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FactSet Earnings Call
First Quarter Fiscal 2019

December 18, 2018



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 forecasted 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 December 18, 2018, which are posted on factset.com under the Investor Relations section.

Agenda

- Welcome/ Introductions
- Business Update
- Financial Overview
- Questions and Answers
- Appendix

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Business Update

Key Metrics¹ - First Quarter 2019





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

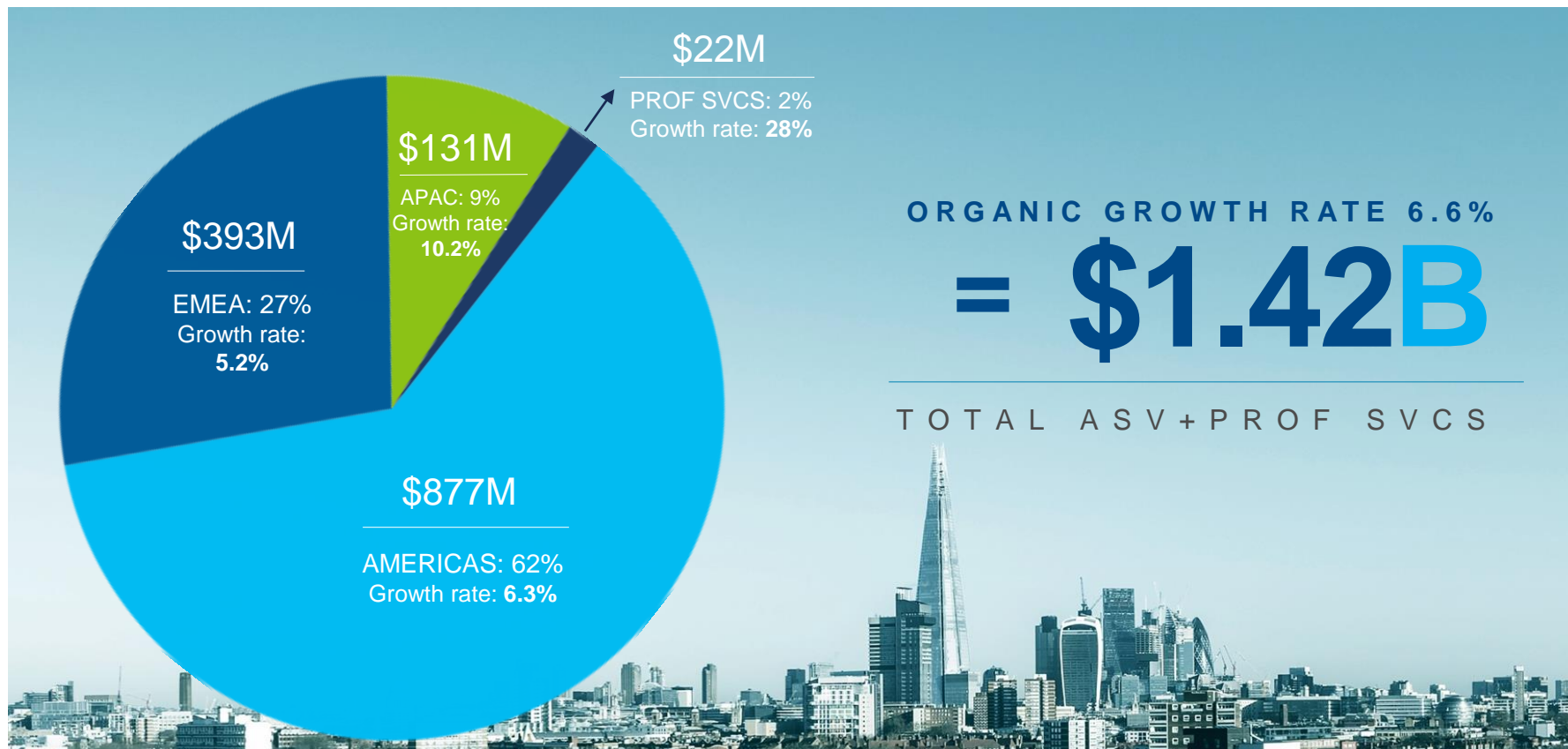
² Annual Subscription Value (ASV) at any given point in time represents the forward-looking revenues for the next twelve months from all subscription services currently supplied to clients and excludes professional services fees billed in the last 12 months, which are not subscription-based. Organic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

Quarter Highlights

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RESEARCH	ANALYTICS	CTS	WEALTH
Research launched “Deep Sector Strategy” solutions	Analytics released PA Engine API & PA Vault opening client access to on-demand solutions	Content and Technology Solutions increased sales of enterprise feeds	Wealth solutions delivered strong results for the quarter
			

Organic ASV + Professional Services – First Quarter 2019



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Financial Overview

Key Financial & Operational Metrics

Q1 | 2019

\$353.1M

ORGANIC REVENUES

Organic revenues exclude the effects of acquisitions, dispositions, deferred revenue fair value adjustments and foreign currency.

