

### Singapore Exchange Limited Third Quarter FY 2010 Interim Results

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16 April 2010

# Agenda

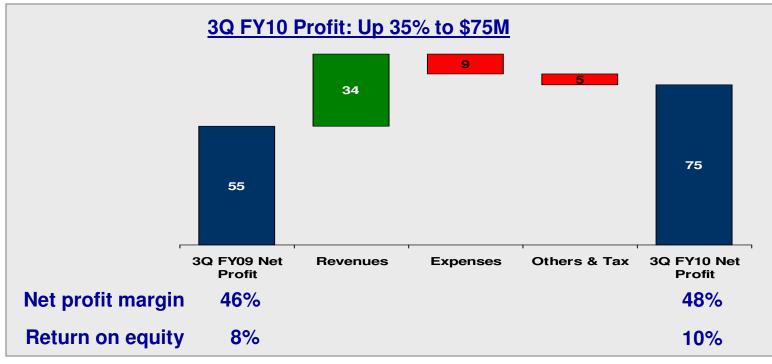


- 1. Highlights
- 2. Financial Performance
- 3. Business Update
- 4. Conclusion

## Highlights: Third Quarter FY 2010



- Increased securities market activity and flat derivatives revenue
- Progress on product development & product launches
- New international members



(Note: Some numbers may be subject to rounding)

# Financial Performance



- A good third quarter on securities market rebound
- Higher cost base due to ongoing technology investment

	3Q FY10	3Q FY09	Change	YTD FY10	YTD FY09	Change
Revenues	153	120	+28%	477	425	+12%
Expenses	64	54	+17%	191	163	+17%
Net profit	75	55	+35%	240	214	+12%

# **Financial Performance**



Revenue: New Classification



(Please refer to the SGXNet for a re-stated classification of our historic revenues)

#### Financial Performance Revenues

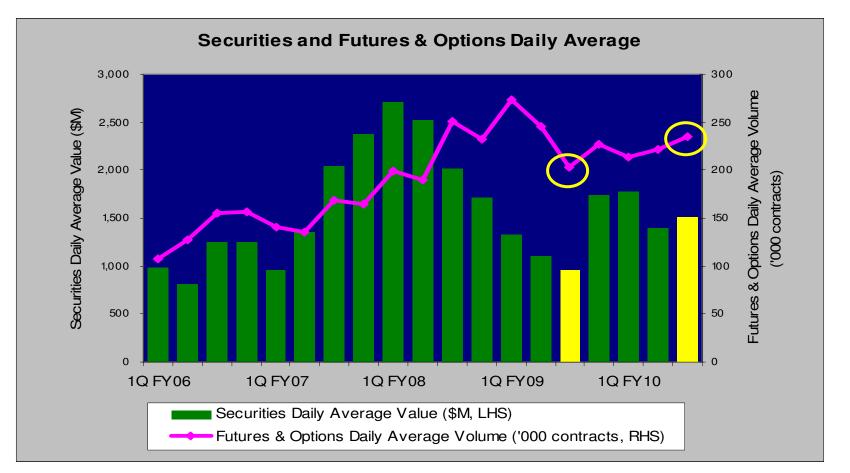


	3Q FY10	3Q FY09	Change	YTD FY10	YTD FY09	Change
Securities	70	43	+65%	224	157	+42%
Derivatives	32	31	+2%	97	120	-19%
Market Data	8	9	-5%	24	27	-8%
Member Services & Connectivity	8	7	+12%	22	20	+7%
Depository Services	19	16	+19%	61	52	+16%
Issuer Services	15	13	+12%	47	46	+3%
Others	1	1	+18%	3	2	+13%
Total	153	120	+28%	477	425	+12%

