

Q2/2024

financial results

Analyst and Investor Conference Call
25 July 2024



DEUTSCHE BÖRSE
GROUP

Due to the good performance in the first half of the year and the positive outlook, we increase our guidance for 2024

| € | Q1/24 | Q2/24 | H1/24 |
|--------------------|----------------|----------------|------------------------------|
| Net revenue | 1,427m +16% | 1,450m +19% | 2,877m +17% |
| EBITDA | 875m +13% | 848m +16% | 1,723m +15% |

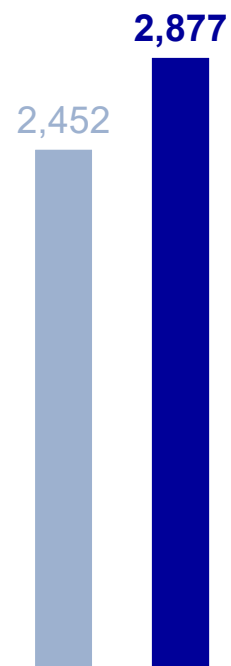
- The consolidation of **SimCorp** contributed **10% inorganic net revenue growth** in H1/2024; Software Solutions business performance is well on track to achieve our net revenue and synergy targets
- The **organic net revenue growth of 7%** in H1/2024 was mainly driven by our **secular growth** initiatives across the Group; in addition, we saw modest cyclical tailwinds from slightly higher interest rates and single peaks in market volatility
- **Key contributors of secular growth** in the first half were: client wins in Software Solutions and Foreign-exchange trading, market share gains in Commodities and the positive development in the core business of Securities Services
- Overall cost growth was mainly a result of the SimCorp consolidation; the **organic cost growth of 5%** in H1/2024 was driven by exceptionals, inflation and investments
- We increase our **guidance for 2024** to **>€5.7 billion net revenue** and **>€3.3 billion EBITDA**; this is driven by the good performance in H1 and the outlook for H2 with fewer interest rate cuts than originally expected

Group financials

H1/2024

Net revenue | €m

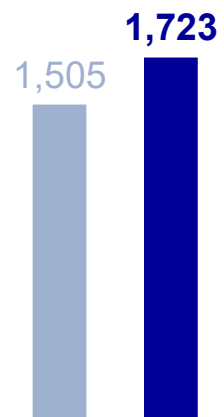
- ↗ +17%
- ↗ +7% (organic)



H1/23 H1/24

EBITDA | €m

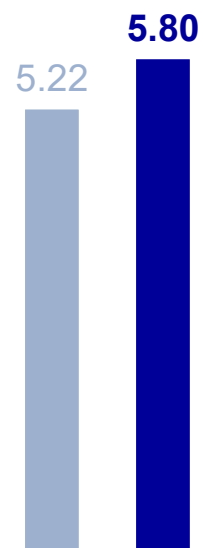
- ↗ +15%
- ↗ +10% (organic)



H1/23 H1/24

Cash EPS¹ | €

- ↗ +11%



H1/23 H1/24

Details

| | |
|---------------------------|-----------------|
| Treasury result | €536m +10% |
| Operating cost | €1,166m +26% |
| Financial investments | €12m |
| Depreciation ² | €246m |
| Financial result | €-80m |
| Net profit | €996m +9% |
| EPS | €5.42 |

