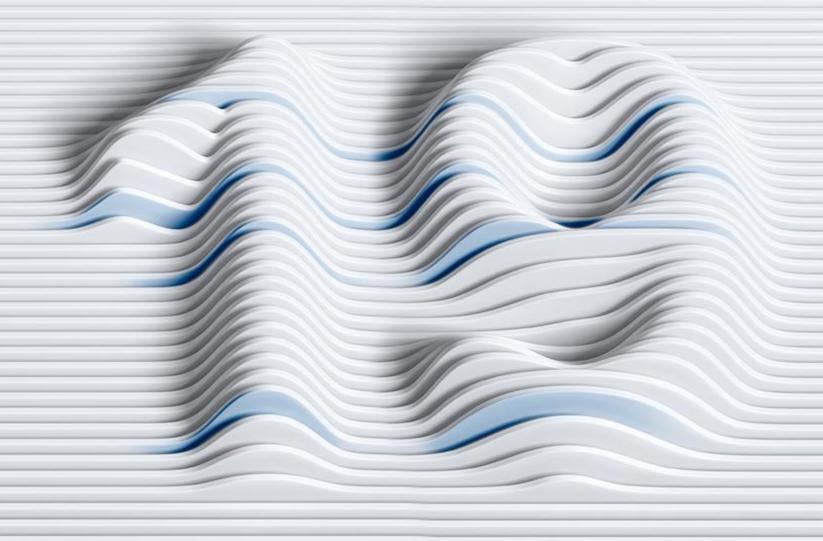
## BUSINESS PERFORMANCE First half 2019





# BME -

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## Index

Results

Business units

**Financials** 

**Business drivers** 



# Index

## Results

**Business units** 

**Financials** 

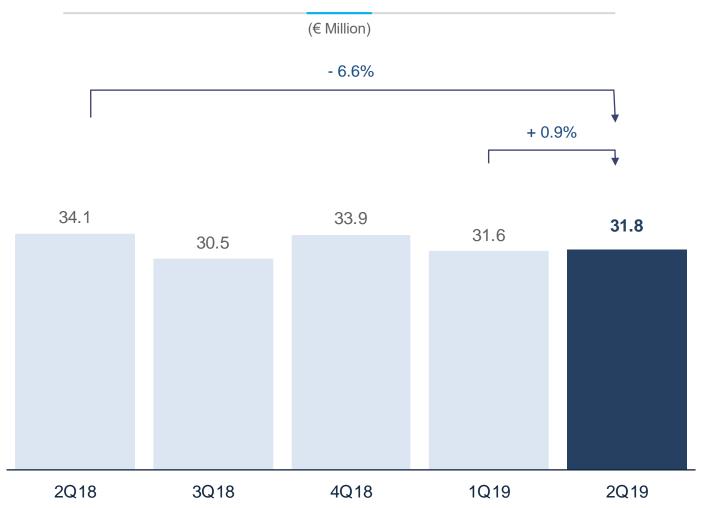
**Business drivers** 





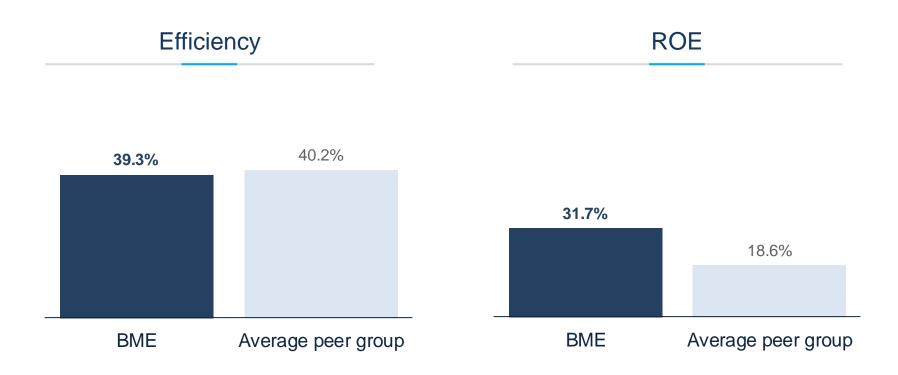
#### **RESULTS**

## Net profit



#### **RESULTS**

## Key ratios vs. benchmark

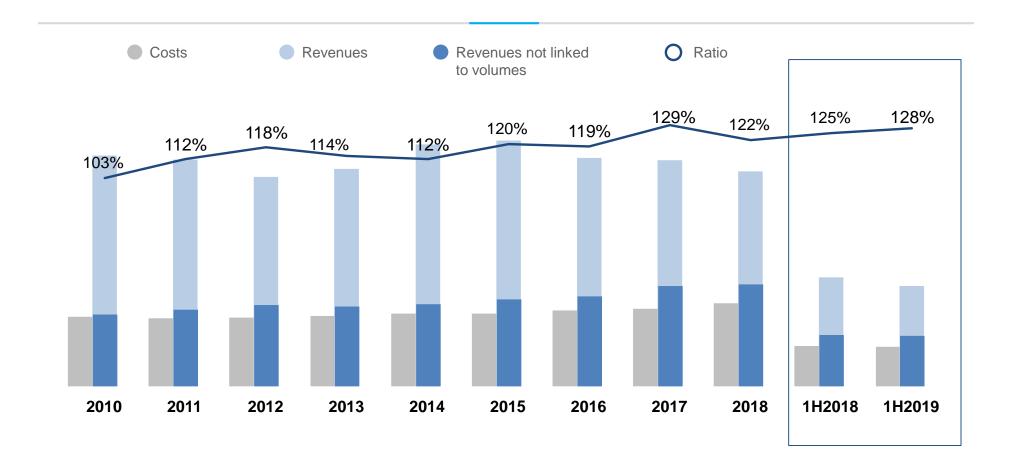


BME's data corresponding to the first half of 2019

Average peer Group has been calculated using latest results published and do not take into account goodwill impairment charges

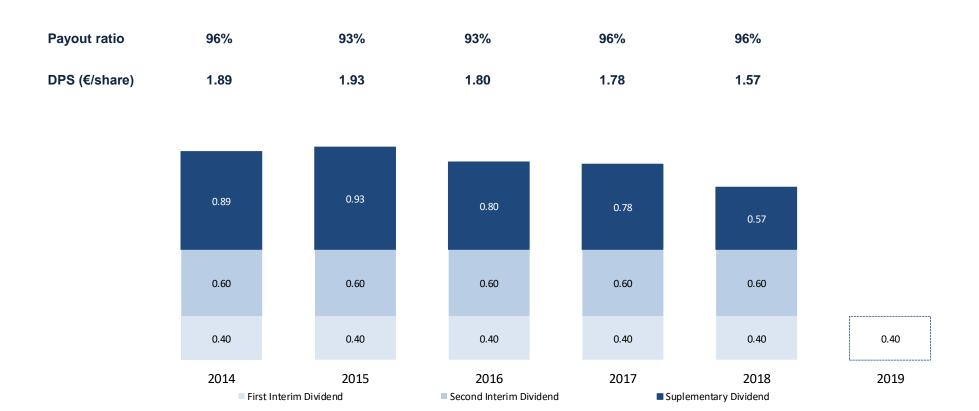
