

# London Stock Exchange Group plc

Interim results – six months period ended 30 June 2015

**5 August 2015** 



# Key financial highlights

- Good H1 financial performance:
  - revenue up 90%
  - organic and acquisitions both delivering
  - revenue on a continuing basis<sup>1</sup> up 9% (up 14% adjusting for loss of LME)
  - Total income up 83%
  - expenses on organic basis up 4%<sup>2</sup> with investment in growth initiatives
  - adjusted operating profit up 27% to £366.1m
- AEPS of 65.5p up 14%<sup>3</sup>
- Interim dividend up 11.4%<sup>4</sup> to 10.8p per share reflects strong H1 performance and confidence in future prospects

Note: All above figures include continuing and discontinuing operations, unless stated

<sup>&</sup>lt;sup>1</sup> excludes discontinued operations, principally being Russell Investment Management

<sup>&</sup>lt;sup>2</sup> including inflation and cost of sales, excluding FX

<sup>&</sup>lt;sup>3</sup> Versus 2014 6 months adjusted for rights issue

<sup>&</sup>lt;sup>4</sup> 2014 dividend for period Apr-Sep 2014



## **Overview of results**

	Six	months ended	Organic and constant currency		
	2015 £m	2014 £m	Change %	variance %	
Revenue	1,164.9	611.5	90%	1%	
<b>Total income</b> Share of loss after tax of associates	1,208.7 (0.1)	661.2 -	83%	0%	
Adjusted operating expenses <sup>2</sup>	(842.5)	(372.4)	126%	4%	
Adjusted operating profit <sup>2</sup>	366.1	288.8	27%	(5%)	
Non-recurring items and amortisation  Operating profit	(126.7) 239.4	(83.1) 205.7	16%	4%	
Net finance expense	(34.2)	(35.4)	(3%)		
Adjusted profit before tax <sup>2</sup>	331.9	253.4	31%	_	
Underlying effective tax rate <sup>3</sup>	26.0%	24.5%			
Basic earnings per share (p)	43.4	40.5	7%		
Adjusted earnings per share (p) <sup>2,5</sup>	65.5	57.3	14%		
Dividend per share (p) <sup>4</sup>	10.8	9.7	11%		

Note: All above figures include continuing and discontinuing operations

<sup>&</sup>lt;sup>1</sup> Unaudited <sup>2</sup> Excluding amortisation of purchased intangibles (£81.7m) and non-recurring items (£45.0m)

<sup>&</sup>lt;sup>3</sup> Excluding adjustments in respect of previous years <sup>4</sup> 2014 dividend for period Apr-Sep 2014

<sup>&</sup>lt;sup>5</sup> Adjusted basic share count 2014: 293.7m, 2014: 346.3m



# Segmental highlights

-	Six months	е		Organic and constant currency	
	2015		Variance	variance <sup>1</sup>	
	£m	£m	%	%	
Revenue					
Capital Markets	170.0	171.2	(1%)	4%	
Post Trade Services - CC&G and Monte Titoli	46.8	51.0	(8%)	3%	
Post Trade Services - LCH.Clearnet	149.1	173.8	(14%)	(11%)	
Information Services	261.0	180.0	45%	5%	
Technology Services	38.3	32.8	17%	14%	
Russell Investment Management (gross)	497.3	-	-	-	
Other	2.4	2.7	(11%)	(8%)	
Total revenue	1,164.9	611.5	90%	1%	
Net treasury income through CCP business					
CC&G	13.4	16.8	(20%)	(11%)	
LCH.Clearnet	27.0	29.3	(8%)	(6%)	
Other income	3.4	3.6	(6%)	0%	
Total income	1,208.7	661.2	83%	0%	

Note: All above figures include continuing and discontinuing operations, unless stated <sup>1</sup> Organic growth is calculated in respect of businesses owned for at least 6 months in either period and so excludes Bonds.com, MTS Indices and Frank Russell Company. The Group's principal foreign exchange exposure arises from translating our European based euro and US based USD reporting businesses into sterling.