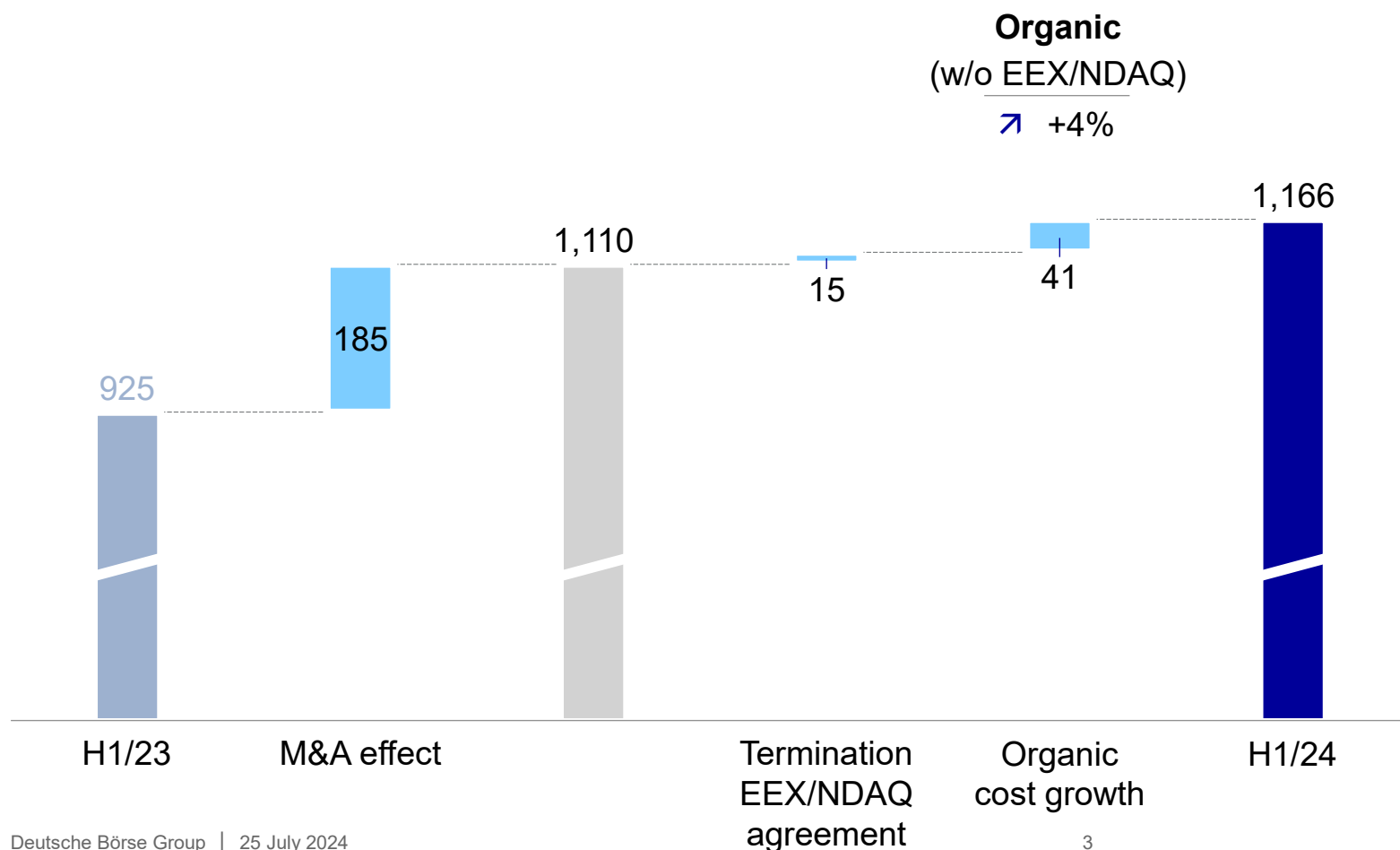
1) EPS before purchase price allocations (ppa)

2) Incl. ~€95m ppa effects

Operating costs

H1/2024

Operating cost bridge | €m



Note

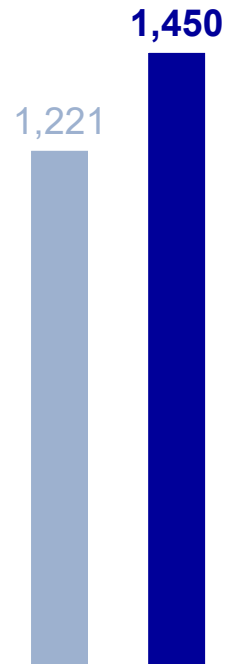
- M&A base effect mainly due to SimCorp consolidation
- Organic cost growth of 5% was driven by exceptional costs, inflation and additional investments
- Exceptional operating costs in H1/24:
 - Effect from termination of agreement between EEX and Nasdaq to acquire Nordic power derivatives business: €15 million
 - Costs to achieve Investment Management Solutions synergies: €18 million (~€50 million for 2024)

