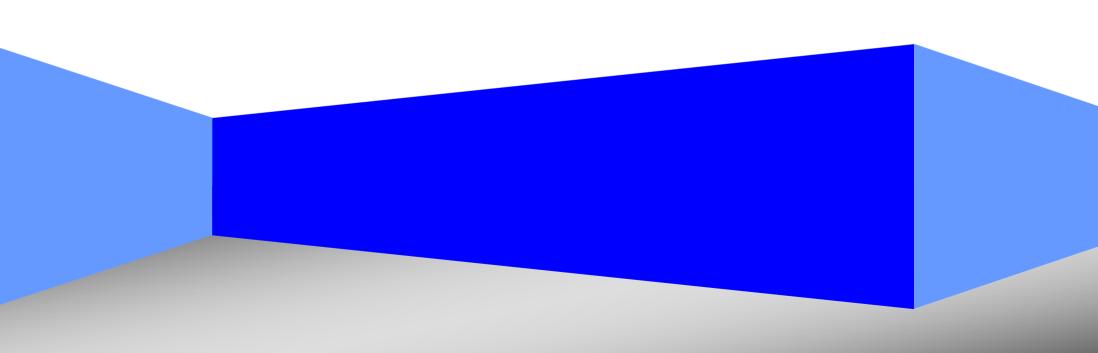


# Maximise value in a world of opportunity



## Nasdaq's offer fails:

- To value the Exchange's unique strategic position
- To share any of the synergy benefits
- To pay a premium for control

Nasdaq does not even offer standalone value



# Globalisation underpins our future growth

- International capital flows have quadrupled since 2003
- Regulation is opening up key markets in Europe and Asia
- Structural shift in global asset management is increasing demand for efficient systems
- New trading strategies are driving liquidity and volume growth
- A step change in technology is accelerating growth

#### UK velocity is catching up on Europe and the US

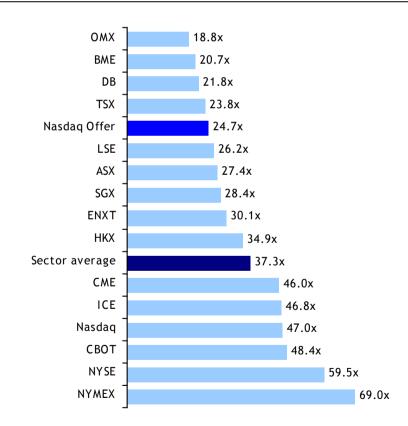


### Standalone value is not being recognised

#### Superb business fundamentals

- More international listings than any other major listed exchange in the world
- More issuers raising more money through IPOs than any other major listed exchange in the world
- Faster growth in trading than any other major listed exchange in Europe or the United States
- New technology platform will provide unprecedented capacity, latency, resilience, reliability and flexibility at lower cost

#### 12 months to December 2006 P/E multiples

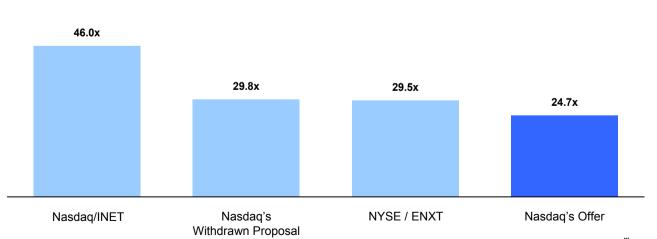




## A wholly inadequate offer

- The London Stock Exchange is becoming the world's leading exchange brand
- Nasdaq does not plan to share any synergy benefits
- Nasdaq's offer represents a lower earnings multiple than its acquisition of INET and that being offered to Euronext's shareholders in the proposed merger with NYSE

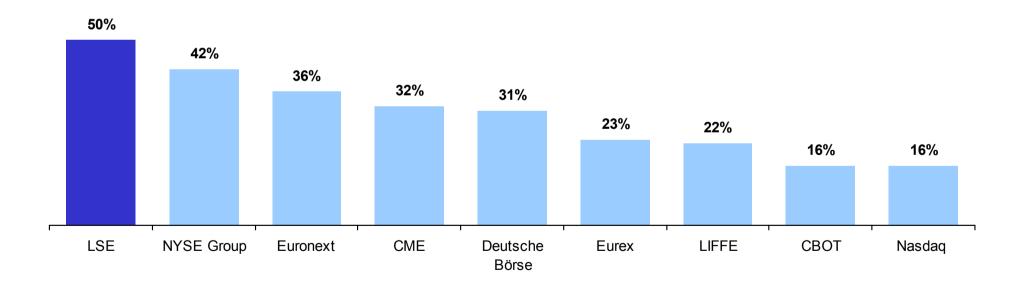
#### Price / announced nearest 12 months earnings





# SETS growth is outstanding

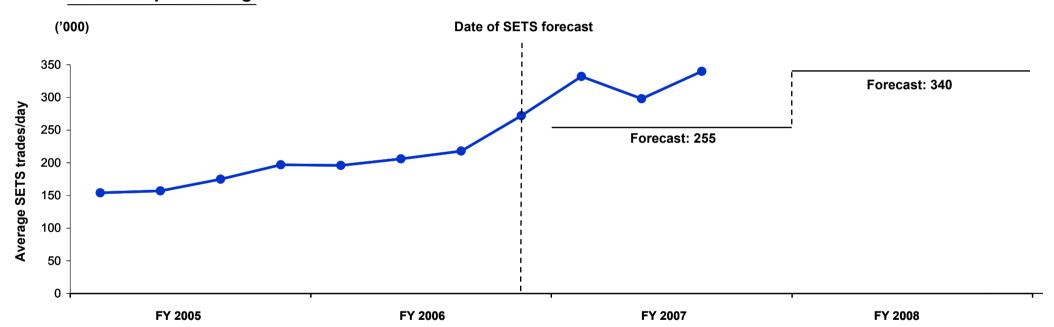
#### Own market trading growth (10 months to October 2006)





