



BC TECHNOLOGY GROUP LIMITED
BC 科技集團有限公司
Stock code: 863 HK

2022 年业绩路演材料

OSL

THE TRUSTED
DIGITAL ASSET
PLATFORM

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Adjusted EBITDA is used by management as a measure of the Group’s operating performance with that of our peers. Adjusted EBITDA should not be considered in isolation, construed as an alternative to profit or operating profit as reported under IFRS or other combines operations or cash flow data, or interpreted as an alternative to cash flow as a measure of liquidity. Adjusted EBITDA presented in this presentation may not be comparable to other similarly titled measures of other companies operating in the same or different business industry sectors.



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大环境的不稳和黑天鹅事件都在呼吁监管

宏观经济不确定性

Expert Analysis

How Crypto-Friendly Bank Failures Will Change Tech Industry

Uncertainty Prevails for the Economy in 2023

Forecasts for the next year offer something for everyone.

By [Tim Smart](#) · Jan. 3, 2023, at 5:36 a.m.

UBS is buying Credit Suisse in bid to halt banking crisis

Explainer | Why did Silicon Valley Bank fail, and what does it mean?

Fed poised to approve quarter-point rate hike next week, despite market turmoil

PUBLISHED FRI, MAR 17 2023 1:55 PM EDT | UPDATED FRI, MAR 17 2023 4:59 PM EDT

黑天鹅事件

News · Coins

As Terra's Dollar Stablecoin UST Collapses, LUNA Falls 97% to Under \$1

While Terra's UST trades more than \$0.75 from its dollar peg, the currency responsible for maintaining that peg, LUNA, is also in freefall.

By [Tim Hakki](#)

May 11, 2022
2 min read

Why Did FTX Collapse? Here's What to Know.

CRYPTO WORLD

From \$25 billion to \$167 million: How a major crypto lender collapsed and dragged many investors down with it

数字资产领域的监管发展



SECURITIES AND
FUTURES COMMISSION
證券及期貨事務監察委員會

Business

OSL and Interactive Brokers Partner for Crypto Services in Hong Kong

Interactive Brokers will offer crypto services to professional clients in Hong Kong.

By [Oliver Knight](#) · Jun 9, 2022 at 6:04 p.m. · Updated Jun 9, 2022 at 10:36 p.m.

Hong Kong is Moving to a Robust Regulatory Framework for Crypto



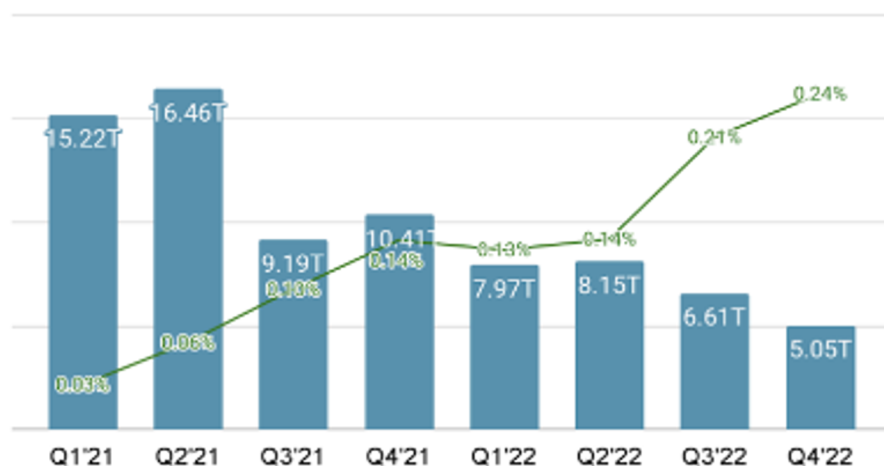
By [Eteika Bogardi](#), [Norton Rose Fulbright](#) and [Amy Chung](#), [Norton Rose Fulbright](#)
Published on 20th April 2022

OSL持续赢得市场份额

Global centralized exchange volume (US\$)

