

DBS Vickers Pulse of Asia 2020

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Singapore Exchange



Contents

Who we are	2
– Our background	
– International footprint	
– Trends and strategy, organisational structure	
– Capital management, key financials	
– Outlook	
Fixed Income, Currencies & Commodities	14
Equities (Derivatives and Cash)	22
Data, Connectivity and Indices	28
1Q FY2020 Performance	31
Others	40

Who we are

Award-winning 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.

Exchange of the Year Asia Pacific
FOW International Awards 2019

Exchange of the Year 2019
Regulation Asia

**Financial Metals Service Provider
of the Year**
*Standard & Poor's Global Platts Awards
2019*

**Best FX Exchange in Asia and Best FX
Clearing House in Asia**
FX Week 2019

Exchange of the Year
Energy Risk Asia Awards 2018

Derivatives Exchange of the Year
Asia Risk Awards 2018

AsiaPac Derivatives Exchange of the Year
Global Capital 2018

- High operating margin of 51% in FY2019
- High ROE of 36% and Operating cash flow of 39 cents per share
- Dividend of 30 cents per share
- Most liquid international market for pan-Asian listed derivatives
- Most international exchange in Asia with 44% 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

Our international footprint

Anchored in Singapore with global reach, serving a diverse set of international clients seeking Asian opportunities.



Our offices:

Beijing	Chicago	Hong Kong	London	Mumbai
New York	San Francisco	Shanghai	Singapore	Tokyo

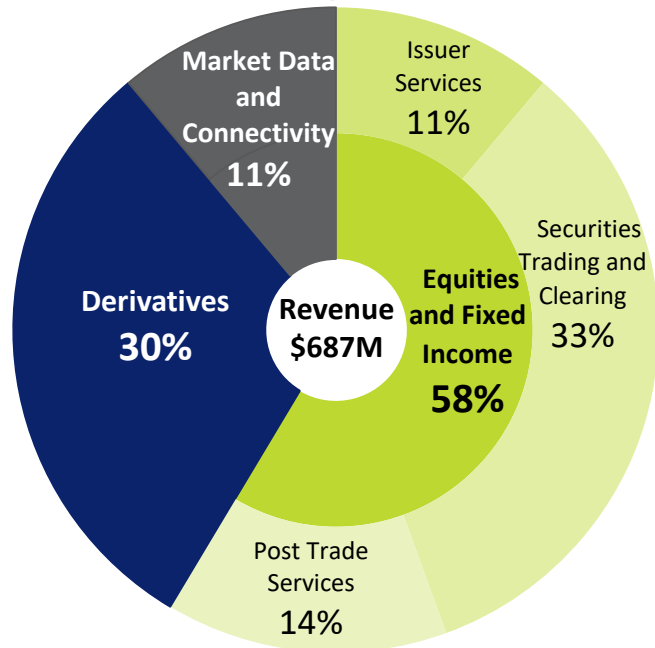
Key roles of our International offices

- Our key clients include: Sell-side participants, Interdealer brokers, Corporate trade clients, Institutional investors, Asset managers and Proprietary Trading Groups. T+1 volumes increased 40% y-o-y in FY2019.
- Engage existing clients and acquire new clients to improve liquidity (Fixed Income, Currencies, Commodities, Equities and Data, Connectivity and Indices).
- Increase memberships and listing of equity and debt instruments.

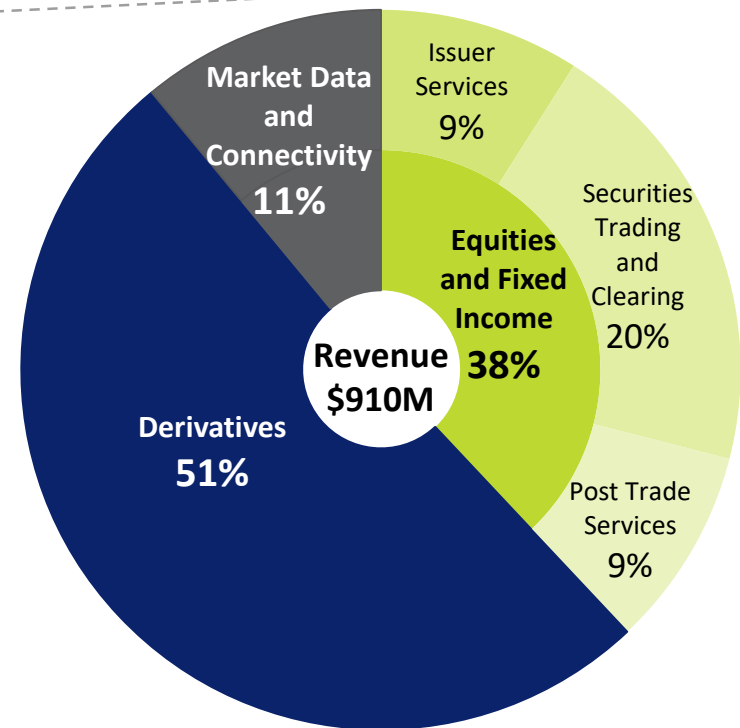
Successfully achieved growth in revenues

Revenue contribution from Derivatives grew from 30% in FY2014 to 51% in FY2019. Total revenue grew 32% during the same period.

