## BUSINESS PERFORMANCE January – March 2019



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### Results

**Business units** 

Financials



## Index

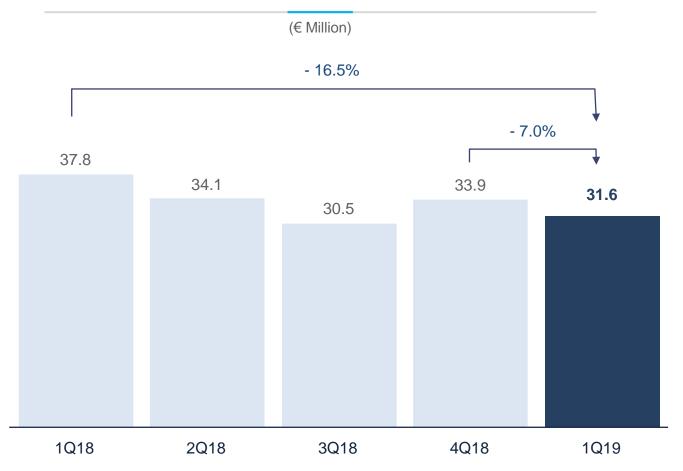
### Results

**Business units** 

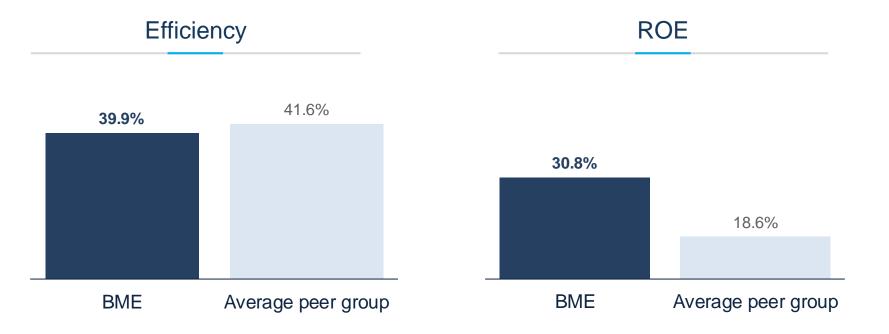
**Financials** 

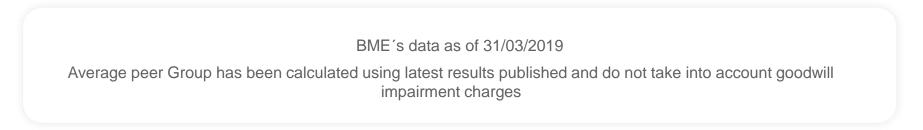


# RESULTS Net profit

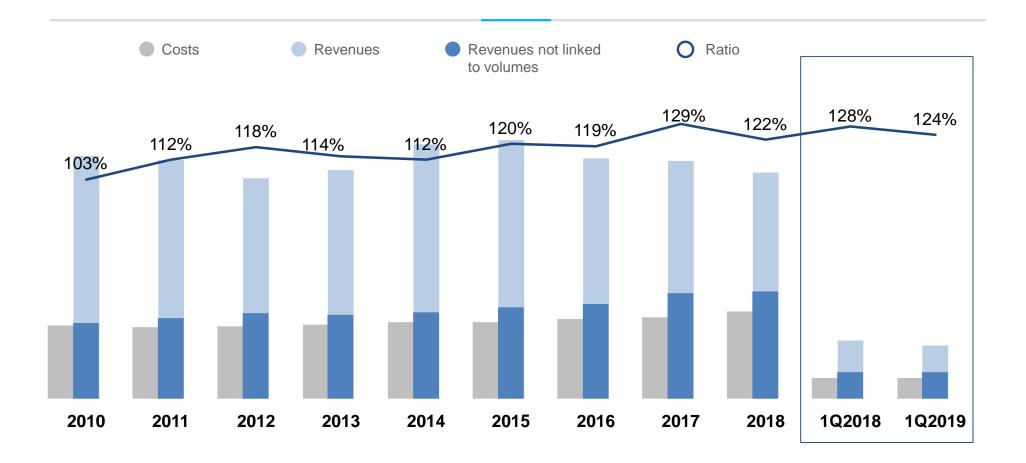


### RESULTS Key ratios vs. benchmark



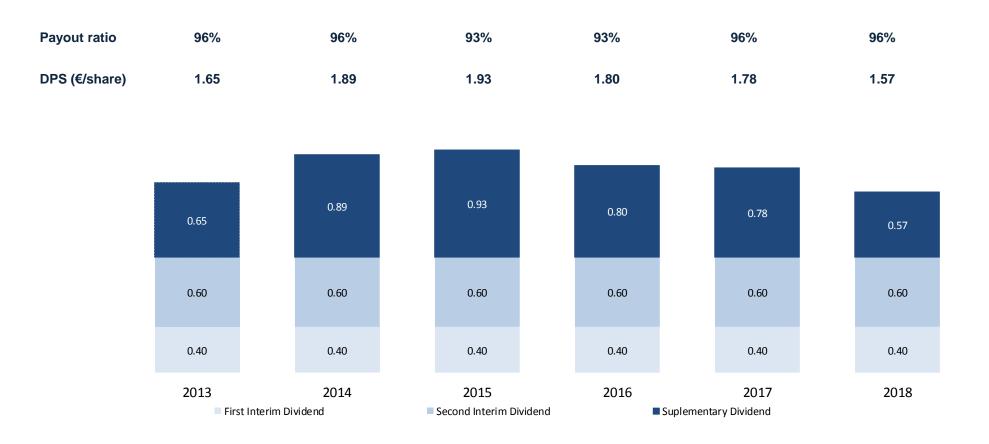


### RESULTS Solid operating leverage



#### RESULTS

## Dividends: Maximizing shareholders' returns



#### Sustainability of payout ratio

Suplementary dividend proposal: 0.57 €/share (10 May 2019)

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#### Results

### **Business units**

**Financials** 

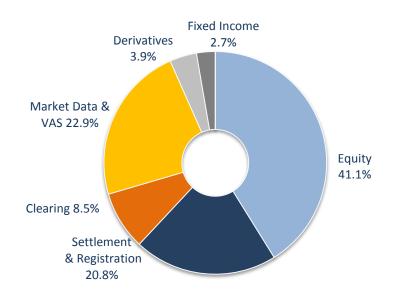


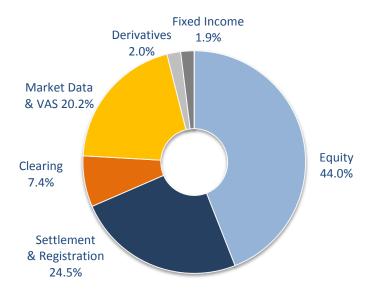
# BUSINESS UNITS EVOLUTION BUSINESS UNITS EVOLUTION

## Consolidated net revenues

Q1 2019 - %







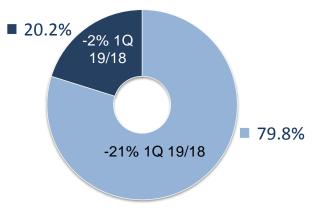
