

Annual General Meeting of Deutsche Börse Aktiengesellschaft Frankfurt/Main

15 May 2014

Development of Group and segmental financials in 2013

Group

Net revenue

€1,912.3 million (−1%)

Net interest income

€35.9 million (−31%)

Operating costs¹⁾

€967.6 million (+5%)

EBIT¹⁾

€954.0 million (−5%)

Tax rate¹⁾

26% (stable)

Net income¹⁾

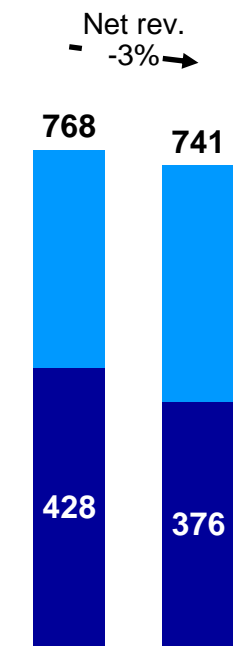
€636.8 million (−4%)

Earnings per share¹⁾

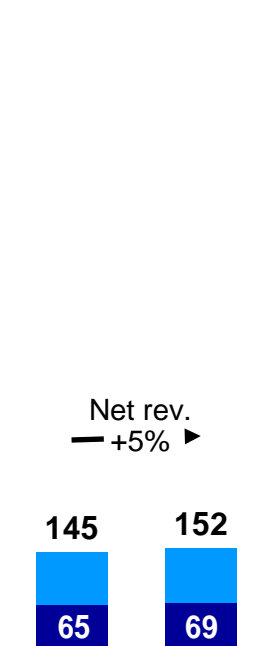
€3.46 (−2%)

