

Adam Minick

Good morning, and I hope you are all doing well today. We will be discussing CME Group's first-quarter 2023 financial results. I will start with the safe harbor language, then I'll turn it over to Terry.

Statements made on this call and in the other reference documents on our website that are not historical facts are forward-looking statements. These statements are not guarantees of future performance. They involve risks, uncertainties and assumptions that are difficult to predict. Therefore, actual outcomes and results may differ materially from what is expressed or implied in any statement. Detailed information about factors that may affect our performance can be found in the filings with the SEC, which are on our website. Lastly, on the final page of the earnings release, you will see a reconciliation between GAAP and non-GAAP measures.

With that, I'll turn the call over to Terry.

Terrence A. Duffy

Thank you all for joining us this morning.

We released our executive commentary earlier today, which provides details on the first quarter of 2023. I will make a few brief comments on the quarter and current outlook, and Lynne will summarize our financial results. In addition to Lynne, we have other members of our management team present to answer questions after the prepared remarks.

John Pietrowicz is also on the call with us this morning, John will be staying on with CME through at least the end of the year as Special Advisor to the company. Among other responsibilities, John will continue to participate in investor relations activities, but this is a first for John to be on the call not in the CFO role. I'd like to thank you, John, for your over 8 years as CFO as well as your important work at CME prior to that. John has been a key part of every major milestone our company has achieved over the last 20 years, and we thank him for his many contributions to our business.

With that, I will turn to a few comments regarding the first quarter, which was continued evidence of this new era of uncertainty. As I said in my Financial Times op-ed from February, risk management has been elevated from a supporting player to the star attraction, as investors are managing portfolios with near constant market challenges.

Following the best year in CME Group's history, first-quarter 2023 average daily volume increased 4% from an extremely strong 1Q22 to 26.9 million contracts and was just short of our all-time quarterly record ADV in 1Q20 of 27 million contracts. This quarter included our all-time highest single day volume of 66.3 million contracts on March 13. All of this and other things have led us to the highest adjusted diluted EPS in the history of CME Group.

Throughout the entire quarter, there were shifting perceptions about the Fed's near-term rate path, as well as significant banking concerns in March, and the continued development of the SOFR market led to the increasing need for the management of interest rate risk. This drove 16% growth in our interest rates ADV to a record 14.5 million contracts. Record March SOFR futures ADV of 5.2 million contracts exceeded previous records seen in Eurodollar futures, and since quarter-end, we successfully completed the migration of our Eurodollar open interest to SOFR without issue on April 15th.

In addition, our past investments in building out our options franchise are paying off. With such a turbulent macroeconomic backdrop, options are an increasingly important risk management tool. First-quarter options ADV grew 26% year-over-year to a record 5.8 million contracts, including double-digit growth across interest rates, equities, and metals, and 30% growth in

non-U.S. trading activity. First-quarter options revenue grew 12% to a record \$218 million.

The first quarter was a great example of CME Group seamlessly doing what we are designed to do. The significant volatility spikes and associated turmoil affecting the banking sector in March further highlighted the systemic importance of sound risk management practices by institutional participants. There are no guarantees, but hedging can provide certainty, and the significant first-quarter activity highlighted that some of today's most important trades are to manage risk. The future is more uncertain than ever, but we know we can expect a whirlwind of geopolitical and economic hurdles to persist, and we will continue to focus on innovating and offering market participants meaningful capital and operational efficiencies across a diverse and globally relevant product set to manage their risk.

With that, I'll turn it over to Lynne to cover the first quarter financial results.

Lynne Fitzpatrick

Thanks Terry.

CME had the best quarterly results in our history. During the first quarter, CME generated over \$1.4 billion in revenue, up 7% compared with a strong first-quarter in 2022. Overall revenue growth outpaced volume growth of 4%. Market Data had a record revenue quarter, up 9% versus Q1 2022 to \$166 million. The need for our products and data to manage risks in uncertain market environments continued to build on the strength seen last year.

Expenses on an adjusted basis were \$459 million for the quarter and \$362 million excluding license fees and approximately \$12 million toward our cloud migration.

CME had an adjusted effective tax rate of 23.4%, which resulted in adjusted net income of \$882 million, up 15 percent from the first quarter last year, and adjusted diluted earnings per share attributable to common shareholders of \$2.42 - the highest adjusted quarterly net income and EPS in our history.

Capital expenditures for the first quarter were approximately \$16 million. CME paid dividends during the quarter of over \$2 billion and our ending cash balance was approximately \$1.7 billion.

The team at CME Group remains focused on providing the risk management products needed by our clients and driving earnings growth for our shareholders.

Before we open the call for your questions, I'm going to briefly hand it back to Terry.

Terry Duffy

Thanks Lynne.

