



iFAST CORPORATION LTD.

2Q2022 & 1H2022 Results Presentation

23 JULY 2022

**TRANSCENDING
BOUNDARIES**

TOWARDS A TRULY GLOBAL FINTECH
WEALTH MANAGEMENT PLATFORM

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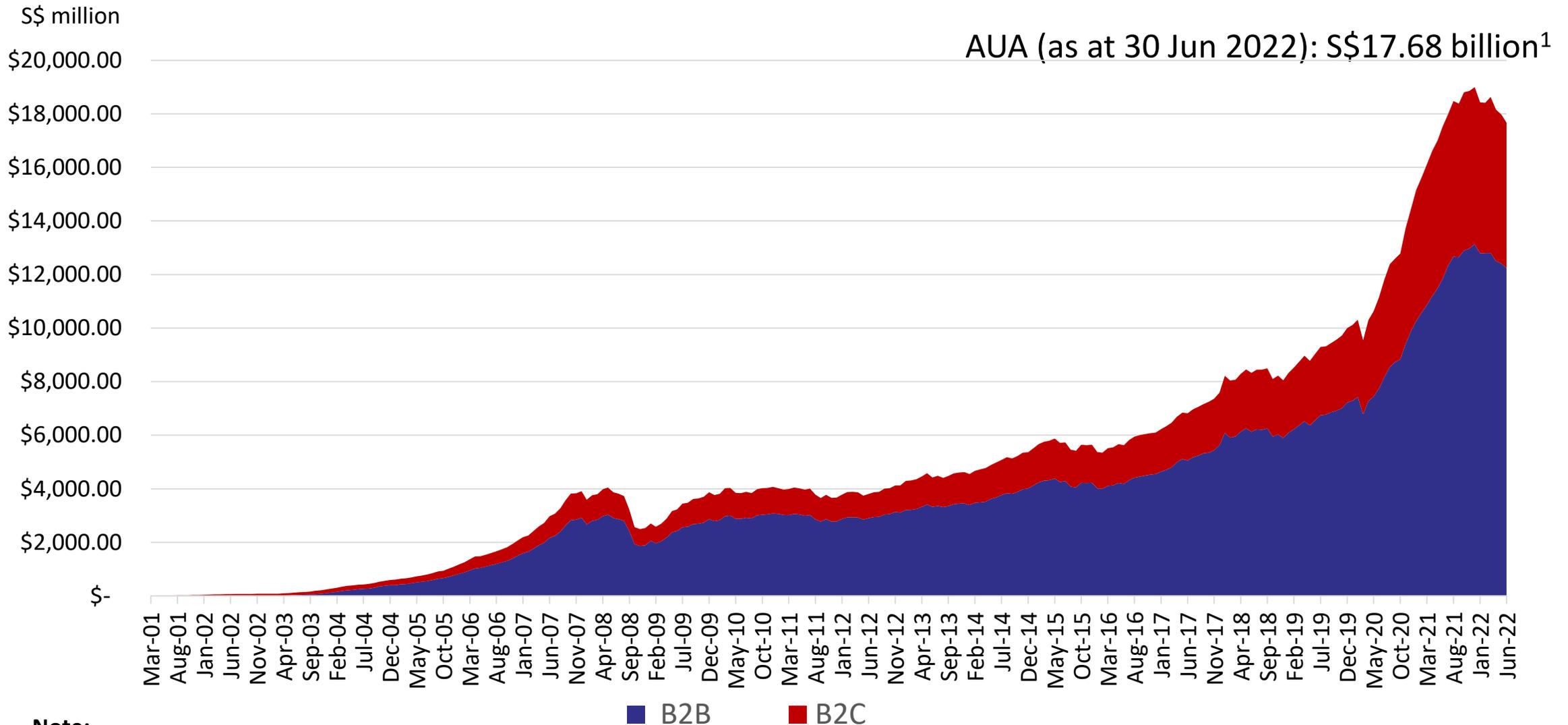
Key Summary

- The Group's assets under administration ("AUA") declined 5.1% QoQ to S\$17.68 billion as at 30 June 2022; on a YoY basis, AUA rose 0.8%. A broad decline in the value of investment products has offset positive net inflows of S\$0.59 billion and S\$1.26 billion in 2Q2022 and 1H2022 respectively.
- The Group's total net revenue grew 13.3% YoY to S\$29.86 million in 2Q2022, even as global financial markets have gone through a very difficult period. The 2Q2022 net revenue included an initial contribution of S\$3.92 million from iFAST Global Bank in UK.
- Recently, iFAST India Holdings Pte Ltd ("iFAST India Holdings"), an associate company of the Company, has decided to exit its onshore platform service business in India and pivot to focus on providing global Fintech solutions. With the restructuring of the India business, iFAST Corp has provided a one-time estimated impairment allowance of S\$5.2 million. As a result, the Group reported a net loss of S\$2.69 million in 2Q2022.
- 2022 will be a year where the Group will see overall revenue continue to grow, but net profit will see a substantial decline. This happens as the Group incurs an impairment charge for the India business, initial operating losses for iFAST Global Bank and an increase in its overall operating expenses, which grew 22.3% YoY (excluding the bank) to S\$22.33 million.

Key Summary

- The Group's operating expenses are increasing even as revenue growth moderates in 2022 because the Group is preparing for the ePension business which will become operational from 2023, and the Group is positioning itself for opportunities arising from a more globalised wealth management and digital banking business model. The Group will continue to invest and prepare for its next phase of growth under its Four-Year Plan.
- The Group expects to see a robust ramp up in its profitability between 2023 to 2025 as its new ePension division in Hong Kong becomes a strong contributor.
- Beyond 2022, the Group expects its business to see accelerated growth momentum from 2023 onwards, and expects revenues and profitability to grow to new highs in 2023 as the ePension division starts to contribute more substantially from 3Q2023 onwards. The Group's target guidance provided on 23 April 2022 conservatively assumed the contribution from the ePension project would begin in 4Q2023.
- For the second interim dividend for 2Q2022, the Directors declared a dividend of 1.10 cents per ordinary share (second interim dividend for 2Q2021: 1.10 cents per ordinary share).

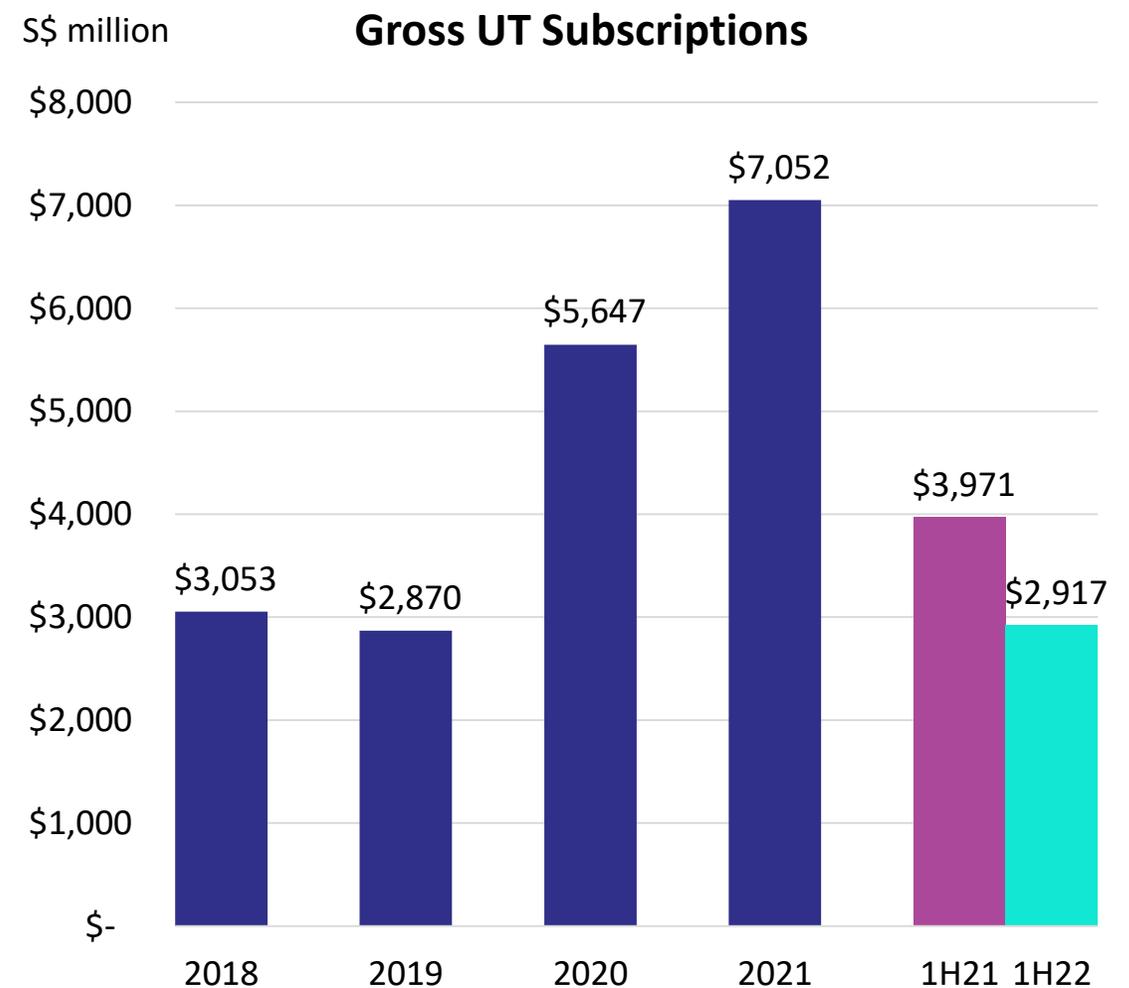
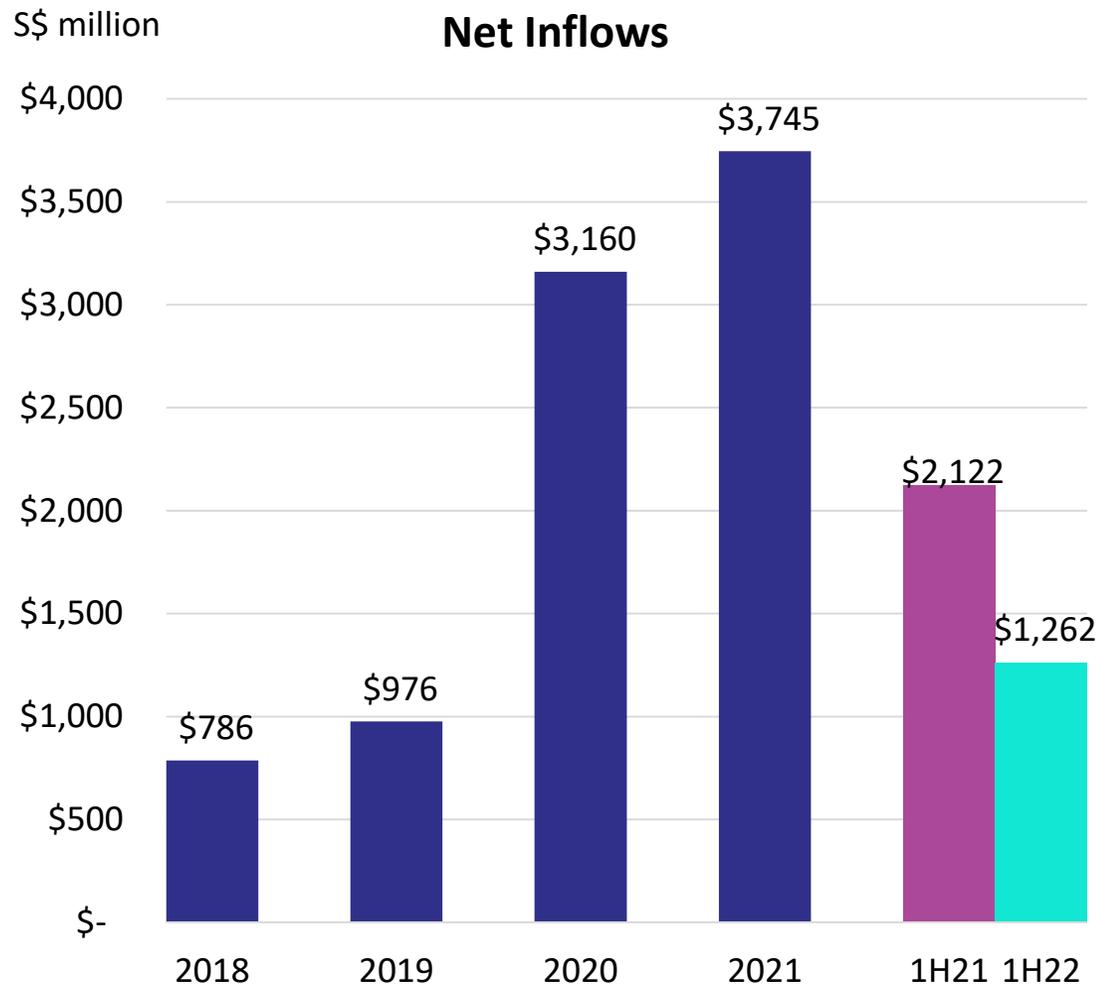
Group AUA grew 0.8% YoY but declined 5.1% QoQ to S\$17.68 billion as at 30 June 2022



