

Morgan Stanley Virtual Flagship ASEAN Conference

29 June 2021

Singapore Exchange

WW/// series/ve

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Who we are



Diversified exchange group

A diversified exchange group that runs key market infrastructure including the Singapore securities market and a pan-Asian derivatives exchange covering all major asset classes.

- High operating margin of 54% and EBITDA margin of 62% in FY2020
- High ROE of 40% and Operating cash flow of 58 cents per share
- Dividend of 30.5 cents per share in FY2020, going forward, annualised quarterly dividend will be 32 cents per share
- Most liquid international market for pan-Asian listed derivatives
- Most international exchange in Asia with over 40% cross-border listings



Anchored in Singapore, Asia's only AAA-rated economy

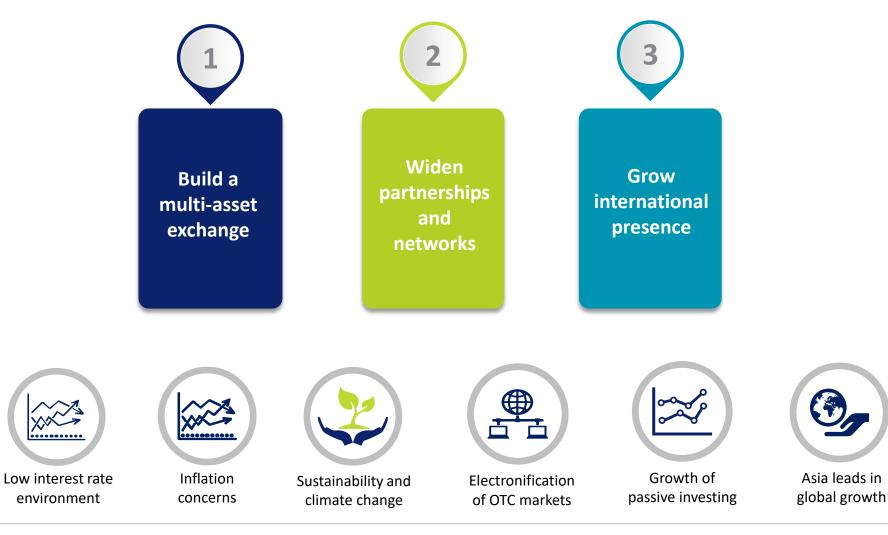
Reputation for good corporate governance, infrastructure, regulation and strength of the broader advisory ecosystem



Evolution of SGX



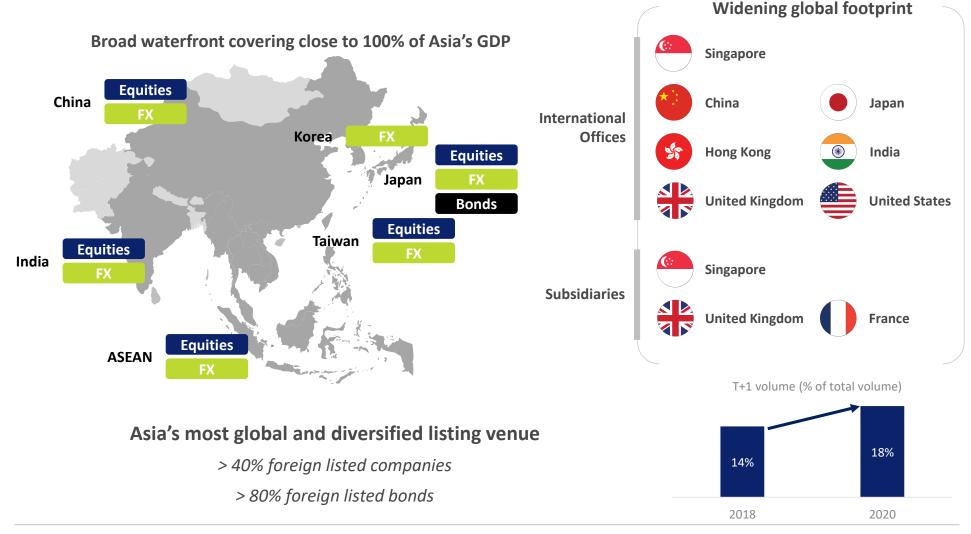
SGX's strategy captures opportunities from macro trends





Asia is the new epicentre of international expansion

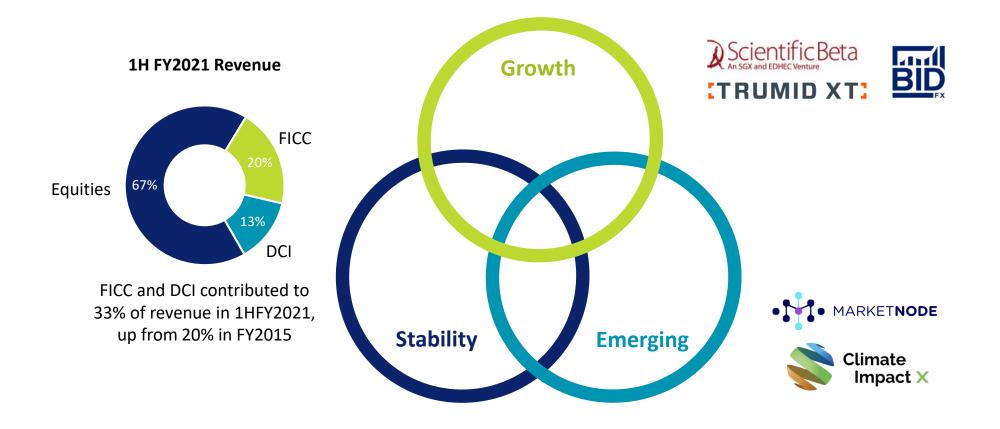
Our presence across 16 cities globally





SGX occupies an investment 'sweet spot'

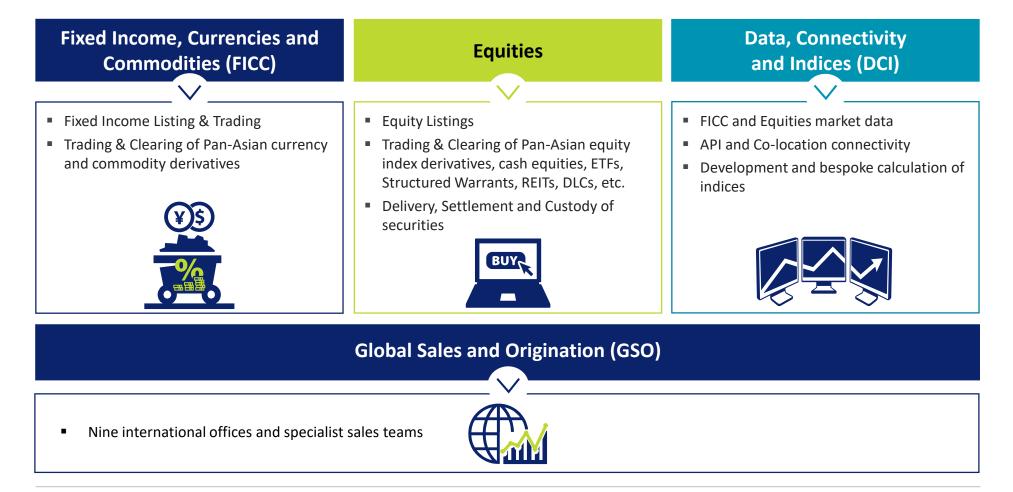
Exposure to Asian opportunities combining solid <u>core</u> businesses, exciting <u>growth</u> engines and <u>emerging</u> opportunities.





