



DEUTSCHE BÖRSE  
GROUP

[www.deutsche-boerse.com](http://www.deutsche-boerse.com)

# Quarterly statement

---

Quarter 3/2018

## Q3/2018: Deutsche Börse Group posts significant growth

### Quarterly results at a glance

- Deutsche Börse Group generated net revenue of €660.7 million during the third quarter of 2018, €9.3 million of which was related to insurance services. Adjusted for this exceptional item, Deutsche Börse Group's revenue for Q3/2018 grew 13 per cent from the same period last year, to €651.4 million (Q3/2017: €576.3 million). In addition to the Group's successful structural growth initiatives, the increase was due to positive cyclical effects, and to a lesser extent to consolidation effects.
- Operating costs totalled €289.1 million (Q3/2017: €263.3 million), while adjusted operating costs stood at €260.1 million for the third quarter (Q3/2017: €247.4 million). Exceptional items amounted to €29.0 million, and mainly comprised the measures to reduce structural costs, which were initiated as part of the "Roadmap 2020".
- Group earnings before interest, tax, depreciation and amortisation (EBITDA) amounted to €375.4 million (Q3/2017: €317.2 million). Adjusted, the Group's EBITDA increased by 19 per cent, to €395.1 million (Q3/2017: €333.1 million).
- Net profit for the period attributable to Deutsche Börse AG shareholders rose to €225.0 million (Q3/2017: €204.3 million). Adjusted, net profit increased by 21 per cent to €239.6 million (Q3/2017: €198.1 million).
- Basic earnings per share amounted to €1.22 for an average of 184.8 million shares. Adjusted, they amounted to €1.30 (Q3/2017: €1.09 for 186.9 million shares; adjusted: €1.06).
- Deutsche Börse Group acquired GTX Electronic Communications Network (GTX) with effect from 29 June 2018 and Swisscanto Funds Centre Ltd. with effect from 1 October 2018.
- With this result for the first nine months of the current financial year, the Group has affirmed its forecast of a minimum 10 per cent profit growth for 2018 as a whole (excluding exceptional items).

## Q3/2018 earnings releases

### Fundamental information about the Group

The fundamental information about the Group described [in](#) on pages 18 to 31 of the 2017 financial report is still valid in principle.

### Comparability of figures

#### More detailed segment reporting

Deutsche Börse Group adjusted its internal segment management as at the first quarter of 2018. The more detailed structure of the reporting segments creates additional transparency and points out growth areas.

- The former Eurex segment was divided into three segments: Eurex (financial derivatives), EEX (commodities) and 360T (foreign exchange).  
The former Clearstream segment was divided into three segments: Clearstream (post-trading), IFS (investment fund services) and GSF (collateral management).
- In future, the former Market Data + Services (MD+S) segment was separated into STOXX (index) and Data. Revenues from the Infrastructure Services area, the third pillar of the former MD+S segment, have been allocated to the Eurex and Xetra segments.
- The Group continues to report on business developments in the cash market within the Xetra segment (cash equities).

Recognising the growing importance of these business lines, the Group reports their net revenue, cost base, and EBITDA at segment level.

#### Changes to the basis of consolidation

On 29 June 2018, Deutsche Börse Group acquired GTX Electronic Communications Network (GTX). Within the scope of the transaction, 360 Treasury Systems AG (a wholly-owned subsidiary of Deutsche Börse AG), established 360TGTX, Inc., which acquired GTX. Deutsche Börse Group has consolidated 360TGTX, Inc. for the first time as at 29 June 2018. However, due to the balance sheet date 30 June 2018, only the balance sheet was consolidated in the half-yearly financial report, while profit or loss have been consolidated as from 1 July 2018. Revenue and costs will be reported in the 360T segment (Foreign Exchange).

#### Changes to the balance sheet structure

Since the first quarter of 2018, Deutsche Börse Group has improved the transparency of its balance sheet structure with the first-time application of IFRS 9. Financial instruments are now recognised in the consolidated balance sheet according to different measurement categories; the comparative figures presented for the periods of 2017 are reported according to the new structure. With regard to accounting and measurement policies for the first half of 2017, IAS 39 has been applied, as before.

## Results of operations

### Results of operations of the Group in the third quarter of 2018

During the third quarter of 2018, the global economy was under pressure, although the German economy still showed little signs of weakness, with consumer confidence remaining at a high level. The trade dispute between the US and the EU, China and other important trading partners, including punitive tariffs on the import of raw materials and other goods, remained a hot topic. Furthermore, the decision of the US administration to cancel the nuclear agreement with Iran had macroeconomic repercussions: the oil price soared to its highest level since 2014. Since then, oil prices have remained at an elevated level, potentially dampening overall economic performance. Against this background, several economic research institutions lowered their growth projections. For instance, Deutsches Institut für Wirtschaftsforschung (DIW, German Institute for Economic Research) significantly lowered its GDP growth projection for Germany – published in March – from 2.4 per cent to 1.8 per cent for this year, and from 1.9 per cent to 1.7 per cent for 2019. According to the most recent estimates, the Munich-based ifo Institute lowered its 2018 economic growth expectation for Germany to 1.9 per cent. One notable effect is that German equity markets seem to be increasingly insecure given the trade dispute, while US stock exchanges recently reached new all-time peaks.

During the third quarter of 2018, volatility (measured in terms of the VDAX® index) – which is a key driver of trading activity on the cash and derivatives markets – remained on average above the third quarter of 2017, but was shy of the level reached during the first half of 2018.

