

# THE PURPLE

A DATAEND RESEARCH PUBLICATION

ISSUE 8 Special Edition: The COVID-19 Impact

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As COVID Unfolds, These Securities Heat Up

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Short-Selling Bans Drive Down Lending Revenue

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## DEAR READERS,

Pandemic. Mortality. Existentialism. These are not words typically found in an introduction to a finance magazine. Neither are virus, isolation and quarantine. Nonetheless, this is exactly where we find ourselves today—most of us still working remotely, having perfected the business continuity playbook for the last eight months and counting.

Hope. Vaccine. Treatment. Recovery. Survival. These are the words we all want to use. As you read this latest edition of *The Purple*, you will find some common themes, and not surprisingly many are related to the pandemic.

As the pharmaceutical industry races to find a cure as well as mass produce treatments, tests and PPE, the volatility in some of these companies' stock prices has been remarkable. While overall securities lending returns have waned, individual stocks, as well as some themes and trends, have presented significant opportunity. We cover this in detail in this special issue.

Meanwhile, we are all learning to live with the virus. This seems to be the way forward. In fact, we live with many viruses: HIV, EBV and hantavirus (to name a few... there are plenty more) are examples of viruses without a vaccine. We have developed treatments for each, but there are no cures. Perhaps this is the way out of this situation with COVID-19. Social distancing, mask wearing when necessary and intensive cleaning are just a few examples of the tools we'll need to use in order to return to the office and return to a new normal. And, who knows, maybe we'll be lucky enough to have a vaccine at some point in the near future. We all hope so!

In the meantime, please enjoy *The Purple*!

Godspeed, and stay safe!

**Brian Lamb**  
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## DEAR READERS,

It has been some time since we published a complete edition of *The Purple*! Like all things in 2020, we had to adapt to an ever-changing environment. We quickly recognized that during these challenging times, transparency, made possible through the availability of data and market intelligence, was more important than ever.

To support our clients and the broader marketplace, DataLend began publishing publicly available daily market updates (check out our Twitter account for updates @DataLend), we offered extended trials of the DataLend product and provided more regular and timely thought-leadership articles.

We also moved to releasing quarterly revenue updates and participated in numerous industry events to provide detailed market overviews to the broader community. We hope that these steps helped to make the upheaval of the first few months of the pandemic a little less hectic for you all.

We will continue with all of these initiatives; however, we thought it was time to bring back something considered "normal" to DataLend: a new edition of *The Purple*! With the COVID-19 pandemic still top of mind for most, we have dedicated Issue 8 of *The Purple* to analyzing the impact of the pandemic on the financing markets. In this issue, we explore the impact of the various short-selling bans, highlight securities and sectors most impacted by the pandemic and provide a holistic view of demand and revenue over the last three quarters.

Who knows what the next quarter will bring (hopefully a vaccine!). Regardless, you can count on continued data transparency and coverage from DataLend. We hope that you and your families stay safe and that this pandemic will be behind us soon.

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# AS COVID UNFOLDS, THESE SECURITIES HEAT UP

By David Poulton & Keith Min, DataLend Product Specialists

**SEVERAL OF THE** top-earning stocks in the securities lending market this year made their way to the list due to some impact of the COVID-19 pandemic. Among the top five are Carnival Corp, which faced a \$3 billion loss in the third quarter following a months-long No Sail Order, and Inovio Pharmaceuticals, which faced ups and downs as the company strove to develop a coronavirus vaccine.

Throughout the COVID pandemic, a number of industries have been roiled, from pharma, which is working to develop a vaccine, to transportation, which flatlined as the world went into lockdown. Even the communications industry was hit in certain areas; the dating app market, for example, was negatively impacted as social distancing rules and general apprehension precluded socializing as we know it. DataLend analyzed key sectors and securities impacted by the coronavirus pandemic in this look-back over the first three quarters of 2020—from the calm before the storm through to today.

One of the top-earning “COVID securities” in 2020 is **INOVIO PHARMACEUTICALS INC (INO)**, which experienced a “biotechnology rollercoaster ride” as world events and news related to the firm’s potential coronavirus vaccine unfolded. The daily revenue generated in the securities lending market by this security closely mapped the global ebbs and flows of COVID cases, with numbers rising to a peak in July before dropping off over the summer months, followed by a second wave more recently.

INO utilization fluctuated between 77% and 99% from

March through September as the firm revealed a series of updates regarding its Phase 1 trial of a candidate vaccine. On-loan and total lendable balances grew over the same period as securities lenders turned their attention to this security. The security price peaked at \$31.69 in July before dropping off more recently as anticipation of Phase 2-3 trials was muted following a “partial clinical hold” placed by the U.S. Food and Drug Administration (FDA) in September. Through the end of Q3 this year, INO has generated more than \$47 million in revenue for lenders. For more information on INO, see Figures 1, 2 and 3.

In the Communications/Interactive Media sector, the #1 revenue earner over the first three quarters of 2020, with \$123.9 million in lending revenue, was **MATCH GROUP INC (MTCH)**, as depicted in Figure 4. Stock in the online dating company, which reportedly controls over 60% of the dating app market across dozens of brands, faced downward pressure in the first quarter as the CEO stepped down in late January following a Q4 earnings miss. Between mid-January and mid-March, the security price dropped from \$92 to \$50 a share as lockdowns and other social distancing measures were implemented (see Figure 5). Analysts and consumers alike were skeptical of the prospects of dating apps during a global pandemic. Further, a GDPR data breach in early April did not help the case. Lending revenue spiked from April through July.

The end of March and the full second quarter showed

FIGURE 1. INO UTILIZATION (%)

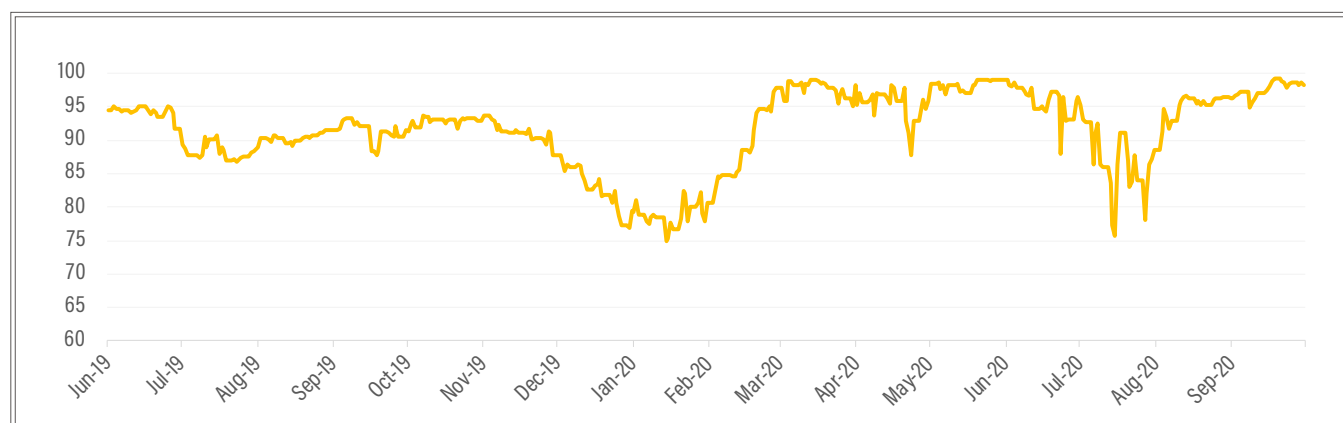
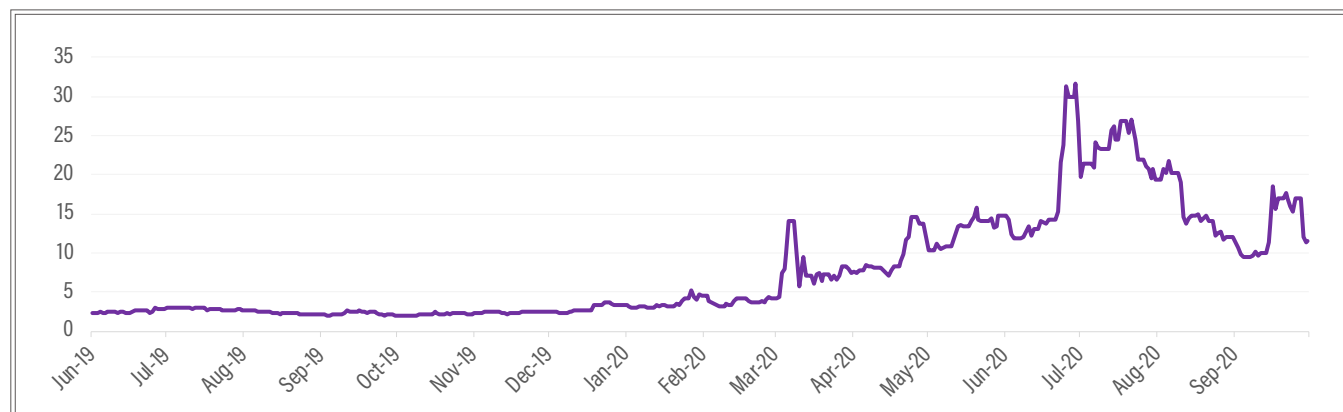


FIGURE 2. INO PRICE PER SHARE (USD)



much more promise for Match Group as government assistance programs and a Q1 earnings beat helped to steadily increase the security price to over \$100 a share. Short activity followed, with average fees exceeding 1,000 bps leading to a dramatic revenue accumulation for the first half of 2020.