Four business and client units (from 1 July 2019)

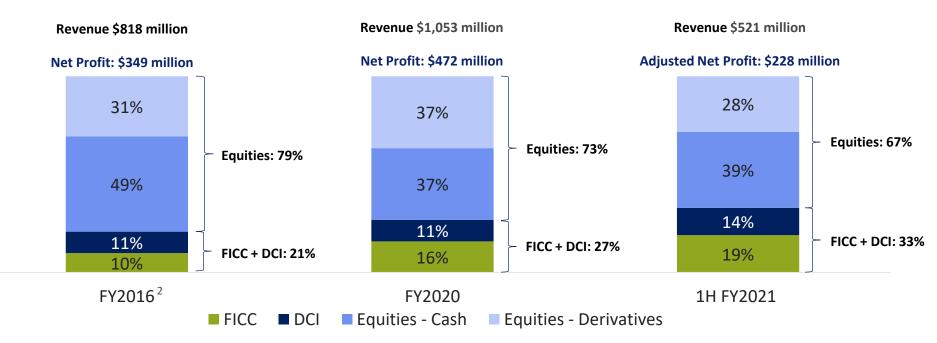
Four business and client units covering the entire exchange value chain, resulting in diversified and resilient revenue streams.





Diversified and growing business

- Diversified revenue streams from cash equities, pan-Asian derivatives and market data / connectivity
- Growth largely driven by derivatives¹ with revenue contribution increasing from 40% to 49% between FY2016 and FY2020
- Net profit grew 8% per annum over same period
- FICC and DCI contribution increased from 21% in FY2016 to 33% in 1H FY2021



Revenue Breakdown



Our strengths as a multi-asset marketplace

Wide range of Asian portfolio risk management and access solutions

Liquid futures & options products in key asset classes such as equities, currencies and commodities Capital Efficiency through Margin-Offsets, creating customer stickiness

Cross-asset margin offsets resulting in savings of 30% to 90%

Round-the-clock trading covering Asian & Western time zones

Ability for global participants to manage their portfolio risk 22.5 hours a day

Trusted clearing house and high skin in the game

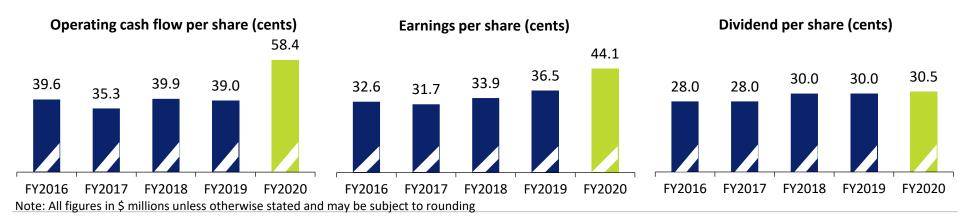
Committed to the safety of the market by contributing 25% to the clearing fund



Robust financials

- High EBITDA margin, operating profit margin and ROE of 62%, 54% and 40% respectively
- Dividend of 30.5 cents per share

	FY2016	FY2017	FY2018	FY2019	FY2020
Revenue (\$ million)	818	801	845	910	1,053
EBITDA (\$ million)	469	460	486	524	656 ¹
EBITDA margin	57%	57%	58%	58%	62%
Operating profit (\$ million)	409	402	425	461	566
Operating profit margin	50%	50%	50%	51%	54%
Net profit (\$ million) attributable to SGX	349	340	363	391	472
Return on equity	36%	34%	34%	36%	40%





¹ Adoption of SFRS(I) 16 Leases: Rental expenses relating operating leases for data centers and office premises are now recorded as depreciation expense and finance charges.

Advancing to the next phase of our growth strategy with our customers

• Well-placed to meet investment and risk management needs of our customers through our multi asset strategy

Fixed Income, Currencies & Commodities (FICC)

- Platform for OTC and onexchange FX through BidFX
- Build Asian NDF volume and G10 Spot and Swaps
- Financialisation of our commodities suite

Equities

- Expand suite of Equity Derivatives
- Develop ESG-related investment opportunities
- More single stock futures and structured products

Data, Connectivity & Indices (DCI)

- New indices in sustainable capital and finance
- Expand range of iEdge and Scientific Beta thematic indices

Global Sales & Origination (GSO)

- New customer acquisition and cross-selling
- Grow distribution through partnerships
- Targeted sales strategy

Sustainability

We launched SGX FIRST, Asia's only multi-partner, multi-asset exchange-led sustainability platform, facilitating collaboration within our ecosystem to catalyse change and deliver growth in a sustainable manner



Fixed Income, Currencies and Commodities (FICC)

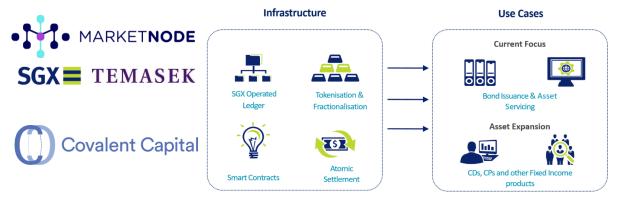


We are driving the digitalisation of fixed income capital markets across issuance, custody, depository and trading

Asia's most global and diversified listing venue



Advancing digital asset infrastructure in capital markets



Enhancing liquidity and execution in the Asian bond market for global clients

TRUMID XT: SGX = TRUMID: Hillhouse Capital

- Diverse participant base across Asia Pacific, UK, Switzerland and the Middle East
- Advanced technology and rich analytics
- General Counterparty solution for competitive trade execution and increased operational efficiency



Largest and fastest growing currency futures exchange in Asia

Size of Market

- Largest financial market globally with US\$6.6 trillion traded OTC daily
- Asian NDFs is a US\$153 billion market that has potential to be futurised
- **Regulatory trends favour** shift to on-exchange clearing

Singapore

- Largest FX center in Asia Pacific, third largest globally
- US\$633 billion traded **OTC** daily
- Leading global trading venue for key Asian currencies

SGX



- **Diverse Asian currency suite** of 24 currency futures and 2 options contracts
- >80% market share in USD/CNH and > 60% market share in INR/USD
- Notional on-exchange FX ADV of US\$5.9B in FY20
- Innovative FlexC FX futures feature

Key SGX Highlights

24

Currencies

Futures Options

7

Diverse Asian FX suite

124%

Total Volume – CAGR Nov 13 – Apr 21

~US\$1.4T **US\$10.5Bn**

Open Interest value (Apr 2021)

Notional value up 8.9% y-o-y traded in 2020



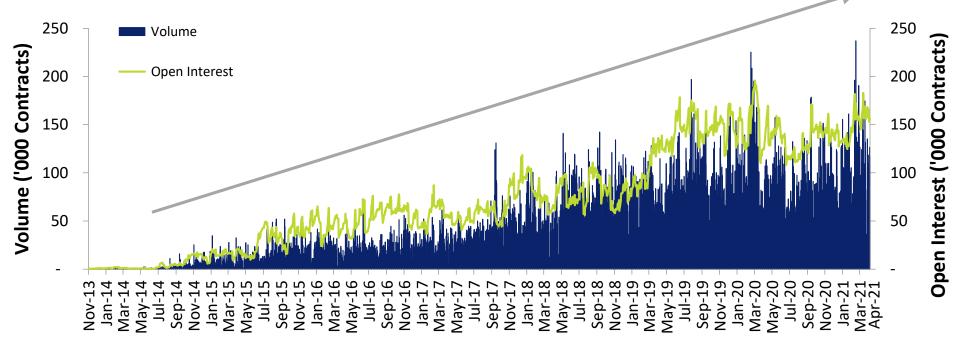
Expanding Network



Currency Futures as a growth driver

124% volume CAGR since November 2013

SGX Currency Futures – Total Daily Volume & Open Interest



Asia's Best FX Exchange & Clearing House – by FX Week (2018 and 2019)

