



iFAST Corporation Ltd.

1Q2021 Results Presentation

22 APRIL 2021



Disclaimer

This presentation should be read as an overview of iFAST Corporation Ltd.'s ("iFAST Corp" or the "Company", and together with its subsidiaries, the "Group") current business activities and operating environment. This presentation should not be solely relied upon by current and potential investors when making an investment decision. iFAST Corp accepts no liability whatsoever with respect to the use of the content in this presentation. This presentation may contain forward-looking statements that involve known and unknown risks, uncertainties and other factors that may cause our future performance, outcomes and results to be material different from those expected, expressed or implied in these forward-looking statements. Investors should therefore not rely on these forward-looking statements, which are based on the current view of management of future events and market developments, which in turn are based on currently available information, and are not a guarantee of future performance. This presentation should not be construed as financial or investment advice and investors should consult their independent advisers in respect of the contents and information set out in this presentation where necessary. This presentation does not constitute an offer or solicitation of an offer to subscribe for, acquire, purchase, dispose of or sell any units in iFAST Corp.

Contents

| | | |
|--|---|--------|
| | <ul style="list-style-type: none">▪ Key Summary | Pg. 4 |
| Section I Financial Results | <ul style="list-style-type: none">▪ 1Q2021 (Jan–Mar 2021) Results▪ Financial Indicators▪ Interim Dividends | Pg. 8 |
| Section II Our Performance Trends | <ul style="list-style-type: none">▪ AUA Breakdown: Markets & Products▪ Recurring and Non-recurring Net Revenue▪ Performance by Geographical and Business Segments▪ Progress of Individual Markets | Pg. 20 |
| Section III Appendices | <ul style="list-style-type: none">▪ Business Overview & Milestones▪ The iFAST Fintech Ecosystem▪ Value Proposition▪ Net Revenue and Operating Expenses▪ Fees Illustration▪ Activities & Achievements | Pg. 39 |

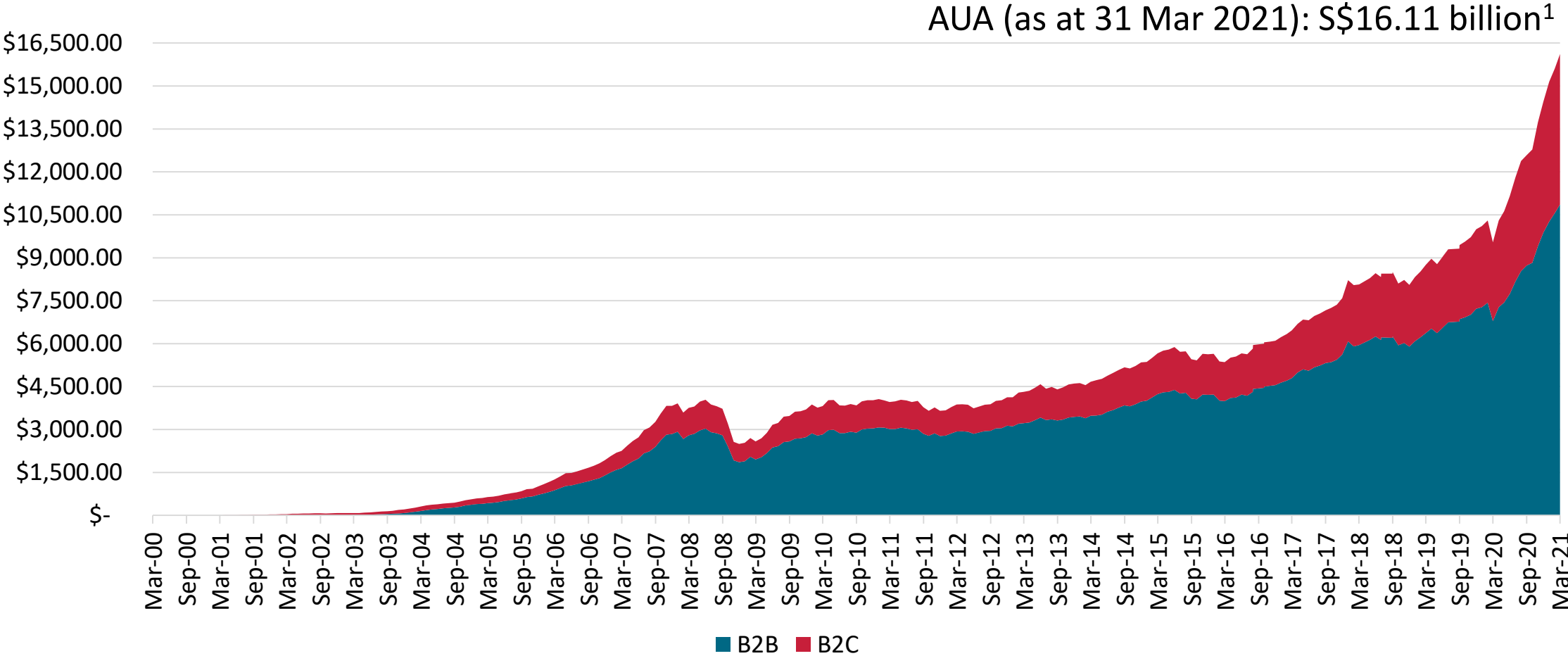
Key Summary

- The year 2021 started on a strong note for the Group. Net profit in 1Q2021 was a record S\$8.82 million, an increase of 142.5% compared to 1Q2020. This was achieved on the back of a 51.4% YoY increase in net revenue, and a 43.8% YoY increase in gross revenue.
- Similar to 2020, growth in profit was substantially higher than the growth in revenue, showing the positive operating leverage of the Group's business model.
- Net inflows of client assets registered a record S\$1.28 billion in 1Q2021, pushing the Group's assets under administration ("AUA") to a record S\$16.11 billion as at 31 March 2021 (growth of 68.9% YoY).
- Gross Unit Trust subscription grew 66.8% YoY to a record S\$2.21 billion in 1Q2021.

Key Summary

- iFAST Corp believes that the robust growth seen by the Group in recent times has resulted from its past investments in building a strong integrated digital wealth management platform. iFAST Corp will continue to work hard on various initiatives in all existing markets that the Group operates in to ensure that its medium to long term growth prospects will remain strong.
- Barring unforeseen circumstances, the Group expects its business performance for the full year 2021 to show healthy growth compared to 2020. In addition, the Group expects to increase its dividend per share in 2021 compared to 2020.
- For the first interim dividend for 1Q2021, the Directors declared a dividend of 1.00 cents per ordinary share (first interim dividend for 1Q2020: 0.75 cents per ordinary share).

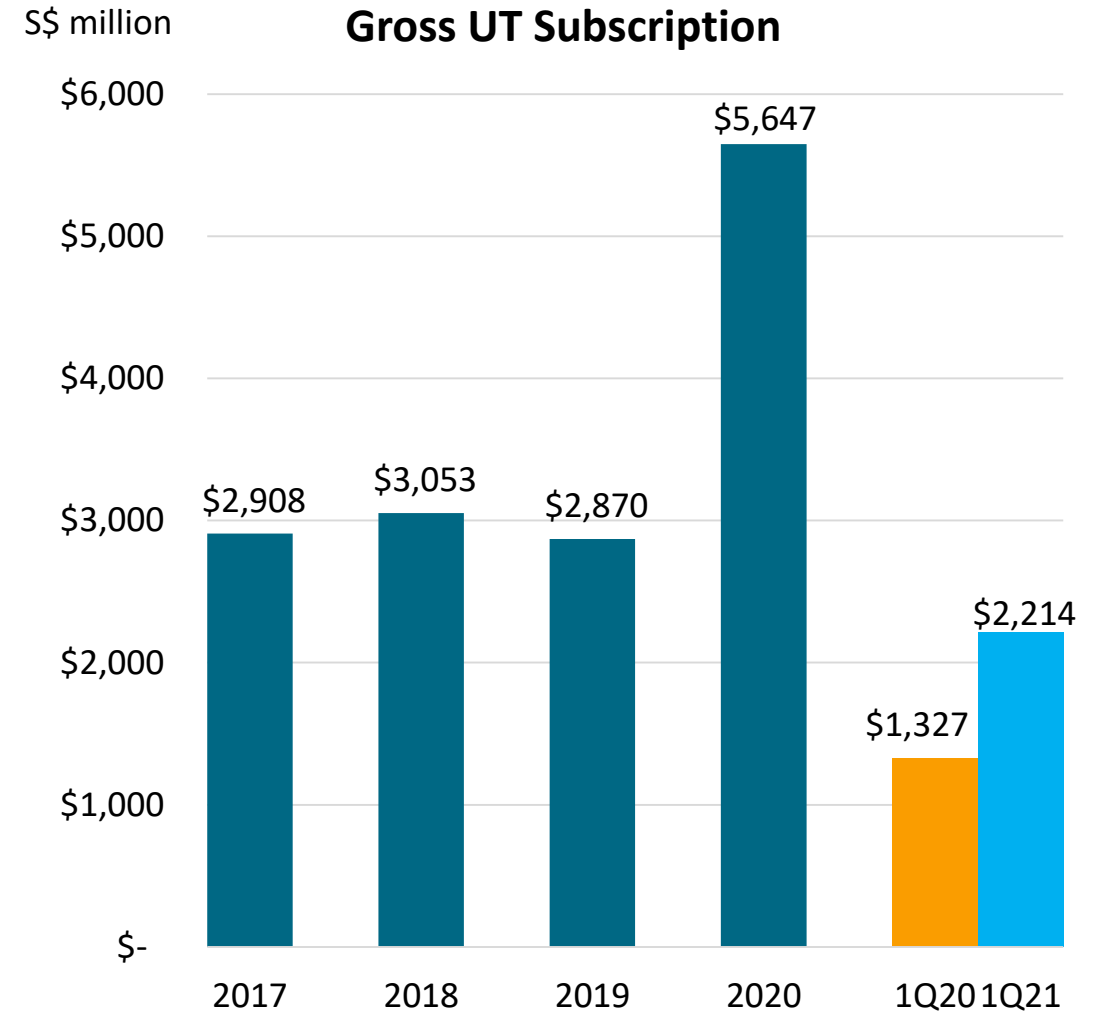
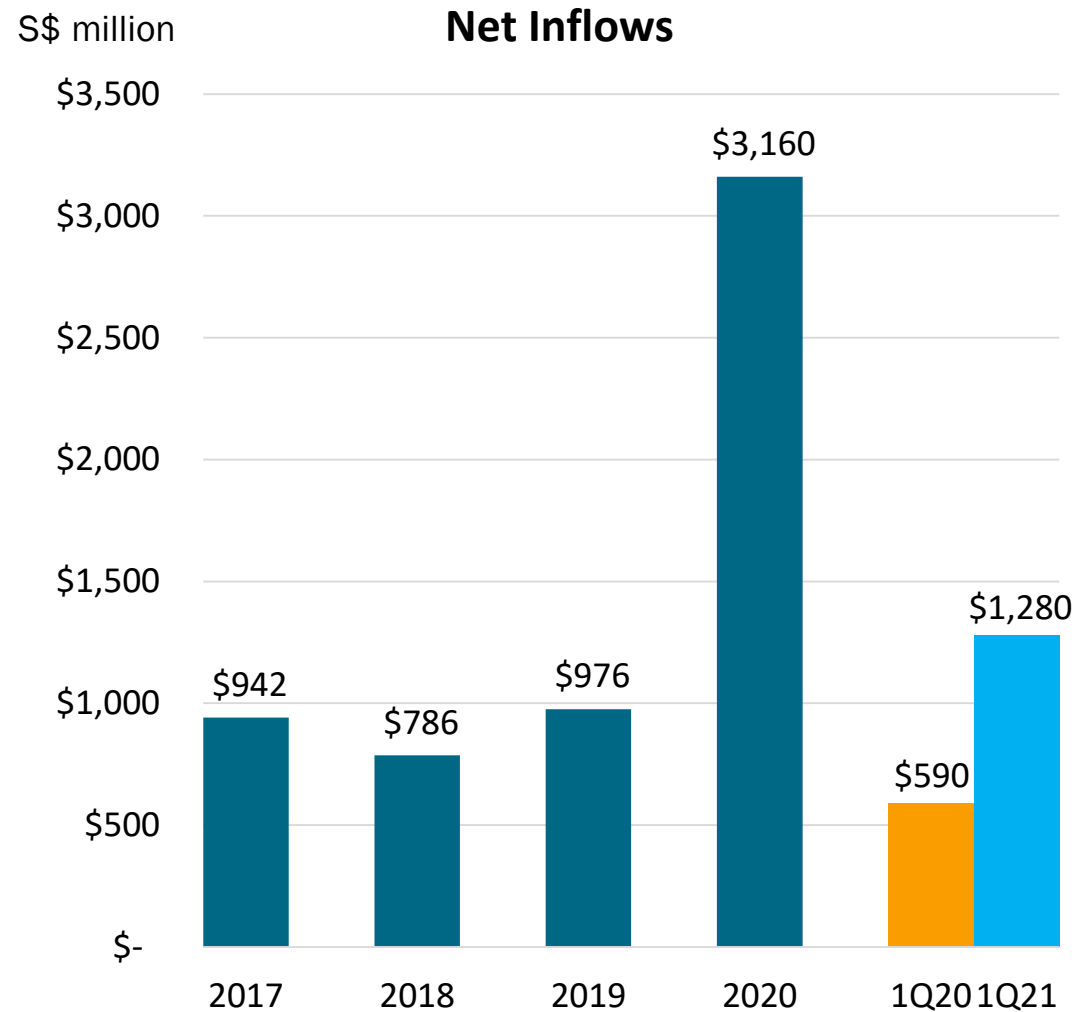
Group AUA grew 68.9% YoY and 11.5% QoQ to S\$16.11 billion as at 31 March 2021



