# Bursa Malaysia Berhad FY2023 Financial Results

31 January 2024



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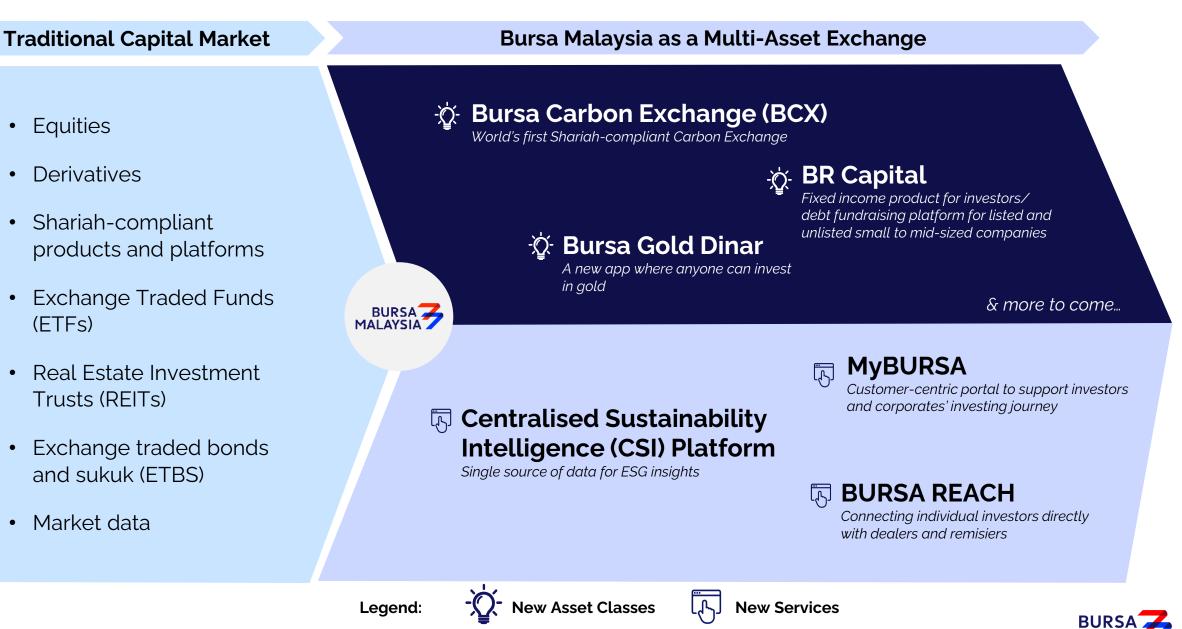
# Agenda

Our Progress to being a Multi-Asset Exchange & Our Refreshed Brand Identity



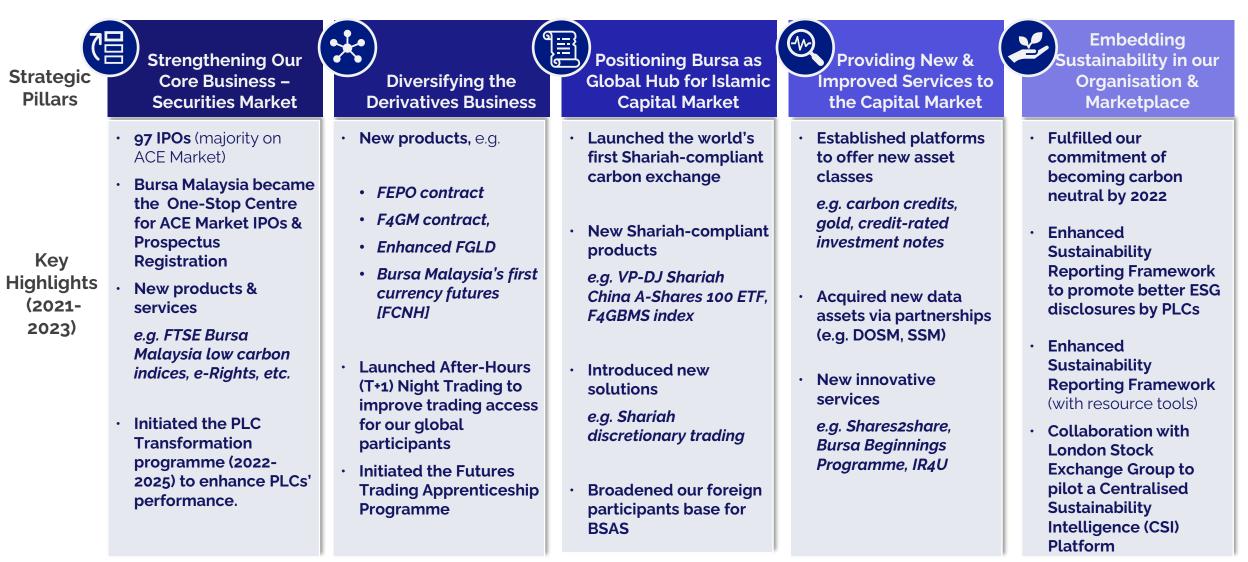


## **Our Evolution**



## Reflections on our Strategic Roadmap 2021-2023:

We made good progress in enhancing market ecosystem and expanding our offerings in our pivot to be a Multi-Asset Exchange



FEPO = East Malaysia Crude Palm Oil Futures F4GM = FTSE4Good Bursa Malaysia Index Futures FGLD = Gold Futures F4GBMS = FTSE4Good Bursa Malaysia Shariah DOSM = Department of Statistics Malaysia SSM = Suruhanjaya Syarikat Malaysia IR = Investor Relations FCNH = Mini USD/CNH Futures Note: List above is not exhaustive



## 2023 Awards and Accolades

#### Futures & Options World (FOW) The Asia Capital Markets Awards 2023

- Bursa Malaysia Derivatives Berhad: Exchange of The Year Commodities
- Bursa Malaysia Derivatives Berhad: Exchange of The Year Sustainability



#### The Edge Billion Ringgit Club Awards 2023

- Highest Return on Equity over 3 Years in Financial Services sector (below RM10 billion market capitalisation)



#### Islamic Finance News (IFN) Service Providers Poll 2023

- Best Stock Exchange for Islamic Listings (6<sup>th</sup> consecutive winning since the category was introduced in 2018)

