

# VOYAGER

The Fastest-Growing Digital Asset Broker  
增长最快的数字资产经纪商

April 2021  
2021年4月

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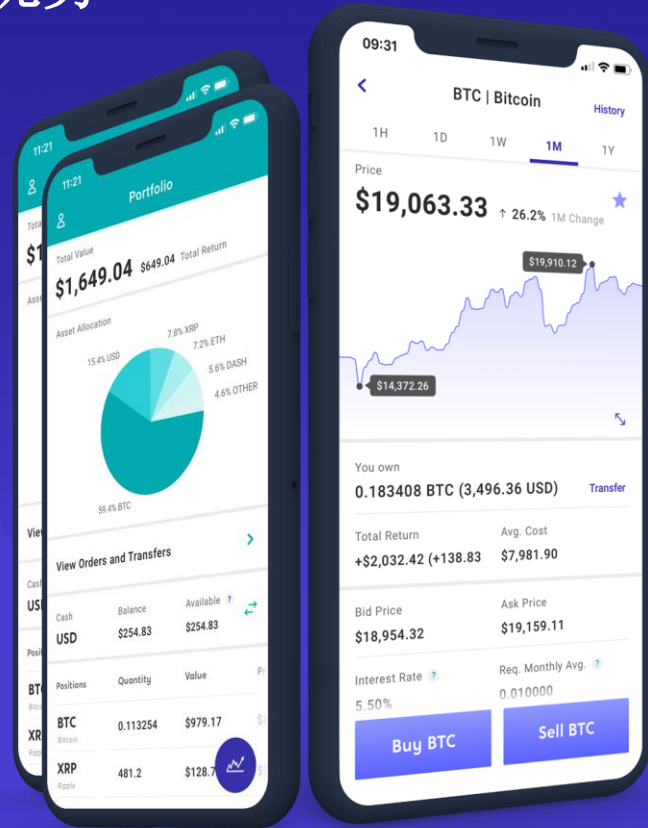
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# The Voyager Difference / Voyager的优势

- 1 **Easy to use Mobile and Desktop**  
易于使用的移动应用和台式电脑应用
- 2 **Earn interest up to 10% APR** 利息年化利率最高10%
- 3 **50+ crypto assets & stablecoins / 50多种加密资产和稳定币**
- 4 **Interest on over 20 coins / 20多种加密货币的利息**
- 5 **Faster execution & deeper liquidity**  
执行更快，流动性更好
- 6 **Community 社区**



# Investment Highlights 投资亮点

1

## **Massive Market Opportunity** 巨大的市场机会

Opportunities across crypto, banking, brokerage, and general consumer services  
数字货币、银行、经纪和一般消费者服务的机会

2

## **Attractive Business Model** 诱人的商业模式

Multiple revenue streams, Powerful Unit Economics 多个营收流，强大的单位经济效益

3

## **Scalable Infrastructure** 可扩展的基础设施

Unique and scalable business model propelling full funnel technology and operations infrastructure 独特的、可扩展的商业模式，推动全漏斗技术和运营基础设施的发展。

