



CTS GLOBAL

Investor Presentation

FY2021



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Company



CTS GLOBAL
EQUITIES

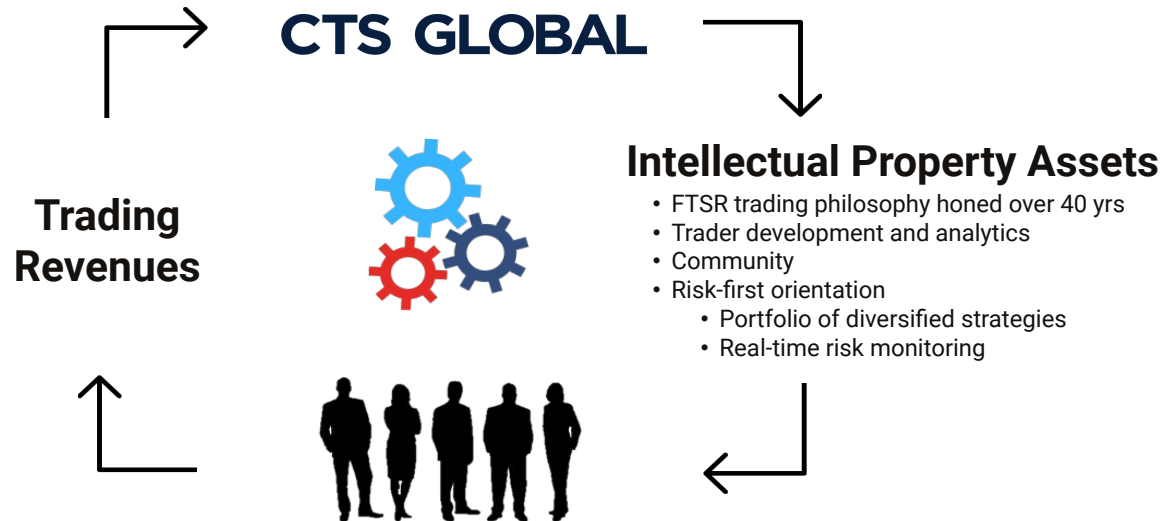
The Company



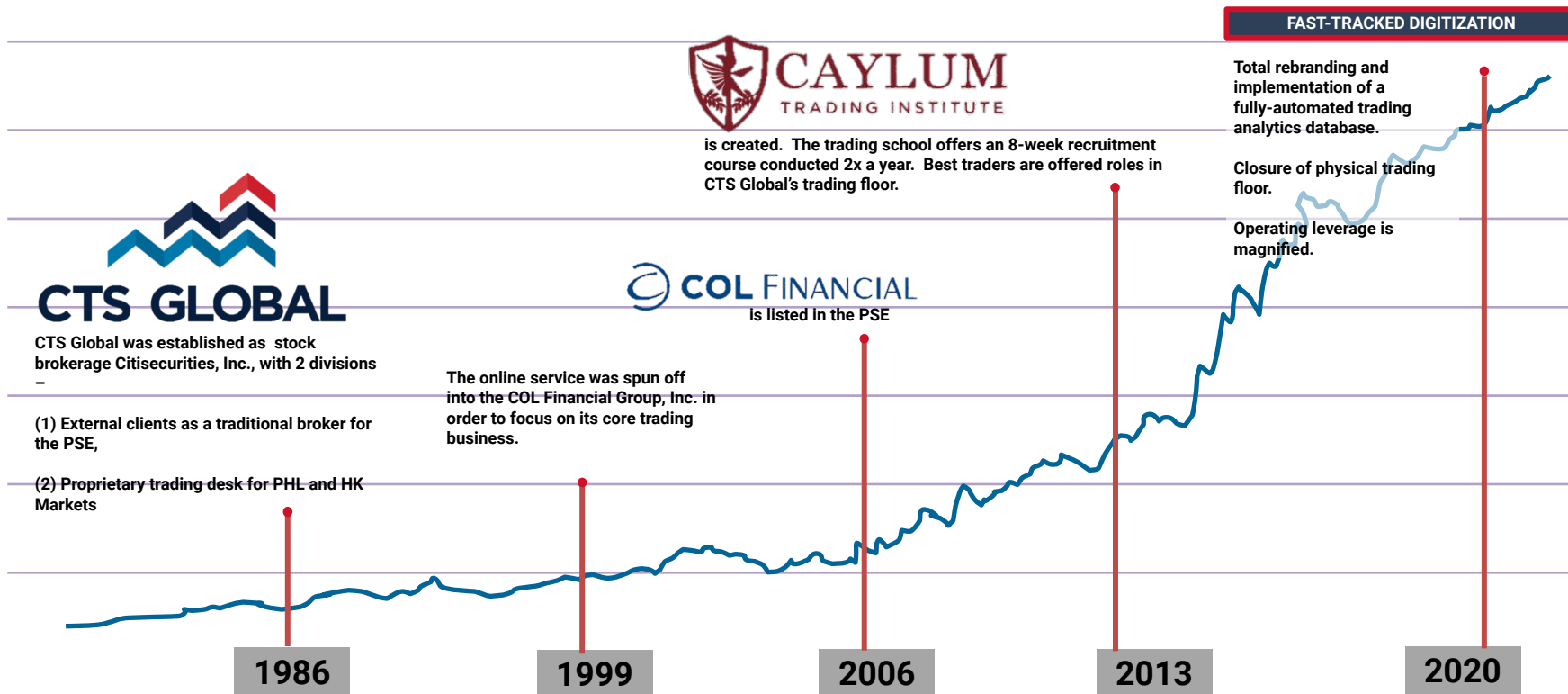
Global Proprietary Trading Firm

CTS Global is a proprietary trading firm which uses its intellectual property assets, specifically on risk management, macroeconomics, fundamental, and technical analysis, to seek and capitalize on opportunities on a local and global scale through trading of equities listed in stock exchanges

Similar to a franchise model, CTS Global provides the capital, training and infrastructure to the traders in exchange for trading revenue percentage.



Corporate Milestones



Business Segments



1

Proprietary Global Trading

- More than 30 individual traders
- Hong Kong, US, Japan, Philippine markets
- Trading system built over the past forty years

2

Brokerage Services

- Stock brokerage and dealership services for high net worth clients

3

Investment Income

- Macroeconomics desk (top-down approach)
- Research team (bottom-up alpha)

4

Client Accounts Management

- Third party advisory services (upcoming)





Mission

Establishing the Philippines as the lead proprietary trading hub in the world.

Vision

Uplifting world-class Filipino talent into the global trading arena.

Values

Gratitude, Compassion, Generosity, Integrity, Accountability





Business Strategies



Capitalize on
core strength of
trading equities



Continue trader
development



Continue trades
with a more
global focus



Maintain lean
cost-structure



Continue
implementation
of risk
management
infrastructure



Develop and
launch global
account
management
services

Financial Highlights



FY21 Highlights



1 Trading Revenues

CTS posted full-year revenues of Php 130.59Mil, representing revenue returns on its capital stock of 23.7% in 2021. This compares to the benchmarks S&P 500 and PSEi of 26.9% and -0.2% respectively.

2 Net Income

Full-year net income is at Php 20.14Mil with a 15.4% in net margin. This is due to a decrease in trading revenues amid global market conditions and gross margin contraction from one-time payout expenses.

3 Highlights

For 2021, the revenue geographical mix is 69% from the Philippines and 31% from the global markets.