Note:

1. The Group’s AUA as at 31 March 2021 includes its effective 39.40% share of the India Business.

Net inflows & Gross Unit Trusts (UT) subscription



Financial Results



Financial Results for Group (1Q2021 vs 1Q2020)

| S\$ (Million) | 1Q2020 | 1Q2021 | YoY change (%) |
|--|--------|--------|----------------|
| Revenue | 38.48 | 55.34 | +43.8 |
| Net revenue | 18.82 | 28.50 | +51.4 |
| Other income | 0.56 | 0.96 | +70.5 |
| Operating Expenses | 15.09 | 19.13 | +26.8 |
| Net finance income | 0.17 | 0.03 | -85.7 |
| Share of results of associates, net of tax | -0.07 | -0.04 | -39.4 |
| Profit before tax | 4.38 | 10.30 | +135.0 |
| Profit after tax | 3.60 | 8.76 | +143.7 |
| Net profit attributable to owners of the Company | 3.64 | 8.82 | +142.5 |
| EPS (cents) | 1.35 | 3.22 | +138.5 |
| Dividend Per Share (cents) | 0.75 | 1.00 | +33.3 |

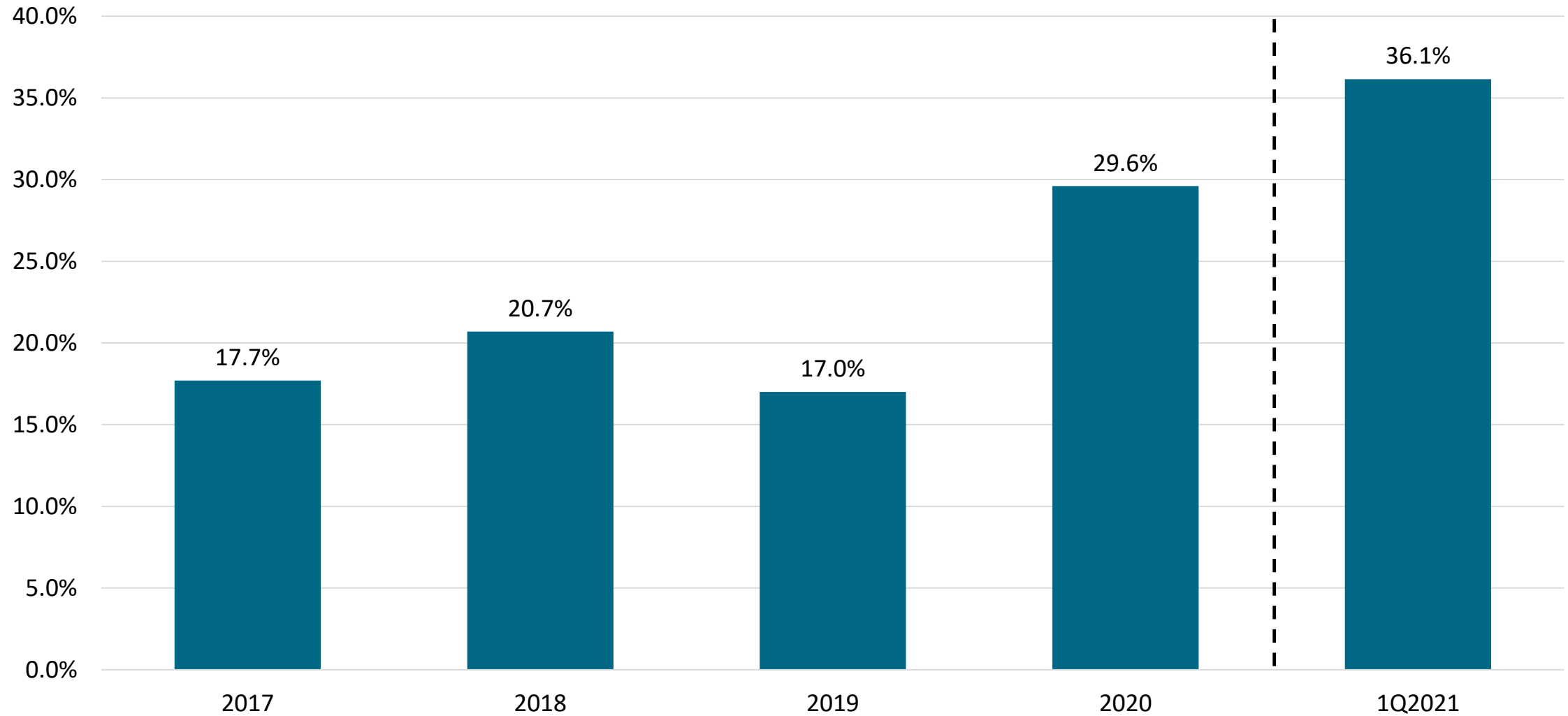
Results Overview for Group

| S\$ (Million) | FY2017 ¹ | FY2018 | FY2019 | FY2020 | 1Q2021 |
|--|---------------------|--------|--------|-------------------|--------|
| Revenue | 101.17 | 121.24 | 125.41 | 169.93 | 55.34 |
| Net revenue | 49.45 | 59.62 | 65.20 | 85.86 | 28.50 |
| Other income | 1.08 | 1.16 | 2.04 | 5.21 | 0.96 |
| Operating expenses | 42.19 | 49.78 | 56.06 | 65.29 | 19.13 |
| Net finance income/(costs) | 0.74 | 0.83 | -0.06 | 0.03 | 0.03 |
| Share of results of associates, net of tax | -0.33 | 0.52 | -0.05 | -0.41 | -0.04 |
| Profit before tax | 8.75 | 12.35 | 11.07 | 25.39 | 10.30 |
| Profit after tax | 7.49 | 10.69 | 9.31 | 20.96 | 8.76 |
| Net profit attributable to owners of the Company | 7.70 | 10.91 | 9.52 | 21.15 | 8.82 |
| EPS (cents) | 2.92 | 4.10 | 3.55 | 7.80 | 3.22 |
| Operating Cashflows | 13.22 | 17.62 | 19.38 | 41.56 | 12.59 |
| Dividend per share (cents) | 3.01 | 3.15 | 3.15 | 3.30 ² | 1.00 |

Notes:

1. Restated as a result of adoption of SFRS(I)s with effect from 1 January 2018.
2. Final dividend of 1.00 cent per share is subject to approval by shareholders at the company's Annual General Meeting on 23 April 2021.

PBT margin for Group (based on net revenue)



Note:

1. PBT margins (2017) were restated as a result of adoption of SFRS(I)s with effect from 1 January 2018

Financial Indicators

| S\$ (Million) | FY2017 | FY2018 | FY2019 | FY2020 | 1Q2021 |
|----------------------------------|--------|--------|--------|--------|--------|
| EBITA | 12.96 | 16.44 | 17.49 | 32.98 | 12.49 |
| Net Cash Position ¹ | 55.91 | 48.06 | 40.15 | 53.28 | 58.43 |
| Operating Cash Flows | 13.22 | 17.62 | 19.38 | 41.56 | 12.59 |
| Capital Expenditure ² | 7.47 | 10.73 | 11.90 | 12.63 | 2.15 |
| Net Current Assets | 60.18 | 56.62 | 49.86 | 58.35 | 68.79 |
| Shareholders' Equity | 81.24 | 85.56 | 90.06 | 104.11 | 114.38 |

Notes:

1. Other investments comprise investments in financial assets under current assets.
2. Excluding right-of-use assets recognised following the adoption of SFRS(I)16 Leases with effect from 1 Jan 2019.

