

Exchanges

US Exchanges 1Q23 Preview: Record volumes; worried about 2H deceleration

Price Objective Change

Expect strong results across the board in 1Q23

In the wake of the regional bank distress and subsequent closure of Silicon Valley Bank and Signature Bank, North American exchanges posted broadly strong volumes in 1Q23, and several exchanges even reported record volume days throughout the quarter. The macroeconomic uncertainty and elevated volatility were strong catalysts for trading. In cash equities (ICE, NDAQ), the higher volatility also caused volumes to migrate onto the largest lit exchanges where the likelihood of execution is higher. The market share of onexchange trading increased nearly 4% m/m in March. We are raising or at least maintaining our 1Q23 EPS estimates for all covered exchanges, and we expect March volumes to drive upward consensus revisions into the print. With that said, we remain broadly cautious longer term on the industry going forward. Particularly in rates futures (CME), we think that declining levels of open interest and less market liquidity will hurt 2Q/3Q volumes. Additionally, we note that the exchanges have become relatively more expensive as investors have been attracted to their defensive qualities, while we continue to believe that their share prices will lag into a recovery (2H23-2024).

Largest 1Q23 beats from CME/TW versus in line at NDAQ

We look for the strongest 1Q23 financial results from CME and TW given their overweight exposure to the rates asset class, which has been the foremost beneficiary of the bank crisis. Derivative volume has increased significantly, with CME rates futures and TW SEF swap volumes up 16% and 48% QTD y/y, respectively. Meanwhile, intraquarter NY Fed primary dealer volume disclosures indicate that cash trading was down just 5% QTD y/y (off a high base) and up 16% sequentially QTD. CME should also see tailwinds from higher pricing. On January 1, it raised market data pricing by about 4%, and on February 1, it raised trading fees by approximately 4-5%. By contrast, NDAQ's strong trading revenues are likely to be offset by weakness in its Workflow & Insights business (elongated sales cycles) as well as seasonal/cyclical weakness in Listings, Marketplace Technology, and Index. Additionally, NDAQ's Anti-Financial Crime business remains under the microscope given recent executive turnover as well as decelerating growth. While we expect an EPS beat from ICE, we are cautious about potential deal commentary on the call. We believe that ICE's new 3Q/4Q23 deal close guidance is aggressive and that the timeline could be walked back at some point.

Reiterate Buys (ICE, TW) on electronification thesis

We revise our POs for all exchange stocks (see Exhibit 1 and inside for details). We continue to expect significant upside potential to ICE and TW over the next 12 months, and we reiterate our Buy ratings on both stocks. We believe that there is significant runway left in the electronification of both the mortgage (ICE) and fixed income markets (TW, ICE). Additionally, we expect that the BKI deal would generate significant synergies for ICE's Mortgage Tech business (if it closes), and we think that the removal of the regulatory uncertainty will help the stock re-rate upward post close (through all likely scenarios). Meanwhile, we continue to believe that NDAQ and CME trade at a premium relative to their growth trajectory.

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Equity **United States** Exchanges

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Glossary BKI: Black Knight CME: CME Group

LSE: London Stock Exchange ICE: Intercontinental Exchange

CME: CME Group

NDAQ: Nasdaq PO: price objective BKI: Black Knight

SEF: Swap Execution Facility

TW: Tradeweb

Exhibit 1: Price objective changes

We revise our POs for CME, ICE, NDAQ, TW

		PO	
	New	Old	% Delta
CME	156	160	-3%
ICE	140	127	10%
NDAQ	53	50	6%
TW	91	82	11%
Average	-	-	6%