# 8

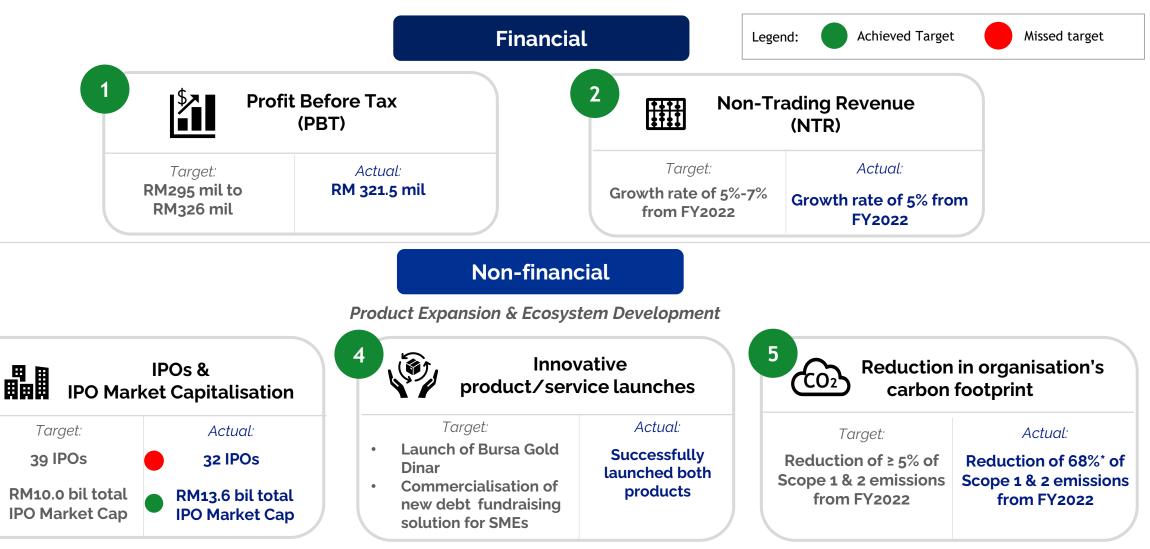
### Asia's Leading Exchange in Gender Equality in Corporate Leadership

According to the report by United Nations Sustainable Stock Exchange and International Finance Corporation, Malaysia leads in the Asian region in terms of percentage of women on board - at 26% of board seats.



## We had set FY2023 Headline KPIs to steer ourselves forward. We achieved most of our targets.

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\* Note: Scope 1 & 2 emissions for FY2023 were reduced through the organisation's energy efficiency initiatives and utilisation of Renewable Energy Certificates (RECs).

The headline KPIs are/were targets or aspirations set by the Company as a transparent performance management practice. These headline KPIs shall not be construed as either forecasts, projections or estimates of the Company or representations of any future performance, occurrence or matter as the headline KPIs are merely a set of targets /aspirations of future performance of future performance aligned to the Company's strategy



# Key Financial Highlights & Market Performance





## FY2023 Financial Highlights Double digit PATAMI growth



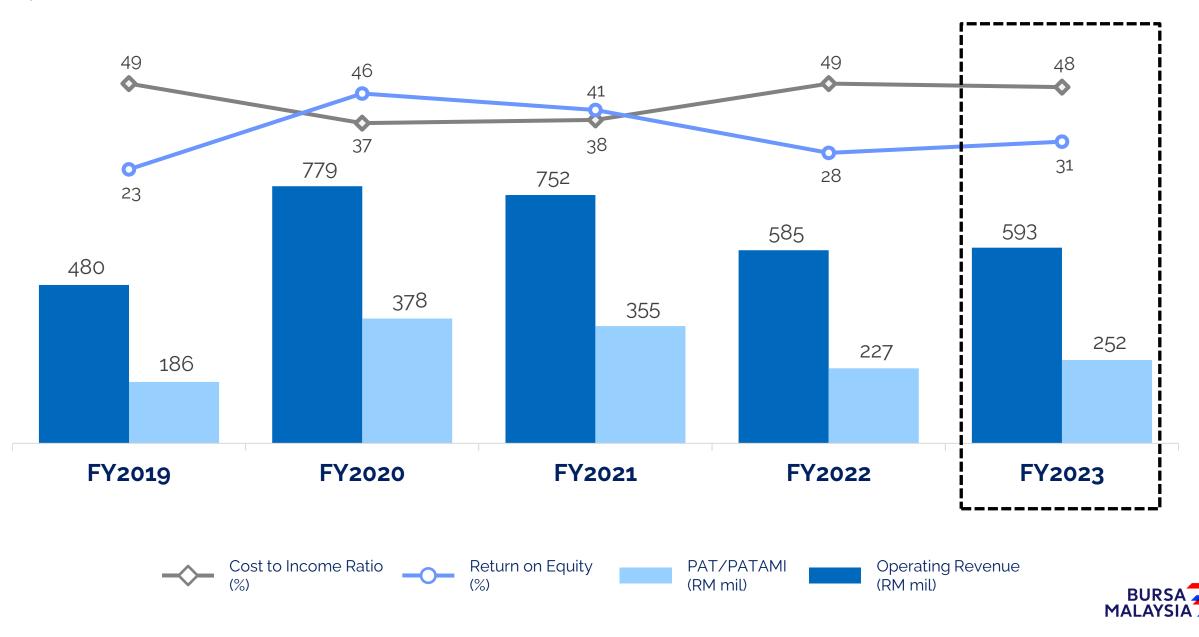
 Increase in operating revenue mainly from higher non-trading revenue Increase in staff and technology costs were offset by a one-off reversal of provision

• As a result, PATAMI increased by 11.4% in FY2023 as compared to FY2022

COST TO	FY2023: 48%		FY2023: 31%		FY2023: 31.2 sen
INCOME	▼ 1 p.p.	ROE	▲ 3 p.p.	EPS	<b>▲ 11.4%</b>
RATIO	FY2022: 49%		FY2022: 28%		FY2022: 28.0 sen

