



# AlphaPoint

## Company Overview

## AlphaPoint

### Integrity

Security-first strategy, accountability, transparency, and reliability

### Empowerment

Team learning, customer self-sufficiency, and community building

### Innovation

Value creation, build/break/learn mindset, simple yet powerful solutions

### Execution

Priority-focused, testing and quality assurance, responsive to input



### 10 Years of Success

Founded in 2013, we've always believed that Bitcoin and **digital assets** would revolutionize finance similarly to how the internet transformed communications. We take pride in remaining at the forefront of this innovation.



### Stable, Scalable & Secure



**Fully insured** and incorporating industry-leading **security standards**, AlphaPoint is a trusted provider built to scale with your business. We have achieved the **SOC 2\*** certification, demonstrating our commitment to security.

\* SOC 1 Type 1 & 2 and SOC 2 Type 1 & 2 reports available upon request.



### Wall Street Experience

Our company is composed of **experienced fintech innovators** who are driven to solve the most pressing challenges facing our industry and committed to **furthering development** and implementation of new technologies.



### Regulator Approved



Our technology is in use by exchanges overseen by **dozens of regulators** worldwide, including customers operating under: US FinCEN, Canadian CSA, Peruvian SBS, UK FCA, Philippines CEZA, Thai SEC and many others.



### Reputable Advisors

We're guided by **leaders, innovators and investors** with expertise in areas like quantitative trading, machine learning, fixed income trading and settlement, capital markets and leveraged credit transactions, data transparency and FX derivatives.



### Award Winning

We've received numerous accolades from within the blockchain industry and from the business community as a whole. In 2020 alone, AlphaPoint was named to the **Inc. 5000** list, the Blockchain 50 list, and awarded '**Best DLT Provider**' by **Waters Technology**.

# Full Stack Solutions

Scaling Growth Through Tech

## Engine of Exchange

Throughout every touchpoint in the digital asset and cryptocurrency trading and investment workflow, AlphaPoint technology and software enable clients to develop revenue streams from **new asset classes, maximize liquidity**, and transact business in the most efficient way possible.

▶ Launch Now



Exchange Operators



STO Platforms



Brokerages



Liquidity Providers



OTC Desks



Crypto Banking



# Global Presence: Operating Worldwide

**AlphaPoint**

**150+** Global Customers Powered

**10.2m+** Accounts Supported

**\$1t+** Traded on Platform

**100m+** Trades Enabled Annually



# Client Portfolio

Powering Markets

**BITFINEX** 

**Chivo**



 **CME Group**

 **Guardian**



 **RBC Royal Bank**

 **Scotiabank**

**LIQUIDMARKETPLACE**

 **BTCC**

 **flowBTC**

**LAUREATE**  
DIGITAL SECURITIES

 **xp securities**

 **BANEXCOIN**

 **bitazza**

**Bitex**

 **BITNATIONAL**

 **BITPOINT**  
LATAM

**bitt**

**Bitvo**

 **btc.com.au**

 **BTCDirect**

 **Cryptosx**

 **DCEX**

 **ELEVATED RETURNS**

 **FUNDOPOLIS**


 **LBX**

**MENADAX**

 **mexbt**

 **MUIRFIELD**

**NDAX+IO**

 **Nucleus.Vision**

 **NEXTHASH**

 **OURO**

**Tradefada**

 **Unify Holdings**

 **WALLEXCUSTODY**

 **ZIPMEX**

\* Companies listed represent both past & present customers

# 10 Years of Enabling Access to Digital Assets

## Creating Marketplaces

First customer Bitt.com launches in the Caribbean. AlphaPoint now offers two products: the AlphaPoint Exchange (APEX) platform, which can process nearly 1M transactions per second, and the AlphaPoint Exchange Remarketer, which connects exchanges for liquidity.

## Financing Growth

In June 2018, AlphaPoint successfully raised \$15 million through Mike Novogratz's Galaxy Digital Ventures LLC in a Series A round. Galaxy Digital's Greg Wasserman also joined the firm's advisory board to provide "oversight, guidance and insights."



## Award-Winning

AlphaPoint appeared on Financial Times 2021 "Fastest Growing Companies" list as the highest ranked NY-based blockchain company.

In 2020, CB Insights names AlphaPoint to their 2020 Blockchain 50 list, and AlphaPoint ranks #506 on Inc. Magazine's Inc. 5000



### 2013

## Founded

Innovative fintech entrepreneurs founded AlphaPoint as a technology provider enabling exchange operators to launch digital asset exchanges and marketplaces, powering our first customers to operate a digital asset exchange, remittance channel, and merchant-processing gateway.

### 2016

## Pioneering Tokenization

Expanded technology offering with addition of asset issuance and custody solution for digital asset distributions, consisting of an asset issuance and custody toolkit to enable the creation of new tokens.

### 2018

## Prioritizing Security

Overhauled critical exchange infrastructure security features and accepting invite to join the CryptoCurrency Certification Consortium (C4) steering committee, solidifying commitment to industry best-practices.

### 2020

## Chivo El Salvador

Provided the software infrastructure to power Chivo, El Salvador's first bitcoin wallet and the integration to its entire financial ecosystem as a means for financial inclusion.

