

**Hotspot Customer Call – Prepared Remarks
London Matching Engine Launch & NY5 Migration
September 9, 2015**

[SLIDE 1] – Cover Slide

Operator introduction: Welcome to the Hotspot Customer Call ... I'll now turn the call over to your host, Stacie Fleming, Director of Communications for BATS Global Markets.

[SLIDE 2] – Hotspot Update

Stacie Fleming: Thank you, [Operator]. Good morning all, and thank you for your time. On today's call, the team will provide a final overview of the launch plans for the London matching engine at the LD4 data center on Monday, September 14th. The team will also review the timeline and plans for the migration of Hotspot's current U.S. matching engine to the Equinix NY5 data center in Secaucus, New Jersey, later this year.

The call will be led by Chris Isaacson, Executive Vice President and Global Chief Information Officer, and Paul Reidy, Head of FX Technology. They will be joined by Bill Goodbody, Senior Vice President and Head of FX, who will provide a business update.

After the short prepared remarks, we will hold a Q&A session for customers, who can ask questions by following the instructions at the end of today's remarks.

If you're a journalist, analyst or other party, please reach out to us via email at comms@bats.com and we will address any queries you may have separately.

Finally, please note that certain statements in the prepared presentation and during the subsequent Q&A may relate to future events and expectations and, as such, constitute forward-looking statements.

With that, I'll hand it off to Chris.

[SLIDE 3] – London Matching Engine: Launch Timeline

Chris Isaacson: Thanks, Stacie. And thanks to everyone for participating in the call today. We appreciate you joining us at this critical and final point in the launch of the Hotspot London matching engine. Today we will review the final details of the go-live plans as we prepare for Monday's launch at LD4.

As I've noted before, we're very excited to expand Hotspot's European footprint with the London-based matching engine and will offer free trading there for the remainder of 2015. The enhanced European presence will complement the New York-area based matching engine as we offer Hotspot participants two distinct pools of liquidity to drive global price formation, providing customers with an even greater ability to execute their FX trading strategies.

As noted on slide 3, this Saturday, September 12th, will mark our final weekend testing opportunity for customers. I want to take a moment to thank those that participated in the

first weekend test on August 22nd. We understand the time and commitment it takes to test systems on the weekend, and we appreciate all that you are doing to help support us in this important launch.

This Saturday's test will take place from 12:00 noon until 4:00 p.m. BST/7:00 a.m. to 11:00 a.m. ET. We plan to go live with the new London matching engine at 5:00 p.m. ET/10:00 p.m. BST on Sunday, September 13th, to mirror the schedule of our NY matching engine and give customers an opportunity to trade lightly and wade into the trading day in London on Monday the 14th.

In addition to this Saturday's test, daily testing opportunities continue to be available, as well, and we would encourage you to utilize those over the next few days. Customers can test all currency pairs in the Cert/UAT environment and synthetic pairs, which are USD/XXX and USD/YYY, in the Production environment. To avoid any confusion on Monday with respect to test trades, only the synthetic pairs USD/XXX and USD/YYY will be available in the Production environment for this Saturday's test. Your participation in these testing opportunities is critical to ensure that systems are working and we can troubleshoot any issues prior to Monday's go-live.

I'll now hand the call over to Paul to discuss connectivity and certification in London, as well as the plans for the U.S. matching engine migration to the NY5 data center.

[SLIDE 4] – London Matching Engine: Connectivity & Certification

Paul Reidy: Thanks, Chris. Turning to slide 4, if you haven't yet connected to Hotspot at LD4, please reach out to the Hotspot Prod Support team as soon as possible to get connected. You can contact prodsupport@hotspotfx.com to request connectivity and get IP address/port information. Customers may connect to Hotspot London using 10G, 1G, and 100M connectivity as outlined in the Connectivity Manual, which is available on the Hotspot website.

