## **CBOE HOLDINGS**<sup>®®</sup>

#### **EXECUTE SUCCESS<sup>™</sup>**

## Second Quarter 2014 Earnings Presentation

August 1, 2014

#### Agenda



**Strategic Review** 

**Financial Review** 

**Questions and Answers** 

Edward Tilly Chief Executive Officer

Alan Dean Executive Vice President, CFO and Treasurer

**Edward Tilly** 

Alan Dean

**Edward Provost** *President and Chief Operating Officer* 



### **Forward-Looking Statements**

This presentation may contain forward-looking statements, within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are those statements that reflect our expectations, assumptions or projections about the future and involve a number of risks and uncertainties. These statements are only predictions based on our current expectations and projections about future events. There are important factors that could cause actual results to differ materially from that expressed or implied by the forward-looking statements, including: the loss of our right to exclusively list and trade certain index options and futures products; increasing price competition in our industry; compliance with legal and regulatory obligations and obligations under agreements with regulatory agencies; decreases in the amount of trading volumes or a shift in the mix of products traded on our exchanges; legislative or regulatory changes; increasing competition by foreign and domestic entities; our ability to operate our business without violating the intellectual property rights of others and the costs associated with protecting our intellectual property rights; our ability to accommodate trading volume and order transaction traffic without failure or degradation of performance of our systems; our ability to protect our systems and communication networks from security risks, including cyber-attacks; economic, political and market conditions; our ability to maintain access fee revenues; our ability to meet our compliance obligations; our ability to attract and retain skilled management and other personnel; our ability to maintain our growth effectively; our dependence on third party service providers; and the ability of our compliance and risk management methods to effectively monitor and manage our risks.

More detailed information about factors that may affect our performance may be found in our filings with the SEC, including in our Annual Report on Form 10-K for the year ended December 31, 2013 and other filings made from time to time with the SEC.

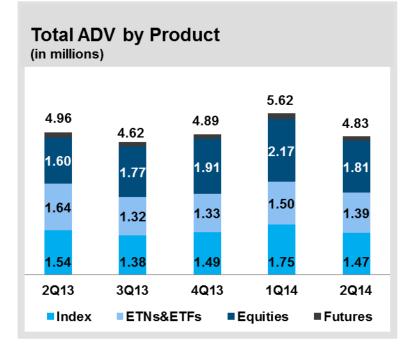


## Strategic Review Edward Tilly CEO

### Solid Financial Performance Despite CBOE HOLDINGS Quarter's Low Volume Trading Environment

Second quarter trading activity reflected low market volatility and investor complacency

- Total ADV of 4.83 MM in 2Q14
  - Down 14% versus 1Q14
  - Down 3% versus 2Q13
- Increased quarterly dividend and share repurchase authorization
- Well positioned to benefit as market conditions improve



#### Remain Focused on Core Mission and Strategic Initiatives

Leverage and Develop Proprietary Products Optimize **Revenue** in Commoditized **Products** Broaden Customer Base **Provide** Highest Standards in Market Regulation and Compliance

Create value for stockholders by generating industry-leading profit margins and growth rates through a diversified portfolio of risk management products and services.



## S&P 500 Index (SPX) Product Line

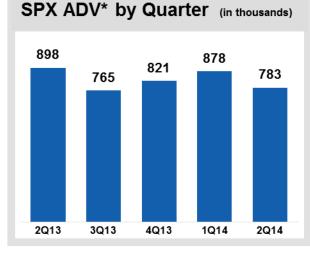
## SPX Weeklys - fastest growing product in SPX complex

#### > SPX ADV for 2Q14

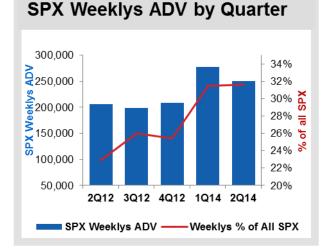
- Down 11% versus 1Q14
- Down 13% versus 2Q13

#### SPX Weeklys ADV

- Down 11% versus 1Q14
- Up 20% versus 2Q13



\*includes SPX Weeklys



## **VIX Options Trading Continues to Grow YOY**

# Low volatility throughout 2Q14 dampened trading in SPX and VIX

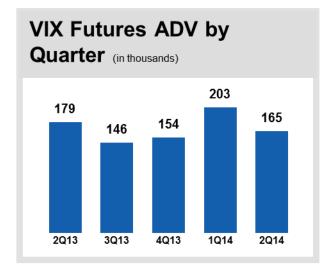
#### VIX options ADV for 2Q14

- Declined 21% versus 1Q14
- Increased 11% versus 2Q13

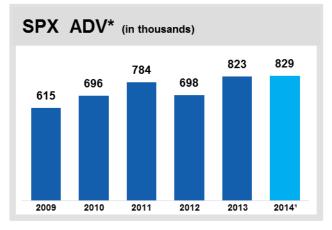
#### > VIX futures ADV for 2Q14

- Down 19% versus 1Q14
- Declined 8% versus 2Q13
- Focused on long-term growth trajectory