Best exchange for FX – by FX Markets (2020)

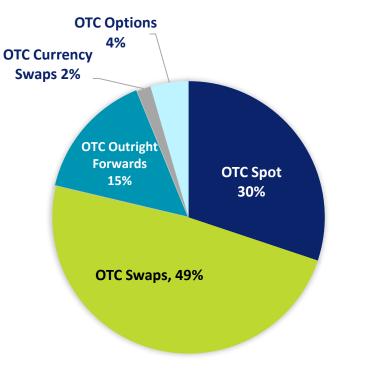




BidFX provides SGX opportunity to target a larger OTC FX market

OTC FX Trading in 2019: US\$6.6 trillion traded daily **Exchange-traded FX derivatives 2019:** US\$0.16 trillion traded

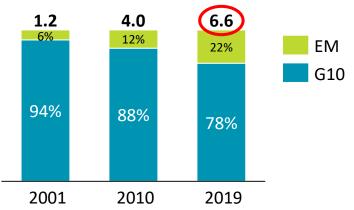
<u>Global OTC FX Trading in 2019 – by instrument type</u>



Synergistic opportunities from BidFx's strengths:

- Asian NDF
- G10 Spot & Swaps
- International footprint

OTC FX: Increasing growth of EM currencies¹ US\$ Trillion ADV, 2001-2019



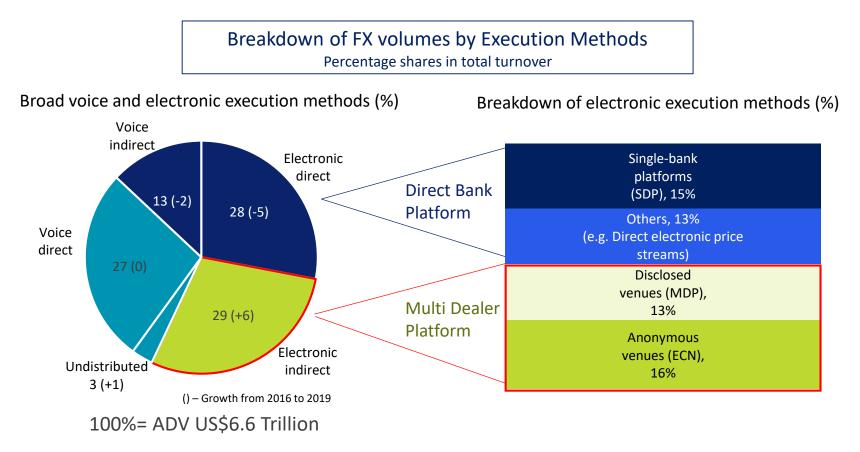
Source: BIS Triennial Central Bank Survey 2019 and SGX estimates



1. EM currencies are defined by BIS as EME currencies, which include non-EM currencies such as SGD and HKD even though these are not classified as "emerging" economies Adjusted for local and cross-border inter-dealer double counting (i.e. net-net basis). Excludes exchange-traded derivatives.

Potential to capture greater electronification of FX market

BidFX is positioned as a buyside Multi-Dealer Platform (MDP), which has gained 6% share since 2016



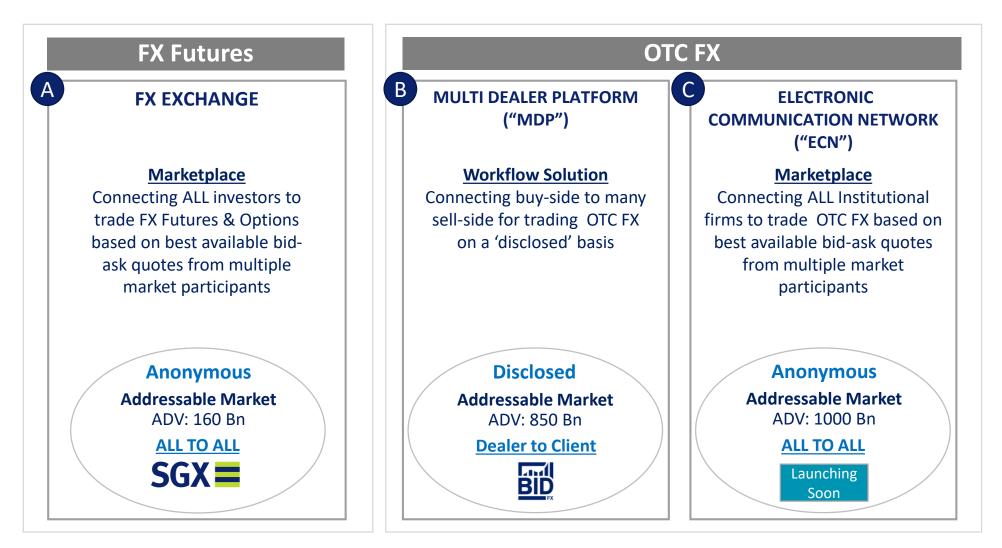
SDP: Single Dealer Platform, individual bank proprietary trading which only allows clients to trade with the bank

MDP: Multi-Dealer Platform, electronic venue (usually 3rd party) for clients to access liquidity from many banks

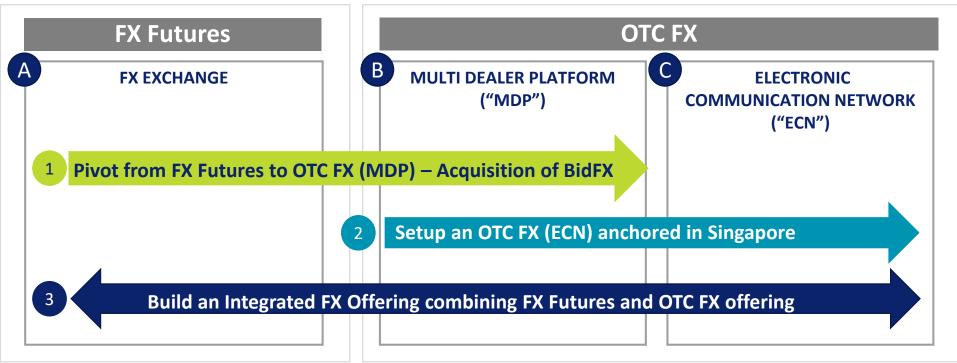
ECN: "Electronic Communication Network" that automatically matches buy and sell orders on a anonymous basis and provides direct access to market participants. It resembles the 'exchange' trading model



SGX is pursuing three distinct FX opportunities



Three-pronged strategy to build an integrated and scalable FX platform







Extensive Suite Of Commodities Products

2.3% CAGR 🛪

Complements Singapore's commodities hub status

3.1%

CAGR 🗩

2020

World Steel Production

Urbanisation and Steel Production

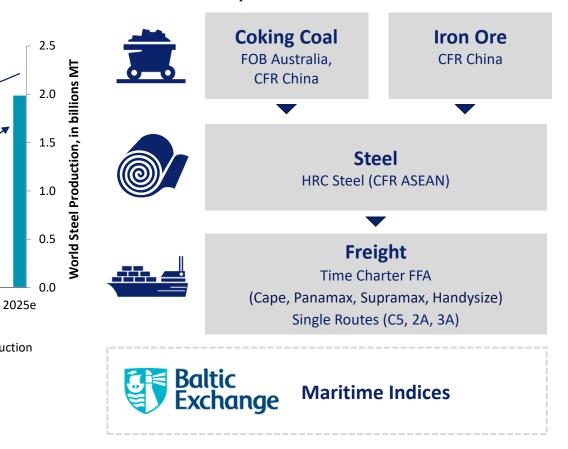
3.7%

Year

CAGR 🗶

2015

Demand for industrial commodities set to continue amid sustained urbanisation



Price-Discovery Centre For The Steel Value Chain

Source :

