



3Q2015 and 9M2015 Results Presentation

29 October 2015

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Key summary

Net profit, revenue & EPS

- Net profit fell 0.5% YoY to S\$2.95 million in 3Q2015 and rose 21.3% YoY to S\$9.24 million in 9M2015 respectively
- Recurring net revenue rose 7.5% YoY in 3Q2015 to S\$8.45 million and rose 19.3% YoY in 9M2015 to S\$25.97 million; non-recurring net revenue declined 19.3% YoY in 3Q2015 to S\$1.69 million and declined 2.9% YoY in 9M2015 to S\$5.41 million
- EPS was down 22.1% YoY to 1.13 cents in 3Q2015 and was down 5.3% YoY to 3.55 cents in 9M2015 respectively

Assets under Administration (AUA)

- Net sales stood at S\$46 million in 3Q2015 and contributed positively to AUA, but the sell-off in equity markets led to a QoQ decline in AUA from S\$5.71 billion (as at 30 June 2015) to S\$5.42 billion (as at 30 September 2015)
- AUA was up 5.5% YoY to S\$5.42 billion (as at 30 September 2015)
- AUA 10-year CAGR was 19.5% (as at 30 September 2015)



Section I: Financial Results



Financial Results (3Q2015 vs 3Q2014)

| S\$ (Million) | 3Q2014 | 3Q2015 | YoY change (%) |
|--|--------|--------|----------------|
| Revenue | 22.07 | 20.54 | -6.9 |
| Net revenue | 9.95 | 10.14 | +1.9 |
| Other income | 0.03 | 0.29 | +781.8 |
| Expenses | 7.08 | 7.58 | +7.1 |
| Net finance income | 0.03 | 0.25 | +861.5 |
| Share of result of associate, net of tax | - | 0.01 | N.M. |
| Profit before tax | 2.93 | 3.11 | +6.2 |
| Profit after tax | 2.96 | 2.95 | -0.5 |
| Net profit attributable to owners of the Company | 2.96 | 2.95 | -0.5 |

Financial Results (9M2015 vs 9M2014)

| S\$ (Million) | 9M2014 | 9M2015 | YoY change (%) |
|--|--------|--------|----------------|
| Revenue | 58.60 | 64.60 | +10.3 |
| Net revenue | 27.33 | 31.38 | +14.8 |
| Other income | 0.21 | 1.11 | +430.1 |
| Expenses | 19.65 | 23.08 | +17.4 |
| Net finance income | 0.07 | 0.54 | +633.8 |
| Share of result of associate, net of tax | - | (0.02) | N.M. |
| Profit before tax | 7.96 | 9.94 | +24.9 |
| Profit after tax | 7.58 | 9.24 | +21.9 |
| Net profit attributable to owners of the Company | 7.62 | 9.24 | +21.3 |

Key financial highlights (FY2011-9M2015)

| | FY2011 | FY2012 | FY2013 ¹ | FY2014 ² | 9M2015 |
|--------------------------------------|--------|--------|---------------------|---------------------|--------|
| Net revenue (S\$ million) | 25.20 | 26.29 | 31.58 | 36.68 | 31.38 |
| Net revenue (YoY change) | +15.7% | +4.4% | +20.1% | +16.1% | +14.8% |
| Net profit (S\$ million) | 2.77 | 3.74 | 7.86 | 10.51 | 9.24 |
| Net profit (YoY change) | N.M. | +35.0% | +110.2% | +33.7% | +21.3% |
| PBT margin (based on net revenue) | 9.4% | 15.0% | 25.9% | 29.6% | 31.7% |
| EPS (cents) | 1.38 | 1.86 | 3.89 | 5.06 | 3.55 |
| Dividend per share (cents) | 0.44 | 0.54 | 1.98 ³ | 5.38 | 2.04 |
| Return on Equity (per annum) | 13.2% | 17.0% | 31.4% | 38.7% | 16.9% |

Notes:

1. Excluding one-off gain of S\$0.62 million on distribution to owners of the Company in October 2013
2. Excluding IPO expenses of S\$1.95 million in December 2014
3. Excluding dividend by way of distribution in specie in October 2013

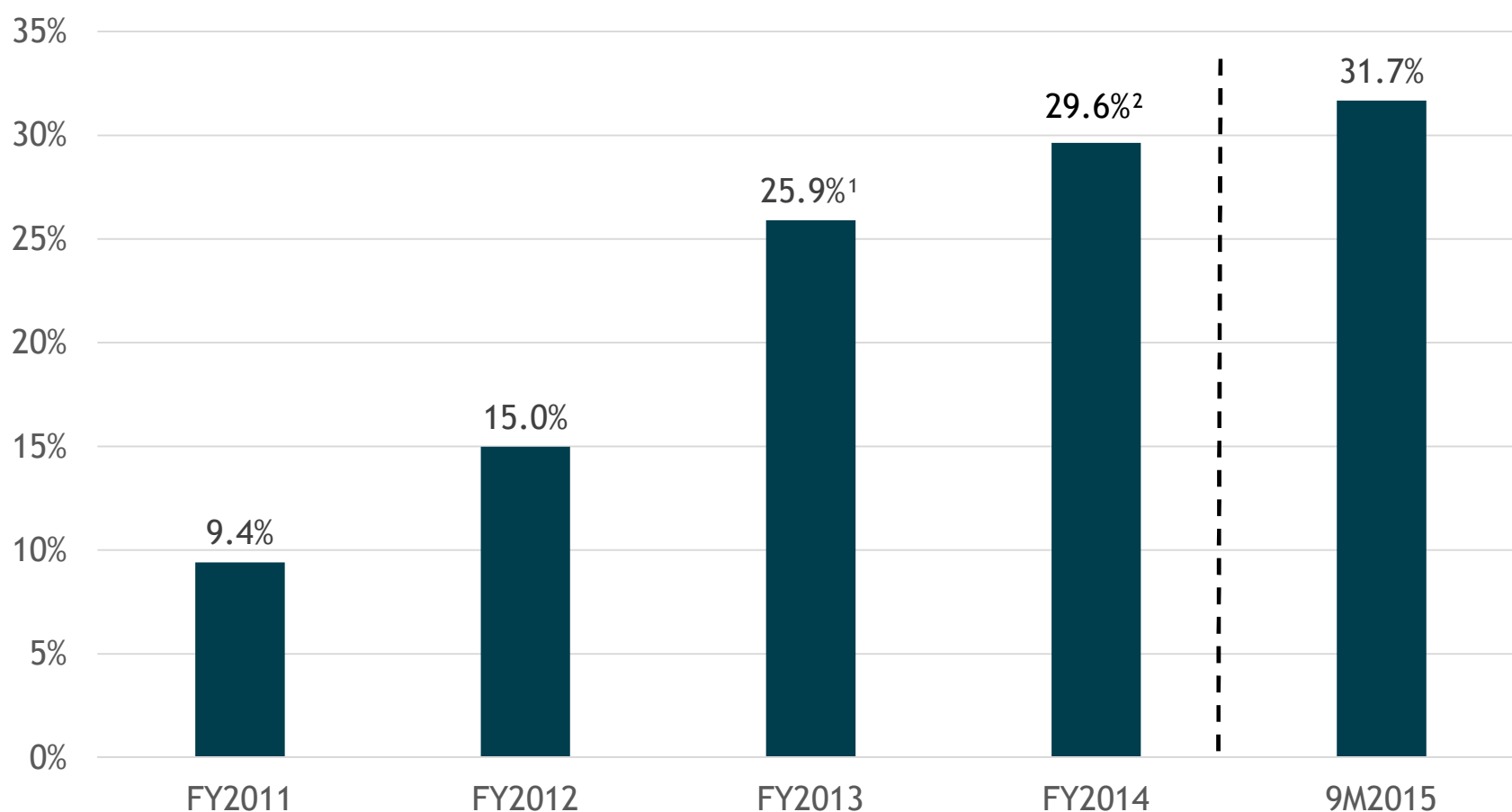
Results Overview (FY2011-9M2015)

| S\$ (Million) | FY2011 | FY2012 | FY2013 ¹ | FY2014 ² | 9M2015 |
|--|--------|--------|---------------------|---------------------|--------|
| Revenue | 61.12 | 56.41 | 69.47 | 78.35 | 64.60 |
| Net revenue | 25.20 | 26.29 | 31.58 | 36.68 | 31.38 |
| Other income | 0.06 | 0.08 | 0.16 | 0.24 | 1.11 |
| Expenses | 22.81 | 22.40 | 23.58 | 26.14 | 23.08 |
| Net finance income | (0.08) | (0.03) | 0.03 | 0.10 | 0.54 |
| Share of result of associate, net of tax | - | - | - | (0.01) | (0.02) |
| Profit before tax | 2.37 | 3.94 | 8.20 | 10.87 | 9.94 |
| Profit after tax | 2.12 | 3.26 | 7.62 | 10.48 | 9.24 |
| Net profit attributable to owners of the Company | 2.77 | 3.74 | 7.86 | 10.51 | 9.24 |