Note:

1. The Group's AUA as at 30 June 2022 includes its effective 39.6% share of the India Business.

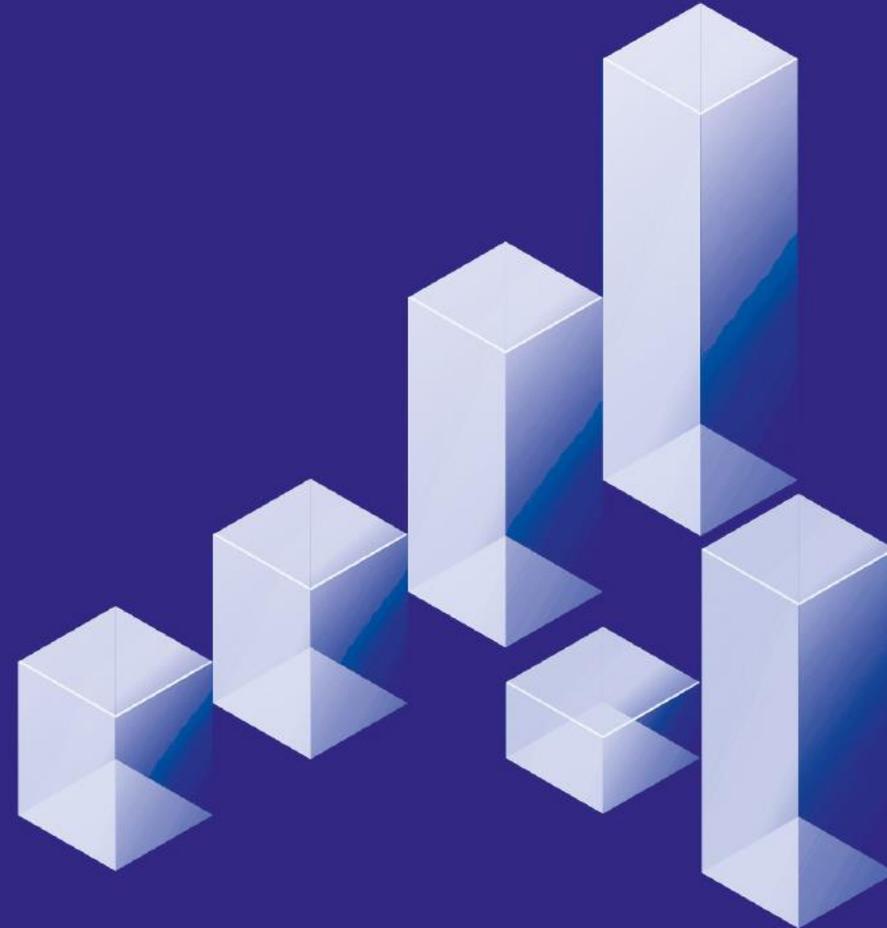
Net Inflows & Gross Unit Trusts (UT) subscription



Notes:

1. Net inflows stood at S\$0.59 billion in 2Q2022.
2. Gross UT Subscriptions stood at S\$1.28 billion in 2Q2022.

Financial Results



Financial Results for Group

(2Q2022 vs 2Q2021)

S\$ (Million)	2Q2021	2Q2022 ¹	YoY change (%)
Revenue	50.95 ²	53.91	+5.8
Total net revenue	26.35 ²	29.86	+13.3
Other income	0.49	0.37	-24.6
Operating expenses	18.25	27.36	+49.9
Impairment loss related to an associate	-	-5.20	N.M.
Share of results of associates, net of tax	-0.04	0.67	N.M.
Profit/(loss) before tax	8.40	-1.81	N.M.
Profit/(loss) after tax	6.97	-2.93	N.M.
Net profit/(loss) attributable to owners of the Company	7.02	-2.69	N.M.
Net profit (excluding one-off impairment loss) attributable to owners of the Company	7.02	2.51	-64.3
EPS (cents)	2.54	0.86 ³	-66.1
Dividend Per Share (cents)	1.10	1.10	-

Notes:

1. Include the new banking operations
2. Restated to include net interest revenue
3. Excluding impairment loss of S\$5.2 million related to India Business recognised in Jun 2022.

Financial Results for Group

(1H2022 vs 1H2021)

S\$ (Million)	1H2021	1H2022 ¹	YoY change (%)
Revenue	106.48 ²	106.84	+0.3
Total net revenue	55.04 ²	58.41	+6.1
Other income	1.44	0.66	-54.1
Operating expenses	37.38	48.48	+29.7
Impairment loss related to an associate	-	-5.20	N.M.
Share of results of associates, net of tax	-0.08	0.40	N.M.
Profit before tax	18.70	5.52	-70.5
Profit after tax	15.73	2.75	-82.5
Net profit attributable to owners of the Company	15.84	3.04	-80.8
Net profit (excluding one-off impairment loss) attributable to owners of the Company	15.84	8.24	-48.0
EPS (cents)	5.76	2.82 ³	-51.0
Dividend Per Share (cents)	2.10	2.10	-

Notes:

1. Include the new banking operations
2. Restated to include net interest revenue
3. Excluding impairment loss of S\$5.2 million related to India Business recognised in Jun 2022.

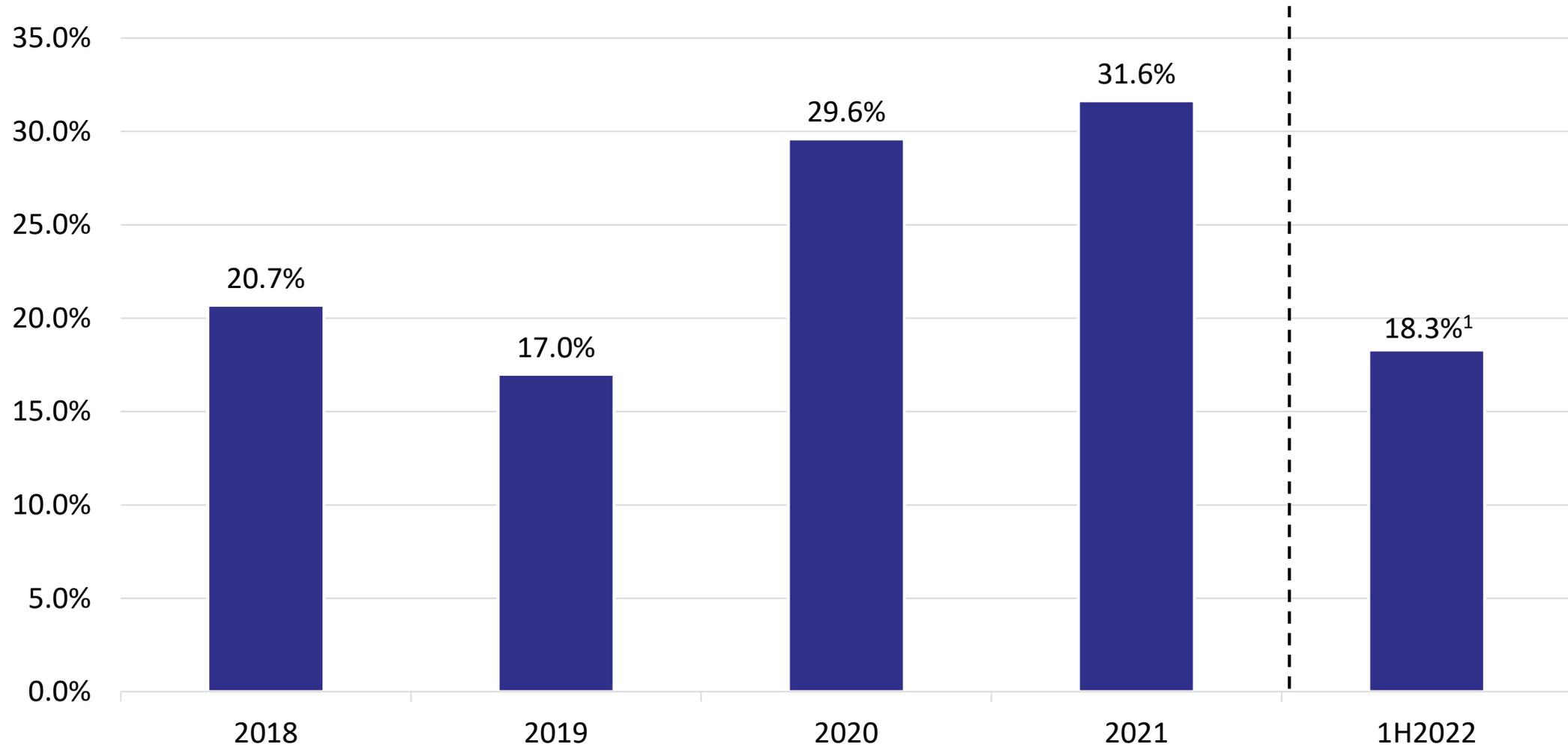
Results Overview for Group

S\$ (Million)	FY2018	FY2019	FY2020	FY2021	1H2022 ¹
Revenue ²	122.25	126.61	170.76	216.90	106.84
Total net revenue ²	60.45	65.91	86.64	113.91	58.41
Other income	1.16	2.04	5.21	0.49	0.66
Operating expenses	49.78	56.06	65.29	77.68	48.48
Interest expenses on lease liabilities	-	-0.77	-0.76	-0.56	-0.28
Impairment loss related to an associate	-	-	-	-	-5.20
Share of results of associates, net of tax	0.52	-0.05	-0.41	-0.35	0.40
Profit before tax	12.35	11.07	25.39	35.82	5.52
Profit after tax	10.69	9.31	20.96	30.41	2.75
Net profit attributable to owners of the Company	10.91	9.52	21.15	30.63	3.04
Net profit (excluding one-off impairment loss) attributable to owners of the Company	10.91	9.52	21.15	30.63	8.24
EPS (cents)	4.10	3.55	7.80	11.10	2.82 ³
Operating cashflows	17.62	19.38	41.56	46.53	16.38
Dividend per share (cents)	3.15	3.15	3.30	4.80	2.10

Notes:

1. Includes the new banking operation for 1H2022
2. Restated to include net interest revenue for FY2018, FY2019, FY2020 and FY2021
3. Excluding impairment loss of S\$5.2 million related to India Business recognised in Jun 2022.

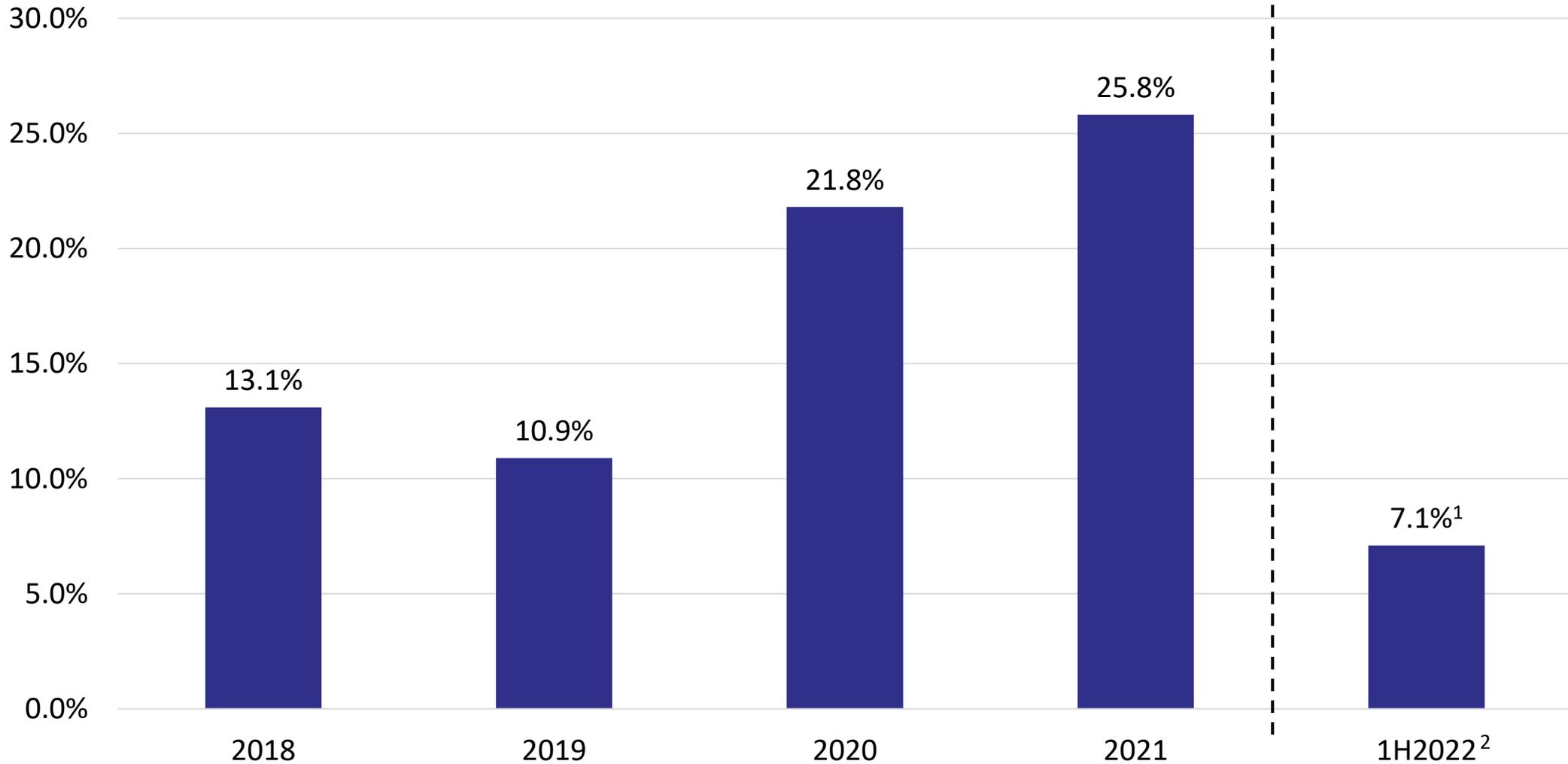
PBT Margin for Group (Based on Total Net Revenue)



Notes:

1. Includes the new banking operation for 1H2022 and excludes impairment loss of S\$5.2 million related to India Business recognised in Jun 2022.

