

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

Form 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of
The Securities Exchange Act of 1934

Date of report (Date of earliest event reported): November 18, 2021

FactSet Research Systems Inc.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of
incorporation or organization)

1-11869
(Commission
File Number)

13-3362547
(I.R.S. Employer
Identification No.)

45 Glover Avenue
Norwalk, Connecticut 06850

(Address of principal executive offices) (Zip code)

Registrant's telephone number, including area code: (203) 810-1000

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbols(s)	Name of each exchange on which registered
Common Stock, \$0.01 Par Value	FDS	New York Stock Exchange LLC The Nasdaq Stock Market

Item 7.01 Regulation FD Disclosure

FactSet Research Systems Inc. ("FactSet" or the "Company") hereby furnishes the Investor Presentation that the Company intends to use from time to time on or after November 18, 2021. FactSet may use the Investor Presentation with investors, analysts, lenders, creditors, insurers, vendors, clients, employees and others. The Investor Presentation is furnished herewith as Exhibit 99.1 and also will be made available on the Company's website at factset.com.

The information contained in the Investor Presentation is summary information that should be considered in the context of the Company's Securities and Exchange Commission ("SEC") filings and other public announcements that the Company may make, by press release or otherwise, from time to time. The Investor Presentation is current as of the date of this Current Report on Form 8-K. To the extent that estimates, targets or other forward-looking statements are included in the Investor Presentation, the Company specifically disclaims any duty or obligation to publicly update or revise such information, although it may do so from time to time.

The information in this Current Report on Form 8-K, including Exhibit 99.1, is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that Section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing. The furnishing of this information hereby shall not be deemed an admission as to the materiality of any such information.

Item 9.01 Financial Statements and Exhibits

(d) Exhibits

Exhibit No.	Description
99.1	Investor Presentation of Factset Research Systems Inc. dated November 18, 2021.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, hereunto duly authorized.

FACTSET RESEARCH SYSTEMS INC.
(Registrant)

November 18, 2021

By: /s/ LINDA S. HUBER
Linda S. Huber
Executive Vice President, Chief Financial Officer
(Principal Financial Officer)



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FactSet Overview FY 2021

November 18, 2021

FACTSET › SEE THE ADVANTAGE

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Forward-Looking Statements and Non-GAAP Measures

This presentation contains 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 our most recent Forms 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 Annual Subscription Value (ASV), organic revenue, adjusted 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 September 28, 2021, which are posted on factset.com under the Investor Relations section.

Agenda

- 1 Company Overview
- 2 Financial Review
- 3 Appendix

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COMPANY OVERVIEW



Key Takeaways: Compelling Business Model



Consistent long-term growth

Long-term **financial** expectations remain strong. Strong free cash flow generation



High shareholder return

Emphasis on **returning excess capital** to stockholders through dividends and share repurchases



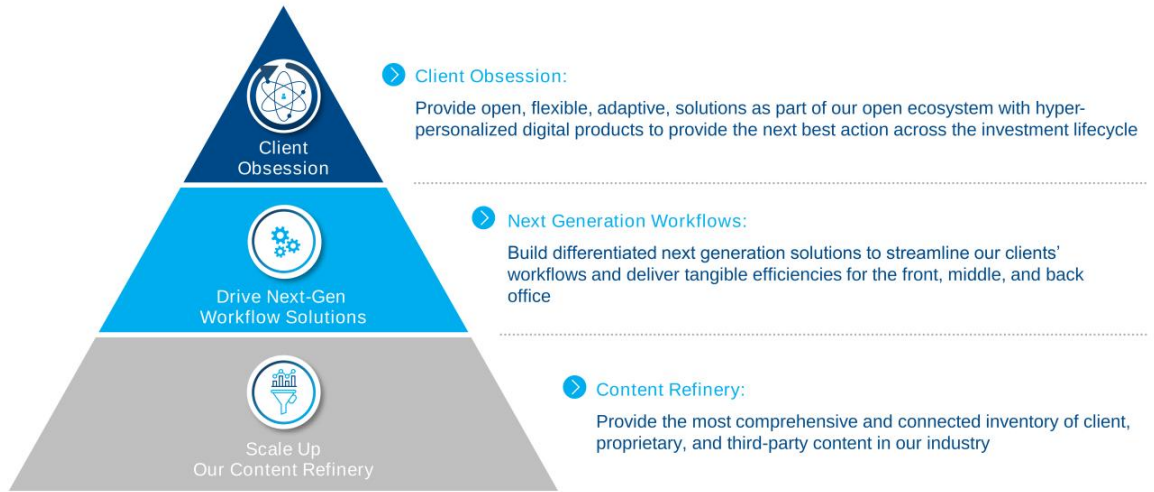
Continuing innovation and investment

Strategic **investments** to sustain long term value. Heightened focus on **acquisitions and partnerships** to drive growth



Operational excellence

Investment in our **workforce**. Disciplined **expense** management. Continued **margin expansion**



FactSet At a Glance¹

GLOBAL FOOTPRINT (COUNTRIES)	22
OFFICES	48
EMPLOYEES	10K+
USERS	160K+
CLIENTS	6K+



Significant Outperformance Since Our IPO 25 Years Ago

Stock Performance vs. S&P 500 (Last 5 Years)

	1 Year	3 Years	5 Years	10 Years	Since IPO ¹
FACTSET	+41%	+101%	+182%	+365%	+11,988%
S&P 500	+32%	+72%	+116%	+271%	+598%



Financial Performance (Fiscal 2021)

