

# BRD

**Move your money forward.**

# Business Overview

BRD offers two products catered to both individual consumers and institutions

## BRD Consumer Wallet



2.5+ million customers  
\$6+ billion assets under protection (AUP)  
170+ countries

## BRD Enterprise: Blockset



\$10 billion TAM<sup>1</sup>  
3 Year target of \$150 million ARR  
Launches in Q1 2020



<sup>1</sup> Source: Galaxy Digital Research

# BRD



**\$500M**

gross transaction  
volume runrate

**2.5M+**

iOS & Android installs

**170+**

countries around  
the world

**\$6B+**

in assets under  
protection (AUP)

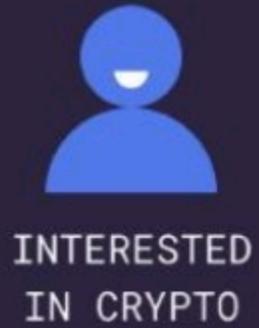
**2%**

of all daily bitcoin  
transactions

**Top 50**

finance app in US, EU

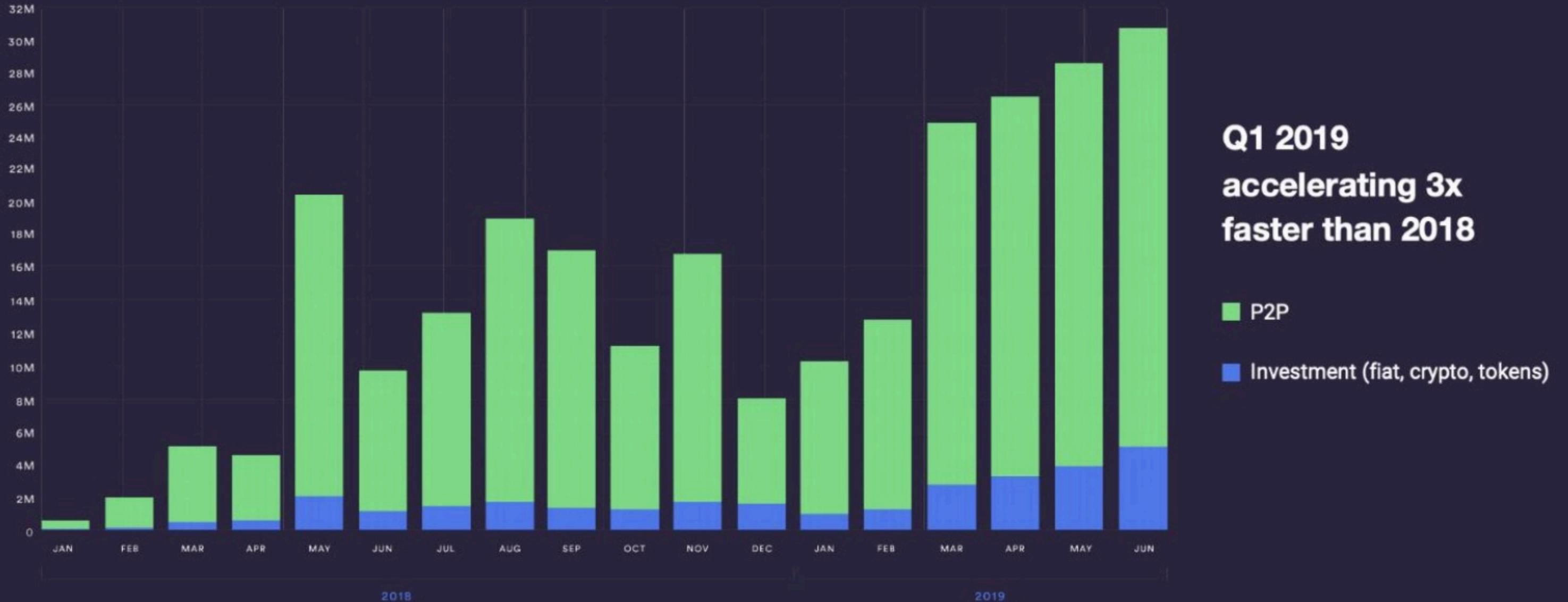
# User journey



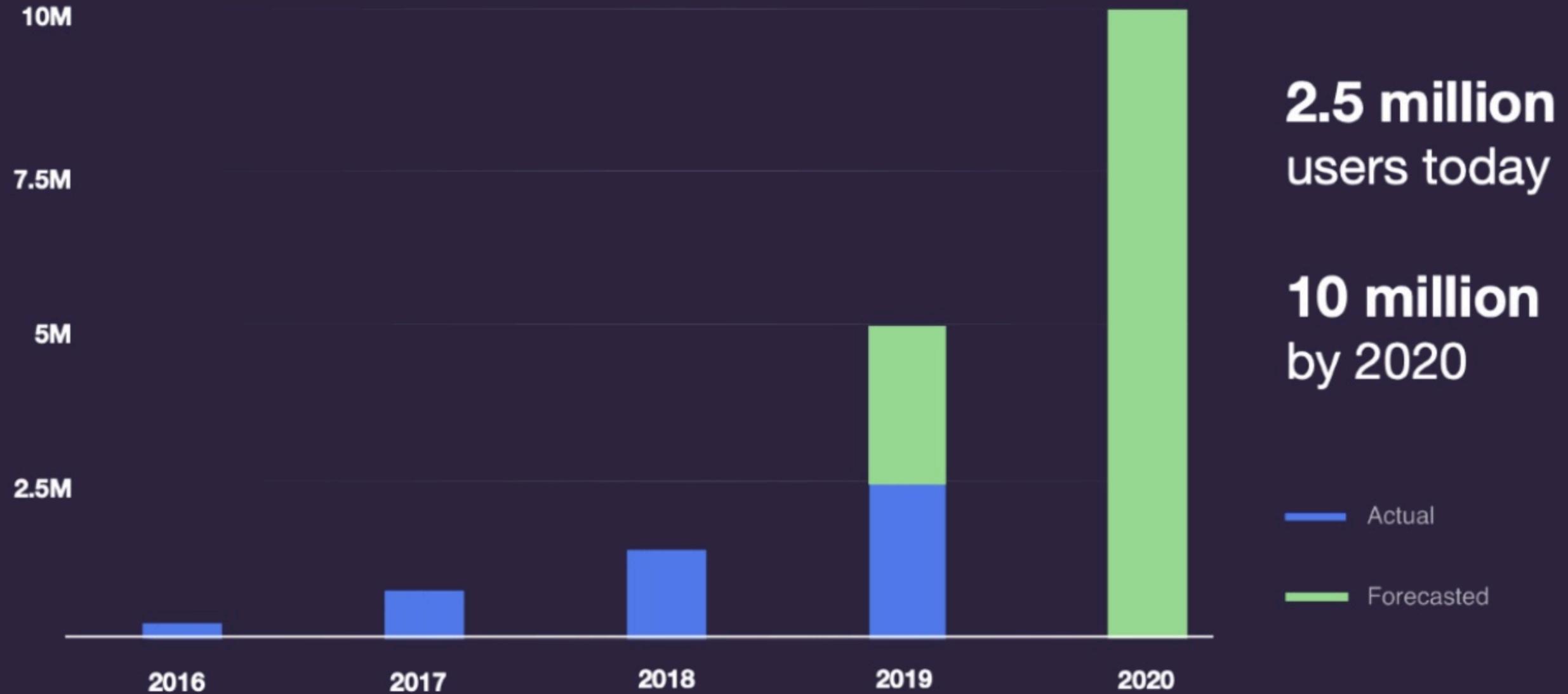
1. Invest in crypto
2. Manage my investments
3. Pay for goods and services
4. Earn interest on my savings
5. Send money to family / friends
6. I want a better bank



