

Investor Presentation (ASX: DCC)

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# **COMPANY OVERVIEW**

- digitalBTC is an innovative software solutions company listed on the ASX
- To date digitalBTC's three core fintech products have been focused on the digital currency market: digitalX
   Direct, digitalX Mintsy and digitalX Pocket
- In H2 2015, digitalBTC is launching a disruptive new remittance product to the market: AirPocket, which targets the established and significant remittance market worth US\$583 billion.\*
- Board and management team owns ~45% equity interest in the Company

ASX	DCC	
Share price	\$0.22	
Shares on issue	160 million	
Market cap.	\$35 million	
Cash at bank*	~\$2.5 million	

\*Includes Bitcoins held

**AirPocket** is a disruptive new technology delivering convenient, low cost, cash transfers to the significant and established remittance market. The software allows any individual or merchant with a smartphone and a small cash float to create their own business and become a remittance broker – an AirAgent.

# **INVESTMENT HIGHLIGHTS**

- digitalBTC is an innovative software solutions company
- Delivers next generation fintech software to institutions and consumers
- Expert management team, with successful entrepreneurial experience in the mobile advertising and technology sectors
- Disruptive remittance product to be launched in H2 FY2015, leveraging the unique Blockchain technology and the sharing economy model e.g Uber and Airbnb
- Global remittance market estimated to be worth US\$583 billion in 2014
- Launch of AirPocket into the Latin American and the Caribbean (LAC) markets opens up a potential US\$84 billion market opportunity in the US to LAC remittance corridor
- MoU signed to form an SPV for distribution of AirPocket. Agreement brings:
  - significant business experience in the finance, telecoms and remittance sectors;
  - and extensive local networks in the U.S, Latin American and Caribbean markets

## **BOARD & MANAGEMENT**



**Zhenya Tsvetnenko** 



**Alex Karis** 



William Brindise



**Brett Mitchell** 

**Executive Chairman** 

Mr. Tsvetnenko is a highly successful Mr. entrepreneur mobile messaging and internet advertising. He is the founder of Mpire Media, a privately held global promultimedia and online advertising servicompany servicing international

Mr. Tsvetnenko was awarded the prestigious Ernst and Young, Entrepreneur of the Year 2010 award in Australia (young category) and the Western Australian Business News 40 under 40 award in 2011.

clientele.

**Chief Executive Officer** 

Mr. Karis is President and founder of Karis Marketing Group, one of the leading US digital marketing companies, providing online marketing support services to major US Telecom carriers.

Mr. Karis has over 10 years experience in the online display and mobile content space, managing projects for clients such as Bank of New York Mellon, Martha Stewart Living and AT&T. Mr. Karis holds a bachelor's degree in Marketing at The University of Massachusetts Amherst. **Chief Investment Officer** 

Mr. Brindise has over 15 years experience in trading energy, metal and grain options and futures. He began his career on the NYMEX working for ZAR trading and after few years started his own trading and brokerage company, BAK. After 4 successful years he began working at hedge fund SHK Management, where he managed a portfolio of \$20 million.

Mr. Brindise will continue to oversee proprietary trading desk operations and is now focusing on trading Bitcoins at digitalBTC. He holds a bachelor degree in Business and Finance from the Boston University.

Non Executive Director

Mr. Mitchell is a corporate finance executive with over 20 years of experience in the finance and resources industries, and has been involved in the founding, financing and management of both private and publicly-listed resource companies.

Mr. Mitchell holds a Bachelor of Economics from the University of Western Australia and is a member of the Australian Institute of Company Directors (AICD) and will be involved with the corporate strategy of the business in his new role as a Director.

