

Investor Relations



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Where this document refers to the trading of securities through the Shanghai-Hong Kong Stock Connect and/or Shenzhen-Hong Kong Stock Connect (together, the "Stock Connect" programs), the applicable SEHK rules and Hong Kong and Mainland China regulations shall apply. Currently, access to northbound trading is only available to intermediaries licensed or regulated in Hong Kong; southbound trading is only available to intermediaries licensed or regulated in Mainland China. Direct access to the Stock Connect is not available outside Hong Kong and Mainland China.

Where this document refers to Bond Connect, please note that currently, access to northbound trading is only available to foreign investors that are able to trade onshore bonds on the China Foreign Exchange Trade System & National Interbank Funding Centre; southbound trading is only available to institutional investors in Mainland China.

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Agenda

- 01 Key Performance and Growth Drivers
- 02 | Group Financial Update
- 03 | Strategic Focus
- 04 China Connectivity
- 05 Appendix





HKEX – leading vertically integrated exchange group

HKEX Group

- One of the world's top exchange groups by market capitalisation
- Hong Kong's only exchange group
- A premier global IPO market
- One-stop shop for trading, clearing and risk management across multiple asset classes
- Owner of LME a world-leading metals market

Financials					
	Q1 2023	Q1 2024			
REVENUE:	HK\$5.6b	HK\$5.2b			
EBITDA:	HK\$4.2b	HK\$3.7b			
PAT:	HK\$3.4b	HK\$3.0b			
EPS:	HK\$2.69	HK\$2.35			

Build on our China strength

- Trusted infrastructure of choice for capital in and out of China

Enhance market vibrancy

- Create network effect

Strategic focus

Build future-ready technology & operations

Invest in and operate modernised technological systems

Explore new adjacent businesses

- Build new businesses



Q1 2024 key highlights

Resilient financial performance

Q1 2024: HK\$5.2b (-6% YoY, +7% QoQ)

Revenue and other income

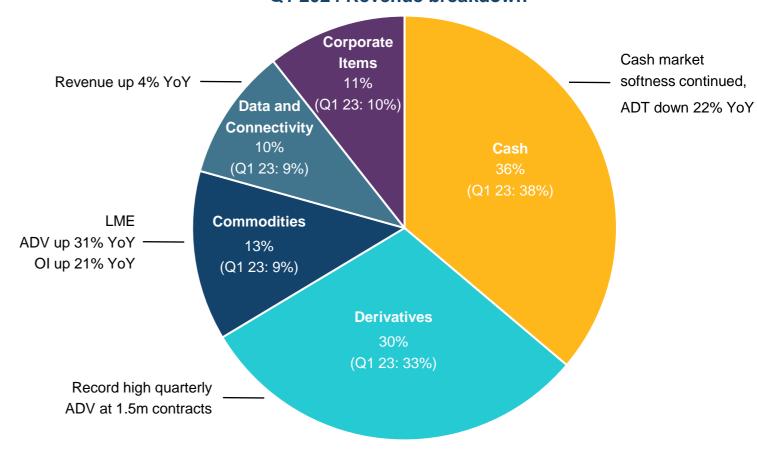
Continuing strategic progress

- Consultation on Severe Weather Trading ended (Jan 2024), conclusion aiming mid-2024
- LME implemented trading and clearing fee increase by
 13% on average (Jan 2024)
- LME implemented new Closing Price methodology for 5
 major contracts, bringing greater determinism, transparency
 and standardisation to the Closing Price discovery process
 (Jan 2024)
- First batch of Covered Call ETFs launched (Feb 2024)
- Introduction of Self-Match Prevention (SMP) service in the Securities Market (Mar 2024)

Q1 2024: HK\$3.0b (-13% YoY, +14% QoQ)

Profit attributable to shareholders

Diversification delivering results Q1 2024 Revenue breakdown





% may not add up due to rounding

Strong, resilient performance in Q1 2024

Strategic diversification helped mitigate lower cash market volumes

★ Derivatives

Record high ADV 1.5m Contracts (up 6% YoY)

★ OTC Clear

Record high Clearing volume US\$196.2b (up 152% YoY)

FX

VSD/CNH Futures ADV 74,505 Contracts (>6 times vs Q1 2023)

Data and Connectivity

Revenue HK\$523m (up 4% YoY)

Connect programmes continue to perform well

Stock Connect

Revenue HK\$585m (up 4% YoY), contributed 11% of Group total revenue

★ ETF Connect

SB ADT HK\$1.7b

Record high NB ADT RMB1.1b

NB ADT RMB133.0b (Up 37% YoY)

★ Bond Connect

Record high NB ADT at RMB45.2b (up 22% YoY)

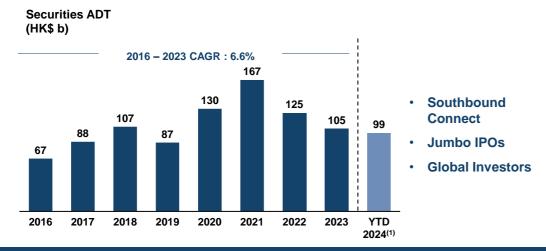
Strong ETF momentum in Stock Connect since launch **ADT of Southbound ETFs ADT of Northbound ETFs** (HK\$ m) (RMB m) % to ETF home (11%) 8% market ADT 1.083 2,693 1,678 500 908 67 2022 Q1 2024 2022 2023 2023 Q1 2024

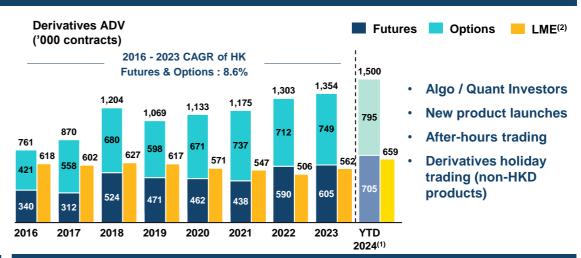


: quarterly record-high in Q1 2024

Core business well-positioned for organic and structural growth

A Broad Product Ecosystem Attracting Diverse Mainland and International Investor Base





of IPOs Total IPO funds raised (US\$ bn) Global fundraising rank #1 #3 #1 #1 #2 #4 #4 #6 #10 218 126 127 128 129 136.6 40.1 51.6 42.3 12.8 5.9 106 **New Economy Listing Reforms - Biotech - WVR - Secondary Listings - Specialist Tech **Enhanced the listing regime for overseas issuers

2023

2022

YTD

2024(1)