Group financials

Q2/2024

Net revenue | €m

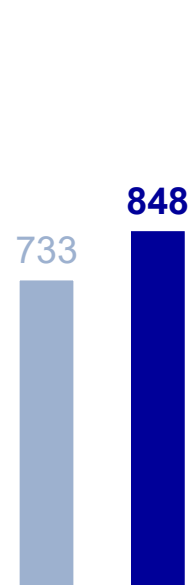
- ↗ +19%
- ↗ +8% (organic)



Q2/23 Q2/24

EBITDA | €m

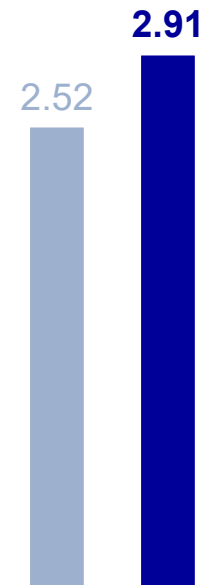
- ↗ +16%
- ↗ +12% (organic)



Q2/23 Q2/24

Cash EPS¹ | €

- ↗ +15%



Q2/23 Q2/24

Note

- Continued secular net revenue growth complemented by slight cyclical tailwinds from temporary increases of volatility
- Organic operating cost increased by 6% (4% w/o EEX/NDAQ), which was mainly driven by exceptional costs, inflation and additional investments
- Exceptional effects in Q2/24:
 - Costs: €23 million (€8 million costs to achieve IMS synergies; €15 million EEX/NDAQ)
 - D&A: €10 million software impairment in Securities Services
 - Tax: €28 million tax reimbursement

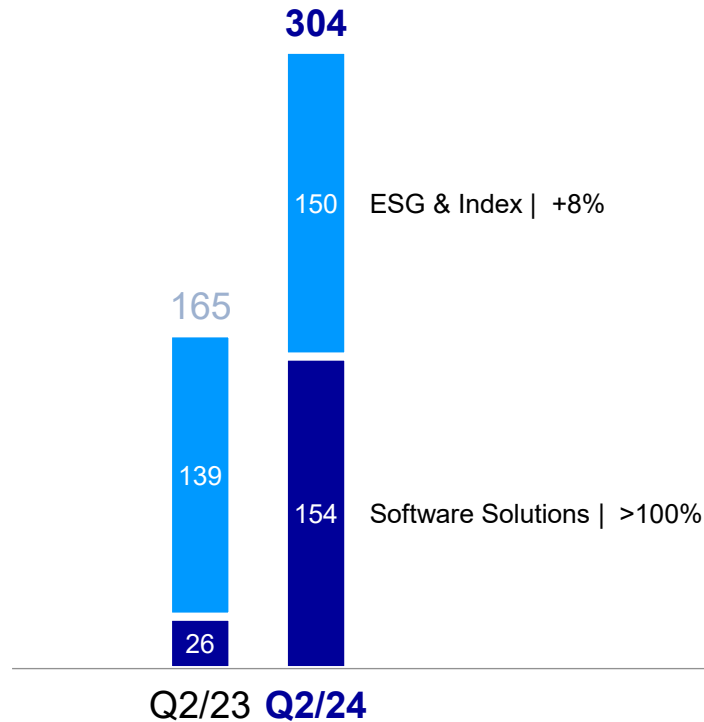
- EPS before purchase price allocations (ppa)