Net Cash Position

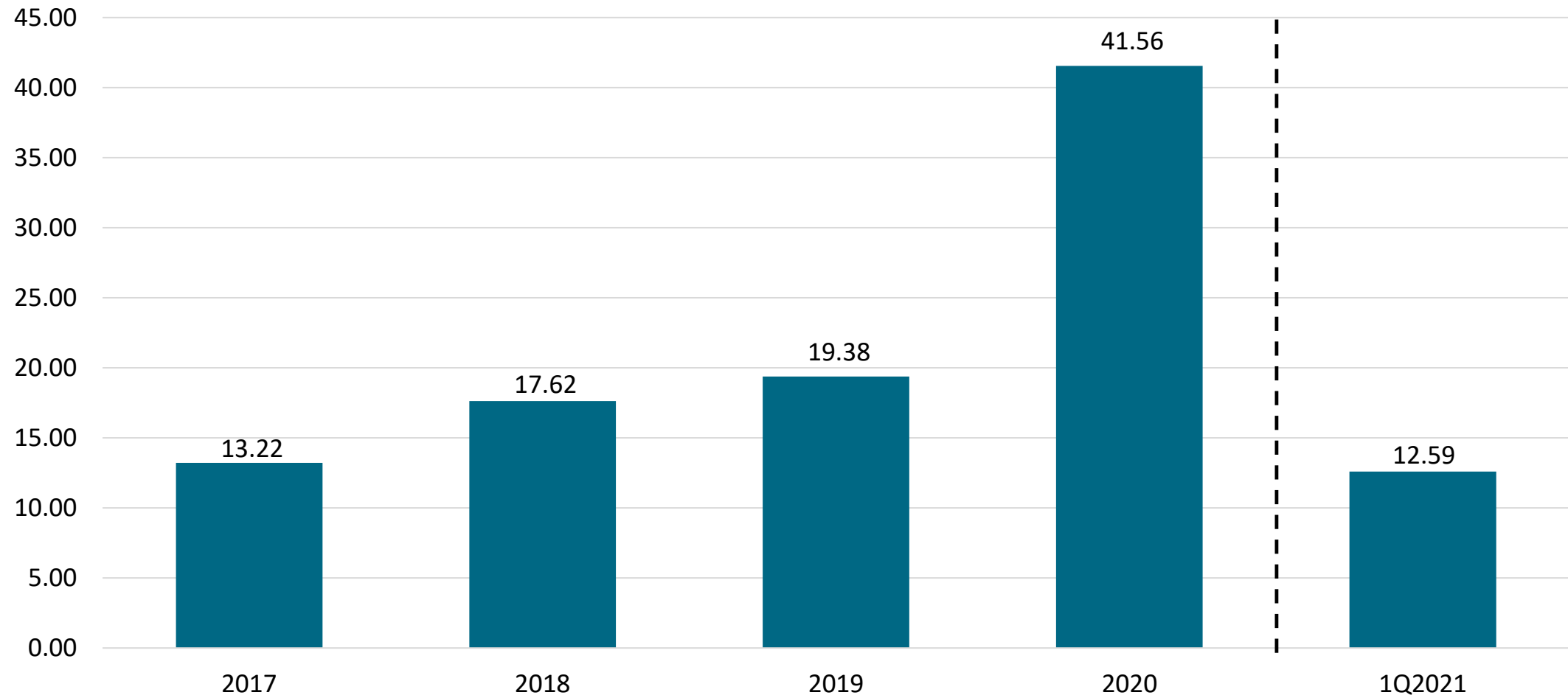
| | As at 31 Mar 2021 (S\$ million) |
|--|------------------------------------|
| Cash and cash equivalents | 38.57 |
| Other investments ¹ | 19.86 |
| Total cash and other investments | 58.43 |
| Less: Bank loans | - |
| Net Cash Position (total cash and other investments net off bank loans) | 58.43 |
| Gross Debt-to-Equity Ratio | 0.00% |
| Net Debt-to-Equity Ratio | Net Cash Position |

Notes:

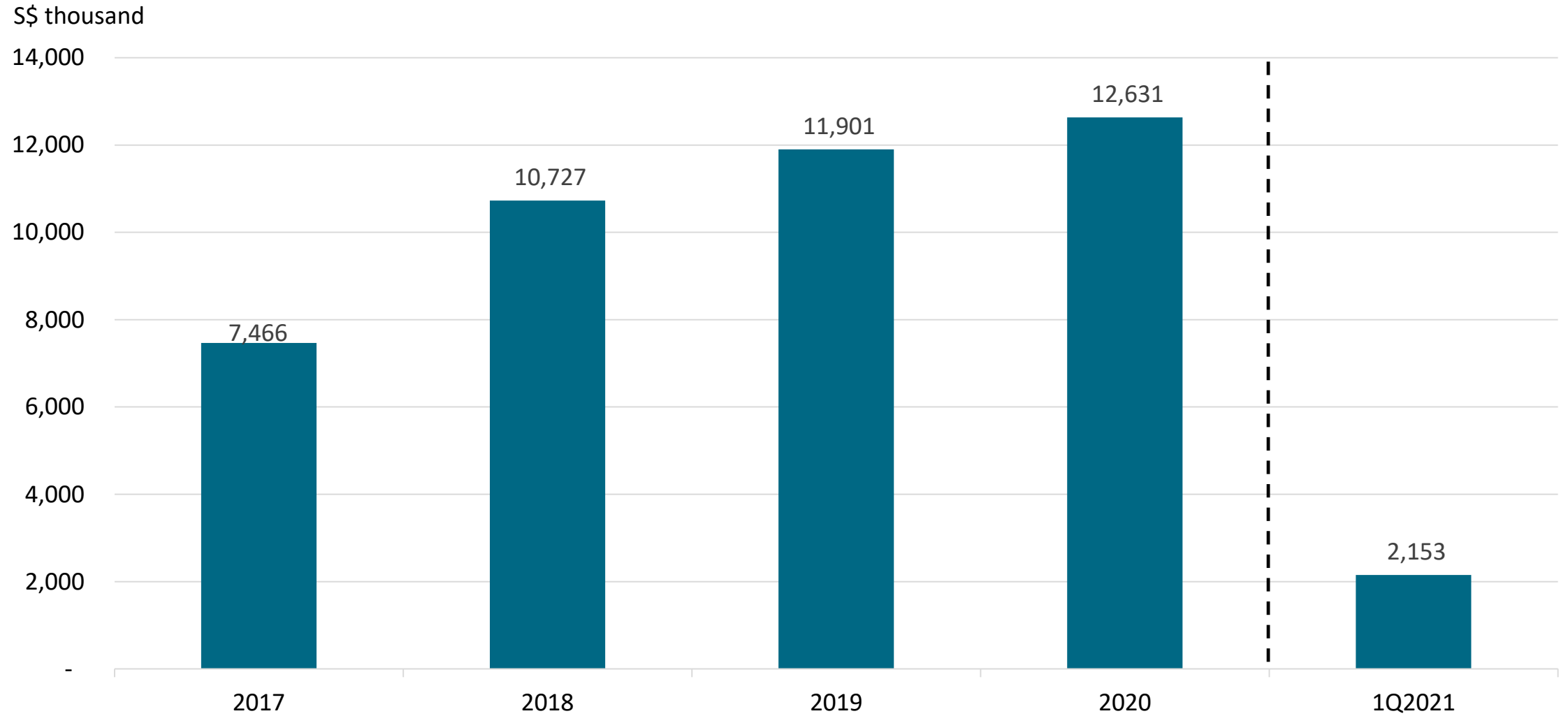
1. Other investments comprise investments in financial assets under current assets.

Group Operating Cash Flows

S\$ million



Capital Expenditure



Number of issued shares

| | As at 31 Dec 2020 | As at 31 Mar 2021 |
|---|-------------------|-------------------|
| Total number of issued shares (excluding treasury shares and subsidiary holdings) | 272,407,635 | 276,078,813 |

Our Consolidated Financial Position

| | As at 31 Dec 20 S\$'000 | As at 31 Mar 21 S\$'000 |
|---------------------------------|----------------------------|----------------------------|
| ASSETS | | |
| Plant and Equipment | 4,283 | 4,309 |
| Right-of-use Assets | 18,538 | 16,859 |
| Intangible Assets and Goodwill | 25,500 | 25,057 |
| Associates | 5,982 | 6,324 |
| Other Investments | 3,944 | 4,002 |
| Deferred Tax Assets | 1,099 | 1,171 |
| Prepayments & Others | 330 | 225 |
| TOTAL NON-CURRENT ASSETS | 59,676 | 57,947 |
| Current Tax Receivables | 203 | 68 |
| Other Investments | 16,838 | 19,863 |
| Prepayments and Others | 1,813 | 2,503 |
| Trade & Other Receivables | 44,990 | 47,569 |
| Uncompleted Contracts - Buyers | 94,318 | 87,414 |
| Money Market Funds | 4,833 | 4,691 |
| Cash at Bank and In Hand | 31,608 | 33,877 |
| TOTAL CURRENT ASSETS | 194,603 | 195,985 |
| TOTAL ASSETS | 254,279 | 253,932 |

Our Consolidated Financial Position

| | As at 31 Dec 20 S\$'000 | As at 31 Mar 21 S\$'000 |
|---|----------------------------|----------------------------|
| EQUITY | | |
| Share Capital | 66,976 | 67,256 |
| Other Reserves | 37,133 | 47,128 |
| EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY | 104,109 | 114,384 |
| Non-Controlling Interests | (709) | (760) |
| TOTAL EQUITY | 103,400 | 113,624 |
| LIABILITIES | | |
| Deferred Tax Liabilities | 2,616 | 2,583 |
| Lease Liabilities | 12,013 | 10,530 |
| TOTAL NON-CURRENT LIABILITIES | 14,629 | 13,113 |
| Current Tax Payables | 3,078 | 3,949 |
| Lease Liabilities | 7,205 | 7,162 |
| Trade & Other Payables | 31,735 | 28,720 |
| Uncompleted Contracts - Sellers | 94,232 | 87,364 |
| TOTAL CURRENT LIABILITIES | 136,250 | 127,195 |
| TOTAL LIABILITIES | 150,879 | 140,308 |
| TOTAL EQUITY & LIABILITIES | 254,279 | 253,932 |
| HELD UNDER TRUST | | |
| Client Bank Accounts | 943,960 | 1,053,917 |
| Client Ledger Balances | (943,960) | (1,053,917) |
| | - | - |

First Interim Dividend for FY2021

| First Interim Dividend for FY2021 - Schedule | |
|--|-------------------------------|
| Dividend per share | 1.00 cents per ordinary share |
| Ex-dividend date | 18 May 2021 |
| Record date and time | 19 May 2021 (5.00 pm) |
| Payment date | 4 June 2021 |

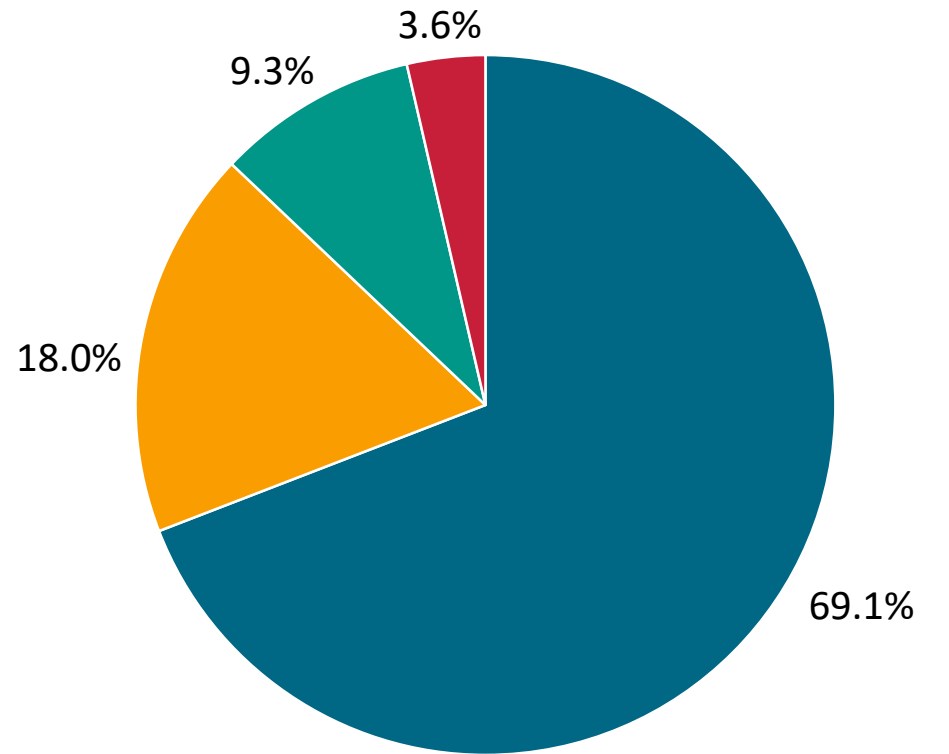
- For the first interim dividend for 1Q2021, the Directors declared a dividend of 1.00 cents per ordinary share (first interim dividend for 1Q2020: 0.75 cents per ordinary share).

