

Raffles Financial



*A **Growing** Financial Services Firm
with a Unique **Dividend Model***



Forward-Looking Statement

Except for statements of historical fact contained herein, the information presented in this business plan constitutes "forward-looking statements" or "information" (collectively "statements"). These statements relate to analyses and other information that are based on forecasts of future results, estimates of amounts not yet determinable and assumptions of management. In some cases, forward-looking statements can be identified by terminology such as "anticipate", "believe", "continue", "estimate", "expect", "forecast", "intend", "likely", "may", "outlook", "plan", "potential", "predict", "should", "will", or the negative of these terms or other comparable terminology. The reader should not place undue reliance on forward-looking statements and information because they involve assumptions, known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company to differ materially from anticipated future results, performance or achievements expressed or implied by such forward-looking

statements and information. Factors that could cause actual results to differ materially from those set forth in the forward-looking statements and information include, but are not limited, risks related to our limited operating history and history of no earnings, competition from other companies in various consumer industries, changes to government regulations, dependence on key personnel, general economic conditions, local economic conditions, including the marketing of similar products and services in close proximity to licensed territories of the Company, timely introduction of these newly licensed Company's products or services; the uncertainties in acceptance of such products or services by the market, approvals the Company may require in having the agreements and interests being assigned to them, interest rates, availability of equity and debt financing, increased development costs, including costs of labour, equipment and environmental compliance and other risks factors described from time to time in the documents filed by the Company with applicable securities regulators.



Raffles Financial



Advisory

Act as corporate finance & IPO advisor for Asian firms seeking listings on stock/digital exchanges

B.O.S.S.

Help pubco to raise funds via issuance of Bonds, Options, Shares, Structured Notes

Counsel

Advisor for Family Office/Trusts and Funds

Devise

REIT listings to help owners to monetize for growth

Enable

Reps to help SMEs with all-in-one fintech wallet



Key Data

(as of 1 June 2021)

| | |
|----------------------|---------------------------------|
| Shares Outstanding: | 50,105,000 |
| Warrants/Options: | 250,000 |
| Fully Diluted: | 50,355,000 |
| Market Cap @C\$9.5: | C\$475,997,500 |
| NPAT YTD 3Q 2021: | C\$3,660,000 (<i>approx.</i>) |
| EPS YTD: | C\$0.077 |
| Dividends per share: | C\$0.09 (<i>up to 3Q</i>) |

RCEP Focused



Financial Highlights

(\$ in SGD)

| | FY2019 | FY2020 | 2021 Q3 (Jul 2020 – Mar 2021) |
|---|--------------|--------------|----------------------------------|
| Revenue | \$11,533,334 | \$8,866,672 | \$3,000,000 |
| Unrealized gain on investments | - | \$4,748,139 | \$1,452,354 |
| Operating expenses¹ | \$782,682 | \$1,565,443 | \$1,145,921 |
| Listing expenses for RTO² | - | \$6,052,280 | - |
| Adjusted comprehensive income before other items & income tax expenses³ | \$10,750,652 | \$12,220,573 | \$4,991,524 |
| Net Income (Loss) | \$9,560,301 | (\$425,229) | \$3,879,899 |

- 1) Operating expenses do not include interest, taxes, depreciation (including impairment of intangible assets) and amortization, and other non-recurring items and non-cash accounting expenses (e.g. RTO expense, stock option expenses).
- 2) Listing expense in FY2020 relates to the RTO in the amount of \$6,052,280, which comprised of a non-cash acquisition consideration of \$5,479,920 recognised under IFRS 3 in accounting for the reverse take over transaction ("RTO").
- 3) Adjusted comprehensive income before other items and income tax expenses equals income before other non-recurring items and income tax expenses plus other comprehensive income includes Foreign currency translation and unrealized gain on investments.

