

FINANCIAL RESULTS OF THE GPW GROUP Q1 2022

31 May 2022



- 1. Milestones and summary of trading on the financial market in Q1 2022
- 2. GPW Group financial results in Q1 2022
- 3. Summary of trading on the commodity market and TGE Group financial results in Q1 2022
- 4. Other financials
- 5. Appendices

## **GPW Group in 1Q 2022 - Growing turnover value on the financial market**

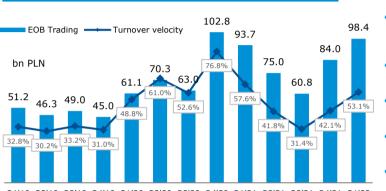


Growing turnover volume and v	alue on the	Finance & strategy
financial market		<ul> <li>✓ Revenue: PLN 110.2 mn (-1.2% YoY)</li> <li>✓ EBITDA: PLN 50.7 mn (-5.8% YoY)</li> </ul>
EOB trade in equities – Main Market		✓ Net profit: PLN 38.1 mn (-2.1% YoY)
PLN 98.4 bn	+5.0% YoY +17.2% QoQ	<ul> <li>✓ Proposed dividend: PLN 2.74 per share (dividend yield &gt; 7%)</li> </ul>
EOB trade - Catalyst		<ul> <li>✓ Ongoing:</li> <li>- review of Strategy #GPW2022</li> </ul>
PLN 2.1 bn	+179.3% YoY	- new GPW Group Strategy 2023-2027
Structured products	+139.7% QoQ	Product development & client acquisition
PLN 1.1 bn	+30.2% YoY +42.6% QoQ	<ul> <li>✓ New listing of BETA ETF TBSP</li> <li>✓ Acquisition of new data vendors and non- display clients</li> </ul>
Investment certificates		GPW Group companies
PLN 15.6 mn	+29.5% YoY +42.1% QoQ	✓ GPWB:
ETFs		<ul> <li>publication of Consultation Paper and launch of public consultation on transactions-</li> </ul>
PLN 315.1 mn	+74.8% YoY	based interest rate benchmarks; ✓ TGE:
Index futures	+74.2% QoQ	<ul> <li>development of the Agricultural Market</li> <li>Actions to optimize the IPO process and</li> </ul>
2,317,955 contracts	+49.3% YoY +60.6% QoQ	shorten the time from allocation to debut

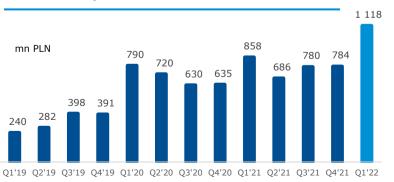
# Strong investor activity

Main Market EOB turnover value





Q1'19 Q2'19 Q3'19 Q4'19 Q1'20 Q2'20 Q3'20 Q4'20 Q1'21 Q2'21 Q3'21 Q4'21 Q1'22



Structured products turnover value\*\*

- Main Market EOB turnover in Q1'22: PLN 98.4 bn (+5.0% YoY, +17.2% QoQ)
  - Average daily Main Market EOB turnover: PLN 1,593.7 mn in Q1'22 vs. PLN 1,632.6 mn in Q1'21 and vs. PLN 1,399.9 in Q4'21
  - New Connect EOB turnover in Q1'22: PLN 1.0 bn (-64.6% YoY, -5.2% QoQ).
  - Structured products turnover in Q1'22: PLN 1,117.8 mn (+30.2% YoY, +42.6% QoQ).
  - ETF turnover in Q1'22: PLN 315.1 mn (+74.8% YoY, +74.2% QoQ)
  - Share of HVP/HVF participants in equity turnover: 17.4% in Q1'22 vs. 13.2% in Q1'22. Nominal increase: PLN 16.9 bn vs. PLN 12.4 bn.



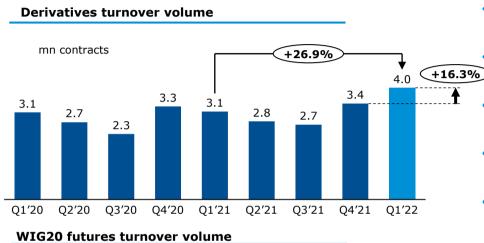
### ETF turnover value\*\*

\* Quarterly turnover calculated as average of monthly turnover figures for the quarter

<sup>\*\*</sup> EOB and block trades

## Growing turnover in derivatives





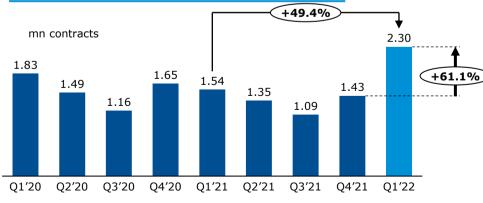
 Increase of total derivatives turnover volume in Q1'22 to 4.0 mn contracts (+26.9% YoY, +16.3% QoQ)

Increase of WIG20 futures turnover volume in Q1'22 to 2.3 mn contracts (+49.4% YoY, +61.1% QoQ)

- Currency futures turnover volume in Q1'22: 0.9 mn contracts (+8.3% YoY, -32.4% QoQ)
- Share of proprietary futures traders participating in HVP/HVF Programmes: 10.3% in Q1'22 vs. 11.1% in Q1'21.
- High volatility in 1Q'22:

WIG volatility in Q1'22: 33.3% (vs. 15.3% in Q4'21 and 19.7% in Q1'21)

