

# BUSINESS PERFORMANCE First half 2020

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# Index a SIX company Results **Business units** Financials

## Index



## Results

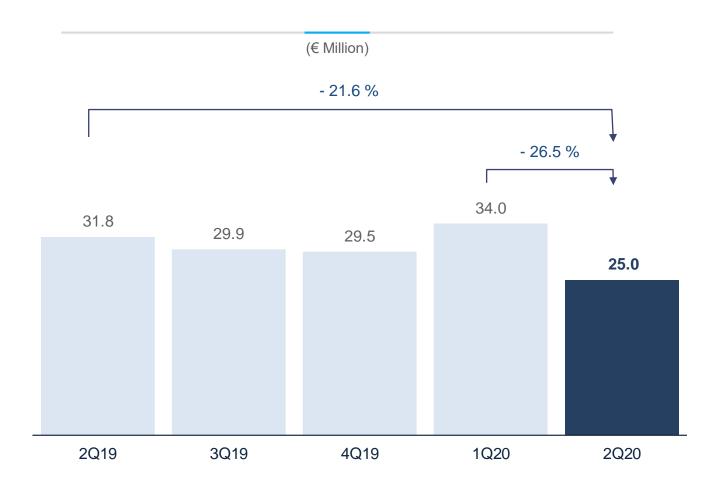
**Business units** 

**Financials** 

## BME SOLSAS Y MERCADOS ESPAÑOLES a SIX company

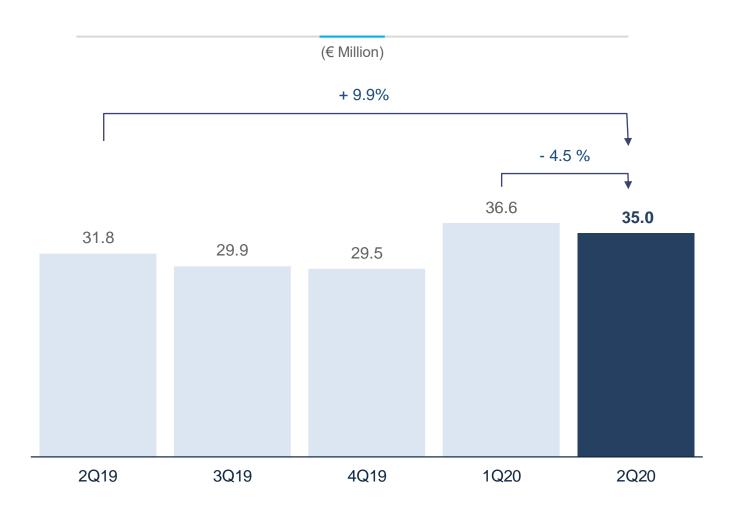
## Net profit

### **RESULTS**



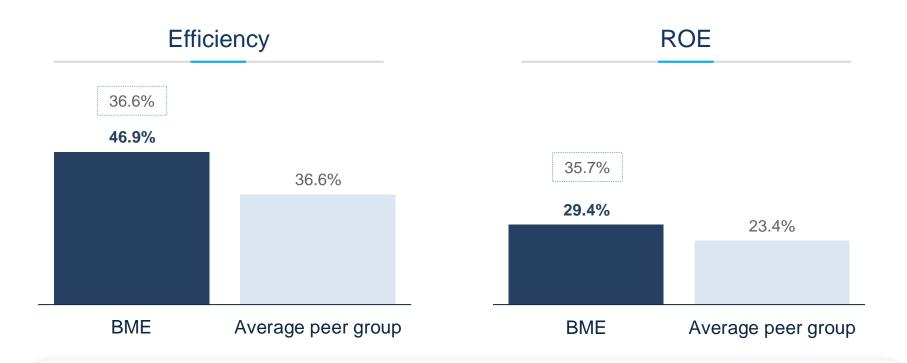
## Net profit

#### RESULTS EXCLUDING NON-RECURRING COSTS



## Key ratios vs. benchmark

#### **RESULTS**



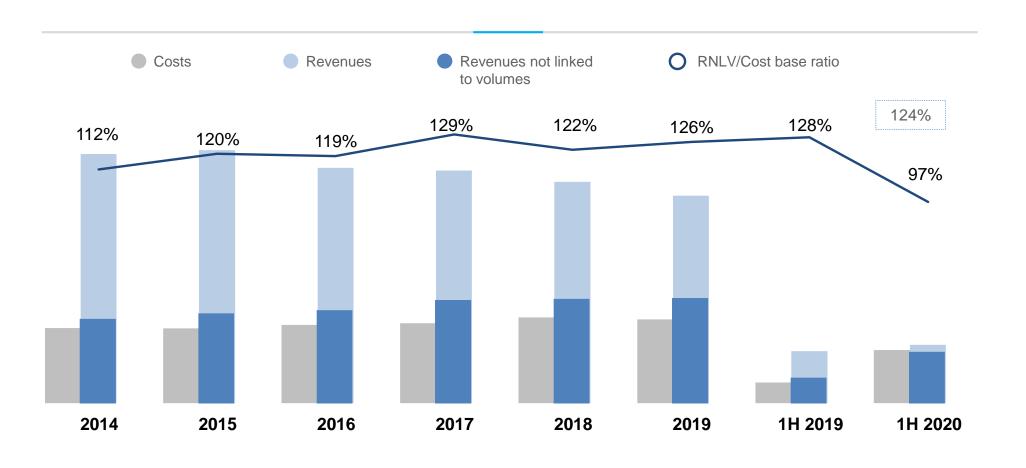
BME's data as of 30/06/2020

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

Excluding non-recurring items

## Solid operating leverage

#### **RESULTS**



Excluding non-recurring items