# Best In Class

Award Winning Tech



BEST USE OF BLOCKCHAIN TECHNOLOGY



AMERICA'S  
FASTEST  
GROWING  
PRIVATE  
COMPANIES



CryptoCurrency Certification Consortium  
Steering Committee

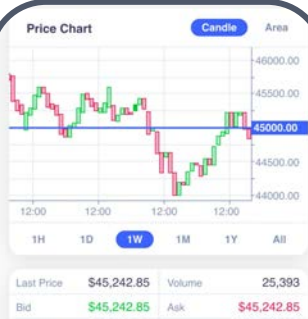


FORRESTER®



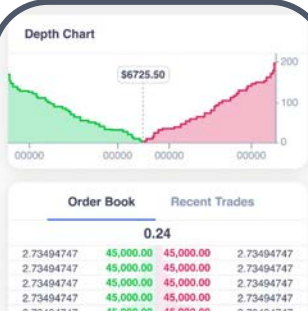
# Suite of Business Services

AlphaPoint is a **global financial technology** company providing **digital asset infrastructure** to power the next generation of exchanges, brokerages, payment networks, and banking.



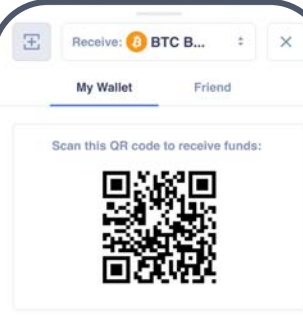
**DIGITAL ASSET EXCHANGE**

Launch enterprise-grade crypto exchanges rapidly with our full stack exchange software and infrastructure



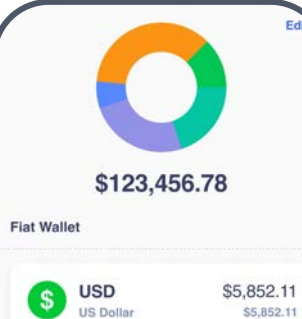
**LIQUIDITY SOLUTIONS**

Provide deep liquidity on day one with our automated market-making software and managed liquidity options




**PAYMENT SOLUTIONS**

Accept, manage and settle crypto debit cards across blockchains and geographies instantly



**WALLET SOLUTIONS**

Securely manage hundreds of tokens with our enterprise digital asset wallet and custody software



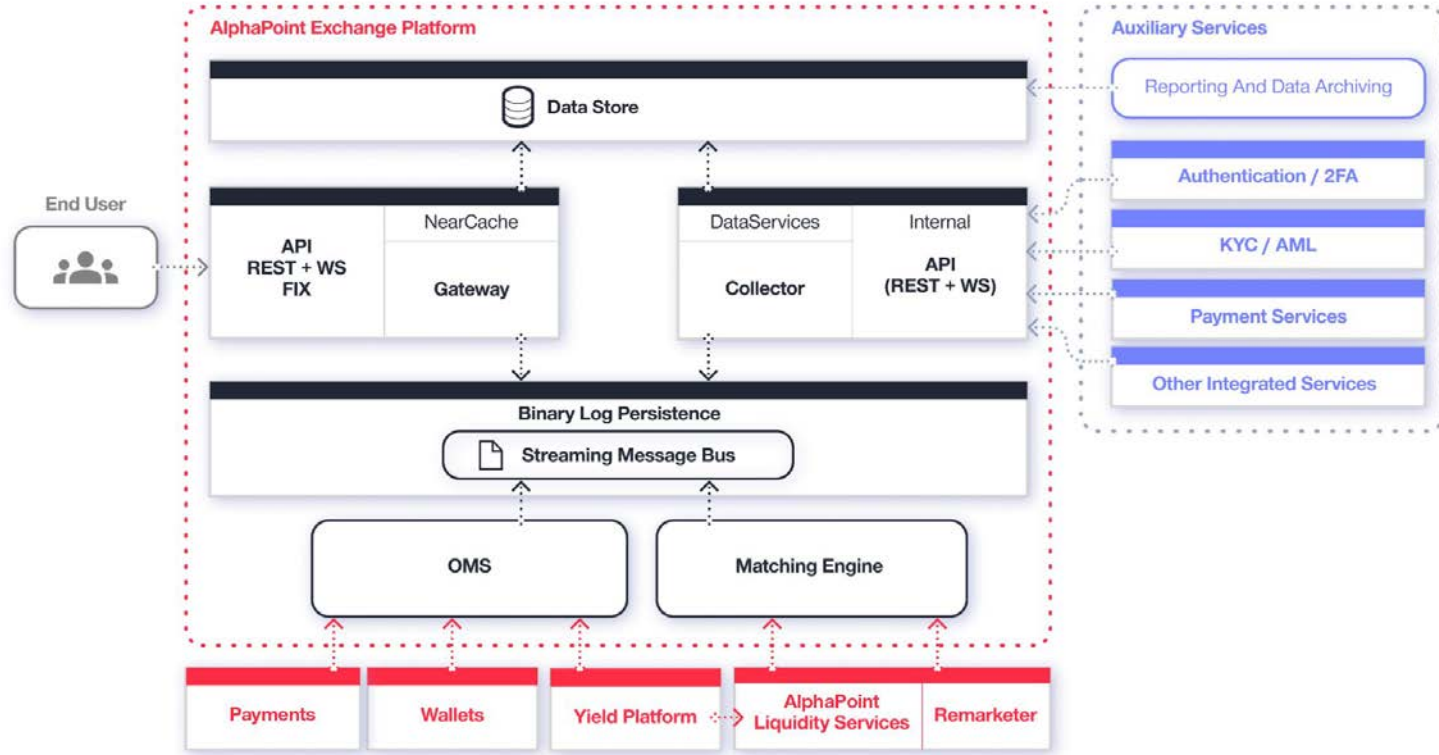
**YIELD PLATFORM**

Offer end-users the ability to earn return on their assets through lending and staking capabilities



