



DigitalX Limited

2023 Annual General Meeting

23 November 2023

ASX:DCC | digitalx.com

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Our Directors

Board of Directors



Toby Hicks

Non-Executive
Chairman



Greg Dooley

Non-Executive Director



Peter Rubenstein

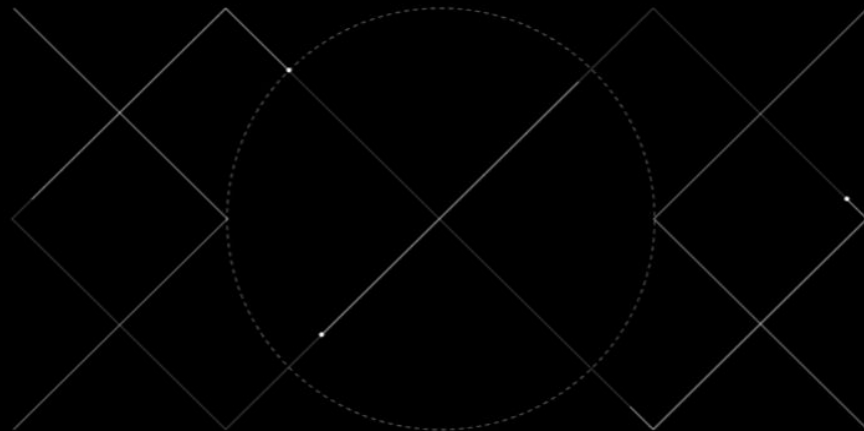
Non-Executive Director



Lisa Wade

Chief Executive Officer

Chief Executive Officer



Capital Structure¹

\$0.044

Share Price

745,519,039

Shares on Issue

\$32.8M

Market Cap

\$18.9M

Cash & Digital Assets²

1. As at 22 November 2023

2. As at 30 September 2023.



Diversify into the digital frontier

Invest in the next now with DigitalX. We're an ASX-listed wholesale fund manager focused on alternative assets and the next generation of computing and financial infrastructure.

SELL MY
SHARES



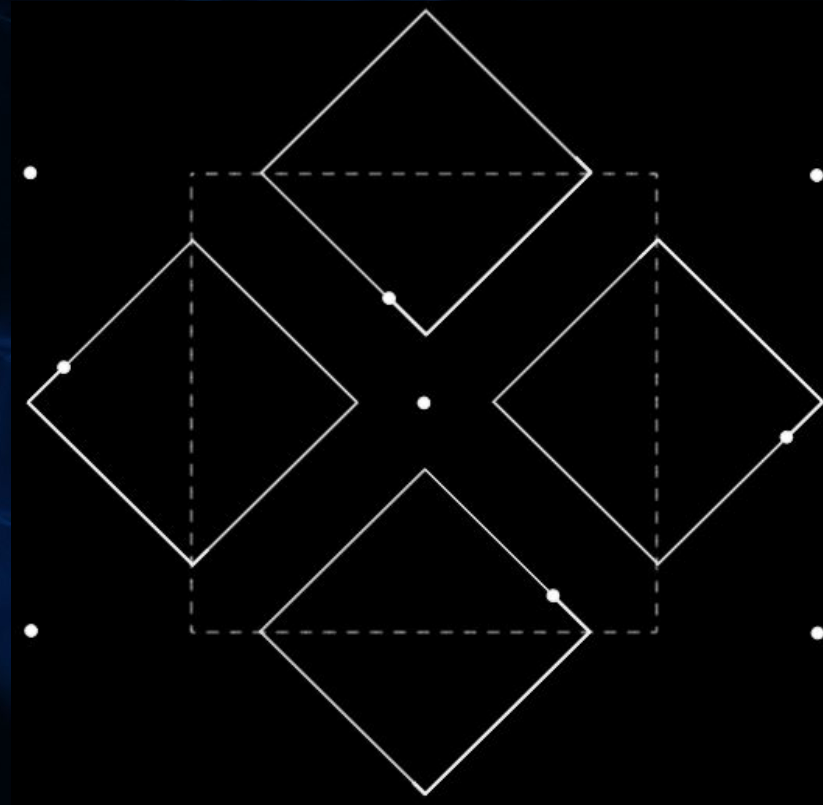
Scroll to explore



Who We Are

DigitalX sells shares, manages investments in digital assets and builds blockchain-backed technology solutions.