Notes:

1. Excluding one-off gain of S\$0.62 million on distribution to owners of the Company in October 2013
2. Excluding IPO expenses of S\$1.95 million in December 2014

PBT margin (based on net revenue)



Notes:

1. Excluding one-off gain of S\$0.62 million on distribution to owners of the Company in October 2013
2. Excluding IPO expenses of S\$1.95 million in December 2014

Financial Ratios

| S\$ (Million) | FY2011 | FY2012 | FY2013 | FY2014 | 9M2015 |
|---------------------|--------|--------|--------|--------|--------|
| Operating Cashflows | 1.40 | 2.33 | 7.13 | 10.18 | 9.98 |
| Capital Expenditure | 1.71 | 0.21 | 1.57 | 2.34 | 3.08 |

| S\$ (Million) | 31 Dec 2011 | 31 Dec 2012 | 31 Dec 2013 | 31 Dec 2014 | 30 Sep 2015 |
|--------------------|-------------|-------------|-------------|-------------|-------------|
| Net Current Assets | 21.92 | 20.95 | 20.70 | 63.16 | 68.56 |

| S\$ (Million) | 31 Dec 2011 | 31 Dec 2012 | 31 Dec 2013 | 31 Dec 2014 | 30 Sep 2015 |
|----------------------|-------------|-------------|-------------|-------------|-------------|
| Shareholders' Equity | 21.29 | 23.41 | 23.97 | 66.91 | 75.07 |

Cash position

| | As at 31 Dec 2014 (S\$ million) | As at 30 Sep 2015 (S\$ million) |
|----------------------------------|------------------------------------|------------------------------------|
| Cash and cash equivalents | 35.39 | 23.75 |
| Other investments ¹ | 22.02 | 38.32 |
| Total cash and other investments | 57.41 ² | 62.07 |

Notes:

1. Other investments represent investments in available-for-sale financial assets.
2. The Group's cash position as at 31 December 2014 does not include the net proceeds of S\$3.00 million from the issuance of 3,280,000 new shares on 6 January 2015, following the exercise of over-allotment option in relation with the IPO on 11 December 2014.

Number of issued shares

| | As at 31 Dec 2014 | As at 30 Sep 2015 |
|-------------------------------|--------------------------|-------------------|
| Total number of issued shares | 256,225,334 ¹ | 260,898,301 |

Notes:

1. The Group's total number of issued shares as at 31 December 2014 do not include the issuance of 3,280,000 new shares on 6 January 2015, following the exercise of over-allotment option in relation with the IPO on 11 December 2014.

Our Consolidated Financial Position as at 30 Sep 2015

| | S\$'000 |
|-------------------------------|---------------|
| NON-CURRENT ASSETS | |
| Fixed Assets | 1,893 |
| Intangible Assets | 3,848 |
| Associate | 371 |
| Others | 605 |
| | 6,717 |
| CURRENT ASSETS | |
| Trade & other receivables | 18,722 |
| Prepayments & others | 1,289 |
| Other Investments | 38,318 |
| Cash & cash equivalents | 23,754 |
| | 82,083 |
| TOTAL ASSETS | 88,800 |
| HELD UNDER TRUST | |
| Cash at Bank - Trust Accounts | 131,479 |
| Client Ledger balances | (131,479) |

Our Consolidated Financial Position as at 30 Sep 2015 - cont'd

| | S\$'000 |
|---|---------------|
| CURRENT LIABILITIES | |
| Trade & other payables | 12,784 |
| Current tax payable | 744 |
| | 13,528 |
| NON-CURRENT LIABILITIES | |
| Deferred Tax | 203 |
| Other Payables | - |
| | 203 |
| EQUITY | |
| Share Capital | 62,517 |
| Accumulated profits | 16,392 |
| Other reserves | (3,840) |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY | 75,069 |
| | |
| TOTAL EQUITY & LIABILITIES | 88,800 |

Interim dividend

| Third interim dividend for 2015 - Schedule | |
|--|-------------------------------|
| Dividend per share | 0.68 cents per ordinary share |
| 4 Nov 2015 | Ex-dividend date |
| 20 Nov 2015 | Payment date |

- Our Directors proposed a third interim dividend for 2015 based on approximately 60.2% of our net profit (excluding exceptional items) for 3Q2015, amounting to 0.68 cents per ordinary share
- Year-to-date, the dividend payouts for the first three quarters of 2015 (January to September 2015) amounted to approximately 57.6% of our net profit (excluding exceptional items)
- Over all four quarters in FY2015, our Directors intend to recommend and distribute dividends of 60% of our net profits (excluding exceptional items), but quarterly dividends for the first three quarters in FY2015 may be less than, or more than, 60% of our net profit for those quarters



