



**iFAST Corporation Ltd.  
and its Subsidiaries**

Company Registration No: 200007899C  
(Incorporated in the Republic of Singapore)

**Unaudited Third Quarter and Nine Months ended  
30 September 2021  
Financial Statements Announcement**

## Third Quarter and Nine Months Ended 30 September 2021 Financial Statements and Dividend Announcement

### 1(a)(i) An income statement and a statement of comprehensive income, for the group, together with a comparative statement for the corresponding period of the immediately preceding financial year.

#### Consolidated income statement for the third quarter and nine months ended 30 September 2021

	Group			Group		
	3Q21 \$'000	3Q20 \$'000	Change %	9M21 \$'000	9M20 \$'000	Change %
Revenue	55,530	44,996	23.4	161,651	122,026	32.5
Commission and fee paid or payable to financial advisers and securities brokerage expense	(25,217)	(22,130)	13.9	(76,658)	(60,501)	26.7
	<b>30,313</b>	<b>22,866</b>	<b>32.6</b>	<b>84,993</b>	<b>61,525</b>	<b>38.1</b>
Other income	(566)	1,266	NM	876	3,647	(76.0)
Depreciation of plant and equipment	(619)	(457)	35.4	(1,773)	(1,441)	23.0
Depreciation of right-of-use assets	(1,826)	(1,837)	(0.6)	(5,428)	(5,262)	3.2
Amortisation of intangible assets	(2,150)	(1,688)	27.4	(6,231)	(4,867)	28.0
Staff costs	(11,151)	(9,619)	15.9	(32,252)	(26,741)	20.6
Other operating expenses	(4,900)	(3,094)	58.4	(12,346)	(9,370)	31.8
<b>Results from operating activities</b>	<b>9,101</b>	<b>7,437</b>	<b>22.4</b>	<b>27,839</b>	<b>17,491</b>	<b>59.2</b>
Finance income	150	148	1.4	511	698	(26.8)
Finance costs	(116)	(209)	(44.5)	(432)	(615)	(29.8)
Net finance income / (costs)	34	(61)	NM	79	83	(4.8)
Share of results of associates, net of tax	(50)	(68)	(26.5)	(133)	(142)	(6.3)
<b>Profit before tax</b>	<b>9,085</b>	<b>7,308</b>	<b>24.3</b>	<b>27,785</b>	<b>17,432</b>	<b>59.4</b>
Tax expense	(1,542)	(1,195)	29.0	(4,514)	(3,242)	39.2
<b>Profit for the period</b>	<b>7,543</b>	<b>6,113</b>	<b>23.4</b>	<b>23,271</b>	<b>14,190</b>	<b>64.0</b>
<b>Profit attributable to:</b>						
<b>Owners of the Company</b>	<b>7,598</b>	<b>6,164</b>	<b>23.3</b>	<b>23,433</b>	<b>14,327</b>	<b>63.6</b>
Non-controlling interests	(55)	(51)	7.8	(162)	(137)	18.2
<b>Profit for the period</b>	<b>7,543</b>	<b>6,113</b>	<b>23.4</b>	<b>23,271</b>	<b>14,190</b>	<b>64.0</b>

NM denotes not meaningful.

FVOCI denotes fair value through other comprehensive income.

FVTPL denotes fair value through profit or loss.

**1(a)(i) An income statement and a statement of comprehensive income, for the group, together with a comparative statement for the corresponding period of the immediately preceding financial year. (Cont'd)**

**Consolidated statement of comprehensive income for the third quarter and nine months ended 30 September 2021**

	3Q21	Group 3Q20	Change	9M21	Group 9M20	Change
	\$'000	\$'000	%	\$'000	\$'000	%
<b>Profit for the period</b>	<b>7,543</b>	<b>6,113</b>	<b>23.4</b>	<b>23,271</b>	<b>14,190</b>	<b>64.0</b>
<b>Other comprehensive income</b>						
<b>Items that are or may be reclassified subsequently to profit or loss:</b>						
Net change in fair value of financial assets-debt investments at FVOCI	(3)	5	NM	(7)	(98)	(92.9)
Net change in fair value of financial assets-debt investments at FVOCI reclassified to profit or loss	-	-	NM	-	133	NM
Foreign currency translation differences for foreign operations	369	(270)	NM	687	471	45.9
Share of other comprehensive income of associates	(6)	(4)	50.0	(4)	(30)	(86.7)
	<u>360</u>	<u>(269)</u>	<u>NM</u>	<u>676</u>	<u>476</u>	<u>42.0</u>
<b>Items that will not be reclassified subsequently to profit or loss:</b>						
Net change in fair value of financial assets-equity investments at FVOCI	(293)	51	NM	(524)	(678)	(22.7)
	<u>(293)</u>	<u>51</u>	<u>NM</u>	<u>(524)</u>	<u>(678)</u>	<u>(22.7)</u>
Other comprehensive income for the period, net of tax	<u>67</u>	<u>(218)</u>	<u>NM</u>	<u>152</u>	<u>(202)</u>	<u>NM</u>
<b>Total comprehensive income for the period</b>	<b><u>7,610</u></b>	<b><u>5,895</u></b>	<b><u>29.1</u></b>	<b><u>23,423</u></b>	<b><u>13,988</u></b>	<b><u>67.5</u></b>
<b>Attributable to:</b>						
<b>Owners of the Company</b>	<b>7,663</b>	<b>5,941</b>	<b>29.0</b>	<b>23,575</b>	<b>14,126</b>	<b>66.9</b>
Non-controlling interests	(53)	(46)	15.2	(152)	(138)	10.1
<b>Total comprehensive income for the period</b>	<b><u>7,610</u></b>	<b><u>5,895</u></b>	<b><u>29.1</u></b>	<b><u>23,423</u></b>	<b><u>13,988</u></b>	<b><u>67.5</u></b>

**1(a)(ii) Breakdown and explanatory notes to income statement.**

	3Q21 \$'000	Group 3Q20 \$'000	Change %	9M21 \$'000	Group 9M20 \$'000	Change %
<u>Profit for the period is arrived at after charging / (crediting) the following:</u>						
Other income						
- Net investment loss / (income)	698	(203)	NM	35	(899)	NM
- Government grant	(118)	(992)	(88.1)	(870)	(2,647)	(67.1)
- Miscellaneous income	(14)	(71)	(80.3)	(41)	(101)	(59.4)
	566	(1,266)	NM	(876)	(3,647)	(76.0)
Finance income						
- Interest income from cash and cash equivalents	(34)	(27)	25.9	(131)	(126)	4.0
- Interest income from clients trade settlement bank accounts	(101)	(116)	(12.9)	(352)	(556)	(36.7)
- Interest income from investment in financial assets	(3)	(2)	50.0	(7)	(6)	16.7
- Interest income from receivables	(12)	(3)	300.0	(21)	(10)	110.0
	(150)	(148)	1.4	(511)	(698)	(26.8)
Finance costs						
- Interest expense on bank loans	-	12	NM	1	50	(98.0)
- Interest expense on lease liabilities	116	197	(41.1)	431	565	(23.7)
	116	209	(44.5)	432	615	(29.8)
Tax expense						
Current tax expense						
	1,814	1,134	60.0	5,114	3,030	68.8
Deferred tax (credit) / expense						
	(272)	61	NM	(600)	212	NM
	1,542	1,195	29.0	4,514	3,242	39.2
Lease expense	19	9	111.1	39	29	34.5
Foreign exchange (gain) / loss, net	(58)	72	NM	(31)	(48)	(35.4)
Equity-settled share-based payment transactions, included in staff costs	1,353	791	71.0	3,845	2,287	68.1
Equity-settled share-based payment transactions, included in other operating expenses	210	61	244.3	436	133	227.8
Impairment loss on investment in financial assets at FVOCI, included in other operating expenses	-	-	NM	-	133	NM
Dividend income on investment in financial assets at FVOCI, included in investment income	(110)	(136)	(19.1)	(377)	(418)	(9.8)
Net loss / (gain) on investment in financial assets at FVTPL, included in investment income	817	(58)	NM	439	(454)	NM
Dividend income on investment in associates	(9)	(9)	-	(27)	(27)	-

