

# Q1/2024

## financial results

Analyst and Investor Conference Call  
24 April 2024



DEUTSCHE BÖRSE  
GROUP

# Good start into the year with Q1/2024 and further progress in the implementation of our strategy

- Consolidation of **SimCorp**, which contributed **10% inorganic net revenue growth**, was key driver of results; business achieved good performance after the seasonally strong Q4
- **Organic net revenue growth of 6%** mainly driven by **secular growth** across the Group, while effects from **higher interest rates** have been **largely offset** by **lower equity volatility**
- **Key contributors of secular growth** in the first quarter: Software Solutions, Commodities, Financial Derivatives, and the core business in Securities Services
- Cost growth mainly a result of SimCorp consolidation; **organic cost growth of 4%** driven by exceptionals, inflation and investments and partly offset by lower share-based compensation
- Development in **Q1/2024 slightly above expectations**; **guidance for the full year is confirmed** at >€5.6 billion net revenue and >€3.2 billion EBITDA
- **Deleveraging** of balance sheet is **well-on-track** (commercial paper fully redeemed) and €300 million **share buy-back programme is completed**

**Net revenue €1,427m**  
**+16%**

**EBITDA €875m**  
**+13%**

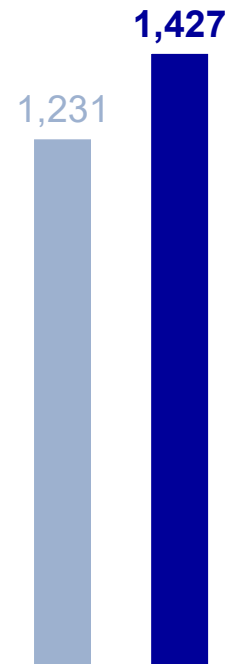
**Cash EPS €2.89**  
**+7%**

# Group financials

## Q1/2024

### Net revenue | €m

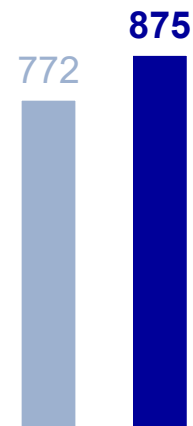
- ↗ +16%
- ↗ +6% (organic)



Q1/23 Q1/24

### EBITDA | €m

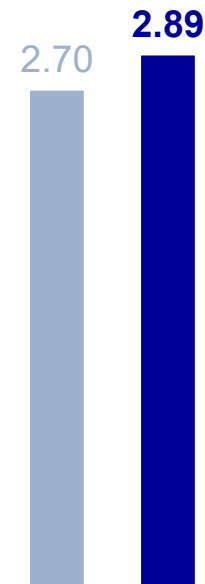
- ↗ +13%
- ↗ +9% (organic)



Q1/23 Q1/24

### Cash EPS<sup>1</sup> | €

- ↗ +7%
- ↗ +9% (organic)



