#### ASX Limited 2009 Full-Year Results

#### Robert Elstone, MD and CEO Alan Bardwell, CFO

20 August 2009 Sydney, Australia



#### **Disclaimer**

The material contained in this document is a presentation of general information about ASX's activities current as at the date of this presentation (20 August 2009). 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.

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#### **Important Notes**

The financial statistics, including comparables, in this report are based on ASX's pro-forma income statement which itself is not audited, but is based upon externally audited accounts.

There have been no material changes to accounting policies during the year.

All references to previous corresponding period (pcp) are for the 12 months to 30 June 2008.

All figures are in Australian dollars.

### Agenda

• Introduction

Robert Elstone

- Financial and Operational Highlights Alan Bardwell
- Outlook and Post Balance Date Activity Robert Elstone
- Questions



# Introduction

Robert Elstone Managing Director and CEO

# **Financial Highlights FY09**

- Operating revenue excluding interest and dividends of \$538.4 million, down 12.4%
- Cash operating expenses of \$138.3 million, up 1.2%
- Normal profit after tax of \$313.6 million, down 14.3%
- Normal earnings per share (EPS) of 183.2 cents per share (cps), down 14.4%\*
- Full-year dividend down 14.3% to 164.9 cps. Final dividend of 74.5 cps declared (90% of NPAT)

Based on ASX's pro-forma income statement.

Comparisons relative to previous corresponding period – 12 months to 30 June 2008.

\* Based on weighted average shares on issue for the 12 months to 30 June 2009.



# **Business Highlights FY09**

- A comprehensive Annual Report has been released today, including statutory reports. This presentation provides a high level overview of the result
- Sound financial, operational and supervisory performance by the ASX group having regard to the external challenges posed by the global financial crisis
- Significant policy intervention in September/October 2008 (short selling prohibition and implementation of Government guarantee arrangements) had impacts which flowed through to the second, third and (to a lesser extent) fourth quarters of FY09
- Cash market traded value down 30%, derivatives volumes down 26%
- Risk management processes smooth despite record 1H09 volatility
- Record capital raising activity of \$90 billion



# **Business Highlights FY09**



Source: UBS

Excludes bank capital raisings; bonds include hybrids and retail bonds; underwritten equity proceeds only



### **Business Highlights FY09**

- CGS on issue increased from \$61 billion to \$101 billion. AOFM forecasts this to increase to \$150 billion by June 2010
- Fixed income (Austraclear) depository holdings grew by \$80 billion to \$1.06 trillion by end June 2009
- Significant capacity upgrades implemented for both equities and futures platforms
- Close to 100% availability of core system applications
- Capital investment in cash markets and derivatives platforms, compliance and surveillance resources, and new product development within earlier guidance range



#### A Medium-Term View 2006-09

	FY09 \$ million	FY06 \$ million	Variance \$ million	Variance %
Operating Revenue	538.4	450.4	88.0	19.5%
Cash Operating Expenses	138.3	168.8	30.5	18.1%
EBITDA	400.1	281.6	118.5	42.1%
Depreciation and Amortisation	15.0	14.5	(0.5)	(3.4%)
EBIT	385.1	267.1	118.0	44.2%
Interest and Dividend Income	59.6	38.1	21.5	56.4%
Normal Profit Before Income Tax	444.7	305.2	139.5	45.7%
Income Tax Expense	131.1	90.2	(40.9)	(45.3%)
Normal Profit After Tax	313.6	215.0	98.6	45.9%



# A Medium-Term View 2006-09

# Building a longer term, sustainable franchise across the breadth of the group

- **Supervision:** Markets Supervision headcount resources have expanded 38% (80 to 110 staff and rising)
- **Risk:** Enhanced clearing guarantee fund (financial) resources, risk margining practices, stress testing regimes, clearing participant capital requirements
- **Technology operations:** Significant capacity upgrades, co-location services, world-class systems availability and operational excellence
- **Product:** Commenced ETF/ETCs, AQUA structured product market, CFDs and energy derivatives