FY2014 Revenue Breakdown



FY2019 Revenue Breakdown

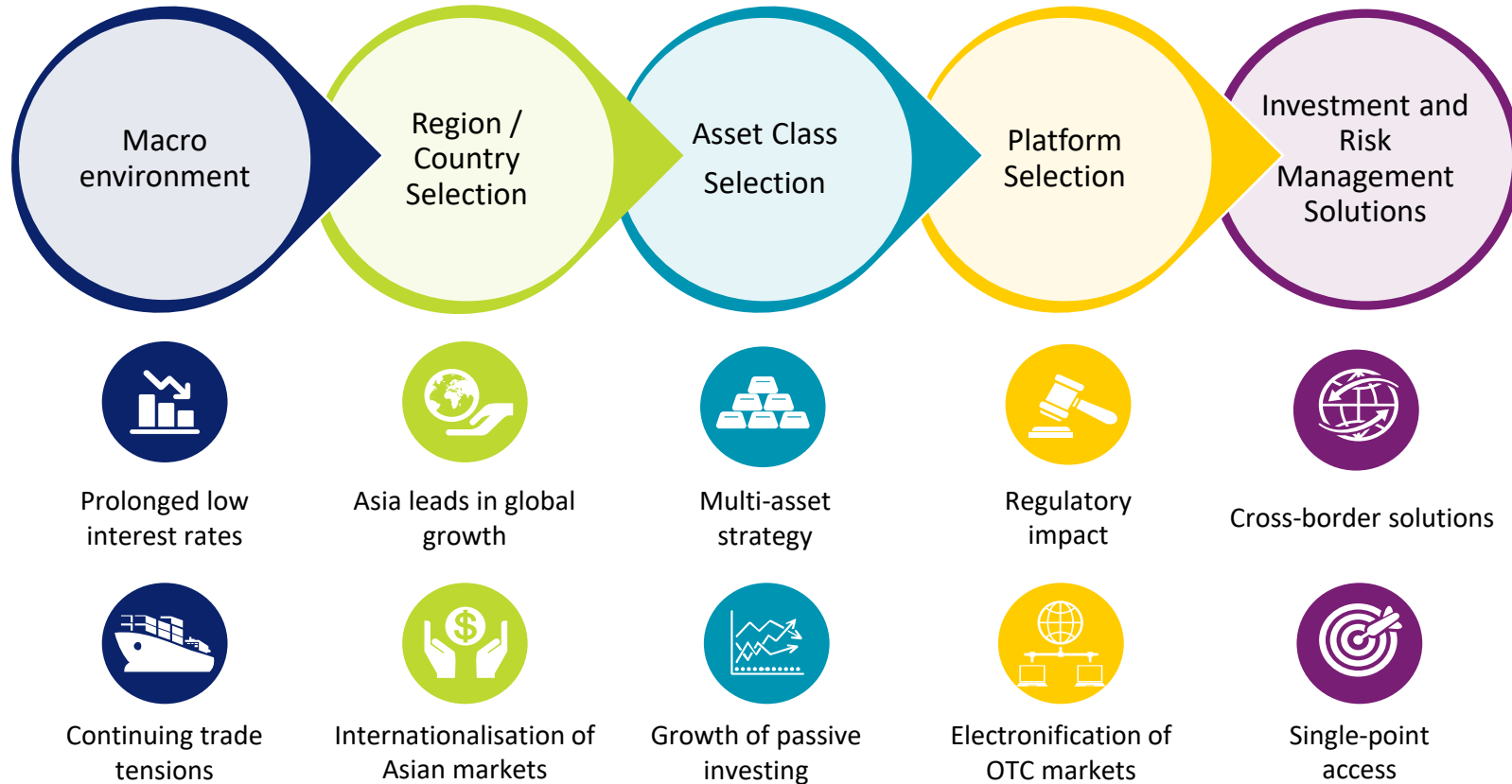


Net Profit: \$320 million

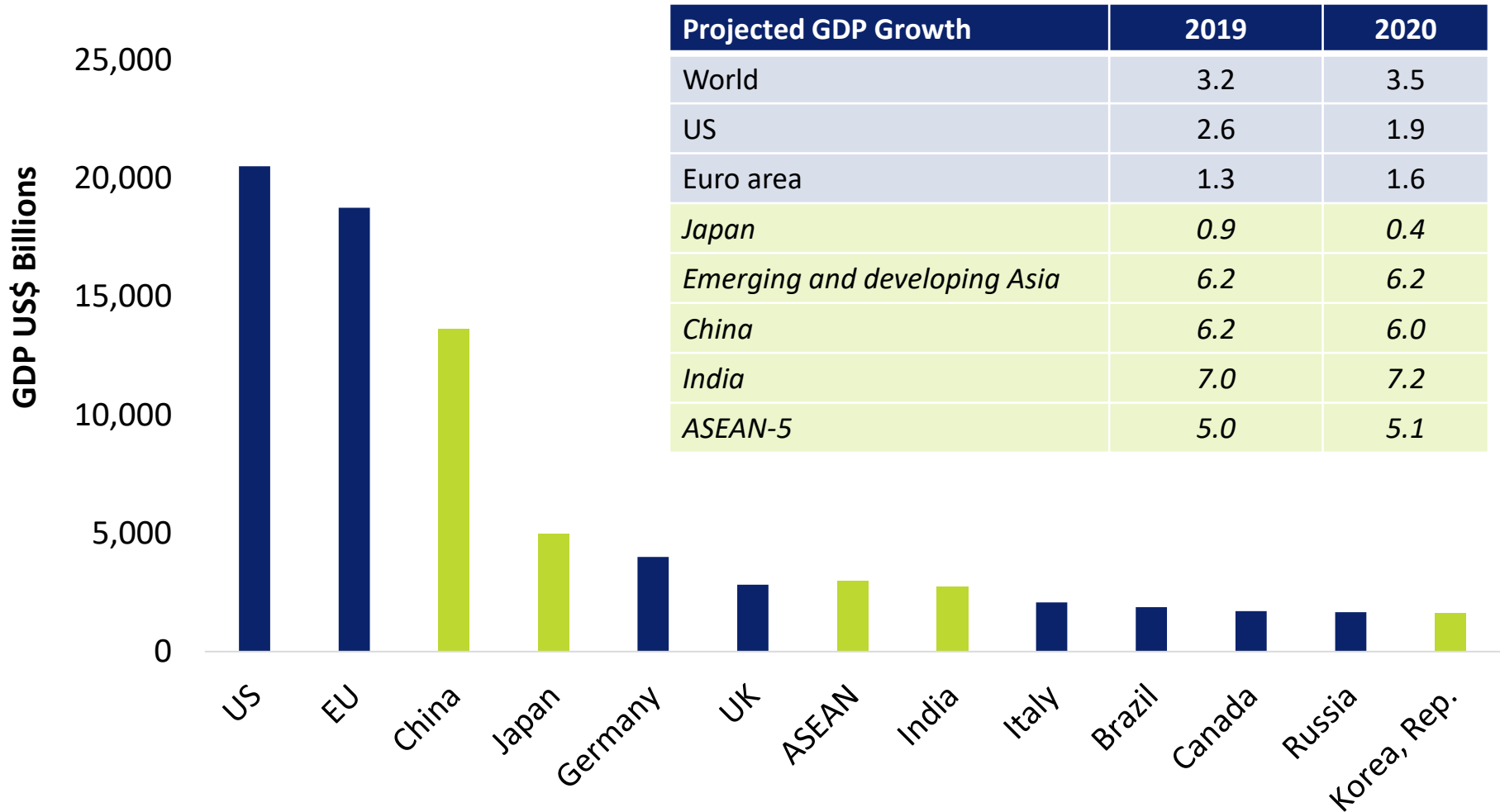
Net Profit: \$391 million

Note: Numbers may be subject to rounding
Source: SGX

Macro and investor trends shaping markets today

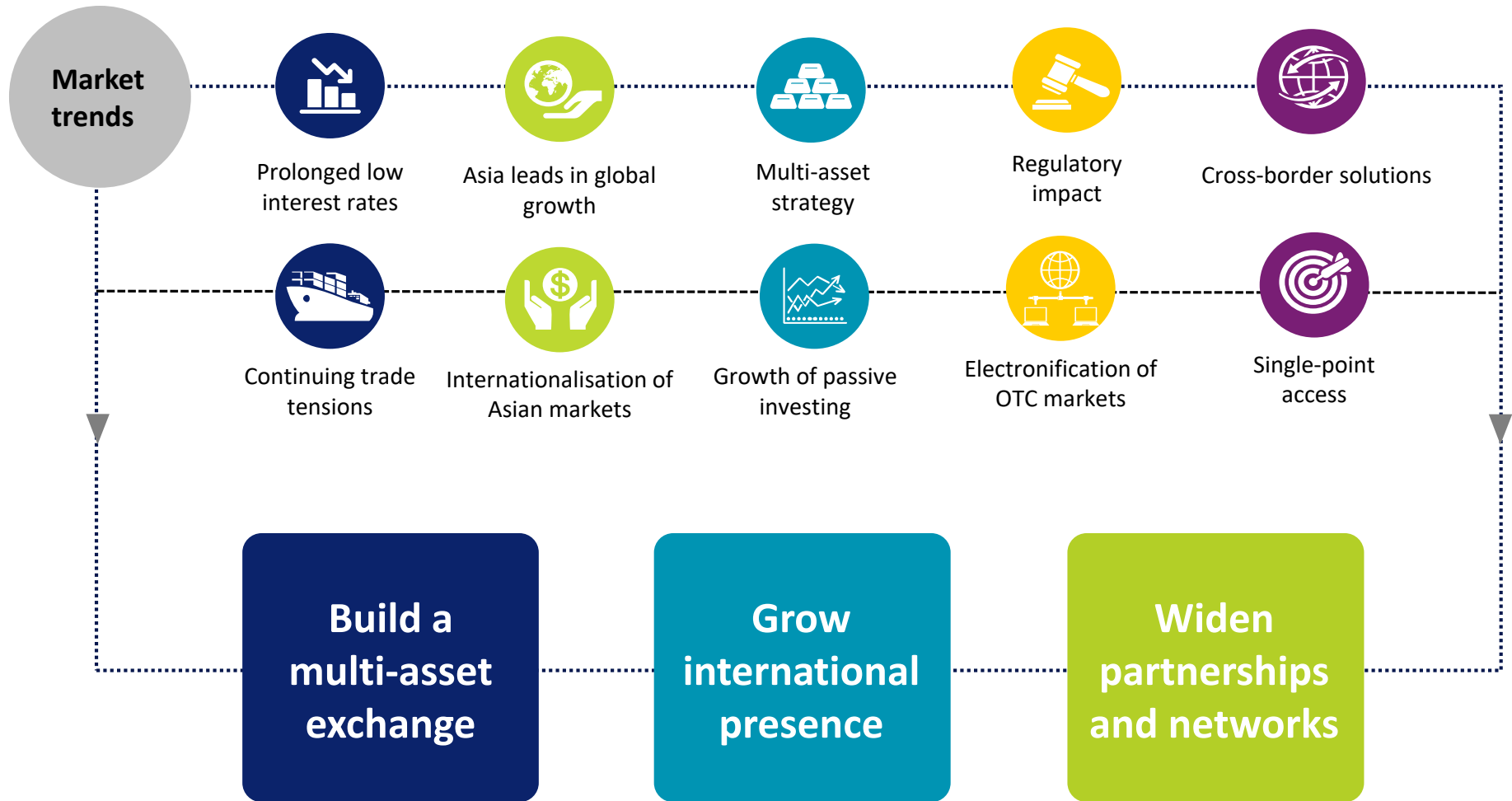


Investors seek access to Asia



Source: World Bank, IMF

Executing our strategic priorities



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.

Fixed Income, Currencies and Commodities (FICC)

- Fixed Income Listing & Trading
- Trading & Clearing of Pan-Asian currency and commodity derivatives



Equities

- Equity Listings
- Trading & Clearing of Pan-Asian equity index derivatives, cash equities, ETFs, Structured Warrants, REITs, DLCs, etc.
- Delivery, Settlement and Custody of securities



Data, Connectivity and Indices (DCI)

- FICC and Equities market data
- API and Co-location connectivity
- Development and bespoke calculation of indices



Global Sales and Origination (GSO)

- Nine international offices and specialist sales teams



Capital management for growth

Dividend Policy



- **Our policy:** SGX aims to pay a sustainable and growing dividend over time, consistent with long-term growth prospects. Dividends will be paid on a quarterly basis and will be decided by the Board
- The policy provides flexibility to balance dividend payments with the need to retain earnings to support growth

Debt-free Balance Sheet

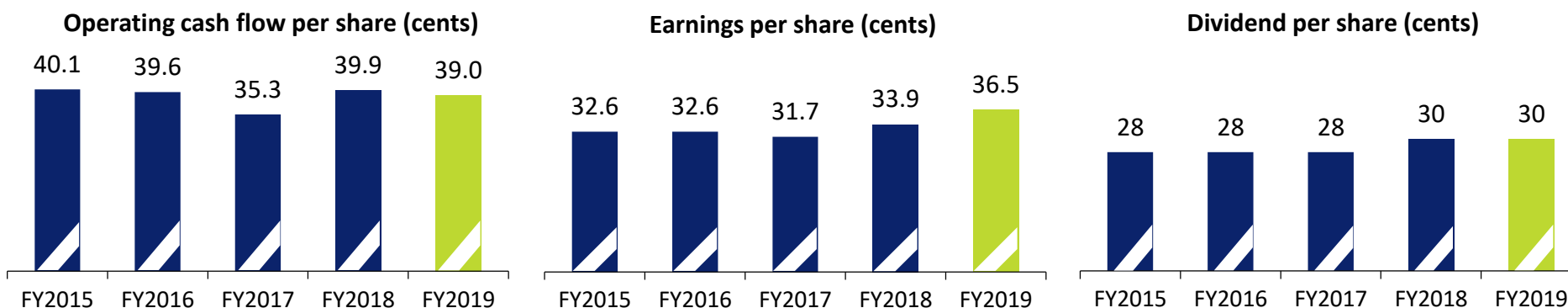


- Unlevered balance sheet provides borrowing capacity
- Uncommitted cash available

Robust financials

- High operating profit margin of 51%
- High ROE of 36% and Operating cash flow of 39 cents per share
- Dividend of 30 cents per share

	FY2015	FY2016	FY2017	FY2018	Y-o-Y Change	FY2019
Revenue (\$ million)	779	818	801	845	+8%	910
EBITDA (\$ million)	459	469	460	486	+8%	524 ¹
EBITDA margin	59%	57%	57%	58%	-	58%
Operating profit (\$ million)	402	409	402	425	+9%	461
Operating profit margin	52%	50%	50%	50%	+2%	51%
Net profit (\$ million)	349	349	340	363	+8%	391
Return on equity	37%	36%	34%	34%	+6%	36%



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

Looking ahead... positioning for growth and scale



- Capture the digitalisation of the Fixed Income markets and rising convergence of OTC and listed FX and Commodity markets



- Aggregate and service varied demands from retail and institutional customer segments accessing our continuum of international equities products



- Focus on building capabilities in our Index Business to position ourselves for growth, amid a global shift towards passive investing



- Holistically serve all customer segments with the full spectrum of SGX products and services across asset classes



- Continue to expand globally and use our international presence to facilitate capital raising from key markets

Fixed Income, Currencies and Commodities (FICC)

A leading Fixed Income listing venue

Fixed Income	Size of Market 	Singapore 	SGX 
	<ul style="list-style-type: none"> Asia (ex-Japan) bond market of US\$14 trillion Shift towards electronic trading Regulatory trends favour shift to on-exchange clearing 	<ul style="list-style-type: none"> Strong distribution network to global investor base with US\$2.4 trillion of AUM in Singapore 	<ul style="list-style-type: none"> >US\$2.2T amount issued, with more than 6,600 listed bonds from over 56 countries in 26 currencies Launched SGX Bond Pro, an electronic platform for Bond Trading

Key SGX Highlights

>6,600 bonds

listed by 1,600 issuers from over 56 countries in 26 currencies

~40%

market share for listed G3 APAC bonds
Leading Bond listing exchange in Asia Pacific

~200

Number of customer sign-ups as at Jun 19
SGX Bond Pro gaining traction

TRUMID

Expanding network

Largest and fastest growing FX futures exchange in Asia

Size of Market



FX

- US\$5 trillion traded daily
- Asian NDF, excluding CNH, is a \$73 billion DAV market with the potential to be futurised
- Largest off-exchange (OTC) market globally
- Regulatory trends favour shift to on-exchange clearing

Singapore



- US\$500 billion traded daily
- Largest FX center in Asia Pacific, third largest globally
- Leading global trading venue for key Asian currencies

SGX



- 21 futures and options currency contracts
- >70% market share in USD/CNH and > 40% market share in INR/USD
- FlexC FX futures launched in August 2018
- Investment in BidFX

Key SGX Highlights

19

Futures

2

Options

Diverse Asian
FX suite

~200%

Total Volume –
CAGR

Nov 13 – Jun 19

>US\$8Bn

Open Interest value
(Jun 2019)

