

4Q & Full Year FY2014 Results Presentation

12 February 2015



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Key summary

| Net profit & EPS | 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 |
|---|--|
| 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 | 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) |
| | |
| Assets under Administration (AUA) | AUA was up 16.0% YoY in FY2014 to a record high of S\$5.36 billion AUA 10-year CAGR was 24.6% |
| | |



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) ¹ | 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 ¹ (excluding one-off gain) | FY2014 ¹ (excluding IPO expenses) | YoY change ¹ (%) |
|---|--------|--------|----------------------|--|--|-----------------------------------|
| 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 (%) | 4Q2013 ¹ (excluding one-off gain) | 4Q2014 ¹ (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 ¹ (excluding one-off gain) | FY2014 ² (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 | 1.98 ³ | 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

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Results Overview (FY2011-2014)

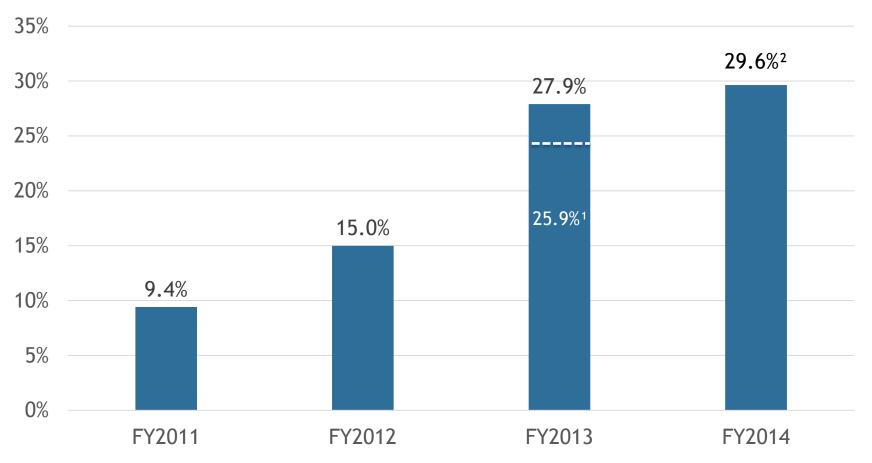
| S\$ (Million) | FY2011 | FY2012 | FY2013 ¹ (excluding one- off gain) | FY2014 ² (excluding IPO expenses) |
|---|--------|--------|---|--|
| Revenue | 61.12 | 56.41 | 69.47 | 78.35 |
| Net revenue | 25.20 | 26.29 | 31.58 | 36.68 |
| Other income | 0.06 | 0.08 | 0.16 | 0.24 |
| Expenses | 22.81 | 22.40 | 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 ¹ | 2.01 | 22.02 |
| Total cash and other investments | 18.73 | 57.4 1 ² |

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 | | |

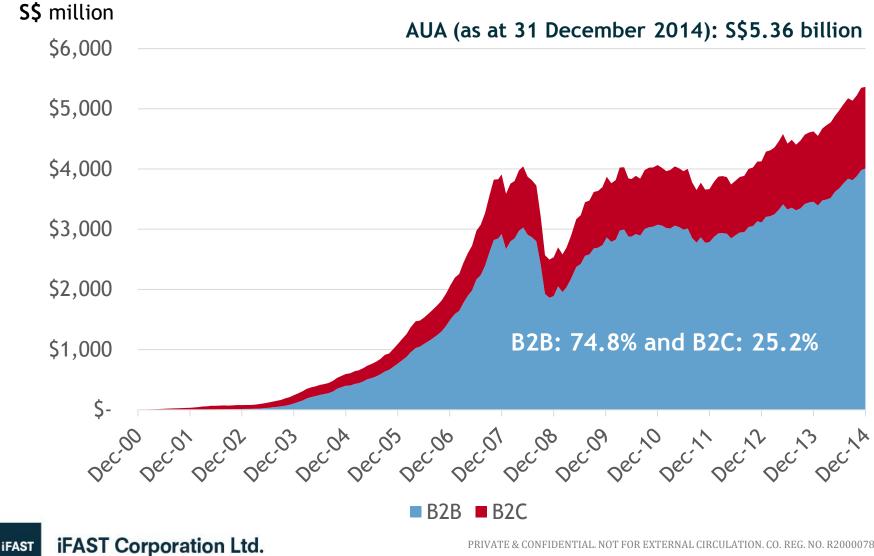
- We expect to pay quarterly dividends in FY2015
- Over all four quarters in FY2015, our Directors intend to recommend and distribute dividends of 60% of our net profits (excluding exceptional items), but quarterly dividends for the first three quarters in FY2015 may be less than 60% of our net profit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



