



2014 YEAR-END RESULTS PRESENTATION

March 2015

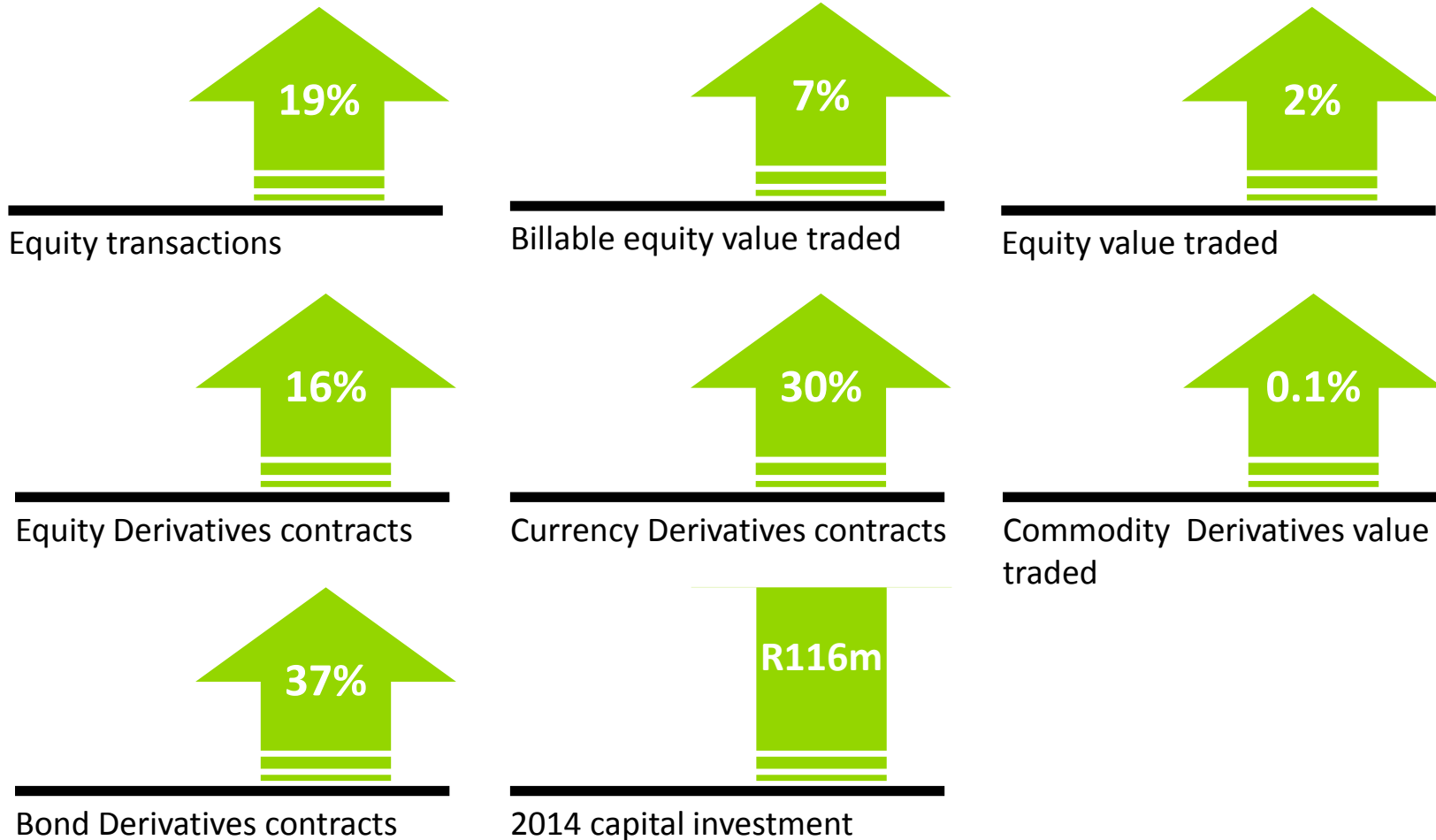
Operating environment 2014

- Global financial markets faced headwinds – patchy economic growth
 - US & UK showed signs of recovery
 - Euro area and Japan remained lacklustre
 - Several emerging market peers showed signs of economic strain
- In Africa, Ebola exacted human toll; impacted economic growth in West Africa
- Differing international economic conditions led to divergent monetary policy
- SA held fifth peaceful general election, *BUT*
 - Faced need to address low growth, unemployment and twin deficits
 - Credit rating downgraded
 - Business climate remained subdued

