



# Q1 2025 Results Analyst Presentation

30 April 2025

**HKEX**  
香港交易所

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## Agenda

01 | Q1 2025 Key Highlights

02 | HKEX Group Financial Review

03 | Business and Strategic Update

04 | Appendix



# Q1 2025 Key Highlights

## Record quarterly revenue and profit

Revenue and other income

**Q1 2025: HK\$6.9b (+32% YoY, +7% QoQ)**

## Continued strategic progress

Build on our China strength

- Began accepting **China Government & Policy Bank Bonds** as collateral for Swap Connect (Jan 2025) and for all Derivatives in OTC Clear (Mar 2025)

### Enhance market vibrancy

- Announced **Stock Settlement Fee Structure** enhancements (Feb 2025), effective in Jun 2025
- Signed MOU with HKMA's CMU OmniClear<sup>(1)</sup>** to enhance post-trade infrastructure, support long-term development of FIC ecosystem, and promote RMB internationalisation (Mar 2025)
- Consultation on **IPO Price Discovery & Open Market Requirements** ended (Mar 2025)
- Launched Asia's first **Single Stock Leveraged & Inverse Products** (Mar 2025)

### Build future-ready technology & operations

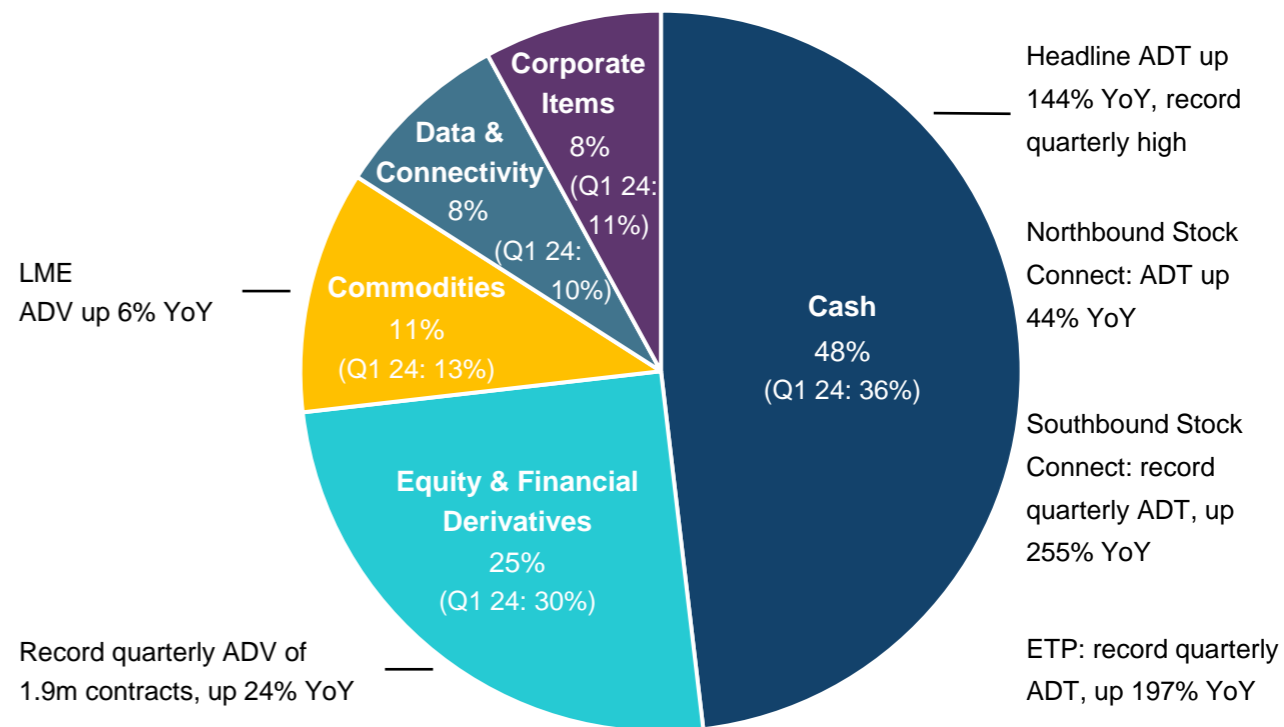
- LME** launched **new trading platform** (Mar 2025)

Profit attributable to shareholders

**Q1 2025: HK\$4.1b (+37% YoY, +8% QoQ)**

## Diversification delivering results

Q1 2025 Revenue breakdown<sup>(2)</sup>



1. CMU (Central Moneymarkets Unit) is HK's fixed-income central securities depository (CSD) operated by CMU OmniClear on behalf of HKMA  
 2. % may not add up due to rounding