#### Capital Markets

 Underlying growth in Primary & Secondary markets

#### LCH.Clearnet

- Revenue ex-LME and at constant currency up 5%
- SwapClear revenue up 19%

#### FTSE Russell

- Continued good growth FTSE revenue up 12%
- ETF benchmarked AuM up 11% to \$389bn
- First time contribution from Russell Indexes – £70.0m

#### Net treasury income

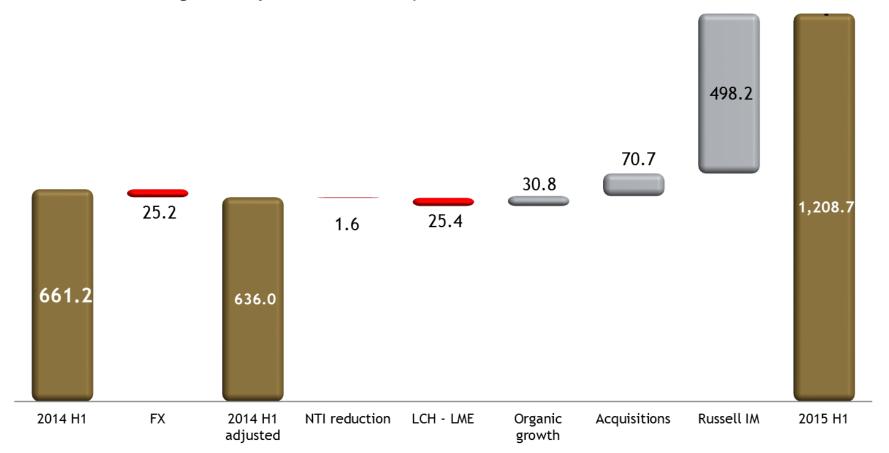
 Increased margin levels on higher volumes and volatility

All above revenue comparisons at organic constant currency.



# Income growth

Growth – both organically and from acquisitions

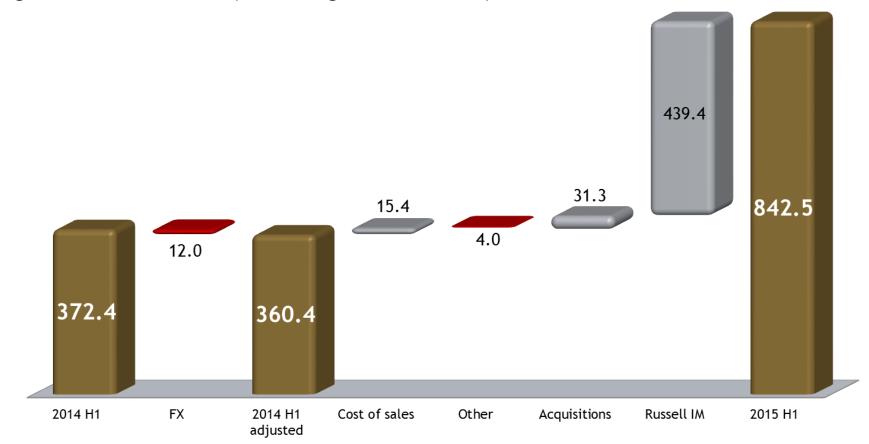


Note: All above figures include continuing and discontinuing operations



## Good control of operating expenses

Organic costs held flat (excluding Cost of sales)

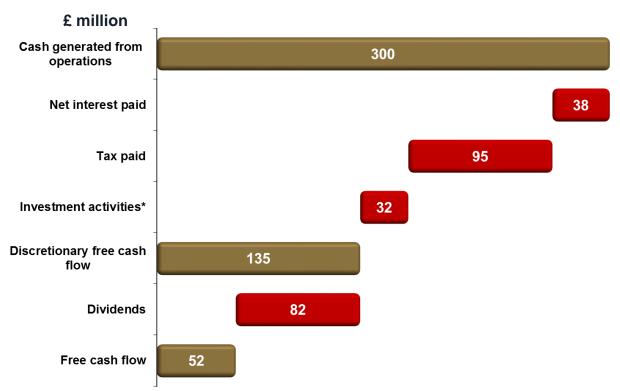


Note: Excluding amortisation of purchased intangibles and non-recurring items. All above figures include continuing and discontinuing operations