#### **RESULTS**

## Solid operating leverage



#### **RESULTS**

# Dividends: Maximizing shareholders' returns



### Sustainability of payout ratio

Interim dividend proposal: 0.40 €/share (13 September 2019)

# Index

Results

**Business units** 

**Financials** 

**Business drivers** 

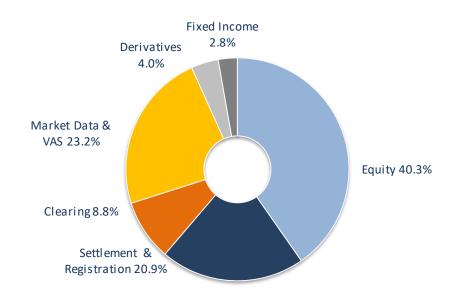


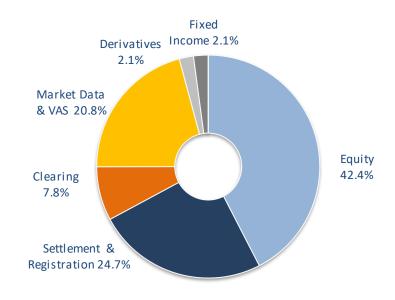
### **Business units**

### Consolidated net revenues

1H 2019 - %

# **EBITDA** 1H 2019 - %



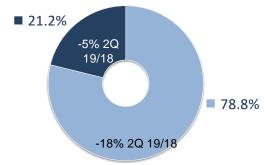


# **Equity Market**





Thousand €	2Q 2019	2Q 2018	%	1H 2019	1H 2018	%
Net Revenue	27,835	32,878	-15.3%	56,920	68,320	-16.7%
Operating Costs	(9,201)	(10,063)	-8.6%	(18,593)	(20,156)	-7.8%
EBITDA	18,634	22,815	-18.3%	38,327	48,164	-20.4%