**1(b)(i) A statement of financial position (for the issuer and group), together with a comparative statement as at the end of the immediately preceding financial year.**

	Group As at		Company As at	
	30-Sep-21 \$'000	31-Dec-20 \$'000	30-Sep-21 \$'000	31-Dec-20 \$'000
<b>Assets</b>				
Plant and equipment	6,114	4,283	940	122
Right-of-use assets	16,190	18,538	5,076	7,571
Intangible assets and goodwill	29,093	25,500	20,103	21,662
Subsidiaries	-	-	56,145	53,623
Associates	6,315	5,982	6,747	6,372
Other investments	3,999	3,944	1,735	1,840
Deferred tax assets	1,857	1,099	-	-
Prepayments and others	2,233	330	11	11
<b>Total non-current assets</b>	<b>65,801</b>	<b>59,676</b>	<b>90,757</b>	<b>91,201</b>
Current tax receivable	17	203	-	-
Other investments	18,442	16,838	12,194	15,811
Prepayments and others	3,109	1,813	123	60
Trade and other receivables	58,316	44,990	31,444	24,819
Uncompleted contracts - buyers	85,016	94,318	-	-
Money market funds	5,669	4,833	-	-
Cash at bank and in hand	30,331	31,608	2,194	5,259
<b>Total current assets</b>	<b>200,900</b>	<b>194,603</b>	<b>45,955</b>	<b>45,949</b>
<b>Total assets</b>	<b>266,701</b>	<b>254,279</b>	<b>136,712</b>	<b>137,150</b>
<b>Equity</b>				
Share capital	67,563	66,976	67,563	66,976
Reserves	57,705	37,133	31,060	24,072
<b>Equity attributable to owners of the Company</b>	<b>125,268</b>	<b>104,109</b>	<b>98,623</b>	<b>91,048</b>
Non-controlling interests	(861)	(709)	-	-
<b>Total equity</b>	<b>124,407</b>	<b>103,400</b>	<b>98,623</b>	<b>91,048</b>
<b>Liabilities</b>				
Deferred tax liabilities	2,733	2,616	1,908	1,902
Lease liabilities	9,458	12,013	1,707	4,149
<b>Total non-current liabilities</b>	<b>12,191</b>	<b>14,629</b>	<b>3,615</b>	<b>6,051</b>
Current tax payables	3,540	3,078	-	-
Lease liabilities	7,628	7,205	3,300	3,268
Trade and other payables	34,024	31,735	31,174	36,783
Uncompleted contracts - sellers	84,911	94,232	-	-
<b>Total current liabilities</b>	<b>130,103</b>	<b>136,250</b>	<b>34,474</b>	<b>40,051</b>
<b>Total liabilities</b>	<b>142,294</b>	<b>150,879</b>	<b>38,089</b>	<b>46,102</b>
<b>Total equity and liabilities</b>	<b>266,701</b>	<b>254,279</b>	<b>136,712</b>	<b>137,150</b>
<b>Held under trust</b>				
Client bank accounts	1,115,015	943,960	-	-
Client ledger balances	(1,115,015)	(943,960)	-	-
	-	-	-	-

**1(b)(ii) Aggregate amount of group's borrowings and debt securities.**

**Amount repayable in one year or less, or on demand**

	As at 30-Sep-21 \$'000		As at 31-Dec-20 \$'000	
	Secured	Unsecured	Secured	Unsecured
Bank loans	-	-	-	-
	-	-	-	-

The Group uses its revolving bank loan facilities to facilitate its cash management from time to time. The revolving bank loans bore interest at rates ranging from 1.51% to 1.58% (2020: 1.30% to 2.72%) per annum in the period. The revolving bank loans drawn down in 1Q21 were fully repaid within the quarter.

**Amount repayable after one year**

No any amount of the Group's borrowings and debt securities is repayable after one year from the reporting date.

**1(c) A statement of cash flows (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year.**

	Group		Group	
	3Q21 \$'000	3Q20 \$'000	9M21 \$'000	9M20 \$'000
<b>Cash flows from operating activities</b>				
Profit for the period	7,543	6,113	23,271	14,190
Adjustments for:				
Depreciation of plant and equipment	619	457	1,773	1,441
Depreciation of right-of-use assets	1,826	1,837	5,428	5,262
Amortisation of intangible assets	2,150	1,688	6,231	4,867
Equity-settled share-based payment transactions	1,563	852	4,281	2,420
Dividend income on investment in financial assets at FVOCI	(110)	(136)	(377)	(418)
Net loss/ (gain) on investment in financial assets at FVTPL	817	(58)	439	(454)
Dividend income on investment in associates	(9)	(9)	(27)	(27)
Share of results of associates, net of tax	50	68	133	142
Foreign exchange (gain) / loss, net	(58)	72	(31)	(48)
Impairment loss on investment in financial assets at FVOCI	-	-	-	133
Net finance (income) / cost	(34)	61	(79)	(83)
Tax expense	1,542	1,195	4,514	3,242
	<u>15,899</u>	<u>12,140</u>	<u>45,556</u>	<u>30,667</u>
Change in uncompleted contracts and trade and other receivables	327	(9,455)	(6,503)	(52,628)
Change in uncompleted contracts and trade and other payables	(7,193)	9,609	(3,683)	54,029
<b>Cash generated from operations</b>	<b>9,033</b>	<b>12,294</b>	<b>35,370</b>	<b>32,068</b>
Tax paid	(2,040)	(928)	(4,480)	(1,383)
Interest received	141	148	502	698
Interest paid on bank loans	-	-	(1)	-
Interest paid on lease liabilities	(145)	(197)	(460)	(565)
<b>Net cash from operating activities</b>	<b>6,989</b>	<b>11,317</b>	<b>30,931</b>	<b>30,818</b>
<b>Cash flows from investing activities</b>				
Purchase of plant and equipment	(2,329)	(333)	(3,585)	(1,092)
Purchase of intangible assets	(5,067)	(1,674)	(12,241)	(7,980)
Additional investment in associates	(94)	(408)	(469)	(1,139)
Dividend from associates	18	18	36	36
Purchase of investment in financial assets	(39,629)	(43,365)	(137,954)	(109,999)
Proceeds from redemption of investment in financial assets	38,955	45,982	135,785	109,886
Dividends received from investment in financial assets at FVOCI	1	1	3	4
<b>Net cash (used in) / from investing activities</b>	<b>(8,145)</b>	<b>221</b>	<b>(18,425)</b>	<b>(10,284)</b>
<b>Cash flows from financing activities</b>				
Proceeds from exercise of share options	240	353	587	531
Purchase of treasury shares	-	-	-	(475)
Drawdown of bank loans	-	-	5,000	-
Repayment of bank loans	-	(1,500)	(5,000)	(1,500)
Principal element of lease payments	(1,848)	(1,807)	(5,331)	(5,192)
Dividends paid to owners of the Company	(3,045)	(2,037)	(8,575)	(6,510)
<b>Net cash used in financing activities</b>	<b>(4,653)</b>	<b>(4,991)</b>	<b>(13,319)</b>	<b>(13,146)</b>
<b>Net (decrease) / increase in cash and cash equivalents</b>	<b>(5,809)</b>	<b>6,547</b>	<b>(813)</b>	<b>7,388</b>
Cash and cash equivalents at beginning of the period	41,588	25,997	36,441	24,811
Effect of exchange rate fluctuations on cash held	221	(30)	372	315
<b>Cash and cash equivalents at end of the period</b>	<b>36,000</b>	<b>32,514</b>	<b>36,000</b>	<b>32,514</b>

**1(d)(i) A statement (for the issuer and group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalisation issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year.**

