

# Business Performance

Fourth quarter and  
FY/2010

**BME**   
BOLSAS Y MERCADOS ESPAÑOLES

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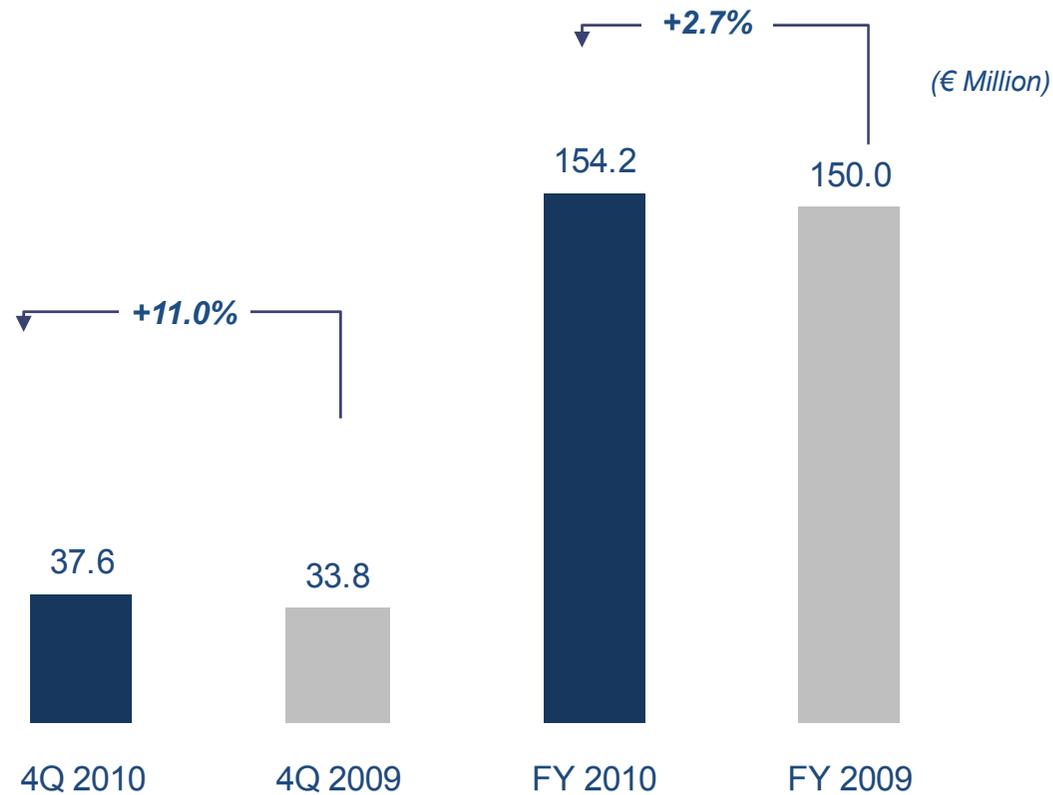
E. Business Drivers

# Introduction and Highlights

- **Results**
- **Adjusted Results**
- **Dividends**
- **Solid operating leverage**
- **Value Creation**
- **Investment inflows– regulated markets**
- **Considerations about consolidation**

