

## COL FINANCIAL'S FIRST HALF 2017 EARNINGS RELEASE

### **COL Financial profits up 17% as company sets new records**

COL Financial Group, Inc.'s (COL) first half 2017 profits increased by 17.1% to Php214.6 million as it continued to set new records. Revenues increased 14.8% to Php460.2 million as commissions grew by 10.0% to Php322.5 million. Commissions increased as COL's average daily value turnover in the first half of 2017 jumped by 18.1% to a new record of Php1.0 billion. The said growth was also faster than the 11.2% increase in the Philippine Stock Exchange's (PSE) average daily value turnover.

Due to the strong growth in value of transactions, COL's market share in the PSE increased to 6.0% in the first half of 2017, also a new record high. It likewise maintained its rank as the 4<sup>th</sup> largest stock broker in the PSE, a rank it first attained during the first quarter of 2017.

Meanwhile, it continued to be the number one stock broker in terms of transaction volume, cornering 20.3% of total transactions in the semester.

"Our strategy of focusing on the retail investor base, a segment that is rapidly growing and is underserved, is continuing to pay off as evidenced by our strong first half numbers," said COL President and CEO Dino Bate.

COL continued to steadily attract new clients, reaching close to 225,000 as of the end of June 2017 or 43,000 new clients year-on-year. Client equity also rose to record levels of Php68.2 billion by the end of June, a 21% increase from the year before.

COL's fund distribution business, COL Fund Source, also continued to gain traction in the first half of 2017. COL Fund Source ended the six-month period with more than 22,000 clients and total value of assets under administration of Php1.7 billion. Furthermore, notwithstanding the net redemptions suffered by the mutual fund industry, COL's equity mutual fund net sales for the first half of 2017 reached Php213.8 million.

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 from six asset management companies that altogether account for around 98% of the mutual fund industry's assets under management.