Section II: Performance Trends



Group AUA



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Group AUA Trends





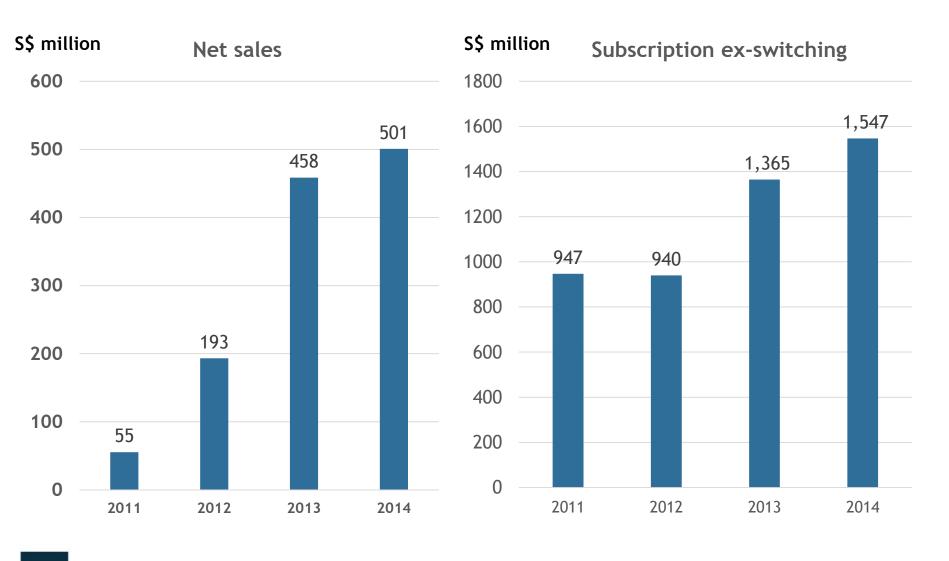
Singapore: 74.9%

Hong Kong: 21.2%



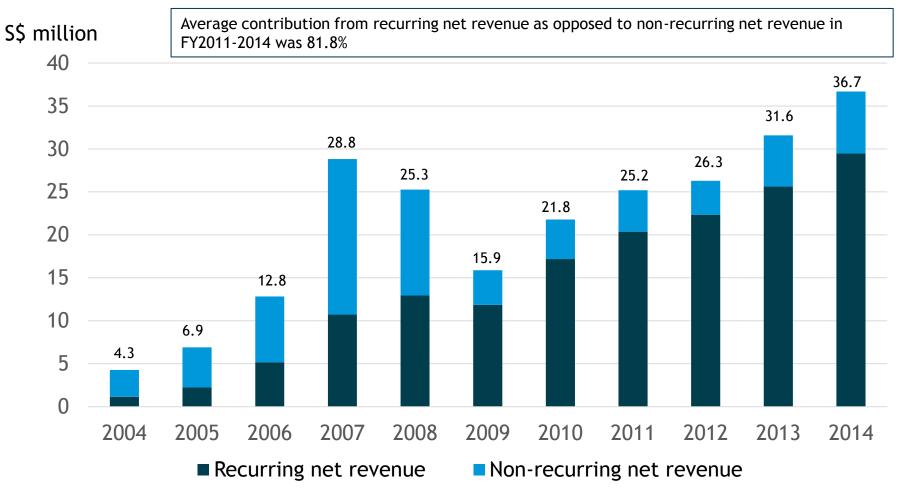
- AUA grew 16.0% YoY to S\$5.36 billion in FY2014 (as at 31 December 2014)
- AUA grew at a 10-year CAGR of 24.6% in FY2014 (as at 31 December 2014)
- AUA between the B2B and B2C segments grew 16.0% and 15.9% YoY respectively in FY2014 (as at 31 December 2014)