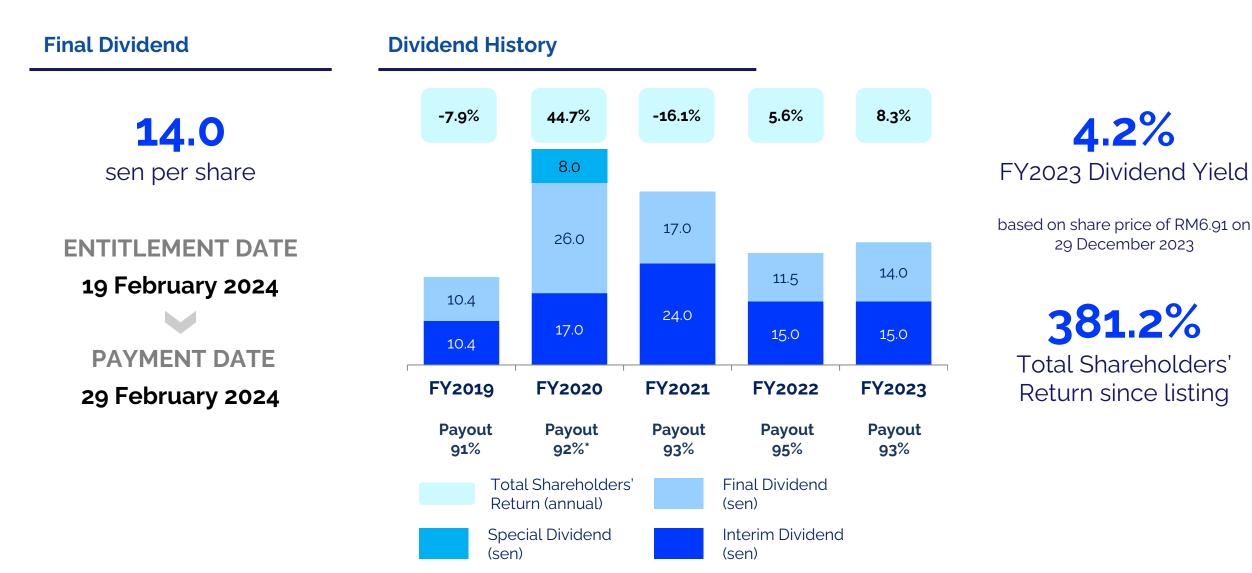


## Yearly Financial Trend Improved financial ratios with ROE of 31% and CTI at 48%



## Dividend

## Final dividend of 14.0 sen per share; FY2023 dividend yield of 4.2%



\* Excludes special dividend



## **Securities Market Overview**

ADV marginally declined by 0.6%

Initial Public Offerings (IPO)

Market	FY2022	FY2023
IPO Market Cap (RM bil)	11.2	13.6
Number of IPOs	35	32
MAIN	5	7
ACE	25	24
LEAP	5	1



V

0.6%

ADV

Note:

a)

b)

2,056

600

566

890

FY2023

OMT – On Market Trades

foreign & PDTs

Retail ADV comprises local,

Market Capitalisation (RM bil)



#### **New Structured Warrants**

FY2022	FY2023
1,447	1,497

#### Funds Raised (RM bil)

2,068

553

550

965

FY2022

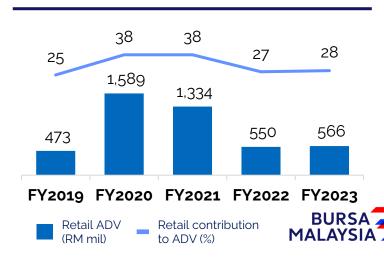
ADV – Retail

ADV - Foreign Institution

ADV – Domestic Institution



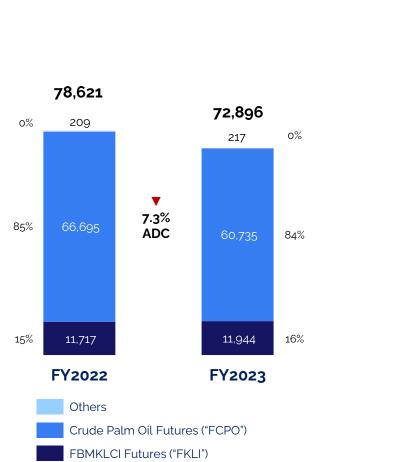
#### Retail ADV (RM mil)

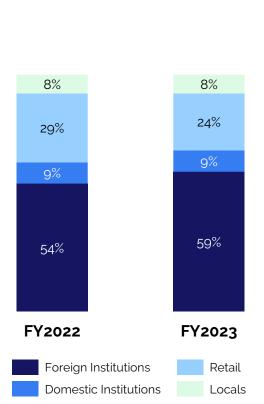


## **Derivatives Market Overview**

**ADC Traded by Products** 

## ADC decreased on the back of lower volatility of CPO Prices



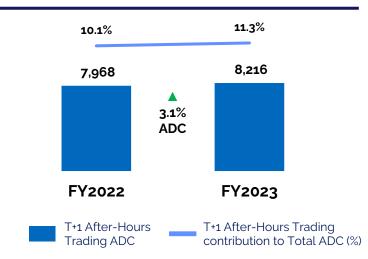


ADC Traded by Investor Types

#### **Product Volatility**

FY2023	<b>27</b> %	7%
	Volatility of CPO Prices	Volatility of FBMKLCI
FY2022	45%	11%

#### **T+1 After-Hours Trading**



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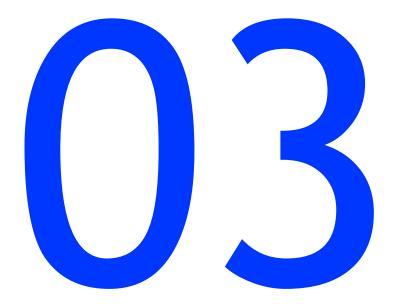
## **Islamic Markets Overview**

## BSAS trades declined slightly by 1.0% as domestic participation dropped

#### FY2023 Highlights Breakdown of Islamic Markets Activity **BSAS ADV (RM bil)** Market Capitalisation of Shariah-**Compliant Stocks (RM bil)** 82% 1,156 1,174 45.6 45.1 of Bursa Sug Al-Sila' (BSAS) trades contributed by 5 - 3% 3% local participants **30** new participants In 2023, BSAS admitted 24 Local 37.8 37.1 1,136 97% 1,122 97% 1.0% 1.6% Participants and 6 Foreign ADV Mkt Cap Participants **▲ 6.7%** FY2022 FY2023 31-DEC-22 31-DEC-23 increase in the number of FY2023 FY2023 82% (811) 354 Shariah-compliant stocks % and no. of Shariah-No. of Trading **Participants Compliant Stocks** FY2022 FY2022 79% (760) 325 Foreign Domestic LEAP Market Main Market ACE Market Others

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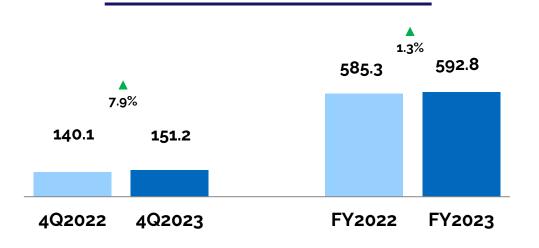
## **Financial Review**



