



BLOCKMATE

Blockmate: Building Blockchain Businesses

Investor Overview
February 2024

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Blockchain Incubator Vision



**Build blockchain
focused companies
where a market
opportunity exists**

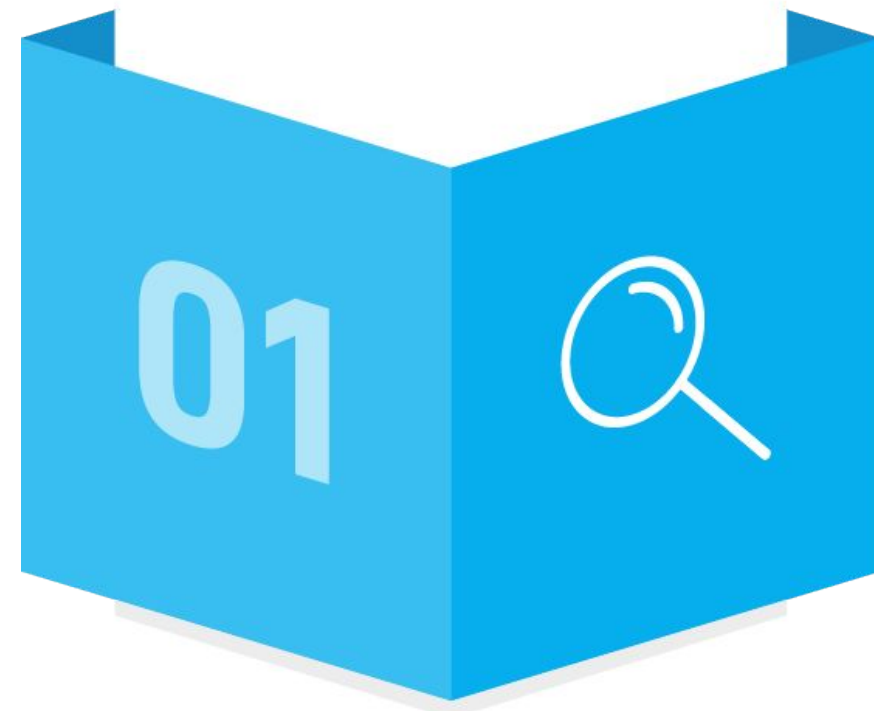


**Capitalise on the
team's track record
in crypto (Banxa,
Apollo Capital)**

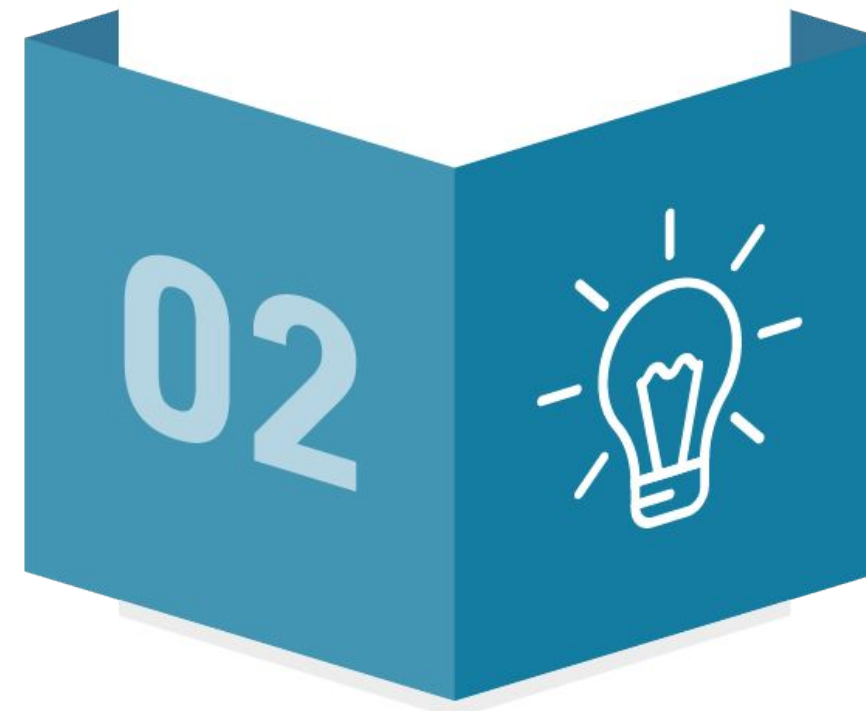


**Access knowledge
and assets across
its unique crypto
ecosystem to
maximise
opportunities**

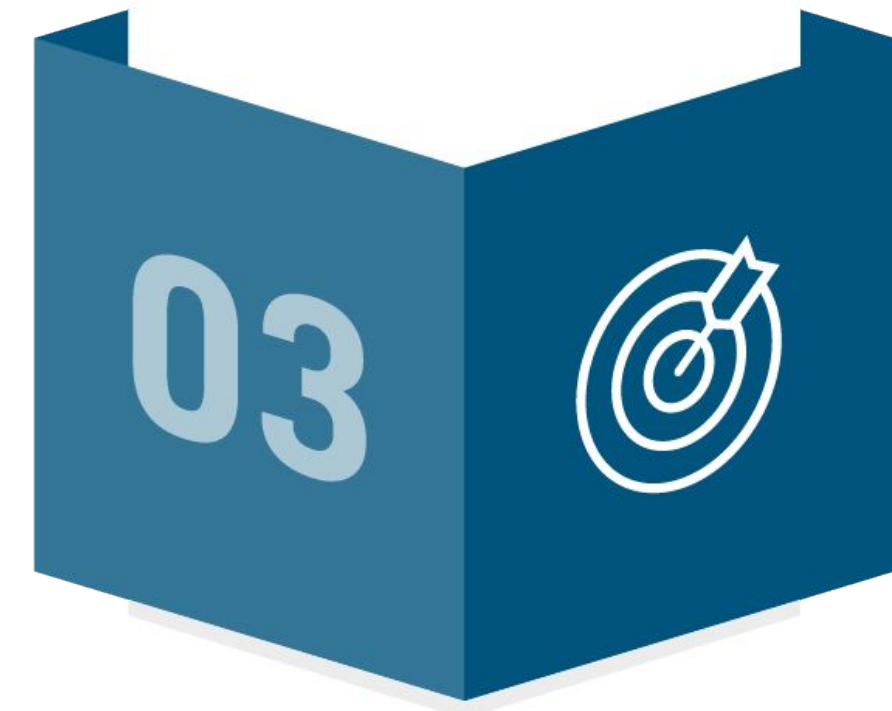
Blockmate Overview – What We Do



We are the foundational team who start and incubate blockchain businesses where we see a market opportunity and where we can leverage our experience and networks



We seed these new opportunities with people and capital to a point where they can be self sufficient with their own team and external capital



We look for liquidity events (trade sale or IPO) for our businesses as the way to create shareholder value

Hivello:

Simplifying

DePIN

nodes for the masses

DePIN = Decentralised Physical Infrastructure Networks

Team with prior shared exits

Built by the co-founders of Banxa Domenic & Andrew, publicly listed in 2021, the global fiat on and off-ramp payment provider.



Dom Carosa

Co-Founder & Chairman

