

Commodities & Commercial Markets

Data, Analytics & Vertical News

High-Value Information that Addresses Key Sectors of the Global Economy

Commodities & Commercial Markets' brands—Platts, J.D. Power, and McGraw Hill Construction—are leading sources of high-value information, data, analytical services, and benchmarks that address customers' needs in the energy and construction markets and the automotive industry. With its emphasis on providing timely, comprehensive, and reliable business information, Commodities & Commercial Markets is strengthening its core products and services, extending capabilities to existing customers, and meeting new customer needs through innovative solutions.

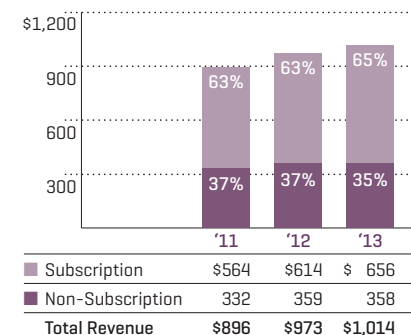
How Commodities & Commercial Markets Generates Revenue

Real-time news, market data and price assessments, along with other print and digital information products, primarily serving the energy and construction markets and the automotive industry [subscription revenue]

Syndicated and proprietary research studies, advertising, consulting engagements, and events [non-subscription revenue]

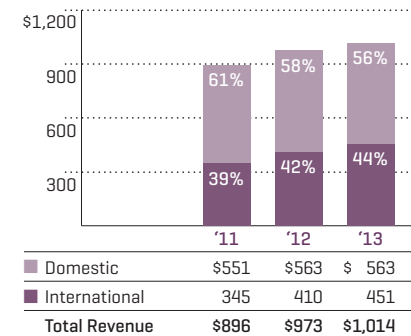
Revenue: Subscription/Non-Subscription

(dollars in millions)



Revenue: Domestic/International

(dollars in millions)



Notes: The Broadcasting Group was sold in 2011 and was reclassified as a discontinued operation. It is excluded from results for 2009-2011.

Aviation Week was sold in 2013. Segment results include Aviation Week through August 1, 2013.

In March 2014, McGraw Hill Financial announced plans to pursue strategic alternatives for McGraw Hill Construction

Commodities & Commercial Markets' data, analytics, and related research are embedded in the decision-making process for customers and companies in key sectors of the global economy. This group is expanding its business model to include additional benchmarks and workflow tools that allow its customers to further improve and grow their businesses.



Platts provides essential price data, analytics, and industry insight that enable commodities markets to perform with greater transparency and efficiency



J.D. Power provides essential consumer intelligence to help businesses measure, understand, and improve the key performance metrics that drive growth and profitability



McGraw Hill Construction provides essential data, news, insights, and intelligence to better inform construction professionals' decisions and strengthen their companies' market positions

Platts, J.D. Power, and McGraw Hill Construction provide essential data and benchmark information to the energy and construction markets and the automotive industry

Platts

Commodity Pricing, Analytics & Industry Insight

Enabling Commodity Markets to Perform with Greater Transparency and Efficiency

Platts is a leading independent provider of energy, petrochemicals, metals, and agriculture information and a premier source of benchmark price assessments for those commodity markets. With more than a century of business experience, Platts provides market reports, real-time news and price information, and end-of-day market data to more than 10,000 private- and public-sector customers across more than 180 countries.

Platts has benefited from strong fundamental growth and globalization of commodity markets. Physical commodity market drivers include:

Price volatility: Reinforces the need for price discovery

A growing futures market: Platts benefits as more futures contracts are written that use its pricing information

Increasing global energy market: Long-term growth trends as energy consumption increases the overall market

Trading in physical commodities: As trade flows grow, so does the need for more transparency and pricing information

How Platts Generates Revenue

Subscriptions for proprietary market information, market reports, real-time services, and analytics [subscription revenue]

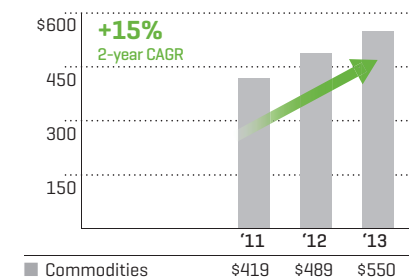
Licensing fees from exchanges and clearing houses for the right to use Platts' data and brand name in trading operations for derivative contracts [subscription and non-subscription revenue]

Conferences and events across all commodity markets served by Platts [non-subscription revenue]

www.platts.com

Revenue: Commodities (Platts)

(dollars in millions)



Approximately 90% of Platts' revenue is based on subscription products that have a renewal rate of nearly 95%

Platts is McGraw Hill Financial's most global business with 60% of its revenue coming from outside the U.S.