Industry Market Share %

■ Global Trading Volume — OSL Market Share %

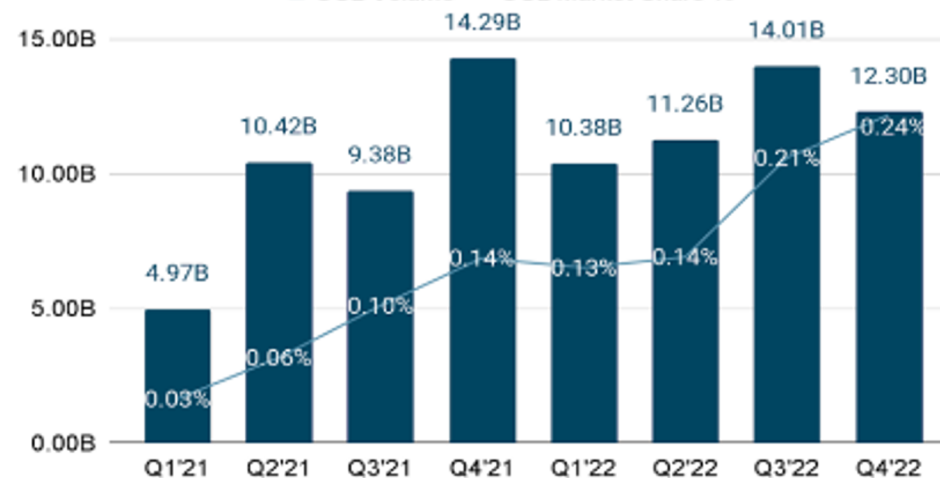


Source: OSL, Coinmarketcap.com

OSL two-sided trading volume (US\$)

OSL Volume Growth

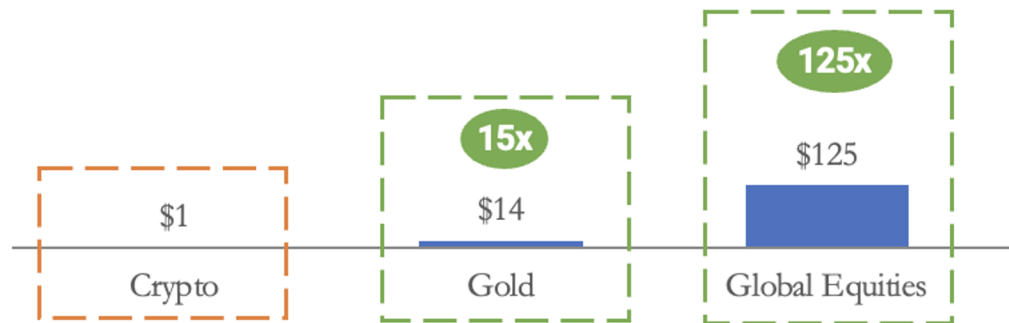
■ OSL Volume — OSL Market Share %



Source: OSL, Coinmarketcap.com

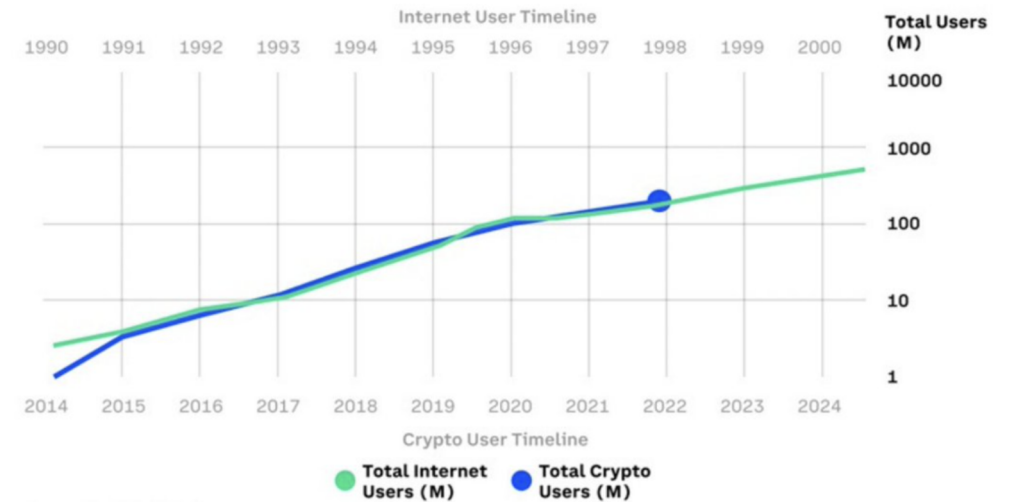
市场继续蓬勃发展 and 扩张

Market Cap. of Major Asset Class (USD Trillions)