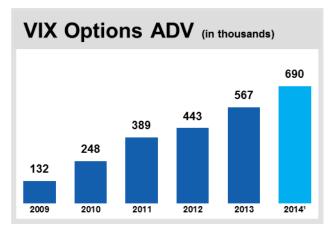




#### YTD Through June Shows More Favorable Trading in Index Products

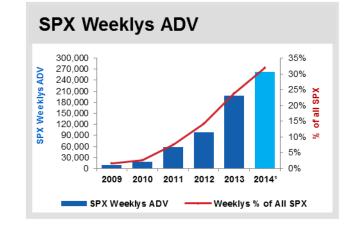


SPX ADV down 3% YOY thru June

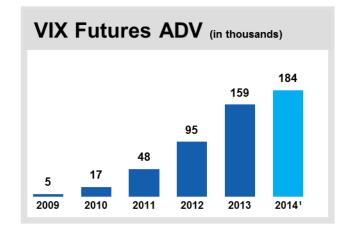


#### VIX Options ADV up 17% YOY thru June

\*SPX ADV includes SPX Weeklys 1YTD through June 30, 2014



SPX Weeklys ADV up 38% YOY thru June

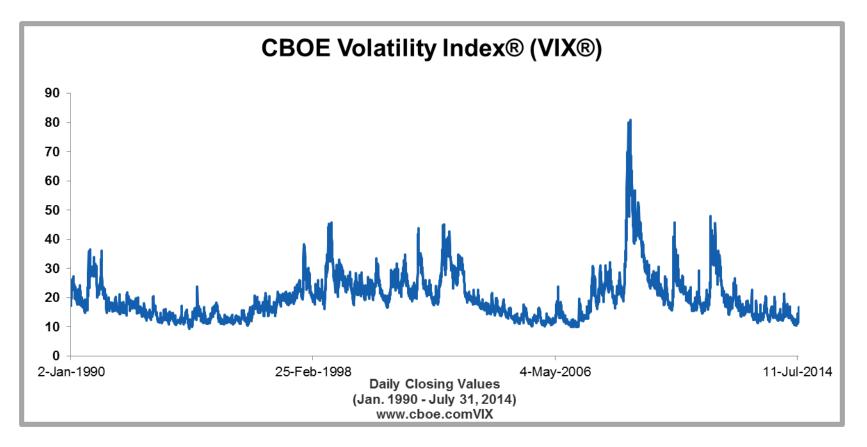


VIX futures ADV up 10% YOY thru June



## **Focused on Growing Our Customer Base**

## As VIX returns to historical norms, we expect to see even greater participation in VIX options and futures trading



# VIX Futures Trading Poised for Renewed Growth

# Communication with marketplace integral to developing new product lines

- Key indicators supporting our growth outlook
  - Increased demand for VIX futures market data over last six months
  - Shift in mix of market participants to include users that are generally more active traders
  - Increasing number of trading permit holders
  - Increased participation provided from 24-hour trading



Looking to help contain or take advantage of volatility?

It's time to trade VIX® options and futures.

Trade a range of volatility options and futures for your risk management, diversification and volatility strategies.

> Options and futures on the CBOE Volatility Index<sup>®</sup> > Options and futures on the volatility of ETFs, including

Brazil, Emerging Markets, Gold and Oil CBOE Futures Exchange\* has introduced expanded trading hours for VIX futures – now you can trade VIX

futures from 2:00 AM Chicago/8:00 AM London



Learn more at www.CBOE.com/tradeVIX Join the conversation on Twitter with dollar-sign tag \$VIX



**CBOE HOLDI** 

Options worker mit weit stratische im einerenzen Perer Islanger ereitige zur des sprace mit weiten ist auf Granismosten auf Granismosten auf Berlahmung (Hauss Capitales einer Islande) ist auf Berlahmung (Hauss

## **Broadening Our Customer Base**

**EXECUTE SUCCESS<sup>™</sup>** 

#### **Extended trading hours for VIX futures to 24X5**

Phase 1

#### Phase 2

#### October 28, 2013

- Added a 45-minute trading session after current close of VIX futures
- Meets demand from U.S. customers for a post settlement trading period

November 4, 2013

- Added another five hours to the trading day
- Allows European-based customers to access VIX futures during their local trading hours
- Trading begins at 2:00 a.m.
  CT; aligns with open of London markets

#### June 22, 2014

Phase 3

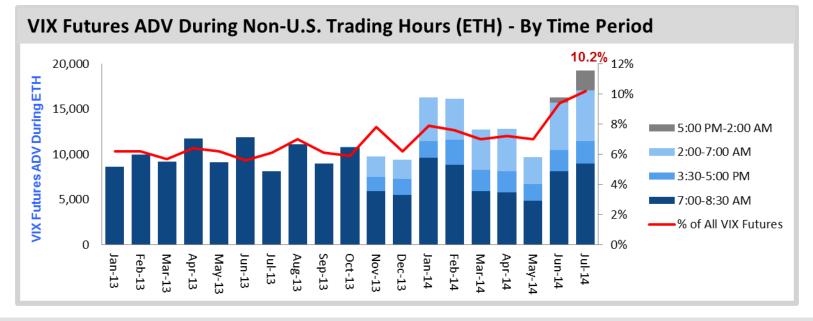
**CBOE HOLDI** 

- Extended hours to nearly 24 hours a day, five days a week
- Allows customers around the world to trade VIX futures virtually around the clock and to react immediately to events affecting global markets
- Trading week begins each Sunday at 5:00 p.m. CT and ends Friday at 3:15 p.m. CT; CFE closes between 3:15 p.m. and 3:30 p.m. CT on Monday through Thursday

#### Increasing Access to VIX Futures Trading Through Extended Trading Hours

10.2% of VIX futures trading took place during non-U.S. trading hours in July, our first full month of 24-hour trading

- June 22 extended trading hours to nearly 24X5
- 8.1% of VIX futures traded during non-U.S. trading hours YTD though July, up from 7.7% through June
- Plan to add trading hours for VIX and SPX options in 4Q14, pending regulatory approval





## **Expanding Volatility Suite of Products**

Launched Futures on Short-Term Volatility Index (VXST) on February 13<sup>th</sup> – Options on April 10<sup>th</sup>

- Low-volatility environment has posed headwinds for VXST
- Believe market participants will embrace the utility of VXST futures and options
- Launched targeted educational and social media programs





#### **Expanding Volatility-Related Products and Benchmarks**

Diversifying VIX product line across asset classes provides growth opportunity

- Began disseminating index values in May 2013
- Plan to launch futures on the CBOE/CBOT 10-year U.S. Treasury Note Volatility Index (VXTYN Index) later this year, pending regulatory review
  - Introduction of options to follow
- We view interest-rate volatility as an exciting new frontier in the volatility marketplace

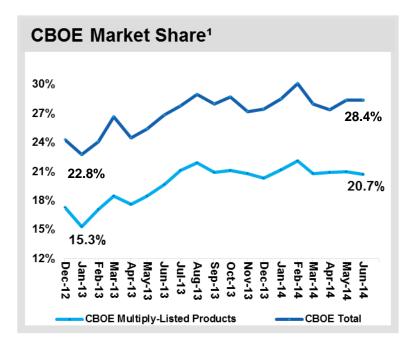
### **Optimizing Revenue and Market Share in Multiply-Listed Options**

#### Focused on being among the leaders in options market share

#### > In June 2014:

- CBOE & C2 accounted for 30.4% of industry volume; up versus 29.5% in March 2014
- CBOE total market share of 28.4%; up versus 28.0% in March 2014
- CBOE multiply-listed market share of 20.7% versus 20.8% in March 2014

#### Maximize market share in multiplylisted options



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<sup>1</sup>Market share stats exclude dividend trades

#### CBOE RMC Attracts Most Active and Sophisticated VIX Customers

#### **Boosting awareness of CBOE's proprietary products**

- Third annual RMC Europe to be held Sept. 3<sup>rd</sup> thru 5<sup>th</sup>
- Program will highlight:
  - Small-cap strategies that use our Russell product line
  - Strategies for Short-Term VIX, VXTYN and our SPX product line

Looking For an Edge in Managing Risk?

