



16 August 2024

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SYDNEY NSW 2000

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### ASX LIMITED – 2024 FULL-YEAR RESULTS PRESENTATION AND SPEAKING NOTES

Attached is a copy of the speaking notes and slides for the 2024 Full-Year Financial Results presentation.

Release of market announcement authorised by:  
**The Board of ASX Limited**

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## ASX Limited FY24 results

Helen Lofthouse, Managing Director and CEO  
Andrew Tobin, Chief Financial Officer

Presentation and speaking notes

16 August 2024

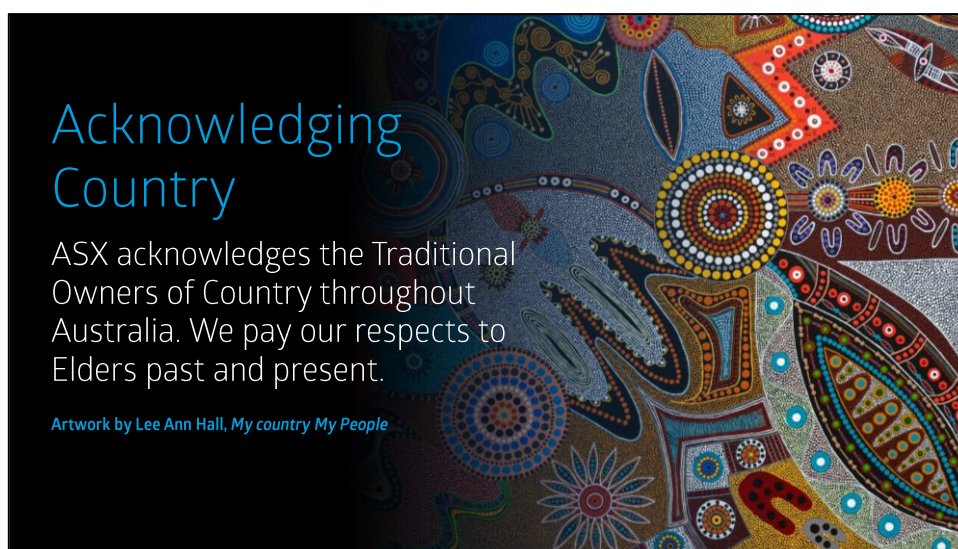
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Good morning and welcome to ASX's results briefing for the financial year ending 30 June 2024.

Thank you for taking part in this virtual presentation. I hope you are well wherever you are joining us.

My name is Helen Lofthouse, and I am the Managing Director and CEO of ASX. I am pleased to be presenting these results today, along with ASX's Chief Financial Officer Andrew Tobin.



I would like to acknowledge the Gadigal People of the Eora Nation, who are the traditional custodians of the country where I am speaking today. We recognise their continuing connection to the land and waters, and pay our respects to elders past and present. We extend that respect to any First Nations people joining us today.



I would like to begin today by addressing Wednesday's announcement regarding the civil proceedings filed by ASIC against ASX Limited. This is in relation to certain statements made by ASX in February 2022 regarding the previous CHESS replacement project. As I said on Wednesday, we recognise the significance and serious nature of these proceedings and are now carefully reviewing and considering the allegations. I appreciate that you may have more questions about this situation, but as this is an ongoing legal matter, I am limited in any further comments I can make at this time.

We play a critical role in the Australian financial system and are committed to delivering for our customers and shareholders. And, despite this setback, I'm proud of the strong progress that we are making as an organisation as we work towards our five year strategy, and delivering our vision of a 'new era ASX'.

Now, let's turn to our FY24 results.

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Today's presentation will cover three areas, and then Andrew and I will take your questions.

I'll begin with the highlights from the FY24 results then Andrew will provide a more detailed view of our financial performance, including each line of business.

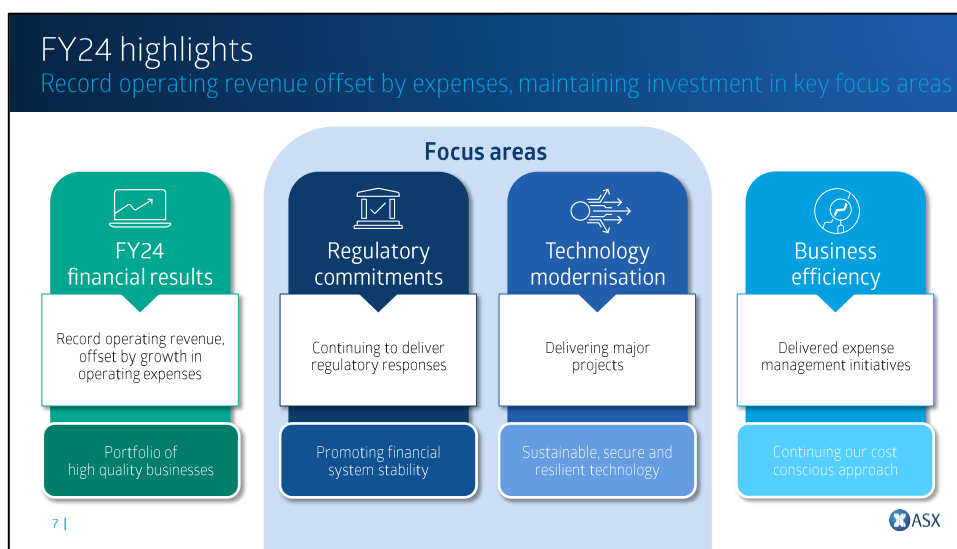
I will then update you on our strategic priorities for the period ahead, and provide some observations on the market outlook and its implications for ASX.

We will finish with Q&A.



Let's begin with FY24 highlights.





At our Investor Forum in June I gave you an update on our progress as we move into the second year of our five year strategy. We understand that delivery is a key focus for our shareholders and in FY24 we have delivered in many areas.

We delivered record operating revenue in FY24, demonstrating the quality of ASX’s businesses and the value that they create for the markets in which we operate. This was offset by an increase in operating expenses as we continued to invest in activities to meet our regulatory commitments and our technology modernisation program, which are the focus areas for Horizon 1 of our strategy. I have been pleased with what these investments have delivered in FY24, which further enable us to be dynamic and respond to the needs of our stakeholders.

We play a key role in promoting financial system stability through the licences that we hold as well as the markets and clearing and settlement facilities that we operate. This is a privilege, and foundational to ASX and to shareholder value. And we have made good progress in delivering on our regulatory commitments in FY24. Our regulatory deliverables have included a series of special reports and significant uplifts in our stakeholder and regulatory engagement in the past year.

ASX is underpinned by technology and we are continuing to build sustainable, secure and resilient technology. This requires investment in our capability to deliver key projects, and we made good progress in FY24. I will go into some of the specific achievements in the year and what we intend to deliver in FY25 later in the presentation.

Finally, we delivered a series of expense management initiatives in FY24 as part of the ongoing cost conscious approach to the way we run our business. This included a targeted restructure, which helped to ensure that we are carefully prioritising the most strategic and efficient outcomes for ASX. We have also generated a



further annualised saving of approximately \$5 million through reducing our use of consultants and process improvements, which Andrew will talk about in more detail shortly.