Source: Bloomberg, CoinMarketCap, SIFMA, Savills

Internet vs. Crypto Adoption



Source: World Bank, Crypto.com

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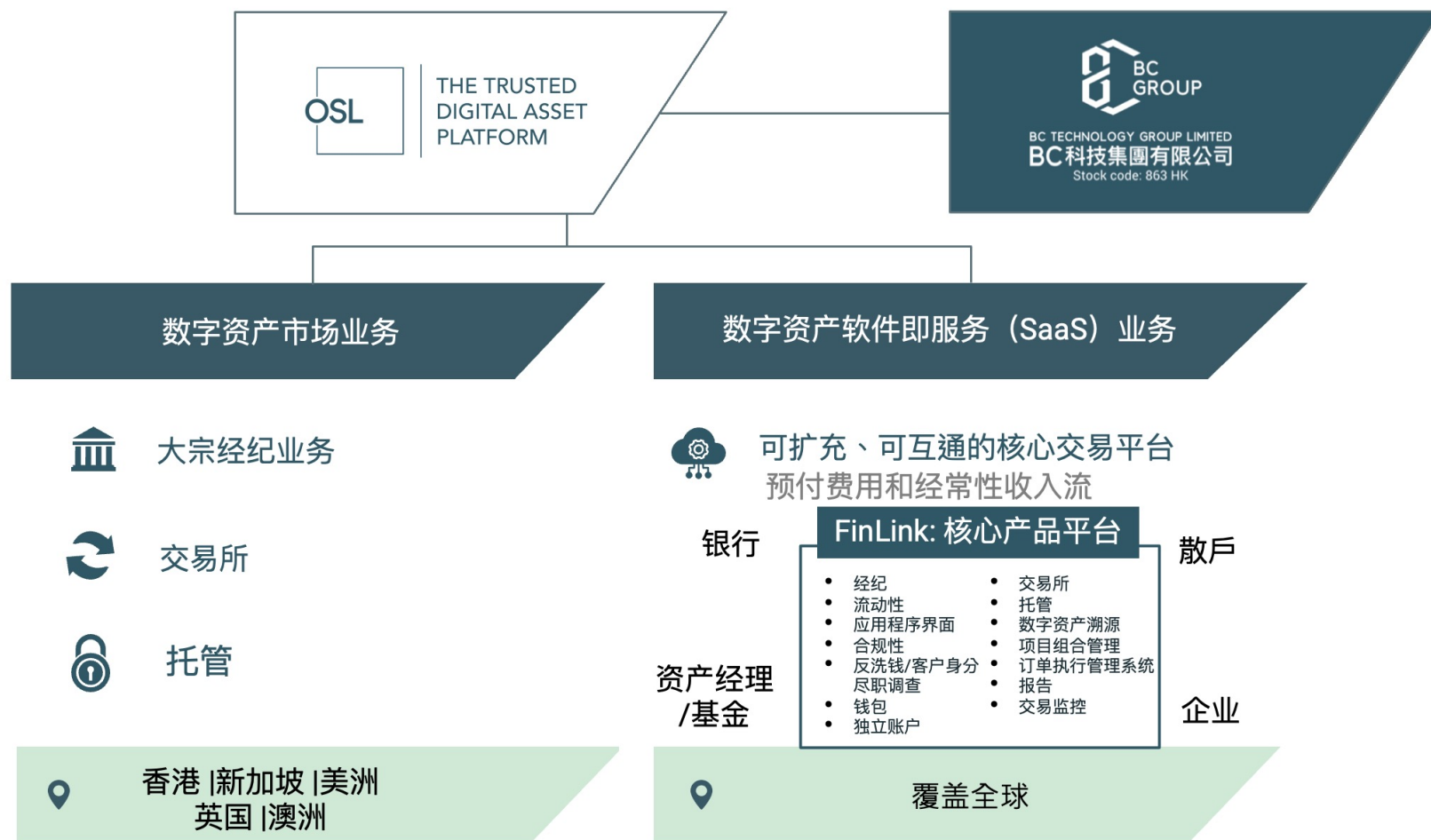
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业务进展与展望

BC科技集团的业务



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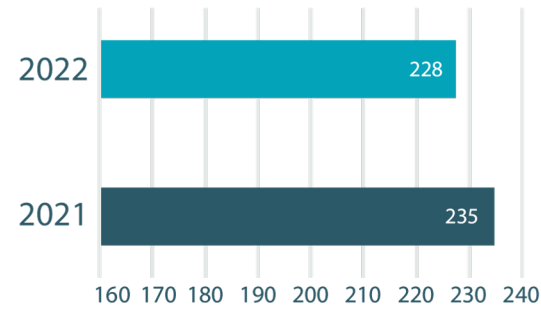
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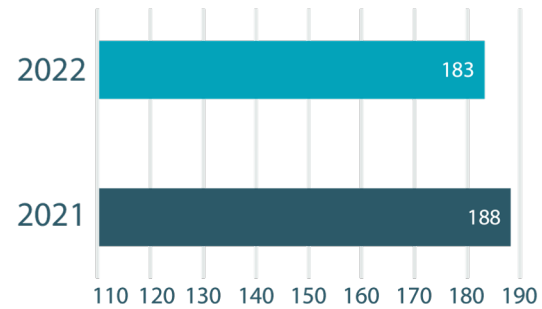
业务进展与展望

集团财务摘要

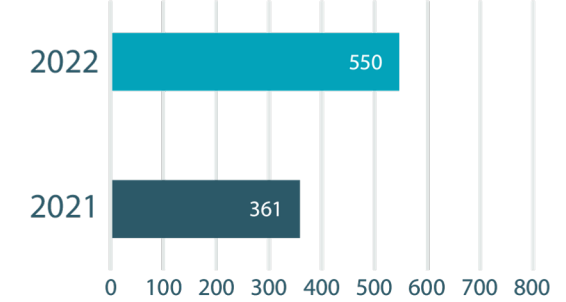
Group Non-IFRS Income
(HKD millions)