Source: Bloomberg, BofA Global Research

Selected data

Exhibit 2: BofA EPS versus consensus estimates

We see upside potential to consensus EPS estimates for all covered exchanges

		1Q23E			2Q23E			2023E			2024E	
	BofA	Consensus	% Delta									
CME	2.34	2.19	7%	1.98	2.11	-6%	8.40	8.42	0%	8.51	8.59	-1%
ICE	1.44	1.34	7%	1.32	1.33	-1%	5.56	5.41	3%	6.44	5.88	9%
NDAQ	0.66	0.65	2%	0.68	0.68	1%	2.69	2.69	0%	2.83	2.95	-4%
TW	0.58	0.54	7%	0.55	0.55	1%	2.16	2.15	0%	2.42	2.36	2%
Average	-	-	6%	-	-	-1%	-	-	1%	-	-	2%

Source: Bloomberg, BofA Global Research

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Exhibit 3: BofA EPS estimate revisions

After the trading spurt caused by the regional bank issues, we raise or maintain 1Q23 estimates for all exchanges

		1Q23E			2Q23E			2023E			2024E	
	New	Old	% Delta									
CME	2.34	2.14	9%	1.98	2.12	-7%	8.40	8.35	1%	8.51	7.99	7%
ICE	1.44	1.31	10%	1.32	1.31	1%	5.56	5.38	3%	6.44	6.03	7%
NDAQ	0.66	0.66	0%	0.68	0.67	1%	2.69	2.68	0%	2.83	2.88	-2%
TW	0.58	0.55	5%	0.55	0.56	-2%	2.16	2.15	0%	2.42	2.33	4%
Average	-	-	6%	-	-	-2%	-	-	1%	-	-	4%

Source: Bloomberg, BofA Global Research

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Exhibit 4: BofA price objective details

Among our exchange coverage, we believe that ICE has the highest total return potential

		PO			Return					
	New	Old	% Delta	Price	Upside	Div Yield	Total Return			
CME	156	160	-3%	192	-19%	4%	-14%			
ICE	140	127	10%	104	34%	2%	36%			
NDAQ	53	50	6%	55	-3%	2%	-1%			
TW	91	82	11%	79	15%	0%	16%			
Average	-	-	6%	-	7%	2%	9%			

Source: Bloomberg, BofA Global Research

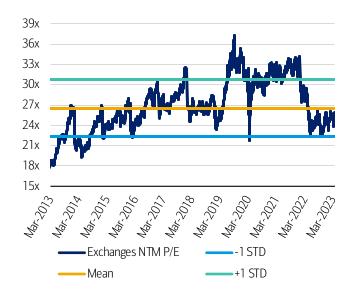
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Exhibit 5: Average NTM P/E for the exchanges (absolute basis)

The exchanges are trading roughly in line with their historical average

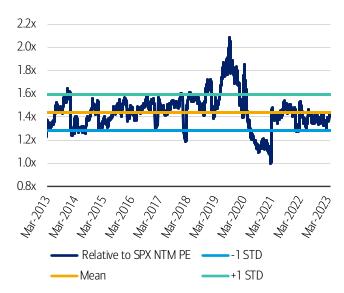


Source: Bloomberg, BofA Global Research Note: Forward EPS estimates are consensus Peers CME, ICE, NDAQ, MKTX, CBOE

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Exhibit 6: Average NTM P/E for the exchanges (relative basis)

The exchanges trade at a modest premium to the S&P 500



Source: Bloomberg, BofA Global Research. NTM = net 12 months.

Note: Forward EPS estimates are consensus Peers CME, ICE, NDAQ, MKTX, CBOE

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Exhibit 7: Interest and currency performance (over select trailing time periods)

The yield curve remains inverted at the 10Y/2Y, signaling market expectations for (1) Fed rate cuts and (2) an economic recession

