



# December 2022 Quarterly Investor Webinar

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ASX:DCC | [digitalx.com](https://digitalx.com)

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# DIGITALX

Transparent investment management at the  
intersection of technology and finance

# Strategy

## STRATEGIC OBJECTIVES

## KEY RESULT



**Impact** To be a leader in culture, environment, and a stand for positive social impact while generating sustainable financial returns to build value for shareholders.

Profitable  
Impact Treasury Investing



**Build** To build customer and colleague focused businesses that underpin the ongoing profitability and success of DigitalX.

Market Capitalisation



**Transact** To become Australia's largest provider of digital finance products by enabling customers to effortlessly transact.

Revenue



**Invest** To be the most trusted and respected provider of digital asset investments for corporate Australia.

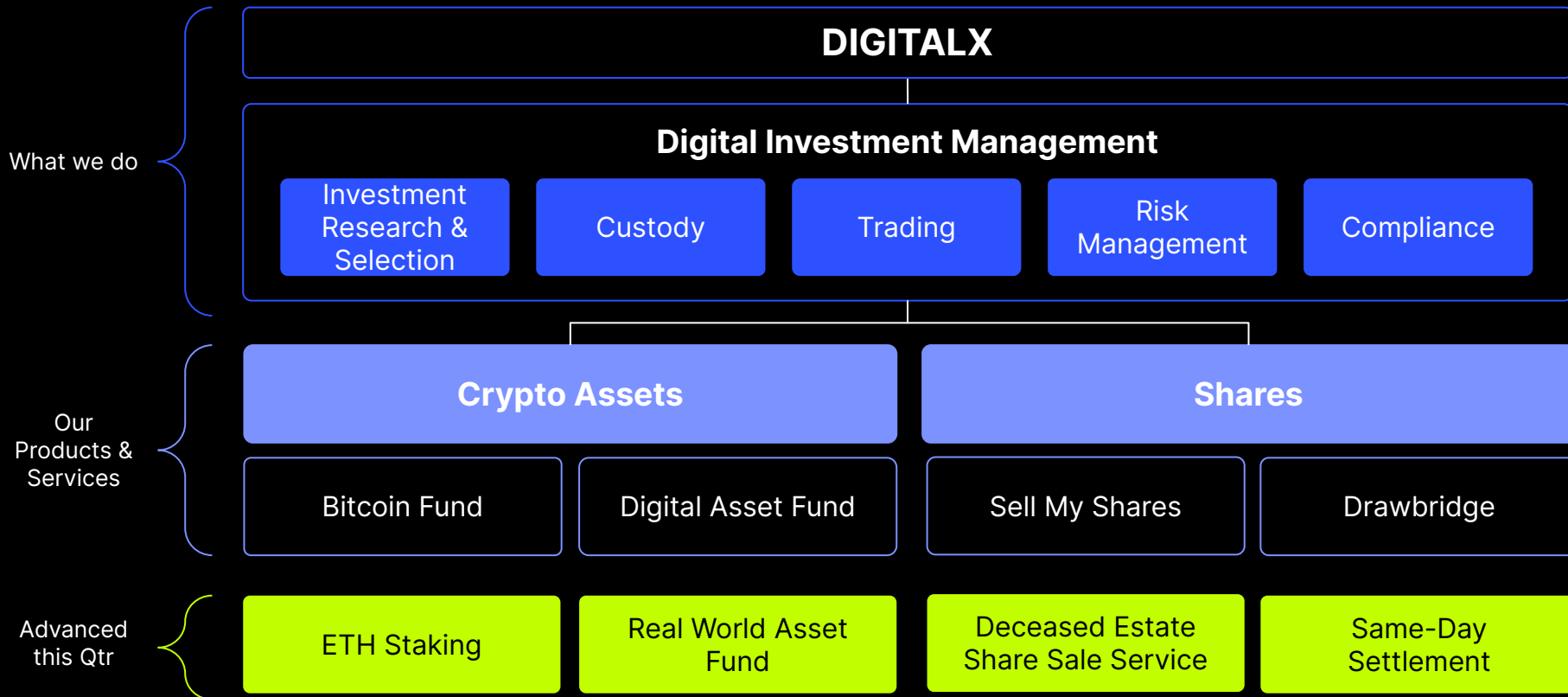
Total Value Locked



**Grow** To grow customer focused businesses that underpin the ongoing profitability and future sustainability of DigitalX.

Net Promoter Score

# Our Company



# Highlights - Building scalable, sustainable revenue

**Record quarterly revenue generation for SMS**

**20% increase in recurring revenue**

**Signed referral agreement with Automic Group**

**Active Treasury asset management**

**Sales growth in same-day settlement (T+0) & deceased estates sales**

**Advancing Real World Asset Tokenisation Fund**

# Quarterly Business Activity

## Sell My Shares

Record brokerage revenue of \$426k over the quarter.

33% revenue growth over previous quarter.

Signed binding referral agreement with Automic Group.

Key revenue enhancement objectives adding growth (same day settlement and deceased estates)

## Digital Asset Management

Volatility in digital asset market caused by FTX exchange collapse.

S&P Top 10 Cryptocurrency Equal Weight Index fell 26.5% over the quarter.

Digital Asset Fund declined 22.2%.

Bitcoin Fund declined 18.8%.

Monthly analyst information sessions.

## Product Development

### **Ethereum Validator Nodes & Staking**

4 nodes (128 ETH) staked over the quarter, generating 1.21 ETH in staking revenue.

**Tokenised Investment Pool**  
Proof of Concept completed demonstrating T+0 scalability

### **Drawbridge**

Seeking partners to adopt Drawbridge as an additional offering to listed clients.

# Corporate Activities

## Treasury

Annualised yield of 3.8% on ETH Staking.

Company divested 100% of Human Protocol, generating \$1.1m in cash.

## ESG Baseline Report

Continued work with Social Suite to complete ongoing enhancements within the company.

## Executive Changes

Christopher Alexander appointed by board as interim Chief Financial Officer, bringing over 25 years' experience in private equity and investment management.



# Outlook

- Growth of sustainable revenue opportunities - same-day settlement (T+0) and deceased estates
- Continuing to position Drawbridge as a centrepiece for listed companies to bridge compliance and digital financial services
- Developing and strengthening strategic partnerships to support Drawbridge and the Funds Management businesses
- Launch of the Real World Asset Tokenisation Fund, generating returns for investors and Company revenue
- Operational transformation and simplification - Implementing initiatives to deliver 10-15% reduction in cost base
- Building the Company's ecosystem through strategic partnerships
- Continued work with Digital Finance CRC with the adoption of Web3.0 (new digital financial infrastructure)
- Continued focus on long term strategic execution and building a solid, sustainable revenue base with a continued ESG and cost conscious approach - **to maximise shareholder returns**

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