FY24 financial results summary					
Record revenue despite challenging equity markets, offset by higher expenses					
\$m	FY24	FY23	\$ change on pcp <sup>2</sup>	% change on pcp <sup>2</sup>	
Operating revenue <sup>1</sup>	1,034.3	1,010.2	24.1	2.4	Revenue growth in Markets and Technology & Data offset by a lower contribution from Listings and Securities & Payments.
Total expenses	429.5	374.6	(54.9)	(14.7)	Expense growth driven by an increase in employee expenses to support investment in technology initiatives combined with higher equipment and administration costs and ASIC Supervision Levy.
EBIT	604.8	635.6	(30.8)	(4.8)	
Net interest income	76.7	70.8	5.9	8.3	Net interest income growth driven by the higher interest earned on ASX Group cash.
Underlying NPAT	474.2	491.1	(16.9)	(3.4)	Dividend payout ratio of 85% of underlying NPAT, down from 90% in FY23.
Significant items (after tax)	—	(173.8)	173.8	100.0	
Statutory NPAT	474.2	317.3	156.9	49.4	
Underlying EPS (cents)	244.8	253.7	(8.9)	(3.5)	Underlying return on equity (ROE) down 40bps to 13.0% from FY23.
DPS (cents)	208.0	228.3	(20.3)	(8.9)	
Underlying ROE (%)	13.0	13.4	—	(40bps)	2H24 ROE up 70bps to 13.3% compared to 1H24.

8 | <sup>1</sup> Operating revenue and total expenses per the Group segment reporting.  
<sup>2</sup> Variance relative to the prior comparative period expressed as favourable/unfavourable.

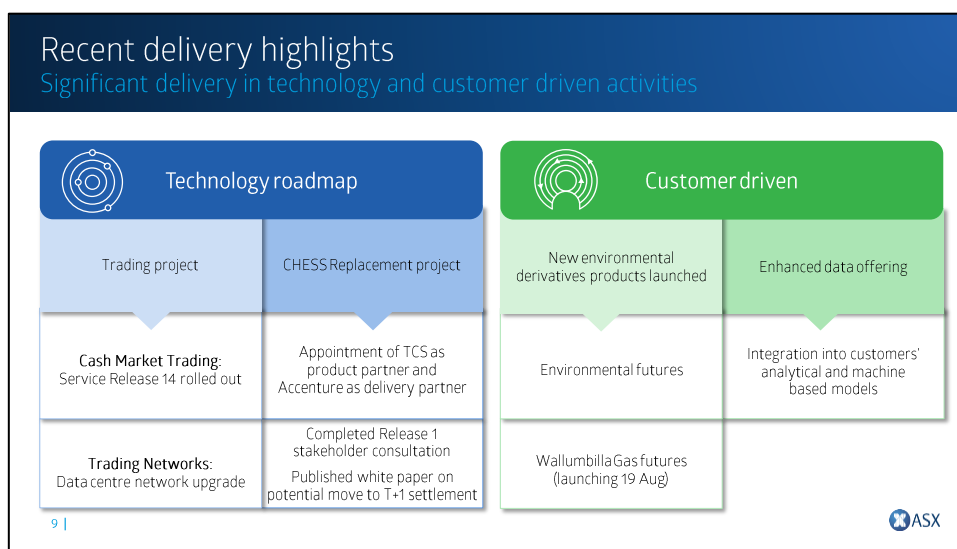
Turning now to our financial highlights.

We delivered \$1.03 billion of revenue in FY24, which is a record for ASX, and achieved in a challenging year for equity markets. Our diversified business model supported the revenue performance, where the decline in Listings and Securities & Payments was offset by growth in our Markets and Technology & Data businesses.

Total expenses were up by 14.7% compared to FY23, which is within our guidance range. This expense growth was primarily driven by investment in our focus areas of regulatory commitments and technology modernisation as well as some one-off costs in the period. We expect a growth rate of between 6 and 9% in FY25 as a result of the business efficiency actions that we are taking.

And underlying net profit after tax (NPAT) decreased by 3.4% to \$474.2 million, while statutory NPAT increased substantially given that the prior corresponding period included the loss from the derecognition of the CHES replacement project. ASX's dividend payout ratio of 85% of underlying NPAT is in the middle of our range, with the Board determining a fully franked final dividend of 106.8 cents per share, bringing the FY24 total dividend to 208.0 cents per share.

And we reported underlying ROE of 13.0% for the year, which is within our medium-term target range.



Let's move now to some specific delivery highlights for FY24.

At the Investor Forum in June we provided our indicative technology roadmap, setting out the delivery sequencing for our major projects. And we have been delivering against this roadmap in FY24.

Let's begin with our Trading project. For Cash Market Trading we rolled out an update of ASX Trade in March which provided technology upgrades and new services focused on increasing resiliency for the market. And for Trading Networks, we replaced the infrastructure in our data centre which delivered a series of upgrades for data services critical to our customers.

Work continues on the CHESS Replacement project, and in FY24, we appointed TCS as our product partner and Accenture as our delivery partner. This project has a unique set of challenges including its importance to a large and diverse group of stakeholders. We want to work closely with market participants and we have a significant consultation process in place to facilitate this. This includes a highly engaged CHESS Replacement Technical Committee and Business Committee as well as the Advisory Group for Cash Equities Clearing and Settlement. All of these forums help to ensure effective engagement with the market. We completed consultation on Release 1 of CHESS Replacement and received feedback that the industry is broadly supportive of a phased implementation of the project on the basis that this approach will allow participants to see some of the benefits of this project earlier, while managing delivery risk. Earlier this year, we also published an industry white paper seeking input on a potential move to a T+1 settlement cycle. This month we released a public consultation paper on Release 2 of CHESS Replacement as well as a summary of feedback received on the T+1 whitepaper.

We are also delivering for our customers by launching new products in response to market demand. As an exchange, we have an important role to play in supporting the economy's transition to net zero, and this is

