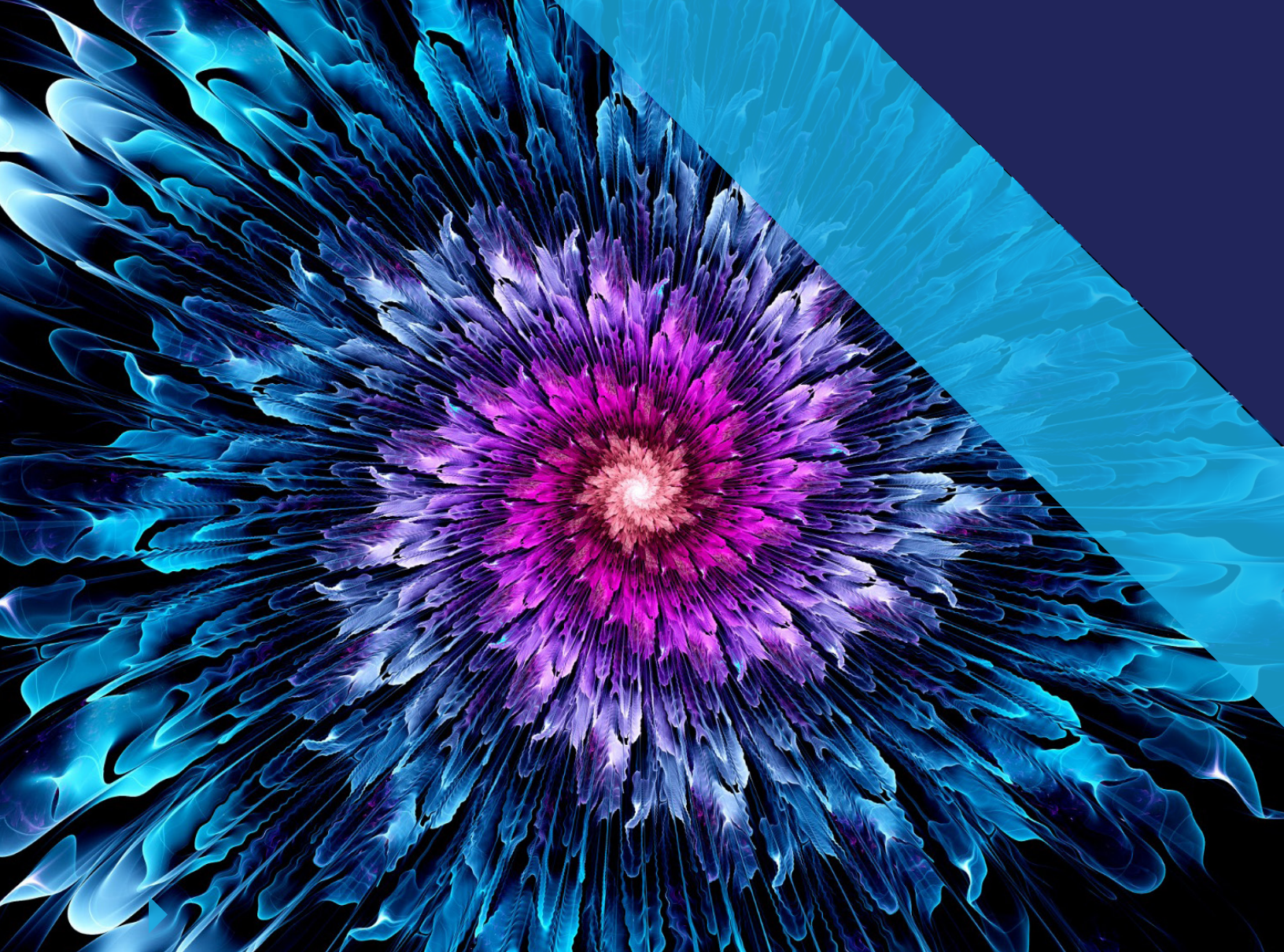


▶ INSTITUTIONAL INVESTORS AND DIGITAL ASSETS

First Mover Advantage:
What Early Adopters Have Learned

▶ www.hashkey.com



► ORDER IN COMPLEXITY

HashKey Group brings order to the complexities of digital assets.

HashKey Group is a digital asset management and financial technology leader. We advise and act throughout the investment cycle.

HashKey participates in high-potential investment opportunities and delivers solutions across the digital asset ecosystem.