#### SETS growth is continuing

#### **SETS** outperforming



# Benefiting from a secular change

#### Structural factors drive future growth:

- High velocity trading patterns
- Technology revolution

- Derivatives-linked trading
- Global trading



#### The virtuous circle

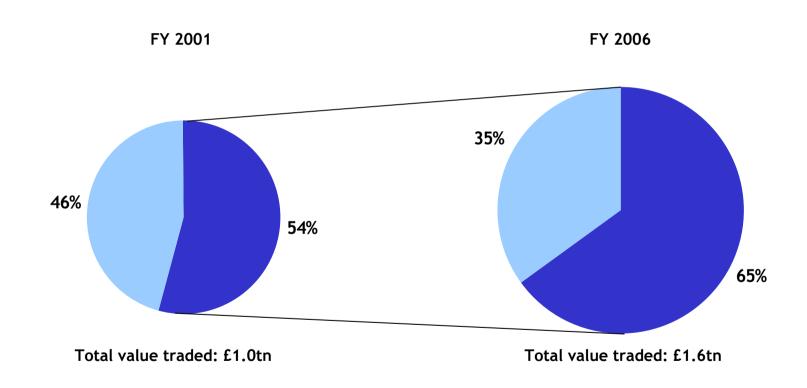
- London has the lowest cost of capital, making us the most competitive listing venue in the world
- Our market efficiency goal is reducing the cost of access to our services
  - Promoting liquidity
  - Increasing volume
  - Compressing spreads
- Our new trading platform is a major strategic asset

Competition drives efficiency and innovation, producing a larger and more powerful virtuous circle



# The virtuous circle gets bigger

#### **SETS Market Share**

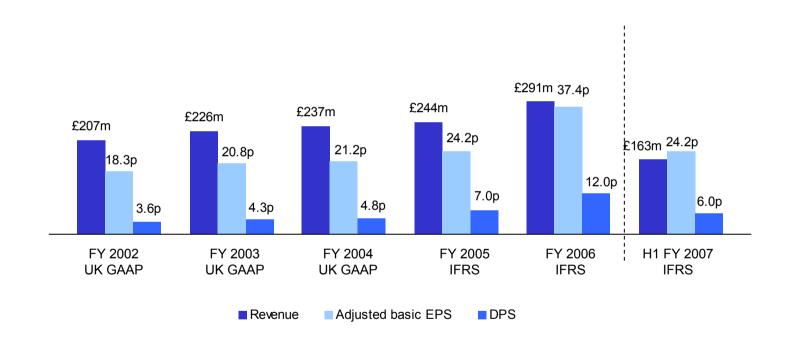


■Order Book Trades ■ Non Order Book Trades



# Compelling value creation story

#### Financial performance



Forecast adjusted basic EPS for 12 month period to 31 December 2006 of not less than 50.4 pence – up at least 58%



# **Capital efficiency**

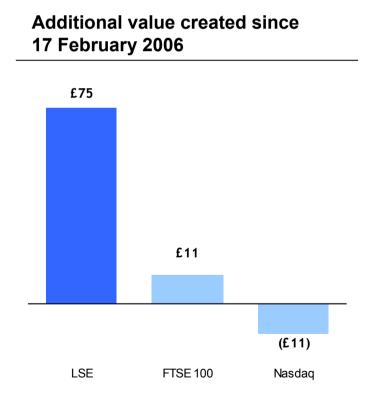
Leading the sector in balance sheet efficiency:

- Returned £706m since August 2004 over 25% of current market capitalisation
- Remain committed to substantial and proactive progress of capital management programme
- Recommend FY 2007 total dividend of at least 18 pence per share minimum increase of 50%



## A track record of delivery

In 10 months since 17 February 2006, an investment of £100 in LSE has become worth £175



SETS growth	<ul> <li>✓ 50% SETS growth target achieved in FY 2007 to date<sup>1</sup>, 78% ahead of target</li> <li>✓ 7 of busiest 20 days ever this December (out of 11 trading days so far)</li> </ul>
Technology	<ul> <li>✓ SETS capacity up sixfold since 2001</li> <li>✓ Infolect introduction in 2005 cut information broadcast latency from 30 to 2 milliseconds</li> <li>✓ No outages in 6 years</li> </ul>
Focus on costs	<ul> <li>✓ On track for £7 million cost savings in FY 2007</li> <li>✓ 4% reduction in H1 FY 2007 operating costs</li> </ul>
Capital return	<ul> <li>✓ £162 million special dividend in August 2004</li> <li>✓ £512 million distributed May 2006</li> <li>✓ £32 million bought back by 17 November 2006</li> </ul>
Increased dividend	<ul> <li>✓ 71% increase in FY 2006 full year dividend</li> <li>✓ 50% increase in FY 2007 interim dividend</li> </ul>



## Today we are announcing:

Forecast 12 months to 31 December 2006 Not less than

- Adjusted basic EPS **50.4 pence** 

- Adjusted basic EPS growth 58%

Forecast FY 2007 dividend 18 pence per share



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