## Summarised cash flow

#### Good cash generation



- £48.6m capex mainly technology upgrades, new projects and integration of LCH and FTSE Russell
- Discretionary free cash flow after investment activities remains strong at 38.8p per share<sup>1</sup> (2014 H1 : 46.5p)

Note: All above figures include continuing and discontinuing operations

Note: Dividends paid of £82m covers change of year end and includes Interim (Apr-Sep 2014) and Final December 2014 dividend (Apr-Dec 2014)

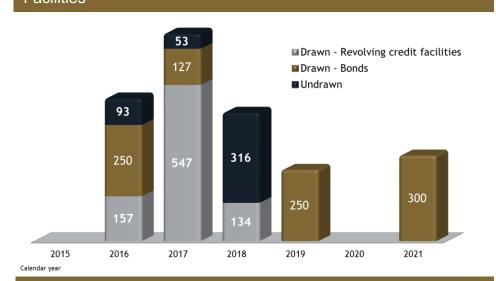
<sup>&</sup>lt;sup>1</sup> Based on weighted average shares in issue for the period of 2015 H1: 346.3m and 2014 H1 293.7m

<sup>\*</sup> includes cash outflows of £51.6m and inflows of £19.7m

# **Borrowings**

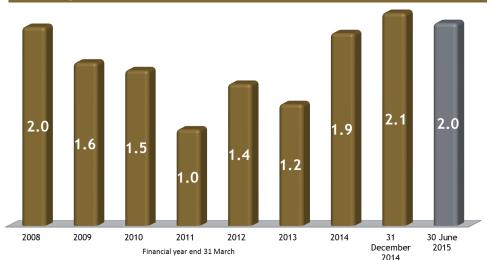






- Operating net debt £1,454m (£1,587m 31 December 2014)
- Net debt: Pro forma EBITDA 2.0x (excluding £922m restricted cash)
- Committed undrawn credit lines available for Group purposes at 30 June 2015 total £0.5 billion, extending out to 2018

#### Leverage



#### Ratings:

- LSEG: S&P BBB+ and Moody's Baa1
- LCH.Clearnet Group: A+

**London Stock Exchange Group** 

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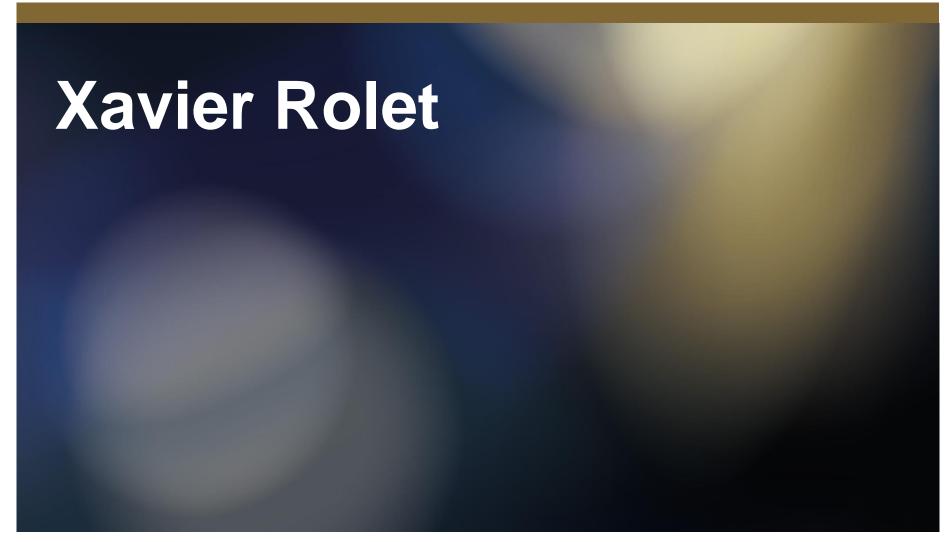
# Capital allocation / dividend

