

**COL FINANCIAL GROUP, INC.**  
Annual Stockholders' Meeting  
Held at Ballrooms C, D, & E, Crowne Plaza Galleria Manila  
on 29 March 2019 at 2:00PM

<b>Shareholders Present:</b>	<b>No. of Outstanding and Voting Shares</b>	<b>Percentage of Total</b>
	410,000,865	86.13%

**1. Call to Order, Proof of Notice and Determination of Quorum**

The Chairman of the Board called the meeting to order. The Corporate Secretary ("Secretary") reported that on 8 March 2019, copies of the Definitive Information Statement ("DIS") containing the Notice of the 2019 Annual Stockholders' Meeting of COL Financial Group, Inc. (the "Corporation"), together with the Agenda of the Meeting and the Audited Consolidated Financial Statements were sent to the Securities and Exchange Commission ("SEC"), the Philippine Stock Exchange, the Corporation's stock transfer agent Professional Stock Transfer, Inc., and all stockholders of record as of 28 February 2019.

The Secretary also reported that on 15 March 2019, the Corporation filed with the SEC an Amended DIS to reflect the updated list of nominees for the Board of Directors. This was approved by the SEC through SEC MSR Order No. 4 series of 2019, which order was published in the Daily Tribune on 23 March 2019. Copies of the Amended DIS were also served by personal delivery and registered mail to all necessary parties, including the stockholders of record on 22 March 2019.

The Secretary certified that out of 476,000,000 common shares, shareholders representing at least 409,037,188 shares were present either in person or by unsolicited proxies, representing 85.39% of the subscribed and outstanding capital stock entitled to vote. The Secretary then certified that a quorum existed for the meeting.

Upon final tabulation, it was determined that shareholders representing at least 410,000,865 shares, either in person or by unsolicited proxies, were present during the annual stockholders' meeting, representing 86.13% of the subscribed and outstanding capital stock entitled to vote.

**2. Approval of the Minutes of the Previous Meeting**

The Chairman presented the minutes of the previous stockholders' meeting held on 13 April 2018. Upon motion made and duly seconded, the stockholders passed and approved the following resolution:

**"RESOLVED**, that the minutes of the meeting of the stockholders held on 13 April 2018 be, as it is hereby confirmed, ratified and approved."

As tabulated by the Secretary, the votes on the motion for the approval of the minutes of the 13 April 2018 Stockholders' Meeting were as follows:

	Yes	No	Abstain
Approval of the Minutes of the Previous Meeting	409,653,488	-	347,377

### 3. *President's Report for 2018*

The President proceeded to give his report, a copy of which is attached hereto as Annex "A".

Upon motion made and duly seconded, the stockholders passed and approved the following resolution:

**"RESOLVED**, that the stockholders of the Corporation hereby adopt the report of the President for the year 2018."

As tabulated by the Secretary, the votes on the motion for the adoption of the President's Report for 2018 were as follows:

	Yes	No	Abstain
Adoption of the 2018 President's Report	409,653,488	-	347,377

### 4. *Ratification of all Acts, Investments, and Resolutions of the Board of Directors and Management for 2018 up to 1 March 2019*

Upon motion made and duly seconded, the stockholders passed and approved the following resolution:

**"RESOLVED**, that all acts, investments, and resolutions of the Board of Directors and Management for the calendar year 2018 up to 1 March 2019 be, as they are hereby confirmed, ratified, and approved."

As tabulated by the Secretary, the votes on the motion for the ratification of all acts, investments, and resolutions of the Board of Directors and Management were as follows:

	Yes	No	Abstain
Ratification of all acts, investments, and resolutions of the Board and Management for 2018 up to 1 March 2019	409,653,488	-	347,377

### 5. *Approval of the 2018 Audited Financial Statements*

Upon motion made and duly seconded, the stockholders passed and approved the following resolution:

**"RESOLVED**, that the audited financial statements for the year ended December 31, 2018 be, as the same are, hereby approved."

As tabulated by the Secretary, the votes on the motion for the approval of the 2018 Audited Financial Statements were as follows:

	Yes	No	Abstain
Approval of the 2018 Audited Financial Statements	409,653,288	-	347,577

## 6. Election of Directors for the year 2019 – 2020

The next item in the agenda was the election of Directors for the year 2019-2020. Mr. Khoo Boo Boon, chairman of the Nomination Committee, reported that the committee received nominations for and pre-screened the following 11 persons as members of the Corporation's Board of Directors:

Mr. Edward K. Lee  
Mr. Alexander C. Yu  
Mr. Conrado F. Bate  
Mr. Hernan G. Lim  
Mr. Raymond C. Yu  
Mr. Wellington C. Yu  
Mr. Paulwell Han  
Mr. Arthur Gerrard Gindap  
Mr. Khoo Boo Boon  
Ms. Catherine L. Ong  
Mr. Hokushin Kido

Out of 11 nominees, 2 were nominated for the position of independent director, namely, Mr. Khoo Boo Boon and Mr. Arthur G. Gindap.

The Chairman requested the Secretary to report on the results of the election. In response, the Secretary reported that based on the partial tabulation of votes, each of the nominees of directors garnered at least 332,649,837 votes, which represent 69.88% of the outstanding voting shares. The Secretary certified that each nominee received sufficient votes for election to the Board.

Upon motion made and duly seconded, the stockholders passed and approved the following resolution:

**“RESOLVED**, to elect the following as directors of the Corporation for the year 2019-2020:

Mr. Edward K. Lee  
Mr. Alexander C. Yu  
Mr. Conrado F. Bate  
Mr. Hernan G. Lim  
Mr. Raymond C. Yu  
Mr. Wellington C. Yu  
Mr. Paulwell Han  
Mr. Arthur Gerrard Gindap  
Mr. Khoo Boo Boon  
Ms. Catherine L. Ong  
Mr. Hokushin Kido”

After final tabulation by the Secretary, it was determined that each nominee received the following number of votes:

	Yes	No	Abstain
1. Edward K. Lee	411,852,288	3,000,000	347,377
2. Alexander C. Yu	402,320,788	3,000,000	347,377
3. Conrado F. Bate	414,852,288	-	347,377
4. Hernan G. Lim	402,320,788	3,000,000	347,377
5. Raymond C. Yu	402,320,788	3,000,000	347,377

6. Wellington C. Yu	405,320,788	-	347,377
7. Paulwell Han	402,320,788	3,000,000	347,377
8. Arthur Gerrard Gindap	402,320,788	-	347,377
9. Khoo Boo Boon	414,852,288	-	347,377
10. Catherine L. Ong	414,852,288	-	347,377
11. Hokushin Kido	402,320,788	3,000,000	347,377

### 7. Appointment of External Auditor

Upon motion made and duly seconded, the stockholders re-appointed Sycip, Gorres & Velayo as the Company's external auditor by approving the following resolution:

**“RESOLVED**, that SGV & Company, Certified Public Accountants, be, as they are hereby, re-appointed as external auditors of the Company for the year 2019-2020.”

