CTS GLOBAL

Quarterly Earnings

INVESTOR PRESENTATION



1H2022

Disclaimer

This presentation contains certain forward-looking statements with respect to financial conditions, results of operations and the business of CTS Global. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results or performance of CTS Global to be materially different from any future results implied by forward-looking statements or objectives.

The information contained in this presentation is not to be taken as any recommendation made by the Company or any of their advisors or any other person to enter into any agreement with regard to any investment. This document is not financial, legal, tax or other product advice.

Financial Highlights



Financial Highlights

- **Net Income:** CTS Global booked a net income of Php 49.9 Mil for the first half of 2022, higher by 73.6% versus the previous year.

- **Revenues**: 1H2022 revenues totaled Php 61.4 Mil, down 41.4% due to differing global equity market conditions. This represents a 7.4% return* for CTS compared to its benchmarks: US at -20.6%, HK at -6.6%, and PH at -13.6%.

- **Margins:** Gross margins improved to 47.6% while net margins to 81.2%. This includes a foreign exchange gain of Php 44.9 Mil as the company capitalized on the strong dollar.

- **Asset Base:** As of June 30, 2022, the asset base increased by 139.9% to Php 2.3 Bil while the company's cash position increased by 216% to Php 1.4 Bil after raising money from the Initial Public Offering.

**return, or revenue/capital ratio is computed as revenues over the paid-up capital. The lower ratio accounts for the remaining capital base not yet deployed.*

CTS GLOBAL

1H 2022 Financial Highlights

	1H2021	1H2022	YoY Growth
Revenues	104,883,426	61,421,370	-41.44%
Capital	550,000,000	1,911,340,878	25.00%
Revenue / Capital Ratio	25.0%	7.4%	
Cost of Services	56,207,492	32,155,201	-42.79%
Gross Profit	48,675,934	29,266,169	-39.88%
Gross Margin	46.4%	47.6%	
Operating Expenses	13,448,795	12,614,600	-6.20%
Net Income	28,714,945	49,871,367	73.68%

	1H2021	1H2022	YoY Growth
Current Assets	801,954,290	2,125,503,275	165.04%
Noncurrent Assets	89,488,299	149,118,937	66.64%
Current Ratio	2.89	8.52	
Current Liabilities	277,342,443	249,561,000	-10.02%
Noncurrent Liabilities	22,429,476	27,660,860	23.32%
DE Ratio	0.51	0.14	
Total Liabilities	299,771,919	277,221,860	-7.52%
Total Equity	591,670,670	1,997,400,352	237.59%

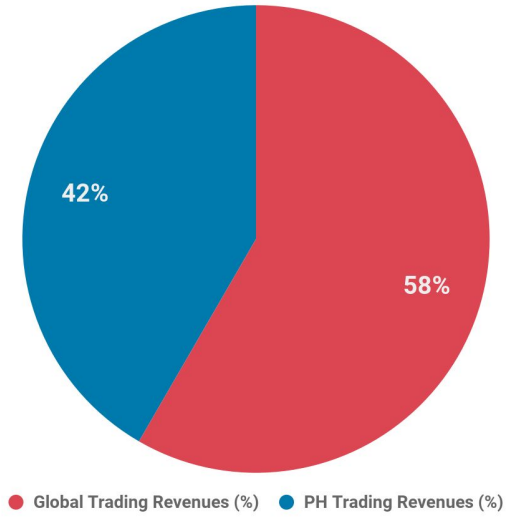
2Q 2022 Financial Highlights

	1Q22	2Q22	QoQ Growth
Revenues	38,399,685	23,021,685	-40.05%
Capital	550,000,000	1,911,340,878	25.00%
Revenue / Capital Ratio	7.0%	1.2%	
Cost of Services	14,517,449	17,637,752	21.49%
Gross Profit	23,882,236	5,383,933	-77.46%
Gross Margin	62.2%	23.4%	
Operating Expenses	5,956,932	6,657,668	11.76%
Net Income	20,103,289	29,768,078	48.08%

