



iFAST Corporation Ltd.

# 2Q2016 and 1H2016 Results Presentation

29 July 2016



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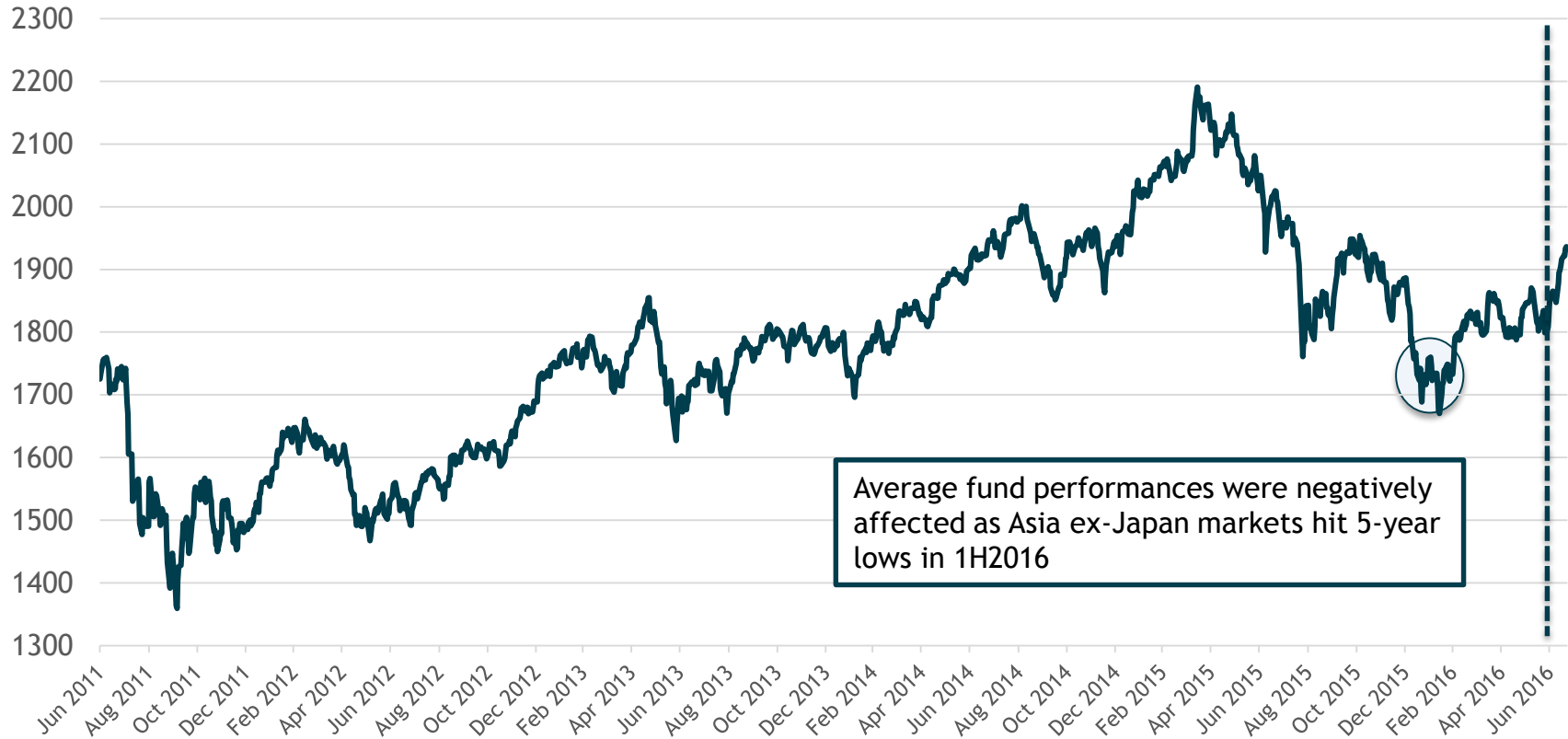
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# Key Summary

- The Group has been making progress towards its long-term vision of being an integrated investment products distribution platform. We believe this is key to robust growth rates in the medium to long term in Asia's wealth management industry
- In the short term, however, adverse equity market conditions do affect the Group's financial performance. With Asia ex-Japan markets hitting 5-year lows in the first half of this year, the Group's net revenue (excluding China) declined 10.6% YoY in 1H2016
- Expenses for the Group (excluding China) increased 7.0% YoY in 1H2016, reflecting the Group's continued push towards broadening the range and depth of our products and services
- The combined impact of a decline in net revenue and an increase in expenses resulted in a 40.5% decline in the Group's net profit (excluding China)

# FSM Indices - Asia ex-Japan Index<sup>1</sup>



**Note:**

1. The FSM Indices (FSMI) Asia ex-Japan Equity Index aims to provide investors with a measurement of the aggregate returns for all unique Asia ex-Japan equity funds available to investors on the Fundsupermart.com Singapore platform.

# Key Summary

- The Group recently launched its iFAST China business. As the China Business is at the initial investment phase, an operating loss of S\$1.56 million was registered in 1H2016. Net revenue was S\$0.05 million and Gross revenue was S\$0.24 million
- In June 2016, iFAST China completed the sale of a 5% stake for US\$1.75 million, leading to a gain of S\$2.15 million for the Group. This gain was however recognised directly in equity, instead of income statement
- The Group's net profit (including China) registered a YoY decline of 62.0% in 1H2016

# Key Summary

- The Directors believe that the Group has a strong balance sheet. Total Cash and other investments stood at S\$58.08 million as at 30 June 2016
- The Directors have proposed a second interim dividend of 0.68 cents per ordinary share for 2Q2016 (2Q2015: 0.68 cents per ordinary share)
- The Group is also updating its 2016 Dividend Guidance to:  
“For FY2016, 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)”

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# Section I: Financial Results





# Presentation of Group's Results

## Presentation of Group's results (including and excluding China)

- In view of the guidance we have provided on our China operation (that the China business would be expected to have a negative impact on the Group's overall operating profit on a consolidated basis in 2016 and 2017), and that our Dividend Guidance for FY2016 is based on 60% or more of the Group's net profit (excluding China operation, and exceptional items), we are presenting our presentation results based on the results of:
  - (1) Group (Singapore, Hong Kong, Malaysia) excluding China operation; and
  - (2) Group (Singapore, Hong Kong, Malaysia) including China operation
- By adopting such a structure in the presentation, investors are able to better assess the performance of the Group in our core operations in Singapore, Hong Kong and Malaysia, with and without the impact from our newer China operation

## Financial Results for Group (excluding China operation) (2Q2016 vs 2Q2015)

S\$ (Million)	2Q2015	2Q2016	YoY change (%)
Revenue	23.18	19.14	-17.4
Net revenue	11.38	9.63	-15.4
Other income	0.34	0.30	-11.6
Expenses	8.07	8.09	+0.2
Net finance income	0.21	0.20	-3.3
Share of result of associates, net of tax	-0.01	-0.05	+487.5
Profit before tax	3.83	1.99	-48.0
Profit after tax	3.51	1.87	-46.8
Net profit attributable to owners of the Company	3.51	1.87	-46.8

# Financial Results for Group (including China operation) (2Q2016 vs 2Q2015)

S\$ (Million)	2Q2015	2Q2016	YoY change (%)
Revenue	23.18	19.37	-16.4
Net revenue	11.38	9.68	-14.9
Other income	0.34	0.30	-11.6
Expenses	8.31	8.87	+6.7
Net finance income	0.21	0.20	-3.3
Share of result of associates, net of tax	-0.01	-0.05	+487.5
Profit before tax	3.61	1.27	-64.9
Profit after tax	3.28	1.14	-65.4
Net profit attributable to owners of the Company	3.28	1.14	-65.2
Gain recognised directly in equity from sale of 5% stake in iFAST China	NA	2.15	NA
Net attributable profit plus gain recognised directly in equity from sale of 5% stake in iFAST China	NA	3.29	NA

Note:

1. NA denotes Not Applicable

# Financial Results for Group (excluding China operation) (1H2016 vs 1H2015)

S\$ (Million)	1H2015	1H2016	YoY change (%)
Revenue	44.07	37.81	-14.2
Net revenue	21.24	18.98	-10.6
Other income	0.82	1.10	+34.9
Expenses	15.12	16.18	+7.0
Net finance income	0.27	0.45	+64.5
Share of result of associates, net of tax	-0.03	-0.05	+96.2
Profit before tax	7.18	4.26	-40.7
Profit after tax	6.65	3.95	-40.5
Net profit attributable to owners of the Company	6.65	3.95	-40.5

- The stepped-up investments and expenses in 1H2016 coincided with very adverse financial market conditions (at the beginning of 2016 and the negative market reaction to Brexit in June 2016) that significantly affected the Group's profit
- The FSM Indices (FSMI) Asia ex-Japan Equity Index dropped by more than 20% in 1H2016
- Expenses for the Group (excluding China) increased 7.0% YoY in 1H2016, reflecting the Group's continued push towards broadening the range and depth of our products and services

# Financial Results for Group (including China operation) (1H2016 vs 1H2015)

S\$ (Million)	1H2015	1H2016	YoY change (%)
Revenue	44.07	38.05	-13.7
Net revenue	21.24	19.04	-10.4
Other income	0.82	1.10	+34.9
Expenses	15.49	17.85	+15.2
Net finance income	0.29	0.45	+54.9
Share of result of associates, net of tax	-0.03	-0.05	+96.2
Profit before tax	6.83	2.69	-60.6
Profit after tax	6.29	2.39	-62.0
Net profit attributable to owners of the Company	6.29	2.39	-62.0
Gain recognised directly in equity from sale of 5% stake in iFAST China	NA	2.15	NA
Net attributable profit plus gain in reserves from sale in iFAST China stake	NA	4.54	NA

