



# Building Ventures for the Internet & Blockchain Economy

Investor Presentation – 10 April 2018

Australia | Singapore | Malaysia | UK | Sweden

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# Agenda

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# Executive Summary

# Company Background

## Fatfish Internet Group Limited

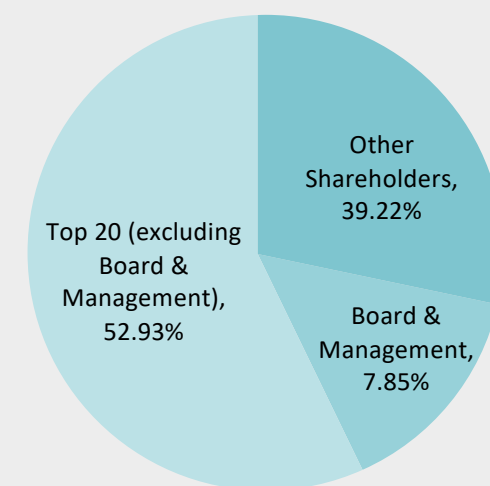
### ASX Code : FFG

Incorporation Country	Australia
Ordinary Shares	462.45m
Unlisted Options	154.8m
Market Cap (@\$0.045)	A\$18.5m
Cash (31 Dec 17)	A\$3.3m
Founded in (year)	2011

### Directors & Sr Management

Kin W. Lau	Group CEO / Director
Larry Gan	Chairman
Tony Mackay	Non Executive Director
Donald Low	Non Executive Director
Jeffrey Tan	Non Executive Director
Philip Lord	Director of Crypto Financial Markets
Johan Rooth	Head of Nordic Operations

### Shareholding Breakdown



### Core Business

Tech Venture builder that Invest and build tech businesses in the 2 main sectors:

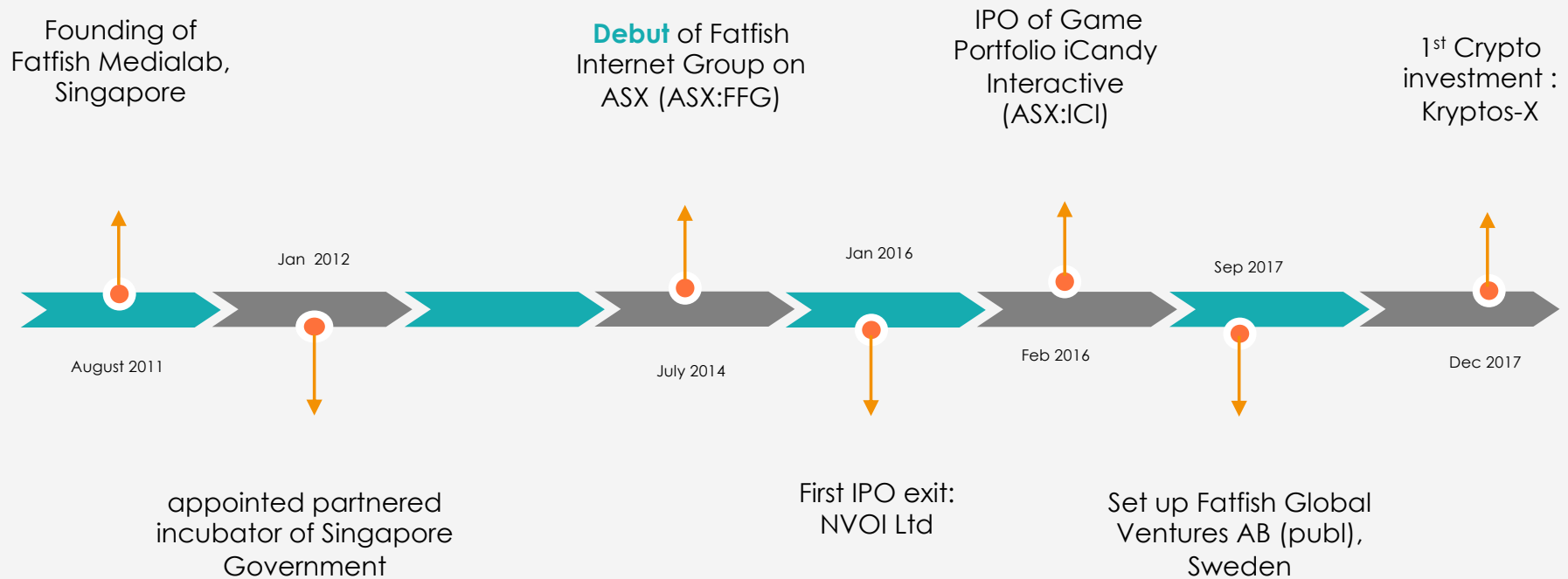
- Consumer Internet
- Blockchain & Crypto-assets