2000

1.2

1.0

0.8

0.6

0.4

0.2

5.1% CAGR¹ 🐙

2005

Urban Population, in Billions

UN Population Division, <u>https://population.un.org/wup/DataQuery/</u> Steel production statistics: World Steel Association

2010

¹ CAGR in chart relates to growth of China's Urban Population

4.5%

China Urban Population

CAGR 🚽



The leading offshore Iron Ore risk management hub

Size of Market

- Largest in the metal market by tonnage
- Notional value of >US\$115B traded annually in the
- physical market Asia's first truly global Ore commodity, with China a major consumer
 - Increasing financialisation of Iron Ore

Singapore

- Leading merchant hub for commodities houses with ~140 metals and mineral companies
- Include top iron producers e.g. Vale, Rio Tinto, BHP Billiton

SGX

- Global pricing and risk management centre
- Cleared 2.1 billion MT of iron ore in 2020
- Offers a complete iron ore suite: 58% Fe, 62% Fe, 65% Fe, lump Fe
- Steel value chain incorporating coking coal and freight

Key SGX Highlights

2.1 billion MT

cleared in CY2020

> 99%

market share of international iron ore volumes cleared

Fe 65%

New high-grade Fe futures contract

1.5x

of paper to physical ratio

Potential to grow



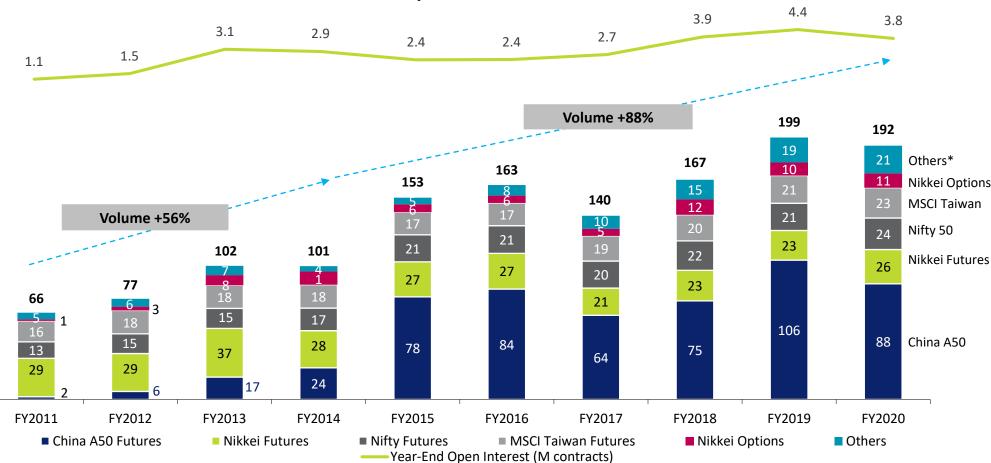
Iron

Equities (Derivatives and Cash)



Rapidly growing offshore market for Asian Equity Derivatives

Multi-asset exchange, offering a broad range of Asian access and risk management solutions

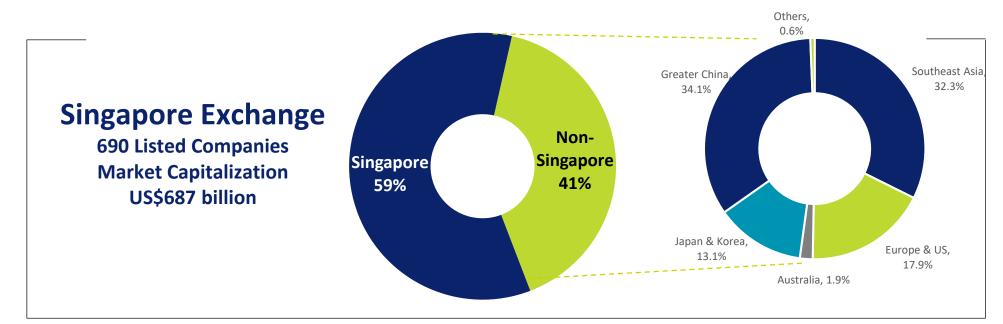


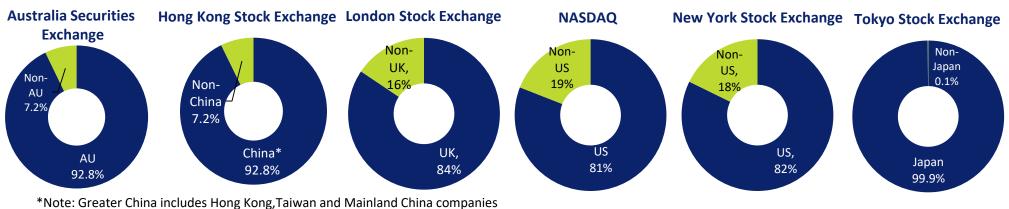




SGX is the Most International Exchange

More than 40% of total market cap of companies listed on SGX are overseas companies





Source: Bloomberg (April 2021) , Singapore Exchange (April 2021), Exchange Websites

Top Sectors on SGX

Consumer

PE: 17x



- Includes food & beverage, retail and others
- 136 companies with market cap of US\$59 billion

Technology

PE: 32x^

- Includes technology hardware & equipment, digital, semiconductor and telecommunications services companies. Other businesses include media, clean tech and engineering.
- 81 companies with market cap of US\$62 billion

Healthcare

PE: 45x



- Full range of companies from pharmaceuticals, healthcare services to medical devices technology
- 37 companies with market cap of US\$83 billion

Maritime, Offshore Services & Energy



Commodities



PE: 24x

- Includes Agri-commodities, Mineral & Oil & Gas Companies
- 34 companies with market cap of US\$39 billion

Real Estate

PB: 0.9x



- Asia's broadest range of real estate companies and property trusts covering global real estate assets
- 104 real estate companies and property trusts with market cap of US\$143 billion

PE: 25x

- Asia's largest cluster of listed companies
- 61 companies and 2 business trusts with market cap of US\$21 billion

Source: Bloomberg & Singapore Exchange (April 2021)

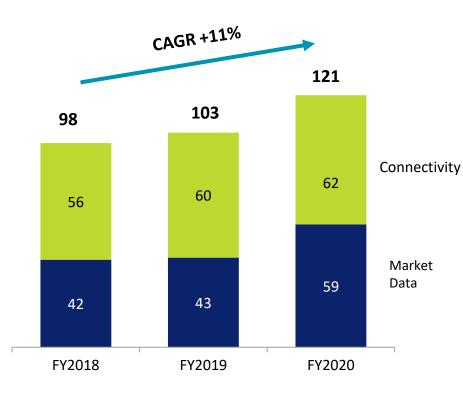


Data, Connectivity and Indices (DCI)



Overview

Data, Connectivity and Indices



- Market infrastructure business driven by increased use of technology in trading
- Supports Securities and Derivatives Trading:

Data:	Price data, Company Announcements, Financial Indices
Connectivity:	Trading system connections, Network linkages and Data center co-location



Index Business

- Global Exchange Traded Products (index-based) have AUM of > US\$4tn
- Index funds (unlisted) has grown >230% to > US\$ 6tn since 2007
- Acquisition of Scientific Beta (SB) in February 2020

Index Calculation Service

- Calculating for leading investment banks and asset managers
- Flexible index engine for calculating and disseminating wide variety of indices
- Strong governance framework to meet regulatory requirements
- Established capabilities in Europe