Central banks started to take action regarding their interest rate policies during the second quarter of 2018. The European Central Bank announced a reduction of its Quantitative Easing (QE) programme to a monthly volume of €15 billion for the final three months of 2018, and to phase out the entire programme during 2019. Key interest rates would remain untouched until at least the summer of 2019. The US Federal Reserve (Fed), however, tightened its monetary policy again at the end of September, increasing its key interest rate by 0.25 percentage points to between 2.00 and 2.25 per cent. Against this background, the Eurex interest rate derivatives business picked up and net interest income from banking business increased significantly.

### Key figures on results of operations of Deutsche Börse Group (reported)

		Quarter ended			Nine months ended		
		30 Sep 2018	30 Sep 2017	Change %	30 Sep 2018	30 Sep 2017	Change %
Net revenue	€m	660.7	576.3	15	2,039.3	1,823.3	12
Operating costs	€m	289.1	263.3	10	881.3	808.3	9
EBITDA	€m	375.4	317.2	18	1,164.2	1,138.4	2
Depreciation and amortisation	€m	44.1	40.7	8	143.8	116.2	24
EBIT	€m	331.3	276.5	20	1,020.4	1,022.2	0
Net profit for the period attributable to Deutsche Börse AG shareholders	€m	225.0	204.3	10	684.3	660.7	4
Earnings per share (basic)	€	1.22	1.09	12	3.69	3.53	5

Against this background, Deutsche Börse Group's net revenue stood at €660.7 million in the third quarter of 2018, €9.3 million of which was related to insurance services. Adjusted for these services, Deutsche Börse Group's net revenue grew by 13 per cent. The increase was due in particular to structural growth initiatives. In the third quarter, their contribution was above the projected level of at least 5 per cent. Structural growth was driven by the Eurex (financial derivatives) segment including over-the-counter (OTC) clearing, as well as by the EEX (commodities), Data, 360T (foreign exchange), and IFS (investment fund services) segments. Moreover, the stable cyclical environment contributed to the increase in net revenue. For example, trading in index and interest rate derivatives in the Eurex segment (financial derivatives) profited from the political uncertainty in Italy and the ongoing international trade disputes. The increase in US interest rates had positive effects on net interest income from banking business of the Clearstream segment (post-trading). Business in the Xetra (cash equities) segment stabilised at a high level, given that volatility was slightly higher than in the previous year but no longer matched the levels seen in the first half of 2018. In addition, consolidation effects contributed to a minor extent to the increase in net revenue.

Adjusted operating costs rose by 5 per cent year-on-year, to €260.1 million (Q3/2017: €247.4 million). This was due, on the one hand, to higher staffing levels and higher expenses for share-based remuneration, given that the company's share price was considerably higher than in Q2/2017. On the other hand, costs also rose due to inflation, and given the consolidation of GTX in July 2018. Operating costs were up 10 per cent year-on-year on an unadjusted basis. They included exceptional items of €29.0 million (Q3/2017: €15.9 million), which were mainly related to the implementation of the corporate strategy "Roadmap 2020", designed to streamline management structures and to optimise processes. Further exceptional items were due to the integration of acquired companies, and to costs in connection with criminal proceedings in the US.

Depreciation, amortisation and impairment losses rose to €44.1 million during the third quarter of 2018 (Q3/2017: €40.7 million).

Deutsche Börse Group's adjusted earnings before interest, tax, depreciation and amortisation (EBITDA) increased by 19 per cent, mainly thanks to markedly higher revenue. Accordingly, net profit for the period attributable to Deutsche Börse AG shareholders was also clearly higher than in the previous year: adjusted for exceptional items, it was up by 21 per cent.

Deutsche Börse Group's financial result amounted to €-15.1 million in the third quarter of 2018 (Q3/2017: €-19.1 million). As expected, the adjusted tax rate in the third quarter of 2018 was 27.0 per cent (Q3/2017: 27.0 per cent).

#### Key figures on results of operations of Deutsche Börse Group (adjusted)

		Quarter ended			Nine months ended		
		30 Sep 2018	30 Sep 2017	Change %	30 Sep 2018	30 Sep 2017	Change %
Net revenue	€m	651.4	576.3	13	2,030.0	1,823.3	11
Operating costs	€m	260.1	247.4	5	777.5	737.9	5
EBITDA	€m	395.1	333.1	19	1,258.7	1,092.8	15
Depreciation and amortisation	€m	43.8	40.3	9	126.7	114.7	10
EBIT	€m	351.3	292.8	20	1,132.0	978.1	16
Net profit for the period attributable to Deutsche Börse AG shareholders	€m	239.6	198.1	21	772.2	663.1	16
Earnings per share (basic)	€	1.30	1.06	23	4.17	3.55	17