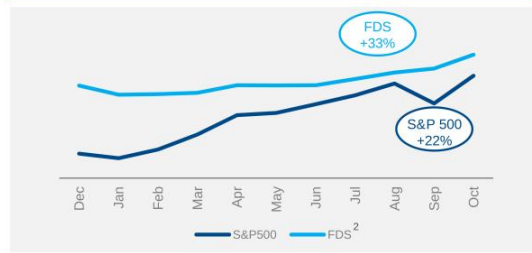
\$1.6B ▲ YoY
Revenue

32.5% ▼ YoY
Adj Operating Margin¹

\$518M ▲ YoY
Adj Operating Income¹

\$11.20 ▲ YoY
Adj Diluted EPS¹

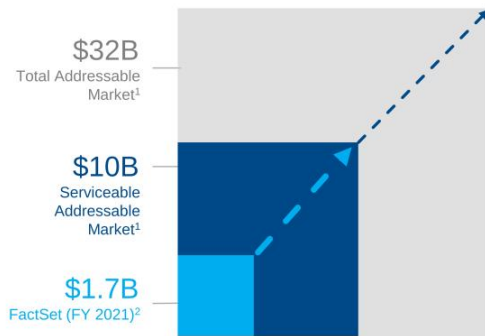
Stock Performance vs. S&P 500 (2021 YTD)



<p>↑41 consecutive years of revenue growth</p>	<p>↑25 consecutive years of adjusted diluted EPS growth</p>	<p>↑22 years of consecutive dividend growth</p>	<p>Q4 Fourth quarter FY21 - highest reported quarterly ASV in Company history</p>	<p>↑14% year over year workstation user growth</p>	<p>25 years as a publicly listed company</p>	<p>\$17B current market capitalization (~3x in 5 years)</p>
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Significant Opportunity to Capture Greater Share of Addressable Market

Well positioned to be the partner of choice as client needs and market dynamics evolve at an accelerated pace



- Total addressable market (TAM) is the total market demand for a product or service.
- Serviceable addressable market (SAM) is the segment of the TAM targeted by FactSet's products and services within our geographic segments.



Overall Trends

- Shift from active to **passive**
- **Cost rationalization** and fee compression



Clients

- **Consolidation** of technology and market data vendors
- Shift to **multi-asset class** investing
- Seeking **unique data sets** (e.g. private company, ESG, local data sets)



Technology

- **Digital transformation** embraced by clients
- Accelerated move to the **cloud**
- Demand for **open ecosystems** and APIs
- Self-service and **automation**

Our Digital Platform is Critical to the Success of the Investment Community





Our Content Refinery Expands our Clients' Knowledge and Trust

Comprehensive and connected inventory of client, proprietary and third-party content that drives broader discoverability

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Core Proprietary
Content Sets

Data Connectivity

- Listings
- Securities
- Entities
- People
- Transactions
- Relationships
 - Associations (e.g. Revenue, Frequency, History)

800+

Third Party Data
Vendors

FactSet Proprietary Content

Expansive coverage, depth, and speed of FactSet's core proprietary content portfolio

- Core Content: Speed
- Core Content: Depth
- Unique Data: Broad coverage

4M+

Client
Portfolios

Open: FactSet Marketplace

Utilizes FactSet's powerful data connectivity model to ease the onboarding process of third-party data

- Concordance to FactSet permanent entity identifiers
- Consolidated contractual process
- Sandbox for testing

INSIGHTS & IDEA
GENERATION



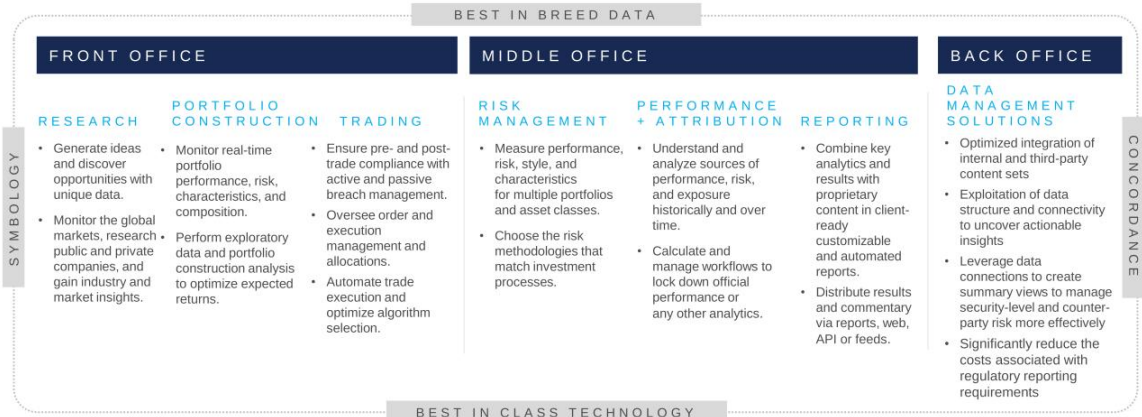
SCREENED &
CONNECTED BY
FACTSET



MARKET LEADING
SYMBOLGY



DIVERSE DATA





Transforming the way our users discover, decide, and act on opportunities using our digital platform

Hyper-Personalized Products



- ❖ Push ideas and actions across the portfolio lifecycle
- ❖ Support anytime, anywhere decision-making via responsive, adaptable and accessible platforms

Trusted Partner



- ❖ Partner with our clients to provide the best services in the industry
- ❖ Provide an elevated level of technology and content expertise
- ❖ Expand our capabilities in professional services

