



iFAST Corporation Ltd.

# 3Q2016 and 9M2016 Results Presentation

28 October 2016



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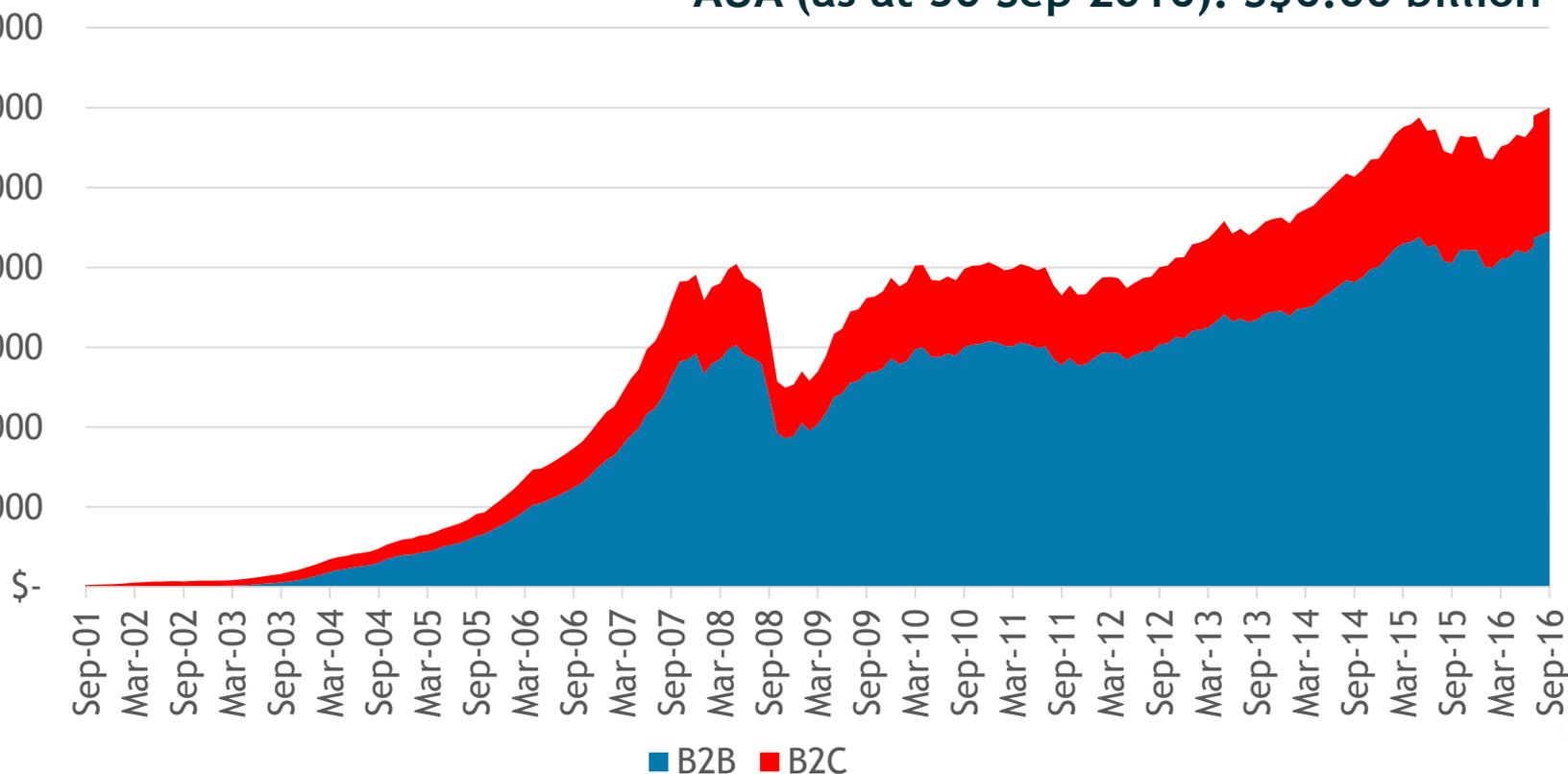
# Key Summary

- Following a difficult 1H2016, the Group's profitability saw improvements in 3Q2016. The Group's net profit (excluding China) saw a 59.3% increase in 3Q2016 from 2Q2016 to S\$2.97 million, on the back of a sequential Quarter-on-Quarter (QoQ) increase of 10.3% in net revenue (excluding China) and 6.6% QoQ increase in the Group's AUA which rose to a record S\$6.00 billion (as at 30 September 2016)
- Compared to the year before, the Group's net profit (excluding China) declined 8.4% YoY in 3Q2016, as expenses (excluding China) increased 9.6% YoY due to the Group's continued push towards broadening the range and depth of investment products and services
- Including the China operation, the Group's net profit fell 35.3% YoY in 3Q2016, but increased 66.8% QoQ to S\$1.91 million
- While the investments into China and the push towards broadening the range and depth of investment products and services have affected the Group's short-term profitability, the Directors are of the view that the investments will pay off in the next few years
- As it is important for the Group to maintain a healthy balance between attaining short-term profitability and doing enough to ensure the long-term growth of the Group, the Group will continue to strive to achieve this

# Group AUA grew 6.6% QoQ to record S\$6.00 billion

S\$ million

AUA (as at 30 Sep 2016): S\$6.00 billion<sup>1</sup>



**Note:**

1. The Group's AUA as at 30 Sep 2016 includes its effective 16.3% share of the India Business

# Net Profit of the Group (3Q2016 vs 2Q2016)

Profit/Loss After Tax (S\$ Million)	2Q2016	3Q2016	QoQ Change (%)
Singapore	1.86	2.60	+39.4
Hong Kong	0.03	0.28	+663.9
Malaysia	0.01	0.14	+885.7
Others <sup>1</sup>	(0.05)	(0.04)	(21.3)
Net profit (excluding China operation)	1.87	2.97	+59.3
China	(0.72)	(1.06)	+47.5
Net profit (including China operation)	1.14	1.91	+66.8

**Note:**

1. Representing share of result of associates

# Key Summary

- The Directors believe that the Group has a strong balance sheet. Total Cash and other investments stood at S\$57.01 million as at 30 September 2016
- The Group's 2016 Dividend Guidance is:  
“For FY2016, our Directors intend to recommend and distribute dividends of 60% or more of our Group's net profit (excluding our China operation, and exceptional items)”
- The Directors have proposed a third interim dividend of 0.68 cents per ordinary share for 3Q2016 (3Q2015: 0.68 cents per ordinary share)

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# Section I: Financial Results



# Presentation of Group's Results

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

- In view of the guidance we have provided on our China operation (that the China business would be expected to have a negative impact on the Group's overall operating profit on a consolidated basis in 2016 and 2017), and that our Dividend Guidance for FY2016 is based on 60% or more of the Group's net profit (excluding China operation, and exceptional items), we are presenting our presentation results based on the results of:
  - (1) Group (Singapore, Hong Kong, Malaysia) excluding China operation; and
  - (2) Group (Singapore, Hong Kong, Malaysia) including China operation
- By adopting such a structure in the presentation, investors are able to better assess the performance of the Group in our core operations in Singapore, Hong Kong and Malaysia, with and without the impact from our newer China operation

## Financial Results for Group (excluding China operation) (3Q2016 vs 3Q2015)

S\$ (Million)	3Q2015	3Q2016	YoY change (%)
Revenue	20.54	20.80	+1.3
Net revenue	10.14	10.63	+4.8
Other income	0.29	0.31	+6.9
Expenses	7.27	7.96	+9.6
Net finance income	0.23	0.18	-23.5
Share of result of associates, net of tax	0.01	-0.04	NM
Profit before tax	3.41	3.12	-8.4
Profit after tax	3.24	2.97	-8.4
Net profit attributable to owners of the Company	3.24	2.97	-8.4

## Financial Results for Group (including China operation) (3Q2016 vs 3Q2015)

S\$ (Million)	3Q2015	3Q2016	YoY change (%)
Revenue	20.54	21.00	+2.3
Net revenue	10.14	10.68	+5.3
Other income	0.29	0.31	+6.9
Expenses	7.58	9.13	+20.4
Net finance income	0.25	0.18	-26.4
Share of result of associates, net of tax	0.01	-0.04	NM
Profit before tax	3.11	2.00	-35.6
Profit after tax	2.95	1.85	-37.2
Net profit attributable to owners of the Company	2.95	1.91	-35.3

