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FactSet Earnings Call
Third Quarter Fiscal 2020

June 25, 2020

Forward-Looking Statements and Non-GAAP Measures

This presentation may contain forward looking statements reflecting management's current expectations based on currently available information. Actual results may differ materially from what is expressed or forecast in such forward-looking statements. More information about factors that could affect FactSet's business and financial results are in FactSet's filings with the SEC, including its most recent 8-K, 10-K and 10-Q. FactSet undertakes no obligation to publicly update any forward-looking statements as a result of new information, future events, or otherwise.

In addition, this presentation and oral statements made in connection with this presentation reference non-GAAP financial measures, such as ASV, organic revenue, adjusted operating metrics, adjusted diluted EPS and free cash flow. The use of these non-GAAP measures are limited as they include and/or do not include certain items not included and/or included in the most directly comparable GAAP measure. A reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures is provided in the appendix to this presentation and in FactSet's earnings release issued on June 25, 2020, which are posted on factset.com under the Investor Relations section.

Agenda

- 01 Welcome / Introductions
- 02 Business Update
- 03 Financial Overview
- 04 Questions and Answers
- 05 Appendix



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Business Update

Operating Full Steam Ahead While Supporting Our Stakeholders

Employees



- Prioritizing employee health and safety
- Successful roll out of WFH with 99% of employees working from home
- High productivity and engagement levels
- Offering stipends for longer-term WFH setups
- Monitoring each market, with phased, measured return to work process

Clients



- Staffed call center to ensure continued, high-quality customer service
- Enhanced front office, risk management and reporting solutions
- Strong execution during Earnings Season for core estimates content

Community



- Donated for social justice, food insecurity, and health care worker causes
- Engaged in volunteer initiative for technology entrepreneurship for young women
- More support for global non-profit partners with grants and virtual volunteerism

Digital Transformation Accelerating Industry-Wide

FactSet's investment plan on track

TECHNOLOGY



Industry shift to public cloud accelerating

Increased emphasis on efficient workflows, mobile content and collaboration tools

Open & flexible tech stacks even more important



Successful end of Project Next Gen – FactSet public cloud transition continues

CONTENT



Greater need for differentiated and personalized content



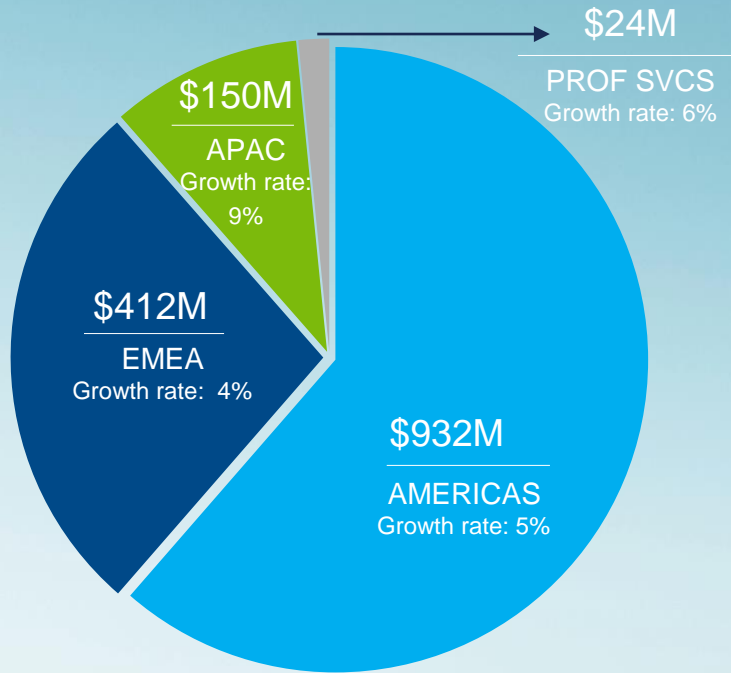
Expanding critical content for financial sector and wealth market