Leveraging the board and management teams' extensive experience in marketing, mobile messaging, payments and trading

### **KEY FINTECH PRODUCTS AND SERVICES**



# Software for the institutional market, providing Bitcoin liquidity to market participants

Currently in Beta with select customers showing significant trading growth, with \$3.8 million in revenues in Q1 2015



#### Joint Venture with one of world's biggest digital currency exchanges, Cryptsy

Allows customers to lease large-scale specialised hardware to earn digital currencies and currently have over 30,000 consumers enrolled into memberships prior to launch



#### A mobile application that makes financial transactions simple and more secure

Global launch expected in H2 2015 with over 35,000 pre-enrolments since 1 November 2014. Allows the instant transfer of funds anywhere in the world, at anytime and leverages the benefits and innovations of digital currencies



#### A disruptive, global, peer-to-peer remittance product

AirPocket utilises the Bitcoin blockchain technology, proven in other digitalBTC products, and Uber style mobile AirAgents, to deliver instant, low cost, peer to peer, cash transactions.

# THE DISRUPTER-AIRPOCKET



AirPocket is a disruptive, global, peer-to-peer remittance product launching in H2 2015.

The "Uber" of global remittance

### **DISRUPTIVE MOBILE REMITTANCE PAYMENTS PRODUCT**

# P2P remittance product

AirPocket is a mobile application which allows any individual or merchant with a smartphone and a small cash float to become an AirAgent- extending the geographic reach of the cash remittance network beyond retail-location services such as Western Union and MoneyGram

### **Huge target market**

Initial target markets are Latin America and the Caribbean

The size of the global remittance market was US\$583 billion (in 2014)\*

# Utilises Blockchain technology

The product leverages
Blockchain technology,
already used in other
digitalBTC products,
providing the Company a
competitive advantage in
the market. We have
access to a secure,
incorruptible, persistent
and decentralized storage
and verification system
allowing cash to cash
remittance.

# Low infrastructure costs

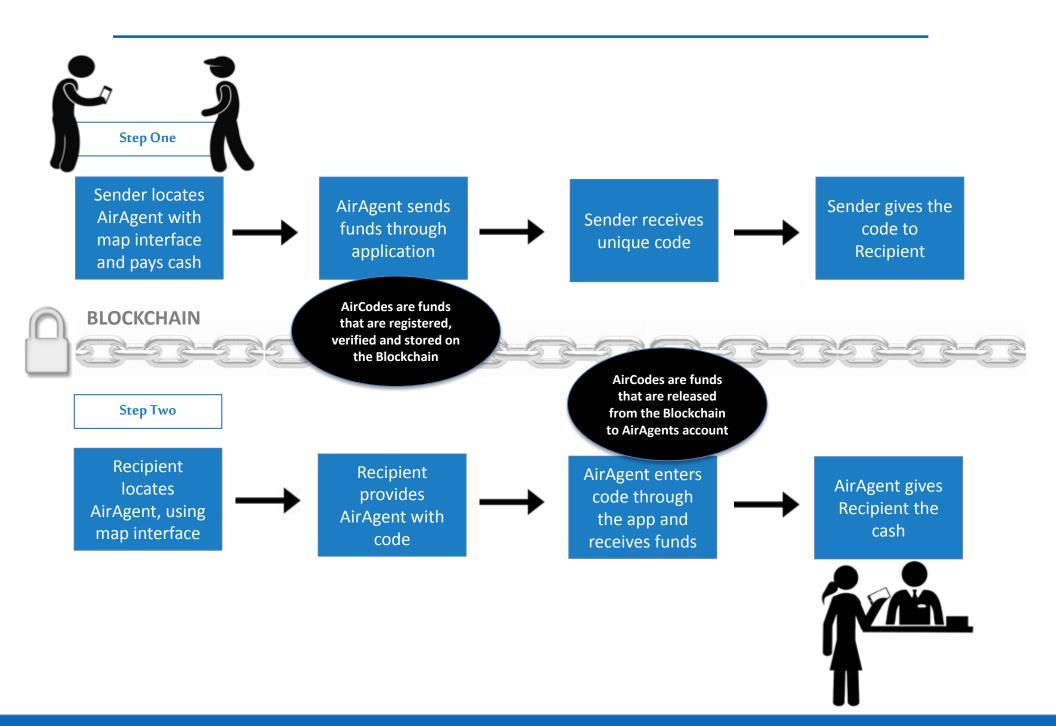
AirPocket's low infrastructure costs allow it to provide customers an exciting alternative service at around a 50% lower cost compared to others in the market

