

# INVESTOR FACTSHEET

Updated: 31 Dec 2017

## ABOUT IFAST CORPORATION LTD.

iFAST Corporation Ltd. ("iFAST Corp" and together with its subsidiaries, the "Group") is an Internet-based investment products distribution platform, with assets under administration ("AUA") of approximately \$7.58 billion as at 31 December 2017.

Incorporated in the year 2000 in Singapore, iFAST Corp is also present in Hong Kong, Malaysia and China. The Group provides a comprehensive range of investment products and services to financial advisory ("FA") firms, financial institutions, banks, multinational companies, as well as retail and high net worth ("HNW") investors in Asia. The Group offers access to over 7,500 investment products including unit trusts ("funds"), bonds and Singapore Government Securities ("SGS"), stocks and exchange traded funds ("ETFs"), insurance products, and services including online robo-advisory portfolio management services, research and investment seminars, IT solutions, investment administration and transaction services.

iFAST Corp has two main business divisions, namely our Business-to-Consumer ("B2C") platform, Fundsupermart.com (which offers the new FSMOne multi-products platform in Singapore), which caters to investors who prefer to do their own investments online; and our Business-to-Business ("B2B") platforms, iFAST Central and iFAST Global Prestige, that cater to the requirements and business needs of FA firms, financial institutions and banks advising retail and HNW clients respectively. The B2B division also includes iFAST Pensions, which provides tax-effective employee benefit solutions to companies that want to administer pension schemes for their employees via an Internet platform, and iFAST Global Markets ("iGM") which provides investors with transparent adviser-assisted wealth management plans.

## KEY SUMMARY FOR FY2017

### Assets under Administration (AUA)

- Assets Under Administration (AUA) grew 24.3% YoY, reaching a record high of \$7.58 billion, marking the sixth consecutive quarter of record AUA levels as at 31 December 2017.
- The Group's AUA as at 31 December 2017 includes the AUA contribution from India Business, as well as the AUA contribution from the China Business (which was soft launched in March 2016); the AUA contribution from the India Business and China Business is included in the Singapore & Others segment, which is equivalent to 70.5% of the Group's AUA, while the AUA from Hong Kong and Malaysia accounts for 22.1% and 7.4% of the Group's AUA respectively.
- The contribution from the Bond / ETFs / Stocks distribution business stood at a combined 7.5% of the Group's AUA level (as at 31 December 2017), with the remaining coming from Funds

### Net Revenue & Net Profit

- The Group believes that the efforts over the last two to three years to broaden the range of products and services available on its platforms and enhance the financial technology ("Fintech") capabilities of its platforms have been showing some initial results. The net revenue of the Group (excluding China operation) increased 21.2% from \$40.46 million in FY2016 to \$49.01 million in FY2017.
- Excluding China operation, the operating expenses increased 12.9% from \$33.13 million in FY2016 to \$37.40 million in FY2017, in line with the Group's business expansion as well as the Group's increased efforts in enhancing its platform capabilities and broadening the range of products and services being provided to customers in the year.

iFAST

## iFAST CORPORATION LTD.

Registration Number: 200007899C  
(Incorporated in Singapore)

### Stock Information

Listing:	SGX Mainboard (11 December 2014)
Shares in issue:	264,672,618 shares (as at 31 Dec 2017) <sup>#</sup>
Market Capitalisation:	S\$234.24 million @ S\$0.885 per share (as at 31 December 2017 closing price)
Counter Name:	SGX Code: AIY Bloomberg Code: IFAST_SP_Equity
52-Weeks High:	\$1.170
52-Weeks Low:	\$0.590

- With the net revenue growth outpacing the operating expenses growth, the profit before tax of the Group (excluding China operation) rose 47.3% from \$9.82 million in FY2016 to \$14.47 million in FY2017, which reached a record high over the past five years.
- China operation is still in the early stages of building the iFAST brand and business in this new market. The net loss from China operation reduced the overall profitability of the Group (including China operation) by \$4.17 million in FY2017. However, various efforts have been taken to step up the initial growth of the China operation over the last two years. The AUA of China operation grew 318.0% YoY to RMB 406.6 million as at 31 December 2017.

