## 3Q15 EARNINGS PRESENTATION

October 22, 2015

## 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 make 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 by making certain adjustments or excluding costs or gains and assists investors in comparing our operating performance to prior periods. Management uses this non-GAAP information, along with GAAP information, in evaluating its historical operating performance.

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

## Cautionary Note Regarding Forward-Looking Statements

Information set forth in this communication contains forward-looking statements that involve a number of risks and uncertainties. Nasdaq cautions readers that any forward-looking information is not a guarantee of future performance and that actual results could differ materially from those contained in the forward-looking information. Such forward-looking statements include, but are not limited to (i) projections about our future financial results, growth, trading volumes, products and services, 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."

## 3Q15 NON-GAAP SUMMARY ${ }^{(1)}$

| (US\$ millions, except per share) | $3 Q 15$ | $3 Q 14$ | $\% \Delta$ | $\% \Delta \mathrm{ex}$. <br> $\mathrm{FX}(4)$ |
| :--- | ---: | ---: | ---: | ---: |
| Revenue from non-trading <br> segments ${ }^{(2)}$ | $\$ 329$ | $\$ 308$ | $7 \%$ | $11 \%$ |
| Market Services Net Revenue ${ }^{(3)}$ | $\$ 200$ | $\$ 189$ | $6 \%$ | $12 \%$ |
| Net Revenue ${ }^{(3)}$ | $\$ 529$ | $\$ 497$ | $6 \%$ | $11 \%$ |
| Operating Expenses | $\$ 276$ | $\$ 267$ | $3 \%$ | $9 \%$ |
| Operating Income | $\$ 253$ | $\$ 230$ | $10 \%$ | $13 \%$ |
| Diluted EPS | $\$ 0.88$ | $\$ 0.78$ | $13 \%$ | $17 \%$ |

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

3Q15 net revenues were $\$ 529$ million, $+6 \%$ y-o-y. Excluding a $\$ 23$ million y-o-y negative impact of currency, net revenues rose $11 \%$. ${ }^{(4)}$

- Excluding the impact of currency:
- Revenue from non-trading segments increased 11\%, or \$33 million y-o-y, with increases in Listings Services, Information Services, and Technology Solutions.
- Revenue from Market Services rose 12\%, or \$22 million y-o-y, on higher Cash Equity and Equity Derivatives Revenues partially offset by lower FICC revenues.
- Subscription and recurring revenue businesses constituted 73\% of total revenues in 3Q15, down from 74\% in 3Q14.
- $3 Q 15$ diluted EPS of $\$ 0.88$ reflected organic EPS growth of $+\$ 0.10,+\$ 0.02$ due to acquisitions, $+\$ 0.01$ due to higher other income, and $+\$ 0.01$ due to lower diluted share count, partially offset by ( $\$ 0.03$ ) impact of changes in foreign exchange rates and (\$0.01) due to higher tax rate as compared to 3Q14's diluted EPS of \$0.78.


## 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-Transactional <br> Segments <br> (IS, TS, LS) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $2 \%-3 \%$ | $4 \%-5 \%$ | Mid Single <br> Digits | Mid Single <br> Digits | Low Single <br> Digits | Mid-Single Digits |

[^0]2. FactSet consensus est. 2015-2017 revenue growth, as of 10/14/2015

## INFORMATION SERVICES

## IS 3Q15 <br> Net Revenue <br> Contribution



| Information Services Performance Summary |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $3 Q 15$ | $3 Q 14$ | $\% \Delta$ | $\% \Delta$ <br> Ex. FX |  |  |  |
| Net <br> Revenue | $\$ 132 \mathrm{M}$ | $\$ 114 \mathrm{M}$ | $16 \%$ | $18 \%$ | - <br> 12\% increase in Data Products revenue: Increased revenue <br> from both proprietary and consolidated tape plans, higher audit <br> collections, as well as the inclusion of revenue associated with <br> the DWA acquisition were partially offset by the impact of <br> foreign exchange. |  |  |
| Operating <br> Profit | $\$ 96 \mathrm{M}$ | $\$ 84 \mathrm{M}$ | $14 \%$ | $17 \%$ | 32\% growth in Index Licensing \& Services: Driven by the <br> inclusion of revenue associated with the DWA acquisition. |  |  |
| Operating <br> Margin | $73 \%$ | $74 \%$ |  |  |  |  |  |

