

23 APRIL 2020

1Q2020 Results Presentation



**FUTURE
OF FINTECH**

**TOWARDS GREATER INCLUSION
IN WEALTH MANAGEMENT**

iFAST

Disclaimer

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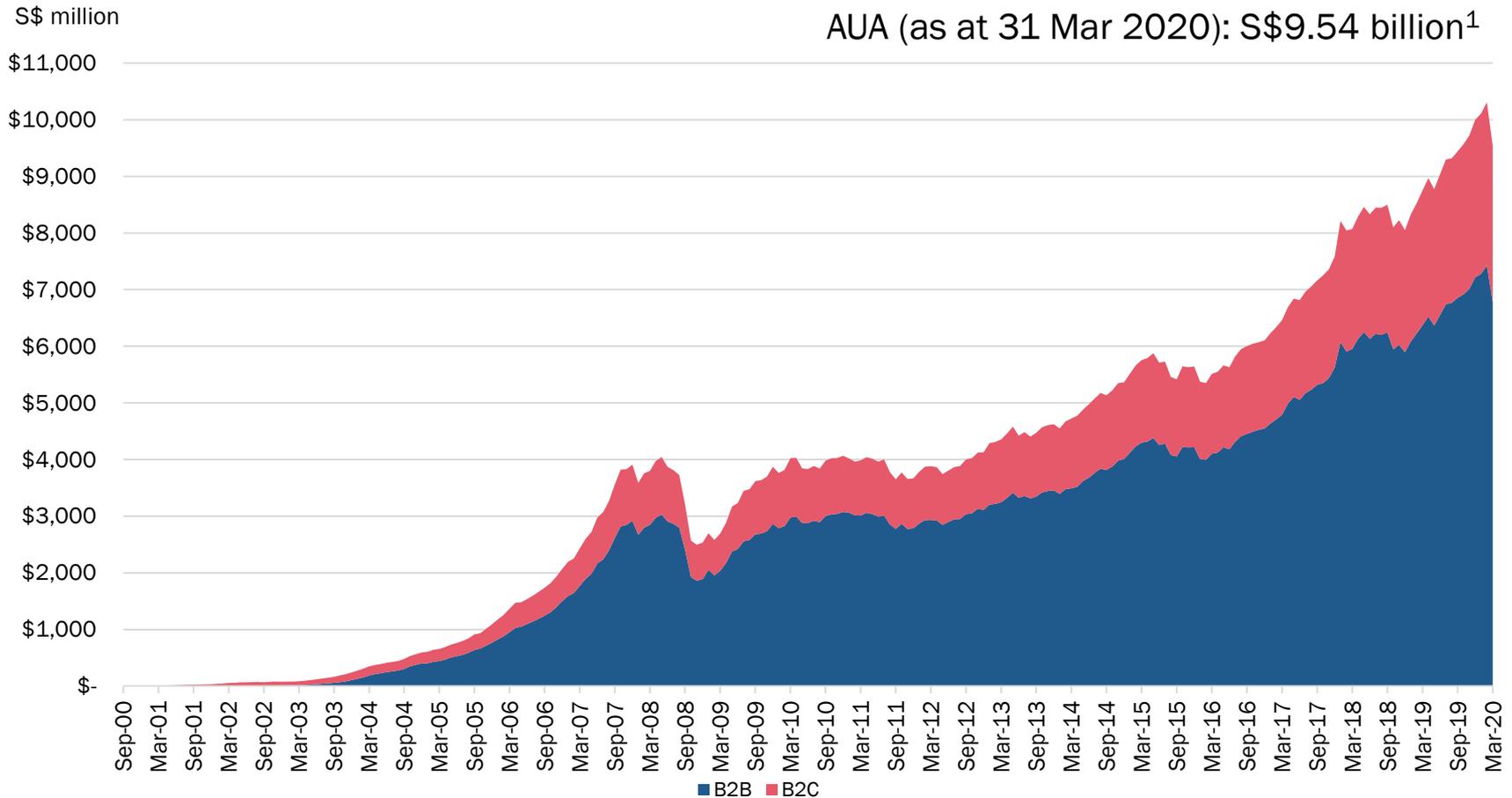
Key Summary

- The Group reported a record quarterly net profit of S\$3.64 million in 1Q2020, an increase of 126.8% compared to 1Q2019. This was achieved on the back of a 25.3% YoY increase in net revenue, and a 41.5% YoY increase in gross revenue. The record high of both profit and revenue in 1Q2020 was achieved despite a major sell-off in financial markets globally during the quarter.
- The Group's AUA declined 4.6% to S\$9.54 billion during the quarter. Considering the extent of the sell-down in global financial markets, the quantum of the decline in AUA was not huge. This was because in 1Q2020, the Group saw a record quarterly net inflows of S\$590 million in client assets on the Group's platforms.
- In Singapore, net revenue grew 24.8% YoY to S\$12.19 million in 1Q2020, while net profit before tax rose 76.1% YoY to S\$3.52 million in 1Q2020. The improvement in net revenue and profit was due to record inflows into the various investment products and improving margins.
- Despite the challenging COVID-19 situation, China's AUA grew 24.1% YoY and 17.8% QoQ to approximately S\$120 million (RMB 595 million) as at 31 March 2020. AUA across both the B2B2C and iGM business division recorded positive growth in 1Q2020 despite volatile market conditions resulting from the COVID-19 outbreak.
- The global economic crisis resulting from COVID-19 has negatively affected many businesses globally. For the Group, the negative impact has so far been manageable as it is able to do most of its business digitally.

Key Summary

- In Singapore, the Group's B2C division (FSMOne.com) has just started on a close-to-100% work-from-home policy given the current elevated COVID-19 mitigation responses in the country (circuit breaker period). For the Singapore office as a whole, there is a 90% work-from-home policy during this circuit breaker period. The Group's services however remain essentially fully operational.
- In the Group's other markets in Hong Kong, Malaysia, China and India, there have been varying degrees of work-from-home policy, but there has been no disruption in the services offered to our clients.
- The Group's financial performance for the rest of this year will partly depend on how the COVID-19 situation develops, including the impact on the global financial markets. As at 22 April 2020, the Group has regained the S\$10 billion AUA milestone clocked up at the end of 2019.
- Barring a substantial worsening of the global financial markets from the current levels, the Group expects the full year 2020 performance to show higher profits and revenues compared to 2019.
- In the medium to long term, the COVID-19 crisis is expected to lead to an acceleration of the pace of digitalisation of financial services, and the pace of adoption of Fintech services by consumers.
- As a leading Fintech wealth management platform in Asia, the Group expects to be less adversely impacted than the general economy, and may see positive outcomes due to our online-based business model.

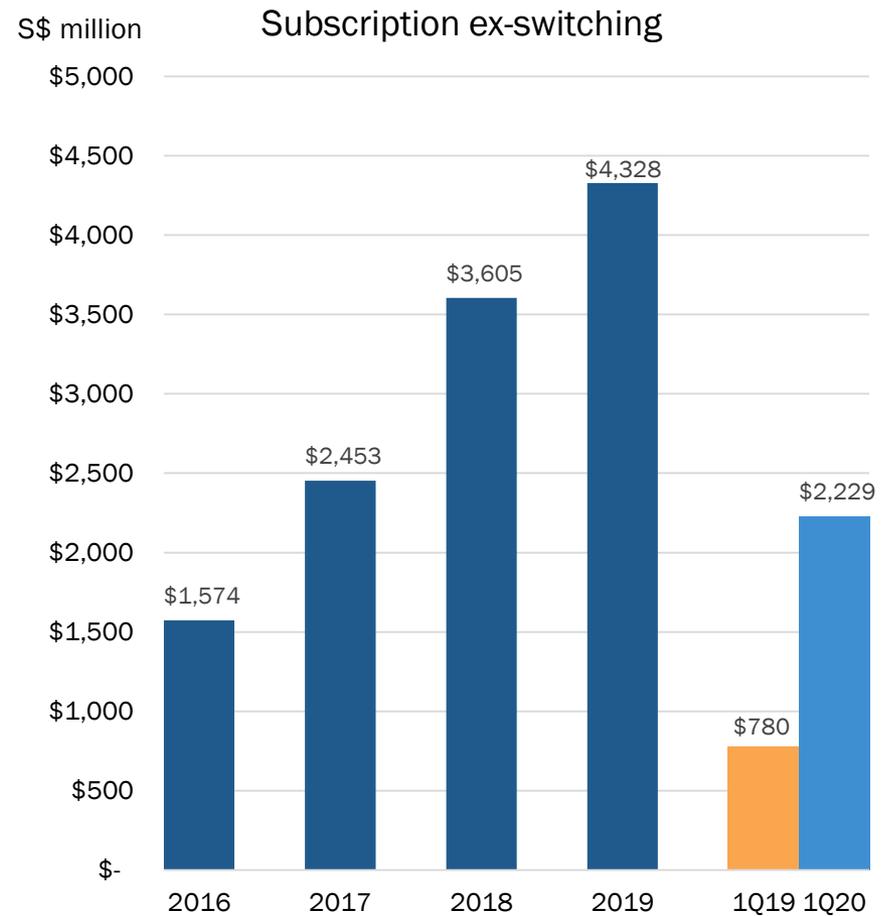
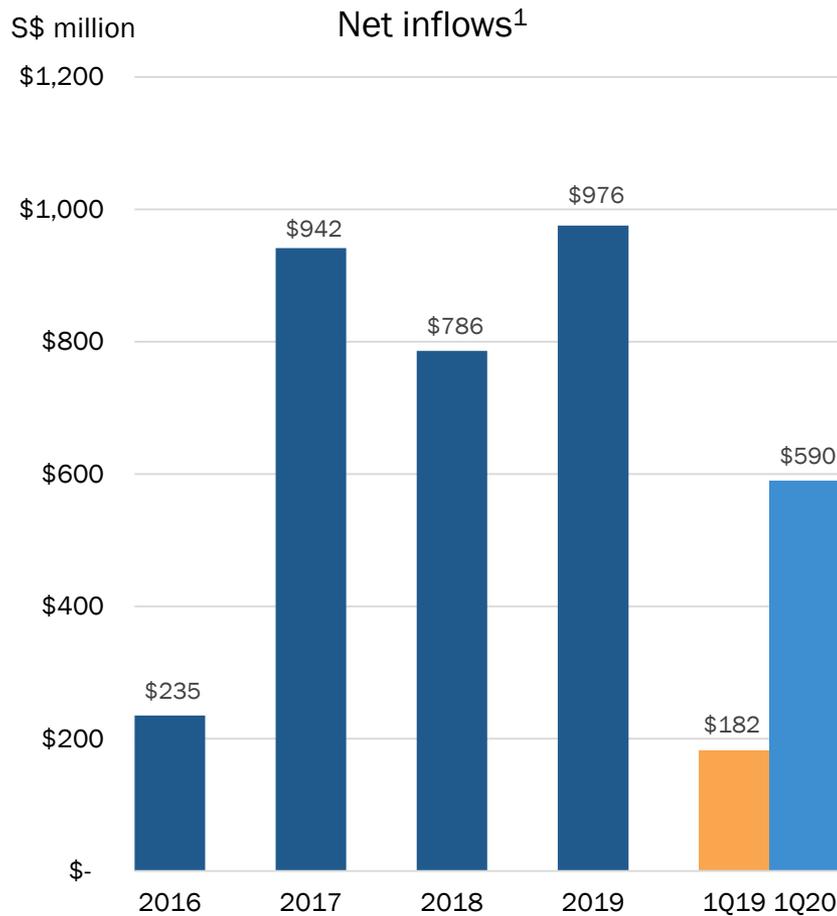
Group AUA fell 4.6% QoQ but grew 9.1% YoY to S\$9.54 billion as at 31 March 2020