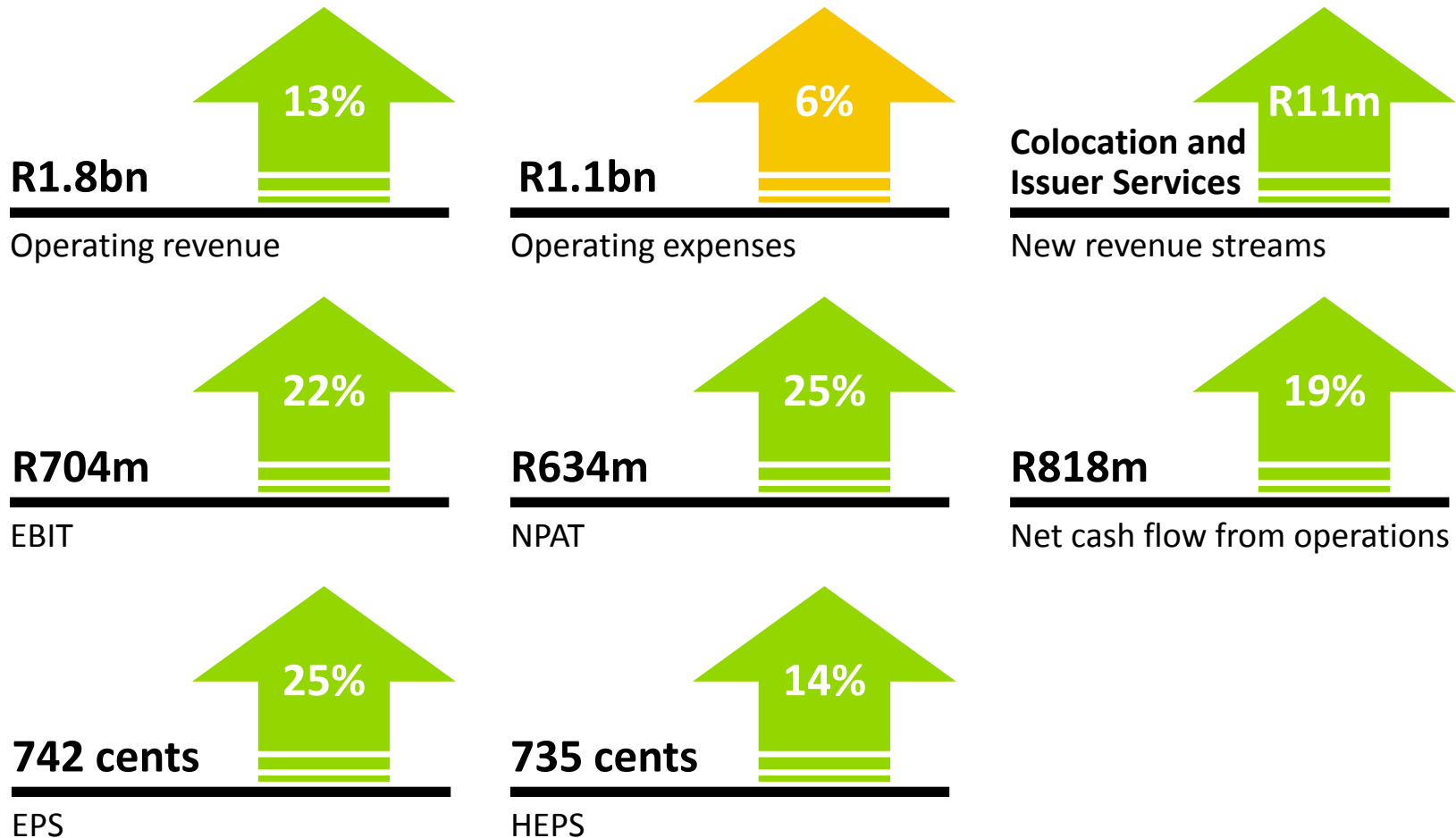
Operating environment 2015

- IMF is expecting marginally improved global growth in advanced economies
- SA economic growth prospects remain key to investor sentiment
 - Energy stability a significant concern
 - Fiscal policy a positive factor
- End of QE in the US could impact market liquidity
- Global regulatory environment still changing
 - Internationally, more stringent capital adequacy regulations
 - In SA, introduction of regulations aimed at aligning SA to G20-agreed standards
 - Proposed twin peaks system of regulation – welcome although concerned about digestibility of pace of regulation
- Challenging year ahead
 - for business in general, government and consumers

What 2014 meant for our stakeholders



How this translated in our business



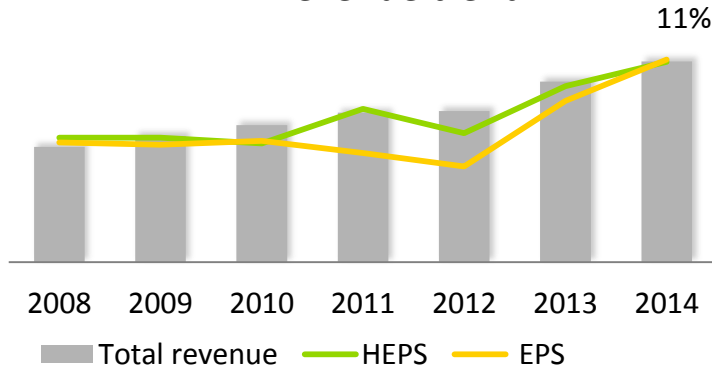
- Dividend declared ↑: 480 cents per share (2013: 400 cents)

