

FOR IMMEDIATE RELEASE

## **iFAST Corp reports a Year-on-Year increase of 35.2% in 1H2015 net profit**

**Net profit rose 24.6% YoY to S\$3.28 million in 2Q2015, while the Group's net revenue grew 26.0% YoY and Assets under Administration (AUA) grew 14.7% YoY in 2Q2015**

- Net profit rose 35.2% in 1H2015 to S\$6.29 million
- Net revenue rose 26.0% YoY to S\$11.38 million in 2Q2015 and 22.2% YoY in 1H2015 to S\$21.24 million respectively
- Assets under Administration (AUA), a key indicator of the Group's business performance, rose 14.7% YoY to S\$5.71 billion but declined compared to the 31 March 2015 level of S\$5.75 billion due to volatile market sentiment related to issues in China and Greece
- The Group's operation in Malaysia turned around in 2Q2015, delivering a net profit after tax of S\$0.03 million in 2Q2015 and S\$0.01 million in 1H2015 respectively
- The Group's larger operations in Singapore and Hong Kong continue to grow in terms of profit after tax in 2Q2015 and 1H2015

*SINGAPORE (29 July 2015)* – iFAST Corporation Ltd. (“iFAST Corp” and together with its subsidiaries, the “Group”) reported its financial results for the second quarter ended 30 June 2015, with net profit, net revenue and assets under administration (“AUA”) all showing year-on-year (“YoY”) growth.

In 2Q2015, the Group reported a YoY increase of 24.6% in its net profit to S\$3.28 million, while net revenue rose 26.0% YoY to S\$11.38 million. Year-to-date to 30 June 2015, the Group's net profit rose 35.2% YoY to S\$6.29 million in 1H2015, while net revenue rose 22.2% YoY to S\$21.24 million in 1H2015.

AUA rose 14.7% YoY to S\$5.71 billion as at 30 June 2015, but declined compared to the 31 March 2015 level of S\$5.75 billion. Net sales in 2Q2015 stood at S\$96 million and contributed to AUA growth, but volatile market sentiment over issues in China and Greece negatively affected the valuation of the Group's investment products.

The Group's revenue model continues to have a high reliance on recurring net revenue sources. Over the period from 2011 to 1H2015, recurring net revenue contributed to approximately 82% of the Group's net revenue.

## **Analysis Across Business Divisions and Geographical Segments**

The Group's two business divisions (B2C - Fundsupermart.com and B2B - iFAST Financial platforms), and geographical markets (Singapore, Hong Kong and Malaysia), showed growth in 2Q2015.

The Group's B2C transactional website, Fundsupermart.com, which leverages on the reach of the Internet and the demand from DIY investors for an user-friendly and educational website to make their own investment decisions, saw its AUA increase to S\$1.45 billion as at 30 June 2015, a YoY growth of 12.2%.

The Group's B2B platform, which caters to over 150 financial advisory (FA) companies, banks and financial institutions, which in turn have more than 5,000 wealth advisers, saw a YoY increase of 15.7% in its AUA to S\$4.26 billion. Singapore's AUA contribution to the Group stood at 73.2%, followed by Hong Kong at 22.6% and Malaysia at 4.2%.

The Group's Singapore subsidiary received regulatory approval in 2Q2015 to distribute bonds and Exchange Traded Funds (ETFs). Its B2C and B2B platforms distribute over 300 bonds from May 2015, with important information on prices, yield-to-maturity and credit rating, provided to investors, which the Group believes will help investors to understand bonds, an important investment class, better.

The Group entered into an agreement for the acquisition of a stockbroking firm, Winfield Securities Limited, in June 2015, which is pending regulatory approval in Hong Kong. The purchase consideration totals HK\$14.7 million and will be financed with the Group's IPO proceeds. The Group believes that the acquisition will add to its range of investment products, offering a higher value proposition to its customers, including its B2B FAs and other financial institutions, as the Group intends to empower each FA company and financial institution with the capabilities of a 'mini private bank'.