Over 25 years experience in business and tech. Founder of multiple exited startups including; Banxa, Unith.AI, and VC Apollo Crypto. Angel investor in over 50 tech companies.



Andrew Smith

Co-Founder & CEO

Over 15 years in online, mobile and FinTech business', Andrew was previously co-founder for Banxa; beginning in early 2014 and exiting in 2021 on the TSX.



Justin Rosenberg

Co-Founder & CFO

Previously a Chartered Accountant with Arthur Andersen, Justin has advised start-ups for over 20 years, including executing multiple public listings on ASX and TSX Venture Exchange.



Arthur Layese

CTO

With 19+ years in software engineering & a Masters in IT, Arthur specializes in networking ,high throughput transactional systems & HealthTech.

DePIN Landscape

Oct 2023 Decentralized Physical Infrastructure Network

Blockchain

Cosmos Arbitrum Optimism Ethereum Solana IoTeX L1 CELO BNB Chain Conflux Eclipse Polkadot Peaq Polygon

Physical Resource

● BYOD ● Specific Device

Sensor Environmental 	Energy 	Location 	Mapping
Smart City 	Supply Chain 	Mobility 	
Smart Home 	Personal Wellness 		

Wireless 	LoRaWAN 	Bluetooth 	5G
WiFi 			

DePIN Module

Infra 	Wallet 	Identity
Storage 	Payment 	Cross-Chain

Digital Resource

Compute 	General Purpose 	Transcoding 	Bandwidth CDN 	VPN
Storage 	Database 	DePIN Specific 	DePIN Specific 	Indexer
RPC 	Search 	Web Proxy 	Artificial Intelligence 	File Storage