## Index



Results

**Business units** 

**Financials** 

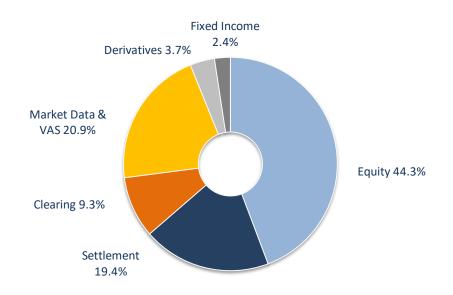
## **Business units**

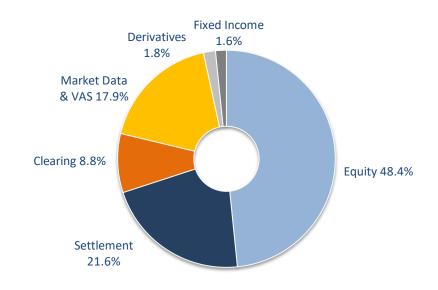
#### **BUSINESS UNITS EVOLUTION**

### Consolidated net revenues

1H 2020 - %

### **EBITDA** 1H 2020 - %



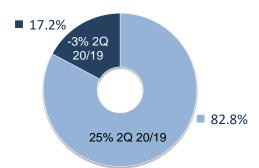




## **Equity Market**

#### **BUSINESS UNITS EVOLUTION**

| Thousand €      | 2Q 2020 | 2Q 2019 | %     | 1H 2020  | 1H 2019  | %     |
|-----------------|---------|---------|-------|----------|----------|-------|
| Net Revenue     | 33,174  | 27,835  | 19.2% | 68,273   | 56,920   | 19.9% |
| Operating Costs | (8,906) | (9,201) | -3.2% | (18,044) | (18,593) | -3.0% |
| EBITDA          | 24,268  | 18,634  | 30.2% | 50,229   | 38,327   | 31.1% |

