

9 June 2016

Australian Securities and Investments Commission Mr Oliver Harvey Senior Executive, Financial Market Infrastructure Level 5, 100 Market Street SYDNEY NSW 2000 ASX Market Announcements Office ASX Limited 20 Bridge Street SYDNEY NSW 2000

ASX GROUP - INVESTOR PRESENTATION

Attached is a copy of an investor presentation to be delivered by ASX's Deputy CEO at the Sandler O'Neill Global Exchange and Brokerage Conference in New York City on 9 June 2016 (US time).

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Investor Presentation

ASX Group Peter Hiom

June 2016



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Forward-looking statements may be identified by words such as "aim", "anticipate", "assume", "continue", "could", "estimate", "expect", "intend", "may", "plan", "predict", "should", "will", or "would" or the negative of such terms or other similar expressions that are predictions of or otherwise indicate future events or trends.

The forward-looking statements included in this document speak only as of the date of this document. The ASX Group does not intend to update the forward-looking statements in this document in the future.



ASX Group

Global leader in A\$ and NZ\$

Strong businesses anchored in attractive financial market

- Strong market fundamentals
- Diversified business, multi-asset class and vertically integrated exchange
- World-class regulations trading, clearing, financial market infrastructure supporting end investors
- Strong financial position: AA- credit rating from Standard & Poor's

Positive financial performance for 9 months to 31 March 2016

- Underlying profit after tax A\$317.4 million, up 5.9%
- Revenue growth 7.0%, supported by robust trading activity

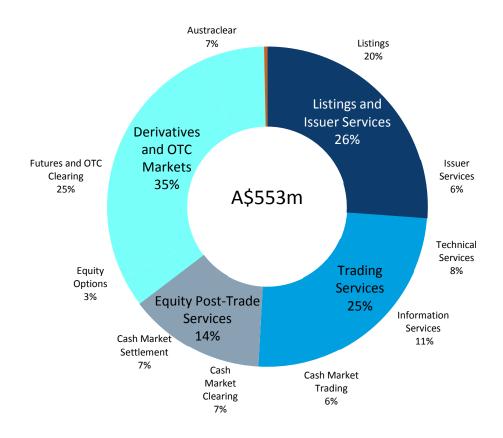
Investment in strategic positioning

- Implementation of strategy and initiatives broadly on track
- Technology transformation underway: new trading platform for futures and equities 2016/17
- Assessment of distributed ledger technology advancing



Attractive and Diversified Business Model

YTD Mar 2016 ASX Revenues



Australian Financial Markets Position

- Largest pool of investable funds in Asia, 7th in the world
- 3rd largest equity market in Asia, 9th in the world
- Over 2,200 listed entities, market cap \$1.6 trillion
- Largest interest rate derivatives market in Asia, 4th largest globally, A\$48 trillion notional value

ASX Position

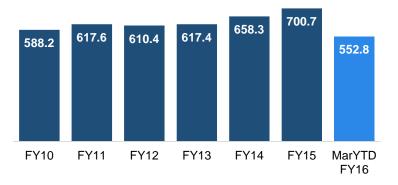
- Domestic leader in all segments, Asian leader in A\$ derivatives
- Derivatives and OTC includes interest rate, equity index, electricity and commodities futures, single stock options and clearing for OTC A\$ interest rate swaps
- Depositories (equities and fixed income) hold A\$3.4 trillion
- Cash market trading: 89% market share
- Cash market clearing and settlement conducted for entire market



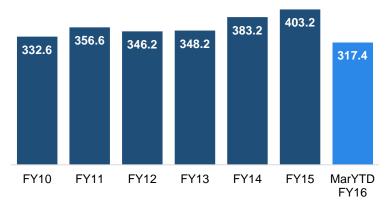
Solid Performance with growth in earnings

Dividend payout ratio 90% over the period

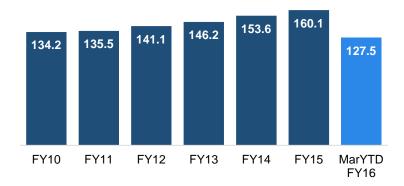
Revenues A\$m FY10 to FY15 CAGR 3.6%



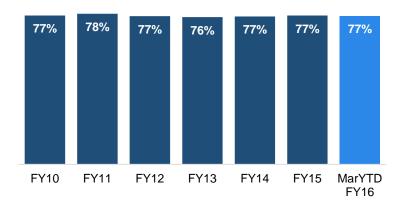
Profit after tax A\$m FY10 to FY15 CAGR 3.9%



