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Forward-Looking Statements

The Broadridge 2020 Investor Day presentations and other written or oral statements made from time to time by representatives of Broadridge Financial Solutions, Inc. ("Broadridge" or the "Company") may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Statements that are not historical in nature, and which may be identified by the use of words such as “expects,” “assumes,” “projects,” “anticipates,” “estimates,” “we believe,” “could be,” and other words of similar meaning are forward-looking statements. In particular, statements about our Fiscal 2021 Guidance and three-year objectives are forward-looking statements.

These statements are based on management’s expectations and assumptions and are subject to risks and uncertainties that may cause actual results to differ materially from those expressed. These risks and uncertainties include those risk factors discussed in Part I, “Item 1A. Risk Factors” of the Annual Report on Form 10-K for the year ended June 30, 2020 (the “2020 Annual Report”), as they may be updated in any future reports filed with the Securities and Exchange Commission. All forward-looking statements speak only as of the date of this presentation and are expressly qualified in their entirety by reference to the factors discussed in the 2020 Annual Report.

- The potential impact and effects of the Covid-19 pandemic ("Covid-19") on the business of Broadridge, Broadridge’s results of operations and financial performance, any measures Broadridge has and may take in response to Covid-19 and any expectations Broadridge may have with respect thereto;
- The success of Broadridge in retaining and selling additional services to its existing clients and in obtaining new clients;
- Broadridge’s reliance on a relatively small number of clients, the continued financial health of those clients, and the continued use by such clients of Broadridge’s services with favorable pricing terms;
- A material security breach or cybersecurity attack affecting the information of Broadridge’s clients;
- Changes in laws and regulations affecting Broadridge’s clients or the services provided by Broadridge;
- Declines in participation and activity in the securities markets;
- The failure of Broadridge’s key service providers to provide the anticipated levels of service;
- A disaster or other significant slowdown or failure of Broadridge’s systems or error in the performance of Broadridge’s services;
- Overall market and economic conditions and their impact on the securities markets;
- Broadridge’s failure to keep pace with changes in technology and the demands of its clients;
- Broadridge’s ability to attract and retain key personnel;
- The impact of new acquisitions and divestitures; and competitive conditions.

Broadridge disclaims any obligation to update or revise forward-looking statements that may be made to reflect events or circumstances that arise after the date made or to reflect the occurrence of unanticipated events, other than as required by law.

Use of Material Contained Herein

The information contained in the Broadridge 2020 Investor Day presentations is being provided for your convenience and information only. This information is accurate as of the date of its initial presentation. If you plan to use this information for any purpose, verification of its continued accuracy is your responsibility. Broadridge assumes no duty to update or revise the information contained in this presentation.

The Broadridge 2020 Investor Day presentations are posted on the Company’s Investor Relations website at www.broadridge Ir.com and are also included as Exhibit 99.1 to the Company’s Form 8-K dated December 10, 2020.
Use of Non-GAAP Financial Measures

Explanation and Reconciliation of the Company’s Use of Non-GAAP Financial Measures

The Company’s results in this presentation are presented in accordance with U.S. generally accepted accounting principles ("GAAP") except where otherwise noted. In certain circumstances, results have been presented that are not generally accepted accounting principles measures ("Non-GAAP"). These Non-GAAP measures are Adjusted Operating income, Adjusted Operating income margin, Adjusted Net earnings, Adjusted earnings per share, and Free cash flow. These Non-GAAP financial measures should be viewed in addition to, and not as a substitute for, the Company’s reported results.

The Company believes our Non-GAAP financial measures help investors understand how management plans, measures and evaluates the Company’s business performance. Management believes that Non-GAAP measures provide consistency in its financial reporting and facilitates investors' understanding of the Company’s operating results and trends by providing an additional basis for comparison. Management uses these Non-GAAP financial measures to, among other things, evaluate our ongoing operations, and for internal planning and forecasting purposes. In addition, and as a consequence of the importance of these Non-GAAP financial measures in managing our business, the Company's Compensation Committee of the Board of Directors incorporates Non-GAAP financial measures in the evaluation process for determining management compensation.

In the appendix you will find further explanation of our Non-GAAP Measures, the reasons we believe these Non-GAAP measures are helpful to our investors, and reconciliations of these Non-GAAP measures to the most directly comparable GAAP measures.
Scale a Global Fintech Leader for Governance and Investing

PRESENTED BY
Tim Gokey
Chief Executive Officer,
Broadridge Financial Solutions
A global Fintech leader addressing a large and growing market

Three franchise businesses executing on clear growth strategies

Balanced capital allocation to drive shareholder return

Broadridge is positioned for long-term, sustainable growth and continued top quartile TSR
Broadridge is a global Fintech leader

Broadridge powers the critical infrastructure behind investing, governance, and communications

$10T
$10 TRILLION

Powering $10T per day in fixed income and equity trades

80%
80% SHARES

Managing governance process for more than 80% of U.S. shares

6
6 BILLION

Distributing more than 6B critical communications each year
We have a strong track record of delivering growth and value

$M except for per share measures

11% Recurring revenue
14% Adjusted EPS
23% Total Shareholder Return

FY2014 - FY2020 CAGR

1. Annualized cumulative TSR per FactSet. Cumulative TSR formula assumes dividends are reinvested on the ex-date
Technology and operations spend by global banks is over $190 Billion
Our growth is being driven by continued evolution of the financial services industry

- Passive investing
- Commodization
- AI
- Mobile
- Blockchain
- Managed accounts
- Digital communications
- Fintech startups
- REGULATION
- Zero commission trading
- Next-generation mutualization and resilience
- Digital transformation
- Data and network value
We will extend our strong and growing Governance franchise...

- Leading position at the heart of a powerful governance network
- Recurring revenues of $1.9B and 3-year CAGR of 6%
- Strong and consistent underlying growth trends
- Complementary businesses built on deep relationships
- Track record of digital transformation

Drive Next-Gen Regulatory Growth End-to-End Issuer Solutions

Transform Omni-Channel Communications Build Data-Driven Fund Solutions
Grow our Capital Markets franchise...

**Global simplification**

$10T^1$

LEADING GLOBAL SaaS PLATFORM

Network value

Component solutions

**Leading global provider** of post-trade processing for cash securities

Recurring revenues of $650M and 3-year CAGR of 8%

**Continued growth** driven by evolution of global banks

Launching **AI-powered fixed income** trading platform

---

1. In equity and fixed income trades processed on average per day
...and continue building a next-generation Wealth & Investment Management franchise

Leading provider of back office capabilities for North American wealth managers

Strong set of differentiated component solutions for front- and middle-office

Recurring revenues of $524M and 14% 3-year CAGR

Launching the industry’s only unified front-back technology platform

Growing our Integrated Investment Management Suite
We are delivering next-generation technology and innovation to our clients

Consistent investment in next-generation technology drives ongoing Innovation

- APIs & Micro Services
- Cloud First
- Agile, Dev Ops approach
- Ongoing platform modernization
- Mutualization of our internal services
- Driving inter-operability

AI

Blockchain

Cloud

Digital

SOLUTION
Shareholder Disclosure

- Provides shareholder ID monitoring
- Request forwarding
- Response filing
- Helping intermediaries to fulfill shareholder ID obligations
Our growth is firmly grounded in a strong culture that drives real business impact.
We remain committed to balanced, growth friendly capital allocation

**FY2015 – FY2020 SELECT SOURCES AND USES OF CASH**

- **$2.8B** free cash flow
- **$1.5B** targeted M&A investment
- **$2.3B** returned to shareholders
A clear plan for sustained growth and top quartile TSR

Extend our strong and growing governance franchise

Grow our capital markets franchise

Build a next-gen wealth & investment management franchise

Drive sustainable and consistent revenue and earnings growth

DELIVER TOP QUARTILE TSR
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Extend our Governance Franchise

PRESENTED BY
Bob Schifellite
President,
Investor Communication Solutions
Our Governance franchise has a strong and growing recurring revenue profile...