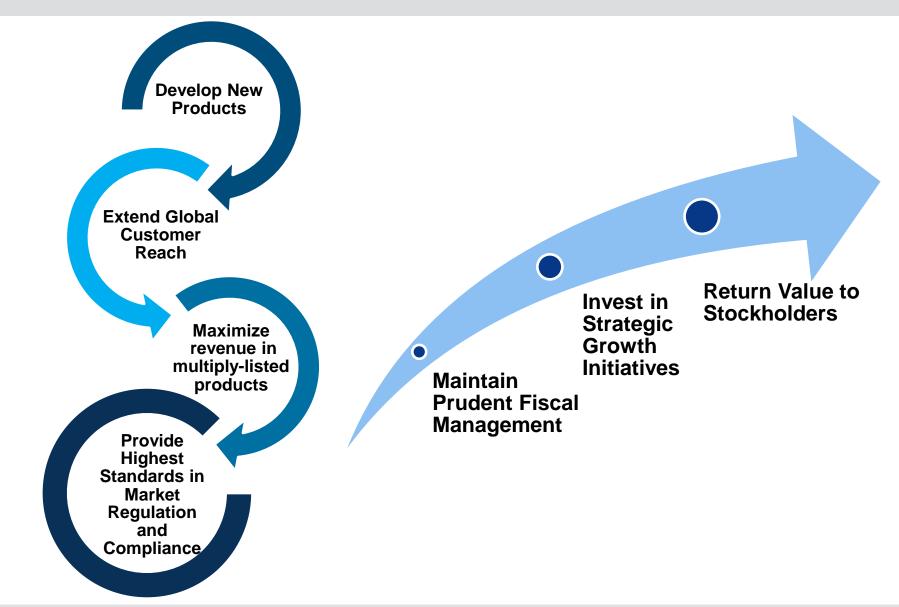
**CBOE HOLD** 

The CBOE Risk Management Conference is the premier educational forum for users of equity derivatives and volatility products.

> Join us for the 3rd Annual CBOE RISK MANAGEMENT CONFERENCE EUROPE SEPTEMBER 3-5, 2014

**The Powerscourt Hotel** Powerscourt Estate, Enniskerry, Co. Wicklow, Ireland

#### **Continue to Further Define and Expand Options and Volatility Space**





## Financial Review Alan Dean *EVP, CFO and Treasurer*



## **2Q14 Financial Overview**

<b>Adjusted Basis<sup>1</sup></b> (in millions, except EPS and RPC)	2Q14	2Q13	\$ Change	% Change
Operating Revenues	\$143.9	\$150.8	-\$6.9	-5%
Adjusted Operating Expenses	74.2	73.6	0.6	1%
Adjusted Operating Income	\$ 69.7	\$ 77.2	-\$7.5	-10%
Adjusted Operating Margin %	48.4%	51.2%		-280 bps
Adjusted Net Income Allocated to Common Stockholders Adjusted Diluted EPS	\$ 42.6 \$ 0.50	\$ 47.0 \$ 0.54	-\$4.4 -\$0.04	-9% -7%
	ψ 0.50	ψ 0.04	-ψ0.0-	-170
Total ADV	4.83	4.96		-3%
Revenue per Contract	\$0.322	\$0.334	-\$0.012	-4%

<sup>1</sup>Adjusted to reflect the impact of certain items. See Appendix for "Non-GAAP Information."

#### **CBOE** HOLDINGS

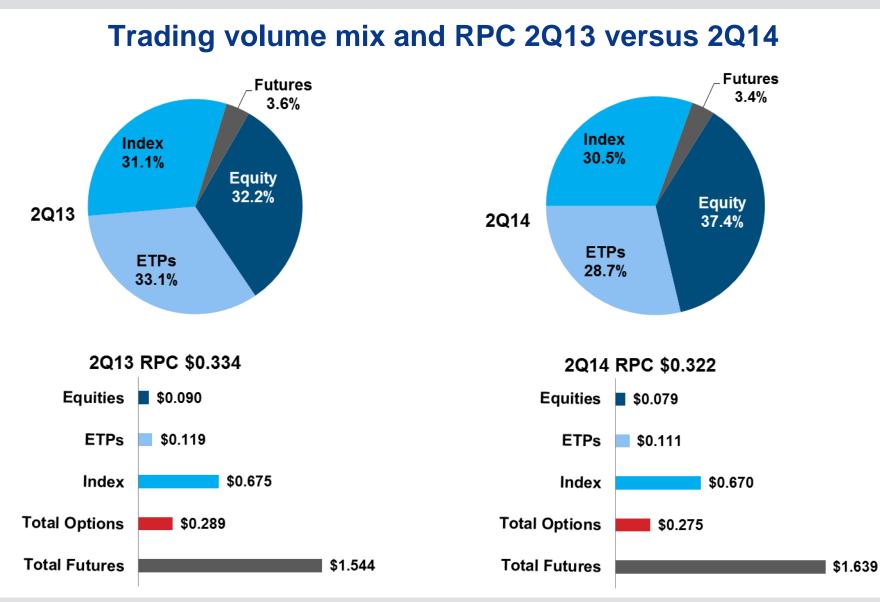
## **Overview of Operating Revenues**

#### Transaction fees down \$8.2MM

- 4% decrease in trading volume
- 4% decrease in RPC
  - Shift in product mix
  - Higher volume discounts
- Regulatory fees down \$0.7MM
- Market data fees up \$2.1MM

