

Workflows & Analytics

Dean Berry & Emily Prince

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LSEG

Capital Markets Day **2023**

Workflows & Analytics at a glance

The Workflows & Analytics business brings together our **next-generation user-facing productivity tools** and our **high-quality analytics services**, complemented by **powerful generative AI technology**.

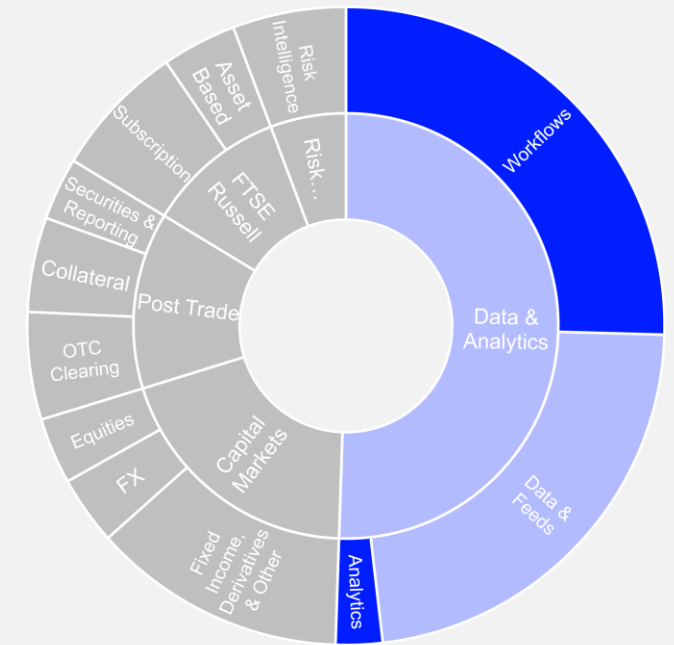
Workflows primarily comprises revenue from the legacy Trading & Banking business, as well as other “desktop” revenues that were previously reported in Investment Solutions and Wealth.

Analytics revenues are driven by core services like Yield Book and Lipper that were previously reported in Investment Solutions.

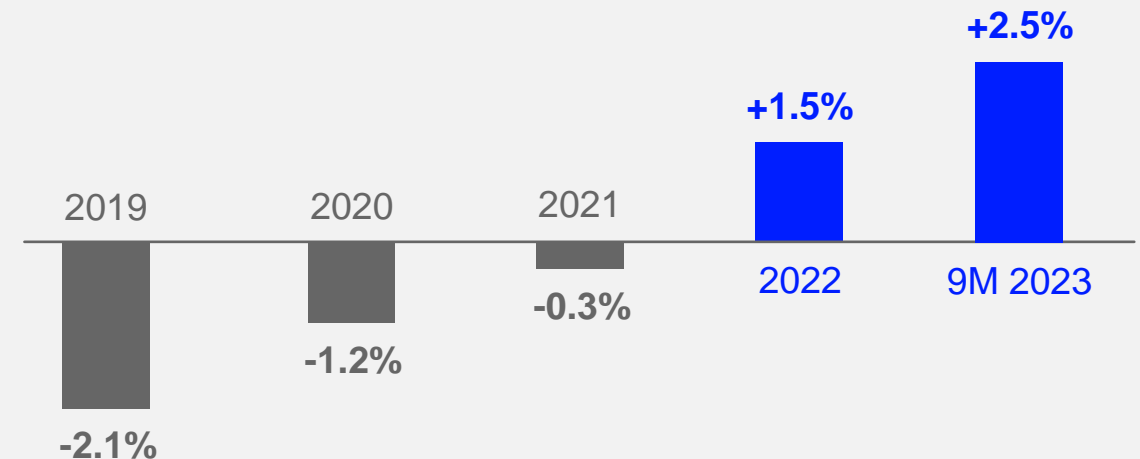
Highlights

- Top tier franchises in Banking, Wealth, FX and Commodities
- Trading & Banking business returned to consistent revenue growth
- Diversified, global footprint
- High proportion of recurring revenues















27% of the Group in 2022



Trading & Banking¹ growth



Market growth drivers

	Key trends	Workflows growth driver	Analytics growth driver	Implications for our customers
Technology	Gen AI / LLMs			Supercharges content efficiencies, user assistance, solution personalisation and insights.
	Cloud migration			Accelerates innovation and solution development; liberates data and insight by improving accessibility.
	Higher demand for customised solutions			New technologies drive automation and streamline workflows; our customers are looking for agile, flexible solutions to help them adapt.
Customer	Ever increasing demand for data			Enables faster and better-informed business and investment decisions.
	More insights and value out of data			Customers want joined-up solutions that offer a seamless workflow experience with integrated content that allows them to extract deeper insight.
	Borderless / seamless trading			Drive for enhanced efficiency and liquidity sourcing across asset classes and regions increases the need for human collaboration and structured electronic trading workflows.
Regulatory	Changing regulatory landscape			Customers need customised reporting and data solutions to comply with new regulation across our communities.

