



# ASX Limited

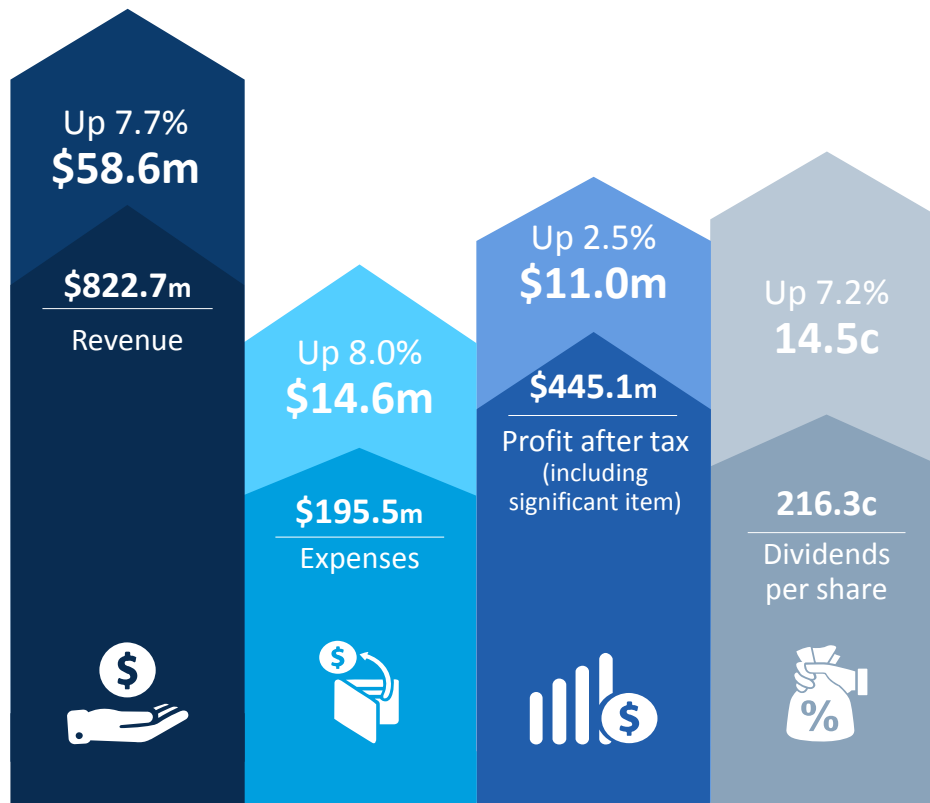
## 2018 AGM

4 OCTOBER 2018

# Chairman's Address

Rick Holliday-Smith

# Continued growth in profit and returns to shareholders in FY18



Revenue and expenses as per the Group segment reporting  
Variance relative to the prior comparative period (FY17)

