

**FOR IMMEDIATE RELEASE**

## **iFAST: AUA Grew 18.7% YoY to S\$8.50 billion as at 30 Sep 2018; 9M2018 Net Profit Rose 40.4% YoY**

- The Group's Assets Under Administration (AUA) increased 18.7% YoY to S\$8.50 billion as at 30 Sep 2018, achieving a ninth consecutive quarter of record AUA levels despite volatile market conditions in the first nine months of 2018 (9M2018)
- The Group attribute this to the improvements and progress that the Group has made in enhancing the overall capabilities as a Wealth Management Fintech Platform over the past few years
- The Group's revenue and profitability have also continued to improve in 9M2018 as a result of the progress made in our overall business, with net revenue increasing 24.0% YoY to S\$44.80 million and net profit rising 40.4% YoY to S\$8.29 million; for 3Q2018, the Group's net revenue increased 18.8% YoY to S\$15.47 million and net profit rose 29.5% YoY to S\$2.60 million
- The Group's net cash generated from operating activities stood at S\$14.01 million in 9M2018, higher than S\$13.22 million in the whole of 2017. Excluding China, the Group's net cash generated from operating activities was S\$16.84 million in 9M2018
- In recent times, the sources of the Group's net revenue have broadened. In 9M2018, contributions from net interest income from client AUA and Fintech Solutions IT fees have become more important
- The Group continues to work on improving and broadening the iFAST Fintech Ecosystem, including stepping up efforts to offer a broader range of Fintech Solutions to our B2B partners
- In recent months, the Group has taken steps to work towards a structure whereby in the medium to long term, our Hong Kong and China businesses could be organised as a separate standalone listed subsidiary. We expect these efforts, when materialised, to strengthen the overall capital base of the Group to further support the Group to continue growing as a leading Wealth Management Fintech Platform in Asia
- The Directors have proposed a third interim dividend of 0.75 cents per ordinary share for 3Q2018 (third interim dividend for 3Q2017: 0.75 cents per ordinary share)

*SINGAPORE (27 October 2018)* – iFAST Corporation Ltd. (“iFAST Corp” and together with its subsidiaries, the “Group”) reported its financial results for the third quarter and nine months of 2018 (3Q2018 & 9M2018).

Despite volatile market conditions in the first nine months of 2018, the Group's AUA increased 18.7% YoY to hit a record high of S\$8.50 billion as at 30 September 2018, the ninth consecutive quarter of record high AUA levels, bolstered by the growth in the Group's business in both the B2C and B2B divisions in the period. The Group attributes this to the improvements and progress that it has made in enhancing its overall capabilities as a Wealth Management Fintech Platform over the past few years.

The Group's revenue and profitability have also continued to improve in 9M2018 as a result of the progress made in our overall business, with net revenue increasing 24.0% YoY to S\$44.80 million and net profit rising 40.4% YoY to S\$8.29 million.

In 3Q2018, the Group's net revenue increased 18.8% YoY to S\$15.47 million and net profit rose 29.5% YoY to S\$2.60 million. Excluding China, the Group's net profit was S\$11.77 million in 9M2018, a YoY increase of 31.6%.

The Group's net cash generated from operating activities stood at S\$14.01 million in 9M2018, higher than S\$13.22 million in the whole of 2017. Excluding China, the Group's net cash generated from operating activities was S\$16.84 million in 9M2018.

In 9M2018, the Group's net sales stood at S\$794 million as compared to S\$649 million in 9M2017.

In recent times, the sources of the Group's net revenue have broadened. In 9M2018, contributions from net interest income from client AUA and Fintech Solutions IT fees have become more important.

The Group has continued to work on improving and broadening the iFAST Fintech Ecosystem. This includes stepping up efforts to offer a broader range of Fintech Solutions to B2B partners, including helping to empower them with B2C Fintech capabilities.

In recent months, the Group has taken steps to work towards a structure whereby in the medium to long term, our Hong Kong and China businesses could be organised as a separate standalone listed subsidiary. We expect these efforts, when materialised, to strengthen the overall capital base of the Group.

Separately, we have also applied for a Virtual Banking licence in Hong Kong. If successful, this will further improve the ability of the Group to continue growing as a leading wealth management Fintech platform in Asia.

