

# **CME Group**

## **4Q 2009**

# **Earnings Conference Call**

**February 4, 2010**

# Forward-Looking Statements

*Statements in this presentation that are not historical facts are forward-looking statements. These statements are not guarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict. Therefore, actual outcomes and results may differ materially from what is expressed or implied in any forward-looking statements. Among the factors that might affect our performance are: increasing competition by foreign and domestic entities, including increased competition from new entrants into our markets and consolidation of existing entities; our ability to keep pace with rapid technological developments, including our ability to complete the development and implementation of the enhanced functionality required by our customers; our ability to continue introducing competitive new products and services on a timely, cost-effective basis, including through our electronic trading capabilities, and our ability to maintain the competitiveness of our existing products and services; our ability to adjust our fixed costs and expenses if our revenues decline; our ability to generate revenues from our processing services; our ability to maintain existing customers, develop strategic relationships and attract new customers; our ability to expand and offer our products in foreign jurisdictions; changes in domestic and foreign regulations; changes in government policy, including policies relating to common or directed clearing ; changes in government policy, including policies related to common or directed clearing and changes as a result of legislation stemming from the recent financial crisis, including the proposed regulatory reform of the over-the-counter derivatives and futures market and any changes in the regulation of our industry with respect to speculative trading in commodity interests and derivative contracts; the costs associated with protecting our intellectual property rights and our ability to operate our business without violating the intellectual property rights of others; our ability to generate revenue from our market data that may be reduced or eliminated by the growth of electronic trading or declines in subscriptions; changes in our rate per contract due to shifts in the mix of the products traded, the trading venue and the mix of customers (whether the customer receives member or non-member fees or participates in one of our various incentive programs) and the impact of our tiered pricing structure; the ability of our financial safeguards package to adequately protect us from the credit risks of clearing members; the ability of our compliance and risk management methods to effectively monitor and manage our risks; changes in price levels and volatility in the derivatives markets and in underlying fixed income, equity, foreign exchange and commodities markets; economic, political and market conditions, including the recent volatility of the capital and credit markets and the impact of current economic conditions on the trading activity of our current and potential customers; our ability to accommodate increases in trading volume and order transaction traffic without failure or degradation of performance of our systems; our ability to execute our growth strategy and maintain our growth effectively; our ability to manage the risks and control the costs associated with our acquisition, investment and alliance strategy; our ability to continue to generate funds and/or manage our indebtedness to allow us to continue to invest in our business; industry and customer consolidation; decreases in trading and clearing activity; the imposition of a transaction tax on futures and options on futures transactions; the unfavorable resolution of material legal proceedings and the seasonality of the futures business. More detailed information about factors that may affect our performance may be found in our filings with the Securities and Exchange Commission, including our most recent periodic reports filed on Form 10-K and Form 10-Q, which are available in the Investor Relations section of the CME Group Web site. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.*

## *Non-GAAP Financial Measures*

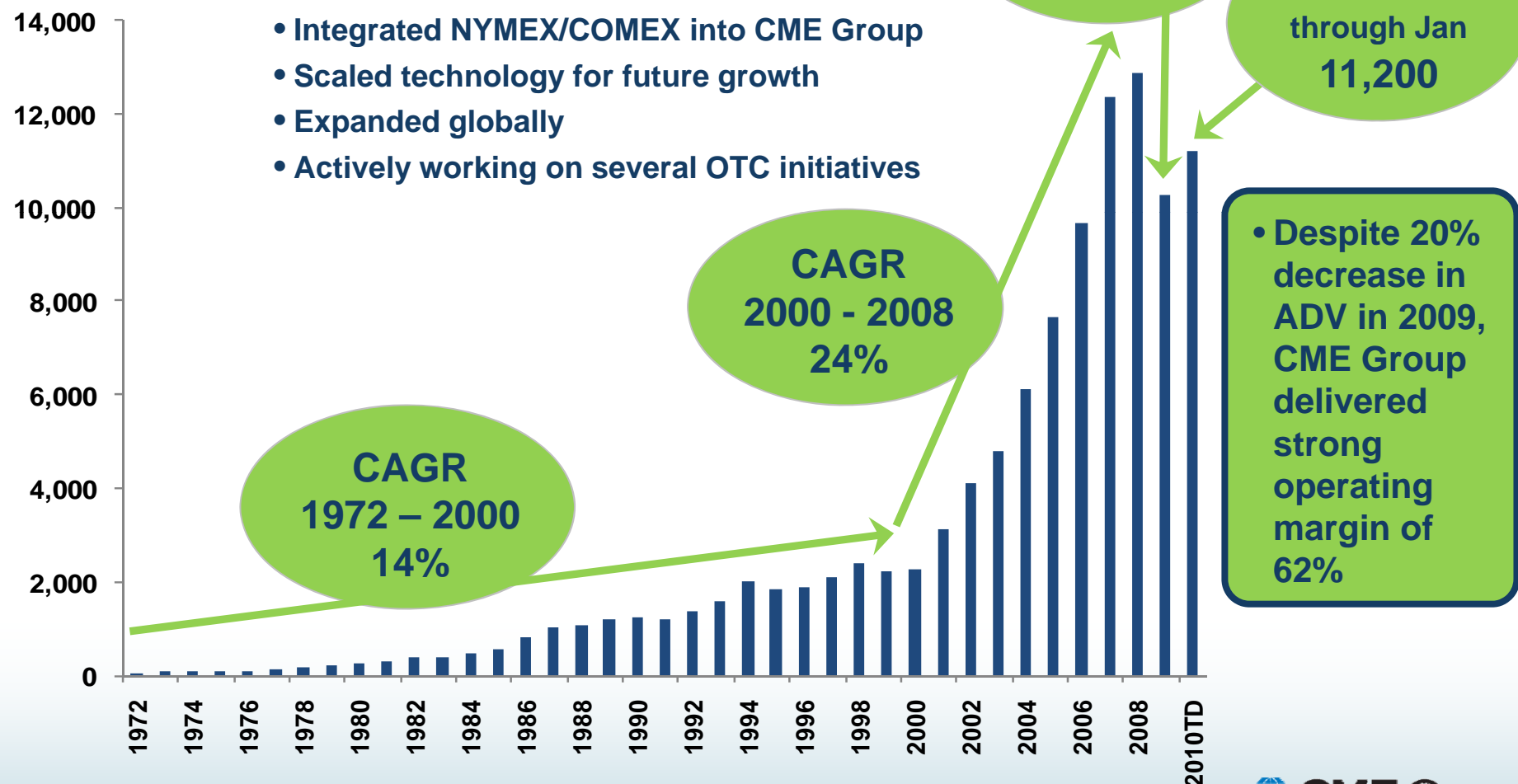
*In this presentation we refer to non-GAAP financial measures, including pro forma results that assume the merger with CBOT Holdings and acquisition of NYMEX Holdings were completed as of the beginning of the period presented. A reconciliation of these measures to our GAAP financial results is available in the company's latest financial statements in the Investor Relations section of the CME Group Web site.*