Financial Highlights

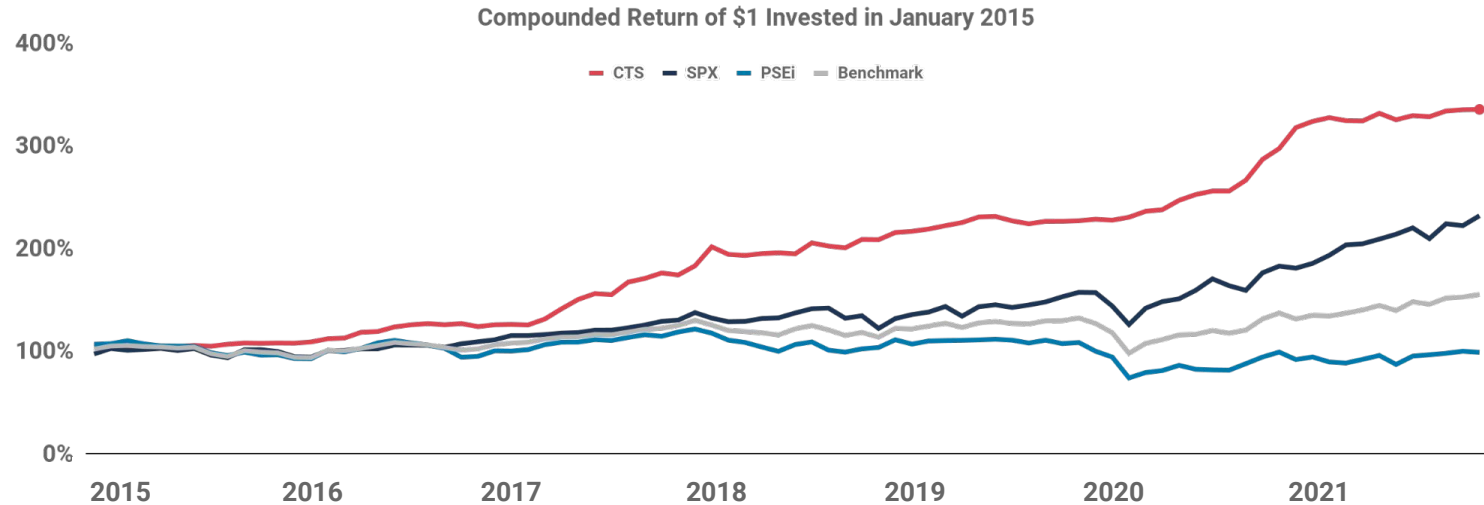
Balance Sheet	2019	2020	2021
Current Assets	771,154,673	747,076,612	860,648,422
Noncurrent Assets	67,343,989	95,536,416	87,507,692
Current Ratio	2.27	2.43	2.52
Current Liabilities	339,969,396	306,857,350	341,306,560
Noncurrent Liabilities	25,374,854	22,299,951	20,661,447
DE Ratio	0.77	0.64	0.62
Total Liabilities	365,344,250	329,157,301	361,968,007
Total Equity	473,154,412	513,455,727	586,188,107
Return on Equity	-6.9%	9.1%	3.4%

Income Statement	2019	2020	2021
Revenues	46,987,735	172,261,206	130,593,101
Revenue Growth	-14.0%	266.6%	-24.2%
Revenues	46,987,735	172,261,206	130,593,101
Capital Stock	200,000,000	500,000,000	550,000,000
Revenue / Capital Stock Ratio	23.5%	34.5%	23.7%
Cost of Services	49,188,022	71,720,482	92,408,470
Gross Profit	-2,200,287	100,540,724	38,184,631
Gross Margin	-4.7%	58.4%	29.2%
Operating Expenses	24,893,144	21,223,508	31,938,342
Net Income	-32,491,882	46,895,187	20,144,870
Net Margin	-69.1%	27.2%	15.4%



Financial Highlights

Relative Performance of CTS Global Equity Group Versus Major Indices 2015 to 2021

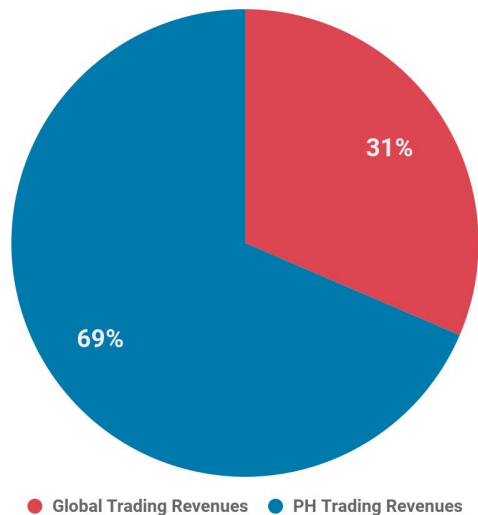


Note: US and Philippine trading share the capital base of CTS Global and that's why a 50/50 calculation for the benchmark is the best approximation.