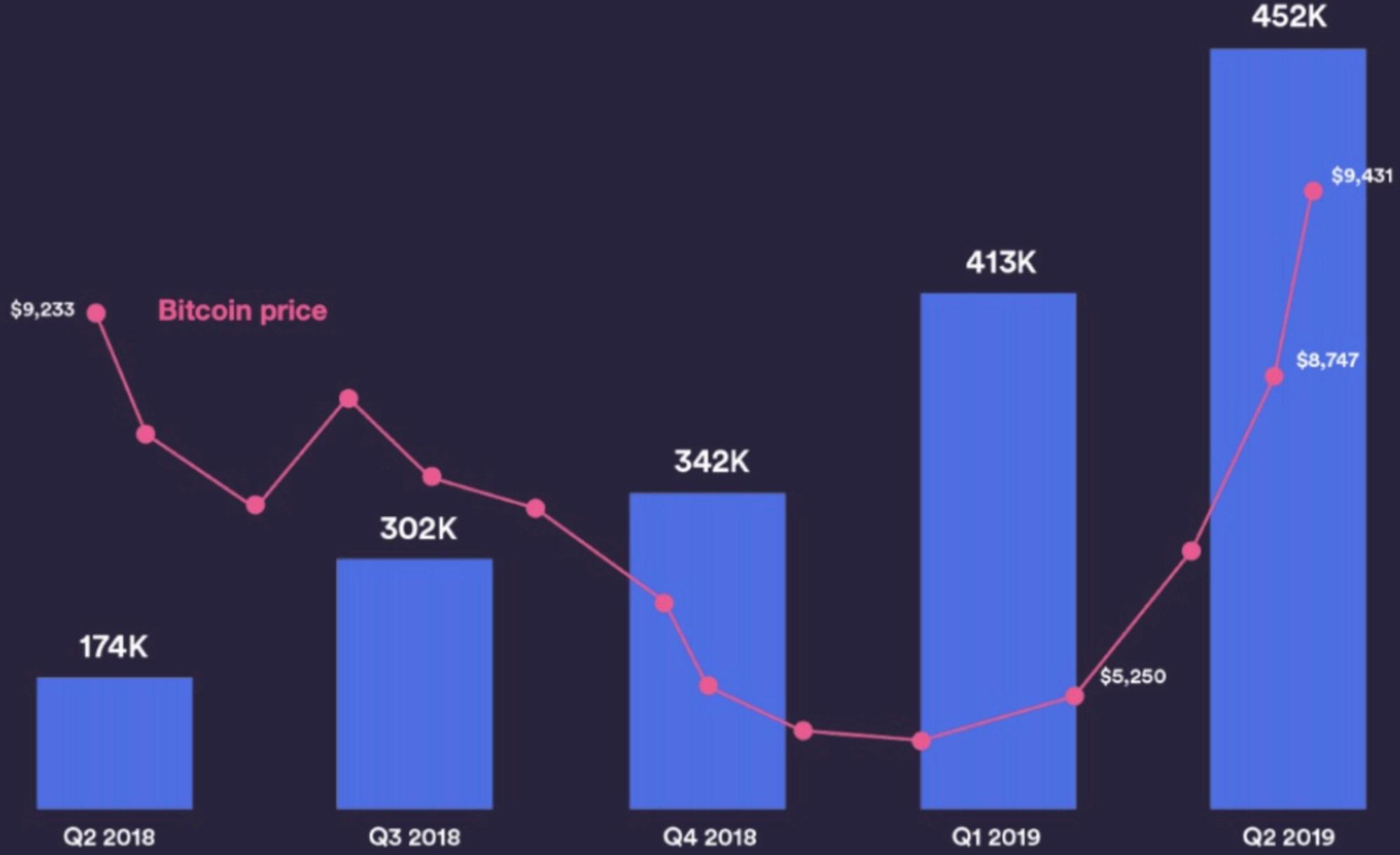
# Transaction volume (USD)