Our Workflows offering

We power critical workflows for customers across financial services globally...



- Open ecosystem of differentiated data, analytics and AI tools
- Simple and intuitive
- Accessible via any open channel, any device
- Seamless integration into customer workflows

...and we're integrating functionality from across the Group to deliver a seamless, holistic experience

Fxall

Fully integrated end-to-end FX workflow with access to hundreds of liquidity providers, full trade decision support and post-trade functionality.

TORA

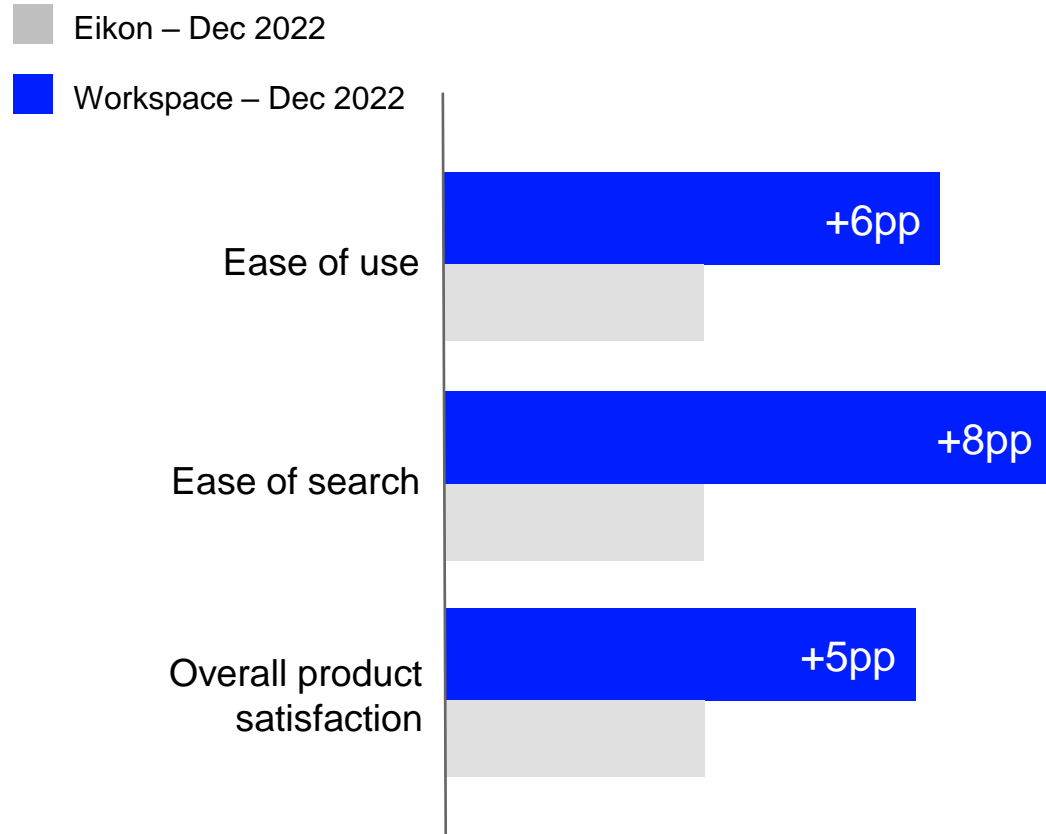
Full connectivity to the TORA OEMS and portfolio management system for customers trading equities, fixed income, FX, derivatives and digital assets.

Advanced Dealing

Fully integrated cloud-based FX trading environment with seamless compliance and chat-driven trading functionality powered by AI technology.

