

FOR IMMEDIATE RELEASE

## **FSMOne's Launch of SGX Stockbroking Service: Unique Business Model Enables Positive Disruption for Investor Community**

- iFAST Financial Pte Ltd (iFAST Singapore), the Singapore subsidiary of SGX-ST Mainboard-listed iFAST Corporation Ltd. (iFAST Corp), is launching its stock dealing service in SGX-listed stocks and ETFs on FSMOne, the new multi-products account from its B2C Fundsupermart platform
- With the launch today, the investor community can now trade in SGX-listed stocks and ETFs at competitive fees of 0.12% and 0.08% respectively (subject to minimum of S\$10 per trade) on FSMOne ([www.fsmone.com](http://www.fsmone.com))
- iFAST Singapore shared three main reasons why its unique business model enables positive disruption with the introduction of the stockbroking and other new services at competitive pricing

*SINGAPORE (23 June 2017)* — iFAST Financial Pte Ltd (“iFAST Singapore” or the “Company”), the Singapore subsidiary of SGX-ST Mainboard-listed iFAST Corporation Ltd. (iFAST Corp), has added trading capabilities in SGX-listed stocks and Exchange Traded Funds (ETFs) on FSMOne. FSMOne is a new multi-products account from iFAST Singapore’s B2C Fundsupermart platform, which caters to Do-It-Yourself (DIY) investors. The launch follows iFAST Singapore’s admission as a Trading Member of Singapore Exchange Securities Trading Limited (SGX-ST), and a Clearing Member of The Central Depository (Pte) Limited (CDP).

With a competitive pricing structure, the investor community in Singapore can now trade in SGX-listed stocks and ETFs at 0.12% and 0.08% respectively (minimum of S\$10 per trade). The introduction of SGX-listed stocks and ETFs broadens the range of products and services being offered on FSMOne, which has hitherto included over 1,100 funds, over 500 bonds, MAPS robo-advisory portfolios, HKEX-listed stocks and ETFs, and insurance products.

iFAST Singapore’s unique business model enables positive disruption for the investor community. There are three main reasons why the Company’s model enables the launch of innovative services at competitive prices.

### **1. Integrated wealth management platform**

As an integrated wealth management platform, FSMOne offers a one-stop solution enabling investors to invest seamlessly in a variety of investment products. The Company emphasises a longer-term revenue model that can grow assets under administration (AUA). When the value of clients' investment portfolios increases, the Company's revenue can also increase, aligning the interest of clients and the Company. This revenue model enables the Company to focus on improving services for the investor community, including the launch of the SGX stockbroking service, at competitive commission rates.

### **2. Internet-based model that is unconstrained by a high-cost structure**

The stockbroking model has traditionally emphasised a structure that can be costly, with the employment of a team of remisiers to support their clients. FSMOne's model is Internet-based, where investors trade online, supported by the tools and research provided by the Company. A model that emphasises online solutions enables the Company to pass on significant savings to consumers in the form of lower commissions.

### **3. Removal of contra-loss risk**

In Singapore, a large percentage of local retail brokers rely on a contra business model for a substantial part of their revenue, and this model may hold back some of the brokers from offering lower commission fees. FSMOne's stockbroking service works on a pre-funded basis, i.e. investors will need to have cash in their FSMOne Cash Account before trading in stocks and ETFs. Such a model removes any contra-loss risk for the Company, and gives the Company leeway to adopt a competitive pricing structure for clients.

Mr Lim Chung Chun, CEO, iFAST Corp, said, "Globally, stockbroking commissions have been on a downtrend. With the launch of SGX-listed stocks and ETFs on FSMOne, we are leading the commission rates for stocks and ETFs down. We are able to disrupt the traditional distribution model because of our unique business model that derives substantial recurring revenue from our AUA in funds and bonds, and aligns our interest with that of clients. The investor community can look forward to FSMOne making the cost of investing more competitive."

“With the SGX Securities Trading membership, we do not have to link up with a counterparty, and we are able to better control the quality of our services for investors. We have also been improving our fintech solutions on FSMOne. Investors can expect to have a more seamless and pleasant experience while using our platform, backed by our focus on giving research ideas and other financial education tools,” said Mr Lim Chung Chun.

Mr Lim Chung Chun said, “With the authorities’ efforts to position Singapore as a leading wealth management centre and fintech hub globally, we are excited to play our part to offer the best wealth management services to the investor community in Singapore and the region. We would like to take this opportunity to thank SGX and the Monetary Authority of Singapore for their expeditious efforts in helping us with the necessary approvals to kick-start our stockbroking service.”

## About iFAST Singapore

iFAST Financial Pte Ltd (iFAST Singapore) is the Singapore subsidiary of SGX-ST Mainboard-listed iFAST Corporation Ltd. (iFAST Corp), which is present in Singapore, Hong Kong, Malaysia, China and India. iFAST Singapore holds the Capital Markets Services licence and the Financial Advisers licence, issued by the Monetary Authority of Singapore, and is also a Central Provident Fund-registered Investment Administrator. iFAST Singapore is also an SGX-ST Trading Member, a CDP Clearing Member and a CDP Depository Agent.

In Singapore, iFAST Singapore’s Business-to-Business (B2B) division includes iFAST Central, iFAST Global Prestige and iFAST Pensions, which cater to over 50 financial advisory (FA) firms, banks, financial institutions and multinational companies. Fundsupermart (FSM) is the Business-to-Consumer (B2C) division of iFAST Corp. In Singapore, FSM offers the FSMOne account ([www.fsmone.com](http://www.fsmone.com)), offering the investor community a comprehensive range of investment products and services, including funds, bonds, robo-advisory portfolios with FSM MAPS (My Assisted Portfolio Solution), Singapore- and Hong Kong-listed stocks and ETFs, and insurance products. The FSM mobile application (FSM Mobile) can also be used for transactional purposes, and can be downloaded on Apple App Store and Google Play.

## About iFAST Corp

iFAST Corp (stock code: AIY) is an Internet-based investment products distribution

platform, with assets under administration (AUA) of approximately S\$6.46 billion as at 31 March 2017. 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. The Group provides a comprehensive range of investment products and services, to financial advisory (FA) firms, banks, financial institutions, multinational companies, as well as retail and high net worth (HNW) investors in Asia.

The Group offers access to over 5,000 investment products including funds, bonds and Singapore Government Securities (SGS), stocks, Exchange Traded Funds (ETFs), as well as insurance products, and services including robo-advisory portfolio management services which are known as MAPS (My Assisted Portfolio Solution), research and investment seminars, financial technology (fintech) solutions, and investment administration and transaction services.

iFAST Corp has two main business divisions, namely its Business-to-Consumer (B2C) platform, Fundsupermart (including its new FSMOne multi-products account in Singapore), targeted at DIY investors; and its Business-to-Business (B2B) platform that caters to the specialised needs of FA companies, banks and financial institutions. Over 6,000 wealth advisers from more than 240 FA companies, banks and financial institutions, use the iFAST B2B platform.

The Group's mission statement is, "To help investors around the world invest globally and profitably". The Group won the "Most Transparent Company Award 2015, New Issues Category" at the SIAS Investors' Choice Awards 2015, as well as the "Best Investor Relations - Merit Award" for First-Year Listed Companies at the Singapore Corporate Awards 2015. iFAST Corp made its debut in the Singapore Governance and Transparency Index (SGTI), ranking within the top 10% among SGX-listed companies.

For more information, please visit [www.ifastcorp.com](http://www.ifastcorp.com)

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