

# 4Q23 EARNINGS CONFERENCE CALL

FEBRUARY 6, 2024

# Disclaimers



The information in this presentation is current only as of its date and may have changed. We undertake no obligation to update this information in light of new information, future events or otherwise.

## Basis of Presentation

Tradeweb Markets Inc. (unless the context otherwise requires, together with its subsidiaries, referred to as "we," "our," "Tradeweb," "Tradeweb Markets" or the "Company") closed its IPO on April 8, 2019. As a result of certain reorganization transactions (the "Reorganization Transactions") completed in connection with the IPO, on April 4, 2019, Tradeweb Markets Inc. became a holding company whose only material assets consist of its equity interest in Tradeweb Markets LLC ("TWM LLC") and related deferred tax assets. As the sole manager of TWM LLC, Tradeweb Markets Inc. operates and controls all of the business and affairs of TWM LLC and, through TWM LLC and its subsidiaries, conducts its business. As a result of this control, and because Tradeweb Markets Inc. has a substantial financial interest in TWM LLC, Tradeweb Markets Inc. consolidates the financial results of TWM LLC and its subsidiaries.

The historical financial information and other disclosures contained in this presentation relating to periods prior to and including March 31, 2019, which we refer to as the "pre-IPO period," pertain to TWM LLC, the predecessor of Tradeweb Markets Inc. for financial reporting purposes. The historical financial information contained in this presentation relating to periods beginning on April 1, 2019, and through and including December 31, 2023, which we refer to as the "post-IPO period," pertain to Tradeweb Markets Inc. The pre-IPO period excludes, and the post-IPO period includes, our financial results from April 1, 2019 through April 3, 2019, which are not material.

On October 1, 2018, Refinitiv Holdings Ltd. ("Refinitiv"), which was controlled by certain investment funds affiliated with The Blackstone Group L.P., an affiliate of Canada Pension Plan Investment Board, an affiliate of GIC Special Investments Pte. Ltd. and certain co-investors, indirectly acquired substantially all of the financial and risk business of Thomson Reuters Corporation and Thomson Reuters Corporation indirectly acquired a non-controlling ownership interest in Refinitiv (collectively, the "Refinitiv Transaction"). As a result of the Refinitiv Transaction, as a consolidating subsidiary of Refinitiv, we accounted for the Refinitiv Transaction using pushdown accounting. Due to the change in the basis of accounting resulting from the application of pushdown accounting, the financial information for the period beginning on October 1, 2018, and through and including December 31, 2023, or the "successor" period, and the financial information for the periods prior to, and including, September 30, 2018, or the "predecessor" period, are not comparable. However, the change in basis resulting from the Refinitiv Transaction did not materially impact certain financial information. Accordingly, we present certain financial information for the year ended December 31, 2018 on a combined basis as the change in basis resulting from the Refinitiv Transaction did not materially impact such financial information and we believe it provides a meaningful method of comparison to other periods. The combined financial information is being presented for informational purposes only and (i) has not been prepared on a pro forma basis as if the Refinitiv Transaction occurred on the first day of the period, (ii) may not reflect the actual results we would have achieved absent the Refinitiv Transaction, (iii) may not be predictive of future results of operations and (iv) should not be viewed as a substitute for the financial results of the separate periods presented in accordance with GAAP.

We believe that gross revenue is the key driver of our operating performance and therefore is the revenue measure we utilize to assess our business on a period by period basis. Subsequent to September 30, 2018, there is no difference between references to "gross revenue" and "total revenue," "net revenue" or "revenue". Numerical figures included in this presentation have been subject to rounding adjustments and as a result totals may not be the arithmetic aggregation of the amounts that precede them and figures expressed as percentages may not total 100%. Please refer to the Company's previously filed Quarterly Reports on Form 10-Q and Annual Report on Form 10-K for capitalized terms not otherwise defined herein.

## Unaudited Interim and Annual Results

The interim and annual financial results presented herein for the quarters and years ended December 31, 2023 and 2022 are unaudited. Operating results for interim periods are not necessarily indicative of the results that may be expected for the full year.

## Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the federal securities laws. Statements related to, among other things, our guidance, including full-year 2024 guidance and full-year 2024 and 2025 revenue guidance related to the LSEG market data license agreement, future performance, the industry and markets in which we operate, our expectations, beliefs, plans, strategies, objectives, prospects and assumptions and future events are forward-looking statements.

We have based these forward-looking statements on our current expectations, assumptions, estimates and projections. While we believe these expectations, assumptions, estimates and projections are reasonable, such forward-looking statements are only predictions and involve known and unknown risks and uncertainties, many of which are beyond our control. These and other important factors, including those discussed under the heading "Risk Factors" in the documents of Tradeweb Markets Inc. on file with or furnished to the SEC, may cause our actual results, performance or achievements to differ materially from those expressed or implied by these forward-looking statements. Given these risks and uncertainties, you are cautioned not to place undue reliance on such forward-looking statements. The forward-looking statements contained in this presentation are not guarantees of future events or performance and future events, our actual results of operations, financial condition or liquidity, and the development of the industry and markets in which we operate, may differ materially from the forward-looking statements contained in this presentation. In addition, even if future events, our results of operations, financial condition or liquidity, and events in the industry and markets in which we operate, are consistent with the forward-looking statements contained in this presentation, they may not be predictive of events, results or developments in future periods.

Any forward-looking statement that we make in this presentation speaks only as of the date of such statement. Except as required by law, we do not undertake any obligation to update or revise, or to publicly announce any update or revision to, any of the forward-looking statements, whether as a result of new information, future events or otherwise, after the date of this presentation.

## Non-GAAP Financial Measures

This presentation contains "non-GAAP financial measures," including Adjusted EBITDA, Adjusted EBITDA margin, Adjusted EBIT, Adjusted EBIT margin, Adjusted EBT, Adjusted Net Income, Adjusted Net Income per diluted share ("Adjusted Diluted EPS"), Adjusted Expenses, Free Cash Flow and constant currency change, which are supplemental financial measures that are not calculated and presented in accordance with GAAP. We make use of non-GAAP financial measures in evaluating our past results and future prospects. We present these non-GAAP financial measures because we believe they assist investors and analysts in comparing our operating performance across reporting periods on a consistent basis by excluding items that we do not believe are indicative of our core operating performance.

We present certain changes on a "constant currency" basis. Since our consolidated financial statements are presented in U.S. dollars, we must translate non-U.S. dollar revenues and expenses into U.S. dollars. Constant currency change, which is a non-GAAP financial measure, is defined as change excluding the effects of foreign currency fluctuations. Constant currency information is calculated by translating the current period and prior period's results using the annual average exchange rates for the prior period. We use constant currency change as a supplemental metric to evaluate our underlying performance between periods by removing the impact of foreign currency fluctuations. We present certain constant currency change information because we believe it provides investors and analysts a useful comparison of our results and trends between periods. This information should be considered in addition to, not as a substitute for, results reported in accordance with GAAP.

See "Appendix" for reconciliations of the non-GAAP financial measures contained in this presentation to their most comparable GAAP financial measure. Non-GAAP financial measures have limitations as analytical tools, and you should not consider these non-GAAP financial measures in isolation or as alternatives to net income attributable to Tradeweb Markets Inc., net income, net income margin, earnings per share, operating income, operating expenses, cash flow from operating activities or any other financial measure prepared or derived in accordance with GAAP. You are encouraged to evaluate each adjustment included in the reconciliations. In addition, in evaluating Adjusted EBITDA, Adjusted EBITDA margin, Adjusted EBIT, Adjusted EBT, Adjusted Net Income, Adjusted Diluted EPS, Adjusted Expenses and Free Cash Flow, you should be aware that in the future, we may incur expenses similar to the adjustments in the presentations of these non-GAAP financial measures. Our presentation of non-GAAP financial measures should not be construed as an inference that our future results will be unaffected by unusual or non-recurring items. In addition, the non-GAAP financial measures contained in this presentation may not be comparable to similarly titled measures used by other companies in our industry or across different industries.

## Market and Industry Data

This presentation includes estimates regarding market and industry data that we prepared based on our management's knowledge and experience in the markets in which we operate, together with information obtained from various sources, including publicly available information, industry reports and publications, surveys, our clients, trade and business organizations and other contacts in the markets in which we operate. In presenting this information, we have made certain assumptions that we believe to be reasonable based on such data and other similar sources and on our knowledge of, and our experience to date in, the markets in which we operate. While such information is believed to be reliable for the purposes used herein, no representations are made as to the accuracy or completeness thereof and we take no responsibility for such information.

## Tradeweb Social Media

Investors and others should note that Tradeweb announces material financial and operational information using its investor relations website, press releases, SEC filings and public conference calls and webcasts. Information about Tradeweb, its business and its results of operations may also be announced by posts on the Company's accounts on the following social media channels: Instagram, LinkedIn and X (formerly Twitter). The information that we post through these social media channels may be deemed material. As a result, we encourage investors, the media, and others interested in Tradeweb to monitor these social media channels in addition to following our investor relations website, press releases, SEC filings and public conference calls and webcasts. These social media channels may be updated from time to time on our investor relations website.

# 4Q23 Earnings Call Participants



## STRATEGIC REVIEW

**Billy Hult**

CHIEF EXECUTIVE OFFICER



## GROWTH INITIATIVES

**Thomas Pluta**

PRESIDENT



## FINANCIAL REVIEW

**Sara Furber**

CHIEF FINANCIAL OFFICER



## WELCOME/ INTRODUCTION

**Ashley Serrao**

HEAD OF TREASURY, FP&A & IR

## OPERATING PERFORMANCE HIGHLIGHTS

### REVENUE

**\$370.0M**

+26.3% y/y\*  
+24.6% y/y (CC\*\*)¹

### INTERNATIONAL REVENUES

**\$137.1M**

+40.0% y/y  
+35.0% y/y (CC)¹

### ADJUSTED NET INCOME²

**\$151.9M**

+30.0% y/y  
+31.1% y/y (CC)¹

### ADJUSTED EBITDA MARGIN²

**53.0%**

+15 bps y/y  
+122 bps y/y (CC)¹

### ADJUSTED EBIT MARGIN²

**48.9%**

+64 bps y/y  
+166 bps y/y (CC)¹

### ADJUSTED DILUTED EPS²

**\$0.64**

+30.6% y/y  
+30.6% y/y (CC)¹

\*y/y = year over year comparison  
\*\*CC = constant currency

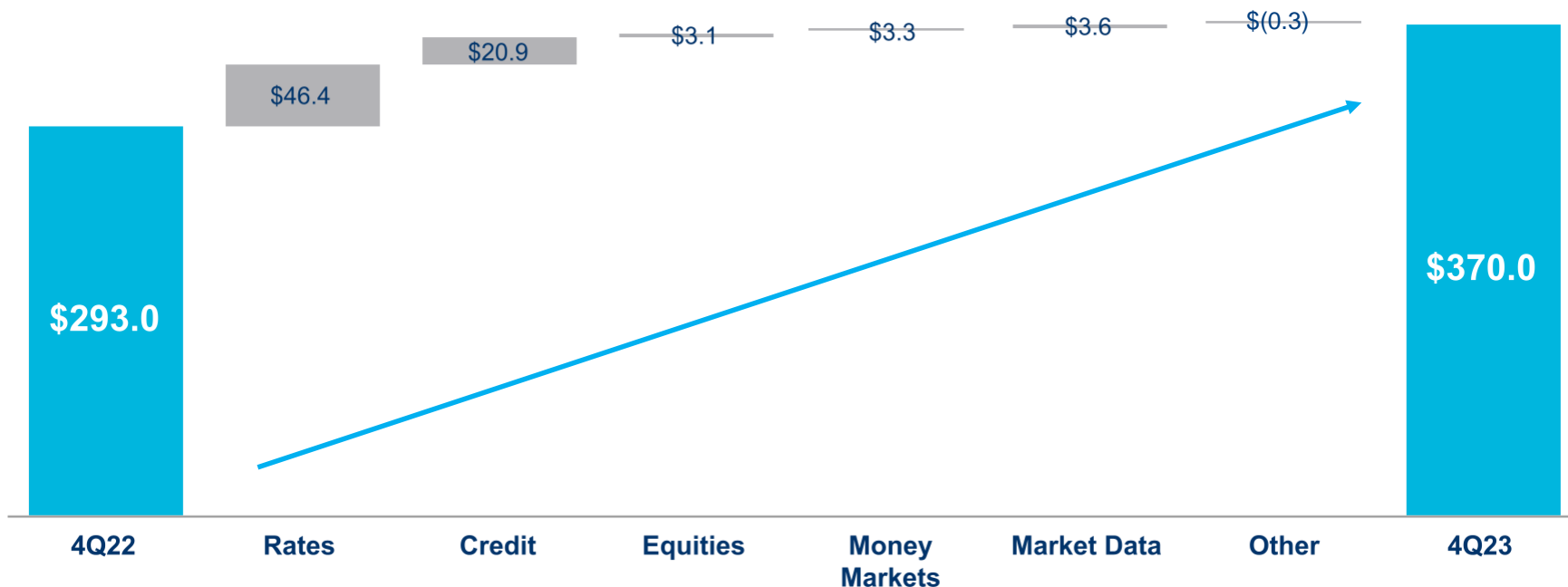
1. Changes presented on a "constant currency" basis reflect changes for the period excluding the impact of foreign currency fluctuations. See "Disclaimers – Non-GAAP Financial Measures" for more information.
2. Adjusted Net Income, Adjusted EBITDA margin, Adjusted EBIT margin and Adjusted Diluted EPS are non-GAAP financial measures. See "Appendix" for reconciliations to their most comparable GAAP financial measures.

