



Update on ***Blockchain Business Segment***

Staking, Blockchain Solutions & Financial Services

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OVERVIEW

Building A Blockchain Powerhouse - Block-by-Block

Background






- Formerly known as DLF Holdings until QRC Pte Ltd bought a 64% stake in Nov 2019 and the company name change was approved in June 2020.
- For FY2020, more than 90% of the revenue came from Blockchain and its related businesses.
- 3 Core Business Pillars for the Blockchain business segment.
- Rudy Lim, ex-Head of Fintech at DBS Bank, came onboard as the new CEO of OIO Singapore Pte Ltd, the blockchain business subsidiary, in January 2021.

“OIO Group is a growth-stage company which is aiming to achieve a steep growth of its sales by acquiring/developing new businesses leveraging the expansion of blockchain industry.”

- *Rudy Lim, Chief Executive Officer of OIO Singapore Pte Ltd*

Business Model: Tapping into Increased Sophistication of Blockchain Demand

	Business	Overview	Mission	Impact for OIO
	Staking Business	<ul style="list-style-type: none"> B2C staking platform business through digital wallets with good security features and UI B2B staking software sales business 	<ul style="list-style-type: none"> To provide access to crypto-asset investment opportunities such as staking through a single platform for investors whose crypto-asset knowledge is mid-level 	<ul style="list-style-type: none"> Core Business Pillar 1 Commission based and recurring revenue for the Group
	Consulting Business	<ul style="list-style-type: none"> Strategy and technology consulting services mainly targeting blockchain finance projects (including software development services) Incubation/Acceleration consulting 	<ul style="list-style-type: none"> To contribute to the expansion of blockchain industry itself by promoting adoption of blockchain technology in various industries 	<ul style="list-style-type: none"> Core Business Pillar 2 Growth of orders will result in an improved gross margin
	Financial Services Business	<ul style="list-style-type: none"> New business to satisfy unmet information needs in relation to crypto-asset investment for traditional investors and high-net-worth individuals (still in planning phase) 	<ul style="list-style-type: none"> To provide traditional investors crypto-asset information that is accurate and neutral so that they can make informed investment decisions 	<ul style="list-style-type: none"> Core Business Pillar 3 Projected to be one of the core businesses as that market space has sizable potentials

Experienced Management Team in Blockchain Operations



Yusaku Mishima
Executive Director of OIO Holdings Ltd

- Leading the entire blockchain business segment for OIO group.
- Experienced CEO position across multiple blockchain companies including QRC JP Co. Ltd. and Infinity Blockchain Labs Co., Ltd.
- Joined OIO in Dec 2019.



Rudy Lim
CEO of OIO Singapore Pte Ltd

- Head of Fintech at DBS Bank from 2017 to 2019.
- Leading the Consulting and Financial Services businesses in OIO.
- Joined OIO in Jan 2021.



Hiro Enomoto
Blockchain Business Advisor

- Appointed as OIO's blockchain business advisor since December 2019.
- Founder of QRC Pte Ltd and Infinity Blockchain Group.
- Official adviser of EMURGO, a commercialisation and venture arm of Cardano.*



Sam Wong
Solutions Architect of OIO Singapore Pte Ltd

- Joined OIO in May 2021 after working at various technology roles including PLMP FINTECH PTE LTD – CTO.
- Leading solution designs and development of blockchain products for the blockchain business segment.
- Bachelor of Business (Law) from Monash University and Diploma of Business from Monash College.



Taku Edatsune
Head of Finance and Administration of OIO Holdings Ltd

- Joined OIO in March 2020 after working at PwC Japan, Deloitte LLP (UK) and MIMS Pte Ltd.
- Leading finance strategy, accounting, legal and other corporate matters of the Group.
- Master of Business Administration from London Business School and a Bachelor in Liberal Arts from the University of Tokyo.

