



PITCH DECK

Exchange Crypto and Fiats **truly instantly.**

PROBLEM

Price is a important concern for 5,000zł+ investors

Speed - cantors are disconnected from the realities of trading and exchanges don't offer quick settlements

No space for immediate cheap exchange of large amounts of cryptocurrencies



SOLUTION

Simple exchange which allow instantly to settle funds.

SAVE MONEY

When need to buy/sell crypto instantly

SAVE TIME

Sell crypto? Funds in your local bank in 15 minutes.
Buy crypto? Crypto in your wallet in 15 minutes. Even in weekend

INSTANT ONBOARDING

No account yet? Ready to go in 5 minutes not days.

MARKET VALIDATION

Simple exchange which allow instantly to settle funds.

COINBASE.COM

30 M + USERS

**SUCKS IN
DEPOSITS & WITHDRAWALS**

8 years and market still don't accept PLN and on-ramp via debit cards..

KRAKEN.COM

4 M + USERS

**SUCKS IN
ONBOARDING**

Support is a charm but on-boarding via email takes few days

MARKET SIZE

**250 BLN\$ /YEARLY
VOLUMEN**

WORD-WIDE MARKET

Based on public data and
coinmarketcap anaysis
(60-80% less then public data)

**30 BLN EUR +
/YEARLY
VOLUMEN**

EUR MARKET

Based on Kraken, Coinbase,
Bitstamp on today 09/05/20

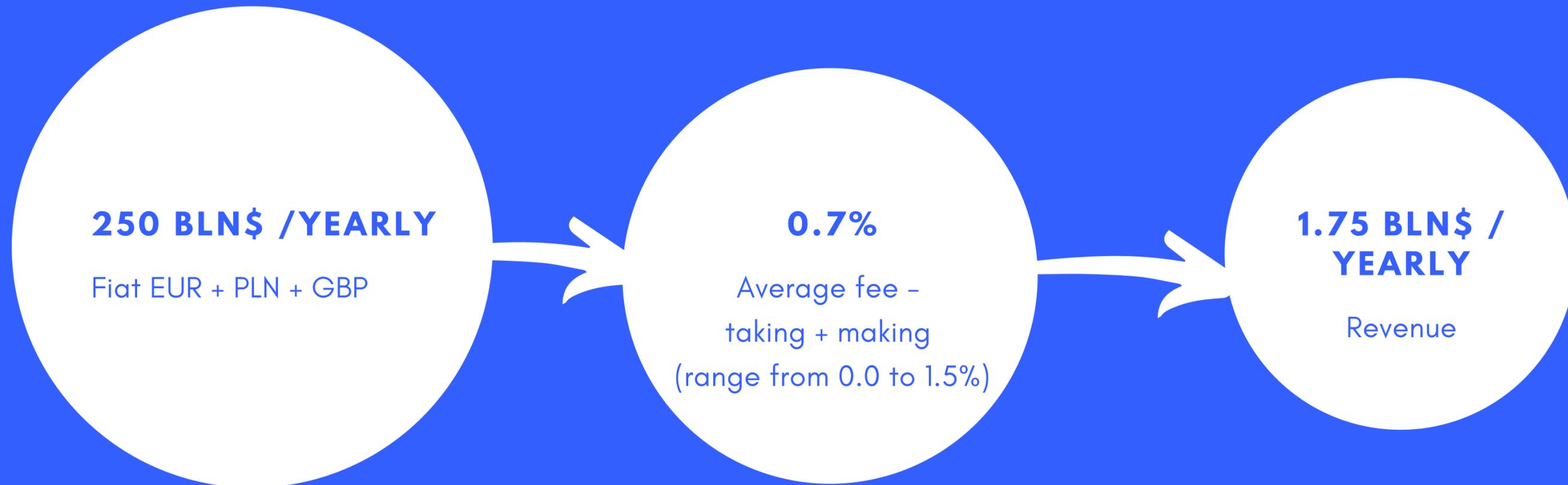
**10 BLN PLN +
/YEARLY
VOLUMEN**

PLN MARKET

Based on our internal
analytics

AND GROWHING EVERY MONTH...

