

Raffles Financial

Shares 50,105,000 x Price C\$5

Marketcap C\$250,525,000

Listed CSE: RICH

1 May 2023



*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.



Financial Services

Advisory

Act as corporate finance & IPO advisor for firms seeking listings on various exchanges

B.O.S.S.

Help listed firms to raise funds via issuance of:
Bonds, **O**ptions, **S**hares, **S**tructured 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 solution

Financial Highlights

(\$ in SGD)

	FY2019	FY2020	FY2021
Revenue	\$11,533,334	\$8,866,672	\$5,847,120
Unrealized gain on investments	-	\$4,748,139	1,794,762
Operating expenses ¹	\$782,682	\$1,565,443	\$2,891,432
Listing expenses for RTO ²	-	\$6,052,280	-
Adjusted comprehensive income before other items & income tax expenses ³	\$10,750,652	\$12,220,573	\$4,750,450
Net Income (Loss)	\$9,560,301	(\$425,229)	\$3,900,470

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).

1) 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").

1) 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	FY2021
Cash	\$2,102,734	\$21,040,893	\$21,764,189
Investments	-	\$12,954,783	\$7,741,054
Receivables	\$7,933,334	\$735,303	\$8,345,309
TOTAL ASSET	\$5,600,000	\$34,730,979	\$37,850,552
LIABILITIES			
Payables and accruals	\$7,415,100	\$215,952	\$1,072,078
Provision for tax	\$1,960,667	\$3,287,081	\$4,091,351
TOTAL LIABILITIES	\$9,375,767	\$3,503,033	\$5,163,429
Key balance sheets indicators	FY2019	FY2020	FY2021
Net Assets	\$660,301	\$31,227,946	\$32,687,123
Reserves	\$560,301	\$5,352,026	\$5,000,783
Dividend declared	\$9,000,000	-	\$5,000,000