Balance Sheet

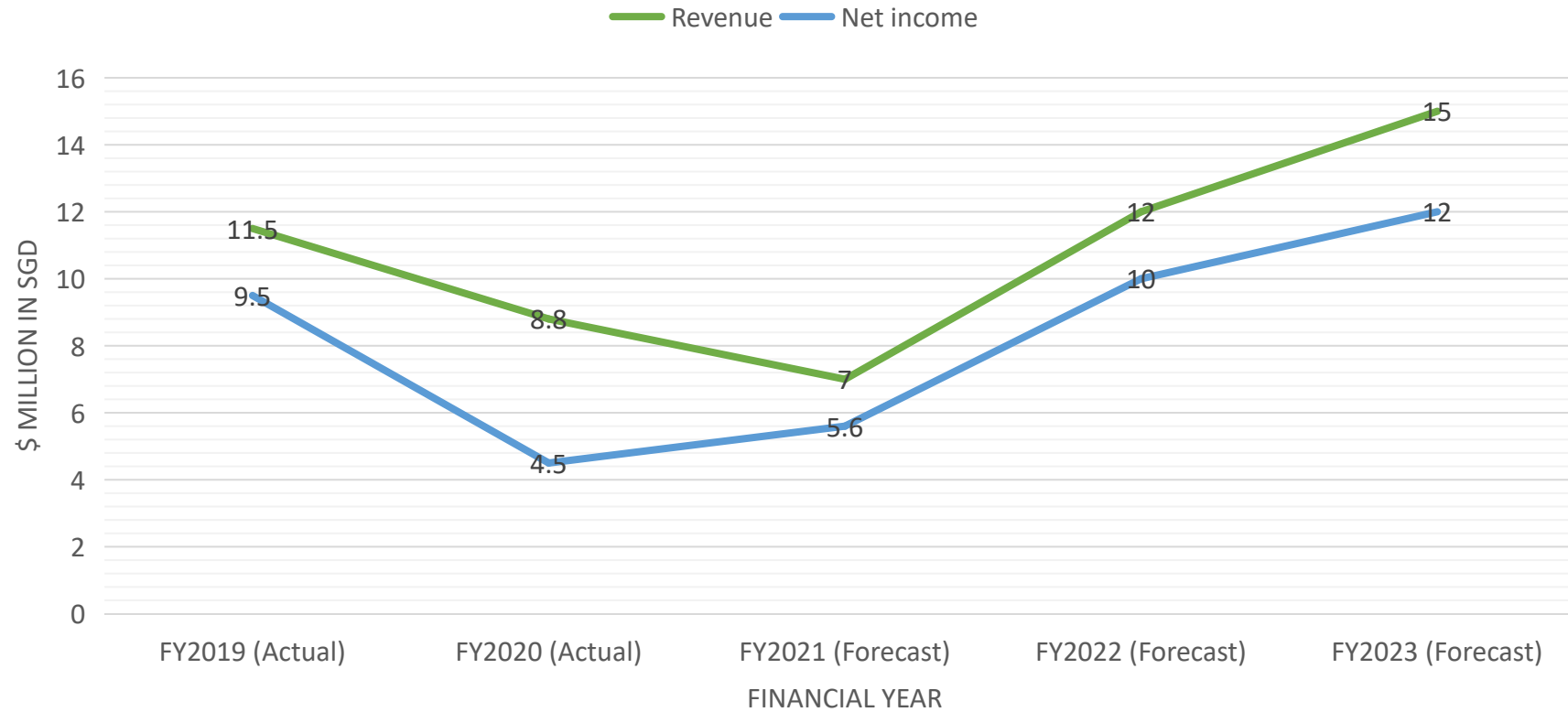
(\$ in SGD)

| ASSET | FY2019 | FY2020 | 3Q2021 |
|--------------------------|---------------------|---------------------|---------------------|
| Cash | \$2,102,734 | \$21,040,893 | \$22,249,367 |
| Investments | - | \$12,954,783 | \$19,680,738 |
| Receivables | \$7,933,334 | \$735,303 | \$528,110 |
| TOTAL ASSET | \$10,036,068 | \$34,730,979 | \$42,458,215 |
| LIABILITIES | | | |
| Payables and accruals | \$7,415,100 | \$215,952 | \$951,784 |
| Provision for tax | \$1,960,667 | \$3,287,081 | \$5,671,448 |
| TOTAL LIABILITIES | \$9,375,767 | \$3,503,033 | \$6,623,232 |