## Results of operations by segment in the third quarter of 2018

### Eurex (financial derivatives) segment

#### Eurex (financial derivatives) segment: key indicators

	Quarter ended			Nine months ended		
	30 Sep 2018	30 Sep 2017	Change	30 Sep 2018	30 Sep 2017	Change
<b>FINANCIAL KEY FIGURES</b>	<b>€m</b>	<b>€m</b>	<b>%</b>	<b>€m</b>	<b>€m</b>	<b>%</b>
Net revenue	202.6	175.6	15	679.2	602.9	13
Equity index derivatives	99.3	83.1	19	334.4	295.5	13
Interest rate derivatives	51.9	46.4	12	174.1	158.0	10
Equity derivatives	7.4	7.0	6	30.9	27.7	12
OTC clearing <sup>1)</sup>	6.7	3.0	123	18.1	7.8	132
Margin fees	11.5	8.7	32	35.0	27.5	27
Other <sup>2)</sup>	25.8	27.4	6	86.7	86.4	0
Operating costs	79.0	76.8	3	244.3	230.7	6
EBITDA	126.6	102.1	24	437.4	492.2	-11
EBITDA (adjusted)	134.8	108.5	24	469.7	400.2	17
<b>PERFORMANCE INDICATORS</b>						
<b>Financial derivatives trading volumes on Eurex Exchange</b>	<b>m contracts</b>	<b>m contracts</b>	<b>%</b>	<b>m contracts</b>	<b>m contracts</b>	<b>%</b>
Derivatives <sup>3)</sup>	407.6	359.5	13	1,444.3	1,284.4	12
Equity index derivatives	202.4	183.0	11	685.6	627.5	9
Interest rate derivatives	135.3	128.8	5	473.0	443.2	7
Equity derivatives	69.4	47.7	45	285.1	213.6	33
<b>OTC clearing volumes</b>	<b>€bn</b>	<b>€bn</b>	<b>%</b>	<b>€bn</b>	<b>€bn</b>	<b>%</b>
Notional outstanding (average) <sup>4)</sup>	8,857.9	1,630.9	443	6,230.8	1,378.3	352
Notional cleared	4,282.6	315.9	1,256	11,311.9	1,034.8	993

1) Incl. net interest income on margins for OTC interest rate swaps

2) Incl. connectivity and member fees

3) Due to rounding differences, the total shown does not equal the sum of the individual figures.

4) As at the end of the reporting period

In the Eurex (financial derivatives) segment, Deutsche Börse Group reports on the development of the financial derivatives trading and clearing business at Eurex Exchange. The clearing volume of OTC interest rate swaps, one of the structural growth factors for Deutsche Börse Group, is reported as a separate item.

Compared to the previous year, Eurex featured double-digit growth rates in traded volumes. This was attributable mainly to the market environment, which was characterised by political uncertainty. This includes developments in Turkey and Italy, as well as the international trade disputes, among other things. Therefore, investors increasingly used the broad product range of Eurex futures and options in their portfolios for hedging purposes. Against this background, the positive development of derivatives traded at Eurex continued: while interest rate derivatives volumes increased by 5 per cent, index derivatives volumes grew by 11 per cent. The growth rate in equity derivatives volume of 45 per cent was mainly attributable to derivatives on bank shares.

The Eurex Clearing Partnership Programme was launched in October 2017 to create a liquid, EU-27-based alternative for the clearing of interest rate swaps denominated in euros. Progress has been made both in terms of new client onboarding and in terms of revenue.

The increase in revenue from collateral management was due to the removal of the temporary reduction of processing fees for cash collateral provided by customers (effective 1 April 2018). Since then, Eurex has reintroduced fees of 20 basis points on cash collateral.

## EEX (commodities) segment

### EEX (commodities) segment: key indicators

	Quarter ended			Nine months ended		
	30 Sep 2018	30 Sep 2017	Change	30 Sep 2018	30 Sep 2017	Change
<b>FINANCIAL KEY FIGURES</b>	<b>€m</b>	<b>€m</b>	<b>%</b>	<b>€m</b>	<b>€m</b>	<b>%</b>
Net revenue	61.6	48.0	28	184.5	153.3	20
Power spot	15.9	14.8	7	49.8	44.9	11
Power derivatives	20.4	12.9	58	57.5	43.0	34
Gas	8.0	6.3	27	26.6	21.9	21
Other <sup>1)</sup>	17.3	14.0	24	50.6	43.5	16
Operating costs	35.8	30.1	19	104.3	91.0	15
EBITDA	25.8	17.9	44	80.2	62.3	29
EBITDA (adjusted)	27.1	18.2	49	84.2	64.1	31
<b>PERFORMANCE INDICATORS</b>						
<b>Commodities trading volumes at EEX</b>	<b>TWh</b>	<b>TWh</b>	<b>%</b>	<b>TWh</b>	<b>TWh</b>	<b>%</b>
Power spot	138.0	133.5	3	426.4	403.9	6
Power derivatives <sup>2)</sup>	1,091.6	733.2	49	3,100.8	2,323.8	33
Gas	460.7	499.6	-8	1,419.9	1,428.7	-1

1) Incl. connectivity, member fees and admission allowance

2) Incl. trading volumes at Nodal Exchange (since May 2017)

In the EEX (commodities) segment, Deutsche Börse Group reports on the EEX group trading platforms activity, with locations in Europe, Asia and the US. The two most important revenue generators of the commodities segment are the power and gas markets.

EEX group was able to continue its positive development. During the third quarter of 2018, growth in the energy spot market was mainly attributable to higher volumes in Belgium. On the German energy derivatives market, EEX was able to regain market shares (31 per cent in Q3/2018), after the announced split of the German-Austrian price zone had inflicted great uncertainty on the market last year.

US-based Nodal Exchange, acquired in May 2017, was once more able to expand its market share in an overall declining market, also characterised by increasing competition. In the fourth quarter of 2018, Nodal will introduce Deutsche Börse Group's high-performance trading system T7<sup>®</sup>, which will permit additional products to be offered, including emissions trading.