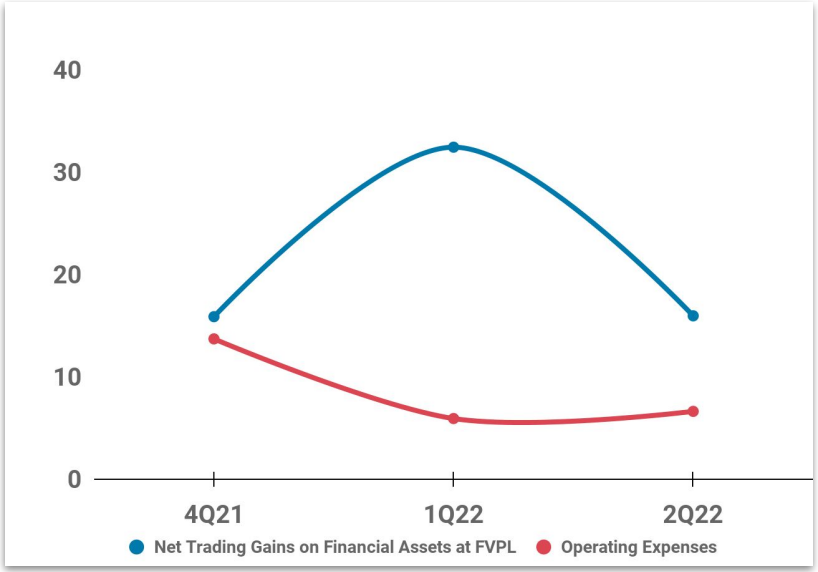
	1Q22	2Q22	QoQ Growth
Current Assets	1,010,148,834	2,125,503,275	110.41%
Noncurrent Assets	84,393,014	149,118,937	76.70%
Current Ratio	2.38	8.52	
Current Liabilities	425,054,726	249,561,000	-41.29%
Noncurrent Liabilities	20,294,726	27,660,860	36.30%
DE Ratio	0.69	0.14	
Total Liabilities	445,349,452	277,221,860	-37.75%
Total Equity	649,192,396	1,997,400,352	207.67%