Recent Acquisitions Advance Platts' Position in Established and Emerging Commodity Markets

From its beginnings in petroleum, Platts has successively expanded its coverage to include petrochemicals, metals, shipping, and other commodity markets.

North American Natural Gas Markets

Bentek [2011]

Bentek Energy offers fundamental data and proprietary analytical products to North America's natural gas, liquefied natural gas (LNG), oil, and natural gas liquid (NGL) sectors. This acquisition expanded Platts' expertise in fundamental market analysis.

Steel, Iron Ore & Metals

Steel Business Briefing Group [2011]

The acquisition of the Steel Business Briefing Group and its pricing unit, The Steel Index, established Platts' leadership in metals. Platts now publishes more than 850 price points for steel and related raw materials.

Sugar & Biofuels Markets

Kingsman [2012]

Kingsman is a global brand for sugar market data and analytics. The acquisition deepened Platts' capabilities in biofuels and provided a foothold for additional growth opportunities in the global agricultural markets.

European Natural Gas Markets

Eclipse Energy Group [2014]

Advancing its strategy of linking price information and market fundamentals, Platts acquired the Eclipse Energy Group, a European-based provider of data and analysis on the European gas, power, and global LNG markets.

Platts: Comprehensive Coverage Across Commodity Markets

How Markets Use Platts' Price Assessments

According to industry estimates, Platts' price assessments are the basis for billions of dollars of transactions annually in the physical and futures markets:

Buyers, sellers, and traders use them as a basis for pricing spot transactions and term contracts

Risk managers use them to settle contracts and to place a market value on the product[s] they hold

Analysts use them to identify trends and patterns in supply and demand

Governments reference them to formulate royalty payments and retail prices

Exchanges and investors use them to price derivatives contracts



Agriculture



Coal



Electric Power



Metals



Natural Gas



Oil



Petrochemicals



Shipping

Platts Serves Every Link in the Supply and Demand Chain

Commodity Markets: Platts' Expanding Coverage

Large and complex markets

Crude Oil / Refined Products
Natural Gas
Electricity / Power
Coal
Shipping
Petrochemicals

New areas of focus

Agriculture (sugar / ethanol / biofuel)
Liquefied Natural Gas
Metals

Customers: Who Uses Platts

Customers who have high exposure to commodities prices or need to procure and/or sell physical commodities

Trading Companies
Producers (energy, miners, farmers)
Processors (refineries, mills, utilities)
Storage & Transportation Companies
Distributors (industrial suppliers, steel fabricators, food wholesalers)
End users (manufacturers, airlines)
Financial Institutions
Exchanges
Brokers
Governments
Law and Consulting Firms

Functions: Workflows Platts Supports

Trading workflow functions

Procurement
Supply
Trading
Risk Management
Settlement / Accounting

Business decisions

Strategic Planning
Business Development
Exploration & Production Operations
Regulatory / Policy
Legal
Mergers & Acquisitions

The strength of Platts' market information enables customers to identify opportunities to profit from market movements and better manage risk

Platts

Flexible Delivery of Data and Analytics Supports Diverse Client Workflows

Platts' Products & Services

Platts leverages technology to offer flexible delivery of data and analytics through online platforms, direct data feeds, and partnerships with real-time vendors.