Return on Equity



Notes:

1. Excluding impairment loss of S\$5.2 million related to India Business recognised in Jun 2022.
2. The Group conducted a S\$103 million share placement exercise in January 2022.

Financial Indicators

S\$ (Million)	FY2018	FY2019	FY2020	FY2021	1H2022
EBITA	16.44	17.49	32.98	45.01	15.92 ³
Net Cash Position ¹	48.06	40.15	53.28	59.29	110.83
Operating Cash Flows	17.62	19.38	41.56	46.53	16.38
Capital Expenditure ²	10.73	11.90	12.63	21.62	4.55
Net Current Assets	56.62	49.86	58.35	68.03	132.72
Shareholders' Equity	85.56	90.06	104.11	128.65	226.28

Notes:

1. Comprising cash and cash equivalents and investments in financial assets (categorised as other investments under current assets) net of bank loans, and deposits and balances of customers at the end of the respective year or period.
2. Excluding right-of-use assets recognised following the adoption of SFRS(I)16 Leases with effect from 1 Jan 2019.
3. Excluding impairment loss of S\$5.2 million related to India Business recognised in Jun 2022.

Net Cash Position

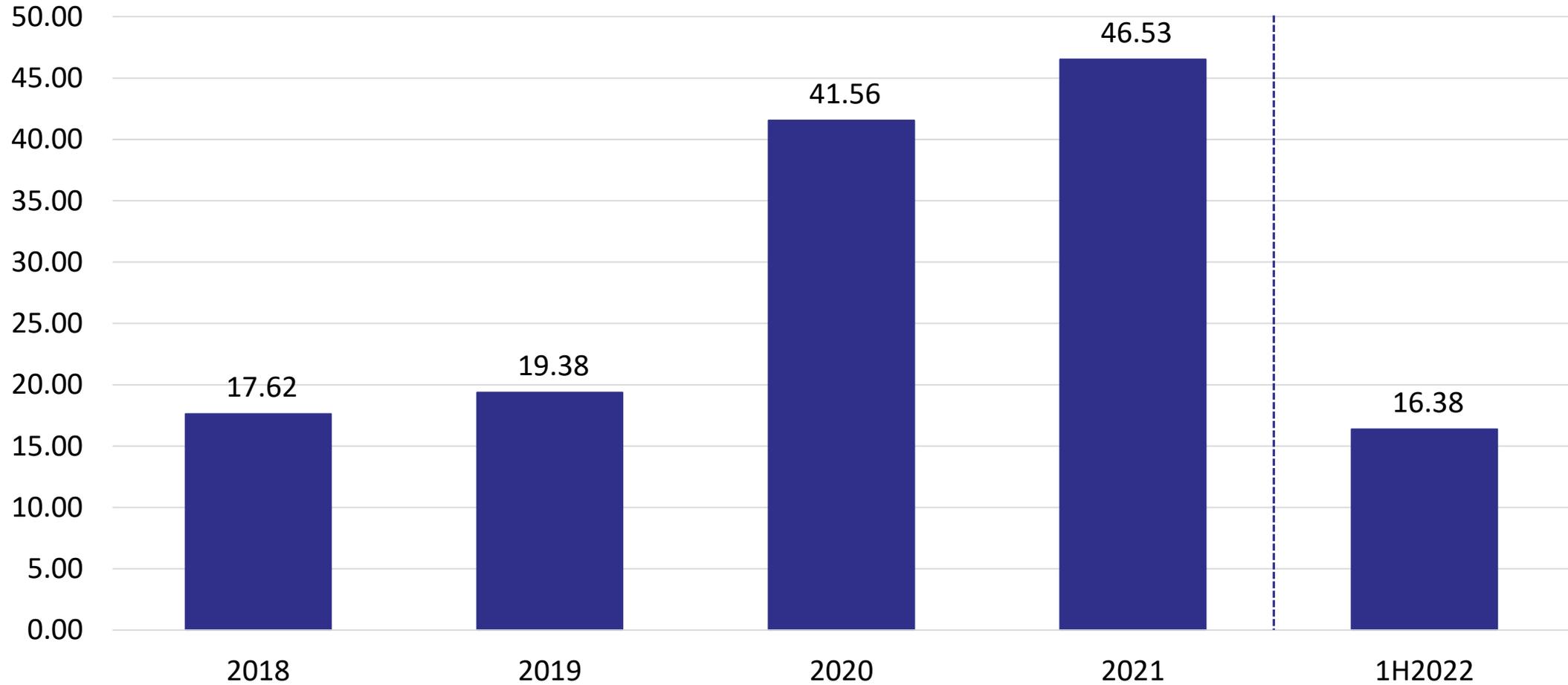
	As at 31 Dec 2021 (S\$ million)	As at 30 Jun 2022 (S\$ million)
Cash and Cash Equivalents	44.10	165.99
Other Investments ¹	15.19	22.87
Less: Customers' Deposits	-	(78.03)
Total Cash	59.29	110.83
Less: Bank Loans	-	-
Net Cash Position	59.29	110.83
Gross Debt-to-Equity Ratio	0.00%	0.00%
Net Debt-to-Equity Ratio	Net Cash Position	Net Cash Position

Note:

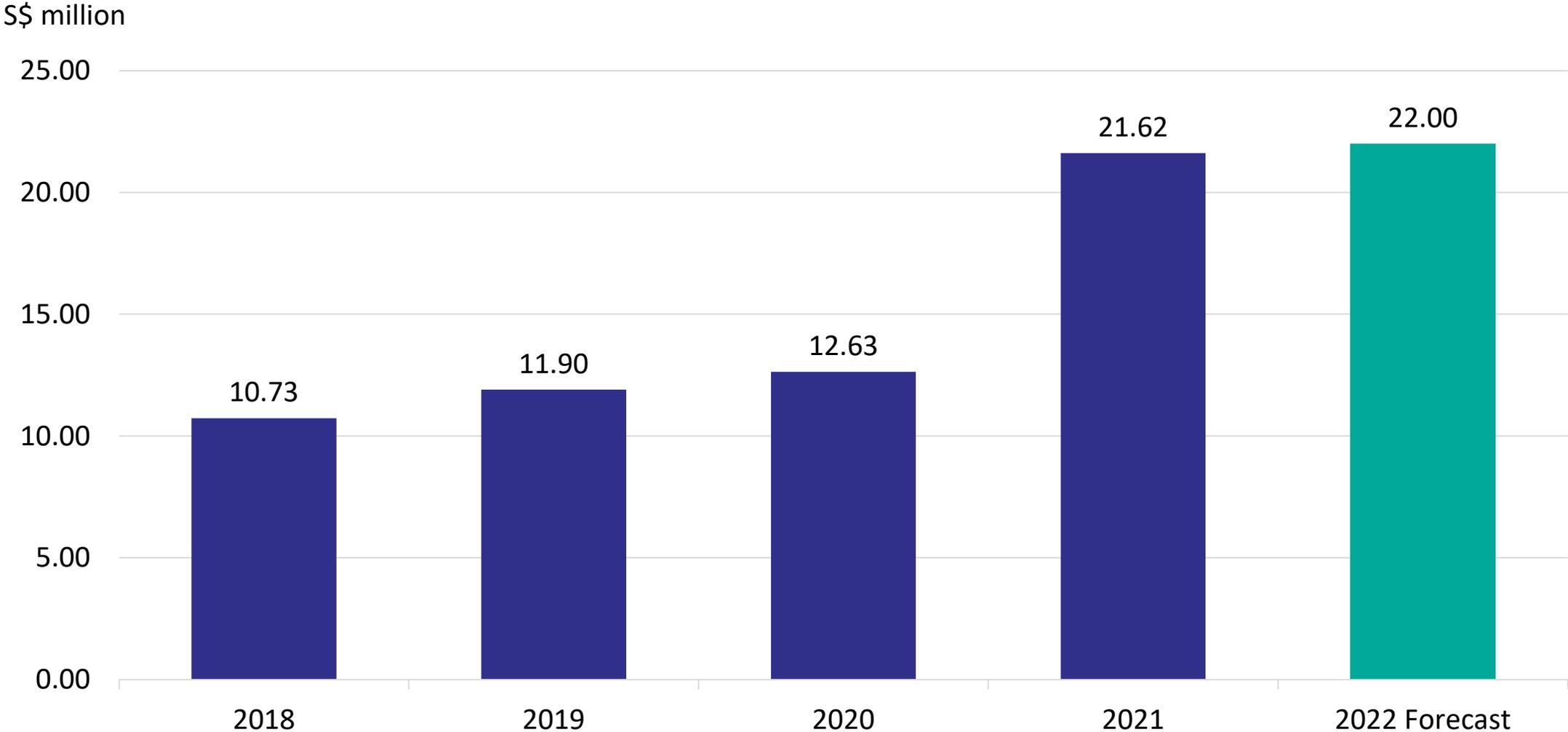
1. Other investments comprise investments in financial assets under current assets.

Group Operating Cash Flows

S\$ million



Capital Expenditure



Note:

- 1. Capital Expenditure stood at S\$4.55 million in 1H2022.

Number of issued shares

	As at 31 Dec 2021	As at 30 Jun 2022
Total number of issued shares (excluding treasury shares and subsidiary holdings)	276,946,913	293,026,613

Our Consolidated Financial Position

	As at 31 Dec 21 S\$'000	As at 30 Jun 22 S\$'000
ASSETS		
Plant and Equipment	7,552	6,945
Right-of-use Assets	14,198	14,497
Intangible Assets and Goodwill	32,623	66,852
Associates	6,552	3,513
Other Investments	2,919	10,310
Deferred Tax Assets	2,448	2,478
Contract Costs	3,241	6,024
Prepayments & Others	675	1,651
TOTAL NON-CURRENT ASSETS	70,208	112,270
Current Tax Receivables	219	246
Other Investments	15,197	22,871
Contract Costs	97	105
Prepayments and Others	3,107	4,800
Trade & Other Receivables	55,126	81,106
Uncompleted Contracts - Buyers	36,800	72,999
Money Market Funds	5,751	21,884
Cash at Bank and In Hand	38,346	144,102
TOTAL CURRENT ASSETS	154,643	348,113
TOTAL ASSETS	224,851	460,383

Our Consolidated Financial Position

	As at 31 Dec 21 S\$'000	As at 30 Jun 22 S\$'000
EQUITY		
Share Capital	67,577	171,004
Reserves	61,076	55,272
EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY	128,653	226,276
Non-Controlling Interests	(1,018)	8,204
TOTAL EQUITY	127,635	234,480
LIABILITIES		
Deferred Tax Liabilities	3,092	2,825
Lease Liabilities	7,513	7,682
TOTAL NON-CURRENT LIABILITIES	10,605	10,507
Current Tax Payables	4,191	3,511
Lease Liabilities	7,665	7,964
Deposits and Balances of Customers	-	78,030
Trade & Other Payables	38,016	51,318
Uncompleted Contracts - Sellers	36,739	74,573
TOTAL CURRENT LIABILITIES	86,611	215,396
TOTAL LIABILITIES	97,216	225,903
TOTAL EQUITY & LIABILITIES	224,851	460,383

Held under Trust

	As at 31 Dec 21 S\$'000	As at 30 Jun 22 S\$'000
HELD UNDER TRUST		
Client Bank Accounts	973,592	1,070,044
Client Ledger Balances	(973,592)	(1,070,044)
	-	-

- Certain subsidiaries in the Group receive and hold monies deposited by clients and other institutions in the course of the conduct of the regulated activities of dealing in securities.
- These clients' monies are maintained in one or more trust bank accounts which are separately maintained from the bank accounts of the Group.