On 12 June 2018, the European Cross-Border Intraday Initiative (XBID) was launched – a power market platform developed under the initiative of the European Commission. The market liberalisation resulting from XBID had a positive impact on market competition.

**360T (foreign exchange) segment**

## 360T (foreign exchange) segment: key indicators

	30 Sep 2018	Quarter ended 30 Sep 2017	Change	Nine months ended		Change
	€m	€m	%	30 Sep 2018	30 Sep 2017	
<b>FINANCIAL KEY FIGURES</b>						
Net revenue	20.9	16.6	26	57.0	49.4	15
Trading	17.8	14.2	25	48.7	41.9	16
Other <sup>1)</sup>	3.1	2.4	29	8.3	7.5	11
Operating costs	9.2	10.7	-14	34.5	34.2	1
EBITDA	11.7	5.9	98	22.5	15.2	48
EBITDA (adjusted)	8.6	7.4	16	24.7	21.9	13
<b>PERFORMANCE INDICATORS</b>						
<b>Foreign exchange trading volumes on 360T®</b>						
	€bn	€bn	%	€bn	€bn	%
Average daily volume	72.0	58.7	23	67.2	60.3	11

1) Incl. connectivity and member fees

In the 360T (foreign exchange) segment, Deutsche Börse Group reports on the development of the foreign exchange (FX) trading business executed on the platform of its 360T subsidiary.

The 360T segment generated growth across all product groups given the business expansion with new customers and increased trading activities of various market participants in the reporting period. The increase in net revenue was proportionally higher compared to the trading volume – mainly due to the product mix, which featured larger volumes of products with higher margins.

On 29 June 2018, Deutsche Börse completed the acquisition of GTX. Integration of the new subsidiary is proceeding on schedule.

Besides the central order book for over-the-counter (OTC) transactions, which is still in the introduction phase and has passed initial proof-of-concept tests, the first liquidity providers were acquired for FX futures listed at Eurex (Rolling Spot Futures and Classic Futures). Market participants will be able to use these products for OTC foreign exchange trades as soon as the clearing service trial runs are completed next year. In close cooperation with the Data segment, 360T launched a product which delivers spot market data as well as swap market data for currency transactions. The new product is very positively received by market participants.

## Xetra (cash equities) segment

### Xetra (cash equities) segment: key indicators

	Quarter ended			Nine months ended		
	30 Sep 2018	30 Sep 2017	Change	30 Sep 2018	30 Sep 2017	Change
<b>FINANCIAL KEY FIGURES</b>	<b>€m</b>	<b>€m</b>	<b>%</b>	<b>€m</b>	<b>€m</b>	<b>%</b>
Net revenue	53.3	52.6	1	170.5	159.1	7
Trading and clearing	39.7	39.1	2	128.9	119.0	8
Listing	4.1	3.9	5	11.9	10.4	14
Other <sup>1)</sup>	9.5	9.6	-1	29.7	29.7	0
Operating costs	25.3	26.1	-3	79.6	78.9	1
EBITDA	29.4	27.5	7	95.3	83.9	14
EBITDA (adjusted)	30.2	28.6	6	101.6	88.7	15
<b>PERFORMANCE INDICATORS</b>						
<b>Trading volume<sup>2)</sup></b>	<b>€bn</b>	<b>€bn</b>	<b>%</b>	<b>€bn</b>	<b>€bn</b>	<b>%</b>
Equities	350.8	319.8	10	1,164.6	968.7	20
ETF/ETC/ETN	34.1	33.1	3	127.0	110.8	15

1) Incl. connectivity and member fees

2) Single-counted order book turnover at the trading venues Xetra®, Börse Frankfurt and Tradegate

In the Xetra (cash equities) segment, Deutsche Börse Group reports on the development of its cash market trading venues (Xetra®, Frankfurt Stock Exchange and Tradegate). Besides trading and clearing services, Deutsche Börse generates revenue from the admission and listing of securities, from connecting clients to their trading venues, and through services for partner exchanges.

The Xetra segment once again generated solid growth rates. Trading volumes increased by 10 per cent during the third quarter of 2018. Compared to its major European competitors, Xetra is the cash market with the highest growth rate.

However, the segment's revenue did not grow at the same pace. The main reason for this was that the mix of clients and their activities – in particular, by and after the introduction of the new trading system T7 and the corresponding adjustments – resulted in different average margins.

## Clearstream (post-trading) segment

### Clearstream (post-trading) segment: key indicators

	30 Sep 2018	Quarter ended 30 Sep 2017	Change	Nine months ended		Change
	€m	€m	%	30 Sep 2018	30 Sep 2017	%
<b>FINANCIAL KEY FIGURES</b>						
Net revenue	184.0	158.2	16	543.6	487.0	12
Custody	94.5	93.9	1	285.2	282.9	1
Settlement	17.6	17.4	1	57.0	58.8	-3
Net interest income from banking business	38.0	25.8	47	111.9	75.8	48
Third party services	6.6	7.2	-8	26.0	19.6	33
Other <sup>1)</sup>	27.3	13.9	96	63.5	49.9	27
Operating costs	78.4	65.9	19	227.7	209.3	9
EBITDA	105.3	92.3	14	315.7	277.7	14
EBITDA (adjusted)	109.9	95.6	15	335.5	297.0	13
<b>PERFORMANCE INDICATORS</b>			%			%
Assets under custody ICSD and CSD (average) (€bn)	11,373.3	11,146.9	2	11,294.3	11,238.6	0
Settlement transactions ICSD (m)	11.3	10.7	6	35.7	32.7	10
Cash balances (daily average) (€bn)	12.6	12.4	2	12.9	13.8	-7

1) Incl. connectivity, account maintenance

In the Clearstream (post-trading) segment, Deutsche Börse Group reports the settlement and custody businesses as well as net interest income from Clearstream's banking business.

