

## Euronext Q4 and Full Year 2021 Results



1 February 2022 9.00am CET

### **1. Q4 & FY 2021 highlights**

### $2_{\circ}$ Q4 2021 business review

### $\mathfrak{B}_{\mathbf{D}}$ Q4 2021 financial review

# **₽ Q&A**



### Stéphane Boujnah

CEO and Chairman of the Managing Board



#### **Giorgio Modica** Chief Financial Officer



📫 EURONEXT



## 1 Q4 & FY 2021 Highlights



Q4 2021 record revenue in Euronext history, driven by strong post-trade and trading activities, especially from MTS

Q4 2021

REVENUE	€370.1m   +59.5%	<ul> <li>Revenue grew +4.3% like-for-like at constant currencies driven by solid organic growth</li> </ul>
AND INCOME	+€138.1m	<ul> <li>Significant contribution of the Borsa Italiana Group for €127.0 million</li> </ul>
		<ul> <li>Non-volume related revenue represented 55% of total revenue and covered 126% of costs excluding D&amp;A</li> </ul>
EBITDA	€208.2m   +64.1% +81.4m	<ul> <li>Robust EBITDA margin at 56.3%, up +1.6pts, despite integration activity</li> </ul>
	то <i>1.4</i> Ш	<ul> <li>Like-for-like at constant currencies EBITDA growth of +7.8% and margin at 57.0%, up +1.8pts</li> </ul>
ADJUSTED	€1.31   +19.7%	<ul> <li>Adjusted net income up +68.7% to €140.2 million</li> </ul>
EPS <sup>1)</sup>		<ul> <li>Reported net income, share of the group, up +67.8% to €112.7 million</li> </ul>
		<ul> <li>Income tax rate at 23.6%, positively impacted by deductible items</li> </ul>
📫 EURONEXT	Unless stated otherwise, percentages compare Q4 2021 to Q4 2020 Non-volume related revenue include Listing exc. IPO, Advanced Dat Revenue	data a Services, Custody Settlement and other post-trade, NTI from CC&G, Investor Services, Technology Solution, Other Income and Transitional

1) Definition in appendix

**2021** strong revenue growth, driven by solid organic performance of non-volume related activities and significant contribution from acquisitions

FULL YEAR 2021

REVENUE AND INCOME	€1,299m   +46.9% +414.3m	<ul> <li>Revenue grew +3.3 % like-for-like at constant currencies driven by a solid organic performance of non-volume related activities</li> <li>Significant contribution of the Borsa Italiana Group for €337.7 million for 8 months of consolidation</li> <li>Non-volume related revenue represented 55% of total revenue and covered 131% of costs excluding D&amp;A</li> </ul>
EBITDA	€752.8m   +44.8% +€232.8m	<ul> <li>Robust EBITDA margin at 58.0%, down -0.8pts, due to implementation costs</li> <li>Like-for-like at constant currencies EBITDA grew +3.7% and margin was at 59.7% (+0.2pts)</li> <li>2021 cost guidance overachieved</li> <li>First synergies from the Borsa Italiana Group integration delivered (€10.1 million)</li> </ul>
ADJUSTED EPS <sup>1)</sup>	€5.35   +17.2%	<ul> <li>Adjusted net income up +47.9% to €514.3 million</li> <li>Reported net income, share of the group, up +31.0% to €413.3 million</li> <li>Income tax rate at 27.3%</li> <li>Proposed dividend of €1.93 per share<sup>2)</sup></li> </ul>



Unless stated otherwise, percentages compare FY 2021 to FY 2020 data

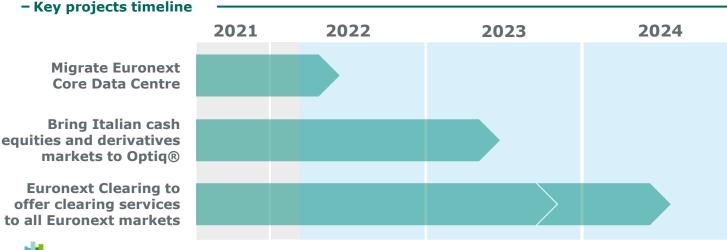
Non-volume related revenue include Listing exc. Technology Solution, Other Income and Transitional Revenue 1) Definition in appendix 2) Definition in appendix

