



# Re-inventing private capital markets

JANUARY 2021

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## Re-inventing private capital markets

**We deliver trusted, end-to-end, global digital securities solutions leveraging our leading blockchain technology**

**Capital formation • Issuance & asset servicing • Secondary trading**

# Private capital markets need a digital transformation

## POOR CAPITAL FORMATION

2018 \$1.8T capital raised but small number of participants



Only **300K** accredited investors participated from more than 16M eligible  
Retail participation is negligible

## MASSIVELY ILLIQUID

2x capital but 330x less liquid

Private markets



**\$2.9T**

Primary capital raised



**\$0.1T**

Annualized trading volume

## INEFFICIENT AND EXPENSIVE

**\$54B**

Annual clearing and settlement cost globally

**\$163B**

Bank sales and trading costs globally

Public markets



**\$1.4T**

Primary capital raised

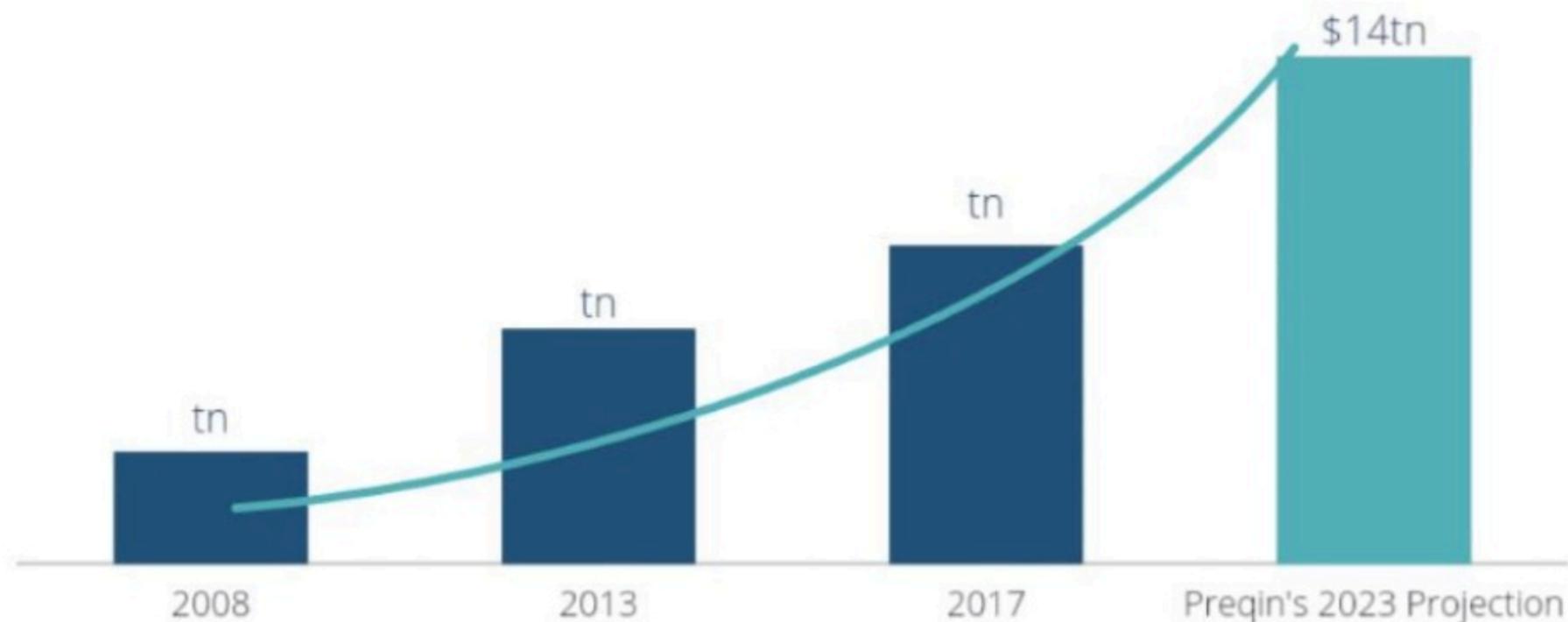


**\$33.0T**

Annualized trading volume

# Private capital markets have grown tremendously over the last decade

Alternative assets industry



And yet these markets remain **poorly digitized**

While public markets have shrunk

Number of U.S. publicly traded companies

↓ **50%**  
'96 - '16

And companies go public much later and at larger valuations(\*)

