

FY2015 Full Year Results Analyst and Media Briefing

Muthukrishnan Ramaswami, President
Chng Lay Chew, CFO

29 July 2015

Agenda for FY2015 Full Year Results Briefing

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2 Financial Performance

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Financial Year 2015 Highlights

Revenue

- \$779M
- Up 13%

Expenses

- \$377M
- Up 20%

Operating Profit

- \$402M
- Up 8%

Net Profit

- \$349M
- Up 9%

Earnings Per Share

- 32.6 cents
- Up 9%

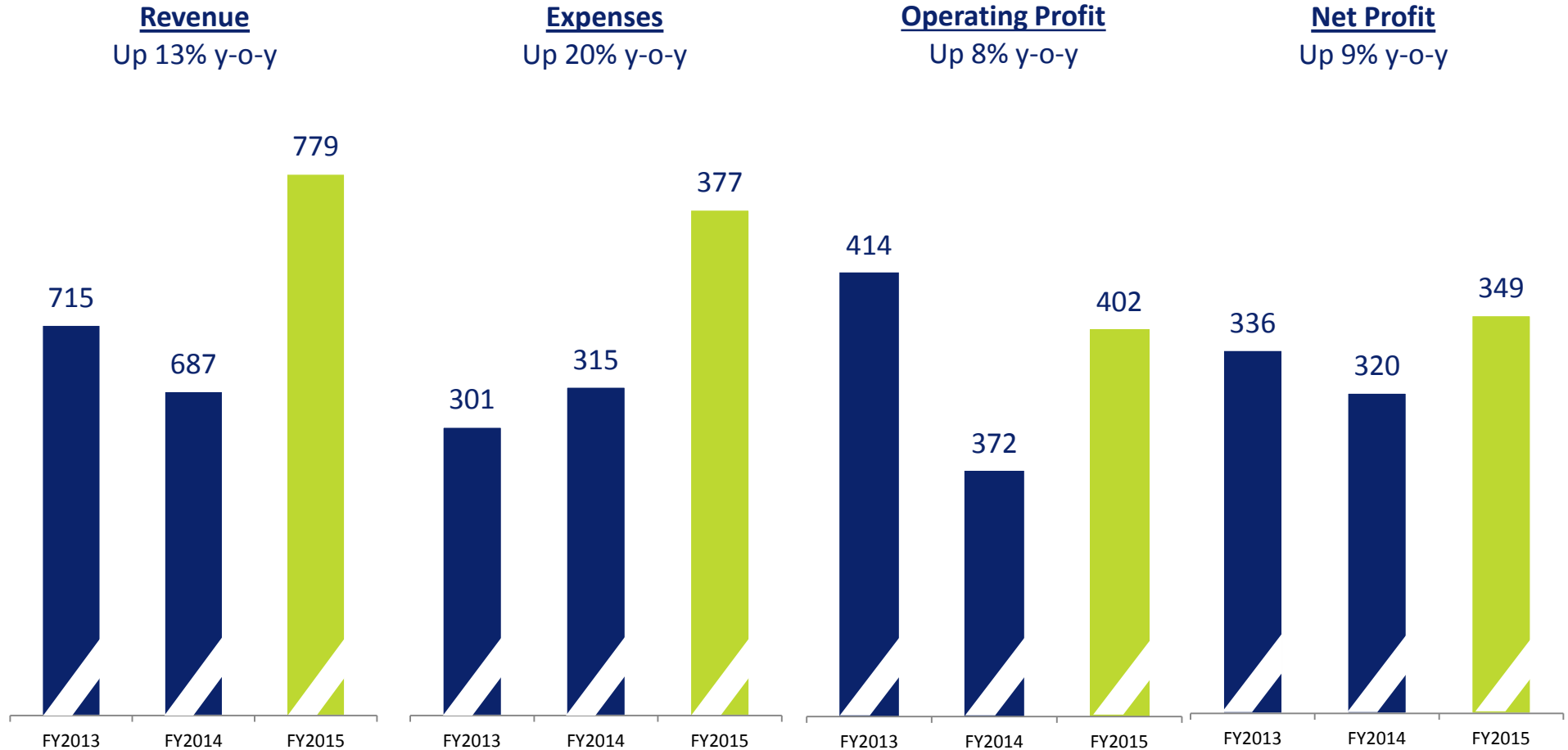
- Securities market transformation making progress
 - Market-makers and liquidity providers have added liquidity and depth, enhancing market quality
 - Board-lot size reduced in January, improving retail investor access to higher-priced stocks
 - Commenced transition to minimum trading price of \$0.20 in March
 - 34 new listings raising \$2.7 billion compared with 34 listings raising \$4.8 billion a year earlier
 - Total funds raised up 1% to \$196 billion
- Derivatives continuing growth trajectory with revenue up 42%
 - Total volumes increased 55% to 161 million contracts
 - SGX FTSE China A50 Index futures up 220% to 78 million contracts
 - Global commodities benchmarks Iron Ore and Rubber up 258% and 54% respectively