Net revenue comprise €9.3 million related to insurance services. Adjusted for this exceptional item, net revenue increased by 10 per cent year-on-year. However, Clearstream's growth in Q3/2018 was mainly driven by its net interest income generated with daily cash balances. This was particularly due to rising interest rate levels in the US given that around 55 per cent of cash deposits are denominated in US dollar. In Clearstream's third party services, net revenues in the regulatory reporting services business offered via REGIS-TR further went up 12 per cent year-on-year. This increase partially compensated a decrease of net revenues in Clearstream's managed services business.

## IFS (investment fund services) segment

### IFS (investment fund services) segment: key indicators

	30 Sep 2018	Quarter ended 30 Sep 2017	Change	Nine months ended		Change
	€m	€m	%	30 Sep 2018	30 Sep 2017	%
<b>FINANCIAL KEY FIGURES</b>						
Net revenue	37.3	35.3	6	114.1	102.5	11
Custody	16.8	15.1	11	49.3	45.4	9
Settlement	11.7	11.4	3	37.2	33.7	10
Other <sup>1)</sup>	8.8	8.8	0	27.6	23.4	18
Operating costs	22.1	19.7	12	69.4	61.0	14
EBITDA	15.2	15.6	-3	44.7	41.3	8
EBITDA (adjusted)	16.7	16.1	4	51.7	43.4	19
<b>PERFORMANCE INDICATORS</b>			%			%
Assets under custody (average) (€ billion)	2,401.1	2,225.8	8	2,387.7	2,181.3	9
Settlement transactions (m)	5.8	5.3	9	18.4	16.7	10

1) Incl. connectivity, order routing, reporting fees

In the IFS (investment fund services) segment, Deutsche Börse Group reports settlement activity and custody volumes of exchange-traded, mutual and hedge funds processed by Clearstream. Customers are able to settle and manage their entire fund portfolio via Clearstream's Vestima<sup>®</sup> fund processing platform.

The value of assets under custody continued its growth trend in the third quarter of 2018 mainly due to new client wins. In addition, tailwinds from a higher market valuation of assets further boosted net revenue growth in the custody business year-on-year. The increase in settlement transaction volumes was again due to livelier trading activities compared to the same period of the previous year.

**GSF (collateral management) segment**

## GSF (collateral management) segment: key indicators

	30 Sep 2018	Quarter ended 30 Sep 2017	Change	Nine months ended		Change
	€m	€m	%	30 Sep 2018	30 Sep 2017	%
<b>FINANCIAL KEY FIGURES</b>						
Net revenue	21.4	20.4	5	61.5	61.1	1
Repo	11.2	11.2	0	32.7	32.1	2
Securities lending	10.2	9.2	11	28.8	29.0	-1
Operating costs	10.1	8.9	13	31.6	26.5	19
EBITDA	11.3	11.5	-2	29.9	34.6	-14
EBITDA (adjusted)	11.8	11.9	-1	33.1	35.9	-8
<b>PERFORMANCE INDICATORS</b>	€bn	€bn	%	€bn	€bn	%
Average outstandings from repo	379.9	391.2	-3	376.8	403.5	-7
Average outstandings from securities lending	50.9	60.0	-15	55.2	60.6	-9

In the GSF (collateral management) segment, Deutsche Börse Group reports business development at Clearstream's collateral management.

Average outstandings in the repo market slightly declined once again compared to the same period of the previous year. Due to positive effects from regulation with regards to initial-margin segregation as well as slightly increased activity of buy-side customers, net revenue remained stable year-on-year. In the securities lending business, average outstanding volumes also decreased compared to the same period of the previous year, whereas net revenue went up due to the product mix.

**STOXX (index) segment**

## STOXX (index) segment: key indicators

	Quarter ended			Nine months ended		
	30 Sep 2018	30 Sep 2017	Change	30 Sep 2018	30 Sep 2017	Change
<b>FINANCIAL KEY FIGURES</b>	<b>€m</b>	<b>€m</b>	<b>%</b>	<b>€m</b>	<b>€m</b>	<b>%</b>
Net revenue	32.6	32.1	2	101.2	92.1	10
ETF licences	11.1	11.2	-1	32.8	29.8	10
Exchange licences	6.9	5.8	19	22.9	20.9	10
Other licences <sup>1)</sup>	14.6	15.1	-3	45.5	41.4	10
Operating costs	11.7	11.3	4	38.9	33.9	15
EBITDA	20.9	20.7	1	62.3	58.1	7
EBITDA (adjusted)	22.1	21.9	1	69.4	61.8	12
<b>PERFORMANCE INDICATORS</b>	<b>€bn</b>	<b>€bn</b>	<b>%</b>	<b>€bn</b>	<b>€bn</b>	<b>%</b>
Assets under management in ETFs on STOXX <sup>®</sup> indices (average for the period)	82.6	79.7	4	85.2	74.2	15
Assets under management in ETFs on DAX <sup>®</sup> indices (average for the period)	28.2	28.7	-2	28.5	28.6	0
Index derivatives (traded contracts) (m)	187.6	167.4	12	634.3	585.6	8

1) Incl. licences on structured products

In the STOXX (index) segment, Deutsche Börse Group reports on the development of the index business of its STOXX Ltd. subsidiary. The extensive range of indices offered by STOXX provides issuers with a wealth of opportunities for creating financial instruments for most diverse investment strategies.