As tabulated by the Secretary, the votes on the motion for re-appointment of the external auditor of the Company for the year 2019-2020 were as follows:

	Yes	No	Abstain
Appointment of External Auditor	409,653,288	200	347,377

### 8. Other Matters and Adjournment

The Chairman informed the stockholders that the Board approved the declaration of cash dividends to all stockholders of record as of 16 April 2019, as follows: Php0.21 as regular cash dividend and Php0.64 as special cash dividend or a total of Php0.85 for the year.

There being no other matters to take up and upon motion duly seconded, the meeting was adjourned.

Certified correct by:

FOR:   
**ATTY. SHARON T. LIM**  
 Corporate Secretary

Attested by:

  
**EDWARD K. LEE**  
 Chairman

# 20

FOCUSING  
ON OUR  
CLIENTS  
ANNUAL STOCKHOLDERS' MEETING



NET NEW FLOWS  
PHP 7.5BIL

↑ 88%



CLIENTS  
294,000

↑ 18.6%



CONSOLIDATED REVENUES  
PHP 1.2BIL

↑ 20.6%



NET INCOME  
PHP 513MIL

↑ 35.3%



NET NEW FLOWS  
PHP 7.5BIL

↑ 88%



CLIENTS  
294,000

↑ 18.6%



CONSOLIDATED REVENUES  
PHP 1.2BIL

↑ 20.6%



NET INCOME  
PHP 513MIL

↑ 35.3%



NET NEW FLOWS  
PHP 7.5BIL

↑ 88%



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294,000

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NET INCOME  
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NET NEW FLOWS  
PHP 7.5BIL