	Group											
	Attributable to owners of the Company										Non-controlling interests	Total equity
	Share capital	Fair value reserve	Foreign currency translation reserve	Share option reserve	Performance share reserve	Equity reserve	Reserve for own shares	Accumulated profits	Total			
\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000			
At 1 January 2021	66,976	(2,873)	(1,927)	2,825	7,058	(2,010)	(357)	34,417	104,109	(709)	103,400	
<b>Total comprehensive income for the period</b>												
Profit / (Loss) for the period	-	-	-	-	-	-	-	23,433	23,433	(162)	23,271	
<b>Other comprehensive income</b>												
Net change in fair value of financial assets at FVOCI	-	(539)	-	-	-	-	-	-	(539)	8	(531)	
Net change in fair value of financial assets at FVOCI reclassified to profit or loss	-	-	-	-	-	-	-	-	-	-	-	
Net change in fair value on disposal of financial assets at FVOCI transferred between reserves	-	811	-	-	-	-	-	(811)	-	-	-	
Foreign currency translation differences for foreign operations	-	-	685	-	-	-	-	-	685	2	687	
Share of other comprehensive income of associates	-	( <sup>(1)</sup> )	(4)	-	-	-	-	-	(4)	-	(4)	
Total other comprehensive income	-	272	681	-	-	-	-	(811)	142	10	152	
<b>Total comprehensive income for the period</b>	-	<b>272</b>	<b>681</b>	-	-	-	-	<b>22,622</b>	<b>23,575</b>	<b>(152)</b>	<b>23,423</b>	
<b>Transactions with owners, recorded directly in equity</b>												
<b>Contributions by and distributions to owners</b>												
Share options exercised	587	-	-	-	-	-	-	-	587	-	587	
Treasury shares re-issued	-	-	-	-	-	-	197	1,415	1,612	-	1,612	
One-tier tax-exempt 2020 final dividend paid of 1.00 cents per share	-	-	-	-	-	-	-	(2,765)	(2,765)	-	(2,765)	
One-tier tax-exempt interim dividend paid of 1.00 cents per share	-	-	-	-	-	-	-	(2,765)	(2,765)	-	(2,765)	
One-tier tax-exempt interim dividend paid of 1.10 cents per share	-	-	-	-	-	-	-	(3,045)	(3,045)	-	(3,045)	
Equity-settled share-based payment transactions	-	-	-	137	3,823	-	-	-	3,960	-	3,960	
Total contributions by and distribution to owners	587	-	-	137	3,823	-	197	(7,160)	(2,416)	-	(2,416)	
<b>Total transactions with owners</b>	<b>587</b>	<b>-</b>	<b>-</b>	<b>137</b>	<b>3,823</b>	<b>-</b>	<b>197</b>	<b>(7,160)</b>	<b>(2,416)</b>	<b>-</b>	<b>(2,416)</b>	
At 30 September 2021	67,563	(2,601)	(1,246)	2,962	10,881	(2,010)	(160)	49,879	125,268	(861)	124,407	

(<sup>1</sup>) Amount less than \$1,000



**1(d)(i) A statement (for the issuer and group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalisation issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year. (Cont'd)**

	Group										
	Attributable to owners of the Company										Total equity \$'000
	Share capital \$'000	Fair value reserve \$'000	Foreign currency translation reserve \$'000	Share option reserve \$'000	Performance share reserve \$'000	Equity reserve \$'000	Reserve for own shares \$'000	Accumulated profits \$'000	Total \$'000	Non-controlling interests \$'000	
<b>At 1 January 2020</b>	66,180	(1,134)	(1,453)	2,549	4,257	(2,010)	(199)	21,867	90,057	(421)	89,636
<b>Total comprehensive income for the period</b>											
Profit / (Loss) for the period	-	-	-	-	-	-	-	14,327	14,327	(137)	14,190
<b>Other comprehensive income</b>											
Net change in fair value of financial assets at FVOCI	-	(773)	-	-	-	-	-	-	(773)	(3)	(776)
Net change in fair value of financial assets at FVOCI reclassified to profit or loss	-	133	-	-	-	-	-	-	133	-	133
Net change in fair value on disposal of financial assets at FVOCI transferred between reserves	-	(1)	-	-	-	-	-	-	(1)	-	-
Foreign currency translation differences for foreign operations	-	-	469	-	-	-	-	-	469	2	471
Share of other comprehensive income of associates	-	(1)	(30)	-	-	-	-	-	(30)	-	(30)
Total other comprehensive income	-	(640)	439	-	-	-	-	-	(201)	(1)	(202)
<b>Total comprehensive income for the period</b>	-	<b>(640)</b>	<b>439</b>	-	-	-	-	<b>14,327</b>	<b>14,126</b>	<b>(138)</b>	<b>13,988</b>
<b>Transactions with owners, recorded directly in equity</b>											
<b>Contributions by and distributions to owners</b>											
Share options exercised	531	-	-	-	-	-	-	-	531	-	531
Purchase of treasury shares	-	-	-	-	-	-	(475)	-	(475)	-	(475)
Treasury shares re-issued	-	-	-	-	-	-	317	82	399	-	399
One-tier tax-exempt 2019 final dividend paid of 0.90 cents per share	-	-	-	-	-	-	-	(2,440)	(2,440)	-	(2,440)
One-tier tax-exempt interim dividend paid of 0.75 cents per share	-	-	-	-	-	-	-	(2,033)	(2,033)	-	(2,033)
One-tier tax-exempt interim dividend paid of 0.75 cents per share	-	-	-	-	-	-	-	(2,037)	(2,037)	-	(2,037)
Equity-settled share-based payment transactions	-	-	-	213	2,074	-	-	-	2,287	-	2,287
Total contributions by and distribution to owners	531	-	-	213	2,074	-	(158)	(6,428)	(3,768)	-	(3,768)
<b>Total transactions with owners</b>	<b>531</b>	<b>-</b>	<b>-</b>	<b>213</b>	<b>2,074</b>	<b>-</b>	<b>(158)</b>	<b>(6,428)</b>	<b>(3,768)</b>	<b>-</b>	<b>(3,768)</b>
<b>At 30 September 2020</b>	<b>66,711</b>	<b>(1,774)</b>	<b>(1,014)</b>	<b>2,762</b>	<b>6,331</b>	<b>(2,010)</b>	<b>(357)</b>	<b>29,766</b>	<b>100,415</b>	<b>(559)</b>	<b>99,856</b>

(1) Amount less than \$1,000

1(d)(i) A statement (for the issuer and group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalisation issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year. (Cont'd)

	Company						Total equity
	Attributable to owners of the Company						
	Share capital	Fair value reserve	Share option reserve	Performance share reserve	Reserve for own shares	Accumulated profits	
\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	
<b>At 1 January 2021</b>	<b>66,976</b>	<b>(939)</b>	<b>1,718</b>	<b>7,058</b>	<b>(357)</b>	<b>16,592</b>	<b>91,048</b>
<b>Total comprehensive income for the period</b>							
Profit for the period	-	-	-	-	-	10,728	10,728
<b>Other comprehensive income</b>							
Net change in fair value of financial assets at FVOCI	-	(690)	-	-	-	-	(690)
Net change in fair value of financial assets at FVOCI reclassified to profit or loss	-	-	-	-	-	-	-
Net change in fair value on disposal of financial assets at FVOCI transferred between reserves	-	811	-	-	-	(811)	-
Total other comprehensive income	-	121	-	-	-	(811)	(690)
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>121</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>9,917</b>	<b>10,038</b>
<b>Transactions with owners, recorded directly in equity</b>							
<b>Contributions by and distributions to owners</b>							
Share options exercised	587	-	-	-	-	-	587
Treasury shares re-issued	-	-	-	-	197	1,415	1,612
One-tier tax-exempt 2020 final dividend paid of 1.00 cents per share	-	-	-	-	-	(2,765)	(2,765)
One-tier tax-exempt interim dividend paid of 1.00 cents per share	-	-	-	-	-	(2,765)	(2,765)
One-tier tax-exempt interim dividend paid of 1.10 cents per share	-	-	-	-	-	(3,045)	(3,045)
Equity-settled share-based payment transactions	-	-	90	3,823	-	-	3,913
Total contributions by and distribution to owners	<b>587</b>	<b>-</b>	<b>90</b>	<b>3,823</b>	<b>197</b>	<b>(7,160)</b>	<b>(2,463)</b>
<b>Total transactions with owners</b>	<b>587</b>	<b>-</b>	<b>90</b>	<b>3,823</b>	<b>197</b>	<b>(7,160)</b>	<b>(2,463)</b>
<b>At 30 September 2021</b>	<b>67,563</b>	<b>(818)</b>	<b>1,808</b>	<b>10,881</b>	<b>(160)</b>	<b>19,349</b>	<b>98,623</b>

