

## COL FINANCIAL'S FIRST HALF 2015 EARNINGS RELEASE

### **Headline:**

#### **Profits up 23.7% on the strength of Philippine and HK equity markets**

COL Financial Group, Inc. (COL) delivered strong growth during first half of 2015 with profits rising by 23.7% to Php189.3 million from Php153.3 million during the same period last year.

Revenues jumped by 16.7% to Php394.2 million, driven by the strength of both its Philippine and Hong Kong operations.

Revenues from COL's Philippine operations jumped by 16.3% to Php371.8 million as commissions increased by 15.6% to Php248.7 million and as interest income improved by 9.2% to Php111.0 million.

During the first half of 2015, COL handled Php91.8 billion worth of trades that went through the Philippine Stock Exchange (PSE). Aside from higher trading activity in the PSE, COL benefited from the continuous growth of its client base and client equity. During the first half of 2015, COL's client base expanded by more than 25,000, allowing it to end the period with 138,628 clients. This is higher by 22.9% compared to its end 2014 level of 112,827 and up 43.8% compared its end June 2014 level of 96,430. Due to the strong growth of COL's client base, total equity of COL's retail clients already exceeded US\$1.0 billion at Php46.7 billion as of end June 2015.

COL's market share in terms of value turnover in the PSE reached 3.8% during the first half of 2015, making it the eight largest stock broker in the country in terms of trading value.

COL likewise maintained its position as the number one stock broker in terms of volume of transactions as it handled a total of 2.4 million trades in the PSE. This is equivalent to 19.4% of the volume of transactions during the period in review.

COL's Hong Kong operations also performed strongly during the first half of 2015. Revenues improved by 22.9% to Php22.3 million due to the strong performance of the Hong Kong stock market. Note that during the first six months of the year, the Hang Seng index (HSI) increased by 11.2% as it benefited from the favorable sentiment for Hong Kong stocks.

Notwithstanding the strong growth in revenues, COL managed to cap the growth of its fixed operating expenses to only 10.6%. This allowed operating profits to grow by 19.1% to Php236.9 million, faster than the 16.7% increase in revenues.

"We are very pleased with our strong first half results. This we believe is a testament to the growing trust of Filipino investors in COL as their partner in creating wealth," said COL President and CEO Dino Bate.

"We are more excited about the remaining part of 2015 though as we already opened public access to 'COL Fund Source,' our online fund distribution platform, last July 27. Despite minimal marketing effort,

a total of 2,700 clients have already invested Php109.6 million in various mutual funds ranging from money market funds, bond funds, balanced funds to equity funds. Through 'COL Fund Source,' we hope to address the needs of more Filipino investors, so that more Filipino investors can enjoy a richer life," added Mr. Bate.

COL has already signed a Memorandum of Agreement with six asset management companies which together account for 92.1% of the assets under management of the mutual fund industry. Most of the peso denominate funds of the said companies are currently available for purchase in COL's website.