

COL FINANCIAL'S FIRST NINE MONTHS EARNINGS RELEASE

Headline: COL Posts Record 9M Numbers

COL continued to deliver record earnings during the first 9-months of 2013, with consolidated net income growing 11.4% year-on-year to Php297.0 million. Operating profits increased by 26.9% to Php366.8 million, driven by the 24.6% jump in revenues to Php603.7 million. This in turn was a result of the 31.2% increase in commission revenues to Php452.0 million and the 10% improvement in interest income to Php151.1 million.

Operating profits from Philippine operations grew by an even faster pace of 30.3% year-on-year to an all-time high of Php351.7 million.

The growing popularity of investments in the Philippine stock market brought about by falling interest rates and the accelerating growth of the COL's client base were largely responsible for its record performance. Despite the correction which began in May, the PSEi was still higher by 6.5% for the year to date period ending September. Meanwhile, value turnover in the Philippine Stock Exchange soared by 52.3% during the first nine months of the year, led by the 77.9% increase in value turnover of foreign investors.

COL's client base also maintained its rapid growth, increasing by another 66.5% compared to its end 2012 level of 46,536 to 77,466 as of end September 2013. Client equity handled by COL also increased significantly, exceeding the US\$1 billion mark to Php47.1 billion as of end September 2013 from Php34.4 billion as of end 2012. Moreover, the increase was largely brought about by net new deposits which amounted to Php16.0 billion for the first 9-months of the year. The said factors are a strong testament of the investing public's growing level of trust towards COL.

The strong growth in COL's client base was also largely responsible for the continuous improvement in the online stockbroker's market share in the PSE. From 7.7% during the first nine months of 2012, COL's market share in terms of value turnover by local investors in the PSE jumped to 8.0% during the first 9-months of 2013. COL also maintained its position as the number one stockbroker in terms of volume of transactions handled, with a market share of 24.0% in the first 9-months of 2013, up from 23.4% in the same period last year.

Meanwhile, interest income increased largely due to higher utilization of COL's margin facility and the growth in the Company's cash position. Average margin loans expanded by 30.6% year-on-year, while COL's cash position increased by 47.5% as of end September 2013 compared to its end 2012 level as a natural consequence of its growing client base.

Annualized return on average equity improved to 30.8% during the first 9-months of 2013, allowing COL to remain the most profitable listed stockbroker in Asia.

"We are pleased to announce another record earnings result for the first nine months of this year. More importantly, we are glad to see the continuous expansion of our client base and their investments in the Philippine Stock Exchange. At COL, we believe that our profitability is only a consequence of our client's success. Going forward, we plan to expand our products and services to better address the needs of our existing clients and other Filipino investors." says President and CEO Dino Bate.