

DEUTSCHE BÖRSE  
GROUP

# Annual General Meeting of Deutsche Börse Aktiengesellschaft Frankfurt/Main

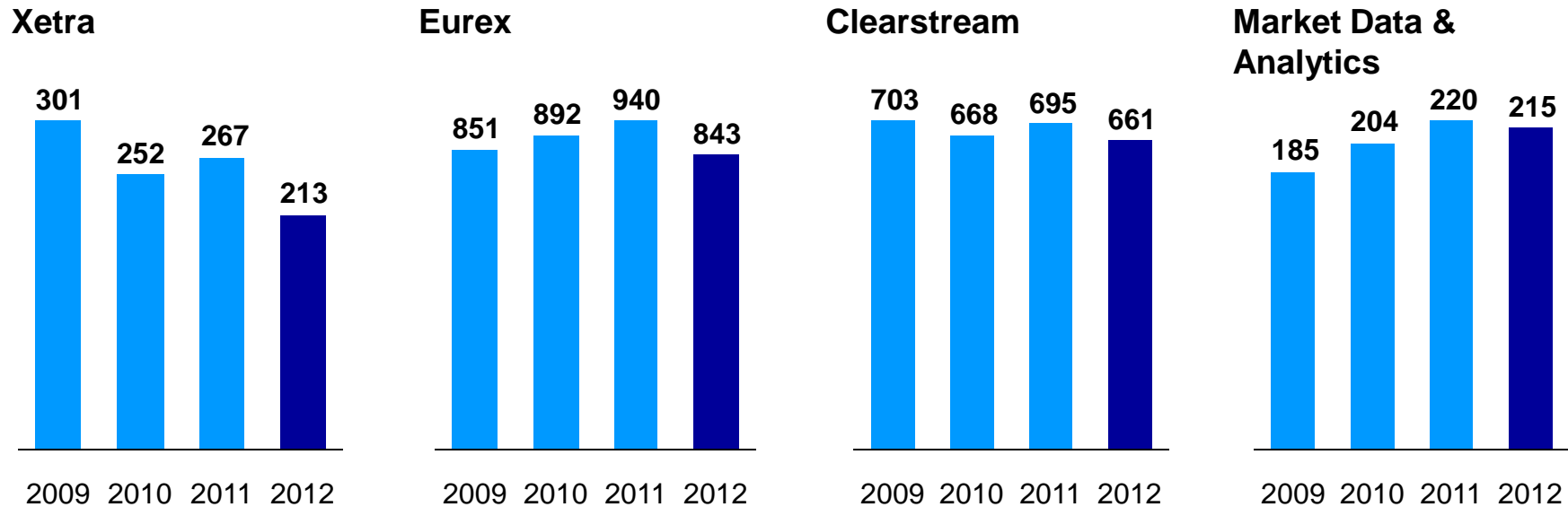
15 May 2013

# Deutsche Börse Group: solid financial performance in a challenging environment

In 2012, many factors have negatively influenced business activity but Deutsche Börse Group still generated solid net revenue:

**Group: €1,932.3 million**

€m



## Net revenue and EBIT in 2012

### Group

#### Net revenue

€1,932.3 million (-9%)

#### Net interest income

€52.0 million (-31%)

#### Operating costs<sup>1)</sup>

€922.4 million (+5%)

#### EBIT<sup>1)</sup>

€1,005.6 million (-19%)

#### Tax rate<sup>1),2)</sup>

26% (stable)

#### Net income<sup>1),2)</sup>

€660.9 million (-21%)

#### Earnings per share<sup>1),2)</sup>

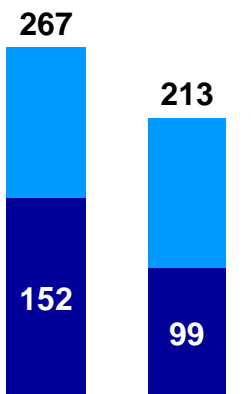
€3.53 (-22%)