After a July spinoff from parent company Interactivecorp (IAC), the security has settled toward GC fees with utilization now under 10% amidst a recovery to pre-COVID levels of Match's services.

Transportation companies are having to reinvent, and sometimes restructure, themselves to coax consumers out of their homes. As of now, it looks like it may be months or years before passengers and revenue return to pre-pandemic levels.

From most airlines trimming operations and furloughing staff, to full-blown bankruptcy in the case of Hertz, so-called BEACH companies (Booking, Entertainment & Live Events, Airlines, Cruises & Casinos, Hotels & Resorts) within this sector are some of the most negatively impacted. Looking at a few securities in this sector, including **American Airlines** (AAL), **Lufthansa** (LHA GR), **Hertz** (HTZ), **Cathay Pacific** (293 HK), **Air France** (AF FP) and **Norwegian Air Shuttle** (NAS NO), they all display similar trends in revenue and utilization with corresponding drops in security prices since the pandemic took hold. The two biggest securities lending earners so far this year are LHA GR and AAL, with \$33.8 and

\$32.6 million in revenue, respectively.

Lufthansa, one of the top 5 equity earners in EMEA, was on the brink of bankruptcy in May as global lockdowns became commonplace. Even after a 9 billion euro bailout at the end of June, the airline was still heavily utilized at over 90% recently, although fees had retreated from their 1,500 bps high from early July. With Ryanair challenging the bailout of Lufthansa and lay-offs reported as recently as the end of September, the second-largest airline in Europe will be one to watch in the coming months as the pandemic continues to unfold.

American Airlines, reportedly considered one of the most at-risk U.S. airlines, entered COVID with higher-than-average debt levels. Although pre-COVID fees were at GC levels, the security already had a high utilization of over 50%, suggesting the U.S. airline was already under the microscope. Despite receiving government assistance, average fees quickly spiked to over 1,500 bps in May before tapering back to their warm levels today. However, with utilization remaining above 90%, there may be more to come with American Airlines. See Figures 6, 7 and 8 for more on the Transportation sector.

These are just a few of the securities highly impacted by the COVID pandemic. Stay tuned for future updates from DataLend as the world-wide recovery takes shape and plays out in the securities lending markets.

The data used in this article has been compiled using the DataLend Excel Add-In tool, which provides access to historical data to subscribers instantly, right in Excel. Please contact us at [sales@equilend.com](mailto:sales@equilend.com) to learn more.

FIGURE 3. INO DAILY REVENUE (USD)

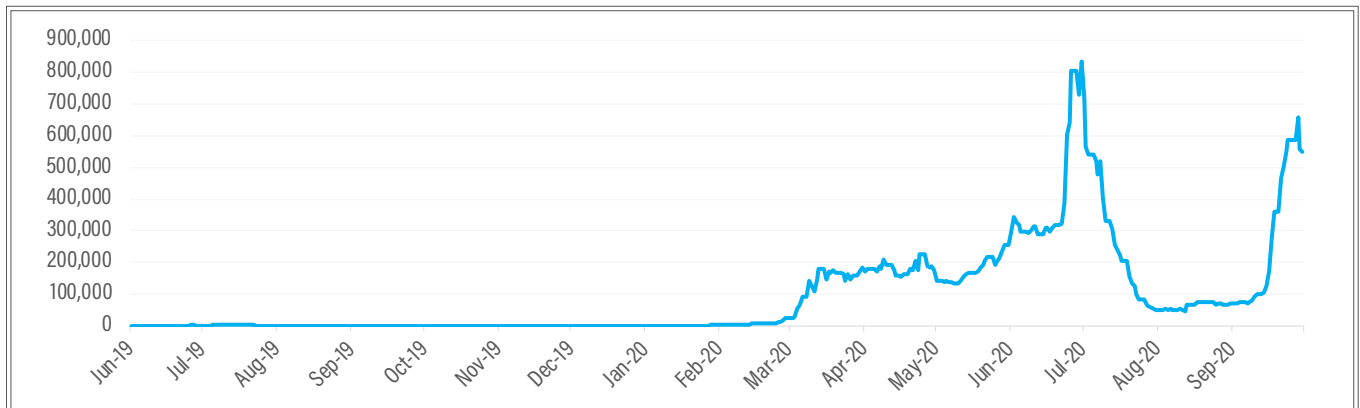


FIGURE 4. MTCH PRICE PER SHARE (USD)

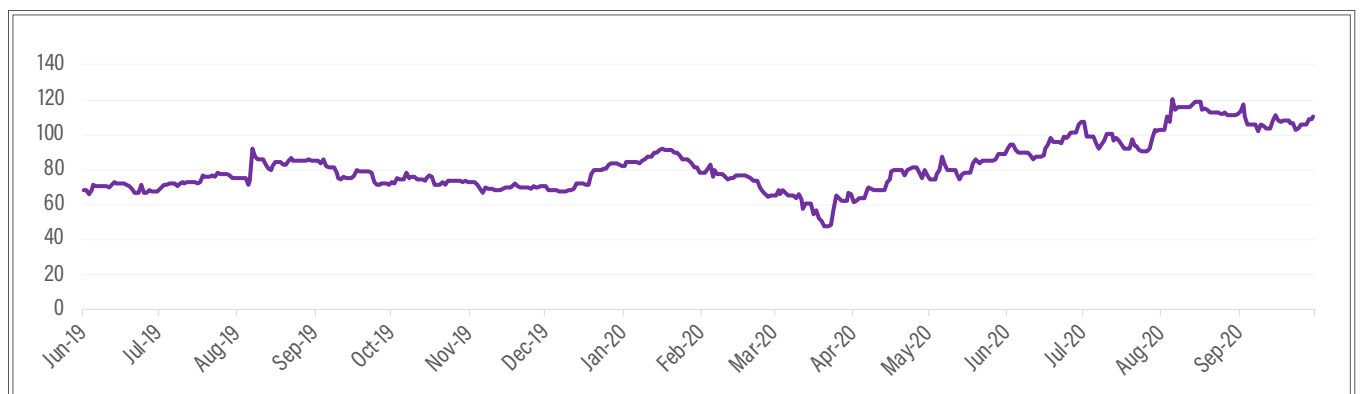


FIGURE 5. MTCH DAILY REVENUE (USD)

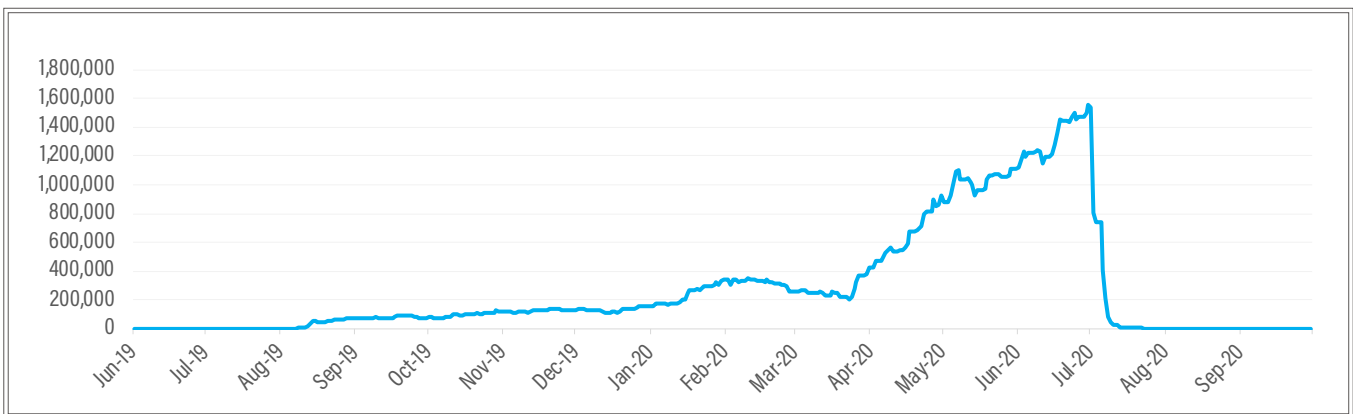


FIGURE 6. TRANSPORTATION SECTOR PRICE PER SHARE, Q1 - Q3 2020 (USD)

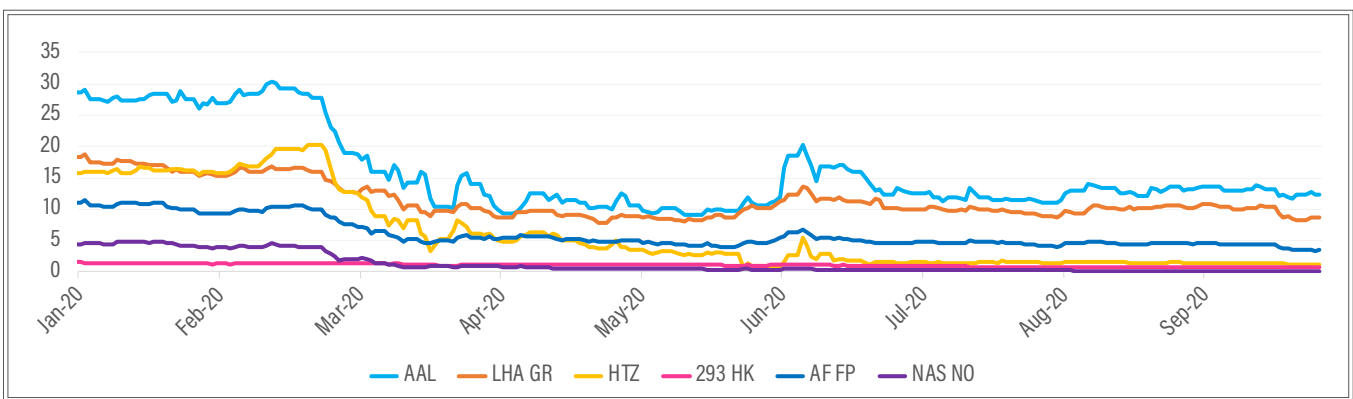


FIGURE 7. AMERICAN AIRLINES, LUFTHANSA &amp; HERTZ DAILY LENDING REVENUE, Q1 - Q3 2020 (USD)

