

# Annual Press Conference FY 2023

Preliminary results  
8 February 2024



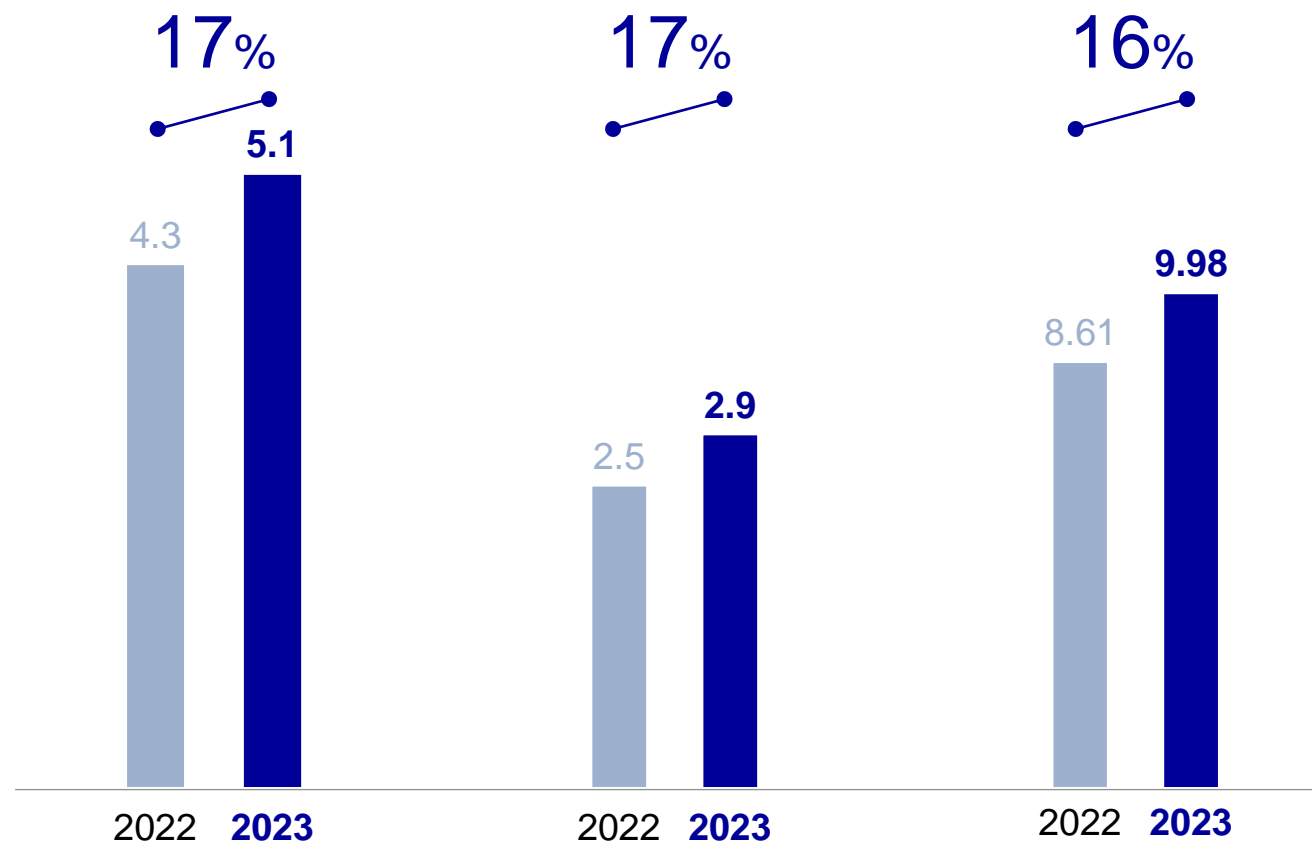
DEUTSCHE BÖRSE  
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# Development in 2023 significantly exceeded original expectations, leading to another record year

