



## **Choe Agrees to Acquire Chi-X Asia Pacific**

March 24, 2021

# Cautionary Statements Regarding Forward-Looking Information



This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that involve a number of risks and uncertainties. You can identify these statements by forward-looking words such as "may," "might," "should," "expect," "plan," "anticipate," "believe," "estimate," "predict," "potential" or "continue," and the negative of these terms and other comparable terminology. All statements that reflect our expectations, assumptions or projections about the future other than statements of historical fact are forward-looking statements. These forward-looking statements, which are subject to known and unknown risks, uncertainties and assumptions about us, may include projections of our future financial performance based on our growth strategies and anticipated trends in our business. These statements are only predictions based on our current expectations and projections about future events. There are important factors that could cause our actual results, level of activity, performance or achievements to differ materially from those expressed or implied by the forward-looking statements.

We operate in a very competitive and rapidly changing environment. New risks and uncertainties emerge from time to time, and it is not possible to predict all risks and uncertainties, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements.

Some factors that could cause actual results to differ include: the satisfaction of the conditions precedent to the consummation of the proposed transaction, including, without limitation, the receipt of regulatory approvals on the terms desired or anticipated; the impact of the novel coronavirus ("COVID-19") pandemic, including changes to trading behavior broadly in the market; the loss of our right to exclusively list and trade certain index options and futures products; economic, political and market conditions; compliance with legal and regulatory obligations; price competition and consolidation in our industry; decreases in trading or clearing volumes, market data fees or a shift in the mix of products traded on our exchanges; legislative or regulatory changes; our ability to protect our systems and communication networks from security risks, cybersecurity risks, insider threats and unauthorized disclosure of confidential information; increasing competition by foreign and domestic entities; our dependence on and exposure to risk from third parties; fluctuations to currency exchange rates; our index providers' ability to maintain the quality and integrity of their indices and to perform under our agreements; 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 attract and retain skilled management and other personnel; our ability to minimize the risks, including our credit and default risks, associated with operating a European clearinghouse; our ability to accommodate trading and clearing volume and transaction traffic, including significant increases, without failure or degradation of performance of our systems; misconduct by those who use our markets or our products or for whom we clear transactions; challenges to our use of open source software code; our ability to meet our compliance obligations, including managing potential conflicts between our regulatory responsibilities and our for-profit status; our ability to maintain BIDS Trading as an independently managed and operated trading venue, separate from and not integrated with our registered national securities exchanges; damage to our reputation; the ability of our compliance and risk management methods to effectively monitor and manage our risks; our ability to manage our growth and strategic acquisitions or alliances effectively; restrictions imposed by our debt obligations and our ability to make payments on or refinance our debt obligations; our ability to maintain an investment grade credit rating; impairment of our goodwill, long-lived assets, investments or intangible assets; and the accuracy of our estimates and expectations. More detailed information about factors that may affect our actual results to differ may be found in our filings with the SEC, including in our Annual Report on Form 10-K for the year ended December 31, 2020 and other filings made from time to time with the SEC.

We do not undertake, and we expressly disclaim, any duty to update any forward-looking statement whether as a result of new information, future events or otherwise, except as required by law. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof.

This presentation includes market share, financials and industry data that we obtained from industry publications and surveys, reports of governmental agencies, third-parties and internal company surveys. Industry publications and surveys generally state that the information they contain has been obtained from sources believed to be reliable, but we cannot assure you that this information is accurate or complete. We have not independently verified any of the data and financials from third-party sources nor have we ascertained the underlying economic assumptions relied upon therein. Statements as to our market position are based on the most currently available market data. While we are not aware of any misstatements regarding industry data and financials presented herein, our estimates involve risks and uncertainties and are subject to change based on various factors.

