



iFAST Corporation Ltd.

# Annual General Meeting

11 April 2017



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# Agenda

Section	Title
I	Milestones & Vision
II	Our replies to Securities Investors Association (Singapore) Q&A on companies' Annual Reports
III	Annual General Meeting (AGM)

**iFAST**

# Section I: Milestones & Vision



# Business Overview

- We are an Internet-based investment products distribution platform with assets under administration (AUA) of S\$6.1 billion as at 31 December 2016 (stock code: AIY)
- Two main business divisions:
  - Business-to-Consumer (B2C) platform, Fundsupermart (including its new FSMOne multi-products platform in Singapore), targeted at DIY investors (AUA of S\$1.55 billion); and
  - Business-to-Business (B2B) platform that caters to the specialised needs of over 240 financial advisory (FA) companies, financial institutions and banks (AUA of S\$4.55 billion), which in turn have more than 6,000 wealth advisers
- The Group offers access to over 5,000 investment products including funds, bonds and Singapore Government Securities (SGS), stocks, Exchange Traded Funds (ETFs), 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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# 2016 Milestones

## January

- Completion of acquisition of a stockbroking company in **Hong Kong**
- Annual flagship event “**What & Where to Invest 2016**” was held in **Singapore, Hong Kong and Malaysia** (KL and Penang) for both B2C customers and B2B wealth advisers

## May & June

- Joint Venture With PC International (HK) Limited to incorporate **PC iFAST Holding (SG) Pte. Ltd.**
- “**FSM INVEST Expo 2016**” held in **Singapore**; largest ever expo held by FSM SG
- Completion of sale of a 5% stake in **iFAST China Business**

## September & October

- Organised “**What Every Investor Should Know Before Investing in Retail Bonds**” together with SGX in Singapore



## February - April

- iFAST Wealth Advisers Awards 2016 held in **Hong Kong**
- iFAST Wealth Advisers Awards 2016 held in **Singapore**
- “**How Women can be Successful in Managing Their Finances**” workshop held in **Malaysia**
- Acquisition of a stake in the holding company of **iFAST India Business**

## July & August

- iFAST Corp debuts on the Singapore Governance and Transparency Index (SGTI), ranking 48 out of 631 SGX-listed companies
- Official opening of the Shanghai office in **China**
- Launch of Insurance@FSM in **Malaysia**