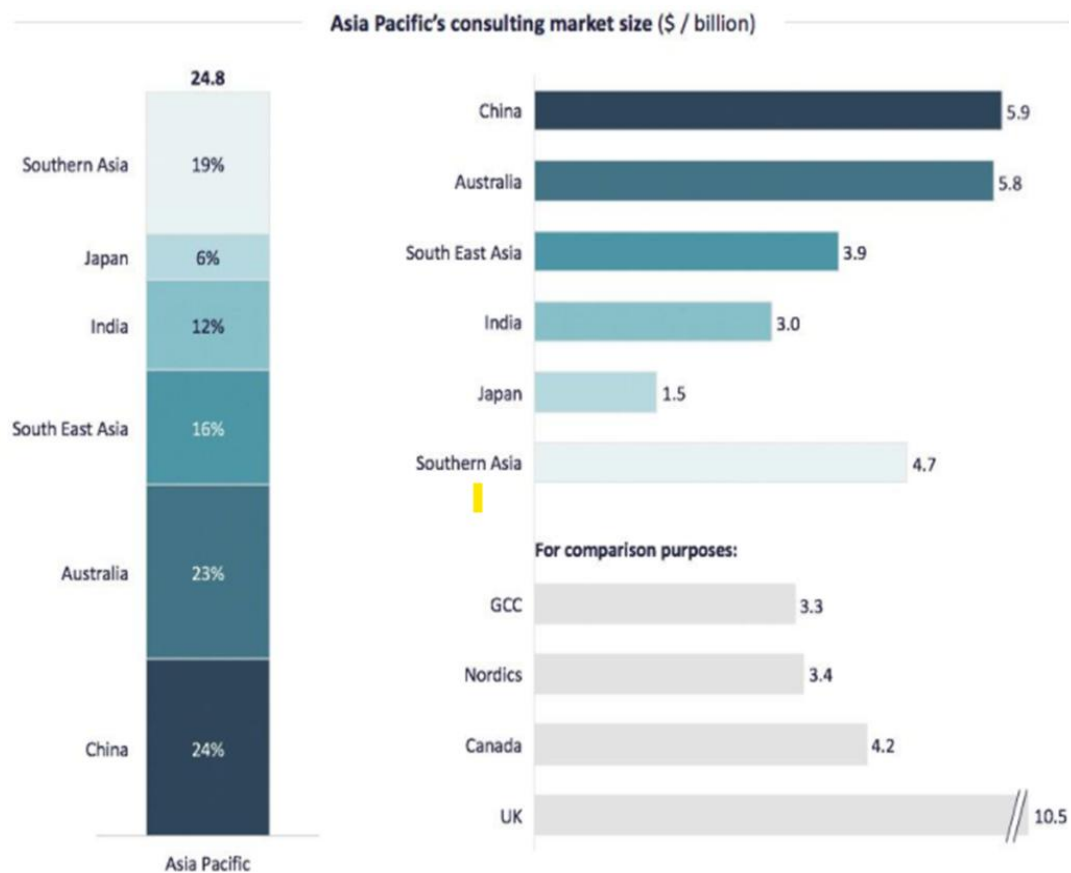
Asia Pacific Market

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



Source: Consultancy.org estimates, Source Global Research



Exceptional Opportunity



Raffles Financial is an exempt corporate finance advisor registered with the Monetary Authority of Singapore

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

Team



Dr Charlie In, Chairman



Charlie In has 40+ years business experience, 20+ years in China providing investment and private banking advisory services. He has invested and listed many PRC companies. He was advisor to AIA, BASF, Citibank, DBS, Hilton, IBM, Microsoft, Motorola, Siemens, Volvo. He was Chairman of ASX & SGX listed companies. He was Chairman of Direct Marketing Association of Singapore, advisor to Asia Pacific Management Institute and the People's Association of Singapore. He was an adjunct faculty of Singapore Institute of Management for 20 years and 17 years at University of South Australia. He taught MBA classes at China's JiaoTong, RenMin, Beijing and Tsinghua universities. Charlie won the Most Respected Financial Writer in China in 2010. Charlie holds a marketing diploma from the UK Chartered Institute of Marketing, MBA from University of East Asia, Macau and post-graduate qualification from ADMA/Macquarie University of Australia.



Abigail Zhang, Executive Director

Abigail has 15+ years of investment and corporate finance experience as a director of public-listed companies and chief investment officer. She has invested in private companies in bio-tech, energy, mining, property and service industries and exited via public listings. She was a sales supervisor, marketin manager, franchise executive, investment analyst and an entrepreneur headed an ASX listed diversified financial services company. She co-founded Raffles Financial Group that is listed on the Canadian Securities Exchange in May 2020 and serves as the executive director in charge of investments and corporate finance. She holds a HRM bachelor degree.

Independent Directors



Lily Ren

Lily, Canadian, covers the areas of corporate governance, public disclosure, and financial reporting for public companies. She has cross-disciplinary knowledge of healthcare, financial services and sustainability industries. She was involved with major financial and strategic consulting firms including Cedar Strategic, United Overseas Bank and Scotiabank. Lily graduated with Bachelor of Science in Accounting and Finance from London School of Economics and Political Science. She has her Master's of Health Leadership & Policy (MHLP) from University of British Columbia



David Wong

David, Canadian, has 23+ years of commercial and private banking experience with stints at HSBC, Credit Suisse, Prudential Bancassurance, Bank of America, ABN AMRO, Bank of Communications, MetLife, SHKF, and AMG. David is passionate about wealth management and risk mitigation for his clients. He and his team are managing USD 1.5 billion AUM and has won numerous awards for 12 years consecutively. He is CEO of Victoria Financial Group that provides corporate and private banking advisory services including insurance and risk mitigation consultation.

Banking Partners



Raffles 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 seeks to generate returns by investing in young companies that qualify for public listing within 3 years.

Raffles Financial's 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 can let SMEs use the all-in-one fintech wallets.

Collaborators





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 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 Reps in Asia.

Monita Farris

Corporate Affairs Head

E: monita@rafflesfinancial.co

T: +1 604-283-6110