SGX. Tomorrow's Market, Today



Singapore Exchange Limited

Hsieh Fu Hua, CEO Seck Wai Kwong, SEVP

12 January 2006

Agenda



- Overview
- Financial Review
- Recent Developments
- Q & A



Overview & Highlights

Hsieh Fu Hua

Chief Executive Officer

Our Progress To Date



6 MONTHS AGO

More Buoyant Market ...

OUR PROGRESS TO DATE

✓ Derivatives growth

 ✓ Securities Daily Ave Value Traded has grown from \$630M in 1H FY05 to \$847M in 1H FY06

Revenue Growth

Larger issuers

Re-Pricing Opportunities

Structured Warrants

New Products

- ✓ Ave IPO size has grown 41% from 1H FY05
- ✓ Re-pricing of Listing & Derivatives Fees
- ✓ Robust growth
- ✓ OTC Clearing, Commodities and Nifty



Financial Review

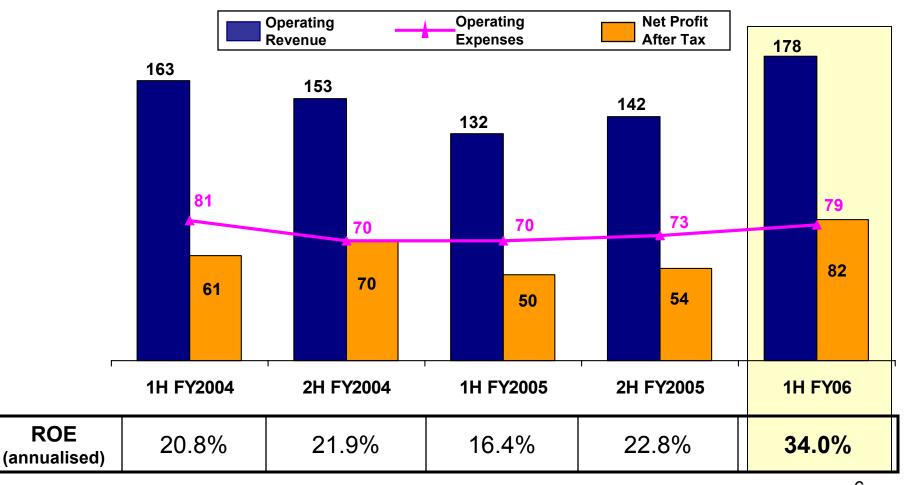
Seck Wai Kwong

Senior Executive Vice President

Financial Highlights



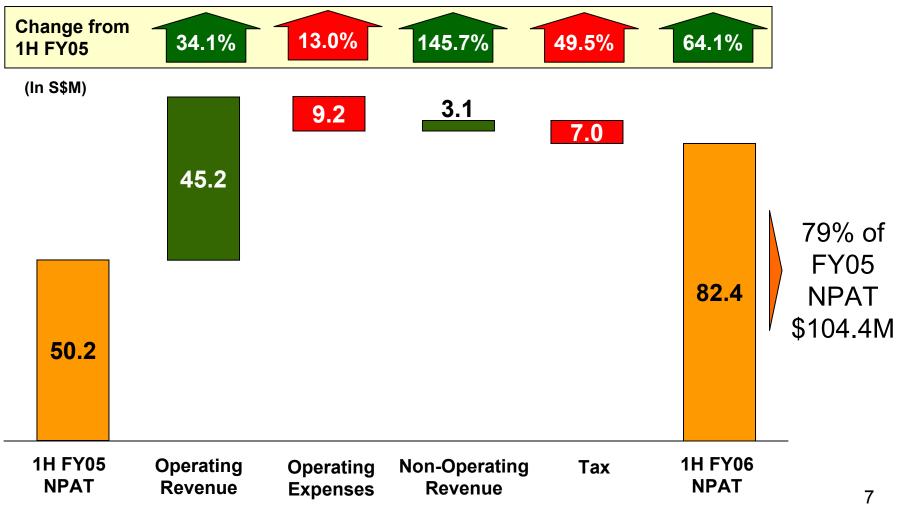
A record half-year since IPO ...



(2H FY04, 1H FY05 and 2H FY05 figures have been restated to reflect ESOS expenses following the adoption of FRS102.9

Financial Highlights





(FY05 figures have been restated to reflect ESOS expenses following the adoption of FRS102)

Operating Revenue (Review period: 1H FY04 to 1H FY06)

(In S\$M)



8

Fuelled by buoyant market activities ...