$1.9B
TOTAL RECURRING REVENUE

6%
3-YEAR CAGR

$19B
TOTAL ADDRESSABLE MARKET

$1.6B
$1.7B
$1.8B
$1.9B
FY17
FY18
FY19
FY20

KEY BUSINESSES

• Regulatory
• Issuer
• Data-Driven Fund Solutions
• Customer Communications

All financial metrics are FY20 unless otherwise noted.
...drawing on our unique capabilities and supported by four key growth theme

**Governance**

Unique network with strong underlying macro drivers and a large global market opportunity

- **Drive Next-Gen Regulatory**
  - Powering greater investor engagement through next-generation regulatory communications

- **Grow End-to-End Issuer Solutions**
  - Providing corporate issuers with a growing range of governance and regulatory needs

- **Build Data-Driven Fund Solutions**
  - Enabling asset managers to grow and retain revenue through data-driven solutions

- **Transform Omni-Channel Communications**
  - Driving next-generation digital communications while optimizing print and mail
Our network links investors, asset managers, and issuers across North America

ISSUERS OF SECURITIES
- 9,000+ Corporate issuers
- 30,000+ Mutual funds and ETFs

INTERMEDIARIES
- 1,000+ Banks and broker-dealers

SHAREHOLDERS
- 120,000+ Institutional shareholders
- 170M+ Retail shareholder accounts

REGULATORY BODIES & TRADE ASSOCIATIONS

Note: Values are representative of North America
Each entity in our ecosystem presents an opportunity for Broadridge to provide additional services and solutions.

**ISSUERS OF SECURITIES**

- **Corporate issuers**
  - Annual meetings services
  - Disclosure solutions

- **Mutual funds and ETFs**
  - Interim reports
  - Distribution Insight

**INTERMEDIARIES**

- **Banks and broker-dealers**
  - Proxy voting
  - Post-sale prospectuses
  - Digital communications

- **Financial advisors**
  - Technology platforms
  - Data-driven marketing

**SHAREHOLDERS**

- **Institutional**
  - Proxy voting
  - Class actions

- **Retail**
  - Shareholder Data Solutions
  - Retail engagement solutions

Note: Showing select products
Industry trends impacting our clients create tailwinds

<table>
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<th>Growing retail investor positions</th>
<th>Digital experience / engagement</th>
<th>Regulatory change</th>
<th>Increasing reliance on data</th>
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<td>Increasing retail shareholding</td>
<td>Brokers and advisors leveraging digital as a competitive advantage</td>
<td>Global regulation converging across regions</td>
<td>Greater digitization enabling better data-driven insights</td>
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<td>Investors are more engaged in governance</td>
<td>End-users expecting improved digital experience</td>
<td>Regulators focused on increasing retail participation through technology</td>
<td>Expanded client opportunities, such as improved distribution</td>
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COST PRESSURES
Capturing growing global opportunities

- 74K Public companies
- ~100 Markets
- 8.6T+ Shares
- 123K Funds
- 400M+ Investors

Key solutions include:
- Annual meeting services
- Fund communications
- Data and analytics
- Shareholder disclosure solutions
Our Governance franchise creates unique benefits for our clients and the industry

- Lower operating costs
- Higher shareholder engagement
- Solutions for new regulations
- Growth and retention of revenue

Client Benefits
GROWTH THEME 1

Drive Next-Gen Regulatory

PRESENTED BY

Bob Schifellite
President,
Investor Communication Solutions
Our Next-Gen Regulatory business has consistent, attractive growth

$792M TOTAL RECURRING REVENUE

8% 3-YEAR CAGR

$3B TOTAL ADDRESSABLE MARKET

$624M $673M $750M $792M

FY17 FY18 FY19 FY20

KEY DRIVERS

• Continued equity, mutual fund, and ETF position growth
• Enhanced shareholder engagement through tech enablement
• Event-driven revenue is a long-term tailwind

All financial metrics are FY20 unless otherwise noted.
Position growth makes our business model sustainable and resilient.

Industry Trends

Rise in managed account assets

Growth of self-directed, affordable investing

Shift to model-based investing
We are driving our future success in product and technology innovation now

Recent Successes
- Shareholder Rights Directive II – Global Proxy
- Enhanced e-delivery
- ProxyVote.com redesign
- SEC Rule 30e-3

What’s next
- Corporate Actions
- Class Actions Portal
- Pass-Through Voting
- Streamlined fund reports

Transformation
- Next-gen architecture
  - Cloud-based
  - API-enabled
  - Data-driven
- Best-in-class platform development tools
ProxyVote App Video

PROXYVOTE™ APP

Increase participation

Broadridge®
Innovating across all aspects of regulatory communications
We have a long track record of innovation in regulatory communications

1990s
- e-Delivery
- ProxyEdge®
- Only Consent Management and Paper Suppression

2000 – 2010
- Notice and Access Rule
- Virtual Shareholder Meeting
- Mobile Device (Access and Voting)

2011 – 2015
- Patented Inline Summary Prospectus
- ProspectusView
- Investor/Advisor Mailbox
- End-to-End Vote Confirmation

2016 – 2019
- Retail investor proxy voting app
- Mobile API
- Holistic Operations Dashboard (ICS Portal)
- Blockchain proxy pilot

2020+
- SRD II solutions
- SEC Rule 30e-3
- Streamlined fund reports
- Enhanced real-time event creation, notifications, and voting
- Communications Cloud℠
GROWTH THEME 2
Grow End-to-End Issuer Solutions

PRESENTED BY
Dorothy Flynn
President,
Corporate Issuer Solutions
We have a strong track record of growth supported by our strategy.

$157M TOTAL RECURRING REVENUE

14% 3-YEAR CAGR

$2B TOTAL ADDRESSABLE MARKET

FY17 FY18 FY19 FY20

$104M $118M $137M $157M

STRATEGY FOR GROWTH:

• Expand our relationships with public companies
• Grow our leadership in issuers’ required compliance activities
• Drive growth in new adjacent services

All financial metrics are FY20 unless otherwise noted.
Public companies have a need to solve complex governance challenges

- Provide information on company results to all constituents
- Enable shareholder voting on key company issues
- Hold an Annual Shareholder Meeting
- Disclose key information to regulators
Our capabilities coupled with our beneficial proxy relationships create a large opportunity

**Governance solutions**
- Proxy distribution, voting, and tabulation
- Shareholder communications
- Retail engagement strategy
- Virtual shareholder meetings
- ESG consulting
- Shareholder data & analytics

**Shareholder record keeping**
- Transfer agent services
- Corporate actions

**Disclosure solutions**
- SEC/EDGAR filings
- Document composition and printing
- IPO, M&A, and capital markets transactions
- Virtual data rooms
CASE STUDIES: Expanding our recurring relationships with issuers through product adoption

### Leading financial services firm
- **FY15 REVENUE:** $91K
- **FY20 REVENUE:** $884K

### Leading industrial corporation
- **FY18 REVENUE:** $21K
- **FY20 REVENUE:** $187K

Start of client relationship
We have a proven platform powering virtual shareholder meetings

2020 VIRTUAL SHAREHOLDER MEETING
KEY STATISTICS\(^1\)

\#1 VSM PROVIDER IN THE U.S.  
282 OF THE S&P 500  
83 OF THE S&P 100

6.5X SCALED TO SUPPORT 6.5X OUR PRIOR YEAR DEMAND  
91K+ TOTAL SHAREHOLDER + GUEST ATTENDANCE

COMPETITIVE ADVANTAGES
• Proven track record  
• Streamlined access  
• Integrated voting  
• Single source provider

VSM OF THE FUTURE
• Next-gen user interface  
• Enhanced tools for seamless meeting management  
• Increased transparency for issuers and shareholders

1. Hosted on the Broadridge platform
GROWTH THEME 3

Build Data-Driven Fund Solutions

PRESENTED BY

Cindy Dash
General Manager,
Investor Communication Solutions
We are using our network to build a strong portfolio of Data-Driven Fund Solutions

$339M 12% $5B
TOTAL RECURRING REVENUE 3-YEAR CAGR TOTAL ADDRESSABLE MARKET

GROWTH DRIVERS

- Launch new distribution solutions
- Expand capabilities for retirement
- Market forces driving our growth potential
- Continue sales momentum

All financial metrics are FY20 unless otherwise noted.
Significant changes are creating challenges for asset management industry participants

Focus on Fees and Margin
- Shift to passive investment
- Industry consolidation

Increased Competition
- Distributor proprietary offerings
- New digital-only services

New Regulations
- Complex and diverging regulations across multiple geographies
We leverage data-driven insights to help our clients grow their business, maintain compliance, and drive engagement.