4

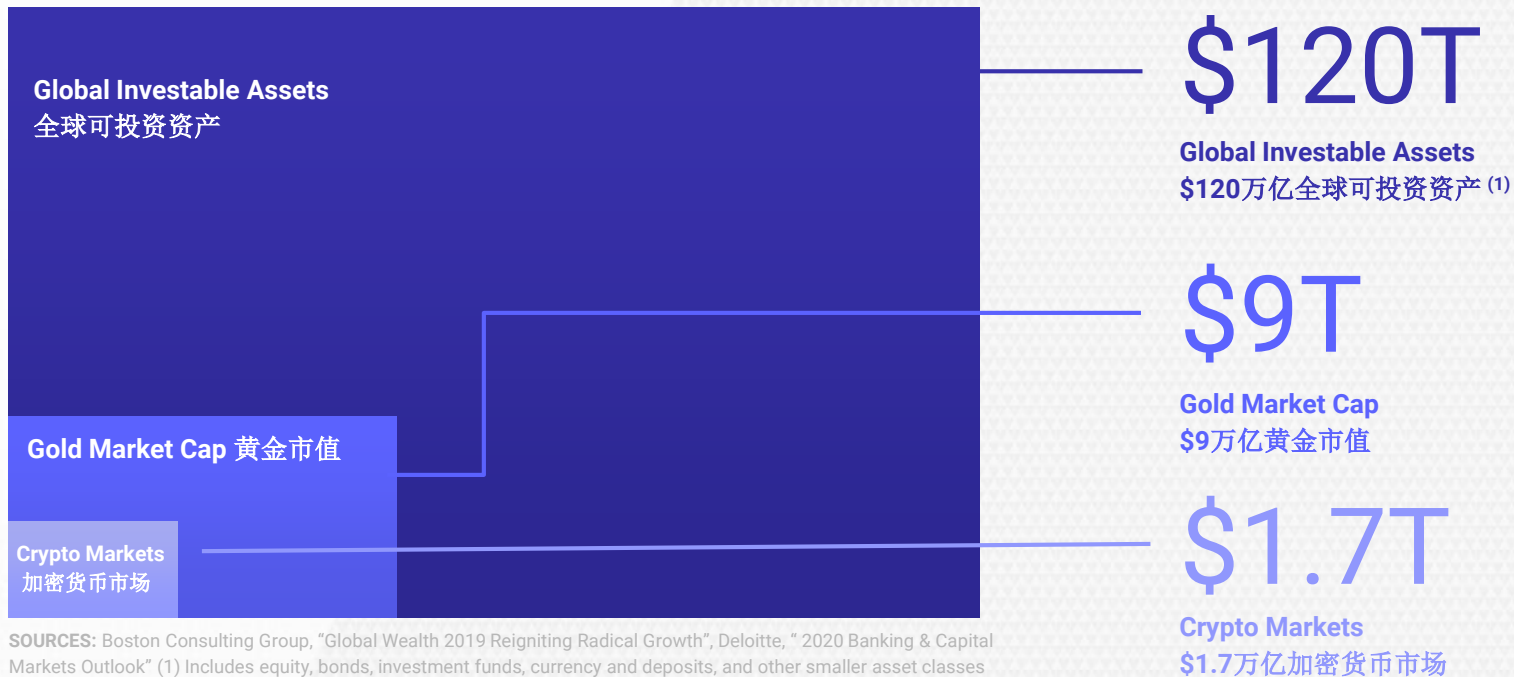
## **Trusted & Transparent** 信任与透明

Management Team, Public Company, Exchange Connectivity, Regulated Oversight 管理团队，上市公司，交易所互通，法规监管

# MASSIVE MARKET OPPORTUNITY 巨大的市场机会

# Massive Market Opportunity

## 巨大的市场机会



**SOURCES:** Boston Consulting Group, "Global Wealth 2019 Reigniting Radical Growth", Deloitte, "2020 Banking & Capital Markets Outlook" (1) Includes equity, bonds, investment funds, currency and deposits, and other smaller asset classes  
**资料来源:** 波士顿咨询公司, "全球财富2019年重燃激进增长", 德勤, "2020年银行与资本市场展望" (1) 包括股票、债券、投资基金、货币和存款, 以及其他较小的资产类别。



## TRADITIONAL FINANCIAL SYSTEMS ARE RIPE FOR DISRUPTION

传统的金融体系即将崩溃

# Digital assets unlock a massive market opportunity. 数字资产释放出巨大的市场机会。

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- Instant & 24/7 accessibility 实时和全天候可用
- Universal borderless currency 通用无国界货币
- Diversified against traditional store of value 针对传统价值储存的多元化
- Declining confidence in government currencies 对政府货币的信心下降
- Expensive and slow traditional systems 传统系统昂贵且缓慢
- Lack of trust in the banks 对银行缺乏信任