- The Group recently launched its iFAST China business. As the China Business is at the initial investment phase, an operating loss of S\$1.56 million was registered in 1H2016. Net revenue was S\$0.05 million and Gross revenue was S\$0.24 million
- In June 2016, iFAST China completed the sale of a 5% stake for US\$1.75 million, leading to a gain of S\$2.15 million for the Group. This gain was however recognised directly in equity, instead of income statement

Note:

1. NA denotes Not Applicable

## Results Overview for Group (excluding China operation)

S\$ (Million)	FY2012	FY2013 <sup>1</sup>	FY2014 <sup>2</sup>	FY2015	1H2016
Revenue	56.41	69.47	78.35	85.34	37.81
Net revenue	26.29	31.58	36.68	41.53	18.98
Other income	0.08	0.16	0.24	1.53	1.10
Expenses	22.40	23.58	25.62	30.06	16.18
Net finance income	-0.03	0.03	0.10	0.75	0.45
Share of result of associates, net of tax	-	-	-0.01	-0.02	-0.05
Profit before tax	3.94	8.20	11.39	13.73	4.26
Profit after tax	3.26	7.62	11.00	13.08	3.95
Net profit attributable to owners of the Company	3.74	7.86	11.03	13.08	3.95
EPS (cents)	1.86	3.89	5.31	5.03	1.52
Dividend per share (cents)	0.54	1.98 <sup>3</sup>	5.38	2.79	1.36

### 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. Including IPO expenses of S\$1.95 million in December 2014, net profit stood at S\$8.56 million in FY2014

## Results Overview for Group (including China operation)

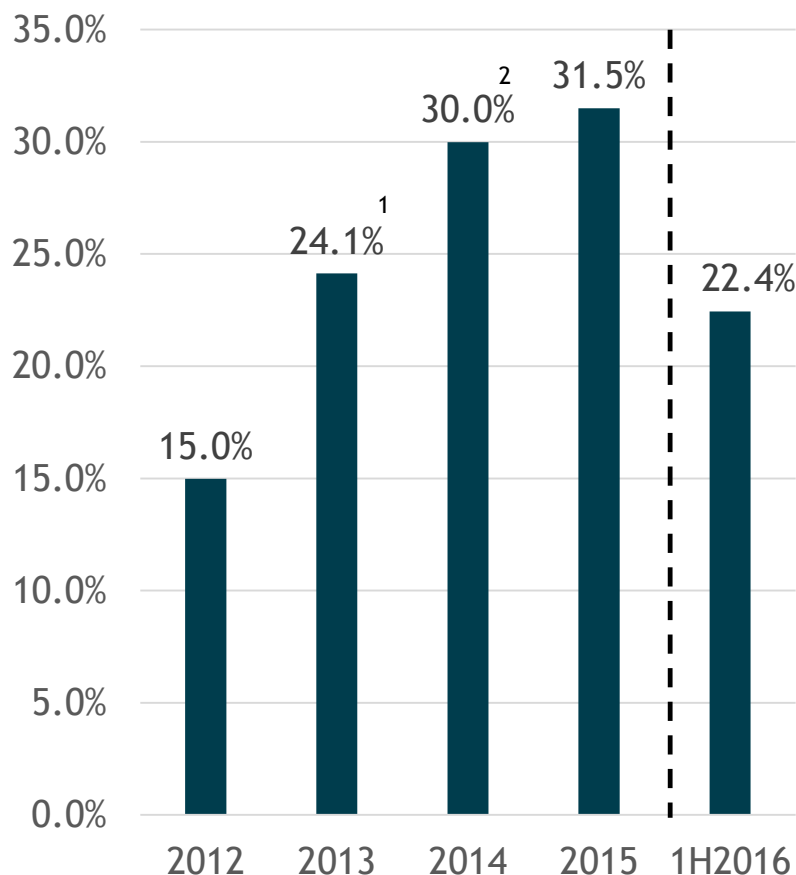
S\$ (Million)	FY2012	FY2013 <sup>1</sup>	FY2014 <sup>2</sup>	FY2015	1H2016
Revenue	56.41	69.47	78.35	85.34	38.05
Net revenue	26.29	31.58	36.68	41.53	19.04
Other income	0.08	0.16	0.24	1.53	1.10
Expenses	22.40	23.58	26.14	31.08	17.85
Net finance income	-0.03	0.03	0.10	0.80	0.45
Share of result of associates, net of tax	-	-	-0.01	-0.02	-0.05
Profit before tax	3.94	8.20	10.87	12.75	2.69
Profit after tax	3.26	7.62	10.48	12.10	2.39
Net profit attributable to owners of the Company	3.74	7.86	10.51	12.10	2.39
Net attributable profit plus gain in reserves from sale in iFAST China stake	NA	NA	NA	NA	4.54
EPS (cents)	1.86	3.89	5.06	4.65	0.92
Dividend per share (cents)	0.54	1.98 <sup>3</sup>	5.38	2.79	1.36

### Notes:

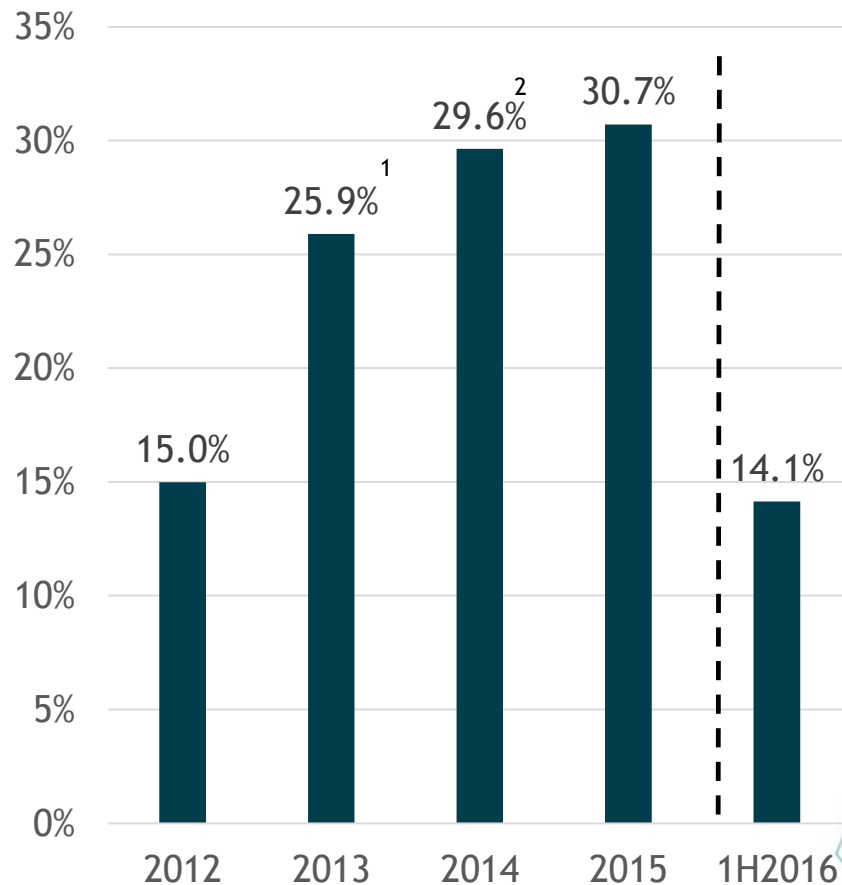
1. Excluding one-off gain of S\$0.62 million on distribution to owners of the Company in October 2013
2. Excluding IPO expenses of S\$1.95 million in December 2014. Including IPO expenses of S\$1.95 million in December 2014, net profit stood at S\$8.56 million in FY2014

# PBT margin for Group (based on net revenue)

(excluding China operation)



(including China operation)



## 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



# Financial Ratios

S\$ (Million)	FY2012	FY2013	FY2014	FY2015	1H2016
Operating Cashflows	2.33	7.13	10.18	14.18	3.08
Capital Expenditure	0.21	1.57	2.34	5.45	2.78

S\$ (Million)	31 Dec 2012	31 Dec 2013	31 Dec 2014	31 Dec 2015	30 June 2016
Net Current Assets	20.95	20.70	63.16	68.32	65.13

S\$ (Million)	31 Dec 2012	31 Dec 2013	31 Dec 2014	31 Dec 2015	30 June 2016
Shareholders' Equity	23.41	23.97	66.91	76.56	76.85

# Cash position

	As at 31 Dec 2015 (S\$ million)	As at 30 June 2016 (S\$ million)
Cash and cash equivalents	29.52	28.10
Other investments <sup>1</sup>	31.96	29.98
Total cash and other investments	61.48	58.08

**Note:**

1. Other investments represent investments in financial assets.

# Number of issued shares

	As at 31 Dec 2015	As at 30 June 2016
Total number of issued shares (excluding treasury shares)	260,977,301	260,684,101

# Our Consolidated Financial Position as at 30 June 2016

	S\$'000
<b>NON-CURRENT ASSETS</b>	
Fixed Assets	2,327
Intangible Assets	7,959
Associates	1,584
Others	344
	12,214
<b>CURRENT ASSETS</b>	
Trade & other receivables	18,737
Prepayments & others	1,336
Other Investments	29,982
Cash & cash equivalents	28,097
	78,152
<b>TOTAL ASSETS</b>	90,366
<b>HELD UNDER TRUST</b>	
Cash at Bank - Trust Accounts	141,613
Client Ledger balances	(141,613)