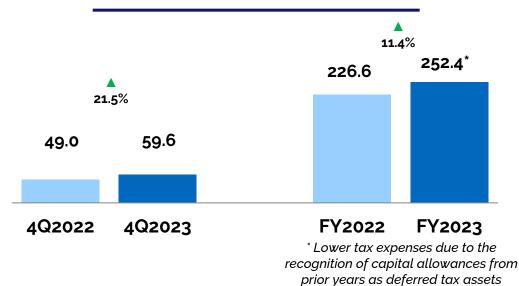


## **Financial Snapshot** PATAMI improved by 11.4% in FY2023

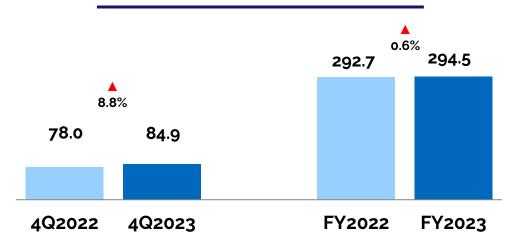
**Operating Revenue (RM mil)** 



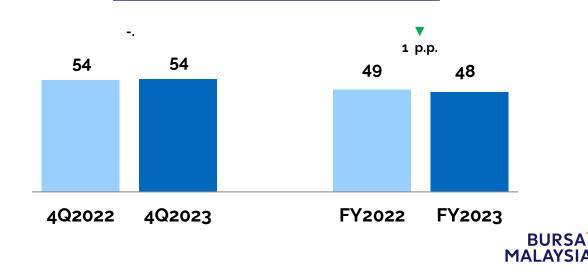
PATAMI (RM mil)





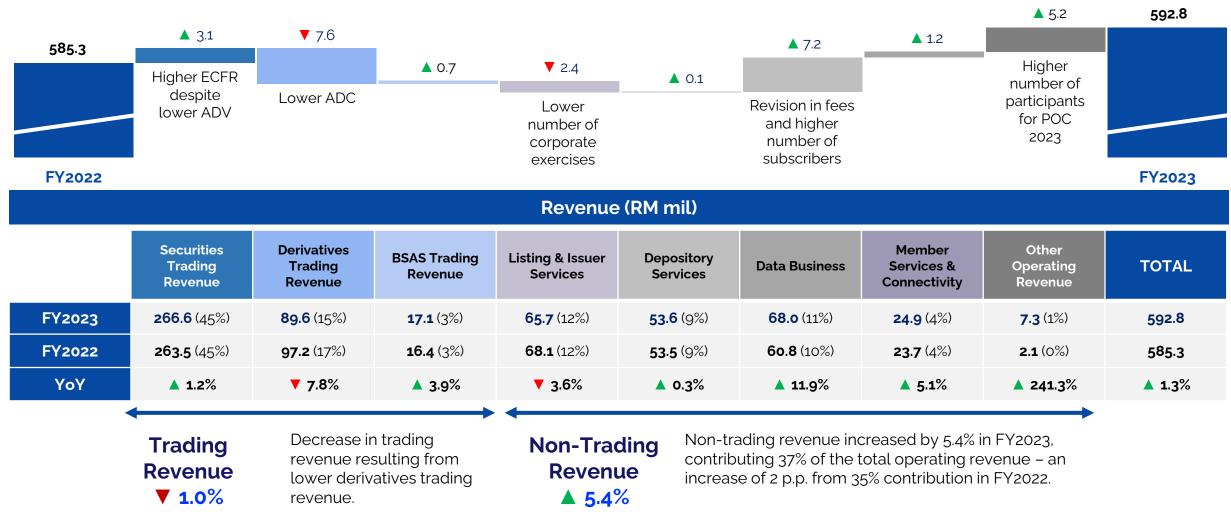


Cost to Income Ratio (%)



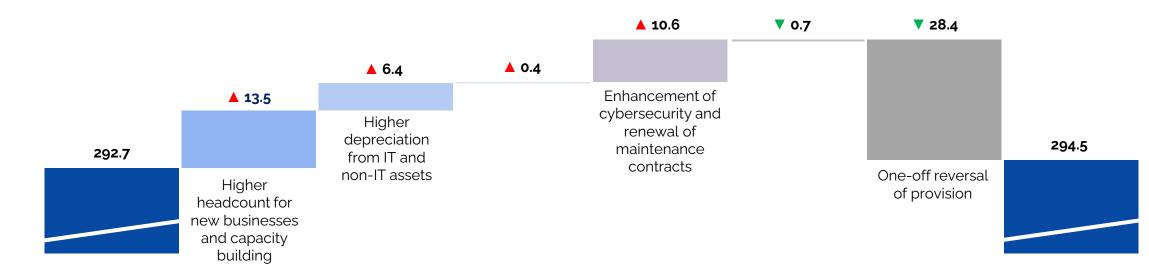
## Operating Revenue

Marginal increase of 1.3% to RM592.8 million





## **Operating Expenses** Marginal increase of 0.6% to RM294.5 million



	Expenses (RM mil)						
	Staff Costs	Depreciation & Amortisation	Marketing & Development	IT Maintenance	Service Fees	Other Operating Expenses	TOTAL
FY2023	<b>168.6</b> (57%)	<b>33.3</b> (11%)	20.9 (7%)	<b>36.2</b> (12%)	20.8 (7%)	<b>14.7</b> (6%)	294.5
FY2022	<b>155.1</b> (53%)	<b>26.9</b> (9%)	20.5 (7%)	<b>25.6</b> (9%)	<b>21.5</b> (7%)	<b>43.1</b> (15%)	292.7
YoY	▲ 8.7%	<b>▲</b> 23.7%	▲ 2.0%	<b>▲ 41.3</b> %	▼ 3.3%	▼ 65.7%	▲ 0.6%



# Our Way Forward





## We are transitioning to the next phase of our journey ...



## Deepen capabilities to capture new growth opportunities

- Acquire technical knowledge via Proof of Concepts (PoCs)
- Enhance technology, innovation & data capability
- Establish new platforms and services to serve emerging market needs

### 2024-2026

#### <u>Advancing</u> as a Multi-Asset Exchange

- Expand & enhance our Multi-Asset Products & Services
- Leverage our Multi-Asset offerings, data and technology to deliver superior Customer Experience (CX) and increase value for our customers



