

Investor Presentation

August 2020

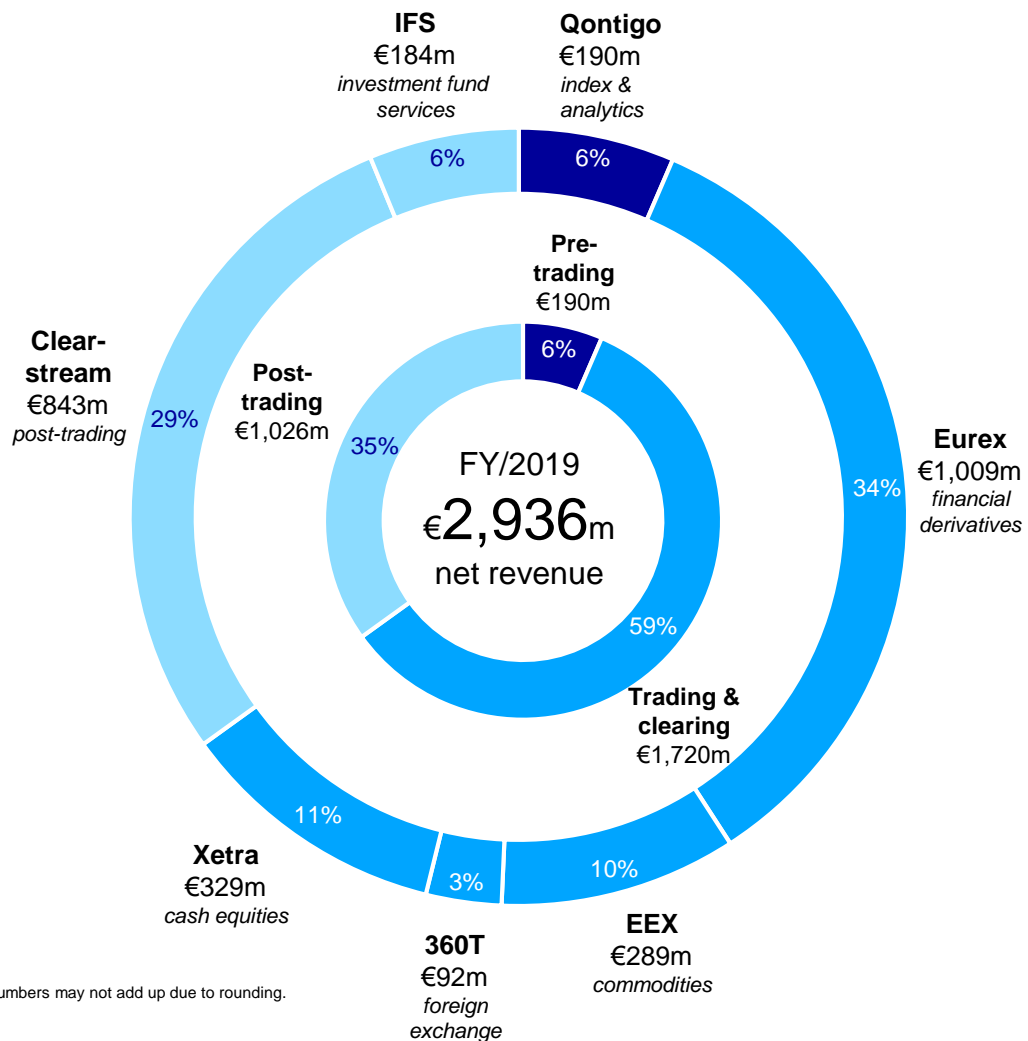


DEUTSCHE BÖRSE
GROUP

Our purpose

**We at Deutsche Börse create trust
in the markets of today and tomorrow.**

Diversified, scalable and resilient business portfolio serves as a basis for growth



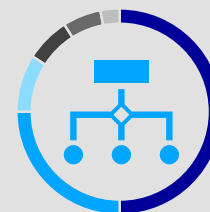
Note: Numbers may not add up due to rounding.

Geographically diversified



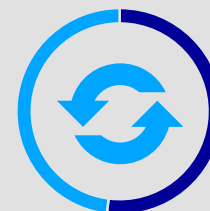
- 36% Rest of Europe
- 30% UK
- 22% Germany
- 7% Americas
- 5% Asia-Pacific

Multi-asset class offering



- 50% Equity / index
- 25% Fixed income
- 9% Commodities
- 7% Interest income
- 6% Funds
- 3% FX

