



CREDITO E FINANZA 2023 – FINAZIARE LO SVILUPPO E MOBILIZZARE IL RISPARMIO PER IL FUTURO DEL PAESE

WEALTH MANAGEMENT: QUALI NUOVE ASSET CLASS PER IL RISPARMIATORE

Digital asset: sfide e opportunità delle asset class del futuro

March 28th, 2023



Web3

is the third generation of internet services, which adds verification and execution through a token-based economy

Static

The **information** economy

✓ Read

Aol.
yahoo!

Dynamic

The **platform** economy

✓ Read

✓ Write

facebook
YouTube
amazon

Decentralized

The **token** economy

✓ Read

✓ Write

✓ **Verify & execute**



Web3 brings trust to the internet, which has traditionally been an untrusted environment, facilitating frictionless transactions between parties



While Web1 and Web2 have democratized reading and publishing information, **Web3 democratizes ownership** of digital assets and improves alignments of economic incentives



Web3 has the potential to provide a **more open and censorship-resistant version of the internet**, in line with the traditional values of the internet





Digital assets include both, digital currencies & tokens, digital assets' foundation to productize investment offering

Digital assets

Digital currencies



Cryptocurrencies

Traded as medium of exchange with no underlying asset tied to it



CBDCs & stablecoins

Issued by private organizations or central banks pegged to an external source of value



Digital tokens



Utility tokens

Tokens used to power smart contract blockchains



Asset-backed tokens

Tokens that are tied to a specific assets including security tokens, real-world asset tokens and NFTs

Digital assets are still nascent, but on the **brink of taking off**



/INDICATIVE

Today

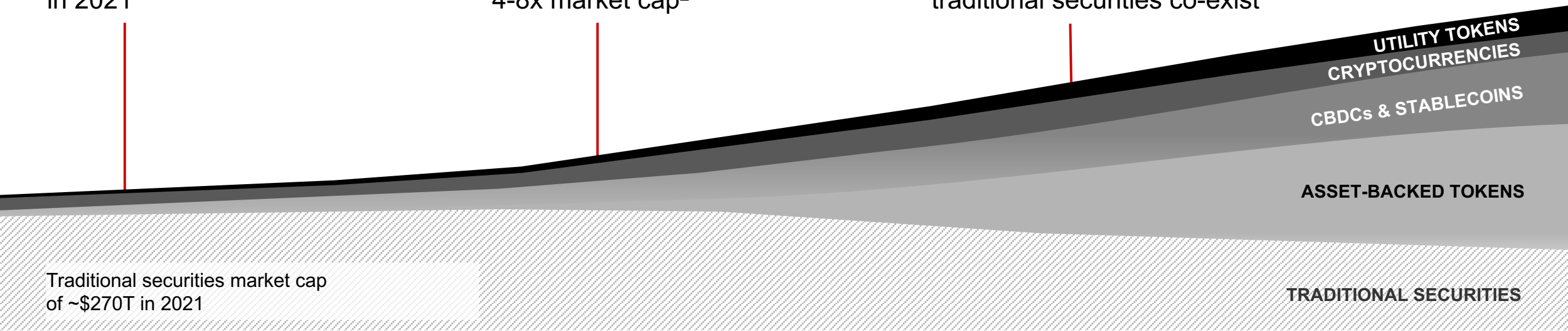
Average digital assets market cap of ~\$1.8T¹ in 2021

Mid-term

Anticipated strong market growth after tipping point, 4-8x market cap²

Long-term

Multiple CBDCs and stablecoin use cases, digital tokens and traditional securities co-exist