## We will adopt 3 approaches to drive our vision and mission forward

MISSION Creating Opportunities, Growing Value

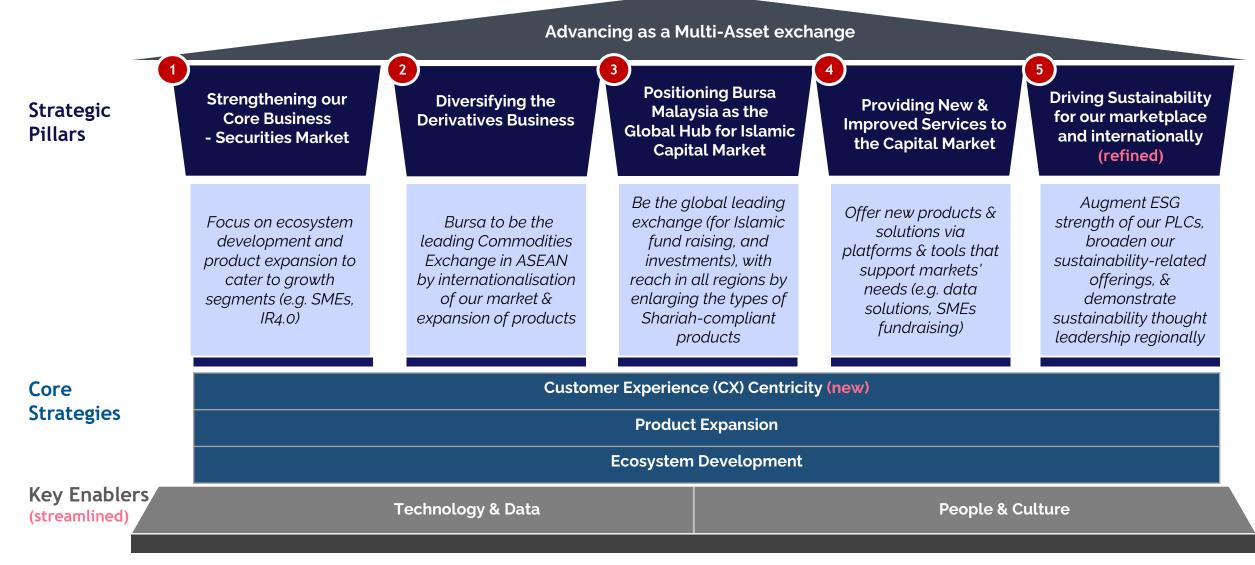


## To be ASEAN's leading, sustainable and globallyconnected marketplace

STRENGTHEN Continue to augment our Core Businesses	<ul> <li>Product and service expansion</li> <li>Focus on superior customer experience</li> <li>More enabling &amp; efficient market</li> <li>Capacity building of our ecosystem</li> </ul>
MONETISE Commercialise our New Ventures	<ul> <li>Nurture and grow our new platforms and solutions: <ul> <li>Bursa Carbon Exchange (BCX)</li> <li>Bursa Gold Dinar (BGD)</li> <li>BR Capital</li> </ul> </li> </ul>
EXPAND Explore new opportunities	<ul> <li>Continuously leverage our core and new platforms to expand into fresh, innovative offerings</li> <li>Build sustainability leadership in ASEAN &amp; globally</li> </ul>



# Our Strategic Roadmap 2024-2026 outlines exciting opportunities to chart our growth trajectory





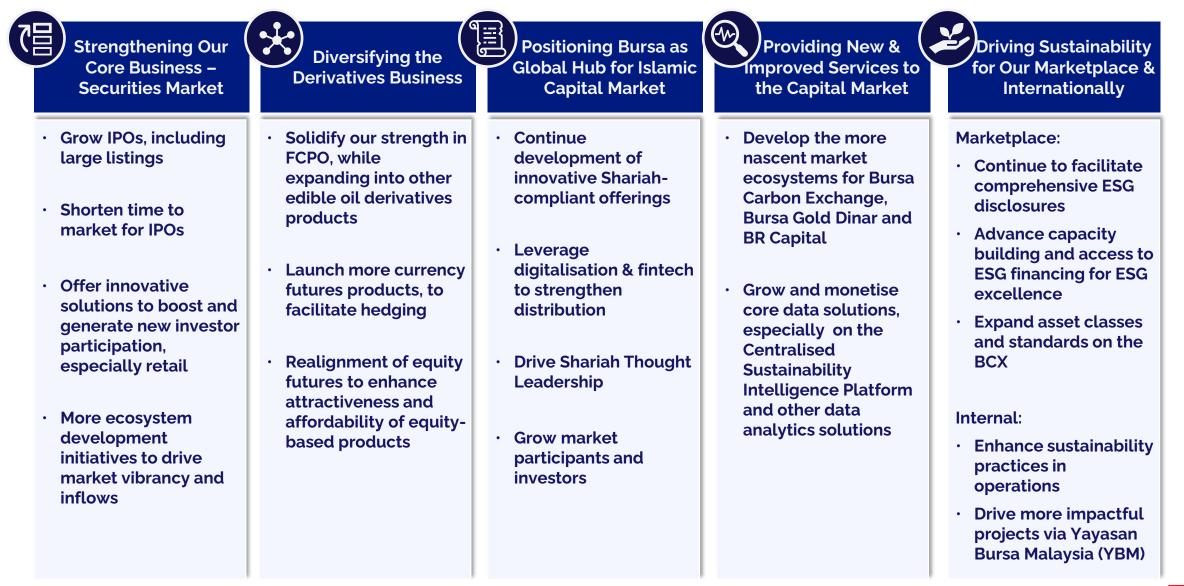
## Strategic Roadmap 2024-2026 Our focus is on executing 3 Core Strategies

1	Customer Experience (CX) Centricity	<ul> <li>Deliver superior service to attract, engage &amp; delight our customers, and increase their "stickiness" and lifetime value within our markets</li> <li>Offer seamless, easy &amp; secure access to our products &amp; services</li> <li>More targeted marketing efforts</li> <li>Strengthen customer support for all offerings</li> </ul>	
2	Product & Service Expansion	<ul> <li>Expand &amp; diversify the range of our products &amp; services to grow offerings available to market participants</li> <li>Expand product/ service suite to cater to different investor preferences and needs – both retail and corporates</li> <li>Create and monetise non-trading services</li> </ul>	
3	Ecosystem Development	<ul> <li>Enhance the market ecosystem and address market needs, to create a more vibrant marketplace</li> <li>Deepen sustainability in our marketplace</li> <li>Remove hurdles in the ecosystem (e.g. shortening time to market for IPOs, making shares even more accessible)</li> <li>Support readiness of new participants especially in new business areas</li> </ul>	