### Good progress on the Borsa Italiana Group integration

### €10.1m

Run-rate synergies delivered

- **€10.1** million of run-rate synergies delivered in 2021, 8 months after acquisition
- Synergies delivered before contribution of identified business development opportunities arising from the combination
- **€27.6** million of implementation costs incurred as of end of 2021





### **Continued deployment of our ESG strategy**

Strengthening the ESG index franchise

- Upcoming launch of the AEX® ESG index
- Following the success of the CAC 40® ESG and MIB® ESG
  - → +20 new ESG indices launched in 2021

 Diversifying into new categories: climate benchmarks, biodiversity, water & social

#### Outlook 2022

 $\Theta$ 



- Science-based targets to be announced in H1 2022
- Migration to Green Core Data
   Centre in June 2022



**OUR MARKETS** 

**OUR PARTNERS** 

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### Tech Leaders: Taking Euronext's Tech success to the next level

#### Euronext is the listing venue of choice for European Tech companies

- 700+ Tech companies issuers listed on Euronext
- Flagship TechShare pre-IPO programme
- Largest single liquidity pool in Europe providing access to Tech investors across Europe, and uniting 25% of European equity trading activity in 2021
- 109 new listings of Tech companies in 2021

#### Launch of the first comprehensive offer dedicated to Tech companies

්ට: දුයුයු Pre-IPO	Listing	Post-IPO
<ul> <li>Pre-IPO services:</li> <li>Flagship TechShare programme</li> <li>Support and training programs dedicated to CEOs and CFOs</li> <li>Corporate access to investors</li> </ul>	<ul> <li>Post-IPO services:</li> <li>IR services: organ with leading broke</li> <li>Visibility: dedicate segment</li> </ul>	d marketing content highlighting the es: dedicated training programmes
	Tonowing the listing	9

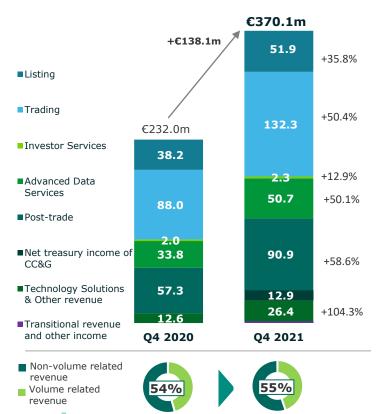




## 2 Q4 2021 business review



# Q4 2021 record revenue up +59.5% driven by the consolidation of Borsa Italiana Group, strong performance of non-volume related businesses and clearing



URONEXT

Revenue grew +4.3 % like-for-like

 Trading revenue grew +50.4% driven by the consolidation of Borsa Italiana capital markets and MTS, and by a robust organic performance of the cash trading business

- Post-trade revenue and income grew +81.2% primarily driven by to the consolidation of Euronext Securities Milan, and Euronext Clearing (formerly CC&G)
- Advanced Data Services revenue grew +50.1% due to the consolidation of various Borsa Italiana Group data activities, as well as a dynamic index activity and a solid performance of the market data business
- Listing revenue grew +35.8%, driven by the continued momentum in equity listing and debt listing and the consolidation of the Borsa Italiana Group

\_\_\_+**59.5**%<sup>-</sup>

Q4 2021 consolidated revenue growth

Borsa Italiana Group revenue contribution in Q4 2021

55%

+127.0€m

Non-volume related revenue and income, reflecting posttrade and listing activities