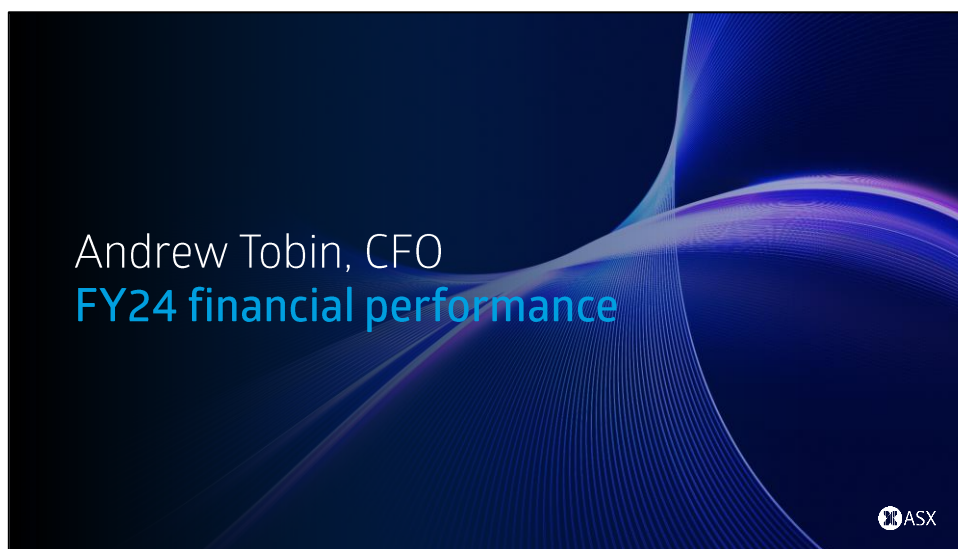


one of the structural tailwinds driving the long term growth of ASX. We are uniquely positioned to offer the products, connectivity and price transparency to operate fair and transparent derivatives markets to support our customers as they look to hedge transitional price risk. As foreshadowed at our Investor Forum in June, our Markets team have added environmental futures to our product ecosystem, alongside electricity derivatives. We are also intending to launch Wallumbilla gas futures on Monday 19 August, and this product has been developed with a working group of over 25 organisations, reflecting strong demand from our customers.

In Technology & Data, we continued to develop new ways to support our customers as the way they consume data continues to evolve. In FY24, we saw increasing demand from our customers to integrate ASX content into emerging analytical applications and machine based consumption models. We also added new market participants to our Technical Services ecosystem centred on the Australian Liquidity Centre.

As you can see, FY24 was a busy year for us and we remain focused on delivery going into FY25.

I will now hand over to Andrew to talk through the detailed financials for our full year results.



Thanks Helen and good morning everyone.



Financial results			
Solid revenue growth despite challenging markets, offset by higher expenses			
\$m	FY24	FY23	FY24 vs FY23
Listings	208.2	218.6	(4.8%)
Markets	315.4	292.4	7.9%
Technology & Data	255.1	240.8	5.9%
Securities & Payments	255.6	258.4	(1.1%)
<b>Operating revenue<sup>1</sup></b>	<b>1,034.3</b>	<b>1,010.2</b>	<b>2.4%</b>
<b>Total expenses<sup>1</sup></b>	<b>(429.5)</b>	<b>(374.6)</b>	<b>(14.7%)</b>
<b>EBIT</b>	<b>604.8</b>	<b>635.6</b>	<b>(4.8%)</b>
Net interest income	76.7	70.8	8.3%
<b>Underlying NPAT</b>	<b>474.2</b>	<b>491.1</b>	<b>(3.4%)</b>
Significant items (after tax)	—	(173.8)	100.0%
<b>Statutory NPAT</b>	<b>474.2</b>	<b>317.3</b>	<b>49.4%</b>
EBIT margin	58.5%	62.9%	(440bps)
Underlying earnings per share (EPS) (cents)	244.8	253.7	(3.5%)
Dividends per share (DPS) (cents)	208.0	228.3	(8.9%)
Underlying Return on Equity	13.0%	13.4%	(40bps)
Statutory Return on Equity	13.0%	8.7%	430bps)

Revenue growth in Markets and Technology & Data, offset by declines in the Securities & Payments and Listings businesses.

Expense growth driven by increase in employee expenses to support investment in technology modernisation program together with higher administration and equipment costs and ASIC Supervision Levy.


Net interest income increase driven by higher interest earned on ASX Group cash.

Underlying NPAT, ROE and EPS impacted by higher operating expenses, partly offset by revenue growth and increased net interest income.

Underlying ROE down 40bps to 13.0% from FY23.

2H24 underlying ROE up 70bps to 13.3% from 1H24.

11 | <sup>1</sup> Operating revenue and total expenses per the Group segment reporting. Variance expressed as favourable/unfavourable.



As Helen has already mentioned, our FY24 financial results demonstrate the resilience of ASX's diversified business model.

The underlying and statutory profit for FY24 was \$474.2 million with the underlying profit after tax down 3.4% compared to FY23. However, ASX's statutory profit after tax was significantly higher given the comparative period included the derecognition charge of the capitalised costs associated with the CHES Replacement project. Statutory profit increased from \$317.3 million in FY23 to \$474.2 million in FY24.

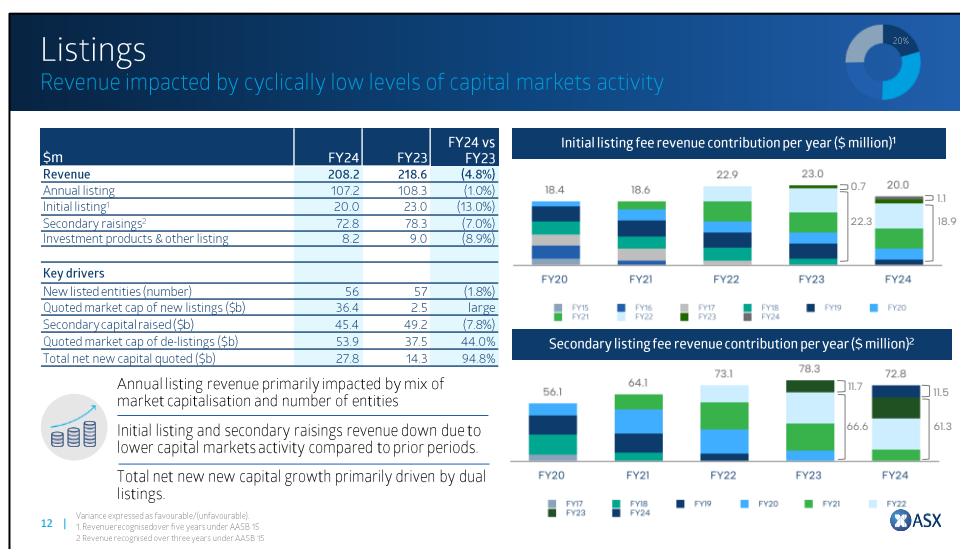
Operating revenue for FY24 was \$1.03 billion, which was an increase of 2.4% compared to the prior corresponding period (or pcp) and was a record for ASX for a financial year.

Total expenses for the period were \$429.5 million, up 14.7% on pcp and within our guidance range.

Net interest income was up by 8.3% to \$76.7 million, supported by higher net interest received from ASX's cash balance offset by lower collateral interest due to the decrease in average participant collateral balances.

The increase in expenses, relative to the revenue outcome, resulted in our EBIT margin falling from 62.9% in FY23 to 58.5% this period. The 3.5% decline in earnings per share to 244.8 cents is consistent with the trend in underlying net profit after tax.

Underlying ROE generated in the year was 13.0% compared to 13.4% in the pcp reflecting the decline in underlying NPAT.