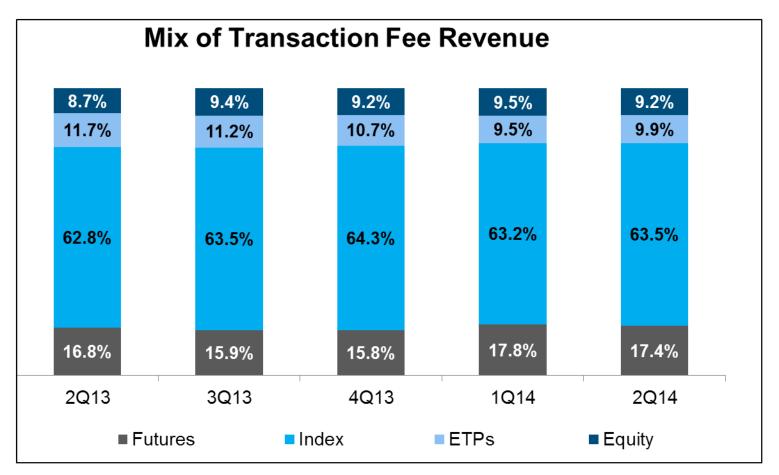
<b>Operating Revenues</b> (in millions)	2Q14	2Q13	% Chg
Transaction fees	\$ 97.9	\$106.1	-8%
Access fees	14.8	15.0	-1%
Exchange services and other fees	9.7	9.3	4%
Market data fees	7.8	5.7	36%
Regulatory fees	9.8	10.5	-7%
Other revenue	3.9	4.2	-7%
Total Operating Revenues	\$143.9	\$150.8	-5%

### Change in RPC Primarily Reflects CBOE HOLDINGS Mix Shift and Higher Volume-Based Incentives



## Proprietary Products Account for Growing **CBOE HOLDINGS** Percentage of Transaction Fee Revenue

Index options and futures contracts accounted for 81% of transaction fees in 2Q14, up from 80% in 2Q13





## **Other Revenue Drivers**

#### Regulatory fees down \$0.7MM

- Lower trading volume industrywide
- Expect regulatory fees to decline in
  3Q & 4Q due to reduction in ORF rate

#### Market data fees up \$2.1MM

- Higher share of OPRA market data revenue; 24.4% in 2Q14 versus 20.9% in 2Q13
- Increase in revenue from CBOE's market data services, primary due to growth in subscribers

<b>Operating Revenues</b> (in millions)	2Q14	2Q13	% Chg
Transaction fees	\$ 97.9	\$106.1	-8%
Access fees	14.8	15.0	-1%
Exchange services and other fees	9.7	9.3	4%
Market data fees	7.8	5.7	36%
Regulatory fees	9.8	10.5	-7%
Other revenue	3.9	4.2	-7%
Total Operating Revenues	\$143.9	\$150.8	-5%

#### **CBOE HOLDINGS**

## **Disciplined Control of Expenses**

#### Key drivers:

- Depreciation and Amortization up \$1.3MM
- Facilities costs up \$0.3MM
- > Other expenses up \$0.4MM
- Outside services down \$1.7MM

Adjusted Operating Expenses <sup>1</sup> (in millions)	2Q14	2Q13	% Chg
Employee costs	\$30.3	\$30.4	
Depreciation and amortization	9.9	8.6	15%
Data processing	4.8	4.6	5%
Outside services	7.9	9.6	-19%
Royalty fees	14.7	14.5	1%
Trading volume incentives	1.1	0.9	23%
Travel and promotional	2.4	2.6	-6%
Facilities costs	1.6	1.3	28%
Other expenses	1.5	1.1	37%
Total Adjusted Operating Expenses	\$74.2	\$73.6	1%

<sup>1</sup>Adjusted to reflect the impact of certain items. See appendix for "Non-GAAP Information." May not foot due to rounding.

## **Core Operating Expenses Down 2%**

#### Key drivers:

- Outside services down \$1.7MM
  - Lower legal expenses
- Facilities cost up \$0.3MM
- > Other expenses up \$0.4MM
- Lowering guidance for core operating expenses to:
  - \$186MM to \$190MM, down from \$191MM to \$196MM

Core Operating Expenses <sup>1</sup> (in millions)	2Q14	2Q13	% Chg
Employee costs	\$30.3	\$30.4	
Data processing	4.8	4.6	5%
Outside services	7.9	9.6	-19%
Travel and promotional	2.4	2.6	-6%
Facilities costs	1.6	1.3	28%
Other expenses	1.5	1.1	37%
Total	\$48.5	\$49.6	-2%

<sup>&</sup>lt;sup>1</sup>Adjusted to reflect the impact of certain items. See appendix for "Non-GAAP Information." May not foot due to rounding.

#### **Volume-based Expenses**

#### Royalty fees up \$0.2MM

- Higher fees related to certain order flow for multiply-listed options directed to CBOE
- Increase in fees associated with market data sales

Volume-based Expenses (in millions)	2Q14	2Q13	% Chg
Royalty fees	\$ 14.7	\$ 14.5	1%
Trading volume incentives	\$ 1.1	\$ 0.9	23%
Total	\$ 15.8	\$ 15.4	3%



### **Enhancing Stockholder Value**

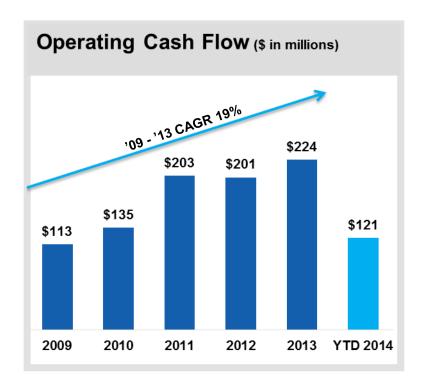
## Strong cash flow generation and disciplined approach to managing cash

- Cash of \$145MM at quarter end
- Generated \$121MM in operating cash flow through June

#### YTD Capital Outlays

Regular dividends	\$ 31 MM
Special dividend	44 MM
Share repurchases <sup>1</sup>	97 MM
Capital expenditures	28 MM
Total	\$ 200 MM

<sup>1</sup>Includes stock purchased under repurchase program and from employees to satisfy tax obligations upon the vesting of restricted stock



### Enhancing Stockholder Value Through Share Repurchases

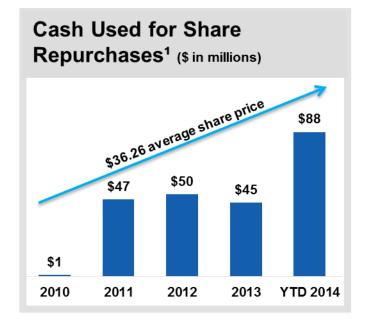
#### Increase in cash used to repurchase shares in 2014

#### Used over \$51MM in 2Q14

 Purchased more than 1MM shares at an average price of \$50.57

#### Used over \$230MM through June 30

- Purchased nearly 6.4MM shares at an average price of \$36.26
- \$69.7MM available under program at June 30
- Board increased dividend by 17% and share authorization by \$100MM
  - Approximately \$150MM available under program at July 30