WIG20 volatility in Q1'22: 36.5% (vs. 17.3% in Q4'21 and 22.7% in Q1'21)



# We work for the development of the green bond market



We support the transition to a low-carbon economy



Our main ambition is to reduce the GPW Group's greenhouse gas emissions by 50% by the end of 2025 with the prospect of zero emissions by the end of 2030

We work to achieve high employee engagement and competence development and to retain key employees

We develop educational initiatives of the GPW Group and the GPW Foundation



We follow high quality corporate governance practice

We implement an ESG management system in the GPW Group (establishment of the ESG Committee, implementation of the ESG risk management system)

We educate our employees on ESG issues and sustainable development



As a market organiser, we support the development of sustainability initiatives

We have carried out educational activities in cooperation with the EBRD and the PFR based on the manual "GPW ESG Reporting Guidelines"

We have been working on promotion and development of the green bond market

#### CONTRIBUTION TO ACHIEVING 17 SUSTAINABLE DEVELOPMENT GOALS 2030



#### PARTNERSHIP





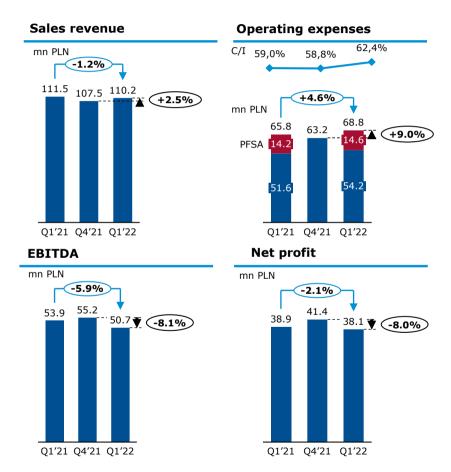
### INDEX



- 1. Milestones and summary of trading on the financial market in Q1 2022
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## Stable financial performance in Q1'22





#### Sales revenue

Decrease of revenue in Q1'22 by 1.2% YoY to PLN 110.2 mn. Driven by lower revenue on the commodity market (PLN 35.9 mn vs. PLN 37.8 mn) and higher revenue on the financial market (PLN 73.7 mn vs. PLN 73.0 mn).

#### Operating expenses

Increase of operating expenses in Q1'22 by 4.6% YoY. Driven by higher provisions for PFSA fees (PLN 14.6 mn vs. PLN 14.2 mn), an increase in external service charges (PLN 13.9 mn vs. PLN 13.2 mn) and total employee costs (PLN 27.6 mn vs. PLN 26.9 mn).

Quarter on quarter, net of operating expenses in respect of the PFSA fee, operating expenses in Q1'22 decreased by 14.2% QoQ.

### EBITDA

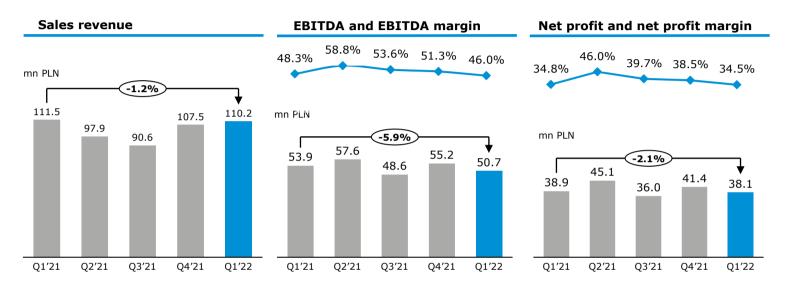
Decrease of EBITDA in Q1'22 by 5.9% YoY to PLN 50.7 mn - driven by lower revenue on the commodity market (-5.1% YoY) combined with a higher revenue on the financial market (+1.1%) and an increase in operating expenses (+4.6% YoY).

### Net profit

Decrease of net profit in Q1'22 by 2.1% YoY to PLN 38.1 mn.

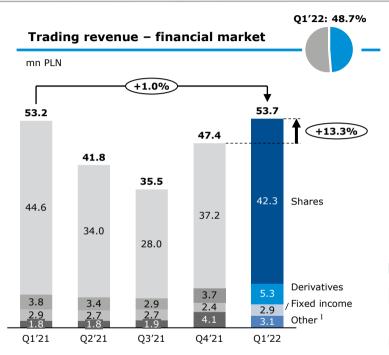
## **Financial results by quarter**





- Increase of sales revenue by 2.5% QoQ to PLN 110.2 mn in Q1'22, driven by a higher revenue on the financial market (+PLN 7.4 mn i.e. +11.1% QoQ) and a lower revenue on the commodity market (-PLN 4.1 mn, -10.4% QoQ)
- EBITDA margin: 46.0% in Q1'22 vs. 48.3% in Q1'21 vs. 51.3% in Q4'21.
- Net profit margin: 34.5% in Q1'22 vs. 34.8% in Q1'21 vs. 38.5% in Q4'21; the YoY decrease of the margin driven by lower revenue combined with higher operating expenses.
- Dividend: proposed payment of PLN 2.74 per share (dividend rate as of May 30 is 7.09%). Dividend higher by PLN 0.14 per share than the minimum amount resulting from the dividend policy.

# Trading revenue on the financial market



<sup>1</sup> Other cash market instruments, other fees paid by market participants

- Trading revenue on the financial market: PLN 53.7 mn in Q1'22 (+1.0% YoY, +13.3% QoQ).
- Average fee on the stock market: 2.11 bps in Q1'22 (2.23 bps in Q1'21 vs. 2.14 bps in Q4'21).