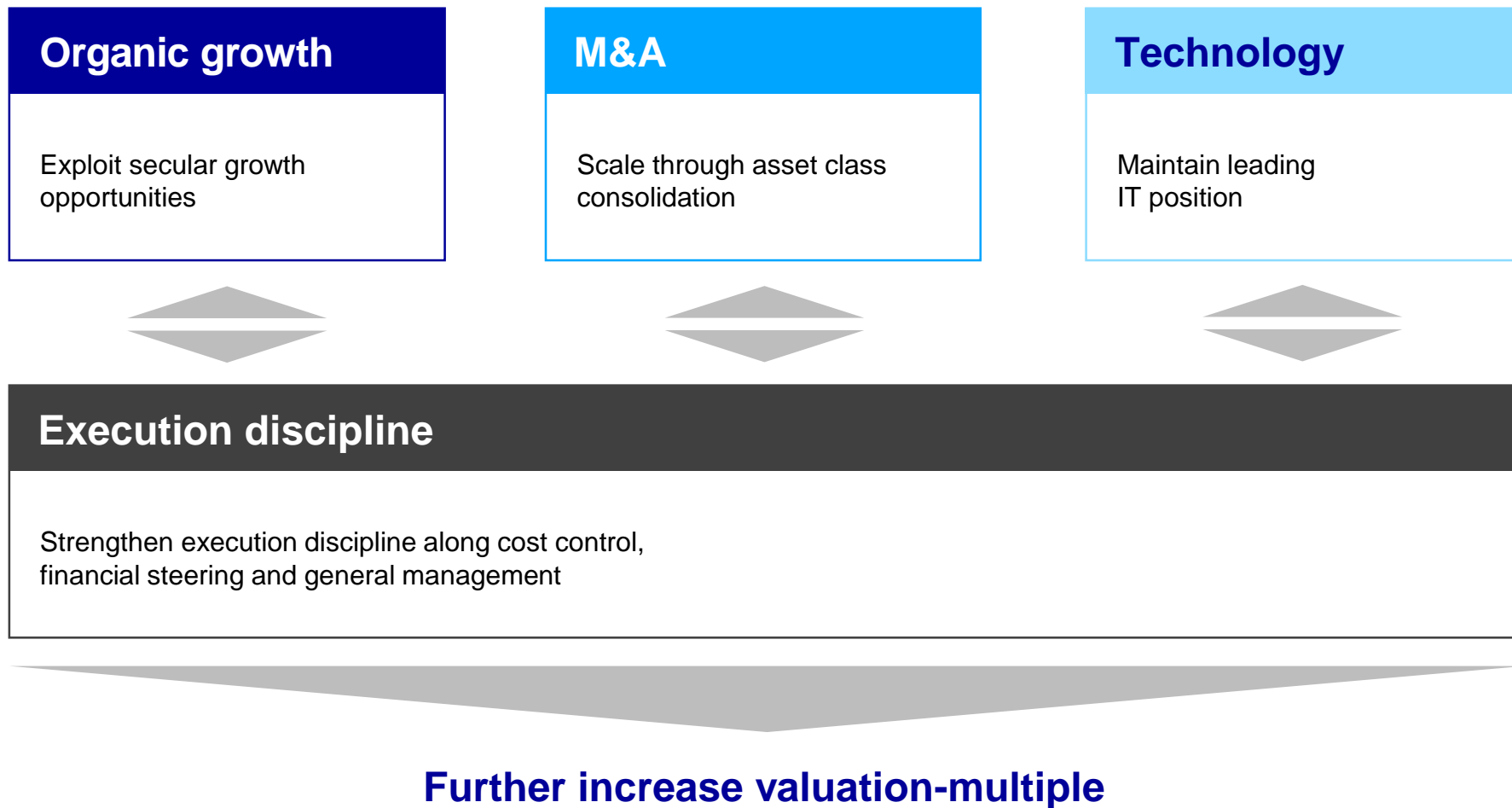
High recurring revenues



- 52% Transactional
- 48% Recurring

Key pillars of Deutsche Börse's growth strategy

Organic growth
M&A
Technology
Execution discipline



Organic growth – secular growth drivers fully intact despite dynamic environment

Organic growth
M&A
Technology
Execution discipline

Main drivers for secular growth

Central clearing

- Demand for liquid EU-based OTC CCP alternative
- Pull effects for new products and services (e.g. collateral)

Over the counter (OTC) to on-exchange

- Shift from OTC to regulated markets (e.g. futurisation)
- Electronification of less penetrated asset classes

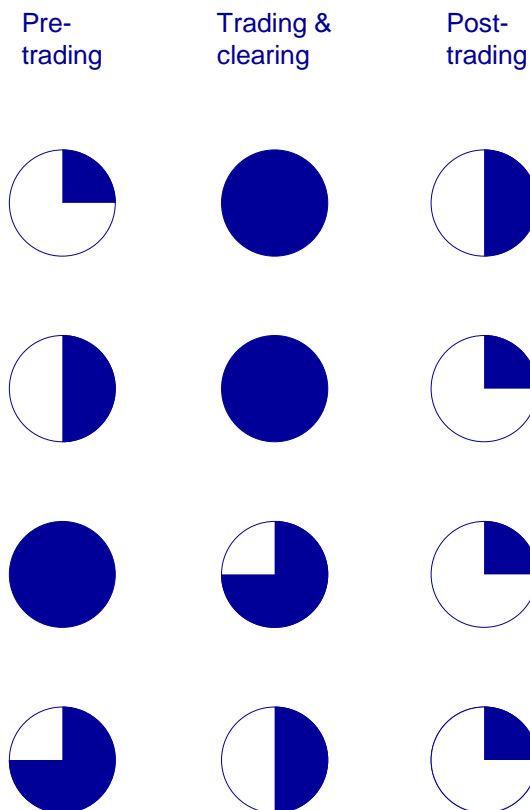
Active to passive investments

- Continued shift from active to passive investing
- Europe still offers significant growth potential

