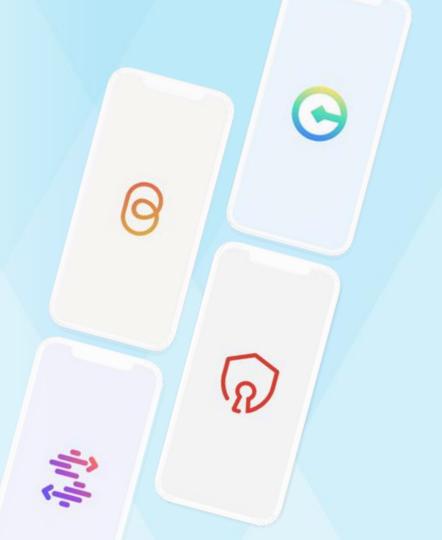


**Investor Presentation** 

TSX:WNDR | OTCQB:WONDF



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Forward-looking statements and information are based on our management's current estimates, beliefs and assumptions, which are based on management's perception of historic trends, current conditions and expected future developments, as well as other factors management believes are appropriate in the circumstances. Although we believe that the plans, intentions, expectations, assumptions and strategies reflected in these forward-looking statements and information are reasonable, these statements and information relate to future events or our future financial performance, and involve known and unknown risks, uncertainties and other factors that may cause our actual results to be materially different from any future results expressed or implied by these forward-looking statements and information. Potential investors are cautioned against placing undue reliance on these statements since prior results are not necessarily indicative of future performance and actual results may vary.

In respect of the forward-boking statements and information concerning the estimated benefits of the business combination transaction among the Company, Coinsquare Ltd., and CoinSmart Financial Inc. (the "Transaction"), the Company has provided statements and information related to such in reliance on certain assumptions that the Company believes are reasonable at this time as a result of the Transaction, including assumptions as to: the benefits to be realized by the Company; opportunities for the Company's growth; the Company gaining a global presence; the Company's exposure to international investors and the liquidity of the Company's securities; the ability of the Company to meet applicable quantitative and qualitative requirements with respect thereto; the relative stability of material governments and regulatory outlooks; risks associated with the geographic markets in which the Company may operate; and economic factors and market conditions generally.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which are, in some cases, beyond our control and which could materially affect our results. In particular, anticipated, events, projections, products, strategies and/or other initiatives, the anticipated release, launch, and/or commercialization hereof, are subject to a number of conditions which are generally typical for such launches or commercializations of product, strategy or initiative including regulatory approval, shareholder approval, market conditions, and financial results.



### WonderFi

owns, operates, incubates and invests across the global digital asset ecosystem.

Our mission is to empower secure and accessible digital experiences through our market-leading brands.





Registered Canadian crypto trading marketplace with one of the largest selections of coins and the largest regulated crypto staking offering

### coinsquare

First crypto-native investment dealer and marketplace to become a CIRO member firm with crypto trading and regulated crypto staking



The easiest way for businesses to send and receive crypto payments across the globe

1.6 Million+ Users Across All Brands \*

Over \$1.5 Billion Assets Under Custody



### **Three Reasons To Invest**

#### WonderFi provides investors diversified exposure across the global digital asset ecosystem

### Owner Of Market Leading Businesses

Regulated crypto trading and staking platforms (**Bitbuy and Coinsquare**), B2B Crypto Payments (**SmartPay**) + 37% ownership in Tetra Trust

# Significant Near-Term Catalysts

Significant tailwinds in the crypto industry. Growth opportunities and a track record of successful M&A.

# Diversified Revenue Streams

\$13M~ in Q4 2023 revenue across retail and institutional trading, staking and B2B crypto payments.



## **Diversified Exposure Across the Digital Asset Ecosystem**

Business Vertical	WonderFi's Market Position	WonderFi Platforms	
1. Retail	WonderFi owns and operates <b>two of Canada's flagship brands</b> leading the retail segment, consistently delivering both staking services and CIRO-regulated trading.		
2. Institutional	White glove service with dedicated Registered Account Reps. Providing high net worth, corporate and institutional clients with competitive <b>pricing &amp; execution</b> .	<u> </u>	
3. Crypto Payments	SmartPay is the easiest way for businesses (and their customers) to <b>send and accept crypto payments</b> . Instantly convert your Crypto to fiat with same day payouts wired to your bank account.		



