

# Raymond James & Associates 38<sup>th</sup> Annual Institutional Investors Conference

## CME Group Overview

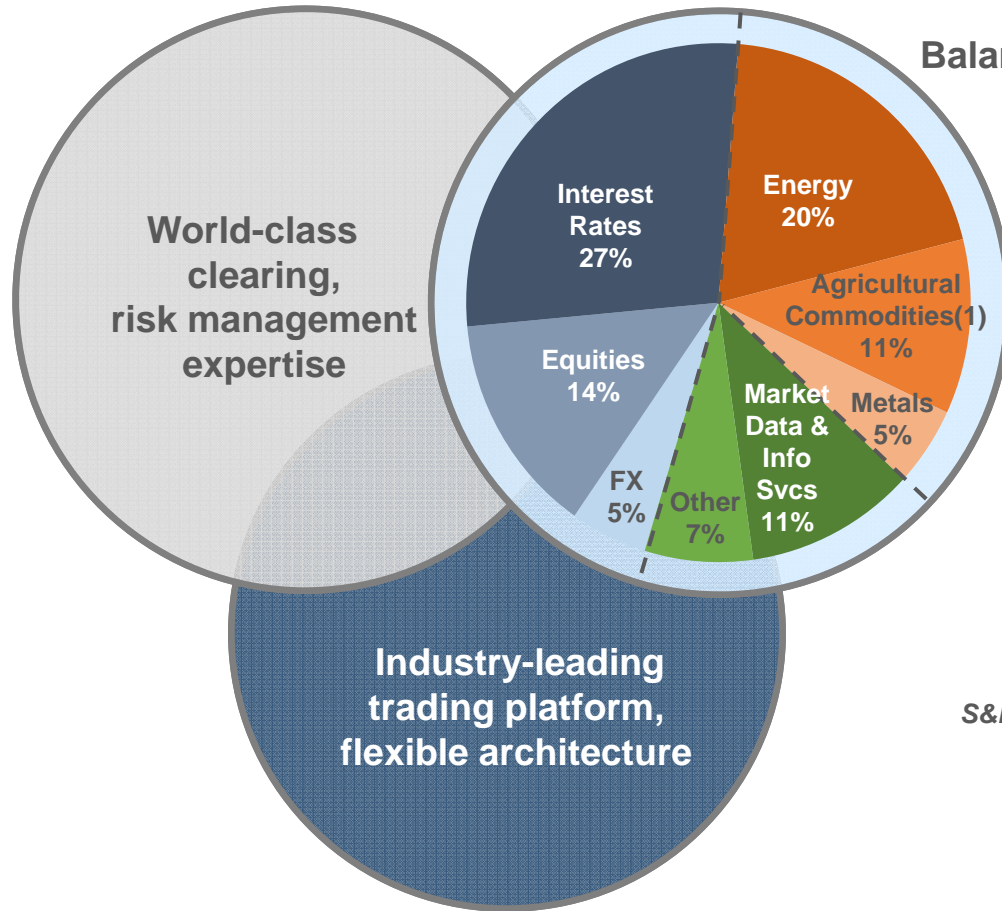
John Pietrowicz, Chief Financial Officer  
March 7, 2017

# 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. We want to caution you not to place undue reliance on any forward-looking statements. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise. 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, implementation and maintenance of the enhanced functionality required by our customers while maintaining reliability and ensuring that such technology is not vulnerable to security risks; 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, including our ability to provide effective services to the swaps market; our ability to adjust our fixed costs and expenses if our revenues decline; our ability to maintain existing customers, develop strategic relationships and attract new customers; our ability to expand and offer our products outside the United States; changes in domestic and non-U.S. regulations, including the impact of any changes in domestic and foreign laws or government policy with respect to our industry, such as any changes to regulations and policies that require increased financial and operational resources from us or our customers; the costs associated with protecting our intellectual property rights and our ability to operate our business without violating the intellectual property rights of others; decreases in revenue from our market data as a result of decreased demand; 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, including our ability to prevent errors and misconduct and protect our infrastructure against security breaches and misappropriation of our intellectual property assets; changes in price levels and volatility in the derivatives markets and in underlying equity, foreign exchange, interest rate and commodities markets; economic, political and market conditions, including the volatility of the capital and credit markets and the impact of economic conditions on the trading activity of our current and potential customers; our ability to accommodate increases in contract volume and order transaction traffic and to implement enhancements without failure or degradation of the performance of our trading and clearing 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 strategy for acquisitions, investments and alliances; 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 or user fee on futures and options on futures transactions and/or repeal of the 60/40 tax treatment of such transactions; and the unfavorable resolution of material legal proceedings. For a detailed discussion of these and other factors that might affect our performance, see our filings with the Securities and Exchange Commission, including our most recent periodic reports filed on Form 10-K and Form 10-Q.*