Volumes of index derivatives traded at Eurex as well as assets managed in Exchange Traded Funds (ETFs) – in particular ETFs on DAX<sup>®</sup> indices – increased compared to the previous year. Licence fees remained stable during the third quarter of 2018, which was mainly due to delays with the replacement of contracts.

With the launch of fixed-income indices focused on liability-driven investing (LDI) during the second quarter of 2018, STOXX is targeting a market with a volume of some £1 billion. Serving as independent points of reference for defined-benefit plans, these indices have attracted market interest, including buy-side clients.

An ETF tracking the STOXX<sup>®</sup> AI Global Artificial Intelligence Index was listed on 1 September 2018. The index, which was launched during the first quarter of 2018, comprises companies working with artificial intelligence (AI) to a significant extent. STOXX further expanded this innovative product group in August, awarding the licence for the STOXX Yewno Developed Markets Blockchain Index to Coin Capital Investment Management Inc., based in Toronto.

## Data segment

### Data segment: key indicators

	30 Sep 2018	Quarter ended 30 Sep 2017	Change	Nine months ended		Change
	€m	€m	%	30 Sep 2018	30 Sep 2017	
<b>FINANCIAL KEY FIGURES</b>				<b>€m</b>	<b>€m</b>	<b>%</b>
Net revenue	47.0	37.5	25	127.7	115.9	10
Cash and derivatives data	31.8	26.2	21	86.3	82.0	5
Regulatory services	4.1	2.3	78	12.0	8.2	46
Other <sup>1)</sup>	11.1	9.0	23	29.4	25.7	14
Operating costs	17.5	13.8	27	51.0	42.8	19
EBITDA	29.2	23.7	23	76.2	73.1	4
EBITDA (adjusted)	33.9	24.9	36	88.8	79.8	11
<b>PERFORMANCE INDICATORS</b>	<b>thousand</b>	<b>thousand</b>	<b>%</b>	<b>thousand</b>	<b>thousand</b>	<b>%</b>
Subscriptions	358.3	433.9	-17	386.4	441.0	-12

1) Incl. CEF® data services

In the Data segment, Deutsche Börse Group reports on the development of its business concerning licences for real-time trading and market signals, together with the supply of historical data and analytics. The most important products in this respect are order book data from the cash and derivatives markets, as well as reference data of Deutsche Börse and its partner exchanges. Revenue from regulatory services is explicitly disclosed as a secular growth factor.

Net revenue generated by the Data segment increased markedly during the third quarter of 2018, mainly driven by higher revenue from client audits and the launch of new products. Net revenue from regulatory services also increased. This growth was partly due to Deutsche Börse's Regulatory Reporting Hub which was rolled out at the beginning of the year and is currently undergoing further technical development.

## Financial position

The company's clients generally expect it to maintain conservative interest coverage and leverage ratios, and to achieve good credit ratings. Therefore, the Group targets a minimum consolidated interest coverage ratio (defined as the ratio of EBITDA to interest expenses from financing activities) of 16 at Group level. During the third quarter of 2018, Deutsche Börse Group achieved this target with an interest coverage ratio of 41.4 (Q3/2017: 33.6). This figure is based on relevant interest expenses of €30.4 million and adjusted EBITDA of €1,258.7 million.

Moreover, Deutsche Börse Group targets a maximum ratio of interest-bearing gross debt to EBITDA of 1.5 at Group level. During the third quarter of 2018, the Group achieved a 1.2 ratio of gross debt to EBITDA. This figure is based on gross debt of €1,981.8 million, and adjusted EBITDA of €1,258.7 million.

## Report on post-balance sheet date events

There have been no material events after the balance sheet date.

## Risks and opportunities

Deutsche Börse Group provides detailed information on its operating environment, strategy, principles, organisation, processes, methods and concepts of its risk management as well as the measures implemented to manage or minimise risks in its [2017 financial report on pages 88 to 112](#). Detailed information about the Group's opportunities and opportunities management can be found also in the [2017 financial report on pages 113 to 119](#).

At present, the Executive Board cannot identify any significant change in the Group's risk and opportunity profile.

## Outlook

For the remainder of financial year 2018, Deutsche Börse Group does not expect any material deviation from the forecasts for its operating environment made in its [2017 consolidated financial statements](#).

For the forecast period, Deutsche Börse Group expects at least a 5 per cent increase in net revenue, emanating from structural growth opportunities and from successful new products and functionalities. For the fourth quarter of 2018, the Group expects that the cyclical framework conditions will continue to produce the positive development observed during the first nine months of the year, contributing to the further increase in net revenue.

Given the expected increase in net revenue driven by secular factors of at least 5 per cent, and further given the scalability of the Group's business model and its efficient cost management, the Group anticipates a growth rate of at least 10 per cent (excluding exceptional items) for net profit for the period attributable to Deutsche Börse AG shareholders and thus confirms its forecast for the financial year 2018.

The assumptions on which the forecast is based, together with the reconciliation of net revenue and operating costs (incl. depreciation and amortisation), are set out on [pages 119 to 126 of the 2017 financial report](#).