	12 mo.	3Y	5Y	10Y	QTD	Last Qtr	Q-2
10Y	120 bps	92 bps	81 bps	170 bps	-33 bps	5 bps	82 bps
3mo LIBOR	421 bps	258 bps	286 bps	489 bps	41 bps	101 bps	147 bps
Fed Funds	450 bps	243 bps	316 bps	474 bps	50 bps	125 bps	150 bps
10Y/2Y Spread	-61 bps	-74 bps	-105 bps	-218 bps	-2 bps	-10 bps	-51 bps
USD	4%	5%	14%	23%	-1%	-8%	7%
EUR vs USD	-2%	-3%	-12%	-15%	2%	9%	-7%
GBP vs USD	-6%	-5%	-12%	-19%	3%	8%	-8%
YEN vs USD	-8%	-16%	-20%	-29%	-1%	10%	-6%

Source: Bloomberg, BofA Global Research; As of 03/31/2023



Exhibit 8: Asset class returnsEquities and fixed income have benefitted the most from the macro backdrop YTD

Returns Tracker		Monthly			Qı	uarter	ly		_ Annually									
	Jul 22	Aug 22	Sep 22	Oct 22	Nov 22	Dec 22	Jan 23	Feb 23	Mar 23	Jun 22	Sep 22	Dec 22	Mar 22	Mar 23	Dec 19	Dec 20	Dec 21	Mar 23
Equities																		
S&P Composite	9.2	-4.1	-9.2	8.1	5.6	-5.8	6.3	-2.4	2.2	-4.6	-16.1	-4.9	7.5	-7.8	31.5	18.4	28.7	-12.0
Nasdaq Composite	12.4	-4.5	-10.4	3.9	4.5	-8.7	10.7	-1.0	5.0	-8.9	-22.3	-3.9	-0.8	-13.3	36.7	45.0	22.2	-21.0
Dow Jones Industrial Average	6.8	-3.7	-8.8	14.1	6.0	-4.1	2.9	-3.9	0.8	-4.1	-10.8	-6.2	16.0	-2.0	25.3	9.7	20.9	-6.0
S&P400 Index	10.8	-3.1	-9.2	10.5	6.1	-5.5	9.2	-1.8	-4.9	-4.9	-15.4	-2.5	10.8	-5.2	26.2	13.6	24.7	-9.8
Russell 2000	10.4	-2.0	-9.6	11.0	2.3	-6.5	9.7	-1.7	-6.6	-7.5	-17.2	-2.2	6.2	-11.6	25.5	19.9	14.8	-18.3
MSCI AC World	7.0	-3.6	-9.5	6.1	7.8	-3.9	7.2	-2.8	2.0	-5.2	-15.5	-6.7	9.9	-7.9	27.3	16.9	19.0	-12.8
MSCI Europe	7.6	-4.9	-6.3	6.2	6.9	-3.5	6.8	1.8	-0.6	-5.2	-8.7	-4.1	9.6	3.7	26.8	-2.8	25.8	-1.6
MSCI AC Asia	-1.1	0.0	-12.7	-6.1	18.8	-0.1	8.2	-6.8	2.8	-8.0	-8.9	-13.7	11.4	-9.2	18.5	25.5	-4.5	-16.4
MSCI Latin America	4.3	2.8	-3.2	9.7	0.5	-3.9	9.9	-6.2	1.4	27.3	-21.7	3.7	5.9	-10.0	17.8	-13.6	-7.7	14.5