Importance of buy-side

- Increasingly self-directed buy-side and corporates
- Continued pressure on banking industry in general

Impact on the business



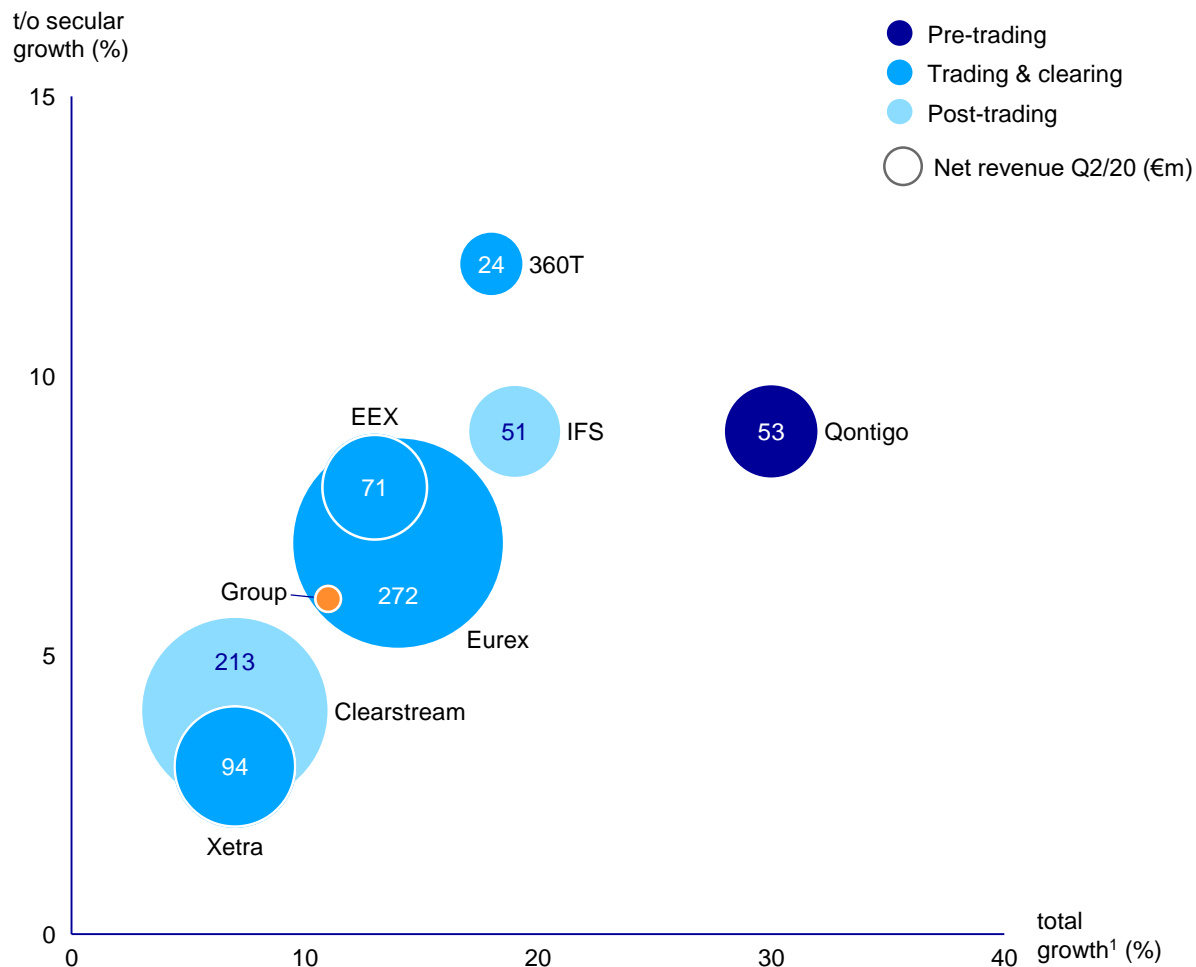
Organic growth – broad number of initiatives support key growth segments

Organic growth
M&A
Technology
Execution discipline

Segment	Secular growth drivers	Growth initiatives
Eurex (financial derivatives)	<p>OTC to on-exchange</p> <p>Central clearing</p> <p>Active to passive investments</p>	<p>Product innovation to support futurisation, e.g. total return and dividend futures</p> <p>Liquid EU-based OTC clearing alternative, e.g. for Euro interest rate swaps</p> <p>Product innovation to address accelerated buy-side demand, e.g. MSCI derivatives</p>
EEX (commodities)	<p>OTC to on-exchange</p> <p>New markets/regions</p>	<p>Efficient on-exchange services, e.g. to address increasing share of renewables in power</p> <p>New geographical markets and multi-commodity offering, e.g. Nodal (US), Japan, CO2</p>
360T (foreign exchange)	<p>OTC to on-exchange</p> <p>Shift to buy-side</p>	<p>Shift supported with new products and services e.g. FX futures, OTC FX clearing</p> <p>Product/service offering geared directly towards corporates and asset managers</p>
IFS (investment fund services)	<p>Fragmentation and inefficiencies</p>	<p>Increase of efficiency through central fund distribution and settlement solutions</p>
Qontigo (index & analytics)	<p>Active to passive investments</p> <p>Shift to buy-side</p>	<p>Further expansion and integration of index and benchmarking services</p> <p>Sophisticated risk analytics and portfolio-construction tools</p>

Strong performance in key secular growth segments

Total and secular net revenue growth (average Q1/18 to Q2/20)



1) Total growth includes secular, cyclical and M&A growth.

