

# S&P Global Quarterly Update

February 8, 2024

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**S&P Global**

# 4Q and Full-Year 2023

# Safe Harbor statement under the Private Securities Litigation Reform Act of 1995

This presentation contains “forward-looking statements,” as defined in the Private Securities Litigation Reform Act of 1995. These statements, which express management’s current views concerning future events, trends, contingencies or results, appear at various places in this presentation and use words like “anticipate,” “assume,” “believe,” “continue,” “estimate,” “expect,” “forecast,” “future,” “intend,” “plan,” “potential,” “predict,” “project,” “strategy,” “target” and similar terms, and future or conditional tense verbs like “could,” “may,” “might,” “should,” “will” and “would.” For example, management may use forward-looking statements when addressing topics such as: the outcome of contingencies; future actions by regulators; changes in the Company’s business strategies and methods of generating revenue; the development and performance of the Company’s services and products; the expected impact of acquisitions and dispositions; the Company’s effective tax rates; and the Company’s cost structure, dividend policy, cash flows or liquidity.

Forward-looking statements are subject to inherent risks and uncertainties. Factors that could cause actual results to differ materially from those expressed or implied in forward-looking statements include, among other things:

- worldwide economic, financial, political, and regulatory conditions (including slower GDP growth or recession, instability in the banking sector and inflation), and factors that contribute to uncertainty and volatility, natural and man-made disasters, civil unrest, public health crises (e.g., pandemics), geopolitical uncertainty (including military conflict), and conditions that may result from legislative, regulatory, trade and policy changes;
- the volatility and health of debt, equity, commodities, energy and automotive markets, including credit quality and spreads, the level of liquidity and future debt issuances, demand for investment products that track indices and assessments and trading volumes of certain exchange traded derivatives;
- the demand and market for credit ratings in and across the sectors and geographies where the Company operates;
- the Company’s ability to maintain adequate physical, technical and administrative safeguards to protect the security of confidential information and data, and the potential for a system or network disruption that results in regulatory penalties and remedial costs or improper disclosure of confidential information or data;
- the outcome of litigation, government and regulatory proceedings, investigations and inquiries;
- concerns in the marketplace affecting the Company’s credibility or otherwise affecting market perceptions of the integrity or utility of independent credit ratings, benchmarks, indices and other services;
- our ability to attract, incentivize and retain key employees, especially in a competitive business environment;
- the Company’s exposure to potential criminal sanctions or civil penalties for noncompliance with foreign and U.S. laws and regulations that are applicable in the jurisdictions in which it operates, including sanctions laws relating to countries such as Iran, Russia, Sudan, Syria and Venezuela, anti-corruption laws such as the U.S. Foreign Corrupt Practices Act and the U.K. Bribery Act of 2010, and local laws prohibiting corrupt payments to government officials, as well as import and export restrictions;
- the continuously evolving regulatory environment in Europe, the United States and elsewhere around the globe affecting each of our businesses and the products they offer, and our compliance therewith;
- the Company’s ability to make acquisitions and dispositions and successfully integrate the businesses we acquire;
- consolidation of the Company’s customers, suppliers or competitors;
- the introduction of competing products or technologies by other companies;
- our ability to develop new products or technologies, to integrate our products with new technologies (e.g., artificial intelligence), or to compete with new products or technologies offered by new or existing competitors;
- the effect of competitive products and pricing, including the level of success of new product developments and global expansion;
- the impact of customer cost-cutting pressures;
- a decline in the demand for our products and services by our customers and other market participants;
- the ability of the Company, and its third-party service providers, to maintain adequate physical and technological infrastructure;
- the Company’s ability to successfully recover from a disaster or other business continuity problem, such as an earthquake, hurricane, flood, civil unrest, protests, military conflict, terrorist attack, outbreak of pandemic or contagious diseases, security breach, cyber attack, data breach, power loss, telecommunications failure or other natural or man-made event;
- the level of merger and acquisition activity in the United States and abroad;
- the level of the Company’s future cash flows and capital investments;
- the impact on the Company’s revenue and net income caused by fluctuations in foreign currency exchange rates; and
- the impact of changes in applicable tax or accounting requirements on the Company.

The factors noted above are not exhaustive. The Company and its subsidiaries operate in a dynamic business environment in which new risks emerge frequently. Accordingly, the Company cautions readers not to place undue reliance on any forward-looking statements, which speak only as of the dates on which they are made. The Company undertakes no obligation to update or revise any forward-looking statement to reflect events or circumstances arising after the date on which it is made, except as required by applicable law. Further information about the Company’s businesses, including information about factors that could materially affect its results of operations and financial condition, is contained in the Company’s filings with the SEC, including Item 1A, Risk Factors, in our most recently filed Annual Report on Form 10-K.

# Comparison of adjusted information to U.S. GAAP information

This presentation includes Company financials on an as-reported basis, and on a pro forma basis as if the merger had closed on January 1, 2021, for periods including fiscal year 2022; the pro forma basis agrees to the Company's previously filed unaudited pro forma combined condensed financial information presented in accordance with Article 11 of Regulation S-X. The Company also refers to and presents certain additional non-GAAP financial measures, within the meaning of Regulation G under the Securities Exchange Act of 1934. These measures are: revenue, organic revenue and non-GAAP pro forma adjusted revenue; adjusted operating profit and margin and non-GAAP pro forma adjusted operating profit and margin; adjusted expenses; and adjusted diluted EPS and non-GAAP pro forma adjusted diluted EPS.

Reconciliations of certain forward-looking non-GAAP financial measures to comparable GAAP measures are not available due to the challenges and impracticability with estimating some of the items. The Company is not able to provide reconciliations of such forward-looking non-GAAP financial measures because certain items required for such reconciliations are outside of the Company's control and/or cannot be reasonably predicted. Because of those challenges, reconciliations of such forward-looking non-GAAP financial measures are not available without unreasonable effort.

The Company's non-GAAP measures include adjustments that reflect how management views our businesses. The Company believes these non-GAAP financial measures provide useful supplemental information that enables investors to better compare the Company's performance across periods, and management also uses these measures internally to assess the operating performance of its business, to assess performance for employee compensation purposes and to decide how to allocate resources. However, investors should not consider any of these non-GAAP measures in isolation from, or as a substitute for, the financial information that the Company reports.

The Company's earnings release dated February 8, 2024 contains financial measures calculated in accordance with GAAP that correspond to the non-GAAP measures included in this presentation, and the earnings release and the Earnings Supplemental Disclosure contain reconciliations of such GAAP and non-GAAP measures. The Company's earnings release and the Earnings Supplemental Disclosure are available on the Company's website at <https://investor.spglobal.com/quarterly-earnings>.



# European regulations affecting investors in credit rating agencies

European Union Regulation 1060/2009 (as amended) applies to credit rating agencies (CRAs) registered in the European Union (“EU”) and therefore to the activities of S&P Global Ratings Europe Limited, an indirect wholly-owned subsidiary of S&P Global Inc., which is registered and regulated as a CRA with the European Securities and Markets Authority.

The United Kingdom’s Credit Rating Agencies (Amendment etc.) (EU Exit) Regulations 2019 applies to CRAs registered in the United Kingdom (“UK”) and therefore to the activities of S&P Global Ratings UK Limited, an indirect wholly-owned subsidiary of S&P Global Inc., which is registered and regulated as a CRA with the Financial Conduct Authority.

Any person obtaining direct or indirect ownership or control of 5% or more or 10% or more of the shares in S&P Global Inc. may (i) impact how S&P Global Ratings can conduct its CRA activities in the EU and the UK, and/or (ii) themselves become directly impacted by EU Regulation 1060/2009 (as amended) and the Credit Rating Agencies (Amendment etc.) (EU Exit) Regulations 2019.

Persons who have or expect to obtain such shareholdings in S&P Global Inc. should promptly contact S&P Global’s Investor Relations department ([investor.relations@spglobal.com](mailto:investor.relations@spglobal.com)) for more information and should also obtain independent legal advice in such respect.