# Core Systems Components

## Platform Architecture

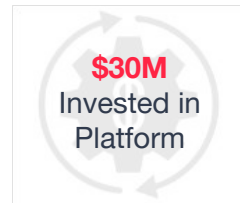


# Buy Vs. Build

White Label Advantage

## Strategy Checklist

- 1 Go-to-Market
- 2 Price
- 3 Maintenance
- 4 Expertise
- 5 Security
- 6 Features
- 7 Scalability
- 8 Customer Service
- 9 Business Network
- 10 Reputation



> 10 Years  
Industry  
Experience

## AlphaPoint

- ✓ Fast
- ✓ Economical
- ✓ Simple
- ✓ Experienced
- ✓ Tested
- ✓ Full
- ✓ Expansive
- ✓ High-Touch
- ✓ Extensive
- ✓ Renowned

## Internal Build

- ✗ Slow
- ✗ Expensive
- ✗ Complex
- ✗ Beginner
- ✗ Untested
- ✗ Few
- ✗ Limited
- ✗ Non-existent
- ✗ Finite
- ✗ Unknown

# AlphaPoint Products

## Digital Asset Exchange

# Digital Asset Exchange: Product Overview

Leverage the **AlphaPoint Digital Asset Exchange Solution** to launch your own crypto trading marketplace

## 01

### Platform

- Nearly 1M TPS matching engine performance
- Individual gateway management of over 10k simultaneous users
- Single Order Management System handles up to 5M accounts
- Over 500 API endpoints, each with individual permissions

## 02

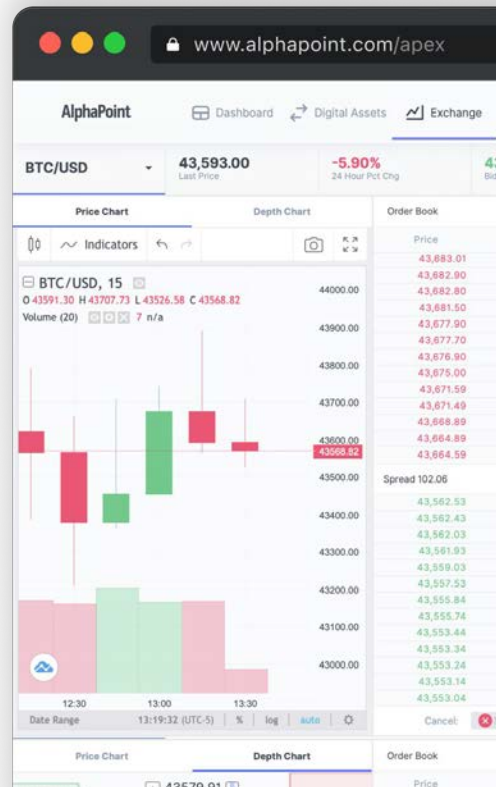
### Onboarding

- Dedicated Deployment Team
- Client Environment Setup
- Technical & Functional Training
- Comprehensive Client Configuration
- Handover Validation

## 03

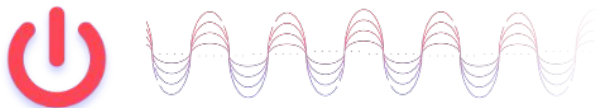
### Service Desk

- Dedicated Account Manager
- Production State Support
- Service Monitoring & Maintenance
- Incident Management
- Issue Resolution
- Upgrade Assistance



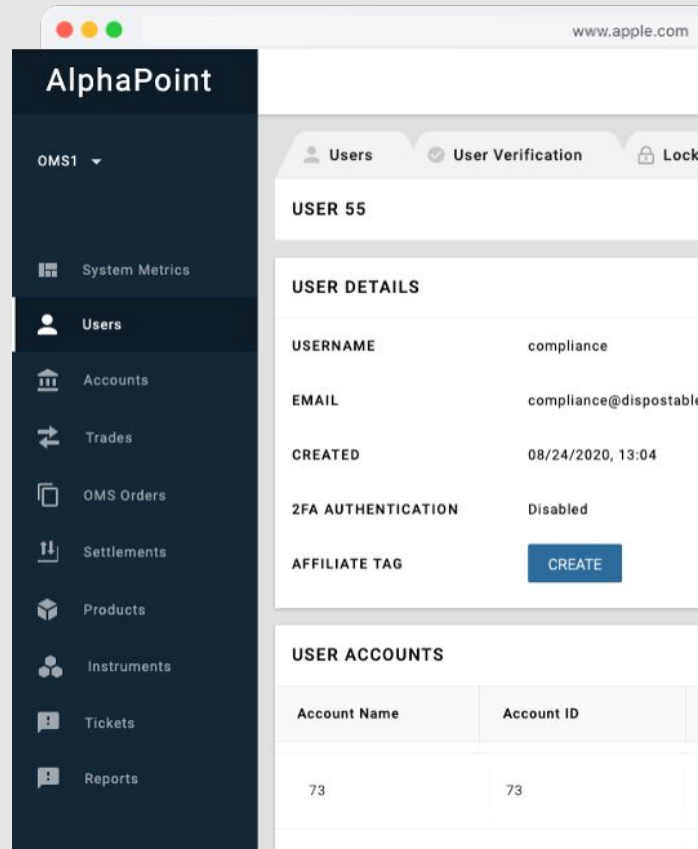
# Admin Panel

Digital Asset Exchange



All key **exchange operator functions** are housed through a single, web-based administrative dashboard.