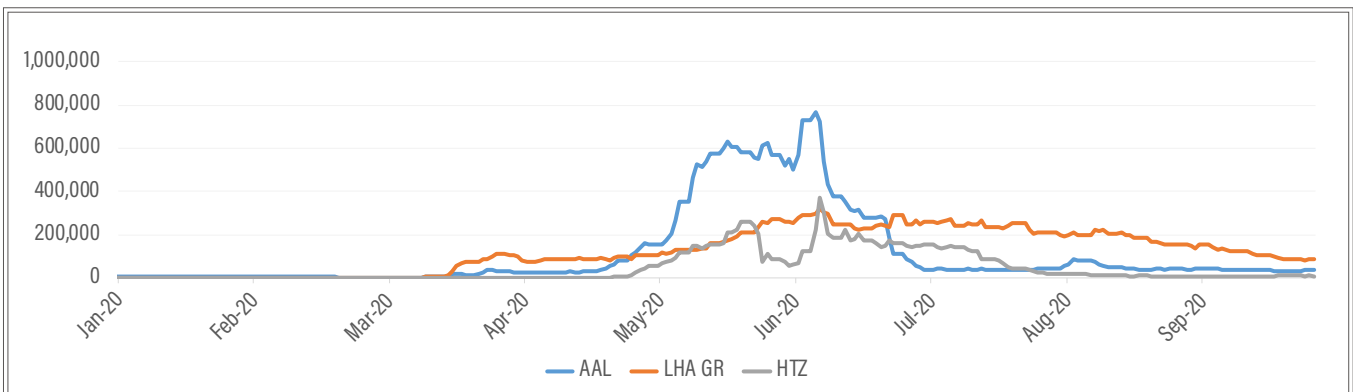
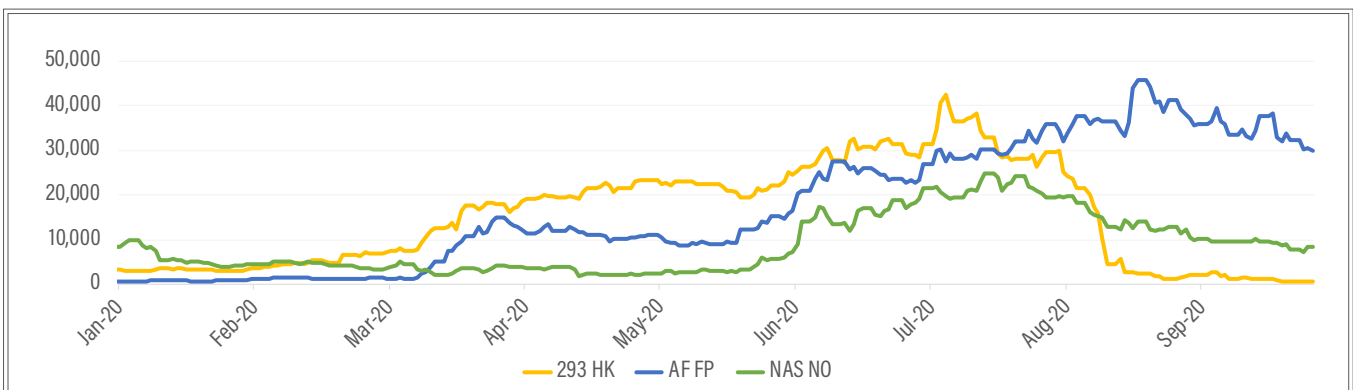


FIGURE 8. CATHAY PACIFIC, AIR FRANCE &amp; NORWEGIAN AIR SHUTTLE DAILY LENDING REVENUE, Q1 - Q3 2020 (USD)



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# SHORT-SELLING BANS DRIVE DOWN LENDING REVENUE

By Dimitri Arlando, DataLend Product Specialist

**IN TIMES OF CRISIS**, some regulators have implemented bans on short selling in the belief that it would provide stability to markets where stock prices have tumbled. March 2020 was no different. In Europe, France, Italy, Spain, Belgium, Austria and Greece all imposed temporary short-selling bans from mid-March to mid-May. In Asia, South Korea, Malaysia and Thailand imposed bans, and Taiwan imposed some restrictions on short selling.

Plenty of research exists that shows short-selling bans do not contribute to market stability and in fact do just the opposite. Rather than review the pros and cons of short-selling bans, we analyzed the impact these bans have had on lending revenue in the markets that have imposed them this year. For the purposes of this analysis, we reviewed the impact of the short-selling bans in Europe and Asia and compared the quarterly and yearly revenue year over year.

The Q1 through Q3 revenue has fallen each year on average for most markets, with a few exceptions. Although 2018 was a record year in recent times for securities lending revenue,

the impact of COVID-19 on securities lending has been clear. In markets where revenue was higher compared to previous years, this was generally due to one or two stocks that were trading special. The traditional revenue spikes that we would expect to see in Q2 are visible in all of the markets we analyzed; however, the Q2 2020 spikes in the short-selling ban markets were either much smaller or in some cases non-existent.

The one exception is Austria, which saw an increase in revenue in Q2 2020 compared to previous quarters. Austria is a much smaller market in securities lending revenue terms and therefore susceptible to large spikes when one or two stocks are in high demand. In this case, construction company Porr AG has been consistently the first or second highest securities lending revenue generator in Austria for every quarter since Q2 2018. Not surprising, as the share price has fallen by over 50% in that time.

Comparing the revenue performance of the short-selling ban markets to other major markets in Europe, in most cases

FIGURE 1. REVENUE (USD) BY QUARTER: FRANCE, ITALY, SPAIN

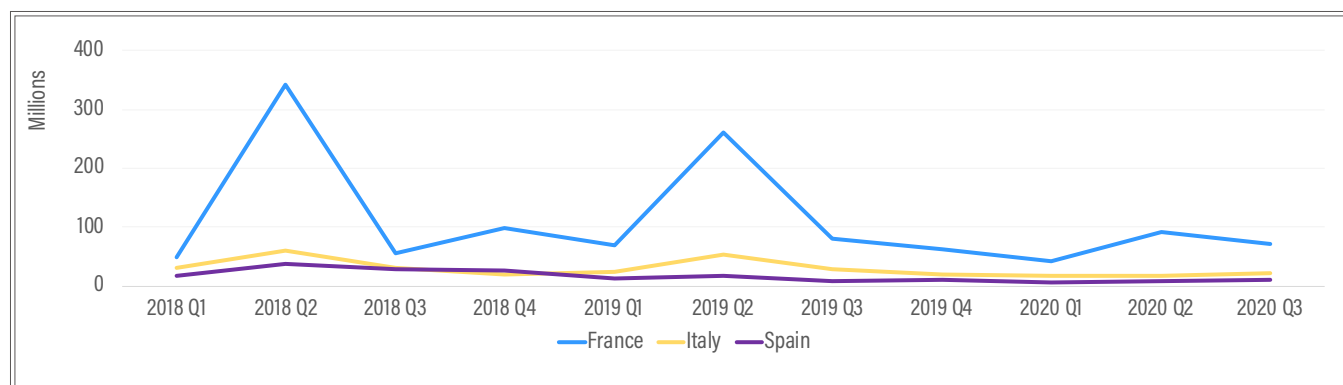
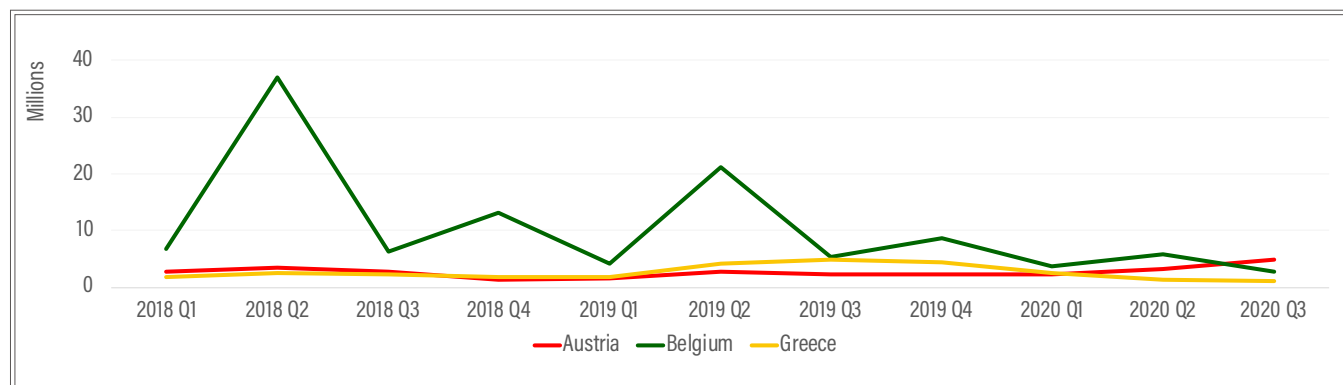


FIGURE 2. REVENUE (USD) BY QUARTER: AUSTRIA, BELGIUM, GREECE





the Q2 2020 spike is present but still lower, with the exception of Germany, which had a bigger Q2 spike in 2020 than in 2019. This was solely due to lending activity in Wirecard AG, which was Europe's best-performing security in the first half of 2020, generating over \$48 million in revenue.