*NOTE: Unless otherwise noted, all references to CME Group volume, open interest and rate per contract information in the text of this document is based on pro forma results assuming the merger with CBOT Holdings and the acquisition of NYMEX Holdings were completed as of the beginning of the period presented. All data exclude CME Group's non-traditional TRAKRS<sup>SM</sup> products, for which CME Group receives significantly lower clearing fees of less than one cent per contract on average, as well as HuRLO products and credit default swap clearing. Unless otherwise noted, all year, quarter and month to date volume is through 12/31/09.*

# Several Achievements and Solid Results in 2009

## Pro Forma Average Daily Volume

(round turns in thousands)



See slide 2 for pro forma treatment for CME Group / 2010 volume to date through January

# Investing to Create a Global Financial Services Company

Percentage of total volume traded outside of US hours has increased from 17% in Q309 to 19% in Q409

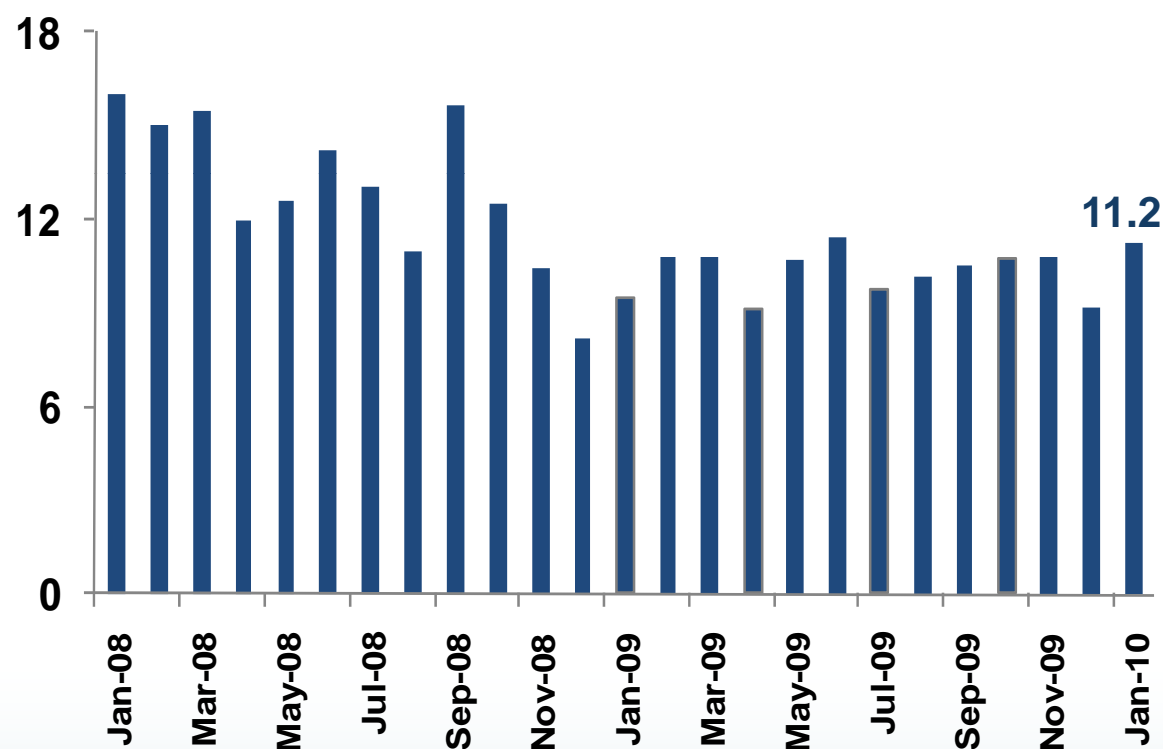


# Volumes Stabilizing from Late 2008

*Year-over-year growth trending more positively in recent months*

(round turns  
in millions)

