

Oslo Børs VPS Holding ASA 3rd Quarter 2013

24 October 2013

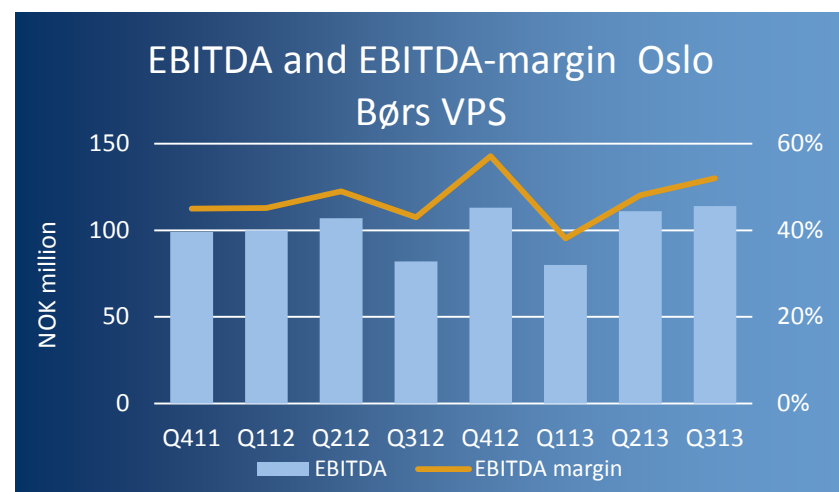
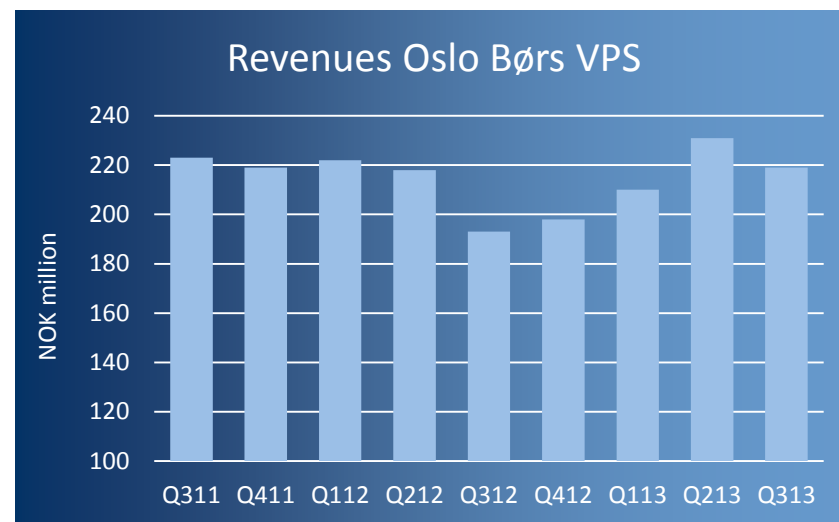
3rd quarter at a glance

- Continuing high level of activity in the fixed income market
- Two equity listings approved in Q3, seven so far in 2013
- Currently increased interest for IPOs
- Increased savings and growth in value for VPS-registered mutual funds increases Assets Under Management
- Continuing good performance for projects and underlying costs



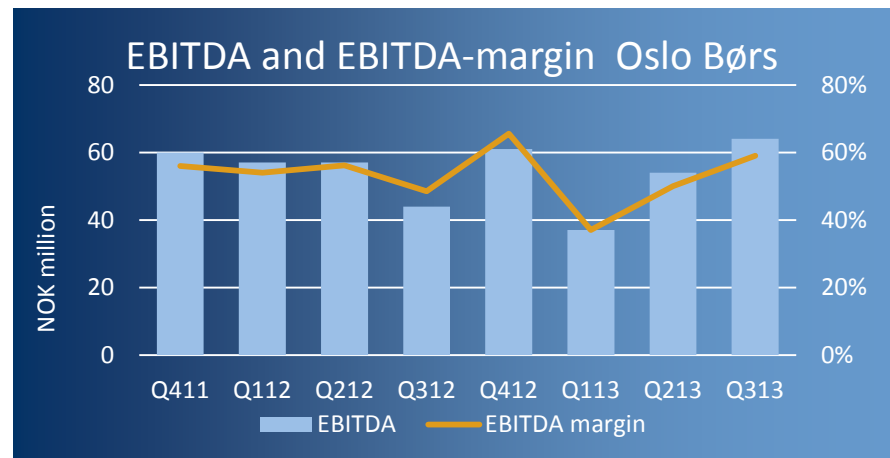
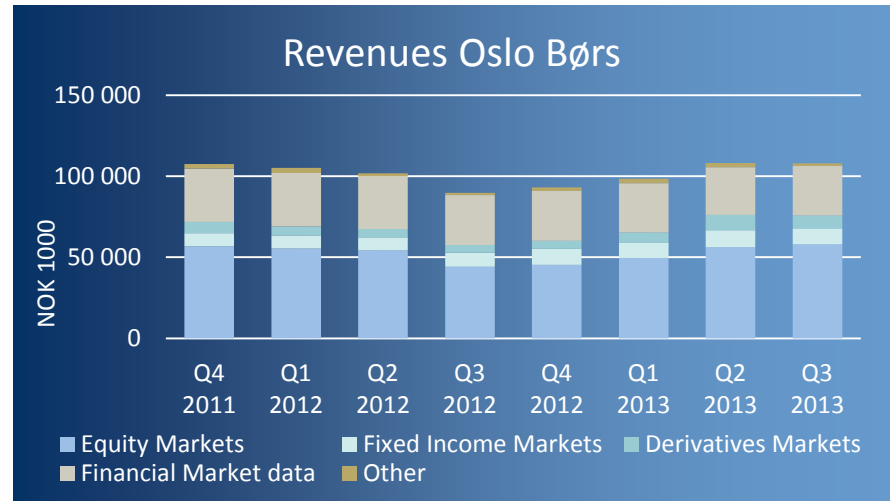
3rd quarter at a glance

- Revenues up NOK 26 million or 14% to NOK 219 million from Q312
- Expenses down NOK 5 million or 4% to NOK 106 million from Q312
- EBITDA up NOK 31 million or 38% to NOK 114 million from Q312
- Burgundy, Fish Pool and Evolution – revenues and EBITDA NOK 22 million and NOK 17 million respectively in Q313