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#### Choe Agrees to Acquire Chi-X Asia Pacific





#### **Transaction Overview:**

- Planned acquisition of Chi-X Asia Pacific<sup>1</sup> facilitates Cboe's entrance into two of the world's largest securities markets Japan and Australia, the world's 4<sup>th</sup> and 9<sup>th</sup> largest global economies, respectively, based on market capitalization <sup>2</sup>
- Chi-X Asia Pacific is one of the fastest growing market operators in the Asia-Pacific region, with 17% 3-year CAGR in net revenue; operating Chi-X Japan (CXJ), the third largest equity venue and a leading proprietary trading system for Japanese equites and Chi-X Australia (CXA), the country's second largest securities and derivatives exchange

#### **Strategic Investment:**

- Helps position Cboe to further execute on its strategy to build one of the world's largest global equities and derivatives trading networks, to uniquely serve a global client base
- Attractive markets with high growth potential and ability to leverage established local leadership and talent

#### **Deal Terms and Financial Profile:**

- The deal is expected to be nominally accretive to adjusted earnings in the near-term
- Chi-X Asia Pacific is a high growth business that generated \$26.5 million in net revenue over the 12-months ended December 31, 2020, with growth of 26% compared to the same period in 2019
- 67% of net revenue for the 12-months ended December 31, 2020, was recurring, non-transaction revenue, primarily consisting of market data and access fees

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<sup>&</sup>lt;sup>1</sup>Subject to satisfaction of closing conditions

# Building One of the World's Largest Global Securities and Derivatives Trading Networks



Broadens Geographic Reach

Builds on Core Products

Diversifies Revenue Mix Leverages Proprietary Trading Technology



- Point of entry into high growth regions, Japan and Australia
- Cboe poised to operate in every major market open to competition



- Enhances
   opportunities to
   broaden distribution
   of Cboe's proprietary
   products
- Ability to extend BIDS network to new regions, expanding global network



- Diverse revenue streams with balanced mix of transaction (33%) and non-transaction (67%) revenue
- Provides opportunity to broaden distribution of global market data, including Cboe's Data and Access Solutions business



- Expect to leverage Cboe's leading technology to gain operational efficiencies
- Potential to provide greater access to market participants through consistent technology and operations across Cboe geographies

#### Chi-X Asia Pacific Overview



#### **Australia**



**18.4%** Total market share<sup>1</sup>

~35% share of ETF trading<sup>3</sup>

# Operates the second largest securities and derivatives exchange, offering a unique range of global and local products

#### **Products**

TraCRs

Indices

Equities

Funds

Warrants

#### Annual \$ volume for 2020 calendar year

• \$131bn CXA continuous trading turnover (US\$bn)<sup>5</sup>

#### **Japan**



2.7% Lit market share<sup>2</sup>

**~79%**YoY growth in lit
market turnover <sup>4</sup>

Operates a leading Proprietary Trading System (PTS) for Japanese equities with 4 equity trading venues, catering to different needs of market participants

#### **Products**

- VWP-referencing trading
- Lit trading

Dark pool trading

#### Annual \$ volume for 2020 calendar year

• \$190bn CXJ lit turnover (US\$bn)<sup>5</sup>

<sup>&</sup>lt;sup>1</sup>Source: Australian Securities and Investments Commission equity market data. Based on average daily value traded 2021 year-to-date through February <sup>2</sup>Based on lit market volume 2021 year-to-date through February

<sup>32021</sup> year-to-date through February.

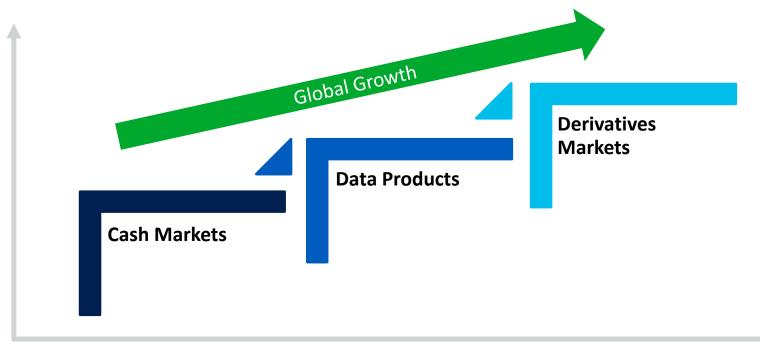
<sup>&</sup>lt;sup>4</sup>1H2021 vs. 1H2020 fiscal year ended March 31.

