

#### 4Q & Full Year FY2014 Results Presentation

12 February 2015



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#### Key summary

Net profit & EPS	<ul> <li>Adjusted net profit was up 33.7% YoY to \$\$10.51 million in FY2014 and adjusted EPS was up 30.1% YoY to 5.06 cents per share in FY2014 (excluding IPO expenses of</li> </ul>
net pront a Li 5	S\$1.95 million in FY2014 and one-off gain of S\$0.62 million in FY2013)
PBT margin & ROE	<ul> <li>Profit before tax (PBT) margin (based on net revenue) was 29.6% and Return On Equity (ROE) was 38.7% in FY2014 (excluding IPO expenses of S\$1.95 million)</li> </ul>
Assets under Administration (AUA)	<ul> <li>AUA was up 16.0% YoY in FY2014 to a record high of S\$5.36 billion</li> <li>AUA 10-year CAGR was 24.6%</li> </ul>



## Section I: Financial Results



#### Key highlights (FY2014 & 4Q2014)#

	FY2013	FY2014	YoY (%)	4Q2013	4Q2014	YoY (%)
Net revenue (S\$ million)	31.58	36.68	+16.1	8.08	9.36	+15.9
Net profit (S\$ million)	8.47	8.56	+1.1	2.88	0.95	-67.0
EPS (cents)	4.19	4.12	-1.7	1.42	0.43	-69.7
Adjusted net profit (S\$ million)1	7.86	10.51	+33.7	2.26	2.90	+28.3
Adjusted EPS (cents) <sup>1</sup>	3.89	5.06	+30.1	1.12	1.31	+17.0

Notes:

# Based on the results of the iFAST Group from continuing operations

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

#### Financial Results (FY2014 vs FY2013)

S\$ (Million)	FY2013	FY2014	YoY change (%)	FY2013 <sup>1</sup> (excluding one-off gain)	FY2014 <sup>1</sup> (excluding IPO expenses)	YoY change <sup>1</sup> (%)
Revenue	69.47	78.35	+12.8	69.47	78.35	+12.8
Net revenue	31.58	36.68	+16.1	31.58	36.68	+16.1
Other income	0.16	0.24	+43.9	0.16	0.24	+43.9
Gain on distribution to owners of the Company	0.62	-	-100.0	-	-	N.M.
Expenses	23.58	28.09	+19.1	23.58	26.14	+10.9
Net finance income	0.03	0.10	+233.3	0.03	0.10	+233.3
Share of result of associate, net of tax	-	-0.01	N.M.	-	-0.01	N.M.
Profit before tax	8.81	8.92	+1.2	8.20	10.87	+32.6
Profit from continuing operations	8.24	8.53	+3.4	7.62	10.48	+37.5
Net profit attributable to owners of the Company from continuing operations	8.47	8.56	+1.1	7.86	10.51	+33.7%

Notes:

1. Excluding IPO expenses of \$\$1.95 million in December 2014 and one-off gain of \$\$0.62 million on distribution to owners of the

Company in October 2013

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#### Financial Results (4Q2014 vs 4Q2013)

S\$ (Million)	4Q2013	4Q2014	YoY change (%)	<b>4Q2013</b> <sup>1</sup> (excluding one-off gain)	4Q2014 <sup>1</sup> (excluding IPO expenses)	YoY change¹ (%)
Revenue	16.78	19.76	+17.7	16.78	19.76	+17.7
Net revenue	8.08	9.36	+15.9	8.08	9.36	+15.9
Other income	0.09	0.03	-66.7	0.09	0.03	-66.7
Gain on distribution to owners of the Company	0.62	-	-	-	-	N.M.
Expenses	5.93	8.43	+42.2	5.93	6.48	+9.3
Net finance income	0.01	0.02	+100.0	0.01	0.02	+100.0
Share of result of associate, net of tax	-	-0.01	N.M.	-	-0.01	N.M.
Profit before tax	2.86	0.96	-66.4	2.24	2.91	+29.9
Profit from continuing operations	2.84	0.95	-66.5	2.22	2.90	+30.6
Net profit attributable to owners of the Company from continuing operations	2.88	0.95	-67.0	2.26	2.90	+28.3

Notes:

1. Excluding IPO expenses of \$\$1.95 million in December 2014 and one-off gain of \$\$0.62 million on distribution to owners

of the Company in October 2013 **iFAST Corporation Ltd.** 

#### Key highlights (FY2011-2014)

	FY2011	FY2012	FY2013 <sup>1</sup> (excluding one-off gain)	FY2014 <sup>2</sup> (excluding IPO expenses)
Net revenue (S\$ million)	25.20	26.29	31.58	36.68
Net revenue (YoY change)	+15.7%	+4.4%	+20.1%	+16.1%
Net profit (S\$ million)	2.77	3.74	7.86	10.51
Net profit (YoY change)	N.M.	+35.0%	+110.2%	+33.7%
PBT margin (based on net revenue)	9.4%	15.0%	25.9%	29.6%
EPS (cents)	1.38	1.86	3.89	5.06
Dividend per share (cents)	0.44	0.54	<b>1.98</b> <sup>3</sup>	5.38
Return on Equity (per annum)	13.2%	16.7%	33.2%	38.7%

