

Total Fund Services

TOTAL REVENUE

## NZX LIMITED - QUARTERLY OPERATING REVENUE Q3 2017

10,965

55,059

9,817

57,269

11.7%

-3.9%

Q3 OPERATING REVENUE	Q3 2017 NZ \$000	Q3 2016 NZ \$000	Change Yo
Markets			
Securities Information	2,596	2,351	10.4
Listings	3,566	3,906	-8.7
Other Issuer Services	143	355	-59.7
Securities Trading	1,460	1,452	0.6
Participant Services	927	939	-1.3
Securities Clearing	1,531	1,469	4.2
Dairy Derivatives	288	208	38.5
Market Operations	2,287	2,912	-21.5
Total Markets	12,798	13,592	-5.8
Agri			
Commodities Trading	<u>.</u>	155	-100.0
Agri Information	2,045	2,319	-11.8
Fotal Agri	2,045	2,474	-17.3
Funds Services	•		
Wealth Platform Fees	333	319	4.4
Funds Management	3,321	2,958	12.3
Fotal Fund Services	3,654	3,277	11.5
TOTAL REVENUE	18,497	19,343	-4.4
VTD ODEDATING DEVENUE	VIDANI	VED 0040	Ol Vo
YTD OPERATING REVENUE	YTD 2017	YTD 2016	Change YC
Markets			
Securities Information	7,779	7,414	4.9
istings	10,115	10,575	
		10,575	-4.3
Other Issuer Services	436	834	
	436 4,188		-47.7
Securities Trading		834	-47.7 -5.3
Securities Trading Participant Services	4,188	834 4,423	-47.7 -5.3 4.1
Securities Trading Participant Services Securities Clearing	4,188 2,813	834 4,423 2,701	-47.7 -5.3 4.7
Securities Trading Participant Services Securities Clearing Dairy Derivatives	4,188 2,813 4,282	834 4,423 2,701 4,298	-47.7 -5.3 4.7 0.0 98.7
Securities Trading Participant Services Securities Clearing Dairy Derivatives Market Operations	4,188 2,813 4,282 850	834 4,423 2,701 4,298 429	-47.1 -5.3 4.1 0.0 98.1
Securities Trading Participant Services Securities Clearing Dairy Derivatives Market Operations Total Markets	4,188 2,813 4,282 850 7446	834 4,423 2,701 4,298 429 8214	-47.7 -5.3 4.1 0.0 98.1
Securities Trading Participant Services Securities Clearing Dairy Derivatives Market Operations Total Markets	4,188 2,813 4,282 850 7446	834 4,423 2,701 4,298 429 8214	-47.7 -5.6 4.1 0.0 98.1 -9.3 -2.8
Securities Trading Participant Services Securities Clearing Dairy Derivatives Market Operations Total Markets  Agri Commodities Trading	4,188 2,813 4,282 850 7446 37,909	834 4,423 2,701 4,298 429 8214 38,888	-47.7 -5.3 4.4 0.0 98.3 -9.3 -2.5
Securities Trading Participant Services Securities Clearing Dairy Derivatives Market Operations Total Markets  Agri Commodities Trading Agri Information	4,188 2,813 4,282 850 7446 37,909	834 4,423 2,701 4,298 429 8214 38,888	-47. -5 4. 0.0 98. -9.: -2.:
Participant Services Securities Clearing Dairy Derivatives Market Operations Total Markets  Commodities Trading Agri Information  Total Agri	4,188 2,813 4,282 850 7446 37,909	834 4,423 2,701 4,298 429 8214 38,888	-47. -5 4. 0.0 98. -9.: -2.:
Participant Services Securities Clearing Dairy Derivatives Market Operations Total Markets  Agri Commodities Trading Agri Information  Total Agri  Funds Services	4,188 2,813 4,282 850 7446 37,909	834 4,423 2,701 4,298 429 8214 38,888 924 7,640 8,564	-47. -5. 4. 0.0 98. -9. -2. -100.0 -19.
Other Issuer Services Securities Trading Participant Services Securities Clearing Dairy Derivatives Market Operations Total Markets  Agri Commodities Trading Agri Information Total Agri Funds Services Wealth Platform Fees Funds Management	4,188 2,813 4,282 850 7446 37,909	834 4,423 2,701 4,298 429 8214 38,888	-4.5 -47.7 -5.3 4.1 0.0 98.1 -9.3 -2.5 -100.0 -19.1 -27.8



# NZX LIMITED - QUARTERLY SHAREHOLDER METRICS Q3 2017

These Shareholder Metrics represent the key features of NZX's operations in each of its core businesses. The Metrics focus on what drives the revenue performance of NZX, so as to give a consistent and transparent comparison across time periods.