~US\$1T

Notional value traded in
FY2019

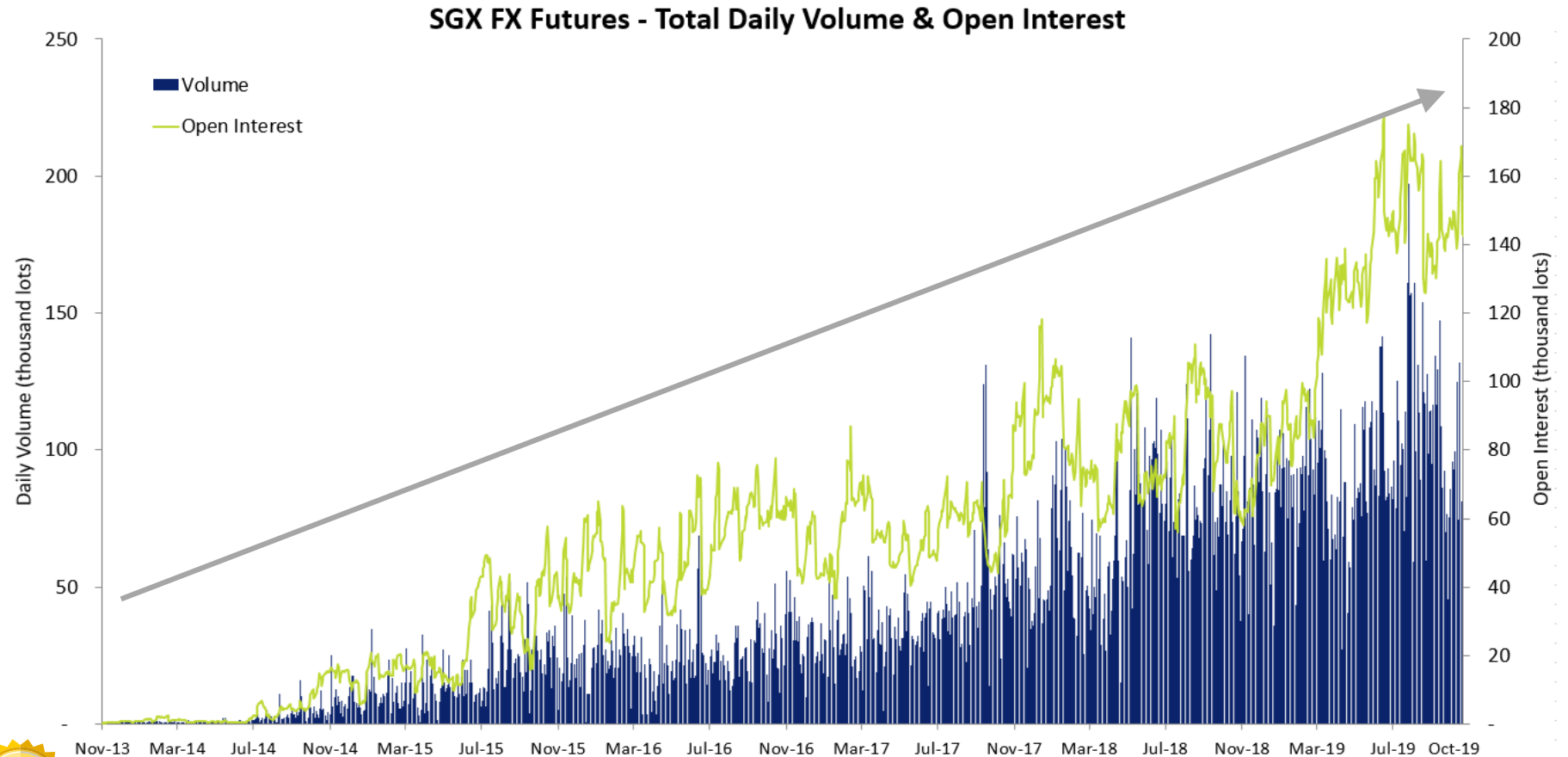
up 73% y-o-y



Expanding Network

FX Futures as a growth driver

~200% volume CAGR since November 2013

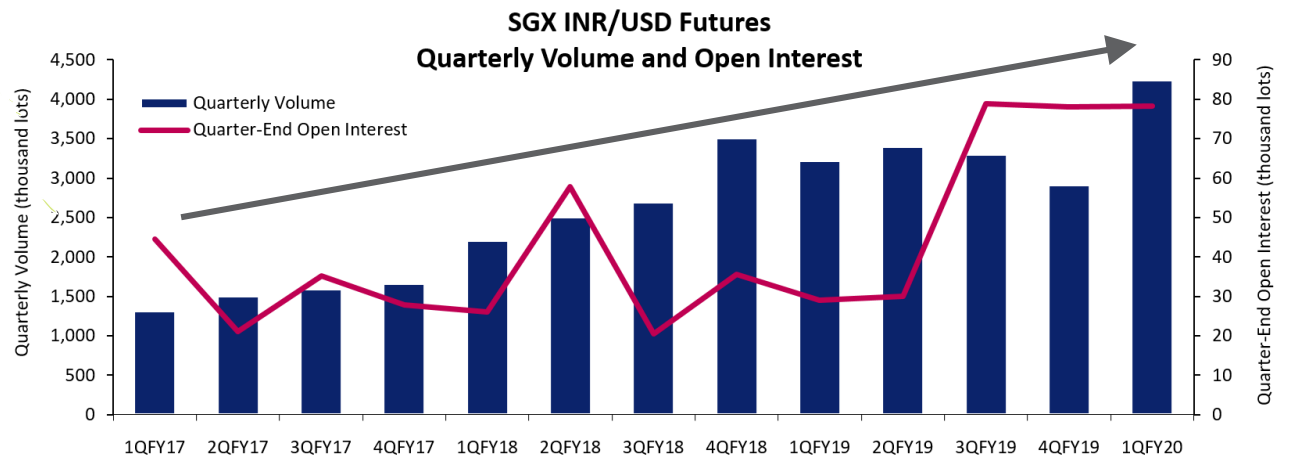
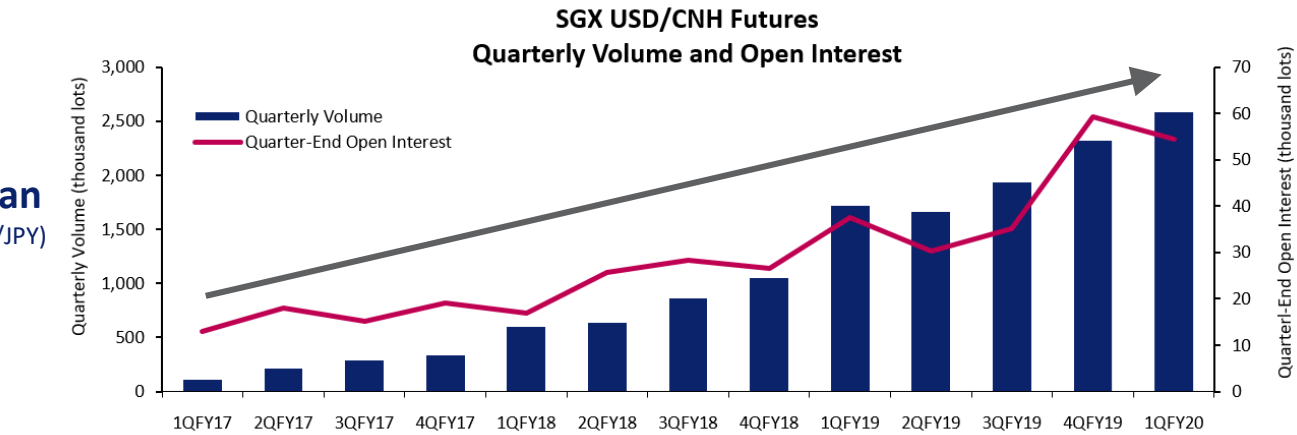


■ Asia's Best FX Exchange & Clearing House – by FX Week (2018 and 2019)

Note: Data as at 31 October 2019

Broad suite of Asian FX futures offering

21 Futures and Options Currency Contracts



Note: Data as at 30 September 2019

Innovative FlexC FX futures

Bridging OTC and listed FX markets



Global regulatory changes after GFC have led to increased friction and complexity in today's FX trading environment

- Leverage Ratio
- Counterparty Credit Risk charges
- Liquidity Coverage Ratio
- Uncleared Margin Rules



As a result, the FX market is moving towards Central Clearing. SGX FlexC Futures amplifies the benefits of clearing. It has flexibility features of OTC FX and the surety of Exchange Clearing.

Benefits of SGX FlexC FX

- Retain bilateral relationship, tiered pricing capabilities
- Improve capital efficiency
- Optimise credit lines and balance sheet
- Lower KYC cost, expand distribution
- Reduced counterparty credit risks

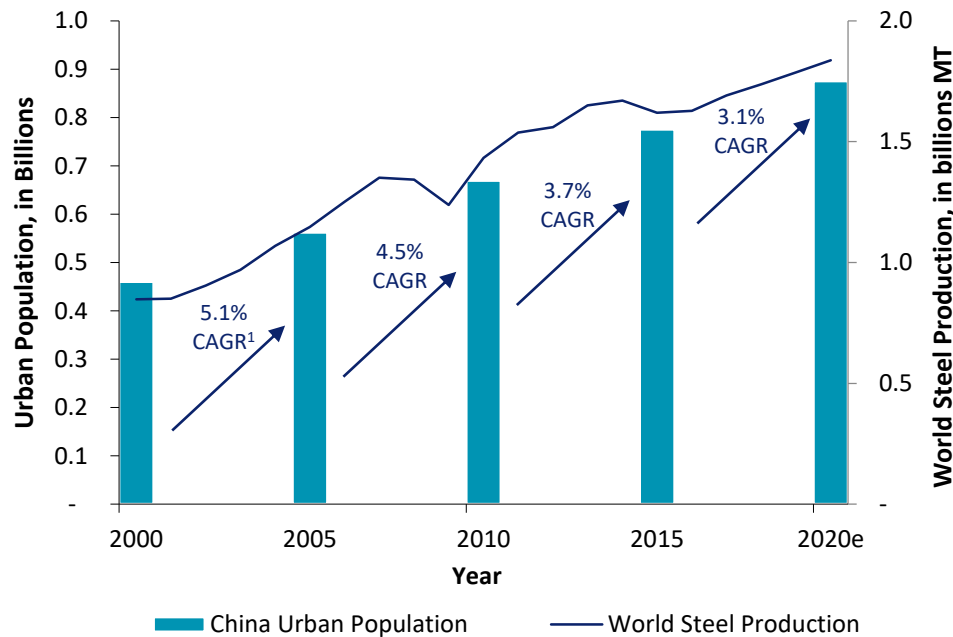
Product features of SGX FlexC FX

- Bilaterally negotiated futures
- Flexible dates of up to 100 calendar days
- Trade any tenor (t/n,1m) outright or swaps
 - Customizable
 - Cleared
 - Capital and Cost Efficiency

Extensive Suite Of Commodities Products

- Complements Singapore's commodities hub status
- Demand for industrial commodities set to continue amid sustained urbanisation

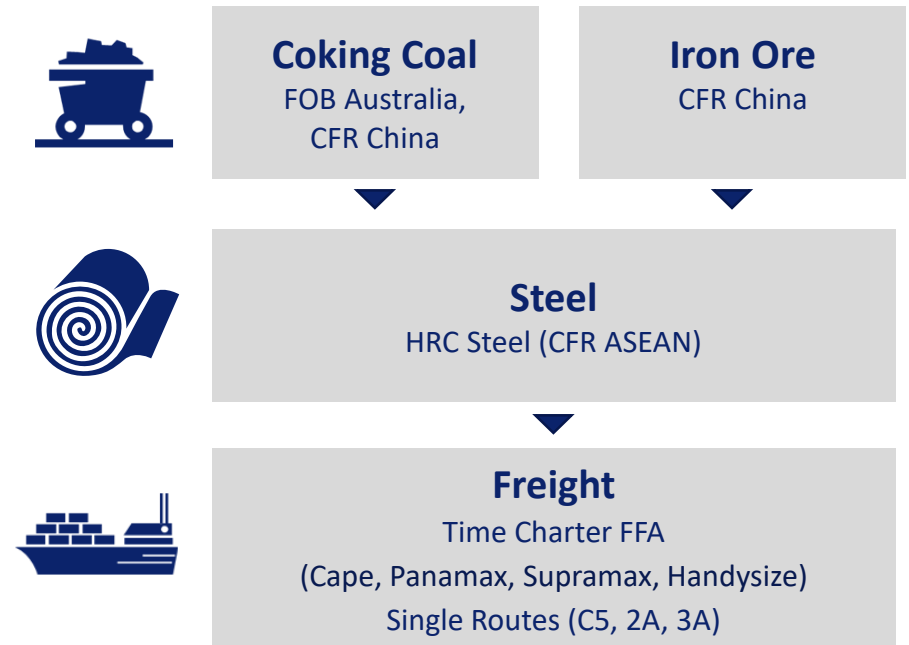
Urbanisation and Steel Production



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

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

Price-Discovery Centre For The Steel Value Chain



The leading offshore Iron Ore risk management hub

	Size of Market 	Singapore 	SGX 
Iron Ore	<ul style="list-style-type: none"> ▪ Largest in the metal market by tonnage ▪ Notional value of >US\$115B traded annually in the physical market ▪ Asia's first truly global commodity, with China a major consumer ▪ Increasing financialisation of Iron Ore 	<ul style="list-style-type: none"> ▪ Leading merchant hub for commodities houses with ~140 metals and mineral companies ▪ Include top iron producers e.g. Vale, Rio Tinto, BHP Billiton 	<ul style="list-style-type: none"> ▪ Global pricing and risk management centre ▪ Cleared 1.3 billion MT of iron ore in 2018 ▪ Offers a complete iron ore suite: 58% Fe, 62% Fe, 65% Fe and Lump Premium ▪ Steel value chain incorporating coking coal and freight
Key SGX Highlights			

1.3 billion MT

cleared in CY2018

> 95%

market share of international iron ore volumes cleared

Fe 65%

futures contract launched in Dec 2018

1.5x

of paper to physical ratio

Potential to grow

Equities (Derivatives and Cash)

Our strengths as a multi-asset marketplace

Wide range of risk management and access solutions

Liquid futures & options products in major asset classes such as equities, FX and commodities

Capital Efficiency through Margin-Offsets

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 hours a day

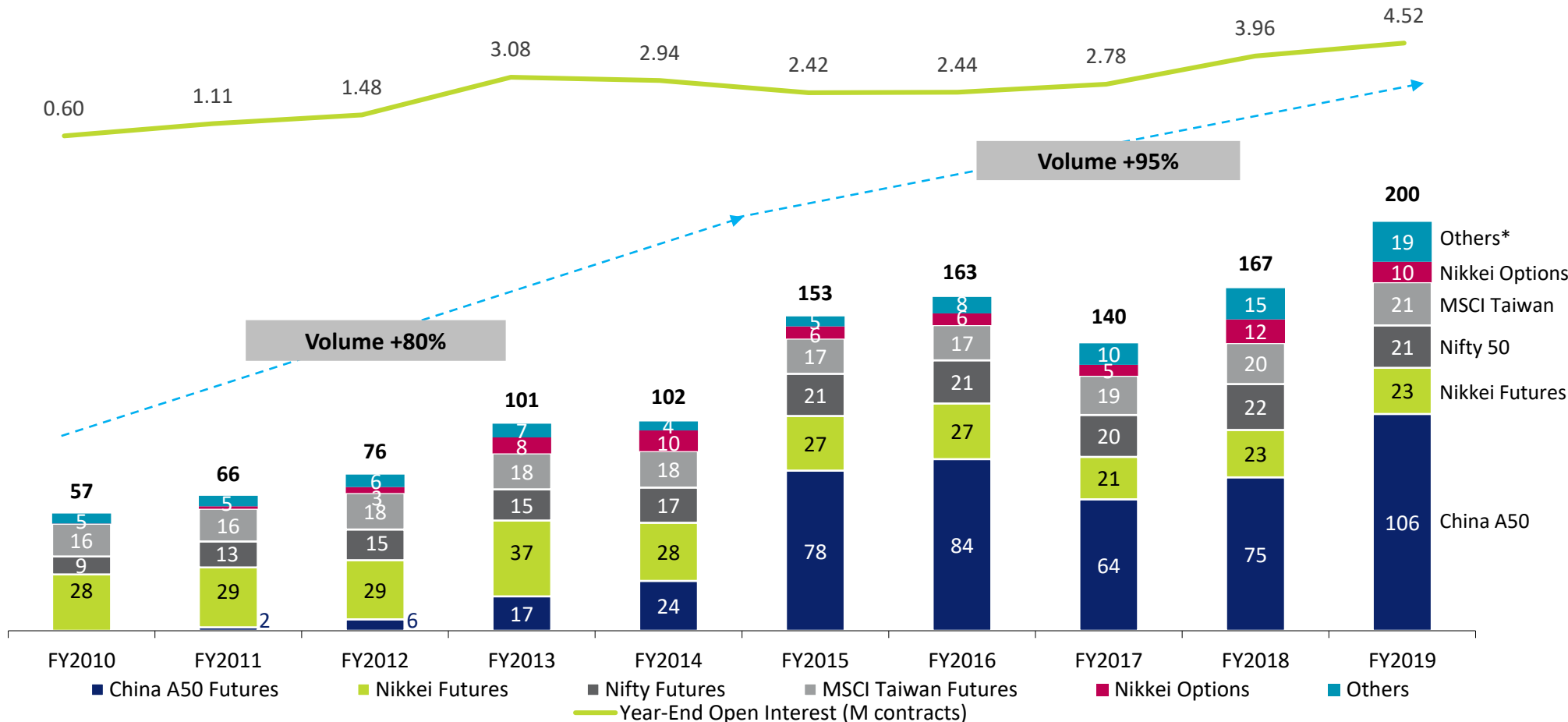
Trusted clearing house and high skin in the game