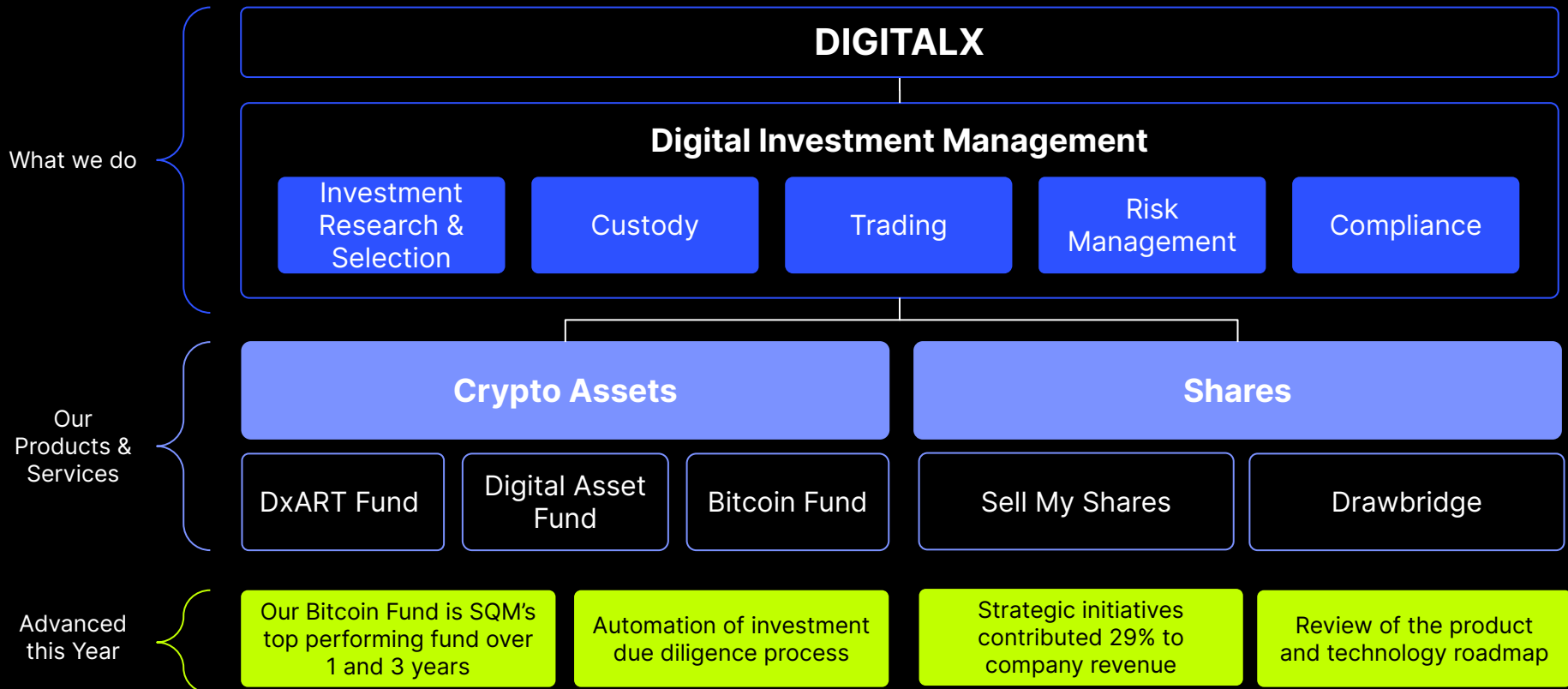
Our company is well positioned for the growth of decentralised finance as it becomes more mainstream and is adopted by those operating within major financial markets.





Our mission is to build one of the world's most transparent digital investment management companies.

Our Company



Strategic Objectives - updated/streamlined for FY24

OUR STRATEGIC OBJECTIVES



Impact - our purpose, our people... a better world.



Grow - manage our money, increase shareholder value.



Build - customer & partner relationships at the heart of what we do.



Transact - maximise our transaction volumes, velocity and value.



Invest - manage our assets... our funds, treasury and ventures.