Net revenue | €bn

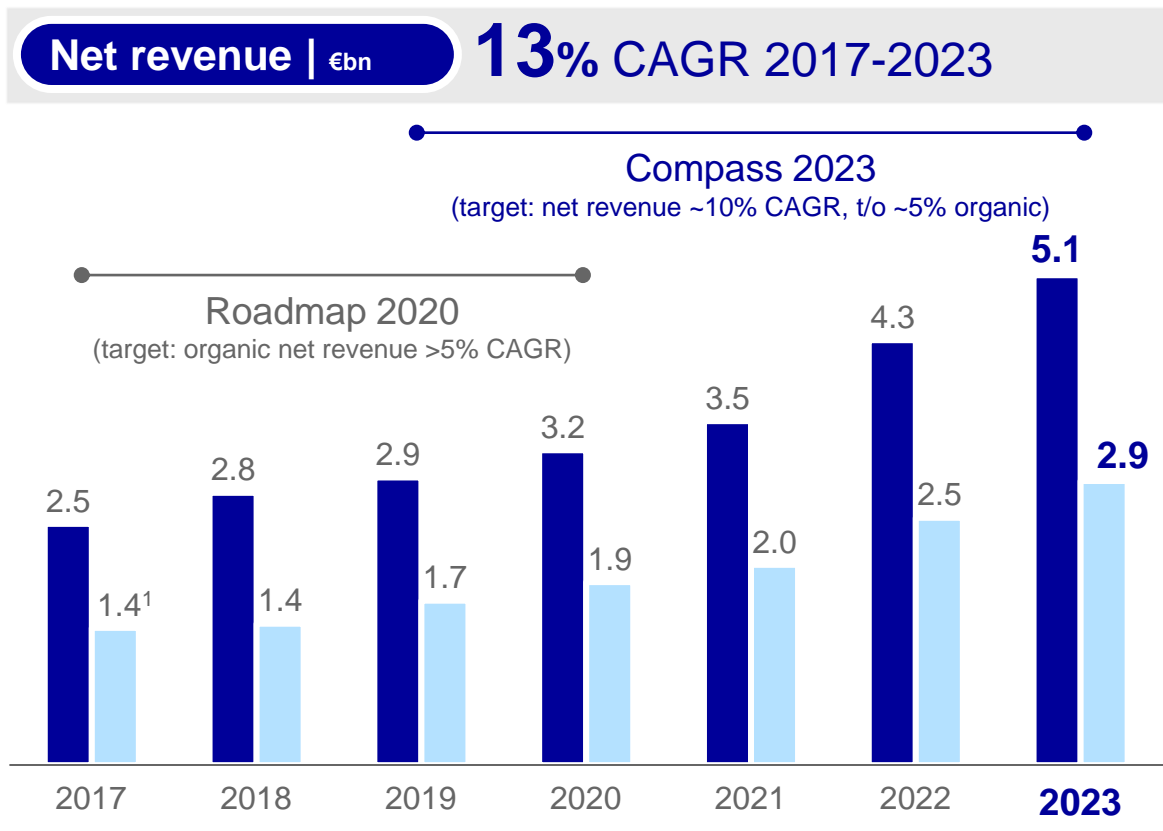
EBITDA | €bn

Cash EPS | €



- **Organic net revenue growth of 12%** in 2023 significantly exceeded original expectations
- Key driver was the **extraordinary net interest income contribution** (€702 million), which by far offset lower equity market volatility
- But organic growth was also driven by **continued secular growth** across the Group (e.g. analytics, repo, commodities, FX)
- In addition, the **SimCorp** consolidation contributed **5% inorganic net revenue growth** in 2023
- Driven by almost flat costs in Q4/23, **organic operating costs increased only 5%** in 2023; as a result, the organic **EBITDA increased 17%**
- Executive Board is proposing a **dividend of €3.80 per share** for 2023 (40% pay-out)

# We have demonstrated a strong track record for growth, overdelivering on our objectives



**5%** + **4%** + **4%**

**secular CAGR**      **cyclical CAGR**      **M&A CAGR**

**Growth out of own effort** by addressing industry trends has become a **consistent and reliable key driver**

Normalisation of interest rate environment resulted in **sustainable cyclical upside** across the Group

**Acquisition of assets and skills** strengthened our business model to ensure long-term growth

- **Effective cost management** that balanced growth investments and operating efficiency ensured **organic operating leverage**
- Small margin dilution of **M&A** accepted because of the **improvement of long-term growth prospects**



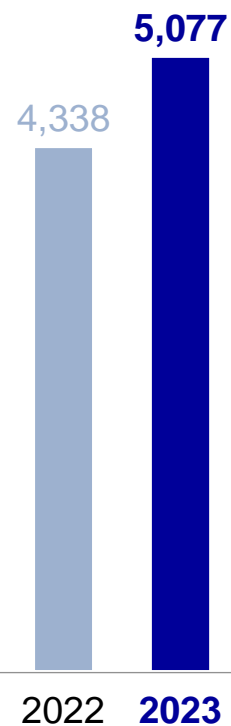
1) EBITDA adjusted for exceptional items (€1.5bn reported)