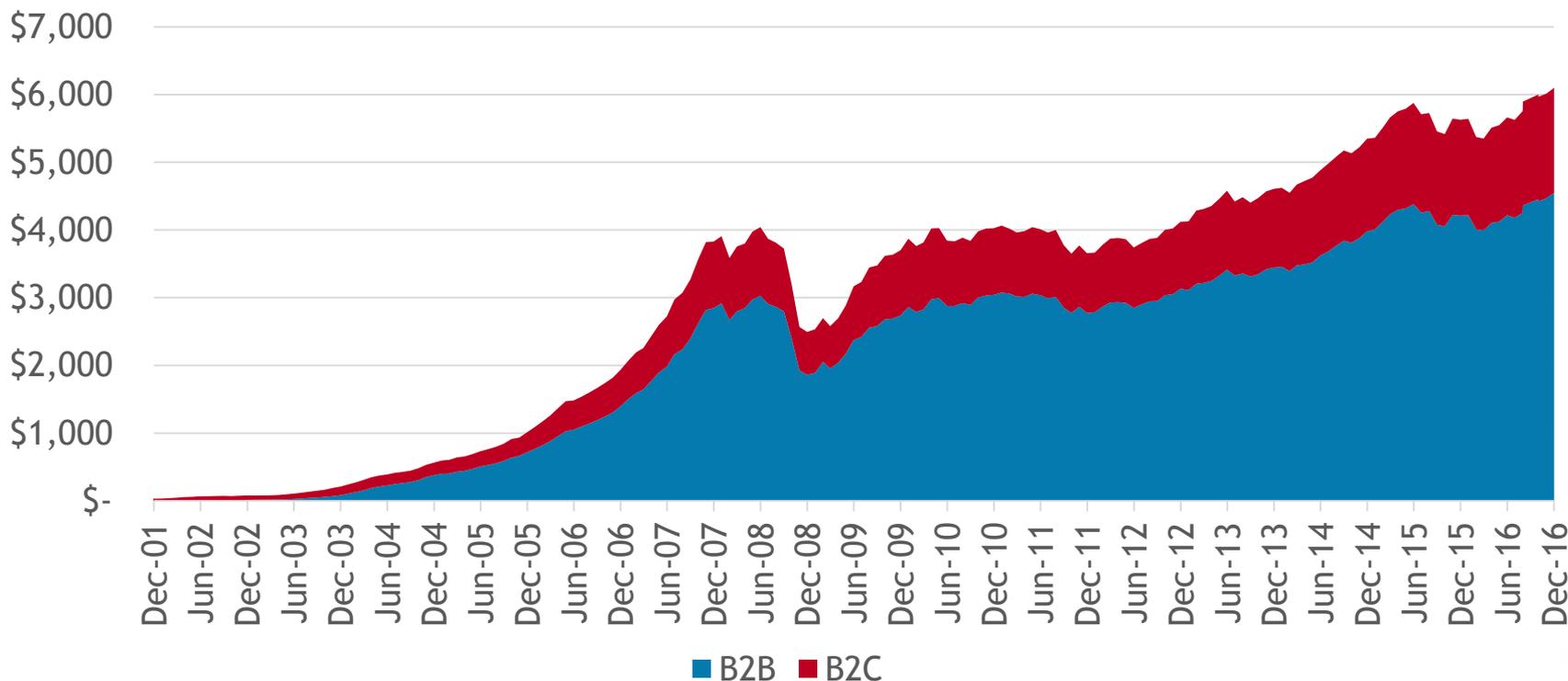
## November & December

- **iFAST Singapore** received approval for additional regulated activities of fund management and listed stocks to be included to its Capital Markets Services licence
- Acquisition of Canadian Financial Consultants Limited, an insurance brokerage firm in **Hong Kong** (completed in Jan 2017)
- Launch of FSMOne in **Singapore**: sales charge for all funds lowered to 0% permanently and launch of FSM MAPS robo-advisory service

# Group AUA grew 8.1% YoY to record S\$6.10 billion

S\$ million

AUA (as at 31 Dec 2016): S\$6.10 billion<sup>1</sup>



**Note:**

1. The Group's AUA as at 31 Dec 2016 includes its effective 16.3% share of the India Business

# 2016 Summary

- In 2016, we have worked hard and made substantial progress on being a complete investment platform (rather than just a unit trusts platform)
- Positioning ourselves for a potentially much bigger pie of wealth management industry, and not just the unit trusts industry
- But 2016 saw tough market conditions, particularly in the first half (Jan to June)
- China start-up losses added on to overall negative headline numbers
- Group's AUA grew to a record S\$6.1 billion as at end 2016, and the positive AUA momentum continued into 1Q2017

# Positioning ourselves for 2017 and beyond

- In 2016, we have made concrete progress towards enhancing our platform capabilities with the launch of FSMOne for our Singapore B2C operation in December
- FSMOne gives the investor community a seamless transactional experience in a wide range of products and services (unit trusts, bonds, stocks, ETFs, My Assisted Portfolio Solution / robo-advisory portfolios, insurance)
- The increased range of products and services will also be expanded to the rest of the Group
- The ability to offer investors and wealth advisers a more complete platform will help them invest globally and profitably, supported by our focus on improved IT solutions, transparent pricing and research

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# Section II: Our replies to Securities Investors Association (Singapore) Q&A on companies' Annual Reports



