



Exponential Capital & Markets Overview

Q3 2019

THE FUTURE OF INVESTING AND FUNDRAISING



The world's first vertically integrated solution:
Seed Stage (**Ventures**) to Digital Security Offering (**Capital**)
to Secondary Trading (**Markets**).



OUR BEGINNINGS

Our Roots

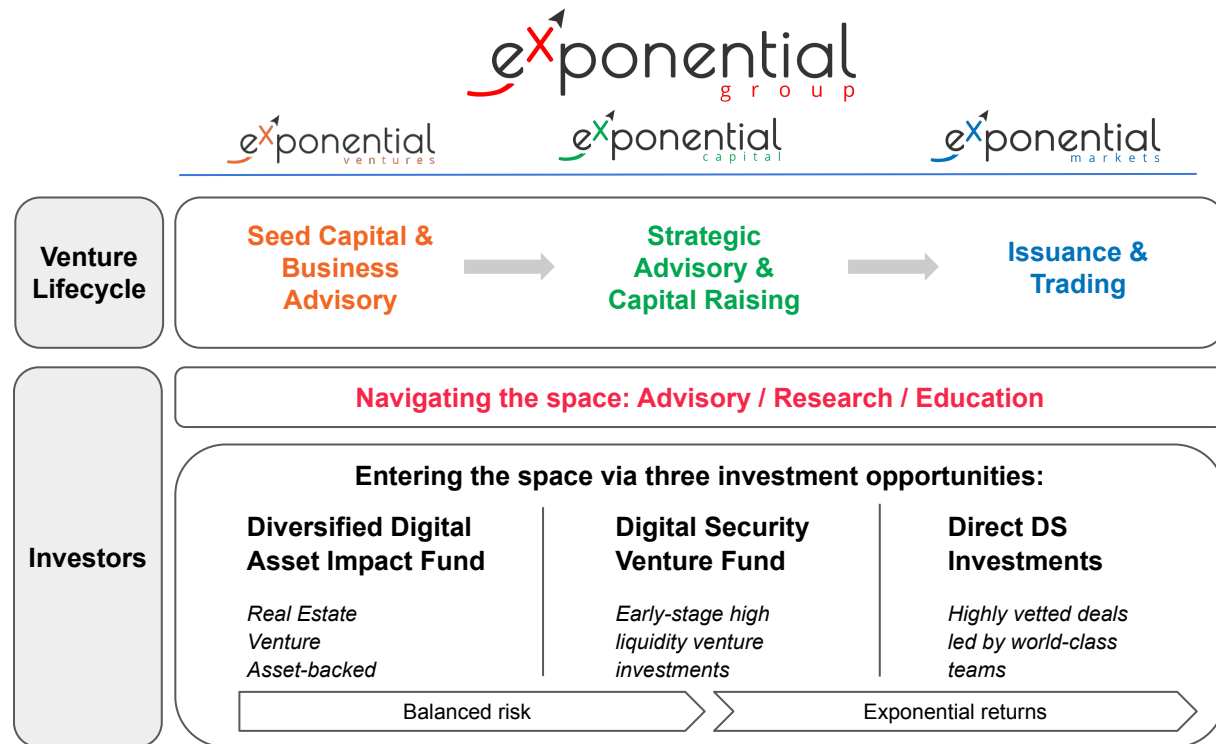


*A Digital Asset Impact Fund
Investing in Visionary Founders to
Create Meaningful Living for
Every Person on the Planet*

Exponential Ventures' (ExV) Differentiators

- Created world's first federally approved digital security
- Founder-centric investing
- Technologists first
- Deep relationships with governments & investors

Led to the creation of Exponential Group (ExG)



