

# BURSA MALAYSIA BERHAD 33<sup>rd</sup> Annual General Meeting Presentation to Shareholders

Dato' Yusli Mohamed Yusoff, CEO 29 March 2010



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## **Highlights**

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## **Key Financial Highlights**

#### (RM mil)

	2009	2008	Δ %
Operating Revenue	297.6	302.3	(2)
Capital Gain	76.0	-	NA
Net Profit	177.6	104.4	70 📥
Net Operating Profit (excl. capital gain)	101.6	104.4	(3)
ROE (%)	22.6	13.8	64 📥

- Sustained operating revenue
- Capital gain of RM76 million from disposal of 25% equity stake in Bursa Malaysia Derivatives (BMD)
- Prudent cost management
- Final dividend of 9 sen (tax exempt)
- Total Shareholders' Return for 2009 of 58.6%



## **2009 Key Developments**

#### **Securities Market – Improving Accessibility & Efficiency**

- New Fund Raising Framework and Board Structure Main
   & ACE Market
- Direct Market Access Equity

#### **Derivatives Market – Internationalising**

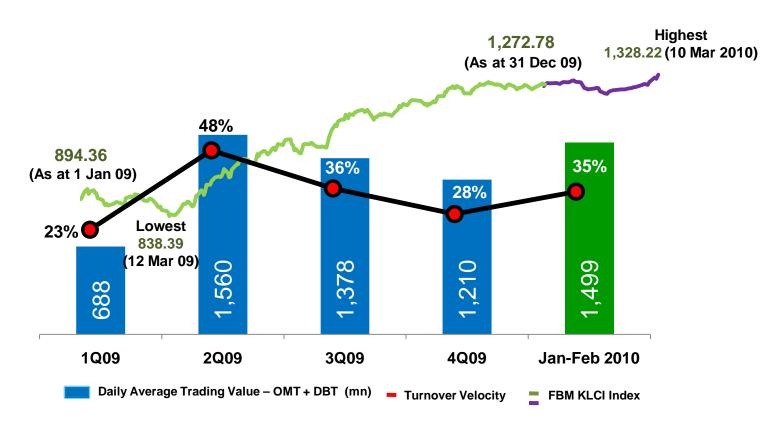
Strategic partnership with CME on derivatives market

#### **Islamic Market – Developing New Products & Services**

- Bursa Suq Al Sila'
- Sukuk Listing



## **Securities Market Overview (1)**



- Q109 saw continuation of weak sentiment from previous year, however the FBM KLCI rebounded quickly after reaching a low of 838 pts on 3<sup>rd</sup> March, rising 45% over the year
- FBM KLCI reached new peak at 1,328 pts on 10 March 2010



## **Securities Market Overview (2)**

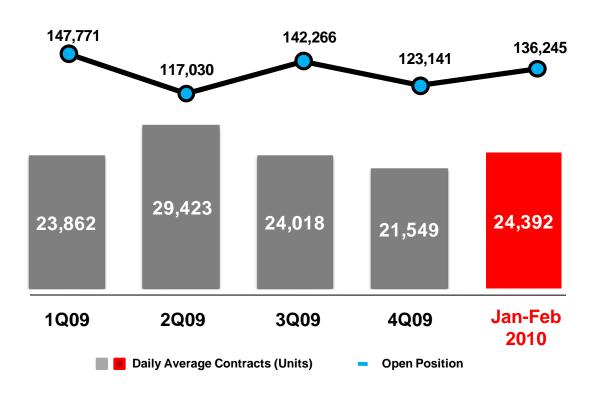
	2009	2008	% 🛦	Jan – Feb 2010	<b>%</b> ▲		2009	2008	<b>%</b> ▲	Jan – Feb 2010
Market Capitalisation at year end (RM bn)	999	664	51	1,012	1	No. of New Structured Warrants	124	81	53	42
Velocity (%)	34	34	-	35	3	No. of IPOs	14	23	(39)	2
Daily Average Trading Value OMT +DBT (RM mn)	1,221	1,278	(4)	1,499	23	Total Fund Raised* (RM bn)	27.8	5.9	371	9.9

<sup>\*</sup> From IPO & secondary offerings

- Market valuation improved in line with positive investors sentiment
- Total funds raised from IPO and secondary offerings increased substantially
  - First foreign listings and the largest listing in Southeast Asia -Maxis Berhad
  - Maybank and Axiata rights issues