Note:

1. The Group's AUA as at 31 Mar 2020 includes its effective 38.0% share of the India Business.

Net inflows & Subscription ex-switching



Note:

1. Previously named as net sales.

Financial Results



Presentation of Group's Results

Presentation of Group's results (including and excluding China)

- In view that our China operation is a relatively new market for the Group, we are presenting our presentation results based on the results of:
 - 1) Group excluding China operation; and
 - 2) Group including China operation
- By adopting such a structure in the presentation, investors are able to better assess the performance of the Group in our core operations in Singapore, Hong Kong and Malaysia, with and without the impact from our newer China operation.

Financial Results for Group (excluding China operation) (1Q2020 vs 1Q2019)

S\$ (Million)	1Q2019	1Q2020	YoY change (%)
Revenue	27.01	38.21	+41.5
Net revenue	14.84	18.56	+25.1
Other income	0.61	0.55	-9.6
Expenses	12.06	13.69	+13.5
Net finance (costs) /income	-0.17	0.19	NM
Share of results of associates, net of tax	-0.14	-0.07	-47.8
Profit before tax	3.05	5.51	+80.5
Profit after tax	2.74	4.72	+72.6
Net profit attributable to owners of the Company	2.74	4.72	+72.6
EPS (cents)	1.02	1.75	+71.2

Financial Results for Group (including China operation) (1Q2020 vs 1Q2019)

S\$ (Million)	1Q2019	1Q2020	YoY change (%)
Revenue	27.19	38.48	+41.5
Net revenue	15.02	18.82	+25.3
Other income	0.61	0.56	-8.5
Expenses	13.47	15.09	+12.1
Net finance (costs) / income	-0.16	0.17	NM
Share of results of associates, net of tax	-0.14	-0.07	-47.8
Profit before tax	1.87	4.38	+134.8
Profit after tax	1.55	3.60	+132.1
Net profit attributable to owners of the Company	1.60	3.64	+126.8
EPS (cents)	0.60	1.35	+125.0
Dividend Per Share (cents)	0.75	0.75	-

Results Overview for Group (excluding China operation)

S\$ (Million)	FY2016	FY2017 ¹	FY2018	FY2019	1Q2020
Revenue	79.89	100.65	120.50	124.84	38.21
Net revenue	40.46	49.01	58.87	64.64	18.56
Other income	1.88	1.10	1.16	2.04	0.55
Operating expenses	33.13	37.31	44.12	50.43	13.69
Net finance income/(costs)	0.82	0.72	0.79	-0.03	0.19
Share of results of associates, net of tax	-0.16	-0.33	0.52	-0.05	-0.07
Profit before tax	9.82	13.13	17.17	16.10	5.51
Profit after tax	9.06	11.87	15.51	14.33	4.72
Net profit attributable to owners of the Company	9.06	11.87	15.51	14.33	4.72
EPS (cents)	3.46	4.50	5.83	5.35	1.75
Operating Cashflows	8.79	16.92	21.62	23.54	8.95

Note:

1. Restated as a result of adoption of SFRS(I)s with effect from 1 January 2018.

Results Overview for Group (including China operation)

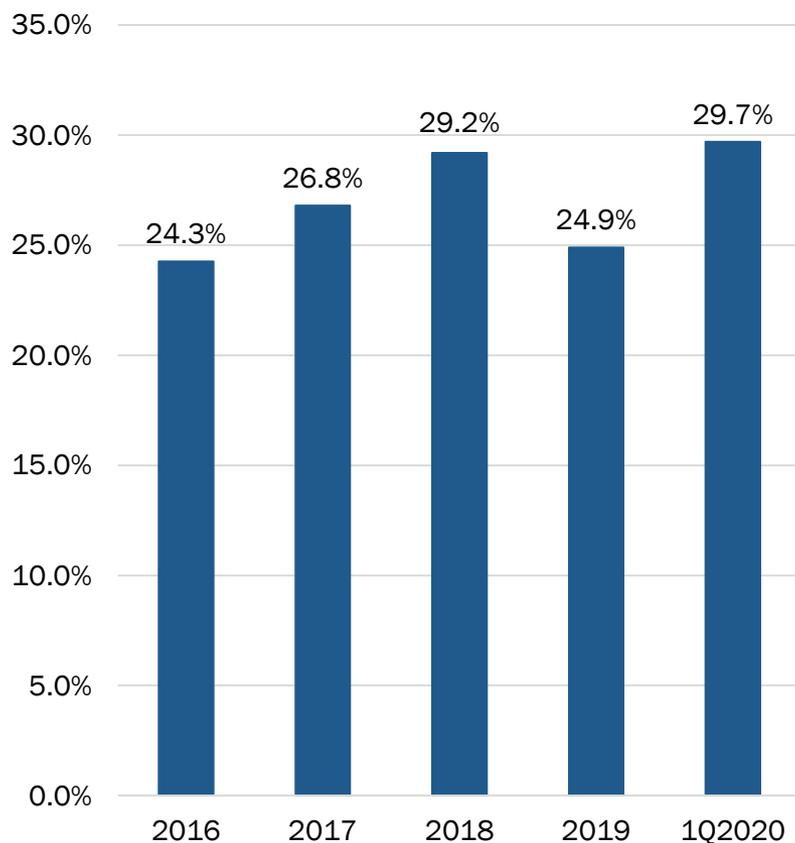
S\$ (Million)	FY2016	FY2017 ¹	FY2018	FY2019	1Q2020
Revenue	80.60	101.17	121.24	125.41	38.48
Net revenue	40.69	49.45	59.62	65.20	18.82
Other income	1.88	1.08	1.16	2.04	0.56
Operating expenses	37.16	42.19	49.78	56.06	15.09
Net finance income/(costs)	0.84	0.74	0.83	-0.06	0.17
Share of results of associates, net of tax	-0.16	-0.33	0.52	-0.05	-0.07
Profit before tax	6.09	8.75	12.35	11.07	4.38
Profit after tax	5.33	7.49	10.69	9.31	3.60
Net profit attributable to owners of the Company	5.45	7.70	10.91	9.52	3.64
EPS (cents)	2.08	2.92	4.10	3.55	1.35
Operating Cashflows	5.63	13.22	17.62	19.38	8.03
Dividend per share (cents)	2.79	3.01	3.15	3.15	0.75

Note:

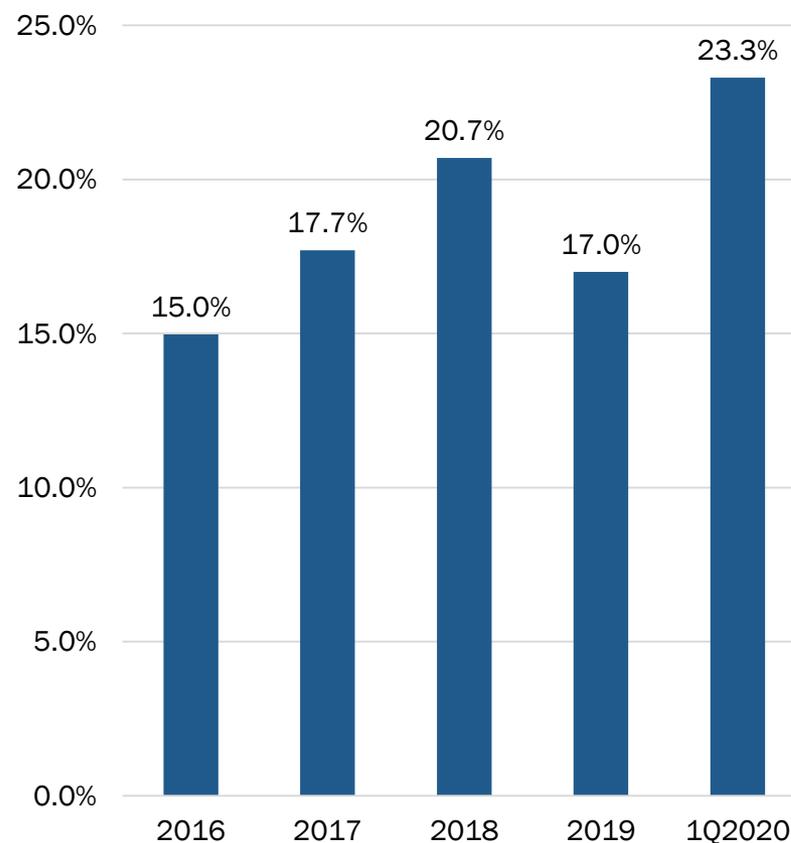
1. Restated as a result of adoption of SFRS(I)s with effect from 1 January 2018.

PBT margin for Group (based on net revenue)

(excluding China operation)



(including China operation)



Note:

1. PBT margins (2017) were restated as a result of adoption of SFRS(I)s with effect from 1 January 2018

Financial Indicators

S\$ (Million)	FY2016	FY2017	FY2018	FY2019	1Q2020
Net Cash Position ¹	54.59	55.91	48.06	40.15	40.61
Operating Cash Flows	5.63	13.22	17.62	19.38	8.03
Operating Cash Flows (excluding China Operation)	8.79	16.92	21.62	23.54	8.95
Capital Expenditure ²	6.61	7.47	10.73	11.90	2.52
Net Current Assets	64.39	60.18	56.62	49.86	53.62
Shareholders' Equity	78.45	81.24	85.56	90.06	94.44

Notes:

1. Comprising cash and cash equivalents and investments in financial assets (categorised as other investments under current assets) net of bank loans 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.