# **COSTADVANTAGE**

## On average AirPocket fees are less than half that of the incumbents

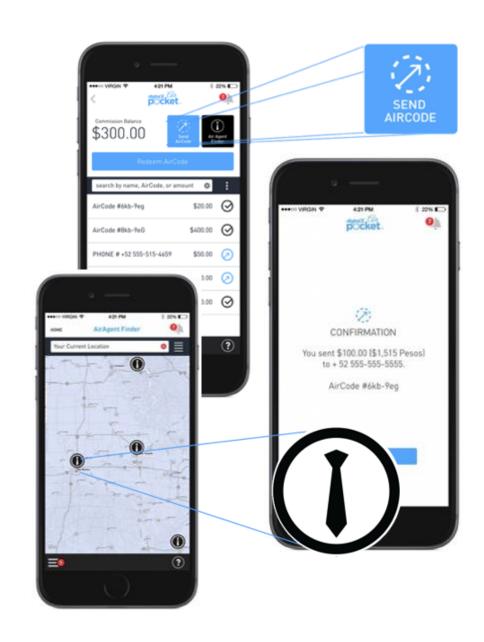
Firm	Service	Fee (USD)	Exchange Rate Margin (%)	Total Cost (%)	Total Fees (USD)
Western Union	Instantaneous, cash- to-cash	\$8.00	2.79%	18.79%	\$9.40
Ria	Instantaneous, cash-to- cash	\$4.00	1.33%	9.33%	\$4.67
MoneyGram	Same day, cash-to- cash	\$9.99	1.79%	21.77%	\$10.89
Wells Fargo	Same day, cash-to- cash	\$7.50	2.46%	17.46%	\$8.73
Delgado Travel	Instantaneous, cash- to-cash	\$6.00	3.78%	15.78%	\$7.89
Delgado Travel	Bank account to cash, 2 day transfer	\$4.99	2.65%	12.63%	\$6.32

# **HOW IT WORKS**



# **KEY FEATURES**

- ✓ Peer to peer transactions
- ✓ Agent to peer transactions
- Next generation record keeping and transactions securely recorded and stored on the Blockchain
- ✓ AirAgents located using in-app map
- ✓ Low cost transfers redeemable in cash
- ✓ SMS and voice enabled for less advanced emerging market regions
- ✓ Instant micro-payments 24 hours a day
- Can be used for instant electronic funds transfers, cash cross-border remittance, local currency cash withdrawals and mobile payments



# **REGULATORY COMPLIANT**

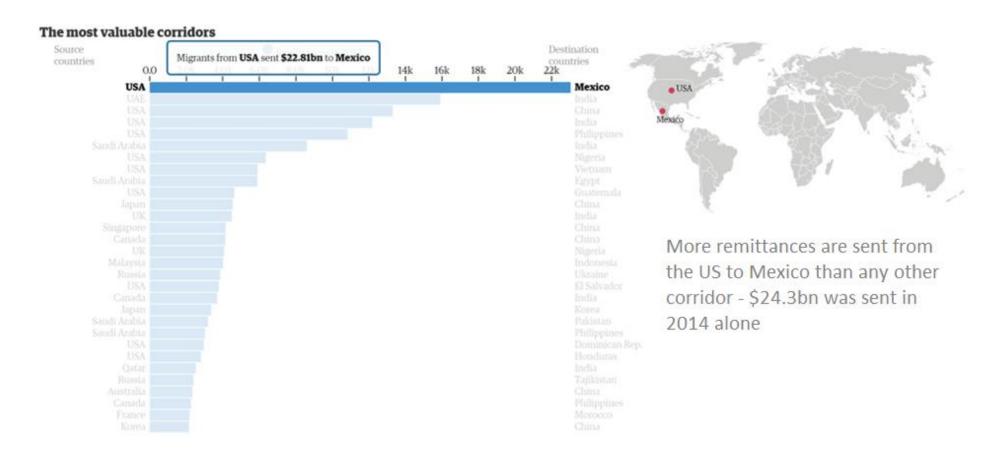
- ✓ Registered with FinCen (Financial Crimes Enforcement Network, Department of the U.S Treasury)
- ✓ Adhere to Know-Your-Customer (KYC) and Anti-Money Laundering (AML) standards
- ✓ Automated transaction filtering for regulatory compliance