### Continue to review ways to enhance shareholder value

- Focus remains on leverage
  - Target leverage ratio 1.0 2.0x net debt : EBITDA
- Flexibility to invest for growth organic/inorganic
- Interim dividend increased 11.4% to 10.8p per share
  - reflects good H1 results and confidence in future prospects while continuing investment in growth

Will provide updated thoughts on capital allocation and longer term dividend policy at Preliminary results – March 2016







# Strategy delivering good results

- Open access is working CBOE and CME to trade FTSE Russell index derivatives
- Strategy is delivering customers benefitting from diversified business, continued innovation and global scale
- Operational leverage continuing cost control and delivering integration synergies
- Significant opportunities for growth M&A and organic investment in growth initiatives
- Well positioned for evolving markets and regulatory landscape



## Innovation – leveraging assets

#### **LCH.Clearnet**

- Compression providing client benefits \$164 trn compressed in H1
- Inflation Swaps launched
- Portfolio margining being developed for 2016 launch
- FX and Repo opportunities

#### **FTSE Russell**

- New CME futures licence in US
- CBOE options licence signed
- FTSE China A50 strong position in ETF assets and derivatives

#### **Capital Markets**

- Partnerships with Casablanca Stock Exchange and Borsa Istanbul
- Turquoise entered exclusive discussions with Plato Partnership
- ELITE Connect network launched
- 1st London listed RMB money market ETF



## **FTSE Russell**

#### FTSE Russell Indexes – focus on integration and growth

- "FTSE Russell" global brand launched
- Integration making good progress:
  - Sales and marketing teams merged
  - Cost synergies \$78m by end of year three on track
  - Revenue synergies \$48m by end of year five on track
  - Integration costs \$71m, mainly in 2015 & 2016

#### **Russell Investment Management**

- Number of expressions of interest we continue to make good progress with the sale process
- Work continues to ensure full separation of Indexes from IM operations
- More information will be provided in due course



## **Post Trade - Multiple growth opportunities**

 Work underway to achieve incremental revenue opportunities totalling €175m to €250m (by exit 2018):

•	Client clearing	€30m - 40m p.a.
•	Compression	€10m - 15m p.a.
•	Inflation swaps	€10m p.a.
•	European Repo service	€10m - 20m p.a.
•	ForexClear	€25m - 40m p.a.
•	globeSettle	€50m - 100m p.a.
•	T2S / Monte Titoli	€25m p.a.

- Additional opportunities from US Repo clearing and Portfolio Margining
- Cost efficiencies incremental €40m Phase 2 savings (for total €100m), plus further IT saves



## Global growth - China

#### Delivering on strategy to extend global reach

- FTSE Russell
  - Over 70% of A Share ETF AUMs listed in Hong Kong are based on FTSE China indexes, with \$21bn assets benchmarked; leading futures contract licenced to SGX
  - FTSE launched China offshore and onshore bond indexes related ETFs expected to list in 2015
  - Transitional indices started include weighting of China A-Shares in global indices

#### Listings:

- 8 companies listed on the Main Market; 49 admitted to AIM; 31 "Dim Sum" bonds
- 7 RQFII ETFs on London Stock Exchange markets, incl RMB sovereign bonds

#### RMB development:

- RMB denominated money market ETF launched in March 2015, giving European investors access to China Interbank Bond Market securities
- UK government issued world's first sovereign RMB bond outside of China
- China Development Bank issued RMB 2bn bond in London first quasi-sovereign bond outside of Greater China