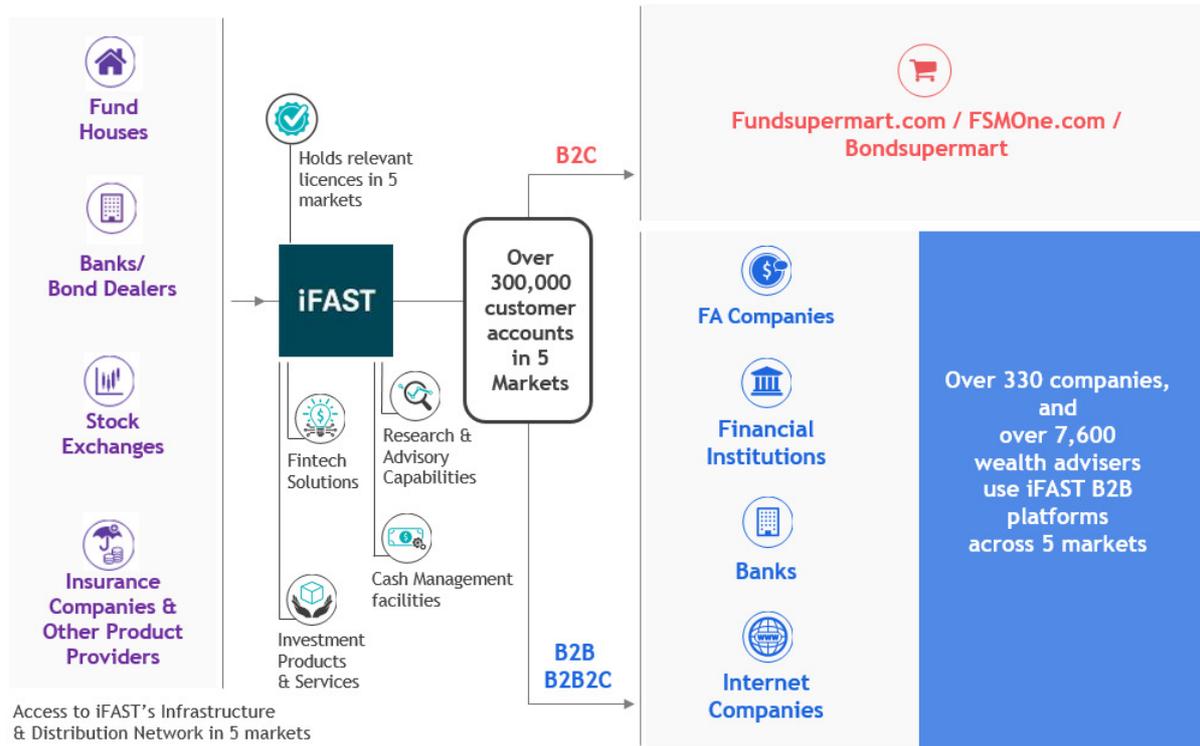
Barring unforeseen and adverse circumstances, we expect the Group's overall business performance in 2018 to show a healthy improvement over 2017, although the losses of China operation for 2018 are expected to be slightly higher than 2017.

**iFAST Fintech Ecosystem and Capabilities**

# iFAST Fintech Ecosystem



Connecting All to Help Investors Invest Globally and Profitably



iFAST Corp has built a well-established Fintech ecosystem spanning across our product providers, our B2B and the emerging B2B2C divisions, as well as our B2C customers.

The Group already holds the requisite licences in the various jurisdictions it operates in to provide a wide range of products and services. In particular, the period of 2015 to 2017 has seen the Company strengthening its capabilities. As at end September 2018, the Group offers over 5,700 funds from over 240 fund houses, over 1,000 direct bonds, stocks and ETFs (Singapore, Hong Kong and US stockbroking capabilities), as well as discretionary portfolio management services.

As at 30 September 2018, more than 330 financial institutions and other corporations, and over 7,600 wealth advisers are using iFAST’s B2B platforms. More than 300,000 customer accounts are also opened across the five markets the Group is operating in.