* 5th largest market cap cryptocurrency as of 17 June, 2021 - <https://coinmarketcap.com>



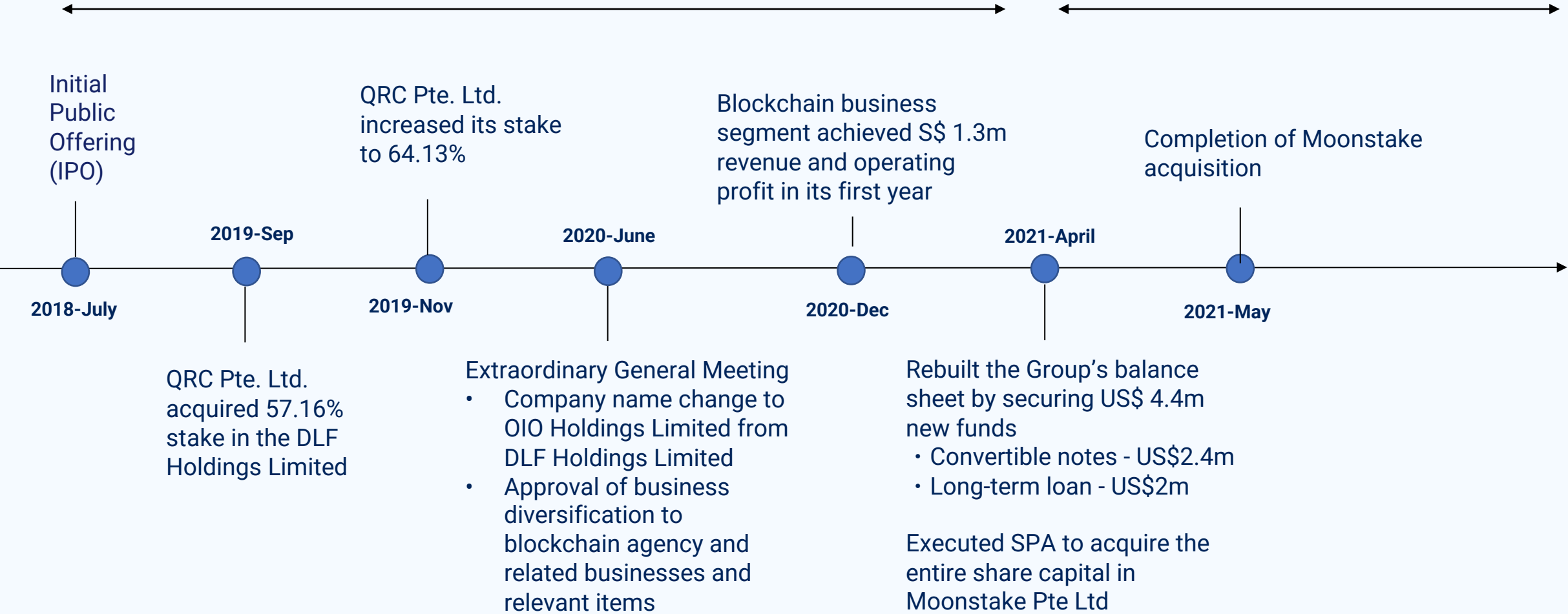
BUSINESS TRANSFORMATION

Blockchain Business Segment

Milestones: Transforming to a Blockchain Company

Phase 1 – transitioning to a blockchain company and rebuilding the group

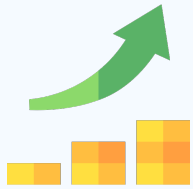
Phase 2 – sales/enterprise value growth



Management's Goals

FY2021

FY2022 onwards



Steep growth of revenue



Develop and acquire blockchain businesses



Continue topline growth



Achieve profitability

Staking Business (Pillar 1) will play a key role as one of the core businesses in the transformation of the OIO Group.

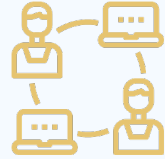
Consulting Business (Pillar 2) and Financial Services Business (Pillar 3) will also be oriented towards building recurring revenue.