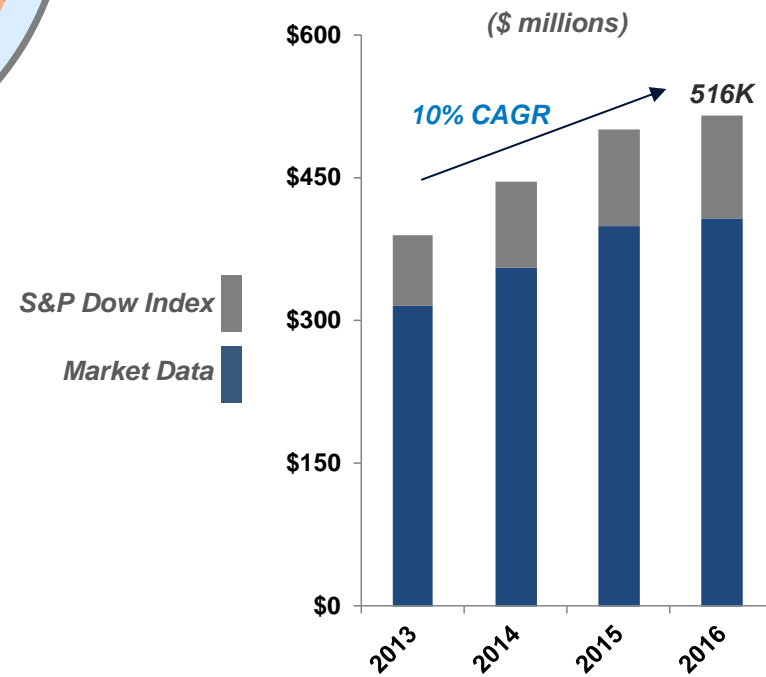
*NOTE: Unless otherwise noted, all references to CME Group volume, open interest and rate per contract information in the text of this document is based on pro forma results assuming the merger with CBOT Holdings and the acquisition of NYMEX Holdings were completed as of the beginning of the period presented. All data exclude CME Group's non-traditional TRAKRS<sup>SM</sup> products, for which CME Group received significantly lower clearing fees of less than one cent per contract on average. Unless otherwise noted, all year, quarter and month to date volume is through 12/31/2016.*

# Only Pure Play Derivatives Exchange



**Q4 2016 Revenue Mix**  
Balanced portfolio of diverse, benchmark products

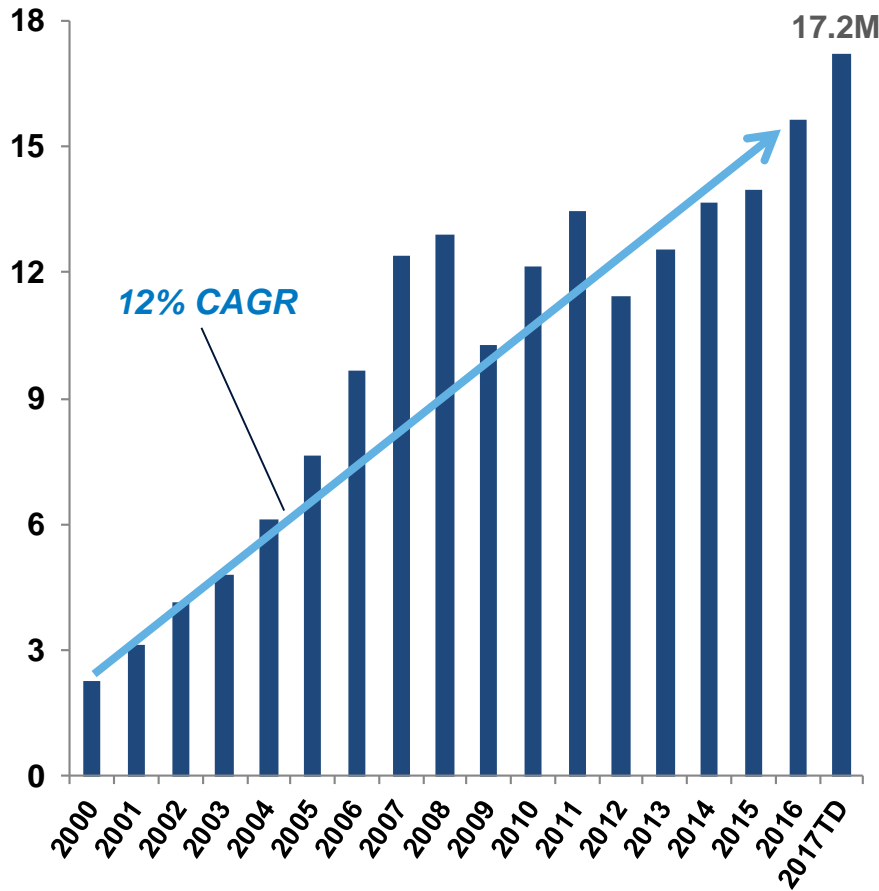
**Market Data Revenue / S&P Dow Index Business Contribution**