The new iFAST Fintech Solutions business division was launched in Hong Kong, Singapore and Malaysia over the past year, to empower business partners and financial

institutions in advancing their wealth management business by delivering innovative fintech solutions that can better suit their clients' needs.

The Group continues to work on improving and broadening the iFAST Fintech Ecosystem. This includes stepping up our efforts to offer a broader range of Fintech Solutions to our B2B partners, including helping to empower them with B2C Fintech capabilities.

### **Medium to Long-Term Planning for iFAST Greater China Business**

iFAST Corp announced on 21 August 2018 the appointment of PricewaterhouseCoopers ("PWC") as the lead financial adviser to advise and assist the company in identifying and discussing with potential institutional and/or other investors for the Hong Kong and China businesses ("Greater China Business").

The Group intends to enlarge the share capital of iFAST Hong Kong Holdings Limited and iFAST China Holdings Pte Ltd, both wholly-owned subsidiaries of iFAST Corp, by about 15%. The Group intends to use the proceeds from the proposed investment to grow the Greater China business, including but not limited to the virtual banking business it is pursuing in Hong Kong. As announced in 2Q2018, iFAST Hong Kong has already put in an application to Hong Kong Monetary Authority (HKMA) for a Virtual Banking licence in Hong Kong.

The Group believes, for a group like iFAST that already has a well-established Fintech Ecosystem, a Virtual Banking licence will give the company the ability to provide some basic banking services such as deposit taking and lending, which can potentially enhance the capability of a wealth management platform substantially. There can be no assurance that iFAST Hong Kong will be successful in its application. However, if successful, we believe that the growth potential of the Group can be substantially enhanced in the medium to long term.

The Group is of the view that as various business entities continue to grow in scale, higher level of capital may be required to support the continuous growth, and the Group intends to separately list subsidiaries when a certain scale is reached, to ensure sufficient capital can be injected to support future growth. In recent months, the Group has also taken steps to work towards a structure whereby in the medium to long term, our Hong Kong and China businesses could be organised as a separate standalone listed subsidiary.

### Third Interim Dividend for 3Q2018

The Group has previously announced that the Group expects the dividend per share for FY2018 to be higher than FY2017.

For the third interim dividend for 3Q2018, the Directors proposed a dividend per share of 0.75 cents per ordinary share (third interim dividend for 3Q2017: 0.75 cents per ordinary share).

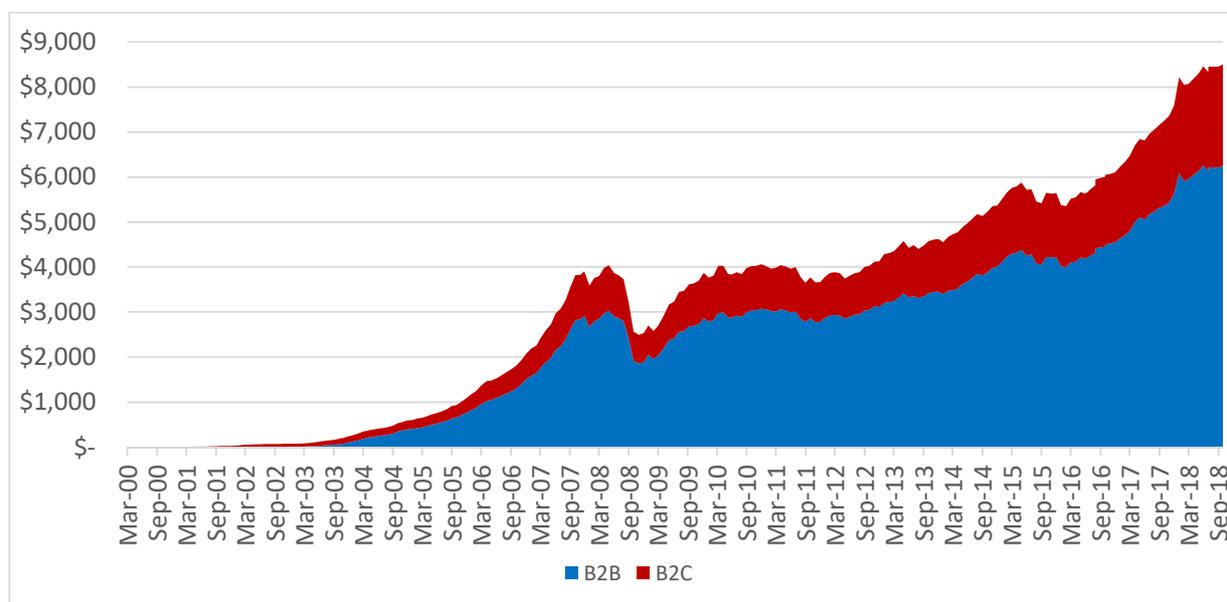
**Table 1: Profit / Loss - Geographical Segment**