Notes:

1. Excluding one-off gain of \$\$0.62 million on distribution to owners of the Company in October 2013

- 2. Excluding IPO expenses of \$\$1.95 million in December 2014
- 3. Excluding dividend by way of distribution in specie in October 2013

#### **iFAST iFAST** Corporation Ltd.

#### **Results Overview (FY2011-2014)**

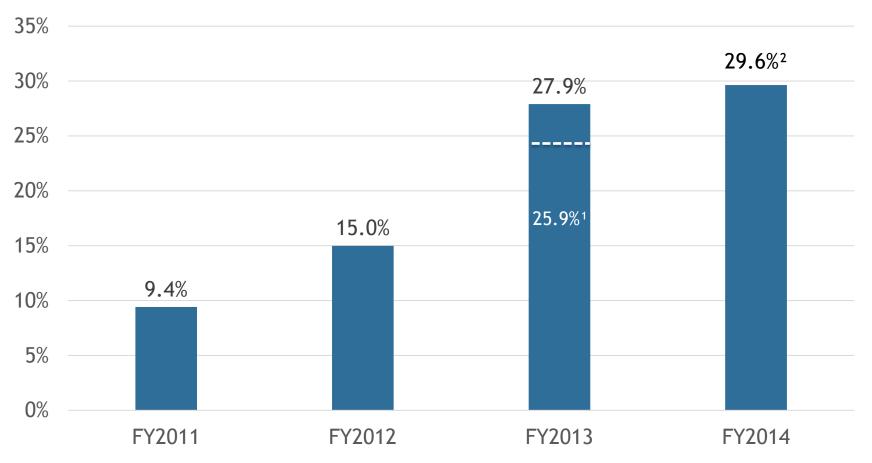
S\$ (Million)	FY2011	FY2012	FY2013 <sup>1</sup> (excluding one- off gain)	FY2014 <sup>2</sup> (excluding IPO expenses)
Revenue	61.12	56.41	69.47	78.35
Net revenue	25.20	26.29	31.58	36.68
Other income	0.06	0.08	0.16	0.24
Expenses	22.81	22.40	23.58	26.14
Net finance income	-0.08	-0.03	0.03	0.10
Share of result of associate, net of tax	-	-	-	-0.01
Profit before tax	2.37	3.94	8.20	10.87
Profit from continuing operations	2.12	3.26	7.62	10.48
Net profit attributable to owners of the Company from continuing operations	2.77	3.74	7.86	10.51

Notes:

1. Excluding one-off gain of \$\$0.62 million on distribution to owners of the Company in October 2013

- 2. Excluding IPO expenses of \$\$1.95 million in December 2014
- 3. Excluding dividend by way of distribution in specie in October 2013

## PBT margin (based on net revenue)



#### Notes:

1. The PBT margin (based on net revenue) was 25.9% in FY2013, if the gain of S\$0.62 million from a Group Restructuring exercise in October 2013 is excluded.

2. The PBT margin was 24.3% in FY2014 (including IPO expenses of S\$1.95 million)

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## **Financial Ratios**

S\$ (Million)	FY2011	FY2012	FY2013	FY2014
Operating Cashflows	1.40	2.33	7.13	10.18
Capital Expenditures	1.71	0.21	1.57	2.34

S\$ (Million)	31 Dec 2011	31 Dec 2012	31 Dec 2013	31 Dec 2014
Net Current Assets	21.92	20.95	20.70	63.16

S\$ (Million)	31 Dec 2011	31 Dec 2012	31 Dec 2013	31 Dec 2014
Shareholders' Equity	21.29	23.41	23.97	66.91

## Cash position

	As at 31 Dec 2013 (S\$ million)	As at 31 Dec 2014 (S\$ million)
Cash and cash equivalents	16.72	35.39
Other investments <sup>1</sup>	2.01	22.02
Total cash and other investments	18.73	<b>57.4</b> 1 <sup>2</sup>

#### Notes:

1. Other investments represent investments in marketable bond funds and are classified as available-for-sale financial assets of the Group.

2. The Group's cash position as at 31 December 2014 does not include the net proceeds of S\$3.00 million from the issuance of 3,280,000 new shares on 6 January 2015, following the exercise of over-allotment option in relation with the IPO on 11 December 2014.

#### Number of issued shares

	As at 31 Dec 2013	As at 31 Dec 2014
Total number of issued shares	33,769,069	256,225,3341

#### Notes:

1. The Group's total number of issued shares as at 31 December 2014 do not include the issuance of 3,280,000 new shares on 6 January 2015, following the exercise of overallotment option in relation with the IPO on 11 December 2014.