Investment Management Solutions

Q2/2024

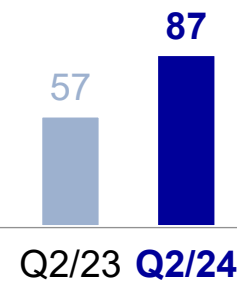
Net revenue | €m

- ↗ +84%
- ↗ +7% (organic)



EBITDA | €m

- ↗ +53%
- ↗ +2% (organic)



Business development

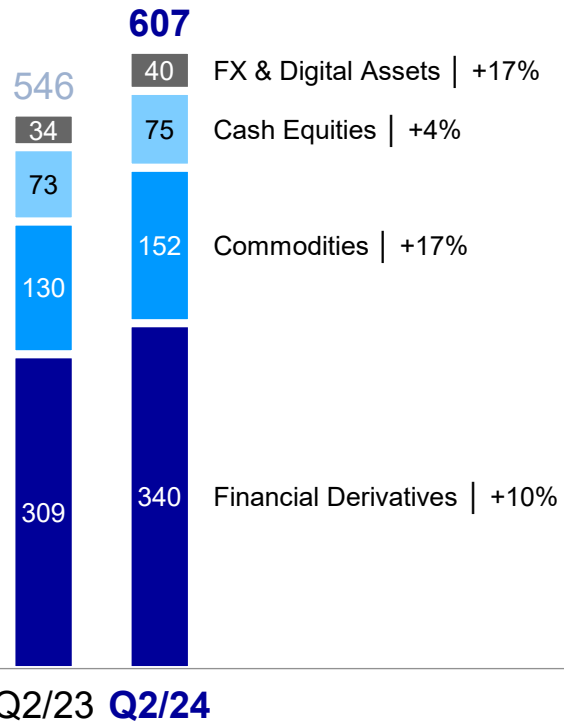
- Software Solutions benefited from renewals, new clients and upsells at SimCorp, but saw higher point in time comparables at Axioma; SimCorp's net revenue of €133 million above Q1/24 and in-line with expectations
- Software Solutions annual recurring revenue (ARR) continued to increase and amounted to €549 million at the end of Q2/24 (+14% y-o-y)
- Further growth of demand for ESG products, while headwinds for Market Intelligence solutions have been offset by non-ESG point in time revenue
- EBITDA impacted by exceptional costs of €8 million (IMS synergies) and -€7 million net valuation effect in financial investments

Trading & Clearing

Q2/2024

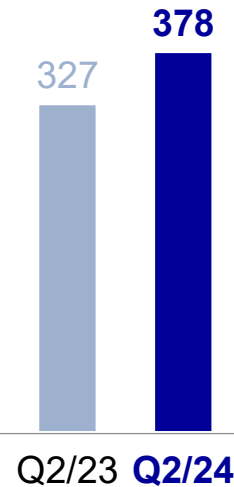
Net revenue | €m

↗ +11%



EBITDA | €m

↗ +16%



Business development

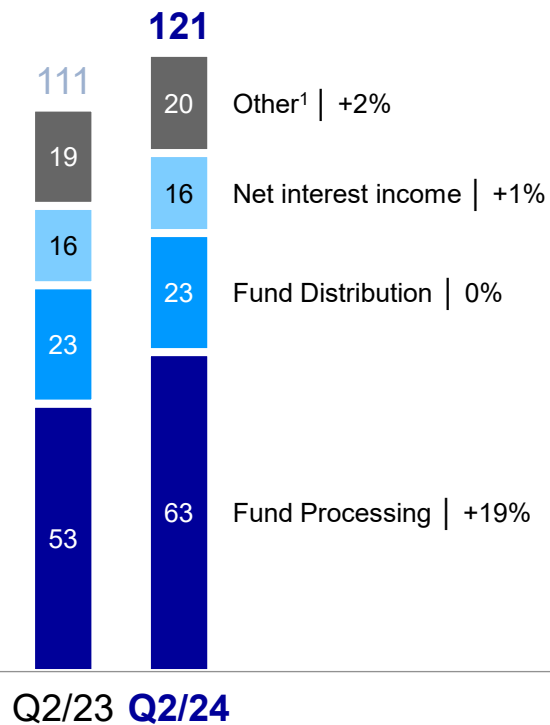
- Financial Derivatives positively impacted by temporarily higher equity market volatility and lower comparables in Q2/23; continued high fixed income derivatives volumes partly offset by incentives as part of the STIR partnership programme
- Commodities were driven by continued high volumes in power products, mainly due to market share gains and new clients
- In foreign exchange, new clients (buy side) and regions (US/APAC) by far overcompensated lower volatility
- EBITDA impacted by €8 million net valuation effect in financial investments