## Financial and Operational Highlights

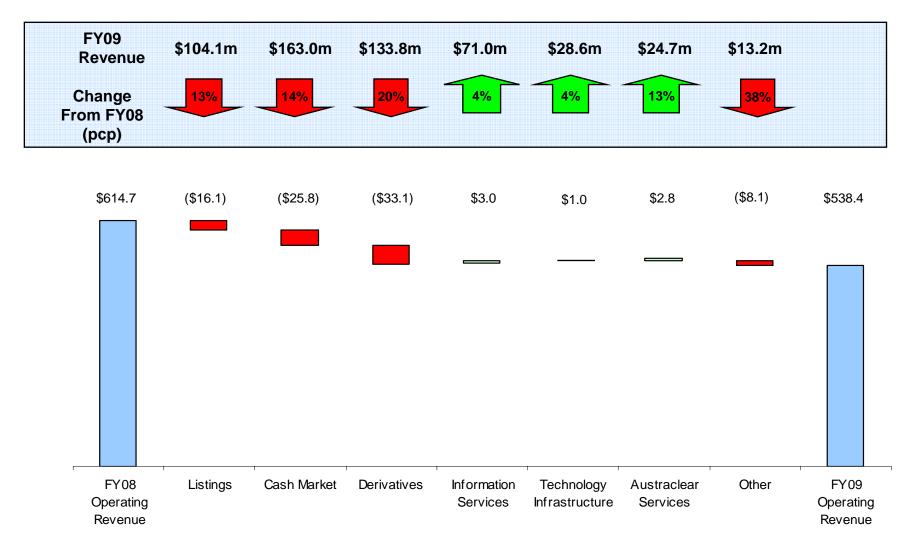
Alan Bardwell Chief Financial Officer

#### **Financial Performance – Income Statement**

	FY09 \$ million	FY08 \$ million	Variance \$ million	Variance %
Operating Revenue	538.4	614.7	(76.3)	(12.4%)
Cash Operating Expenses	138.3	136.7	(1.6)	(1.2%)
EBITDA	400.1	478.0	(77.9)	(16.3%)
Depreciation and Amortisation	15.0	15.9	0.9	5.7%
EBIT	385.1	462.1	(77.0)	(16.7%)
Interest and Dividend Income	59.6	57.1	2.5	4.4%
Normal Profit Before Income Tax	444.7	519.2	(74.5)	(14.3%)
Income Tax Expense	131.1	153.3	22.2	14.5%
Normal Profit After Tax	313.6	365.9	(52.3)	(14.3%)



# **Revenue Highlights FY09**

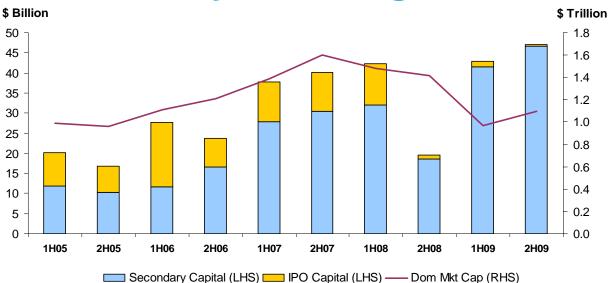


Based on ASX's pro-forma income statement.

Comparisons relative to previous corresponding period – 12 months to 30 June 2008.



#### **Market Activity - Listings**

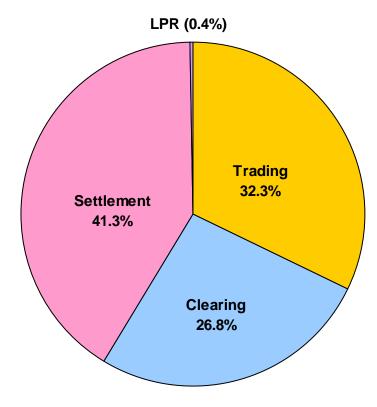


<sup>• 45</sup> new listings in FY09 (236 pcp)

- 2,198 listed entities at 30 June 2009 (2,226 pcp)
- \$90.0 billion of total initial and secondary capital raised in FY09 (46% up on \$61.8 billion in FY08)
- \$88.1 billion of secondary capital raised in FY09 (73.9% up on pcp)
- In addition, \$30.2 billion equity raised as scrip for scrip acquisition financing
- \$1.1 trillion of total domestic market capitalisation at 30 June 2009 (\$1.4 trillion 30 June 2008), down 22%