# HKEX Group Financial Review



# Q1 2025: Record quarterly revenue and profit

## Core business revenue<sup>(2)</sup>

HK\$6.3b

↑36% vs Q1 2024

↑5% vs Q4 2024

## Revenue and other income<sup>(3)</sup>

HK\$6.9b

↑32% vs Q1 2024

↑7% vs Q4 2024

## EBITDA

HK\$5.3b

↑42% vs Q1 2024

↑12% vs Q4 2024

## PAT

HK\$4.1b

↑37% vs Q1 2024

↑8% vs Q4 2024

## EPS

HK\$3.23

↑37% vs Q1 2024

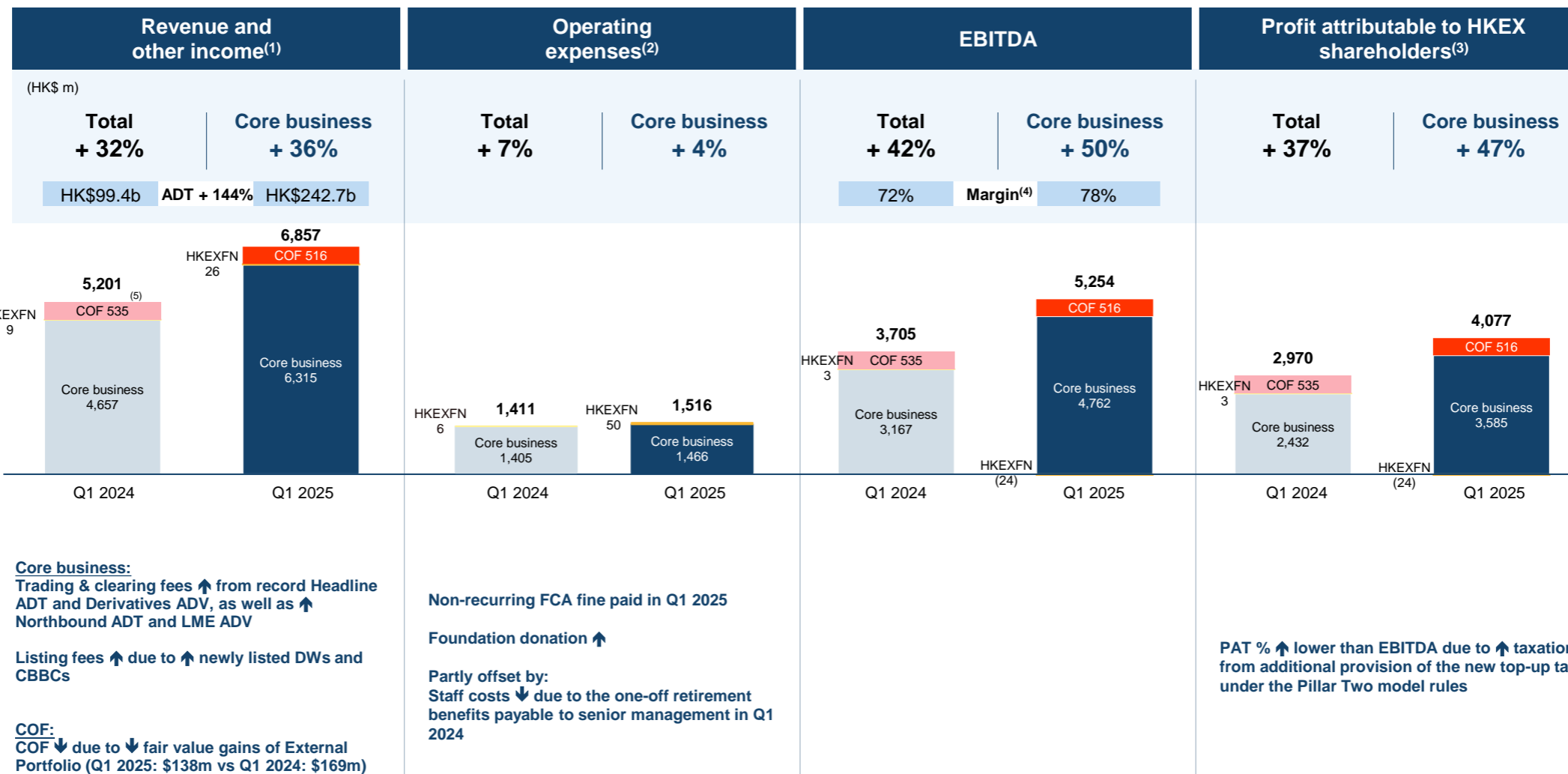
↑8% vs Q4 2024



1. All percentage changes are computed based on amounts reported in financial statements
2. Core business revenue represents total revenue and other income, excluding net investment income of Corporate Funds and donation income of HKEX Foundation (HKEXFN)
3. Represents gross revenue and other income before deducting transaction-related expenses

Q1 2025 vs Q1 2024

# Best quarterly revenue and profit on higher volumes in Cash, Derivatives and Commodities Markets

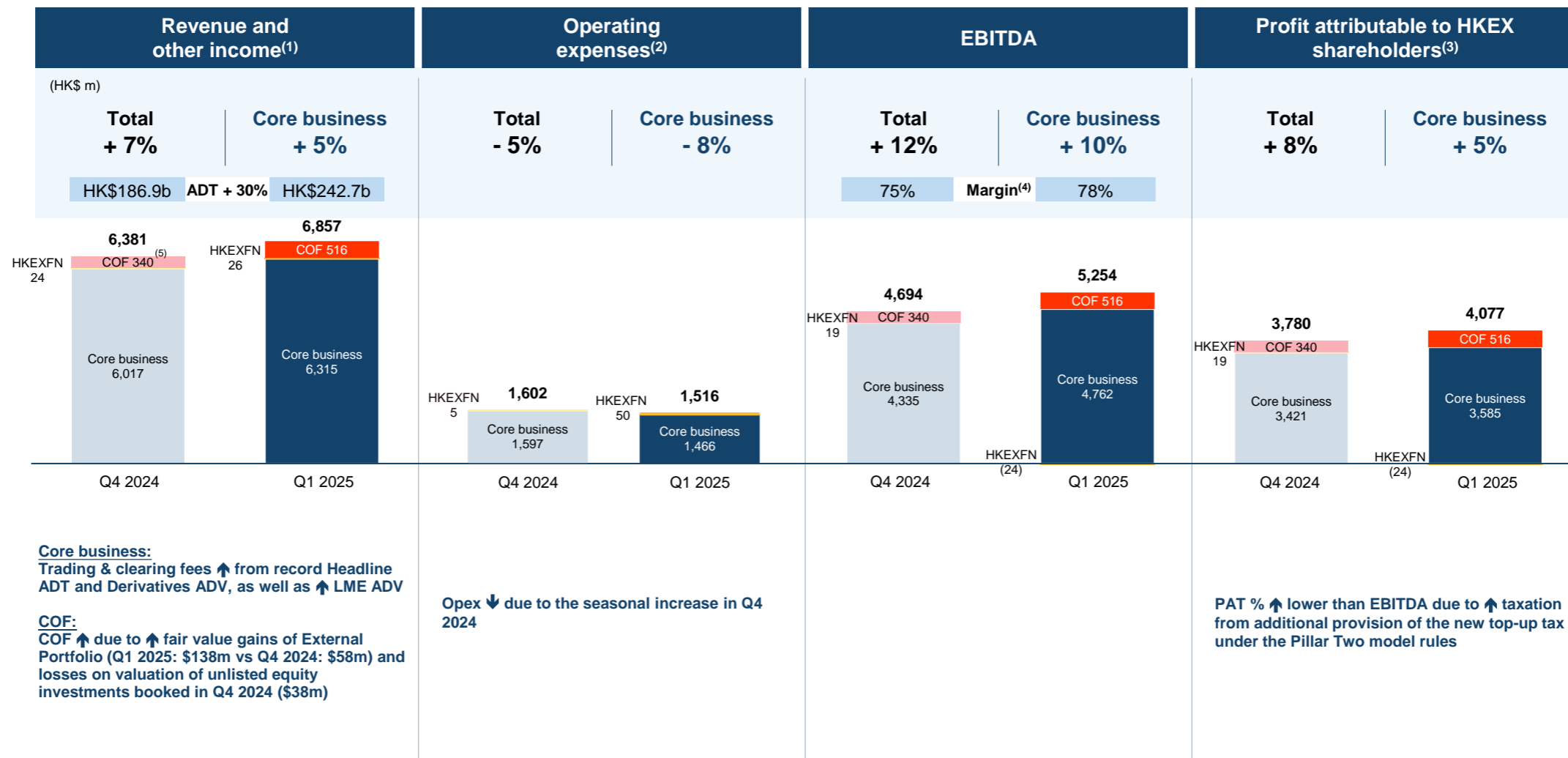


1. Represents gross revenue and other income before deducting transaction-related expenses (Q1 2025: \$87m; Q1 2024: \$85m)
2. Excludes transaction-related expenses, depreciation & amortisation, finance costs and share of results of joint ventures
3. For the purpose of this presentation, tax impact of COF is not considered when calculating the PAT attributable to COF
4. EBITDA margin is calculated based on EBITDA divided by revenue and other income less transaction-related expenses
5. COF represents net investment income of Corporate Funds