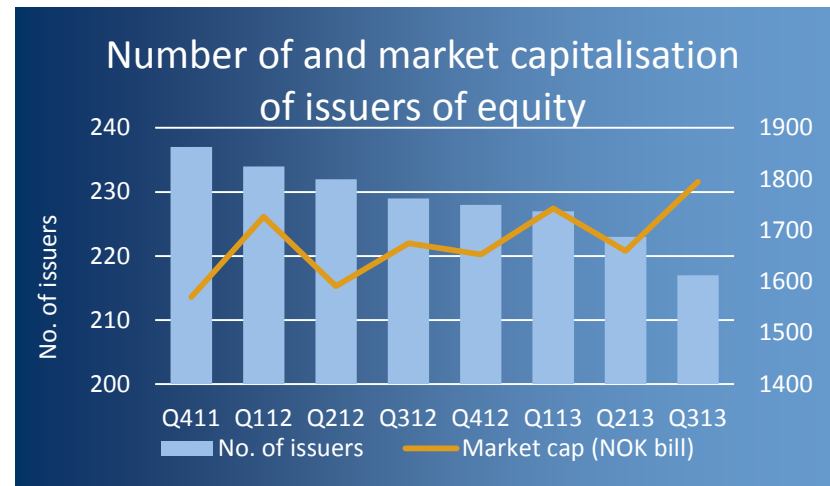
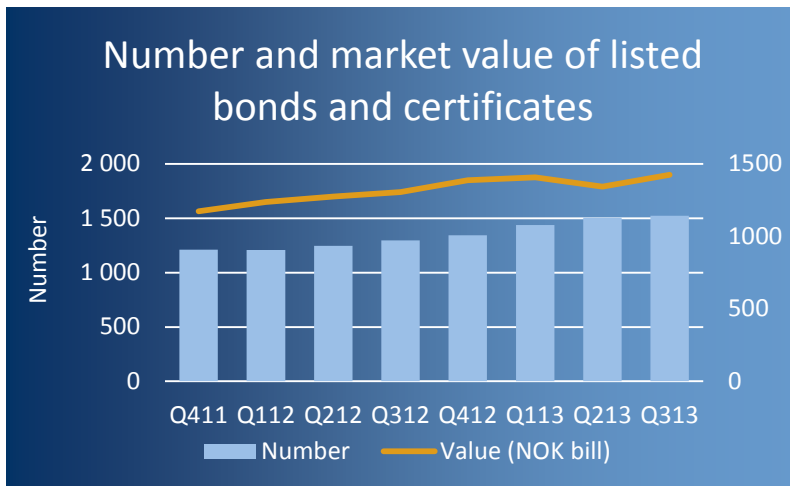
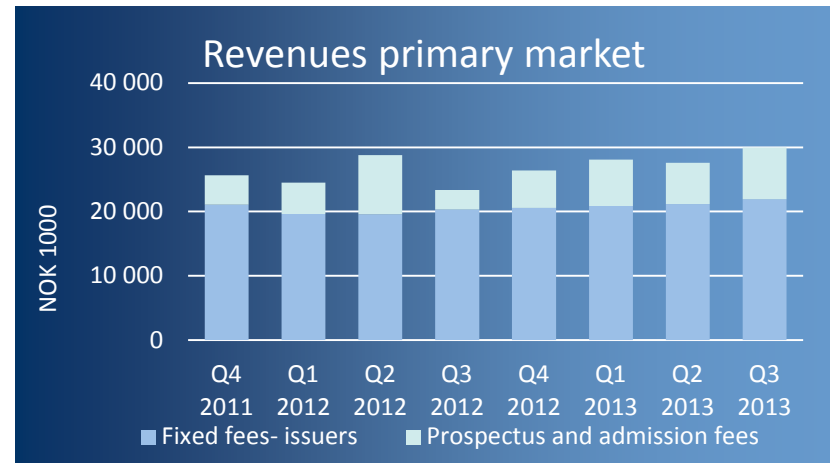
Oslo Børs

- Revenues up 20% or NOK 18 million to NOK 108 million from Q312
- EBITDA up 46% or NOK 20 million to NOK 64 million from Q312
- Revenues and EBITDA from Burgundy and Fish Pool NOK 19 million and NOK 16 million in Q313
- Increased activity in first hand market



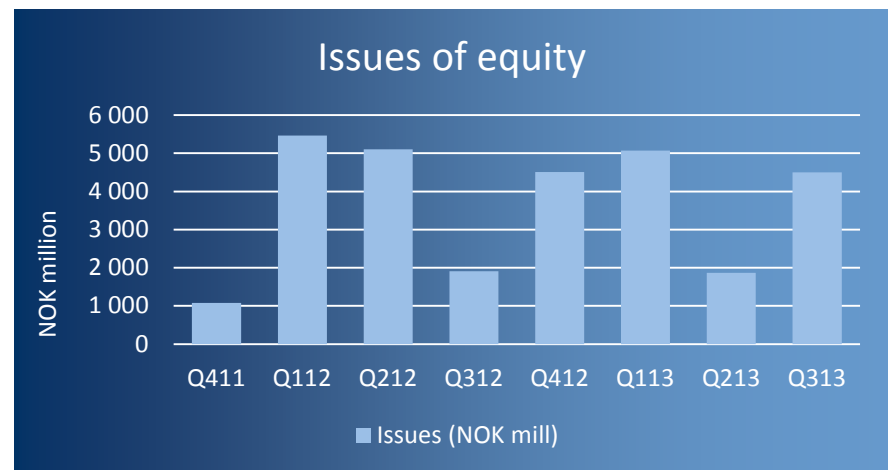
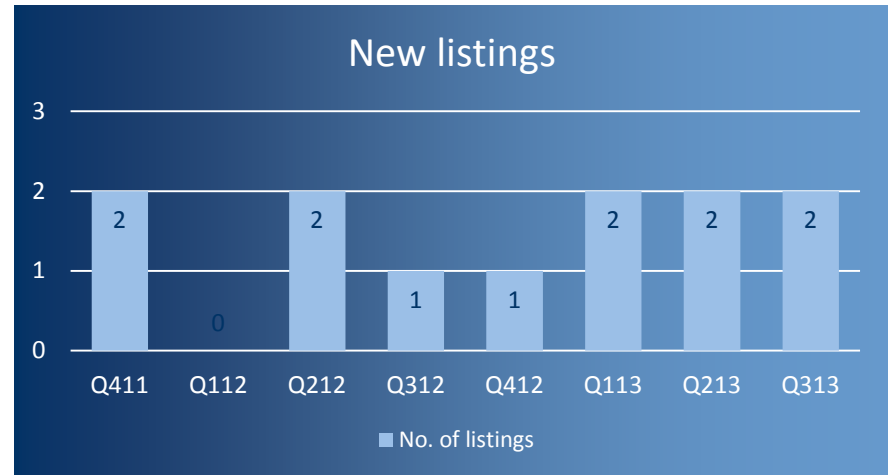
Oslo Børs – primary market

- Steady increase in number of listed bonds and certificates
- Fixed fees from issuers up 8% from Q312
- Fixed fees driven by number of issuers and market capitalisation January 1
- Market cap. issuers up 4% from 2012