# **GLOBAL REMITTANCE MARKET**

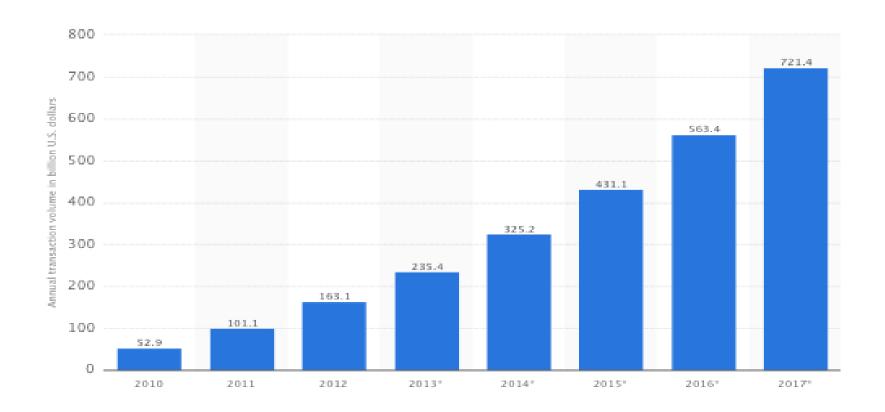
An estimated US\$583 billion was sent by migrants to developing countries in 2014. Currently the market has high fees for small payments and global banks are retreating from the sector\*



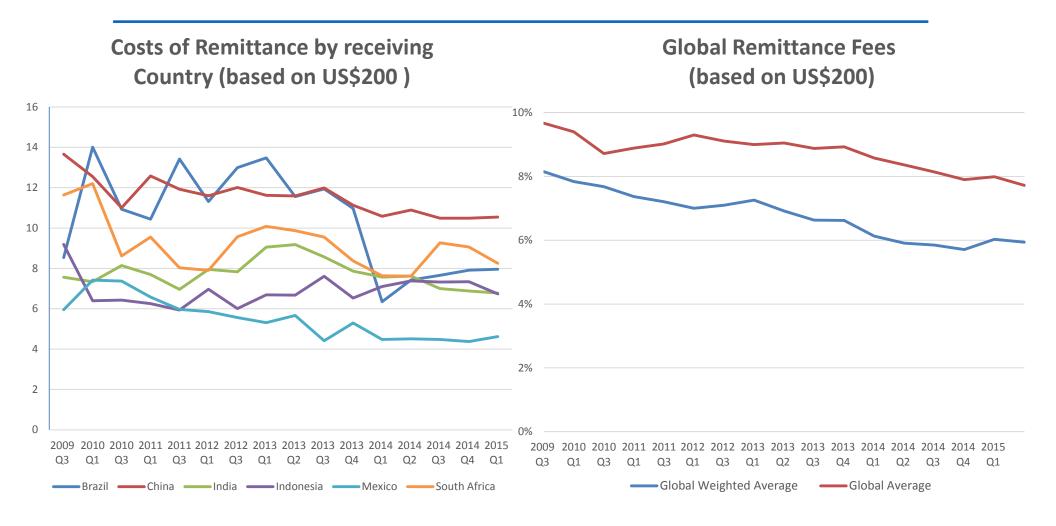
All data courtesy of World Bank. Remittance transfer fees represent the average total cost of sending \$200 or the local currency equivalent.

# **GLOBAL MOBILE PAYMENTS**

Globally, mobile payment volumes reached US\$325 billion in 2014; mobile payment revenue is growing and is expected to reach \$721.4 billion in 2017