Non-volume related revenue

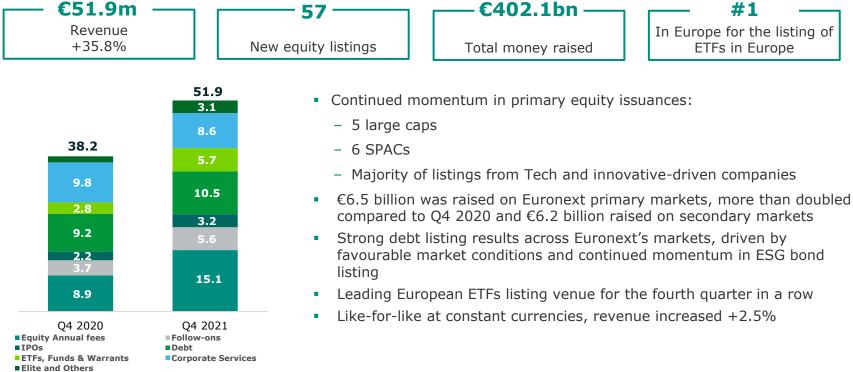
and income to operating cost coverage vs 118% in Q4 2020

'Organic' and 'Like-for-like' referring to Euronext Group perimeter, at constant currencies, excluding the Borsa Italiana Group, OMS and Centevo as well as any project cost supported by Euronext for the integration/disposal of these companies

Volume related revenue accounting for trading and clearing activities, excluding NTI from CC&G activities, and IPOs revenue Operating cost coverage equal to non-volume related revenue divided by operating expenses excluding D&A Unless stated otherwise, percentages compare O4 2021 to 04 2020 data

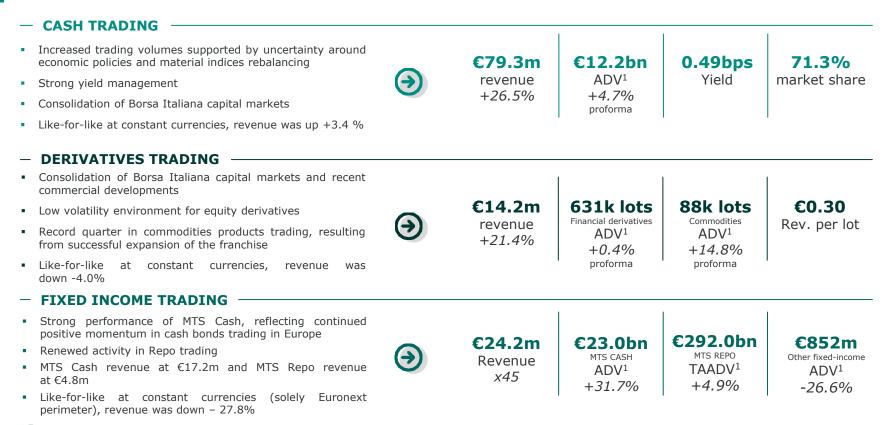
### Listing revenue up +35.8% to €51.9 million in Q4 2021

#1 equity raising and equity listing venue in Europe, with 57 equity listings





### Trading revenue up +50.4% to €132.3 million in Q4 2021 (1/2)





### Trading revenue up +50.4% to €132.3 million in Q4 2021 (2/2)



#### — POWER TRADING

- Increased power trading volumes driven by cold temperatures compared to Q4 2020 and expanded trading offering
- Like-for-like at constant currencies, revenue increased +10.4%



€8.5m revenue +18.7% 2.76TWh day-ahead ADV +0.7% 0.08TWh intraday

> ADV +14.4%



# Post-trade revenue, including net treasury income, up +81.2% to €103.8 million in Q4 2021

Consolidation of Euronext Clearing (formerly CC&G) and Euronext Securities Milan, and strong performance of Euronext Securities