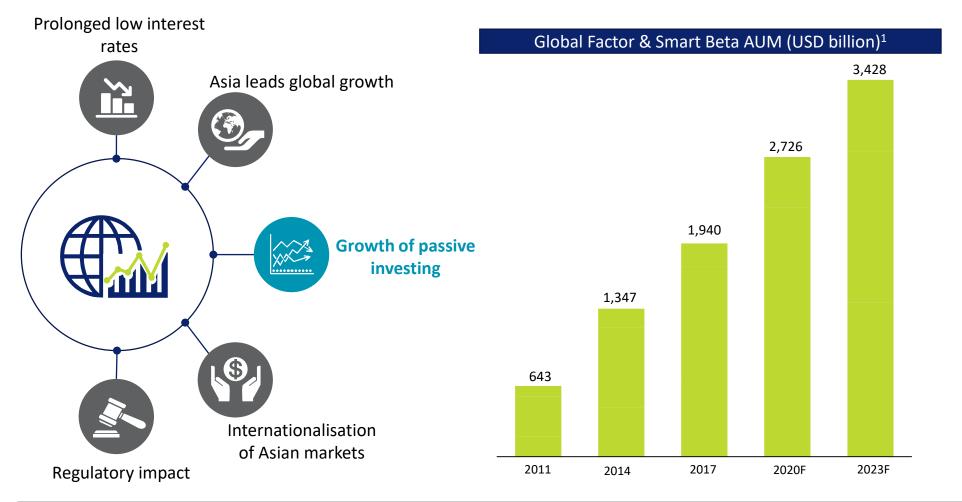
Proprietary Indices

- SGX iEdge Domestic Indices
 - SGX Thematic indices e.g. S-REIT 20
 - SGX Sustainability index
- SGX iEdge Regional Indices
 - SGX Developed Asia Quality Dividend Index
 - SGX APAC Dividend REIT
- Smart Beta Indices
 - Developed by Scientific Beta



Index investing and the 'Smart Beta' market

Factor investing has seen significant growth in recent years, with assets using smart beta and factor-based strategies forecast to reach US\$2.7 trillion by 2020¹, and there is further room for growth.



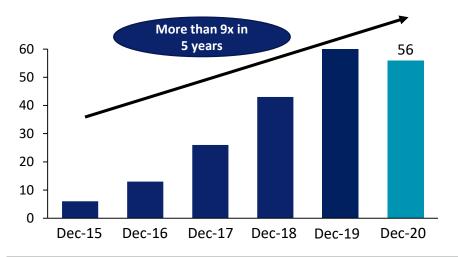


Scientific Beta broadens SGX's index offering through the fast-growing 'Smart Beta' index space



- Established in 2012 by EDHEC-Risk Institute Asia
- Award winning 'Smart Beta' index firm which develops, produces and promotes multi- and single-factor indices
- HQ in Singapore; offices in France, UK and US
- Asset owner-focused client base







Strategically elevates SGX's Index business

Broad index offering, with (a) strong research-based index construction capabilities, (b) index calculation services, and (c) expansion into smart ESG and green investing



Scientific Beta's New Pillar of Growth Adding ESG/Climate solutions to Smart Beta Pillar

- Set up in 2012 to transfer the results of its research in the area of equity portfolio construction and risk control to the industry in the form of transparent and low-cost strategies.
- Developed two types of expertise that correspond to two major concerns for investors:
 - Smart beta, and more particularly factor investing.
 - ESG, and particularly climate investing.
- Since acquisition, accelerated investments in the area of climate investing as part of the SGX Sustainable Exchange strategy.

Smart Factor Indices

Scientific Beta's smart factor indices provide robust exposure to long-term rewarded factors, good diversification of unrewarded risks, and ESG/Low Carbon options to enable a consistent and effective investor engagement policy.

ESG/Climate Indices

Scientific Beta's indices with pure climate objectives allow climate exclusions and weightings to be combined in order to translate corporate climate alignment engagement into portfolio decisions.

- Devoting more than 40% of its R&D investment to climate investing and more than 45% of its assets under replication refer to indices with an ESG or climate flavour.
- EDHEC and Scientific Beta have set up a EUR 1 million/year ESG Research Chair at EDHEC Business School.



Other Information



SGX's investment portfolio in financial technology, data and platforms augments our multi-asset class exchange



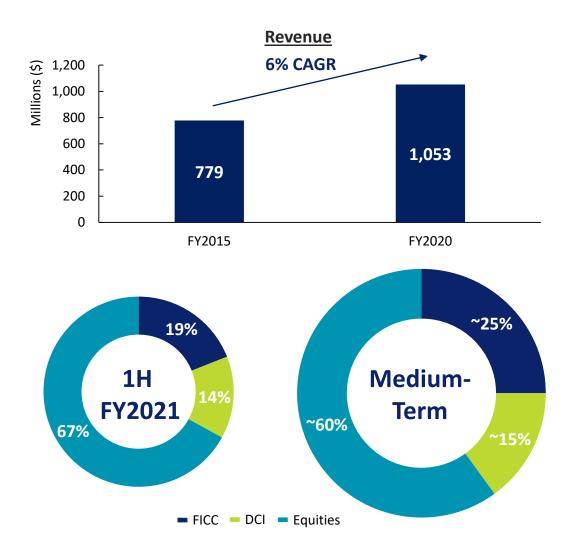
SGX =

Acquisition considerations and principles

Considerations		General Guiding Principles	
stor.	Strategic Fit	 Gain capabilities to augment current offering Expand and deepen client relationships Position SGX for fast growing business segments 	
\$	Financial Metrics	 3-year pro forma revenue CAGR > 10% Cash EPS accretive within 3 years of acquisition IRR > SGX's WACC Key synergies to be fully realized within 3 years of acquisition 	
\$	Capital Structure	 Maintain SGX's strong implied investment grade rating 	
	Partnerships	 Majority stake preferred 	



Delivering Revenue Growth

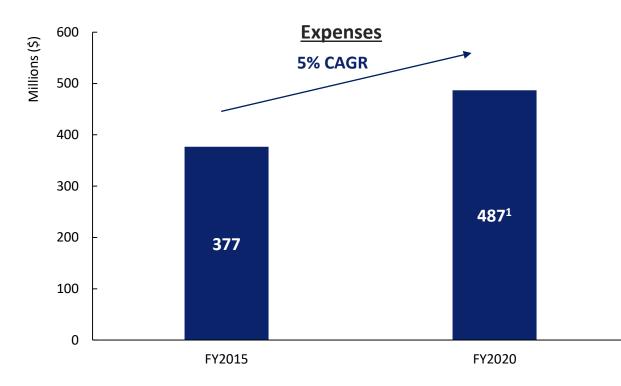


- Revenue growth of 6% CAGR historically.
- Medium term Revenue CAGR¹ of high single-digit.

- In the medium term, our revenue mix is anticipated to be FICC 25%, Equities 60%, DCI 15%.
- Contribution from Scientific Beta and BidFX revenues will grow beyond their current 6%.



Maintaining Cost Discipline

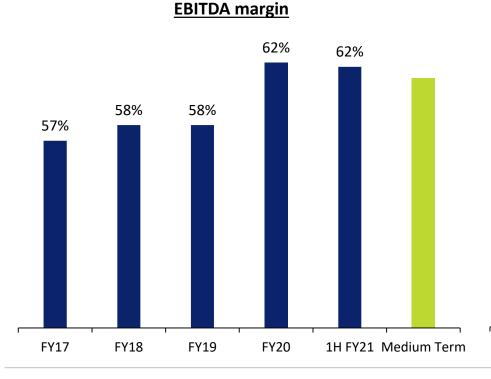


- Total expenses for current FY likely to be below our expense guidance of \$535M-545M.
- Expense growth of 5% CAGR historically.
- Investment in growth of our business may lead to higher expense growth in the short term.
- Medium term expense CAGR to be ~mid single-digit.