| Key balance sheets indicators | FY2019 | FY2020 | 3Q2021 |
|-------------------------------|-------------|--------------|--------------|
| Net Assets | \$660,301 | \$31,227,946 | \$35,834,983 |
| Reserves | \$560,301 | \$5,352,026 | \$9,959,063 |
| Dividend declared | \$9,000,000 | - | \$5,000,000 |

Financial Forecast

Forecast FY2021 – FY2023



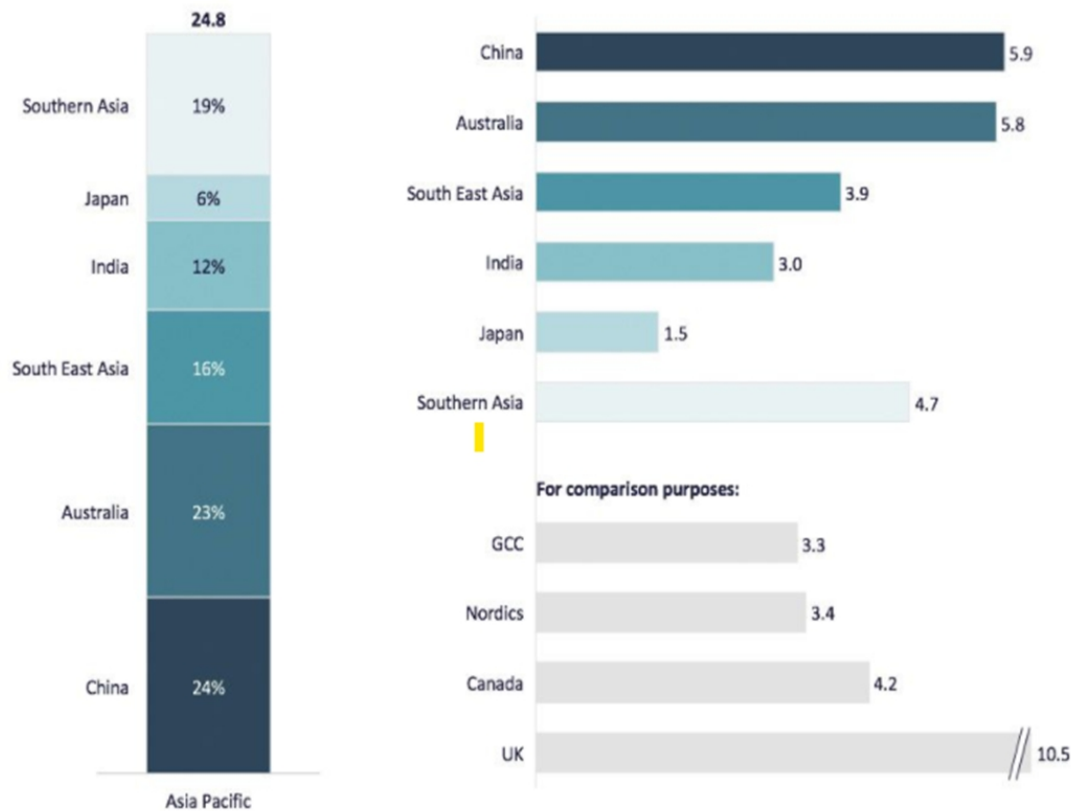
Financial Forecast

| Forecasting year | FY2021 | FY2022 | FY2023 |
|---------------------------------|-------------|--------------|--------------|
| Revenue | \$7,000,000 | \$12,000,000 | \$15,000,000 |
| Operating expenses ¹ | \$1,400,000 | \$2,000,000 | \$3,000,000 |
| Net Income ² | \$5,600,000 | \$10,000,000 | \$12,000,000 |

- 1) Operating expenses do not include interest, taxes, depreciation (including impairment of intangible assets) and amortization, and other non-recurring items and non-cash accounting expenses (e.g. RTO expense, stock option expenses).
- 2) Net Income does not include any unrealised gain on investments and non-recurring items as it is impracticable for the management to project.

