

### FOR IMMEDIATE RELEASE

### iFAST Corp: A weak start to 2019 but AUA hit record high of S\$8.75 billion as at 31 March 2019

- Following an extended period of poor financial market conditions between 2Q2018 to end 2018, the Group started the year with a weak January and February in terms of revenue and profitability, resulting in total net revenue growing by only 4.4% YoY in 1Q2019.
- The Group's total operating expenses grew 13.4% YoY in 1Q2019. This resulted from the Group's continued efforts to strengthen the overall range of products and services it offers as a wealth management Fintech platform.
- As a result of weak revenue growth in the early part of 2019, and the Group's continued effort to invest for ongoing growth, the Group's profit before tax declined by 37.5% YoY.
- The Group's AUA started with relatively low level of S\$8.05 billion at the beginning of 2019. However, with improved market conditions, the Group's AUA grew 8.7% QoQ to a record high of S\$8.75 billion as at 31 March 2019.
- Looking forward and barring unforeseen circumstances, the Group expects its revenue and profitability to show improvements in 2Q2019 as compared to 1Q2019.
- The Group continues to position itself to benefit from the huge long-term potential of the Asia's wealth management industry, by constantly striving to improve its services as a wealth management Fintech platform.
- As the Group is executing its overall strategy, adverse financial market conditions can affect
  its levels of profitability in the short term. However, the Group believes that it will benefit
  from the overall improving scale of its platform in the medium to long term.
- The Directors have declared a first interim dividend of 0.75 cents per ordinary share for 1Q2019 (first interim dividend for 1Q2018: 0.75 cents per ordinary share).

SINGAPORE (27 April 2019) — iFAST Corporation Ltd. ("iFAST Corp" and together with its subsidiaries, the "Group") reported its financial results for the first quarter of 2019 (1Q2019).

Following an extended period of poor financial market conditions between 2Q2018 to end 2018, the Group started the year with a weak January and February in terms of revenue and profitability, resulting in total net revenue growing by only 4.4% YoY in 1Q2019. Whilst recurring net revenue grew 8.8% YoY, non-recurring net revenue saw a 13.2% decline YoY.

The Group's total operating expenses grew 13.4% YoY in 1Q2019. This resulted from the Group's continued efforts to strengthen the overall range of products and services it offers as a wealth management Fintech platform.

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Looking forward and barring unforeseen circumstances, the Group expects its revenue and profitability to show improvements in 2Q2019 as compared to 1Q2019.

The Group continues to position itself to benefit from the huge long-term potential of Asia's wealth management industry, by constantly striving to improve its services as a wealth management Fintech platform. As the Group is executing its overall strategy, adverse financial market conditions can affect its levels of profitability in the short term. However, the Group believes that it will benefit from the overall improving scale of its platform in the medium to long term.

### First Interim Dividend for 1Q2019

For the first interim dividend for 1Q2019, the Directors declared a dividend per share of 0.75 cents per ordinary share (first interim dividend for 1Q2018: 0.75 cents per ordinary share).

Table 1: Profit / Loss - Geographical Segment

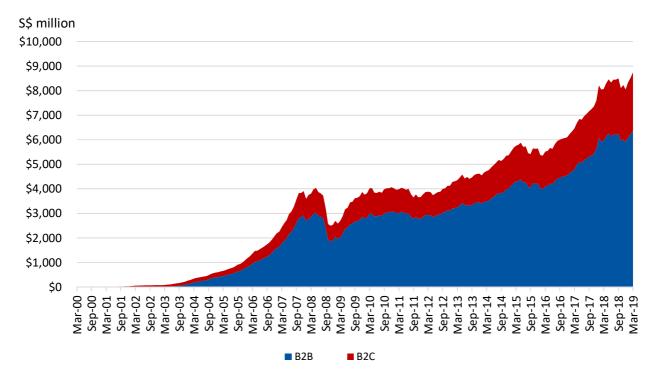
Profit/Loss (S\$ Million)	FY2015	FY2016	FY2017 <sup>2</sup>	FY2018	1Q2019
Singapore	11.82	9.07	10.62	11.86	2.00
Hong Kong	1.65	0.53	1.77	3.42	0.67
Malaysia	0.28	0.38	1.07	1.37	0.52
Other <sup>1</sup>	(0.02)	(0.16)	(0.33)	0.52	(0.14)
Profit before tax					
(excluding China operation)	13.73	9.82	13.13	17.17	3.05
Tax expense	(0.65)	(0.76)	(1.26)	(1.66)	(0.32)
Net profit after tax (excluding China operation)	13.08	9.06	11.87	15.51	2.74
China operation	(0.98)	(3.61)	(4.17)	(4.60)	(1.13)
Net profit after tax					
(including China operation)	12.10	5.45	7.70	10.91	1.60