As we've noted before, all customers are required to certify to one of the Hotspot Trading Protocols within the London Cert/UAT environment prior to trading on the new production London matching engine. Certifying in LD4 provides customers an opportunity to confirm all physical and logical connectivity has been established and is properly configured to your needs. A point I'd like to note, in response to some follow up conversations we've had with customers after the prior calls, is that while the liquidity in LD4 will be separate and distinct from that in NY we do have many global customers planning to connect to both LD4 and NY5 simultaneously.

The launch of the matching engine at LD4 is an important milestone for Hotspot and I want to thank everyone for their support in helping us reach this goal. Should you have any questions regarding this weekend's test or the go-live plans for Monday, please don't hesitate to reach out to the Hotspot team.

[SLIDE 5] – U.S. Matching Engine Migration to NY5: Roadmap

Paul Reidy: Turning our attention to the migration of the Hotspot U.S. matching engine to the NY5 data center, please turn to slide 5. We are now accepting connections to the new matching engine at the NY4 and NY5 data centers and the Cert/UAT environment is available for customer testing on all currency pairs. The production environment will be ready for customer testing on synthetic pairs beginning September 29th. We plan to hold three weekend testing opportunities – on October 3rd, October 17th and November 7th – before the planned go-live on Monday, November 9th. Please note, we will start the NY5 matching engine at 5pm ET on Sunday, November 8th, to match our existing trading schedule.

[SLIDE 6] – NY5 Migration: Connectivity & Testing

Paul Reidy: Turning to slide 6, similar to London, customers may connect to Hotspot in NY5 using 10G, 1G, and 100M connectivity as outlined in the Connectivity Manual. All customers are required to certify to one of the Hotspot Trading Protocols within the NY5 Cert/UAT environment prior to trading on the new production NY5 matching engine.

As previously communicated, the Hotspot connections in NY5 will be latency equalized just as they are for the BATS equities and options markets in NY5. However, we're building Hotspot on separate infrastructure – network, server, and storage – to mitigate risk of one market unexpectedly impacting another.

Again, we reiterate the importance of testing the system prior to launch and we ask you to please take every opportunity to do so over the coming months. This testing is doubly important for the migration to NY5 as the current matching engine in Jersey City will no longer accept connections after trading closes on Friday, November 6th, and all customers must be fully prepared for this cutover to avoid disruption in trading on Hotspot.

[SLIDE 7] – NY5 Migration: Additional Items to Note

Paul Reidy: Turning to slide 7, as we've noted before and worth reiterating, bilateral credit will be shared dynamically between clearing Participating Financial Institutions (PFI's) for the New York and London matching engines without requiring manual interaction from those PFI's. Any Customer who will trade on our LD4 matching engine will be required to reach out to their Prime Broker and request a new account which will be assigned separate credit from their existing NY trading account. This new credit line will be determined by their PBs and this credit will not be shared between the matching engines. Customers PBs will manage the credit lines assigned to the NY and LD4 matching engines.

Additionally, post migration of the NY matching engine to Equinix NY5, Hotspot will offer access to the NY5 matching engine from LD4 and vice-versa via a Hotspot provided trans-Atlantic wide area network. Hotspot plans to offer all access protocols for market data, order entry & drop copy. This connectivity will be available from January 1, 2016. Further details, including pricing will be published after the NY matching engine migration to NY5.

[SLIDE 8] – Additional Information & Contacts

Paul Reidy: Turning to slide 8, as most of you are likely aware, we have two separate pages on the Hotspot website dedicated to communicating key information regarding the London launch and NY5 migration plans. These pages house all materials related to the launches including technical documentation, account documentation, key dates, as well as notices. Please check these pages frequently for updates.

Also outlined on this slide is key contact information for our production support and sales teams. Don't hesitate to reach out to them directly with any questions that you might have as you work to establish your connections in LD4 and NY5. Our team stands ready to help you get connected, test and certify, and trade on the new matching engines.

With that, I'll hand the call over to Bill to provide a brief business update.