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

Rapidly growing offshore market for Asian Equity Derivatives

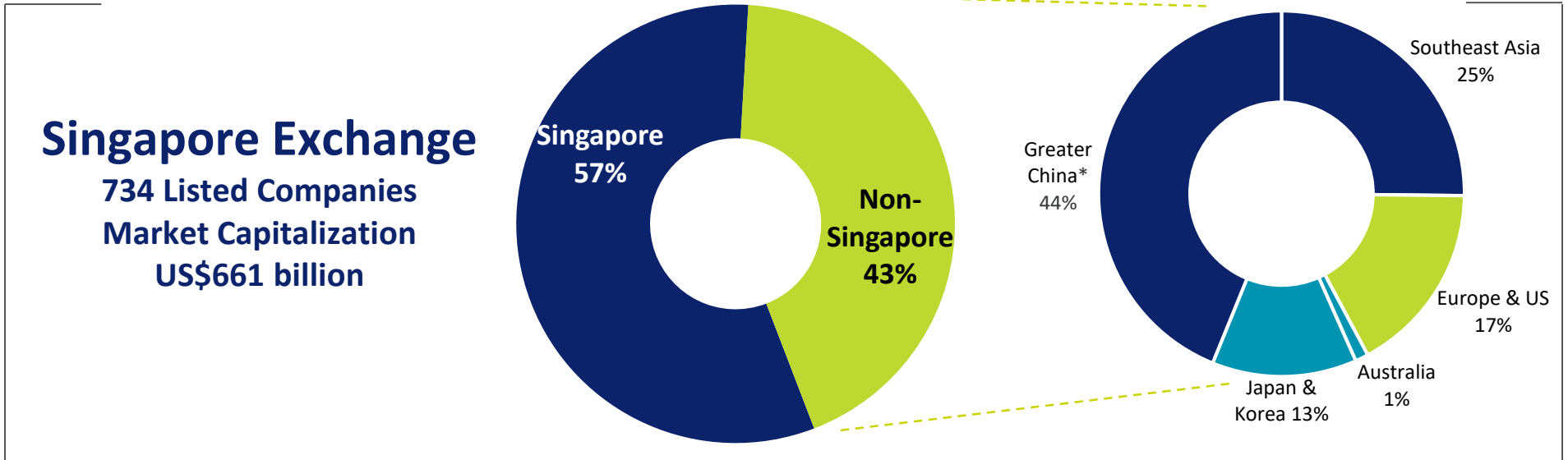
Multi-asset exchange, offering a broad range of Asian access and risk management solutions

Volumes and open interest, in millions

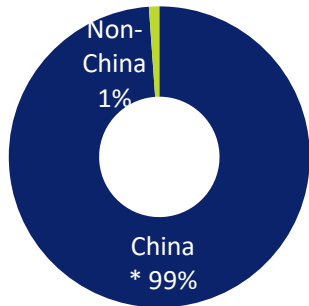


The world's most international exchange

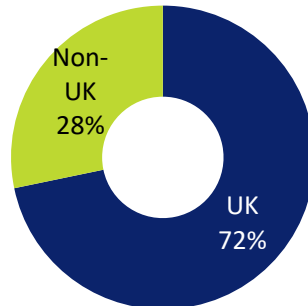
Around 45% of total market cap of companies listed on SGX are overseas companies



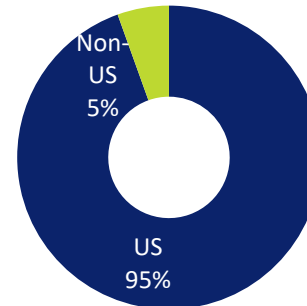
Hong Kong Stock Exchange



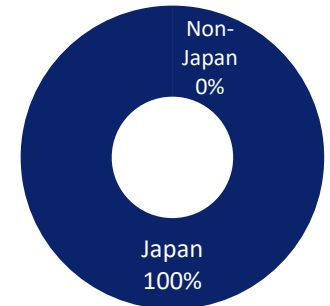
London Stock Exchange



NASDAQ



Tokyo Stock Exchange



*Note: Greater China includes Hong Kong, Taiwan and Mainland China companies

Our key sectors*

Consumer



PE: 18x

- Includes food & beverage, retail and others
- 141 companies with market cap of US\$63 billion

Technology



PE: 19x^

- Includes technology hardware & equipment, digital, semiconductor and telecommunications services companies. Other businesses include media, clean tech and engineering.
- 84 companies with market cap of US\$61 billion

Healthcare



PE: 47x#

- Full range of companies from pharmaceuticals, healthcare services to medical devices technology
- 37 companies with market cap of US\$48 billion

Maritime, Offshore Services & Energy



PE: 14x

- Asia's largest cluster of listed companies
- 67 companies and 2 business trusts with market cap of US\$18 billion

Commodities



PE: 18x

- Includes Agri-commodities, Mineral & Oil & Gas Companies
- 31 companies with market cap of US\$28 billion

Real Estate

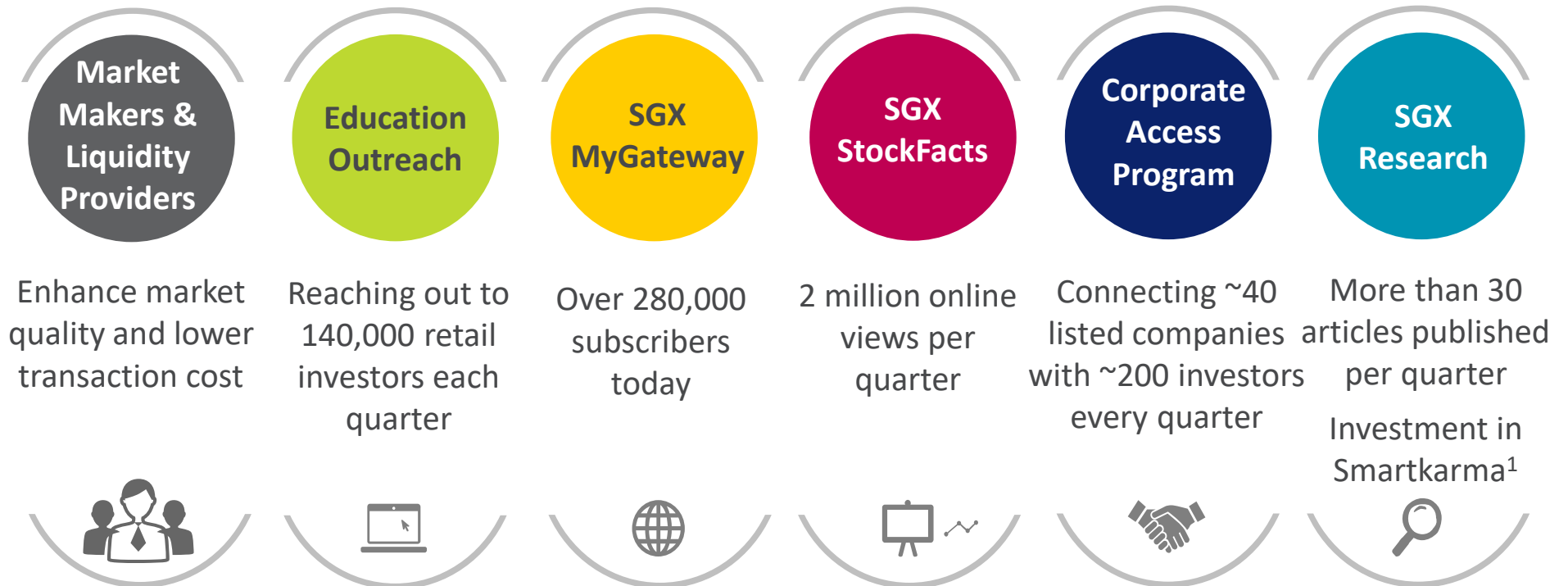


PB: 0.9x

- Asia's broadest range of real estate companies and property trusts covering global real estate assets
- 109 real estate companies and property trusts with market cap of US\$140 billion

Building liquidity and profiling our listed companies

Continuing our efforts in increasing trading activity

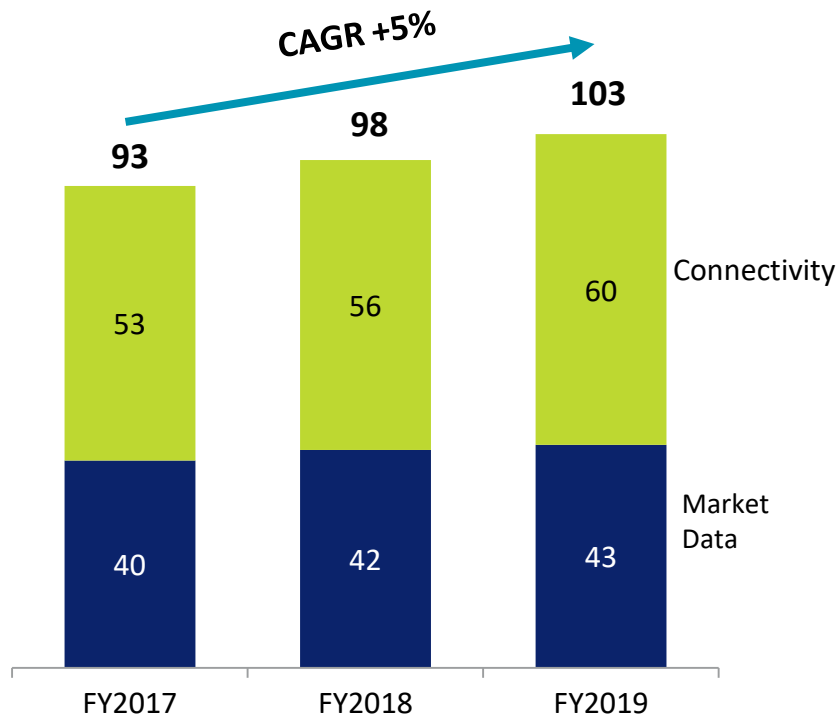


¹ Smartkarma is a Singapore-based fintech which operates a global investment research network that brings together institutional investors, independent investment analysts and listed companies on a single online platform where they share information and interact.

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

Note: Numbers may be subject to rounding.

SGX Index Edge

- Index business established to take advantage of global shift to index-based investing
- Global Exchange Traded Products (index-based) have AUM of > US\$4tn
- Index funds (unlisted) has grown >230% to > US\$ 6tn since 2007



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



SGX Proprietary Indices

- **Domestic Indices**
 - SGX Thematic indices e.g. S-REIT 20
 - SGX Sustainability index
- **Regional Indices**
 - SGX Developed Asia Quality Dividend Index
 - SGX APAC Dividend REIT



SGX Index Edge – Best Index Provider at Structured Retail Products Asia-Pacific Awards (2018)

1Q FY2020 Performance

1Q FY2020 Performance

- Highest quarterly net profit in more than 10 years
- Growth in all business segments

Fixed Income, Currencies & Commodities (FICC)



Revenue Contribution

19%

Change (y-o-y)

57%

Equities



Revenue Contribution

71%

Change (y-o-y)

14%

Data, Connectivity & Indices



Revenue Contribution

10%

Change (y-o-y)

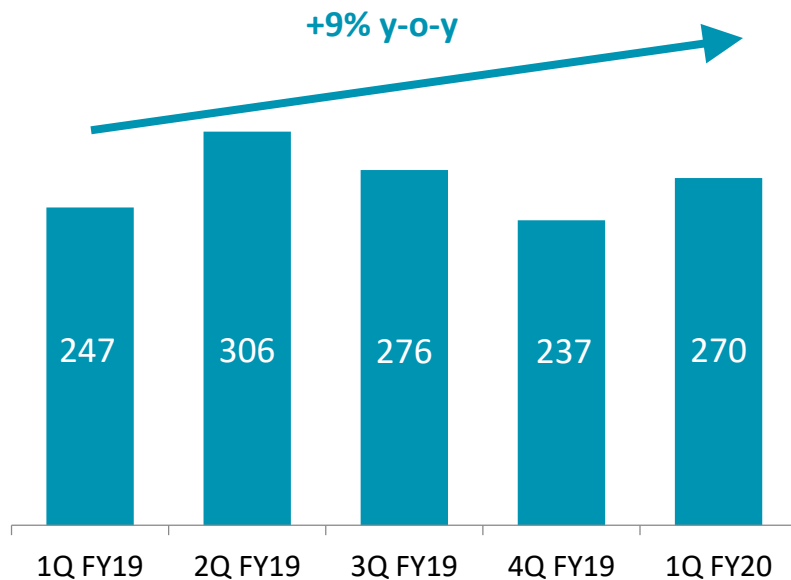
4%

FICC – Fixed Income

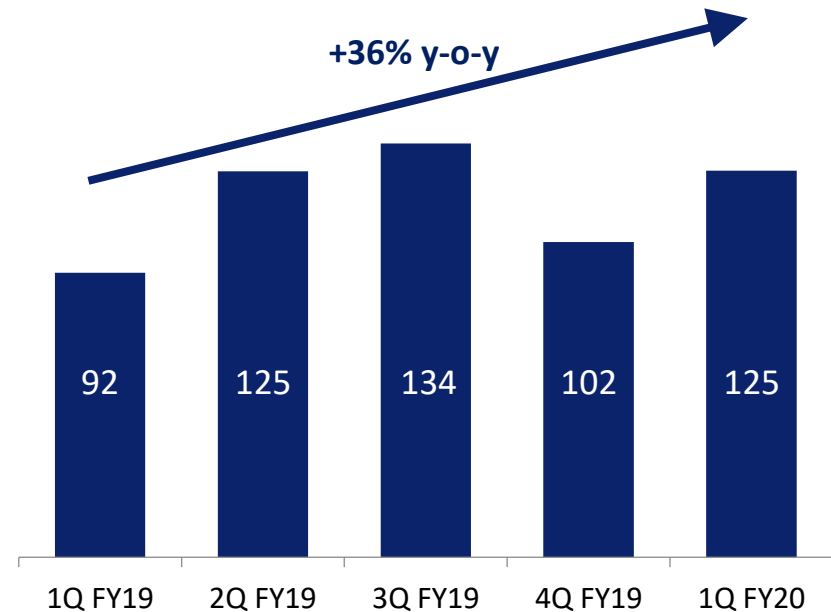
FICC
\$46M ↑ 57% y-o-y

- Number of new bond listings at 270, up 9%
- Total bond amounts issued at \$125B, up 36%
- Wide geographical spread of Fixed Income Issuers

