PitchBook



Crypto Report

VC trends and emerging opportunities





Contents

Vertical update	3			
Q2 2023 timeline	5			
Crypto landscape	6			
Crypto VC ecosystem market map				
VC activity				
Emerging opportunities				
Stablecoins	19			
MEV solutions	22			
Select company highlights				
Intmax	26			
Obol	27			

We are adding PitchBook Exit Predictor probabilities to our Emerging Technology Research reports. PitchBook's proprietary VC Exit Predictor estimates the probability that a startup, or VC-backed company, will successfully IPO, be acquired, or merge. The tool is available exclusively to PitchBook subscribers.

Institutional Research Group

Analysis



robert.le@pitchbook.com

Data

Matthew Nacionales, Data Analyst

Publishing

Report designed by **Drew Sanders**

Published on August 18, 2023

Robert Le Senior Analyst, Emerging Technology pbinstitutionalresearch@pitchbook.com

Q2 2023 timeline

April 3

deal

2

Apr 1

Interoperability infrastructure provider LaverZero raises a \$120.0 million Series B at a \$2.9 billion pre-money valuation. The company provides cross-chain messaging for 30+ blockchains, enabling apps on different blockchains to interact with one another.

VC exit

May 1

May 17

Metaco, which provides a platform for institutions to launch crypto services, is acquired by Ripple for \$250.0 million. The startup's last estimated valuation was \$46.0 million when it raised a \$17.0 million Series A in June 2020. We view Metaco's platform as complementary to Ripple's institutional offerings.

June 6

News

The SEC files lawsuits against two of the largest crypto exchanges, Binance and Coinbase, alleging that the companies are operating unregistered exchanges, among other charges. Unlike other exchanges that have been sued by the SEC in the past, these two have vowed not to settle with the regulator.

April 12

Ethereum completes its latest upgrade, Shapella. The key change is the ability for users to unstake or withdraw their staked ETH, marking a new era of staking withdrawals on the Ethereum network.

May 25

deal

S

Blockchain-based digital ID developer WorldCoin raises a \$115.0 million Series C at a \$2.2 billion pre-money valuation. This is a down round relative to its \$3.2 billion post-money valuation in February 2022. The company will use the capital to hold a public launch in Q3 2023.

Jun 1

June 15

News

BlackRock has filed for a spot bitcoin ETF, aiming to provide investors with direct exposure to the cryptocurrency. The proposed iShares Bitcoin Trust will use Coinbase Custody as its custodian, despite ongoing regulatory scrutiny of the crypto asset class.