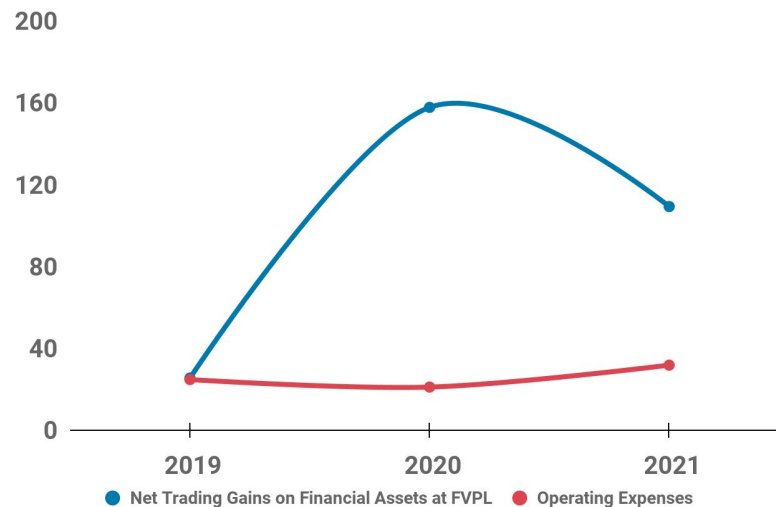


Financial Highlights

Revenues - Market Split



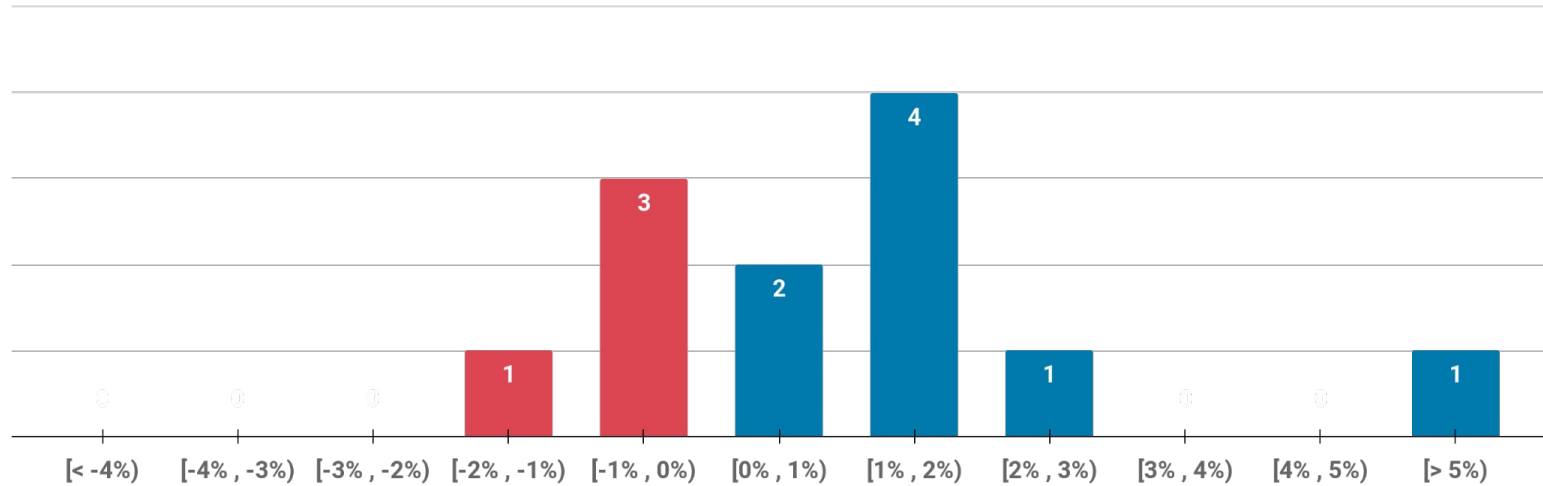
Operating Leverage





Financial Highlights

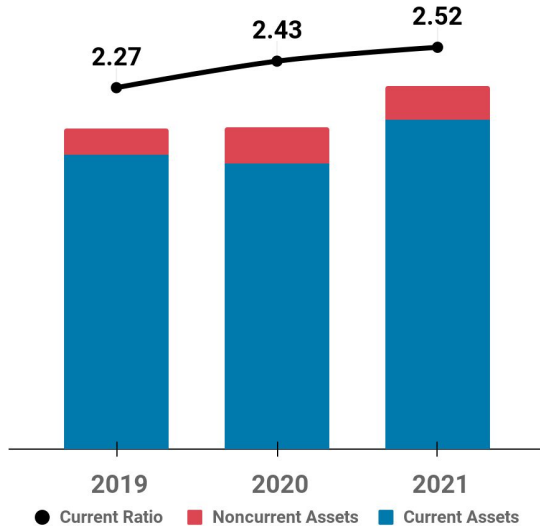