Traditional securities market cap of ~\$270T in 2021

KEY DRIVERS



Regulatory environment develops



Rapid evolution of technology



Adoption from institutional and private investors



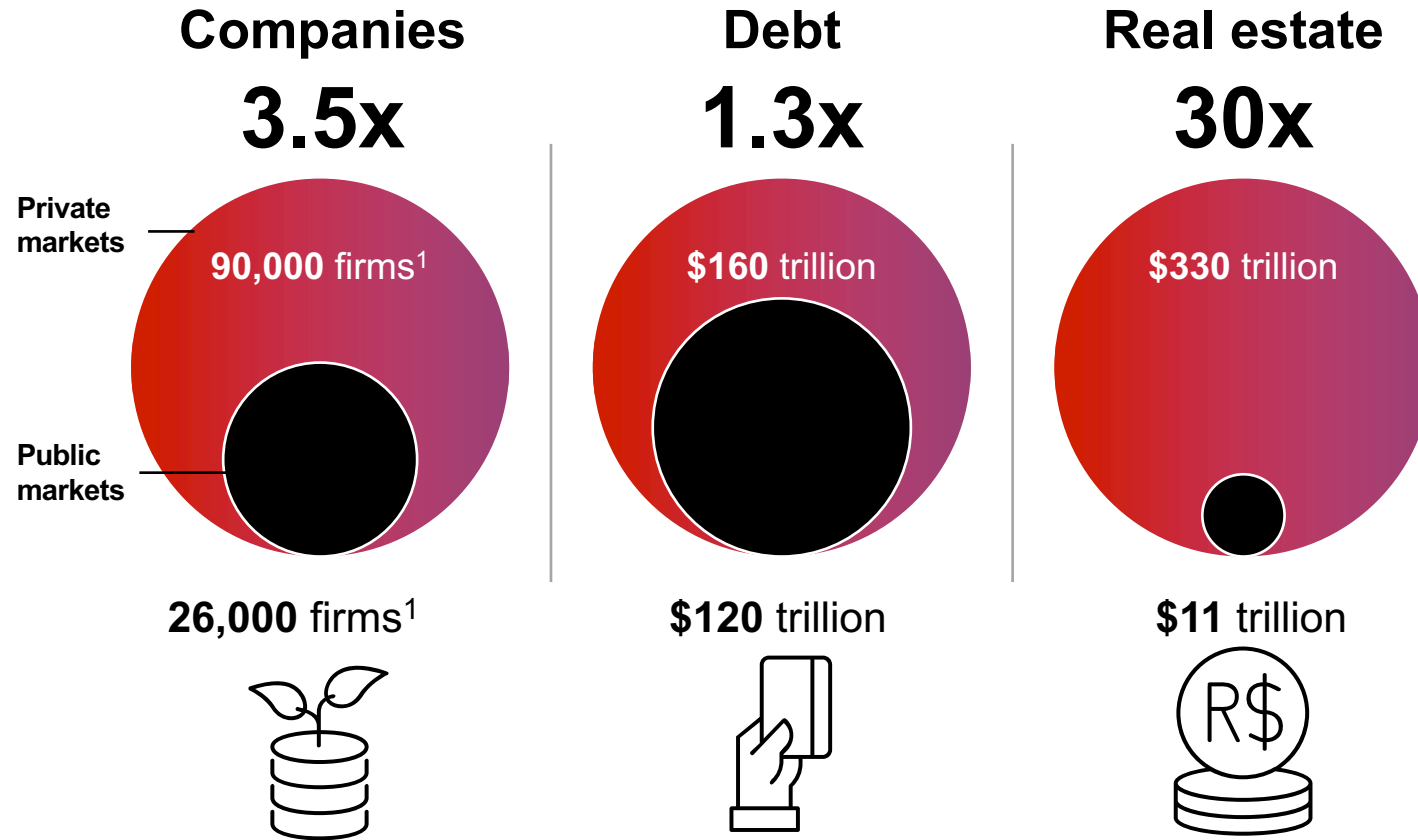
Talent intake and capital inflow

Note: (1) Average estimated market cap in 2021 of \$1.8-2.0T; (2) likely scenario, however highly uncertain with a variety of different outcomes



Asset-backed tokens: Key growth driver providing access to multi-trillion untapped private market investment opportunities

Private to Public Market ratios,
global markets, 2021



Note: Values based on '21 figures

Sources: Lit. Search, secondary research, SIFMA, CAIA, Savills, IIF, OECD

Highlights

Private capital markets, which overshadow public markets in value and growth, are dogged by inefficient, opaque processes

Now they look set to experience a step change through tokenized assets and digital platforms powered by distributed ledger technology

The biggest opportunities lie in private debt, private equity and real estate, given their relative inefficiency compared with public market infrastructure