# Consolidated income statement

for the period 1 January to 30 September 2018

	30 Sep 2018	Quarter ended 30 Sep 2017 (restated)	Nine months ended 30 Sep 2018	Nine months ended 30 Sep 2017 (restated)
	€m	€m	€m	€m
Sales revenue	678.0	629.4	2,130.7	1,961.6
Net interest income from banking business	48.6	32.1	144.5	95.5
Other operating income	18.5	5.1	26.8	18.0
<b>Total revenue</b>	<b>745.1</b>	<b>666.6</b>	<b>2,302.0</b>	<b>2,075.1</b>
Volume-related costs	-84.4	-90.3	-262.7	-251.8
<b>Net revenue (total revenue less volume-related costs)</b>	<b>660.7</b>	<b>576.3</b>	<b>2,039.3</b>	<b>1,823.3</b>
Staff costs	-173.1	-153.9	-547.1	-470.6
Other operating expenses	-116.0	-109.4	-334.2	-337.7
<b>Operating costs<sup>1)</sup></b>	<b>-289.1</b>	<b>-263.3</b>	<b>-881.3</b>	<b>-808.3</b>
Net income from strategic investments	3.8	4.2	6.2	123.4
<b>Earnings before interest, tax, depreciation and amortisation (EBITDA)</b>	<b>375.4</b>	<b>317.2</b>	<b>1,164.2</b>	<b>1,138.4</b>
Depreciation, amortisation and impairment losses	-44.1	-40.7	-143.8	-116.2
<b>Earnings before interest and tax (EBIT)</b>	<b>331.3</b>	<b>276.5</b>	<b>1,020.4</b>	<b>1,022.2</b>
Financial income	0.6	0.6	6.2	3.5
Financial expense	-15.7	-19.7	-54.2	-59.0
<b>Earnings before tax (EBT)</b>	<b>316.2</b>	<b>257.4</b>	<b>972.4</b>	<b>966.7</b>
Other tax	-0.1	-0.4	-0.5	-1.1
Income tax expense	-85.2	-48.4	-268.4	-290.3
<b>Net profit for the period</b>	<b>230.9</b>	<b>208.6</b>	<b>703.5</b>	<b>675.3</b>
thereof attributable to Deutsche Börse AG shareholders	225.0	204.3	684.3	660.7
thereof attributable to non-controlling interests	5.9	4.3	19.2	14.6
<b>Earnings per share (basic) (€)</b>	<b>1.22</b>	<b>1.09</b>	<b>3.69</b>	<b>3.53</b>
<b>Earnings per share (diluted) (€)</b>	<b>1.22</b>	<b>1.09</b>	<b>3.69</b>	<b>3.53</b>

1) Since the second quarter of 2017, operating costs have contained staff costs and other operating expenses; depreciation, amortisation and impairment losses are disclosed separately. Prior-year figures have been adjusted accordingly.

# Consolidated balance sheet

as at 30 September 2018

Assets	30 Sep 2018	1 Jan 2018	31 Dec 2017 (restated)	30 Sep 2017 (restated)
	€m	€m	€m	€m
<b>NON-CURRENT ASSETS</b>				
<b>Intangible assets</b>				
Software	337.3	322.1	322.1	311.5
Goodwill	2,826.7	2,770.9	2,770.9	2,771.9
Payments on account and construction in progress	57.5	86.8	86.8	93.6
Other intangible assets	917.3	911.2	911.2	918.4
	<b>4,138.8</b>	<b>4,091.0</b>	<b>4,091.0</b>	<b>4,095.4</b>
<b>Property, plant and equipment</b>				
Fixtures and fittings	30.7	34.8	34.8	34.6
Computer hardware, operating and office equipment	73.5	76.4	76.4	74.2
Payments on account and construction in progress	12.4	2.2	2.2	2.3
	<b>116.6</b>	<b>113.4</b>	<b>113.4</b>	<b>111.1</b>
<b>Financial assets</b>				
Investments in associates and joint ventures	40.2	38.7	38.7	38.6
Equity investments measured at fair value through OCI	103.5	101.6	0	0
Financial assets measured at amortised cost	1,068.9	1,574.1	0	0
Financial assets at fair value through profit or loss (FVPL)	17.8	15.9	0	0
Derivatives	0	0.1	0	0
Available-for-sale equity investments (AFS)	0	0	99.4	168.1
Financial assets available-for-sale (AFS)	0	0	1,592.6	1,591.0
Financial assets at fair value through profit or loss (fair value option)	0	0	1.2	0
Derivatives (held for trading)	0	0	0.1	0.1
Loans and receivables	0	0	4.9	5.9
	<b>1,230.4</b>	<b>1,730.4</b>	<b>1,736.9</b>	<b>1,803.7</b>
Financial instruments of the central counterparties	6,729.6	4,837.2	4,837.2	6,143.8
Other non-current assets	4.1	4.1	4.1	4.1
Deferred tax assets	92.4	101.4	101.1	98.5
<b>Total non-current assets</b>	<b>12,311.9</b>	<b>10,877.5</b>	<b>10,883.7</b>	<b>12,256.6</b>
<b>CURRENT ASSETS</b>				
<b>Receivables and other current assets</b>				
Financial instruments of the central counterparties	93,938.5	79,510.7	79,510.7	97,800.1
Financial assets measured at amortised cost	17,491.1	13,172.6	0	0
Financial assets at fair value through profit or loss (FVPL)	1.0	1.5	0	0
Derivatives	2.0	5.2	5.2	3.1
Financial assets available-for-sale (AFS)	0	0	254.5	260.2
Loans and receivables	0	0	12,922.8	15,253.3
Trade receivables	377.1	330.9	329.4	364.8
Receivables from related parties	1.4	2.5	2.5	1.6
Income tax receivables	99.5	91.3	91.3	112.5
Other current assets	618.4	451.7	451.7	364.0
	<b>112,529.0</b>	<b>93,566.4</b>	<b>93,568.1</b>	<b>114,159.6</b>
Restricted bank balances	29,346.4	29,392.0	29,392.0	27,381.1
Other cash and bank balances	999.3	1,297.6	1,297.6	1,447.5
<b>Total current assets</b>	<b>142,874.7</b>	<b>124,256.0</b>	<b>124,257.7</b>	<b>142,988.2</b>
<b>Total assets</b>	<b>155,186.6</b>	<b>135,133.5</b>	<b>135,141.4</b>	<b>155,244.8</b>

