

# Investor Factsheet

UPDATED: 31 DECEMBER 2021

iFAST

iFAST CORPORATION LTD.  
AND ITS SUBSIDIARIES

Registration Number: 200007899C

## OUR STOCK INFORMATION

Listing:	SGX Mainboard (11 December 2014)
Shares in issue:	276,946,913 shares (as at 31 Dec 2021)
Market Capitalisation:	S\$2,326.35 million @ S\$8.400 per share (as at 31 December 2021 closing price)
Counter Name:	SGX Code: AIY Bloomberg Code: IFAST_SP_Equity
52-Weeks High:	S\$10.10
52-Weeks Low:	S\$3.06

## About iFAST Corporation Ltd.

iFAST Corporation Ltd. ("iFAST Corp" and together with its subsidiaries, the "Group") is a wealth management financial technology ("Fintech") platform, with assets under administration ("AUA") of approximately \$19.00 billion as at 31 December 2021.

Incorporated in the year 2000 in Singapore, iFAST Corp is also present in Hong Kong, Malaysia, China and India. The Group offers access to over 14,000 investment products including unit trusts ("funds"), bonds and Singapore Government Securities ("SGS"), stocks and exchange traded funds ("ETFs"), and insurance products. It also provides services such as online discretionary portfolio management services, research and investment seminars, Fintech solutions, and investment administration and transaction services to financial advisory ("FA") firms, financial institutions, banks, multinational companies, as well as retail and high net worth ("HNW") investors in Asia.

The main business divisions of the Group include the Business-to-Consumer ("B2C") division, the Business-to-Business ("B2B") division, and the Fintech Solutions/Business-to-Business-to-Consumer ("B2B2C") model. The B2C platform, FSMOne.com/Fundsupermart.com, caters to investors who prefer to do their own investments online. The B2B platforms, iFAST Central and iFAST Global Prestige, cater to the requirements and business needs of FA firms, financial institutions, banks and internet companies advising retail and HNW clients respectively. The B2B division also includes iFAST Pensions which provides tax-effective employee benefit solutions to companies that want to administer pension schemes for their employees via an Internet platform; iFAST Global Markets ("iGM") which provides investors with transparent adviser-assisted wealth management plans; and the new iFAST ePension which provides a wide range of pension administration services and white labelled solutions for scheme sponsors, trustees and other institutions to have seamless digital access, management and processing of pension scheme transactions. The Fintech Solutions/B2B2C model, iFAST Fintech Solutions, provides innovative and customisable Fintech solutions for our B2B clients and business partners to empower them with their own B2C Fintech capabilities.

## Key Milestones in 2021

- iFAST participated in successful tender for Hong Kong ePension project.
- Launch of Bursa, HKEX, US and SGX stockbroking services in Malaysia; China A Shares trading services in Hong Kong; and China A Shares and Bursa stockbroking services in Singapore.
- iFAST SG acquired the fund management business of DWS Investment Singapore, and launched iFAST Fund Management business in Singapore following the acquisition completion.
- iFAST HK approved as China Connect Exchange and Clearing Participant by HKEX.
- iGM SG crossed AUA milestone of \$1 billion, while iGM MY achieved AUA of over RM1 billion.
- iFAST Corp clinched Runner-Up for the "Most Transparent Company Award 2021 - Financials" and "Shareholder Communication Excellence Award 2021 - Mid Cap" at the SIA Investors' Choice Awards 2021.
- iFAST Corp won Corporate Excellence and Resilience Award at the Singapore Corporate Awards 2020/2021.

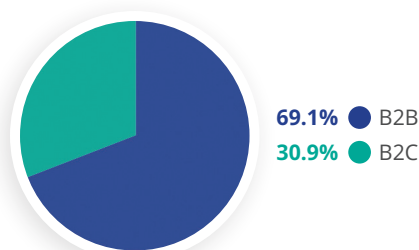
## Key Summary for FY2021

### Assets under Administration ("AUA")

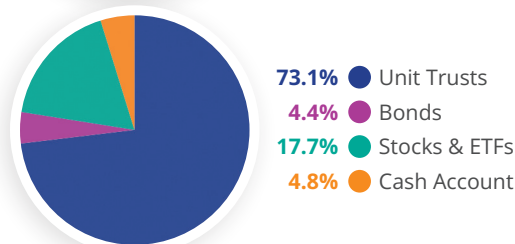
- The robust growth seen by the Group in both its B2C and B2B divisions in recent times has resulted from its past investments in building up a strong integrated digital wealth management platform.
- The Group's AUA continued to register new record levels, reaching \$19.00 billion as at 31 December, representing a growth of 31.5% YoY.
- Net inflows of client assets remained healthy and grew to \$3.75 billion in 2021.
- As at 31 December 2021, the Group's AUA breakdown by business divisions, products and markets are as follows:

### AUA Breakdown

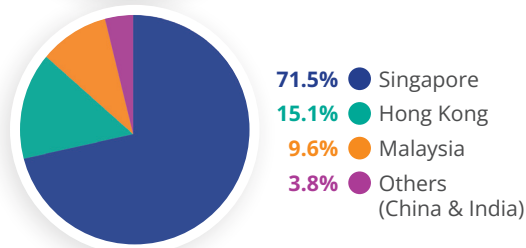
Business Division



Products



Market



## Net Revenue & Net Profit

- The Group's net revenue grew 31.9% YoY to \$113.22 million in FY2021, while its net profit grew 44.8% YoY to \$30.63 million in FY2021. Reflecting the positive operating leverage of the Group's business model, its profit before tax ("PBT") margin (based on net revenue) increased to 31.6% for FY2021, compared to 29.6% for FY2020.

## iFAST's Four-Year Plan

- Get Bigger and Better: Continue to work on increasing the scale and quality of its Fintech wealth management platform in various markets, in line with the Group's target AUA of \$100 billion by 2028.
- Accelerate Hong Kong Growth: Substantially accelerate the growth of the Group's overall Hong Kong business as it effectively executes its e-Pension business in Hong Kong, and continues to improve on its existing platform capabilities.
- Add Digital Banking and Other Capabilities: Add digital banking capabilities to the Group's Fintech Ecosystem and make strategic investments in adjacent Fintech capabilities, while ensuring that wealth management will remain as its core service as a progressive Fintech player.
- Truly Global Business Model: Make tangible progress towards the Group's vision of being a top Fintech wealth management player with a truly global business model, which will be even more scalable.

## FINANCIAL HIGHLIGHTS FY2017 - FY2021

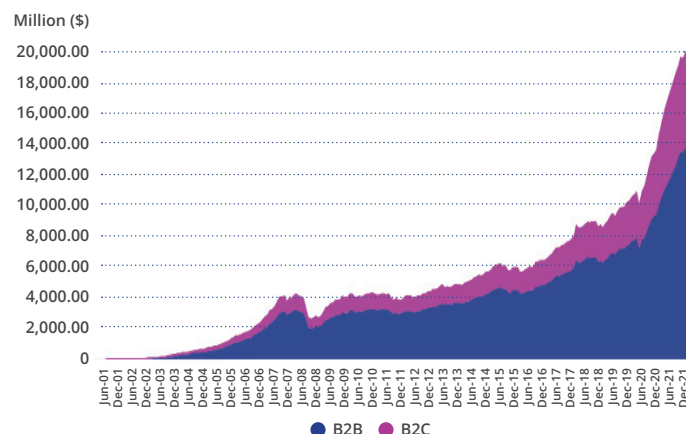
	FY2017 <sup>(2)</sup>	FY2018	FY2019	FY2020	FY2021
Net revenue (\$ million)	49.45	59.62	65.20	85.86	113.22
Net profit (\$ million)	7.70	10.91	9.52	21.15	30.63
PBT margin (based on net revenue)	17.7%	20.7%	17.0%	29.6%	31.6%
EPS (cents)	2.92	4.10	3.55	7.80	11.10
Dividend per share (cents)	3.01	3.15	3.15	3.30	4.80 <sup>(3)</sup>
Return on Equity (per annum) <sup>(1)</sup>	9.7%	13.1%	10.9%	21.8%	25.8%

### Notes:

- (1) Return on equity is calculated based on the average of the month-end shareholders' equity for the respective financial year.
- (2) Restated as a result of adoption of SFRS(I)s with effect from 1 January 2018 for comparison purpose.
- (3) Including interim dividends paid and proposed final dividend for the respective financial year.