#### Our Consolidated Financial Position as at 31 Dec 2014

	S\$'000
NON-CURRENT ASSETS	
Fixed Assets	1,857
Intangible Assets	1,792
Associate	386
Others	33
	4,068
CURRENT ASSETS	
Trade & other receivables	18,856
Prepayments & others	757
Other Investments	22,024
Cash & cash equivalents	35,388
	77,025
TOTAL ASSETS	81,093
HELD UNDER TRUST	
Cash at Bank - Trust Accounts	101,867
Client Ledger balances	(101,867)

#### Our Consolidated Financial Position as at 31 Dec 2014 - cont'd

	S\$'000
CURRENT LIABILITIES	
Trade & other payables	13,863
	13,863
NON-CURRENT LIABILITIES	
Deferred Tax	207
Other Payables	118
	325
EQUITY	
Share Capital	58,342
Accumulated profits	12,466
Other reserves	(3,903)
EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY	66,905
TOTAL EQUITY & LIABILITIES	81,093

## **Dividend Policy**

• Our Directors proposed a final dividend for FY2014 based on 60% of our net profits (excluding exceptional items) for the fourth quarter of FY2014, amounting to 0.68 cents per ordinary share

Final dividend for FY2014 - Schedule			
16 April 2015	Ex-dividend date		
30 April 2015	Payment date		

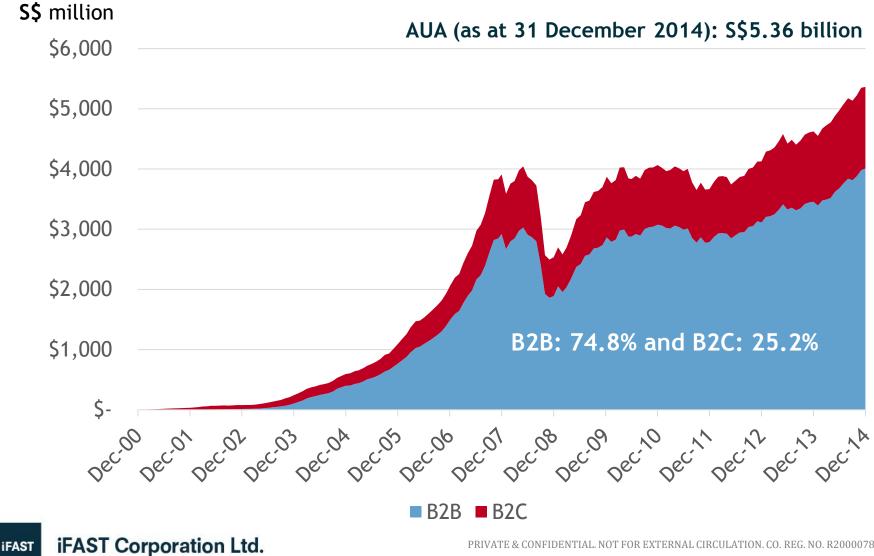
- We expect to pay quarterly dividends in FY2015
- Over all four quarters in FY2015, our Directors intend to recommend and distribute dividends of 60% of our net profits (excluding exceptional items), but quarterly dividends for the first three quarters in FY2015 may be less than 60% of our net profit for those quarters