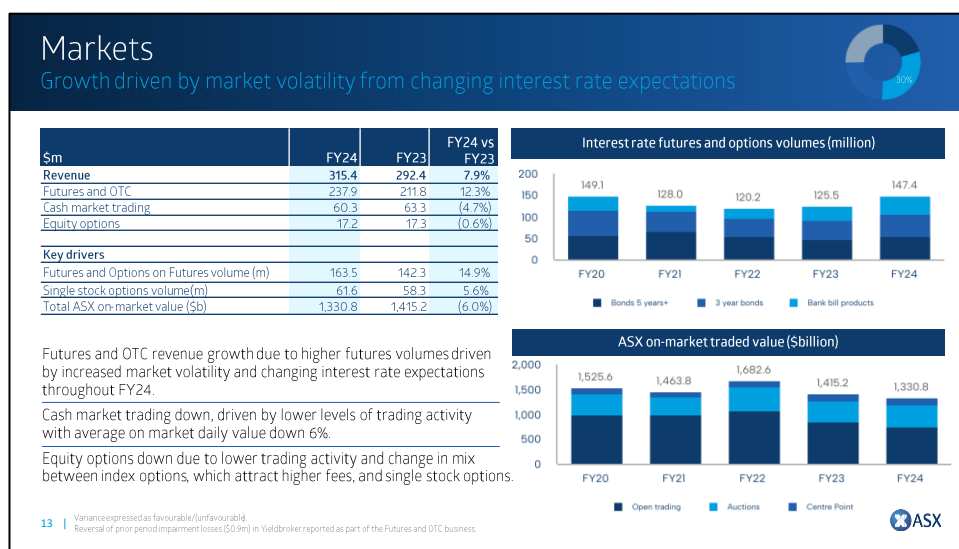


Now turning to the business unit revenue outcomes.

Total Listings revenue was 4.8% lower than pcp at \$208.2 million. Annual listing fees make up over half of total revenue for Listings and are driven by market capitalisation which is set on 31 May each year. Lower market capitalisation in May 2023 impacted FY24 revenue, resulting in a decline of 1.0% to \$107.2 million.

As you may be aware we recognise the revenue derived from initial and secondary listings over five years and three years respectively, and so the revenue outcomes reported mainly reflect prior period activity. This is shown in the bar charts on the slide. The uncertain macro environment has contributed to lower initial and secondary capital raising activity. Initial listing revenue recognised in FY24 was \$20.0 million, down 13.0% from FY23, and secondary revenue was \$72.8 million, down 7.0%.

Total net new capital quoted for the year was \$27.8 billion, up 94.8% from FY23 and was primarily driven by dual listings on our market.



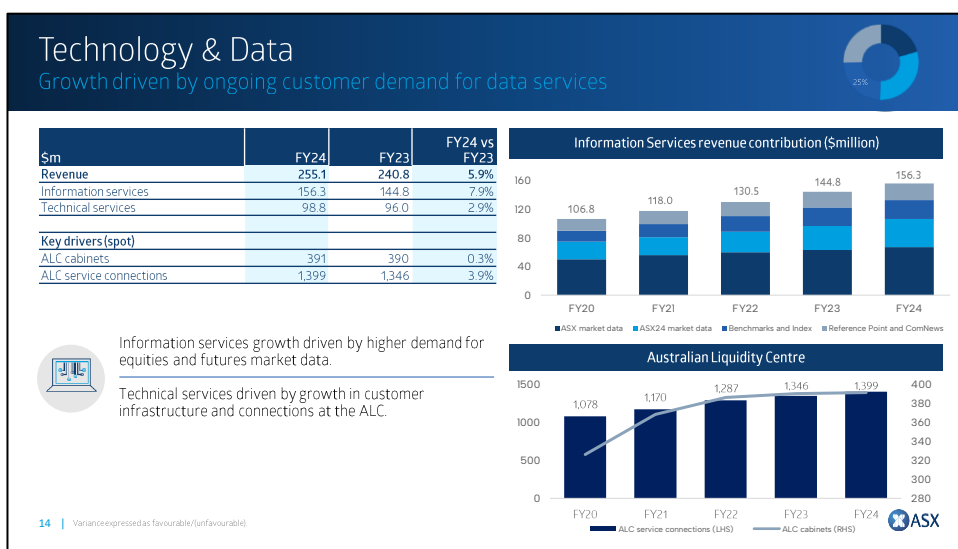
Moving now to the Markets business.

This business generated revenue of \$315.4 million, up 7.9% compared to FY23.

Futures and OTC revenue of \$237.9 million was up 12.3% on FY23, supported by a 14.9% increase in total futures volumes driven by global interest rate volatility in the period. Strong growth was observed across all major products including 90 day bank bill futures, and 3 and 10 year Treasury bond futures with traded volumes up 23%, 15% and 16% respectively. Commodities revenue also increased, primarily driven by higher trading activity in electricity derivatives as a result of volatile electricity prices.

Cash market trading revenue was \$60.3 million, down 4.7% on pcp, impacted by a 6.0% reduction in the average daily on-market value traded. This was partially offset by Auctions traded value which was up by 5.7% and derives higher fees. ASX's share of on-market cash market trading averaged 88.0% for the year which is marginally down from 88.8% in FY23.

Equity options revenue was \$17.2 million, down 0.6% reflecting lower trading activity. Index options volumes, which attract higher fees, were down 5.3% on pcp. This was partly offset by higher single stock option volumes, up 5.6%.

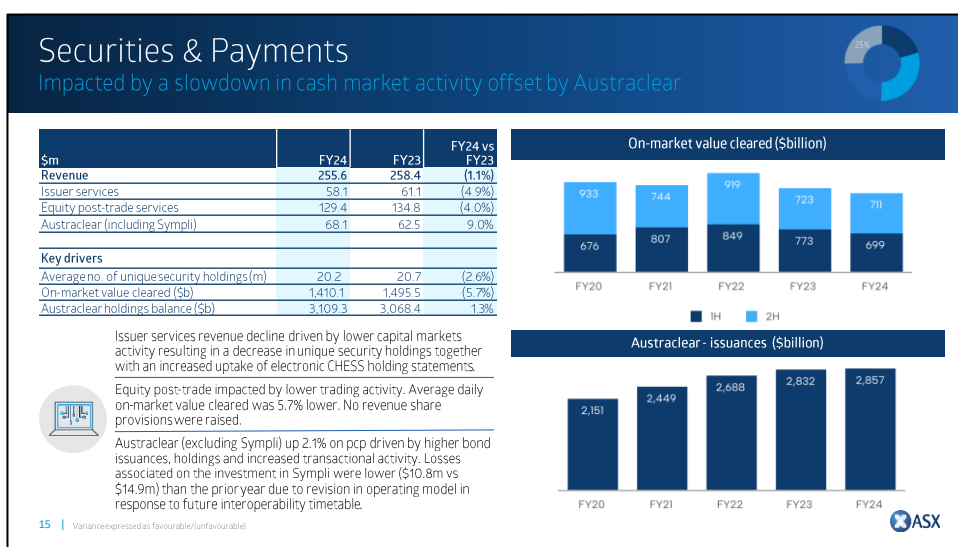


Now, looking at the Technology & Data business.

This business had another strong period with total revenue of \$255.1 million, increasing by 5.9% compared to FY23.

Information Services generated revenue of \$156.3 million, up 7.9%, supported by strong growth in demand for equities and futures data in the year.