D Focus on Revenue Growth and Cost Discipline

2020

Source: HKEX, Dealogic. Figures may not add up due to rounding

2019

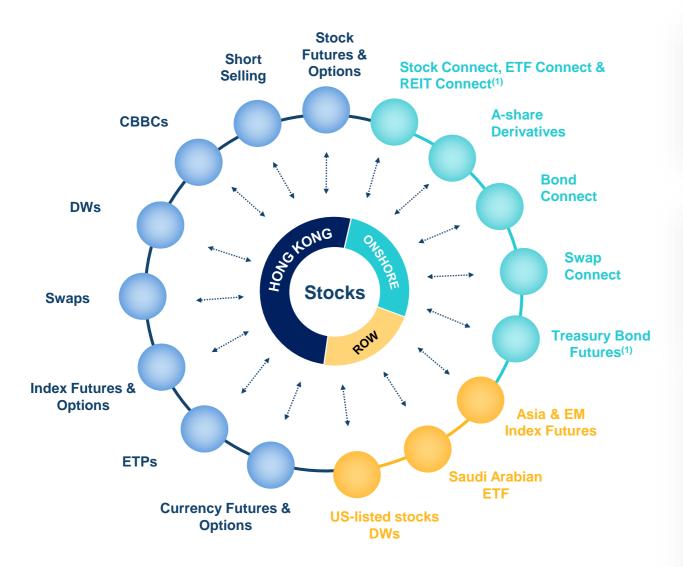
- 1. Data as at 31 Mar 2024
- Chargeable ADV of metals contracts traded on the LME
- Shanghai-HK and Shenzhen-HK Stock Connect was launched in Nov 2014 and Dec 2016 respectively.

2021

. Buy + Sell ADT



A Diverse international investor base attracted to broad product ecosystem



Algo / Quant Participation in Cash Market

Relatively low

(circa. 10-20% of ADT)

Due to...

- Presence of stamp duty
- Minimal high frequency trading
- · Single market structure

Algo / Quant Participation in Derivatives Market

Relatively high

(circa. 40-60% of ADV)

Driven by...

- No stamp duty
- · Market maker participation
- · Capital efficiency

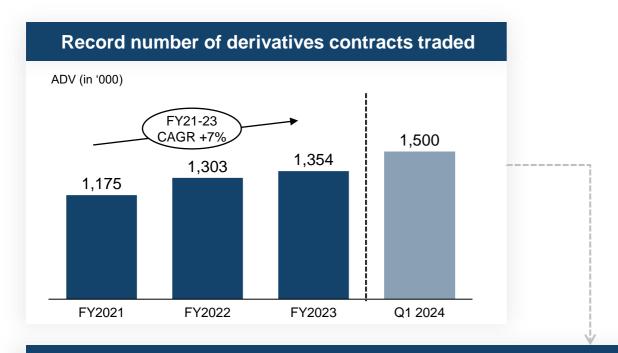
Enhance the depth, vibrancy and diversity of our markets while being a trusted global capital raising venue of choice

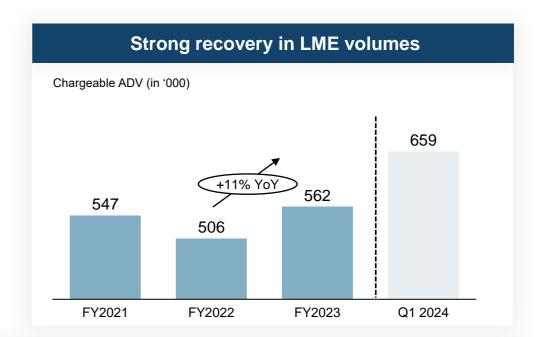
- Improve our Primary Market's Attractiveness: Competitiveness, market quality and regulatory efficiency
- Enhance Market Structure: Efficient trading, clearing and settlement, and risk management
- Expand Product Ecosystem: Across asset-classes and value-added services
- Grow Client Ecosystem: Issuers and investors from China and the World



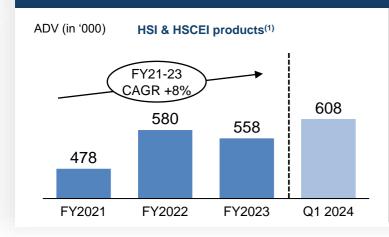
To be launched

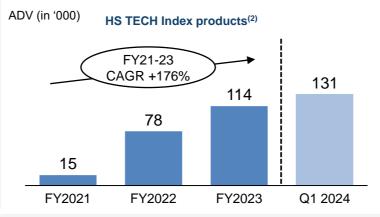
A Strong momentum in derivatives and LME ADV sustained in Q1 2024

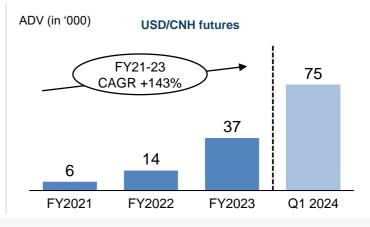




HSI and HSCEI products provide strong base, while growth mainly driven by HS TECH Index products and USD/CNH futures









Source: HKEX

- 1. Include mini- and weekly HSI Futures and HSCEI Futures, and Options on Futures
- Include HS TECH Index Futures, Options, and Options on Futures

A | HKEX's equity derivatives suite now provides full coverage of Asian underlying

Equity market capitalization

HKEX derivatives offerings

Hong Kong

~US\$4tn

▼

HSI and HSCEI product suite

Mainland China

~US\$11tn

•

MSCI China A 50 Connect Index Futures

Asia (ex. China)

~US\$18tn

•

MSCI Asia and Emerging Market product suite

Most competitive offshore A-share equity derivatives futures

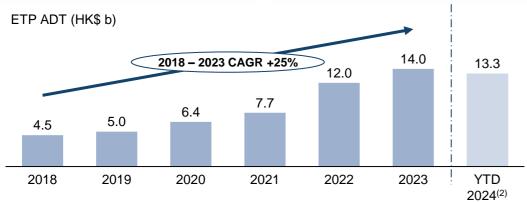
- MSCI China A 50 Connect Index covers 50 stocks from the largest stocks in the China A large-cap universe
- Sector-balanced index, mirroring sector weights of MSCI China A index, the most representative index for global investors
- Highly complementary to Stock Connect for risk management needs, offering investors and risk
 managers an one-stop-shop solution to trade and manage their China exposures
- Catalyst for further index inclusion weightings



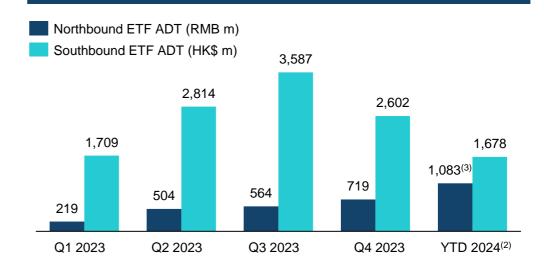
A ETF inclusion in Stock Connect will further support growing investor demand in HK and Mainland

Increased product diversity and enhanced market structure has led to strong growth in HK ETP⁽¹⁾ market





Strong ETF momentum in Northbound ETF Connect



(See Note 4)	Southbound	Northbound
No. of eligible ETF	10	141
Total no. of ETF in local market	161	941
Eligible ETF ADT as % of local market's ETF ADT	96%	34%

Expansion in eligible ETF will provide potential for growth in HK and Mainland's ETP markets