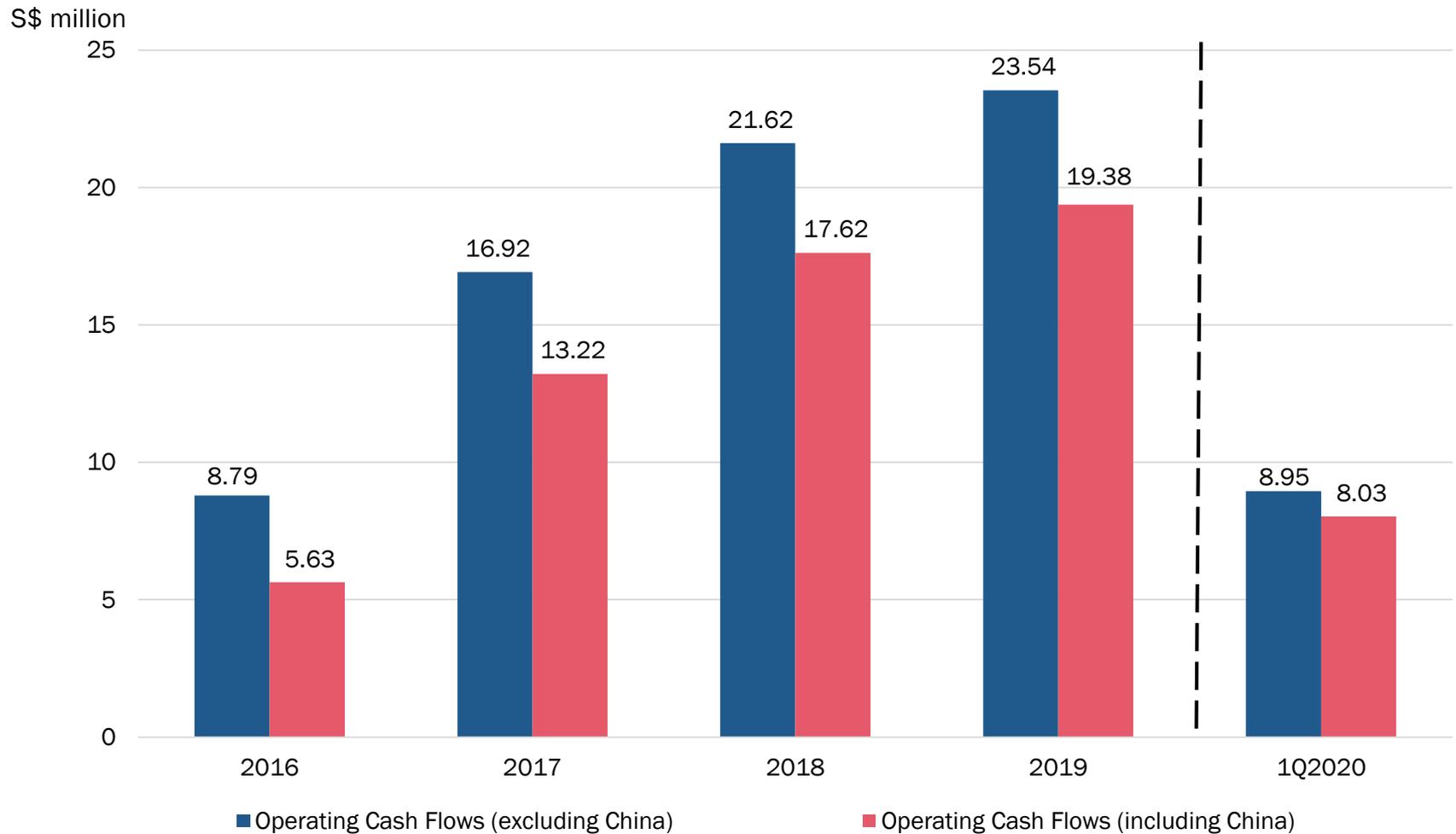
Net Cash Position

	As at 31 Mar 2020 (S\$ million)
Cash and cash equivalents	21.68
Other investments ¹	22.76
Total cash and other investments	44.44
Less: Bank loans	3.83
Net Cash Position (total cash and other investments net off bank loans)	40.61
Gross Debt-to-Equity Ratio	4.05%
Net Debt-to-Equity Ratio	Net Cash Position

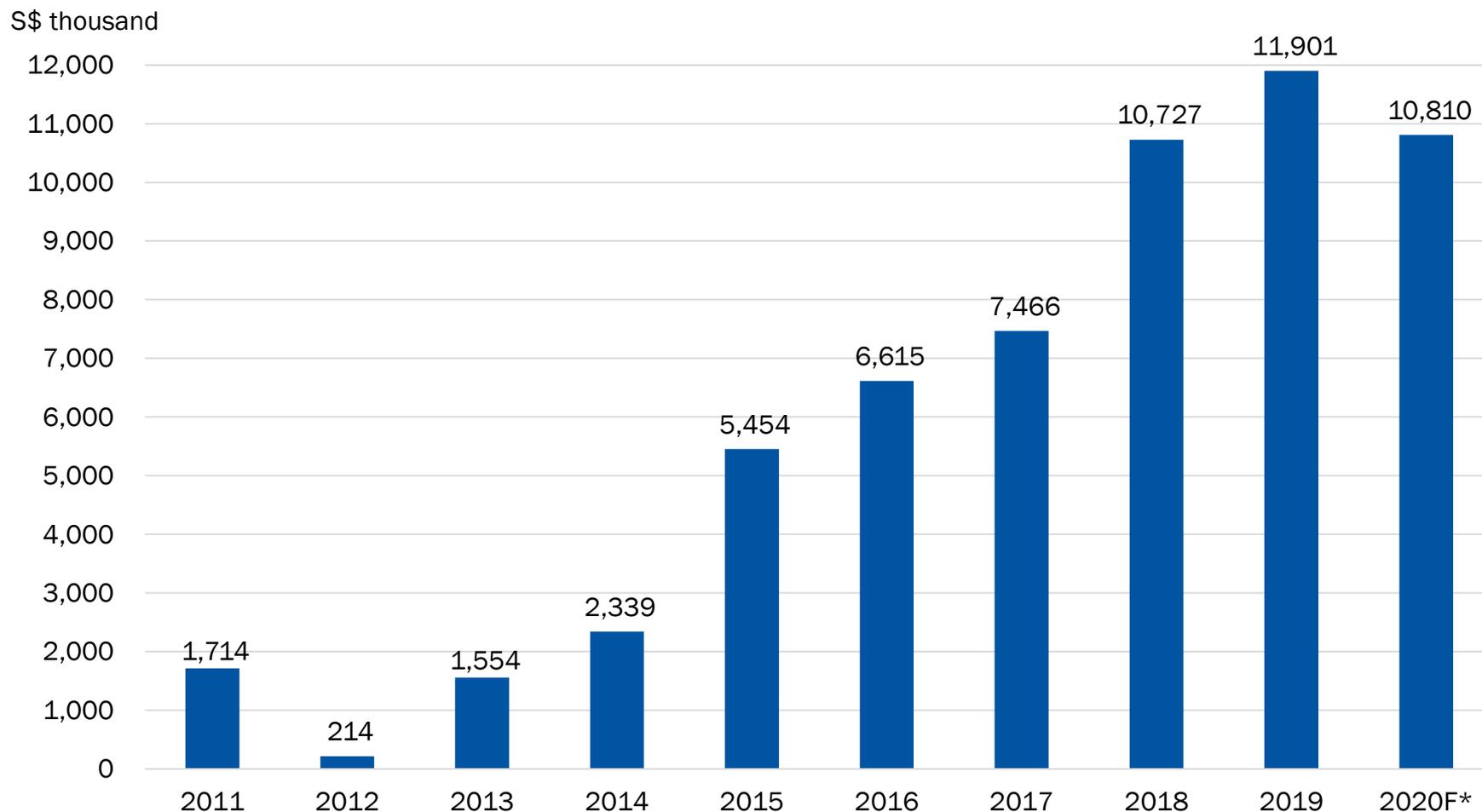
Note:

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

Group Operating Cash Flows



Capital Expenditure



Note:

* Does not take into consideration the successful application of the Digital Bank licence in Singapore.

Number of issued shares

	As at 31 Dec 2019	As at 31 Mar 2020
Total number of issued shares (excluding treasury shares and subsidiary holdings)	268,732,479	269,827,707

Our Consolidated Financial Position

	As at 31 Dec 19 S\$'000	As at 31 Mar 20 S\$'000
NON-CURRENT ASSETS		
Plant and Equipment	3,689	3,896
Right-of-use Assets	14,390	13,460
Intangible Assets and Goodwill	22,212	22,712
Subsidiaries	-	-
Associates	5,375	5,920
Other Investments	5,329	5,289
Deferred Tax Assets	1,139	1,090
Prepayments & Others	327	301
TOTAL NON-CURRENT ASSETS	52,461	52,668
CURRENT ASSETS		
Current Tax Receivables	30	17
Other Investments	19,144	22,763
Prepayments and Others	1,759	1,870
Trade & Other Receivables	34,720	38,176
Uncompleted Contracts - Buyers	24,248	66,556
Money Market Funds	616	244
Cash at Bank and In Hand	24,195	21,432
TOTAL CURRENT ASSETS	104,710	151,058
HELD UNDER TRUST		
Client Bank Accounts	410,723	675,990
Client Ledger Balances	(410,723)	(675,990)
	-	-
TOTAL ASSETS	157,171	203,726

Our Consolidated Financial Position

	As at 31 Dec 19 S\$'000	As at 31 Mar 20 S\$'000
EQUITY		
Share Capital	66,180	66,326
Other Reserves	23,877	28,111
EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY	90,057	94,437
Non-Controlling Interests	(421)	(461)
TOTAL EQUITY	89,636	93,976
NON-CURRENT LIABILITIES		
Deferred Tax Liabilities	1,928	1,888
Lease Liabilities	10,755	10,428
TOTAL NON-CURRENT LIABILITIES	12,683	12,316
CURRENT LIABILITIES		
Current Tax Payables	1,530	1,862
Lease Liabilities	4,366	3,832
Bank Loans	3,806	3,827
Trade & Other Payables	20,955	21,471
Uncompleted Contracts – Sellers	24,195	66,442
TOTAL CURRENT LIABILITIES	54,852	97,434
TOTAL LIABILITIES	67,535	109,750
TOTAL EQUITY & LIABILITIES	157,171	203,726

