IG US LLC Statement of Financial Condition As of ended May 31, 2019

(with Report of Independent Registered Public Accounting Firm)

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**Report of Independent Registered Public Accounting Firm** 

To the Officers and Member of IG US LLC

# **Opinion on the Financial Statement – Statement of Financial Condition**

We have audited the accompanying statement of financial condition of IG US LLC (the "Company") as of May 31, 2019, including the related notes (collectively referred to as the "financial statement"). In our opinion, the financial statement presents fairly, in all material respects, the financial position of the Company as of May 31, 2019 in conformity with accounting principles generally accepted in the United States of America.

# **Basis for Opinion**

The financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on the Company's financial statement based on our audit. We are a public accounting firm registered with the Public Company Accounting Oversight Board (United States) (PCAOB) and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audit of this financial statement in accordance with the standards of the PCAOB and in accordance with the auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statement is free of material misstatement, whether due to error or fraud.

Our audit included performing procedures to assess the risks of material misstatement of the financial statement, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the financial statement. Our audit also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statement. We believe that our audit provides a reasonable basis for our opinion.

Pricewaterbouse Coopers LLP

August 19, 2019

We have served as the Company's auditor since 2017.

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# IG US LLC Statement of Financial Condition As of May 31, 2019

## Assets

Cash Cash held for customers Receivable from affiliate, net Property and equipment, net Other assets	\$ 31,437,594 3,876,666 855,433 35,564 99,437
Total assets	\$ 36,304,694
Liabilities	
Payables to customers, net Accrued expenses Payables to Parent and affiliates Total liabilities	\$ 2,723,710 671,049 453,848 3,848,607
	 · ·
Member's Equity	32,456,087
Total liabilities and member's equity	\$ 36,304,694

The accompanying notes are an integral part of the Statement of Financial Condition.

# 1. Organization

On October 6, 2017, IG US LLC (the "Company") was formed as a Delaware Limited Liability Company. The Company is a wholly-owned subsidiary of IG US Holdings, Inc. (the "Parent"), a Delaware Corporation. The ultimate parent is IG Group Holdings plc ("IG Group"), a United Kingdom company which is publicly traded on the London Stock Exchange.

The Company is registered with the Commodity Futures Trading Commission ("CFTC") and is a member of the National Futures Association ("NFA"), an industry self-regulating organization, to operate as a Retail Foreign Exchange Dealer ("RFED") and as an introducing broker.

The Company provides trading services for over-the-counter ("OTC") foreign exchange derivative contract products to retail and institutional customers. Customer trading is offered to customers via the Company's web based proprietary trading platform or through proprietary trading mobile apps. The Company hedges its open customer positions with an affiliate.

# 2. Summary of Significant Accounting Policies

## **Basis of Presentation**

The accompanying Statement of Financial Condition is presented in accordance with generally accepted accounting principles ("GAAP") in the United States of America.

## Use of Estimates

The preparation of the Statement of Financial Condition in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities as of the date of the Statement of Financial Condition. Estimates are based on judgement and available information. Therefore, actual results could differ from management's estimates and could have a material impact on the Statement of Financial Condition.

### Cash

The Company maintains cash at financial institutions where the total cash balance is insured by the Federal Deposit Insurance Corporation ("FDIC") up to \$250,000 per depositor, per bank. The Company is exposed to concentration credit risk since it maintains balances at financial institutions in excess of the FDIC limit.

### Cash held for Customers

The Company maintains separately designated customer cash at a financial institution where the total cash balance is insured by the Federal Deposit Insurance Corporation ("FDIC") up to \$250,000 per depositor, per bank. This designated customer cash does not have any legal restrictions. The Company is exposed to concentration credit risk since it maintains balances at financial institutions in excess of the FDIC limit.