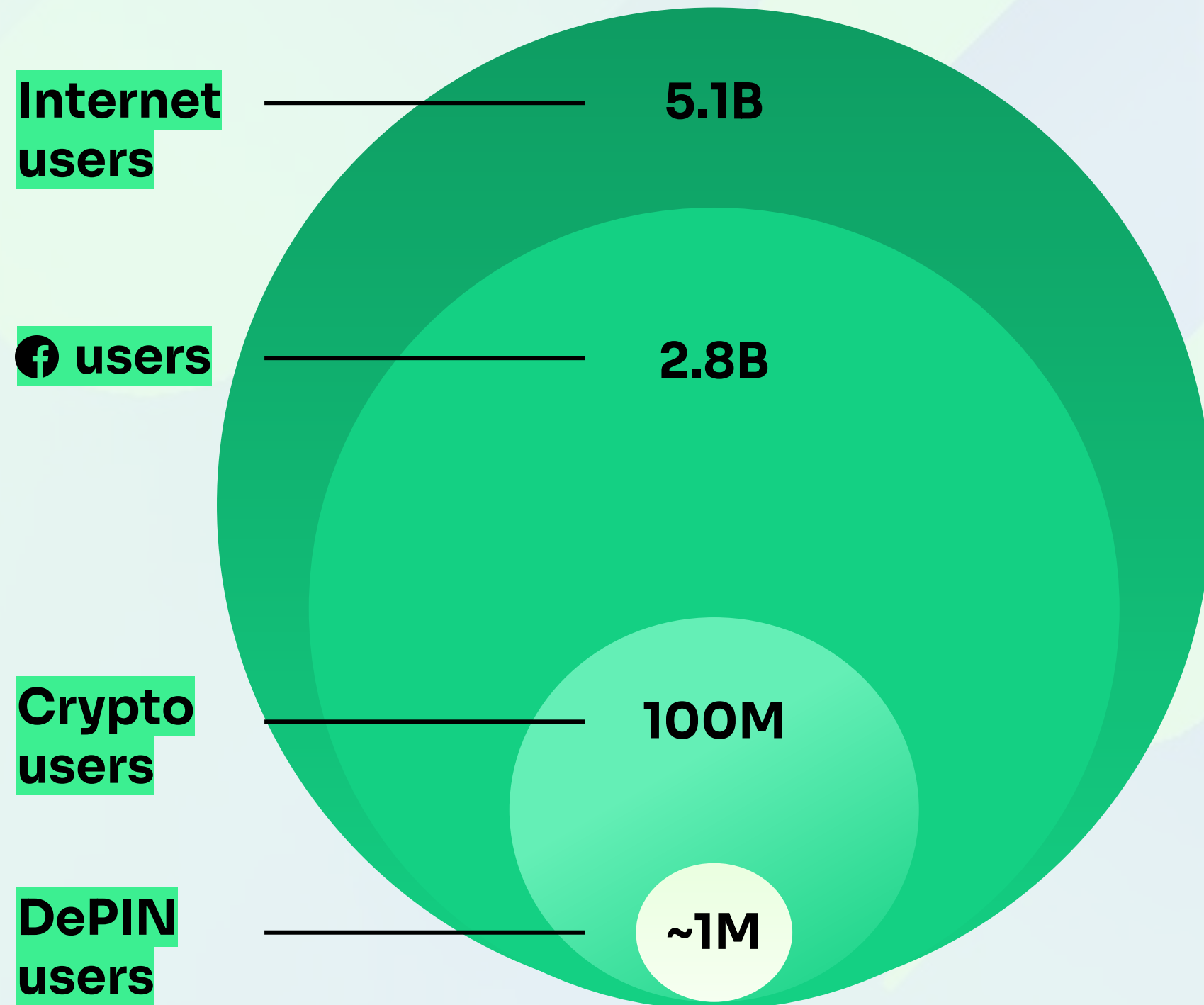
Hivello aggregates multiple DePIN nodes into a single Web2.0 console

Simple bridge to DePIN for the mass market

As simple as installing an app, people can earn passive income by contributing their computer resources (CPU, GPU, IP, bandwidth, storage) to earn tokens

The Problem

DePIN mining is too complicated, fragmented and expensive for most people



Lack of a familiar interface

Projects are building on a variety of new technologies with low consumer recognition.

Financial Apprehension

Volatile crypto pricing - will i get my money back & more?

