# Australian Stock Exchange Limited 2005/2006 Full Year Results

Robert Elstone, MD and CEO John Hayes, CFO (ASX) Martin Davey, CFO (SFE)

17 August 2006 Sydney, Australia



## **Disclaimer**

The material contained in this document is a presentation of general information about ASX's and SFE's activities current as at the date of this presentation (17 August 2006). It is provided in summary and does not purport to be complete. You should not rely upon it as advice for investment purposes as it does not take into account your investment objectives, financial position or needs. These factors should be considered, with or without professional advice, when deciding if an investment is appropriate.

To the extent permitted by law, no responsibility for any loss arising in any way (including by way of negligence) from anyone acting or refraining from acting as a result of this material is accepted by ASX or any of its related bodies corporate.

## **Note Regarding AIFRS**

Results for the year ended 30 June 2006 have been determined based on Australian Equivalents to International Financial Reporting Standards (AIFRS). Comparatives for the year and six months ended 30 June 2005 have been restated based on AIFRS.

Comparisons referred to in this analysis for reporting periods prior to 2004/2005 are presented based on Australian Generally Accepted Accounting Principles (AGAAP).

Caution should be applied when comparing results presented under AIFRS against results presented under AGAAP.

Introduction

Robert Elstone
Managing Director and CEO

## **Agenda**

Introduction
 Robert Elstone

ASX Financial and Operational Highlights John Hayes

SFE Financial and Operational Highlights Martin Davey

Post Balance Date and Outlook
 Robert Elstone

Questions

Close



## **ASX Performance Summary – FY06**

•	Net profit after tax up 24.6% to \$137.1 million	V	1
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- Revenue up 9.3% to \$305.6 million
- Expenses (inc D&A) down 6.2% to \$130.7 million
- Expenses (ex D&A) down 2.6% to \$120.2 million
- Capital expenditure within target at \$13.9 million
- EPS up 24.6% to 133.4 cents
- Total dividend up 26.3% to 120.1 cents per share
- APRL sold \$9.8 million profit before tax
- Premises Review Melbourne, Brisbane, Adelaide relocations

**M**ASX

Comparisons between full year normal (adjusted for significant items) results at June 06 and June 05 Excludes merger related costs

## **SFE Performance Summary – HY06**

Net profit after tax up 26.3% to \$42.3 million

Revenue up 17.0% to \$76.4 million

Expenses (inc D&A) up 1.0% to \$26.8 million

X

Expenses (ex D&A) up 4.4% to \$24.9 million

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Interim dividend up 53.1% to 32.6 cents per share

Total Exchange volumes up 26.4% to 38.9 million

•Futures up 25.8% to 36.8 million

•Options up 36.8% to 2.1 million

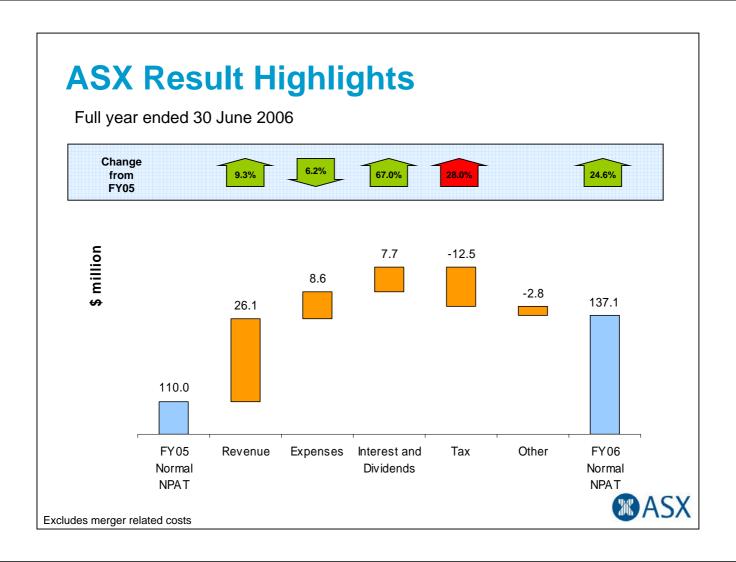
Total Austraclear transactions up 1.2% to 0.7 million