# 4Q23 Revenue Results (\$ in millions)



**4Q23 REVENUE GROWTH OF 26.3% (CC 24.6% Y/Y)<sup>1</sup>**

**FY23 GROWTH OF 12.6% (CC 12.2% Y/Y)<sup>1</sup>**



	Rates	Credit	Equities	Money Markets	Market Data	Other	4Q23
<b>4Q23 y/y growth %</b>	<b>32.0%</b>	<b>25.0%</b>	<b>13.3%</b>	<b>24.9%</b>	<b>16.2%</b>	<b>(5.5)%</b>	<b>26.3%</b>
<i>4Q23 y/y constant currency growth %<sup>1</sup></i>	<i>30.1%</i>	<i>23.6%</i>	<i>10.7%</i>	<i>23.8%</i>	<i>15.3%</i>	<i>(5.6)%</i>	<i>24.6%</i>
<b>FY23 y/y growth %</b>	<b>14.9%</b>	<b>10.7%</b>	<b>1.9%</b>	<b>26.1%</b>	<b>9.5%</b>	<b>3.5%</b>	<b>12.6%</b>
<i>FY23 y/y constant currency growth %<sup>1</sup></i>	<i>14.5%</i>	<i>10.5%</i>	<i>1.2%</i>	<i>25.8%</i>	<i>9.3%</i>	<i>3.5%</i>	<i>12.2%</i>

<sup>1</sup> Changes presented on a "constant currency" basis reflect changes for the period excluding the impact of foreign currency fluctuations. See "Disclaimers – Non-GAAP Financial Measures" for more information.

Continuing to Strike the Right Balance Between  
Investing to Drive Revenue Growth & Margin Expansion

**GROWTH  
FROM  
2016-2023  
(CAGR)**








**14.5%**  
REVENUE  
GROWTH

**21.9%**  
ADJUSTED EBIT  
GROWTH<sup>1</sup>

**19.6%**  
ADJUSTED EBITDA  
GROWTH<sup>1</sup>

**25.9%**  
FREE CASH  
FLOW<sup>1</sup>

## BENCHMARKING PERFORMANCE

	FY 2023	FY 2022	Y/Y GROWTH
 VOLUMES	\$1,441B ADV*	\$1,129B ADV	+27.6%
 REVENUES	\$1,338M	\$1,189M	+12.6% / +12.2% (CC) <sup>2</sup>
 ADJ. NET INCOME <sup>1</sup>	\$536M	\$450M	+19.0%
 ADJ. EBITDA MARGIN <sup>1</sup>	52.4%	51.9%	+49 bps
 ADJ. EBIT MARGIN <sup>1</sup>	48.1%	47.5%	+58 bps
 ADJ. DILUTED EPS <sup>1</sup>	\$2.26	\$1.90	+18.9%
 FREE CASH FLOW <sup>1</sup>	\$684M	\$573M	+19.5%

\*ADV = Average Daily Volume

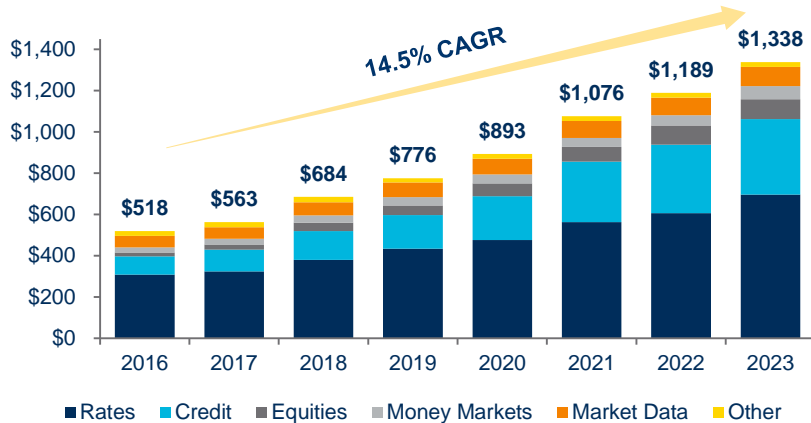
- Adjusted EBITDA, Adjusted EBITDA margin, Adjusted EBIT, Adjusted EBIT margin, Adjusted Net Income, Adjusted Diluted EPS and Free Cash Flow ("FCF") are non-GAAP financial measures. See "Appendix" for reconciliations to their most comparable GAAP financial measures.
- Changes presented on a "constant currency" basis reflect changes for the period excluding the impact of foreign currency fluctuations. See "Disclaimers – Non-GAAP Financial Measures" for more information.

# Asset Class Growth Led By Rates & Credit in 2023



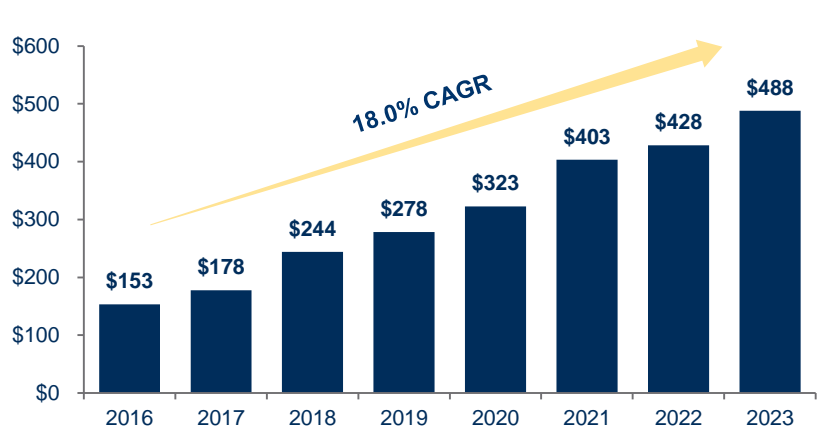
## STRONG GROWTH ACROSS ASSET CLASSES<sup>1</sup>

(\$ in millions)



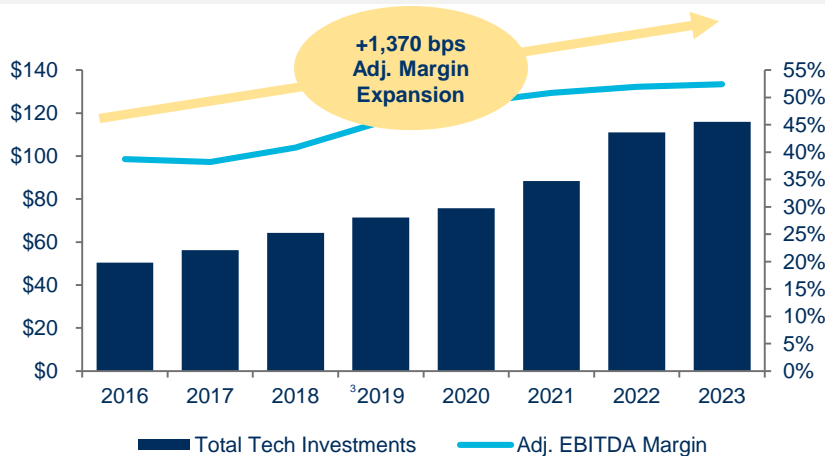
## INTERNATIONAL REVENUES CONTINUE TO SCALE<sup>1</sup>

(\$ in millions)

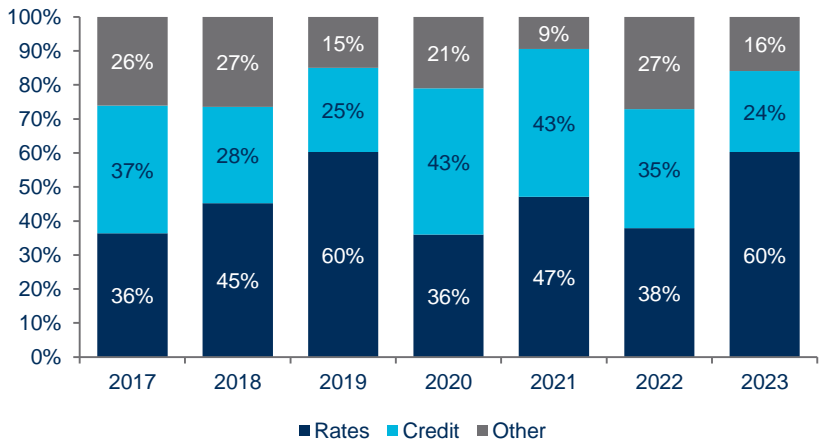


## BALANCING HIGHER INVESTMENTS & ADJ EBITDA MARGINS<sup>1,2,3</sup>

(\$ in millions)



## ANNUAL REVENUE GROWTH ATTRIBUTION<sup>1,4</sup>



1. Based on TW gross revenues.

2. Tech investments include technology compensation related to development and other investment areas, technology-related non-compensation costs in investment areas, and capital expenditures and excludes tech infrastructure operating expenses, maintenance spend, and technology acquired in business acquisitions.

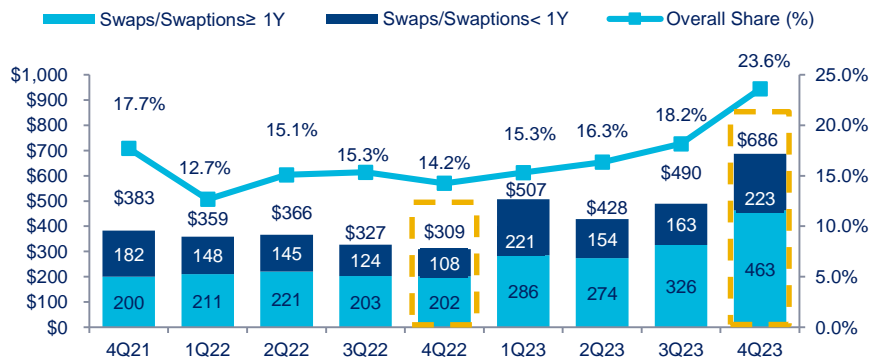
3. Represents the combined results of the period from January 1, 2018 to September 30, 2018 and the period from October 1, 2018 to December 31, 2018 for the full year ended December 31, 2018. This combination was performed by mathematical addition and is not a presentation made in accordance with GAAP. See "Disclaimers" for additional information and "Appendix" for additional reconciliations.