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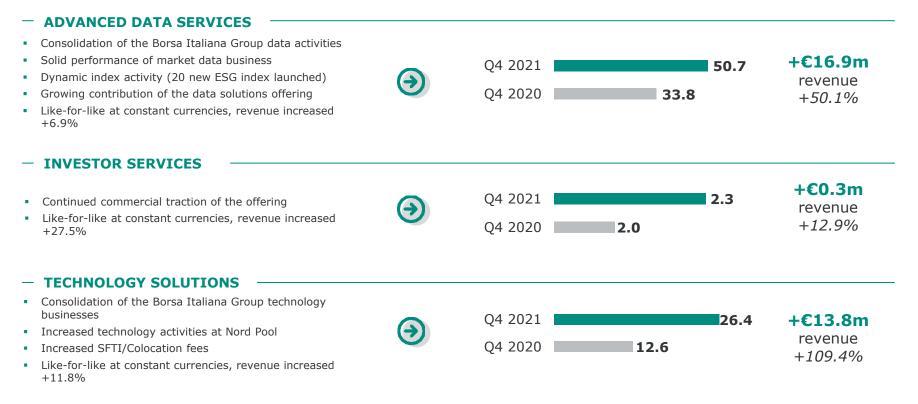
- Significant contribution of Euronext Securities Milan
- Increased assets under custody
- Higher number of retail accounts in the Nordic CSDs
- Like-for-like at constant currencies, revenue increased +3.4%