Segments

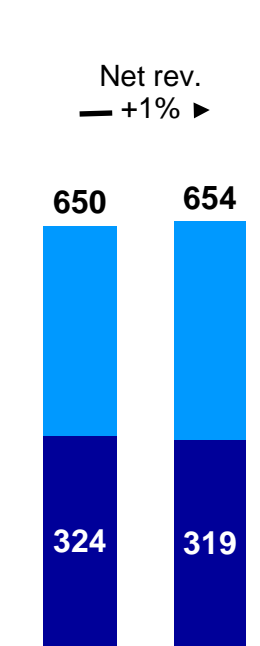
Eurex



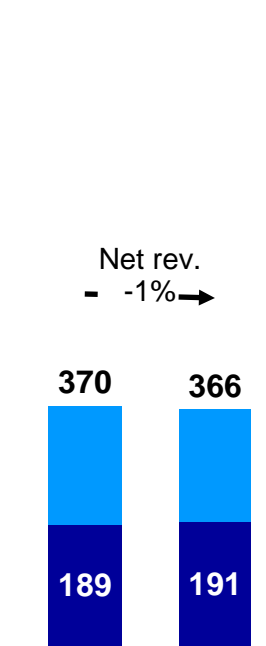
Xetra



Clearstream



MD+S



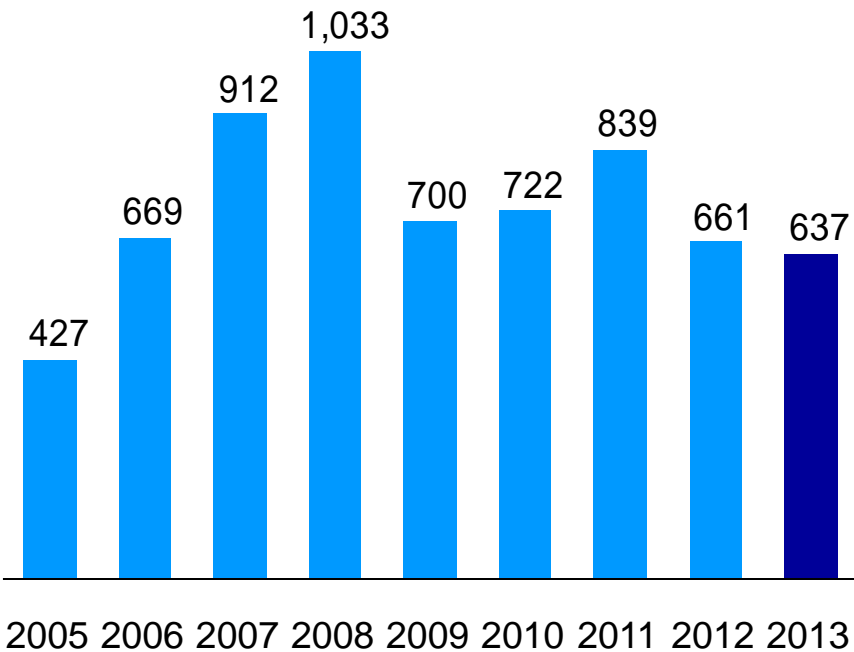
€m Net revenue EBIT¹⁾

1) Adjusted for costs for efficiency programmes and merger-related costs (2012: €36.2 million, 2013: €86.2 million) as well as costs relating to the OFAC settlement (2013: €129.0 million)

Stable dividend of €2.10 per share proposed for 2013

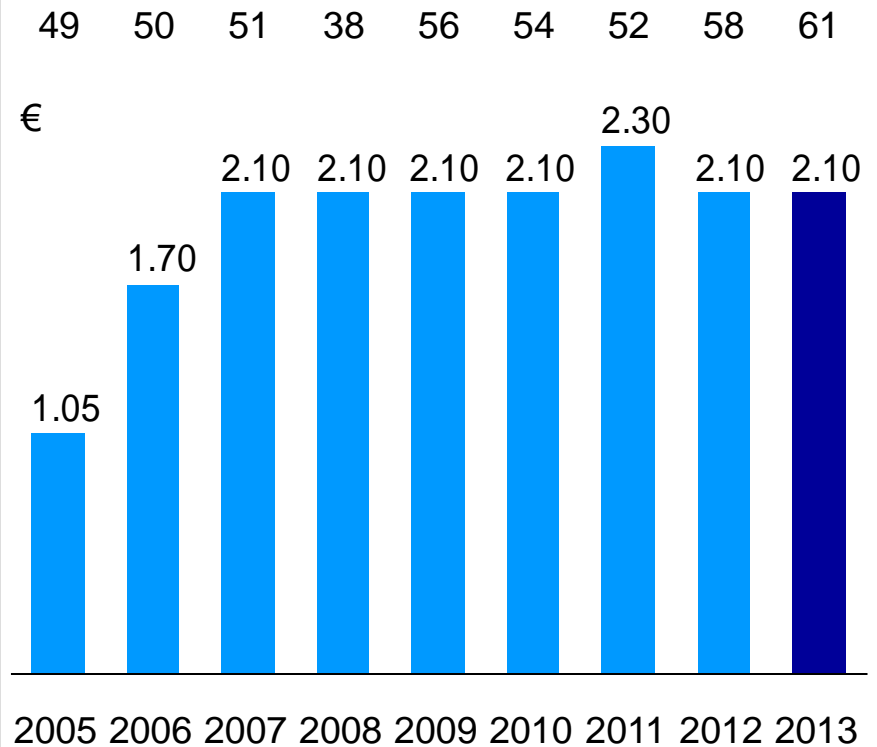
Net income

€m¹⁾



Attractive dividend distribution

Pay-out ratio (%)¹⁾



1) Adjusted for extraordinary items

Development of Group and segmental financials in Q1/2014

Group

Net revenue

€514.2 million (+6%)

Net interest income

€8.4 million (+2%)

Operating costs¹⁾

€243.4 million (+6%)

EBIT^{1),2)}

€271.6 million (+5%)

Tax rate^{1),2)}

26% (stable)

Net income^{1),2)}

€184.7 million (+9%)