Real-Time News & Market Alerts: News, market commentary, and price assessments offer up-to-the-minute market insight

Price Assessments & Indices: Platts' market data packages include thousands of daily prices, forward curves, and third-party data

Market Reports: More than 50 publications cover the energy, petrochemicals, metals, and agriculture markets

Maps & Geospatial: Proprietary global energy infrastructure maps help customers visualize and evaluate capital investment opportunities

Conferences: More than 50 conferences held around the globe help industry executives connect and discuss market trends and industry issues

Delivery Platforms

Platts Market Center

Platts on the Net

Platts XML Direct

Distribution Partners

Thomson Reuters

GlobalView

Morningstar

SunGard

Bloomberg

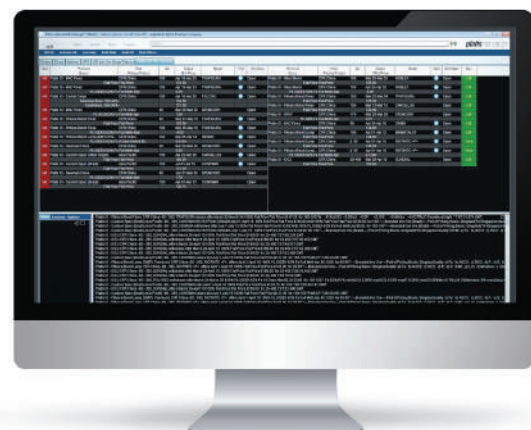
and others

Platts' Price Assessments: Transparent and Independent

Two key elements that build confidence in the price assessment process are quality market data and appropriate methodologies to analyze that data to yield a representative market value.

Platts Market-On-Close (MOC) is the process Platts' editors use to assess prices for crude oil, petroleum products, and related swaps. The MOC is a highly transparent process in which bids, offers, and transactions are submitted by participants to Platts' editors and published in real time throughout the day until the market close. Following the close, Platts' editors examine the data gathered through the day, conduct their analysis, and develop price assessments that reflect an end-of-day value

Platts eWindow is an online communication tool that allows MOC participants to instantly communicate bids, offers, and other deal information to Platts' editors and others in the market. It shows market activity in real time, providing a clear view of both buying and selling



View Platts MOC Process

investor.mhfi.com

Platts P4D: A Web-based Analytical Platform for Oil Market Data

Platts P4D is a Web-based analytical platform for oil market data that makes the entire history of Platts eWindow market data available to explore and analyze.

Interactive graphs, charts, and tables allow users to view all the named bids, offers, and trades submitted through Platts eWindow

Transparent and flexible, P4D enables users to drill down into minute-by-minute price action to see what has been traded, by whom, and at what price

The tool is also fully configurable and allows users to display historical patterns of behavior, along with price and activity relationships



View Platts P4D Demo Filmed at MHFI's 2014 Investor Day

investor.mhfi.com

Platts' Price Assessments

Growing Market Use of Reference & Benchmark Prices and Cash-Settled Futures

Essential Intelligence: From Price Reference to Price "Benchmark" Status

Platts publishes thousands of daily price assessments and is a key source of pricing intelligence. As the world's diverse energy markets continue to evolve, Platts' innovations in price discovery and information delivery have provided solutions to pricing challenges and helped build Platts' reputation as a leading provider of energy price information. Market participants generally utilize one or two benchmarks, with futures settled against one. Platts places an emphasis on supporting its "benchmarks."

Reference prices: Market participants use Platts' price assessments to negotiate contracts and analyze price trends

Benchmark prices: Today, many of Platts' price assessments are considered "benchmarks" and are used to settle contracts. Market participants use Platts' price assessments in bilateral contracts that use floating prices linked to a benchmark index. This enables buyers and sellers to manage risk of temporary price movements

Cash-settled futures: Exchanges use Platts' prices to settle futures contracts in lieu of physical deliveries. Cash settlement reduces transaction costs incurred in the physical delivery of a commodity

Exchange Partners

Platts' data have been licensed to exchanges and other entities for listing, trading, and clearing purposes, including:

CME Group
IntercontinentalExchange
LCH.Clearnet
NASDAQ OMX

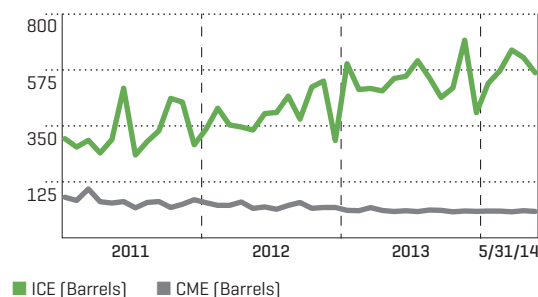
Singapore Exchange
Tokyo Commodity
Exchange

Oil Benchmarks

Platts' Dubai price assessment is a leading benchmark for Middle Eastern crude sold in Asia. Platts' Brent price assessment is estimated to be used as a benchmark to price more than 60% of the world's total crude oil.