€60.7m Revenue +52.3% €6.5tn Assets under custody

**32.0m** Settlement instructions



### Advanced Data Services, Investor Services and Technology Solutions





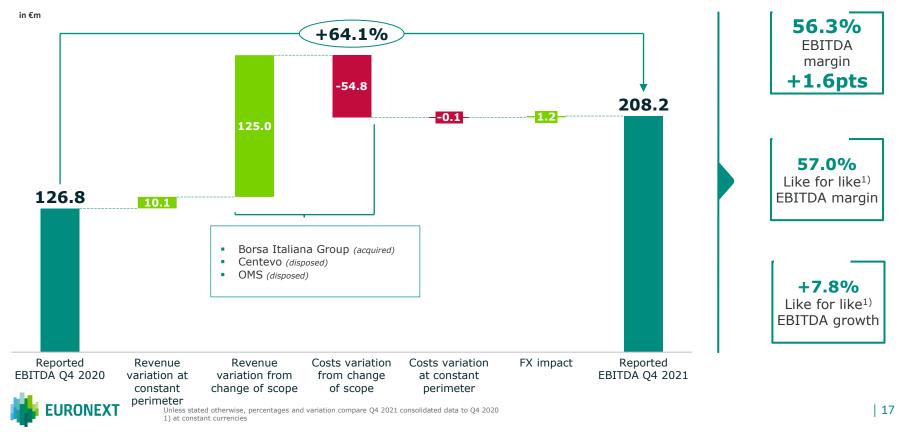


## **3 Q4 2021** financial review

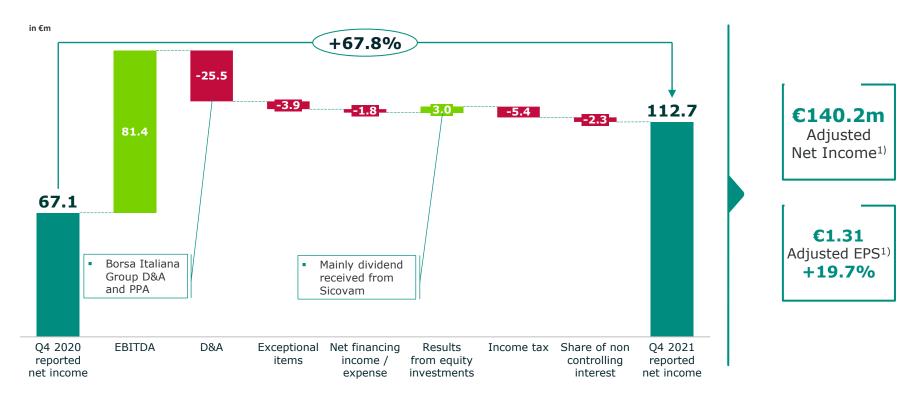


### Q4 2021 EBITDA up +64.1% to €208.2 million

Consolidation of acquisitions and organic growth



# Q4 2021 net income up +67.8% to €112.7 million, adjusted EPS up +19.7% to €1.31 per share

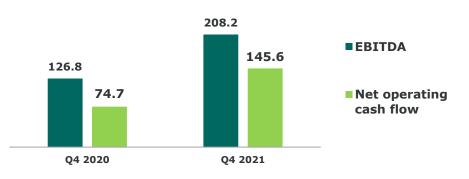




### Cash flow generation and liquidity position

CASH FLOW GENERATION

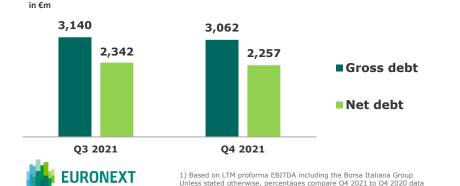
in €m



 Q4 2021 EBITDA to net operating cash flow conversion rate impacted by:

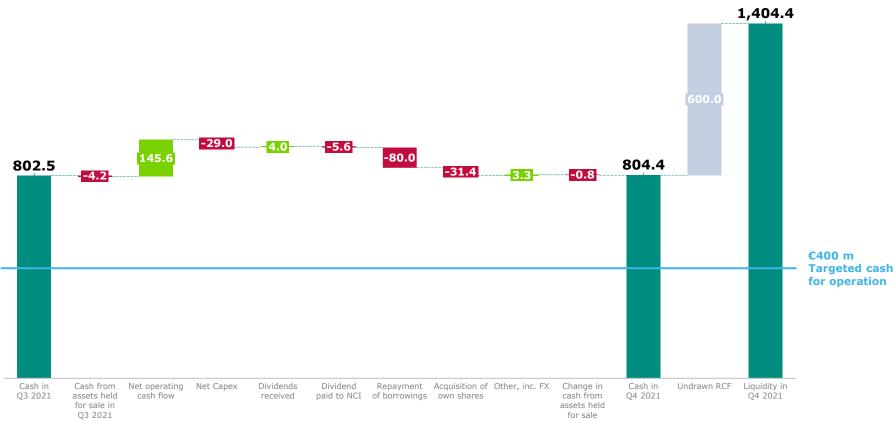
- Higher positive changes in working capital
- Excluding the impact on working capital from Nord Pool and Euronext Clearing (formerly CC&G) CCP activities, net operating cash flow accounted for 65% of EBITDA

— DEBT AND LEVERAGE



- Net debt to EBITDA<sup>1</sup> ratio at 2.6x (vs 2.8x in Q3 2021)
- Weighted average life to maturity of 9.0 years

Liquidity





#### 2022 costs guidance

- Costs exc. D&A to be adjusted for non-recurring items from Q1 2022
- Ongoing work<sup>1)</sup> on (i) the Core Data Centre migration, (ii) the migration of Italian Cash and Derivatives markets to the Optiq® trading platform and (iii) the European expansion of Euronext Clearing (formerly CC&G) clearing activities
- 'Growth for Impact 2024' strategic plan non-recurring implementation costs to partially incur in 2022 for €50.0m



In 2022, Euronext expects its underlying operating costs excluding D&A<sup>2</sup>) to be around €622.0 million, compared to the annualised fourth quarter of 2021 underlying operating costs excluding D&A (€627 million).



Definition in appendix.





### **Q&A - Speakers**



### Stéphane Boujnah

CEO and Chairman of the Managing Board



### Giorgio Modica

Chief Financial Officer



### **Anthony Attia**

Global Head of Primary Markets & Post Trade



### **APPENDIX**

### **Change in financial reporting**

To highlight its underlying performance, starting from Q1 2022, Euronext will publish underlying recurring costs, adjusted EBITDA and non-recurring costs.

Euronext will then remove the exceptional items line from its financial statements. Consequently, costs previously reported as exceptional items will from Q1 2022 be included into their respective lines within Euronext operating expenses as non-recurring items.

The €160 million of implementation costs announced in November 2021 to deliver on the 'Growth for Impact 2024' strategic plan targets are then considered as non-recurring items and will be withdrawn from Q1 2022 from underlying recurring costs.

From Q1 2022, the computation of adjusted net income and earnings per share will be adjusted accordingly. The computation of reported net income and earnings per share will not be impacted.