# Steady ADV Growth and Healthy Open Interest

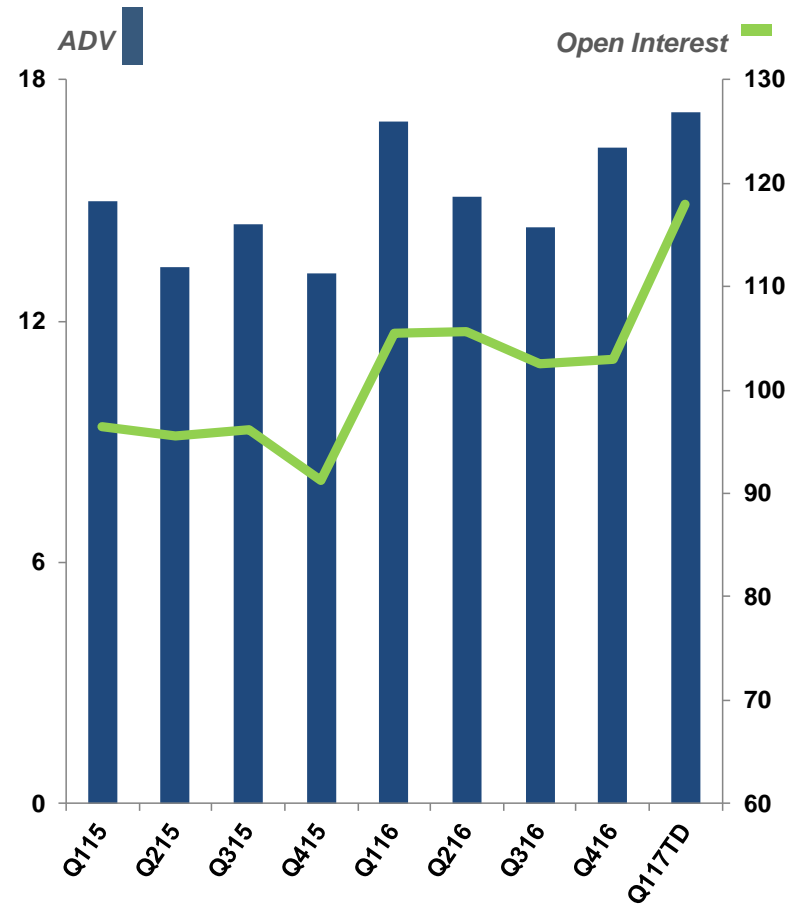
**Annual ADV**

Millions



**Quarterly ADV and OI**

Millions

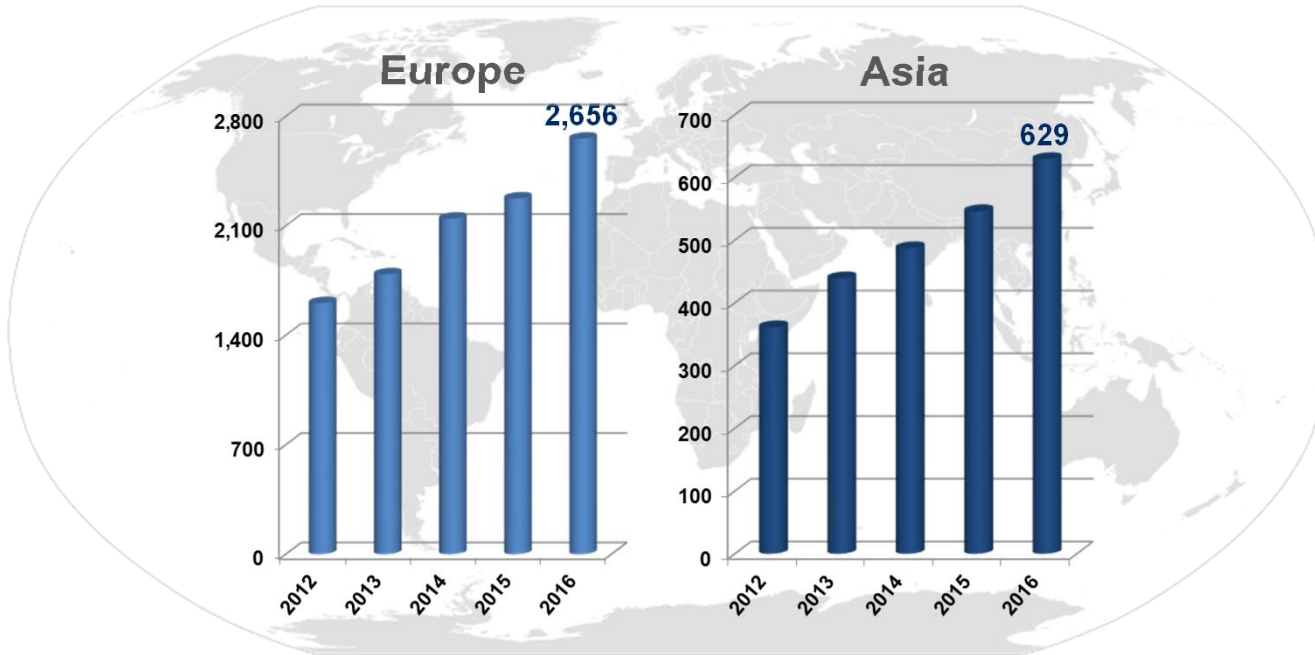


- February 2017 ADV is the 3<sup>rd</sup> highest month; Q117 ADV to date is above our record peak quarter
- Open interest is near record levels

# Secular Growth Drivers

- Global products
- Liquidity round the clock
- Investment in global sales efforts