Technical Services was also up, with revenue coming in at \$98.8 million, 2.9% more than FY23. Growth in customer infrastructure and connections at ASX's data centre drove this revenue increase with the number of customer cabinets growing slightly to 391. The number of service connections between data centre customers increased by 3.9% to 1,399 connections by the end of the financial year.



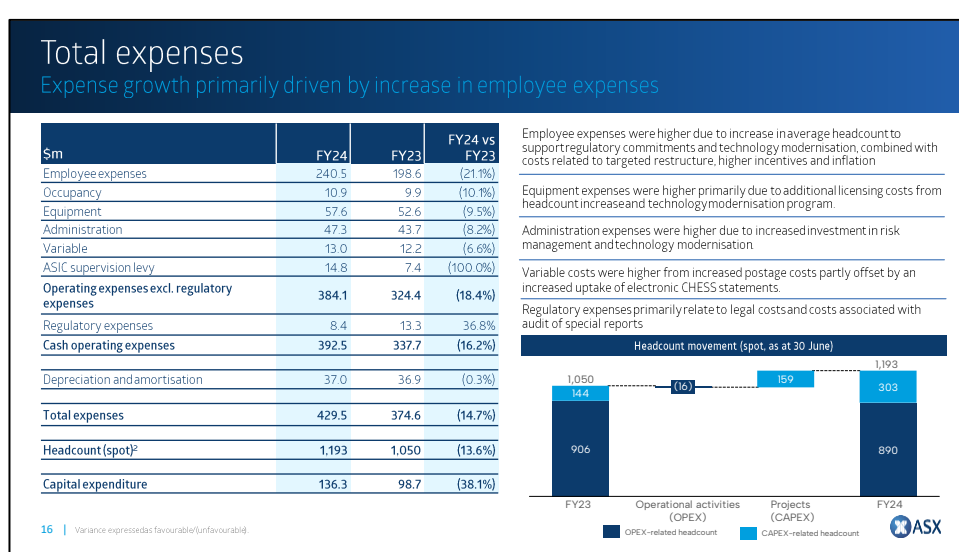
Finally, moving onto our fourth business segment, Securities & Payments.

This business generated revenue of \$255.6 million, down 1.1% compared to FY23.

Issuer Services revenue was \$58.1 million, down 4.9%, impacted by a decline in the average number of unique security holdings resulting in lower subscription fee revenue. Subdued levels of trading activity and a reduced number of new IPO's also adversely impacted revenue in the period.

Equity post-trade services revenue declined by 4.0% to \$129.4 million compared to FY23. The total on-market value cleared for the year was \$1.4 trillion compared to \$1.5 trillion in FY23 and dominant settlement message volumes fell by 1.5% in the period, primarily due to lower levels of equity market activity.

Austraclear generated revenue of \$68.1 million, up 9.0% compared to last year. It saw a 1.3% growth in holding balances to just over \$3.1 billion at 30 June and a 5.7% increase in transaction volume. The Austraclear revenue also includes the net operating contribution from Sympli, ASX's property settlement joint venture. Sympli reduced its cost base in the year due to uncertainty around the pathway to interoperability. While New South Wales and Queensland have expressed interest in proceeding with interoperability, Sympli awaits further information from governments and regulators before a potential way forward and timeline become clear. ASX's share of Sympli's operating loss was \$10.8 million compared to a loss of \$14.9 million in FY23, representing a 27.5% reduction.



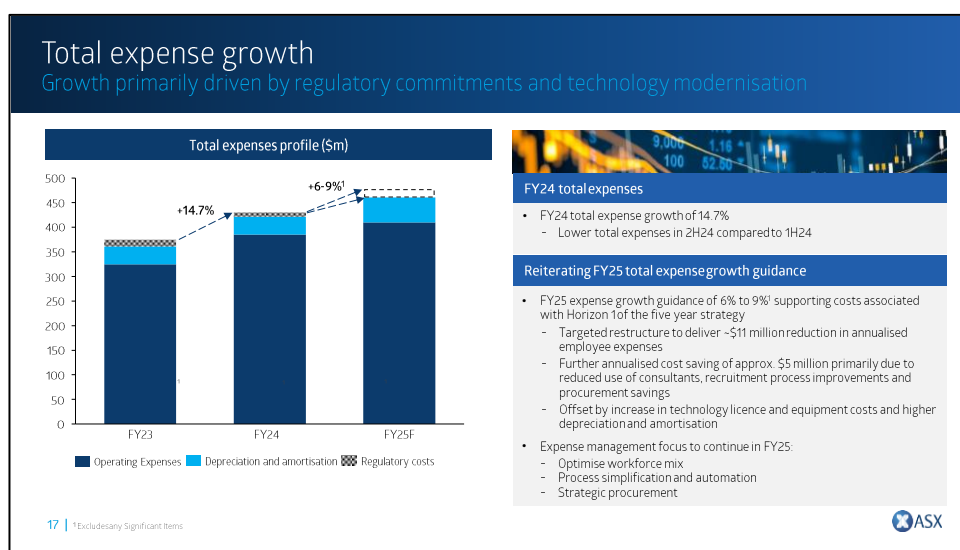
Turning now to expenses.



Total expenses for the year were \$429.5 million, up 14.7% on pcp and within our guidance range. Total expenses were 5.4% lower in the second half of FY24 compared to the first half as we started to see the benefits of our expense management initiatives and a reduction in one-off regulatory expenses. The FY24 figure reflects the growth in expenditure required to meet the Group’s regulatory commitments and technology modernisation roadmap during the year. In addition, we observed inflationary pressures impacting our expense line, particularly around technology licence fees.

We also saw a significant increase in administration expenses and the ASIC supervisory levy.

The largest growth in expenses was in relation to employees, where expenses were up by 21.1% with permanent and contractor headcount increasing from 1,050 in FY23 to 1,193 at the end of FY24. As you can see from the chart at the bottom of the slide, there was a reduction in the number of employees related to operational activities going into FY25, which demonstrates our focus on workforce optimisation. The growth in project-related headcount primarily relates to our technology modernisation program.

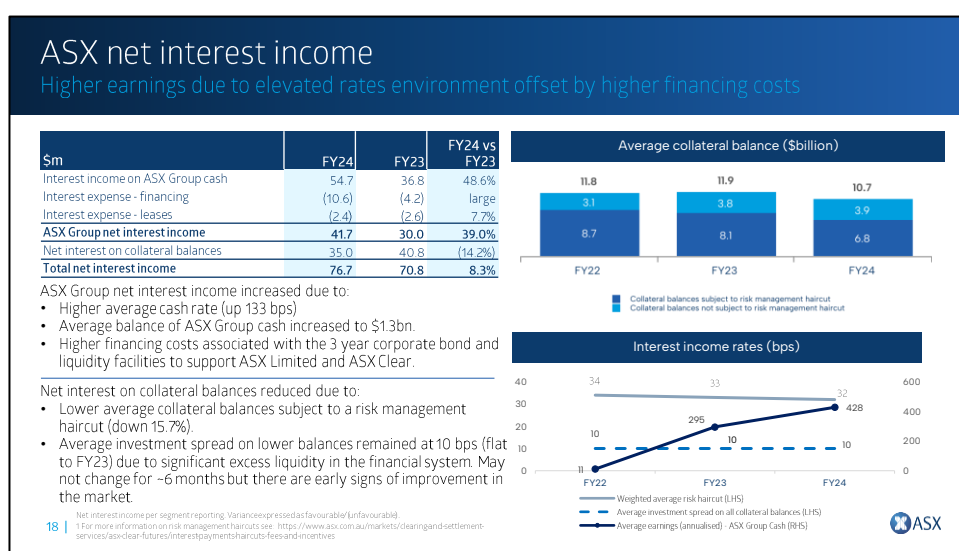


We reiterate our total expense growth guidance provided at our Investor Forum in June. We expect FY25 total expense growth to be between 6 and 9% compared to FY24. This growth is primarily driven by ongoing technology related costs related to Horizon One of our five year strategy including software licencing and equipment.