Financial Performance

Chng Lay Chew, CFO

Financial Performance: Annual Trend

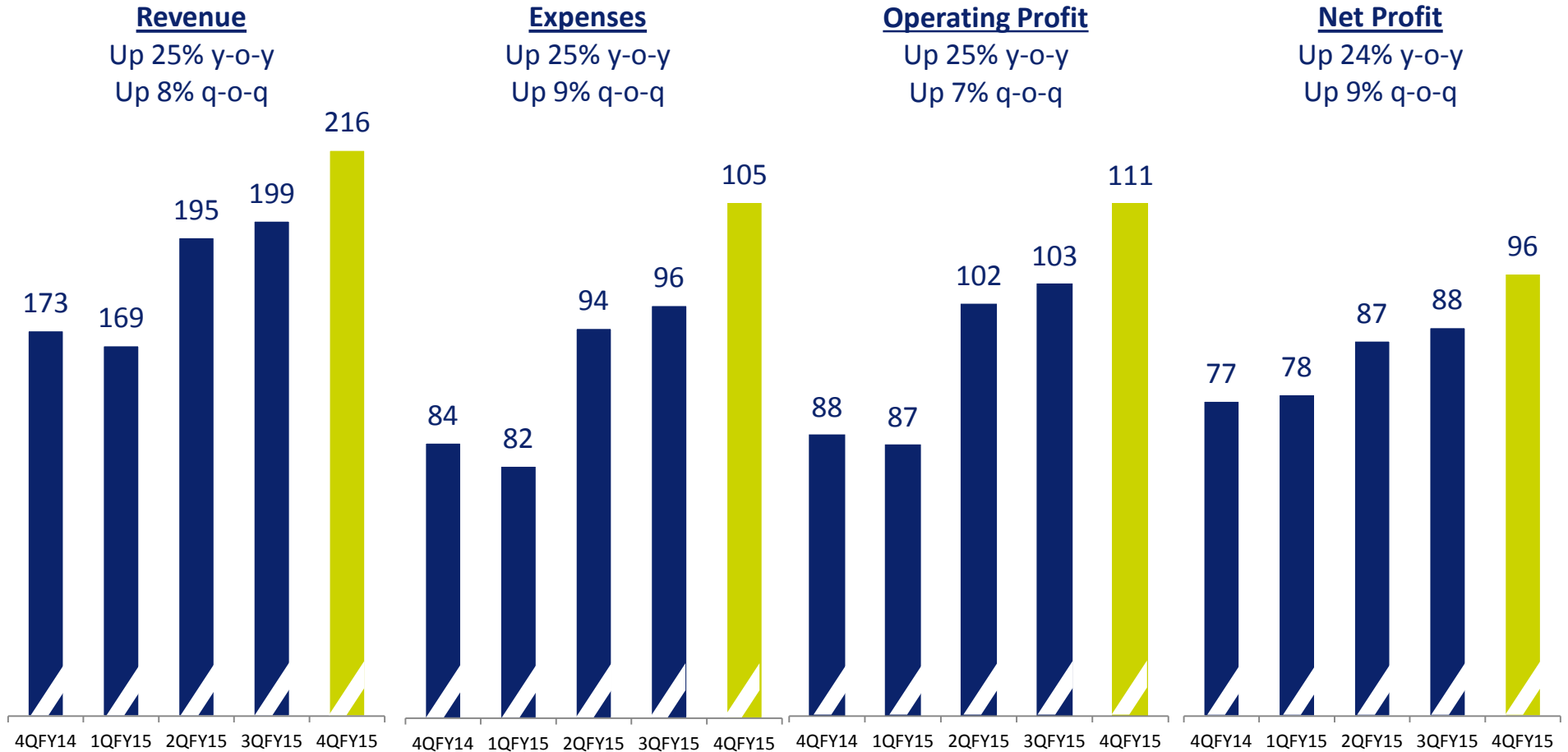
Net profit of \$349 million was the highest since FY2008



Note: All figures in \$ millions unless otherwise stated and may be subject to rounding