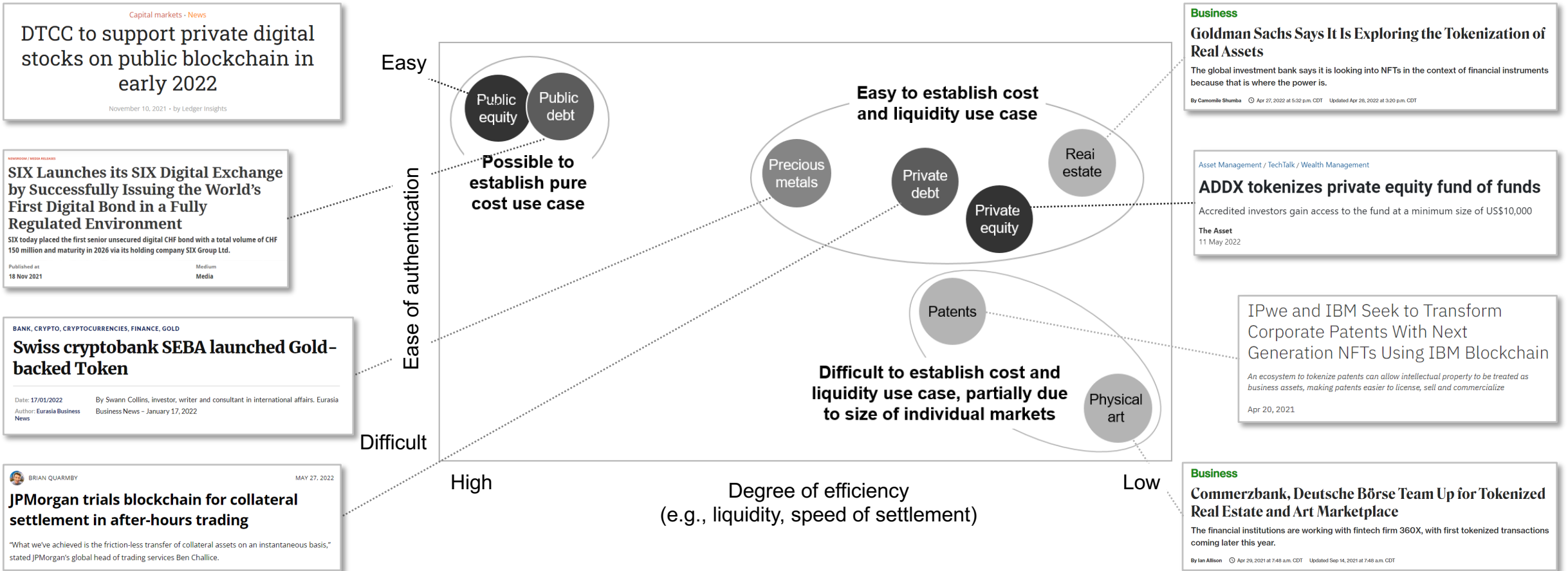
Benefits of digital platforms include more efficient admin processes, embedded transparency and governance, and, eventually, an expanded set of product options and pools of investors

Asset-backed tokens: Institutional players increasingly experiment with tokenization of traditional assets



/ RELATIVE SCALE

Tokenization beneficial to a range of traditional assets



Source: Bain POV; CoinDesk; Cointelegraph; DTCC; Eurasia Business News; IBM; SIX; The Asset

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Three key strategic web3/ digital assets levers in Wealth Management