Financial performance

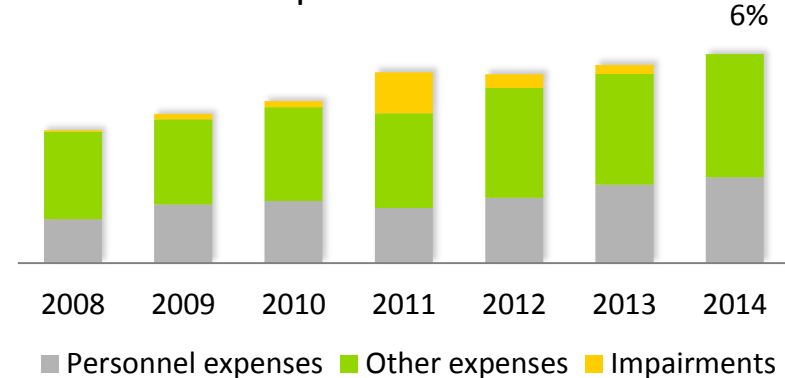
Group (R'm)	2014	2013
Revenue	1 779	1 578
Other income	61	77
Total revenue	1 840	1 655
Personnel expenses	(467)	(427)
Other expenses	(669)	(650)
EBIT	704	578
EBIT %	38%	35%
Net finance income	127	118
Share of profit of equity-accounted investees	37	40
Profit before income tax	868	736
Income tax expense	(233)	(229)
NPAT	634	507
NPAT %	34%	31%

Growth trend

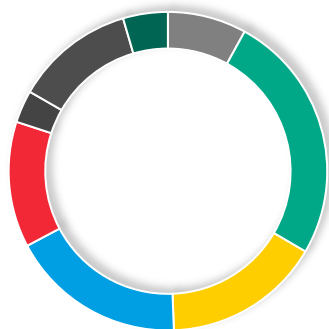
Revenue trend



Expenses trend



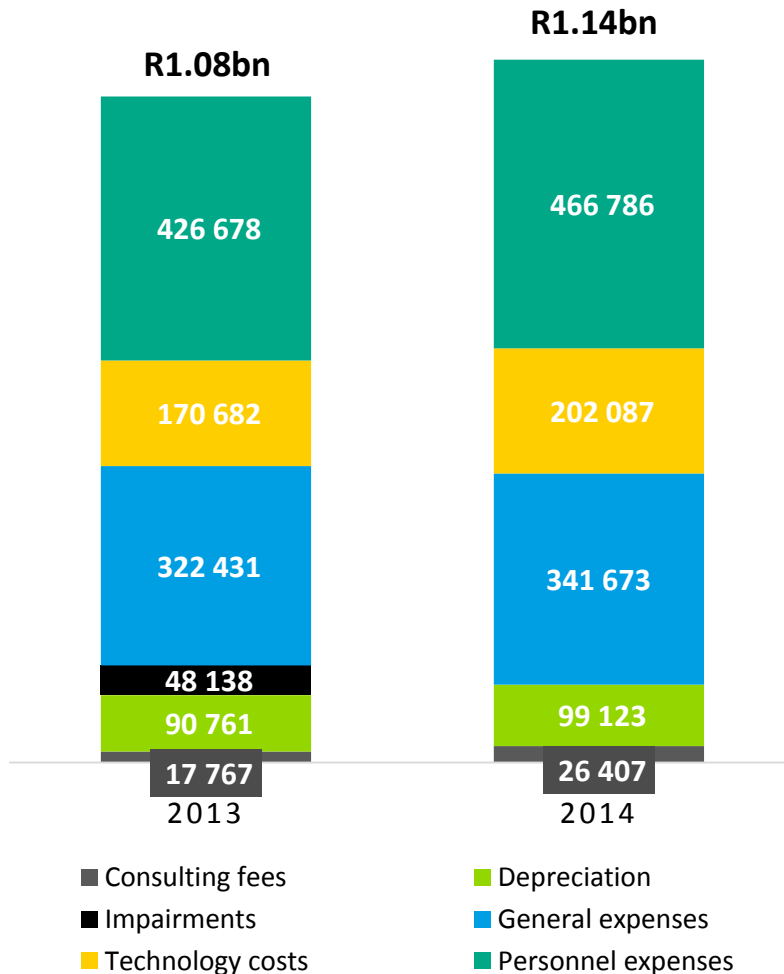
2014 Revenue as a % Total



- Primary markets – 8% (2013: 7%)
- Equity Market – 25% (2013: 26%)
- Back-Office Services – 16% (2013: 16%)
- Equity Risk Manangement – 18% (2013: 17%)
- Bonds and Financial Derivatives – 13% (2013: 14%)
- Commodity Derivatives – 3% (2013: 3%)
- Market Data – 12% (2013: 12%)
- Funds under management – 5% (2013: 5%)

