

# 2Q23 EARNINGS CONFERENCE CALL

JULY 27, 2023

# 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 June 30, 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 June 30, 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 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 Results

The interim financial results presented herein for the three and six months ended June 30, 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 2023 guidance, 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 EBIT Income, 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 EBIT margin, 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 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.

# 2Q23 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

**\$310.6M**

+4.5% y/y\*  
+4.4% y/y (CC\*\*)¹

### INTERNATIONAL REVENUES

**\$109.7M**

+2.5% y/y  
+2.1% y/y (CC)¹

### ADJUSTED NET INCOME²

**\$123.7M**

+10.8% y/y  
+11.1% y/y (CC)¹

### ADJUSTED EBITDA MARGIN²

**52.5%**

+12 bps y/y  
+27 bps y/y (CC)¹

### ADJUSTED EBIT MARGIN²

**47.9%**

-9 bps y/y  
+5 bps y/y (CC)¹

### ADJUSTED DILUTED EPS²

**\$0.52**

+10.6% y/y  
+10.6% y/y (CC)¹

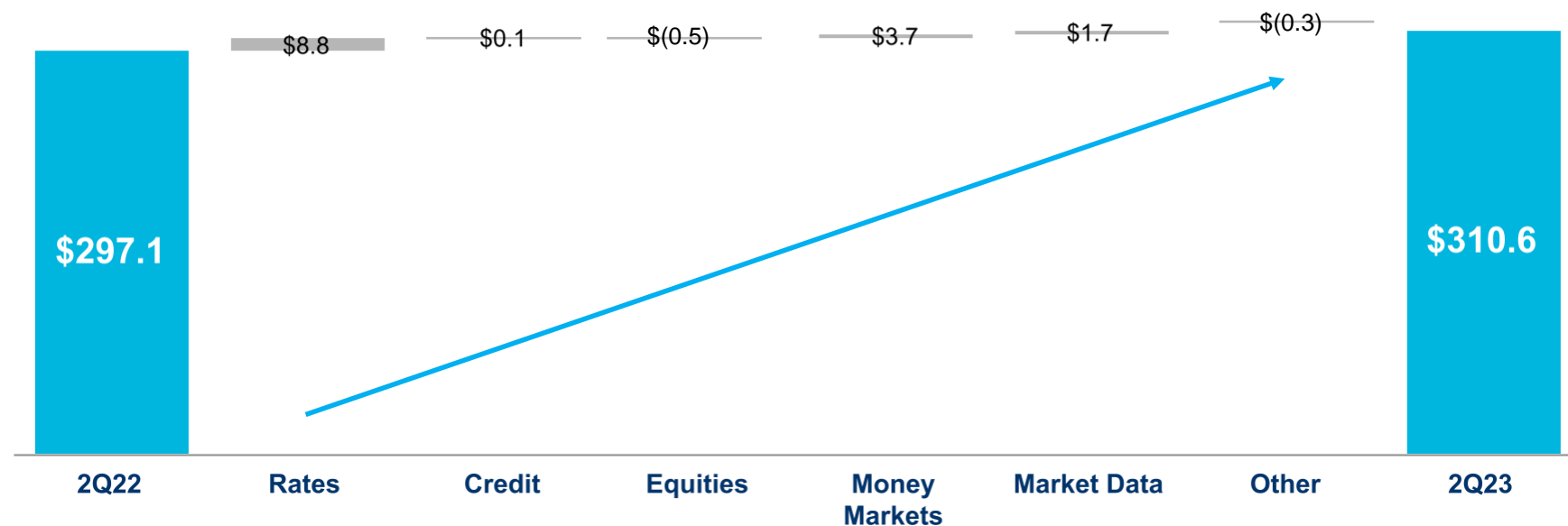
\*y/y = year over year comparison  
\*\*CC = constant currency

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.

# 2Q23 Revenue Results (\$ in millions)



## 2Q23 REVENUE GROWTH OF 4.5% (CC 4.4% Y/Y)<sup>1</sup>



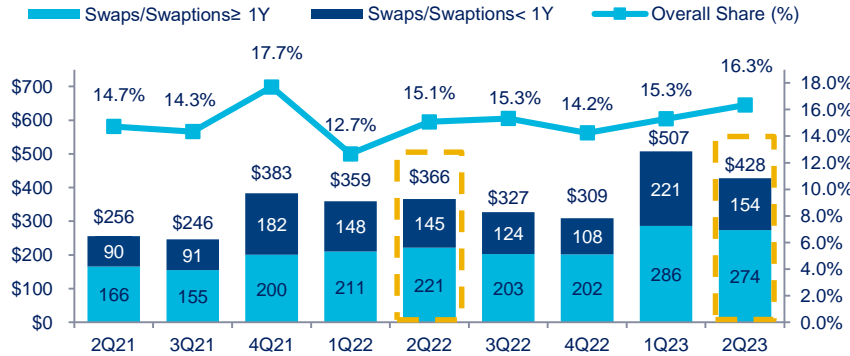
	Rates	Credit	Equities	Money Markets	Market Data	Other	2Q23
<b>2Q23 y/y growth %</b>	<b>5.8%</b>	<b>0.1%</b>	<b>(2.3)%</b>	<b>30.1%</b>	<b>8.3%</b>	<b>(4.4)%</b>	<b>4.5%</b>
<i>2Q23 y/y constant currency growth %<sup>1</sup></i>	5.6%	0.1%	(2.9)%	30.0%	8.2%	(4.4)%	4.4%
<b>YTD y/y growth %</b>	<b>6.1%</b>	<b>1.6%</b>	<b>(1.7)%</b>	<b>29.3%</b>	<b>6.6%</b>	<b>5.7%</b>	<b>5.1%</b>
<i>YTD y/y constant currency growth %<sup>1</sup></i>	6.9%	2.4%	(0.7)%	30.2%	7.3%	5.6%	6.0%

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.