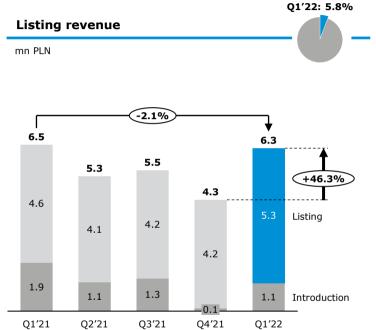
### **Investor activity on GPW markets**

Q1′21	Q2′21	Q3′21	Q4′21		Q1'22
	Equity tur	nover value	(EOB, PLN	bn)	
93.7	74.9	60.8	84.0		98.4
					+5.0% YoY +17.2% QoQ
Futur	es and optio	ns turnover	volume (mr	n cont	racts)
3.1	2.8	2.7	3.4		4.0
					+26.9% YoY
					+16.3% QoQ
Treas	sury bonds -	- TBSP, cash	transactior	s (PLI	N bn)
18.0	19.0	18.2	8.9	-	12.7
					-29.2% YoY
					+43.1% QoQ
Treasury	/ bonds – TE	3SP, conditio	nal transac	tions (	PLN bn)
93.7	94	126.8	95.8		166.0
					+77.2% YoY
					+73.3% QoQ

**GPW** 

# **Listing revenue**





- Listing revenue: PLN 6.3 mn in Q1'22 (-2.1% YoY, +46.3% QoQ).
- Two new listings on the Main Market and five new listings on NewConnect in Q1'22.
- Total IPO value (MM+NC) in Q1'22: PLN 20 mn vs. PLN 1,775 mn in Q1'21.
- Total SPO value (MM+NC) in Q1'22: PLN 210 mn vs. PLN 278 mn in Q1'21.
- Capitalisation of domestic companies on the Main Market in Q4'20: PLN 538.8 bn

### **Issuer activity**

Q1′21	Q2′21	Q3′21	Q4′21		Q1′22
	et				
3	5	3	5		2
5	J	5	J		2

Capitalisation of domestic companies on the Main Market (PLN bn)

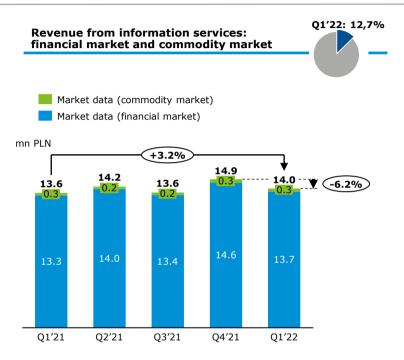
656.3	701.2	682.9	637.3	568.7
+15.4% YoY				
-6.4% QoQ				

Value of IPOs on the Main Market (PLN mn)

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### **Revenue from information services**



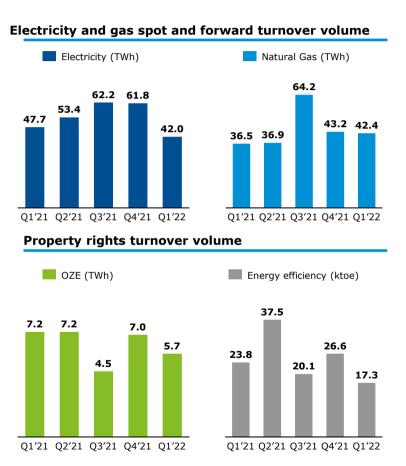


- Revenue from information services (financial+commodity market): PLN 14.0 mn in Q1'22 (+3.2% YoY, -6.2% QoQ).
- GPW data agreements were signed in Q1'22 with new users:
  - three non-display users of GPW data
  - three vendors of GPW delayed data
- New users of GPW Group value-added services including:
  - ✓ five users of GPW data
  - one user of BondSpot data
- The number of GPW Group data subscribers was historically high in Q1'22

Data v	Data vendors, subscribers and non-display clients								
Q1′21	Q2′21	Q3′21	Q4′21		Q1′22				
		Number	of subscribers						
446.0	438.8	437.4	457.0		503.5				
					+12.9% YoY				
					+10.2% QoQ				
		Numbe	er of vendors						
87	89	89	90		93				
					+6.9% YoY				
					+3.3% QoQ				
		No	n-display						
103	106	112	116		116				
					+12.6% YoY				
					0% QoQ				

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# **Commodity market turnover in Q1'22**



- Electricity market total electricity turnover volume in Q1'22 was 42.0 TWh (-11.9% YoY, -32.0% QoQ). The spot turnover volume was 8.7 TWh (-9.0% YoY, +2.8% QoQ). The forward turnover volume was 33.3 TWh (-12.7% YoY, -37.6% QoQ).
- **Gas market** total gas turnover volume in Q1'22 was 42.4 TWh (+16.0% YoY, -2.0% QoQ). The spot turnover volume was 6.7 TWh (-33.5% YoY, -17.1% QoQ). The forward turnover volume was 35.7 TWh (+34.6% YoY, +1.4% QoQ).