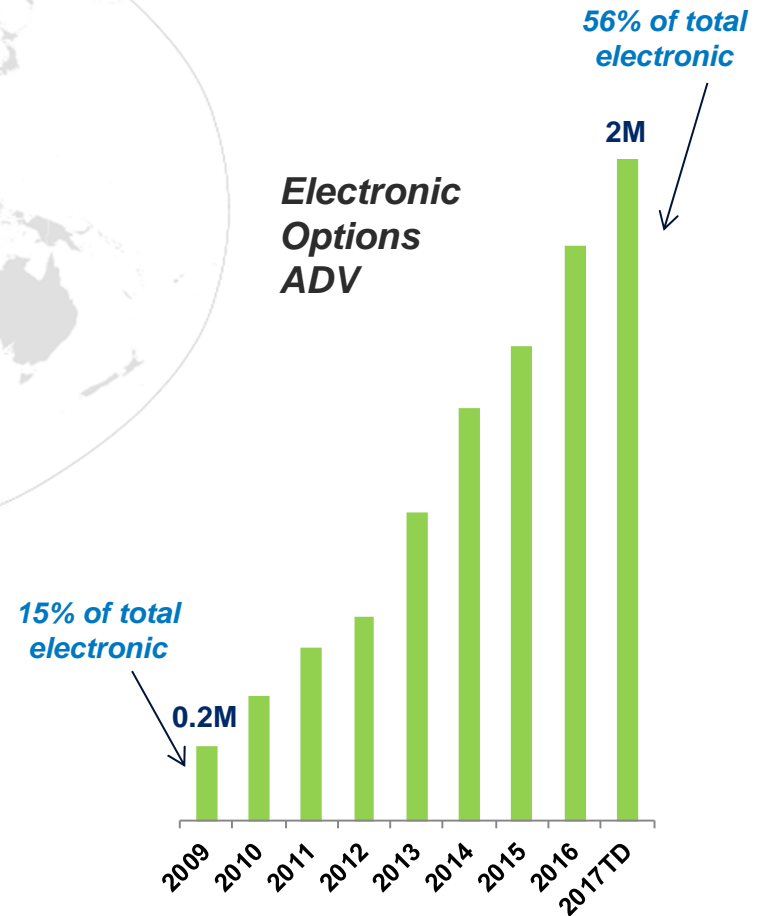
*Electronic ADV, in 000s*



Data through December 31, 2016

- Largest exchange options franchise
- Increased global participation in options
- Liquidity begets liquidity – continue to electrify