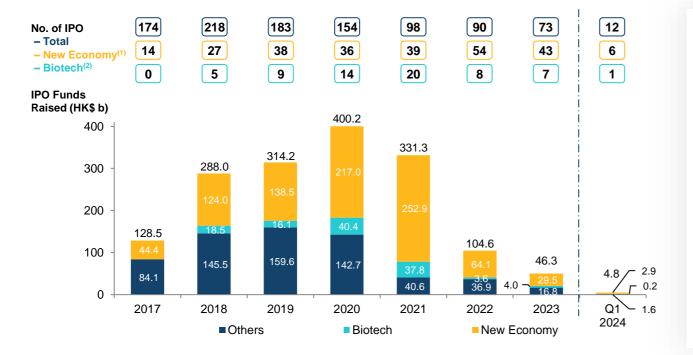


- ETP includes ETF and leverage and inverse products
- Data as at 31 Mar 2024
- Quarterly record-high
- Southbound data as at 6 May 2024; Northbound data as at 30 Apr 2024

B IPO market supported by new economy issuers and secondary listings in recent years

HK\$4.8b IPO Funds Raised (#10 globally)(3) IPO Funds Raised (#10 globally)(4) IPO Fund

IPO Funds Raised by Segments



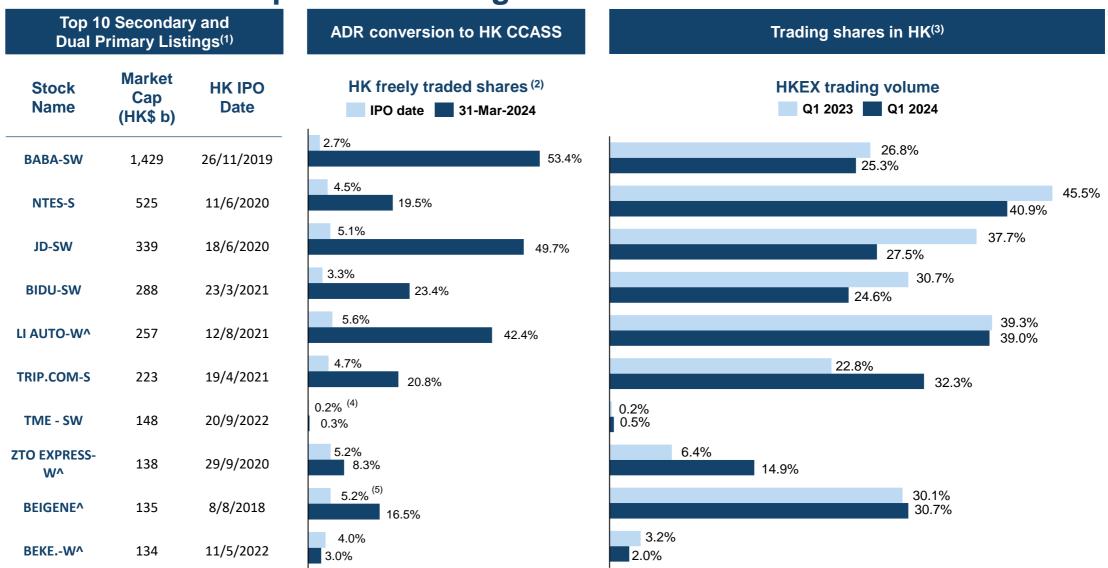
- World's leading fund raising hub for biotech companies
- Completed listing reforms
 - Enhanced listing regime for overseas issuers (Q2 2018), specialist tech companies (Mar 2023), introduction of listing regimes for SPACs (Jan 2022) and GEM Board reform (Jan 2024)
- · Ongoing enhancements
 - Launch of FINI (Nov 2023), digitalised IPO settlement platform to shorten IPO settlement
 - Enhancing the book building and price discovery aspects of IPOs (cornerstone investors, pricing flexibility, claw back mechanism)



Source: HKEX as of Mar 2024. Figures may not add up due to rounding

- Include Non-18A Biotech companies
- Only include Chapter 18A Biotech companies
- 3. Ranking excludes SPAC listings

B | Continuous ADR conversion while trading migration moderated from China concept homecoming



Ranked by market cap

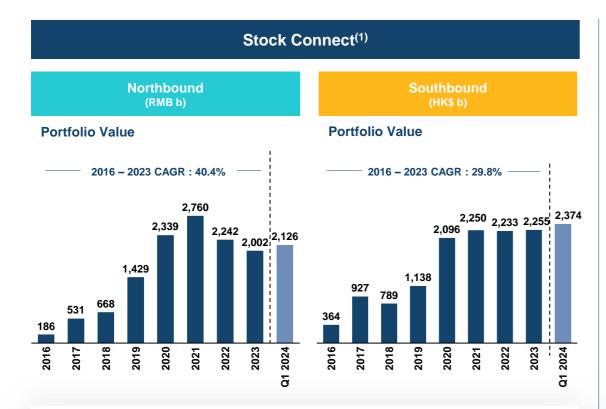
Based on total CCASS balance deducting the balance of main custodian bank as reference

Trading shares in US via various exchanges which include Nasdaq, NYSE, NYSE Arca, FINRA ADF and others. (FINRA ADF is an equity trading facility created by a self-regulatory organization FINRA. The ADF provides members with a facility for the display of quotations, the reporting of trades, and the comparison of trades such as dark pool trading)

^{4.} HK freely traded shares of TME (1698.HK) on its IPO date is not available and the earliest data available is as at 9 Apr 2023

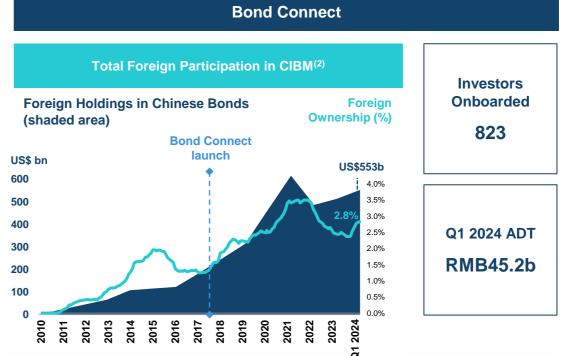
HK freely traded shares of Beigene (6160.HK) on its IPO date is not available and the earliest data available is as at 14 Jan 2022

C | Transformational growth from China's opening





- · Inclusion of A shares into major global benchmarks
- Inclusion of HK-listed foreign companies in Stock Connect
- Continuous expansion in eligible products and investors



- Inclusion of Mainland bonds into global fixed income indices
- Easier access to the Mainland bond market via more trading platforms
- Increasing use of RMB globally and need to reinvest into RMB assets

Benefiting from the increased capital flow into and out of Mainland China, in particular inbound flows driven by international index inclusions