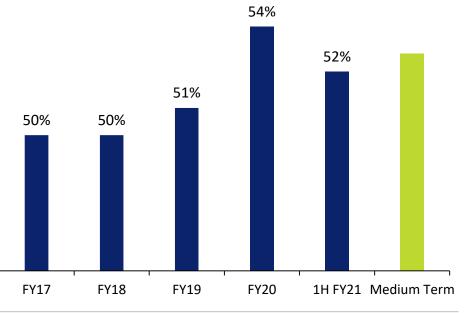


Revenue Growth and Cost Discipline contributing to Operating Leverage

- Investment in faster-growing businesses may have an impact on our margins in the short term.
- In the medium term, EBITDA and Operating margins expected to be comparable to FY2020 levels, which were heightened by pandemic-related volatility and trading activity.



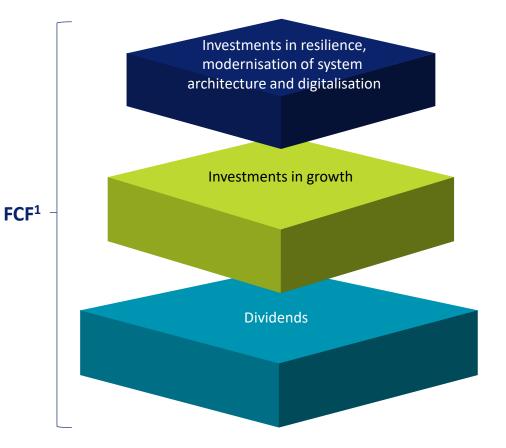






Allocating our Capital

- We remain committed to rewarding our shareholders and investing in growth and resilience.
- Capital expenditure for FY2021 is expected to be just below our guidance of \$55M to \$60M.



Investments in resilience, modernisation of system architecture and digitalisation

Technology CAPEX for SGX core platforms

Investments in growth

- Investments in our FX and FI businesses
- Partnerships and acquisitions

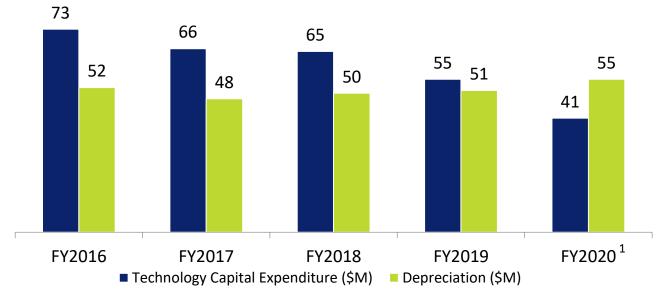
Dividends

Continue to pay sustainable and growing dividends



Technology investments have enabled higher capacity for growth

- Past investments advanced SGX's technology capabilities and enables higher capacity for growth
- FY2020 CAPEX of \$41M below guidance of \$45M to \$50M. Enhanced key technology infrastructure, digitalised retail investor services, and upgraded Titan OTC commodities trade reporting system.
- FY2021 CAPEX Guidance: \$55M to \$60M



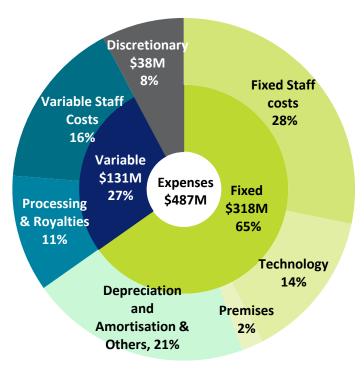
Technology – CAPEX and Depreciation (S\$ Million)

Note: All figures in \$ millions unless otherwise stated and may be subject to rounding ¹FY2020 Technology Depreciation excludes the impact of adoption of SFRS (I)16 Leases of \$7.7M.



Disciplined in our expenditure

- Investments in building capabilities to support multi-asset strategy
- FY2020 expense of \$487M, up 8% from a year ago, CAGR of 4% from FY2016-FY2020
- FY2021 Operating Expense Guidance: \$535M to \$545M



FY2020 Expense Breakdown

- Fixed costs 65%
- Variable costs 27%
 - Variable staff cost increase in line with profitability
 - Processing & Royalties expenses are volume-related
 - Royalties are recovered as revenues under licence fees
- Discretionary costs 8%

Note: Numbers may be subject to rounding.



Appendix

- Sustainability
- Cross margining example
- Shareholder profile
- Dividend history
- 1H FY2021 Performance



Our vision: A leading capital and trading hub enabling sustainable finance and credible transitions with end-to-end products, solutions and ecosystem

E.

In the Ecosystem

Be a positive influence and foster collaboration and partnerships to provide data, tools, resources and connecting stakeholders to drive industry discussions.

တြက် As a Company

Demonstrate leadership in sustainability e.g. SGX as a company will adopt TCFD from FY2021 reporting, currently setting science based targets for GHG emissions.



As a Business

Offer ESG solutions and support capitalizing on our assets, expertise and capabilities:

- Equity
- GSSS Bonds
- Indices (incl. Scientific Beta)
- Commodities (incl. Baltic Exchange, HeveaConnect)
- New horizon projects (Climate Impact X, new products)



Guide market on sustainabilityrelated disclosures and ensure that all investors are able to access decision-relevant data.

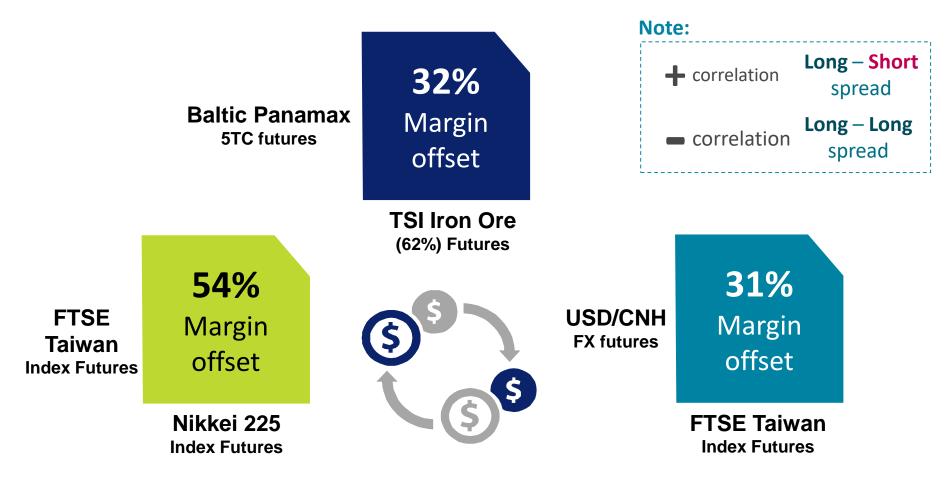


Growing sustainable and credible transition products and solutions

SGX FIRST: Future In Reshaping Sustainability Together						
Fixed Income	Equities	Indices	Commodities	Equity derivatives		
 #1 Green Bond Listing Venue in Asia with 50% market share of Asian Issuances in the last 12 months Top 5 Green Bonds marketplace globally with 8% share market share WIP: Database and digitalization, support for sustainability linked & transition bonds 	 Provision of ESG Ratings of Listcos Vice-Chair of TCFD & future guidance WIP: Key reporting indicators tool, further productisation on climate, green and ESG 	 Strong thematic and proprietary capabilities ESG screening and low carbon/ESG/climate risk filters Scientific Beta ESG & Climate Impact Consistent Index (CICI) iEdge SG ESG Leaders Index iEdge SG ESG Transparency Index 	 Climate Impact X: carbon exchange and market place Greener commodities contracts – 65% Iron Ore futures, IMO- compliant Low Sulphur Fuel Oil (LSFO) futures and Methanol derivatives RECs market offerings as part of the PowerSelect platform Baltic Exchange: Low Sulphur route pricing supporting IMO 2020 agenda HeveaConnect 	 Complete ESG Futures shelf in regional derivatives SGX FTSE Emerging ESG Index Futures SGX FTSE Emerging Asia ESG Index Futures SGX FTSE Asia ex Japan ESG Index Futures SGX FTSE Blossom Japan Index Futures 		
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Cross margining efficiencies