# Results

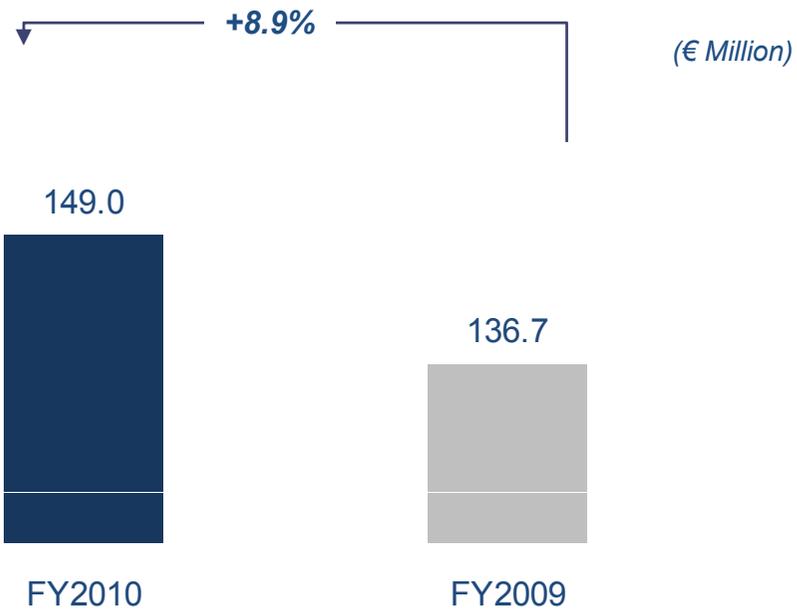
## Quarterly Net Profits



2010 Net Profit grew 2.7%

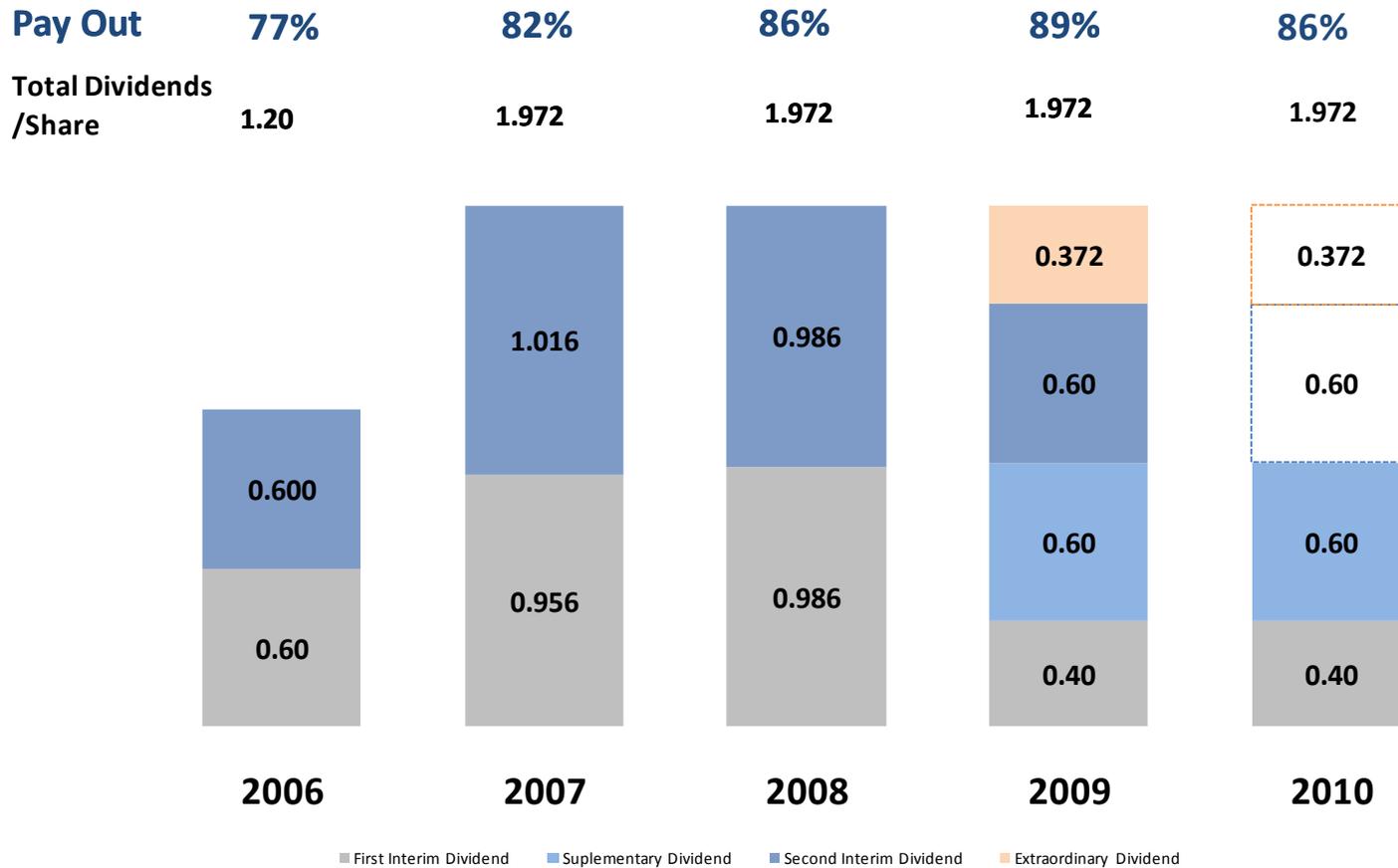
# Adjusted Results

## Net Profits



Stripping out extraordinary items net profit raised 8.9%

# Dividends: Maximizing shareholders' returns



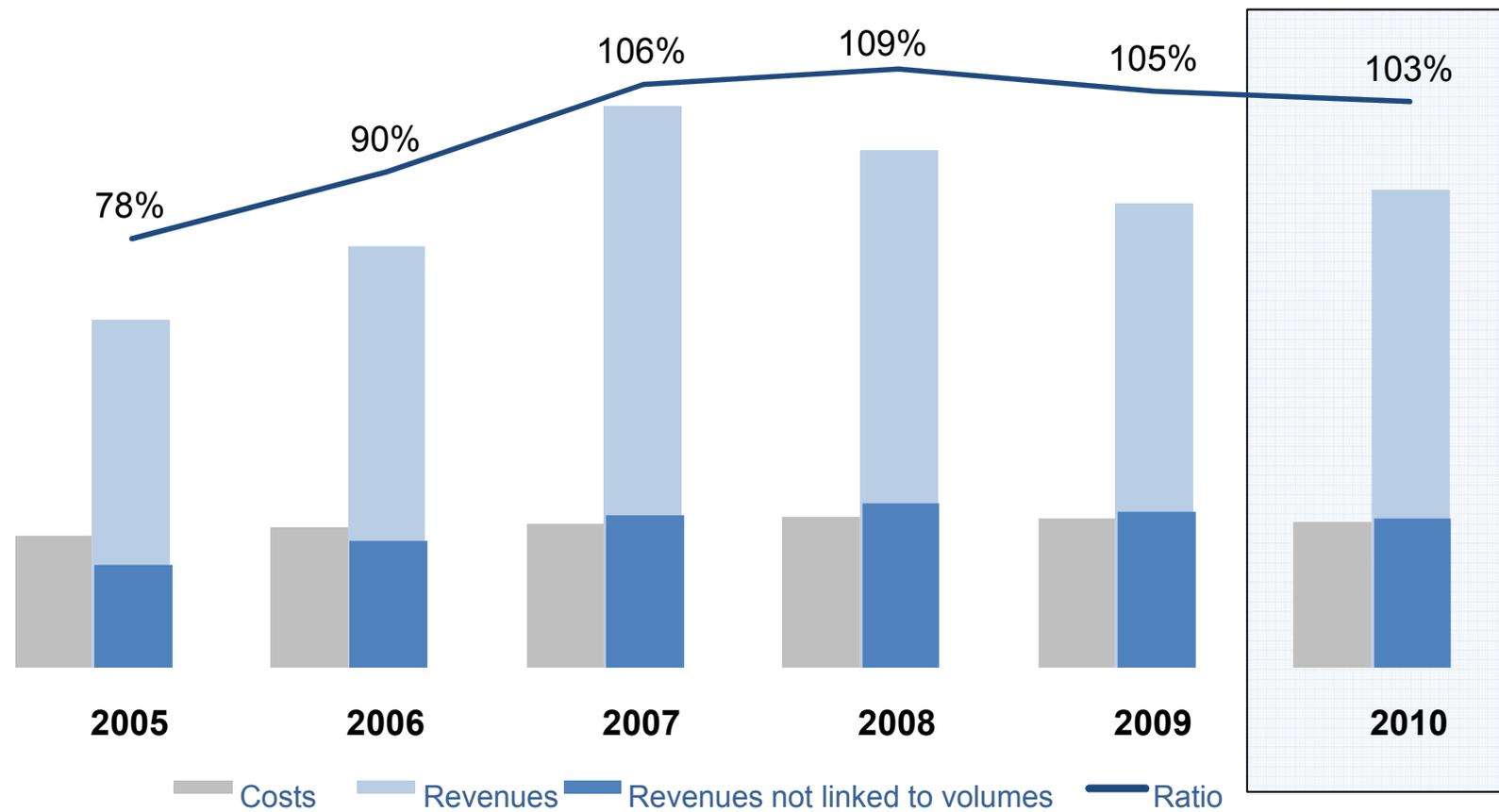
## Dividend proposal: maintenance of dividend/share

Supplementary Dividend: 0.6 €/share => Ordinary Pay Out Ratio: 86%

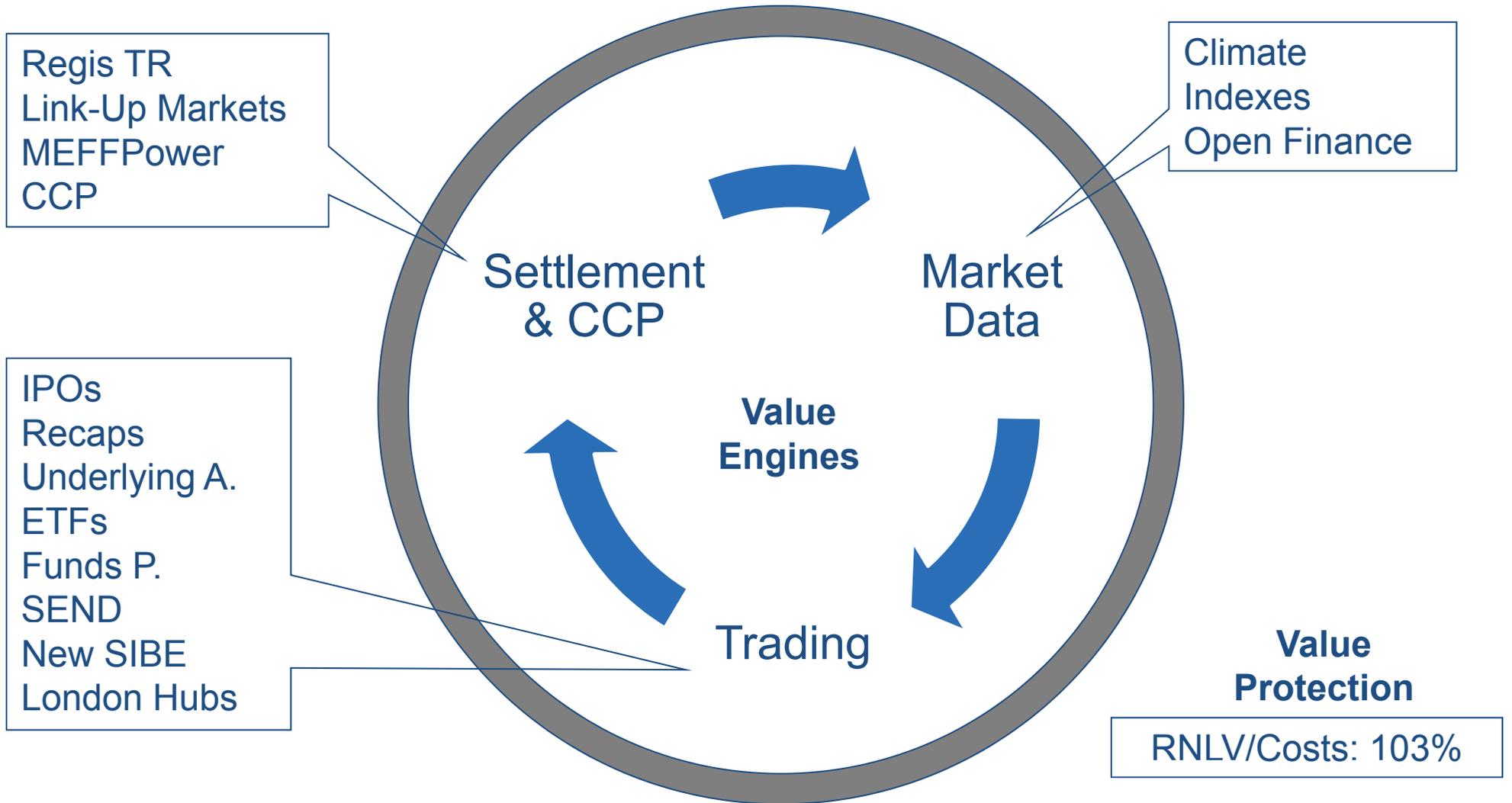
Extraordinary Dividend: 0.372 €/share

Business Evolution January – December 2010

# Solid operating leverage



# Value Creation



# Investment inflows – regulated markets

- Issuances in equity have been strengthened as a result of the process of restructuring the financial sector, which focuses mainly on the savings banks and plans for the privatization of the public sector
- Investment flows channeled through the stock exchange of listed companies rose 78.4% in FY2010
- Once again, the capital raising role of regulated markets is highlighted. Liquidity fragmentation has endangered this key role while it has taken place