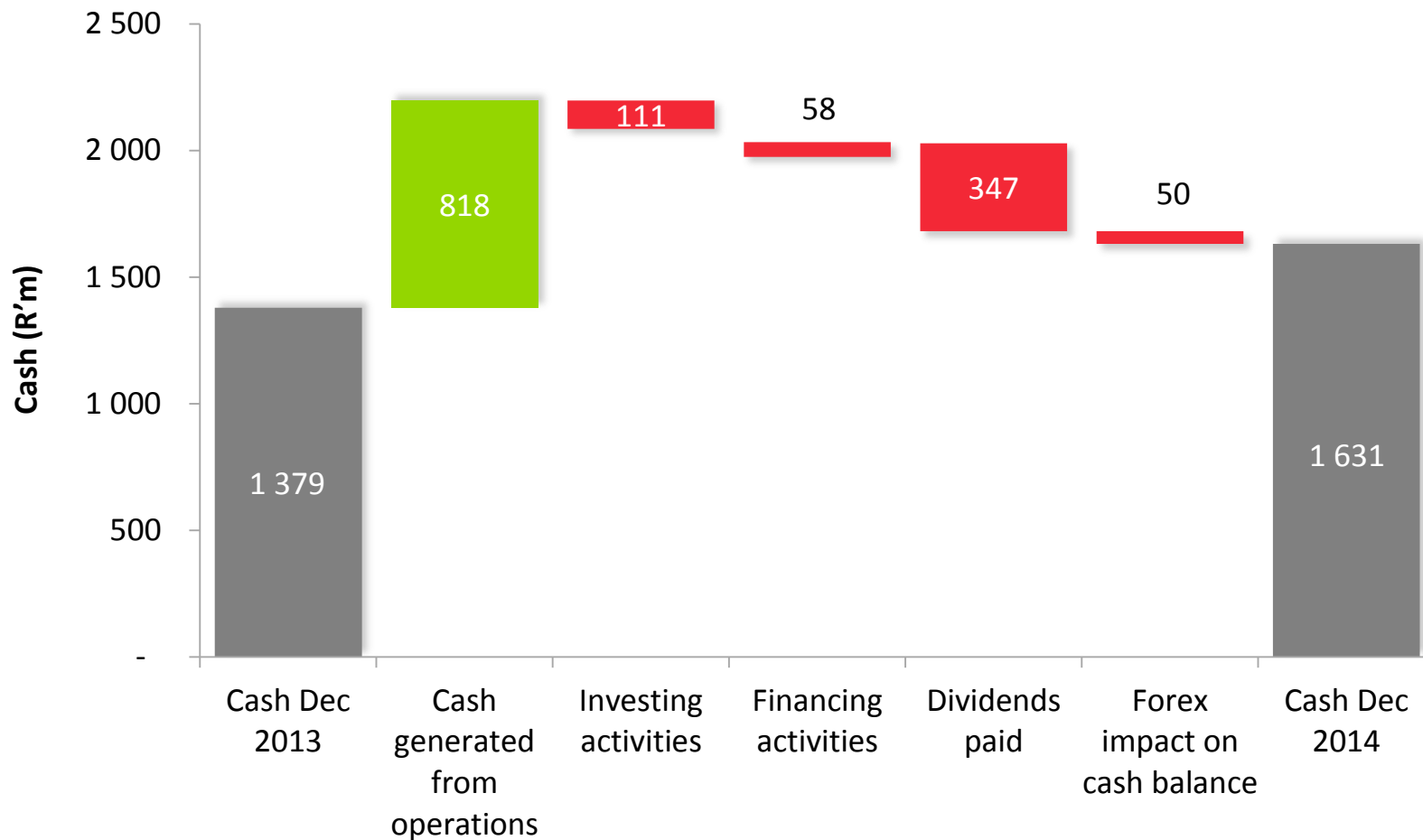
- Strategic imperatives: grow the business, reduce concentration risk, and control costs
- We are committed to managing margin through:
 - Simplifying billing models
 - Proactive origination efforts in primary markets
 - Focus on new product development
 - Realising operational efficiencies from automation and business process improvement
 - Restructuring to support enhanced synergy across Primary and Secondary Markets
 - Diversification of revenue through focused sales drive

Operating expenditure



- Total operating expenses ↑ 5.5% to R1.14bn (2013: 1.08bn)
- Remuneration paid ↑ 9.4% yoy to R467m (2013: R427m)
 - Headcount ↓ to 485 staff (2013: 497)
 - Average annual salary increase ↑ 6%
 - Remuneration capitalised to projects ↓ to R10m (2013: R13m)
 - ↑ R15m growth in annual bonus pool to R63m (2013: R48m) – this is linked to Group earnings
 - Once off item includes restructure costs R6m
- Other expenses ↑ 3% to R669m (2013: R650m)
 - Impairment of R48m not repeated in 2014
 - Other costs ↑ by 11% without impairment
 - Technology costs ↑ 18% yoy to R202m (2013: R171m) largely due to increased external services on projects
 - Depreciation ↑ 9% to R99m (2013: R91m)