**1(d)(i) A statement (for the issuer and group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalisation issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year. (Cont'd)**

	Company						
	Attributable to owners of the Company						Total equity
	Share capital	Fair value reserve	Share option reserve	Performance share reserve	Reserve for own shares	Accumulated profits	
\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	
<b>At 1 January 2020</b>	<b>66,180</b>	<b>(1,132)</b>	<b>1,613</b>	<b>4,257</b>	<b>(199)</b>	<b>14,830</b>	<b>85,549</b>
<b>Total comprehensive income for the period</b>							
Loss for the period	-	-	-	-	-	7,582	7,582
<b>Other comprehensive income</b>							
Net change in fair value of financial assets at FVOCI	-	(706)	-	-	-	-	(706)
Net change in fair value of financial assets at FVOCI reclassified to profit or loss	-	133	-	-	-	-	133
Net change in fair value on disposal of financial assets at FVOCI transferred between reserves	-	(1)	-	-	-	(1)	-
Total other comprehensive income	-	(573)	-	-	-	-	(573)
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>(573)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>7,582</b>	<b>7,009</b>
<b>Transactions with owners, recorded directly in equity</b>							
<b>Contributions by and distributions to owners</b>							
Share options exercised	531	-	-	-	-	-	531
Purchase of treasury shares	-	-	-	-	(475)	-	(475)
Treasury shares re-issued	-	-	-	-	317	82	399
One-tier tax-exempt 2019 final dividend paid of 0.90 cents per share	-	-	-	-	-	(2,440)	(2,440)
One-tier tax-exempt interim dividend paid of 0.75 cents per share	-	-	-	-	-	(2,033)	(2,033)
One-tier tax-exempt interim dividend paid of 0.75 cents per share	-	-	-	-	-	(2,037)	(2,037)
Equity-settled share-based payment transactions	-	-	76	2,074	-	-	2,150
Total contributions by and distribution to owners	<b>531</b>	<b>-</b>	<b>76</b>	<b>2,074</b>	<b>(158)</b>	<b>(6,428)</b>	<b>(3,905)</b>
<b>Total transactions with owners</b>	<b>531</b>	<b>-</b>	<b>76</b>	<b>2,074</b>	<b>(158)</b>	<b>(6,428)</b>	<b>(3,905)</b>
<b>At 30 September 2020</b>	<b>66,711</b>	<b>(1,705)</b>	<b>1,689</b>	<b>6,331</b>	<b>(357)</b>	<b>15,984</b>	<b>88,653</b>

(1) Amount less than \$1,000

1(d)(ii) Details of any changes in the company's share capital arising from rights issue, bonus issue, subdivision, consolidation, share buy-backs, exercise of share options or warrants, conversion of other issues of equity securities, issue of shares for cash or as consideration for acquisition or for any other purpose since the end of the previous period reported on. State the number of shares that may be issued on conversion of all the outstanding convertibles, if any, against the total number of issued shares excluding treasury shares and subsidiary holdings of the issuer, as at the end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year. State also the number of shares held as treasury shares and the number of subsidiary holdings, if any, and the percentage of the aggregate number of treasury shares and subsidiary holdings held against the total number of shares outstanding in a class that is listed as at the end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year.

The number of shares in issue in the Company as at 30 September 2021 excluding treasury shares and subsidiary holdings was 276,915,913 ordinary shares (30 June 2021: 276,525,963 ordinary shares). The movements in the Company's share capital during the third quarter ended 30 September 2021 were as follows:

	<b>Number of ordinary shares</b>
As at 30 June 2021	276,525,963
Exercise of share options	389,950
Vesting of performance shares	-
Purchase of treasury shares	-
Re-issue of treasury shares	-
As at 30 September 2021	<u>276,915,913</u>

iFAST Employee Share Option Scheme and iFAST Share Option Schemes 2003 and 2013 ("iFAST ESOS")

The number of outstanding share options under the iFAST ESOS was as follows:

	<b>Number of share options</b>
As at 30 June 2021	3,856,356
Share options granted	-
Exercised	(389,950)
Forfeited	-
As at 30 September 2021	<u>3,466,406</u>

As at 30 September 2021, the number of outstanding share options under the iFAST ESOS was 3,466,406 (30 September 2020: 5,024,884).

iFAST Corporation Performance Share Plan ("iFAST PSP")

The number of outstanding performance shares granted but not vested under iFAST PSP was as follows:

	<b>Number of performance shares</b>
As at 30 June 2021	8,923,300
Performance shares granted but not vested	-
Vested	-
Forfeited	(108,800)
As at 30 September 2021	<u>8,814,500</u>

As at 30 September 2021, the number of outstanding performance shares granted but not vested under the iFAST PSP was 8,814,500 (30 September 2020: 10,606,300).

#### Treasury shares and subsidiary holdings

The number of shares held as treasury shares was as follows:

	<b>Number of treasury shares</b>
As at 30 June 2021	195,600
Purchased by way of on-market acquisition	-
Purchased by way of off-market acquisition	-
Re-issued	-
As at 30 September 2021	<u>195,600</u>

As at 30 September 2021, 195,600 (30 September 2020: 436,100) treasury shares were held by the Company that may be re-issued upon the exercise of share options under the iFAST ESOS and upon the vesting of performance shares under the iFAST PSP or for other uses pursuant to the Share Buy Back Mandate of the Company renewed at the Annual General Meeting held on 23 April 2021.

The Company has no subsidiary holdings as at 30 September 2021 and 30 September 2020.

As at 30 September 2021, the treasury shares held by the Company represented 0.1% (30 September 2020: 0.2%) of the total number of issued shares excluding treasury shares and subsidiary holdings.

#### **1(d)(iii) To show the total number of issued shares excluding treasury shares as at the end of the current financial period and as at the end of the immediately preceding year.**

	<b>As at 30-Sep-21</b>	<b>As at 31-Dec-20</b>
Total number of issued shares excluding treasury shares and subsidiary holdings	<u>276,915,913</u>	<u>272,407,635</u>

#### **1(d)(iv) A statement showing all sales, transfers, cancellation and/or use of treasury shares as at the end of the current financial period reported on.**

There were no sales, transfer, cancellation and/or use of treasury shares during the third quarter ended 30 September 2021.

#### **1(d)(v) A statement showing all sales, transfers, cancellation and/or use of subsidiary holdings as at the end of the current financial period reported on.**

There were no sales, transfer, cancellation and/or use of subsidiary holdings as at 30 September 2021.

**2. Whether the figures have been audited, or reviewed and in accordance with which auditing standard or practice.**

The figures have not been audited or reviewed by the Group's external auditors.

**3. Where the figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of a matter).**

Not applicable.

**3A. Where the latest financial statements are subject to an adverse opinion, qualified opinion or disclaimer of opinion:—**

(a) Updates on the efforts taken to resolve each outstanding audit issue.

(b) Confirmation from the Board that the impact of all outstanding audit issues on the financial statements have been adequately disclosed.

This is not required for any audit issue that is a material uncertainty relating to going concern.

Not applicable.

**4. Whether the same accounting policies and methods of computation as in the issuer's most recently audited annual financial statements have been applied.**

The financial information have been prepared in accordance with the Singapore Financial Reporting Standards (International) ("SFRS(I)") including *SFRS(I) 1-34 Interim Financial Reporting*, and the same accounting policies and methods of computation adopted in the audited financial statements of the last financial year, except for those disclosed under paragraph 5 below.

