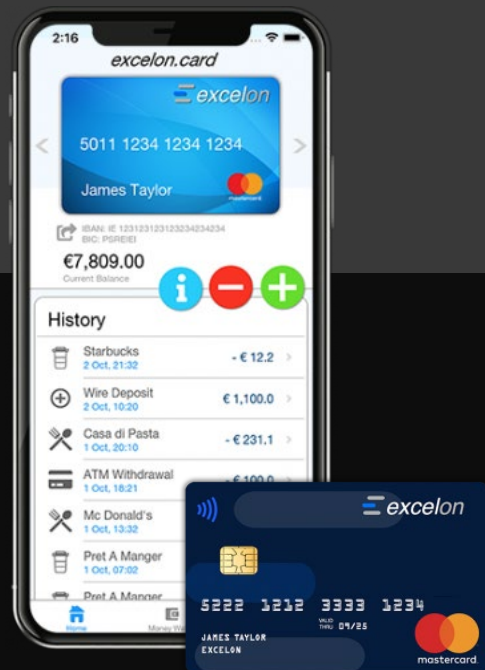


Disrupting the banking industry



Nikolaos Skarlatos
Co-Founder
Chief Exchange operations

June 6, 2019

The Problem

Retail banking today is facing a variety of issues

- ≡ Traditional banking client relationships are strained

Abusive behavior and charges, queues, bureaucracy and excluding practices have led to a loss of trust

- ≡ Large proportion of the population is unbanked

1.7 billion in the world, 135m in Europe, 1.2m in Greece

- ≡ Cryptocurrency adoption

Cryptocurrency acquisition, exchange and usage lacks a secure, legitimate and intuitive solution.

Traditional banks are unable to meet client needs

- Growing number of disgruntled bank customers seeking alternatives
- Globally, 1.7 billion adults lack a bank account ¹
- In Europe, up to 136 million adults are financially excluded ²
of which
 - 87% are residents of their countries for their whole lives
 - 33% are full-time employed
 - In Greece almost 1.2million³ are excluded as a result of the financial crisis

¹The Global Findex Database 2017, World Bank

²Mastercard Financial Inclusion Survey 2016

³AADE 2019

Cash remains king

In the Eurozone ¹

- 80% of total physical transactions are executed with cash
- representing 56% of the total physical transaction value (EUR 1.7 trillion)



Digital payment adoption is not even mid-way

¹The use of cash by households in the euro area, 2017, European Central Bank

Crypto adoption is lagging, but there is clear progress

Fiat and Crypto gateways remain complicated and are predominately unregulated

- ✗ Speculation
- ✗ Coordinated establishment's hostility
- ✗ Insufficient regulation
- ✗ Not quite yet a means of payment

...while

- ✓ Regulation is catching up
- ✓ Incumbents are preparing
- ✓ Central banks are considering blockchain



Imminent crypto regulation and institutional adoption will bring crypto into the mainstream

Technology Enables the disruption

Smart Phones

- 85% of the population own one

PSD2 (Open Banking)

- Aggregation platform: all your banking in one app
- Value added services (micro lending / investment management / saving / insurance)

Regtech

- Tech-enabled compliance tackles stringent regulatory requirements
- Sandboxes and new licensing classes break entry barriers

Blockchain

Distributed ledger technology and its variations offer inherent by design

- Security
- Transparency
- Compliance

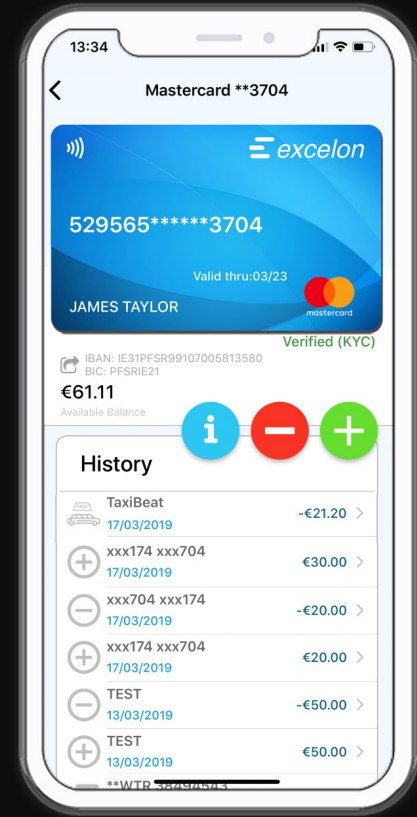
Financial Services on your mobile phone is the opportunity