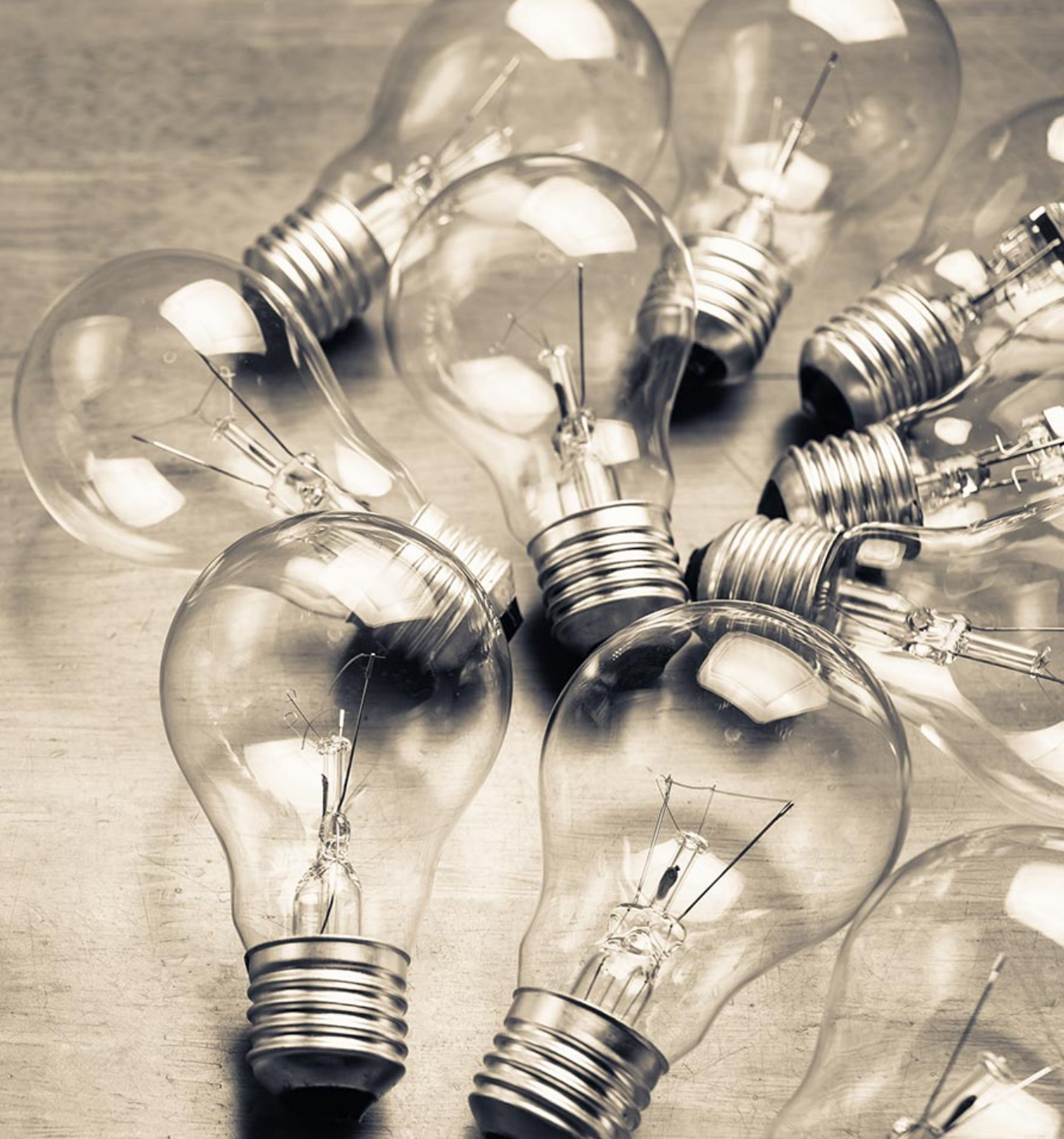


	A New investment opportunities		B Advisory	C Value added services		
	Cryptocurrencies as new asset class	Investment in new markets	Research and advise clients	Secure safekeeping of digital assets	Integrated reporting and tax services	New ways of wealth structuring
DESCRIPTION	Direct and indirect investment opportunities with cryptocurrency exposure	Private equity, debt, real estate and non-bankable asset such as, art, wine, cars, real estate, etc.	Thought leadership and mandates on digital assets, in particular cryptocurrencies	Relevant solutions to safeguard digital assets	Integrated reporting and tax services, irrespective of their place of storage/ safeguarding	Efficient and tamper-proof estate planning and retirement planning
	Access new asset class	Access untapped market potential	Provide thought leadership and advise	Access to new custody solutions	Consolidated wealth view	New ways of wealth structuring
TIME HORIZON	Immediate	Mid-/Long-term			Long-term	
KEY QUESTION	If and how to offer?		For which digital asset classes to establish?	When and how to offer and how to integrate into current proposition?		

Source: Secondary research; Bain analysis

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Q&A



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