# Chairman's Address

Rick Holliday-Smith

# CEO's Address

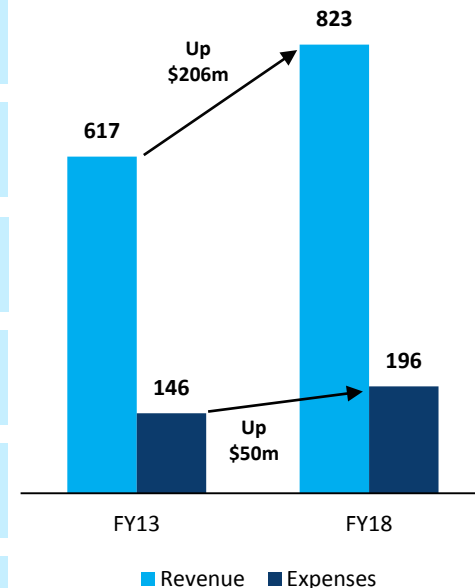
Dominic Stevens

# FY18 financial results

## Strong underlying growth and returns to shareholders

<b>Revenue</b>	<b>+\$58.6m</b>	<ul style="list-style-type: none"> <li>\$822.7 million, up 7.7%</li> <li>Strong overall performance, listings in particular</li> </ul>
<b>Expenses</b>	<b>(\$14.6m)</b>	<ul style="list-style-type: none"> <li>\$195.5 million, up 8.0%</li> <li>Including one-offs and investing for resilience and growth</li> </ul>
<b>EBITDA</b>	<b>+\$44.0m</b>	<ul style="list-style-type: none"> <li>\$627.2 million, up 7.5%</li> <li>6<sup>th</sup> straight increase, reflecting strong operational leverage</li> </ul>
<b>Statutory NPAT</b>	<b>+\$11.0m</b>	<ul style="list-style-type: none"> <li>\$445.1 million, up 2.5%</li> <li>Includes \$20.2m impairment to carrying value of Yieldbroker</li> </ul>
<b>Underlying NPAT</b>	<b>+\$31.2m</b>	<ul style="list-style-type: none"> <li>\$465.3 million, up 7.2%</li> <li>5-year CAGR 6.0%</li> </ul>
<b>Underlying EPS</b>	<b>+15.9cps</b>	<ul style="list-style-type: none"> <li>Statutory earnings per share (EPS) of 230.0 cents, up 2.4%</li> <li>Underlying EPS of 240.4 cents, up 7.1%</li> </ul>
<b>DPS</b>	<b>+14.5cps</b>	<ul style="list-style-type: none"> <li>Final dividend of 109.1 cents per share, up 9.3%</li> <li>Total FY18 dividends of 216.3 cents per share, up 7.2%</li> </ul>

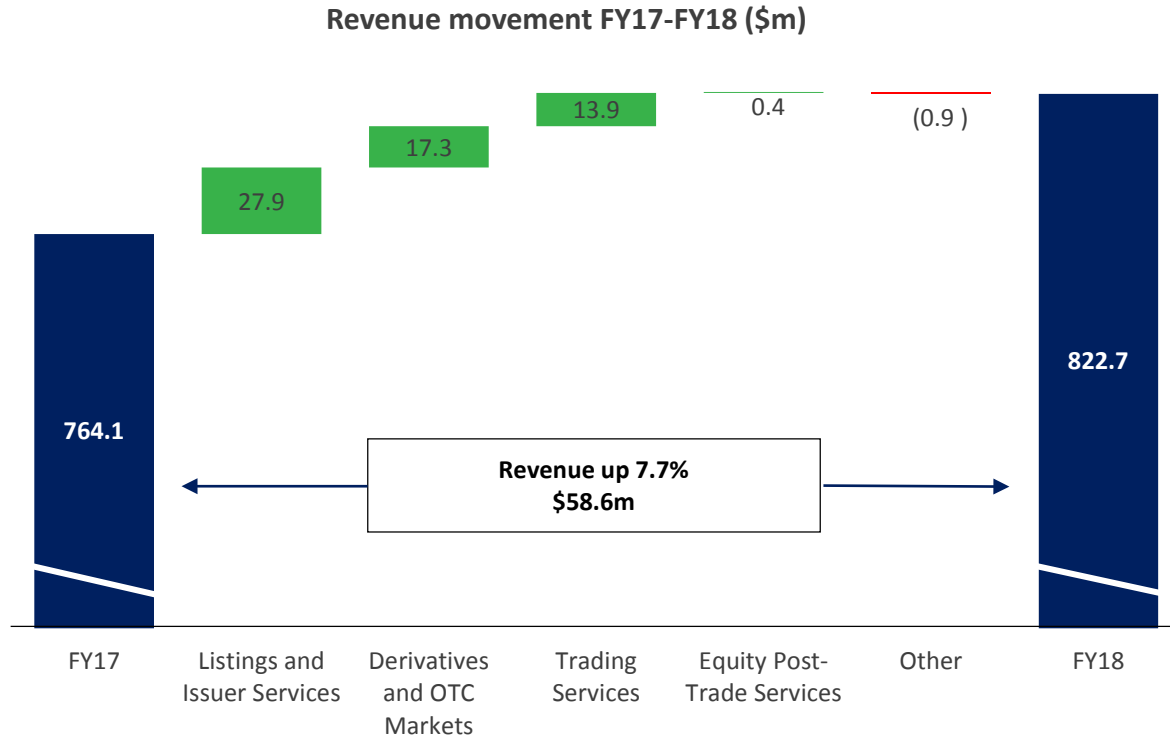
**Underlying revenue and expenses  
5 year change (\$million)**



