



A Record-breaking
2021

From the Founder's Desk

2021 was another bullish year for the digital assets industry. Many coins and tokens reached their all-time highs on the back of sophisticated Layer 1 protocols supporting an explosion of innovative DeFi applications attracting sizable investments from financial institutions, VC funds, corporations, HNWIs, and the broader digital assets ecosystem. It was also the year of the NFT revolution with markets generating over \$23 billion in trading volume, fuelled by high-profile releases such as BAYC and its mutant offspring, Beeple's Everydays: The First 5000 Days, NBA Top Shots, the revival of the OG CryptoPunks on the secondary market, and mainstream brands and celebrities like Sotheby's, Nike, Adidas, Atari, Shaquille O'Neal and Snoop Dogg stepping into the metaverse.

At Hex Trust, the past 12 months have been an exciting and wild ride. We closed two fundraising rounds, welcoming a broad range of top-notch global investors as some of our closest partners. Our client base now totals more than 170 customers who all count on Hex Trust to safekeep over \$5 billion in assets under custody. And the team that made it all happen increased with 70 new staff across our Hong Kong, Singapore, and Vietnam offices.

As large traditional VCs get more comfortable with investing in digital assets, 2022 could be the year that more investors with even deeper-pockets fill up their bags. Regulations will come into effect that limit the industry, while other jurisdictions will provide increased clarity and support in a bid to attract digital asset companies and emerge as the next global financial centre. Any moves by additional countries to adopt cryptocurrency as legal tender will only gain the momentum of traditional finance integrating with the digital assets ecosystem. Lastly, the utility for NFTs will extend further across GameFi projects launched in the metaverse and DeFi applications as, for example, representations of financial positions in smart contracts which then become transferable and available for trading on NFT marketplaces.

All in all, 2021 was a pivotal year made possible by our friends, partners, and clients, and I look forward to making 2022 even bigger, together. Not just for Hex Trust, but the entire digital assets ecosystem as a whole. It truly is a collective effort and it's a privilege to be part of this revolution.

Alessio Quaglini,
CEO & Co-founder



2021 in Numbers

The numbers don't lie - 2021 was a year of huge growth for Hex Trust.



Funding:

6M
Series A

10M
Additional funding



Pioneers

- CMS license from the Monetary Authority of Singapore
- NFT custody service
- Custody for Security tokens
- Best Custody Specialist, Digital Assets Award
- JV with Animoca Brands: Institutional Wallets for GameFi

New Services Launched in 2021

4
/
12

NFT Safe

Manage your historical artwork, digital land, in-game assets and tokenized real-world assets with a dedicated NFT dashboard, protected by Hex Trust

DeFi & Staking

Connect to the industry's leading DeFi platforms to activate your idle digital assets across staking, delegating, wrapping & governance applications

Brokerage & Trading

Leverage experienced traders combined with market-leading security across deep liquidity pools of global exchanges and OTC desks covering a wide range of digital assets.