Global Distribution

- Trusted advisor for the front-office of distribution

Retirement Technology and Analytics

- Robust network connecting asset managers, advisors, and investors

Customer Journey Management

- Driving better financial outcomes for fund investors and retirement participants
Optimizing product and distribution strategy

Empowering the front-office of asset managers while mutualizing middle-office distribution costs

Data and Analytics
Enhanced global data-sets

Curated Research and Insights
For better decision-making

Integrated Platform
Distribution Insight

87,000
ETF and Mutual Funds tracked globally

$80T
Retail and Institutional assets covered

$1.7B
Market Opportunity
Distribution Insight Video
Delivering leading retirement technology solutions

Helping clients gather and grow assets with fiduciary-driven tools

Open Architecture Retirement Services
Offering flexibility and choice

Trust and Custody
Enhancing the institutional retirement market experience

Advisor Focused
Fi360 Analytics and Certification

120,000
Retirement plans served

300%
AUA Growth

11,000+
Advisor AIF™

Total AUA


- 100 200 300 400 500 600 ($B)

Matrix acquisition by Broadridge

TDA acquisition

Wilmington Trust acquisition

Matrix acquisition by Broadridge

TDA acquisition

Wilmington Trust acquisition

11,000+ Advisor AIF™

120,000 Retirement plans served

300% AUA Growth

Total AUA


- 100 200 300 400 500 600 ($B)

Matrix acquisition by Broadridge

TDA acquisition

Wilmington Trust acquisition

11,000+ Advisor AIF™

120,000 Retirement plans served

300% AUA Growth

Total AUA


- 100 200 300 400 500 600 ($B)

Matrix acquisition by Broadridge

TDA acquisition

Wilmington Trust acquisition

11,000+ Advisor AIF™

120,000 Retirement plans served

300% AUA Growth

Total AUA
Driving customer education and engagement

Leveraging data to optimize the fund investor and participant experience while driving better financial outcomes

- **Personalized Experience**
  Tailored, data-driven, multi-channel enrollment experience

- **Communication Solutions**
  Helping participants make informed investment decisions

- **Regulatory Compliance**
  Simplifying distribution for funds

**65M**
Retirement participants

**23 of Top 25**
Recordkeepers are clients
Broadridge delivers real business value to our clients through our differentiated capabilities.

**BROADRIDGE’S DIFFERENTIATED VALUE PROPOSITION**

**Scale**
Minimizing the cost of asset management with our integrated platforms

**Network Effect**
Connecting asset managers to financial intermediaries and investors

**Product Innovation**
Data, insights, and technology helping clients drive growth and remain competitive
GROWTH THEME 4
Transform Omni-Channel Communications

PRESENTED BY
Doug DeSchutter
President, Customer Communications
Leverage scale, digital innovation to drive unique omni-channel approach

$573M TOTAL RECURRING REVENUE

-2% 3-YEAR CAGR

$9B TOTAL ADDRESSABLE MARKET$1

HIGHLIGHTS

• ~$70M digital business with double-digit recurring revenue growth
• $50M in synergies driving double-digit earnings growth
• Record sales in FY20

KEY DRIVERS

• Digitization of financial services
• Large market wins
• Broadridge Communications Cloud℠

FY17 FY18 FY19 FY20

$578M $563M $555M $566M
Recurring Revenue

$573M $573M $573M $573M
Known Client Exit

$611 $594 $573 $573

All financial metrics are FY20 unless otherwise noted. Items may not sum due to rounding.
Acquisition of DST’s North American Customer Communications business completed in 2016. Client exit referenced was known prior to acquisition.
1. Total addressable market is subset of a larger market.
Print to digital conversion economics benefit both clients and Broadridge (illustrative)

CLIENTS

- Paper and Postage
- Processing

Saves billions in communications costs

Print

Digital

Distribution Revenue

Fee Revenue

Drives greater profit potential

Profit

Profit

Investor Day 2020
We are executing on the three primary goals we outlined at the 2017 Investor Day

Compelling near-term financial benefits
- Achieved synergies more than twice our initial goal
- Double-digit earnings growth every year since NACC transaction

Attractive mid-term expansion opportunity
- Record FY20 closed sales
- Sizable outsourcing deals
  - Global bank
  - Top-tier health insurer
  - Large retirement plan provider

Larger long-term opportunity
- Launched Broadridge Communications Cloud
- Recent milestone wins
  - Leading U.S. bank
  - Global Fintech
  - Leading U.S. Insurer
Financial institutions *continue to meet the needs of digitizing their customer base in the broad sense* with more efficient and cost-effective services, such as robo-advisors, trading apps, online banking, and mobile services.

Yet, the majority still struggle *to digitize communications*.
We are investing in omni-channel communications to help clients accelerate their “print-to-digital” transition.

**Leverage Broadridge’s investments** to move dated, legacy digital communications infrastructure to a unified, cloud-based, omni-channel platform.

**Drive digital adoption** using Broadridge’s next-gen solutions and expertise in enabling digital communications experiences that are more valuable than paper.

**Consolidate print and digital omni-channel communications** onto a high scale, high-performance, and low-cost network to mutualize non-differentiating functions.
The Broadridge Communications Cloud℠ enables client-driven digital transformations.

Our investments in digital technologies and open APIs provide flexibility to orchestrate engaging customer experiences.
Communications Cloud Video

Accelerate digital
There are three main barriers to digitization

**CONSUMER BEHAVIOR**
Paper-based habits are hard to break

**FRICTION**
More steps to access e-delivery

**VALUE PROPOSITION**
Digital needs to be better than the paper it replaces

---

Your monthly account statement is now available online at [www.xyzacst.com](http://www.xyzacst.com).

The safest way to view your statement is to follow these steps:

1. Go to [www.xyzacst.com](http://www.xyzacst.com) and log on to your account.
2. Under the My Account Tab, select Monthly Statements.

*** PLEASE DISABLE THE POPUP BLOCKER ON YOUR BROWSER FOR STATEMENT VIEWING ***

Your statement provides you with important information about your account.

It's easy to keep your email and other account preferences up to date. To make changes:

1. Log on to [www.xyzacst.com](http://www.xyzacst.com).
2. Review and make changes to your account preferences in the My Profile menu.

Sincerely,

Xyzacst Services

*Please do not respond to this message; it comes from an unattended mailbox.*
We are making digital better than paper: Data-driven, personalized push communications

Email account performance summaries

Use data to visualize performance

Enable advisors to tailor messages to each person

Doug, your statement is now available for your retirement savings plan

Increasing your 401(k) contributions can add up

Over time, even a small percentage difference in your savings rate can make a big difference.

- Contributing 10%
  - $626,512
- Contributing 13%
  - $817,066

Total amount accumulated over 20 years, based on a hypothetical annual salary of $75,000

Sandra J. Miller
Financial Consultant
(631) 755-8863

Dear Doug,

I hope all is well with you and the family.

Here is a quick summary of your portfolio's status. As we haven't touched base for a few months, let's set up some time for us to check your progress against your financial goals.

Schedule an Appointment

Performance

+3.83%

07/01/20XX-06/30/20XX

Plan Name
Retirement Savings
Plan Number
03214
Date of Hire
05/21/2006
We are making digital better than paper: Reduce friction by pushing valuable content

Send a text with a link to a personalized, interactive statement for anywhere viewing
We are making digital better than paper: Deploy print-to-digital accelerators

**USE INNOVATIVE TECHNIQUES**
on your transactional, marketing, and regulatory print communications to drive digital engagement

**ACCELERATE DIGITAL ADOPTION**
by creating a synchronized, seamless experience

---

We use QR codes to engage customers in an interactive and effortless experience
Two case studies of how we are driving digital acceleration

**CLIENT**
A leading U.S. Insurer

**TRANSFORMATION**
An enterprise-wide digital platform drives enhanced customer experiences

- Digital infrastructure consolidation
  - Account statements
  - Regulatory communications
  - Preference management
  - Archival and information management
- Flexible APIs automate workflows

**CLIENT**
A leading U.S. Bank

**TRANSFORMATION**
An omni-channel platform to power digital acceleration

- One holistic, omni-channel platform
  - Managed service
  - Self-service capabilities
  - Template rationalization
- Subscription-based pricing
- Cloud-based technology with open API
Industry’s point of consolidation

Broadridge has built the premier technology center for omni-channel customer communications.

Our omni-channel value proposition delivers strong sales performance as we partner with providers looking to accelerate digital outcomes and rationalize in-house print capabilities while future print volumes decline.