## Section II: Performance Trends



# **Group AUA**



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#### **Group AUA Trends**





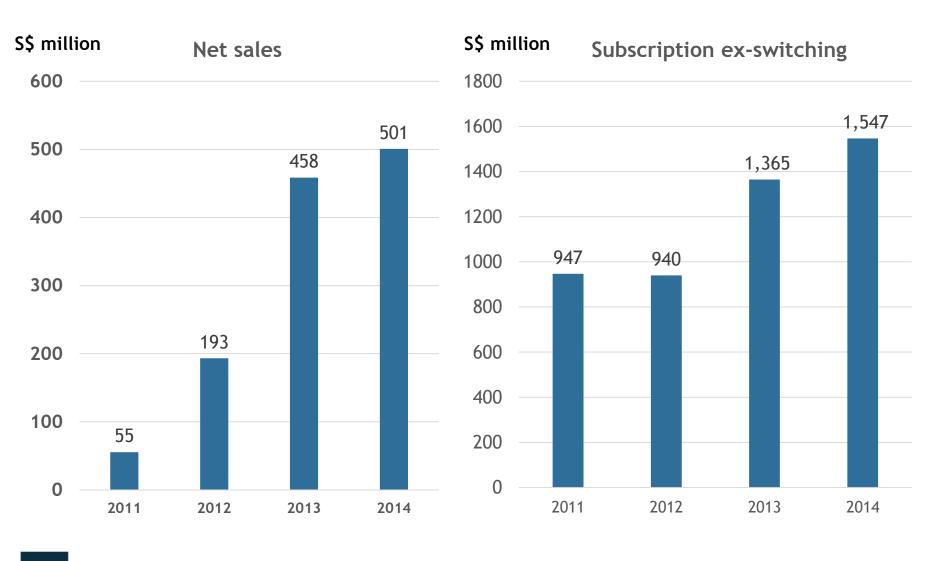
Singapore: 74.9%

Hong Kong: 21.2%



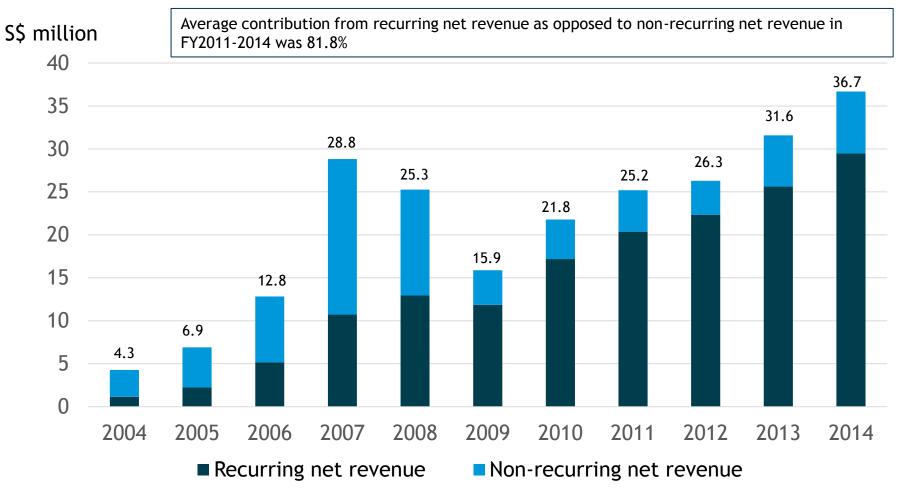
- AUA grew 16.0% YoY to S\$5.36 billion in FY2014 (as at 31 December 2014)
- AUA grew at a 10-year CAGR of 24.6% in FY2014 (as at 31 December 2014)
- AUA between the B2B and B2C segments grew 16.0% and 15.9% YoY respectively in FY2014 (as at 31 December 2014)

## Net sales & subscription ex-switching

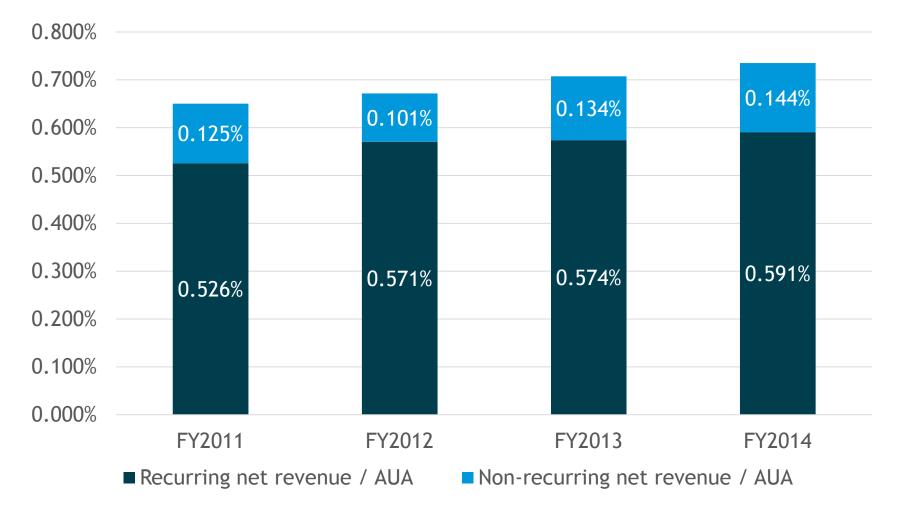


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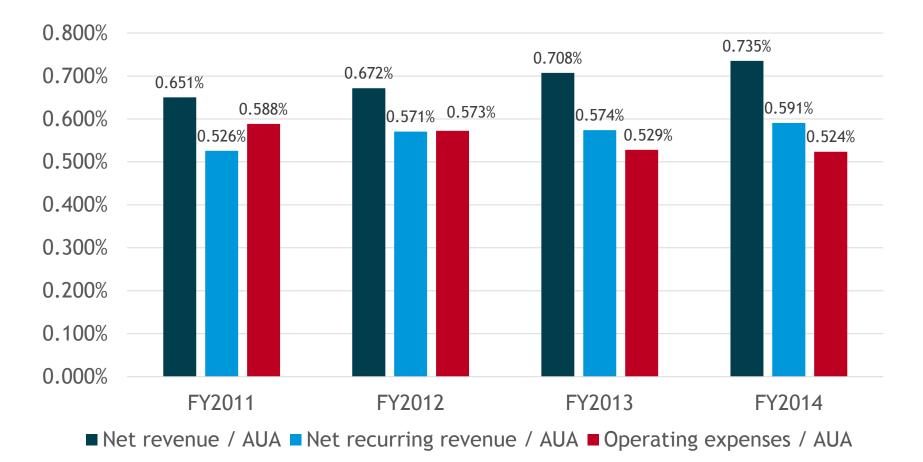
# Net revenue breakdown between recurring and non-recurring sources