Financial Highlights

Revenues - Market Split

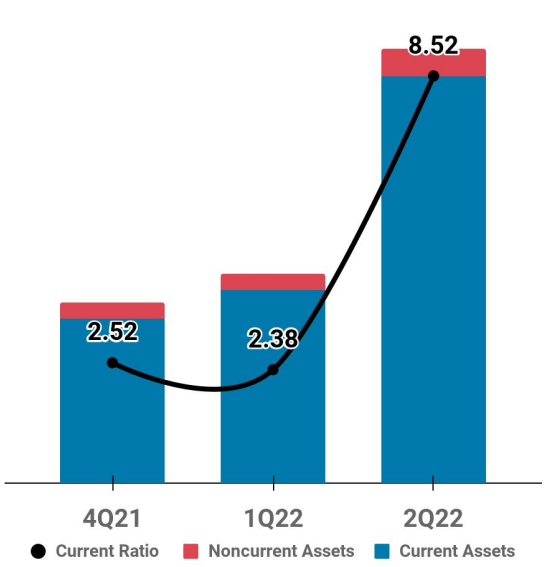


Operating Leverage

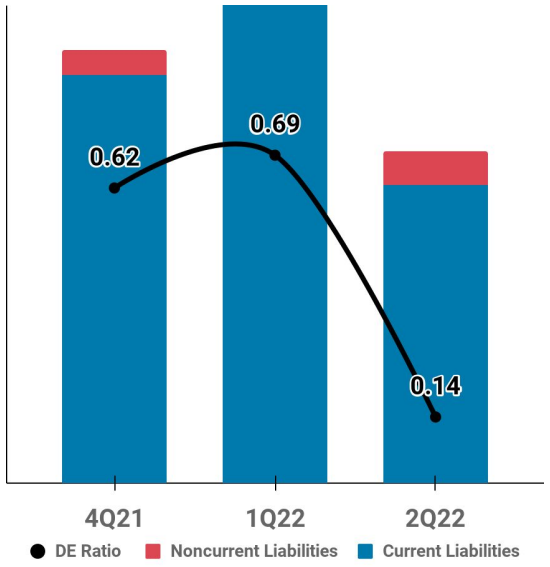


Financial Highlights

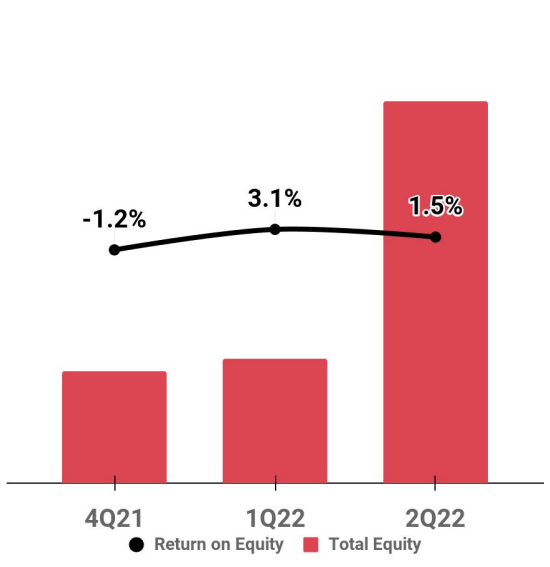
Assets (Php Mn)



Liabilities (Php Mn)

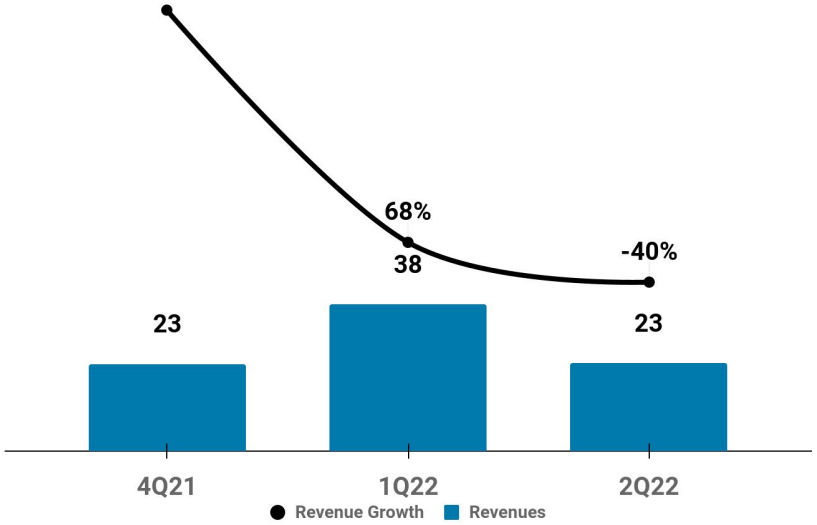


Equity (Php Mn)