Disgruntled clients seek
alternative banking experiences

Financially excluded can be accessed
135 million in Europe alone

Digital will continue replacing cash
more than 80% of transactions in EU is in cash

Crypto is about to enter mainstream supported by new
regulation and institutional adoption



The Excelon Solution

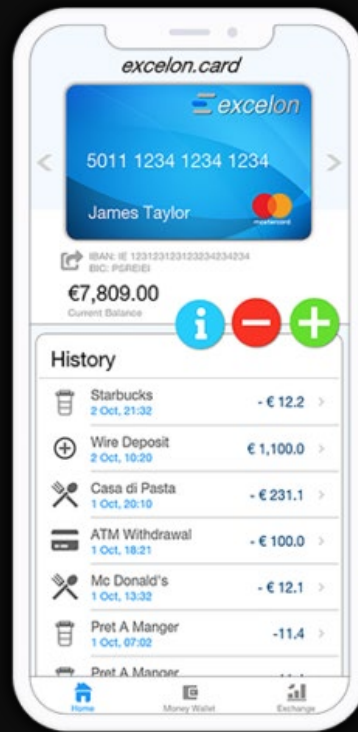
Financial freedom at your fingertips

Our vision is to provide an easy, secure and compliant **mobile banking experience** that integrates traditional money & crypto currencies

- ≡ Euro wallet, IBAN Account & Mastercard
 - ≡ Crypto wallet & Exchange
 - ≡ Open Banking Aggregator
-
- ≡ Blockchain Technology
 - ≡ Easy 5-min onboarding
 - ≡ Instant Fiat/Crypto
 - ≡ Fully compliant