## CME Group Pro Forma ADV



### January 2009 ADV highlights:

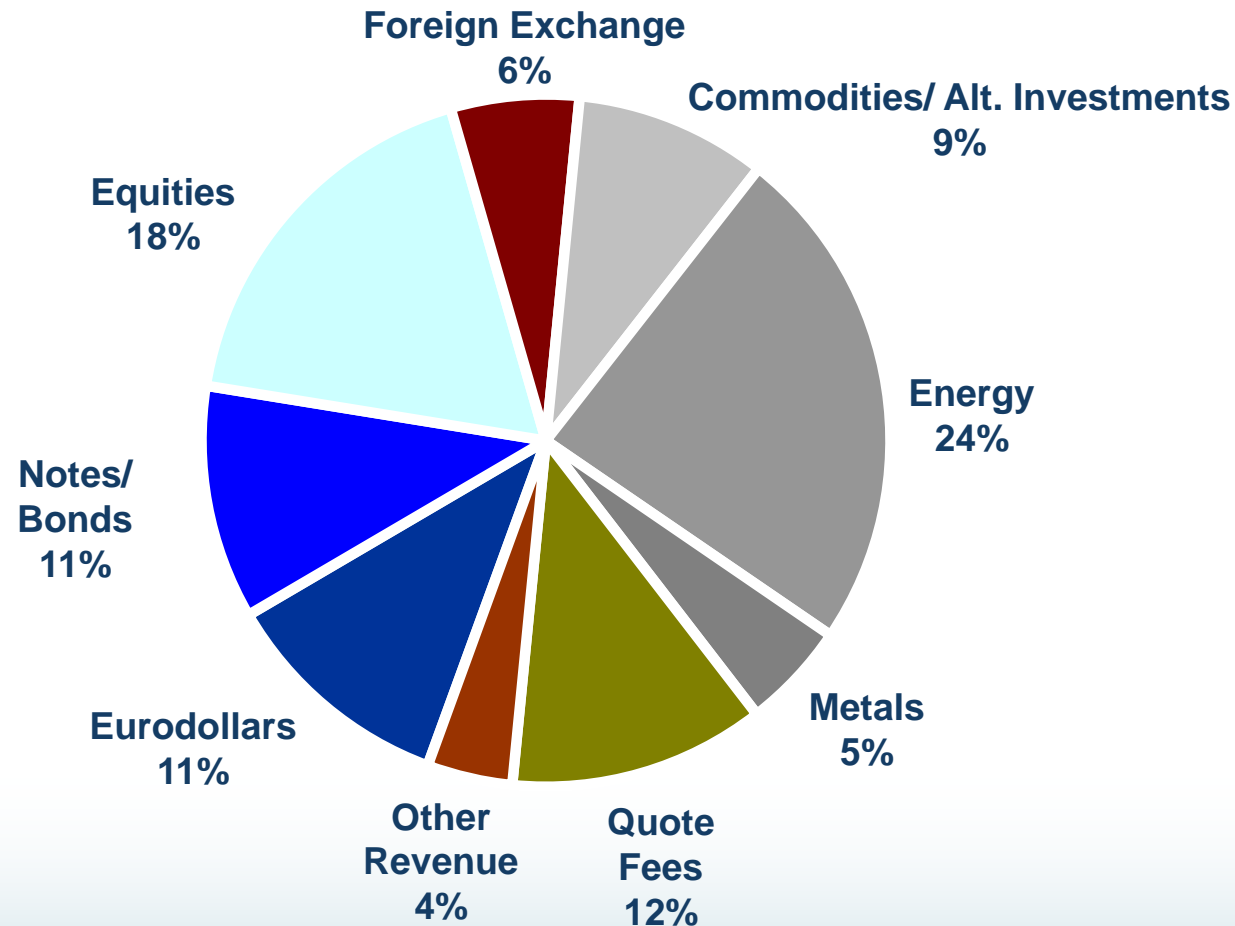
Year over year growth up 19%:

- Interest rates up 33%
  - Strong launch of Ultra Bond:
    - OI approx. 40K
  - Broad participation from market users (asset managers, insurance companies, pension funds)
- Equities down 4%
- FX up 78%; record non-roll month
- Energy up 9%
- Commodities/ Alt. Inv. up 18%
- Metals up 65%

See slide 2 for pro forma treatment for CME Group / 2010 volume to date through January