As such, Euronext will disclose the following non-IFRS indicators:

- Adjusted operating profit as the operating profit, excluding any non-recurring costs
- Adjusted EBITDA as the adjusted operating profit before depreciation and amortisation
- Adjusted EBITDA margin as the adjusted operating profit before depreciation and amortisation, divided by total revenue and income
- Adjusted net income, as the net income adjusted for non-recurring costs and PPA as well as related tax items, and the corresponding Adjusted EPS

2024 strategic plan targets remain unchanged and are not affected by this change in reporting.



#### Number of outstanding shares used for EPS computation

Following the rights issue that occurred on 29 April 2021, whose settlement occurs on 14 May 2021, the average outstanding number of shares (basic) to be used for EPS computation is provided below. For comparative purposes, average numbers of outstanding shares (basic) for previous comparative periods were restated using the bonus fraction.

- For the full year 2021, the average number of outstanding shares (basic) is 96,058,761
- For the first nine months of 2021, the average number of outstanding shares (basic) is 92,447,841
- For the first semester of 2021, the average number of outstanding shares (basic) is 85,094,834
- For the first quarter of 2021, the restated average number of outstanding shares (basic) is 76,113,685
- For the full year 2020, the restated average number of outstanding shares (basic) is 76,119,487
- For the first nine months of 2020, the restated average number of outstanding shares (basic) is 76,120,331
- For the first semester of 2020, the restated average number of outstanding shares (basic) is 76,121,437
- For the first quarter of 2020, the restated average number of outstanding shares (basic) is 76,175,683

#### As a reminder, Euronext EPS for periodic reporting is computed as follow:

- Q1 EPS = Net income for Q1 / Average number of outstanding shares over Q1
- Q2 EPS = (YTD-H1 Net income / Average number of outstanding shares over YTD-H1) Q1 EPS
- Q3 EPS = (YTD-9M Net income / Average number of outstanding shares over YTD-9M) (Q2 EPS + Q1 EPS)
- Q4 EPS = (FY Net income / Average number of outstanding shares over the year) (Q3 EPS + Q2 EPS + Q1 EPS)

### EURONEXT

### Adjusted EPS for Q4 2021

In €m unless stated otherwise	Q4 2021	Q4 2020
Net income reported	112.7	67.1
EPS Reported (C per share)	1.05	0.88
Intangible assets adj. related to acquisitions (PPA)	(22.0)	(6.0)
Exceptional items	(16.2)	(12.3)
Impairment	-	-
Exceptional financing expense	-	-
Tax related to those items	10.7	2.4
Adj. net income	140.2	83.1
Adj. EPS (€ per share)	1.31	1.09

In €m unless stated otherwise	2021	2020	
Net income reported	413.3	315.5	
EPS Reported (€ per share)	4.30	4.14	
Intangible assets adj. related to acquisitions (PPA)	(64.3)	(21.0)	
Exceptional items	(47.8)	(17.3)	
Impairment	(4.3)	-	
Exceptional financing expense	(8.9)	-	
Tax related to those items	24.4	6.2	
Adj. net income	514.3	347.6	
Adj. EPS (€ per share)	5.35	4.57	