Performance Trend



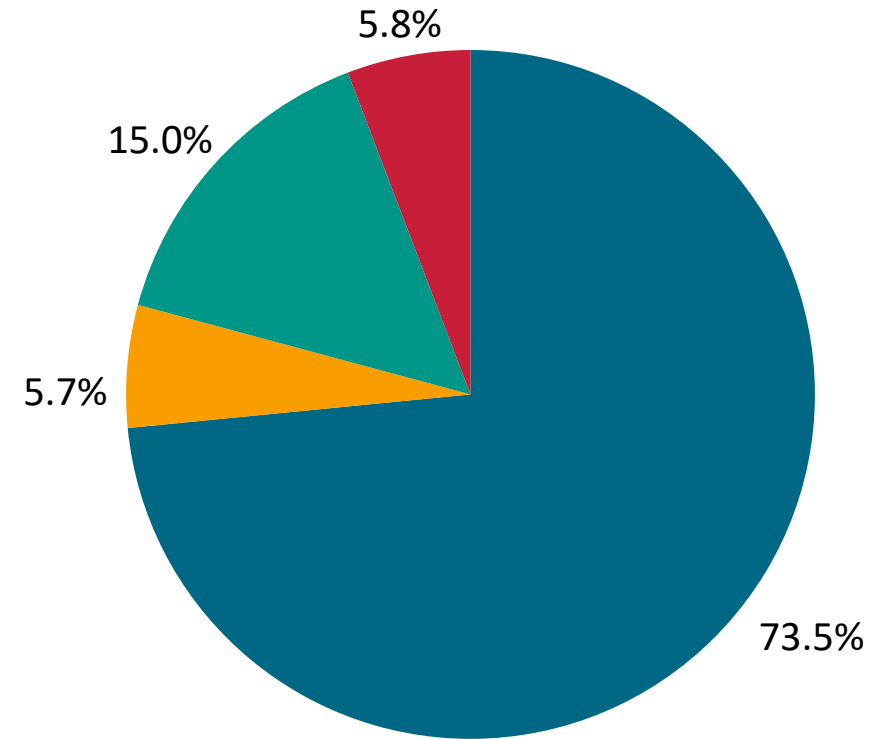
AUA Breakdown: Markets & Products (as at 31 March 2021)

AUA Breakdown By Markets



- Singapore
- Hong Kong
- Malaysia
- Others (China & India)

AUA Breakdown By Products

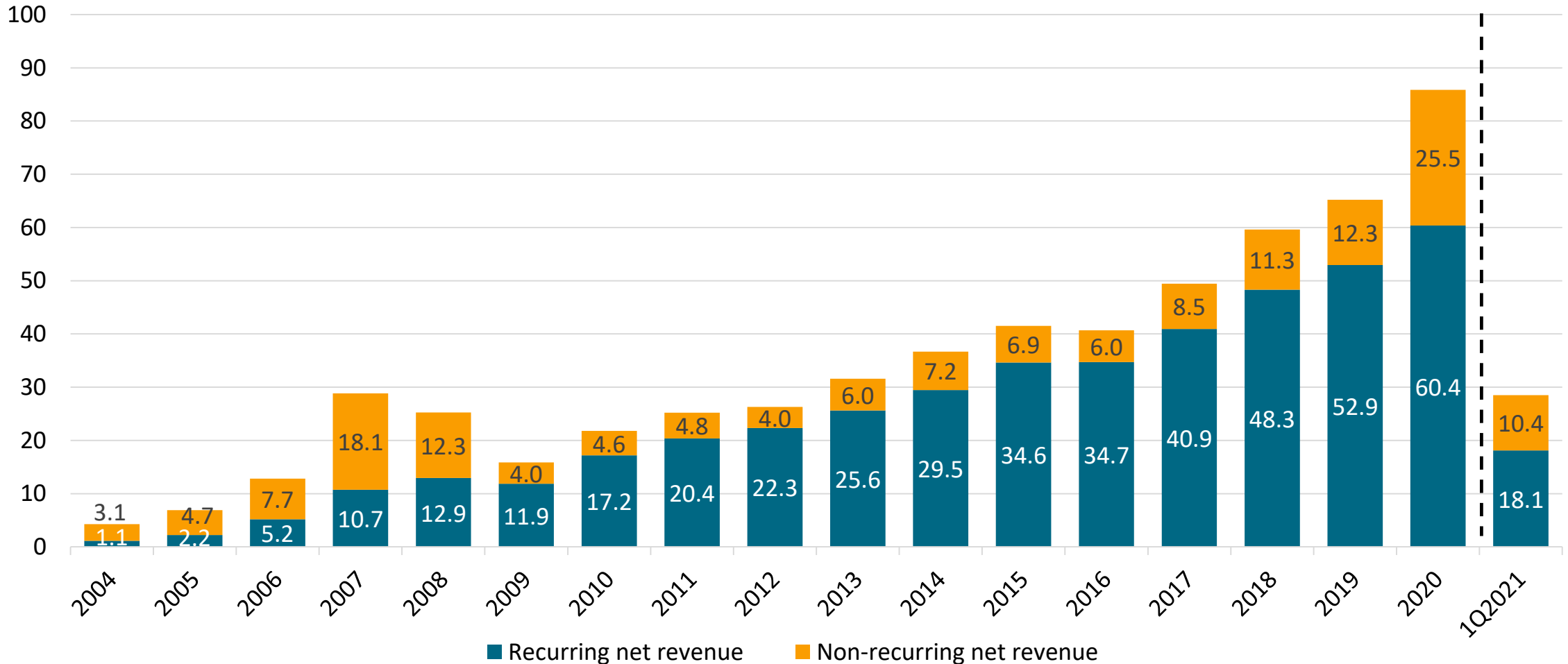


- Unit Trusts
- Bonds
- Stocks & ETFs
- Cash Account

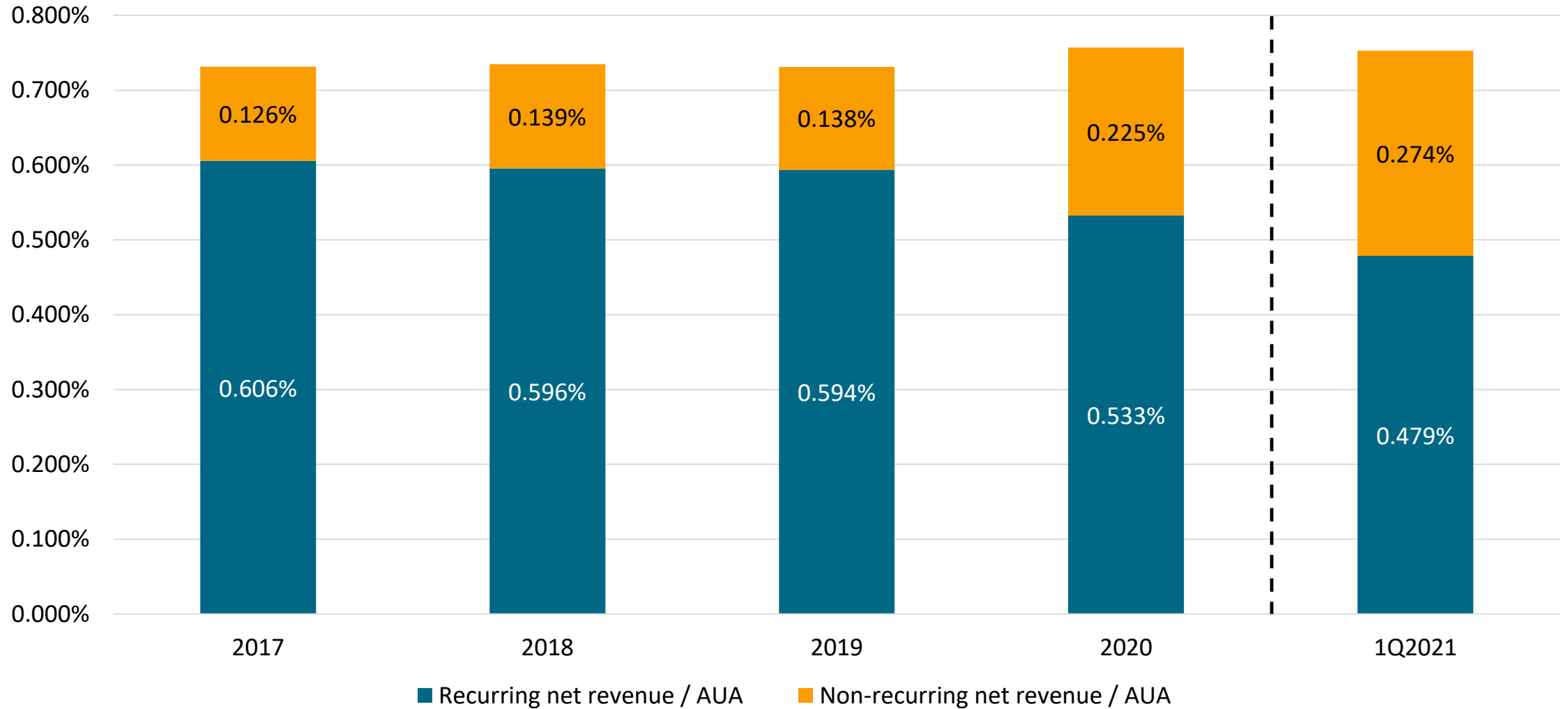
Net revenue breakdown between recurring and non-recurring sources

Average contribution from recurring net revenue as opposed to non-recurring net revenue in the period from 2020 to 1Q2021 was **67.0%**