# Fixed Assets

Fixed assets consist of computer equipment, furniture and fixtures, and office equipment. Fixed assets are carried at cost, less accumulated depreciation. The Company periodically evaluates the carrying value of long-lived assets when events and circumstances warrant such review in accordance with accounting guidance. Fixed assets are depreciated on a straight-line basis over the estimated useful lives of the assets as follows:

# 2. Summary of Significant Accounting Policies, cont.

### Fixed Assets, cont.

Computer equipment	3 - 5 Years
Furniture and fixtures	3 - 5 Years
Office equipment	3 - 5 Years

## Payables to Customers, net

Payables to customers, net includes all cash deposits plus or minus any unrealized gains or losses on open positions. The fair value of the customers' contracts is determined based upon third-party quotations, which are further discussed in the Fair Value Measurements section.

### Income Taxes

The Company has elected to be classified as a corporation for income tax purposes and is included in the Parent's US consolidated federal income tax return. When appropriate, the Company is also included in the Parent's consolidated state and local income returns. Income taxes are accounted for using the asset and liability method. Federal and state income tax balances are calculated as if the Company filed on a separate return basis. The total of the federal and state tax liability or benefit is calculated as either a payable to or a receivable from the Parent. The amount of any current and deferred income taxes payable or receivable, less any valuation allowance, is recognized as of the date of the Statement of Financial Condition based on the currently enacted federal and state income tax law and rates.

Deferred tax assets and liabilities are recognized for future events attributable to (1) the differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases, (2) tax operating losses, and (3) tax credit carryforwards. A valuation allowance is recognized for any deferred tax asset that is not more likely than not to be realized. Deferred tax assets and liabilities are measured using the currently enacted tax rates that are expected to be recovered or settled.

The Company recognizes and measures its unrecognized tax benefits in accordance with FASB ASC 740, *Income Taxes*. Under that guidance, the Company assesses the likelihood, based on their technical merit, that tax positions will be sustained upon examination based on the facts, circumstances and information available at the end of each period. When new information becomes available, the measurement of unrecognized tax benefits is accordingly adjusted. Uncertain tax positions are recognized only when it is more likely than not that the positions will be sustained upon examination by the tax authorities. At May 31, there were not any uncertain tax positions recognized in the Statement of Financial Condition.

### Fair Value Measurements

The Company categorizes its fair value measurements according to a three-level hierarchy in accordance with FASB ASC 820, *Fair Value Measurements*. The hierarchy prioritizes the inputs used by the Company's valuation techniques. A level is assigned to each fair value measurement based on the lowest level input that is significant to the fair value measurement in its entirety.

## 2. Summary of Significant Accounting Policies, cont.

#### Fair Value Measurements, cont.

The three levels of the fair value hierarchy are defined as follows:

<u>Level 1</u> - Unadjusted quoted prices for identical assets or liabilities in active markets that are accessible at the measurement date.

<u>Level 2</u> - Prices or valuation based on observable inputs other than quoted prices in active markets for identical assets and liabilities.

<u>Level 3</u> - Prices or valuations that require inputs that are both significant to the fair value measurement and unobservable.

In general, the Company's financial assets and liabilities are carried at either fair value or at amounts which approximate the fair value on the Statement of Financial Condition. The Company's foreign exchange contracts assets and liabilities, which are included in Payables to Customers, net and Receivable from Affiliate, net, respectively, on the Statement of Financial Condition are valued based on the underlying OTC assets, which are stated at fair value. The Company has equal and offsetting asset and liability open contracts due to the Company's back-to-back hedging arrangement with its affiliate. The fair value of these financial instruments is predominately determined by inputs from third-party quotations.

### Derivatives

Foreign exchange contracts provide for the exchange of the difference in value of a particular currency pair. The customer realizes either a gain or a loss on the contract as the value changes between the time at which a contact is opened and the time at which a contract is closed. Foreign exchange contracts are defined as derivatives according to the accounting guidance. Therefore, foreign exchange contracts are accounted for at fair value in the Statement of Financial Condition.

### Foreign currencies

The Company has determined that its functional currency is the US Dollar (USD). In accordance with GAAP, assets and liabilities which are denominated in foreign currencies are converted into USD as of the date of the Statement of Financial Condition.