HASHKEY
► GROUP

► www.hashkey.com



FOREWORD

Institutional investor interest in digital assets is growing, but is still at an early stage. This report charts the development of the digital asset ecosystem and the current state of play for institutional investors. The experiences of first mover institutional investors in this asset class provide insights into how investors can now confidently diversify their portfolios and capture opportunities. This report is for institutional investors seeking long-term upside potential, and identifies trends and the industry outlook.

What Is a Digital Asset?

Simply put: any content of value that exists in a binary data, or digital, form. Digital assets are distinct from traditional asset classes such as cash, equities, bonds, real estate or physical gold. Virtual or digital money in the form of tokens or ‘coins,’ led by Bitcoin, are the dominant digital asset for investors. However, there are multiple aspects to the digital asset ecosystem. Long-term investment opportunities also exist in many forms of asset tokenization; as well as infrastructure, such as platforms and applications.

EXECUTIVE SUMMARY

The digital asset ecosystem has evolved and grown rapidly over the past decade. Many early adopters have been rewarded with significant returns and strong positions for future upside. High-net-worth individuals and digital asset hedge funds have led the way, while institutional investors have been more risk adverse and slower to diversify their portfolios away from traditional holdings. The institutional first movers in digital asset investing have gained competitive advantage, as well as key learning points about the dynamics and opportunities of this emerging sector.

Key takeaways from this report:

1

Digital assets provide investors with exposure to a new class of opportunities that are not linked to the same factors that influence the value of traditional assets, such as interest rates, inflation, jobs reports, and currency fluctuations.

2

Transaction costs can be considerably lower with digital assets, enabling potentially higher upsides.

3

Tokenization of 'real world' assets enable institutions to invest in asset classes they are familiar with, but in new, more efficient ways.

4

Holding tokens offers a hedge against fluctuations in fiat currencies and the value of traditional asset classes, as well as opportunities to grow value through staking – a deposit-style account that pays rewards.

5

Improved, secure custody services have eased risk concerns and adapted to the governance and operations needs of institutions.

6

Savvy institutional investors have focused on supporting the growth of the digital asset infrastructure – by investing in the building blocks of the new digital economy they have the potential of large scale returns.

7

Strategies range from the straightforward (e.g. buying Ethereum) to the sophisticated (investing in foundational FinTech solutions).

8

Macroeconomic events are driving interest and investment action, as investors look to reevaluate their strategies in response to COVID-19 and the impact of the developments of 2020.

Despite significant media attention and hype, it is still early days for digital asset investing, and the model continues to evolve from speculation in virtual currencies to the development of institutional-grade digital asset investment platforms.

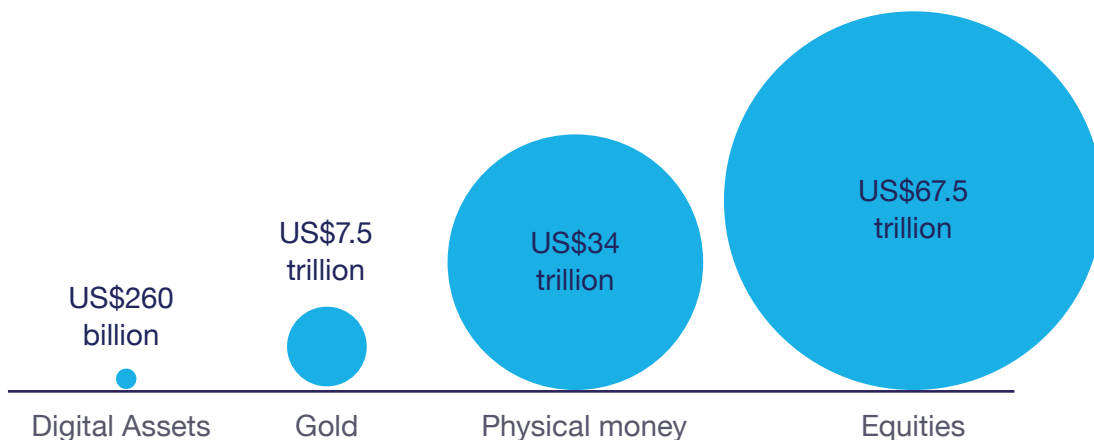
THE STATE OF PLAY FOR DIGITAL ASSETS

Since its first exchange transaction in 2010, Bitcoin has remained the dominant digital asset for investors. Held by over a quarter of U.S. and European institutional investors, Bitcoin is still the key market influencer. Actively-managed digital asset fund launches increased when Bitcoin's price spiked, while new funds dropped off when Bitcoin trended downwards at the end of 2019.¹