Open Ecosystem & Self-Service



- ❖ Remove friction from the client experience with solutions that are open, flexible, and easy to use
- ❖ Advance the Digital Transformation of our clients through our API program
- ❖ Offer a modern data layer with database capabilities in the cloud, including cloud marketplace integrations

Investing to Drive Growth



Content Refinery



Client Obsession



Workflow Solutions

DIGITAL PLATFORM



- Deep Sector
- Private Markets
- Fund Data
- ESG and Thematic
- Market and Reference Data

- Hyper-personalization
- Trusted Advisor
- Open Ecosystem and Self-Service

- Data as a Service
- Front Office
- Risk
- Pitch Lifecycle
- Advisor Dashboard
- Asset Allocation

EXECUTION EXCELLENCE



- Accelerate product-to-market
- Digitization of Systems
- Agile Delivery
- Product Management Excellence
- Optimize Cost Base to fund investments

Cloud Integration

Increased offerings on cloud-based platforms, including Snowflake, Microsoft, and AWS



GROWTH MINDSET



- Workforce of Future
- Performance-driven and forward-looking
- M&A and Partnerships: Drive Private Markets, Wealth and Buy-Side

M&A

Acquired companies that enhance our ESG and Deep Sector content + Analytics technology



Recent Deals Complement Our Product Offerings

 TRUVALUE LABS

 CABOT
INVESTMENT TECHNOLOGY

 BTU
ANALYTICS

 cobalt

Headquarters	San Francisco, CA	Boston, MA	Lakewood, CO	Boston, MA
Founded	2013	2004	2014	2011
Sponsoring SBU	CTS	Analytics & Trading	Research & Advisory	Research & Advisory
Strategic Alignment	ESG	Portfolio Lifecycle	Deep Sector	Private Markets
Deal Rationale	Expand ESG footprint and enhance technology-enabled content collection capabilities	Address product gap in behavioral analytics to differentiate our PLC offering	Accelerate the Power/Energy sub-strategy of our Deep Sector roadmap	Building block to accelerate entry into private market workflows and path to differentiated data
Transaction Timing	Closed in Q1 FY21 (November 2, 2020)	Closed in Q4 FY21 (June 1, 2021)	Closed in Q4 FY21 (July 1, 2021)	Closed in Q1 FY22 (October 12, 2021)

Building the Workforce of the Future



Recruit for **future talent needs** across content, technology, and client solutions



Elevate our DE&I efforts by **embracing diversity** of thought, backgrounds, identities, and experiences



Attract, develop, and retain top talent via a strong culture and career mobility opportunities



Partner with local leaders and universities to identify **educational opportunities** to prepare future talent for the jobs of tomorrow



Empower decision making at all levels, working collaboratively as part of agile and inclusive teams

Committed to Sustainable Growth in the Communities in Which We Live and Work

 Our Materiality Assessment	 Our Sustainable Actions	 Our Reporting
<ul style="list-style-type: none">➤ Materiality Analysis prepared and published➤ Published our validated Scope 1 and Scope 2 GHG Emissions for fiscal 2019 and fiscal 2020	<ul style="list-style-type: none">➤ Sustainability Plan being developed➤ Signatory of UN Principles for Responsible Investment➤ Signatory of UN Global Compact	<ul style="list-style-type: none">➤ CPD and EcoVadis filings➤ GRI, SASB and UN Sustainable Development Goals tables published➤ Task Force on Climate-Related Financial Disclosures (TCFD) and Science Based Targets Initiative (SBTi) Reporting (planned)

We are continually monitoring and improving our social practices, our environmental and climate actions, and our governance initiatives to ensure our ESG sustainability efforts are meeting the expectations of our stakeholders

Commitment to Global Diversity, Equity & Inclusion

We have implemented a robust diversity strategy focusing on three key pillars



WORKFORCE
Inclusion, Equity & Belonging

Leadership Commitment
Transparency & Accountability
People Processes
Retention & Advancement
Recruitment
Education
Engagement



MARKETPLACE
Economic Opportunity



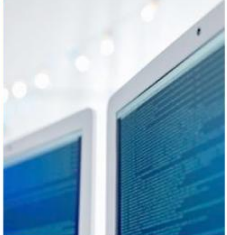
Supplier Diversity
Collaboration with Clients



SOCIETY
Justice

Investments
Contributions
Corporate Voice

Our Awards

<h3>BEST DATA ANALYTICS PROVIDER</h3> <p>Inside Market Data & Inside Reference Data Award Buy-Side Technology Award Fund Technology & WSL Awards</p>		<h3>BEST OVERALL TECHNOLOGY PROVIDER</h3> <p>Buy-Side Technology Award Inside Market Data and Inside Reference Data Awards Financial Technologies Forum Awards</p>	<h3>BEST RISK MANAGEMENT TECHNOLOGY PROVIDER</h3> <p>MENA Fund Services Award Ranked 19 in Chartis RiskTech100 Private Equity Wire</p>
	<h3>BEST BUY-SIDE PERFORMANCE MEASUREMENT AND ATTRIBUTION</h3> <p>Buy-Side Technology Awards Waters Ranking Awards Wealth & Finance International Alternative Investment Awards</p>	<h3>BEST REPORTING SYSTEM PROVIDER</h3> <p>Waters Ranking Awards Wealth Briefing European Award</p>	

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FINANCIAL REVIEW | FISCAL 2022 GUIDANCE



We Have Accelerated Top-Line Growth While Maintaining High Retention

Incremental ASV¹ growth reached record high of \$112M...