## 3. Fixed Assets

Fixed assets consist of the following at May 31, 2019:

Computer equipment	\$ 44,229
Less accumulated depreciation	(8,665)
Total	\$ 35,564

# 4. Other Assets

Other assets consist of the following at May 31, 2019:

Prepaid expenses	\$ 98,821
Customer receivables	616
Total	\$ 99,437
5. Payables to customers, net	
Payables to customers consisted of the following at May 31, 2019:	
Customer cash balances	\$ 2,870,611
Less unrealized losses	(146,901)
Total	\$ 2,723,710
6. Accrued Expenses Accrued expenses consisted of the following at May 31, 2019:	
	 005 700
Accrued marketing and advertising	\$ 205,769
Accrued compensation	164,456
Accrued professional fees	194,658
Accrued income tax	87,023
Other accrued expenses	19,143
Total	\$ 671,049

# 7. Related Party Transactions

### Receivable from affiliate

The Company entered into a hedging and incidental services agreement with a foreign affiliate. Under the terms of this agreement, the Company hedges the open customer contracts with its affiliate in exchange for a percentage of the revenue the affiliate earns on the hedged positions. This agreement also includes a cost sharing arrangement that provides for reimbursement for certain expenses of the Company. As of May 31, 2019, the Company had a net receivable balance of \$855,433 from its affiliate. This net receivable balance consisted of a \$996,436 receivable from this cost sharing arrangement and a \$5,898 receivable from its trading arrangement which was netted against a \$146,901 unrealized loss payable on its open hedging contracts.

# 7. Related Party Transactions, cont.

## Payable to Parent and affiliates

Effective January 31, 2019, the Company entered into certain global agreements with its affiliates. Accordingly, a portion of the costs incurred by its affiliates are allocated to the Company. Additionally, the Company entered into an agreement to reimburse its Parent for the Company's portion of the costs pertaining to an office lease shared amongst several affiliates. Finally, the Company has entered into several marketing agreements with its affiliates. These marketing agreements provide for its affiliates to be compensated for various types of potential marketing leads.

These payables can be primarily categorized as follows as of May 31, 2019:

Global vendor agreements	\$ 336,286
Office lease and related expenses	92,991
Affiliate marketing	 24,571
Total	\$ 453,848

### 8. Income Taxes

The differences between the balances reported in the Statement of Financial Condition and the tax basis of assets and liabilities result in temporary differences for which deferred tax assets and liabilities were recognized as follows at May 31, 2019:

	FY 2019
Deferred Income Tax Assets:	
Capitalized start-up costs	\$ 409,664
Accrued compensation	33,964
Long term incentive plan	 2,328
Total current deferred income tax assets	445,956
Deferred Income Tax Liabilities:	
Fixed assets	 (8,442)
Total deferred income tax liabilities	(8,442)
Net Deferred Income Tax Asset before Valuation Allowance:	 437,514
Valuation Allowance:	 (437,514)
Net Deferred Income Tax Asset after Valuation Allowance:	\$ -

The Company has classified the costs incurred prior to commencing its operations as start-up costs and, for income tax purposes, has capitalized and will subsequently expense them for income tax purposes over the respective amortization period. The Company has also recorded a valuation allowance on the net deferred tax asset, as it is more likely than not that this asset will not be realized in the future. Management reached this conclusion after considering all of the available evidence regarding sources of future taxable income.

## 9. Fair Value Measurements

The following table summarizes the gross Company's assets and liabilities that are reported at fair value according to the related hierarchy levels:

	Level 1	Level 2	Level 3	Total
Assets:				
Foreign exchange contracts*		\$ 155,473		\$ 155,473
Total Assets		\$ 155,473		\$ 155,473
Liabilities:				
Foreign exchange contracts*		\$(155,473)		\$(155,473)
Total Liabilities		\$(155,473)		\$(155,473)

Fair Value Measurements on a Recurring Basis As of May 31, 2019

\*Foreign exchange contract assets and liabilities are netted within Payable to Customers, net and Receivable from Affiliate, net, respectively on the statement of financial condition (See note 10 for further details).