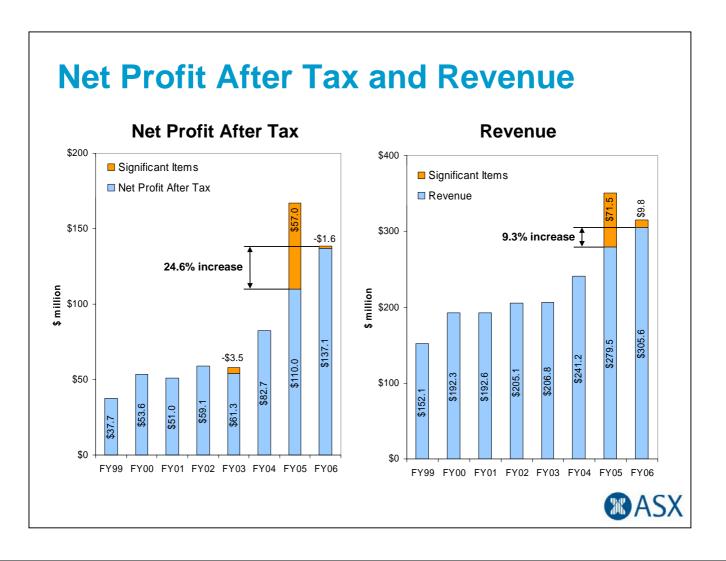
Results are un-audited Comparisons between half year results at June 06 and June 05 Excludes merger related costs



## **ASX** Financial and **Operational Highlights**

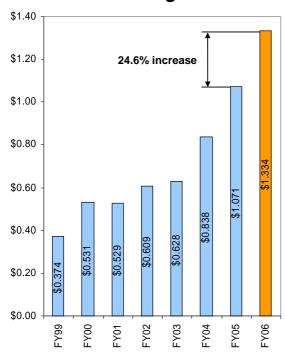
**John Hayes Chief Financial Officer - ASX** 