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



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 3Q15 <br> Net Revenue <br> Contribution



| Technology Solutions Performance Summary |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $3 Q 15$ | $3 Q 14$ | $\% \Delta$ | $\% \Delta$ <br> $E x . ~ F X$ |  |  |
| Net <br> Revenue | $\$ 131 \mathrm{M}$ | $\$ 135 \mathrm{M}$ | $(3 \%)$ | $1 \%$ | - |  |
| 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 PR products. |  |  |  |  |  |  |
| Operating <br> Profit | $\$ 19 \mathrm{M}$ | $\$ 23 \mathrm{M}$ | $(17 \%)$ | $(22 \%)$ | 2\% decline in Market Technology: Driven by the <br> impact of FX and declines in software licensing and <br> support revenue, partially offset by organic growth in <br> SMARTS surveillance products and TradeGuard. |  |
| Operating <br> Margin | $15 \%$ | $17 \%$ |  |  |  |  |

## Operating Margin



TECHNOLOGY SOLUTIONS NET REVENUE


## LISTING SERVICES

## LS 3Q15 <br> Net Revenue <br> Contribution



| Listing Services Performance Summary |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q15 | 3Q14 | \% $\Delta$ | $\begin{gathered} \% \Delta \\ E x . F X \end{gathered}$ |  |
| Net Revenue | \$66M | \$59M | 12\% | 17\% | - $12 \%$ increase in Listing revenue: Due to both pricing |
| Operating Profit | \$29M | \$25M | 16\% | 24\% | - 35 NASDAQ U.S. IPO wins in 3Q15 (from 41 in 3Q14). <br> - U.S. IPO win rate was $80 \%$ for $3 Q 15$ and $72 \%$ YTD, vs. $61 \%$ for FY2014. |
| Operating Margin | 44\% | 42\% |  |  | - European new listings totaled 9 in 3Q15. <br> - NASDAQ Private Market grew its user base of companies to over 120, including recent additions of Legal Zoom, Mixpanel and Farfetch. |



## MARKET SERVICES



## NON-GAAP OPERATING EXPENSES

(US\$ millions)

| Total Non-GAAP operating expenses | 3 Q15 | 2 Q15 | 3Q14 |
| :--- | ---: | ---: | ---: |
| Compensation and benefits | 150 | 144 | 136 |
| Marketing and advertising | 6 | 6 | 5 |
| Depreciation and amortization | 19 | 19 | 17 |
| Professional and contract services | 33 | 42 | 37 |
| Computer operations and data <br> communications | 23 | 23 | 22 |
| Occupancy | 22 | 21 | 26 |
| Regulatory | 7 | 7 | 7 |
| General, admin. \& other | 16 | 19 | 17 |
| Total non-GAAP operating expenses | $\$ 276$ | $\$ 281$ | $\$ 267$ |
| 3Q15 non-GAAP operating exp. <br> @ 2Q15 currency rates | $\mathbf{\$ 2 7 7}$ |  |  |
| 3Q15 non-GAAP operating exp. <br> @ 3Q14 currency rates | $\mathbf{\$ 2 9 2}$ |  |  |



## 2015 NON-GAAP EXPENSE GUIDANCE

| (US\$ millions) | Unchanged 2015 Guidance ${ }^{(1)}$ |
| :---: | :---: |
| Core Non-GAAP Operating Expenses | \$1,055-\$1,070 |
| Research \& Development | $\$ 30-\$ 40$ |
| Total Non-GAAP Operating Expenses | $\mathbf{\$ 1 , 0 8 5 - \$ 1 , 1 1 0}$ |