Financial Performance: Quarterly Trend

4Q FY2015 net profit of \$96 million, up 24% from \$77 million a year earlier

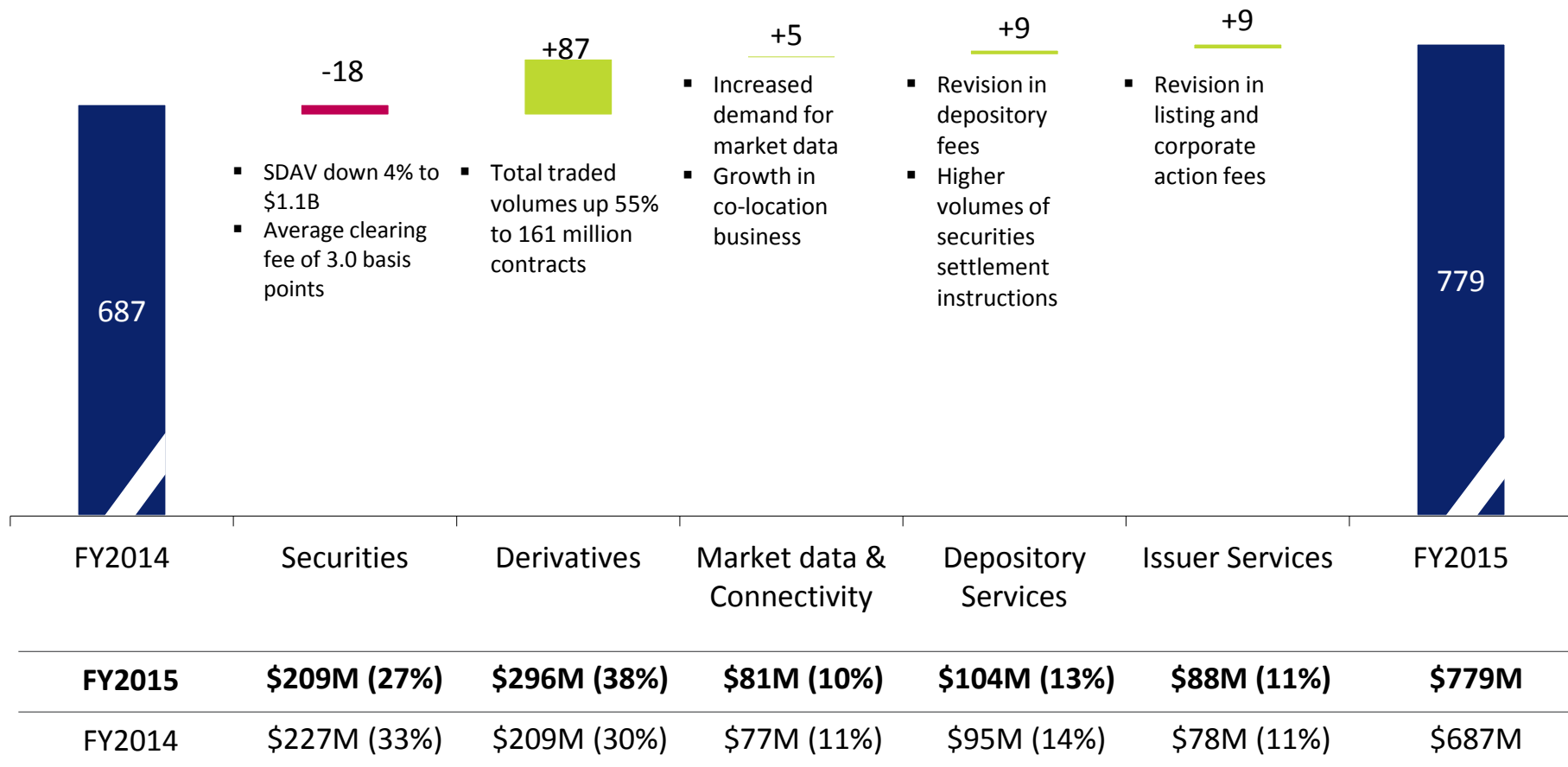


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Financial Performance: Revenue, Year-on-Year