Today, the digital asset marketplace - broadly classified as digital money, digital asset platforms and applications - comprises some 5,000 assets with a total market capitalization of more than US\$260 billion, as reported by MVIS.²

Investment in this sector was initially dominated by high-net-worth individuals and hedge funds. It's still early days for institutional investors. Obstacles include corporate risk aversion, lack of regulatory clarity and a complete regulatory regime, and a perceived lack of supporting infrastructure. Some also view the holding of digital assets as more akin to short-term speculation, rather than a bona fide investment strategy.

Consequently, the digital asset market still presents significant growth potential. Its market cap is still dwarfed by traditional asset markets – such as gold at US\$7.5 trillion, physical money at US\$34 trillion and equities at US\$67.5 trillion. Even Greyscale Investments, the highest profile digital asset manager, with US\$3 billion under management, pales in comparison to the world's largest money managers.³



Sources: MVIS Coin Telegraph

Institutional investment in digital assets is still relatively small in scale. However, digital assets are gaining appeal, spurred on in part by the momentous impact of 2020's events and the resulting unprecedented fiscal spending. Recent research indicates that 36% of surveyed institutional investors currently hold digital assets.⁴

Blockchain development is expected to play a pivotal role in the sector's growth. Blockchain solutions already upgrade and replace many traditional transaction and valuation functions. Blockchain facilitates investors' shift from transactions founded on relationships of trust to those based on the documented security enabled by technology. HashKey Group views it as the ability to revolutionize how value is created, captured, and distributed.



“Right now, Bitcoin is essentially a proxy for gold. It’s digital gold. The current huge volume of quantitative easing is driving investors to an alternative to government fiat money. Developments in blockchain applications will enable many more investment assets to come online. And this is what is really exciting.”

Michel Lee, Executive President
HashKey Group

INSTITUTIONAL INVESTORS AND DIGITAL ASSETS

According to a 2020 Fidelity Digital Assets survey,⁵ 80% of institutional investors are favourable to the idea of digital assets. The biggest perceived advantages are the lack of correlation with other asset classes, exposure to innovative technologies, and attractive potential upside.

Exposure:	36% of institutional investors surveyed currently invest in digital assets
Perception:	Almost 60% of all investors surveyed have a neutral or positive perception toward digital assets
Appeal:	Almost 80% of investors find something appealing about digital assets
Obstacles:	Price volatility, potential market manipulation, and lack of fundamentals to gauge value are the most common obstacles to digital asset adoption
Categorization:	More than six out of 10 investors feel digital assets have a place in portfolios, with almost 40% of investors believing digital assets belong in the alternative asset class
Products:	More than 80% of investors indicated they would be interested in institutional investment products that hold digital assets

Source: Fidelity Digital Assets: Institutional Investors Digital Asset Survey 2020 Review June 2020

This comprehensive study of U.S. and European investors reveals growing appetite for digital assets among institutional investors. Strengthened infrastructure and growth in specialist service providers are promoting greater confidence and helping to overcome barriers to entry.

“We are seeing greater interest in and acceptance of digital assets as a new investable asset class. Investor concerns are largely focused on issues that will resolve themselves as the market infrastructure evolves.”

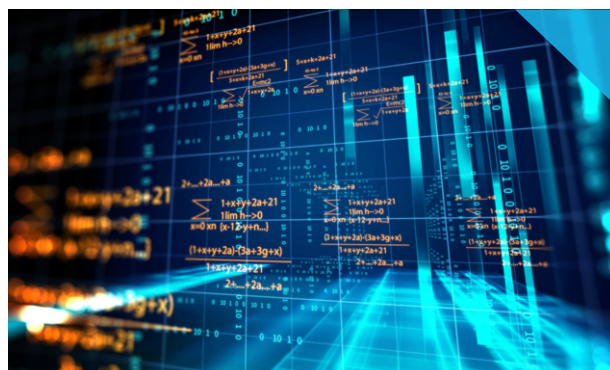
Tom Jessop, President
Fidelity Digital Assets

GROWING INTEREST FROM INSTITUTIONAL INVESTORS

Nearly 20 institutions filed paperwork with the U.S. Securities and Exchange Commission in Q1 2020 indicating that they have invested in the Grayscale Bitcoin Trust (GBTC), a product of New York-based Grayscale Investments.⁶

In January 2020 the GBTC became an SEC reporting company, making it the first Bitcoin firm to file quarterly and annual reports with the regulator. This move has added significant transparency to the internal structure of institutional Bitcoin adoption.