Net sales & subscription ex-switching

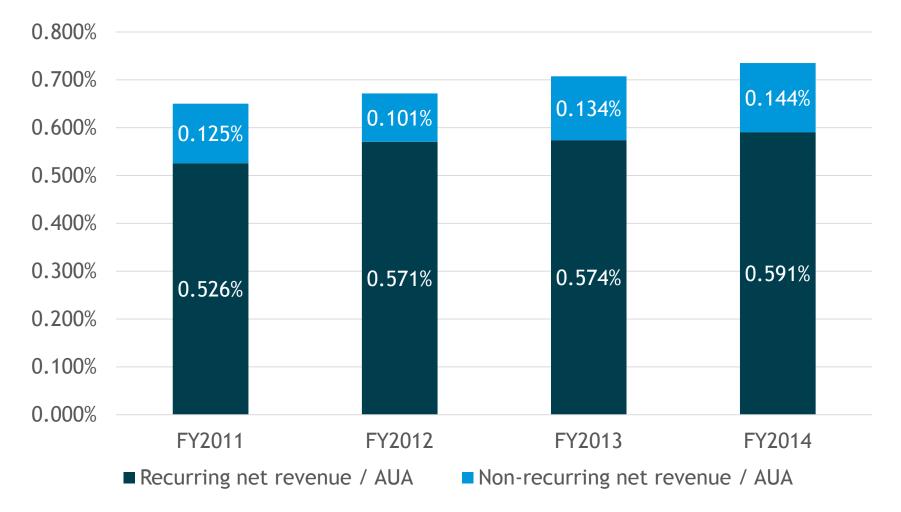


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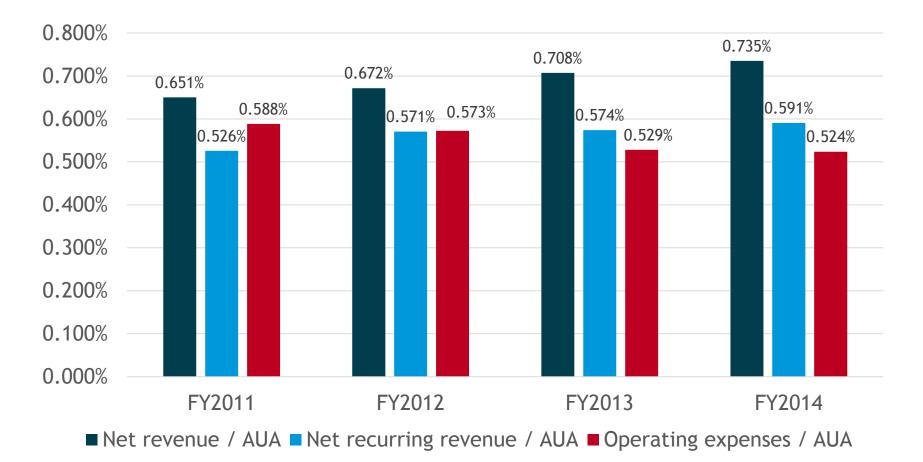
Net revenue breakdown between recurring and non-recurring sources



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 | 7.81 ¹ | 8.99 ² |
| 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) suspension¹