iShares Emerging Markets	-0.3	-1.3	-11.5	-2.0	15.6	-2.6	9.1	-7.6	3.3	-7.6	-10.4	-13.0	10.3	-10.5	18.2	17.0	-3.6	-17.3
Fixed Income																		
iShares Core US Agg Bond	2.5	-3.0	-4.1	-1.3	3.8	-0.9	3.3	-2.7	2.1	-5.8	-4.6	-4.7	1.6	-4.6	8.5	7.5	-1.8	-10.2
iShares National Muni Bond	2.3	-2.4	-2.8	-0.8	4.8	-0.3	2.5	-2.3	2.3	-5.4	-2.5	-3.0	3.7	0.5	7.1	5.1	1.0	-5.0
iShares \$ IG Corporate Bond	4.4	-4.4	-6.0	-0.8	6.6	-1.6	5.2	-4.2	2.9	-8.4	-8.4	-6.2	4.2	-6.3	17.4	11.0	-1.8	-14.1
iShares MBS	3.2	-3.5	-5.1	-1.1	4.3	-0.8	3.4	-2.7	1.8	-4.9	-3.9	-5.6	2.2	-4.7	6.2	4.1	-1.4	-9.4
Vanguard Total International Bond	3.2	-3.6	-2.9	0.5	2.4	-2.7	2.4	-1.5	2.3	-4.8	-5.3	-3.4	0.2	-5.3	7.9	4.6	-2.3	-9.8
Barcap High Yield	2.4	-2.8	-4.3	-1.3	3.7	-0.5	3.1	-2.6	2.1	-5.9	-4.7	-4.8	1.9	-5.2	8.7	7.5	-1.5	-10.8
Alts	0.7	6.0	12.0	2.5	6.2		10.4	5.0	12	6.0	15.5	11.0	42	21.0	20.0	4.7	40.4	26.5
Vanguard REIT Index	8.7	-6.0	-12.8	3.5	6.2	-5.1	10.4	-5.9	-4.2	-6.0	-15.5	-11.0	4.3	-21.9	28.9	-4.7	40.4	-26.5
FX EUR/USD	-2.5	-1.6	-2.5	0.8	5.3	2.9	1.5	-2.6	3.1	-2.7	-5.3	-6.5	9.2	-2.1	-2.2	8.9	-6.9	-4.7
IPY/USD	1.8	-4.1	-4.0	-2.7	7.7	5.3	0.8	-4.5	2.6	-5.4	-10.3	-6.2	10.4	-8.4	0.9	5.1	-10.2	-13.3
GBP/USD	-0.1	-4.5	-3.9	2.7	5.1	0.2	2.0	-2.4	3.0	-2.9	-7.3	-8.3	8.2	-6.2	3.9	3.1	-1.0	-8.9
CHF/USD	0.3	-2.6	-1.0	-1.4	5.9	2.3	0.9	-2.8	3.2	-1.1	-3.4	-3.3	6.8	0.8	1.4	9.4	-3.0	-0.3
Commodities																		
DJ Commodities Index	-0.1	-2.0	-6.4	2.5	2.1	-0.2	0.1	-4.2	-1.4	24.1	-6.7	-8.3	4.4	-14.5	12.1	13.9	29.3	6.1
GOLD	-2.3	-3.1	-2.9	-1.6	8.3	3.1	5.7	-5.3	8.4	5.9	-6.7	-8.1	9.8	1.6	18.3	25.1	-3.6	7.6
Oil	-6.8	-9.2	-11.2	8.9	-6.9	-0.4	-1.7	-2.3	-3.5	33.3	5.5	-24.8	1.0	-24.7	34.5	-20.5	55.0	0.5

