

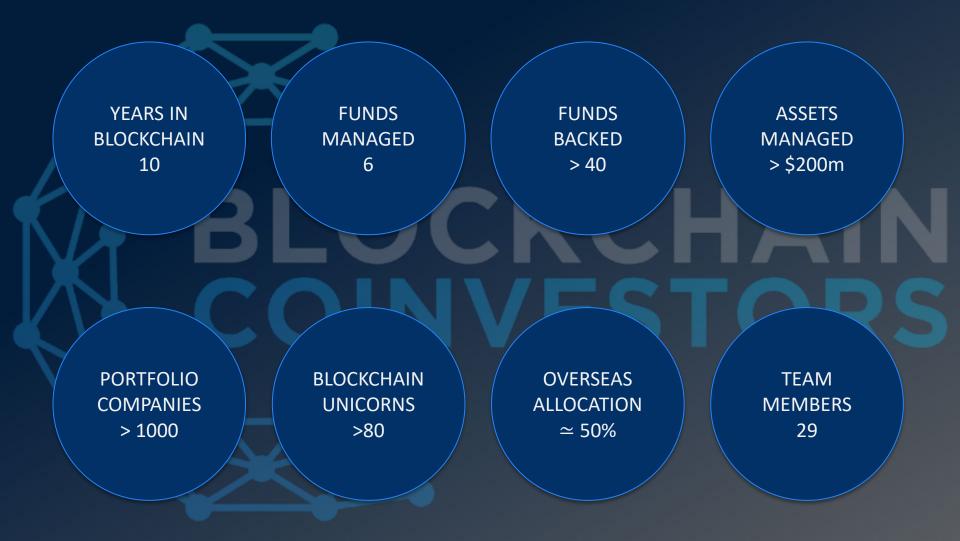
The Best Way to Invest in Blockchain Businesses

# Digital Asset Regulation Report

May 2024

Manager | Alison Davis and Matthew C. Le Merle www.BlockchainCoinvestors.com

# **BLOCKCHAIN COINVESTORS AT A GLANCE**

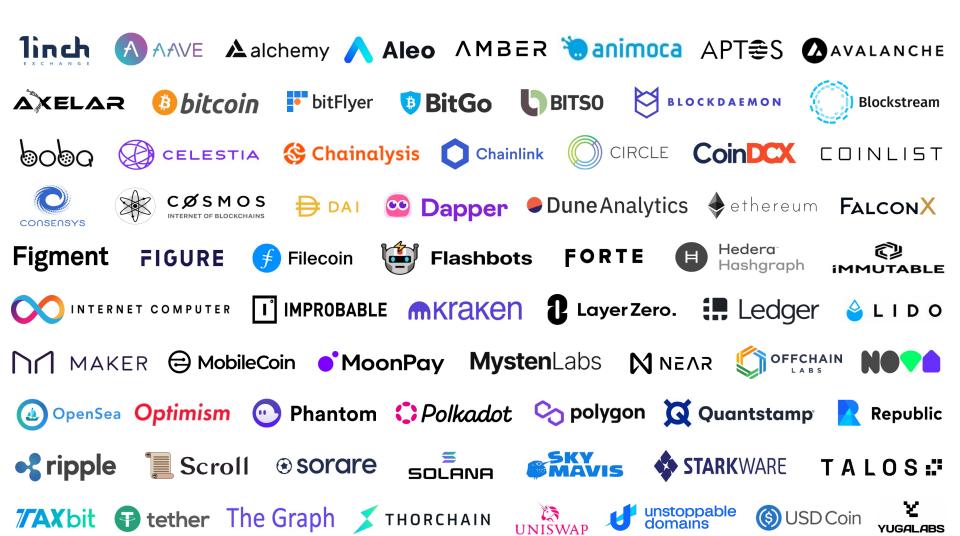


# **INVESTOR VALUE PROPOSITION**

A single investment accesses global, diversified exposure to leading early stage blockchain venture investments on an institutional platform

ACCESS DIVERSIFICATION PERFORMANCE PERSISTENCY INSTITUTONAL

## INVESTED IN 80+ BLOCKCHAIN UNICORNS



# **INVESTMENT THESIS**

- The Internet digitalized Communications and Content
- It was the greatest value creation event so far
- However, monies, commodities and assets are not yet digital...
- ... which means we can't get to a global digital economy
- Therefore, we must digitalize Commerce too...
- ...and all the worlds financial infrastructure must be upgraded
- Since businesses, individuals & governments transact all the time...
- ....this will be the greatest value creation opportunity ever.