Asia Pacific Market

Asia Pacific's consulting market size (\$ / billion)



Source: Consultancy.org estimates, Source Global Research

Consulting market size is US\$25 bn in 2020;

China alone is US\$6 bn

Financial Services Consulting market size in 2020 is US\$7 bn

China is the largest e-money spend in the world (RMB 277 Tn/60 bn txs in 2018/776 million users)

SE Asia consulting market is US\$4 bn and US\$1 bn is for financial services



Monetary Authority
of Singapore

ADDX
previously iSTOX

Member of CapBridge Financial
1X.EXCHANGE
Global Private Exchange

 **DBS** digital exchange

SDAX



Singapore Digital Asset Exchanges

- MAS approved 4 digital asset exchanges
- Firms issue digital securities/assets to raise \$
- Partior: blockchain for instant payments,
- rapid trade & forex settlement,
- digitised commercial bank money,
- no delays in cross-border payments,
- instant trade & currency settlements

DBS, JPMorgan and Temasek partner in
blockchain payments platform



Exceptional Opportunity



Raffles Financial is a niche player seeking firms with **profits between US\$10M to US\$20M** and growing 30%+ a year

Growth & Sustainability through Province Reps to ensure **localised understanding & effective service delivery**

Goal: Get **30 Reps** in the next **30 months**, each contributing **C\$1M EBT** a year

Executive Directors



Charlie In

Chairman -
Strategies & Oversight

- ❖ 40+ years in business, also as Chairman of pubcos
- ❖ Provides governance and investment oversight to funds and IPO candidates.
- ❖ Specialized in personal and company financial strategies.

Abigail Zhang

CIO - Executive Director

- ❖ 15+ years' hands-on investment experience in taking PRC companies public in Australia, Hong Kong and Singapore.
- ❖ Responsible for funds, corporate restructuring and JV investments.

Victor Liu

CEO - Executive Director

- ❖ 20+ years of banking, asset management and global trade experience.
- ❖ Keen interest in fintech, agriculture, education, green energy, healthcare
- ❖ Responsible for nurturing IPO candidates.



Suite Of Solutions



Raffles Financial Advisory

❖ ABC Advisory Solutions



Raffles Financial VCFM

❖ Venture Capital Fund Management



Raffles Financial Asset Management

❖ REIT, Asset Management Service

ABC Solutions

(Raffles Financial Advisory)

Advisory: Public Listing

**B.O.S.S. Issuance
Arrangement**

**Counsellor for Family
Trusts/Offices**



Advisory: Public Listing

- ✓ Acquire listing vehicle and strategy
- ✓ Arrange assets, biz and cash injections
- ✓ Anchor cornerstone investors & resources

ABC Solutions

(Raffles Financial Advisory)

Advisory: Public Listing

**B.O.S.S. Issuance
Arrangement**

Counsellor for Family
Trusts/Offices



B.O.S.S. Issuance Arrangement

- ✓ Bonds: plain, convertible, perpetual
- ✓ Options: bundle, detach, listed, unlisted
- ✓ Shares: placements, rights, conversions, earn out
- ✓ Structured Notes: asset-backed, mid/long/perpetual term notes

ABC Solutions

(Raffles Financial Advisory)

Advisory: Public Listing

B.O.S.S. Issuance
Arrangement

Counsellor for Family
Trusts/Offices



Counsellor for Family Trusts/Offices

- ✓ Family trusts and private banking arrangements
- ✓ Investment and segregated portfolio advisory
- ✓ Risks, returns and oversight & governance tracking