### Net revenue as a ratio of average AUA



# Net revenue and operating expenses as a ratio of average AUA



## Recurring and Non-recurring Net Revenue

S\$ (Million)	FY2011	FY2012	FY2013	FY2014
Recurring net revenue	20.38	22.34	25.62	29.48
Non-recurring net revenue	4.82	3.95	5.96	7.20
Total net revenue	25.20	26.29	31.58	36.68
YoY Change (%)	FY2011	FY2012	FY2013	FY2014
Recurring net revenue	+18.6	+9.6	+14.7	+15.1
Non-recurring net revenue	+4.8	-18.0	+50.9	+20.8
Total net revenue	+15.6	+4.4	+20.4	+16.1

- 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
- 4-year CAGR is 9.7% for Recurring Net Revenue, 10.6% for Non-recurring Net Revenue and 9.8% for Net Revenue respectively (over FY2011-2014)

#### Net Revenue - Geographical Segment

S\$ (Million)	FY2011	FY2012	FY2013	FY2014
Singapore	21.15	21.33	24.10	25.72
Hong Kong	3.65	4.39	6.50	9.48
Malaysia	0.40	0.57	0.98	1.48
Group	25.20	26.29	31.58	36.68
YoY Change (%)	FY2011	FY2012	FY2013	FY2014
Singapore	+13.0	+0.9	+13.0	+6.7
Hong Kong	+27.6	+20.3	+48.1	+45.8
Malaysia	+90.5	+42.5	+71.9	+50.5
Group	+15.6	+4.4	+20.4	+16.1

#### Net Revenue - Business Segment

B2B Net Revenue (S\$ Million)	FY2011	FY2012	FY2013	FY2014
Recurring net revenue	14.10	16.03	18.16	21.09
Non-recurring net revenue	2.68	2.11	3.06	4.46
Total B2B net revenue	16.78	18.14	21.22	25.55
YoY Change (%)				
Recurring net revenue	+20.2	+13.7	+13.3	+16.1
Non-recurring net revenue	+32.0	-21.3	+45.0	+45.8
Total B2B net revenue	+21.9	+8.1	+17.0	+20.4
B2C Net Revenue (S\$ Million)	FY2011	FY2012	FY2013	FY2014
	112011		112013	F12014
Recurring net revenue	6.28	6.31	7.46	8.39
Recurring net revenue	6.28	6.31	7.46	8.39
Recurring net revenue Non-recurring net revenue	6.28 2.14	6.31 1.84	7.46 2.90	8.39 2.74
Recurring net revenue Non-recurring net revenue Total B2C net revenue	6.28 2.14	6.31 1.84	7.46 2.90	8.39 2.74
Recurring net revenue Non-recurring net revenue Total B2C net revenue YoY Change (%)	6.28 2.14 8.42	6.31 1.84 8.15	7.46 2.90 10.36	8.39 2.74 11.13

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#### Profit/Loss - Geographical segment

Profit/Loss After Tax from Continuing Operations (S\$ Million)	FY2011	FY2012	FY2013	FY2014
Singapore	5.53	5.64	<b>7.81</b> <sup>1</sup>	<b>8.99</b> <sup>2</sup>
Hong Kong	(1.97)	(1.19)	0.40	2.10
Malaysia	(1.44)	(1.19)	(0.59)	(0.09)
China	-	-	-	(0.52)
Group	2.12	3.26	7.62	10.48

#### Notes:

1. Excluding a one-off gain of \$\$0.62 million on distribution to owners of the Company in October 2013.

2. Excluding IPO expenses of \$\$1.95 million in December 2014

## Plans and outlook in FY2015

- 1. Growing our capabilities as an investment platform
- 2. Preparations for China
- 3. Industry developments in Hong Kong in FY2015
- 4. Budgeted capital expenditure in FY2015

## 1. Growing Our Capabilities As An Investment Platform

- It is important that we continually upgrade the range of products and services that we provide as an investment platform. This is to ensure that we can remain a leader in our industry
- As we do so, we will be able to cater to a broader group of investors, and be able to continue growing our AUA well
- For our B2B business, one of our key missions is to be able to empower each financial advisory firm to have the capabilities of a 'mini private bank' and be able to seamlessly advise investors across a full range of investment asset classes
- In 2015, new services that we want to introduce include an Online Discretionary Portfolio Management Service (Online DPMS) and a 'Bondsupermart' portal.