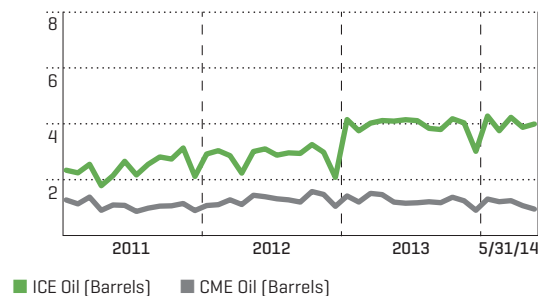
Dubai Crude Oil Trading Volumes

Platts Dubai-related trading volumes cleared by ICE and CME (in millions)



Oil Trading Volumes Based on Platts' Price Assessments

Platts-based trading volumes cleared by ICE and CME (in billions)



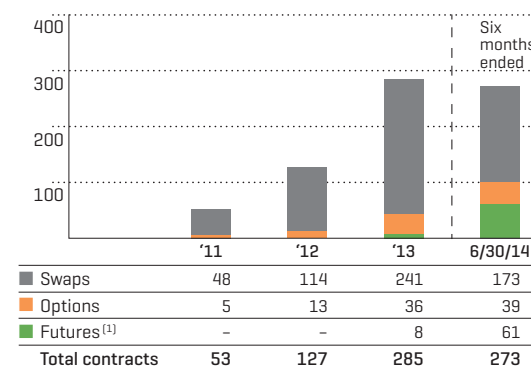
Sources: IntercontinentalExchange, CME Group

Bulk Commodities

More than 90% of iron ore contracts based on The Steel Index (TSI) are cleared on the Singapore Exchange.

Iron Ore Trading Volumes based on Platts' The Steel Index 62% Fe Iron Ore Fines

(Cleared volume in metric tons; in millions)



Note: Trading volumes cleared on SGX, CME, LCH.Clearnet, and NOS Clearing

[1] Futures began trading in April 2013

Sources: Singapore Exchange, CME Group, LCH.Clearnet, NOS Clearing

New Assessments and Benchmarks in Freight and Agriculture

Freight: Platts recently launched more than 65 daily dry freight price assessments for metals, agricultural, and other commodities

Agriculture: Kingsman sugar indices are the de facto benchmark of the world's sugar spot market

*CME Group and IntercontinentalExchange (ICE) list more than 700 Platts-based oil, gas, coal, metals, and freight contracts**

* Data as of 5/31/2014

Recognizing Excellence. Driving Results.

J.D. Power captures the opinions and perceptions of millions of consumers annually. Its data and insights are used by companies worldwide to improve quality, satisfaction, and business performance, while its ratings aid consumers in making more informed purchasing decisions.

Through an unrivaled 360-degree view of the customer, J.D. Power identifies the key drivers of the customer experience, measures their importance, and prioritizes recommendations that clients integrate into their future product planning processes.

In emerging markets such as China, Brazil, and India, J.D. Power is expanding its product and service offerings to support the growth of both global and indigenous clients. In fact, J.D. Power has emerged as McGraw Hill Financial’s single-largest business operation in China.

J.D. Power has a solid brand reputation. Its research findings generate high visibility in the media. Clients around the world that rank highest in J.D. Power’s independent, industry-wide syndicated studies often leverage the J.D. Power brand in their marketing and advertising programs. This widespread exposure benefits both J.D. Power’s clients and J.D. Power by creating new business opportunities.