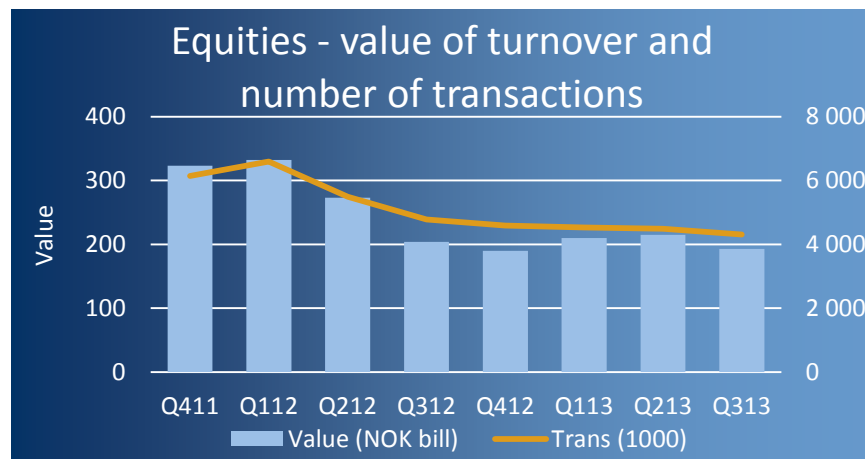
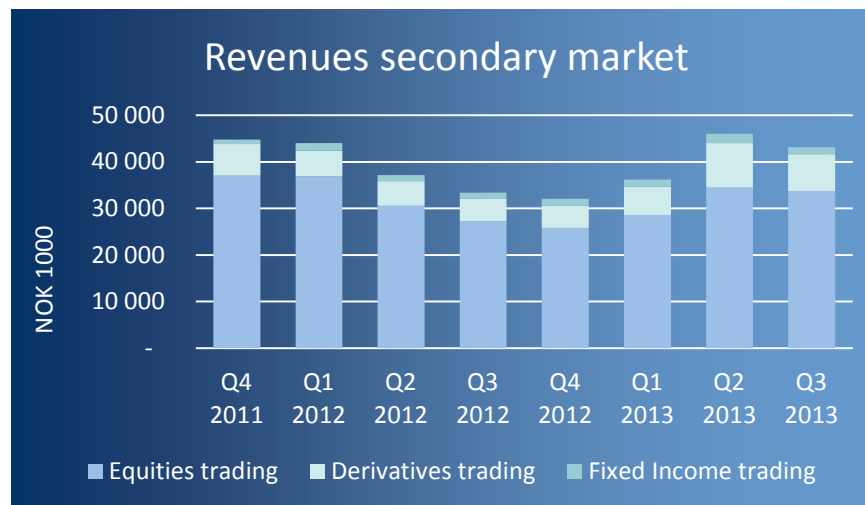
Oslo Børs – primary market

- Prospectus and admission fees up NOK 5 million to NOK 8 million in Q313
- Revenues driven by number and size of IPOs and issues
- Two new listings in Q313
- Continued low level of issues of equity
- High level of issues of fixed income instruments



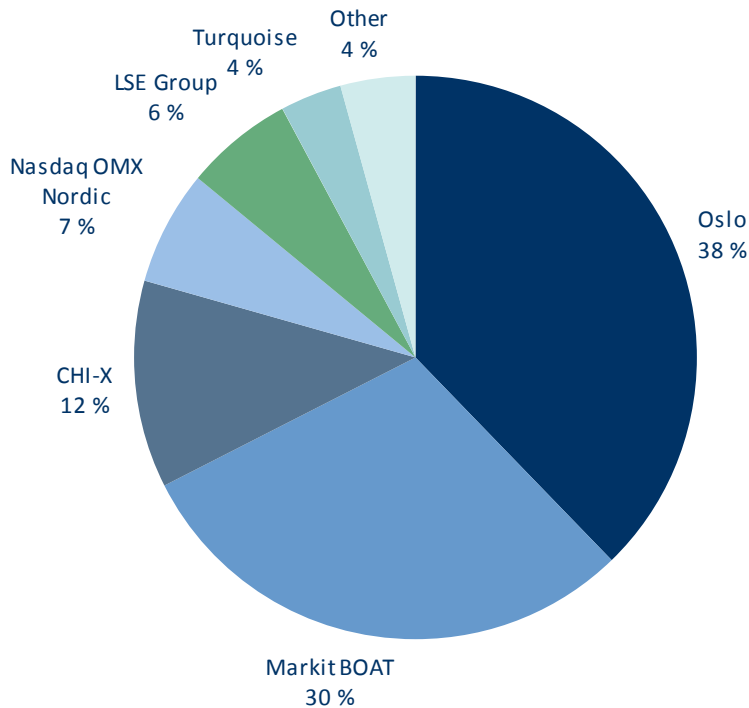
Oslo Børs – secondary market

- Revenues from trading on Oslo Børs down NOK 9 million from Q312
- Revenues from Burgundy and Fish Pool NOK 19 million
- Value of turnover down 5% from Q312
- Reduction in fees from 2013
- Derivatives revenues driven by activity level and composition of derivatives trading
 - No of contracts on Oslo Børs down 1% from Q312
 - Revenues up 9% from Q312