Second Interim Dividend for FY2022

Second Interim Dividend for FY2022 - Schedule	
Dividend per share	1.10 cents per ordinary share
Ex-dividend date	3 August 2022
Record date and time	4 August 2022 (5.00 pm)
Payment date	17 August 2022

- For the second interim dividend for 2Q2022, the Directors declared a dividend of 1.10 cents per ordinary share (second interim dividend for 2Q2021: 1.10 cents per ordinary share).

Business Update



iFAST India Associate To Exit Onshore Platform Business and Focus on Providing Global Fintech Solutions

- On 23 July 2022, iFAST Corp has announced that iFAST India Holdings Pte Ltd (“iFAST India Holdings”), an associate company of the Company, has decided to exit its onshore platform service business in India and pivot to focus on providing global Fintech solutions.
- The Company’s 41.5 percent-owned associated company, iFAST India Holdings, is an investment-holding company which owns iFAST India Investments Pte Ltd, a Singapore incorporated company, which in turn owns a majority stake of iFAST Financial India Pvt Ltd (“IFI”), an India-incorporated company engaged in the distribution of investment products including mutual funds in India.
- Securities and Exchange Board of India (“SEBI”) has announced the discontinuation of the usage of pool account for mutual fund transactions with effect from 1st July 2022. IFI has assessed that this new regulation has fundamentally undermined the ability of IFI to provide efficient online platform services to its clients, advisers and business partners in India, and has decided to exit its onshore platform service business. The Board of IFI will work towards ensuring a smooth transition for existing clients and partners.
- With the restructuring of the IFI business, iFAST Corp has provided a one-time estimated impairment allowance of S\$5.2 million which is reflected in the Group’s second quarter and half year 2022 Financial Statements Announcement.
- The Board of IFI continues to explore new opportunities and will focus on the provision of global Fintech solutions by leveraging on the expertise of the iFAST Group to support the growth of the financial advisory industry in India.

Recap of iFAST's Four-Year Plan

- 1. 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 S\$100 billion by 2028.
- 2. Accelerate Hong Kong Growth:** Substantially accelerate the growth of the Group's overall Hong Kong business as it effectively executes its ePension business in Hong Kong, and continues to improve on its existing platform capabilities.
- 3. 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.
- 4. 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.

Guidance on Hong Kong Targets (Updated on Apr 2022)

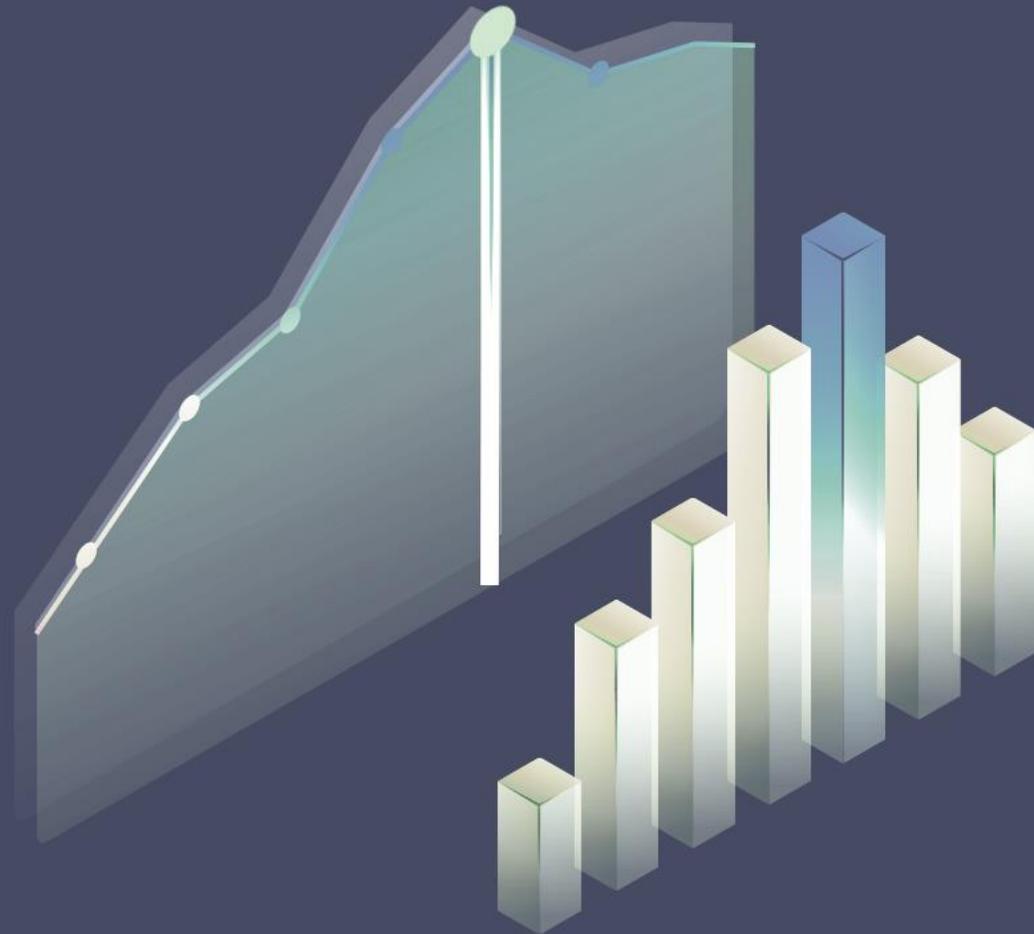
- On 23 April 2022, the Group updated the targeted revenue and Profit Before Tax (PBT) for its overall Hong Kong business in 2023, 2024 and 2025:
 - **Gross Revenue Targets**
 - Target to achieve Gross Revenue of >HKD400 million in 2023*
 - Target to achieve Gross Revenue of >HKD1.1 billion in 2024
 - Target to achieve Gross Revenue of >HKD1.6 billion in 2025
 - **Net Revenue Targets**
 - Target to achieve Net Revenue of >HKD280 million in 2023*
 - Target to achieve Net Revenue of >HKD900 million in 2024
 - Target to achieve Net Revenue of >HKD1.3 billion in 2025
 - **PBT Targets**
 - Target to achieve PBT of >HKD100 million in 2023*
 - Target to achieve PBT of >HKD250 million in 2024
 - Target to achieve PBT of >HKD500 million in 2025

Notes:

* The 2023 targets guidance assumes that the contribution from ePension project will begin in 4Q2023.

It should be noted that the above are the Group's targets, and should not be taken to mean a firm set of projections. The targets may change if there are unforeseen circumstances, or if there are material changes in the operating environment in the next few years.

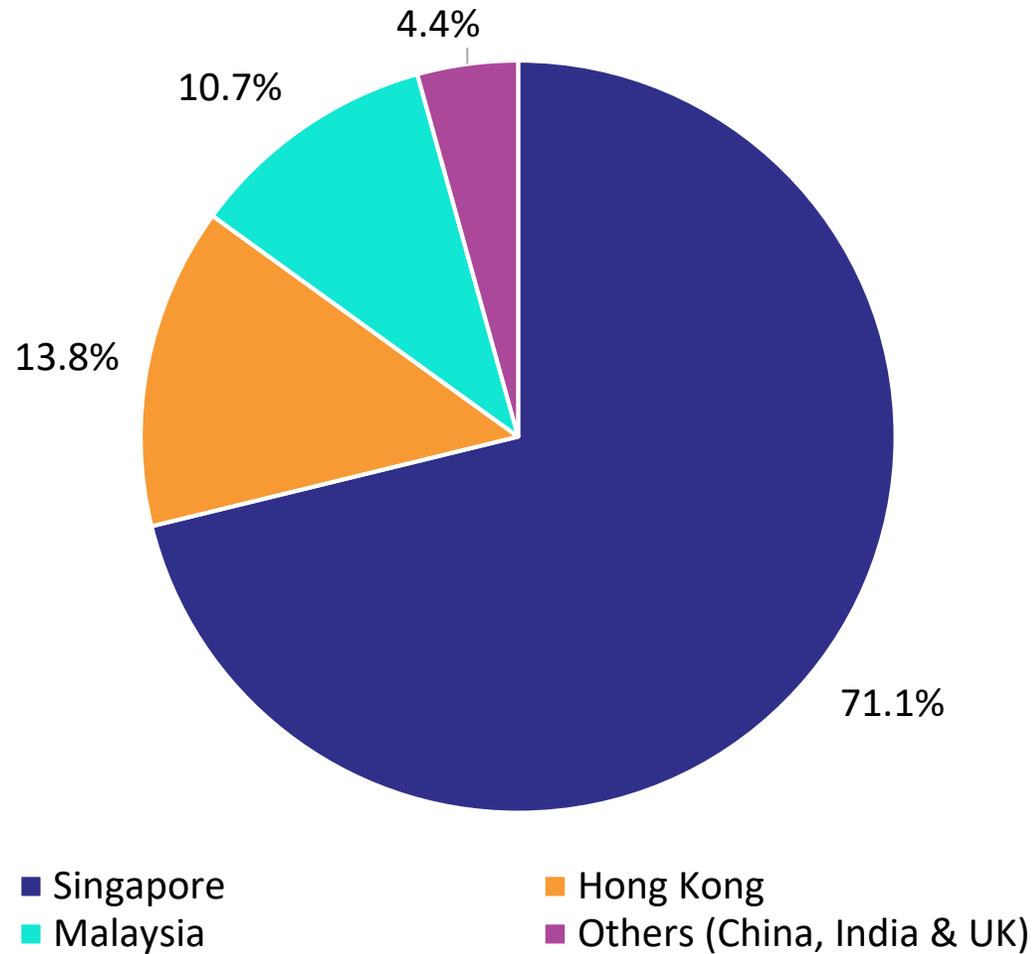
Performance Trend



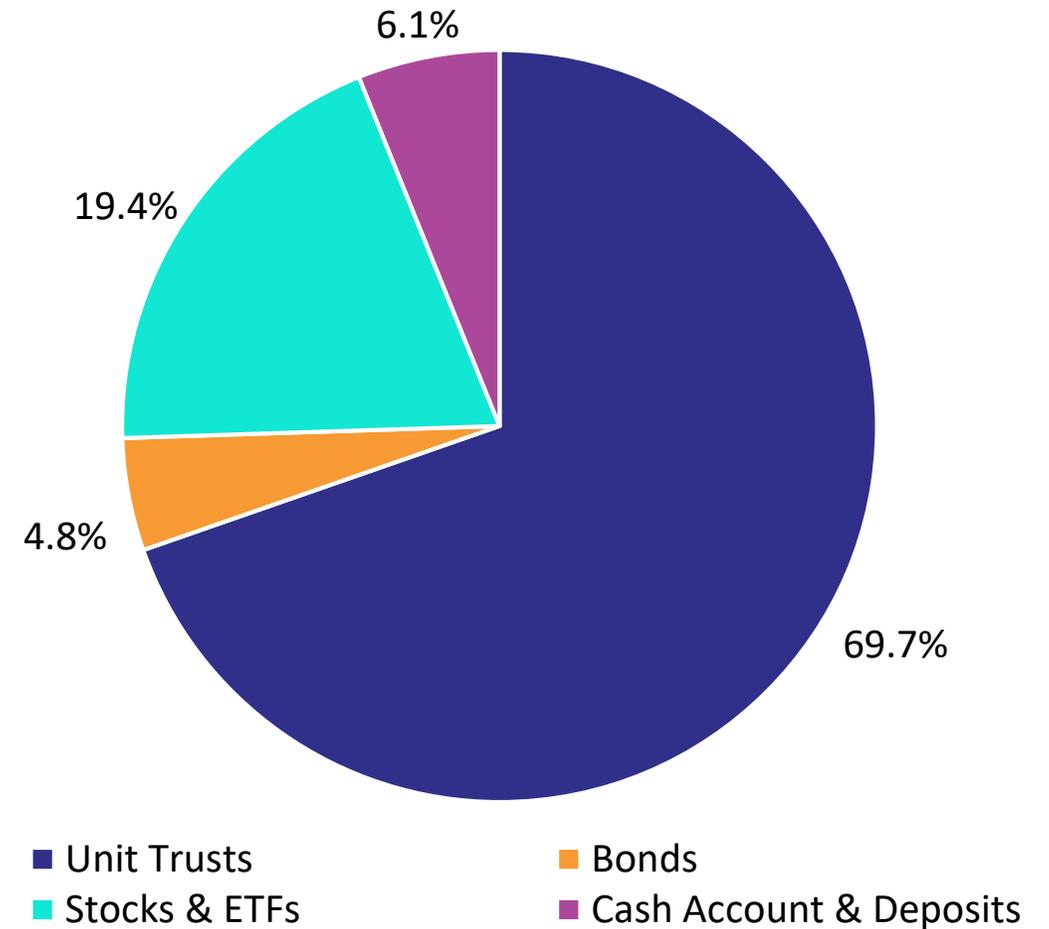
AUA Breakdown: Markets & Products

(as at 30 Jun 2022)