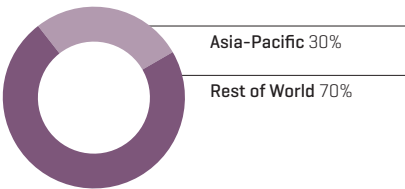
www.jdpower.com

How J.D. Power Generates Revenue

Subscriptions for data-driven solutions

Contracts for research studies, brand licensing, consulting, and training

J.D. Power’s Revenue: Approximately 30% is from Asia-Pacific



J.D. Power’s Industry Solutions

Syndicated Studies and Brand Licensing

Independent quality and satisfaction studies

Industry benchmarking

Digital experience evaluations

Brand licensing for award recipients

Proprietary Studies

Customized, company-specific research:

Mystery shopping

Tracking programs

Social media insights and text analytics

Business Data and Analysis Tools

Subscriptions:

Data-driven solutions based on point-of-sale transactions from the Power Information Network® [PIN]

Consulting and Training

Cross-industry, best-practices research

Retail performance improvement

Customer service and support certification programs

Contact center solutions

J.D. Power’s data and insights are used by companies worldwide to improve quality, satisfaction, and business performance

J.D. Power's Power Information Network: Competitive Real-Time Intelligence for Automotive Manufacturers and Retailers

The Power Information Network® (PIN) from J.D. Power provides real-time automotive information and decision-support tools based on the collection and analysis of daily new- and used-vehicle retail transaction data from thousands of automotive franchises. Details from these transactions are evaluated to create products that focus on key measures, including price, cost, profit, finance, lease, and trade-in values.

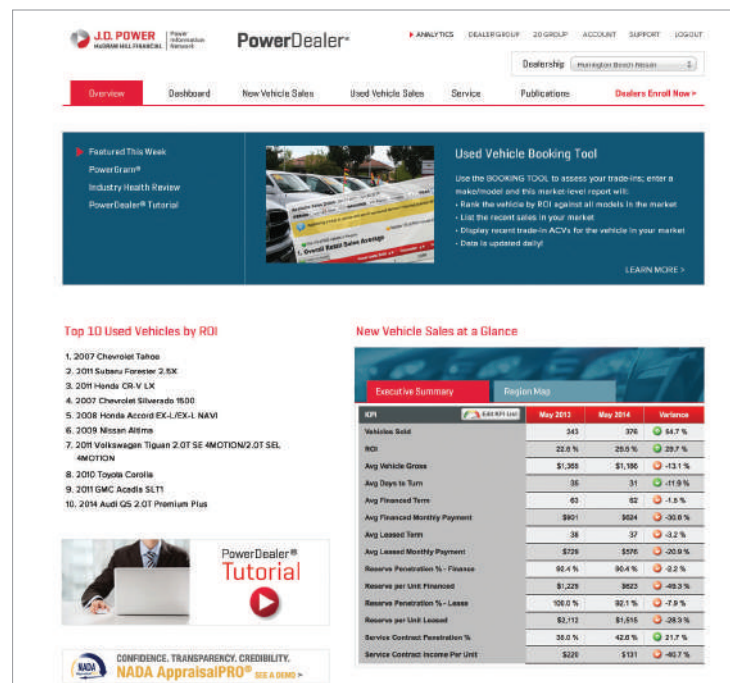
Automotive Manufacturers

PIN Explorer® is a dynamic reporting tool that enables users to perform competitive analyses, track new-product introductions, conduct market comparisons, and isolate weaknesses and strengths.

PIN Navigator® is a reporting tool designed specifically for the auto finance industry, combining credit scores, new- and used-vehicle sales data, and financial transaction data on a weekly basis by market and by nameplate.

Automotive Dealers in the U.S. and Canada

PIN's **PowerDealer®** is a highly accurate online source for analytical tools and decision-support products that enable dealerships to compare their operation to their market region, improve profitability, and help make effective and informed business decisions.



PowerDealer is a web-based application with specially designed dealer-specific and market comparison reports

Industry Research Practice Areas

Automotive

Energy

Financial Services

Government

Healthcare

Home Improvement

Insurance

Telecommunications

Travel and Leisure

918 million ad impressions* in 2013



Clients ranked highest in J.D. Power's syndicated studies can leverage the J.D. Power brand in their marketing and advertising programs

* Print ads in consumer magazines, trade magazines, and newspapers

View PIN's PowerDealer Demo
Filmed at MHFI's 2014 Investor Day

investor.mhfi.com

McGraw Hill Construction

Data, Analytics & Insight for the Design and Construction Industry

Essential Intelligence to Build On

Serving more than one million customers across the global design and construction industry, McGraw Hill Construction provides essential data, news, insights, and intelligence to better inform construction professionals' decisions.