## Online Discretionary Portfolio Management Service

- Subject to regulatory approvals, we are planning to launch an Online Discretionary Portfolio Management (Online DPMS) service, starting with Hong Kong
- For the B2C channel, an Online DPMS will allow us to cater to DIY (doit-yourselves) investors who want additional help with asset allocation and automated rebalancing:
  - Key underlying investments will be unit trusts and ETFs
  - Within their individual investment accounts
  - At competitive levels of fees
- For the B2B channel, an Online DPMS will allow us to help the financial advisers to:
  - Improve their investment advisory service to their end clients; and
  - Substantially reduce the administrative burden

#### Bondsupermart

- Today, the average consumer does not know where to find comprehensive information on bonds. As a result, the level of penetration of bonds in the retail market is limited
- We see an opportunity today in the bonds market in many different Asian countries
- We are therefore looking to launch a 'Bondsupermart' portal
- 'Bondsupermart' can be seen to be a bonds specialist, an equivalent of 'Fundsupermart', traditionally seen as an unit trusts specialist
- We are looking at Bondsupermart to play a role in helping us to further grow our bonds business in Hong Kong. Subject to regulatory approvals, we are also targeting to launch the bonds business in Singapore and Malaysia

#### 2. Preparations For China

- Currently we have a small office in Shenzhen
- We have been developing our IT system for our China business
- We have been in discussions with possible business partners in China
- We are targeting to launch our China business in 2H2015
- Meaningful revenue contribution should be expected only from 2016 onwards

#### 3. Industry developments in Hong Kong in FY2015

#### 1. Capital Investment Entrant Scheme (CIES) suspension<sup>1</sup>

- From 15 Jan 2015, foreign nationals (including those from China) will no longer be able to invest via the CIES into investment products which we distribute (including unit trusts and bonds) to qualify for residence in Hong Kong.
- We see this as a negative development for future new inflows for our Hong Kong business, and the effect will be felt starting mid-2015

#### 2. Regulatory changes on Investment-linked assurance scheme (ILAS)<sup>2</sup>

- From 1 Jan 2015, a ban on indemnity commission to advisers selling ILAS (which we do not distribute) would likely result in the distribution of ILAS being less attractive for advisers, and may result in various advisory firms becoming more active in the distribution of unit trusts in Hong Kong.
- We see this as a positive development for our Hong Kong B2B business.

Notes:

- 1. Source: Immigration Department (Hong Kong SAR Government)
- 2. Source: The Guidance Note on Underwriting Class C Business published by the Office of the Commissioner of Insurance regarding investment-linked assurance schemes (ILAS)

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#### 4. Budgeted capital expenditure in FY2015

- We expect our Group's budgeted capital expenditure to be about S\$6 million in FY2015
- This capital expenditure includes the spending for
  - Our IT infrastructure
  - The development of new products and services in our existing markets
  - The development of our China system



# Section III: Appendices



### **Business Overview**

- We are an Internet-based investment products distribution platform with assets under administration (AUA) of S\$5.36 billion as at 31 December 2014 (stock code: AIY)
- Two main business divisions:
  - Business-to-Consumer (B2C) website, Fundsupermart.com, targeted at DIY investors (AUA of S\$1.35 billion); and
  - Business-to-Business (B2B) platform that caters to the specialised needs of over 150 financial advisory (FA) companies, financial institutions and banks (AUA of S\$4.01 billion)
- Distribution of 1,800 Investment Products (including over 1,600 funds), with the remaining in Singapore Government Securities (SGS) bonds in Singapore, and corporate bonds and ETFs in Hong Kong



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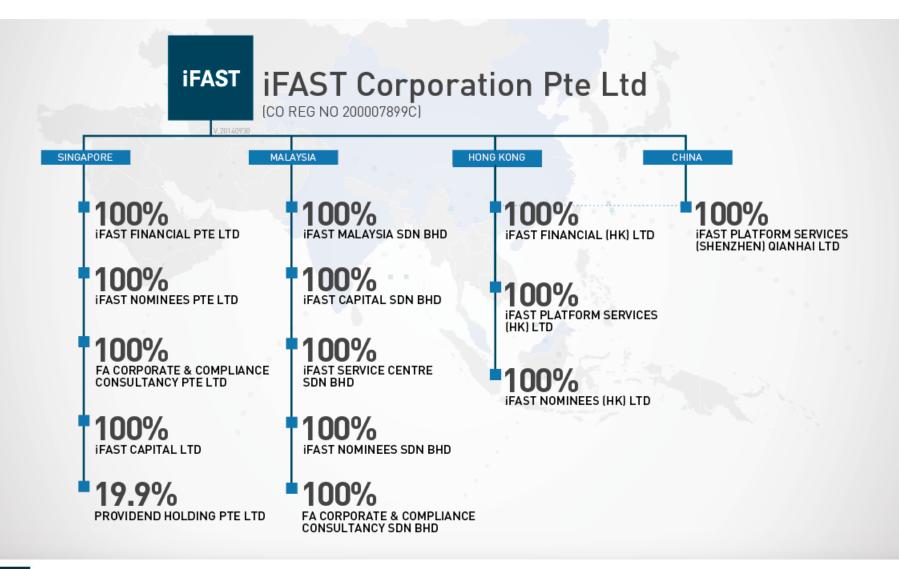
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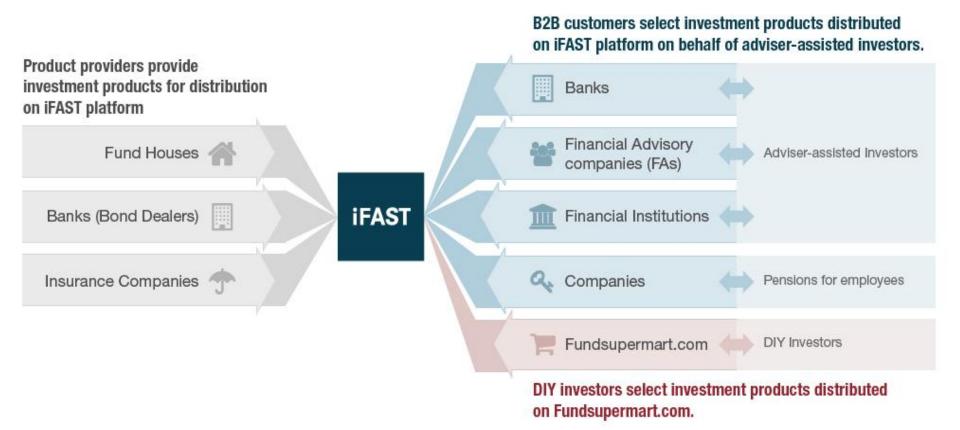