Lack of understanding

New & unfamiliar terminologies - Web3? DePIN? Private Key?

Network Scalability

Web3 projects need users & a culmination of all of the these issues results in weaker acceptance & demand.

Hivello's Solution

Radically simple.

The screenshot displays the 'Your Hivello Node Dashboard' with a sidebar menu containing Dashboard, Networks, Wallet, and Settings. The main content area shows a summary bar with Version (V0.1.18), Docker (Running), Uptime (Up 3 days), and 30 Day Earnings (0.1528). Below this is a table of nodes:

Name	Status	Actions	Earnings
Hivello Node	Running	Uninstall Stop	
Mysterium dVPN	Installed and running	Reinstall Uninstall Stop Restart	24h: 0.0026 7d: 0.0259 30d: 0.1528

At the bottom, there is a user profile for 'andrew+te...' with a 'Logout' button and a support message: 'Need Help? We're happy to assist. Click here for Customer Support - Lotte from Hivello'.

A familiar interface

Our interface is designed to resemble the same applications our users are interacting with daily.

Financial Confidence

App is free. We offer the ability to be paid in stable coin and/or fiat currency, removing this uncertainty.

Easy to use for everyone

We provide a user-friendly Web2.0 interface & resources to demystify web3 tech & guide users through the process of contributing.