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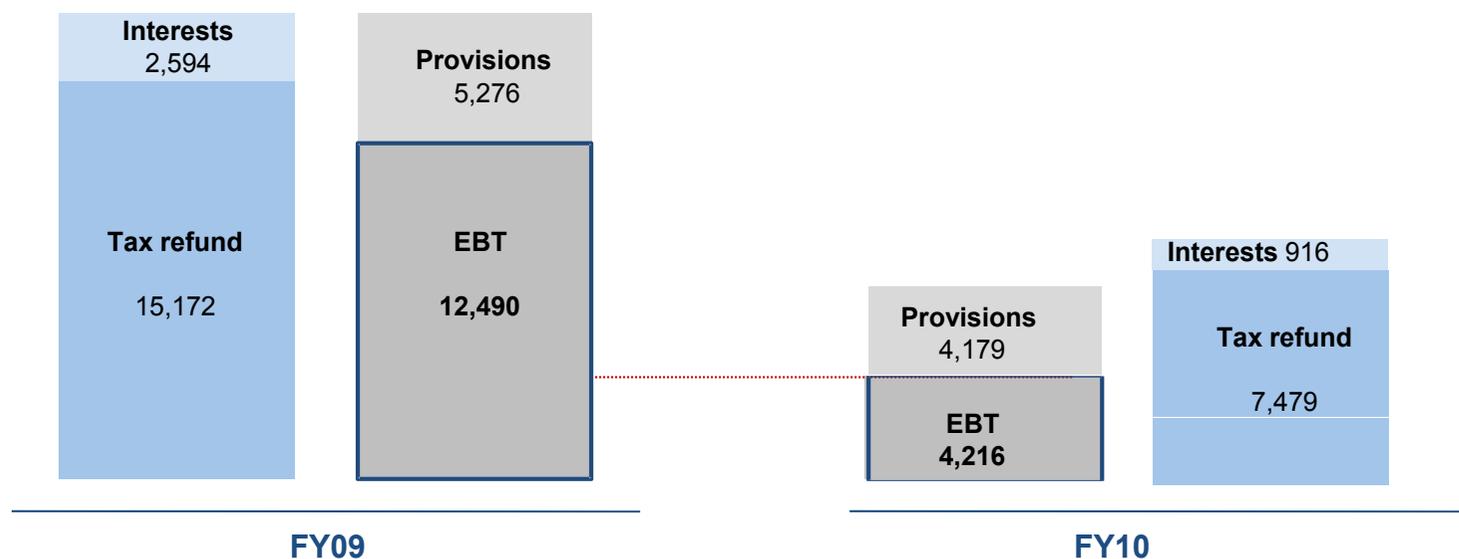
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# Extraordinary Items 2010 vs 2009

[Thousands of euros]



Extraordinary items contributed 12.5 million euros to EBT in FY09, compared to 4.2 million euros in FY10

# Profit and Loss Account 4Q10

<i>Thousands of €</i>	<b>4Q 2010</b>	<b>4Q 2009</b>	<b>%</b>	<b>FY 2010</b>	<b>FY 2009</b>	<b>%</b>
<b>Revenues</b>	81,507	77,293	5.5%	326,249	316,658	3.0%
<b>Expenses</b>	(25,544)	(27,230)	-6.2%	(103,199)	(106,866)	-3.4%
<b>EBITDA</b>	55,963	50,063	11.8%	223,050	209,792	6.3%
<b>EBIT</b>	53,924	48,032	12.3%	214,997	202,352	6.2%
<b>Financial results</b>	1,432	113	1167.3%	3,039	4,957	-38.7%
<b>EBT</b>	54,745	48,057	13.9%	217,071	206,906	4.9%
<b>Net Profit</b>	<b>37,558</b>	<b>33,828</b>	<b>11.0%</b>	<b>154,152</b>	<b>150,036</b>	<b>2.7%</b>

# Adjusted P/L Account: Cost Control

<i>Thousands of €</i>	Extraordinary Items		Adjusted Revenues/Costs		%
	FY2010	FY2009	FY2010	FY2009	
<b>Revenues</b>	7,479	15,172	318,770	301,486	5.7%
<b>Expenses</b>	(4,179)	(5,276)	(99,020)	(101,590)	-2.5%
<b>EBITDA</b>	3,300	9,896	219,750	199,896	9.9%
<b>EBIT</b>	3,300	9,896	211,697	192,456	10.0%
<b>Financial results</b>	916	2,594	2,123	2,363	-10.2%
<b>EBT</b>	4,216	12,490	212,855	194,416	9.5%
<b>Net Profit</b>	<b>5,195</b>	<b>13,295</b>	<b>148,957</b>	<b>136,741</b>	<b>8.9%</b>

- Excluding the impact of revenues from corporate tax refunds, revenues rose 5.7% in FY2010
- Excluding the extraordinary expenses arising from the termination of contracts, ordinary operating expenses decreased 2.5%
- Excluding the impact of these items, net profit climbed 8.9%

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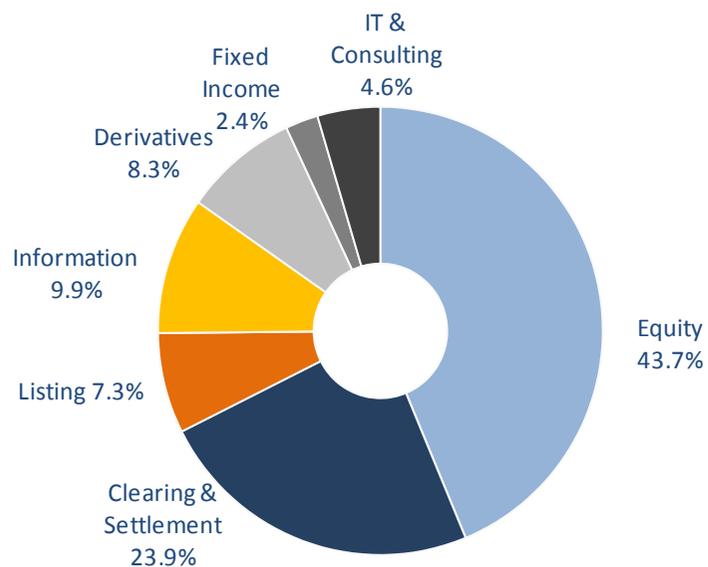
**C. Business Overview**