4. Other includes Equities, Money Markets, Market Data, and Other Trading Revenues.

# Key Growth Initiatives

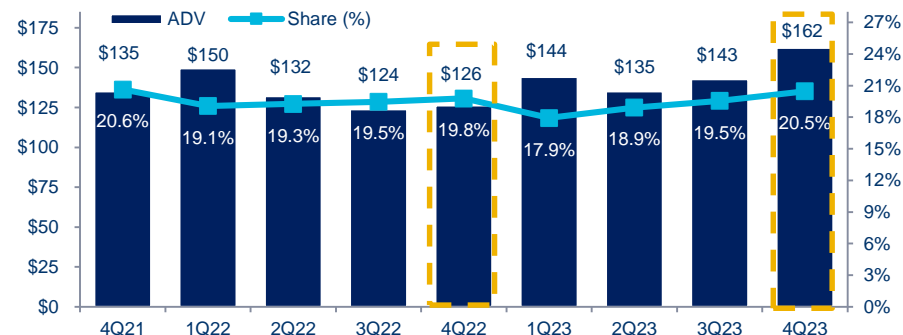
## GLOBAL IRS (ADV AND SHARE<sup>1</sup>) (\$ in billions)

4Q23 Y/Y Growth  
Total: +122%



## U.S. TREASURIES (ADV AND SHARE<sup>2</sup>) (\$ in billions)

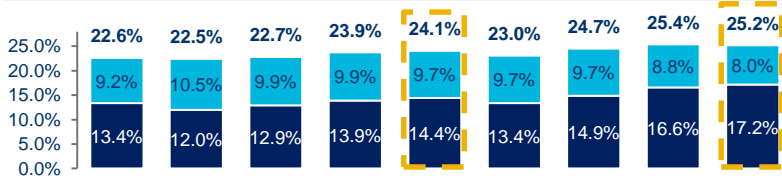
4Q23 Y/Y Growth  
Total: +29%



## U.S. CASH CREDIT (SHARE<sup>3</sup>)

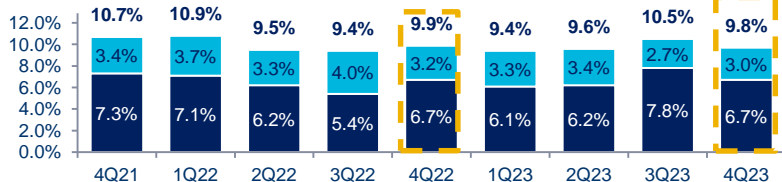
### High Grade

4Q23 Y/Y ADV Growth  
HG: Total +22%, Electronic +39%, E-P -4%



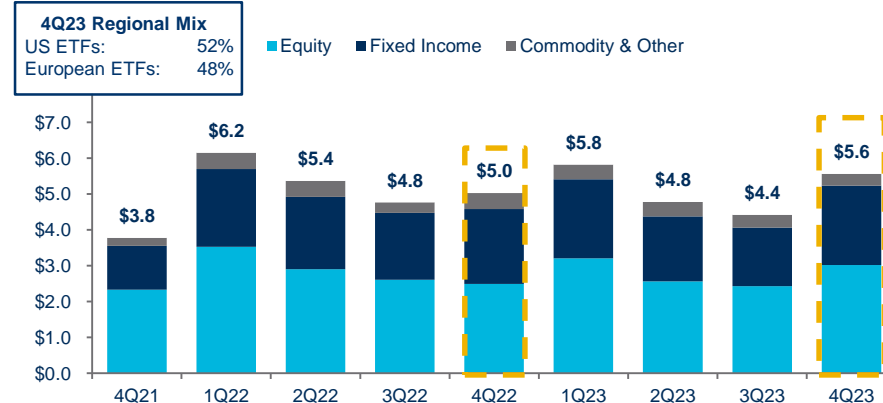
### High Yield

4Q23 Y/Y ADV Growth  
HY: Total +9%, Electronic +11%, E-P +4%



## GLOBAL ETFs (INSTITUTIONAL ADV) (\$ in billions)

4Q23 Y/Y Growth  
Total: +11%



Note: Totals may not foot due to rounding.

1. Share and volumes reflect TW interest rates swaps ("IRS") volumes across institutional, wholesale and retail client sectors, divided by Clarus cleared market volumes. Global IRS market refers to volumes traded by U.S. and non-U.S. entities.

2. Share and volumes reflect TW U.S. Treasuries volume across institutional, wholesale and retail client sectors, divided by SIFMA volume.

3. Share reflects TW high grade and high yield volume across institutional, wholesale and retail client sectors, divided by TRACE volume, adjusted by Tradeweb management to exclude emerging market and convertible bond volumes.



# Credit Growth Initiatives

## EXPANDING SHARE<sup>1,2</sup>

(Share of TRACE  
\$ in billions, ADV)

Inst.  
Client  
Count

681

726

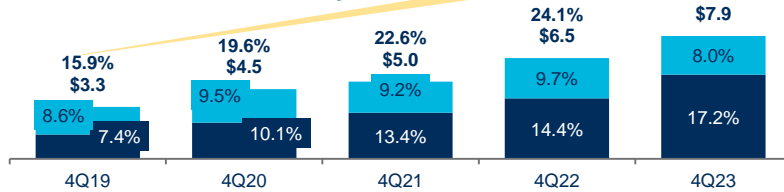
769

839

910

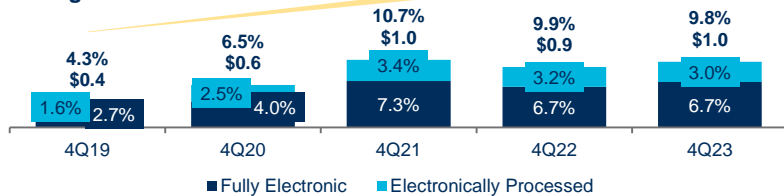
### U.S. Investment Grade

24% CAGR



### U.S. High Yield

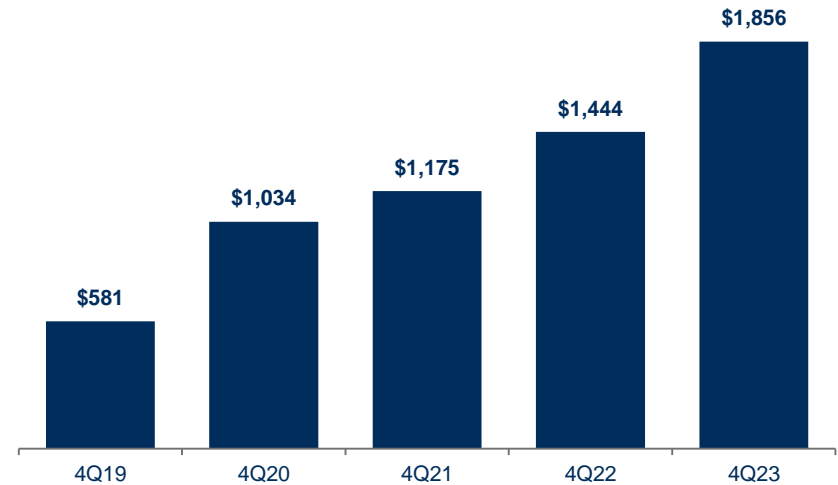
27% CAGR



■ Fully Electronic ■ Electronically Processed

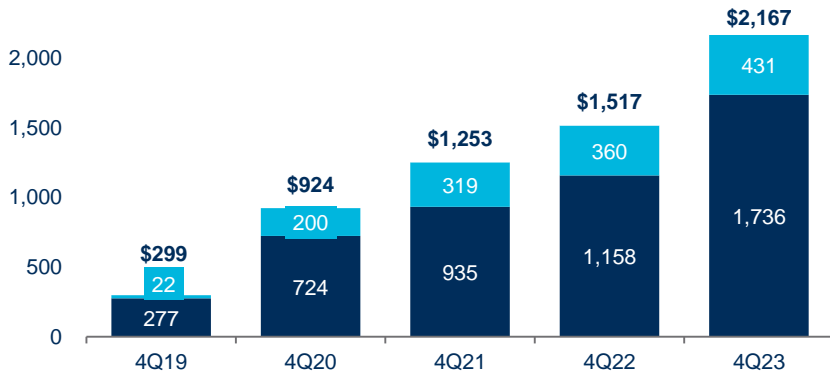
## GROWING FOUNDATIONAL U.S. RFQ PROTOCOL

(\$ in millions, ADV)



## GLOBAL PORTFOLIO TRADING ADV<sup>1</sup>

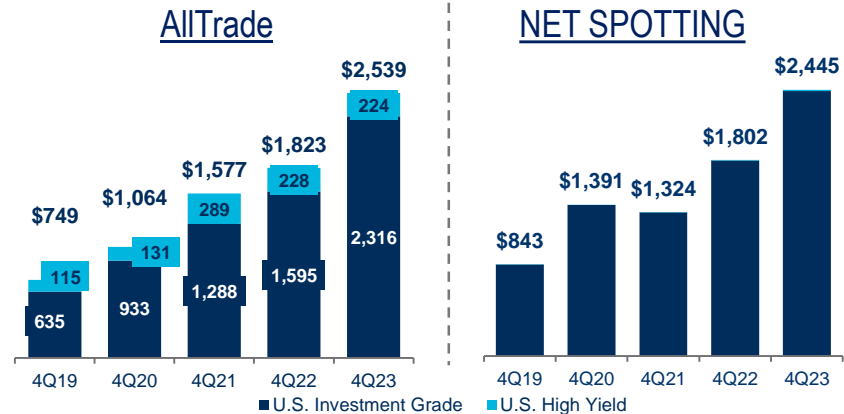
(\$ in millions, ADV)



■ U.S. ■ International

## SOLIDIFYING OUR U.S. DIFFERENTIATORS<sup>1</sup>

(\$ in millions, ADV)



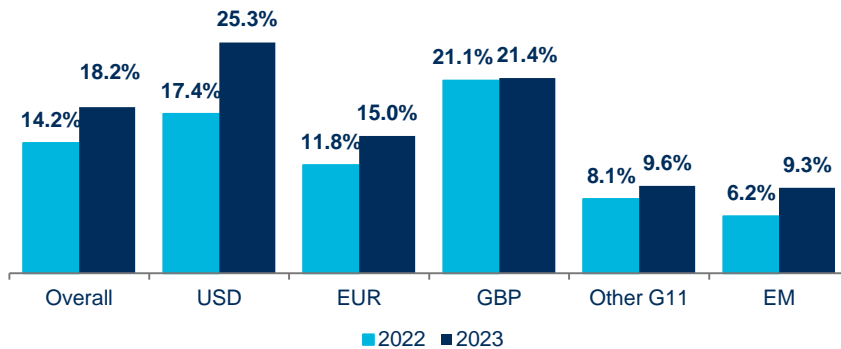
■ U.S. Investment Grade ■ U.S. High Yield

1. Totals may not foot due to rounding.

2. Share reflects TW high grade and high yield volume, divided by TRACE volume, adjusted by Tradeweb management to exclude emerging market and convertible bond volumes.