Private markets – key industry hires and content

Organic ASV + Professional Services – Third Quarter 2020

By Region



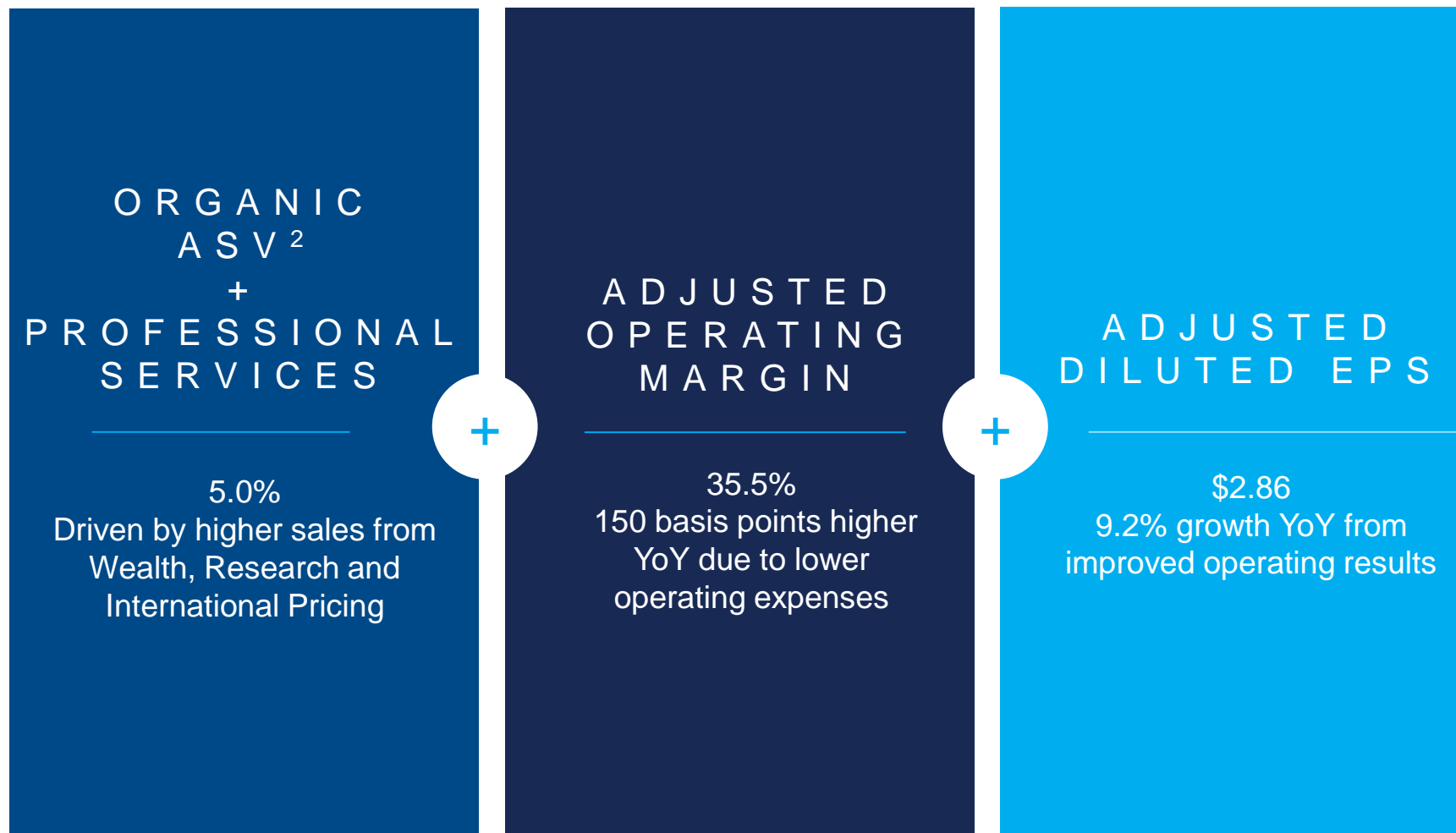
ORGANIC GROWTH RATE 5.0%

= **\$1.52B**

TOTAL ASV + PROF SVCS

* LTM Organic ASV Growth Rate is based on last twelve months as of February 29, 2020

Key Metrics¹ - Third Quarter 2020



¹ Please see Appendix for a reconciliation of these non-GAAP metrics to GAAP metrics.

² Annual Subscription Value (ASV) at any given point in time represents the forward-looking revenues for the next twelve months from all subscription services currently supplied to clients and excludes professional services fees billed in the last 12 months, which are not subscription-based. Organic ASV excludes the effects of acquisitions, dispositions and foreign currency. Professional services are revenues derived from project-based consulting and implementation.

Board of Directors



Robin A. Abrams
Chair of the Board of Directors



Philip Snow
Chief Executive Officer



Scott A. Billeadeau



Siew Kai Choy



Malcolm Frank



Sheila B. Jordan



James J. McGonigle



Lee Shavel



Laurie Siegel



Joseph R. Zimmel

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Financial Overview

Third Quarter 2020 Financial Results*

(in thousands, except per share data)

For the Three Months Ended	May 31, 2020	May 31, 2019	% Change
GAAP Revenues	\$ 374,083	\$ 364,533	2.6%
Organic Revenues	\$ 375,336	\$ 365,807	2.6%
GAAP Operating Income	\$ 121,640	\$ 117,240	3.8%
Adjusted Operating Income	\$ 133,380	\$ 122,795	8.6%
GAAP Operating Margin	32.5%	32.2%	-
Adjusted Operating Margin	35.5%	34.0%	-
GAAP Net Income	\$ 101,216	\$ 92,265	9.7%
Adjusted Net Income	\$ 110,085	\$ 102,056	7.9%
GAAP Diluted EPS	\$ 2.63	\$ 2.37	11.0%
Adjusted Diluted EPS	\$ 2.86	\$ 2.62	9.2%
Free Cash Flow	\$ 139,943	\$ 148,346	(5.7)%

* Please see Appendix for a reconciliation of these non-GAAP metrics to GAAP metrics

Key Operational Metrics

>95%

ASV RETENTION

ASV retained from clients over the last twelve months.