Cashflow view



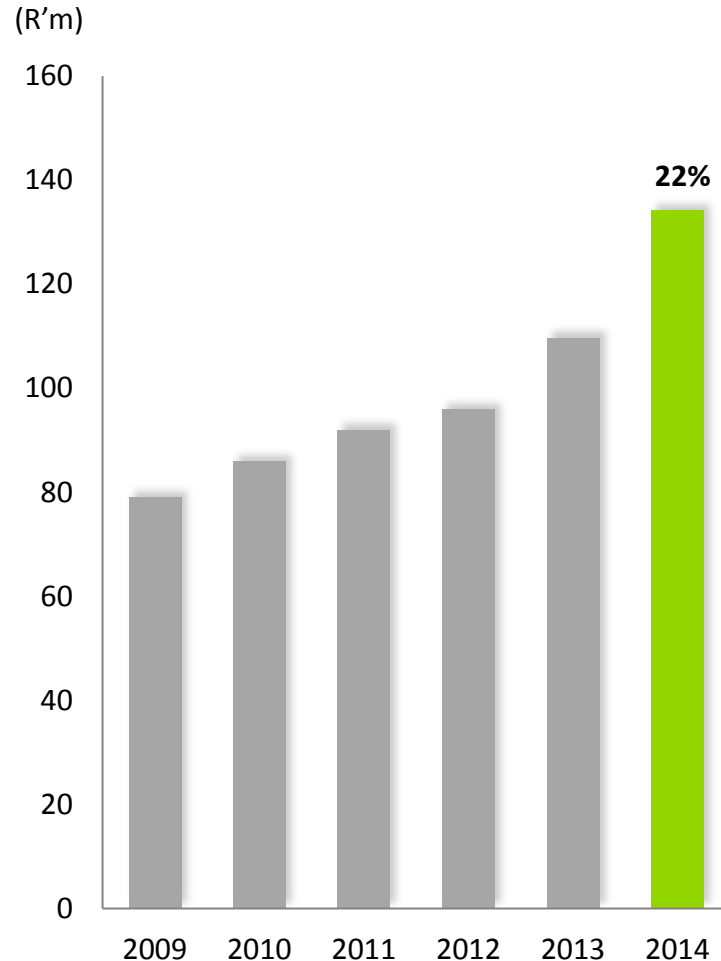
- Strong balance sheet including negligible debt

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BUSINESS
REVIEW

Capital Markets: Primary Market

(Revenue previously included in Issuer Regulation)



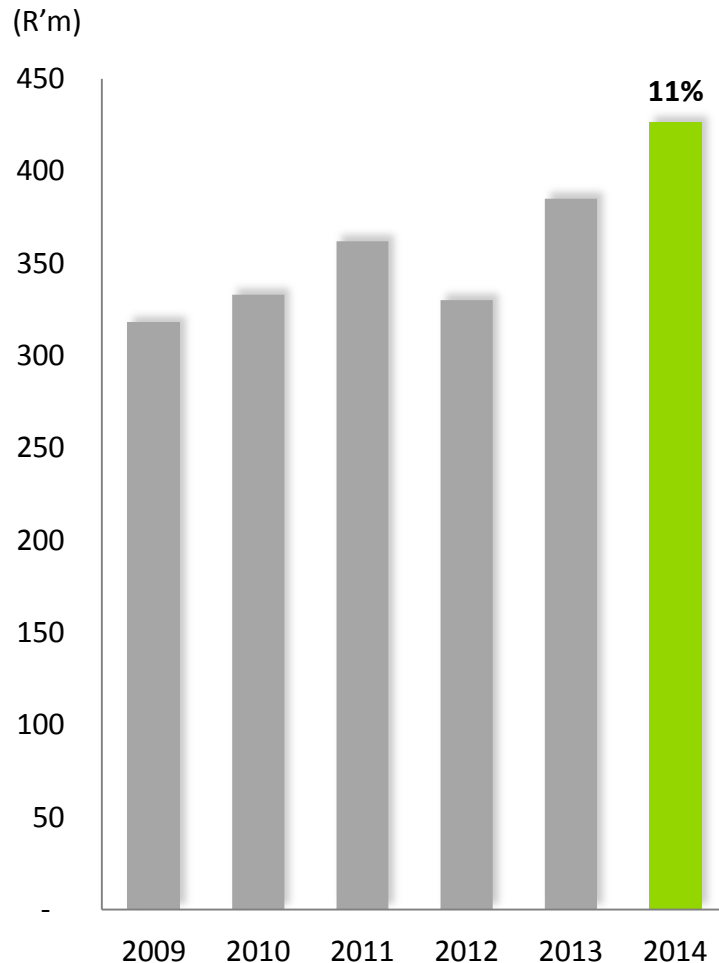
8% of total revenue

- Revenue ↑ 22% to R134m because of a rise in capital raising and new listing activity (2013: R110m) – growing annuity revenue
- Number of new company listings ↑ at 24; 7 new ETFs, 5 ETNs, 248 Warrants and 83 Structured Products (2013: 13 listings; 2 ETFs; 0 ETNs; 251 Warrants; 113 Structured Products)
- 837 new Bonds issued (2013: 815). Total nominal listed Bond value was R2.0tr (2013: R1.8tr)

Strategic focus

- Encourage listings by promoting
 - Inward and fast track listings across asset classes
 - Using AltX as a capital raising venue for entrepreneurs
- Focus on attracting African cross-listings and other new products
- Pursue new ETFs, ETNs, indices to respond to client requirements