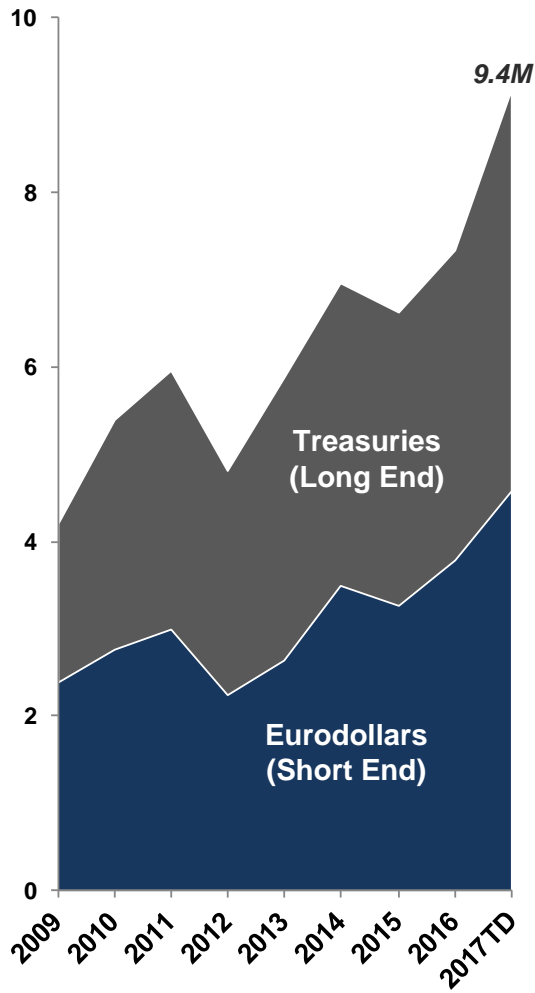
*Electronic Options ADV*



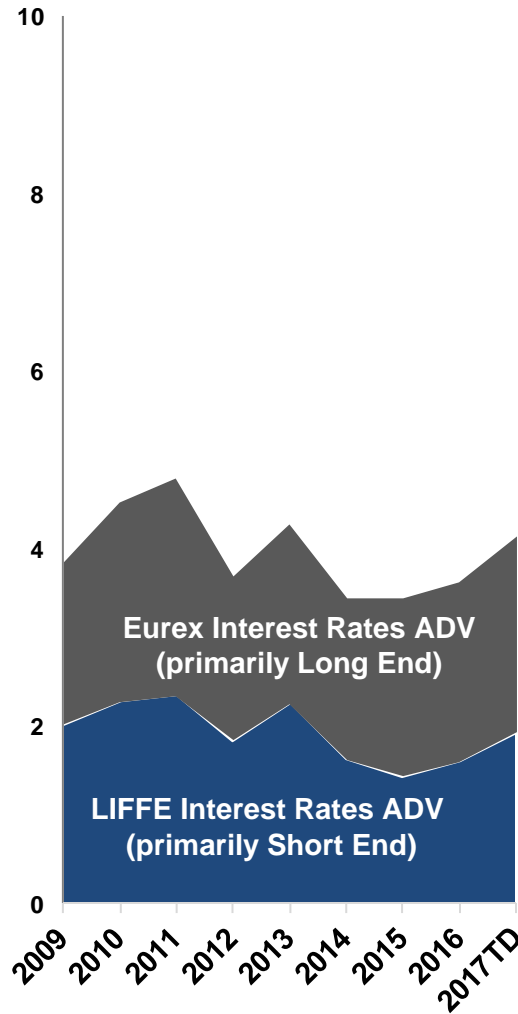
# History of Innovation

- Product innovation continued to be more closely tied to customer pain points