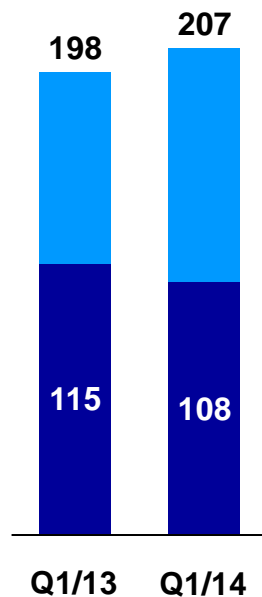
Earnings per share^{1),2)}

€1.00 (+9%)

Segments

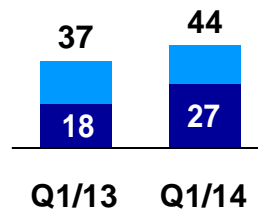
Eurex

Net rev.
— +5% ▶



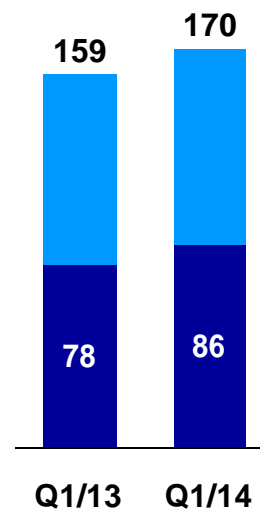
Xetra

Net rev.
— +19% ▶



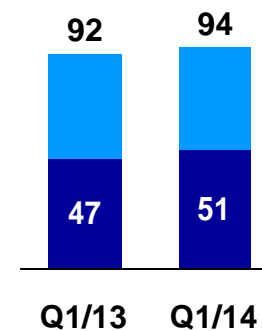
Clearstream

Net rev.
— +7% ▶



MD+S

Net rev.
— +2% ▶



€m Net revenue EBIT^{1),2)}

1) Adjusted for costs for efficiency programmes and merger-related costs (Q1/2013: €65.8 million; Q1/2014: €4.4 million)

2) Adjusted for one-off income of €62.7 million relating to Direct Edge Holdings, LLC and BATS Global Markets, Inc. merger booked in the result from equity investments in the Eurex segment

Overview management priorities

Growth strategy

1 Extend products and services to unsecured / unregulated markets

- Expand Eurex's clearing / risk management capabilities
- Global roll-out of collateral and liquidity management services

2 Expand technological leadership

- Foster product, process and system innovation
- Combine market data and IT in one segment

3 Increase reach in new customer groups and growth regions

- Expand customer reach
- Partnerships as well as mergers and acquisitions (M&A)

Effective cost management

- Cost discipline remains key priority
- Further efficiency gains targeted

Commitment to capital management

- Maintain strong credit rating profile
- Continue attractive capital management

EurexOTC Clear service offering addresses client needs in new regulatory environment

Value proposition

1
Integrated full asset class offering

2
Best-in-class risk management

3
Portfolio risk management

4
Collateral management

5
Client asset protection

Description

Only **fully integrated cross-asset class** clearing house in Europe: **market leadership** in listed derivatives (equity and fixed income), attractive OTC offering and unique products like Euro GC Pooling® under a single legal framework

Proven risk management based **on leading risk model** and **real-time capabilities** increase safety for clients

Unparalleled capital efficiencies through portfolio risk management, allowing cross-margining between listed and OTC products (netting efficiency of up to 70–80 per cent)