AI based Personalisation

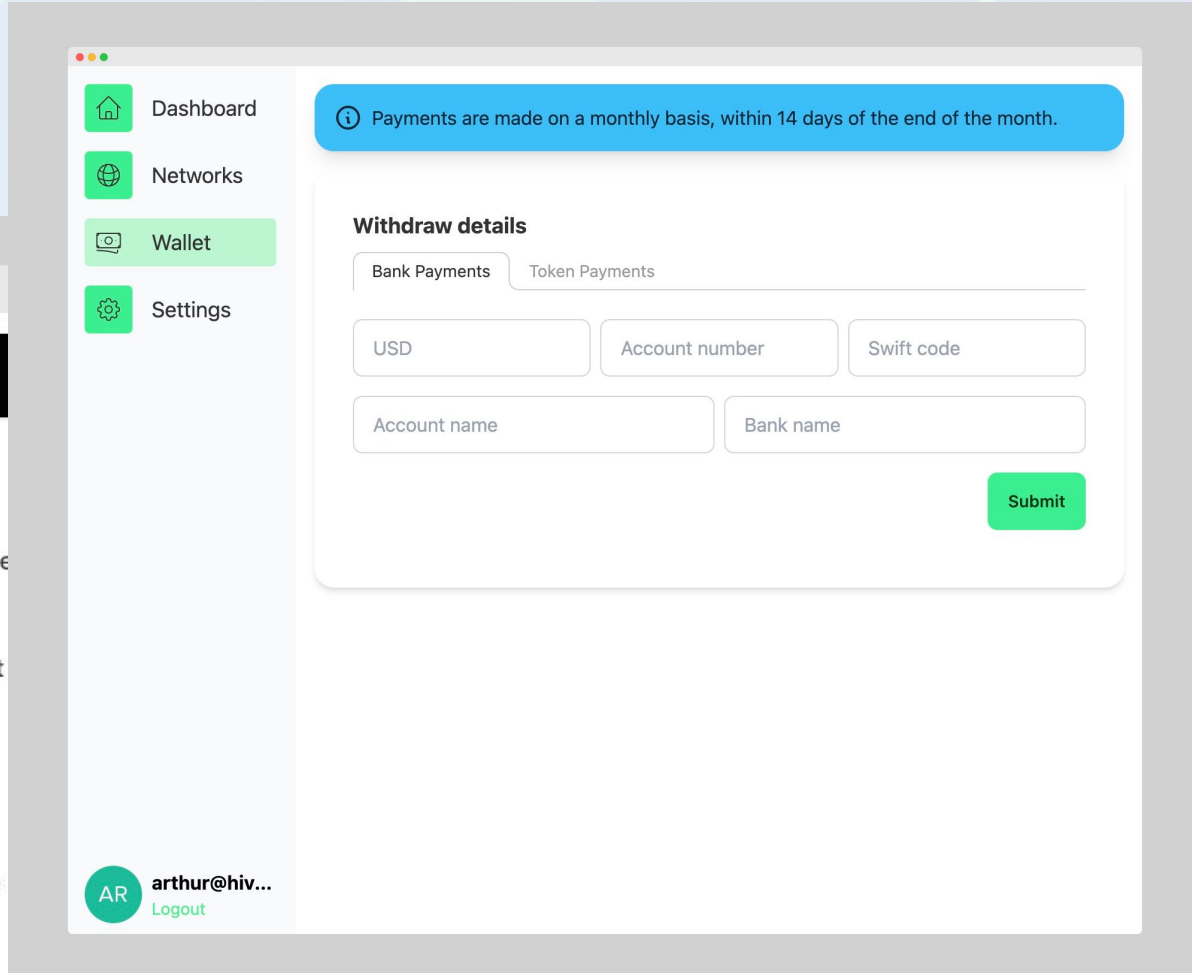
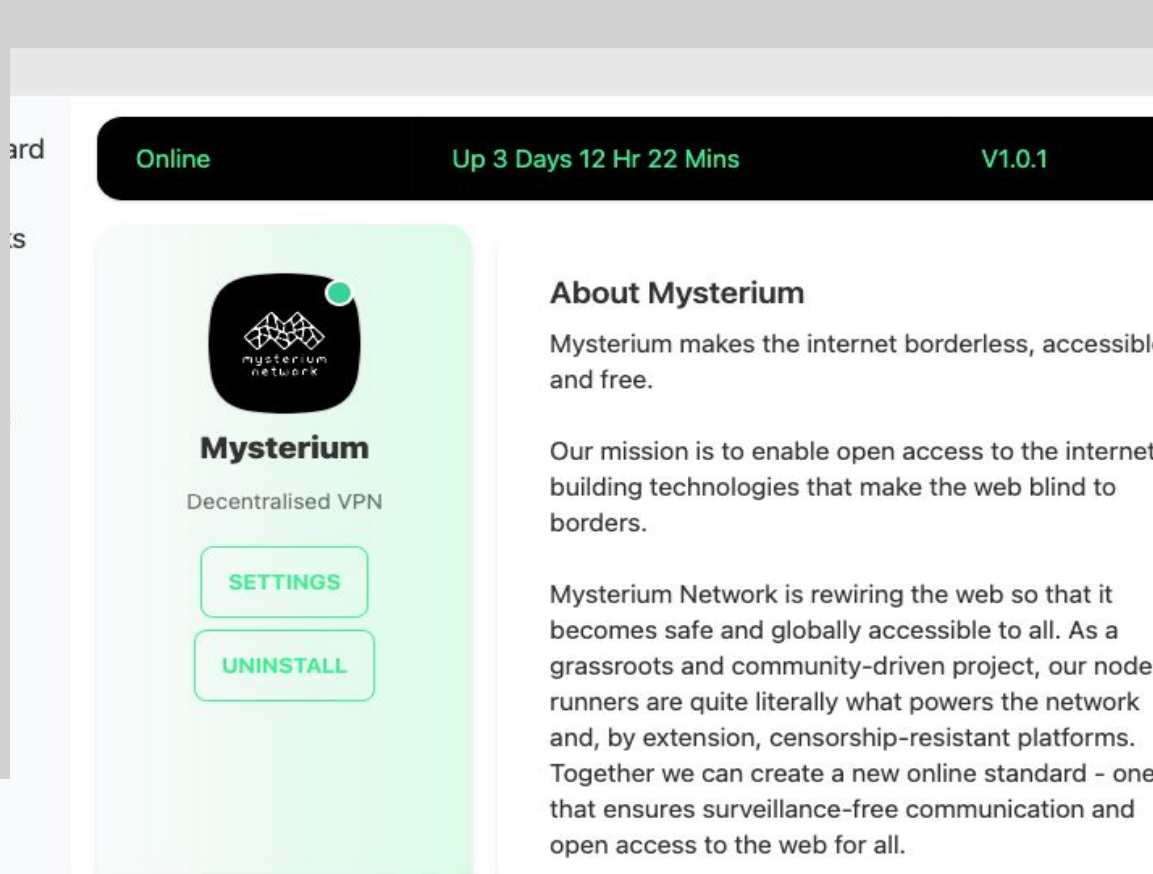