# Quarterly Update Call Presenters



Doug  
Peterson

President and CEO



Ewout  
Steenbergen

Executive Vice  
President and CFO



Mark  
Grant

Senior Vice President,  
Investor Relations

# Strategy, Vision, and Execution

Doug Peterson  
President and CEO



# Full-year 2023 highlights

## Financial highlights <sup>1</sup>

Revenue increased 8% y/y, excluding the impact of divestitures, with growth in all divisions, and acceleration in 4 of 5 divisions

Adjusted operating margin expanded ~100 bps year over year due to portfolio optimization, synergies and expense management, and strong revenue growth

Surpassed \$600M cost synergy targets by \$19M

Adjusted diluted EPS increased 13% year over year

50 consecutive years of increasing dividends

Returned \$4.4 billion to shareholders through dividends and share repurchases

## Additional highlights

Creation of formal AI Accelerator, launch of multiple Gen AI products and features, and appointment of technology and AI leadership

Double-digit growth and accelerating innovation in key strategic investment areas, including Private Markets Solutions, Sustainability & Energy Transition, and Vitality Revenue

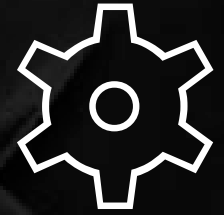
Strong commercial momentum with high customer engagement, improving renewal rates in multiple divisions, and revenue synergies performing ahead of plan



Customer at the Core



Grow & Innovate



Data & Technology



Lead & Inspire



Execute & Deliver





Customer at the Core

# Success in 2023 creates a strong foundation for 2024

## 2023 success factors

- Strong customer retention rates across divisions
- New products and features at an accelerated pace
- Deep customer engagement and continued adoption of enterprise contracts
- Longer sales cycle but continued strength through 2023 despite budget pressure in certain customer verticals

## 2024 outlook

- Ongoing macro questions drive strong demand for S&P Global's unique data and insights in global markets
- Continued investment in product development and core strategic growth areas
- Continued portfolio optimization and a disciplined strategic approach to M&A
- Continued focus on customer value creation as a key driver of shareholder value creation

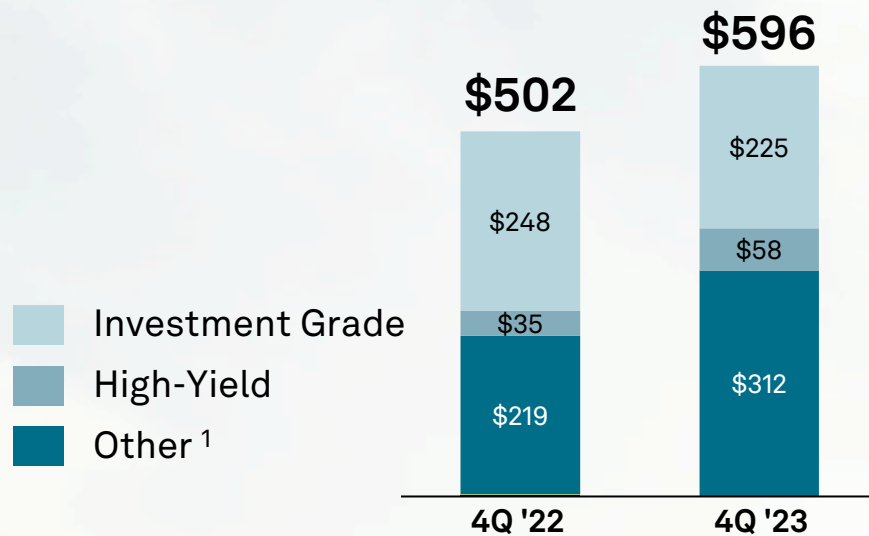


Customer at the Core

# Issuance growth driven by Bank Loans & High-Yield

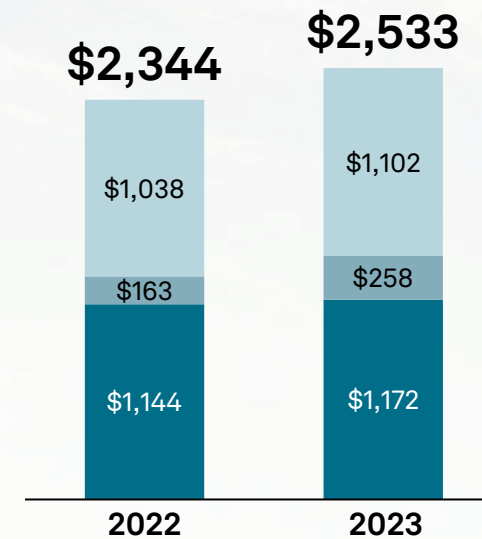
## Billed issuance +19% in 4Q

(\$ in billions)



## Billed issuance +8% in 2023

(\$ in billions)



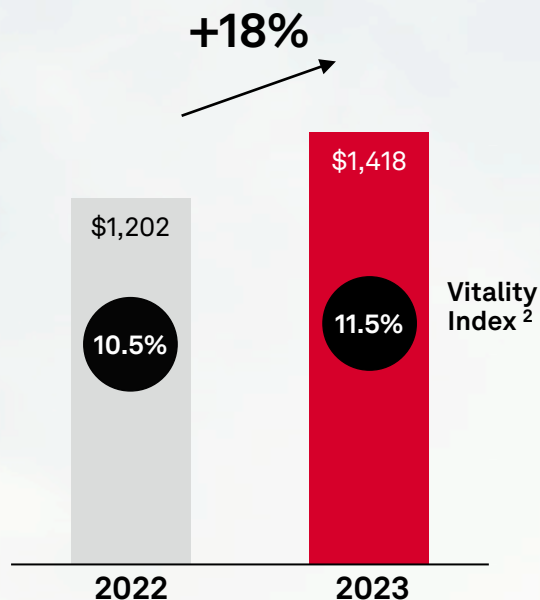


Grow & Innovate

# Surpassed Vitality Index target of 10%+ in 2023

## 2023 Vitality revenue<sup>1</sup>

(\$ in millions)



## Key contributors of Vitality revenue

CARFAX Car Listings (Mobility)

Energy Transition and Climate Products (CI)

Thematics & Factors Indices (SPDJI)

Pricing, Valuations and Reference Data (MI)

1. Revenue generated from innovation in the form of new or enhanced products, excluding Engineering Solutions

2. For Q4 2022, Q4 2023 and FY 2023, represents vitality revenue as a percentage of reported revenue, excluding Engineering Solutions. For FY 2022, represents vitality revenue as a percentage of non-GAAP pro forma adjusted revenue, excluding Engineering Solutions



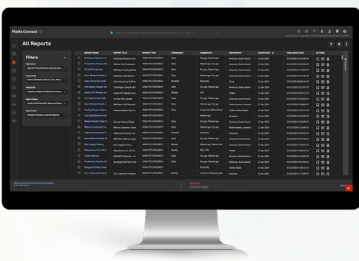
Grow & Innovate

# 2023 was a year of innovation and development

## S&P Global Power Evaluator <sup>1</sup>



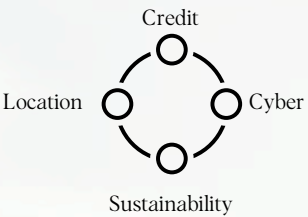
## Platts Connect <sup>2</sup>



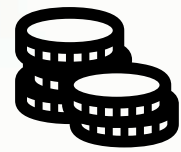
## Capital IQ Pro Enhancements <sup>3</sup>

- AI-enabled search functionality
- ChatIQ
- Country Risk Scores & Economic Data and Insights
- Loan and Pricing Analytics

## Supplier Risk Indicator <sup>4</sup>



## Stablecoin Stability Assessment <sup>5</sup>



## S&P/B3 Corporate Bond Indices <sup>6</sup>



1. <https://press.spglobal.com/2023-11-06-S-P-Global-Launches-Power-Evaluator-a-Cutting-Edge-Tool-Designed-to-Deliver-Unparalleled-Insights-into-the-Power-Sector>  
2. <https://press.spglobal.com/2023-09-25-S-P-Global-Commodity-Insights-Launches-Platts-Connect-for-Energy-and-Commodity-Markets>  
3. <https://press.spglobal.com/2023-06-28-S-P-Global-Market-Intelligence-Launches-Loan-Pricing-and-Analytics-in-S-P-Capital-IQ-Pro-Platform-Expansion>  
4. <https://press.spglobal.com/2023-10-02-S-P-Global-Market-Intelligence-Supplier-Risk-Indicator-TM-with-Coverage-for-12-Million-Organizations>  
5. <https://press.spglobal.com/2023-12-12-S-P-Global-Ratings-Launches-Stablecoin-Stability-Assessment>  
6. <https://press.spglobal.com/2023-04-13-S-P-Dow-Jones-Indices-and-B3-S-A-Launch-the-S-P-B3-Corporate-Bond-Indices>





