



September 2023 Quarterly Investor Webinar

ASX:DCC, OTCQB:DGGXF | digitalx.com

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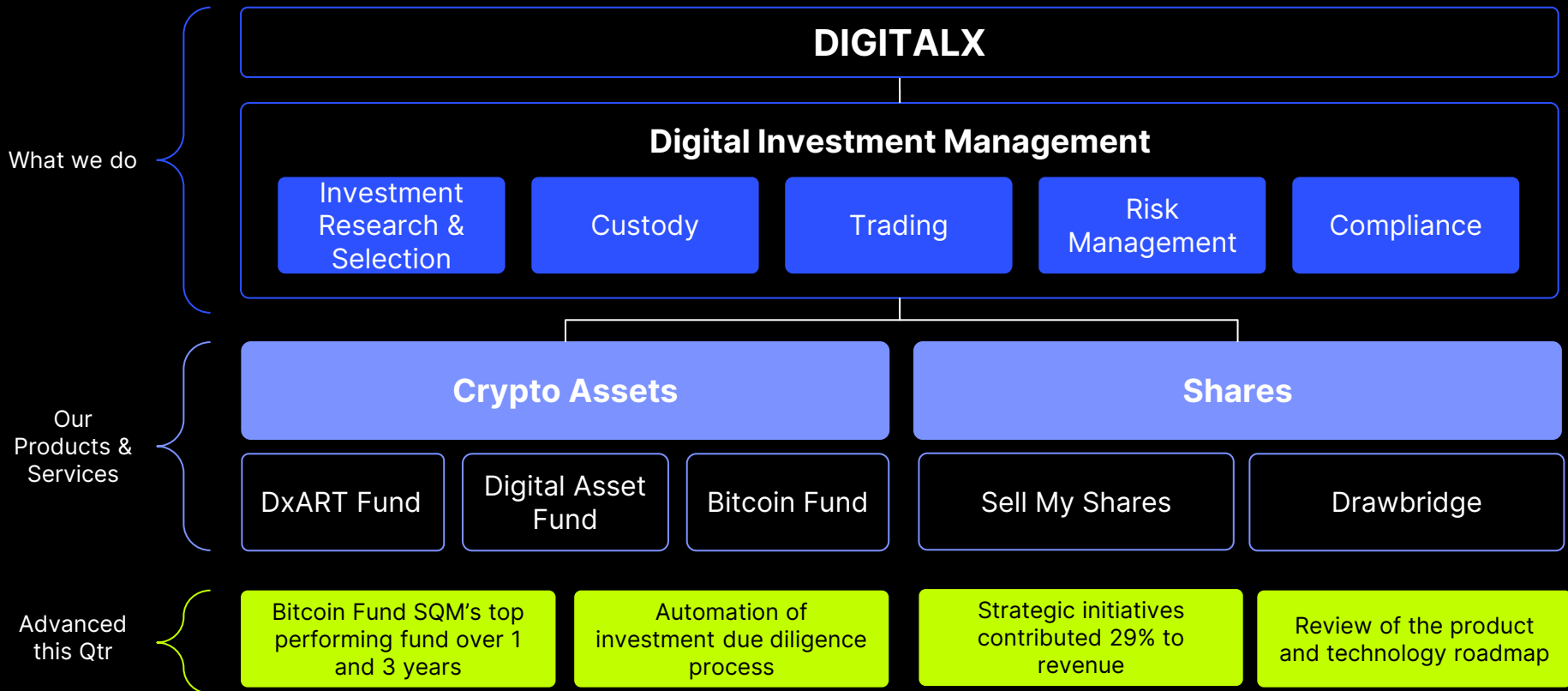
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Who We Are

DigitalX 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 Company



Our Team

Board of Directors



Toby Hicks
Non-Executive Chairman



Greg Dooley
Non-Executive Director



Peter Rubenstein
Non-Executive Director

Executive Leadership



Lisa Wade
Chief Executive Officer



Jaime Underdown
General Manager -
Funds



Ben Hartnett
Chief Technology Officer



Sarah McAdams
General Manager - Sell
My Shares



Antonia Sherry
Head of Marketing

Highlights - **EXECUTION FOCUS**

DigitalX Bitcoin Fund rated by SQM as its top performing fund for over 1 and 3 year periods

Sell My Shares exceeded forecast revenue every month of the quarter with average trade size also increasing month-on-month

Four new strategic initiatives executed by current management contributed 29% to the Sell My Shares revenue

The Product team continued implementation work for the automation of DigitalX's investment due diligence process, in support of the DxART Fund

Hiring of a dedicated Business Development Manager to drive institutional relationships and secure fund inflows

Formal launch of Investor Hub, a dedicated platform for investors to learn more about DigitalX

Dynamics of the industry we operate in

These five key industry trends will be most relevant for DigitalX over the next five years.