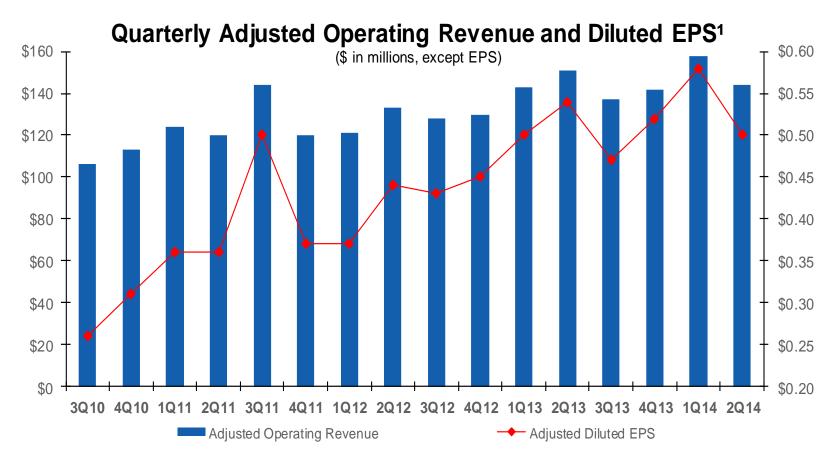
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<sup>1</sup>Includes cash used under share repurchase program



## **Optimistic About Long-term Growth Prospects**

## Well positioned to generate stronger financial results as trading volume improves



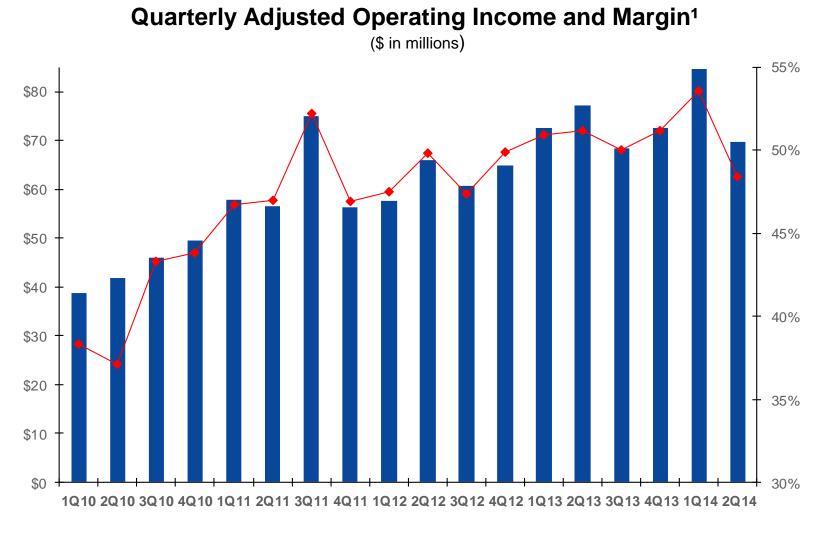
<sup>1</sup>Adjusted to reflect the impact of certain items. See Appendix for "Non-GAAP Information."



## Questions & Answers



#### Well Positioned to Gain Additional Leverage



<sup>1</sup>Adjusted to reflect the impact of certain items. See Appendix for "Non-GAAP Information."



### 2014 Full-Year Guidance

As of August 1, 2014 (\$ in millions)	Current 2014 Full-Year Guidance	Prior 2014 Full-Year Guidance
Core operating expenses	\$186 to \$190	\$191 to \$196
Continuing stock-based compensation <sup>1</sup>	\$13	\$13
Accelerated stock-based compensation <sup>1</sup>	\$3	\$3
Effective tax rate	38.5% to 39.5%	38.5% to 39.5%
Depreciation and amortization	\$38 to \$40	\$38 to \$40
Capital expenditures	\$47 to \$50	\$47 to \$50

<sup>1</sup>Stock-based compensation expense is included in employee costs

## 2014 Stock-Based Compensation by Quarter

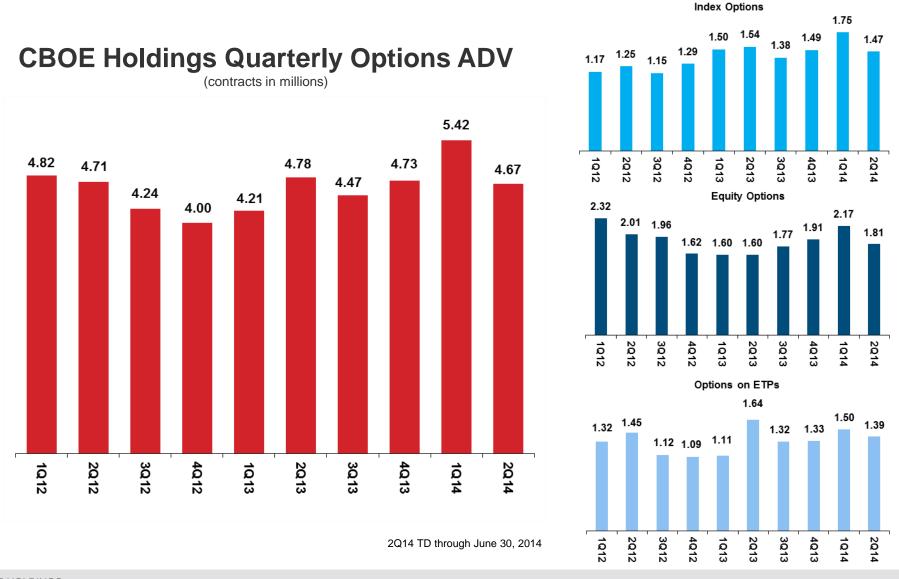
#### Quarterly breakout of actual and estimated continuing stockbased compensation for 2014

	1Q14 Actual	2Q14 Actual	3Q14	4Q14	Total
Continuing stock-based compensation <sup>1</sup>	\$5	\$4	\$2	\$2	\$13
Accelerated stock-based compensation <sup>1,2</sup>	\$3				\$3

<sup>1</sup>All stock-based compensation is reported in employee costs <sup>2</sup>Excluded from core expenses; included in non-GAAP reconciliation