- AlphaPoint exchange clients are self-sufficient in the creation of users, accounts, products, instruments, fee schedules, verification levels, ticket processing, reports, etc.
- Beautiful UI and workflows enable system administrators and employees to accomplish day-to-day operations in an intuitive and efficient manner
- Robust rights & permissioning down to a granular level ensures only the appropriate actions are taken by designated personnel



# Digital Asset Exchange: P2P Spot Exchange

Our most **proven and popular** product offering

## 01

### Exchange Platform

- Launch at a fraction of the cost in time and resources
- Execute your go-to-market strategy swiftly with minimal effort
- API-driven, scalable, and highly customizable
- UI/UX source code made available

## 02

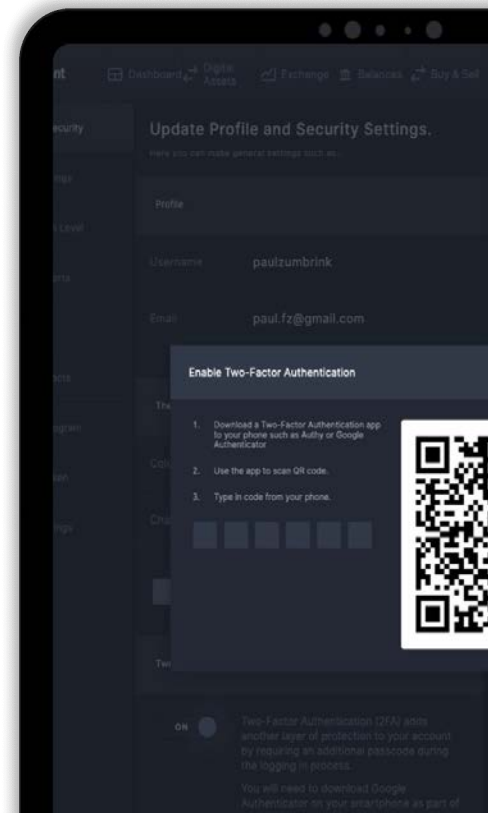
### APEX Features

- Liquidity guaranteed at launch
- Interest-bearing accounts
- Brokerage capabilities
- Layered architecture
- Risk management capabilities including real-time error checking
- WebSocket, REST + FIX APIs

## 03

### APEX Integrations

- Payment Processor
- Banking
- Coin client
- KYC/AML
- Wallets - both native and third-party providers
- 2FA/OAuth
- Liquidity sourced from external exchanges, e.g. Binance
- Market makers



# Digital Asset Exchange: Brokerage Software

Configure APEX to operate as a **licensed broker dealer** in compliance with local regulatory requirements.

## 01

### Operator Liquidity

- Leverage multiple liquidity sources
- Market Maker connections
- Competitive pricing and deep books

## 02

### Execution Management

- Limit order matching to specified internal and market maker accounts
- Compliance with regulatory requirements

## 03

### 2ND Level Orderbook

- Advanced order types available
- Resting orders such as limit, stop limit, trailing stop limit and attributes such as fill or kill (FOK) and immediate or cancel (IOC)



# eOTC Trading Platform

Digital Asset Exchange

Enable your **Institutional and HNWI clients** to execute large block trades.



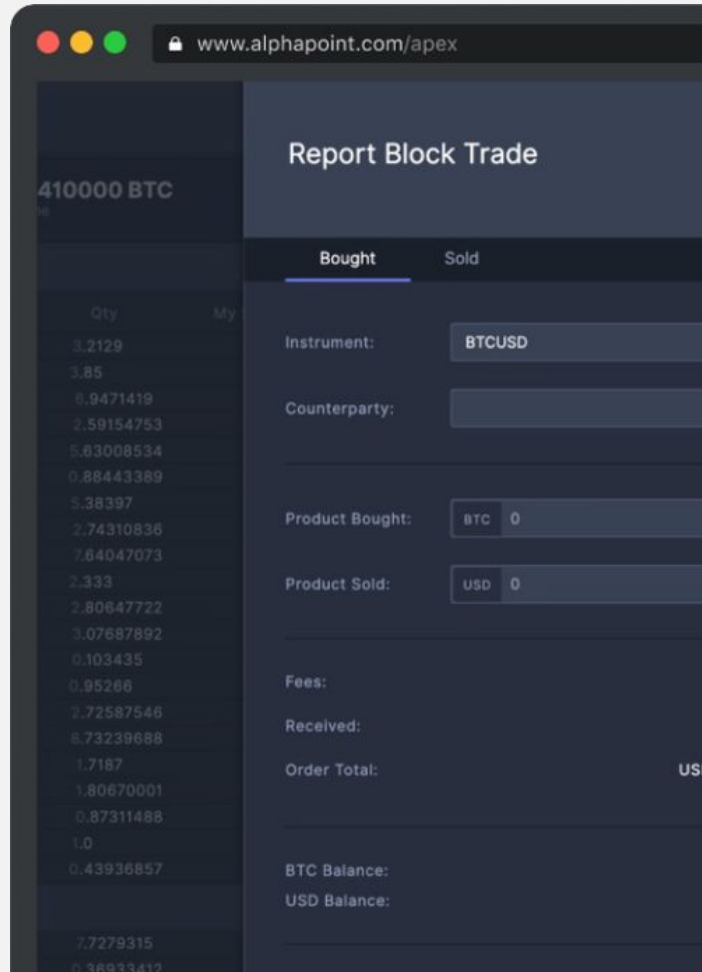
## Institutional Grade

- Trade off-market on hundreds of F2C and C2C instruments
- Offer custom pricing in real-time and process large orders for clients without market slippage
- Enable customers to trade on credit without a need to deposit funds in advance



## Back-Office Simplicity

- Connected front-office trades with back-office trade reporting to ensure regulatory compliance and efficient operations
- Manage settlement with an intuitive interface, and record pre-arranged trades as paired orders with AlphaPoint's trade reporting





# APEX Mobile: White-Label Customizable Mobile App

APEX Mobile App is here to accommodate any digital asset need — from crypto exchanges to digital wallets, our infrastructure is flexible enough for any use case.