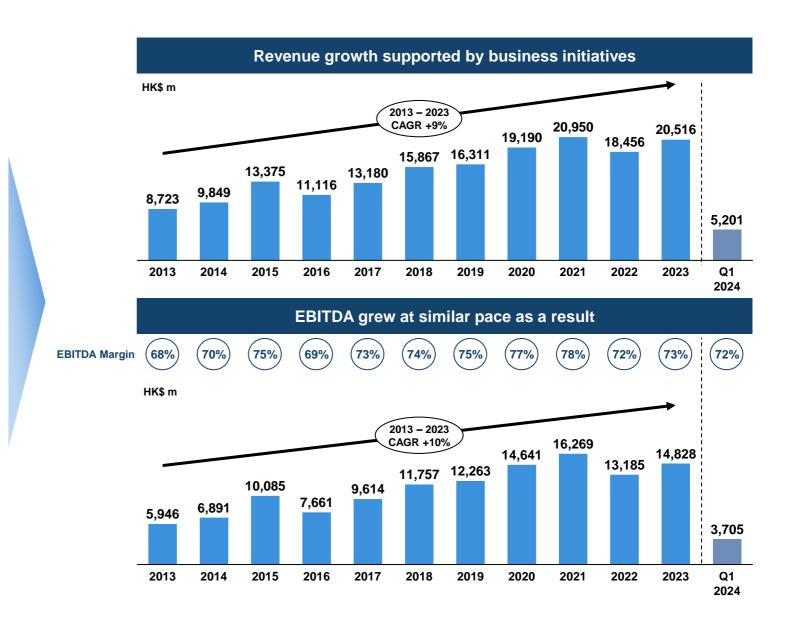


Source: HKEX, Bond Connect, ChinaBond, SCH as at 31 Mar 2024

- 1. Shanghai-HK and Shenzhen-HK Stock Connect was launched in Nov 2014 and Dec 2016 respectively
- Foreign participation in CIBM was first allowed in 2010 when the PBOC rolled out a Pilot Scheme to allow foreign financial institutions to invest in CIBM.

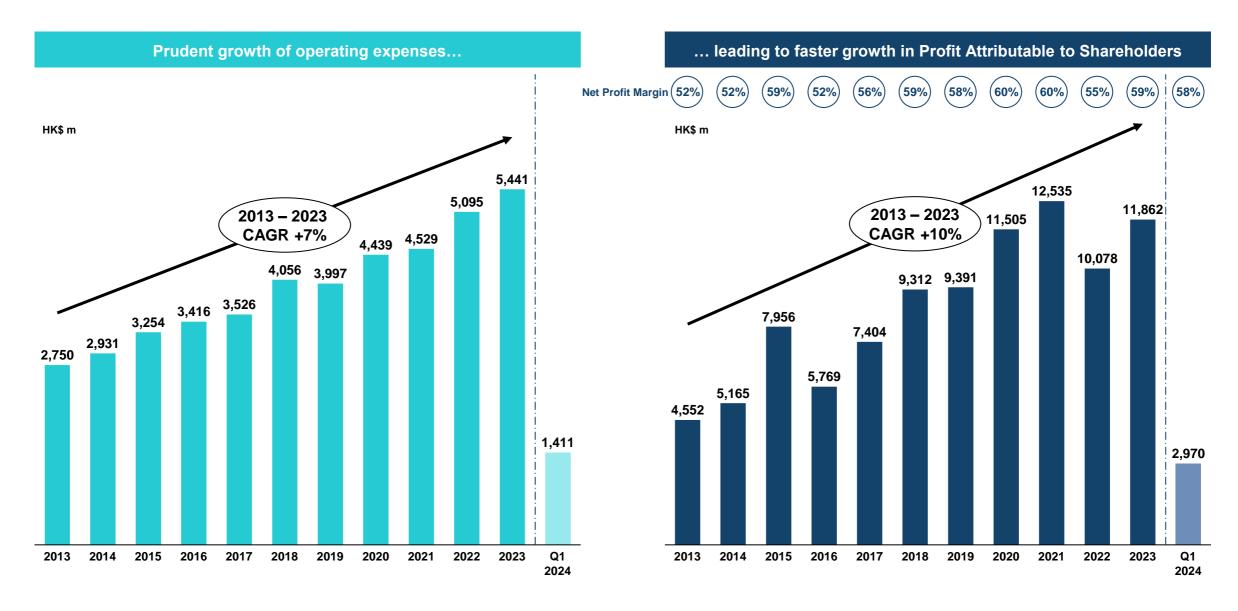
D | Focus on revenue growth and cost discipline (1/2)







D | Focus on revenue growth and cost discipline (2/2)





Sustainability | HKEX sustainability – beyond box ticking

Corporate

- Global advocacy
- HKEX Foundation
- HKEX and LME's net-zero commitment by 2040
- Reporting excellence, sector memberships and rankings

HKEX Commits to Carbon Neutrality by 2024 and Net Zero by 2040

Regulator

- Trusted market oversight
- Ongoing enhancement to ESG Guide and CG Code
- LME's responsible sourcing requirements
- · Consultation conclusion on climate-related disclosures enhancement
- ESG Academy



Market

- Core Climate, an international carbon marketplace
- US\$70+ bn green, social and sustainability-related bonds on STAGE
- LMEpassport with 600+ sustainability disclosures

Employer

- HKEX's core Values
- Employee-led Diversity **Networks**
- Group Code of Conduct
- Global Wellness Challenge and Wellness Marketplace











Q1 2024: resilient quarterly revenue and other income and profit

Core business revenue⁽²⁾ \$4.7b

 $\sqrt{7}\%$ vs Q1 2023

↑3% vs Q4 2023

Revenue and other income⁽³⁾ \$5.2b

√6% vs Q1 2023

↑7% vs Q4 2023

EBITDA \$3.7b

 $\sqrt{12}\%$ vs Q1 2023

↑14% vs Q4 2023

PAT \$3.0b

√13% vs Q1 2023

↑14% vs Q4 2023

EPS \$2.35

 $\sqrt{13}\%$ vs Q1 2023

↑15% vs Q4 2023

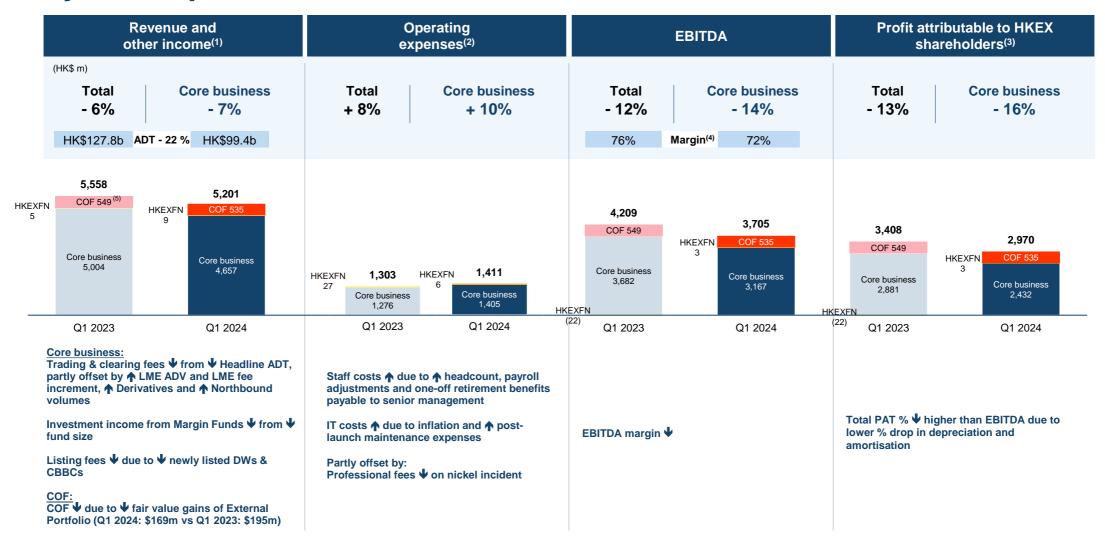


All percentage changes are computed based on amounts reported in financial statements