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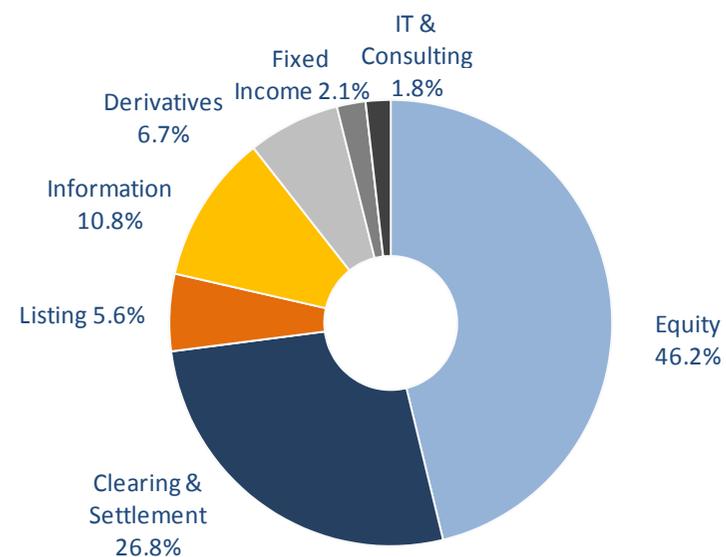
E. Business Drivers

# Business Areas

Consolidated Revenues  
FY 2010 - %



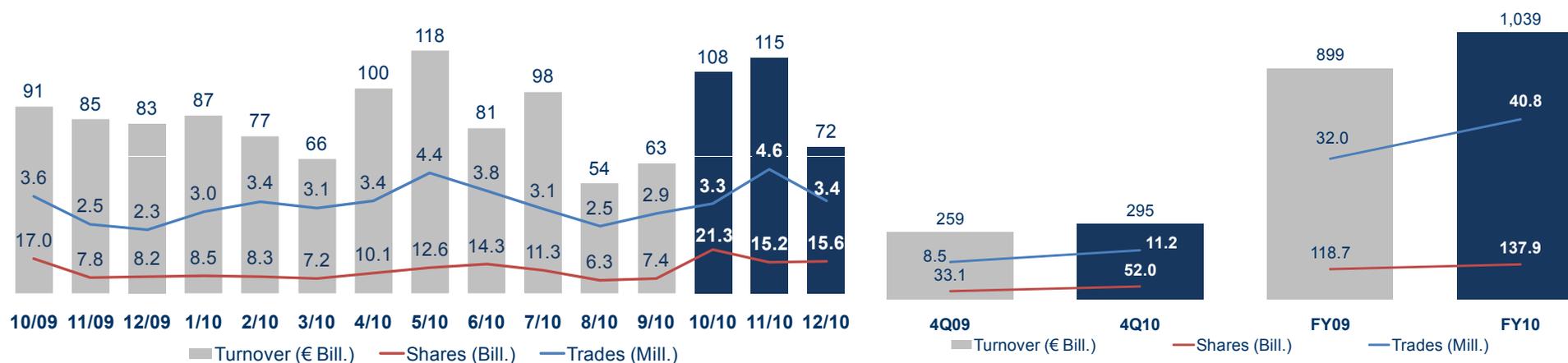
EBITDA  
FY 2010 - %



# Equity Market

Thousands of €	4Q 2010	4Q 2009	%	FY 2010	FY 2009	%
<b>Revenues</b>	33,996	31,664	7.4%	138,026	124,097	11.2%
<b>Expenses</b>	(8,179)	(8,720)	-6.2%	(32,195)	(34,211)	-5.9%
<b>EBITDA</b>	<b>25,817</b>	<b>22,944</b>	<b>12.5%</b>	<b>105,831</b>	<b>89,886</b>	<b>17.7%</b>

## Equity (Turnover, volume and shares traded)



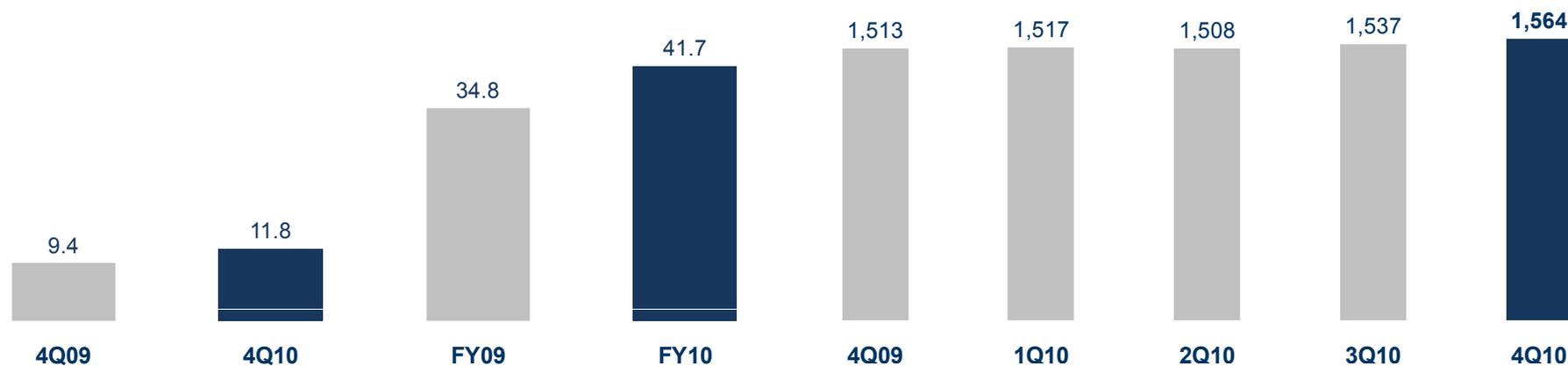
Growth in number of trades. Turnover sustained

# Clearing and Settlement

<i>Thousands of €</i>	<b>4Q 2010</b>	<b>4Q 2009</b>	<b>%</b>	<b>FY 2010</b>	<b>FY 2009</b>	<b>%</b>
<b>Revenues</b>	19,849	18,231	8.9%	75,275	67,948	10.8%
<b>Expenses</b>	(3,935)	(3,441)	14.4%	(13,932)	(14,342)	-2.9%
<b>EBITDA</b>	<b>15,914</b>	<b>14,790</b>	<b>7.6%</b>	<b>61,343</b>	<b>53,606</b>	<b>14.4%</b>

*Settlement: Number of trades settled  
(Million of trades)*

*Securities under custody: Nominal value  
(Billion €)*

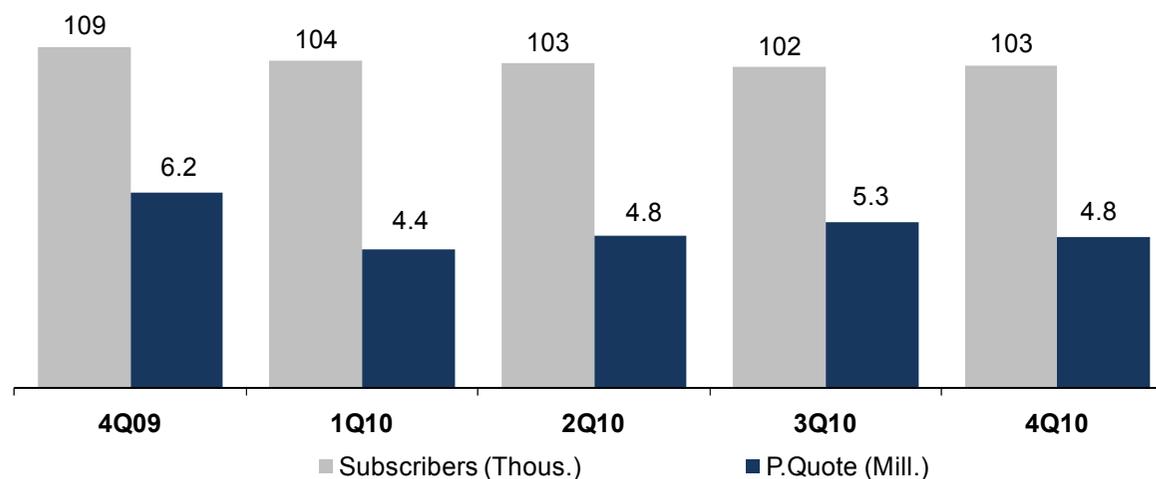


Settlement revenues increased 23.4%. Registration revenues held

# Market Data & Information

Thousands of €	4Q 2010	4Q 2009	%	FY 2010	FY 2009	%
<b>Revenues</b>	7,909	8,132	-2.7%	31,197	33,073	-5.7%
<b>Expenses</b>	(1,794)	(1,704)	5.3%	(6,455)	(6,820)	-5.4%
<b>EBITDA</b>	<b>6,115</b>	<b>6,428</b>	<b>-4.9%</b>	<b>24,742</b>	<b>26,253</b>	<b>-5.8%</b>