# We pioneered the digitization of private securities on the blockchain

**1<sup>st</sup> dedicated fully digital securities issuance platform** to market.  
Revenue generating since Q1'18.

**1<sup>st</sup> company to successfully integrate with qualified custodian and IRA** to support security tokens.

Established beachhead in Japan through BUIDL acquisition and issued **1<sup>st</sup> rated security token in Japan**

**1<sup>st</sup> vertically integrated transfer agent and BD/ATS** through Velocity Markets acquisition.

**1<sup>st</sup> and only company to integrate compliance protocol with regulated marketplace ATS and have live trading security tokens.**

**1<sup>st</sup> company to register with the US SEC as digital, decentralized transfer agent.**

Reached **150 customers** milestone, building fully tokenized future.

# Blockchain technology offers ideal foundation for digital transformation of private capital markets

<b>RECORD OF OWNERSHIP</b>	Siloed, not verifiable, easy to modify, prone to errors	Cryptographically secure and auditable shared ledger
<b>COMPLIANCE</b>	Only tracking ownership, compliance typically done manually as separate process	Program and enforce regulatory restrictions
<b>TRADING / SETTLEMENT</b>	Manual process, long settlement periods	Instant settlement without counterparty risk

“

*One-hundred percent of the stocks and bonds trading on Wall Street today COULD be tokenized, and in five years, one-hundred percent of the stocks and bonds on Wall Street WILL be tokenized.* ”

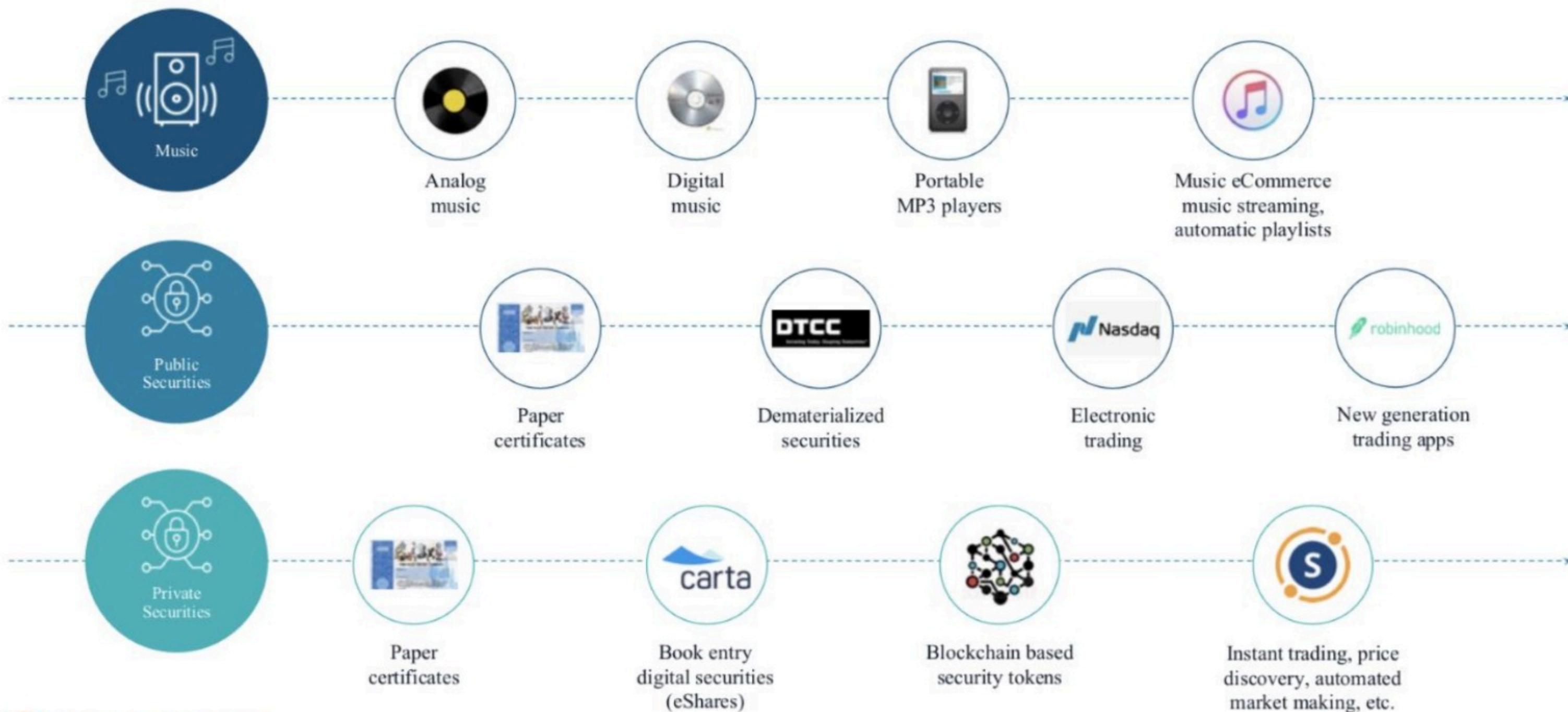
**Robert Greifeld** Former Chairman & CEO of Nasdaq