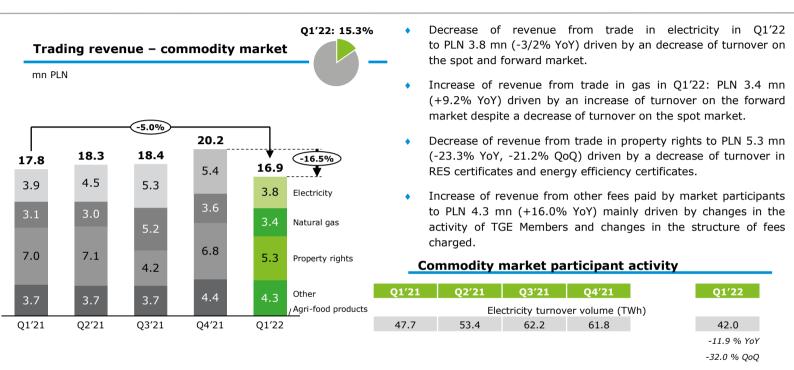
### Property rights market:

- RSE property rights turnover volume in Q1'22 was 5.7 TWh (-21.6% YoY, -19.4% QoQ)
- ✓ Energy efficiency property rights turnover volume in Q1'22 was 17.3 ktoe (-27.2% YoY, -35.0% QoQ).



# **Revenue from the electricity, gas, and property rights markets**





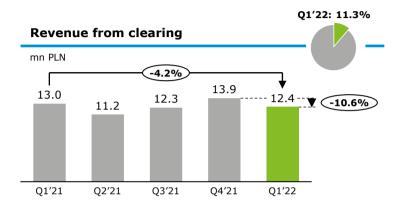
36.5

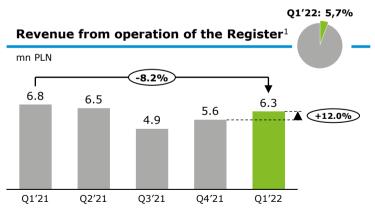
7.2

	Gas turnover	volume (TWh)			
36.9	64.2	43.2		42.4	
				+16.0 % YoY	
				-2.0 % QoQ	
Prope	rty rights turn	nover volume (	(TWh)		
7.2	4.5	7		5.7	
				-21.6 % YoY	1
				-19.4 % QoQ	

## **Revenue from clearing**







<sup>1</sup> Revenue from the Register of Certificates of Origin, including revenue from the Register of Guarantees of Origin

- Decrease of revenue from clearing in O1'22 to PLN 12.4 ٠ mn from PLN 13.0 mn in Q1'21 (-4.2% YoY) mainly driven by lower revenues from trading in property rights YoY.
- Decrease of revenue from the operation of the Register of ٠ Certificates of Origin in Q1'22 to PLN 6.3 mn (-8.2% YoY) mainly driven by lower volumes of RES property rights issued and, secondly, lower revenues from property rights registered (caused by a decrease in trading volumes on the Property Rights Market).

#### Activity of participants of the Register of Certificates of Origin

Q1′21	Q2′21	Q3′21	Q4′21		Q1'22	
	Volume	e of issued pr	operty rights	(TWh)		
6.6	5.6	3.4	4		5.2	
					-21.4% YoY	
					+29.6% QoQ	
	Volume of	cancelled cer	tificates of o	rigin (TWh)		
4.8	6.6	7.4	6.4		6.2	
					+29.2% YoY	
					-3.3% QoQ	
	Guarantee	s of Origin –	turnover volu	ume (TWh)		
9.1	6.8	5.5	8.9		10	
					+10.2% YoY	
					+12.4% QoQ	



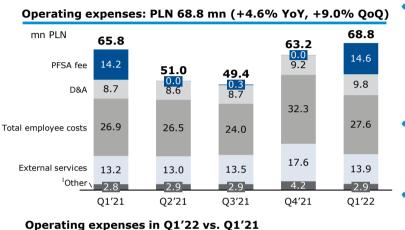
- 1. Milestones and summary of trading on the financial market in Q1 2022
- 2. GPW Group financial results in Q1 2022
- 3. Summary of trading on the commodity market and TGE Group financial results in Q1 2022

### 4. Other financials

5. Appendices

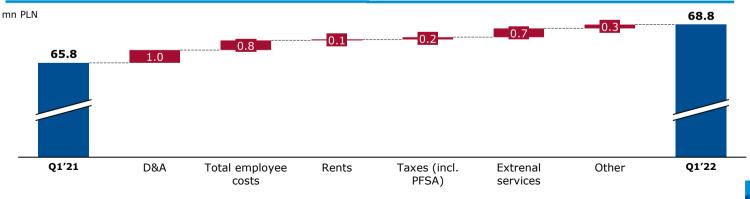
# **Operating expenses in Q1'22**





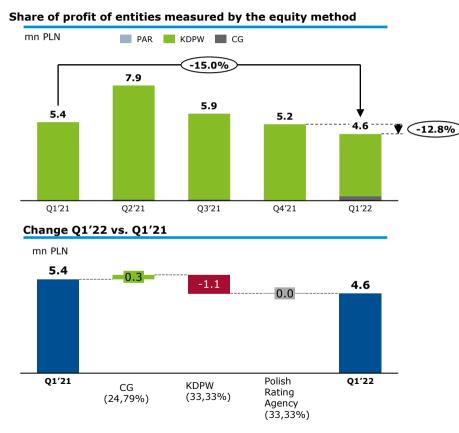
### Cost/income ratio (C/I): 62.4% in Q1'22 vs. 59.0% in Q1'21

- Depreciation and amortisation: PLN 9.8 mn in Q1'22 (+11.5% YoY, +6.3% QoQ). The increase in depreciation and amortisation charges is mainly due to the reduction by 12 months of the depreciation period of the UTP trading system in connection with the implementation of WATS. The shortened amortisation period results in an increase in depreciation charges by PLN 0.3 mn per month, from the beginning of Q1'22 to the end of Q1'24.
- Total employee costs: PLN 27.6 mn in Q1'22 (+2.8% YoY, -14.4% QoQ). YoY increase driven mainly by additional headcount in the implementation of strategic initiatives (at the end of 2021, work on PCOL and TeO projects was launched).
  - External services: PLN 13.9 mn in Q1'22 (+5.3% YoY, -20.9% QoQ). YoY increase driven among others by rising cost of advisory and cost of promotion, education and market development.