No. of New Bond listings



Total Bonds Amount Issued (\$B)



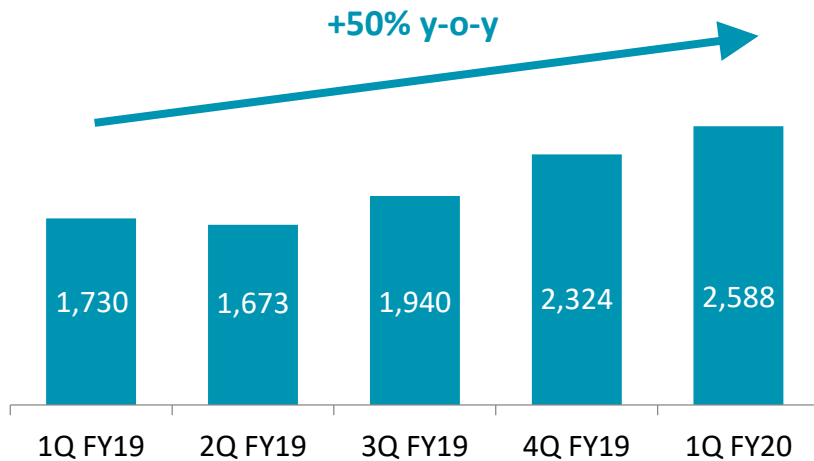
Note: All figures in \$ millions unless otherwise stated and may be subject to rounding

FICC – Currencies

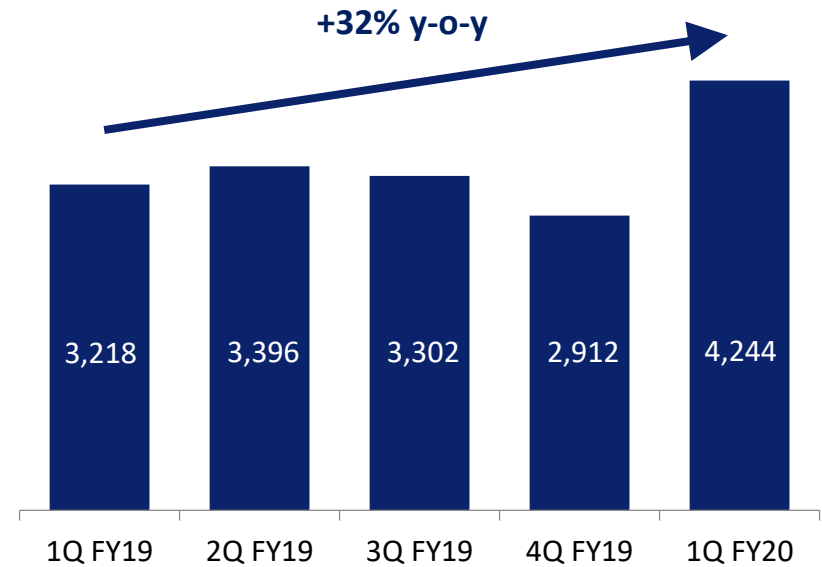
FICC
\$46M ↑ 57% y-o-y

- Record currency futures volume, up 40% to 7.0M contracts or US\$383B
- Largest and fastest growing Asian FX futures exchange
- Overnight T+1 volume increased 80%, contributing to 29% of total currency volumes

USD/ CNH Volume ('000 contracts)



INR/ USD Volume ('000 contracts)

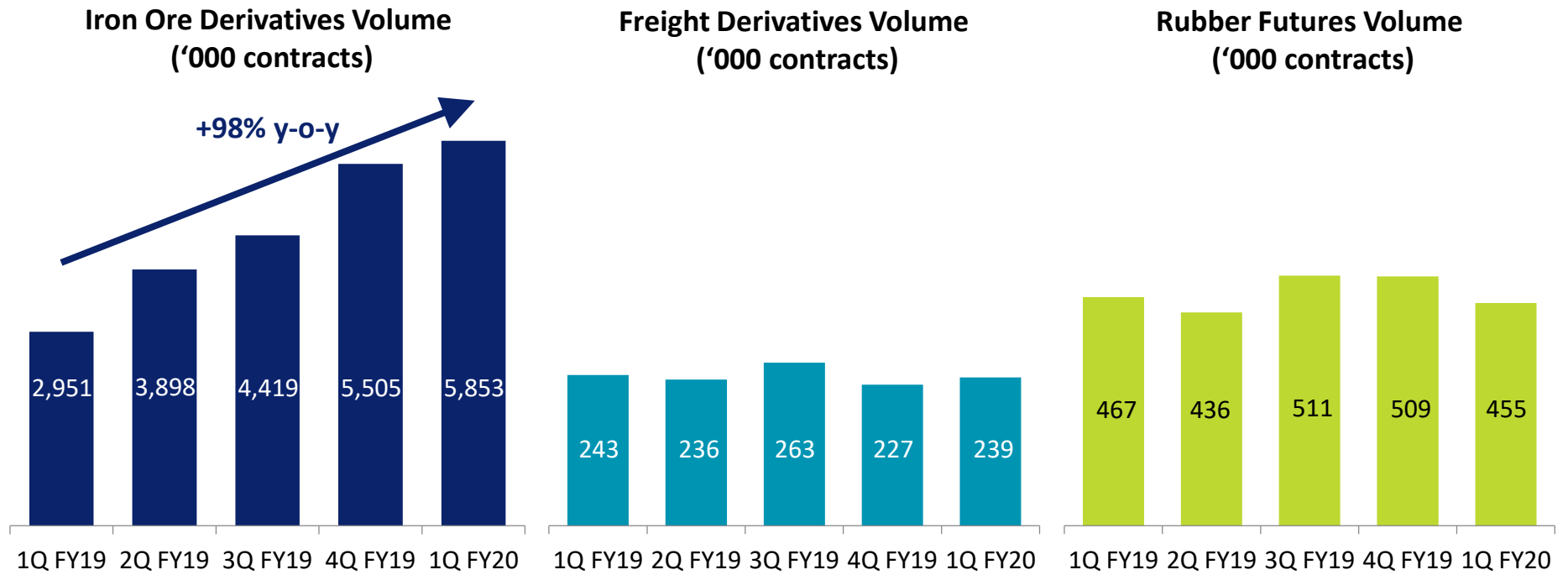


Note: All figures in \$ millions unless otherwise stated and may be subject to rounding

FICC – Commodities

FICC
\$46M ↑ 57% y-o-y

- Iron ore volumes doubled to 5.9M contracts
- Overnight T+1 volume increased 75%, contributing to 15% of total commodities volumes



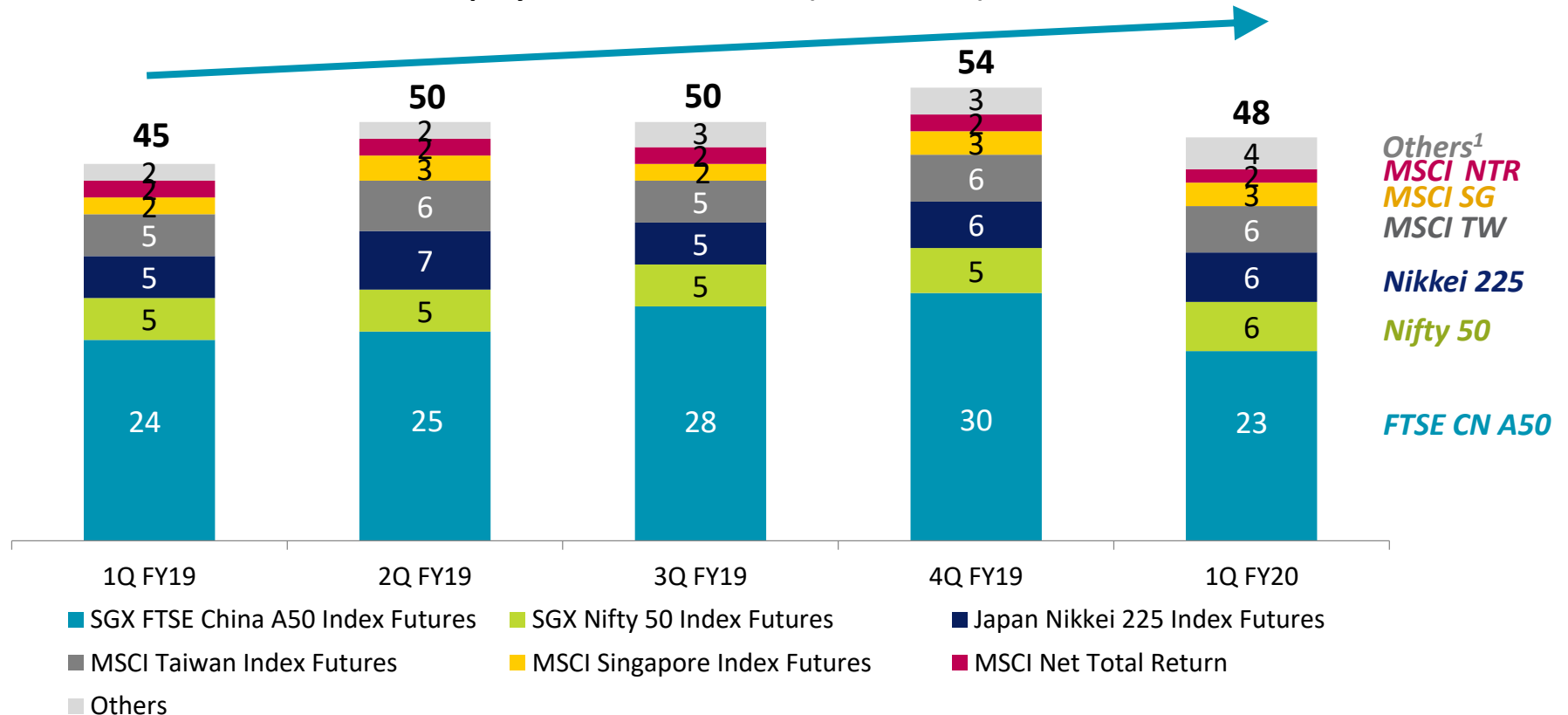
Note: All figures in \$ millions unless otherwise stated and may be subject to rounding

Equities – Equity Derivatives

Equities
\$176M ↑ 14% y-o-y

- Higher trading volumes in key equity index contracts, up 6% y-o-y
- Growth in Nifty 50, Nikkei 225, and MSCI Singapore index futures contracts
- Overnight T+1 volume up 56%, contributing 16% of total equity derivatives volumes

Equity Derivatives Volume (M contracts)

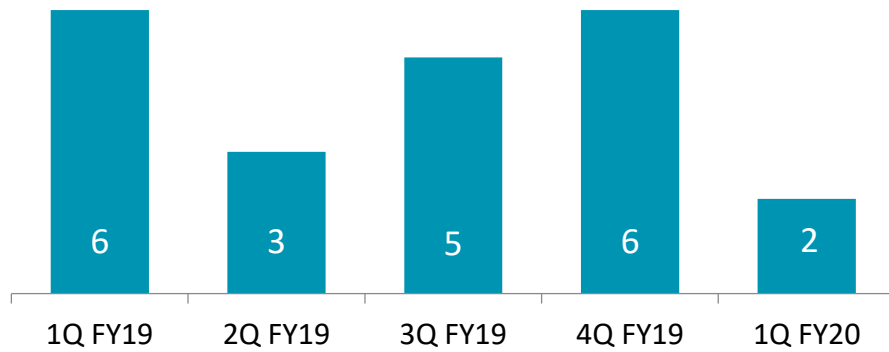


Equities – Cash Equities Listings

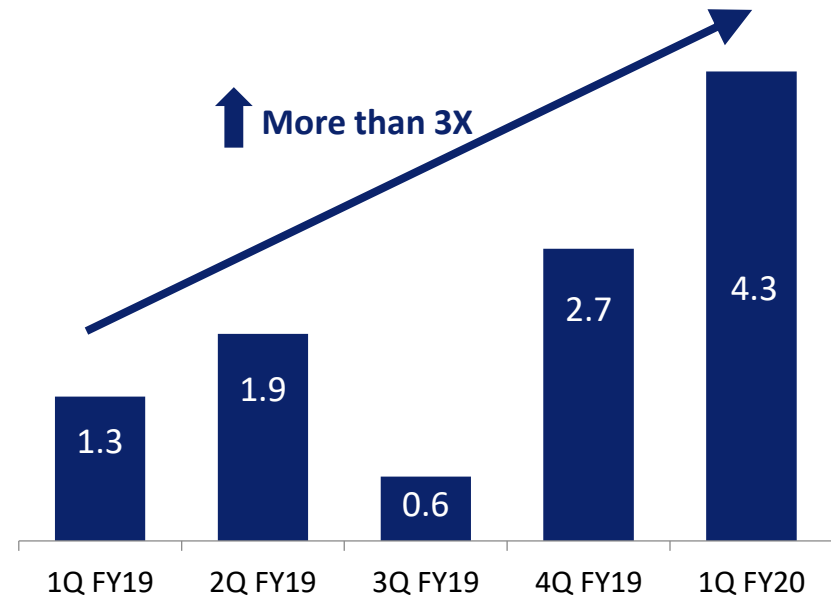
Equities
\$176M ↑ 14% y-o-y

- Listing revenue at \$9M, comparable
- 2 new international equity listings
- Total funds raised increased 3X to \$4.3B