S\$ million



Net revenue as a ratio of average AUA



Recurring and Non-Recurring Net Revenue

| S\$ (Million) | FY2017 | FY2018 | FY2019 | FY2020 | 1Q2021 |
|---------------------------|--------|--------|--------|--------|--------|
| Recurring net revenue | 40.95 | 48.32 | 52.94 | 60.39 | 18.12 |
| Non-recurring net revenue | 8.50 | 11.30 | 12.26 | 25.47 | 10.38 |
| Total net revenue | 49.45 | 59.62 | 65.20 | 85.86 | 28.50 |
| YoY Change (%) | FY2017 | FY2018 | FY2019 | FY2020 | 1Q2021 |
| Recurring net revenue | +18.0 | +18.0 | +9.6 | +14.1 | +29.5 |
| Non-recurring net revenue | +42.2 | +33.0 | +8.5 | +107.7 | +114.8 |
| Total net revenue | +21.5 | +20.6 | +9.4 | +31.7 | +51.4 |

Net Revenue – Geographical Segment

| S\$ (Million) | FY2017 | FY2018 | FY2019 | FY2020 | 1Q2021 |
|----------------|--------|--------|--------|--------|--------|
| Singapore | 34.77 | 39.30 | 41.95 | 56.33 | 19.18 |
| Hong Kong | 10.78 | 14.26 | 16.71 | 19.22 | 5.20 |
| Malaysia | 3.47 | 5.32 | 5.97 | 8.55 | 3.38 |
| China | 0.43 | 0.75 | 0.57 | 1.76 | 0.74 |
| Group | 49.45 | 59.62 | 65.20 | 85.86 | 28.50 |
| YoY Change (%) | FY2017 | FY2018 | FY2019 | FY2020 | 1Q2021 |
| Singapore | +17.7 | +13.0 | +6.8 | +34.3 | +57.3 |
| Hong Kong | +24.5 | +32.2 | +17.2 | +15.0 | +7.9 |
| Malaysia | +53.5 | +53.4 | +12.2 | +43.2 | +118.0 |
| China | +83.4 | +73.1 | -24.1 | +210.6 | +185.7 |
| Group | +21.5 | +20.6 | +9.4 | +31.7 | +51.4 |

Net Revenue – B2B Business Segment

| B2B Net Revenue (S\$ Million) | FY2017 | FY2018 | FY2019 | FY2020 | 1Q2021 |
|----------------------------------|--------|--------|--------|--------|--------|
| Recurring net revenue | 28.85 | 33.88 | 37.12 | 42.34 | 12.47 |
| Non-recurring net revenue | 5.15 | 7.22 | 7.19 | 10.88 | 3.54 |
| Total B2B net revenue | 34.00 | 41.10 | 44.31 | 53.22 | 16.01 |
| YoY Change (%) | FY2017 | FY2018 | FY2019 | FY2020 | 1Q2021 |
| Recurring net revenue | +17.8 | +17.4 | +9.6 | +14.1 | +26.4 |
| Non-recurring net revenue | +33.4 | +40.1 | -0.5 | +51.4 | +48.1 |
| Total B2B net revenue | +19.9 | +20.9 | +7.8 | +20.1 | +30.7 |

Net Revenue – B2C Business Segment

| B2C Net Revenue (S\$ Million) | FY2017 | FY2018 | FY2019 | FY2020 | 1Q2021 |
|----------------------------------|--------|--------|--------|--------|--------|
| Recurring net revenue | 12.10 | 14.44 | 15.81 | 18.04 | 5.64 |
| Non-recurring net revenue | 3.35 | 4.08 | 5.08 | 14.60 | 6.85 |
| Total B2C net revenue | 15.45 | 18.52 | 20.89 | 32.64 | 12.49 |
| YoY Change (%) | FY2017 | FY2018 | FY2019 | FY2020 | 1Q2021 |
| Recurring net revenue | +18.4 | +19.3 | +9.5 | +14.0 | +36.6 |
| Non-recurring net revenue | +58.0 | +22.0 | +24.3 | +187.5 | +180.7 |
| Total B2C net revenue | +25.2 | +19.9 | +12.8 | +56.2 | +90.1 |

Profit/Loss – Geographical Segment

| Profit/Loss (S\$ Million) | 1Q2020 | 1Q2021 | YoY Change (%) |
|-----------------------------------|--------|--------|----------------|
| Singapore | 3.52 | 8.69 | +146.6 |
| Hong Kong | 1.58 | 1.59 | +0.6 |
| Malaysia | 0.48 | 1.52 | +216.0 |
| China | (1.08) | (1.40) | +28.7 |
| Other ¹ | (0.07) | (0.04) | -39.4 |
| Profit before tax ² | 4.43 | 10.36 | +134.0 |
| Tax expense | (0.79) | (1.54) | +95.1 |
| Net profit after tax ² | 3.64 | 8.82 | +142.5 |

Notes:

1. Representing share of results of associates
2. Attributable to owners of the Company

Profit/Loss – Geographical Segment

| Profit/Loss (S\$ Million) | FY2017 ³ | FY2018 | FY2019 | FY2020 | 1Q2021 |
|-----------------------------------|---------------------|--------|--------|--------|--------|
| Singapore | 10.62 | 11.86 | 9.96 | 21.32 | 8.69 |
| Hong Kong | 1.77 | 3.42 | 4.42 | 5.79 | 1.59 |
| Malaysia | 1.07 | 1.37 | 1.76 | 3.75 | 1.52 |
| China | (4.17) | (4.60) | (4.82) | (4.88) | (1.40) |
| Other ¹ | (0.33) | 0.52 | (0.05) | (0.41) | (0.04) |
| Profit before tax ² | 8.96 | 12.57 | 11.27 | 25.57 | 10.36 |
| Tax expense | (1.26) | (1.66) | (1.76) | (4.42) | (1.54) |
| Net profit after tax ² | 7.70 | 10.91 | 9.52 | 21.15 | 8.82 |

Notes:

1. Representing share of results of associates
2. Attributable to owners of the Company
3. Restated as a result of adoption of SFRS(I)s with effect from 1 January 2018 for comparison purpose



Progress of Individual Markets

SINGAPORE

- Net revenue for the Singapore operation increased by 57 % YoY to S\$19.2 million in 1Q2021.
- The growth in net revenue was due to the robust growth rates in AUA, sales and net inflows for FSMOne.com, its B2C business division, as well as for the iFAST B2B business division.
- 1Q2021 was a record quarter for the iFAST Singapore operation in terms of sales and net inflows.
- The AUA of the Singapore operation grew 79% YoY and 11% QoQ to a record high of S\$11.1 billion as at 31 March 2021. Both FSMOne.com and the iFAST B2B business divisions achieved record high AUA levels. The iFAST Global Markets (iGM) business division saw its AUA grow 144% YoY to a record high level.
- 1Q2021 sales more than doubled YoY to hit a new record high for FSMOne.com, continuing the strong momentum from FY2020. Sales in the various investment products including unit trusts, stocks and ETFs, and bonds, surged in 1Q2021.
- The number of accounts opened hit a new record high in 1Q2021, as investors found the account on-boarding and the trading process and experience to be fast and seamless. Following the FSM What and where to invest in 2021 webinars, FSMOne.com further reduced its commission rate on ETF Regular Savings Plans to 0% commission rate for a promotional period of six months from January 2021.



Progress of Individual Markets

SINGAPORE

- Effective from 5 April 2021, FSMOne.com has been offering a permanent flat commission rate of S\$8.80 on SGX trading in stocks and ETFs to all clients, regardless of their investment amount or AUA in SGX-listed stocks and ETFs. FSMOne.com first introduced a SGX flat commission rate of S\$10 in 2017 for its clients with higher AUA, which was the first of its kind in the local market.
- Investors who have an existing CDP account can seamlessly link it online to their FSMOne.com account to benefit from the S\$8.80 flat commission rate when they sell their CDP holdings. FSMOne.com clients can further save via the trade amalgamation feature when they trade in the Singapore exchange, as well as the Hong Kong exchange.
- The sales from the FA companies and other financial institutions using iFAST B2B platform continued to grow strongly in 1Q2021. Sales from the B2B division, including iGM, grew 52% QoQ and 127% YoY in 1Q2021. iGM's sales grew 158% YoY and 52% QoQ in 1Q2021.
- We believe that the growth in B2B business will continue, as the number of wealth advisers using the platform continue to grow. iFAST B2B has been on-boarding more institutional partners, providing a more diversified customers base, as it continues to strengthen its suite of services and fintech solutions to enable the different B2B clients to run their wealth management business more efficiently. As more wealth advisers chose to house their investment-focused advisory practices with iGM, the advisory team strength grew 20% QoQ.



Progress of Individual Markets

HONG KONG

- Net revenue for the Hong Kong operation increased by 8% YoY to S\$5.2 million in 1Q2021.
- The AUA of the Hong Kong operation grew by 33% YoY and 9% QoQ to S\$2.9 billion as at 31 March 2021.
- Despite the sustained social distancing policy, the strong momentum seen in the Hong Kong IPO market bode well for the investment sentiment in Hong Kong. Consequently, the Hong Kong operation recorded a strong net inflow in 1Q2021.
- Impacted by the lower interest rate environment, the contribution of net interest income from cash AUA decreased which led to a slower growth in net revenue in 1Q2021. Excluding the impact of interest income arising from clients' AUA, the net revenue of the Hong Kong operation grew 18% YoY in the quarter.
- However, the core business of both the B2B and B2C divisions remained strong with robust growth seen in the turnover of unit trusts, bonds, stocks and ETFs during the period.



Progress of Individual Markets

HONG KONG

- Both the B2B and B2C divisions recorded strong levels of unit trust sales excluding switching in 1Q2021. The sales of unit trust excluding switching grew 33% QoQ to a record high for the B2C division and 43% QoQ to a second record high for the B2B division during the period.
- The B2B division achieved yet another record level of stocks and ETFs turnover in 1Q2021 as clients continue to increase their participation in stock and ETFs listed on the Hong Kong and US exchanges.
- The launch of online account opening services integrated with electronic Direct Debit Authorisation (“eDDA”) on the B2B platform, which allows clients to sign up and link their Hong Kong bank accounts within minutes, is expected to boost adoption rate for online account openings for the B2B division going forward.
- Driven by stronger demands in customised IT solutions, the revenue of the Fintech Solutions division hit a record high in 1Q2021. iFAST Hong Kong expects that the demand for fintech solutions from its existing and prospective clients will continue to remain strong in 2021.



Progress of Individual Markets

MALAYSIA

- Net revenue for the Malaysia operation increased by 118% YoY to S\$3.4 million in 1Q2020.
- The AUA of the Malaysia operation increased 13% QoQ as better economic data piqued investors' interest for investments. On a YoY basis, the Malaysia's AUA spiked 78% YoY to a record high of S\$1.5 billion as at 31 March 2021.
- Both the B2B and B2C divisions saw record gross sales for unit trusts in 1Q2021. In terms of other products, the B2C FSMOne.com platform saw a strong pick up in managed portfolios, while the B2B division saw strong turnover for bonds.
- The B2C division, FSMOne.com, registered record sales in 1Q2021 driven by strong account openings. The total numbers of new accounts opened has more than doubled in 1Q2021 as compared to 4Q2020.
- The launch of Bursa stockbroking services on FSMOne.com in March 2021 has seen strong numbers of CDS account opened by both new and existing clients, and a healthy growth in transaction volumes is observed.
- Based on enquiries received after launching the stockbroking services, FSMOne.com believes there is a strong interest among its existing and prospective clients to trade in overseas exchanges. The team is actively working on providing its clients access to the US and Hong Kong stock exchanges.