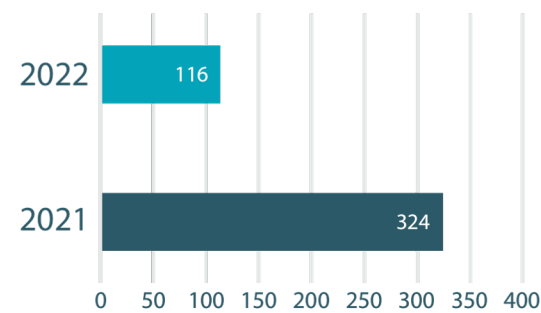
Group Non-IFRS Digital Asset Income
(HKD millions)



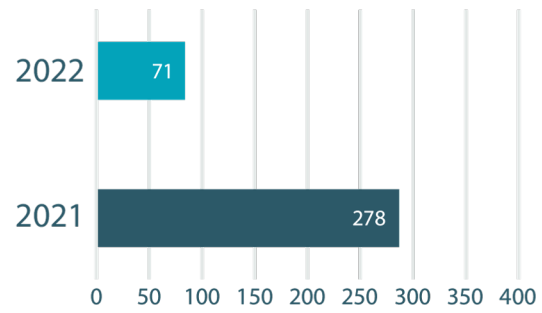
Group Net Loss
(HKD millions)



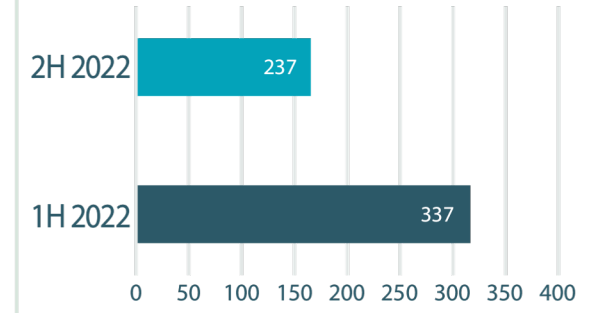
Group Income (HKD millions)



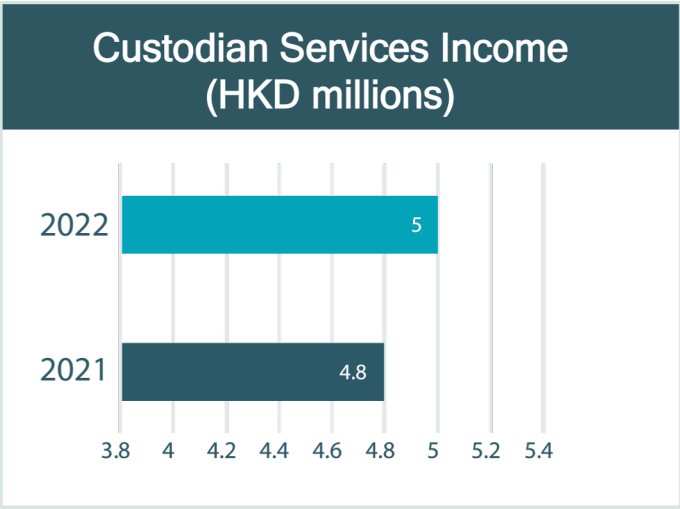
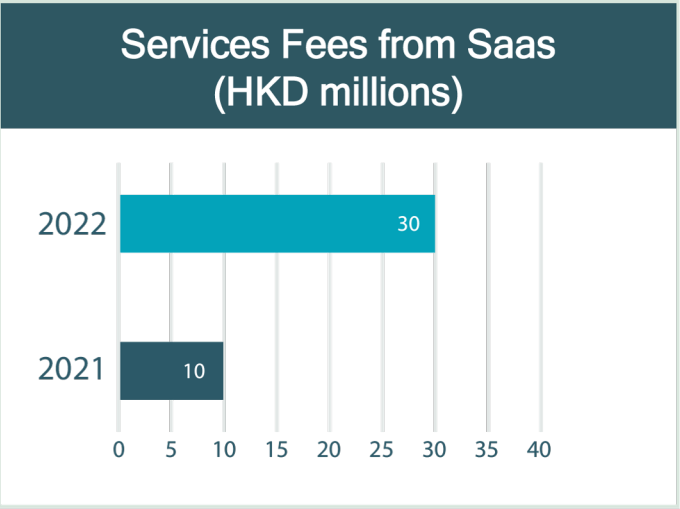
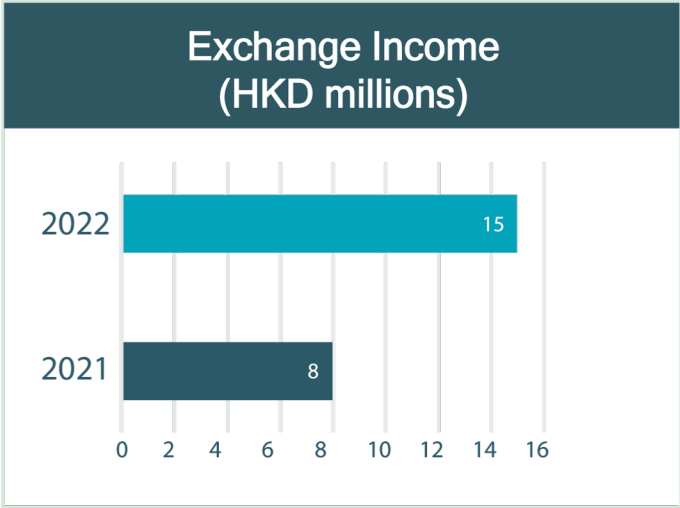
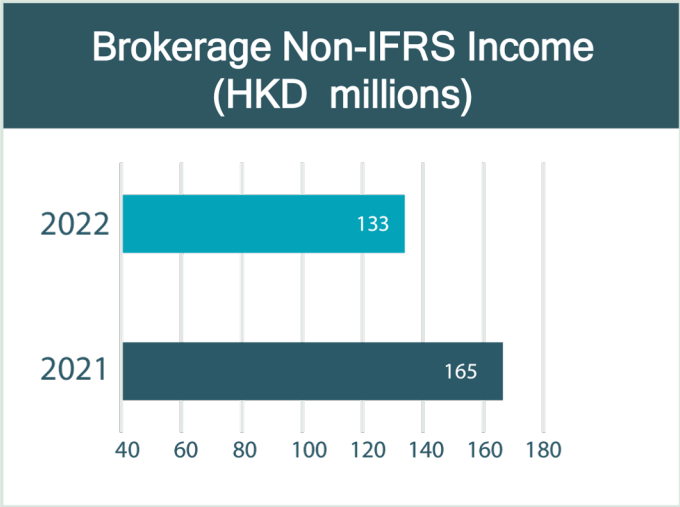
Digital Asset Income
(HKD millions)