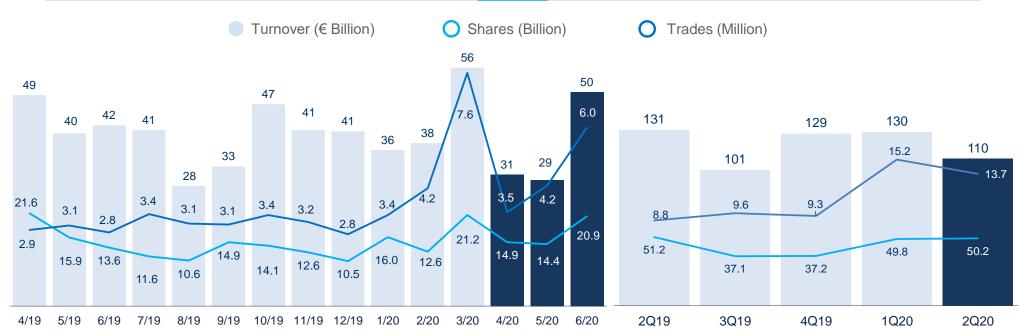


**Net revenues** 

■ Per trade and regarding characteristics of the orders

#### ■ Listing and other services

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



The sum of monthly data may not match quarterly data due to rounding differences.

## **Equity Market**

#### **BUSINESS UNITS EVOLUTION**

### Listing activity



- During the first half of 2020, the market turmoil and high volatility did not result in any IPOs or financing operations by listed companies.
- During the first semester, 3 new companies have joined the Alternative Stock Market (MAB), two of them REITs.

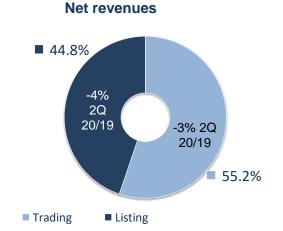
Source: FESE (Federation of European Stock Exchanges)

## Fixed Income

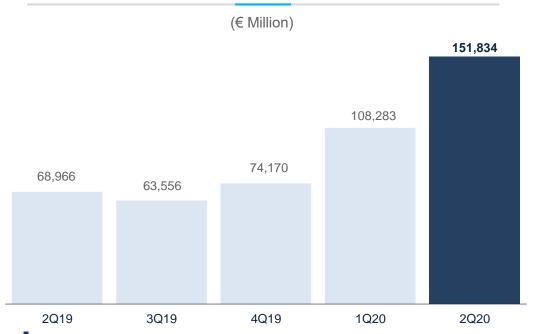
## a SIX company

#### **BUSINESS UNITS EVOLUTION**

| Thousand €      | 2Q 2020 | 2Q 2019 | %      | 1H 2020 | 1H 2019 | %      |
|-----------------|---------|---------|--------|---------|---------|--------|
| Net Revenue     | 1,924   | 1,995   | -3.6%  | 3,688   | 3,911   | -5.7%  |
| Operating Costs | (1,055) | (954)   | 10.6%  | (2,018) | (1,998) | 1.0%   |
| EBITDA          | 869     | 1,041   | -16.5% | 1,670   | 1,913   | -12.7% |



### AIAF. Volume admitted



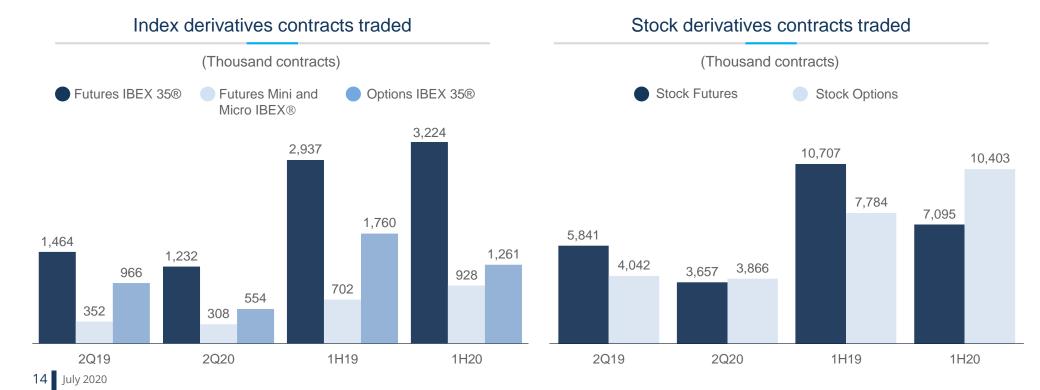
- Total admissions to trading between April and June 2020 reached €151.8 billion, a 40.2% increase on the previous quarter and up 120.2% year-on-year.
- The Alternative Fixed Income Market (MARF) has recovered the issuance rate with a total volume of €4.6 billion in the semester, 3.1% more than in the same period last year. The total outstanding balance at the end of June stood at €4.6 billion, 12.1% more.