### Segments

#### Xetra

Net rev.  
-20% →

EBIT  
-35% →

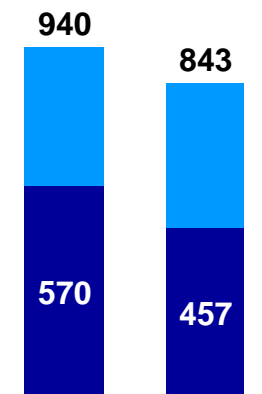


2011 2012

#### Eurex

Net rev.  
-10% →

EBIT  
-20% →

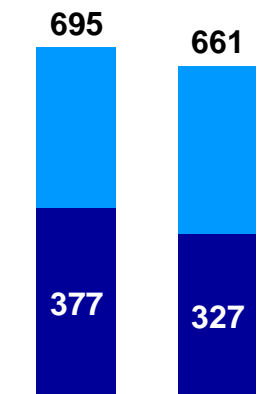


2011 2012

#### Clearstream

Net rev.  
-5% →

EBIT  
-13% →

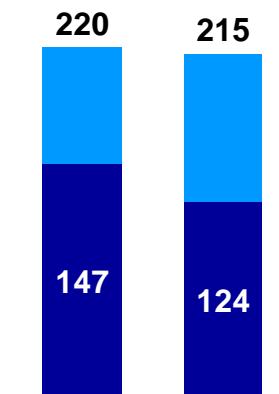


2011 2012

#### Market Data & Analytics

Net rev.  
-2% →

EBIT  
-16% →



2011 2012

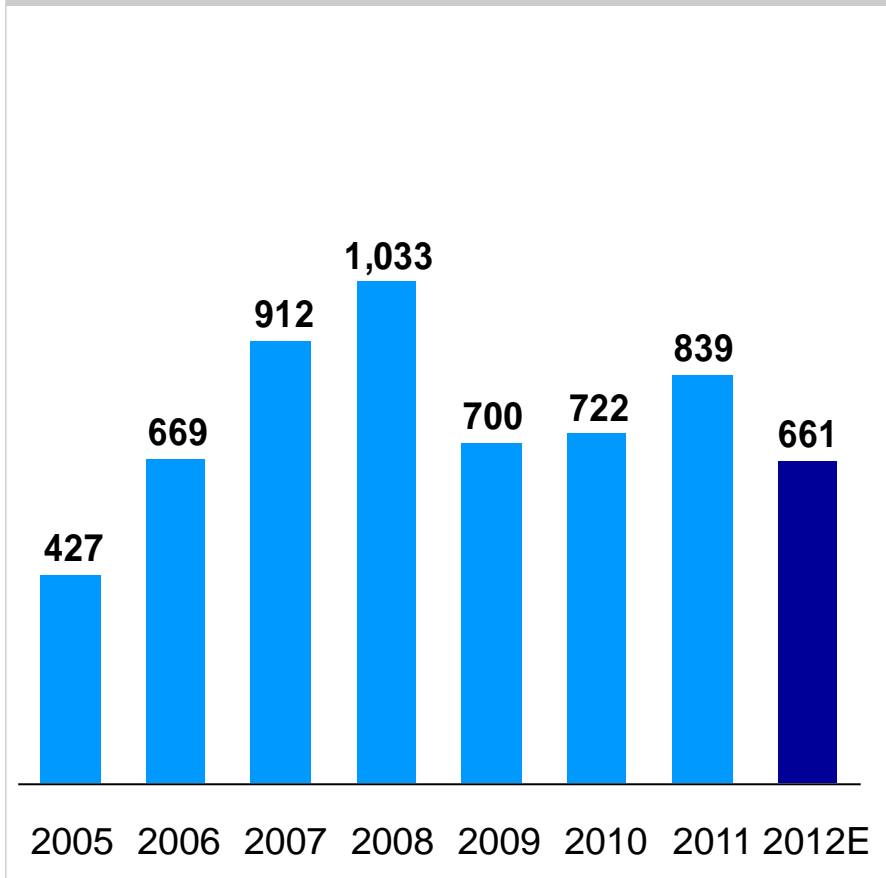
€m Net revenue EBIT<sup>1)</sup>

1) Adjusted for costs for efficiency programmes (€23.1 million) and merger related costs (€13.1 million)

2) Adjusted for a) financial expense relating to the revaluation of the purchase price liability of the agreement with SIX (€27.4 million), b) one-off effects relating to the bond refinancing (€12.4 million), c) the one-off gain from reversal of deferred tax liabilities for STOXX (€20.7 million; shared with SIX Group), and d) creation of deferred taxes relating to the full acquisition of Eurex (€37.1 million)