## Features

- **Fully customizable branding and UI** — Make our infrastructure uniquely your own with custom branding, colors, logos and UX.
- **Multi-platform support** — Built for both iOS and Android, our product works seamlessly across mobile devices.
- **Scales rapidly** — Our infrastructure can expand quickly to support up to millions of users and a wide variety of devices without slowdown.
- **Built for Security** — Our infrastructure is designed with security in mind including encryption, multi-factor authentication and more.



# AlphaPoint Products

## Liquidity Solutions

# Liquidity Solutions

Available at Launch



Add liquidity to your exchange and **increase the depth of your order book**, while providing **new sources of revenue** for your business.

- Real-time best pricing and execution
- Automated market making
- Reduced market risk
- Multi-currency conversion
- Manage spreads and markups



We've partnered with a **global network** of exchanges and OTC desks in order to provide our clients with access to **deep liquidity**.

- Gain access to new liquidity products
- Enable expanded buying power
- Yield interest-bearing accounts



# AlphaPoint Products

## Wallet Solutions

# Wallet Solutions

Custody Infrastructure



## Hosted Wallets

- Support for hundreds of coins and coin pairings (ERC-20, BEP-20, and more)
- Fluid deposit/ withdrawal of all coins



## Hardware Wallets

- Redundant deposit tracker and alerting
- Fully offline operator-controlled transfer to hot wallet
- Omnibus configuration lowers cost and increases privacy



## Core Coins & Protocols

AlphaPoint supports a **growing number of coins** through a single platform.



## Third-party Integrations

Can be used with or without our **Capital Controls** technology.



Multi-Sig Provider



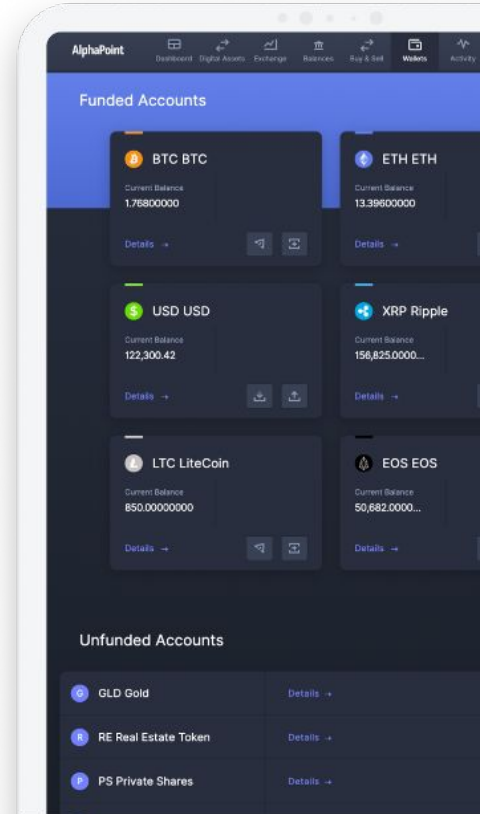
Cold Storage Provider



Cold Storage Provider



Multi-Sig Provider

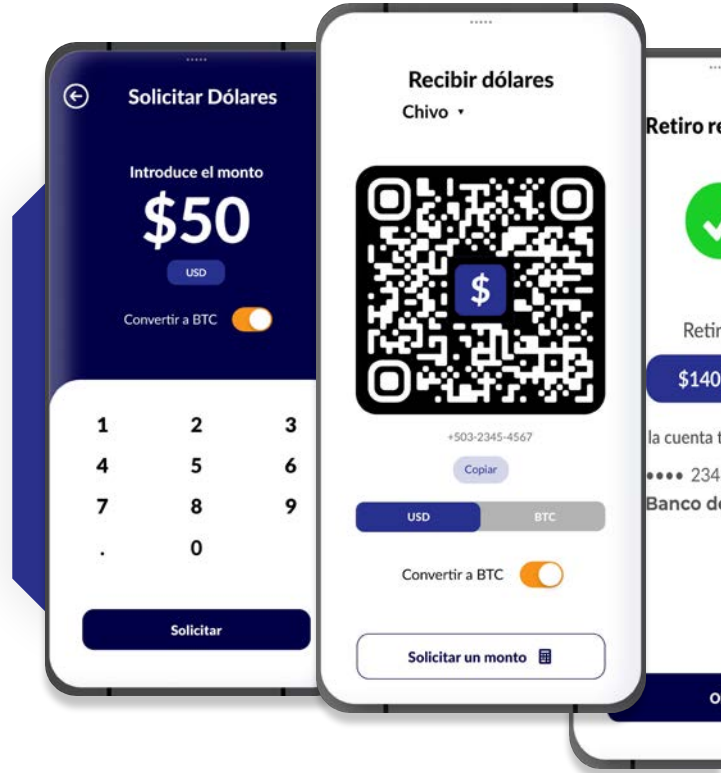


# Chivo Wallet

Mobile Wallet



- AlphaPoint provides the backend services that power El Salvador's Chivo wallet and integrate the nation's Bitcoin ecosystem
- Tested capability of 15,000 internal transfers per second
- 5M current users, with support to onboard up to 2,400 new registered users per minute
- AlphaPoint developed the individual, merchant and point of sale mobile applications leveraging our institutional-grade backend infrastructure

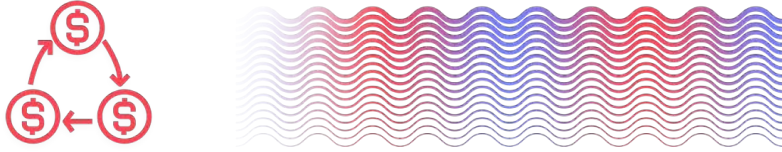


# AlphaPoint Products

## Yield Platform

# Lending & Staking

Yield Platform



Enable customers to offer **interest, lending, and staking** to end users.