# Key Growth Initiatives

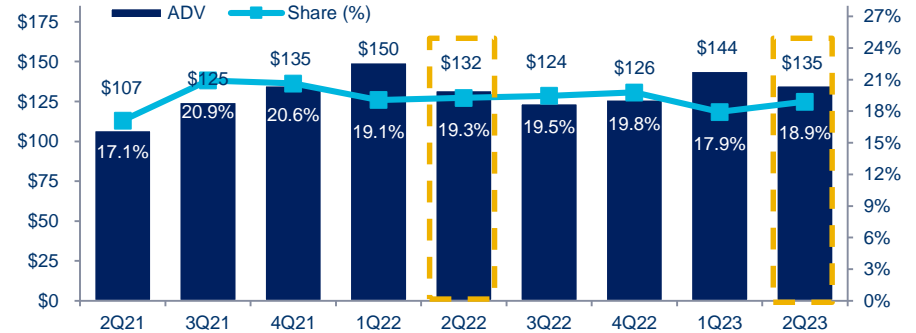
## GLOBAL IRS (ADV AND SHARE<sup>1</sup>) (\$ in billions)

2Q23 Y/Y Growth  
Total: +17%



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

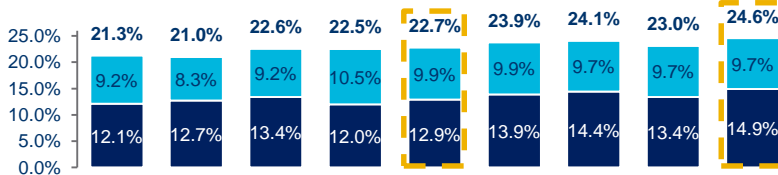
2Q23 Y/Y Growth  
Total: +2%



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

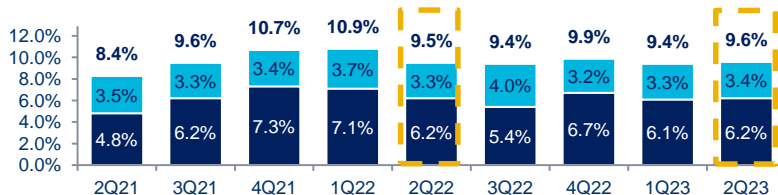
### High Grade

2Q23 Y/Y ADV Growth  
HG: Total +12%, Electronic +20%, E-P +2%



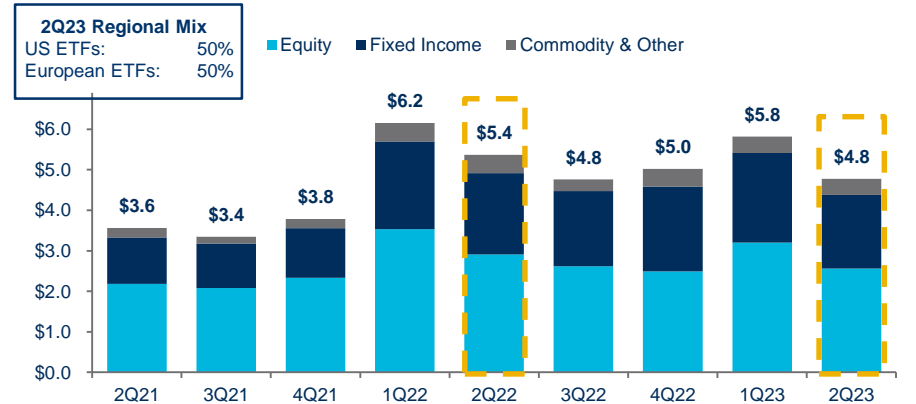
### High Yield

2Q23 Y/Y ADV Growth  
HY: Total -12%, Electronic -13%, E-P -10%



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

2Q23 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.

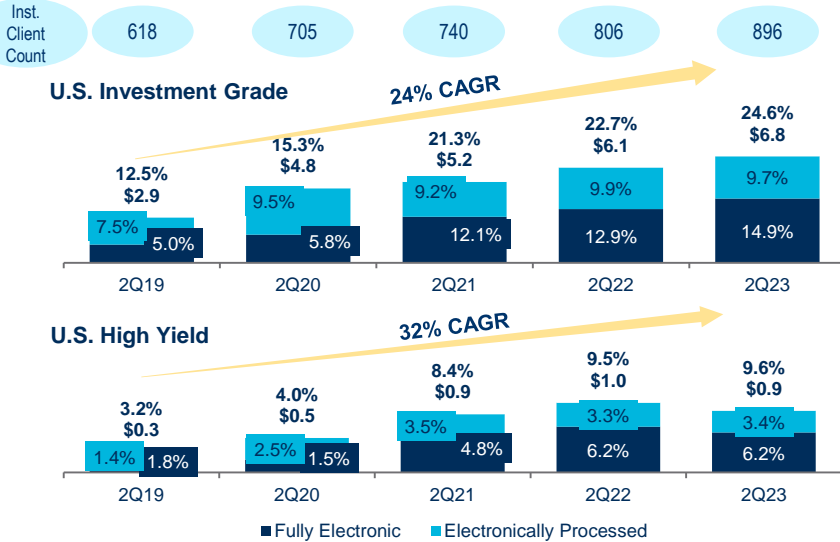
2. Share and volumes reflect TW U.S. Treasuries volume across institutional, wholesale and retail client sectors, divided by SIFMA volume.

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

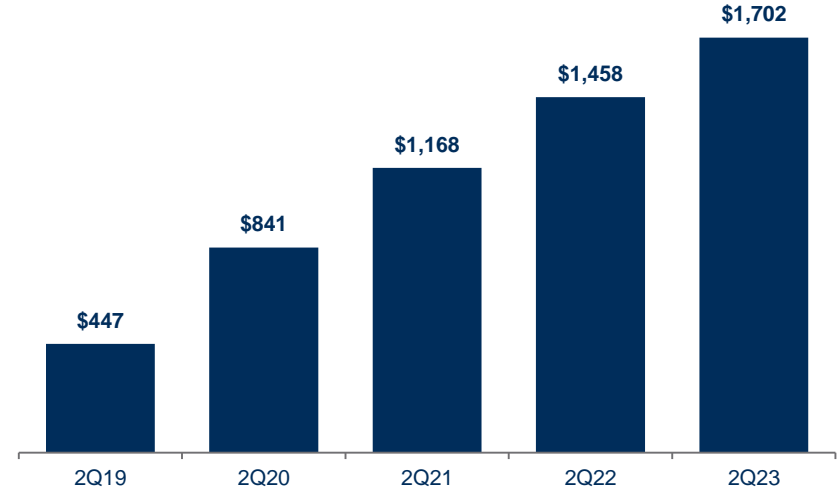
## EXPANDING SHARE<sup>1,2</sup>

(Share of TRACE  
\$ in billions, ADV)



