

# Annual Press Conference FY 2020

Preliminary results

11 February 2021



DEUTSCHE BÖRSE  
GROUP

# Summary FY 2020 preliminary results

**+9%**

Net revenue growth  
2020

**Net revenue** increased **9%** to **€3.2 billion**.

**€1.2bn**

Net profit (adj.) 2020

Despite all challenges in 2020 **net profit reached** exactly the **full year guidance**.

**€3.00**

Dividend per share for  
2020

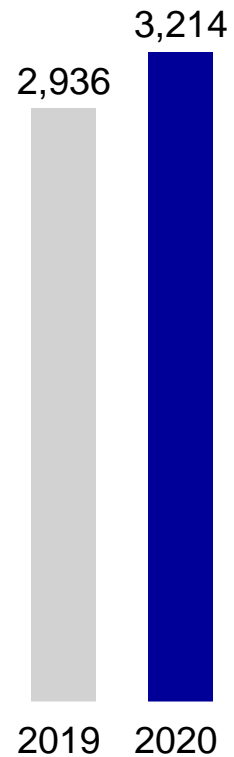
**Dividend** of **€3.00** proposed for **2020** (+3%);  
pay-out of 46% of adjusted net profit.

# Preliminary group financials

## FY 2020 | €m

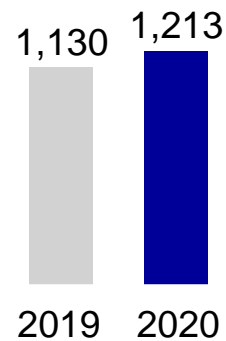
### Net revenue

↗ +9%  
↗ +7% (organic)



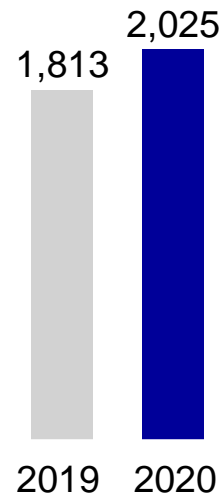
### Operating cost

↗ +7%  
↗ +3% (organic)



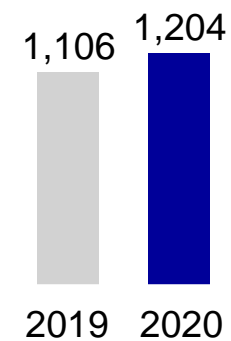
### EBITDA

↗ +12%  
↗ +11% (organic)



### Net profit

↗ +9%  
↗ +11% (organic)



### Note

- Secular **net revenue growth** of **5%**
- **All segments** contribute to secular growth
- **Net revenue growth** from **M&A** of **2%** (Axioma, UBS Fondcenter)

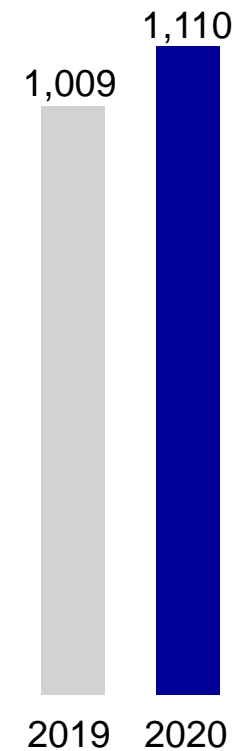
# Development of segment financials (I/IV)

## FY 2020 | €m

### Eurex

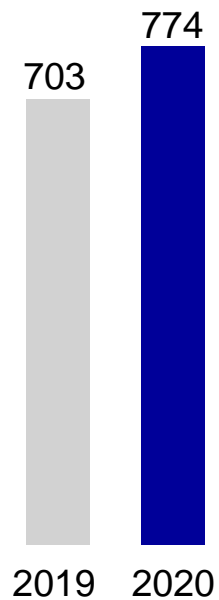
Net revenue

↗ +10%



EBITDA

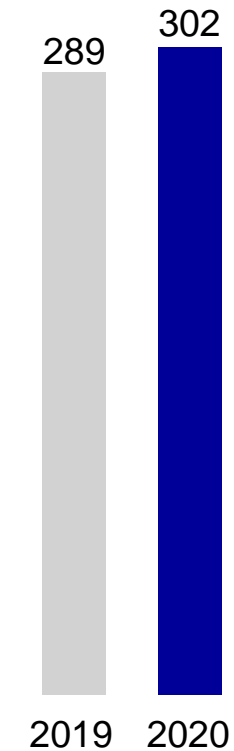
↗ +10%



### EEX

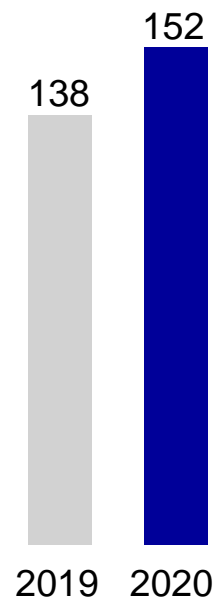
Net revenue

↗ +4%



EBITDA

↗ +9%



### Business activity

- **Eurex:** Strong growth in equity index derivatives and OTC Clearing
- **EEX:** Good secular growth through market share increases