Grayscale has now embarked on the same SEC process for a second digital asset fund, the Grayscale Ethereum Trust. Grayscale plans to turn each of its ten products—including XRP, Stellar Lumens, Ethereum Classic, Litecoin, Zcash, Bitcoin cash, Zen, and a fund for large cap virtual currencies—into SEC reporting companies.



“We are starting to see broad institutional interest in the asset that many see as a hedge against more traditional investments, and a possible safe haven for investors as central banks around the world seem to be printing endless amounts of money.”

Michael del Castillo
Analyst

LESSONS FROM THE FIELD

To understand today's investor, HashKey Group conducted in-depth interviews with institutional investment leaders around the world. Their first-person perspectives add valuable insights for institutions looking to expand into digital assets.

No Option but to Engage

Ray Hindi, CEO of L1 Digital AG, a Zurich-based investment advisor focusing on digital assets, considers that investment managers today really don't have a choice whether or not to engage in the digital asset ecosystem.



“Today you're forced to invest in the space, because if there's something real there and you miss it, you're going to be left behind from a return perspective. But most importantly, you're going to be left behind from a knowledge perspective.”

Ray Hindi, CEO
L1 Digital AG

Hindi believes that in this rapidly evolving space, the knowledge gained from involvement has as much long-term significance as the financial return. “Because this asset class has the potential to dominate,” he says. “It moves very quickly and investors today are investing for two purposes. Firstly, financial return. Secondly, the knowledge gained from being involved. You have the advantage of knowing what's happening in this space,” he concludes.

The viewpoint is shared by Wen Loong Lau, Associate Director at Singapore-based private equity firm, Tembusu Partners. “If you can look at a very early stage of these ecosystems then you see the growth potential. The earlier you can invest the better,” says Lau.

“I absolutely believe it's good to be early.”

Wen Loong Lau, Associate Director
Tembusu Partners

“Although it's early, there are enough institutional investors who are starting to explore the space, so we find them and work with them. They understand the growth yield, the upside, and are willing to take some of the risk for hopefully a larger return. And the potential return on investment also includes the learning experience,” says Lau.



“We focused on FinTech, investing in or co-investing in companies that provided massive asymmetry to the portfolio. We started looking at blockchain as a natural step. If you have a technology that provides trust on a peer-to-peer basis, it’s a game changer.”

Ray Hindi, CEO
L1 Digital AG

Positive Asymmetry Is the Main Prize

“I am a strong believer that blockchain and digital assets offer the best asymmetry out there,” says Hindi.

Ray Hindi’s positive asymmetry investment strategy – where a known, limited downside is offset by an unlimited upside – and desire for diversification led him to the FinTech space. “To really be diversified you want to have a lot of plays that have positive asymmetry that are unrelated to one another. You need to be involved in those when the crowd or the majority is not,” he says.

Work With Partners to Access Deals

Identifying and implementing digital asset deals is still a key challenge. “There’s only a certain amount of quality within the space, which will thrive in terms of anything that touches the space, such as managers, projects, and service providers. Those will essentially absorb the bulk of the value and the actors within those circles gain the advantage that you need. It’s a game changer for your portfolio,” says Ray Hindi.

Working with partners with competitive advantage is useful to implement specific strategies. Since digital asset investing is a global opportunity - not constrained to Silicon Valley - partners are needed in Europe and Asia as well as in the U.S.

“We partner with managers that have the computer science skills. If you want to be exposed to the winners in this space, you need to fundamentally analyze them as a computer scientist. You need a multi-talented team,” concludes Hindi.

Wen Loong Lau concurs on the value of partners. “Relationships continue to play an important part. That has always been true in traditional investing, and now we can’t find all the digital asset opportunities that we are looking for alone,” he says.

“We tap into our network. I can reach out to different incubators, accelerators, and different professionals. This gives us an interesting and varied viewpoint. We have been actively bringing some traditional companies and institutions into this new frontier,” shares Lau.