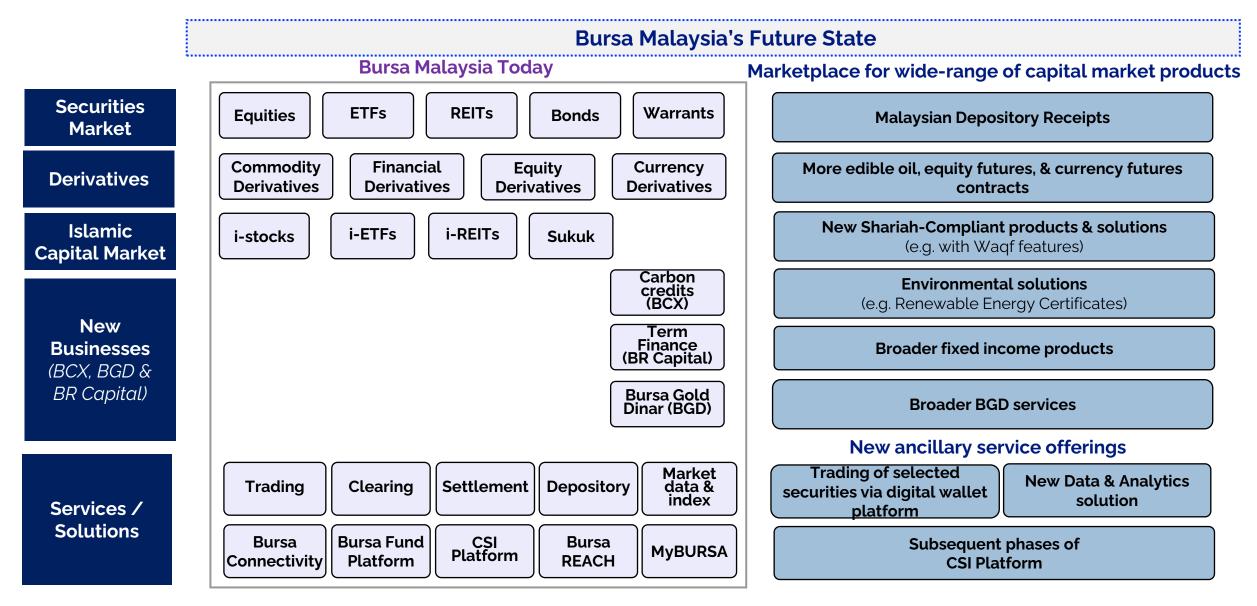
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## Strategic Roadmap 2024-2026 Our initiatives will be implemented across 5 Strategic Pillars





## Future State: Solidifying our position as a Multi-Asset Exchange



Legend: Current Potential launch in 2024-2026



## Our Headline KPIs for year 2024



\* Lower than FY2023 PBT as there was a one-off reversal of provision in FY2023



Target:

#### Growth rate of 5%-7% from FY2023



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# Thank you

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# Appendices





## Key Achievements in 2023 (1/5)

#### Strategic Pillar 1: Strengthening Our Core Business – Securities Market

#### **Product / Service Expansion**



Welcomed 32 new PLCs

(7 Main Market, 24 ACE Market, 1 LEAP Market)



1,497 new Structured Warrants listed



Introduced transfer of listing framework from LEAP market to ACE market, which facilitates eligible LEAP Market listed corporations to graduate to the ACE Market (w.e.f. 1 Apr)

**Ecosystem Development** 



Launched the **web-based Burmon Trader game** to educate youth on concepts of stock investment (5 Aug)



Harmonisation of Proprietary Day Trader (PDT) and Investment Account Proprietary Trader (IVT) frameworks to facilitate more effective monitoring and create a level playing field for market participants (2 Oct)

Signed **Memorandum of Collaboration** with **TNG Digital (TNGD)** and **Affin Hwang Investment Bank Berhad** towards enabling investors to easily participate in the stock market via the Touch 'n Go (TNG) eWallet's GOinvest feature (10 Oct)

Launched **Bursa IR4U Programme** and released two handbooks to support and enhance the standards and capabilities of Investor Relations (IR) practices as well as raise the visibility and investability of Malaysian listed companies to foreign and local investors (1 Dec)



## Key Achievements in 2023 (2/5)

#### Strategic Pillar 2: Diversifying the Derivatives Business

#### **Product Expansion**



Signed an agreement with **Dalian Commodity Exchange (DCE) for the licensing of Soybean Oil Futures** settlement price, marking this the first product collaboration between a Chinese derivatives exchange and an Asian exchange based outside of China (2 Nov)



Launched **Mini USD/CNH Futures** (FCNH), the country's inaugural exchange-traded currency futures contract (11 Dec)

#### **Ecosystem Development**

Launched the **Futures Trading Apprenticeship Programme** to nurture and equip aspiring traders with skills needed as derivatives traders (11 Sep)

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**Extended strategic agreement** with **CME Group** to September 2028 to continue the global accessibility of the Exchange's derivatives offerings via CME's Globex platform (2 Oct)



## Key Achievements in 2023 (3/5)

### Strategic Pillar 3 : Positioning Bursa Malaysia as the Global Hub for Islamic Capital Market

#### **Product / Service Expansion**



Developed **Bursa Gold Dinar**, a Shariah-compliant gold trading platform, providing investors with digital convenience to invest in gold through a mobile app.

#### **Ecosystem Development**



Enhanced<sup>\*</sup> the Islamic Securities Selling and Buying – Negotiated Transaction (ISSBNT) Framework, providing a more facilitative trading environment to enable market participants greater flexibility to buy and sell the Shariahcompliant securities under the ISSBNT model, which will improve trading liquidity and velocity of Shariahcompliant securities asset (9 Feb)



Enhanced Main Market Listing Requirements to **facilitate** offering of listed Real Estate Investment Trusts (REITs) and Exchange-traded Funds (ETFs) with waqf feature (w.e.f 3 April)



Onboarded **new BSAS local and foreign Trading** (e.g. Saudi Arabia, Kuwait, Tanzania, Singapore, and Turkiye)





## Key Achievements in 2023 (4/5)

#### Strategic Pillar 4 : Providing New & Improved Services to the Capital Market



### New Asset Class Offerings

- Bursa Carbon Exchange held an auction and subsequently commenced trading of carbon credits with two standardised contracts offered, namely Global Technology-Based Carbon Contract ("GTC") and Global Nature-Based Plus Carbon Contract ("GNC+") (16 Mar & 25 Sep)
- Launched **BR Capital debt fundraising platform** to enable listed and unlisted SMEs to raise funds via the issuance of credit-rated investment notes and providing investors with the opportunity to diversify their portfolios (22 Dec)



### **New Data Solutions**

- Signed an agreement with the **Department of Statistics Malaysia**, allowing both parties to share macroeconomic data to identify key trends and insights to further develop the capital market (4 Jan)
- Launched **Bursa Connectivity Services**, a universal connectivity solution that allows global users quick and seamless access to Bursa Malaysia's pool of data (16 Feb)
- Completed the development of **SME X Platform**, an online platform that offers financial institutions and investment entities a blend of Bursa Malaysia market data and data from SSM (12 Dec)



## Key Achievements in 2023 (5/5)



### Strategic Pillar 5 : Embedding Sustainability in Our Organisation & Marketplace

## Foster strategic ties to enhance our carbon market ecosystem

 Launched Voluntary Carbon Market (VCM) Handbook and VCM Directory at the inaugural Malaysia Carbon Market Forum (5 Oct)



 Initiated collaboration to pave the way for BCX to offer renewable energy certificates (4 Dec)



Gold Standard

sarawak

Hydropower

E INTERNATIONAL

mnowering Flectricity Durchase

Sustainability

#### Augment sustainability practices & disclosures

- Launched a Mandatory Onboarding Programme on sustainability for directors of PLCs of ACE and Main Markets (6 Jun)
- Issued the **Illustrative Sustainability Report (ISR)**, a new tool aimed to encourage greater sustainability reporting compliance by listed issuers (20 Sep)
- Signed **MoC with UN Global Compact Network Malaysia & Brunei** to explore the development of **sustainability-focused capability and capacity building programmes** for the Malaysian marketplace (27 Nov)
- Launched ESG Reporting Platform to support our PLC's mandatory sustainability disclosures (4 Dec)
- Expanding FTSE4Good ESG scores to all Main & ACE Market PLCs in a phased approach
- Developing (piloted) the **Centralised Sustainability Intelligence (CSI) Platform** with the London Stock Exchange Group to enable listed issuers and their supply chain partners to enhance ESG disclosures, conduct carbon assessments, and access sustainable financing.