**5. If there are any changes in the accounting policies and methods of computation, including any required by an accounting standard, what has changed, as well as the reasons for, and the effect of, the change.**

The Group and the Company have adopted the new and revised SFRS(I)s, and Interpretations of SFRS(I) ("SFRS(I) INTs") that are effective for the annual period beginning on 1 January 2021. The adoption of these SFRS(I)s and SFRS(I) INTs did not have any significant effect on the financial statements of the Group and the Company.

**6. Earnings per ordinary share of the group for the current financial period reported on and the corresponding period of the immediately preceding financial year, after deducting any provision for preference dividends.**

	3Q21	3Q20	9M21	9M20
(i) Based on weighted average number of ordinary shares on issue				
- Weighted average number of ordinary shares	276,799,780	271,721,835	275,675,650	270,687,127
Basic earnings per share (cents)	2.74	2.27	8.50	5.29
(ii) On a fully diluted basis of ordinary shares				
- Adjusted weighted average number of ordinary shares	287,460,014	282,339,562	286,864,269	281,651,010
Diluted earnings per share (cents)	2.64	2.18	8.17	5.09

**7. Net asset value (for the issuer and group) per ordinary share based on the total number of issued shares excluding treasury shares of the issuers at the end of the (a) current financial period reported on and (b) immediately preceding financial year.**

	Group		Company	
	30-Sep-21	31-Dec-20	30-Sep-21	31-Dec-20
Net asset value per ordinary share (cents)	45.24	38.22	35.61	33.42

**8. A review of the performance of the group, to the extent necessary for a reasonable understanding of the group's business. It must include a discussion of the following: -**

**(a) any significant factors that affected the turnover, costs, and earnings of the group for the current financial period reported on, including (where applicable) seasonal or cyclical factors; and**

**(b) any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on.**

**Consolidated Income Statement**

**Revenue**

Asia ex Japan equities recorded a sharply negative return in the third quarter of 2021 ("3Q21"), largely driven by a significant sell off in China. The investor sentiment towards China was weakened by local regulatory crackdown affecting the education and technology sectors and concerns over the ability of the property giant China Evergrande Group to service its debts.

Despite the negative market sentiment in the quarter, the Group's assets under administration ("AUA") grew 4.8% quarter-to-quarter ("QoQ") and 46.1% year-on-year ("YoY") to \$18.38 billion as at 30 September 2021. This was contributed by net inflows of client assets amounting to approximately \$868 million into the Group's platforms during the quarter and the incremental AUA of \$485 million added to the Singapore platforms of the Group resulting from the business transfer agreement with DWS Investments Singapore Limited for the transfer of its fund management business relating to its Singapore mutual funds platform, which was completed in July 2021.

The AUA of unit trusts ("UT"), our key client investment asset class, grew 4.6% QoQ and 39.5% YoY to \$13.46 billion as at 30 September 2021, representing 73.2% of the Group's total AUA at end of the period.

On the back of the growth in AUA, the Group's revenue grew 23.4% YoY to \$55.53 million in 3Q21 and grew 32.5% YoY to \$161.65 million in nine months ended 30 September 2021 ("9M21"). The following table shows the breakdown of the Group's revenue by two main business divisions, namely Business-to-Customer ("B2C") and Business-to-Business ("B2B").

	3Q21 \$'000	Group 3Q20 \$'000	Change %	9M21 \$'000	Group 9M20 \$'000	Change %
Business-to-Customer business	9,900	9,215	7.4	33,343	23,996	39.0
Business-to-Business business	45,630	35,781	27.5	128,308	98,030	30.9
Total revenue	55,530	44,996	23.4	161,651	122,026	32.5

#### Commission and fee paid or payable to financial advisers and securities brokerage expense

Securities brokerage expense refers to brokerage fee paid to third party brokers for execution of clients' trade in securities listed on overseas exchanges of which the Group is not a member.

For B2B division, a substantial portion of front-end commission income and advisory fee from B2B customers is payable to financial advisers.

Commission and fee paid or payable to financial advisers and securities brokerage expense increased by 13.9% YoY to \$25.22 million in 3Q21 and 26.7% YoY to \$76.66 million in 9M21. These were due mainly to increases in commission income from UT business including portfolio services in B2B division in the period.

#### Net revenue

Net revenue represents revenue earned by the Group after commission and fee paid or payable to financial advisers and securities brokerage expense. The Group's net revenue grew 32.6% YoY to \$30.31 million in 3Q21 and grew 38.1% YoY to \$84.99 million in 9M21, with the breakdown by business division as follows.

	3Q21 \$'000	Group 3Q20 \$'000	Change %	9M21 \$'000	Group 9M20 \$'000	Change %
Business-to-Customer business	9,599	8,792	9.2	31,953	22,921	39.4
Business-to-Business business	20,714	14,074	47.2	53,040	38,604	37.4
Total net revenue	30,313	22,866	32.6	84,993	61,525	38.1

For B2C division, its net revenue was up 9.2% YoY in 3Q21 and 39.4% YoY in 9M21. These were due mainly to increases in transaction processing fees resulting from increased investment subscription from customers in exchange-listed securities, service fees arising from the provision of currency conversion administration services resulting from higher clients' trading volume of securities listed on foreign exchanges, and recurring fee income arising from higher AUA contributed by significant net inflows from clients in UTs over the period. The above was partially offset by an impact of offering lower transaction processing fees to clients on dealing of exchange-listed securities in recent quarters, and lower net interest income from arising from clients' AUA due to the lower interest rate environment in the period. The Group's average AUA of B2C division grew 64.5% YoY in 9M21.

For B2B division, its net revenue was up 47.2% YoY in 3Q21 and 37.4% YoY in 9M21. Besides increases in transaction processing fees resulting from increased investment subscription from customers in exchange-listed securities, the trade volume of customers' investment subscription in UTs and portfolio services grew more significantly in the period. In addition, the in-house wealth adviser business unit of iFAST Global Markets ("IGM") under the B2B division continues to show encouraging growth in the period. The AUA from the IGM business unit grew more than 90% YoY to approximately \$1.9 billion as at 30 September 2021. The Group's average AUA of B2B division grew 49.3% YoY in 9M21.

The following table shows the breakdown of the Group's net revenue, by recurring and non-recurring basis. The Group's business model gives a stream of reliable recurring revenue which is based on AUA. In 9M21, 68.0% of net revenue is derived from recurring net revenue and 32.0% of net revenue is from non-recurring net revenue.



	Group			Group		
	3Q21 \$'000	3Q20 \$'000	Change %	9M21 \$'000	9M20 \$'000	Change %
Recurring net revenue	20,368	15,704	29.7	57,781	43,558	32.7
Non-recurring net revenue	9,945	7,162	38.9	27,212	17,967	51.5
Total net revenue	30,313	22,866	32.6	84,993	61,525	38.1

Recurring net revenue is usually calculated based on a percentage of average AUA of investment products distributed on the Group's platforms, and mainly comprises trailer fees, platform fees, wrap fees, portfolio service management fees and net interest income arising from clients' AUA. The YoY increase in recurring net revenue in 9M21 was due mainly to an increase in average AUA for both B2B business and B2C business in the period, substantially benefitting from new inflows of investments from customers over the period, which was partially offset by the lower net interest income from arising from clients' AUA due to the lower interest rate environment in the period. The total inflows of customer investments, net of outflows of customer investments, were \$2.99 billion in 9M21, pushing the Group's AUA to a record of \$18.38 billion as at 30 September 2021.

Non-recurring revenue mainly comprises commission income derived from investment subscription via front-end load commission or transaction processing fee; service fee arising from the provision of currency conversion administration services to customers and the provision of administration services to financial advisory firms; brokerage service fee from arranging for insurance policies, advertising fee earned from advertisements placed by third parties on iFAST websites and mobile applications; and IT solution development fee from provision of IT Fintech solutions to business partners. The increase in non-recurring net revenue in 9M21 was due mainly to an increase in financial institution clients' investment subscription in UTs including portfolio services, the growth of business in ETFs and stocks and the resulted increase in service fee arising from the currency conversion administration services provided to customers in the period, and the project solution fee earned from a counterparty in Hong Kong to facilitate their developing an e-Pension platform in Hong Kong in 3Q21. The above was partially offset by an impact of offering lower transaction processing fees to clients on dealing of exchange-listed securities in recent quarters.