Take the Longer View

Frank Tong, a Managing Partner at QBN Capital, is happy to adopt a 10-year timeframe when thinking about their investment strategy on digital assets. QBN Capital, based in Hong Kong, is a tech-focused VC fund focusing on FinTech and Deeptech. Tong says they have a broad definition of FinTech, encompassing many technologies that can disrupt and enhance financial services, including insurance and trade finance.

“Our view is that Hong Kong will remain a prominent international financial center for years to come,” he says. “The world is on the verge of a new financial revolution whereby trust between parties can be replaced by blockchain, remittance and settlements can be done through digital currencies, and physical assets become tokenized. About half of our portfolio companies are working in the digital assets or blockchain space.

They will help build the necessary financial infrastructure and ecosystem for Hong Kong to become a digital trading hub in the coming years.”

Own the Infrastructure

“A lot still needs to be done in order to embrace the new digital era. Critical enablers, like digital ID and digital currencies, are important pieces in this puzzle. Financial framework and regulations need to be forward-looking and suit the needs and nature of digital finance and digital trading. Robust, yet innovative, policies from government leaders that support the development and adoption of new technologies are crucial. Traditional finance is not going to disappear overnight, thus policies and regulations need to support the integration between the old and the new, as well as the migration from the old to the new.”

QBN Capital’s digital assets investment strategy centers around the new digital infrastructure. “We are investing in companies that work on the new financial infrastructure. We are investing in the future of Hong Kong.

Frank Tong, Managing Partner
QBN Capital

“Change has begun and will continue in every part of the financial system - foreign exchange, asset management, centralized and over-the-counter trading, remittance and settlement, payments, central securities depository and custody, and more. This points the way for institutions and startups alike. Are international banks ready for the wave of changes in trade and finance? The new ecosystem will take time to build. By investing in the infrastructure, Hong Kong can lead the world in this new digital game,” concludes Tong.

Explosive Market Growth

Digital asset markets have been developing at breakneck speed, outstripping even the growth in value of Southeast Asia equity markets in the late 1990s, says Joseph Chang,

co-founder at investment management and technology firm Liquibit Capital, and co-founder at LORA Technologies.

“Development in digital assets is a lot faster,” says Chang. “Derivatives liquidity is probably three to five times bigger today than two years ago. Innovation happens a lot faster. An example is decentralized finance, which has become hot out of nowhere. Even six months ago only the most progressive investors were in that space. Now, total value locked in decentralized exchanges – controlled by smart contracts with nobody in the middle – has ballooned to around US\$11 billion from just half a billion three-to-four months ago. Perhaps one of the reasons is a lack of regulation,” he observes.





Seek Out Regulated Service Providers

Joseph Chang's perspective stems from his direct observations of the market and his professional experience with institutions.

"The first area I look for is regulated service providers, because a lot of institutions are themselves regulated and have a fiduciary duty to investors," he offers. "They can only deal with regulated types of service providers and this offers huge growth potential. Exchanges such as Chicago Mercantile Exchange (CME), which are as regulated as they come, are growing players in the digital asset space."

Custody Services are Critical

"The other big concern for institutions is custody – the safety of assets and segregation of assets," states Chang. If organizations investing in this asset class can demonstrate that they are at least partially under a regular regulatory umbrella then more institutions will be able to get comfortable with that."

The View From HashKey

HashKey Group believes that institutional investors can now confidently start diversifying their portfolios and explore new ways to capture digital asset opportunities.


DIGITAL ASSETS INSIGHTS

With Michel Lee, Executive President, HashKey Group

Michel Lee, Executive President at HashKey Group, explains that the role of digital assets within portfolios, either for returns or for diversification, is dependent on the type of institution. Lee draws on 25 years of experience with global investment banking giant UBS. “The goal of family offices is long-term capital preservation and long-term tracking, to make sure they don’t miss out on the big upside,” he shares.

“Smaller hedge funds tend to be more trading-oriented and are looking for market alphas. In a more liquid and volatile market, if you’re smart and if you’re a fast mover, you can generate profits. That’s what’s potentially attractive to these smaller hedge funds. Historically, they have been more aggressive and more active than larger funds.”

Lee says that many investors entering into digital assets still buy Bitcoin and other virtual currencies.



“Larger hedge funds have been interested but slower to move due to two key factors. Firstly, obstacles such as the regulatory burden or compliance department advice, and, secondly, huge funds allocating very little money can’t really justify the cost of investing. However, we do now see bigger hedge funds coming in.”