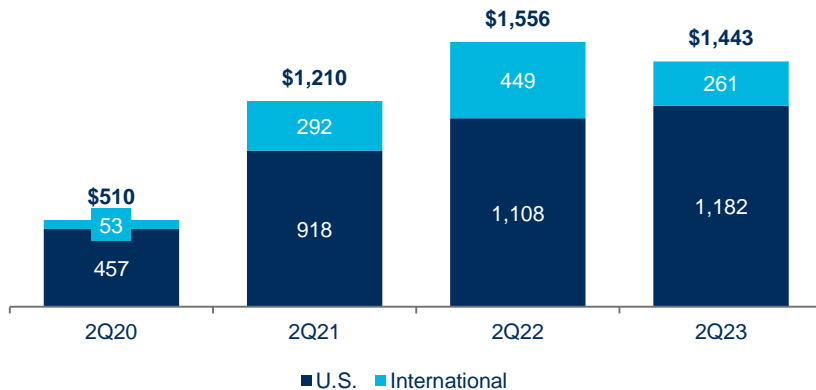
## GROWING FOUNDATIONAL U.S. RFQ PROTOCOL

(\$ in millions, ADV)



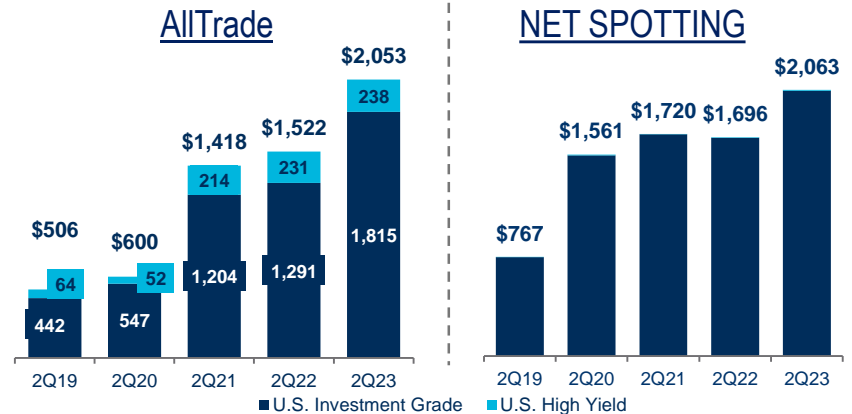
## GLOBAL PORTFOLIO TRADING ADV<sup>1</sup>

(\$ in millions, ADV)



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

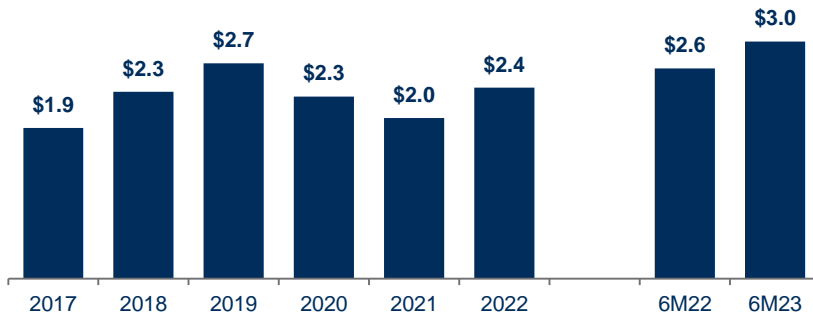
(\$ in millions, ADV)



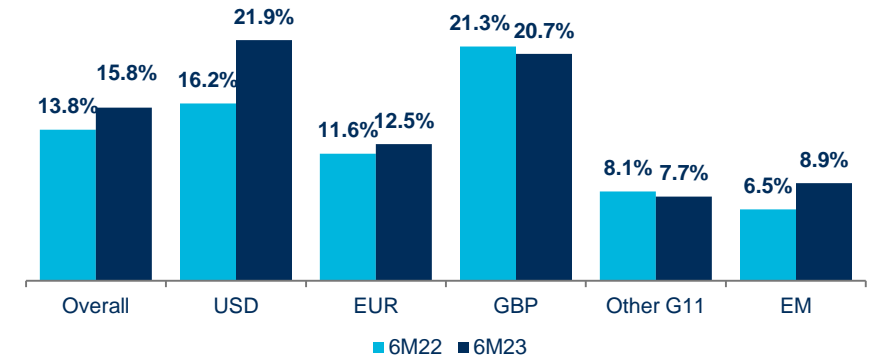
1. Totals may not foot due to rounding.  
 2. Share reflects TW high grade and high yield volume, divided by TRACE volume, adjusted by Tradeweb management to exclude emerging market and convertible bond volumes.

# IRS Growth Initiatives

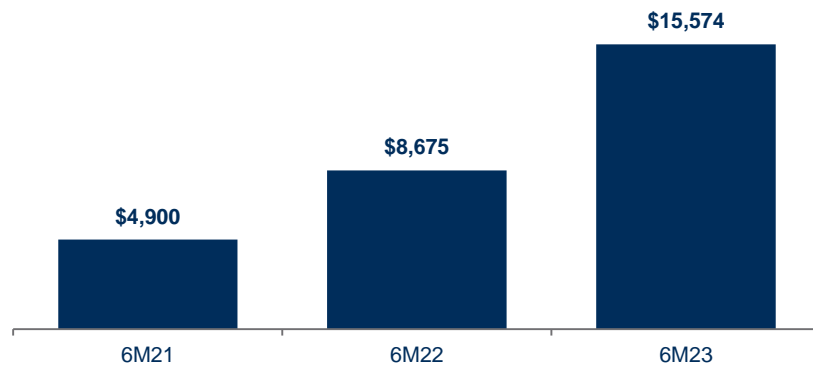
**RECOVERING GLOBAL INTEREST RATE SWAPS ADV<sup>1</sup>**  
(\$ in trillions)