## **Derivatives**

#### **BUSINESS UNITS EVOLUTION**

| Thousand €      | 2Q 2020 | 2Q 2019 | %      | 1H 2020 | 1H 2019 | %     |
|-----------------|---------|---------|--------|---------|---------|-------|
| Net Revenue     | 2,423   | 2,809   | -13.7% | 5,734   | 5,580   | 2.8%  |
| Operating Costs | (2,007) | (1,837) | 9.3%   | (3,879) | (3,715) | 4.4%  |
| EBITDA          | 416     | 972     | -57.2% | 1,855   | 1,865   | -0.5% |



## Clearing

#### **BUSINESS UNITS EVOLUTION**

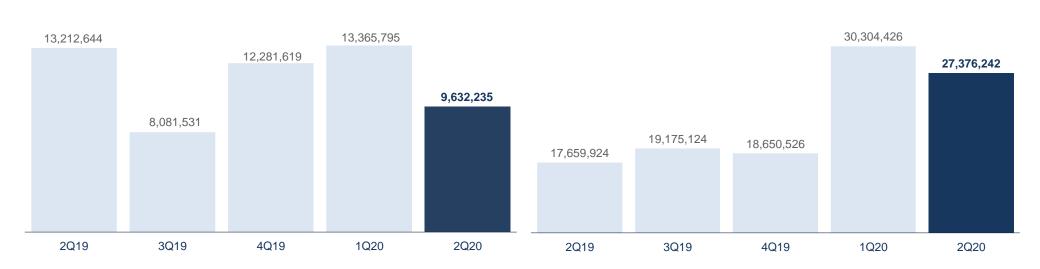
| Thousand €      | 2Q 2020 | 2Q 2019 | %     | 1H 2020 | 1H 2019 | %     |
|-----------------|---------|---------|-------|---------|---------|-------|
| Net Revenue     | 6,471   | 6,478   | -0.1% | 14,359  | 12,493  | 14.9% |
| Operating Costs | (2,726) | (2,719) | 0.3%  | (5,243) | (5,419) | -3.2% |
| EBITDA          | 3,745   | 3,759   | -0.4% | 9,116   | 7,074   | 28.9% |

### **Financial Derivatives**

Number of equity transactions cleared

(Number of contracts)

(Number of transactions)



Other services

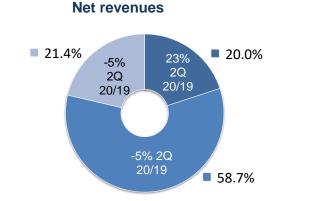
1,641

**2Q20** 

## Settlement & Registration

#### **BUSINESS UNITS EVOLUTION**

| Thousand €      | 2Q 2020 | 2Q 2019 | %     | 1H 2020 | 1H 2019 | %    |
|-----------------|---------|---------|-------|---------|---------|------|
| Net Revenue     | 14,739  | 14,859  | -0.8% | 29,857  | 29,574  | 1.0% |
| Operating Costs | (3,699) | (3,479) | 6.3%  | (7,464) | (7,254) | 2.9% |
| EBITDA          | 11,040  | 11,380  | -3.0% | 22,393  | 22,320  | 0.3% |



Registration

1,564

1Q20

Settlement: Number of trades settled

(Million of trades)

(€ Billion) Par Value registered in FI Market value registered in Equity 2,333 2,364 2,332 2,185 2,301 660 827 796 796 621