Revenue of \$779 million, up 13% from \$687 million a year earlier

Excluding EMC revenue of \$18 million, revenue increased 11% to \$761 million

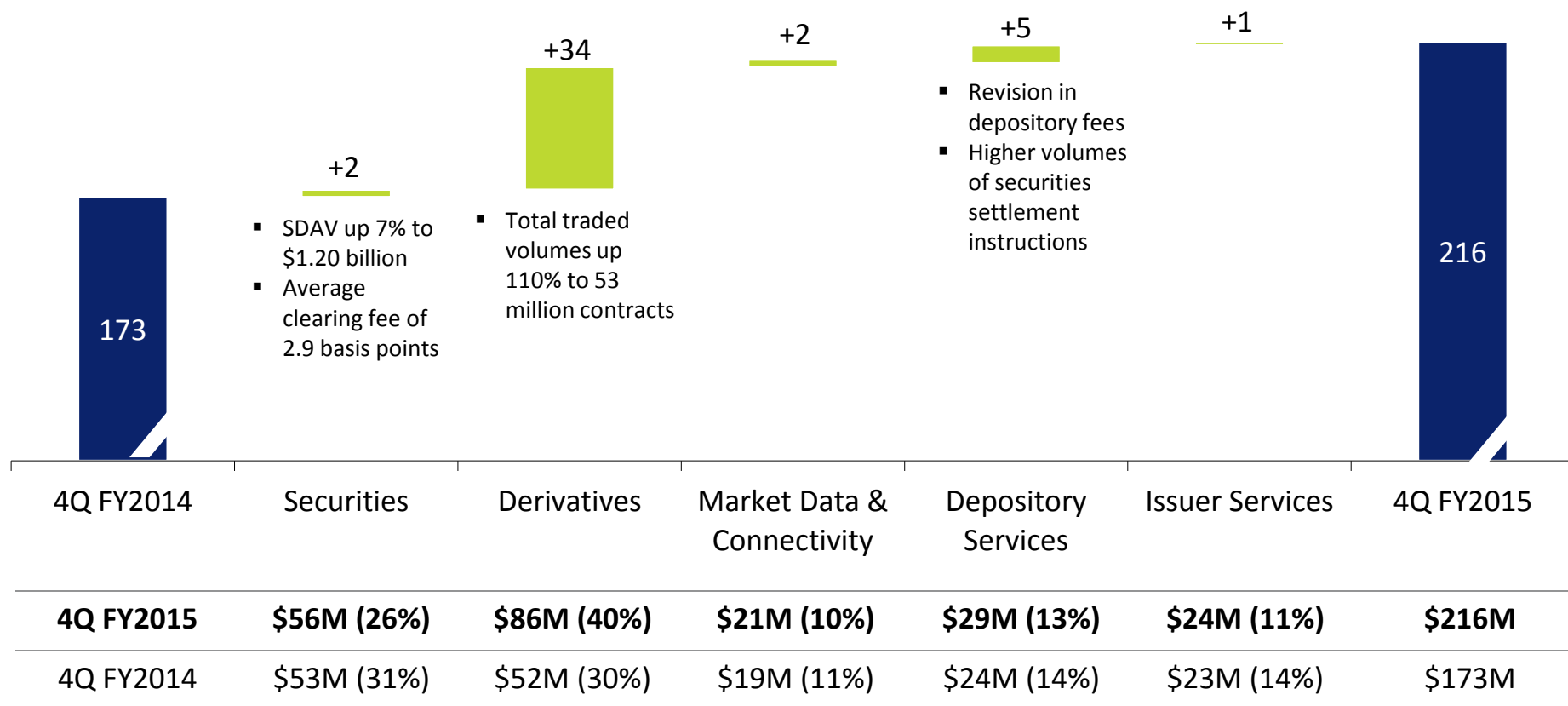


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Financial Performance: Quarterly Revenue, Year-on-Year