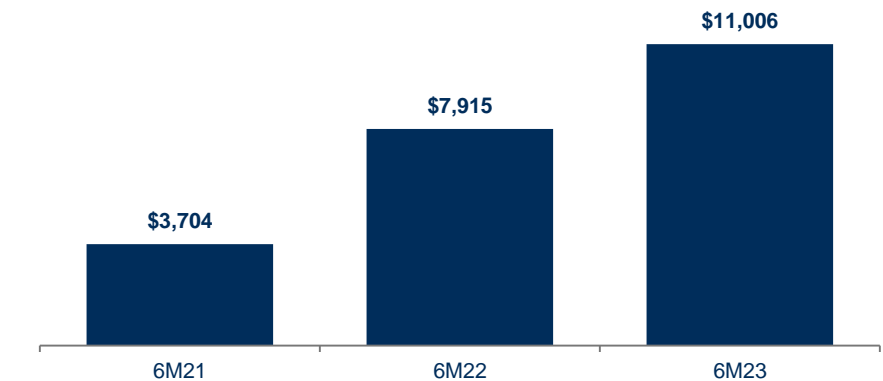
**TRADEWEB MARKET SHARE BY CURRENCY<sup>2</sup>**



**GROWING TW EM SWAPS ADV<sup>2</sup>**  
(\$ in millions)



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



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. EM is defined as Emerging Markets.



# Quarterly ADV

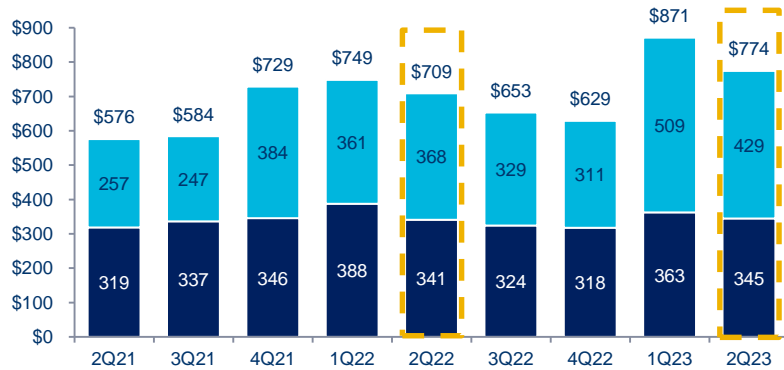
2Q ADV of \$1,297BN (+10.2% y/y, +10.8% ex Swaps <1 year)

KEY ■ Cash ■ Derivatives

## RATES<sup>1</sup>

(\$ in billions)

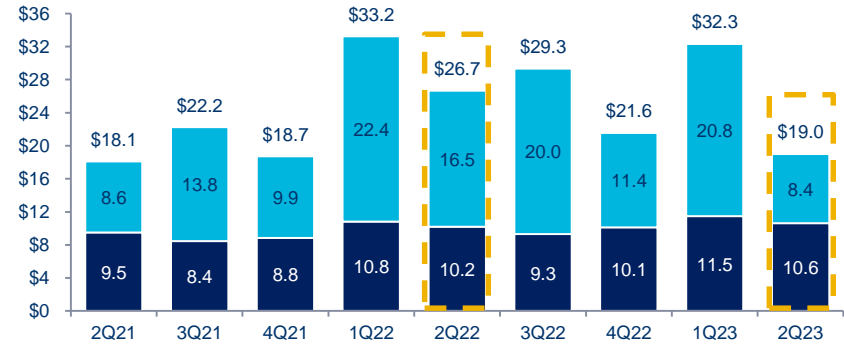
2Q23 Y/Y GROWTH  
Total: +9%  
Cash: +1%  
Derivatives: +17%



## CREDIT<sup>1</sup>

(\$ in billions)

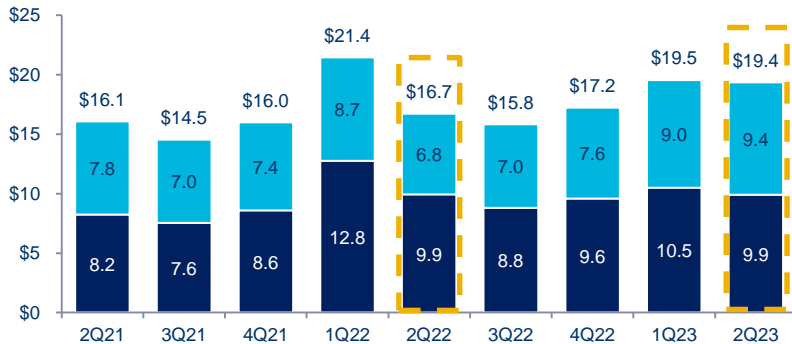
2Q23 Y/Y GROWTH  
Total: -29%  
Cash: +4%  
Derivatives: -49%



## EQUITIES<sup>1</sup>

(\$ in billions)

2Q23 Y/Y GROWTH  
Total: +16%  
Cash: 0%  
Derivatives: +40%



## MONEY MARKETS

(\$ in billions)

2Q23 Y/Y GROWTH  
Total: +14%



1. Totals may not foot due to rounding.

# 2Q23 Financial Performance<sup>1</sup> (\$ in thousands, except share and per share amounts)



**REVENUE GROWTH OF 4.5% (4.4% CC)<sup>2</sup> WITH 2Q23 EBITDA MARGIN OF 52.5%**  
**6M23 EBITDA MARGIN EXPANSION OF +46 bps to 52.4% vs. FY 2022 OF 51.9%**

	2Q23	2Q22	%Δ 2Q23 vs 2Q22	%Δ Constant Currency 2Q23 vs 2Q22 <sup>2</sup>
Trading Revenues				
Fixed <sup>3</sup>	\$ 77,514	\$ 74,210	4.5 %	4.5 %
Variable	210,323	201,898	4.2 %	3.9 %
Total Trading Revenues	287,837	276,108	4.2 %	4.1 %
Refinitiv Market Data	15,461	15,426	0.2 %	0.2 %
Other Information Services	7,315	5,604	30.5 %	30.5 %
Total Revenue	310,613	297,138	4.5 %	4.4 %
Adj. Expenses <sup>4</sup>	161,816	154,526	4.7 %	4.3 %
Adj. EBIT	148,797	142,612	4.3 %	4.5 %
Net interest income (expense)	15,109	541	N/M	N/M
Adj. EBT	163,906	143,153	14.5 %	14.7 %
Adj. Income Taxes <sup>5</sup>	(40,157)	(31,494)	27.5 %	27.8 %
Adj. Net Income	\$ 123,749	\$ 111,659	10.8 %	11.1 %
Adj. EBIT Margin <sup>6</sup>	47.9 %	48.0 %	(9) bps	+5 bps
Adj. EBITDA	\$ 163,055	\$ 155,621	4.8 %	4.9 %
Adj. EBITDA Margin <sup>6</sup>	52.5 %	52.4 %	+12 bps	+27 bps
Adj. Diluted EPS	\$ 0.52	\$ 0.47	10.6 %	10.6 %
Adj. Diluted Share Count <sup>7</sup>	236,551,966	237,320,759	(0.3) %	