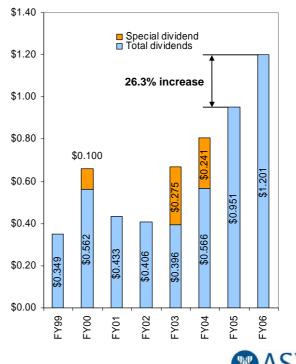


## **Financial Performance**



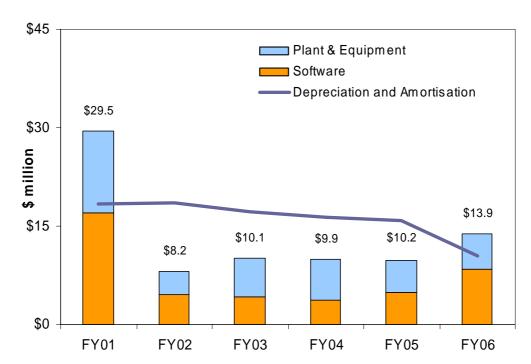


#### **Dividends Per Share**





## **Capital Expenditure**

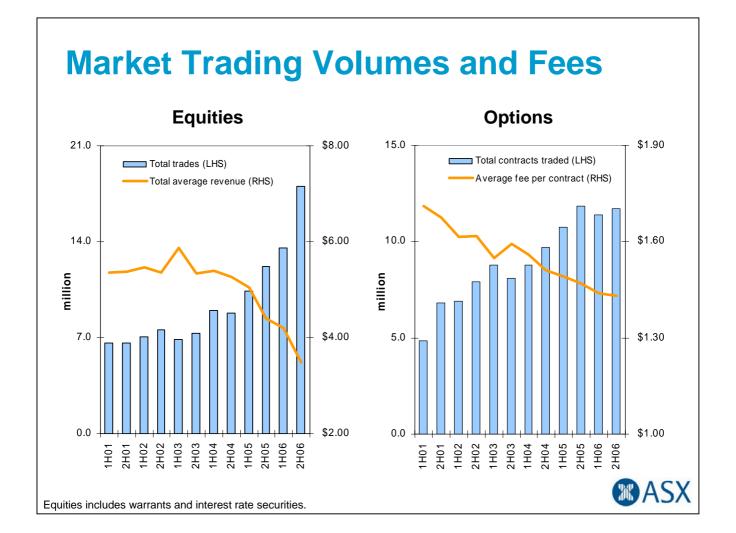




## Financial Performance - Revenue

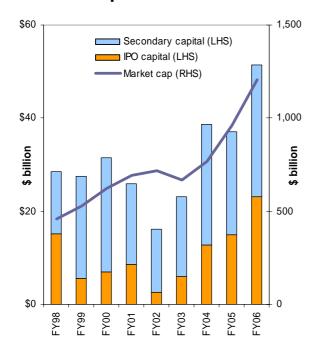
Revenue	12 mths to Jun 2006	12 mths to Jun 2005	vs. pcp	5 year CAGR
Listings	77.0	71.5	7.7%	15.8%
Equities	130.9	118.2	10.7%	7.4%
Derivatives	48.4	44.0	10.0%	4.8%
Information Services	35.7	32.1	11.2%	4.4%
Other	13.7	13.7	-	7.8%
Total Normal Revenue	305.7	279.5	9.3%	8.3%



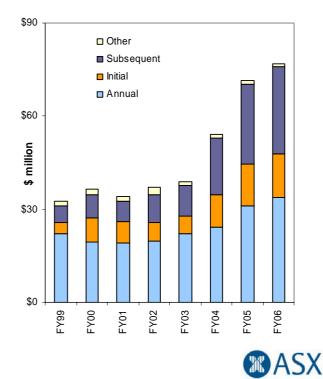


## **Listings Business**





### **Listings Revenue**



# **Financial Performance – Expenses**

Expenses	12 mths to Jun 2006	12 mths to Jun 2005	vs. pcp
Staff	68.0	70.8	-4.0%
Occupancy	20.4	23.8	-14.3%
Equipment	21.4	26.1	-18.0%
Administration	21.0	18.6	12.9%
Total Normal Expenses	130.8	139.3	-6.2%



## **Capital Management**

- Dividend policy 90% of Normal Net Profit After Tax fully franked
- \$100 million capital return subject to tax advice
  - Shareholder approval will be sought at 9 October 2006 Annual General Meeting
- Further capital management initiatives not a near term priority and subject to risk capital (including regulatory) needs



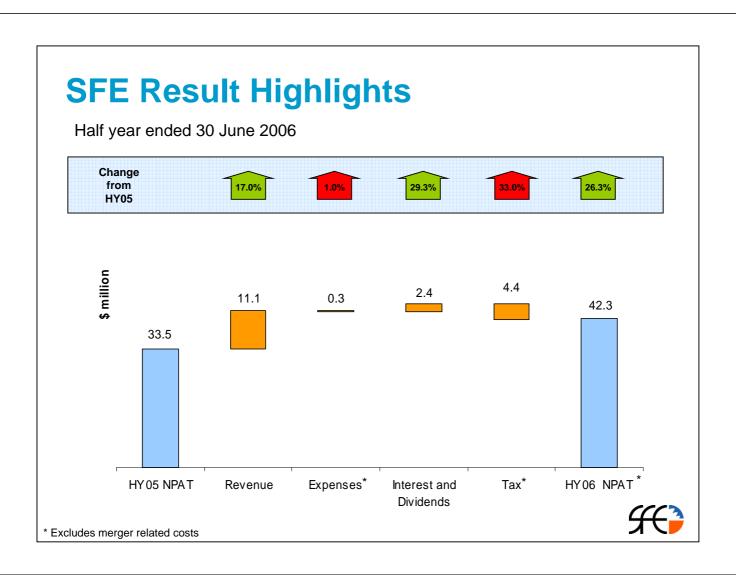
## **Accounting for the ASX/SFE Merger**

- Effective Date close of business 11 July 2006
  - 7 trading days to 11 July 2006
  - ASX result to 31 December 2006 will include 184 days of ASX and 173 days of SFE
- Total consideration of \$2.266 billion please refer Note 30 of ASX's full 2005/2006 accounts for further details
- 68,004,817 new ASX shares issued (total 170,746,632 shares on issue)
- Purchase accounting under AIFRS
  - SFE assets to be independently valued
  - To the extent intangible assets with finite life are identified, they will need to be amortised over that finite life
  - Any amortisation expenses will impact statutory group P&L