Michel Lee, Executive President
HashKey Group



“Buying and holding Bitcoin is actually quite tricky if you’re an asset manager because many traditional custodian and fund administrators are not currently set up to handle such assets. So using futures as a proxy for a virtual currency holding has become popular,” he says.

“A family office that doesn’t want to miss out will probably go through the process and will open an account with a provider, such as HashKey Group. Some smaller hedge funds may also do that, but generally not the larger funds.

“However, traditional institutional investors, such as big university endowment funds, are coming into this space through direct investment into private equity projects, or token projects, or into funds. They are not going to go and trade Bitcoin themselves. They want to go out and look for specialists in the area, and then allocate money to these specialists to manage.”

Lee points to the development of blockchain technologies in enabling greater access to digital assets. “Blockchain applications will enable various more assets to come online, a lot more. Digital Currency Electronic Payment (DCEP) technology coming online makes it a lot easier to transact many different assets that will be native to blockchain. Yes, existing stocks and bonds can be shifted to blockchain, but they are already well-served by traditional financing. Now there will be many other assets that come online.”

DEFINING DIGITAL ASSETS

“There are three subcategories of digital assets, each with a role to play in an institutional investment portfolio. The first is virtual currencies. The second is tokenized equities and tokenized bonds which are, fundamentally, existing traditional assets but digitized in a new way. And thirdly we have digital economy tokens.”

Ben El-Baz, Head of Ecosystems
HashKey Group

The role of Bitcoin is quite clearly defined. “Bitcoin isn’t as correlated to the S&P 500 and general market benchmarks as all the other assets out in the world are,” says Ben El-Baz, Head of Ecosystems for HashKey Group.

“All institutional investors and portfolio managers want to maximize their risk-adjusted returns and optimize their portfolios. Bitcoin is an asset that has historical returns, but also has a different correlation to the rest of the market. The Bitcoin category of digital assets helps diversify an institutional investor’s portfolio. We’re reaping the rewards that a less market-correlated asset can bring in diversifying and investing in institutional investment portfolio.”

The second category is the tokenization of traditional assets familiar to financial investors, which now can be delivered to market or issued or traded at a lower cost. “Long term, blockchain is a more efficient clearing and settlement mechanism,” comments El-Baz.

The third class of asset according to El-Baz is digital economy tokens. This area, he describes, offers high potential. “This subcategory is much more greenfield and potentially exciting for the long-term upside. The role it can play in an institutional investor’s portfolio is to enable them to get exposure to the growth of Web 3.0. With Web 3.0 platforms, data is controlled by user identity data, and third parties have the ability to use that data.”

The Digital Asset Ecosystem and Opportunities for Institutional Investors



Virtual currencies
Higher Return Possibilities



Tokenized Traditional Assets
Lowering the Cost of Traditional Assets.




Digital Economy Tokens
Gateway to Web 3.0 and Next Generation Internet

INVESTING IN DIGITAL ASSET INFRASTRUCTURE

Angelina Kwan, COO of HashKey Group, outlines that perhaps the biggest potential opportunity in the digital asset space for institutional investors lies in the applicable financial infrastructure, such as exchanges and related technologies. This finance industry veteran can call upon deep experience in regulation and compliance, having previously worked at the Securities & Futures Commission of Hong Kong (SFC) and Hong Kong Exchanges and Clearing Market (HKEX). The digital asset space, she comments, requires a venture capital mentality, and the biggest challenge is in gaining access to such deals. Investors can directly own and trade virtual currencies, she reiterates, or trade in digital asset indexes, but the opportunity also exists to invest in funds comprised of multiple digital asset infrastructure projects.

Kwan identifies a wave of new M&A activity which is drawing in institutional investors into the digital asset space. Such investors, she says, are keen to enter the digital asset space, but are unwilling to take on the higher levels of risk associated with direct acquisition of virtual currencies. Instead, they are more keenly targeting digital asset exchanges, or related infrastructure, or applicable vehicles that facilitate the digital asset market.



“Many of the new entrant investors into the digital asset space don’t want to go into the weeds of buying Bitcoin. They may already have some. But they don’t want huge amounts of risk. So they want either an exchange, or infrastructure, or something else that facilitates the digital asset market.”