Per trade and regarding characteristics of the ordersListing and other services

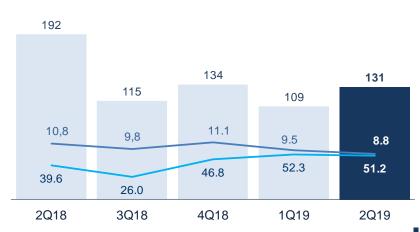
### Equity (Turnover, number of trades and number of shares traded)

Turnover (€ Billion)



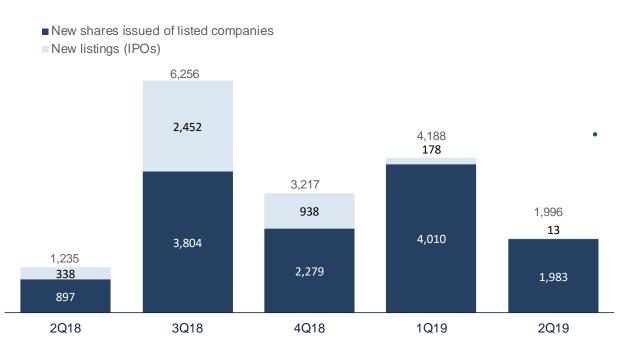






## **Equity Market**

### Listing activity

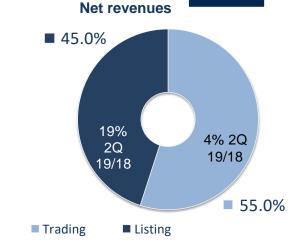


- Investment flows channelled to the Exchange in shares already listed during the first half of 2019 amounted to €5,993 million, representing an increase of 27.6% compared to 2018.
- Nine new companies have been admitted to trading in different segments of the MAB. The REITs, with 4 additions, continue to be the most relevant segment in admissions.

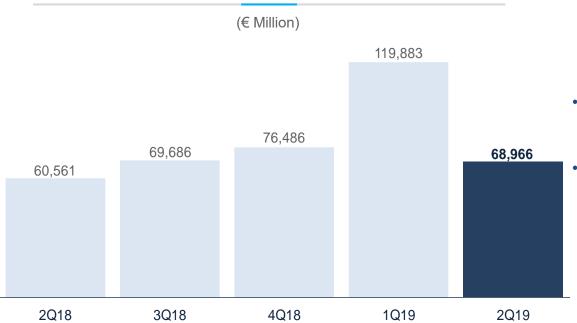
#### **BUSINESS UNITS EVOLUTION**

### Fixed Income

Thousand €	2Q 2019	2Q 2018	%	1H 2019	1H 2018	%
Net Revenue	1,995	1,812	10.1%	3,911	3,823	2.3%
Operating Costs	(954)	(1,164)	-18.0%	(1,998)	(2,365)	-15.5%
EBITDA	1,041	648	60.6%	1,913	1,458	31.2%