# Key Metrics 主要指标

NET DEPOSITS 净存款

\$14M+

Per Day 每天

AVERAGE SPREAD REVENUE

平均利差收入

90

Basis Points Per Trade

基点/每笔交易

PRINCIPAL VALUE TRADED 交易的主要价值

1.0–1.5x

Per Month 每月

(Engaged Customer Base platform turnover  
参与的客户群平台营业额)

ACCOUNT ACQUISITION

账户获取

\$40

Per Account

每个账户

MONTHLY REVENUE 月度营收

\$100

Per Account

每个账户

USER GROWTH

用户增长

35%

Month over Month

月度环比

# Where we are today 当前我们的状况

\$2.4B+ / 超过\$24亿

Assets Under Management  
资产管理规模



U.S.  
Regulated & Operating  
美国  
监管和运营

55+

Digital Assets  
数字资产



CANADA  
Filed with Ontario  
Securities Commission  
加拿大  
向安大略省证券委员会申请

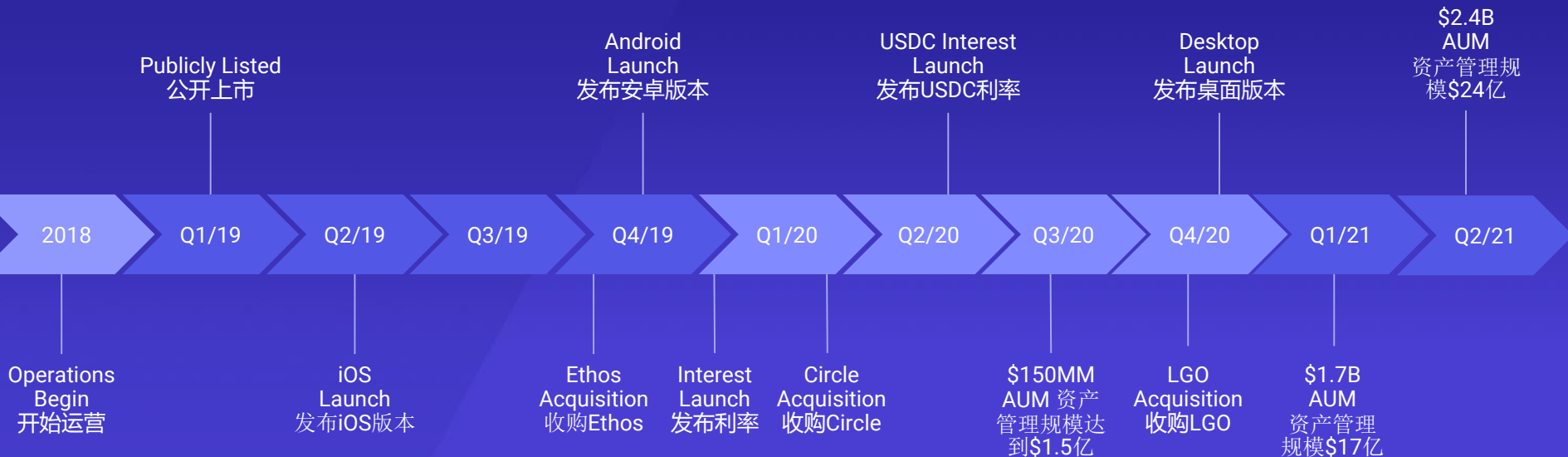
20+

Interest-bearing Assets  
计息资产



EUROPE  
LGO regulated  
entity acquired  
欧洲  
收购LGO监管的实体

# Voyager Timeline / Voyager时间轴



# ATTRACTIVE BUSINESS MODEL

诱人的商业模式

## MULTIPLE ENTRY POINTS FOR DIVERSE USER BASE AND REVENUE STREAMS

为不同的用户群体提供多个入口和营收流

BTC  
INVESTORS  
比特币投资者

YIELD  
SEEKERS  
收益寻求者



ALTCOIN  
SEEKERS  
山寨币寻求者

COST-CONSCIOUS  
INVESTORS  
成本敏感投资者

## Land and Expand Illustrative Customer Journey

图表说明落地和扩大客户的历程



Interest Offering aids AUM Accumulation and Trading  
提供利息使得管理资产规模增加和交易量提高

**Net deposits and asset growth accelerated dramatically** after we started offering interest – increasing customer **stickiness**.