Data & Technology

# Accelerating Artificial Intelligence capabilities

## Enterprise Technology and AI Leadership



**Swamy Kocherlakota**

Chief Digital Solutions Officer, S&P Global



**Bhavesh Dayalji**

Chief Artificial Intelligence Officer, S&P Global  
Chief Executive Officer, Kensho

## AI Vision for 2024 & Beyond



Enhance future product offerings & innovation to drive revenue growth



Harness Kensho to accelerate Enterprise-wide adoption to drive productivity and efficiency



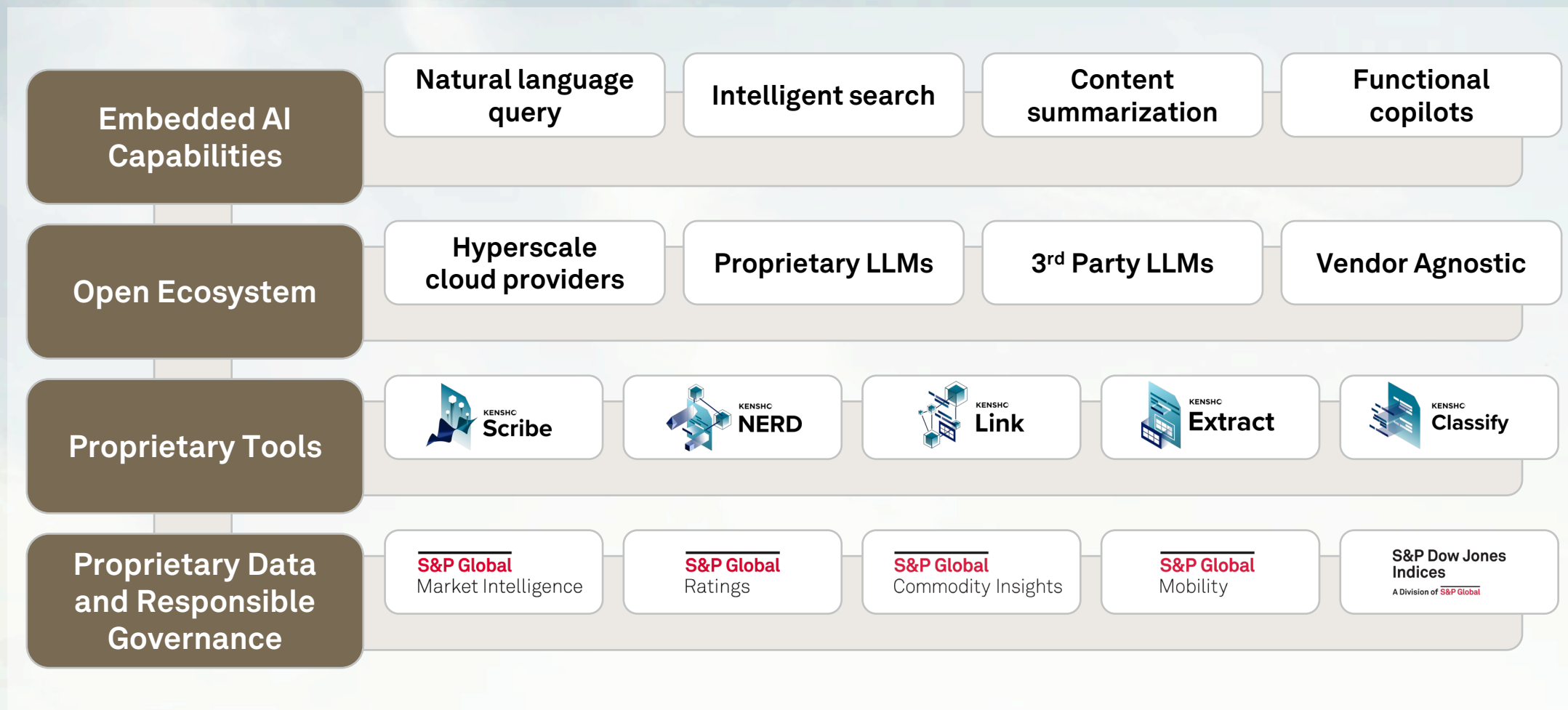
Amplify our experts' capabilities with models, tools, frameworks, and education

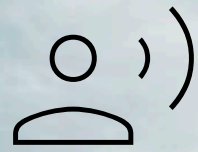


Revolutionize the customer experience across conversational search, insight generation and discovery



# Proprietary data & tools enabling AI flywheel





Lead & Inspire

# Fostering growth and leadership

## For all our stakeholders

Launched Accelerate Progress LIVE across enterprise to reinforce our commitment to S&P Global purpose and values

89% increase in team members volunteering

Delivered 20+ Global People Resource Group (PRG) open houses in 10 countries, resulting in a 46% increase in PRG engagement globally

Enhanced reporting on S&P Global's progress on sustainability and related topics

## External Recognition

### Corporate Equality Index

Human Rights Campaign Foundation  
2016-2023

### Newsweek

2023 America's Greatest Workplaces

### Forbes

2023 Net Zero Leaders

### Seramount

2023 100 Best Companies for  
Working Parents

### INvolve

2023 Outstanding LGBTQ+ Role Model  
Lists featuring three S&P Global people

### Brandon Hall Group

2023 Excellence in Learning &  
Development

### Dave Thomas Foundation

2023 Best Adoption-Friendly Workplace

### VETS Indexes

2023 Recognized Employer



Execute & Deliver

# Delivered strong revenue growth in 2023 <sup>1</sup>

Financial Performance	2023 Revenue Growth <sup>2</sup>	2023 Adjusted Operating Margin <sup>3</sup>	2023 Adjusted Operating Margin Y/Y <sup>3</sup>
<b>S&amp;P Global</b> Market Intelligence	+7%	33.0%	+120 bps
<b>S&amp;P Global</b> Ratings	+9%	56.5%	+60 bps
<b>S&amp;P Global</b> Commodity Insights	+10%	46.1%	+180 bps
<b>S&amp;P Global</b> Mobility	+10%	38.8%	(20) bps
<b>S&amp;P Dow Jones Indices</b> <small>A Division of S&amp;P Global</small>	+4%	68.9%	+50 bps
<b>Total S&amp;P Global</b>	+6% <sup>1,4</sup>	45.9%	+100 bps

1. Total non-GAAP pro forma adjusted revenue for 2022 includes the impact of pro forma intersegment elimination of \$171 million, and a contribution of pro forma revenue from Engineering Solutions of \$389 million. Total revenue for 2023 includes the impact of intersegment elimination of \$177 million and a contribution of revenue from Engineering Solutions of \$133 million.

2. Revenue growth for Market Intelligence, Commodity Insights, Indices, and total S&P Global refers to reported revenue for the current period compared to non-GAAP pro forma adjusted revenue for the year-ago period. Revenue growth for Ratings refers to reported revenue for the current period and reported revenue for the year-ago period. Revenue growth for Mobility refers to reported revenue for the current period and pro forma revenue for the year-ago period.

3. Adjusted financials refer to non-GAAP adjusted metrics in the current period, and non-GAAP pro forma adjusted metrics in the year-ago period.

4. Total revenue increased 8% compared to non-GAAP pro forma adjusted revenue for 2022, excluding the contribution from Engineering Solutions.