# Competitive Advantage – Product Diversity

*Q4 2009 pro forma revenue mix*



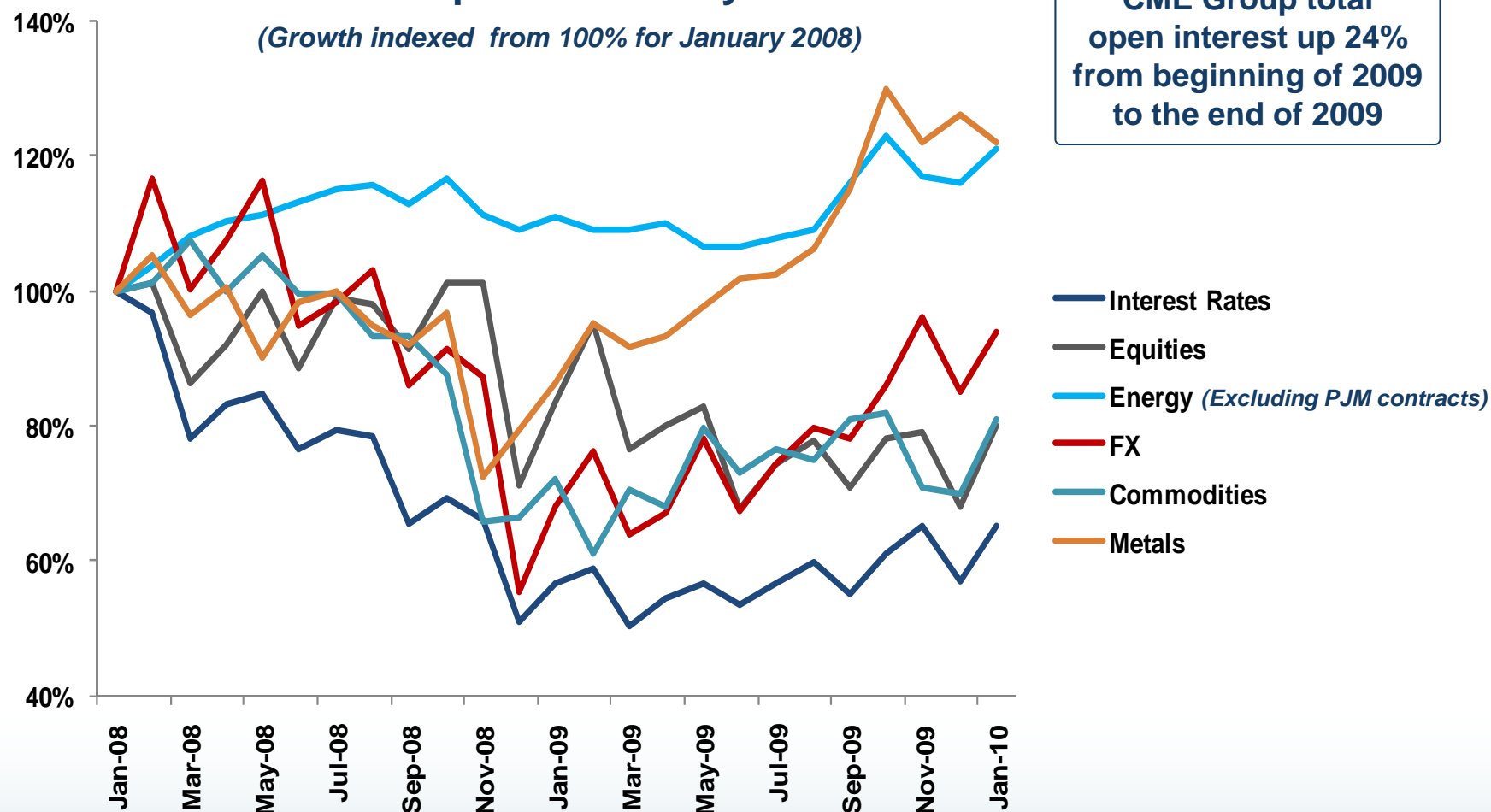
See slide 2 for pro forma treatment for CME Group



# Open Interest is Stabilizing in all Product Areas

## CME Group Month-End Open Interest by Product

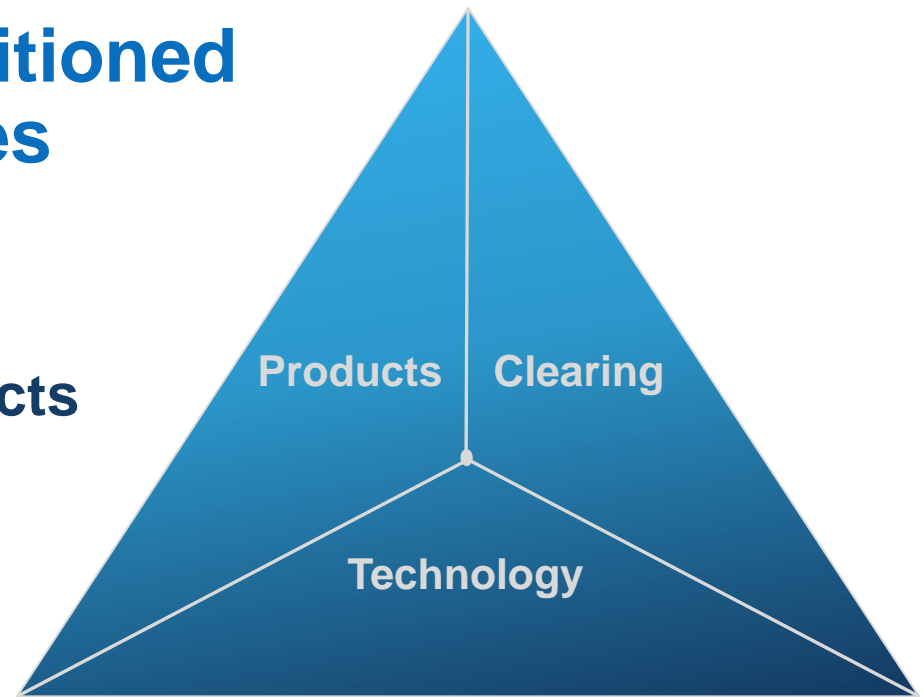
(Growth indexed from 100% for January 2008)



Note: Results are as of October 27, 2009 and the legacy NYMEX open interest portion of the open interest is not final. In addition, the Energy open interest excludes the open interest of the new PJM contracts that were launched in December 2008.