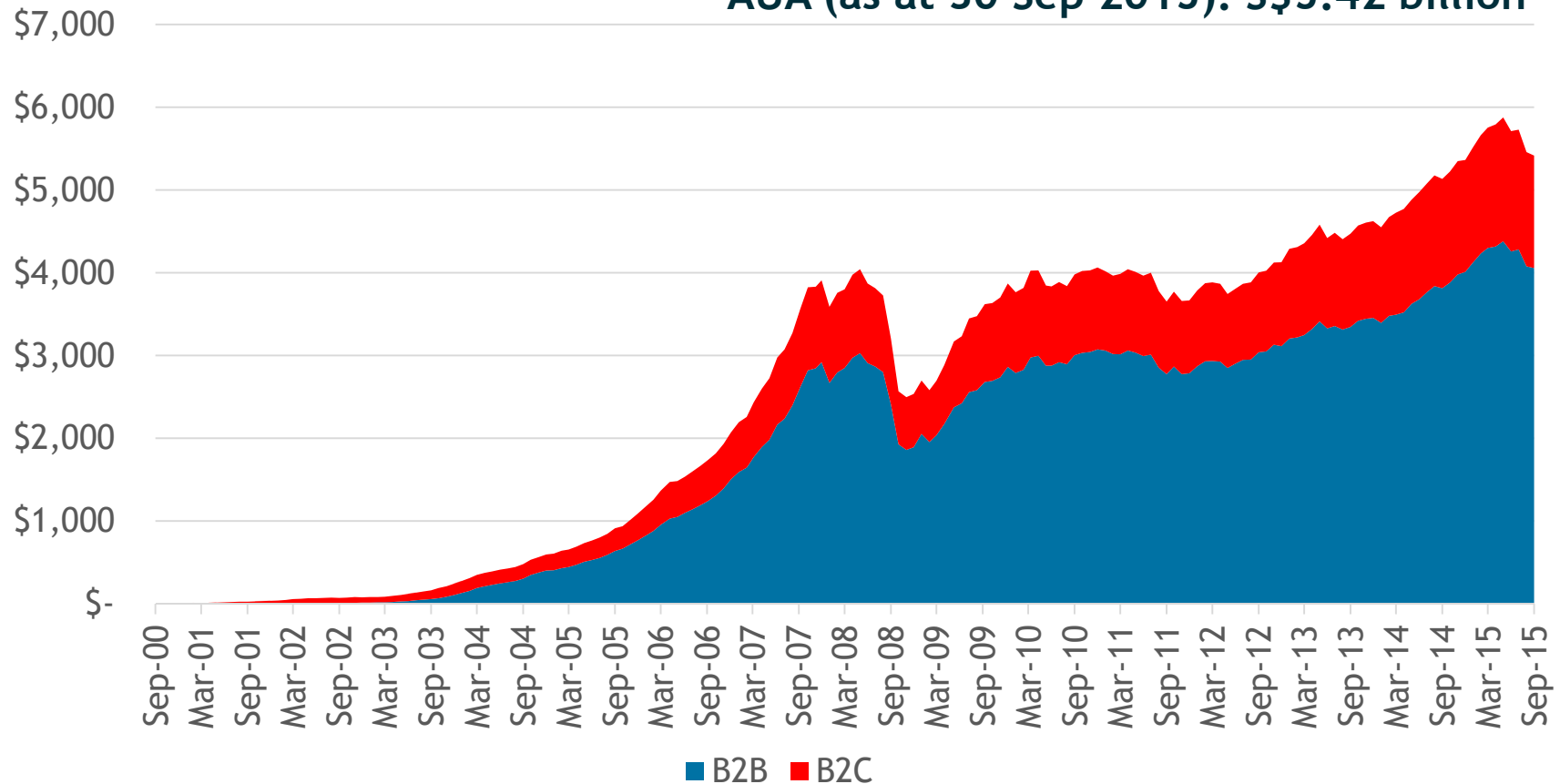
Section II: Performance Trends



Group AUA

S\$ million

AUA (as at 30 Sep 2015): S\$5.42 billion



Group AUA Trends



Singapore: 72.8%



Hong Kong: 23.0%

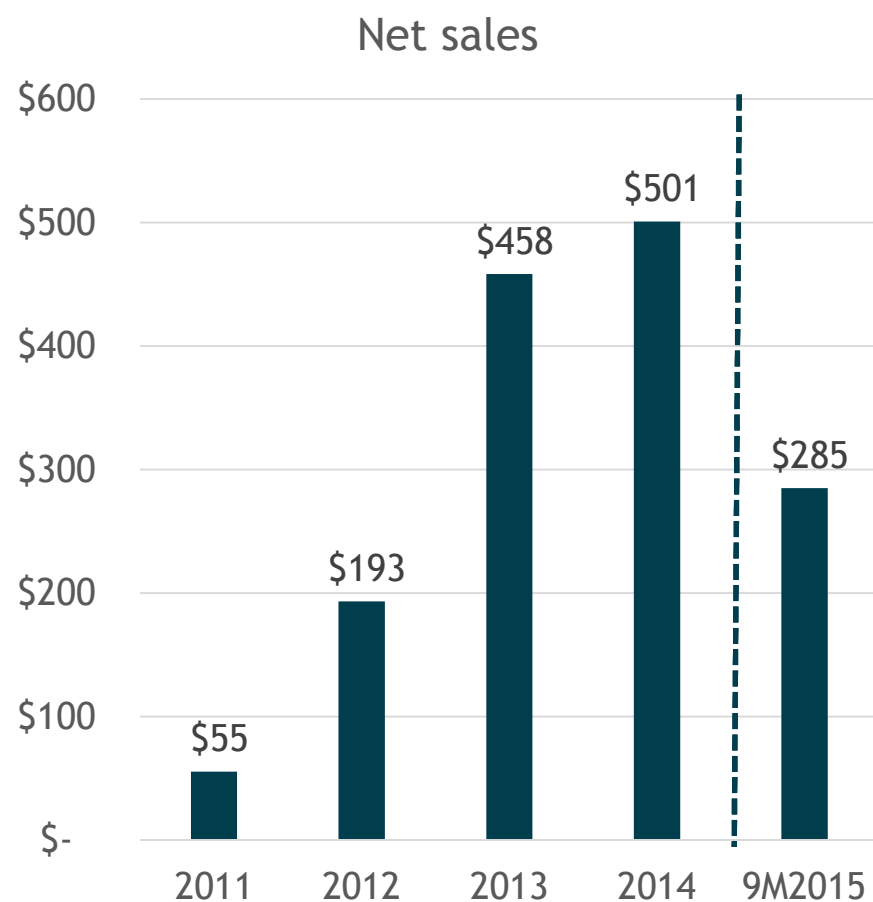


Malaysia: 4.2%

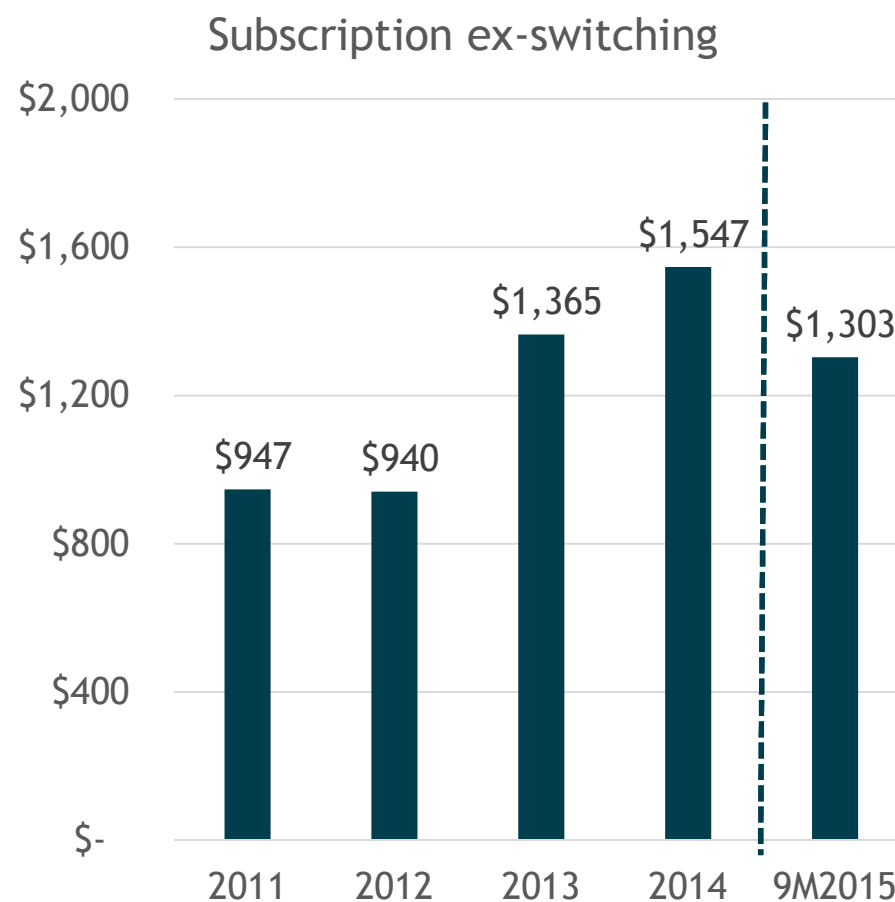
- AUA grew 5.5% YoY to S\$5.42 billion (as at 30 September 2015)
- AUA grew at a 10-year CAGR of 19.5% (as at 30 September 2015)
- AUA from the B2B and B2C segments grew 6.3% and 3.1% YoY respectively (as at 30 September 2015)