Source: Bloomberg, BofA Global Research, Price data as of 03/31/2023

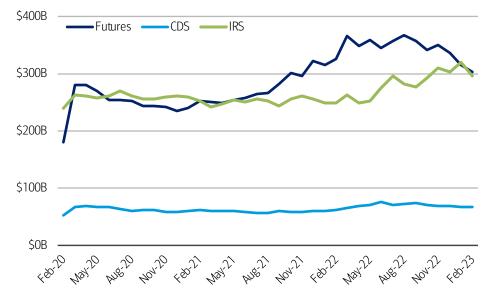
Industry highlights

Clearinghouse revenues have likely peaked; expect sequential declines in 1Q23

We expect that futures clearinghouse revenues for ICE and CME reached their cyclical peak in 3Q22 and 4Q22, respectively, and we expect sequential declines in both items for 1Q23. According to CFTC data as well as intra-quarter commentary, margin balances have generally been declining since August. Meanwhile, collateral fee rates have been steady at CME and declining at ICE in recent months. Specifically, on November 2, ICE cut its cash collateral fees for ICE Clear Europe by 10 bps for Euros, so 1Q23 should see a full-quarter impact of the lower fee rate. Although CME reported higher investment income in 4Q22, we believe that the sequential increase was attributable to earnings on its corporate cash, which ramps in 4Q22 due to its large variable dividend. With this offset absent in 1Q23, we expect sequential declines in all futures clearinghouse-related items (CME=Investment Income + Other revenue; ICE = OTC & Other revenue). That said, we do expect higher CDS Clearinghouse revenues at ICE Clear Credit given a fee rate hike in the quarter. Driven by this fee hike as well as higher volumes, a roll period, and positive mix shifts, we are forecasting an overall 76% sequential increase in CDS Clearing & Execution revenues at ICE.

Exhibit 9: Margin balances by asset class over time

Futures margin balances have been declining since August



Source: CFTC, BofA Global Research

Primary Futures Clearing Organizations = ICE, CME; Primary CDS Clearing Organizations = ICE; Primary IRS Clearing Organizations = LSE

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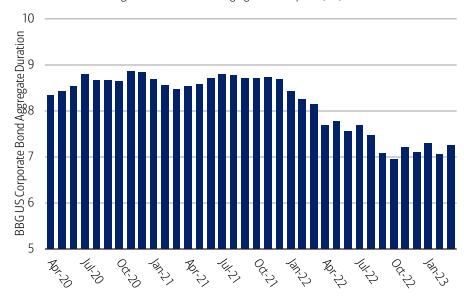
Trading fee backdrop is improving in e-trading and futures

We are more constructive on the fee backdrop in both credit e-trading and futures. In the futures business, CME enacted its biggest price increase on record on February 1, with management guiding to a 4-5% sequential revenue tailwind for the transactional businesses. Meanwhile, ICE is also actively evaluating opportunities to push price in the near future. On the e-trading side (TW), high-grade corporate bond pricing is generally a function of duration, which has modestly increased in the quarter at +1% q/q. Additionally, as interest rates begin to plateau, we expect further tailwinds from pricing given the inverse relationship between rates and duration.



Exhibit 10: Corporate bond duration over time

Bond duration is stabilizing, which bodes well for high-grade fee capture (TW)



Source: Bloomberg, BofA Global Research

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Expect ICE to walk back deal timeline; forecasting a close around year-end

Last month, ICE delayed its timeline for acquiring BKI to 2H23 from 1H23, and we would not be surprised to hear that timeline walked back further to year-end 2O23. Although the Federal Trade Commission (FTC) has announced its intention to block the ICE-BKI deal, it has not yet requested a preliminary injunction. We expect the agency to move forward with an injunction once the BKI shareholder vote (April 28) is nearer. After the injunction request is filed, we expect 6-8 months until closing, judging by lawsuits of similar size and complexity. This implies a late 4Q23 close. In our model, we assume that the deal closes at year-end 2O23 (revised from 2Q23 quarter-end).

Headwinds to listings revenues in 1Q23 due to delistings and IPO amortizations

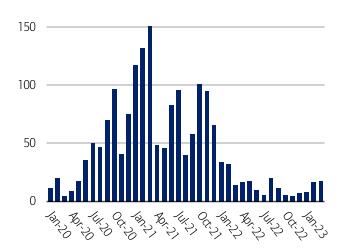
We forecast headwinds to listing revenue (ICE, NDAQ) this quarter given the rolling off of initial public offerings (IPOs) and seasonality related to delistings. Listed companies generally pre-pay listing fees in 1Q for the full year and do not receive refunds if they delist/transfer over the course of the year. As a result, there is generally some downward seasonality in 1Q because revenues from the prior year's delisted/transferred stocks are no longer being amortized. Based on the number of delistings and transfers over the course of 2022, we estimate that this headwind will amount to \$5M for each NDAQ and ICE. In addition, we expect the roll-off of initial listing fees from the IPO boom times of 2H2O and 2021 to accelerate this quarter. While NDAQ amortizes the fees over three years, initial listings at ICE can be amortized over 2-3 years depending on the characteristics of the transaction. These dynamics should be offset by 4% headline price increases at both firms. Overall, we expect listing revenue at NDAQ and ICE to be flattish sequentially (versus mid-single-digit % historical CAGR).