我们开始提供利息后，**净存款和资产增长大幅加速** – 增加了客户粘性

**\$2.4B+** in assets in March 2021

2021年3月资产**超过\$24亿**

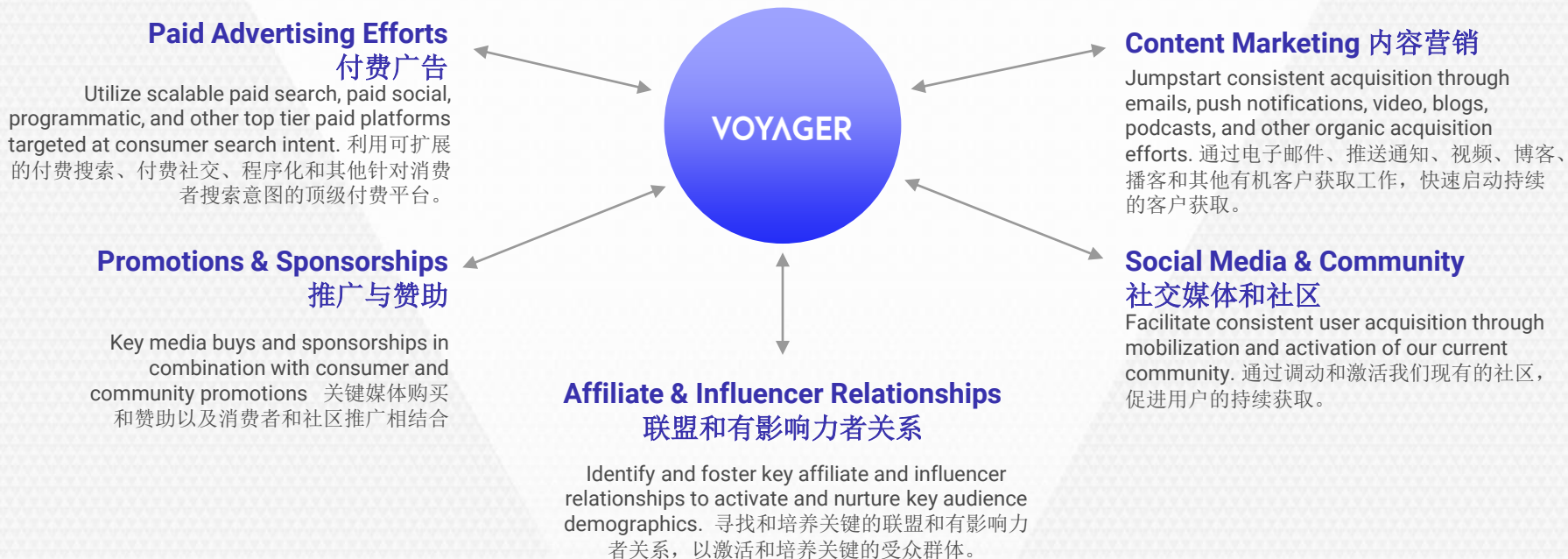
**>480x**

**\$5M** in assets in December 2019

2019年12月资产**为500万**



## An interconnected acquisition experience. 环环相扣的客户获取经验



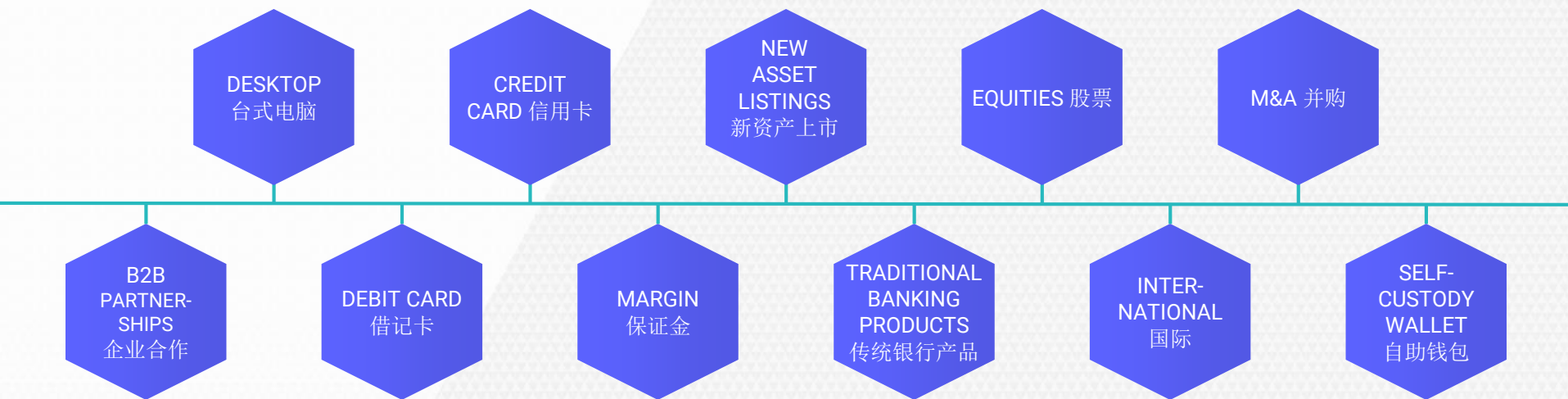
# Unparalleled Competitive Differentiation.

## 无与伦比的竞争优势

	COINS 币种	INTEREST- BEARING ASSETS 计息资产	COMMISSION- FREE 免佣金	UNAFFILIATED EXCHANGE ROUTING 非联营的 交易所路径	PUBLICLY TRADED 公开交易
<b>VOYAGER</b>	58	20+	✓	✓	✓
Coinbase	45				
Kraken	50				
Gemini	47	18			
Binance US	48				
Blockfi	8	8	✓	✓	
Robinhood	7		✓	✓	
PayPal	4			✓	✓
Cash App	1			✓	✓

# Future Growth Opportunities – Where We Are Going

## 未来增长机会 – 我们的未来走向



# SCALABLE INFRASTRUCTURE 可扩展的基础设施

# State of the art infrastructure behind the scenes.

## 幕后的一流基础设施

The Voyager  
You See  
你看到的  
Voyager

**API**

**Mobile Application**  
移动应用

**Web Application**  
网页应用

The Voyager  
You Don't See  
你看不到的  
Voyager

**Market Data & Pricing**  
市场数据和定价

**Order Management  
Systems** 订单管理系统

**Smart Order Routing  
& Custody** 智能订单路由  
和托管

**Secure and Unified Wallet & User Account** 安全统一的钱包和用户账户

**Data Science, Marketing & Automation Platform** 数据科学、营销和自动化平台

**Regulatory Compliance Platform** 监管合规平台

## Bringing **deeper liquidity, broader market access** and **effective trading** to the digital asset market. 为数字资产市场带来更深的流动性、更广的市场通道和有效的交易。

### **Custody & Security** 托管和安全

Voyager utilizes multiple custody solutions putting together the right blend of security and availability, including through its own self-custody solution.

Voyager 利用多种托管解决方案，将安全性和可用性正确地结合在一起，包括通过自己的自我托管解决方案。

### **Liquidity & Execution** 流动性和执行

Powered by our Smart Order Router, Voyager offers competitive prices and faster, more reliable execution through a network of exchanges, OTC desks and market makers.

在我们的智能订单路由器的支持下，Voyager通过交易所、场外交易柜台和做市商网络提供有竞争力的价格和更快、更可靠的执行。

### **Asset Selection** 资产选择

Voyager gives clients unmatched access to the market, allowing to trade more than 50 coins and earn interest on its wide inventory of digital assets.