## BUSINESS UNITS EVOLUTION Equity Market

Thousands of €	1Q 2019	1Q 2018*	%
Net Revenue	29,085	35,442	-17.9%
<b>Operating Costs</b>	(9,392)	(10,093)	-6.9%
EBITDA	19,693	25,349	-22.3%



Trades (Million)

192



#### Equity (Turnover, number of trades and number of shares traded)

O Shares (Billion)



Turnover (€ Billion)

148 134 115 109 12.5 10.8 11.1 9.8 9.5 52.3 46.8 41.2 39.6 26.0 2Q18 4Q18 1Q19 1Q18 3Q18

(\*) 1Q 2018 data has been reinstated to include the impact of IFRS 15.

# BUSINESS UNITS EVOLUTION Equity Market

### Listing activity

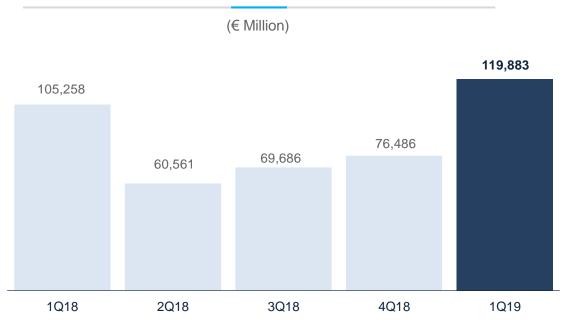


- Total investment flows channeled through the Exchange totaled €4.2 billion in Q1 2019. Among these flows, the €1.7 billion increase by Cellnex Telecom, S.A. is of particular note.
- In the REITs segment of the MAB, four new entities were included. With these additions, the number of REITs totals to 67, 36.7% more than in 2018. In the Growth Companies segment there were 42 companies listed as of 31 March 2019.

