

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

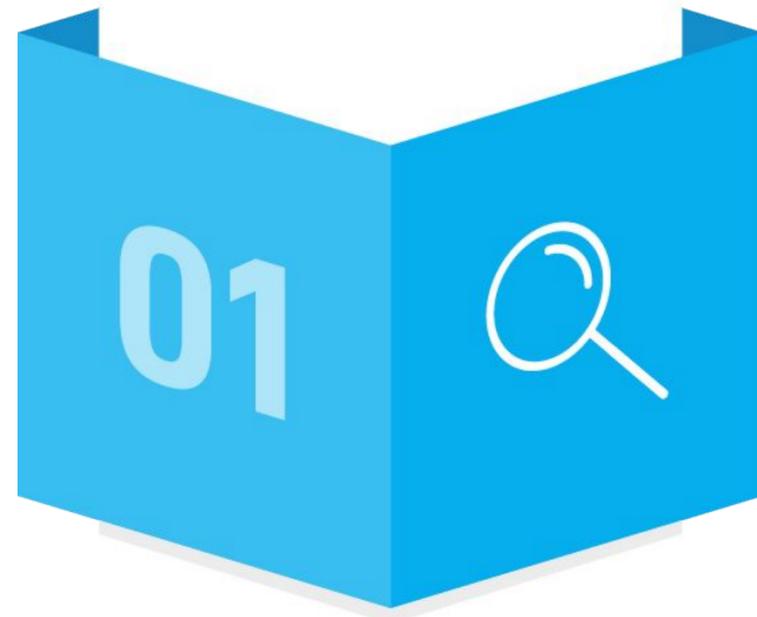


Capitalise on the team's track record in crypto (Banxa, Apollo Capital)

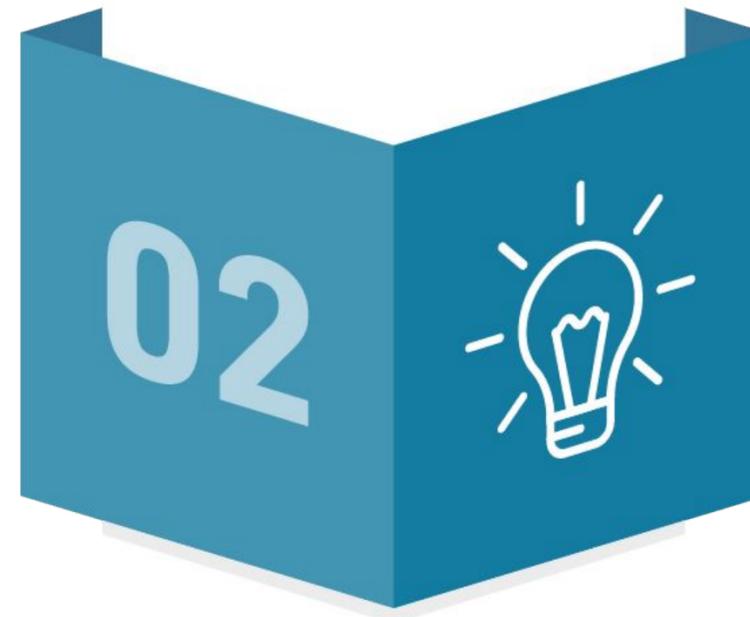


Access knowledge and assets across its unique crypto ecosystem to maximise opportunities

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 	Hardware 	
Data Tools 	Payment 	Hardware
Cross-Chain 		