<sup>&</sup>lt;sup>5</sup>Exchange rate of 0.67 AUD/USD and 108.729 USD/JPY.



#### Leveraging The Value Ladder Across Markets

Establishment of successful cash equities business supports build out of further products and capabilities



**Superior Technology** 

Product & Market Innovation

Case Study: Acquisition of Bats As A Template for Our Strategy in Cash Equities

#### **Scale in Asset Class**

(U.S., European Cash Equities and Global FX)

Provided foundation for investment in new markets and products

### Investment in Market Data Products

Diversified business and drove recurring revenue stream

Extended into adjacent areas of the value chain (e.g., equities clearing)

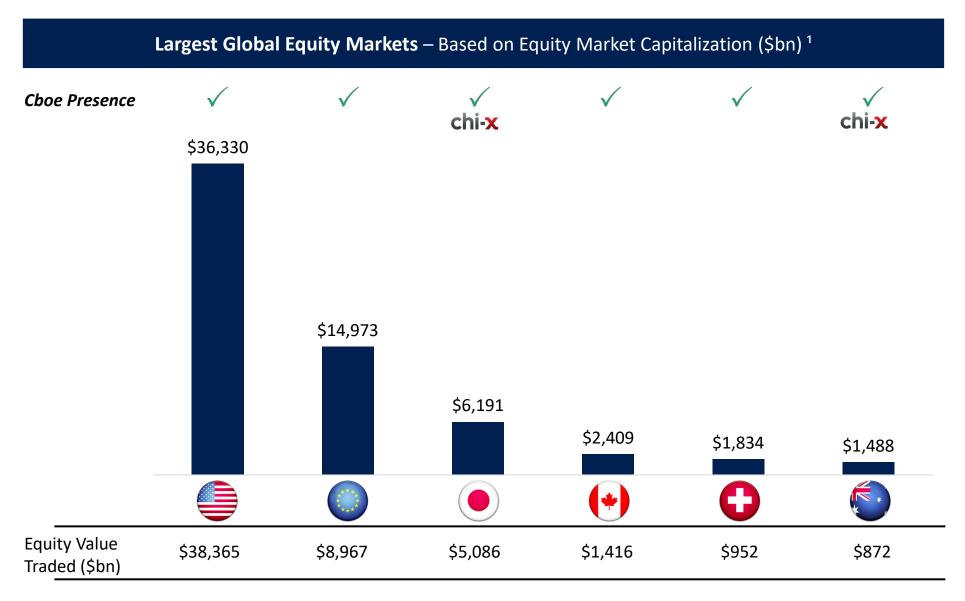
## **Expanded Proprietary Derivative Products**

(Launch of Pan–European derivatives planned for 2Q21¹)

Broadened geographic reach and access to suite of proprietary products

# Choe Poised to Operate in Every Major Market Open to Competition





## Building One of the World's Largest Global Securities and Derivatives Networks





- #1 U.S. Options Exchange
- Exclusive home to trade SPX and VIX options and VIX futures
- One of the largest equities exchange operators in the U.S. and a leading market globally for ETP trading
- One of the largest Pan-European equities markets
- Pan-European CCP
- First ECN for institutional spot FX trading

- Access to fast growing markets and strong mix of recurring revenue
- Second largest regulated exchange in Australia
- One of the largest independent alternative trading platforms in Japan
- Sales presence in Australia and Japan
- Regulatory environment that we believe favors increased competition and potential changes in market structure, such as best execution

- Accelerates growth across products and geographies
- Increases access globally, particularly for proprietary products
- Enhances ability to serve global customer base
- Facilitates ability to further grow market data and analytics distribution and revenue globally



## **Cboe Global Markets**

Cboe.com