<sup>1</sup> Other includes (1) maintenance fees; (2) fees and charges (net of the PFSA fees); (3) other operating expenses

# Share of profit of entities measured by the equity method in Q1'22



- Group's share of profit of entities measured by the equity method in Q1'22 at PLN 4.6 mn (-15.0% YoY, -12.8% QoQ).
- The Group's share of net profit of KDPW in Q1'22 was PLN 4.3 mn vs. 5.3 mn in Q1'21.
- GPW's share of profit of Centrum Giełdowe in Q1'22 was PLN 302 thou. vs. PLN 46 thou. in Q1'21.

# **GPW Group's consolidated statement of financial** position



PLN mn	31.03.2021	30.06.2021	30.09.2021	31.12.2021	31.03.2022
Non-current assets, including among others	605.1	599.5	597.6	603.6	618.2
Property, plant and equipment	94.9	92.8	90.5	91.9	92.2
Intangible assets	254.1	256.2	257.2	264.0	265.3
Share of profit of associates	226.8	226.6	231.6	230.8	231.4
Current assets, including among others	870.4	844.4	736.3	807.1	737.4
Trade and other receivables	69.2	65.8	149.9	177.1	94.2
Financial assets measured at amortised cost	427.2	499.2	256.1	277.3	306.0
Cash and cash equivalents	371.2	275.9	326.1	349.3	335.0
Total assets	1,475.4	1,443.9	1,333.9	1,410.7	1,355.7

PLN mn	31.03.2021	30.06.2021	30.09.2021	31.12.2021	31.03.2022
Equity	958.1	897.2	932.3	967.9	1,001.8
Non-current liabilities	166.7	167.2	168.6	44.2	44.5
Liability under the bond issue	124.9	124.9	125.0	0.0	0.0
Current liabilities, including among others	350.7	379.6	233.0	398.6	309.4
Liability under the bond issue	121.7	121.1	121.8	246.3	126.8
Trade payables	19.4	12.6	12.9	13.7	12.7
Employee benefits payable	29.4	20.2	22.3	31.1	36.6
Contract liabilities	42.5	32.0	19.9	5.6	45.1
Provisions	27.4	27.9	28.5	28.8	28.4
Other current liabilities	87.0	149.0	14.6	58.0	38.3
Total equity and liabilities	1,475.4	1,443.9	1,333.9	1,410.7	1,355.7

<sup>\*</sup>Liquid financial assets are presented in "Financial assets measured at amortised cost" and "Cash and cash equivalents". "Financial assets measured at amortised cost" includes among others cash in term deposits from 3 to 12 months. "Cash and cash equivalents" includes cash in bank accounts and term deposits up to 3 months.

Decrease of total assets as at 31 March 2022 year to date mainly driven by a decrease of trade receivables and other receivables due to VAT refund at TGE in the amount of PLN 99.2 million

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- Decrease in current liabilities on bond issues as at 31 March 2022 year to date due to the redemption of series D and E bonds with a nominal value of PLN 120 mn on 31 January 2022. As at 31 March 2022, current liabilities on bond issues include bonds with a nominal value of PLN 125 mn maturing in October 2022.
- Provisions for liabilities and other charges as at 31 March 2022 stood at PLN 28.4 mn (including provisions against IRGiT's VAT at PLN 28.4 mn). As at 31 December 2021, provisions against IRGiT's VAT stood at PLN 28.8 mn. As a result of the release of the provision, the Group recognised financial income at PLN 0.4 mn.

Appendix – Back-up slides

### **GPW Group consolidated statement of comprehensive income**

PLN mn	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22
Revenue	111.5	97.9	90.6	107.5	110.2
Financial market	73.0	61.0	54.4	66.3	73.7
Trading	53.2	41.8	35.5	47.4	53.7
Listing	6.5	5.3	5.5	4.3	6.3
Information services	13.3	14.0	13.4	14.6	13.7
Commodity market	37.8	36.3	35.8	40.0	35.9
Trading	17.8	18.3	18.4	20.2	16.9
Register of Certificates of Origin	6.8	6.5	4.9	5.6	6.3
Clearing	13.0	11.2	12.3	13.9	12.4
Information services	0.3	0.2	0.2	0.3	0.3
Other income	0.8	0.6	0.4	1.1	0.6
Operating expenses	-65.8	-51.0	-49.4	-63.2	-68.8
Impairment gains/(losses) on receivables	-0.3	1.6	-0.8	1.2	-0.5
Other income	0.3	0.4	0.5	1.8	0.5
Other expenses	-0.7	0.1	-1.1	-1.3	-0.4
Operating profit	45.1	48.9	39.9	46.0	40.9
Financial income	0.1	0.2	0.0	0.6	2.6
Financial expenses	-3.5	-3.2	-2.4	-2.5	-1.5
Balance on financial income and expencies	-3.3	-2.9	-2.4	-1.9	1.1
Share of profit/(loss) of entities measured by equity method	5.4	7.9	5.9	5.2	4.6
Profit before income tax	47.1	53.9	43.5	49.3	46.6
Income tax	-8.2	-8.8	-7.5	-8.0	-8.5
Net profit	38.9	45.1	36.0	41.4	38.1
EBITDA	53.9	57.5	48.6	55.2	50.7