[SLIDE 9] – Business Update – Free Trading on Hotspot London

Bill Goodbody: Thanks, Paul. And let me extend my thanks to everyone for joining the call today. Turning to slide 9, we couldn't be more excited about the strong demand we've been seeing from customers to connect to the new London matching engine. As Chris mentioned, as an added incentive to connect to the new matching engine, we are offering free trading on all transactions on the London matching engine through the end of the year. We understand the time, resources and commitment it takes to connect to a new market, and we want to thank you for your business and support and ensure that your trading experience on Hotspot London

gets off to a positive start. This pricing announcement underscores our commitment to ensuring we will be the most aggressive venue on price while building a market with deep, consistent and stable liquidity. Europe is the leading global FX trading center and is a top priority for Hotspot and, as the operator of Europe's #1 stock market, BATS intends to achieve similar status for our European Hotspot FX business.

[SLIDE 10] – Business Update – Additional Pricing Initiatives

Bill Goodbody: Turning to slide 10, I wanted to remind customers about two other exciting pricing initiatives we have underway at Hotspot.

The first is free trading of spot gold and silver pairs. This promotion will continue through at least year-end and is our way of showing the metals trading community how focused we are on growing Hotspot into the global market leader in spot metals trading.

The second pricing initiative is our "Hot List" pricing, which includes no liquidity removal fees for customers in more than 30 select currency pairs, outlined on this slide. We're pleased with the response we've seen to this pricing initiative and the impact it's having on our liquidity. In August, we saw a 31% increase in ADV in aggregate for Hot List pairs compared with the average of the six months prior to the promotion's launch in June. Strong performers in August included USD/SGD (+\$252M ADV, +85%), USD/CNH (+\$188M ADV, +186%), and USD/HKD (+\$29M ADV, +66%). Overall, we've also seen significant gains in EUR/NOK (+\$77M ADV, +31%), EUR/SEK (+\$49M, +13%), and USD/ZAR (+\$41M, +18%). This pricing change further

underscores our commitment to establishing deep liquidity to our market through innovative and disruptive measures designed to insert price competition into this market. This pricing will also continue through the end of the year in our NY matching engine, while all trading will be free in our LD4 marketplace.

If you have not yet done so, I encourage you to join the many who are taking advantage of these two opportunities.

[SLIDE 11] – Business Update – August Volume & Activity

Bill Goodbody: In closing and turning to slide 11, August was a solid month for Hotspot with average daily volume coming in at \$28.3 billion, a 20% increase from the \$23.5 billion we reported in July. Total volume traded on Hotspot in August was \$594.3 billion and year-to-date ADV stands at \$29.8 billion.

Before I turn it back over to Chris to wrap-up the call, we want to again express thanks for your business and support. It's been a pivotal year for Hotspot, as we transition and expand our presence around the globe, and I want you to know that we are laser-focused on doing everything we can to ensure that the Hotspot market is helping you meet your FX trading needs.

[SLIDE 12] – Summary

Chris Isaacson: Thanks, Bill. Before I hand it to the operator for questions, I'll sum up today's key points on slide 12:

- We remain on schedule to launch the London matching engine on September 14th
- The final weekend testing opportunity for the London matching engine is this Saturday, September 12th, and we strongly encourage everyone to participate to ensure your systems are ready
- We will be offering free trading in London through the remainder of 2015
- We remain on schedule to migrate the U.S. matching engine to the Equinix NY5 data center on November 9th
- Customers are required to certify to one of the Hotspot Trading Protocols within the Cert/UAT environments (for LD4 & NY5) in order to trade on the new production matching engines
- If you have questions or need help establishing connectivity to either platform, please reach out to our connectivity and/or sales team as soon as possible.

We are very excited for Monday's London matching engine launch and we could not have made it to this pivotal point without your support. We are excited about the opportunities the new matching engine will bring to Hotspot as we provide participants with an even greater ability to execute their FX trading strategies globally.

Should you have any questions, please don't hesitate to reach out to me or anyone on the team. We are standing by and ready to assist.

Now I'll hand it back to the operator to manage any questions that may have come up during our presentation ...