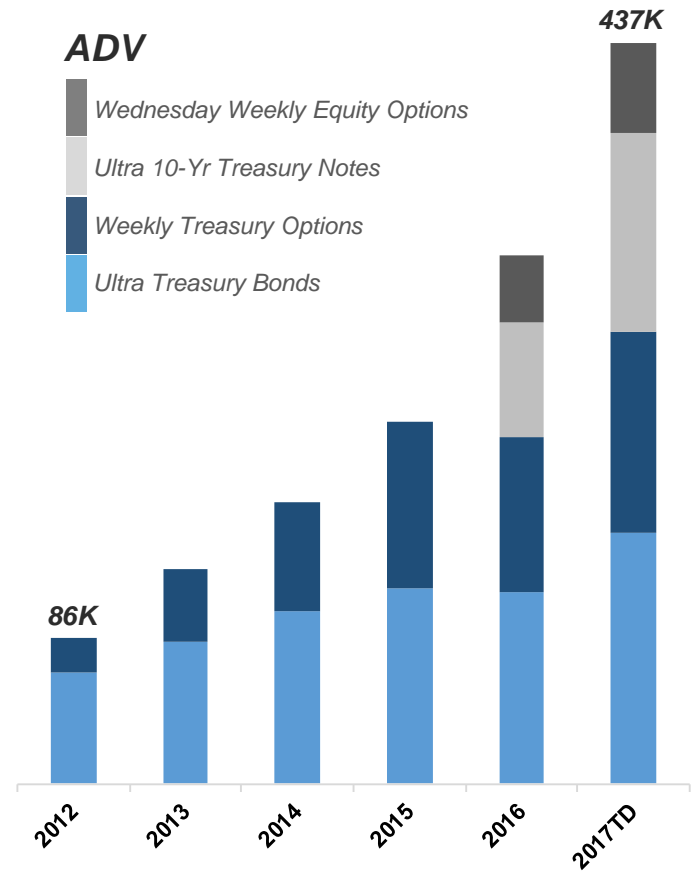
**CME Group ADV (millions)**



**ADV (millions)**

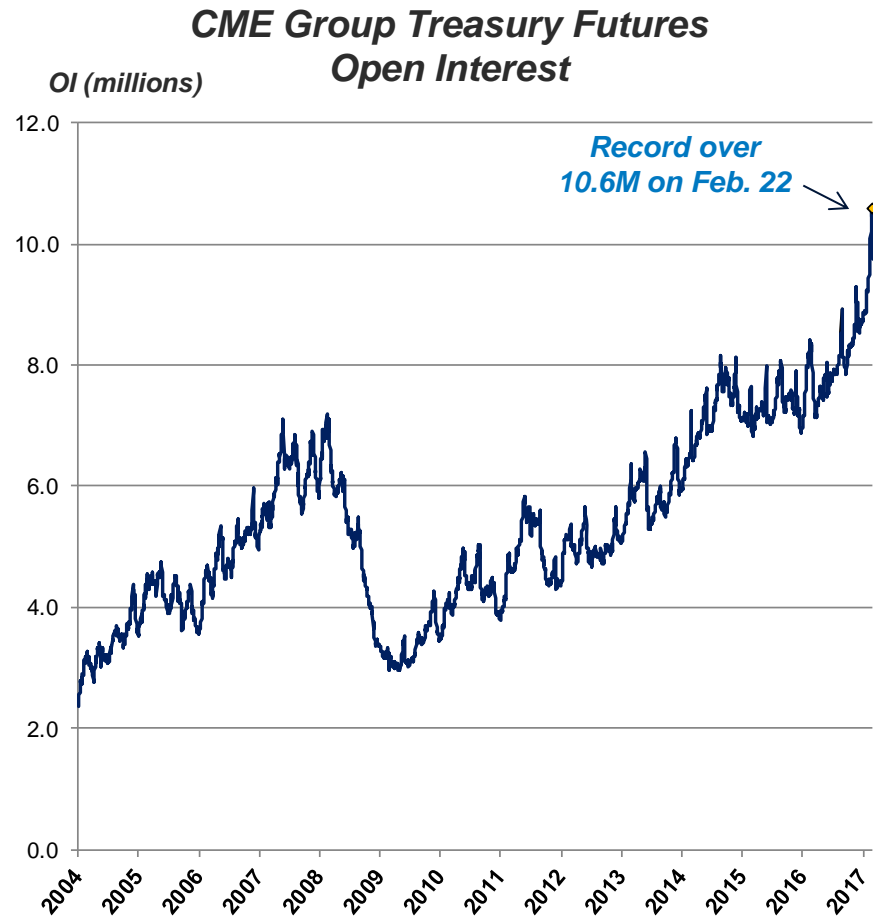
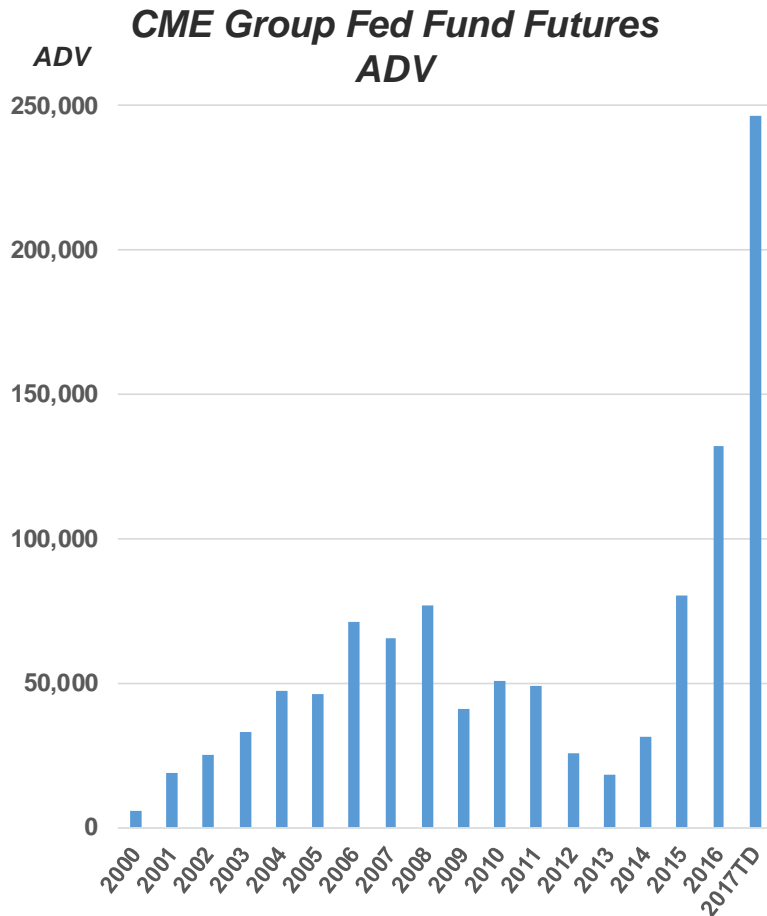