\$1.7B

Organic ASV + Professional Services¹

...and both client and ASV¹ retention remains strong



160K+

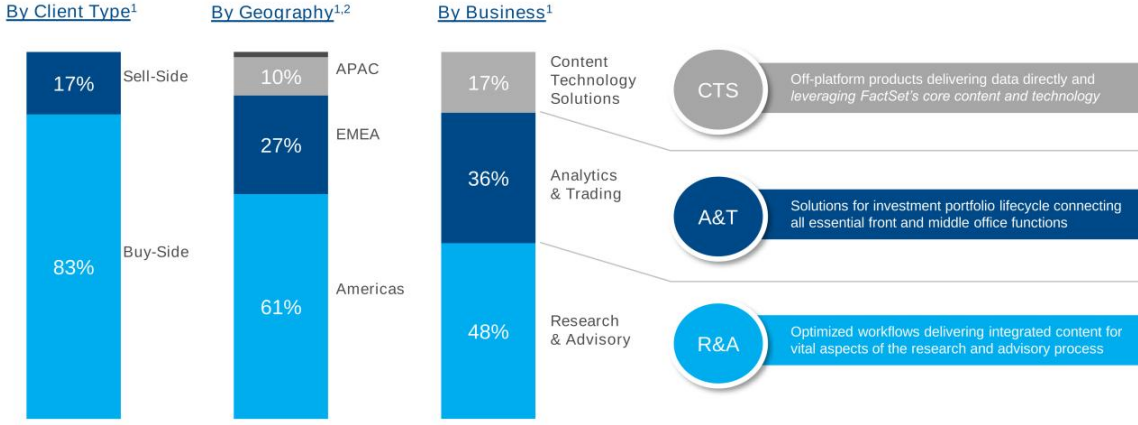
▲ 5 Year CAGR 14%
GLOBAL USERS

6.5K+

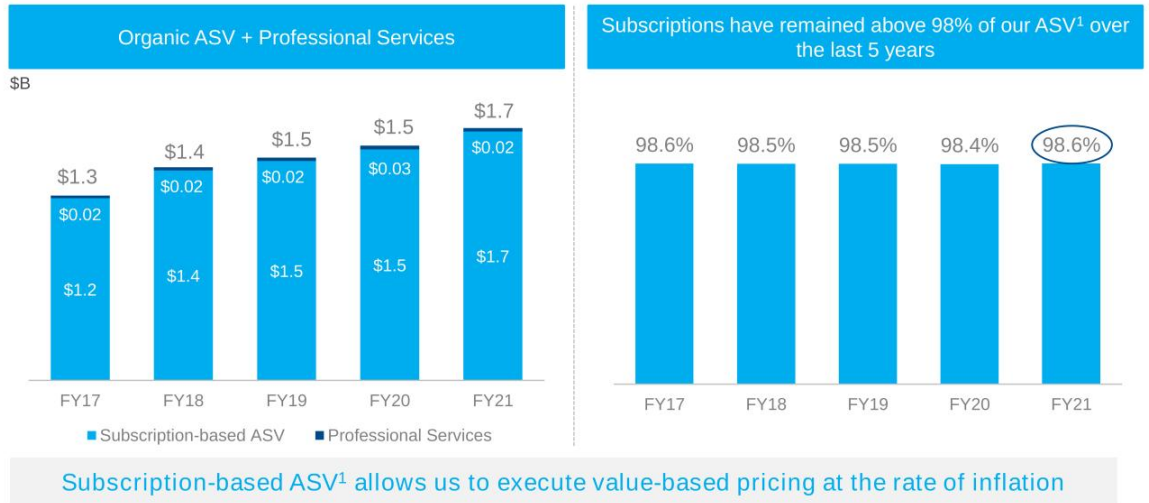
▲ 5 Year CAGR 9%
GLOBAL CLIENTS

ASV¹ Split by Client, Geography and Business

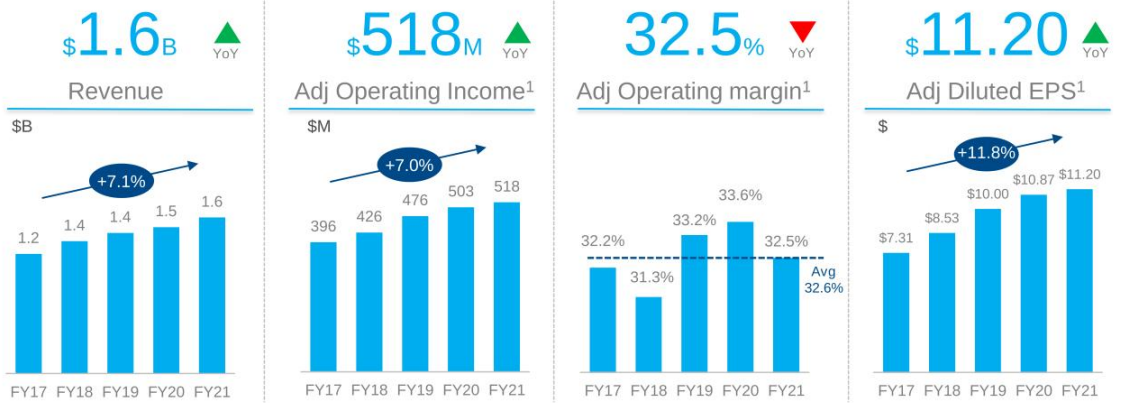
Executing our strategy through three businesses that leverage our content refinery