# **COST OF REMITTANCE**

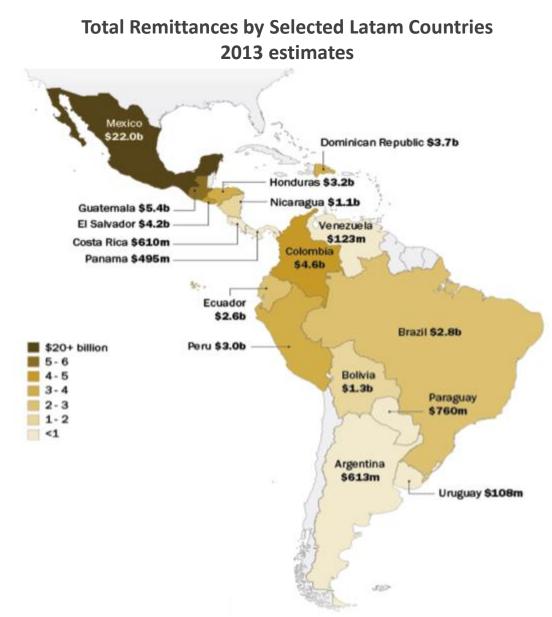


### The remittance market is in need of an alternative, cheaper option

Remittance fees haven't varied in cost by any substantial amount in the past six years and the cost of sending money is expensive and time consuming.

## LATIN AMERICAN REMITTANCE CORRIDOR

- 54% of foreign-born Hispanics send money from the U.S to their home country\*
- The average cost of sending remittances to Latin American countries was 6.14% in Q1 2015\*\*
- On average immigrants from Mexico, Guatemala, Honduras, Dominican Republic and El Salvador sent c.\$3,780 in remittances per year



<sup>\*</sup>http://www.ifad.org/remittances/maps/latin.htm

<sup>\*\*</sup>World Bank Q1 report

<sup>\*\*\*</sup>http://www.pewhispanic.org/2013/11/15/remittances-to-latin-america-recover-but-not-to-mexico

# DISTRIBUTION STRATEGY & PARTNERS

Strategy is focused on rapidly deploying the product, by building commercial partnerships with large corporations in the region to achieve broader consumer appeal, accelerate distribution and build awareness

Exclusive agreement signed to form a Special Purpose Vehicle with U.S based partners to facilitate roll out in Latin America and the Caribbean.

#### Partnership brings:

- Significant experience in telecoms and finance sectors
- Extensive networks in the U.S, Latam and the Caribbean

# **COMPETITIVE LANDSCAPE**

	AirPocket	Traditional Remittance providers: Western Union, MoneyGram, WellsFargo	Digital Money remittance providers: Xoom, Remitly World Remit, Currency Cloud, Azimo	Online P2P and remittance networks: Peer transfer, Ripple, Currency Fair
P2P transfers	<b>V</b>	*	*	<b>V</b>
Utilises secure Blockchain technology	<b>V</b>	*	*	*
Low infrastructure cost	<b>V</b>	*	<b>V</b>	<b>V</b>
Competitive fees	<b>V</b>	*	*	*
Extend geographic reach of cash network	<b>V</b>	*	<b>V</b>	
Tech Driven	<b>V</b>	*	<b>V</b>	<b>V</b>
Sharing Economy Model	<b>V</b>	*	*	*
Available 24/7/365	<b>V</b>	*	<b>V</b>	<b>~</b>
Instantaneous Cash Transfers		*	*	*

# PARTNERS & ADVISORY BOARD MEMBERS

#### Sanjay Santahnam

#### Sanjay Santhanam has over 25 years of experience in financial markets, having spent the bulk of his career working with large financial institutions. Most recently he held the position of Partner at the Galleon Group, a multi-billion dollar hedge fund. His roles there also included Global Head of Risk Management and Strategy and Managing Member of Galleon International, Mr. Santhanam has a wealth of corporate and investment expertise having invested served on the board of numerous successful companies, both public and private.

#### **Juan Carlos Barrera**

Carlos Barrera Juan an entrepreneur with a wealth of experience in the financial services and technology industries. Mr. Barrera is currently serving as the Interim President and Head of Global Initiatives at Sports195, a global digital sports company. He served as CEO of Global Select Wealth Management, where he pioneered the development of incountry asset allocation platforms and investment products tailored specifically to institutions around the world. For over 20 years Mr. Barrera held senior positions at Prudential International Investments, one of the largest financial services institutions in the

world.