Angelina Kwan, COO
HashKey Group

Kwan points out that there are multiple aspects of the digital asset infrastructure available to investors. “Investments in coins are readily available. However, accessing infrastructure deals within the greater digital asset space is more challenging since it is a growth area,” she states. “Many of the opportunities that proved to be very interesting for institutional investors in existing securities markets are now being replicated into digital asset markets. For example, custody, trading platforms, security solutions are familiar to institutional investors and they understand them,” observes Kwan. “Development of the digital asset infrastructure is in many ways mirroring the way traditional financial services infrastructure grew and matured, and that makes institutional investors more comfortable, even as they move into digital asset investing. It’s a great pathway to invest in this new technology,” she concludes.



THE 2020 CATALYST

A Pivotal Year for How Investors View Digital Assets?

The tumultuous market conditions of 2020 and the tragic human toll of COVID-19 have exerted unprecedented societal and economic pressures around the world.

The Organisation for Economic Co-operation and Development (OECD) estimates that the pandemic could cost the global economy 7 trillion dollars.^[i] With the exception of China, which is forecast to grow at 1.8%, all G20 nations will have been in recession in 2020. Real GDP growth year-on-year will be at -3.8% in the United States, -5.8% in Japan, -7.9% in the Euro zone and -10.1% in the United Kingdom.^[ii]

Worldwide, GDP growth is now expected to contract in the range of 4.2%^[iii] to 4.5%^[iv] in 2020, less severely, at least, than earlier forecasts of a 6% drop. The OECD point to a rapid resumption of economic activity and more favorable outlook for economies such as China and the U.S. for the improvement, but warn that uncertainty in the strength of the recovery remains high.

^[i] BBC World Service News Sep. 17 2020

^[ii] OECD Update September 2020

^[iii] Oxford Economics Nov - Dec 2020 update

^[iv] OECD Update September 2020

“(The scale of fiscal spending) has happened globally, with such speed that even a market veteran like myself was left speechless. We are witnessing the Great Monetary Inflation, an unprecedented expansion of every form of money unlike anything the developed world has ever seen. The question facing every investor is: what will be the winner in ten years’ time? If I am forced to forecast, my bet is it will be Bitcoin.”⁷

Paul Tudor Jones
Founder and Hedge Fund Manager
Tudor Investment Corporation





A Question of Debt

Decisive emergency fiscal support measures on a grand scale have been rightfully credited with keeping economies afloat during the COVID-19 crisis. Amidst lockdown periods, massive stimulus programs have been essential in throwing lifelines to businesses, keeping regular workers' heads above hardship, and kick-starting spending as economies reopened.

However, there will be a price to be paid. In the case of the world's major economies, that means massive additions to national debt.

Implications for Institutional Investors

Investors are looking with renewed concern at the long term future and redoubling their interest in uncorrelated, more diversified asset classes. The year 2020 may prove to be a tipping point for institutional investors to reevaluate their investment strategies and portfolio positions, as we head into uncharted waters for economic growth and fiscal policy ahead.

DIGITAL ASSET DEVELOPMENT

2009

- ▶ Bitcoin is created as a digital, or crypto, currency, following the housing market crash.
- ▶ Blockchain is launched.

2010

- ▶ Bitcoin becomes available to buy, sell, trade and store on exchanges.

2017

- ▶ JPMorgan CEO Jamie Dimon suggests that Bitcoin is a fraud, comparing cryptocurrencies to the 17th century Dutch tulip bulb market bubble.
- ▶ Bitcoin rises to an all-time high of nearly US\$20,000 on December 17, 2017.¹²

2018

- ▶ JPMorgan CEO Jamie Dimon retracts earlier 'fraud' comments and affirms his view that "the blockchain is real."
- ▶ Polychain Capital becomes world's first crypto fund with more than \$1 billion in assets under management.
- ▶ The price of Bitcoin falls to US\$3,200 on December 12, 2018.¹³

2019

- ▶ Chairman of the U.S. Securities and Exchange Commission, Jay Clayton, reiterates his opposition to suggestions that the agency will clarify or adjust its regulatory framework to accommodate crypto-related products.
- ▶ JPMorgan becomes the first American bank to introduce its own digital currency: JPM Coin.
- ▶ Investment firm Cambridge Associates publish "Cryptoassets: Venture into the Unknown," with a positive outlook for the crypto industry and a suggestion to investors to begin exploring it.
- ▶ Deutsche Bank publish Imagine 2030, picturing the possible end of fiat money and the rise of cryptocurrencies.
- ▶ JP Morgan publishes a Perspectives report on blockchain technology and virtual currencies.
- ▶ Transition from London Interbank Offered Rate (LIBOR) to alternative risk-free reference rates announced.