▬ No change versus 2019 | Q3

89%

CLIENT RETENTION

Percentage of clients retained over the last twelve months.

▼ 100bps lower versus 2019 | Q3

131,095

USER COUNT

Number of individuals accessing FactSet's workstations.

▲ 6.6% change since 2019 | Q3

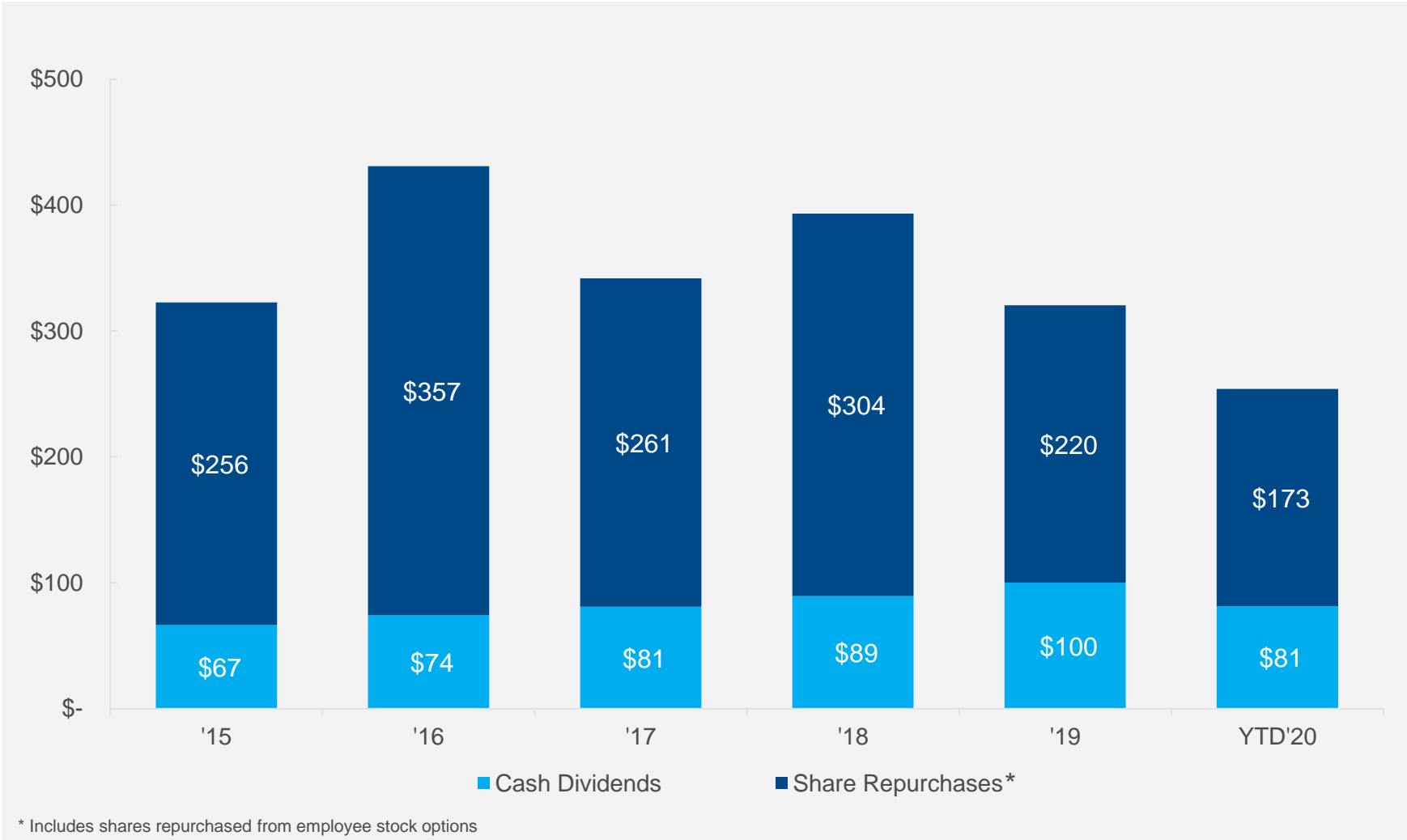
5,743

CLIENT COUNT

Companies subscribing to FactSet services with an ASV greater than \$10,000.

