

**COL Financial 9M17 profits grow 7.2%, continuing outperformance**

COL Financial Group, Inc.'s (COL) profits in the first nine months of the year rose 7.2% to Php339.7 million, continuing to set new records and outperforming the industry. Revenues grew 7.6% to Php710.7 million year-on-year as commissions, interest income from margin lending, and fund distribution fees increased.

Although value turnover in the Philippine Stock Exchange (PSE) was flat during the first nine months of 2017, COL's commission revenues increased by 3.1% as its value turnover grew 4.7%. This outperformance boosted COL's market share in the PSE to another record high of 6.1%. COL also ended the period as the fifth largest stock broker in the PSE in terms of value turnover, and remains the number one stockbroker in terms of transaction volume.

Meanwhile, interest income from margin lending jumped 12.1% to Php51.2 million as active traders capitalized on the strong performance of the Philippine market.

Finally, fees from COL Fund Source, COL's fund distribution business, more than doubled to Php7.4 million as assets under administration (AUA) jumped 63.7% year-on-year to Php2.0 billion. Outside of money market funds, the mutual fund industry saw a net redemption of Php10.8 billion in 9M17.

"Our strategy of focusing on the retail investor base, a rapidly growing and underserved segment, continues to pay off as evidenced by our strong year-to-date numbers," said COL President and CEO Dino Bate.

COL also steadily attracted new clients, reaching close to 237,000 total clients as of end-September, or a 21.2% year-on-year increase. Client equity likewise rose to a new record level of Php71.0 billion by the end of September, a 17.1% increase from the year before.

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. In line with their continued efforts to make stock market investing easily available to more Filipinos, COL opened investors centers in Cebu and Ilocos this year, in addition to their centers in Pasig, Makati, and Davao.