Q1 2025 vs Q4 2024

# Profit rose 8% from increased trading volumes across all markets



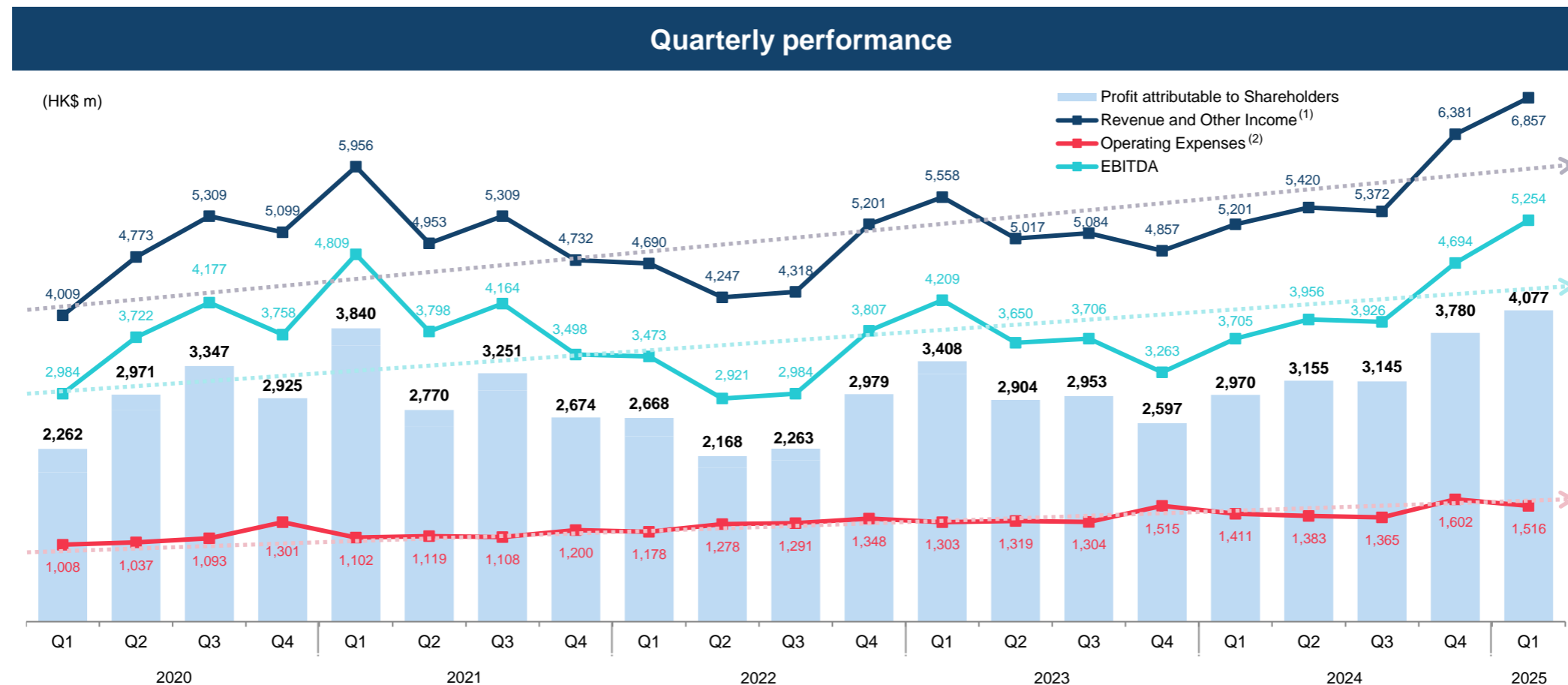
1. Represents gross revenue and other income before deducting transaction-related expenses (Q1 2025: \$87m; Q4 2024: \$85m)
2. Excludes transaction-related expenses, depreciation & amortisation, finance costs and share of results of joint ventures
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## Quarterly performance

# Q1 2025 performance above historical trendline, supported by vibrant market activities



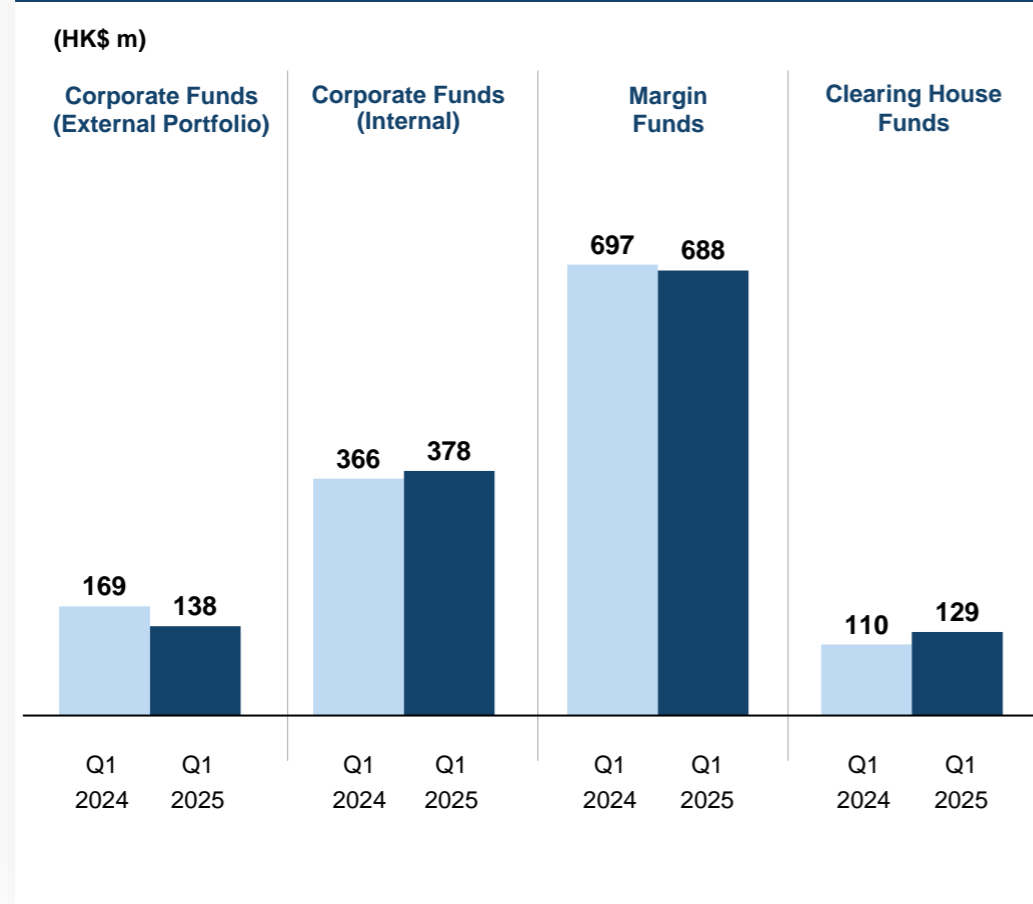
1. Represents gross revenue and other income before deducting transaction-related expenses
2. Exclude transaction-related expenses, depreciation & amortisation, finance costs and share of results of joint ventures
3. Dotted trend lines are illustrative and do not constitute a forward forecast

## Net investment income (NII) – Q1 2025 vs Q1 2024

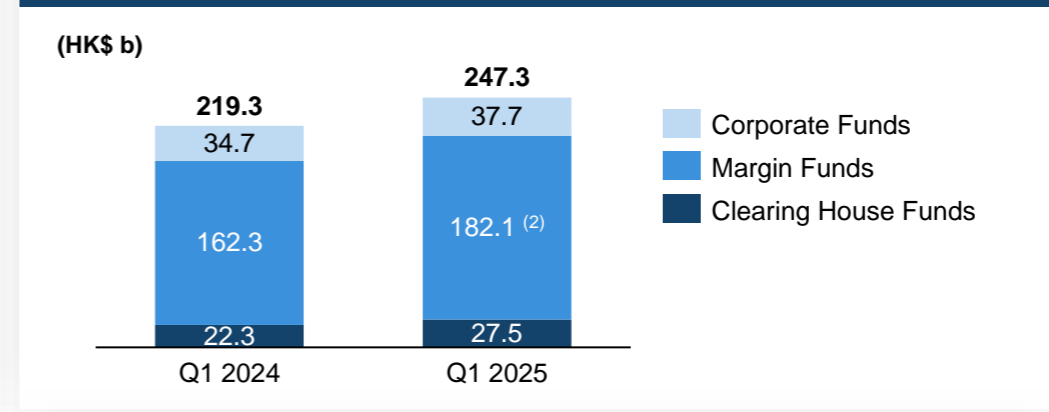
# NII stable as higher Margin Fund size offset by lower investment return in HK