Core business revenue represents total revenue and other income, excluding net investment income/(loss) of Corporate Funds and donation income of HKEX Foundation (HKEXFN)

^{3.} Represents gross revenue and other income before deducting transaction-related expenses

Net profit down 13% mainly due to lower Headline ADT, partly offset by better performance at LME





Represents gross revenue and other income before deducting transaction-related expenses (Q1 2023: \$46m; Q1 2024: \$85m)

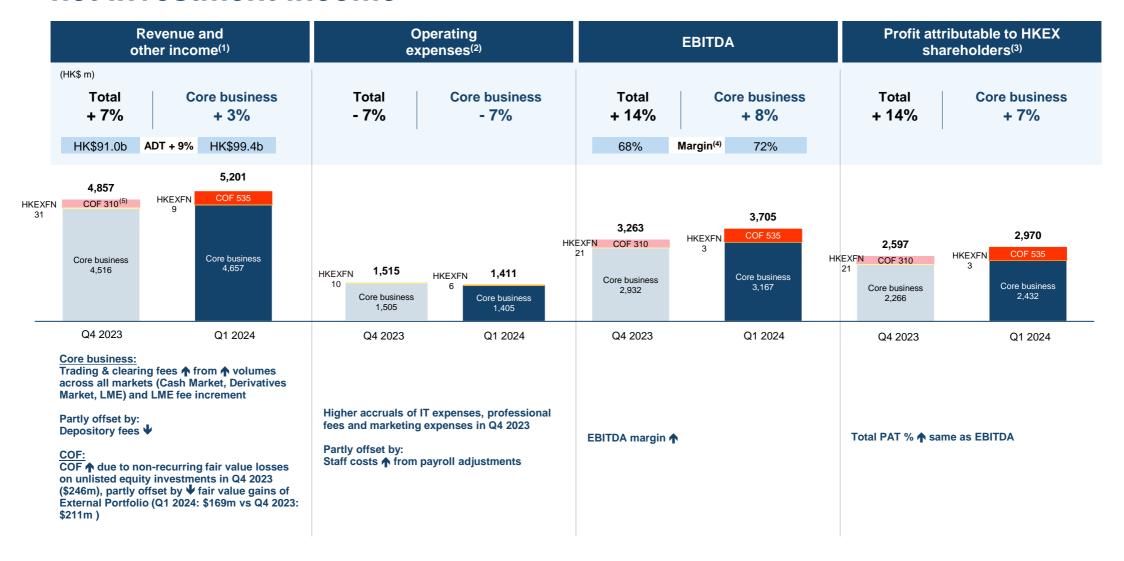
Excludes transaction-related expenses, depreciation and amortisation, finance costs and share of results of joint ventures

For the purpose of this presentation, tax impact of COF is not considered when calculating the PAT attributable to COF

EBITDA margin is calculated based on EBITDA divided by revenue and other income less transaction-related expenses

COF represents net investment income of Corporate Funds

Net profit up 14% mainly driven by higher Headline ADT and higher net investment income





Represents gross revenue and other income before deducting transaction-related expenses (Q4 2023: \$79m; Q1 2024: \$85m)

Excludes transaction-related expenses, depreciation and amortisation, finance costs and share of results of joint ventures

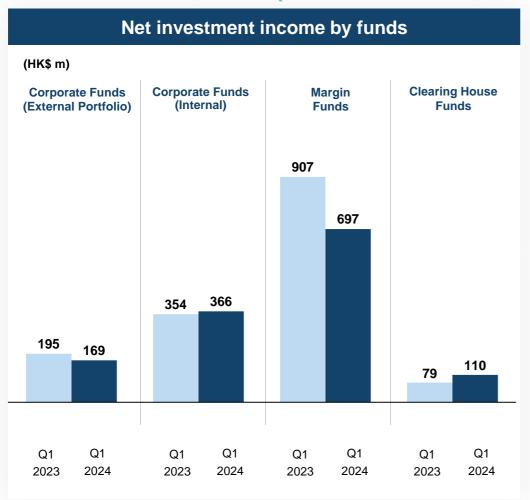
For the purpose of this presentation, tax impact of COF is not considered when calculating the PAT attributable to COF

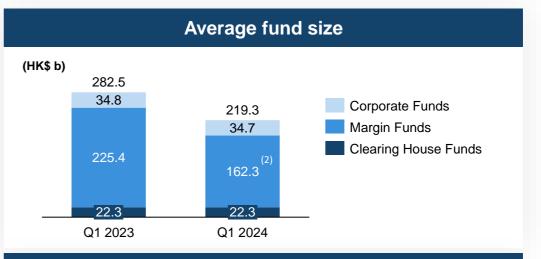
EBITDA margin is calculated based on EBITDA divided by revenue and other income less transaction-related expenses

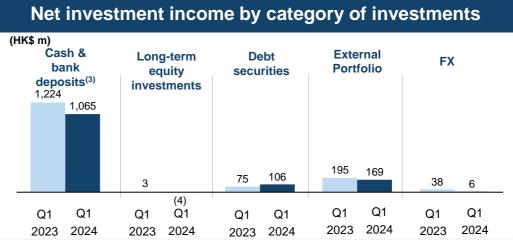
COF represents net investment income of Corporate Funds

NII affected by lower Margin Fund size and External Portfolio gains

Q1 2024: HK\$1,342m (Q1 2023: HK\$1,535m)







Q1 2024 External Portfolio gains fell 13% YoY Margin Funds NII down 23% YoY in Q1 2024 mainly due to lower average Margin Fund size