## Equity and liabilities

	30 Sep 2018	1 Jan 2018	31 Dec 2017 (restated)	30 Sep 2017 (restated)
	€m	€m	€m	€m
<b>EQUITY</b>				
Subscribed capital	193.0	193.0	193.0	193.0
Share premium	1,337.4	1,332.3	1,332.3	1,332.3
Treasury shares	-582.0	-334.6	-334.6	-306.5
Revaluation surplus	0.7	13.4	19.6	60.8
Accumulated profit	3,865.3	3,632.0	3,631.0	3,433.3
<b>Shareholders' equity</b>	<b>4,814.4</b>	<b>4,836.1</b>	<b>4,841.3</b>	<b>4,712.9</b>
Non-controlling interests	123.8	118.1	118.1	124.8
<b>Total equity</b>	<b>4,938.2</b>	<b>4,954.2</b>	<b>4,959.4</b>	<b>4,837.7</b>
<b>NON-CURRENT LIABILITIES</b>				
Provisions for pensions and other employee benefits	160.2	144.2	144.2	148.0
Other non-current provisions	128.6	120.3	120.3	114.2
Deferred tax liabilities	198.0	225.4	226.8	248.6
Financial liabilities measured at amortised cost	2,282.4	1,689.7	1,688.4	1,688.1
Financial liabilities at fair value through profit or loss (FVPL)	0.2	0.8	0.8	0.2
Derivatives	0	0	0	1.5
Financial instruments of the central counterparties	6,729.6	4,837.2	4,837.2	6,143.8
Other non-current liabilities	7.2	6.1	6.1	5.9
<b>Total non-current liabilities</b>	<b>9,506.2</b>	<b>7,023.7</b>	<b>7,023.8</b>	<b>8,350.3</b>
<b>CURRENT LIABILITIES</b>				
Tax provisions	430.8	339.4	339.4	337.0
Other current provisions	214.4	191.6	191.6	161.0
Financial instruments of the central counterparties	93,023.5	78,798.6	78,798.6	97,079.5
Financial liabilities measured at amortised cost	17,152.4	13,975.9	13,975.9	16,702.2
Financial liabilities at fair value through profit or loss (FVPL)	0	0.3	0	0
Derivatives	7.3	29.1	32.0	31.7
Trade payables	105.4	148.9	148.9	158.4
Liabilities to related parties	1.2	1.5	1.5	0.9
Cash deposits by market participants	29,180.4	29,215.3	29,215.3	27,204.4
Other current liabilities	626.8	455.0	455.0	381.7
<b>Total current liabilities</b>	<b>140,742.2</b>	<b>123,155.6</b>	<b>123,158.2</b>	<b>142,056.8</b>
<b>Total liabilities</b>	<b>150,248.4</b>	<b>130,179.3</b>	<b>130,182.0</b>	<b>150,407.1</b>
<b>Total equity and liabilities</b>	<b>155,186.6</b>	<b>135,133.5</b>	<b>135,141.4</b>	<b>155,244.8</b>

**Contact**

Investor Relations

Phone +49-(0) 69- 2 11-1 16 70

Fax +49-(0) 69- 2 11-1 46 08

E-mail [ir@deutsche-boerse.com](mailto:ir@deutsche-boerse.com)

[www.deutsche-boerse.com/ir\\_e](http://www.deutsche-boerse.com/ir_e)

**Publication date**

29 October 2018

**Publications service**

The 2017 corporate report may be obtained from the publications service of Deutsche Börse Group.

Phone +49-(0) 69- 2 11-1 15 10

Fax +49-(0) 69- 2 11-1 15 11

Downloads at

[www.deutsche-boerse.com/annualreport](http://www.deutsche-boerse.com/annualreport)

Reproduction – in whole or in part – only with the written permission of the publisher

**Registered trademarks**

DAX<sup>®</sup>, Eurex<sup>®</sup>, T7<sup>®</sup>, VDAX<sup>®</sup> and Xetra<sup>®</sup> are registered trademarks of Deutsche Börse AG. Vestima<sup>®</sup> is a registered trademark of Clearstream International S.A. STOXX<sup>®</sup> is a registered trademark of STOXX Ltd. 360T<sup>®</sup> is a registered trademark of 360 Treasury Systems AG. TRADEGATE<sup>®</sup> is a registered trademark of Tradegate AG.

**Published by**

Deutsche Börse AG  
60485 Frankfurt/Main  
Germany  
[www.deutsche-boerse.com](http://www.deutsche-boerse.com)

Order number 1015-4815

**Financial calendar**

29 October 2018  
Publication Q3/2018 results