## Most Recent Innovation Financial Products



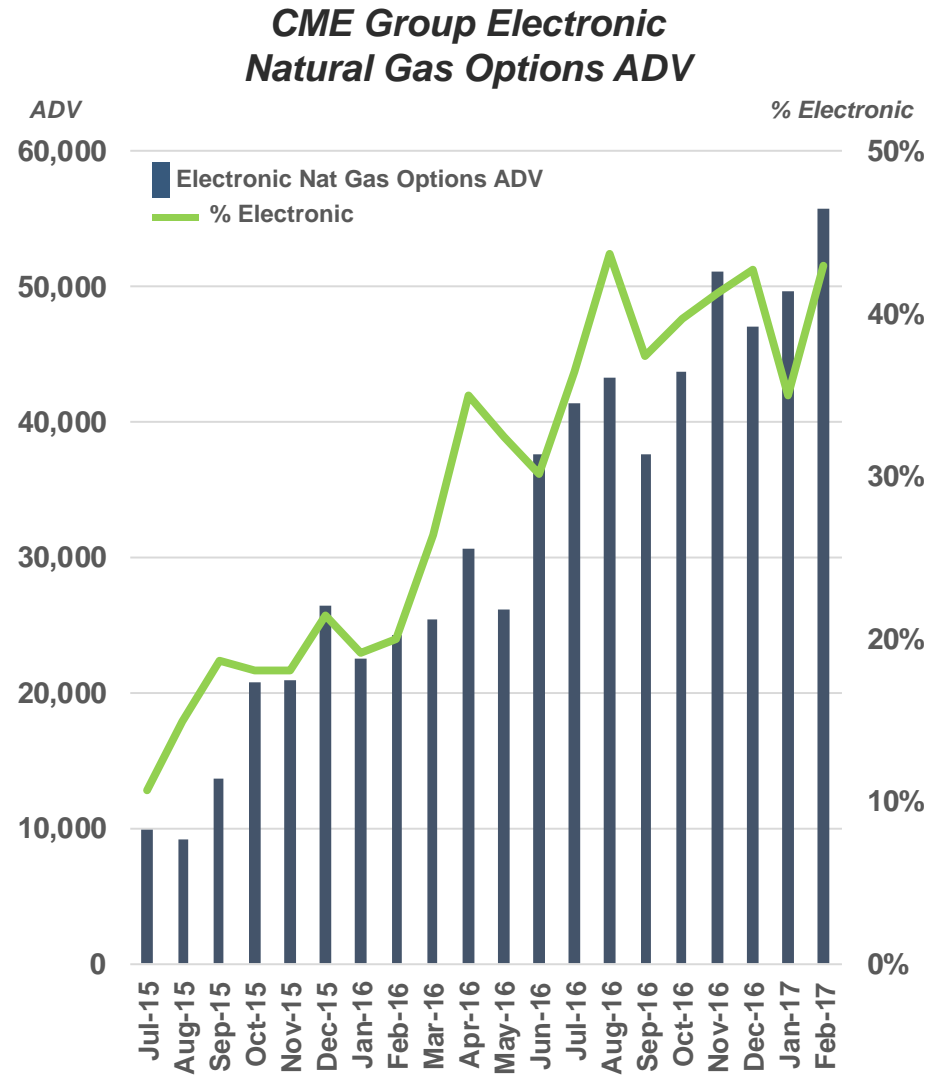
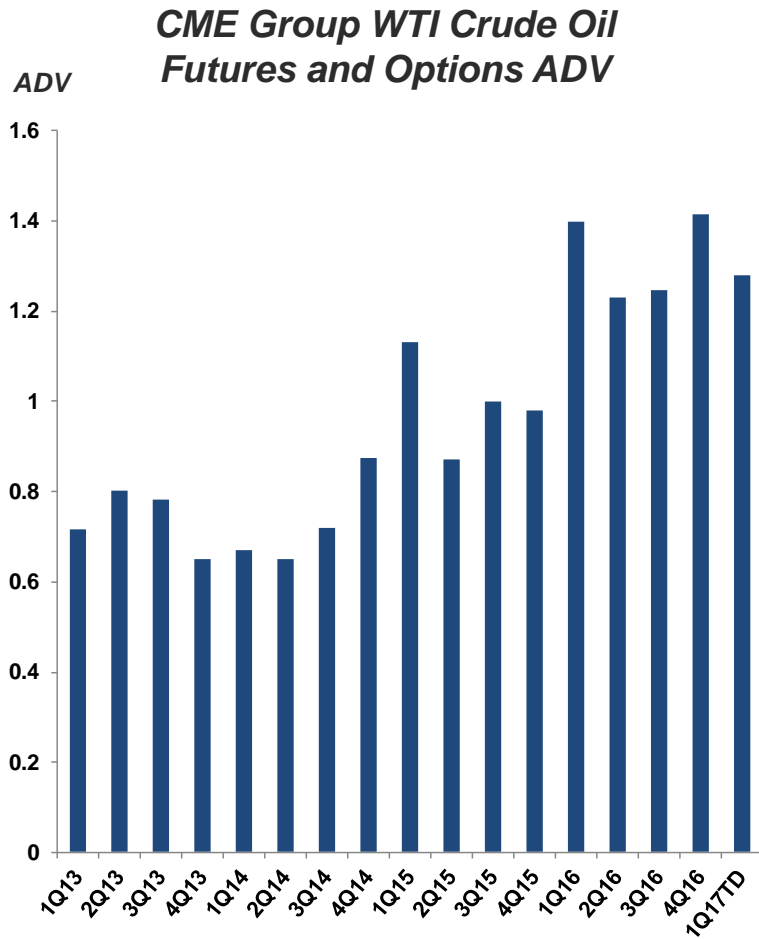
# Recent Headwinds Becoming Tailwinds