The Majority of our Business is Subscription-Based

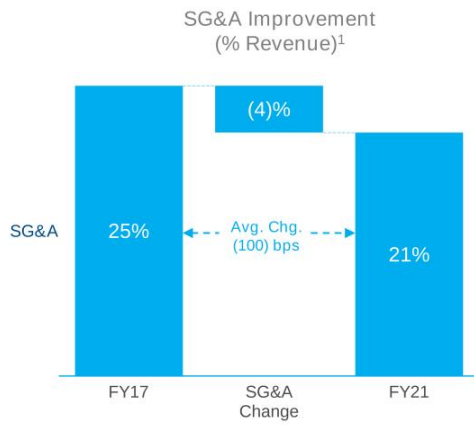


Fiscal 2021 was a Record Year for Revenue and Adjusted EPS



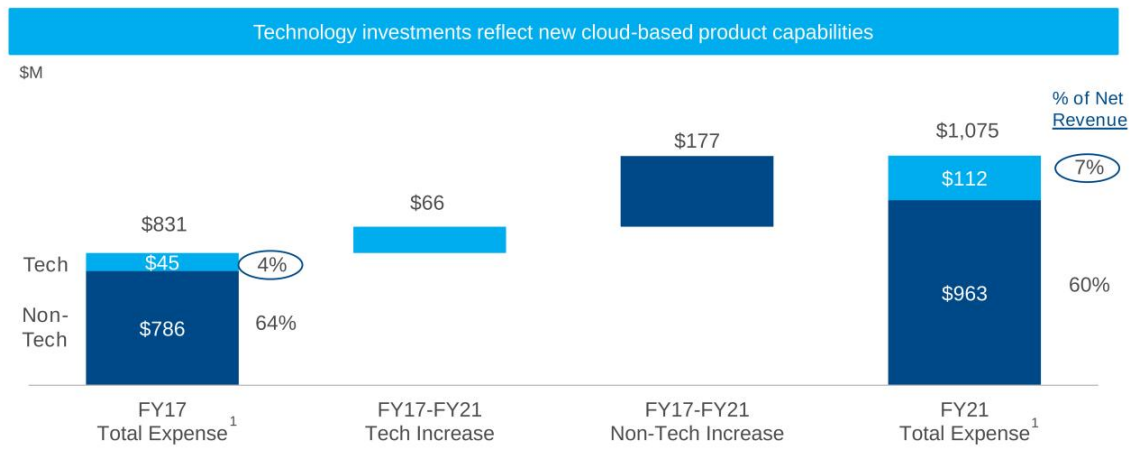
...building on momentum of the last several years

SG&A Savings Reflect Productivity Gains and Cost Discipline



- Improvements in SG&A productivity and cost discipline have driven substantial margin expansion
- A centralized global procurement function will enable us to continue to rationalize spending on enterprise-wide technology investments
- We continue to optimize facilities and T&E spend to reflect new working standards

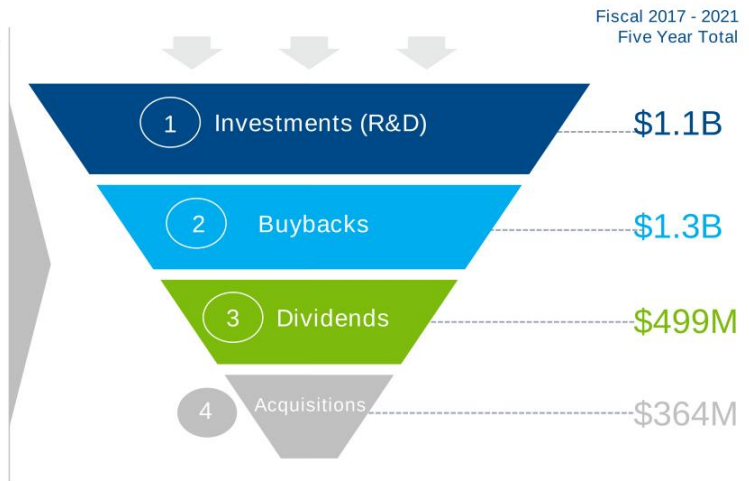
Technology Investment has Grown, Helping to Drive Top-Line Growth



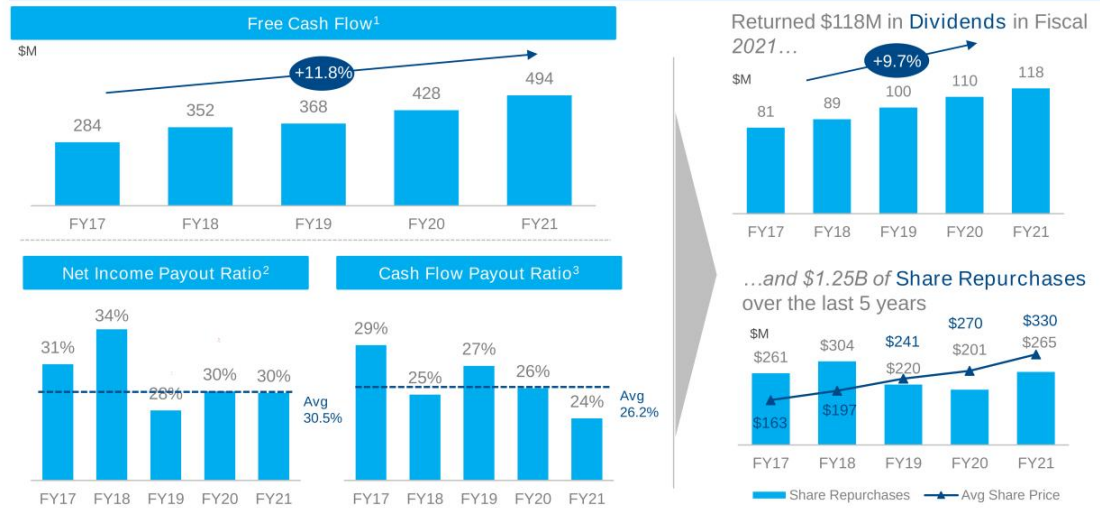
Balanced Approach to Capital Allocation – Investment in Growth and Return of Capital