Digital Resource

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

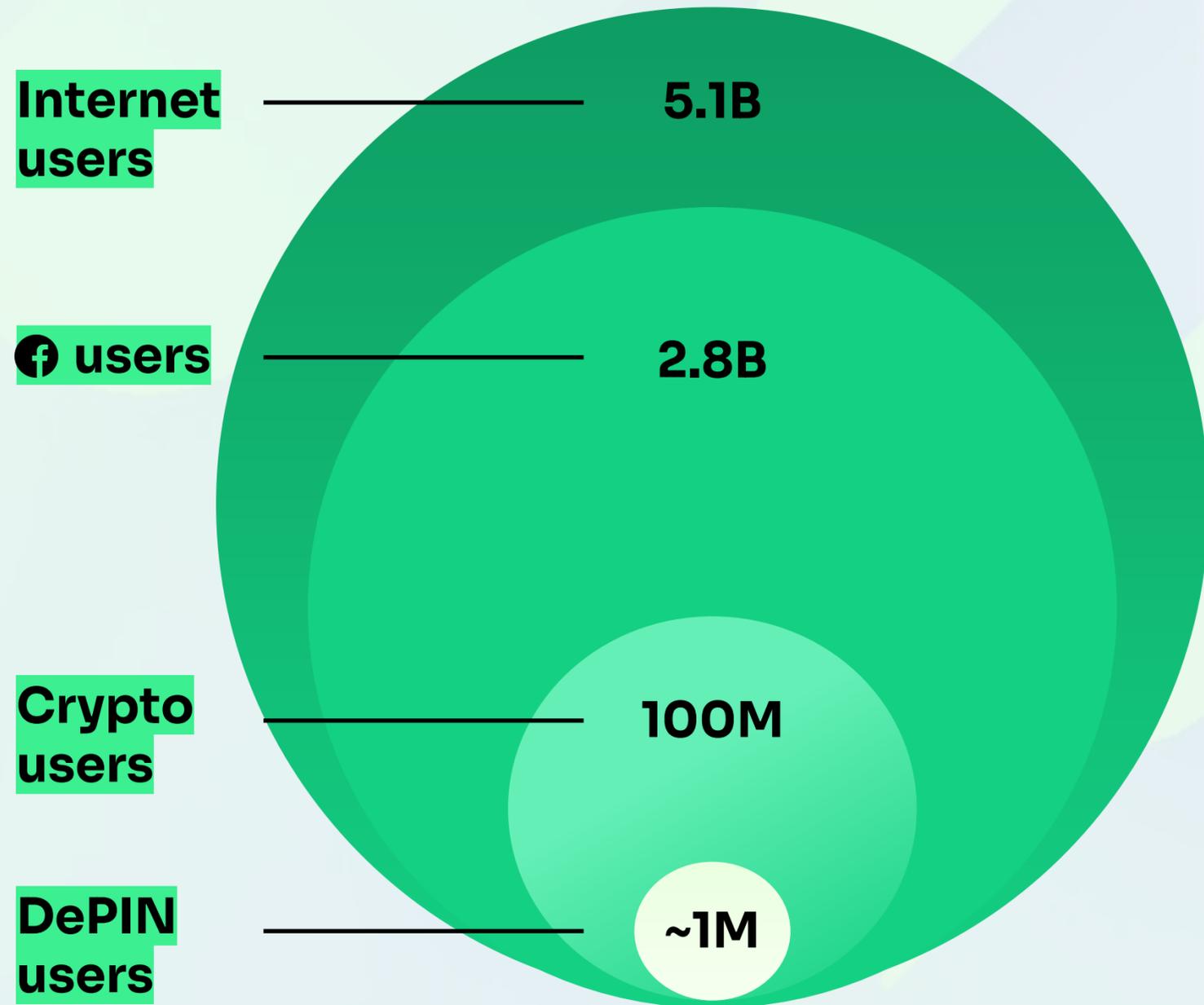
Hivello aggregates multiple DePIN nodes into a single Web2.0 console

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 of node metrics and a table of installed nodes.