Unsurprisingly, revenue in South Korea also has fallen significantly since a short-selling ban was imposed in Q2 2020. Revenue peaked in Q4 2019 due to pharmaceutical company HLB Co Ltd, which generated \$39 million in lending revenue that quarter, accounting for approximately 30% of the total in the market. HLB was also the top-performing security in Q1 2020, contributing \$26 million in revenue that quarter.

As the short-selling ban in South Korea came into force in Q2, revenue from HLB dropped off to \$13 million and further

in Q3 to \$4.5 million. Other stocks in South Korea also experienced similar revenue declines. The extension of the ban to March 2021 should see revenue remain low through next year.

The limited activity in Japan could lead one to think that the market also imposed a short-selling ban in Q2 this year, which of course is not the case. Revenue in Japan has been down across the board with a general lack of specials, resulting in lower volume-weighted average fees.

Short-selling bans appear to have had an adverse impact on lending revenue in 2020; however, they were not the sole driver of the reduction in revenue, as illustrated by the declines in markets that did not impose a ban. In general, as global equity markets rebounded, there was a lack of shorts resulting in fewer specials and lower demand in the lending markets.

FIGURE 3. REVENUE (USD) BY QUARTER: NORWAY, SWEDEN, SWITZERLAND, GERMANY

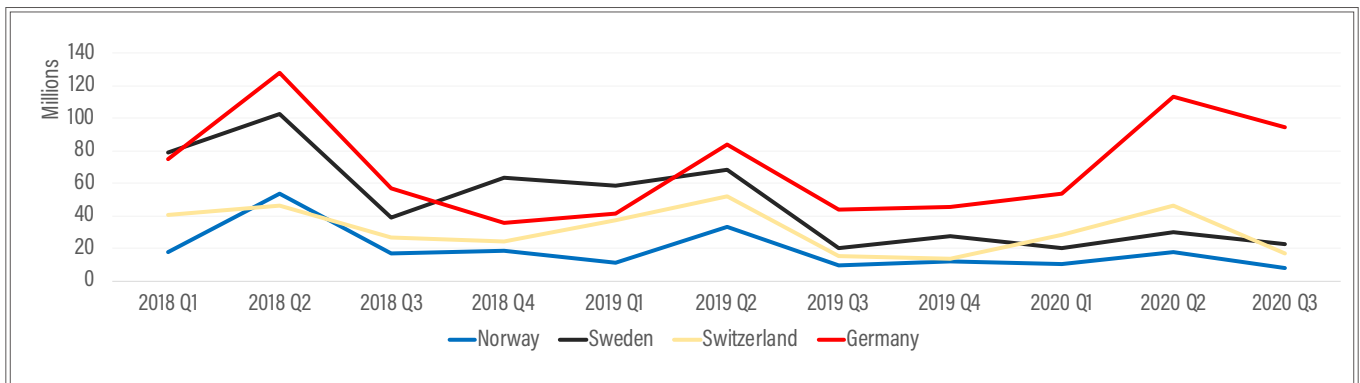


FIGURE 4. REVENUE (USD) BY QUARTER: HONG KONG, JAPAN, SOUTH KOREA, TAIWAN

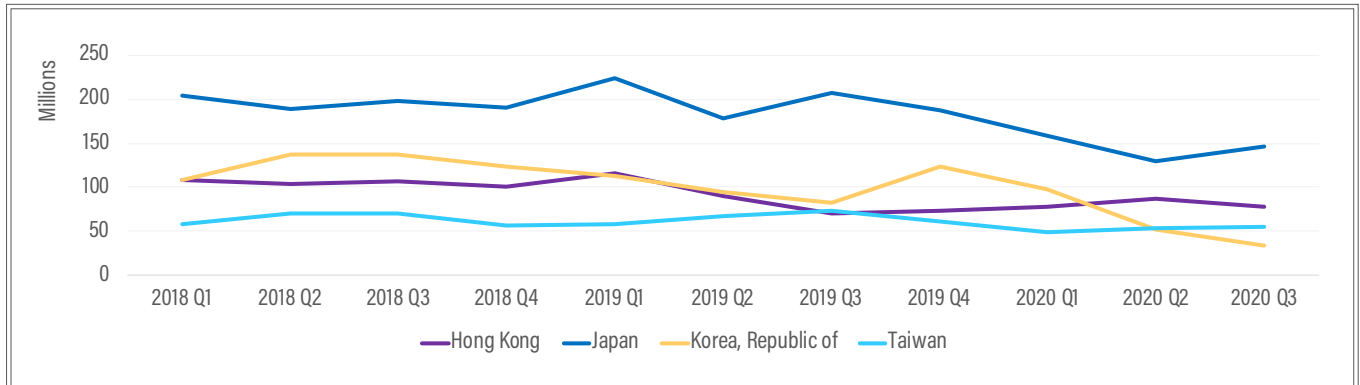


FIGURE 5. REVENUE BY YEAR (JAN TO SEP IN USD)

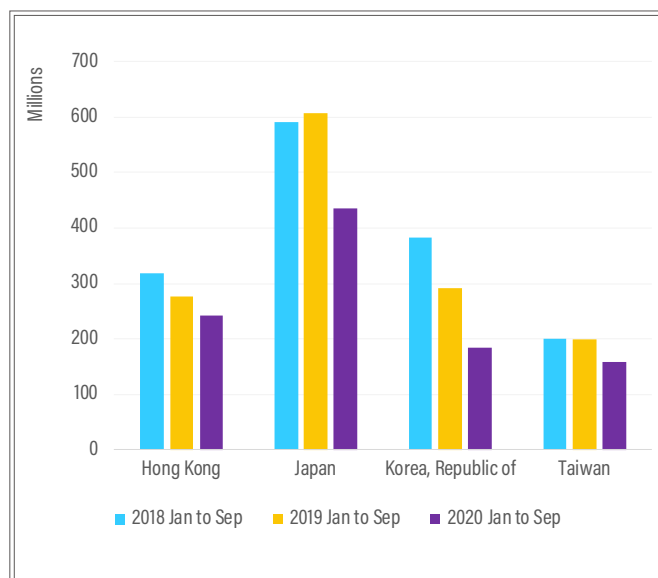
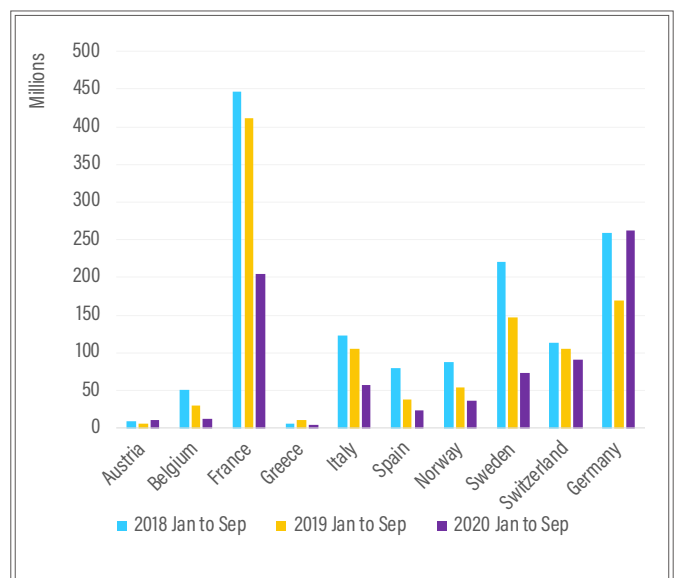


FIGURE 6. REVENUE BY YEAR (JAN TO SEP IN USD)



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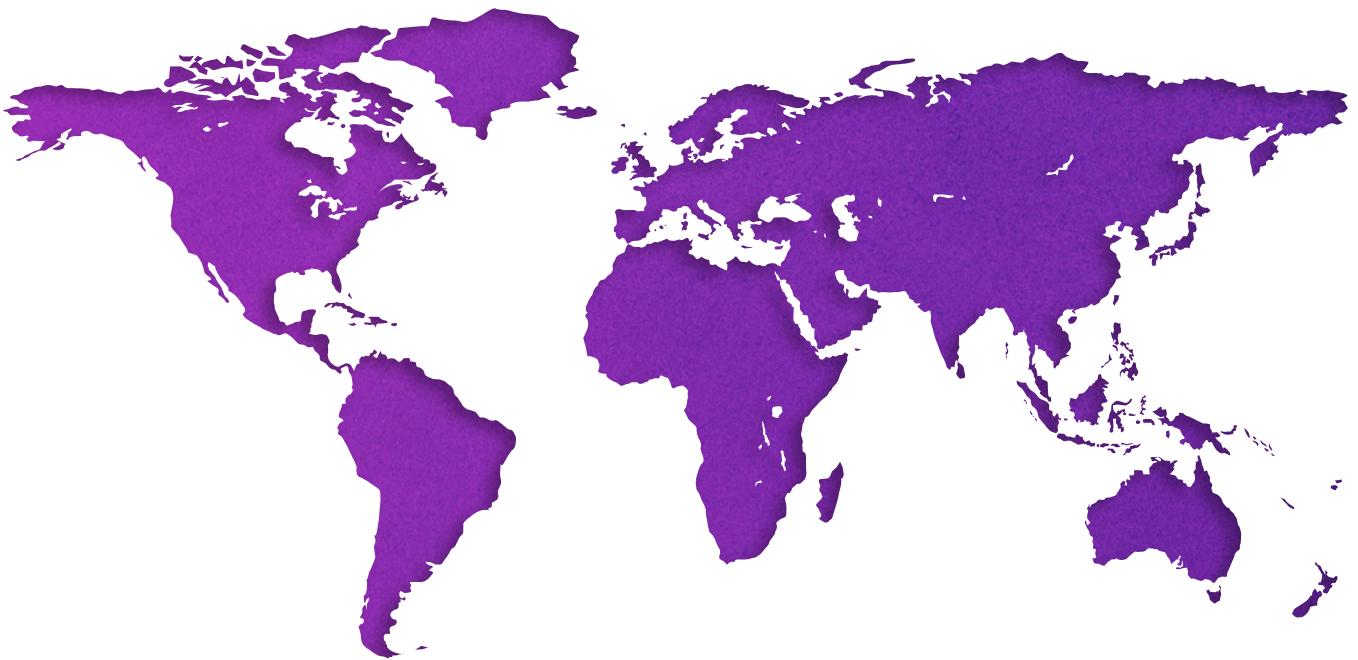
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# Securities Finance Revenue