First Interim Dividend for FY2020

First Interim Dividend for FY2020 - Schedule

Dividend per share	0.75 cents per ordinary share
Ex-dividend date	22 May 2020
Record date and time	26 May 2020 (5.00 pm)
Payment date	5 June 2020

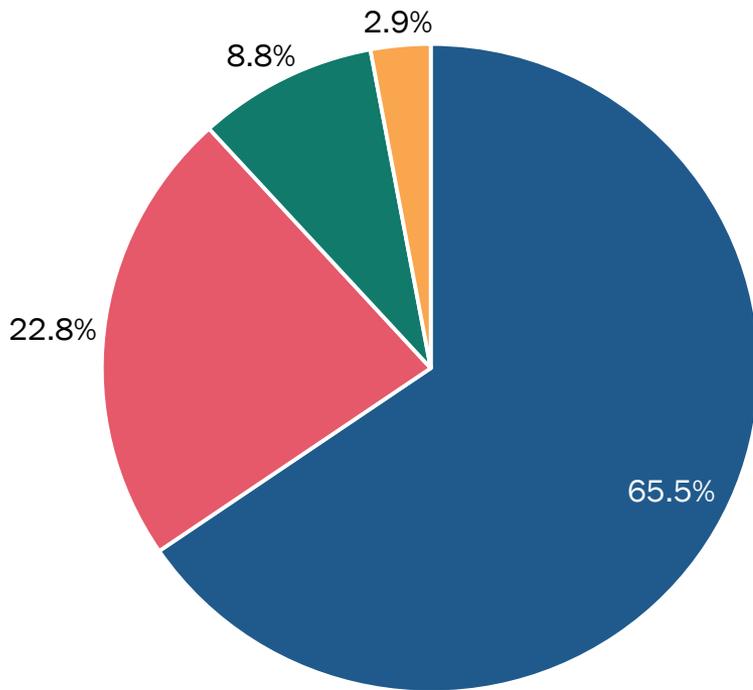
- For the first interim dividend for 1Q2020, the Directors declared a dividend of 0.75 cents per ordinary share (first interim dividend for 1Q2019: 0.75 cents per ordinary share).

Our Performance Trends



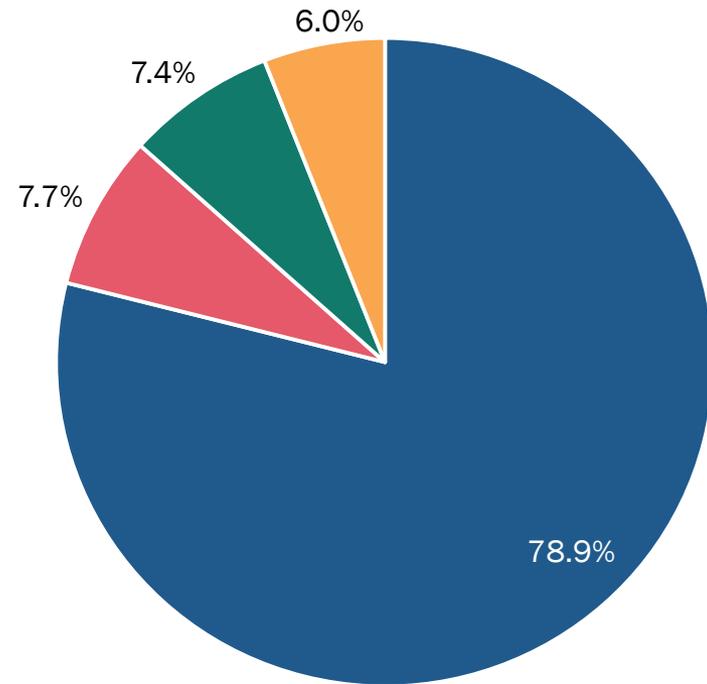
AUA Breakdown: Markets & Products (as at 31 March 2020)

AUA Breakdown By Markets



- Singapore
- Hong Kong
- Malaysia
- Others (China & India)

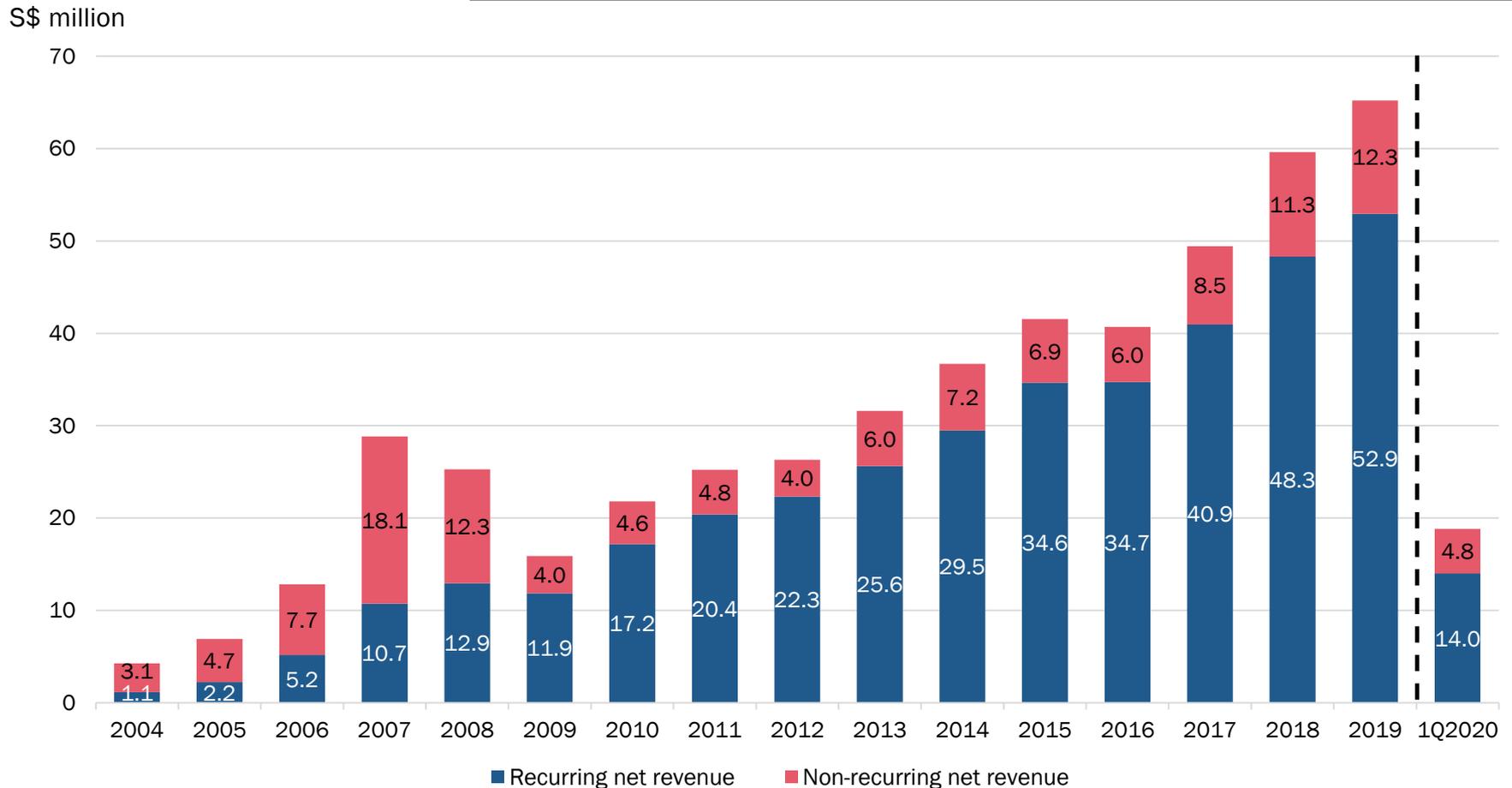
Breakdown by Products



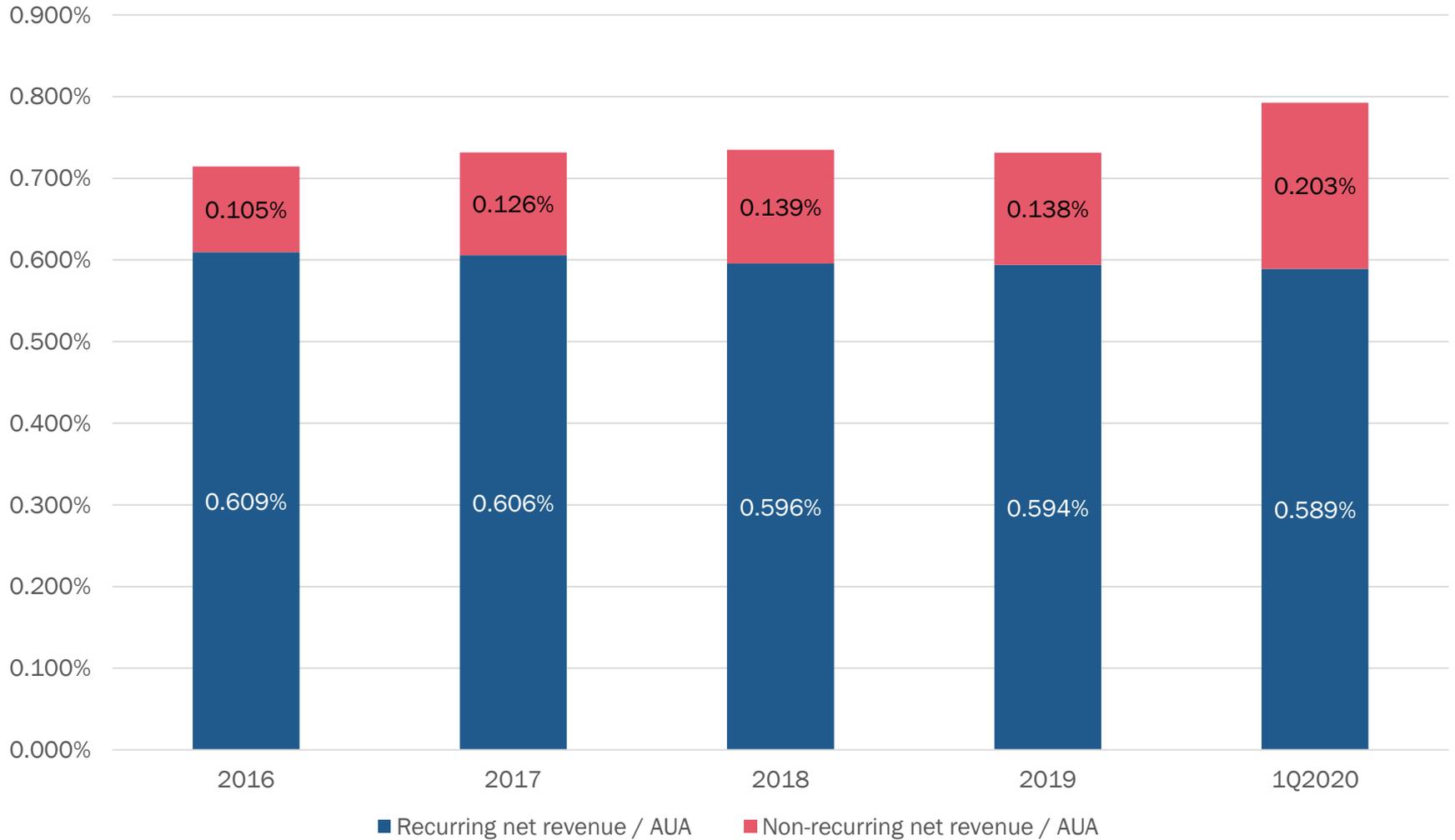
- Unit Trusts
- Bonds
- Stocks & ETFs
- Cash Account