- Front end interface marketing feature & opt-in functionality
- Back end management of borrowers/lenders, payouts, audit trail, rates/return
- Manual or automated rates & payouts
- Integration with AlphaPoint Liquidity Solution for automation
- Asset / liability accounts for tracking and reconciliation

The screenshot displays a dark-themed interface with two main sections: 'Balances' and 'Interest Payments'.

**Balances Section:**

Product	Total Balance	Market Price
USD US Dollar <a href="#">Details→</a>	16.79 USD	16.79 USD
EUR Euro Dollar <a href="#">Details→</a>	0.00 EUR	0.00 USD
CAD Canadian Dollar <a href="#">Details→</a>	0.00 CAD	0.00 USD
BTC Bitcoin <a href="#">Details→</a>	0.00000000 BTC	0.00 USD
ETH Ethereum <a href="#">Details→</a>	0.00000000 ETH	0.00 USD
<b>Total Value:</b>	<b>16.79 USD</b>	

**Interest Payments Section:**

Product: All | Date range: MM/DD/YYYY to MM/DD/YYYY

Product	Date
Earned USD	8/16:16
Earned USD	8/15:15

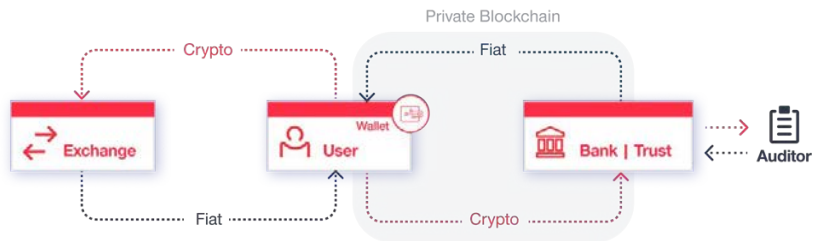


# AlphaPoint Products

## RWA Solution

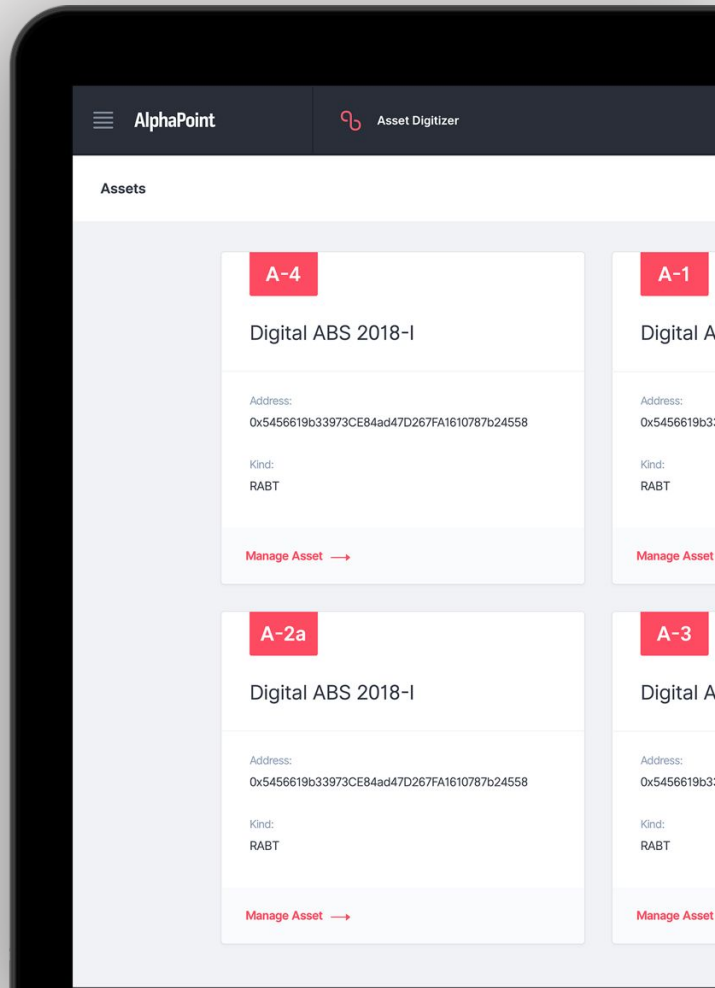
# Tokenize Assets

RWA Solution



Blockchain-based asset technology, giving you the ability to **create tokens for virtually any asset class**, including currencies, securities and RWA.

- Unlock the value of illiquid assets
- Tokenize commodities, real estate, and private company shares
- Create new opportunities to raise capital and trade investments
- Works best with multiple issuances and in tandem with APEX Digital Asset Exchange solution



# AlphaPoint Labs Consulting

## CONSULTING

Expert **advisory, development, and implementation** for digital asset integration.