*Information: Subscribers to primary market sources (Average for the period in thousands of subscribers and millions of accesses per quote)*

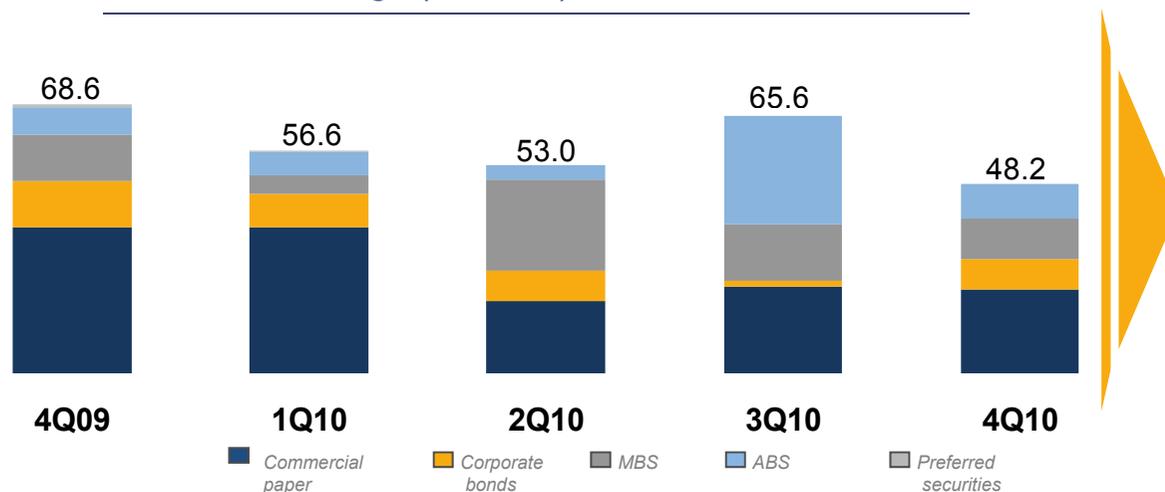


Growth in new customers connections

# Listing

Thousands of €	4Q 2010	4Q 2009	%	FY 2010	FY 2009	%
Revenues	6,355	6,199	2.5%	22,890	26,020	-12.0%
Expenses	(2,661)	(2,579)	3.2%	(10,091)	(10,403)	-3.0%
<b>EBITDA</b>	<b>3,694</b>	<b>3,620</b>	<b>2.0%</b>	<b>12,799</b>	<b>15,617</b>	<b>-18.0%</b>

AIAF: New listings (Billion €)



- Continue trend of new listings (Nostrum, Altia, Euron Telecom, CommCenter, EGP, 21 new ETFs)
- Investment flows channelled through the Exchange from listed companies reached € 27,944 million in FY10, +78.4% (€17,339 million 4Q10, +400.7%)
- Pipeline strengthened as a result of the process of restructuring the financial sector and privatisation plans for the public sector

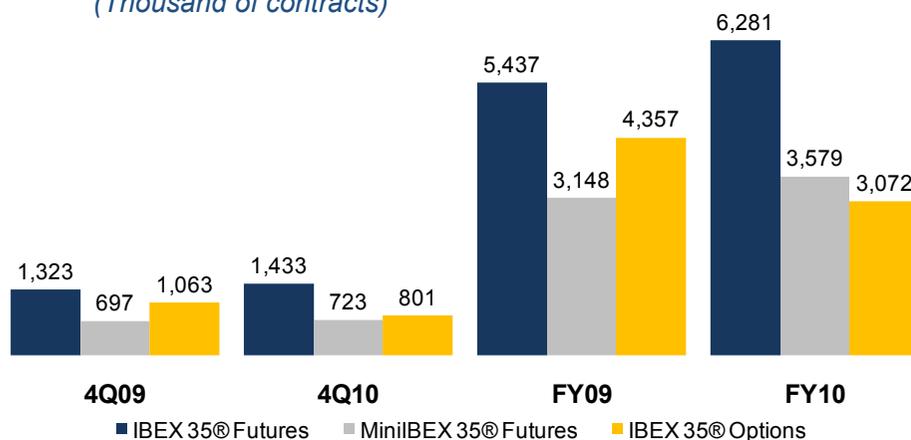
Rise on new listings and capital increases

# Derivatives

Thousands of €	4Q 2010	4Q 2009	%	FY 2010	FY 2009	%
<b>Revenues</b>	6,670	6,252	6.7%	26,266	25,861	1.6%
<b>Expenses</b>	(2,781)	(3,182)	-12.6%	(10,849)	(12,191)	-11.0%
<b>EBITDA</b>	<b>3,889</b>	<b>3,070</b>	<b>26.7%</b>	<b>15,417</b>	<b>13,670</b>	<b>12.8%</b>

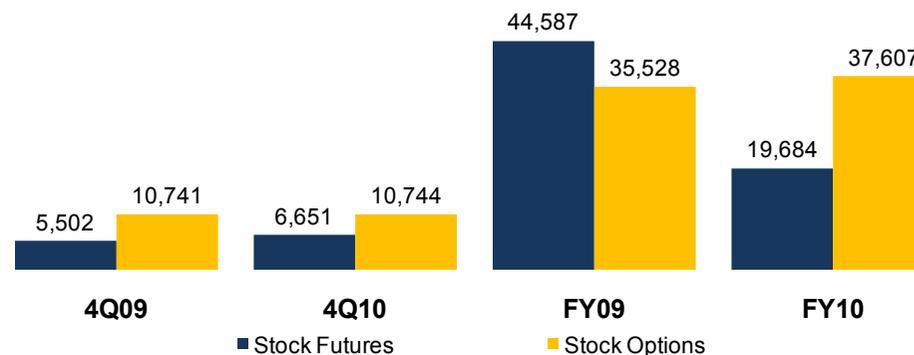
## Index derivatives contracts traded

(Thousand of contracts)



## Stock derivatives contracts traded

(Thousand of contracts)

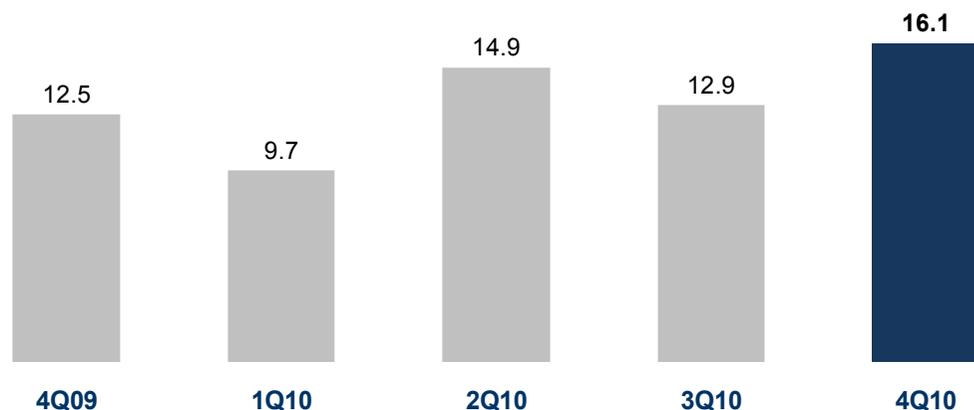


Futures on the IBEX 35® growth by 15.5%

# IT & Consulting

Thousands of €	4Q 2010	4Q 2009	%	FY 2010	FY 2009	%
<b>Revenues</b>	4,280	4,856	-11.9%	14,440	16,931	-14.7%
<b>Expenses</b>	(2,520)	(2,644)	-4.7%	(10,269)	(10,295)	-0.3%
<b>EBITDA</b>	<b>1,760</b>	<b>2,212</b>	<b>-20.4%</b>	<b>4,171</b>	<b>6,636</b>	<b>-37.1%</b>