# Our Consolidated Financial Position as at 30 June 2016 - cont'd

	S\$'000
<b>CURRENT LIABILITIES</b>	
Trade & other payables	12,417
Finance Lease	4
Current tax payable	602
	13,023
<b>NON-CURRENT LIABILITIES</b>	
Deferred Tax	222
Finance Lease	21
	243
<b>EQUITY</b>	
Share Capital	62,626
Accumulated profits	16,140
Other reserves	(1,920)
<b>EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY</b>	76,846
Non-Controlling Interests	254
<b>TOTAL EQUITY</b>	77,100
<b>TOTAL EQUITY &amp; LIABILITIES</b>	90,366

# Interim Dividend

## Second Interim Dividend for FY2016 - Schedule

Dividend per share	0.68 cents per ordinary share
4 August 2016	Ex-dividend date
19 August 2016	Payment date

- The Group’s previously communicated Dividend Guidance was: “For FY2016, our Directors intend to recommend and distribute dividends of 60% of our Group’s net profit (excluding our China operation, and exceptional items)”
- **The Group is updating its 2016 Dividend Guidance to:**  
“For FY2016, 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)”
- For the second interim dividend for 2Q2016, the Directors proposed a dividend per share of 0.68 cents per ordinary share, that is equivalent to about 95% of the Group’s net profit (excluding our China operation, and exceptional items) in 2Q2016
- The Dividend Guidance for FY2016 takes into account the consideration that the Group has a strong balance sheet, and overall healthy operating cash flows from Singapore, Hong Kong and Malaysia; and the Directors are of the view that the expected losses from China do not have to affect the dividend payments based on profits generated from Singapore, Hong Kong and Malaysia operations

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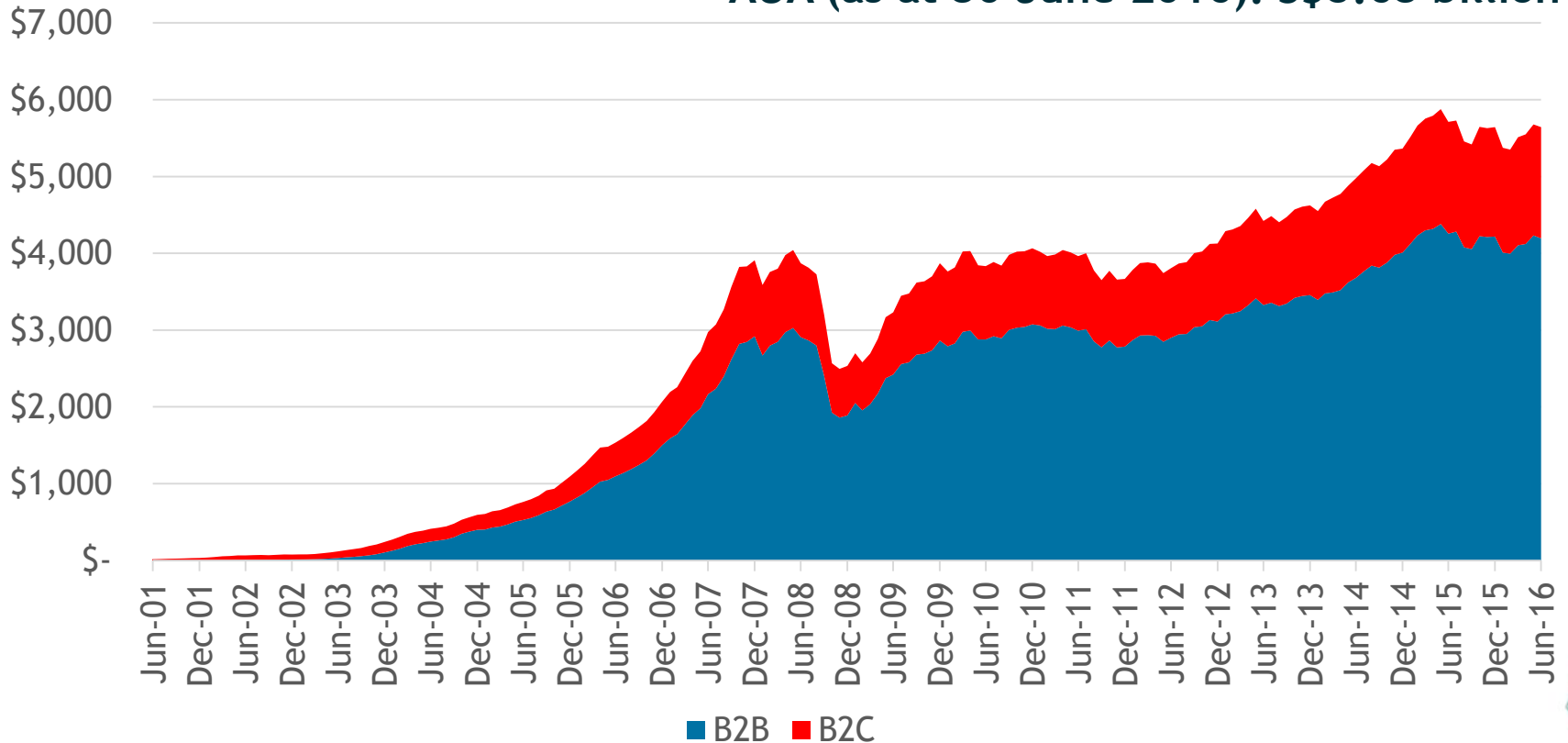
## Section II: Performance Trends



# Group AUA

S\$ million

**AUA (as at 30 June 2016): S\$5.63 billion<sup>1</sup>**



**Note:**

- The Group's AUA as at 30 June 2016 includes its effective 16.1% share of the India Business arising from its acquisition of 21.47% stake in Pecuniam Pte Ltd, the ultimate holding company of the India Business