# Group financials

FY/2023

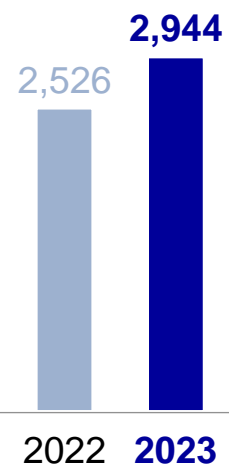
## Net revenue | €m

- ↗ +17%
- ↗ +12% (organic)



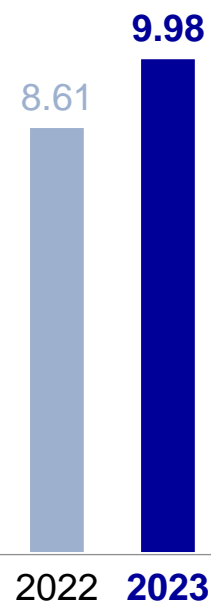
## EBITDA | €m

- ↗ +17%
- ↗ +17% (organic)



## Cash EPS<sup>1</sup> | €

- ↗ +16%
- ↗ +19% (organic)



## Note

Treasury result	€961m +81%
Operating cost	€2,118m +16%
Financial investments	€-14m
Depreciation <sup>2</sup>	€419m
Financial result	€-74m
Net profit	€1,724m +15%
EPS	€9.35

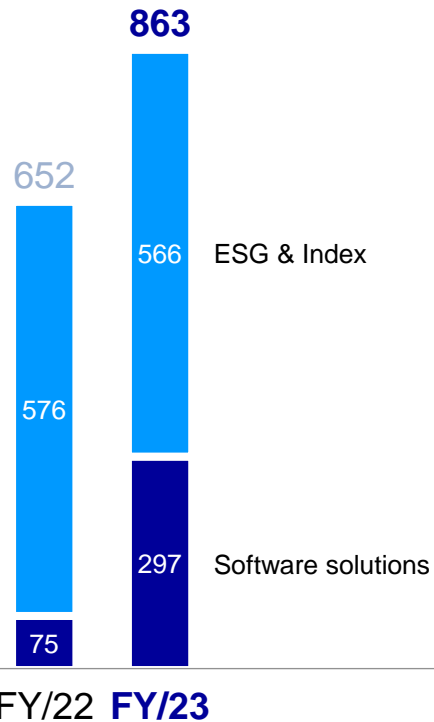
- 1) EPS before purchase price allocation (ppa)
- 2) Incl. ~€135m ppa effects

# Investment Management Solutions

FY/2023

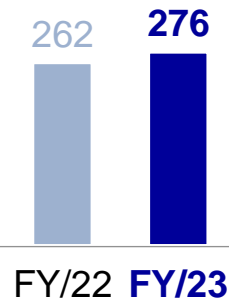
**Net revenue** | €m

↗ +32%



**EBITDA** | €m

↗ +6%



**Business development**

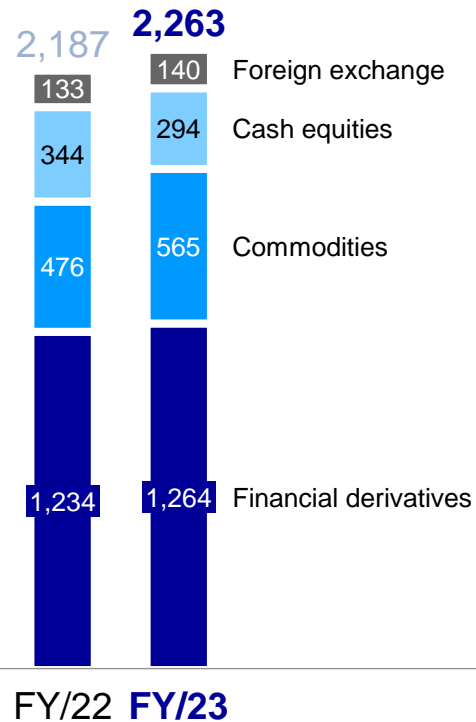
- SimCorp's net revenue of €198 million in Q4/2023 was above expectations; software solutions overall benefited from new clients and renewals, with especially good momentum in analytics
- Software solutions (SimCorp/Axioma) annual recurring revenue (ARR) stood at €519 million at year end (+14%)
- In Q4/22, Index included ~€20 million fee reimbursement from Trading & Clearing
- EBITDA impacted by exceptional costs (€79 million)