Distribution of Monthly Returns for 2021



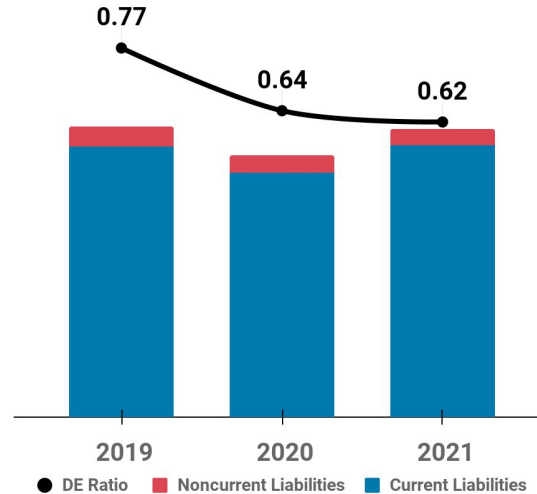


Financial Highlights

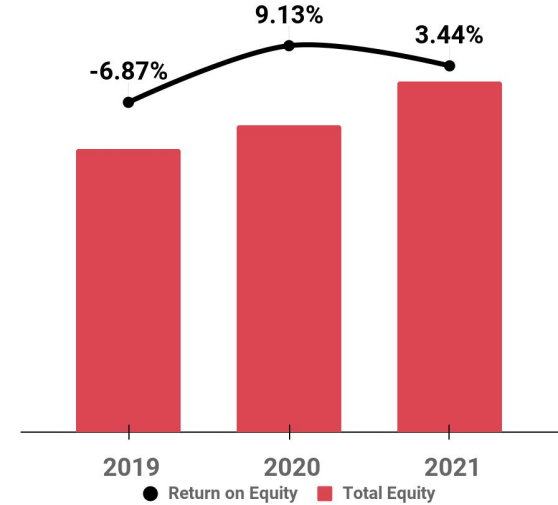
Assets (Php Mn)



Liabilities (Php Mn)



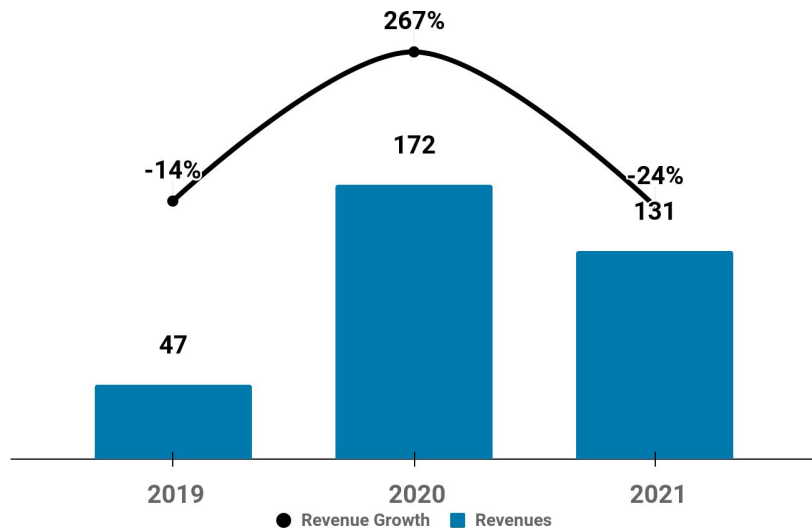
Equity (Php Mn)