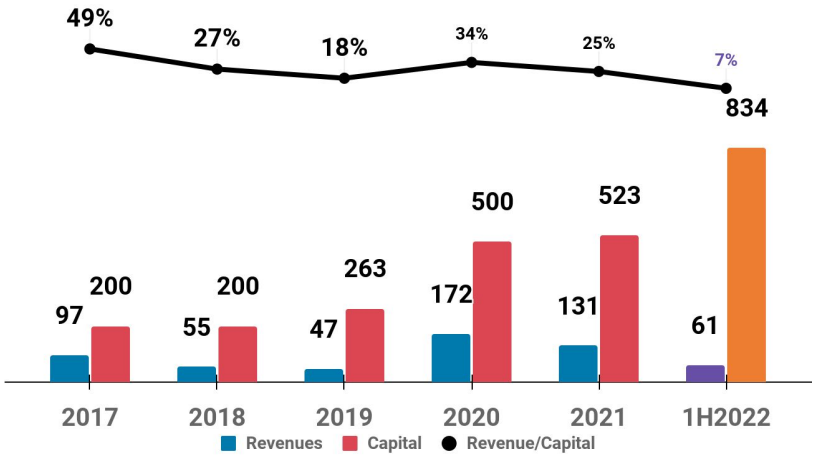


Financial Highlights

Revenues and Revenue Growth

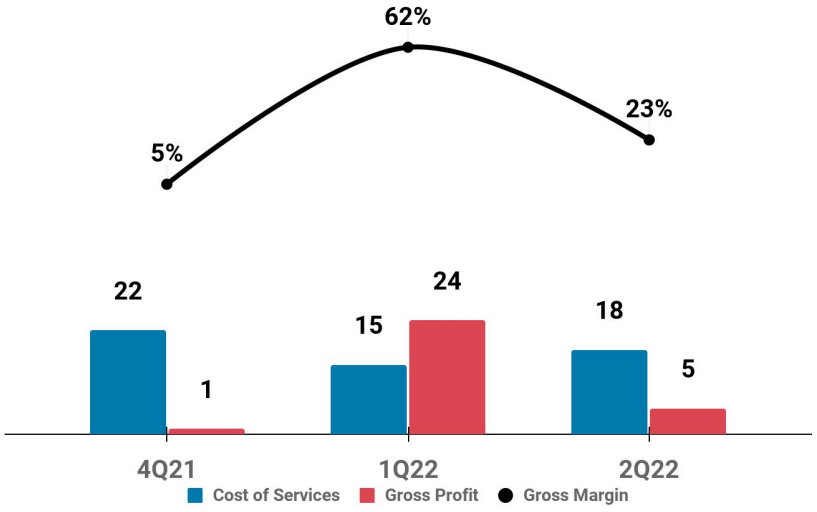


Revenues and Capital Ratio

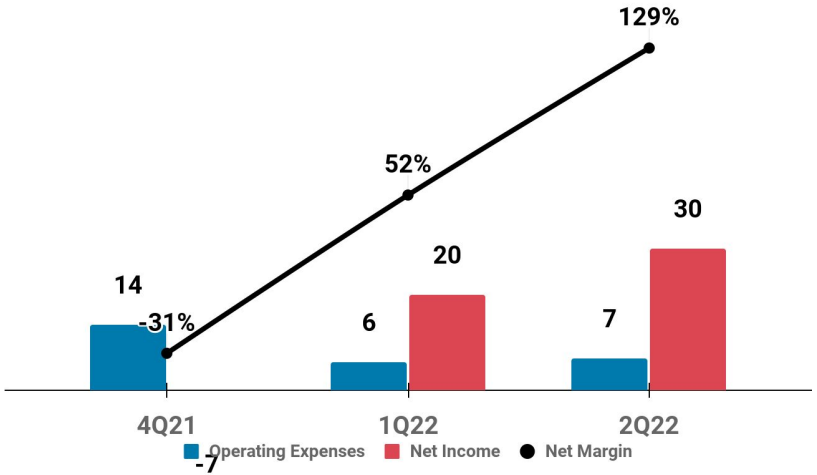


Financial Highlights

Cost of Services and Gross Profit



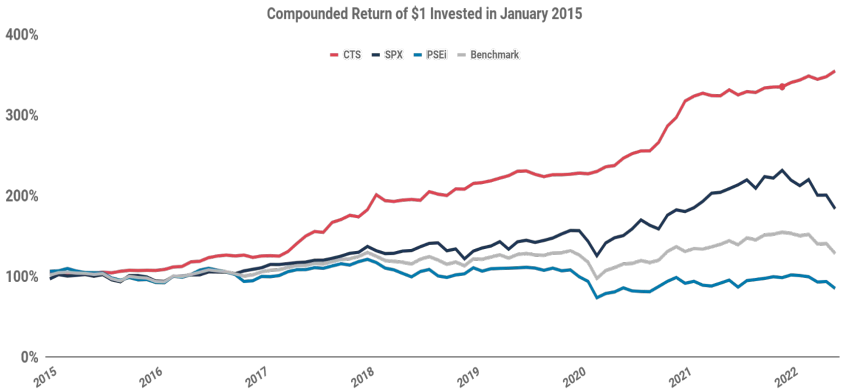
Operating Expenses and Net Income



Company Developments

CTS GLOBAL
EQUITIES

Positive



1. Stronger capital base from IPO proceeds
2. Consistent market outperformance
3. Rising global trading revenue share
4. Internship recruitment pipeline
5. Indonesian market expansion
6. Foreign exchange gain