Capital Allocation Philosophy

- ❖ Capital to re-invest in capabilities and product innovation
- ❖ Creating long-term value for shareholders
- ❖ Ensuring financial flexibility and risk management



Delivering Value to Shareholders



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¹ Please see Appendix for free cash flow details.

² Net income payout ratio reflects dividends as a percentage of net income.

³ Cash flow payout ratio reflects dividends as a percentage of free cash flow.

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Financial Results for Fiscal 2021 Either Met or Exceeded Guidance

	FY 2021 Guidance ¹	FY 2021 Results
Organic ASV + Professional Services Growth	\$85m - \$95m	\$112.1m 
GAAP Revenues	\$1.570b - \$1.585b	\$1.591b 
GAAP Operating Margin	29.5% - 30.5%	29.8% 
Adjusted Operating Margin ²	32.0% - 33.0%	32.5% 
Annual Effective Tax Rate ³	15.0% - 16.5%	14.5% 
GAAP Diluted EPS	\$10.05 - \$10.45	\$10.36 
Adjusted Diluted EPS ²	\$10.75 - \$11.15	\$11.20 

¹ Latest annual guidance as of June 29, 2021.

² Please see Appendix for a reconciliation of these non-GAAP metrics to GAAP metrics.

³ Guidance for annual effective tax rate provided for fiscal 2021 did not include any one-time expense or benefit items but included an estimate for stock-based compensation tax benefits.

In Fiscal 2022, We Expect to Deliver 7% or Higher ASV¹ Growth and Expanded Margin

Fiscal 2022 Outlook²

Organic ASV + Professional Services Growth ³	\$105 - \$135 million
GAAP Revenues	\$1,705 - \$1,720 million
GAAP Operating Margin	31% - 32%
Adjusted Operating Margin ⁴	32.5% - 33.5%
Effective Tax Rate	14.5% - 15.5%
GAAP Diluted EPS	\$11.60 - \$11.90
Adjusted Diluted EPS ⁴	\$12.00 - \$12.30

The Fiscal 2022 Outlook shown here is a forward-looking statement. Given the risks, uncertainties and assumptions related to FactSet's business and operations, including the ongoing uncertainty surrounding the duration, magnitude and impact of the COVID 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 Organic ASV + Professional Services

² FactSet's expectations as of September 28, 2021. Actual results may differ materially from expectations above.

³ Growth over fiscal 2021.

⁴ Please see Appendix for a reconciliation of these non-GAAP metrics to GAAP metrics.

Key Takeaways: Compelling Business Model



Consistent long-term growth

Long-term **financial** expectations remain strong. Strong free cash flow generation



High shareholder return

Emphasis on **returning excess capital** to stockholders through dividends and share repurchases



Continuing innovation and investment

Strategic **investments** to sustain long term value. Heightened focus on **acquisitions and partnerships** to drive growth



Operational excellence

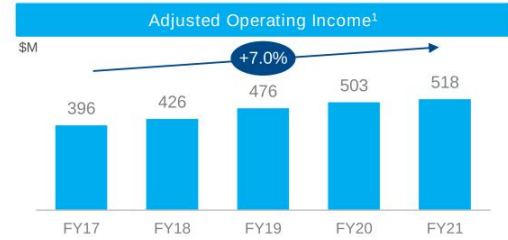
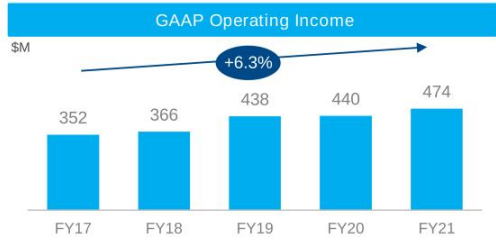
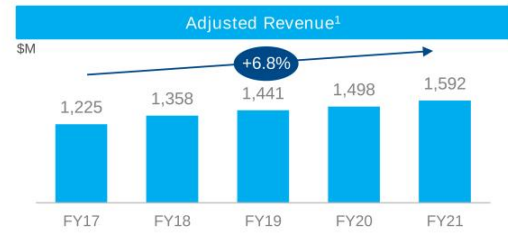
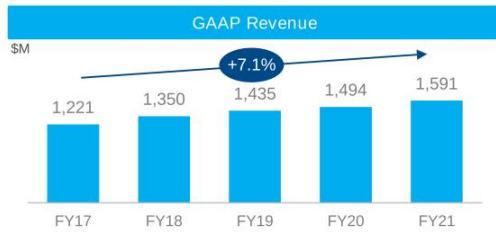
Investment in our **workforce**. Disciplined **expense** management. Continued **margin expansion**



