

**FOR IMMEDIATE RELEASE**

## **iFAST Corp reports a Year-on-Year increase of 21.3% in 9M2015 Net Profit to S\$9.24 million**

**Healthy year-to-date growth in net profit, but net profit in 3Q2015 fell 0.5% YoY to S\$2.95 million given the poor market conditions**

- Net profit rose 21.3% YoY in 9M2015 to S\$9.24 million
- Net revenue rose 1.9% YoY to S\$10.14 million in 3Q2015 and 14.8% YoY in 9M2015 to S\$31.38 million respectively
- Net sales in 3Q2015 stood at S\$46 million and contributed positively to Assets under Administration (AUA), but the sell-off in global markets negatively affected the valuation of the Group's investment products
- AUA rose 5.5% YoY to S\$5.42 billion as at 30 September 2015, but declined compared to the 30 June 2015 level of S\$5.71 billion due to the sell-off in global markets
- The Group's wholly-owned China subsidiary was awarded a Funds Distributor Qualification from China Securities Regulatory Commission (CSRC) on 19 October 2015

*SINGAPORE (29 October 2015)* – iFAST Corporation Ltd. (“iFAST Corp” and together with its subsidiaries, the “Group”) reported its financial results for the third quarter ended 30 September 2015.

In 3Q2015, the Group reported a YoY decrease of 0.5% in its net profit to S\$2.95 million, while net revenue rose 1.9% YoY to S\$10.14 million. Year-to-date to 30 September 2015 (9M2015), the Group's net profit rose 21.3% YoY to S\$9.24 million, while net revenue rose 14.8% YoY to S\$31.38 million.

AUA rose 5.5% YoY to S\$5.42 billion as at 30 September 2015, but declined compared to the 30 June 2015 level of S\$5.71 billion. Net sales in 3Q2015 stood at S\$46 million and contributed positively to AUA, but the sell-off in global markets negatively affected the valuation of the Group's investment products.

### **Analysis Across Business Divisions and Geographical Segments**

The Group's two business divisions (B2C – Fundsupermart.com and B2B – iFAST Financial platforms), and geographical markets (Singapore, Hong Kong and Malaysia), showed growth in 9M2015.

The Group's B2C transactional website, Fundsupermart.com, which leverages on the reach of the Internet and the demand from DIY investors for an user-friendly and educational website to make their own investment decisions, saw its AUA increase to S\$1.36 billion as at 30 September 2015, a YoY growth of 3.1%.

The Group's B2B platform, which caters to over 150 financial advisory (FA) companies, banks and financial institutions, which in turn have more than 5,000 wealth advisers, saw a YoY increase of 6.3% in its AUA to S\$4.06 billion. Singapore's AUA contribution to the Group stood at 72.8%, followed by Hong Kong at 23.0% and Malaysia at 4.2%.

In Singapore, profit after tax grew 22.5% YoY to S\$2.82 million in 3Q2015 and 31.0% YoY to S\$8.45 million in 9M2015. Profit after tax for Hong Kong fell 58.8% YoY to S\$0.31 million in 3Q2015 and fell 17.5% YoY to S\$1.31 million in 9M2015 respectively, due to the global sell-off in equity markets and the negative impact from the suspension of the Capital Investment Entrant Scheme (CIES). Malaysia continued its positive turn-around, delivering a profit of S\$0.12 million in 3Q2015 and S\$0.13 million in 9M2015 respectively.

The Group's operation in China posted a loss of S\$0.30 million in 3Q2015 and S\$0.65 million in 9M2015 respectively. The Group's wholly-owned China subsidiary, iFAST Platform Services (Shenzhen) Qianhai Limited, has been awarded a Funds Distributor Qualification (证券投资基金销售业务资格) from the China Securities Regulatory Commission (CSRC). The Funds Distributor Qualification will allow us to run an investment funds platform in China and the Group is targeting to officially launch the China business in late 1Q2016.

The Group's Directors have proposed a third interim dividend for 2015 based on 60.2% of its net profit (excluding exceptional items) for 3Q2015, amounting to 0.68 cents per ordinary share. Over all four quarters in FY2015, the Group's Directors intend to recommend and distribute dividends of 60% of net profit (excluding exceptional items), but quarterly dividends for the first three quarters in FY2015 may be less than, or more than, 60% of net profit for those quarters.

**Table 1: Key financial highlights (3Q2015 versus 3Q2014)**

S\$ (Million)	3Q2014	3Q2015	YoY change (%)
Net revenue	9.95	10.14	+1.9
Expenses	7.08	7.58	+7.1
Net profit attributable to owners of the Company	2.96	2.95	-0.5

Table 2: Key financial highlights (9M2015 versus 9M2014)

S\$ (Million)	9M2014	9M2015	YoY change (%)
Net revenue	27.33	31.38	+14.8
Expenses	19.65	23.08	+17.4
Net profit attributable to owners of the Company	7.62	9.24	+21.3

Table 3: Key financial highlights (FY2011-9M2015)

	FY2011	FY2012	FY2013 <sup>1</sup>	FY2014 <sup>2</sup>	9M2015
Net revenue (S\$ million)	25.20	26.29	31.58	36.68	31.38
Net profit (S\$ million)	2.77	3.74	7.86	10.51	9.24
PBT margin (based on net revenue)	9.4%	15.0%	25.9%	29.6%	31.7%
EPS (cents)	1.38	1.86	3.89	5.06	3.55
Return on Equity (p.a.)	13.2%	17.0%	31.4%	38.7%	16.9%

**Notes:**

1. Excluding one-off gain of S\$0.62 million on distribution to owners of the Company in October 2013
2. Excluding IPO expenses of S\$1.95 million in December 2014

## About iFAST Corp

iFAST Corp (stock code: AIY) is an Internet-based investment products distribution platform, with assets under administration (AUA) of approximately S\$5.42 billion as at 30 September 2015. Incorporated in the year 2000 in Singapore, iFAST Corp provides a comprehensive range of services, including investment administration and transactions services, research and trainings, IT services and backroom functions to banks, financial advisory firms, financial institutions, multinational companies, as well as investors in Asia. The company is also present in Hong Kong, Malaysia and China.

iFAST Corp has two main business divisions, namely our Business-to-Consumer (B2C) website, Fundsupermart.com, targeted at DIY investors; and our Business-to-Business (B2B) platform that caters to the specialised needs of financial advisory (FA) companies, banks and financial institutions. Over 5,000 wealth advisers from more than 150 FA companies, banks and financial institutions, use the iFAST B2B platform.

The Group's mission statement is, "To help investors around the world invest globally and profitably". The Group won the "Most Transparent Company Award 2015, New Issues Category" at the SIAS Investors' Choice Awards 2015 held on 16<sup>th</sup> October 2015 in Singapore. The Group celebrates its 15<sup>th</sup> year anniversary in 2015.

For more information, please visit [www.ifastcorp.com](http://www.ifastcorp.com)

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The initial public offering (IPO) of shares and listing of iFAST Corporation Ltd. on the Mainboard of the Singapore Exchange Securities Trading Limited (on 11 December 2014) was jointly sponsored by DBS Bank Ltd. and RHB Securities Singapore Pte. Ltd. (formerly known as DMG & Partners Securities Pte Ltd) as joint issue managers, bookrunners and underwriters and they assume no responsibility for the contents of this presentation.

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