Sizable deals in the last two quarters, including:

- Global bank
- Top-tier health insurer
- Large retirement plan provider
Tracking key milestones for Broadridge’s omni-channel communications platform

Industry’s print consolidation point

- Meaningful outsourcing wins; extended sales momentum
- Transition of legacy print relationships to digital

Digital acceleration

- Continual enhancement of Broadridge Communications Cloud with unique differentiation
- Extended reach with partnerships
- Further acceleration of digital revenue growth
Extend our Governance Franchise – Summary

PRESENTED BY
Bob Schifellite
President,
Investor Communication Solutions
Our Governance franchise draws on our unique capabilities and is supported by four key themes

**Governance**

Unique network with strong underlying macro drivers and a large global market opportunity

- **Drive Next-Gen Regulatory**
  - Powering greater investor engagement through next-generation regulatory communications

- **Grow End-to-End Issuer Solutions**
  - Providing corporate issuers with a growing range of governance and regulatory needs

- **Build Data-Driven Fund Solutions**
  - Enabling asset managers to grow and retain revenue through data-driven solutions

- **Transform Omni-Channel Communications**
  - Driving next-generation digital communications while optimizing print and mail
Grow Capital Markets

PRESENTED BY
Tom Carey
President,
Global Technology and Operations
Uniquely positioned to solve for market trends and industry challenges as a market-leading SaaS provider.

**Global simplification** solves for client needs in a consistent, optimized way including expanded asset classes.

**Component solutions** meet the needs of global firms with integration and geographic flexibility.

Driven by innovative technology, we are creating improved client insights and network value.
Our Capital Markets franchise drives meaningful growth with strong sales momentum

$650M
TOTAL RECURRING REVENUE

8%
3-YEAR CAGR

$15B
TOTAL ADDRESSABLE MARKET

$517M
FY17

$569M
FY18

$591M
FY19

$650M
FY20

KEY DRIVERS

• Delivery of next-gen post-trade platform
• Launch of new SaaS solutions
• Strong sales momentum
• Onboarding of major clients

All financial metrics are FY20 unless otherwise noted.
Significant transition in Capital Markets creates business challenges for our clients

Firms seek to **modernize** their technology stack, **componentize** their architecture, and reduce their **technical debt**

Need for greater **resiliency**, **scale**, and **capacity**

Continued focus on **operational efficiency** to drive **ROE**

Regulators are requiring more **transparency** and **traceability**

**New Tech Investment as % of IT Spend***

**NORTH AMERICA**

<table>
<thead>
<tr>
<th>Year</th>
<th>2016A</th>
<th>2020P</th>
</tr>
</thead>
<tbody>
<tr>
<td>%</td>
<td>28%</td>
<td>40%</td>
</tr>
</tbody>
</table>

**EUROPE**

<table>
<thead>
<tr>
<th>Year</th>
<th>2016A</th>
<th>2020P</th>
</tr>
</thead>
<tbody>
<tr>
<td>%</td>
<td>19%</td>
<td>29%</td>
</tr>
</tbody>
</table>

**$110B**

TOTAL TECH SPEND\(^1\)

**$81B**

TOTAL TECH SPEND\(^1\)

Source: Celent 2019

1. Values are projected for 2020

* For banks and broker dealers
We fill a critical role in the post-trade ecosystem delivering scalable, resilient technology.

Comprehensive solutions that span the post-trade lifecycle end-to-end.

Providing scale and unique insight on clients’ trading and operational activities:

- $10T in equity and fixed income trades processed per day
- 75+ self-clearing U.S. broker-dealers use Broadridge’s platform
- 100+ countries supported in multi-asset trade processing

- 11 of top 15 process equities for top global investment banks
- 19 of 24 U.S. primary dealers use Broadridge’s institutional fixed income trading platform
We execute our strategy across three growth opportunities

Drive **global simplification** in post-trade

Deliver new **components**, **solutions**, and **services**

Combine data and technology to **create network value**
Driving simplification in post-trade

• Reduces cost and risk
• Improves business performance
• Increases resilience
• Modernizes technology
• Creates base for future growth

DELIVERING TECHNOLOGY AND OPERATIONAL TRANSFORMATION TO DRIVE BUSINESS RESULTS

NEXT-GEN GLOBAL POST-TRADE

- Equities
- Fixed Income
- Exchange Traded & OTC Derivatives
- Mortgage/Asset Backed Securities
- Foreign Exchange & Money Markets
- Digital Assets
- Multi-channel User Experience
- Services Enabled
- API Enabled
- Broadridge Enterprise Data Model

Barclays | HSBC | J.P. Morgan
Mizuho | Societe Generale | Standard Chartered | Wells Fargo
Delivering value with new components, solutions, and services

EXPANDING OUR MARKET COVERAGE
• Asset class expansion into exchange traded derivatives and cryptocurrency
• 20 new markets since 2018

CREATING NEW SOLUTIONS
• Global Corporate Action SaaS solution with four major clients
• Securities Financing SaaS solution

GROWING OUR MANAGED SERVICES
• Asset class expansion into exchange traded derivatives and private debt
• Powerful AI-driven solutions
Addressing client needs by combining data and new technologies to create network value

DELIVERING NETWORK VALUE
Broadridge depth in industry knowledge, large data sets, and new technologies power analytics to improve client business results

• Accelerate industry operational transformation
• Create solutions to solve industry challenges
• Drive data analytics to the next level
LTX Video

Trade smarter
LTX is our fixed income trading platform combining AI and next-generation protocols

Expected to launch Q3 FY21 with 10 dealers and over 35 buy-side customers

Aiming to digitize trading for the nearly $10 trillion U.S. corporate bond market

Utilizes powerful AI to identify natural buyers and sellers of corporate bonds

Instantly aggregates liquidity among hundreds of customers through a next-gen protocol, RFX

Our proprietary analytics and digitized workflows allow dealers to trade more efficiently, grow revenue by creating trading opportunities, and deliver improved best execution to their customers
Our Distributed Ledger Repo solution increases efficiency and reduces costs and risk in bi-lateral repo transactions.

Generates cost savings in the $2 trillion bi-lateral repo market.

Creates operational efficiencies by reducing custodian, tri-party and Fed costs due to immobilization of collateral.

Reduces operational costs and risk via synchronized workflows, eliminating reconciliations and fails.
We solve for mission-critical, non-differentiating functions across capital markets globally with innovative technology solutions.

Uniquely positioned to solve for market trends and industry challenges as a market-leading SaaS provider.

Global simplification solves for client needs in a consistent, optimized way including expanded asset classes.

Component solutions meet the needs of global firms with integration and geographic flexibility.

Driven by innovative technology, we are creating improved client insights and network value.
Build Wealth and Investment Management

PRESENTED BY

Chris Perry
President,
Broadridge Financial Solutions
Our strategy is resonating in the marketplace, and we are making strong progress building a substantial business.

We are a leading Fintech provider, well positioned in a large, growing, and evolving industry.

Today, we deliver Differentiated Component Solutions to solve key Wealth Management needs.

We will soon launch our Next-Generation Industry Wealth Platform.

Longer term, there is opportunity to grow our Integrated Investment Management Suite.
Rapidly evolving industry trends and market needs are driving demand for our wealth solutions and services.

NORTH AMERICAN WEALTH AUM GROWTH OVER 2012-20

$33T 2012
$59T 2020

Generational shifts are driving demand for personalization, holistic advice, and new investment options.

Acceleration of digitization

Fee compression and various low-cost products driving business model changes and cost pressure.

Continued industry consolidation.

Source: PwC – Asset & Wealth Management Revolution: Embracing Exponential Change
1. Value represents projection for calendar year 2020
We are uniquely positioned to serve all segments of wealth management clients and the ecosystem

"Broadridge is the only Fintech leader with the proven technology, scale and experience to deliver such a transformational solution."