## Advisory and Implementation

Consulting Services	Chart a strategy for your org
Digital Asset Strategy	Tailored to your goals & needs
Blockchain Integration	Unlock new revenue streams
Asset Digitization	Tokenization of RWA
Business Operations	Security, customer service & AI
Exchange Integration	Spot, brokerage, OTC / P2P
Decentralized Protocols	Future proof your techstack
Policy & Regulation	Frameworks supporting crypto



## Development

Product Management & Business Analytics  
DevOps & TechOps  
Project & Delivery Management  
Web & Mobile Consulting  
Financial Software Development  
Financial Systems Maintenance & Support  
Trade Surveillance and Monitoring Systems  
QA & Test Automation

# AlphaPoint Case Studies

## Challenge

Bitazza wanted to quickly and securely offer cryptocurrency and digital asset tokens to its brokerage customers

## Solution

With AlphaPoint, Bitazza gained a competitive advantage by offering customer access to new liquidity pools and an international market



Advanced risk control optimized for institutional, professional and consumer facing trading



Access to deep liquidity pool with leading exchanges around the world



Concentrate on company's new initiatives – launch of BTZ



## Key Takeaways

- Easy and speedy deposit, withdrawal, and conversions between local fiat – crypto – fiat online and mobile app
- Solving for liquidity in an industry with fragmented liquidity and lack of credit facilities
- Brokerage solution can pull liquidity to the exchange for a trade and allow people to buy and sell internationally

## Challenge

NDAX wanted to be an innovator in the Canadian Cryptocurrency Industry

## Solution

NDAX chose AlphaPoint to launch its full service digital asset trading platform and quickly became one of the country's top exchanges



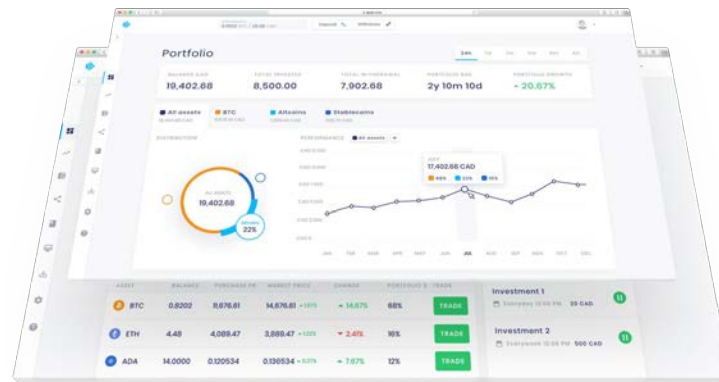
World class crypto trading platform experience



Secure digital asset storage, multiple funding methods, and same-day settlements



Security adherence to Canada's highest security standards



## Key Takeaways

- Offers largest basket of CAD to crypto pairs available to Canadian users
- Only Canadian exchange to offer DOGE/CAD, prompting exponential growth in 2021
- Utilizes AlphaPoint's APEX and Remarketer products to offer users stable CAD crypto liquidity
- Free deposits from Canadian bank accounts and ~0.2% trading fees for BTC, ETH and most coin offerings

## Challenge

Banexcoin engaged AlphaPoint to build blockchain, open finance, and decentralized finance marketplace in the undeveloped region of Peru

## Solution

AlphaPoint recognized the unfulfilled need in Latin America for a cryptocurrency marketplace and provided an operating framework for Banexcoin platform



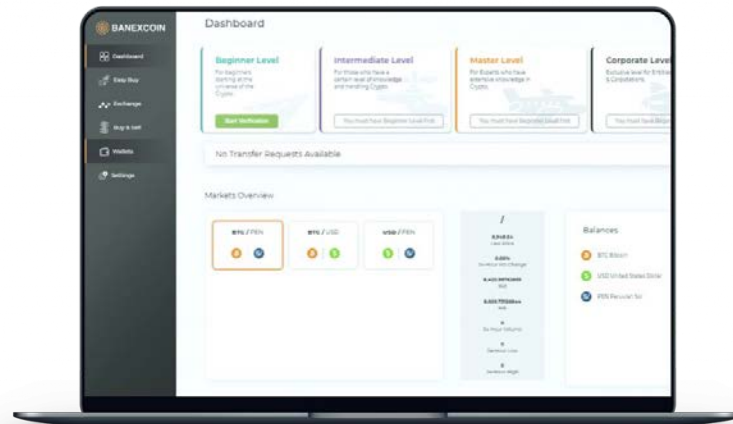
Secure & transparent transactions



Transfer easily and safely



Intuitive exchange interface with access to 24/7 technical support



## Key Takeaways

- Banexcoin is powered by AlphaPoint's white-label exchange software
- Offers an operating framework that safeguards client information
- Allows for a fully customizable front end, which Banexcoin designed to coincide with their brand identity



## Challenge

Bitvo engaged AlphaPoint to start a cryptocurrency exchange with a focus on regulatory compliance, operational transparency, and internal accountability

## Solution

AlphaPoint allowed Bitvo to focus on their day to day operations and differentiate themselves by making transacting in cryptocurrencies easier than anyone else