STAKING BUSINESS

Blockchain Business Segment – Core Business Pillar 1

Staking Business



What is Staking?

Proof of Stake (PoS) is an alternative to Proof of Work (PoW), which validates new transactions in the blockchain according to the computing power of the computer, to address issues such as power consumption, computational power costs and lack of fairness.



Environmentally Friendly Technology

Proof of Stake technology is energy-efficient and much more environmentally friendly than Proof of Work cryptos.

PoS is also expected to improve issues such as **power consumption and computational power costs** in blockchain technology.

Participants in staking can get a certain reward (staking reward) from the PoS blockchain in return for verifying new transactions by locking their cryptocurrency for a certain period of time.

Business Model

Business model where the increase of staking assets directly leads to the increase of revenue for OIO



Exceeds **US\$1 billion** as of 31 May, 2021

Expected to be 0.3-0.5% of the staking asset

OIO acquired 100% of Moonstake on 31 May 2021 for a total consideration of S\$7.2 million - satisfied by the issuance of 40,348,314 new ordinary shares, at S\$0.178 per share.

KPI based on Business Model



Staking assets increase



Users increase



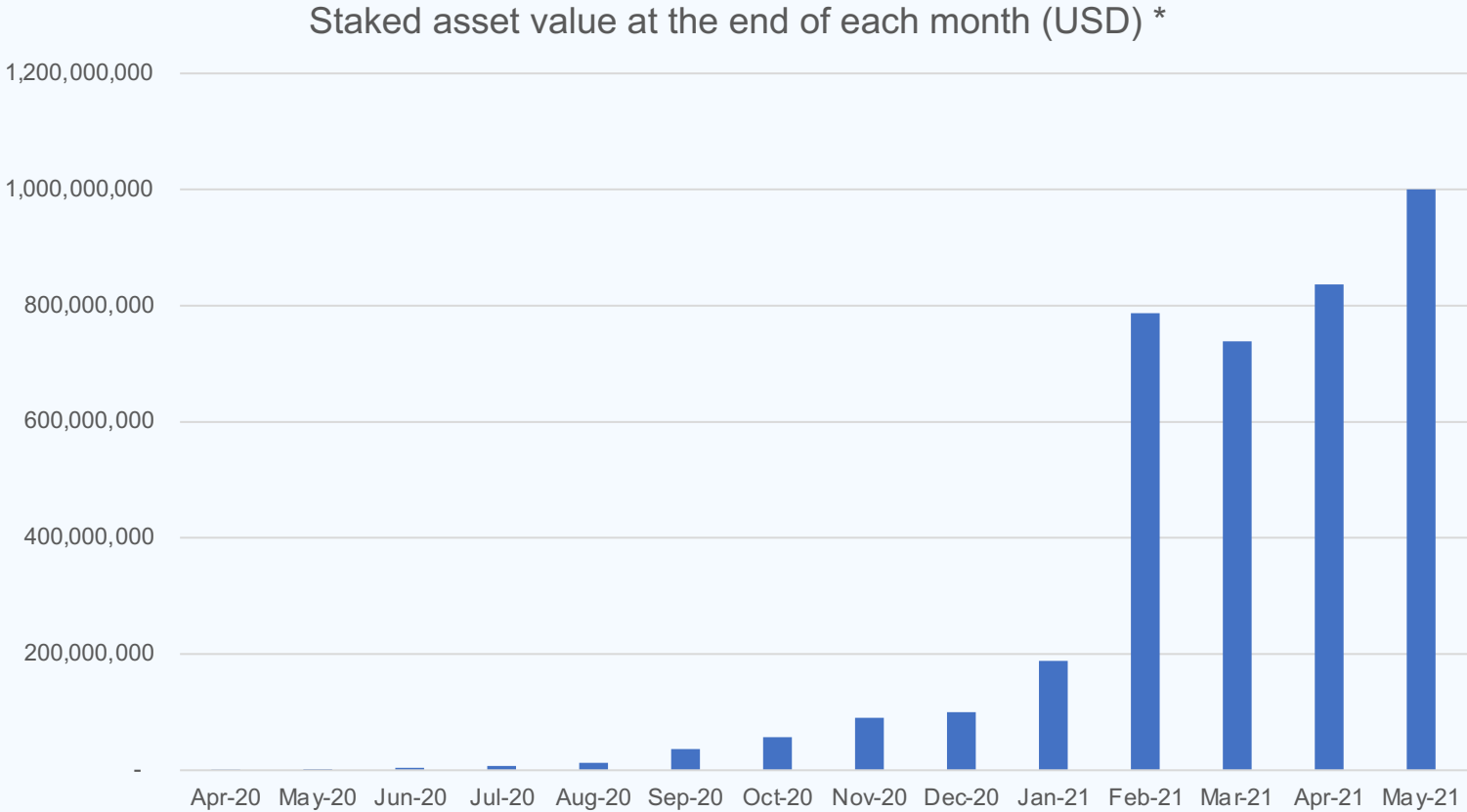
Staking commission ratio –
Stock revenue