Organic growth
M&A
Technology
Execution discipline

Note

Secular growth is key pillar of Deutsche Börse's growth strategy.

Diversified business model serves as basis for secular growth along the full capital markets value chain.

Eurex, EEX, 360T, IFS and Qontigo are key secular growth segments.

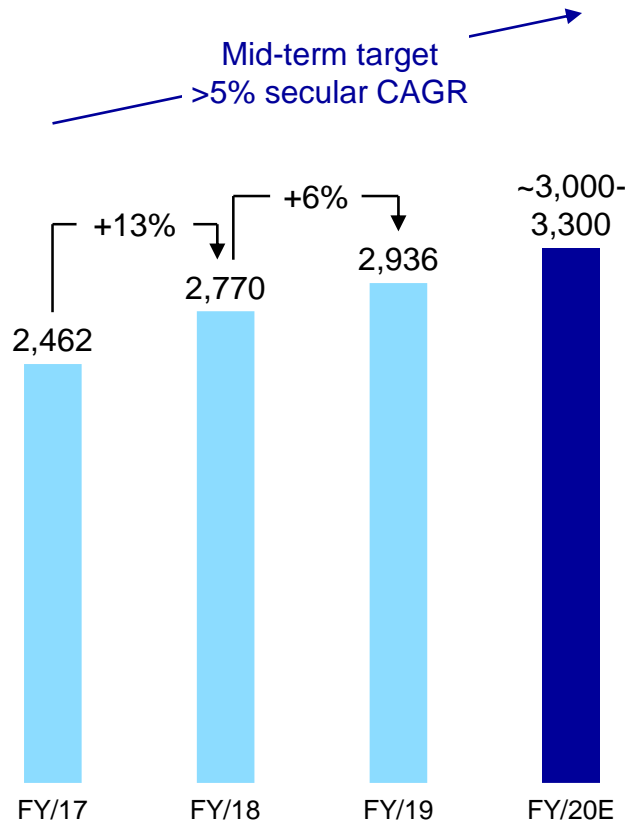
Continuous strategic investments planned to support growth momentum.

Organic growth – midterm targets

Organic growth
M&A
Technology
Execution discipline

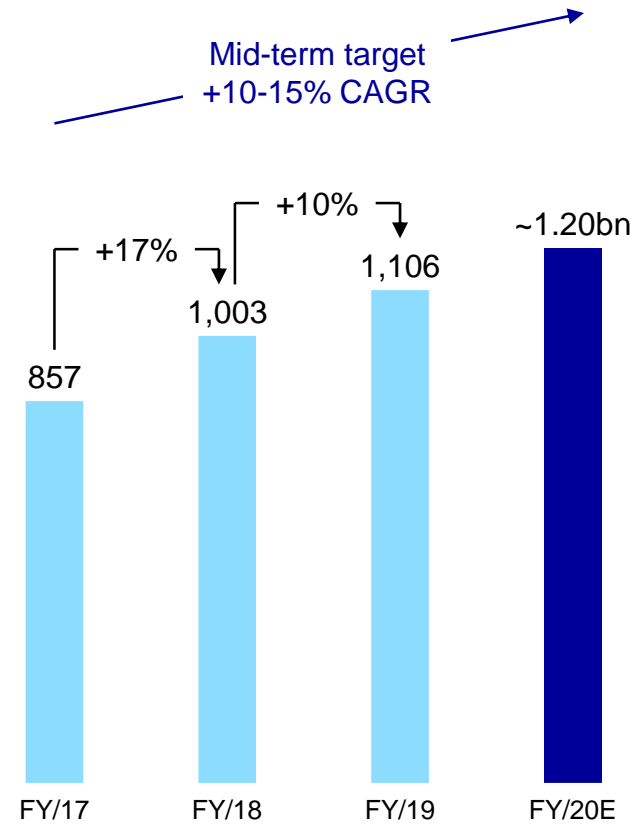
Net revenue growth target

(€m)



Net profit growth target (adj.)

(€m)



Note: Adjusted for exceptional items.

