

# 3Q 2020 Earnings Conference Call

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October 27, 2020

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

This presentation includes adjusted financial measures that are derived from the Company's continuing operations. This non-GAAP information is provided in order to allow investors to make meaningful comparisons of the Company's operating performance between periods and to view the Company's business from the same perspective as Company management.

The Company's earnings release dated October 27, 2020 contains exhibits that reconcile the differences between the non-GAAP measures and comparable financial measures calculated in accordance with U.S. GAAP. Such exhibits are available on the Company's website at <http://investor.spglobal.com/quarterly-earnings>

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 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.

# “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, including statements about COVID-19, which express management’s current views concerning future events, trends, contingencies or results, appear at various places in this report 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, and factors that contribute to uncertainty and volatility including the upcoming U.S. presidential election, natural and man-made disasters, civil unrest, pandemics (e.g., COVID-19), geopolitical uncertainty, and conditions that may result from legislative, regulatory, trade and policy changes associated with the current U.S. administration;
- the Company’s ability to successfully recover should it experience a disaster or other business continuity problem from a hurricane, flood, earthquake, terrorist attack, pandemic, security breach, cyber attack, power loss, telecommunications failure or other natural or man-made event, including the ability to function remotely during long-term disruptions such as the COVID-19 pandemic;
- 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;
- the health of debt and equity 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;
- concerns in the marketplace affecting the Company’s credibility or otherwise affecting market perceptions of the integrity or utility of independent credit ratings, benchmarks and indices;
- the effect of competitive products and pricing, including the level of success of new product developments and global expansion;
- 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 domestic and international 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, affecting S&P Global Ratings, S&P Global Platts, S&P Dow Jones Indices, and S&P Global Market Intelligence, including the Company’s compliance therewith;
- the Company’s ability to make acquisitions and dispositions and successfully integrate the businesses we acquire;
- consolidation in the Company’s end-customer markets;
- the introduction of competing products or technologies by other companies;
- the impact of customer cost-cutting pressures, including in the financial services industry and the commodities markets;
- a decline in the demand for credit risk management tools by financial institutions;
- the level of merger and acquisition activity in the United States and abroad;
- the volatility and health of the energy and commodities markets;
- our ability to attract, incentivize, and retain key employees;
- 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;
- the Company’s ability to adjust to changes in European and United Kingdom markets as the United Kingdom leaves the European Union, and the impact of the United Kingdom’s departure on our credit rating activities and other offerings in the European Union and United Kingdom; and
- the impact of changes in applicable tax or accounting requirements, including the Tax Cuts and Jobs Act 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 and Item 1A, *Risk Factors* in our most recently filed Form 10-Q.

# EU regulation affecting investors in credit rating agencies

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

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 European Union and/or (ii) themselves become directly impacted by EU Regulation 1060/2009 (as amended).

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

# Doug Peterson

President and Chief Executive Officer

# S&P Global continues to perform well in the current environment

## Financial highlights:

- All four businesses delivered revenue growth
- Near doubling of U.S. high-yield issuance helped Ratings deliver the strongest segment revenue growth
- Increased 2020 guidance for adjusted diluted EPS by \$0.50 to \$0.55 for a new range of \$11.30 to \$11.45

## Additional highlights:

- Recently launched ESG products gaining momentum
- Continued innovation and new products launches
- Introducing a new \$120 million productivity program
- Refinanced our outstanding debt extending maturities at lower rates

# Solid revenue growth and margin expansion continued in 3Q

	3Q 2020	3Q 2019	Change
Revenue	\$1,846	\$1,689	+9%
Adjusted operating profit	\$976	\$877	+11%
Adjusted operating profit margin	52.9%	51.9%	+100 bps
Trailing four-quarters adjusted segment operating profit margin	53.8%	50.1%	+370 bps
Average diluted shares outstanding	241.6	246.5	(4.9) shares
Adjusted diluted EPS	\$2.85	\$2.46	+16%

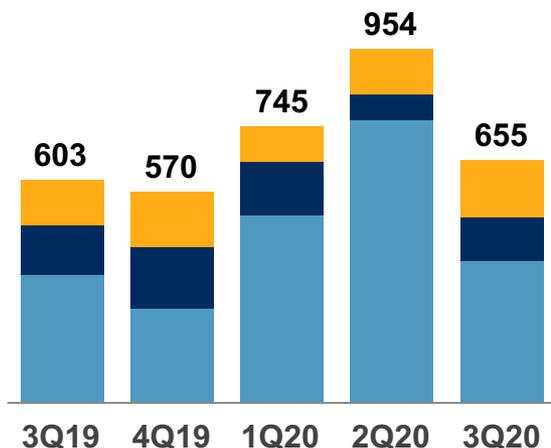
(dollars and shares in millions, except earnings per share)

## 3Q 2020 FINANCIAL HIGHLIGHTS:

- Quarterly revenue increased 9%
- Trailing four-quarter adjusted operating profit margin increased 370 basis points
- Revenue growth, productivity programs, COVID-19 related cost savings, and share repurchases resulted in adjusted diluted EPS growth of 16%

# Global bond issuance\* increased 7% – including bank loan volumes, issuance increased 4%

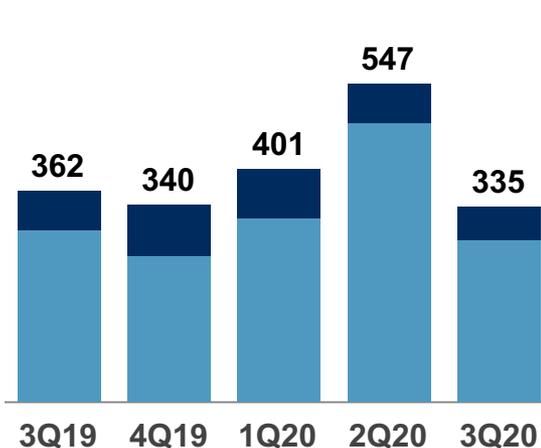
## United States\*



### 9% increase YOY in 3Q

- Investment-grade decreased 5%
- High-yield increased 94%
- Public finance increased 25%
- Structured finance decreased 12% with large declines in CLOs and CMBS partially offset by a gain in ABS

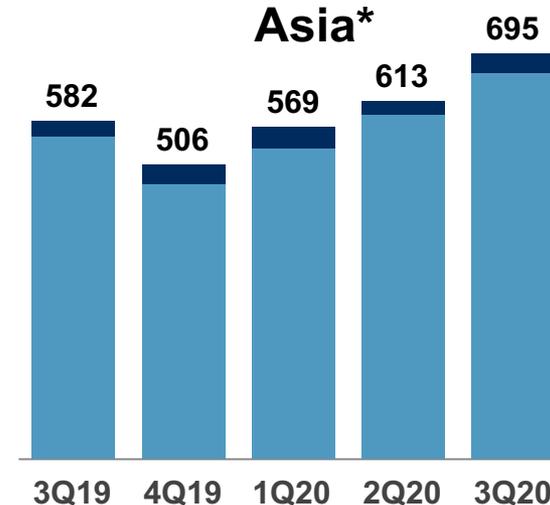
## Europe\*



### 8% decline YOY in 3Q

- Investment-grade decreased 7%
- High-yield increased 3%
- Structured finance decreased 17% due to declines in every asset class except RMBS, which posted a large increase

## Asia\*



### 19% increase YOY in 3Q

- Investment-grade increased 21%
- High-yield issuance decreased 12%
- Structured finance increased 18% mostly due to covered bonds and RMBS

(issuance, \$ in billions)