Innovate - how we win

KEY RESULT

ENPS

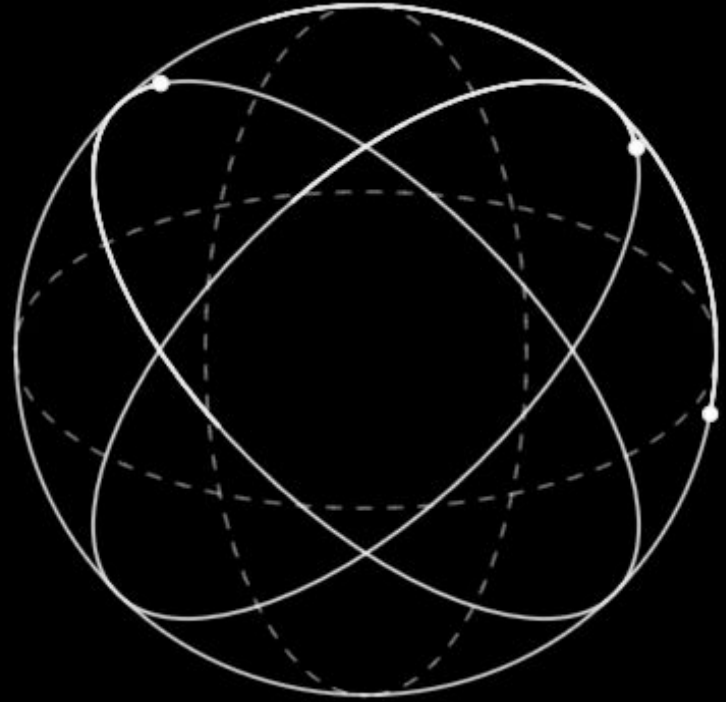
Costs aligned to Revenue

NPS % , customer and subscriber #'s (eyeballs)

Transaction volumes (clips) / velocity

TVL

FY23 Highlights



FY23 Highlights



Sell My Shares

- Three consecutive record-breaking quarters for SMS revenue, with annual revenue up 10% vs the previous year
- Successful delivery of four key strategic initiatives that contributed a total of 29% to annual revenue
- Launch of the new T-Zero initiative, which has contributed over \$100,000 to revenue
- Partnership with Automic to provide one-off share sale facilities to Automic clients, leading to a new revenue generation pipeline for Sell My Shares



Funds

- DigitalX Bitcoin Fund increased 56.0% and the DigitalX Fund rose 45.3%
- DigitalX Bitcoin Fund was SQM Research's best performing wholesale fund over one and three year returns
- Launch of DigitalX Asset Reference Token (DxART) Fund, an Australian-first Funds management product offering exposure to real-world assets through digital tokens
- Commenced execution of distribution and channel development strategy



Corporate

Strategic initiatives executed over the 2023 financial year include:

- Accelerating Sell My Shares new product development and the following four (4) revenue streams contributing 29% to overall group revenue (Deceased Estates; T-Zero Settlements; International Sales; and Automic Partnership Revenue);
- Data validation and staking returns on digital asset treasury;
- Active digital asset treasury development;
- Venture investments and incubation; and
- Partnerships

FY23 Highlights



Product

- Built the Company's first on-chain prototype for tokenised real world asset investment pools
- Built the smartlist and playlist
- Identified digital distribution channels and models for the Funds business
- Pursued growth plans for Drawbridge showcasing the product at the Governance Institute national conference
- Launched enhanced functionality for Deceased Estate share sales
- Launched Australian-domiciled Ethereum validator nodes



Partnerships

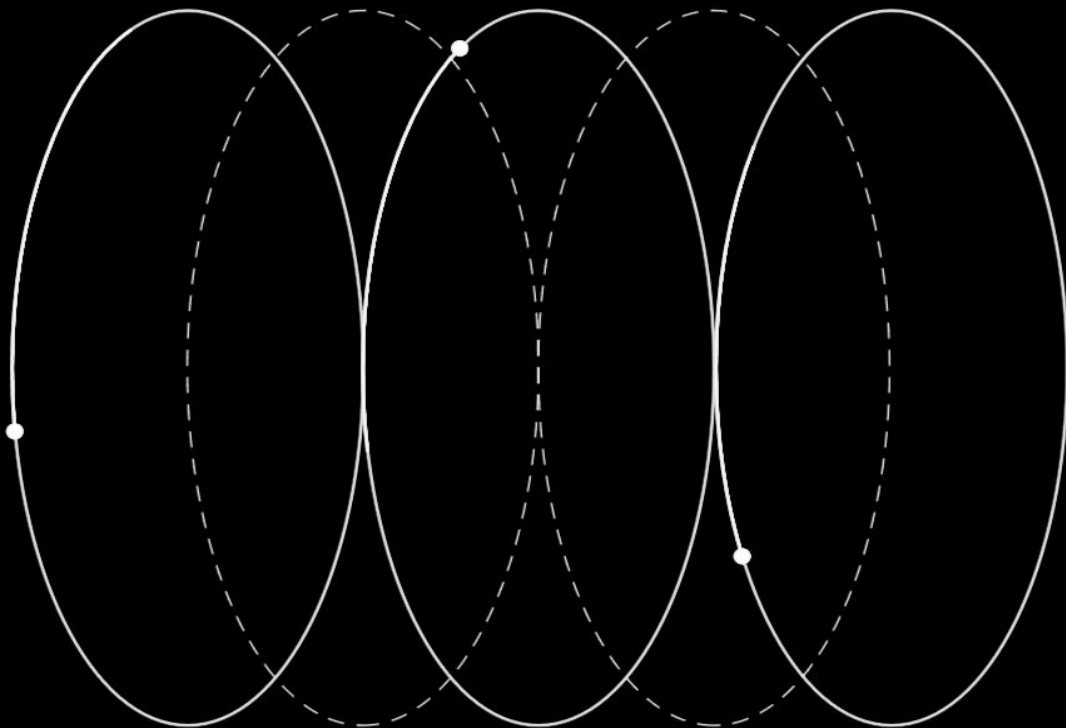
- Engaged BlockFold and Fireblocks to build the core technology for the DxART Fund
- Signed equity funding agreement with property technology company, Bricklet
- Progressed work with the Digital Finance CRC and partnered with CANVAS on a use case for central bank digital currency with the Reserve Bank of Australia
- Launched a proof of concept to tokenise units in a managed fund with the ASX on their Synfini Distributed Ledger Technology (DLT) platform