1,537

4Q19

1,537

3Q19

1,536

2Q19

Securities under custody: Volume registered

Settlement





## Market Data & VAS

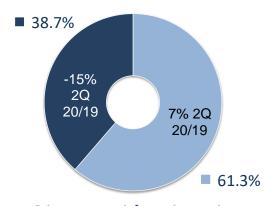
#### **BUSINESS UNITS EVOLUTION**

| Thousand €                          | 2Q 2020 | 2Q 2019 | %      | 1H 2020  | 1H 2019  | %     |
|-------------------------------------|---------|---------|--------|----------|----------|-------|
| Net Revenue                         | 16,138  | 16,558  | -2.5%  | 32,303   | 32,753   | -1.4% |
| Primary source information services | 9,895   | 9,245   | 7.0%   | 19,078   | 18,521   | 3.0%  |
| Value added services                | 6,243   | 7,313   | -14.6% | 13,225   | 14,232   | -7.1% |
| Operating Costs                     | (6,946) | (6,750) | 2.9%   | (13,772) | (13,929) | -1.1% |
| EBITDA                              | 9,192   | 9,808   | -6.3%  | 18,531   | 18,824   | -1.6% |

### **Market Data**

- 16.6% increase in the number of end users
- 0.9% increase in the number of clients

#### **Net revenues**



- Primary source information services
- Value added services

### Market Data & VAS

## a SIX company

#### **BUSINESS UNITS EVOLUTION**

### Value Added Services

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

### Information Services

Online broker growth as partners in digital transformation process

### **Market Access** & Trading Infrastructure

 Second stage of Colombia MasterTrader project

### RegTech Solutions

- TCA & BE platform
- KYC service
- New version SICAM service
- Hub of services linked to regulatory compliance

### Wealthtech **Solutions**

- Projects in the Spanish banking sector
- Projects under development in Mexico & Chile
- Renewal and expansion of services

### Infraestructure Services

 Good performance in Highway service

#### **Innovation Labs**

- AI: investment algorithms & roboadvisors
- Be DLT Digital Assets
- DLT Lab & SoflA Lab

## Index



Results

**Business units** 

**Financials** 

## Net revenues

| Thousands of €            | 2Q 2020 | 2Q 2019 | %      | 1H 2020 | 1H 2019 | %     |
|---------------------------|---------|---------|--------|---------|---------|-------|
| Equity                    | 33,174  | 27,835  | 19.2%  | 68,273  | 56,920  | 19.9% |
| Fixed income              | 1,924   | 1,995   | -3.6%  | 3,688   | 3,911   | -5.7% |
| Derivatives               | 2,423   | 2,809   | -13.7% | 5,734   | 5,580   | 2.8%  |
| Clearing                  | 6,471   | 6,478   | -0.1%  | 14,359  | 12,493  | 14.9% |
| Settlement & Registration | 14,739  | 14,859  | -0.8%  | 29,857  | 29,574  | 1.0%  |
| Market Data & VAS         | 16,138  | 16,558  | -2.5%  | 32,303  | 32,753  | -1.4% |
|                           |         |         |        |         |         |       |

## **EBITDA**

## a SIX company

| Thousands of €            | 2Q 2020 | 2Q 2019 | %      | 1H 2020 | 1H 2019 | %      |
|---------------------------|---------|---------|--------|---------|---------|--------|
| Equity                    | 24,268  | 18,634  | 30.2%  | 50,229  | 38,327  | 31.1%  |
| Fixed income              | 869     | 1,041   | -16.5% | 1,670   | 1,913   | -12.7% |
| Derivatives               | 416     | 972     | -57.2% | 1,855   | 1,865   | -0.5%  |
| Clearing                  | 3,745   | 3,759   | -0.4%  | 9,116   | 7,074   | 28.9%  |
| Settlement & Registration | 11,040  | 11,380  | -3.0%  | 22,393  | 22,320  | 0.3%   |
| Market Data & VAS         | 9,192   | 9,808   | -6.3%  | 18,531  | 18,824  | -1.6%  |
|                           |         |         |        |         |         |        |