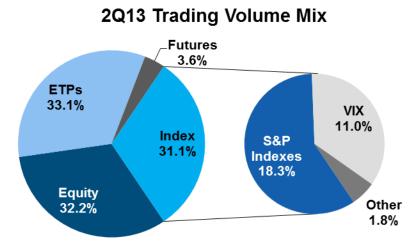


## **Quarterly Options ADV**

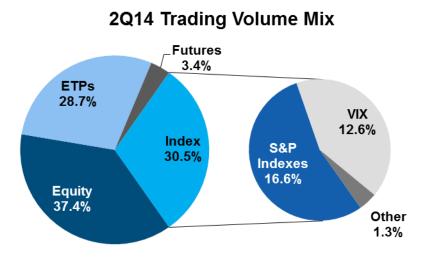


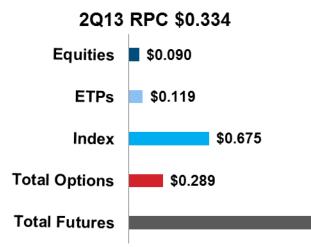
## **RPC Change Primarily Reflects Shift in Product CBOE HOLDINGS Mix and Higher Volume-Based Incentives**

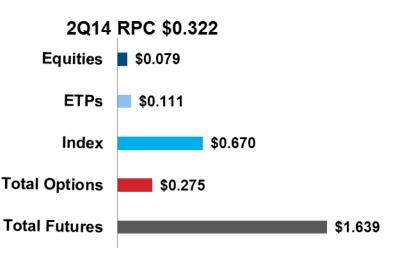
#### Trading Volume Mix & RPC 2Q13 vs 2Q14



\$1.544









## **CBOE Holdings Rolling 3-Month RPC**

2014	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Equities	\$0.079	\$0.079	\$0.081	\$0.082	\$0.081	\$0.079						
Indexes	0.664	0.667	0.669	0.674	0.674	0.670						
Exchange-traded products	0.124	0.119	0.117	0.113	0.113	0.111						
Total options RPC	0.273	0.281	0.281	0.277	0.275	0.275						
Futures	1.602	1.614	1.617	1.610	1.616	1.639						
Total RPC	\$0.317	\$0.329	\$0.329	\$0.325	\$0.321	\$0.322						

2013	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Equities	\$0.149	\$0.153	\$0.140	\$0.114	\$0.094	\$0.090	\$0.082	\$0.081	\$0.077	\$0.076	\$0.076	\$0.075
Indexes	0.665	0.670	0.671	0.679	0.674	0.675	0.670	0.671	0.669	0.666	0.666	0.666
Exchange-traded products	0.194	0.181	0.155	0.127	0.119	0.119	0.121	0.122	0.123	0.124	0.126	0.125
Total options RPC	0.340	0.341	0.333	0.308	0.295	0.289	0.282	0.278	0.273	0.278	0.275	0.275
Futures	1.484	1.560	1.618	1.598	1.594	1.544	1.544	1.533	1.559	1.548	1.556	1.565
Total RPC	\$0.376	\$0.382	\$0.378	\$0.357	\$0.341	\$0.334	\$0.324	\$0.321	\$0.315	\$0.320	\$0.315	\$0.316

2012	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Equities	\$0.151	\$0.128	\$0.110	\$0.112	\$0.117	\$0.123	\$0.124	\$0.122	\$0.118	\$0.121	\$0.124	\$0.134
Indexes	0.640	0.651	0.658	0.667	0.673	0.677	0.680	0.684	0.682	0.675	0.670	0.670
Exchange-traded products	0.206	0.188	0.171	0.172	0.176	0.180	0.177	0.177	0.177	0.180	0.183	0.186
Total options RPC	0.297	0.275	0.261	0.267	0.279	0.288	0.289	0.286	0.287	0.294	0.309	0.322
Futures	1.474	1.610	1.697	1.655	1.650	1.607	1.598	1.626	1.606	1.573	1.473	1.442
Total RPC	\$0.308	\$0.289	\$0.280	\$0.290	\$0.304	\$0.314	\$0.316	\$0.315	\$0.317	\$0.326	\$0.342	\$0.355

2011	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Equities	\$0.170	\$0.164	\$0.160	\$0.163	\$0.168	\$0.169	\$0.171	\$0.159	\$0.159	\$0.155	\$0.163	\$0.167
Indexes	0.592	0.601	0.604	0.615	0.618	0.627	0.624	0.606	0.605	0.605	0.621	0.631
Exchange-traded products	0.223	0.215	0.207	0.207	0.208	0.202	0.197	0.187	0.192	0.194	0.205	0.212
Total options RPC	0.276	0.272	0.275	0.282	0.289	0.295	0.303	0.300	0.301	0.300	0.308	0.312
Futures	1.657	1.591	1.507	1.493	1.514	1.477	1.437	1.376	1.371	1.348	1.328	1.329
Total RPC	\$0.286	\$0.282	\$0.285	\$0.293	\$0.301	\$0.308	\$0.316	\$0.313	\$0.313	\$0.311	\$0.317	\$0.321

## **Quarterly Core Operating Expenses<sup>1</sup>**

#### (\$ in thousands)

	2Q 2014	% rev	1Q 2014	% rev	4Q 2013	% rev	3Q 2013	% rev	2Q 2013	% rev
Total Operating Expenses	\$74,226	52%		48%	\$69,231	49%	\$68,316		\$75,414	50%
Less:										
Depreciation and amortization	9,895	7%	8,604	5%	9,108	6%	8,476	6%	8,622	6%
Accelerated stock-based compensation	-		2,530	2%	-	-	-	-	816	1%
Expense related to SEC investigation	-		-		-	-	-	-	1,000	1%
Volume-based expense:										
Royalty fees	14,707	10%	15,902	10%	15,043	11%	13,844	10%	14,518	10%
Trading volume incentives	1,120	1%	1,126	1%	1,227	1%	1,207	1%	908	1%
Core Operating Expenses (non-GAAP) <sup>1</sup> :	\$48,504	34%	\$47,685	30%	\$43,853	31%	\$44,789	33%	\$49,550	33%
Less: Continuing stock-based compensation	4,457	3%	4,383	3%	3,957	3%	3,918	3%	5,394	4%
Core Operating Expenses excluding continuing stock-										
based compensation (non-GAAP) <sup>1</sup> :	\$44,047	31%	\$43,302	27%	\$39,896	28%	\$40,871	30%	\$44,156	29%
Core Operating Expense Detail:										
Employee costs	\$30,306	21%	\$30,844	20%	\$28,059	20%	\$27,951	20%	\$30,421	20%
Data processing	4,783			3%	4,286	3%	4,552		4,545	3%
Outside services	7,855		7,378	5%	5,867	4%	7,938		9,633	6%
Travel and promotional expenses	2,446		1,987	1%	3,254	2%	1,894	1%	2,594	2%
Facilities costs	1,590	1%	1,313	1%	1,245	1%	1,308	1%	1,247	1%
Other expenses	1,524	1%	1,442	1%	1,142	1%	1,146	1%	1,110	1%
Total	\$48,504		\$47,685		\$43,853		\$44,789		\$49,550	
Number of full-time employees at quarter end	661		656		650		641		636	

<sup>1</sup>Please see our disclaimer regarding non-GAAP financial measures.