AUA Breakdown By Markets



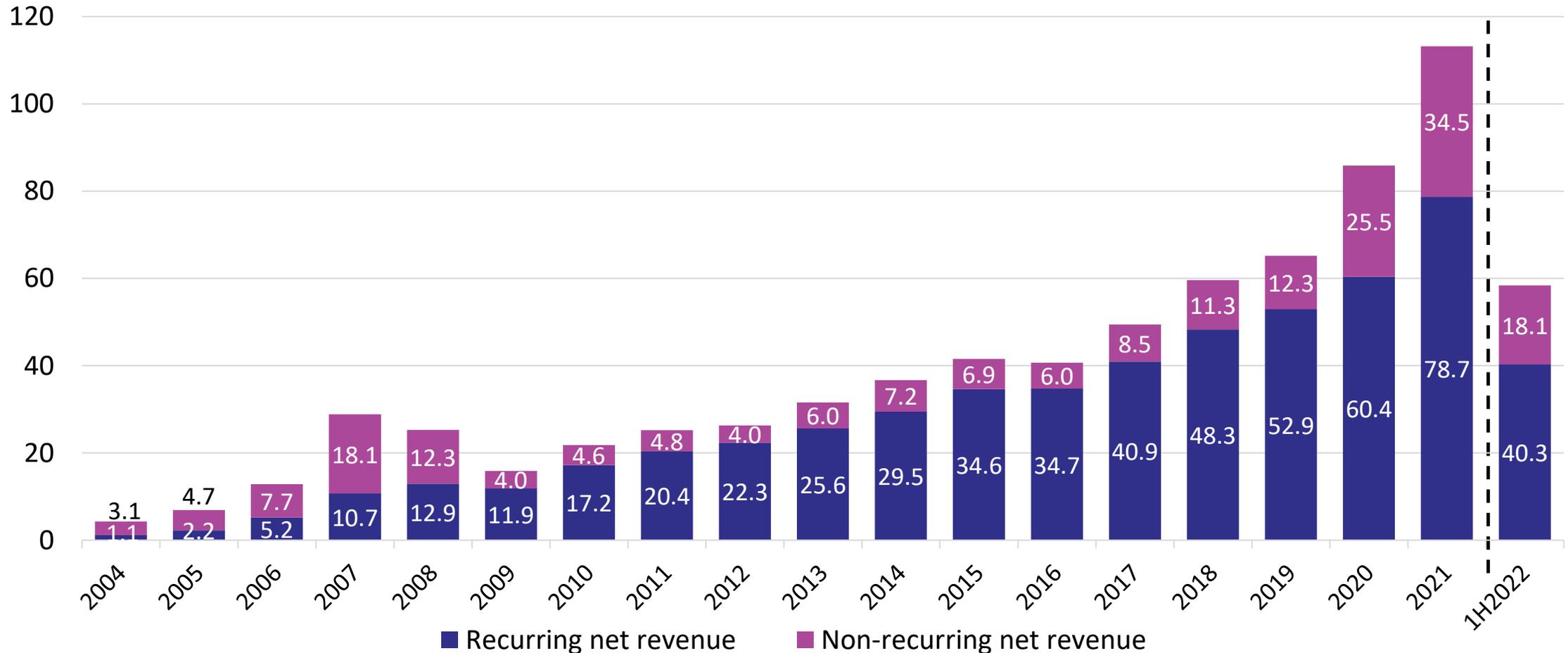
AUA Breakdown By Products



Total Net Revenue¹ Breakdown between Recurring and Non-recurring Sources

Average contribution from recurring net revenue as opposed to non-recurring net revenue in the period from 2021 to 1H2022 was **69.3%**

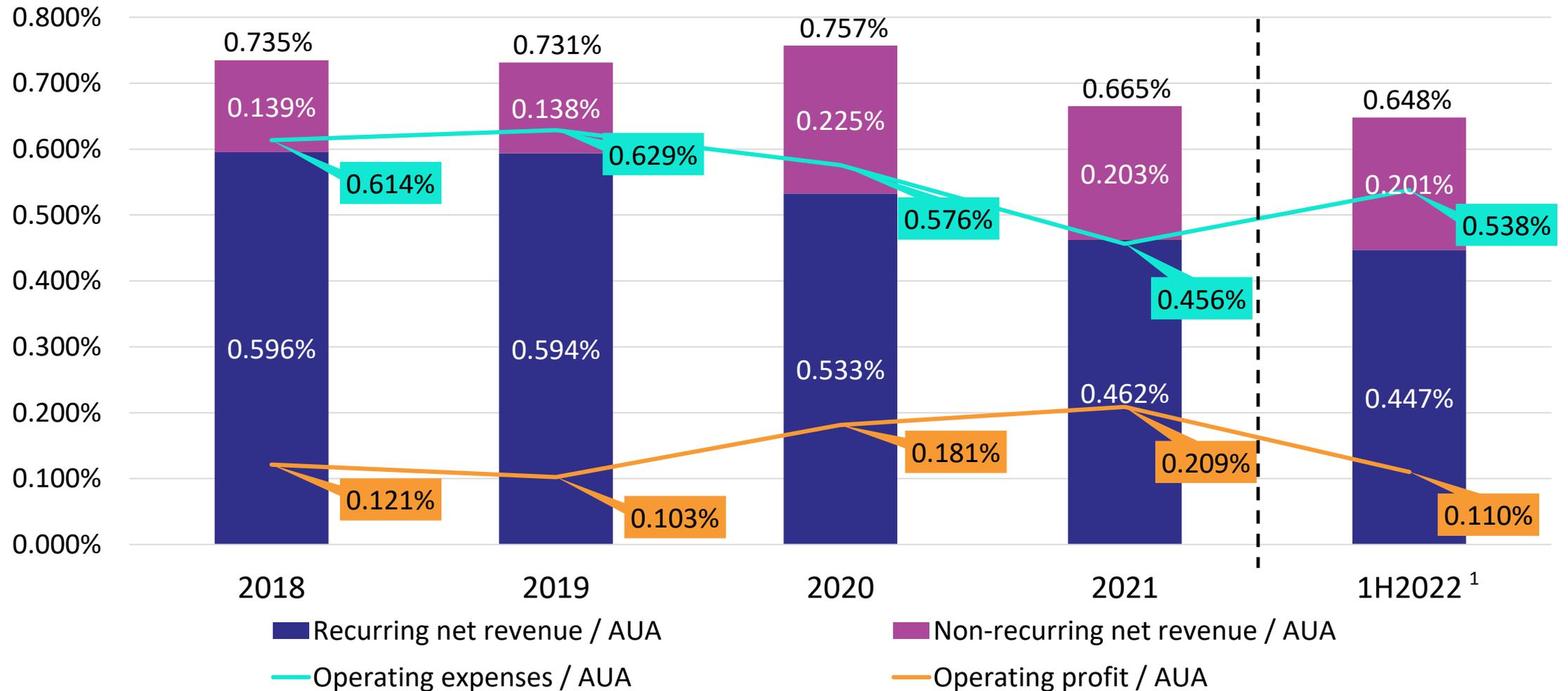
S\$ million



Note

1. Including the new banking operation

Total Net Revenue¹, Operating Expenses and Operating Profit as a Ratio of Average AUA



Note

1. Including the new banking operation

Profit/Loss - Geographical Segment

Profit/Loss (S\$ Million)	YoY Change			YoY Change		
	2Q2021	2Q2022	(%)	1H2021	1H2022	(%)
Singapore	7.05	3.56	-49.4	15.73	8.93	-43.2
Hong Kong	1.63	1.69	+3.9	3.22	3.88	+20.7
Malaysia	1.22	0.49	-59.4	2.74	2.25	-17.9
China	(1.40)	(1.85)	+31.7	(2.80)	(3.50)	+25.0
UK	-	(0.95)	N.M.	-	(0.95)	N.M.
Other ¹	(0.04)	0.67	N.M.	(0.08)	0.40	N.M.
Profit before tax ^{2/3}	8.45	3.62	-57.1	18.81	11.01	-41.4
Impairment loss related to an associate	-	(5.20)	N.M.	-	(5.20)	N.M.
Tax expense	(1.43)	(1.12)	-22.1	(2.97)	(2.77)	-6.7
Net profit after tax ²	7.02	(2.69)	N.M.	15.84	3.04	-80.8

Notes:

1. Representing share of results of associates
2. Attributable to owners of the Company and excluding impairment loss related to an associate
3. Excluding impairment loss related to an associate

Profit/Loss - Geographical Segment

Profit/Loss (S\$ Million)	FY2018	FY2019	FY2020	FY2021	1H2022
Singapore	11.86	9.96	21.32	28.43	8.93
Hong Kong	3.42	4.42	5.79	8.39	3.88
Malaysia	1.37	1.76	3.75	5.39	2.25
China	(4.60)	(4.82)	(4.88)	(5.82)	(3.50)
UK	-	-	-	-	(0.95)
Other ¹	0.52	(0.05)	(0.41)	(0.35)	0.40
Profit before tax ^{2/3}	12.57	11.27	25.57	36.04	11.01
Impairment loss related to an associate	-	-	-	-	(5.20)
Tax expense	(1.66)	(1.76)	(4.42)	(5.41)	(2.77)
Net profit after tax ²	10.91	9.52	21.15	30.63	3.04

Notes:

1. Representing share of results of associates
2. Attributable to owners of the Company
3. Excluding impairment loss related to an associate

Total Net Revenue - Geographical Segment

S\$ (Million)	FY2018	FY2019	FY2020	FY2021	1H2022
Singapore	39.30	41.95	56.33	73.24	34.48
Hong Kong	14.26	16.71	19.22	24.41	12.07
Malaysia	5.32	5.97	8.55	13.16	6.95
China	0.75	0.57	1.76	2.41	0.99
UK	-	-	-	-	3.92
Group	59.62	65.20	85.86	113.22	58.41
YoY Change (%)	FY2018	FY2019	FY2020	FY2021	1H2022
Singapore	+13.0	+6.8	+34.3	+30.0	-6.5
Hong Kong	+32.2	+17.2	+15.0	+27.0	+16.2
Malaysia	+53.4	+12.2	+43.2	+54.0	+6.8
China	+73.1	-24.1	+210.6	+37.3	-23.3
UK	-	-	-	-	-
Group	+20.6	+9.4	+31.7	+31.9	6.1

Recurring and Non-recurring Total Net Revenue

S\$ (Million)	FY2018	FY2019	FY2020	FY2021	1H2022 ¹
Recurring net revenue	48.32	52.94	60.39	78.69	40.30
Non-recurring net revenue	11.30	12.26	25.47	34.53	18.11
Total net revenue	59.62	65.20	85.86	113.22	58.41
YoY Change (%)	FY2018	FY2019	FY2020	FY2021	1H2022 ¹
Recurring net revenue	+18.0	+9.6	+14.1	+30.3	+6.7
Non-recurring net revenue	+33.0	+8.5	+107.7	+35.6	+4.9
Total net revenue	+20.6	+9.4	+31.7	+31.9	+6.1

Note:

1. Including the new banking operation

Net Revenue¹ - B2B Business Segment

B2B Net Revenue (S\$ Million)	FY2018	FY2019	FY2020	FY2021	1H2022
Recurring net revenue	33.88	37.12	42.34	55.73	28.55
Non-recurring net revenue	7.22	7.19	10.88	16.42	8.57
Total B2B net revenue	41.10	44.31	53.22	72.15	37.12
YoY Change (%)	FY2018	FY2019	FY2020	FY2021	1H2022
Recurring net revenue	+17.4	+9.6	+14.1	+31.6	+10.1
Non-recurring net revenue	+40.1	-0.5	+51.4	+50.9	+33.9
Total B2B net revenue	+20.9	+7.8	+20.1	+35.6	+14.8

Note:

1. Exclude the banking operation and interest revenue

Net Revenue¹ - B2C Business Segment

B2C Net Revenue (S\$ Million)	FY2018	FY2019	FY2020	FY2021	1H2022
Recurring net revenue	14.44	15.81	18.04	22.96	10.79
Non-recurring net revenue	4.08	5.08	14.60	18.11	5.72
Total B2C net revenue	18.52	20.89	32.64	41.07	16.51
YoY Change (%)	FY2018	FY2019	FY2020	FY2021	1H2022
Recurring net revenue	+19.3	+9.5	+14.0	+27.3	-6.0
Non-recurring net revenue	+22.0	+24.3	+187.5	+24.0	-47.4
Total B2C net revenue	+19.9	+12.8	+56.2	+25.9	-26.1

Note:

1. Exclude the banking operation and interest revenue



Progress of Individual Markets

SINGAPORE

- Net revenue for the Singapore operation fell 4.1% YoY to S\$16.91 million in 2Q2022 and 6.5% YoY to S\$34.48 million in 1H2022.
- The AUA of the Singapore operation grew 3.0% YoY but fell 5.0% QoQ to S\$12.56 billion as at 30 June 2022.
- The AUA of the B2B business (excluding IGM division) grew 6.2% YoY in 2Q2022. Sales were negatively impacted due to the weaker market sentiment, but with a wide range of products and services catering for different market situations, the B2B business was able to retain most of its AUA within its ecosystem. Net inflows were positive and healthy, and strengthened considerably on a QoQ basis, mitigating the QoQ fall in AUA to -4.5%.
- The B2B platform also continued to sign up new business partners. Together with the ongoing enhancements and upgrades being performed on the B2B platform, the B2B business is well-positioned to deliver strong AUA growth over the medium- to long-term, especially when market sentiment strengthens.
- AUA for the iGM Singapore division closed the quarter at S\$1.03 billion, a -1.9% QoQ decline as the impact of weaker equity and bond markets offset positive net inflows over the quarter. On a YoY basis, AUA was 6.1% higher.
- Wealth advisory team strength was 8.9% higher YoY, while the average AUA per adviser remained unchanged from the previous quarter at S\$16.9 million.