Voyager为客户提供了无与伦比的市场通道，允许交易超过50种数字货币，并在其广泛的数字资产中赚取利息。



TRUSTED  
&  
TRANSPARENT  
信任与透明



# Trusted and Transparent 信任与透明

## Independent Brokerage Model 独立的经纪模式

Independent brokerage model vs traditional crypto exchanges. Customer-first focus.  
独立经纪模式与传统加密交易所的对比。以客户为中心。

## Secure Technology 安全的技术

**SOC 1 & SOC 2** certifications in progress to ensure "security, confidentiality, information privacy, processing integrity and availability."  
正在进行SOC 1和SOC 2认证，以确保 "安全、保密、信息隐私、处理完整性和可用性"。

## Public Company 上市公司

Voyager is a publicly traded and regulated company with audited financial statements.  
Voyager是一家公开交易和监管的公司，其财务报表经过审计。

## Experienced Team 经验丰富的团队

A world class team with over 100+ combined years of industry management experience. 世界级的团队，合计有100多年的行业管理经验。

## Trusted, Well-Known Partners 值得信赖的知名合作伙伴

Voyager partners with best-in-class technology and infrastructure partners to ensure a top-notch experience.  
Voyager与一流的技术和基础设施合作伙伴合作，以确保一流的体验。

## OUR TRUSTED PARTNERS 我们值得信任的合作伙伴



# Made in NYC 来自纽约

## Our Founders 我们的创始人



### STEVE EHRLICH

*Co-founder & CEO 联合创始人兼首席执行官*

Former VP Brokerage at E\*TRADE and CEO at Lightspeed Financial 曾任E\*TRADE经纪副总裁以及Lightspeed Financial的首席执行官



### PHILIP EYTAN

*Co-founder & Chairman 联合创始人兼董事会主席*

Former Morgan Stanley and Cerberus Capital 曾任职于摩根士丹利和Cerberus Capital



### GASPARD DE DREUZY

*Co-founder 联合创始人*

Co-founder of fintechs Kapitall and Trade.it 是金融科技公司Kapitall和Trade.it的联合创始人



### OSCAR SALAZAR

*Co-founder & Advisor 联合创始人兼顾问*

Former architect and founding CTO at Uber 曾任优步的架构师和创始首席技术官

# Executive Team 高管团队

Our team of seasoned finance and technology experts. 我们的团队由经验丰富的金融和技术专家组成



**STEVE EHRLICH**

Co-founder & CEO 联合创始人  
人兼首席执行官

ETRADE



**GERARD HANSHE**

COO 首席运营官

ETRADE



**JANICE BARRILLEAUX**

Compliance 合规

ETRADE



**LEWIS BATEMAN**

International Business Dev.  
国际业务开发

Coinsquare



**EVAN PSAROPOULOS**

CFO 首席财务官

PwC, Credit Suisse



**MIKE LEGG**

Head of Communications 传播主管

Alex. Brown, Jefferies



**PAM KRAMER**

Interim CMO 临时首席营销官

ETRADE



**DAVID BROSGOL**

General Counsel 法律总顾问

Anchorage, Digital Asset  
Custody Company



**DAN COSTANTINO**

Chief Information Security Officer  
首席信息安全官

Penn Medicine, US Marines

# Catalysts to Growth. 增长的催化剂

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- Focused and Continued Execution 专注和持续的执行
- Product Expansion – Increased Coins / Margin / Advisory Products / Debit Cards / Credit Cards  
产品拓展--增加加密货币/保证金/咨询产品/借记卡/信用卡。
- International Expansion 国际扩张
- Mass Consumer Acceptance 大众消费者的接受
- Regulation – Creates Consumer Confidence 监管--建立消费者信心
- Increased Public Comps / Investor Acceptance 提高公众收益率/投资者接受度
- Consolidation 整合

# VOYAGER

Voyager Digital Assets  
33 Irving Place, 3rd Floor  
New York, NY 10003. USA.

+1 212.547.8807

[investor.relations@investvoyager.com](mailto:investor.relations@investvoyager.com)

VYGR

CANADIAN SECURITIES EXCHANGE 加拿大证券交易所

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