M&A – focused and disciplined approach started in 2018 yielded good results

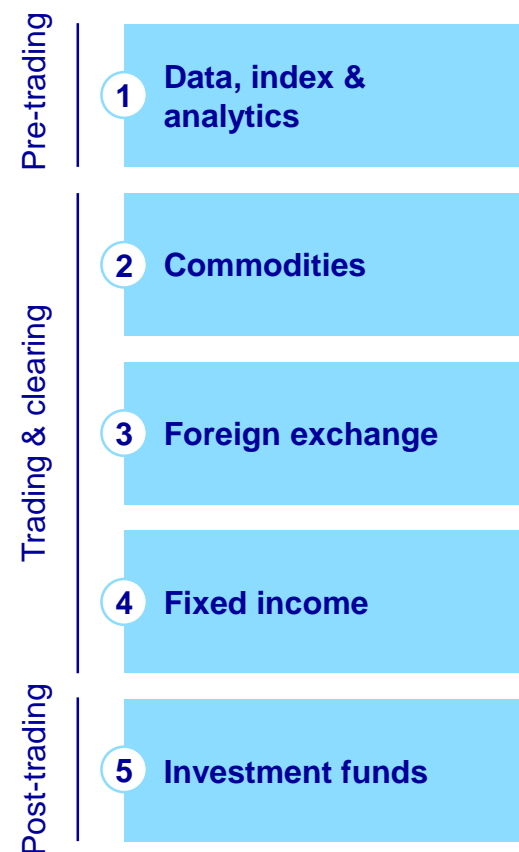
Organic growth

M&A

Technology

Execution discipline

M&A focus on five growth areas



M&A delivery since 2018

- **Axioma** acquisition strengthens Deutsche Börse's pre-trading offering and improves access to the buy-side and the US (Apr 2019)
- Acquisition of **Grexel Systems** (energy certificate registry; Dec 2018)
- **Spark Commodities** JV with Kpler for liquefied natural gas trading (Apr 2019)
- Acquisition of **NFX's futures and options exchange** core assets, including the portfolio of open interest in NFX contracts (Nov 2019)
- Acquisition of the spot FX platform **GTX ECN** allowed for expansion into the US and the dealer-to-dealer market segment (May 2018)
- Acquisition of **Swisscanto Funds Centre** to expand services with management of distribution contracts and data processing (Apr 2018)
- Acquisition of **Ausmaq**, a managed funds services business for the steadily growing Australian fund market (May 2019)
- Acquisition of **UBS Fondcenter AG** (closing expected H2/20) creates a leading provider of fund distribution services with high benefits for customers

Technology – capabilities in new technologies are growing steadily

Organic growth

M&A

Technology

Execution discipline

Technology trends

Public cloud

Cloud and provision of services via APIs is helping to increase agility, improve quality and reduce costs

- **First contracts** regarding **public cloud** operation have been signed with **Microsoft, Google and SAP**
- Contracts meet regulatory requirements to move **significant parts of operations into the public cloud** over time

DLT / block-chain

Helps to create new market structures and allows adding products onto existing structures

- **HQLAx**: innovative **blockchain solution** for collateral management based on tokens to improve **collateral mobility**

Robotics / automation / AI

Key efficiency driver for operations-heavy tasks

- **Centre of excellence** for automation **established**; several **automation tools already in production** for task automation; further steps defined along use case roadmap

Big data / advanced analytics

Advanced analytics is both a revenue driver adding value to data, and an efficiency lever

- **New client requirements** regarding data / analytics are addressed by the creation of a **buy-side intelligence leader** as part of the **Axioma acquisition**

Execution discipline – strengthened discipline along cost control, financial steering and general management

Organic growth

M&A

Technology

Execution discipline

Execution discipline

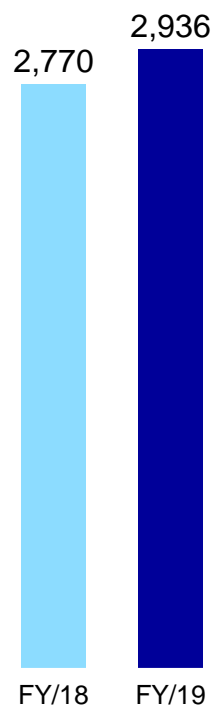
- **New executive board** set-up completed in 2018 with stronger business and technology focus
- **New segment structure** with increased P&L responsibilities/incentivisation to achieve secular growth and improve transparency
- **Structural cost improvement programme** implemented; savings above €100 million target; savings reinvested into growth, new technology and regulation
- **Upgraded M&A capabilities** allow for systematic execution of external growth opportunities
- **Tighter steering** and strict **consequence management**
- **Regained trust and support** of internal and external stakeholders

Group financials

FY/2019 (€m)

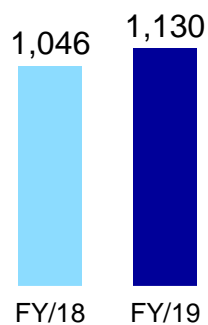
Net revenue

- ↗ +6%
- ↗ +5% (organic)
- ↗ +5% (secular)



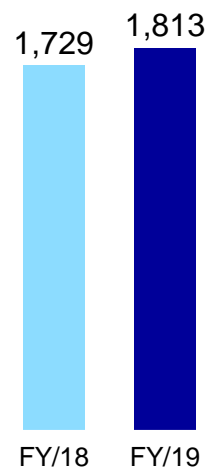
Operating cost

- ↗ +8%
- ↗ +5% (organic)