Revenue and expenses as per the Group segment reporting  
Variance relative to the prior comparative period (FY17 pcp) expressed favourable / (unfavourable)

# Highest revenue growth since FY10

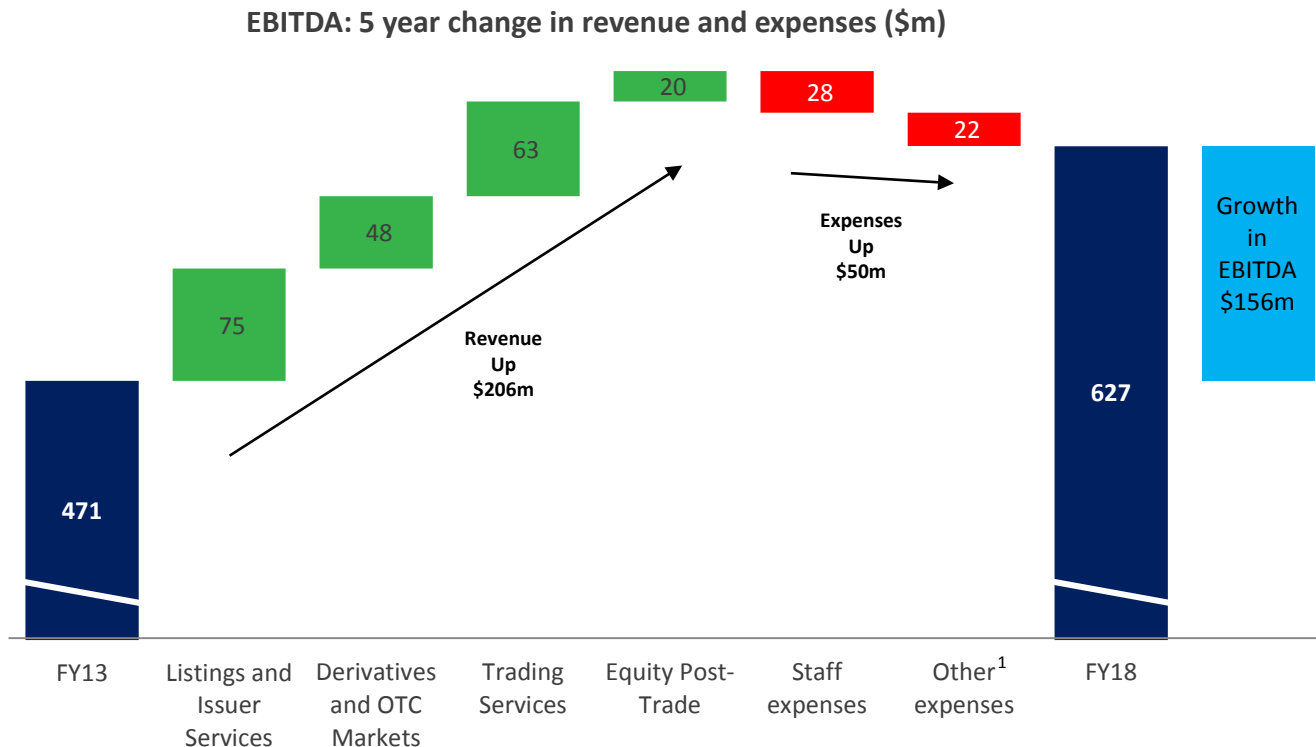
Revenue growth in all four businesses



Revenue as per the Group segment reporting  
Variance relative to the prior comparative period (FY17) expressed favourable / (unfavourable)

# Strong 5 year EBITDA growth reflecting attractive cost to income ratio

Revenue growth of \$206m vs increased expenses of \$50m



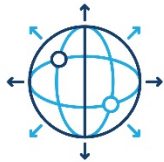
1. Other expenses includes occupancy, equipment, administration and ASIC levy  
Revenue as per the Group segment reporting  
Variance relative to the comparative period (FY13) expressed favourable / (unfavourable)