JANUARY 1 TO SEPTEMBER 30, 2020



**Global**  
\$5,672,672,921

↓ -15% YOY

FIGURES REPRESENT LENDER TO BROKER ACTIVITY ONLY





## AMERICAS

\$3,057,494,960



-5% YOY

## EMEA

\$1,460,018,536

-23% YOY



## ASIA PACIFIC

\$1,155,159,425



-25% YOY

# About-Face in Americas as Q3 2020 Revenue Plunges

By Matt Ross, DataLend Product Specialist

**AT THE HALFWAY MARK** of 2020, securities lending revenue was up 7.7% for equities in the Americas. However, by the end of the third quarter, equity revenue in the Americas performed a 180, with returns down 6.2% year to date at the end of Q3. DataLend investigated this reversal and looked at some of the trends that caused the downturn in revenue.

Through the first six months of 2020, the on-loan balances and average fees followed the same trend directionally for both the U.S. and Canada: Loan balances were down in both markets, largely due to market selloffs amid the coronavirus pandemic, while average fees were up in both markets.

In Canada, the uptick in fees was driven by the pharmaceuticals industry and the underlying cannabis stocks, which saw average fees peak in the Health Care sector to over 3,100 bps for several days in late February, the highest level at any point in the last three years. This peak, however, was not enough to overcome the downturn in balances, and therefore Canadian equity revenue was already trending downward by the end of Q2, a trend that would continue into the following quarter.

In the U.S., fees were up by more than 25% throughout the first six months, primarily due to COVID-related specials, as noted in "As COVID Unfolds, These Securities Heat Up" on page 4 of this issue of *The Purple*. However, a handful of other securities also contributed to this increase, including Peloton (PTON), which IPO'd in 2019 and posted large returns in 2020 up until its lockup expiry date at the end of February. Two exchange offers, McKesson Corporation (MCK) for Change Healthcare Inc (CHNG) and Ecolab Inc (ECL) for ChampionX Corp (CHX), were also large revenue drivers in the securities lending market. All in all, the increase in fees drove the U.S. equity market's almost 11% rise in revenue at the end of Q2.

Figure 2 shows how the same two markets fared in Q3 2020 relative to Q3 2019.

The third quarter of 2020 saw downward trends across the board in both the U.S. and Canada. The trend in loan balances from the first six months of the year continued into the third quarter for both the U.S. and Canada. Fees in the U.S. reversed course from the first half of the year and saw

an almost 13% reduction year on year, while fees in Canada decreased dramatically by almost 44% year on year. As a result, Q3 revenue decreased 24.15% and almost 50% in the U.S. and Canada, respectively.

As the year progressed, equities markets in the U.S. saw a dramatic climb to return to their pre-pandemic levels, and short positions reached significant lows amidst an S&P record high in August. This overall lack of short conviction is perhaps best illustrated by considering recent IPO activity in the U.S. and the related securities lending activity year on year.

In 2019, Beyond Meat (BYND) generated \$120 million in revenue in Q3 alone, which was always going to be hard to repeat in 2020; however, 2019 saw 11 other IPO names generate over a million dollars of revenue each as well. In Q3 2020, on the other hand, only five securities were able to break that million-dollar threshold, one of which was Nikola (NKLA), a global top earner in Q3, which recent news and research suggest may be in Q4 as well.

In Canada, cannabis stock prices saw declines year on year, thus reducing the prospects for further short selling and simultaneously lowering the on-loan value of each stock. While securities such as Canopy Growth (WEED CN) and Aurora Cannabis (ACB CN) were still top earners in the region and globally, their overall returns dropped in Q3, which had a noticeable impact on the Canadian market, as illustrated in Figure 5.

In the U.S. it was a similar story when looking at the revenue breakdown by sector (Figure 6). Modest gains in some sectors were not enough to offset the large drops in others, as seen in Figure 6. Consumer Staples saw a drop of \$134 million in revenue, which, as stated above, was almost entirely driven by BYND. However, we also saw a decline in revenue in the Consumer Discretionary sector of almost \$70 million. The top earners in this sector in 2019, Dillards Inc (DDS), NIO INC (NIO) and Overstock (OSTK), all saw large drop offs in their securities lending demand for various reasons. DDS benefited from the ability to reopen all of its stores by June after mandatory closures and from cost reduction and better

FIGURE 1. H1 2020 EQUITY SUMMARY, U.S. & CANADA

Market	H1 2020			DELTA VS H1 2019		
	Loan Value (USD)	Fees (bps)	Revenue (USD)	Loan Value (%)	Fees (%)	Revenue (%)
United States	\$538 Billion	54.17	\$1.45 Billion	-14.17%	25.53%	10.70%
Canada	\$379 Billion	122.73	\$231 Million	-12.30%	5.48%	-6.88%

FIGURE 2. Q3 2020 EQUITY SUMMARY, U.S. & CANADA

Market	Q3 2020			DELTA VS Q3 2019		
	Loan Value (USD)	Fees (bps)	Revenue (USD)	Loan Value (%)	Fees (%)	Revenue (%)
United States	\$530 Billion	46.31	\$618 Million	-12.62%	-12.84%	-24.15%
Canada	\$38.9 Billion	80.53	\$78.3 Million	-10.85%	-43.87%	-49.71%

inventory management. NIO recorded record sales of its electric vehicles in June and July, and OSTK greatly benefited from the move of retailers to e-commerce.

DataLend's proprietary DL50 index, which tracks the 50 most hard-to-borrow names in a region, is generally a good indicator of revenue in the securities lending market. The DL50 is depicted in Figure 7. A few trends may be extrapolated from Figure 7: First, exchange offers are significant revenue drivers, as we see spikes on March 11 for the MCK exchange offer for CHNG and on June 4 for the ECL exchange offer for CHX; a lack of these offers in the third quarter drove revenue down. Additionally, the lack of short selling clearly caused a decline in securities lending activity in the third quarter, causing the DL50 to reach its lowest point in recent memory.

However, more recently, the DL50 has turned upward, potentially indicating increased lending returns in Q4. With an election in the near future and a long list of recent IPOs, Q4 2020 will be an interesting one to watch.

Perhaps we will be writing about "the return of the special" in our next edition of *The Purple!*

FIGURE 3. 2019 TOP-EARNING IPOs

TICKER	Q3 REVENUE (USD)
BYND	\$120,651,808
ZM	\$20,009,262
LYFT	\$15,536,837
UBER	\$6,589,903
PD	\$6,555,423
CRTX	\$4,538,706
SOLY	\$3,563,970
JMIA	\$2,897,556
FSLY	\$2,350,915
SWAV	\$1,535,934
REAL	\$1,009,944
RVLV	\$1,002,078

FIGURE 4. 2020 TOP-EARNING IPOs

TICKER	Q3 REVENUE (USD)
NKLA	\$29,963,659
BIGC	\$3,835,027
ADCT	\$2,739,785
LMND	\$2,000,492
KC	\$1,774,641

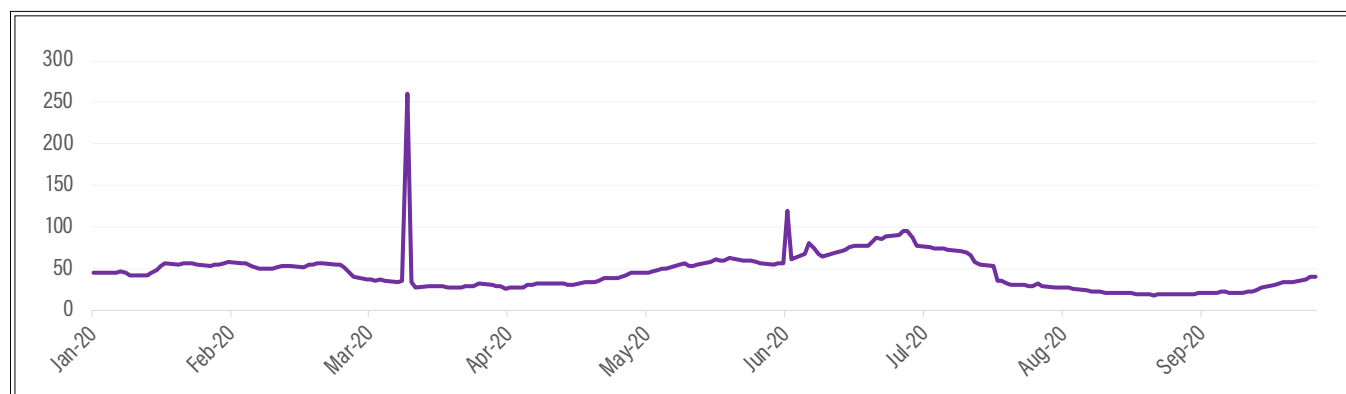
FIGURE 5. EQUITY REVENUE BY SECTOR, CANADA

