



iFAST Corporation Ltd.

# 1Q2016 Results Presentation

29 April 2016



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# 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% 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

# Key Summary

- The Group has been working to enhance the platform's investment products and services to customers and had soft launched the China business in March 2016
- The stepped-up investments and expenses in 1Q2016 coincided with very adverse financial market conditions at the beginning of 2016 that significantly affected the Group's profit
- Singapore, the Group's core market, continues to focus on improving the range of investment products and services; subscription into bonds, which have been distributed since May 2015, was up 15.0% Quarter-on-Quarter (QoQ) to S\$13.55 million in 1Q2016, as the search for yield among investors continued to be strong
- In Hong Kong, the platform will be launching an integrated wealth management platform that includes stock transactional capabilities in mid-2016
- After breaking even in 2015, Malaysia continued to be a bright spot in 1Q2016, supported by the significant growth in business, AUA and net revenue
- Following its soft launch in March 2016, the China business started receiving transactional orders, and signed an agreement with an online media company to launch funds transactional capabilities for their customers
- While we started 1Q2016 on a poor note, our Directors believe that any improvement in market conditions will have a favourable impact on the profitability of the Group excluding China in the next few quarters. This also takes into account the Group's ongoing efforts to grow its overall sales and AUA

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# Section I: Financial Results



## Financial Results for Group (excluding China operation) (1Q2016 vs 1Q2015)

S\$ (Million)	1Q2015	1Q2016	YoY change (%)
Revenue	20.89	18.67	-10.6
Net revenue	9.86	9.35	-5.1
Other income	0.48	0.81	+67.4
Expenses	7.05	8.09	+14.8
Net finance income	0.08	0.25	+203.7
Share of result of associate, net of tax	-0.02	-0.01 <sup>1</sup>	-77.8
Profit before tax	3.35	2.26	-32.4
Profit after tax	3.14	2.09	-33.5
Net profit attributable to owners of the Company	3.14	2.09	-33.5

Note:

1. The share of result of associate, net of tax, was less than S\$0.01 million in 1Q2016

## Financial Results for Group (including China operation) (1Q2016 vs 1Q2015)

S\$ (Million)	1Q2015	1Q2016	YoY change (%)
Revenue	20.89	18.67	-10.6
Net revenue	9.86	9.35	-5.1
Other income	0.48	0.81	+67.4
Expenses	7.18	8.98	+25.0
Net finance income	0.08	0.25	+203.7
Share of result of associate, net of tax	-0.02	-0.01 <sup>1</sup>	-77.8
Profit before tax	3.22	1.43	-55.7
Profit after tax	3.01	1.25	-58.4
Net profit attributable to owners of the Company	3.01	1.25	-58.4

Note:

1. The share of result of associate, net of tax, was less than S\$0.01 million in 1Q2016



## Key highlights for Group (excluding China operation)

	FY2012	FY2013 <sup>1</sup>	FY2014 <sup>2</sup>	FY2015	1Q2016
Net revenue (S\$ million)	26.29	31.58	36.68	41.53	9.35
Net revenue (YoY change)	+4.4%	+20.1%	+16.1%	+13.2%	-5.1%
Net profit (S\$ million)	3.74	7.86	11.03	13.08	2.09
Net profit (YoY change)	+35.0%	+110.2%	+40.3%	+18.5%	-33.5%
PBT margin (based on net revenue)	15.0%	25.9%	31.0%	33.1%	24.2%
EPS (cents)	1.86	3.89	5.31	5.03	0.80
Dividend per share (cents)	0.54	1.98 <sup>3</sup>	5.38	2.79	0.68
Return on Equity (per annum)	17.0%	31.4%	40.6%	17.7%	10.8%

### 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, net profit rose 41.3% YoY in FY2015
3. Excluding dividend by way of distribution in specie in October 2013

## Key highlights for Group (including China operation)

	FY2012	FY2013 <sup>1</sup>	FY2014 <sup>2</sup>	FY2015	1Q2016
Net revenue (S\$ million)	26.29	31.58	36.68	41.53	9.35
Net revenue (YoY change)	+4.4%	+20.1%	+16.1%	+13.2%	-5.1%
Net profit (S\$ million)	3.74	7.86	10.51	12.10	1.25
Net profit (YoY change)	+35.0%	+110.2%	+33.7%	+15.1%	-58.4%
PBT margin (based on net revenue)	15.0%	25.9%	29.6%	30.7%	15.3%
EPS (cents)	1.86	3.89	5.06	4.65	0.48
Dividend per share (cents)	0.54	1.98 <sup>3</sup>	5.38	2.79	0.68
Return on Equity (per annum)	17.0%	31.4%	38.7%	16.4%	6.5%

### 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, net profit rose 41.3% YoY in FY2015
3. Excluding dividend by way of distribution in specie in October 2013

## Results Overview for Group (excluding China operation)

S\$ (Million)	FY2012	FY2013 <sup>1</sup>	FY2014 <sup>2</sup>	FY2015	1Q2016
Revenue	56.41	69.47	78.35	85.34	18.67
Net revenue	26.29	31.58	36.68	41.53	9.35
Other income	0.08	0.16	0.24	1.53	0.81
Expenses	22.40	23.58	25.62	30.06	8.09
Net finance income	-0.03	0.03	0.10	0.75	0.25
Share of result of associate, net of tax	-	-	-0.01	-0.02	-0.01 <sup>3</sup>
Profit before tax	3.94	8.20	11.39	13.73	2.26
Profit after tax	3.26	7.62	11.00	13.08	2.09
Net profit attributable to owners of the Company	3.74	7.86	11.03	13.08	2.09

### 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
3. The share of result of associate, net of tax, was less than S\$0.01 million in 1Q2016

## Results Overview for Group (including China operation)

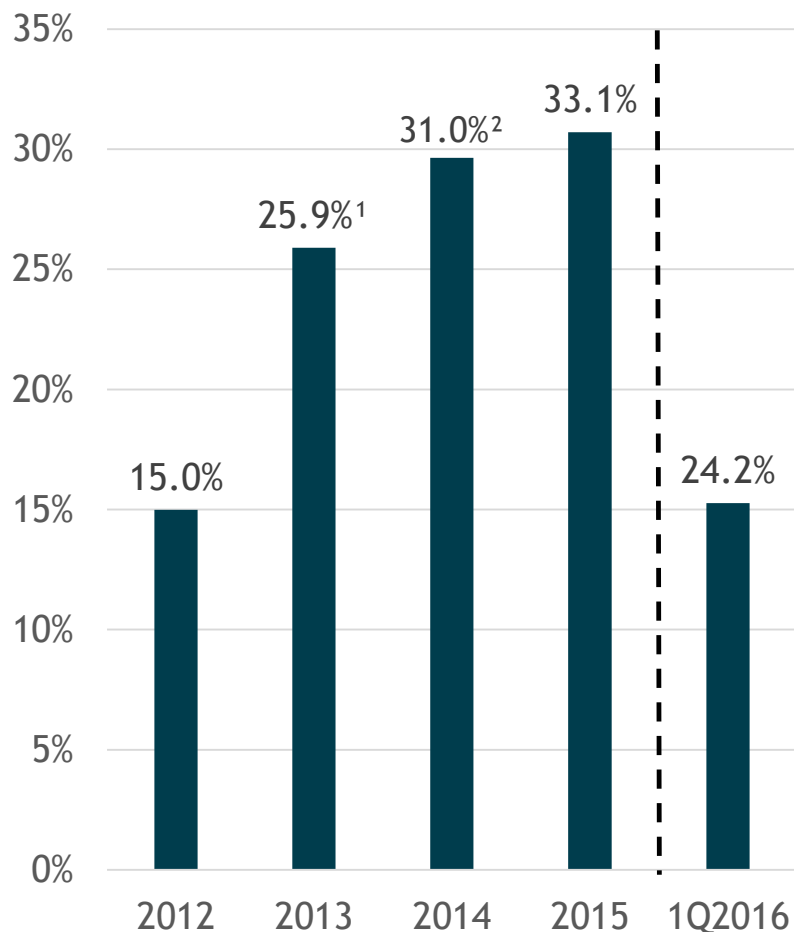
S\$ (Million)	FY2012	FY2013 <sup>1</sup>	FY2014 <sup>2</sup>	FY2015	1Q2016
Revenue	56.41	69.47	78.35	85.34	18.67
Net revenue	26.29	31.58	36.68	41.53	9.35
Other income	0.08	0.16	0.24	1.53	0.81
Expenses	22.40	23.58	26.14	31.08	8.98
Net finance income	-0.03	0.03	0.10	0.80	0.25
Share of result of associate, net of tax	-	-	-0.01	-0.02	-0.01 <sup>3</sup>
Profit before tax	3.94	8.20	10.87	12.75	1.43
Profit after tax	3.26	7.62	10.48	12.10	1.25
Net profit attributable to owners of the Company	3.74	7.86	10.51	12.10	1.25