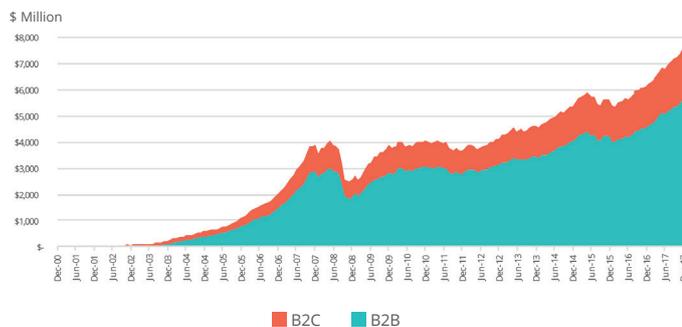
## KEY MILESTONES IN 2017

- iFAST Singapore admitted as a Trading Member of Singapore Exchange Securities Trading Limited (SGX-ST), and a Clearing Member of The Central Depository (Pte) Limited (CDP) in June; followed by the launch of SGX trading capabilities on FSM SG platform in June, and on B2B platform in July. Subsequently, US stockbroking services was launched on FSM SG in December.
- FSMOne launched in November in Hong Kong following the launch of stocks and ETFs on FSM HK in April.
- Launch of bonds and robo-advisory portfolios respectively in April and May on FSM MY.
- iFAST Corp emerged first runner up in the "Best in Sector - Information Technology" category at IR Magazine Awards & Conference - South East Asia 2017.

## OUTLOOK

- With the additional product capabilities introduced over the past few years, the Group now runs a more comprehensive wealth management platform that will help bring the Group's AUA and overall business volume to higher levels in the years ahead.
- The Group believes that in the medium to long term, there is still a lot of room for growth as the current AUA is still a small amount relative to the size of the wealth management industry in Singapore and Asia.
- Barring a major deterioration of the financial markets, the Group expects the operations in the existing key markets of Singapore, Hong Kong and Malaysia to show further YoY improvement in FY2018.
- With the new range of services and product capabilities on board the various markets, the Group will continue to focus on gaining scale as a platform, while also ensuring continuing improvements in the service offerings.

## AUA (AS AT 31 DEC 2017): \$7.58 BILLION<sup>1</sup>



(1) The Group's AUA as at 31 December 2017 includes its effective 16.06% share of the India Business

### Financial Highlights (including China Operation) (FY2012-FY2017)<sup>1</sup>

	FY12	FY13 <sup>2</sup>	FY14 <sup>2</sup>	FY15	FY16	FY17
Net revenue (S\$ million)	26.29	31.58	36.68	41.53	40.69	49.45
Net profit (S\$ million)	3.74	7.86	10.51	12.10	5.45	9.04
PBT margin (based on net revenue)	15.0%	25.9%	29.6%	30.7%	15.0%	20.4%
EPS (cents)	1.86	3.89	5.06	4.65	2.08	3.43
Dividend per share (cents)	0.54	1.984	5.38	2.79	2.79	3.01
Return on Equity (per annum) <sup>4</sup>	17.0%	31.4%	38.7%	16.4%	7.1%	11.4%