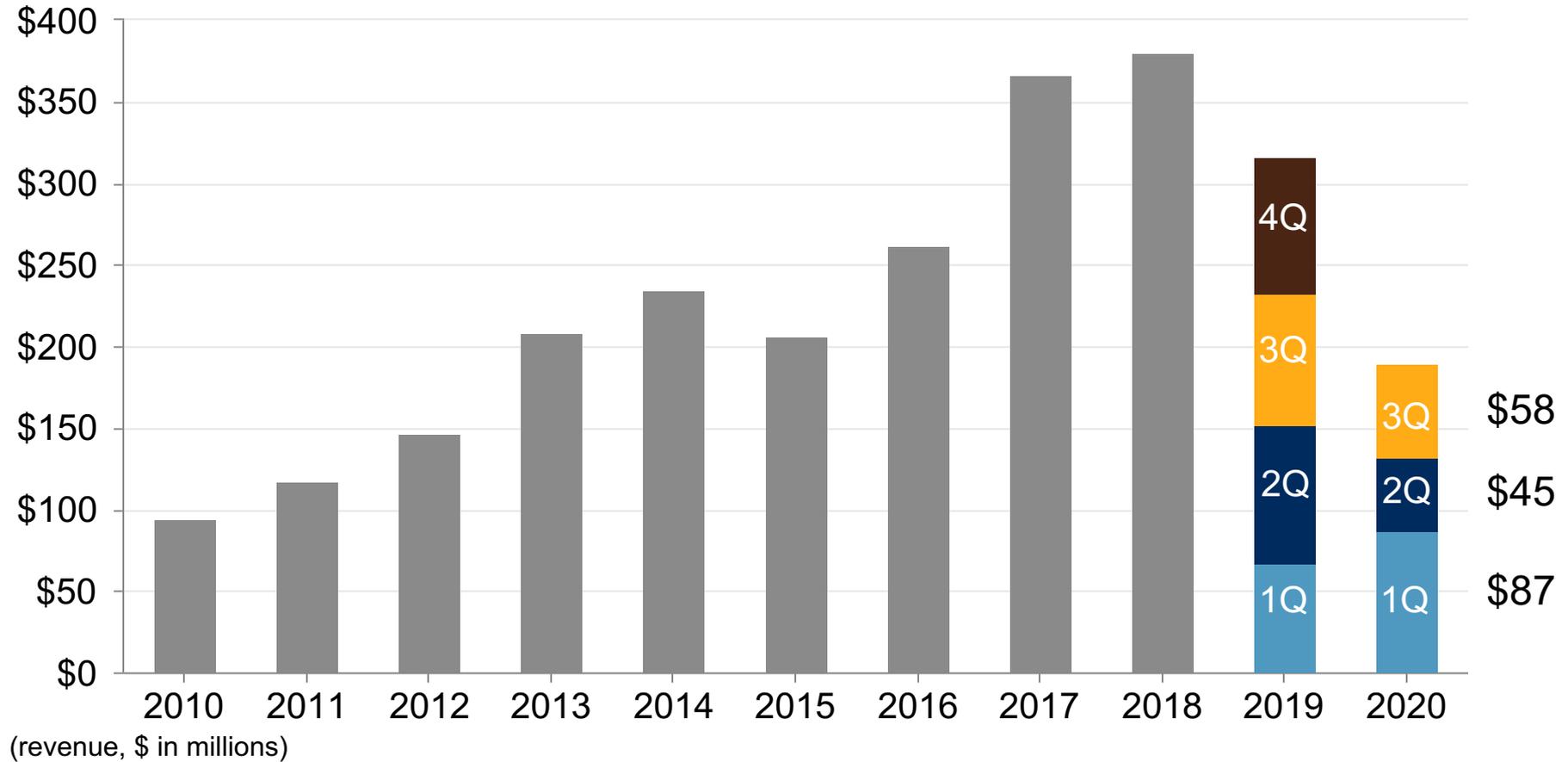
■ Corporates ■ Structured Finance ■ Public Finance

\* Excludes sovereign issuance and domestically-rated Chinese issuance. Structured finance issuance includes amounts when a transaction closes, not when initially priced. Bank loan volumes only include new issuance, not repricing or amendment volume.

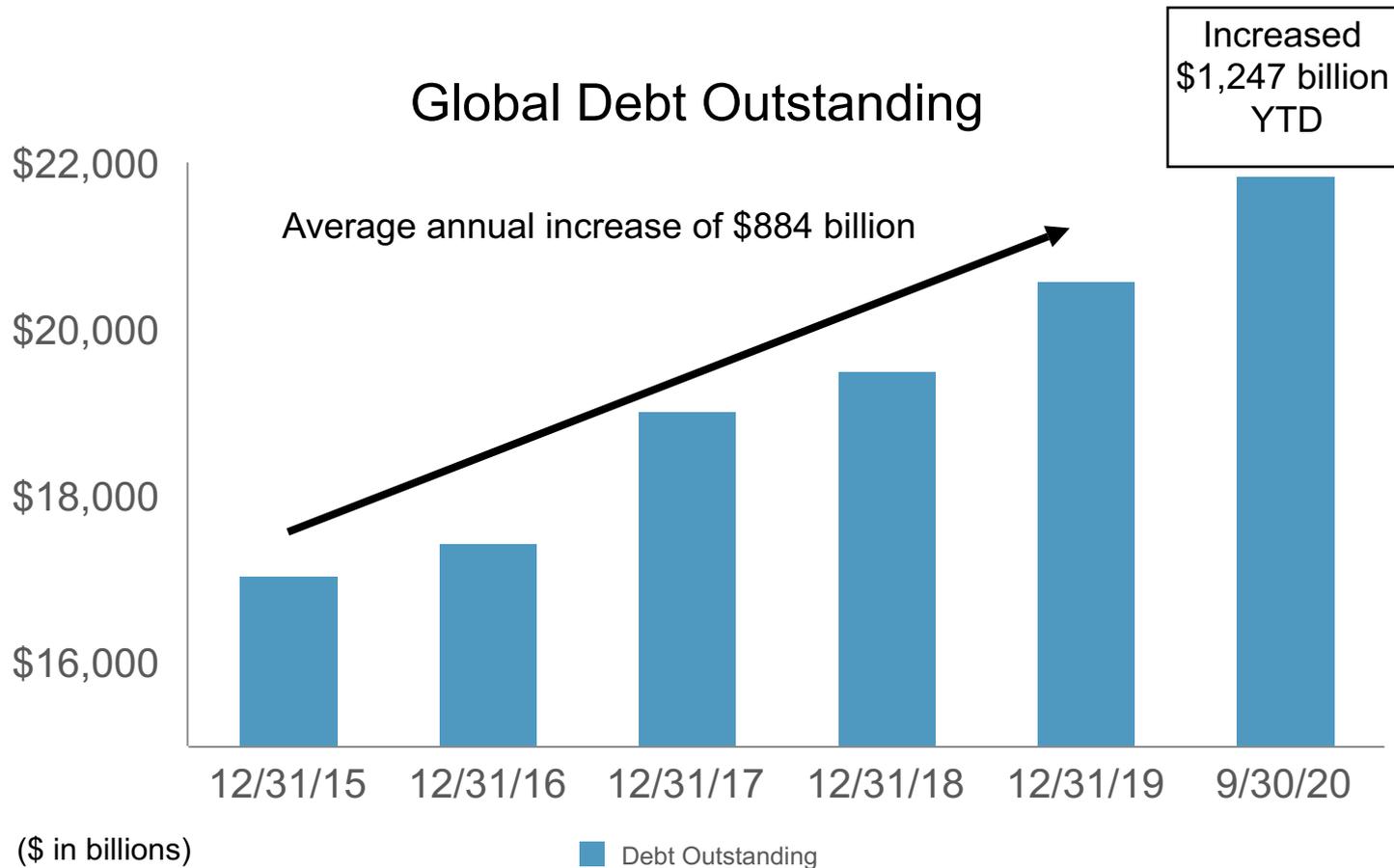
Sources: Refinitiv and Harrison Scott Publications