#### Membership:

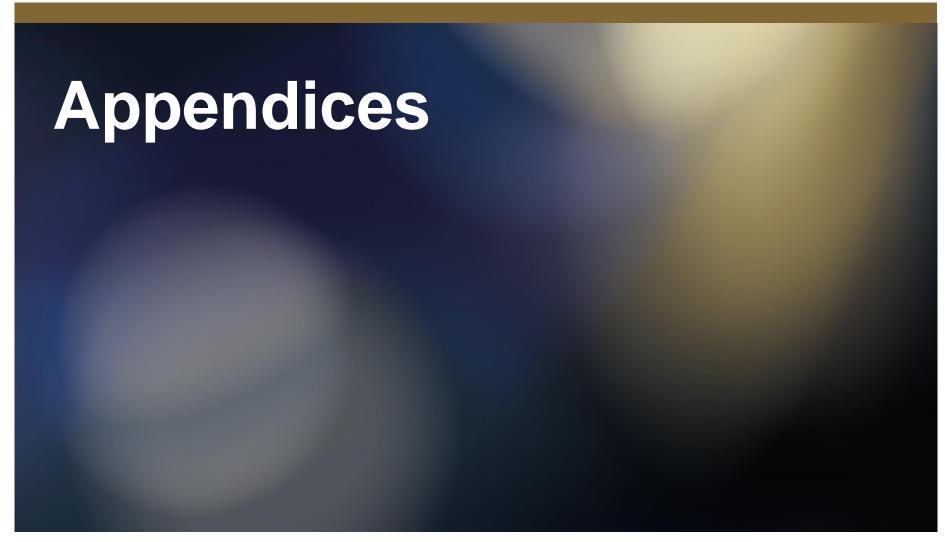
- Regulatory approval from Hong Kong's Securities and Futures Commission received to allow Hong Kong firms to become Members of London Stock Exchange.
- 1st member of London Stock Exchange from Hong Kong BOCI Securities



## **Outlook**

- Strategy is delivering customers benefitting from diversified business, continued innovation and global scale
  - Open access is delivering in indices and further growth opportunities in Post Trade from Portfolio Margining
  - Continued integration of Russell and FTSE indexes to achieve cost and revenue synergies
  - Focus on Post Trade opportunities €175-250m incremental revenue, plus further cost saves at LCH.Clearnet
- Strongly placed to develop further through unique open access and customer partnership model





## **Notes**



Adjusted operating profit - excludes amortisation of purchased intangible assets and non-recurring items, to enable comparison of the underlying earnings of the business with prior periods.

#### Adjusted earnings per share

Based on number of shares 346.3m (CY 2014 H1 : 293.7m), excludes ESOP and adjusted for September 2014 rights issue bonus factor

#### Exchange rates

	Average rate 6 months ended 30 June 2015	Closing rate at 30 June 2015	Average rate 6 months ended 30 June 2014	Closing rate at 30 June 2014
GBP : EUR	1.37	1.41	1.22	1.25
GBP : USD	1.52	1.57	1.67	1.70

A €10c movement in the average £/€ rate for the year would have changed the Group's operating profit for the six months before amortisation of purchased intangibles and non-recurring items by approximately £7 million.

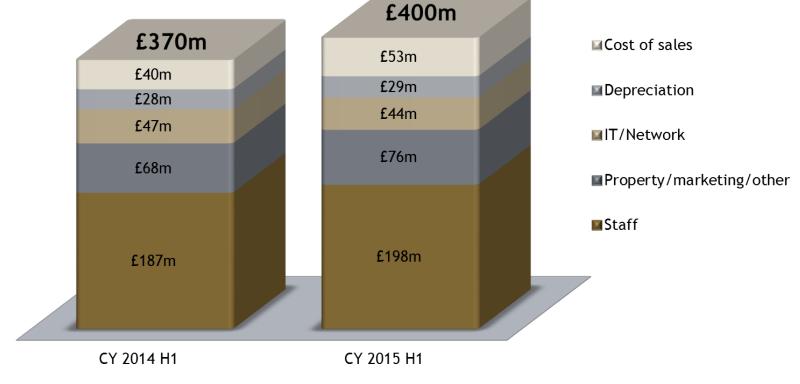
A \$10c movement in the average £/\$ rate for the year would have changed the Group's operating profit for the six months before amortisation of purchased intangibles and non-recurring items by approximately £4 million.