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### **Group Structure**



# **Business Model**



## **AUA-driven Business Model**

When B2C customers and B2B adviser-assisted investors transact in investment • products, the value of their investments is termed AUA

Recurring	Non-recurring revenue							
Trailer Fees (from Suppliers)	Platform Fees (from B2B and B2C Customers)	Wrap Fees (from B2B Customers)	Upfront Commissions (from B2B and B2C Customers)					
<ul> <li>B2C and B2B adviser- assisted customers buy unit trusts</li> <li>Some of the trailer fees are payable to B2B Financial Advisers</li> <li>Up to 0.9% per annum of our average AUA<sup>1</sup></li> </ul>	<ul> <li>Earn platform fees from B2C customers and adviser-assisted investors</li> <li>Up to 0.5% per annum of our average AUA<sup>1</sup></li> <li>Approximately 31% of net recurring revenue in FY2014</li> </ul>	<ul> <li>Collect wrap fees from adviser- assisted investors</li> <li>Most are then payable to B2B Financial Advisers</li> <li>Up to 0.2% per annum of our average AUA<sup>1</sup></li> <li>Approximately 10% of net recurring revenue in FY2014</li> </ul>	<ul> <li>Earn upfront commissions based on investment amount (not AUA) from B2C customers and adviser-assisted investors</li> <li>Most of the commissions are payable to B2B Financial Advisers</li> </ul>					
Note: 1. Calculated based on net revenue								

iFAST

#### **Investment Case**



An Established and Leading Investment Products Distribution Platform

#### **Scalable Business Model**

Revenue Growth driven by Recurring Revenue which is based on Assets under Administration ("AUA")

Continued Growth of Investment Platforms in Asia ex-Japan

### **Scalability of our Business Model**

# Grow our Net Revenue, Increase our Profit Margins and ROE

#### Distribution Network and Sales Force

- 150 financial advisory firms and financial institutions
- Over 5,000 financial advisory representatives

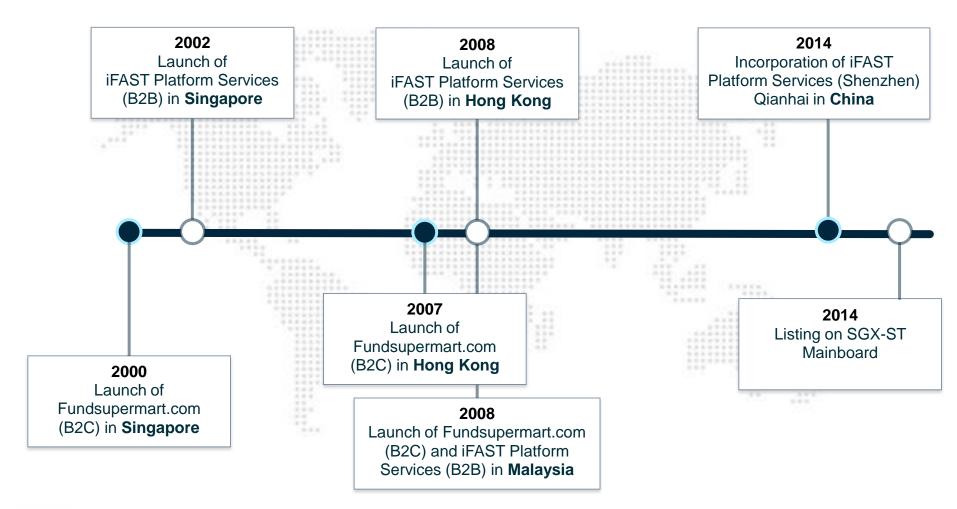
#### Wide Reach

- Leverages on the Internet
- AUA of B2C division (Fundsupermart.com): S\$1.35billion (as at end-December 2014)