132.4 142.3 152.8 163.5 177.7 Securities market revenue 90 95 81 73 **Asian Derivatives** 70 41 **Structured Warrants** 26 24 26 23 47 46 44 43 39 **Processing income** & 1H FY2004 2H FY2004 1H FY2005 2H FY2005 1H FY2006 **Listing fees** Stable Revenue* 🔲 Net Derivatives Clearing Revenue 📃 Securities Market Revenue

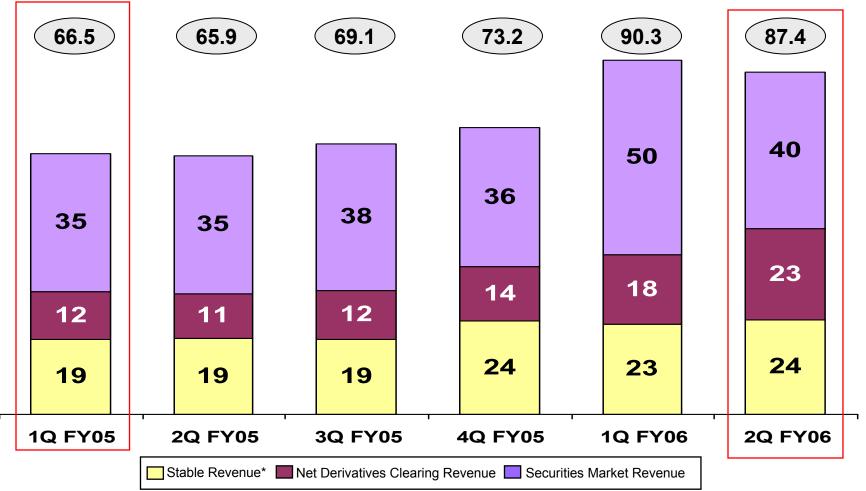
Securities market revenue includes clearing fees, securities related processing income & access fees

* Stable revenue includes account maintenance & corporate action fees, terminal and connection fees, price information fees, listing and membership fees, sale of software and other computer services & other operating revenue

Operating Revenue (Review period: 1Q FY05 to 2Q FY06)



(In S\$M)



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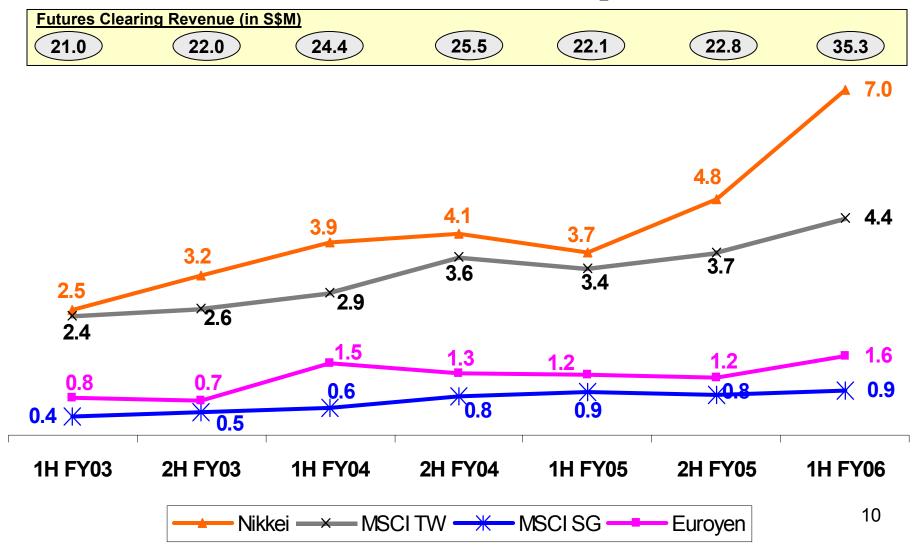
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Asian Futures Trading Volume

(Review period: 1H FY03 to 1H FY06)



Volume 31.6% p.a. over 3 years



Operating Expenses (Review period: 1H FY04 to 1H FY06)