Capital Markets: Equity Market



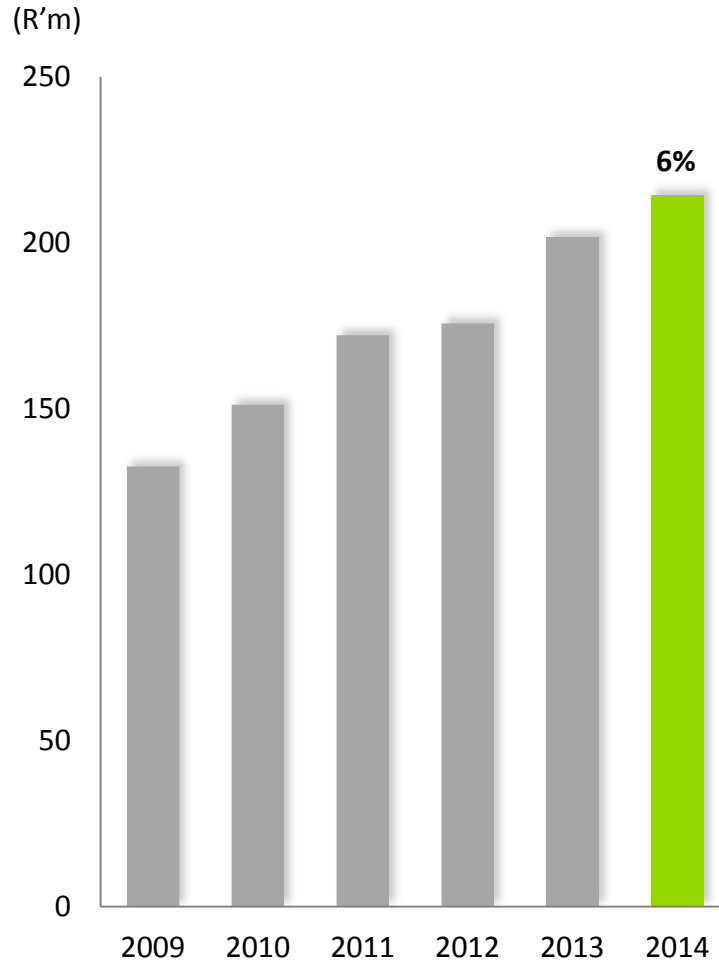
25% of total revenue

- Revenue ↑ 11% to R426m (2013: R385m)
- Due to the changed nature of the trade type mix and the impact of the pricing model to this mix
 - Billable value traded ↑ 7%
- Colocation facility went live in Q2
 - Colocation trade executions made up 19% of overall market

Strategic focus

- Improving liquidity and market efficiency
- Extracting synergies between Equity and Equity Derivatives Markets
- Continuing engagement with policymakers
- New clients and new products

Capital Markets: Bonds and Financial Derivatives



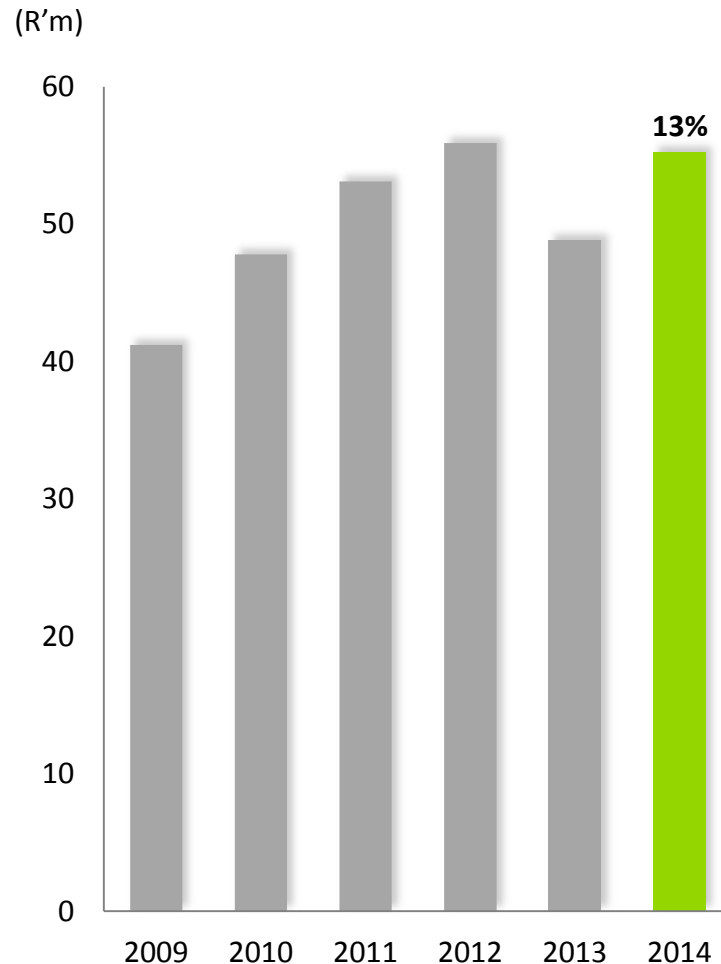
13% of total revenue

- Revenue ↑ 6% to R214m (2013: R202m)
 - Equity derivatives revenue ↑ 12% to R147m
 - Number of contracts traded ↑ 16% yoy; value traded ↑ 18%
 - Currency derivatives revenue ↓ 2% to R23m
 - Contracts traded ↑ 30%; value traded ↑ 54%
 - Interest rate market revenue ↓ 6% to R43m. Bond nominal value traded ↓ 4%. Interest rate derivative contracts traded ↑ 37% yoy

Strategic focus

- Progress move to multi-asset class integrated trading technology
- Close out on preferred technology for an ETP for Government Bonds
- Simplify billing models and market maker incentive programmes
- Progress opportunities relating to the real economy, debt capital raising in the local currency, refinancing renewable energy transactions
- Roll out more African Currency Futures