▲ 88%



CLIENTS  
294,000

▲ 18.6%



CONSOLIDATED REVENUES  
PHP 1.2BIL

▲ 20.6%

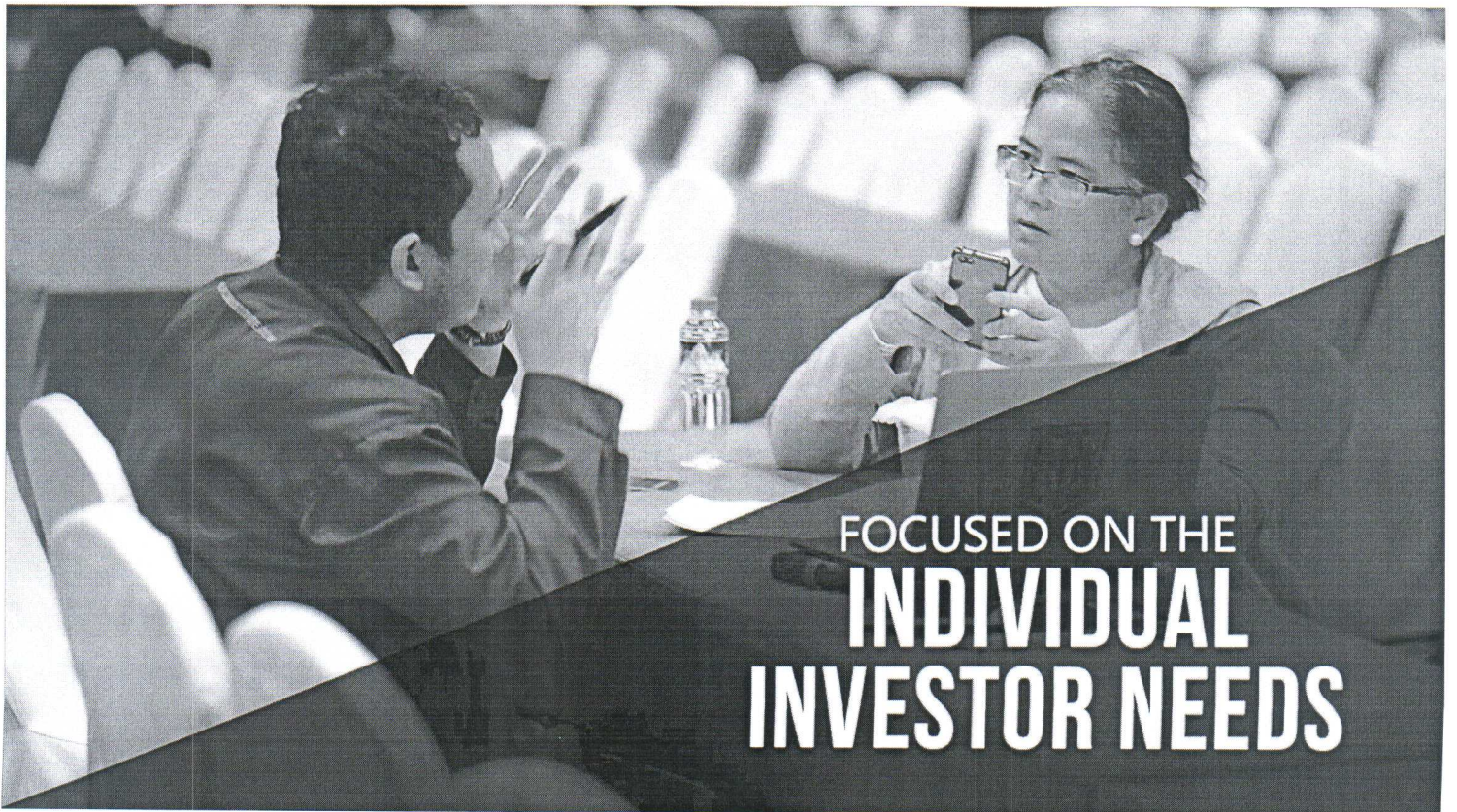


NET INCOME  
PHP 513MIL

▲ 35.3%

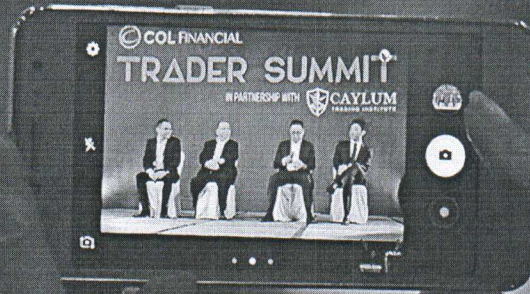
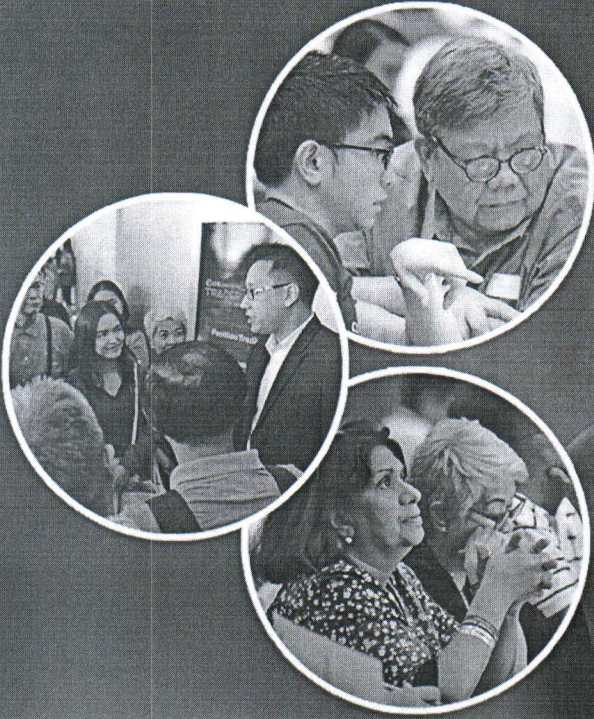
**20** FOCUSING  
ON OUR  
CLIENTS  
ANNUAL STOCKHOLDERS MEETING