“

*All stocks could become tokenized.* ”

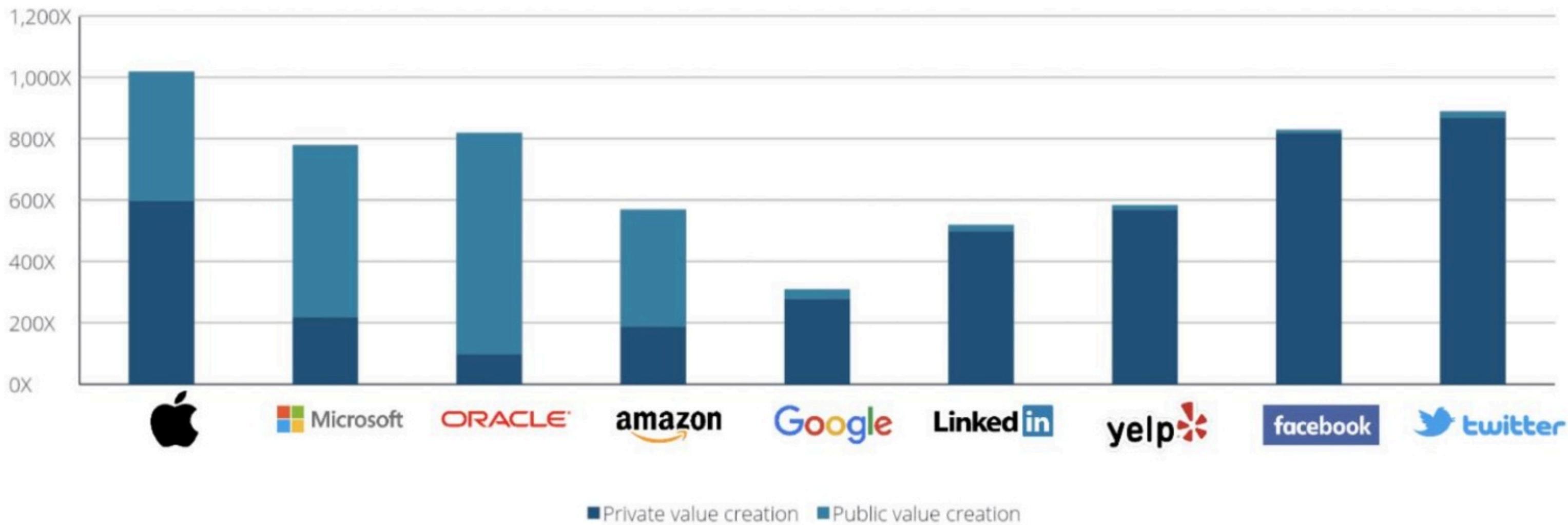
**Jay Clayton**  
SEC Chairman

# Digitization creates new industries and business models



# Earlier entry points for public companies over the years

Why do I want exposure to private companies?