Additional services' unit price per user –
Transaction revenue

Staking Business is anticipated to bring revenue of a recurring nature and to be a high revenue growth segment of our core businesses.

Growth Track Record



* Value of crypto assets staked through the Moonstake staking pool at the end of each month

Growth Potential



- The total value locked in staking is US\$147 billion as of 17 June, 2021 (<https://www.stakingrewards.com>) – Moonstake’s market share is still less than 1%, plenty of room for growth left
- Market share is increasing in existing markets with huge crypto market – Japan, Korea, etc.
- Potential for market expansion – to South East Asia, then to US/Europe
- In the progress of adding more coins to approach more users
- Multiple services provided through a single platform
- “Stock” revenue – increase the number of coins being offered for staking
- “Transaction” revenue – Partner with third party services to offer “transaction” based services – crypto purchases, crypto-to-crypto exchanges, etc.
- Value-added services through Moonstake’s internal R&D

Growth of revenue from Moonstake platform

Strengths

Rapidly expanding user base

Staked assets exceed US\$ 1 billion (as of 31 May 2021) and is expanding rapidly

Strong management team



Becoming the biggest staking platform in Asia

Upcoming features

“Transactional” services to be added to “stock” services in staking, as well as additional features through R&D

Unique selling points

Moonstake has its own web and mobile wallets with staking functions – easy to add/integrate more functions and improve UI/UX for users, i.e. users with mid-level crypto experience

Management



Mitsuru Tezuka
Founder

- Founded Moonstake in February 2020.
- Established CTIA in Swiss and Japan in 2017 and engaged in acceleration/consulting for many Fintech companies.
- Worked on bridging overseas projects, expanding acceptance and community recognition of blockchain technology.