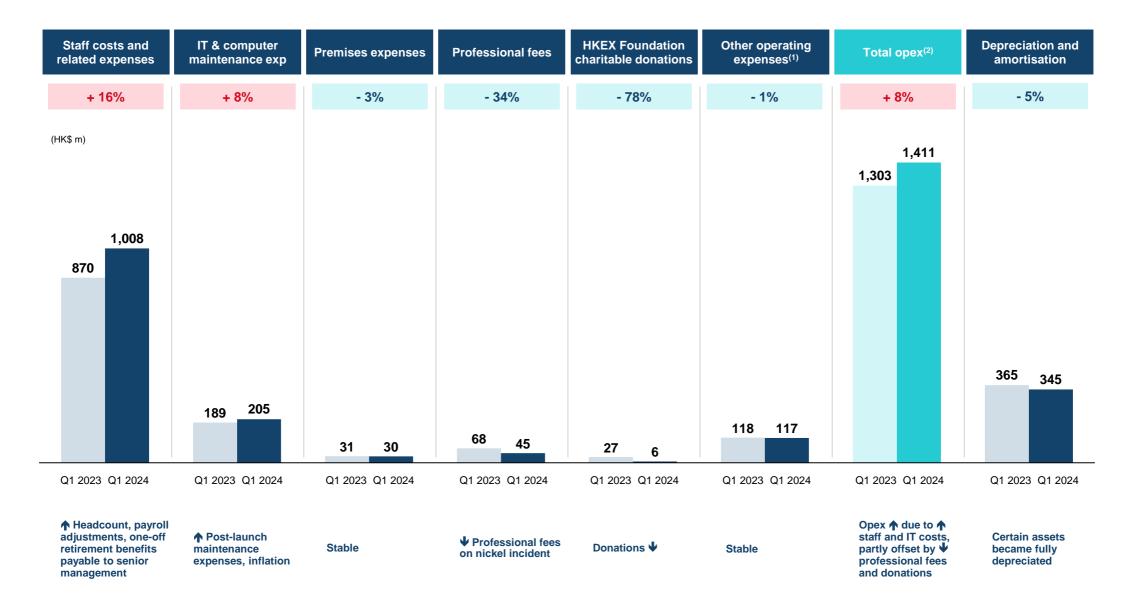
^{1.} Margin Funds and Clearing House Funds of LME Clear are mainly invested in overnight reverse repurchase investments, where high quality assets are held against such investments as collateral. In Hong Kong, Clearing House Funds are predominantly kept overnight or invested in Exchange Fund Bills issued by the Hong Kong Monetary Authority due to regulatory requirements. For Margin Funds, a certain proportion of the funds are kept overnight to meet withdrawal requests from Clearing Participants (approximately 20% at 31 Dec 2023), a certain proportion is invested in long-term invest to 12 months (weighted original maturity of 10 months as at 31 Dec 2023).





Operating expenses and depreciation & amortisation – Q1 2024 vs Q1 2023

Prudent investment in talent, infrastructure and operational excellence





Includes product marketing and promotion expenses



Strategic focus

Build on our China strength

- Trusted infrastructure of choice for capital in and out of China

- Connect programmes enhancement and expansion
- Integrating China strategy across all divisions
- · Connect China and rest of world

Enhance market vibrancy

- Create network effect

- Provide a liquid and vibrant marketplace across businesses
- Grow product, client and issuer ecosystems
- One-stop shop for investors

Build future-ready technology & operations

Invest in and operate modernised technological systems

- Unlock operational efficiencies and new business opportunities
- Develop new Orion Derivatives Platform
- · Address changing clients' expectations

Explore new adjacent businesses

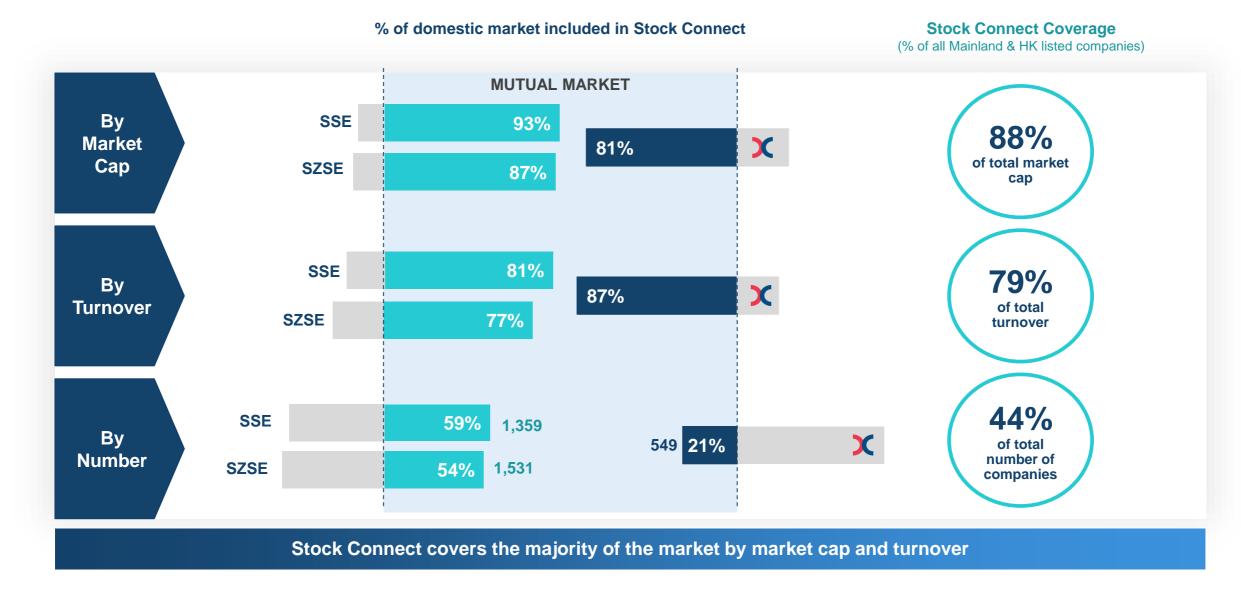
- Build new businesses

- Create adjacencies beyond the core
- Taking measured risks to build new businesses
- Leverage on data





The penetration level of equity market through Stock Connect



Source: Wind, HKEX

- . Data as at 31 Mar 2024
- 2. Eligible Stocks for Northbound Trading: Constituent stocks of SSE A Share Index and SZSE Composite Index which both are with a market capitalization of at least RMB5b and daily average turnover of at least RMB30m; A-listed stocks (both in SSE and SZSE) that are not included in the former indices but are dual listed in H-share market
- Eligible Stocks for Southbound Trading: Constituent stocks of the Hang Seng Composite LargeCap Index ("HSLI") and Hang Seng Composite MidCap Index ("HSMI") and Hang Seng Composite SmallCap Index ("HSSI") which with a market capitalization of at least HK\$5b



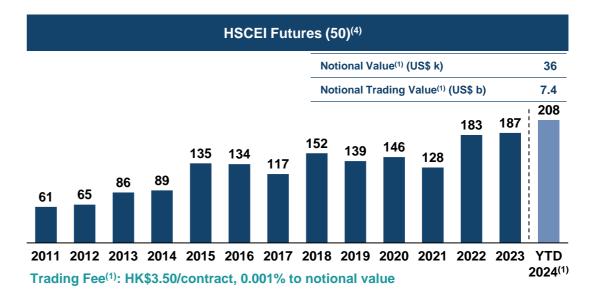
Index futures on China underlying

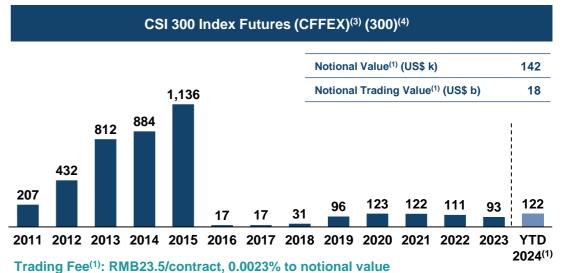
ADV ('000 contracts)