### Q4 2021 income statement

unaudited, in €m	Q4 2021	Q4 2020	% var	% var I-f-
Total Revenues and income	370.1	232.0	+59.5%	+4.3%
Listing	51.9	38.2	+35.8%	+2.5%
Trading revenue, of which	132.3	88.0	+50.4%	+2.5%
Cash Trading	79.3	62.7	+26.5%	+3.4%
Derivatives Trading	14.2	11.7	+21.4%	-4.0%
Fixed income trading	24.2	0.5	n/a	-27.8%
FX Trading	6.1	5.9	+3.9%	-0.7%
Power trading	8.5	7.2	+18.7%	+10.4%
Investor Services	2.3	2.0	+12.9%	+27.5%
Advanced Data Services	50.7	33.8	+50.1%	+6.9%
Post-trade, of which	90.9	57.3	+58.6%	+4.3%
Clearing	30.1	17.4	+73.1%	+6.4%
Custody and Settlement	60.7	39.9	+52.3%	+3.4%
Market Solutions & other revenue	26.4	12.6	+109.4%	+11.8%
NTI through CCP business	12.9	-	n/a	n/a
Other income	0.6	0.1	+587.5%	+74.5%
Transitional revenues	2.0		n/a	n/a
	-			
Operating expenses exc. D&A	(161.8)	(105.1)	+54.0%	+0.1%
Salaries and employee benefits	(77.8)	(59.0)	+31.8%	-3.4%
Other Operational Expenses, of which	(84.1)	(46.1)	+82.4%	+4.5%
System & Communication	(26.7)	(10.7)	+149.5%	+28.7%
Professional Services	(26.6)	(17.2)	+54.0%	-17.6%
Clearing expense	(8.7)	(7.8)	+11.9%	+12.4%
Accommodation	(2.6)	(1.5)	+70.2%	+14.3%
Other Operational Expenses	(19.5)	(8.8)	+120.5%	+8.9%
EBITDA	208.2	126.8	+64.1%	+7.8%
EBITDA margin	56.3%	54.7%	+1.6pt	+1.8p
Depreciation & Amortisation	(41.3)	(15.9)	+160.5%	+4.7%
Total Expenses	(203.2)	(121.0)	+68.0%	+0.7%
Operating Profit before Exceptional items	166.9	111.0	+50.4%	+8.2%
Exceptional items	(16.2)	(12.3)	+31.6%	
Operating Profit	150.6	98.6	+52.7%	
Net financing income / (expense)	(6.7)	(4.9)	+36.3%	
Results from equity investments	7.3	4.3	+68.7%	
Profit before income tax	151.3	98.1	+54.2%	
Income tax expense	(35.7)	(30.3)	+17.8%	
Non-controlling interests	(2.9)	(0.7)	+344.1%	
Net income, share of the parent company shareholders	112.7	67.1	+67.8%	
EPS (basic, reported, in €)	1.05	0.88	+19.1%	
EPS (diluted, reported, in €)	1.05	0.88	+19.3%	
EPS (basic, adjusted, in €)	1.31	1.09	+19.7%	



#### Balance sheet as at 31 December 2021

unaudited, in €m Non-current assets	As at 31/12/21	As at 31/12/20	
Property, plant and equipment	97.6	56.0	
Right-of-use assets	66.2	46.9	
Goodwill and other intangible assets	6,178.1	1,536.1	
Deferred income tax assets	37.5	20.8	
Investments in associates and JV	69.2	68.1	
Financial assets at fair value through OCI	258.1	204.5	
Other non current assets	4.2	8.6	
Total non-current assets	6,710.8	1,941.1	
Current assets			
Trade and other receivables	416.6	195.0	
Income tax receivable	10.0	3.3	
Derivative financial instruments	11.9	23.7	
CCP clearing business assets	137,750.9	-	
Other short-term financial assets	157.6	92.1	
Cash & cash equivalents	804.4	629.5	
Total current assets	139,151.3	943.5	
Assets held for sale	6.4	-	
Total assets	145,868.5	2,884.6	
Equity			
Shareholders' equity	3,647.6	1,058.7	
Non-controlling interests	85.3	30.2	
Total Equity	3,732.9	1,089.0	
Non-current liabilities			
Borrowings	3,044.4	1,272.5	
Lease liabilities	50.7	35.1	
Deferred income tax liabilities	592.4	92.9	
Post employment benefits	32.1	26.5	
Contract liabilities	70.3 8.8	44.6 14.5	
Other provisions Total Non-current liabilities	3,798.8	14.5 1,486.1	
	3,7 50.0	1,400.1	
Current liabilities Borrowings	17.4	8.2	
Borrowings Lease liabilities	21.0	8.2	
Lease liabilities Other current financial liabilities	21.0	0.5	
	-	0.5	
Derivative financial instruments CCP clearing business liabilities	137,732.4	0.4	
Income tax payable	137,732.4 42.1	- 33.8	
Trade and other payables	42.1 439.9	33.8 185.8	
Contract liabilities	80.5	62.2	
Other provisions	2.3	2.6	
Total Current liabilities	138,335.5	309.6	
Liabilities held for sale	1.3		