N/M = not meaningful

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% and 22.0% applied to Adjusted Net Income before income taxes for the three months ended June 30, 2023 and 2022, respectively.
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

	2Q23	1Q23	2Q22	%Δ 2Q23 vs 1Q23	%Δ 2Q23 vs 2Q22
<b>Rates</b>	\$ <b>2.10</b>	\$ <b>2.09</b>	\$ <b>2.20</b>	<b>0.6 %</b>	<b>(4.4) %</b>
Rates Cash	\$ 2.44	\$ 2.54	\$ 2.27	(3.9) %	7.7 %
Rates Derivatives	\$ 1.83	\$ 1.78	\$ 2.14	3.1 %	(14.5) %
Rates Derivatives >= 1 Yr	\$ 2.75	\$ 3.03	\$ 3.42	(9.4) %	(19.6) %
Other Rates Derivatives <sup>2</sup>	\$ 0.23	\$ 0.17	\$ 0.22	35.2 %	4.3 %
<b>Credit</b>	\$ <b>65.37</b>	\$ <b>40.75</b>	\$ <b>47.31</b>	<b>60.4 %</b>	<b>38.2 %</b>
Cash Credit <sup>3</sup>	\$ 151.91	\$ 146.32	\$ 155.56	3.8 %	(2.4) %
Credit Derivatives + U.S. Cash 'EP'	\$ 7.75	\$ 6.32	\$ 7.73	22.5 %	0.3 %
<b>Equities</b>	\$ <b>16.60</b>	\$ <b>19.64</b>	\$ <b>19.77</b>	<b>(15.5) %</b>	<b>(16.0) %</b>
Equities Cash	\$ 26.59	\$ 30.33	\$ 29.20	(12.3) %	(8.9) %
Equities Derivatives	\$ 6.14	\$ 7.21	\$ 5.93	(14.9) %	3.4 %
<b>Money Markets</b>	\$ <b>0.38</b>	\$ <b>0.38</b>	\$ <b>0.29</b>	<b>0.5 %</b>	<b>30.1 %</b>
<b>Total</b>	\$ <b>2.60</b>	\$ <b>2.71</b>	\$ <b>2.78</b>	<b>(4.0) %</b>	<b>(6.6) %</b>
<b>Total w/o Other Rates Derivatives <sup>4</sup></b>	\$ <b>2.92</b>	\$ <b>3.20</b>	\$ <b>3.14</b>	<b>(8.9) %</b>	<b>(7.1) %</b>

1. "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.
2. Includes Swaps/Swaptions of tenor less than 1 year and Rates Futures.
3. The "Cash Credit" category represents the "Credit" asset class excluding (1) Credit Derivatives and (2) U.S. High Grade and High Yield electronically processed ("EP") activity.
4. 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)



## 2Q23 ADJUSTED EXPENSES INCREASED 4.7% (4.3% CC y/y)<sup>2</sup>

	2Q23	2Q22	%Δ 2Q23 vs 2Q22	%Δ Constant Currency 2Q23 vs 2Q22 <sup>2</sup>
Adjusted Expenses				
Employee compensation and benefits <sup>a</sup>	\$ 103,339	\$ 102,595	0.7 %	0.9 %
Depreciation and amortization <sup>b</sup>	14,258	13,009	9.6 %	9.7 %
Technology and communications	18,701	16,034	16.6 %	16.6 %
General and administrative <sup>c, d</sup>	11,966	10,667	12.2 %	4.4 %
Professional fees <sup>d</sup>	9,524	8,560	11.3 %	11.0 %
Occupancy	4,028	3,661	10.0 %	10.4 %
Total adjusted non-compensation expenses	\$ 58,477	\$ 51,931	12.6 %	11.0 %
Total Adjusted Expenses	\$ 161,816	\$ 154,526	4.7 %	4.3 %

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 former CFO and former CEO and related payroll taxes. 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 Key Highlights

- \$1.4 billion in cash and cash equivalents (June 30th, 2023). We expect to use our cash balances to fund the pending AUD125 million acquisition of Yieldbroker<sup>5</sup>
- Undrawn \$500 million credit facility
- TTM FCF: \$634.8 million<sup>1</sup> (+17.9% yr/yr)
- 2Q23 cash paid for capex & cap software development: \$15.0 million (-0.6% yr/yr)
- \$7.6 million in share buybacks in Q2 (107k shares); \$244.7 million of share repurchase authorization remains as of June 30th, 2023
- \$1.9 million in shares withheld in Q2 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 a quarterly dividend of \$0.09 per Class A and Class B share payable in September 2023 (+12.5% per share yr/yr)

## 2023 FY Guidance (UNCHANGED)<sup>2,3</sup>

(\$ in millions)

### Adjusted Expenses

**\$669 - 714M**

Acquisition & Refinitiv related D&A

**\$127M**

Assumed non-GAAP tax rate

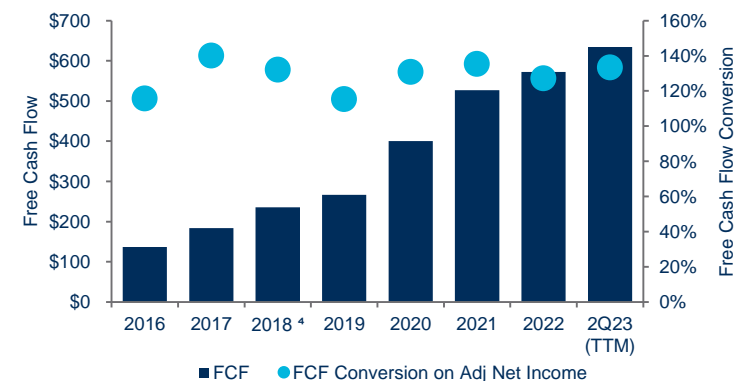
**~24% - 25%**

Capex & Cap software development (Cash)

**\$56 - 62M**

## 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 2022 Sterling/US\$ foreign exchange rate of 1.24. Current guidance is not reflective of any impact as a result of the pending 2023 Yieldbroker acquisition.  
 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.  
 5. We have purchased a FX call option for the pending Yieldbroker acquisition.