The table below presents the carrying value, fair value and fair value hierarchy category of certain financial instruments that are not measured at fair value on the Statement of Financial Condition:

			Fair Value Measurements			
	Carrying Value	Fair Value	Quoted prices Active Markets (Level 1)		Observable Inputs (Level 2)	Unobservable Inputs (Level 3)
Assets			· · ·		· · ·	· · ·
Cash	\$31,437,594	\$31,437,594	\$31,437,594	\$		\$
Cash held for	¢ 0.070.000	¢ 0.070.000	¢ 0.070.000	۴		¢
customers Receivables from	\$ 3,876,666	\$ 3,876,666	\$ 3,876,666	\$		\$
affiliate, net	\$ 1,002,368	\$ 1,002,368	\$	\$	1,002,368	\$
Other assets	\$ 99,437	\$ 99,437	\$ \$	\$	99,437	\$ \$
Total Assets	\$36,416,065	\$36,416,065	\$35,314,260	\$	1,101,805	\$
Liabilities						
Payables to customers, net	\$ 2,870,611	\$ 2,870,611	\$	\$	2,870,611	\$
Accrued expenses	\$ 671,049	\$ 671,049	Ψ \$	Ψ \$	671,049	\$ \$
Payables to	¢ 0.1,010	¢ 0.1,010	*	Ψ	0,010	*
Parent and				\$		\$
affiliates	\$ 453,848	\$ 453,848	\$	\$	453,848	\$
Total Liabilities	\$ 3,995,508	\$ 3,995,508	\$	\$	3,995,508	\$

There were no transfers between level 1 and level 2 during the year.

# 10. Derivatives

The Company's foreign exchange contracts with its customers are derivative instruments.

The amounts that are reported within the Statement of Financial Condition are summarized below:

	_	Amounts Offset in the Statement of Financial Condition***						
	gros	Fair value of gross derivative contracts**		Counterparty netting		Cash collateral		derivative ontracts
Assets:								
Foreign exchange contracts*	\$	155,473	\$	(8,572)	\$	(146,901)	\$	-
Total assets	\$	155,473	\$	(8,572)	\$	(146,901)	\$	-
Liabilities:								
Foreign exchange contracts*	\$	(155,473)	\$	8,572	\$	146,901	\$	-
Total liabilities	\$	(155,473)	\$	8,572	\$	146,901	\$	-

\*Derivative assets are included within Payable to Customers, net on the Statement of Financial Condition and net derivative liabilities are included within Receivable from Affiliate, net on the Statement of Financial Condition.

\*\*Amounts include all derivative financial instruments irrespective of whether there is a legally enforceable master netting agreement or other similar arrangement in place.

\*\*\*Amounts are reported on a net basis in the Statement of Financial Condition when master netting agreements exist, and the criteria are met in accordance with applicable accounting guidance on offsetting foreign exchange contracts. The customer cash collateral and receivable from affiliate amounts may exceed the related net amounts of derivative assets and liabilities presented in the Statement of Financial Condition. Where this is the case, the total amount reported is limited to the net amounts of derivative assets and liabilities.

The Company's derivatives have various underlying currencies. The table below summarizes the number of contracts of the Company's derivative instruments as of May 31, 2019:

Derivative Instruments	Total gross contracts in long positions	Total gross contracts in short positions	Net long (short) positions
Assets Foreign exchange contracts Total		392 392	310 310
Liabilities Foreign exchange contracts Total	<u> </u>	702 702	<u>(310)</u> (310)

# 11. Stock-based compensation

IG Group offers certain employees of the Company participate in a share-based Long-term Incentive Plan ("LTIP"). The LTIP allows for the award of nominal cost options which vest after a three-year requisite service period. The fair value of each award is determined at the grant date and is expensed over the requisite service vesting period. These amounts are also recognized as non-cash capital contributions to the Company over the requisite service vesting period.

For LTIP awards, the fair value at grant date is determined by taking the share price at grant date. An adjustment for the present value of future dividends is not required since dividend equivalents are awarded on options granted under the LTIP.

The maximum number of LTIP awards that can vest based on the awards granted as of May 31, 2019 are as follows:

	Share		Shares at				
	price at	Expected	the				Shares at
Award	award	vesting	beginning	Shares	Shares	Shares	the end of
Date	date	date	of the year	granted	lapsed	exercised	the year
8/7/2018	893p	8/7/2021	-	3,961	-	-	3,961
		Total	-	3,961	-	-	3,961

The weighted average exercise price of all LTIP awards is 0.005 GBP.