Fund Services

Q2/2024

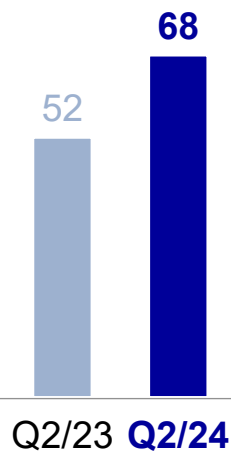
Net revenue | €m

↗ +10%



EBITDA | €m

↗ +31%



Business development

- Fund Services segment benefitted from higher equity market levels and growth from new clients and portfolios, resulting in record levels of assets under custody

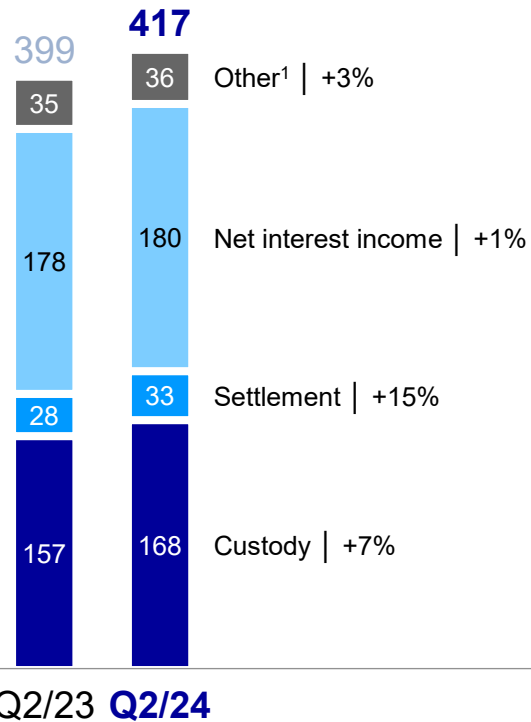
1) Incl. net revenue from connectivity and fund data

Securities Services

Q2/2024

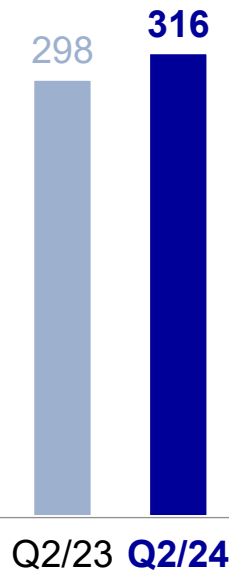
Net revenue | €m

↗ +5%



EBITDA | €m

↗ +6%



Business development

- Securities Services positively affected by ongoing high level of fixed income issuance activity and higher equity market levels, resulting in record levels of assets under custody and settlement transactions
- Continued high interest rates and stable cash balances drive record net interest income