May not foot due to rounding

## **Annual Core Operating Expenses<sup>1</sup>**

#### (\$ in thousands)

	2013	% rev	2012	% rev	2011	% rev	2010	% rev	2009	% rev
Total Operating Expenses	\$286,236	50%	\$268,241	52%	\$266,512	52%	\$269,763	62%	\$248,497	62%
Less:										i
Depreciation and Amortization	34,488	6%	31,485	6%	34,094	7%	29,891	7%	27,512	7%
Accelerated stock-based compensation	3,996	1%	343	-	453	-	12,968	3%	-	-
Severance	-		-	-	3,709	1%	-	-	-	-
Estimated liability/expense related to SEC investigation	1,000	-	5,000	1%	-	-	-	-	-	-
Exercise Right Appeal Settlement	-	-	-	-	-	-	-	-	2,086	1%
Volume-based Expense:										1
Royalty Fees	56,576	10%	46,135	9%	47,822	9%	41,353	10%	33,079	8%
Trading Volume Incentives	4,355	1%	6,275	1%	14,239	3%	21,294	5%	28,631	7%
Core Operating Expenses (non-GAAP) <sup>1</sup> :	\$185,821	32%	\$179,003	35%	\$166,195	33%	\$164,257	38%	\$157,189	39%
Less: Continuing stock-based compensation	16,828	3%	12,005	2%	12,166	2%	7,833	2%	-	-
Core Operating Expenses excluding continuing stock-										Í
based compensation (non-GAAP) <sup>1</sup> :	\$168,993	30%	\$166,998	33%	\$154,029	30%	\$156,424	36%	\$157,189	39%
Core Operating Expense Detail (excluding stock-based										
compensation):										1
Employee Costs	\$97,259	17%	\$91,848	18%	\$88,126	17%	\$85,442	20%	\$84,481	21%
Data Processing	17,898	3%	19,603		17,933	4%	19,501	5%	20,475	5%
Outside Services	34,473	6%	36,300	7%	27,310	5%	31,245	7%	30,726	8%
Travel and Promotion Expenses	9,806	2%	10,006	2%	9,812	2%	9,569	2%	10,249	3%
Facilities Costs	5,053	1%	5,066	1%	5,400	1%	5,801	1%	5,624	1%
Other Expenses	4,504	1%	4,175	1%	5,448	1%	4,866	1%	5,634	1%
Total	\$168,993		\$166,998		\$154,029		\$156,424		\$157,189	
	050	-	005		500		504			
Number of Full Time Employees	650		605		596		581		597	i

<sup>1</sup>Please see our disclaimer regarding non-GAAP financial measures.

May not foot due to rounding

### GAAP to Non-GAAP Reconciliation For Years 2009, 2010 and 2011

GAAP to Non-GAAP Reconciliation

(in thousands, except per share amounts)

		3Q10		4Q10		1Q11		2Q11		3Q11		4Q11		FY 2009		FY2010		FY2011
Reconciliation of GAAP Net Income Allocated to Common Stockholder to I	Non	GAAP																
GAAP net income allocated to common stockholders	\$	20,020	\$	30,687	\$	32,089	\$	32,609	\$	40,597	\$	31,287	\$	106,451	\$	98,166	\$	136,582
Less: Recognition of deferred access fee revenue														(24,086)				
Less: Recognition of prior-period revenue				(4,406)												(4,406)		
Add: Exercise right appeal settlement														2,086				
Add: Accelerated stock-based compensation		10,965		2,004		340		113								12,968		453
Add: Severance expense pursuant to an executive employment agreement												3,709						3,709
Add: Impairment change				1,620		460										1,620		460
Income tax benefit/(expense) related to the items above		(4,461)		291		(337)		(46)				(1,478)		8,786		(4,034)		(1,861)
Add: Income tax provision adjustment										4,223		(322)						3,901
Net income allocated to participating securities - effect on reconciling items		(144)		11		(11)		(2)		(75)		(32)				(76)		(109)
Adjusted net income allocated to common stockholders	\$	26,380	\$	30,207	\$	32,540	\$	32,674	\$	44,745	\$	33,164	\$	93,237	\$	104,238	\$	143,134
Reconciliation of GAAP Diluted EPS to Non-GAAP																		
GAAP diluted earnings per common share	\$	0.20	\$	0.31	\$	0.36	\$	0.36	\$	0.45	\$	0.35	\$	1.17	\$	1.03	\$	1.52
Per share impact of items above		0.06								0.05		0.02		(0.14)		0.06		0.07
Non-GAAP diluted earnings per common share	\$	0.26	\$	0.31	\$	0.36	\$	0.36	\$	0.50	\$	0.37	\$	1.03	\$	1.09	\$	1.59
Reconciliation of GAAP Operating Margin to Non-GAAP																		
GAAP operating revenue	\$	106,015	\$	117,391	\$	124,042	\$	120,290	\$	143,604	\$	120,208	\$	426,082	\$	437,104	\$	508,144
Non-GAAP adjustments noted above	Ψ	100,010	Ψ	(4,406)	Ψ	121,012	Ψ	120,200	Ψ	110,001	Ψ	120,200	Ψ	(24,086)	Ψ	(4,406)	Ψ	000,111
Adjusted operating revenue	\$	106.015	\$	,	\$	124,042	¢	120,290	\$	143.604	\$	120.208	\$	401,996	¢		\$	508,144
GAAP operating income	\$	34,933	\$	51,854	\$ \$	57,535	\$	56,452	<b>φ</b> \$	74,966	\$	52,679	\$	177,584	· ·	167,341	•	241,632
Non-GAAP adjustments noted above	φ	34,933 10,965	φ	(2,402)	φ	340 340	φ	50,452 113	φ	74,900	φ	3,709	φ	(22,000)	φ	8,562	φ	4,162
Adjusted operating income	¢	45.898	\$	49,452	¢	57,875	\$	56,565	\$	74,966	¢	56,388	\$	155,584	\$	175,903	\$	245,794
Adjusted operating moone Adjusted operating margin	φ	43,898	φ	49,452	- ·	46.7%		47.0%	- ·	52.2%	· ·	46.9%	•	38.7%	φ	40.7%	φ	48.4%
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### GAAP to Non-GAAP Reconciliation For 2012 and 2013