## Our management team



**Carlos Domingo**

CEO

25+ years of experience in innovation and digital transformation.

Former CEO of Telefonica R&D and CEO of New Business and Innovation at Telefonica Digital. CEO, board member and investor of multiple startups, PhD in Computer Science



**Jamie Finn**  
President

20+ years experience in startups, telecoms, + big data. Ericsson, Telefónica O2, and AVP of Product Innovation at AT&T.



**Scott Harrigan**  
Securitize Markets | CEO

14+ years at Computershare, largest transfer agent in the world . Former head of Public Markets at Carta and CEO at Carta Securities LLC. Ex-Merril Lynch



**Dan Garzia**  
CMO

Digital marketing expert, previously at Franklin Templeton, Black Rock, Electronic Arts and Travelocity.



**Rodrigo Acosta**  
VP R&D | Argentina

Extensive experience in implementation of public and private blockchain protocols - Ethereum, Bitcoin, Stellar, HLF, Quorum and Corda. Accenture.



**Miki Bergin**  
VP R&D | Israel

15+ years of experience in software development at Fiverr and Amdocs



**Phoebe Price**  
VP Customer Success

15+ years of experience in success planning, execution, and customer facing strategy at B2B, B2C and SaaS Companies



**Jorge Serna**  
Chief Product and Technology Officer

15+ years of experience leading teams and creating software. Telefónica R&D



**Tom Eidt**  
General Counsel

10+ years at the U.S. SEC, former counsel for high frequency trading firm KCG Holdings

# Our investors are among the best of blockchain and traditional finance

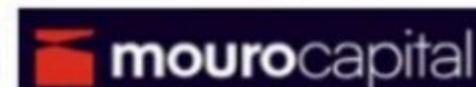
Founded in November 2017, Securitize is a post-Series B fintech company built to re-invent private securities markets.

## VC/BLOCKCHAIN INVESTORS



## FINANCIAL SERVICE INVESTORS

Morgan Stanley



Capital raised over \$60M

# Our Board of Directors



**Carlos Domingo**  
CEO - Securitize



**Jamie Finn**  
President - Securitize



**Brad Stephens**  
Co-founder & Managing  
Partner at Blockchain Capital

Co-founder and Managing Partner of Blockchain Capital, the premier venture capital fund investing in the blockchain technology sector and the first to raise a venture fund through an STO.



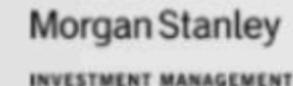
**Pedro Teixeira**  
Co-Head – Morgan Stanley

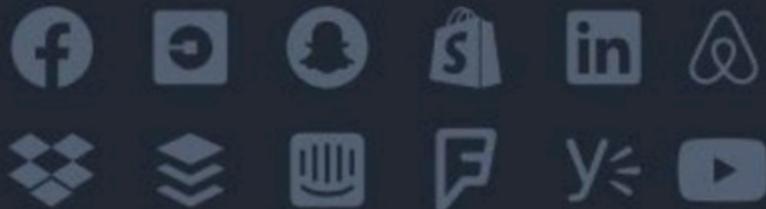
Managing Director of Morgan Stanley and Co-Head of Morgan Stanley Investment Management's (MSIM) Tactical Value Investing team.



**Tal Elyashiv**  
Co-Founder and Managing  
Partner at SPiCE VC

Senior executive with over 20 years of experience. Ex CIO of Bank of America and Capital One





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