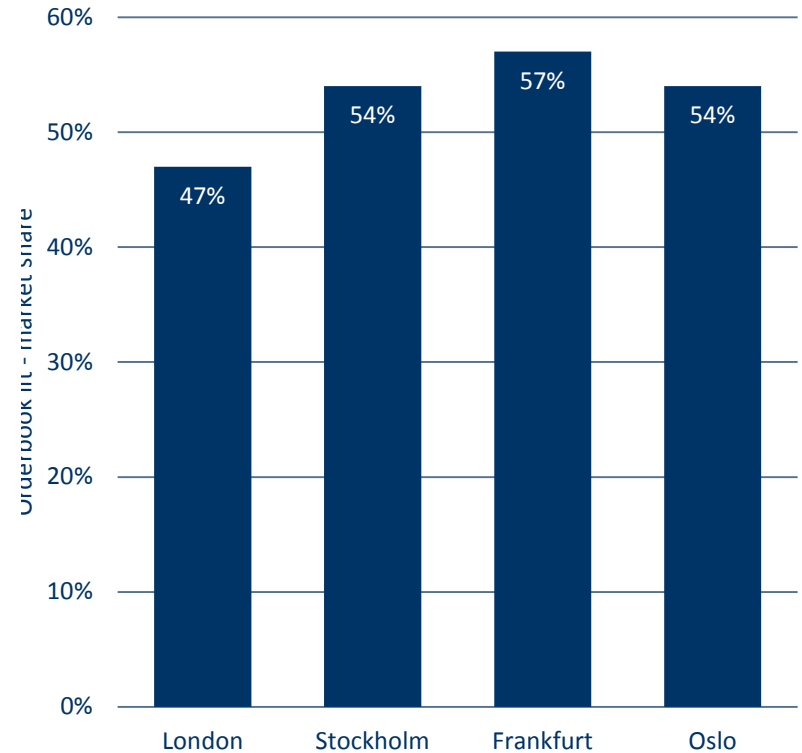


Market share – equities trading

YTD 2013



Sept 2013



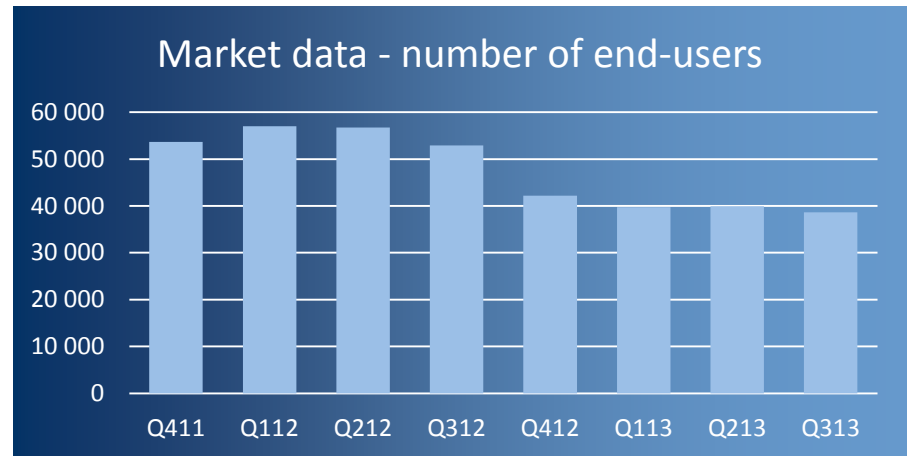
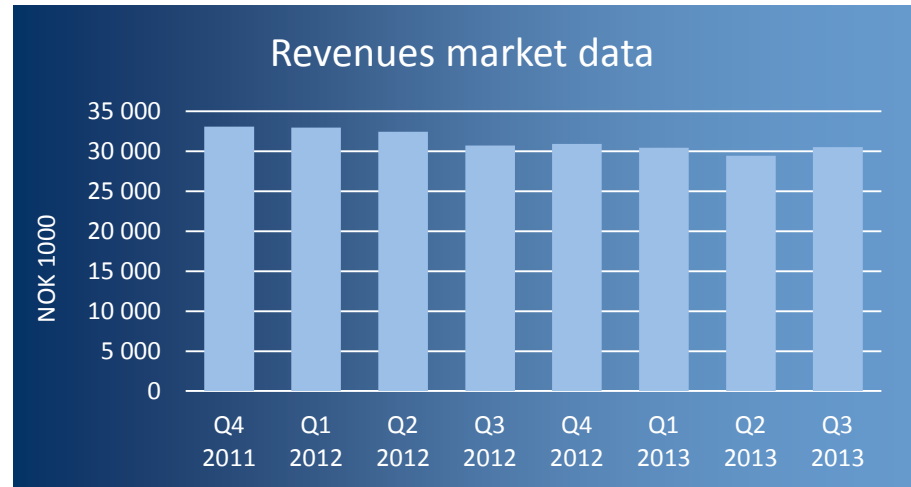
Increased use of Smart Order Routers

Increased internalisation in Europe

(Source: Thomson Reuters)

Oslo Børs – market data

- Revenues in line with Q312, due to one-off item or NOK 2 million
- Revenues primarily driven by number of professional end users of data from Oslo Børs
- Professional users down 6% from Q312



Key market activities

- Rebuild Burgundy market share
- Go live with NIBOR calculation in December
- Common marketing activities with Fish Pool
 - Listings on Oslo Børs
 - Trading on Fish Pool
- Nordic ABM
 - Nordic bond offering for high yield bonds
- Continuous improvement of microstructure
 - Marketplace rules, pricing structure, technology, networks and products
 - New opening hours
- Efficient post trade
 - Interoperability



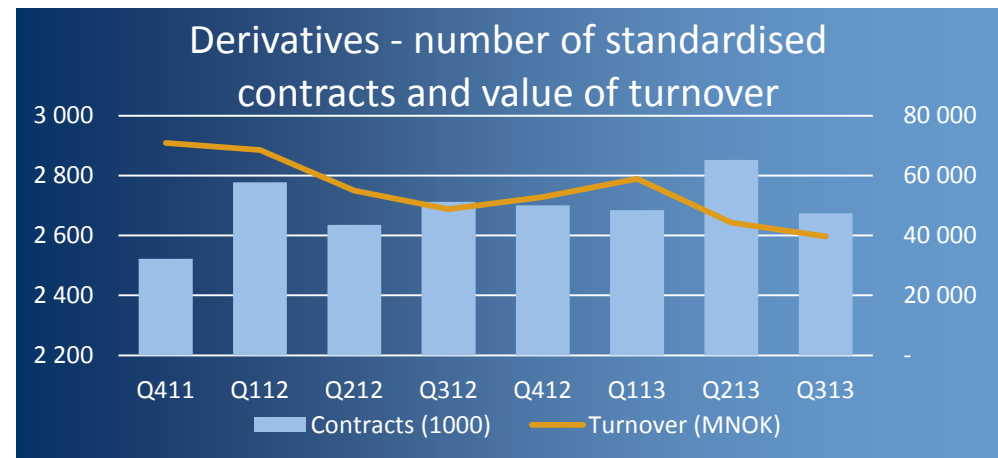
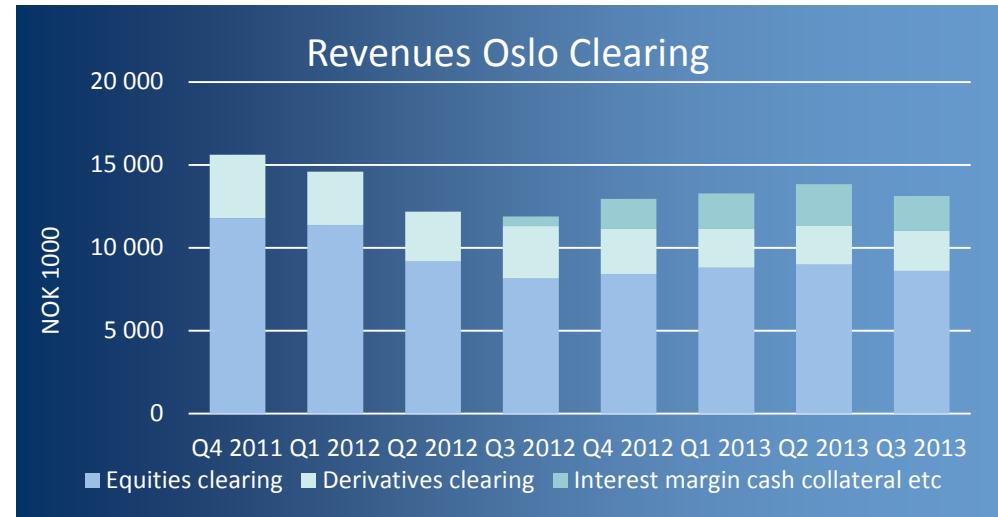
Fish Pool
part of Oslo Børs ASA

burgundy[®]
part of Oslo Børs ASA

nordic abm
part of Oslo Børs ASA

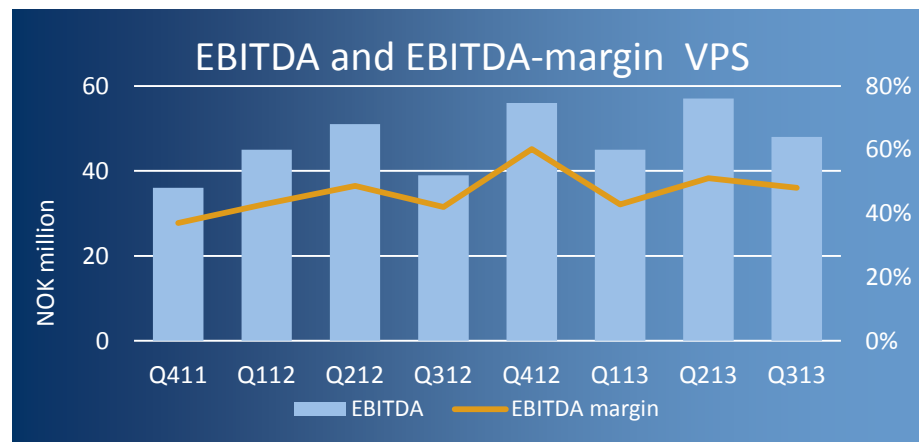
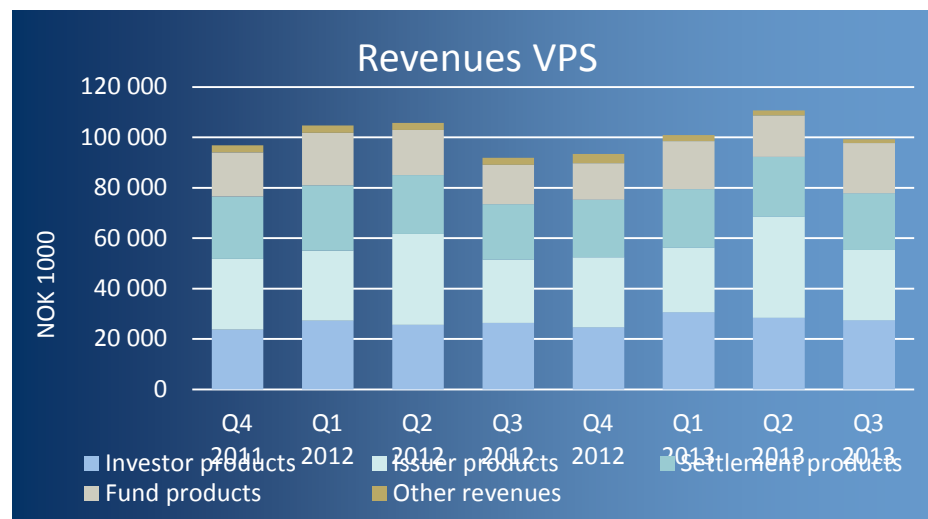
Oslo Clearing