Q1/23 Q1/24

### Note

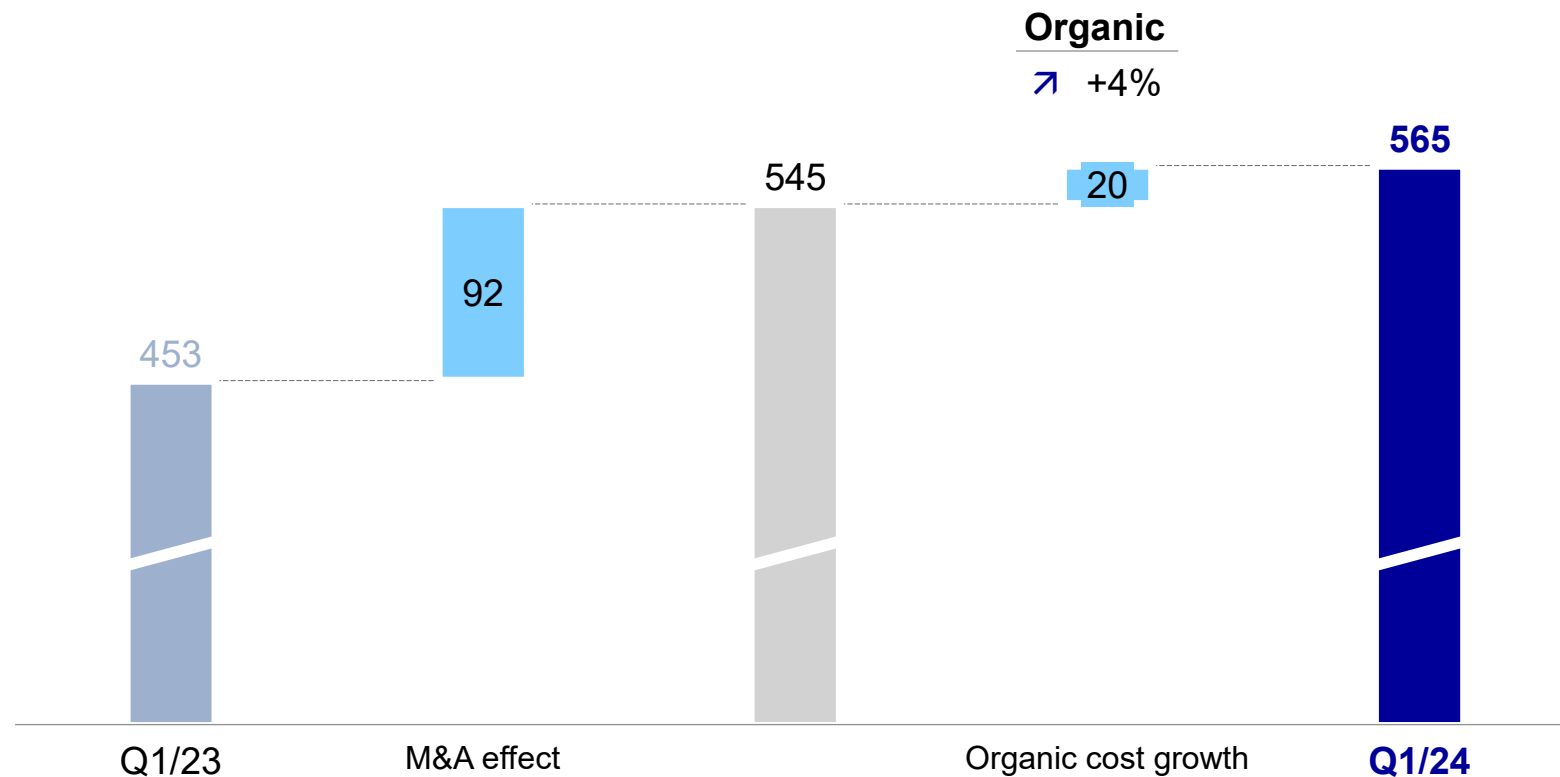
Treasury result	€262m +15%
Operating cost	€565m +25%
Financial investments	€13m
Depreciation <sup>2</sup>	€118m
Financial result	€-42m
Net profit	€498m +5%
EPS	€2.70

1) EPS before purchase price allocation (ppa)  
2) Incl. ~€47m ppa effects

# Operating costs

Q1/2024

## Operating cost bridge | €m



## Note

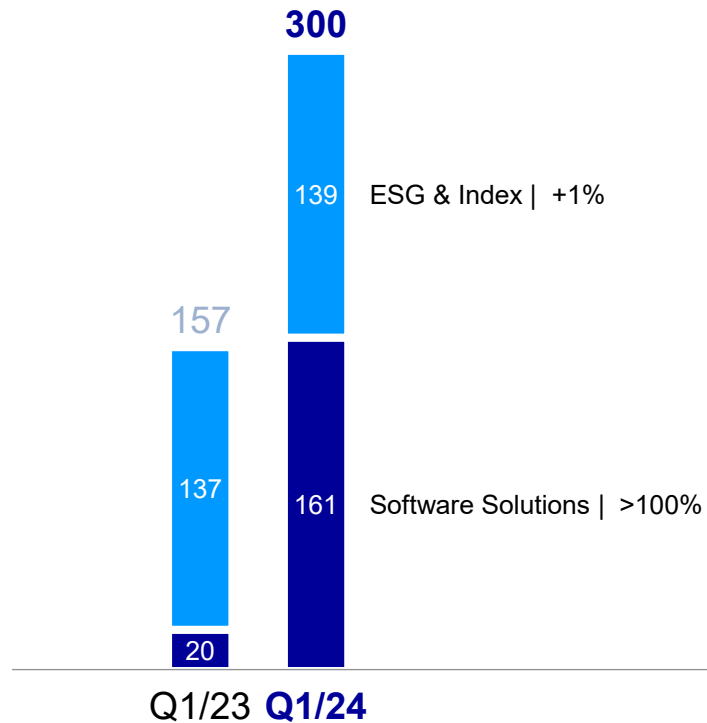
- Organic cost growth of 4% was driven by exceptional costs, inflation and additional investments, which was partly offset by lower share-based compensation
- Creation of Investment Management Solutions segment resulted in exceptional costs of €11 million in Q1/2024 (~€50 million for 2024)
- M&A effect mainly due to SimCorp consolidation (€92 million operating costs in Q1/24)