 COL FINANCIAL

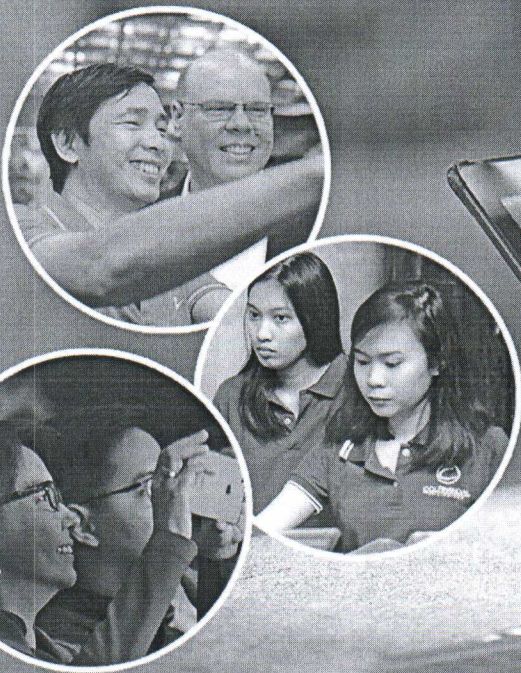


FOCUSED ON THE  
**INDIVIDUAL**  
**INVESTOR NEEDS**

# COL TRADER SUMMIT


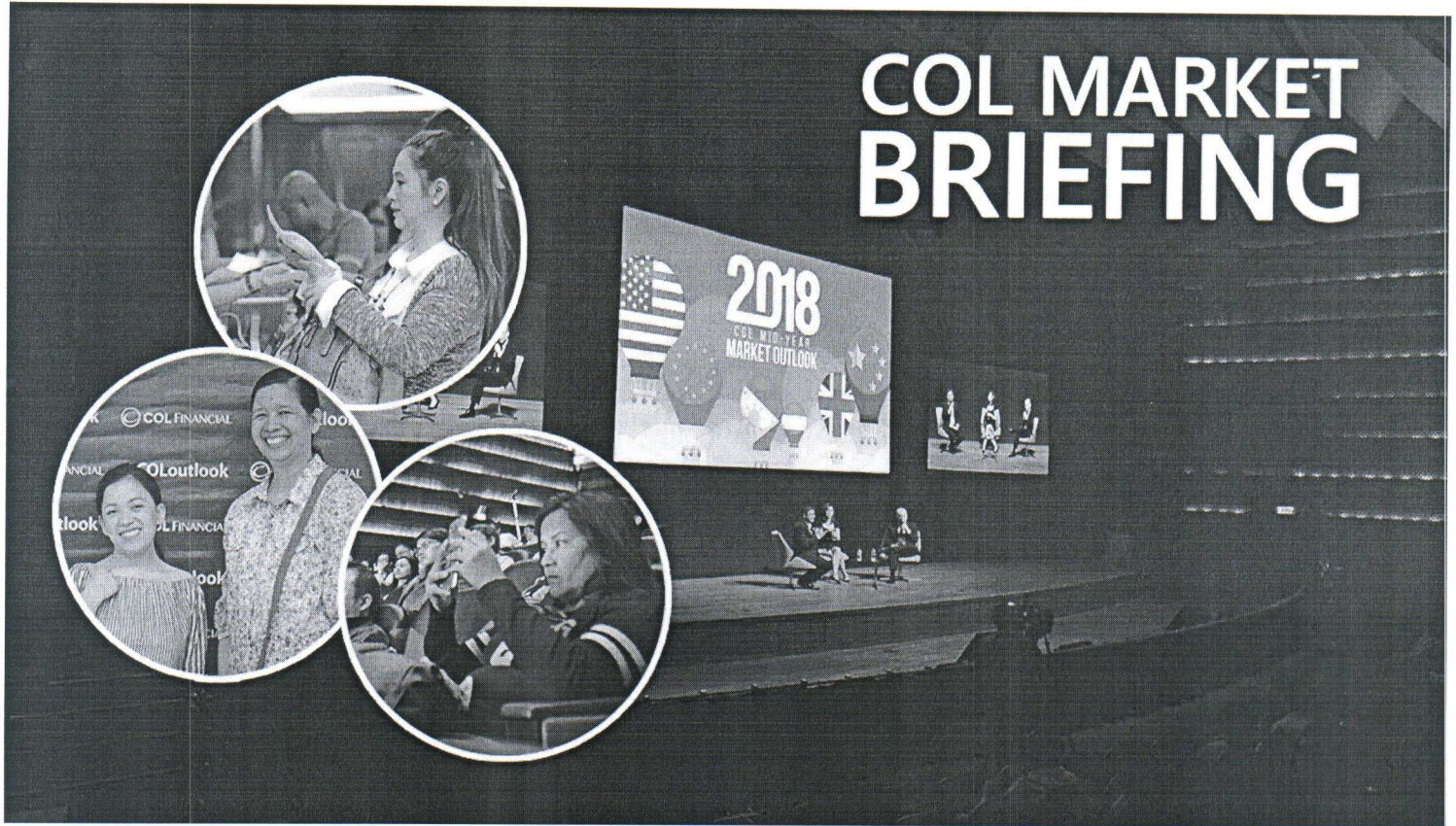


# COL INVESTOR SUMMIT










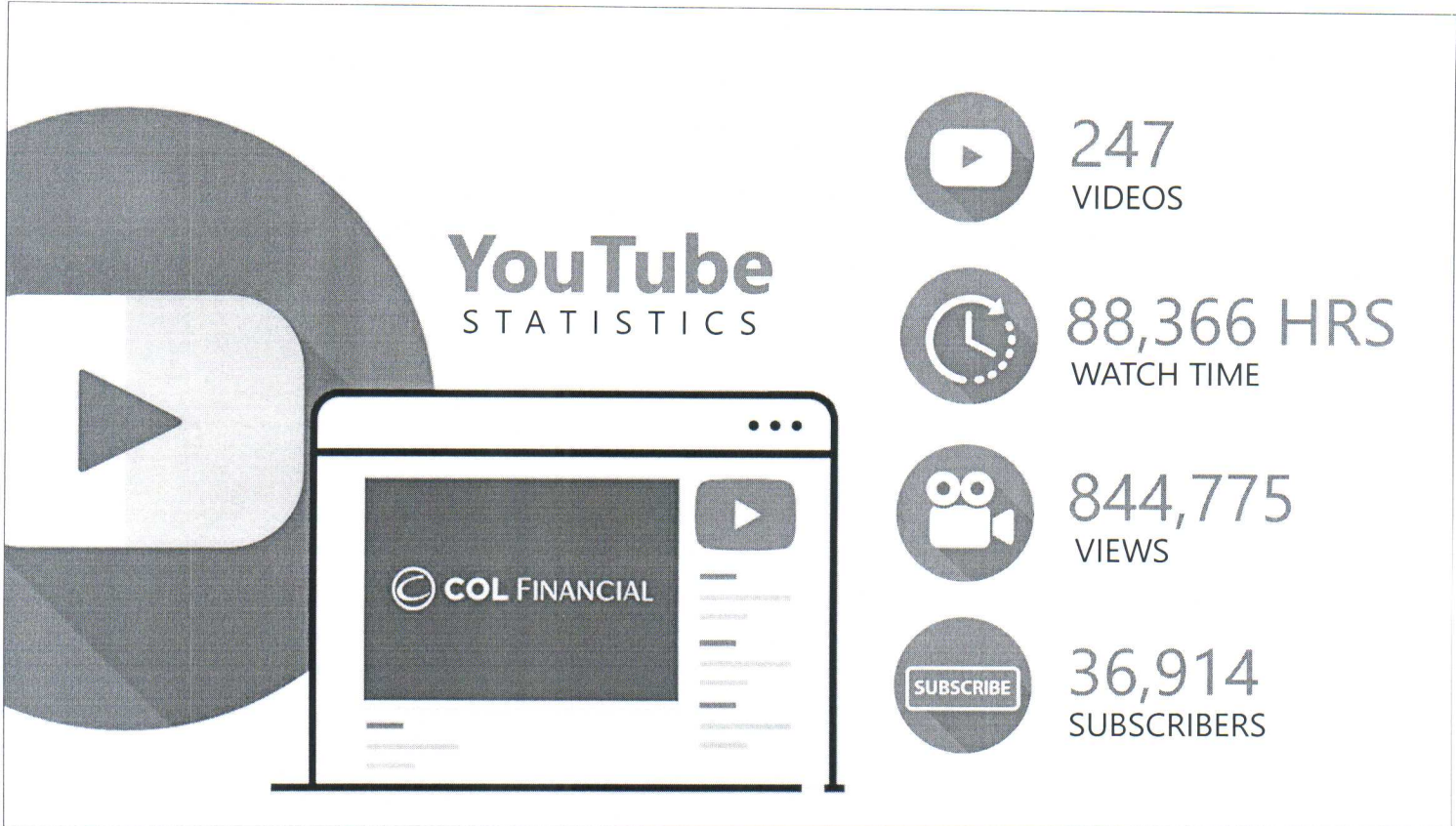
# COL MARKET BRIEFING



## Facebook STATISTICS



	<b>362</b> POSTS
	<b>11.1MIL</b> FACEBOOK REACH
	<b>220,643</b> FOLLOWERS



The graphic features a large, stylized play button icon on the left. In the center, a laptop screen displays the 'COL FINANCIAL' logo and a video player interface. To the right, four circular icons represent different YouTube metrics: a play button for videos, a clock for watch time, a video camera for views, and a 'SUBSCRIBE' button for subscribers.