Financing & Structuring

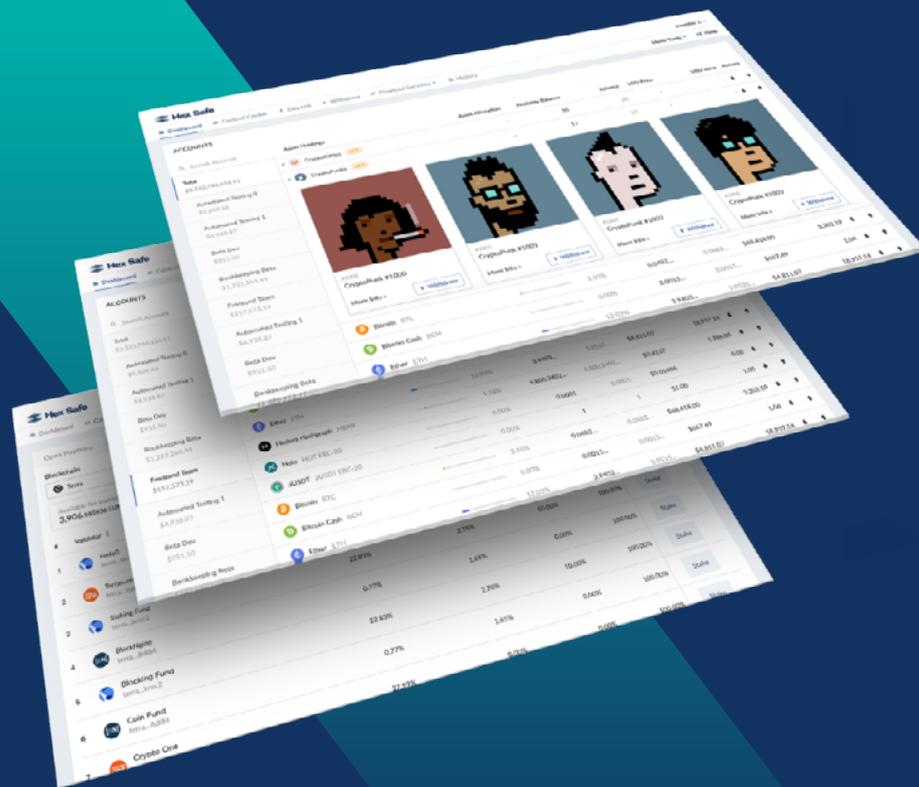
Generate better digital asset returns with tailored financing and structured solutions that offer the right risk/return profile

hextrust.com

Year in Review

2021

HexTrust



New Partnerships

5 / 12



AAVE is an open-source and non-custodial liquidity protocol for earning interest on deposits and borrowing digital assets. Hex Trust has integrated Aave, stkAAVE, and aTokens into its institutional-grade custody platform, Hex Safe™. Hex Trust is also integrating the Aave Protocol within its new DeFi module.



Algorand is a high-performance next-generation blockchain that is secure, scalable and decentralized in equal strengths. Hex Trust has partnered with Algorand to bring the Algo token and tokens built using the Algorand ASA standard onto the Hex Safe™ custody platform.



Anchor is a decentralized savings protocol on the Terra blockchain which targets a yield of 20% for UST (Terra's USD stablecoin) depositors. Hex Trust has integrated the Anchor Savings platform, providing secure access for Hex Safe™ customers.



Animoca Brands, the company driving digital property rights to help build the open metaverse, and Hex Trust have formed a joint venture to provide institutional digital asset wallets and financial services for GameFi.



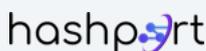
Chainalysis is a blockchain analysis company and has partnered with Hex Trust to provide a compliance-focused custody solution for financial institutions. Hex Trust has integrated Chainalysis KYT (Know Your Transaction), the compliance solution, for real-time transaction monitoring, and Chainalysis Reactor, the investigative tool, for enhanced due diligence.



Clearpool is a decentralized capital markets ecosystem focused on institutional lending and credit markets. As their partner, Hex Trust provides custody services to their participants as well as compliance services, such as KYC, identity verification and transaction monitoring services.



Convergence is the first AMM to make private assets interchangeable in the DeFi space by turning them into fractionalized NFTs in a single easy-to-use interface, composable with other DeFi protocols. Hex Trust has partnered with Convergence to provide them with secure and fully licensed custody for their NFTs.



hashport is an interoperability solution (portal) developed by Limechain and BCW Technologies. Hex Trust has partnered with hashport to enable greater interoperability across prominent blockchain systems and has also joined as a key validator of security & safety of the protocol.



Hedera Hashgraph is the most used, sustainable, enterprise-grade public ledger for the decentralized economy. Hex Trust has integrated the Hedera network and the Hedera Token Service (HTS) standard into Hex Safe, enabling support for HBAR (Hedera network's native cryptocurrency) and all HTS issuances on the protocol including TOKO.