### Notes:

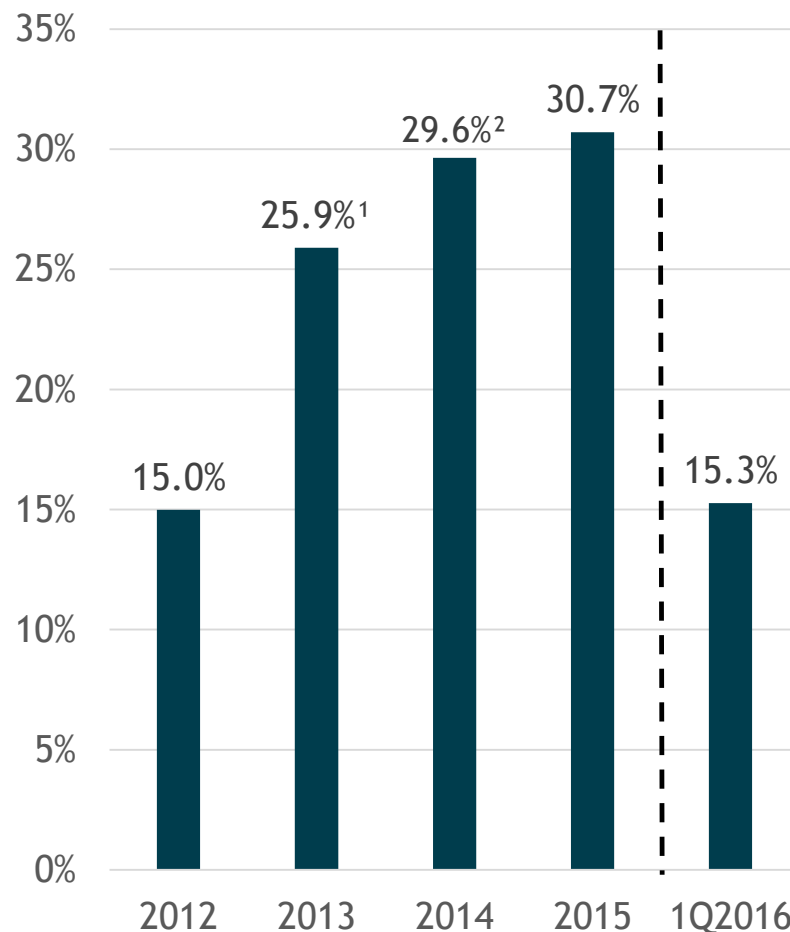
1. Excluding one-off gain of S\$0.62 million on distribution to owners of the Company in October 2013
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3. The share of result of associate, net of tax, was less than S\$0.01 million in 1Q2016

# 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	1Q2016
Operating Cashflows	2.33	7.13	10.18	14.18	-0.23 <sup>1</sup>
Capital Expenditure	0.21	1.57	2.34	5.45	1.36

S\$ (Million)	31 Dec 2012	31 Dec 2013	31 Dec 2014	31 Dec 2015	31 Mar 2016
Net Current Assets	20.95	20.70	63.16	68.32	67.10

S\$ (Million)	31 Dec 2012	31 Dec 2013	31 Dec 2014	31 Dec 2015	31 Mar 2016
Shareholders' Equity	23.41	23.97	66.91	76.56	77.32

**Note:**

1. Net cash used in operating activities in 1Q2016 was mainly due to lower operating profit and changes in working capital resulting from repayments of significant payables (including staff bonuses) as at 31 December 2015 and delay in receipts of some receivables in 1Q2016. The cash generated from operations before changes in working capital was S\$2.03 million in 1Q2016

# Cash position

	As at 31 Dec 2015 (S\$ million)	As at 31 Mar 2016 (S\$ million)
Cash and cash equivalents	29.52	27.13
Other investments <sup>1</sup>	31.96	31.72
Total cash and other investments	61.48	58.85

**Note:**

1. Other investments represent investments in available-for-sale financial assets.

# Number of issued shares

	As at 31 Dec 2015	As at 31 Mar 2016
Total number of issued shares	260,977,301	261,057,801



# Our Consolidated Financial Position as at 31 Mar 2016

	S\$'000
<b>NON-CURRENT ASSETS</b>	
Fixed Assets	2,404
Intangible Assets	7,264
Associate	358
Others	427
	10,453
<b>CURRENT ASSETS</b>	
Trade & other receivables	19,468
Prepayments & others	1,421
Other Investments	31,723
Cash & cash equivalents	27,128
	79,740
<b>TOTAL ASSETS</b>	90,193
<b>HELD UNDER TRUST</b>	
Cash at Bank - Trust Accounts	99,899
Client Ledger balances	(99,899)

# Our Consolidated Financial Position as at 31 Mar 2016 - cont'd

	S\$'000
<b>CURRENT LIABILITIES</b>	
Trade & other payables	11,897
Current tax payable	747
	12,644
<b>NON-CURRENT LIABILITIES</b>	
Deferred Tax	228
	228
<b>EQUITY</b>	
Share Capital	62,579
Accumulated profits	18,732
Other reserves	(3,990)
<b>EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY</b>	<b>77,321</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>90,193</b>

# First Interim Dividend for FY2016

First Interim Dividend for FY2016 - Schedule	
Dividend per share	0.68 cents per ordinary share
6 May 2016	Ex-dividend date
20 May 2016	Payment date