Q1 2025: HK\$1,333m (Q1 2024: HK\$1,342m)

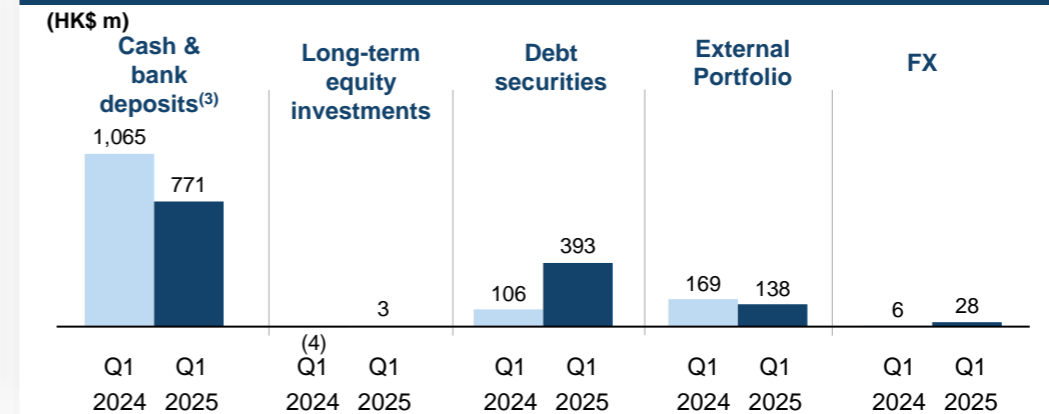
### Net investment income by funds



### Average fund size



### Net investment income by category of investments



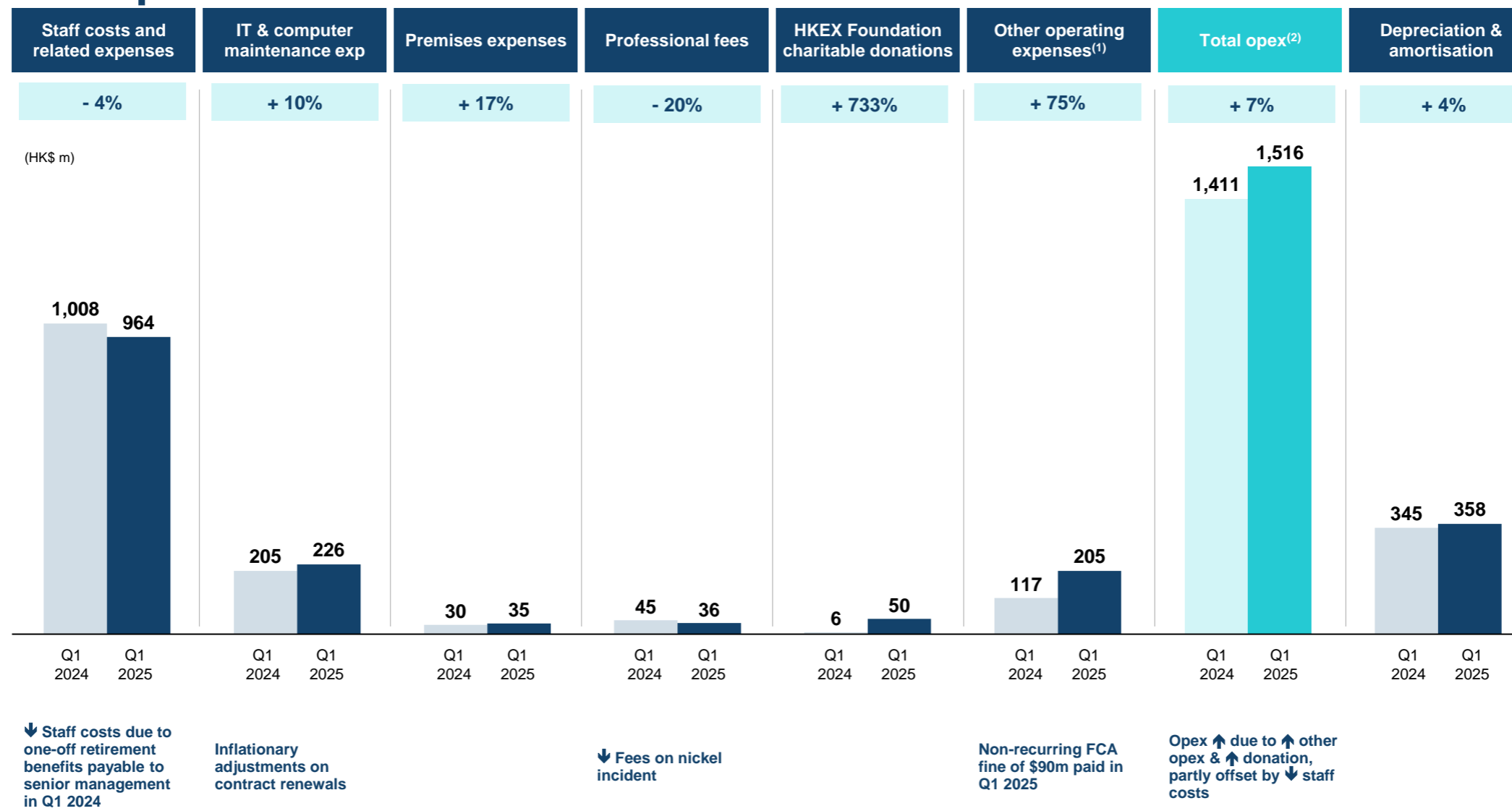
**Q1 2025 External Portfolio gains \$138m (Q1 2024: \$169m)**  
**Margin Funds NII down 1% YoY in Q1 2025 as ↑ incentives & ↑ proportion of JPY collateral offset ↑ fund size**



- 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 29% as at 31 Dec 2024), a certain proportion is invested in investment grade debt securities with maturity of over 12 months (approximately 6% as at 31 Dec 2024) and the remaining funds are invested in debt securities and time deposits with maturity of up to 12 months (weighted original maturity of 10 months as at 31 Dec 2024)
- Q1 2025 Margin Funds increased due mainly to the increase in Margin Funds of HK Clearing Houses (Q1 2025: \$117.7b; Q1 2024: \$99.1b)
- Includes foreign exchange swaps

## Operating expenses and depreciation & amortisation – Q1 2025 vs Q1 2024

# Opex up 7% reflecting prudent investment in talent, infrastructure and operational excellence



1. Includes product marketing and promotion expenses  
 2. Excludes transaction-related expenses, depreciation & amortisation, finance costs, and share of results of joint ventures