SECTOR	Q3 2019 REVENUE (USD)	Q3 2020 REVENUE (USD)
HEALTH CARE	\$97,882,217	\$25,497,799
FINANCIALS	\$13,790,278	\$13,553,122
ENERGY	\$12,135,787	\$8,607,627
INDUSTRIALS	\$8,284,489	\$4,714,240
MATERIALS	\$7,494,860	\$9,435,200
COMMUNICATION SERVICES	\$3,626,651	\$2,866,691
UTILITIES	\$3,580,965	\$3,308,764
REAL ESTATE	\$2,525,471	\$3,239,815
CONSUMER DISCRETIONARY	\$2,321,633	\$2,414,881
CONSUMER STAPLES	\$1,566,847	\$1,504,904
INFORMATION TECHNOLOGY	\$757,290	\$859,335

FIGURE 6. EQUITY REVENUE BY SECTOR, U.S.

SECTOR	Q3 2019 REVENUE (USD)	Q3 2020 REVENUE (USD)
CONSUMER DISCRETIONARY	\$171,293,213	\$102,140,456
HEALTH CARE	\$162,233,337	\$168,504,993
CONSUMER STAPLES	\$147,218,515	\$13,013,453
INFORMATION TECHNOLOGY	\$95,778,023	\$76,167,464
INDUSTRIALS	\$56,802,323	\$65,201,023
FINANCIALS	\$36,804,949	\$30,887,623
ENERGY	\$35,767,525	\$32,280,075
COMMUNICATION SERVICES	\$24,717,836	\$38,088,758
REAL ESTATE	\$18,965,139	\$30,389,829
MATERIALS	\$15,074,169	\$11,017,388
UTILITIES	\$8,862,009	\$ 4,703,923

FIGURE 7. DL50 NORTH AMERICA, Q1 - Q3 2020





# FIXED INCOME

Q1-Q3 2020

By Tom Ashton, DataLend Product Specialist

## Global View

Despite increases in average on-loan balances and average daily lendable values of 5.86% and 6.29% respectively, fixed income lender-to-broker revenue was down 4.54% in the first nine months of 2020, generating \$1.08 billion in lending revenue. This decrease can be attributed to a fall of almost 10% in daily average fees (11.44 bps in Q1 through Q3 2020 versus 12.65 bps in Q1 to Q3 2019).

## Government Debt

Government debt saw increases across the board, with revenue up 10.44% to \$843.77 million in the first three quarters of 2020. Average daily on-loan values during the period were over \$1 trillion, up 7.91% on 2019. Lendable, utilization and average fees were also better off with increases of 4.61%, 3.15% and 3.00%, respectively.

Revenue from U.S. Treasuries was a large contributor to the overall increase, growing from \$383.41 million in Q1 through Q3 2019 to \$469.14 million in the same period in 2020, an increase of 22.36%. Average on-loan, lendable, fee and utilization numbers followed the overall upward trend.

European sovereign debt and UK gilts each had marginal increases in revenue year on year of 1% and 6%, respectively. Revenue from UK gilts rose despite a drop of 4% in average fees over the period, but this was overshadowed by a 9.89% increase in daily on-loan balances to \$67.54 billion from \$61.47 billion in 2019.

## Corporate Debt

The corporate debt lending market was a different story, with revenue down by 36% to \$236.23 million along with significant decreases in average fees, on-loan values and utilization in comparison to the same period in 2019.

North America saw the largest drops regionally in the first three quarters of 2020, generating \$106.44 million in revenue, which was almost 40% down on the same period last year. Average fees in the region were also down, falling from 19.86 bps in Q1-Q3 2019 to 12.99 bps in Q1-Q3 2020, a drop of 35%. Stand-out corporate names during this period were Diamond Sports Group and PPG Industries, generating a combined \$4.24 million in revenue.

The corporate debt market did not fare much better in the EMEA region, with revenue down 32% year on year (\$106.37 million in Q1 through Q3 2020 versus \$156.56 million in Q1 to Q3 2019). There was a drop off in demand, with utilization falling from 6.5% in 2019 to 5.64% in 2020; however, the main contributing factor to the drop in revenue was average fees falling 29.31% to 29.93 bps from 42.34 bps year over year in the first three quarters of 2020.



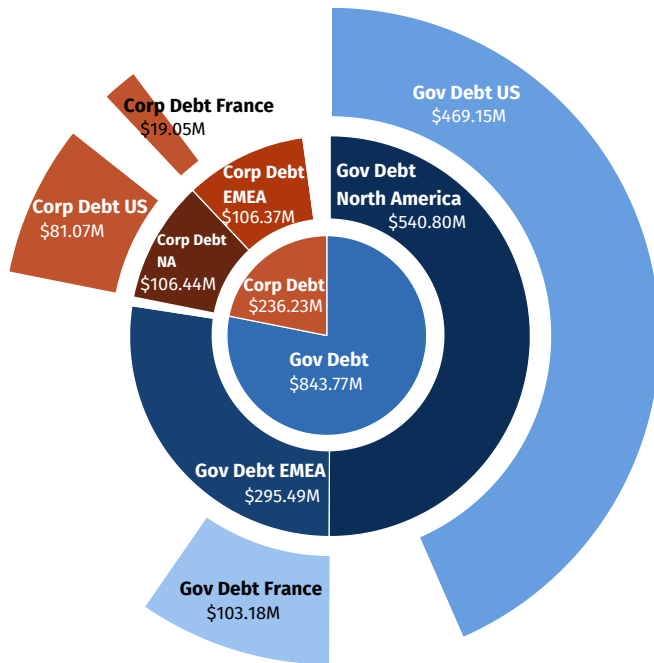
### GOVERNMENT DEBT

2020 (Q1-Q3)	TOTAL	YOY DELTA
REVENUE (USD)	\$843,769,588	10.44%
AVG DAILY ON LOAN (USD)	\$1,088,931,340,459	7.91%
AVG DAILY LENDABLE (USD)	\$3,680,447,592,920	4.61%
AVG DAILY FEES (bps)	10.34	3.00%
AVG DAILY UTIL (%)	29.59%	3.15%

### CORPORATE DEBT

2020 (Q1-Q3)	TOTAL	YOY DELTA
REVENUE (USD)	\$236,230,464	-35.70%
AVG DAILY ON LOAN (USD)	\$170,370,475,366	-5.55%
AVG DAILY LENDABLE (USD)	\$3,984,777,199,953	7.88%
AVG DAILY FEES (bps)	18.48	-32.19%
AVG DAILY UTIL (%)	4.28%	-12.45%

### FIXED INCOME REVENUE BY REGION AND INSTRUMENT TYPE



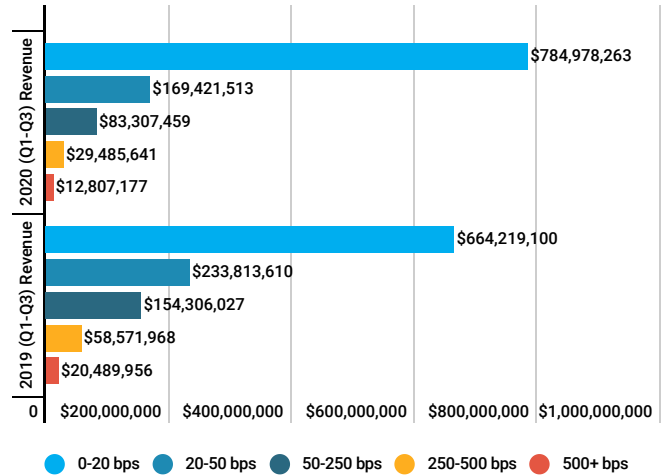
### TOP 10 CORPORATE DEBT EARNERS

Corporate Debt	Q1-Q3 2020 Revenue
WDIGR 0.5% 09/11/24	\$2,436,645
DSPT 6.625% 08/15/27	\$2,423,992
PPG 3.75% 03/15/28	\$1,811,608
TEVA 6.75% 03/01/28	\$1,655,252
DIVRSY 5.625% 08/15/25	\$1,579,888
RRC 4.875% 05/15/25	\$1,553,949
APXSEC 7.625% 09/01/23	\$1,331,263
MNK 4.875% 04/15/20	\$1,310,963
DIS 2.95% 06/15/27	\$1,290,897
NBR 5% 09/15/20	\$1,284,926

### TOTAL FIXED INCOME MARKET TRENDS

YoY Delta					
Market	Revenue	On Loan	Lendable	Fees	Util
United States	4%	10%	7%	-5%	3%
France	11%	18%	18%	-6%	0%
Canada	-4%	-2%	1%	-3%	-3%
United Kingdom	-3%	8%	5%	-11%	3%
Germany	-24%	-16%	1%	-11%	-17%
Netherlands	-14%	-8%	5%	-7%	-12%
Austria	4%	-5%	14%	9%	-17%
Luxembourg	-43%	2%	12%	-45%	-9%
Italy	-40%	-19%	17%	-21%	-31%
Spain	4%	27%	16%	-19%	10%