# CME Group Is Well Positioned For Future Opportunities

- Core assets in place
  - Diverse benchmark products
  - Robust technology
  - Industry-leading clearing
- Enhancing capability to deliver services to new markets and new geographies
- Executing growth strategy – organic core business, global expansion, and OTC services





# CME Group Delivered Solid Financial Results

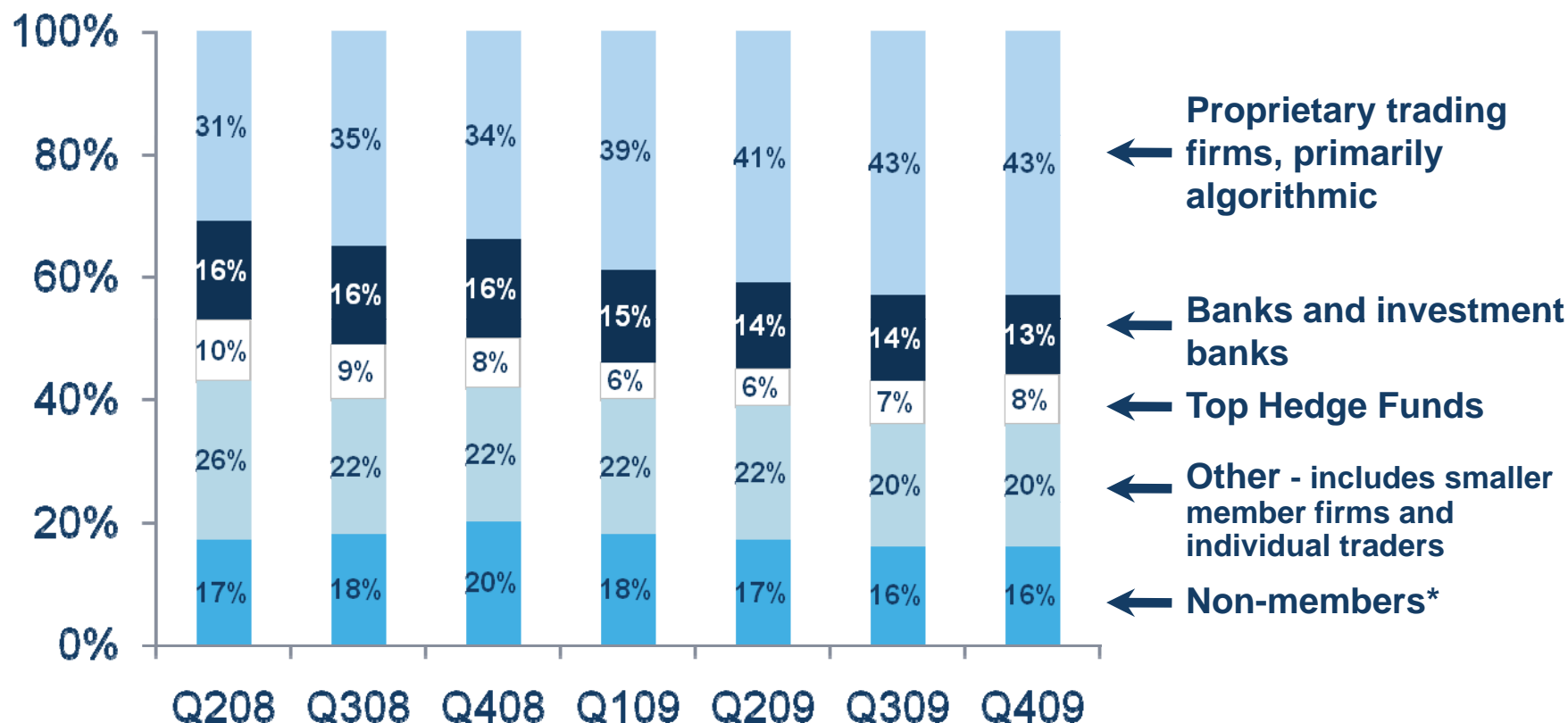
## *4Q 2009 pro forma financial results*

- **Total revenues: \$667 million**
- **Total operating expenses: \$258 million**
- **Pre-tax operating margin: 61%**
- **Net income: \$225 million**
- **Diluted earnings per share: \$3.37**

### *Non-GAAP Financial Measures*

*This slide refers to non-GAAP financial measures, including pro forma results that assume the merger with CBOT Holdings and acquisition of NYMEX Holdings were completed as of the beginning of the period presented. A reconciliation of these measures to our GAAP financial results is available within CME Group's latest financial statements in the Investor Relations section of the CME Group Web site.*

# Customer Segmentation Estimates



\* Non-members include pension funds, index funds, long-only mutual funds, insurance companies, corporates, active individual traders, smaller hedge funds

Note: Customer segmentation percentages reflect legacy CME and CBOT products only