# YouTube

STATISTICS

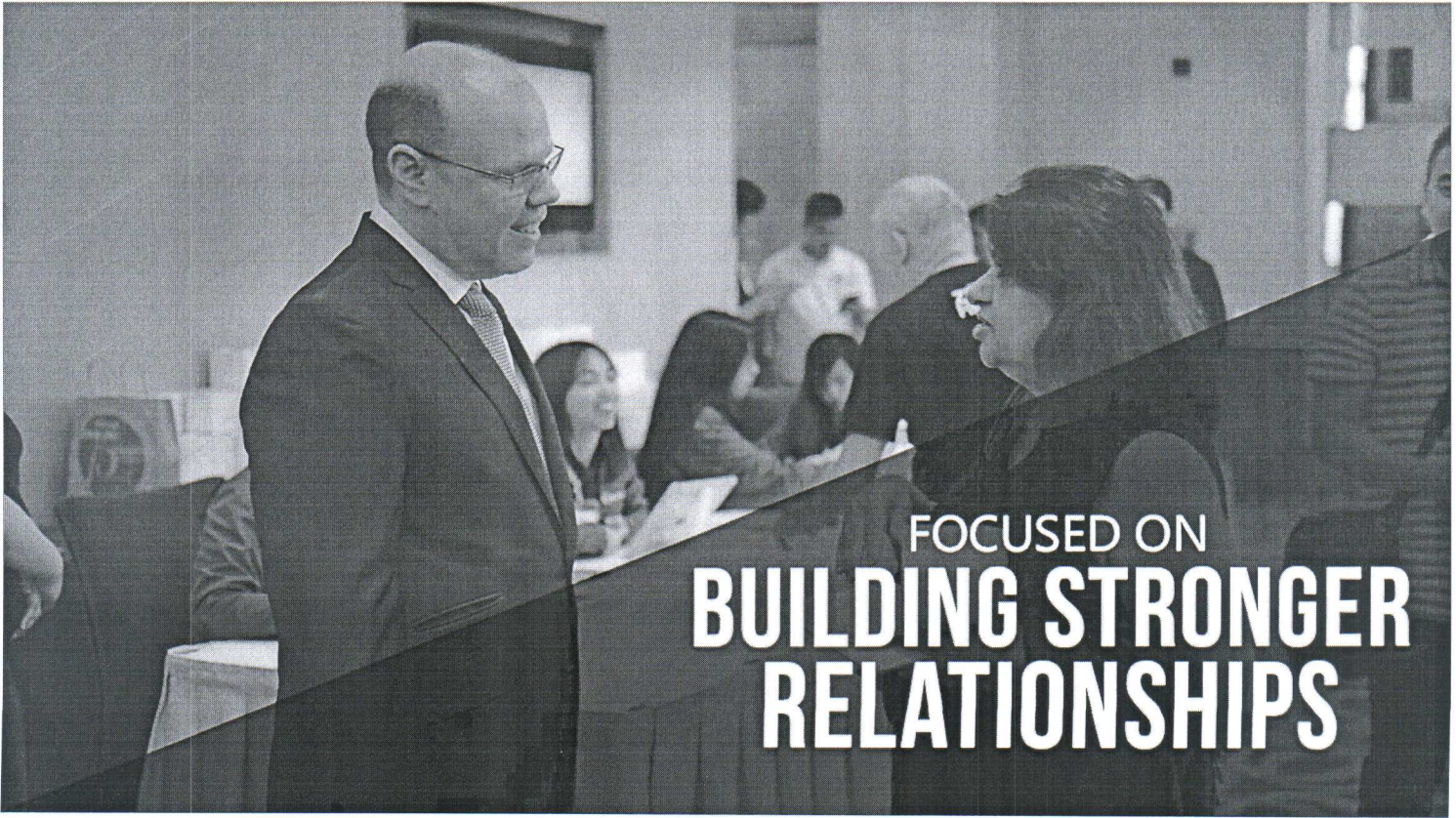
247  
VIDEOS

88,366 HRS  
WATCH TIME

844,775  
VIEWS

36,914  
SUBSCRIBERS

COL FINANCIAL

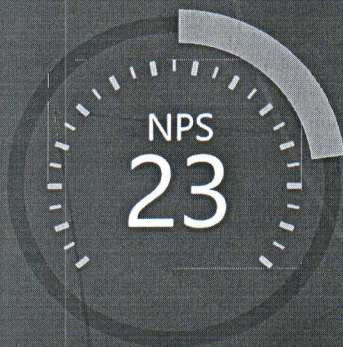


# NET PROMOTER SCORE<sup>®</sup> (NPS)

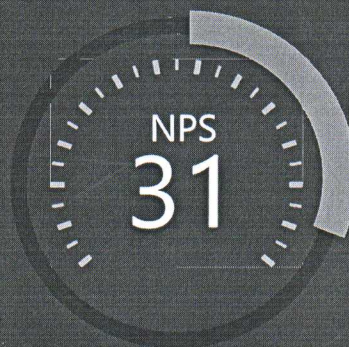
**28** FOCUSING  
ON OUR  
CLIENTS  
ANNUAL STOCKHOLDER MEETING

 COL FINANCIAL

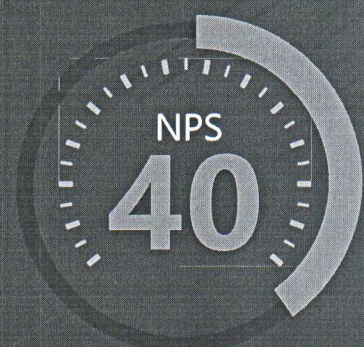
DECEMBER  
2016



DECEMBER  
2017



DECEMBER  
2018



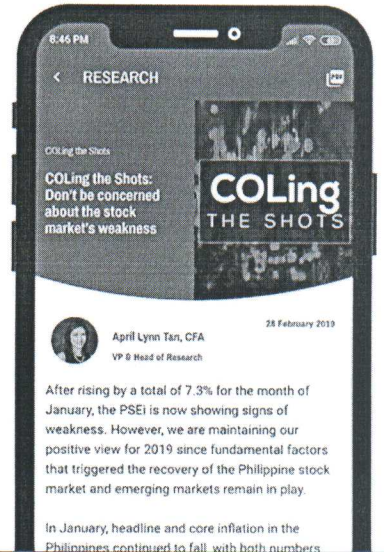
**28** FOCUSING  
ON OUR  
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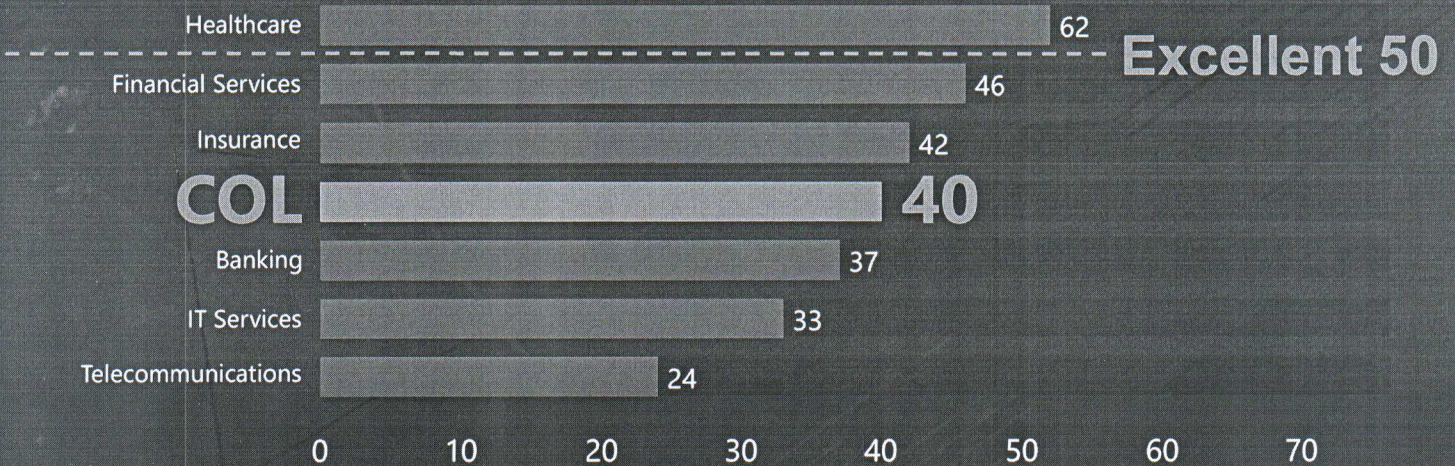
Improve  
Online Processes