Venture Capital

(Raffles Financial VCFM)



Venture Capital Fund Mngt

- ✓ Deal size S\$10m and 36%+ growth
- ✓ Exit thru IPO, trade sale in 24 mths
- ✓ Focus on ESG: Profit with Purpose
- ✓ Green ventures preferred

REIT, Asset Management

(Raffles Financial Asset Management)

REIT & Asset Management



High-quality and high-impact Infrastructure development targets

- ✓ highways,
- ✓ water plants
- ✓ energy plants
- ✓ telco towers
- ✓ ports & logistic hubs
- ✓ innovation & tech towns

Infrastructure Investors & Collaborating Funders

- ✓ development banks
- ✓ sovereign wealth funds
- ✓ philanthropic family offices
- ✓ equity/debt markets
- ✓ government and end users
- ✓ Crowdfunders

Banking Partners



Raffles Financial is working with leading private banks to serve clients who need custodian services for their family office & trusts and private banking transactions.

Top private banks through their Hong Kong and Singapore branches, provides ultra-high net-worth clients with custodian banking services, portfolio management services and philanthropic services.

The private banks and Raffles Financial synergy will provide clients with a customized and comprehensive suite of corporate finance, investment and private banking solutions to meet their diverse financial requirements.

Raffles Financial acts as Investment Advisor for venture capital funds which seek to generate returns by investing in young companies that qualify for public listing within 3 years.

Raffles Financial role is to guide and prepare the investee firms in their management, financial and governance to be IPO ready.

Raffles Financial also provide M+A advisory services to pubcos that need to acquire or merge with businesses that are profitable and growing rapidly.

Province Reps help SMEs use the all-in-one fintech wallets for their global businesses.

Collaborators



Pacific LibertyTM

ADDX
previously iSTOX

SUISSE BANK
DIGITAL OFFSHORE BANKING

ASCENT

SDAX

VISA

Member of CapBridge Financial
1X.EXCHANGE
Global Private Exchange

PRECEPTSGROUP
INTERNATIONAL

SANDPIPER
DIGITAL PAYMENTS

aerapass

RHTLaw TaylorWessing
International Capabilities Delivered Locally

DBS digital exchange

ZICO | law

DONALDSON & BURKINSHAW
ESTABLISHED 1874



TOP 10
on the **CSE25™** & the
CSE Composite
Index®



Highlights

- ✓ Attractive dividend payment practice
- ✓ A profitable corporate finance advisory firm
- ✓ Advisor to pubcos to issue bonds, options, shares
- ✓ Counsel for family offices/trusts and VC funds
- ✓ Structure infrastructure development funding
- ✓ Monetize assets for growth via listing of REITS
- ✓ Expand via appointment of Province Reps
- ✓ Secure & train 30 Reps over next 30 months
- ✓ Train each Rep to deliver C\$1m profit a year
- ✓ Work towards C\$30m NPAT within 3 years



Contact

Raffles Financial is HQ in Singapore with offices in Sydney, Singapore, Shanghai, Sha Tin (HK) & Switzerland.

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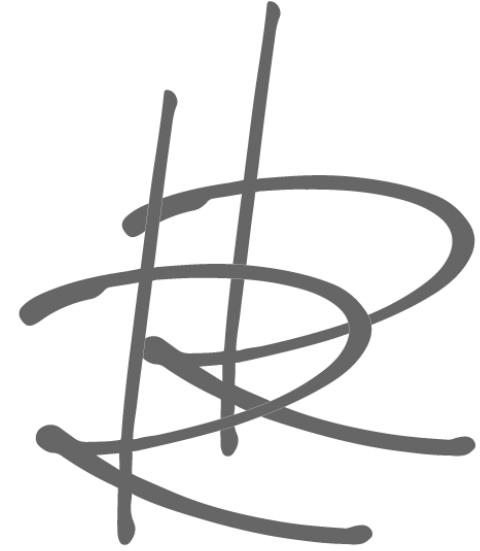
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Raffles Financial