- In 2016, the Group's Dividend Guidance is: "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)"
- For the first interim dividend for 1Q2016, the Directors proposed a dividend per share of 0.68 cents per ordinary share, that is equivalent to about 85% of the Group's net profit (excluding our China operation, and exceptional items)
- The above payout ratio 1Q2016 is proposed taking into consideration the dividend guidance payout of 60% for FY2016
- 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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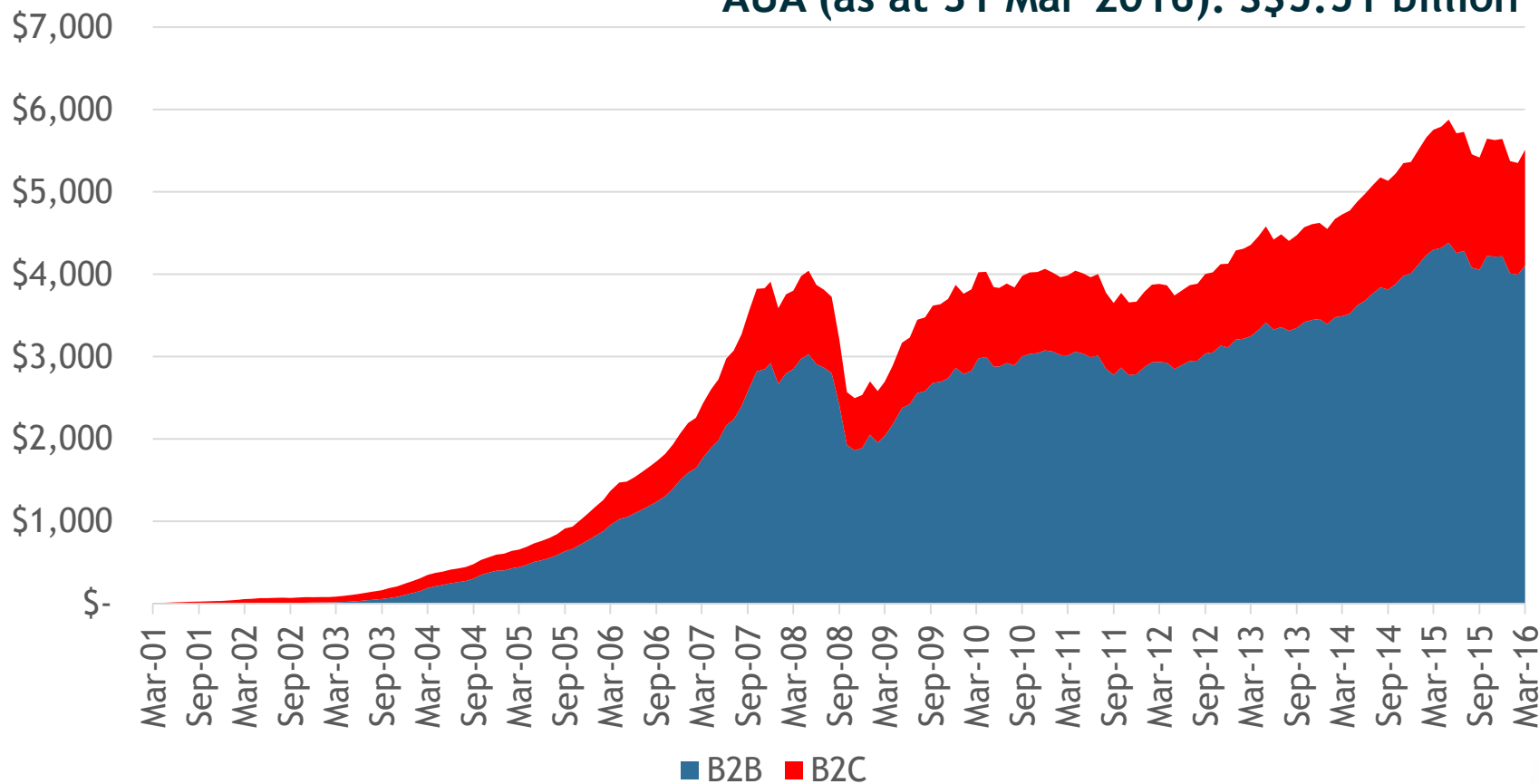
## Section II: Performance Trends



# Group AUA

S\$ million

AUA (as at 31 Mar 2016): S\$5.51 billion



# Group AUA Trends



**Singapore: 72.7%**



**Hong Kong: 21.7%**



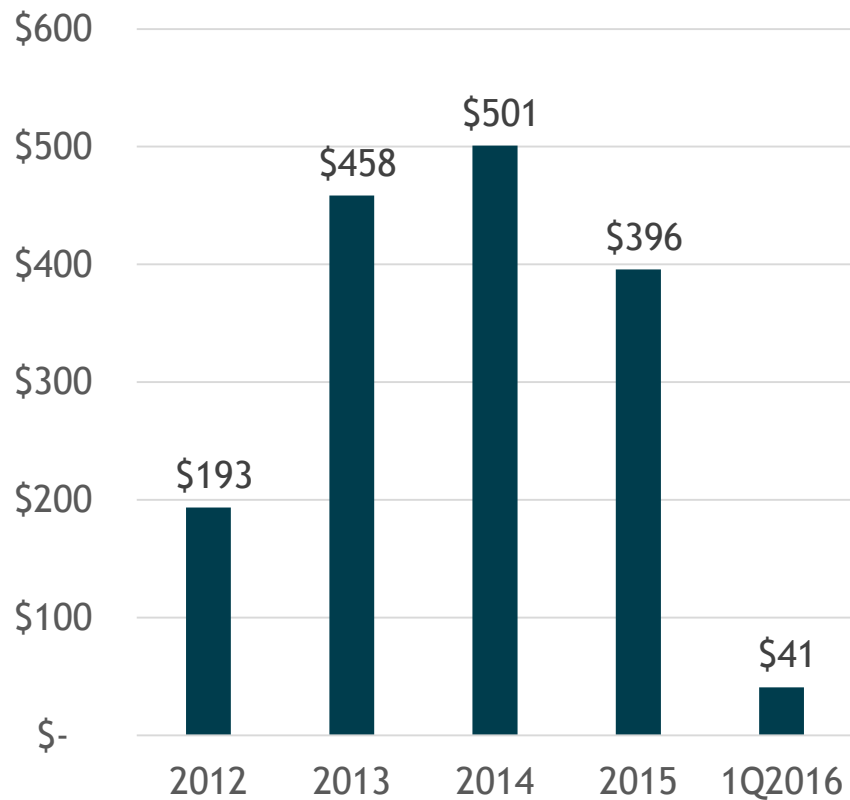
**Malaysia: 5.6%**

- AUA fell 4.2% YoY to S\$5.51 billion (as at 31 March 2016)
- AUA grew at a 10-year CAGR of 15.0% (as at 31 March 2016)
- AUA from the B2B and B2C segments declined 4.5% and 3.3% YoY respectively (as at 31 March 2016)