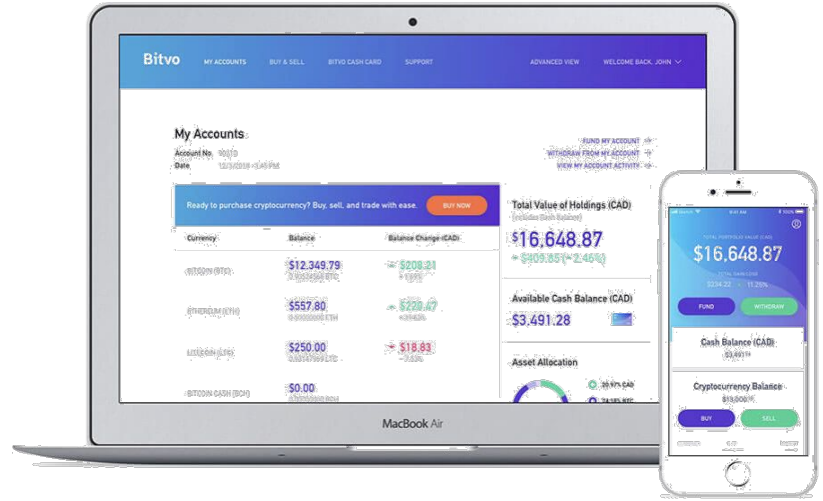
Move money between accounts seamlessly with quick & easy funding and withdrawals



Provide superior client support in any way client wants to communicate



Utilizes a proprietary cold storage solution in order to keep cryptocurrencies safe and secure



## Key Takeaways

- Bitvo is powered by AlphaPoint's white-label exchange software
- Provides clients with the convenience of instant account registration and same day processing
- Access to live client support 24 hours a day, seven days a week

## Challenge

Elevated Returns engaged AlphaPoint to assist in the creation of a secondary market to trade tokenized real estate and other assets

## Solution

AlphaPoint allowed Elevated Returns to uniquely position themselves in Thailand where they successfully secured a primary ICO portal license, a digital asset management license, and a secondary market license



Trade digital assets in a regulatory compliant fashion



Successfully structure, implement, and execute the tokenization of a trophy asset



Focus on identifying and acquiring assets with the potential for tokenization



## Key Takeaways

- Unlock additional liquidity from the \$217 trillion global real estate sector through fractionalized ownership
- Establish a replicable roadmap for tokenizing real estate in other national jurisdictions
- Result in elevated returns using three-pronged infrastructure in Thailand and stress-tested through high volume use

## Challenge

Coinext engaged AlphaPoint to enter the new financial world in Brazil with a focus on offering superior technology, excellent platform capabilities and exceptional service experience

## Solution

AlphaPoint allowed Coinext to scale quickly from handling the 8th-9th largest portion of Brazilian market share, to consistently ranking 2nd or 3rd nationally



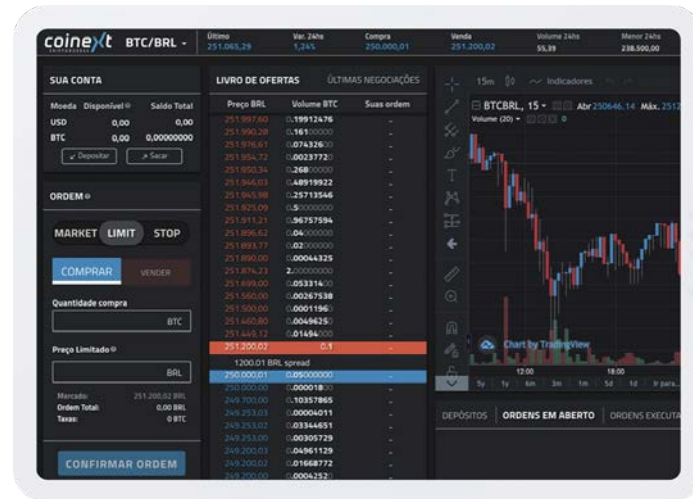
Buy Bitcoin fractions or any cryptocurrency starting small and sell whenever clients want



Protect wallet and assets in custody with the most advanced cybersecurity practices



Ask questions and count on platform's service to help client invest with maximum confidence



## Key Takeaways

- Coinext is powered by AlphaPoint's white label exchange software
- AlphaPoint's technology helped source liquidity worldwide
- Resulted in being identified as the '2018 Exchange With Most New Market Share' in a prominent market analysis report

## Challenge

CME Group engaged AlphaPoint to transform the global perspective on buying, holding, and trading spot gold in a faster, cost-effective manner

## Solution

AlphaPoint allowed CME Group to launch a digital asset trading platform operating year-round and offering ownership of the underlying gold with the option of conversion to physical gold



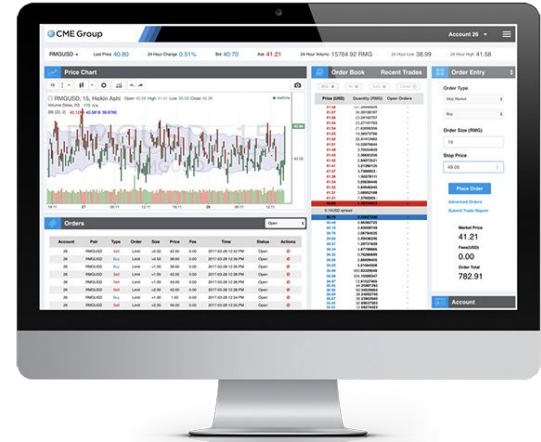
Combine best-in-class mint, futures trading platform, and technology



Offer price discovery and liquidity



Shift from over-the-counter contracts to innovative trading platform



## Key Takeaways

- AlphaPoint tailored their RMG digital asset trading platform to meet the needs of the partnership with TRM and CME Group
- Resulted in The Royal Mint issuing RMG as a digital record of ownership for gold stored on-site
- Initial amount of RMG at launch pegged at up to \$1 billion worth of gold

**AlphaPoint**

Thank you.

Please contact [sales@alphapoint.com](mailto:sales@alphapoint.com) for more information about our organization.