# BUSINESS UNITS EVOLUTION Fixed Income

Thousands of €	1Q 2019	1Q 2018*	%
Net Revenue	1,916	2,011	-4.7%
<b>Operating Costs</b>	(1,044)	(1,201)	-13.1%
EBITDA	872	810	7.7%

### AIAF. Volume admitted





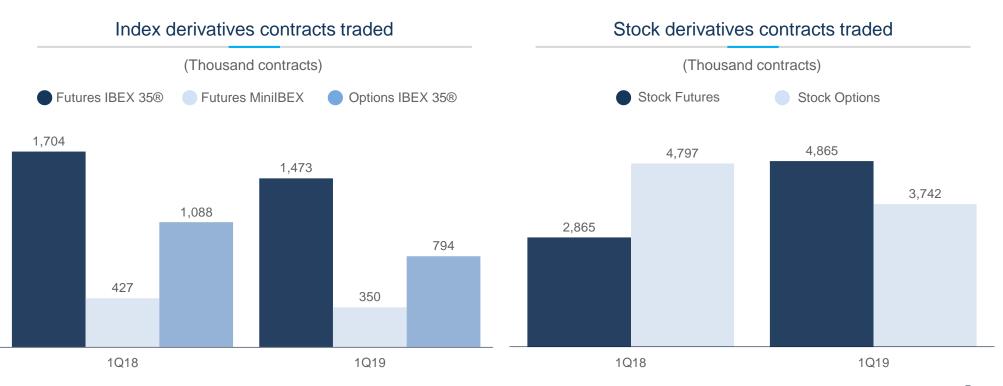
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- Total admissions to trading increased by 13.9% to €119.9 billion compared to the same period of 2018.
- Trading in Fixed Income in the first quarter increased by 88.5% driven mainly by the Spanish government debt.
- The Alternative Fixed Income Market (MARF) has consolidated as a leader for financing through fixed income issues for Spanish medium-sized companies. Total issued volume increased 23.1% and the outstanding balance was up 28.7% compared to Q1 2018.

(\*) 1Q 2018 data has been reinstated to include the impact of IFRS 15.

## BUSINESS UNITS EVOLUTION **Derivatives**

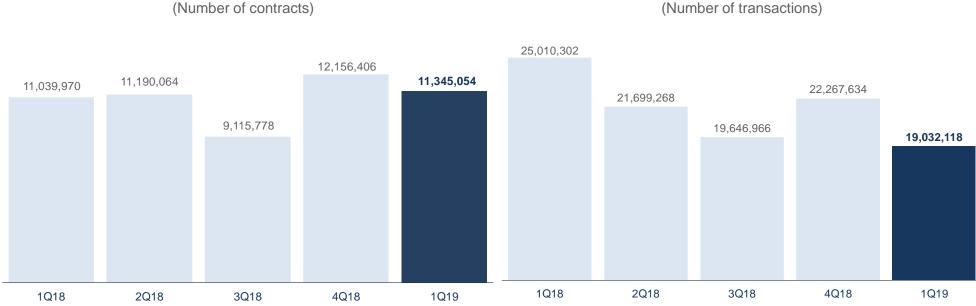
Thousands of €	1Q 2019	1Q 2018	%
Net Revenue	2,771	2,925	-5.3%
<b>Operating Costs</b>	(1,878)	(1,774)	5.9%
EBITDA	893	1,151	-22.4%



### **BUSINESS UNITS EVOLUTION** Clearing

Thousands of €	1Q 2019	1Q 2018	%
Net Revenue	6,015	7,436	-19.1%
<b>Operating Costs</b>	(2,700)	(2,524)	7.0%
EBITDA	3,315	4,912	-32.5%

**Financial Derivatives** 



#### Number of equity transactions cleared

(Number of transactions)

#### BUSINESS UNITS EVOLUTION

## **Settlement & Registration**

Thousands of €	1Q 2019	1Q 2018	%
Net Revenue	14,715	15,071	-2.4%
<b>Operating Costs</b>	(3,775)	(3,735)	1.1%
EBITDA	10,940	11,336	-3.5%

Settlement: Number of trades settled

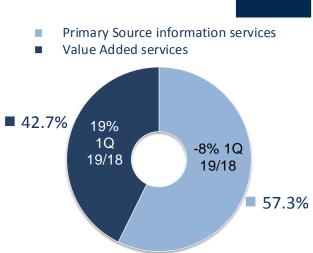
# • Settlement • Registration • Other services • 23.0% 2% 1Q -7% • 16.5% 19/18 19/18 9/18 0 60.5%