*National and international orders channelled to SIBE through Visual Trader (Million)*



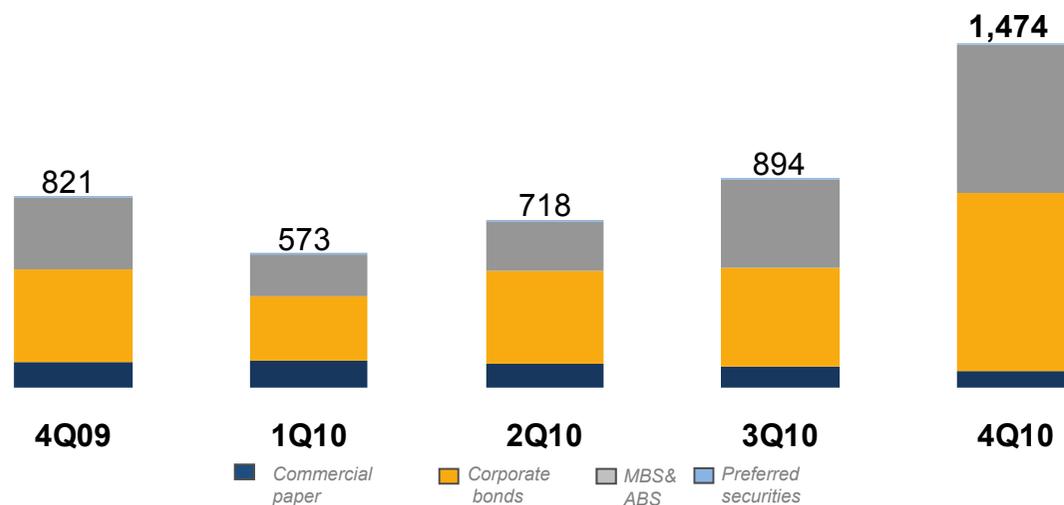
- In the VT network, the number of orders channelled in 4Q10 increased 28.9% but with lower margin services
- Growth in BackOffice services (BME Highway, SIR, SICAM)
- Two new HUBs in London

Slow down on revenues drop

# Fixed income

Thousands of €	4Q 2010	4Q 2009	%	FY 2010	FY 2009	%
<b>Revenues</b>	1,783	1,798	-0.8%	7,487	6,651	12.6%
<b>Expenses</b>	(698)	(722)	-3.3%	(2,691)	(2,902)	-7.3%
<b>EBITDA</b>	<b>1,085</b>	<b>1,076</b>	<b>0.8%</b>	<b>4,796</b>	<b>3,749</b>	<b>27.9%</b>

*AIAF – Turnover (Billion €)*



**Strong rise on turnover on corporate bonds**

# Breakdown by business areas

<i>€ Thousand</i>	REVENUES			EBITDA		
	FY 2010	FY 2009	%	FY 2010	FY 2009	%
Equity Market	138,026	124,097	11.2%	105,831	89,886	17.7%
Clearing & Settlement	75,275	67,948	10.8%	61,343	53,606	14.4%
Listing	22,890	26,020	-12.0%	12,799	15,617	-18.0%
Market Data & Information	31,197	33,073	-5.7%	24,742	26,253	-5.8%
Derivatives	26,266	25,861	1.6%	15,417	13,670	12.8%
IT & Consulting	14,440	16,931	-14.7%	4,171	6,636	-37.1%
Fixed income	7,487	6,651	12.6%	4,796	3,749	27.9%

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# Balance sheet

*as of December, 31th  
(Thousands of €)*

	<b>2010</b>	<b>2009</b>
<b>Goodwill</b>	80,619	80,619
<b>Other non-current assets</b>	89,372	86,916
<b>Cash and cash equivalents</b>	319,783	323,692
<b>Non-Group current financial assets</b>	30,833,401	11,068,937
<b>Other current assets</b>	65,368	61,615
<b>Total assets</b>	<b>31,388,543</b>	<b>11,621,779</b>
<b>Equity</b>	448,429	453,161
<b>Non-current liabilities</b>	14,198	11,646
<b>Current liabilities</b>	30,925,916	11,156,972
<b>Total equity and liabilities</b>	<b>31,388,543</b>	<b>11,621,779</b>

# P/L

<i>Thousands of €</i>	<b>4Q 2010</b>	<b>4Q 2009</b>	<b>%</b>	<b>FY 2010</b>	<b>FY 2009</b>	<b>%</b>
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# Comparison with FY09

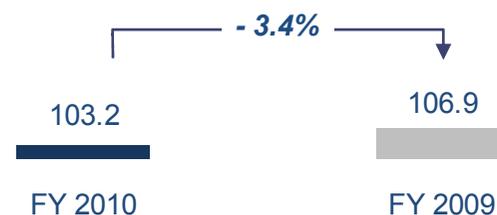
## Revenues FY 2010/2009

[€ Mill.]



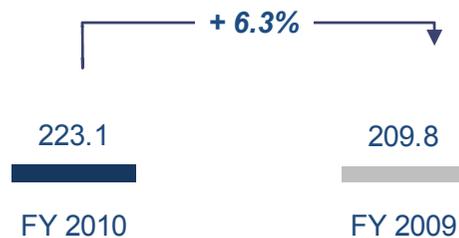
## Costs FY 2010/2009

[€ Mill.]

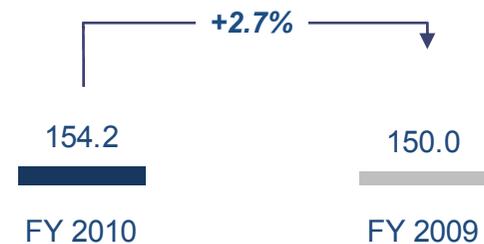


## Margins

### EBITDA FY2010/2009 [€ Mill.]



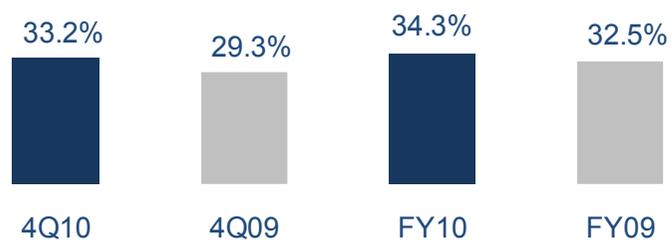
### Net Profit FY2010/2009 [€ Mill.]



# Efficiency & Profitability

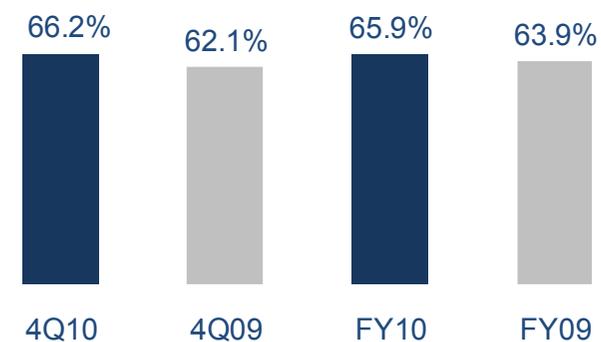
ROE Evolution

% ROE



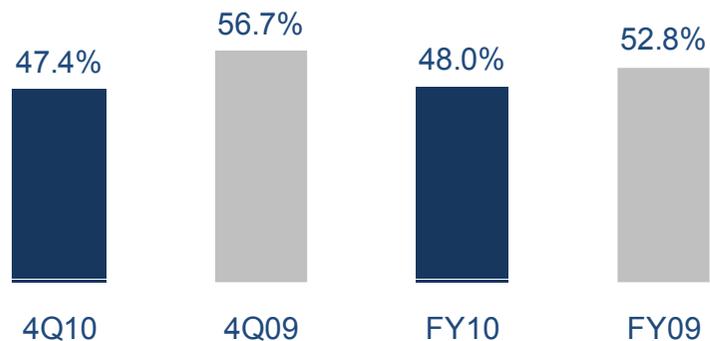
EBIT/Revenues Ratio Evolution

% EBIT/Revenues



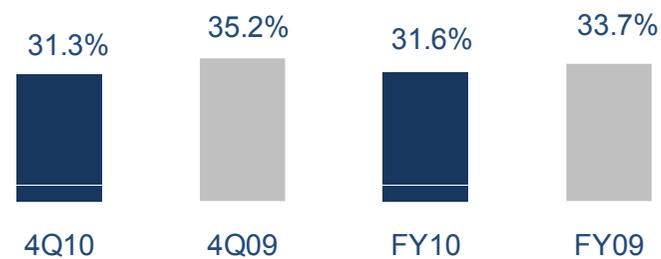
Cost/EBIT Ratio Evolution

% Cost/EBIT



Efficiency Ratio Evolution

% Efficiency



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# Business drivers: Highly liquid market