# Net sales

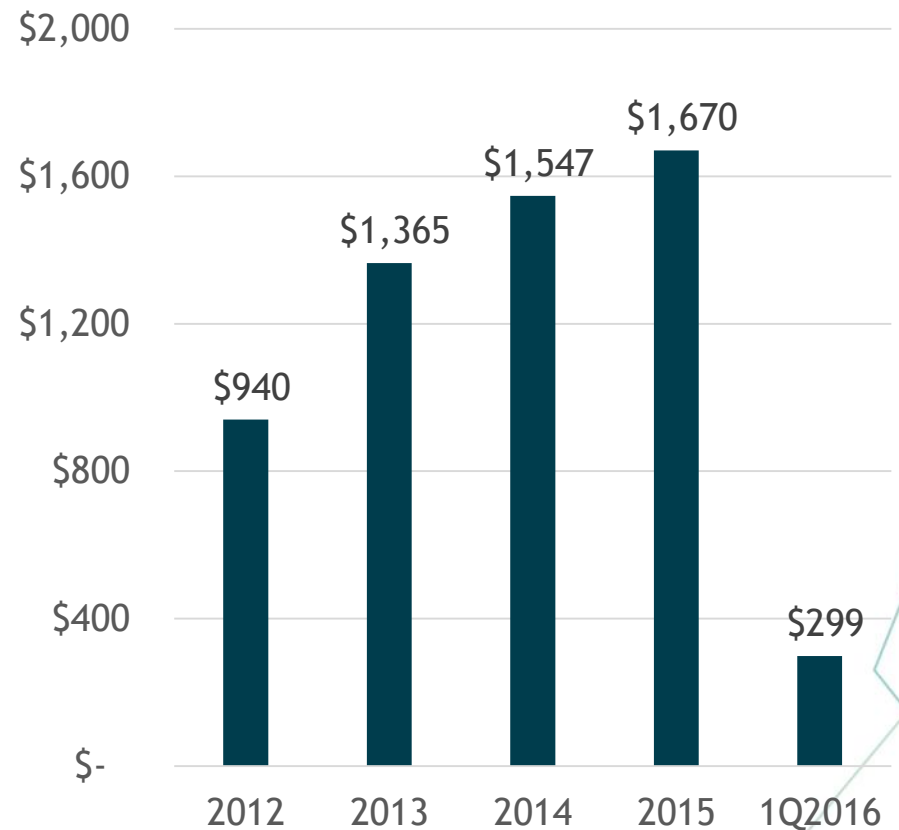
S\$ million

Net sales



S\$ million

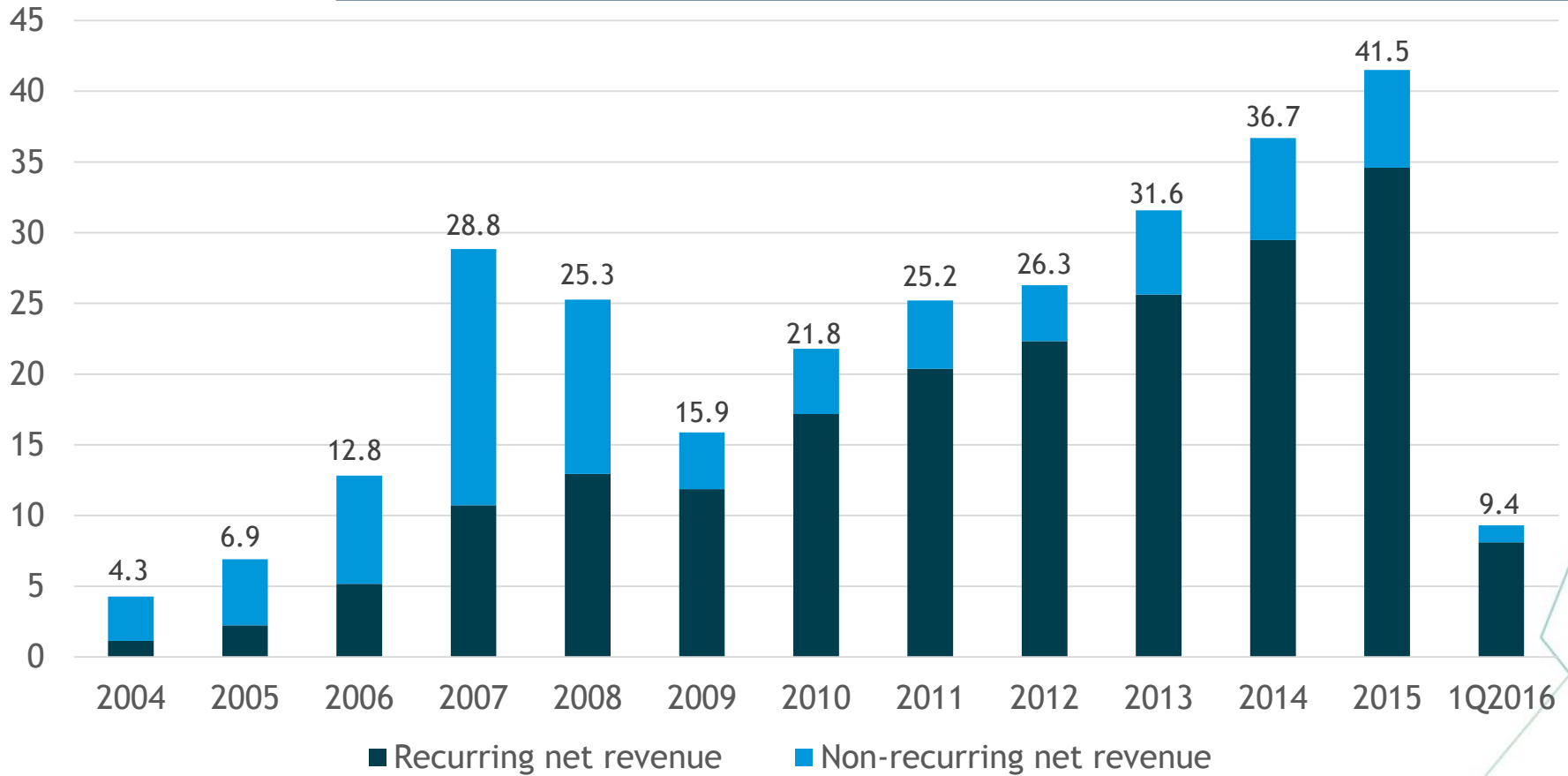
Subscription ex-switching



# Net revenue breakdown between recurring and non-recurring sources

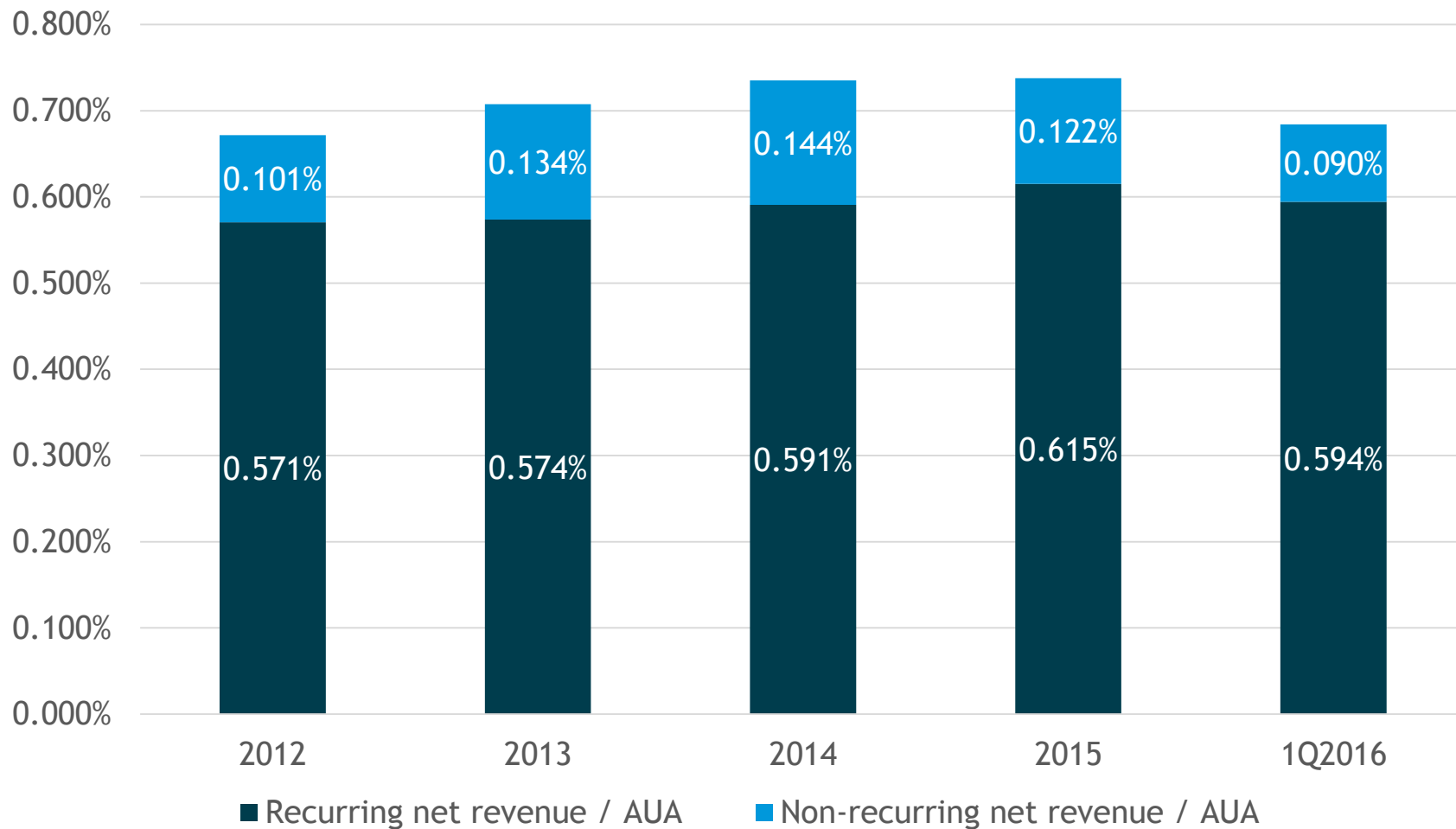
Average contribution from recurring net revenue as opposed to non-recurring net revenue in the period from FY2012 to 1Q2016 was 83.4%