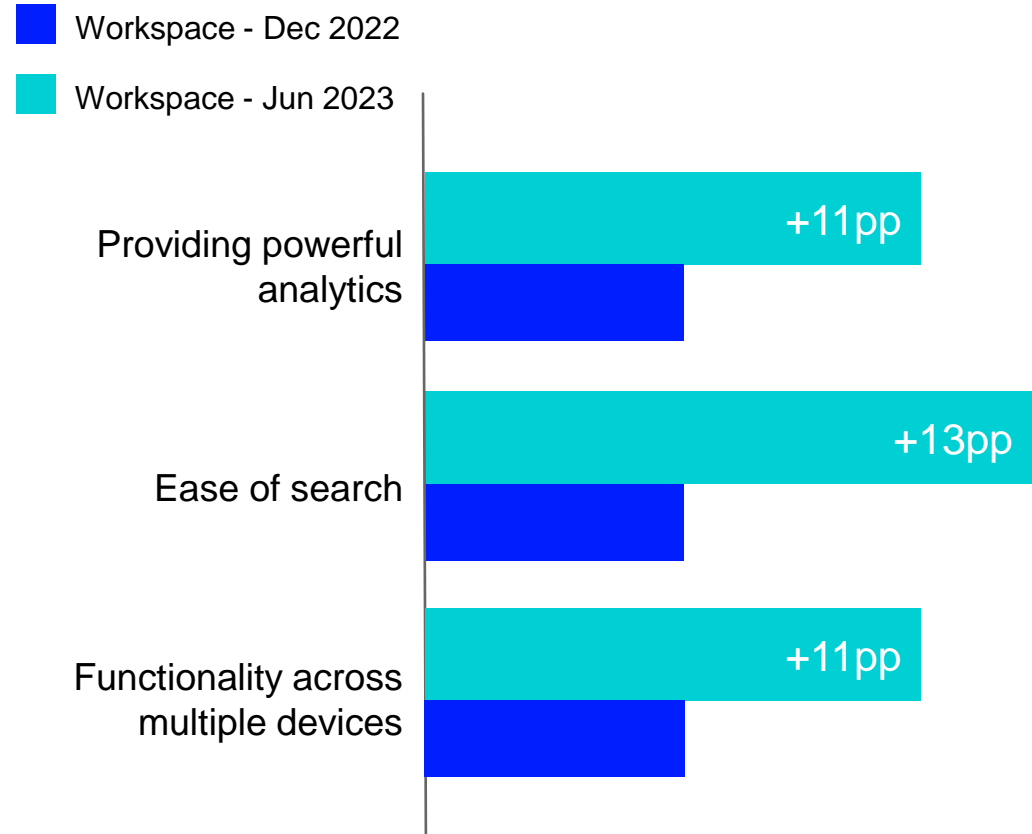
The Workspace rollout is progressing well

Our customers tell us they prefer Workspace...



% of customers who returned a 9 or 10 satisfaction rating (out of 10)