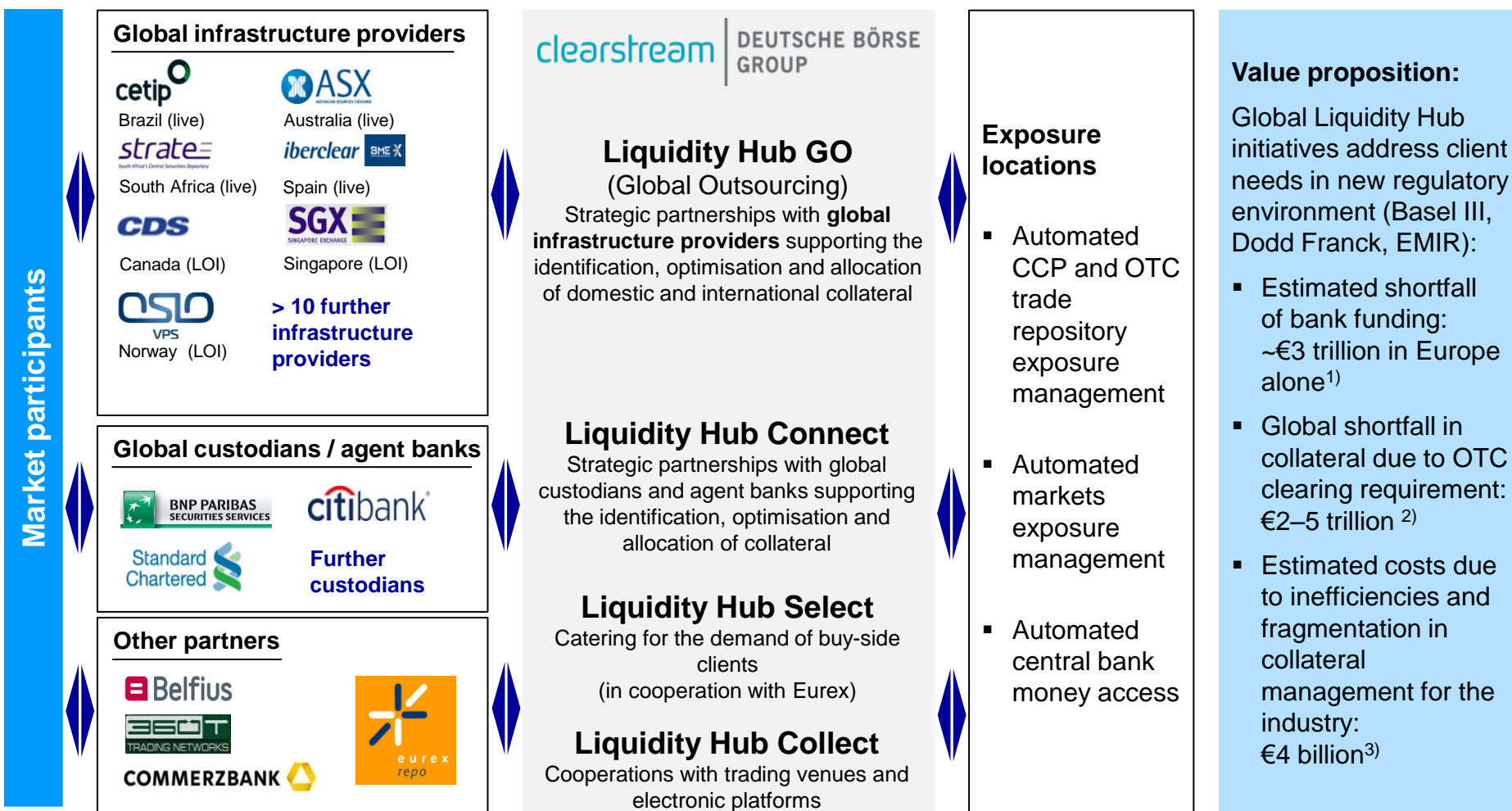
Accepting a **broad range of collateral** allows for flexibility to manage and re-use collateral including access to central bank accounts and liquidity

Unique individual clearing model addresses buy-side requirements and provides for **segregation, asset protection and portability** of client positions and collateral

Unique position to be successful in OTC clearing confirmed by strong support of sell- and buy-side firms:

- 32 clearing members including all major global sell-side banks connected
- 120 buy-side firms signed up for onboarding
- Open interest is starting to build
- EMIR authorisation received in April 2014

Expansion of collateral management services under Global Liquidity Hub initiatives



1) Quantitative impact study of Basel Committee on Banking Supervision (December 2010)

2) Celent study “Cracking the Trillion Dollar Collateral Optimization Question” (August 2012)

3) Accenture and Clearstream study “Collateral Management” (2011)

Deutsche Börse Group's Asian growth initiatives are based on successful expansion of business