4Q FY2015 revenue of \$216 million, up 25% from \$173 million a year earlier

Excluding EMC revenue of \$6 million, revenue increased 21% to \$210 million

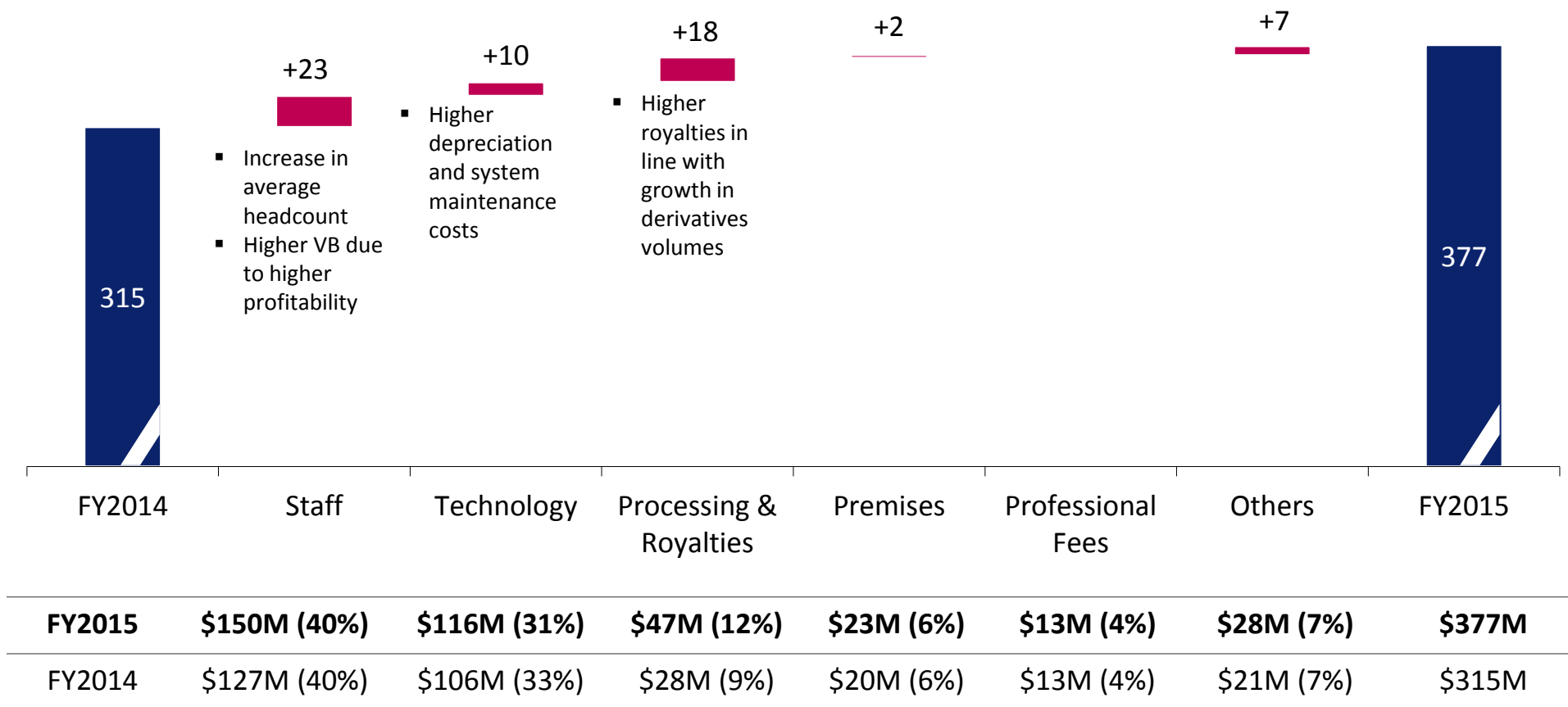


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Financial Performance: Expenses, Year-on-Year

Expenses of \$377 million, up 20% from \$315 million a year earlier

Excluding EMC expenses of \$16 million, expenses increased 15% to \$361 million

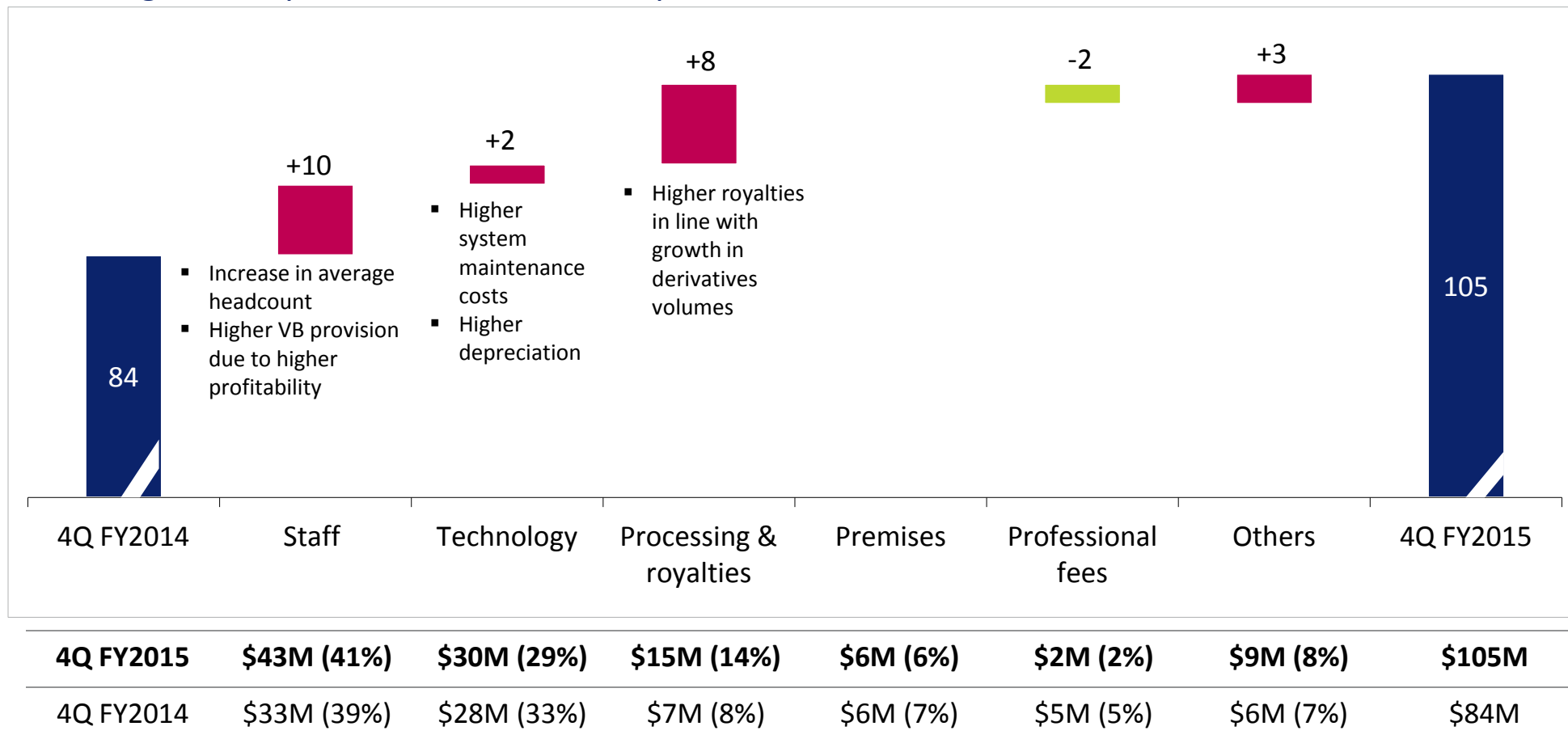


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Financial Performance: Quarterly Expenses, Year-on-Year