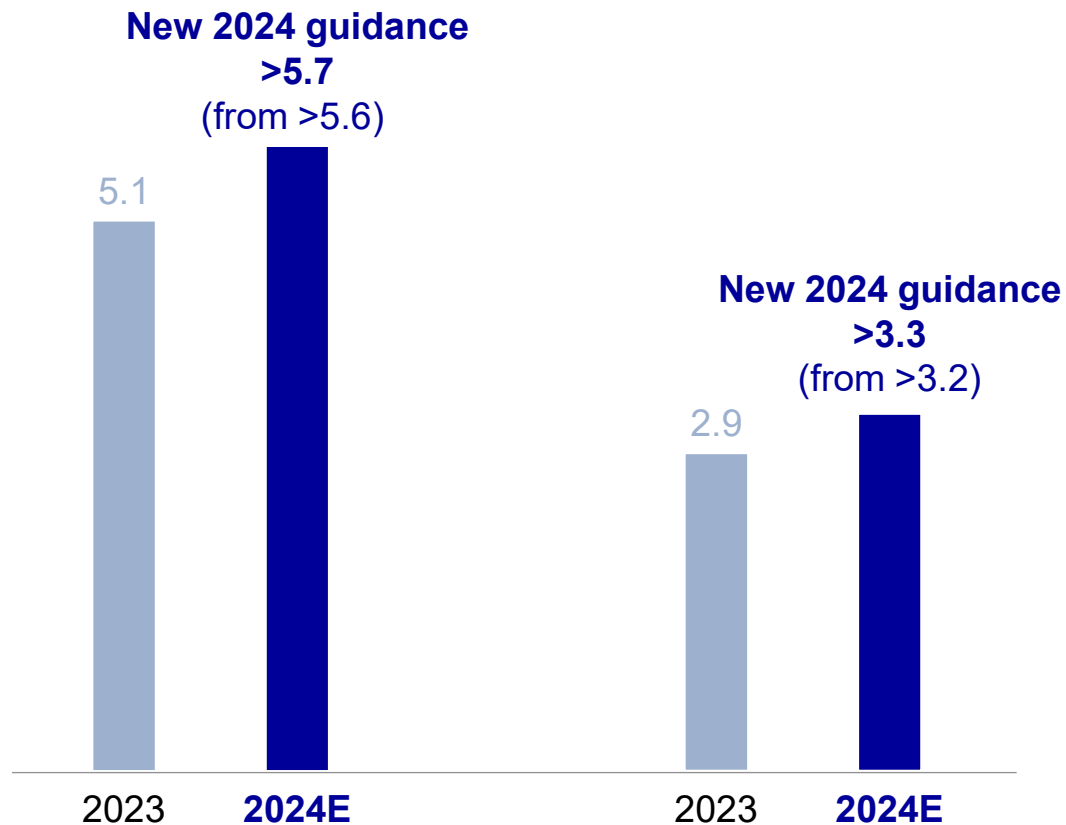
1) Incl. net revenue from connectivity, account services and reporting

Outlook

FY/2024

Net revenue | €bn

EBITDA | €bn



- For 2024 we originally expected net revenue of more than €5.6 billion and EBITDA of more than €3.2 billion
- Mainly because of the better-than-expected performance in Commodities and higher net interest income expectations, we increase our guidance for the full year
- We now expect net revenue of more than €5.7 billion and EBITDA of more than €3.3 billion for 2024