# Trading & Clearing

## FY/2023

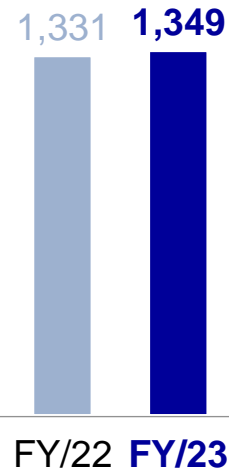
### Net revenue | €m

↗ +3%



### EBITDA | €m

↗ +1%



### Business development

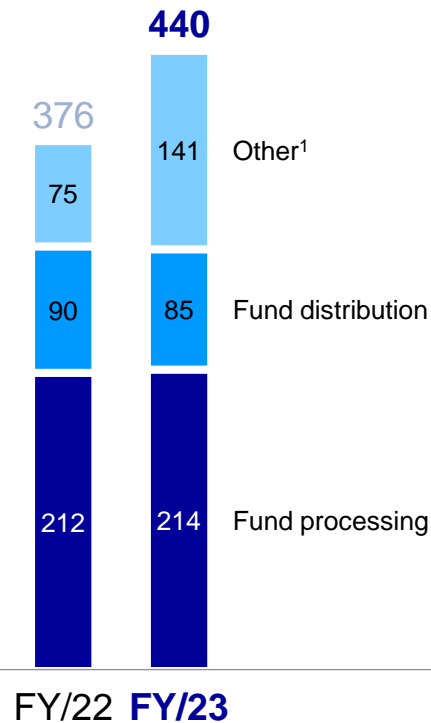
- Financial derivatives benefitted mainly from higher fixed income activity (futures and repo), while lower equity volatility resulted in a decline of margin fees
- Commodities were mainly driven by strong trading activity in EU power derivatives; mainly due to market share gains, and reached a new record level
- Cash equities with easing comparables, but impacted by flow into fixed income and low volatility
- In foreign exchange, new clients (buy-side) and regions (US/APAC) helped to offset lower volatility

# Fund Services

## FY/2023

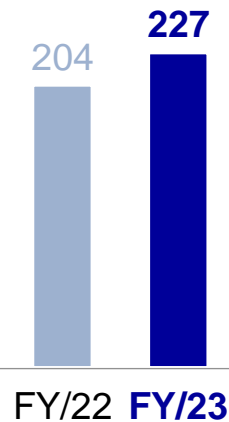
### Net revenue | €m

↗ +17%



### EBITDA | €m

↗ +11%



### Business development

- In fund distribution and processing, outflows from active equity funds to passive and fixed income were compensated by new clients
- In Q4/22, Distribution included ~€4 million one-off net revenue
- Carve out of Fund Services resulted mainly in a NII shift of €57 million from Securities Services
- Carve out of Fund Services business from Clearstream largely completed

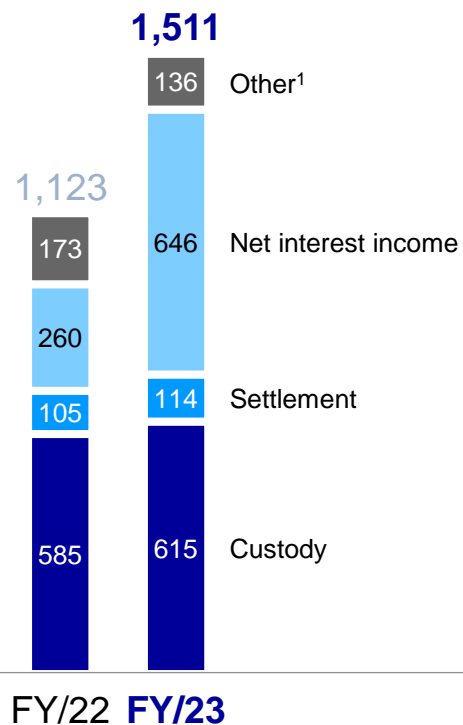
1) Incl. NII of €57m in FY/23, net revenue from connectivity and fund data