Lawrence Lim
CEO

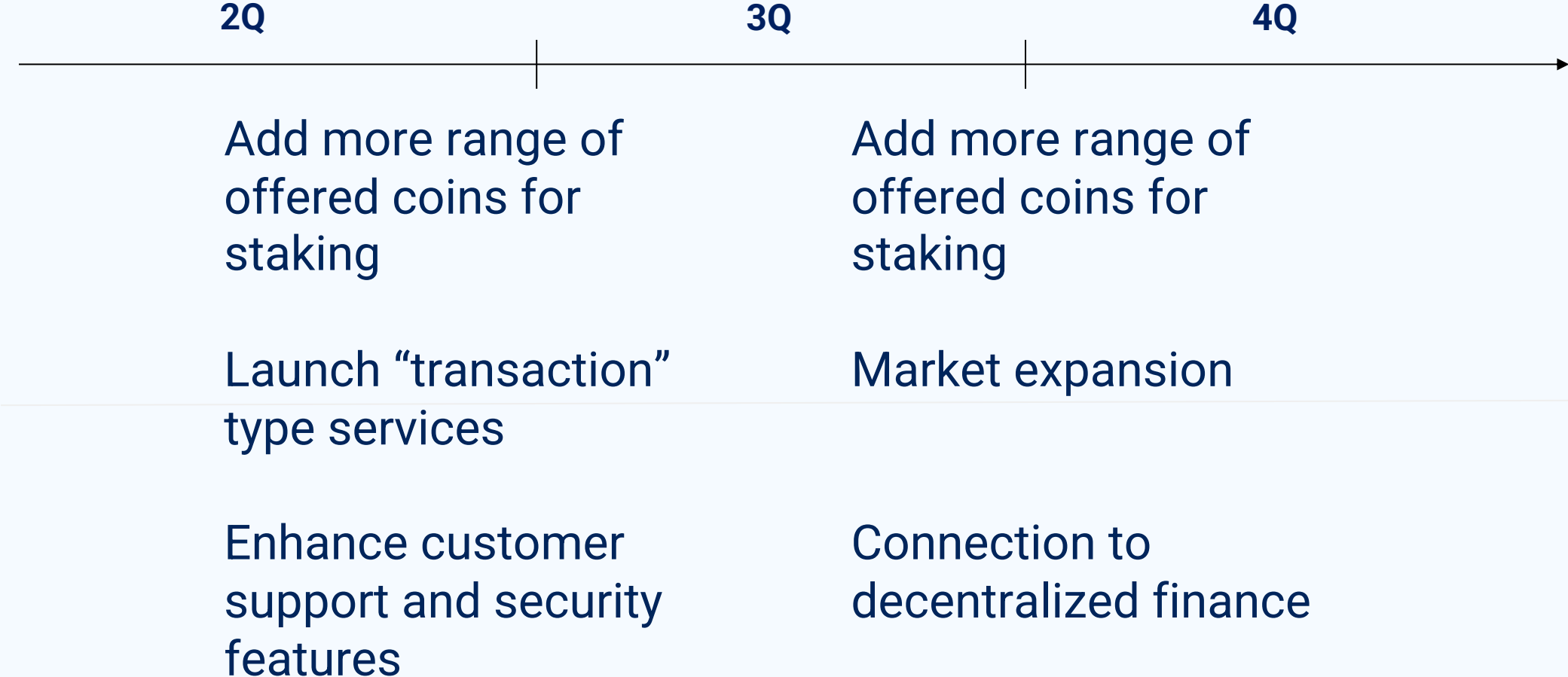
- Joined Moonstake in 2020 in leading business strategy formulation and execution.
- Previous experiences include working as Product Manager at Standard Chartered Bank, as Operations Head at Huobi Global, as founder and COO at Zipmex.
- Led new customer acquisitions, marketing and new market entrances at Huobi Global, one of the world biggest crypto exchanges.



Chia Hock Lai
Chief Strategy Officer

- Joined Moonstake in 2020 after working at GovTech Singapore Assistant Director, NTUC Income Co-operative Limited Digital Office Head, etc.
- Senior member at academic and governmental bodies such as Singapore FinTech Association Founding President, Blockchain Association Singapore Co-Chairman, etc.

Roadmap of 2021





CONSULTING BUSINESS

Blockchain Business Segment – Core Business Pillar 2

Business Model

Acquire big and profitable projects by leveraging **hiring capabilities of high-level talents as a listed company** and delivery **capabilities to lead the entire project from upstream consulting to downstream software development works**



Customers



- Companies with blockchain technology as its core such as crypto-exchanges
- Companies in traditional industries such as finance, real estate, etc. which are trying to apply blockchain technology to their businesses

Lead difficult blockchain technology adoption projects from upstream consulting to downstream software development works

- High-level talents lead consulting projects (hiring capability as a listed company)
- Consulting frameworks and know-how of Rudy Lim who was ex-head of Fintech at DBS Bank
- Established blockchain technology and products/services which OIO's partner Infinity Blockchain Group built up over more than 5 years since its incorporation

Strengths

OIO will leverage on Infinity Blockchain Group’s extensive network of over 40 blockchain specialist engineers and its experience in leading the development of various blockchain technologies since 2015.