– Tom Naratil
President, UBS Americas
Wealth & Investment Management generated significant growth

$524M
TOTAL RECURRING REVENUE

14%
3-YEAR CAGR

$12B
TOTAL ADDRESSABLE MARKET

$352M $389M $406M $524M
FY17 FY18 FY19 FY20

KEY DRIVERS

• Closing key sales
• Extending our front to back solutions
• Executing on integrated tech platform build

All financial metrics are FY20 unless otherwise noted.
Broadridge has an established market presence and strong foundation

100% of the largest North American banks are served by Broadridge

~$11T+ assets on Broadridge platforms

75M+ accounts serviced on Broadridge’s trade processing platforms

30%+ of U.S. financial advisors utilize Broadridge front office solutions

Recent Wealth Wins

J.P. Morgan

Merrill

UBS

Edward Jones

LPL Financial

RBC Royal Bank

Wells Fargo
We have a clear strategy for continued growth

- Deliver differentiated component solutions
- Launch the next-generation industry wealth platform
- Grow integrated investment management suite
We offer a suite of best-in-class wealth component offerings that expand across the entire lifecycle

FRONT OFFICE: Acquire, engage, and manage clients
- Increasing engagement using AI technology
- Enriching data aggregation solutions

MIDDLE OFFICE: Manage the advisory business
- Launching new digital capabilities
- Expanding our product and client portfolio

BACK OFFICE: Run the firm
- Making our platform scalable and resilient
- Driving efficiency via managed services

“Broadridge demonstrates a dedication to developing its digital proposition and empowering the advisor and client.”
– CELENT
Our wealth platform is a comprehensive ecosystem enabling firms to grow their business

- **Optimize advisor productivity**
  Desktop, tablet, and mobile workstation

- **Enhance the investor experience**
  Integrated wealth management process

- **Digitize branch and operations**
  Scalable and efficient back office

The optimum combination of Broadridge technology plus integrated firm proprietary and best-in-class third party tools
Compelling solutions for investment managers

Key trends driving market growth
- Consolidation in the investment management industry
- Outsourcing of non-core functions is increasing
- Active to passive is forcing a “do more with less” mindset

Well positioned for success
- Growing market
- Cost effective solutions
- Access to higher value clients
- Serves 17 of the largest 20 global investment managers and 500+ firms globally

BEST-IN-SUITE GLOBAL PLATFORM

Unified client portal
Visual analytics
Portfolio & order management
Private debt & portfolio management
Revenue & expense management
Investment accounting
Private market hub
Data management
We are a leading Fintech provider, well positioned in a large, growing, and evolving industry.

Today, we deliver Differentiated Component Solutions to solve key Wealth Management needs.

We will soon launch our Next-Generation Industry Wealth Platform.

Longer term, there is opportunity to grow our Integrated Investment Management Suite.

We have a strong business, marquee clients, and a proven track record of growth.
Expand International

PRESENTED BY

Samir Pandiri
President,
Broadridge International
With significant growth potential, International extends our key franchises globally.

Broadridge has a sizeable, rapidly growing presence in EMEA and APAC.

We are globalizing Capital Markets capabilities and client relationships.

Our next-generation Governance solutions are driving growth.

We continue to expand our Fund Communication Solutions.
We continue to extend our North American franchises globally

CAPITAL MARKETS and GOVERNANCE

- IRELAND
- UK
- NETHERLANDS
- POLAND
- CZECH
- GERMANY
- RUSSIA
- JAPAN
- HONG KONG
- INDIA
- SINGAPORE
- AUSTRALIA

1,100+ associates in EMEA & APAC
800+ clients
3,600+ global support associates in India
18% FY17-20 revenue CAGR
3.6x FY17-20 sales growth
18% FY17-20 revenue CAGR
3.6x FY17-20 sales growth
Market dynamics are creating opportunities to expand Broadridge internationally

Globalization
Shift to global solutions over regional or asset-based choices

Mutualization
EU integration plus growing needs creating significant opportunity to mutualize operations and replace legacy technology

Regulatory & Compliance
New regulatory changes in EMEA & APAC continue to challenge our clients

Corporate Governance Best Practices
Increased transparency and shareholder engagement
We are pursuing three attractive growth opportunities

- **CAPITAL MARKETS**
- **NEXT-GENERATION GOVERNANCE**
- **FUND COMMUNICATIONS**

Globalize capabilities and client relationships

Enable technology modernization and mutualization

Offer solutions that solve industry challenges
Globalize Capital Markets post-trade capabilities and relationships

<table>
<thead>
<tr>
<th>Year</th>
<th>Q4</th>
<th>Q1</th>
<th>Q2</th>
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<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
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</thead>
<tbody>
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<td>2017</td>
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<td>2019</td>
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<td>2020</td>
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<td>2021</td>
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</tr>
</tbody>
</table>

- **Reconciliation, clearing reports, and distribution insights**
- **Trade and transaction reporting**
- **U.S. fixed income post-trade**
- **Revenue & expense management, BPO**
- **International fixed income post-trade**
- **International equities post-trade (4 total markets)**
- **International & U.S. fixed income post-trade (44 total markets)**

**CASE STUDY:**
Leading Asian bank undergoing technology transformation with Broadridge to simplify operations across multiple markets

- **1st market**
  - 11 total markets
  - 29 total markets

- **Live**
- **In progress**
Drive growth through next-generation Governance solutions

Accelerate growth driven by Shareholder Rights Directive II

Increase market presence in Japan through joint venture with Tokyo Stock Exchange; Signed 1,000\textsuperscript{th} client in 2019

Continue to extend our leadership position across International markets
Shareholder Rights Directive II Video
CASE STUDY
Shareholder Rights Directive II

THE RULE
Financial intermediaries to comply with stricter requirements on proxy voting and shareholder disclosure

THE OPPORTUNITY
Broadridge is uniquely positioned to solve the industry needs

THE ANSWER
Delivered end-to-end solution for global institutional and retail proxy voting. Built innovative blockchain solution for shareholder disclosure

STRONG PERFORMANCE
Record sales in FY20

110+ IMPLEMENTATIONS COMPLETED
Expand Fund Communication Solutions capabilities and market position

BUILDING THE LEADING PAN-EUROPEAN FUND COMMUNICATION PLATFORM FOR THE INVESTMENT INDUSTRY

ASSET MANAGERS

- Static Data
- Documents
- Portfolio Data
- Financials
- Additional Data

OUR PLATFORM

- Control
- Translation
- Validation
- Production
- Calculation

DATA

INVESTMENT INDUSTRY

- Wealth Managers & Multi-Managers
- Investment Platforms
- Insurance Companies
- Aggregators & Data Vendors

POWERING OUR CLIENT SOLUTIONS

Business Intelligence
With significant growth potential, International extends our key franchises globally

Broadridge has a sizeable, rapidly growing presence in EMEA and APAC

We are globalizing Capital Markets capabilities and client relationships

Our next-generation Governance solutions are driving growth

We continue to expand our Fund Communication Solutions
Drive Shareholder Returns Through the Broadridge Financial Model

PRESENTED BY
Edmund Reese
Chief Financial Officer,
Broadridge Financial Solutions
The Broadridge financial model is focused on driving steady revenue growth and consistent earnings per share growth, generated by:

- Sustainable recurring revenue growth
- **Investments** in our long-term growth strategy
- Continued **margin expansion** from our scale and operational efficiencies
- Balanced capital allocation leveraging our strong free cash flow businesses
This simple financial model has produced steady and consistent earnings over time resulting in top quartile TSR growth

<table>
<thead>
<tr>
<th></th>
<th>FY14 - FY17 (CAGR)</th>
<th>FY17 - FY20 (CAGR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Organic Recurring revenue growth$^1$</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>Recurring revenue growth</td>
<td>7%$^2$</td>
<td>7%</td>
</tr>
<tr>
<td>Adj. Operating Income Margin (bps/ year)</td>
<td>53$^2$</td>
<td>80</td>
</tr>
<tr>
<td>Adj. Earnings per share growth</td>
<td>12%</td>
<td>12%$^3$</td>
</tr>
</tbody>
</table>

Total Shareholder Return$^4$ 25% 21%

1. Average Organic Recurring revenue growth per year
2. Excluding the NACC acquisition
3. Excluding the impact of the Tax Act. As reported and including the Tax Act impact, Adjusted EPS growth CAGR was 17%
4. Annualized cumulative TSR per FactSet. Cumulative TSR formula assumes dividends are reinvested on the ex-date
We have a long runway for growth and a high-quality revenue mix...