## **Derivatives Market Overview (1)**

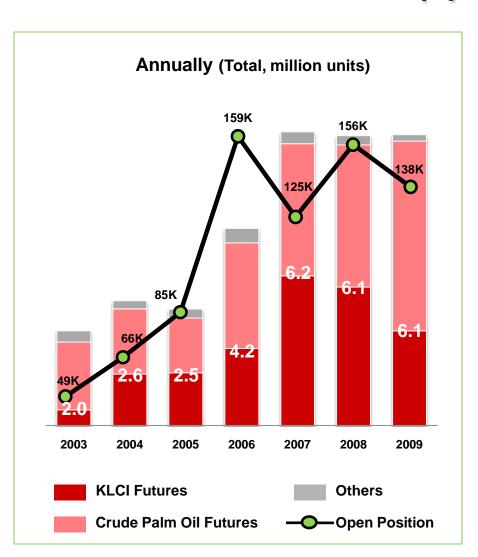


Daily Average Contracts	2009	2008	▲ %	Jan – Feb 2010	<b>▲</b> %
o Total	24,749	24,878	(1)	24,392	(1)
o FCPO	16,165	12,210	32	16,361	1
o FKLI	8,056	11,873	(32)	7,206	(11)



## **Derivatives Market Overview (2)**

- Volatility in commodity prices in 2009, FCPO performed well
- FCPO contract volume saw a new high, gaining 32% over previous record in 2008
- FKLI volume declined 32%, reflecting lower investor interest and foreign support for the contract
- Total number of contracts traded increased 0.3% from 2008



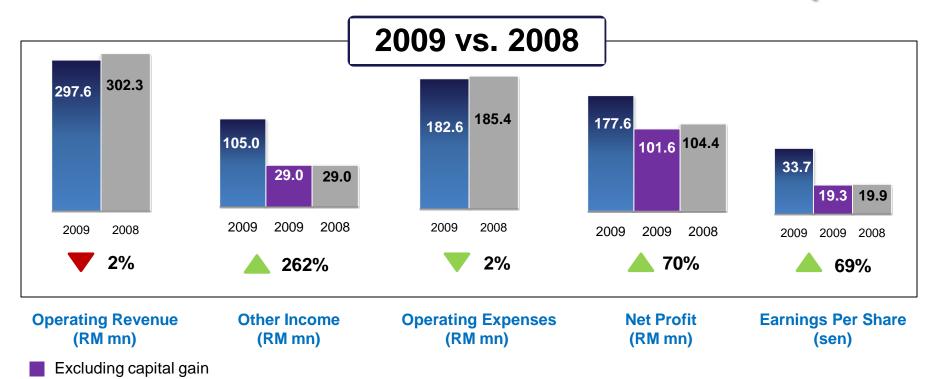


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### Financial Results Snapshots



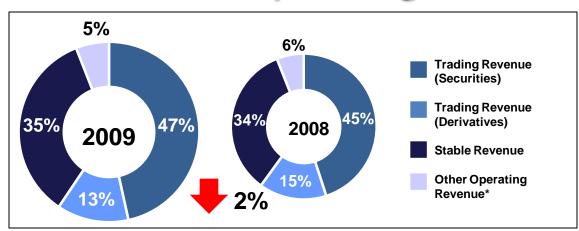
- Operating revenue declined slightly due to fall in derivatives revenue
- Significant reductions of 13% in operating expenditure excluding depreciation & amortisation (D&A). This was offset by higher D&A

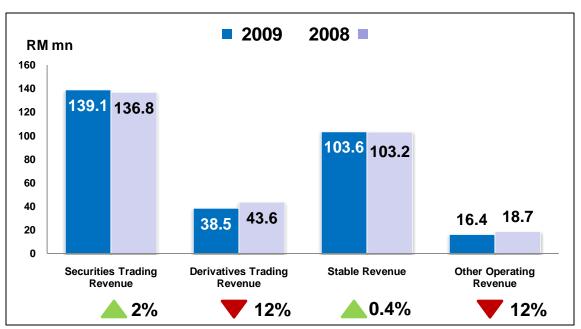


## **Operating Revenue**

## Operating revenue 2009 : RM297.6mn (2008: RM302.3 mn)

- Securities trading revenue increased marginally by 2% due to higher effective clearing fees
- Derivatives trading revenue declined despite a marginal increase in the total number of contracts traded. This was due to a decrease in the number of FLKI contracts traded, which attract higher fees than FCPO
- Other operating revenue fell owing to reduction in perusal fees and interest earned from participants