# **Operating expenses**

Cost: Income ratio <sup>1</sup> 57%

(CY 2014 H1 56%)



<sup>&</sup>lt;sup>1</sup> Excluding discontinuing operations (Russell Investment Management and a smaller business line held for sale) Costs exclude discontinuing operations, amortisation of purchased intangibles and non-recurring items Note: Minor rounding differences, figures may not cast down



# **Key performance indicators**

#### **Capital Markets - Primary Markets**

#### Six months ended 30 June Variance 2015 2014 **New Issues** 47 48 (2%)UK Main Market, PSM & SFM 32 64 (50%)**UK AIM** 14 12 Borsa Italiana 17% 124 93 (25%) Total Money Raised (£bn) 6.3 12.0 **UK New** (48%)12.8 8.5 51% **UK Further** 4.0 7.6 Borsa Italiana new and further (47%)23.1 28.1 Total (£bn) (18%)

#### **Capital Markets - Secondary Markets**

	Six n	nonths ende	d
	30 Ju	ne	Variance
Equity	2015	2014	%
Totals for period			
UK value traded (£bn)	655	587	12%
Borsa Italiana (no of trades m)	37.1	35.0	6%
Turquoise value traded (€bn)	570	462	23%
SETS Yield (basis points)	0.61	0.63	(3%)
Average daily			
UK value traded (£bn)	5.3	4.7	13%
Borsa Italiana (no of trades '000)	297	280	6%
Turquoise value traded (€bn)	4.5	3.7	22%
Derivatives (contracts m)			
LSE Derivatives	2.3	7.9	(71%)
IDEM	22.0	19.4	13%
Total	24.3	27.3	(11%)
Fixed Income			
MTS cash and BondVision (€bn)	2,135	2,261	(6%)
MTS money markets (€bn term adjusted)	44,856	36,669	22%

Note: Minor rounding differences may mean quarterly and other segmental figures may differ slightly.



# **Key performance indicators**

Post Trade Services - CC&G and Monte Titoli			Post Trade Services - LCH.Cle	arnet			
					Six mo	onths ended	ł
	Six mo	nths ended	d		30 June	)	Variance
	30 June		Variance		2015	2014	%
	2015	2014	%				
CC&G Clearing				OTC derivatives			
Contracts (m)	61.5	55.9	10%	SwapClear			
Initial margin held (average €bn)	12.2	10.7	14%	IRS notional cleared (\$trn)	261	346	(25%)
3 ( 3 ,			, 0	SwapClear members	111	106	5%
Monte Titoli				CDSClear			
Settlement instructions (trades m)	35.0	34.8	1%	Notional cleared (€bn)	66.4	38.4	73%
Custody assets under management			.,,	CDSClear members	11	9	22%
(average €tn)	3.32	3.38	(2%)	ForexClear			
			, ,	Notional value cleared (\$bn)	522	402	30%
Information Services				ForexClear members	23	20	15%
	As at			Non-OTC			
	30 June		Variance	Fixed income - Nominal value (€trn)	36.5	36.6	(0%)
	2015	2014	%	Listed derivatives (contracts m)	72.6	92.0	(21%)
Terminals				Cash equities trades (m)	271.1	221.7	22%
UK	75,000	79,000	(5%)				
Borsa Italiana Professional Terminals	128,000	132,000	(3%)	Average cash collateral (€bn)	56.2	44.8	25%
	•	·					
ETFs assets under management							
benchmarked (\$bn)							
FTSE	230	213	8%				
Russell Indexes	159	137	16%				
Russell Investment Management AuM				Note: Minor rounding differences may i	mean quarterly and	other segmen	tal figures
(\$bn)	266	280	(5%)	may differ slightly.	, , , ,		