Net sales & subscription ex-switching

S\$ million



S\$ million



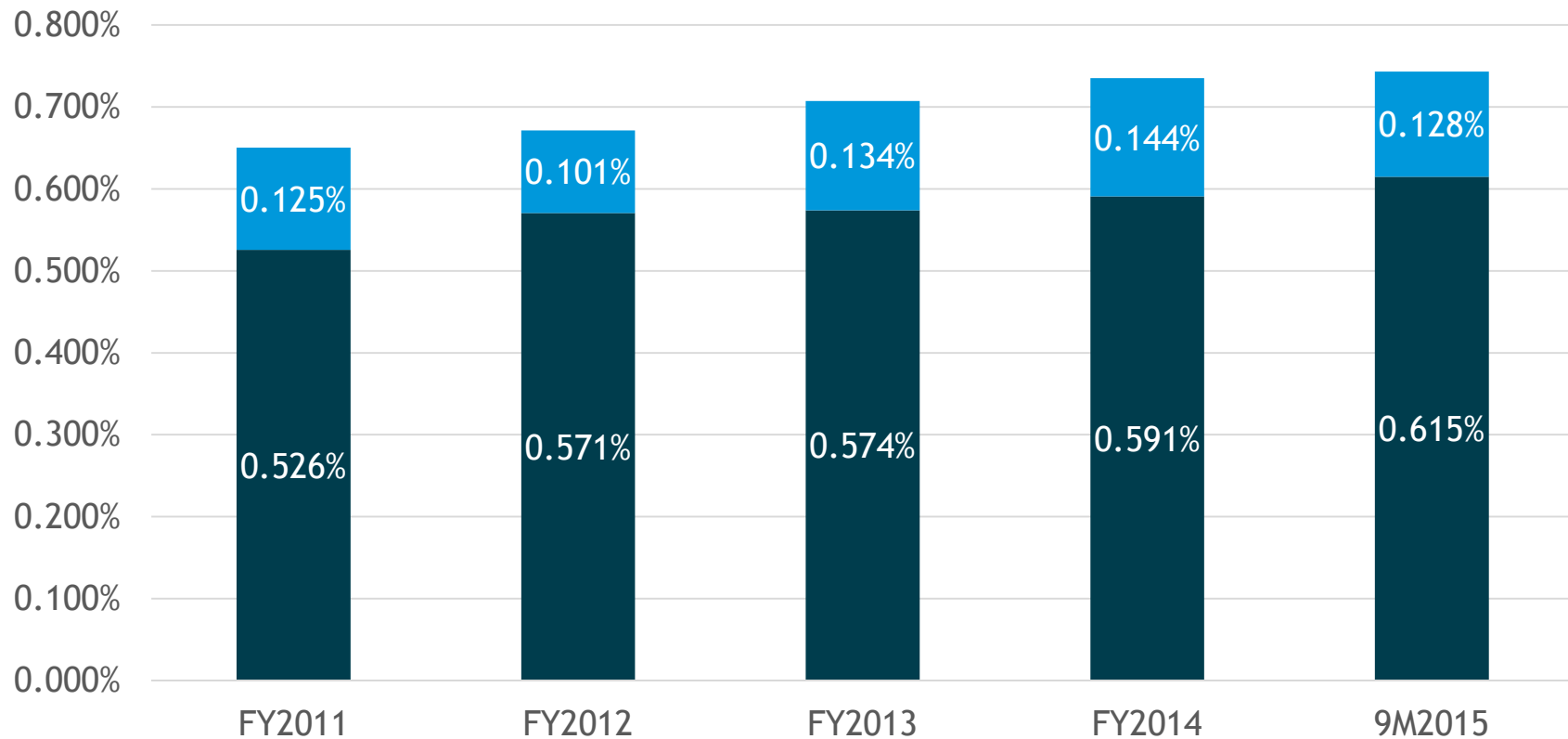
Net revenue breakdown between recurring and non-recurring sources

S\$ million

Average contribution from recurring net revenue as opposed to non-recurring net revenue in the period from FY2011 to 9M2015 was 82.0%



Net revenue as a ratio of average AUA



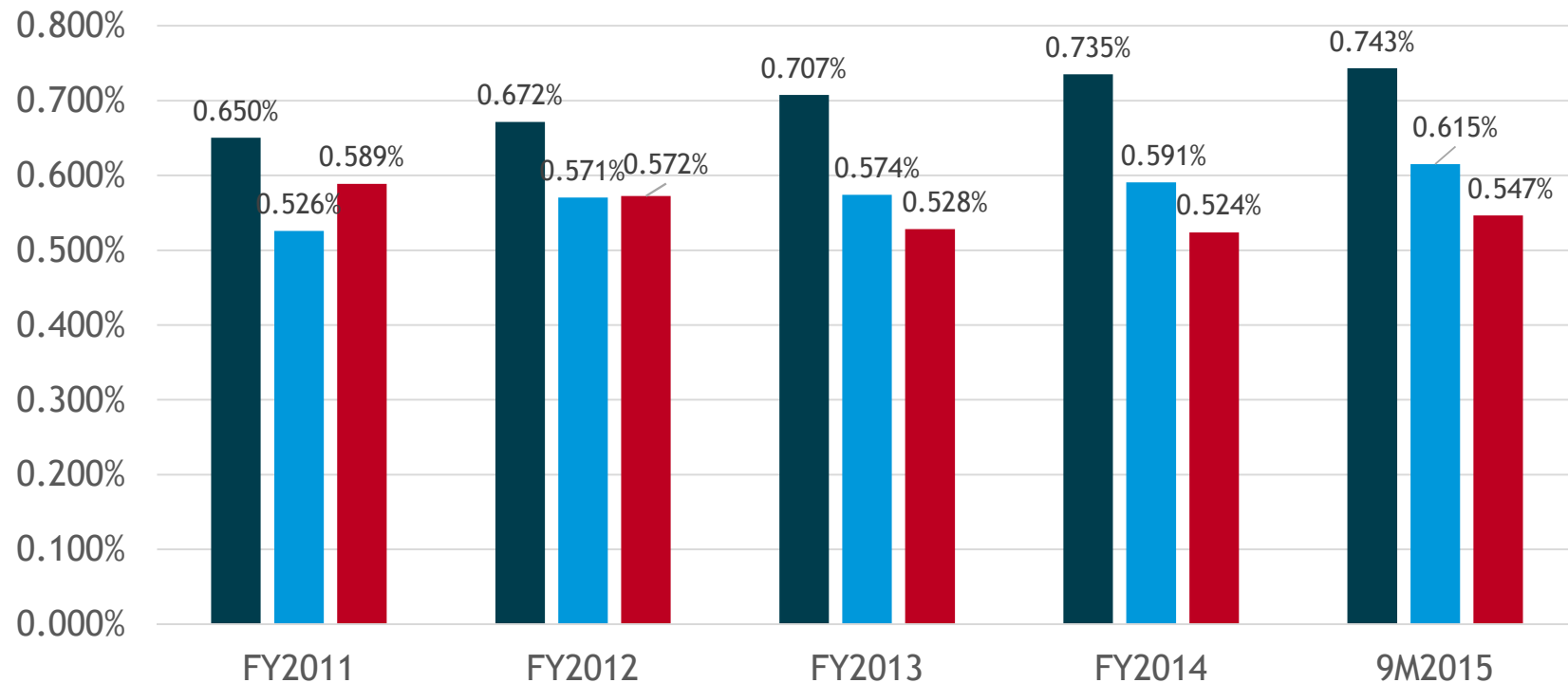
■ Recurring net revenue / AUA

■ Non-recurring net revenue / AUA

Note:

1. The ratio for 9M2015 has been computed based on annualised recurring net revenue and non-recurring net revenue.

Net revenue and operating expenses as a ratio of average AUA



■ Net revenue / AUA ■ Recurring net revenue / AUA ■ Operating expenses / AUA

Note:

1. The ratio for 9M2015 has been computed based on annualised recurring net revenue and non-recurring net revenue.

Recurring and Non-Recurring Net Revenue

| S\$ (Million) | FY2011 | FY2012 | FY2013 | FY2014 | 9M2015 |
|---------------------------|--------|--------|--------|--------|--------|
| Recurring net revenue | 20.38 | 22.34 | 25.62 | 29.48 | 25.97 |
| Non-recurring net revenue | 4.82 | 3.95 | 5.96 | 7.20 | 5.41 |
| Total net revenue | 25.20 | 26.29 | 31.58 | 36.68 | 31.38 |
| | | | | | |
| YoY Change (%) | FY2011 | FY2012 | FY2013 | FY2014 | 9M2015 |
| Recurring net revenue | +18.6 | +9.6 | +14.7 | +15.1 | +19.3 |
| Non-recurring net revenue | +4.8 | -18.0 | +50.9 | +20.8 | -2.9 |
| Total net revenue | +15.6 | +4.4 | +20.4 | +16.1 | +14.8 |