# Group AUA Trends



**Singapore & Others: 73.3%**



**Hong Kong: 21.1%**

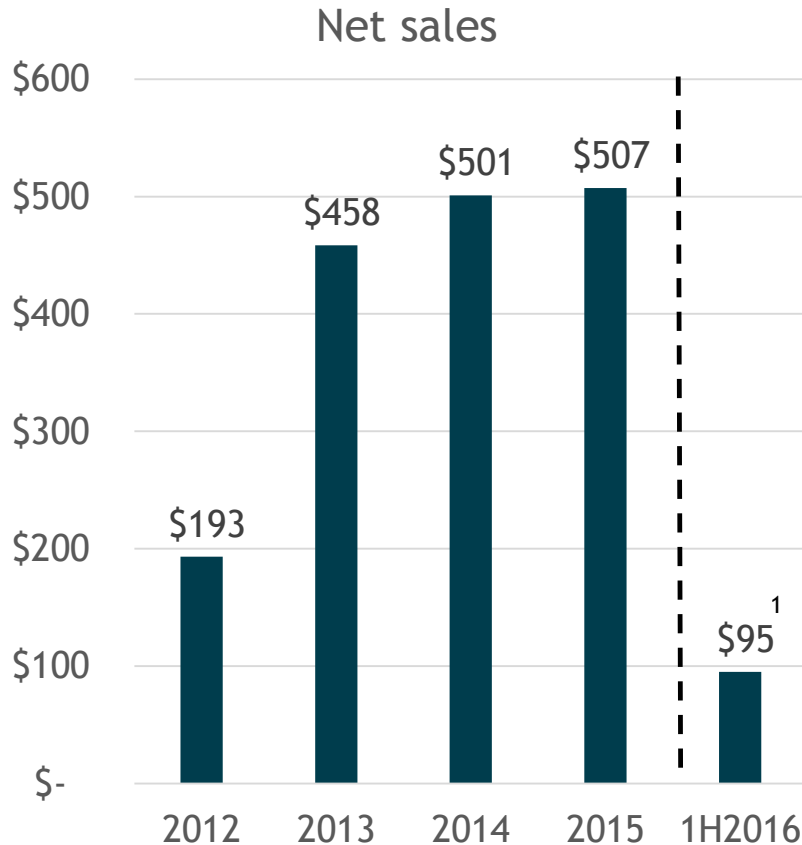


**Malaysia: 5.6%**

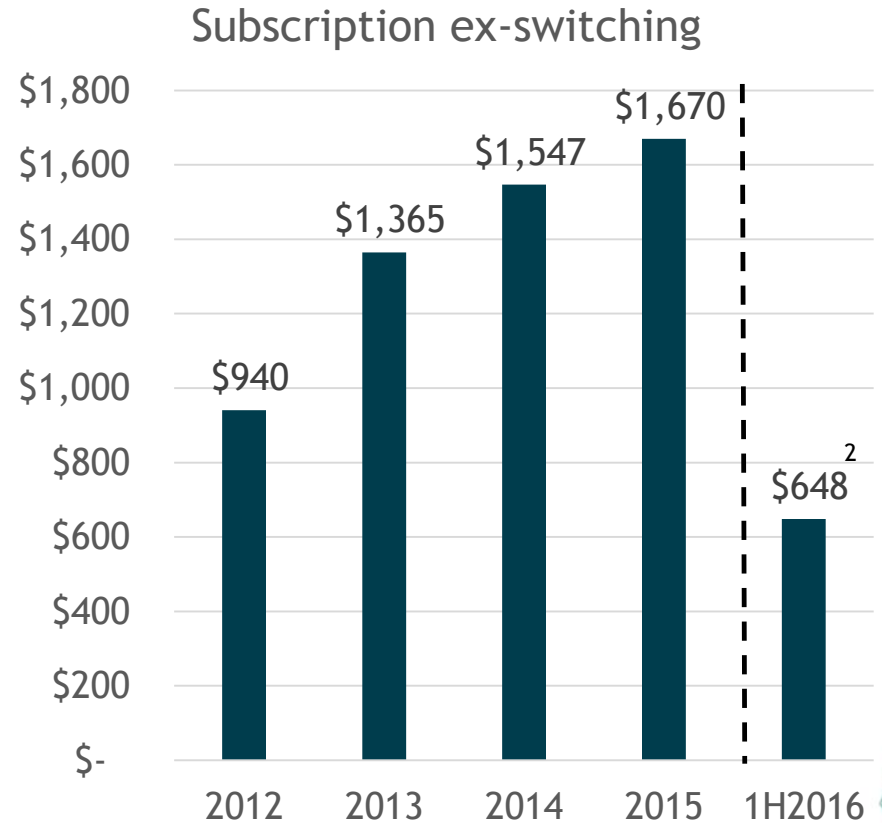
- The Group's AUA as at 30 June 2016 includes the AUA contribution from India Business, based on its 21.47% stake in the India Business, as well as the AUA contribution from the China Business (which was soft launched in March 2016)
- The AUA contribution from the India Business and China Business is included in the Singapore & Others segment, which is equivalent to 73.3% of the Group's AUA
- The India Business has an AUA equivalent to about S\$285.0 million (with a 5-year CAGR of about 74.3%) as at 30 June 2016
- The Group's AUA fell 1.5% YoY and rose 2.1% QoQ to S\$5.63 billion (as at 30 June 2016)
- The contribution from the bond distribution business (which was launched in Singapore in 2Q2015 and in Hong Kong for a number of years) at the Group's AUA level stood at 5.9% (as at 30 June 2016)

# Net sales

S\$ million



S\$ million



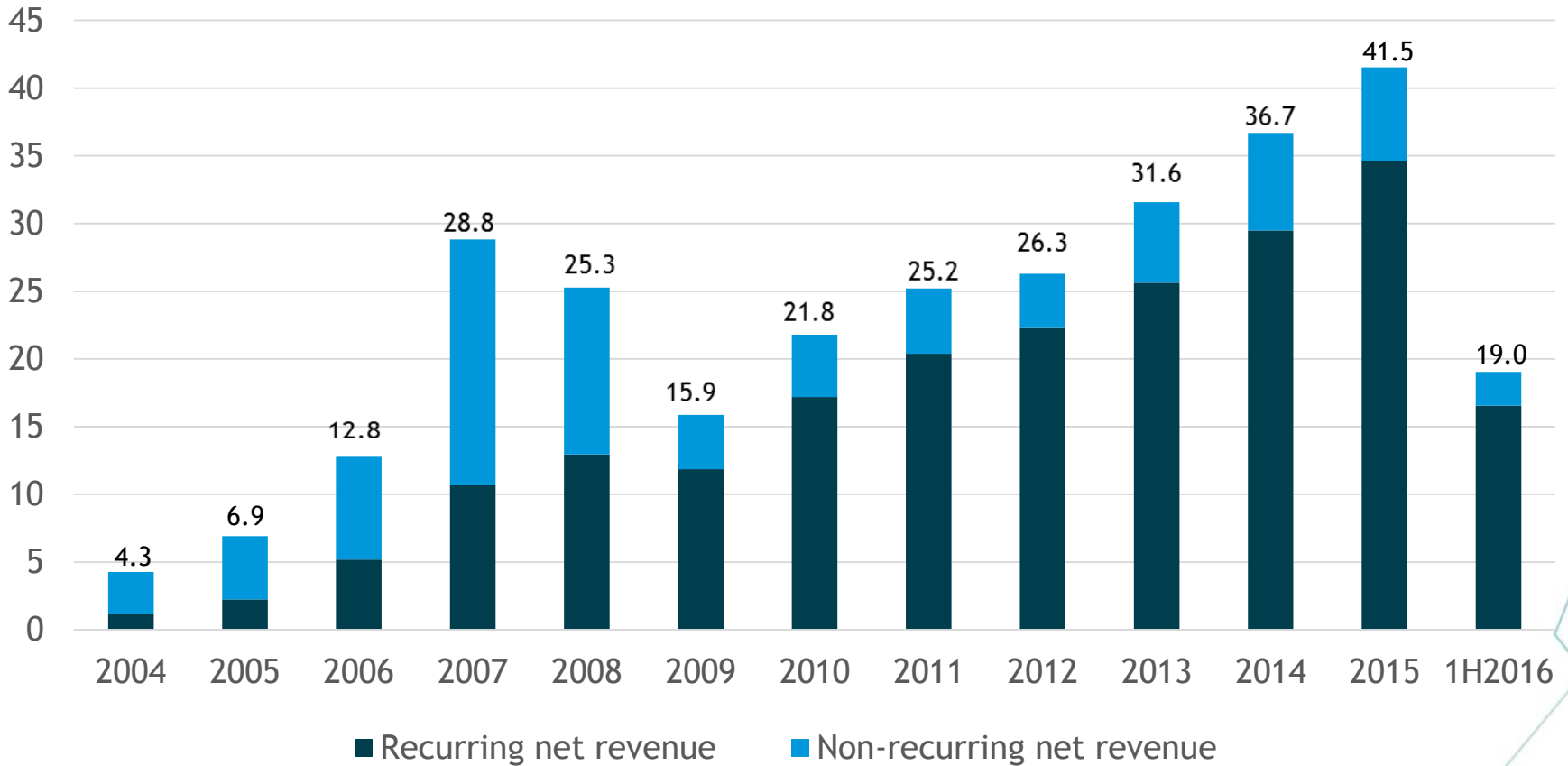
**Notes:**

1. Net sales stood at S\$41 million in 1Q2016 and S\$54 million in 2Q2016
2. Subscription ex-switching stood at S\$299 million in 1Q2016 and S\$349 million in 2Q2016

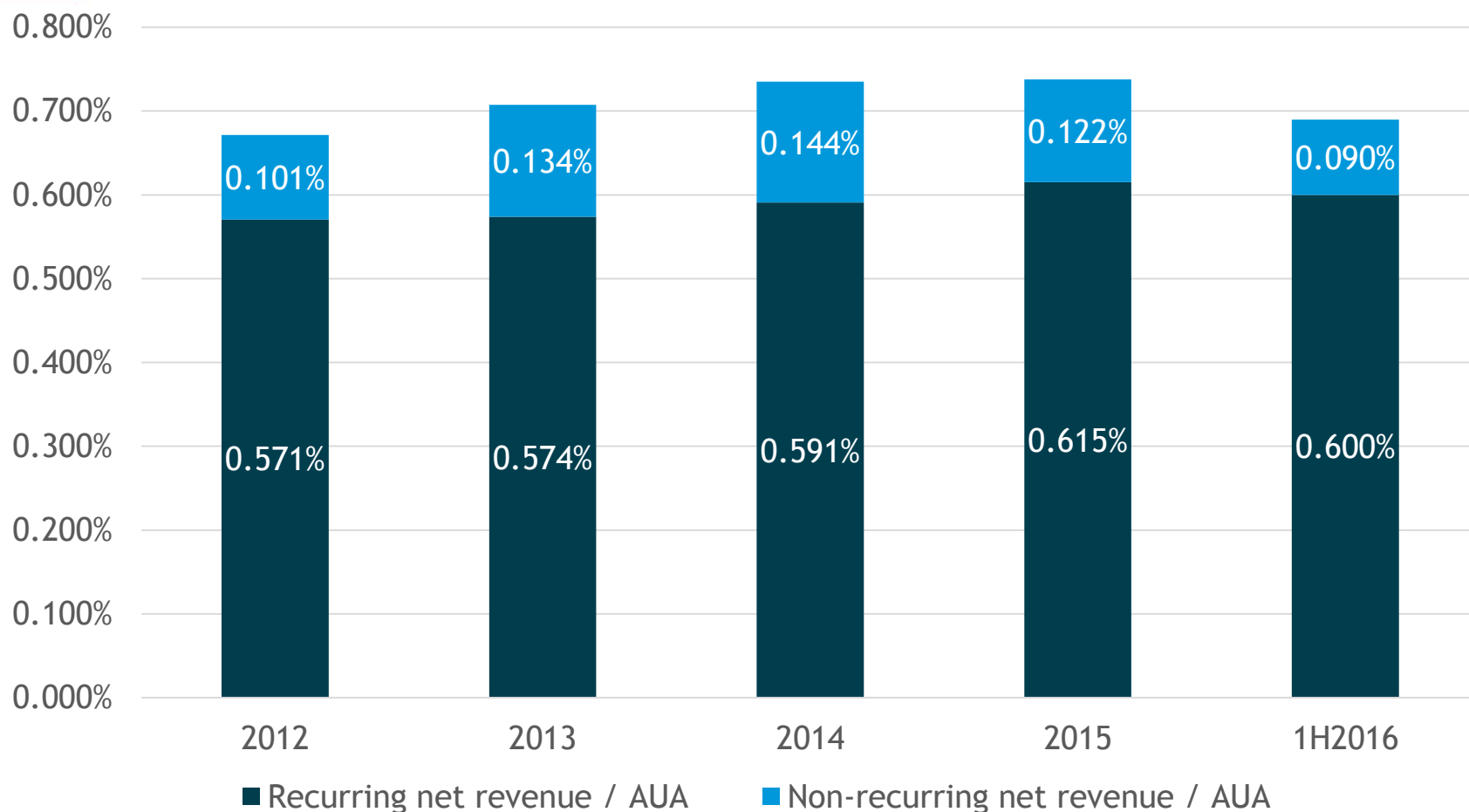
# Net revenue breakdown between recurring and non-recurring sources