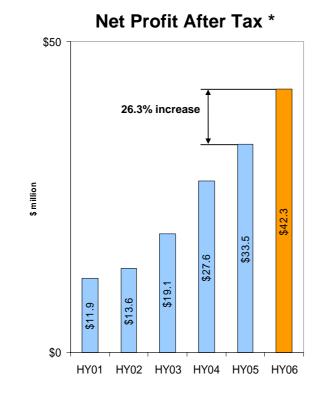


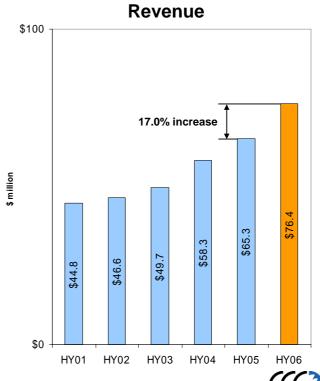
# SFE Financial and Operational Highlights

Martin Davey
Chief Financial Officer – SFE

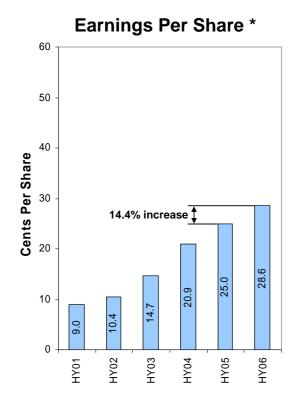


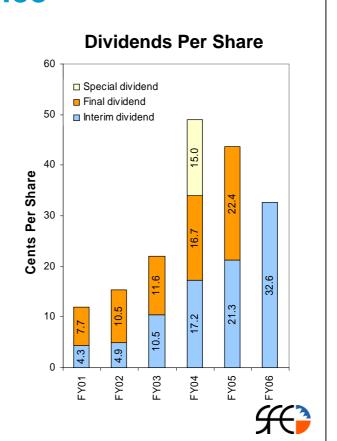
## **Net Profit After Tax and Revenue**











\* Includes merger related costs

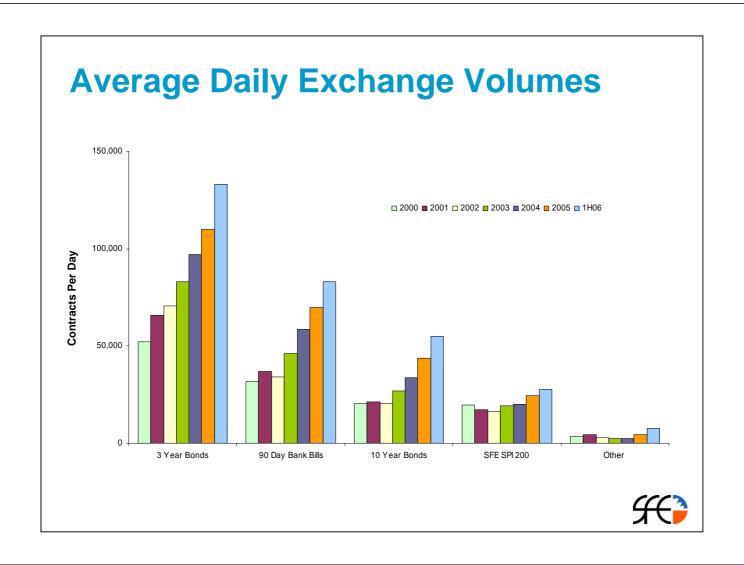
\* Excludes merger related costs

## Revenue

	6 months to 30 June 06 \$m	6 months to 30 June 05 \$m	% Change
Exchange Fees	56.2	46.7	20% 🕈
Market Data	4.8	4.2	17% 🕇
Settlement & Depository	6.7	6.5	4% ↑
Registry	2.5	2.0	29% 🕈
Participation	1.2	1.2	2% 🕇
Technology Infrastructure	3.9	3.7	6% ↑
Other Revenue	1.0	1.0	5% ↓
Total Revenue *	76.4	65.3	17% 🕈