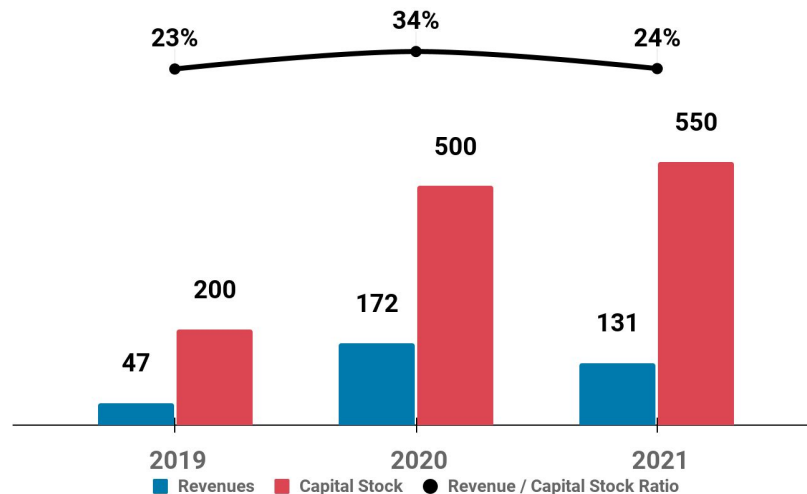


Financial Highlights

Revenues and Revenue Growth



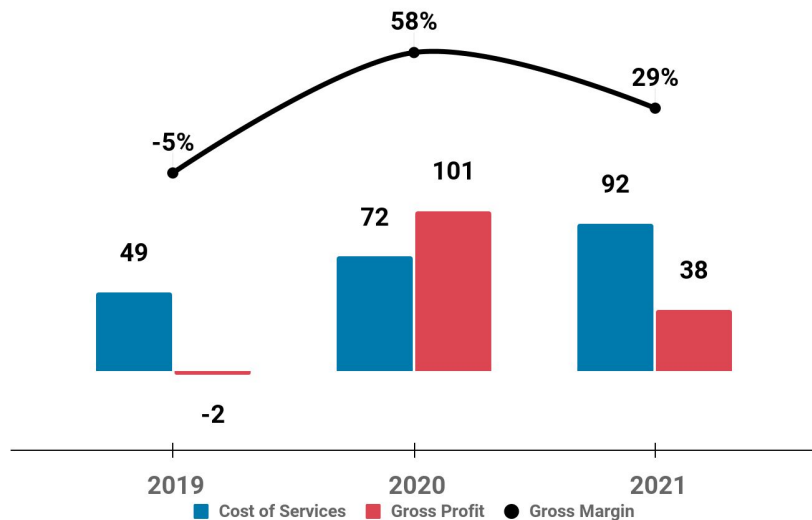
Revenues and Capital Stock



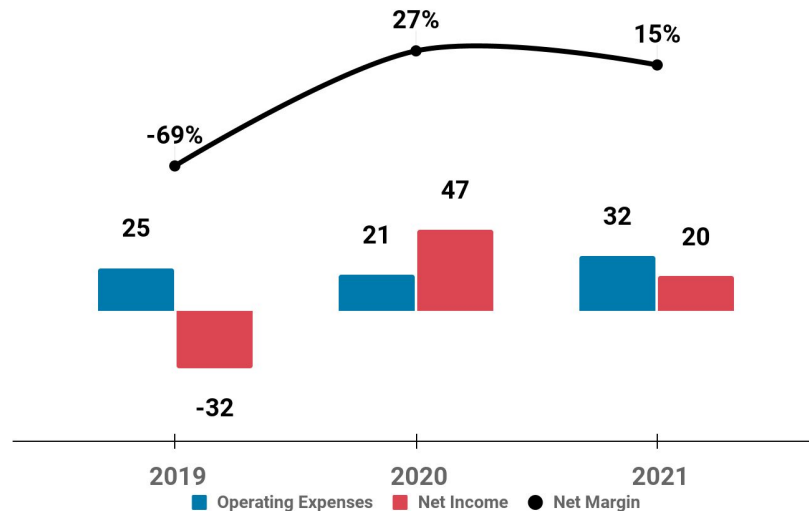


Financial Highlights

Cost of Services and Gross Profit



Operating Expenses and Net Income





CTS GLOBAL
EQUITIES
2022