# Bank loan rating revenue decreased 28% in 3Q 2020

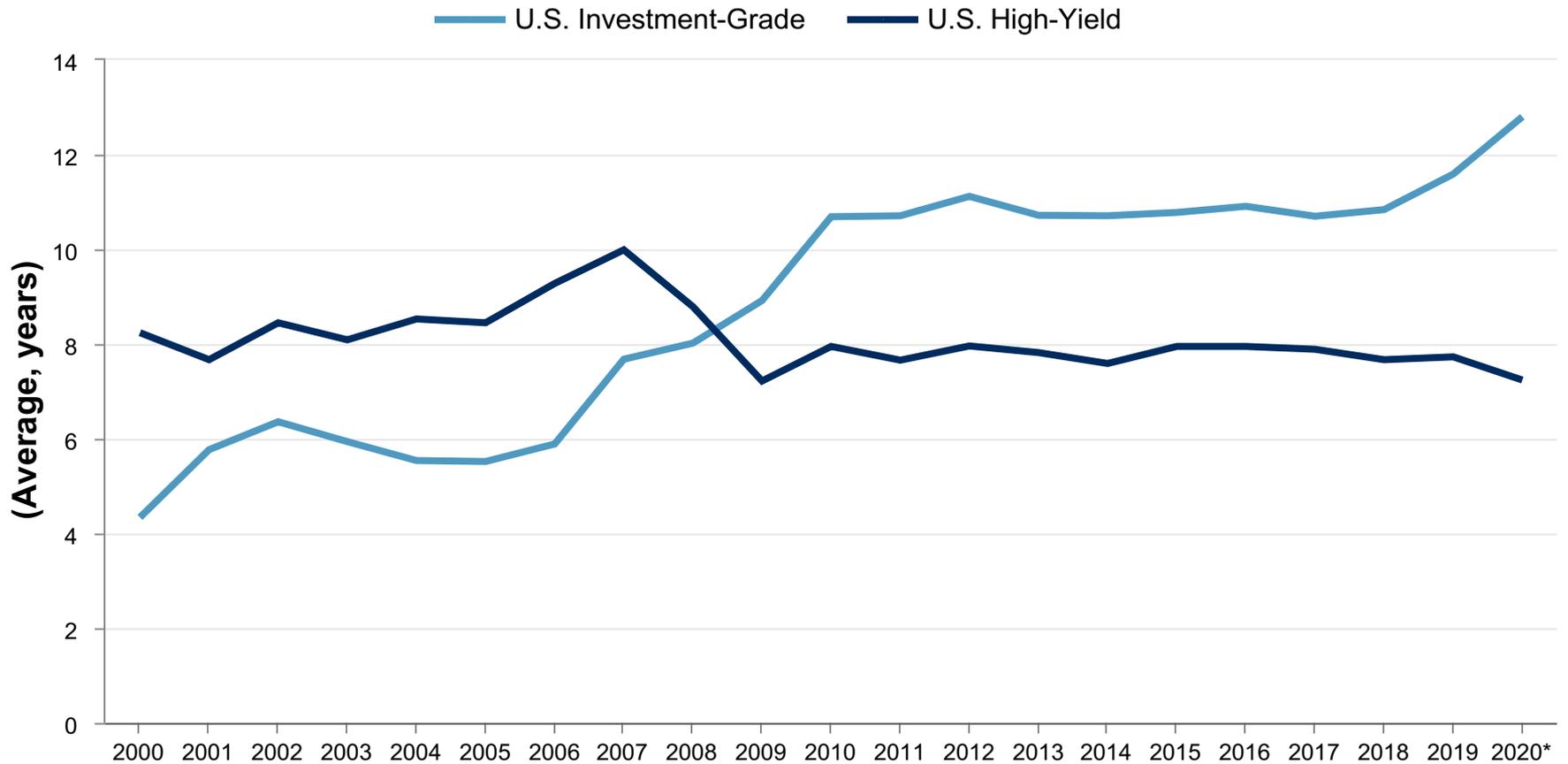
## Bank Loan Ratings Revenue



# Growth in total global corporate debt outstanding YTD exceeds 4-year annual average



# Duration of U.S. investment-grade and high-yield bonds diverge in 2020

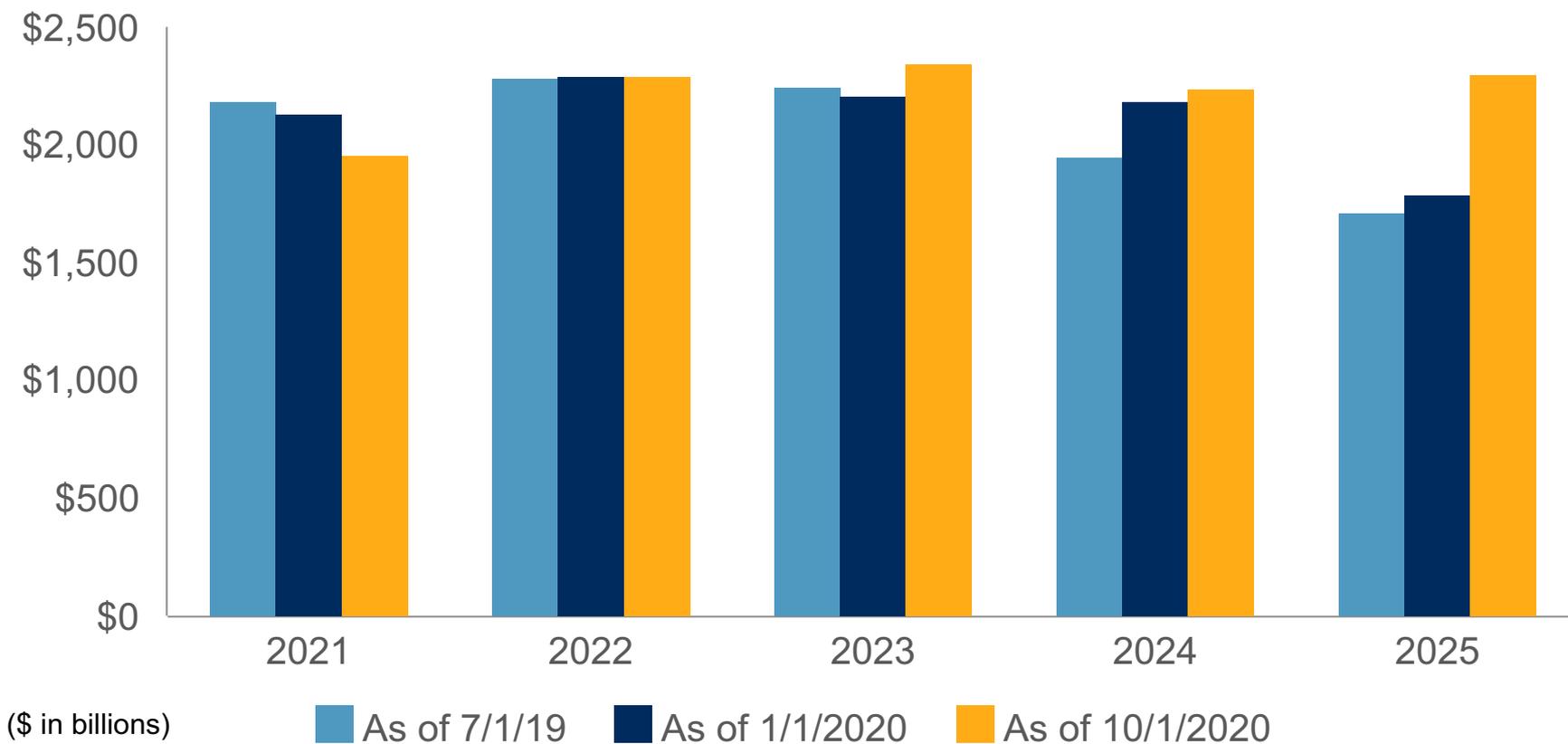


Source: S&P Global Ratings Research

\* 9/30/20 YTD

# Decrease to 2021 maturities over the last nine months suggests minor pull-forward

## Global Corporate Maturities (Financial and Nonfinancial)



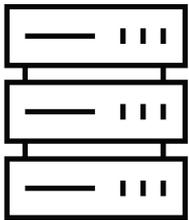
# Recently launched ESG products gaining momentum

## ESG Highlights

Research	Evaluation	Data	Analytics & Tools	Benchmarks
<b>S&amp;P Global</b> Ratings	<b>S&amp;P Global</b> Market Intelligence	<b>S&amp;P Dow Jones</b> <b>Indices</b> <small>A Division of S&amp;P Global</small>	<b>S&amp;P Global</b> Platts	
<ul style="list-style-type: none"><li>• <b>61 ESG evaluations</b> completed or in process during the quarter with 141 to-date</li><li>• <b>13 Green evaluations</b> completed during the quarter and 92 to-date</li></ul>	<ul style="list-style-type: none"><li>• <b>7 deals closed for the recently launched S&amp;P Global ESG Scores</b></li><li>• <b>Trucost Climate Analytics and Environmental data</b> now integrated into the Market Intelligence Platform</li></ul>	<ul style="list-style-type: none"><li>• Quarter ending <b>ESG ETF AUM of \$9.5 billion</b>, up over 50% this year</li><li>• New product launches based on <b>S&amp;P 500 ESG index</b> include State Street ETF and CBOE options</li><li>• <b>Lyxor launched 4 new climate ETFs</b> based on SPDJI Paris-aligned Climate indices</li><li>• Norinchukin launched the <b>NZAM S&amp;P/JPX Carbon Efficient Index ETF</b> in Japan</li></ul>	<ul style="list-style-type: none"><li>• Platts launched the first European price assessment for <b>sustainable aviation fuel</b></li><li>• <b>Energy Transition consolidated product</b> launched on Platts Platform</li></ul>	