Revenue **1**34% while Expenses **1**13%

81.5 79.4 Miscellaneous* 11 Consultancy fees for various 72.9 11 70.2 70.0 projects 10 7 8 6 Cost of sales 6 Royalties on futures contracts 6 10 5 6 traded 9 8 9 9 Depreciation • Fully depreciated assets 10 8 8 7 8 7 System maintenance & rental 9 IT outsourcing **Occupancy costs** Reinstatement provision for OUB 39 36 34 33 centre & Equity Plaza in 2H FY05 31 Staff costs Variable bonus provision ٠ Reduced headcount 1HFY04 2HFY04 1HFY05 2HFY05 1HFY06

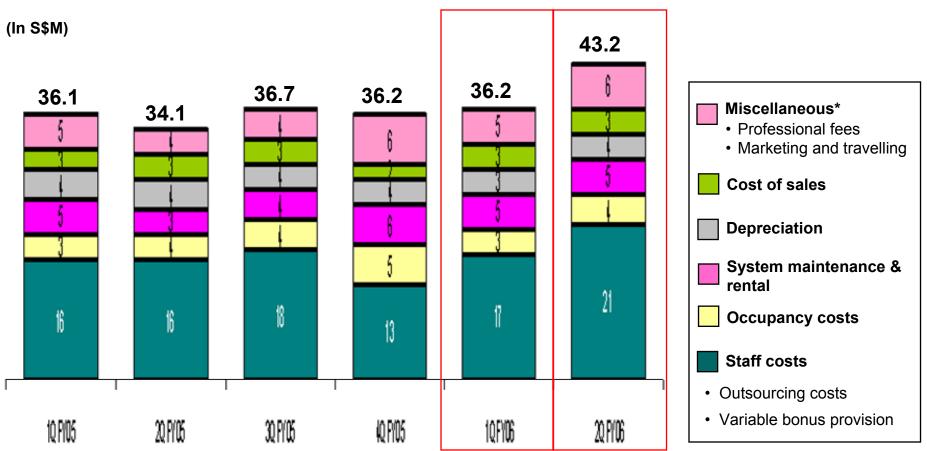
* includes professional fees, marketing & travelling, communication charges, fees to MAS for transfer of participant supervision function, provision for surplus leased premises and other operating expenses

(2H FY04, 1H FY05 and 2H FY05 figures have been restated to reflect ESOS expenses following the adoption of FRS102)

(In S\$M)

Operating Expenses (Review period: 1Q FY05 to 2Q FY06)





* includes professional fees, marketing & travelling, communication charges, fees to MAS for transfer of participant supervision function, provision for surplus leased premises and other operating expenses 12

(FY05 figures have been restated to reflect ESOS expenses following the adoption of FRS102)

Operating Expenses (Review period: 1Q FY06 vs 2Q FY06)



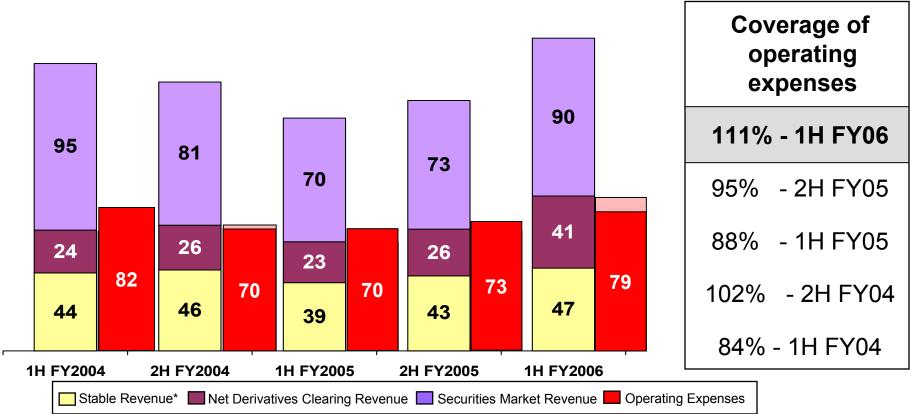
(in \$M)	1Q FY06	2Q FY06	Variance	Remarks
Staff costs	11.6	12.8	+1.2	Share-based compensationOutsourcing compensation
Variable bonus	5.8	8.7	+2.9	 Catch up in bonus provision
Total	17.4	21.5	+4.1	

Operating Leverage

(In S\$M)



High operating leverage



Securities market revenue includes clearing fees, securities related processing income & access fees

* Stable revenue includes account maintenance & corporate action fees, terminal and connection fees, price information fees, 14 listing and membership fees, sale of software and other computer services & other operating revenue

(2HFY04, 1H FY05 and 2H FY05 figures have been restated to reflect ESOS expenses following the adoption of FRS102)