Klaytn is a service-centric blockchain platform providing an intuitive development environment and friendly end-user experience. Hex Trust has partnered with Klaytn Foundation to provide the scalability and performance required for the mass adoption of digital assets, meaning our customers can now safely custody the Klaytn protocol's native token KLAY with Hex Safe™.



PARSIQ is a blockchain monitoring and event tracking service provider. PARSIQ has appointed Hex Trust as its custodian for their digital assets and treasury reserves, providing support for the protocol's native PRQ token.



Qredo is a provider of a radical new blockchain-based infrastructure for digital assets. Hex Trust has partnered with Qredo Network to offer a new licensed custody service that includes Qredo's decentralized MPC custody, seamless cross-chain trading and Layer 2 settlement.



Hex Trust joined the tzBTC ecosystem as keyholders, allowing users and applications to directly transact Bitcoin on the Tezos blockchain, bringing BTC's liquidity to the Tezos ecosystem and enabling novel financial use-cases on-chain.



TOKO, the digital asset creation engine empowering value creation, and Hex Trust, Asia's leading digital asset custodian, completed one of Asia's first tokenisations of private debt on the Hedera enterprise-grade public ledger. The debt was issued by Calcite Limited, a Hong Kong private company with American and European shareholders, and legal advice was provided by DLA Piper.



Union Bank of the Philippines partnered with Hex Trust to pilot its digital asset custody service. The collaboration started with Hex Trust providing digital asset custody as an internal service for UnionBank employees to prepare for the next stage – a fully commercialized digital asset custody service for the bank's customers.



Wrapped.com is a provider of cross-chain wrapped assets, now supporting Wrapped XRP (wXRP) on the Ethereum blockchain in collaboration with Hex Trust. Users will be able to use Wrapped XRP (wXRP), a digital asset backed 1:1 by XRP securely placed into custody with Hex Trust, throughout Ethereum's vast and well-developed defi ecosystem.

Hex Trust in the Media



Hex Trust Launches Licensed Custody Service for NFTs

With NFT collectibles now fetching prices in the millions of dollars, the firm said owners need a custody service.

Mar 3, 2021 By Tanzeel Akhtar



Hex Trust Raises \$6M in Series A Led by QBN Capital

The investment, Hex Trust says, will allow the company to hire "key talents" based in Hong Kong and Singapore.

Mar 29, 2021 By Sebastian Sinclair



Hong Kong's Digital Assets Industry Needs Custodian Rules

Interest in digital assets exists, especially for institutional investors in the City, but clear regulations need to be established around custody, says Hex Trust CEO

June 13, 2021 By Sam Reynolds



Hong Kong's Cyberport invests in digital asset custodian Hex Trust

Hex Trust, a Hong Kong-based digital asset custodian, today announced that it has secured investment from Cyberport, a technology incubator project backed by the Hong Kong government.

June 30, 2021 By Michelle Lim



Crypto Custodian Hex Trust Secures Key Singapore License

Digital asset custodian Hex Trust has obtained a key license from the Monetary Authority of Singapore.

August 31, 2021 By Joanna Ossinger



Crypto Custodian Hex Trust Raises \$10M in Latest Investment Round Led by Animoca Brands

The capital will go toward expansion efforts, security and market infrastructure of the Hex Safe custodial platform.

Oct 5, 2021 By Sebastian Sinclair



Hex Trust Integrates Hedera Hashgraph into custody platform

Hong Kong-based digital asset custodian Hex Trust has integrated enterprise-grade public blockchain network Hedera Hashgraph into its Hex Safe custody platform, the company announced today.

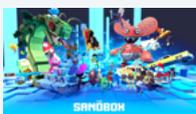
Oct 12, 2021 By Michelle Lim



XRP Gets Wrapped by Tokensoft in Partnership with Hex Trust for Ethereum DeFi Debut

The XRP network still appears to be innovating despite its regulatory woes.

Nov 03, 2021 Zhiyuan Sun



Animoca Brands and Hex Trust Partner to Provide Institutional-Grade Wallets for GameFi

Hex Trust will offer financial services to users of Animoca Brands' ecosystem.