- Decrease of sales revenue in Q1'22 by 1.2% YoY to PLN 110.2 mn driven by lower revenue on the commodity market at PLN 35.8 mn (-PLN 1.9 mn i.e. -5.1% YoY) combined with higher revenue on the financial market at PLN 73.7 mn (+PLN 0.8 mn i.e. +1.1% YoY).
- Increase of operating expenses in Q1'22 by 4.6% YoY driven by a higher PFSA fee provision (PLN 14.6 mn vs. PLN 14.2 mn), an increase in external service charges (PLN 13.9 mn vs. PLN 13.2 mn) and total employee costs (PLN 27.6 mn vs. PLN 26.9 mn).
- Positive net financial income and expenses mainly due to:
  - a) an increase in financial income to PLN 2.6 mn in Q1'22 from PLN 0.1 mn in Q1'21. The increase in income was mainly driven by higher market interest rates and the release of a provision for a potential VAT interest payable in IRGiT at PLN 0.4 mn (compared to a provision of PLN 0.5 mn set up in Q1'21);
  - b) decrease in financial expenses compared to Q1'21 following the redemption of series D and E bonds in January 2022 (decrease in debt interest costs).
  - Decrease of the Group's share of profit of entities measured by the equity method to PLN 4.6 mn in Q1'22 vs. PLN 5.4 mn in Q1'21 due to a decrease in the net profit of the KDPW Group from PLN 15.9 mn in Q1'21 to PLN 13.3 mn in Q1'22

## **GPW** Group consolidated statement of cash flows



PLN mn of	3 months period ended 31 March	2022	2021
	om operating activities	150.7	95.
Net profit of the period	d diama dia mangana diama d	38.1	38.
Adjustments:		122.3	65.
Income tax		8.5	8.
Deprec iation and am	ortisation	9.8	8.
Share of (profit)/loss	of entities measured by equity method	-4.6	-5
(Gains ) on assets me	easured by amortized cost	-0.9	-0.
Interest on bonds		1.2	1
Other adjustments		-0.3	1
Change of assets and	l liabilities :	108.5	51
Trade receivables a	and other receivables	82.8	-13
Contract liabilities		39.4	4
Other liabilities (exp payable)	cl. contracted inves tments and dividend	-19.1	-1
Interest on tax payable	(paid)/refunded	-9.7	-8
Total cash flows from investing activities:		-43.6	-132
In:		179.6	183
Sale of property, plar	nt and equipment and intangible assets	0.6	0
Sale of financial asse	ts measured at amortised cost	178.7	182
Out:		-223.1	-316
Purchase of property,	, plant and equipment	-4.1	-1
5	e as sets and advances for intangible assets	-7.4	-9
Purchase of financ ial	as sets measured at amortised cos t	-206.6	-305
Total cash flows from f	inancing activities:	-121.4	-2.
In:		1.6	0
Grants received		1.6	0
Out:		-123.0	-2
Dividend paid		-0.7	-744
Interes t paid on bon	ds	-120.0	0
Net (decrease)/increase in cash and cash equivalents		-14.3	-39
Effect of changes in exchange rates		0.0	-0
Cash and cash equivalents - opening balance		349.3	411
Cash and cash equivaler	nts - closing balance	335.0	371

- The Group generated positive cash flows from operating activities of PLN 150.7 mn (+PLN 55.0 mn i.e. +57.6% YoY) driven among others by a decrease in trade receivables and other receivables, a decrease in other current liabilities, and an increase in income tax paid.
- Cash flows from investing activities were negative at PLN 43.6 mn compared to negative cash flows of PLN 132.9 mn in Q1 2021. The increase in cash flows was mainly driven by lower expenses on acquisition of assets measured at amortised cost (expenses lower by PLN 98.4 mn, -32.3% YoY).
- Cash flows from financing activities were negative at PLN 121.4 mn compared to negative PLN 2.4 mn for 3M 2021, mainly driven by the redemption of series D and E bonds.

### **KDPW Group's financial results\***



mln zł	Q1′21	Q1′22	2020	2021
Revenue	54.1	53.4	174.8	205.3
Operating expenses	28.6	31.5	122.8	126.5
Operating profit	25.5	21.6	52.0	78.8
Net profit (PSR)	21.6	19.7	46.7	72.9
EBITDA	30.3	27.2	71.3	100.0
Net profit (IAS)	15.9	13.3	46.7	73.0

\*The KDPW Group publishes its financial results according to the Polish Accounting Standards (PAS). The GPW Group publishes its financial results in accordance with the International Accounting Standards (IAS).