April 13, 2022: IPO

Php 1.38B
CAPITAL RAISED

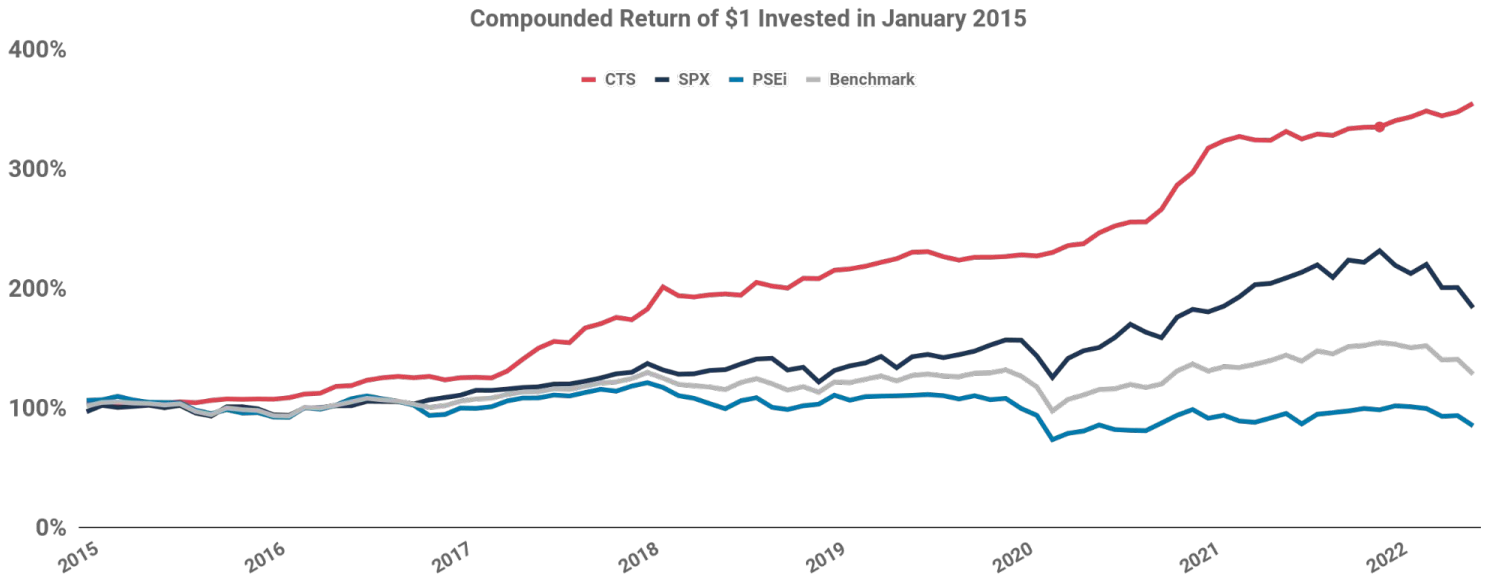
+11%
FIRST DAY PERFORMANCE

549 M
VOLUME TRADED



Trading Performance

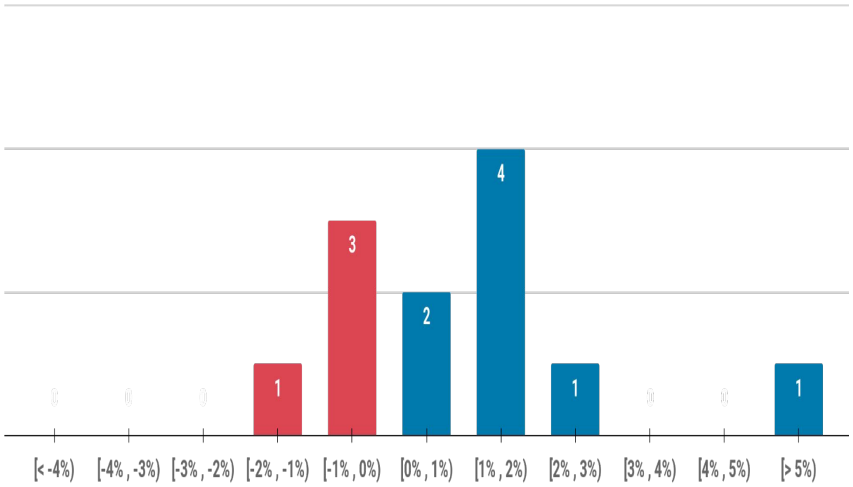
Relative Performance of CTS Global Equity Group Versus Major Indices 2015 to 2022