Performance at a Glance



15

Our commitment to enhance shareholder value

	1H FY04	2H FY04	1H FY05	2H FY05	1H FY06
Return on Equity ⁽¹⁾	20.8%	21.9%	16.4%	22.8%	34.0%
Total Shareholder Return ⁽²⁾	50.7%	1.2%	12.8%	29.2%	40.2%
Cost-to-Income	49.8%	45.8%	53.0%	51.2%	44.7%
Net Profit Margin	37.8%	45.4%	37.3%	37.8%	45.0%
Dividend per Share (Net) - Base (cents) - Variable (cents) - Special (cents)	2.3 2.3	8.5 3.3 5.2	2.8 2.8	20.7 3.2* 2.5 15.0*	3.0 3.0

* Includes special/interim dividend declared in 3Q FY05.

(1) (Annualised) Net profit after tax divided by shareholders' equity as at period end

(2) Based on SGX period end closing share price (Source: Bloomberg)

(3) 2H FY04, 1H FY05 and 2H FY05 figures have been restated to reflect ESOS expenses following the adoption of FRS102



Recent Developments

Hsieh Fu Hua

Chief Executive Officer

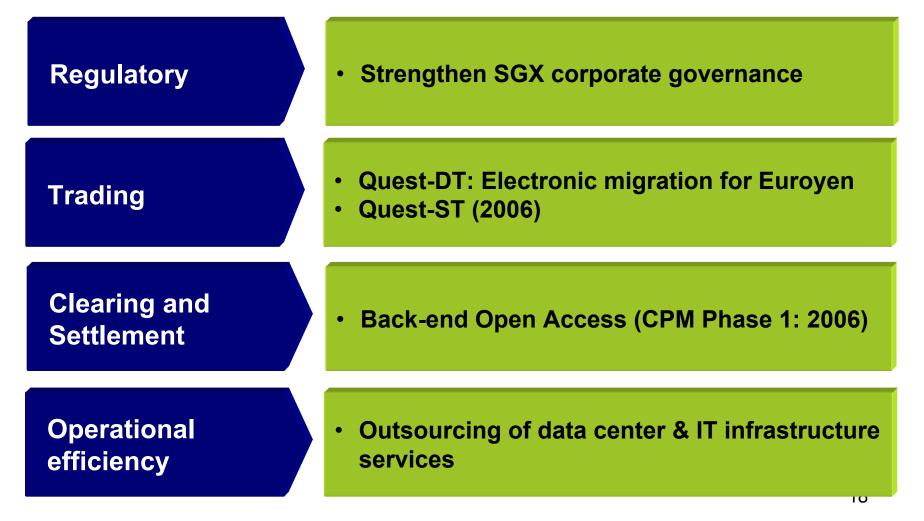


SINGAPORE E X C H A N G E

Delivery Excellence



Continued enhancement to our infrastructure ...



Developing An Asian Gateway





Developing An Asian Gateway





Asian listing platform ...

- Billion Dollar Club
 - 74 (2005), 64 (2004), 50 (2003)
- Larger issuers
- MOUs with Chinese Provincial Governments
- Geographical diversification
 - SEA, Korea, Australia
- Sectoral specialisation

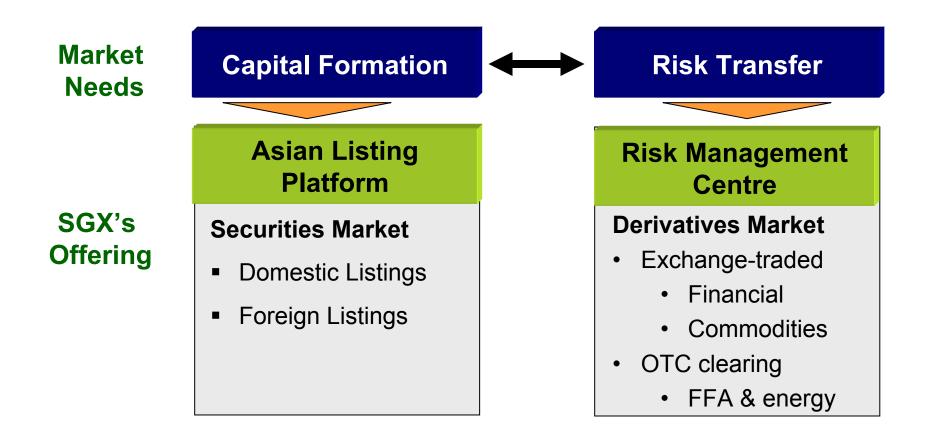
<u>Next</u>

- 1. Global Depository Receipts
- 2. Shariah-compliant products

* The average IPO market capitalisation is \$334.2M if includes SP AusNet (S\$3.7b).