- 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)²

- 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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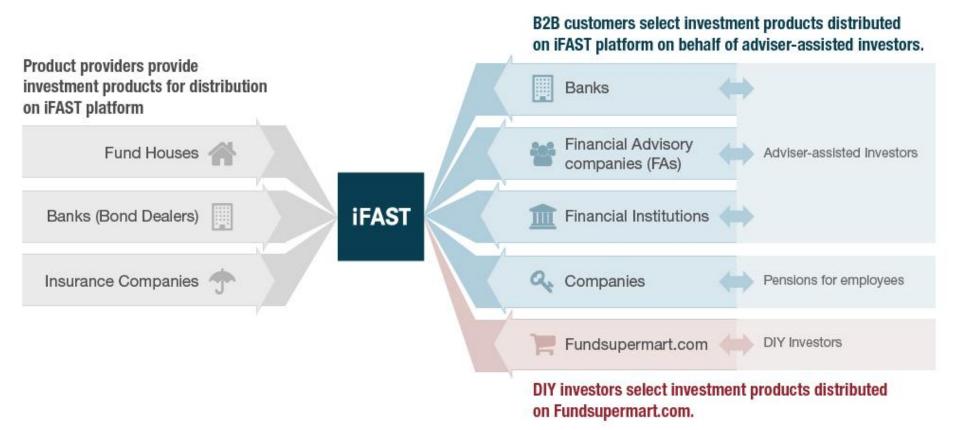


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Group Structure



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) | | | | | |
| B2C and B2B adviser- assisted customers buy unit trusts Some of the trailer fees are payable to B2B Financial Advisers Up to 0.9% per annum of our average AUA¹ | Earn platform fees from B2C customers and adviser-assisted investors Up to 0.5% per annum of our average AUA¹ Approximately 31% of net recurring revenue in FY2014 | Collect wrap fees from adviser- assisted investors Most are then payable to B2B Financial Advisers Up to 0.2% per annum of our average AUA¹ Approximately 10% of net recurring revenue in FY2014 | Earn upfront commissions based on investment amount (not AUA) from B2C customers and adviser-assisted investors Most of the commissions are payable to B2B Financial Advisers | | | | | |
| 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