Customer  
Experience Manager

Appropriate  
Guidance



## GLOBAL NPS BENCHMARK

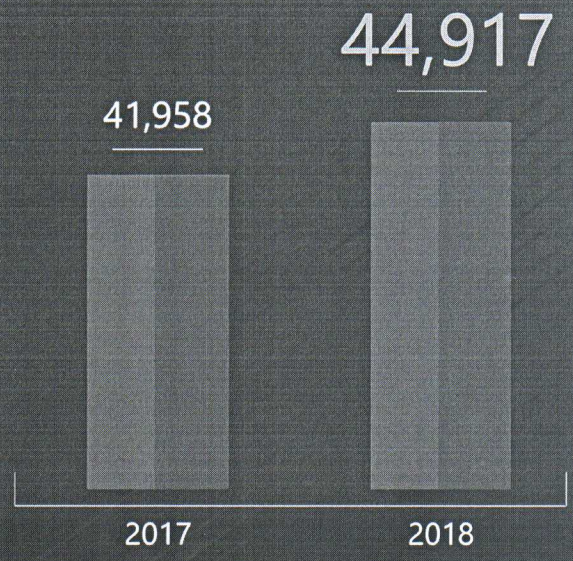




FOCUSED ON  
**REACHING  
NEW CLIENTS**

NEW INDIVIDUAL ACCOUNTS

▲ 7%



## NEW INDIVIDUAL ACCOUNTS

41,958

44,917

## SHARE OF INVESTOR CENTERS

19%

24%

2017

2018

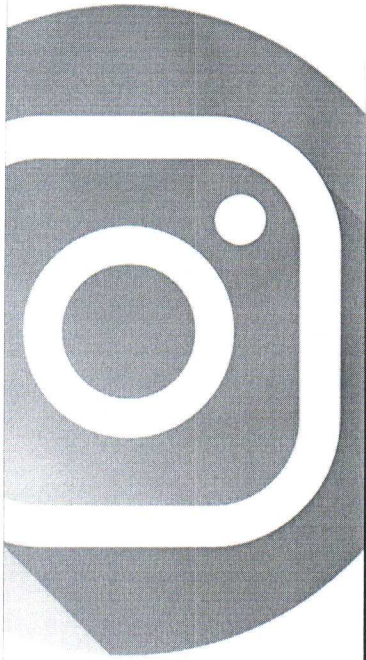
20 FOCUSING  
ON OUR  
CLIENTS  
ANNUAL STOCKHOLDER MEETING

COL FINANCIAL



# 52,934

## PEOPLE REACHED



colfinancial Follow

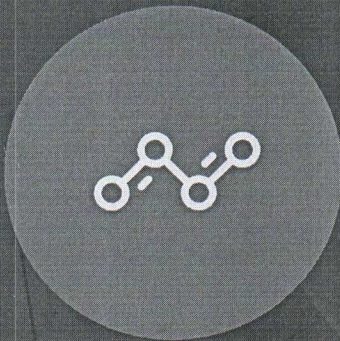
965 posts · 19.3k followers · 1 following

COL Financial Group, Inc.  
The Philippines' Most Trusted Online Stockbroker  
www.colfinancial.com

**START INVESTING**  
*with just*  
**PHP 1,000**

Open a COL account with just **P1,000** and start investing in stocks through mutual funds

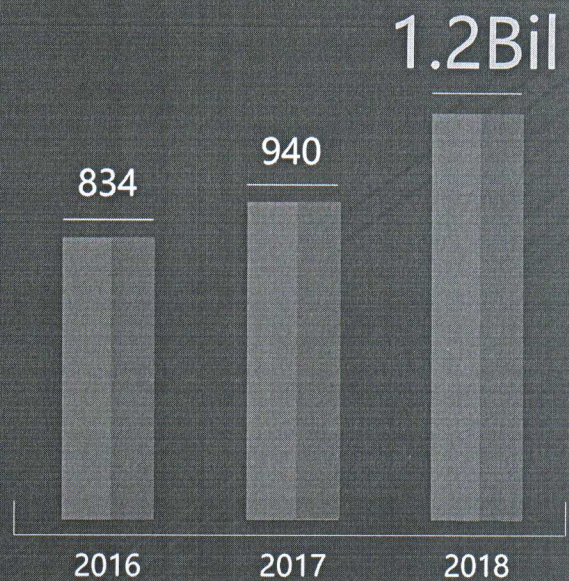
Open a  
COL Account  
with just  
**Php1,000**  
and start investing  
in stocks through  
mutual funds