- Net revenue represents revenue earned by our Group after commission and fee paid to B2B FAs and banks. It is the key indicator for our Group's business performance

Net Revenue - Geographical Segment

| S\$ (Million) | FY2011 | FY2012 | FY2013 | FY2014 | 9M2015 |
|----------------|--------|--------|--------|--------|--------|
| Singapore | 21.15 | 21.33 | 24.10 | 25.72 | 22.64 |
| Hong Kong | 3.65 | 4.39 | 6.50 | 9.48 | 7.35 |
| Malaysia | 0.40 | 0.57 | 0.98 | 1.48 | 1.39 |
| Group | 25.20 | 26.29 | 31.58 | 36.68 | 31.38 |
| YoY Change (%) | FY2011 | FY2012 | FY2013 | FY2014 | 9M2015 |
| Singapore | +13.0 | +0.9 | +13.0 | +6.7 | +17.9 |
| Hong Kong | +27.6 | +20.3 | +48.1 | +45.8 | +4.3 |
| Malaysia | +90.5 | +42.5 | +71.9 | +50.5 | +28.8 |
| Group | +15.6 | +4.4 | +20.4 | +16.1 | +14.8 |

Net Revenue - B2B Business Segment

| B2B Net Revenue (S\$ Million) | FY2011 | FY2012 | FY2013 | FY2014 | 9M2015 |
|----------------------------------|--------|--------|--------|--------|--------|
| Recurring net revenue | 14.10 | 16.03 | 18.16 | 21.09 | 18.37 |
| Non-recurring net revenue | 2.68 | 2.11 | 3.06 | 4.46 | 3.19 |
| Total B2B net revenue | 16.78 | 18.14 | 21.22 | 25.55 | 21.56 |
| YoY Change (%) | FY2011 | FY2012 | FY2013 | FY2014 | 9M2015 |
| Recurring net revenue | +20.2 | +13.7 | +13.3 | +16.1 | +18.4 |
| Non-recurring net revenue | +32.0 | -21.3 | +45.0 | +45.8 | -7.9 |
| Total B2B net revenue | +21.9 | +8.1 | +17.0 | +20.4 | +13.6 |

Net Revenue - B2C Business Segment

| B2C Net Revenue (S\$ Million) | FY2011 | FY2012 | FY2013 | FY2014 | 9M2015 |
|----------------------------------|--------|--------|--------|--------|--------|
| Recurring net revenue | 6.28 | 6.31 | 7.46 | 8.39 | 7.60 |
| Non-recurring net revenue | 2.14 | 1.84 | 2.90 | 2.74 | 2.22 |
| Total B2C net revenue | 8.42 | 8.15 | 10.36 | 11.13 | 9.82 |
| YoY Change (%) | FY2011 | FY2012 | FY2013 | FY2014 | 9M2015 |
| Recurring net revenue | +15.2 | +0.5 | +18.2 | +12.5 | +21.7 |
| Non-recurring net revenue | -17.1 | -14.0 | +57.6 | -5.5 | +5.5 |
| Total B2C net revenue | +4.9 | -3.2 | +27.1 | +7.4 | +17.6 |

Profit/Loss - Geographical Segment

| Profit/Loss After Tax (S\$ Million) | FY2011 | FY2012 | FY2013 | FY2014 | 9M2015 |
|--|--------|--------|-------------------|-------------------|--------|
| Singapore | 5.53 | 5.64 | 7.81 ¹ | 8.99 ² | 8.45 |
| Hong Kong | (1.97) | (1.19) | 0.40 | 2.10 | 1.31 |
| Malaysia | (1.44) | (1.19) | (0.59) | (0.09) | 0.13 |
| China | - | - | - | (0.52) | (0.65) |
| Group | 2.12 | 3.26 | 7.62 | 10.48 | 9.24 |

Notes:

1. Excluding a one-off gain of S\$0.62 million on distribution to owners of the Company in October 2013.
2. Excluding IPO expenses of S\$1.95 million in December 2014.

3Q2015 and 9M2015 results summary

- Our Group's AUA increased 5.5% YoY to S\$5.42 billion as at 30 September 2015, but registered a decline from its 30 June 2015 level of S\$5.71 billion, as volatility in global markets led to negative market sentiment and a sell-down in equity markets, negatively impacting the valuation of our investment products
- Our Group's net sales were positive at S\$46 million in 3Q2015 and S\$285 million in 9M2015 (Jan-Sep 2015) respectively; our subscription excluding switching stood at S\$356 million in 3Q2015 and S\$1.30 billion in 9M2015 respectively
- Singapore continues to be the major contributor of our Group's profitability, with profit after tax of S\$2.82 million in 3Q2015 (up 22.5% YoY) and S\$8.45 million in 9M2015 (up 31.0 % YoY) respectively
- Malaysia continued its positive turnaround in 3Q2015, delivering a profit of S\$0.12 million in 3Q2015 and S\$0.13 million in 9M2015 respectively

3Q2015 and 9M2015 results summary

- Hong Kong registered a profit after tax of S\$0.31 million in 3Q2015 (down 58.8% YoY) and S\$1.31 million in 9M2015 (down 17.5% YoY) respectively
- Hong Kong's profit was impacted by two negative factors, namely the sharp decline in equity markets, particularly China/Hong Kong equity markets, and reduced subscription volume following the suspension of the Capital Entrant Investment Scheme (CIES) in January 2015 by the Hong Kong SAR government
- The suspension of the CIES has affected our Hong Kong business in the short run, but we are continuing our efforts to grow the non-CIES business
- Our ongoing efforts to improve the range of investment products and services that we offer will help to ensure we remain a leading investment platform going forward; recent progress included the launch of our online bonds business in Singapore and an online Discretionary Portfolio Management Services in Hong Kong
- China registered a loss of S\$0.30 million in 3Q2015 and S\$0.65 million in 9M2015 respectively; our China subsidiary was awarded the Funds Distributor Qualification from the China Securities Regulatory Commission (CSRC) on 19 October 2015

Updates on FY2015 plans

1. Wholly-Owned China Subsidiary Awarded a Funds Distributor Qualification in China

- On 19 October 2015, the Group, via its Qianhai-registered subsidiary, iFAST Platform Services (Shenzhen) Qianhai Limited (“iFAST China”), has been awarded a Funds Distributor Qualification (证券投资基金销售业务资格) from the China Securities Regulatory Commission (“CSRC”)
- The Funds Distributor Qualification will allow us to run an investment funds platform in China

Updates on FY2015 plans

- We are targeting to officially launch our China business in late 1Q2016
- We intend to work with different industry players in China to build an investment products platform
- We believe that the China market offers strong potential in the medium to long term, as we will be able to meet the wealth management needs of Chinese investors, in both onshore and offshore investment products
- We expect China to start to contribute to the Group's revenue in 2016, but that the business will incur an operating loss as we are in the initial stages of building the business
- We intend to explore the possibility of selling a minority stake in our iFAST China business to institutional investors and/or other investors in the next 1-2 years to strengthen our capability in the China market
- If this materialises, the Group may see a gain through the cash injection (although any such gain may be recognised in reserves, instead of the income statement)
- There are no discussions or negotiations with any specific parties at the moment

Updates on FY2015 plans

2. Approval to launch Online Discretionary Portfolios Management Services in Hong Kong

- On 3 August 2015, the Group's wholly-owned subsidiary in Hong Kong, iFAST Financial (HK) Limited, received approval from the Securities and Futures Commission of Hong (SFC) to carry on Type 9 regulated activities (Asset Management), subject to additional licence conditions proposed by SFC
- We have launched our 'FSM Managed Portfolios' service to the range of products we offer on our B2C channel
- We believe our FSM Managed Portfolios would help investors who want convenience in terms of portfolio construction and rebalancing