Expenses of \$105 million, up 25% from \$84 million a year earlier

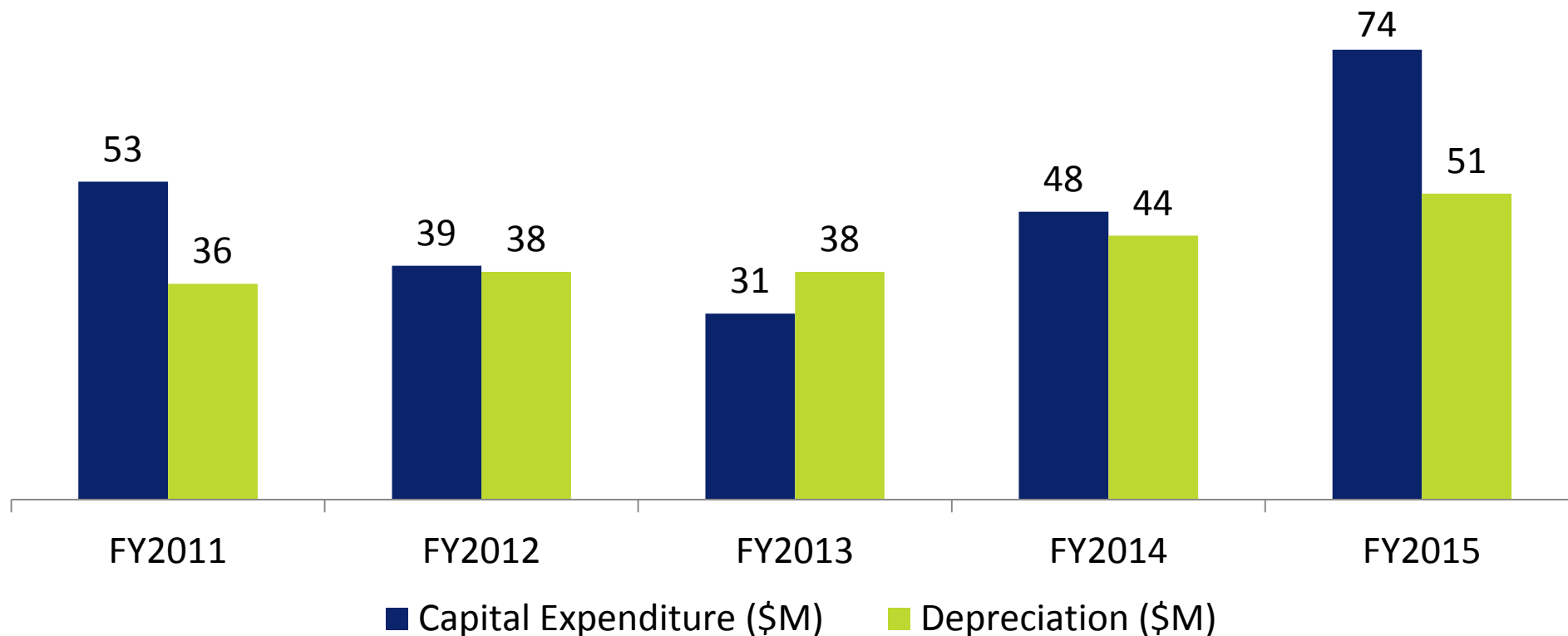
Excluding EMC expenses of \$5 million, expenses increased 18% to \$100 million



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Technology CAPEX and Depreciation: Annual Trend