# Product launches and innovation continued during the quarter

## New data sets and capabilities



- Launched ProSpread™ to automate extraction of data
- Added 10 million European private companies to SME coverage
- Initiated Snowflake collaboration for cloud delivery of data feeds
- Released Beta version of China Credit Analytics Platform

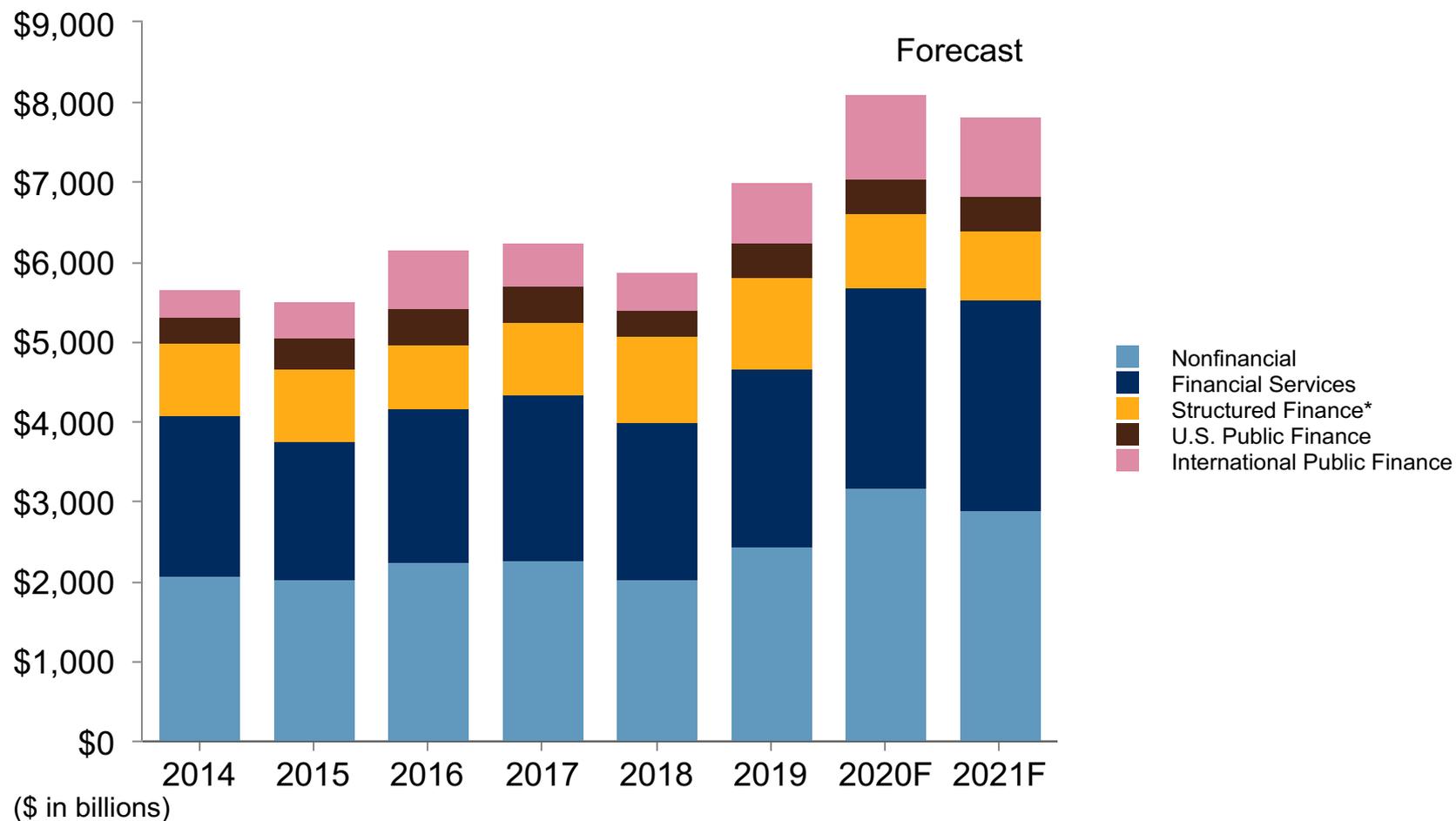
## Enabling markets



- CME Group launched cash-settled (Platts) South American Soybean and Long Grain White Rice futures contracts
- Piloting microgrid at Port of Rotterdam for renewable energy

# 2021 Outlook

# After two strong years of global issuance, 2021 forecast to decline 3% excluding IPF

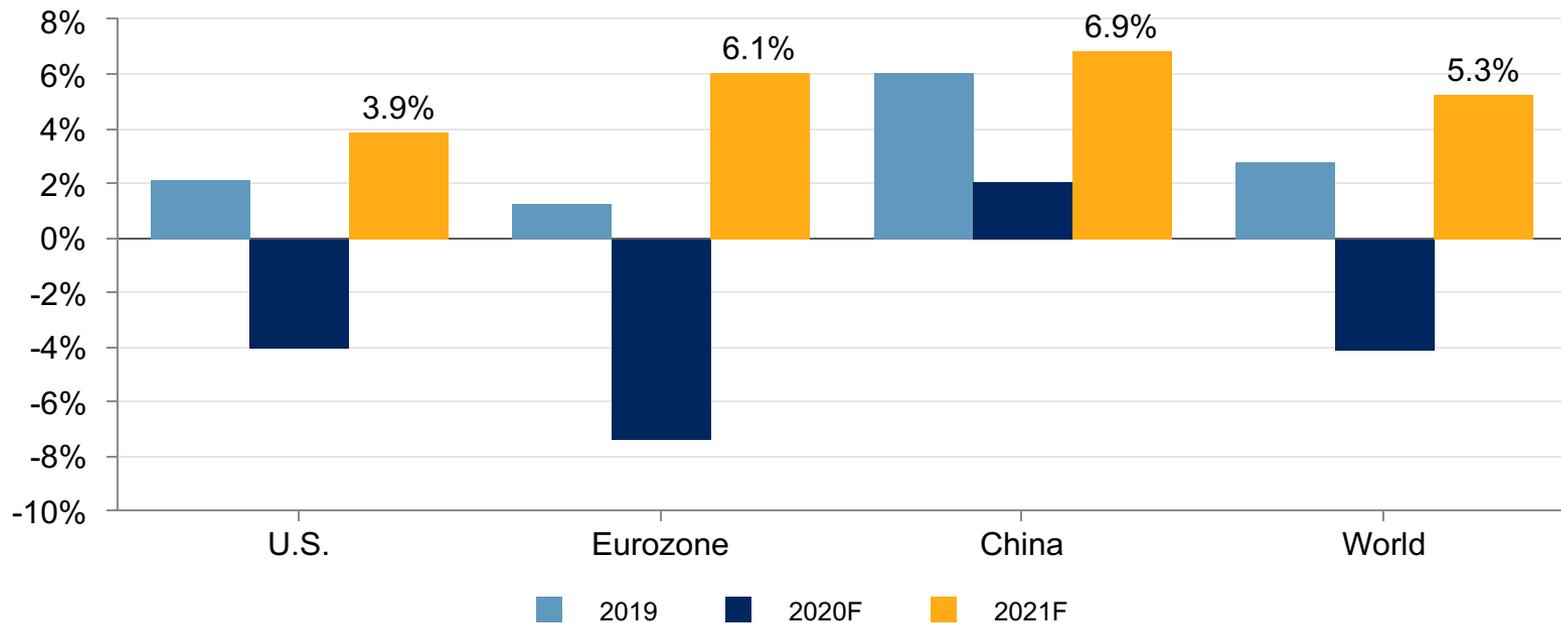


\*Excludes transactions that were fully retained by the originator, domestically-rated Chinese issuance, and CLO resets and refinancings.  
 Source: Harrison Scott Publications; Refinitiv, and S&P Global Ratings Research

# S&P Global economists forecast 2021 global GDP to increase 5.3%

- Global recovery forecast in 2021
- COVID-19 will weigh on economic growth until a treatment is widely available
- Half of the jobs lost in the U.S. have been recovered while the remaining won't likely fully recover until 2023