SGX Trading Fee⁽¹⁾: US\$1.10/contract, 0.0095% to notional value HKEX Trading Fee⁽¹⁾: US\$1.00/contract, 0.0022% to notional value





Source: HKEX, SGX, CFFEX, FIA, HSI, BBG

- YTD data as at 31 Mar 2024
- 2. Considering the differences in contract size, MSCI China A50 Index Futures achieved c. 16% market share in notional trading value as at Mar 2024. Notional trading value is calculated based on ADV multiplied by notional value per contract
- CSI 300 Index Futures was launched in Apr 2010
- Numbers in brackets represent the number of constituents within the underlying index

HKEX: A superconnector between China and the world

HK\$31b

HK\$2.4t

Southbound ADT⁽¹⁾

Southbound holdings

Stock Connect

RMB133b

Northbound ADT⁽¹⁾

RMB2.1t

Northbound CCASS holdings

72% Northbound holdings as % of total foreign ownership⁽³⁾

Bond Connect

RMB45b

Northbound ADT

RMB4.0t

Northbound holdings⁽²⁾

823

Registered investors

55% Turnover as % of total foreign turnover in cash bond⁽⁴⁾

Chinese Partners

Partners







Joint Venture















Source: HKEX: 31 Mar 2024 data unless stated otherwise

- Includes buy and sell trades
- Northbound holdings refer to total foreign holdings including but not limited to holdings through Bond Connect
- Source: PBOC, 31 Dec 2023



Financial highlights – Income Statement

(HK\$ m, unless stated otherwise)	Q1 2024	% of Revenue & Other Income	Q1 2023	% of Revenue & Other Income	YoY Change
Results					
Revenue and other income	5,201	100%	5,558	100%	(6%)
Less: Transaction-related expenses	(85)	(2%)	(46)	(1%)	85%
Revenue and other income less transaction-related expenses	5,116	98%	5,512	99%	(7%)
Operating expenses	(1,411)	(27%)	(1,303)	(23%)	8%
EBITDA	3,705	71%	4,209	76%	(12%)
Depreciation and amortisation	(345)	(7%)	(365)	(7%)	(5%)
Operating profit	3,360	65%	3,844	69%	(13%)
Finance costs and share of results of joint ventures	(4)	(0%)	(15)	(0%)	(73%)
Profit before taxation	3,356	65%	3,829	69%	(12%)
Taxation	(355)	(7%)	(393)	(7%)	(10%)
Profit attributable to non-controlling interests	(31)	(1%)	(28)	(1%)	11%
Profit attributable to HKEX shareholders	2,970	57%	3,408	61%	(13%)
Сарех	278		240		16%
Basic earnings per share (HK\$)	2.35		2.69		(13%)
Headline ADT on the Stock Exchange (HK\$ b)	99.4		127.8		(22%)



% may not add up due to rounding

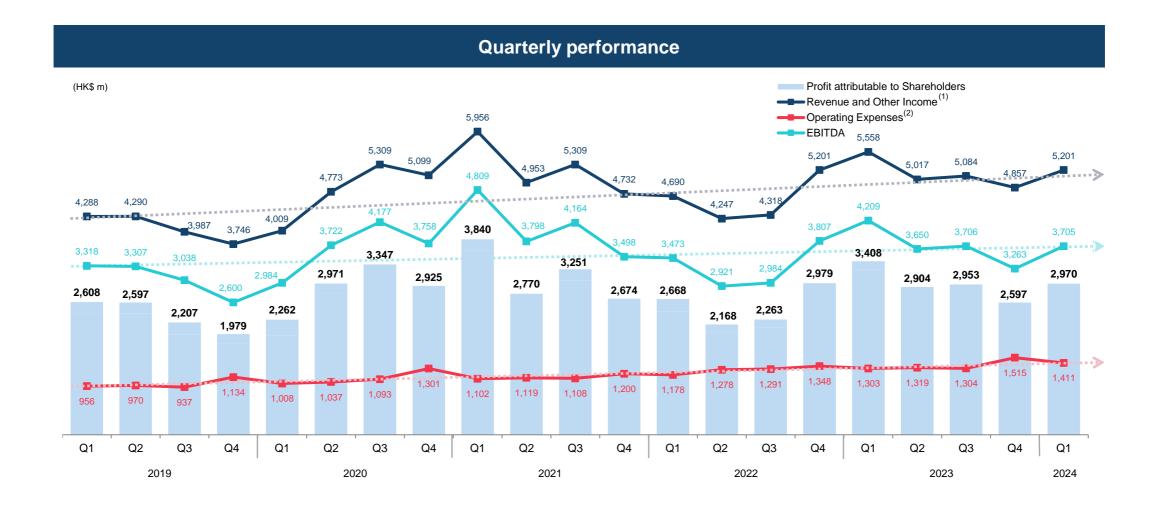
Performance by operating segment

HK\$ m	Cash	Derivatives	Commodities	Data and Connectivity	Corporate Items	Group Q1 2024	Group Q1 2023
Revenue and other income	1,881	1,572	673	523	552	5,201	5,558
% of Group Total	36%	30%	13%	10%	11%	100%	100%
Less: Transaction-related expenses	(2)	(83)	-	-	-	(85)	(46)
Revenue and other income less transaction-related expenses	1,879	1,489	673	523	552	5,116	5,512
Operating expenses	(297)	(213)	(310)	(103)	(488)	(1,411)	(1,303)
EBITDA	1,582	1,276	363	420	64	3,705	4,209
% of Group Total	43%	34%	10%	11%	2%	100%	100%
EBITDA margin (1)	84%	86%	54%	80%	N/A	72 %	76 %
Depreciation and amortisation						(345)	(365)
Finance costs						(30)	(35)
Share of results of joint ventures						26	20
Profit before taxation						3,356	3,829



Quarterly performance

Q1 2024 results in line with long-term historical upward trendline





Represents gross revenue and other income before deducting transaction-related expenses

Exclude transaction-related expenses, depreciation and amortisation, finance costs, share of results of joint ventures, and certain exceptional costs

^{3.} Dotted trend lines are illustrative and do not constitute a forward forecast

Market microstructure enhancements at HKEX

We aim to build a quality market and a sustainable ecosystem of policies, participants and products

Areas of Focus

Key Achievements in recent years

Improve Ease of Access

- Listing Rules enhancement for overseas issuers came into effect (2022)
- HKD-RMB Dual Counter Model and Dual Counter Market Making Programme launched (2023)
- New Listing Chapter (18C) on Specialist Technology Companies took effect (2023)
- GEM Listing Reforms took effect (2024)

Reduce Frictional Trading Costs

- After-hours trading extension to 3am (2019) and Holiday Trading for MSCI products (Derivatives) (2022)
- New spread table, Market Making enhancements and stamp duty exemption on ETP market (2020)
- Enhancement to Stock Connect trading calendar (2023)
- Launch of FINI to shorten time between pricing of IPO and trading of shares (2023)
- Consultation on Severe Weather Trading aiming to conclude (mid-2024)