Going into FY25, we have achieved annualised savings of approximately \$5 million by reducing the usage of consultants and process improvements around employee recruitment. This is in addition to the approximately \$11 million of annualised savings in FY25 from our targeted restructure announced earlier this year.

We expect a steady step-up in depreciation and amortisation in the years ahead as prior period CAPEX spend starts to amortise as various technology systems transition into production. Excluding D&A we expect operating expense growth of between 4 and 7% for FY25, significantly lower than the FY24 growth rate, as we see further benefits from our expense management program.

We are continuing our cost conscious approach in FY25 and expect to make further progress on workforce optimisation, primarily through reducing the use of consultants and other process and procurement opportunities.



Net interest income consists of net interest earned on ASX’s cash balances and net interest earned from the collateral balances lodged by participants.

Total net interest income for the year was \$76.7 million representing an increase of 8.3%, compared to the pcp.

Group interest income of \$41.7 million was up 39.0% and was driven by higher investment returns due to the higher average cash rate increasing short term interest rates during the period. Financing costs include interest payable on our \$275 million bond and costs related to our short term bank facilities. In FY24, these costs were \$10.6 million.

Net interest earned on the collateral balances was \$35.0 million, down 14.2% compared to FY23. This reflects a reduction in the average collateral balance from \$11.9 billion in FY23 to \$10.7 billion this year. These balances declined early in FY24 following a significant adjustment to margin requirements for interest rate derivatives products. Balances steadily grew during the year as activity in these products increased.

The net investment spread on these balances remained consistent at 10bps due to the significant levels of excess capital in the financial system.

The average participant balances subject to risk management haircuts, declined from \$8.1 billion in FY23 to \$6.8 billion for the year, with lower collateral balances being the main driver of this fall.

The excess cash in the financial system is expected to persist but we are seeing early signs of improvement in the market following the unwind of the Term Funding Facility.

As at 31 July 2024, participant balances of \$13.1 billion and balances subject to risk management haircuts of \$9.1 billion were significantly higher than the FY24 average. This has created a positive start to FY25 for net interest on collateral balances.

Balance sheet and shareholder returns			
Stable balance sheet; 85% dividend payout ratio			
Balancesheet (\$m)	30 Jun 24	30 Jun 23	
Cash	1,243.1	1,008.6	
Financial assets <sup>1</sup>	12,159.4	11,957.5	
Intangibles (excluding software)	2,325.5	2,325.5	
Capitalised software and property, plant and equipment	294.3	186.0	
Investments	51.7	106.4	
Right-of-use assets	48.0	47.9	
Other assets	764.5	710.8	
<b>Total assets</b>	<b>16,886.5</b>	<b>16,342.7</b>	
Amounts owing to participants <sup>2</sup>	11,974.6	11,784.7	
Lease liabilities	57.9	58.6	
Borrowings	276.4	20.0	
Other liabilities	852.9	838.8	
<b>Total liabilities</b>	<b>13,161.8</b>	<b>12,702.1</b>	
Capital	3,046.6	3,027.2	
Retained earnings	619.1	557.8	
Reserves	59.0	55.6	
<b>Total equity</b>	<b>3,724.7</b>	<b>3,640.6</b>	
Long-term credit rating from S&P	AA-	AA-	

Shareholder returns	FY24	FY23	FY24 VS FY23
Underlying return on equity	13.0%	13.4%	(40bps)
Underlying earnings per share (cents)	244.8	253.7	(3.5%)
Dividend per share (cents)	208.0	228.3	(8.9%)
% underlying net profit paid out	85.0%	90.0%	(5.0%)

**Shareholder returns**

Underlying ROE down 40bps on pcp, primarily driven by lower underlying NPAT

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Underlying earnings per share (EPS) down 3.5% on pcp

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Total dividends of 208.0 cents per share, down 8.9% on pcp, reflecting change in dividend payout ratio

- Interim dividend of 101.2 cents per share
- Final dividend of 106.8 cents per share

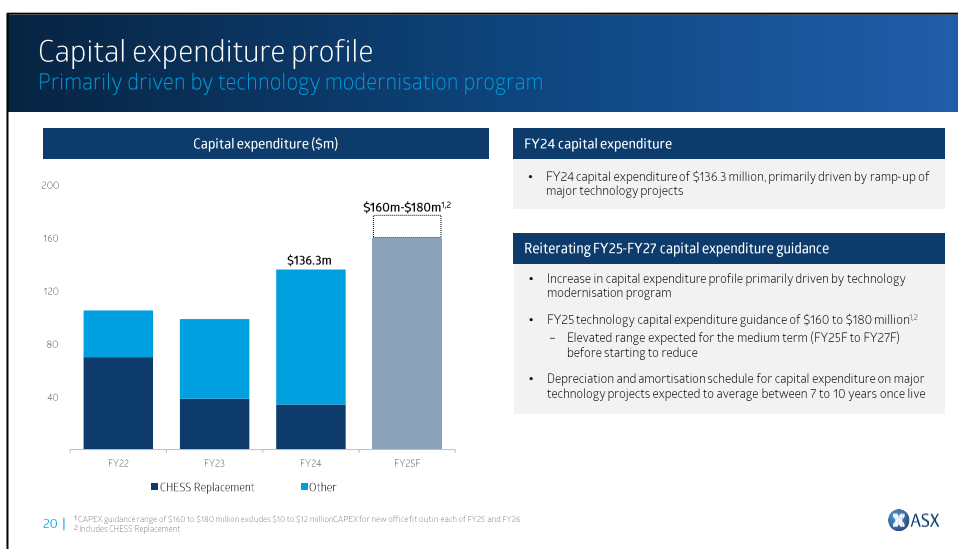
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A three year, \$275.0 million corporate bond was issued in Feb 2024.

ASX's balance sheet continues to be strong and positioned conservatively, with an S&P long-term rating of AA-, and, as I mentioned earlier, we raised a \$275 million corporate bond in February this year to provide flexibility to our balance sheet.

From a shareholder return perspective, underlying ROE for the year was 13.0%, down 40 basis points compared to FY23, reflecting the lower reported underlying profit in the year. Underlying ROE was 13.3% in the second half of FY24 up from 12.6% in the first half, as the organisation benefitted from expense management initiatives and a reduction in one-off costs in that period.