### 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

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Chart 1: Group AUA grew 8.7% QoQ to a record high of S\$8.75 billion<sup>1</sup>

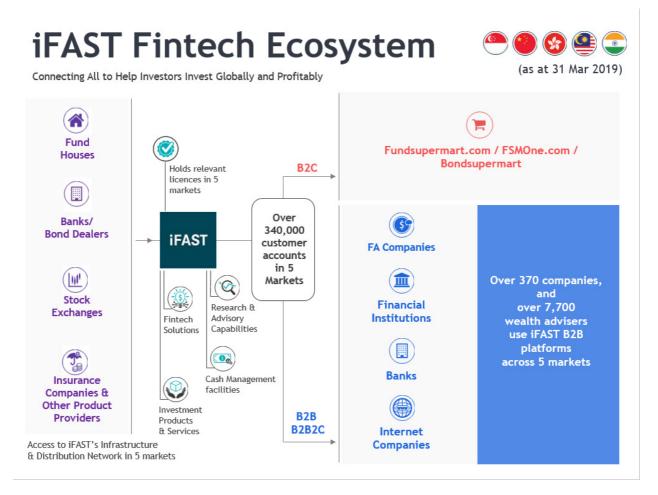


### Note:

1. The Group's AUA as at 31 March 2019 includes its effective 19.3% share of the India Business



**About iFAST Corp** 



iFAST Corp (stock code: AIY) is a wealth management Fintech platform, with assets under administration (AUA) of S\$8.75 billion as at 31 March 2019.

Incorporated in the year 2000 in Singapore and listed on the SGX-Mainboard in December 2014, iFAST Corp is also present in Hong Kong, Malaysia, China and India. Through the years, the Group has built a well-established Fintech ecosystem spanning across its product providers, its Business-to-Business (B2B) and emerging Business-to-Business-to-Consumer (B2B2C) divisions, as well as its Business-to-Consumer (B2C) platform.

iFAST Corp holds the requisite licences in the various jurisdictions it operates in to provide a wide range of products and services. As at end March 2019, the Group offers access to over 9,400 investment products including over 6,200 funds from over 245 fund houses, over 1,000 direct bonds, stocks and ETFs (Singapore, Hong Kong and US stockbroking capabilities), as well as services including discretionary portfolio management services, research and investment seminars, Fintech solutions, and investment administration and transaction services to financial advisory ("FA") firms, financial

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institution, 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 emerging Fintech Solutions/Business-to-Business-to-Consumer ("B2B2C") model. The B2C website, FSMOne.com/Fundsupermart.com, caters to investors who prefer to do their own investments online. The new FSMOne multi-products transactional platform is currently available in Singapore, Hong Kong and Malaysia. The B2B platforms cater to the specialised needs of more than 370 FA companies, financial institutions, banks and internet companies with over 7,700 wealth advisers. The emerging Fintech Solutions/B2B2C model, iFAST Fintech Solutions, was launched in Singapore, Hong Kong and Malaysia in recent years to provide innovative and customisable Fintech solutions for our B2B clients and business partners to empower them with their own B2C Fintech capabilities.

The Group continues to work on improving and broadening the iFAST Fintech Ecosystem. This includes stepping up its efforts to offer a broader range of Fintech Solutions to its B2B partners, including helping to empower them with B2C Fintech capabilities.

The Group's mission statement is, "To help investors around the world invest globally and profitably". In the Singapore Governance and Transparency Index (SGTI) released from 2016 to 2018, iFAST Corp has been ranked within the top 15% among SGX-listed companies. iFAST Corp was awarded first runner-up in the "IR Magazine Awards South East Asia 2017" in the "Best in Sector – IT " category. iFAST Corp won the "Best Investor Relations - Silver Award" in the Companies with less than \$\$300 million in market capitalisation category at the Singapore Corporate Awards 2018. For more information, please visit <a href="https://www.ifastcorp.com">www.ifastcorp.com</a>

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