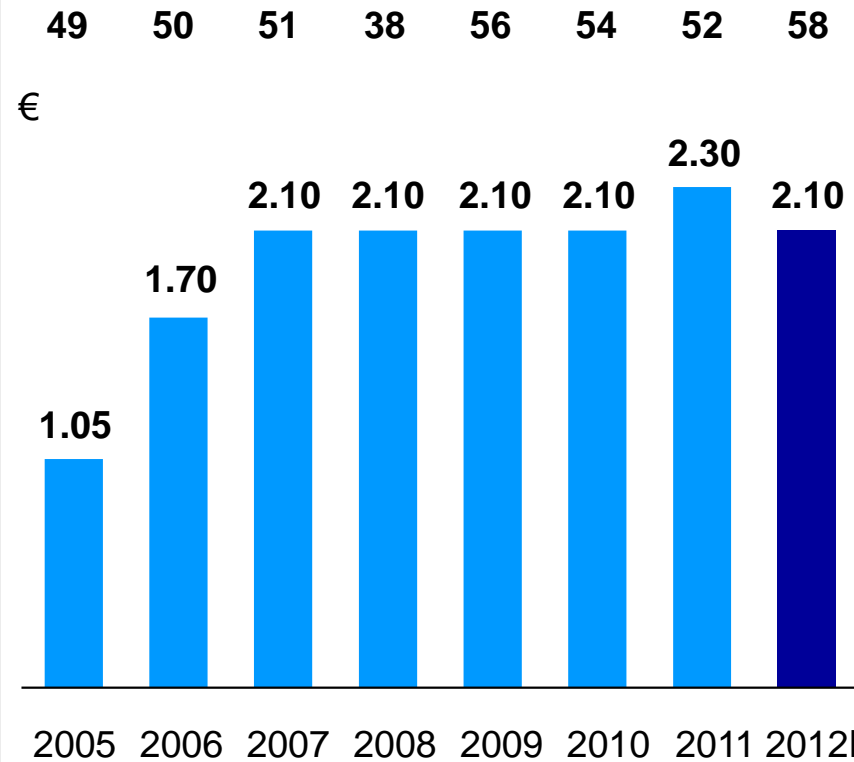
## Dividend proposal of €2.10 reflects weaker business activity in 2012