## Financial Results for Group (excluding China operation) (9M2016 vs 9M2015)

S\$ (Million)	9M2015	9M2016	YoY change (%)
Revenue	64.60	58.61	-9.3
Net revenue	31.38	29.61	-5.6
Other income	1.11	1.41	+27.5
Expenses	22.39	24.14	+7.8
Net finance income	0.51	0.63	+23.9
Share of result of associates, net of tax	-0.02	-0.09	+486.7
Profit before tax	10.59	7.38	-30.3
Profit after tax	9.89	6.92	-30.0
Net profit attributable to owners of the Company	9.89	6.92	-30.0

- While market conditions have been adverse in 1H2016, there was an improvement in 3Q2016, with the FSM Indices - Asia ex-Japan Index rising 8.9% during the quarter
- The stepped-up investments and expenses in 9M2016 (+7.8% YoY in 9M2016) are linked to the push in broadening the range and depth of our investment products and services in our core markets of Singapore, Hong Kong and Malaysia
- Following the launch of stocks on Hong Kong's B2B platform and the launch of insurance on Malaysia's B2C platform, the Group is targeting to launch stockbroking capabilities on the Singapore platform in end-2016 / early-2017

# Financial Results for Group (including China operation) (9M2016 vs 9M2015)

S\$ (Million)	9M2015	9M2016	YoY change (%)
Revenue	64.60	59.05	-8.6
Net revenue	31.38	29.71	-5.3
Other income	1.11	1.41	+27.5
Expenses	23.08	26.98	+16.9
Net finance income	0.54	0.64	+17.3
Share of result of associates, net of tax	-0.02	-0.09	+486.7
Profit before tax	9.94	4.70	-52.8
Profit after tax	9.24	4.24	-54.1
Net profit attributable to owners of the Company	9.24	4.30	-53.4
Gain recognised directly in equity from sale of 5% stake in iFAST China <sup>1</sup>	NA	2.15	NA
Net attributable profit plus gain in reserves from sale in iFAST China stake	NA	6.45	NA

- As the China Business is at the initial investment phase, the Group's expenses linked to the expansion of new services on the China platform increased by 16.9% YoY in 9M2016
- The China operation posted an operating loss of S\$2.62 million in 9M2016
- As a result of new business and subscriptions, net revenue contribution from the China Business stood at S\$0.10 million in 9M2016

#### Notes:

1. In June 2016, iFAST China completed the sale of a 5% stake for US\$1.75 million, leading to a gain of S\$2.15 million for the Group. This gain was however recognised directly in equity, instead of income statement
2. NA denotes Not Applicable

## Results Overview for Group (excluding China operation)

S\$ (Million)	FY2012	FY2013 <sup>1</sup>	FY2014 <sup>2</sup>	FY2015	9M2016
Revenue	56.41	69.47	78.35	85.34	58.61
Net revenue	26.29	31.58	36.68	41.53	29.61
Other income	0.08	0.16	0.24	1.53	1.41
Expenses	22.40	23.58	25.62	30.06	24.14
Net finance income	-0.03	0.03	0.10	0.75	0.63
Share of result of associates, net of tax	-	-	-0.01	-0.02	-0.09
Profit before tax	3.94	8.20	11.39	13.73	7.38
Profit after tax	3.26	7.62	11.00	13.08	6.92
Net profit attributable to owners of the Company	3.74	7.86	11.03	13.08	6.92
EPS (cents)	1.86	3.89	5.31	5.03	2.64
Dividend per share (cents)	0.54	1.98 <sup>3</sup>	5.38	2.79	2.04

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. Including IPO expenses of S\$1.95 million in December 2014, net profit stood at S\$8.56 million in FY2014
3. Excluding dividend by way of distribution in specie in October 2013

# Results Overview for Group (including China operation)

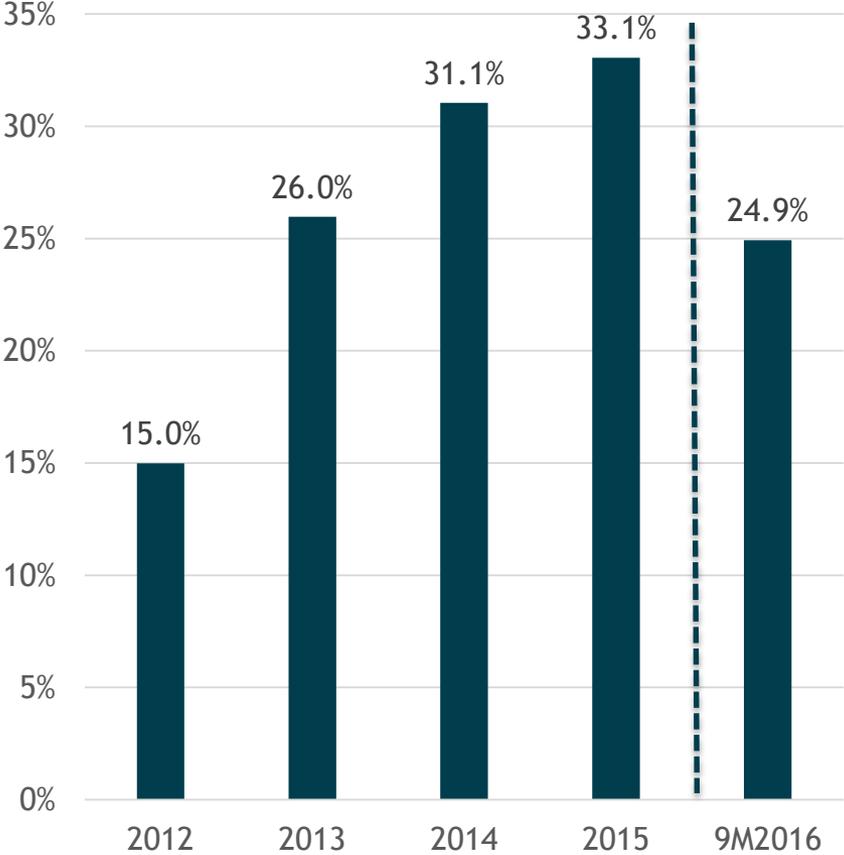
S\$ (Million)	FY2012	FY2013 <sup>1</sup>	FY2014 <sup>2</sup>	FY2015	9M2016
Revenue	56.41	69.47	78.35	85.34	59.05
Net revenue	26.29	31.58	36.68	41.53	29.71
Other income	0.08	0.16	0.24	1.53	1.41
Expenses	22.40	23.58	26.14	31.08	26.98
Net finance income	-0.03	0.03	0.10	0.80	0.64
Share of result of associates, net of tax	-	-	-0.01	-0.02	-0.09
Profit before tax	3.94	8.20	10.87	12.75	4.70
Profit after tax	3.26	7.62	10.48	12.10	4.24
Net profit attributable to owners of the Company	3.74	7.86	10.51	12.10	4.30
Net attributable profit plus gain in reserves from sale in iFAST China stake	NA	NA	NA	NA	6.45
EPS (cents)	1.86	3.89	5.06	4.65	1.64
Dividend per share (cents)	0.54	1.98 <sup>3</sup>	5.38	2.79	2.04

Notes:

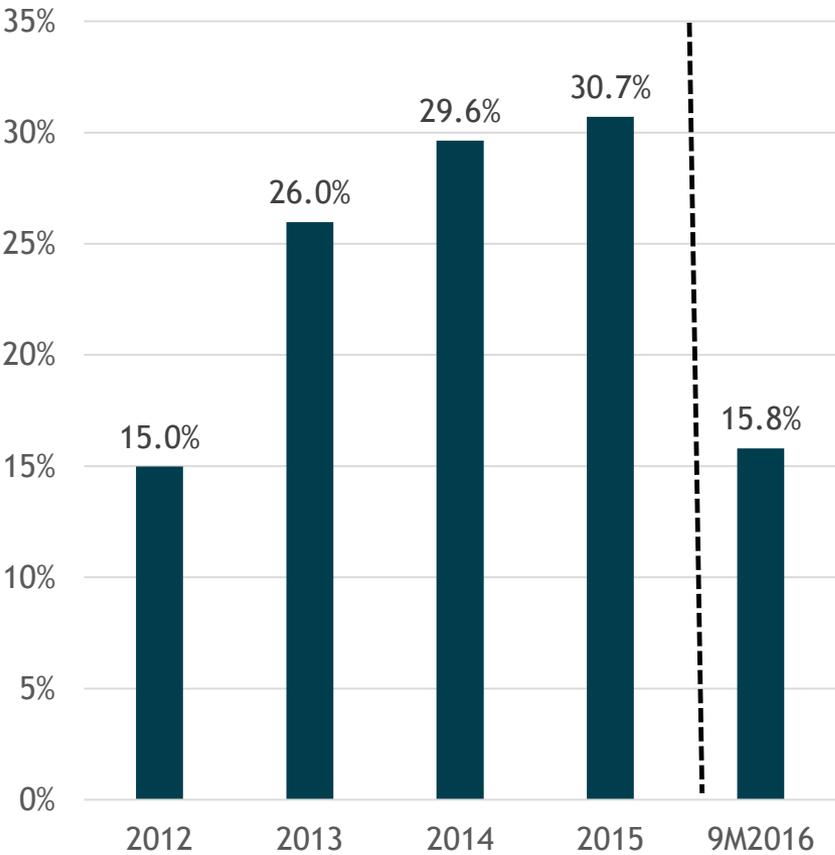
1. Excluding one-off gain of S\$0.62 million on distribution to owners of the Company in October 2013
2. Excluding IPO expenses of S\$1.95 million in December 2014. Including IPO expenses of S\$1.95 million in December 2014, net profit stood at S\$8.56 million in FY2014
3. Excluding dividend by way of distribution in specie in October 2013