unaudited, in €m Financial assets of the CCP clearing business	As at 31/12/21
Derivative trading assets	11,123.7
Repurchase agreements (Repos)	105,639.0
Quoted debt instruments held at fair value	4,460.4
Other receivables from clearing members	5,857.3
Cash and cash equivalents of clearing members	10,665.2
Other financial assets held at fair value	5.3
Total	137,750.9
Financial liabilities of the CCP clearing business	
Derivative trading liabilities	11,123.7
Repurchase agreements (Repos)	105,639.0
Other payables to clearing members	20,965.6
Other financial liabilities held at fair value	4.1

Total



137,732.4

### Q4 2021 cash flows and outstanding debt

unaudited, in €m	Q4 2021	Q4 2020	– Outstandin	Outstanding debt issued		
Profit before tax	151.3	98.1		5	<b>.</b>	
Adjustments for:	44.2	15.0	Amount	Maturity	Interest	
- Depreciation and amortization	41.3	15.9	CE00	2025	Swap-to-	
<ul> <li>Share based payments</li> <li>Change in fair value of financial instruments</li> </ul>	3.0	2.4 (0.3)	€500 million	2025	floating	
- Change in fair value of mancial instruments - Share of profit from associates and joint ventures	(3.3)	(0.3)		2020	5	
- Changes in working capital	36.8	(8.6)	€750 million	2029	Fixed	
	50.8	(8.0)	€600 million	2026	Fixed	
Cash flow from operating activities	229.2	104.8	€600 million	2031	Fixed	
Income tax paid	(83.6)	(30.1)				
Net cash flows from operating activities	145.6	74.7	- €600 million	2041	Fixed	
				00/	ava a a a a a b	
Cash flow from investing activities			_ ► 0.	.9% annual av	erage cost	
Acquisition of subsidiaries, net of cash acquired	-	(5.6)				
Proceeds from disposal of subsidiary	0.0	-				
Purchase of current financial assets	(0.5)	1.0				
Redemption of current financial assets	7.5	(1.2)				
Purchase of property, plant and equipment	(15.0)	(3.0)				
Purchase of intangible assets	(14.1)	(4.9)				
Proceeds from sale of Property, plant, equipment and intangible assets	(0.0)	-				
Dividends received from equity investments	4.0	1.6				
Dividends received from associates	0.0	-				
Net cash flow from investing activities	(18.0)	(12.1)	-			
Cash flow from financing activities						
Repayment of borrowings, net of transaction fees	(80.0)	-	_			
Interest paid	(0.5)	(0.6)				
Issuance new shares, net of transaction fees	2.3	-				
Payment of lease liabilities	(7.8)	(4.2)				
Acquisition of own shares	(31.4)	0.0				
Employee Share transactions	(1.3)	(0.0)				
Dividends paid to non-controlling interests	(5.6)	-				
Net cash flow from financing activities	(124.4)	(4.8)	_			
Total cash flow over the period	3.3	57.8	-			
Cash and cash equivalents - Beginning of period	802.5	567.3	-			
Non Cash exchange gains/(losses) on cash and cash equivalents	3.6	4.4				
Cash and cash equivalents - End of period	809.4	629.5	_			



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Efficiencies are net, before tax and on a run-rate basis, ie taking into account the full-year impact of any measure to be undertaken before the end of the period mentioned. The expected operating efficiencies and cost savings were prepared on the basis of a number of assumptions, projections and estimates, many of which depend on factors that are beyond the Company's control. These assumptions, projections and estimates are inherently subject to significant uncertainties and actual results may differ, perhaps materially, from those projected. The Company cannot provide any assurance that these assumptions are correct and that these projections and estimates will reflect the Company's actual results of operations

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