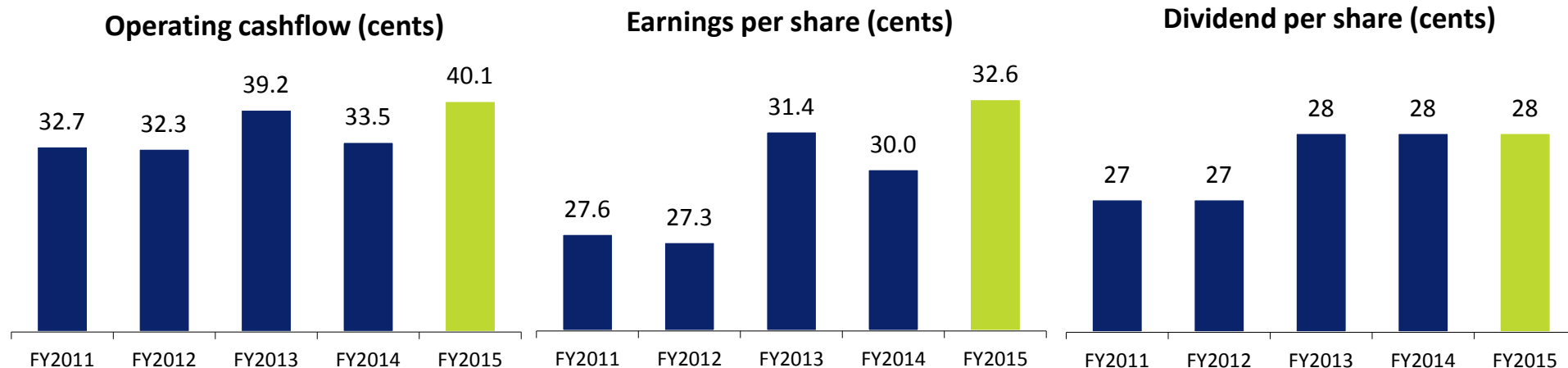
FY2015 investments are mainly for the on-going development of a new post-trade system, an upgraded Derivatives trading and clearing platform and a new Fixed Income trading platform



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Financial Performance: Key Indicators

	FY2011	FY2012	FY2013	FY2014	FY2015
Revenue (\$ million)	661	648	715	687	779
Operating profit (\$ million)	374	364	414	372	402
Operating profit margin	57%	56%	58%	54%	52%
Return on equity	36%	35%	39%	35%	37%
Earnings per share (cents)	27.6	27.3	31.4	30.0	32.6
Dividend per share (cents)	27	27	28	28	28



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Business Update

Muthukrishnan Ramaswami, President

Highlights for the Year

Securities market transformation making progress and Derivatives growth continues

Securities



- Revenue down 8% to \$209 million due to the decline in market activities and drop in average fee

Derivatives



- Revenue up 42% to \$296 million on total traded volumes of 161 million contracts
- Strong growth for SGX FTSE China A50 and Iron Ore derivatives

Market Data and Connectivity



- Revenue up 6% to \$81 million
- Growth from increased market data usage, connectivity and colocation

Depository Services



- Revenue up 10% to \$104 million with settlement revenue up 14% following revised fees and increased number of settlement instructions

Issuer Services



- Revenue up 12% to \$88 million with 34 new listings and 487 new bond issues
 - Total funds raised up 1% to \$196 billion
-

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Highlights for the Year

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Securities

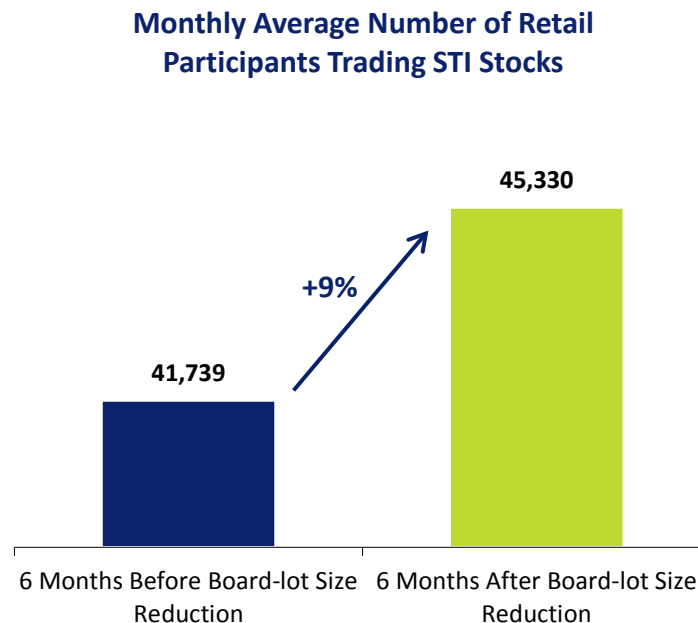
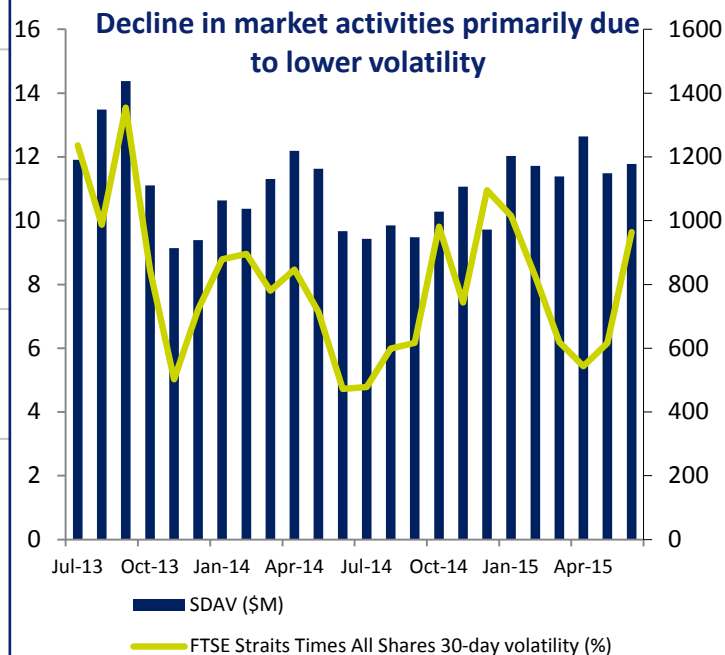
- Revenue down 8% to \$209 million due to a decline in market activities and average fee
- Improved liquidity and spreads for stocks quoted by market-makers and liquidity providers
- Monthly average retail participation in STI stocks increased 9% after board-lot size reduction