#### **KDPW Group's business lines**

- Operating a depository for cash market instruments (depository fees, opening and maintaining accounts)
- Settlement on the cash market (settlement of transactions, cash penalties, post-trade transfers, other transactions and services)
- Services for issuers (registration and maintenance of securiites, payment of benefits, General Meetings)
- Clearing KDPW\_CCP (clearing transactions on the organised market and OTC trade, collateral management)
- Other operations (Trade Repository, Numbering Agency, Guarantee Fund, Compensation Scheme, ARM)

#### **KDPW Group's revenue by quarter**

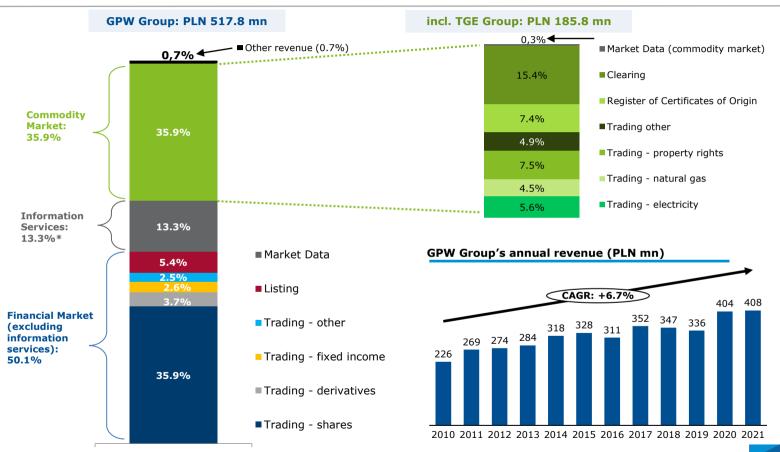


The decrease in the KDPW Group's revenue from PLN 54.1 mn in Q1 2021 to PLN 53.4 mn in Q1 2022 was driven by:

- a decrease in revenue from fees for cash market settlement due to the regulatory requirement to introduce a new method of calculating settlement discipline fees (penalty mechanism);
- decrease in revenue from services for issuers. In Q1 2021, additional revenue was generated due to the new requirement to register shares of nonpublic companies;
- KDPW\_CCP's revenue from clearing increased (as a result of higher activity on the organised market), as did revenue from the management and administration of collateral due to interest rate hikes imposed by the Monetary Policy Council.

### **GPW Group's revenue structure:** incremental for 12M ended 31 March 2022





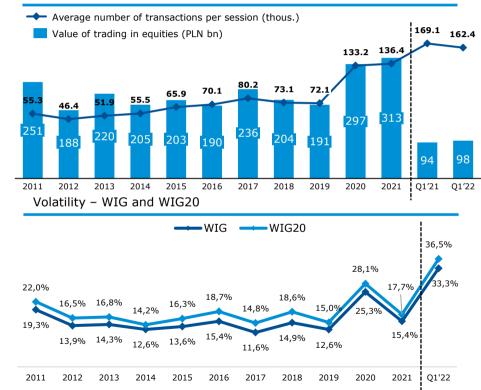
\*revenue from information services only for the financial market; revenue from information services on the commodity market presented under "Commodity Market"

### **Financial market: Trade in equities**





### Equity turnover value and number of transactions



- Revenue drivers:
  - Equity turnover value
  - Structure of orders (small, large, mid-sized)

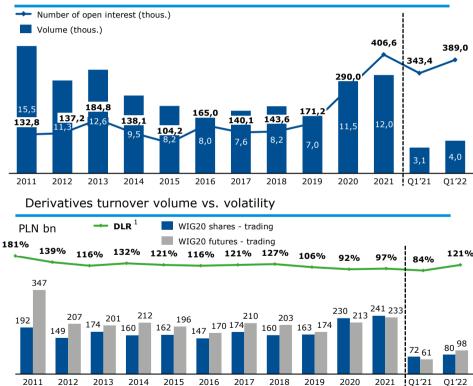
### **Financial market: Trade in derivatives**



**4.8%**<sup>2</sup>

- Revenue drivers:
  - Derivatives turnover volume
  - Number of open interest
  - ✓ Volatility

#### Derivatives turnover volume



<sup>1</sup> Velocity ratio (value of trade in WIG20 futures to value of trade in WIG20 stocks)

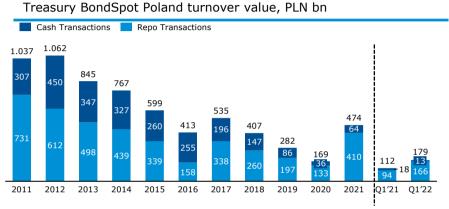
<sup>2</sup> Share in GPW Group's revenue in Q1'22

# **Financial market: Other instruments and fees paid by participants**

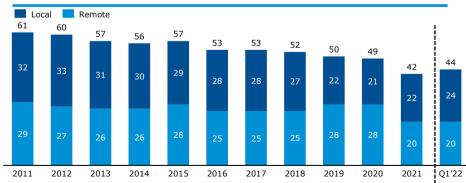


2.6%<sup>1</sup>
2.1%<sup>2</sup>

- Revenue drivers:
  - Treasury bonds turnover value
  - Number of exchange members



### Number of exchange members



<sup>1</sup> Share in GPW Group's revenue in Q1'22, debt instrument turnover

<sup>2</sup> Share in GPW Group's revenue in Q1'22, other trading fees paid by market participants