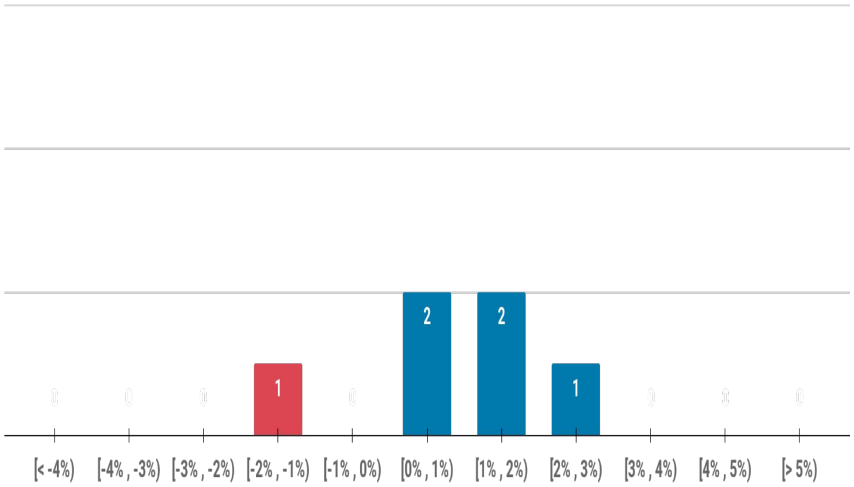
*using a 50-50 geographical share for local and global trading

Trading Performance

Distribution of Monthly Returns for 2021



Distribution of Monthly Returns for 2022



Internship Program

24
College Interns





280
Applicants



Indonesian Market Expansion

Attractive market opportunities:

- **Active market liquidity**: The Indonesian Stock Exchange registers an average daily value traded of $1 billion, versus the PSE's $0.15 billion average daily value traded.
- **Promising tech companies**: Indonesian startups like GoTo, the merger between GoJek and Tokopedia, are thriving in the Jakarta Stock Exchange. Its IPO in April 2022 marked the 5th largest IPO in the world this year, and received a positive welcome with +23% on its first day.
- **Commodity-driven economy:** Indonesia's commodity companies are opportunities to capitalize on strong commodity cycles.

Market Performance YTD

The I.D. stock market corrects in the second quarter of 2022 as it comes from record high levels and overbought territory.



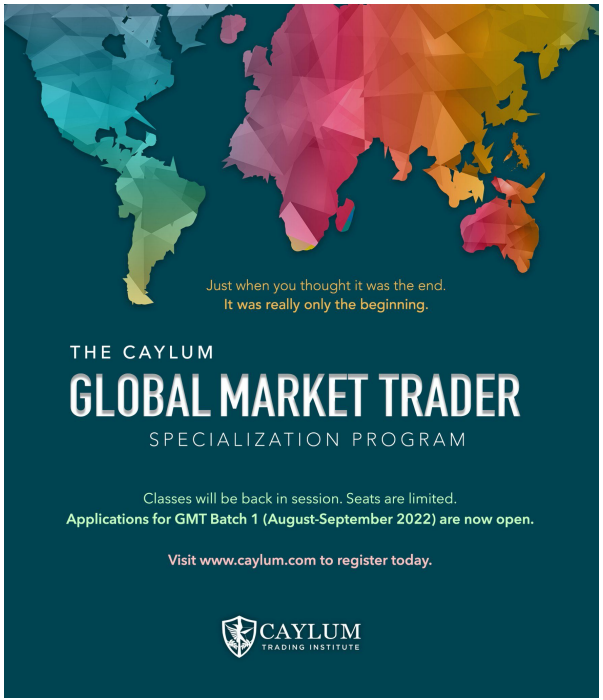
Avg Daily Value Traded

The I.D. equity market traded an average of 1.19B USD for 2Q22, growing 24.23% from the previous quarter's average daily traded value of 0.96B USD.