## PRO FORMA ADJUSTED FULLY DILUTED WEIGHTED AVERAGE SHARES

Assumed Average Share Price	Q3 2023
\$60.00	236,390,782
\$70.00	236,603,241
\$80.00	236,803,753
\$90.00	236,967,625

*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 and PRSU 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. 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

## RATES

*Avg FPM: -4%*

### Cash Rates: +8%

- Higher FPM due to a positive mix shift towards higher fee per million U.S. Treasuries. U.S. Treasuries fee per million was also aided by the continued pickup in our retail channel.

### Swaps/Swaptions $\geq$ 1Yr: -20%

- Lower FPM due to 18% 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: +4%

- Higher FPM due to a pick-up in risk-trading across short tenor swaps.

## CREDIT

*Avg FPM: +38%*

### Cash Credit: -2%

- Lower FPM due to a mix shift away from munis partially offset by strong growth in our fully electronic U.S. high grade volumes.

### Credit Derivatives/ U.S. Cash Credit Electronically Processed: 0%

- Relatively stable FPM was driven by a mix shift towards electronically processed IG credit that was offset by a shift away from credit derivatives.

## EQUITIES

*Avg FPM: -16%*

### Cash Equities: -9%

- Lower FPM due to a mix shift away from higher fee per million European ETFs.

### Equity Derivatives: -3%

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

## MONEY MARKETS

*Avg FPM: +30%*

- Higher FPM was driven by a mix shift towards U.S. CDs, which carry a higher fee per million than overall Money Markets. The higher fee per million retail money markets business continues to improve given the higher interest rate environment.



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

Net Income to Adjusted EBITDA, Adjusted EBIT and Adjusted EBT	2Q23	2Q22	6M23	FY22
<b>Net income</b>	<b>\$ 101,939</b>	<b>\$ 81,600</b>	<b>\$ 204,132</b>	<b>\$ 359,613</b>
Merger and acquisition transaction and integration costs <sup>1</sup>	1,212	15	1,797	1,069
Net interest (income) expense	(15,109)	(541)	(27,600)	(11,907)
Depreciation and amortization	45,887	44,770	91,291	178,879
Stock-based compensation expense <sup>2</sup>	585	7,295	1,435	20,409
Provision for income taxes	29,049	25,548	62,254	77,520
Foreign exchange (gains) / losses <sup>3</sup>	(964)	(3,066)	1,834	4,409
Tax receivable agreement liability adjustment <sup>4</sup>	—	—	—	(13,653)
Other (income) loss, net	456	—	115	1,000
<b>Adjusted EBITDA</b>	<b>\$ 163,055</b>	<b>\$ 155,621</b>	<b>\$ 335,258</b>	<b>\$ 617,339</b>
Less: Depreciation and amortization	(45,887)	(44,770)	(91,291)	(178,879)
Add: D&A related to acquisitions and the Refinitiv Transaction <sup>5</sup>	31,629	31,761	63,246	126,659
<b>Adjusted EBIT</b>	<b>\$ 148,797</b>	<b>\$ 142,612</b>	<b>\$ 307,213</b>	<b>\$ 565,119</b>
Add: Net interest income (expense)	15,109	541	27,600	11,907
<b>Adjusted EBT</b>	<b>\$ 163,906</b>	<b>\$ 143,153</b>	<b>\$ 334,813</b>	<b>\$ 577,026</b>
<b>Net income margin <sup>6</sup></b>	<b>32.8 %</b>	<b>27.5 %</b>	<b>31.9 %</b>	<b>30.3 %</b>
<b>Adjusted EBITDA margin <sup>6</sup></b>	<b>52.5 %</b>	<b>52.4 %</b>	<b>52.4 %</b>	<b>51.9 %</b>
<b>Adjusted EBIT margin <sup>6</sup></b>	<b>47.9 %</b>	<b>48.0 %</b>	<b>48.0 %</b>	<b>47.5 %</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 three months ended June 30, 2022, six months ended June 30, 2022 and the year ended December 31, 2022, this adjustment also includes \$5.7 million, \$7.4 million and \$15.0 million, respectively, of non-cash accelerated stock-based compensation expense and related payroll taxes associated with our former CFO and former CEO.
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 the NFI Acquisition 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 revenue for the applicable period. See "2Q23 Financial Performance" for 2Q23 and 2Q22 revenue. Revenues for the six months ended June 30, 2023 totaled \$640 million. FY 2022 revenues totaled \$1,189 million.

Reconciliation of Cash Flow from Operating Activities to Free Cash Flow	Successor	Successor	Successor	Successor	Successor	Successor	Successor	Predecessor	Predecessor	Predecessor
	2Q23 TTM	2Q22 TTM	FY22	FY21	FY20	FY19	4Q18	9M18	FY17	FY16
<b>Cash flow from operating activities</b>	<b>\$ 693,446</b>	<b>\$ 597,330</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	(39,123)	(35,767)	(36,882)	(34,470)	(31,046)	(28,681)	(7,156)	(19,523)	(27,157)	(25,351)
Less: Purchases of furniture, equipment and leasehold improvements	(19,557)	(23,158)	(23,214)	(16,878)	(11,490)	(15,781)	(9,090)	(6,327)	(13,461)	(9,998)
<b>Free Cash Flow</b>	<b>\$ 634,766</b>	<b>\$ 538,405</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)



Operating Expenses to Adjusted Expenses	2Q23	2Q22
<b>Operating Expenses</b>	<b>\$ 194,278</b>	<b>\$ 190,531</b>
Merger and acquisition transaction and integration costs <sup>1</sup>	(1,212)	(15)
D&A related to acquisitions and the Refinitiv Transaction <sup>2</sup>	(31,629)	(31,761)
Stock-based compensation expense <sup>3</sup>	(585)	(7,295)
Foreign exchange gains / (losses) <sup>4</sup>	964	3,066
<b>Adjusted Expenses</b>	<b>\$ 161,816</b>	<b>\$ 154,526</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 the NFI Acquisition 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 three months ended June 30, 2022, this adjustment also includes \$5.7 million of non-cash accelerated stock-based compensation expense and related payroll taxes associated with our former CFO and former 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.