## 12. Commitments, Contingencies and Off-Balance Sheet Risk

## Commitments

The Company enters into various commitments to purchase necessary services for its operations. Currently, the only commitment that the Company has entered into is an agreement with a vendor for bank verification services. The future minimum commitments at May 31, 2019 are payable as follows:

Year ended May 31:	То	Total	
Fiscal year 2020	\$	6,000	
Fiscal year 2021		2,500	
Thereafter		-	
	\$	8,500	

### Contingencies

In the ordinary course of business, the Company may be subject to lawsuits, arbitration claims and other legal proceedings. The Company is also subject to inquiries, investigations, and other proceedings by regulatory and other governmental agencies. Finally, changes in federal legislation and regulatory rules could adversely impact the regulation and operations of the Company, which may negatively affect its operating results. Management cannot predict with certainty the potential outcome of any legal proceeding. However, management is not aware of any legal proceeding that would have a material effect of on the Statement of Financial Condition.

# 12. Commitments, Contingencies and Off-Balance Sheet Risk, cont.

## Guarantees

An affiliate of the Company has registered with the NFA as an introducing broker. As part of this registration, the Company guaranteed this affiliate as an introducing broker, therefore the Company is liable for all obligations of the affiliate according to the standard NFA terms set up for such an arrangement. This guarantee can be cancelled with a 30-day advance notice. There are currently not any claims on this guarantee. The maximum amount of potential claims is not quantifiable. The Company has the right to reclaim any payment from its affiliate made under this guarantee. The Company's potential liability under this arrangement is not quantifiable and believes that they will not have to make any material payments under this arrangement due to the viability of its affiliate.

# Off-Balance Sheet Risk

The Company hedges its customer contracts through a back-to-back hedging agreement with an affiliate. The hedging of customer contract balances through a single entity creates a counter-party concentration risk for the Company. As of May 31, the Company also has two customers that maintain account balances greater than ten percent of the aggregate Payables to Customers, net balance. This concentration of large customer balances also creates a counter-party concentration risk to the Company. The Company has implemented various controls and procedures to mitigate and monitor these counter-party concentration risks.

The Company is also subject to various markets risks resulting from the conduct of their operations. Sudden market movements could potentially create either a significant unsecured customer receivable increase or a substantial decrease of the Company's adjusted net capital below the statutory minimum levels. The Company has implemented various controls and procedures to mitigate and monitor these market risks.

# 13. Employee Retirement Plan

The Company's Parent maintains a 401(k) retirement plan for the Company's employees. Qualified employees may make elective contributions according to the terms of the plan. The Company currently matches 50% of the first 6% of employee contributions. The matching contributions fully vest 2 years after the inception of their employment. Most of the company's employees are eligible to participate in this plan.

# 14. Employee Stock Purchase Plan

IG Group offers an Employee Stock Purchase Plan that invites its employees to purchase IG Group stock. In general, participants may elect to have up to 5 percent of their wages withheld over a 6-month period. At the end of the 6-month period, the employee's withholding can be used to purchase IG Group stock at a 15 percent discount below the lower of the first or last day's closing price during the 6-month period.

# **15. Regulatory Capital Requirements**

The Company is subject to CFTC Regulation 5.7 and NFA Section 11. Under applicable provisions of these rules and regulations, the Company is required to maintain a minimum adjusted net capital balance of \$20.0 million, plus 5% for all liabilities owed to retail customers and third-party eligible contract participants not registered as a dealer that exceed \$10 million, and 10% of all liabilities that are owed to an eligible contract participant that is registered as a dealer and/or are an affiliate to the Company, as defined in the rules and regulations. As of May 31, 2019, the Company had adjusted net capital of \$27,302,585 and net capital requirements of \$20,000,000.

# 16. Subsequent Events

The Company's management has evaluated subsequent events through August 19, 2019, the issuance date of the Statement of Financial Condition for the year ended May 31, 2019. Since May 31, 2019, the Parent made a total of \$10,000,000 of capital contributions to the Company.