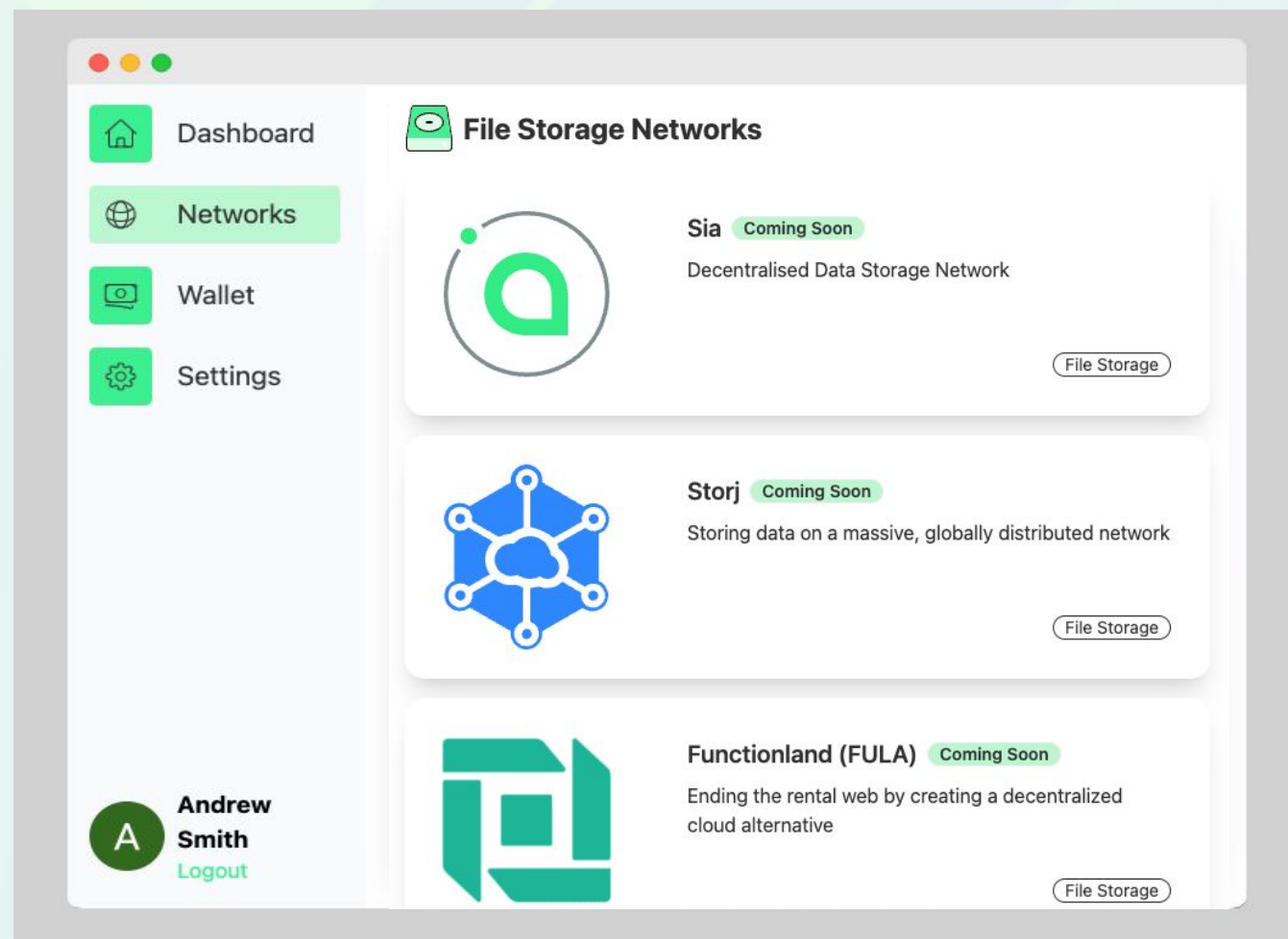
Over time Hivello will personalise each customer's DePIN chains they are running in order to maximise ROI