# CME Group Q409 Pro Forma Financial Results

## Financial Highlights:

### GAAP

|                                     |                |                |            |             |             |            |
|-------------------------------------|----------------|----------------|------------|-------------|-------------|------------|
| (\$s in millions, except per share) | <u>Q4 FY09</u> | <u>Q4 FY08</u> | <u>Y/Y</u> | <u>FY09</u> | <u>FY08</u> | <u>Y/Y</u> |
| <b>Revenues</b>                     | \$ 667         | \$ 692         | -4%        | \$2,613     | \$2,561     | 2%         |
| <b>Expenses</b>                     | \$ 265         | \$ 274         | -3%        | \$1,024     | \$ 979      | 5%         |
| <b>Operating Income</b>             | \$ 402         | \$ 418         | -4%        | \$1,589     | \$1,582     | 0%         |
| <b>Operating Margin %</b>           | 60.3%          | 60.4%          |            | 60.8%       | 61.8%       |            |
| <b>Net Income</b>                   | \$ 203         | \$ 62          | 226%       | \$ 826      | \$ 715      | 15%        |
| <b>Diluted EPS</b>                  | \$3.04         | \$0.93         | 227%       | \$ 12.41    | \$12.13     | 2%         |

### Pro Forma Non-GAAP

|                                     |                |                |            |             |             |            |
|-------------------------------------|----------------|----------------|------------|-------------|-------------|------------|
| (\$s in millions, except per share) | <u>Q4 FY09</u> | <u>Q4 FY08</u> | <u>Y/Y</u> | <u>FY09</u> | <u>FY08</u> | <u>Y/Y</u> |
| <b>Revenues</b>                     | \$ 667         | \$ 692         | -4%        | \$2,613     | \$3,052     | -14%       |
| <b>Expenses</b>                     | \$ 258         | \$ 262         | -2%        | \$ 998      | \$1,090     | -8%        |
| <b>Operating Income</b>             | \$ 409         | \$ 430         | -5%        | \$1,615     | \$1,962     | -18%       |
| <b>Operating Margin %</b>           | 61.3%          | 62.1%          |            | 61.8%       | 64.3%       |            |
| <b>Net Income</b>                   | \$ 225         | \$ 239         | -6%        | \$ 885      | \$1,083     | -18%       |
| <b>Diluted EPS</b>                  | \$3.37         | \$3.58         | -6%        | \$13.29     | \$16.16     | -18%       |

**NOTE:** See the CME Group Inc. Reconciliation of GAAP to Pro Forma Non-GAAP Measures for detail related to the adjustments made to reach the pro forma results.

# CME Group Average Rate Per Contract

## Average Rate Per Contract (RPC)

**CME Group RPC** (Legacy CME, CBOT, NYMEX and COMEX combined)

| <u>Product Line</u>                   | <u>4Q 2008</u> | <u>1Q 2009</u> | <u>2Q 2009</u> | <u>3Q 2009</u> | <u>4Q 2009</u> |
|---------------------------------------|----------------|----------------|----------------|----------------|----------------|
| Interest rates                        | \$ 0.569       | \$ 0.532       | \$ 0.525       | \$ 0.505       | \$ 0.509       |
| Equities                              | 0.748          | 0.716          | 0.712          | 0.722          | 0.733          |
| Foreign exchange                      | 0.894          | 0.918          | 0.901          | 0.853          | 0.816          |
| Energy (including ClearPort)          | 1.773          | 1.608          | 1.653          | 1.694          | 1.606          |
| Commodities & alternative investments | 1.154          | 1.108          | 1.130          | 1.199          | 1.278          |
| Metals (including ClearPort)          | 1.879          | 1.858          | 1.808          | 1.849          | 1.872          |
| Average RPC                           | \$ 0.866       | \$ 0.839       | \$ 0.823       | \$ 0.834       | \$ 0.849       |
| <b><u>Venue</u></b>                   |                |                |                |                |                |
| Exchange-traded                       | \$ 0.801       | \$ 0.777       | \$ 0.765       | \$ 0.765       | \$ 0.783       |
| CME ClearPort                         | 2.352          | 1.874          | 2.031          | 2.304          | 2.236          |