Execute & Deliver

# Delivering the power of the merger

## Capital Returns & Earnings Power



\$17.5 billion in share repurchases and dividends



Accretive to adjusted EPS in 2023

## Select Integration Achievements



800+ 3<sup>rd</sup>-party contracts renegotiated



40 offices consolidated or closed

## Synergy Program



\$619 million of run-rate cost synergies (targeted \$600 million)



\$152 million of run-rate revenue synergies (targeting \$350 million)

## Portfolio & Product Rationalization



Divestiture of Engineering Solutions



Divestiture of Catalyst for Aftersales



Discontinued select low-margin products

# Financial Strategy and 4Q Results

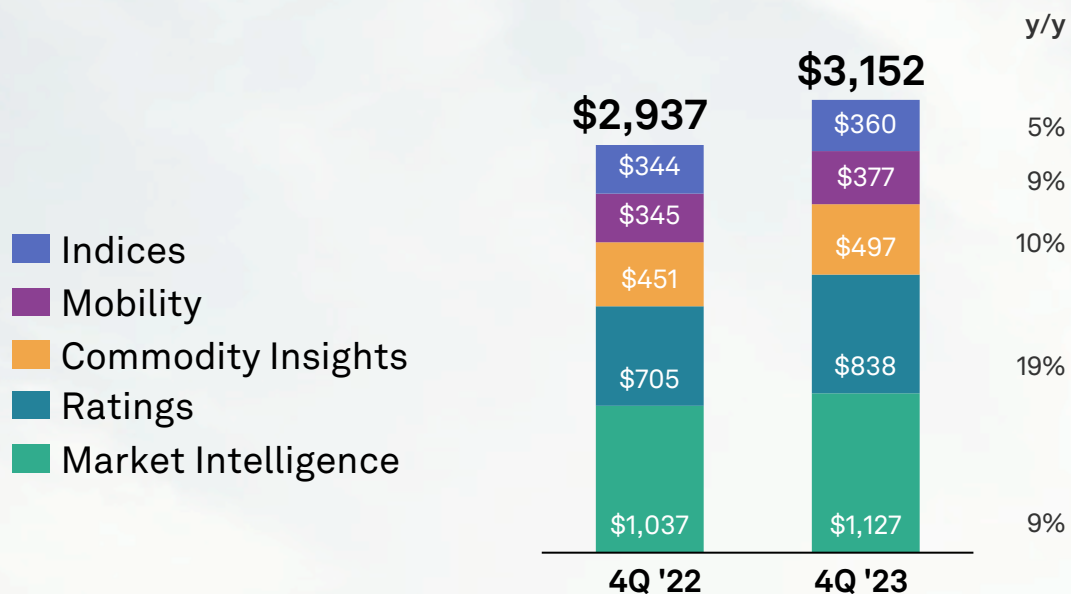
Ewout Steenberg  
Executive Vice President  
and CFO



# Fourth quarter enterprise financial results

## Revenue <sup>1</sup>

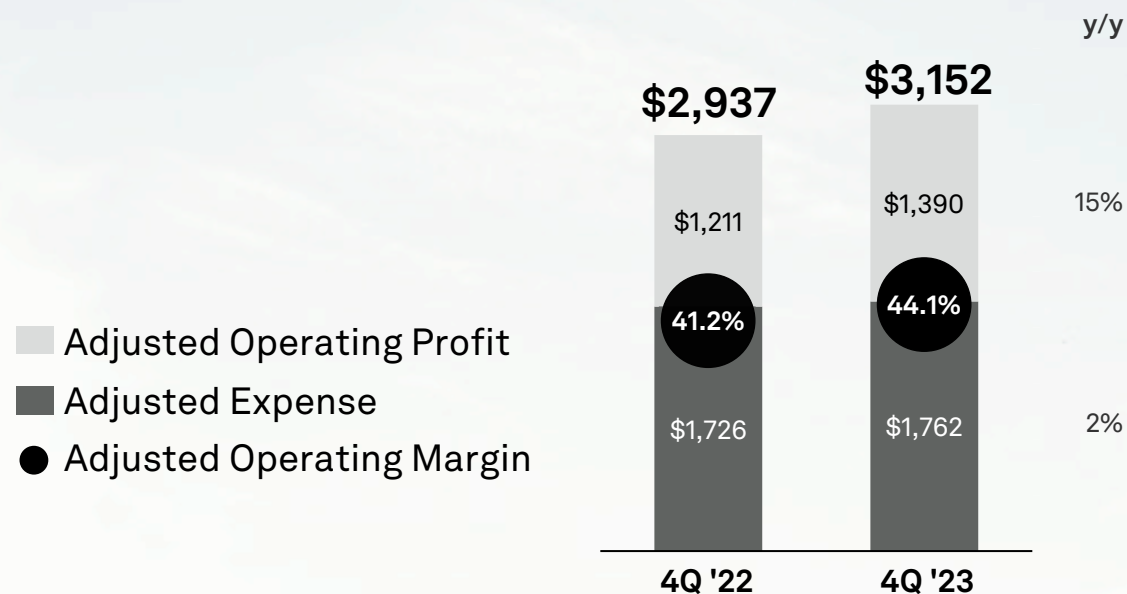
(\$ in millions)



Total SPGI, including Engineering Solutions 7%  
Total SPGI, excluding Engineering Solutions 11%

## Adjusted Operating Profit & Expense <sup>1</sup>

(\$ in millions)

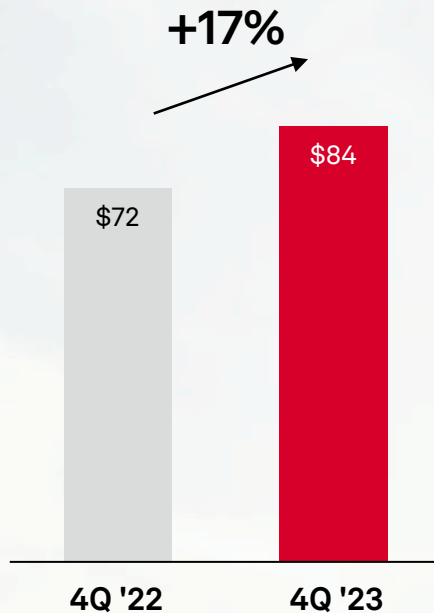


Adjusted Diluted Earnings Per Share: \$3.13 (+23% y/y)

# Continued growth in strategic investment areas

## Sustainability & Energy Transition <sup>1</sup>

(\$ in millions)



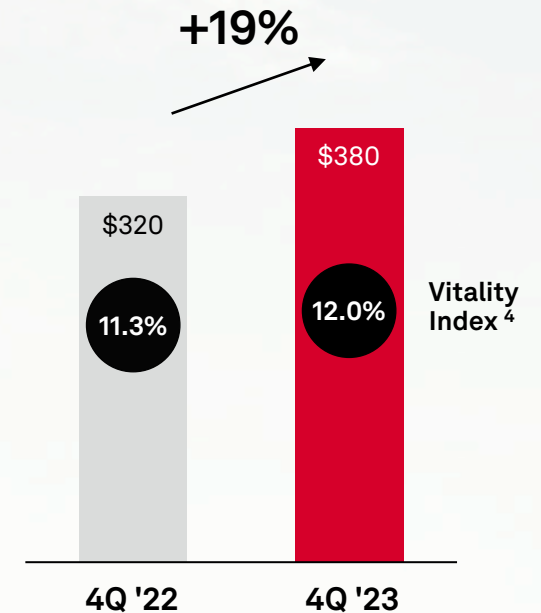
## Private Market Solutions <sup>2</sup>

(\$ in millions)



## Vitality Revenue <sup>3</sup>

(\$ in millions)



Note: Categories presented on this slide are not mutually exclusive. Some products are included in multiple categories. All figures exclude Engineering Solutions

1. Revenue generated from evaluations, scores, physical risk analysis, and global climate and energy transition data and analytics