### Operation Locations

- Australia
- Singapore
- Malaysia
- United Kingdom
- Sweden



# Corporate History

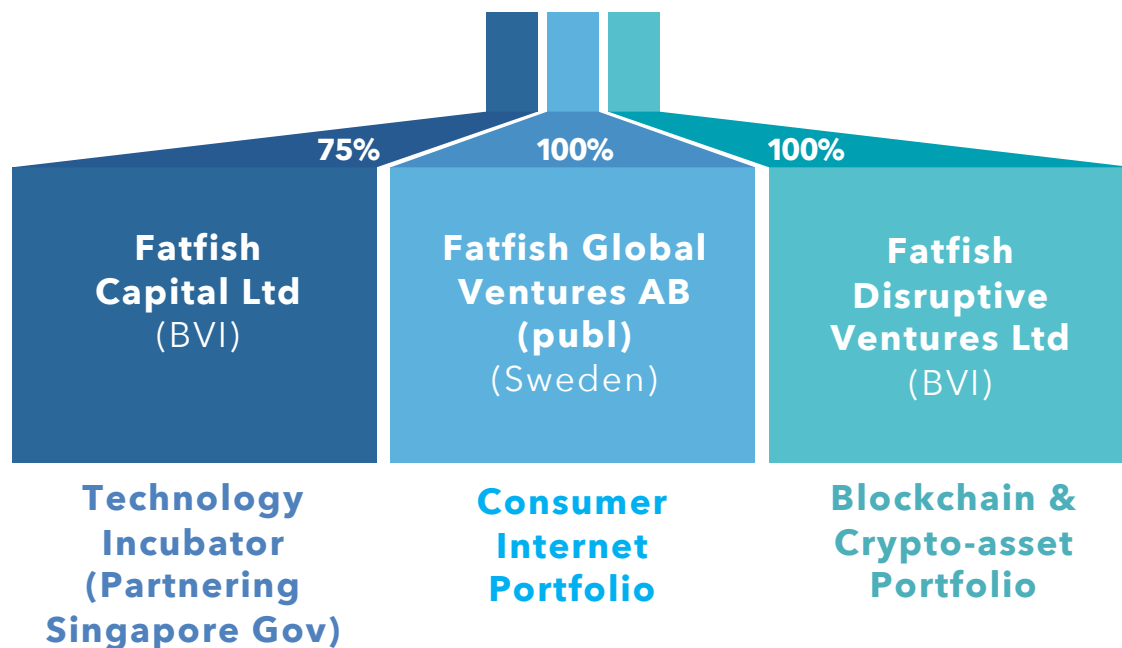


# Corporate Structure Overview

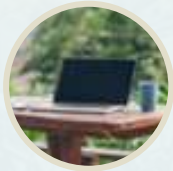


**FATFISH**  
INTERNET GROUP  
(ASX:FFG)

**FATFISH INTERNET GROUP LTD.**  
(Australia, ASX CODE: FFG)



## Objective – To Generate Shareholder Value via Innovation



To identify **promising technology business models** and onwards focus on growing them via strong **international capabilities**.



To devise and execute **the best-fit corporate & M&A strategy** to accelerate growth for our ventures.



To provide resources to assist investees in seeking **IPO** or **ICO** to generate shareholder value

# Our Investment Approach

## Enhancing Value From Seed to Exit

### CORPORATE FOUNDER / STRATEGIC INVESTOR



### GROWTH HACKING



### IPO / EXIT ROUTE

Can be a corporate founder to put together the right founding team

Seed and Pre Series A investments into startups – invest at lowest valuation possible

Helping to chart business model and growth strategy

Provide management talents to accelerate

Incorporate M&A strategy as growth driver

Growth or exit strategy via capital markets

Seeking growth capital or m&a opportunities

Work closely with partnered capital market institutions



# Our Venture Hubs



## SINGAPORE

- Source of capital
- Access to SEA market
- Leading global ICO hub



## STOCKHOLM

- Source of innovation
- Leading tech hub of Nordic
- Access to European market



## KUALA LUMPUR

- Source of talent
- Tech & Finance Back-office



# Capability Overview

Fatfish is equipped to identify, invest and help build successful technology ventures through comprehensive capabilities.



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# Management Team

# Key Personnel



**Larry Gan**  
Non-Exec  
Chairman

- Former Managing Partner, Asia of Accenture
- Former Global Head of Accentures' venture fund
- Former Chairman of Lotus Cars, UK
- Current/former board members of various banks, conglomerates and technology companies.