Version	Docker	Uptime	30 Day Earnings
V0.1.18	Running <input checked="" type="checkbox"/>	Up 3 days	0.1528

Name	Status	Actions	Earnings
Hivello Node	Running <input checked="" type="checkbox"/>	Uninstall Stop	
Mysterium dVPN	Installed and running	Reinstall Uninstall Stop Restart	24h: 0.0026 7d: 0.0259 30d: 0.1528

AN andrew+te... Logout

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

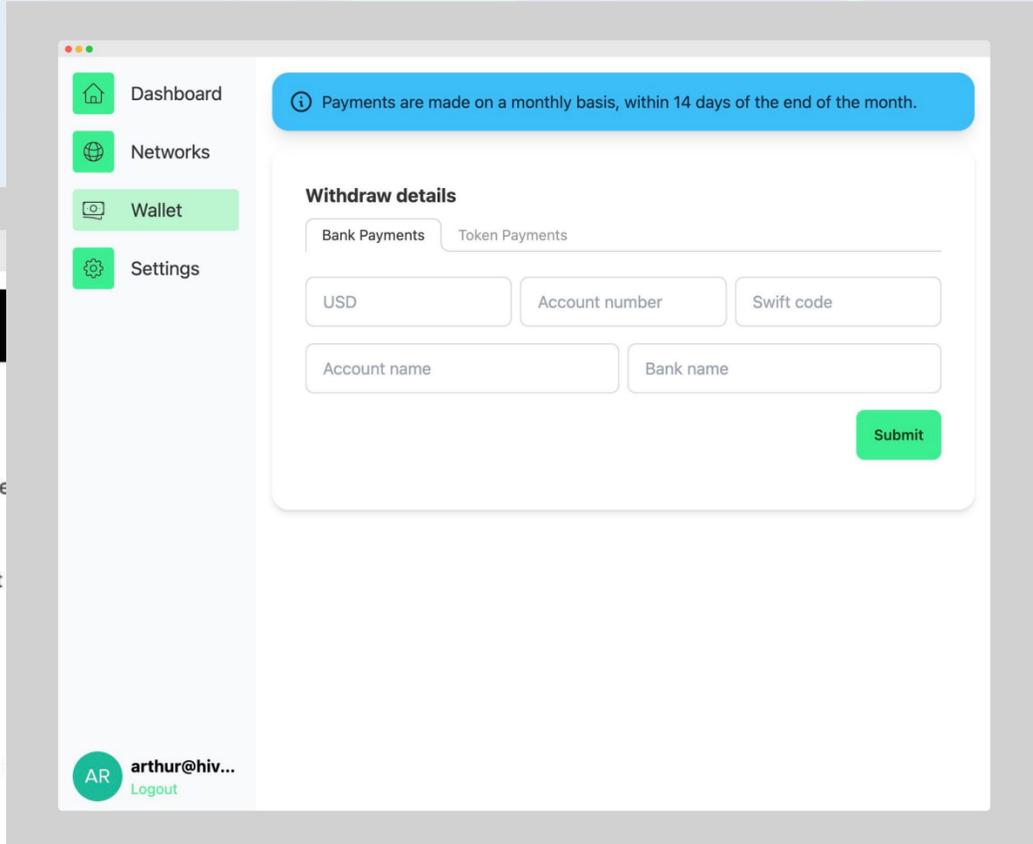
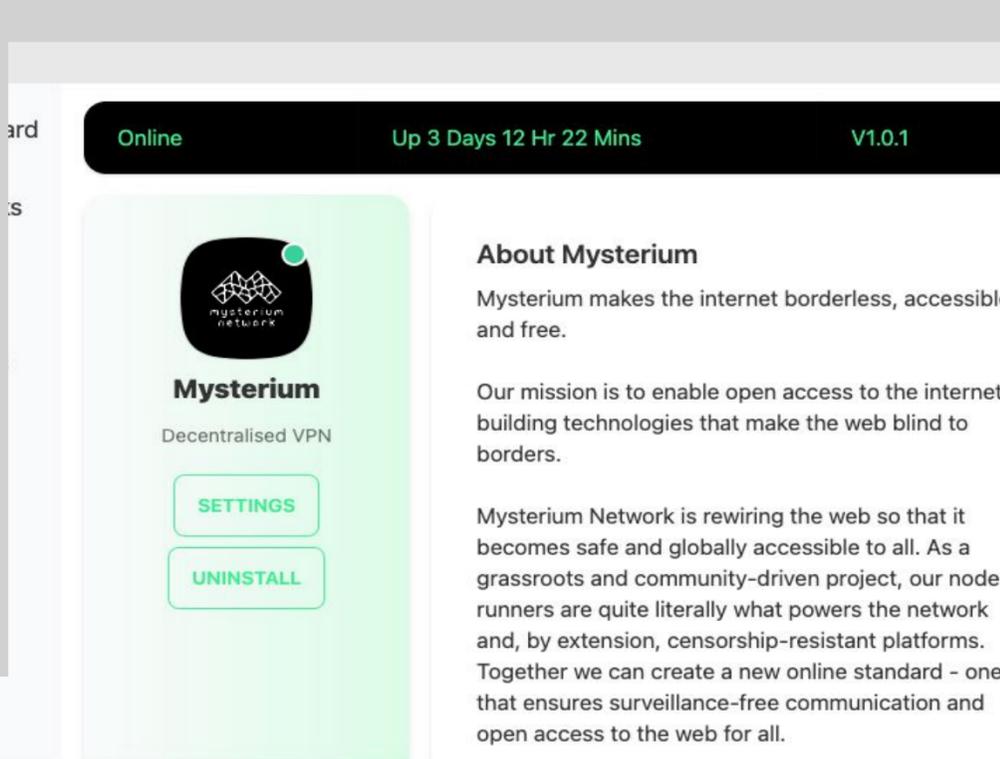
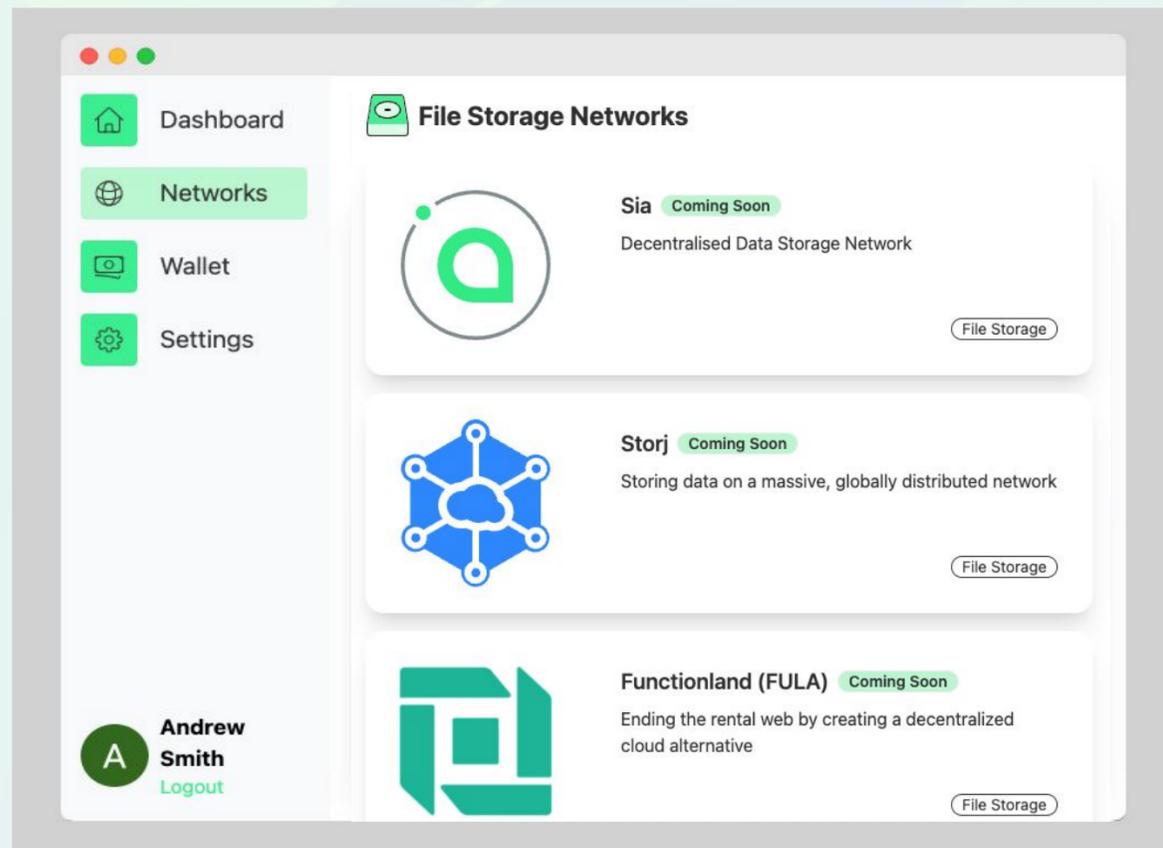
Over time Hivello will personalise each customer's DePIN chains they are running in order to maximise ROI