Exhibit 11: Number of IPOs by month

Fees from the boom of 2020/21 IPOs are starting to roll off



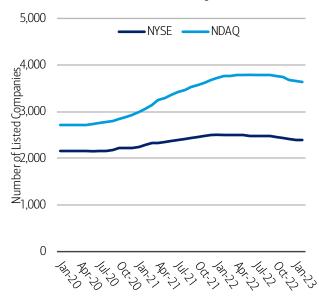


Source: Company reports, BofA Global Research

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Exhibit 12: Number of listed operating companies

The issuer base of NYSE and NDAQ is shrinking



Source: World Federation of Exchanges, BofA Global Research

Company-specific commentary

CME Group (CME, Underperform): Pulling forward volumes into 1Q23

We raise our 1Q23/2023/2024 EPS estimates to \$2.34/\$8.40/\$8.51 from \$2.14/\$8.35/\$7.99 due primarily to higher-than-expected volumes, particularly in rates. This strength was partially offset by an anticipated deceleration in clearinghouse revenues in light of lower collateral balances intra-quarter. We simultaneously reduce our EPS estimates for 2Q/3Q23 because we expect CME to experience future headwinds due to the excessive volatility this quarter. In particular, our channel checks indicate that futures liquidity has deteriorated, margins are higher, and a meaningful amount of open interest was blown out in the aftermath of the Silicon Valley Bank and Signature Bank closures. Our PO falls to \$156 (from \$160), which is derived from a 17.5x multiple on our newly initiated 2025 EPS estimate of \$8.89. To offset our EPS roll to 2025 from 2024 and account for lower future growth, we lower our multiple from 20x to 17.5x. Our PO implies 14% total downside risk over 12 months.

Intercontinental Exchange (ICE, Buy): Pushing off BKI consolidation to year-end

We raise our 1Q23/2023/2024 EPS estimates to \$1.44/\$5.56/\$6.44 from \$1.31/\$5.38/\$6.03 due to higher-than-expected volumes, particularly in rates and CDS. In addition, we expect (1) a pick-up in growth in fixed income data revenues given the uptick in ASV (annual subscription value) last quarter and (2) higher revenue per trade at ICE Clear Credit given favorable mix shifts and higher clearinghouse revenues. These tailwinds were partially offset by declining clearinghouse revenues on the futures side of the house as well as seasonal weakness in listing and mortgage technology revenues. We also push out our expectation of consolidation of BKI from 3Q23 to 1Q24 and lower our estimate for Empower proceeds, which was a headwind to our 2H23/24 estimates. Our PO rises to \$140 (from \$127), which is derived from a 20x multiple on our newly initiated 2025 EPS estimate of \$6.98. To offset our EPS roll to 2025 from 2024, we lower our multiple from 21x to 20x. Our PO implies 36% 12-month total return potential.

Nasdaq (NDAQ, Underperform): Volumes offset by cyclical/seasonal headwinds

We modestly revise our 1Q23/2023/2024 EPS estimates to \$0.66/\$2.69/\$2.83 from \$0.66/\$2.68/\$2.88 to embed the impact of the delay in the MEMX Options launch date (now 3Q23 from 2Q23), offset by a downward revision to listings revenue. We are also modeling softness in the Workflow & Insights business given management commentary around elongated sales cycles as well as the anti-financial crime business in light of anticipated difficulties in monetizing Tier 1 banks. Separately, we note that Listings, Index, and Marketplace Technology are all seasonally low in 1Q due to (1) fees from delisted companies rolling off, (2) the step-down in NDAQ futures monetization related to the accelerator in NDAQ's contract with CME, and (3) a higher volume of change requests in 4Q. Our PO rises slightly to \$53 (from \$50), which is derived from a 17.5x multiple on our newly initiated 2025 EPS estimate of \$3.03. Our PO implies 1% total downside risk over 12 months.