Public Offerings

9 IPOs raised 1.02B USD (15.32T IDR) for the second quarter of 2022. Indonesia had a strong second quarter showing of IPO activity, more than tripling the previous quarter's capital raising of 0.21B USD (3.189T IDR).

Negative



1 Global market volatility

2 Caylum recruitment pandemic halt

World Market Performance

PSEi	-13.6%
Hang Seng Index	-6.6%
S&P 500	-20.6%
IDX	+5.99%

CTS Performance vs S&P 500

U.S. Equities Market

Market Performance YTD

The U.S. stock market officially entered bear territory as indices finish the first half of 2022 on deep double-digit declines.

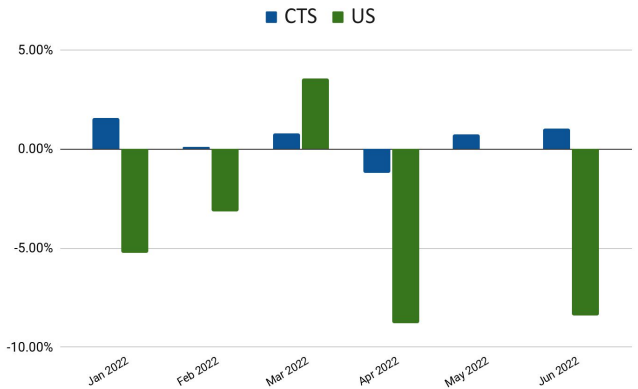


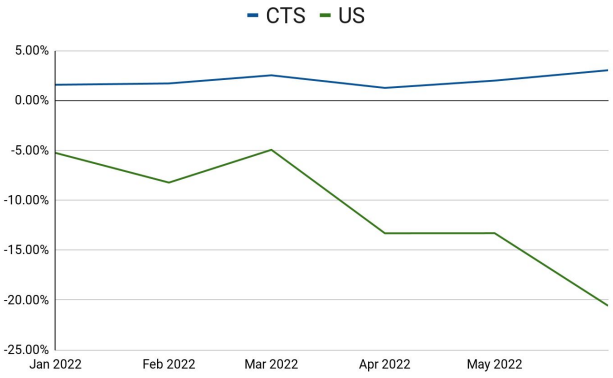
Avg Daily Value Traded

The U.S. equity market traded an average of 612.1B USD for 2Q22, declining 14.8% from the previous quarter's average daily traded value of 718.3B USD

Public Offerings

21 IPOs raised $2.1B for the second quarter of 2022. This marks one of the slowest period of U.S. IPO activity since 2009.



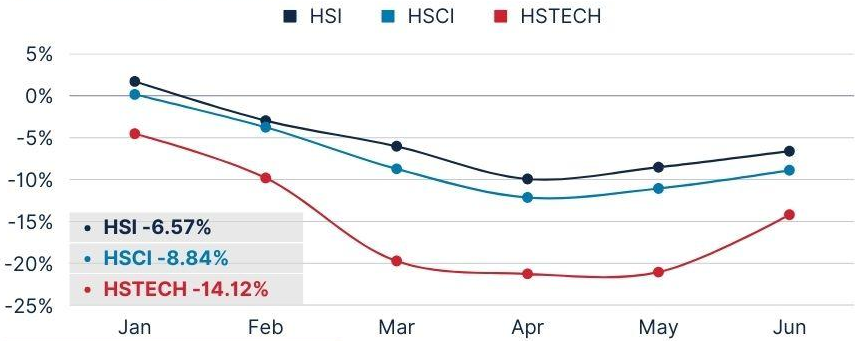


CTS Performance vs Hang Seng Index

H.K. Equities Market

Market Performance YTD

The H.K. stock market had a weak start for the second quarter of the year. Significant performance improvements were seen in May and June, following better liquidity conditions.