#### AIAF. Volume admitted

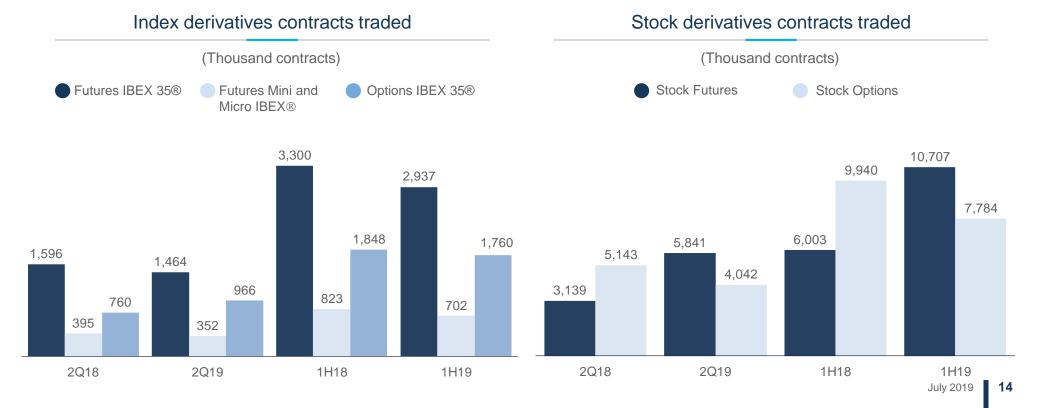


- Admissions to trading in Private Fixed Income grew in H1 by 63.7% in the regulated market to €66.8 billion and 49.0% in the Alternative Fixed Income Market (MARF) to €4.5 billion.
- Trading in fixed income increased by 74.5% to €186.4 billion in H1.
- Sustainability and the fight against climate change are gaining prominence in the markets managed by BME. In the first half, €2.6 billion ESG bonds have been admitted to trading. Spain is seventh in the world ranking of green bonds.

#### **BUSINESS UNITS EVOLUTION**

## **Derivatives**

Thousand €	2Q 2019	2Q 2018	%	1H 2019	1H 2018	%
Net Revenue	2,809	2,772	1.3%	5,580	5,697	-2.1%
<b>Operating Costs</b>	(1,837)	(1,818)	1.0%	(3,715)	(3,592)	3.4%
EBITDA	972	954	1.9%	1,865	2,105	-11.4%



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#### **BUSINESS UNITS EVOLUTION**

# Clearing

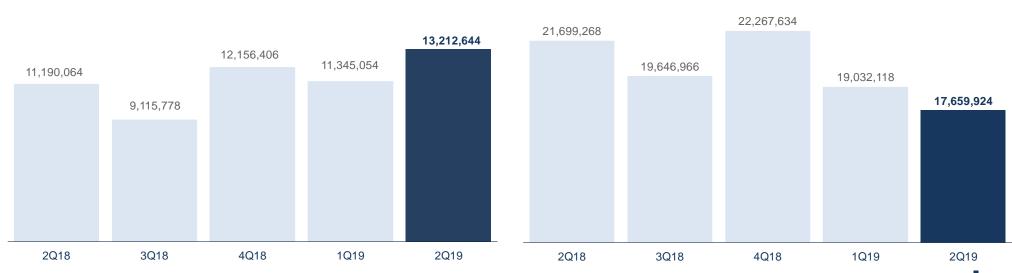
Thousand €	2Q 2019	2Q 2018	%	1H 2019	1H 2018	%
Net Revenue	6,478	6,316	2.6%	12,493	13,752	-9.2%
Operating Costs	(2,719)	(2,512)	8.2%	(5,419)	(5,036)	7.6%
EBITDA	3,759	3,804	-1.2%	7,074	8,716	-18.8%

#### **Financial Derivatives**

(Number of contracts)

### Number of equity transactions cleared

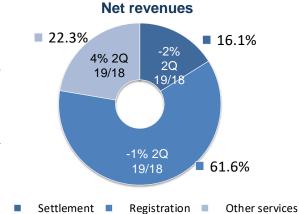
(Number of transactions)



#### **BUSINESS UNITS EVOLUTION**

## Settlement & Registration

Thousand €	2Q 2019	2Q 2018	%	1H 2019	1H 2018	%
Net Revenue	14,859	14,877	-0.1%	29,574	29,948	-1.2%
<b>Operating Costs</b>	(3,479)	(4,060)	-14.3%	(7,254)	(7,795)	-6.9%
EBITDA	11,380	10,817	5.2%	22,320	22,153	0.8%



#### Settlement: Number of trades settled

(Million of trades)



### Securities under custody: Volume registered



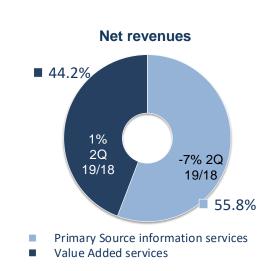


### Market Data & VAS

Thousand €	2Q 2019	2Q 2018	%	1H 2019	1H 2018	%
Net Revenue	16,558	17,099	-3.2%	32,753	32,960	-0.6%
Primary source information services Value added services	9,245 7,313	9,892 7,207	-6.5% 1.5%	18,521 14,232	19,961 12,999	-7.2% 9.5%
Operating Costs	(6,750)	(6,189)	9.1%	(13,929)	(11,975)	16.3%
EBITDA	9,808	10,910	-10.1%	18,824	20,985	-10.3%