Tradeweb (TW, Buy): Raising estimates on rates strength

We raise our 1Q23/2023/2024 EPS estimates to 0.58/2.16/2.42 from 0.55/2.15/2.33 due to higher-than-expected volumes, particularly in rates and equities. Additionally, we note that TW should see less seasonality in compensation given accounting changes as well as higher interest income stemming from its growing cash balance and higher rates. These factors should be partially offset by some downward seasonality in the Refinitiv data contract. Our PO rises to 91 (from 9.5/2), which is derived from a 9.5/20 multiple on our newly initiated 9.5/20 EPS estimate of



\$2.81. To offset our EPS roll to 2025 from 2024, we lower our multiple from 35x to 32.5x. Our PO implies 16% 12-month total return potential.

Exhibit 13: Stocks mentionedPrices and ratings for stocks mentioned in this report

BofA Ticker	Bloomberg ticker	Company name	Price	Rating
CME	CME US	CME Group Inc	US\$ 191.52	B-3-7
ICE	ICE US	Intercontinental	US\$ 104.29	B-1-7
NDAQ	NDAQ US	Nasdaq	US\$ 54.67	B-3-7
TW	TW US	Tradeweb	US\$ 79.02	B-1-7

Source: BofA Global Research



Price objective basis & risk

CME Group Inc (CME)

Our primary valuation metric for US Exchanges is price to long-term earnings (2025E). We focus on long-term EPS because we prefer to normalize for any near-term factors, and it also provides credit for an additional two years of growth. We apply a 17.5x multiple on our 2025E EPS to derive our \$156 PO. Our multiple is based on the conservative assumption that CME trades in line with its peer group despite its lower growth prospects/earnings quality.

Downside risks are (1) depressed volumes, (2) lower earnings quality due to high transactional revenue composition, (3) mature markets and high market share stifling further growth, (4) trading at a premium to higher growth peers, (5) secular transition away from oil/fossil fuels where CME has high share and (6) regulatory risks (transaction tax, capital requirements).

Upside risks are (1) improving/elevated interest rate volumes due to quantitative tightening/inflation, (2) rebound in energy/metals volumes should there be a resolution in supply chain issues and the Russia/Ukraine conflict, (3) defensive qualities which drive stock outperformance in equity market drawdowns (e.g., 1Q22), and (4) potential for share gains in select markets: base metals after the LME debacle and cash after the DTCC cross-margining proposal is approved (estimated in 1Q23 versus 3Q22 prior target).

Intercontinental Exchange (ICE)

Our primary valuation metric for US Exchanges is price to long-term earnings (2025E). We focus on long-term EPS because we prefer to normalize for any near-term factors, and it also provides credit for an additional two years of growth. We apply a 20x multiple on our 2025E EPS to derive our \$140 PO. Our multiple is equal to ICE's historical average and a small discount to peers despite ICE's superior growth prospects & earnings quality. We look for ICE's valuation to re-rate higher from current levels as: mortgage origination volumes bottom, BKI deal closes by mid-2023. Additionally, ICE's accelerating earnings growth and improve earnings quality support a higher valuation.

Risks include: (1) elevated financial leverage, (2) subdued listings activity, (3) contrarian capital allocation decisions (eBay, BKI).

Nasdaq (NDAQ)

Our primary valuation metric for US Exchanges is price to long-term earnings (2025E). We focus on long-term EPS because we prefer to normalize for any near-term factors, and it also provides credit for an additional two years of growth. We apply a 17.5x multiple on our 2025E EPS to derive our \$53 PO on NDAQ. Our multiple reflects a slight discount on NDAQ's recent historical average given the recent earnings quality reduction and our expectation for decelerating growth.

