

CME Group 3Q 2025 Earnings Introductory Script

October 22, 2025

Adam Minick

Good morning, and I hope you are all doing well today. We released our executive commentary earlier this morning, which provides extensive details on the third quarter 2025 which we will be discussing on this call. 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, in the earnings release, you will see a reconciliation between GAAP and non-GAAP measures following the financial statements.

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

Terrence Duffy

Thanks Adam and thank you all for joining us this morning. I'm going to make a few brief comments about the quarter and the overall environment. Following that, Lynne will provide an overview of our third quarter results. In addition to Lynne, we have other members of our management team present to answer questions after the prepared remarks.

The third quarter ADV of 25.3 million contracts represented the second highest third quarter ADV in our history, following the record quarter a year ago. Customers continue to turn to our markets to manage their risk exposures as demonstrated by quarter-end open interest of 126 million contracts, the highest open interest at the end of September in the last 5 years and continuing to grow in October. We also set records in large open interest holders in Interest Rates, Equity Indices and Cryptocurrencies in September despite a general pullback in volatility across asset classes during the quarter.

Our team remains focused on future growth and innovation, including the extension of our product offerings. Our crypto complex traded a record 340,000 contracts per day in the third quarter and was up over 225% relative to a year ago. This growth was aided by the early success of Solana and XRP futures, which

were launched earlier this year. Other new products with record volume in the third quarter include Credit Futures, 1-ounce Gold futures, and Agricultural weekly options.

We also introduced trading opportunities that facilitate stronger links between cash and futures markets. FX Spot+, which was launched earlier this year and provides the benefits of futures capital efficiencies to spot market participants, set new volume records in every month of the third quarter. BrokerTec Chicago, launched just two weeks ago is also off to a strong start and enables participants to trade futures and cash products side by side.

Going forward, innovation will continue to be a key driver of our performance and our ability to serve clients in an increasingly complex and volatile global market. During the quarter we announced the upcoming extension of our cross-margining agreement with the DTCC to enable increased margin savings to end user clients. We're also pleased to announce the extension of our FTSE Russell Index Derivatives License through 2037. This announcement will ensure the continuity, efficiency and value to our clients, along with our other suite of equity products.

Additionally, we announced our intention to offer 24/7 trading of cryptocurrency futures and options beginning early next year.

Finally, we announced a partnership with FanDuel to develop and distribute event-based contracts beginning later this year. While we are proud of the record results we have delivered the last several years, our focus will always be on the future needs of our customers and how we can continue to evolve to meet those needs.

I'll now turn the call over to Lynne to review our financial results in more detail.

Lynne Fitzpatrick

Thanks, Terry and thank you all for joining us this morning.

During the third quarter CME Group generated revenue of \$1.5 billion, down 3% from the very strong third-quarter in 2024. The average rate per contract for the quarter was 70.2¢, resulting in clearing and transaction fees of \$1.2 billion. Market Data reached a record level delivering over \$200 million in quarterly revenue for the first time, up 14% to \$203 million.

Continued strong cost discipline led to adjusted expenses of \$487 million for the quarter and \$405 million excluding license fees. Our adjusted operating income was \$1.1 billion, or a 68.4% operating margin for the quarter. CME Group had an adjusted effective tax rate of 22.6%.

Adjusted net income and adjusted diluted earnings per share attributable to CME Group came in at \$978 million and \$2.68 per share, both slightly above the extraordinarily strong third quarter last year and represented the third highest of any quarter in our history.

Capital expenditures for the third quarter were approximately \$19 million and cash at the end of the quarter was approximately \$2.6 billion. CME Group paid dividends of \$455 million in the third quarter, and approximately \$3.5 billion over the first nine months of the year.

Turning to guidance, we expect total adjusted operating expenses for the year, excluding license fees, to be approximately \$1.625 billion. That is \$10 million below our prior guidance and a total of \$25 million below our expectation to start the year. All other guidance remains unchanged.

We are proud of the continued strong results the firm has delivered during the quarter. During the first three quarters of 2025, CME Group reported the three highest quarterly adjusted net income and adjusted diluted earnings per share in our history. Year-to-date 2025 we have grown adjusted earnings per share by 9% over a record 2024. We continue to see strong customer demand for our products as demonstrated by growing open

interest and new records in large open interest holders. Our focus remains on driving earnings growth for our shareholders by expanding our customer base, serving the needs of our clients through innovative products and providing unmatched capital efficiencies.

We'd now like to open up the call for your questions. Thank you.

Statements in this document that are not historical facts are forward-looking statements. These statements are not guarantees of future performance and 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 forward-looking statements. We want to caution you not to place undue reliance on any forward-looking statements. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise. 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 innovative and competitive new products and services on a timely, cost-effective basis, including through our electronic trading capabilities, and derive revenues that are commensurate with our efforts and expectations, 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 manage variable costs relating to CME Group's transition to the Google Cloud and minimize duplicative costs during the transition between maintaining the on-premise environment and the Google Cloud environment; 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, as well as the impact of tariffs and tax policy changes and the related uncertainty thereof, restrictions on our ability to offer CME Group products and services in specific geographies or to specific customers or limitations or changes in underlying/physical product flows across geographies; 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 programs 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 and third-parties rely on; our reliance on third-party distribution partners, including independent software vendors (ISVs), Futures Commission Merchants (FCMs), introducing brokers, broker-dealers around the world, regulatory reporting and data distributors and platform operators, and other partners, for facilitating trading and for market data information, and potential impacts from changes in their business models and priorities; volatility in commodity, equity and fixed income prices, and price volatility of financial benchmarks and instruments such as interest rates, equity indices, fixed income instruments and foreign exchange rates; economic, social, political and market conditions, including new and existing geopolitical tensions or conflicts, the volatility of the capital and credit markets and the impact of economic conditions on the trading activity of our current and potential customers; our ability to accommodate increases in contract volume and market data and order transaction traffic across the entire trade cycle and the ability to implement enhancements without failure or degradation of the performance of our trading and clearing systems and meeting our regulatory reporting obligations; 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 venture with S&P Dow Jones (S&P Dow Jones Indices LLC) in index services, our primary business and distribution partners' actions and our partnership with Google Cloud, including our ability to manage the successful implementation of our agreements with Google and our data center partners; variances in earnings on cash accounts and collateral that our clearing house holds for its clients; impact of CME Group pricing/fee level and structure 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; 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 and/or concentration; 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; increases in effective tax rates, borrowing costs, or changes in tax policy; 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, 2024, as filed with the Securities and Exchange Commission ("SEC") on February 27, 2025, under the caption "Risk Factors".