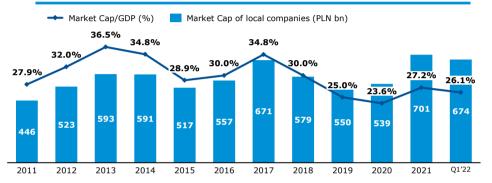
### **Financial market: Listing**



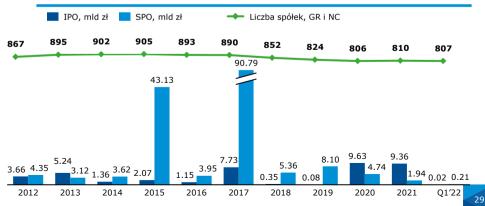
**5.8%**<sup>1</sup>

- Revenue drivers:
  - Capitalisation at YE
  - Value of new issue shares and bonds
  - Number of issuers

Capitalisation of domestic companies



#### IPO/SPO value and number of companies



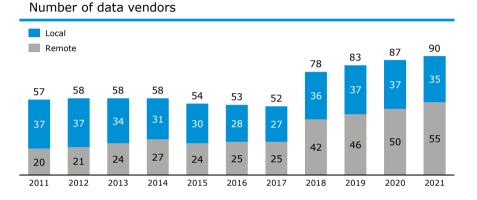
 $^{\rm 1}$  Share in GPW Group's revenue in Q1'22

### **Financial and commodity market: Information services**

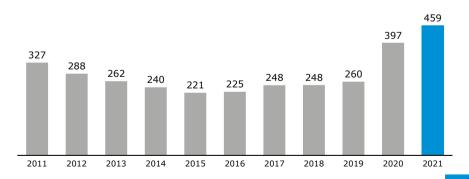




- Revenue drivers:
  - Number of data vendors
  - Number of subscribers



### Number of subscribers (thou.)



 $^1$  Total share of information services on the financial market and the commodity market in GPW Group's revenue in Q1'22

30

### **Commodity market: Trade in electricity and gas**



**6.5%**<sup>2</sup>

- Revenue drivers:
  - Electricity turnover volume
  - Gas turnover volume
  - Share of spot and forward trade

Electricity turnover volume (TWh)<sup>1</sup> Spot Forward 243.2 226.1 228.9 225.2 34.8 33.9 27.7 36.2 186.8 186.7 176.6 23.8 25.1 22.3 139.4 130.8 126.7 111.7 21.3 21.7 27.7 198.3 195.0 208.3 188.9 25.2 154.3 163.0 161.6 47.7 109.1 118.1 42.0 99.0 86.4 9.6 8.7 38.2 33.3 2013 2014 2015 2016 2019 2021 Q1'21 Q1′22 2011 2012 2017 2018 2020

### Gas turnover volume (TWh)



<sup>1</sup> Data for 2006-2013 include trade on the GPW Energy Market poee

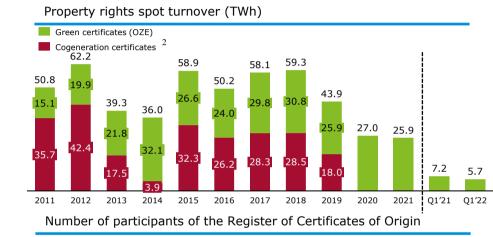
<sup>2</sup> Total share of trade in electricity and trade in gas in GPW Group's revenue in Q1'22

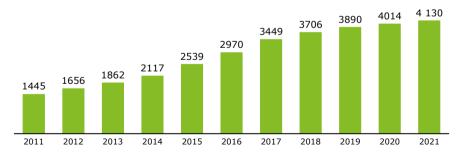
### **Commodity market: Trade in property rights**



**4.8%**<sup>1</sup>

- Revenue drivers:
  - Property rights turnover volume
  - Share of certificate categories in trade
  - Number of register participants





<sup>1</sup> Share of revenue from trading in property rights to certificates of origin in GPW Group's revenue in Q1'22

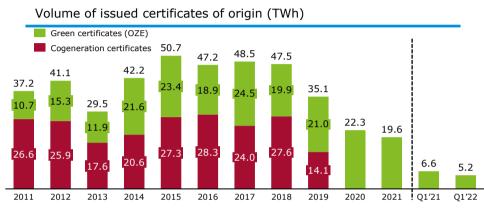
<sup>2</sup> Trade in cogeneration property rights ended at the end of June 2019

### **Commodity market: Register of Certificates of Origin**

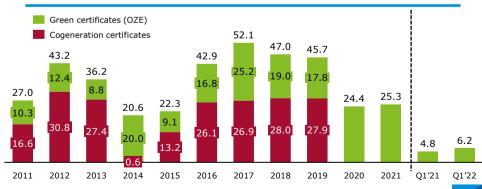


**5.7%**<sup>1</sup>

- Revenue drivers:
  - Volume of issued property rights
  - Volume of cancelled property rights



### Volume of cancelled certificates of origin (TWh)



 $^{\rm 1}$  Share of revenue from the register of certificates of origin in GPW Group's revenue in Q1'22



### **IR events**

### • 8-10 June 2022

WOOD & Co.'s Spring Fling, WOOD & Company

### • 28 July 2022

Start of the closed period (limited communication with investors) prior to the publication of H1 2022 financial results

### • 11 August 2022

Publication of the GPW Group's consolidated interim report for H1 2022

### • 26 October 2022

Start of the closed period (limited communication with investors) prior to the publication of Q3 2022 financial results

#### • 9 November 2022

Publication of the GPW Group's consolidated interim report for Q3 2022

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### **Contact:**

GPW Investor Relations Phone 22 537 72 50

<u>ir@gpw.pl</u>

www.gpw.pl/relacje\_inwestorskie