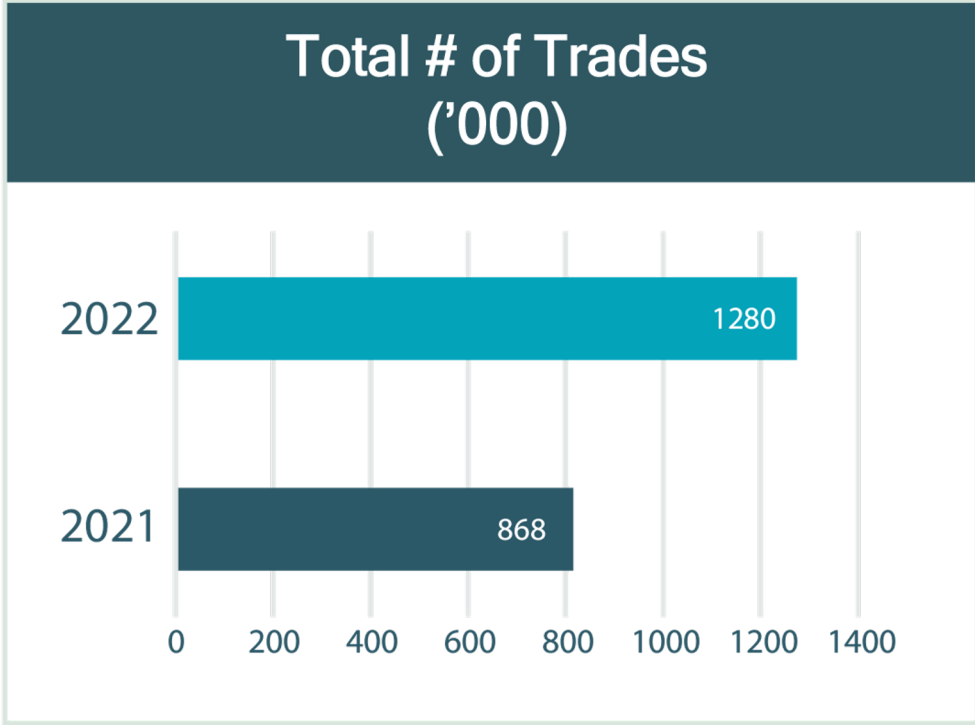
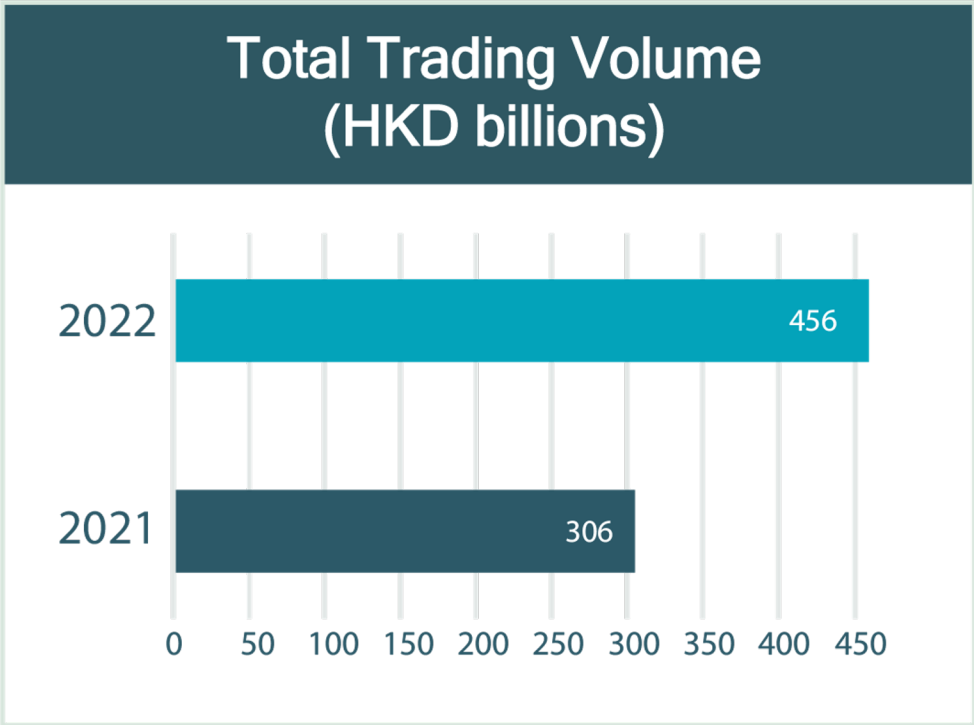
Admin. and Other Operating Costs
(HKD millions)