### Net income

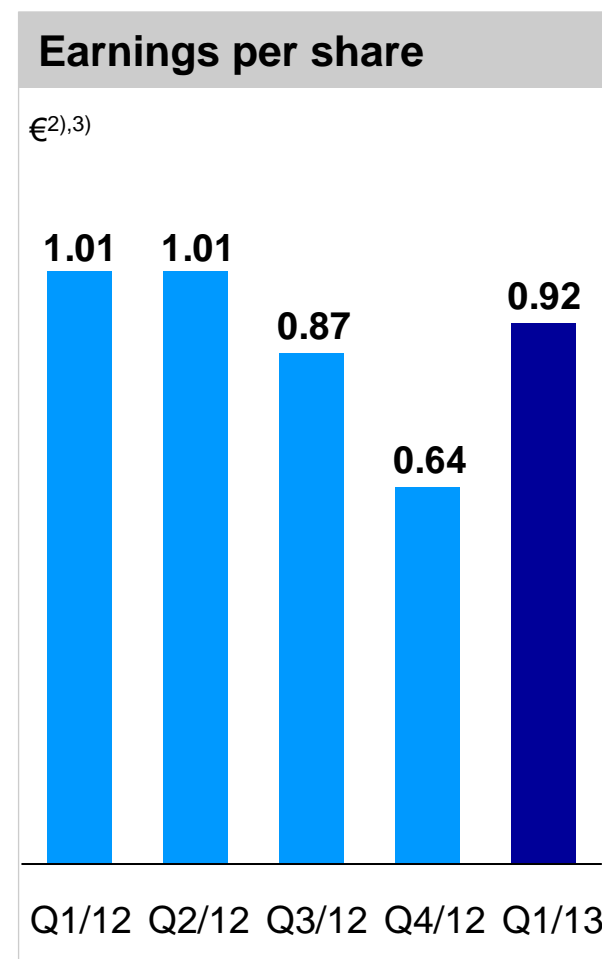
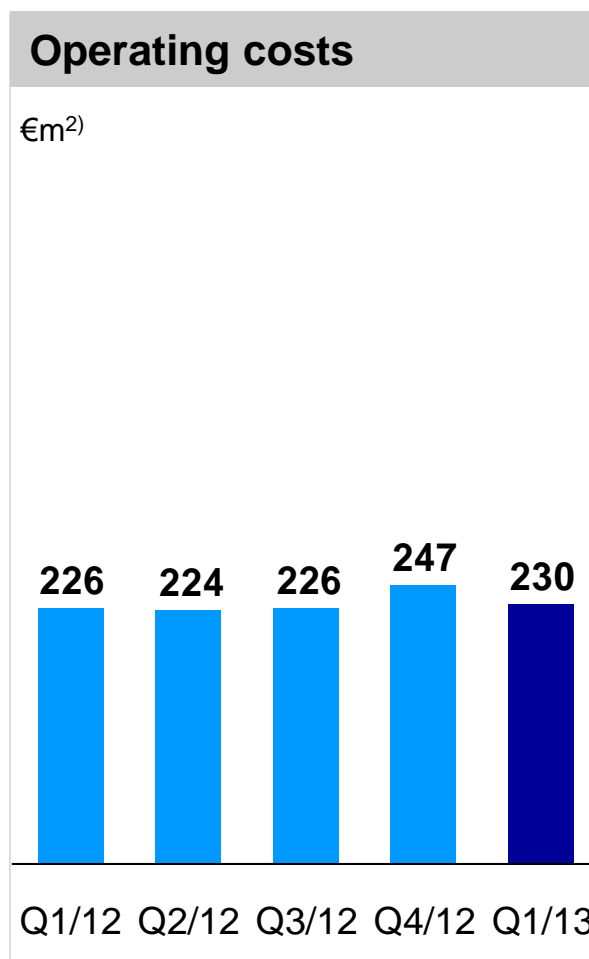
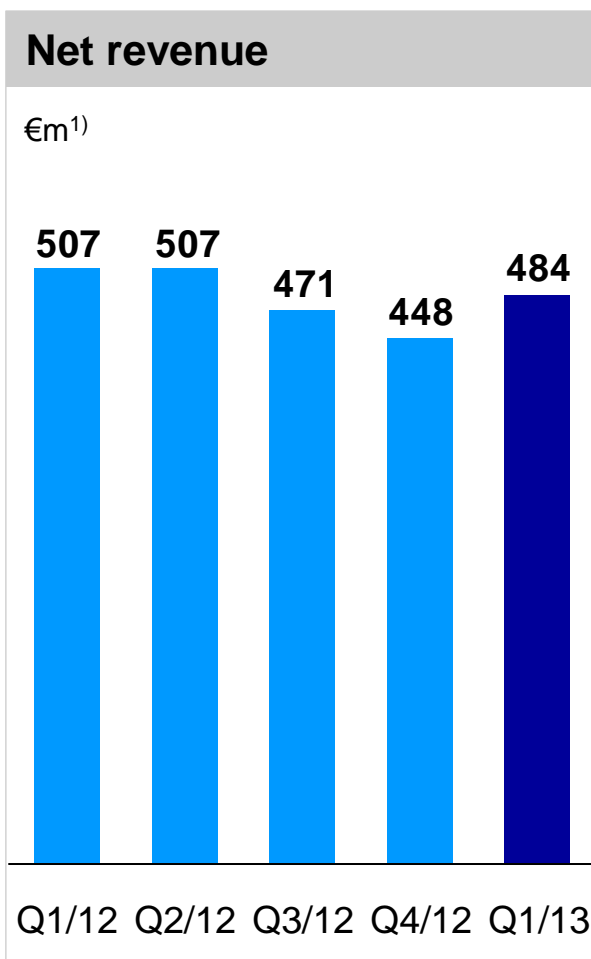


### Regular dividend per share

Pay-out ratio (%)



## Sequential improvement of net revenue and earnings in Q1/2013



1) Total revenue less volume related costs

2) Adjusted for costs for efficiency programmes (Q1/2012: €6.3 million, Q2/2012: €4.8 million, Q3/2012: €2.0 million, Q4/2012: €10.0 million, Q1/2013: €65.6 million) and merger related costs (Q1/2012: €16.6 million, Q2/2012: €0.1 million, Q3/2012: €-0.2 million, Q4/2012: €-3.4 million, Q1/2013: €0.2 million)

3) Adjusted for financial income/expense relating to the revaluation of the purchase price liability of the agreement with SIX

# Overview of management priorities for 2013

## Growth strategy

### 1 Extend products and services to unregulated/unsecured markets

- Expansion of Eurex clearing/risk management capabilities
- Global roll-out of collateral and liquidity management services

### 2 Expand technological leadership

- Foster product, process and system innovation
- Combine market data and IT in one segment