### FIXED INCOME REVENUE BY FEE BAND



### GOVERNMENT DEBT - TOP 5 MARKETS BREAKDOWN 2020 (Q1-Q3)

Market	Revenue (USD)	On Loan (USD)	Lendable (USD)	Fees (bps)	Util (%)
United States	\$469,140,744	\$687,312,271,807	\$1,811,260,393,879	9.12	37.95
France	\$103,177,209	\$75,804,208,654	\$228,459,082,568	18.13	33.18
Canada	\$71,655,134	\$94,190,467,459	\$444,282,049,698	10.13	21.2
United Kingdom	\$67,546,402	\$67,541,327,382	\$221,643,936,447	13.32	30.47
Germany	\$47,933,546	\$52,812,955,056	\$150,184,616,573	12.13	35.17

### CORPORATE DEBT - TOP 5 MARKETS BREAKDOWN 2020 (Q1-Q3)

Market	Revenue (USD)	On Loan (USD)	Lendable (USD)	Fees (bps)	Util (%)
United States	\$81,065,789	\$83,731,035,136	\$2,432,895,196,910	12.89	3.44
Canada	\$25,373,868	\$25,422,676,382	\$389,335,612,676	13.29	6.53
France	\$19,054,732	\$8,235,803,364	\$142,613,425,971	30.83	5.77
Germany	\$16,168,330	\$5,531,309,336	\$60,640,629,603	38.96	9.12
Netherlands	\$15,753,666	\$6,894,394,525	\$134,751,173,900	30.46	5.12

# AMERICAS 2020



**DATALEND** **THE PURPLE** **2020**

# LENDABLE

\$14.16 Trillion +7.7%

# ON LOAN

\$1.48 Trillion -1.8%

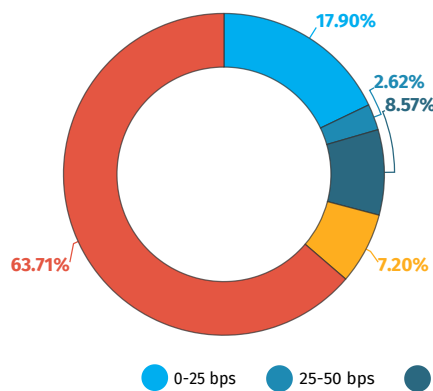
# FEES

28 bps -3.4%

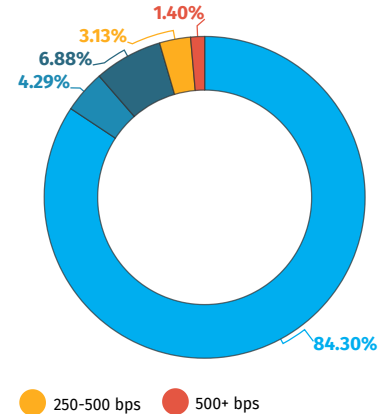
# REVENUE

\$3.06 Billion -4.7%

EQUITY REVENUE BY FEE BAND



FIXED INCOME REVENUE BY FEE BAND



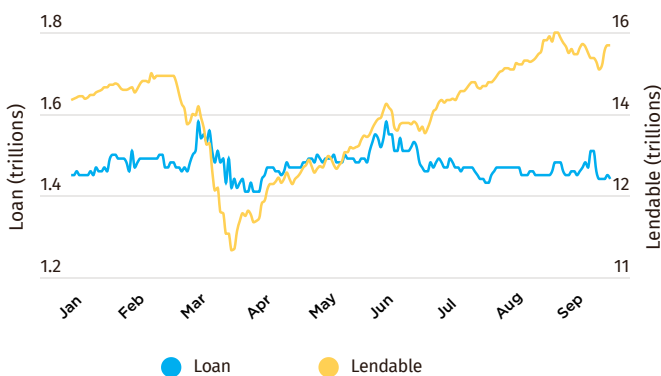
TOP EQUITY EARNERS

Security	Revenue
MATCH GROUP INC	\$123,897,675
CANOPY GROWTH CORPORATION	\$107,527,841
NIKOLA CORPORATION	\$51,327,852
AURORA CANNABIS INC	\$51,077,504
CARNIVAL CORP	\$50,383,396
PELOTON INTERACTIVE INC	\$49,093,264
INOVIO PHARMACEUTICALS INC	\$47,050,776
GAMESTOP CORPORATION	\$43,558,537
AMC ENTERTAINMENT HOLDINGS INC	\$37,211,178
VISA INC	\$36,360,374

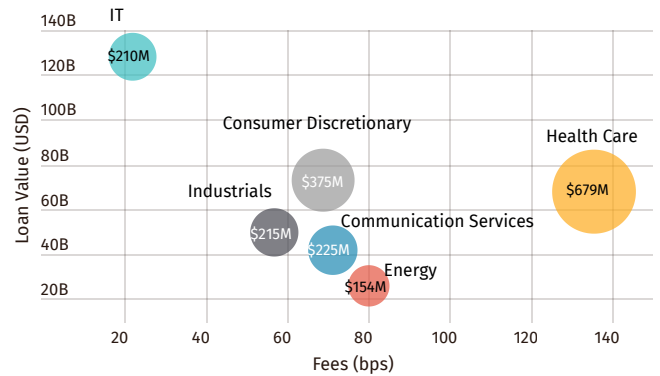
TOP CORPORATE DEBT EARNERS

Security	Revenue
DSPORT 6.625% 08/15/27	\$2,423,992
PPG 3.75% 03/15/28	\$1,811,608
RRC 4.875% 05/15/25	\$1,553,949
APXSEC 7.625% 09/01/23	\$1,331,263
DIS 2.95% 06/15/27	\$1,290,897
NBR 5% 09/15/20	\$1,284,926
WPG 6.45% 08/15/24	\$1,186,559
TUP 4.75% 06/01/21	\$1,170,208
TMH 6.375% 02/01/25	\$1,164,007
RAX 8.625% 11/15/24	\$1,114,728

ON LOAN VS LENDABLE



TOP SECTORS BY REVENUE



MARKET BREAKDOWN

	LENDABLE	ON LOAN	FEES	REVENUE
<b>EQUITY</b>				
UNITED STATES	\$8.27T +10.0%	\$535B -13.7%	52 bps +11.6%	\$2.06B -2.7%
CANADA	\$547B -3.3%	\$38.3B -11.6%	109 bps -12.8%	\$312M -22.7%
LATIN AMERICA	\$29B -21.6%	\$1.3B -31.3%	107 bps -2%	\$10.8M -32.4%
<b>FIXED INCOME</b>				
UNITED STATES	\$4.24T +6.6%	\$771B +9.6%	10 bps -4.5%	\$550M +3.6%
CANADA	\$834B +1.2%	\$120B -1.8%	11 bps -2.6%	\$97M -3.6%
LATIN AMERICA	\$234B +2.3%	\$11B -14.8%	27 bps -18.6%	\$23M -30.5%

# EMEA 2020



**DATALEND** **THE PURPLE** **2020**



# LENDABLE

\$4.65 Trillion +2.1%

# ON LOAN

\$509 Billion -0.7%

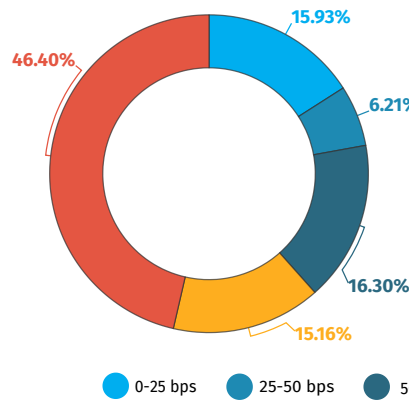
# FEES

39 bps -23.3%

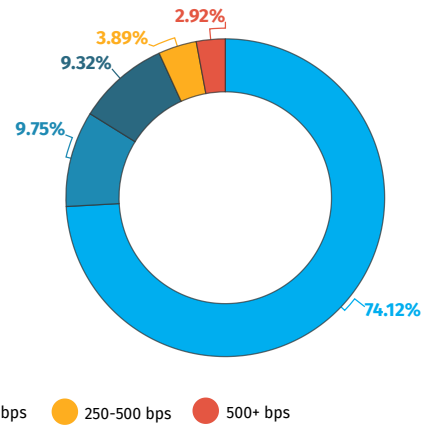
# REVENUE

\$1.46 Billion -23.1%

EQUITY REVENUE BY FEE BAND



FIXED INCOME REVENUE BY FEE BAND



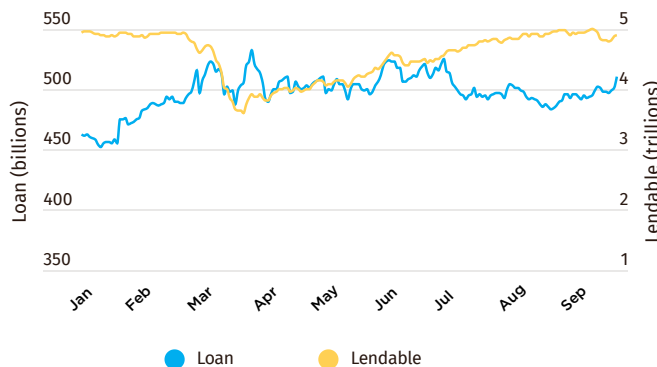
TOP EQUITY EARNERS

Security	Revenue
WIRECARD AG	\$49,819,865
VARTA AG	\$48,257,516
TOTAL SA	\$40,922,546
DEUTSCHE LUFTHANSA AG	\$33,829,344
UNIBAIL-RODAMCO-WESTFIELD	\$20,140,202
GRENKE AG	\$16,423,661
CASINO GUICHARD-PERRACHON	\$16,323,964
HSBC HOLDINGS PLC	\$11,918,277
INTRUM AB	\$11,873,558
JUST EAT TAKEAWAY.COM	\$11,676,523