#### BLOCKCHAIN COINVESTORS BIANNUAL RESEARCH REPORTS

#### Providing A Global View of the Growing Digital Finance Ecosystem



#### Meet the Blockchain Unicorns Report: January & July

The industry's most comprehensive report tracking the evergrowing list of global blockchain enterprises and crypto projects worth >\$1bn...103 & 57, respectively, at YE 2023



#### **Digital Asset Regulation Report:** May & November

The industry's leading report tracking the state of global blockchain and crypto regulatory readiness among the world's top 25 financial centers, from early aspiration all the way to implementation

# INSTITUTIONAL ADOPTION TRACKER (Demographics) World's Top 50 Banks & Asset Managers, by AUM Commission Alika - 323.335 to - Average manager AUM - 52.467 to - Counties and Alika - 323.335 to - Average manager AUM - 52.467 to - Counties and Alika - 323.335 to - Average manager AUM - 52.467 to - Counties and Alika - 323.335 to - Average manager AUM - 52.467 to - Counties and Alika - 323.335 to - Average manager AUM - 52.467 to - Counties represended to - Counties and Alika - 323.335 to - Average manager AUM - 52.467 to - Counties and Alika - 323.335 to - Average manager AUM - 52.467 to - Counties and Alika - 52.467 to - Counties

#### Institutional Digital Finance Adoption Report: March & September

The industry's first in-depth report tracking digital asset adoption, by service offering, among the 50 largest banks and asset managers worldwide by AUM

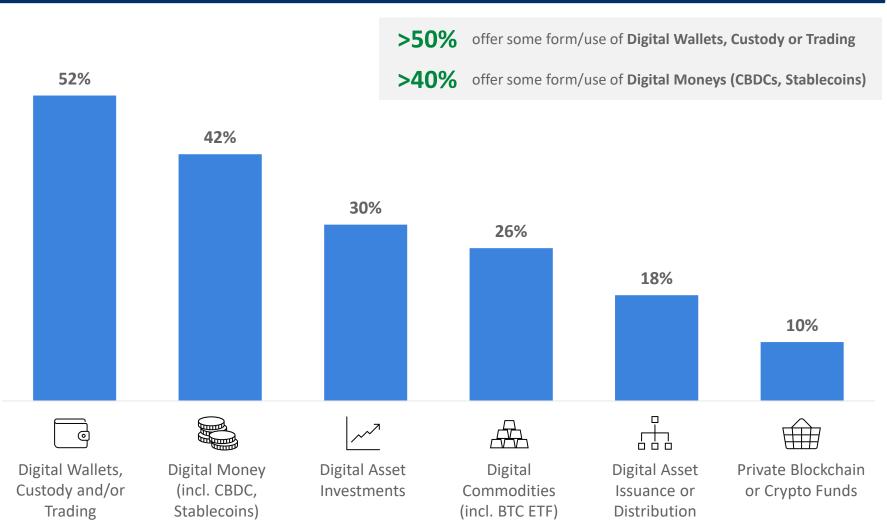
# DIGITAL FINANCE IS INEVITABLE

The world's financial infrastructure is being upgraded as the result of fundamental issues and challenges within the current global financial system

Traditional Finance		Digital Finance
Analog	$\longrightarrow$	Digital
Insecure	cure —— Se	
Concentrated	$\longrightarrow$	Distributed
Unknown/Untrusted	$\longrightarrow$	Trusted
Expensive	$\longrightarrow$	Low cost
Slow	$\longrightarrow$	Fast
Hard to access	$\longrightarrow$	Easy to access
Opaque	$\longrightarrow$	Transparent