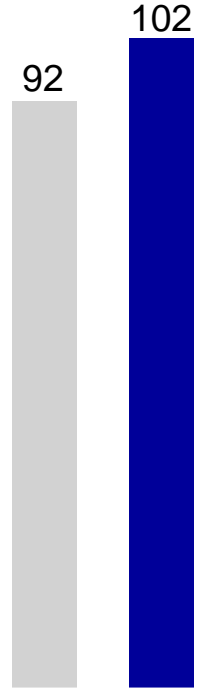
# Development of segment financials (II/IV)

FY 2020 | €m

## 360T

Net revenue

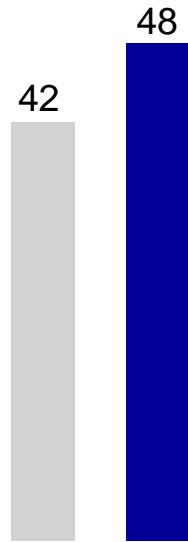
↗ +10%



2019 2020

EBITDA

↗ +15%

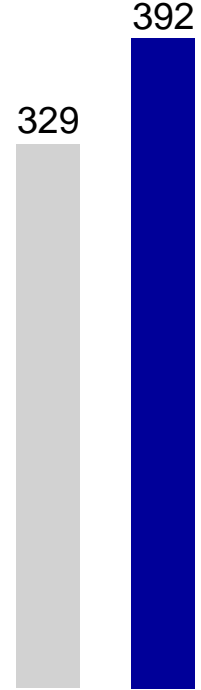


2019 2020

## Xetra

Net revenue

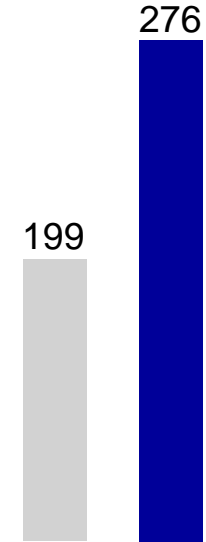
↗ +19%



2019 2020

EBITDA

↗ +39%



2019 2020

## Business activity

- **360T:** Benefiting from structural trend towards electrification
- **Xetra:** Market share in European DAX trading expanded to 73%

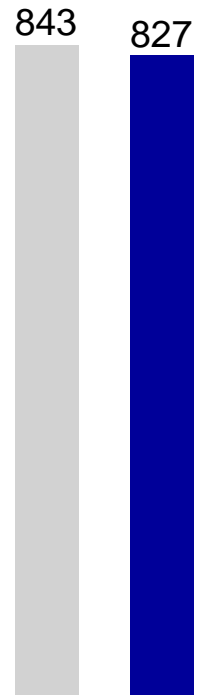
# Development of segment financials (III/IV)

## FY 2020 | €m

### Clearstream

Net revenue

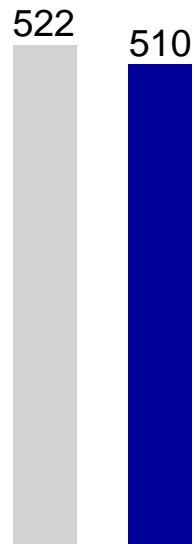
↘ -2%



2019 2020

EBITDA

↘ -2%

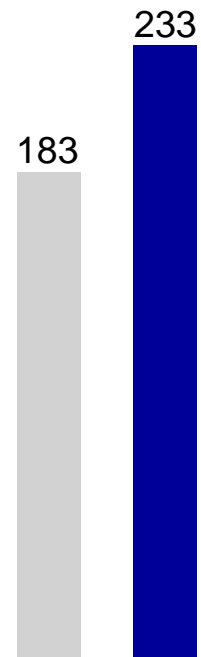


2019 2020

### IFS

Net revenue

↗ +27%  
↗ +17% (organic)



2019 2020

EBITDA

↗ +52%  
↗ +37% (organic)



2019 2020

### Business activity

- **Clearstream:** Declining net interest income from banking business, but significant growth in custody and settlement
- **IFS:** Continuous acquisition of new clients for central fund platform