- Revenues up 10% from Q312
- EBITDA up to NOK 2 million
- Equity turnover (value) down 5% from Q312
- Derivatives turnover (contracts) down 1% from Q312
- Clearing revenues driven by
 - trading activity and members choice of fee structures
 - activity level and composition of derivatives trading
- Interoperability with LCH in 2013
- Magica – increased competitiveness in clearing
 - NOK 1057 million in cash collateral under management as of Q313
 - Development of functionality for clearing of derivatives



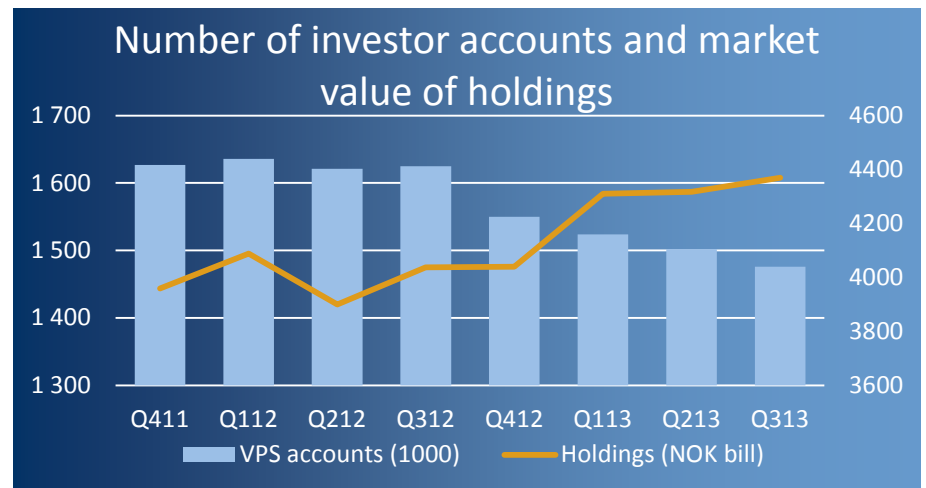
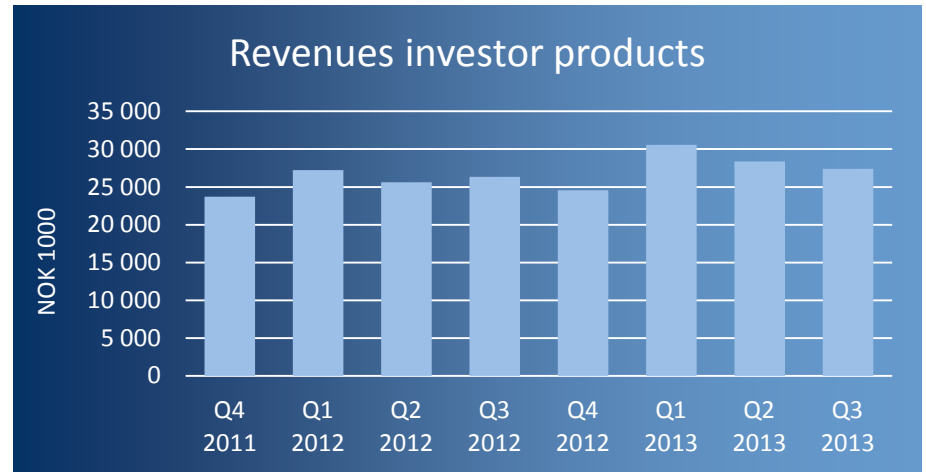
VPS

- Revenues up NOK 7 million or 8% to NOK 99 million from Q312
- EBITDA up NOK 9 millioner or 23% to NOK 48 million from Q312
- Increased revenue in all areas
- Acquisition of Evolution – revenue of NOK 3 million in Q313
- Modernisation of core IT-systems



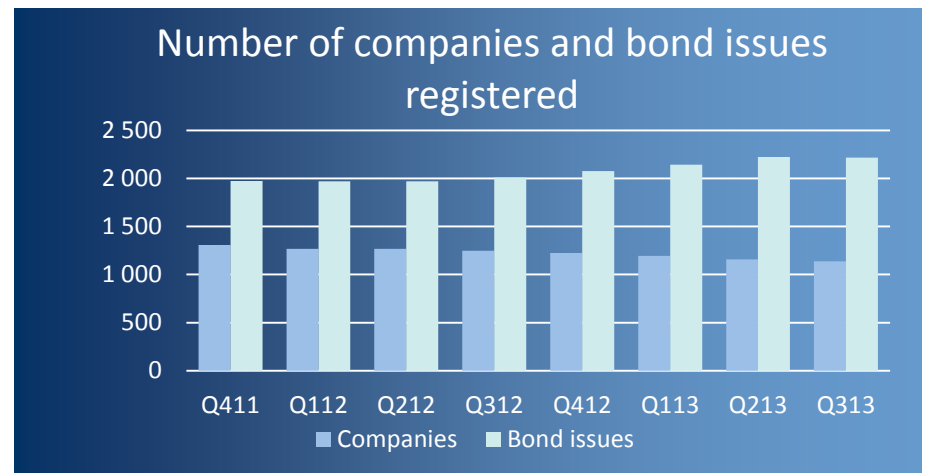
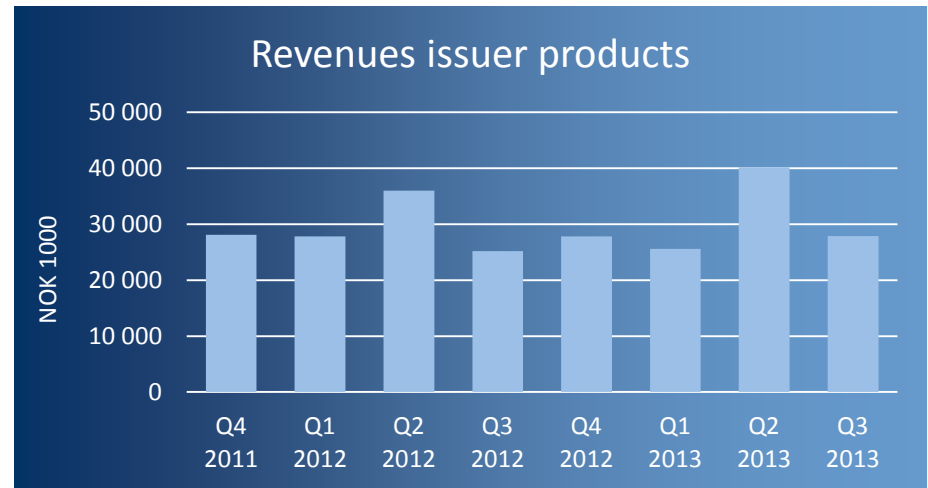
VPS – investor products