### Financial Highlights (excluding China Operation) (FY2012-FY2017)<sup>1</sup>

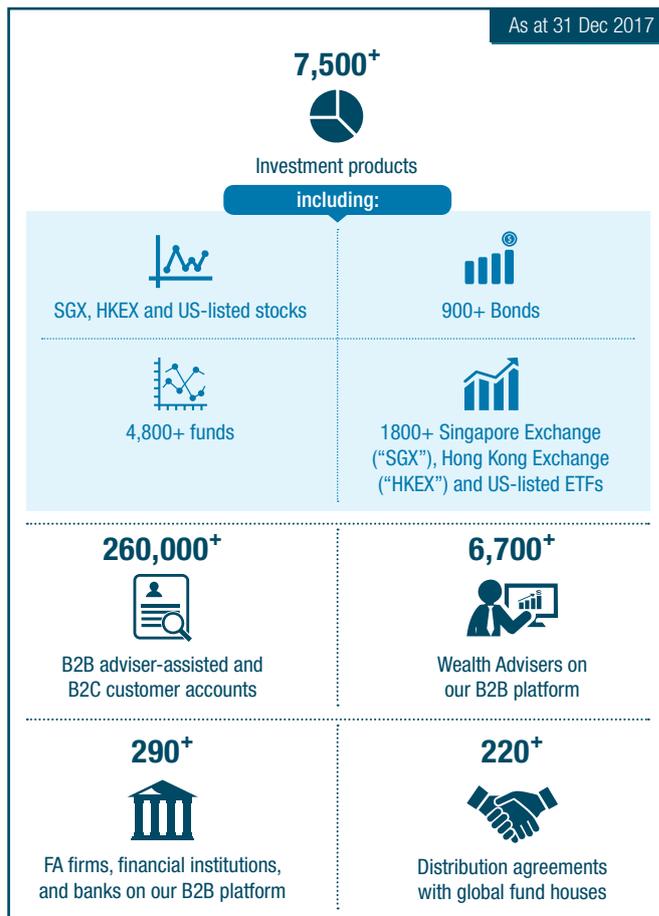
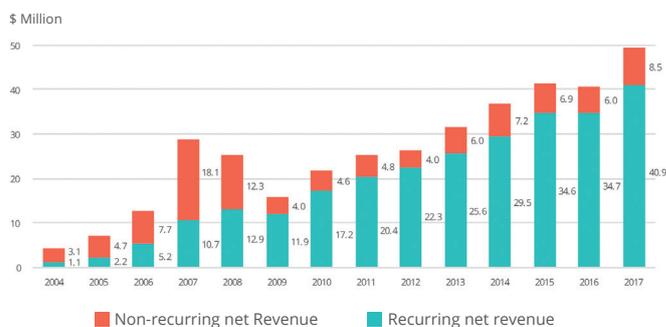
	FY12	FY13 <sup>2</sup>	FY14 <sup>2</sup>	FY15	FY16	FY17
Net revenue (S\$ million)	26.29	31.58	36.68	41.53	40.46	49.01
Net profit (S\$ million)	3.74	7.86	11.03	13.08	9.06	13.21
PBT margin (based on net revenue)	15.0%	25.9%	31.1%	33.1%	24.3%	29.5%
EPS (cents)	1.86	3.89	5.31	5.03	3.46	5.01
Return on Equity (per annum) <sup>4</sup>	17.0%	31.4%	40.6%	17.7%	11.8%	16.8%

#### Notes:

- (1) Based on the results of the iFAST Group from continuing operations.
- (2) Excluding one-off gain of S\$0.62 million on distribution to owners of the Company in October 2013.
- (3) Excluding IPO expenses of S\$1.95 million in December 2014
- (4) Return on equity is calculated based on the average of the month-end shareholders' equity for the respective financial year.

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## RECURRING VS NON-RECURRING NET REVENUE



## DIVIDEND PAYOUT

- The Group's Dividend Guidance for FY2017 is: "For FY2017, our Directors intend to recommend and distribute dividends of 60% or more of our Group's net profit (excluding our China operation, and exceptional items)"
- The Directors have proposed a final dividend of 0.90 cents per ordinary share for FY2017 (final dividend for FY2016: 0.75 cents per ordinary share), which will be subject to approval by shareholders at the company's Annual General Meeting in April 2018
- The proposed final dividend brings the total dividend to 3.01 cents per ordinary share for FY2017, which is equivalent to about 60.2% of the Group's net profit (excluding our China operation, and exceptional items) for FY2017 and is 7.9% higher than the total dividend of 2.79 cents per ordinary share for FY2016
- The Group expects the dividend per share for FY2018 to be higher than FY2017.