OSL数字资产平台财务摘要



运营亮点：交易量逐年攀升



财务数据（HKD'000）

数字资产与区块链平台业务的调整后非国际财务报告准则净收入
（“DA业务”）

数字资产经纪业务而持有的数字资产的净收入（损失）

数字资产业务收入
商业园区的租金收入

集团总收入

收入成本

销售费用

管理及其他营业费用

减损损失规定净额和净财务成本

关联公司净损失份额

其他收益及损失净额

所得税前净亏损

2022	2021
183,190	188,429
(111,710)	89,246
71,480	277,675
44,365	46,663
115,845	324,338
(23,310)	(24,567)
(55,813)	(88,180)
(573,983)	(530,387)
(24,278)	(30,017)
(20,890)	(5,434)
33,577	(4,885)
(548,852)	(359,132)

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业务进展与展望

主要业务更新

交易量持续增长



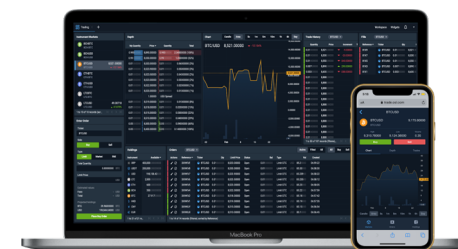
在2022年，OSL的经纪和交易量增加，因为它增加了更多的市场制造商和流动性提供者，以满足机构投资者对受规管的参与者的需求。