No. of New Equity Listings



Total Equity Funds Raised (\$B)



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

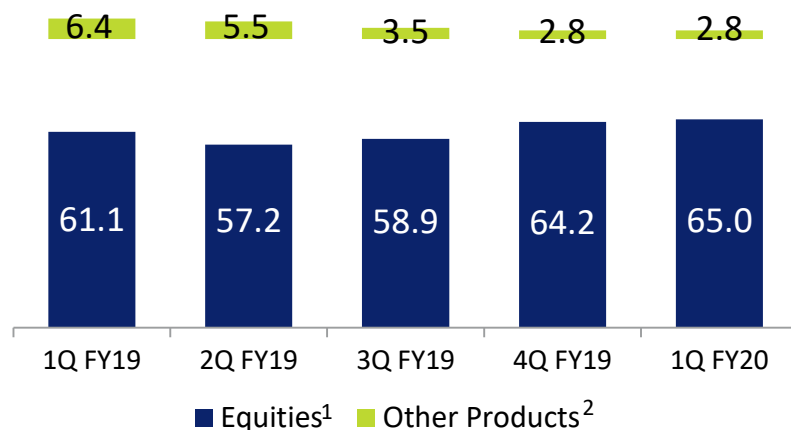
Equities – Cash Equities Trading & Clearing

Equities
\$176M ↑ 14% y-o-y

- Total traded value comparable at \$67.8B
- Lower average clearing fee due to higher participation from market makers and liquidity providers

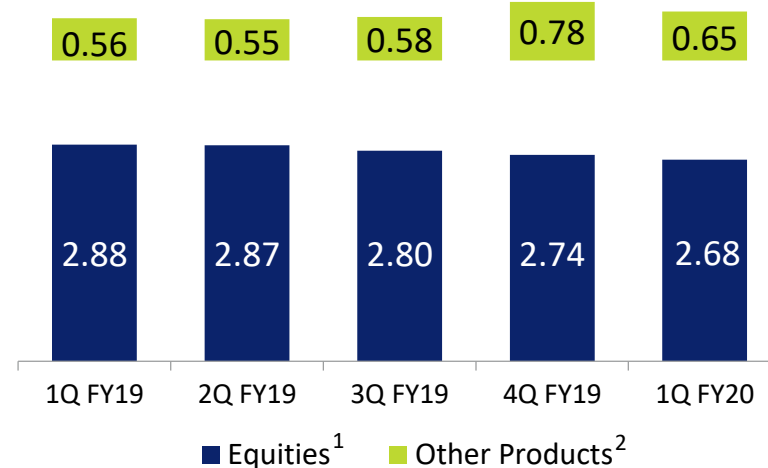
Securities Total Value Traded (\$B)

Total Traded Value	67.5	62.7	62.3	67.0	67.8
	6.4	5.5	3.5	2.8	2.8
	61.1	57.2	58.9	64.2	65.0



Average Clearing Fee by Products (bps)

Average yield	2.66	2.67	2.67	2.66	2.60
	0.56	0.55	0.58	0.78	0.65
	2.88	2.87	2.80	2.74	2.68



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

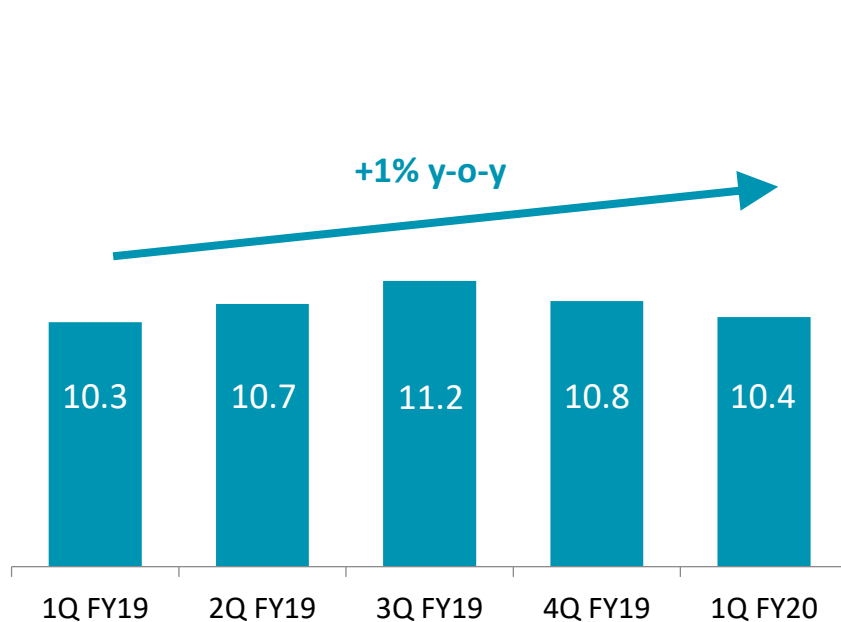
² Other products include structured warrants, exchange-traded funds, daily leverage certificates, debt securities, and American depository receipts

Data, Connectivity & Indices

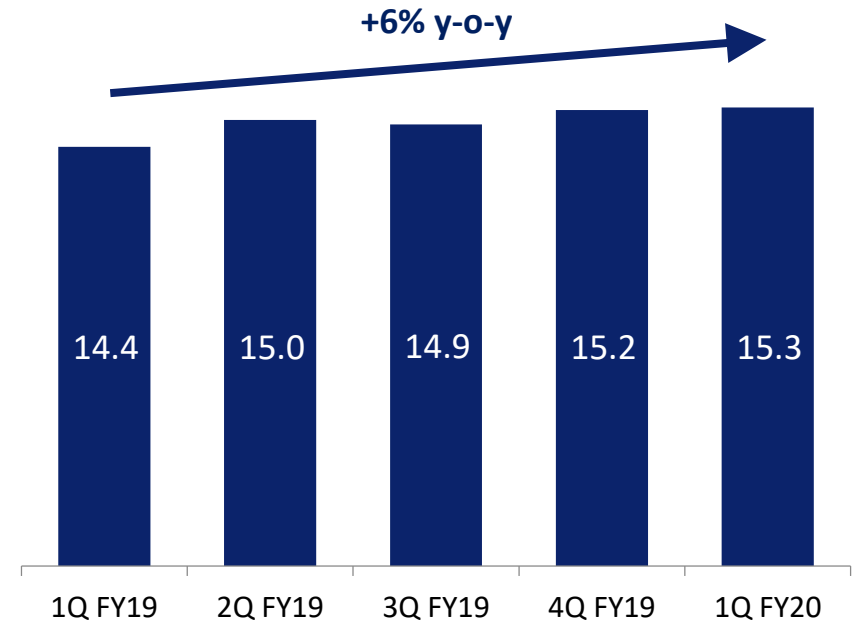
Data, Connectivity & Indices
\$26M ↑ 4% y-o-y

- Market data and Indices revenue comparable
- Connectivity revenue up 6% from higher derivatives connectivity subscriptions and continued growth of our colocation services business

Market Data and Indices Revenue (\$M)



Connectivity Revenue (\$M)



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

Other Information

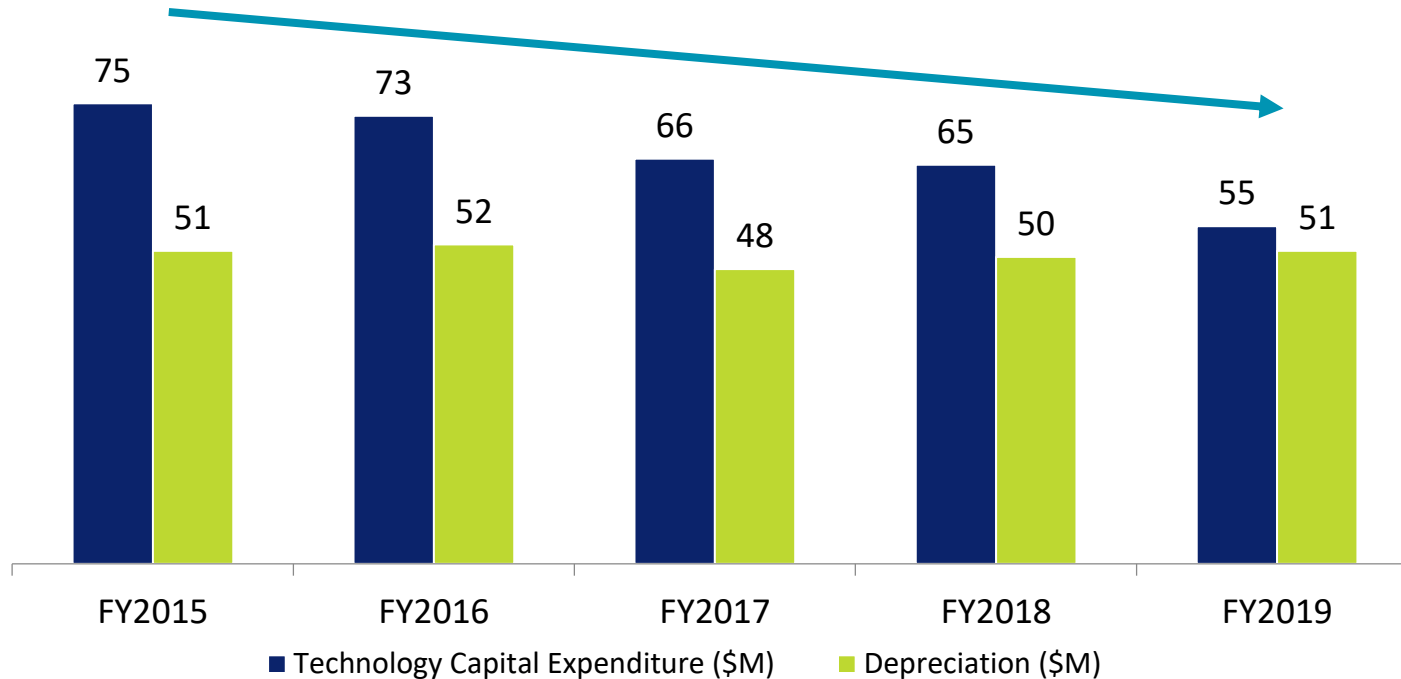
SGX share price and STI index since 1 July 2018

From 1 July 2018 to 31 October 2019, SGX share price increased 25%, outperforming STI which is down 1%. P/E at end of October at 23x.



Major technology platforms have been built to support our multi-asset strategy

- FY2019 CAPEX of \$55M, below guidance of \$60M to \$65M
- Declining annual CAPEX – FY2020 CAPEX is expected to be between \$45M to \$50M



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

Technology as a business enabler

Stability

Operational Excellence as a priority for Stakeholder Trust

- ☑ 100% Service Availability for all critical business services
- ☑ Regular benchmarking of cyber maturity using well established FFIEC Guidelines*
- ☑ State-of-the-art Enterprise Command Centre for round-the-clock monitoring of technology environment and swift response and recovery during incident management

Agility

API-enabled business platforms for seamless customer connectivity

- ☑ **Reach-ST, PTS, Titan DTDC** - All platforms are API-based and have been modernized. SGX does not operate any legacy or obsolete technologies.