## Vision

# The world's most respected financial marketplace

## Strategy



Diverse  
ecosystem



Innovative  
solutions and  
technology



Enduring trust,  
integrity and  
resilience



Customer  
centric

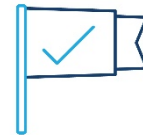


Collaborative  
culture

## Execution



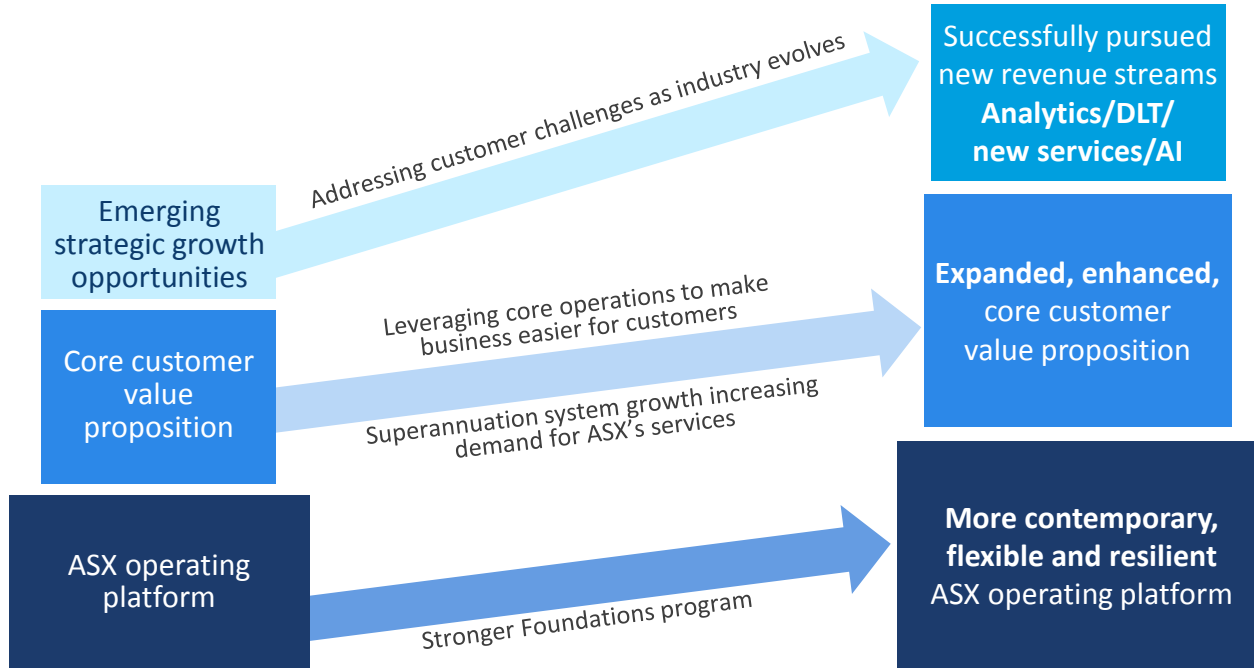
Licence to Operate



Growth Initiatives

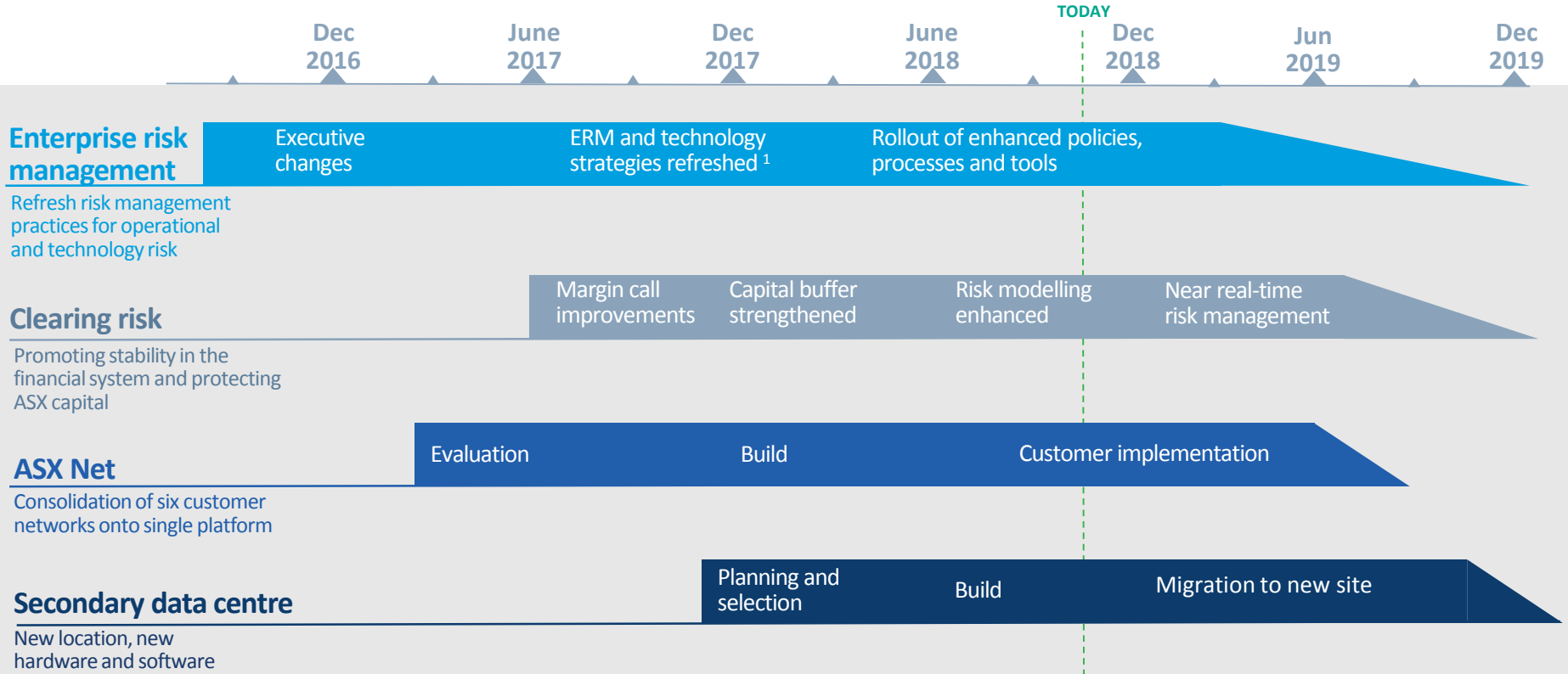
# Positioning ASX for future growth

Executing the VSE to grow core offering and pursue new revenue opportunities



# Building Stronger Foundations

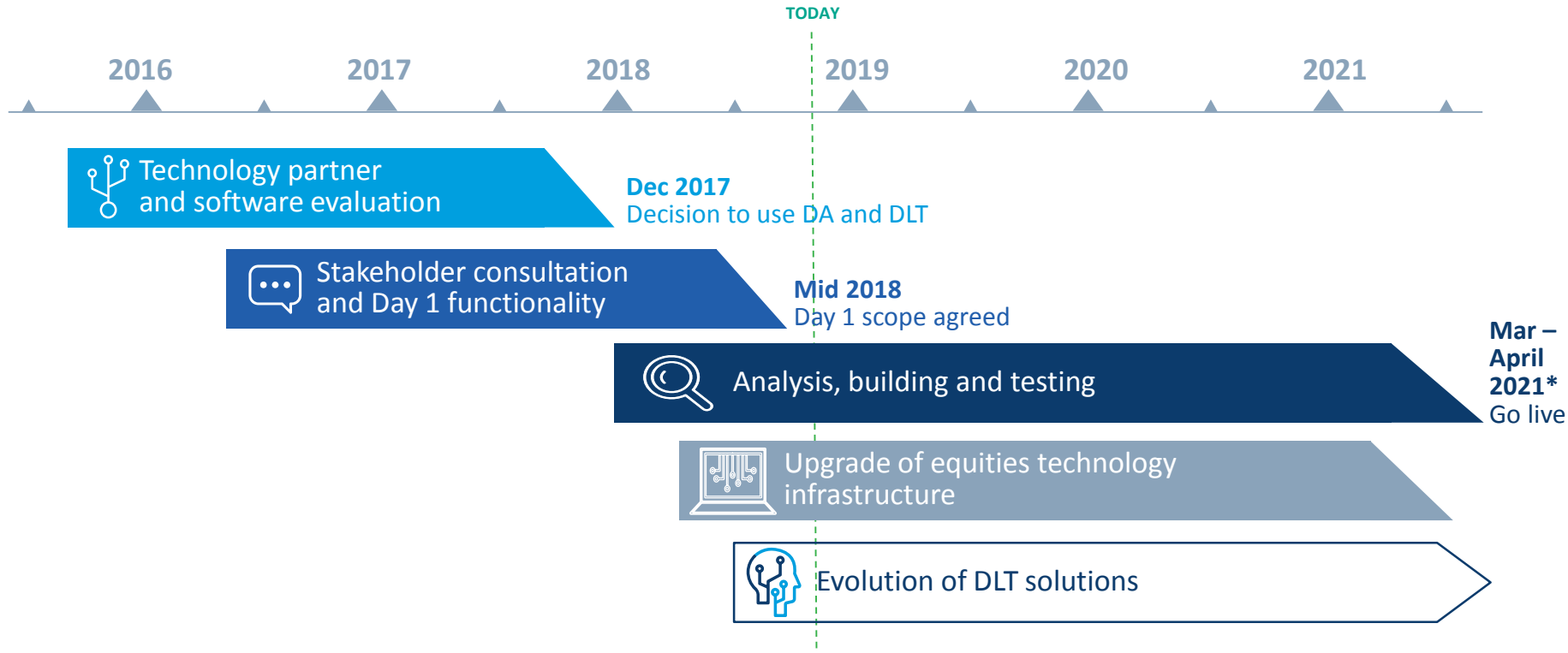