ExC&M OVERVIEW AND STRATEGIC FOCUS

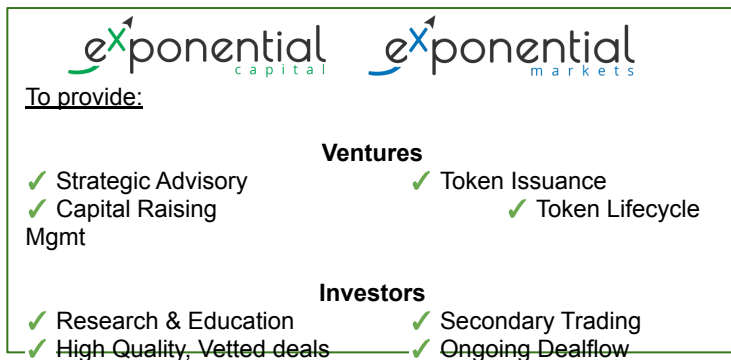
Overview and Mission

Exponential Capital & Markets (ExC&M) is a global advisory and digital asset platform with broker dealer capabilities.

We are a team of seven spanning New York, Toronto and Montreal with a vast and deep network in the blockchain ecosystem.

Our Mission is to drive positive social change by

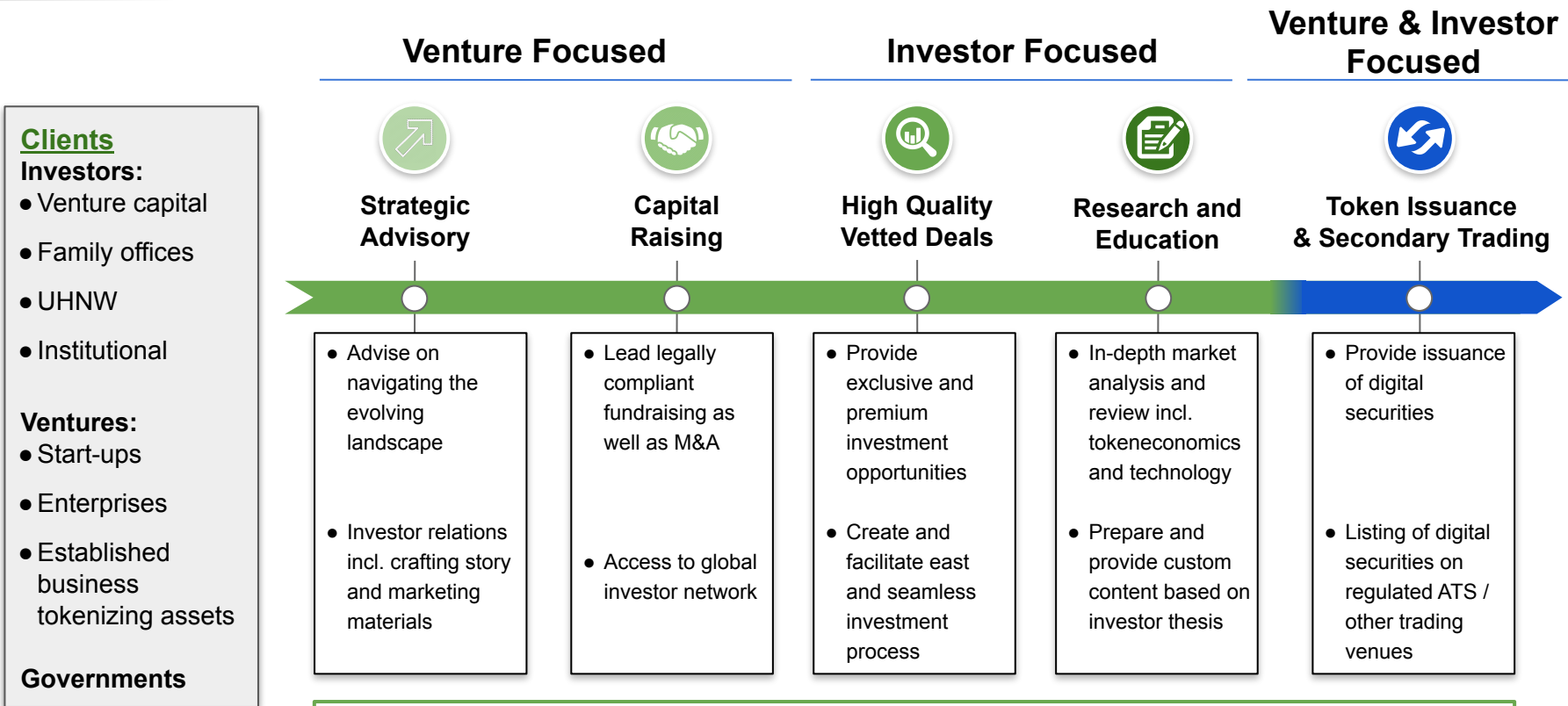
- i) advising world leading entrepreneurs, ventures and investors as they navigate the digital asset space and*
- ii) driving the democratization of global digital asset issuance & trading.*