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 three network cards: 'Mysterium' (NEW), 'Sia' (Coming Soon), and 'Storj' (Coming Soon). A 'dVPN' button is located at the top right, and a 'File Storage' button is at the bottom right. A user profile 'andrew+te...' with a 'Logout' link is visible in the bottom left.

Manages the rewards on multiple L1 & L2 chains and converts to fiat (if requested).

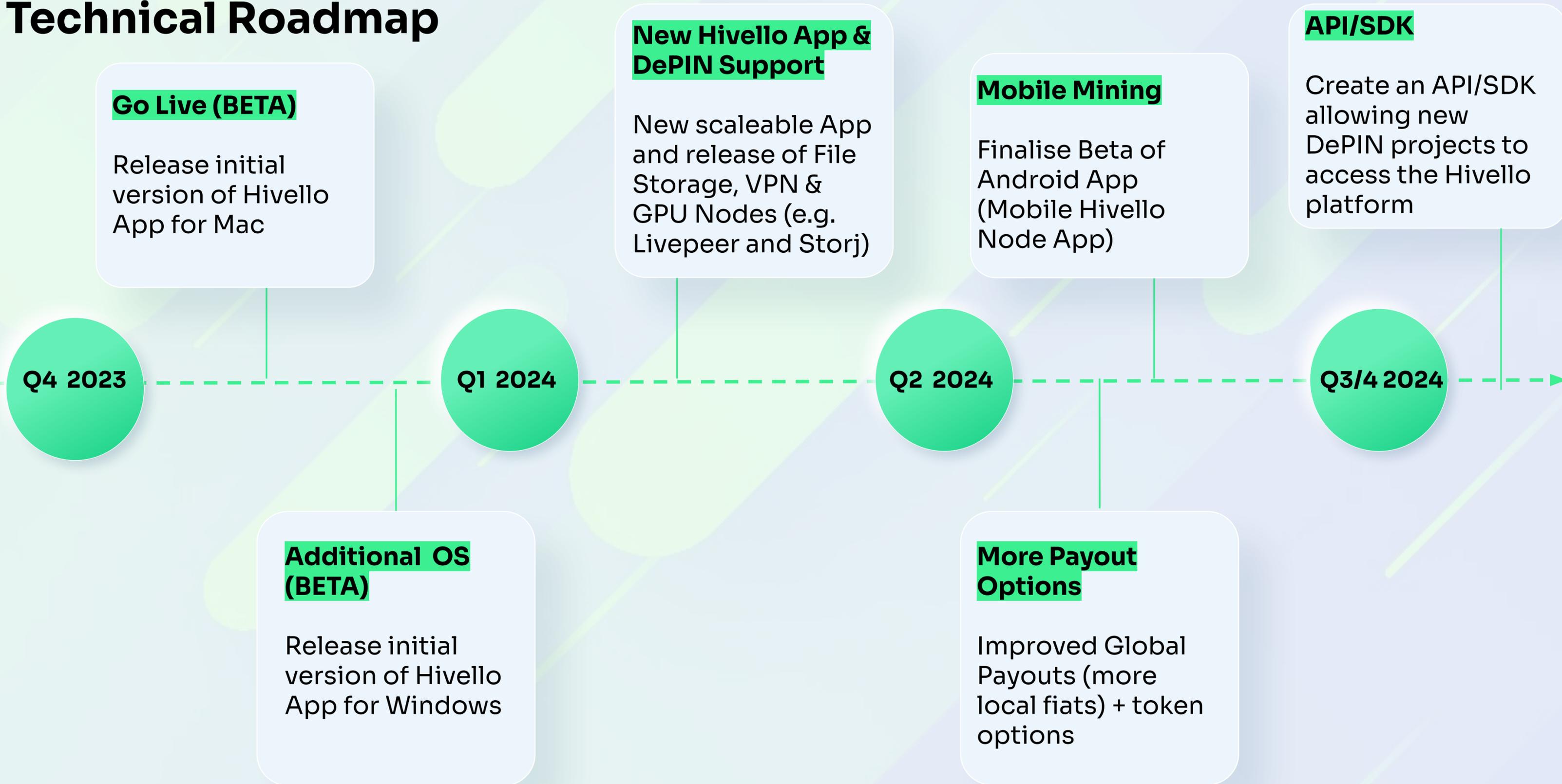
Onboards by generating wallets, swapping tokens, paying gas fees, all without any user intervention.