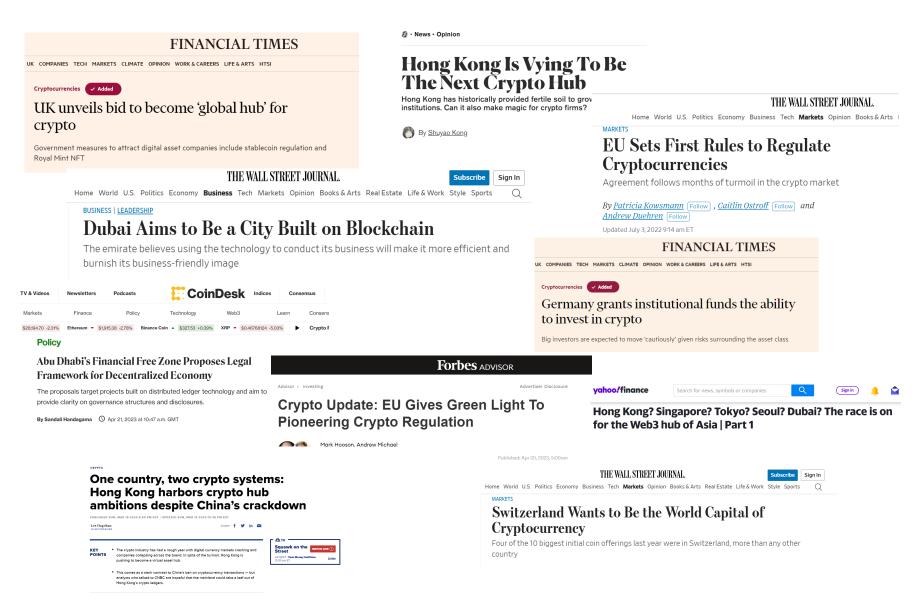
# DIGITAL WALLETS, CUSTODY & STABLECOINS FIRST

#### Digital Asset Adoption Among Top 50 Asset Managers Worldwide, By Service (%)



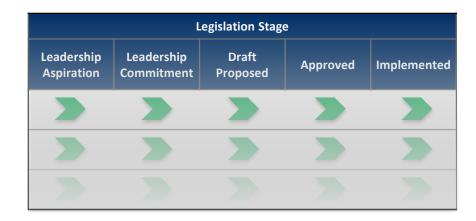
Sources: S&P Global, Lexis Nexis, WTW Co, ADV, Bitwise, Blockchain Coinvestors, Atlantic Council, announcements, publicly available information. AUMs as of Dec. 31, 2023.

# GLOBAL RACE TO BE DIGITAL ASSET HUB



# DIGITAL ASSET REGULATION REPORT (Methodology)

Rank	Financial Center	Population (m)	National GDP per Capita (\$)
1	Zurich	0.4	\$87,010
2	Dubai	3.5	\$80,640
3	Tokyo	37.7	\$39,450





# World's Top 25 Financial Centers, by composite

- Est. as of April 30, 2024
- Based on a variety of factors, including:
  - Market liquidity, capitalization, growth
  - Economic output, financial flows
  - Corporate activity, financial service access
  - Population, global prominence
  - Role in international trade, global policy



# Digital Asset Regulatory Progress, by Legislation Stage

- Leadership Aspiration
- Leadership Commitment
- Draft Legislation Proposed
- Legislation Approved
- Legislation Implemented

# DIGITAL ASSET REGULATION REPORT (Demographics)

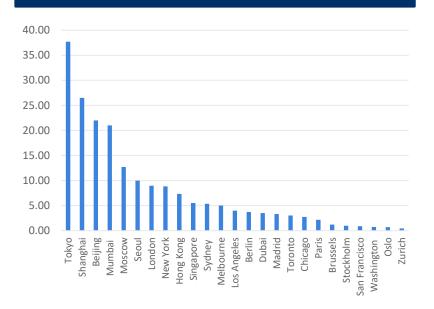
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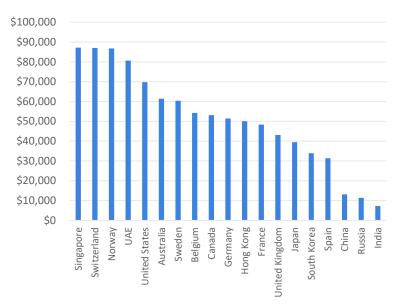
# World's Top 25 Financial Centers, by composite

- Cumulative Population = 198.3 m
- GDP per Capita range = \$7,290 \$87,220
- Countries represented = 19

#### Financial Center Populations (m)



#### National GDP per Capita (\$)



Sources: S&P Global, Lexis Nexis, WTW Co, ADV, Bitwise, Blockchain Coinvestors, Atlantic Council, announcements, publicly available information. AUMs as of Dec. 31, 2023.