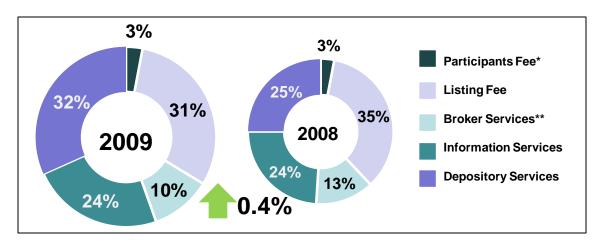


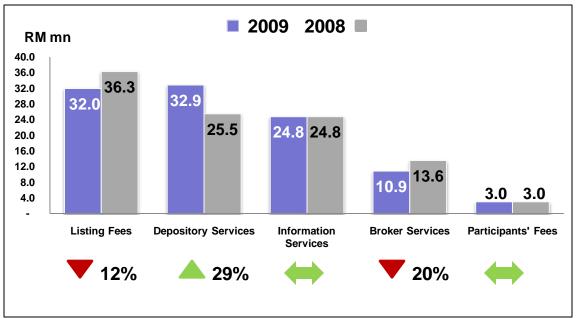


#### **Stable Revenue**

Stable revenue 2009 : RM103.6 mn (2008: RM103.2 mn)

- Higher depository fees due to collection of prior years CDS fees, increase in public issues
- Lower listing fees due to lower market capitalisation, reduction in new listings
- Lower income from broker services following phasing out of older network equipment





<sup>\*</sup>Participants' Fees comprises application/ admission/ initial/ registration fees, participants' subscriptions and renewal fees

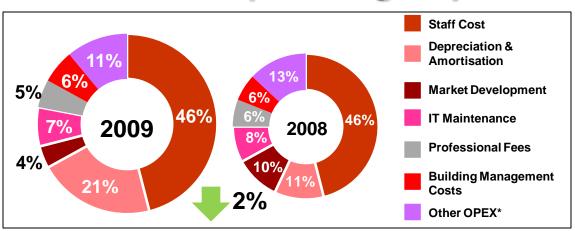
<sup>\*\*</sup>Broker Services comprises of Data Communication equipment rental income at a fixed monthly rate

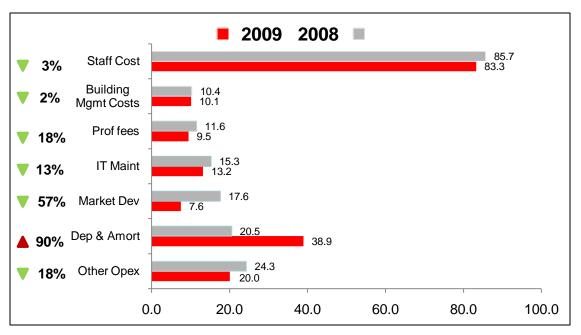


## **Operating Expenses**

## Operating Expenses 2009 : RM182.6 mn (2008: RM185.4 mn)

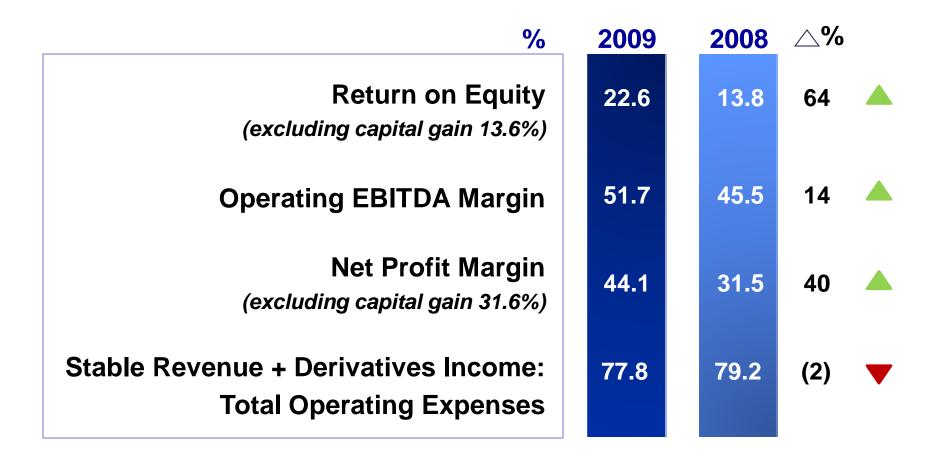
- Lower market development, professional fees, promotion and travel expenses due to vigilant approach to managing costs
- Higher depreciation and amortisation for Bursa Trade and ETP Phase II