### 3 Increase reach in new customer groups and growth regions

- Increase customer reach
- Partnerships and mergers & acquisitions

## Effective cost management

- Cost discipline remains key priority
- Further efficiency gains targeted

## Commitment to capital management

- Maintain strong credit rating profile
- Attractive capital management policy

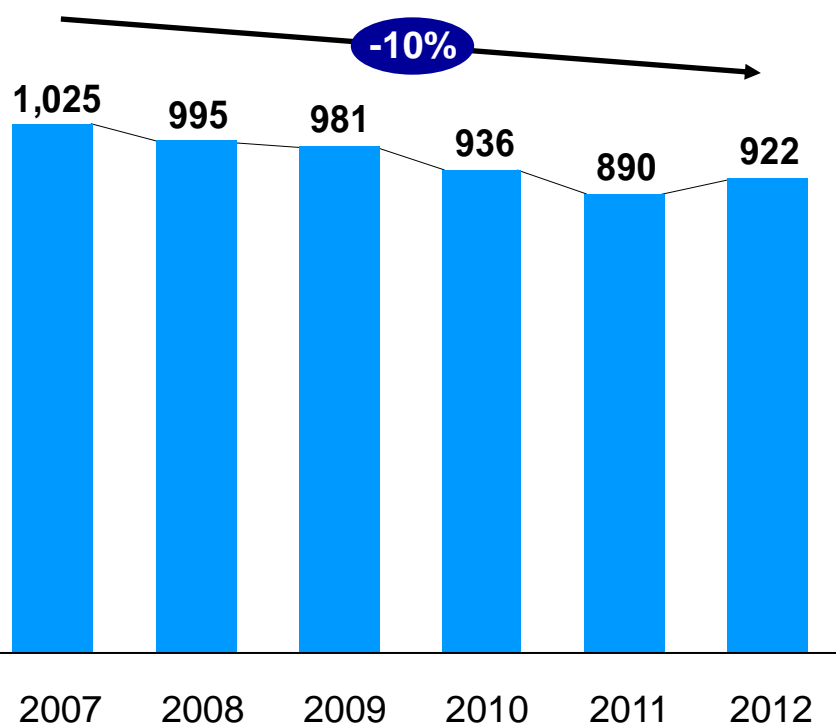
## Some major milestones of growth strategy already achieved

- ✓ Agreement with major derivatives dealers on **EurexOTC Clear offering for interest rate swaps** in May 2012; launch of service in November 2012; first buy-side clients connected
- ✓ **Progress in Clearstream's Liquidity Hub** by attracting additional partners including CSDs of South Africa, Canada, Spain and Hong Kong as well as agent banks like BNP Paribas, Citi and Standard Chartered
- ✓ Further **expansion of Clearstream's Investment Funds Services** based on the position as global market leader, e.g. opening of a hedge fund processing centre in Dublin
- ✓ Expansion of services offered as part of the **unique combination of Eurex Clearing and Clearstream**, e.g. introduction of money market transaction offering to companies and investors: GC Pooling® Select
- ✓ **Combination of IT and market data business** under leadership of new Executive Board member Hauke Stars; mid-term expansion of external IT services
- ✓ **Further expansion of geographic coverage, mainly in Asia**; e.g. further build-up of Clearstream's operations in Singapore; record volumes in KOSPI products traded on Eurex; TAIFEX cooperation