In Singapore, profit after tax grew 21.1% YoY to S\$2.88 million in 2Q2015 and 35.7% YoY to S\$5.63 million in 1H2015. Profit after tax for Hong Kong grew 10.0% YoY to S\$0.61 million in 2Q2015 and 18.6% YoY to S\$1.00 million in 1H2015 respectively. Malaysia turned around, delivering a profit of S\$0.03 million in 2Q2015 and S\$0.01 million in 1H2015 respectively.

The Group's operation in China, currently in a preparation phase, posted a loss of S\$0.23 million in 2Q2015 and S\$0.35 million in 1H2015 respectively. The Group has applied for the Third Party Funds Distribution licence in China in preparation for the launch of an investment platform, and continues to focus on developing its IT system, and the eventual provision of platform services, especially to potential B2B customers.

The Group's Directors have proposed a second interim dividend for 2015 based on 53.9% of its net profit (excluding exceptional items) for the second quarter of 2015, amounting to 0.68 cents per ordinary share. Over all four quarters in FY2015, the Group's Directors intend to recommend and distribute dividends of 60% of net profit (excluding exceptional items), but quarterly dividends for the first three quarters in FY2015 may be less than 60% of net profit for those quarters.

**Table 1: Key financial highlights (2Q2015 versus 2Q2014)**

S\$ (Million)	2Q2014	2Q2015	YoY change (%)
Net revenue	9.03	11.38	+26.0
Expenses	6.33	8.31	+31.2
Net profit attributable to owners of the Company	2.64	3.28	+24.6

**Table 2: Key financial highlights (1H2015 versus 1H2014)**

S\$ (Million)	1H2014	1H2015	YoY change (%)
Net revenue	17.38	21.24	+22.2
Expenses	12.57	15.49	+23.3
Net profit attributable to owners of the Company	4.65	6.29	+35.2

**Table 3: Key financial highlights (FY2011-1H2015)**

	FY2011	FY2012	FY2013 <sup>1</sup>	FY2014 <sup>2</sup>	1H2015
Net revenue (S\$ million)	25.20	26.29	31.58	36.68	21.24
Net profit (S\$ million)	2.77	3.74	7.86	10.51	6.29
PBT margin (based on net revenue)	9.4%	15.0%	25.9%	29.6%	32.2%
EPS (cents)	1.38	1.86	3.89	5.06	2.42
Return on Equity (p.a.)	13.2%	17.0%	31.4%	38.7%	17.4%

**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

## About iFAST Corp

iFAST Corp (stock code: AIY) is an Internet-based investment products distribution platform, with assets under administration (AUA) of approximately S\$5.71 billion as at 30 June 2015. Incorporated in the year 2000 in Singapore, iFAST Corp provides a comprehensive range of services, including investment administration and transactions services, research and trainings, IT services and backroom functions to banks, financial advisory firms, financial institutions, multinational companies, as well as investors in Asia. The company is also present in Hong Kong, Malaysia and China.

iFAST Corp has two main business divisions, namely our Business-to-Consumer (B2C) website, Fundsupermart.com, targeted at DIY investors; and our Business-to-Business (B2B) platform that caters to the specialised needs of financial advisory (FA) companies, banks and financial institutions. Over 5,000 wealth advisers from more than 150 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 celebrates its 15<sup>th</sup> year anniversary in 2015.

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

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The initial public offering (IPO) of shares and listing of iFAST Corporation Ltd. on the Mainboard of the Singapore Exchange Securities Trading Limited (on 11 December 2014) was jointly sponsored by DBS Bank Ltd. and RHB Securities Singapore Pte. Ltd. (formerly known as DMG & Partners Securities Pte Ltd) as joint issue managers, bookrunners and underwriters and they assume no responsibility for the contents of this presentation.

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