Progress of Individual Markets

SINGAPORE

- As bond yields rose over the quarter, the iGM division launched SGS bonds as a new core product offering, to provide clients with a proper fixed deposit alternative to capitalise on higher interest rates. Despite their ability to help optimise one's savings and deposits, many clients remain underserved on SGS bonds, and the timely launch of the product within the division's advisory eco-system encapsulates the iGM vision of helping clients to build wealth with simple investment products.
- The AUA for the FSMOne.com division as at 30 June 2022 declined marginally by about 2.5% YoY. Market declines in most global stock and bond markets led to a negative market effect on the AUA level of the investment products, which exceeded the positive contribution from net inflows on the platform in 2Q2022. Despite volatile market conditions, net inflows from investors were positive in both quarters in 1H2022.
- As part of continuous efforts to help investors on the investment and financial education front, FSMOne.com resumed its in-person events including the FSM ETFestival and the iFAST Mid-Year Review in May and July 2022. The events were also livestreamed for the convenience of investors, and attracted over 4,000 attendees online and in person. The FSM ETFestival provides an opportunity for investors to engage with the iFAST research analysts and partners on the different opportunities and risks in investing in ETFs. The iFAST research team updated the annual ETF Focus List which features some of the more interesting ETFs invested across equities, fixed income and other thematic sectors.



Progress of Individual Markets

HONG KONG

- Net revenue for the Hong Kong operation increased 9.5% YoY to S\$5.67 million in 2Q2022 and 16.2% YoY to S\$12.07 million in 1H2022.
- The AUA of the Hong Kong operation fell 20.7% YoY and 7.5% QoQ to S\$2.44 billion as at 30 June 2022. The fall in AUA is a result of falling asset value and client redemptions in 2Q2022.
- The AUA of the B2B division declined 7.4% QoQ and 18.9% YoY, and the decline in AUA is mainly due to a fall in the asset value of investment products and client redemptions.
- With the rising popularity of External Asset Managers (EAMs) in Asia, the B2B platform has signed new EAMs in 2Q2022 and is already in the process of transferring AUA from high net worth individuals onto iFAST. The EAM sector will continue to be one of the main focus in the coming years.
- The B2B division launched a revamped mobile app for B2B wealth advisers and clients in April 2022. Several new features were added to the new mobile app to enhance user experience, such as hassle-free online account opening services and seamless transaction process for investment products including funds, bonds and stocks.



Progress of Individual Markets

HONG KONG

- The AUA of the B2C FSMOne.com division fell 9.7% QoQ and 29.4% YoY, mainly driven by a decline in both UT and bond AUA resulting from redemptions and a significant drop in bond market value. Due to poor performance of financial markets in 1H2022, a decline in sales and turnover was seen across all product types.
- The AUA of the iGM division fell 2.7% QoQ and 7.7% YoY but managed to maintain positive net inflows YTD. The iGM division will continue with the mobile app strategy to help iGM advisers embrace online solutions to deliver efficient advisory services, and this will be a key driver in scaling up the wealth advisory business.



Progress of Individual Markets

MALAYSIA

- Net revenue for the Malaysia operation fell 4.6% YoY to S\$2.91 million in 2Q2022 but increased by 6.8% YoY to S\$6.95 million in 1H2022.
- On a QoQ basis, the Malaysia operation AUA fell 3.5%, though on a YoY basis, AUA increased 16.3% to S\$1.90 billion as at 30 June 2022.
- Overall sales momentum for the B2B division remained slow in 2Q2022, and AUA decreased by 4.4% QoQ, though YoY growth was still healthy at 17.8%.
- Despite overall sales slowing, bonds business within the B2B division remained resilient, and AUA for bonds increased by about 4.1% QoQ and 22.1% YoY.
- With the competitive pricing for stocks and ETFs listed on overseas exchanges such as US, Hong Kong and Singapore exchanges, the AUA of stocks and ETFs has been increasing steadily and more customers have been transferring their stocks holdings from other brokers to the iFAST platform for consolidation and trading.
- Recent inclusion of ETFs into the existing Managed Portfolio services will be a strong selling point for investors going forward.



Progress of Individual Markets

MALAYSIA

- The AUA of iGM division fell marginally by 0.1% QoQ in 2Q2022, though on a YoY basis, AUA rose 36.2%. Overall net inflows also improved, increasing 22.3% QoQ.
- The number of iGM advisers has been steadily growing, and the iGM division is continuously seeking quality candidates to grow the team and looking out for business expansion opportunities.
- The AUA of B2C FSMOne.com division grew 2.5% YoY despite mounting concerns on high inflation and aggressive monetary policies.
- Following the launch of stock trading service in FY2021 and ETF RSP services in 2Q2022, overall AUA for Stocks and ETFs in B2C FSMOne.com division continued to grow, recording 15.4% YoY and 25.2% QoQ growth respectively amidst challenging market conditions. As customers park more monies in their Cash Account for stock trading, the overall Cash AUA in B2C FSMOne.com division also increased 5.3% QoQ and 130.1% YoY respectively.
- Unit Trust net inflows in B2C FSMOne.com division remained positive despite slowing down in 2Q2022.
- The platform has plans to launch new exchanges and cash account types in 2H2022, including connection to China A-Shares.



Progress of Individual Markets

CHINA

- Net revenue for China operation decreased by 10.2% YoY to S\$0.45 million in 2Q2022 and 23.3% YoY to S\$0.99 million in 1H2022. The performance of China's financial markets has been generally poor in the last few months and this has had a negative impact on investment sentiment and revenues.
- Despite uncertain market conditions, AUA of China operations grew 0.3% QoQ and 0.7% YoY, and stood at over RMB2.08 billion (equivalent to S\$432.4 million) at 30 June 2022.
- China's economic growth in 2Q2022 had been severely affected by COVID-19 lockdowns across several cities, most notably Shanghai and Beijing, impacting consumer spending and investors' sentiments. The growth is expected to be the weakest since 1Q2020 when COVID-19 first broke out in Wuhan.
- As China emerges from its Zero COVID policy lockdowns, the stock market had shown signs of bottoming. With supportive monetary and fiscal policies, positive fundamentals and low valuations, prospects may be more optimistic for the China economy in 2H2022, which may help to improve investor sentiments.

Progress of Individual Markets



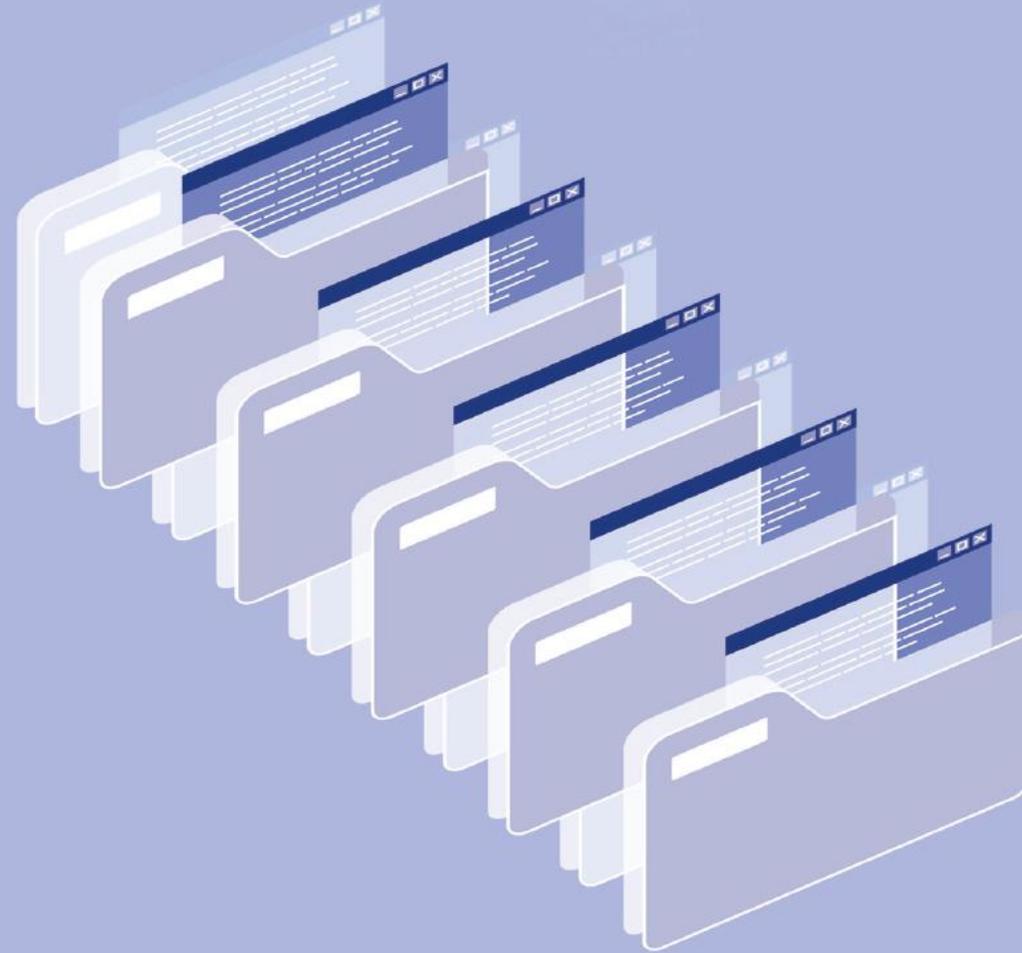
UK

- Following the acquisition on 28 March 2022, iFAST Global Bank has started to contribute an initial net revenue of S\$3.92 million in 2Q2022, and recorded a S\$0.95 million loss in the same quarter.
- The Consumer Remittance business remains as the key contributor to the bank's net revenue.
- The bank has also started working on building new systems, products and services, including online account opening and multi-currency deposits. It targets to roll them out progressively over the course of next two to three quarters and expects them to contribute to the bank's net revenue.
- Moving forward, the Group expects growth to come from the provision of additional basic digital banking products and services, such as online account opening and multi-currency deposits.
- As guided previously, iFAST Global Bank is expected to incur some initial start-up losses at approximately S\$4.0 million¹ for FY2022. The Group targets to achieve profitability for iFAST Global Bank starting 2024.

Note:

1. Based on the Group's 85% stake, and excluding some transaction and other charges charged to balance sheet upon completion.