EPS: Net income attributable to Tradeweb Markets Inc.	2Q23	2Q22
<u>Numerator:</u>		
Net income attributable to Tradeweb Markets Inc.	\$ 89,082	\$ 68,344
Less: Distributed and undistributed earnings allocated to unvested RSUs and unsettled vested PRSUs <sup>1</sup>	(102)	(26)
<b>Net income attributable to outstanding shares of Class A and Class B common stock - Basic and Diluted</b>	<b>\$ 88,980</b>	<b>\$ 68,318</b>

<u>Denominator:</u>		
Weighted average shares of Class A and Class B common stock outstanding - Basic	211,569,728	204,501,035
Dilutive effect of PRSUs	350,713	782,955
Dilutive effect of options	1,143,376	1,839,177
Dilutive effect of RSUs	92,936	149,508
Dilutive effect of PSUs	—	—
<b>Weighted average shares of Class A and Class B common stock outstanding - Diluted</b>	<b>213,156,753</b>	<b>207,272,675</b>
<b>Earnings per share - Basic</b>	<b>\$ 0.42</b>	<b>\$ 0.33</b>
<b>Earnings per share - Diluted</b>	<b>\$ 0.42</b>	<b>\$ 0.33</b>

1. During the three months ended June 30, 2023 and 2022, there was a total of 241,963 and 76,426, 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 2Q23	Successor 2Q22	Successor FY22	Successor FY21	Successor FY20	Successor FY19	Successor 4Q18	Predecessor 9M18	Predecessor FY17	Predecessor FY16
<b>Earnings per diluted share</b>	<b>\$0.42<sup>a</sup></b>	<b>\$0.33<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>	89,082 <sup>a</sup>	68,344 <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>	12,857 <sup>a</sup>	13,256 <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>101,939<sup>a</sup></b>	<b>81,600<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	29,049	25,548	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>	1,212	15	1,069	5,073	—	—	—	—	—	—
D&A related to acquisitions and the Refinitiv Transaction <sup>4</sup>	31,629	31,761	126,659	124,580	110,187	97,565	22,413	19,576	31,236	41,125
Stock-based compensation expense <sup>5</sup>	585	7,295	20,409	16,509	13,025	25,098	—	—	—	—
Foreign exchange (gains) / losses <sup>6</sup>	(964)	(3,066)	4,409	(4,702)	6,279	(1,085)	353	(1,881)	(1,042)	557
Tax receivable agreement liability adjustment <sup>7</sup>	—	—	(13,653)	(12,745)	(11,425)	(33,134)	—	—	—	—
Other (income) loss, net	456	—	1,000	—	—	—	—	—	—	—
Adjusted Net Income before income taxes	163,906	143,153	577,026	498,698	392,530	313,770	55,488	186,585	178,491	160,342
Adjusted income taxes <sup>8</sup>	(40,157)	(31,494)	(126,946)	(109,713)	(86,357)	(82,835)	(14,649)	(49,258)	(47,122)	(42,330)
<b>Adjusted Net Income</b>	<b>\$ 123,749</b>	<b>\$ 111,659</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>\$0.52<sup>a</sup></b>	<b>\$0.47<sup>a</sup></b>								

1. 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.

a. Presents information for Tradeweb Markets Inc. (post-IPO period).

b. Presents information for Tradeweb Markets LLC (pre-IPO period).

2. 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.

3. 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.

4. Represents intangible asset and acquired software amortization resulting from the NFI Acquisition 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).

5. 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 three months ended June 30, 2022 and years ended December 31, 2022 and 2021, this adjustment also includes \$5.7 million, \$15.0 million and \$1.7 million, respectively, of non-cash accelerated stock-based compensation expense and related payroll taxes associated with our former CFO and former CEO.

6. 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.

7. 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.

8. Represents corporate income taxes at an assumed effective tax rate of 24.5% applied to Adjusted Net Income before income taxes for the three months ended June 30, 2023, 22.0% applied to Adjusted Net Income before income taxes for the three months ended June 30, 2022 and the years ended December 31, 2022, 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.

9. 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.

Reconciliation of Diluted Weighted Average Shares Outstanding to Adjusted Diluted Weighted Average Shares Outstanding and Adjusted Diluted EPS	2Q23	2Q22
<b>Diluted weighted average shares of Class A and Class B common stock outstanding</b>	<b>213,156,753</b>	<b>207,272,675</b>
Weighted average of other participating securities <sup>1</sup>	241,963	76,426
Assumed exchange of LLC Interests for shares of Class A or Class B common stock <sup>2</sup>	23,153,250	29,971,658
<b>Adjusted diluted weighted average shares outstanding</b>	<b>236,551,966</b>	<b>237,320,759</b>
<b>Adjusted Net Income (in thousands)</b>	<b>\$ 123,749</b>	<b>\$ 111,659</b>
<b>Adjusted Diluted EPS</b>	<b>\$ 0.52</b>	<b>\$ 0.47</b>

1. 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.