Differentiated in-house platforms to support multi-asset strategy and bespoke customer needs

- ☑ **Derivatives** - Titan OTC, OTC Pro - trade registration and broker workflow
- ☑ **Fixed Income** - BondPro - trade matching for Asian corporate bonds
- ☑ **Indices** - Index calculation engine for custom indices

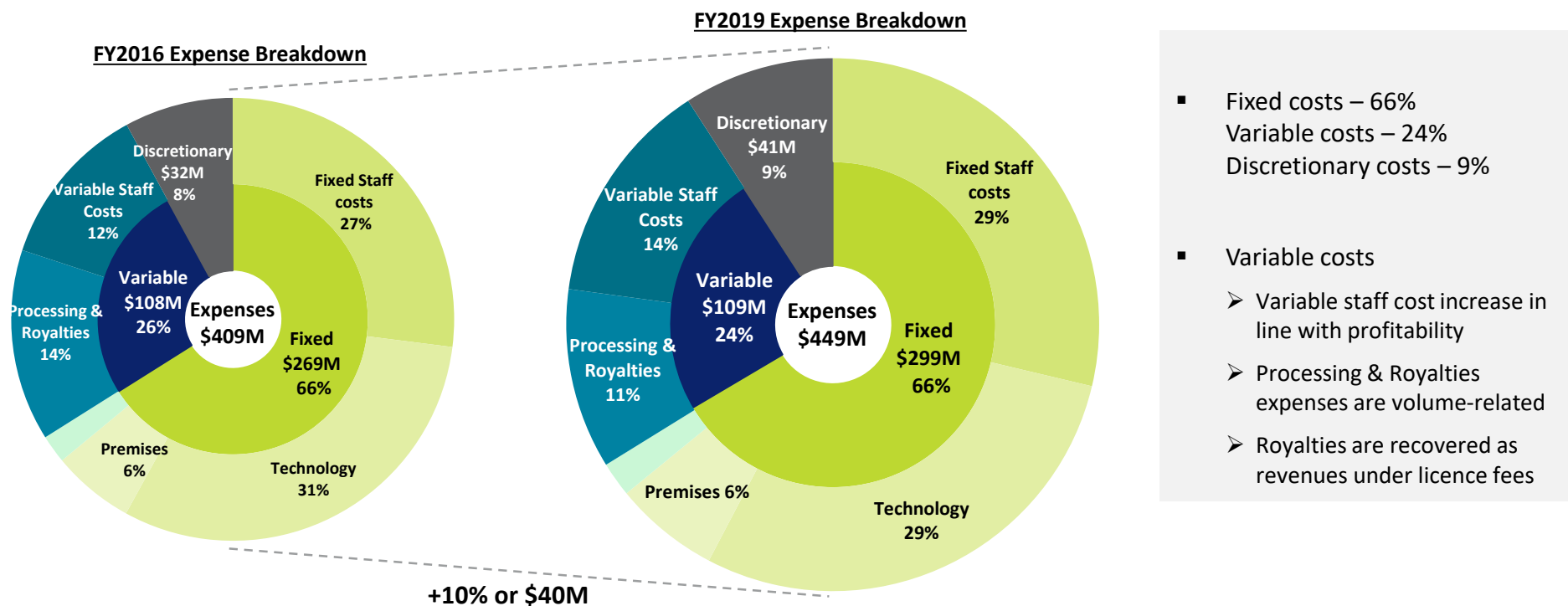
Opportunity

Digitalisation & Innovation

- ☑ Customer specific digital channels – Investor Portal, Issuers Submission Portal, Members Submission Portal
- ☑ Emphasis on engineering innovation and emerging technologies like Machine learning, Blockchain, Cloud & Data.
- ☑ Filing of technology patent on distributed ledger for InterLedger DVP workflow
- ☑ Use of Cloud services in data platforms
- ☑ Data science and analytics for enhanced supervisory functions and user analytics

Disciplined in our expenditure

- Investments in building capabilities to support multi-asset strategy
- FY2019 expense of \$449M, up 7% from a year ago, CAGR of 3% from FY2016-FY2019
- FY2020 Operating Expense Guidance: \$465M to \$475M (increase of 3.6% to 5.8%)



Note: Numbers may be subject to rounding.

Sustainability at SGX

Ensuring long-term value for our stakeholders and creating a positive, lasting impact on society

- We advocate sustainable reporting by SGX-listed companies
- We seek to promote the sustainability of the financial system, as encapsulated by the World Federation of Exchanges (WFE) Sustainability Principles, and aligned with the UN Sustainability Development Goals
- We are a Partner Exchange of the United Nations Sustainable Stock Exchange Initiative (UNSSE)
- We are a member of the WFE sustainability working group
- We are a founding member of the Advisory Group for the Asia Sustainable Finance Initiative (ASFI), a multi-stakeholder forum based in Singapore that aims to create resilient economies

Sustainability factors that are important to SGX:

1. **Economic Performance** : Our financial performance, economic value creation, distribution, and retention for shareholders
2. **Socioeconomic Impacts** : Our external impacts through our role as a market operator and regulator.
3. **Governance** : Our governance structure, ethics and integrity, anti-corruption and compliance policies
4. **People** : Our talent management and responsible employment practices
5. **Environment** : Our role in mitigating climate change

SGX is a component of the following ESG indices:

Bloomberg ESG Data Index

FTSE4Good Index

ISTOXX Global ESG Select 100 Index

IEdge SG ESG Leaders Index



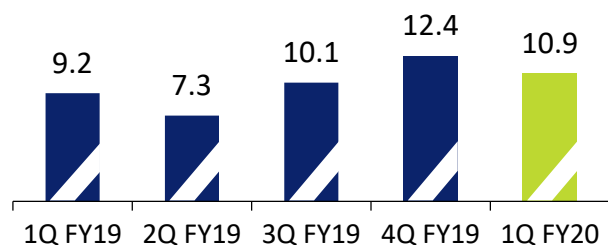
Ranked within the top 5 among listed companies in the NUS Governance and Transparency Index* in the last 5 years

Key Financial Indicators (Recent quarters)

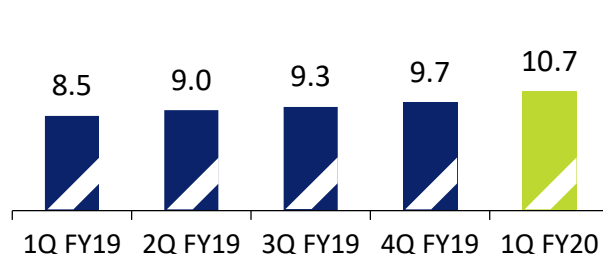
- High operating profit and EBITDA margin of 54% and 63% respectively
- Quarterly dividend per share of 7.5 cents per share

	1Q FY2019	2Q FY2019	3Q FY2019	4Q FY2019	Q-o-Q Change	1Q FY2020
Revenue (\$ million)	209	224	229	248	-	248
EBITDA (\$ million)	122	129	134	139	+13%	156 ¹
EBITDA margin	58%	57%	59%	56%	+13%	63% ²
Operating profit (\$ million)	106	114	118	123	+10%	135
Operating profit margin	51%	51%	52%	50%	+8%	54%
Net profit (\$ million)	91	97	100	104	+10%	114
Return on equity	39%	39%	37%	36%	+11%	40%

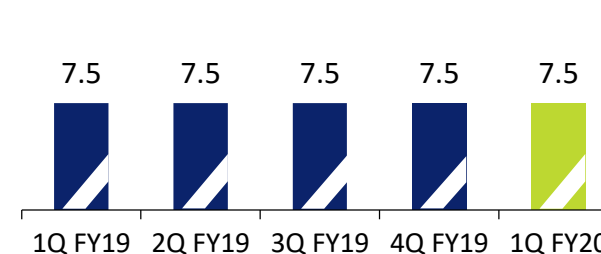
Operating cash flow per share (cents)



Earnings per share (cents)



Dividend per share (cents)



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

Appendix

Delivering growth with bolt-on investments

Supporting SGX's multi-asset strategy

Fixed Income, Currencies and Commodities

Fixed Income



One of the fastest growing **electronic fixed income trading platform** in the US

Currencies



Rapidly growing **FX electronic trading solution** which serves institutional investors with single point of access to global OTC FX network

Commodities



Operates as a **price discovery platform for container, sea and airfreight** with potential to be a global spot trade execution venue and index provider (FBX)



Provides an **FX post trade platform** as a middle and back office utility based on Distributed Ledger Technology (DLT)



Physical commodity electronic marketplace to produce Asia-centric commodity indices and derivatives in partnership with the Zall Group and GeTS

Equities

Equities— Cash



Private Markets – **Pre-IPO funding raising** help create a pipeline for public market capital raising on SGX

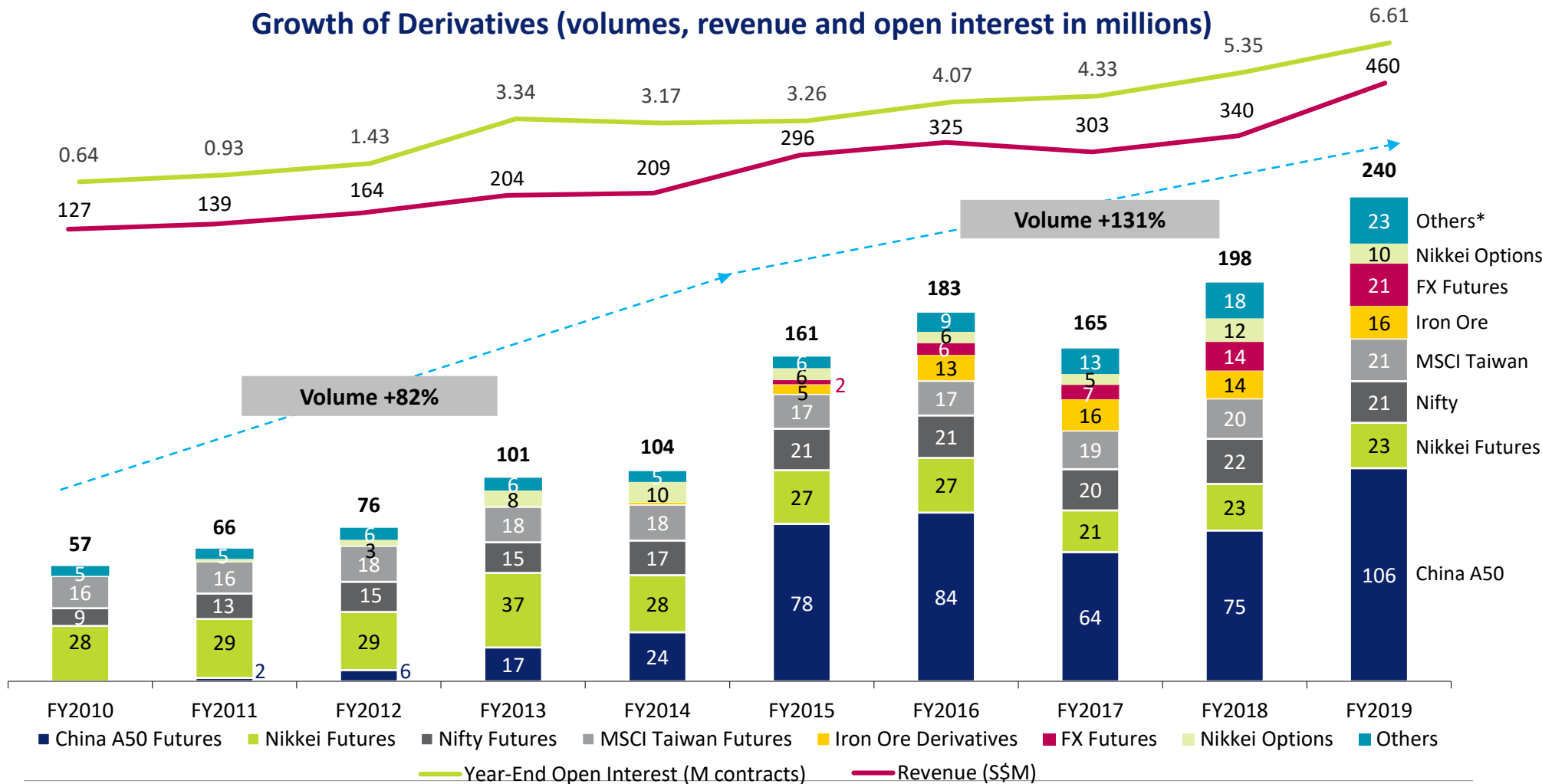


Private Markets - **Regulated tokenized fundraising** and trading venue for asset-backed security tokens

Rapidly growing offshore market for Asian Equity, Currencies and Commodities

Multi-asset exchange, covering a broad range of liquid Asian asset classes.

Growth of Derivatives (volumes, revenue and open interest in millions)



*Others comprise mainly MSCI Singapore Futures, FFA futures & swaps, and Rubber Futures.