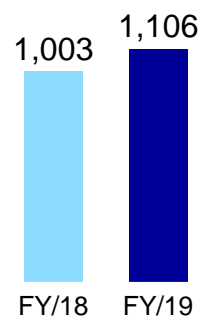
EBITDA

- ↗ +5%



Net profit

- ↗ +10%



Note

Net interest income	€246m +20%
Exceptional cost items	€135m
Depreciation (adj.)	€223m -6%
Financial result	-€54m
Tax rate	26%
EPS (adj.)	€6.03 +11%

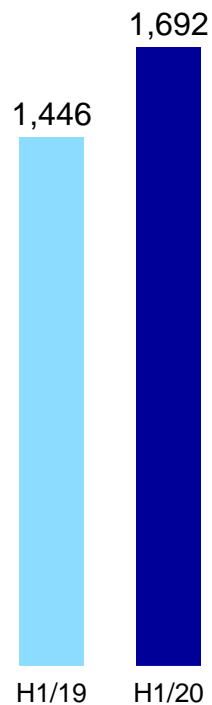
Note: Adjusted for exceptional items; operating costs and EBITDA FY/18 non-GAAP indicative figures.

Group financials

H1/2020 | €m

Net revenue

↗ +17%
↗ +14% (organic)
↗ + 7% (secular)



Operating cost

↗ +16%
↗ + 9% (organic)

509

H1/19

591

H1/20

EBITDA

↗ +17%
↗ +17% (organic)

941

H1/19

1,103

H1/20

Net profit

↗ +16%
↗ +19% (organic)

580

H1/19

676

H1/20

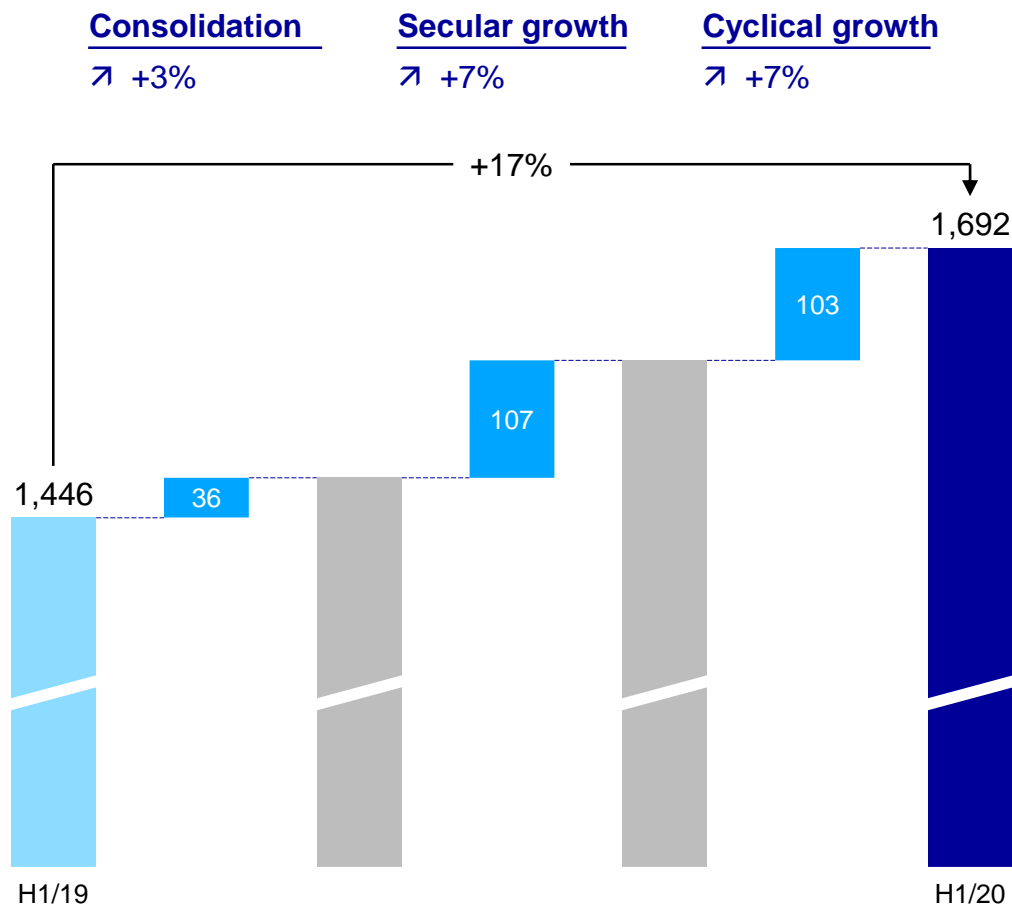
Note

Net interest income	€118m -8%
Exceptional cost items	€70m
Depreciation	€124m
Financial result	-€35m
Tax rate	26%
EPS (adj.)	€3.68 +16%

Note: Adjusted for exceptional items. Organic growth incl. Axioma (Qontigo), Ausmaq (IFS) and Börse Berlin (Xetra) like-for-like.

Secular growth trend remained intact

H1/2020 | €m



Note: Numbers may not add up due to rounding.

Note

Consolidation effects mainly driven by Qontigo (Axioma) and a small contribution from IFS (Ausmaq).

All segments with positive secular growth contribution, with good progress at Eurex, IFS, Qontigo and 360T.