新的Omnibus协议和稳定的SaaS推出



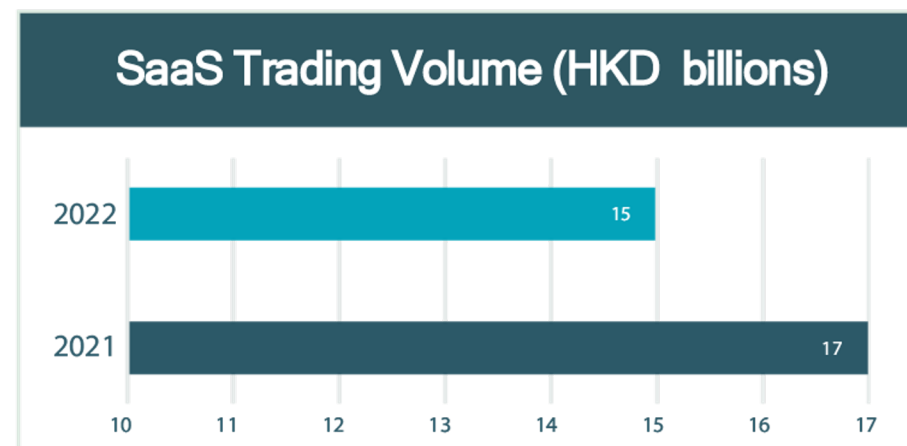
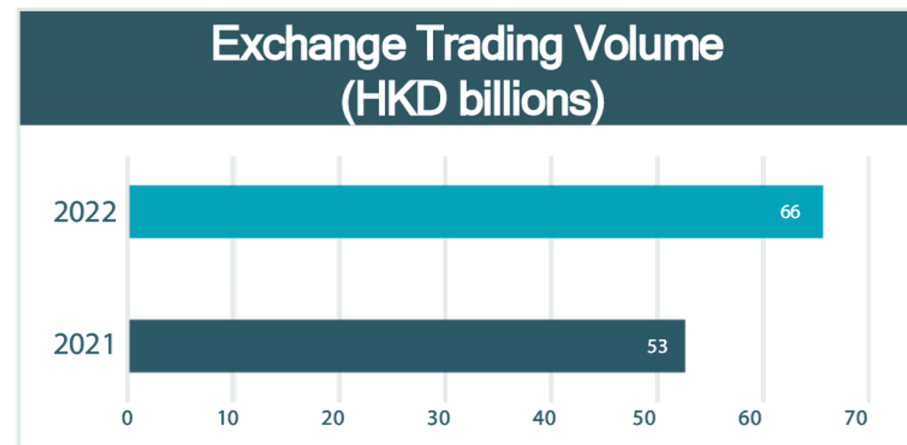
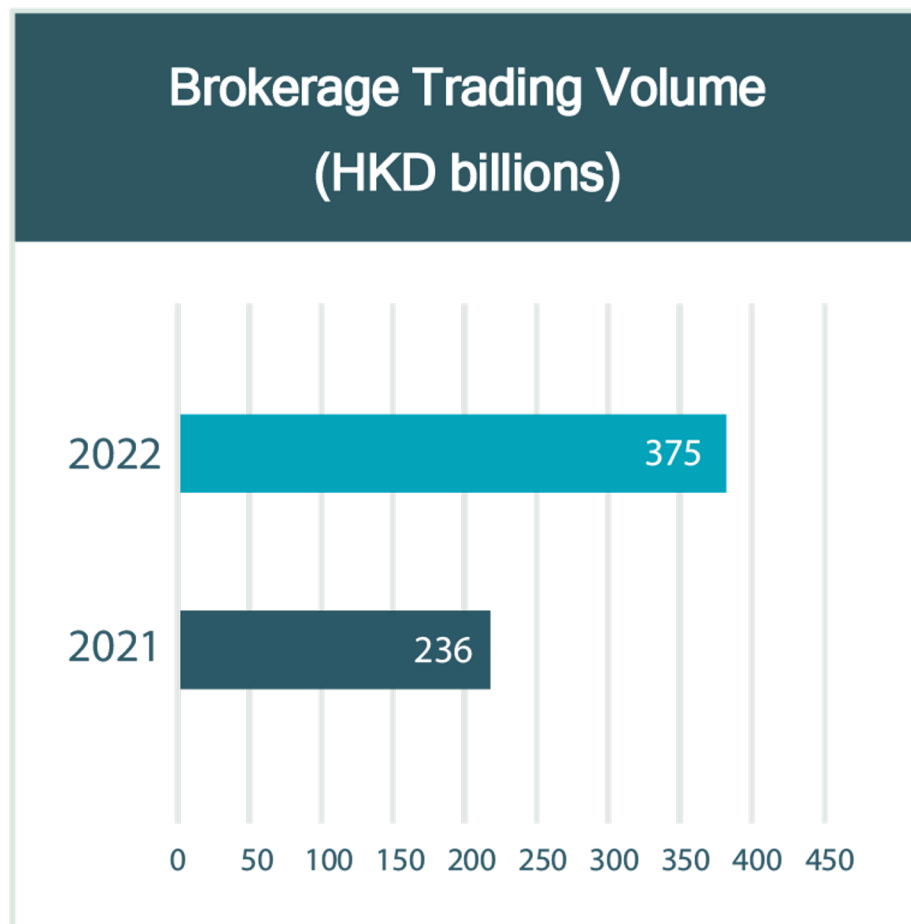
OSL通过与Interactive Brokers、Victory Securities和Arta Techfin合作，扩展了其业务覆盖范围，同时也见证了现有SaaS业务客户群的增长。

监管过后：重新关注科技与创新



在取得牌照之后，OSL能够重构其领导团队和技术，以更快的市场反应时间和创新为重点。

市场交易量继续创历史新高



OSL为一级机构提供的SaaS产品



- ▶ 聚焦新加坡和亚洲业务
- ▶ 24/7数字资产交易
- ▶ 成千上万的交易客户
- ▶ 2022年比特币交易增长了80%



- ▶ 聚焦英国和欧盟业务
- ▶ 机构和专业客户
- ▶ 获得了英国金融行为监管局（FCA）的加密货币注
- ▶ 2022年启动交易

主要银行

- ▶ 聚焦亚太地区/大洋洲业务
- ▶ 重要的潜在客户群

2023年主要亮点和前景展望



全球交易量朝向像OSL这样的受监管平台转移



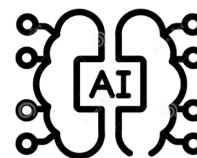
香港市场开放零售投资者参与数字资产交易



代币化金融产品和证券型代币发行的崛起



金融机构采用OSL SaaS解决方案进入数字资产市场



技术和人工智能作为最关键的策略

新市场机遇 - 香港零售市场



Consultation Paper on the Proposed Regulatory Requirements for Virtual Asset Trading Platform Operators Licensed by the Securities and Futures Commission

