



**fintech**

## We deliver sophisticated services in the fintech industry

The FinTech platform operating under the Rogers Capital brand provides corporate, technology and financial services to an international clientele. It delivers our ambition to combine world class financial expertise with leading edge technology to provide sophisticated solutions to corporates and individuals.

The segment recorded a revenue growth of 6% to reach Rs 665m. However, profit after tax decreased from Rs 124m last year to Rs 84m this year. The drop in profitability was due to:

- costs incurred to set up the new service offerings around consumer credit and electronic payment,
- reduced demand on the domestic market, and
- the termination of the management contract with AXA Customer Services in the technology business

The associates contributed Rs 85m to the results, with the SWAN Group accounting for Rs 89m.

This year, FinTech was focused on consolidating acquired capabilities, developing additional value added services and diversifying the geographical sources of revenue. Under corporate services, new value added services were launched together with the opening of new overseas desks in South Africa, France and India. The financial services geared up by hiring new skilled employees and is planning to introduce new offerings on the local market before the end of 2017.

Rs 665 m

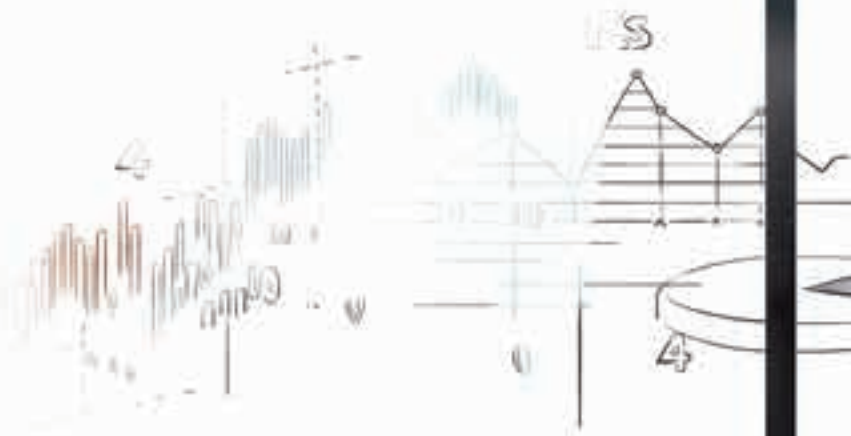
turnover

(2016: Rs 625 m)

Rs 84 m

profit after tax

(2016: Rs 124 m)



### Outlook

While the 2018 financial year will remain a year of capability building and enhanced market penetration, our FinTech served market will initiate a series of disruptive offerings that will fuel growth in the years to come.

The growth will be pursued organically and through acquisitions. Rogers Capital ambitions to maintain a leadership position in its traditional technology core business whilst new offerings around consumer credit and electronic payment are expected to become major drivers of profitability in the coming years. We will also continue to improve our service offering in the corporate services segment whilst pursuing an international diversification strategy.