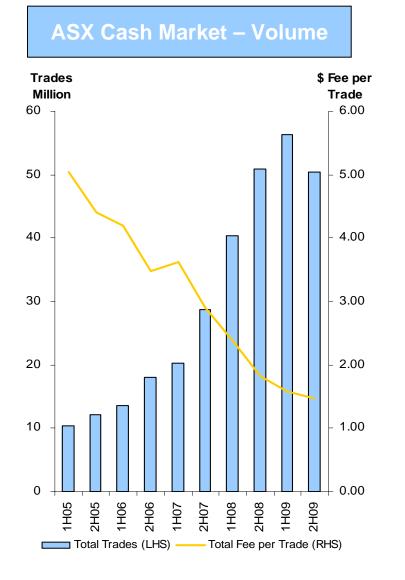
#### **Cash Market Revenue Composition**



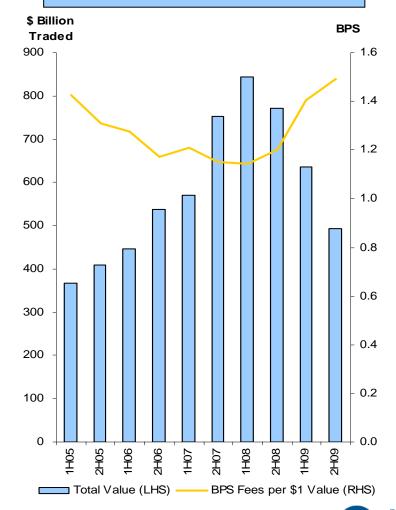
	FY09	FY08	% Change
Trading	\$52.7m	\$75.1m	(30%)
Clearing	\$43.7m	\$61.8m	(29%)
Settlement	\$67.2m	\$80.1m	(16%)
Gross Cash Market	\$163.6m	\$217.0m	(25%)
Net Cash Market	\$163.0m	\$188.8m	(14%)



#### Market Activity – Cash Market

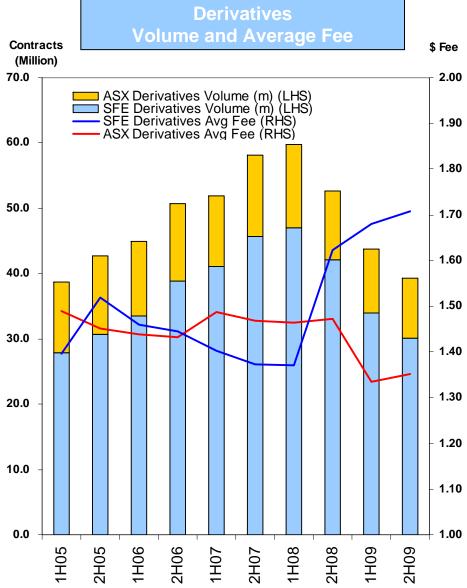


#### ASX Cash Market – Value





# **Market Activity – Derivatives**



- Equity derivatives (excluding ASX SPI 200) volumes traded were 19.0 million in FY09 (down 18.2% on pcp)
- Equity derivatives (excluding ASX SPI 200) revenue of \$25.5 million in FY09 (\$34.1 million pcp)
- Futures and options volumes traded were 64.1 million in FY09 (down 28.1% on pcp)
- Futures and options revenue of \$108.3 million in FY09 (\$132.8 million pcp)



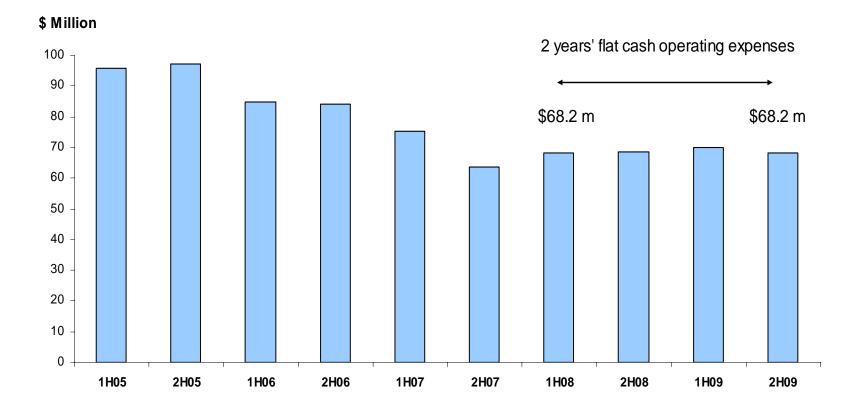
### **Financial Performance – Expenses**

Expenses	FY09 \$ million	FY08 \$ million	Variance \$ million	Variance %
Staff	81.7	77.9	(3.8)	(4.9%)
Occupancy	12.8	12.7	(0.1)	(0.6%)
Equipment	22.7	23.3	0.6	2.6%
Administration	16.0	17.3	1.3	7.0%
Variable	5.0	5.5	0.5	9.6%
Cash Operating Expenses	138.3	136.7	(1.6)	(1.2%)
Capital Expenditure	25.8	23.9	(1.9)	(7.9%)

Based on ASX's pro-forma income statement.



