$720
Income from open positions relating to the operations of the Exchange		(11)			
Voluntary Accommodation Program			44		
Securities and Exchange Commission matter			10		
Merger and strategic initiatives	38	4	22	81	10
Restructuring charges	-	44	9	-	172
Extinguishment of debt	31	-	-	11	-
Special legal expenses		7	3	2	
Sublease reserve	-	-	-	11	-
Reversal of value added tax refund	-	-	-	-	12
Amortization of acquired intangible assets*	55	52	63	69	62
Loss reserve and insurance recovery	-	-	-	-	-
Other	4		(3)	2	
Total adjustments	128	96	148	176	256
NON-GAAP OPERATING INCOME	\$ 824	\$ 786	\$ 836	\$930	\$976

<sup>\*</sup> Amortization expense related to intangible assets results primarily from business combinations. These non-cash expenses are fixed in connection with an acquisition, are then amortized over a number of years after the acquisition and 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.



## **NET INCOME AND DILUTED EPS**

(US\$ millions, except EPS)	FY11	FY12	FY13	FY14	FY15
GAAP NET INCOME ATTRIBUTABLE TO NASDAQ	\$387	\$352	\$385	\$414	\$428
Voluntary Accommodation Program	-	-	44	-	-
Securities and Exchange Commission matter	-	-	10	-	-
Income from open positions relating to the operations of the Exchange		(11)			
Gain on sale of investment security	-	-	(30)	-	-
Merger and strategic initiatives	38	4	22	81	10
Extinguishment of debt	31	-	-	11	-
Asset impairment charges	18	40	14	49	-
Loss on divestiture of a business	-	14	-	-	-
Sublease reserve	-	-	-	11	-
Restructuring charges	-	44	9	-	172
Special legal expenses	-	7	3	2	-
Income from OCC investment	-	-	-	-	(13)
Reversal of value added tax refund	-	-	-	-	12
Amortization of acquired intangible assets	55	52	63	69	62
Other	4	-	(3)	2	-
TOTAL NON-GAAP ADJUSTMENTS	146	150	132	225	243
Non-GAAP adjustment to the income tax provision (1)	(44)	(38)	(33)	(97)	(90)
Total Non-GAAP Adjustments, net of tax	102	112	99	128	153
NON-GAAP NET INCOME ATTRIBUTABLE TO NASDAQ	\$489	\$464	\$484	\$542	\$581
GAAP diluted EPS	\$2.15	\$2.04	\$2.25	\$2.39	\$2.50
Total adjustments from non-GAAP net income, above	\$0.57	\$0.65	\$0.58	\$0.74	\$0.89
NON-GAAP DILUTED EPS	\$2.72	\$2.69	\$2.83	\$3.13	\$3.39

<sup>1.</sup> Nasdaq determines the tax effect of each item based on the tax rules in the respective jurisdiction where the transaction occurred