#### Scalable IT and Operational Systems

- Proprietary platform
- Can be customised to scale with growing AUA without significant increases to operating costs
- Net revenue grows at higher rate than operating costs

### **Our Milestones**



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## **Our Value Proposition**

#### Suppliers

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



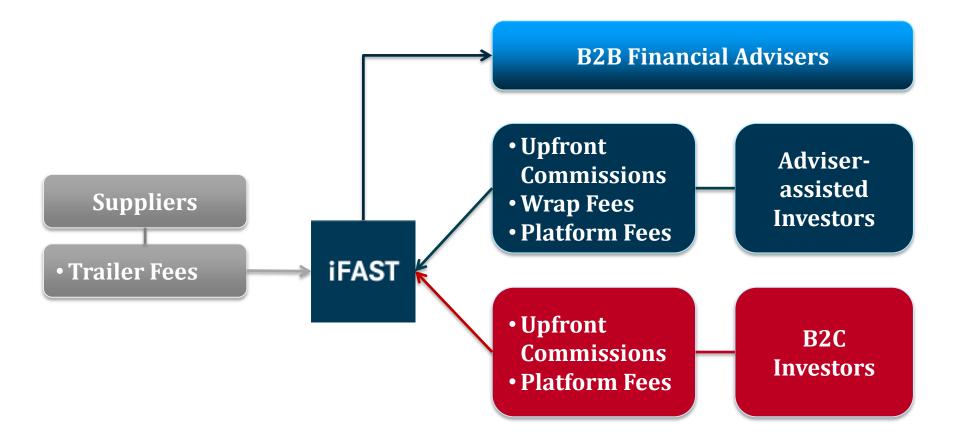
#### **B2B Financial Advisers**

- One platform, multiple investment products
- Adoption of recurring revenue business model based on Assets Under Administration ("AUA")
- Platform performs efficient collection of fees
- Backroom functions managed by platform
- Competitive fee-sharing structure

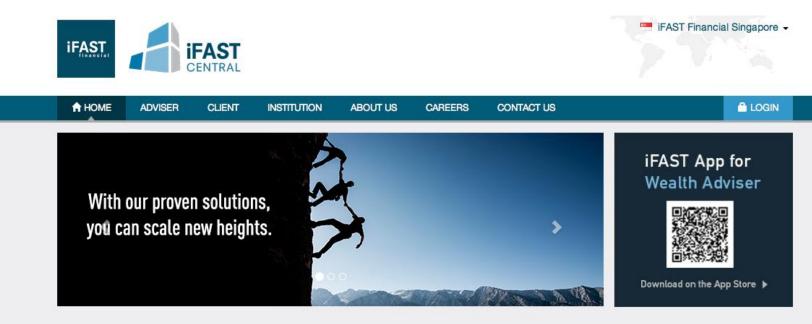
#### **B2C Customers**

- One platform, multiple investment products
- Competitive and transparent fee structure
- Award-winning websites and mobile applications
- Availability of Client Investment Specialist if advice is required

### Fees Illustration



### iFAST Platform Services (B2B)





Adviser

Banks, IFAs, MNCs and fund managers use iFAST to invest and manage their advisory business.



Client

Helping over 140,000 people in Singapore manage their investments since 2001.



Institution

Tailored solutions to give institutions the strategic advantage to dominate distribution.

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### Fundsupermart.com (B2C)

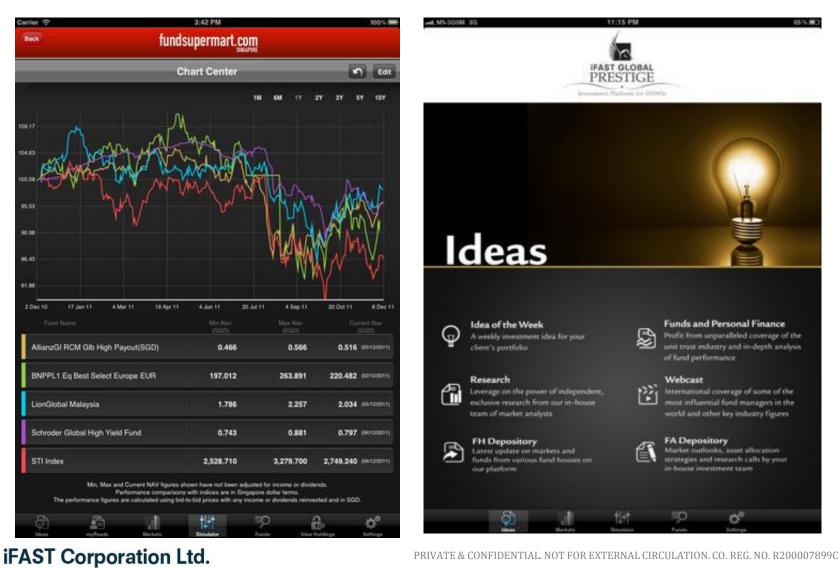


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