Development track record



Mobile blockchain wallet to conveniently store and manage wealth.



User-friendly enterprise crypto-wallet.



Industry-leading transaction speed blockchain protocol.



All-in-one development platform for seamless integration of blockchain into businesses and applications easily and efficiently.



Multi-certified random number generator utilizing blockchain technology.



Supply-chain traceability solutions developed from blockchain, big data, AI and cloud computing.



World’s first regulative KYC passport.

Business partners *



Community driven open source blockchain.



EOS is industry-leading transaction speed blockchain protocol.



A technology company developing peer-to-peer blockchain innovations.



An internationally renowned institution of higher learning in research, innovation, etc.



Uzbekistan Exchange Project: Contributed as a legal and educational collaborator with Uzbek government in planning to introduce blockchain.



High-performance public blockchain with distributed collaboration platform.



World’s largest cryptocurrency exchange.



An international applied research university producing globally high-tech personnel.

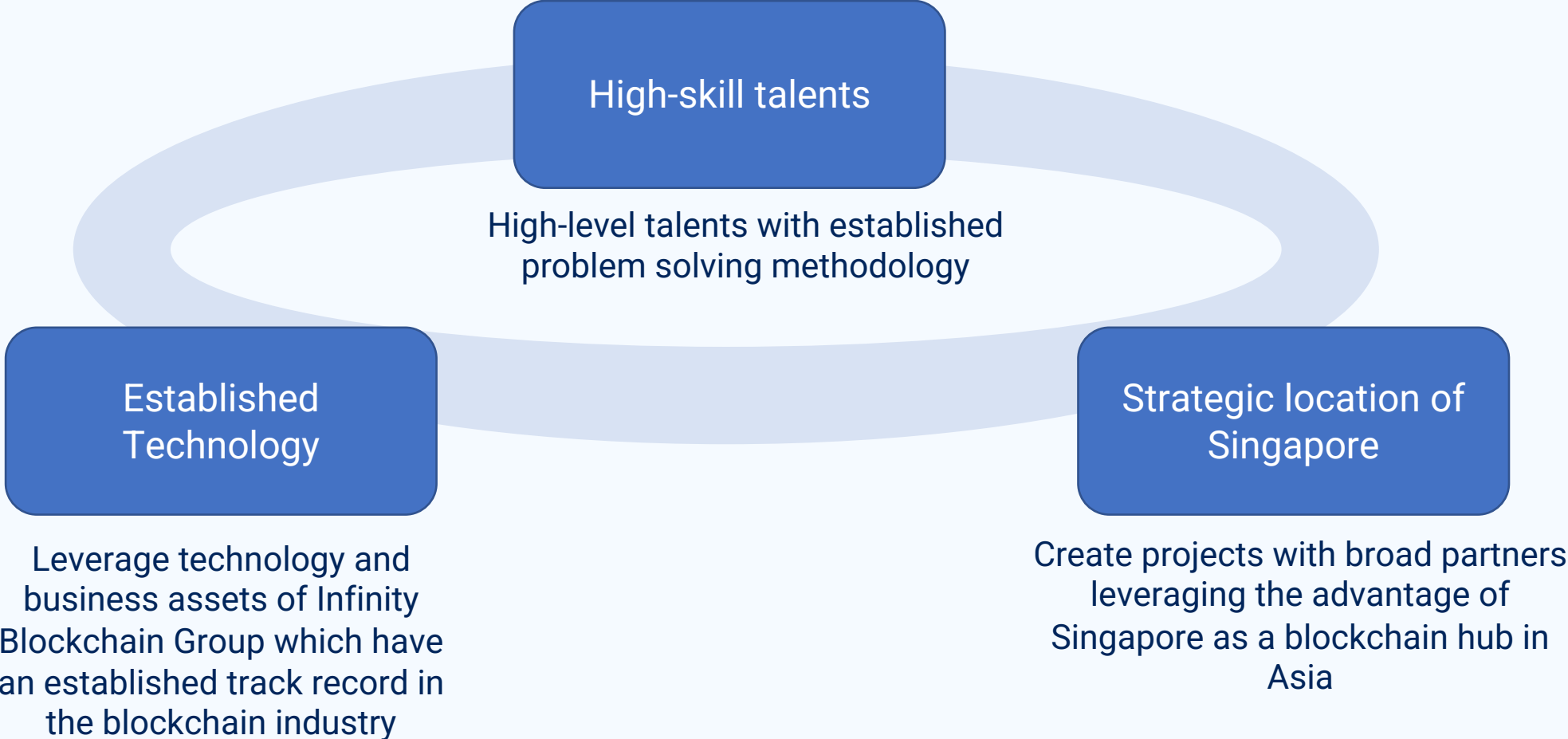


Vietnam Ministry of Justice: Partnership established sine 2018 with broad collaboration in blockchain legal framework as technological partner.

* Include varying degrees of partners, including technology partners, strategic partners and general partners

Strengths

OIO can lead difficult and complex consulting projects by leveraging its human resources and capabilities to deliver projects from upstream consulting to downstream development



KPI based on Business Model



Number of projects and value of consulting projects

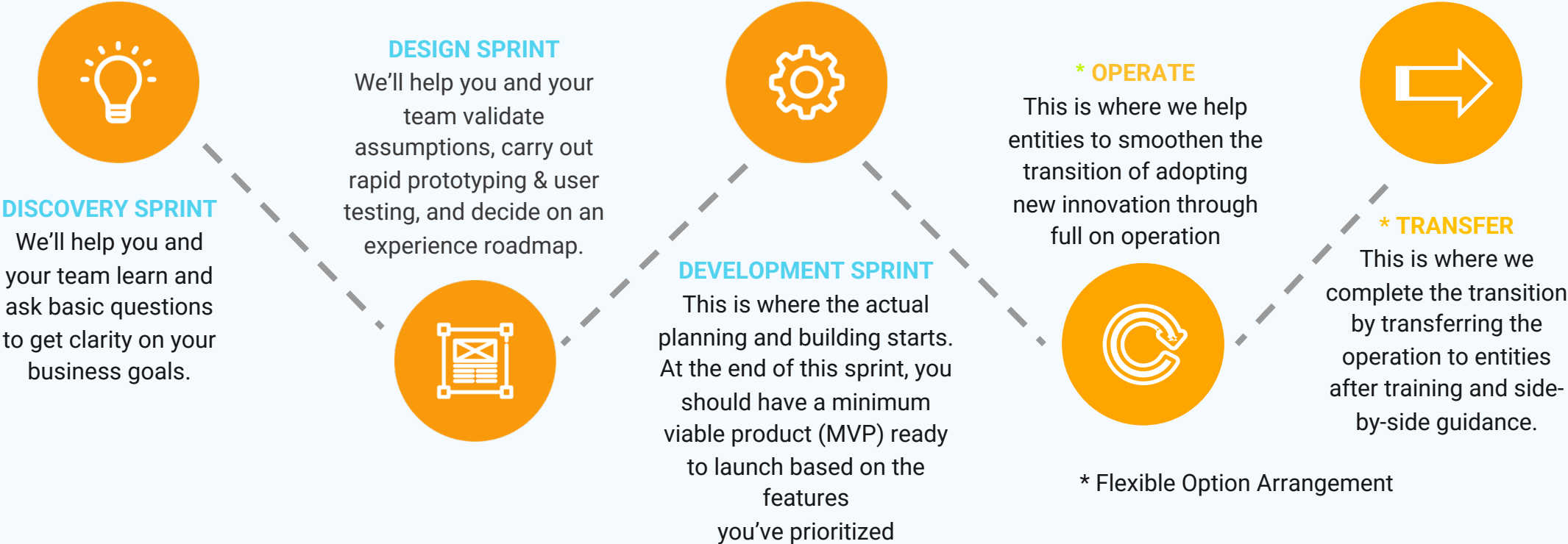


Average gross margin of consulting projects

OIO Consulting Approach

We engage in 2-3 weekly sprints consisting of timeboxed” design thinking processes.