Nov 25, 2021 By Eliza Gkritsi

asset servicing times

Bloomberg

coindesk

CoinPasar

THE COINTELEGRAPH
future of money

CROWDFUND INSIDER

CRYPTOSLATE

Decrypt

DIGFIN

THE BLOCK · Research

forkast.news

FINTECH
fintechnews.hk

Global Custodian

香港銀行學會
The Hong Kong Institute of Bankers

institutionalassetmanager

South China Morning Post

TECHINASIA

THE Asset 財資

The Standard 英文虎報

Hex Trust In the Community

- 8 / 12
- Jan 14 **Asian Financial Forum (AFF)**
- Jan 21 **Asia WealthTech Forum:** Innovation Showcase w/ Calvin Shen
- Feb 26-28 **HK Blockchain Hackathon:** Hex Trust w/ MIT HK Innovation Node
- 
- Mar 19 **CoinScrum Podcast:** Institutional Adoption in APAC with Hex Trust and the Algorand Foundation
- Mar 30 **Greater Bay Area Blockchain Week 2021:** Setting Up Crypto Hedge funds and Crypto Venture Funds
- Apr 19 **Willow Discussion:** Crypto integration with traditional financial
- Apr 21 **Token City Panel Discussion:** Trust in the digital asset ecosystem institutions
- Apr 30 **Forkast Interview:** Why more big investors are now seeking interest and yields in DeFi
- May 10 **IBM's Think 2022 - Is your CFO Afraid of Bitcoin?**
- Jun 9 **Bitcoin Miami 2021**
- 
- Jun 12 **Defi & NFT Summit Taiwan 2021**
- 
- Jul 23 **Future of Blockchain** w/ Hex Trust, Willow, Blockchain Capital & SuperWorld
- Sep 1 **UBS:** Growth Entrepreneur Network panel discussion
- Sep 6 **AWS Startup Day:** The impact of technology
- Sep 8 **Citi Macro Conference:** Key themes for H2 2021
- Sep 29 **R3's CordaCon 2021:** Digital Asset Custody: The Keys to Unlocking
- Oct 11 **Citi:** Securities Services Evolution whitepaper
- Oct 12 **The Asset 16th Philippine Summit:** In transition to a new economy
- Nov 2-3 **Cyberport HKVC Forum 2021:** w/ Philea Chima (QBN Capital)
- Nov 9 **Future of Finance:** Interview with Alessio Quaglini
- Dec 1 **Thinking Crypto Interview** w/ Alessio Quaglini (Hex Trust) & Robert Alcorn (Clearpool)

Thought Leadership Articles

This year, we wanted to take a step towards sparking intriguing discussions through sharing ideas, knowledge and opinions.

In 2021, we talked about:

Getting Customer Success Right In The Digital Asset Era

Written by Giorgia Pellizzari

- Customer Success is all about helping customers achieve their goals through your products and services. Sounds easy enough. But what if you work in possibly the fastest-moving, most unpredictable, yet incredibly attractive industry out there? What if you operate in a space where a tweet can make or break the market overnight? Yes, we are talking about Digital Assets, and the challenge to achieve customer success here is real.
- The answer is not only in bridging the gap between your customer's expected and actual experience, but also understanding what they need even before they know it, and thus, doing beyond what they expect. Believe it or not, customers notice the organizations that go the extra mile for them and it's how you win the customer experience war in the digital asset space.

[Read more](#)

Ethereum 2.0 & The London Hard Fork

Written by Sam Ameen

- In the history of blockchain, Ethereum 2.0 is the most highly anticipated upgrade and also the most delayed upgrade. In a short time, developers are expected to roll-out PoS and migrate both users and applications to the new Ethereum 2.0 network. Switching from a PoW to a PoS system has never occurred in any blockchain of Ethereum's scale.
- The question remains how and when the current Ethereum blockchain will be merged into Ethereum 2.0. Considering the distinctive design of Ethereum 2.0 as a separate and parallel network to the original Ethereum blockchain, investors and traders may see the creation of absolutely new digital assets. These digital assets will likely be tokenized representations of the work and returns of validators in the new PoS system.