**Kin Wai, Lau**  
Group CEO

- Took his 1<sup>st</sup> company to IPO at 28 year old
- Led total 6 tech IPOs across multiple jurisdiction
- Serial entrepreneur in software, media and biotech
- Graduated from Oxford University, & Uni. of Manchester, Research Associate @ Imperial College London



**Tony Mackay**  
Non-Exec  
Director

- Founding CEO / Chairman of Chi-X Global
- CEO of Chi-X Global
- Led Instinet Asia
- CEO of Instinet Europe
- Global executive of capital market operations

# Board of Directors



**Larry Gan**

Non-Exec. Chairman

- 
- Former Managing Partner, Asia of Accenture
  - Former Global Head of Accentures' venture fund
  - Former Chairman of Lotus Cars, UK
  - Current/former board members of various banks, conglomerates and technology companies.



**Kin W. Lau**

CEO / Exec. Director

- 
- Took his 1<sup>st</sup> company to IPO at 28 year old
  - Led total 6 tech IPOs across multiple jurisdiction
  - Serial entrepreneur in software, media and biotech
  - Graduated from Oxford Uni., & Uni. of Manchester, Research Associate @ Imperial College London



**Tony Mackay**

Non-Exec. Director

- 
- Founding CEO / Chairman of Chi-X Global
  - CEO of Chi-X Global
  - Led Instinet Asia
  - CEO of Instinet Europe
  - Global executive of capital market operations



**Jeffrey Tan**

Non-Exec. Director

- 
- Advisor to family offices in Asia and Australia
  - Former Senior Securities Advisor in Australia
  - More than 20 years experience in corporate Australia



**Donald Low**

Non-Executive Director

- 
- Former Securities Regulator in Hong Kong
  - Former CEO of a London-listed plantation group (>GBP 60m NPAT p.a)
  - Former advisor to government-owned conglomerate of Malaysia

# Other Key Personnel



**Phillip Lord**

Director, Crypto  
Financial Market

- 20 years experience in investment banking
- Former MD of Jefferies & Nomura
- Access across international finance hubs



**Yen-Lu Chow**

Director, Fatfish Medialab  
(Digital Incubator)

- Former Distinguished Scientist @ Apple
- Former Head of Chinese Speech Recognition Program @ Apple
- Former Venture Partner @ Venture TDF that invested in Alibaba / Baidu
- BS / MS degrees from MIT



**Pete Kellock**

Entrepreneur-In-  
Residence

- Founder/CEO of muvee (shipped 100m copies, most successful software firm of Singapore)
- Board member of Singapore Land Authority
- Inventor of 18 patents in auto-music editing
- Adjunct Professor @ School of Computing, National Uni. Of Singapore



**Vincent Liew**

VP, Venture Ops &  
Strategy

- Group Corporate Finance member at Naza Group
- Senior Associate at KPMG
- Founder at a mobile startup
- Chartered Accountant, CIMA, CPA Australia



**Yuqi Huang**

Investment &  
Operation Executive

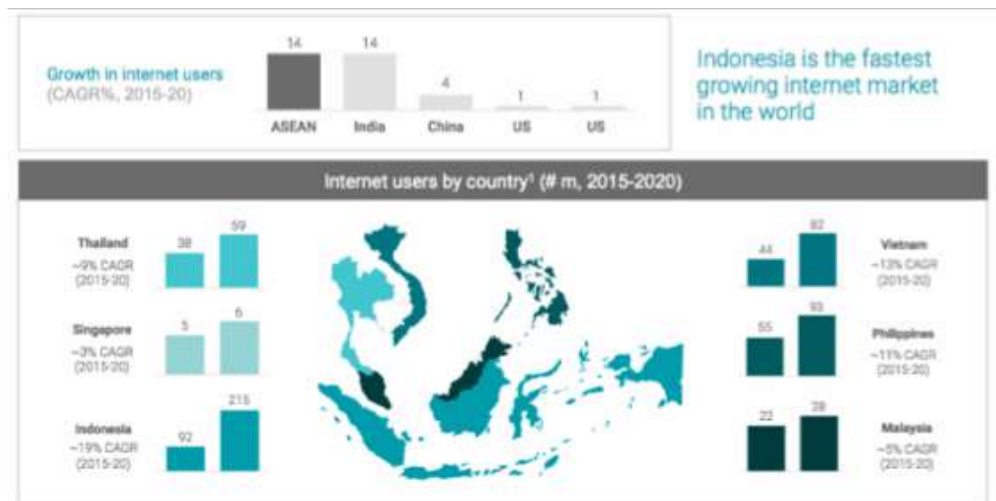
- Extensive xperience in managing and supporting investment and grant processes
- Hands-on experience in compliance and financial reporting processes