**Total Addressable Market**

$46B

**Revenue Mix 65% Recurring Revenue**

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$4.1B</td>
<td>$4.5B</td>
</tr>
<tr>
<td><strong>Recurring Revenue</strong></td>
<td>58%</td>
<td>65%</td>
</tr>
<tr>
<td><strong>Event-Driven and Distribution Revenue</strong></td>
<td>42%</td>
<td>35%</td>
</tr>
</tbody>
</table>

**3YR CAGR**

-3%

**FY20**

$3B

Note: Percentages based on gross revenues before impact of FX

Amounts may not sum due to rounding
...that has been consistently growing at sustainable levels

**RECURRING REVENUE GROWTH AT LEAST 6% FOR OVER 6 CONSECUTIVE YEARS**

<table>
<thead>
<tr>
<th>Year</th>
<th>Recurring Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>$1.7B</td>
</tr>
<tr>
<td>FY16</td>
<td>$1.9B</td>
</tr>
<tr>
<td>FY17</td>
<td>$2.5B²</td>
</tr>
<tr>
<td>FY18</td>
<td>$2.6B</td>
</tr>
<tr>
<td>FY19</td>
<td>$2.8B</td>
</tr>
<tr>
<td>FY20</td>
<td>$3.0B</td>
</tr>
</tbody>
</table>

1. Recurring revenue growth excluding $424M from the acquisition of NACC. As reported in FY17, recurring revenue rose 29%.
2. Includes recurring revenue from the acquisition of NACC. FY18 – FY20 also include recurring revenue from the NACC acquisition.
Recurring revenue is broad based and growing across business segments and product categories...

INVESTOR COMMUNICATION SOLUTIONS

$1.9B RECURRING REVENUE

- Regulatory: 8%
- Data-Driven Fund Solutions: 12%
- Issuer Communications: 14%
- Customer Communications: -2%

6% TOTAL ICS 3YR CAGR

GLOBAL TECHNOLOGY & OPERATIONS

$1.2B RECURRING REVENUE

- Capital Markets: 8%
- Wealth & Investment Management: 14%

11% TOTAL GTO 3YR CAGR
Recurring revenue benefits from the tailwind in position growth...

TOTAL U.S. EQUITY AND U.S. MUTUAL FUND & ETF POSITIONS

- U.S. Equity Positions
- U.S. Mutual Fund & ETF Positions

10YR CAGR
- U.S. Equity Positions: 8%
- U.S. Mutual Fund & ETF Positions: 6%
...and is driven by momentum in our closed sales performance

CLOSED SALES\(^1\) PERFORMANCE ($M)

FY14 FY15 FY16 FY17 FY18 FY19 FY20

$127 $146 $151 $188 $215 $233 $239

$355M
FY20 RECURRING REVENUE BACKLOG\(^1,2\)

12%
FY20 RECURRING REVENUE

1. Closed Sales and Backlog are Broadridge estimates and subject to revision
2. Recurring Revenue Backlog represents an estimate of first year revenues from Closed sales that have not yet been recognized and are expected to be recognized
...and anchored in strong retention across our client base
Position growth also supports our high quality but more cyclical event-driven revenue

FY07 - FY13

($M)

FY14 – FY20

($M)

$180M AVERAGE

$208M AVERAGE

$203 $200 $180 $256 $135 $132 $156

FY07 FY08 FY09 FY10 FY11 FY12 FY13

FY14 FY15 FY16 FY17 FY18 FY19 FY20

$156 $173 $199 $219 $284 $244 $178
We are committed to ongoing investment that supports future growth...

**PRODUCT**
- Building new products like **LTX**
- Enhancing key growth products (e.g. **VSM offering**), and to meet new regulations (e.g. **SRD II solution**)
- Adding **digital** capabilities

**PLATFORM**
- Platform development including for **Wealth** and **Global Post-Trade Management** (“GPTM”)
- Technology and cloud transformation/infrastructure

**PEOPLE**
- **Product management** capabilities
- Enhanced **sales distribution**
- Adding talent in **targeted growth areas**
...and we have a long history of expanding margins

### ADJUSTED OPERATING INCOME MARGIN

80 bps annual

FY17-20 average Adjusted Operating Income margin expansion

<table>
<thead>
<tr>
<th>Year</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17</td>
<td>15.1%</td>
</tr>
<tr>
<td>FY18</td>
<td>15.9%</td>
</tr>
<tr>
<td>FY19</td>
<td>17.1%</td>
</tr>
<tr>
<td>FY20</td>
<td>17.5%</td>
</tr>
</tbody>
</table>

- **Scale**
  - Natural OPEX leverage from a SaaS business
- **Digital**
  - Margin expansion due to mix shift toward digital
- **Efficiency**
  - Contributions from business reengineering and internal growth
- **M&A**
  - Primarily weighted to early-stage businesses
- **Investment**
  - Strategic investment aligned with client demand
Our capital-light business generates strong free cash flow...

1. Calculated as Free Cash Flow / Adjusted Net Earnings
2. FY20 drops below 100% Cash Flow Yield due to significant increases in net Client platform spend, defined as net cash spent on new client conversions, including development of platform capabilities. Net client Platform Spend in FY20 was $157M and grew over 100% in FY20
...which allows us to make targeted acquisitions to support growth

TARGETED M&A FY18-FY20

- Data-Driven Fund Solutions: 42%
- Issuer: 3%
- Capital Markets: 4%
- Wealth: 50%

$802M M&A SPEND\(^1\)

10% AVERAGE REVENUE GROWTH\(^2\)

19% PORTFOLIO IRR\(^3\)

Note: Amounts may not sum due to rounding
1. For acquisitions from FY18-FY20
2. Average CAGR from Broadridge’s first full year of ownership to FY’20. Includes all of BR’s acquisitions to date
3. IRR for all acquisitions calculated using Broadridge’s three-year average EBITDA Trading Multiple (Total Enterprise Value / LTM EBITDA) of ~17.5x as of November 2020
...and fuels a strong and growing dividend

ANNUAL DIVIDEND

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>$1.08</td>
<td>29%</td>
</tr>
<tr>
<td>FY16</td>
<td>$1.20</td>
<td>11%</td>
</tr>
<tr>
<td>FY17</td>
<td>$1.32</td>
<td>10%</td>
</tr>
<tr>
<td>FY18</td>
<td>$1.46</td>
<td>11%</td>
</tr>
<tr>
<td>FY19</td>
<td>$1.94</td>
<td>33%</td>
</tr>
<tr>
<td>FY20</td>
<td>$2.16</td>
<td>11%</td>
</tr>
</tbody>
</table>

GROWTH IN ANNUAL DIVIDEND

45%
Target dividend payout ratio

14
Consecutive years of annual dividend increase, every year we have been a public company

1. Calculated as annual dividend over Adjusted Net earnings. Dividend declaration subject to Board of Directors approval.
...and attractive capital returns to shareholders

**DIVIDENDS AND SHARE REPURCHASES**

<table>
<thead>
<tr>
<th></th>
<th>Share Repurchases</th>
<th>Dividends</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>$1.93</td>
<td>$1.08</td>
</tr>
<tr>
<td>FY16</td>
<td>$0.78</td>
<td>$1.20</td>
</tr>
<tr>
<td>FY17</td>
<td>$1.32</td>
<td>$1.98</td>
</tr>
<tr>
<td>FY18</td>
<td>$1.46</td>
<td>$2.33</td>
</tr>
<tr>
<td>FY19</td>
<td>$1.94</td>
<td>$3.33</td>
</tr>
<tr>
<td>FY20</td>
<td>$2.16</td>
<td>$3.09</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Return</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>$362M</td>
</tr>
<tr>
<td>FY16</td>
<td>$233M</td>
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<tr>
<td>FY17</td>
<td>$434M</td>
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<tr>
<td>FY18</td>
<td>$391M</td>
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<tr>
<td>FY19</td>
<td>$578M</td>
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<tr>
<td>FY20</td>
<td>$269M</td>
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</tbody>
</table>

1. Capital return to shareholders through Annual Dividend and total share repurchase net of option proceeds
The capital strength of our business allows us to invest for growth, commit to a solid dividend and return capital to shareholders.

- Projected Free Cash Flow FY21-FY23¹: $2.1B
- Additional Debt Capacity²: $0.7B
- Dividend @ 45%³: $(0.9B)
- FY21-FY23 Capital Available for Share Repurchases and M&A: $1.9B

1. Assuming ~100% Free cash flow conversion
2. Additional debt capacity assumes an adjusted gross leverage target of ~2.0x
3. Assuming dividend payout ratio as annual dividend over Adjusted Net earnings. Dividend declaration subject to Board of Directors approval
We are reaffirming our full-year guidance for FY21...