# Despite ongoing external headwinds, several factors could provide positive momentum in our securities market in 2024



Malaysia's economy remained resilient, despite softer global growth

Malaysia's GDP is projected to grow by 4%-5% in 2024 (2023 estimate: 4%), anchored by firm domestic demand

#### Catalytic initiatives under various national plans

Expected to strengthen Malaysia's growth trajectory - including from the National Energy Transition Roadmap (NETR), and New Industrial Master Plan (NIMP 2030)

## Malaysia, potential key beneficiary of ongoing reorientation in global supply chains

Supported by the nation's strong local value chain & linkages with regional and international trade partners via AEC, RCEP and CPTPP

### Ongoing initiatives to attract trading and IPOs/products

Aiming to strengthen market vibrancy – including improve ease of listing, diversification of products & services offered

#### **Companies in FBMKLCI remain relatively attractive in valuation**

Offering more upside opportunities. FBMKLCI is currently trading below its long term forward P/E.



## 4Q2023 Financial Highlights

Current quarter versus previous quarter



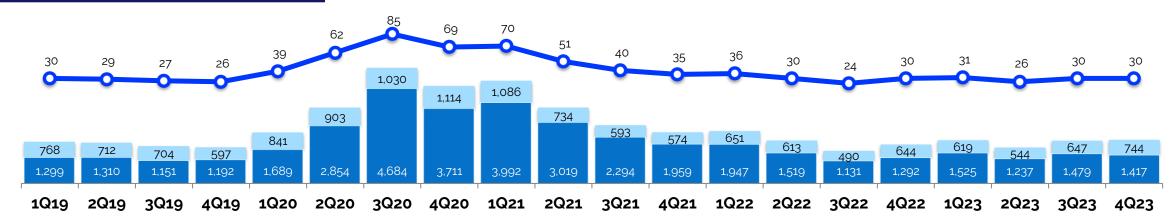
 Slight decrease in operating revenue mainly due to lower derivatives trading revenue  Higher operating expenses mainly from higher staff cost  As a result, PATAMI decreased by 1.4% to RM59.6 million in 4Q2023 as compared to 3Q2023

COST TO	4Q2023: 54%		4Q2023: 30%		4Q2023: 7.4 sen
INCOME	▲ 4 p.p.	ROE	-	EPS	▼ 1.3%
RATIO	3Q2023: 50%		3Q2023: 30%		3Q2023: 7.5 sen

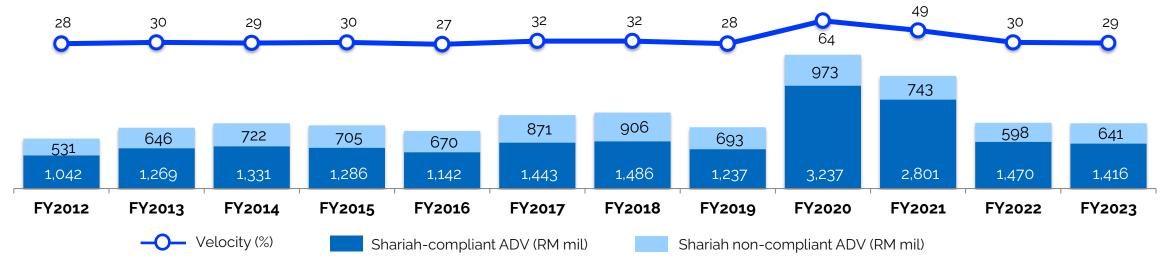


## **Securities Market Trading Activity**

#### Quarterly ADV Traded (Shariah-compliant and Shariah non-compliant) & Velocity



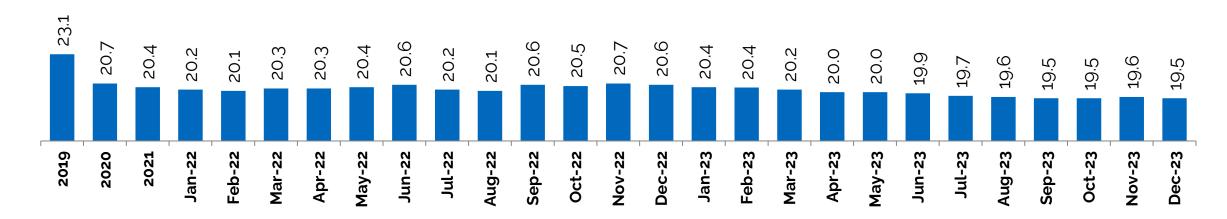
Annual ADV Traded (Shariah-compliant and Shariah non-compliant) & Velocity



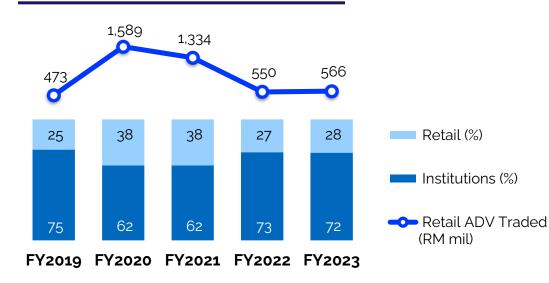


## **Securities Market Participation**

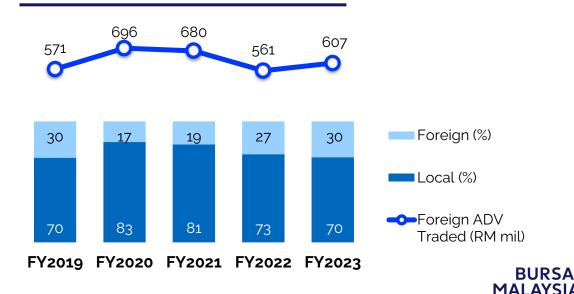
#### Securities Market Foreign Ownership Based on Market Capitalisation (%)