# IRS Growth Initiatives

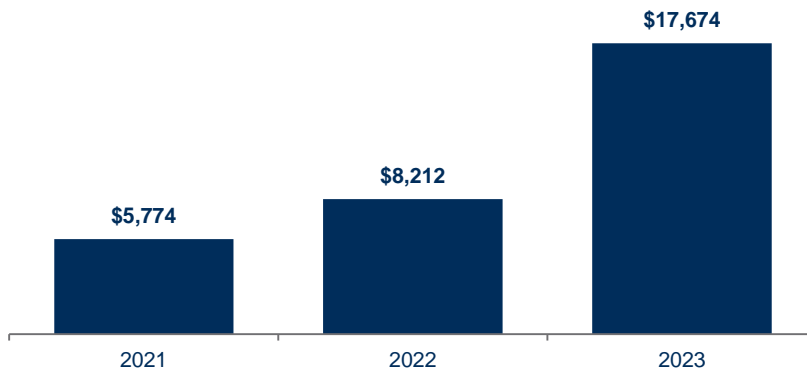
## TRADEWEB MARKET SHARE BY CURRENCY<sup>1</sup>



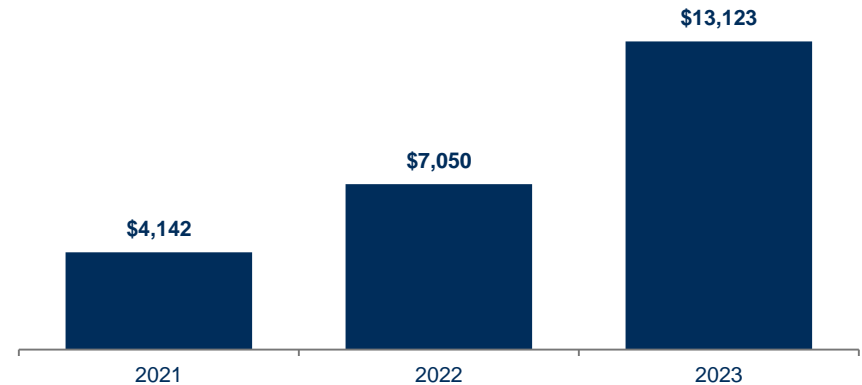
## STRONG 2021-2023 ACTIVE USER CAGR GROWTH<sup>2</sup> (\$ in millions)

USD	26%
EUR	27%
GBP	25%
EM	65%
Other G10	40%

## GROWING TW EM SWAPS ADV<sup>1</sup> (\$ in millions)



## GROWING TW SWAPS RFM ADV (\$ in millions)

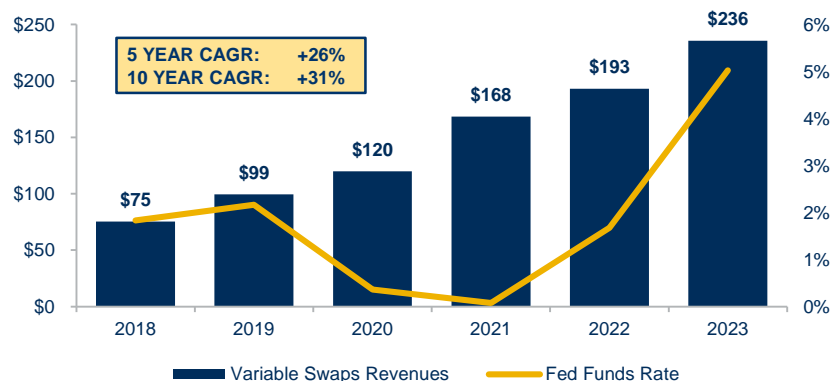


1. EM is defined as Emerging Markets.
2. 2019 is the first year post MIFID II.

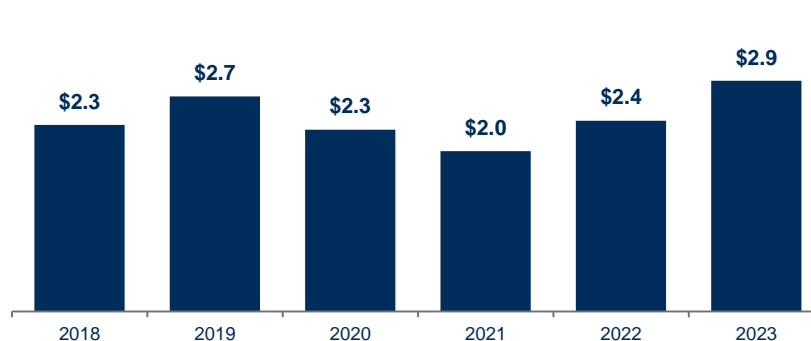
# Durable Swaps Business in Early Innings of Growth



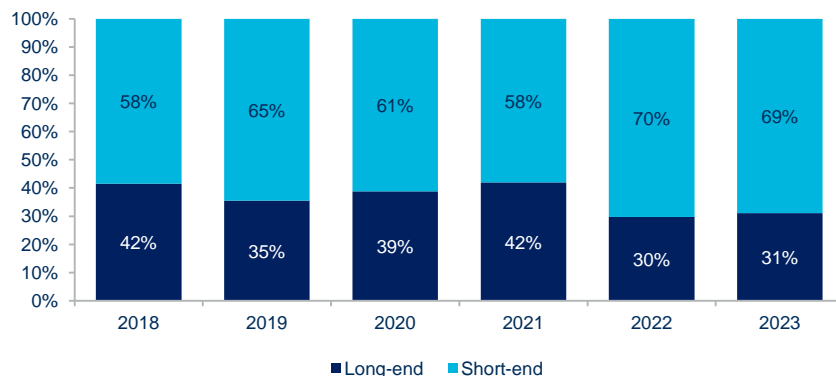
## DURABLE TRADEWEB VARIABLE SWAPS REVENUE GROWTH (\$ in millions)



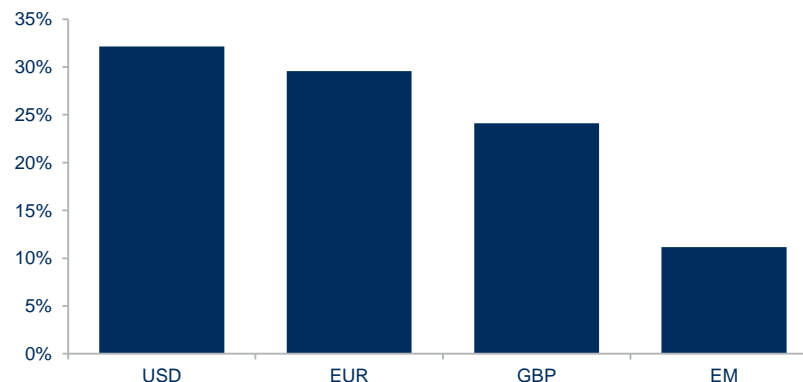
## THE RECOVERY IN GLOBAL INDUSTRY SWAPS ADV<sup>1</sup>... (\$ in trillions)



## ...HAS BEEN DRIVEN BY LOWER FPM SHORT-END SWAPS<sup>2</sup>



## ELECTRONIFICATION HAS SIGNIFICANT RUNWAY<sup>3</sup>

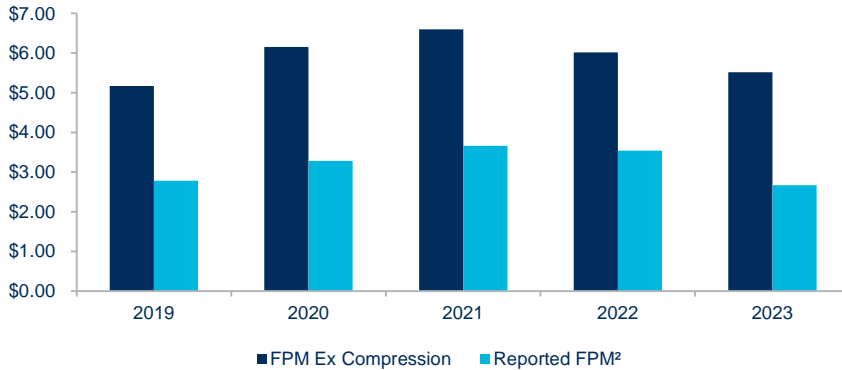


1. Share and volumes reflect TW IRS volumes across institutional and wholesale client sectors, divided by Clarus cleared market volumes. Global IRS market refers to volumes traded by U.S. and non-U.S. entities.  
2. Data based on LCH split of volumes by > and < than 2 Years.  
3. 2023 electronification rates are based on Clarus and management estimates

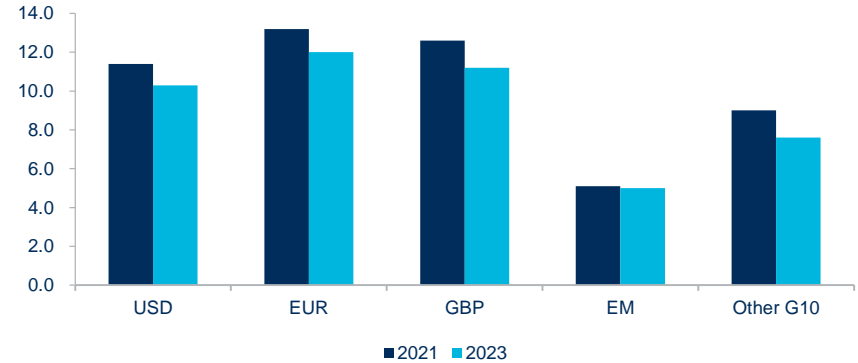
# Compression Volumes Are Accretive To Swaps Growth



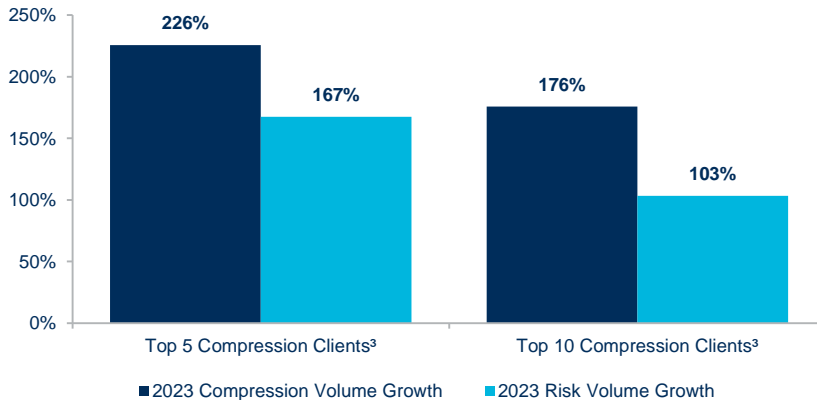
## CORE RISK FPM IS AFFECTED BY DURATION AND MIX SHIFT<sup>1</sup>



## TRADE WEIGHTED DURATION HAS FALLEN 10% SINCE 2021<sup>1</sup>



## COMPRESSION FLOW HAS LED TO GROWTH IN RISK TRADING<sup>1</sup>



## COMPRESSION FLOW HAS LED TO RISK WALLET SHARE GAINS<sup>1</sup>

2023 Top 5 Compression Clients by Volume	2022 Risk Volume Ranking	2023 Risk Volume Ranking
#1	1	1
#2	96	87
#3	12	3
#4	10	6
#5	66	26

1. Excluding <1yr Swaps.  
 2. Refer to the 10-K for full FPM detail.  
 3. Top clients determined by compression volume traded.

# 4Q23 Financial Performance<sup>1</sup> (\$ in thousands, except share and per share amounts)



**4Q23 REVENUE GROWTH OF 26.3% (24.6% CC)<sup>2</sup> WITH 4Q23 EBITDA MARGIN OF 53.0%  
FY23 EBITDA MARGIN EXPANSION OF +49 bps to 52.4% vs. FY 2022 OF 51.9%**

	4Q23	4Q22	%Δ 4Q23 vs 4Q22	%Δ Constant Currency 4Q23 vs 4Q22 <sup>2</sup>
Trading Revenues				
Fixed <sup>3</sup>	\$ 78,924	\$ 73,780	7.0 %	5.5 %
Variable	265,168	196,967	34.6 %	32.9 %
Total Trading Revenues	344,092	270,747	27.1 %	25.4 %
LSEG Market Data Fees	17,821	16,367	8.9 %	9.0 %
Other Information Services	8,087	5,928	36.4 %	32.2 %
Total Revenue	370,000	293,042	26.3 %	24.6 %
Adj. Expenses <sup>4</sup>	189,043	151,603	24.7 %	20.7 %
Adj. EBIT	180,957	141,439	27.9 %	29.0 %
Net interest income (expense)	20,285	8,400	141.5 %	141.2 %
Adj. EBT	201,242	149,839	34.3 %	35.4 %
Adj. Income Taxes <sup>5</sup>	(49,305)	(32,964)	49.6 %	50.8 %
Adj. Net Income	\$ 151,937	\$ 116,875	30.0 %	31.1 %
Adj. EBIT Margin <sup>6</sup>	48.9 %	48.3 %	+64 bps	+166 bps
Adj. EBITDA	\$ 195,943	\$ 154,749	26.6 %	27.6 %
Adj. EBITDA Margin <sup>6</sup>	53.0 %	52.8 %	+15 bps	+122 bps
Adj. Diluted EPS	\$ 0.64	\$ 0.49	30.6 %	30.6 %
Adj. Diluted Share Count <sup>7</sup>	237,193,869	237,060,337	0.1 %	

1. Adj. Expenses, Adj. EBIT, Adj. EBT, Adj. Net Income, Adj. EBIT Margin, Adj. EBITDA, Adj. EBITDA Margin and Adj. Diluted EPS (including Adj. Diluted Share Count) are non-GAAP financial measures. See "Appendix" for reconciliations to their most comparable GAAP financial measures.