01 Mainstream Moment

We're witnessing the start of increasingly rapid mainstream adoption of crypto and digital asset investments as institutions become meaningfully involved.

02 Web3 Economy The rise of tokenised Real World Assets

The rise of tokenised real world assets will unlock innovative new business and funding models within the economy, leading consumers, corporates and investors to demand services that enable effortless access to web3.

03 New Impact Standards

Companies will go beyond ESG impact frameworks, embedding culture into corporate behaviours, measuring outcomes and community engagement. Companies who win this will have the largest network effects.

04 Neo-Governance Models

New digital methods for ensuring transparency will raise the standards of governance expected from organisations and see the adoption of technologies for improved trust.

05 Data as an Asset

Blockchain is bringing a revolution to investment management with asset data and tokenisation being at the heart of this. Data is at the centre of the Web3.0 revolution.

Opportunity - Market Size

The digitisation of asset ownership through blockchain based technologies will be a key driver in the next wave of financial innovation.

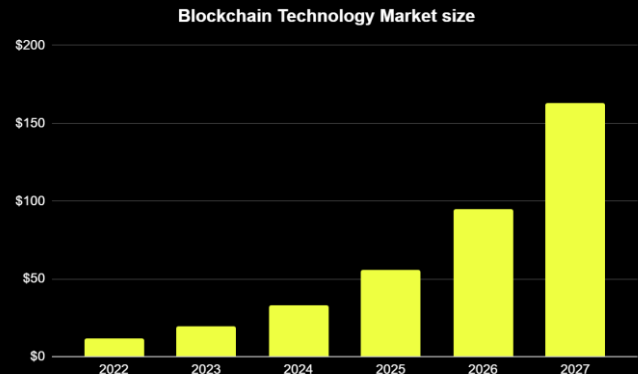
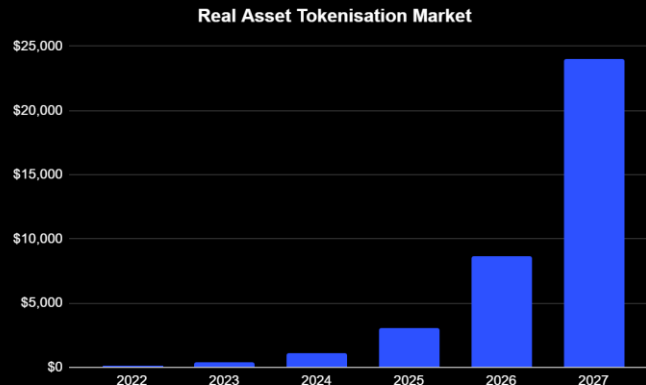
With a proven team and track record as a trusted provider of blockchain technology and crypto asset investment services, DigitalX is uniquely placed to become a leader in this rapidly growing industry.

- Credit Suisse estimates¹ total global real asset value at USD\$256 trillion dollars.
- Forecasts show ~10% of real assets will be tokenised by 2027² as we see the continued adoption of distributed ledger technologies within digital and traditional markets (i.e. ASX).
- Blockchain technology market size forecast to increase to \$163 billion³ in line with the tokenisation of real assets.
- Even with a forecast market share of less than 0.1%, our Web3 strategy allows us to play a significant role in the tokenisation of real world assets in an expanding market.

¹ https://research-doc.credit-suisse.com/docView?language=ENG&format=PDF&sourceid=csplusresearchcp&document_id=1067091661&serialid=py2jD4icAXqoeppbHc9cAQW7VZ1QN1B3p%2Fkb1JfJlrc%3D&cspld=null

² <https://www.afr.com/technology/australia-readies-to-ride-32trn-tokenisation-wave-20210701-p585ya>

³ <https://www.statista.com/statistics/1015362/worldwide-blockchain-technology-market-size/#:~:text=The%20worldwide%20blockchain%20market%20was,billion%20U.S.%20dollars%20by%202027.>



DigitalX's competitive advantage

- Only listed fund in Australia with Bitcoin on the balance sheet
- Team consists of fund managers and developers on the leading edge
- 5 year track record of providing investors with simplified access to an actively managed portfolio of digital assets
- #1 SQM performer for 1 & 3 year returns
- Creator of the first real world asset management fund to be launched in Australia

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DigitalX Bitcoin Fund - Best
performing wholesale fund for
1 & 3 year returns!*

*As evaluated by SQM Research

#1

GROWTH STRATEGIES

→ Funds business - Attract new fund inflows

- Execute the funds distribution strategy
- Share the enhanced return and diversification benefits in having 5% of a diversified in digital assets
- Secure a strategic partner to cornerstone investment in the funds business

→ Drawbridge / Sell My Shares

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

→ Product focus

- Develop Digital Distribution channels
- Execute a Web3 distribution trade of the DxART Fund
- Educate and Evolve: Partner and/or prototype with businesses at the transition point of Web 2.0 to 3.0

Quarterly Business Activity

Sell My Shares

Quarterly brokerage revenue was \$536k, 10% above the quarterly target.

