ASX Limited
2015 Annual General Meeting
30 September 2015
Opening Address

Rick Holliday-Smith
Chairman
### Positive financial performance

<table>
<thead>
<tr>
<th>Income statement</th>
<th>FY15 $ million</th>
<th>Variance to FY14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating revenues</td>
<td>700.7</td>
<td>6.4%</td>
</tr>
<tr>
<td>Underlying expenses</td>
<td>(160.1)</td>
<td>4.2%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>540.6</td>
<td>7.1%</td>
</tr>
<tr>
<td>Underlying profit after tax</td>
<td>403.2</td>
<td>5.2%</td>
</tr>
<tr>
<td>Statutory profit after tax</td>
<td>397.8</td>
<td>3.8%</td>
</tr>
</tbody>
</table>

Revenues and expenses as per the Group segment reporting
Regulatory settings supporting end-investors and growth

The last three years

- **Regulations**: Rules support end-investors
- **Systemic risk**: Equity raising, Location requirements, Global standards adopted early
- **Global competitiveness**: Post-trade solutions in place, US and European clearance, AA-long-term S&P ratings

Equities clearing next 3–5 years

- **Market structure**: Recommended maintain for five years
- **Future benefits**: Implement fee reductions, Strengthen Code of Practice, Upgrade post-trade infrastructure
- **Technology**: Replace CHESS, ‘Once in a generation’ opportunity to improve how equity market operates
Executive remuneration changes for FY16

**STI Awards – applies to all Group Executives**

- 50% cash
  - 50% deferred for two years
- 40% cash
  - 30% deferred for two years
- 30% deferred for four years
- Deferral in cash
  - Deferral in equity

**LTI Awards – applies to CEO and Deputy CEO**

- 3 year performance period
- 4 year performance period
- Fair value of ASX shares
- Face value of ASX shares
- 70% EPS, 30% TSR
- 50% EPS, 50% TSR
- Vesting ranges updated
## Positive revenue growth

<table>
<thead>
<tr>
<th>Operating revenues</th>
<th>FY15 $ million</th>
<th>Variance to FY14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Listings and Issuer Services</td>
<td>176.6</td>
<td>13.9%</td>
</tr>
<tr>
<td>Cash Market</td>
<td>125.2</td>
<td>6.7%</td>
</tr>
<tr>
<td>Derivatives and OTC Markets</td>
<td>206.2</td>
<td>0.7%</td>
</tr>
<tr>
<td>Information Services</td>
<td>73.7</td>
<td>7.0%</td>
</tr>
<tr>
<td>Technical Services</td>
<td>57.3</td>
<td>8.3%</td>
</tr>
<tr>
<td>Austraclear</td>
<td>45.3</td>
<td>10.4%</td>
</tr>
</tbody>
</table>

Operating revenues as per the Group segment reporting
Stronger, more competitive exchange

**Underlying profit after tax ($ million)**

<table>
<thead>
<tr>
<th></th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit</td>
<td>356.6</td>
<td>346.2</td>
<td>348.2</td>
<td>383.2</td>
<td>403.2</td>
</tr>
</tbody>
</table>

**Equity (at end of period $ billion)**

<table>
<thead>
<tr>
<th></th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td>3.0</td>
<td>3.0</td>
<td>3.3</td>
<td>3.7</td>
<td>3.8</td>
</tr>
</tbody>
</table>

- 2013 capital raising

**Dividends (cents per share)**

<table>
<thead>
<tr>
<th></th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dividends</td>
<td>183.2</td>
<td>177.9</td>
<td>170.2</td>
<td>178.1</td>
<td>187.4</td>
</tr>
</tbody>
</table>

**Share price at end of period (§)**

<table>
<thead>
<tr>
<th></th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price</td>
<td>29.98</td>
<td>29.36</td>
<td>33.07</td>
<td>35.64</td>
<td>39.90</td>
</tr>
</tbody>
</table>

Underlying profit excludes significant items.
Key objectives

- Global leader in A$ and NZ$ financial markets
- Increase options available to investors
- World-class infrastructure, globally connected
- Outstanding customer experience
- Regulatory settings supporting end-investors and growth
- Employer of choice
Global leader in A$ and NZ$ financial markets
Equities – Centre Point

Equities
Centre Point value traded ($billion)
Global leader in A$ and NZ$ financial markets

Derivatives – OTC Clearing

### Derivatives
OTC notional value cleared ($billion)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2</td>
<td>5</td>
<td>17</td>
<td>15</td>
<td>20</td>
<td>43</td>
<td>71</td>
<td>137</td>
<td>136</td>
<td>140</td>
<td>118</td>
<td>102</td>
</tr>
</tbody>
</table>

2014

2015
Increase options available to investors
Growing the listings franchise

General
Healthscope

Technology
MYOB

New Zealand
The a2 Milk Company

Funds
PERPETUAL EQUITY INVESTMENT COMPANY LIMITED

medibank
VISTA GROUP
LATAM AUTOS
evolve
JETPACK

nine
urbanise
ORION HEALTH

MFG
ASSET MANAGEMENT LIMITED
ASX Australian Liquidity Centre
World-class financial infrastructure