Average contribution from recurring net revenue as opposed to non-recurring net revenue in the period from FY2012 to 1H2016 was 83.4%

\$ million



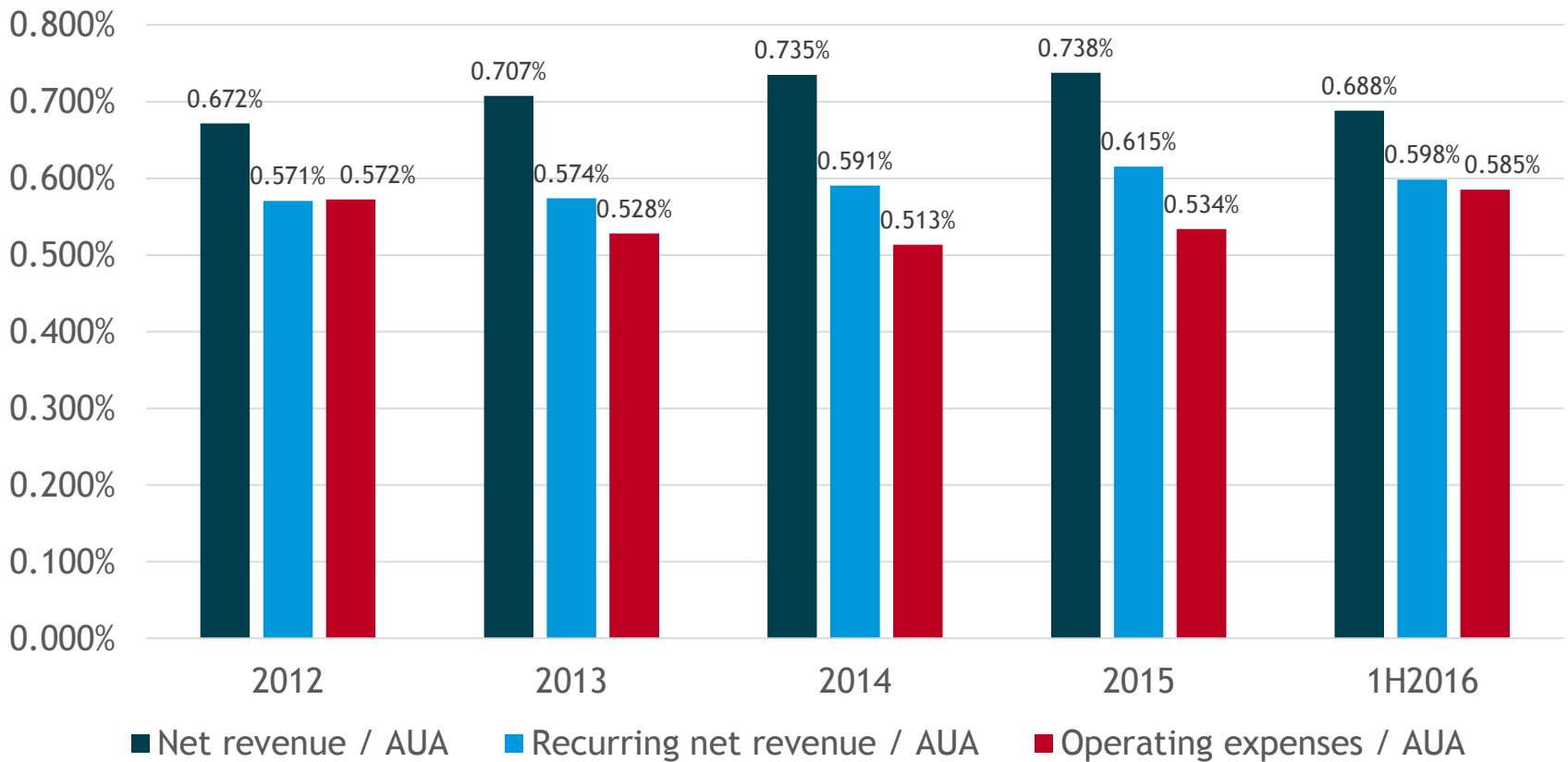
# Net revenue as a ratio of average AUA



**Note:**

1. The ratio for 1H2016 has been computed based on annualised recurring net revenue and non-recurring net revenue.

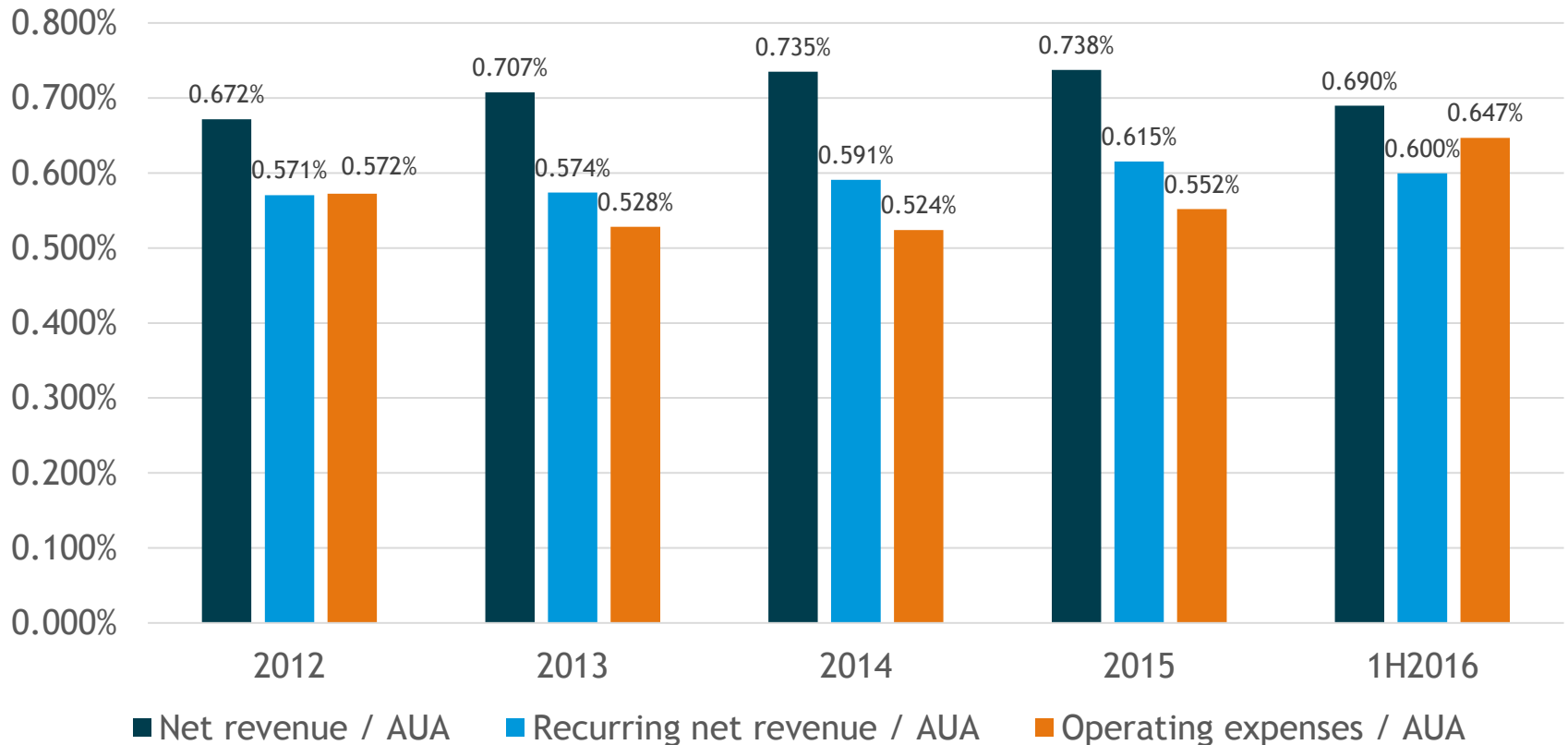
# Net revenue and operating expenses as a ratio of average AUA for Group (excluding China operation)



**Note:**

1. The ratio for 1H2016 has been computed based on annualised recurring net revenue, non-recurring net revenue and operating expenses.

# Net revenue and operating expenses as a ratio of average AUA for Group (including China operation)



**Note:**

1. The ratio for 1H2016 has been computed based on annualised recurring net revenue, non-recurring net revenue and operating expenses.