# STATUS OF DIGITAL ASSET REGULATION

- Digital asset regulation is advancing globally but progress is fragmented
- Most geographies have drafted, approved and even implemented full regulatory regimes; laggards are slowly catching up
- 3. Diversification remains the optimal investment strategy for navigating uncertain outcomes

# FINANCIAL CENTERS - REGULATORY READINESS

Of the top 25 global financial centers, most are passing or preparing pro innovation regulation for digital monies, commodities and assets



# DIGITAL ASSETS REGULATION TRACKER

			National		Le					
Rank	Financial Center	Population (m)	GDP per Capita (\$)	Leadership Aspiration	Leadership Commitment	Draft Proposed	Approved	Implemented	Note	
1	Zurich	0.4	\$87,010	>	<b>&gt;</b>				Comprehensive regulatory regime, pilot and plans to issue CBDC	
2	Dubai	3.5	\$80,640						Crypto-friendly framework, CBDC in phase 1 pilot	
3	Tokyo	37.7	\$39,450						Clear regime, stablecoin and travel rules, CBDC in pilot	
4	Singapore	5.5	\$87,220						Comprehensive regime, selective licensing, CBDC in pilot	
5	London	8.9	\$43,120						FSMA received royal assent June 2023, full regime expected in 2024	
6	Paris	2.2	\$48,340						MiCAR in effect Dec 2024, CBDC in discussion	
7	Brussels	1.2	\$54,210						MiCAR in effect Dec 2024, CBDC in development	
8	Madrid	3.3	\$31,410						MiCAR in effect Dec 2024, CBDC in development	
9	Oslo	0.7	\$86,790						MiCAR in effect Dec 2024, EEA to adopt subsequently	
10	Stockholm	1.0	\$60,380						MiCAR in effect Dec. 2024	
11	Berlin	3.7	\$51,420						MiCAR in effect Dec 2024, BaFin advanced, CBDC in development	
12	Hong Kong	7.3	\$50,030	<b>&gt;</b>					Crypto-friendly rules, stablecoin licensing advancing, CBDC in pilot	
13	Seoul	10.0	\$33,890						Phase 1 regime, CBDC pilot, sanctions against North Korea	

# DIGITAL ASSETS REGULATION TRACKER

			National		L					
Rank	Financial Center	Population (m)	GDP per Capita (\$)	Leadership Aspiration	Leadership Commitment	Draft Proposed	Approved	Implemented	Note	
14	Mumbai	21.0	\$7,290						Crypto bill in process, G20 endorsement, CBDC linked to UPI	
15	Shanghai	26.5	\$13,170						Ban on crypto, CBDC live	
16	Beijing	22.0	\$13,170						Ban on crypto, CBDC live	
17	New York	8.9	\$69,730	>				>	US BTC Spot ETFs live, NY BitLicense regime in effect	
18	Los Angeles	4.0	\$69,730	>	>	>	>		US BTC Spot ETFs live, preliminary bill takes effect in 2025	
19	San Fran.	0.9	\$69,730	>	>	>	>		US BTC Spot ETFs live, preliminary bill takes effect in 2025	
20	Toronto	3.0	\$53,140						Comprehensive but cautious regime, refining stablecoin approach	
21	Chicago	2.7	\$69,730						US BTC Spot ETFs live, new mining regulations, DARA reintroduced	
22	Moscow	12.7	\$11,340	>					Regulation delayed, CBDC in pilot	
23	Sydney	5.3	\$90,530	>	>	>			Early bill proposed, draft expected in 2024, prioritizing stablecoins	
24	Melbourne	5.0	\$90,530	>	<b>&gt;</b>	>			Early bill proposed, draft expected in 2024, prioritizing stablecoins	
25	Washington	0.7	\$69,730	<b>&gt;</b>	>				US BTC Spot ETFs live, expected electoral topic in November	

# **United States** (GDP per Capita = \$69,730)

Financial Centers Surveyed	Est. Population	Legislation Progress by Stage
New York	8.9 m	<b>&gt; &gt; &gt; &gt; &gt;</b>
Los Angeles	4.0 m	<b>&gt; &gt; &gt; &gt;</b>
San Francisco	0.9 m	<b>&gt; &gt; &gt; &gt;</b>
Chicago	2.7 m	<b>&gt; &gt; &gt;</b>
Washington	0.7 m	



- ✓ FASB finalizes BTC treatment rules
- ✓ Bitcoin Spot ETFs approvals
- ✓ Clarity for Payment Stablecoins Act

- ✓ Market Structure Act & FITA
- ✓ Anticipated electoral issue in Nov.
- ✓ BCI engaged with front line politicians