<table>
<thead>
<tr>
<th>Metric</th>
<th>Guidance – Reaffirmed FY21¹</th>
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</thead>
<tbody>
<tr>
<td>Recurring revenue growth</td>
<td>3-6%</td>
</tr>
<tr>
<td>Total revenue growth</td>
<td>1-4%</td>
</tr>
<tr>
<td>Adj. Operating Income Margin expansion (bps)</td>
<td>~100</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>$190–235M</td>
</tr>
<tr>
<td>Adj. Earnings per Share Growth</td>
<td>6-10%</td>
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</tbody>
</table>

¹ Fiscal year 2021 Guidance as of October 30, 2020
...and are setting new three-year growth objectives for FY20 – FY23. This financial model, with consistent earnings, is a winning formula for top quartile TSR

<table>
<thead>
<tr>
<th>NEW 3yr Growth Objectives (CAGR)</th>
<th>FY20 – FY23</th>
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</thead>
<tbody>
<tr>
<td>Organic Recurring revenue growth</td>
<td>5-7%</td>
</tr>
<tr>
<td>Recurring revenue growth</td>
<td>7-9%</td>
</tr>
<tr>
<td>Adj. Operating Income Margin expansion (bps/year)</td>
<td>50+</td>
</tr>
<tr>
<td>Adj. Earnings per Share Growth</td>
<td>8-12%</td>
</tr>
</tbody>
</table>
Conclusion

PRESENTED BY

Tim Gokey
Chief Executive Officer,
Broadridge Financial Solutions
A clear plan for sustained growth and top quartile TSR

Extend our strong and growing governance franchise

Grow our capital markets franchise

Build a next-gen wealth & investment management franchise

Drive sustainable and consistent revenue and earnings growth

DELIVER TOP QUARTILE TSR
Key Performance Indicators
Key Performance Indicators

Management focuses on a variety of key indicators to plan, measure and evaluate the Company’s business and financial performance. These performance indicators include Revenue and Recurring fee revenue, as well as Non-GAAP measures of Adjusted Operating income, Adjusted Net earnings, Adjusted Diluted earnings per share, Free Cash flow, and Closed sales. In addition, management focuses on select operating metrics specific to Broadridge of Record Growth and Internal Trade Growth, as defined below.

**Revenues**

Revenues are primarily generated from fees for processing and distributing investor communications and fees for technology-enabled services and solutions. The Company monitors revenue in each of our two reportable segments as a key measure of success in addressing our clients’ needs. Fee revenues are derived from both recurring and event-driven activity. The level of recurring and event-driven activity the Company processes directly impacts distribution revenues. While event-driven activity is highly repeatable, it may not recur on an annual basis. Event-driven fee revenues are based on the number of special events and corporate transactions the Company processes. Event-driven activity is impacted by financial market conditions and changes in regulatory compliance requirements, resulting in fluctuations in the timing and levels of event-driven fee revenues. Distribution revenues primarily include revenues related to the physical mailing of proxy materials, interim communications, transaction reporting, customer communications and fulfillment services as well as Matrix Financial Solutions, Inc. administrative services.

Recurring fee revenue growth represents the Company’s total annual fee revenue growth, less growth from event-driven fee revenues. We distinguish recurring fee revenue growth between organic and acquired:

- **Organic** – We define organic revenue as the recurring fee revenue generated from Net New Business and internal growth.
- **Acquired** – We define acquired revenue as the recurring fee revenue generated from acquired services in the first twelve months following the date of acquisition. This type of growth comes as a result of our strategy to purchase, integrate, and leverage the value of assets we acquire.

Revenues and Recurring fee revenue are useful metrics for investors in understanding how management measures and evaluates the Company’s ongoing operational performance.

**Record Growth and Internal Trade Growth**

The Company uses select operating metrics specific to Broadridge of Record Growth and Internal Trade Growth in evaluating its business results and identifying trends affecting its business. Record Growth is defined as stock record growth and interim record growth which measure the estimated annual change in total positions eligible for equity proxy materials and mutual fund and exchange traded fund interim communications, respectively, for equities and mutual fund position data reported to Broadridge in both the current and prior year periods. Internal Trade Growth represents the estimated change in trade volumes for Broadridge securities processing clients whose contracts are linked to trade volumes and who were on Broadridge’s trading platforms in both the current and prior year periods. Record Growth and Internal Trade Growth are useful non-financial metrics for investors in understanding how management measures and evaluates Broadridge’s ongoing operational performance within its Investor Communication Solutions and Global Technology and Operations reportable segments, respectively.
Non-GAAP Measures

Adjusted Operating Income, Adjusted Operating Income Margin, Adjusted Net Earnings and Adjusted Earnings Per Share

These Non-GAAP measures reflect Operating income, Operating income margin, Net earnings, and Diluted earnings per share, each as adjusted to exclude the impact of certain costs, expenses, gains and losses and other specified items the exclusion of which management believes provides insight regarding our ongoing operating performance. Depending on the period presented, these adjusted measures exclude the impact of certain of the following items: (i) Amortization of Acquired Intangibles and Purchased Intellectual Property, (ii) Acquisition and Integration Costs, (iii) IBM Private Cloud Charges, (iv) Covid-19 Related Expenses, (v) the Gain on Sale of a Joint Venture Investment, (vi) the Gain on Sale of Securities, (vii) U.S. Tax Cuts and Jobs Act (“Tax Act”) items and (viii) the Message Automation Limited (“MAL”) investment gain. Amortization of Acquired Intangibles and Purchased Intellectual Property represents non-cash amortization expenses associated with the Company's acquisition activities. Acquisition and Integration Costs represent certain transaction and integration costs associated with the Company’s acquisition activities. IBM Private Cloud Charges represent a charge on the hardware assets to be transferred to IBM and other charges related to the IBM Private Cloud Agreement. Covid-19 Related Expenses represent certain non-recurring expenses associated with the Covid-19 pandemic. The Gain on Sale of a Joint Venture Investment represents a non-operating, cash gain on the sale of one of the Company’s joint venture investments. The Gain on Sale of Securities represents a non-operating gain on the sale of securities associated with the Company’s retirement plan obligations. Tax Act items represent the net impact of a U.S. federal transition tax on earnings of certain foreign subsidiaries, foreign jurisdiction withholding taxes and certain benefits related to the remeasurement of the Company’s net U.S. federal and state deferred tax liabilities attributable to the Tax Act. The MAL investment gain represents a non-cash, nontaxable gain on investment from the Company’s acquisition of MAL in March 2017.

We exclude Acquisition and Integration Costs, IBM Private Cloud Charges, Gain on Sale of a Joint Venture Investment, Covid-19 Related Expenses, Gain on Sale of Securities, Tax Act items and the MAL investment gain from our Adjusted Operating income (as applicable) and other adjusted earnings measures because excluding such information provides us with an understanding of the results from the primary operations of our business and enhances comparability across fiscal reporting periods, as these items are not reflective of our underlying operations or performance. We also exclude the impact of Amortization of Acquired Intangibles and Purchased Intellectual Property, as these non-cash amounts are significantly impacted by the timing and size of individual acquisitions and do not factor into the Company's capital allocation decisions, management compensation metrics or multi-year objectives. Furthermore, management believes that this adjustment enables better comparison of our results as Amortization of Acquired Intangibles and Purchased Intellectual Property will not recur in future periods once such intangible assets have been fully amortized. Although we exclude Amortization of Acquired Intangibles and Purchased Intellectual Property from our adjusted earnings measures, our management believes that it is important for investors to understand that these intangible assets contribute to revenue generation. Amortization of intangible assets that relate to past acquisitions will recur in future periods until such intangible assets have been fully amortized. Any future acquisitions may result in the amortization of additional intangible assets.

