



DEUTSCHE BÖRSE

# Theodor Weimer CEO

19 May 2020

Annual General Meeting of  
Deutsche Börse Aktiengesellschaft

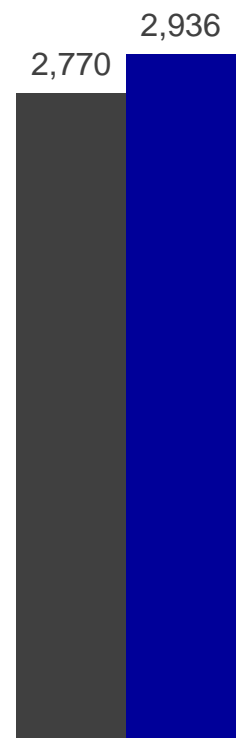


# Group financials

2019 (€m)

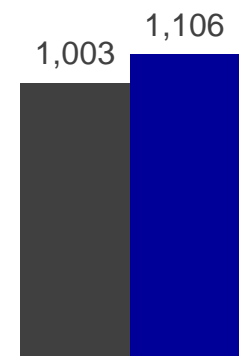
## Net revenue

↗ +6%



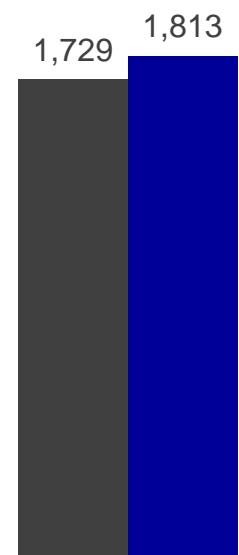
## Net profit

↗ +10%



## EBITDA

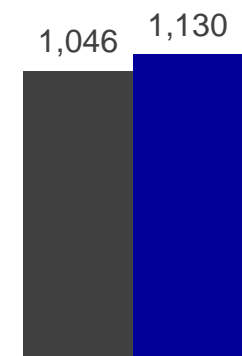
↗ +5%



## Operating cost

↗ +8%

↗ +5% (organic)



■ 2018  
■ 2019

Target for secular growth achieved

Target for net profit achieved

Cost reductions of >€m100 over three years very well on track

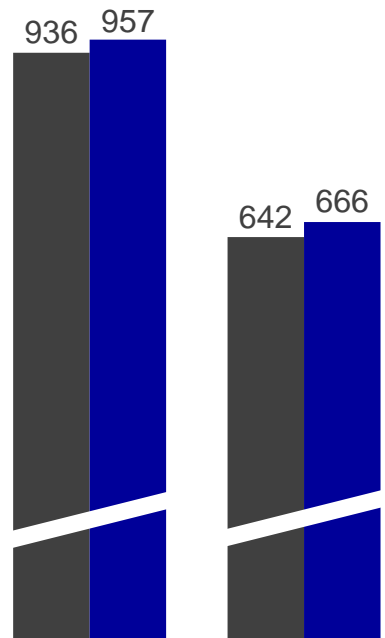
Note: Adjusted for exceptional items; operating costs and EBITDA FY/18 non-GAAP indicative figures

# Achievements 2019: Secular growth (I/II)

(€m)

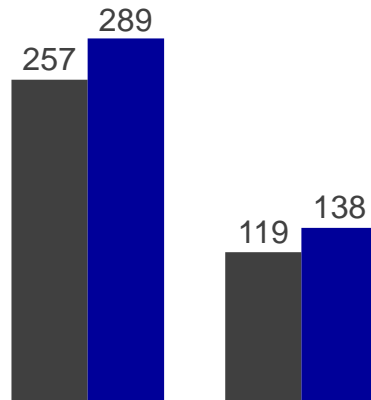
## Eurex

Net revenue	EBITDA
↗ +2%	↗ +4%



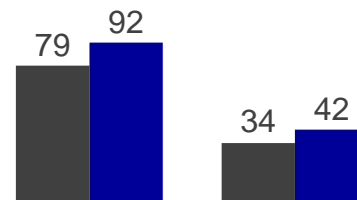
## EEX

Net revenue	EBITDA
↗ +13%	↗ +17%



## 360T

Net revenue	EBITDA
↗ +17%	↗ +22%



■ 2018  
■ 2019

Note: Adjusted for exceptional items; operating costs and EBITDA FY/18 non-GAAP indicative figures

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Eurex: New products as growth drivers

EEX: Successful international strategy

360T: Strong profitable growth

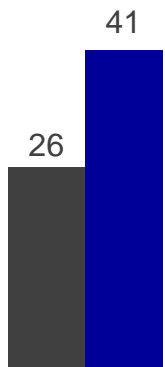
# Achievements 2019: Secular growth (II/II)

(€m)