▲ 6.4% change since 2018 | Q1

\$1.42B

ASV + PROFESSIONAL SERVICES

Organic ASV excludes the effects of acquisitions, dispositions and foreign currency. Professional services are revenues derived from project-based consulting and implementation.

▲ 6.6% organically

\$111.3M

ADJUSTED OPERATING INCOME

Revenue minus the costs of operations (i.e. operating expenses, which include the cost of services and selling, general and administrative expenses).

▲ 5.8% change since 2018 | Q1

31.5%

ADJUSTED OPERATING MARGIN

Adjusted operating margin is calculated as adjusted operating income divided by GAAP revenues plus the deferred revenue fair value adjustment.

▼ 20 bps change since 2018 | Q1

115,209

USER COUNT

Number of individuals accessing FactSet services across all client sites.

▲ 30.0% change since 2018 | Q1

5,297

CLIENT COUNT

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

▲ 10.1% change since 2018 | Q1

\$2.35

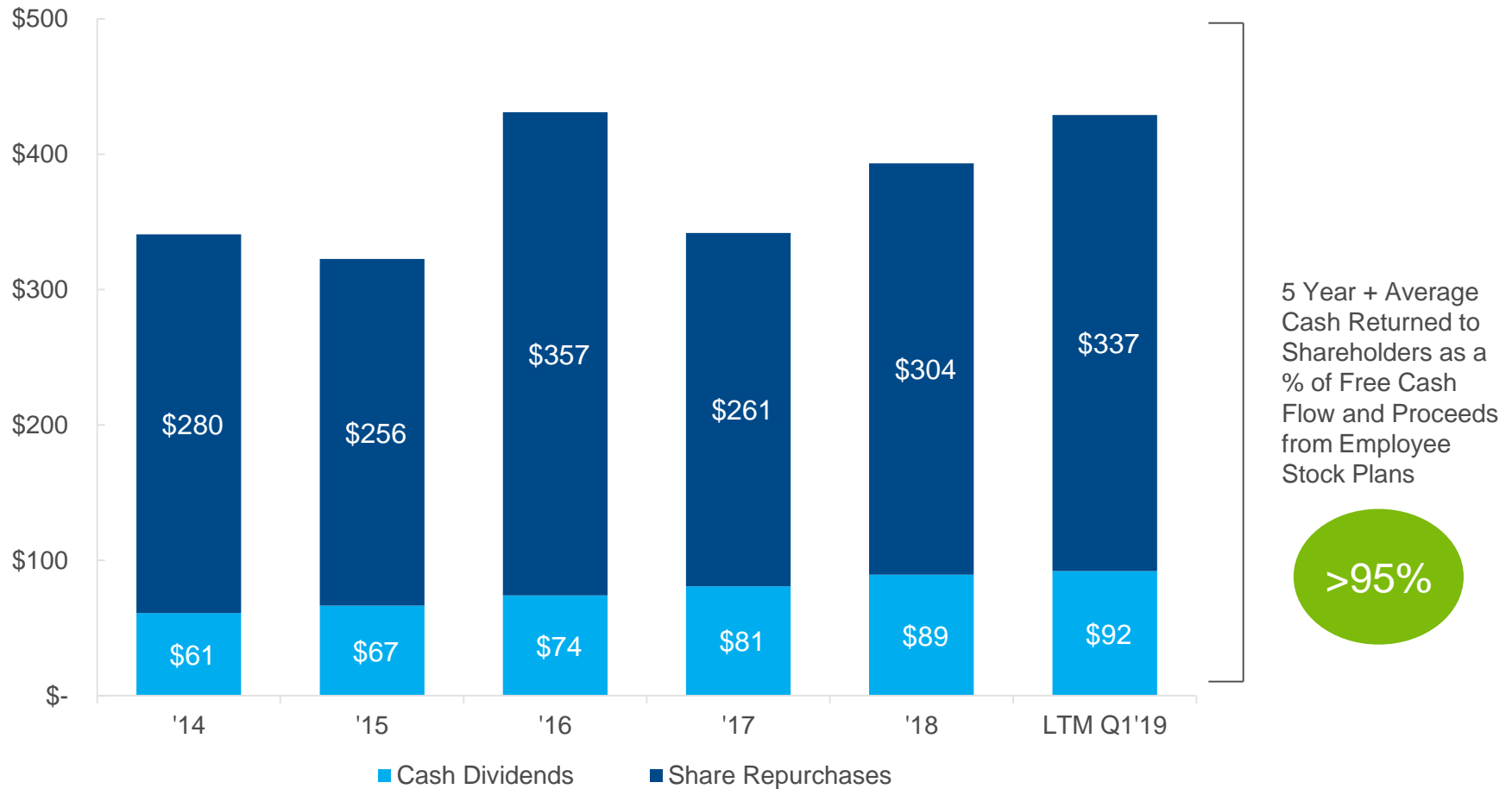
ADJUSTED DILUTED EPS

Adjusted net income divided by diluted shares outstanding. EPS is one of the key measures investors and industry analysts follow to determine how successfully we are managing our business.

▲ 15.2% change since 2018 | Q1

Returning Capital to Shareholders

(in millions)



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Questions and Answers

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Appendix

First Quarter 2019 Financial Results*

(in thousands, except per share data)

For the Three Months Ended November 30	2018	2017	% Change
Organic ASV + Professional Services	\$ 1,422,538	\$ 1,337,274	6.6%
GAAP Revenues	\$ 351,640	\$ 329,141	6.8%
Organic Revenues	\$ 353,130	\$ 331,860	6.4%
Operating Income	\$ 100,539	\$ 89,098	12.8%
Adjusted Operating Income	\$ 111,266	\$ 105,121	5.8%
Operating Margin	28.6%	27.1%	-
Adjusted Operating Margin	31.5%	31.7%	-
Net Income	\$ 84,296	\$ 70,379	19.8%