▲ 5.3% change since 2019 | Q3

Returning Capital to Shareholders (in millions)



Business Outlook – Fiscal 2020¹

	Original Guidance	Revised Guidance
Organic ASV + Professional Services Growth ²	\$65 - \$85 million	\$60 - \$75 million
GAAP Revenues	\$1,490 - \$1,500 million	\$1,485 - \$1,490 million
GAAP Operating Margin	28.5% – 29.5%	30.0% – 30.5%
Adjusted Operating Margin ³	31.5% – 32.5%	33.0% – 33.5%
Effective Tax Rate	17.0% – 17.5%	15.5% – 16.5%
GAAP Diluted EPS	\$8.70 - \$9.00	\$9.60 - \$9.80
Adjusted Diluted EPS ³	\$9.85 - \$10.15	\$10.40 - \$10.60

The Business Outlook - Fiscal 2020 shown above is a forward-looking statement. Given the risk factors, uncertainties and assumptions, particularly the ongoing uncertainty surrounding the duration, magnitude and impact of the novel coronavirus pandemic, FactSet's actual future results may differ materially from these expectations. Investors should review the Company's cautionary statements and risk factors referred to in this presentation.

¹ FactSet's expectations as of June 25, 2020. Actual results may differ materially from expectations above.

² Growth over fiscal 2019. The range for this metric was revised on March 26, 2020 to \$50 million to \$75 million.

³ Please see Appendix for a reconciliation of these non-GAAP metrics to GAAP metrics.

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Questions & Answers

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Appendix

Non-GAAP Reconciliations

Organic Revenues

(in thousands)

FOR THE THREE MONTHS ENDED

(Unaudited)	May 31, 2020	May 31, 2019	% Change
GAAP Revenues	\$374,083	\$364,533	2.6%
Deferred revenue fair value adjustment	1,169	1,274	
Currency impact	84	—	
Organic Revenues	\$375,336	\$365,807	2.6%

Non-GAAP Reconciliations

Adjusted Operating Income, Margin, Net Income and Diluted EPS

(in thousands, except per share data)

FOR THE THREE MONTHS ENDED

(Unaudited)	May 31, 2020	May 31, 2019	% Change
GAAP Operating Income	\$121,640	\$ 117,240	3.8%
Intangible asset amortization	5,107	5,928	
Deferred revenue fair value adjustment	1,169	1,274	
Other non-recurring Items	5,464	(1,647)	
Adjusted Operating Income	\$133,380	\$ 122,795	8.6%
Adjusted Operating Margin	35.5%	34.0%	
GAAP Net Income	\$101,216	\$ 92,265	9.7%
Intangible asset amortization	4,204	4,797	
Deferred revenue fair value adjustment	963	1,031	
Other non-recurring Items	4,436	(1,333)	
Income tax items	(734)	5,296	
Adjusted Net Income	\$110,085	\$ 102,056	7.9%
GAAP Diluted Earnings per Common Share	\$2.63	\$ 2.37	11.0%
Intangible asset amortization	0.11	0.12	
Deferred revenue fair value adjustment	0.03	0.02	
Other non-recurring Items	0.12	(0.03)	
Income tax items	(0.03)	0.14	
Adjusted Diluted earnings per Common Share	\$2.86	\$ 2.62	9.2%
Weighted Average Common Shares (Diluted)	38,481	38,993	

Non-GAAP Reconciliations

Free Cash Flow

(in thousands)

FOR THE THREE MONTHS ENDED

(Unaudited)	May 31, 2020	May 31, 2019	% Change
Net Cash Provided by Operating Activities	\$ 150,953	\$ 159,770	
Capital Expenditures	(11,010)	(11,424)	
Free Cash Flow	\$ 139,943	\$ 148,346	(5.7)%

Non-GAAP Reconciliations

Business Outlook Operating Margin, Net Income and Diluted EPS

(in thousands, except per share data)

FISCAL 2020 (FULL YEAR)	Low End of Range	High End of Range
GAAP operating margin	30.0%	30.5%
Intangible asset amortization	1.4%	1.4%
Deferred revenue fair value adjustment	0.3%	0.3%
Other non-recurring items	1.3%	1.3%
Adjusted Operating Margin	33.0%	33.5%
GAAP Net Income	\$ 370,000	\$ 380,000
Intangible asset amortization	17,600	17,600
Deferred revenue fair value adjustment	4,085	4,085
Other non-recurring items	8,675	8,675
Adjusted Net Income	\$ 400,390	\$ 410,390
GAAP Diluted Earnings per Common Share	\$ 9.60	\$ 9.80
Intangible asset amortization	0.46	0.46
Deferred revenue fair value adjustment	0.11	0.11
Other non-recurring items	0.23	0.23
Adjusted Diluted earnings per Common Share	\$ 10.40	\$ 10.60



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Thank you.

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