#### **Overall Regulatory Readiness**

Leadership Aspiration Leadership Commitment Draft Proposed Approved Implemented

| Draft Proposed | Draft Pr

#### EU + EEA + United Kingdom

Financial Centers	Est. Population	Nat. GDP/Capita (\$)	Legislation Progres	s by Stage
Zurich	0.4 m	\$87,010	<b>&gt; &gt; &gt;</b>	<b>&gt;</b> >
London	9.0 m	\$43,120	<b>&gt; &gt; &gt;</b>	
Paris	2.2 m	\$48,340	<b>&gt; &gt; &gt;</b>	
Brussels	1.2 m	\$54,310	<b>&gt; &gt; &gt;</b>	
Madrid	3.3 m	\$31,410	<b>&gt; &gt; &gt;</b>	
Oslo	0.7 m	\$86,790	<b>&gt; &gt; &gt;</b>	
Stockholm	1.0 m	\$60,380	<b>&gt; &gt; &gt;</b>	
Berlin	3.7 m	\$51,420	<b>&gt; &gt; &gt;</b>	



- ✓ MiCAR goes into effect Dec. 2024
- ✓ Stablecoin section in effect June 2024
- ✓ Travel rule goes into effect Dec. 2024
- ✓ DAC8, Data Act, Payments Directive
- ✓ Digital euro pilots advancing
- ✓ Parliamentary elections in June 2024

#### **Overall Regulatory Readiness**

Leadership Aspiration Leadership Commitment Draft Proposed Approved Implemented

| Draft Proposed | Draft Pr

#### Asia + India **Financial Centers** Est. Population Nat. GDP/Capita (\$) Legislation Progress by Stage \$39,450 Tokyo 37.7 m 5.5 m \$87,220 Singapore Hong Kong 7.3 m \$50,030 10.0 m \$33,890 Seoul Mumbai 21.0 m \$7,290 Shanghai 26.5 m \$13,170 Beijing 22.0 m \$13,170



- ✓ Asian crypto hubs rapidly emerging
- ✓ Crypto ban in China but e-CNY live
- ✓ Digital Rupee integrated with UPI

- ✓ Multiple CBDC pilots advancing
- ✓ HK Spot BTC & ETH ETFs live
- ✓ Crackdown on illicit finance activities

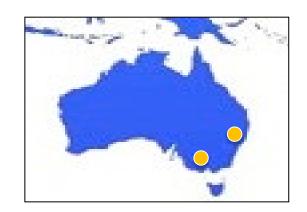
#### **Overall Regulatory Readiness**

Leadership Aspiration Leadership Commitment Draft Proposed Approved Implemented

| Draft Proposed | Draft Pr

## Australia (GDP per Capita = \$61,420)

Financial Centers Surveyed	Est. Population	Legislation Progress by Stage
Sydney	8.9 m	<b>&gt; &gt; &gt;</b>
Melbourne	4.0 m	<b>2 2 2</b>



- ✓ Draft legislation in process
- ✓ Increased enforcement activity
- ✓ Cross-agency AML task force

- ✓ Consultation leading implementation
- ✓ AUSTRAC regulatory priorities
- ✓ CFR prioritizing stablecoin regulation

#### **Overall Regulatory Readiness**

Leadership Aspiration Leadership Commitment Draft Proposed Approved Implemented







# United Arab Emirates (GDP per Capita = \$80,640) Financial Centers Surveyed Est. Population Legislation Progress by Stage Dubai 3.5 m

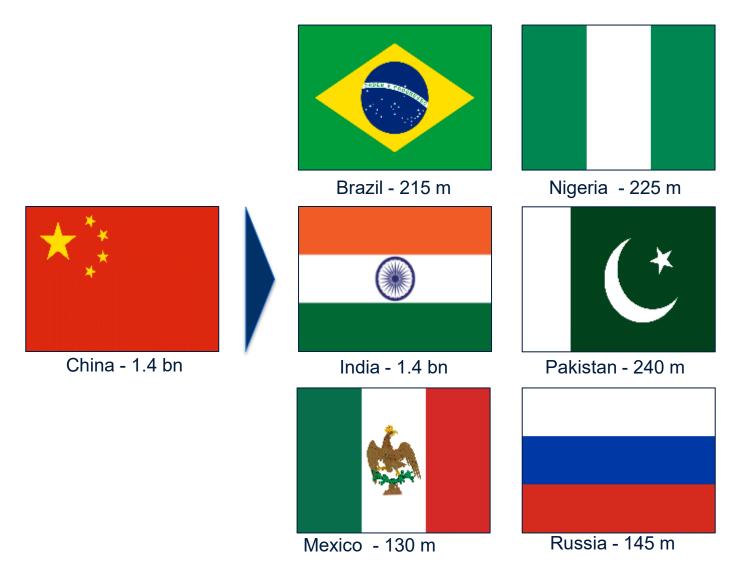


- ✓ Emerging global crypto hub
- ✓ First bespoke regulatory framework
- ✓ VARA guidance quite advanced