## Deutsche Börse well prepared for current environment thanks to implementation of efficiency measures over the years

### Track record for effective cost management

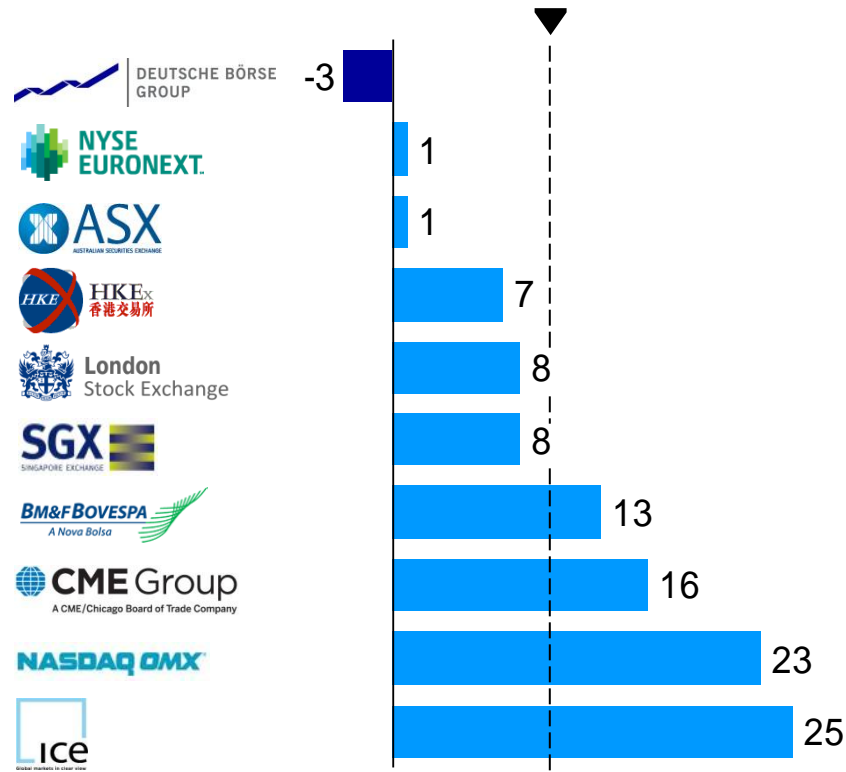
Operating costs<sup>1)</sup>, €m



### Cost growth of key exchange organisations

CAGR 2007–2011<sup>2)</sup>, %

Ø 10



1) Adjusted for ISE impairment (2009-2010), costs for efficiency measures (2007-2012) and merger related costs (2011-2012)

2) Operating costs 2011 vs. 2007; DB1 excluding volume related costs; NYX excluding section 31, liquidity payment, routing and clearing fees; NDAQ excluding liquidity rebates and brokerage clearance and exchange fees; LSE FY until 31 Mar 2012; ASX & SGX FY until 30 June 2011

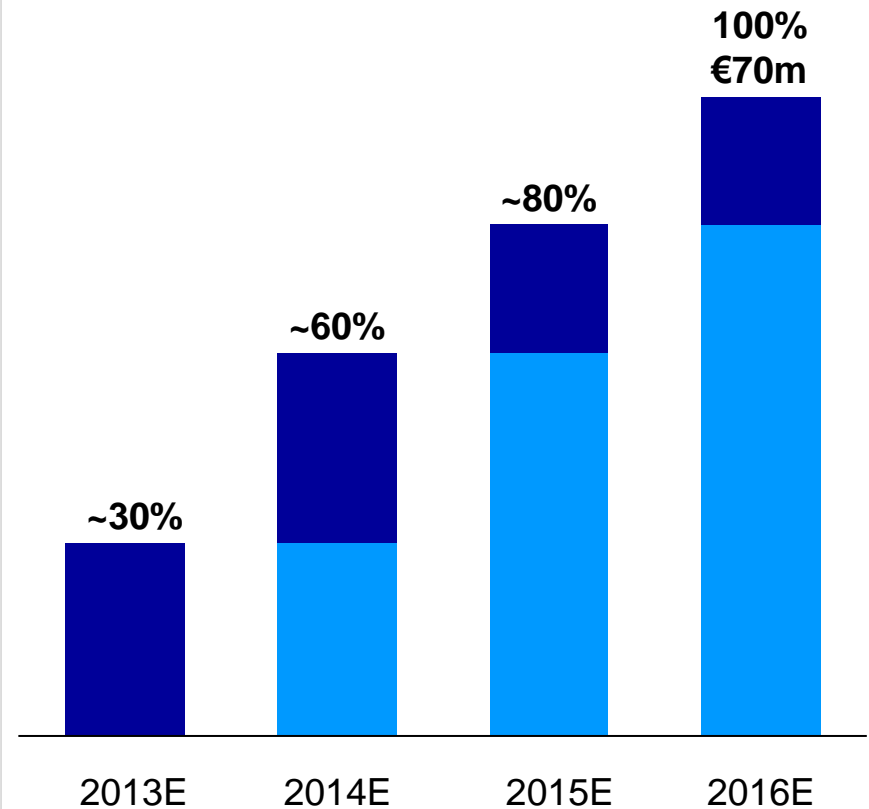


## Measures to increase the operating efficiency create flexibility to increase investments in growth

### Efficiency measures

- Planned savings in personnel and non-personnel costs of €70 million by 2016
- Non-personnel cost: €40 million, e.g. through a reduction of expenditure for external consulting as well as IT operating cost
- Personnel cost: €30 million, voluntary leaver programme for around 140 staff members and around 50 executives
- Implementation costs for the measures of around €90 to €120 million expected, of which €66 million have already been booked in Q1/2013

### Development of cost savings





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