2. Revenue generated from private company coverage and proprietary analytics

3. Revenue generated from innovation in the form of new or enhanced products

4. Vitality Revenue as a percent of reported revenue

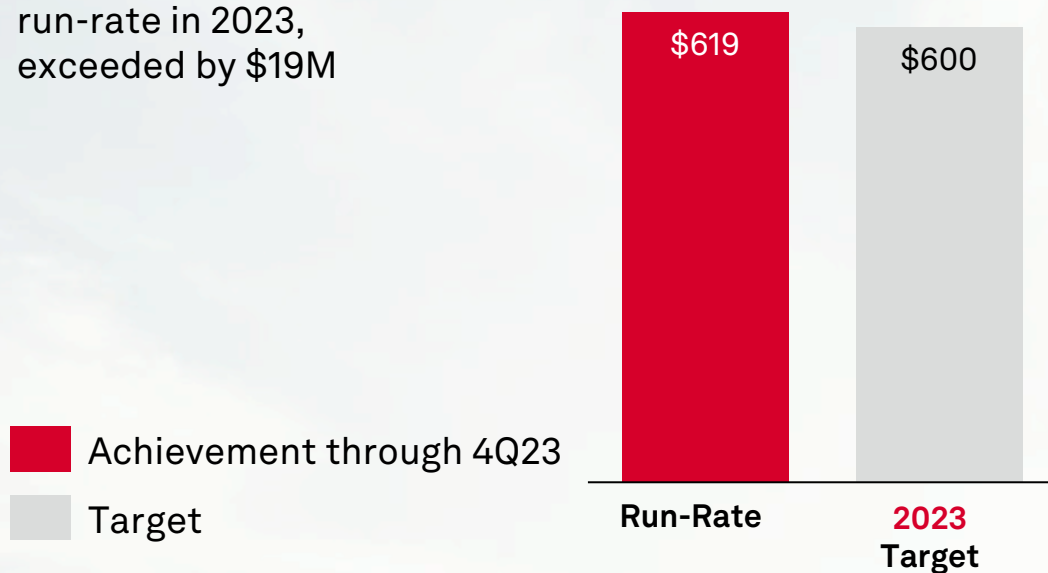


# Cost synergy program exceeded target, revenue synergies tracking ahead of plan

## Outperformed Cost Synergy Targets

(\$ in millions)

Targeted \$600 million run-rate in 2023, exceeded by \$19M

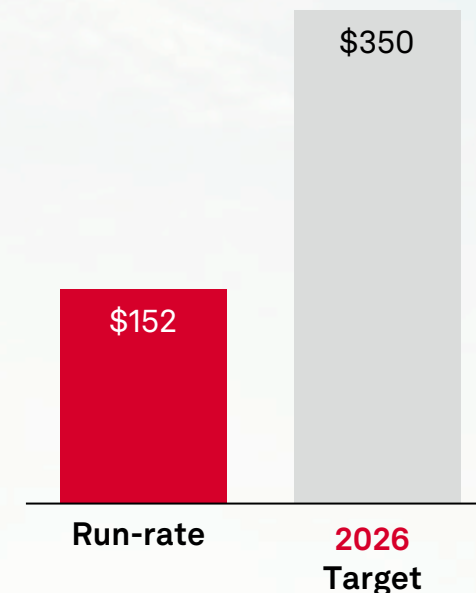


## Revenue Synergies

(\$ in millions)

Targeting \$350 million run-rate in 2026

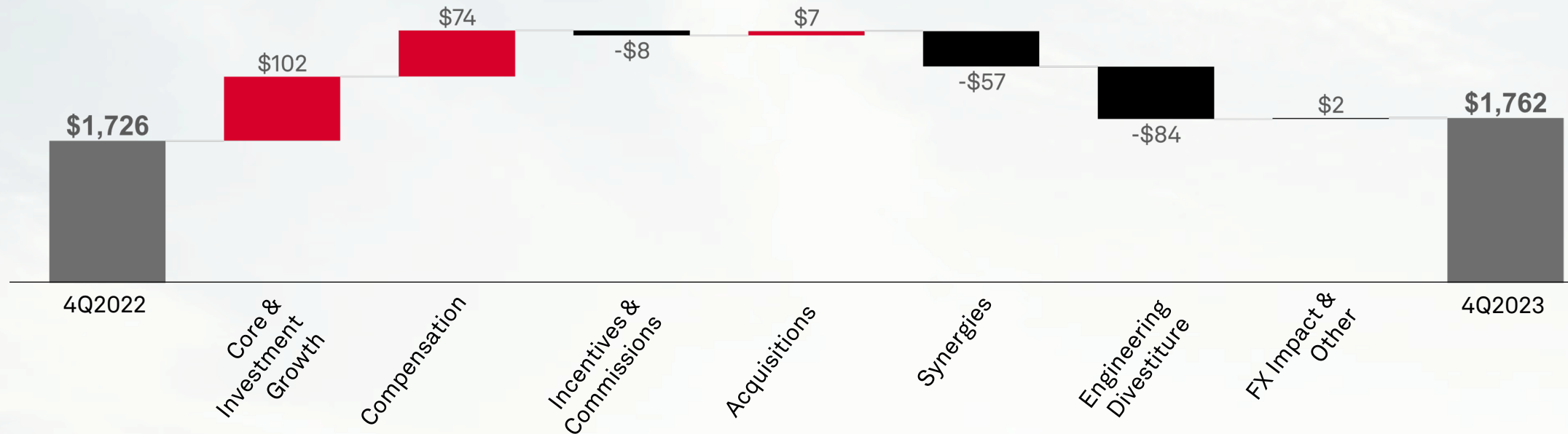
Targeting 45% achieved in 2024



# 4Q 2023 Expense Bridge

## Total Adjusted Expenses<sup>1</sup>

(\$ in millions)



# S&P Global Market Intelligence

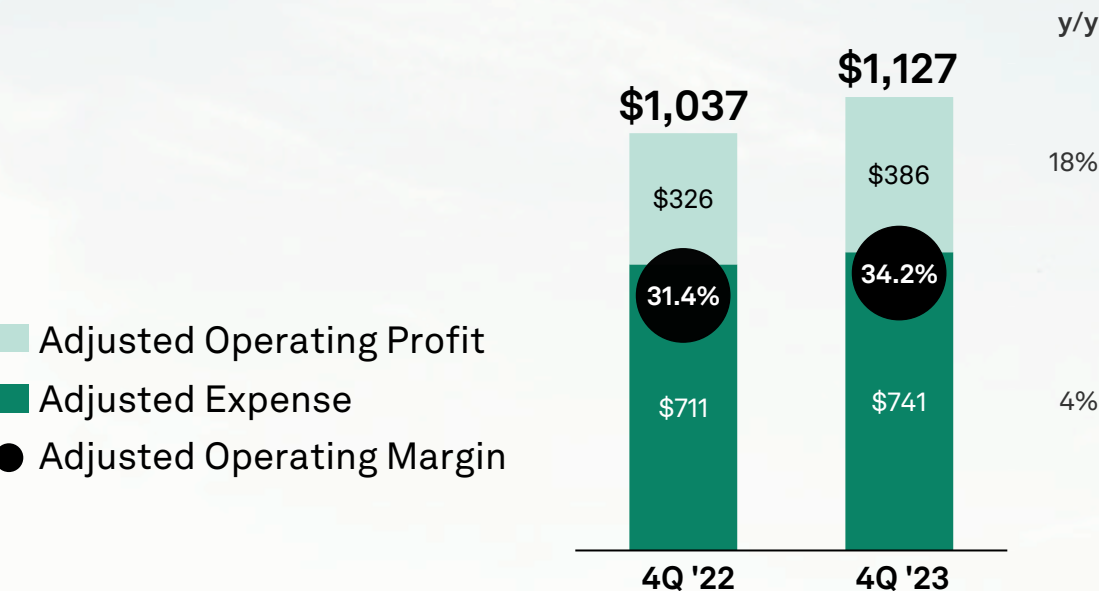
## Revenue

(\$ in millions)