	2007	2013	Current initiatives
Sales revenue	< €50 million	> €100 million	<ul style="list-style-type: none"> Strategic cooperation with Bank of China to develop RMB market
Staff	< 30	> 110	<ul style="list-style-type: none"> Cooperation with TAIFEX in derivatives strengthened by acquisition of 5 % stake
Representative offices	Hong Kong, Singapore, Tokyo	Beijing, Hong Kong, Singapore, Tokyo	<ul style="list-style-type: none"> MoU with SET to facilitate development of markets between Thailand and Germany
Operations hub	–	Singapore	<ul style="list-style-type: none"> Progress in Clearstream's Liquidity Hub; ASX connected, SGX in pipeline
Regulatory registrations	–	Banking licence in Singapore	<ul style="list-style-type: none"> Build-up of clearing house for derivatives in Singapore Technology alliance with BSE now covers cash and derivatives
Partners	–	ASX, BSE, Hong Kong Monetary Authority, KRX, SGX, Standard Chartered, TAIFEX	<ul style="list-style-type: none"> Partnership with Shanghai Stock Exchange to distribute market data products in China Acquisition of majority stake in Cleartrade to complement commodity offering

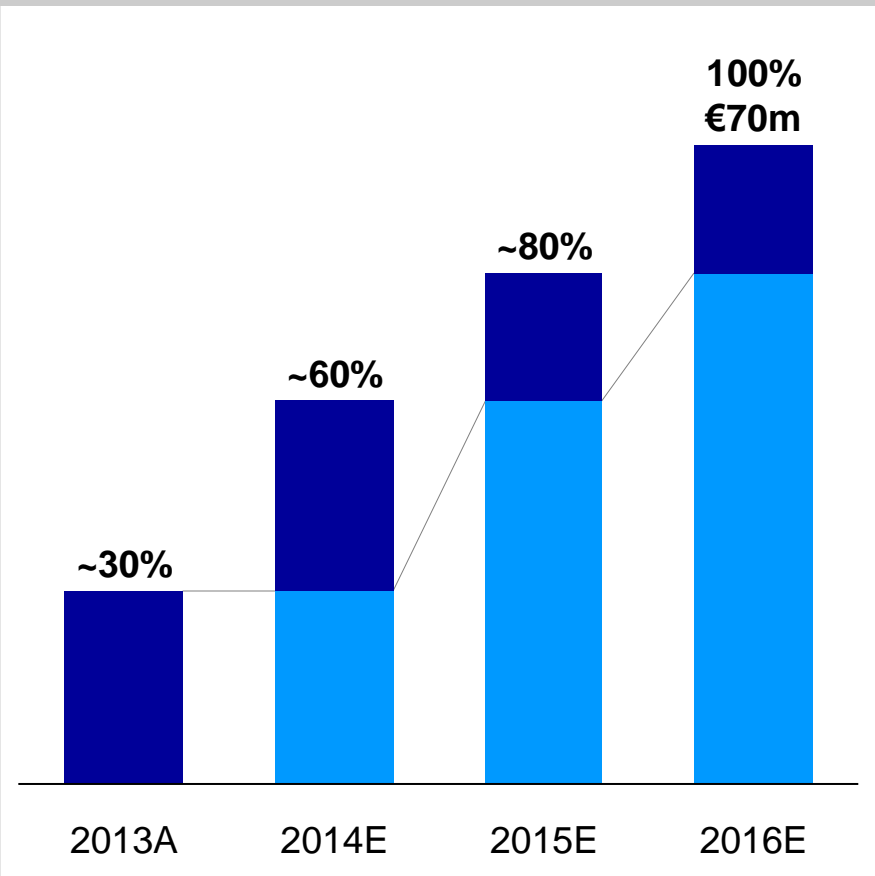
Objective: increase revenue with Asian customers or products by €100 million by 2017