# Securities Services

FY/2023

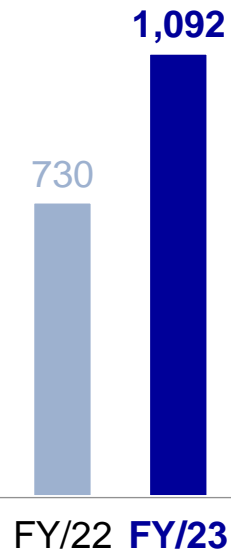
## Net revenue | €m

↗ +35%



## EBITDA | €m

↗ +50%



## Business development

- Custody and Settlement positively affected by ongoing high level of fixed income issuance activity and higher index levels
- Net interest income: much higher rates overcompensated a decline in cash balances (-12%); NII affected by an additional segregation of interest income associated with blocked accounts (€13 million for 2023)
- Carve out of Fund Services results in some P&L shift effects from Securities Services (see previous page)

1) Incl. net revenue from connectivity, account services and reporting



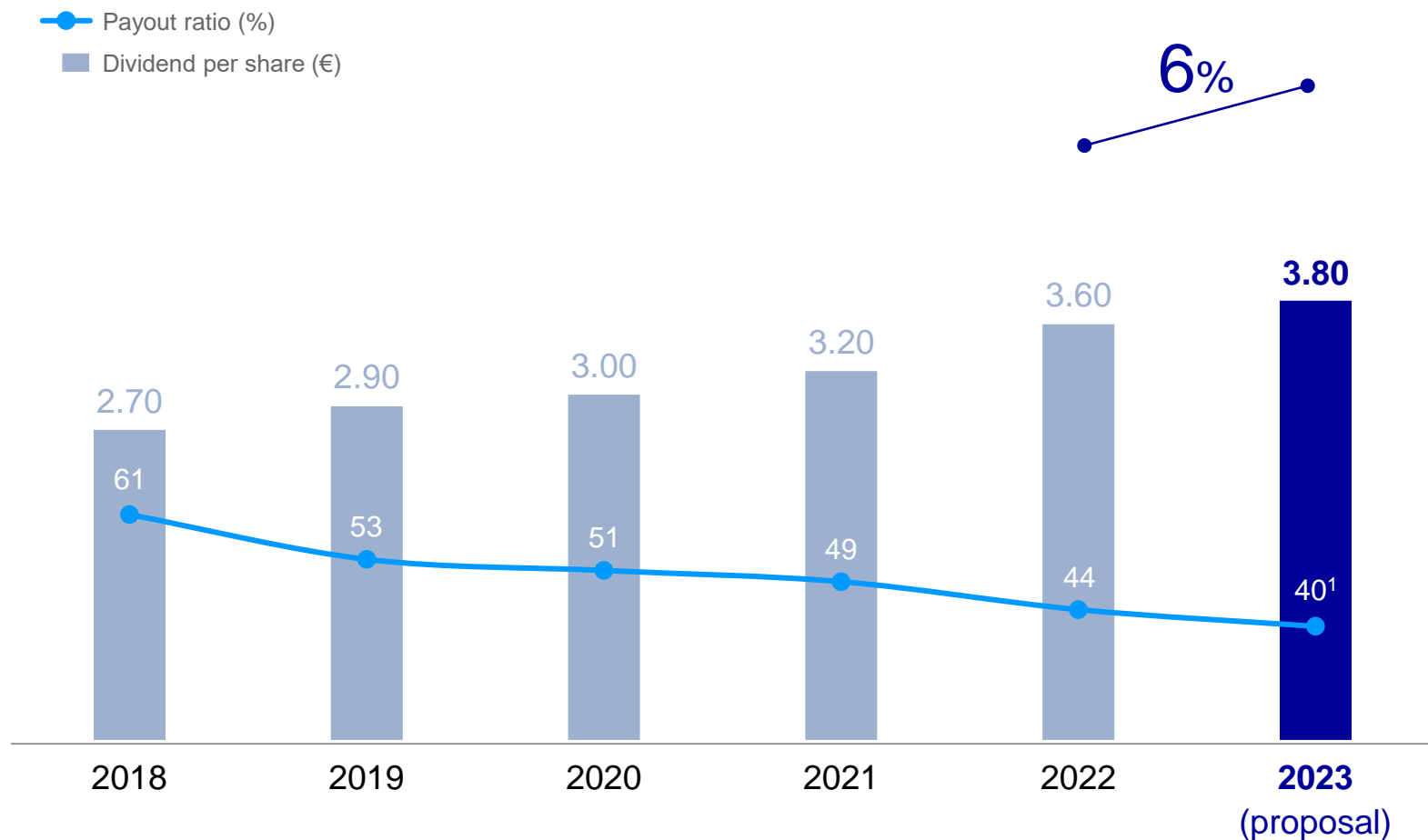
# Dividend proposal

FY/2023

## Dividend per share and pay-out

● Payout ratio (%)