 Google Play

 App Store



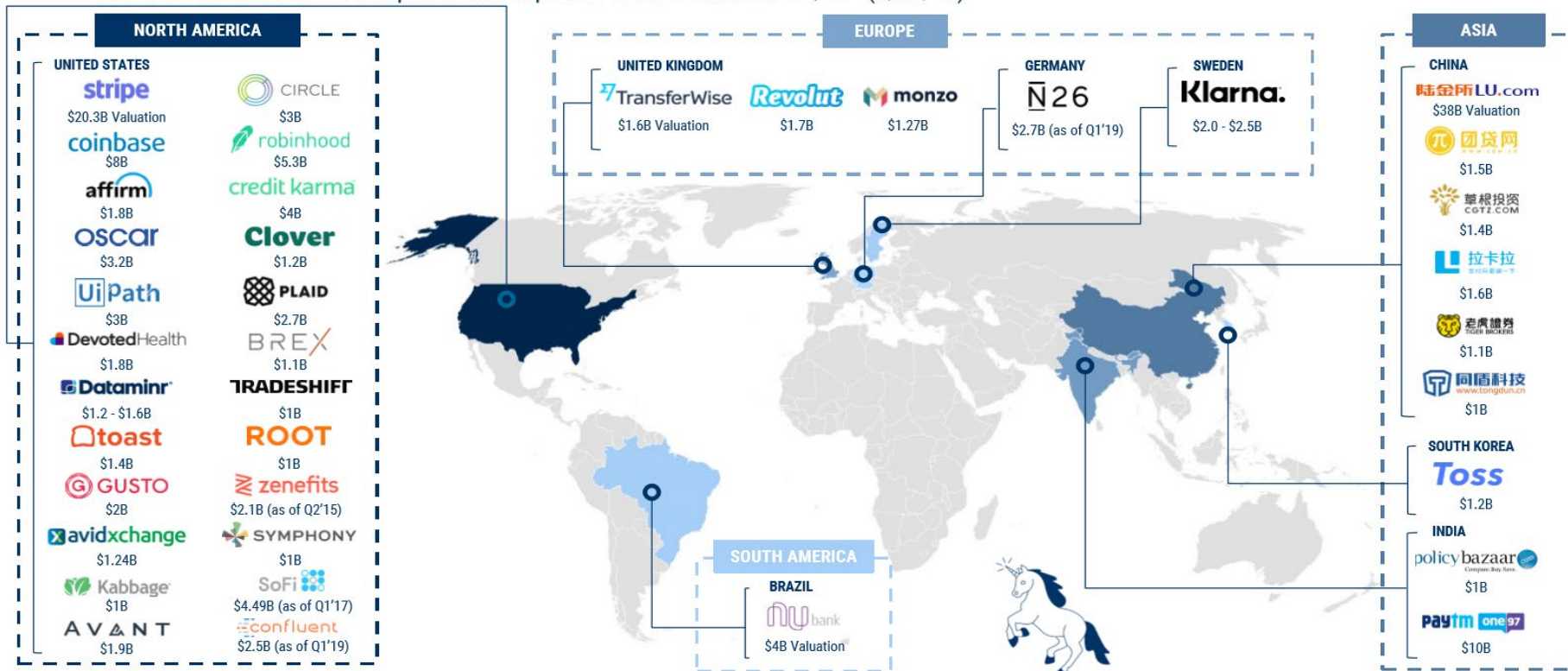
A niche market



Excelon aims to position itself at the intersection of Crypto and Fiat where only just a handful of solutions exist

39 fintech unicorns valued at \$147.37B

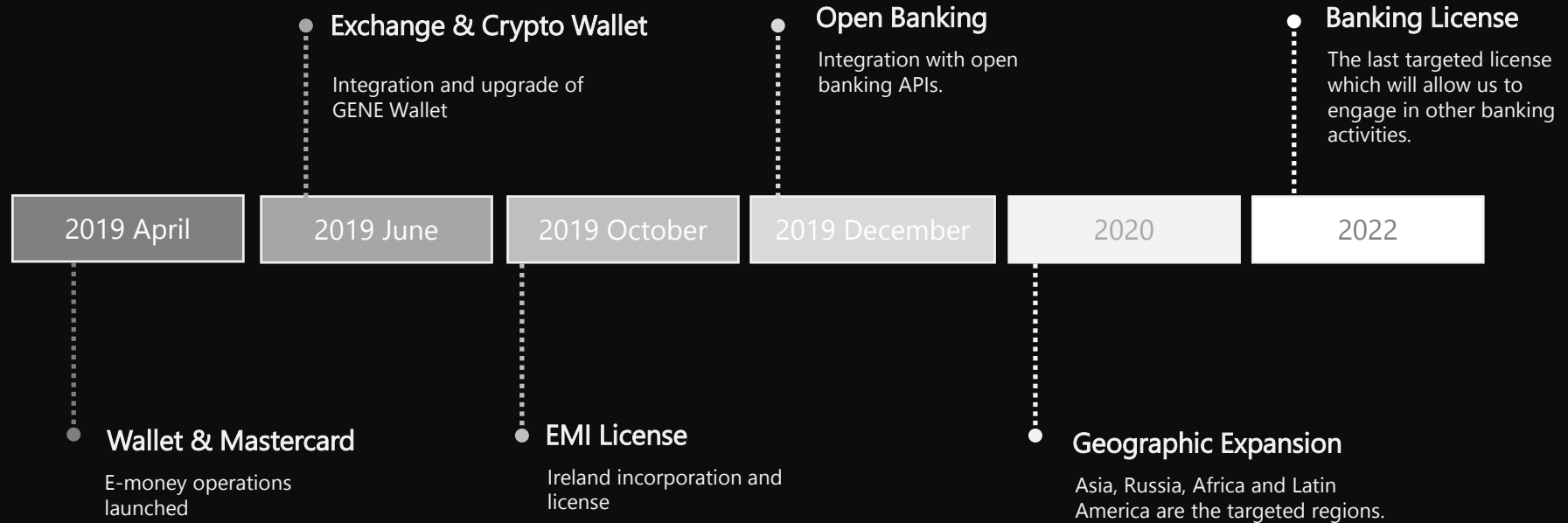
Global VC-backed fintech companies with a private market valuation of \$1B+ (1/25/19)



Source: CBInsights 2019 Fintech Trends to Watch

Milestones

Our journey to achieving 'neo bank' status



Thorough risk assessment and strong mitigation strategy

≡ Market risk

Crypto exchange transactions are market neutral. Dynamic spreads follow the market volatility level reducing execution risk and maximizing profit.

≡ Regulatory risk

Strict adherence to KYC/AML provisions; progressive client limits (for crypto exchange) based on AI profile creation and trading pattern identification.

≡ Cybersecurity

Anti-fraud internal measures; Cold storage while limiting hot wallet exposure; PCI Compliance; inherent by design security features of, internally run, Quorum™ blockchain

Get the Excelon app and join our community today

<https://excelon.io/m>