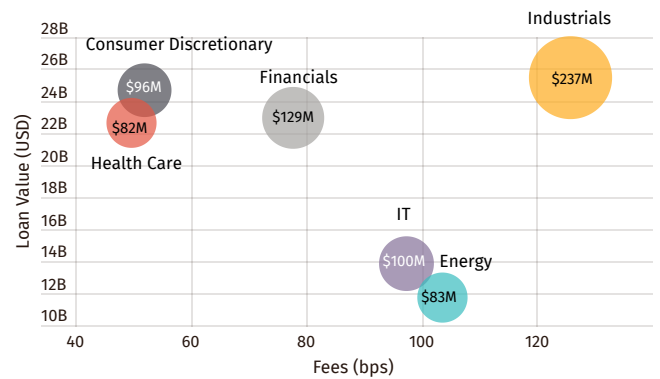
TOP CORPORATE DEBT EARNERS

Security	Revenue
WDIGR 0.5% 09/11/24	\$2,436,645
TEVA 6.75% 03/01/28	\$1,655,252
DIVRSY 5.625% 08/15/25	\$1,579,888
MNK 4.875% 04/15/20	\$1,310,963
GESTSM 3.25% 04/30/26	\$1,213,685
SAPSJ 3.125% 04/15/26	\$1,062,470
IBESM 0% 11/11/22	\$930,701
IPGIM 3.75% 06/24/21	\$890,498
SDFGR 3.25% 07/18/24	\$853,457
ARWLN 5.125% 09/15/24	\$840,564

ON LOAN VS LENDABLE



TOP SECTORS BY REVENUE



MARKET BREAKDOWN

	LENDABLE	ON LOAN	FEES	REVENUE	
EQUITY	GERMANY	\$285B -5.3%	\$30B +19.4%	117 bps +27.3%	\$262M +54.3%
	FRANCE	\$407B -1.3%	\$37B +2.7%	80 bps -51.2%	\$204M -50.5%
	UNITED KINGDOM	\$687B -11.5%	\$29B -22.9%	50 bps -12.5%	\$112M -33.9%
	SWITZERLAND	\$391B +13.2%	\$25B +12.1%	50 bps -22.7%	\$91M -13.0%
	SWEDEN	\$145B +10.9%	\$13B -2.9%	74 bps -51.1%	\$73M -50.7%
FIXED INCOME	FRANCE	\$371B +17.8%	\$84B +17.7%	19 bps -6.1%	\$122M +11.1%
	UNITED KINGDOM	\$416B +4.7%	\$75B +8%	14 bps -10.6%	\$80M -3.1%
	GERMANY	\$211B +1.3%	\$58B -15.9%	15 bps -10.6%	\$64M -24.4%
	NETHERLANDS	\$184B +5.1%	\$20B -7.7%	21 bps -7.3%	\$30M -14.1%
	AUSTRIA	\$100B +14.5%	\$22B -4.9%	13 bps +8.6%	\$23M +3.9%

# ASIA PACIFIC 2020



**DATALEND** **THE PURPLE** **2020**

# LENDABLE

\$2.52 Trillion +5.0%

# ON LOAN

\$213 Billion -5.6%

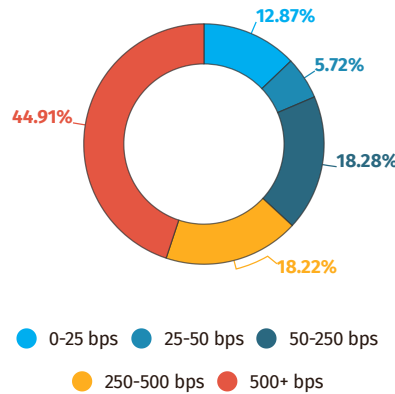
# FEES

73 bps -20.7%

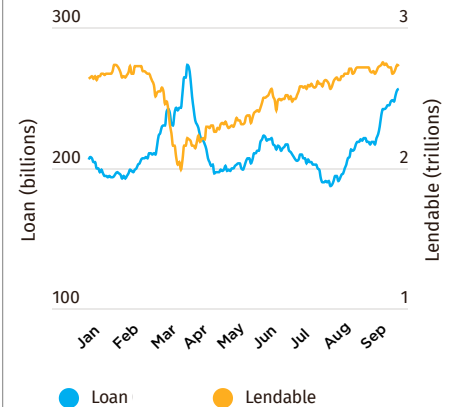
# REVENUE

\$1.16 Billion -25.2%

EQUITY REVENUE BY FEE BAND



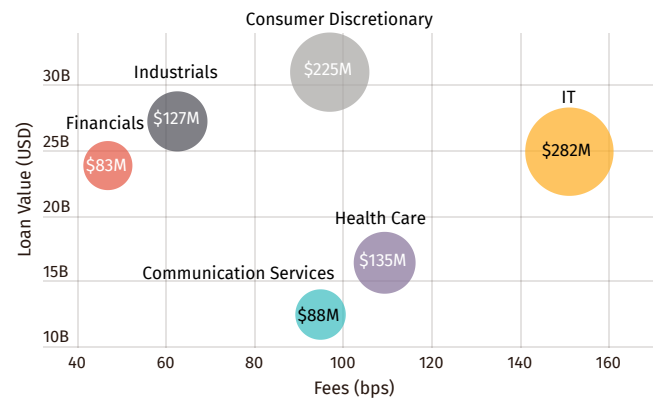
ON LOAN VS LENDABLE



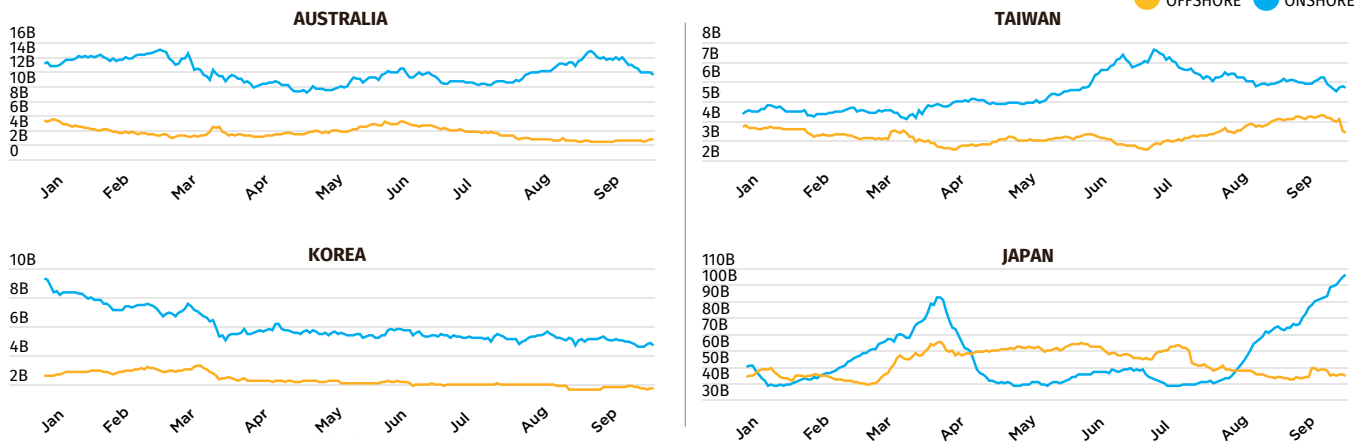
TOP EQUITY EARNERS

	Security	Revenue
	HLB CO LTD	\$43,744,169
	YAGEO CORP	\$19,961,373
	BYD COMPANY LIMITED 'H'	\$18,113,812
	KMW INC	\$16,799,490
	GLOBALWAFERS CO LTD	\$14,282,530
	ANRITSU CORP NPV	\$13,286,361
	ANGES INC NPV	\$11,782,541
	PING AN INSURANCE(GROUP)CO.OF CHINA'H'	\$11,358,016
	ZHONGAN ONLINE P & C INS CO LTD	\$11,145,910
	TIANNENG POWER INTERNATIONAL LTD	\$11,028,668

TOP SECTORS BY REVENUE



ONSHORE VS OFFSHORE LOAN BALANCE



MARKET BREAKDOWN

	LENDABLE	ON LOAN	FEES	REVENUE
JAPAN	\$1.03T +12.2%	\$110B -25.9%	53 bps -25.9%	\$435M -28.5%
HONG KONG	\$527B +10.3%	\$35B -13.9%	93 bps -13.9%	\$243M -12.2%
KOREA	\$129B -9.2%	\$8B -7.5%	293 bps -7.5%	\$183M -37.2%
TAIWAN	\$84B +8.6%	\$9B -24.1%	241 bps -24.1%	\$159M -20.1%
AUSTRALIA	\$299B -14.6%	\$16B +14.7%	60 bps +14.7%	\$70M -21.7%
SINGAPORE	\$43B -10.2%	\$2B +28.3%	185 bps +28.3%	\$24M +7.2%
THAILAND	\$26B -19.0%	\$1B +3.5%	231 bps +3.5%	\$23M -19.2%
MALAYSIA	\$11B -23.2%	\$519M -26.7%	211 bps -26.7%	\$8M -28.10%



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