- Revenues up 4% from Q312
- Revenues primarily driven by number of VPS accounts and market value of holdings
January 1



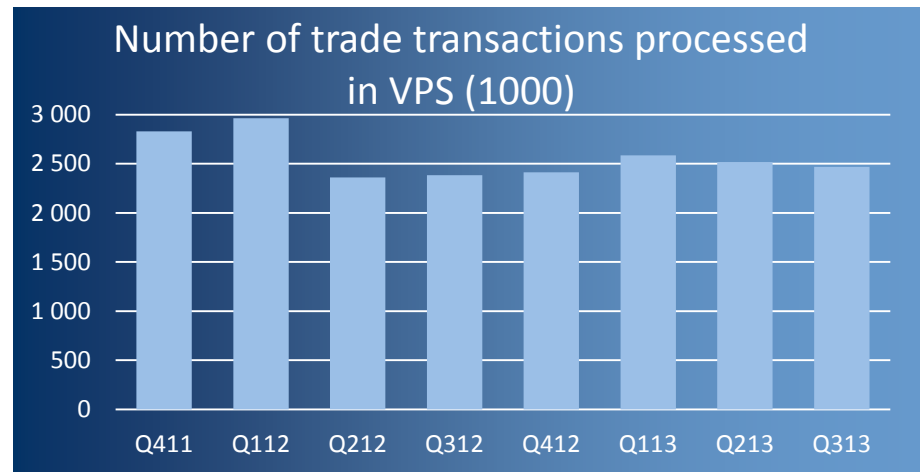
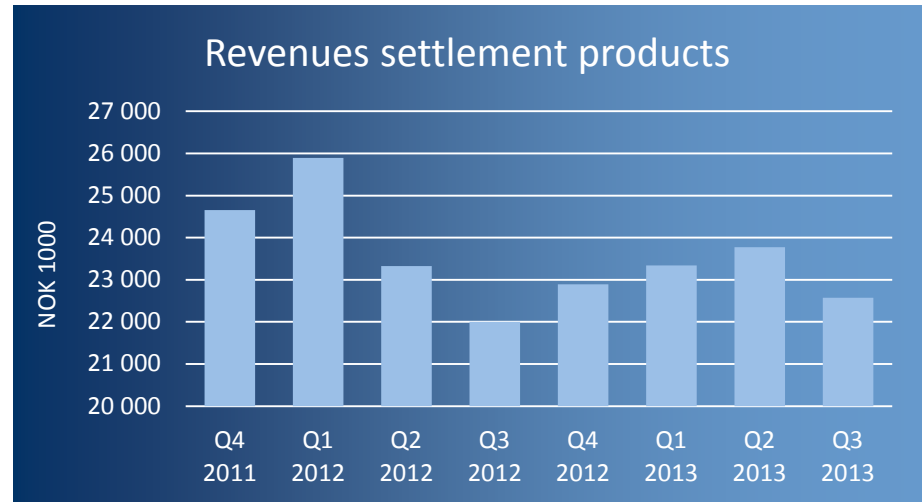
VPS – issuer products

- Revenues up 11% from Q312
- Increase in yearly registration fees, but reduced activity in corporate actions
- Revenues driven by number and composition of issuers and level and composition of corporate activity
 - AGM-season in Q2
- Additional revenue from value added products
 - AGM-services
 - Stock purchase programs
 - Nominee-ID



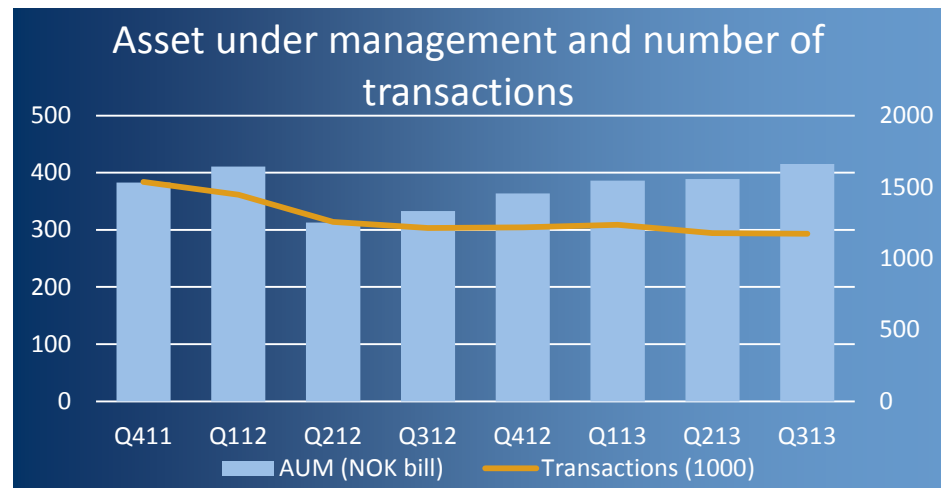
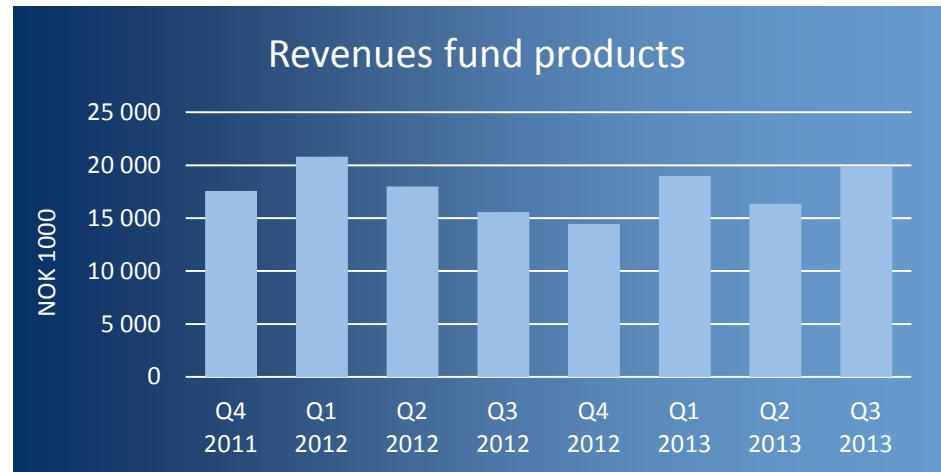
VPS – settlement products

- Revenues up 3% from Q312
- Revenues driven by number of participants and number of settlement transactions