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Industry

# Southeast Asia Internet Market

SEA is fastest growing internet market in the world;



**260M**

Users already online; 4<sup>th</sup> largest internet market in the world

**3.8M**

Users coming online every month; fastest growing internet market in the world

**700M**

Mobile connections; 130% of population

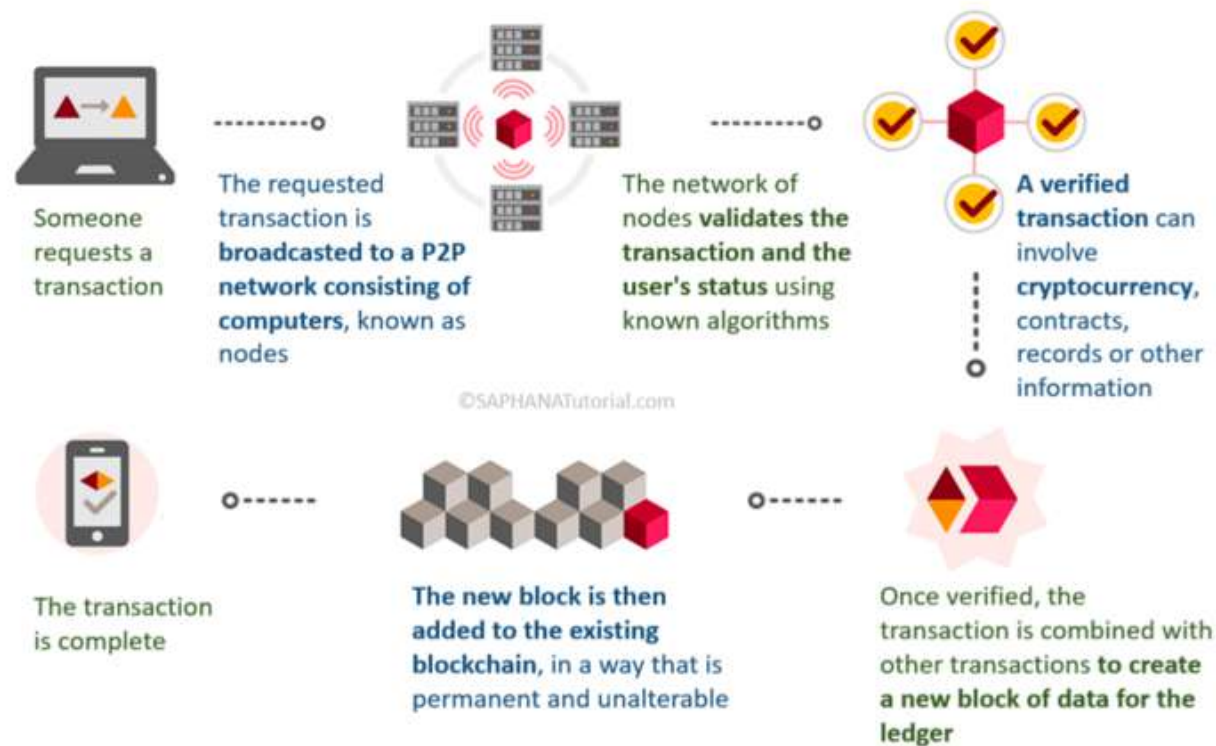
The internet economy in SEA is expected to reach ~ \$200 billion by 2025 (6.5x increase over 10 years)

Source: e-conomy SEA by Temasek , Google

We are well positioned for growth.