\$ million

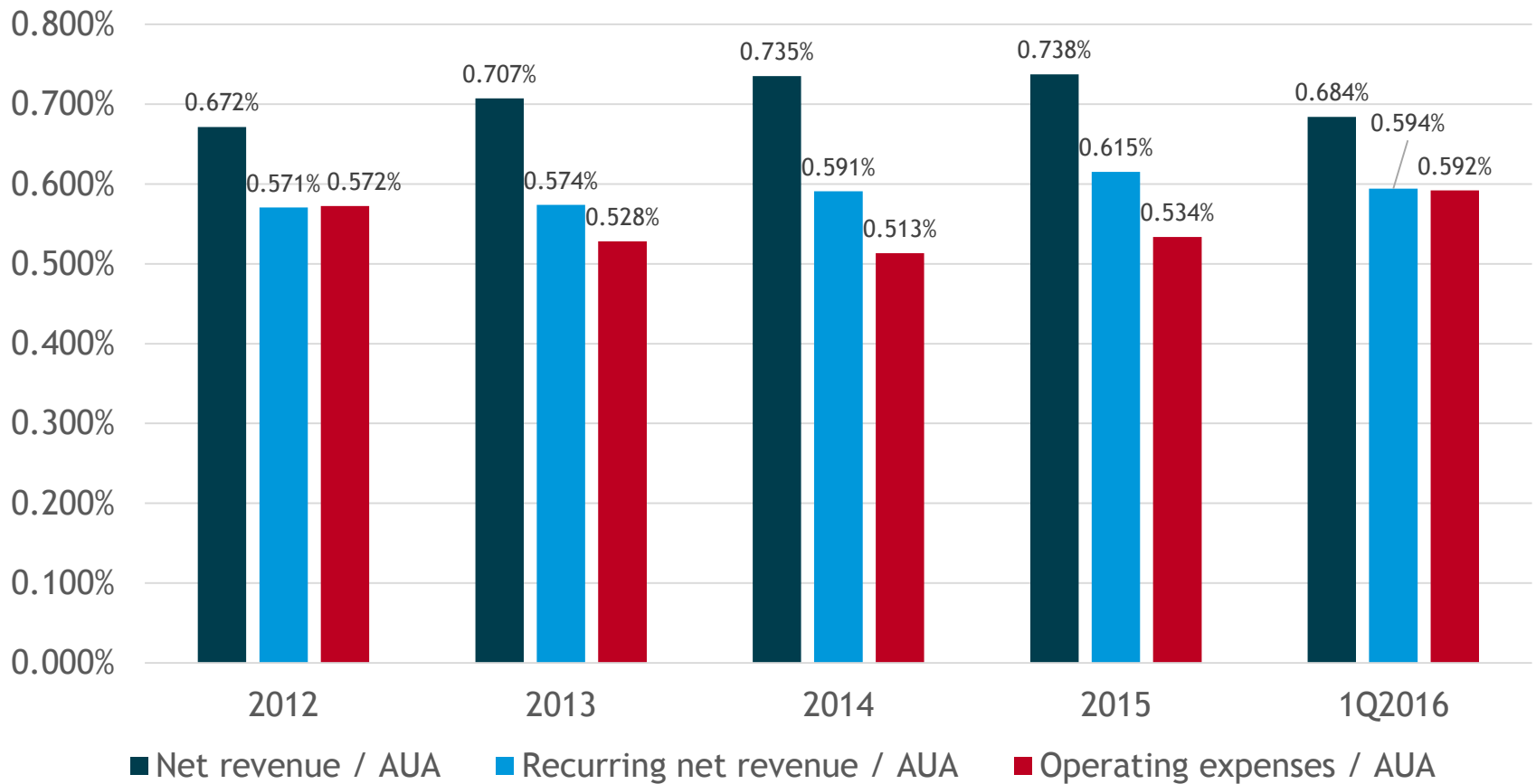




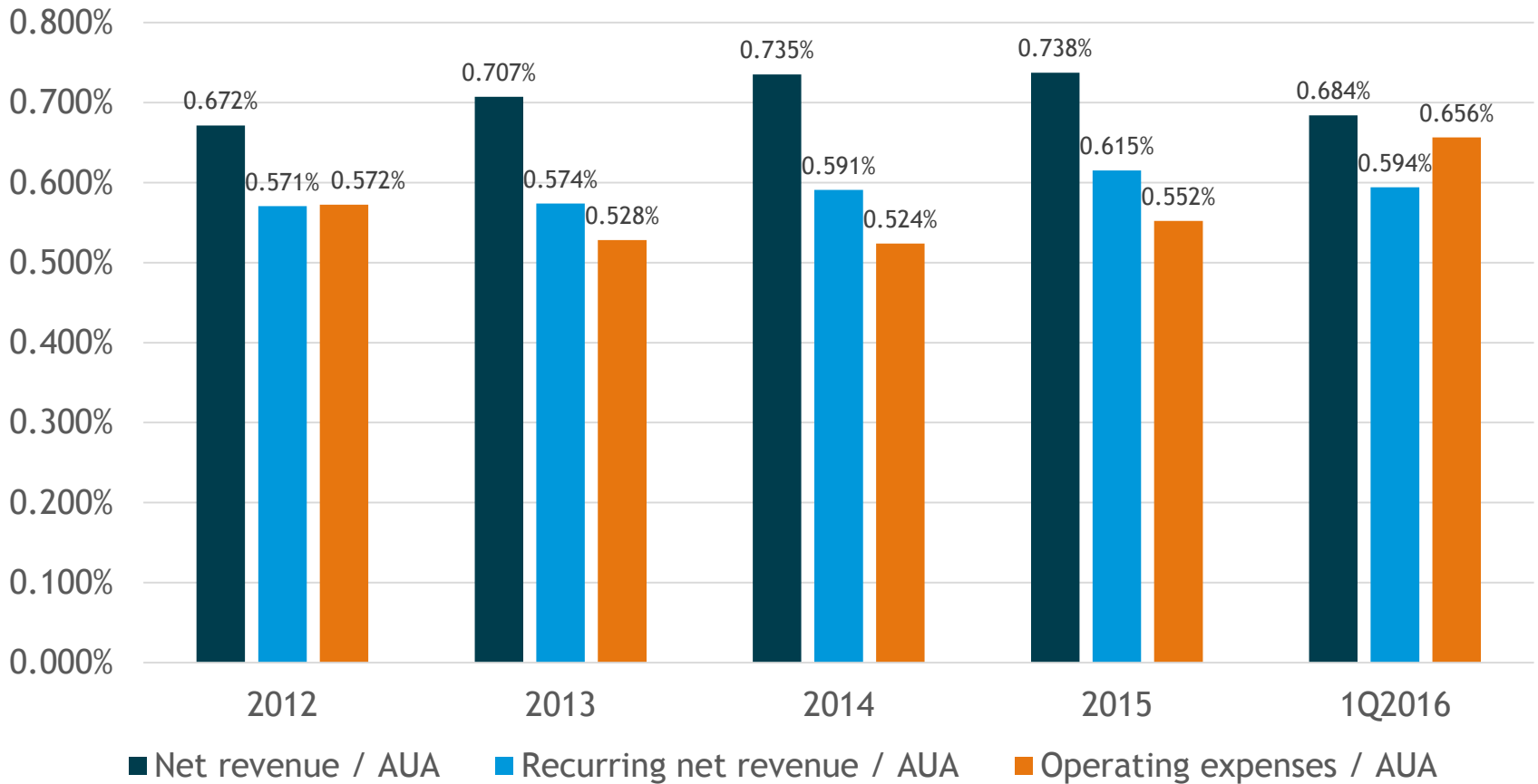
# Net revenue as a ratio of average AUA



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



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



# Recurring and Non-Recurring Net Revenue

S\$ (Million)	FY2012	FY2013	FY2014	FY2015	1Q2016
Recurring net revenue	22.34	25.62	29.48	34.64	8.12
Non-recurring net revenue	3.95	5.96	7.20	6.89	1.23
Total net revenue	26.29	31.58	36.68	41.53	9.35
YoY Change (%)	FY2012	FY2013	FY2014	FY2015	1Q2016
Recurring net revenue	+9.6	+14.7	+15.1	+17.5	+0.4
Non-recurring net revenue	-18.0	+50.9	+20.8	-4.4	-30.4
Total net revenue	+4.4	+20.4	+16.1	+13.2	-5.1

- Net revenue represents revenue earned by our Group after commission and fee paid to B2B FAs and banks. It is the key indicator for our Group's business performance

# Net Revenue - Geographical Segment

S\$ (Million)	FY2012	FY2013	FY2014	FY2015	1Q2016
Singapore	21.33	24.10	25.72	30.04	6.75
Hong Kong	4.39	6.50	9.48	9.55	2.08
Malaysia	0.57	0.98	1.48	1.94	0.51
China	-	-	-	-	0.01 <sup>1</sup>
Group	26.29	31.58	36.68	41.53	9.35
YoY Change (%)	FY2012	FY2013	FY2014	FY2015	1Q2016
Singapore	+0.9	+13.0	+6.7	+16.8	-4.9
Hong Kong	+20.3	+48.1	+45.8	+0.7	-11.5
Malaysia	+42.5	+71.9	+50.5	+31.1	+28.0
China	-	-	-	-	NM <sup>2</sup>
Group	+4.4	+20.4	+16.1	+13.2	-5.1

## 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	1Q2016
Recurring net revenue	16.03	18.16	21.09	24.50	5.72
Non-recurring net revenue	2.11	3.06	4.46	4.09	0.78
Total B2B net revenue	18.14	21.22	25.55	28.59	6.50
YoY Change (%)	FY2012	FY2013	FY2014	FY2015	1Q2016
Recurring net revenue	+13.7	+13.3	+16.1	+16.2	-0.5
Non-recurring net revenue	-21.3	+45.0	+45.8	-8.3	-23.5
Total B2B net revenue	+8.1	+17.0	+20.4	+11.9	-4.0

# Net Revenue - B2C Business Segment

B2C Net Revenue (S\$ Million)	FY2012	FY2013	FY2014	FY2015	1Q2016
Recurring net revenue	6.31	7.46	8.39	10.15	2.40
Non-recurring net revenue	1.84	2.90	2.74	2.79	0.45
Total B2C net revenue	8.15	10.36	11.13	12.94	2.85
YoY Change (%)	FY2012	FY2013	FY2014	FY2015	1Q2016
Recurring net revenue	+0.5	+18.2	+12.5	+20.9	+2.1
Non-recurring net revenue	-14.0	+57.6	-5.5	+1.9	-39.2
Total B2C net revenue	-3.2	+27.1	+7.4	+16.3	-7.8

# Profit/Loss - Geographical Segment

Profit/Loss After Tax (S\$ Million)	FY2012	FY2013	FY2014	FY2015	1Q2016
Singapore	5.64	7.81 <sup>1</sup>	9.00 <sup>2</sup>	11.21	1.98
Hong Kong	(1.19)	0.40	2.10	1.65	0.04
Malaysia	(1.19)	(0.59)	(0.09)	0.24	0.07
Other <sup>3</sup>	-	-	(0.01)	(0.02)	(0.01) <sup>4</sup>
Net profit (excluding China operation)	3.26	7.62	11.00	13.08	2.09
China	-	-	(0.52)	(0.98)	(0.84)
Net profit (including China operation)	3.26	7.62	10.48	12.10	1.25

## 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 an associate
4. The loss was less than S\$0.01 million in 1Q2016



# 1Q2016 Results Summary & Outlook (Group excluding China)



- The Group has been working to enhance the platform's capabilities to include more investment products and services to its customers