2. Changes presented on a "constant currency" basis reflect changes for the period excluding the impact of foreign currency fluctuations. See "Disclaimers – Non-GAAP Financial Measures" for more information.

3. Fixed trading revenues include the fixed trading revenues from our four asset classes and other trading revenues.

4. Represents adjusted operating expenses. See "Adjusted Expenses Detail" for more information.

5. Represents corporate income taxes at an assumed effective tax rate of 24.5% applied to Adjusted Net Income before income taxes for the quarter ended December 31, 2023 and 22.0% for the quarter ended December 31, 2022.

6. Adj. EBIT Margin and Adj. EBITDA Margin are defined as Adjusted EBIT and Adjusted EBITDA, respectively, divided by revenue for the applicable period.

7. Represents the diluted weighted average number of shares of Class A common stock and Class B common stock outstanding for the applicable period (including the effect of potentially dilutive securities determined using the treasury stock method), plus the weighted average number of other participating securities reflected in earnings per share using the two-class method, plus the assumed full exchange of all outstanding LLC Interests held by non-controlling interests for shares of Class A common stock or Class B common stock. See "Reconciliation of Non-GAAP Financial Measures" for more information.

# Fees per Million<sup>1</sup> Detail

	4Q23	3Q23	4Q22	%Δ 4Q23 vs 3Q23	%Δ 4Q23 vs 4Q22
<b>Rates</b>	\$ 1.95	\$ 2.10	\$ 2.33	(7.2)%	(16.2)%
Rates Cash	\$ 2.47	\$ 2.42	\$ 2.42	1.9 %	1.9 %
Rates Derivatives	\$ 1.66	\$ 1.87	\$ 2.24	(11.6)%	(26.0)%
Rates Derivatives >= 1 Yr	\$ 2.36	\$ 2.72	\$ 3.31	(13.0)%	(28.6)%
Other Rates Derivatives <sup>2</sup>	\$ 0.21	\$ 0.22	\$ 0.28	(2.4)%	(23.9)%
<b>Credit</b>	\$ 64.64	\$ 43.26	\$ 57.95	49.4 %	11.5 %
Cash Credit <sup>3</sup>	\$ 168.34	\$ 162.20	\$ 175.91	3.8 %	(4.3)%
Credit Derivatives, China Bonds and U.S. Cash "EP"	\$ 7.90	\$ 5.75	\$ 8.45	37.3 %	(6.6)%
<b>Equities</b>	\$ 15.97	\$ 15.50	\$ 19.18	3.0 %	(16.8)%
Equities Cash	\$ 27.92	\$ 25.42	\$ 29.60	9.8 %	(5.7)%
Equities Derivatives	\$ 5.38	\$ 5.50	\$ 6.09	(2.1)%	(11.7)%
<b>Money Markets</b>	\$ 0.37	\$ 0.35	\$ 0.36	7.0 %	2.8 %
<b>Total</b>	\$ 2.54	\$ 2.51	\$ 3.00	1.4 %	(15.3)%
<b>Total FPM w/o Other Rates Derivatives<sup>4</sup></b>	\$ 2.91	\$ 2.81	\$ 3.31	3.4 %	(12.2)%

- "Fees per million" or "FPM" means average variable fees per million dollars of volume traded on our trading platforms. Average variable fees per million should be reviewed in conjunction with our trading volumes and revenue by asset class. See "Appendix" for additional commentary regarding fees per million.
- Includes Swaps/Swaptions of tenor less than 1 year and Rates Futures.
- The "Cash Credit" category represents the "Credit" asset class excluding (1) Credit Derivatives (2) China Bonds and (3) U.S. High Grade and High Yield electronically processed ("EP") activity.
- Included to contextualize the impact of short-tenored Swaps/Swaptions and Rates Futures on totals for all periods presented.

# Adjusted Expenses<sup>1</sup> Detail (\$ in thousands)



**4Q23 ADJUSTED EXPENSES INCREASED 24.7% (20.7% CC y/y)<sup>2</sup>**  
**FY23 ADJUSTED EXPENSES INCREASED 11.3% (9.9% CC y/y)<sup>2</sup>**

	4Q23	4Q22	%Δ 4Q23 vs 4Q22	%Δ Const. Currency 4Q23 vs 4Q22 <sup>2</sup>	%Δ FY23 vs FY22	%Δ Const. Currency FY23 vs FY22 <sup>2</sup>
Adjusted Expenses						
Employee compensation and benefits <sup>a</sup>	\$ 124,466	\$ 95,250	30.7 %	29.4 %	10.6 %	10.5 %
Depreciation and amortization <sup>b</sup>	14,986	13,310	12.6 %	12.3 %	10.3 %	10.4 %
Technology and communications	21,505	17,231	24.8 %	24.2 %	17.7 %	17.6 %
General and administrative <sup>c, d</sup>	15,500	11,040	40.4 %	4.8 %	18.9 %	1.2 %
Professional fees <sup>d</sup>	8,939	10,903	(18.0)%	(19.3)%	2.2 %	1.6 %
Occupancy	3,647	3,869	(5.7)%	(7.1)%	8.2 %	8.3 %
Total adjusted non-compensation expenses	64,577	56,353	14.6 %	6.8 %	12.8 %	8.9 %
Total Adjusted Expenses	\$ 189,043	\$ 151,603	24.7 %	20.7 %	11.3 %	9.9 %

1. Adjusted Expenses is a non-GAAP financial measure. See "Appendix" for a reconciliation to its most comparable GAAP financial measure.

- a. Adjusted to exclude: Non-cash stock-based compensation expense associated with the Special Option Award and post-IPO options awarded in 2019 and the payroll taxes associated with exercises of such options during the applicable period; Non-cash accelerated stock-based compensation expense associated with our retired CEO and related payroll taxes; Incremental direct costs associated with the integration of completed and potential acquisitions. See "Appendix" for additional information.
- b. Adjusted to exclude acquisition and Refinitiv Transaction related depreciation and amortization. See "Appendix" for additional information.
- c. Adjusted to exclude unrealized gains/losses from outstanding foreign exchange forward contracts and gains and losses from the revaluation of foreign denominated cash. See "Appendix" for additional information.
- d. Adjusted to exclude incremental direct costs associated with the acquisition and integration of completed and potential mergers and acquisitions. See "Appendix" for additional information.

2. Changes presented on a "constant currency" basis reflect changes for the period excluding the impact of foreign currency fluctuations. See "Disclaimers – Non-GAAP Financial Measures" for more information.

# Capital Management & FY Guidance



## Capital Management Key Highlights

- \$1.7 billion in cash and cash equivalents (December 31st, 2023) and undrawn \$500 million credit facility
- Acquired r8fin in January 2024 for a net cash amount of \$89.2 million plus the issuance of 374,601 Class A shares valued at \$36.7 million
- In November 2023, Tradeweb entered into a new five-year \$500 million unsecured revolving credit facility, replacing our prior facility that was scheduled to mature in April 2024
- FY23 FCF: \$684.3 million<sup>1</sup> (+19.5% yr/yr)
- FY23 Cash paid for non-acquisition capex & cap software development: \$61.8 million (+2.8% yr/yr)
- No share buybacks in Q4; \$239.8 million of share repurchase authorization remains as of December 31st, 2023
- \$2.0 million in shares withheld in Q4 to satisfy tax obligations related to exercise of stock options and vesting of restricted stock units and performance-based restricted stock units held by employees
- Board of Directors declared an increased quarterly dividend of \$0.10 (+11.1% per share yr/yr) per Class A and Class B share payable in March 2024

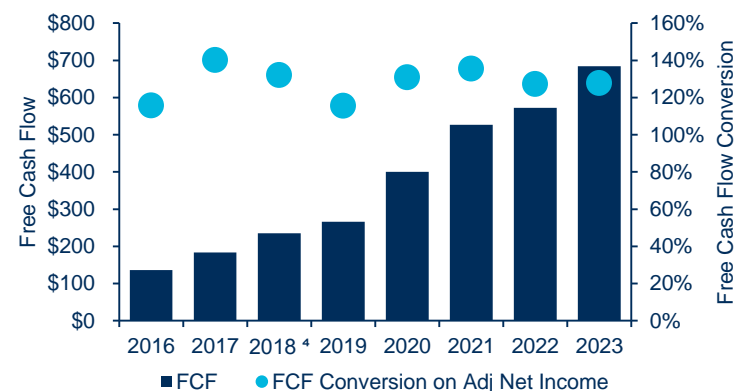
## 2024 FY Guidance<sup>2,3</sup>

(\$ in millions)

Adjusted Expenses	\$755 - 805M
Acquisition & Refinitiv related D&A	\$142M
Assumed non-GAAP tax rate	~24.5 - 25.5%
Capex & Cap software development (Cash)	\$75 - 83M
LSEG Market Data Contract Revenue	~\$80M (~\$90M in 2025)

## Strong Free Cash Flow Growth and Conversion<sup>1</sup>

(\$ in millions)



1. Free Cash Flow ("FCF") is a non-GAAP financial measure. FCF Conversion is FCF divided by Adjusted Net Income for the applicable period. See "Appendix" for a reconciliation to its most comparable GAAP financial measure.
2. GAAP operating expenses and tax rate guidance are not provided due to the inherent difficulty in quantifying certain amounts due to a variety of factors including the unpredictability in the movement of foreign currency rates.
3. Expense guidance assumes an average 2024 Sterling/US\$ foreign exchange rate of 1.24 and includes completed M&A transactions.
4. Represents the combined results of the period from January 1, 2018 to September 30, 2018 and the period from October 1, 2018 to December 31, 2018 for the full year ended December 31, 2018. This combination was performed by mathematical addition and is not a presentation made in accordance with GAAP. See "Disclaimers" for additional information and "Appendix" for additional reconciliations.



## PRO FORMA ADJUSTED FULLY DILUTED WEIGHTED AVERAGE SHARES

Assumed Average Share Price	Q1 2024
\$80.00	237,071,818
\$90.00	237,221,562
\$100.00	237,344,444
\$110.00	237,444,983
\$120.00	237,528,766

The pro forma adjusted fully diluted weighted average shares outstanding and assumed share prices provided in the table above are being provided for illustrative purposes only and do not purport to represent what fully diluted weighted averages shares outstanding or our share price may be for any future period. The trading price of our Class A common stock could be volatile, and there can be no guarantee that actual trading prices will be at or above the assumed prices provided in the table above.

Pro forma adjusted fully diluted weighted average shares outstanding is computed by adjusting the weighted average shares of Class A and Class B common stock outstanding to give effect to potentially dilutive securities, including certain shares of Class A common stock underlying outstanding options, RSU, PRSU and PSU awards using the treasury stock method, plus the weighted average number of other participating securities reflected in earnings per share using the two-class method and certain other adjustments. The weighted average share calculation also assumes outstanding LLC Interests of Tradeweb Markets LLC were exchanged for shares of Class A or Class B common stock at the beginning of the applicable period. This adjustment is made for purposes of calculating pro forma adjusted fully diluted weighted average shares outstanding only and does not necessarily reflect the amount of exchanges that may occur in the future.