Adjusted Net Income	\$ 91,309	\$ 80,866	12.9%
Diluted EPS	\$ 2.17	\$ 1.77	22.6%
Adjusted Diluted EPS	\$ 2.35	\$ 2.04	15.2%
Free Cash Flow	\$ 36,794	\$ 55,231	(33.4)%

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

Non-GAAP Reconciliations

Organic Revenues

(in thousands)

FOR THE THREE MONTHS ENDED
NOVEMBER 30,

(Unaudited)	2018	2017	% Change
GAAP Revenues	\$ 351,640	\$ 329,141	6.8%
Deferred revenue fair value adjustment	1,350	2,719	
Currency impact	140	–	
Organic Revenues	\$ 353,130	\$ 331,860	6.4%

Non-GAAP Reconciliations

Adjusted Operating Income, Margin, Net Income and Diluted EPS

(in thousands, except per share data)

FOR THE THREE MONTHS ENDED
NOVEMBER 30,

(Unaudited)	2018	2017	% Change
GAAP Operating Income	\$ 100,539	\$ 89,098	12.8%
Intangible asset amortization	5,893	6,158	
Deferred revenue fair value adjustment	1,350	2,719	
Other non-recurring items	3,484	7,146	
Adjusted Operating Income	\$ 111,266	\$ 105,121	5.8%
Adjusted Operating Margin	31.5%	31.7%	
GAAP Net Income	\$ 84,296	\$ 70,379	19.8%
Intangible asset amortization	4,792	4,625	
Deferred revenue fair value adjustment	1,098	2,042	
Other non-recurring items	2,832	5,367	
Income tax items	(1,709)	(1,547)	
Adjusted Net Income	\$ 91,309	\$ 80,866	12.9%
GAAP Diluted Earnings per Common Share	\$ 2.17	\$ 1.77	22.6%
Intangible asset amortization	0.12	0.12	
Deferred revenue fair value adjustment	0.03	0.05	
Other non-recurring items	0.07	0.14	
Income tax items	(0.04)	(0.04)	
Adjusted Diluted Earnings per Common Share	\$ 2.35	\$ 2.04	15.2%
Weighted Average Common Shares (Diluted)	38,809	39,680	

Non-GAAP Reconciliations

Free Cash Flow

(in thousands)

FOR THE THREE MONTHS ENDED
NOVEMBER 30,

(Unaudited)	2018	2017	% Change
Net Cash Provided by Operating Activities	\$ 46,320	\$ 61,143	
Capital Expenditures	(9,526)	(5,912)	
Free Cash Flow	\$ 36,794	\$ 55,231	(33.4)%



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Thank you.