■ Dividend per share (€)



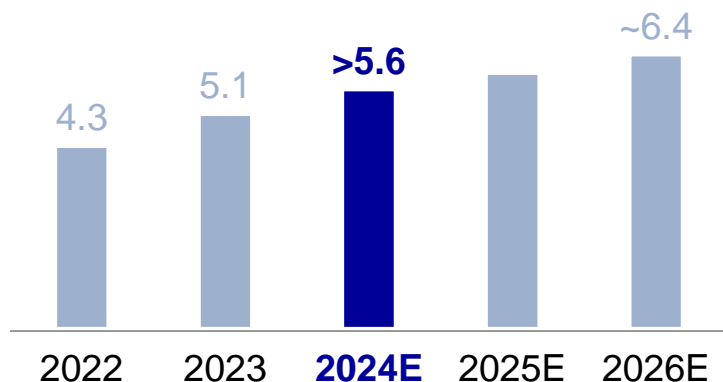
## Capital management

- To reflect increased earnings and the strong growth outlook, we adjusted our dividend payout ratio target to 30-40% of the annual net profit
- Within this range, we manage the payout mainly in relation to our financial performance and based on continuity considerations (new commitment for increasing DPS)
- In case of excess liquidity, we intend to complement the dividend with additional distributions in the form of share buy-backs; €300 million buy-back programme started in January (51% executed)

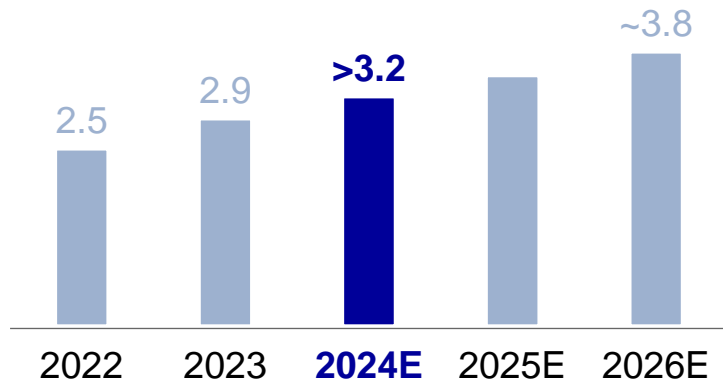
1) Subject to final number of shares bought back under current share buy-back programme

# Outlook for 2024 is in-line with the Horizon 2026 growth trajectory

## Net revenue | €bn



## EBITDA | €bn



## Strategic priorities in 2024



### Support further secular growth

- Leverage momentum in fixed income: expansion of repo offering, increase of market share in OTC clearing and move into short-term interest rate derivatives
- Win new clients, launch new products and/or take further market share in commodities, foreign exchange and the funds business

### Make Investment Management Solutions a success

- Complete new segment setup and integration of businesses, but key priority is to continue to pursue organic growth opportunities (new clients and/or products)
- Leverage new segment setup to achieve targeted EBITDA synergies (~€54 million run-rate in 2024; well on track) and analyse further synergy potential



### Apply new capital management framework

- Focus on deleveraging and improving the rating metrics in-line with AA- credit rating for the Group
- Execution of share buy-back programme (€152 million of €300 million already bought back)





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# Q&A



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# Media calendar and contact details

07 Feb 2024	Publication preliminary results Q4 and FY 2023 (around 19:00)
08 Feb 2024	<a href="#">Annual Press Conference (10:30)</a>
08 Feb 2024	<a href="#">Analyst and investor conference call Q4 and FY 2023</a>
28-29 Feb 2024	<a href="#">Derivatives Forum Frankfurt 2024</a>
05 Mar 2024	DAX indices composition review
23 Apr 2024	Publication quarterly statement Q1/2024 (around 19:00)
24 Apr 2024	Analyst and investor conference call Q1/2024
14 May 2024	<a href="#">Annual General Meeting 2024</a>
05 Jun 2024	DAX indices composition review
24 Jul 2024	Publication half-yearly financial report 2024 (around 19:00)
25 Jul 2024	Analyst and investor conference call Q2/2024
04 Sep 2024	DAX indices composition review
22 Oct 2024	Publication quarterly statement Q3/2024 (around 19:00)
23 Oct 2024	Analyst and investor conference call Q3/2024
25-27 Nov 2024	<a href="#">Deutsches Eigenkapitalforum 2024</a>
04 Dec 2024	DAX indices composition review

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