- Unfortunately, the stepped-up investments and expenses in 1Q2016 coincided with very adverse financial market conditions at the beginning of 2016 that significantly affected the Group's profit
- While we started 1Q2016 on a poor note, our Directors believe that any improvement in market conditions will have a favourable impact on the profitability of the Group excluding China in the next few quarters. This also takes into account the Group's ongoing efforts to grow its overall sales and AUA
- Net profit (excluding China operation) declined 33.5% YoY to S\$2.09 million; net revenue (excluding China operation) declined 5.1% YoY to S\$9.35 million
- Net sales remained positive at S\$41 million in 1Q2016, but the negative impact from the volatile financial market conditions led to a YoY and QoQ decline in AUA of 4.2% and 2.3% in 1Q2016 respectively
- Operating expenses (excluding China operation) grew 14.8% YoY to S\$8.09 million in 1Q2016

# 1Q2016 Results Summary & Outlook (Group including China)



- The China business was soft launched in March 2016
- Our Group's net profit (including China) declined 58.4% YoY to S\$1.25 million in 1Q2016, while net revenue fell 5.1% YoY to S\$9.35 million, due to the effects of negative market sentiment resulting from the stark sell-off in global financial markets at the beginning of 2016
- Our Group's operating expenses (including China) increased 25.0% YoY in 1Q2016 to S\$8.96 million.
- While the China operation started to contribute to the Group's net revenue in 1Q2016, the operating expenses for our China operation are going to significantly increase this year compared to 2015, as we believe we need to invest sufficiently in China to ensure that our China business can take off well in the next few years

# 1Q2016 Results Summary & Outlook (Group including China)



- Besides the business expansion plans in China, the Group has signed a Memorandum of Understanding (MOU) on 28 April 2016 to sell a 5% stake in the iFAST China business for US\$1.75 million, which is targeted to be completed for end-June 2016
- When completed, the NAV of the Group may see an estimated gain of S\$2.12 million, based on the financial position of the iFAST China business as at 31 March 2016. However, the Directors expect the gain to be recognised in the reserves instead of the income statement of the Group
- The actual impact on the NAV and cash flows of the Group may however be better than the headline operating numbers. In 2016 and 2017, the China business is expected to have a negative impact on the overall operating profit of the Group on a consolidated basis
- The Directors are of the view that it is important for the Group to maintain healthy balance between ensuring short-term profitability and doing enough to ensure the long-term growth of the Group, especially in tackling big markets with good growth potential such as China and India