#### Securities under custody: Volume registered



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Thousands of €	1Q 2019	1Q 2018	%
Net Revenue	16,195	15,861	2.1%
<b>Operating Costs</b>	(7,179)	(5,786)	24.1%
EBITDA	9,016	10,075	-10.5%



#### Maket Data & VAS: Unit drivers

BME Inntech	Order and execution feeds (FOE) Transaction cost analysis (TCA) BME ComplianceNet (SICAM)
International consulting	Set up of trading platform and OMS of the Colombian Stock Exchange Developments with Bolivian and Algiers Stock Exchanges

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Results

**Business units** 

**Financials** 



# FINANCIALS Net revenues

Thousands of €	1Q 2019	1Q 2018 *	%
Equity	29,085	35,442	-17.9%
Fixed income	1,916	2,011	-4.7%
Derivatives	2,771	2,925	-5.3%
Clearing	6,015	7,436	-19.1%
Settlement & Registration	14,715	15,071	-2.4%
Market Data & VAS	16,195	15,861	2.1%

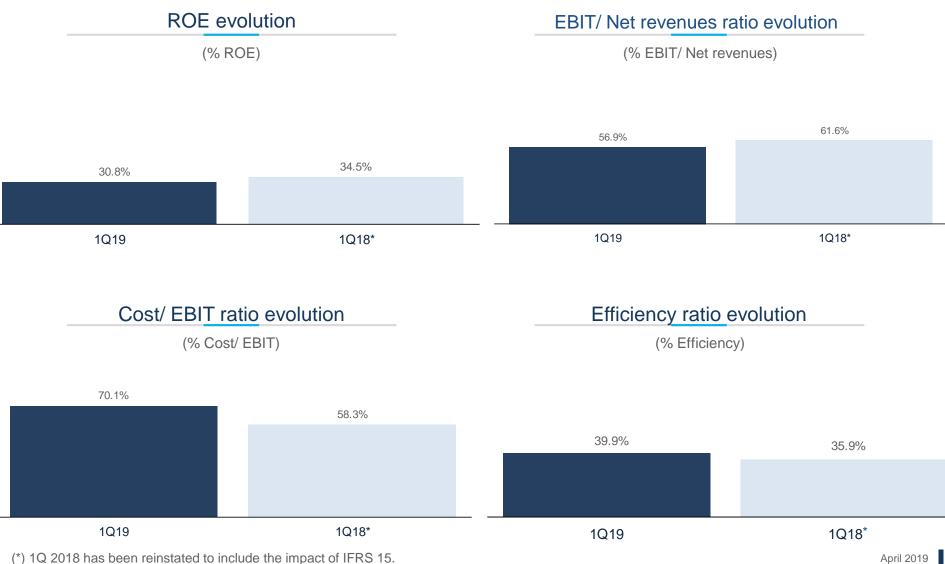
Thousands of €	1Q 2019	1Q 2018*	%
Equity	19,693	25,349	-22.3%
Fixed income	872	810	7.7%
Derivatives	893	1,151	-22.4%
Clearing	3,315	4,912	-32.5%
Settlement & Registration	10,940	11,336	-3.5%
Market Data & VAS	9,016	10,075	-10.5%

Thousands of €	31 March 2019	31 March 2018*
Goodwill	87,725	88,718
Other non-current assets	115,982	92,108
Cash and cash equivalents	308,470	328,394
Current financial assets	6,837	14,706
Non-Group current financial assets	10,211,378	17,596,564
Other current assets	91,362	91,331
Total assets	10,821,754	18,211,821
Total assets	10,821,754	18,211,821
Total assets Owners' Equity	<b>10,821,754</b> 426,993	
		451,273
Owners' Equity	426,993	451,273
Owners' Equity External Partners	426,993 370	451,273 139
Owners' Equity External Partners Non-current liabilities	426,993 370 66,057	451,273 139 37,466

Thousands of €	1Q 2019	1Q 2018*	%
Net Revenue	71,534	78,882	-9.3%
Expenses	(28,526)	(28,348)	0.6%
EBITDA	43,008	50,534	-14.9%
EBIT	40,668	48,602	-16.3%
Financial results	(264)	21	-1,357.1%
Share of profit (loss) of associates	1,150	1,282	-10.3%
EBT	41,554	49,905	-16.7%
Net Profit	31,552	37,798	-16.5%
		)	

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## Efficiency & profitability



# FINANCIALS P&L – Main figures