# Business and Strategic Update

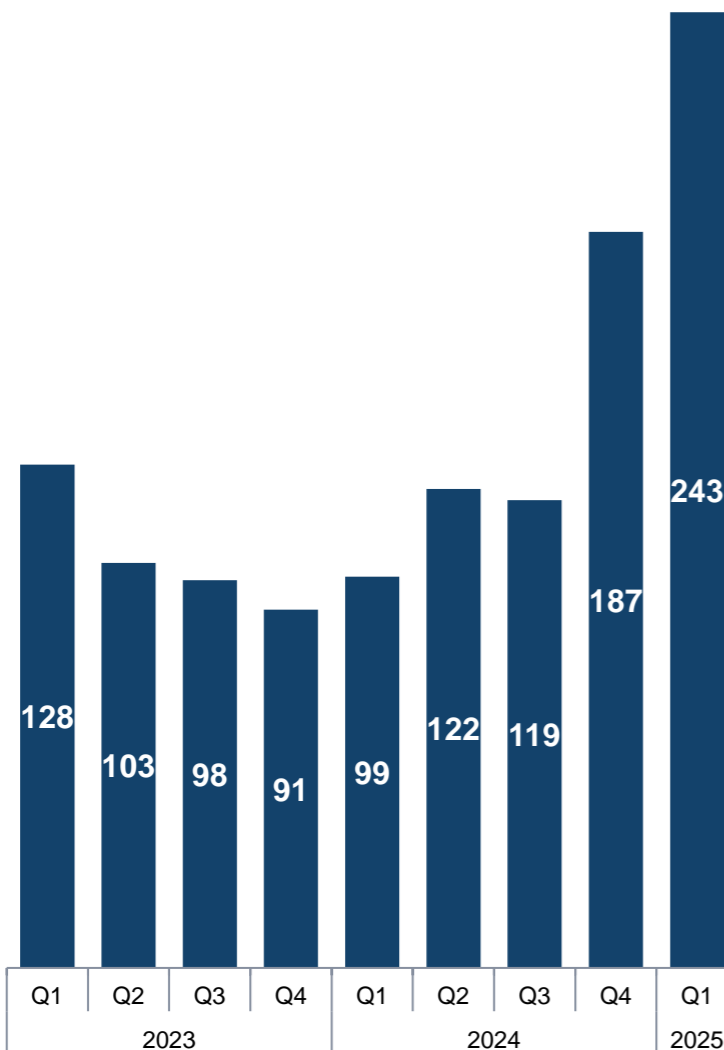


# Strong performance in Q1 2025

★ : record quarterly high in Q1 2025

## Cash Market hits record quarterly high

Average Daily Turnover (ADT)  
Value (HK\$ b)



## Strategic diversification continues to pay off

### ★ Derivatives

Record high ADV of 1.9m contracts  
(up 24% YoY)

### LME

ADV 698,000 lots  
(up 6% YoY)

## Connect programmes going from strength to strength

### ★ Stock Connect

Revenue HK\$942m (up 61% YoY)  
NB ADT of RMB191.1b (up 44% YoY)  
Record high SB ADT of HK\$109.9b (up 255% YoY)

### ★ Bond Connect<sup>(1)</sup>

Record high NB ADT of RMB46.3b  
(up 2% YoY)

### ★ ETF Connect<sup>(1)</sup>

NB ADT of RMB3.2b (up 196% YoY)  
Record high SB ADT of HK\$4.4b (up 161% YoY)

### ★ Swap Connect<sup>(2)</sup>

Record high average daily clearing  
volume of RMB24.8b

## Continuing strong IPO & follow-on offerings momentum

### IPO Funds Raised

17 listings with HK\$18.7b funds raised  
(nearly 4 times that of Q1 2024)

### Follow-on Offerings

Recorded two of the largest follow-on  
offerings since Apr 2021



Source: HKEX

1. Bond Connect was launched in Jul 2017 while ETF Connect was launched in Jul 2022

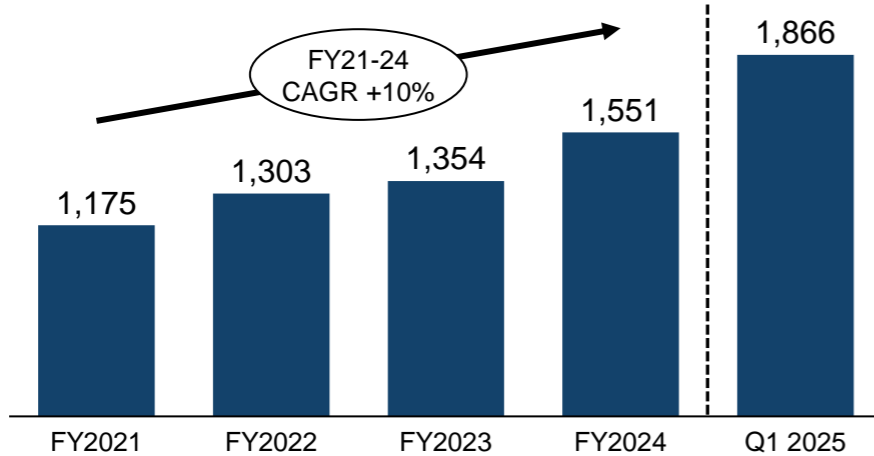
2. With the continuing strong growth momentum from Swap Connect that was launched in May 2023, OTC Clear's clearing volume reached a record quarterly high of US\$442.5b in Q1 2025 (more than double that of Q1 2024)



# Strong momentum in derivatives and LME ADV sustained in Q1 2025

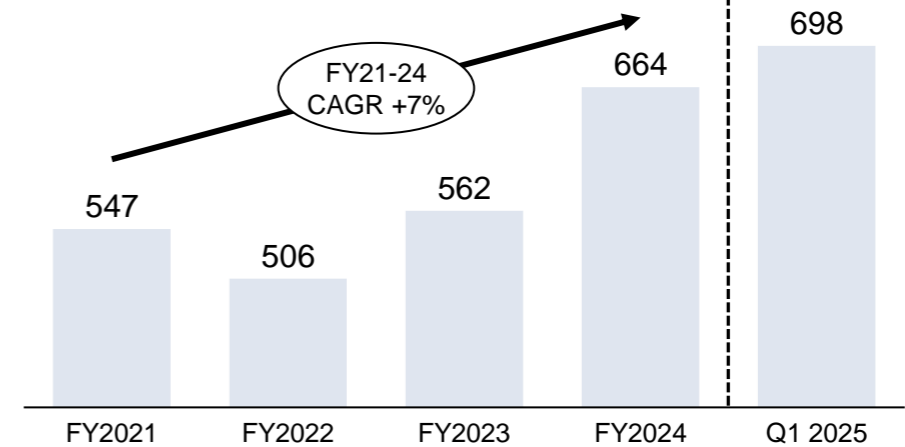
## Derivatives ADV hits record quarterly high

ADV (in '000)



## Strong recovery in LME volumes

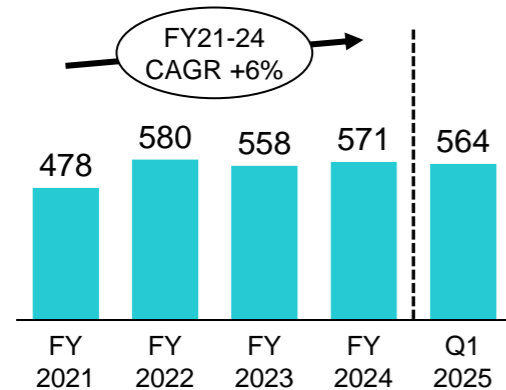
ADV (in '000)



