

### **COL continues record performance in 2017**

COL Financial Group, Inc. (COL), the country's leading online stock and mutual fund platform, grew net income 15.3% to a new record high of Php 379 million in 2017. Revenues improved 16.4% to Php 970 million as all key areas of the business showed healthy growth last year. Commission revenues, in particular, saw a robust increase, helped by positive market conditions and by COL continuing to provide investment guidance to its clients.

The company's strong performance for the year would not have been possible if not for the continuous growth of its client base. As of end-2017, COL had 249,000 or nearly a quarter of a million accounts, showing a 21% growth from 205,000 in 2016. COL was able to achieve this growth due to the steady stream of referrals from existing clients, as well as through the establishment of new investor centers outside Metro Manila, namely in Davao, Cebu, and Ilocos.

COL's average daily value turnover in the Philippine Stock Exchange (PSE) also jumped to a new record of Php 1.0 billion, its 17.1% growth outperforming the PSE's growth of 4.9%. The company's market share likewise increased to 6.3% in 2017 from 5.6% in 2016, marking the company's 3<sup>rd</sup> consecutive year of achieving a record market share. In terms of value turnover for local investors, COL's market share rose to a new high of 13.1% compared to 11.9% by end-2016.

In addition, COL's total client equity reached a new record level of Php 73.1 billion, or a 23% increase compared to 2016. This jump in client assets was driven by improved portfolio values, and by the company's retail investors who continue to trust COL with their money as they build their wealth.

Despite being a relatively new business, COL's fund distribution business contributed Php 10.6 million in revenues in 2017, close to twice the Php 5.7 million generated in 2016. Assets under administration reached Php 2.3 billion as of end-2017 from Php 1.3 billion the previous year, as COL increased its efforts to raise awareness about the benefits and convenience of investing in mutual funds.

"We are happy to end the year serving almost a quarter of a million investors. We will continue to find ways to empower Filipinos so they can take control of their financial future, by providing them the optimal investing experience and by guiding them all throughout their entire investment journey," said Dino Bate, President and CEO of COL Financial.

Established in 1999 and formerly known as CitisecOnline, COL Financial Group, Inc. is the Philippines' leading online stockbroker, with its online platform that offers access to both stocks and the country's top mutual funds. COL Financial has reached hundreds of thousands of people in its commitment to help Filipinos build wealth and achieve financial independence through the Philippine stock market.