The following table shows the breakdown of the Group's net revenue by geographical segments.

	Group			Group		
	3Q21 \$'000	3Q20 \$'000	Change %	9M21 \$'000	9M20 \$'000	Change %
Singapore	18,184	14,999	21.2	54,903	40,095	36.9
Hong Kong	8,038	4,887	64.5	18,411	14,063	30.9
Malaysia	3,429	2,399	42.9	9,799	6,258	56.6
China	662	581	13.9	1,880	1,109	69.5
Total net revenue	30,313	22,866	32.6	84,993	61,525	38.1

Breaking down by geographical segment, Singapore operation is still the major contributor of the Group's net revenue. Resulting from our continuous investments in building up a strong integrated digital wealth management platform in recent years, the broadened range and depth of services we provide continue attracting new customers in the markets, and also further diversify our revenue streams and increase our business resilience over the period.

In Singapore, our B2C division has continued to organise investment education webinars and events in the market, and has also shared the benefit of our economies of scale with clients by offering lower transaction processing fees to clients on dealing of exchange-listed securities in recent quarters. The stock brokerage business of B2B division continued growing significantly in the period. Further, the in-house wealth adviser business unit, IGM under the B2B division, continuously showed encouraging growth in the period. The AUA of IGM grew approximately 70% YoY to \$1.02 billion as at 30 September 2021. In addition, the incremental AUA of \$485 million has been added to our Singapore platforms resulting from the business transfer agreement with DWS Investments Singapore Limited for the transfer of its fund management business relating to its Singapore mutual funds platform, which was completed in July 2021. The average AUA of Singapore operation grew 58.5% YoY to \$12.74 billion in 3Q21 and 61.6% YoY

to \$11.67 billion in 9M21. The net revenue in Singapore operation grew 21.2% YoY in 3Q21 and 36.9% YoY in 9M21.

The Hong Kong Stock Market Index dropped more than 10% in 3Q21 as a result of a significant sell off in China. The investor sentiment towards China was weakened by local regulatory crackdown affecting the education and technology sectors as well as concerns over the ability of the property giant China Evergrande Group to service its debts. Despite the negative market sentiment, our Hong Kong operation continued seeing significant net inflows from customers in the quarter. The AUA of Hong Kong operation decreased 4.3% QoQ to \$2.94 billion as at 30 September 2021. Hong Kong operation has opened up the China A-share trading services through the China Connect via the Hong Kong Exchange in June 2021, and the performance of Hong Kong operation remained strong in its stock brokerage business in 3Q21. In addition, following the finalisation of the prime subcontractor contract for the Hong Kong pension project in July 2021, some project solution fee has been earned from the counterparty in Hong Kong to facilitate their developing an e-Pension platform in Hong Kong in the quarter. The average AUA of Hong Kong operation grew 21.6% YoY to \$3.00 billion in 3Q21 and 22.7% YoY to \$2.90 billion in 9M21. The net revenue in Hong Kong operation grew 64.5% YoY in 3Q21 and 30.9% YoY in 9M21.

In Malaysia, although the financial market was relatively volatile in the quarter, our Malaysia operation still saw significant net inflows from customers in the quarter and more than 50% of net inflows from clients came from UTs. Malaysia operation successfully launched the US and Hong Kong stock trading services in July 2021 and its stock brokerage business continued growing significantly in the period. In addition, the bond business in B2B division saw a QoQ increase in 3Q21. The average AUA of Malaysia operation grew 51.9% YoY to \$1.66 billion in 3Q21 and 59.9% YoY to \$1.55 billion in 9M21. The net revenue in Malaysia operation grew 42.9% YoY in 3Q21 and 56.6% YoY in 9M21.

In 3Q21, China was the worst-performing index market. However, we continued to see significant inflows of investments from institutional clients in the quarter and the amounts of customers' investment subscription in UTs increased 45.1% QoQ in 3Q21. As at 30 September 2021, the AUA of China operation grew 109.5% YoY to near RMB 2.37 billion (equivalent to approximately S\$ 499 million). The net revenue in China operation grew 13.9% YoY in 3Q21 and 69.5% YoY in 9M21.

#### Other income

Other income decreased by \$2.77 million or 76.0% from \$3.65 million in 9M20 to \$0.88 million in 9M21, and recorded negative amount of \$0.57 million in 3Q21 against positive amount of \$1.27 million in 3Q20. These were due to significant market price drops in some investments in debt securities at FVTPL resulting from concerns over the ability of the property giant China Evergrande Group to service its debts in 3Q21, and higher support granted by local governments in Singapore market and Hong Kong market during the period of uncertainties caused by the outbreak of Covid-19 in 2020.

#### Operating expenses

Overall, the Group's total operating expenses increased by \$3.95 million or 23.7% from \$16.70 million in 3Q20 to \$20.65 million in 3Q21 and \$10.35 million or 21.7% from \$47.68 million in 9M20 to \$58.03 million in 9M21. These were in line with the Group's increased efforts in enhancing its platform capabilities including improving the range and depths of investment products and services being provided to customers in the existing markets including China market over the period so as to strengthen the Fintech Ecosystem of the Group and further scale up the businesses of the Group continuously.

Depreciation of plant and equipment increased by \$0.16 million or 35.4% from \$0.46 million in 3Q20 to \$0.62 million in 3Q21 and \$0.33 million or 23.0% from \$1.44 million in 9M20 to \$1.77 million in 9M21. Amortisation of intangible assets increased by \$0.46 million or 27.4% from \$1.69

million in 3Q20 to \$2.15 million in 3Q21 and \$1.36 million or 28.0% from \$4.87 million in 9M20 to \$6.23 million in 9M21. These were due mainly to additions of plant and equipment and intangible assets (including internally-developed IT software assets) over the period, to support business expansion in the markets that the Group operates in and to continuously strengthen the Fintech capabilities of our investment platforms as well as the Fintech Ecosystem of the Group.

Depreciation of right-of-use assets remained flat in 3Q21 as compared to 3Q20, while it increased by \$0.17 million or 3.2% from \$5.26 million in 9M20 to \$5.43 million in 9M21. It was due to higher cost amount of right-of-use assets at beginning of 9M21 as compared to the one at beginning of 9M20, mainly resulting from the renewal of Singapore office lease in April 2020 for next three years.

Staff costs increased by \$1.53 million or 15.9% from \$9.62 million in 3Q20 to \$11.15 million in 3Q21 and \$5.51 million or 20.6% from \$26.74 million in 9M20 to \$32.25 million in 9M21. These were due mainly to the annual salary increment adjusted in January 2021, increased number of staff over the period, the increased equity-settled share-based payment transaction costs resulting from another batch of performance shares granted to the Group's employees in the period. In addition, the Group continues to create new positions and hiring for new businesses the Group is planning.

Other operating expenses increased by \$1.81 million or 58.4% from \$3.09 million in 3Q20 to \$4.90 million in 3Q21 and \$2.98 million or 31.8% from \$9.37 million in 9M20 to \$12.35 million in 9M21. These were due mainly to additional sales incentive awarded to IGM advisers in line with their good performance and increases in bank charges and custodian service charges in line with an increase in revenue in the period, increased spending in IT and related technology security services in the period to support the continual growth of the Group's business ahead, and additional operating costs incurred to support the Hong Kong pension project in the quarter.

#### Net finance income / (costs)

Finance income decreased by \$0.19 million or 26.8% from \$0.70 million in 9M20 to \$0.51 million in 9M21, while it remained flat in 3Q21 as compared to 3Q20. These were due mainly to lower interest income from clients trade settlement bank accounts due to the lower interest rate environment in the period.