Upside risks are: (1) a bull market could revive listings activity and drive revenue gains in indexing from beta, (2) a prolonged Democratic administration could enable SEC Chair Gensler to complete his equity market structure reforms and move volumes back onto exchanges, (3) the secular trend toward derivatives (vs. cash) could offset the downward normalization in options trading, and (4) NDAQ's new crypto custody business could enhance growth.

Downside risks are: (1) NDAQ's premium valuation, (2) MEMX's entrance into the options market, (3) retail investor disengagement, (4) decelerating Market Tech sales, (5) SEC



Chair Gensler's inability to complete his market structure agenda during his administration, and (6) volume headwinds as we transition toward a bull market.

Tradeweb Markets Inc. (TW)

Our price objective (PO) for Tradeweb is derived from a price to earnings valuation method. We apply a 32.5x multiple on our 2025E EPS to derive our \$91 PO. Our multiple is supported by TW's recent valuation range and assumes TW maintains a premium to the US exchanges due to higher visibility into its long-term growth trajectory combined with its defensive qualities.

Risks are (1) competitive pressures intensifying (MKTX, Bloomberg, ICE, Trumid), (2) a high mix of transactional revenues, (3) secular pressure to trading commissions (although TW's commissions are still a low % of bid-ask), and (4) a high valuation relative to slower-growth peers.

Analyst Certification

I, Craig Siegenthaler, CFA, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.



US - Brokers, Asset Managers, & Exchanges Coverage Cluster

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Disclosures

Important Disclosures

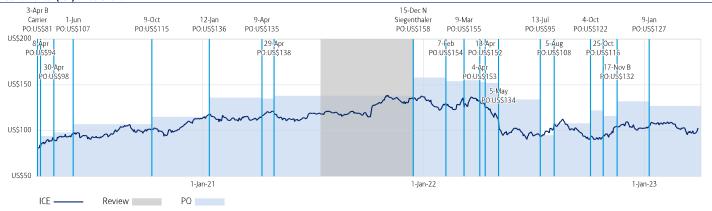
CME Group Inc (CME) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

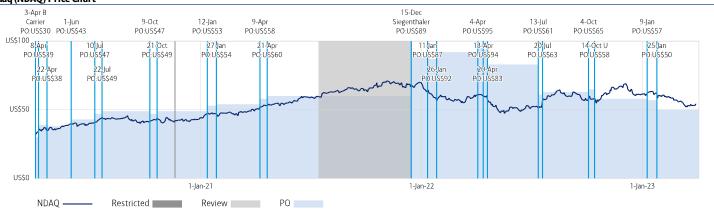
Intercontinental (ICE) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

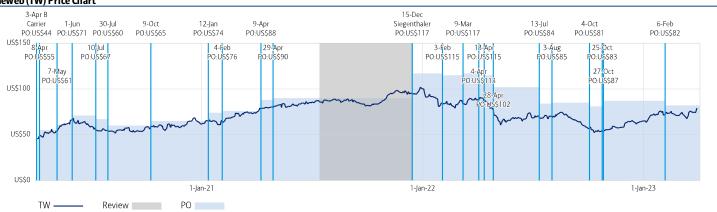
Nasdaq (NDAQ) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

Tradeweb (TW) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

Equity Investment Rating Distribution: Financial Services Group (as of 31 Mar 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	152	52.41%	Buy	92	60.53%
Hold	73	25.17%	Hold	44	60.27%
Sell	65	22.41%	Sell	41	63.08%

Equity Investment Rating Distribution: Global Group (as of 31 Mar 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	1869	53.01%	Buy	1030	55.11%
Hold	827	23.45%	Hold	476	57.56%
Sell	830	23.54%	Sell	389	46.87%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster⁸²

Buy	≥ 10%	≤ /0%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

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