<sup>\*</sup> Pro forma





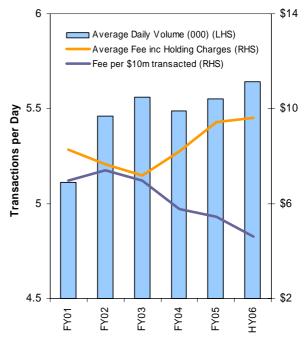
## **Contract Volumes and Fees**

\$1.20

### **Exchange Traded**

## \$1.80 390 Average Daily Volume (000) (LHS) Average Fee Per Contract (RHS) 260 \$1.60 Contracts per Day \$1.40

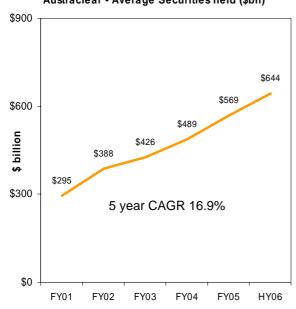
### **Non Exchange Traded**



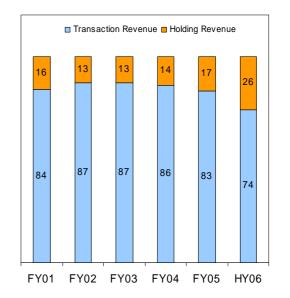


## **Other Revenue Drivers**

Austraclear - Average Securities held (\$bn)



#### Holding Revenue to Transaction Revenue Ratio within Austraclear



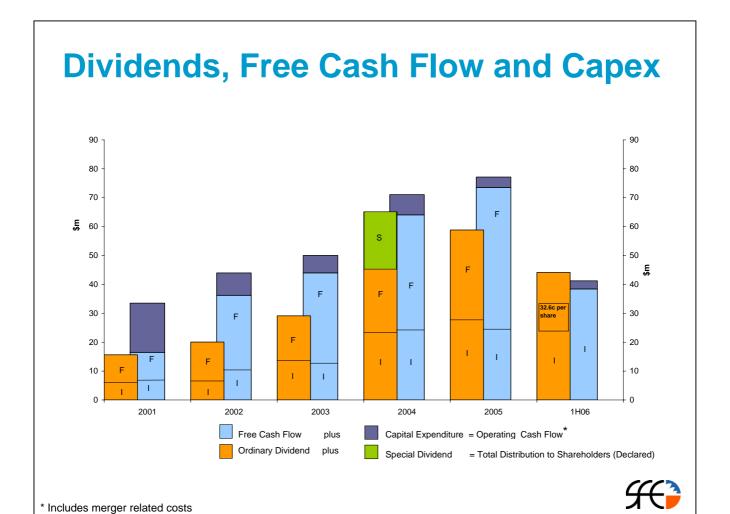


## **Expenses**

	6 months to 30 6 n		
	June 06 \$m	June 05 \$m	% Change
Employee Related	12.8	12.0	7% 🕈
Premises	1.4	1.3	9% 🕇
Computer Related	6.4	6.7	4% ↓
Clearing Guarantee	0.3	0.6	50% ↓
Insurance, Legal, Accounting & Bank Fees	1.6	1.5	5% ↑
Other Expenses	2.4	1.8	33% 🕈
Total Expenses (excl depreciation) *	24.9	23.9	4% <b>↑</b>
Depreciation	1.9	2.7	30% ↓
Total Expenses*	26.8	26.6	1% 🕈

<sup>\*</sup> Pro forma, excluding all merger-related costs





# **Key Performance Indicators**

	2006 Half Year	2005 Full Year to 31 Dec	2004 Full Year to 31 Dec	2003 Full Year to 31 Dec	2002 Full Year to 31 Dec	2001 Full Year to 31 Dec
Volume Growth** (Derivatives)	26%	18%	21%	22%	0%	15%
Returns* (Return on Equity)	38%	38%	30%	23%	18%	15%
Efficiency Ratio (Total Expenses as % of Revenue)	35%	40%	47%	57%	68%	77%
People (Average FTEs)	171	172	176	189	215	254
System Availability SYCOM (Derivatives trading) SECUR (Derivatives clearing) FINTRACS (Austraclear)	99.94% 100.00% 100.00%	99.74% 100.00% 99.94%	99.96% 99.83% 99.89%	99.84% 99.97% 100.00%	99.88% 99.94% 100.00%	99.87% n/a 100.00%

