Theodor Weimer
CEO

19 May 2020
Annual General Meeting of
Deutsche Börse Aktiengesellschaft
### Group financials 2019 (€m)

**Net revenue**
- 2018: €2,770
- 2019: €2,936
- Growth: +6%

**Net profit**
- 2018: €1,003
- 2019: €1,106
- Growth: +10%

**EBITDA**
- 2018: €1,729
- 2019: €1,813
- Growth: +5%

**Operating cost**
- 2018: €1,046
- 2019: €1,130
- Growth: +8%
- Organic growth: +5%

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*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: +2%
- EBITDA: +4%

**EEX**
- Net revenue: +13%
- EBITDA: +17%

**360T**
- Net revenue: +17%
- EBITDA: +22%

**Eurex:** New products as growth drivers

**EEX:** Successful international strategy

**360T:** Strong profitable growth

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

Deutsche Börse Group
Achievements 2019: Secular growth (II/II) (€m)

**Eurex OTC-Clearing**

- Net revenue
  - ↑ +61%

**IFS**

- Net revenue
  - ↑ +19%
- EBITDA
  - ↑ +22%

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

Deutsche Börse Group
## Achievements 2019/20: Acquisitions and partnerships

<table>
<thead>
<tr>
<th>Company</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Qontigo</td>
<td>Expansion of data and analytics</td>
</tr>
<tr>
<td>Fondcenter AG</td>
<td>Entry into fund distribution</td>
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<tr>
<td>MSCI</td>
<td>Partnership in index derivates</td>
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<tr>
<td>Company</td>
<td>Initiative</td>
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<tr>
<td>Microsoft</td>
<td>Cloud: With new cooperations, a pioneer in the financial industry</td>
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<tr>
<td>Google Cloud</td>
<td>Blockchain: Together with our clients, an innovator in the capital markets</td>
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<tr>
<td>SAP</td>
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<tr>
<td>HQLA^x</td>
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Dividend per share and pay-out

2019

<table>
<thead>
<tr>
<th>Year</th>
<th>Pay-out ratio (€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>€2.25</td>
</tr>
<tr>
<td>2016</td>
<td>€2.35</td>
</tr>
<tr>
<td>2017</td>
<td>€2.45</td>
</tr>
<tr>
<td>2018</td>
<td>€2.70</td>
</tr>
<tr>
<td>2019</td>
<td>€2.90 (Proposal)</td>
</tr>
</tbody>
</table>

Note: Adjusted for exceptional items

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)

Exchanges in high demand during periods of uncertainty
Good foundation for 2020
Results should not be extrapolated for the whole year

Note: Adjusted for exceptional items
Deutsche Börse Group

Q1 2019 | Q1 2020
---|---
721 | 915
292 | 387
476 | 620
249 | 291
Outlook 2020

Net profit guidance (€m)

- 2017: 857
- 2018: 1,003
- 2019: 1,106
- 2020E: ~1,200

Mid-term target +10-15% CAGR

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

Note: Adjusted for exceptional items
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