High operating margin business

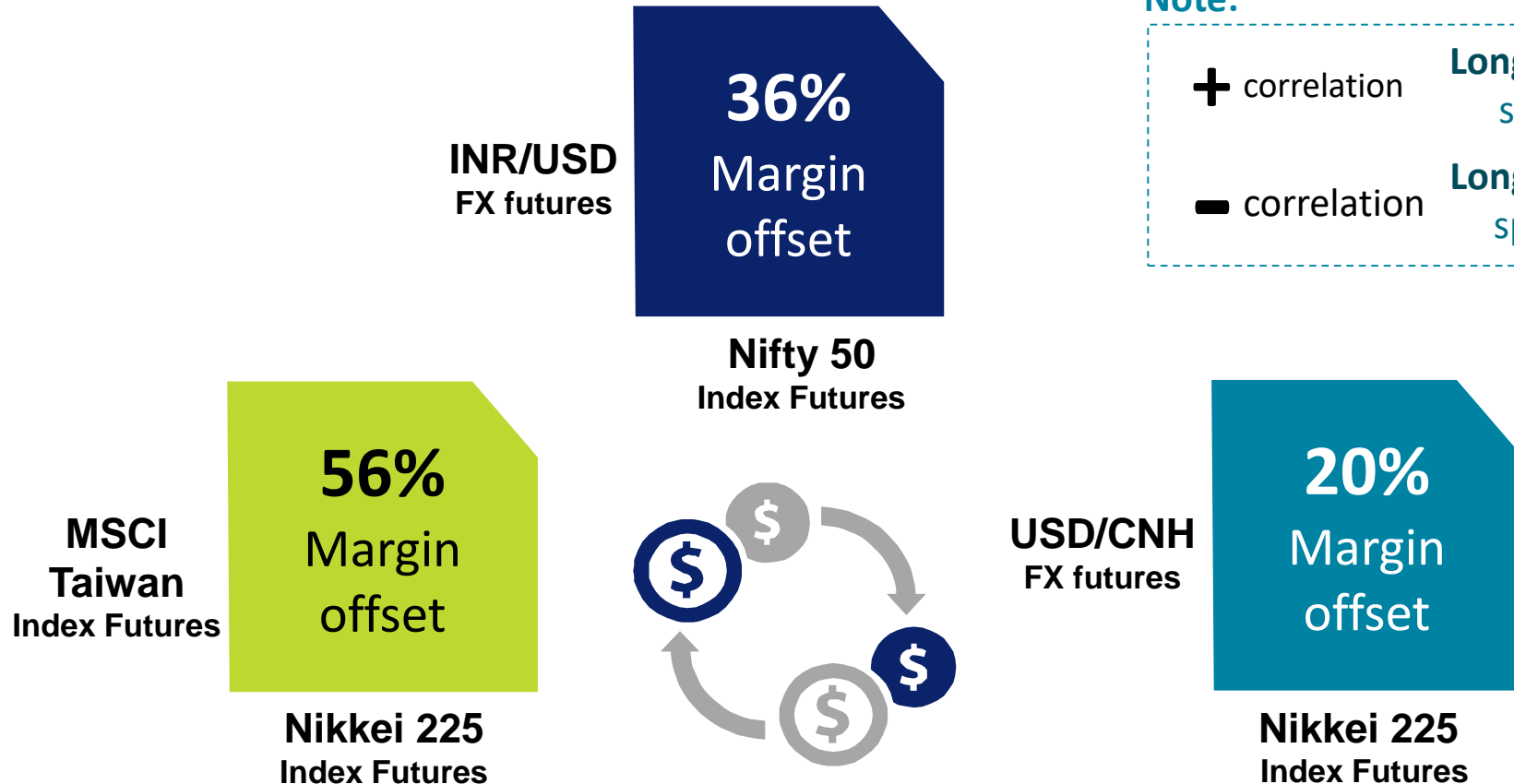
Operating Income Margin Trends			
Segment	FY2017	FY2018	FY2019
Equities and Fixed Income	56.0%	55.1%	44.9%
Derivatives	39.7%	43.7%	54.5%
Market Data and Connectivity	58.9%	53.3%	53.2%

Cross margining efficiencies

Correlated products, margin netting efficiencies

Note:

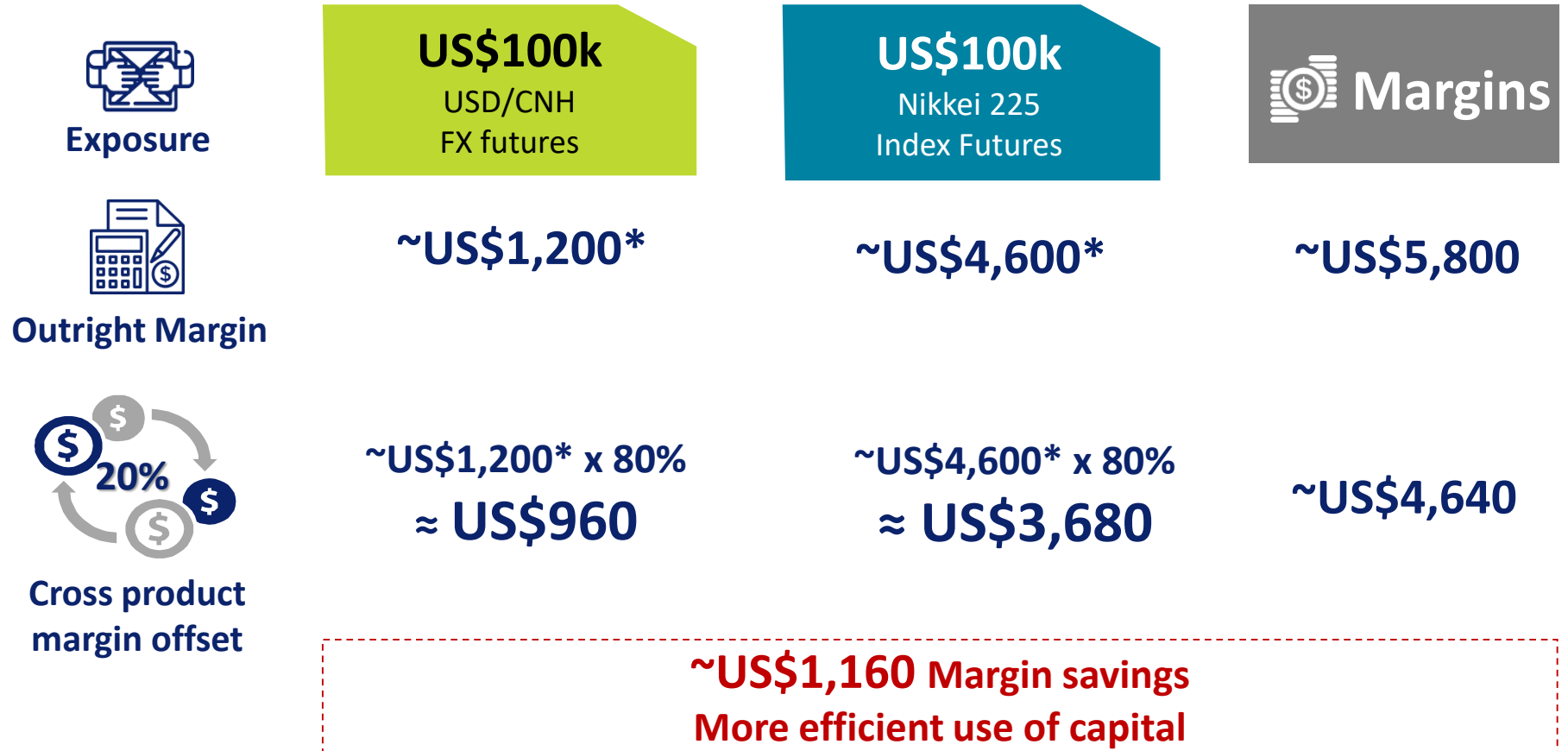
+ correlation Long – Short spread
- correlation Long – Long spread



Note: Based on Margin Schedule as of 3 June, full schedule available on SGX website

Cross margining example

More exposure with the same amount of margins



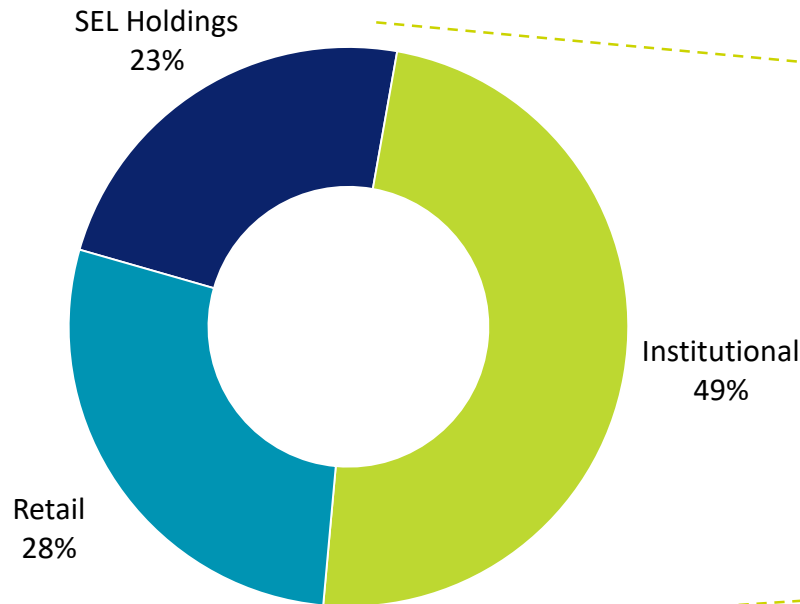
Note: Based on FX rate as of 3 June

Based on Margin Schedule as of 3 June, full schedule available on SGX website

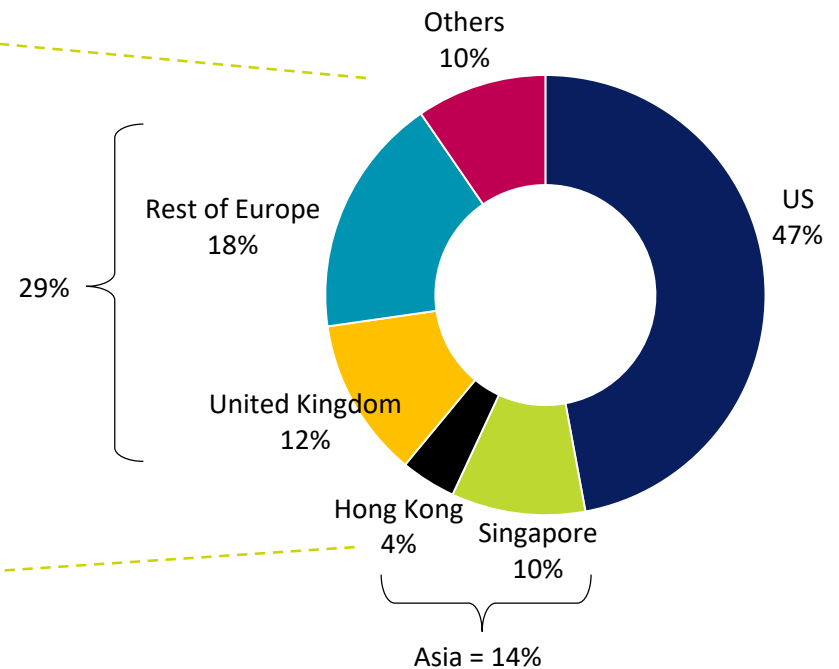
SGX shareholders' profile

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

SGX Shareholder Composition¹



Institutional Shareholding by Geography

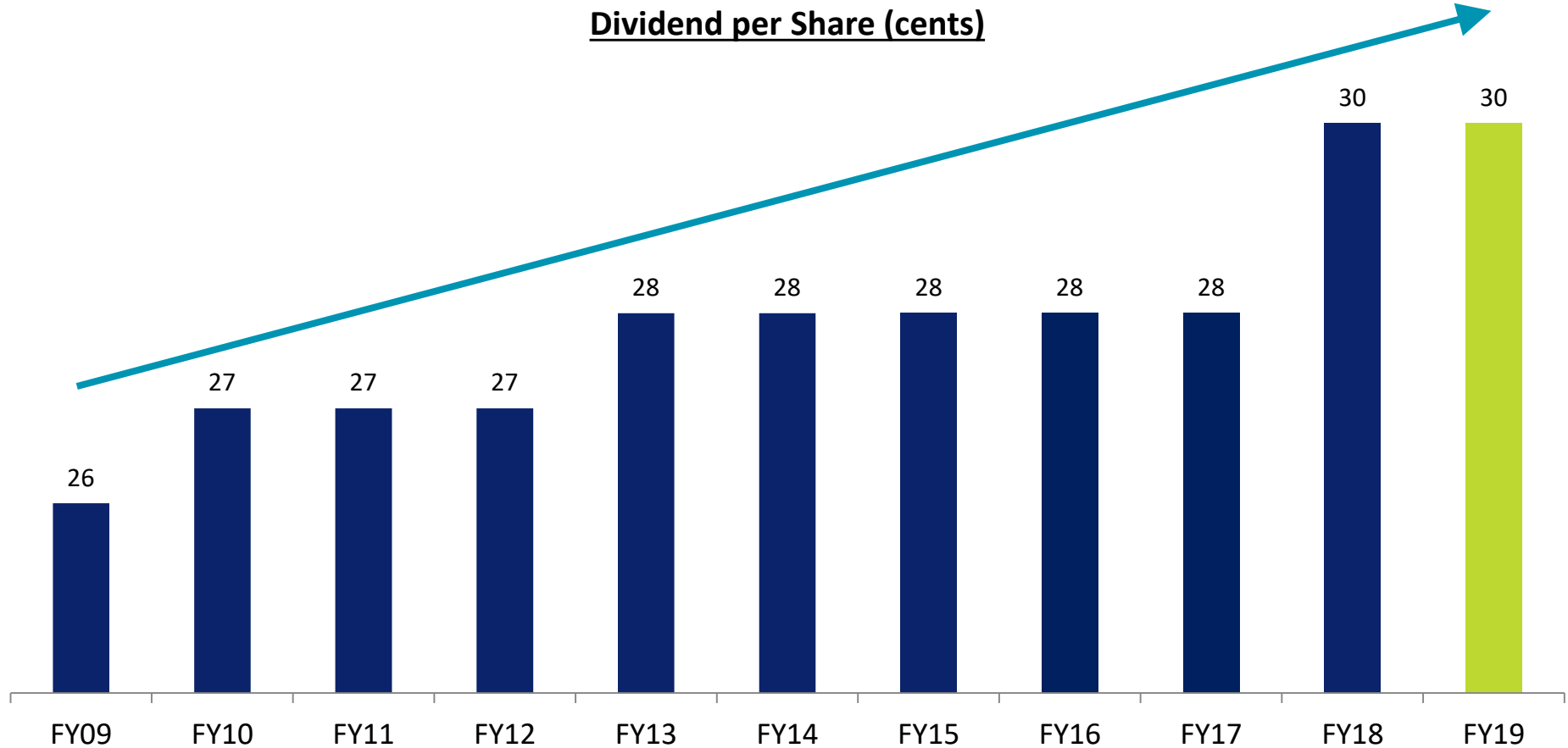


Note: Numbers may be subject to rounding.

¹As at 30 September 2019

10-Year dividend history

Committed to returning value to our shareholders



Thank You

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