#### **Performance Ratios**





## **Capital Management**

As at 31 December 2009

Shareholders' Fund

RM840 million (2008: RM732 million)

Financial Resources
Available for Use

RM453 million (2008: RM403 million)

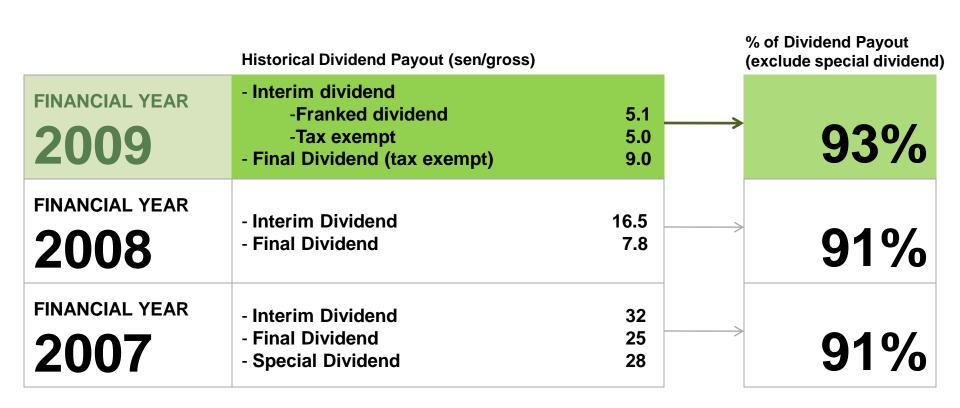
#### Commentary

The Company has sufficient financial resources to cover its CAPEX,
 Clearing Guarantee Fund commitment and working capital



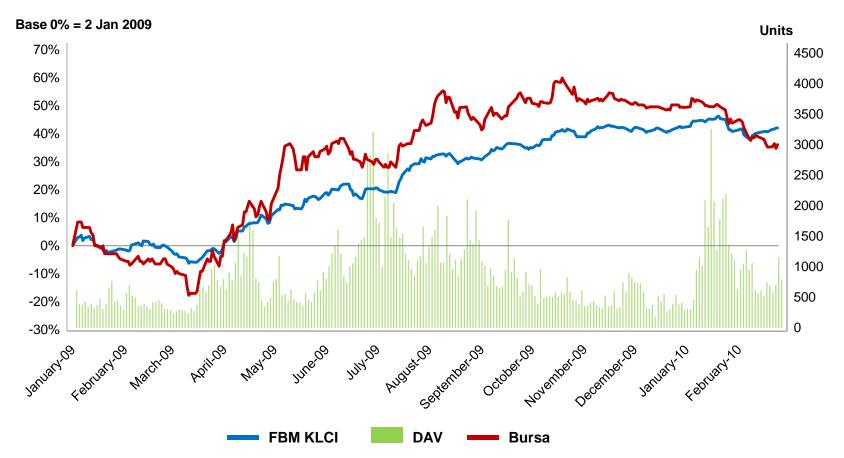
## **High Dividend Payout**

Maximising Value to Shareholders, Surpassed 75% Payout Policy





### **Bursa's Share Price Performance**



#### As at 31 Dec 2009

Total Shareholders' Return		Share Price Performance		
o Since IPO	244%	o Since IPO	166%	
o For the Year	59%	○ For the Year	55%	



## **Business Review & Strategy**

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### **Mid-term Business Direction**





## 2009 Initiatives – **Building blocks for an attractive market**

#### **NEW PRODUCTS & SERVICES**

**FTSE BM Palm Oil Plantation Index Series** 







Sukuk Listing / **Bonds Listing (exempt regime)** 

#### STRENGTHENING LIQUIDITY

**Market Making-**Structured Warrants & ETFs

**More Proprietary Day Traders** 

**Restructuring of minimum** bids/spread size

**Introduction of SBL-Negotiated Trade** 

**Market Education & Awareness** 

**Direct Market Access - Equity** 

#### INTERNATIONALISING **MARKETS**

**KLCI Conversion** to FTSE

**Multicurrency Securities Framework** 

**Foreign IPOs** 

Strategic partnership with CME on derivatives market



### **Our Focus in 2010**

## SECURITIES MARKET

- Drive Liquidity & Vibrancy
- Enhance Pre and Post Trade Equities Infrastructure and
- Lower Friction and Widen Access

#### DERIVATIVES MARKET

- Restructure Infrastructure
- Develop Existing Business
- Leverage On Existing Strategic Partnership