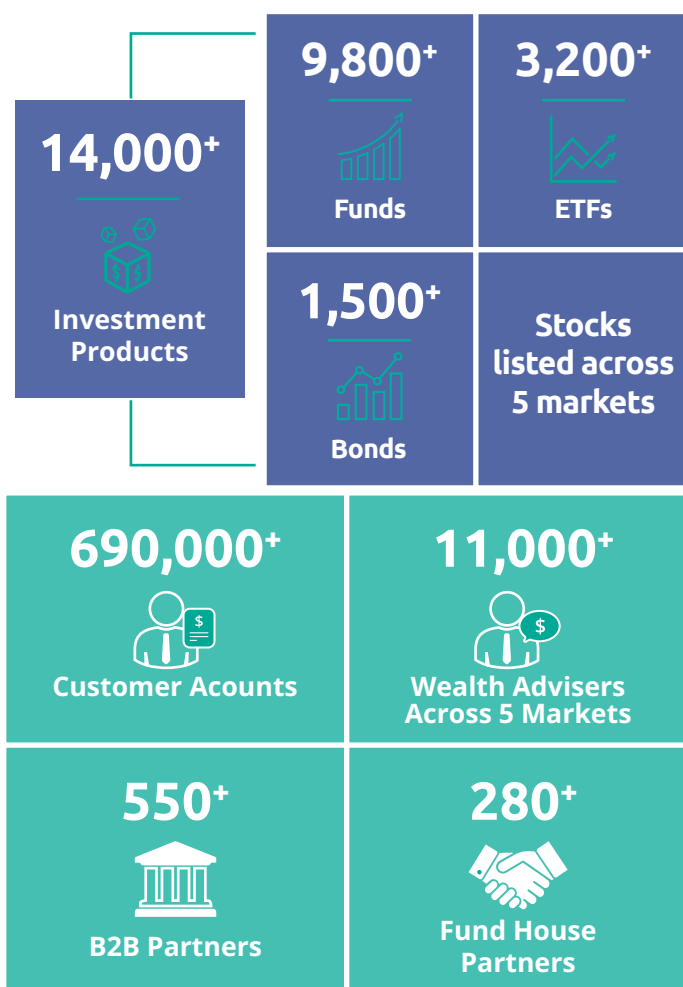
## Assets Under Administration ("AUA")

AUA (as at 31 Dec 2021): \$19.00 billion<sup>1</sup>

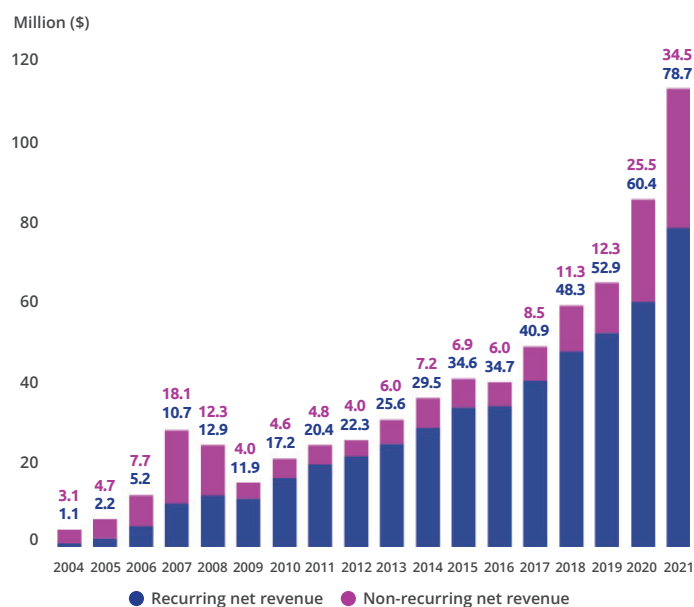


- (1) The Group's AUA as at 31 December 2021 includes its effective 39.35% share of the India Business

## iFAST in Numbers



## Recurring Vs Non-Recurring Net Revenue



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## Dividend Payout

- For the final dividend for FY2021, the Directors proposed a dividend of 1.40 cents per ordinary share, an increase of 40.0% YoY compared to the final dividend for FY2020 of 1.00 cents per ordinary share. The proposed final dividend will be subject to approval by shareholders at the company's Annual General Meeting to be held on 25 April 2022.
- The proposed final dividend brings the total dividend to 4.80 cents per ordinary share for FY2021 which is 45.5% higher than the total dividend of 3.30 cents per ordinary share for FY2020.