Expenses A\$m FY10 to FY15 CAGR 3.6%



EBITDA Margin





Income Statement – 9 Months to 31 March 2016

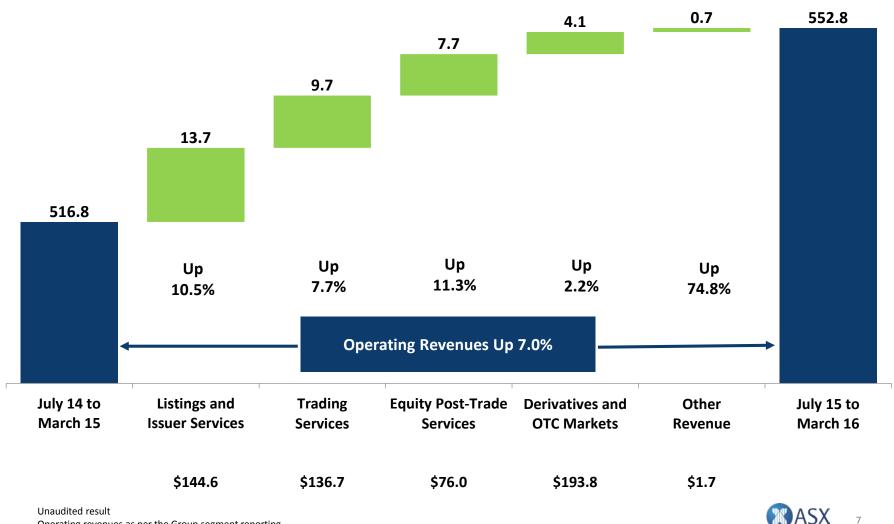
	YTD March 16 A\$m	YTD March 15 A\$m	% Variance
Operating Revenues	552.8	516.8	7.0%
Operating Expenses	127.5	120.2	(6.1%)
EBITDA	425.3	396.6	7.2%
Depreciation and Amortisation	31.3	28.2	(11.1%)
EBIT	394.0	368.4	6.9%
Interest and Dividend Income	56.7	57.9	(2.0%)
Profit Before Tax	450.7	426.3	5.7%
Income Tax Expense	(133.3)	(126.5)	(5.4%)
Underlying Profit after Tax	317.4	299.8	5.9%
Significant Items after Tax	-	(1.1)	n/a
Statutory Profit After Tax	317.4	298.7	6.2%

Unaudited result Operating revenues and operating expenses as per the Group segment reporting Variance expressed favourable / (unfavourable)



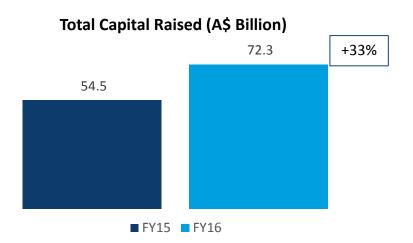
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Revenue Movement – 9 Months to 31 March 2016 (A\$ Million)

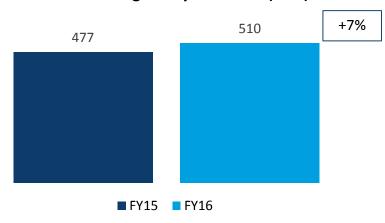


Operating revenues as per the Group segment reporting Variance expressed favourable / (unfavourable)

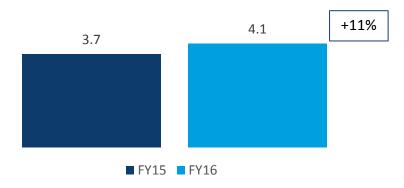
Activity Levels – YTD April 2016



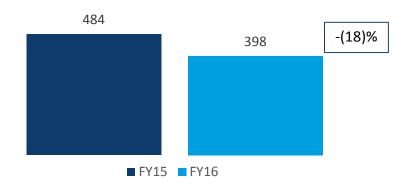
Futures¹ - Average Daily Contracts ('000)



Cash Market Trading ASX Average Daily Value On-market (A\$ Billion)



Equity Options - Average Daily Contracts ('000)



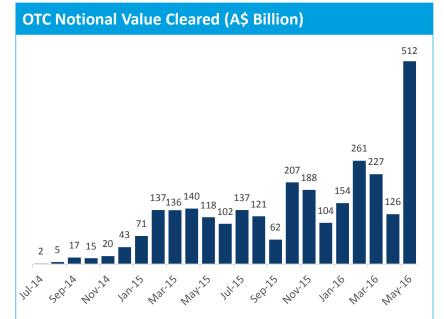


ASX Group Priorities Business initiatives progressing

Global Leader in A\$ and NZ\$	 Innovate in fragmented equity market – Centre Point Build on leadership in A\$ and NZ\$ derivatives markets – OTC, Collateral 		
Investment Supermarket	 Grow listings franchise – NZ, Tech Extend suite of investment options – equities, debt, funds 		
World-Class Infrastructure	 Upgrade technology infrastructure – trading, risk, clearing Be leader in post-trade innovation – Distributed Ledger Technology Build global connectivity – Chicago, London, Singapore, HK 		
Outstanding Experience	 Deepen customer engagement across all services Deliver 24 hour service to local and global clients Strengthen alignment through fee reductions and rebates 		
Regulatory Setting	S	Employer of Choice	



Global Leader in A\$ and NZ\$ Markets Growth in OTC Clearing & Collateral Management Services