- Regulatory
- Better environment for Interest Rates
- Structural changes in Energy markets



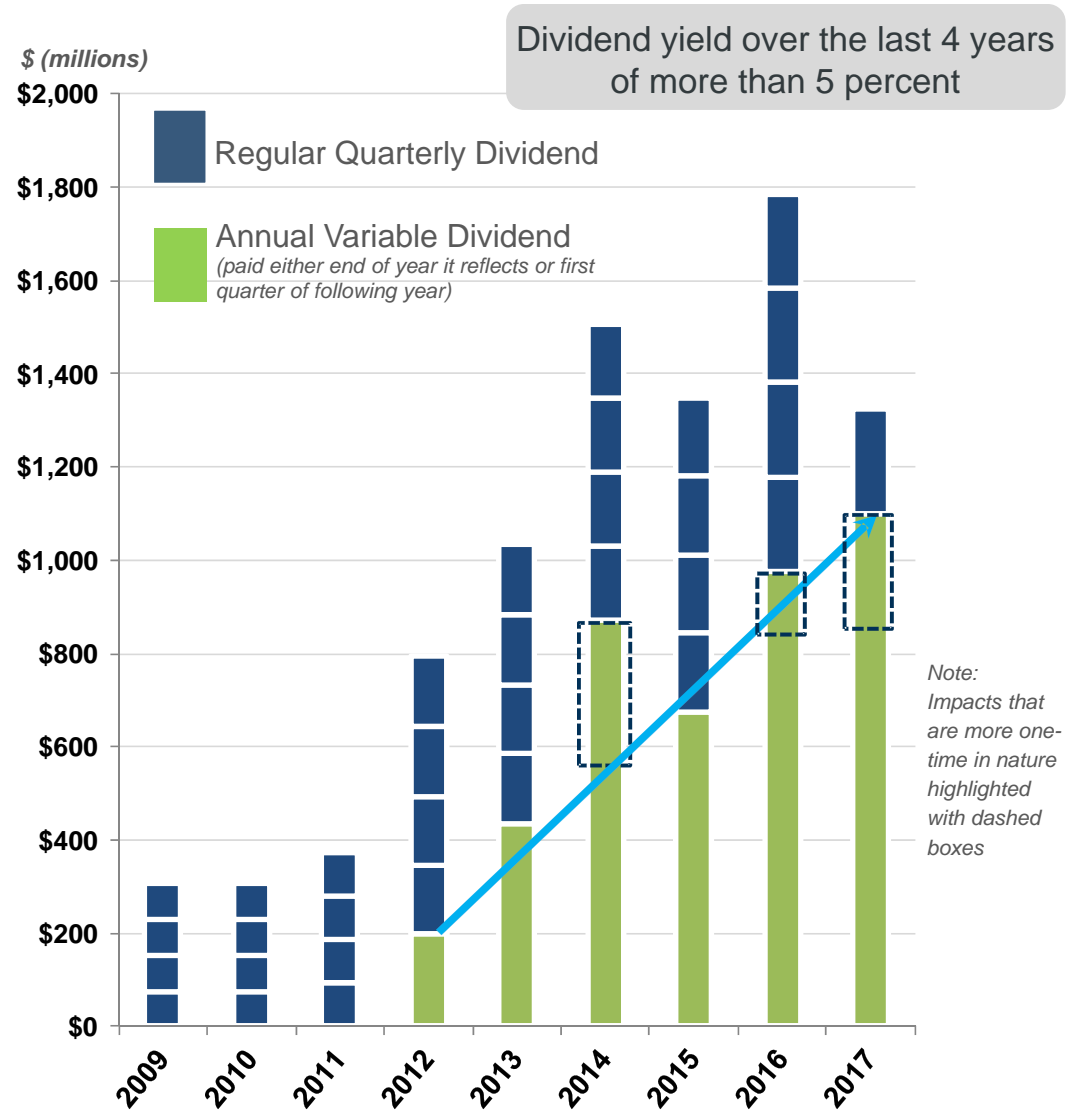
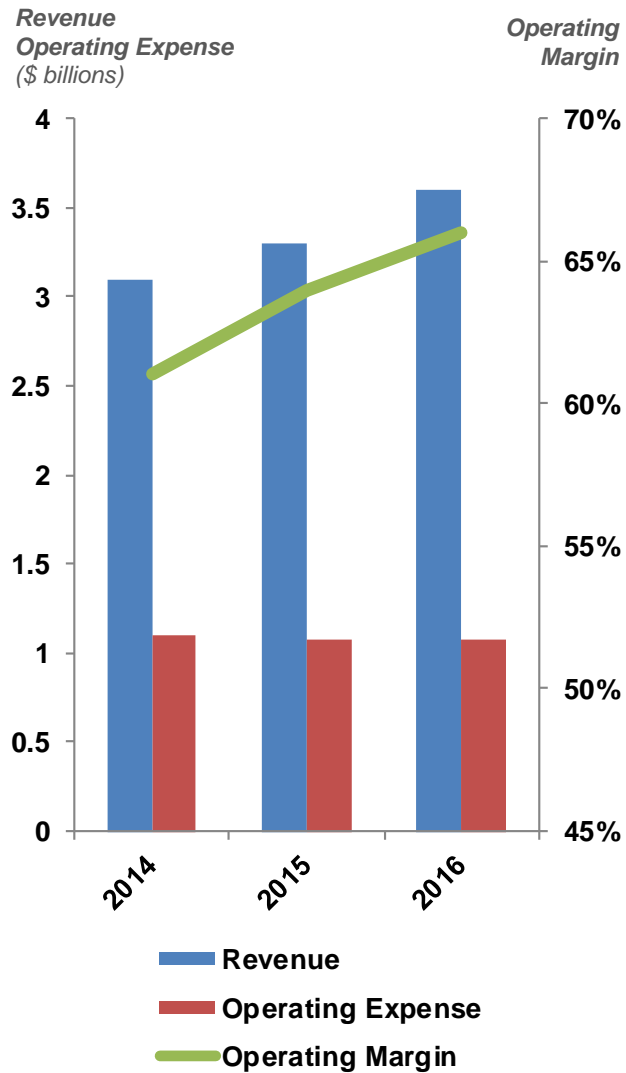
# Recent Headwinds Becoming Tailwinds

- Regulatory
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# Equates to Strong Financials and Shareholder Reward



Note: Based on adjusted financial results – see reconciliations for respective quarters for details

Note – Annual, variable dividend reflecting excess cash from 2011 was paid in 1Q 2012, and annual, variable dividend reflecting excess cash from 2012 (which is illustrated in 2013 on this chart), was paid early in 4Q 2012.

# CME Group – Compelling Investment

## Only Pure Play Derivatives Exchange

- Unmatched product diversity and 24 hour liquidity
- Leader in innovation
- Capital efficiency provides customer value
- Network effect similar to large technology companies
- Interesting organic data opportunity
- Important partnership with S&P Financial, with “active to passive” trend underway

## Positioned for Growth

- Focused on customer challenges / working collaboratively
- Oriented to attract order flow from adjacent markets
- Products have global appeal and we have invested in global sales efforts
- Largest options on futures offering amongst exchanges
- Recurring customer relationships
- Confidence in our markets, especially in times of stress

## Recent Headwinds Becoming Tailwinds

- Regulatory environment improving
  - Potential reduction in regulatory burdens and costs for clients
  - US has less uncertainty than Europe
- FED has become active
- Positive structural changes in Energy market

- Strong start to 2017
- Improved internal focus on execution and efficiency
- Do not take on trading risk like other financials
- Significant operating leverage / incremental margin over 90 percent
- Strong free cash flow generation / unique dividend structure