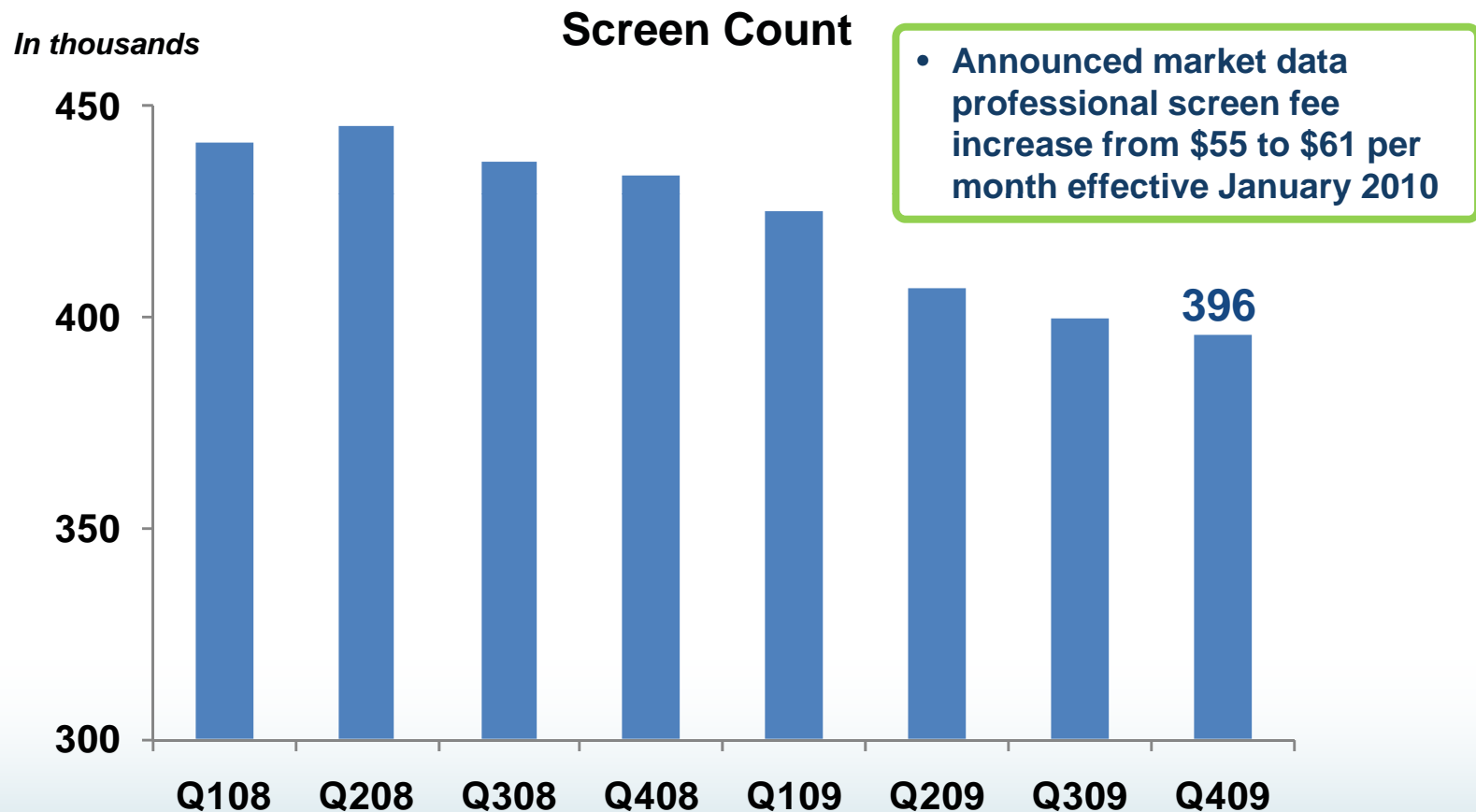
## Recent Rolling 3-Month RPC Trend

|                       | <u>Jun-09</u>  | <u>Jul-09</u>  | <u>Aug-09</u>  | <u>Sep-09</u>  | <u>Oct-09</u>  | <u>Nov-09</u>  | <u>Dec-09</u>  |
|-----------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Interest rates        | \$0.525        | \$0.518        | \$0.511        | \$0.505        | \$0.502        | \$0.506        | \$0.509        |
| Equities              | \$0.712        | \$0.720        | \$0.727        | \$0.722        | \$0.715        | \$0.722        | \$0.733        |
| Energy                | \$1.653        | \$1.673        | \$1.677        | \$1.694        | \$1.645        | \$1.628        | \$1.606        |
| Foreign exchange      | \$0.901        | \$0.874        | \$0.876        | \$0.853        | \$0.824        | \$0.802        | \$0.816        |
| Commodities/Alt. Inv. | \$1.130        | \$1.129        | \$1.175        | \$1.199        | \$1.244        | \$1.259        | \$1.278        |
| Metals                | \$1.808        | \$1.803        | \$1.823        | \$1.849        | \$1.868        | \$1.898        | \$1.872        |
| <b>Total</b>          | <b>\$0.823</b> | <b>\$0.821</b> | <b>\$0.826</b> | <b>\$0.834</b> | <b>\$0.831</b> | <b>\$0.840</b> | <b>\$0.849</b> |