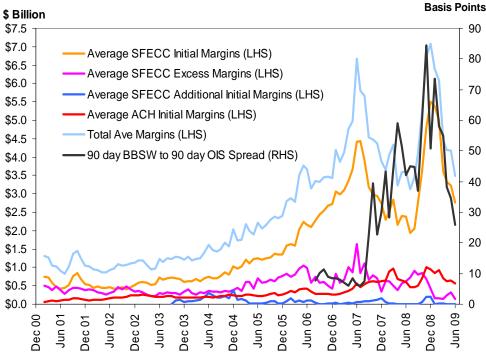
### **Cash Operating Expense Highlights**





#### **Interest and Dividend Income FY09**

#### **Monthly Average Cash Margins**

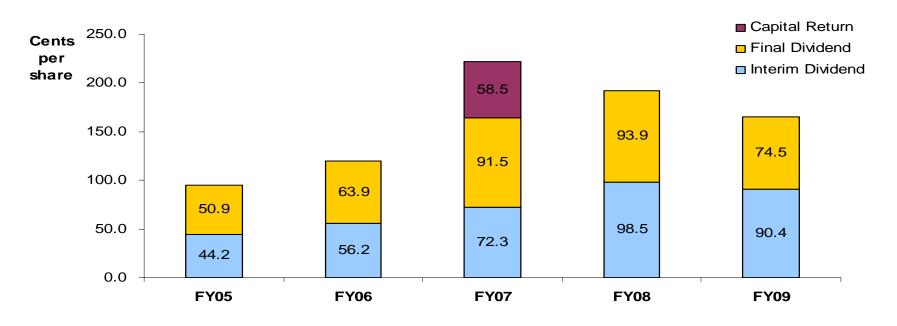


ints 90		FY09	FY08
80 70	Interest Income	\$19.7m	\$27.7m
60 50	Net Interest Income on Participant Balances	\$32.8m	\$24.6m
40 30	Dividend Income	\$7.0m	\$4.9m
20	Total	\$59.6m	\$57.1m



# **Capital Structure and Management**

- Dividend policy 90% of Normal NPAT, fully franked
- Full-year dividends 164.9 cps
- Market conditions not conducive to ASXCC debt issue
- DRP introduced to provide flexible capital management, particularly in relation to CCP's





#### Outlook and Post Balance Date Activity

Robert Elstone Managing Director and CEO

### **Post Balance Date – Activity Levels**

- Activity levels for 1 July 2009 to 19 August 2009
  - Cash markets average daily traded value \$4.8 billion (up 21% on 2H09)
  - SFE derivatives average daily volume 239,734 (up 23% on non-roll months in 2H09)

Cash markets average (\$bil		SFE derivatives average daily volume (contracts)	
Q309	3.5	January/February 2009	179,556
Q409	4.5	April/May 2009	209,712
July/August 2009	4.8	July/August 2009	239,734

- Record level of \$15.0 billion of secondary capital raised in July 2009
- \$12.1 billion of CGS issued in the first 6 weeks of FY10, bringing the total issued to \$28.8 billion since the AOFM announcement on CGS issuance on 13 May 09



### **Outlook – Business Initiatives**

- New product launches and development
  - Energy product expansion (Coal, Gas, NZ Electricity and RECs)
  - Carbon as soon as ETS legislation is finalised
  - Equity market microstructure enhancements (regulatory process)
  - Exchange-traded bonds development
- Enhanced technology
  - Futures platform generational upgrade commitment
  - Equities platform commence increasing capacity over 2 million trades
  - Fixed income commence Austraclear functionality upgrade
- Supervision investment
  - Systems implementation focusing on improved supervision and surveillance
  - Further headcount investment
- Operating expense containment



# Questions

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