Improve Capital Efficiency

- Launched Value-at-Risk Platform in cash market (2022)
- Increased 5-tier position limit regime for single stock options & futures to increase flexibility (2023)
- Flexibility in Clearing Participants (CP) setup in HK and Stock Connect markets (2023)
- Listing rule amendments to permit treasury shares for greater flexibility in share buy-backs (mid-2024)

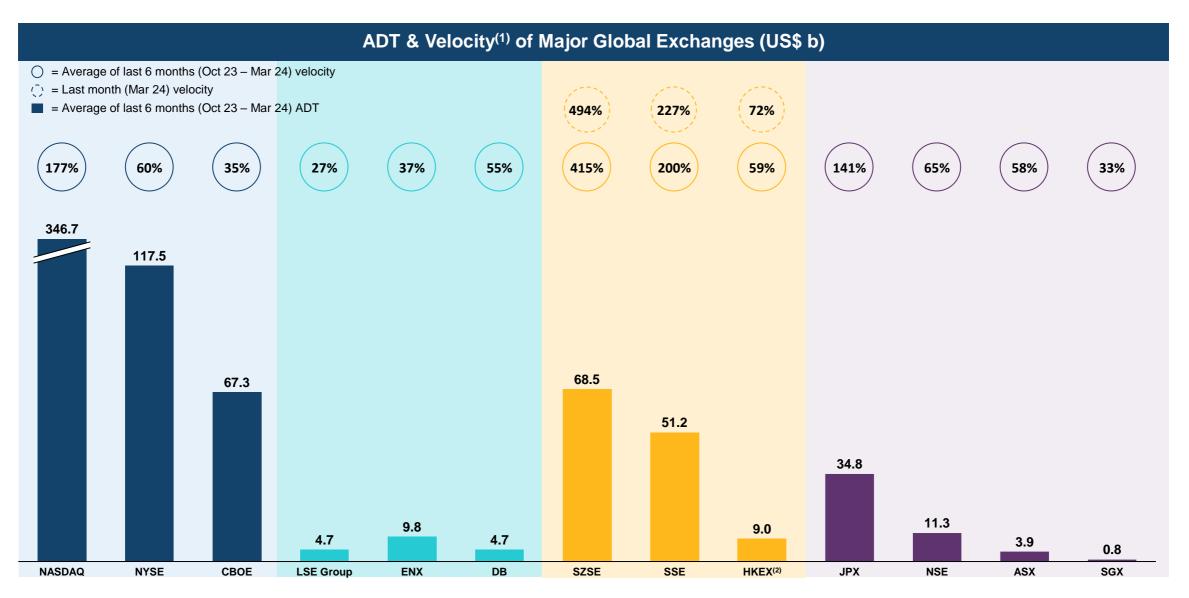
Enhance Risk
Management & Market Integrity

- Revamp Pre-Opening Session and Volatility Control Mechanism (Cash & Derivatives) (1st phase 2020)
- Self-Match Prevention (Derivatives (2022) & Securities (2024))
- HKIDR (Hong Kong Investor Identification Regime) (2023)
- HKEX Synapse to complement existing post-trade infrastructure for Northbound Connect (2023)
- Committed to achieve carbon neutrality by 2024, and net zero by 2040



We continuously introduce enhancements to ensure competitiveness and efficiency of our markets

Comparison of trading activity across global exchanges



Source: WFE (Mar 2024), LSEG data sourced directly from LSEG website

^{3.} LSEG ADT refers to the LSE order book only, excludes LSEG-owned Turqoise



^{1.} ADT and turnover velocity takes into account both on-exchange and block trading. For Nasdaq, NYSE and CBOE, trades executed on their trading platforms include those listed on other US exchanges, hence their turnover velocity covers the whole US market

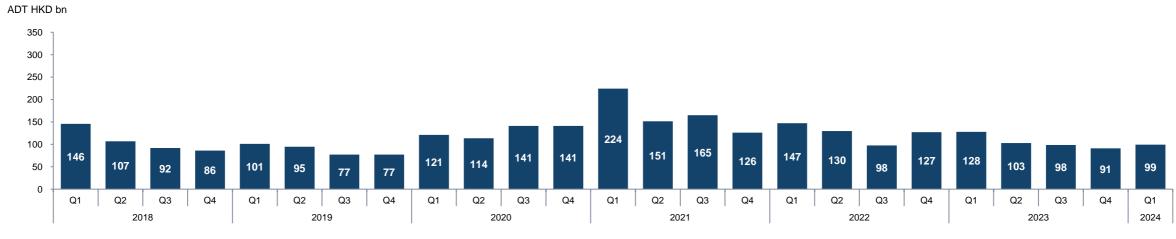
^{2.} HKEX ADT includes equities only, excluding ETPs and structured products

Market activities in Mainland and Hong Kong markets





Average Daily Turnover in Value - Hong Kong Market (HK\$ b)



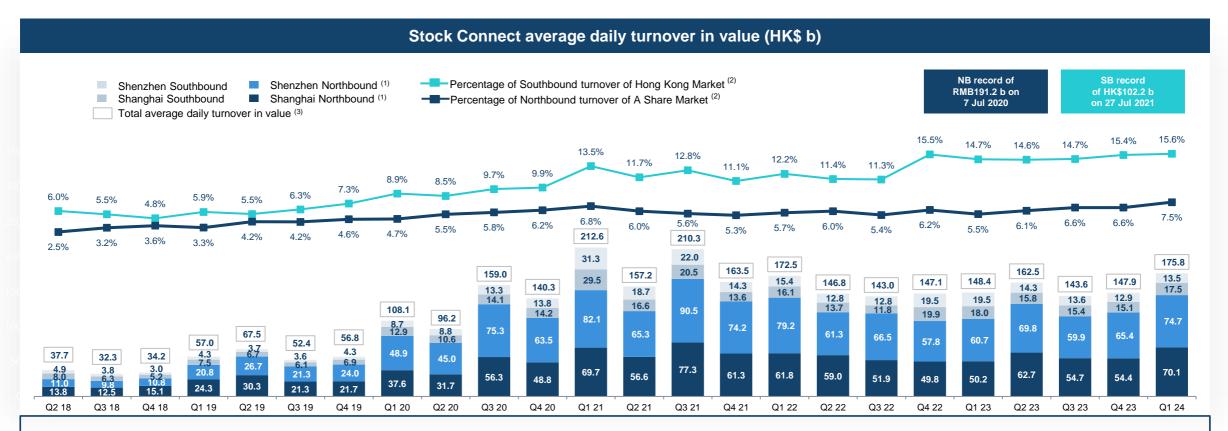




Source: HKEX, SSE, SZSE

Stock Connect – trading trends

Stock Connect generated revenue of HK\$585m in Q1 2024 (up 4% YoY)



Stock Connect Northbound and Southbound Trading ADT reached RMB133.0b and HK\$31.0b respectively in Q1 2024

Stock Connect revenue contributed 11% of the Group's total revenue and other income in Q1 2024 (Q1 2023: 10%)

Source: HKEX, SSE and SZSE data

- 1. Northbound (NB) trading is conducted in RMB; the NB figures in the chart are converted to HKD based on the month-end exchange rate
- % may not add up due to rounding
- Includes buy and sell trades