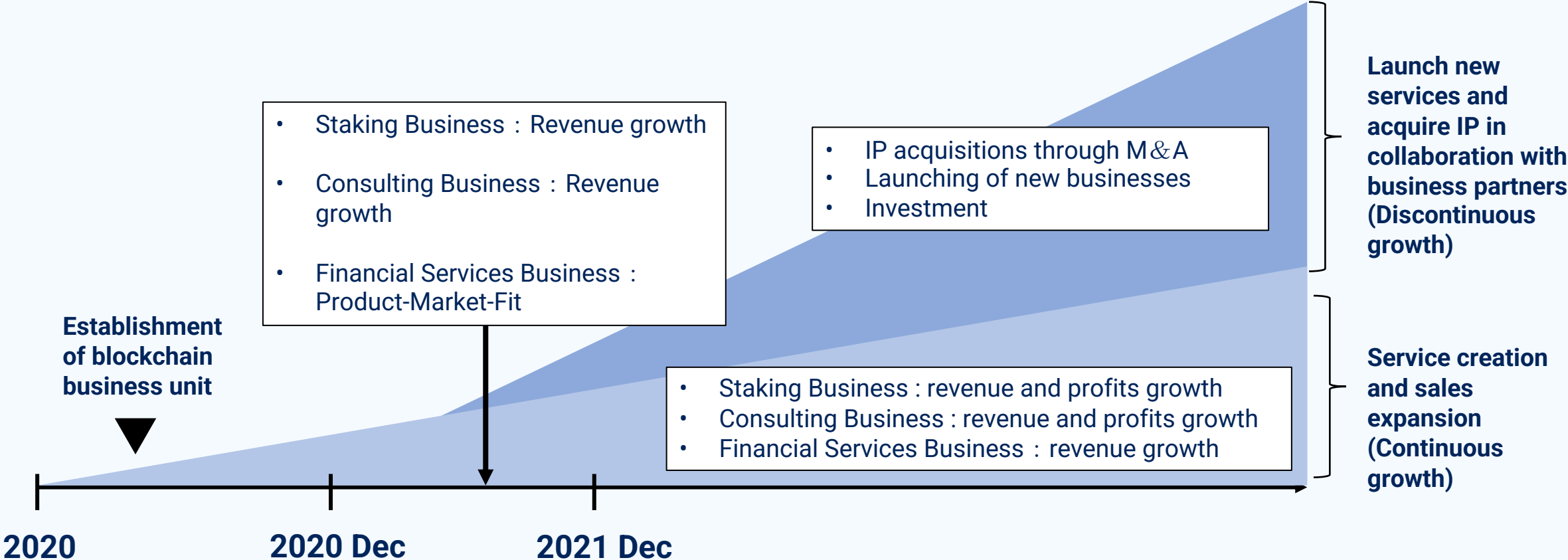
This trains agility when responding to unpredictability, through incremental, iterative work cadences and empirical feedback; while also reducing the risks when bringing a new idea to the market.





UPCOMING MILESTONES

Mid-term Roadmap



Business creation

- Building a business structure
- Domain identification
- Service creation
- Partnership building

Business deepening

- Definition of business segments
- Formulation of KPIs for each business
- Establish service quality

Business scaling

- Establishing winning patterns for each business
- Disclosure and continuous monitoring of KPIs for each business segment



THANK YOU