# PBT margin for Group (based on net revenue)

(excluding China operation)



(including China operation)



Notes:

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



# Financial Ratios

S\$ (Million)	FY2012	FY2013	FY2014	FY2015	9M2016
Operating Cashflows	2.33	7.13	10.18	14.18	4.42
Capital Expenditure	0.21	1.57	2.34	5.45	4.26

S\$ (Million)	31 Dec 2012	31 Dec 2013	31 Dec 2014	31 Dec 2015	30 Sep 2016
Net Current Assets	20.95	20.70	63.16	68.32	65.39

S\$ (Million)	31 Dec 2012	31 Dec 2013	31 Dec 2014	31 Dec 2015	30 Sep 2016
Shareholders' Equity	23.41	23.97	66.91	76.56	78.11

# Cash position

	As at 31 Dec 2015 (S\$ million)	As at 30 Sep 2016 (S\$ million)
Cash and cash equivalents	29.52	24.84
Other investments <sup>1</sup>	31.96	32.17
Total cash and other investments	61.48	57.01

**Note:**

1. Other investments represent investments in financial assets.

# Number of issued shares

	As at 31 Dec 2015	As at 30 Sep 2016
Total number of issued shares (excluding treasury shares)	260,977,301	262,970,615

# Our Consolidated Financial Position as at 30 Sep 2016

	S\$'000
<b>NON-CURRENT ASSETS</b>	
Fixed Assets	2,305
Intangible Assets	8,687
Associates	1,892
Others	311
	13,195
<b>CURRENT ASSETS</b>	
Trade & other receivables	20,920
Prepayments & others	1,358
Other Investments	32,168
Cash & cash equivalents	24,842
	79,288
<b>TOTAL ASSETS</b>	<b>92,483</b>
<b>HELD UNDER TRUST</b>	
Cash at Bank - Trust Accounts	135,914
Client Ledger balances	(135,914)

# Our Consolidated Financial Position as at 30 Sep 2016 - cont'd

	S\$'000
<b>CURRENT LIABILITIES</b>	
Trade & other payables	13,447
Finance Lease	4
Current tax payable	449
	13,900
<b>NON-CURRENT LIABILITIES</b>	
Deferred Tax	249
Finance Lease	20
	269
<b>EQUITY</b>	
Share Capital	64,142
Accumulated profits	16,257
Other reserves	(2,285)
<b>EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY</b>	78,114
Non-Controlling Interests	200
<b>TOTAL EQUITY</b>	78,314
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>92,483</b>

# Interim Dividend

## Third Interim Dividend for FY2016 - Schedule

Dividend per share	0.68 cents per ordinary share
3 November 2016	Ex-dividend date
17 November 2016	Payment date

- The Group’s Dividend Guidance is: “For FY2016, our Directors intend to recommend and distribute dividends of 60% or more of our Group’s net profit (excluding our China operation, and exceptional items)”
- For the third interim dividend for FY2016, the Directors proposed a dividend per share of 0.68 cents per ordinary share, that is equivalent to about 60.2% of the Group’s net profit (excluding our China operation, and exceptional items) in 3Q2016
- The Dividend Guidance for FY2016 takes into account the consideration that the Group has a strong balance sheet, and overall healthy operating cash flows from Singapore, Hong Kong and Malaysia; and the Directors are of the view that the expected losses from China do not have to affect the dividend payments based on profits generated from Singapore, Hong Kong and Malaysia operations

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## Section II: Performance Trends



# Group AUA Trends



**Singapore & Others: 72.9%**



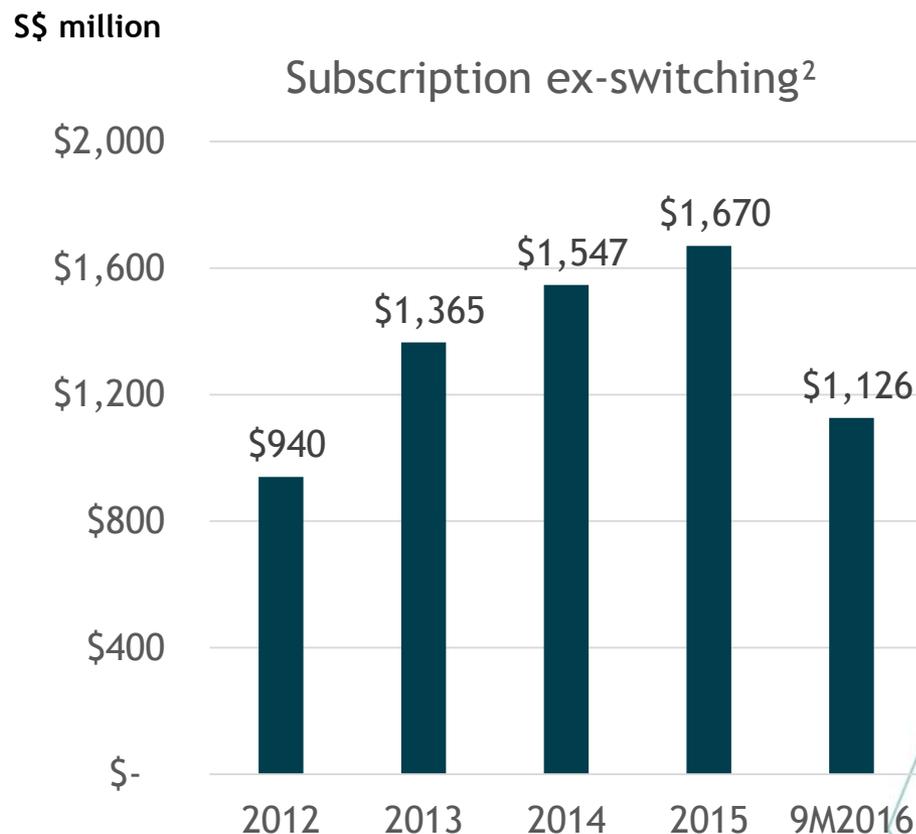
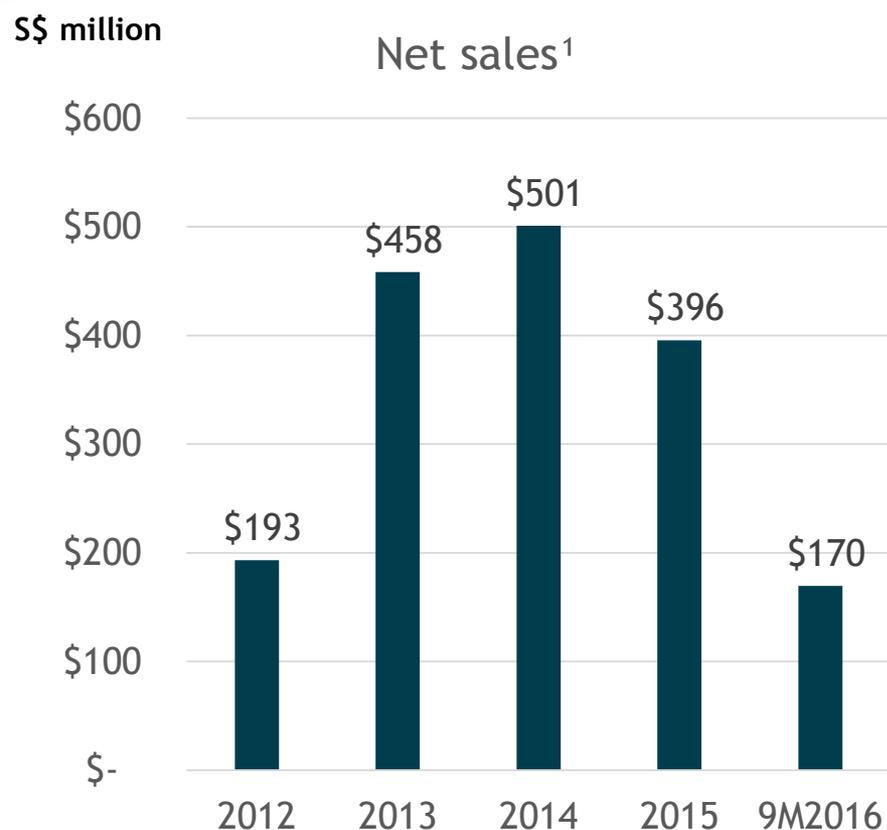
**Hong Kong: 21.3%**