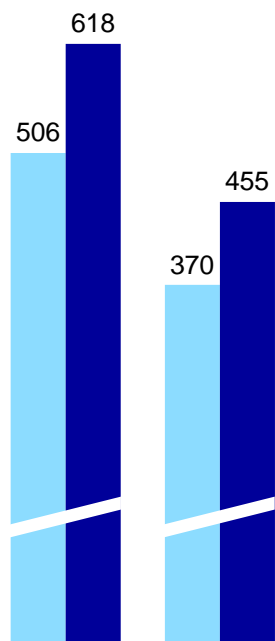
Cyclical growth mainly driven by exceptionally high volatility in Q1 due to the Corona situation.

Development of segment financials (I/II)

H1/2020 (€m)

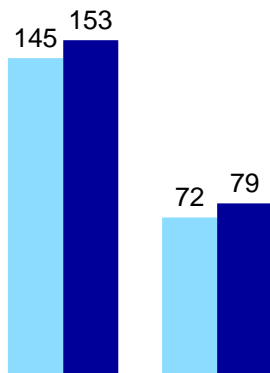
Eurex

Net revenue	EBITDA
↗ +22%	↗ +23%



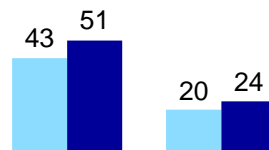
EEX

Net revenue	EBITDA
↗ +6%	↗ +9%



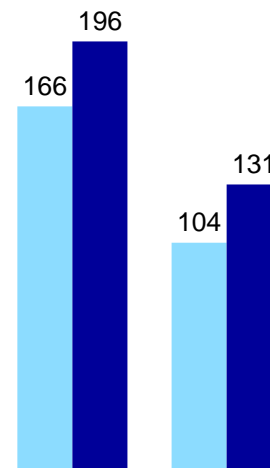
360T

Net revenue	EBITDA
↗ +19%	↗ +20%



Xetra

Net revenue	EBITDA
↗ +18%	↗ +25%
↗ +17% (org.)	↗ +24% (org.)



Note: Adjusted for exceptional items.

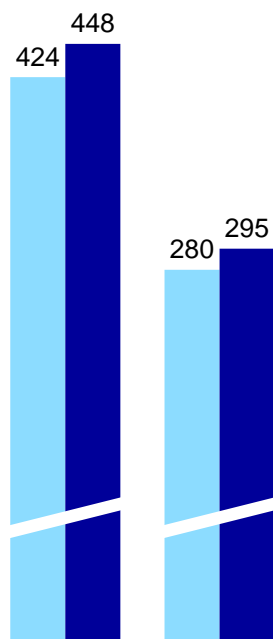
■ H1/19
■ H1/20

Development of segment financials (II/II)

H1/2020 (€m)

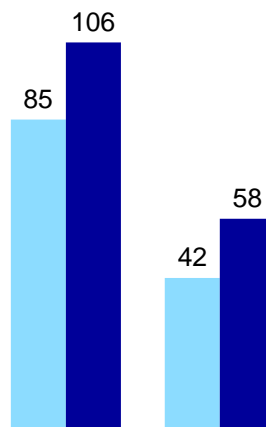
Clearstream

Net revenue	EBITDA
↗ +6%	↗ +6%



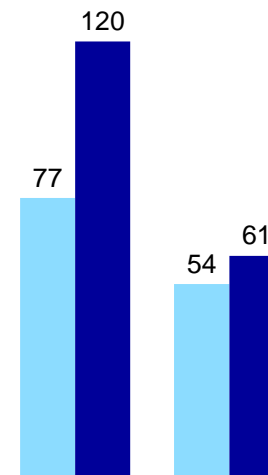
IFS

Net revenue	EBITDA
↗ +25%	↗ +38%
↗ +20% (org.)	↗ +35% (org.)



Qontigo

Net revenue	EBITDA
↗ +56%	↗ +14%
↗ +10% (org.)	↗ +13% (org.)