# Our replies to SIAS Q&A on companies' Annual Reports

- Securities Investors Association (Singapore) (“SIAS”) had previously announced a new initiative to review companies' Annual Reports and raise relevant questions to help improve transparency and promote better understanding of the companies
- iFAST Corp was selected as one of the companies SIAS has addressed questions to
- SIAS has focused on three main areas in its Q&A:
  - (1) Stockbroking business
  - (2) China business
  - (3) India business

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## Section III: AGM



No.	Ordinary Resolutions
1.	To receive and adopt the Audited Financial Statements, Directors' Statements and Auditors' Report for the financial year ended 31 December 2016.
2.	To re-elect Mr Lim Wee Kian as Director.
3.	To re-elect Mr Yao Chih Matthias as Director.
4.	To re-elect Mr Kok Chee Wai as Director.
5.	To approve a tax exempt (one-tier) final dividend.
6.	To approve the payment of Directors' fees for the financial year ending 31 December 2017.
7.	To re-appoint Messrs KPMG LLP as Auditors and to authorise the Directors to fix their remuneration.
8.	To authorise the Directors to issue shares.
9.	To approve the renewal of the Share Buy Back Mandate.

# As Ordinary Business - Resolution 1

- To receive and adopt the Audited Financial Statements of the Company for the financial year ended 31 December 2016 together with the Directors' Statement and the Auditors' Report thereon.

See Annual Report 2016 on:

- Directors' Statement (p. 56)
- Independent Auditors' Report (p. 64)

# As Ordinary Business - Resolution 2

- To re-elect Mr Lim Wee Kian who is retiring by rotation pursuant to Article 89 of the Constitution of the Company. (*See Explanatory Note 1*)

See Annual Report 2016 on:

- Information on Mr Lim Wee Kian (p. 30)
- Notice of AGM - Explanatory Note 1 (p. 135)

# As Ordinary Business - Resolution 3

- To re-elect Mr Yao Chih Matthias who is retiring by rotation pursuant to Article 89 of the Constitution of the Company. (*See Explanatory Note 2*)

See Annual Report 2016 on:

- Information on Mr Yao Chih Matthias (p. 28)
- Notice of AGM - Explanatory Note 2 (p. 135)

# As Ordinary Business - Resolution 4

- To re-elect Mr Kok Chee Wai who is retiring pursuant to Article 89 of the Constitution of the Company. (*See Explanatory Note 3*)

See Annual Report on:

- Information on Mr Kok Chee Wai (p. 28)
- Notice of AGM - Explanatory Note 3 (p. 135)

# As Ordinary Business - Resolution 5

- To approve a tax exempt (one-tier) final dividend of 0.75 cents per ordinary share for the financial year ended 31 December 2016.

# As Ordinary Business - Resolution 6

- To approve the payment of Directors' fees of \$414,700 to the Non-Executive Directors (including Independent Directors) for the financial year ending 31 December 2017. \$319,000 will be paid in cash on a quarterly basis and \$95,700 will be paid by issuance of equivalent shares to the Non-Executive Directors (including Independent Directors) with the number of shares rounded up to the nearest hundred. (*See Explanatory Note 4*)

See Annual Report 2016 on:

- Notice of AGM - Explanatory Note 4 (p. 135)

# As Ordinary Business - Resolution 7

- To re-appoint Messrs KPMG LLP as Auditors of the Company and to authorise the Directors to fix their remuneration.

# As Ordinary Business

- To transact any other ordinary business which may be properly transacted at an Annual General Meeting.

# As Special Business - Resolution 8

- To authorise the Directors to issue shares. (*See Explanatory Note 5*)

See Annual Report 2016 on:

- Notice of AGM (p. 131)
- Notice of AGM - Explanatory Note 5 (p. 135)

# As Special Business - Resolution 9

- To approve the renewal of the Share Buy Back Mandate. (*See Explanatory Note 6*)

See Annual Report 2016 on:

- Notice of AGM (p. 133)
- Notice of AGM - Explanatory Note 6 (p. 135)



Thank you.

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