Profit/Loss (S\$ Million)	3Q2017 <sup>1</sup>	3Q2018	YoY Change (%)	9M2017 <sup>1</sup>	9M2018	YoY Change (%)
Singapore	2.78	3.46	+24.0	8.43	9.67	+14.7
Hong Kong	0.58	0.83	+44.5	1.23	2.65	+114.5
Malaysia	0.19	0.22	+14.5	0.76	0.98	+29.3
Others <sup>2</sup>	(0.06)	(0.02)	-68.3	(0.30)	(0.11)	-64.2
Profit before tax (excluding China operation)	3.49	4.49	+28.6	10.12	13.19	+30.3
Tax expense	(0.46)	(0.61)	+33.7	(1.18)	(1.42)	+20.4
Net profit after tax (excluding China operation)	3.03	3.88	+27.8	8.94	11.77	+31.6
China operation	(1.02)	(1.28)	+24.4	(3.04)	(3.48)	+14.5
Net profit (including China operation)	2.01	2.60	+29.5	5.90	8.29	+40.4

**Notes:**

1. Restated as a result of adoption of SFRS(I)s with effect from 1 January 2018 for comparison purpose
2. Representing share of results of associates

**Chart 1: Group AUA grew 18.7% YoY to record S\$8.50 billion<sup>1</sup>**



**Note:** The Group’s AUA as at 30 September 2018 includes its effective 19.2% share of the India Business

**About iFAST Corp**

iFAST Corp (stock code: AIY) is a wealth management Fintech platform, with assets under administration (AUA) of S\$8.50 billion as at 30 September 2018.

Incorporated in the year 2000 in Singapore and listed on the SGX-Mainboard in December 2014, iFAST Corp is also present in Hong Kong, Malaysia, China and India. The Group provides a comprehensive range of investment products and services, to financial advisory (FA) firms, banks, financial institutions, multinational companies, as well as retail and high net worth (HNW) investors in Asia.

The Group offers access to over 8,800 investment products including funds, bonds and Singapore Government Securities (SGS), stocks, Exchange Traded Funds (ETFs), as well as insurance products, and services including robo-advisory portfolio management services which are known as MAPS (My Assisted Portfolio Solution), research and investment seminars, financial technology (Fintech) solutions, and investment administration and transaction services.

iFAST Corp has two main business divisions, namely its Business-to-Consumer (B2C) website, Fundsupermart (including its new FSMOne multi-products account in Singapore), targeted at DIY investors; and its Business-to-Business (B2B) platform that

caters to the specialised needs of FA companies, banks, financial institutions and internet companies. Over 7,600 wealth advisers from more than 330 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". In the Singapore Governance and Transparency Index (SGTI) released in 2016 and 2017, iFAST Corp ranked within the top 15% among SGX-listed companies. iFAST Corp was awarded first runner-up in the "IR Magazine Awards South East Asia 2017" in the "Best in Sector - IT " category. iFAST Corp won the "Best Investor Relations - Silver Award" in the Companies with less than S\$300 million in market capitalisation category at the Singapore Corporate Awards 2018. For more information, please visit [www.ifastcorp.com](http://www.ifastcorp.com)

Contacts:

Keith Hong  
(65) 6439 3869  
[keithhong@ifastfinancial.com](mailto:keithhong@ifastfinancial.com)

Tan Chee Wei  
(65) 6505 4222  
[cheewei.tan@ifastfinancial.com](mailto:cheewei.tan@ifastfinancial.com)

- End -