Developing An Asian Gateway

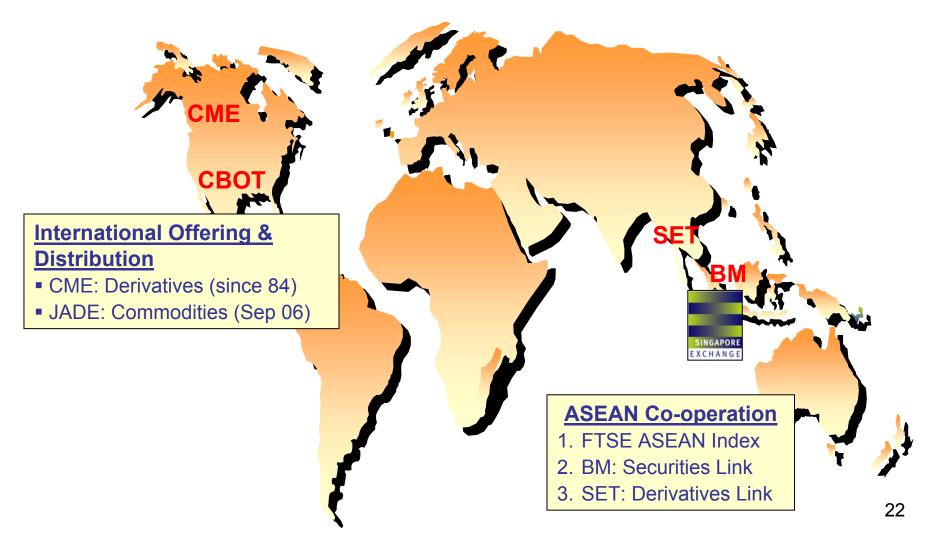




Developing an Asian Gateway



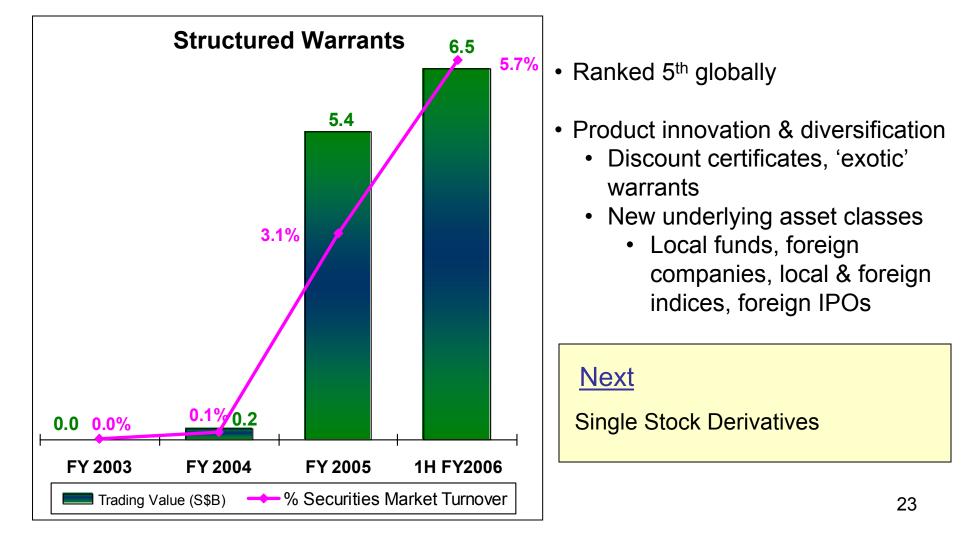
Aggregating liquidity through partnerships & linkages ...



Growing Our Domestic Market



Riding on new product successes ... Warrants





In summary

- Buoyant Asian Markets
 - Exposure to North Asia
 - Derivatives growth
 - More active retail ...
 - Healthy pipeline of larger IPOs
 - New products
 - SSD
 - Shariah products, relaunch NK & TWN options, GDR
 - Adjacent markets and services
 - JADE (SGX-CBOT)
 - OTC Clearing



Thank You