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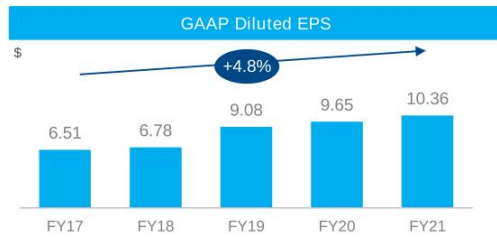
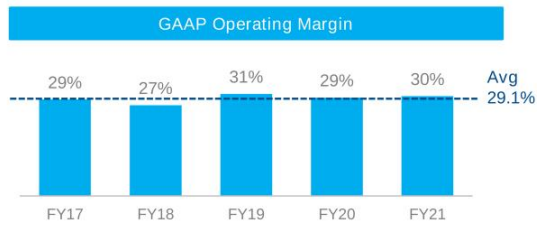
APPENDIX

Financial Performance



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

Financial Performance (continued)



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

Non-GAAP Reconciliations – FY 2021 & FY 2020

Adjusted Operating Income, Margin, Net Income, Adjusted Diluted EPS (in thousands, except per share data)

(Unaudited)	FOR THE YEAR ENDED AUGUST 31st		
	2021	2020	% Change
GAAP Operating Income	\$ 474,041	\$ 439,660	7.8%
Deferred revenue fair value adjustment	539	4,192	
Intangible asset amortization	23,257	22,269	
Impairment of investment	–	16,500	
Transformation costs	14,113	16,478	
Restructuring/ severance	5,028	51	
Real estate charges	716	4,253	
Adjusted Operating Income	\$ 517,694	\$ 503,403	2.8%
Operating Margin	29.8%	29.4%	
Adjusted Operating Margin	32.5%	33.6%	
GAAP Net Income	399,590	372,938	7.1%
Deferred revenue fair value adjustment	456	3,385	
Intangible asset amortization	19,672	27,773	
Impairment of investment	–	16,500	
Transformation costs	11,938	13,171	
Restructuring/ severance	4,253	41	
Real estate charges	606	3,399	
Income tax items	(4,466)	(7,085)	
Adjusted Net Income	\$ 432,049	\$ 420,122	7.1%

(Unaudited)	FOR THE YEAR ENDED AUGUST 31st		
	2021	2020	% Change
GAAP Diluted Earnings per Common Share	\$ 10.36	\$ 9.65	7.4%
Deferred revenue fair value adjustment	0.01	0.10	
Intangible asset amortization	0.51	0.46	
Impairment of investment	–	0.42	
Transformation costs	0.31	0.34	
Restructuring/ severance	0.11	–	
Real estate charges	0.02	0.08	
Other investment income	–	–	
Income tax items	(0.12)	(0.18)	
Adjusted Diluted earnings per Common Share	\$ 11.20	\$ 10.87	3.0%
Weighted Average Common Shares (Diluted)	38,570	38,646	

Non-GAAP Reconciliations – FY 2020 & FY 2019

Adjusted Operating Income, Margin, Net Income and Diluted EPS (in thousands, except per share data)

	FOR THE YEAR ENDED AUGUST 31st		
(Unaudited)	2020	2019	% Change
GAAP Operating Income	\$ 439,660	\$ 438,035	0.4%
Intangible asset amortization	22,269	24,920	
Deferred revenue fair value adjustment	4,192	5,185	
Impairment of investment	16,500	–	
Transformation	16,478	597	
Restructuring/ severance	51	3,301	
Real estate charges	4,253	4,146	
Adjusted Operating Income	\$ 503,403	\$ 476,185	5.7%
Adjusted Operating Margin	33.6%	33.2%	
GAAP Net Income	372,938	352,790	5.7%
Intangible asset amortization	17,773	20,262	
Deferred revenue fair value adjustment	3,385	4,215	
Impairment of investment	16,500	–	
Transformation	13,171	469	
Restructuring/ severance	41	2,591	
Real estate charges	3,399	3,255	
Income tax items	(7,085)	5,274	
Adjusted Net Income	\$ 420,122	\$ 388,856	8.0%

	FOR THE YEAR ENDED AUGUST 31st		
(Unaudited)	2020	2019	% Change
GAAP Diluted Earnings per Common Share	\$ 9.65	\$ 9.08	6.3%
Intangible asset amortization	0.46	0.52	
Deferred revenue fair value adjustment	0.10	0.11	
Impairment of investment	0.42	–	
Transformation	0.34	0.01	
Restructuring/ severance	–	0.06	
Real estate charges	0.08	0.08	
Income tax items	(0.18)	0.14	
Adjusted Diluted earnings per Common Share	\$ 10.87	\$ 10.00	8.7%
Weighted Average Common Shares (Diluted)	38,646	38,873	

Non-GAAP Reconciliations – FY 2019 & FY 2018

Adjusted Operating Income, Margin, Net Income and Diluted EPS (in thousands, except per share data)

(Unaudited)	FOR THE YEAR ENDED AUGUST 31st		
	2019	2018	% Change
GAAP Operating Income	\$ 438,035	\$ 366,204	19.6%
Intangible asset amortization	24,920	24,665	
Deferred revenue fair value adjustment	5,185	7,691	
Transformation	597	1,217	
Settlements / Professional Fees	-	4,908	
Restructuring/ severance	3,301	18,538	
Real estate charges	4,146	2,287	
Adjusted Operating Income	\$ 476,185	\$ 425,510	11.9%
Adjusted Operating Margin	33.2%	31.3%	
GAAP Net Income	352,790	\$ 267,085	32.1%
Intangible asset amortization	20,262	19,723	
Deferred revenue fair value adjustment	4,215	6,084	
Transformation	469	976	
Settlements / Professional Fees	-	3,936	
Restructuring/ severance	2,591	14,868	
Real estate charges	3,255	1,834	
Income tax items	5,274	21,310	
Adjusted Net Income	\$ 388,856	\$ 335,816	15.8%