## Adjusted Operating Profit & Expense <sup>1</sup>

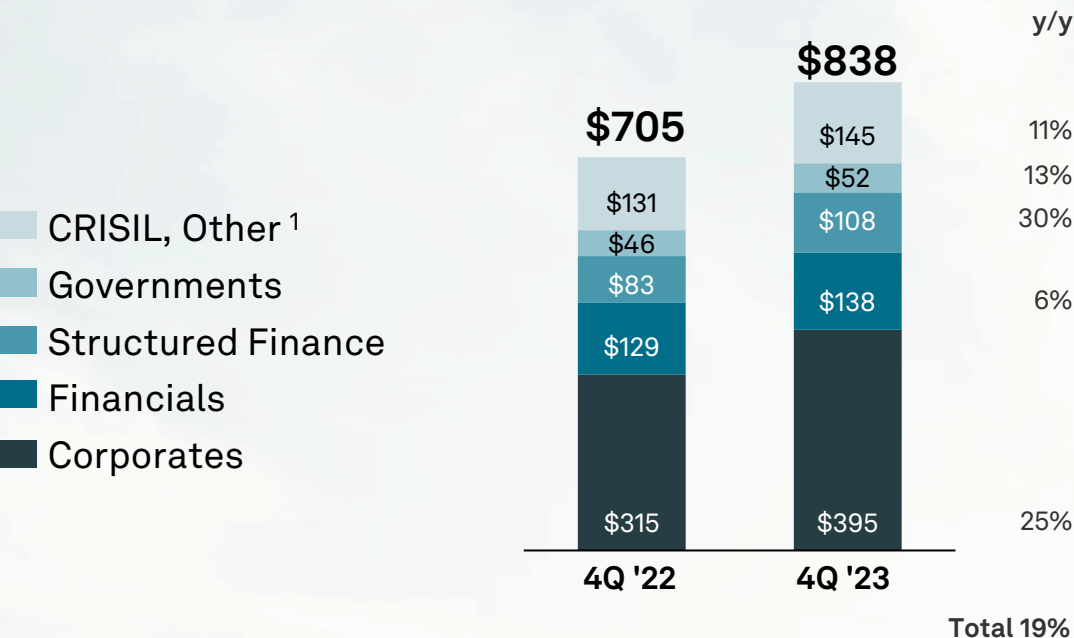
(\$ in millions)



# S&P Global Ratings

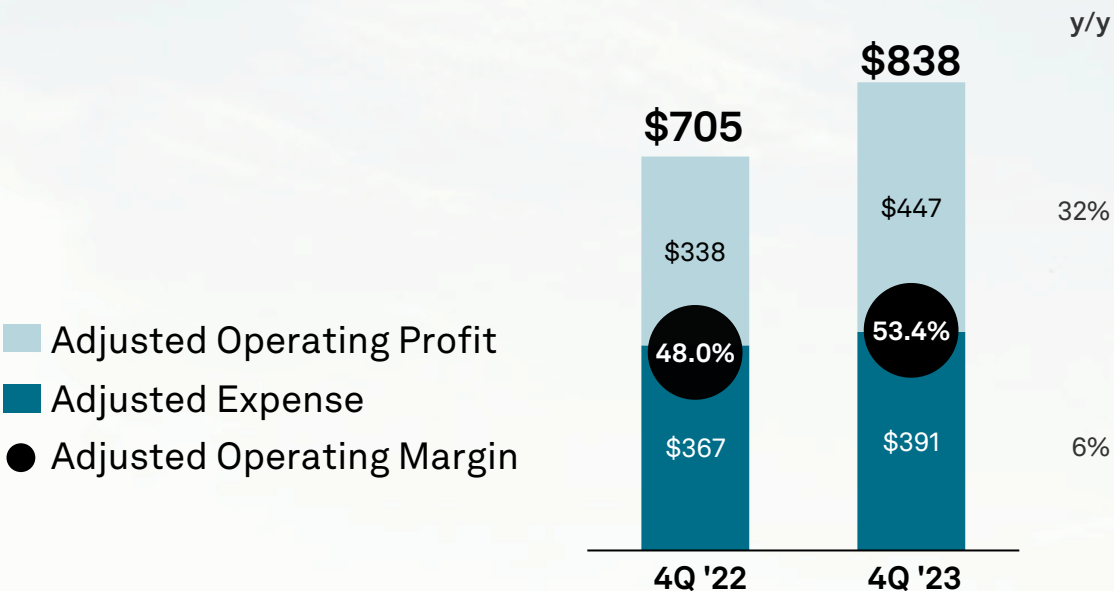
## Revenue

(\$ in millions)



## Adjusted Operating Profit & Expense<sup>2</sup>

(\$ in millions)



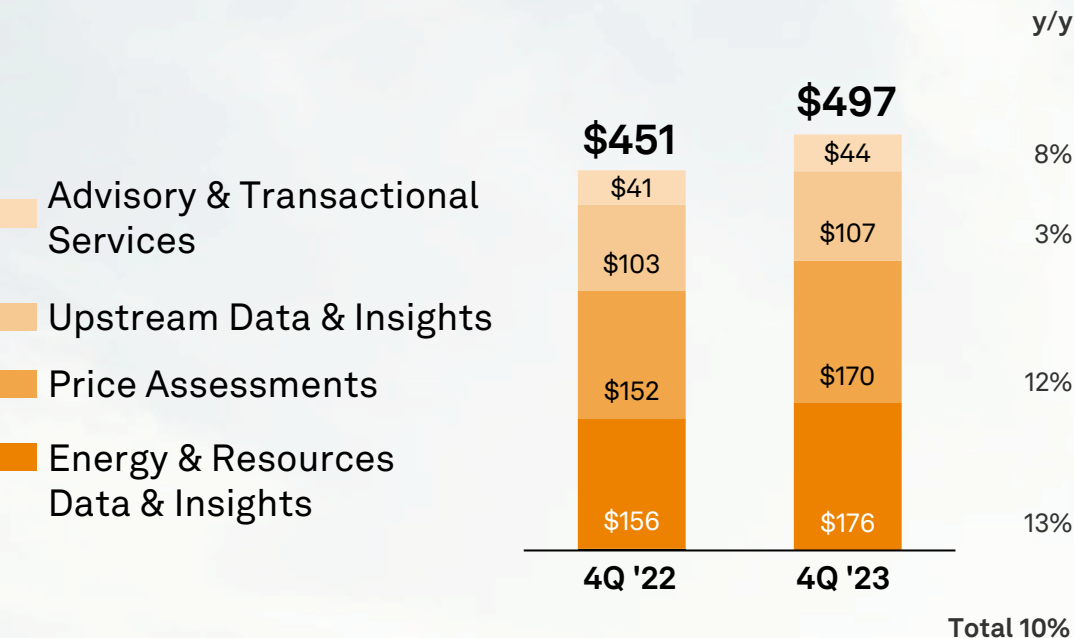
(figures above in millions; some amounts may not sum due to rounding)  
1. Other includes intersegment royalty, Taiwan Ratings Corporation, and adjustments  
2. Adjusted financials refer to non-GAAP adjusted metrics



# S&P Global Commodity Insights

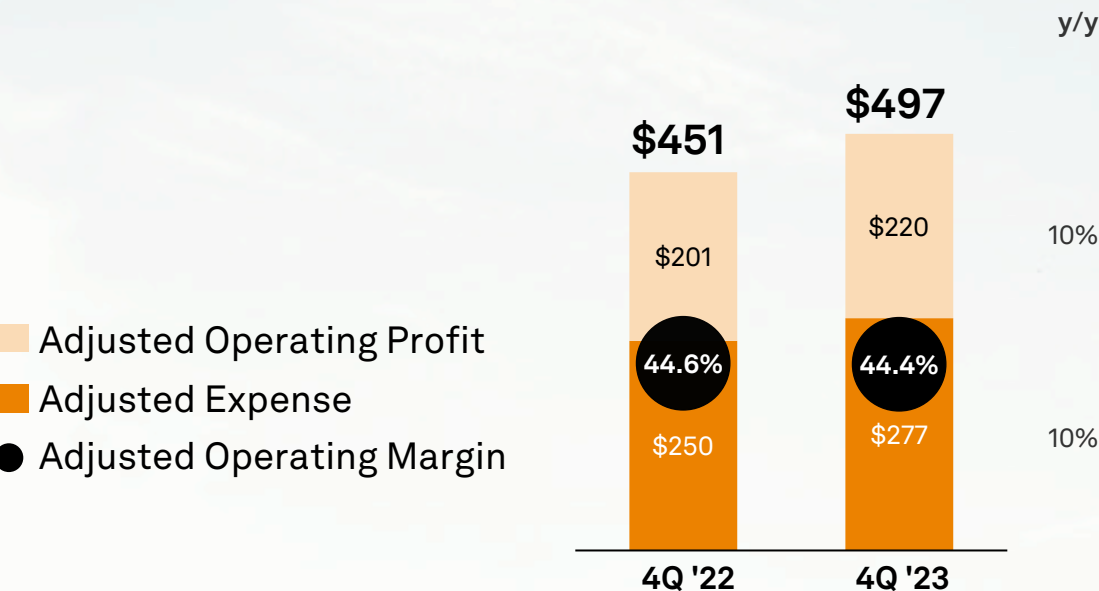
## Revenue

(\$ in millions)