## Balance sheet

| Thousands of €                     | 30-jun-20  | 30-jun-19  |
|------------------------------------|------------|------------|
| Goodwill                           | 87,725     | 87,725     |
| Other non-current assets           | 110,659    | 112,978    |
| Cash and cash equivalents          | 317,424    | 293,992    |
| Current financial assets           | 7,279      | 8,338      |
| Non-Group current financial assets | 13,350,302 | 12,958,500 |
| Other current assets               | 94,235     | 90,691     |
| Total assets                       | 13,967,624 | 13,552,224 |
|                                    |            |            |
| Owners' Equity                     | 427,431    | 406,595    |
| External Partners                  | 743        | 300        |
| Non-current liabilities            | 66,025     | 66,723     |
| Current liabilities                | 13,473,425 | 13,078,606 |
| Total equity and liabilities       | 13,967,624 | 13,552,224 |
|                                    |            |            |



| Thousands of €                       | 2Q 2020  | 2Q 2019  | %      | 1H 2020  | 1H 2019  | %       |
|--------------------------------------|----------|----------|--------|----------|----------|---------|
| Net Revenue                          | 76,289   | 70,971   | 7.5%   | 156,416  | 142,505  | 9.8%    |
| Expenses                             | (40,172) | (27,508) | 46.0%  | (73,349) | (56,034) | 30.9%   |
| EBITDA                               | 36,117   | 43,463   | -16.9% | 83,067   | 86,471   | -3.9%   |
| EBIT                                 | 32,746   | 41,113   | -20.4% | 77,314   | 81,781   | -5.5%   |
| Financial results                    | 132      | 398      | -66.8% | (204)    | 134      | -252.2% |
| Share of profit (loss) of associates | 497      | 752      | -33.9% | 1,590    | 1,902    | -16.4%  |
| EBT                                  | 33,375   | 42,263   | -21.0% | 78,700   | 83,817   | -6.1%   |
| Net Profit                           | 24,973   | 31,848   | -21.6% | 58,948   | 63,400   | -7.0%   |
|                                      |          |          |        |          |          |         |



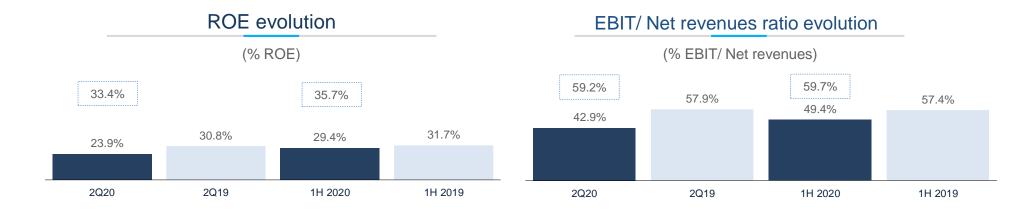


#### FINANCIALS EXCLUDING NON-RECURRING COSTS

| Thousands of €                       | 2Q 2020 * | 2Q 2019  | %      | 1H 2020 * | 1H 2019  | %       |
|--------------------------------------|-----------|----------|--------|-----------|----------|---------|
| Net Revenue                          | 76,289    | 70,971   | 7.5%   | 156,416   | 142,505  | 9.8%    |
| Expenses                             | (27,756)  | (27,508) | 0.9%   | (57,233)  | (56,034) | 2.1%    |
| EBITDA                               | 48,533    | 43,463   | 11.7%  | 99,183    | 86,471   | 14.7%   |
| EBIT                                 | 45,162    | 41,113   | 9.8%   | 93,430    | 81,781   | 14.2%   |
| Financial results                    | 132       | 398      | -66.8% | (204)     | 134      | -252.2% |
| Share of profit (loss) of associates | 497       | 752      | -33.9% | 1,590     | 1,902    | -16.4%  |
| EBT                                  | 45,791    | 42,263   | 8.3%   | 94,816    | 83,817   | 13.1%   |
| Net Profit                           | 34,990    | 31,848   | 9.9%   | 71,640    | 63,400   | 13.0%   |
|                                      |           |          |        |           |          |         |

## Efficiency & profitability

#### **FINANCIALS**







Efficiency ratio evolution

Excluding non-recurring items

## P&L – Main figures vs. 1S 2019