The Board has determined a final, fully franked, dividend of 106.8 cents per share or 85% of underlying earnings per share reflecting the midpoint of the dividend policy to payout 80 to 90% of underlying NPAT. This takes the total dividend to 208.0 cents per share, fully franked.



Our CAPEX for FY24 was \$136.3 million compared to \$98.7 million in FY23 reflecting the increased investment in the major projects on our technology roadmap. We reiterate the guidance provided at our Investor Forum of CAPEX spend of between \$160 and \$180 million a year from FY25 to FY27, before starting to reduce.

We expect an average depreciation and amortisation schedule of seven to ten years for these major projects, once they go live.

In summary, the record operating revenue we reported in FY24 reflects the strength of ASX's diversified businesses. We will continue our cost conscious approach to expenses as we balance the investment requirements of our Horizon 1 focus areas with Horizon 2 growth opportunities. And we are focused on returns for our shareholders as illustrated by our medium term ROE target range of 13.0 to 14.5%.

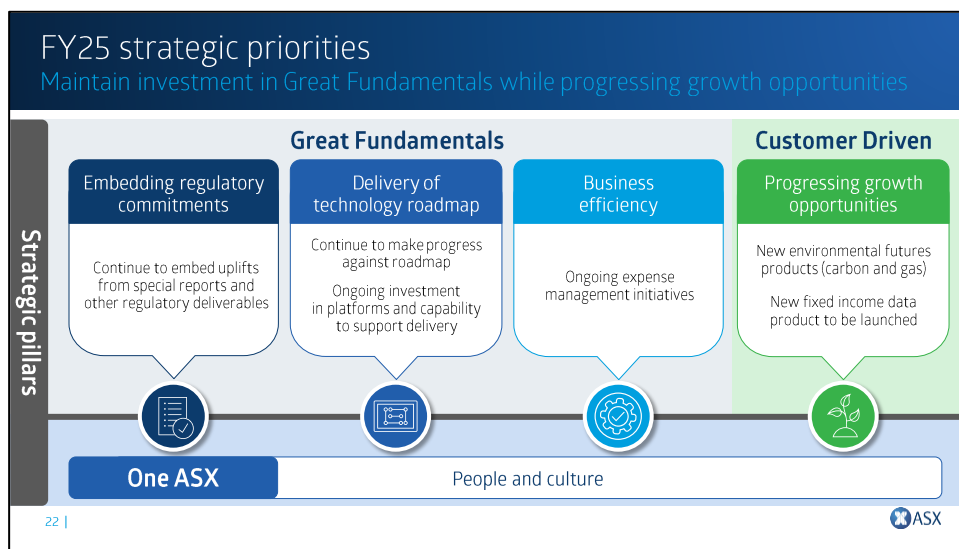
With that, I will hand back to Helen.

Thank you.



Thanks Andrew.

I will now provide an update on our strategic priorities for FY25 before finishing with our outlook and guidance.



As I mentioned earlier, we are still in Horizon 1 of our five year strategy. We have more to do to ensure that we are protecting long term shareholder value and positioning ourselves to capture future growth opportunities. This means that we are deliberately prioritising the majority of our investment and effort into our Great Fundamentals strategic pillar, particularly our key focus areas of regulatory commitments and technology modernisation.

In FY25, we will continue to embed uplifts identified in the special reports published last year, as well as any findings from our annual Financial Stability Standards assessment that we understand the RBA will publish in





the next few months. Doing this helps to build a better ASX as we continually strengthen our frameworks and capability.

A few weeks ago ASIC released a consultation paper on proposed rules to facilitate outcomes that are consistent with a competitive environment in cash equities clearing and settlement. These rules are provided for under the Competition in Clearing and Settlement legislation that I spoke about at our Investor Forum. This legislation provides powers to ASIC to make rules in relation to clearing and settlement services and gives the ACCC the power to resolve disputes regarding access to these services. In the coming months, we will also be releasing a consultation paper to receive stakeholder feedback on certain aspects of our cash equities clearing and settlement pricing policy. More broadly, we support competition in clearing and settlement as we believe that we provide a compelling offering.

In terms of technology modernisation, we will continue to deliver against our roadmap, which I'll recap in more detail shortly. Importantly, we are also investing in our platforms and capability to support this delivery. For example, we are exploring the use of cloud services to support the scale and resiliency of our applications and improving the accessibility of our data to leverage our rich datasets and create new products for our customers.

In terms of business efficiency, Andrew has already talked about our expense management initiatives for the year ahead. We will continue to invest in our people, bring in new talent and deepen our expertise. And we are investing in process simplification and automation to reduce operational costs and allow our people to focus on activities that add value to our markets and customers.

In terms of customer driven activities, our suite of carbon futures went live in late July and we will shortly be adding gas futures to our environmental product ecosystem. These products are designed to support our customers in the net zero transition, as I mentioned earlier. Although it is early days and new futures products can take time to build momentum, we are particularly excited about these products, which have been launched in response to strong market demand.

We see a great opportunity to serve debt market participants with data services, in addition to our existing services in the equities and derivatives markets. Austraclear is the registry and settlement system for the vast majority of Australian Dollar denominated fixed income instruments, and as such, is a primary repository of local fixed income market data and insights. We see significant potential for growth here, having launched our first debt market reference data services in FY23. We will be following this up with debt market activity services in the first half of FY25.

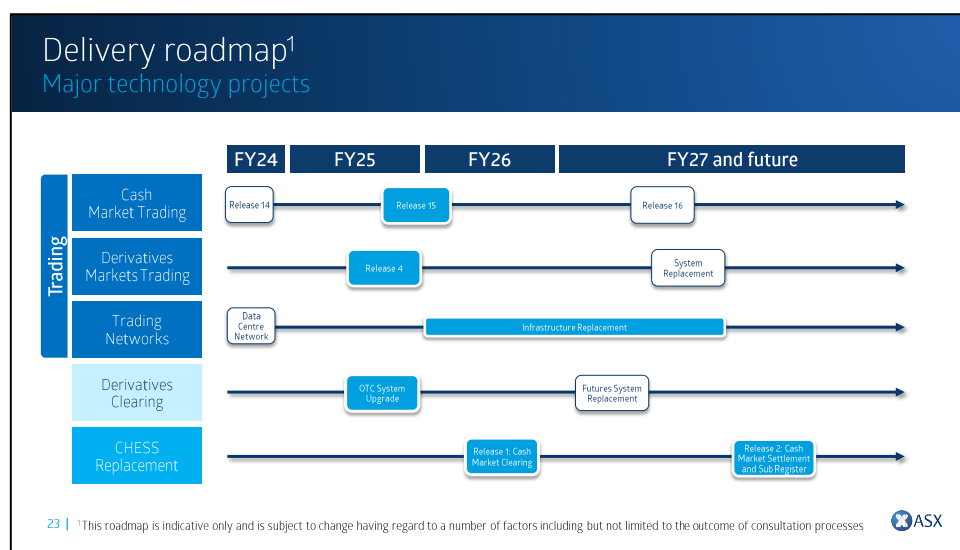
These new product launches are part of the broader growth strategy that we outlined at the Investor Forum. We see good opportunities to support the net zero transition by seeking to further expand our environmental

futures product offering, and by working with the Clean Energy Regulator to explore the concept of running a carbon exchange. As a data-rich environment, we see significant opportunities to broaden and upgrade the data and access options that we make available across ASX’s activities to support our customers. All of these opportunities are supported by the ongoing growth of the Australian capital base as it drives activity across our markets.