## S&P Real GDP Forecast



# We continue to monitor the macroeconomic and geopolitical landscape for risks and contingencies

## COVID-19 & Geopolitical



Ongoing impact from the pandemic on business activity, impacted by the timing of development and delivery of a COVID-19 vaccine



Speed of economic recovery across national and regional economies



U.S. policy environment after the election

## Macroeconomic



Public sector economic support through fiscal stimulus and central bank liquidity programs and low interest rates



Credit market characteristics



Commodity market supply, demand, and price characteristics

# **Ewout Steenbergen**

**Executive Vice President, Chief Financial Officer**

# Revenue growth outpaced expense growth resulting in 16% adjusted diluted EPS growth

	3Q 2020	3Q 2019	Change
Revenue	\$1,846	\$1,689	+9%
Organic revenue	\$1,829	\$1,685	+9%
Adjusted corp unallocated expense	\$32	\$33	(5%)
Adjusted total expense	\$870	\$813	+7%
Adjusted operating profit	\$976	\$877	+11%
Adjusted operating profit margin	52.9%	51.9%	+100 bps
Interest expense, net	\$35	\$32	+11%
Adjusted effective tax rate	22.6%	22.2%	+40 bps
Adjusted net income (less NCI)	\$689	\$606	+14%
Adjusted diluted EPS	\$2.85	\$2.46	+16%
Average diluted shares outstanding	241.6	246.5	(4.9) shares

(\$ and shares in millions, except earnings per share)

# Movements in foreign exchange rates had a \$0.04 favorable impact on adjusted EPS

Favorable (Unfavorable)	Ratings	Market Intelligence	Platts	Indices
Revenue	\$6	\$1	–	–
Adjusted operating profit	\$10	\$5	\$1	\$1
Adjusted EPS	\$0.03	\$0.01	–	–

(\$ in millions, except per share data)

## Key factors mitigating impact of currency changes:

- Approximately 3/4 of international revenue is invoiced in U.S. dollars
- Hedges are in place for key currencies to mitigate a portion of the risk

## Key currencies that impacted the quarter:

- Ratings revenue favorably impacted by strengthening Euro and British Pound
- Ratings and Market Intelligence expenses favorably impacted by weakening Indian Rupee and Argentine Peso

# 3Q 2020: Non-GAAP adjustments

<b><u>Pre-tax</u> items excluded to arrive at adjusted results</b>	<b>3Q 2020</b>
Loss on extinguishment of debt	(\$279)
Gain on dispositions	\$8
Technology-related impairment	(\$5)
Kensho retention-related expenses	(\$2)
Deal-related amortization	(\$32)
<b>Total</b>	<b>(\$311)</b>

(\$ in millions)

# All four businesses delivered revenue growth

3Q 2020 vs. 3Q 2019	Ratings	Market Intelligence	Platts	Indices
Reported revenue	+13%	+9%	+5%	+1%
Organic revenue	+12%	+7%	+5%	+1%
Adjusted operating profit	+16%	+14%	+10%	(7)%
3Q 2020 adjusted operating profit margin	61.8%	33.8%	55.7%	65.2%
Adjusted operating profit margin change	+130 bps	+160 bps	+280 bps	(510) bps
Trailing four-quarters adjusted segment operating profit margin	+600 bps	(10) bps	+300 bps	(40) bps

# S&P Global: Recent refinancing extended average tenor and lowered interest expense

Total Debt:  
Increased ~\$200 million

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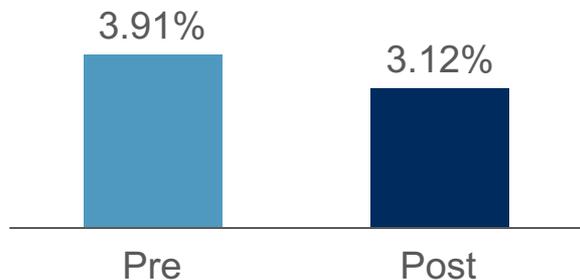
Annual Bond Interest Expense:  
Decreased \$26 million

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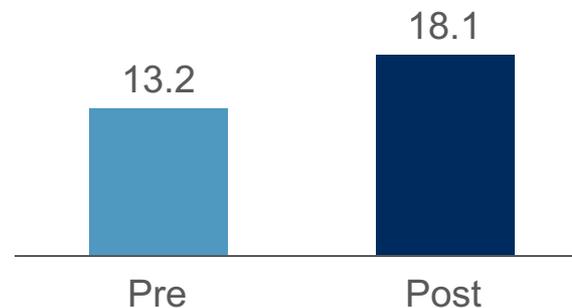
Weighted Average Cost of Debt:  
Decreased 79 basis points

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Weighted Average Tenor<sup>1</sup>:  
Increased ~5 years

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# Solid cash position and leverage consistent with target

	3Q 2020	4Q 2019
Cash and cash equivalents <sup>(A)</sup>	\$3,168	\$2,886
Short- and long-term debt	\$4,110	\$3,948
Adjusted gross debt to adjusted EBITDA	1.8x <sup>(B)</sup>	2.0x
Gross debt to EBITDA	1.0x <sup>(C)</sup>	1.1x

(\$ in millions)

(A) Cash and cash equivalents includes restricted cash

(B) Adjusted gross debt includes debt, unfunded portion of pension liabilities (~\$244 million), S&P Dow Jones Indices put option (~\$2.50 billion), and the expected NPV of operating leases (~\$665 million); Adjusted EBITDA includes EBITDA plus net lease expense (~\$138 million) less income adjustment on qualified U.S. pension plans (~\$(23) million)

(C) Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA") includes adjustments to operating profit as depicted on Exhibit 5 of the Company's 3Q 2020 quarterly earnings release furnished to the SEC on 10/27/2020

# Free cash flow, excluding certain items, up \$593 million YTD

	3Q 2020	3Q 2019
Cash provided by operating activities	\$2,426	\$1,772
Capital expenditures	(43)	(77)
Net distributions to noncontrolling interest holders	(143)	(100)
<b>Free cash flow</b>	<b>\$2,240</b>	<b>\$1,595</b>
Settlement of prior-year tax audits	—	51
After-tax legal settlements	—	1
<b>Free cash flow, excluding certain items</b>	<b>\$2,240</b>	<b>\$1,647</b>

(\$ in millions)

- We concluded \$11 million of share repurchases under the share repurchase initiated in February 2020
- We continue to monitor the markets for the right time to resume share repurchases
- Dividends paid in 3Q totaled \$161 million
- YTD share repurchases, together with anticipated dividends for the full-year, amount to 62% of our anticipated free cash flow for the year

# Ratings: Strong issuance, particularly U.S. high-yield, resulted in double-digit revenue growth

	3Q 2020	3Q 2019	Change
Revenue	\$894	\$789	+13%
Adjusted segment operating profit	\$552	\$477	+16%
Adjusted segment operating profit margin	61.8%	60.5%	+130 bps
Trailing four-quarters adjusted segment operating profit margin	63.4%	57.4%	+600 bps

(\$ in millions)

## 3Q 2020 HIGHLIGHTS:

- Reported revenue increased 13% and organic revenue increased 12%
- Favorable issuance environment with low rates and central bank programs
- Adjusted expenses increased 9%. Excluding FX, adjusted expenses increased 11% due to increased incentive compensation, merit increases and additional headcount, primarily from acquisitions of SAM and Greenwich Associates

# Ratings: Near doubling of U.S. high-yield issuance drives gains in transaction revenue

	3Q 2020	3Q 2019	Change
Non-transaction	\$404	\$387	4%
Transaction	\$490	\$402	22%