- Spanish blue-chips are the most liquid stocks in the EMU

RK	Company	FY10	Daily avg. FY10	Relative weight at EuroStoxx50 (%) <sup>1)</sup>
		Turnover (Billion €)	Turnover (Billion €)	
1	 Grupo Santander	268.3	1.05	4.181%
2	 Telefonica	253.9	0.99	4.275%
3	 UniCredit	206.6	0.81	1.665%
4	 BBVA	169.2	0.66	2.153%
5	 Deutsche Bank	123.5	0.48	2.308%
6	 Eni	112.5	0.44	2.521%
7	 SIEMENS	106.7	0.42	5.064%
8	 TOTAL	105.1	0.41	5.641%
9	 ArcelorMittal	98.8	0.38	1.669%
10	 BNP PARIBAS	92.9	0.36	3.059%
12	 IBERDROLA	62.1	0.24	1.464%
16	 REPSOL YPF	53.0	0.21	1.045%

Source: Bloomberg

1) As of 31/12/2010

# Highly liquid market

- Quality of spreads and best market impact for Spanish stocks

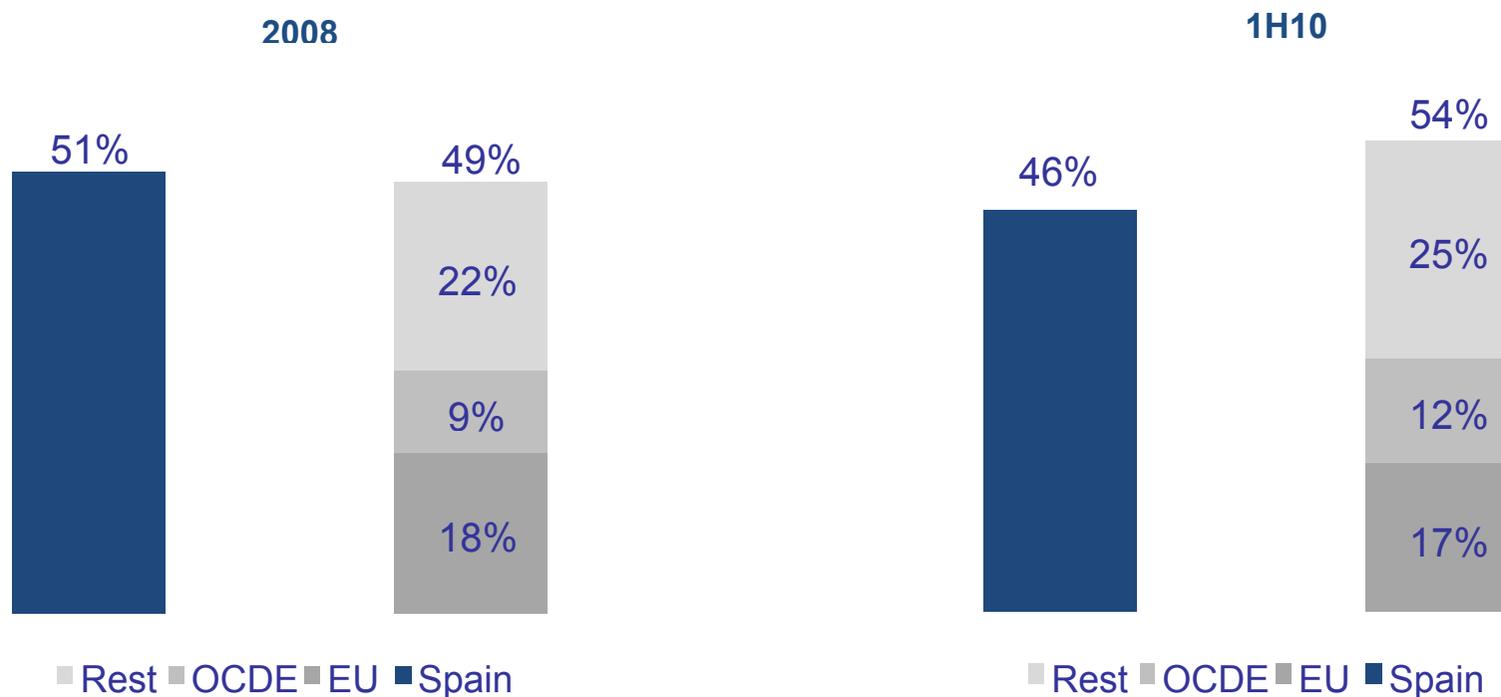
RK	Company	2008		FY10	
		Avg.Spread (€)	Avg.Spread (%)	Avg.Spread (€)	Avg.Spread (%)
1		0.01	0.11%	0.004	0.05%
2		0.01	0.07%	0.008	0.05%
3		0.01	0.10%	0.005	0.06%
4		0.01	0.14%	0.003	0.05%
5		0.02	0.10%	0.014	0.07%
6		0.04	0.14%	0.059	0.10%
7		0.01	0.18%	0.013	0.11%
8		0.01	0.17%	0.006	0.14%
9		0.02	0.16%	0.009	0.17%
10		0.02	0.15%	0.019	0.14%
			0.164%		0.095%

Source: Market annual and monthly reports

1) As of 31/12/2010

# Diversified market

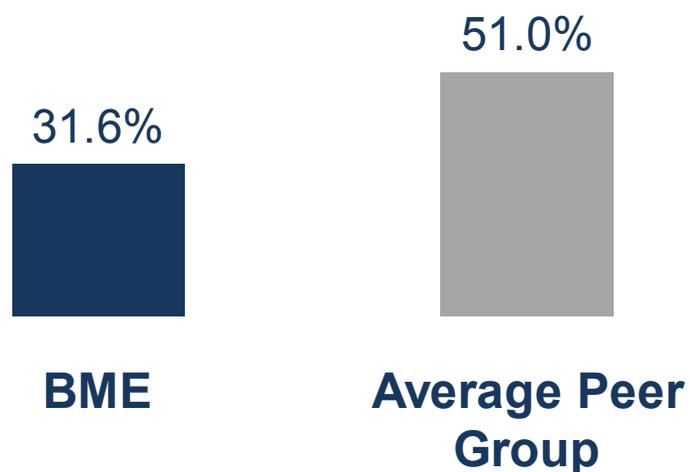
- Distribution by markets of business volume of the IBEX 35<sup>®</sup> companies (2008 - 2010)



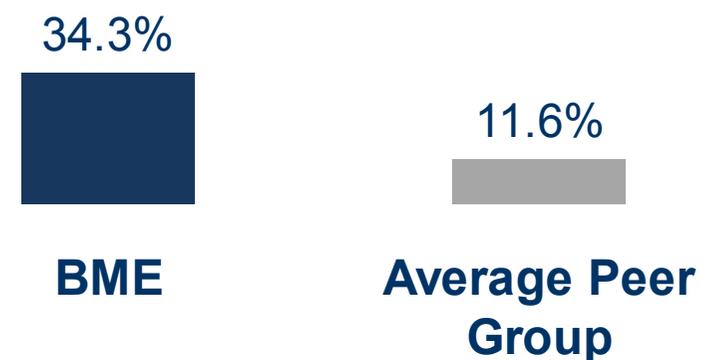
Source: Interim Reports from listed companies obtained from CNMV