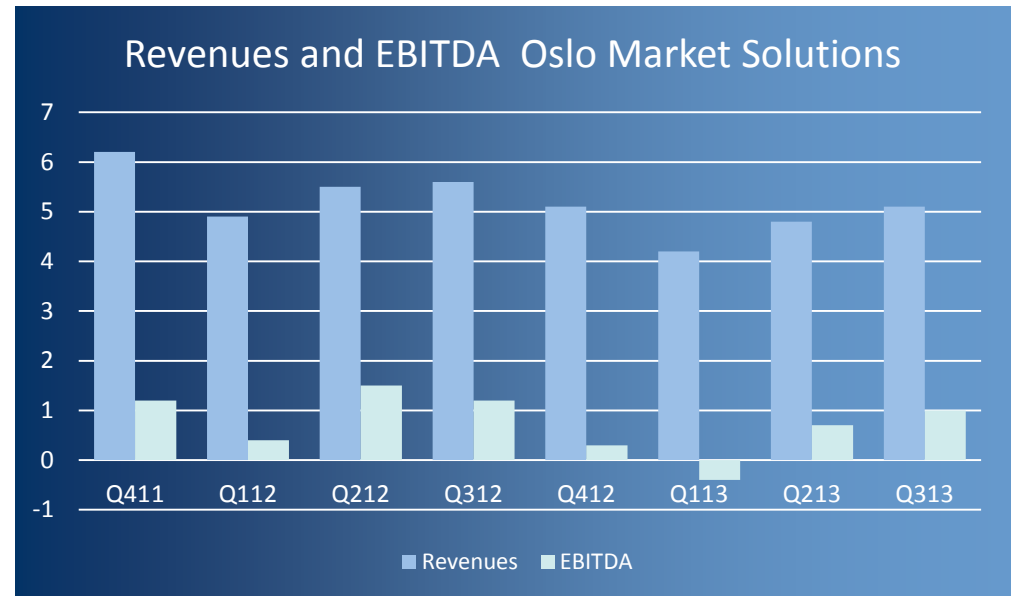
VPS – fund products

- Revenues in Q313 up NOK 4 million from Q312, including NOK 3 million in revenue from Evolution
- Revenues primarily driven by assets under management and number of transactions
- Main deliveries new fund system in operation and well functioning. Project will finalize its deliveries during Q413
- Cairo well received in Norway



Oslo Market Solutions

- Revenues down 9% from Q312
- EBITDA down 17% from Q312

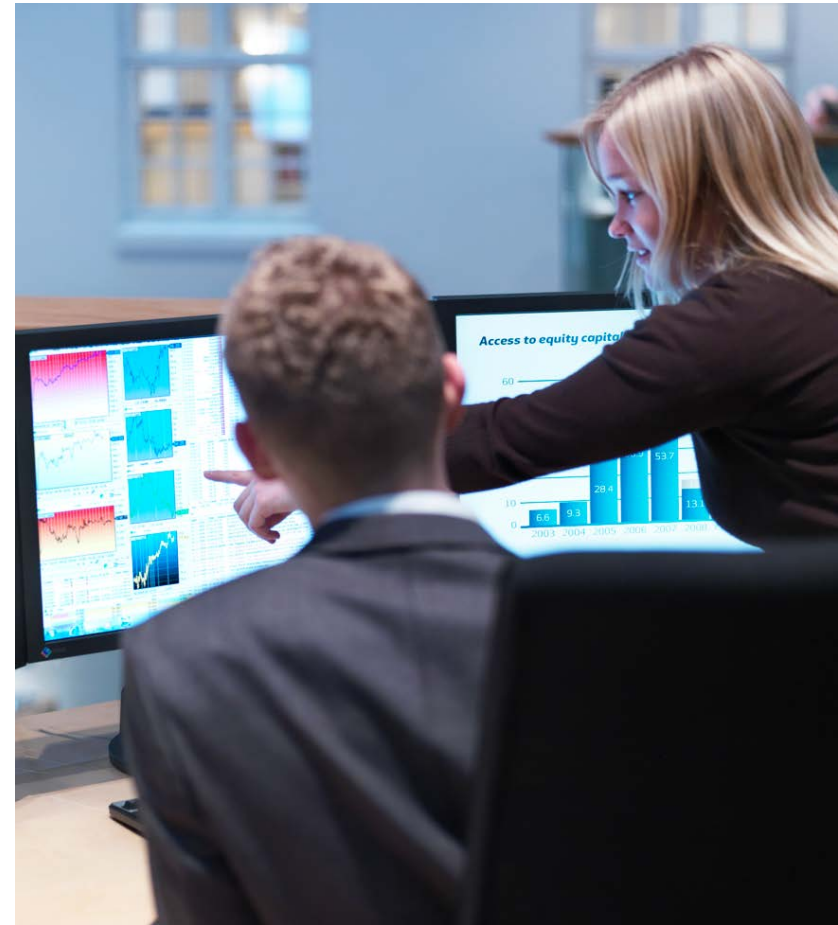


European regulation - implications

- MiFID II and MiFIR
 - More level playing field and increased transparency
- EMIR
 - Opportunity for CCPs in mandatory clearing
 - Requirements for CCPs – organisation, capital and access and interoperability
- CSD-legislation
 - Increased competition – opportunity and threat
- Limited political support for implementation of financial transactions tax in Norway for the time being

Summary

- Continued low activity in the capital markets
- Continued intense competition and pressure on market share
- Continuous focus on operating costs
- Structural changes to take new positions and adapt to challenging competitive environment
- Focus forward
 - Attract new listings/registrations and members
 - Increased sale to existing customers, e.g. Cairo in Norway
 - Strengthen competitive position in secondary market
 - Successful execution of projects
 - Magica, Fund project, modernisation of VPS IT
 - Market activities with Burgundy, Fish Pool and Evolution



Appendix

P&L

	3rd Quarter 2013	3rd Quarter 2012	Change in %	30. Sept 2013	30. Sept 2012	Change in %	2011
Operating revenues	219 350	192 869	14 %	744 784	632 517	18 %	830 309
Operating expenses							
Capitalisation of internal resources	-1 622	-664		-4 787	-4 383		-8 028
Salary and other personnel expenses	66 688	65 614		210 261	200 531		233 221
Other operating expenses	38 456	44 977		204 369	141 018		193 019
Depreciations and write-downs	14 280	16 123		73 438	50 347		66 139
Amortisations	20 592	23 441		60 312	70 324		99 138
Operating expenses before capitalisation of internal resources, depreciations and amortisations	105 144	110 591	-5 %	414 630	341 549	21 %	426 240
Total operating expenses	138 394	149 491	-7 %	543 593	457 837	19 %	583 489
EBITDA	114 206	82 278	39 %	330 154	290 968	13 %	404 069
Operating profit (EBIT)	80 956	43 378	87 %	201 191	174 680	15 %	246 820
Net financial items	4 016	4 664		16 973	16 465		22 509
Ordinary pre-tax profit	84 972	48 042		218 164	191 145		269 329
Tax	23 478	13 487		60 896	53 646		75 296
Earnings for the period	61 494	34 555	78 %	157 268	137 499	14 %	194 033
Actuarial gains/losses defined benefit pension plans	0	0		0	0		19 007
Tax-effect	0	0		0	0		-5 322
Total comprehensive income	61 494	34 555	78 %	157 268	137 499	14 %	207 718
Earnings per share (NOK)	1,43	0,80	78 %	3,66	3,20	14 %	4,51
Diluted earnings per share (NOK)	1,43	0,80	78 %	3,66	3,20	14 %	4,51
Earnings per share (NOK) before amorisations	1,77	1,20	48 %	4,67	4,37	7 %	6,17