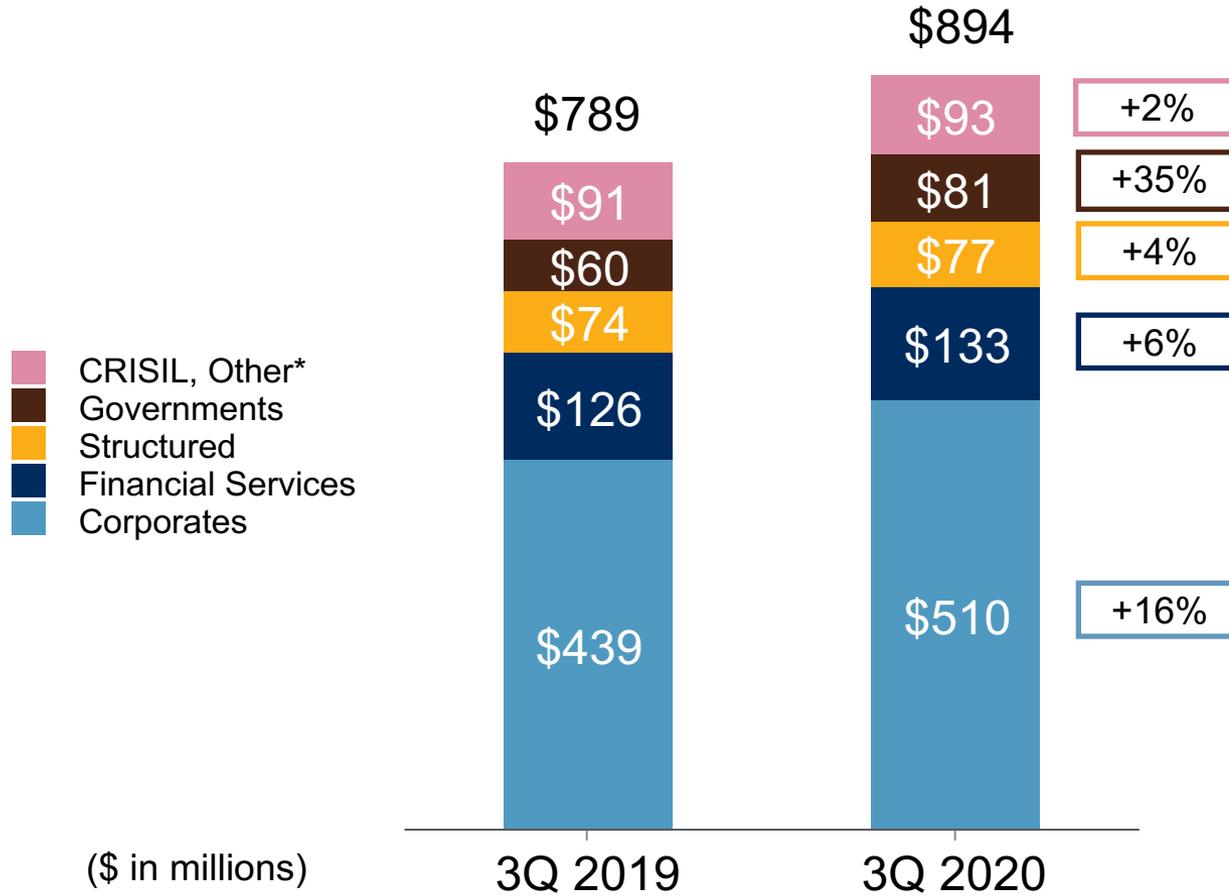
(\$ in millions)

## 3Q 2020 HIGHLIGHTS:

- Non-transaction revenue increased primarily due to fees associated with surveillance, frequent issuer fees and Rating Evaluation Service, partially offset by lower new-entity ratings
- Transaction revenue increased primarily due to very strong high-yield issuance in the U.S., gains in global sovereign debt, and U.S. public finance partially offset by weakness in bank loan ratings

# Ratings: Corporates and governments led 3Q revenue growth

## Revenue



\*Other includes intersegment royalty and Taiwan Ratings Corporation  
 Details may not sum to total due to rounding

## Structured Revenue



# S&P Dow Jones Indices: Revenue grew modestly and adjusted operating profit declined

	3Q 2020	3Q 2019	Change
Revenue	\$234	\$232	+1%
Adjusted segment operating profit	\$153	\$163	(7)%
SPGI share of Adj. Seg. Op. Profit*	\$112	\$120	(7)%
Adjusted segment operating profit margin	65.2%	70.3%	(510 bps)
Trailing four-quarters adjusted segment operating profit margin	69.0%	69.4%	(40) bps

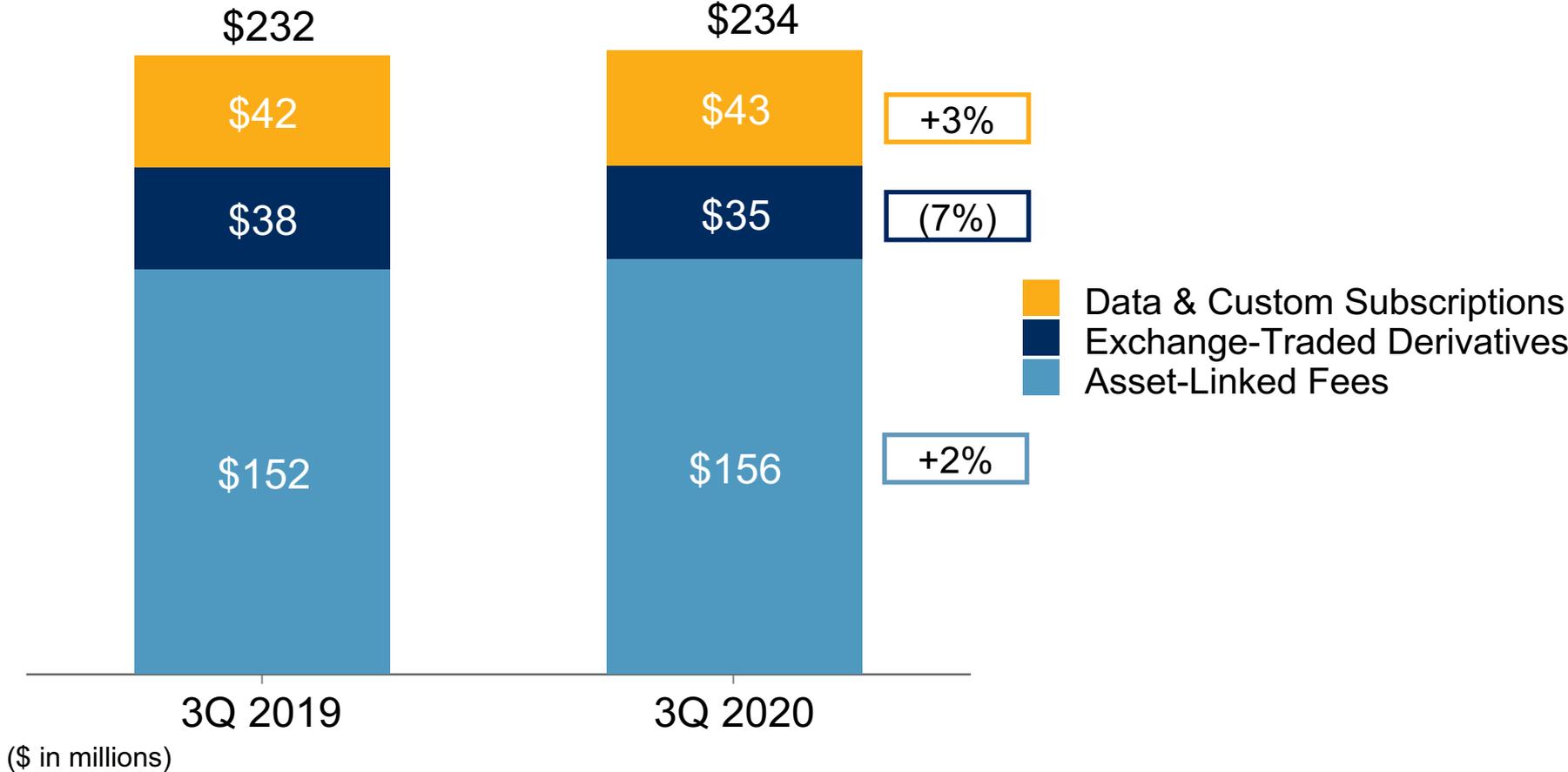
(\$ in millions)

## 3Q 2020 HIGHLIGHTS:

- Revenue increased 1% due primarily to gains in AUM linked to our indices and data subscriptions partially offset by reduced exchange traded derivative activity
- Adjusted expenses increased by \$12 million primarily due to increased legal related costs, higher compensation from increased headcount and incentives, as well as professional fees