# Investment Management Solutions

Q1/2024

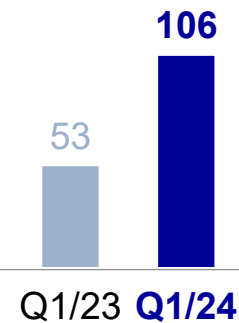
## Net revenue | €m

- ↗ +91%
- ↗ +12% (organic)



## EBITDA | €m

- ↗ +101%
- ↗ +35% (organic)



## Business development

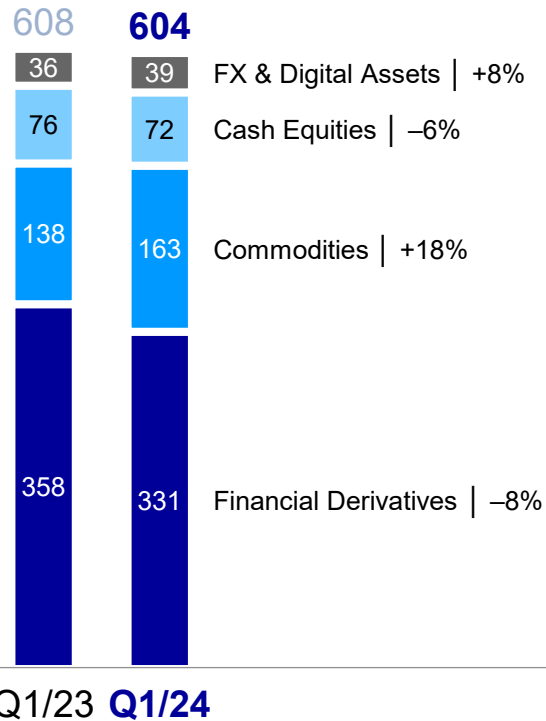
- Software Solutions benefited from new clients and contract renewals with very good momentum especially in analytics; SimCorp's net revenue of €128 million in-line with expectations after seasonally strong fourth quarter
- Software Solutions (SimCorp/Axioma) annual recurring revenue (ARR) amounted to €537 million at the end of Q1/24 (+15%)
- Further growth of demand for ESG products, while headwinds for ISS Market Intelligence solutions continued
- EBITDA impacted by exceptional costs of €11 million

# Trading & Clearing

## Q1/2024

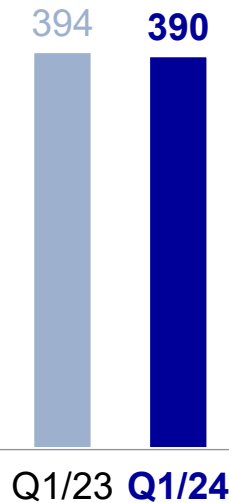
### Net revenue | €m

→ -1%



### EBITDA | €m

↘ -1%



### Business development

- Financial Derivatives impacted by lower equity market volatility (-31%) and higher comparables in Q1/23; higher fixed income derivatives volumes partly offset by incentives as part of the STIR partnership programme
- Commodities were driven by record trading activity in EU power products, mainly due to market share gains and new clients
- In foreign exchange, new clients (buy side) and regions (US/APAC) helped to offset lower volatility
- Crypto Finance/DBDX<sup>1</sup> business has been shifted to FX in a move to pool all expertise in digital assets