#### **ISLAMIC MARKET**

- Internationalize Islamic Markets Products and Capabilities
- Increase Visibility In Line With MIFC's Objectives
- Attract International Investors & Issuers



## Our Regulatory Role – maintain market integrity

#### **KEY INITIATIVES & ACTIVITIES**

#### Enhance CG standards:

- -CG Guide and awareness program
- -engagement with directors and auditors

#### Improve standards of disclosure:

- -Proactive monitoring and engagement with PLCs
- -In 2009,
  - 406 queries on announcement by PLCs
  - 157 media queries to PLCs

#### Strict & objective enforcement;

- In 2009, enforcement actions were taken against:
- 76 directors, total fines RM3.76 mil
- 62 participants, total fines RM1.51 mil

#### Enhance the efficiency of capital raising:

- -Enhanced framework for capital raising
- -Reduced time to market for capital raising

#### Effective oversight over intermediaries:

 Applied risk based approach & regular stress testing and impact analysis

## Market orderliness through effective regulation :

 Employed effective methods to detect trading concerns and addressed the same



#### **Market Outlook**

#### **Securities Market**

- Global outlook cautious, improvement in local economic data supports positive domestic outlook
- Liberalisation efforts by the government to make Malaysia attractive to global investors has potential to bring Malaysian financial markets closer to regional benchmarks

#### **Derivatives Market**

- Continued volatility in CPO prices to sustain volume of FCPO trades
- Partnership with CME expected to complement and strengthen derivatives market through joint product development and increase global visibility of the Malaysian derivatives market

#### **Islamic Market**

- Expand market reach for Bursa Suq Al-Sila'
- Propel Malaysia as Global forerunner in Islamic Capital Markets



## Thank you





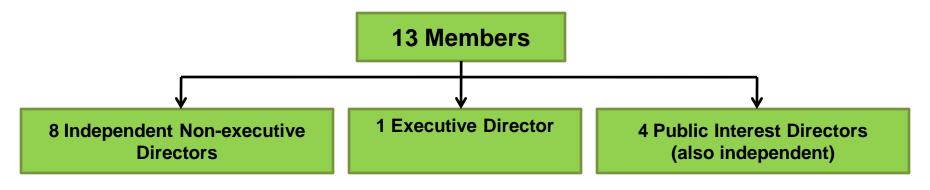
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## **Board Of Directors and Shareholdings Structure**

As at 28 February 2010



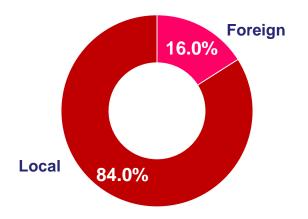
Market Capitalisation of Bursa Malaysia: RM4.0 bn (USD1.2 bn)