# S&P Dow Jones Indices: Modest revenue growth in asset-linked fees and subscriptions

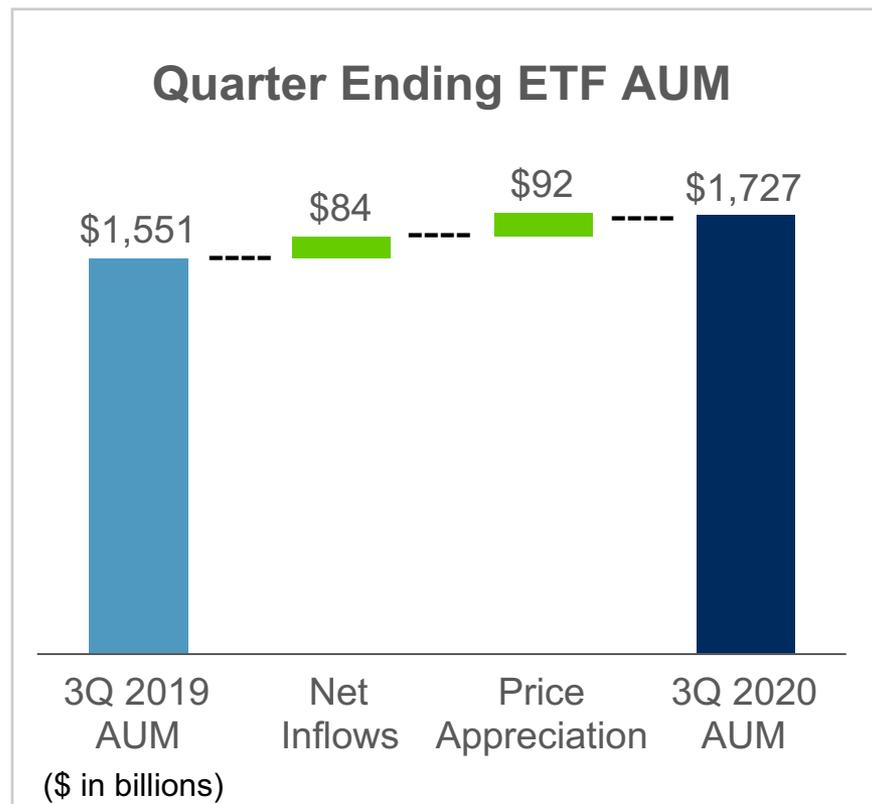
## Revenue



# S&P Dow Jones Indices: Net inflows and price appreciation drove gain in quarter-ending AUM

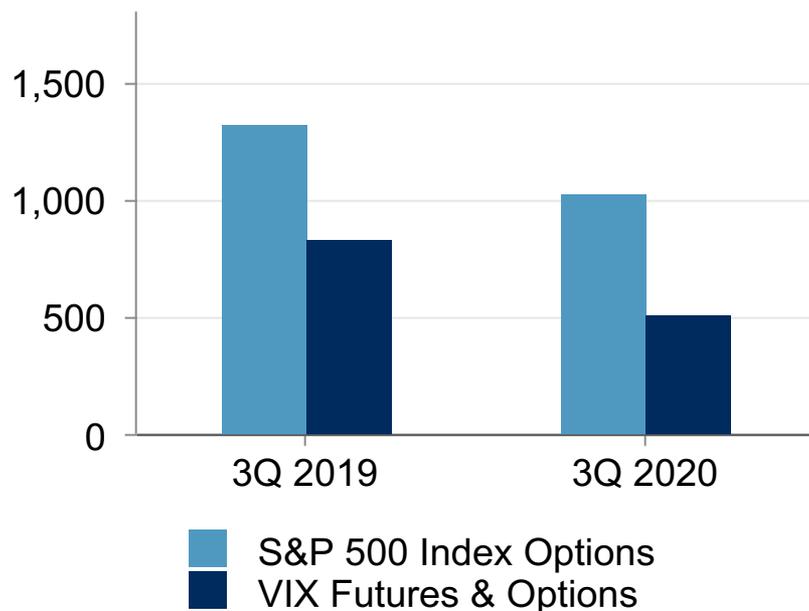
## Asset-Linked Fees:

- Quarter-ending ETF AUM associated with our indices was \$1,727 billion, an 11% increase from 3Q 2019
- 3Q **average** ETF AUM associated with our indices increased 12% YOY
- Industry net inflows into exchange-traded funds were \$168 billion in 3Q, of which U.S. equity inflows were \$24 billion
- Sequentially, since 6/30/20 ETF net inflows associated with our indices totaled \$5 billion, while price appreciation totaled \$113 billion



# S&P Dow Jones Indices: ETD volumes mixed with declines at CBOE and growth at CME

Key Contracts  
(Average Daily Volume in Thousands)



- S&P 500 index options activity decreased 22%
- VIX futures & options activity decreased 38%

Key Contracts  
(Average Daily Volume in Thousands)



- CME equity complex activity increased 38%
- The majority of this gain was due to the successful launch of the Micro E-mini S&P 500 futures

# Market Intelligence: Revenue increased high single-digit

	3Q 2020	3Q 2019	Change
Revenue	\$530	\$488	+9%
Adjusted segment operating profit	\$179	\$157	+14%
Adjusted segment operating profit margin	33.8%	32.2%	+160 bps
Trailing four-quarters adjusted segment operating profit margin	32.9%	33.0%	(10 bps)

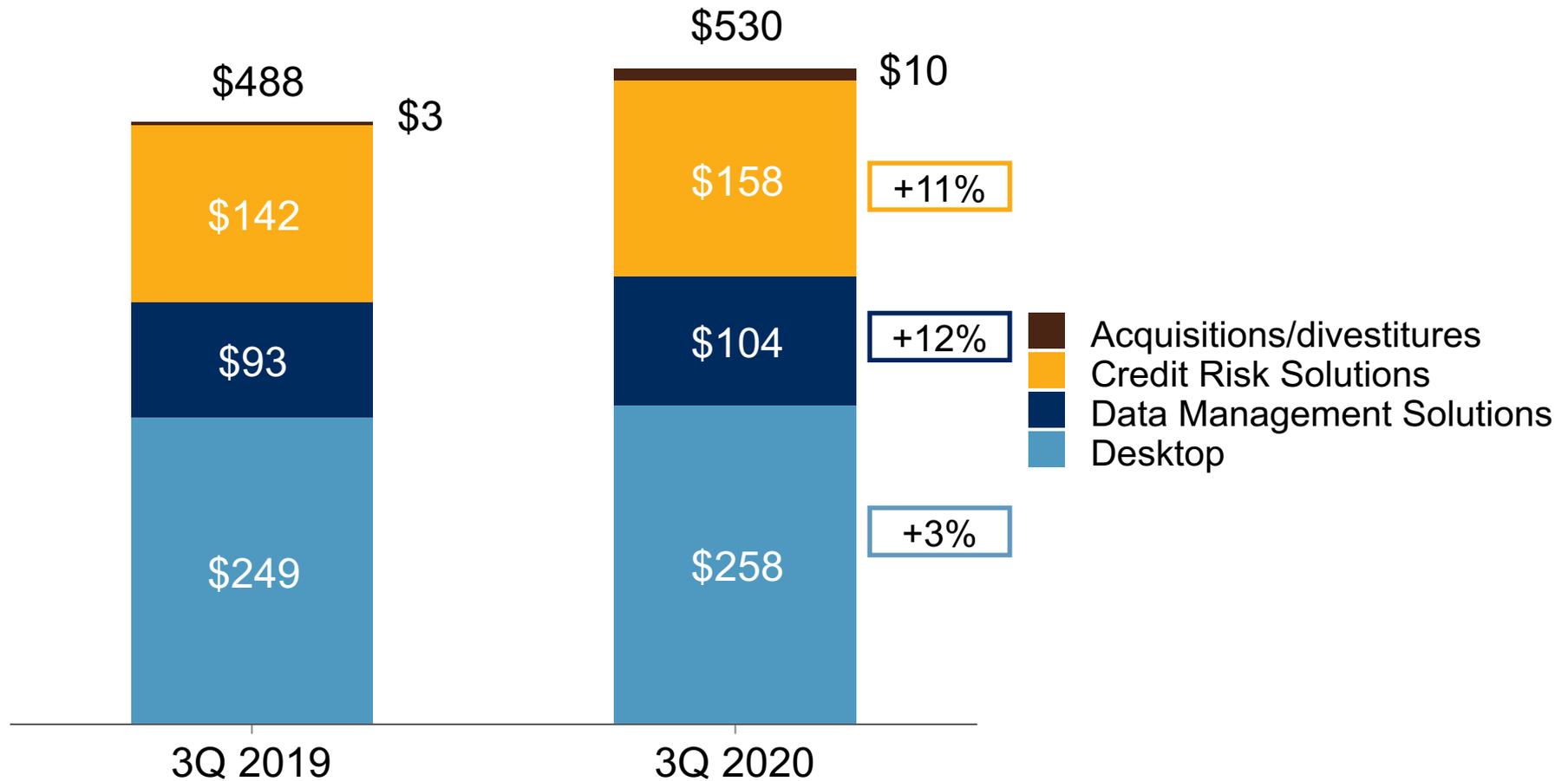
(\$ in millions)