Other Updates

- In July 2015, iFAST Corp received the "Best Investor Relations - Merit Award" for First-Year Listed Companies at the Singapore Corporate Awards 2015
- In October 2015, iFAST Corp was named Winner of the SIAS Investors' Choice Awards - Most Transparent Company Award (MTCA) 2015, New Issues Category



Section III: Appendices

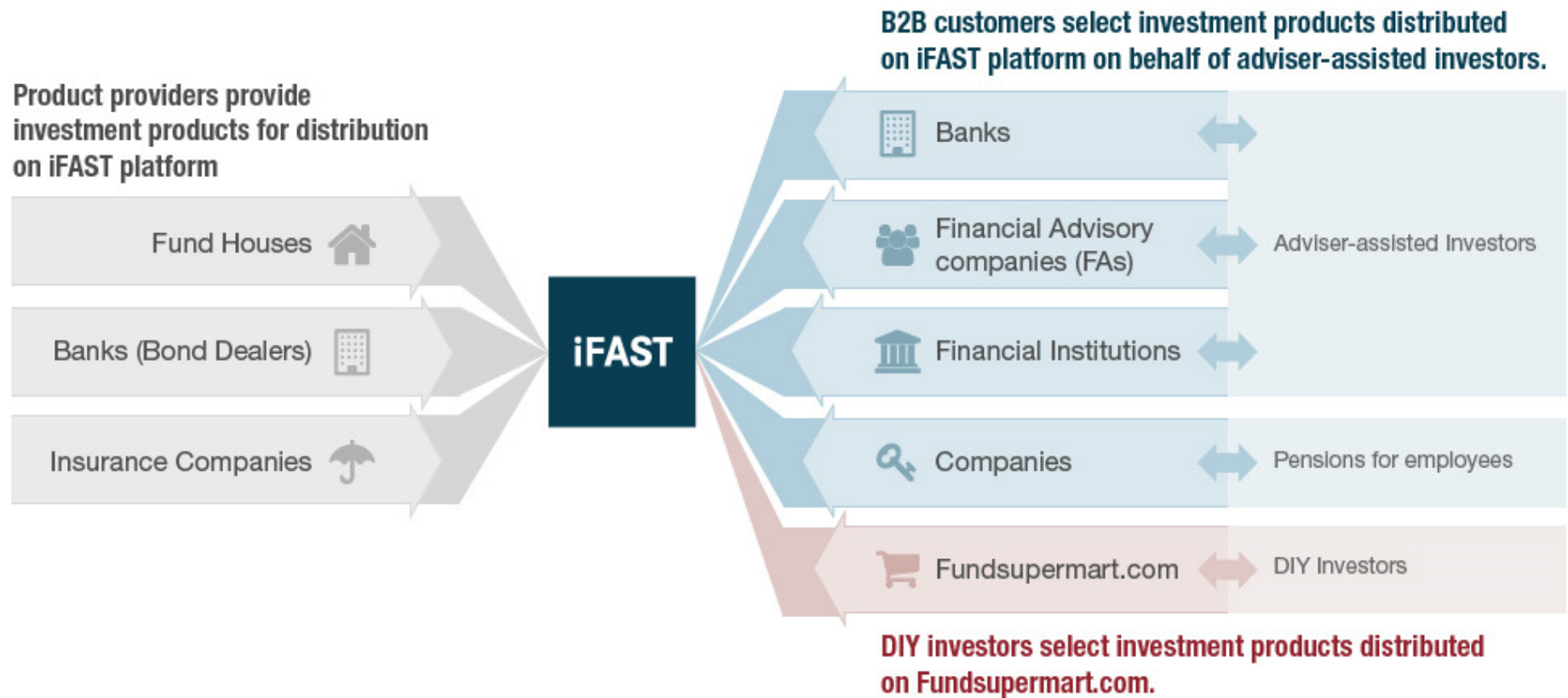


Business Overview

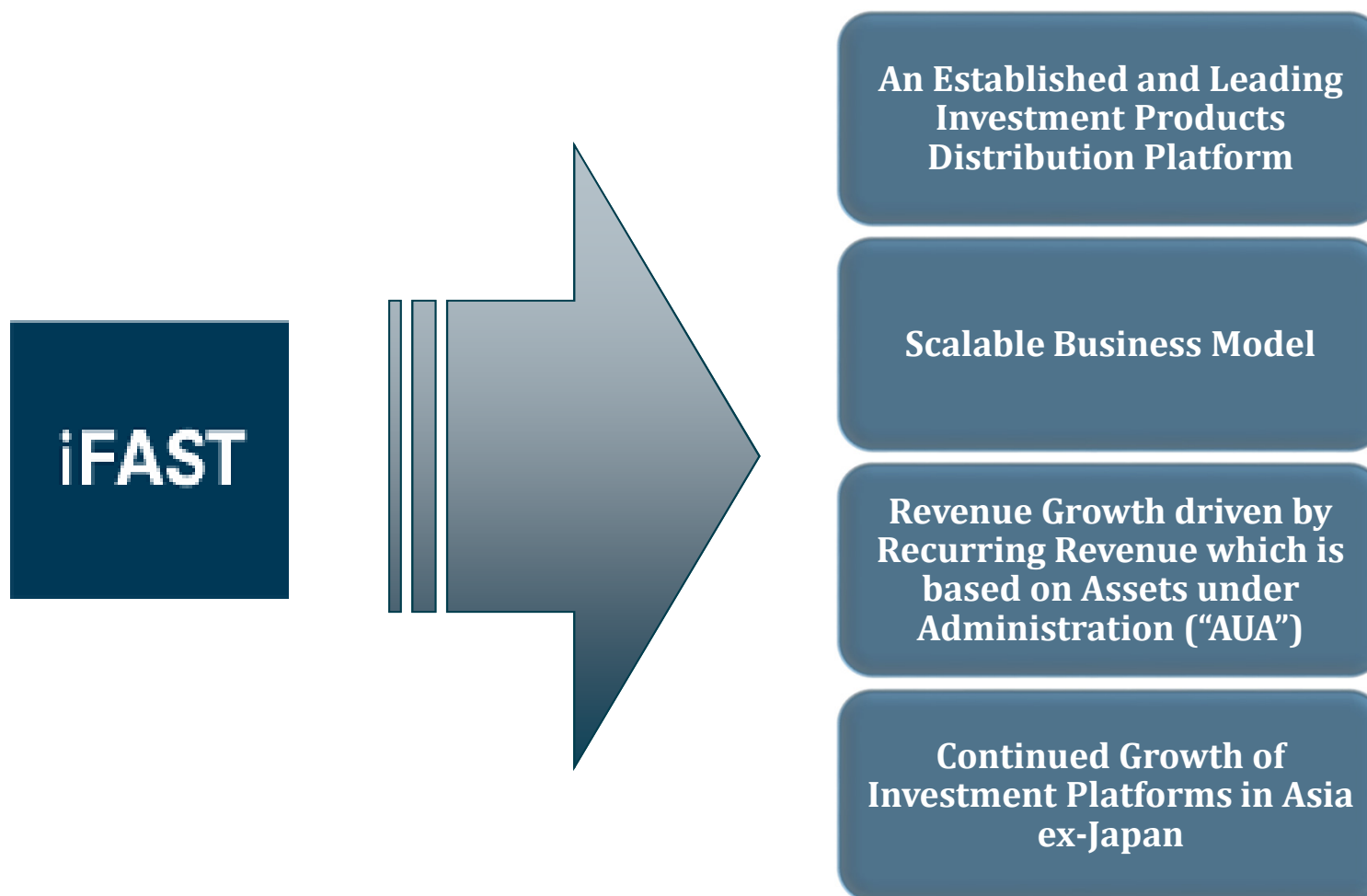
- We are an Internet-based investment products distribution platform with assets under administration (AUA) of S\$5.42 billion as at 30 September 2015 (stock code: AIY)
- Two main business divisions:
 - Business-to-Consumer (B2C) website, Fundsupermart.com, targeted at DIY investors (AUA of S\$1.36 billion); and
 - Business-to-Business (B2B) platform that caters to the specialised needs of over 150 financial advisory (FA) companies, financial institutions and banks (AUA of S\$4.06 billion)
- Distribution of 1,800 Investment Products (including over 1,600 funds), with funds, bonds and Singapore Government Securities (SGS), and ETFs distributed in Singapore; funds, bonds and ETFs in Hong Kong; and funds in Malaysia