GAAP to Non-GAAP Reconciliation

(in thousands, except per share amounts)

		1Q12		2Q12		3Q12		4Q12		FY2012		1Q13		2Q13		3Q13		4Q13		FY2013
Reconciliation of GAAP Net Income Allocated to Common Stockholde	er to	Non-GAAP	-																	
GAAP net income allocated to common stockholders	\$	32,863	\$	37,903	\$	45,243	\$	39,246	\$	155,254	\$	41,789	\$	45,477	\$	40,955	\$	45,649	\$	173,863
Add: Accelerated stock-based compensation		194						149		343		3,180		816						3,996
Add: Estimated liability related to SEC investigation								5,000		5,000				1,000						1,000
Add: Impairment charge												245								245
Income tax benefit/(expense) related to the items above		(80)						(63)		(139)		(1,311)		(313)						(1,611)
Add: Income tax provision adjustment						(7,654)		(5,415)		(13,054)										
Net income allocated to participating securities - effect on reconciling																				
items		(2)				86		4		106		(29)		(22)						(46)
Adjusted net income allocated to common stockholders	\$	32,975	\$	37,903	\$	37,675	\$	38,921	\$	147,510	\$	43,874	\$	46,958	\$	40,955	\$	45,649	\$	177,447
Reconciliation of GAAP Diluted EPS to Non-GAAP																				
GAAP diluted earnings per common share	\$	0.37	\$	0.44	\$	0.52	\$	0.45	\$	1.78	\$	0.48	\$	0.52	\$	0.47	\$	0.52	\$	1.99
Per share impact of items above						(0.09)		0.00		(0.09)		0.02		0.02						0.04
Non-GAAP diluted earnings per common share	\$	0.37	\$	0.44	\$	0.43	\$	0.45	\$	1.69	\$	0.50	\$	0.54	\$	0.47	\$	0.52	\$	2.03
Reconciliation of GAAP Operating Margin to Non-GAAP																				
GAAP operating revenue	\$	121,392	\$	132,549	\$	128,319	\$	130,077	\$	512,338	\$	142,705	\$	150.772	\$	136,743	\$	141.830	\$	572,050
Non-GAAP adjustments noted above		,		- ,	•	-,	•	/ -	·	. ,	·	,	·	,	·		·	,		
Adjusted operating revenue	\$	121,392	\$	132,549	\$	128,319	\$	130,077	\$	512,338	\$	142,705	\$	150,772	\$	136,743	\$	141,830	\$	572,050
GAAP operating income	\$	,	\$	66,069	\$	60,861	\$	59,752	\$	244,097	\$	,	-	75,358	\$	68,427	-	72,599	\$	285,814
Non-GAAP adjustments noted above	Ŧ	194	Ŧ	,	Ŧ		Ŧ	5,149	•	5,343	•	3,180	Ŧ	1,816	Ŧ		•	,	\$	4,996
Adjusted operating income	\$	57,609	\$	66,069	\$	60,861	\$	64,901	\$	249,440	\$	,	\$	77,174	\$	68,427	\$	72,599	\$	290,810
Adjusted operating margin	~	47.5%	Ŧ	49.8%	-	47.4%		49.9%	•	48.7%	<u> </u>	50.9%	- ·	51.2%		50.0%	-	51.2%	-	50.8%

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#### **GAAP to Non-GAAP Reconciliation For 2014**

		1Q14		2Q14	3Q14	4Q14	YTD2014
Reconciliation of GAAP Net Income Allocated to Common Stockhold	er to	Non-GAAF	2				
GAAP net income allocated to common stockholders	\$	48,528	\$	42,598		\$	91,126
Add: Accelerated stock-based compensation		2,530					2,530
Add: Estimated liability related to SEC investigation							
Add: Impairment charge							
Income tax benefit/(expense) related to the items above		(1,009)					(1,009)
Add: Income tax provision adjustment							-
Net income allocated to participating securities - effect on reconciling							
items		(15)					(15)
Adjusted net income allocated to common stockholders	\$	50,034	\$	42,598		\$	92,632
Reconciliation of GAAP Diluted EPS to Non-GAAP		0.50	•	0.50			1.00
GAAP diluted earnings per common share	\$	0.56	\$	0.50		\$	1.06
Per share impact of items above		0.02					0.02
Non-GAAP diluted earnings per common share	\$	0.58	\$	0.50		\$	1.08
Reconciliation of GAAP Operating Margin to Non-GAAP							
GAAP operating revenue	\$	157,885	\$	143,942		\$	301,827
Non-GAAP adjustments noted above							
Adjusted operating revenue	\$	157,885	\$	143,942		\$	301,827
GAAP operating income	\$	82,038	\$	69,716		\$	151,754
Non-GAAP adjustments noted above		2,530					2,530
Adjusted operating income	\$	84,568	\$	69,716		\$	154,284
Adjusted operating margin		53.6%		48.4%		<u> </u>	51.1%

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## **Non-GAAP Information**

- In addition to disclosing results determined in accordance with GAAP, CBOE Holdings has disclosed certain non-GAAP measures of operating performance. The non-GAAP measures provided in this presentation include core operating expenses, adjusted operating revenue, adjusted operating expenses, adjusted operating income, adjusted operating margin, adjusted effective tax rate, adjusted net income, adjusted net income allocated to common stockholders and adjusted diluted earnings per share.
- Management believes that the non-GAAP financial measures presented in this presentation, including adjusted net income and core operating expenses, provide useful and comparative information to assess trends in our core operations and a means to evaluate period-to-period comparisons. Non-GAAP financial measures disclosed by management, including adjusted diluted EPS, are provided as additional information to investors in order to provide them with an alternative method for assessing our financial condition and operating results. These measures are not in accordance with, or a substitute for, GAAP, and may be different from or inconsistent with non-GAAP financial measures used by other companies.
- Core operating expenses is the company's operating expenses after excluding (i) volume-based expenses, (ii) depreciation and amortization expense, (iii) accelerated stock-based compensation expense and (iv) other unusual or one-time expenses.



CBOE 400 South LaSalle Street Chicago, Illinois 60605 www.cboe.com