# 1Q2016 Results & Outlook - Singapore



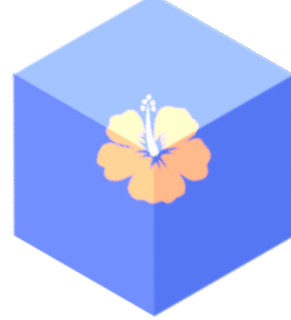
- Singapore continues to be the Group's largest contributor in terms of AUA, net revenue and net profit
- Singapore's profit after tax decreased 28.4% YoY to S\$1.98 million in 1Q2016
- Net revenue declined 4.9% YoY to S\$6.75 million in 1Q2016
- AUA declined 4.9% YoY to S\$4.01 billion in 1Q2016
- The decline in profit and net revenue was due to the negative global market sentiment in 1Q2016 and an increase in operating expenses related to increased efforts to enhance the platform's capabilities
- Subscriptions into bonds, including transfer-in amounts, increased by 15.0% from S\$11.78 million in 4Q2015 to S\$13.55 million in 1Q2016, as the search for yield among investors continued to be strong
- Bonds, an under-represented asset class in retail investors' portfolios in Singapore, have been distributed from May 2015 on the Bonds@FSM platform to B2C customers, as well as to the financial institutions using our B2B platform

# 1Q2016 Results & Outlook - Hong Kong



- Hong Kong's profit after tax decreased 89.3% YoY to S\$0.04 million in 1Q2016
- Net revenue was down 11.5% YoY in 1Q2016
- AUA declined 8.6% YoY to S\$1.20 billion in 1Q2016
- 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) in 1Q2016
- In Hong Kong, the platform will be launching an integrated wealth management platform that includes stock transactional capabilities in mid-2016
- 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

# 1Q2016 Results & Outlook - Malaysia



- After breaking even in 2015, Malaysia's profit after tax rose to S\$0.07 million in 1Q2016, compared to a loss incurred of \$0.02 million in 1Q2015
- Net revenue increased 28.0% YoY to S\$0.51 million in 1Q2016
- AUA increased 33.4% YoY to S\$0.31 billion in 1Q2016
- 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

# 1Q2016 Results & Outlook - China



- The China business was soft launched in March 2016; the China operation's loss increased 548.1% YoY to S\$0.84 million in 1Q2016
- The China operation began to receive its first few transaction orders in 1Q2016
- iFAST China signed an agreement with an online media company in China to launch transactional capabilities for their customers to transact into funds in 1Q2016
- This is in line with the previously communicated strategy to partner with potential local Chinese entities that already have a well-established online client base (e.g. Internet companies or online media companies)
- 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
- The Group believes this strategy will be more scalable in helping to promote the growth of the wealth advisory industry in China

# 1Q2016 Results & Outlook - China



- As previously stated in 3Q2015 and FY2015 Results Presentation decks, the Group intends to explore the possibility of selling a minority stake in iFAST China to institutional investors and/or other investors in the next 1-2 years
- On 28 April 2016, the Group signed a Memorandum of Understanding (MOU) to sell a 5% stake in the iFAST China business for US\$1.75 million
- When completed, the Group may see an estimated gain of S\$2.12 million, based on the financial position of the iFAST China business as at 31 March 2016. However, the Directors expect the gain to be recognised in the reserves instead of the income statement of the Group
- This is part of the Group's strategy of being able to further strengthen the overall financial position of iFAST China, as the Group continues to incur operating expenses to grow the China business (including the launch of a second office in Shanghai in 2Q2016 and the recruitment of additional wealth advisers)



# Updates - India



- On 20 April 2016, the Group's acquisition of a 21.47% stake in the holding company of the iFAST India business was completed. Following the acquisition, iFAST India is an associated company of the Group
- iFAST India remained loss-making, but its AUA trend has been positive; AUA stood at about S\$240 million, growing at a 5-year CAGR of approximately 74% (as at 31 March 2016)
- India business has the necessary licence to operate an investment products platform more seamlessly, including the management of clients' money and the distribution of a wider range of investment products such as bonds and stocks
- The Group also believes that iFAST India offers potential strategic role in terms of providing business opportunities to the Group, as investors in India look to invest into a broader and more global range of investment products and services via wealth management centres such as Singapore or Hong Kong

**iFAST**

# Section III: Appendices



# Business Overview

- We are an Internet-based investment products distribution platform with assets under administration (AUA) of S\$5.51 billion as at 31 March 2016 (stock code: AIY)
- Two main business divisions:
  - Business-to-Consumer (B2C) website, Fundsupermart.com, targeted at DIY investors (AUA of S\$1.41 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\$4.10 billion), which in turn have more than 5,500 wealth advisers
- The Group offers access to over 2,500 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**  
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CENTRAL

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

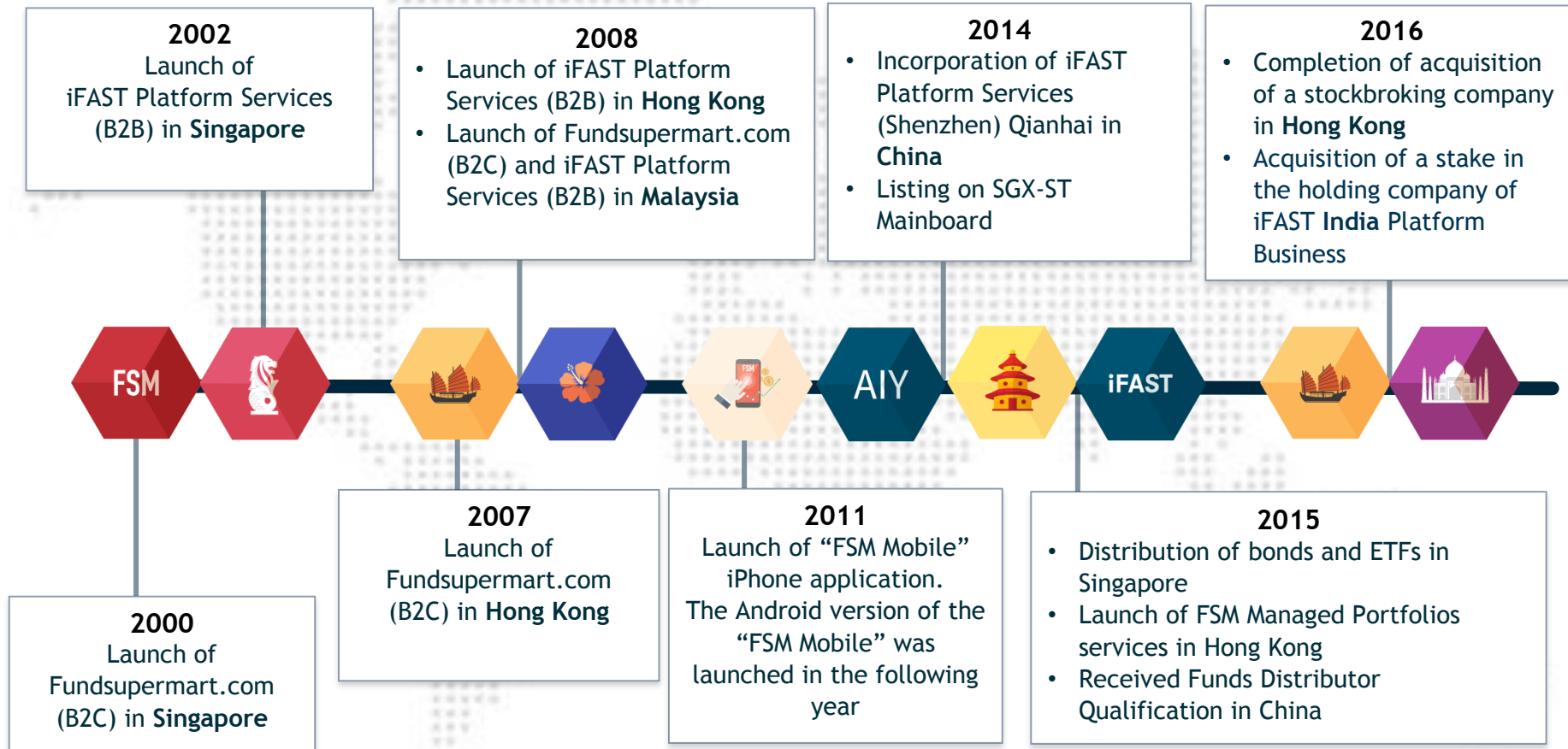
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**iFAST Corporation Ltd.**