# The Blockchain & Cryptocurrency Opportunities

## What is Blockchain and Cryptocurrency

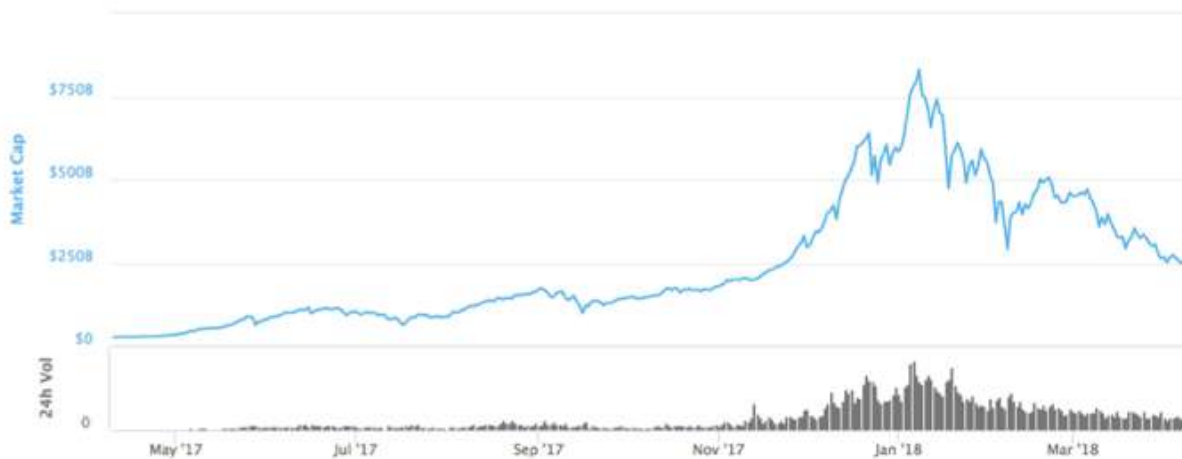


### Why is cryptocurrency is disrupting ?

Cryptocurrency is starting the adoption of digital currencies over a globalized, decentralized and secured network, on the Internet.

# The Blockchain & Cryptocurrency Opportunities

Total Cryptocurrency Marketcap: Approx. US\$700 billion

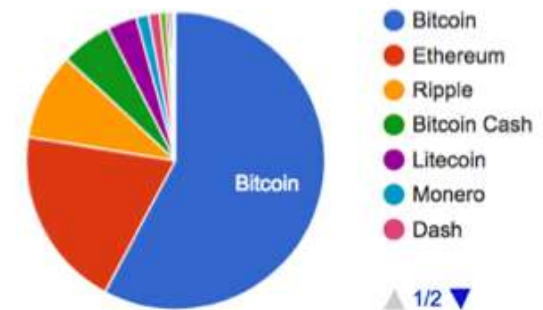


Sharp rise in trading volume over last 12 months indicates an corresponding increase in adoption



Last 24 hours Bitcoin  
Trading Vol.  
**US\$4.5 billion**

Market Capitalization, \$USD



Source: coinmarketcap.com, bitinfocharts (9 Apr 2018)

# Cryptocurrency is Mainstream

## Technology



## Financial Institution



## Central Bank



## Exchange



## Venture Capital



## Education



## Professional Services



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# Consumer Internet Portfolio

# Venture Builder Portfolio

## Software / SAaS



News Deeply

## Interactive Media

LUNCH *Actually*



VDANCER

## Fintech

KREDITO

SMARTFUNDING.SG



## E-commerce



B E A M

*iSecrets*

# Consumer Internet Portfolio

Estimated metrics of businesses within the management of the  
Fatfish Global Ventures AB (subsidiary of FFG)



Total Companies  
Invested

**13**



Total No. of  
Consumers Engaged

**>380m**



Median Growth of  
Businesses

**35%**



No. of IPO in portfolio

**3**



Gross Revenue generated p.a.