Derivatives

Market Data and Connectivity

Depository Services

Issuer Services



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Highlights for the Year

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Derivatives

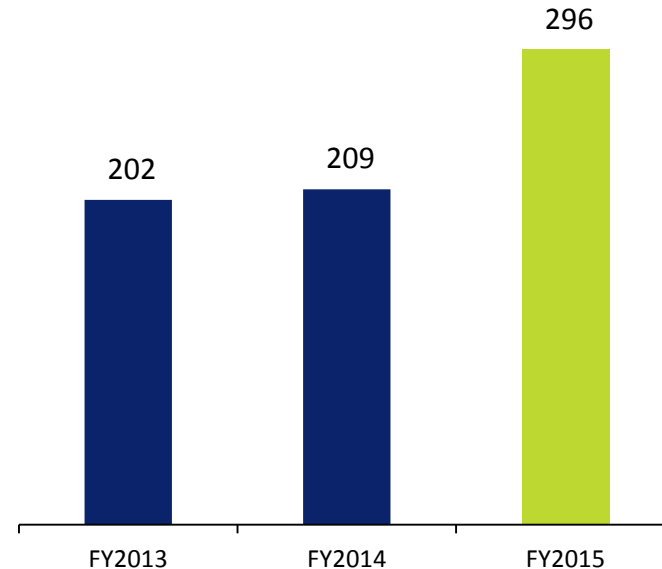
Market Data and
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Depository Services

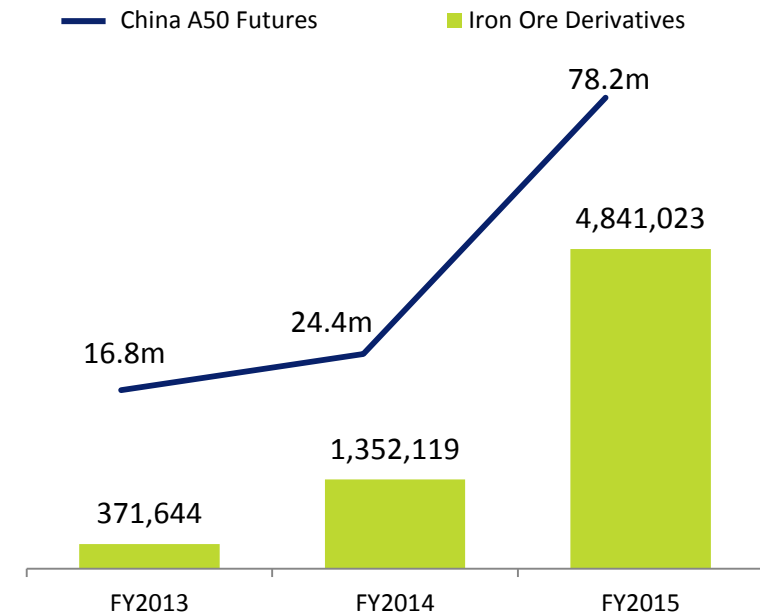
Issuer Services

- Revenue up 42% to \$296 million on total traded volumes of 161 million contracts
- Strong growth for SGX FTSE China A50 futures and Iron Ore derivatives

Continuing growth in Derivatives Revenue (\$M)



Strong growth in China-related contracts



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Outlook

We are optimistic about our business prospects, and will continue to invest in building our platform. The current outlook for the global economy remains uncertain and volatile. We expect this to pose challenges to our Securities market, but support continued growth in the demand for our Derivatives products.

Uncertainties in the Chinese market could influence our Derivatives trading volumes, and increasing competition from global exchanges will affect our financial results over time.

We acknowledge the challenges in our Securities business, and remain focused on addressing them.

Operating expenses for FY2016 are expected to be between \$425 million and \$435 million. Technology-related capital expenditure is expected to be between \$75 million and \$80 million. We will pace operating expenses and keep them aligned with business growth.



Questions and Answers

Thank You

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