## Financial Highlights

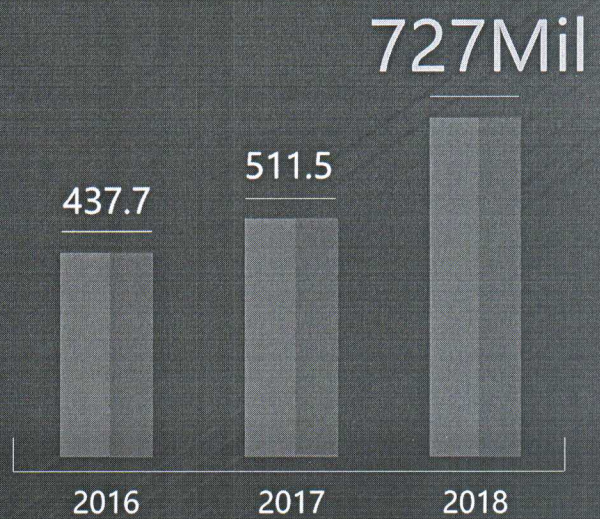
## CONSOLIDATED REVENUES

▲ 20.6%



## OPERATING INCOME

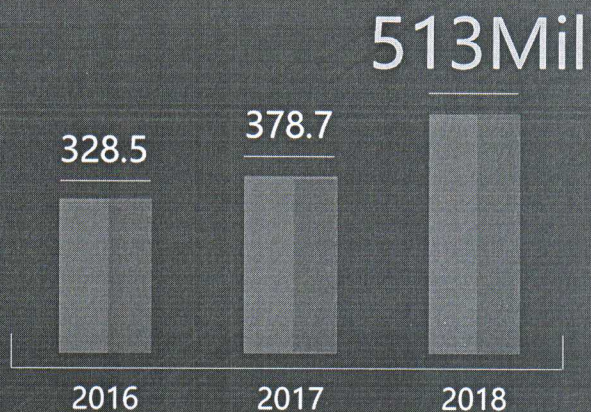
▲ 42.1%





## NET INCOME

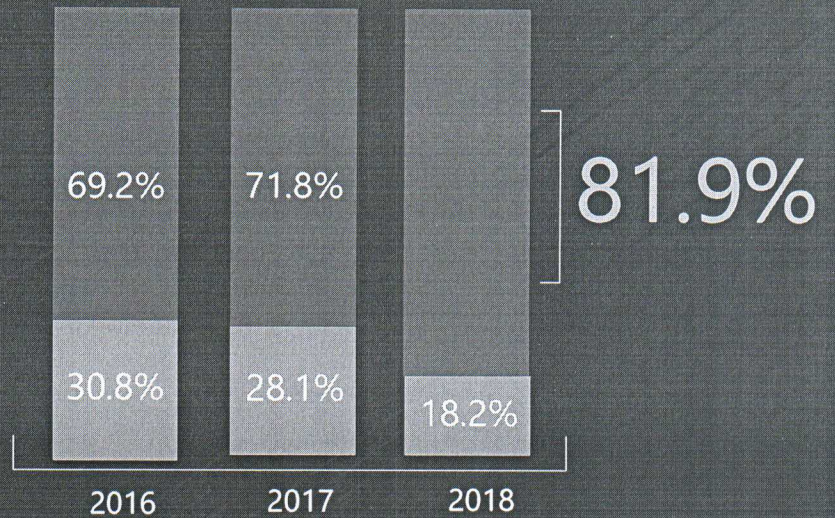
▲ 35.3%





## Breakdown of Revenues

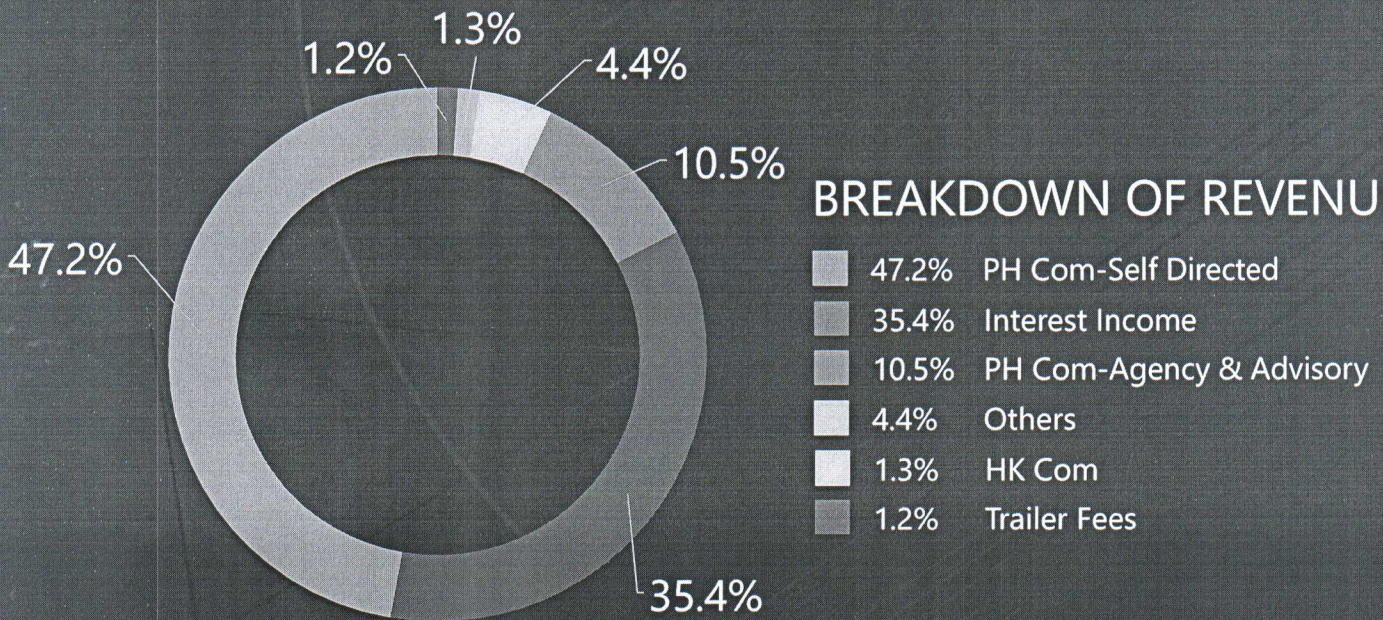
## TOTAL COMMISSIONS

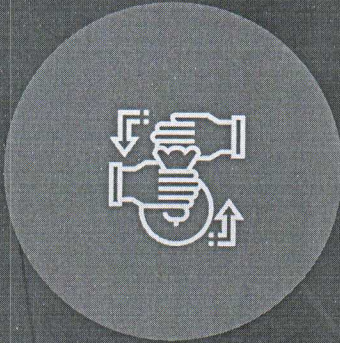

**21.0%**  
 PHILIPPINE REVENUE  
 PHP 1.1BIL



 Self-directed  
 Advisory

## BREAKDOWN OF REVENUE





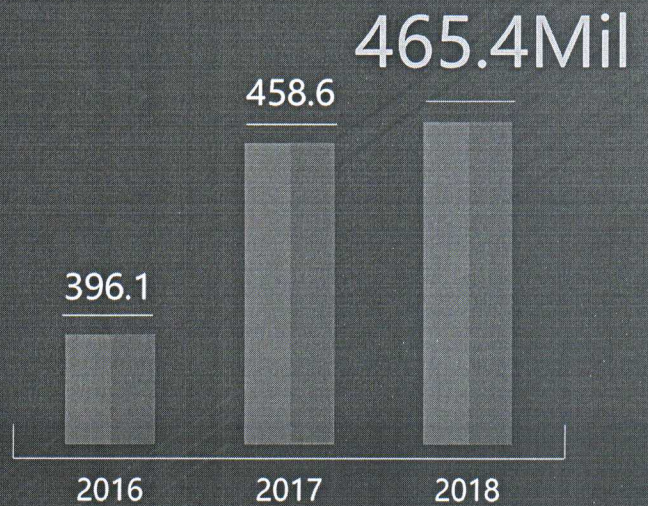
# Breakdown of Expenses

28 FOCUSING ON OUR CLIENTS  
ANNUAL STOCKHOLDERS MEETING

COL FINANCIAL

## CONSOLIDATED EXPENSES

▲ 1.5%



28 FOCUSING ON OUR CLIENTS  
ANNUAL STOCKHOLDERS MEETING

COL FINANCIAL

2016

2017

2018

CONSOLIDATED  
OPERATING MARGIN

39.4%

39.5%

44.3%

ROAE

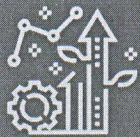
24.0%

25.9%

32.1%

28 FOCUSING  
ON OUR  
CLIENTS  
ANNUAL STOCKHOLDERS MEETING

COL FINANCIAL