2. 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	Q2 2023		Q1 2023		Q2 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	344,674	21,627,622	362,602	22,567,692	341,367	21,126,389	-4.94%	0.97%
	U.S. Government Bonds	135,128	8,513,069	144,083	8,933,137	131,935	8,179,969	-6.22%	2.42%
	European Government Bonds	40,694	2,482,305	42,636	2,728,696	35,439	2,161,809	-4.56%	14.83%
	Mortgages	163,359	10,291,617	170,185	10,551,479	168,603	10,453,370	-4.01%	-3.11%
	Other Government Bonds	5,493	340,631	5,698	354,380	5,389	331,240	-3.61%	1.92%
	Derivatives	429,285	26,633,837	508,675	31,989,758	367,604	22,616,932	-15.61%	16.78%
	Swaps/Swapions ≥ 1Y	273,533	16,961,570	285,896	17,965,246	221,191	13,602,492	-4.32%	23.66%
	Swaps/Swapions < 1Y	154,332	9,582,824	221,202	13,926,695	145,004	8,927,045	-30.23%	6.43%
	Futures	1,420	89,443	1,577	97,816	1,410	87,395	-9.95%	0.76%
	<b>Total</b>		<b>773,959</b>	<b>48,261,458</b>	<b>871,277</b>	<b>54,557,449</b>	<b>708,971</b>	<b>43,743,321</b>	<b>-11.17%</b>
Credit	Cash	10,627	662,558	11,497	714,885	10,196	626,277	-7.57%	4.23%
	U.S. High Grade – Fully Electronic	3,960	249,509	4,134	256,281	3,260	202,106	-4.19%	21.49%
	U.S. High Grade – Electronically Processed	2,694	169,695	3,137	194,472	2,652	164,397	-14.13%	1.58%
	U.S. High Yield – Fully Electronic	567	35,718	674	41,777	652	40,432	-15.86%	-13.06%
	U.S. High Yield – Electronically Processed	317	19,997	372	23,093	353	21,910	-14.78%	-10.18%
	European Credit	1,958	119,461	2,046	130,939	1,762	107,496	-4.28%	11.13%
	Municipal Bonds	308	19,414	312	19,316	394	24,444	-1.09%	-21.84%
	Chinese Bonds	720	42,505	714	42,133	1,001	58,041	0.88%	-28.01%
	Other Credit Bonds	101	6,259	109	6,874	122	7,449	-6.78%	-16.57%
	Derivatives	8,362	520,513	20,806	1,306,491	16,477	1,013,032	-59.81%	-49.25%
Swaps	8,362	520,513	20,806	1,306,491	16,477	1,013,032	-59.81%	-49.25%	
<b>Total</b>		<b>18,989</b>	<b>1,183,072</b>	<b>32,303</b>	<b>2,021,376</b>	<b>26,673</b>	<b>1,639,309</b>	<b>-41.22%</b>	<b>-28.81%</b>
Equities	Cash	9,913	612,223	10,491	656,077	9,945	613,843	-5.51%	-0.32%
	U.S. ETFs	7,547	467,926	7,663	475,083	7,202	446,499	-1.51%	4.80%
	European ETFs	2,366	144,297	2,828	180,994	2,743	167,344	-16.35%	-13.77%
	Derivatives	9,444	584,528	9,043	562,478	6,761	418,547	4.43%	39.67%
	Convertibles/Swaps/Options	6,340	392,306	6,056	376,950	3,273	202,579	4.70%	93.69%
Futures	3,103	192,221	2,987	185,528	3,488	215,968	3.89%	-11.02%	
<b>Total</b>		<b>19,356</b>	<b>1,196,751</b>	<b>19,534</b>	<b>1,218,555</b>	<b>16,706</b>	<b>1,032,390</b>	<b>-0.91%</b>	<b>15.86%</b>
Money Markets	Cash	484,307	30,339,463	441,597	27,533,940	423,984	26,205,599	9.67%	14.23%
	Repurchase Agreements (Repo)	465,958	29,184,597	425,340	26,525,083	405,652	25,069,414	9.55%	14.87%
	Other Money Markets	18,349	1,154,866	16,257	1,008,856	18,332	1,136,185	12.87%	0.09%
<b>Total</b>		<b>484,307</b>	<b>30,339,463</b>	<b>441,597</b>	<b>27,533,940</b>	<b>423,984</b>	<b>26,205,599</b>	<b>9.67%</b>	<b>14.23%</b>
<b>Total</b>		<b>1,296,611</b>	<b>80,980,743</b>	<b>1,364,711</b>	<b>85,331,320</b>	<b>1,176,333</b>	<b>72,620,618</b>	<b>-4.99%</b>	<b>10.20%</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.

# U.S. Corporate Bonds



## USING MARKET REPORTING STANDARDS

### TRADEWEB MARKETS

Product	Type	Q2 2023						Q1 2023						Q2 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	6,817	429,461	24.6%	20,310	1,279,535	24.9%	7,461	462,563	23.0%	21,197	1,314,241	24.3%	6,099	378,128	22.7%	17,740	1,099,876	24.9%	-8.63%	161bp	11.77%	191bp
	Fully Electronic	4,123	259,767	14.9%	19,907	1,254,130	24.4%	4,324	268,091	13.4%	20,773	1,287,931	23.8%	3,447	213,731	12.9%	17,353	1,075,884	24.3%	-4.64%	156bp	19.61%	206bp
	Electronically Processed	2,694	169,695	9.7%	403	25,405	0.5%	3,137	194,472	9.7%	424	26,310	0.5%	2,652	164,397	9.9%	387	23,992	0.5%	-14.13%	5bp	1.58%	-15bp
U.S. High Yield	Total	899	56,667	9.6%	2,836	178,688	20.2%	1,065	66,019	9.4%	3,535	219,160	19.4%	1,020	63,222	9.5%	2,962	183,646	16.7%	-15.53%	13bp	-11.79%	2bp
	Fully Electronic	582	36,670	6.2%	2,714	170,995	19.3%	692	42,925	6.1%	3,402	210,926	18.7%	666	41,313	6.2%	2,837	175,872	16.0%	-15.93%	6bp	-12.65%	-5bp
	Electronically Processed	317	19,997	3.4%	122	7,693	0.9%	372	23,093	3.3%	133	8,234	0.7%	353	21,910	3.3%	125	7,774	0.7%	-14.78%	8bp	-10.18%	7bp

### REPORTED MARKET

Product	Q2 2023						Q1 2023						Q2 2023						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)	27,658	1,742,467		81,629	5,142,648		32,383	2,007,762		87,147	5,403,103		26,826	1,663,209		71,379	4,425,526		-14.59%	-6.33%	3.10%	14.36%
U.S. High Yield (TRACE)	9,404	592,428		14,044	884,792		11,291	700,070		18,219	1,129,584		10,678	662,024		17,702	1,097,496		-16.72%	-22.91%	-11.93%	-20.66%

### 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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