Correlated products, margin netting efficiencies





Cross margining example

More exposure with the same amount of margins

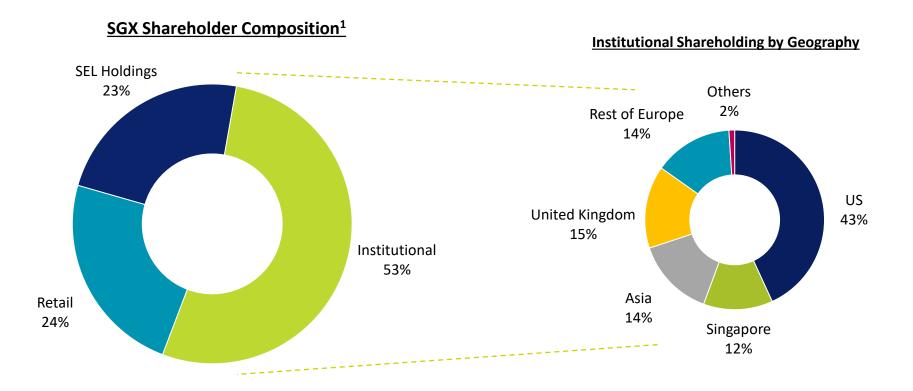


Note: Based on exchange rate as of 11 June 2021 Based on Margin Schedule as of 11 June 2021, full schedule available on SGX website



SGX shareholders' profile

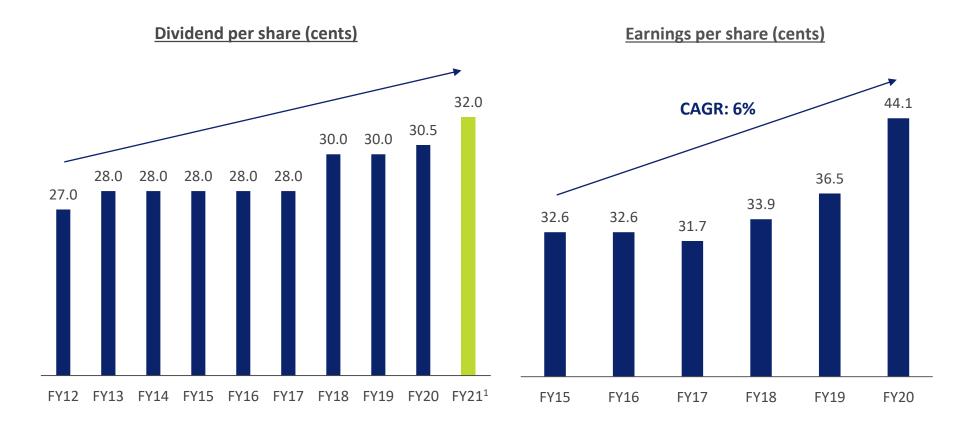
Broad shareholding base with domestic retail shareholders, as well as domestic and international institutions





Delivering Total Shareholder Returns

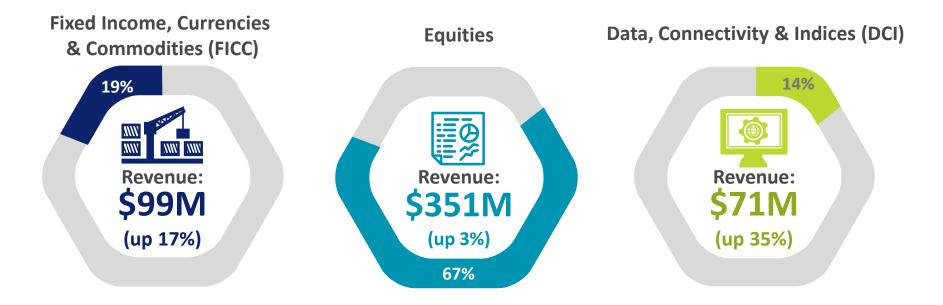
- SGX has returned over \$3B in dividends and raised dividends thrice over the past 10 years.
- EPS growth of 6% CAGR historically.





¹ Annualised based on dividends paid in the first 3 quarters of FY2021. Q4 FY2021 dividend has yet to be announced and is subject to approval by shareholders at the AGM.

Recent 1H FY2021 Performance



- Solid performance in an uncertain environment all business segments recorded growth
- We deepened our partnership with FTSE Russell to refresh and grow our equity derivative suite; achieved success in retaining liquidity in our offshore Taiwan futures suite, demonstrating the strength of our ecosystem

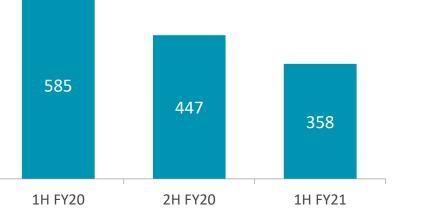


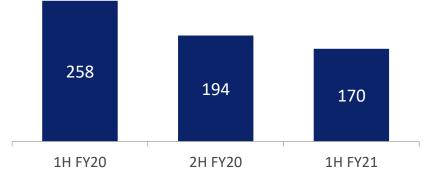
FICC – Fixed Income

 FICC \$99M, up 17% y-o-y Number of new bond listings at 358; Amount issued \$170B Listing revenue up 4% to \$5.1M We will continue to establish partnerships to expedite the development and growth of our Fixed Income business 	

No. of New Bond listings

Total Bonds Amount Issued (\$B)

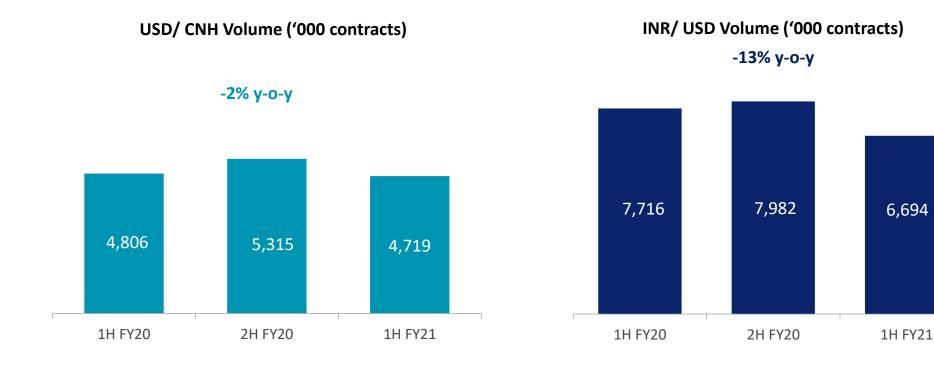






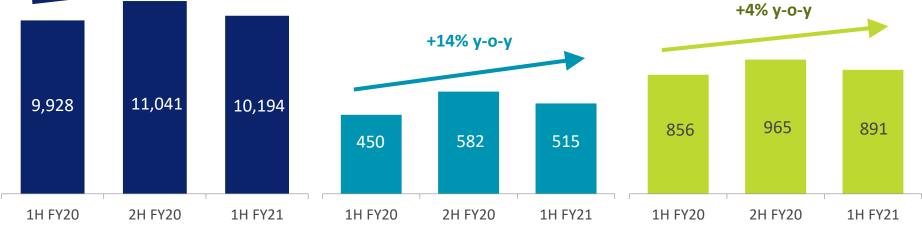
FICC – Currencies Currencies futures volume down 8% to 11.8M contracts FICC INR/USD volumes declined 13% due to impact from COVID-19 \$99M, up 17% y-o-y