Capital Markets: Commodity Derivatives



3% of total revenue

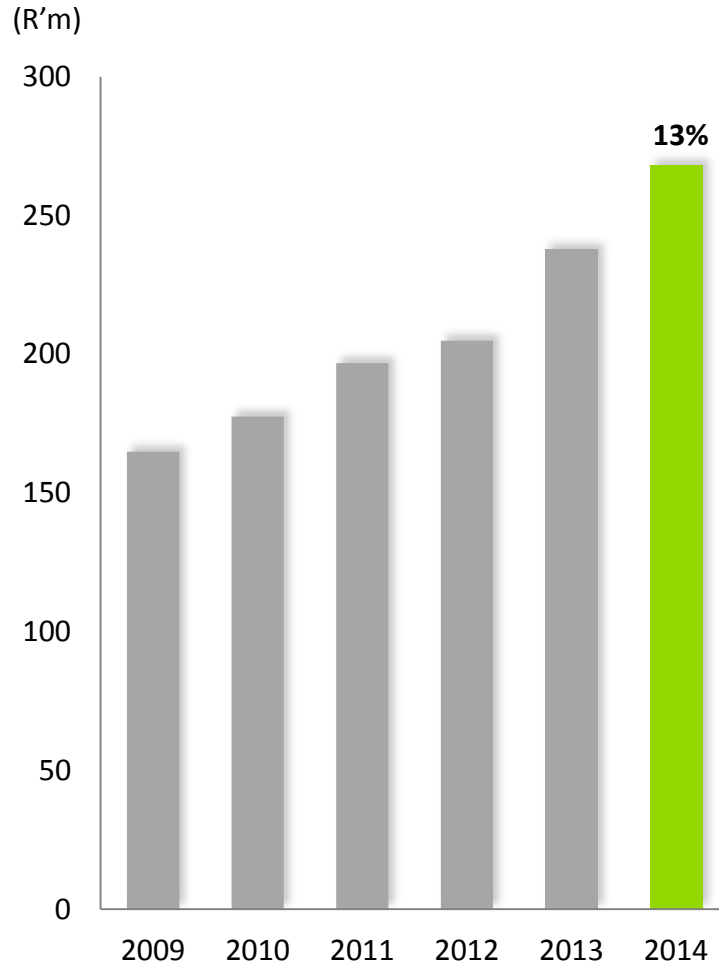
- Revenue ↑ 13% to R55m(2013: R49m)
 - Contracts traded ↓ 2%
 - Value traded ↑ 0.1%
- Secured the support of the Ministry of Agriculture and Livestock in Zambia to allow listing of a range of Grain Derivative products
- Commodity Derivative products added: Diesel Hedge and new Can Do contracts

Strategic focus

- Euronext and JSE signed a license agreement that will provide the JSE with the right to list the flagship Milling Wheat contract currently traded on Euronext
- Introduce a commodity index
- Expand participants' knowledge of the basis trading platform for deliverable grain contracts
- Present contract specifications for cash settled beef contract
- Researching the potential for Weather Derivative products
- Preparing platform for trading and clearing of Carbon Credits

Trading and Market Services: Back-Office Services

(BDA)



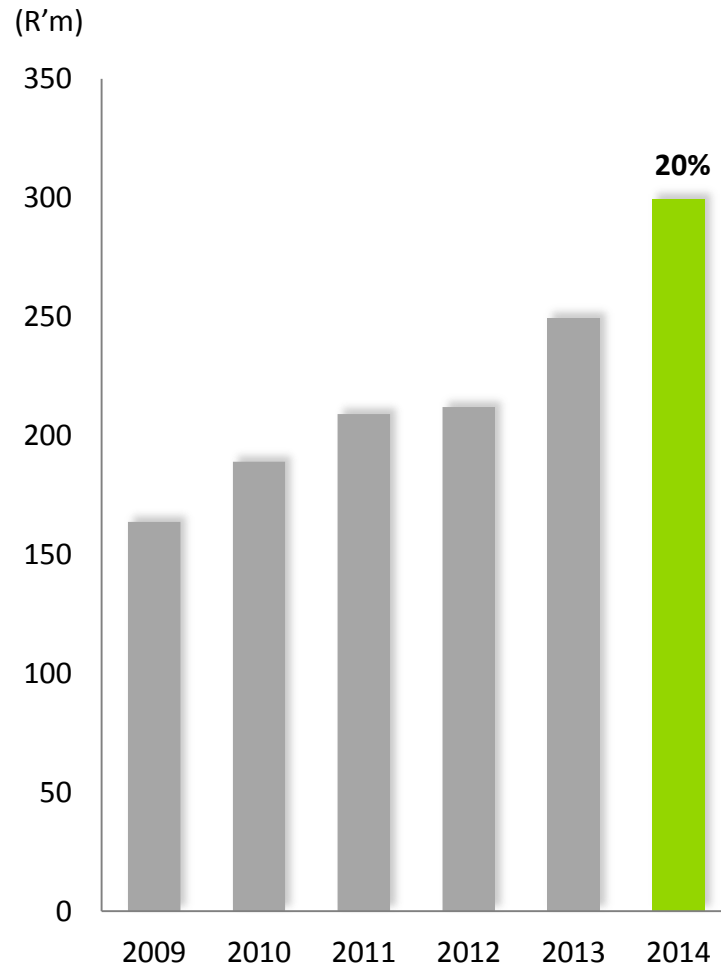
16% of total revenue

- Revenue ↑ 13% to R268m (2013: R238m)
 - Somewhat Linked to Equity Market transaction volumes
- Paid R5m in rebates to equity members
 - Growth in number of transactions significantly out of line with the growth in value traded