Net revenue breakdown between recurring and non-recurring sources

Average contribution from recurring net revenue as opposed to non-recurring net revenue in the period from 2016 to 1Q2020 was **80.9%**



Net revenue as a ratio of average AUA



Recurring and Non-Recurring Net Revenue

S\$ (Million)	FY2016	FY2017	FY2018	FY2019	1Q2020
Recurring net revenue	34.71	40.95	48.32	52.94	13.99
Non-recurring net revenue	5.98	8.50	11.30	12.26	4.83
Total net revenue	40.69	49.45	59.62	65.20	18.82
YoY Change (%)	FY2016	FY2017	FY2018	FY2019	1Q2020
Recurring net revenue	+0.2	+18.0	+18.0	+9.6	+11.5
Non-recurring net revenue	-13.2	+42.2	+33.0	+8.5	+95.8
Total net revenue	-2.0	+21.5	+20.6	+9.4	+25.3

Net Revenue – Geographical Segment

S\$ (Million)	FY2016	FY2017	FY2018	FY2019	1Q2020
Singapore	29.54	34.77	39.30	41.95	12.19
Hong Kong	8.66	10.78	14.26	16.71	4.82
Malaysia	2.26	3.47	5.32	5.97	1.55
China	0.23	0.43	0.75	0.57	0.26
Group	40.69	49.45	59.62	65.20	18.82
YoY Change (%)	FY2016	FY2017	FY2018	FY2019	1Q2020
Singapore	-1.7	+17.7	+13.0	+6.8	+24.8
Hong Kong	-9.4	+24.5	+32.2	+17.2	+31.2
Malaysia	+16.7	+53.5	+53.4	+12.2	+11.4
China	NM	+83.4	+73.1	-24.1	+43.1
Group	-2.0	+21.5	+20.6	+9.4	+25.3

Net Revenue – B2B Business Segment

B2B Net Revenue (S\$ Million)	FY2016	FY2017	FY2018	FY2019	1Q2020
Recurring net revenue	24.49	28.85	33.88	37.12	9.86
Non-recurring net revenue	3.86	5.15	7.22	7.19	2.39
Total B2B net revenue	28.35	34.00	41.10	44.31	12.25
YoY Change (%)	FY2016	FY2017	FY2018	FY2019	1Q2020
Recurring net revenue	-0.02	+17.8	+17.4	+9.6	+11.7
Non-recurring net revenue	-5.6	+33.4	+40.1	-0.5	+75.5
Total B2B net revenue	-0.8	+19.9	+20.9	+7.8	+20.2

Net Revenue – B2C Business Segment

B2C Net Revenue (S\$ Million)	FY2016	FY2017	FY2018	FY2019	1Q2020
Recurring net revenue	10.22	12.10	14.44	15.81	4.13
Non-recurring net revenue	2.12	3.35	4.08	5.08	2.44
Total B2C net revenue	12.34	15.45	18.52	20.89	6.57
YoY Change (%)	FY2016	FY2017	FY2018	FY2019	1Q2020
Recurring net revenue	+0.7	+18.4	+19.3	+9.5	+10.9
Non-recurring net revenue	-24.1	+58.0	+22.0	+24.3	+120.9
Total B2C net revenue	-4.6	+25.2	+19.9	+12.8	+36.1

Profit/Loss – Geographical Segment

Profit/Loss (S\$ Million)	1Q2019	1Q2020	YoY Change (%)
Singapore	2.00	3.52	+76.1
Hong Kong	0.67	1.58	+133.8
Malaysia	0.52	0.48	-6.4
Other ¹	(0.14)	(0.07)	-48.5
Profit before tax (excluding China operation)	3.05	5.51	+80.5
Tax expense	(0.32)	(0.79)	+148.4
Net profit after tax (excluding China operation)	2.74	4.72	+72.6
China operation	(1.13)	(1.08)	-4.1
Net profit after tax (including China operation)	1.60	3.64	+126.8

Note:

1. Representing share of results of associates.

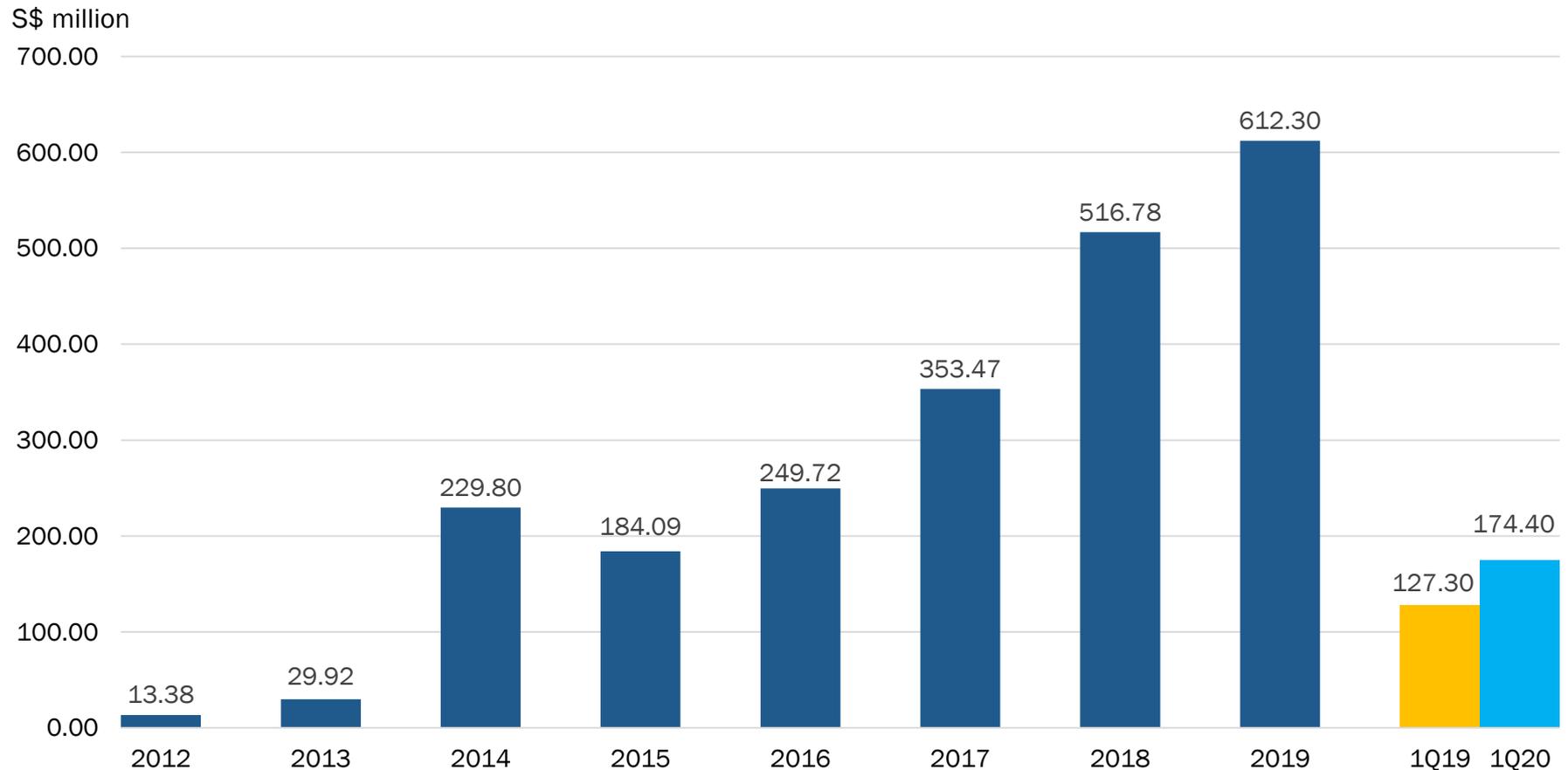
Profit/Loss – Geographical Segment

Profit/Loss (S\$ Million)	FY2016	FY2017 ²	FY2018	FY2019	1Q2020
Singapore	9.07	10.62	11.86	9.96	3.52
Hong Kong	0.53	1.77	3.42	4.42	1.58
Malaysia	0.38	1.07	1.37	1.76	0.48
Other ¹	(0.16)	(0.33)	0.52	(0.05)	(0.07)
Profit before tax (excluding China operation)	9.82	13.13	17.17	16.10	5.51
Tax expense	(0.76)	(1.26)	(1.66)	(1.76)	(0.79)
Net profit after tax (excluding China operation)	9.06	11.87	15.51	14.33	4.72
China operation	(3.61)	(4.17)	(4.60)	(4.82)	(1.08)
Net profit after tax (including China operation)	5.45	7.70	10.91	9.52	3.64

Notes:

1. Representing share of results of associates
2. Restated as a result of adoption of SFRS(I)s with effect from 1 January 2018 for comparison purpose

Transaction Volume Of Bondsupermart's Affiliated Brokers From Inception





Progress of Individual Markets

SINGAPORE

- Net revenue grew 24.8% YoY to S\$12.19 million in 1Q2020, while net profit before tax rose 76.1% YoY to S\$3.52 million in 1Q2020.
- The AUA of the Singapore operation grew 7.2% YoY, reaching S\$6.25 billion as at 31 March 2020. While global markets including the global equities and Asian equities fell sharply by over 20% from the 1Q2020 peak to bottom, AUA declined by about 4.6% QoQ.
- Amidst the challenging market conditions brought about by the COVID-19 situation, DIY investors using FSMOne.com and the wealth advisers advising clients on the B2B platform saw opportunities to invest actively. Gross sales and net sales into the various investment products and cash accounts hit record high levels in 1Q2020 for both the B2C and B2B business divisions.
- While the authorities have been introducing the Circuit Breaker measures in early April 2020, the platform's Fintech capabilities have been able to support investors and wealth advisers to continue their online trading and business operations in a seamless way.
- The COVID-19 situation remains fluid and while there may be enhanced Circuit Breaker measures introduced by the authorities, the Singapore operation is able to continue business seamlessly, and will continue supporting FSMOne.com DIY investors and the B2B wealth advisers in their investments and operations.