# APPENDIX

# Quarterly ADV

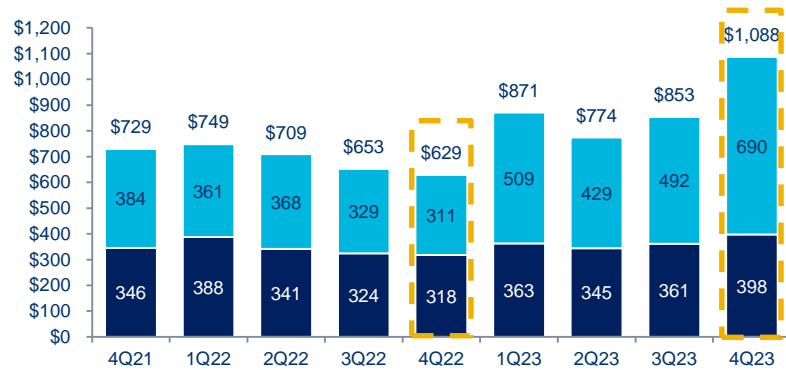
4Q ADV of \$1,676BN (+56.9% y/y, +51.2% ex Swaps <1 year)

KEY ■ Cash ■ Derivatives

## RATES<sup>1</sup>

(\$ in billions)

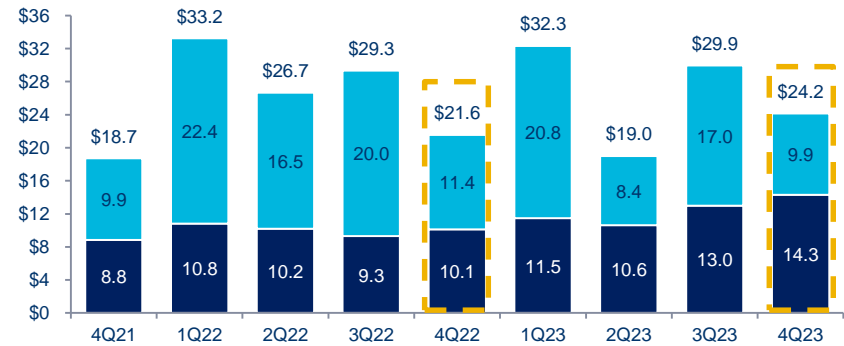
4Q23 Y/Y GROWTH  
**Total: +73%**  
 Cash: +25%  
 Derivatives: +122%



## CREDIT<sup>1</sup>

(\$ in billions)

4Q23 Y/Y GROWTH  
**Total: +12%**  
 Cash: +41%  
 Derivatives: -14%



## EQUITIES<sup>1</sup>

(\$ in billions)

4Q23 Y/Y GROWTH  
**Total: +37%**  
 Cash: +15%  
 Derivatives: +63%



## MONEY MARKETS

(\$ in billions)

4Q23 Y/Y GROWTH  
**Total: +35%**



1. Totals may not foot due to rounding.

## RATES

*Avg FPM: -16%*

### Cash Rates: +2%

- Higher FPM due to an increase in the European government bond fee per million.

### Swaps/Swaptions $\geq$ 1Yr: -29%

- Lower FPM due to an 8% yr/yr reduction in duration (swaps FPM is based on duration traded) and an increase in compression trades which carries a lower FPM. This was partially offset by the continued growth in EM swaps and our RFM protocol.

### Other Rates Derivatives: -24%

- Lower FPM due to a mix shift away from futures and an increase in compression trades within short-dated swaps which carries a lower FPM.

## CREDIT

*Avg FPM: +12%*

### Cash Credit: -4%

- Lower FPM due to a mix shift away from municipals partially offset by an increase in our European Credit FPM.

### Credit Derivatives, China Bonds and U.S. Cash “EP”: -7%

- Lower FPM due to a mix shift away from EU credit derivatives.

## EQUITIES

*Avg FPM: -17%*

### Cash Equities: -6%

- Lower FPM due to a reduction in US ETF FPM given an increase in notional per share traded. Recall in the U.S. we charge per share and not for notional value traded.

### Equity Derivatives: -12%

- Lower FPM due to a reduction in convertibles FPM and a mix shift towards equity derivatives.

## MONEY MARKETS

*Avg FPM: +3%*

- Higher FPM was driven by an increase in U.S. CDs FPM. The higher fee per million retail money markets business continues to improve given the higher interest rate environment.

# Reconciliation of Non-GAAP Financial Measures (dollars in thousands)



Net Income to Adjusted EBITDA, Adjusted EBIT and Adjusted EBT	Successor 4Q23	Successor 4Q22	Successor FY23	Successor FY22	Successor FY21	Successor FY20	Successor FY19	Successor 4Q18	Predecessor 9M18	Predecessor FY17	Predecessor FY16
<b>Net income</b>	<b>\$ 103,741</b>	<b>\$ 99,002</b>	<b>\$ 419,503</b>	<b>\$ 359,613</b>	<b>\$ 273,108</b>	<b>\$ 218,390</b>	<b>\$ 173,024</b>	<b>\$ 29,307</b>	<b>\$ 130,160</b>	<b>\$ 83,648</b>	<b>\$ 93,161</b>
Contingent consideration	—	—	—	—	—	—	—	—	26,830	58,520	26,224
Merger and acquisition transaction and integration costs <sup>1</sup>	1,631	1,029	8,042	1,069	5,073	—	—	—	—	—	—
Net interest (income) expense	(20,285)	(8,400)	(65,350)	(11,907)	1,590	316	(2,373)	(787)	(1,726)	(685)	695
Depreciation and amortization	47,500	44,881	185,350	178,879	171,308	153,789	139,330	33,020	48,808	68,615	80,859
Stock-based compensation expense <sup>2</sup>	987	6,570	2,947	20,409	16,509	13,025	25,098	—	—	—	—
Provision for income taxes	37,557	13,605	128,477	77,520	96,875	56,074	52,302	3,415	11,900	6,129	(725)
Foreign exchange (gains) / losses <sup>3</sup>	4,195	10,715	(47)	4,409	(4,702)	6,279	(1,085)	353	(1,881)	(1,042)	557
Tax receivable agreement liability adjustment <sup>4</sup>	9,517	(13,653)	9,517	(13,653)	(12,745)	(11,425)	(33,134)	—	—	—	—
Other (income) loss, net	11,100	1,000	13,122	1,000	—	—	—	—	—	—	—
<b>Adjusted EBITDA</b>	<b>\$ 195,943</b>	<b>\$ 154,749</b>	<b>\$ 701,561</b>	<b>\$ 617,339</b>	<b>\$ 547,016</b>	<b>\$ 436,448</b>	<b>\$ 353,162</b>	<b>\$ 65,308</b>	<b>\$ 214,091</b>	<b>\$ 215,185</b>	<b>\$ 200,771</b>
Less: Depreciation and amortization	(47,500)	(44,881)	(185,350)	(178,879)	(171,308)	(153,789)	(139,330)	(33,020)	(48,808)	(68,615)	(80,859)
Add: D&A related to acquisitions and the Refinitiv Transaction <sup>5</sup>	32,514	31,571	127,731	126,659	124,580	110,187	97,565	22,413	19,576	31,236	41,125
<b>Adjusted EBIT</b>	<b>\$ 180,957</b>	<b>\$ 141,439</b>	<b>\$ 643,942</b>	<b>\$ 565,119</b>	<b>\$ 500,288</b>	<b>\$ 392,846</b>	<b>\$ 311,397</b>	<b>\$ 54,701</b>	<b>\$ 184,859</b>	<b>\$ 177,806</b>	<b>\$ 161,037</b>
Add: Net interest income (expense)	20,285	8,400	65,350	11,907	(1,590)	(316)	2,373	787	1,726	685	(695)
<b>Adjusted EBT</b>	<b>\$ 201,242</b>	<b>\$ 149,839</b>	<b>\$ 709,292</b>	<b>\$ 577,026</b>	<b>\$ 498,698</b>	<b>\$ 392,530</b>	<b>\$ 313,770</b>	<b>\$ 55,488</b>	<b>\$ 186,585</b>	<b>\$ 178,491</b>	<b>\$ 160,342</b>
<b>Net income margin <sup>6</sup></b>	<b>28.0 %</b>	<b>33.8 %</b>	<b>31.3 %</b>	<b>30.3 %</b>	<b>25.4 %</b>	<b>24.5 %</b>	<b>22.3 %</b>	<b>16.4 %</b>	<b>27.2 %</b>	<b>16.6 %</b>	<b>18.9 %</b>
<b>Adjusted EBITDA margin <sup>6</sup></b>	<b>53.0 %</b>	<b>52.8 %</b>	<b>52.4 %</b>	<b>51.9 %</b>	<b>50.8 %</b>	<b>48.9 %</b>	<b>45.5 %</b>	<b>36.6 %</b>	<b>42.3 %</b>	<b>38.2 %</b>	<b>38.7 %</b>
<b>Adjusted EBIT margin <sup>6</sup></b>	<b>48.9 %</b>	<b>48.3 %</b>	<b>48.1 %</b>	<b>47.5 %</b>	<b>46.5 %</b>	<b>44.0 %</b>	<b>40.2 %</b>	<b>30.6 %</b>	<b>36.5 %</b>	<b>31.6 %</b>	<b>31.1 %</b>

1. Represents incremental direct costs associated with the acquisition and integration of completed and potential mergers and acquisitions. These costs generally include legal, consulting, advisory, due diligence, severance and other third party costs incurred that directly relate to the acquisition transaction or its integration.
2. Represents non-cash stock-based compensation expense associated with the Special Option Award and post-IPO options awarded in 2019 and payroll taxes associated with the exercise of such options. During the quarter and year ended December 31, 2022, this adjustment also includes, \$5.6 million and \$15.0 million, respectively, of non-cash accelerated stock-based compensation expense and related payroll taxes associated with our retired CEO. During the year ended December 31, 2021, this adjustment also includes \$1.7 million of non-cash accelerated stock-based compensation expense and related payroll taxes associated with our former CFO.
3. Represents unrealized gain or loss recognized on foreign currency forward contracts and foreign exchange gain or loss from the revaluation of cash denominated in a different currency than the entity's functional currency.
4. Represents income recognized during the applicable period due to changes in the tax receivable agreement liability recorded in the consolidated statement of financial condition as a result of changes in the mix of earnings, tax legislation and tax rates in various jurisdictions which impacted our tax savings.
5. Represents intangible asset and acquired software amortization resulting from acquisitions and intangible asset amortization and increased tangible asset and capitalized software depreciation and amortization resulting from the application of pushdown accounting to the Refinitiv Transaction (where all assets were marked to fair value as of the closing date of the Refinitiv Transaction).
6. Net income margin, Adjusted EBITDA margin and Adjusted EBIT margin are defined as net income, Adjusted EBITDA and Adjusted EBIT, respectively, divided by gross revenue for the applicable period. See "4Q23 Financial Performance" for gross revenue for the quarters ended December 31, 2023 and 2022. See "A Growth Company" for gross revenue for the years ended December 31, 2023 and 2022. Gross revenue for the years ended December 31, 2021, 2020, 2019, 2018, 2017 and 2016 totaled \$1,189 million, \$893 million, \$776 million, \$684 million (on a combined basis), \$563 million and \$518 million, respectively.