# Development of segment financials (IV/IV)

## FY 2020 | €m

### Qontigo

Net revenue

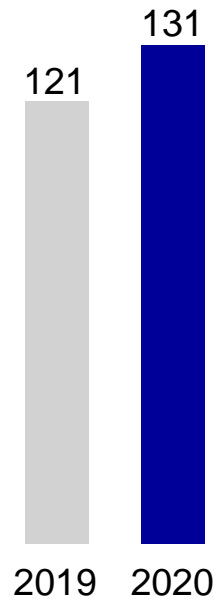
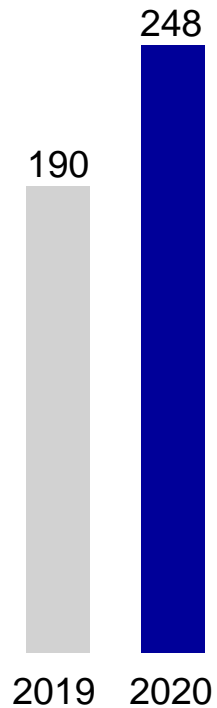
↗ +30%

↗ + 7% (organic)

EBITDA

↗ +9%

↗ +10% (organic)



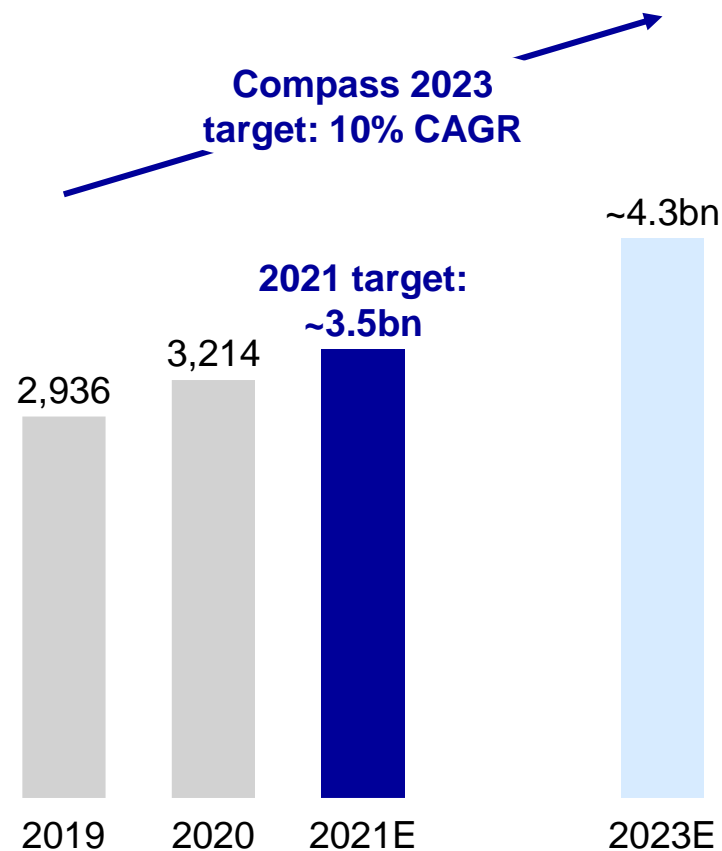
### Business activity

- **Qontigo:** Benefiting from shift to passive investment strategies and increasing importance of data

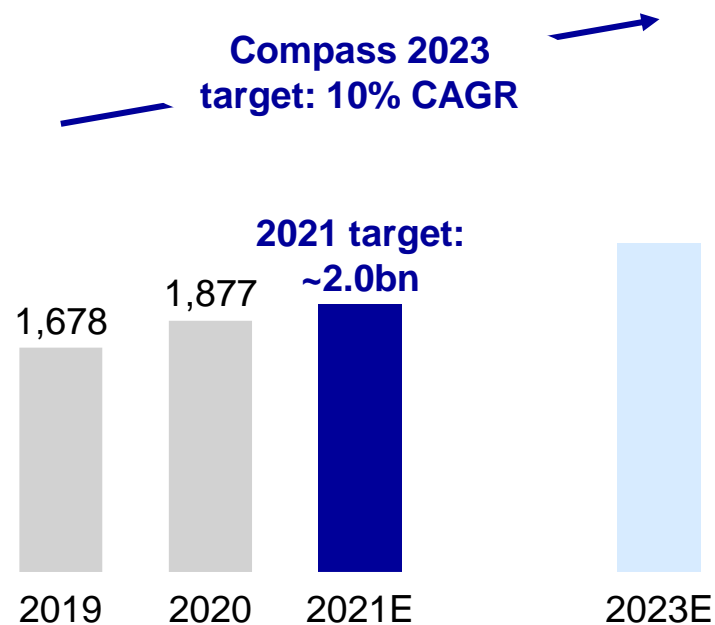
# Outlook

## FY 2021 | €m

### Net revenue guidance



### EBITDA (reported) guidance



### Note

- **Compass 2023** mid-term plan targets **10% net revenue growth CAGR** (5% secular + 5% M&A) and **10% EBITDA (reported) growth CAGR**
- For **2021** Deutsche Börse expects:
  - Overall **net revenue** of around **€3.5 billion** (including continued 5% secular growth)
  - **EBITDA** (reported) of around **€2.0 billion**
  - This includes all closed and announced M&A transactions to date (incl. ISS)



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