**Malaysia: 5.8%**

- The Group's AUA as at 30 Sep 2016 includes the AUA contribution from India Business, as well as the AUA contribution from the China Business (which was soft launched in March 2016)
- The AUA contribution from the India Business and China Business is included in the Singapore & Others segment, which is equivalent to 72.9% of the Group's AUA
- The Group's AUA rose 10.8% YoY and 6.6% QoQ to S\$6.00 billion (as at 30 Sep 2016)
- The contribution from the Bond / ETFs / Stocks distribution business stood at a combined 6.8% of the Group's AUA level (as at 30 Sep 2016)

# Net sales & Subscription ex-switching



**Notes:**

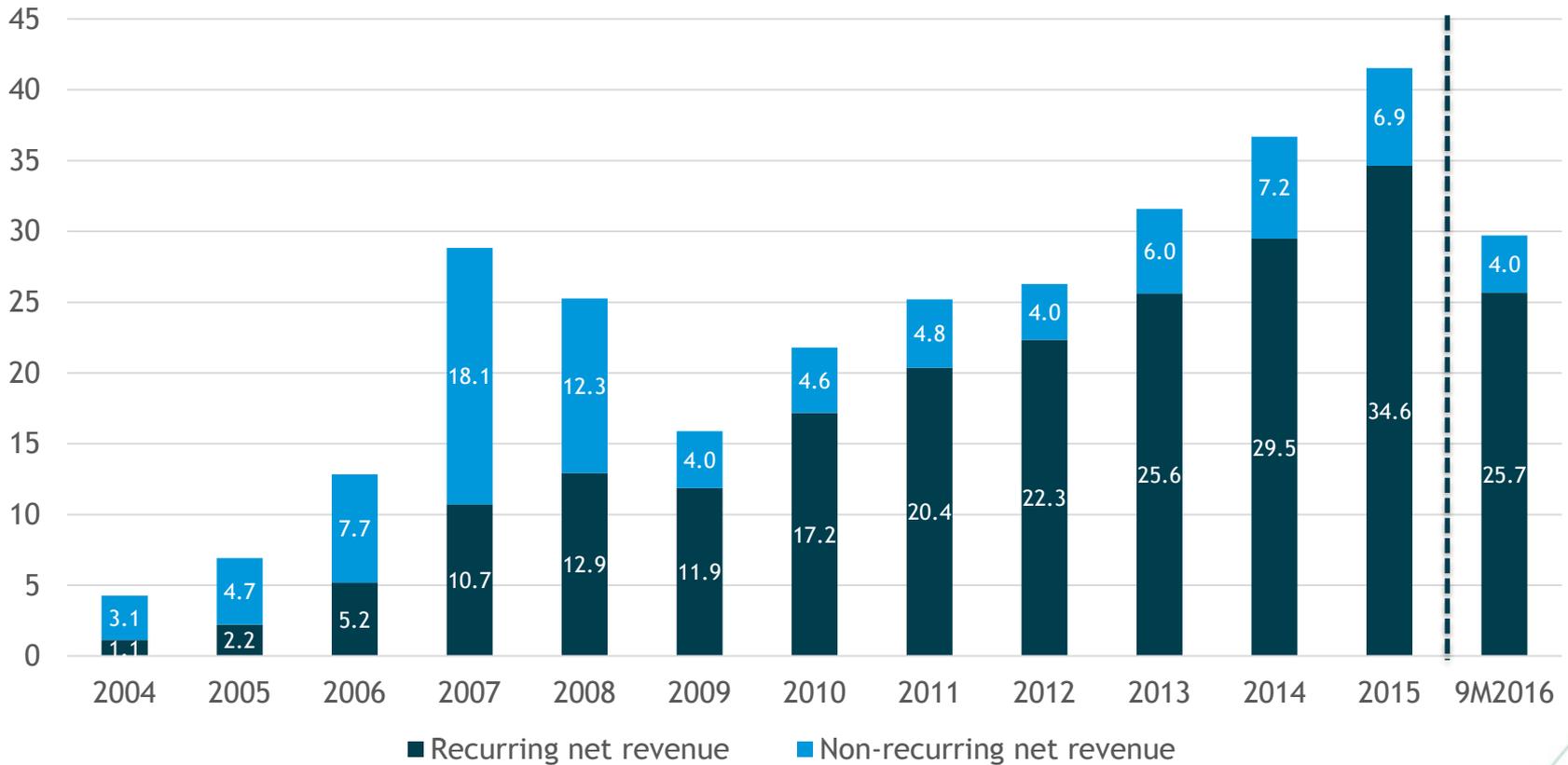
1. Net sales stood at S\$41 million in 1Q2016, S\$54 million in 2Q2016 and S\$74 million in 3Q2016

2. Subscription ex-switching stood at S\$299 million in 1Q2016, S\$349 million in 2Q2016 and S\$478 million in 3Q2016

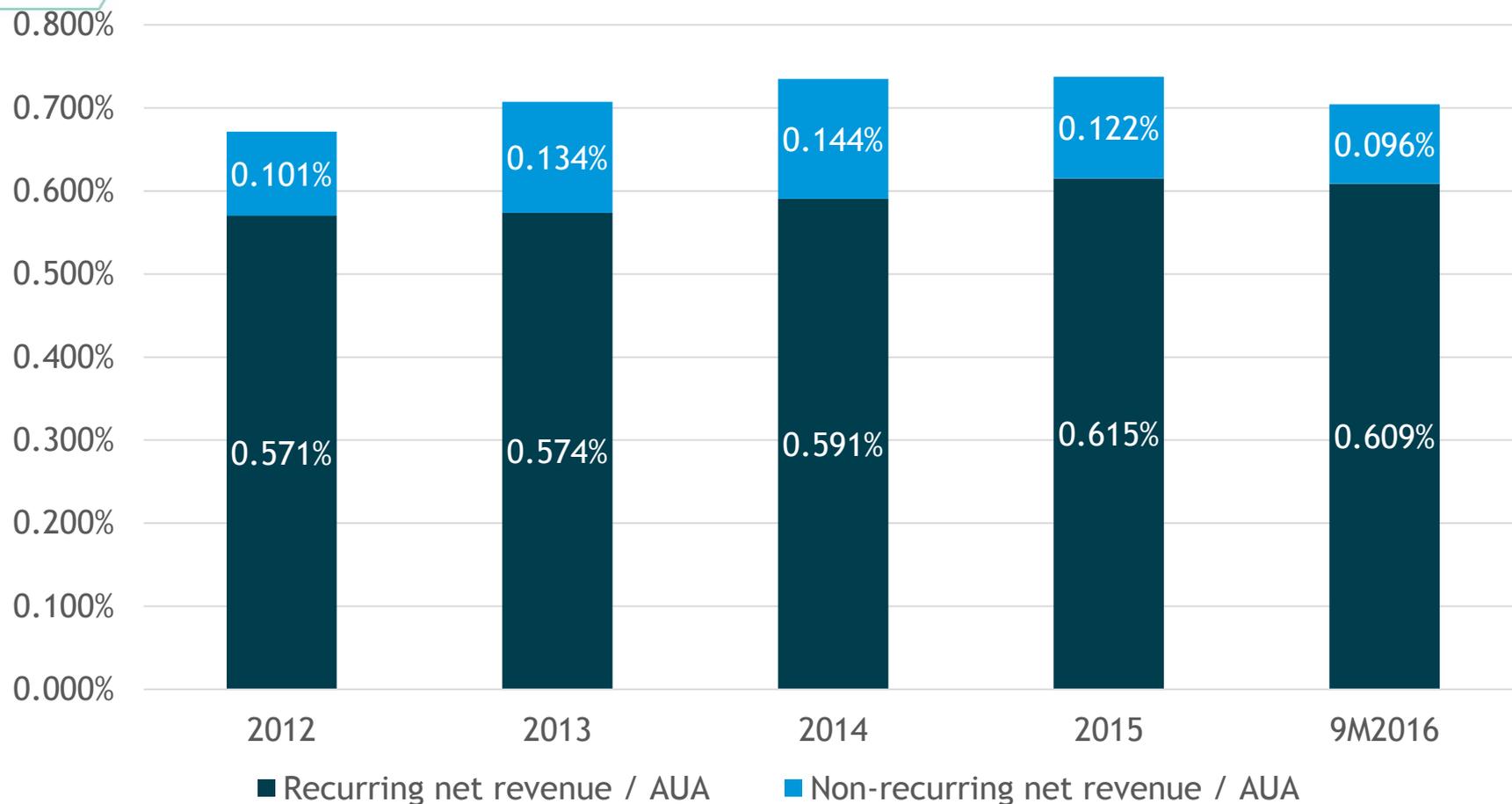
# Net revenue breakdown between recurring and non-recurring sources