20 February 2023

“我们对香港数字资产市场的未来充满乐观，并致力与证监会合作，确保新的许可制度为零售交易者提供一个安全、可靠且合规的环境来参与市场。”

- Gary Tiu, OSL Executive Director and Head of Regulatory Affairs



通过证监会-香港金融管理局联合通函抓住市场

香港有非常庞大的潜在市场



1,400

一类持牌证券公司



110

从事经纪业务的银行



1,700

持牌证券基金经理

该通告首次为银行和一类持牌中介机构在香港大规模进入数字资产（亦称虚拟资产或VA）提供了官方监管绿灯，数字资产仅供专业投资者使用。

- ▶ 一类持牌经纪商和银行必须与受监管的虚拟资产合作平台合作
- ▶ OSL DS是香港第一家持有证监会一类及七类牌照的数字资产公司



4.5 T

资产管理规模



8%

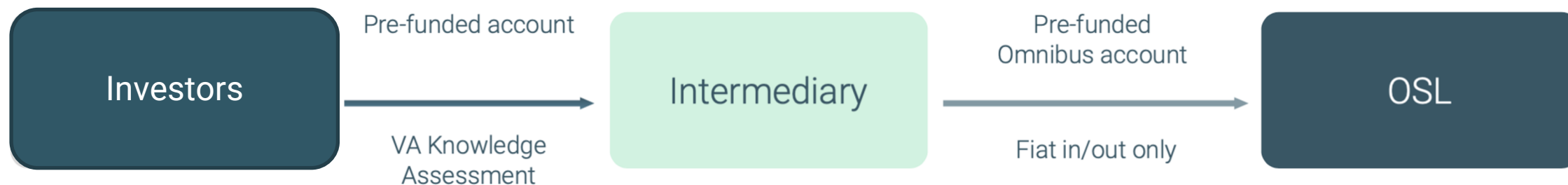
另类投资资产

Omnibus业务合作伙伴不断增长

独特的B2B2C模式

OSL及其机构合作伙伴强烈支持这一具有突破性的举措，这将有助于提高投资者保护，促进市场诚信，并促使香港数字资产市场蓬勃发展。

OSL的独特优势在于其B2B能力，再结合机构合作伙伴的B2C分销。这种综合方法使OSL能够在数字资产生态系统内实现独特的价值主张，为各类客户（包括零售投资者）提供机构级交易、托管和经纪服务。



证券型代币发行（STO） - 数字化资产的机遇

市场潜力巨大，发布者包括

传统金融机构：

- ✓ 货币市场基金
- ✓ 指数基金
- ✓ 认股权证
- ✓ 各种结构型产品

企业和个人：

- ✓ 房地产
- ✓ 商品
- ✓ 艺术

原生数字资产用户：

- ✓ 交易所
- ✓ 初创企业
- ✓ 矿业公司
- ✓ 稳定币发行人
- ✓ DAO

使用区块链技术的实物资产支持的受监管证券发行

OSL推出香港首只与比特币挂钩的STO债券

OSL成为香港首家通过私募方式进行证券型代币发行（STO）向专业投资者分销证券型代币的证监会一类持牌数字资产经纪商。

参与包括：



volΣort



OSL的STO成功发行展示了如何在受监管的环境下，将STO这种创新性投资受监管数字资产方式在香港资本市场实现。

FinLink 介绍

为什么要使用FinLink？

虽然我们在早期获得了关键胜利，但我们很快意识到市场正在变化。随着传统金融机构对数字资产的兴趣日益增加，OSL推出了FinLink，一套全面的数字资产解决方案，专门为所有金融机构的需求量身定制，而不仅仅是那些寻求提供加密产品的机构。



什么是 FinLink?

FinLink是一种技术和专业服务解决方案，可将上市时间缩短12个月。

这是一个现成的概念验证 (PoC) 套件，可以在沙箱环境中让您的组织运作，旨在：

- 帮助范围和设计项目
- 对核心数字资产主题进行中小型企业研讨会
- 在平台上定义和配置一组标准工作流程
- 提供由OSL的金融服务级AWS云端托管的环境
- 部署我们的核心产品平台
- 通过专业服务协议帮助团队进行任何集成
- 授权业务的不同部门（风险、合规、运营）与这个新的资产类别互动的第一手体验。



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股票代號：863 HK

Q&A

THANK YOU FOR YOUR ATTENTION



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SaaS · Brokerage · Custody · Exchange



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