Progress of Individual Markets

SINGAPORE

- On FSMOne.com, the seamless online services have attracted a record number of new account holders in 1Q2020, as investors wanted a convenient way to start their online investment journey. Investors also saw investment bargains amidst the market volatility and they can benefit from low commission fees, e.g. FSMOne.com investors can start trading in SGX stocks and ETFs at a flat fee of \$10 as long as they have AUA of \$100,000 and above.
- The enhanced COVID-19 measures have meant higher reliance among wealth advisers using the B2B and iFAST Global Markets platforms to stay connected with their clients via online means. The wealth advisers using the B2B and iGM platforms saw record inflows as wealth advisers and clients took the opportunity to invest into the various investment products in 1Q2020. Wealth advisers using the B2B platform and the iGM platform were especially active in advising their clients amidst the choppy market conditions.
- Both the FSMOne.com and iFAST B2B platforms have been continuing the financial education and investment updates via webinars for advisers and clients.



Progress of Individual Markets

HONG KONG

- Net revenue grew 31.2% YoY to S\$4.82 million and net profit before tax grew 133.8% YoY to S\$1.58 million in 1Q2020.
- Hong Kong's AUA grew 7.1% YoY to S\$2.17 billion as at 31 March 2020, but fell by about 5.0% QoQ amidst market volatilities resulting from the COVID-19 outbreak.
- Despite volatile market conditions in 1Q2020, all business divisions in Hong Kong saw steady growth in sales across all products. The Company's focus on embracing Fintech has allowed it to position itself favourably against the challenges arisen from the COVID-19 situation.
- Stocks and ETFs turnover doubled in 1Q2020 as compared to 4Q2019, while unit trusts and bonds turnover recorded double-digit growth in the quarter.
- Besides stocks and ETFs, retail clients are more active in bond trading, while institutional clients are investing more into unit trusts.
- Cash account balance for both B2C and B2B division grew steadily over the quarter.



Progress of Individual Markets

MALAYSIA

- Net revenue grew 11.4% YoY to S\$1.55 million and net profit before tax fell 6.4% YoY to S\$0.48 million in 1Q2020.
- Malaysia's AUA grew 21.4% YoY to S\$842.70 million as at 31 March 2020. On a QoQ basis, AUA dipped about 3.0% despite the fall in global financial markets due to the COVID-19 situation.
- All divisions in Malaysia (B2C, B2B and iGM) saw record sales in 1Q2020 despite the tough market conditions.
- At the B2C division, FSMOne.com, despite the volatilities in the markets, quarterly sales excluding switching hit record high level. Account openings were also at record high in tandem with the increased interest in investment.
- Given the outbreak of COVID-19 and the implementation of Movement Control Order (MCO) in mid-March, FSMOne.com has hosted more webinars, replacing face-to-face seminars. The webinars have been successful with high participation rates, where participants actively took part in the Q&A sessions to engage with the presenters.



Progress of Individual Markets

MALAYSIA

- The B2B division saw record sales in unit trusts and bonds in 1Q2020. Advisers have been leveraging the current market situation to help their clients add positions to equity funds on the cheap. The platform saw a pick up in bonds as clients bought Government Bonds and Local Corporate Bonds to diversify their portfolios.
- Although advisers are not able to meet their clients in person with the implementation of MCO, sales remained encouraging as advisers and clients made use of the iFAST online platform and mobile app for their transactions. iFAST Malaysia will continue to enhance its web and app features to better support its partners and their clients.
- In 1Q2020, the iGM division achieved record high sales since its launch in 2018. The sales flowed into unit trusts and iFAST Malaysia's in-house Managed Portfolios. Despite the market volatilities and MCO, there was an increase in the number of online transactions. This once again displays the iFAST online capability which provided advantage to both iGM wealth advisors and clients in dealing with such challenging market conditions.



Progress of Individual Markets

CHINA

- Net revenue in the China operation grew 43.1% YoY to S\$0.26 million in 1Q2020.
- China's AUA grew 24.1% YoY and 17.8% QoQ to approximately S\$120 million (RMB 595 million) as at 31 March 2020.
- AUA across both the B2B2C and iGM business division recorded positive growth in 1Q2020 despite volatile market conditions resulting from the COVID-19 outbreak.
- The growth of the iGM business, which traditionally relied partly on offline activities, has been tampered by the prolonged period of lock-down in various major cities during Chinese New Year. But as the situation continues to improve in China and with the usage of online communication tools, iFAST China believes that it should see continuous growth in all business divisions in 2Q2020.
- 1Q2020 has been a difficult quarter for China as the country takes the centre stage of the COVID-19 pandemic. However, iFAST China has put in place appropriate risk management measures that are in line with the Group's protocols to reduce systematic business and operational risk.



Progress of Individual Markets

INDIA

- As at 31 March 2020, iFAST Corp holds an effective 38.0% share in iFAST Financial India Pvt Ltd, the key business of the Group's India business, which engages in the distribution of investment products including unit trust in India.
- India's AUA fell 18.5% YoY to India Rupee 22.46 billion (equivalent to S\$424 million) as at 31 March 2020 due to market conditions and a higher than usual withdrawal in the volatile markets.
- The India business continues to be in the unique position as a platform that serves the growing fee-based advisory community. Although Wrap AUA declined YoY in 1Q2020, the recurring admin fee revenue from Wrap AUA recorded YoY growth in the quarter.
- In 1Q2020, the Securities and Exchange Board of India (SEBI) confirmed the changes to the Registered Investment Advisers (RIA) regulations. With the impending regulatory changes, many mutual fund distributors will find it difficult to meet the enhanced criteria and adapt to the new changes. iFAST India's RIA incubator initiative, which allows companies to operate under its corporate RIA licence encompassing both the advisory and distribution services, will help its partners adapt and transform their business to meet the new regulatory requirements with ease. This initiative will also help to create more RIAs and build sticky assets on the iFAST India platform.

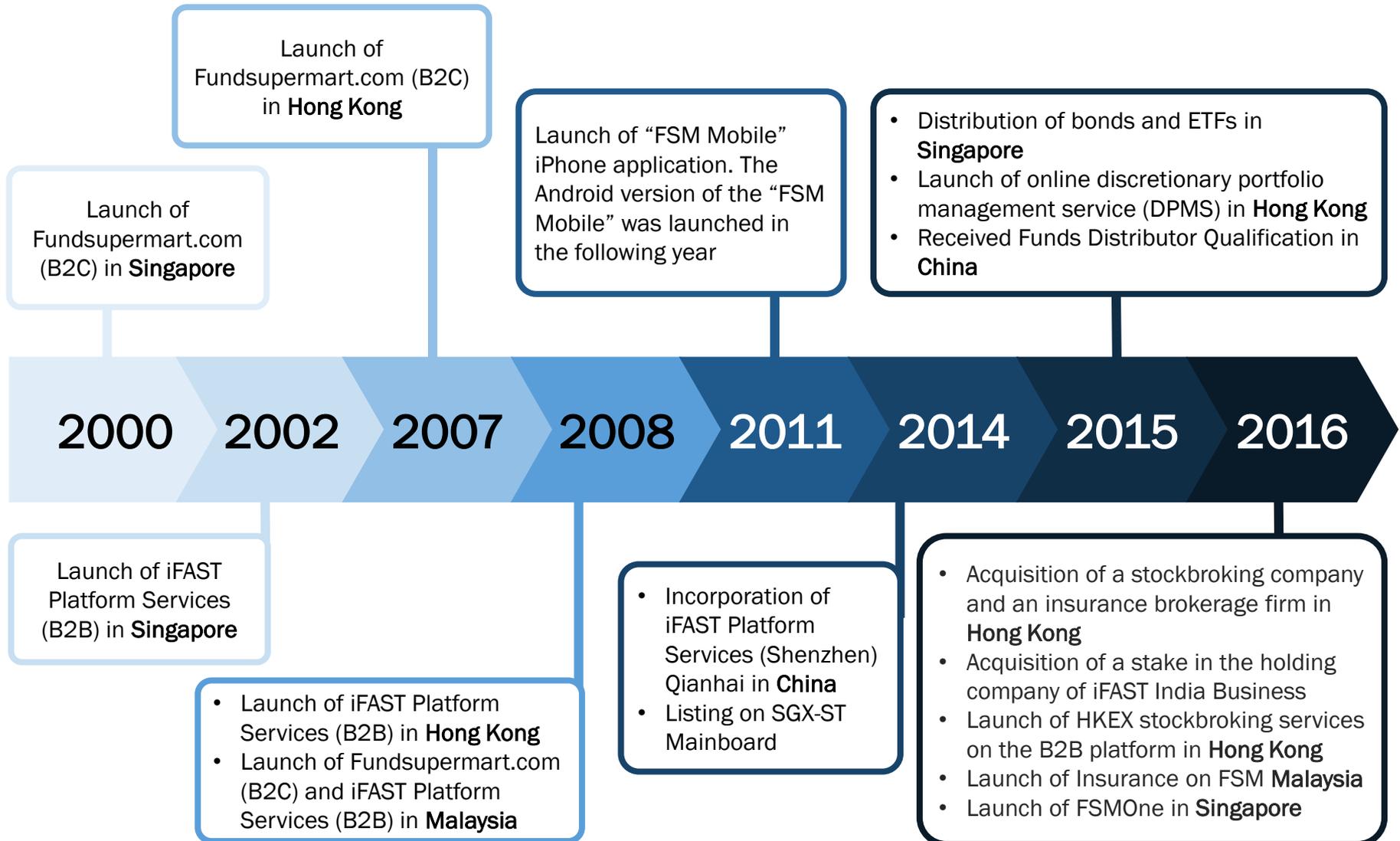
Appendices



Business Overview

- iFAST Corporation Ltd. is a wealth management fintech platform with assets under administration (AUA) of S\$9.54 billion as at 31 March 2020 (stock code: AIY).
- Main business divisions:
 - Business-to-Consumer (B2C) platform, Fundsupermart (including the new FSMOne multi-products account in Singapore, Hong Kong and Malaysia), targeted at DIY investors (AUA: S\$2.76 billion);
 - Business-to-Business (B2B) platform that caters to the specialised needs of over 400 financial advisory (FA) companies, financial institutions and banks (AUA: S\$6.78 billion), which in turn have more than 9,000 wealth advisers; and
 - Emerging Fintech Solutions / Business-to-Business-to-Consumer (B2B2C) Model: iFAST Fintech Solutions was launched in the recent years to provide customisable Fintech solutions for our B2B clients and business partners to empower them with B2C Fintech capabilities.
- The Group offers access to over 10,000 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, financial technology (fintech) solutions, and investment administration and transaction services.
- Our mission statement is, “To help investors around the world invest globally and profitably”.
- iFAST Corp was consistently ranked within the top 15% among SGX-listed companies in the Singapore Governance and Transparency Index (SGTI) from 2016 to 2019.
- iFAST Corp was awarded the “Best Investor Relations – Silver Award” and “Best Investor Relations – Bronze Award” in the “Companies with less than S\$300 million in market capitalisation” category at the Singapore Corporate Awards held in 2018 and 2019 respectively.
- iFAST Corp was selected as one of the 36 listed companies to be included in 2019’s SGX Fast Track programme. The programme aims to affirm listed issuers that have been publicly recognised for high corporate governance standards and have maintained a good compliance track record.