- **Deceased Estates:** brokerage revenue was \$88k Strategic relationship-building and awareness phone calls to deceased estate lawyers have driven the value of sales up by 20% on average.
- **T-Zero Settlements:** number of transactions increased over the quarter, brokerage revenue remains around 6% of total revenue for the quarter.
- **Automatic Revenue:** contributed \$44k for the quarter, over 109% increase from the previous quarter (8% revenue contribution)
- **International Sales:** contributed \$28k for the quarter (5% revenue contribution)

Digital Asset Management

Since launching the DigitalX Asset Reference Token Fund ("DxART Fund") in June, the Company has been focusing on securing cornerstone investors, identifying distribution channels and improving the operational efficiency of the investment selection process.

The DigitalX Bitcoin Fund ("DXBF") fell 8.6% over the quarter and the DigitalX Fund ("DXF") declined 8.0%, while the Top 10 Equal Weighted Crypto Index (AUD) fell 7.7%.

The DigitalX Fund maintained lower allocations to higher volatility alternatives with overweight positions in Bitcoin and Ethereum. DXAM believes the risk-weighted stance to altcoins is the prudent approach given the current low liquidity environment and with the potential for the SEC to target tokens on a case-by-case basis.

Product Development

Drawbridge

Review of the product and technology roadmap for Drawbridge continued, including redefining the product market fit with strategic partners such as Synfini.

ETH Validator Nodes & Staking

The Company exited each of our four Ethereum validator nodes and successfully withdrew all staked funds (128 ETH) to officially conclude our staking operations.

DigitalX Smartlist

The product team continued implementation work for the automation of DigitalX's investment due diligence process, in support of the DxART Fund.

Corporate Activities

Operations

The Company has formally launched its Investor Hub, a dedicated platform for investors to learn more about DigitalX and the Company's latest activities during this period of rapid growth. In line with DigitalX's commitment to deliver transparency to all investors, the Company will be regularly uploading new content to the hub, such as videos accompanying select announcements, educational material, interviews and corporate research.

Treasury

In September, DigitalX management used the opportunity of Bitcoin trading just under its 12-month high price to sell down a portion of our Bitcoin holdings held in Treasury (~23%) into cash. The conversion aligns with the Company's broader strategic initiative to actively manage treasury assets, increase working capital and optimise investment opportunities.

ESG Baseline Report

Highlights and achievements from the last quarter:

Drafting of the DigitalX Annual ESG Report (ongoing)

Conducting an assessment of the areas to best implement the recommendations received (ongoing)

Outlook - Key Priorities

→ **Funds business - Attract new fund inflows**

- Execute the funds distribution strategy
- Fund qualifying families into new homes through our “1000 faces” campaign
- Share the enhanced return and diversification benefits in having 5% of a diversified in digital assets
- Secure a strategic partner to cornerstone investment in the funds business

→ **Drawbridge / Sell My Shares**

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

→ **Product focus**

- Develop Digital Distribution channels
- Execute a Web3 distribution trade of the DxART Fund
- Educate and Evolve: Partner and/or prototype with businesses at the transition point of Web 2.0 to 3.0
- Explore the pathway to productise the smartlist and playlist

Outlook - Key EXECUTION focus points

Examples of the Company's execution efforts for the next quarter include:

- Ramped up Marketing campaigns and launch of new website
- Launching new sales channels for the Funds business
- Continuing to improve recurring revenue generation and resource allocation to Revenue generating initiatives
- Continuing to look for cost efficiency and aligning costs to revenue generating activities and growth;
- Securing additional revenue-generating partnerships for the Sell My Shares business; and
- Closing out our cornerstone investors by the end of the quarter.

Outlook - Key Challenges

Key challenges in achieving our priorities are:

- **Education** - Despite growing interest, the Company needs to play its part in educating Australians about the technology and benefits of Web 3.0
- **Uncertainty over Regulation** - DigitalX continues to operate in an uncertain regulatory environment around the usage and rules/laws surrounding digital assets
- **Market volatility** - Digital asset markets remain volatile and this has a direct correlation to the Company's earnings.

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