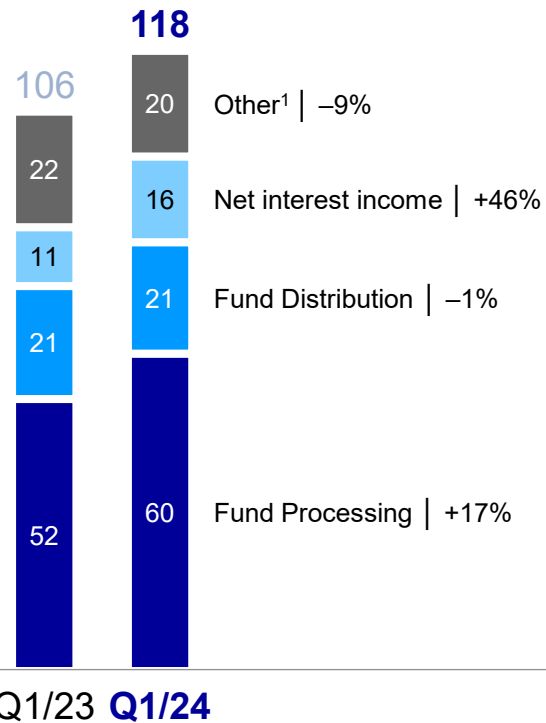
1) Deutsche Börse Digital Exchange

# Fund Services

## Q1/2024

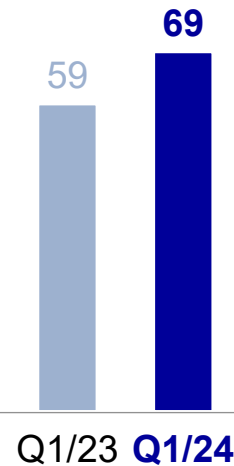
### Net revenue | €m

↗ +11%



### EBITDA | €m

↗ +17%



### Business development

- Fund Services segment benefitted from improved equity market valuations and growth from new clients and portfolios
- Net interest income: higher rates overcompensated a decline in cash balances (-7%)

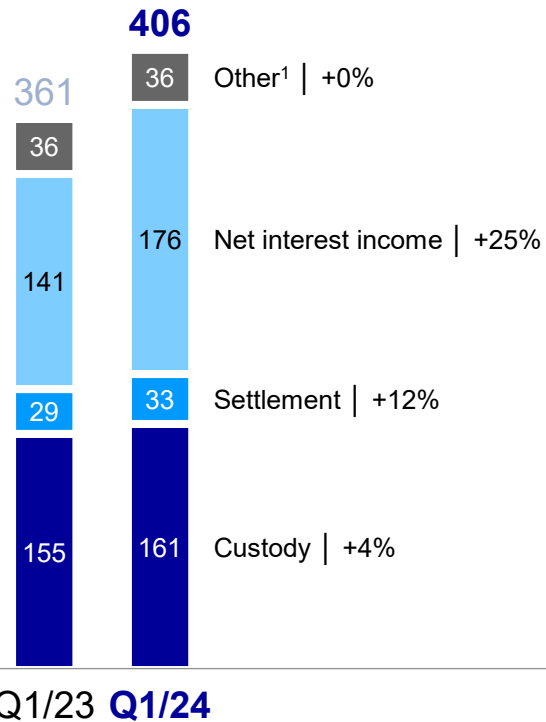
1) Incl. net revenue from connectivity and fund data

# Securities Services

## Q1/2024

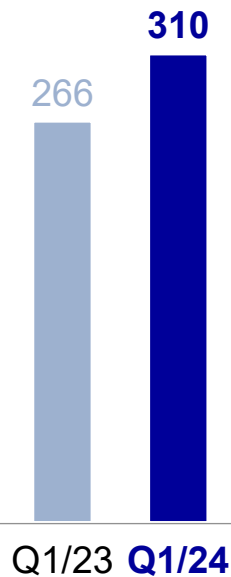
### Net revenue | €m

↗ +13%



### EBITDA | €m

↗ +17%



### Business development

- Custody and Settlement positively affected by ongoing high level of fixed income issuance activity and higher index levels
- Net interest income: higher rates overcompensated a decline in cash balances (-7%)

1) Incl. net revenue from connectivity, account services and reporting



# Appendix

# We simplify financial reporting and focus on consolidated product levels

## Old reporting

<b>Financial derivatives</b>	<b>330.7</b>
Equities	113.4
Interest rates	113.1
Margin fees <i>t/o equities</i> <i>t/o interest rates</i>	24.0 18.0 6.0
Other <i>t/o Repo</i>	80.2 23.5

<b>Fund Services</b>	<b>117.6</b>
Fund Processing	60.2
Fund Distribution	21.1
Other <i>t/o net interest income</i>	36.3 16.3