#### Financial Performance Securities and Derivatives

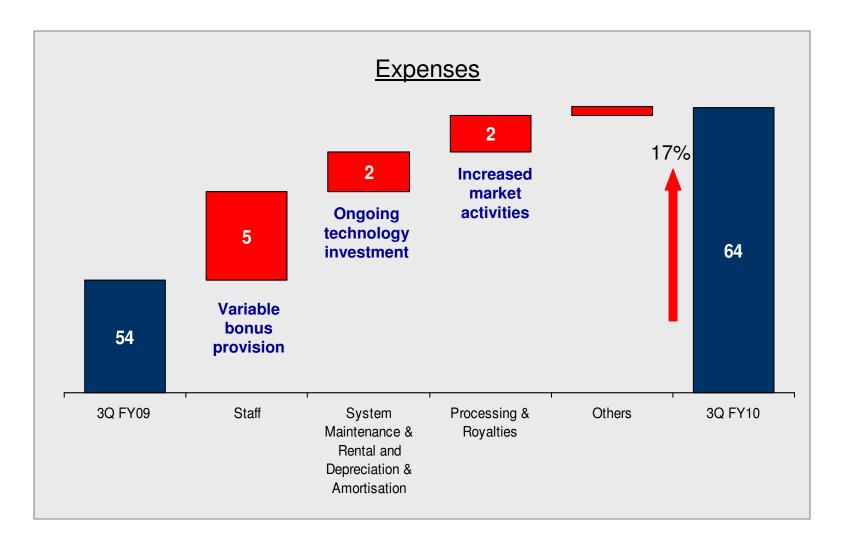


- Securities recovery, SDAV up 66% to \$1.5B from \$914M
- Derivatives resume growth trend, DDAV up 15% to 234k from 204k contracts



# Financial Performance *Expenses*





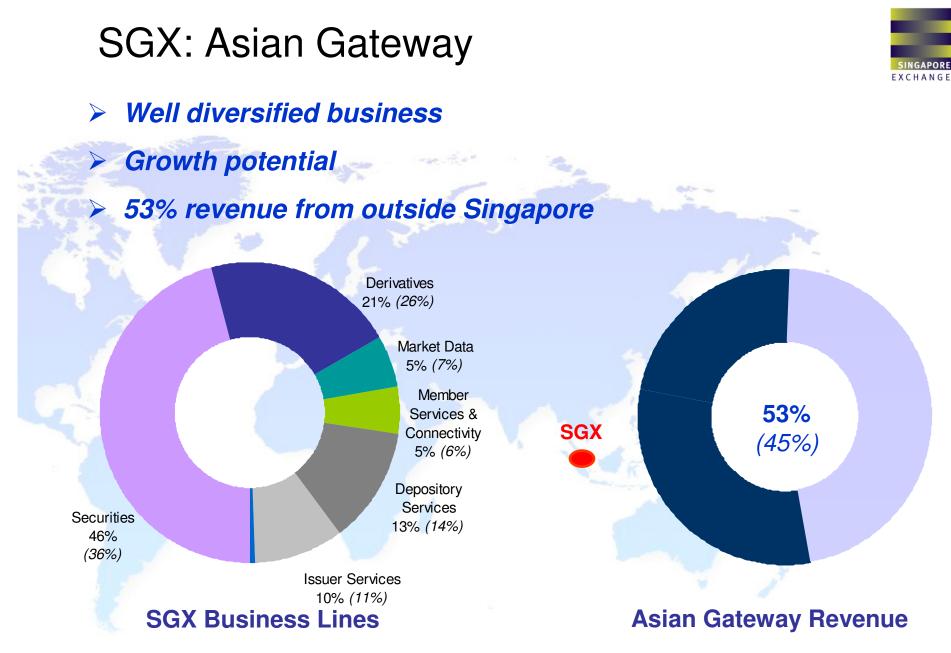
#### Financial Performance Performance at a Glance



	3Q FY10	3Q FY09	YTD FY10	YTD FY09
Net profit margin (%)	48	46	50	51
Cost-to-income (%)	42	45	40	39
Net Equity (\$M)	731	682	731	682
Return on Equity (%)	10	8	33	31
Earnings per Share (cents)	7.0	5.2	22.6	20.2
Dividend per Share (cents)	3.75	3.50	11.25	10.50

(1) No. of shares issued, excluding treasury shares: 1,064 M @ 31 March 2009 and 2010

(2) ROE is based on 3 and 9 months



(3Q FY09 comparative figures)