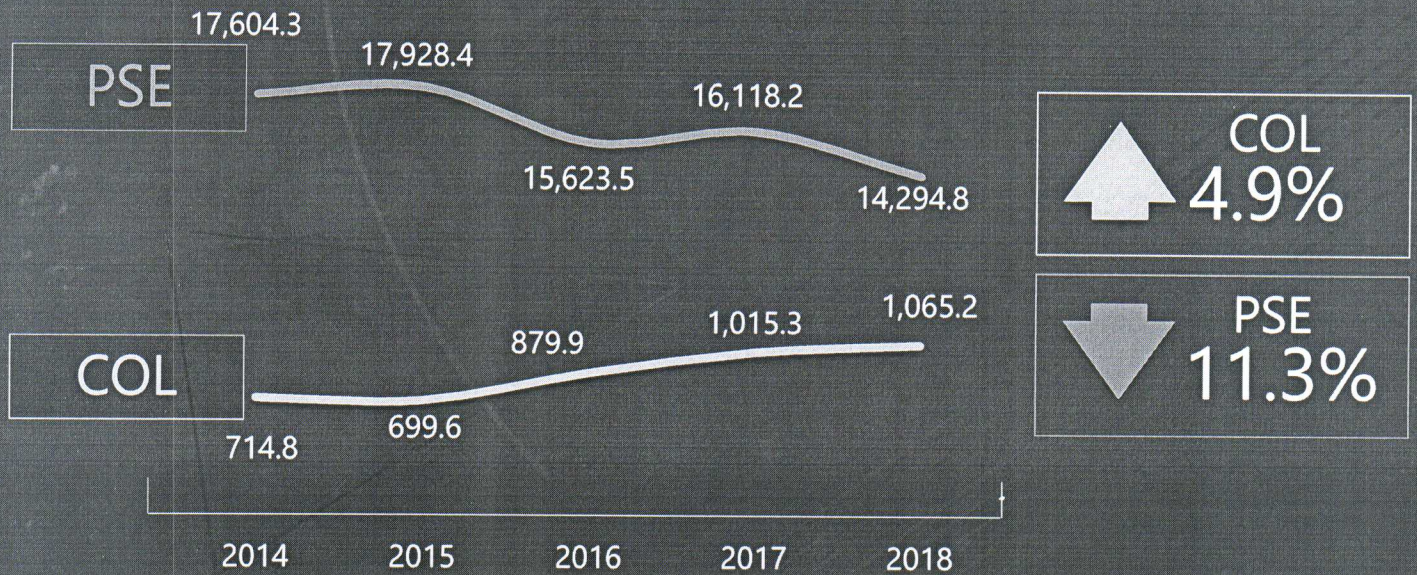


## Operating Highlights

28 FOCUSING  
ON OUR  
CLIENTS  
ANNUAL STOCKHOLDERS MEETING

COL FINANCIAL

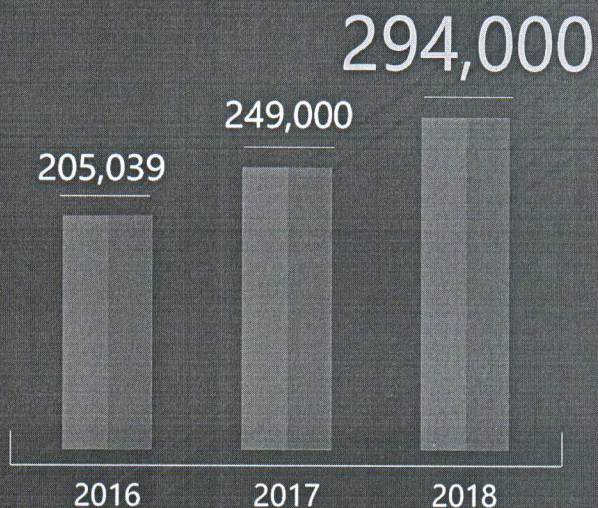
## AVE DAILY VALUE T/O (IN PHP MIL)



	2014	2015	2016	2017	2018
% TOTAL MARKET SHARE	4.1%	3.9%	5.6%	6.3%	7.5%
% LOCAL MARKET SHARE	8.2%	7.7%	11.9%	12.7%	15.3%
RANK	8	8	6	6	2

## CLIENT BASE

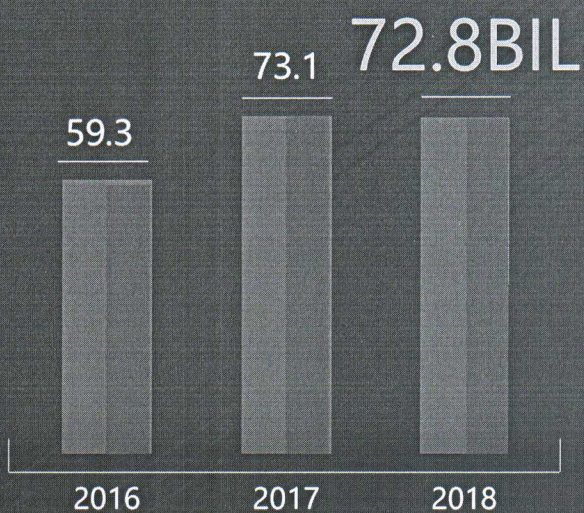
▲ 18.6%



## NET CLIENT ASSETS

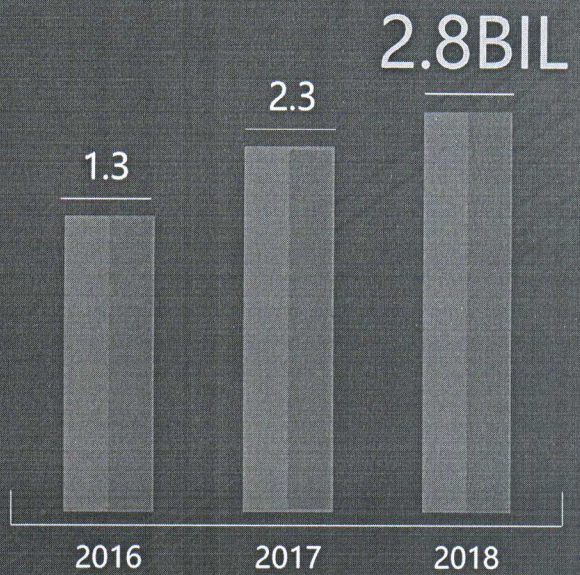
NET NEW FLOWS  
PHP 7.5BIL

▲ 88%



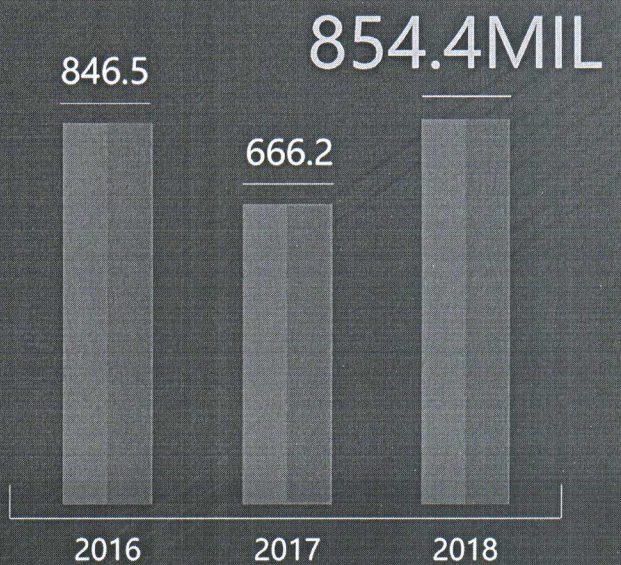
# COL FUND SOURCE ASSETS UNDER ADMINISTRATION

▲ 25.9%



# COL FUND SOURCE MUTUAL FUND NET SALES

▲ 28.3%



COL FUND SOURCE  
MUTUAL FUND INVESTORS

▲ 32.7%



MOVING INTO  
2019



- 
- 1 Build customers trust
  - 2 **Innovate** for our customers
  - 3 **Disciplined** in our operations and capital management
  - 4 **Advocate** financial literacy



2019  
AND BEYOND