**ADV - Retail vs. Institution** 

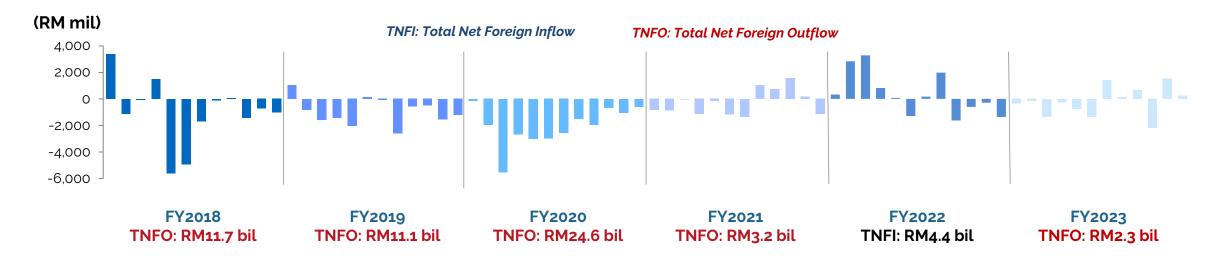


ADV - Foreign vs. Local

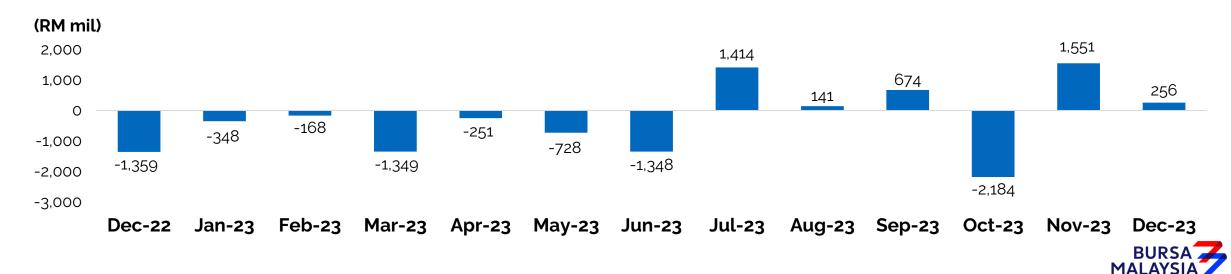


## Foreign Inflow/Outflow

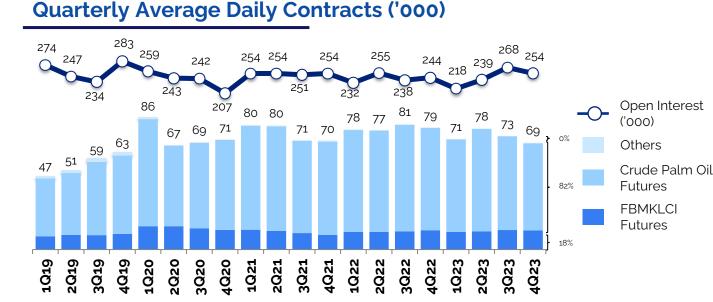
Monthly foreign inflow/outflow from FY 2018 to FY2023



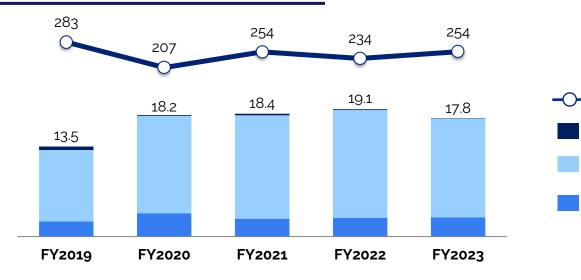
#### Monthly foreign inflow/outflow from December 2022 to December 2023



## **Derivatives Market Activity**



#### **Total Annual Contracts (mil)**



#### FKLI Demography (%)



#### FCPO Demography (%)

**Open Interest** 

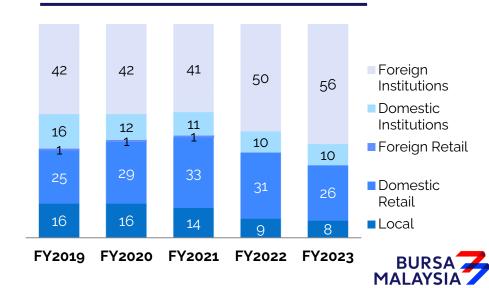
Crude Palm Oil Futures

('000)

Others

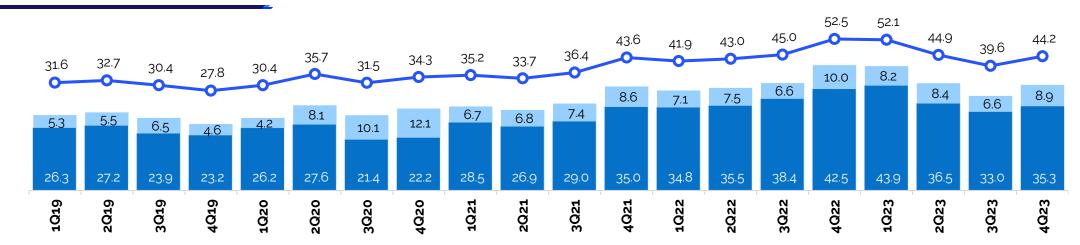
FBMKLCI

Futures

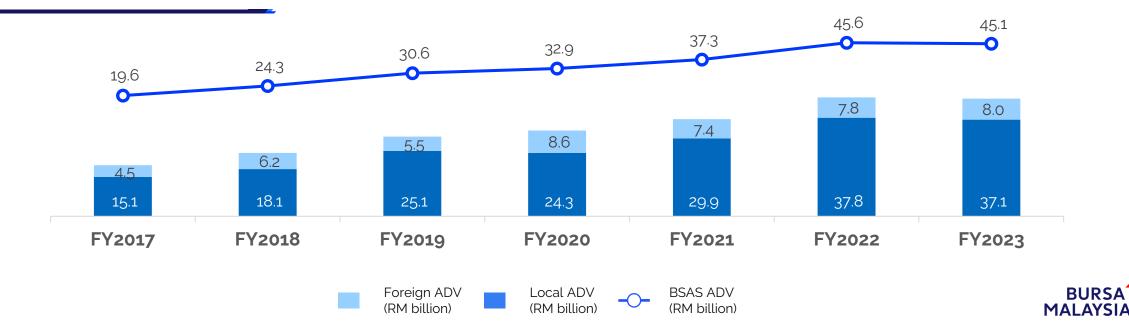


## **BSAS Activity**

#### BSAS Quarterly Average Daily Value



#### **BSAS Annual Average Daily Value**



## **INVESTOR RELATIONS CONTACT INFORMATION**

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