Breakdown revenues – Oslo Børs segment

Revenues per area	Q3 2013	Q3 2012	30.09.2013	30.09.2012	2012
Equity Markets	57 987	44 255	163 564	153 811	199 244
Fixed Income Markets	9 905	8 543	30 150	24 753	34 612
Derivatives Markets	7 879	4 863	23 525	15 692	20 490
Financial Market data	30 533	30 732	90 448	96 169	127 097
Other	1 615	1 482	6 824	6 597	8 773
Total Oslo Børs	107 919	89 875	314 511	297 022	390 216
Revenues per category	Q3 2013	Q3 2012	30.09.2013	30.09.2012	2012
Fixed fees- issuers	21 907	20 313	63 930	59 500	80 046
Trading fees	43 154	33 387	125 425	114 107	146 184
Prospectus and admission fees	8 064	3 022	21 742	17 113	22 950
Financial market data	30 533	30 732	90 448	96 169	127 097
Other income	4 261	2 421	12 967	10 133	13 939
Total Oslo Børs	107 919	89 875	314 511	297 022	390 216

Breakdown revenues – VPS segment

VPS	Q3 2013	Q3 2012	30.09.2013	30.09.2012	2012
Investor products	27 380	26 334	86 287	79 201	103 777
Issuer products	27 877	25 175	93 682	89 007	116 856
Settlement products	22 571	22 003	69 691	71 218	94 108
Fund products	19 904	15 590	55 257	54 411	68 875
Other revenues	1 476	2 827	5 900	8 465	12 159
Total VPS	99 208	91 929	310 817	302 302	395 775

Balance sheet

	30. Sept 2013	30. Sept 2012	31. Dec 2011
Fixed assets			
IT-systems	204 230	274 956	245 701
Customer relations	19 350	34 842	30 969
Registrations	13 500	10 000	10 000
Goodwill	498 381	464 233	464 233
Deferred tax assets	71 404	89 117	69 619
Tangible assets	59 394	59 316	65 697
Treasury bills and bonds	105 093	190 454	339 300
Financial fixed assets	14 564	43 490	48 668
Current assets			
Market value of outstanding derivatives positions	442 263	418 496	134 689
Receivables	104 734	80 382	76 808
Treasury bills and bonds	249 258	9 982	20 057
Cash and cash equivalents	1 438 019	1 418 034	1 303 533
Assets	3 220 190	3 093 302	2 809 275
Equity			
Contributed equity	1 307 293	1 380 946	1 450 871
Earned equity	-	-	-
Total equity	1 308 226	1 380 946	1 450 871
Liabilities			
Pension liabilities	168 858	227 775	169 209
Deferred tax liabilities	34 971	55 688	47 621
Cash collateral	1 056 581	772 356	814 386
Market value of outstanding derivatives positions	442 263	418 496	134 689
Current liabilities	209 291	238 041	192 499
Equity and liabilities	3 220 190	3 093 302	2 809 275

Cash flow

	3rd Quarter 2013	3rd Quarter 2012	3rd Quarter 2013	3rd Quarter 2012	2012
Cash flow from					
- operational activities	34 331	49 964	206 313	243 646	258 001
- investment activities	107 635	597 136	230 377	540 077	411 978
- investments in systems and tangible assets	-18 100	-9 843	-36 633	-45 990	-63 849
- investments in treasury bills and bonds	-20 744	-170 193	5 006	-170 193	-329 114
- received cash collateral from members	171 110	772 356	242 195	739 260	781 290
- financial income	4 681	4 816	15 047	17 000	23 651
- financing activities	-665	-152	-302 205	-258 559	-259 315
Cash and cash equivalents at period's start	1 296 718	771 086	1 303 533	892 870	892 870
Change in cash and cash equivalents	141 301	646 948	134 485	525 164	410 664
Cash and cash equivalents at period's end	1 438 019	1 418 034	1 438 019	1 418 034	1 303 534
Cash flow per share (NOK)	3,29	15,04	3,13	12,21	9,55
Treasury bills, bonds and bank deposits			1 792 370	1 618 470	1 662 891
Cash collateral from members			1 056 581	772 356	814 386
Net after deduction for cash collateral from members			735 789	846 114	848 505

Equity

	3rd Quarter 2 013	3rd Quarter 2012	30. Sept 2013	30. Sept 2012	2012
Equity at period's start	1 246 772	1 346 390	1 450 871	1 501 325	1 501 325
Total comprehensive income	61 494	34 555	157 268	137 499	194 033
Dividends			-300 827	-257 878	-257 878
Purchase of own shares			0		-295
Actuarial gains/losses in the period					13 685
Change in non-controlling interests			899		
Other changes	-40		15		
Equity at period's end	1 308 226	1 380 946	1 308 226	1 380 946	1 450 871
Equity ratio	41 %	57 %	41 %	57 %	52 %

Largest shareholders 21 October 2013

Investor	Number of shares	% of top 20	% of total	Type	Country
DNB LIVSFORSIKRING ASA	8,522,045	24.30%	19.82%	Comp.	NOR
JP MORGAN CLEARING CORP.	6,124,940	17.47%	14.24%	Nom.	USA
KOMMUNAL LANDSPENSJONSKASSE	4,300,200	12.26%	10.00%	Comp.	NOR
PARETO AS	3,662,230	10.44%	8.52%	Comp.	NOR
ARENDALS FOSSEKOMPANI ASA	1,996,000	5.69%	4.64%	Comp.	NOR
THE NORTHERN TRUST CO.	1,643,219	4.69%	3.82%	Nom.	GBR
ORKLA ASA	1,285,700	3.67%	2.99%	Comp.	NOR
MSF-MUTUAL FINANCIAL SERVI FD	911,000	2.60%	2.12%	Comp.	USA
MORGAN STANLEY & CO INTERNAT. PLC	775,895	2.21%	1.80%	Nom.	GBR
NORDEA NORDIC SMALL CAP FUND	718,841	2.05%	1.67%	Comp.	FIN
MUST INVEST AS	708,520	2.02%	1.65%	Comp.	NOR
SUNDT AS	657,500	1.88%	1.53%	Comp.	NOR
STATE STREET BANK AND TRUST CO.	630,378	1.80%	1.47%	Nom.	USA
FRANKLIN TEMPLETON EXCLUSIVE	622,000	1.77%	1.45%	Comp.	LUX
HSBC TRINKAUS & BURKHARDT AG	500,000	1.43%	1.16%	Nom.	DEU
MP PENSJON PK	465,000	1.33%	1.08%	Comp.	NOR
SPAREBANKEN VEST	460,000	1.31%	1.07%	Comp.	NOR
BANQUE DE LUXEMBURG S.A	377,160	1.08%	0.88%	Nom.	LUX
GOLDMAN SACHS INTERNATIONAL EQUITY	364,281	1.04%	0.85%	Nom.	GBR
MSF-MUTUAL EUROPEAN FUND	340,000	0.97%	0.79%	Comp.	USA
Total number owned by top 20	35,064,909	100%	81.54%		
Total number of shares	43,004,000		100%		

Share price Oslo Børs VPS Holding ASA