Reconciliation of Cash Flow from Operating Activities to Free Cash Flow	Successor FY23	Successor FY22	Successor FY21	Successor FY20	Successor FY19	Successor 4Q18	Predecessor 9M18	Predecessor FY17	Predecessor FY16
<b>Cash flow from operating activities</b>	<b>\$ 746,089</b>	<b>\$ 632,822</b>	<b>\$ 578,021</b>	<b>\$ 443,234</b>	<b>\$ 311,003</b>	<b>\$ 112,556</b>	<b>\$ 164,828</b>	<b>\$ 224,580</b>	<b>\$ 171,845</b>
Less: Capitalization of software development costs	(43,235)	(36,882)	(34,470)	(31,046)	(28,681)	(7,156)	(19,523)	(27,157)	(25,351)
Less: Purchases of furniture, equipment and leasehold improvements	(18,529)	(23,214)	(16,878)	(11,490)	(15,781)	(9,090)	(6,327)	(13,461)	(9,998)
<b>Free Cash Flow</b>	<b>\$ 684,325</b>	<b>\$ 572,726</b>	<b>\$ 526,673</b>	<b>\$ 400,698</b>	<b>\$ 266,541</b>	<b>\$ 96,310</b>	<b>\$ 138,978</b>	<b>\$ 183,962</b>	<b>\$ 136,496</b>

# Reconciliation of Non-GAAP Financial Measures cont. (in thousands, except share and per share amounts)



Reconciliation of Operating Expenses to Adjusted Expenses	4Q23	4Q22	FY23	FY22
<b>Operating expenses</b>	<b>\$ 228,370</b>	<b>\$ 201,488</b>	<b>\$ 832,950</b>	<b>\$ 776,208</b>
Merger and acquisition transaction and integration costs <sup>1</sup>	(1,631)	(1,029)	(8,042)	(1,069)
D&A related to acquisitions and the Refinitiv Transaction <sup>2</sup>	(32,514)	(31,571)	(127,731)	(126,659)
Stock-based compensation expense <sup>3</sup>	(987)	(6,570)	(2,947)	(20,409)
Foreign exchange gains / (losses) <sup>4</sup>	(4,195)	(10,715)	47	(4,409)
<b>Adjusted Expenses</b>	<b>\$ 189,043</b>	<b>\$ 151,603</b>	<b>\$ 694,277</b>	<b>\$ 623,662</b>

1. Represents incremental direct costs associated with the acquisition and integration of completed and potential mergers and acquisitions. These costs generally include legal, consulting, advisory, due diligence, severance and other third party costs incurred that directly relate to the acquisition transaction or its integration.
2. Represents intangible asset and acquired software amortization resulting from acquisitions and intangible asset amortization and increased tangible asset and capitalized software depreciation and amortization resulting from the application of pushdown accounting to the Refinitiv Transaction (where all assets were marked to fair value as of the closing date of the Refinitiv Transaction).
3. Represents non-cash stock-based compensation expense associated with the Special Option Award and post-IPO options awarded in 2019 and payroll taxes associated with the exercise of such options. During the quarter and year ended December 31, 2022, this adjustment also includes, \$5.6 million, \$15.0 million, respectively, of non-cash accelerated stock-based compensation expense and related payroll taxes associated with our retired CEO.
4. Represents unrealized gain or loss recognized on foreign currency forward contracts and foreign exchange gain or loss from the revaluation of cash denominated in a different currency than the entity's functional currency.

## The following table summarizes the basic and diluted earnings per share calculations for Tradeweb Markets Inc:

EPS: Net income attributable to Tradeweb Markets Inc.	4Q23	4Q22	FY23	FY22
<b>Numerator:</b>				
Net income attributable to Tradeweb Markets Inc.	\$ 89,314	\$ 88,946	\$ 364,866	\$ 309,338
Less: Distributed and undistributed earnings allocated to unvested RSUs and unsettled vested PRSUs <sup>1</sup>	(118)	(163)	(467)	(244)
<b>Net income attributable to outstanding shares of Class A and Class B common stock - Basic and Diluted</b>	<b>\$ 89,196</b>	<b>\$ 88,783</b>	<b>\$ 364,399</b>	<b>\$ 309,094</b>
<b>Denominator:</b>				
Weighted average shares of Class A and Class B common stock outstanding - Basic	211,843,460	207,978,371	210,796,802	205,576,637
Dilutive effect of PRSUs	691,150	694,635	458,343	770,726
Dilutive effect of options	877,866	1,420,913	1,150,159	1,810,956
Dilutive effect of RSUs	394,812	235,737	257,076	241,721
Dilutive effect of PSUs	25,713	—	6,428	—
<b>Weighted average shares of Class A and Class B common stock outstanding - Diluted</b>	<b>213,833,001</b>	<b>210,329,656</b>	<b>212,668,808</b>	<b>208,400,040</b>
<b>Earnings per share - Basic</b>	<b>\$ 0.42</b>	<b>\$ 0.43</b>	<b>\$ 1.73</b>	<b>\$ 1.50</b>
<b>Earnings per share - Diluted</b>	<b>\$ 0.42</b>	<b>\$ 0.42</b>	<b>\$ 1.71</b>	<b>\$ 1.48</b>

1. During the quarters ended December 31, 2023 and 2022, there was a total of 281,059 and 382,800 respectively, and during the years ended December 31 2023 and 2022, there was a total of 270,249 and 193,441, respectively, weighted average unvested RSUs and unsettled vested PRSUs that were considered a participating security for purposes of calculating earnings per share in accordance with the two-class method.

# Reconciliation of Non-GAAP Financial Measures cont. (in thousands, except share and per share amounts)



Reconciliation of Net Income attributable to Tradeweb Markets Inc. to Adjusted Net Income and Adjusted Diluted EPS	Successor 4Q23	Successor 4Q22	Successor FY23	Successor FY22	Successor FY21	Successor FY20	Successor FY19	Successor 4Q18	Predecessor 9M18	Predecessor FY17	Predecessor FY16
<b>Earnings per diluted share<sup>1</sup></b>	<b>\$0.42<sup>a</sup></b>	<b>\$0.42<sup>a</sup></b>	<b>\$1.71<sup>a</sup></b>	<b>\$1.48<sup>a</sup></b>							
Pre-IPO net income attributable to Tradeweb Markets LLC <sup>1</sup>	—	—	—	—	—	—	\$42,352 <sup>b</sup>	\$29,307 <sup>b</sup>	\$130,160 <sup>b</sup>	\$83,648 <sup>b</sup>	\$93,161 <sup>b</sup>
Net income attributable to Tradeweb Markets Inc. <sup>1</sup>	89,314 <sup>a</sup>	88,946 <sup>a</sup>	364,866 <sup>a</sup>	309,338 <sup>a</sup>	226,828 <sup>a</sup>	166,296 <sup>a</sup>	83,769 <sup>a</sup>	—	—	—	—
Net income attributable to non-controlling interests <sup>1,2</sup>	14,427 <sup>a</sup>	10,056 <sup>a</sup>	54,637 <sup>a</sup>	50,275 <sup>a</sup>	46,280 <sup>a</sup>	52,094 <sup>a</sup>	46,903 <sup>a</sup>	—	—	—	—
<b>Net income</b>	<b>\$103,741<sup>a</sup></b>	<b>\$99,002<sup>a</sup></b>	<b>\$419,503<sup>a</sup></b>	<b>\$359,613<sup>a</sup></b>	<b>\$273,108<sup>a</sup></b>	<b>\$218,390<sup>a</sup></b>	<b>\$173,024<sup>a,b</sup></b>	<b>\$29,307<sup>b</sup></b>	<b>\$130,160<sup>b</sup></b>	<b>\$83,648<sup>b</sup></b>	<b>\$93,161<sup>b</sup></b>
Provision for income taxes	37,557	13,605	128,477	77,520	96,875	56,074	52,302	3,415	11,900	6,129	(725)
Contingent consideration	—	—	—	—	—	—	—	—	26,830	58,520	26,224
Merger and acquisition transaction and integration costs <sup>3</sup>	1,631	1,029	8,042	1,069	5,073	—	—	—	—	—	—
D&A related to acquisitions and the Refinitiv Transaction <sup>4</sup>	32,514	31,571	127,731	126,659	124,580	110,187	97,565	22,413	19,576	31,236	41,125
Stock-based compensation expense <sup>5</sup>	987	6,570	2,947	20,409	16,509	13,025	25,098	—	—	—	—
Foreign exchange (gains) / losses <sup>6</sup>	4,195	10,715	(47)	4,409	(4,702)	6,279	(1,085)	353	(1,881)	(1,042)	557
Tax receivable agreement liability adjustment <sup>7</sup>	9,517	(13,653)	9,517	(13,653)	(12,745)	(11,425)	(33,134)	—	—	—	—
Other (income) loss, net	11,100	1,000	13,122	1,000	—	—	—	—	—	—	—
Adjusted Net Income before income taxes	201,242	149,839	709,292	577,026	498,698	392,530	313,770	55,488	186,585	178,491	160,342
Adjusted income taxes <sup>8</sup>	(49,305)	(32,964)	(173,777)	(126,946)	(109,713)	(86,357)	(82,835)	(14,649)	(49,258)	(47,122)	(42,330)
<b>Adjusted Net Income</b>	<b>\$ 151,937</b>	<b>\$ 116,875</b>	<b>\$ 535,515</b>	<b>\$ 450,080</b>	<b>\$ 388,985</b>	<b>\$ 306,173</b>	<b>\$ 230,935</b>	<b>\$ 40,839</b>	<b>\$ 137,327</b>	<b>\$ 131,369</b>	<b>\$ 118,012</b>
<b>Adjusted Diluted EPS<sup>1,9</sup></b>	<b>\$0.64<sup>a</sup></b>	<b>\$0.49<sup>a</sup></b>	<b>\$2.26<sup>a</sup></b>	<b>\$1.90<sup>a</sup></b>							

- As a result of the Reorganization Transactions and the IPO completed in April 2019, certain earnings information is being presented separately for Tradeweb Markets LLC and Tradeweb Markets Inc.
  - Presents information for Tradeweb Markets Inc. (post-IPO period).
  - Presents information for Tradeweb Markets LLC (pre-IPO period).
- For post-IPO periods, represents the reallocation of net income attributable to non-controlling interests from the assumed exchange of all outstanding LLC Interests held by non-controlling interests for shares of Class A or Class B common stock.
- Represents incremental direct costs associated with the acquisition and integration of completed and potential mergers and acquisitions. These costs generally include legal, consulting, advisory, due diligence, severance and other third party costs incurred that directly relate to the acquisition transaction or its integration.
- Represents intangible asset and acquired software amortization resulting from acquisitions and intangible asset amortization and increased tangible asset and capitalized software depreciation and amortization resulting from the application of pushdown accounting to the Refinitiv Transaction (where all assets were marked to fair value as of the closing date of the Refinitiv Transaction).
- Represents non-cash stock-based compensation expense associated with the Special Option Award and post-IPO options awarded in 2019 and payroll taxes associated with the exercise of such options. During the quarter ended and year ended December 31, 2022, this adjustment also includes, \$5.6 million and \$15.0 million, respectively, of non-cash accelerated stock-based compensation expense and related payroll taxes associated with our retired CEO. During the year ended December 31, 2021, this adjustment also includes \$1.7 million of non-cash accelerated stock-based compensation expense and related payroll taxes associated with our former CFO.
- Represents unrealized gain or loss recognized on foreign currency forward contracts and foreign exchange gain or loss from the revaluation of cash denominated in a different currency than the entity's functional currency.
- Represents income recognized during the applicable period due to changes in the tax receivable agreement liability recorded in the consolidated statement of financial condition as a result of changes in the mix of earnings, tax legislation and tax rates in various jurisdictions which impacted our tax savings.
- Represents corporate income taxes at an assumed effective tax rate of 24.5% applied to Adjusted Net Income before income taxes for the quarter and year ended December 31, 2023, and 22.0% for the quarter and year ended December 31, 2022 and the years ended December 31, 2021 and 2020 and an effective tax rate of 26.4% applied to Adjusted Net Income before income taxes for all other periods presented. For pre-IPO periods, this adjustment assumes Tradeweb Markets LLC was subject to a corporate tax rate for the periods presented.
- For a summary of the calculation of Adjusted Diluted EPS, see "Reconciliation of Diluted Weighted Average Shares Outstanding to Adjusted Diluted Weighted Average Shares Outstanding and Adjusted Diluted EPS" below.

The table below summarizes the calculation of Adjusted Diluted EPS for the periods presented:

Reconciliation of Diluted Weighted Average Shares Outstanding to Adjusted Diluted Weighted Average Shares Outstanding and Adjusted Diluted EPS	Successor 4Q23	Successor 4Q22	Successor FY23	Successor FY22
Diluted weighted average shares of Class A and Class B common stock outstanding	213,833,001	210,329,656	212,668,808	208,400,040
Weighted average of other participating securities <sup>1</sup>	281,059	382,800	270,249	193,441
Assumed exchange of LLC Interests for shares of Class A or Class B common stock <sup>2</sup>	23,079,809	26,347,881	23,902,379	28,830,686
<b>Adjusted diluted weighted average shares outstanding</b>	<b>237,193,869</b>	<b>237,060,337</b>	<b>236,841,436</b>	<b>237,424,167</b>
<b>Adjusted Net Income (in thousands)</b>	<b>\$ 151,937</b>	<b>\$ 116,875</b>	<b>\$ 535,515</b>	<b>\$ 450,080</b>
<b>Adjusted Diluted EPS</b>	<b>\$ 0.64</b>	<b>\$ 0.49</b>	<b>\$ 2.26</b>	<b>\$ 1.90</b>

- Represents weighted average unvested restricted stock units and unsettled vested performance-based restricted stock units issued to certain retired or terminated employees that are entitled to non-forfeitable dividend equivalent rights and are considered participating securities prior to being issued and outstanding shares of common stock in accordance with the two-class method used for purposes of calculating earnings per share.
- Assumes the full exchange of the weighted average of all outstanding LLC Interests held by non-controlling interests for shares of Class A or Class B common stock, resulting in the elimination of the non-controlling interests and recognition of the net income attributable to non-controlling interests.