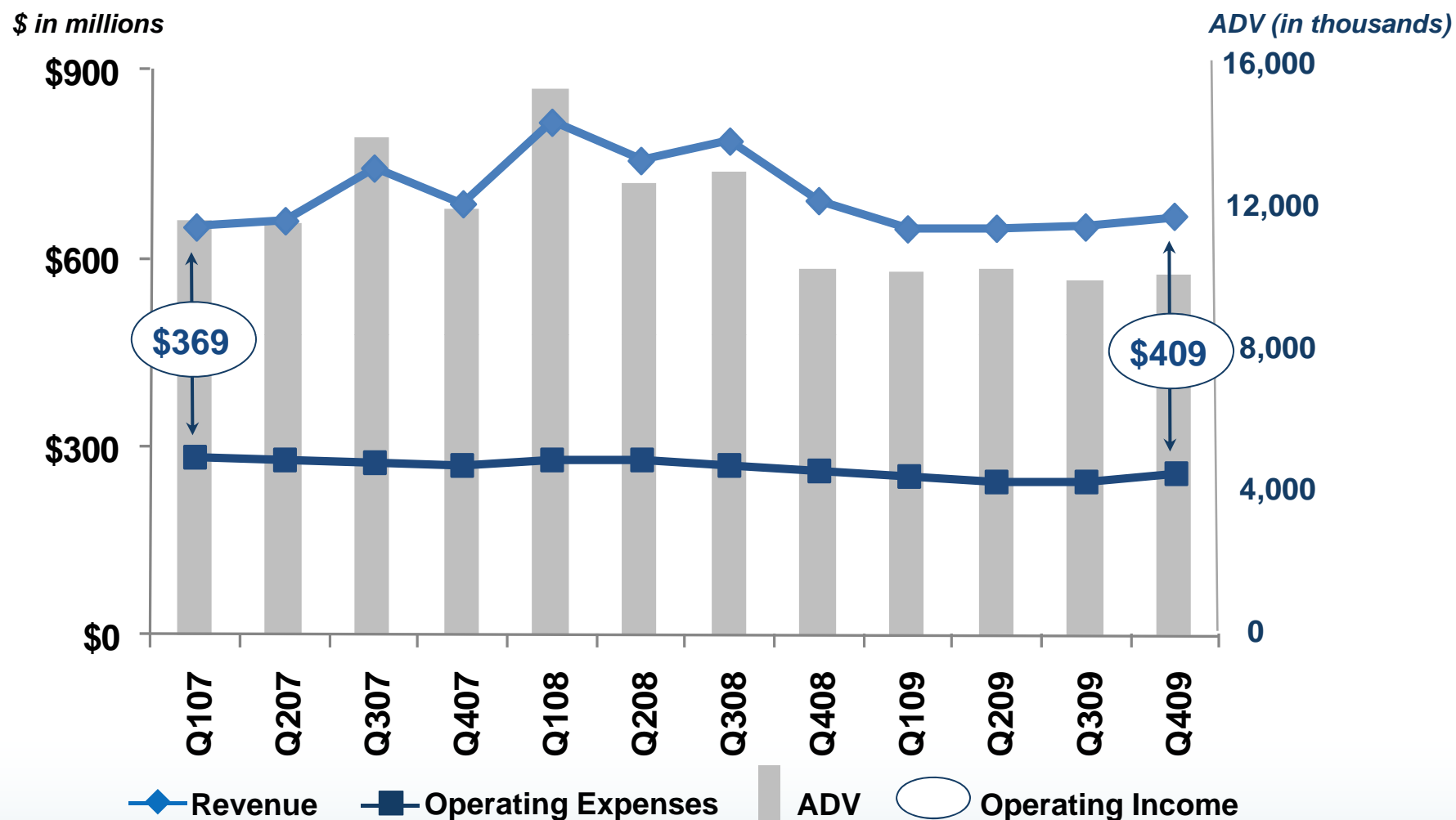
See slide 2 for pro forma treatment for CME Group

# Quotation Data Fees – Quarterly Trend

- *Q409 count down 9 percent from Q408 and down one percent from Q309*
- *Q409 benefit from billing adjustment resulted in positive sequential revenue growth*



# 61% Operating Margin in Q4 2009



See slide 2 for pro forma treatment for CME Group



# Additional Notes and Guidance

- **Within non-operating income and expense category**
  - **Going forward, expect to continue to receive BM&F/Bovespa dividend each quarter with the amount varying based on their performance**

## Debt Structure

| Description         | Par (\$B)      | Maturity   | Yield | Type     |
|---------------------|----------------|------------|-------|----------|
| Commercial Paper    | \$0.09         | 32-54 days | 0.22% | Variable |
| 2 Year Public Issue | \$0.30         | Aug-10     | 4.14% | Fixed    |
| 3 Year Bank Loan    | \$0.42         | Aug-11     | 4.83% | Fixed    |
| 5 Year Public Issue | \$0.75         | Aug-13     | 5.54% | Fixed    |
| 5 Year Public Issue | \$0.75         | Feb-14     | 5.95% | Fixed    |
| <b>Total Debt</b>   | <b>\$ 2.31</b> |            |       |          |

- **Paid down \$225 million in debt during Q409**
- **At December 31, 2009, \$2.3 billion of debt outstanding and \$303 million of cash and marketable securities**
- **Expect interest expense to remain at a similar level to Q409 (\$30.7 million) for the next two quarters**

# Additional Notes and Guidance

- Full-year 2010 total operating expenses approximately \$1.1 billion
- Compensation Expense
  - Expect 5 percent increase in compensation expense due to merit and promotion adjustments for employees and impacts of new hires
  - Expect 2010 stock based compensation quarterly run rate of approximately \$10 to \$11 million per quarter, similar to Q409 run rate
  - Target employee bonus for 2010 is \$54 million, based on reaching our internal 2010 cash earnings target; if our cash earnings for the year are 20 percent greater than our cash earnings target, employee bonuses would be approximately \$82 million and if we are more than 20 percent below our target, employee bonuses would be a minimal amount for non-exempt employees only
- Non-Compensation Expense expected to increase from 2009 level
  - Marketing and Other Expense expected to be roughly \$23 million per quarter on average, and it is likely to be more front-end loaded
  - Licensing and Fee Sharing will likely rise based on continued growth in our energy and equity businesses
- Full year 2010 capital expenditures expected to total between \$180 and \$200 million
- Announced market data professional screen fee increase from \$55 to \$61 per month effective January 2010
- Expect 2010 effective tax rate to be between 41 and 42 percent