# **Revenues - Quarterly**

	••••							
	<u>CY 2014</u>					CY 2015		
£ millions	Q1	Q2	Q3	Q4	CY 2014	Q1	Q2	H1
Annual Fees	10.6	11.0	11.3	11.2	44.2	11.3	11.2	22.5
Admission Fees	10.1	14.3	8.8	11.5	44.6	10.1	12.8	22.9
Cash equities UK & Turquoise	26.4	24.5	23.8	26.5	101.2	28.1	26.8	54.9
Cash equities Italy	9.9	10.0	8.7	9.4	38.0	10.1	9.7	19.8
Derivatives	5.0	4.9	4.6	5.5	20.0	4.6	4.7	9.3
Fixed Income	19.7	19.9	18.2	18.1	75.9	19.5	17.0	36.5
Other	2.5	2.4	2.2	2.2	9.3	2.2	1.9	4.1
Capital Markets	84.2	87.0	77.6	84.4	333.2	85.9	84.1	170.0
Clearing	10.4	10.2	8.2	9.3	38.2	10.0	9.8	19.8
Settlement	4.4	5.0	3.8	4.2	17.4	4.3	4.1	8.4
Custody & other	10.2	10.8	10.0	9.9	40.9	9.1	9.5	18.6
Post Trade Services - CC&G and Monte Titoli	25.0	26.0	22.0	23.4	96.5	23.4	23.4	46.8
OTC - SwapClear	25.8	26.8	27.6	29.4	109.6	29.9	32.5	62.4
OTC - ForexClear / CDSClear	7.4	7.3	6.9	7.0	28.6	6.6	6.3	12.9
Fixed income	11.0	11.6	11.0	9.3	42.9	10.4	10.1	20.5
Commodities	11.2	14.1	12.2	-	37.5	_	-	-
Listed derivatives	13.2	9.6	10.1	11.4	44.4	9.4	10.1	19.5
Cash equities	9.1	8.3	8.4	9.1	35.0	9.2	8.7	17.9
Other	13.0	5.5	6.2	6.8	31.4	8.4	7.5	15.9
Post Trade Services - LCH.Clearnet	90.7	83.2	82.5	73.1	329.4	73.9	75.2	149.1

Note: All above figures include continuing and discontinuing operations Minor rounding differences may mean quarterly and other segmental figures may differ slightly.



# Revenues – Quarterly (continued)

	CY 2014					CY 2015		
£ millions	Q1	Q2	Q3	Q4	CY 2014	Q1	Q2	H1
FTSE	45.9	44.4	48.3	48.2	186.8	51.2	50.0	101.2
Russell Indexes	-	-	-	10.0	10.0	33.8	36.2	70.0
Real time data	23.3	21.3	21.3	18.4	84.3	21.3	20.7	42.0
Other information	22.8	22.3	23.4	23.4	91.9	24.5	23.3	47.8
Information Services	92.0	88.0	93.0	100.0	373.0	130.8	130.2	261.0
MillenniumIT	10.5	6.0	6.9	6.3	29.7	9.7	9.7	19.4
Technology	8.1	8.3	9.6	10.3	36.3	9.9	9.0	18.9
Technology Services	18.6	14.3	16.5	16.6	66.0	19.6	18.7	38.3
Russell Investment Management (gross)				79.7	79.7	246.5	250.8	497.3
Other	1.3	1.4	1.1	1.6	5.4	0.9	1.5	2.4
Total Revenue	311.8	299.9	292.7	378.8	1,283.2	581.0	583.9	1,164.9
Net treasury income through CCP:								
CC&G	9.4	7.5	8.0	7.7	32.6	6.8	6.6	13.4
LCH.Clearnet	14.1	15.1	17.2	13.6	60.0	13.4	13.6	27.0
Other income	1.9	1.4	0.7	1.3	5.3	1.7	1.7	3.4
LCH.Clearnet unrealised gain / (loss)	(0.6)	0.7	(0.3)	(0.3)	(0.5)			
Total income	336.5	324.6	318.3	401.1	1,380.6	602.9	605.8	1,208.7

Note: All above figures include continuing and discontinuing operations Minor rounding differences may mean quarterly and other segmental figures may differ slightly.



## **Contacts**

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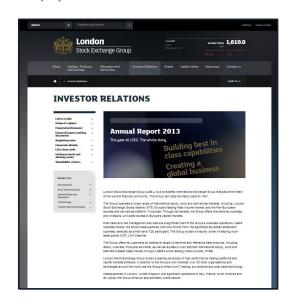
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