2020

- ▶ A 2019 law passed by the German legislature providing for banks to deal in Bitcoin and other digital assets comes into effect.
- ▶ Paul Tudor Jones, founder and CEO of Tudor Investment, expands on his Bitcoin investment thesis and announces a change in his firm's investment mandate allowing the fund to make allocations to Bitcoin.
- ▶ The price of gold reaches a milestone US\$2,000 an ounce.
- ▶ The U.S. S&P 500 stock index closes at all-time high of 3,389.78.
- ▶ The price of Bitcoin US\$ 18,229 (as of 20 November 2020).
- ▶ Implementation of DCEP pilot project in China.

THE DIGITAL ASSETS INVESTMENT OPPORTUNITY –

OVERALL OPPORTUNITIES AND CHALLENGES

OPPORTUNITIES	CHALLENGES
Strategic opportunity to participate in new market with immense headroom for growth	Potential for high levels of market volatility
Exposure to a new class of opportunities with low correlation to traditional assets and enhanced portfolio diversity	Security concerns arising from potential for market manipulation, criminal activity, inexperienced operators, and lack of market regulatory protection
Positive asymmetry asset profile offers potentially infinite upside	Relatively untested security and risk management processes
Exposure to next-generation digital infrastructure - the building blocks of the new digital economy - brings potential large-scale returns	No single accepted view on the role of digital assets within portfolios
Tokenization of real world assets enables institutions to invest in asset classes they are familiar with in new, more efficient ways	Specific technical and financial expertise required to correctly analyze digital asset fundamentals
Considerably lower transaction costs enable higher upside	Additional due diligence obstacles arising from a new asset class
Diversification away from traditional assets in the face of unprecedented government fiscal spending	Future regulatory uncertainty in an immature market and fluid international environment
Improved, secure custody services have eased risk concerns and adapted to the governance and operations needs of institutions	Corporate risk aversion and perceptions of lack of transparency, regulatory clarity, and comprehensive regulatory regime, remain

ABOUT HASHKEY GROUP

HashKey Group empowers institutional investors to diversify their portfolios and generate opportunities from digital assets.

Expertise



HashKey's senior team has extensive digital asset management, trading and international operations experience across Asia and China.

Ecosystem



End-to-end digital asset solutions that meet all investor and project needs, from exchange, to capital, to custody, and trading services.

FinTech



HashKey is building the world's next generation financial infrastructure powered by blockchain, underpinned by world class platforms, security, and controls.

HashKey Group is a digital asset management and financial technology leader. We advise and act throughout the investment cycle. HashKey participates in high-potential investment opportunities and delivers solutions across the digital asset ecosystem.

Sister company Wanxiang Blockchain provides unparalleled access to blockchain research, developers, and technologies. HashKey and Wanxiang Blockchain are member companies of global industrial and financial services conglomerate Wanxiang Group. HashKey has operations in Hong Kong, Singapore, and Japan, and extensive partnerships with FinTech ventures, leading academic institutions, and industry associations.

Learn more

www.hashkey.com

info@hashkey.com

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¹ PWC 2020 Crypto Hedge Fund Report

² MVIS® CryptoCompare Digital Assets Indices, June 2020

³ Coin Telegraph, May 2020

⁴ Fidelity Digital Assets: Institutional Investors Digital Asset Survey 2020 Review June 2020

⁵ Fidelity Digital Assets: Institutional Investors Digital Asset Survey 2020 Review June 2020

⁶ Forbes, Aug 2020

⁷ Institutional Investor, July 2020

⁸ BBC World Service News Sep. 17 2020

⁹ OECD Update September 2020

¹⁰ Oxford Economics Sep-Oct 2020 update

¹¹ OECD Sep 2020 update

¹² Coindesk

¹³ Coindesk



► FRACTALS | UNFOLDING SYMMETRY

In geometry, a fractal is a figure where each part has the same statistical character as the whole – similar patterns recur at progressively smaller scales. In nature, fractals are partly random and chaotic phenomena seen in crystals, snowflakes, sand dunes, galaxy formations, and even broccoli.

HashKey Group incorporates fractals in our company logo. The repeated triangles assemble into a pattern of symmetry and order.

Hashkey Group brings order to the complexities of digital assets.

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► www.hashkey.com



HASHKEY

▶ GROUP

Unit 614-615, Level 6, Core D, Cyberport 3 100 Cyberport Road, Hong Kong

▶ www.hashkey.com