## Adjusted Operating Profit & Expense <sup>1</sup>

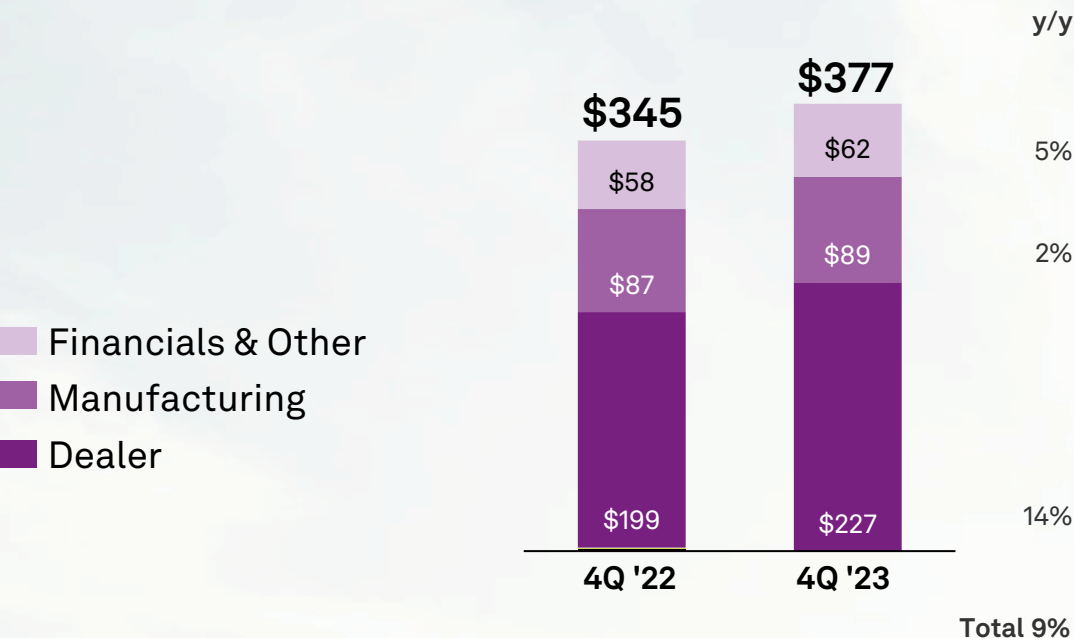
(\$ in millions)



# S&P Global Mobility

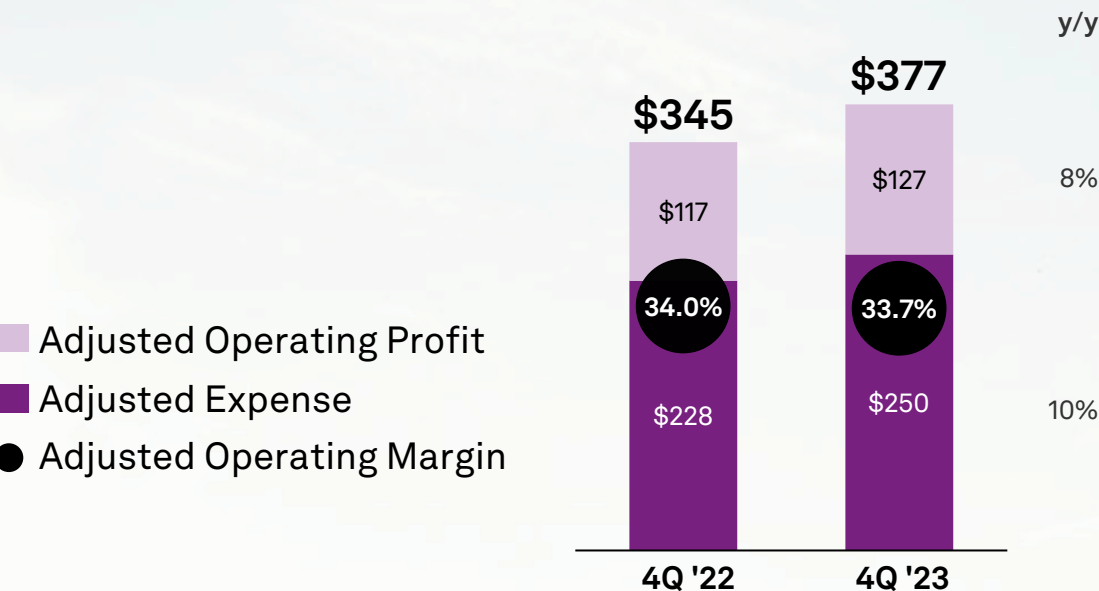
## Revenue

(\$ in millions)



## Adjusted Operating Profit & Expense <sup>1</sup>

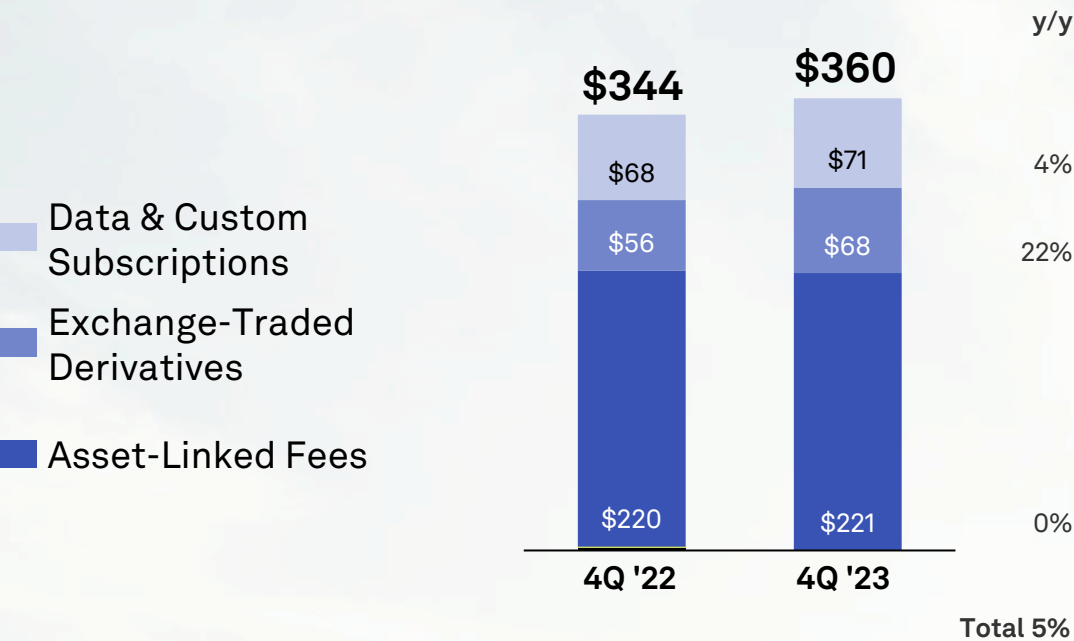
(\$ in millions)



# S&P Dow Jones Indices

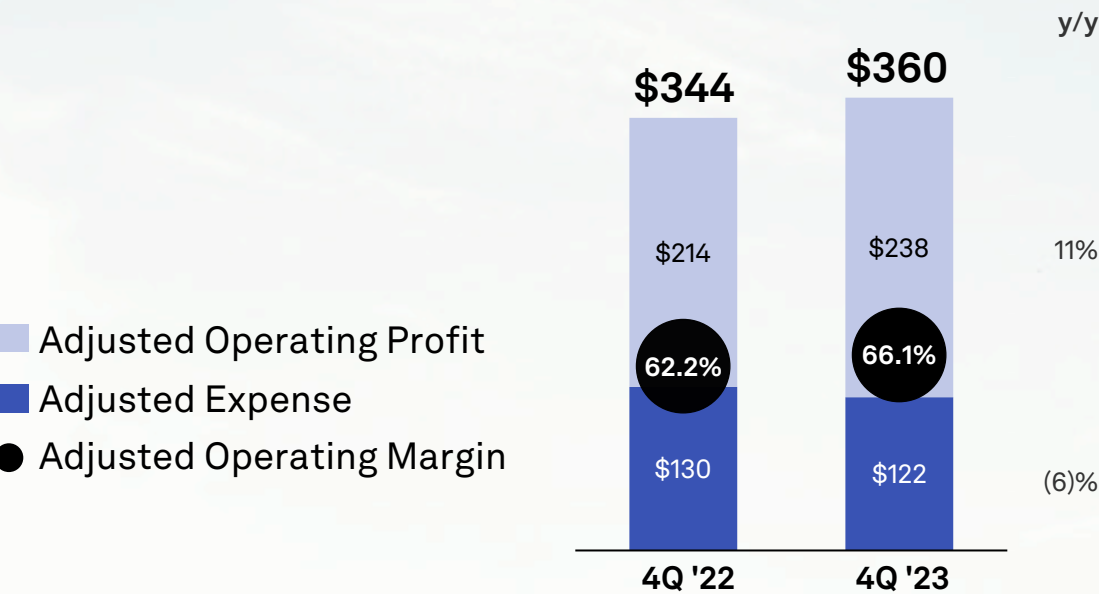
## Revenue

(\$ in millions)