### **Market Data**

- 3.9% decrease in the number of end users
- 2.3% increase in the number of clients
- Dissemination of information generated via xRolling



#### **BUSINESS UNITS EVOLUTION**

### Market Data & VAS

### Value Added Services

- Strategic refocus aligned with client needs
- Efficiency plan based on digital transformation
- Committed to innovation: DLT/ Analytics/ IA...



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Results

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## Net revenues

		<b>\</b>				
Thousands of €	2Q 2019	2Q 2018	%	1H 2019	1H 2018	%
Equity	27,835	32,878	-15.3%	56,920	68,320	-16.7%
Fixed income	1,995	1,812	10.1%	3,911	3,823	2.3%
Derivatives	2,809	2,772	1.3%	5,580	5,697	-2.1%
Clearing	6,478	6,316	2.6%	12,493	13,752	-9.2%
Settlement & Registration	14,859	14,877	-0.1%	29,574	29,948	-1.2%
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## **EBITDA**

Thousands of €	2Q 2019	2Q 2018	%	1H 2019	1H 2018	%
Equity	18,634	22,815	-18.3%	38,327	48,164	-20.4%
Fixed income	1,041	648	60.6%	1,913	1,458	31.2%
Derivatives	972	954	1.9%	1,865	2,105	-11.4%
Clearing	3,759	3,804	-1.2%	7,074	8,716	-18.8%
Settlement & Registration	11,380	10,817	5.2%	22,320	22,153	0.8%
Market Data & VAS	9,808	10,910	-10.1%	18,824	20,985	-10.3%

## **Balance sheet**

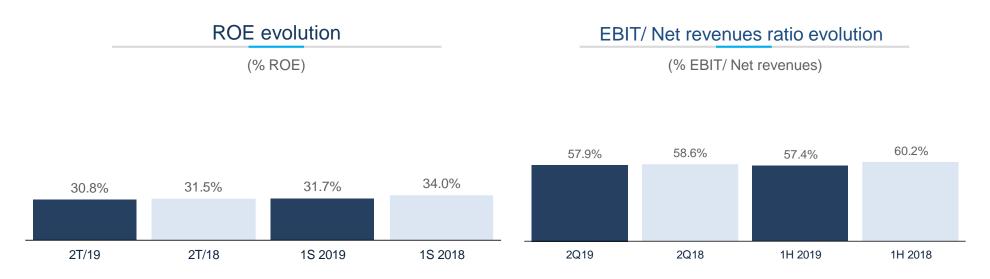
Thousands of €	30-jun-19	30-jun-18
Goodwill	87,725	88,718
Other non-current assets	112,978	90,368
Cash and cash equivalents	293,992	308,153
Current financial assets	8,338	7,815
Non-Group current financial assets	12,958,500	15,044,240
Other current assets	90,691	100,072
Total assets	13,552,224	15,639,366
Owners' Equity	406,595	419,300
External Partners	300	77
Non-current liabilities	66,723	39,813
Current liabilities	13,078,606	15,180,176
Total equity and liabilities	13,552,224	15,639,366