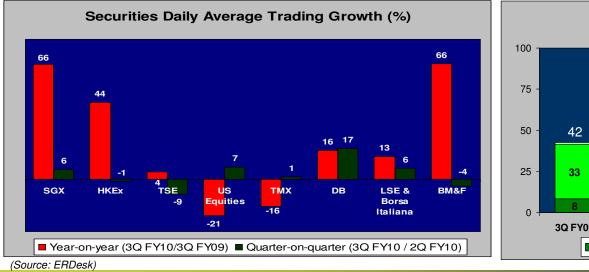
# Securities: Trading and Clearing

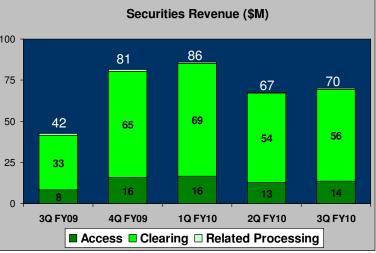
Revenue Contribution: \$70M (46%)

SINGAPORE EXCHANGE

- > Market structure
- Product development

	Metrics				
Key drivers	3Q FY10	2Q FY10	3Q FY09		
Daily Average Trading Value (\$)	1.5B	1.4B	0.9B		
Daily Average Trading Volume (shares)	1.6B	1.4B	1.1B		
Turnover Velocity (%)	58	53	61		
Contract values					
More than \$1.5M (%)	37	37	38		
Less than \$1.5M (%)	63	63	62		





# Derivatives: Trading & Clearing

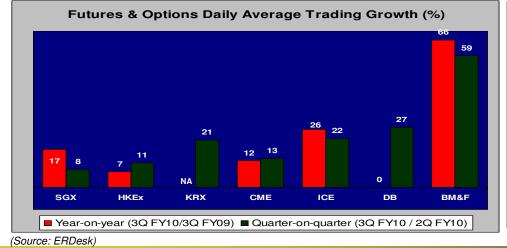
Revenue contribution: \$32M (21%)

#### Market structure $\succ$

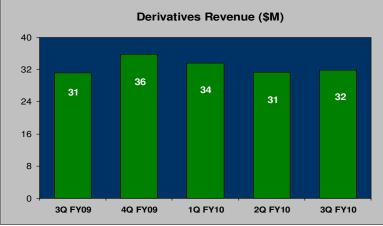
High frequency trading (HFT) •

#### Product development

- 22 Feb: Fuel oil •
- 30 Mar: SICOM gold ٠
- Pipeline:
  - 22 Apr: Robusta coffee •
  - Nifty derivatives, STOXX
  - AsiaClear<sup>®</sup>



-	SINGAPORE E X C H A N G E			
	Metrics			
Key drivers	3Q FY10	2Q FY10	3Q FY09	
Daily Average Volume ('000 contracts)	234	222	204	
Nikkei 225 futures	106	108	99	
MSCI Taiwan futures	70	61	61	
Nifty futures	39	34	25	
MSCI SG futures	15	14	15	
Interest rate futures	3	3	3	
Fuel Oil futures	24	NA	NA	
SICOM futures (contracts)	1,288	1,106	1,276	
Extended settlement (shares)	80,705	66,547	132,893	
Structured warrants (\$M)	25	27	45	
HFT participation (%)	26	25	15	
AsiaClear® (lots) cleared	35,782	37,347	20,312	







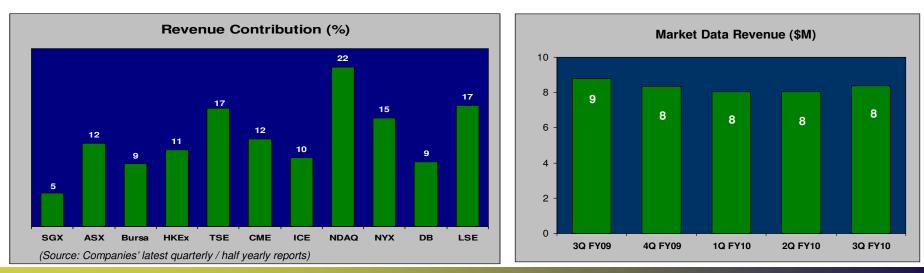
#### Market Data: Information sales & distribution Revenue Contribution: \$8M (5%)