## New reporting

<b>Financial derivatives</b>	<b>330.7</b>
Equities <i>t/o margin fees</i>	131.4 18.0
Fixed Income <i>t/o margin fees</i> <i>t/o Repo</i>	142.6 6.0 23.5
Other	56.7

<b>Fund Services</b>	<b>117.6</b>
Fund Processing	60.2
Fund Distribution	21.1
Net interest income	16.3
Other	20.0

## Note

- Margin fees are reported in the respective product group (Equities and Fixed Income)
- Repo as a strategic focus is separated from Other and reported in Fixed Income
- Other mainly contains data, connectivity and membership fees
- In Fund Services, Net interest income is separated from Other
- Crypto Finance/DBDX<sup>1</sup>, previously part of Cash Equities, transferred to FX & Digital Assets to pool expertise in the digital asset space



# Income statement – group level

Income statement   €m	Q1/24	Q1/23	Change %
Sales revenue	1,454.9	1,250.0	16
Treasury result from banking business	261.5	226.9	15
Other operating income	9.0	4.5	100
<b>Total revenue</b>	<b>1,725.4</b>	<b>1,481.4</b>	<b>16</b>
Volume-related costs	-298.1	-250.2	19
<b>Net revenue</b>	<b>1,427.3</b>	<b>1,231.2</b>	<b>16</b>
Staff costs	-395.8	-317.1	25
Other operating expenses	-168.7	-135.6	24
<b>Operating costs</b>	<b>-564.5</b>	<b>-452.7</b>	<b>25</b>
Result from financial investments	12.5	-6.4	-295
<b>Earnings before interest, tax, depreciation and amortisation (EBITDA)</b>	<b>875.3</b>	<b>772.1</b>	<b>13</b>
Depreciation, amortisation and impairment losses	-117.5	-88.3	33
<b>Earnings before interest and tax (EBIT)</b>	<b>757.8</b>	<b>683.8</b>	<b>11</b>
Financial result	-42.1	-9.1	363
<b>Earnings before tax (EBT)</b>	<b>715.7</b>	<b>674.7</b>	<b>6</b>
Income tax expense and other tax	-191.7	-181.4	6
Net profit for the period	524.0	493.3	6
<b>thereof attributable to Deutsche Börse shareholders</b>	<b>497.6</b>	<b>473.3</b>	<b>5</b>
thereof attributable to non-controlling interests	26.4	20.0	32
<b>Earnings per share (basic) (€)</b>	<b>2.70</b>	<b>2.58</b>	<b>5</b>
<b>Earnings per share before purchase price allocations (Cash EPS) (€)</b>	<b>2.89</b>	<b>2.70</b>	<b>7</b>

# Detailed income statement – Investment Management Solutions

Income statement				Volume			Revenue per volume		
	Q1/24 €m	Q1/23 €m	Change %	Unit	Volume	Change %	Unit	RPV	Change %
<b>Net revenue</b>	<b>300.0</b>	<b>156.7</b>	<b>91</b>						
Software Solutions	161.4	19.9	711	ARR (€m)	537	15			
On-premises	70.4	0.0							
SaaS (incl. Analytics)	52.7	19.9	165						
Other	38.3	0.0							
ESG & Index	138.6	136.8	1						
ESG	59.8	56.9	5						
Index <sup>1</sup>	51.5	50.5	2	AuM (€bn)	116	7			
Other <sup>2</sup>	27.3	29.4	-7	Contracts (m)	177	-27			
<b>Operating costs</b>	<b>-200.7</b>	<b>-103.8</b>	<b>93</b>						
Result from financial investments	6.8	-0.2	-3,500						
<b>EBITDA</b>	<b>106.1</b>	<b>52.7</b>	<b>101</b>						