# Recurring and Non-Recurring Net Revenue

S\$ (Million)	FY2012	FY2013	FY2014	FY2015	1H2016
Recurring net revenue	22.34	25.62	29.48	34.64	16.55
Non-recurring net revenue	3.95	5.96	7.20	6.89	2.49
Total net revenue	26.29	31.58	36.68	41.53	19.04
YoY Change (%)	FY2012	FY2013	FY2014	FY2015	1H2016
Recurring net revenue	+9.6	+14.7	+15.1	+17.5	-5.5
Non-recurring net revenue	-18.0	+50.9	+20.8	-4.4	-33.1
Total net revenue	+4.4	+20.4	+16.1	+13.2	-10.4

# Net Revenue - Geographical Segment

S\$ (Million)	FY2012	FY2013	FY2014	FY2015	1H2016
Singapore	21.33	24.10	25.72	30.04	13.84
Hong Kong	4.39	6.50	9.48	9.55	4.12
Malaysia	0.57	0.98	1.48	1.94	1.02
China	-	-	-	-	0.05 <sup>1</sup>
Group	26.29	31.58	36.68	41.53	19.04
YoY Change (%)	FY2012	FY2013	FY2014	FY2015	1H2016
Singapore	+0.9	+13.0	+6.7	+16.8	-9.4
Hong Kong	+20.3	+48.1	+45.8	+0.7	-18.7
Malaysia	+42.5	+71.9	+50.5	+31.1	+14.6
China	-	-	-	-	NM <sup>2</sup>
Group	+4.4	+20.4	+16.1	+13.2	-10.4

## Notes:

1. Net revenue from the China operation was less than S\$0.01 million in 1Q2016
2. NM denotes Not Meaningful



# Net Revenue - B2B Business Segment

B2B Net Revenue (S\$ Million)	FY2012	FY2013	FY2014	FY2015	1H2016
Recurring net revenue	16.03	18.16	21.09	24.50	11.66
Non-recurring net revenue	2.11	3.06	4.46	4.09	1.57
Total B2B net revenue	18.14	21.22	25.55	28.59	13.23
YoY Change (%)	FY2012	FY2013	FY2014	FY2015	1H2016
Recurring net revenue	+13.7	+13.3	+16.1	+16.2	-6.3
Non-recurring net revenue	-21.3	+45.0	+45.8	-8.3	-28.0
Total B2B net revenue	+8.1	+17.0	+20.4	+11.9	-9.5

# Net Revenue - B2C Business Segment

B2C Net Revenue (S\$ Million)	FY2012	FY2013	FY2014	FY2015	1H2016
Recurring net revenue	6.31	7.46	8.39	10.15	4.89
Non-recurring net revenue	1.84	2.90	2.74	2.79	0.92
Total B2C net revenue	8.15	10.36	11.13	12.94	5.81
YoY Change (%)	FY2012	FY2013	FY2014	FY2015	1H2016
Recurring net revenue	+0.5	+18.2	+12.5	+20.9	-3.7
Non-recurring net revenue	-14.0	+57.6	-5.5	+1.9	-40.4
Total B2C net revenue	-3.2	+27.1	+7.4	+16.3	-12.2

# Profit/Loss - Geographical Segment

Profit/Loss After Tax (S\$ Million)	FY2012	FY2013	FY2014	FY2015	1H2016
Singapore	5.64	7.81 <sup>1</sup>	9.00 <sup>2</sup>	11.21	3.85
Hong Kong	(1.19)	0.40	2.10	1.65	0.08
Malaysia	(1.19)	(0.59)	(0.09)	0.24	0.08
Others <sup>3</sup>	-	-	(0.01)	(0.02)	(0.05)
Net profit (excluding China operation)	3.26	7.62	11.00	13.08	3.95
China	-	-	(0.52)	(0.98)	(1.56)
Net profit (including China operation)	3.26	7.62	10.48	12.10	2.39

## Notes:

1. Excluding a 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
3. Representing share of result of associates

# 1H2016 Results Summary & Outlook (Group excluding China)



- The Group has been making progress towards its long-term vision of being an integrated investment products distribution platform. We believe this is key to robust growth rates in the medium to long term in Asia's wealth management industry
- In the short term, however, adverse equity market conditions do affect the Group's financial performance. With Asia ex-Japan markets hitting 5-year lows in the first half of this year, the Group's net revenue (excluding China) declined 10.6% YoY in 1H2016
- Expenses for the Group (excluding China) increased 7.0% YoY in 1H2016, reflecting the Group's continued push towards broadening the range and depth of our products and services
- The combined impact of a decline in net revenue and an increase in expenses resulted in a 40.5% decline in the Group's net profit (excluding China)

# 1H2016 Results Summary & Outlook (Group including China)



- The Group recently launched its iFAST China business. As the China Business is at the initial investment phase, an operating loss of S\$1.56 million was registered in 1H2016. Net revenue was S\$0.05 million and Gross revenue was S\$0.24 million
- In June 2016, iFAST China completed the sale of a 5% stake for US\$1.75 million, leading to a gain of S\$2.15 million for the Group. This gain was however recognised directly in the reserves in the balance sheet, instead of the income statement
- The Group's net profit (including China) registered a YoY decline of 62.0% in 1H2016

# 1H2016 Results & Outlook - Singapore



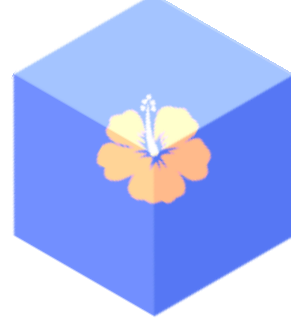
- Singapore continues to be the Group's largest contributor in terms of AUA, net revenue and net profit
- Singapore's net profit decreased 32.0% YoY to S\$3.85 million in 1H2016
- Net revenue declined 9.4% YoY to S\$13.84 million in 1H2016
- AUA declined 2.5% YoY to S\$4.08 billion in 1H2016
- The decline in profit and net revenue was due to the negative global market sentiment in 1H2016 and an increase in operating expenses related to increased efforts to enhance the platform's capabilities
- Singapore continues to focus on improving the range of investment products and services; subscription into bonds, which have been distributed since May 2015, was up 110.0% Quarter-on-Quarter (QoQ) to S\$28.46 million in 2Q2016, as investors continued to show interest in yield-enhancing investment products
- The Singapore Business received formal registration as a CDP Depository Agent in July 2016, which is a positive step towards its eventual introduction of stocks targeted for the end of 2016/early 2017

# 1H2016 Results & Outlook - Hong Kong



- Hong Kong's net profit decreased 92.1% YoY to S\$0.08 million in 1H2016
- Net revenue was down 18.7% YoY in 1H2016
- AUA declined 8.0% YoY to S\$1.19 billion in 1H2016
- The decline was mainly due to the sharp sell-down in the China/Hong Kong equity markets in the period, and the adverse impact of the suspension of Capital Investment Entrant Scheme ("CIES") in 2015
- The decline in profit was also due to the initial operating losses incurred following the acquisition of iFAST Securities (HK) Limited (formerly known as Winfield Securities Limited)
- The Hong Kong business has just launched its stockbroking business for the B2B platform
- The enhanced range of investment products (funds, bonds, Exchange Traded Funds and stocks) on the Hong Kong B2B platform will give the financial institutions using our platform the capabilities of a 'mini private bank' and have the ability to seamlessly advise their clients across a full range of investment asset classes

# 1H2016 Results & Outlook - Malaysia



- After breaking even in 2015, Malaysia's profit after tax rose 690.0% YoY to S\$0.08 million in 1H2016
- Net revenue increased 14.6% YoY to S\$1.02 million in 1H2016
- AUA increased 32.6% YoY to S\$0.32 billion in 1H2016
- In Malaysia, the significant growth of business and AUA contributed to the increase in net revenue, despite the volatile market sentiment in the period
- Similar to our Singapore and Hong Kong markets, we are working towards enhancing the range of investment products and services on our Malaysia platform

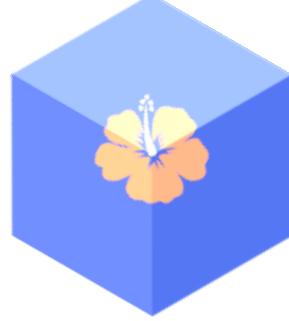


# 1H2016 Results & Outlook - China



- The China business was soft launched in March 2016; the China operation's loss increased 340.1% YoY to S\$1.56 million in 1H2016
- Following an agreement with an online media company in China to launch transactional capabilities for their customers to transact into funds in 1Q2016, and the recruitment of wealth advisers, the China Business's gross revenue stood at S\$0.24 million and net revenue stood at S\$0.05 million in 1H2016
- As part of the company's B2B strategy, we have recruited a number of wealth advisers under our 'platform-cum-IFA incubator' strategy that will give them the platform and support to pursue their wealth advisory business, before eventually starting their own FA firm over time
- One of our strategies is to partner with potential local Chinese entities that already have a well-established online client base (e.g. Internet companies or online media companies)
- The Group believes this strategy will be more scalable in helping to promote the growth of the wealth advisory industry in China
- The China Business has signed up more than 20 Fund Houses with over 1,000 funds on the platform

# Stockbroking & The Platform Business



- We have just launched our stockbroking business in Hong Kong (for B2B platform) and we are targeting to launch our stockbroking business in Singapore at the end of 2016/early 2017
- Our business model will however be different from most Asian stockbrokers
- Our focus is on being able to provide an integrated wealth management platform. We believe that the ability to handle stockbroking is important as stocks continue to be a major source of wealth for most Asian investors
- While we expect to have a new stream of commission income from stockbroking, our long-term focus will be on enhancing our overall platform's AUA, rather than trying to maximise the commission income from short-term trading