#### **Substantial Shareholders**

Minister of Finance Inc. 19%

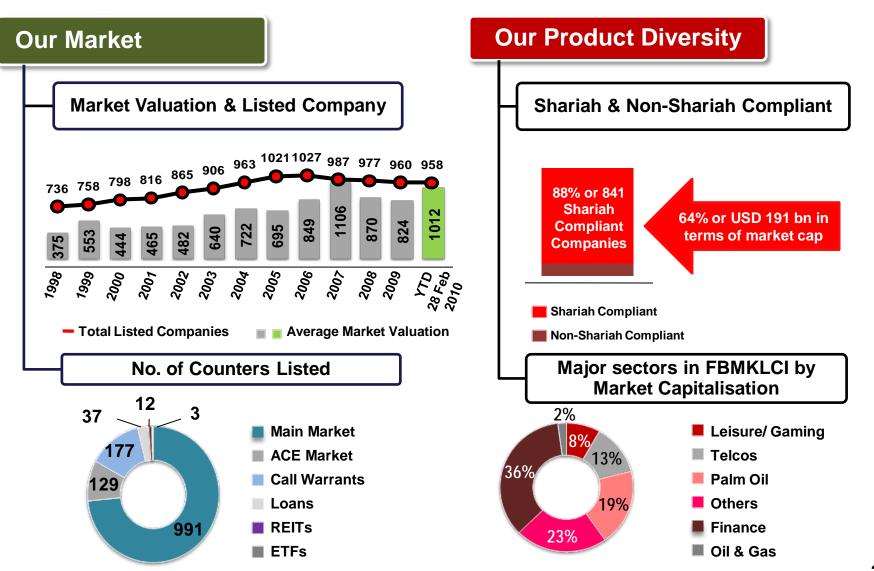
Capital Market Development Fund 19%

#### **Shareholding by Size**





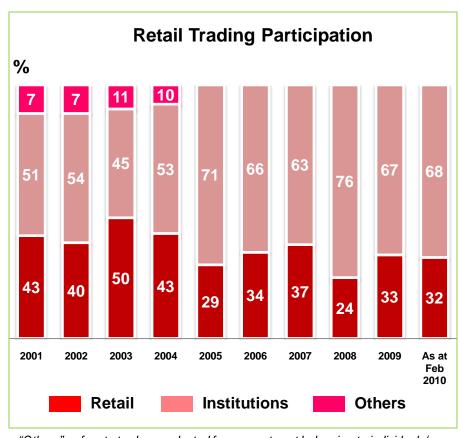
### **Our Market and Product Diversity**

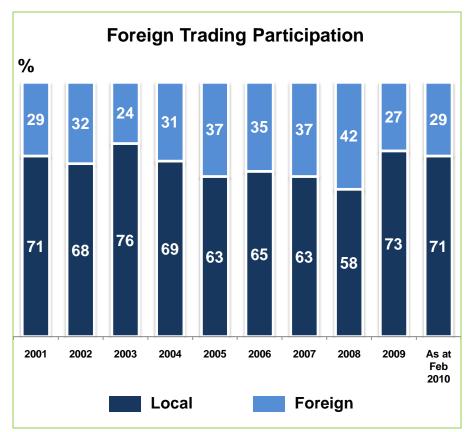


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## **Trading Participation**

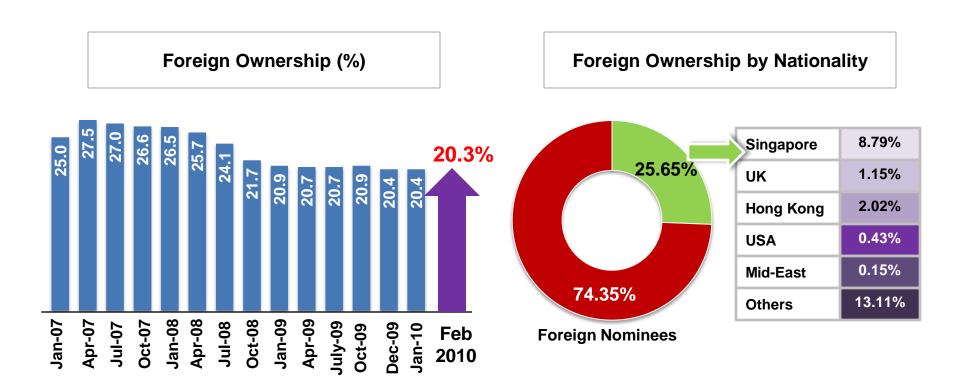




"Others"- refers to trades conducted for accounts not belonging to individuals/ institutions. Definitions of investors' type clarified in 2004, hence reducing the type of investor falling under "others" category.

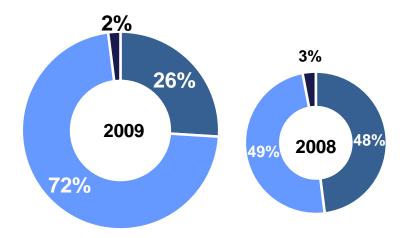


## **Market Foreign Ownership**



## **Derivatives Market Demography**

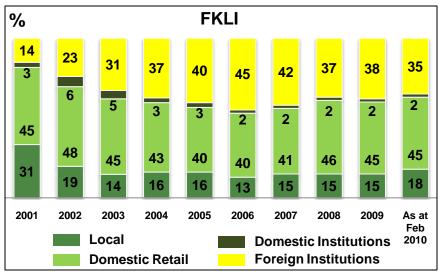
#### 2 Leading Derivatives Products, FKLI & FCPO

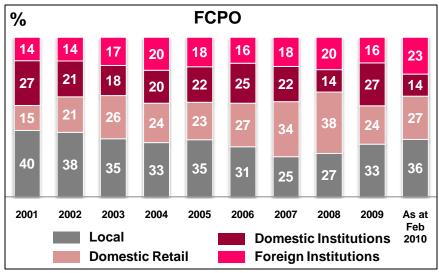






3-Month KL Interbank Offered Rate Futures (FKB3)





<sup>\*</sup> Local - A local participant is an individual who has been admitted as a participant in accordance with The Rules, registered with SC and has the right to trade for himself - all futures contracts listed on the Derivatives Exchange.