1) Incl. ETF, exchange licences and other licences

2) ISS non-ESG business

# Detailed income statement – Trading & Clearing

	Income statement			Volume			Revenue per volume		
	Q1/24 €m	Q1/23 €m	Change %	Unit	Volume	Change %	Unit	RPV	Change %
<b>Net revenue</b>	<b>603.9</b>	<b>607.8</b>	<b>-1</b>						
Financial Derivatives	330.7	357.6	-8						
Equities <sup>1</sup>	131.4	165.8	-21	Contracts (m)	266	-21	€/contract	0.495	0
Fixed Income <sup>2</sup>	142.6	142.6	0	Contracts (m)	246	14	€/contract	0.580	-12
Other <sup>3</sup>	56.7	49.2	15						
Commodities	162.7	138.0	18						
Power <sup>4</sup>	80.1	57.5	39	TWh	3,062	50	€/TWh	0.026	-7
Gas	25.4	27.1	-6	TWh	1,875	-4	€/TWh	0.014	-3
Other	57.2	53.4	7						
Cash Equities	71.9	76.3	-6						
Trading	34.2	36.5	-6	Order book (€bn)	335	-7	bps	0.102	1
Other <sup>5</sup>	37.7	39.8	-5						
FX & Digital Assets <sup>6</sup>	38.6	35.9	8	ADV (€bn)	131	8	bps	0.294	-1
<b>Operating costs</b>	<b>-219.5</b>	<b>-208.8</b>	<b>5</b>						
Result from financial investments	5.6	-4.9	-214						
<b>EBITDA</b>	<b>390.0</b>	<b>394.1</b>	<b>-1</b>						

1) Incl. index and equity derivatives, margin fees

2) Incl. interest rate derivatives, OTC clearing, Repo, margin fees

3) Incl. Eurex data and Eurex other

4) Incl. power spot and power derivatives

5) Incl. Xetra data, listing and Xetra other

6) Incl. trading and 360T other

# Detailed income statement – Fund Services

Income statement				Volume			Revenue per volume		
	Q1/24 €m	Q1/23 €m	Change %	Unit	Volume	Change %	Unit	RPV	Change %
<b>Net revenue</b>	<b>117.6</b>	<b>106.1</b>	<b>11</b>						
Fund Processing <sup>1</sup>	60.2	51.6	17	AuC (€bn)	3,518	10	bps p.a.	0.684	6
Fund Distribution	21.1	21.4	-1						
Net interest income	16.3	11.2	46						
Other	20.0	21.9	-9						
<b>Operating costs</b>	<b>-48.4</b>	<b>-46.3</b>	<b>5</b>						
Result from financial investments	0.0	-0.5	-100						
<b>EBITDA</b>	<b>69.2</b>	<b>59.3</b>	<b>17</b>						

1) Incl. custody and settlement

# Detailed income statement – Securities Services

Income statement				Volume			Revenue per volume		
	Q1/24 €m	Q1/23 €m	Change %	Unit	Volume	Change %	Unit	RPV	Change %
<b>Net revenue</b>	<b>405.8</b>	<b>360.6</b>	<b>13</b>						
Custody <sup>1</sup>	161.0	154.5	4	AuC (€bn)	14,723	6	bps p.a.	0.437	-1
Settlement	32.8	29.4	12	Transactions (m)	22.3	12	€	1.472	-1
Net interest income	176.1	140.8	25	Cash balances (€m)	16,585	-7	% p.a.	4.247	35
Other <sup>2</sup>	35.9	35.9	0						
<b>Operating costs</b>	<b>-95.9</b>	<b>-93.8</b>	<b>2</b>						
Result from financial investments	0.1	-0.8	-113						
<b>EBITDA</b>	<b>310.0</b>	<b>266.0</b>	<b>17</b>						

1) Incl. custody and collateral management

2) Incl. net revenue from connectivity, account services and reporting

# Financial calendar and contact details

## Financial calendar

<b>14 May 2024</b>	<b>Annual General Meeting</b>
15 May 2024	Redburn Canada Conference (Toronto)
22 May 2024	Berenberg European Conference (New York)
23 May 2024	dbAccess European Champions Conference (Frankfurt)
4 June 2024	BNP Paribas Exane CEO Conference (Paris)
5 June 2024	Goldman Sachs European Financials Conference (Madrid)
<b>24 July 2024</b>	<b>Publication half-yearly financial report 2024</b>
<b>25 July 2024</b>	<b>Analyst and investor conference call Q2/2024</b>
3 September 2024	Commerzbank & ODDO BHF Corporate Conference (Frankfurt)
10 September 2024	Barclays Global Financial Services Conference (New York)
23 September 2024	Goldman Sachs German Corporate Conference (Munich)
25 September 2024	BofA Annual Financials CEO Conference (London)
<b>22 October 2024</b>	<b>Publication quarterly statement Q3/2024</b>
<b>23 October 2024</b>	<b>Analyst and investor conference call Q3/2024</b>

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