One app to onboard the masses to DePIN in minutes

Step 1: Download

Step 2: Install

Step 3: Earn



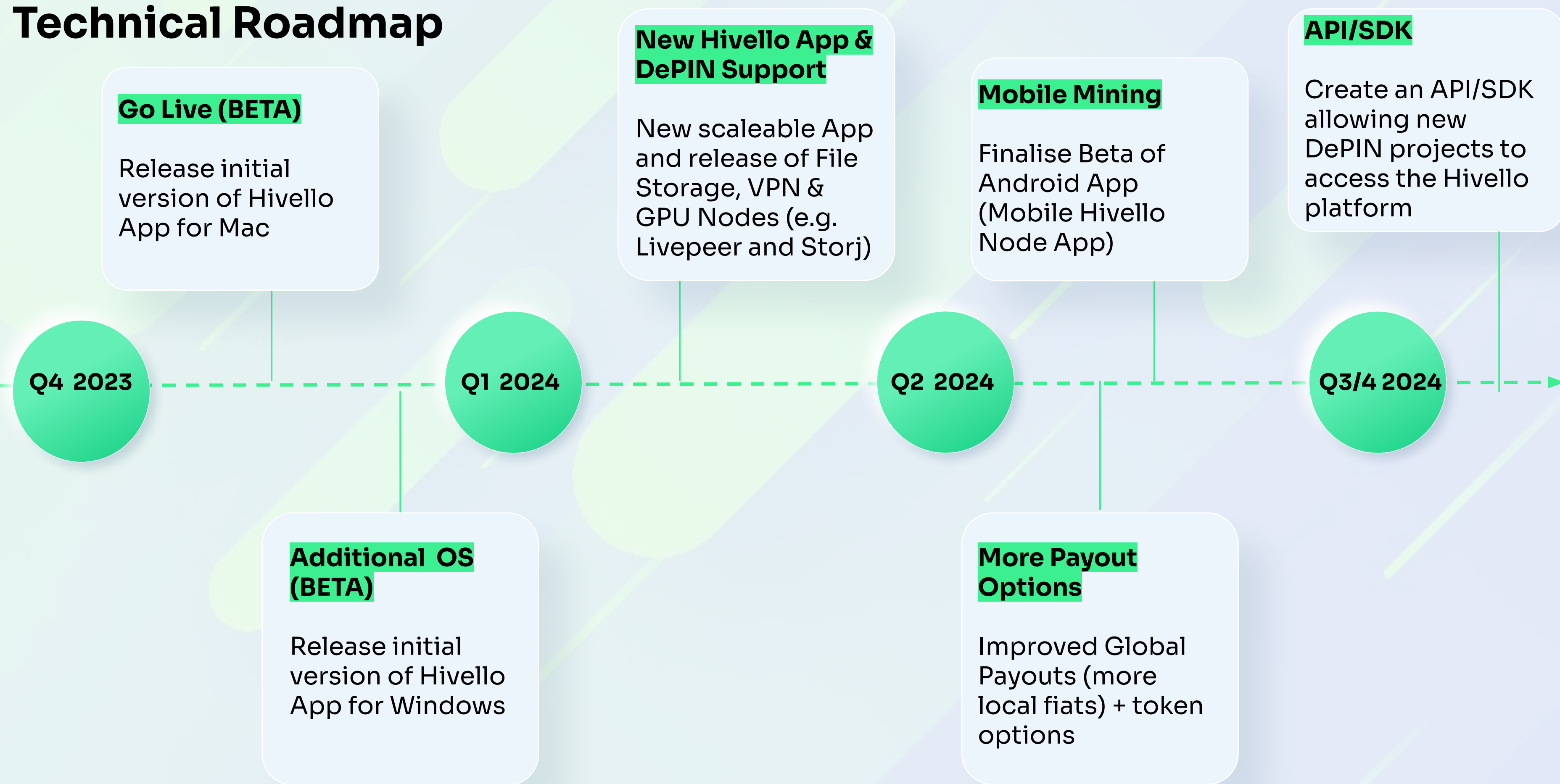
Our Technical Advantage

Dozens of Web 3 process are orchestrated behind the scenes, making it easy for the consumer.

Hivello's team is experienced and understands how to bring crypto to the masses.

The screenshot shows a web application interface with a sidebar menu containing 'Dashboard', 'Networks', 'Wallet', and 'Settings'. The main content area features a 'Mysterium' card with a 'NEW' badge and the text 'Earn for providing bandwidth to Mysterium's VPN service'. Below this is a 'File Storage Networks' section with cards for 'Sia' (Decentralised Data Storage Network, 'Coming Soon') and 'Storj' (Storing data on a massive, globally distributed network, 'Coming Soon'). A user profile 'andrew+te...' with a 'Logout' button is visible at the bottom left. Callouts provide details: 'Manages the rewards on multiple L1 & L2 chains and converts to fiat (if requested)' points to the 'Settings' menu; 'Onboards by generating wallets, swapping tokens, paying gas fees, all without any user intervention.' points to the 'Mysterium' card; 'User registration and management in a familiar format.' points to the user profile; 'Generates & manages public & private keys.' points to the 'Storj' card; and 'Segregated and containerized nodes running below the host OS, for extra security.' points to the 'dVPN' button.

