

## COL FINANCIAL'S FIRST QUARTER 2017 EARNINGS RELEASE

### **COL Financial profits up 42% on rise in market share**

COL Financial Group, Inc. (COL) delivered strong first quarter 2017 profits, with a 41.9% jump in net income to Php100.2 million as its operations across business segments grew faster than the industry. Revenues increased 24.7% to Php213.6 million, largely driven by the strong growth of commissions, which expanded 17.7% to Php139.2 million.

In addition to the strong growth in revenues, total expenses increased at a slower pace of 6.2% to Php82.6 million as the company remained focused on managing its costs. As a result, COL's operating profits jumped by a faster 40.0% to Php130.9 million while its return on average equity improved to 30.1% in 1Q 2017 compared to 23.0% in 1Q 2016.

Furthermore, COL's value turnover increased by 19.4% from a year ago, outpacing the Philippine Stock Exchange (PSE) which grew by 7.1%. Consequently, COL's market share in terms of value turnover increased to 5.8% in 1Q 2017, up significantly from 5.2% during the same period last year.

COL's PSE ranking in terms of value traded jumped four levels higher to #4 for the first time at the end of the first quarter. It also maintained its number one position in terms of transaction volume, cornering 20.3% of total transactions in the period.

"Our company's outstanding performance this quarter is largely attributable to our strategy of focusing on the retail investor base, a segment that is rapidly growing and which continues to regularly invest," said President and CEO Dino Bate.

COL continued to steadily attract new clients, reaching over 216,000 clients as of the end of March 2017 or 44,000 new clients year-on-year. Client equity also rose to record levels of Php65.1 billion by the end of March, a 23% increase from the year before, primarily driven by net new asset flows of over Php10 billion.

COL's fund distribution business, COL Fund Source, also continued to gain traction in the first quarter of 2017. COL Fund Source ended the three-month period with more than 20,000 clients and total value of assets under administration of Php1.5 billion. Furthermore, COL's equity mutual fund net sales for the first quarter of 2017 reached Php103.4 million, accounting for 82.8% of the industry's net sales during the period.

"The company's strong showing highlights our ability to serve a broad range of investors, and indicates our customers' continued trust in us and our ability to serve their different investment needs," said Dino Bate.

COL Financial is the dominant market leader in Philippine online stock brokering, with its online platform that offers access to both stocks and mutual funds. COL's mutual fund distribution business, COL Fund Source, carries preselected peso-denominated funds of the six asset management companies that altogether account for around 98% of the mutual fund industry's assets under management.