Turning to our One ASX strategic pillar, our people and culture remain an important focus for me. We have highly specialised people at ASX with deep expertise in what we do. And we want to continue to nurture the best of what ASX has, while also developing our people as we execute on our strategy.

The ‘new era ASX’ is about having a vibrant and inclusive culture that inspires growth with empowered and engaged teams. We know that our people are proud of what we do at ASX and the important role we play in the Australian economy. And our recent employee engagement survey showed that 90% of our people understand how their role contributes towards the ASX vision and strategy.

We are aiming for an outcomes-focused culture that is centred on customers and supported by our performance management framework and refreshed organisational values. During FY25, we will be investing in our people leaders to ensure that they are enabled to both lead and deliver on our strategy. We are also taking steps to improve our overall employee experience in terms of how our people do their work, including investing in the processes and tools that they use.



We presented this indicative technology delivery roadmap at our Investor Forum in June. This roadmap sets out logical windows to implement key stages of each major project. It is subject to regular review as part of our iterative planning process to manage interdependencies and stakeholder input. As I mentioned earlier,



we have made good progress in FY24. In FY25, our focus will be progressing the major projects shaded in blue on this chart.

Let's start with the Trading project. Service Release 15 for Cash Market Trading will deliver a number of important benefits, including the removal of what is referred to as the 'opening auction stagger' and will seek to better align ASX with other major global exchanges. And it will introduce a new post-close trading session to provide the market with additional execution opportunities.

For ASX24, our Derivatives Trading platform, Service Release 4 will deliver changes to help support liquidity during the bond roll period and to improve technical resilience ahead of the move to a new platform.

We intend to upgrade our networks including the customer end points to simplify the solution for our customers and provide significantly increased resiliency. We are planning to implement these changes in alignment with the trading platform upgrades that I have just mentioned, which will be more efficient our customers.

Finally, for CHES Replacement, we will continue to progress work on Release 1. As I mentioned earlier, for Release 2, we have published an industry consultation paper seeking market feedback. This will assist in finalising the scope and approach of the releases and will also assist in developing the industry work plan. We expect to determine and communicate the indicative plan and estimated cost for Release 2 in the December quarter of 2024, following this industry consultation.

We are delivering, but also appreciate that there is still plenty of work for us to do in modernising our technology. We are progressing this program, which prioritises safe implementation and operation. This roadmap has been staged to allow us to build capability and delivery confidence along the way and manage the impact of the changes for ASX and industry participants.

## Outlook and guidance

Increasing interest in listings, market conditions supportive of interest rate futures

<h3 style="background-color: #0056b3; color: white; padding: 5px; text-align: center;">Outlook</h3> <ul style="list-style-type: none"> <li>Increasing interest and activity from companies considering a <b>listing</b></li> <li>More stable macroeconomic environment may be supportive of <b>capital market</b> activity despite reduction in net new capital quoted in July             <ul style="list-style-type: none"> <li>– Increase of ~\$15 billion in net new capital quoted in 12 months ending July 2024</li> </ul> </li> <li>Changing interest rate environment driving ongoing growth in <b>interest rate futures volumes</b>, activity moving along curve</li> <li>Demand for <b>data</b> continues to grow, working with customers to ensure products meet emerging needs</li> </ul>	<h3 style="background-color: #00a0e3; color: white; padding: 5px; text-align: center;">Reiterating guidance</h3> <ul style="list-style-type: none"> <li><b>FY25 total expense growth guidance of 6-9%</b><sup>1</sup> <ul style="list-style-type: none"> <li>– FY25 operating expense growth guidance of 4-7%<sup>2</sup></li> </ul> </li> <li><b>FY25 capital expenditure guidance of \$160-180 million</b><sup>3</sup> <ul style="list-style-type: none"> <li>– Expected to remain at this level until FY27, before starting to reduce</li> <li>– Primarily driven by technology modernisation program</li> </ul> </li> </ul>
<h3 style="background-color: #0056b3; color: white; padding: 5px; text-align: center;">Capital management and key performance metric</h3> <ul style="list-style-type: none"> <li><b>Capital management flexibility currently in place to support capital expenditure profile:</b> <ul style="list-style-type: none"> <li>– Dividend payout ratio range of 80-90% of underlying NPAT</li> <li>– \$275 million corporate bond in place</li> </ul> </li> <li><b>Key performance metric:</b> medium term underlying ROE target range of 13.0-14.5%</li> </ul>	

24 | <sup>1</sup> Excludes any significant items  
<sup>2</sup> Excludes depreciations and amortisation  
<sup>3</sup> CAPEX guidance range of \$160 to \$180 million excludes \$10 to \$12 million CAPEX for new office fit out in each of FY25 and FY26

Turning to outlook. We are starting to see signs of a return of IPO activity with the listing of Guzman y Gomez being a recent high profile example. And we continue to see increasing levels of interest and activity from companies considering a listing. We expect that the more stable macroeconomic conditions may be supportive of an increase in listings activity, although ongoing geopolitical instability may impact sentiment.

July cash market trading activity was in line with the same period in FY24 for what is typically a quiet month due to the holiday period. Total net new capital quoted was down in July, following several large de-listings due to the conclusion of long-running M&A activity, including Boral and CSR. Notwithstanding these recent delistings, net new capital quoted on ASX increased by approximately \$15 billion in the 12 months ending July 2024.

The changing interest rate environment is driving growth in our interest rate futures activity, which we expect to continue. We are also seeing activity move further across the curve as the market takes a view on longer term interest rates.

As I've discussed today, we continue to see an increase in demand for our data and connectivity services. We are working with our customers to meet emerging areas of demand with a focus on making our services easier to licence and consume. We are also finalising the development of new data products to add to our growing Information Services proposition.

Moving now to guidance. We reiterate the guidance provided at our Investor Forum in June. We expect FY25 total expense growth of 6 to 9% with operating expense growth guidance of 4 to 7% reflecting the expense management actions we are taking. FY25 capital expenditure will be between \$160 and \$180 million and is expected to remain at this level until FY27, primarily to support our technology modernisation program, before starting to reduce.



We have the capital management flexibility in place to support this CAPEX profile. This includes a dividend payout ratio range of 80 to 90% of underlying NPAT and a \$275 million corporate bond raised earlier this year.

Finally, we are focused on underlying ROE as the key performance metric driving the organisation. We delivered a result at the lower end of our target range this year and will continue to focus on total expenses and revenue opportunities.

In conclusion, FY24 was a busy year for us and I'm proud of what we delivered. And FY25 is about continuing to listen to our customers and delivering our five year strategy.

Thank you and I will now invite questions.