- Notional value of OTC interest rate swaps cleared was A\$2.1 trillion May 16 YTD (A\$704 billion pcp)
- Six active users
- Margin optimisation service to be launched in 2016 providing institutions the ability to maximise margin offsets between Futures and OTC

Collateral Balances (A\$ Billion)



- Notable balance growth in repo transactions
- Eight active users
- Tri-party securities lending service (bond vs bond) currently under development and expected to commence in FY17



Investment Supermarket



Areas of Focus

Grow listings franchise

- Attractive and flexible capital market listing rules 25% increase in capital raised March 16 YTD
- New Zealand simplified dual listing process 42 NZ companies
- NZ IPOs 4 YTD
- Technology sector 30 listings¹ YTD
- ETFs 161 ETFs listed totaling A\$21.3 billion

Investment Supermarket

- Domestic equities
- Government bonds
- Corporate bonds
- International shares regulatory considerations will drive service design
- mFund expansion 48 fund managers offering 161 funds via 18 brokers



Technology Transformation Key projects progressing

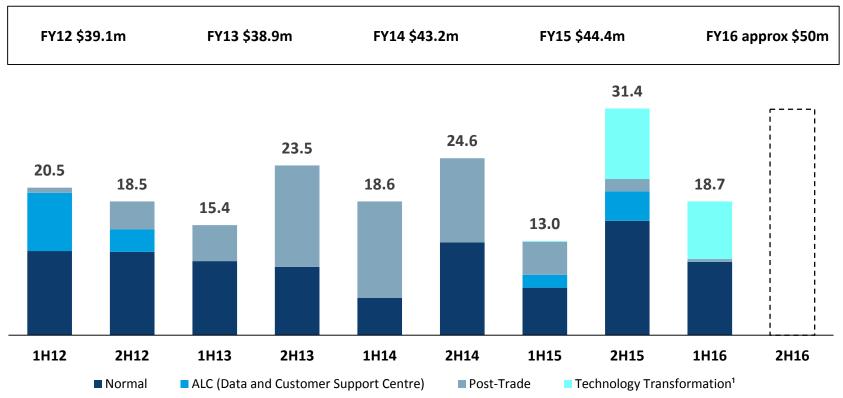


Progress

- Trading platform replacement underway
 - measures taken to de-risk implementation
 - customer engagement and readiness progressing
 - futures delivery July November 2016, equities delivery 2017
- Market monitoring and risk management progressing, derivatives clearing on track
- Distributed Ledger Technology potential replacement for CHESS. Capability assessment throughout FY17
- Managed within Group capex, approximately A\$50 million in FY16



Capital Expenditure (A\$ Million)



Highlights

- March 16 YTD expenditure A\$30.6 million
- Focus on technology transformation program
 - Phase I to be complete in FY17
 - Technology transformation A\$15.5 million March 16 YTD
- Guidance FY16 approximately A\$50 million



Opportunity for Post-Trade Innovation Distributed Ledger Environment

Consolidated view of holdings **Issuers/listed companies** Choice of real-time access to securities/cash Improved shareholder analytics Real-time dividend payments, voting Streamlined/automated corporate actions Simplified tax preparation Electronic AGMs Recording of sophisticated investor requirements Security **Intermediaries Government**, regulators Trust Improved audit trail **Risk reduction** Efficiency Improved analytics Back-office cost reduction reconciliations, KYC, AML, FATCA **Timeliness** Service innovators/Fintech ASX Data analytics Lower risk and capital requirements Wealth management, tax reporting Tailored liquidity and settlement services Data, issuer and investor services

Investors



Distributed Ledger Technology Assessing the opportunity

Current Focus

- Investment in Digital Asset Holdings (DAH) of A\$14.9m for a 5% stake plus rights to acquire additional 5%
- ASX and DAH working together to develop a beta software system to assess the technology
- Engaging with regulators, stakeholders and customers
- 6–12 month process of initial evaluation
- Development alongside existing CHESS platform
- Final decision on post-trade technology in 2017

Digital Asset Holdings Investors





Regulatory Environment

Developments Last Three Years

Investors

• Equity market regulations supporting end-investors

Systemic risk

- Location requirements
- Global regulatory and capital standards adopted
- A\$ OTC interest rate swap central clearing mandate recommended along with G4 currencies

Global competitiveness

- Post-trade solutions in place
- ESMA recognition received, CFTC exemption relief
- AA- long-term credit rating from S&P

Equities Clearing Review

Safe and effective competition

- Treasurer announced commitment to putting in place safe and effective competition for cash equities clearing
- Minimum 18 month period to transition
- Changes to ASX's 15% shareholder limit to bring into line with banks and insurance companies – Treasurer can act in national interest
- Confirmation of domestic location requirements

ASX cash equities clearing and settlement

- Key customer and stakeholder commitments on engagement, pricing, access and confidential information confirmed
- 10% reduction in clearing fees from 1 July 2016
- Retain rebate schemes in FY17
- Equities trading rebate scheme discontinued from 1 July 2016



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