<sup>\*\*</sup> Half year 2006 is in comparison to half year 2005



## **Post Balance Date and Outlook**

Robert Elstone **Managing Director and CEO** 

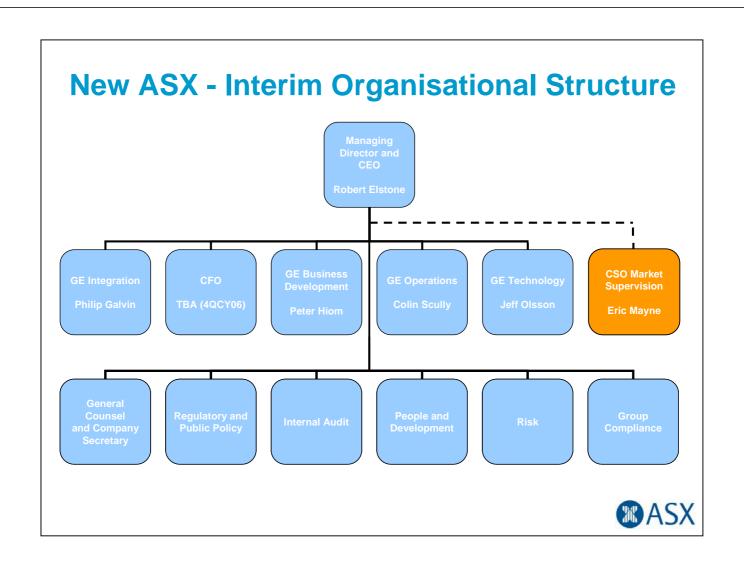
<sup>\*</sup> Half year 2006 has been annualised

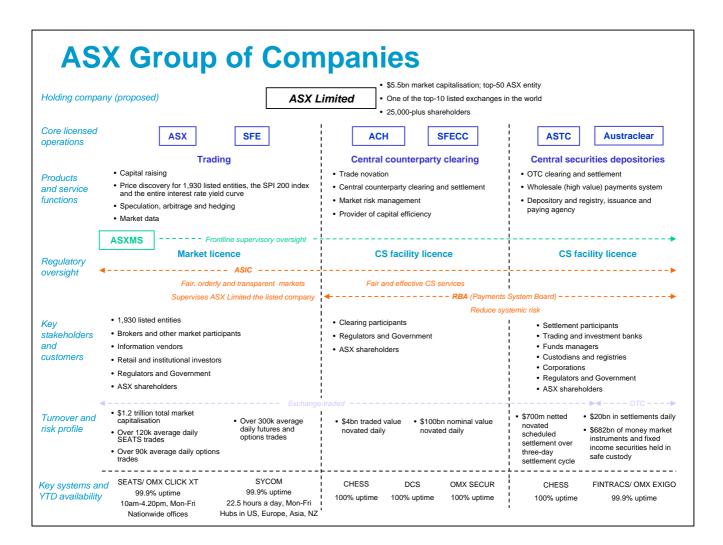
## **ASX Transformation and Evolution**

### Since 1 July 2006

- ASX/SFE merger effected 11 July 2006
- Changing Leadership
  - 3 new Directors from 25 July 2006 including MD and CEO
  - 2 current ASX Directors to retire at 2006 AGM
- Executive Management
  - GE Strategy and General Counsel and Company Secretary departure
  - New General Counsel and Company Secretary
  - New (interim) organisational structure GE Integration and split of operations and business development
  - New Group CFO by end 2006
- Market Integrity
  - ASX Markets Supervision Pty Limited
  - Regulatory Policy Unit







## 12 Month Outlook - BAU and Integration

#### To December 2006

#### Implementation of ITS (CLICK XT) and EXIGO

- Organisation structure and executive management team
- Consolidation of premises and desktop integration
- Identification of functional overlaps and process reengineering opportunities
- Early business goals and review of business projects
- Alignment of human resource policies and procedures

#### January to June 2007

- Bedding down of new organisation
- Consolidation of peripheral IT applications
- Timing synchronisation of pricing policies
- CFDs on Exchange
- · Electronic conveyancing pilot
- Synchronisation of trading rules and processes where relevant
- Harmonisation of (novation) risk appetite, stress testing and margin methodologies across clearing houses

#### July 2007 and Beyond

- Convergence of core IT systems
- Clearing house integration
- · Rationalisation of data centres
- Medium-term growth strategies



## 12 Month Outlook – Synergies and Costs

- Merger cost synergies
  - \$14 million to \$18 million merger synergies achievable
  - Calculated off June 2006 pre-merger combined cost based of both ASX and SFE.
  - No further guidance before half year 2006/2007 results (February 2007)
- Cost increases
  - Amortisation of ITS (CLICK) and EXIGO
  - Market Supervision
- Purchase accounting under AIFRS
  - SFE assets to be independently valued
  - To the extent intangible assets with finite life are identified, they will need to be amortised over that finite life
  - Any amortisation expenses will impact statutory group P&L

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