Strategic focus

- Revise the existing billing model
- In line with NT's initiative to encourage savings, the JSE is enabling a low cost Tax Free Savings Account
- Make changes to accommodate T+3, improve functionality, deliver on clients' requirements and meet regulatory demands

Post-Trade and Information Services: Risk Management



18% of total revenue

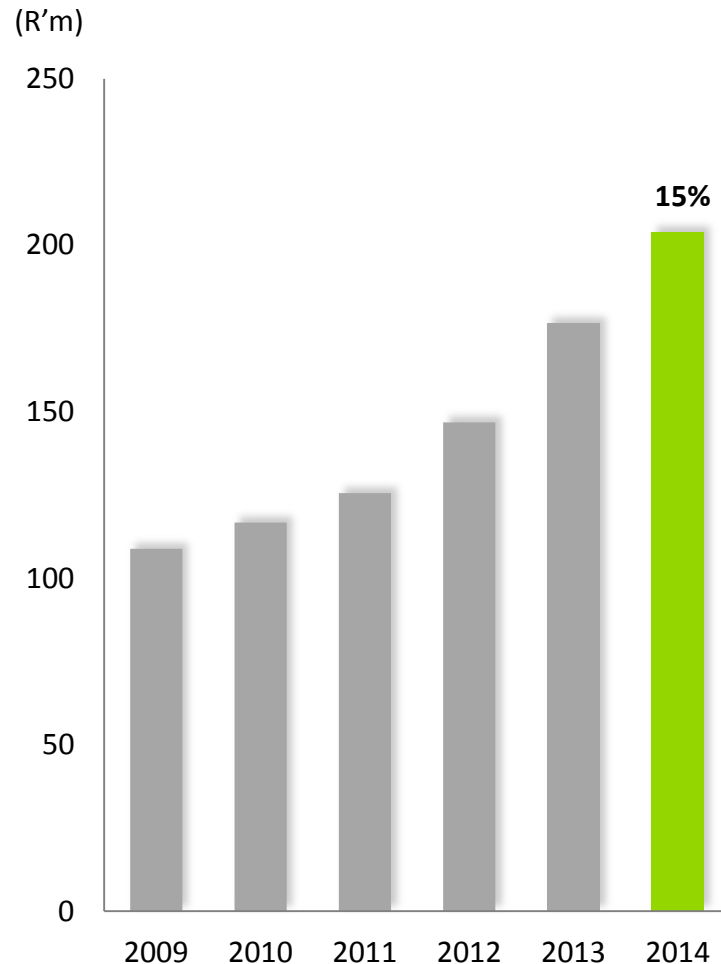
- Revenue ↑ 20% to R299m (2013: R249m)
 - Reflects Equity Market clearing fees only
 - Implemented billing model change on 30 June
- Phase 2 of T+3 successfully implemented in October

Strategic focus

- Integrated clearing solution for all derivative markets to be implemented over the next 4 years
 - Will enable central point of risk management
 - Enables margin offset; cross-collateralisation
- Managing compliance with the ESMA requirements
- Phase 3 of T+3 will be implemented between May and July 2016
- Revision of the equity risk model and risk enhancements to the CCP revised valuation services
- Review JSE Group capital requirements

Revenue % changes calculated on unrounded figures

Post-Trade and Information Services: Market Data



12% of total revenue

- Revenue ↑ 15% to R203m (2013: R177m) due to:
 - growth in terminals
 - increased licensing of passive tracking funds
 - increase in the number of international clients

Strategic focus

- Continue to expand international client base
- Expand Derivatives data sales
- Increase colocation uptake

Strong change agenda – increased capital expenditure (external spend only)

Project / Initiative (R'm)	FY 2014	Planned 2015
T+3 Phase 2	13	-
T+3 Phase 3	7	23
Colocation	32	-
Integrated trading and integrated clearing	24	123
Market Data automation	1	-
Issuer regulation system (LID)	2	-
New issuer services	4	-
CRM	-	14
Business as usual	33	51
Total capex spend	116	211

Strategic initiatives - investment yet to be quantified

- ETP for government bonds
- Market data - ticker plant

Changes to the Board

There were a number of changes to our Board:

- Humphrey Borkum retired as Chairman of the JSE on 8 May 2014
- Nonkululeko Nyembeiza-Heita was appointed as Chairman on 9 May 2014
- Michael Jordaan was appointed to the Board on 8 May 2014
- Bobby Johnston retired as a Board member on 10 June 2014
- Leila Fourie, the JSE's director of Post-Trade and Information Services, was appointed to the JSE Board as an executive director with effect from 14 August 2014
- Sam Nematswerani retires as a Board member on 21 May 2015; and
- Suresh Kana has been appointed to the Board with effect from 1 July 2015, after his retirement as Senior Partner of PwC Africa

Looking ahead

- 2015 has started well
- Large change agenda
 - Final Phase of T+3
 - Replacing derivatives trading and clearing technology to offer derivatives products, services and pricing that are globally competitive
- Fast changing landscape in which we operate
 - Position JSE properly given impact of change
 - Stay close to policy winds

JS

QUESTIONS