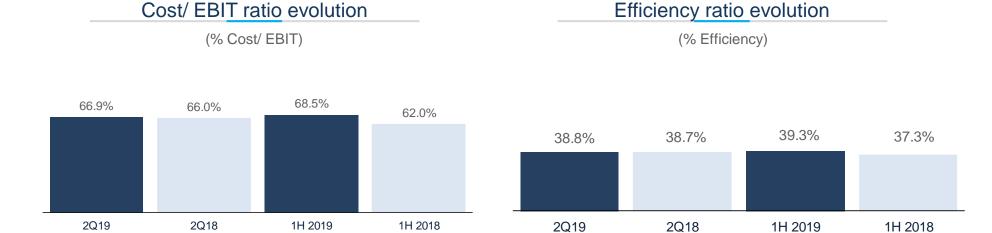
## P&L

Thousands of €	2Q 2019	2Q 2018	%	1H 2019	1H 2018	%
Net Revenue	70,971	75,805	-6.4%	142,505	154,687	-7.9%
Expenses	(27,508)	(29,348)	-6.3%	(56,034)	(57,696)	-2.9%
EBITDA	43,463	46,457	-6.4%	86,471	96,991	-10.8%
EBIT	41,113	44,444	-7.5%	81,781	93,046	-12.1%
Financial results	398	473	-15.9%	134	494	-72.9%
Share of profit (loss) of associates	752	373	101.6%	1,902	1,655	14.9%
EBT	42,263	45,290	-6.7%	83,817	95,195	-12.0%
Net Profit	31,848	34,104	-6.6%	63,400	71,902	-11.8%

#### **FINANCIALS**

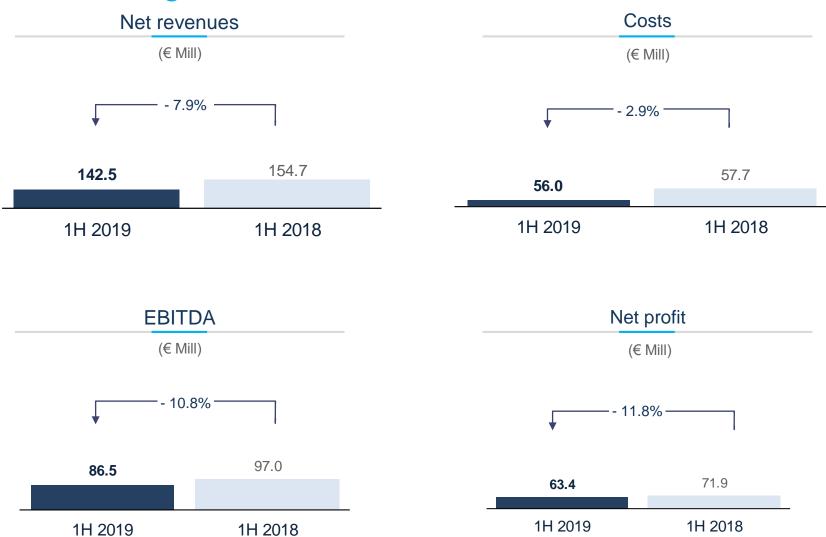
## Efficiency & profitability





#### **FINANCIALS**

## P&L – Main figures vs. 1H 2018



2018 net revenues, EBITDA and net profit have been restated to include the impact of IFRS 15.

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#### **BUSINESS DRIVERS**

## High liquidity market

### Quality in spreads and best market impact for trading of Spanish stocks

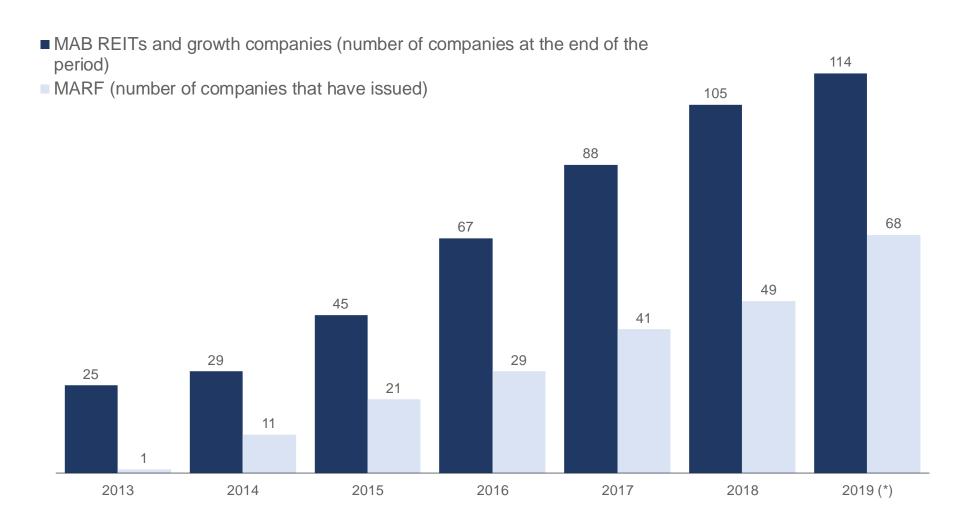
T	op Cap – 0,3 bps	IBEX35	IBEX Medium Cap	IBEX SmallCap
Year/ month	Avg spread (%)	Avg spread (%)	Avg spread (%)	Avg spread (%)
201806	0.043%	0.052%	0.211%	0.427%
201807	0.040%	0.049%	0.227%	0.436%
201808	0.041%	0.051%	0.228%	0.438%
201809	0.042%	0.051%	0.234%	0.449%
201810	0.046%	0.057%	0.275%	0.593%
201811	0.041%	0.054%	0.274%	0.661%
201812	0.042%	0.055%	0.288%	0.632%
201901	0.040%	0.053%	0.257%	0.576%
201902	0.042%	0.053%	0.245%	0.514%
201903	0.041%	0.052%	0.248%	0.503%
201904	0.039%	0.050%	0.225%	0.474%
201905	0.038%	0.051%	0.273%	0.523%
201906	0.038%	0.050%	0.255%	0.519%