Technical Roadmap



Go-To-Market Strategy

Our go-to-market strategy draws upon the strong industry connections of Hivello's co-founders, giving us a distinct competitive advantage over any potential challenger.

B2C / Direct to Consumer

Paid Advertising

- Social Media Marketing campaigns across TikTok, Instagram and Facebook
- Engaged Bluehut B2C marketing agency

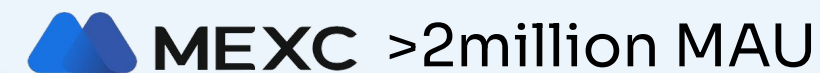


Referrals from existing users

- Affiliate program for existing users who are able to earn a % for each user they successfully refer

B2B / Partnership Network

Global Exchange/Wallet Providers (invested/partnership)



DePIN Service Providers Hotspotty

Signed exclusive deal with Hotspotty, the largest Helium DePIN community (270,000 active members) to promote Hivello

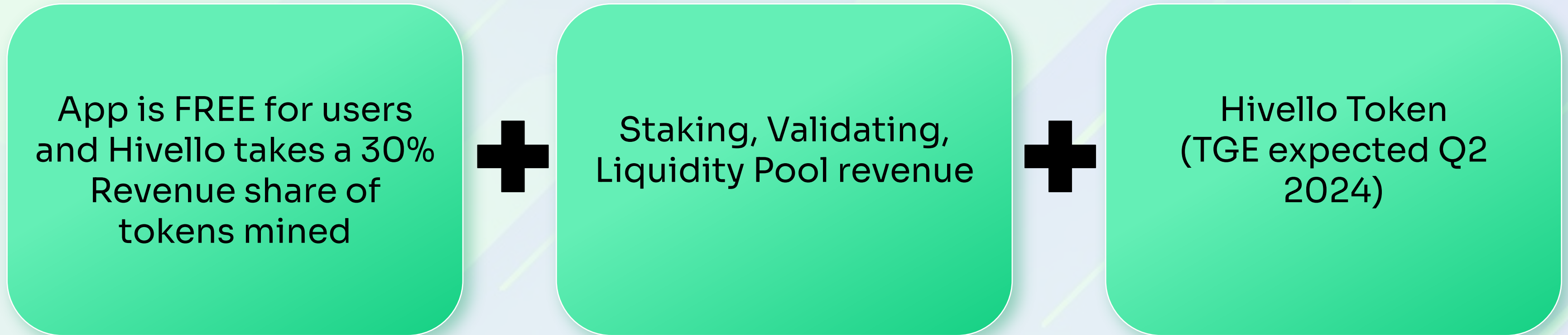
DePIN Protocols/Projects

- **Signed** LOI with DePIN Functionland to promote Hivello to their users
FUNCTIONLAND

African Chamber of commerce

Agreement in principal to promote Hivello on a revenue share basis across African regions

Business model



Hivello raised USD\$2.5m from the following Investors:

Co-Leads:



BLOCKCHANGE



Investors:



4RC



n:gen

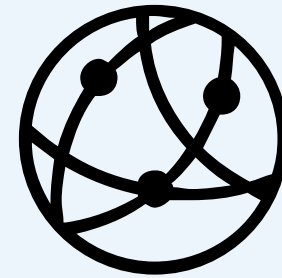


Funding the Growth Plan

Raising USD\$1m-

Application of Funds

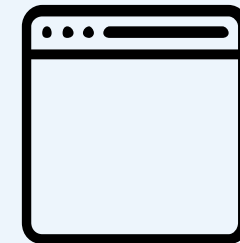
40%



Software development

Continuing to build out the Web3 platform

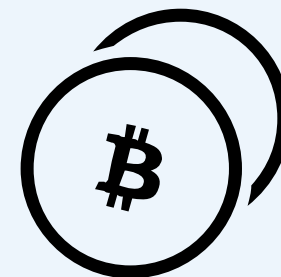
40%



Customer Acquisition

Leveraging B2B partnerships to drive user acquisition

20%



Working Capital

Cashflow the business and respond to any emerging commercial opportunities

Thank you

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- Is it connected to the internet?
- Download Hivello and generate income in crypto or USD
- It takes less than 20 minutes to set up
- Earn \$20 per month with no crypto mining knowledge
- Cash out any time or build a diversified crypto portfolio from passive income

learn more at
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