#### > Market structure

- Securities information
- Derivatives information
- Commodities information

#### Distribution channels

	Metrics				
Key drivers	Mar 10	Jun 09	Jun 08		
Securities Data					
No. of vendors	128	117	101		
No. of end users	43,070	36,509	38,043		
Derivatives Data					
No. of vendors	60	51	51		
No. of end users	25,469	26,780	33,419		



# Member Services and Connectivity

Revenue contribution: \$8M (5%)

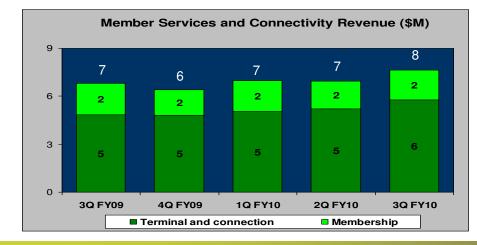
#### > Membership

New Members



Approved In-Principle Members

#### Technology and connectivity





	Metrics			
Key drivers	3Q FY10	2Q FY10	3Q FY09	
Membership				
Securities members				
Clearing Members	26	25	25	
Trading Members	26	24	25	
Trading Representatives	4008	3908	3727	
Derivatives members				
Clearing Members	25	25	25	
Trading Members	30	30	30	
Trading Member (Proprietary)	240	235	223	
Trading Member (Individual)	214	201	192	
SICOM members				
Clearing Members: Brokers / Dealers	20	18	17	
Trade / Associate Members	66	64	62	
Connectivity				
Securities Market				
ST connectivity (no.)	97	84	88	
ST Order Management System (no.)	28	28	28	
Derivatives Market				
DT connectivity (no.)	570	552	362	
DT Order Management System (no.)	53	51	35	
Proximity Hosting	17	15	12	

#### Depository Services: Settlement & Depository Revenue Contribution: \$19M (13%)



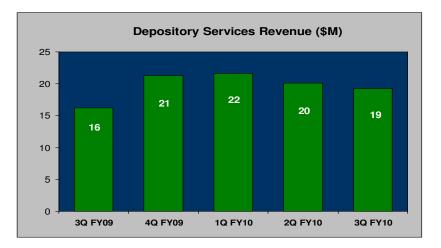
Settlement services

> Depository services



> Other post-trade related services

Assets under custody



#### Issuer Services: Listing and related services Revenue Contribution: \$15M (10%)



### IPO activities Figer Score RYOBI S SIN HENG airways.com Sin HENG COGENT

#### Sectoral strengths

REITs: 2<sup>nd</sup> in Asia
Cap/taMall areit

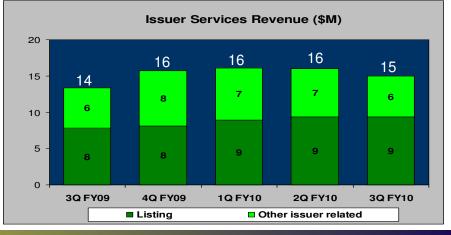


Maritime & Offshore Hub
Keppel Corporation
Cosco corporation
Cosco corporation
marine

#### Issuer-related services

Corporate actions

Kanadaharan	Metrics				
Key drivers	3Q FY10	2Q FY10	3Q FY09		
Primary					
No. of new listings	7	12	4		
Funds raised (\$M)	522	3,004	19		
Secondary					
Funds raised (\$M)	532	5,071	6,595		
Total Funds Raised (\$M)	1,054	8,075	6,614		
Market Capitalisation (\$B)	682	669	371		
No. of issuers					
Equity securities	763	762	754		
Debt securities	1198	1164	1169		
ETFs	57	43	31		
Company warrants	82	74	73		



## Conclusion



Solid quarter built on stable business and sound financials

International & local membership

Product development

Technology roadmap

> Market Outlook





#### Please state your name and the company you represent

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