#### William Witenberg

William Witenberg is the founder Witenberg Investment Companies, Inc., a fully disclosed introducing broker dealer into Goldman Sachs from 1997 to 2011. Witenberg Investment Companies, Inc., counted among his clients a substantial number of institutional investors and high net worth individuals. The Company was previously the West Coast partner with the trading operation of Generic Trading LLC and has significant M&A advisory expertise. The firm's experience also spans the digital currency and real estate markets. Prior to founding Witenberg Investment Companies, Inc, Mr Witenberg held positions with Dean Witter, Solomon Brothers and Lazard Freres.

#### Jorge Nicolau, OBE

Jorge Nicolau, OBE has over 40 vears experience in the Latin American market having spent the past 15 years at Cable & Wireless Communications(the leading mobile and broadband supplier in Panama), departing his role as President and CEO in 2014. He has significant of experience bringing new products to the market, having successfully launched Pay TV for the first time in Panama. Mr. Nicolau has an extensive network of contacts in the telecoms and retail industries in Latin America. He is the recipient of the Order of the British Empire (OBE), granted by Queen Elizabeth II in 2014.

# **NEXT STEPS FOR GLOBAL LAUNCH**

Pre-launch	Post-launch (H2 2015)
Establish partners for cash pick-up locations in Latin America and the Caribbean	Paid media campaign and targeting advertising in key markets using low-cost but high-influence pop-up demos in storefronts, and aggressive billboard and targeted online advertising including social media and Google
Onboard Forex and banking partners to deliver lower costs and efficient access	Roll out AirAgent model where anyone can sign up to be a mobile cash pick-up agent.
Establish further distribution partnerships in additional regions	

## THE FUTURE

- digitalBTC will expand the AirPocket infrastructure deployed initially in Latin America and the Carribean to India and the rest of Asia where remittance figures are set to reach US\$300\* billion by 2016
- The AirPocket platform and AirAgent infrastructure will be used to activate peer-to-peer lending services
- The AirPocket platform will serve as the backbone for on-Blockchain asset ownership exchange



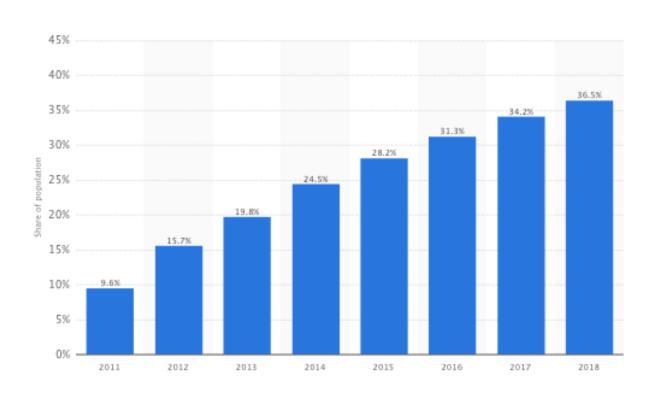






### **SMARTPHONE MARKET PENETRATION**

- There are nearly 2 billion smartphones globally and this is expected to reach
   2.5 billion by 2018
- Smartphone market penetration is currently 37% globally



Smartphone penetration in Mexico is above average with 40% and the U.S totals 57%

#### NEW FUNDING RECOGNISING THE MARKET IS OPENING UP



US\$140 million

US\$90.3 million



US\$43.3 million



US\$17 million



US\$11.5 million



US\$11.3 million



**US\$6** million



US\$5.5 million



US\$2.5 million



US\$2.3 million

# **THE TECHNOLOGY**

# Blockchain A global, secure, distributed ledger system

- **Encryption** Transactions are permanently and securely recorded on the Blockchain
- Secure AirCodes offer decryption keys for AirPocket transaction messages, giving users a secure and permanent claim to their funds
- Permanent Once messages are integrated, they cannot be amended
- **Extendable** AirPocket messages can also contain notes, so the platform can be easily be extended into a digital asset registration system (i.e. "smart contracts"), providing further alternative uses for the technology beyond remittance
- Open Protocol a threat to closed current systems Blockchain is distributed across the globe and supported by independent miners who receive compensation for maintaining the system. By simply connecting to this global network and local banking partners AirPocket acts as a money sending service

# **COMPANY CONTACTS**

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