# Quarterly Volumes



Asset Class	Product	Q4 2023		Q3 2023		Q4 2022		QoQ	YoY	
		ADV (USD mm)	Volume (USD mm)	ADV (USD mm)	Volume (USD mm)	ADV (USD mm)	Volume (USD mm)	ADV	ADV	
Rates	Cash	397,987	24,713,720	361,432	22,842,103	318,194	19,481,112	10.11%	25.08%	
	U.S. Government Bonds	162,335	10,064,801	142,641	8,986,371	126,182	7,697,129	13.81%	28.65%	
	European Government Bonds	40,491	2,550,927	37,251	2,421,306	33,305	2,098,195	8.70%	21.58%	
	Mortgages	185,883	11,524,751	174,436	10,989,473	153,847	9,384,660	6.56%	20.82%	
	Other Government Bonds	9,278	573,241	7,104	444,954	4,860	301,128	30.59%	90.92%	
	Derivatives	689,759	43,034,657	491,883	31,422,422	311,012	19,271,117	40.23%	121.78%	
	Swaps/Swapions ≥ 1Y	462,960	28,881,153	326,175	20,799,345	201,759	12,504,981	41.94%	129.46%	
	Swaps/Swapions < 1Y	223,305	13,936,828	163,393	10,476,689	107,597	6,665,075	36.67%	107.54%	
	Futures	3,494	216,676	2,316	146,388	1,656	101,061	50.85%	110.94%	
	<b>Total</b>		<b>1,087,746</b>	<b>67,748,378</b>	<b>853,316</b>	<b>54,264,525</b>	<b>629,206</b>	<b>38,752,229</b>	<b>27.47%</b>	<b>72.88%</b>
Credit	Cash	14,292	882,254	12,981	824,984	10,120	619,806	10.10%	41.22%	
	U.S. High Grade – Fully Electronic	5,133	318,233	4,228	266,368	3,634	221,647	21.40%	41.26%	
	U.S. High Grade – Electronically Processed	2,500	154,992	2,339	147,359	2,595	158,294	6.88%	-3.67%	
	U.S. High Yield – Fully Electronic	642	39,821	611	38,465	581	35,463	5.19%	10.48%	
	U.S. High Yield – Electronically Processed	300	18,620	217	13,668	288	17,543	38.43%	4.42%	
	European Credit	2,044	128,744	1,869	121,475	1,591	100,203	9.35%	28.48%	
	Municipal Bonds	455	28,182	334	21,054	458	27,962	36.01%	-0.84%	
	Chinese Bonds	2,984	179,033	3,231	206,794	863	51,781	-7.65%	245.75%	
	Other Credit Bonds	234	14,630	152	9,802	111	6,914	54.18%	111.49%	
	Derivatives	9,864	615,208	16,955	1,081,813	11,443	706,958	-41.83%	-13.80%	
	Swaps	9,864	615,208	16,955	1,081,813	11,443	706,958	-41.83%	-13.80%	
	<b>Total</b>		<b>24,155</b>	<b>1,497,462</b>	<b>29,936</b>	<b>1,906,796</b>	<b>21,563</b>	<b>1,326,763</b>	<b>-19.31%</b>	<b>12.02%</b>
	Equities	Cash	11,054	696,382	9,475	601,081	9,595	604,516	16.66%	15.20%
U.S. ETFs		8,308	523,375	7,402	466,323	7,314	460,799	12.23%	13.58%	
European ETFs		2,746	173,007	2,073	134,758	2,281	143,718	32.46%	20.38%	
Derivatives		12,481	786,315	9,451	596,615	7,637	481,130	32.06%	63.43%	
Convertibles/Swaps/Options		8,503	535,669	6,285	396,969	4,377	275,727	35.28%	94.28%	
Futures		3,979	250,646	3,166	199,646	3,260	205,403	25.67%	22.03%	
<b>Total</b>		<b>23,535</b>	<b>1,482,697</b>	<b>18,926</b>	<b>1,197,696</b>	<b>17,232</b>	<b>1,085,646</b>	<b>24.35%</b>	<b>36.57%</b>	
Money Markets	Cash	541,403	33,641,288	522,075	33,065,896	400,884	24,585,919	3.70%	35.05%	
	Repurchase Agreements (Repo)	524,267	32,578,527	505,191	32,000,195	383,070	23,498,024	3.78%	36.86%	
	Other Money Markets	17,136	1,062,761	16,884	1,065,702	17,813	1,087,895	1.49%	-3.81%	
<b>Total</b>		<b>541,403</b>	<b>33,641,288</b>	<b>522,075</b>	<b>33,065,896</b>	<b>400,884</b>	<b>24,585,919</b>	<b>3.70%</b>	<b>35.05%</b>	
<b>Total</b>		<b>1,676,839</b>	<b>104,369,825</b>	<b>1,424,253</b>	<b>90,434,914</b>	<b>1,068,886</b>	<b>65,750,558</b>	<b>17.73%</b>	<b>56.90%</b>	

## PRODUCT CATEGORIES INCLUDE

U.S. Government Bonds: U.S. Treasury bills, notes and bonds, and Treasury Inflation-protected Securities including when-issued securities.

Mortgages: To-be-announced mortgage-backed securities, specified pools, collateralized mortgage obligations, commercial mortgage-backed securities, other mortgage derivatives and other asset-backed securities.

Other Government Bonds: Japanese, Canadian, Australian and New Zealand government bonds, covered bonds (including Pfandbriefe), other government-guaranteed securities, supranational, sub-sovereign and agency bonds/debtentures.

Rates Futures: Government bond futures leg of exchange for physicals (EFPs).

U.S. High Grade and High Yield: All TRACE-reported corporates, excluding convertibles (see page 23 for segmentation methodology).

Chinese Bonds: Chinese Interbank Bond Market (CIBM) instruments – government and corporate – transacted via Bond Connect Company Limited (BCCL) and CIBM Direct.

Other Credit Bonds: Other developed market (including non-TRACE-reported bonds, preferreds and structured notes), developing and emerging market corporate and government bonds.

Credit Swaps: Index and single name credit default swaps.

ETF: Exchange traded funds (ETFs), ETF leg of EFPs, and net asset value trades.

Convertibles/Swaps/Options: Convertible bonds, equity swaps, call and put strategies, and other equity derivatives excluding futures.

Equities Futures: Equity futures including the futures leg of EFPs.

Other Money Markets: Agency discount notes, commercial paper, certificates of deposits (including structured CDs), and deposits. Starting in February 2019, Canadian Commercial Paper effected on Tradeweb by non-Canadian clients have been added to these volumes.

## VOLUMES

Volumes include Tradeweb, Dealerweb and Tradeweb Direct. Except with respect to U.S. Treasuries, both sides of a trade are included in volume totals where the trade is fully-anonymous and a Tradeweb broker-dealer is the matched principal counterparty. Riskless principal trades on Tradeweb Direct are single-count.

All volumes converted to U.S. Dollars.

Volumes for Mortgages represent current face value at time of trade.

Volumes can reflect cancellations and corrections that occur after prior postings.

U.S. government bond volumes have been updated as a result of a reclassification of certain U.S. Treasury transactions.

Total volume across Rates (Cash and Derivatives), Credit, and Money Markets include Australia and New Zealand estimated volumes from the Yieldbroker business that Tradeweb acquired on August 31, 2023



# U.S. Corporate Bonds



## USING MARKET REPORTING STANDARDS

### TRADEWEB MARKETS

Product	Type	Q4 2023						Q3 2023						Q4 2022						QoQ		YoY	
		Volume (USD mm)			Trades			Volume (USD mm)			Trades			Volume (USD mm)			Trades			Volume (USD mm)	Volume (USD mm)		
		ADV	Total	% of TRACE	ADT	Total	% of TRACE	ADV	Total	% of TRACE	ADT	Total	% of TRACE	ADV	Total	% of TRACE	ADT	Total	% of TRACE	ADV	% of TRACE	ADV	% of TRACE
U.S. High Grade	Total	7,876	488,330	25.3%	28,583	1,772,128	27.2%	6,756	425,615	25.4%	23,833	1,501,494	27.2%	6,457	393,876	24.1%	22,351	1,363,433	25.4%	16.59%	-11bp	21.98%	118bp
	Fully Electronic	5,376	333,338	17.2%	28,232	1,750,376	26.8%	4,417	278,257	16.6%	23,499	1,480,414	26.8%	3,862	235,581	14.4%	21,967	1,340,014	25.0%	21.73%	66bp	39.21%	284bp
	Electronically Processed	2,500	154,992	8.0%	351	21,752	0.3%	2,339	147,359	8.8%	335	21,080	0.4%	2,595	158,294	9.7%	384	23,419	0.4%	6.88%	-77bp	-3.67%	-166bp
U.S. High Yield	Total	962	59,644	9.7%	3,367	208,725	21.9%	845	53,231	10.5%	3,147	198,278	22.9%	883	53,848	9.9%	3,125	190,650	19.2%	13.86%	-73bp	8.98%	-17bp
	Fully Electronic	662	41,025	6.7%	3,255	201,823	21.2%	628	39,563	7.8%	3,062	192,917	22.3%	595	36,305	6.7%	3,022	184,336	18.6%	5.37%	-109bp	11.18%	1bp
	Electronically Processed	300	18,620	3.0%	111	6,902	0.7%	217	13,668	2.7%	85	5,361	0.6%	288	17,543	3.2%	104	6,314	0.6%	38.43%	35bp	4.42%	-19bp

### REPORTED MARKET

Product	Q4 2023						Q3 2023						Q4 2022						QoQ		YoY	
	Volume (USD mm)			Trades			Volume (USD mm)			Trades			Volume (USD mm)			Trades			ADV	ADT	ADV	ADT
	ADV	Total		ADT	Total		ADV	Total		ADT	Total		ADV	Total		ADT	Total		ADV	ADT		
U.S. High Grade (TRACE)	31,185	1,933,494		105,272	6,526,891		26,635	1,677,976		87,700	5,525,071		26,824	1,636,236		87,858	5,359,368		17.09%	20.04%	16.26%	19.82%
U.S. High Yield (TRACE)	9,874	612,172		15,367	952,727		8,065	508,084		13,721	864,424		8,901	542,945		16,241	990,707		22.43%	11.99%	10.93%	-5.38%

### FOOTNOTES

Numbers include all activity on Tradeweb, Dealerweb and Tradeweb Direct.

Corporate bond volume and trade count numbers reflect all trades reported to TRACE, excluding emerging market and convertible bonds.

Monthly average capped volumes for HG and HY applied to capped trades based on TRACE reporting standards.

Electronically Processed include voice trades processed electronically on Tradeweb.

Day counts for corporate bonds reflect all SIFMA trading days.

Segmentation between HG and HY determined using the following methodology and ratings from Standards & Poor's (S&P), Moody's Investor Services and Fitch Ratings:

- If 2 of 3 of the bond's ratings are equal to or worse than BB+/Ba1/BB+ (but not including "other ratings") then the bond is HY.
- If 1 of 3 of the bond's ratings is equal to or worse than BB+/Ba1/BB+, and none are better, then the bond is HY.
- If the bond is not rated by any agency then the bond is HY.
- If 3 of 3 of the bond's ratings are better than BB+/Ba1/BB+ (but not including "other ratings") then the bond is HG.
- If 2 of 3 of the bond's ratings are better than BB+/Ba1/BB+ then the bond is HG.
- If 1 of 3 of the bond's ratings is better than BB+/Ba1/BB+, and none are equal or worse, then the bond is HG.
- If 1 of 3 of the bond's ratings is better than BB+/Ba1/BB+, and 1 of 3 is equal or worse, then the bond is HG (i.e. the bond is split rated: 1 HG, 1 HY).

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