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

## DEBT OBLIGATIONS

- 3 Q15 total debt increased by $\$ 154 \mathrm{M}$ vs. 2Q15 primarily due to a $\$ 150 \mathrm{M}$ revolver draw, a $\$ 3 \mathrm{M}$ increase in Euro bond book value (caused by stronger Euro) and a \$1 million increase due to amortization of debt issuance costs
- Manageable debt maturities, with largest maturity in 2021
- Net interest expense for 3Q15 was $\$ 27 \mathrm{M}$, a decrease of $\$ 1 \mathrm{M}$ as compared

| $\left(\$\right.$ millions) ${ }^{2}$ | $9 / 30 / 15$ | Maturity Date |
| :--- | ---: | :---: |
| Revolver (Libor +137.5 bps) | 310 | $11 / 25 / 19$ |
| 5.25\% Bond | 368 | $01 / 16 / 18$ |
| 5.55\% Bond | 597 | $01 / 15 / 20$ |
| 3.88\% Euro Bond | 665 | $06 / 07 / 21$ |
| 4.25\% Bond | 495 | $06 / 01 / 24$ |
| Total Debt Obligations | $\$ 2,435$ |  |
| Less Cash and Cash Equivalents | $(290)$ |  |
| Net Debt | $\$ 2,145$ |  | to $\$ 28 \mathrm{M}$ in 3 Q 14 , primarily due to impact of foreign exchange



Net Debt to EBITDA ${ }^{1}=2.1 \mathrm{x}$
Total Debt to EBITDA ${ }^{1}=2.3 \mathrm{x}$
LTM EBITDA ${ }^{1}=\$ 1,041$ million


1. See Appendix for EBITDA reconciliation. Pro forma leverage ratios have been calculated for Q3' 15 to reflect the acquisition of Dorsey, Wright \& Associates, LLC
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 | 2015YTD | 2009-2015YTD |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash flow from operations | \$582 | \$440 | \$669 | \$588 | \$574 | \$687 | \$472 | \$4,012 |
| Capital expenditure | (59) | (42) | (88) | (87) | (115) | (140) | (91) | (622) |
| Free cash flow | 523 | 398 | 581 | 501 | 459 | 547 | 381 | 3,390 |
| Section 31 fees (net) * | (62) | 46 | (22) | 13 | 8 | (28) | 84 | 39 |
| Free cash flow ex. Section 31 fees | 461 | 444 | 559 | 514 | 467 | 519 | 465 | 3,429 |
| Uses of cash flow |  |  |  |  |  |  |  |  |
| Share repurchases | - | 797 | 100 | 275 | 10 | 178 | 310 | 1,670 |
| Net repayment/(borrowing) of debt | 340 | (193) | 248 | 145 | (606) | 235 | (190) | (21) |
| Acquisitions (less dispositions) | (46) | 189 | 26 | 112 | 1,164 | - | 256 | 1,701 |
| Dividends | - | - | - | 65 | 87 | 98 | 108 | 358 |
| Total uses of cash flow | 294 | 793 | 374 | 597 | 655 | 511 | 484 | 3,708 |

* 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; ( $\$ 15$ million) in 2015 YTD and \$15 million in 2009-2015 YTD.


## APPENDIX

## SUMMARY NON-GAAP P\&L REVIEW

| (US\$ millions, except per share) | 3Q15 | 3Q14 | \$ chg. | \% chg. | $\begin{aligned} & \text { \% chg. } \\ & \text { ex. FX } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenue | \$529 | \$497 | 32 | 6\% | 11\% |
| Non-GAAP Operating Expenses | 276 | 267 | 9 | 3\% | 9\% |
| Non-GAAP Operating Income | 253 | 230 | 23 | 10\% | 13\% |
| Non-GAAP Operating Margin \% | 48\% | 46\% |  |  |  |
| Net Interest Expense | 27 | 28 | (1) | (4\%) |  |
| Non-GAAP Net Income | 151 | 136 | 15 | 11\% | 14\% |
| Non-GAAP diluted EPS | \$0.88 | \$0.78 | \$0.10 | 13\% | 17\% |
| Diluted Shares | 171.5 | 173.2 | (1.7) | (1\%) |  |