Market share: INR/USD +10%-pts to 65%; USD/CNH comparable





FICC – Commodities Iron ore volumes up 3% y-o-y to 10.2M contracts **FICC** Iron Ore retains > 95% offshore market share; FFA > 60% market share \$99M, up 17% y-o-y Adding to our suite of ferrous products **Iron Ore Derivatives Volume Freight Derivatives Volume Rubber Futures Volume** ('000 contracts) ('000 contracts) ('000 contracts) +3% y-o-y

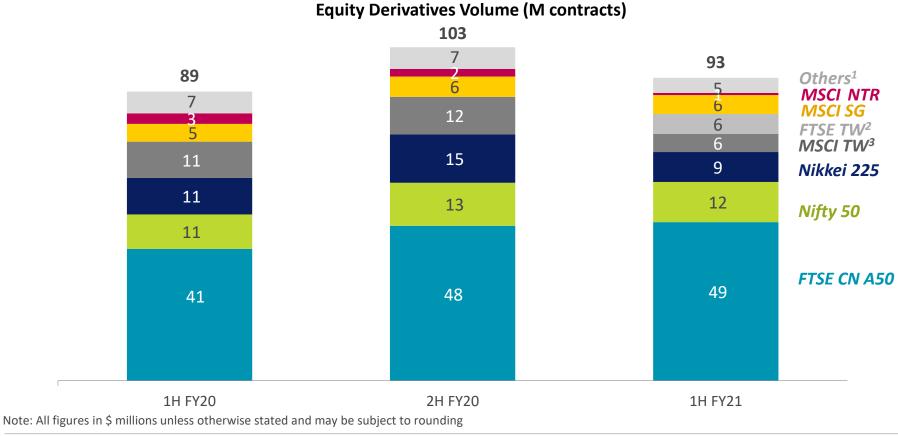




Equities – Equity Derivatives

Equities \$351M, up 3% y-o-y

- Higher trading volumes in equity derivatives, up 4% y-o-y
- FTSE CN A50 futures volumes up 20%; Nifty 50 futures volumes up 17%
- Launch of ESG index futures contracts





¹Others comprise mainly Nikkei 225 Index Options and Single Stock Futures ²Commenced trading on 20 July 2020

Equities – Equity Derivatives (FTSE Taiwan update)

Equities \$351M, up 3% y-o-y	 Volume of Aggregate SGX MSCI/FTSE Taiwan contracts increased 5% y-o-y Open interest and volume market share of the SGX FTSE Taiwan 	
	 futures contract remain >80% and >90% respectively Exchange venue plays a significant role in determining liquidity flows 	

- We attribute our success in retaining liquidity in the SGX FTSE Taiwan futures contract to:
 - The trust we have built with our customers;
 - The value that our multi-asset offering brings to them; and
 - The significant benefits the SGX ecosystem offers to the investment community
- Impact to average fee per contract:
 - Our derivatives average fee per contract was lower by 15% q-o-q to \$1.16, mainly due to the offering of an introductory fee for the new SGX FTSE Asia expansion suite
 - We expect our average fee per contract to improve as our FTSE Taiwan and new contracts run-in over the next two quarters



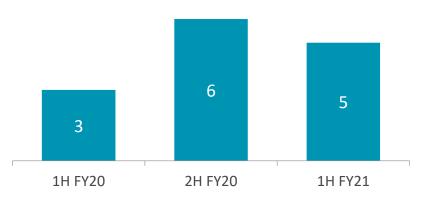
Equities – Cash Equities Listings



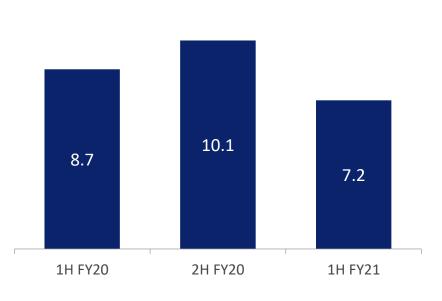


Total Equity Funds Raised (\$B)





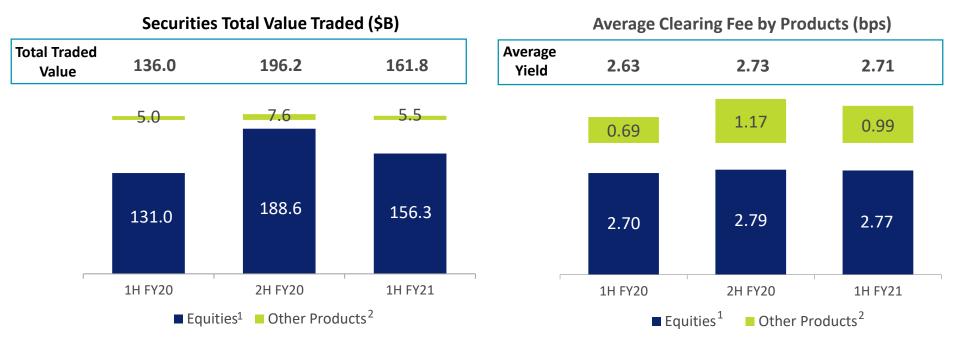




Equities – Cash Equities Trading & Clearing

Equities \$351M, up 3% y-o-y

- Total traded value increased by 19% to \$161.8B
- Average Clearing Fee for Securities increased from 2.63 bps to 2.71 bps, y-o-y
- Wider spread of participation by different market segments



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

¹ Equities include ordinary shares, real-estate investment trusts and business trusts

² Other products include structured warrants, exchange-traded funds, daily leverage certificates, debt securities, and American depository receipts



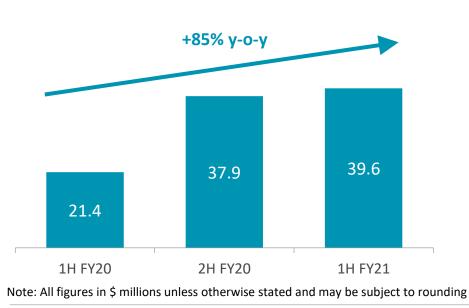
Data, Connectivity & Indices

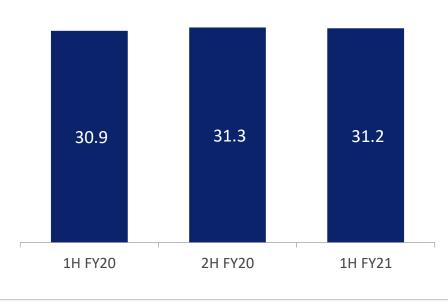
Data, Connectivity & Indices \$71M, up 35% y-o-y

- Market data and Indices revenue up 85% to \$40M
- Connectivity revenue comparable at \$31M
- Scientific Beta to launch Smart Green offering in 3Q FY21

Market Data and Indices Revenue (\$M)

Connectivity Revenue (\$M)





+1% y-o-y



Looking ahead ...







Thank You

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