



«Informe del Mercado BME»

«Speech Jos Dijsselhof»

(2 Slide) Introduction

Jos takes over from Pablo who welcomes journalists on the call

- Buenos días a todos! Bienvenidos al informe del mercado de BME.
- I am very pleased to talk to you in my position as Chairman of BME (and CEO of SIX).
- So let's jump right in.

- Needless to say, 2020 challenged us all in many different ways – business-wise, and on a personal level.
- 2020 has been a year in which we consistently followed our path toward future growth.
- There are many examples of this, and we'll highlight them throughout this event. One thing that stood out in 2020 was certainly the acquisition of BME.

(3) Have Kept Our Promises

- I would like to once again take this opportunity to state that we are very proud of what we have achieved.
- We are thrilled to have reached already a couple of milestones which we promised when we took on acquiring BME.
- It is a pleasure to work with our new colleagues in Spain who share the same vision.
- Milestones include the initial tender offer
- The green light from CNMV, CNMC and the Spanish Government to further pursue the acquisition
- And to get to the point to have the controlling stake in BME and therefor successfully be able to finish the acquisition in June.
- We delivered on our promises.
- We established our FinTech incubator and accelerator F10 in Spain with locations in the two cities of Madrid and Barcelona, and operations in Bilbao and Valencia,
- We partnered with our domestic champion and newly acquired BME to expand our F10 tech incubation programme to Spain.
- With Belén Romana García and David Jiménez-Blanco Carrillo de Albornoz we appointed two very experienced members to the SIX Board of Directors
- And last but not least Javier (Hernani) joined our SIX Executive Board as equal and full member



(4) Integration and New Structure

- With the combination of SIX and BME we created the third largest financial market infrastructure operator in Europe.
- It was clear to us from the beginning that we could not remain separate companies if we wanted to meet our aspirations and achieve our growth targets.
- Therefore I'm very happy to show you today our future organizational set up, which will be in place as of 1 January 2021 and will help us to shape a new SIX as a one company.

(5) 2020 - A challenging environment

- I would like to use this opportunity to also outline to you the current situation we are all living in and the challenges we are facing, before I hand over to Javier.
- Please allow me to touch on a few important points.
- Due to the pandemic situation, we have seen a sharp economic downturn in many countries due to the lockdowns.
- The Swiss government is expecting GDP to fall by 3.8% in 2020. For Spain, the IMF expects a fall of 12.8%. These are numbers from the beginning of October, shortly before the second COVID19-wave emerged.
- If these latest projections prove accurate, the current downturn would be the biggest economic slump since 1975.
- Regarding SIX and BME, positive effects have outweighed negative effects so far.
- We handled record-high volumes without any capacity or system issues for SIX & BME. Our Data and Payment business delivered stable service as well, without any major interruptions.
- Number of transactions at the Spanish Exchange increased 45%, and at the Swiss Exchange 59% compared to 2019.
- We also see a 5% increase in the number of card transactions compared to 2019. On the other side, the number of ATM transactions dropped by 21%.
- Not only the pandemic, but also other global trends will have an impact on our economy. The transition from a mono- to a multi-polar world order, the importance of sustainability, demographic developments, migration, the policies of the central banks, just to name a few.



(6) We are here to handle challenging situations

- Stock Exchanges, both in Switzerland and Spain, have proven many times how important and crucial they are for the economy.
- Because where else would you get a fair evaluation of the price of a security and therefore the value of a company? This pricing can take place only on a stock exchange. It stands at the heart of trading.
- Who else would ensure real-time payments between banks as well as platforms for direct debits and e-bill?
- And who else ensures the delivery of trusted data?
- We have often said it, and we have proven it again: Without infrastructure companies, economies would come to a standstill.
- Being an integrated infrastructure player has been our mission from the start and will be for the future.
- We are in strong position today.

(7) Our Industry Is Growing (also in Importance)

- Capital Market Infrastructure - defined as all activities in trade, post-trade and financial information - has been growing at 5% globally, and at 3% in Europe since 2012.
- Together with payments, the other infrastructure segment, Capital Markets infrastructure, has been the most successful area of financial services, delivering 20% average shareholder returns since 2012.
- As a consequence, the market capitalization of, for example, a London Stock Exchange, with CHF 36 bn, is now comparable to that of large banks. UBS for example, the largest Swiss bank, sits at 40 bn.
- We have all the cards in our hands: A growing industry, growing importance, reliable and trusted services, and we anticipated industry trends with our portfolio restructure.
- In short: We are well positioned in a very attractive industry.

(8) Roles for SIX

Going forward, there are three roles for SIX and BME to grow beside our core business that we are already running today:



- We want to drive innovation and provide competitive services at competitive prices in capital markets and banking/payments infrastructure to our customers for them to be competitive.
- We support banks for the next stage of financial asset processing, by developing the infrastructure for digital assets and tokenization at scale.
- And we are the vehicle for banks to participate in the growth and value creation from the consolidation of European and global core capital markets infrastructure and Financial Information.
- I'm convinced that we – BME and SIX as one company - are well positioned to incorporate these roles and to push our company even further – together!

I now hand over to Javier. Thank you for your attention.
Javier, the stage is yours.