Strategic Focus

- 1. Market Pulse**
Educate and advise clients on navigating the evolving digital asset industry
- 2. Capital Syndication**
Build a global and highly differentiated capital syndicate focused on digital securities
- 3. Token Lifecycle**
Become a premier global digital asset issuance and trading platform
- 4. Social & Exponential**
Work with socially conscious clients with a higher purpose and exponential ideas

ExC&M's CLIENT OFFERINGS



We will bring our entire network to bear for our clients as well as ExV's extensive network and resources

LEADERSHIP TEAM



Kyle Fry
CEO

Kyle@excm.ai

Kyle Fry is the Chief Executive Officer of Exponential Capital & Markets (ExC&M). He co-founded ExC&M after seeing the evolution of the digital securities landscape and identifying a clear need for an integrated firm.

Prior to his role at ExC&M, Kyle was President & Chief Financial Officer of MLG Blockchain. Prior to that, Kyle spent almost 10 years at Credit Suisse in the M&A group focusing on technology clients and transactions predominately in FinTech and payments. Kyle announced over \$70 billion in transactions having led numerous deals from initial engagement to closing. Kyle is involved in various blockchain network groups such as Columbia Blockchain Alliance (CBA). Kyle holds an MBA from Columbia Business School where he graduated with honors and a BS in Computer Information Systems from Colorado State University. Kyle is series 7 and 63 licensed.



Josh Hurwitz
President & COO

Josh@excm.ai

Josh Hurwitz is the President & Chief Operations Officer of Exponential Capital & Markets (ExC&M). He co-founded ExC&M after working as the Chief Operations Officer of Hyperion Technology Inc., an early-stage digital security trading firm.

A corporate lawyer by profession, Josh began his career at Osler, Hoskin & Harcourt LLP where he executed millions of dollars worth of corporate restructuring, M&A and early stage financing transactions. He then worked as an executive at the Travel Edge Group (a travel technology company) where, alongside the founding team, he bootstrapped the company to 30% YOY growth and \$130m in annual sales. He holds an HBA/JD from the Ivey Business School/Western Law School, and a Master's from the University of Cambridge.



CORE TEAM



Brian Leiberan

VP, Partnerships
brian@excm.ai

Chief Operating Officer
Head of BD and Ops
BSc, Commerce

MLG Blockchain
Guiker.com
McGill University



Neil Harounian

Director, Capital
neil@excm.ai

Director, Corporate Development
Investment Banking Analyst
BSc, Finance

MLG Blockchain
RBC Capital Markets
NYU Stern School of Business



John Pinto

Director, Capital & Ops
john@excm.ai

Corp Dev Manager
Investment Banking Analyst
HBA, Finance

Hyperion Technologies
CIBC World Markets
Ivey Business School



Dave Mirynech

Director, Research
dave@excm.ai

Head of Research
Board of Advisors
HBA, Finance

MLG Blockchain
Scotiabank Digital Banking Lab
Ivey Business School



Sharon Charitar

Director, HR & Ops
sharon@excm.ai

Operations Manager
Co-Founder, Head of HR
BSc, Biology

Hyperion Technologies
Tiko3D Ltd.
York University

The ExC&M consists of a team of former investment bankers, corporate lawyers & startups with blockchain expertise, all of whom have experience operating companies in the digital security industry

STRATEGIC ADVISORS



James Wallace

Co-Founder, Exponential Group & Exponential Ventures

Tech startup enthusiast and serial entrepreneur, James Wallace (JW) is a lean practitioner, agile evangelist, social change agent and perpetual traveller.