Governance

- Established a Board Risk Committee
- Continued integration of the World Economic Forum (WEF) ESG Framework to implement impact measurement strategies across various dimensions of sustainability.
- Incurred investing expenditure for the purchase of A\$10,000 Betacarbon tokenised carbon credit tokens using XAUD stablecoin. The credits are stored in Fireblocks and can be either retired or divested if the company reaches net zero

Looking
ahead



EXECUTION FEATURE – Strategic Partnership with 3iQ and K2 Asset Management to launch ASX listed spot Bitcoin ETF

- DigitalX entered into a strategic partnership in the form of Memorandum of Understanding with Canadian-regulated digital asset fund manager 3iQ and Australian K2 Asset Management to launch a spot Bitcoin ETF on the ASX.
- 3iQ is a global leader in digital asset investment with a track record for innovation and was one of the first native digital asset managers globally. Founded by investment industry veteran Fred Pye in 2012, the firm established the first publicly traded Bitcoin fund in North America on the Toronto Stock Exchange (TSX) in 2020.
- K2 Asset Management is an Australian diversified financial services firm with three core pillars: funds management; responsible entity and trustee service; and exchange-traded funds (ETFs). Established in 1992, K2 is the main operating subsidiary of K2 Asset Management Holdings Pty Ltd, which is listed on the Australian Securities Exchange (ASX: KAM) with almost \$4 billion of assets under management.



Key Challenges

Education - Despite growing interest, we need to play our part in educating Australians about the technology and the benefits of Web 3.0

Uncertainty over regulation - we operate in an uncertain regulatory environment around usage and laws for digital assets

Market volatility - Digital asset markets remain volatile and this has a direct correlation to the Company's earnings

Institutionalisation of the market - The instos are coming and we need to maintain relevance

Strategy



Critical Pathway Focus

- Educate
- Transact - Sell My Shares / Buy My ETF / Buy My Funds
- Validation / Decentralised Data - Investment Engines
- Invest - Token(ised) Funds



Execution Focus

- Partnerships
- Global Channels
- Data Optimisation
- Investment Excellence



Streamlined Business

- Marketing, IR, Finance, Ops
- SMS - Margin focus
- Web3 Investment
- Risk culture - Grow Funds

FY24 Priorities

Funds

- Work with partners 3iQ and K2AM to launch a spot Bitcoin ETF on the ASX
- Share with wholesale investors the benefits we see in having 5% of their portfolio in digital assets
- Partnering to find a cornerstone investor
- Explore the pathway to productise the smartlist and playlist

Drawbridge/SMS

- Find product-market-fit for our Drawbridge offering
- Continue our margin improvement drive in this business
- Bring in more wholesale clients and identify adjacent revenue streams

Partnerships

- Continue to develop our smartlist and playlist innovations with UNSW and the DFCRC
- Partner with complementary businesses that fast track strategic priorities
- Identify a Web 3.0 partner who can assist in accentuating our vision and strategy

Execution Tactics

Initiatives & Action Items

NOW

- Build and Buy My ETF
- DxART - Grow capability, TVL and Data analytics

NEXT

- Web3 Fund Token distribution channel
- DxART distribution on Synfini

BEYOND

- All ETFs on Web3 rails



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