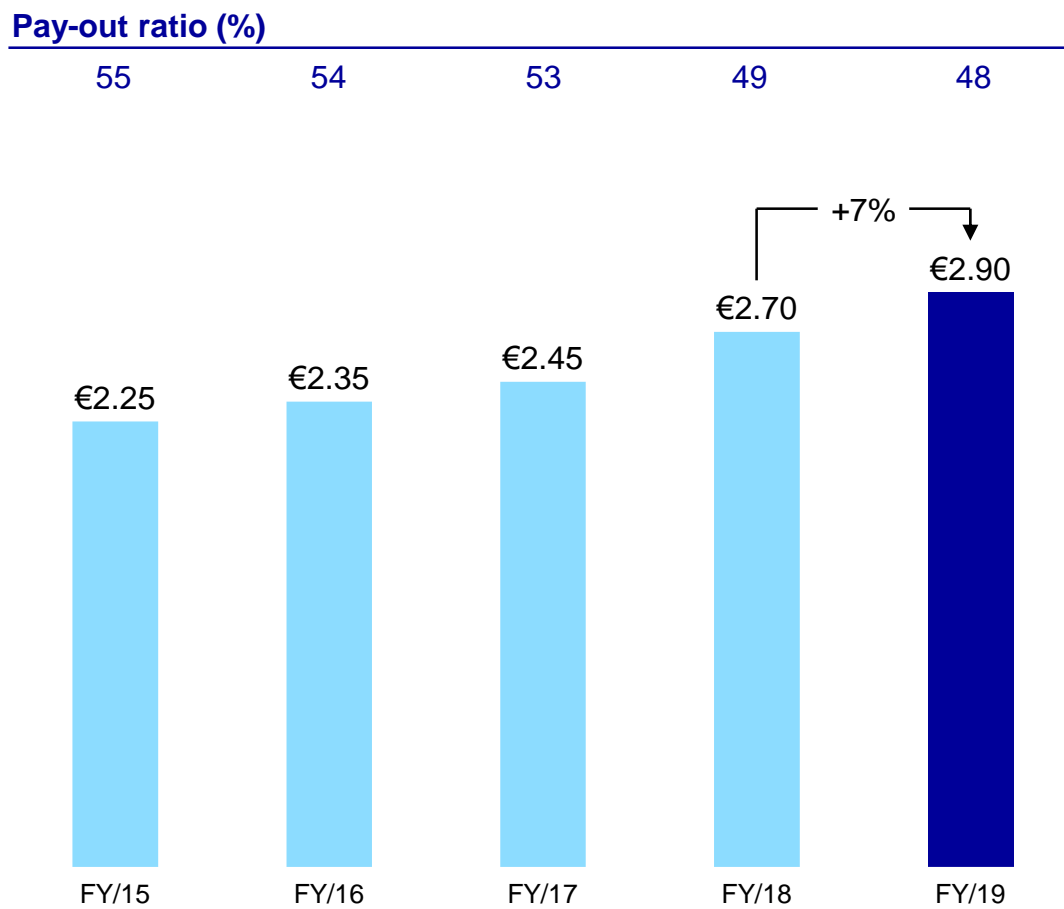


Note: Adjusted for exceptional items.

■ H1/19
■ H1/20

Dividend per share and pay-out

FY/2019



Note: Adjusted for exceptional items.

Note

Deutsche Börse aims to distribute 40-60% of adjusted annual net profit to shareholders in form of the regular dividend.

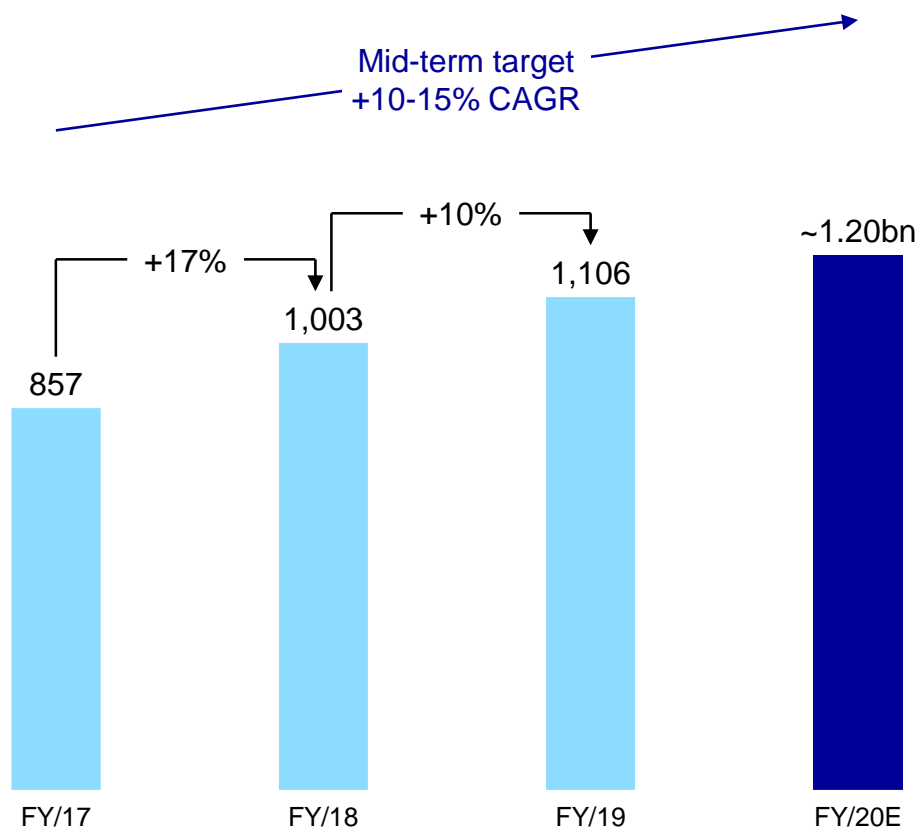
Within the 40-60% range, pay-out mainly depends on the business development and dividend continuity considerations.

Remaining free cash is planned to be reinvested into the business to support the Group's M&A strategy.

Outlook

FY/2020 | €m

Net profit guidance



Note: Adjusted for exceptional items.

Note

Despite strong H1/2020, guidance for 2020 remains unchanged.

For FY/2020 Deutsche Börse expects:

Continued secular net revenue growth of at least 5% and

around €1.20 billion adjusted net profit.

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