## FOREIGN EXCHANGE NET IMPACTS

|  |  |  | Total Variance |  | Operational Impact |  | FX Impact (Prior Year Rates) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All figures in US\$ Millions | 3Q15 | 3Q14 | \$M | \% | \$M | \% | \$M | \% |
| Market Services | \$200 | \$189 | \$11 | 6\% | \$22 | 12\% | (\$11) | (6\%) |
| Listing Services | 66 | 59 | 7 | 12\% | 10 | 17\% | (3) | (5\%) |
| Information Services | 132 | 114 | 18 | 16\% | 21 | 18\% | (3) | (3\%) |
| Technology Solutions | 131 | 135 | (4) | (3\%) | 2 | 1\% | (6) | (4\%) |
| Total Net Revenue | \$529 | \$497 | \$32 | 6\% | \$55 | 11\% | (\$23) | (5\%) |
| Non-GAAP Expenses | \$276 | \$267 | \$9 | 3\% | \$25 | 9\% | (\$16) | (6\%) |
| Non-GAAP Operating Income | \$253 | \$230 | \$23 | 10\% | \$30 | 13\% | (\$7) | (3\%) |
|  |  |  | Total Variance |  | Operational Impact |  | FX Impact (Prior Quarter Rates) |  |
|  | 3Q15 | 2Q15 | \$M | \% | \$M | \% | \$M | \% |
| Market Services | \$200 | \$189 | \$11 | 6\% | \$11 | 6\% | - | - |
| Listing Services | 66 | 66 | - | - | - | - | - | - |
| Information Services | 132 | 128 | 4 | 3\% | 4 | 3\% | - | - |
| Technology Solutions | 131 | 135 | (4) | (3\%) | (4) | (3\%) | - | - |
| Total Net Revenue | \$529 | \$518 | \$11 | 2\% | \$11 | 2\% | - | - |
| Non-GAAP Expenses | \$276 | \$281 | (\$5) | (2\%) | (\$3) | (1\%) | (\$2) | (1\%) |
| Non-GAAP Operating Income | \$253 | \$237 | \$16 | 7\% | \$14 | 6\% | \$2 | 1\% |

## EQUITY DERIVATIVE TRADING AND CLEARING



## CASH EQUITY TRADING




## FICC TRADING AND CLEARING



## INDEX LICENSING AND SERVICES



|  | FY14 |  |  |  | 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q14 | 2Q14 | 3 Q14 | 4Q14 | 1Q15 | 2Q15 | 3Q15 |
| Period-End \# of Licensed ETPs | 151 | 152 | 156 | 166 | 187 | 197 | 210 |
| Period-End AUM in Licensed ETPS (\$B) | 94 | 96 | 96 | 99 | 105 | 108 | 103 |
| Index Licensing \& Servicing Revenues | 23 | 22 | 22 | 22 | 25 | 29 | 29 |

## MARKET TECHNOLOGY



|  | FY14 |  |  |  | 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q14 | 2Q14 | 3Q14 | 4Q14 | 1Q15 | 2Q15 | 3Q15 |
| New Order Intake | 66 | 32 | 28 | 194 | 40 | 31 | 83 |
| Backlog | 675 | 658 | 637 | 716 | 728 | 707 | 738 |
| Revenue | 58 | 63 | 60 | 64 | 55 | 59 | 59 |

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

| (US\$ millions, except EPS) | 3Q15 | 2Q15 | 3Q14 |
| :---: | :---: | :---: | :---: |
| GAAP net income attributable to Nasdaq: | \$138 | \$133 | \$123 |
| Amortization of acquired intangible assets (1) | 15 | 15 | 17 |
| Restructuring charges (2) | 8 | 2 | - |
| Merger and strategic initiatives (3) | 4 | 3 | 5 |
| Insurance recovery (4) | (5) | - | - |
| Other | - | - | 1 |
| Total Non-GAAP adjustments | 22 | 20 | 23 |
| Adjustment to the income tax provision to reflect non-GAAP adjustments | (9) | (10) | (10) |
| Total Non-GAAP Adjustments, net of tax | 13 | 10 | 13 |
| Non-GAAP net income attributable to Nasdaq: | \$151 | \$143 | \$136 |
| GAAP diluted earnings per share: | \$0.80 | \$0.77 | \$0.71 |
| Total adjustments from non-GAAP net income above | 0.08 | 0.06 | 0.07 |
| Non-GAAP diluted earnings per share | \$0.88 | \$0.83 | \$0.78 |