Before we get to questions, I did want to take a moment to acknowledge Sean Tully who announced his decision to retire from CME Group in June of this year. Since joining us in 2012, Sean has been a strong leader for our financial products businesses, guiding the business through a period of tremendous growth and transformation. I especially want to recognize Sean for the outstanding job he and the interest rates team have done to facilitate the successful transition from LIBOR to SOFR. Following Sean's retirement in June, Tim McCourt, who has been overseeing our equity index, foreign

exchange and cryptocurrency businesses will assume Sean's responsibilities and lead the organization covering our financial and OTC products as well. I have the utmost confidence in Tim's ability to manage this broader portfolio.

I'd like to turn it over to Sean for a few words.

Sean Tully

Thank you, Terry.

It has been an honor to work at CME Group these past 11 years, to work with you, Terry, and the entire outstanding team at CME, with all of our customers, with our investors, with our analysts and with our regulators. Together we delivered enormous value to market participants, including several billion per day in margin efficiencies and many new products including new options, OTC swap clearing, Ultra 10-Year futures, SOFR futures and options and CME Term SOFR. And for our investors, in the first quarter of 2023, we delivered all-time record revenue for our Rates business, with SOFR futures and options ADV exceeding the best ever quarter for Eurodollar futures and options ADV historically, as well as a 9.8% compounded annual growth rate in revenue for the Rates business

since the first quarter of 2012. Last, having worked closely with Tim McCourt and Agha Mirza over the last several years, I am very confident that the Financials business is in extremely capable hands going forward. Thank you to all of our customers, thank you to all of my colleagues, and thank you again, Terry.

We can now open the call for questions.

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Among the factors that might affect our performance are increasing competition by foreign and domestic entities, including increased competition from new entrants into our markets and consolidation of existing entities; our ability to keep pace with rapid technological developments, including our ability to complete the development, implementation and maintenance of the enhanced functionality required by our customers while maintaining reliability and ensuring that such technology is not vulnerable to security risks; our ability to continue introducing competitive new products and services on a timely, cost-effective basis, including through our electronic trading capabilities, and our ability to maintain the competitiveness of our existing products and services; our ability to adjust our fixed costs and expenses if our revenues decline; our ability to maintain existing customers at substantially similar trading levels, develop strategic relationships and attract new customers; our ability to expand and globally offer our products and services; changes in regulations, including the impact of any changes in laws or government policies with respect to our products or services or our industry, such as any changes to regulations and policies that require increased financial and operational resources from us or our customers; the costs associated with protecting our intellectual property rights and our ability to operate our business without violating the intellectual property rights of others; decreases in revenue from our market data as a result of decreased demand or changes to regulations in various jurisdictions; changes in our rate per contract due to shifts in the mix of the products traded, the trading venue and the mix of customers (whether the customer receives member or non-member fees or participates in one of our various incentive programs) and the impact of our tiered pricing structure; the ability of our credit and liquidity risk management practices to adequately protect us from the credit risks of clearing members and other counterparties, and to satisfy the margin and liquidity requirements associated with the BrokerTec matched principal business; the ability of our compliance and risk management methods to effectively monitor and manage our risks, including our ability to prevent errors and misconduct and protect our infrastructure against security breaches and misappropriation of our intellectual property assets; our dependence on third-party providers and exposure to risk through third parties, including risks related to the performance, reliability and security of technology used by our third-party providers and third party providers that our clients rely on; volatility in commodity, equity and fixed income prices, and price volatility of financial benchmarks and instruments such as interest rates, credit spreads, equity indices, fixed income instruments and foreign exchange rates; economic, social, political and market conditions, including the volatility of the capital and credit markets and the impact of economic conditions on the trading activity of our current and potential customers; the impact of the COVID-19 pandemic and response by governments and other third parties; our ability to accommodate increases in contract volume and order transaction traffic and to implement enhancements without failure or degradation of the performance of our trading and clearing systems; our ability to execute our growth strategy and maintain our growth effectively; our ability to manage the risks, control the costs and achieve the synergies associated with our strategy for acquisitions, investments and alliances, including those associated with the performance of our joint ventures with S&P Dow Jones (S&P Dow Jones Indices LL) in index services and in trade processing/post trade services (OSTTRA), our primary data distribution partners' actions and our partnership with Google Cloud; variances in earnings on cash accounts and collateral that our clearing house holds for its clients; impact of CME Group pricing and incentive changes; impact of aggregation services and internalization on trade flow and volumes; any negative financial impacts from changes to the terms of intellectual property and index rights; uncertainty related to the adoption and growth of SOFR and its impact on our business; our ability to continue to generate funds and/or manage our indebtedness to allow us to continue to invest in our business; industry, channel partner and customer consolidation; decreases in trading and clearing activity; the imposition of a transaction tax or user fee on futures and options transactions and/or repeal of the 60/40 tax treatment of such transactions; our ability to maintain our brand and reputation; and the unfavorable resolution of material legal proceedings. For a detailed discussion and additional information concerning these and other factors that might affect our performance, see our other recent periodic filings, including our Annual Report on Form 10-K for the year ended December 31, 2022 as filed with the Securities and Exchange Commission ("SEC") on February 27, 2023, under the caption "Risk Factors".