Efficiency measures introduced in 2013 fully on track

Efficiency measures

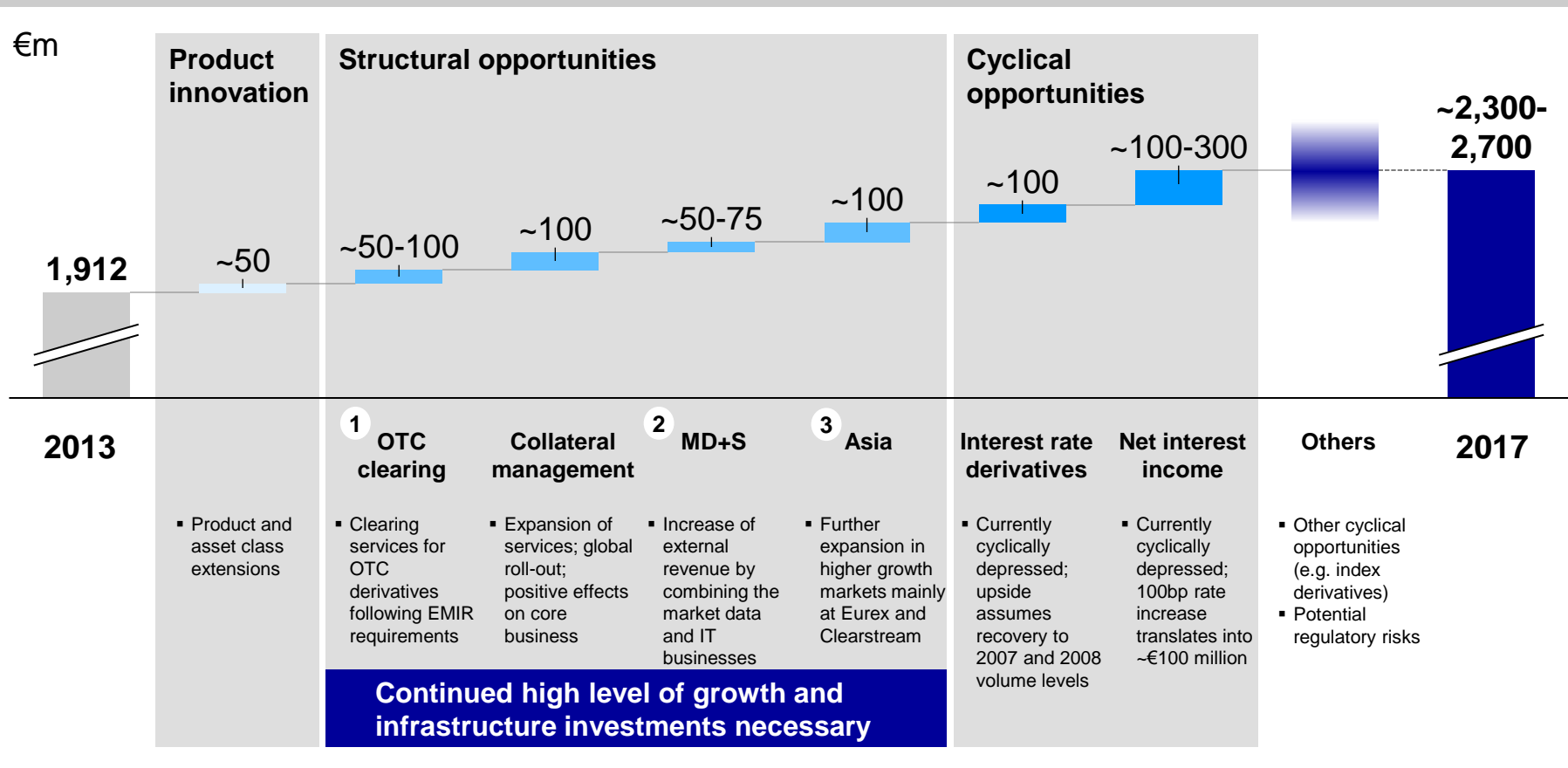
- Planned savings in personnel and non-personnel costs of €70 million per annum by 2016
- Non-personnel cost: €45 million, e.g. through a reduction of expenditure for external consulting as well as IT operating cost
- Personnel cost: €25 million, voluntary leaver programme for around 120 staff members and around 50 executives
- Implementation costs for the measures of around €110 million expected