**iFAST**

# Section III: Appendices



# Business Overview

- We are an Internet-based investment products distribution platform with assets under administration (AUA) of S\$5.63 billion as at 30 June 2016 (stock code: AIY)
- Two main business divisions:
  - Business-to-Consumer (B2C) website, Fundsupermart.com, targeted at DIY investors (AUA of S\$1.45 billion); and
  - Business-to-Business (B2B) platform that caters to the specialised needs of over 170 financial advisory (FA) companies, financial institutions and banks (AUA of S\$4.18 billion), which in turn have more than 5,500 wealth advisers
- The Group offers access to over 3,500 investment products including funds, bonds and Singapore Government Securities (SGS), Exchange Traded Funds (ETFs), as well as insurance products, and services including online discretionary portfolio management services (DPMS), research and investment seminars, financial technology (fintech) solutions, investment administration and transactions services.
- Our mission statement is, “To help investors around the world invest globally and profitably”
- Winner of the “Most Transparent Company Award 2015, New Issues Category” at the SIAS Investors’ Choice Awards 2015, and the “Best Investor Relations - Merit Award” for First-Year Listed Companies at the Singapore Corporate Awards 2015

**fundsUPERMART.com**  
INVEST GLOBALLY AND PROFITABLY

**iFAST**  
CENTRAL

**iFAST GLOBAL**  
**PRESTIGE**  
Investment Platform for HNWIs

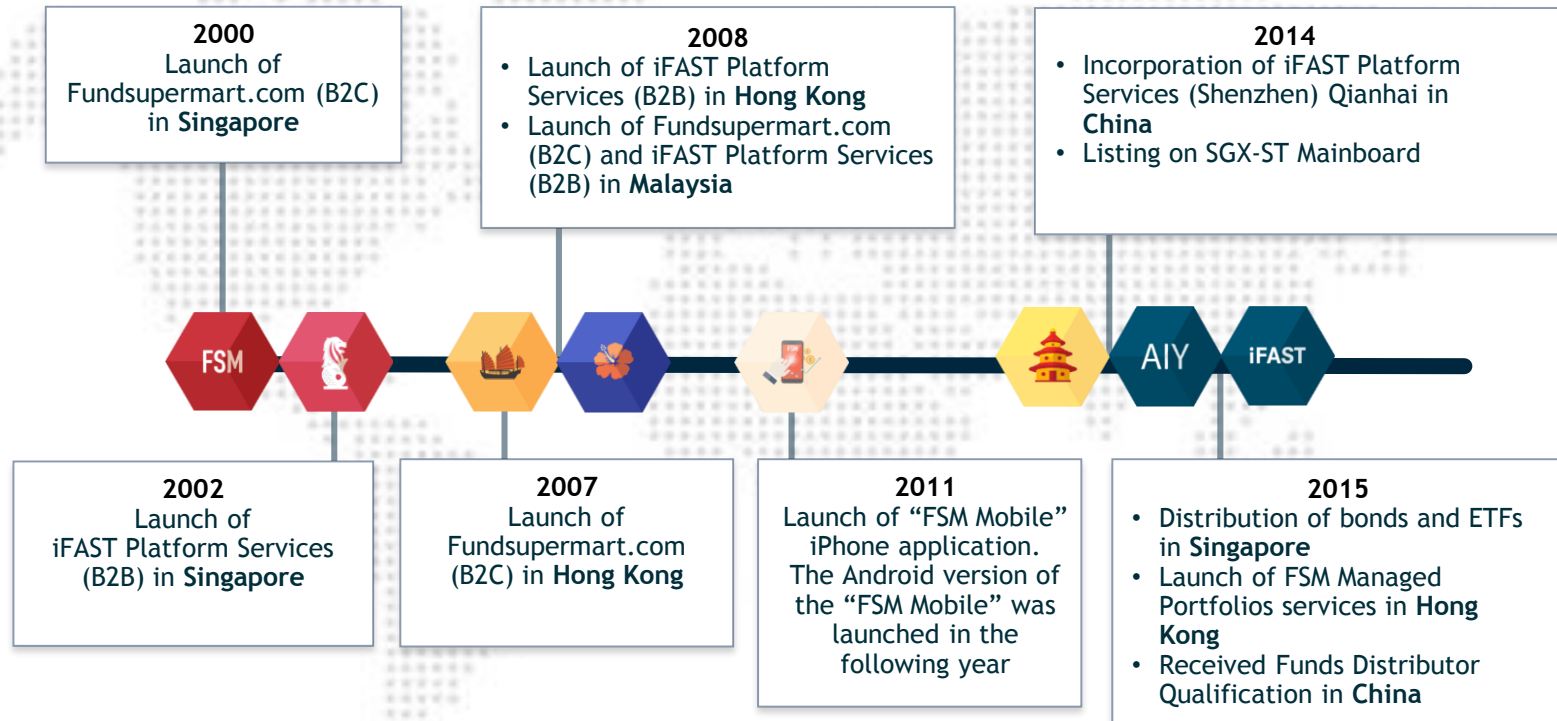
**bondsUPERMART**

**iFAST**

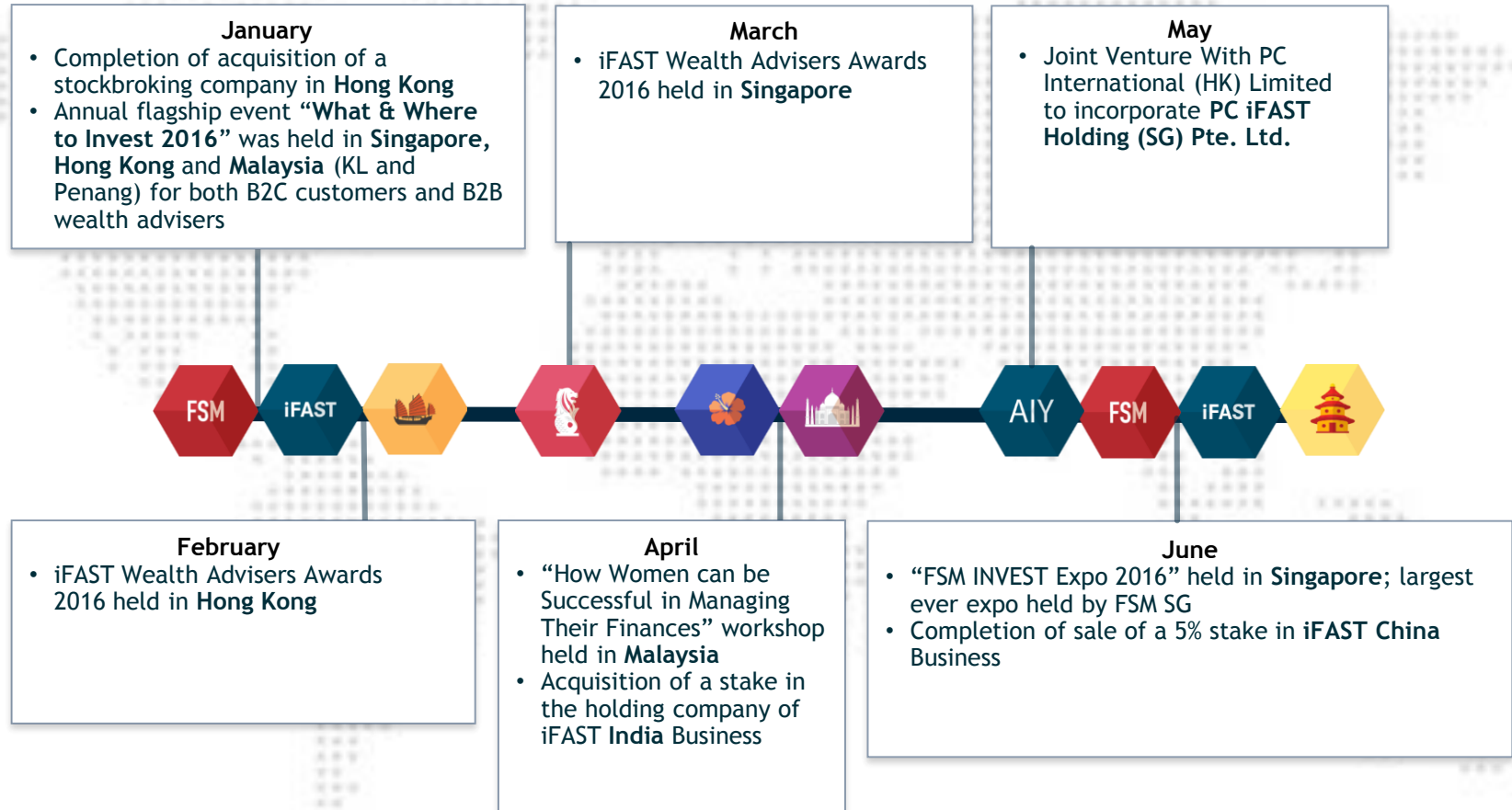
**iFAST Corporation Ltd.**

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# 2000 - 2015 Milestones



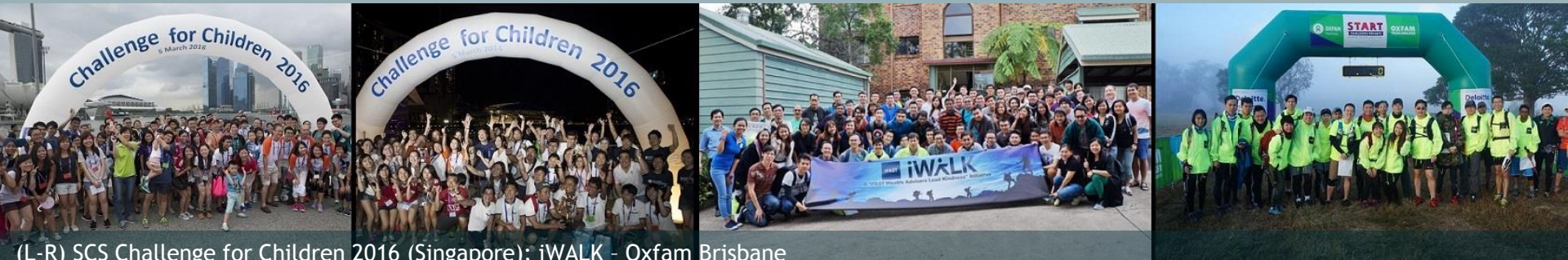
# 1H2016 Milestones



# 1H2016 Activities



(L-R) What and Where to Invest 2016 (Hong Kong); What and Where to Invest 2016 (Malaysia KL); FSM Invest Expo (Singapore); iFAST Wealth Management Academy (Hong Kong); Fund House Seminar (Hong Kong)