Appendix



Income statement – group level

| Income statement €m | Q2/24 | Q2/23 | Change % |
|--|----------------|----------------|-----------|
| Sales revenue | 1,471.5 | 1,191.0 | 24 |
| Treasury result from banking business | 274.5 | 259.8 | 6 |
| Other operating income | 4.0 | 18.8 | -79 |
| Total revenue | 1,750.0 | 1,469.6 | 19 |
| Volume-related costs | -300.5 | -249.0 | 21 |
| Net revenue | 1,449.5 | 1,220.6 | 19 |
| Staff costs | -409.5 | -315.3 | 30 |
| Other operating expenses | -191.5 | -156.7 | 22 |
| Operating costs | -601.0 | -472.0 | 27 |
| Result from financial investments | -0.4 | -15.6 | -97 |
| Earnings before interest, tax, depreciation and amortisation (EBITDA) | 848.1 | 733.0 | 16 |
| Depreciation, amortisation and impairment losses | -128.2 | -90.0 | 42 |
| Earnings before interest and tax (EBIT) | 719.9 | 643.0 | 12 |
| Financial result | -37.6 | -10.3 | 265 |
| Earnings before tax (EBT) | 682.3 | 632.7 | 8 |
| Income tax expense and other tax | -162.3 | -171.5 | -5 |
| Net profit for the period | 520.0 | 461.2 | 13 |
| thereof attributable to Deutsche Börse shareholders | 498.6 | 443.2 | 13 |
| thereof attributable to non-controlling interests | 21.4 | 18.0 | 19 |
| Earnings per share (basic) (€) | 2.72 | 2.41 | 13 |
| Earnings per share before purchase price allocations (Cash EPS) (€) | 2.91 | 2.52 | 15 |

Detailed income statement – Investment Management Solutions

| Income statement | | | | Volume | | | Revenue per volume | | |
|-----------------------------------|---------------|--------------|-------------|---------------|--------|-------------|--------------------|-----|-------------|
| | Q2/24 €m | Q2/23 €m | Change % | Unit | Volume | Change % | Unit | RPV | Change % |
| Net revenue | 304.0 | 165.1 | 84 | | | | | | |
| Software Solutions | 153.7 | 26.2 | 487 | ARR (€m) | 549 | 14 | | | |
| On-premises | 50.0 | 0.0 | | | | | | | |
| SaaS (incl. Analytics) | 63.5 | 26.2 | 142 | | | | | | |
| Other | 40.2 | 0.0 | | | | | | | |
| ESG & Index | 150.3 | 138.9 | 8 | | | | | | |
| ESG | 62.0 | 57.6 | 8 | | | | | | |
| Index ¹ | 50.9 | 51.6 | -1 | AuM (€bn) | 123 | 12 | | | |
| Other ² | 37.4 | 29.7 | 26 | Contracts (m) | 188 | 6 | | | |
| Operating costs | -210.2 | -99.6 | 111 | | | | | | |
| Result from financial investments | -7.1 | -8.8 | -19 | | | | | | |
| EBITDA | 86.7 | 56.7 | 53 | | | | | | |

1) Incl. ETF, exchange licences and other licences

2) ISS non-ESG business

Detailed income statement – Trading & Clearing

| | Income statement | | | Volume | | | Revenue per volume | | |
|-----------------------------------|------------------|---------------|-------------|------------------|--------|-------------|--------------------|-------|-------------|
| | Q2/24 €m | Q2/23 €m | Change % | Unit | Volume | Change % | Unit | RPV | Change % |
| Net revenue | 606.8 | 545.6 | 11 | | | | | | |
| Financial Derivatives | 339.6 | 309.0 | 10 | | | | | | |
| Equities ¹ | 139.8 | 122.4 | 14 | Contracts (m) | 301 | 11 | €/contract | 0.464 | 3 |
| Fixed Income ² | 141.1 | 123.4 | 14 | Contracts (m) | 248 | 47 | €/contract | 0.568 | -22 |
| Other ³ | 58.7 | 63.2 | -7 | | | | | | |
| Commodities | 152.0 | 130.1 | 17 | | | | | | |
| Power ⁴ | 74.7 | 57.0 | 31 | TWh | 2,985 | 44 | €/TWh | 0.025 | -9 |
| Gas | 23.7 | 22.8 | 4 | TWh | 1,743 | 4 | €/TWh | 0.014 | -0 |
| Other | 53.6 | 50.3 | 7 | | | | | | |
| Cash Equities | 75.3 | 72.5 | 4 | | | | | | |
| Trading | 34.0 | 30.5 | 11 | Order book (€bn) | 340 | 14 | bps | 0.100 | -2 |
| Other ⁵ | 41.3 | 42.0 | -2 | | | | | | |
| FX & Digital Assets ⁶ | 39.9 | 34.0 | 17 | ADV (€bn) | 149 | 16 | bps | 0.268 | 1 |
| Operating costs | -236.6 | -216.8 | 9 | | | | | | |
| Result from financial investments | 7.6 | -2.1 | -462 | | | | | | |
| EBITDA | 377.8 | 326.7 | 16 | | | | | | |