Progress of Individual Markets

MALAYSIA

- The B2B division continues to see business momentum building up going into 1Q2021. Sales across all products were robust amidst the market rally and achieved a quarterly record high in 1Q2021.
- The bond business also saw strong growth in the quarter, where there was a keen demand for the Malaysian Government Bond (MGS) as investors took the opportunity to add bonds to their portfolios when yields spiked in 1Q2021.
- In the coming quarters, the B2B division will work on equipping its business partners with the ability to allow their clients to transact in stocks and ETF listed in Malaysia, US and Hong Kong. In conjunction with the new service offering, the team will also be revamping its mobile application to provide its clients with enhanced user experience.
- The Fintech Solutions division started a new project in 1Q2021 and continues to be engaged with prospective partners from the asset management industry as well as government agencies that are looking for digital solutions to enhance the efficiency of their platforms.



Progress of Individual Markets

CHINA

- Net revenue for the China operation grew 186% YoY to S\$0.7 million in 1Q2021.
- On a YoY basis, non-recurring net revenue from upfront commission saw the strongest growth during the quarter, reflecting the surge in trading frequency during pockets of increased market volatility.
- The AUA of the China operation continued to grow at a rapid rate of 39% QoQ and 220% YoY to a record high of approximately RMB 1.9 billion (equivalent to S\$384 million) as of 31 March 2021.
- While gross sales tapered down in March due to uncertainties in the equity markets following a strong performance in January and February, net sales of the China operation continued to be on a positive trend throughout the whole of 1Q2021.
- iFAST China Private Fund Management Company (“iFAST PFM”) has launched its first private fund (首奕慧视FOF私募证券基金) in February 2021 and the fund has been successfully lodged with the Asset Management Association of China (AMAC).



Progress of Individual Markets

CHINA

- The private fund employs a fund of funds (“FoF”) investment strategy where it is invested in a portfolio of China mutual funds and private fund in the secondary market. Opened to qualified investors for subscription, this FoF provides active management through discretionary service.
- The Group believes that as iFAST PFM gains stronger track record through time, its assets under management will continue to achieve positive growth in time to come.



Progress of Individual Markets

INDIA

- As at 31 March 2021, iFAST Corp holds an effective 39.40% share in iFAST Financial India Pvt Ltd, the key business of the Group's India business, which engages in the distribution of investment products including unit trust in India.
- The AUA of the India operation increased 23% YoY to India Rupee 27.4 billion (equivalent to S\$505 million) as at 31 March 2021.
- iFAST India is also working on new enhancements and services to allow Registered Investment Advisers (RIAs) to consolidate all their direct assets on its platform and help RIAs generate new revenue streams including service fee, admin fee and advisory fee based on their clients' assets.

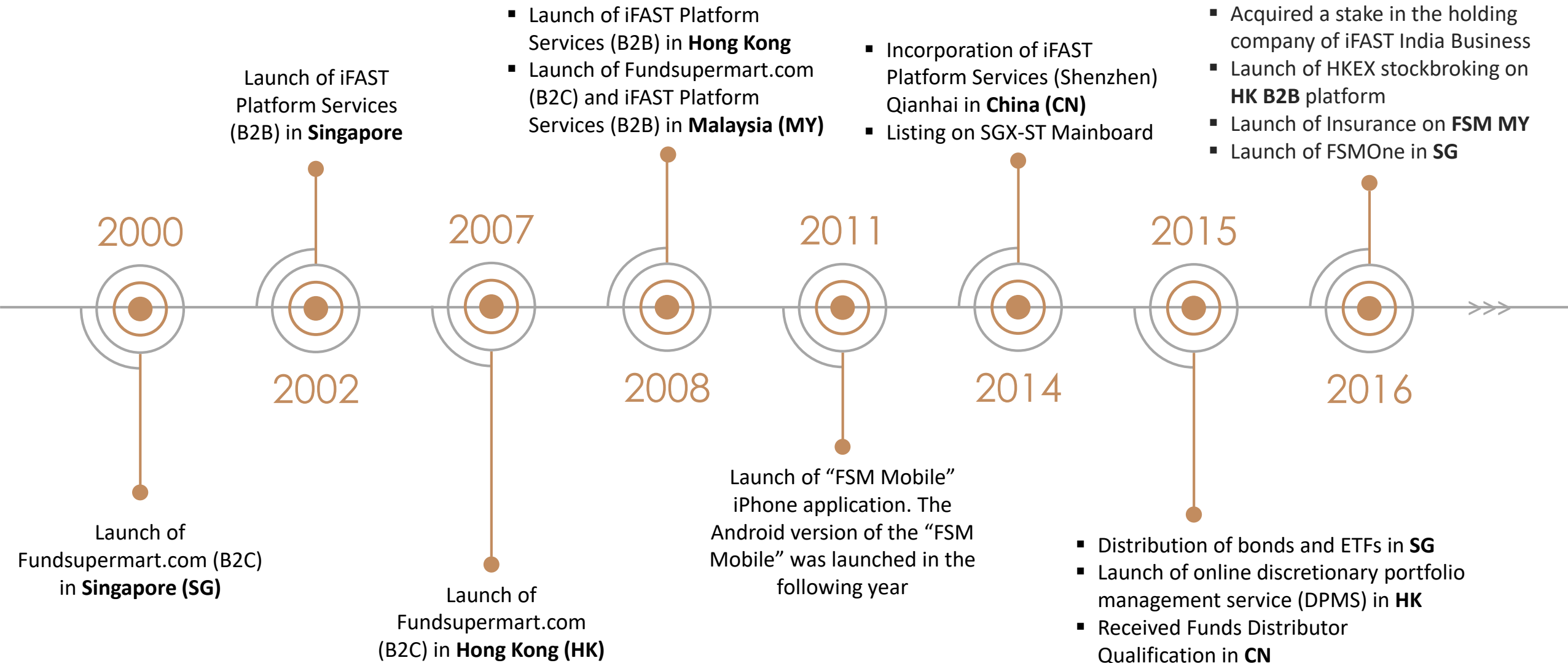
Appendices



Business Overview

- iFAST Corporation Ltd. is a wealth management fintech platform with assets under administration (AUA) of S\$16.11 billion as at 31 March 2021 (stock code: AIY).
- Main business divisions:
 - **Business-to-Consumer (B2C):** FSMOne.com (formerly “Fundssupermart”) a multi-product online wealth management platform targeted at DIY investors (AUA: S\$5.25 billion);
 - **Business-to-Business (B2B):** Caters to the specialised needs of over 500 financial advisory (FA) companies, financial institutions and banks (AUA: S\$10.86 billion), which in turn have more than 10,000 wealth advisers; and
 - **Emerging Fintech Solutions / Business-to-Business-to-Consumer (B2B2C) Model:** iFAST Fintech Solutions was launched to provide customisable Fintech solutions for our B2B clients and business partners to empower them with B2C Fintech capabilities.
- The Group offers access to over 12,000 investment products including unit trusts, bonds and Singapore Government Securities (SGS), stocks, Exchange Traded Funds (ETFs), insurance products, and services including discretionary portfolios, research and investment seminars, fintech solutions, and investment administration and transaction services.
- Our mission statement is, “To help investors around the world invest globally and profitably”.
- iFAST Corp was consistently ranked within the top 20% among SGX-listed companies in the Singapore Governance and Transparency Index (SGTI) from 2016 to 2020.
- iFAST Corp was awarded the "Best Investor Relations – Silver Award" and “Best Investor Relations – Bronze Award” in the “Companies with less than S\$300 million in market capitalisation” category at the Singapore Corporate Awards held in 2018 and 2019 respectively.
- iFAST Corp was selected as one of the 36 listed companies to be included in 2019’s SGX Fast Track programme. The programme aims to affirm listed issuers that have been publicly recognised for high corporate governance standards and have maintained a good compliance track record.

Milestones

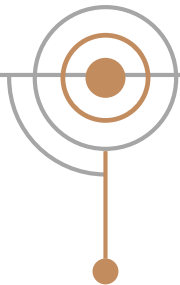


Milestones

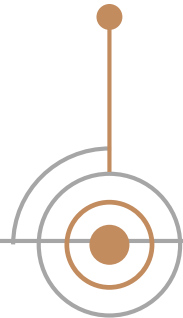
- Launch of US stockbroking in **HK**
- iFAST Corp won the "Best Investor Relations - Silver Award" in the small cap category at the Singapore Corporate Awards (SCA) 2018
- Launch of FSMOne in **MY**

- iFAST **SG** received the "Fastest Growing SGX-ST Member" award for the second consecutive year
- Launch of revamped FSMOne mobile applications in **SG, HK** and **MY**
- iFAST **MY** obtains approval-in-principal for securities dealing
- Registered as Private Fund Manager in **CN**

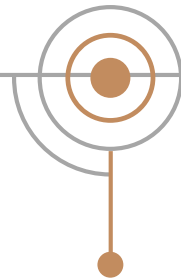
2017



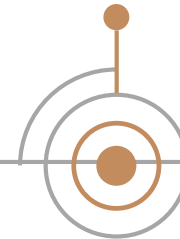
2018



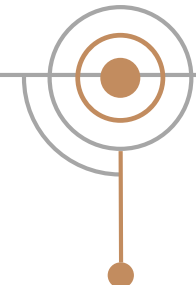
2019



2020



2021



- Launch of HKEX stockbroking on **FSM HK**
- Launch of online DPMS in **MY**
- Admitted as Trading Member of SGX-ST and Clearing Member of CDP in **SG**
- Launch of SGX stockbroking in **SG**
- Launch of FSMOne in **HK**
- Launch of iFAST Fintech Solutions
- Launch of US stockbroking on **FSM SG**

- iFAST **SG** clinched "Fastest Growing SGX-ST Member" award
- iFAST **MY** launched retail bonds under the new Seasoning Framework
- Launch of iFAST Global Markets (iGM) mobile app in **SG** and **HK**
- iFAST Corp won the "Best Investor Relations – Bronze Award" at SCA 2019