## Adjusted Operating Profit & Expense <sup>1</sup>

(\$ in millions)



# 2023 finance highlights

## Robust capital allocation framework



Returned \$4.4B in capital to shareholders through share buybacks and dividends, more than 100% of 2023 adjusted free cash flow of \$4.1B

## Continued investments in organic, strategic initiatives



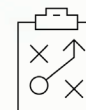
~\$140M of investments into enterprise strategic initiatives, including in private markets and GenAI capabilities

## Optimized capital and liquidity structure



Executed on \$750M debt raise with effective rate of 4.5% including rate swaps

## Disciplined execution on inorganic strategy



Advancing our strategy and enhancing our existing capabilities (Market Scan, TruSight, and Chart IQ)



# 2024 Outlook and Initial Guidance

Doug Peterson  
President and CEO



# 2024 economic factors facing the Company

## Macroeconomic Environment:

- + Soft landing as inflation eases
- Geopolitical and supply chain risks
- +/– Energy transition/IRA

## Equity Markets:

- + Continued flows from active to passive
- +/– Changes in market volatility
- +/– Fluctuation in average asset prices in global equities

## Bond and Credit Markets:

- + Market optimism driven by rate outlook
- +/– Composition of maturity profiles
- Default rates

## Commodity Markets:

- +/– Volatility in commodity markets
- + Energy transition for sustainable future
- +/– Regulatory and government actions

+ Positive factor    – Negative factor

# 2024 macroeconomic assumptions underlying guidance

Real GDP  
Growth <sup>1</sup>

**+2.8%**

Global

United States	<b>+1.5%</b>
Eurozone	<b>+0.8%</b>
China	<b>+4.6%</b>
India	<b>+6.4%</b>

United States  
CPI <sup>2</sup>

**+2.4%**

Platts Dated  
Brent <sup>3</sup>

**\$83**

Average Per Barrel

Billed Issuance <sup>4</sup>

**+3% to +7%**

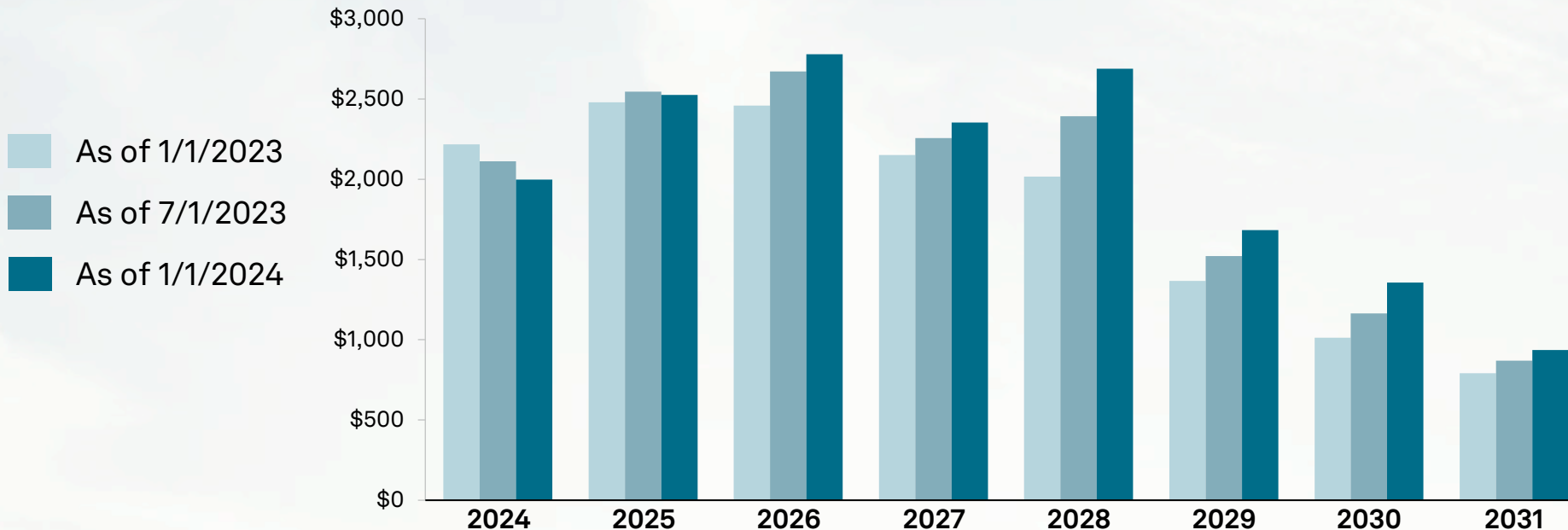
Note: S&P Global Ratings billed issuance includes the impact of levered loans, and excludes issuance billed under the frequent issuer program, as well as items that do not impact transaction revenue, such as unrated debt and most international public finance.

1. S&P Global Ratings Economic Research - Global Economic Outlook Q1 2024 (11/29/23)
2. S&P Global Ratings Economic Research - Economic Outlook U.S. Q1 2024 (11/27/23)
3. S&P Global Commodity Insights Global Crude Oil Markets Short-Term Outlook (12/20/23)
4. Internal estimate developed by S&P Global Ratings management

# January 2024 Global Refinancing Study

\$12 trillion of global corporate debt maturities expected over next 5 years, up 11% compared to the same study last year

(\$ in billions)





# Initial 2024 GAAP guidance

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Revenue Growth	5.5% – 7.5%
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Operating Profit Margin Expansion	~500 bps
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Diluted EPS	\$10.70–\$10.95
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# Initial 2024 adjusted guidance

Revenue Growth	5.5% – 7.5%	7% – 9% organic <sup>1</sup>
Operating Profit Margin Expansion	~ 100 bps	
Diluted EPS	\$13.75–\$14.00 +9% to +11% y/y	

1. Organic revenue excludes contributions from divestitures in all periods

# Initial 2024 division outlook

	Revenue Growth	Adjusted Operating Profit Margin Outlook
<b>S&amp;P Global</b> Market Intelligence	6.0% – 7.5%	33.5% – 34.5%
<b>S&amp;P Global</b> Ratings	6.0% – 8.0%	57.5% – 58.5%
<b>S&amp;P Global</b> Commodity Insights	8.0% – 9.5%	46.5% – 47.5%
<b>S&amp;P Global</b> Mobility	8.5% – 10.0%	39.0% – 40.0%
<b>S&amp;P Dow Jones Indices</b> <small>A Division of S&amp;P Global</small>	7.0% – 9.0%	68.5% – 69.5%

# 4Q and Full-Year 2023 Earnings Call

**Doug Peterson**  
President and CEO

**Ewout Steenberg**  
Executive Vice President and CFO

**Mark Grant**  
Senior Vice President, Investor Relations

**Adam Kansler**  
President, S&P Global Market Intelligence

**Martina Cheung**  
President, S&P Global Ratings and Executive Lead, Sustainable1

February 8, 2024



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## REPLAY OPTIONS

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Go to <http://investor.spglobal.com>

**Telephone:** Replay available through March 8, 2024

**Domestic:** 888-566-0438

**International:** 203-369-3047

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February 8, 2024