(Unaudited)	FOR THE YEAR ENDED AUGUST 31st		
	2019	2018	% Change
GAAP Diluted Earnings per Common Share	\$ 9.08	\$ 6.78	33.9%
Intangible asset amortization	0.52	0.50	
Deferred revenue fair value adjustment	0.11	0.15	
Transformation	0.01	0.02	
Settlements / Professional Fees	-	0.10	
Restructuring/ severance	0.06	0.39	
Real estate charges	0.08	0.05	
Income tax items	0.14	0.53	
Adjusted Diluted earnings per Common Share	\$ 10.00	\$ 8.53	17.2%
Weighted Average Common Shares (Diluted)	38,873	39,377	

Non-GAAP Reconciliations – FY 2018 & FY 2017

Adjusted Operating Income, Margin, Net Income and Diluted EPS (in thousands, except per share data)

(Unaudited)	FOR THE YEAR ENDED AUGUST 31st		
	2018	2017	% Change
GAAP Operating Income	\$ 366,204	\$ 325,135	4.0%
Intangible asset amortization	24,665	19,924	
Deferred revenue fair value adjustment	7,691	5,486	
Transformation	1,217	-	
Settlements / Professional Fees	4,908	7,368	
Restructuring/ severance	18,538	10,601	
Real estate charges	2,287	-	
Adjusted Operating Income	\$ 425,510	\$ 395,514	7.6%
Adjusted Operating Margin	31.3%	32.2%	
GAAP Net Income	\$ 267,085	\$ 258,259	3.4%
Intangible asset amortization	19,723	14,845	
Deferred revenue fair value adjustment	6,084	4,093	
Transformation	976	-	
Settlements / Professional Fees	3,936	5,867	
Restructuring/ severance	14,868	8,441	
Real estate charges	1,834	-	
Income tax items	21,310	(1,918)	
Adjusted Net Income	\$ 335,816	\$ 289,587	16.0%

(Unaudited)	FOR THE YEAR ENDED AUGUST 31st		
	2018	2017	% Change
GAAP Diluted Earnings per Common Share	\$ 6.78	\$ 6.51	4.1%
Intangible asset amortization	0.50	0.37	
Deferred revenue fair value adjustment	0.15	0.10	
Transformation	0.02	-	
Settlements / Professional Fees	0.10	0.15	
Restructuring/ severance	0.39	0.20	
Real estate charges	0.05	-	
Income tax items	0.53	(0.05)	
Adjusted Diluted earnings per Common Share	\$ 8.53	\$ 7.31	16.7%
Weighted Average Common Shares (Diluted)	39,377	39,642	

Non-GAAP Reconciliations

Free Cash Flow (in thousands)

	FOR THE YEAR ENDED AUGUST 31st					
(Unaudited)	2017	2018	2019	2020	2021	
Net Cash Provided by Operating Activities	\$ 320,527	\$ 385,668	\$ 427,136	\$ 505,840	\$ 555,226	
Capital Expenditures	(36,862)	(33,520)	(59,370)	(77,642)	(61,325)	
Free Cash Flow	\$ 283,665	\$ 352,148	\$ 367,766	\$ 428,198	\$ 493,901	

Non-GAAP Reconciliation (Unaudited)

Technology Expense¹ vs. Non-Technology Expense

(in millions)

	FOR THE YEAR ENDED AUGUST 31st				
	2017	2018	2019	2020	2021
GAAP Technology Expenses	\$ 45	\$ 58	\$ 68	\$ 92	\$ 120
GAAP Non-Technology Expenses	824	926	929	964	997
GAAP Total Expenses	869	984	997	1,055	1,117
Technology Expense adjustments	-	-	(0)	(3)	(9)
Non-technology Expense adjustments	(38)	(51)	(38)	(58)	(34)
Total Expense adjustments	(38)	(51)	(38)	(61)	(43)
Adjusted Technology Expenses	45	58	68	89	112
Adjusted Non-Technology Expenses	786	876	891	906	963
Adjusted Total Expenses	\$ 831	\$ 933	\$ 959	\$ 995	\$ 1,075

¹ Technology expenses include Hardware, Software, Communications and related expenses

Non-GAAP Reconciliations

Business Outlook Operating Margin, Net Income and Diluted EPS

(in millions, except per share data)

FISCAL 2022 (FULL YEAR)	Low End of Range	High End of Range
GAAP Revenue	\$1,705	\$1,720
GAAP operating income	\$ 528	\$550
GAAP operating margin	31.0%	32.0%
Intangible asset amortization	18	18
Transformation costs	8	8
Adjusted operating income	\$ 554	\$ 576
Adjusted Operating Margin	32.5%	33.5%
GAAP Net Income	\$ 446	\$ 457
Intangible asset amortization	16	16
Transformation costs	6	6
Discrete tax items	(7)	(7)
Adjusted Net Income	\$ 461	\$ 473
GAAP Diluted Earnings per Common Share	\$ 11.60	\$ 11.90
Intangible asset amortization	0.41	0.41
Transformation costs	0.16	0.16
Discrete tax items	(0.17)	(0.17)
Adjusted Diluted earnings per Common Share	\$ 12.00	\$ 12.30



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Thank You