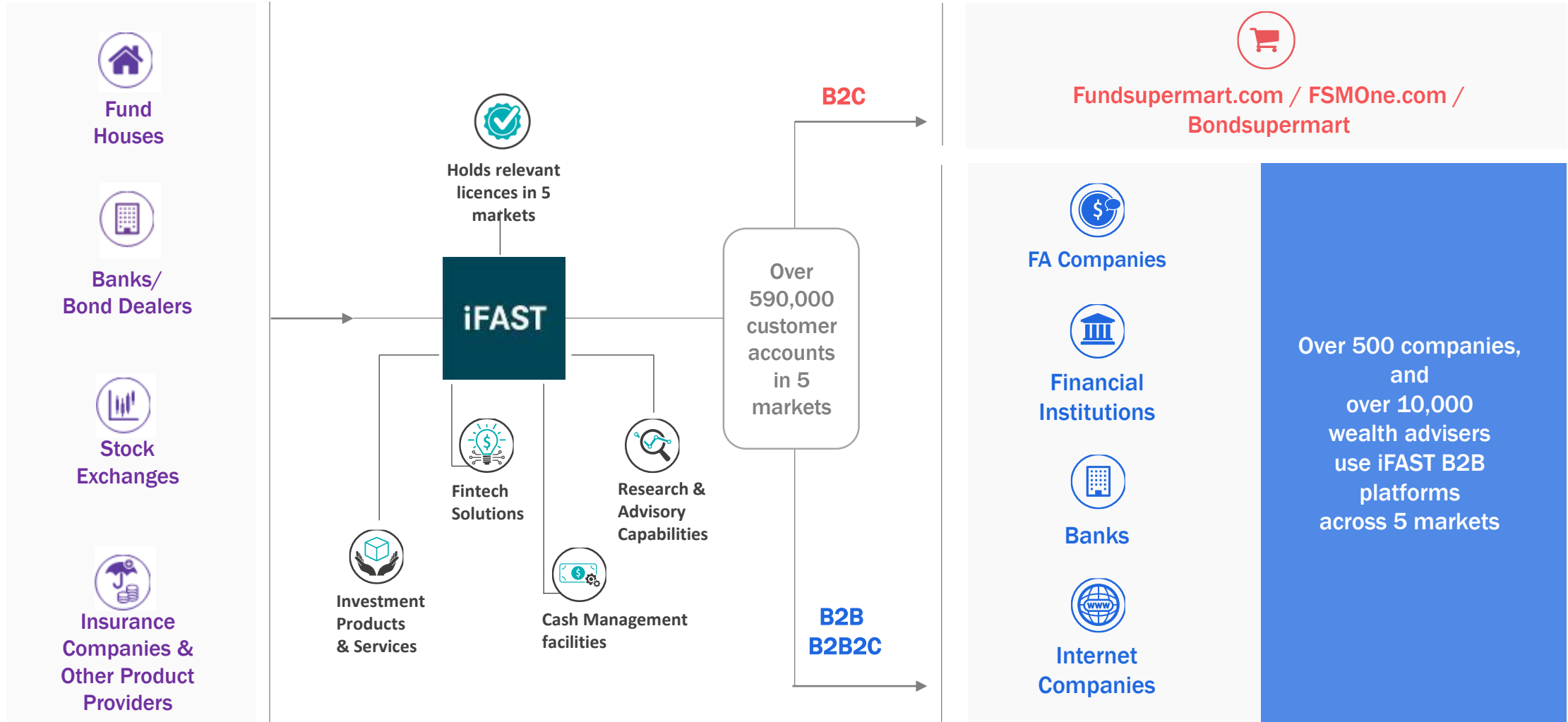
- iFAST participated in successful tender for eMPF Platform project
- Launch of Bursa stockbroking on **FSM MY** in March
- **FSM SG** lowers SGX stocks and ETFs commission to a flat rate of S\$8.80 in April

iFAST Fintech Ecosystem



(as at 31 Mar 2021)

Connecting All to Help Investors Invest Globally and Profitably



Access to iFAST's Infrastructure & Distribution Network in 5 markets

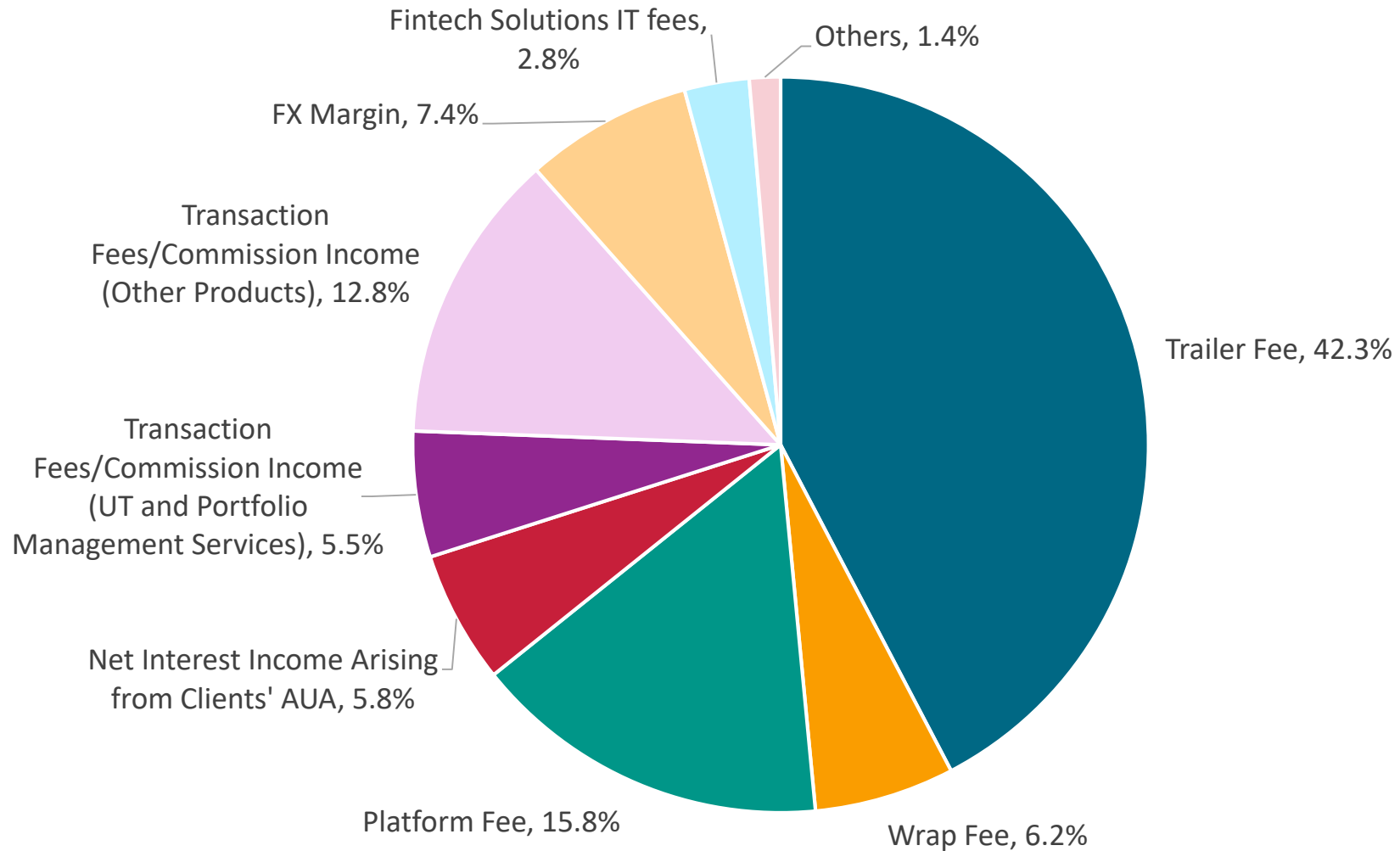
The iFAST Fintech Ecosystem

- Products and services:
 - Unit trusts (over 8,300 funds from over 270 fund houses)
 - Bonds (over 1,400 direct bonds)
 - Stocks & ETFs – in 3 markets (Singapore, Hong Kong and US)
 - Discretionary portfolio management services
- Over 500 financial institutions and other corporations and over 10,000 wealth advisers using the platform
- Over 590,000 customer accounts in five markets
- Leading wealth management Fintech platform in Asia's two international financial centres (Singapore and Hong Kong)
- Presence in Asia's two giants markets (China and India), with linkages to Singapore and Hong Kong increasingly strengthened

The Revenue Drivers

- The iFAST business model predominantly involves growing the size of our assets under administration (AUA). Higher AUA will generally lead to higher revenues.
- Recurring income accounts for more than two thirds of our net revenue
- Sources of Non-Recurring Net Revenue
 - Transaction fees – unit trusts, bonds, stocks, ETFs
 - Forex conversions
 - Fintech solutions IT development fees
 - Insurance commissions
- Sources of Recurring Net Revenue
 - Trailer fees, platform fees, wrap fees
 - Net interest income
 - Fintech solutions IT maintenance fees
- In recent times, the sources of the Group's net revenue have broadened. The contributions from net interest income arising from clients' AUA and Fintech solutions IT fees have become more important.

Breakdown of Net Revenue (FY2020)



Licences Held and Products and Services Available (as at 31 March 2021)



LICENCES HELD :

- Registered Investment Adviser with SEBI
- Registered Mutual Fund Distributor with Association of Mutual Funds in India
- Bombay Stock Exchange (BSE)
- Central Depository Services (India) Ltd
- Approved person of Central Insurance Repository Ltd.

PRODUCTS AVAILABLE : UT / Stocks



LICENCES HELD :

- Fund Distributor Qualification [CSRC]
- Associate Member of AMAC
- Member of SAMC
- Registered Private Fund Manager [AMAC]

PRODUCTS AVAILABLE : UT



LICENCES HELD:

- Type 1: Dealing in Securities [SFC]
- Type 4: Advising on Securities [SFC]
- Type 9: Asset Management [SFC]
- MPFA
- SEHK Participant
- HKSCC Participant
- Licensed Insurance Broker with Insurance Authority

PRODUCTS AVAILABLE : UT / Bonds / Stocks / ETFs / DPMS



LICENCES HELD :

- Capital Market Services Licence [SC]
- Registered IUTA and IRPA [FIMM]
- Financial Advisers Licence [BNM]