# User growth



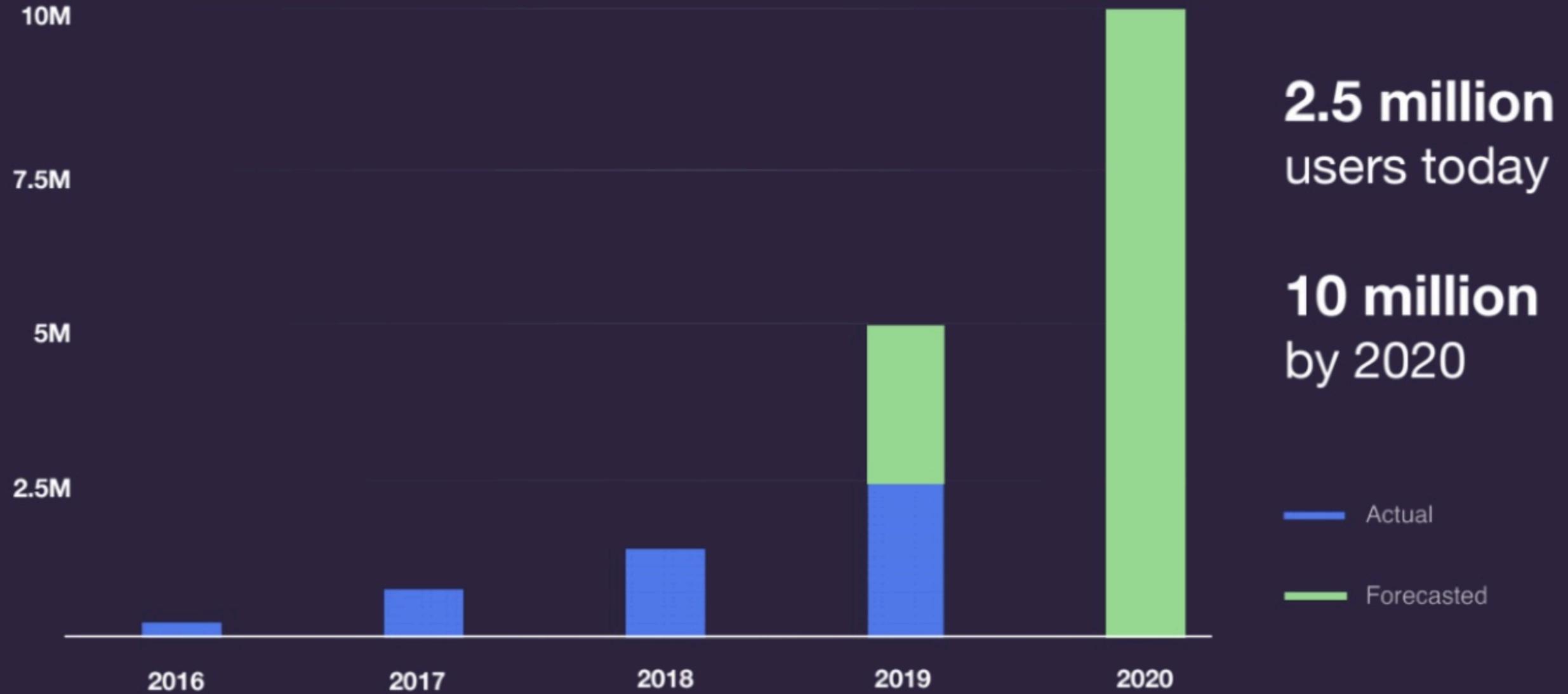
# Active users



Coinbase grew 67% in 2018

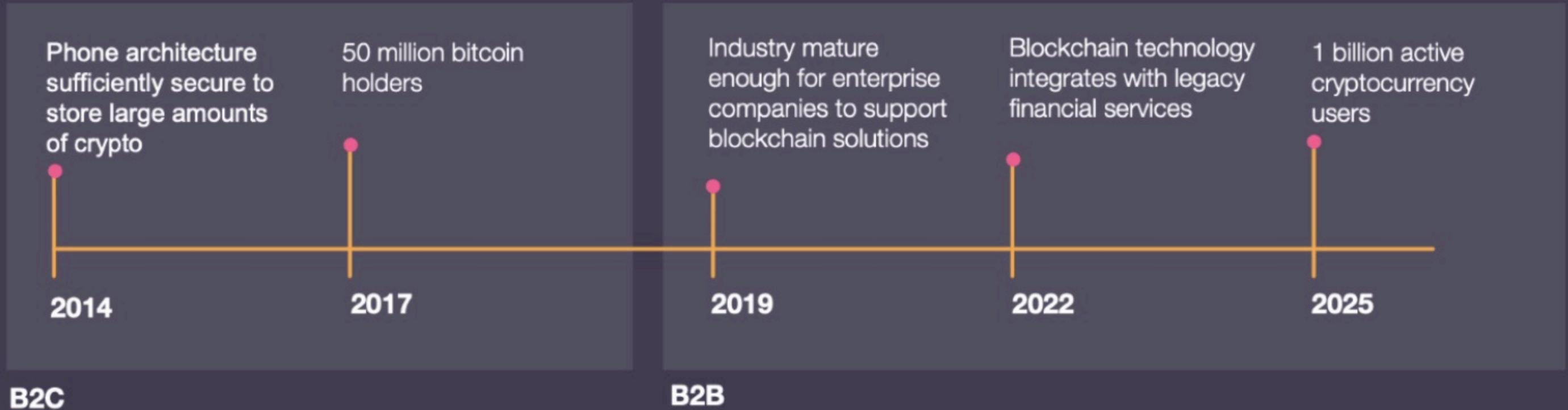
**BRD grew 116%**

# User growth



# Industry timeline

**BRD**



## B2B business

Access the world's on-chain data via a single API. Easy on-ramp into blockchain development for engineers and enterprises

A unified data layer for any blockchain application, regardless of chain or scale

Large bank in Japan, SBI Holdings is the first signed client

# Introducing Blockset (B2B)

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A platform to accelerate blockchain product development, reducing time to market, cost and risk



**Blockset**  
by **BRD**

# Blockset (B2B): Components

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Wallet Kit

- Custodial and non-custodial white label wallet
- Easy to use blockchain SDK for mobile, server, embedded applications



BlockchainDB

- One API for all blockchains
- Enterprise grade fault-tolerance; with up to 99.999% uptime
- Customized dashboards, monitoring, and auditing



ChainOps

- Automated, scalable, managed node infrastructure
- Fault tolerant, redundant geo distributed
- Private and public chain support

# Blockset (B2B): Value Proposition



## Customer Challenges

Optimize budgeting for initiatives harnessing new technologies

Grow market dominance in new industry, and reduce risk of disruption

Expensive and complex to run nodes for multiple blockchains

Ensure proper disaster recovery plans to minimize risk to customer funds

Aggregate and normalize blockchain data



## Blockset Solutions

Save over 50% on development costs

Get to market 75% faster and stay ahead of the curve

Leverage best-in-class node infrastructure at no additional cost

Globally distributed, fault-tolerant infrastructure for up to 99.999% uptime

One robust production API for all blockchains



# Key metrics



# User lifetime value

LTV of new users consistently improving and accelerating with each new cohort