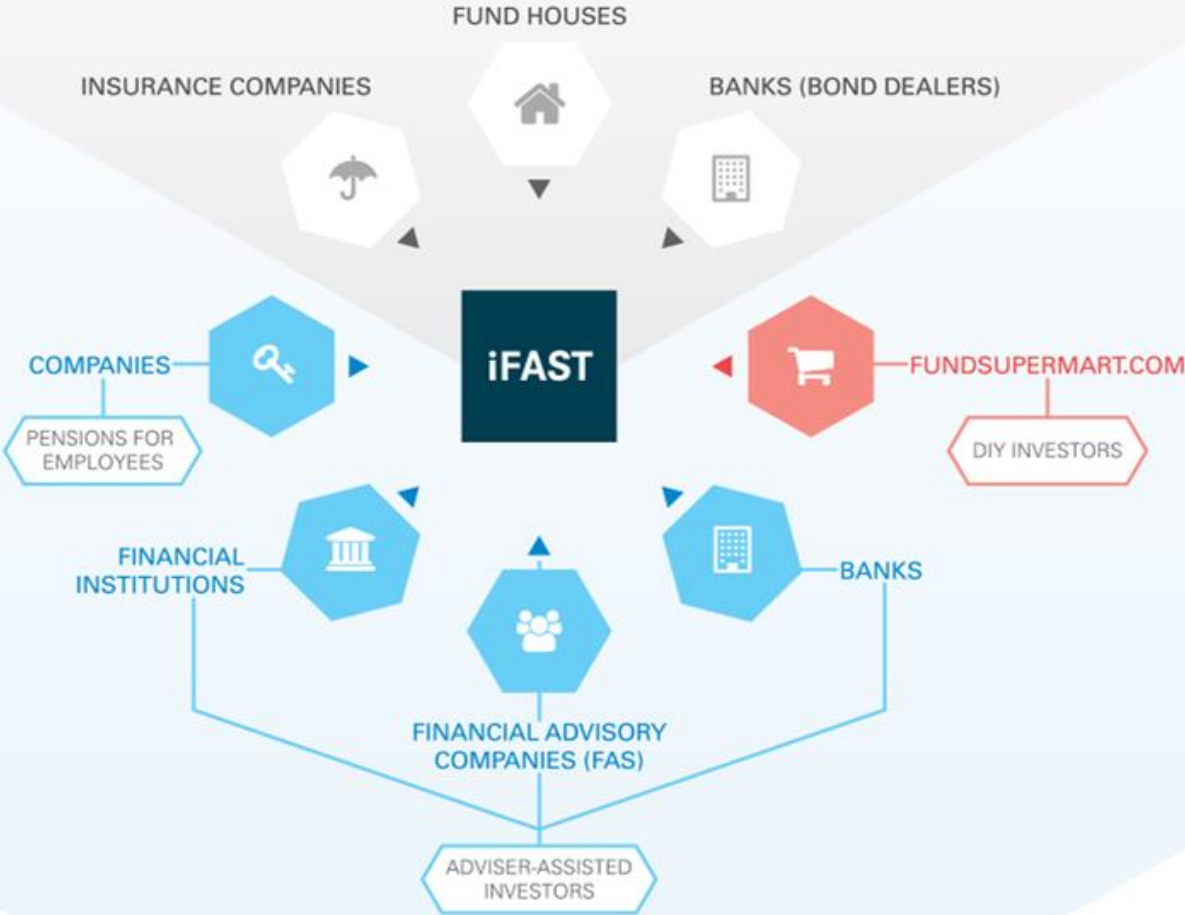
(L-R) SCS Challenge for Children 2016 (Singapore); iWALK - Oxfam Brisbane



(L-R) iFAST Awards Night 2016 (Singapore); What and Where to Invest 2016 for Wealth Advisers (Hong Kong); iFAST Wealth Advisers Awards 2016 (Hong Kong); “How Women can be Successful in Managing Their Finances” (Malaysia)

# Business Model

## PRODUCT PROVIDERS



## CUSTOMERS



iFAST Corporation Ltd.



# Our Value Proposition

## Product Providers

- One platform, multiple B2C and B2B customers
- No need to enter into individual distribution agreement and business relationship with customers



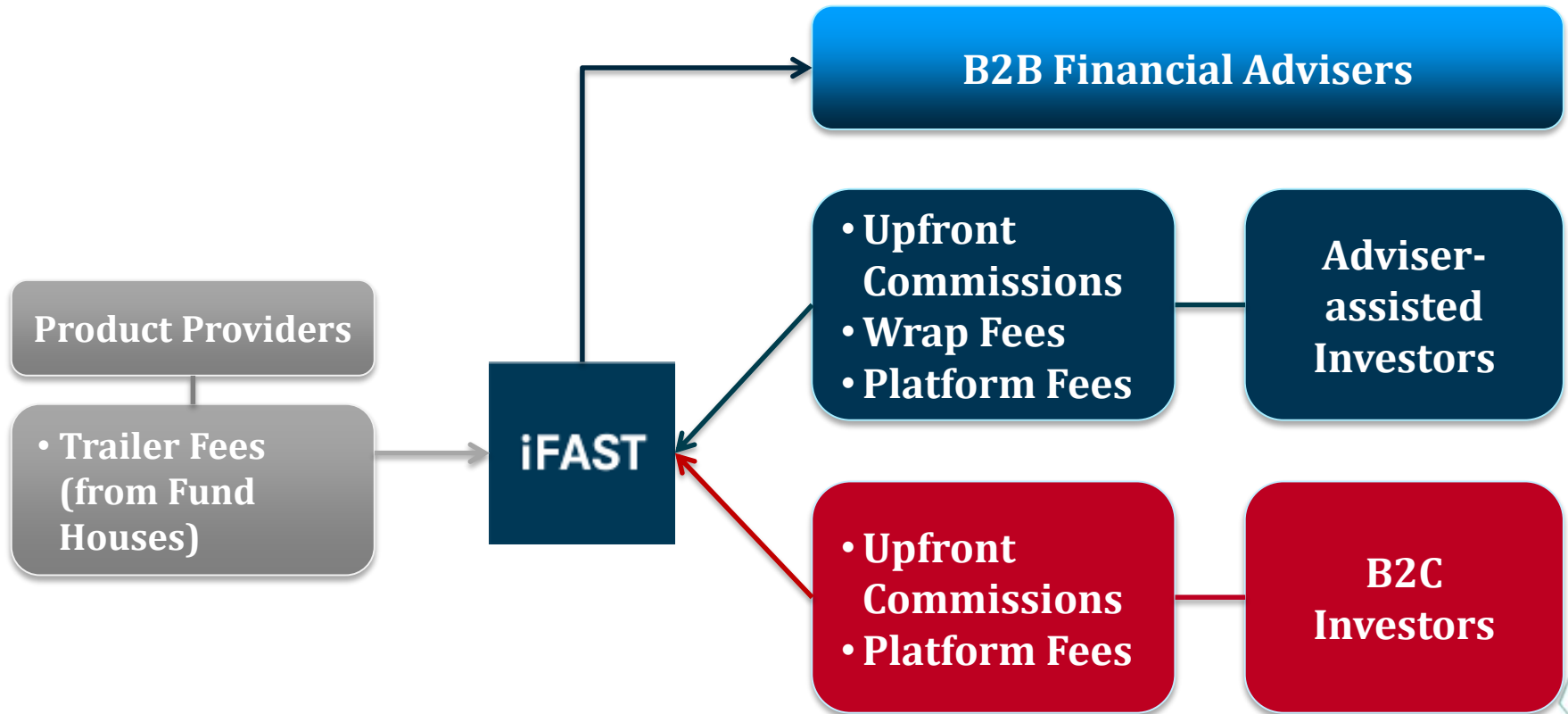
## B2B FA Companies, Financial Institutions and Banks:

- One platform, multiple investment products
- Adoption of recurring revenue business model based on Assets Under Administration (“AUA”)
- Platform performs efficient collection of fees
- IT solutions and backroom functions managed by platform
- Competitive fee-sharing structure
- Research into investment products
- Adoption of a wrap account which seamlessly combines multiple investment product categories into one account

## B2C DIY Investors

- One platform, multiple investment products
- Competitive and transparent fee structure
- Award-winning websites and mobile applications
- Availability of Investment Advisers if advice is required
- Online discretionary portfolio management services (DPMS)

# Fees Illustration





Thank you.

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

