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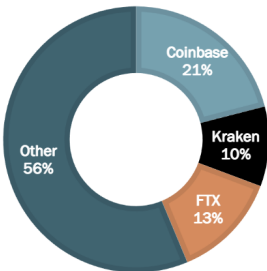
**Issue overview**

Estimated Offer Size	US\$1.0bn
Pre-Money Valuation	US\$17bn

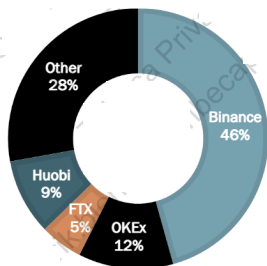
**Forecasts Year End Dec (US\$bn)**

	2021	2022	2023	2024
Revenue	1.07	2.42	4.58	7.56
EV/Revenue	15.9x	7.0x	3.7x	2.2x
EBITDA	0.46	1.27	2.79	5.00
EV/EBITDA	36.7x	13.4x	6.1x	3.4x

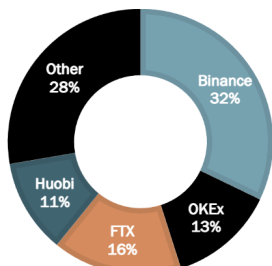
**Market Shares: Crypto**



**Derivates exchanges volume**



**Derivates open interests**



SOURCE: FTX

**Investment Overview**

- **Exposure to Crypto via world's fastest growing derivatives platform:** The FTX crypto derivatives platform provides exposure to the growth in crypto trading volumes via developing an institutional grade cryptocurrency derivatives exchange that offers a diverse range of products.
- **Market share 13% crypto. Derivatives 5% volume, 16% open interests:** Rapid gain in market share within 18 months of launch, target 25% , via high velocity of new product launches and superior execution of strategy.
- **Highly profitable, capital light:** Strong growth in trading volumes is forecast to increase EBITDA from US\$0.5bn in 2021 to US\$5.0bn in 2024.
- **Stablecoins to reduce Crypto volatility, enhance transaction speeds:** Crypto uptake enhanced by the implantation of stablecoins linked to major currencies, providing for near instant settlement for any asset class.
- **Pillars in place for fintech success:** The FTX business model falls in the strategic category of being based at the intersection of substantial crypto trading volumes, where it takes a fee of ~2bp for the value provided. Online platforms effective have no capacity ceiling in generating incremental revenues, where increased earnings can be driven by:
  - Strong market shares
  - Market growth
  - Product innovation / customer experience
  - Geographic expansions
- **Uses of funds:** M&A opportunities with the business growth faster than the ability to develop and implement new technologies. FTX also plans to develop new products plus strengthen its legal and client infrastructure.
- **Intention to pursue IPO:** Potential listing within next 6-12 months.
- **Corporate appeal:** Stock and derivatives exchanges lacking a crypto exchange strategy may be forced to make a major acquisition.
- **Valuation at a discount to recent crypto transaction:** Median crypto transactions at ~20x Revenue (FTX 15.9x 2021).
- **Investment structure:** Limited Partnership (LP) registered in Delaware, registered under the partnership name of Tekne Private Ventures XIII, LP. The partnership will be used to hold investments in FTX Trading Ltd. Further information on structure to be provided by the Partnership.
- **Fees:** 1.0% p.a. management fee payable to Tekne Capital Management LLC, plus 20% performance fee on exit (no hurdle). Tribeca Private will receive a 1.0% exit fee on funds it raised.
- **Risks:** An assessment that cryptocurrencies have established as an asset class, and will continue to grow with greater global adoption, despite the uncertainty of the legal status of cryptocurrencies in many jurisdictions. Other risks include regulatory risks, ability to provide a liquidity event (i.e. IPO), key management, continued market share growth, quality of platform versus competitors.

**Important Disclaimer**

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