BUSSINESS MODEL



ADOPTION STRATEGY

REFERRALS

25% of traffic comes from referrals, we want to increase that to 60-70%

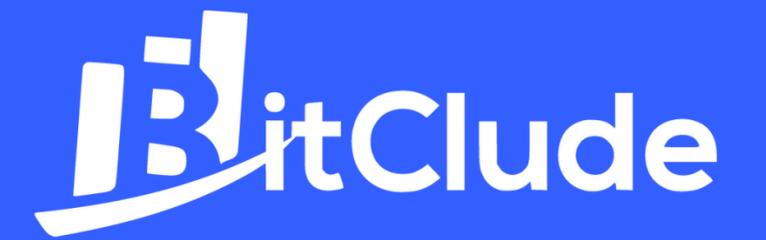
ADS

A lot of traffic now - about 50% comes from banners & ads - fully scale-able. We want to migrate that to 20% and take advantage of referrals. About 15 zł COA - about 85 zł LTV

WOW

A lot of clients experience difference when money comes instantly to their local bank in Saturday at 22:00.

COMPETITION



COMPETITIVE ADVANTAGES

DEPOSITS

Over 20 polish banks accepted instantly. Over 3,800 EU banks ready to go.

WITHDRAWALS

Instant withdrawals to over 25 polish banks and over 1,620 EU banks ready to go.

ON-BOARDING

5'minutes to go. Live - onboarding solution

ONE - TAP CONVERTER

No need to drive thru whole exchange orders to buy or sell crypto

COMPLIANCE FRIENDLY

AML & CFT tested in battle - Small E-Money institution, E-Money Agent pending

TEAM



JAKUB WIERZCHOLSKI

Co-founder / CEO of Bitclude

CEO of KryptoPay – service to allow shop to accept crypto and auto-convert them to fiat currencies – working in 140 countries – exited with 250k PLN.



TOMASZ LIMISZEWSKI

Co-founder / COO of Bitclude

CEO of Gr8 Group – connecting enterprises with financial capital and substantive support from investors, VC funds and business angels – exited with Angellist deal 300k PLN

PRESS



RP.PL

(...) Bitclude will become the first fully legally operating cryptocurrency exchange in Poland (...)



IMPACT

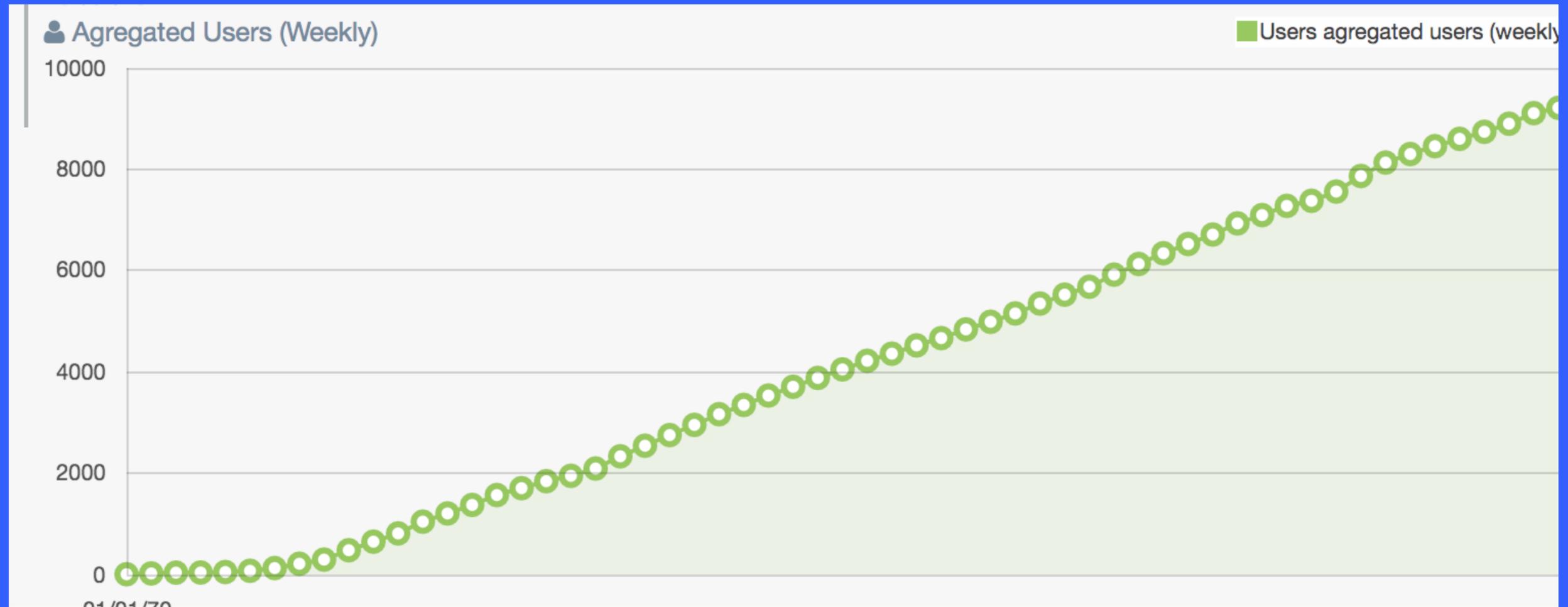
Main stage at Impact Let's Fintech presentation