PRODUCTS AVAILABLE : UT / Bonds / DPMS / Insurance

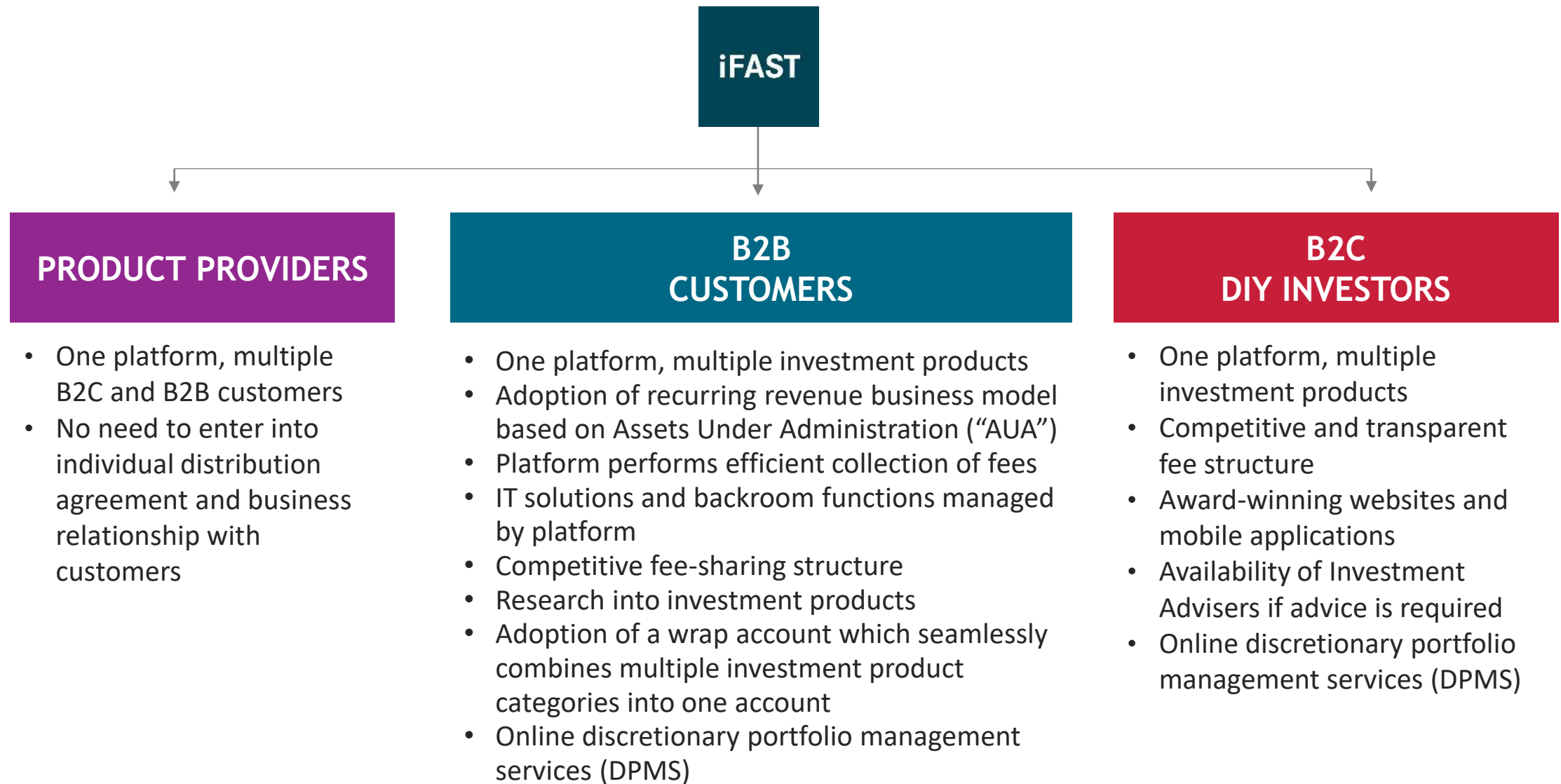


LICENCES HELD:

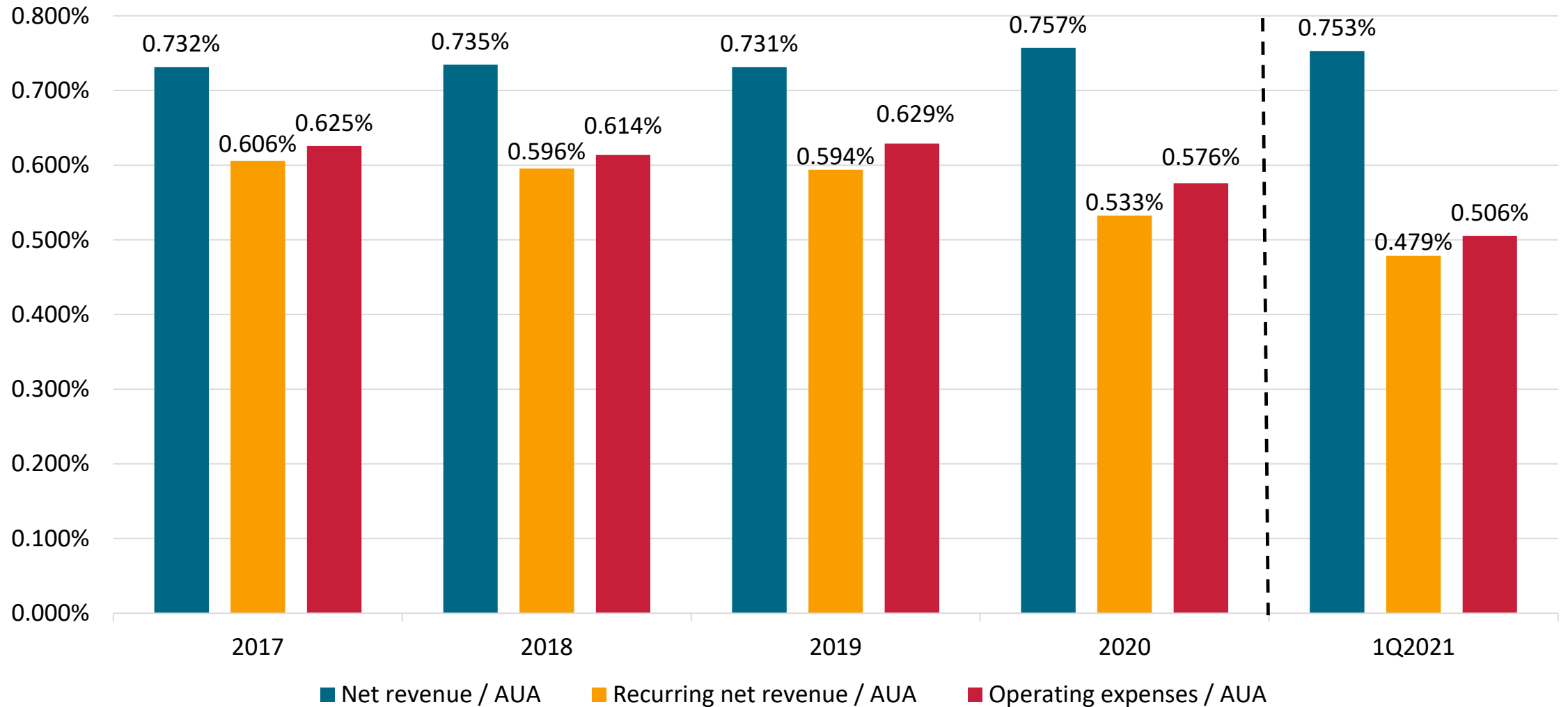
- Capital Markets Services Licence [MAS]
- Financial Adviser Licence [MAS]
- Exempt Insurance Broker [MAS]
- SGX Trading Member [SGX]
- CDP Depository and Clearing Agent [CDP]

PRODUCTS AVAILABLE:
UT / Bonds / Stocks / ETFs / DPMS / Insurance

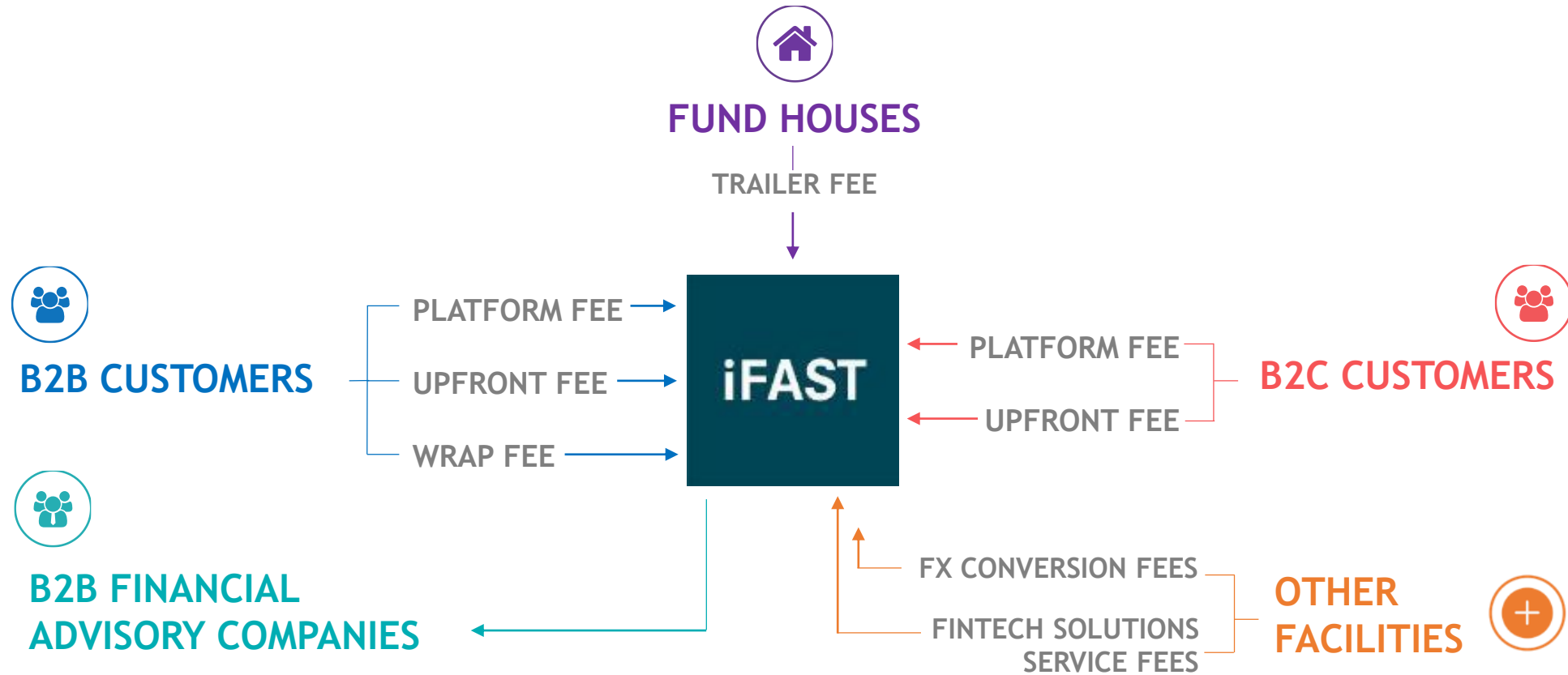
Our Value Proposition



Net revenue and operating expenses as a ratio of average AUA for Group



Fees Illustration



1Q2021: Activities & Achievements



(L-R): The virtual editions of FSMOne.com’s annual flagship event “What and Where to Invest 2021” was held in Singapore, Hong Kong and Malaysia in January; iFAST India hosted an online conference “Invest Globally & Profitably 2021” to guide investors on their global investment in February.



(L-R) FSMOne.com Singapore permanently lowered its commission fee on SGX trades to a flat \$8.80 for all clients in April; FSMOne.com Malaysia launched the Bursa stockbroking services in March; iFAST Corp partnered social enterprise Glyph to provide affordable Rock Climbing courses for underprivileged kids in March.

TO HELP INVESTORS AROUND THE WORLD
INVEST GLOBALLY AND PROFITABLY

THANK YOU!

For more information,
please visit: www.ifastcorp.com



iFAST