## Eurex OTC-Clearing

Net revenue

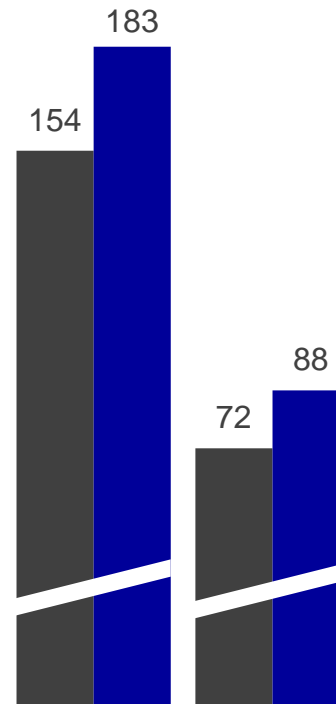
↗ +61%



## IFS

Net revenue    EBITDA

↗ +19%      ↗ +22%



■ 2018  
■ 2019

Eurex OTC-Clearing: Strong increase in net revenue

IFS: Strengthening of distribution services

Note: Adjusted for exceptional items; operating costs and EBITDA FY/18 non-GAAP indicative figures

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## Achievements 2019/20: Acquisitions and partnerships

Qontigo

Expansion of data and analytics

Fondcenter AG

Entry into fund distribution

MSCI

Partnership in index derivatives

## Achievements 2019/20: Technology

Microsoft

Google Cloud

SAP

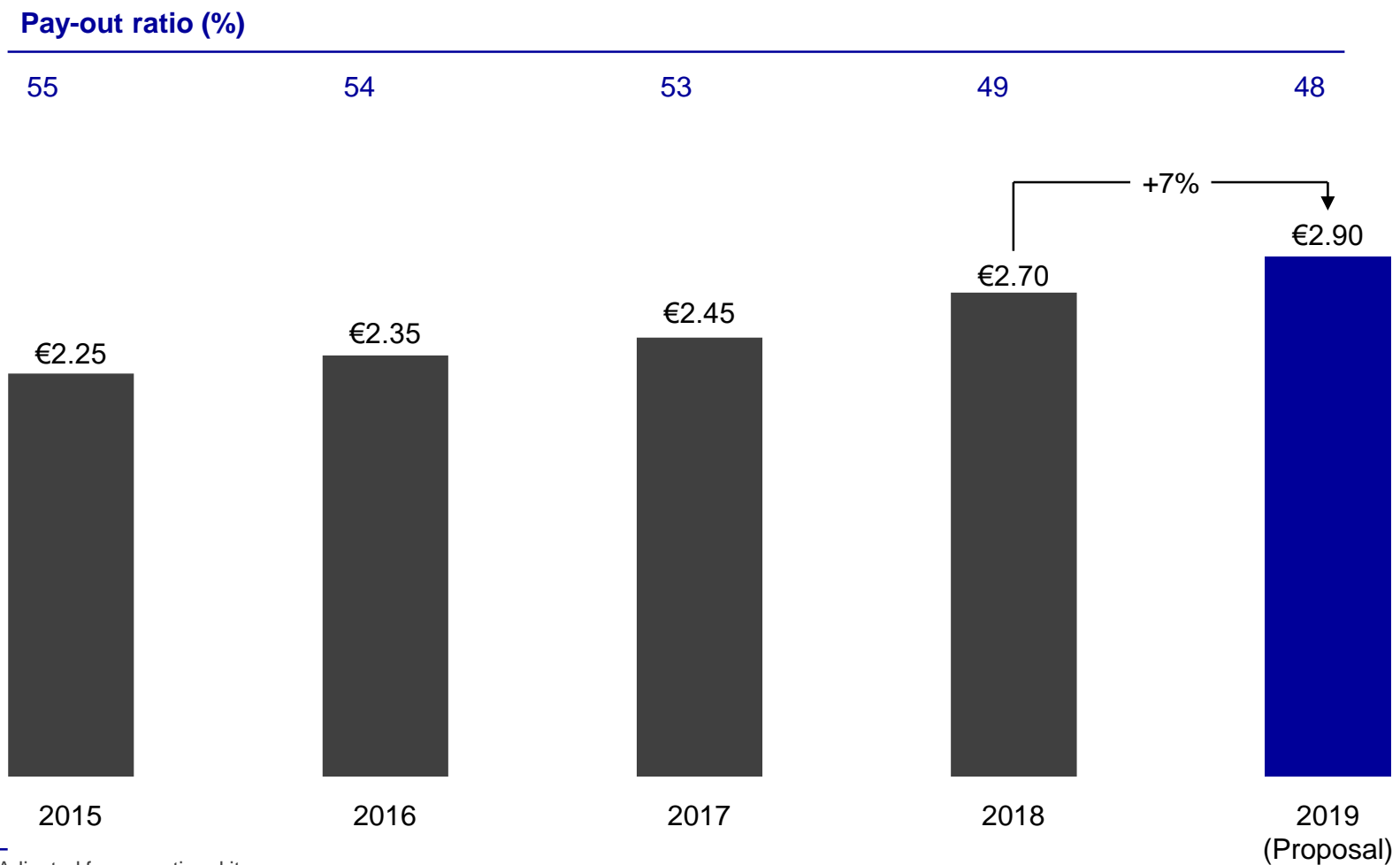
Cloud: With new cooperations, a pioneer in the financial industry

HQLA<sup>x</sup>

Blockchain: Together with our clients, an innovator in the capital markets

# Dividend per share and pay-out

2019



Note: Adjusted for exceptional items

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Distribution of 40-60% of net profit envisaged