FINANCEMAGNETES

(...) Bitclude to provide a wide variety of payment services and solutions for Polish clients, including accepting cash deposits and withdrawals. (...)

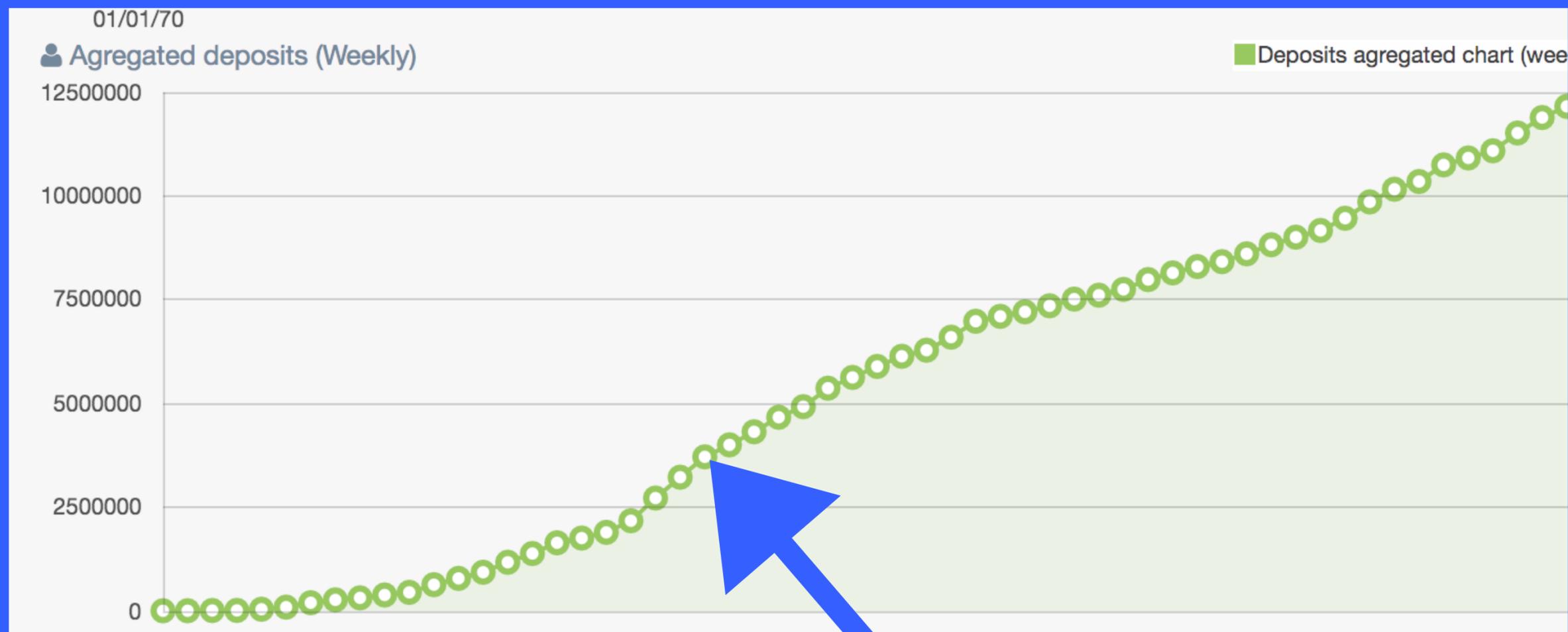
WE DELIVER - USER BASE



WE DELIVER - DEPOSITS



Weekly aggregated deposits



~ 100k fraud (80% portfolio wipe out)

FINANCIAL

We are looking for EU expansion founding to grow in 15 countries simultaneously

500K ZŁ

VC ROUND

Founding which help in speeding EU expansion.

X 8

SPEED

Faster growth of user base



CONTACT

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