**> US\$ 30m**



No. Of Employees

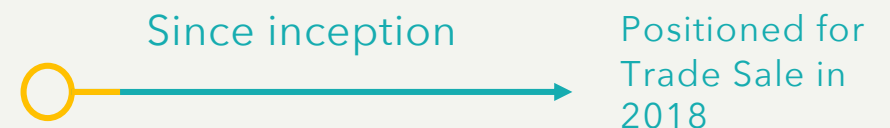
**>300**

## Select Venture Track-Record



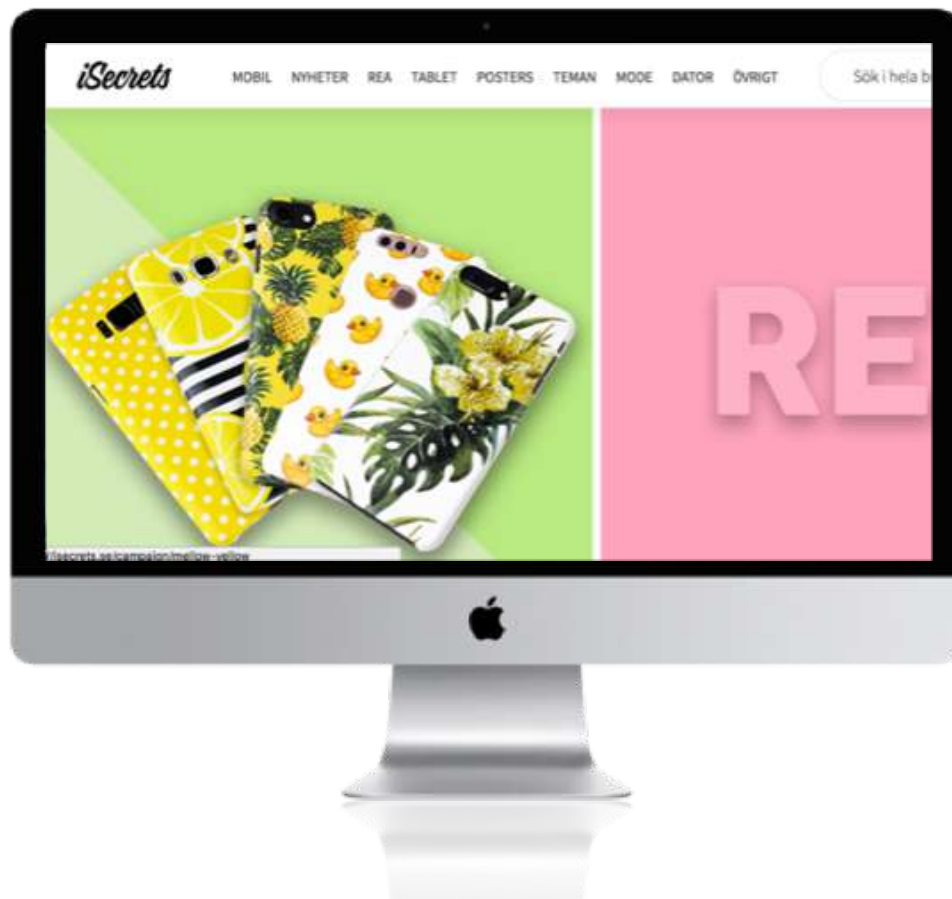
- Singapore headquartered fashion & lifestyle full-stack e-commerce provider
- Multi-brands approach
- On aggressive acquisition trail to accelerate growth
- Revenue > USD8m revenue last financial year

Our involvement:



## Select Venture Track-Record

# *iSecrets*



- Fast-growing Swedish Ecommerce
- Growing at 35~50% per year this year
- Target young consumers 16-25 years old
- Market potential: Europe expansion

Our involvement:

Growth stage



# Select Venture Track-Record



Publicly traded on  
Bursa Malaysia:  
CLOUD (03001)

Marketcap: A\$90m

## Cloudaron's Regional Presence



## Select Customer list



- Own proprietary IPs in Virtual Desktop Infrastructure (VDI)
- > 150 enterprise clients in Singapore and Malaysia
- Revenue > USD 14m previous financial year
- > 60 employees, with strong regional presence

Our involvement:



## Select Venture Track-Record



ASX: ICI

Publicly traded on  
ASX

Marketcap: A\$40m



- Leading Mobile Games Studio of Southeast Asia
- Listed on ASX, partner to NITRO (cryptocurrency for games)
- Smartphone users > 348m worldwide
- Named Google's Top Developer
- Shareholders include Baidu Games, IncubateFund, GMGC

Our involvement:



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# Blockchain & Crypto Portfolio

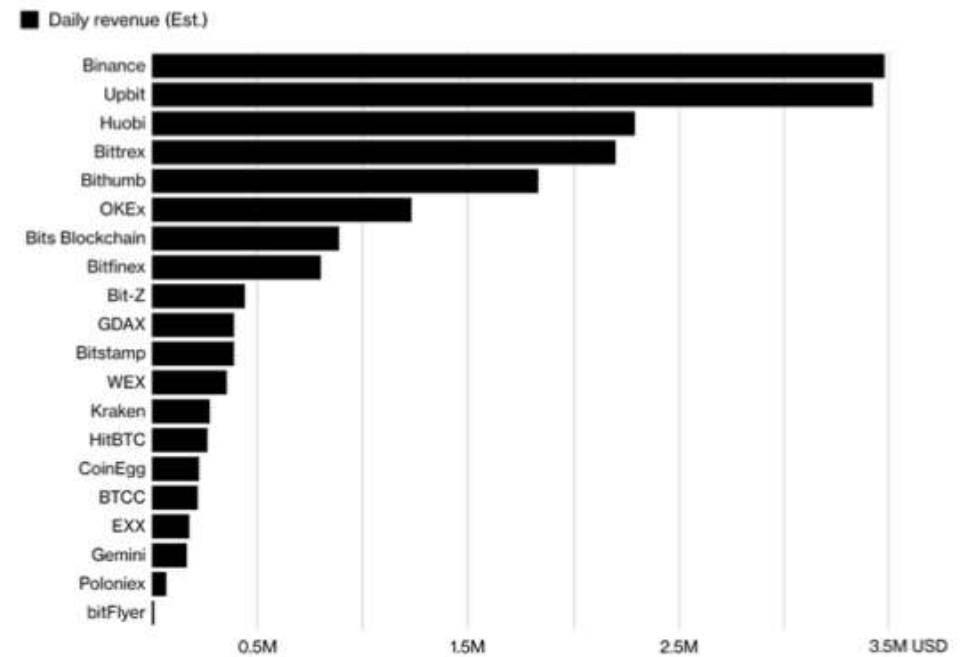
# Kryptos-X – Crypto-asset Exchange



- Investing US\$1m for 27% of Kryptos-X
- Initial ops in Singapore, marketing to international market
- To operate as cryptoasset exchange in regulated environment
- Founded by Tony Mackay, founding CEO and Chairman of Chi-X Global, alternative stock market