...and we're continuing to innovate at pace

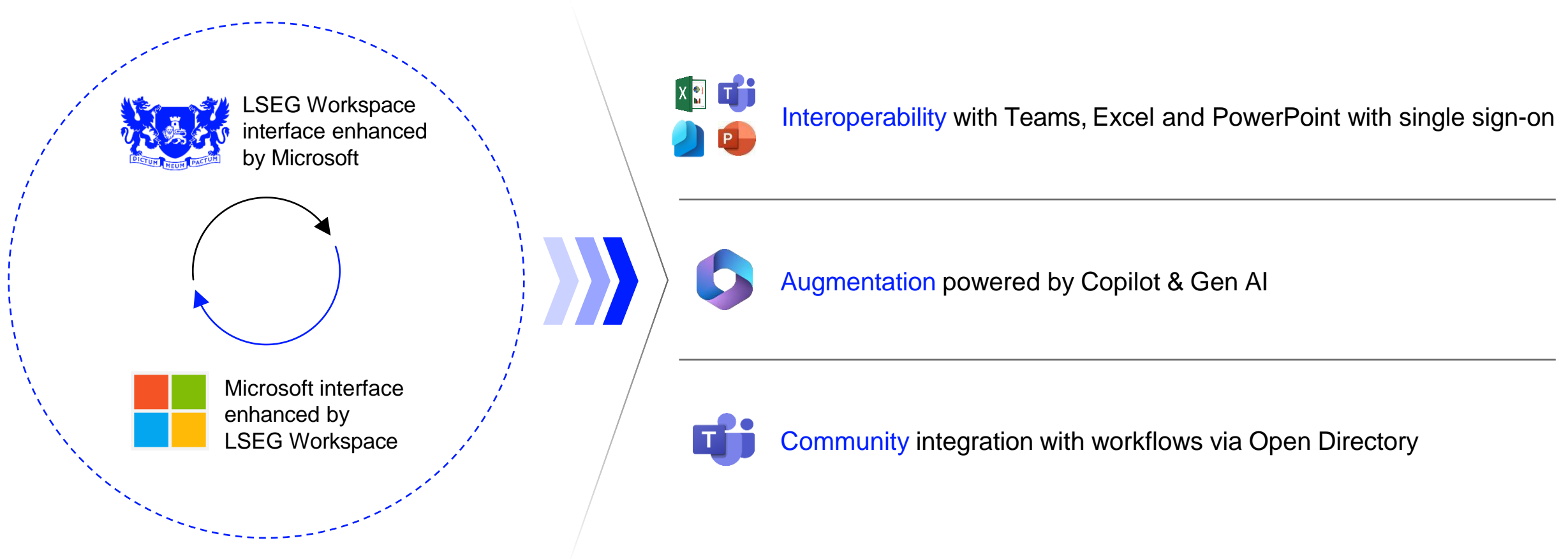


% of Workspace customers who returned a 9 or 10 satisfaction rating (out of 10)

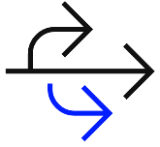
Transforming the customer experience

We're developing an integrated workflow ecosystem....

...with seamless interoperability between chat and productivity tools and insights powered by generative AI technology

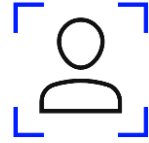


Our Analytics offering



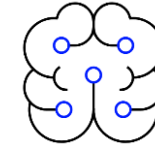
Financial Analytics & Models

Scalable cross-asset models and analytics solutions for a diverse set of customer needs, including risk, regulatory and historical analysis.



Customer Facing Analytics Software

Robust tech environment to build, deploy and run analytics at scale using LSEG's proprietary data and models.



Generative AI Solutions

Next gen AI & ML solutions designed for financial services and powered by AI agents, analytics plugins and model classification vectors.

A selection of our offerings...

Yield Book

An expanded set of capabilities including market-leading data and cashflow modelling for security and portfolio analysis from vanilla bonds to highly structured mortgages for clients to comprehensively address their requirements.

StarMine

StarMine quantitative analytics provide a rock-solid foundation for your investment research spanning sectors, regions and markets. StarMine models focus on credit risk, economic forecasts, company financials and valuation.

Lipper

With a track record of over 50 years of independent content, Lipper is the go-to resource for fund performance research, providing premium data, fund ratings, analytical tools, and global commentary through specialized product offerings.

LPC

The premier global provider of syndicated loan, direct lending and CLO market data, news and analysis, keeping you on top of market trends and enabling better lending and investment decisions.

Quantitative Pricing

Analytics APIs offer a wide range of user-defined analytics for listed and OTC instruments. The coverage spans across FX, interest rate derivatives, equity derivatives, government and corporate bonds, zero-coupon curves, and volatility surfaces.