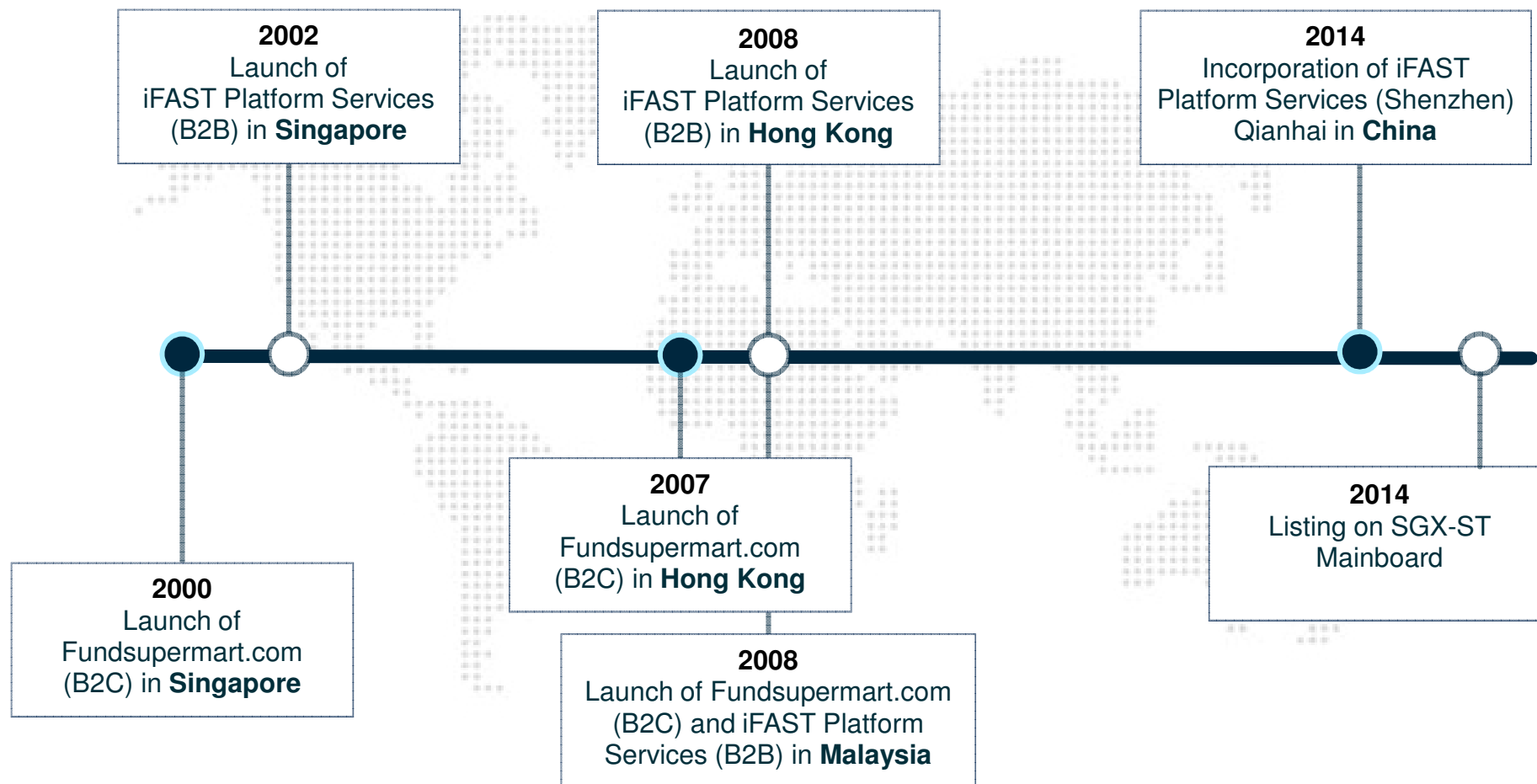
Business Model



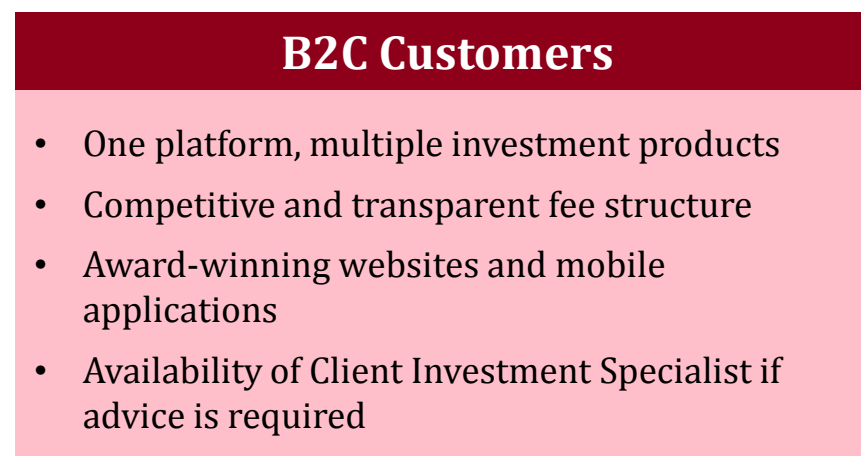
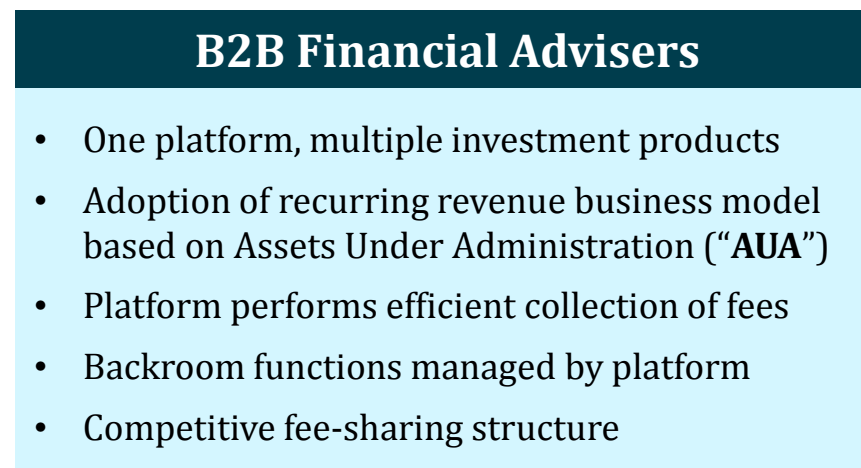
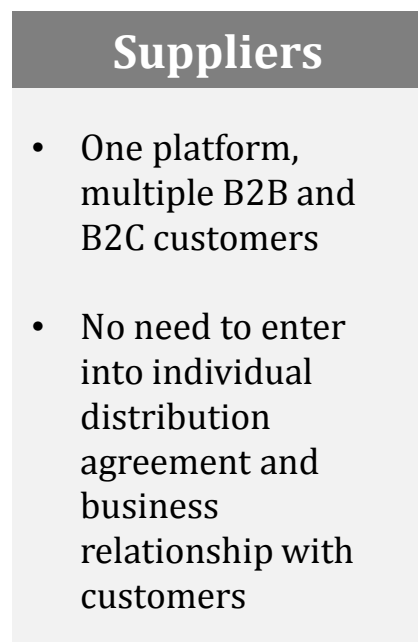
Investment Case