Operation starts May'18

## Crypto Exchanges Are Raking in Billions



Source: Bloomberg

# Apac Mining



- Investing US\$1m for 51% of APAC Mining, crypto-mining business
- Initial mining ops in Malaysia, with near term plan to expand to Mongolia
- Take advantage of low-energy cost of hydropower excess capacity
- To scale towards revenue of USD1.5m per month by end 2018

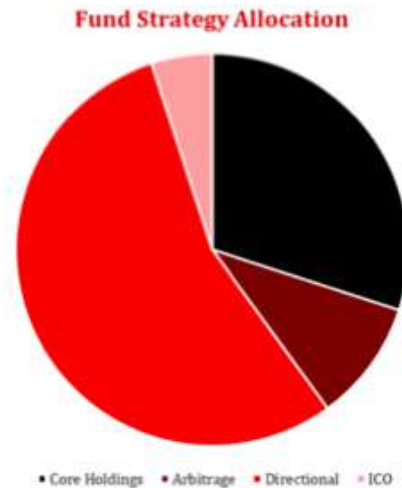
Currently producing BTC / ETH / LTC



# ALTAIRIAN – Crypto Hedge-Fund



- FFG owns 12.5% of Altairian Capital Holdings Ltd (UK).
- Altairian Capital is the first UK FCA approved hedge fund dedicated to crypto investment.
- Launching Global Cryptoassets Fund in April 2018



1<sup>st</sup> Crypto Investment Manager approved by UK FCA



# CryptoFoundry – ICO Advisory



- FFG owns 60% of Singapore based CryptoFoundry
- Marketing ICO advisory and marketing services out of Singapore( ICO hub)
- Take 8% ETH and tokens as fees
- Taking on high profile client like London Football Exchange etc
- Marketing access to iCandy's 348m gamers (FB banned ICO ads)

Highly in demand by ICO clients



Football  
generates  
**US\$ 33b**  
Revenue p.a.

Global fan  
base of  
**3.6 b**  
people

6

**Financials**

# Valuation of Consumer Internet Portfolio



USD	Instrument	Cost	Fair value	Value <sup>2</sup>	Investment date	Method
SmartFunding Pte. Ltd	Straight equity	117,938	623,181	994,000	30-Jun-16	Price of recent investment (POR)
PT Mega Value Prosperindo	Straight equity	96,000	959,878	959,878	17-Dec-14	Price of recent investment (POR)
PT Mega Value Prosperindo (Options)	Call Options	n/a	5,813	n/a	Various	Option pricing model (OPM)
Fatfish Commerce Ventures Ltd <sup>3</sup>	Straight equity	n/a	3,423,404	3,423,404	08-Aug-16	Price of recent investment (POR)
iFashion Group Pte. Ltd. <sup>3</sup>	Equity and preference shares	n/a	3,109,960	3,062,726	16-Sep-15	Price of recent investment (POR)
VDancer Pte. Ltd.	Straight equity	40,365	752,559	752,559	01-May-14	Price of recent investment (POR)
ClosetStyles Pte. Ltd.	Straight equity	36,528	36,695	36,695	29-Mar-16	Price of recent investment (POR)
Cloudaron Pte. Ltd.	RCPS	n/a	1,026,190	1,674,723	31-Oct-16	Option pricing model (OPM) and Price of recent investment (POR)
HapyApp Pte. Ltd.	Straight equity	36,695	36,695	36,695	12-Oct-15	
Lunch Actually Pte. Ltd	Straight equity	55,000	115,011	184,997	10-Oct-14	Option pricing model (OPM) and Price of recent investment (POR)
Lunch Actually Pte. Ltd	RCPS	1,000,000	1,166,474	1,166,474	27-Jul-16	Price of recent investment (POR)
Newsdeeply Inc.	6% convertible notes	50,000	50,000	50,000	09-Mar-15	Price of recent investment (POR)
Shop and Box Pte Ltd	6% convertible notes	36,695	48,654	119,988	05-Feb-16	Option pricing model (OPM) and Price of recent investment (POR)
BEAM Storage Pte Ltd (3)	Straight equity	517,400	517,400	517,400	nav	Price of recent investment (POR)
<b>Total</b>		<b>1,986,621</b>	<b>11,871,914</b>	<b>12,979,538</b>		

## Notes:

1. Investment under MDA's iJAM scheme

2. Management value based on recent transaction price of the issued security and ignoring rights such as liquidation preference etc.