- Average spreads in IBEX35® stocks with 0.3 bps trading fee as well as other IBEX35® stocks have narrowed in the last 12 months 0.5 and 0.2 bps, respectively, helped by liquidity providers schemes.
- From June 2018 onwards, IBEX Medium Cap® and IBEX Small Cap® average spreads have widened 4.4 and 9.2 bps, respectively.

Source: Monthly market report

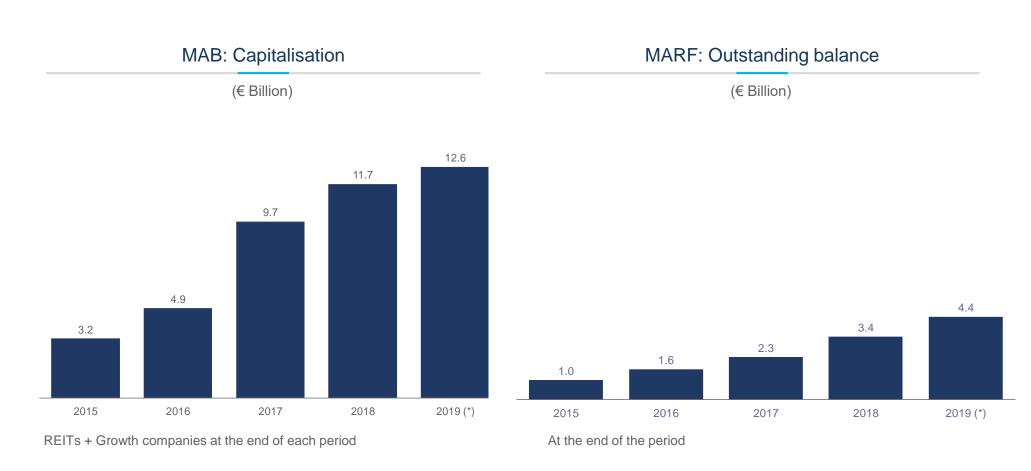
#### **BUSINESS DRIVERS**

## Growth of financing via MAB and MARF



#### **BUSINESS DRIVERS**

## Growth of financing via MAB and MARF



#### **BUSINESS DRIVERS**

## Volume trends

Product details (+)	QoQ (%)	YoY (%)	Product details (-)	QoQ (%)	YoY (%)
Derivatives					
IBEX 35® Div Impact futures	+290.4%	+162.6%	IBEX 35® Index futures	-8.3%	-11.0%
Equity dividend futures	+248.0%	+107.8%	Micro & Mini IBEX 35® Index futures	-11.0%	-14.7%
Electricity derivatives	+130.5%	+134.8%	Equity options	-21.4%	-21.7%
Equity futures	+86.1%	+78.4%			
IBEX 35® Index options	+27.0%	-4.8%			
Fixed income					
Admissions MARF	+82.3%	+49.0%			
Trading fixed income	+60.4%	+74.5%			
Admissions private fixed income	+44.5%	+63.7%			
Admissions public debt	+5.9%	-3.6%			
Sustainable, social and green bonds	+116.7%	+63.9%			
Equity					
Investment flows channeled through Exchange - Listing	+61.6%	+7.5%	Ordinary trading	-16.3%	-19.0%
			Other segments trading <sup>1</sup>	-43.6%	-40.4%