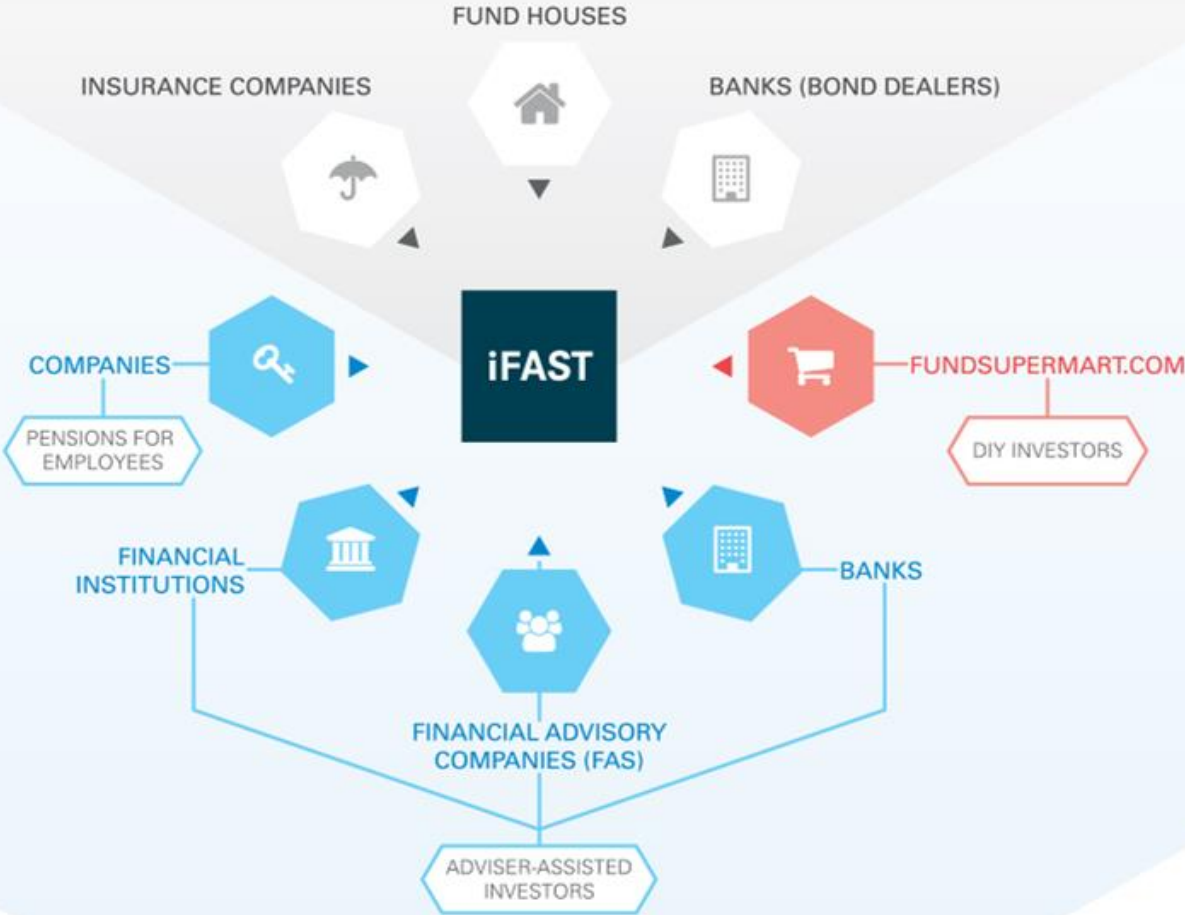
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# Our Milestones



# Business Model

## PRODUCT PROVIDERS



## CUSTOMERS

# 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



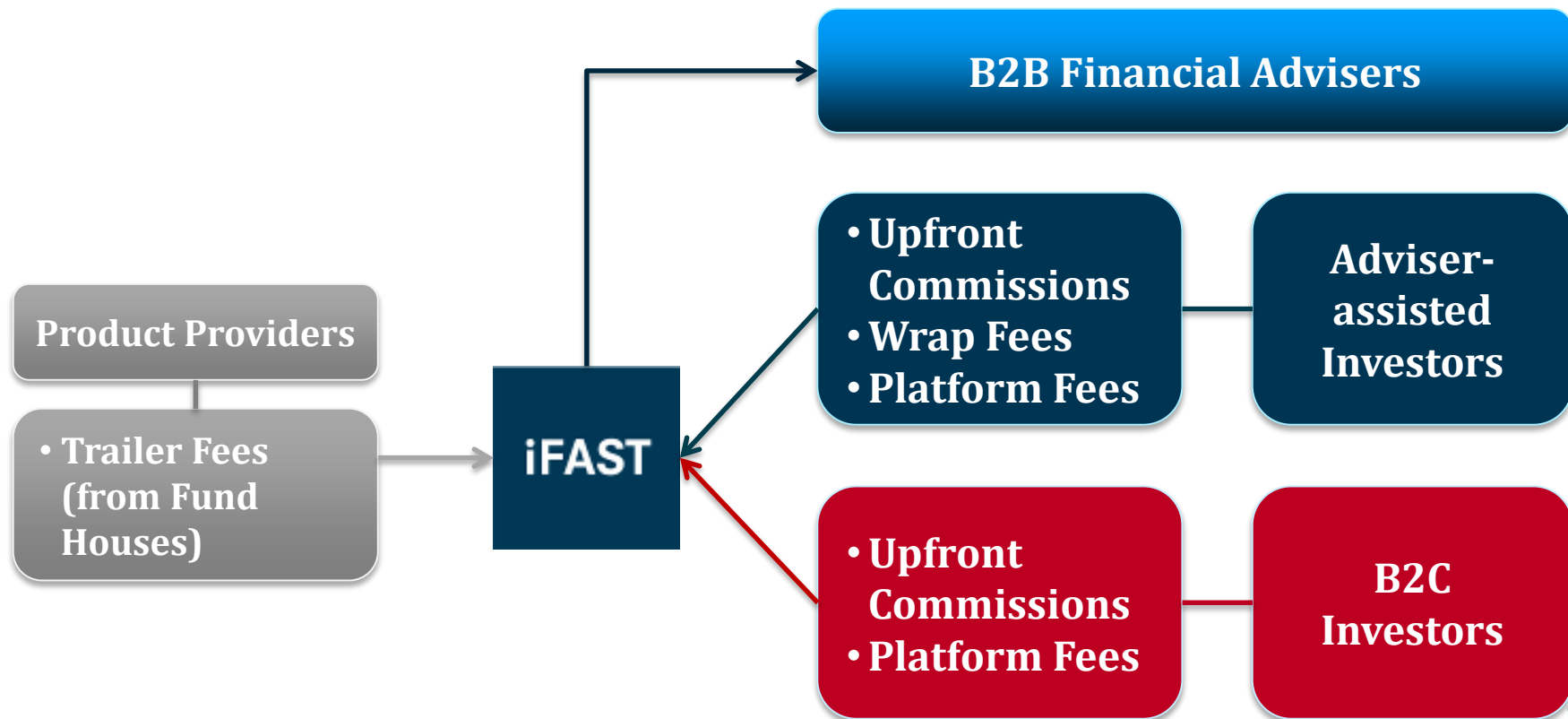
## B2B FA Companies, Financial Institutions and Banks:

- 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)