- ✓ Clear licensing regime for VASPs
- Digital Dirham CBDC in pilot phase 1
- ✓ Pro-business, tax friendly leadership

# Coverall Regulatory Readiness Leadership Aspiration Leadership Commitment Draft Proposed Approved Implemented

# **CBDCs NOW COMING FAST**



2024 will see more CBDCs in pilot (25+) and rollout phases (15+).

Almost half of the world's population will experience the benefits of digital monies

# WANTING BITCOIN

# 11	Country (or dependency)	Population (2023) 📫	Yearly Change 🎵	Net Change ↓↑	Med. Age ↓↑	Urban Pop % ↓↑	World Share ↓↑
1	<u>India</u>	1,428,627,663	0.81 %	11,454,490	28	36 %	17.76 %
2	<u>China</u>	1,425,671,352	-0.02 %	-215,985	39	65 %	17.72 %
3	<b>United States</b>	339,996,563	0.50 %	1,706,706	38	83 %	4.23 %
4	<u>Indonesia</u>	277,534,122	0.74 %	2,032,783	30	59 %	3.45 %
5	<u>Pakistan</u>	240,485,658	1.98 %	4,660,796	21	35 %	2.99 %
6	<u>Nigeria</u>	223,804,632	2.41 %	5,263,420	17	54 %	2.78 %
7	<u>Brazil</u>	216,422,446	0.52 %	1,108,948	34	88 %	2.69 %
8	<u>Bangladesh</u>	172,954,319	1.03 %	1,767,947	27	41 %	2.15 %
9	Russia	144,444,359	-0.19 %	-268,955	39	75 %	1.80 %
10	Mexico	128,455,567	0.75 %	951,442	30	88 %	1.60 %
11	<u>Ethiopia</u>	126,527,060	2.55 %	3,147,136	19	22 %	1.57 %
12	<u>Japan</u>	123,294,513	-0.53 %	-657,179	49	94 %	1.53 %
13	<u>Philippines</u>	117,337,368	1.54 %	1,778,359	25	47 %	1.46 %
14	<u>Egypt</u>	112,716,598	1.56 %	1,726,495	24	41 %	1.40 %
15	DR Congo	102,262,808	3.29 %	3,252,596	16	46 %	1.27 %
16	<u>Vietnam</u>	98,858,950	0.68 %	672,094	33	40 %	1.23 %
17	<u>Iran</u>	89,172,767	0.70 %	622,197	33	74 %	1.11 %
18	<u>Turkey</u>	85,816,199	0.56 %	474,958	32	77 %	1.07 %
19	<u>Germany</u>	83,294,633	-0.09 %	-75,210	45	77 %	1.04 %
20	<u>Thailand</u>	71,801,279	0.15 %	104,249	40	52 %	0.89 %
21	<u>United</u> <u>Kingdom</u>	67,736,802	0.34 %	227,866	40	85 %	0.84 %
22	<u>Tanzania</u>	67,438,106	2.96 %	1,940,358	17	38 %	0.84 %
23	<u>France</u>	64,756,584	0.20 %	129,956	42	84 %	0.80 %
24	South Africa	60,414,495	0.87 %	520,610	28	69 %	0.75 %
25	<u>Italy</u>	58,870,762	-0.28 %	-166,712	48	72 %	0.73 %

- Of the world's 7.9 billion people, 60% are under 45 (digital natives)
- We estimate that > 65% (5 billion+) live in countries where:
  - They are concerned for the value of their money
  - They fear hyperinflation, devaluation and/or expropriation
  - They do not want to hold their wealth in their country's money
- These 5 billion understand the value of bitcoin better than the other 2.9 billion