### **Markets**

S&P/NZX 50 Portfolio Index

S&P/NZX All Swap Index

S&P/NZX A-Grade Bond Index

NZX Listed Issuers	30.09.17	Change YoY	Cash Market Trading	Q3 2017	Change YoY
Total Equity Securities	163	-4.1%	Total Trades	521,632	22.5%
Total Listed Debt Securities	116	9.4%	Daily Average Trades	8,025	24.3%
Total Other Securities	26	0.0%	Total Trades < \$50k	494,048	24.9%
Total Listed Securities	305	1.0%	Total Value Traded	\$11.5 b	1.9%
			Daily Average Value Traded	\$176 m	3.4%
Total NZX Main Board Issuers	161	-3.6%			
Total NZAX Issuers	17	-5.6%	<b>Total Equity Transactions</b>		
Total NXT Issuers	4	0.0%	Total Trades	511,768	23.0%
Total NZDX Issuers	44	2.3%	Value Traded	\$10.9 b	1.4%
Capital Raising	Q3 2017	Change YoY	Total Debt Transactions		
New Capital Listed			Total Trades	9,864	-1.1%
IPOs and compliance listings	\$0.00 b	-100.0%	Value Traded	\$537 m	12.9%
New debt issues	\$1.13 b	-47.6%			
			Clearing House / Depository	Q3 2017	Change YoY
Secondary Capital Raisings			Gross Value of Cleared Trades over period	\$11.5 b	2.1%
Total Capital Raised By All Issuers	\$705 m	-43.9%	Collateral Held at period end	\$57.5 m	35.1%
			Depository transactions over period	7,490	0.8%
Total Equity Raised - Primary Issuers	\$401 m	-0.8%	Assets under custody in depository at period end	\$427 m	13.1%
Total Equity Raised - Dual & Secondary Issuers	\$40 m	-93.6%	Value of stock lent over period	\$1,532 m	60.9%
Total Debt Raised	\$264 m	18.1%			
			Wholesale Data	30.09.17	Change YoY
Number of Capital Raising Events	51	-16.4%	Terminal Numbers - Professional*	6,152	1.9%
Capital Raised < \$0.5m	7	-58.8%	Terminal Numbers - Retail*	1,278	-7.3%
Capital Raised > \$0.5m < \$10m	26	-10.3%	Licences - Value > \$20k pa	34	17.2%
Capital Raised > \$10m < \$100m	18	50.0%	Licences - Value < \$20k pa	61	-1.6%
Capital Raised > \$100m	0	-100.0%	* 3 month average		
Market Capitalisation 30.0	09.17 Change YoY	% of GDP	Direct Data Products	30.09.17	Change YoY
All Equity \$12	7.5 b 4.3%	47.6%	Proprietary Security Subscription Products	399	2.6%
All Debt \$2	8.2 b 13.3%	10.5%	- Products >= \$3,000 p.a.	160	11.9%
			- Products < \$3,000 p.a.	239	-2.8%
NZX Indices Performance	30.09.17	Change YoY	Energy Contracts		30.09.17
S&P/NZX 50 Index	7,930	7.7%	Operating / Technology Contracts		17

9.6%

2.5%

0.6%

4,934

5,084

200

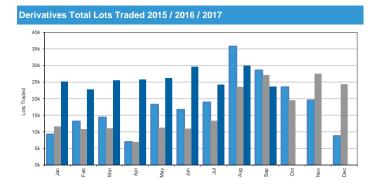
- Contracts < \$500k p.a.

- Contracts > = \$500k p.a.

13

4

Derivatives	Q3 2017 Cha	inge YoY
Futures - Total Lots Traded	66,845	9.4%
Options - Total Lots Traded	11,120	275.7%
Open Interest as at 30.09.17	52,524	8.3%



### **Funds Services**

SuperLife	30.09.17	Change YoY
Funds Under Management - KiwiSaver	\$697 m	18.7%
Funds Under Management - Other	\$1,180 m	15.7%
Total	\$1,877 m	16.8%

Smartshares Control of the Control o	30.09.17	Change YoY
Funds Under Management - External	\$625 m	28.8%
Funds Under Management - SuperLife funds	\$1,365 m	15.3%
Total	\$1,990 m	19.2%
Units on Issue	853 m	14.6%

NZX Wealth Technologies	30.09.17	Change YoY
Funds Under Administration	\$1,192 m	-8.4%

Renamed from Apteryx

#### Agri

Direct Data Products	30.09.17	Change YoY
Subscriptions - NZ Agri Data Products	2,997	26.8%
Subscriptions - Australian Agri Data Products	1,503	-4.9%
Total Paid Advertising Page Equivalents Q3 17*	255	14.9%

 $<sup>\</sup>ensuremath{^{\star}}$  Total paid advertising page equivalents relates to Farmers Weekly only.

#### **Notes**

- 1. All operational statistics are measured at the end of the last trading day of the month. Change refers to the change since the same period last year unless otherwise stated i.e. Change YoY is change versus the same period last year.
- 2. All Equity Market Capitalisation includes all securities quoted on the NZX Main Board, NZX Alternative Market, and NXT Market.
- 3. Market Capitalisation for the NZX Debt market is the total nominal (face) value of all quoted securities excluding New Zealand Government Stock.
- 4. NZX Limited wishes to remind readers that the above operational statistics and operating revenues are based on the Group's internal records, which are unaudited. Differences may arise between this data and that disclosed in subsequent audited financial statements.