## HSI & HSCEI products provide strong base, with growth driven by weekly options<sup>(1)</sup>, HS TECH Index products & USD/CNH futures

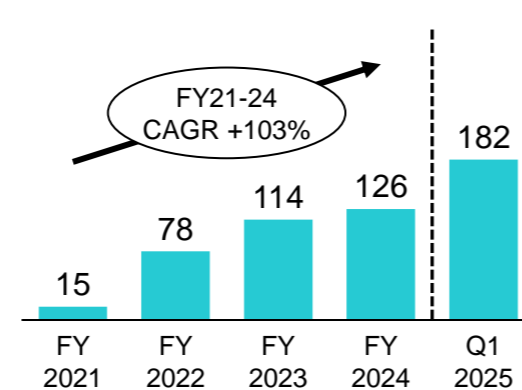
ADV (in '000)

### HSI & HSCEI products<sup>(2)</sup>



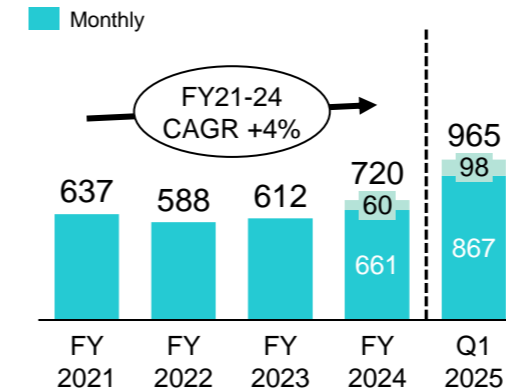
ADV (in '000)

### HS TECH Index products<sup>(3)</sup>



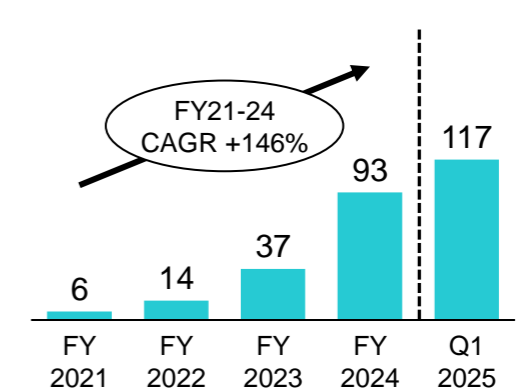
ADV (in '000)

### Stock Options



ADV (in '000)

### USD/CNH futures



Source: HKEX

1. The newly introduced Weekly Stock Options experienced robust growth since their launch in Nov 2024, with the aggregate ADV of 98k contracts in Q1 2025. For HS suite Weekly Index Options, aggregate ADV was 19k in Q1 2025
2. Include HSI and HSCEI Futures, Mini-Futures, Weekly Futures, Options, Mini-Options, Weekly Options, and Options on Futures
3. Include HS TECH Index Futures, Options, Options on Futures, and Weekly Options



# Continuing strategic progress in Q1 2025

## Build on our China strength

- Connect programmes' enhancement and expansion
- Integrate China strategy across business
- Creating more China opportunities for investors

- Began accepting China Government Bonds as collateral for Swap Connect & Derivatives in OTC Clear (Jan & Mar)
- LME approved HK as warehouse location (Jan)

## Explore new adjacent businesses

- Expand to agencies beyond the core
  - Take measured risks to build new businesses
  - Leverage on data
- Increasing users for market data & hosting services



## Enhance market vibrancy

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

- Stock Settlement Fee enhancements announced (Feb)
- Signed MOU with HKMA's CMU OmniClear<sup>(1)</sup> to drive post-trade infrastructure, FIC & RMB internationalisation (Mar)
- IPO Price Discovery & Open Market Requirements optimisation consultation ended (Mar)

## Build future-ready technology & operations

- Unlock operational efficiencies and new business opportunities
  - Address evolving client preferences and expectations
- LME launched new trading platform (Mar)
  - Technology for Cash market clearing & settlement platform T+1 ready by end-2025

1. CMU (Central Moneymarkets Unit) is HK's fixed-income central securities depository (CSD) operated by CMU OmniClear on behalf of HKMA

# Looking ahead

- **HKEX delivered record quarterly results in Q1 2025** together with fresh all-time trading records across our Cash and Derivatives markets. Our strategic initiatives hit the ground running in 2025 with a **new partnership with CMU that underscores our commitment to enriching the city's FIC ecosystem**, as well as **further enriching our international network of recognised stock exchanges** that diversify our channels for secondary listings.
- **Equity capital raising activities in Hong Kong saw a remarkable revival in Q1 2025, with total year-to-date deal value of US\$20b<sup>(1)</sup>, ranking second globally** after the US. IPO pipeline remains robust with 120 active listing applicants as at 31 March 2025 with a clear pick-up in interests from A-share companies.
- **LME Q1 2025 volumes marked the second highest quarterly level in the last 11 years.** The successful rollout of LMEselect v10 in March and the opening of LME accredited warehouses in Hong Kong will continue to help solidify LME's future growth and global connectivity.
- **Trading volume and volatility have been elevated near-term as macro uncertainties persist.** Main focus of the global equities market remains on developments in US tariffs and possible stimulus measures from Mainland China, in particular those related to boosting of domestic consumption.
- **We remain committed to a prudent and targeted approach in our investment in talent, technology, client and risk management** to support the long-term sustainability of the business.
- **We continue enhancing the vibrancy, resiliency and competitiveness of our markets.** In the coming months, we look forward to implementing a **streamlined settlement fee structure, Phase 1 of the minimum spreads reduction**, the publication of a **white paper on the appropriate settlement cycle for Hong Kong**, as well as the conclusions to the consultation on **optimising IPO Price Discovery**, and the start of launches of our **multi-year phased post-trade service enhancements**.



1. Source: Dealogic, as at 25 Apr 2025





Thank you



# Appendix



# Financial highlights – Income Statement

(HK\$ m, unless stated otherwise)	Q1 2025	Q1 2024	YoY Change
<b>Results</b>			
Revenue and other income	6,857	5,201	32%
Less: Transaction-related expenses	(87)	(85)	2%
<b>Revenue and other income less transaction-related expenses</b>	<b>6,770</b>	<b>5,116</b>	<b>32%</b>
Operating expenses	(1,516)	(1,411)	7%
<b>EBITDA</b>	<b>5,254</b>	<b>3,705</b>	<b>42%</b>
Depreciation and amortisation	(358)	(345)	4%
<b>Operating profit</b>	<b>4,896</b>	<b>3,360</b>	<b>46%</b>
Finance costs and share of results of joint ventures	(17)	(4)	325%
<b>Profit before taxation</b>	<b>4,879</b>	<b>3,356</b>	<b>45%</b>
Taxation	(781)	(355)	120%
Profit attributable to non-controlling interests	(21)	(31)	(32%)
<b>Profit attributable to HKEX shareholders</b>	<b>4,077</b>	<b>2,970</b>	<b>37%</b>
<b>Capex</b>	<b>481</b>	<b>278</b>	<b>73%</b>
<b>Basic earnings per share (HK\$)</b>	<b>3.23</b>	<b>2.35</b>	<b>37%</b>
<b>Headline ADT on the Stock Exchange (HK\$ b)</b>	<b>242.7</b>	<b>99.4</b>	<b>144%</b>