Its leading brands—Dodge, Sweets, *Architectural Record*, and *Engineering News-Record*—enable customers to size market opportunities, prioritize prospects, target and build relationships, and strengthen their market position.

www.construction.com

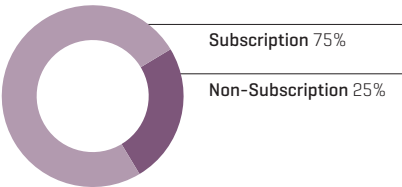
How McGraw Hill Construction Generates Revenue

Global construction data and analytics solutions

U.S. market trends, research, and forecasts

Industry-leading vertical news, events, and benchmarks

McGraw Hill Construction's Revenue Mix



Approximately 75% of McGraw Hill Construction's revenue is based on subscriptions to data and analytical products

Global Construction Project Data Underpins the Dodge Analytics Suite

Timely Project Data and Job Leads for Contractors

Dodge BidPro™ is a Web-based dashboard that delivers timely project data directly to contractors enabling them to monitor and react to job leads from wherever they are working. The service extracts bidding projects from the proprietary Dodge database and delivers project information that can be screened locally, regionally or nationally, by project type and value, and by contractor's specialty trade.

Mobile app is available for Apple and Android customers.

Forecast Data for Industry Executives

Dodge MarketShare™ is a Web-based product that enables construction industry executives to forecast more accurately. Powered by the data in Dodge Reports, Dodge MarketShare offers a rich, historical database of project starts as well as forecast data based on relevant market insight and viewpoints from Dodge's team of economists and research analysts.

Industry Relationship Data for Driving Business Growth

Dodge BuildShare® is a Web-based diagnostic platform that identifies key relationships between industry firms and connects them to construction projects, delivering competitive market share analysis and enabling customers to build relationships for growth. Dodge BuildShare's digital dashboards analyze existing relationships among more than 250,000 active owners, contractors, and design and engineering firms.

Industry Customers

- Owners
- Architects
- Engineers
- Contractors
- Subcontractors
- Building Product Manufacturers and Distributors
- Commercial Real Estate Firms
- Financial Services Firms

McGraw Hill Construction is the sole private source of construction project data for the U.S. Census Bureau's Value of Construction Put-in-Place, a key measure of construction spending used to calculate the U.S. Gross Domestic Product

McGraw Hill Construction is generating growth opportunities and deepening customer relationships by investing in its business intelligence platform. Customers are integrating these premium subscription services into their daily workflow for timely access to essential news, research, data, and analytical tools.



Global Data

Detailed coverage of local, national, and international construction projects with Dodge reporters in more than 80 major metro areas.

Dodge U.S.: 500,000 projects with 5,500 daily updates and 65,000 digitized plans and specifications

Dodge International: More than 20,000 projects with a valuation of more than \$6 trillion

Dodge Suite

Dodge Global Network

Dodge MarketShare™

Dodge BuildShare®

Dodge SpecShare®

Dodge BidPro™

Dodge International

Dodge Construction Forecast

Dodge Research

Dodge DocuPro™



Research, Analytics & Benchmarks

Actionable market intelligence and insight from Construction's team of leading industry economists help customers better understand their markets, the economy, and key industry trends.

Proprietary, comprehensive research, analysis, and forecasts to assist in business decisions

Web-based analytics dashboards

Dodge Momentum Index

A first-of-its-kind, 12-month leading indicator of construction spending based on first-issued planning reports for non-residential building.

The Index is issued monthly and is based on a 91% correlation between construction planning reports, as reported by Dodge, and the U.S. Commerce Department's Put-in-Place spending over the past 10 years



Vertical News

Award-winning editorial plus a strong media portfolio—online, in print, and through events—enable the design and construction industry to stay informed, share, and connect.

Architectural Record

Engineering News-Record (ENR)

ENR Rankings

Sweets® & SNAP

Industry Events

Sweets

Sweets is the design and construction industry's source for building product information.

Registered users can view and download catalogs, specifications, BIM (Building Information Modeling) and CAD (Computer-Aided Design) models, and installation instructions for more than 20,000 products

More than 240,000 registered users