Please refer to slide 24 for detailed footnotes

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

| (US\$ millions) | 3Q15 | 2Q15 | 3Q14 |
| :---: | :---: | :---: | :---: |
| GAAP operating income: | \$231 | \$217 | \$207 |
| Non-GAAP adjustments: |  |  |  |
| Amortization of acquired intangible assets (1) | 15 | 15 | 17 |
| Restructuring charges (2) | 8 | 2 | - |
| Merger and strategic initiatives (3) | 4 | 3 | 5 |
| Insurance recovery (4) | (5) | - | - |
| Other | - | - | 1 |
| Total non-GAAP adjustments | 22 | 20 | 23 |
| Non-GAAP operating income | \$253 | \$237 | \$230 |
| Total net revenues | \$529 | \$518 | \$497 |
| Non-GAAP operating margin (5) | 48\% | 46\% | 46\% |

Please refer to slide 24 for detailed footnotes

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

| (US\$ millions) | 3Q15 | 2Q15 | 3Q14 |
| :---: | :---: | :---: | :---: |
| GAAP operating expenses: | \$298 | \$301 | \$290 |
| Non-GAAP adjustments: |  |  |  |
| Amortization of acquired intangible assets (1) | (15) | (15) | (17) |
| Restructuring charges (2) | (8) | (2) | - |
| Merger and strategic initiatives (3) | (4) | (3) | (5) |
| Insurance recovery (4) | 5 | - | - |
| Other | - | - | (1) |
| Total non-GAAP adjustments | (22) | (20) | (23) |
| Non-GAAP operating expenses | \$276 | \$281 | \$267 |

Please refer to slide 24 for detailed footnotes

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

(1) 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.
(2) 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 $\$ 188$ million, consisting of the rebranding of our trade name, severance, asset impairments, facility-related and other costs. We recognized restructuring charges of $\$ 8$ 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, with the remaining amount to be recognized through June 2016. The restructuring charge for the three months ended June 30,2015 includes the reversal of a previously recorded sublease loss reserve of $\$ 10$ million for space we lease in New York, New York located at 1500 Broadway. In June 2015, as part of our real estate reorganization plans, management decided to occupy this space. 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.
(3) For the three months ended September 30, 2015 and June 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 ended September 30, 2014, merger and strategic initiatives expense primarily related to our acquisition of the TR Corporate businesses and other strategic initiatives.
(4) 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 is 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 September 30, 2015 primarily represents amounts reimbursed by applicable insurance coverage. Nasdaq anticipates that some or all of remaining amounts paid from the loss reserve will be reimbursed by applicable insurance coverage.
(5) 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) | 3 Q15 | $2 \mathrm{Q15}$ | 3Q14 |
| :---: | :---: | :---: | :---: |
| Depreciation and amortization |  |  |  |
| GAAP | 34 | 34 | 34 |
| Adjustments | (15) | (15) | (17) |
| non-GAAP | \$19 | \$19 | \$17 |
| Restructuring |  |  |  |
| GAAP | 8 | 2 | - |
| Adjustments | (8) | (2) | - |
| non-GAAP | - | - | - |
| Merger and strategic initiatives |  |  |  |
| GAAP | 4 | 3 | 5 |
| Adjustments | (4) | (3) | (5) |
| non-GAAP | - | - | - |
| Continued on next page |  |  |  |

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

| (US\$ millions) | 3Q15 | 2Q15 | 3Q14 |
| :---: | :---: | :---: | :---: |
| General, administrative and other |  |  |  |
| GAAP | 11 | 19 | 18 |
| Adjustments | 5 | - | (1) |
| non-GAAP | \$16 | \$19 | \$17 |
| Total Adjustments (Part 1 + Part 2) | (\$22) | (\$20) | (\$23) |

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

| (US\$ millions) | TTM | 3Q15 | 2Q15 | 1Q15 | 4Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Non-GAAP operating income | \$962 | \$253 | \$237 | \$235 | \$237 |
| Plus: |  |  |  |  |  |
| Depreciation and amortization of tangibles (NASDAQ) | 74 | 19 | 19 | 19 | 17 |
| EBITDA of DWA* | 5 |  |  | 1 | 4 |
| EBITDA pro forma for DWA acquisition | \$1,041 | \$272 | \$256 | \$255 | \$258 |

* 1Q15 EBITDA of DWA contains January'15 EBITDA for Dorsey, Wright \& Associates, LLC. TTM EBITDA of DWA contains October'14 to 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.


[^0]:    1. Company estimate.