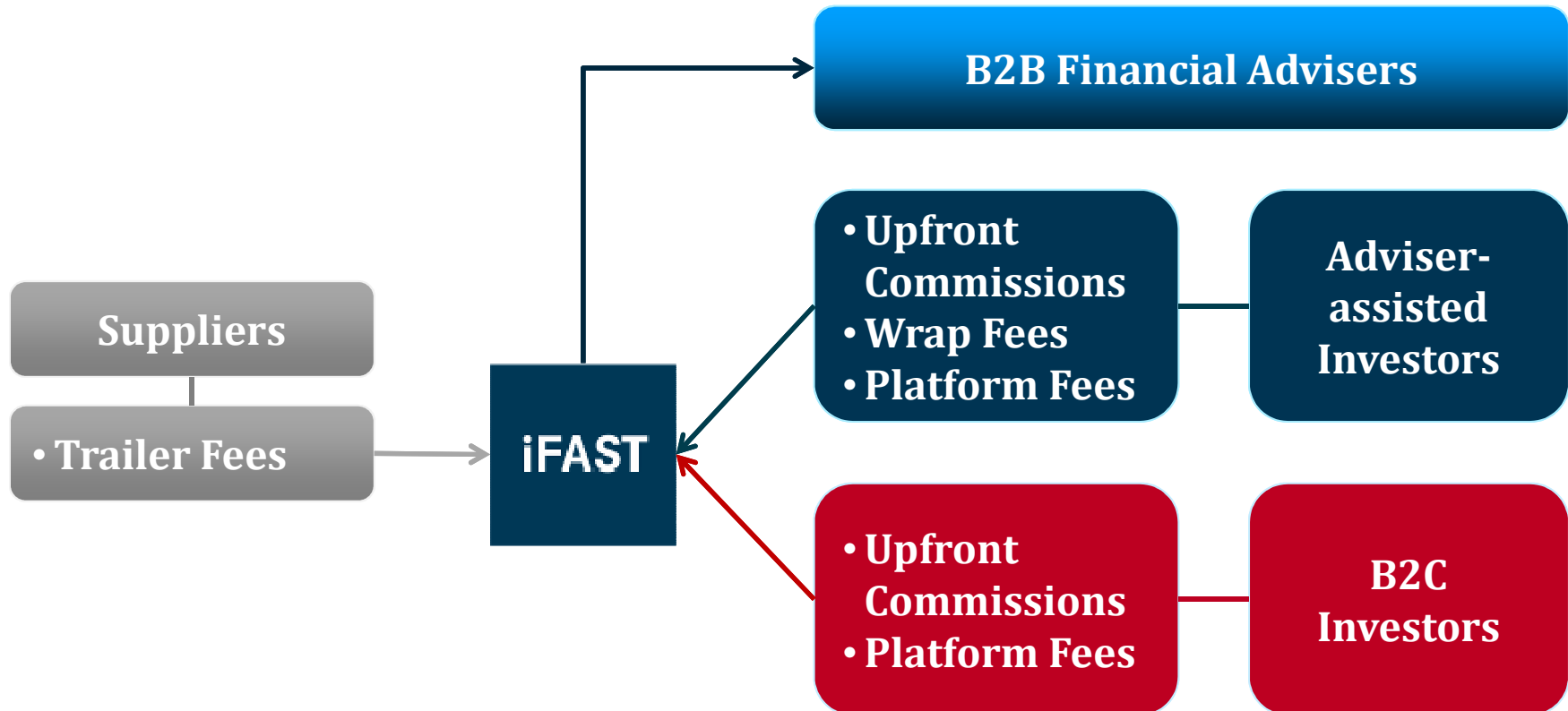
Our Milestones



Our Value Proposition

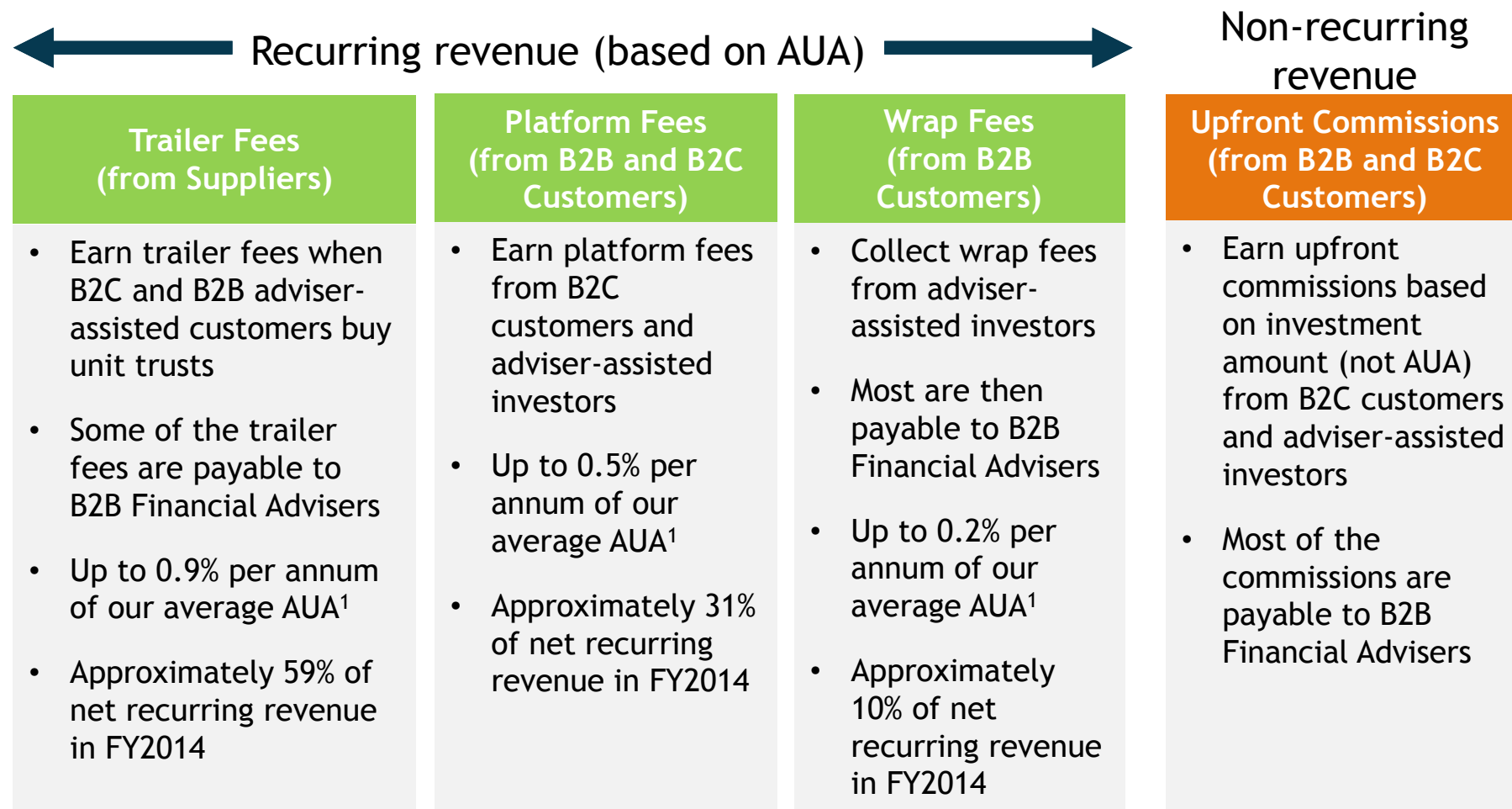


Fees Illustration



AUA-driven Business Model

- When B2C customers and B2B adviser-assisted investors transact in investment products, the value of their investments is termed AUA



Note: 1. Calculated based on net revenue



Thank you.

For more information, please visit
www.ifastcorp.com