Positioning ASX to be a leader in the financial services industry and capture market growth



1. Included internal analysis, external consultant and guidance from both ASIC and RBA

# CHESS replacement

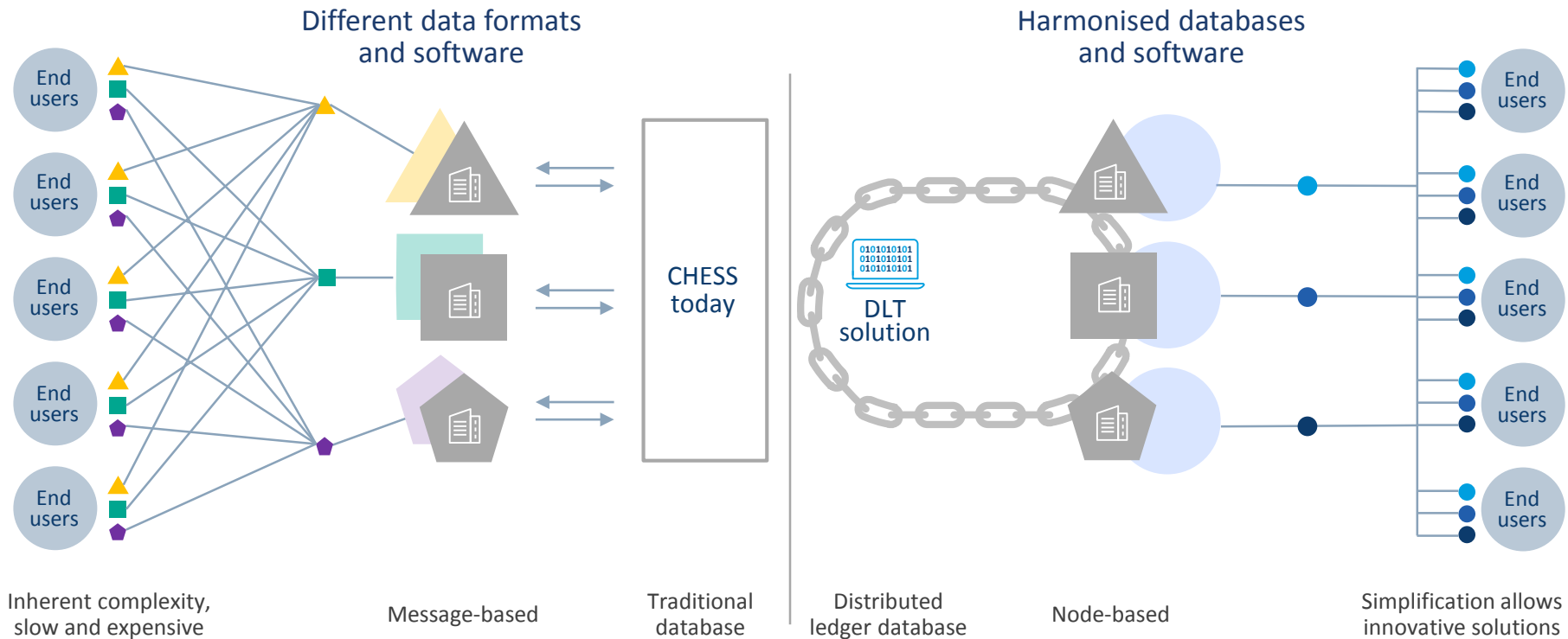
On track for go live in March-April 2021