Trading platforms
- Futures trading
- Cash market trading

Market integrity and risk platforms
- Market monitoring
- Risk management

Clearing and settlement platforms
- Equity options clearing
- Cash clearing & settlement (CHESS)\(^1\)

Phase I (Feb 15 – Dec 16)
Phase II

1. Decision expected in FY16 when there is clarity on cash equities clearing market structure
Outstanding customer experience
Customer Support Centre opened April 2015
Key objectives

- Global leader in A$ and NZ$ financial markets
- Increase options available to investors
- World-class infrastructure, globally connected
- Outstanding customer experience
- Regulatory settings supporting end-investors and growth
- Employer of choice
Performance of global indices over 15 months
To 25 September 2015; Index
Post balance date activity
1 July to 25 September 2015

- Total capital raised: $26.1 billion (100%)
- Number of IPOs: 34 (31%)
- Cash market trading (ASX on-market): $4.2 billion (24.5%)
- Futures trading: 497,561 (7.0%)
- Equity options trading: 425,507 (13.1%)

Comparisons are to FY15 corresponding period
Formal Business

Rick Holliday-Smith
Chairman
Agenda Item 1
ASX Financial Report
Agenda Item 2
Agenda Item 3
Election of Directors
### Agenda Item 3(a)
Re-election of Mr Rick Holliday-Smith - Proxy and Direct Votes (Combined)

<table>
<thead>
<tr>
<th></th>
<th>For</th>
<th>Against</th>
<th>Open</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>99,993,168</td>
<td>1,843,805</td>
<td>1,532,138</td>
</tr>
<tr>
<td>%</td>
<td>96.74%</td>
<td>1.48%</td>
<td>1.78%</td>
</tr>
</tbody>
</table>
Agenda Item 3(b)
Re-election of Mr Peter Marriott - Proxy and Direct Votes (Combined)

<table>
<thead>
<tr>
<th></th>
<th>For</th>
<th>Against</th>
<th>Open</th>
</tr>
</thead>
<tbody>
<tr>
<td>Votes</td>
<td>100,967,760</td>
<td>417,720</td>
<td>1,844,305</td>
</tr>
<tr>
<td>%</td>
<td>97.81%</td>
<td>0.40%</td>
<td>1.79%</td>
</tr>
</tbody>
</table>
Agenda Item 3(c)
Re-election of Mrs Heather Ridout - Proxy and Direct Votes (Combined)

<table>
<thead>
<tr>
<th></th>
<th>For</th>
<th>Against</th>
<th>Open</th>
</tr>
</thead>
<tbody>
<tr>
<td>Votes</td>
<td>100,946,919</td>
<td>461,500</td>
<td>1,843,834</td>
</tr>
<tr>
<td>%</td>
<td>97.77%</td>
<td>0.45%</td>
<td>1.78%</td>
</tr>
</tbody>
</table>
Agenda Item 3(d)
Election of Ms Yasmin Allen - Proxy and Direct Votes (Combined)

<table>
<thead>
<tr>
<th></th>
<th>For</th>
<th>Against</th>
<th>Open</th>
</tr>
</thead>
<tbody>
<tr>
<td>Votes</td>
<td>101,034,732</td>
<td>292,986</td>
<td>1,842,290</td>
</tr>
<tr>
<td>%</td>
<td>97.93%</td>
<td>0.28%</td>
<td>1.79%</td>
</tr>
</tbody>
</table>
Agenda Item 4
Remuneration Report
## Item 4 – Remuneration Report

### STI Awards – applies to all Group Executives

- 50% cash
- 50% deferred for two years
- Deferral in cash

- 40% cash
- 30% deferred for two years
- Deferral in equity

### LTI Awards – applies to CEO and Deputy CEO

- 3 year performance period
- Fair value of ASX shares
- 70% EPS, 30% TSR

- 4 year performance period
- Face value of ASX shares
- 50% EPS, 50% TSR

Vesting ranges updated
Item 4 – Remuneration Report
Proxy and Direct Votes (Combined)

<table>
<thead>
<tr>
<th>For</th>
<th>Against</th>
<th>Open</th>
</tr>
</thead>
<tbody>
<tr>
<td>99,106,602</td>
<td>2,088,704</td>
<td>1,770,180</td>
</tr>
<tr>
<td>96.25%</td>
<td>2.03%</td>
<td>1.72%</td>
</tr>
</tbody>
</table>
Agenda Item 5
Grant of Performance Rights
Item 5 – Grant of Performance Rights
Proxy and Direct Votes (Combined)

<table>
<thead>
<tr>
<th></th>
<th>For</th>
<th>Against</th>
<th>Open</th>
</tr>
</thead>
<tbody>
<tr>
<td>Votes</td>
<td>98,874,071</td>
<td>2,397,746</td>
<td>1,818,341</td>
</tr>
<tr>
<td>%</td>
<td>95.91%</td>
<td>2.33%</td>
<td>1.76%</td>
</tr>
</tbody>
</table>
Questions
Please complete and submit your voting card