Average contribution from recurring net revenue as opposed to non-recurring net revenue in the period from FY2012 to 9M2016 was 83.3%

S\$ million



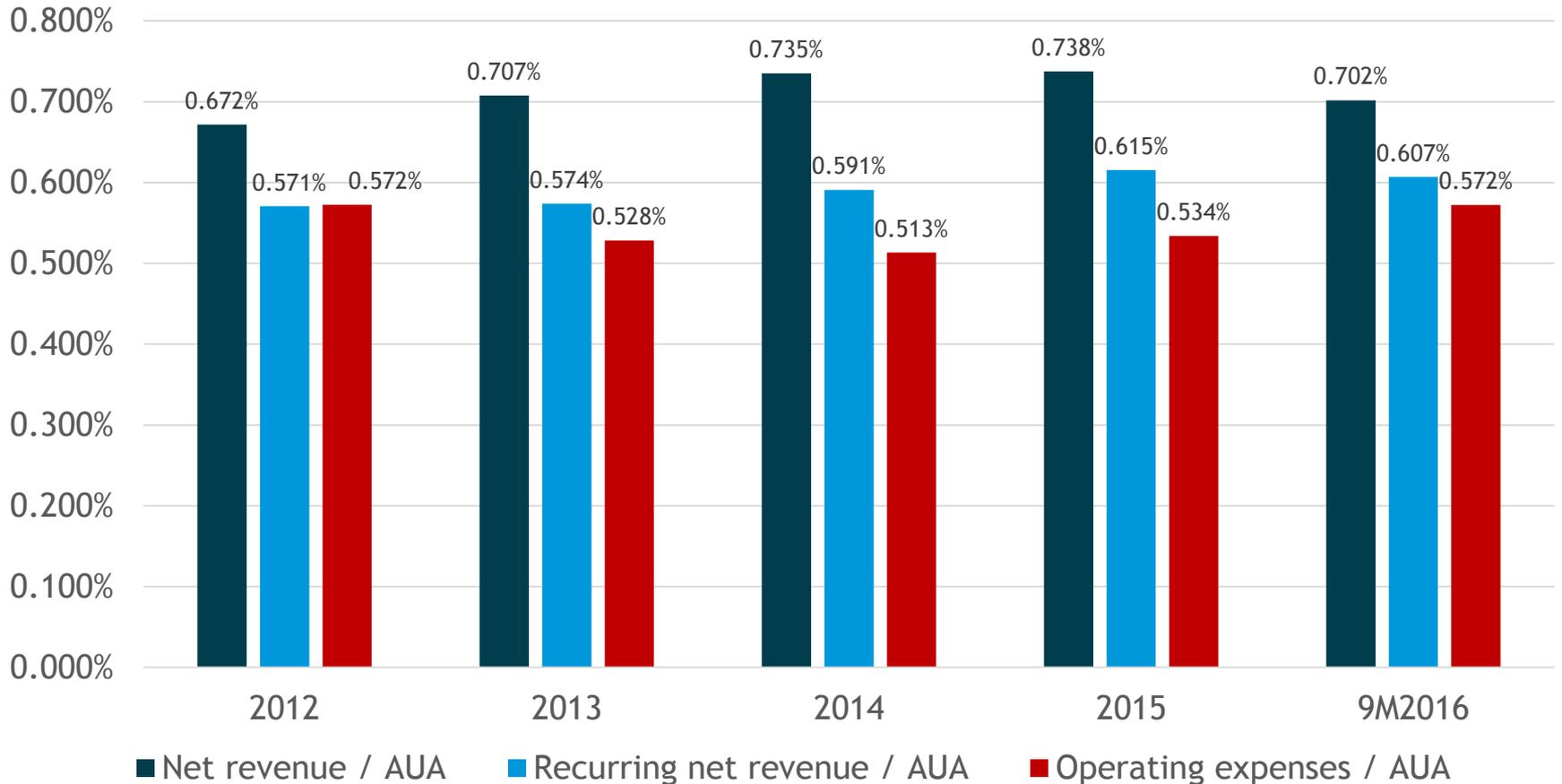
# Net revenue as a ratio of average AUA



**Note:**

1. The ratio for 9M2016 has been computed based on annualised recurring net revenue and non-recurring net revenue.

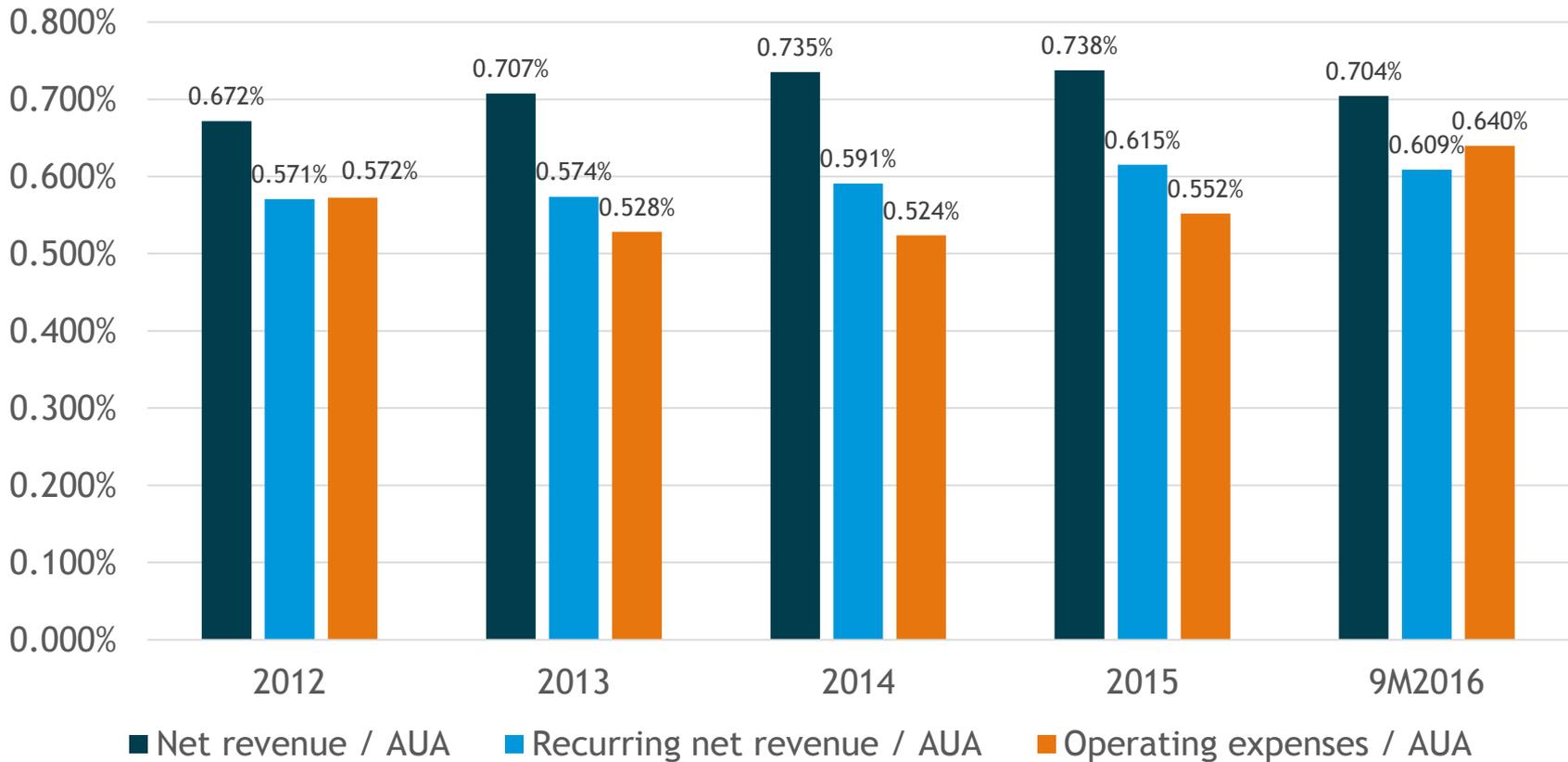
# Net revenue and operating expenses as a ratio of average AUA for Group (excluding China operation)



**Note:**

1. The ratio for 9M2016 has been computed based on annualised recurring net revenue, non-recurring net revenue and operating expenses.