Business development and continuity considered

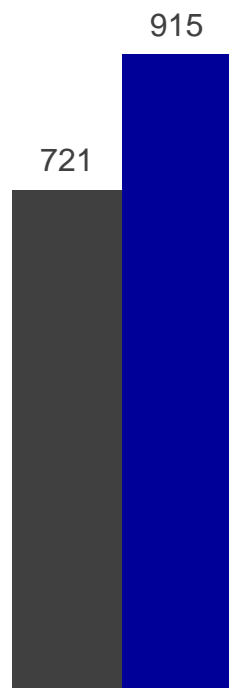
Remaining funds planned to be reinvested primarily into external development

# Group financials

Q1/2020 (€m)

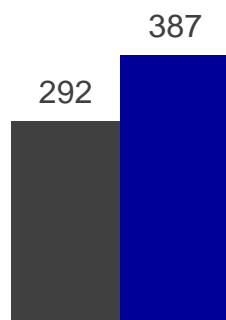
## Net revenue

↗ +27%



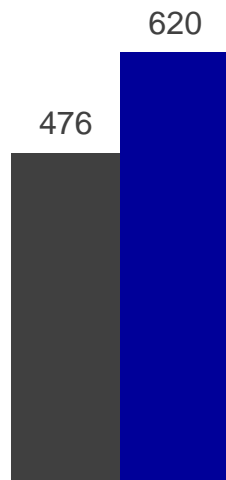
## Net profit

↗ +33%



## EBITDA

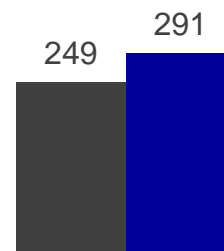
↗ +30%



## Operating cost

↗ +17%

↗ +10% (organic)



■ Q1 2019  
■ Q1 2020

Note: Adjusted for exceptional items

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Exchanges in high demand during periods of uncertainty

Good foundation for 2020

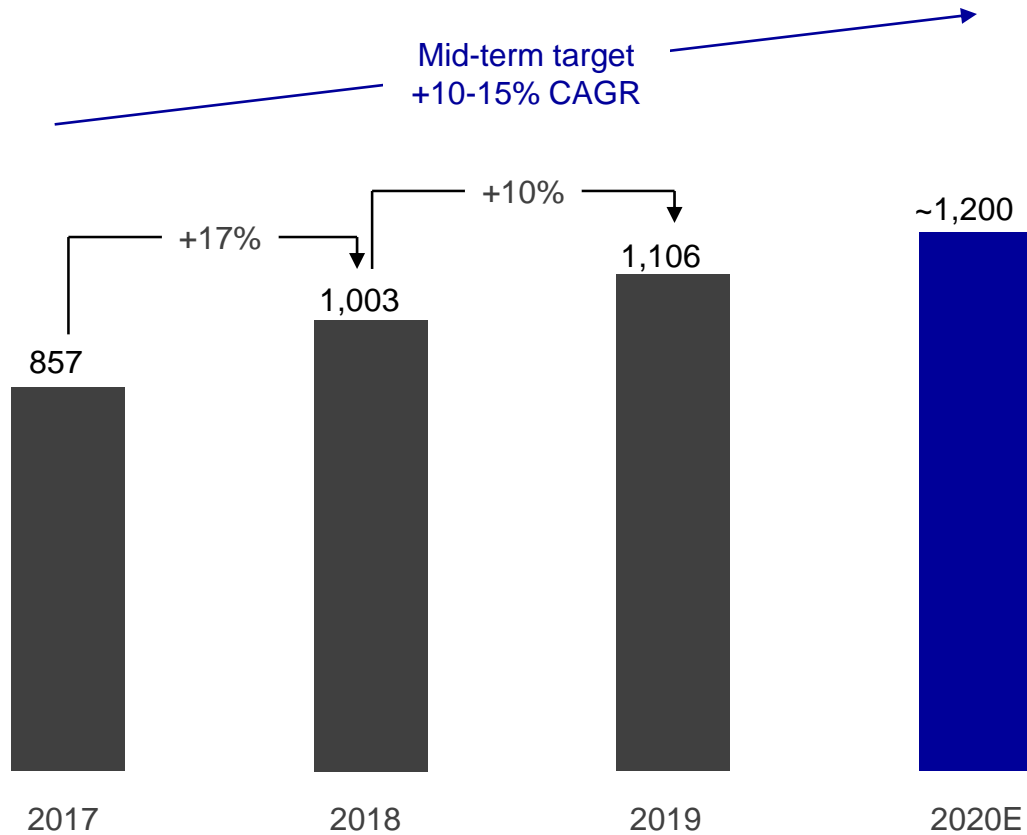
Results should not be extrapolated for the whole year



# Outlook 2020

## Net profit guidance

(€m)



Note: Adjusted for exceptional items

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Targets of „Roadmap 2020”  
achieved (14% net profit  
CAGR 2017-19)

## Outlook 2020

Secular growth of net  
revenue of at least 5%

Growth of adjusted net profit  
to around €1.20bn



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