Finance costs decreased by \$0.09 million or 44.5% from \$0.21 million in 3Q20 to \$0.12 million in 3Q21 and \$0.19 million or 29.8% from \$0.62 million in 9M20 to \$0.43 million in 9M21. These were due mainly to a decrease in interest expense on bank loans in line with the lower borrowing amount over the period and lower interest expense on lease liabilities in line with the lower carrying amount of leasing liabilities net of lease payments over the period.

Overall, net finance income of \$0.03 million recorded in 3Q21 while net finance costs of \$0.06 million were incurred in 3Q20, and net finance income remained flat in 9M21 as compared to 9M20.

#### Share of results of associates, net of tax

The Group's share of results after tax of associates comprised share of results of associates, namely Providend Holding Pte Ltd ("Providend"), iFAST India Holdings Pte Ltd and Raffles Family Office China Ltd ("Raffles China"), which started its operation from June 2020, in the period. The movement of the share of loss after tax of associates was not significant over the period.

There was no significant YoY change in the results of iFAST India Holdings Pte Ltd in the period. iFAST India Holdings Pte Ltd is an ultimate holding company of iFAST Financial India Pvt Ltd ("iFAST India"), an India-incorporated company engaged in the distribution of investment products including mutual funds in India. iFAST India had a AUA of Indian Rupee 31.77 billion (equivalent to \$582 million) as at 30 September 2021, growing at a 5-year compound annual

growth rate (“CAGR”) of approximately 15%. The Group’s effective shareholding in iFAST India has been increased from 39.25% as at 30 September 2020 to 39.48% as at 30 September 2021, following some additional investments in India business over the period.

#### Profit for the period, after non-controlling interests

The following table shows the breakdown of the Group’s profit for the period by geographical segments.

	Group			Group		
	3Q21 \$'000	3Q20 \$'000	Change %	9M21 \$'000	9M20 \$'000	Change %
Singapore	6,078	5,857	3.8	21,812	14,413	51.3
Hong Kong	3,139	1,622	93.5	6,355	4,060	56.5
Malaysia	1,368	1,226	11.6	4,109	2,813	46.1
China <sup>(2)</sup>	(1,395)	(1,278)	9.2	(4,196)	(3,575)	17.4
Other <sup>(1)</sup>	(50)	(68)	(26.5)	(133)	(142)	(6.3)
Profit before tax <sup>(2)</sup>	9,140	7,359	24.2	27,947	17,569	59.1
Tax expense	(1,542)	(1,195)	29.0	(4,514)	(3,242)	39.2
Net profit after tax <sup>(2)</sup>	7,598	6,164	23.3	23,433	14,327	63.6

Notes:

(1) Referring to share of results of associates.

(2) Attributable to owners of the Group.

The Group’s profit before tax increased by \$1.78 million or 24.2% from \$7.36 million in 3Q20 to \$9.14 million in 3Q21 and \$10.38 million or 59.1% from \$17.57 million in 9M20 to \$27.95 million in 9M21, bolstered by strong growths in Singapore, Hong Kong and Malaysia in the period. China operation is continuing to build iFAST brand and business in both onshore Chinese market and offshore Chinese market.

Tax expense increased by \$0.35 million or 29.0% YoY in 3Q21 and \$1.27 million or 39.2% YoY in 9M21, due to higher taxable profit generated by the Group in the period. However, the effective tax rate in 9M21 was lower as compared to the same period last year, as Singapore operation has been awarded the standard-tier FSI (Financial Sector Incentive Scheme) award for a five-year period with effect from 25 June 2020 whereby qualifying transactions are taxed at a concessionary rate instead of the local statutory rate in Singapore.

The Group’s net profit increased by 23.3% YoY to \$7.60 million in 3Q21 and 63.6% YoY to \$23.43 million in 9M21. Excluding government grant recorded in the period, the YoY growth of Group’s net profit was 44.6% in 3Q21 and 93.2% in 9M21. The growth in profitability of the Group was higher than the growth in revenue of the Group. This was contributed by positive operating leverage and scalability of the Group’s business model. The Group’s profit before tax (“PBT”) margin (based on net revenue) increased from 29.6% for 2020 to 32.7% for 9M21.

#### Statement of Financial Position

The shareholders’ equity of the Group increased to \$125.27 million as at 30 September 2021 from \$104.11 million as at 31 December 2020. This was due mainly to contribution of net profit generated, an increase in share capital resulting from staff share option exercises, a fair value premium upon reissuance of treasury shares and an increase in reserve from translation of foreign operations resulting from appreciation of Hong Kong dollar and Chinese yuan in 9M21, partially offset by a decrease in fair value of financial assets at FVOCI in 9M21 and higher dividend amounts paid to shareholders in 9M21.

The Group’s cash and cash equivalents and investments in financial assets (categorised as other investments under current assets) net of bank loans, increased to \$54.44 million as at 30 September 2021 from \$53.28 million as at 31 December 2020. This was due mainly to net cash generated from operating activities in 9M21, partially offset by payments of additional investment

in associate, additions of plant and equipment and intangible assets, office leases and dividends to shareholders in the period.

Current assets increased to \$200.90 million as at 30 September 2021 from \$194.60 million as at 31 December 2020. This was due mainly to increases in cash and cash equivalents, trade and other receivables over the period, partially offset by decreases in receivables from uncompleted contracts on securities dealing at end of the period.

Non-current assets increased to \$65.80 million as at 30 September 2021 from \$59.68 million as at 31 December 2020. This was due mainly to additional investment in associate, additional deferred tax assets recognised and purchase of plant and equipment in 9M21, purchase of intangible assets including the acquired business rights resulting from the business transfer agreement with DWS Investments Singapore Limited for the transfer of its fund management business relating to its Singapore mutual funds platform, which was completed in July 2021, and some contract asset recognised for the Hong Kong pension project at end of the period. The above was partially offset by a decrease in carrying amount of right-of-use assets net of accumulated depreciation at end of the period.

Total liabilities decreased to \$142.29 million as at 30 September 2021 from 150.88 million as at 31 December 2020. This was due mainly to decreases in carrying amount of lease liabilities net of lease payments and decreases in payables from uncompleted contracts on securities dealing at end of the period, partially offset by higher tax payable amounts and increases in trade and other payables at end of the period.

### **Consolidated Statement of Cash Flows**

Net cash from operating activities decreased from \$11.32 million in 3Q20 to \$6.99 million in 3Q21. This was due mainly to higher income tax paid in 3Q21 and working capital movement cross quarters, partially offset by higher cash generated from operating activities in the quarter. Net cash from operating activities increased from \$30.82 million in 9M20 to \$30.93 million in 9M21. This was due mainly to higher cash generated from operating activities in 9M21, partially offset by higher staff bonus payment for the year of 2020 paid in 1Q21, higher income tax paid in 9M21 and working capital movement cross quarters.

Net cash used in investing activities was \$8.15 million in 3Q21 while net cash from investing activities was \$0.22 million in 3Q20. Net cash used in investing activities increased from \$10.28 million in 9M20 to \$18.43 million in 9M21. These were mainly due to higher purchase amounts of plant and equipment and intangible assets paid in the period and settlement movement of investments in financial assets classified at FVTPL between quarters, partially offset by lower additional investments in an associate in the period.

Net cash used in financing activities decreased from \$4.99 million in 3Q20 to \$4.65 million in 3Q21. This was due mainly to some bank loan repayment in 3Q20, partially offset by higher dividend amounts paid to shareholders in 3Q21. Net cash used in financing activities increased from \$13.15 million in 9M20 to \$13.32 million in 9M21. This was due mainly to higher dividend amounts paid to shareholders in the period, partially offset by some purchase of treasury shares in 9M20.

**9. Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results.**

No forecast or prospect statement was previously provided.

**10. A commentary at the date of the announcement of the significant trends and competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period and the next 12 months.**

The Group's AUA continued to register new record levels, reaching \$18.38 billion as at 30 September 2021, a growth of 46.1% YoY and 27.2% year-to-date. Unit trusts AUA, our key investment asset class, grew to a record \$13.46 billion, a growth of 39.5% YoY and 23.5% year-to-date.