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



**Note:**

1. The ratio for 9M2016 has been computed based on annualised recurring net revenue, non-recurring net revenue and operating expenses.

# Recurring and Non-Recurring Net Revenue

S\$ (Million)	FY2012	FY2013	FY2014	FY2015	9M2016
Recurring net revenue	22.34	25.62	29.48	34.64	25.68
Non-recurring net revenue	3.95	5.96	7.20	6.89	4.03
Total net revenue	26.29	31.58	36.68	41.53	29.71
YoY Change (%)	FY2012	FY2013	FY2014	FY2015	9M2016
Recurring net revenue	+9.6	+14.7	+15.1	+17.5	-1.1
Non-recurring net revenue	-18.0	+50.9	+20.8	-4.4	-25.4
Total net revenue	+4.4	+20.4	+16.1	+13.2	-5.3

# Net Revenue - Geographical Segment

S\$ (Million)	FY2012	FY2013	FY2014	FY2015	9M2016
Singapore	21.33	24.10	25.72	30.04	21.58
Hong Kong	4.39	6.50	9.48	9.55	6.38
Malaysia	0.57	0.98	1.48	1.94	1.65
China	-	-	-	-	0.10
Group	26.29	31.58	36.68	41.53	29.71
YoY Change (%)	FY2012	FY2013	FY2014	FY2015	9M2016
Singapore	+0.9	+13.0	+6.7	+16.8	-4.7
Hong Kong	+20.3	+48.1	+45.8	+0.7	-13.2
Malaysia	+42.5	+71.9	+50.5	+31.1	+18.7
China	-	-	-	-	NM <sup>1</sup>
Group	+4.4	+20.4	+16.1	+13.2	-5.3

**Notes:**

1. NM denotes Not Meaningful

# Net Revenue - B2B Business Segment

B2B Net Revenue (S\$ Million)	FY2012	FY2013	FY2014	FY2015	9M2016
Recurring net revenue	16.03	18.16	21.09	24.50	18.11
Non-recurring net revenue	2.11	3.06	4.46	4.09	2.54
Total B2B net revenue	18.14	21.22	25.55	28.59	20.65
YoY Change (%)	FY2012	FY2013	FY2014	FY2015	9M2016
Recurring net revenue	+13.7	+13.3	+16.1	+16.2	-1.4
Non-recurring net revenue	-21.3	+45.0	+45.8	-8.3	-20.1
Total B2B net revenue	+8.1	+17.0	+20.4	+11.9	-4.2

# Net Revenue - B2C Business Segment

B2C Net Revenue (S\$ Million)	FY2012	FY2013	FY2014	FY2015	9M2016
Recurring net revenue	6.31	7.46	8.39	10.15	7.57
Non-recurring net revenue	1.84	2.90	2.74	2.79	1.49
Total B2C net revenue	8.15	10.36	11.13	12.94	9.06
YoY Change (%)	FY2012	FY2013	FY2014	FY2015	9M2016
Recurring net revenue	+0.5	+18.2	+12.5	+20.9	-0.4
Non-recurring net revenue	-14.0	+57.6	-5.5	+1.9	-33.0
Total B2C net revenue	-3.2	+27.1	+7.4	+16.3	-7.8

# Profit/Loss - Geographical Segment

Profit/Loss After Tax (S\$ Million)	FY2012	FY2013	FY2014	FY2015	9M2016
Singapore	5.64	7.81 <sup>1</sup>	9.00 <sup>2</sup>	11.21	6.44
Hong Kong	(1.19)	0.40	2.10	1.65	0.35
Malaysia	(1.19)	(0.59)	(0.09)	0.24	0.22
Others <sup>3</sup>	-	-	(0.01)	(0.02)	(0.09)
Net profit (excluding China operation)	3.26	7.62	11.00	13.08	6.92
China	-	-	(0.52)	(0.98)	(2.62)
Net profit (including China operation)	3.26	7.62	10.48	12.10	4.30

## 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
3. Representing share of result of associates

# 9M2016 Results & Outlook - Singapore



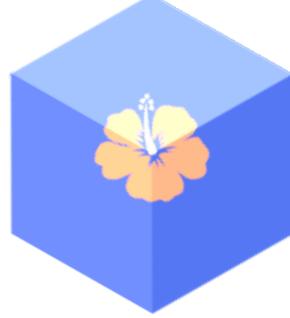
- Singapore's net profit improved and grew 39.4% QoQ to S\$2.60 million in 3Q2016, following a difficult 1H2016
- The sequential improvement in Singapore's business came on the back of an increase in net revenue, which grew 9.2% QoQ in 3Q2016 as well as an improvement of 5.5% QoQ in AUA as at 30 September 2016
- Singapore operation's net profit fell 7.6% YoY to S\$2.60 million in 3Q2016, and 23.9% YoY in 9M2016 to S\$6.44 million
- Net revenue increased 5.2% YoY to S\$7.74 million in 3Q2016, and declined 4.7% YoY to S\$21.58 million in 9M2016, while AUA rose 9.2% YoY as at 30 September 2016
- The Singapore Business is targeting to launch its stockbroking business at the end of 2016/early 2017
- While we expect to have a new stream of commission income from the stockbroking business, our long-term focus will be on enhancing the overall platform's AUA, rather than trying to maximise the commission income from short-term trading
- Our focus is on being able to provide an integrated wealth management platform that covers major investment products (funds, bonds, ETFs, stocks) to our clients

# 9M2016 Results & Outlook - Hong Kong



- Hong Kong's net profit increased 663.9% QoQ to S\$0.28 million in 3Q2016, following a couple of difficult quarters
- The sequential improvement in Hong Kong's business came on the back of an increase in net revenue, which grew 10.8% QoQ in 3Q2016 as well as an improvement of 8.0% QoQ in AUA as at 30 September 2016
- Hong Kong's net profit decreased 9.8% YoY to S\$0.28 million in 3Q2016 and 73.0% YoY to S\$0.35 million in 9M2016
- Net revenue declined 1.1% YoY to S\$2.26 million in 3Q2016 and 13.2% YoY to S\$6.38 million in 9M2016, while AUA rose 2.5% YoY as at 30 September 2016
- The Hong Kong business has launched its stockbroking business for the B2B platform, enhancing the range of investment products and services (funds, bonds, ETFs, stocks and online discretionary portfolio management services) for its B2B financial institutions
- The Group believes this strategy will enhance the ability of financial institutions to service Hong Kong and offshore China investors
- Financial institutions will also be able to better grow their long-term recurring net revenue from increased AUA in the additional investment products and services
- Following the launch of the stockbroking business in Hong Kong, the AUA of the Hong Kong stocks business has grown to about 2.6% of Hong Kong's total AUA as at 30 September 2016

# 9M2016 Results & Outlook - Malaysia



- Malaysia's net profit after tax rose 885.7% QoQ to S\$0.14 million in 3Q2016
- On a YoY basis, net profit rose 15.1% YoY to S\$0.14 million in 3Q2016 and 68.2% YoY to S\$0.22 million in 9M2016 respectively
- Net revenue increased 26.0% YoY to S\$0.63 million in 3Q2016 and 18.7% YoY to S\$1.65 million in 9M2016 respectively
- AUA rose 9.3% QoQ and 53.5% YoY as at 30 September 2016
- In Malaysia, the significant growth of customer accounts, business and AUA continued to contribute to the increase in net revenue
- Similar to the Group's Singapore and Hong Kong operations, the Malaysia operation is working towards enhancing its range of investment products and services; the Malaysia business launched the distribution of insurance products on its B2C platform in 3Q2016
- The distribution of insurance products is in line with the Group's focus on empowering investors with greater transparency on cost and product information, so that they can make better decisions on their wealth management and protection needs

# 9M2016 Results & Outlook - China



- The China business was soft launched in March 2016; the China operation's loss stood at S\$1.06 million in 3Q2016 and S\$2.62 million in 9M2016
- Net revenue stood at S\$0.05 million in 3Q2016 and S\$0.10 million in 9M2016
- The China Business has continued to build its team of wealth advisers, as part of its 'platform-cum-IFA incubator' strategy
- The China Business is continuing its efforts to sign up additional Chinese entities (e.g. Internet companies or online media companies that already have a well-established online client base, as well as financial services companies)
- The Group believes this strategy will be more scalable in helping to promote the growth of the wealth advisory industry in China
- The China Business has signed up more than 35 Fund Houses with over 1,400 funds on the platform
- Besides the China Business' focus on growing the onshore funds business, the Group is also looking to enhance its offshore business offerings to investors from China, especially via the Group's Hong Kong and Singapore markets