## **Diversified Exposure Across the Digital Asset Ecosystem**

Business Vertical	WonderFi's Market Position	WonderFi Platforms	
4. Staking	<b>Two Crypto-native platforms offering regulated staking</b> - a product that provides predictable revenue and increased user retention. The total dollar value of assets staked on the Bitbuy & Coinsquare <b>exceeds \$80M</b> as of March 6th, 2024.	<u>©</u>	
5. Custody	<b>WonderFi is the largest shareholder (37%) in Tetra Trust</b> , Canada's only regulated crypto custodian, specifically licensed to safeguard digital assets.	(p)	
6. Investing	WonderFi actively participates in crypto industry investment opportunities and recently generated \$6.7M of profit from Solana to be recognized in Q4 2023.	**	

# **Revenue Profile**



coinsquare

Retail Trades: 0.1% - 3.85% commission

OTC Trades: 0.1% - 1.2% commission

1-2% commission on CAD withdrawals

25% commission on staking rewards paid by protocols

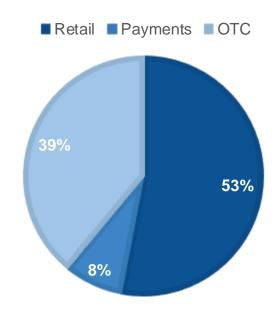
Fixed fee on crypto withdrawals



0.8% on payment transaction volume



Investment & interest income



<sup>\*</sup>commissions subject to change based on size of trade, client profile, market conditions, blockchain transaction costs and other factors. Pie chart is illustrative of 03 2023 numbers.



### **Crypto In Canada**



Canada's crypto landscape has seen remarkable growth, both in adoption and regulation

13% of Canadians own a crypto asset with that number expected to grow

Large international platforms have left Canada in recent years

WonderFi has consolidated 5 of the 11 regulated platforms In Canada

**54%** 

of Canadians are familiar with the basics of crypto-assets

48%

of Canadian crypto owners use an exchange or trading platform to store their crypto



### **Beyond Canada: International Expansion**

WonderFi has the playbook to build successful regulated crypto businesses, and will focus on expanding internationally in 2024

**Strong Marketing:** High impact partnerships, affiliate marketing, and high performing paid acquisition channels.

**Regulatory Success:** WonderFi has worked closely with regulators in Canada to push the industry forward, and will do the same internationally.

**Tech Ready:** Ability to launch trading, staking and payments quickly with tested and ready tech

**Existing International Footprint:** SmartPay B2B crypto payments is already a strong performing international business.





### **Catalysts For Industry Growth**

### The tides are turning in the crypto industry, and WonderFi is poised to take advantage

# XRP Wins Lawsuit Vs. SEC

On July 13, 2023 it was ruled XRP tokens on exchanges and through algorithms did not constitute investment contracts, the U.S. District Court of the Southern District of New York

### **Bitcoin ETF Approval**

The SEC approved 11 spot Bitcoin ETF's in the US on January 10th. Trading volumes on those ETF's were over 9 Billion USD in the first week.

### **Bitcoin Halving 2024**

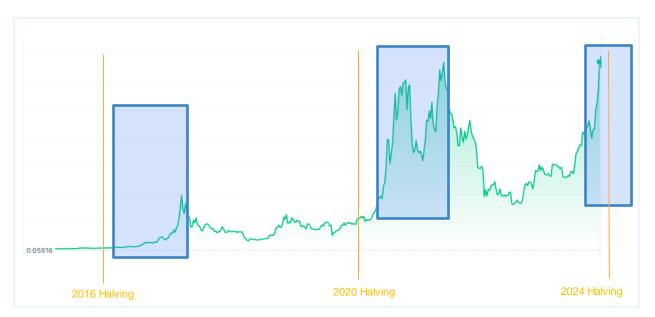
The next Bitcoin Halving event is scheduled for mid April 2024.
Historically Bitcoin halvings have preceded times of explosive growth in BTC price and industry advancement

### Move To Regulation

More regulatory clarity has elevated regulated platforms after high-profile unregulated platforms have left the market



### **Bitcoin Halving & Global Crypto Market Cap**



#### 2017-2018 Bull Run:

- Bitcoin high of nearly USD \$20,000.
- Increased public interest and media attention.

#### 2020-2021 Bull Run:

- Bitcoin all-time high of USD \$69,000.
- Characterized by substantial institutional adoption and investment in cryptocurrencies.

The last two major bull runs followed the 2016 and 2020 Bitcoin halving events

The next Bitcoin halving is expected in April of 2024.

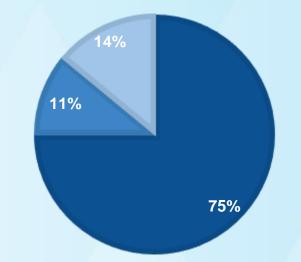


Common Shares:	650,886,214		
RSU's:	5,868,712		
Options*:	15,988,194		
Warrants**:	50,082,334		
Fully Diluted:	725,367,103		
Daily Trading Volume (30 day Average)***:	2,748,915		
Cash & Crypto ***:	\$37.4M CAD		
Investments ***:	\$15.7M CAD		

<sup>\*</sup> Options: Average strike price of \$0.26 **(\$5M total proceeds)**, lowest strike price of \$0.15 \*\* Warrants: Average strike price of \$1.52 **(\$76.9M total proceeds)**, lowest strike price of \$0.30 \*\*\* As of Jan 1, 2023

### **OWNERSHIP**













## **Public Company Comparables**

#### Enterprise Value / Sales Ratio

Comparable companies	Market cap (\$MM)	Enterprise Value (MM)	2023	2024	2025
<b>₩ WonderFi</b>	\$130	\$105	3.8	2.0	1.8
Coinbase Global Inc.	\$31,177	\$29,485	10.0	8.2	8.2
Bakkt Holdings Inc.	\$141	\$206	3.5	2.4	2.3
BIGG Digital Assets Inc	\$74	\$62	10.1	7.5	N/A

Source: Company Filings, Eight Capital, FactSet as of Mar 12, 2024. All figures USD.