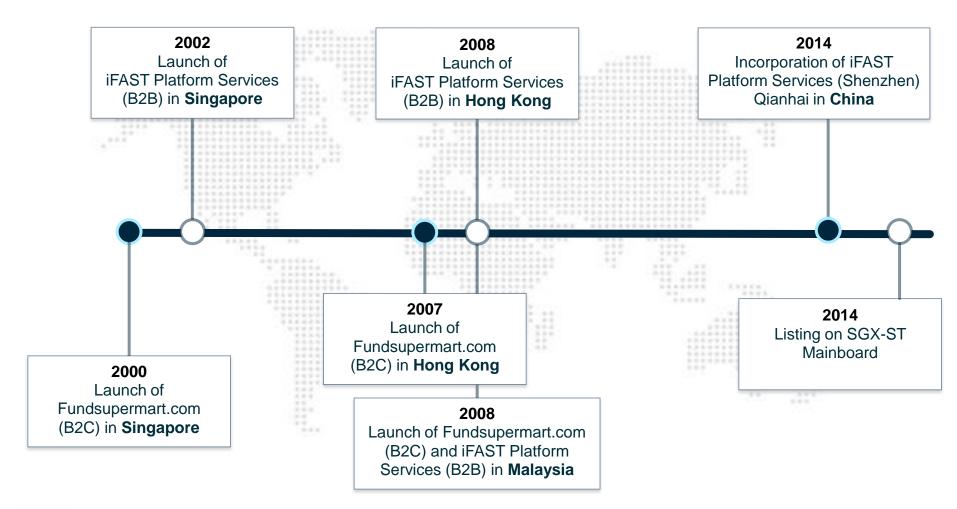
Wide Reach

- 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



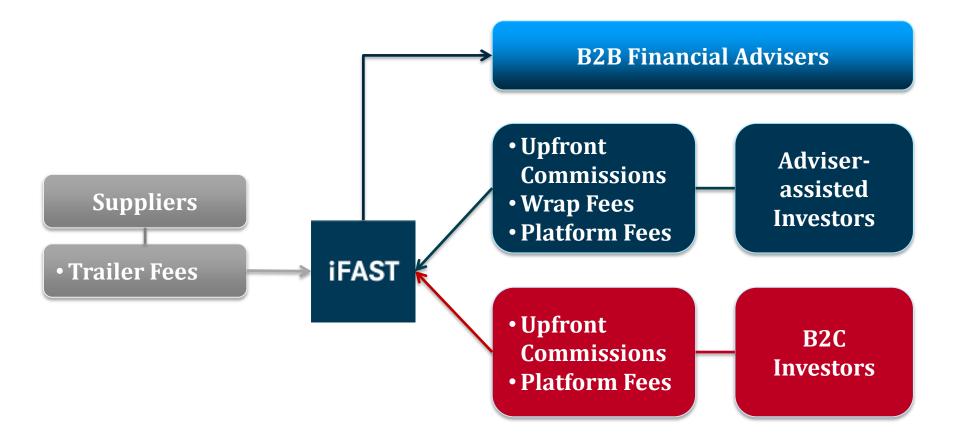
B2B Financial Advisers

- 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

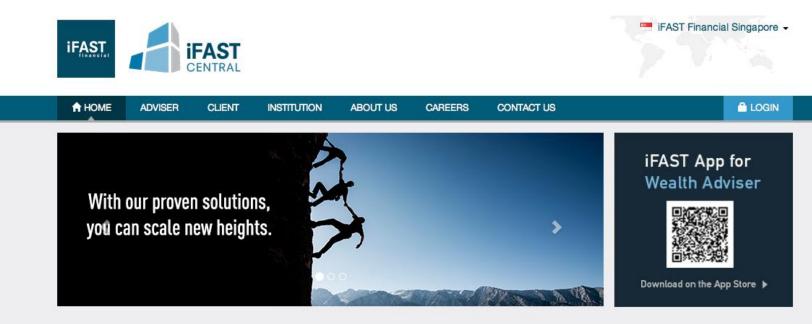
B2C Customers

- 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)

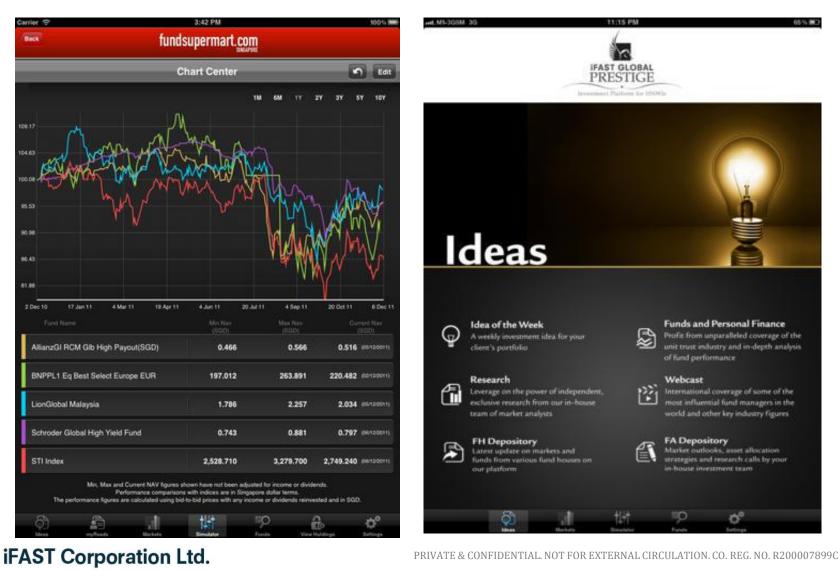


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