As co-founder of Exponential Ventures, he surrounds himself with a steady stream of incredible founders and startups. James is dedicated to enabling infinite scale by architecting exponential enterprises and supporting entrepreneurs in figuring out ways to build better businesses and deliver more value to their users, and themselves.

World's first federally approved DSO



Strategic investment and partner



James Tonn

Co-Founder, Exponential Group & Exponential Ventures

James Tonn (JT) is an entrepreneur dedicated to supporting disruptive founders and utilizing exponential technologies to solve the world's biggest challenges.

A seasoned entrepreneur with a knack for scale, he co-founded his first company in 2012 and scaled to nine figures in just five years. As cofounder of Exponential Ventures, James acts as a hub of connection, bringing together the world's best founders, advisors, and investors to launch impact-driven projects.

Deep government ties



Government of Bermuda

Strategic partnership



BROKER DEALER CAPABILITIES

Capabilities are provided through ExC&M's strategic collaboration with **North Capital**, a FINRA and SIPC member firm

North Capital Executive Team



www.northcapital.com

Registered in all 50 States

James Dowd

CEO

Siggy Tomasetti

General Counsel

Sara Borazan

Director, Business Development

ExC&M Registered Rep Team

Kyle Fry (Series 7, 63)

CEO

Brian Leiberman (Series 24, 82, 63)

VP, Partnerships

Neil Harounian (Series 79, 63)

Director, Capital



RISK MITIGATION AND COMPLIANCE FOCUSED

- **Extensive client vetting & KYC/AML**
 - Conducted on top management, shareholders, corporate legal entities and other relevant transaction parties; all client issuers need to have engaged US securities counsel prior to our acceptance of a mandate; if client issuers do not pass our vetting process, we do not accept the mandate
- **Strategic collaboration with licensed US Broker-Dealer**
 - Access to significant FINRA registered personnel & compliance/ legal resources
- **Compliance Procedures**
 - Access to compliance procedures & manual through US broker dealer relationship
- **Engaged top-tier US/CDN Securities Lawyers**
 - ExC&M works with a number of the top securities lawyers in the blockchain ecosystem
- **President, Co-Founder with corporate law background**
 - Experience managing legal/compliance issues in the digital security space
- **In-house Series 24 professional**
 - VP, Partnerships holds a Series 24 Principal license
- **Periodic Compliance Sessions**
 - Quarterly mandatory employee compliance & risk management training sessions

EXTENSIVE VETTING PROCESS

BUSINESS

- Founders & Management ✓
- Tech Platform ✓
- Strategic Roadmap ✓
- Achievements to Date ✓

TOKENECONOMICS

- Token Type ✓
- Incentives & Mechanics ✓
- Users & Stakeholders ✓
- Structure & Supply ✓

RISK

- Product Completion ✓
- Intellectual Property ✓
- Regulation & Legal ✓



PRODUCT

- ✓ Use Case Viability
- ✓ Product Functionality (UI/UX)
- ✓ Roadmap
- ✓ Users & Growth / KPIs

MARKET

- ✓ Market Size & Industry Growth
- ✓ Investment Potential & Climate
- ✓ Competition
- ✓ Geography

EXPONENTIAL FIT

- ✓ Positive Social Impact
- ✓ Exponential Growth
- ✓ Innovative Business Model



www.excm.ai

exponential@excm.ai