As a result of the increasing AUA, our recurring net revenue has continued to grow at a robust pace, increasing 29.7% YoY in 3Q21, and 32.7% YoY in 9M21.

Even though trading activities were generally more subdued in 3Q21 compared to the earlier part of 2021, growth in non-recurring net revenue was still robust in 3Q21, helped by contributions from some project implementation fees.

Net inflows of client assets remained healthy in 3Q21 at \$0.87 billion, leading to net inflows of \$2.99 billion for 9M21.

While our total net revenue grew 38.1% YoY to \$84.99 million in 9M21, our net profit grew 63.6% YoY to \$23.43 million in the period. Reflecting the positive operating leverage of our business model, our PBT margin (based on net revenue) increased to 32.7% for 9M21, compared to 29.6% for 2020 as a whole.

We believe that the robust growth seen by the Group in recent times has resulted from our past investments in building up a strong integrated digital wealth management platform. The Group will continue to work hard on various initiatives in all existing markets that the Group operates in to ensure that our medium to long term growth prospects will remain strong.

The Group is on track to see its business performance achieve healthy growth for the full year 2021 as compared to 2020. In addition, as indicated in previous quarters, the Group's dividend per share in 2021 has increased as compared to 2020.

## 11. Dividend

### (a) Current Financial Period Reported On

Any dividend declared for the current financial period reported on?

Name of dividend	Interim
Dividend type	Cash
Dividend rate	1.30 cents per ordinary share
Tax rate	One-tier tax exempt

### (b) Corresponding Period of the Immediately Preceding Financial Year

Any dividend declared for the corresponding period of the immediately preceding financial year?

Name of dividend	Interim
Dividend type	Cash
Dividend rate	0.80 cents per ordinary share
Tax rate	One-tier tax exempt

### (c) Date payable

The interim dividend will be paid on 16 November 2021.

### (d) Record date

The Register of Members and Share Transfer Books of the Company will be closed on 3 November 2021 for the preparation of dividend warrants to the third interim dividend. Duly completed registrable transfers in respect of the shares in the Company received up to the close of business at 5.00 p.m. on 2 November 2021 ("Record Date") by the Company's Singapore Share Registrar, Tricor Barbinder Share Registration Services (A division of Tricor Singapore Pte. Ltd.), 80 Robinson Road, #02-00, Singapore 068898 will be registered to determine Members' entitlements to the third interim dividend. Members whose Securities Accounts with The Central Depository (Pte) Ltd are credited with shares in the Company as at 5.00 p.m. on the Record Date will be entitled to the third interim dividend.

**12. If no dividend has been declared/recommended, a statement to that effect.**

Not applicable.

**13. If the group has obtained a general mandate from shareholders for Interested Person Transactions ("IPT"), the aggregate value of such transactions as required under Rule 920(1)(a)(ii). If no IPT Mandate has been obtained, a statement to that effect.**

The Company does not have a general mandate from shareholders for interested person transactions.

**14. Confirmation by the Board pursuant to Rule 705(5) of the Listing Manual.**

The directors of the Company confirm that to the best of their knowledge, nothing has come to the attention of the board of directors which may render the financial results for the third quarter and nine months ended 30 September 2021 to be false or misleading in any material aspect.

**15. Confirmation that the issuer has procured undertakings from all its directors and executive officers (in the format set out in Appendix 7.7) under Rule 720(1).**

The Company has procured undertakings from all its directors and executive officers (in the format set out in Appendix 7.7) under Rule 720(1).

**16. Segmented revenue and results for business segments or geographical segments (of the group), with comparative information for the corresponding period of the immediately preceding financial year.**

Geographical segments	Singapore \$'000	Hong Kong \$'000	Malaysia \$'000	China \$'000	Others \$'000	Total \$'000
<b>9M21</b>						
<b>Revenue and expenses</b>						
Revenue from external customers	103,687	36,774	18,537	2,653	-	161,651
Inter-segment revenue	3,555	203	2,332	53	-	6,143
Total revenue	<u>107,242</u>	<u>36,977</u>	<u>20,869</u>	<u>2,706</u>	<u>-</u>	<u>167,794</u>
Depreciation of plant and equipment	(987)	(255)	(382)	(149)	-	(1,773)
Depreciation of right-of-use assets	(2,516)	(1,696)	(480)	(736)	-	(5,428)
Amortisation of intangible assets	(5,848)	(58)	(304)	(21)	-	(6,231)
Reportable segment profit / (loss) before tax	21,812	6,355	4,109	(4,358)	-	27,918
Share of results of associates	-	-	-	-	(133)	(133)
<b>Assets and liabilities</b>						
Reportable segment assets	173,374	55,711	22,404	8,897	-	260,386
Equity-accounted associates	-	-	-	-	6,315	6,315
Capital expenditure	10,335	798	1,911	319	-	13,363
Reportable segment liabilities	<u>95,791</u>	<u>32,751</u>	<u>8,496</u>	<u>5,256</u>	<u>-</u>	<u>142,294</u>
<b>9M20</b>						
<b>Revenue and expenses</b>						
Revenue from external customers	78,588	31,273	11,039	1,126	-	122,026
Inter-segment revenue	2,023	113	2,064	51	-	4,251
Total revenue	<u>80,611</u>	<u>31,386</u>	<u>13,103</u>	<u>1,177</u>	<u>-</u>	<u>126,277</u>
Depreciation of plant and equipment	(654)	(323)	(323)	(141)	-	(1,441)
Depreciation of right-of-use assets	(2,341)	(1,837)	(486)	(598)	-	(5,262)
Amortisation of intangible assets	(4,738)	(50)	(76)	(3)	-	(4,867)
Reportable segment profit / (loss) before tax	14,413	4,060	2,813	(3,712)	-	17,574
Share of results of associates	-	-	-	-	(142)	(142)
<b>Assets and liabilities</b>						
Reportable segment assets	148,978	46,964	15,385	10,584	-	221,911
Equity-accounted associates	-	-	-	-	6,342	6,342
Capital expenditure	6,293	174	469	131	-	7,067
Reportable segment liabilities	<u>89,186</u>	<u>27,620</u>	<u>7,036</u>	<u>4,555</u>	<u>-</u>	<u>128,397</u>

## 17. Use of proceeds from the Company's initial public offering.

The Company refers to the net proceeds of \$48.0 million (excluding share issuance expenses of \$2.4 million and IPO-related expenses of \$1.95 million) raised from the IPO on the SGX-ST on 11 December 2014 and the Company's re-allocation of the net IPO proceeds announced on 27 October 2018. The following table sets out our use of the net IPO proceeds up to 30 September 2021.

	Allocation of IPO proceeds	Amount reallocated on 26 October 2018	IPO proceeds utilised as at 30 September 2021	Balance of IPO proceeds as at 30 September 2021
Use of net proceeds	\$' million	\$' million	\$' million	\$' million
Mergers and acquisitions strategy	27.2	19.2	18.5	0.7
Expansion of our business in the Chinese market	7.0	7.0	7.0	-
Enhancement of our product capabilities, IT and services	8.0	16.0	16.0	-
Working capital purposes	5.8	5.8	5.8 <sup>(2)</sup>	-
Net Proceeds	<u>48.0 <sup>(1)</sup></u>	<u>48.0</u>	<u>47.3</u>	<u>0.7</u>

Notes:

(1) Estimated net IPO proceeds disclosed in the Prospectus dated 4 December 2014 was \$44.6 million and the actual net IPO proceeds received by the Company was \$48.0 million.

(2) The amount of \$5.8 million deployed for working capital purposes has been utilised for funding for new investment products distribution business, such as bonds and stocks.



Pending the deployment of the remaining net proceeds as disclosed above, the balance of IPO proceeds of \$0.7 million has been used to invest in bonds, unit trusts and short term deposits as stated in the Prospectus.

The Company will continue to make periodic announcements on the use of the proceeds as and when the funds are materially disbursed.

**BY ORDER OF THE BOARD**

**Leung Fung Yat, David**  
**Chief Financial Officer**  
**23 October 2021**