# Performance by operating segment

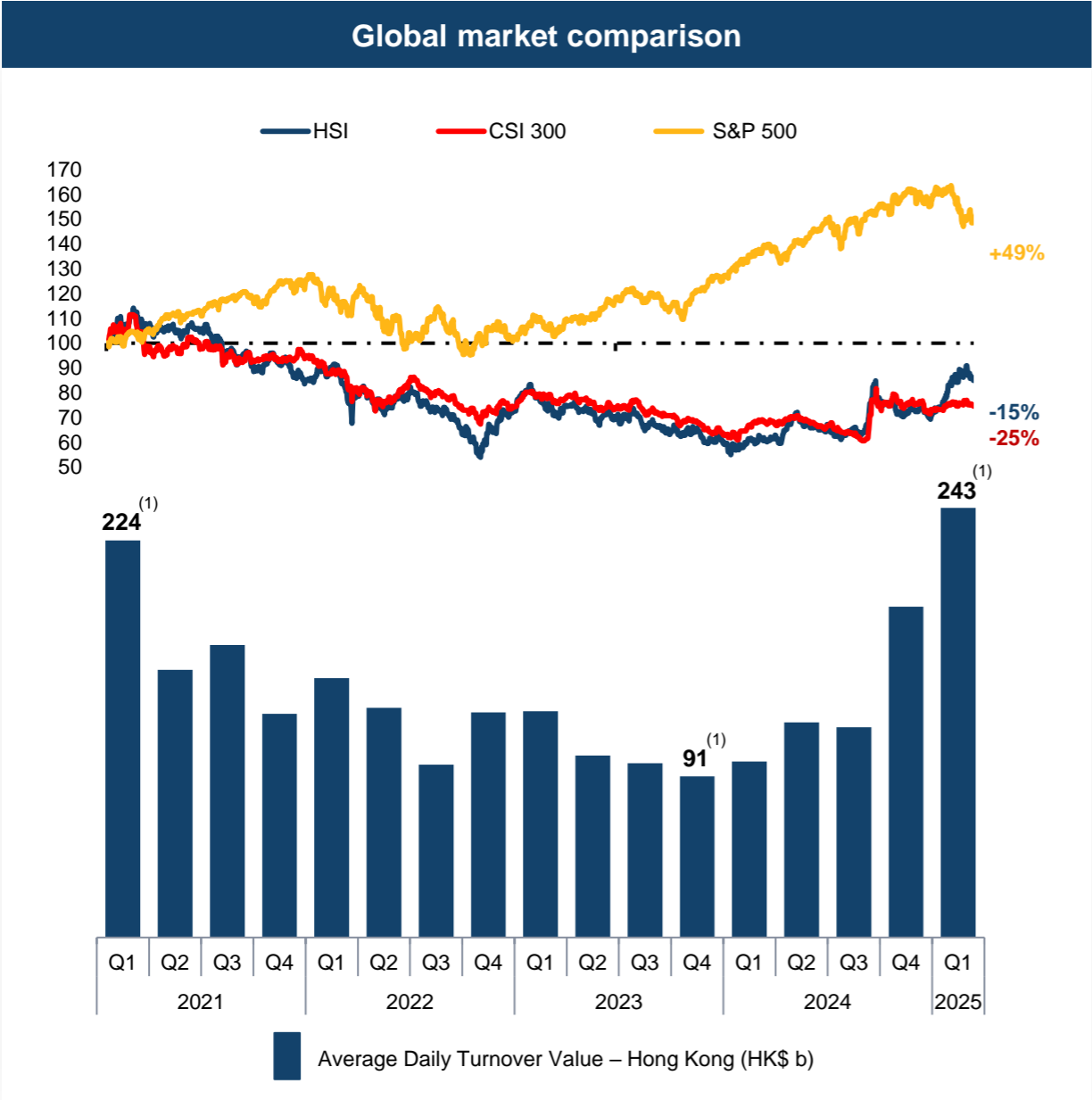
HK\$ m	Cash	Derivatives	Commodities	Data and Connectivity	Corporate Items	Group Q1 2025	Group Q1 2024
Revenue and other income	3,300	1,718	746	546	547	6,857	5,201
<i>% of Group Total</i>	<i>48%</i>	<i>25%</i>	<i>11%</i>	<i>8%</i>	<i>8%</i>	<i>100%</i>	<i>100%</i>
Less: Transaction-related expenses	(3)	(84)	-	-	-	(87)	(85)
Revenue and other income less transaction-related expenses	3,297	1,634	746	546	547	6,770	5,116
Operating expenses	(312)	(231)	(381)	(101)	(491)	(1,516)	(1,411)
EBITDA	2,985	1,403	365	445	56	5,254	3,705
<i>% of Group Total</i>	<i>57%</i>	<i>27%</i>	<i>7%</i>	<i>8%</i>	<i>1%</i>	<i>100%</i>	<i>100%</i>
<i>EBITDA margin<sup>(1)</sup></i>	<i>91%</i>	<i>86%</i>	<i>49%</i>	<i>82%</i>	<i>N/A</i>	<i>78%</i>	<i>72%</i>
Depreciation and amortisation						(358)	(345)
Finance costs						(25)	(30)
Share of results of joint ventures						8	26
<b>Profit before taxation</b>						<b>4,879</b>	<b>3,356</b>

1. EBITDA margin is calculated based on EBITDA divided by revenue and other income less transaction-related expenses
2. % may not add up due to rounding