Free Cash Flow

In addition to the Non-GAAP financial measures discussed above, we provide Free cash flow information because we consider Free cash flow to be a liquidity measure that provides useful information to management and investors about the amount of cash generated that could be used for dividends, share repurchases, strategic acquisitions, other investments, as well as debt servicing. Free cash flow is a Non-GAAP financial measure and is defined by the Company as Net cash flows provided by operating activities less Capital expenditures as well as Software purchases and capitalized internal use software. Reconciliations of such Non-GAAP measures to the most directly comparable financial measures presented in accordance with GAAP can be found in the tables that are part of this presentation.
# Reconciliation of GAAP to Non-GAAP Measures

*(Unaudited)*

<table>
<thead>
<tr>
<th>Dollars in millions</th>
<th>FISCAL YEAR</th>
<th>2020</th>
<th>2019</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating income (GAAP)</strong></td>
<td></td>
<td>$624.9</td>
<td>$652.7</td>
<td>$598.1</td>
<td>$534.0</td>
</tr>
<tr>
<td><strong>Adjustments:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Amortization of Acquired Intangibles and Purchased Intellectual Property</td>
<td></td>
<td>122.9</td>
<td>87.4</td>
<td>81.4</td>
<td>72.6</td>
</tr>
<tr>
<td>Acquisition and Integration Costs</td>
<td></td>
<td>12.5</td>
<td>6.4</td>
<td>8.8</td>
<td>19.1</td>
</tr>
<tr>
<td>IBM Private Cloud Charges</td>
<td></td>
<td>32.0</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Covid-19 Related Expenses</td>
<td></td>
<td>2.4</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Adjusted Operating income (Non-GAAP)</strong></td>
<td></td>
<td>$794.8</td>
<td>$746.5</td>
<td>$688.2</td>
<td>$625.7</td>
</tr>
<tr>
<td>Operating income margin (GAAP)</td>
<td></td>
<td>13.8%</td>
<td>15.0%</td>
<td>13.8%</td>
<td>12.9%</td>
</tr>
<tr>
<td>Adjusted Operating income margin (Non-GAAP)</td>
<td></td>
<td>17.5%</td>
<td>17.1%</td>
<td>15.9%</td>
<td>15.1%</td>
</tr>
</tbody>
</table>

Note: Amounts may not sum due to rounding.
Reconciliation of GAAP to Non-GAAP Measures

(Unaudited)

<table>
<thead>
<tr>
<th>Dollars in millions</th>
<th>FISCAL YEAR</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020</td>
</tr>
<tr>
<td>Net Earnings (GAAP)</td>
<td>$462.5</td>
</tr>
<tr>
<td>Adjustments:</td>
<td></td>
</tr>
<tr>
<td>Amortization of Acquired Intangibles and Purchased Intellectual Property</td>
<td>122.9</td>
</tr>
<tr>
<td>Acquisition and Integration Costs</td>
<td>12.5</td>
</tr>
<tr>
<td>IBM Private Cloud Charges</td>
<td>32.0</td>
</tr>
<tr>
<td>Covid-19 Related Expenses</td>
<td>2.4</td>
</tr>
<tr>
<td>Gain on Sale of a Joint Venture Investment</td>
<td>(6.5)</td>
</tr>
<tr>
<td>Gain on Sale of Securities</td>
<td>-</td>
</tr>
<tr>
<td>Taxable adjustments</td>
<td>163.4</td>
</tr>
<tr>
<td>Tax Act items</td>
<td>-</td>
</tr>
<tr>
<td>MAL investment gain</td>
<td>-</td>
</tr>
<tr>
<td>Tax impact of adjustments (a)</td>
<td>(37.4)</td>
</tr>
<tr>
<td>Adjusted Net earnings (Non-GAAP)</td>
<td>$588.5</td>
</tr>
</tbody>
</table>

(a) Calculated using the GAAP effective tax rate, adjusted to exclude $15.6 million, $19.3 million, and $40.9 million of excess tax benefits associated with stock-based compensation for the fiscal year ended June 30, 2020, 2019, and 2018, respectively, as well as the net $15.4 million charges associated with the Tax Act for the fiscal year ended June 30, 2018. In addition, for the fiscal year ended June 30, 2017, calculated using the GAAP effective tax rate as adjusted to exclude $9.3 million of MAL investment gain.

For purposes of calculating Adjusted earnings per share, the same adjustments were made on a per share basis.

Note: Amounts may not sum due to rounding.
Reconciliation of GAAP to Non-GAAP Measures
(Unaudited)

<table>
<thead>
<tr>
<th>Dollars in millions, except per share amounts</th>
<th>FISCAL YEAR</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020</td>
</tr>
<tr>
<td>Diluted earning per share (GAAP)</td>
<td>$3.95</td>
</tr>
<tr>
<td>Adjustments:</td>
<td></td>
</tr>
<tr>
<td>Amortization of Acquired Intangibles and Purchased Intellectual Property</td>
<td>1.05</td>
</tr>
<tr>
<td>Acquisition and Integration Costs</td>
<td>0.11</td>
</tr>
<tr>
<td>IBM Private Cloud Charges</td>
<td>0.27</td>
</tr>
<tr>
<td>Covid-19 Related Expenses</td>
<td>0.02</td>
</tr>
<tr>
<td>Gain on Sale of a Joint Venture Investment</td>
<td>(0.06)</td>
</tr>
<tr>
<td>Gain on Sale of Securities</td>
<td>-</td>
</tr>
<tr>
<td>Taxable adjustments</td>
<td>1.40</td>
</tr>
<tr>
<td>Tax Act items</td>
<td>-</td>
</tr>
<tr>
<td>MAL investment gain</td>
<td>-</td>
</tr>
<tr>
<td>Tax impact of adjustments (a)</td>
<td>(0.32)</td>
</tr>
<tr>
<td>Adjusted earnings per share (Non-GAAP)</td>
<td>$5.03</td>
</tr>
</tbody>
</table>

(a) Calculated using the GAAP effective tax rate, adjusted to exclude $15.6 million, $19.3 million, and $40.9 million of excess tax benefits associated with stock-based compensation for the fiscal year ended June 30, 2020, 2019, and 2018, respectively, as well as the net $15.4 million charges associated with the Tax Act for the fiscal year ended June 30, 2018. In addition, for the fiscal year ended June 30, 2017, calculated using the GAAP effective tax rate as adjusted to exclude $9.3 million of MAL investment gain.

Note: Amounts may not sum due to rounding.
Reconciliation of GAAP to Non-GAAP Measures *(Unaudited)*

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Dollars in millions</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net cash flows provided by operating activities (GAAP)</td>
<td>$598.2</td>
<td>$617.0</td>
<td>$693.6</td>
<td>$515.9</td>
<td>$437.7</td>
<td>$431.4</td>
<td>$387.7</td>
</tr>
<tr>
<td>Capital expenditures and Software purchases and capitalized internal use software</td>
<td>(98.7)</td>
<td>(72.6)</td>
<td>(97.9)</td>
<td>(113.7)</td>
<td>(75.5)</td>
<td>(66.0)</td>
<td>(53.4)</td>
</tr>
<tr>
<td><strong>Free cash flow (Non-GAAP)</strong></td>
<td><strong>$499.5</strong></td>
<td><strong>$544.4</strong></td>
<td><strong>$595.7</strong></td>
<td><strong>$402.2</strong></td>
<td><strong>$362.2</strong></td>
<td><strong>$365.4</strong></td>
<td><strong>$334.3</strong></td>
</tr>
</tbody>
</table>

Note: Amounts may not sum due to rounding.
## Reconciliation of Non-GAAP to GAAP Measures – Fiscal Year 2021 Guidance

*(Unaudited)*

<table>
<thead>
<tr>
<th>FISCAL YEAR 2021</th>
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</thead>
<tbody>
<tr>
<td>Adjusted Earnings Per Share Growth and Adjusted Operating Income Margin</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FY21 Adjusted Earnings Per Share Growth Rate (a)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diluted earnings per share - GAAP</td>
</tr>
<tr>
<td>Adjusted earnings per share - Non-GAAP</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FY21 Adjusted Operating Income Margin (b)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income margin % - GAAP</td>
</tr>
<tr>
<td>Adjusted Operating income margin % - Non-GAAP</td>
</tr>
</tbody>
</table>

(a) Adjusted earnings per share growth (Non-GAAP) is adjusted to exclude the projected impact of Amortization of Acquired Intangibles and Purchased Intellectual Property, Acquisition and Integration Costs, Real Estate Realignment and Covid-19 Related Expenses, Investment Gain and Software Charge, and is calculated using diluted shares outstanding. Fiscal year 2021 Non-GAAP Adjusted earnings per share guidance estimates exclude, net of taxes, approximately $1.15 per share.

(b) Adjusted Operating income margin (Non-GAAP) is adjusted to exclude the projected impact of Amortization of Acquired Intangibles and Purchased Intellectual Property, Acquisition and Integration Costs, Real Estate Realignment and Covid-19 Related Expenses, and Software Charge. Fiscal year 2021 Non-GAAP Adjusted Operating income margin guidance estimates exclude, net of taxes, approximately $142 million.
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