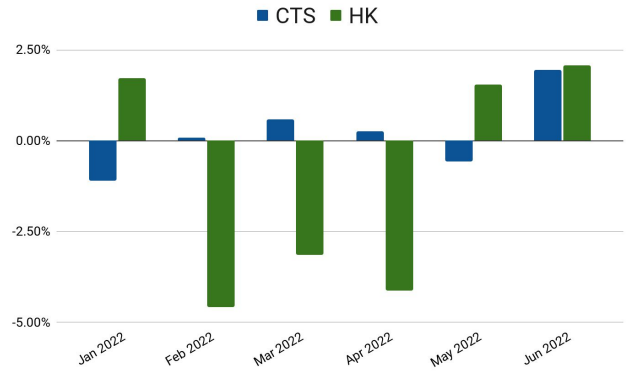


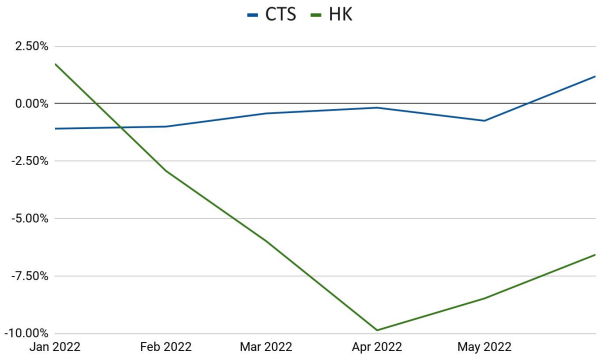
Avg Daily Value Traded

The H.K. equity market traded an average of 16.5B USD for 2Q22, declining 11.87% from the previous quarter's average daily traded value of 18.72B USD.

Public Offerings

9 IPOs raised 0.51B USD (4B HKD) for the second quarter of 2022. This marks one of the slowest period of H.K. IPO activity since 2009.





CTS Performance vs PSE Index

P.H. Equities Market

Market Performance YTD

The P.H. stock market extends downtrend from February peak, closing the first half of 2022 with a -13.58% YTD performance.

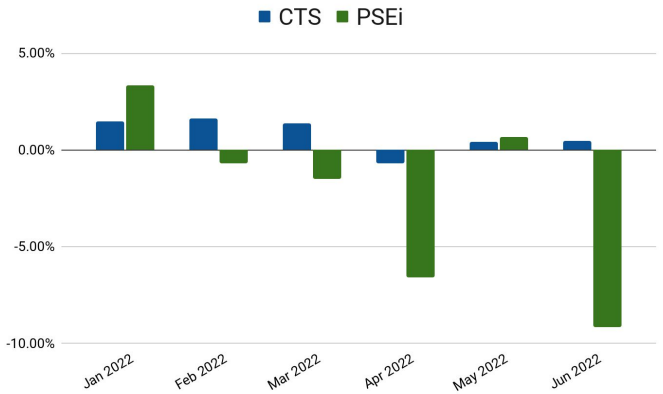


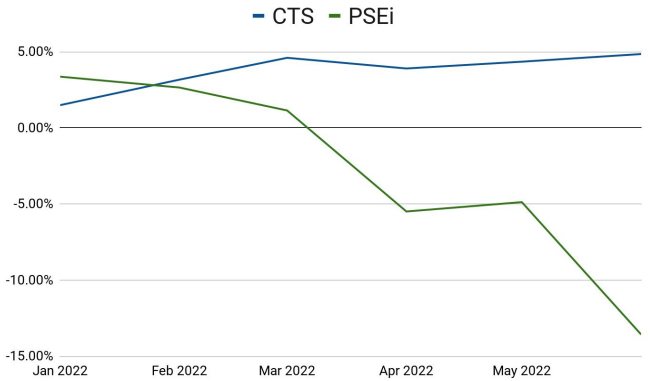
Avg Daily Value Traded

The P.H. equity market traded an average of 135M USD (7.52B PHP) for 2Q22, declining 7.50% from the previous quarter's average daily traded value of 146M USD (8.13B PHP).

Public Offerings

4 IPOs raised 128M USD (7.1B PHP) and a total of 960M USD (53.22B PHP) was raised from primary shares for the second quarter of 2022.







CTS GLOBAL EQUITIES

2022