Developing LSEG's Analytics story with Microsoft



Financial Data Engineering

User transforms data in MSFT fabric to create financial insights



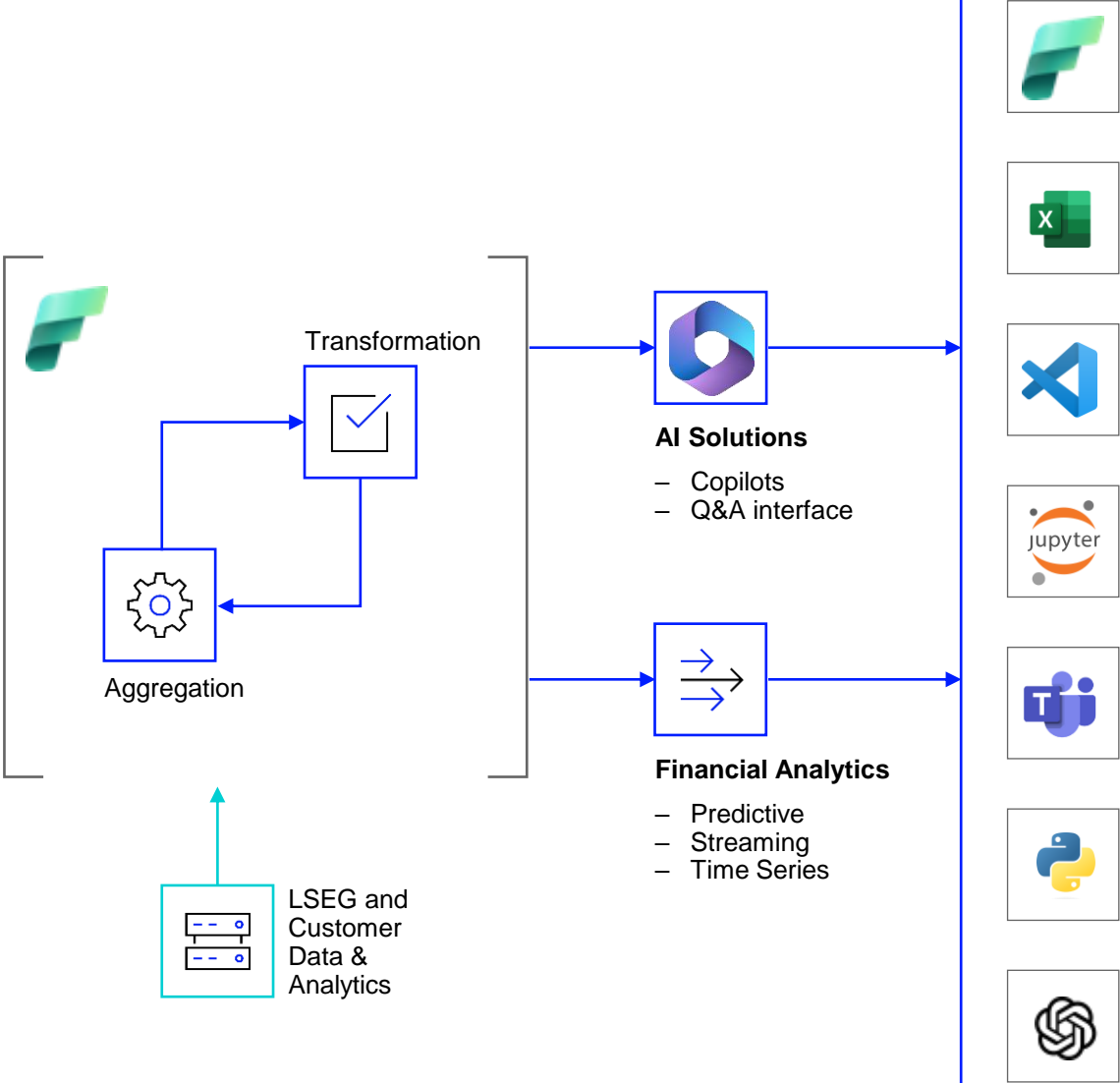
AI Solutions

User leverages LSEG's AI solutions to achieve efficiency, assistance, personalisation & insights

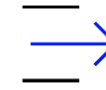
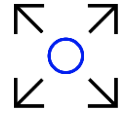
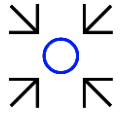


Financial Analytics

User distributes their insights in their preferred MSFT/ LSEG delivery channel



Near-term and longer-term priorities for growth



Today

Medium term

Long term

Enhance product functionality

- Complete rollout of Workspace, sunset Eikon.
- Integrate functionality to enhance the Workspace experience (eg FXall, TORA).
- Streamline Workspace deployment, interoperability with OpenFin.
- Expansion of cross-asset analytics models (eg private assets) and improving ease of access.

Leverage tech advancements

- Deliver Workspace integrated with Microsoft.
- Launch LSEG Open Directory for messaging, integrated with MS Teams.
- Launch analytics modelling & Machine Learning Ops (MLOps) workflows.

Transform the customer experience

- Evolve Workspace ecosystem.
- Strategic partnerships.
- Adopt emerging tech for financial analytics (e.g., quantum computing).

Today's speakers



Dean Berry
Head of Workflows

As Head of Workflows at LSEG, Dean leads a diverse, global business encompassing Workflows across Investment Banking and Capital Markets, Fixed Income, FX, Commodities, Equities, Investment Management and Wealth. Dean is also responsible for Workspace, LSEG's next generation data and workflow solution.

Dean joined LSEG from BGC Partners, where he was the Global Head of the Electronic and Hybrid Markets division. His career spans senior roles at ICAP, Société General, Nordea, Dresdner Kleinwort Wasserstein, and Deutsche Bank. A dynamic executive leader with deep expertise in data, digital transformation and

product development, Dean has a consistent track record of driving growth over the past 28 years and specialises in leading change by developing high performing teams and implementing a collaborative culture with strong governance.



Emily Prince
Head of Analytics

Emily is the Head of Analytics, and CEO of Yield Book. Emily leads a team of quants, data scientists and SMEs responsible for transforming data into actionable insights. In this role Emily's team also supports the responsible adoption of AI / ML across LSEG.

With over 15 years in quantitative analytics at institutions including Lehman Brothers, Barclays and BlackRock, Emily has a deep experience building and commercialising model and analytics solutions. Across the institutions Emily has worked in and clients she has partnered with, the insights generated from these analytics and models

have consistently driven competitive differentiation, reduced cost and enabled thought leadership. Emily also holds Board positions with Turquoise and Finbourne.