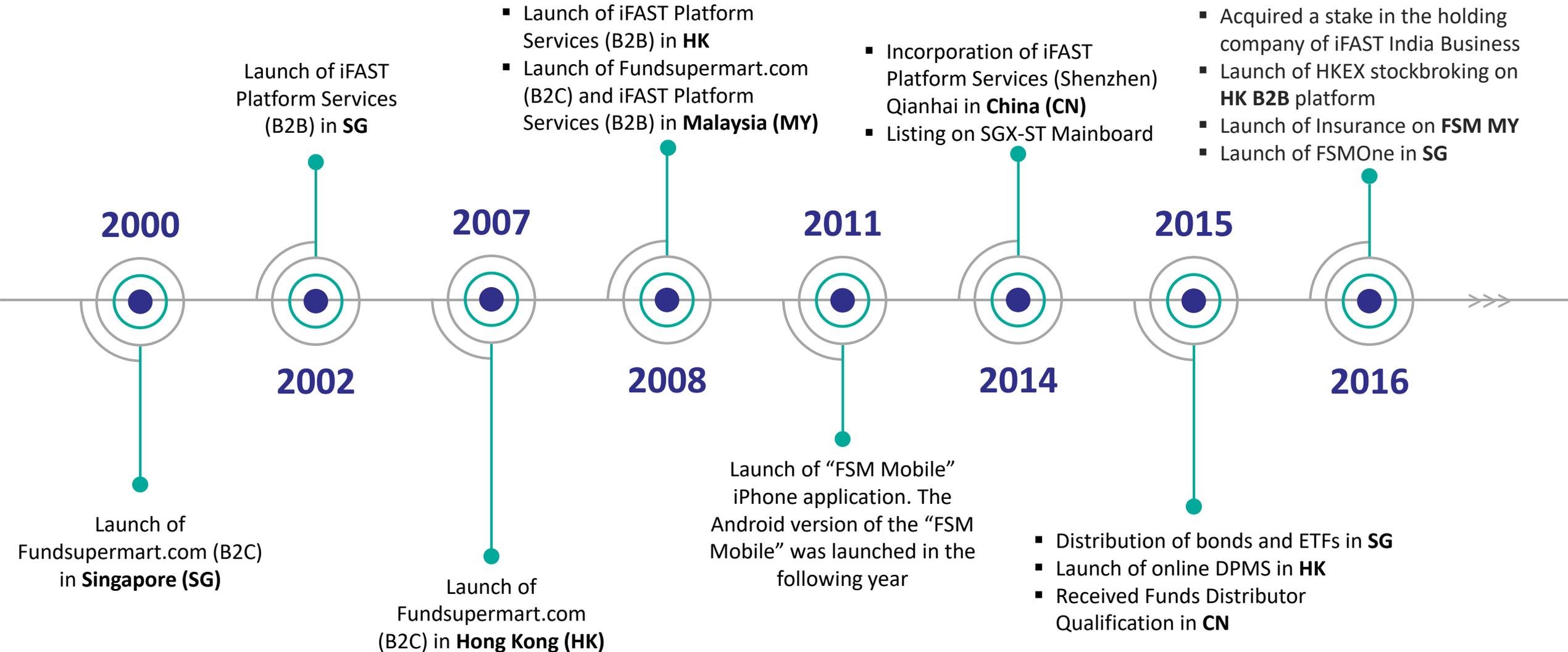
Appendices



Business Overview

- iFAST Corporation Ltd. is a wealth management fintech platform with assets under administration (AUA) of S\$17.68 billion as at 30 June 2022 (stock code: AIY).
- Main business divisions:
 - **Business-to-Consumer (B2C):** FSMOne.com (formerly “FundsUPERmart”) a multi-product online wealth management platform targeted at DIY investors (AUA: S\$5.44 billion);
 - **Business-to-Business (B2B):** Caters to the specialised needs of over 570 financial advisory (FA) companies, financial institutions and banks (AUA: S\$12.24 billion), which in turn have more than 12,000 wealth advisers;
 - **Fintech Solutions / Business-to-Business-to-Consumer (B2B2C) Model:** iFAST Fintech Solutions was launched to provide customisable Fintech solutions for our B2B clients and business partners to empower them with B2C Fintech capabilities; and
 - **iFAST Global Bank:** licensed UK bank aspiring to provide global banking connectivity to customers, corporates and financial institutions.
- The Group offers access to over 16,000 investment products including unit trusts, bonds and Singapore Government Securities (SGS), stocks, Exchange Traded Funds (ETFs), insurance products, and services including discretionary portfolios, research and investment seminars, fintech solutions, banking, pension management, and investment administration and transaction services.
- Our mission statement is, “To help investors around the world invest globally and profitably”.

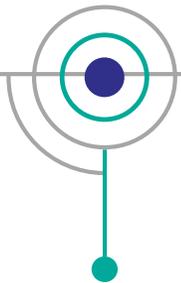
Milestones



Milestones

- Launch of US stockbroking in **HK**
- Launch of FSMOne in **MY**

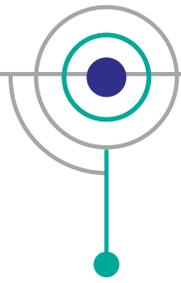
2017



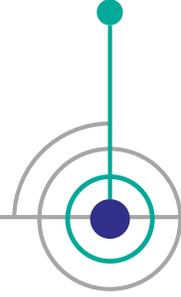
2018



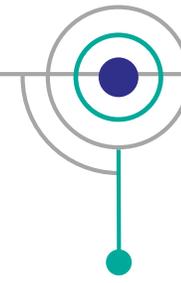
2019



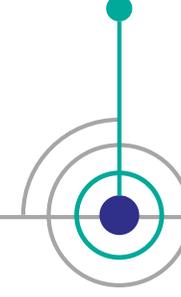
2020



2021



2022



- Launch of revamped FSMOne mobile apps in **SG, HK** and **MY**
- Registered as Private Fund Manager in **CN**

- Acquisition of iFAST Global Bank Limited, a fully licensed UK-based bank (formerly known as BFC Bank Limited)

- Launch of HKEX stockbroking on **FSM HK**
- Launch of online DPMS in **MY**
- Admitted as Trading Member of SGX-ST and Clearing Member of CDP in **SG**
- Launch of SGX & US stockbroking in **SG**
- Launch of FSMOne in **HK**
- Launch of iFAST Fintech Solutions

- iFAST **MY** launched retail bonds under the new Seasoning Framework
- Launch of iFAST Global Markets (iGM) mobile app in **SG** and **HK**

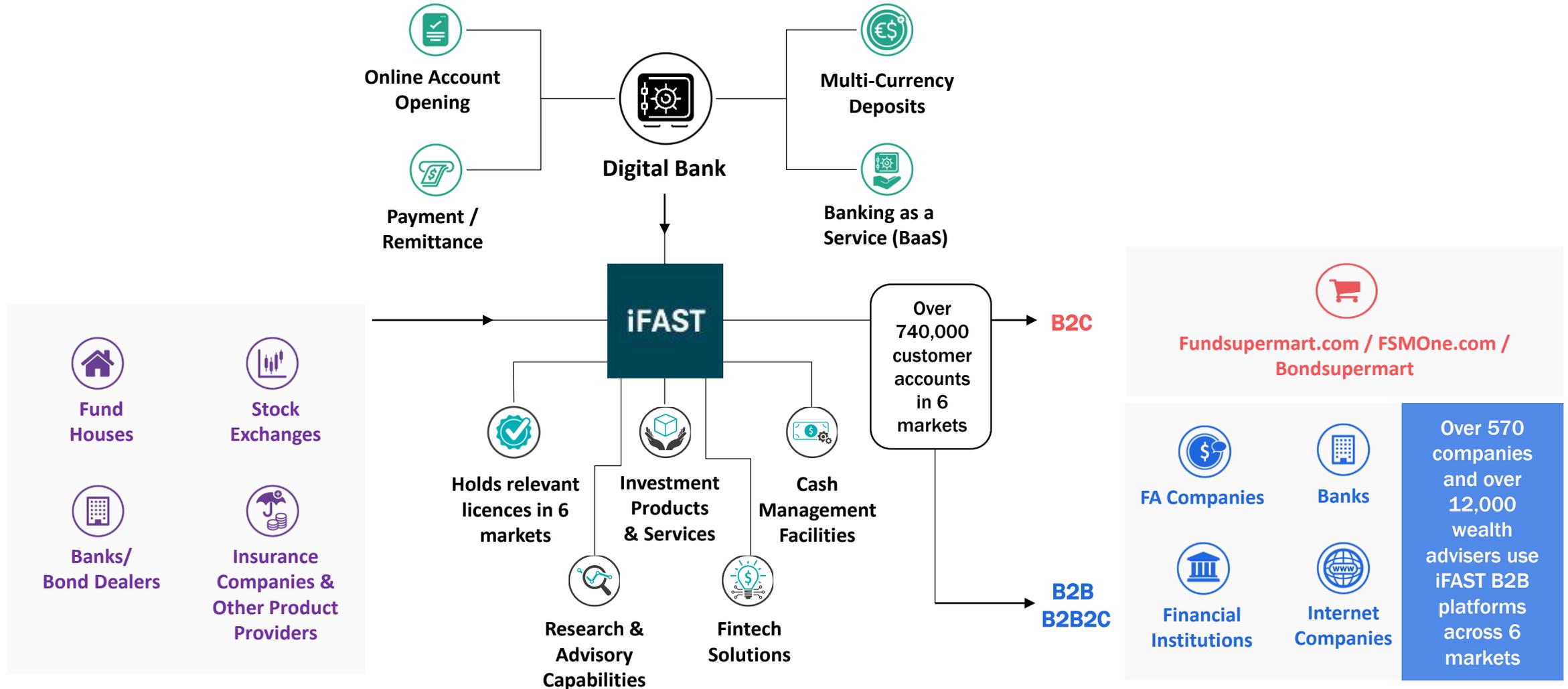
- Launch of Bursa stockbroking in **MY** and **SG**
- iFAST **HK** approved as China Connect Exchange and Clearing Participant by HKEX; launch of China A-Shares stockbroking in **HK** and **SG**
- Launch of HKEX, US and SGX in **MY**
- Launch of iFAST Fund Management business in **SG**
- Launch of iFAST ePension Services in **HK**

iFAST Fintech Ecosystem

Connecting All to Help Investors Invest Globally and Profitably



(as at 30 June 2022)



Access to iFAST's Infrastructure & Distribution Network in 6 markets

The Future of Wealth Management and Digital Banking

- The Group believes that the future of wealth management is one where many investors from various emerging markets will be looking for the best wealth management platforms across the world that can provide them seamless access and connectivity to global products and global exchanges.
- Wealth management platforms with seamless links to good digital banking services that allow consumers and investors to manage payment flows seamlessly across borders while getting attractive deposit rates in various currencies, will have strong advantages.
- With that in mind, the Group believes that one of the central components of the iFAST Ecosystem in the future will be a digital bank located in a trusted jurisdiction.
- A full licensed UK bank will fit these requirements very well, given London's status as a top financial centre with strong connectivity to the world, and given its forward-looking regulatory frameworks.

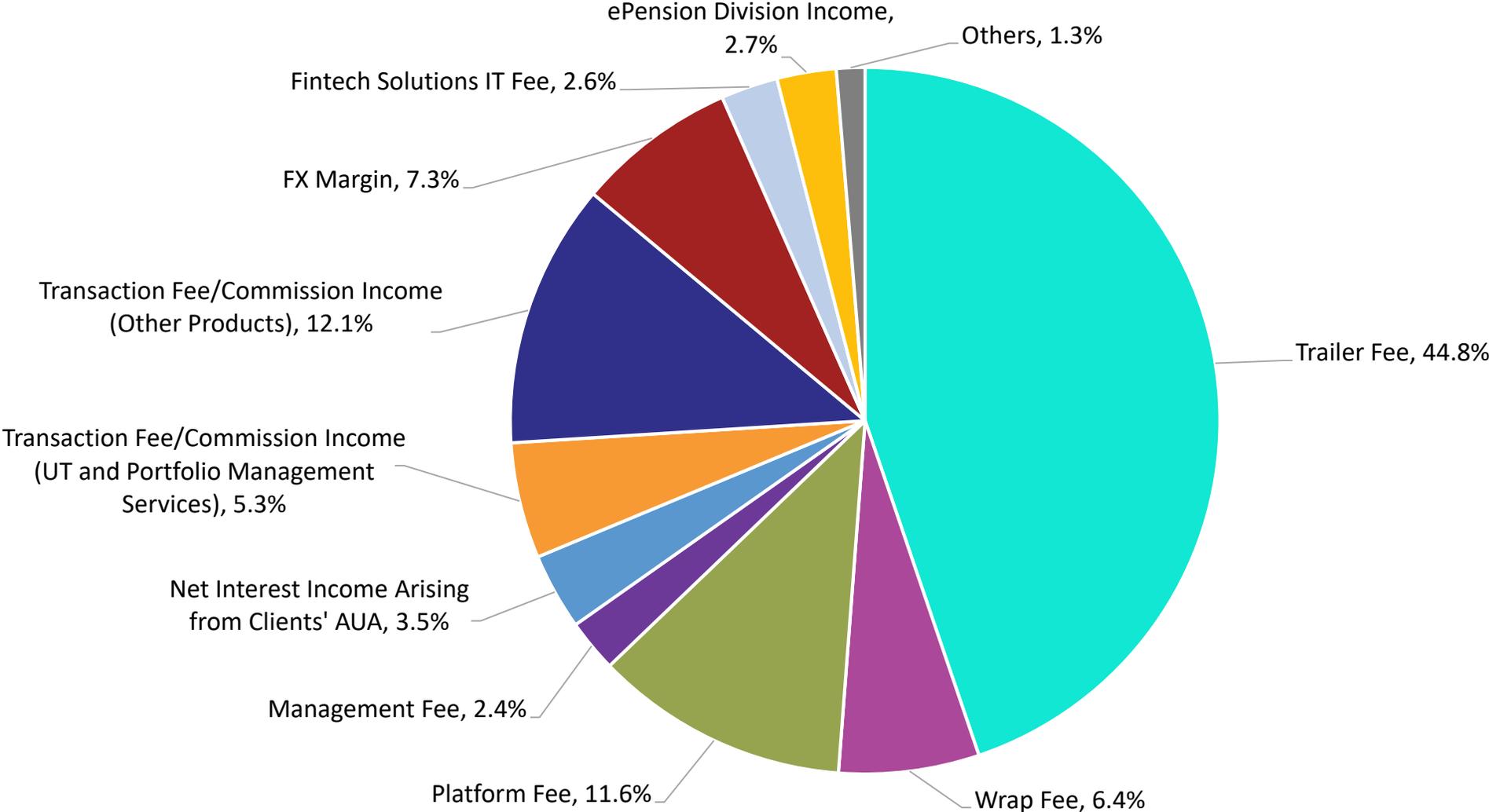
The iFAST Fintech Ecosystem

- Products and services:
 - Unit trusts (over 10,500 funds from over 290 fund houses)
 - Bonds (over 1,600 direct bonds)
 - Stocks & ETFs – in 5 markets (Singapore, Hong Kong, US, Malaysia & China A Shares)
 - Discretionary portfolio management services
- Over 570 financial institutions and other corporations and over 12,000 wealth advisers using the platform
- Over 740,000 customer accounts in five markets
- Leading wealth management Fintech platform in Asia's two international financial centres (Singapore and Hong Kong)
- Presence in Asia's giants markets including China, with linkages to Singapore and Hong Kong increasingly strengthened
- Presence in UK, a trusted jurisdiction and top financial centre with strong connectivity to the world

The Revenue Drivers

- The iFAST business model predominantly involves growing the size of our assets under administration (AUA). Higher AUA will generally lead to higher revenues.
- Recurring income accounts for more than two thirds of our net revenue
- Sources of Recurring Net Revenue
 - Trailer fees, platform fees, wrap fees
 - Net interest income
 - Fintech solutions IT maintenance fees
- Sources of Non-Recurring Net Revenue
 - Transaction fees – unit trusts, bonds, stocks, ETFs
 - Forex conversions
 - Fintech solutions IT development fees
 - Insurance commissions
- In recent times, the sources of the Group's net revenue have broadened. The contributions from net interest income arising from clients' AUA and Fintech solutions IT fees have become more important.