**iFAST**

# Section III: Appendices



# Business Overview

- We are an Internet-based investment products distribution platform with assets under administration (AUA) of S\$6.00 billion as at 30 September 2016 (stock code: AIY)
- Two main business divisions:
  - Business-to-Consumer (B2C) website, Fundsupermart.com, targeted at DIY investors (AUA of S\$1.55 billion); and
  - Business-to-Business (B2B) platform that caters to the specialised needs of over 170 financial advisory (FA) companies, financial institutions and banks (AUA of S\$4.45 billion), which in turn have more than 5,500 wealth advisers
- The Group offers access to over 3,500 investment products including funds, bonds and Singapore Government Securities (SGS), stocks, Exchange Traded Funds (ETFs), insurance products, and services including online discretionary portfolio management services (DPMS), research and investment seminars, financial technology (fintech) solutions, investment administration and transactions services.
- Our mission statement is, “To help investors around the world invest globally and profitably”
- Winner of the “Most Transparent Company Award 2015, New Issues Category” at the SIAS Investors’ Choice Awards 2015, and the “Best Investor Relations - Merit Award” for First-Year Listed Companies at the Singapore Corporate Awards 2015

**fundsupermart.com**  
INVEST GLOBALLY AND PROFITABLY

**iFAST**  
CENTRAL

**iFAST GLOBAL**  
**PRESTIGE**  
Investment Platform for HNWIs

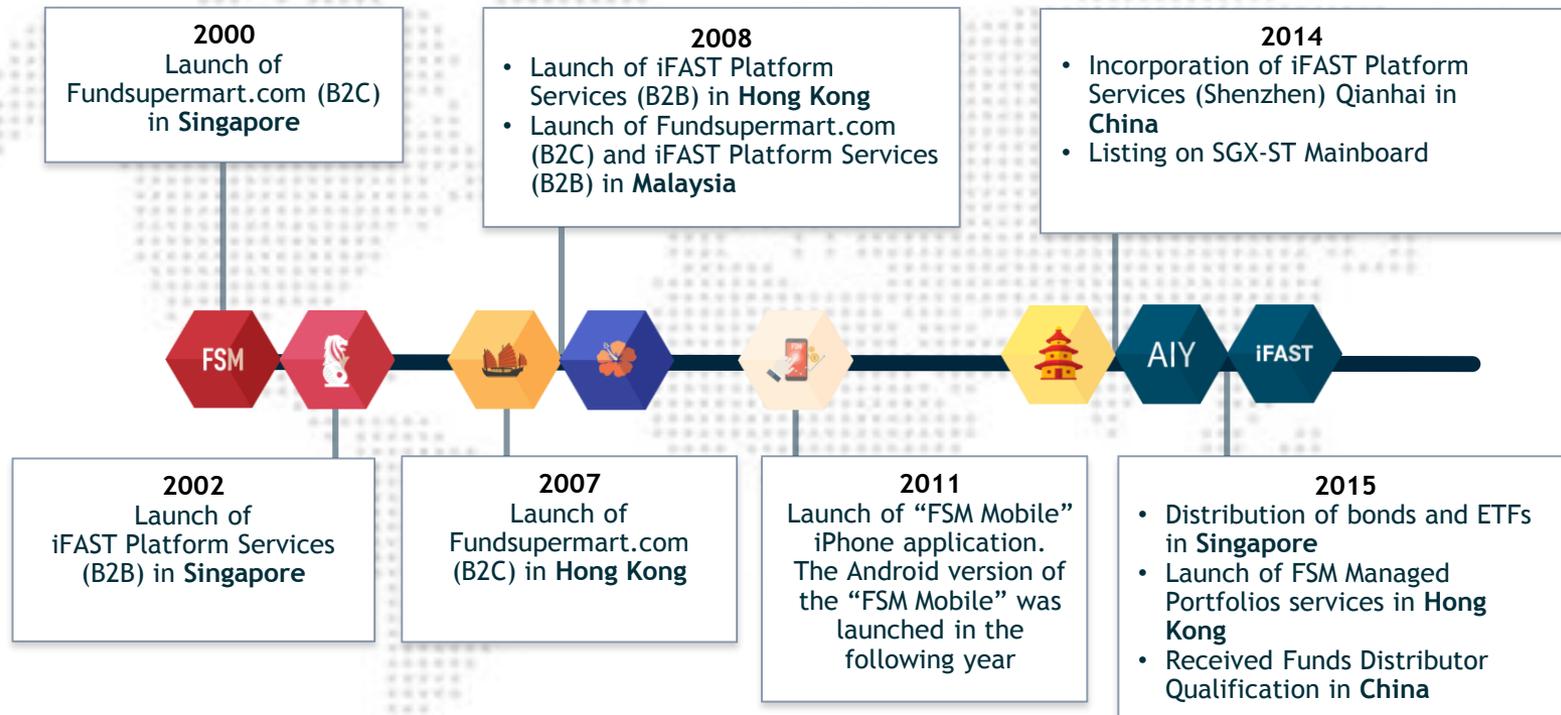
**bondsupermart**

**iFAST**

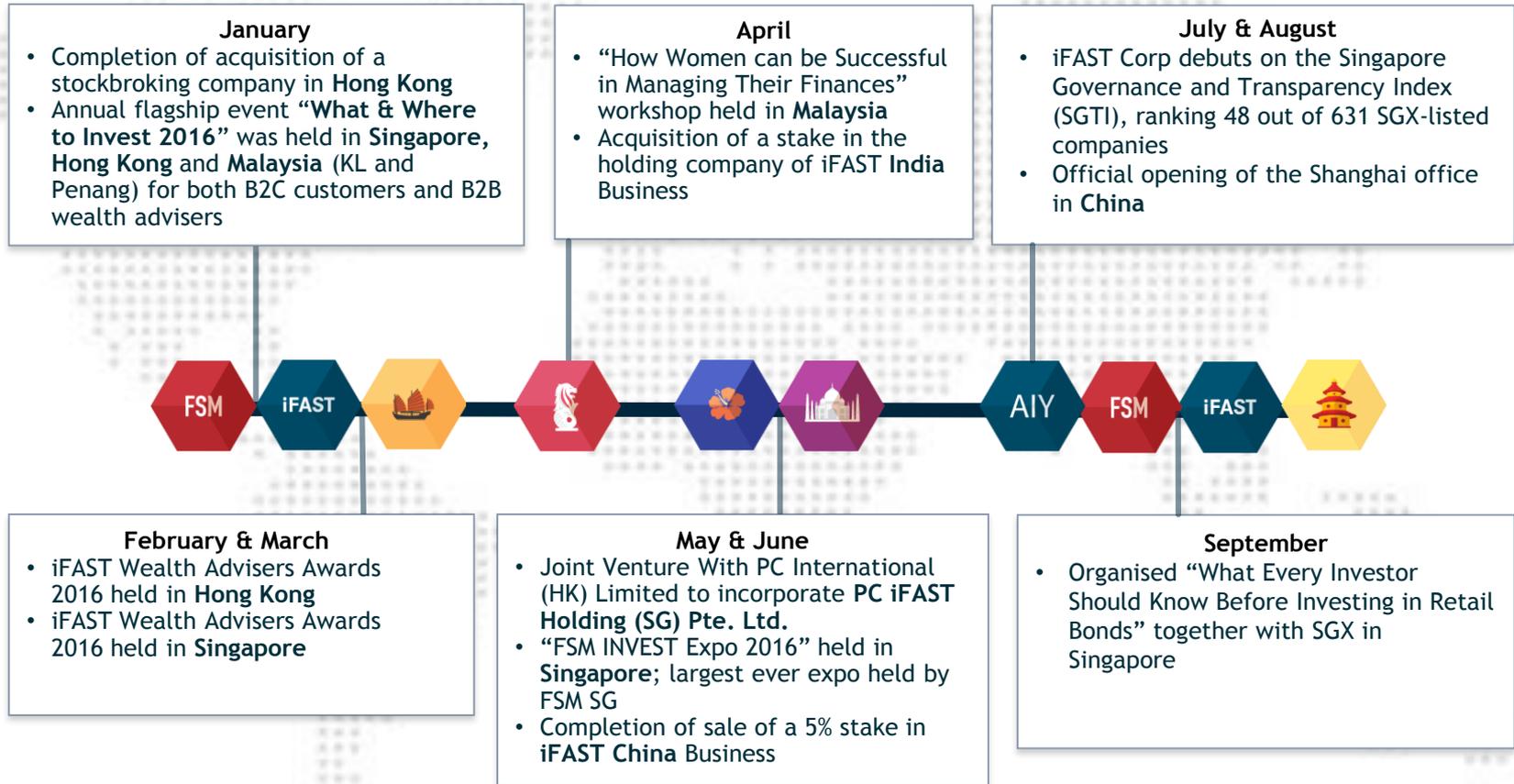
**iFAST Corporation Ltd.**

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# 2000 - 2015 Milestones



# 9M2016 Milestones



# 9M2016 Activities



Official opening of Shanghai office



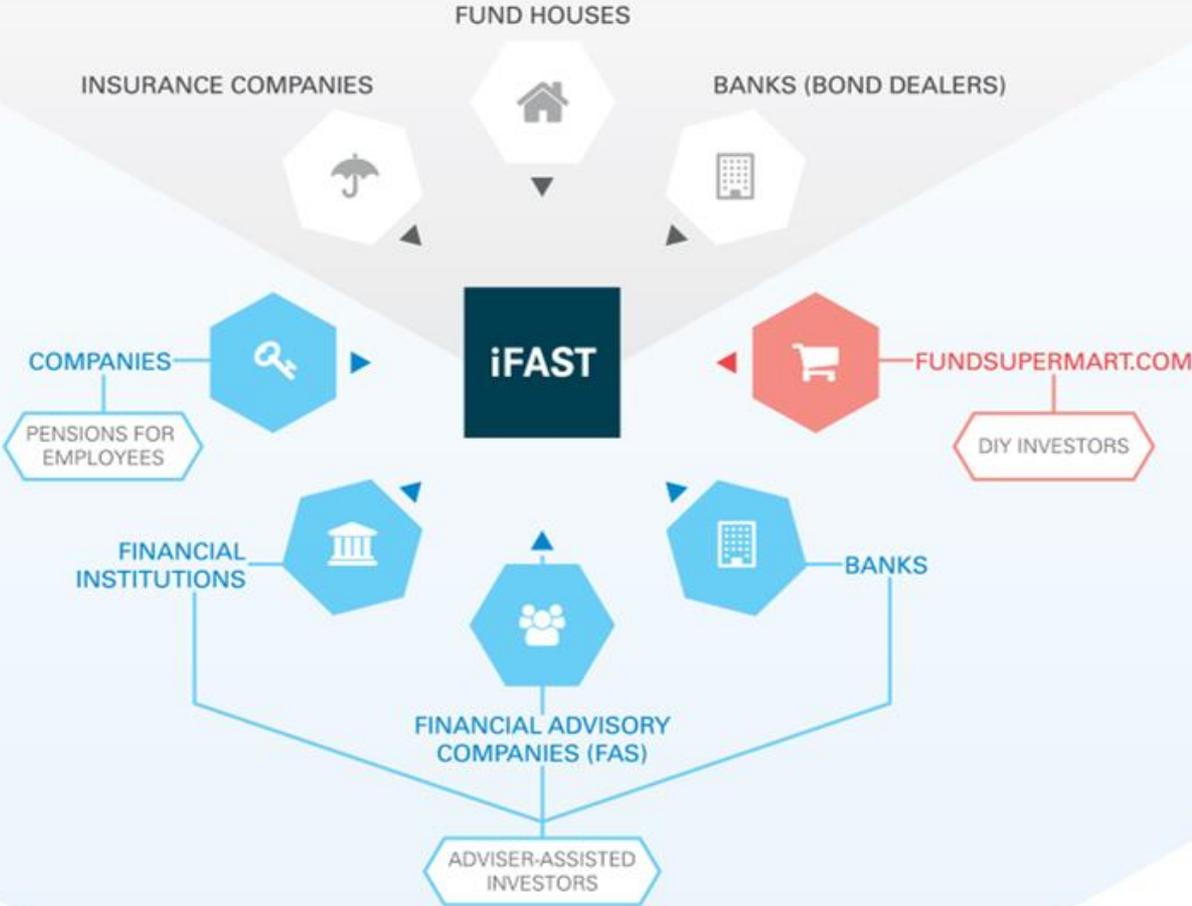
(L-R) SCS Challenge for Children 2016 (Singapore); iWALK - Oxfam Brisbane; What and Where to Invest 2016 (Malaysia KL); FSM Invest Expo (Singapore)



(L-R) iFAST Wealth Advisers Awards 2016 (Hong Kong); "How Women can be Successful in Managing Their Finances" (Malaysia); What and Where to Invest 2016 (Hong Kong); Fund House Seminar (Hong Kong)

# Business Model

## PRODUCT PROVIDERS



## CUSTOMERS



iFAST Corporation Ltd.

# Our Value Proposition

## Product Providers

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



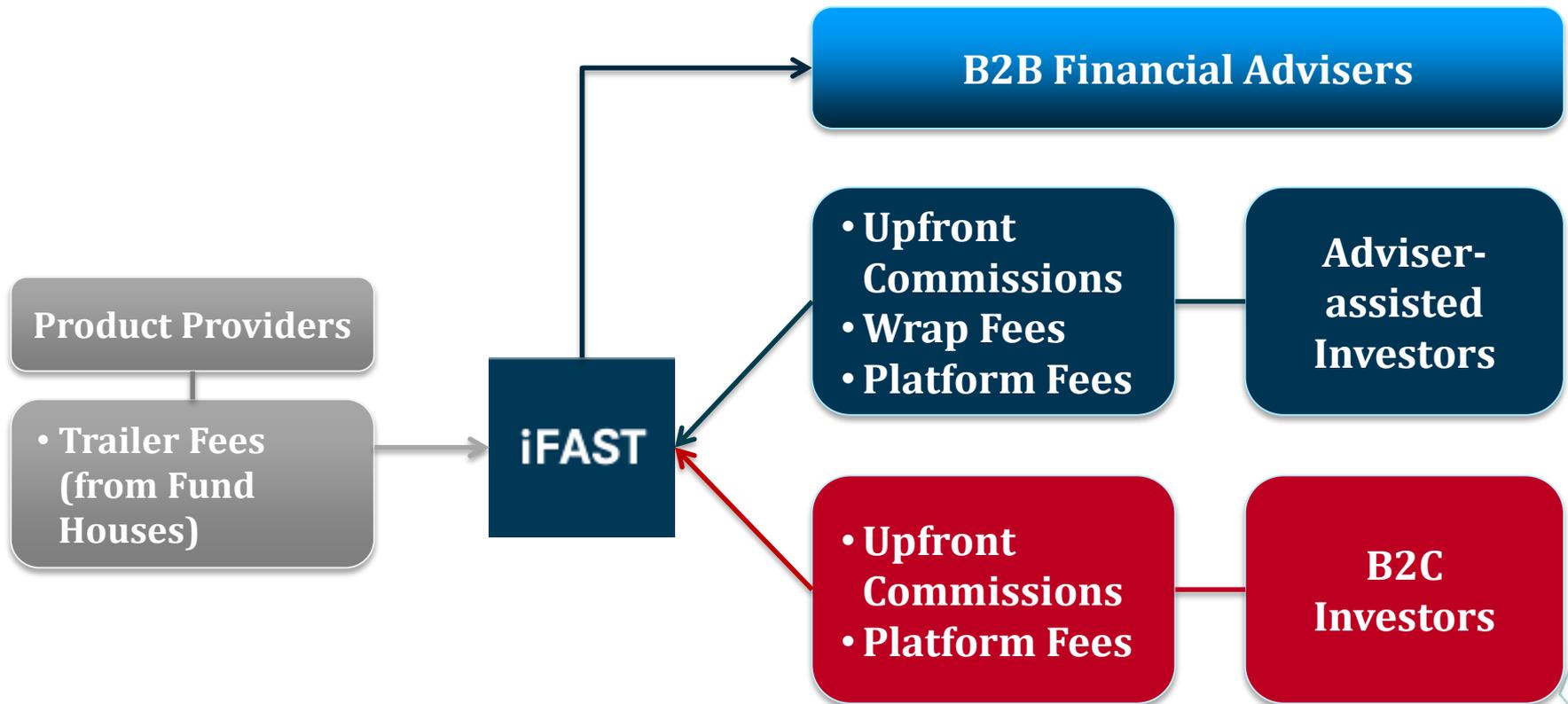
## B2B FA Companies, Financial Institutions and Banks:

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

## B2C DIY Investors

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

# Fees Illustration





Thank you.

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