Milestones



Milestones (cont'd)

- Launch of HKEX stockbroking services on FSM **Hong Kong**
- Launch of bonds on FSM **Malaysia** and online DPMS in **Malaysia**
- **iFAST Singapore** admitted as Trading Member of SGX-ST and Clearing Member of CDP
- Launch of SGX stockbroking services in **Singapore**
- Launch of FSMOne in **Hong Kong**
- Launch of iFAST Fintech Solutions
- Launch of US stockbroking services on FSM **Singapore**

- **iFAST Singapore** clinched “Fastest Growing SGX-ST Member” Award at SGX Awards Night 2019
- **iFAST Malaysia** launched retail bonds under the Securities Commission Malaysia’s new Seasoning Framework
- Launch of iFAST Global Markets (iGM) mobile app in **Singapore** and **Hong Kong**
- **iFAST Corp** won the “Best Investor Relations – Bronze Award”, while the Group’s CFO was named “Best CFO” in the companies with less than S\$300 million in market capitalisation category at SCA 2019

2017

2018

2019

2020

- Launch of US stockbroking services in **Hong Kong**
- **iFAST Corp** won the "Best Investor Relations - Silver Award" in the small cap category at the Singapore Corporate Awards (SCA) 2018
- Launch of FSMOne in **Malaysia**

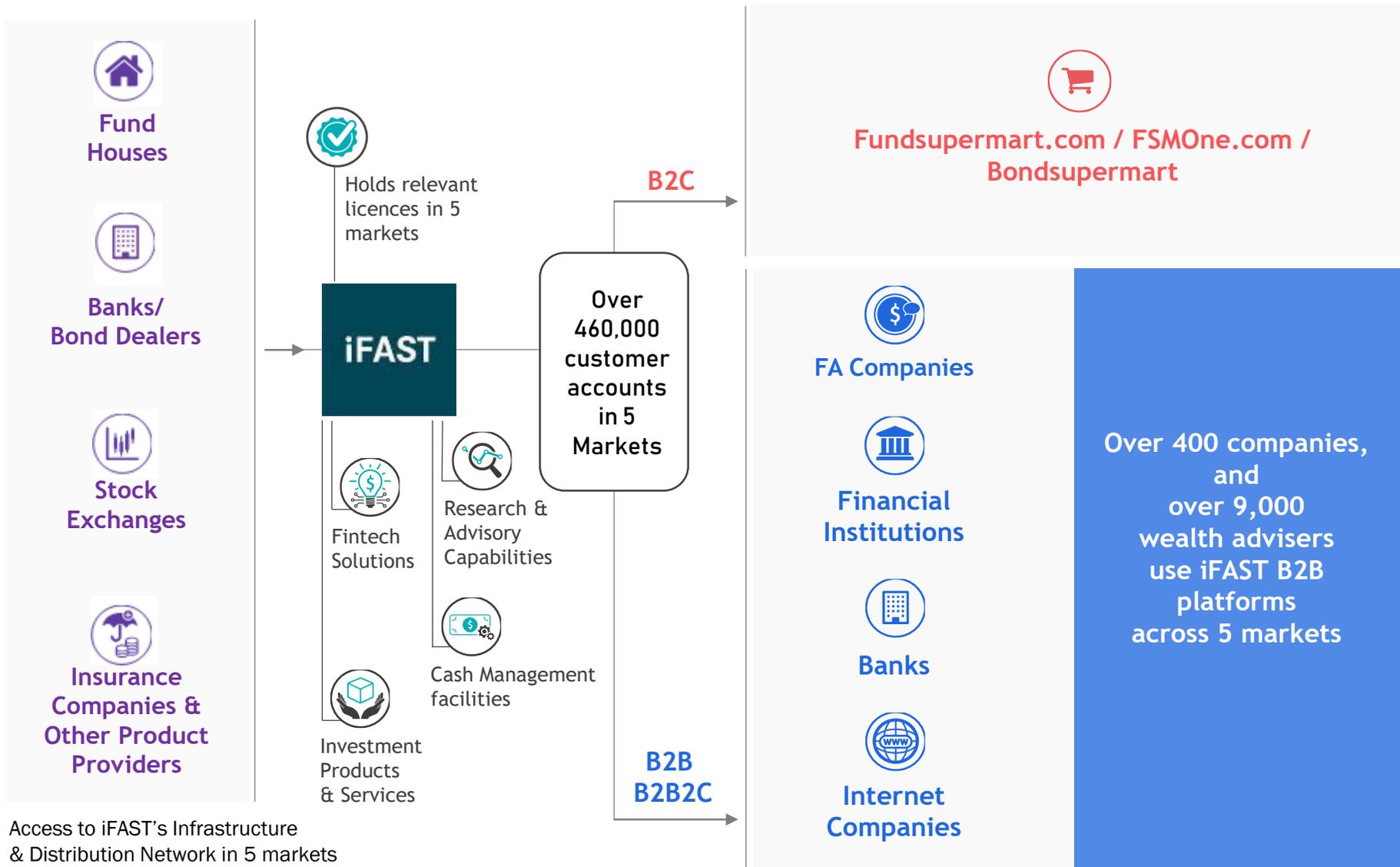
- **iFAST Singapore** received the “Fastest Growing SGX-ST Member” award for the second consecutive year.
- **iFAST Singapore** was recognised as Human Capital Partner under the Human Capital Partnership (HCP) Programme.

iFAST Fintech Ecosystem



(as at 31 Mar 2020)

Connecting All to Help Investors Invest Globally and Profitably



The iFAST Fintech Ecosystem

- Products and services:
 - Unit trusts (over 7,000 funds from over 270 fund houses)
 - Bonds (over 1,300 direct bonds)
 - Stocks & ETFs – in 3 markets (Singapore, Hong Kong and US)
 - Discretionary portfolio management services
- Over 400 financial institutions and other corporations and over 9,000 wealth advisers using the platform
- Over 460,000 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 two giants markets (China and India), with linkages to Singapore and Hong Kong increasingly strengthened

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 approximately 80% of our net revenue
- Sources of Non-Recurring Net Revenue
 - Transaction fees – unit trusts, bonds, stocks, ETFs
 - Forex conversions
 - Fintech solutions IT development fees
 - Insurance commissions
- Sources of Recurring Net Revenue
 - Trailer fees, platform fees, wrap fees
 - Net interest income
 - Fintech solutions IT maintenance fees
- 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.

Licences Held and Products and Services Available (as at 31 March 2020)



INDIA

LICENCES HELD:

- Registered Investment Adviser with SEBI
- Registered Mutual Fund Distributor with Association of Mutual Funds in India
- Bombay Stock Exchange (BSE)
- Central Depository Services (India) Ltd
- Approved person of Central Insurance Repository Ltd.

PRODUCTS AVAILABLE:

UT / Stocks

CHINA

LICENCES HELD:

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

PRODUCTS AVAILABLE:

UT

HONG KONG

LICENCES HELD:

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

PRODUCTS AVAILABLE:

UT / Bonds / Stocks / ETFs / DPMS

MALAYSIA

LICENCES HELD:

- Capital Market Services Licence [SC]
- Registered IUTA and IRPA [FIMM]
- Financial Advisers Licence [BNM]

PRODUCTS AVAILABLE:

UT / Bonds / DPMS / Insurance

SINGAPORE

LICENCES 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 AVAILABLE:

UT / Bonds / Stocks / ETFs / DPMS / Insurance

Our Value Proposition

iFAST

PRODUCT PROVIDERS

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

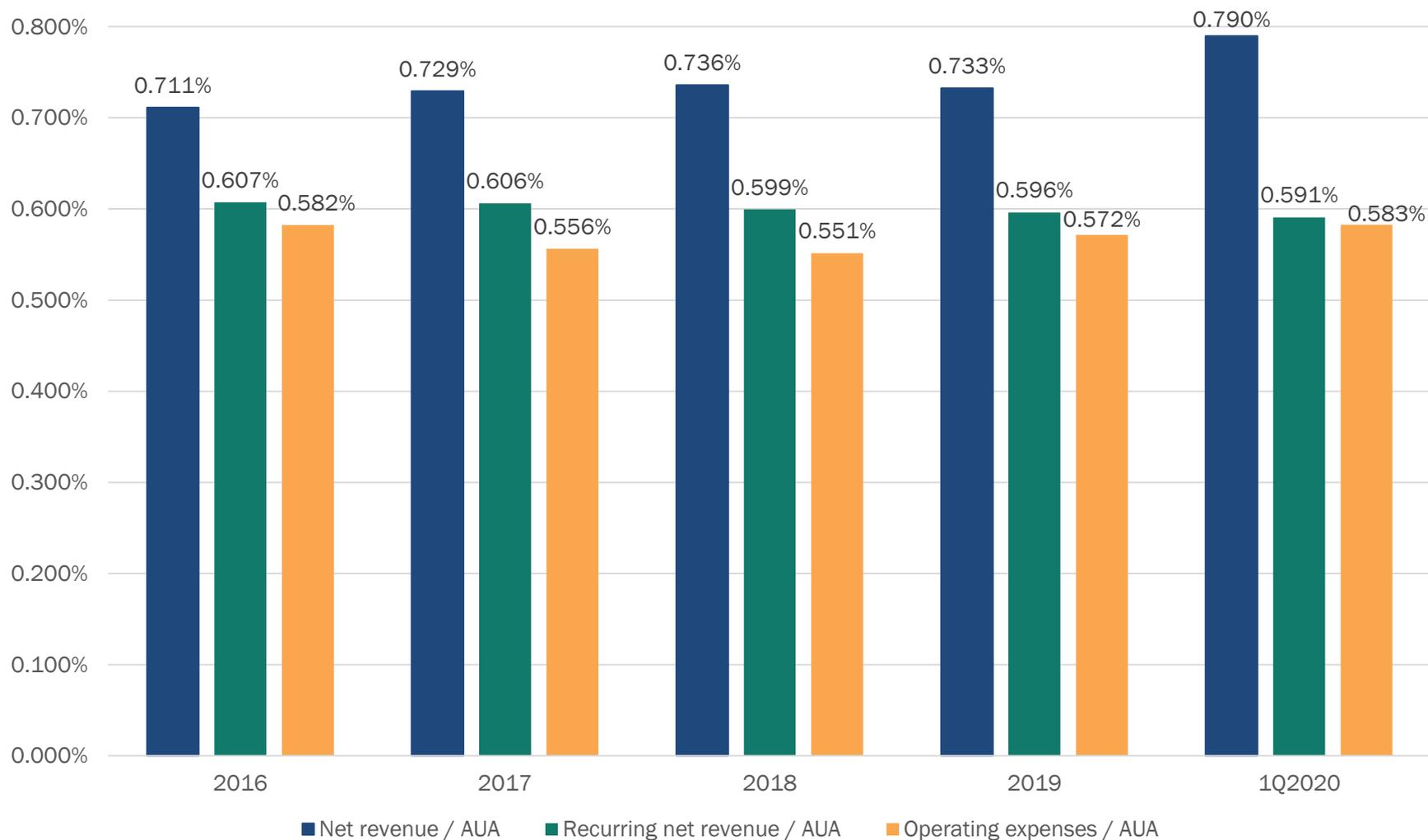
B2B CUSTOMERS

- One platform, multiple investment products
- Adoption of recurring revenue business model based on Assets Under Administration (“AUA”)
- Platform performs efficient collection of fees
- IT solutions and backroom functions managed by platform
- Competitive fee-sharing structure
- Research into investment products
- Adoption of a wrap account which seamlessly combines multiple investment product categories into one account
- Online discretionary portfolio management services (DPMS)

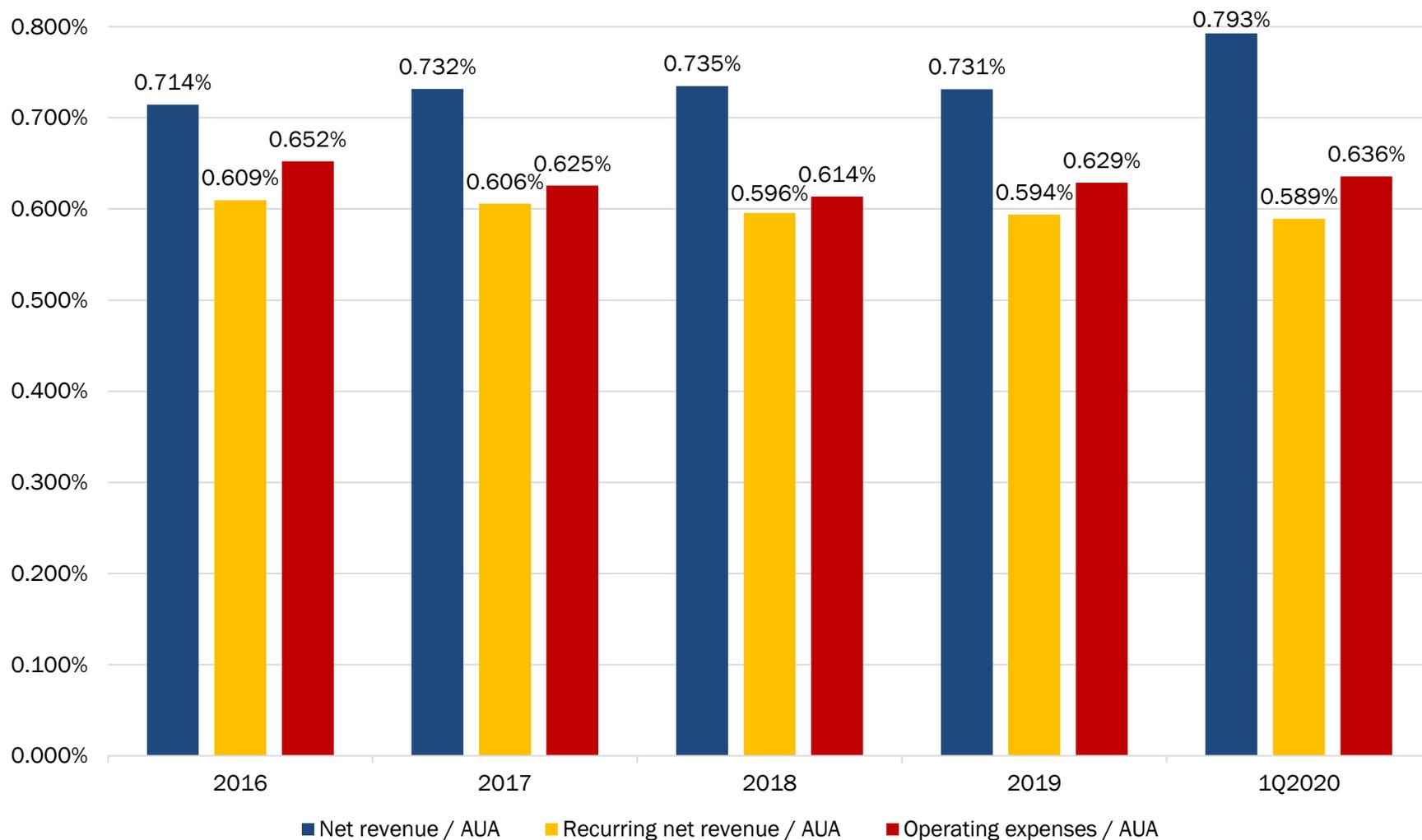
B2C DIY INVESTORS

- One platform, multiple investment products
- Competitive and transparent fee structure Award-winning websites and mobile applications
- Availability of Investment Advisers if advice is required
- Online discretionary portfolio management services (DPMS)

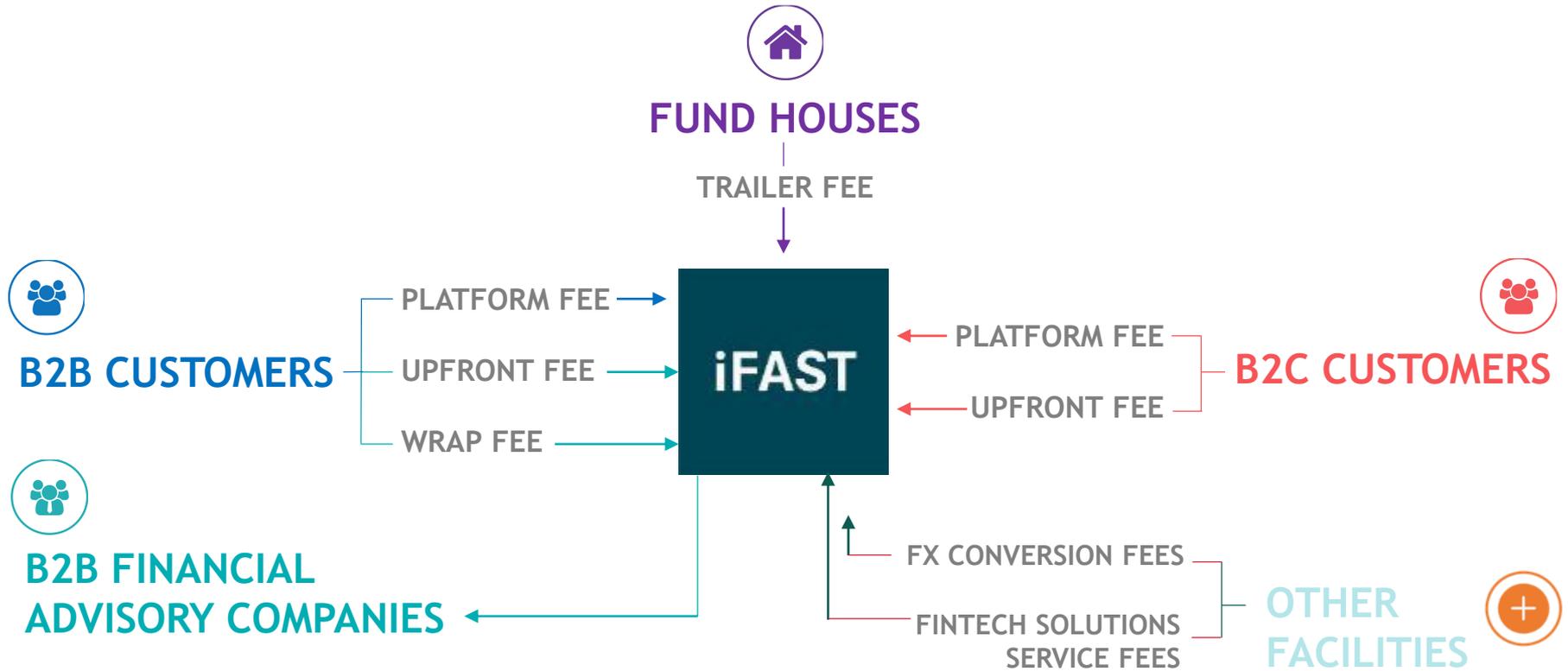
Net revenue and operating expenses as a ratio of average AUA for Group (excluding China operation)



Net revenue and operating expenses as a ratio of average AUA for Group (including China operation)



Fees Illustration



1Q2020: Activities & Achievements



(L-R) FSM SG: FSM Invest Expo 2020; FSM MY: What and Where to Invest 2020 (KL & Penang); HK: What and Where to Invest 2020 by FSM & iGM



(L-R) iFAST Singapore received the “Fastest Growing SGX-ST Member 2019” award for the second year in a row; iFAST Singapore recognised as Human Capital Partner under the Human Capital Partnership (HCP) Programme; Our team from Singapore volunteered at Food From The Heart to help packed food items for needy families in February 2020.



Continuing financial education and investment updates via webinars for advisers and clients across the various markets the Group operates in.

TO HELP INVESTORS AROUND THE WORLD

INVEST GLOBALLY AND PROFITABLY

THANK YOU!

For more information,
please visit: www.ifastcorp.com