Breakdown of Net Revenue (FY2021)



Licences Held and Products and Services Available

(as at 30 June 2022)

SINGAPORE

LICENCES & REGISTRATION HELD:

- Capital Markets Services Licence [MAS]
- Financial Adviser Licence [MAS]
- Exempt Insurance Broker [MAS]
- SGX Trading Member [SGX]
- CDP Depository and Clearing Agent [CDP]

PRODUCTS & SERVICES AVAILABLE:

UT / Bonds / Stocks / ETFs / DPMS / Insurance

CHINA

LICENCES & REGISTRATION HELD :

- Fund Distributor Qualification [CSRC]
- Associate Member of AMAC
- Member of SAMC
- Registered Private Fund Manager [AMAC]

PRODUCTS & SERVICES AVAILABLE :

UT

HONG KONG

LICENCES & REGISTRATION HELD:

- Type 1: Dealing in Securities [SFC]
- Type 4: Advising on Securities [SFC]
- Type 9: Asset Management [SFC]
- MPFA
- SEHK Participant
- HKSCC Participant
- China Connect Exchange and Clearing Participant [HKEX]
- Licensed Insurance Broker with Insurance Authority

PRODUCTS & SERVICES AVAILABLE :

UT / Bonds / Stocks / ETFs / DPMS

MALAYSIA

LICENCES & REGISTRATION HELD :

- Capital Market Services Licence [SC]
- Registered IUTA and IRPA [FIMM]
- Financial Advisers Licence [BNM] [SC]
- Participating Organisation of Bursa Malaysia [SC]

PRODUCTS & SERVICES AVAILABLE :

UT / Bonds / Stocks / DPMS / Insurance

UK

LICENCES & REGISTRATION HELD :

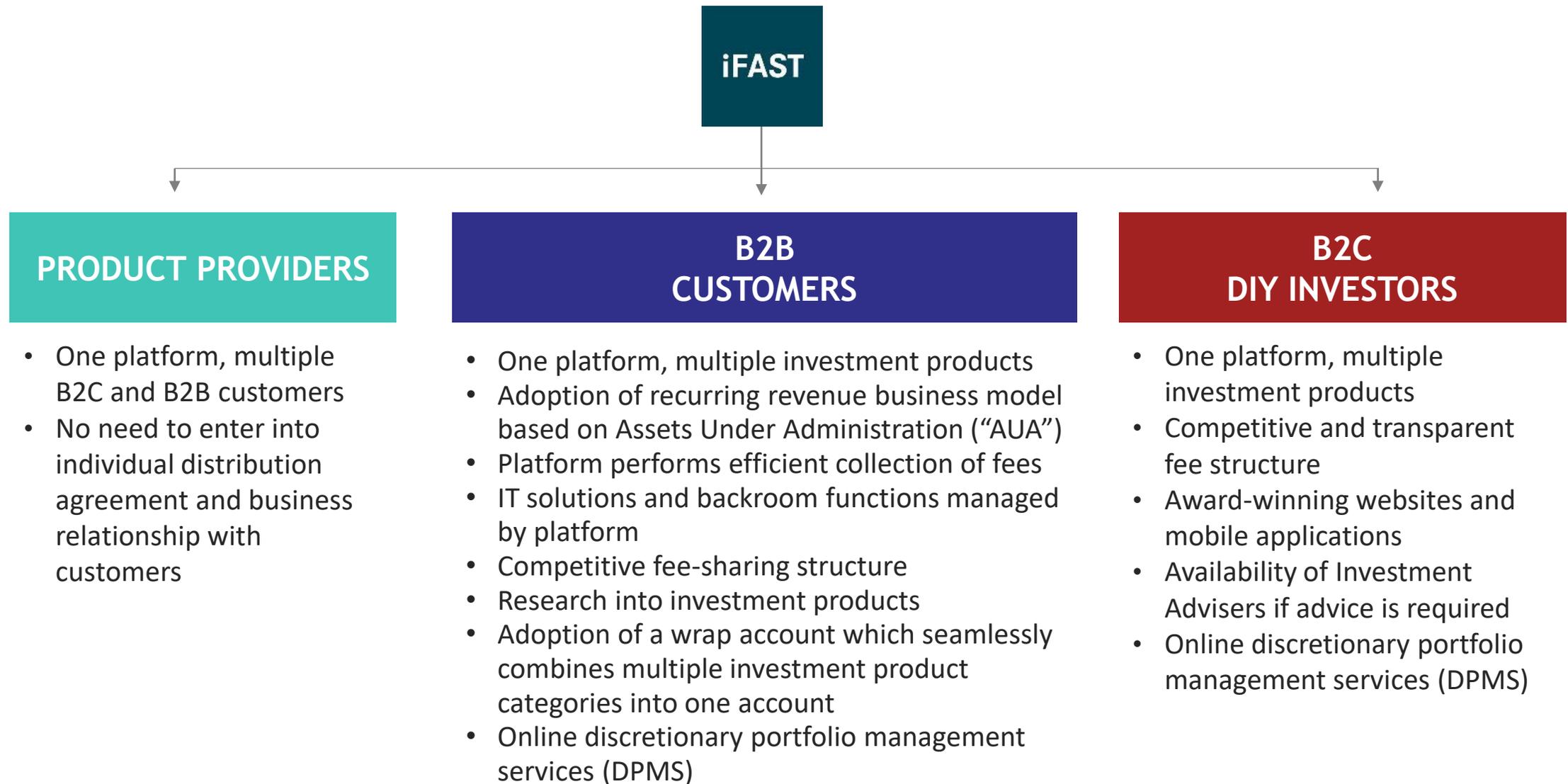
- Authorised by Prudential Regulation Authority
- Regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

PRODUCTS & SERVICES AVAILABLE :

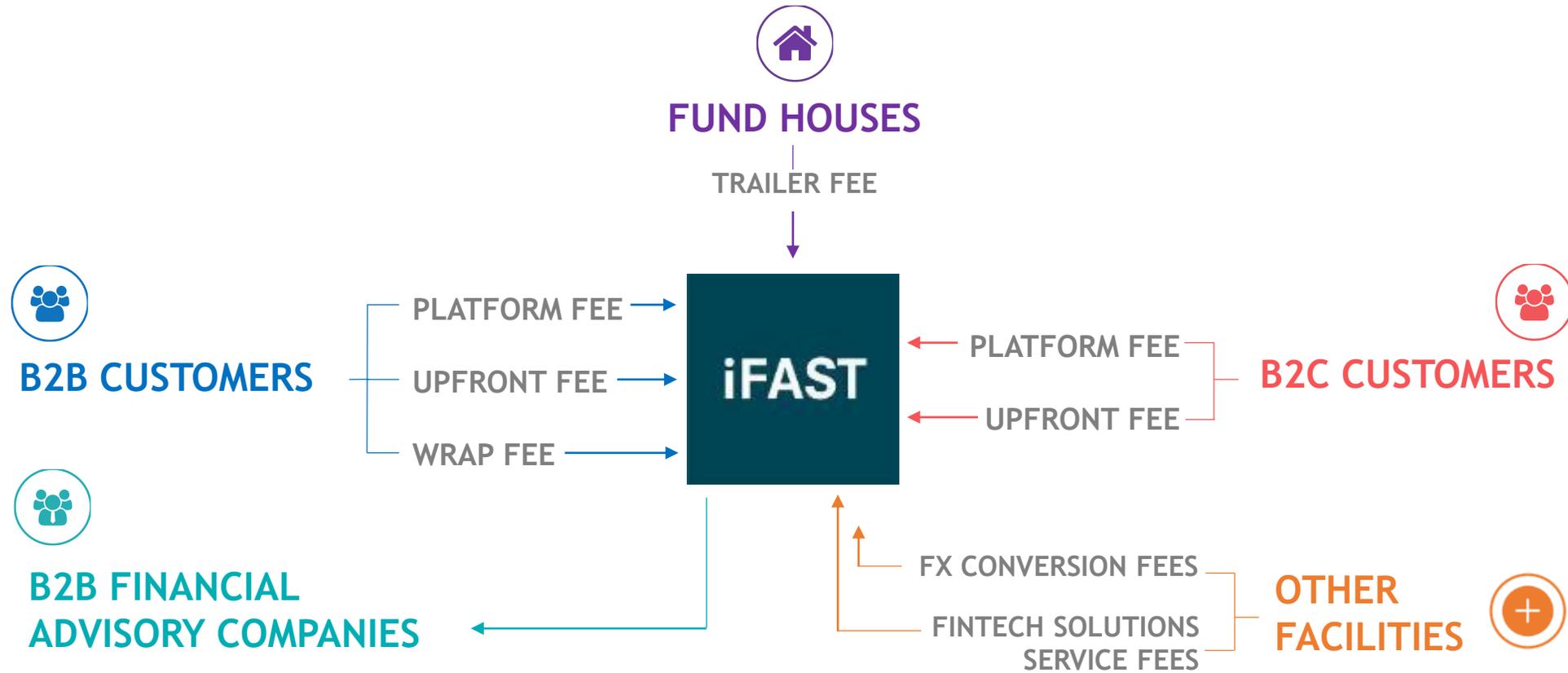
Consumer remittance / Wholesale currency services / Deposit taking



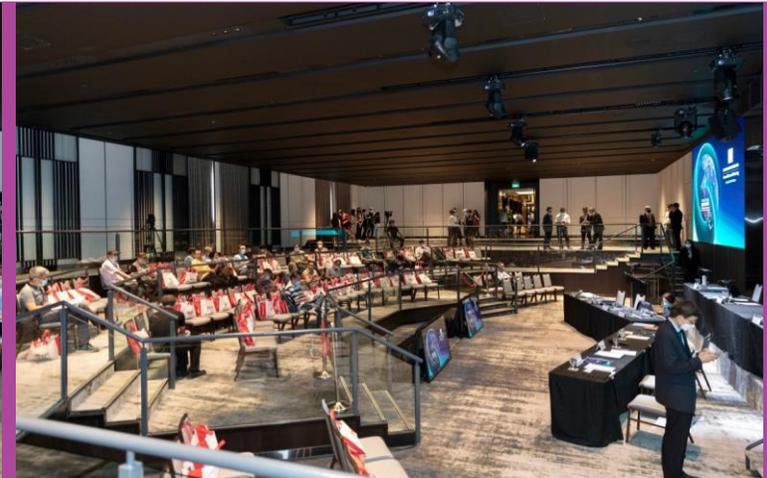
Our Value Proposition



Fees Illustration



2Q2022: Activities & Achievements



iFAST Corp held our second hybrid Annual General Meeting on 25 April 2022

近期市场上涨 反弹or反转?
参与直播 随机抽好礼

6月28日 (周二) 下午5:00

2022下半年 投資展望

日期: 2022年6月28日 (星期二) | 時間: 下午6時

FSMOne 網上直播

Events to help investors navigate volatile market conditions in 1H2022: (TOP) ETFestival 2022 held by FSMOne.com SG; (L-R) Market outlook webinars organised by iFAST CN & FSMOne.com HK



(L-R): Corporate Social Responsibilities activities in 1H2022 - Elderly Home Visit with the Hong Kong Family Welfare Society (HKFWS); "Dollar Warrior" workshop organised by Glyph



TO HELP INVESTORS AROUND THE WORLD
INVEST GLOBALLY AND PROFITABLY

THANK YOU!

**TRANSCENDING
BOUNDARIES**

TOWARDS A TRULY GLOBAL FINTECH
WEALTH MANAGEMENT PLATFORM

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please visit: www.ifastcorp.com