Where are the 1.6 billion unbanked people?										
Region/Country	Population (M)	# Unbanked	% Unbanked							
South East Asia	582.6	296.4	51%							
China	1,439.3	288.0	20%							
India	1,380.0	276.0	20%							
Sub-Saharan Africa	319.2	165.7	52%							
South America	364.3	139.4	38%							
North Africa	174.0	104.4	60%							
Mexico	128.9	81.2	63%							
Russia	145.9	35.0	24%							
			Source: World Bank 2021							

# PERFORMANCE OF MAJOR ASSETS CLASSES

#### Bitcoin Has Been the Best Performing Asset Class in 8 Out of the Past 11 Years

2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Average
Bitcoin	U.S. Equities	Bitcoin	Bitcoin	Bitcoin	Treasuries	Bitcoin	Bitcoin	Bitcoin	Commodity	Bitcoin	Bitcoin
5866.29%	13.69%	35.10%	124.07%	1622.86%	0.86%	86.38%	293.38%	67.23%	16.09%	156.62%	732.19%
U.S. Equities	Real Estate	U.S. Equities	EM Equity	U.S. Equities	U.S. Bonds	U.S. Equities	Gold	U.S. Equities	Gold	U.S. Equities	U.S. Equities
32.39%	13.34%	1.38%	12.06%	21.83%	0.01%	31.49%	24.42%	28.71%	-0.13%	26.29%	14.88%
EM Equity	U.S. Bonds	Treasuries	U.S. Equities	Real Estate	Gold	Real Estate	U.S. Equities	Commodity	EM Equity	Gold	EM Equity
3.59%	5.97%	0.84%	11.96%	18.73%	-2.14%	25.92%	18.40%	27.11%	-1.60%	13.45%	5.62%
Real Estate	Treasuries	U.S. Bonds	Commodity	EM Equity	U.S. Equities	Gold	EM Equity	Real Estate	Treasuries	EM Equity	Real Estate
3.51%	5.05%	0.55%	11.77%	14.90%	-4.38%	18.87%	14.69%	22.06%	-12.46%	12.60%	5.56%
U.S. Bonds	EM Equity	Real Estate	Gold	Gold	Real Estate	EM Equity	Treasuries	EM Equity	U.S. Bonds	Real Estate	Gold
-2.02%	-1.10%	-0.39%	8.63%	13.68%	-6.77%	13.31%	8.00%	4.42%	-13.01%	9.32%	3.00%
Treasuries	Gold	EM Equity	Real Estate	U.S. Bonds	EM Equity	U.S. Bonds	U.S. Bonds	U.S. Bonds	U.S. Equities	U.S. Bonds	U.S. Bonds
-2.75%	-1.51%	-2.62%	5.32%	3.54%	-8.45%	8.72%	7.51%	-1.54%	-18.11%	5.53%	1.63%
Commodity	Commodity	Gold	U.S. Bonds	Treasuries	Commodity	Commodity	Commodity	Treasuries	Real Estate	Treasuries	Treasuries
-9.52%	-17.01%	-10.46%	2.65%	2.31%	-11.25%	7.69%	-3.12%	-2.32%	-24.42%	4.05%	1.04%
Gold	Bitcoin	Commodity	Treasuries	Commodity	Bitcoin	Treasuries	Real Estate	Gold	Bitcoin	Commodity	Commodity
-28.26%	-60.51%	-24.66%	1.04%	1.70%	-72.31%	6.86%	-5.42%	-3.51%	-65.05%	-7.91%	-0.83%

Source: Morningstar, as of December 31, 2023. Bitcoin is represented by MarketVector Bitcoin PR USD; US Equities are represented by the S&P 500 TR USD; Gold is represented by the S&P GSCI Gold Spot; Emerging Markets is represented by Fidelity Emerging Markets TR; Real Estate is represented by the NASDAQ Global Real Estate TR USD; US Bonds are represented by Bloomberg US Aggregate Bond USD; Treasuries are represented by the Bloomberg Aggregate Bond Treasury TR USD; Commodities are represented by the Bloomberg Commodity TR USD.

# GLOBAL INNOVATION REQUIRES GLOBAL COVERAGE

#### Blockchain Enterprise Unicorns by Region – YE 2023 (vs. MY 2023)



Note: Moonpay operates in a fully remote manner and is excluded herein.