### **Investment Highlights**

WonderFi provides investors diversified exposure across the global digital asset ecosystem

Three
Market-Leading
Crypto
Platforms

Strong Balance Sheet Canada's Largest Userbase

Diversified Revenue Streams

Proven Industry Consolidator

Regulated Businesses Poised For International Growth

Economies of Scale



### **Proven Leadership Team**

#### A team with executive experience across tech & finance, with a track record of launching new products in regulated industries



Dean Skurka
CEO
Co-Founder First
Ledger Corp & former
President/CEO of Bitbuy

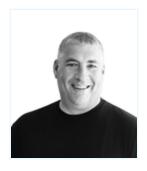


Cong Ly
CTO

Co-Founder of WonderFi,
previously Galaxy
Digital & Hootsuite



Gordon Brocklehurst CFO Former CoinSmart, KPMG & Siamons Canada CFO



Torstein Braaten
CCO
Former BMO & RBC

Executive



CISO

Executive experience at Amazon, Scotiabank & TD

**Andrew** Park



### **Recent News & Operational Updates**

#### **Recent Press Released Updates As Of March 6th:**

- Combined client assets under custody for Bitbuy and Coinsquare exceed \$1.5 Billion.
- Coinsquare staking activity reaches over ~\$11.8M in less than two weeks, increasing the total staked on WonderFi subsidiaries to over \$80M.
- Successful investment generated 61,720 of unrestricted Solana, realized a profit of \$6.7M to be recognized in Q4 2023.

#### **04 2023 Financial Guidance:**

- Revenue in the range of \$12.5 \$13 Million. At the mid-point, this represents an increase of 29% compared to Q3 2023. This reflects increased activity across WonderFi's wholly-owned subsidiaries' business lines, including trading, payments and staking.
- WonderFi expects to generate positive non-adjusted EBITDA and operating earnings on a consolidated basis for the quarter.



# **APPENDIX**

# BITBUY | 100% owned by WonderFi

Bitbuy is one of Canada's leading regulated Crypto Trading Platforms, prioritizing security and customer service. Bitbuy offers trading, staking, and corporate solutions to retail and advanced traders, high-net-worth and institutional clients.



Bitbuy Brand Ambassador Scottie Barnes

Supported Assets
45+

Registered Users 900K+

AUC (Assets Under Custody) \$510M+

**Lifetime Volume** \$7B+

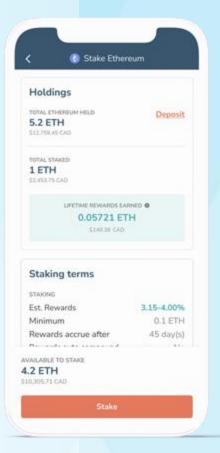
\*As of December 6th 2023

Other Platforms Acquired by WonderFi and Migrated to Bitbuy









# coinsquare | 100% owned by WonderFi

Coinsquare is a leading cryptocurrency trading platform offering trading on mobile, web, or the Coinsquare Wealth OTC desk.

Coinsquare is Canada's first Crypto-native Trading Platform registered as a **CIRO** investment dealer and marketplace member.

**Supported Assets** 45+

**Registered users** 590K

AUC (Assets Under Custody) \$524M+\*

Lifetime Volume \$10B+

\*As of December 6th 2023







Registered with the Ontario Securities Commission as an Investment Dealer and Marketplace





SmartPay offers a seamless solution for businesses to convert high-volume cryptocurrency transactions into fiat currency.

Providing **instant settlements with no chargeback or pricing risk**, it simplifies crypto transactions for the masses, bridging digital assets into the payment industry.

**Operating Since** 2020

Total Transactions
1.4M+

Pay-Ins & Pay-Outs \$246M+ Lifetime Volume \$800M+

\*As of Sept 30, 2023









WonderFi is the single largest shareholder of Tetra with a 37% ownership stake

Redefining the standard for digital asset custody - pioneering secure, regulated, and versatile solutions that adapt to its clients needs. Hot and cold wallet support, and broad digital asset support including NFTs. Canada's first and only trust company licensed to custody digital assets.

Market Share (Canada) 15%

Tokens Supported 5,000+

Assets Under Custody \$1.5B Volume Transacted \$10B+

\*As of latest publicly available information





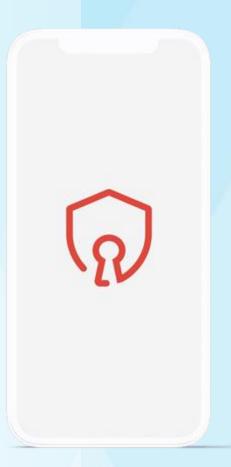
Other investors include:













# **THANK YOU**

For all investor inquiries, please contact: INVEST@WONDER.FI