## 3Q 2020 HIGHLIGHTS:

- Reported revenue increased 9% and organic\* revenue increased 7%
- Adjusted expenses increased 6% due to acquisitions, compensation and royalties
- Investment spending associated with China, Marketplace and SME continues

# Market Intelligence: Growth across all categories

## Revenue



(\$ in millions)

# Platts: Growth continued amid industry headwinds from low commodity prices

	3Q 2020	3Q 2019	Change
Revenue	\$222	\$212	+5%
Adjusted segment operating profit	\$124	\$112	+10%
Adjusted segment operating profit margin	55.7%	52.9%	+280 bps
Trailing four-quarters adjusted segment operating profit margin	54.9%	51.9%	+300 bps

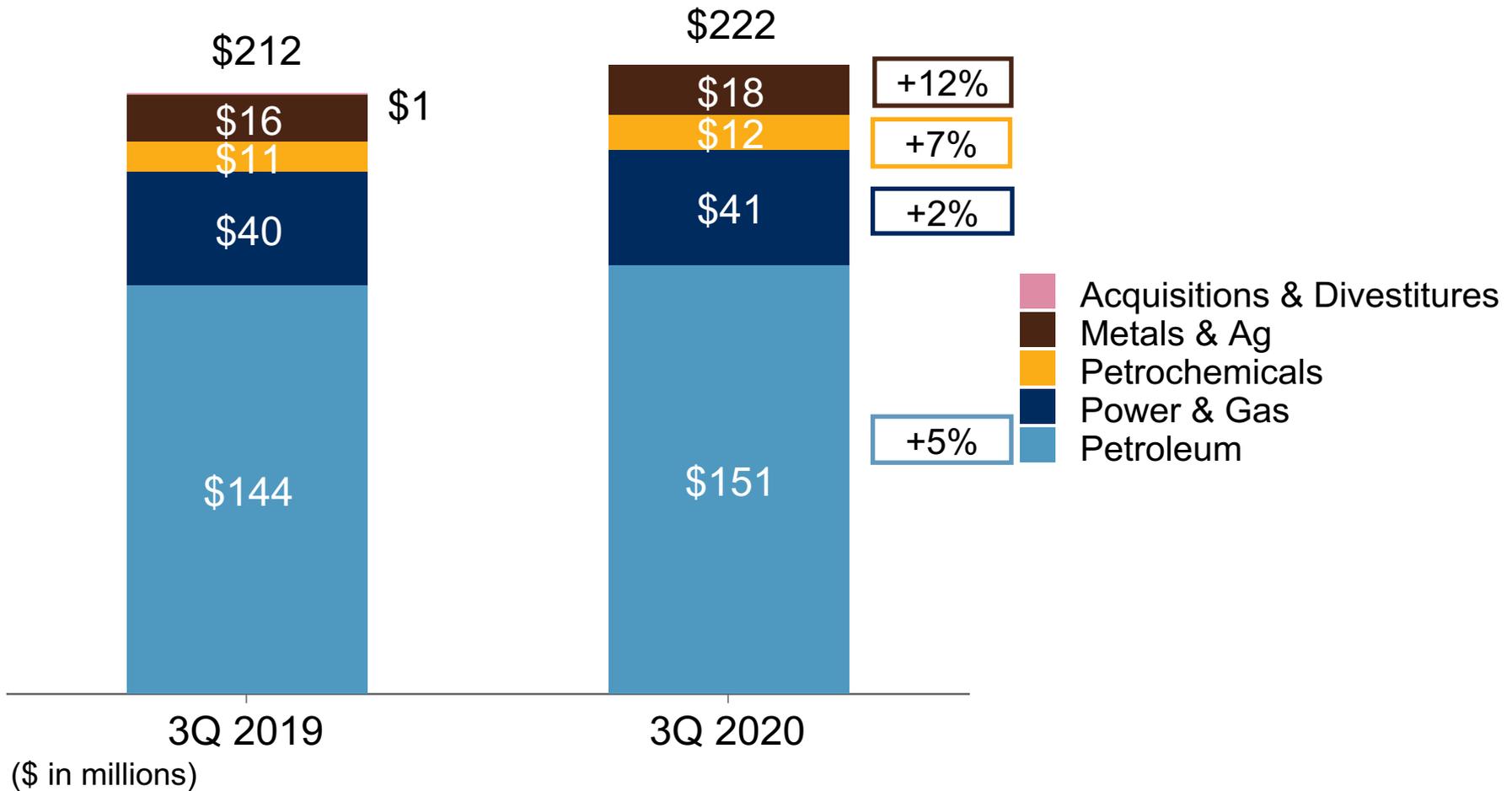
(\$ in millions)

## 3Q 2020 HIGHLIGHTS:

- Reported revenue increased 5%
- Core subscriptions grew 7% and Global Trading Services revenue declined 6%
- COVID-19 pandemic resulted in a \$1 million decline in conference revenue and bankruptcy filings by 38 U.S. E&P companies YTD
- Adjusted expenses decreased 2% due to RigData divestiture and management actions

# Platts: Fastest growth in Metal & Agriculture and Petrochemicals

## Revenue



# Establishing new \$120 million productivity program to be completed in 2-3 years



Real Estate

~\$50 million

- Optimization of real estate footprint



Procurement

~\$30 million

- More aggressive approach to contract negotiations
- Improve governance of contract consolidations to increase bargaining power



T&E

~\$20 million

- Reduced T&E in post-COVID environment as paradigm shifts to virtual interactions



IT Infrastructure

~\$20 million

- Progressing plan for data center consolidation and unnecessary consumption reduction

**Total annual savings ~\$120 million**

# 2020 GAAP diluted EPS guidance increased

	Previous GAAP	New GAAP
Revenue	Mid to high single-digit increase	High single-digit increase
Corporate Unallocated expense	\$180 - \$190 million	\$170 - \$180 million
Operating profit margin	49.5% - 50.5%	50.5% - 51.5%
Interest expense, net	\$145 - \$150 million	\$418 - \$423 million
Tax rate	21.5% - 22.5%	20.5% - 21.5%
Diluted EPS	\$10.25 - \$10.45	\$10.00 - \$10.15
Capital expenditures	~\$65 million	~\$70 million
Regular annual dividend per share	\$2.68	\$2.68

Note: This guidance does not reflect potential future impairment charges relating to the new productivity program that are not quantifiable at this time.

# 2020 adjusted diluted EPS guidance increased again

	Previous Adjusted	New Adjusted
Revenue	Mid to high single-digit increase	High single-digit increase
Corporate Unallocated expense	\$135 - \$145 million	\$125 - \$135 million
Deal-related amortization	\$125 - \$130 million	\$125 - \$130 million
Kensho retention plans	\$10 - \$15 million	\$10 - \$15 million
Operating profit margin	51.5% - 52.5%	52.5% - 53.5%
Interest expense, net	\$145 - \$150 million	\$138 - \$143 million
Tax rate	21.2% - 22.2%	21.0% - 22.0%
Diluted EPS	\$10.75 - \$10.95	\$11.30 - \$11.45
Capital expenditures	~\$65 million	~\$70 million
Free cash flow excluding certain items	~ \$2.7 - \$2.8 billion	~2.9 billion
Regular annual dividend per share	\$2.68	\$2.68

**The original 2020 adjusted diluted EPS guidance for 2020 was \$10.40 - \$10.60**

# 3Q 2020 Earnings Conference Call

## Questions & Answers

**Doug Peterson**  
President and CEO

**Ewout Steenbergen**  
Executive Vice President and CFO

**Chip Merritt**  
Senior Vice President, Investor Relations

October 27, 2020

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**Doug Peterson**  
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October 27, 2020

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