\*Dates subject to completion of system development, stakeholder readiness and regulatory clearance

# Market infrastructure that will be a business enabler

DLT safely liberates source of truth information, encouraging innovation



# Sympli

## Leveraging ASX expertise into an adjacent market with an experienced partner

- May 2018, entered the electronic property settlement market via a 50% stake in a new company called Sympli Australia Pty Ltd
- Owned 50:50 with Australian Technology Innovators, parent company of InfoTrack
- InfoTrack brings complementary experience, expertise and existing conveyancing and property settlement relationships
- Investing approximately \$30m over the 2018-2020 financial years, expecting Sympli to break-even in the 2021 financial year
- Believe customer service will be our competitive advantage



# Formal Business

# Agenda Item 1

ASX Financial Report



# Agenda Item 2

Securities Exchanges Guarantee  
Corporation Financial Report

# Agenda Item 3


Election of Directors

# Agenda Item 3(a)

Re-election of  
Rick Holliday-Smith

# Agenda Item 3(a)

## Re-election of Rick Holliday-Smith – Proxy and Direct Votes (Combined)


	For	Open	Against
	107,139,877	1,696,470	5,081,444
	94.05%	1.49%	4.46%

# Agenda Item 3(b)

Re-election of  
Yasmin Allen

# Agenda Item 3(b)

## Re-election of Yasmin Allen – Proxy and Direct Votes (Combined)


	For	Open	Against
	111,712,036	1,694,392	513,772
	98.06%	1.49%	0.45%

# Agenda Item 3(c)

Re-election of  
Peter Marriott

# Agenda Item 3(c)

## Re-election of Peter Marriott – Proxy and Direct Votes (Combined)

	For	Open	Against
	107,150,196	1,696,920	4,369,176
	94.64%	1.50%	3.86%




# Agenda Item 3(d)

Re-election of  
Heather Ridout AO

# Agenda Item 3(d)

## Re-election of Heather Ridout AO – Proxy and Direct Votes (Combined)

	For	Open	Against
	111,242,980	1,698,157	988,660
	97.64%	1.49%	0.87%

# Agenda Item 4

## Remuneration Report

# Agenda Item 4

## Remuneration Report – Proxy and Direct Votes (Combined)

For	Open	Against
105,255,968	1,699,656	2,806,544
95.89%	1.55%	2.56%

# Agenda Item 5

Grant of  
Performance Rights

# Agenda Item 5

## Grant of Performance Rights – Proxy and Direct Votes (Combined)

For	Open	Against
109,848,469	1,558,031	2,159,252
96.73%	1.37%	1.90%

Questions?

# AGM Closed. Thank you.

Please complete your voting card and deposit it at the exit





# ASX Limited

## 2018 AGM

4 OCTOBER 2018