[Read more](#)

Recognising the Familiar in a Financial Paradigm Shift

Written by Colin Brooks

- In the 1990s there was frantic activity in Asia as one market after another opened up to allow investment by foreign investors. Whilst much of the traditional fund management world treated the new markets with a degree of scepticism, the more pioneering were driving their global custodians to provide them access. Today we are seeing a huge uptick in the digital asset markets and once again it's the more adventurous asset managers who want to offer new asset classes to their clients, pushing their global custodians to provide access.
- The global custodians in turn are looking to expert digital custody service providers such as Hex Trust to offer insights and advice to how they can navigate this new environment, just as they turned to experts with local knowledge in the Asia markets some years ago. I am highly confident that digital assets will become part of the mainstream asset management industry. For me the question is not whether it will happen, but rather how long it will take. I suspect it will be less than 30 years. Perhaps not even 3.

[Read more](#)

3 Themes Driving the Institutional Adoption of Digital Assets

Written by Calvin Shen

- The digital asset market is valued at around \$2 trillion with clear indications that institutional investors have now officially entered the market. We have transitioned from hesitant discussions amongst family offices and trillion dollar asset managers to soaring demand for tailor-made investment products and easy access to custody, financing and brokerage services built on regulated infrastructure.
- Many of the barriers that once held institutional adoption back have fallen. The digital asset market is now equipped with institutional-grade custody and infrastructure providers, regulatory frameworks that provide a greater degree of clarity, and a growing Decentralized Finance (DeFi) ecosystem that innovates at an incredible pace. Against the backdrop of macroeconomic and geopolitical dynamics, these factors have accelerated the take-up of digital assets as institutional investors explore opportunities to generate alpha.

[Read more](#)

The Fixed Income Digital Assets Revolution

Written by Dario Capodici

- The traditional equity market worldwide is valued at around \$37.69 trillion USD, far behind Fixed Income valued at \$119 trillion USD. Applying the same ratio to the digital assets investment landscape, it can be expected that Fixed Income covering digital assets could reach a total market value of \$7.16 trillion USD, based on the current \$2.27 trillion USD market capitalization for digital currencies. It would grow the digital asset industry exponentially, making it an undeniable force in the global financial services industry.
- There is no doubt that digital assets represent the future: the more the technical aspects will become accessible, the faster the revolution will happen. The speeds of new blockchains being created and developed do require operational flexibility and technological knowledge that only digital native institutions can achieve.

[Read more](#)

The Metaversal Future: A Trillion Dollar Opportunity

Written by Joe Caselin

- Bringing the metaverse to life could be a market opportunity worth over \$1 trillion. It's an ambitious number when you consider the total market cap of the leading Web 3.0 metaverse projects is currently at \$27.5 billion. But as the wider gaming sector worth \$2 trillion starts tapping in, and Web 2.0 companies make their moves in a bid to stay relevant, plus the number of daily active users keeps rising next year as more metaversal worlds come online, a total addressable market worth \$1 trillion seems entirely possible – or more like a floor price.
- That's because the metaverse is like nothing else we've built before. The metaverse where players have easy access to P2E games, creator economies rooted in NFTs for in-game assets across multiple worlds, combined with a DeFi component, is the true killer-app we've been waiting for. Getting this right means opening up the wider crypto world to an even bigger, mainstream market, and it's one of the reasons Hex Trust entered into a JV with Animoca Brands.

[Read more](#)

Our Team

Reached
80+ employees with
15+ nationalities!



12 company wide gatherings in 2021



Team building
workshops



Opened
Vietnam
office



Opened
Singapore office



Interested in joining the team?

[See Job Openings](#)



Asia's Leading Digital Asset Custodian

Contact us to learn more about our services,
schedule a demo, or explore a partnership.
enquiries@hextrust.com