# Global indices and key market data performance



### Key market indicators (Q1 2023 – Q1 2025)

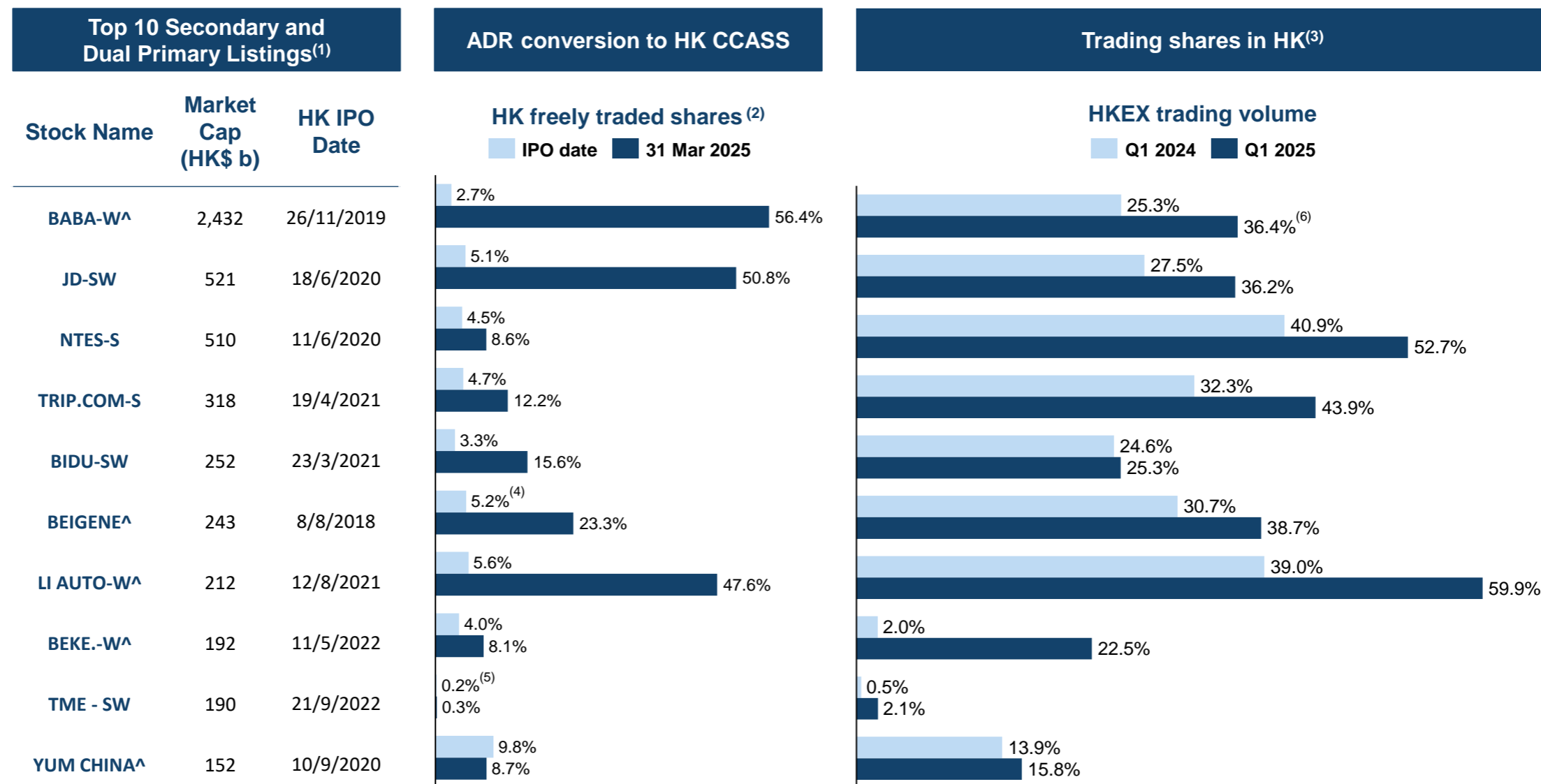
	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24	Q3 24	Q4 24	Q1 25
Derivative ADV ('000 contracts)	1,418	1,316	1,336	1,343	1,500	1,565	1,482	1,654	1,866
NB ADT (RMB b)	97.0	122.5	106.1	108.4	133.0	127.3	110.3	231.0	191.1
LME ADV ('000 lots)	503	574	548	623	659	730	642	628	698
No. of IPOs	18	15	14	26	12	18	15	26	17
IPO funds raised (HK\$ b)	6.7	11.2	6.7	21.7	4.8	8.6	42.2 <sup>(2)</sup>	32.4	18.7



Source: HKEX, Bloomberg

1. Q1 2025 ADT hit record quarterly high, Q1 2021 was the second-best ever quarter, while Q4 2023 recorded the lowest quarterly ADT since Q1 2021  
 2. In Sep 2024, HKEX welcomed Midea Group Co. Ltd., which raised over HK\$30b, marking HK's largest IPO since Feb 2021, Asia's largest and the world's second-largest IPO in 2024

# Continuous ADR conversion and trading migration from China concept homecoming



Source: HKEX, FactSet, Bloomberg, as at 31 Mar 2025 <sup>^</sup>Dual Primary Listing

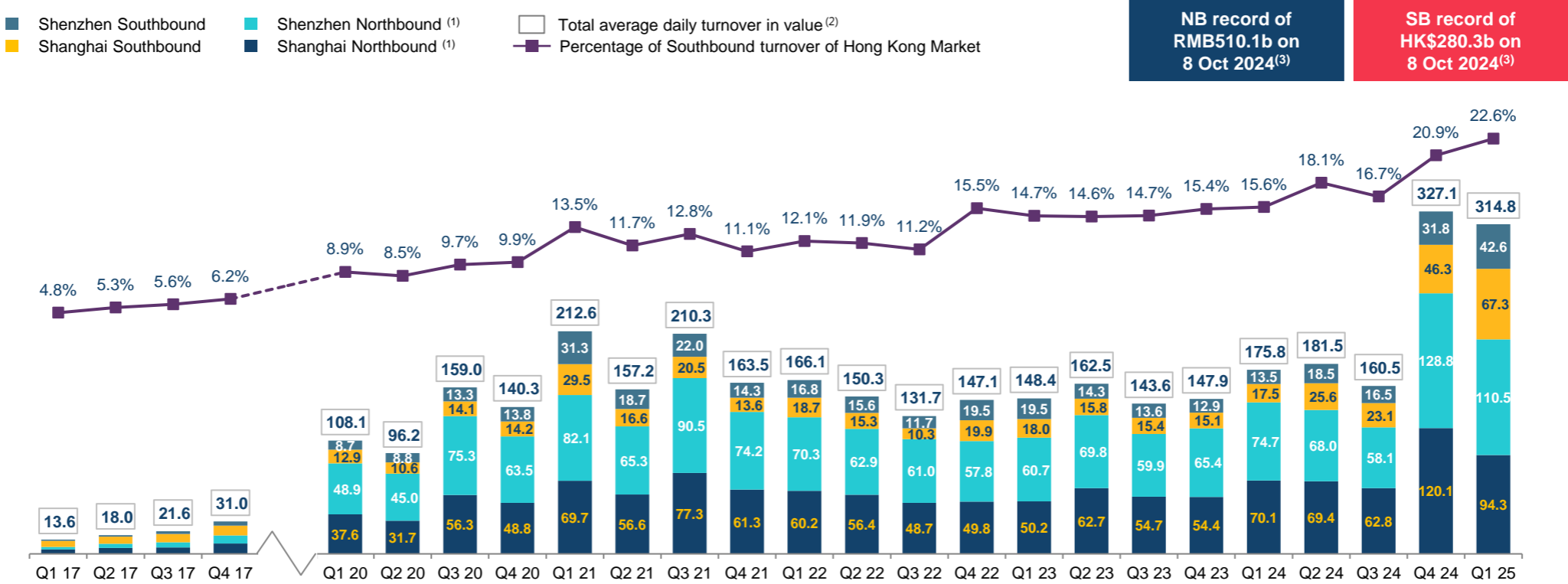
1. Ranked by market cap
2. Based on total CCASS balance deducting the balance of main custodian bank as reference
3. Trading shares in US via various exchanges which include Nasdaq, NYSE, NYSE Arca, FINRA ADF and others. (FINRA ADF is an equity trading facility created by a self-regulatory organization 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 Beigene (6160.HK) on its IPO date is not available and the earliest data available is as at 14 Jan 2022
5. 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
6. Converted to Dual Primary Listing in Aug 2024



# Stock Connect – trading trends

Stock Connect generated revenue of HK\$942m in Q1 2025 (up 61% YoY)

## Stock Connect average daily turnover in value (HK\$ b)



Stock Connect NB and SB Trading ADT reached RMB191.1b (up 44% YoY) and HK\$109.9b (up 255% YoY) respectively in Q1 2025

Stock Connect revenue contributed 14% of the Group’s total revenue and other income in Q1 2025 (Q1 2024: 11%)



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  
 2. Includes buy and sell trades. May not add up due to rounding  
 3. As at 31 Mar 2025