Ramp-up of cost savings



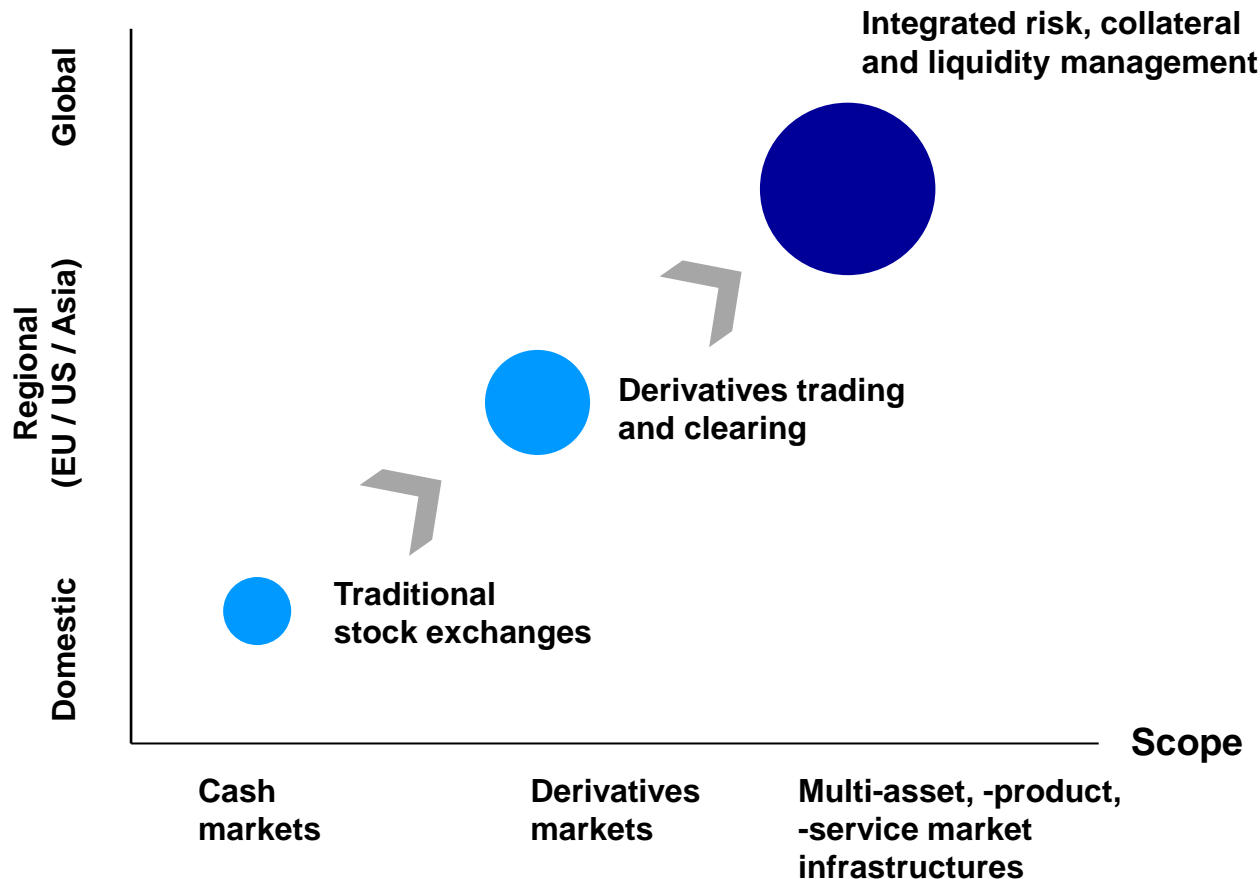
Substantial incremental revenue from structural and cyclical drivers expected

Illustration of mid- to long-term net revenue opportunities



Our strategy is focused on becoming the preeminent global provider for integrated risk, collateral and liquidity management

Internationality



Success factors

- Leading derivatives market with best-in-class clearing and risk management
- Global post-trade provider with unique collateral management capabilities
- High-quality market data and leading European benchmark indices
- Superior technology with best-in-class performance and reliability
- Track record for innovating the industry
- Market leadership in many products and services
- Dedicated workforce with an entrepreneurial spirit



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