# Key ratios benchmarking

- Efficiency



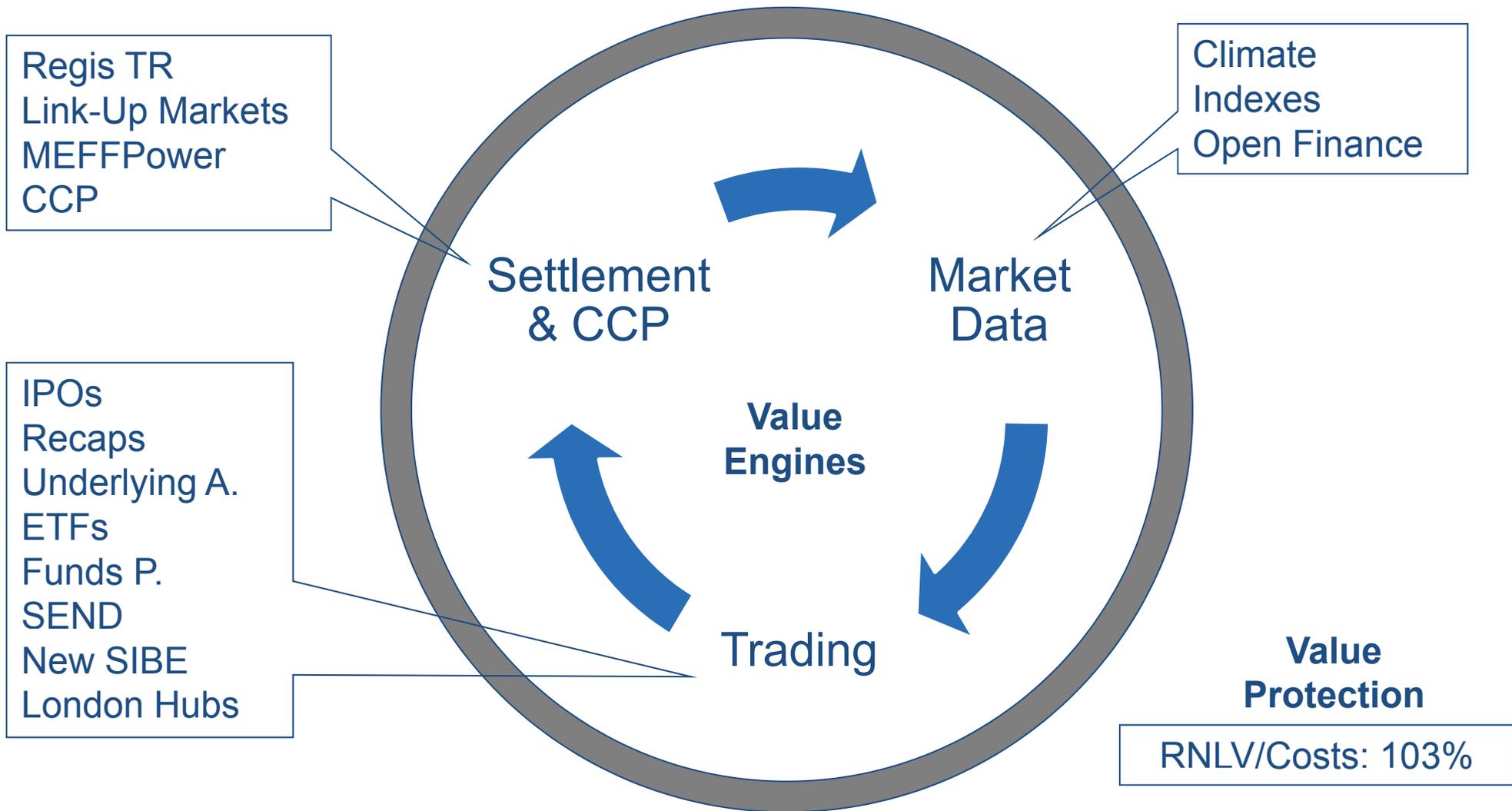
- ROE



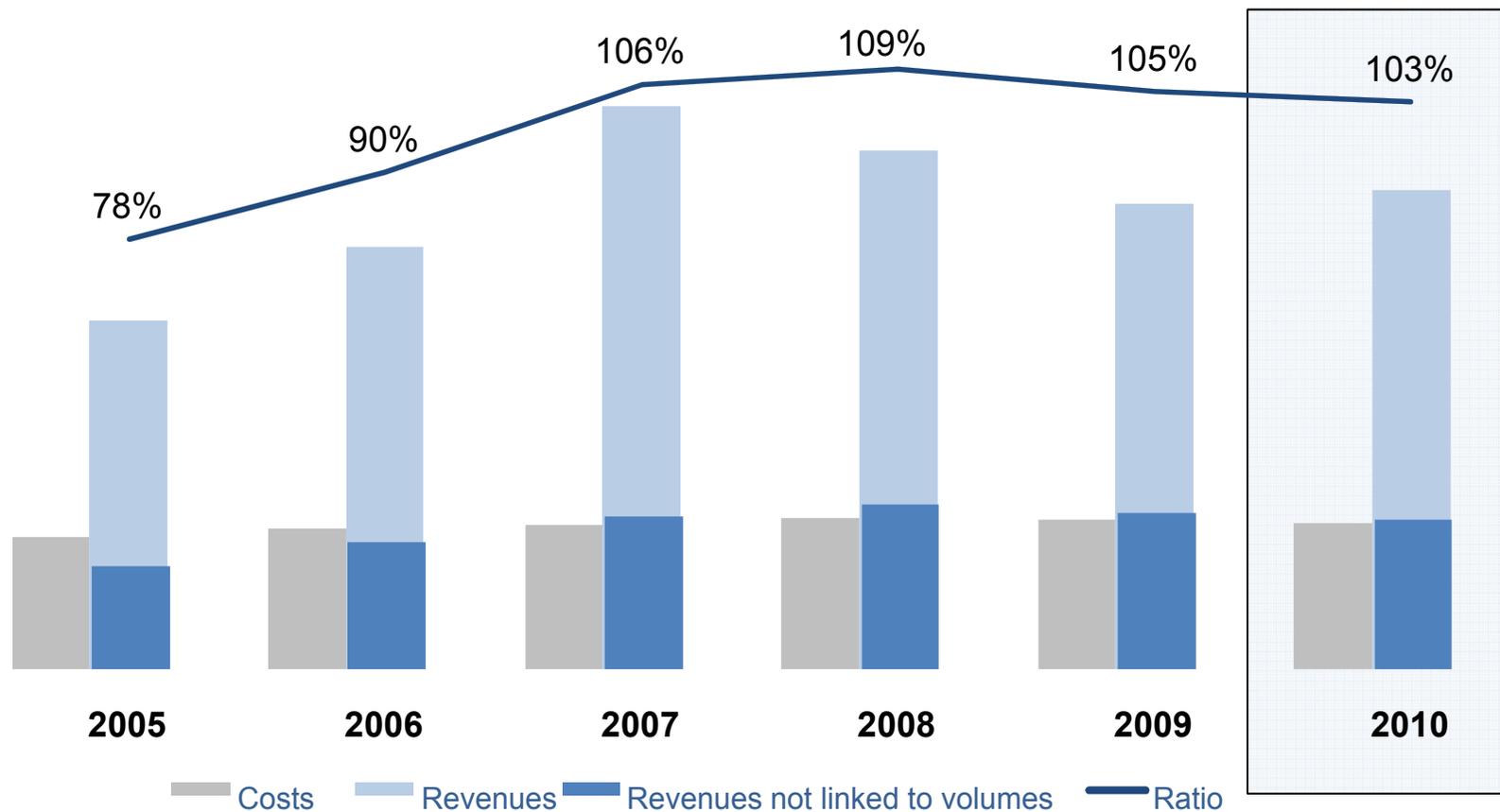
*- BME's data as of 31/12/2010*

*- Average peer Group figures are calculated using last results published and not taking account of goodwill impairment charges*

# Value Creation



# Solid operating leverage



# Q&A