1) Incl. index and equity derivatives, margin fees

2) Incl. interest rate derivatives, OTC clearing, Repo, margin fees

3) Incl. Eurex data and Eurex other

4) Incl. power spot and power derivatives

5) Incl. Xetra data, listing and Xetra other

6) Incl. trading and 360T other

Detailed income statement – Fund Services

| Income statement | | | | Volume | | | Revenue per volume | | |
|-----------------------------------|--------------|--------------|-------------|-----------|--------|-------------|--------------------|-------|-------------|
| | Q2/24 €m | Q2/23 €m | Change % | Unit | Volume | Change % | Unit | RPV | Change % |
| Net revenue | 121.3 | 110.6 | 10 | | | | | | |
| Fund Processing ¹ | 62.8 | 52.7 | 19 | AuC (€bn) | 3,646 | 13 | bps p.a. | 0.689 | 5 |
| Fund Distribution | 23.3 | 23.2 | 0 | | | | | | |
| Net interest income | 15.6 | 15.5 | 1 | | | | | | |
| Other | 19.6 | 19.2 | 2 | | | | | | |
| Operating costs | -53.3 | -54.4 | -2 | | | | | | |
| Result from financial investments | 0.0 | -4.3 | -100 | | | | | | |
| EBITDA | 68.0 | 51.9 | 31 | | | | | | |

1) Incl. custody and settlement

Detailed income statement – Securities Services

| Income statement | | | | Volume | | | Revenue per volume | | |
|-----------------------------------|---------------|---------------|-------------|--------------------|--------|-------------|--------------------|-------|-------------|
| | Q2/24 €m | Q2/23 €m | Change % | Unit | Volume | Change % | Unit | RPV | Change % |
| Net revenue | 417.4 | 399.3 | 5 | | | | | | |
| Custody ¹ | 168.3 | 157.4 | 7 | AuC (€bn) | 15,076 | 6 | bps p.a. | 0.447 | 1 |
| Settlement | 32.8 | 28.4 | 15 | Transactions (m) | 23.3 | 30 | € | 1.408 | -11 |
| Net interest income | 180.0 | 178.4 | 1 | Cash balances (€m) | 16,991 | -0 | % p.a. | 4.238 | 1 |
| Other ² | 36.3 | 35.1 | 3 | | | | | | |
| Operating costs | -100.9 | -101.2 | -0 | | | | | | |
| Result from financial investments | -0.9 | -0.4 | 125 | | | | | | |
| EBITDA | 315.6 | 297.7 | 6 | | | | | | |

1) Incl. custody and collateral management

2) Incl. net revenue from connectivity, account services and reporting

Financial calendar and contact details

Financial calendar

| | |
|------------------------|---|
| 3 September 2024 | Commerzbank & ODDO BHF Corporate Conference (Frankfurt) |
| 3 September 2024 | HSBC Milan Day (Milan) |
| 23 September 2024 | Goldman Sachs German Corporate Conference (Munich) |
| 25 September 2024 | BofA Annual Financials CEO Conference (London) |
| 22 October 2024 | Publication quarterly statement Q3/2024 |
| 23 October 2024 | Analyst and investor conference call Q3/2024 |
| 26 November 2024 | Deutsches Eigenkapitalforum (Frankfurt) |

Deutsche Börse AG

Investor Relations

Mergenthalerallee 61

65760 Eschborn

Germany

Phone: +49 69 211 11670

Fax: +49 69 211 14608

E-Mail: ir@deutsche-boerse.com

www.deutsche-boerse.com/ir_e

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