3. Venture building mode

4. We have been instructed by Fatfish to perform the valuation as if Fatfish was holdings RCPS in Cloudaron adjusted for SGD 650,000 cash consideration paid subsequently as at 31 August 2016 instead of it holding in convertible bond and its share of call option on NRF's investment as at Valuation Date.

Valuation report of privately held assets by Deloitte.

Value of assets > A\$16.7m

**FYE 31 Dec 2017**

Key Financial Matrix of  
Fatfish Internet Group Limited

Net Profit for the Year

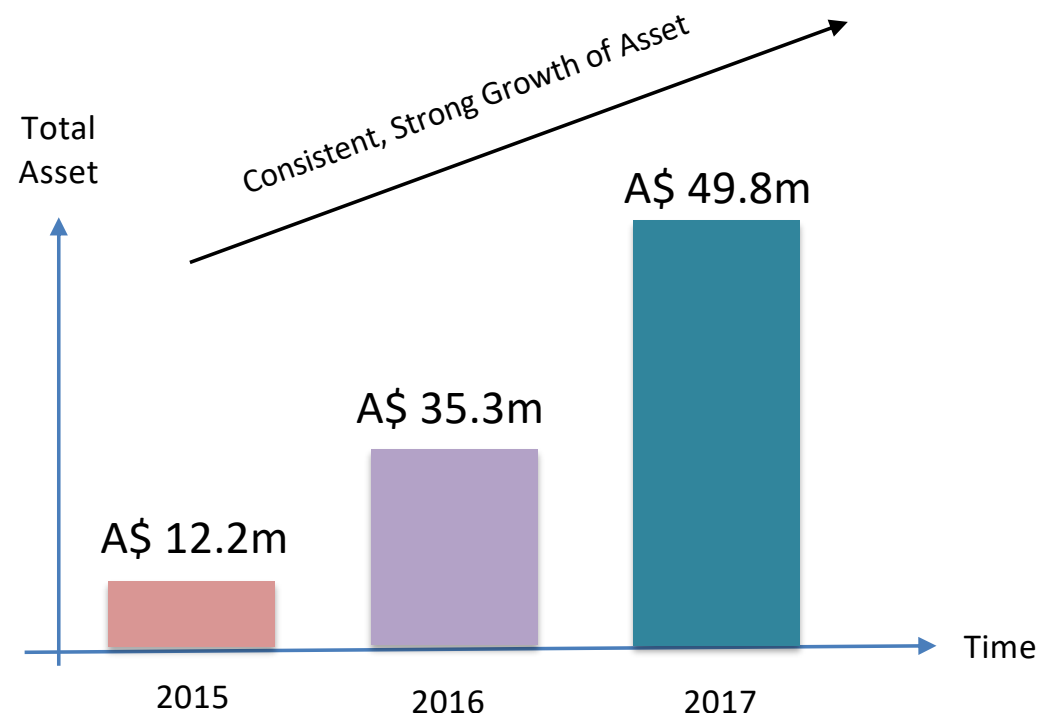
A\$ 1,840,484

Total Comprehensive Income

A\$ 5,404,099

Net Asset

A\$ 43,744,698



We strive to create asset value as a venture builder

7

# Conclusion

# Strongly Positioned for Growth

01



Track-record of building value

02



Access to global market

03



Dual-growth strategy - Consumer Internet and Blockchain / Crypto

04



Strong board and management team

05



Ecosystem Play for Blockchain and Crypto

# Best-in-Class Exposure to Crypto & Blockchain Economy

## Listed Game Co Adopting Crypto Payment

- Access to 350 million gamers
- Crypto initiatives for games



## Crypto Mining

- Large scale mining farms
- Secure energy source in Malaysia, Mongolia and Canada



## Regulated Fund Management & Insured Custody Service

- First UK FCA regulated crypto fund manager
- Insured custody for crypto-assets



## Swedish Subsidiary To IPO

- Portfolio of 13 internet companies, many adopting crypto
- Seeking an IPO on NASDAQ Sweden in 2018

## Crypto-asset Exchange

- Founded by Chi-X Global Founding Chairman/CEO, Tony Mackay
- Building "Fastest Exchange, tightest spread"



## ICO Advisory & Marketing

- Huge demand from ICO companies in Asia
- Secured brand-name client like London Football Exchange





**UPSIDE POTENTIAL:**

# **FFG - A STRATEGIC ECOSYSTEM PLAY FOR THE DIGITAL REVOLUTION**

**/// Thank You ///**