Red / Green = Change vs Mid-Year

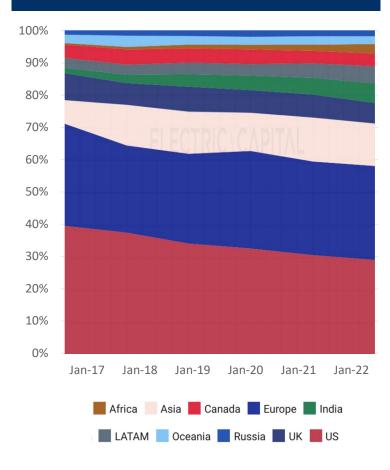
# US EXPOSURE INSUFFICIENT

# U.S. Presence in Internet and Blockchain Internet Companies Blockchain Protocols

Rank	Company	Market Cap (\$bn)	Origin	Rank	Company	Market Cap (\$bn)	Origin
#1	Microsoft	\$3,009	USA	#1	Bitcoin	\$816	Global
#2	Apple	\$2,975	USA	#2	Ethereum	\$271	Switzerland
#3	Alphabet	\$1,913	USA	#3	Tether	\$96	USA
#4	Amazon	\$1,644	USA	#4	Binance	\$47	Dubai
#5	Meta	\$1,012	USA	#5	Solana	\$39	USA
#6	Tencent	\$344	China	#6	Ripple (XRP)	\$29	USA
#7	Netflix	\$250	USA	#7	USDC	\$26	USA
#8	Pinduoduo	\$188	China	#8	Lido St ETH	\$21	Global
#9	Alibaba	\$185	China	#9	Cardano	\$17	Switzerland
#10	ServiceNow	\$157	USA	#10	Avalanche	\$12	Singapore
#11	Uber	\$134	USA	#11	Dogecoin	\$11	Sweden
#12	Booking Holdings	\$123	USA	#12	Tron	\$10	Singapore
#13	Shopify	\$105	Canada	#13	Polkadot	\$9	Switzerland
#14	Airbnb	\$96	USA	#14	Chainlink	\$8	Global
#15	MercadoLibre	\$91	Argentina	#15	Toncoin	\$7	Global
Origin	Origin Mar (bn)		% of Total	Origin		Market Cap (bn)	% of Total
United	d States S	\$11,313	93%	Rest o	of the World	\$1,229	87%
China		\$717	6%	United	d States	\$190	13%
Rest o	of the World	\$196	1%	China		\$0	0%

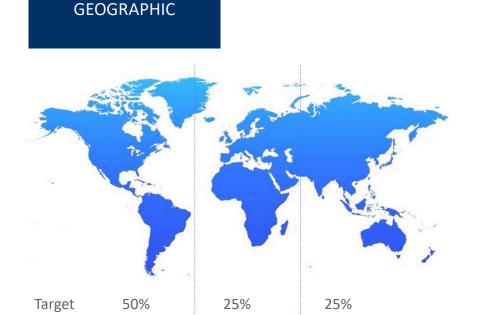
Source: Blockchain Coinvestors, CoinStats, data as of January 26<sup>th</sup>, 2024

Web3 Developers By Location, 2017-2022 (% of Developers)

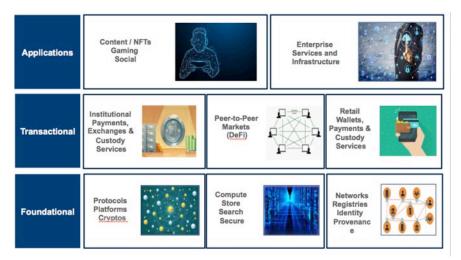


Source: Electric Capital, 2023 Developer Report

# **FUND VII - FUND OF FUNDS**



#### INVESTMENT THEME



#### STAGE

	Seed	Early	Mid	Late	Pre IPO	
Deals	30%	50%	20%	0%	0%	
\$	10%	50%	40%	0%	0%	

#### **DIVERSIFIED BY:**

- Geography
- Investment Theme
- Equities & Tokens
  - Fund Manager

Disclaimer: Past performance is not indicative of future returns.

## **LEARN MORE**

#### In Conclusion

- ☐ Large and diverse blockchain unicorn base confirms investor opportunity
- Investment thesis proving true and performance better than expected
- Blockchain Coinvestors Fund VII open for commitments:
  - Offering global, diversified exposure to leading early stage blockchain venture investments on an institutional platform

- Accredited Investors wishing to learn more:
  - 1. Schedule a 1 on 1 call at <a href="https://www.blockchaincoinvestors.com/contact-now">www.blockchaincoinvestors.com/contact-now</a>, or
  - 2. Email us at IR@BlockchainCoinvestors.com



# The Best Way to Invest in Blockchain Businesses

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