Segregated and containerized nodes running below the host OS, for extra security.

Generates & manages public & private keys.

User registration and management in a familiar format.

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

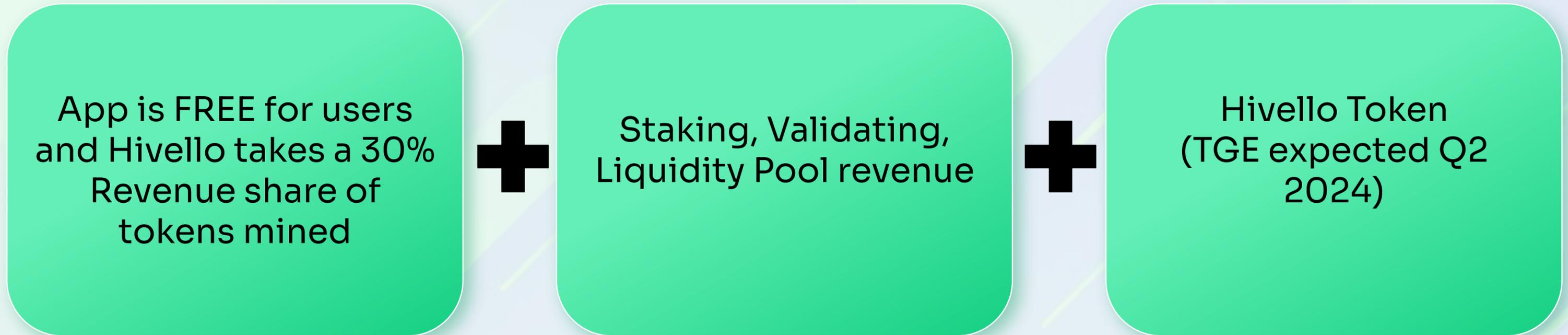
DePIN Protocols/Projects

- **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

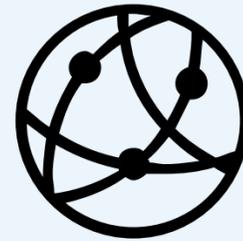


Funding the Growth Plan

Raising USD\$1m-

Application of Funds

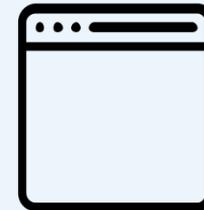
40%



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
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- Cash out any time or build a diversified crypto portfolio from passive income

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