Jun 30

News

Q2 VC deal count summary

371 total deals

-16.3% QoQ growth

-54.5% YoY growth

-56.4% YTD growth

Q2 VC deal value summary

\$2.3B total deal value

-14.7% QoQ growth

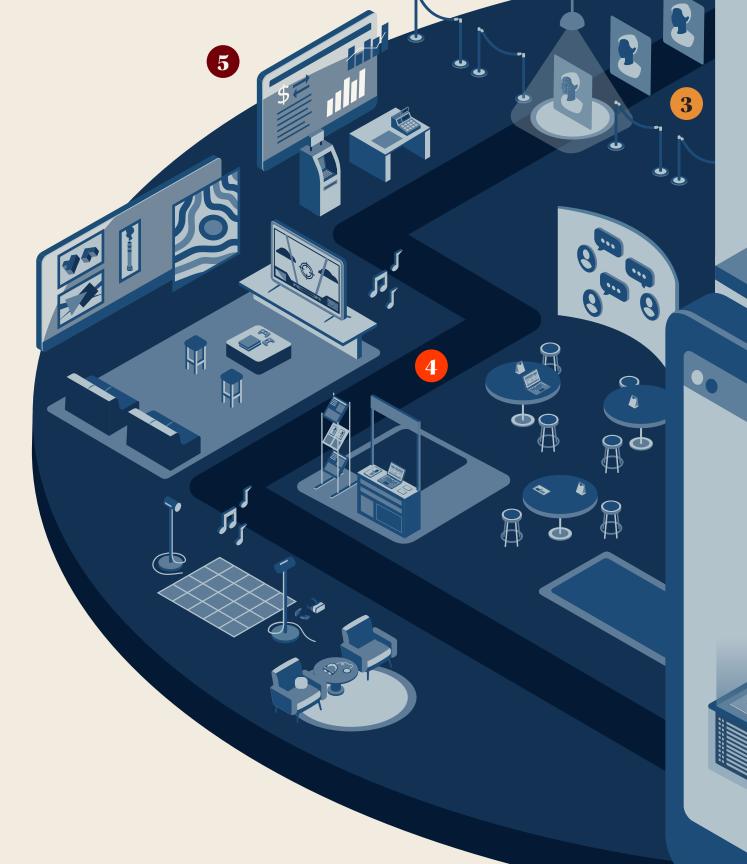
-70.9% YoY growth

-73.6% YTD growth

Crypto landscape

-



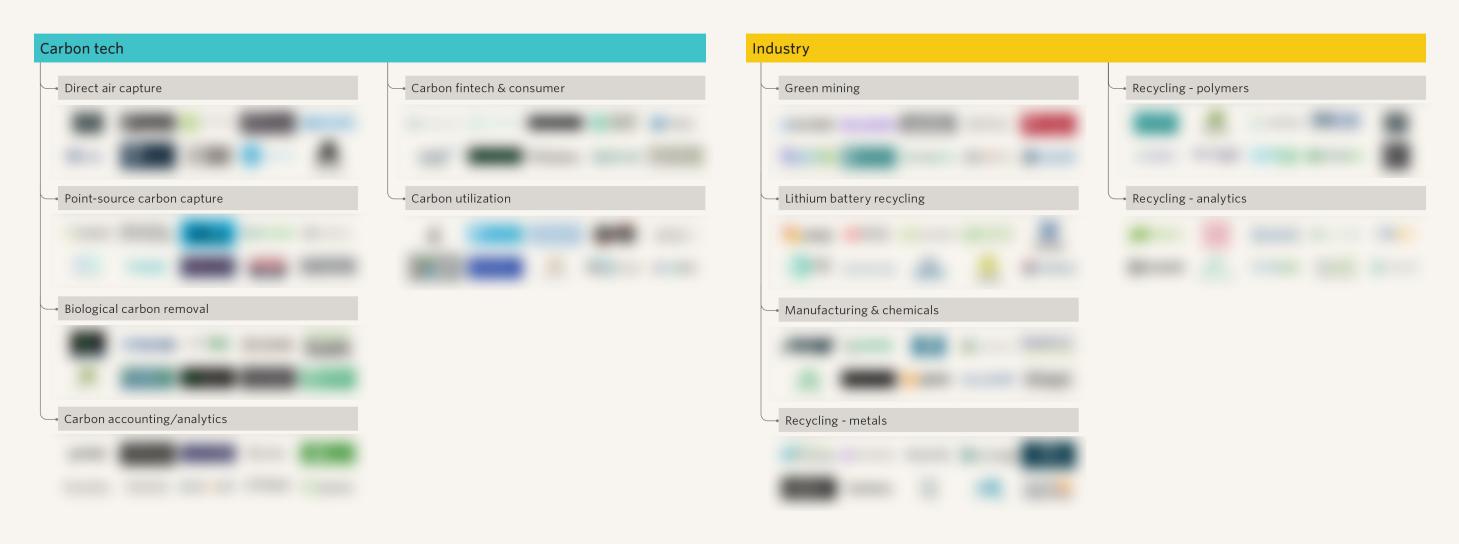




Carbon & emissions tech VC ecosystem market map

Click to view the interactive market map on the PitchBook Platform.

Market map is a representative overview of venture-backed or growth-stage providers in each segment. Companies listed have received venture capital or other notable private investments.





CONFIDENTIAL, NOT FOR REDISTRIBUTION, PG 6

Carbon & emissions tech VC ecosystem market map

Click to view the interactive market map on the PitchBook Platform.

Market map is a representative overview of venture-backed or growth-stage providers in each segment. Companies listed have received venture capital or other notable private investments.

Built environment	Land use
Green construction	Fertilizer alternatives
Building energy efficiency	Ecosystem health & monitoring
_	
	MATURE - Terraformation
Heating & cooling	Climate/Earth data
	PURSELL N2 Applied (SISTEMALION CHONEX andes
	*DUCTOR , S KULA BIO concentric Terramera Agronutris

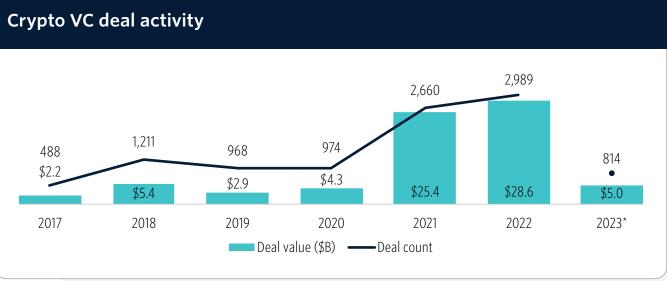


CONFIDENTIAL, NOT FOR REDISTRIBUTION, PG 7

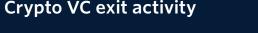
VC activity

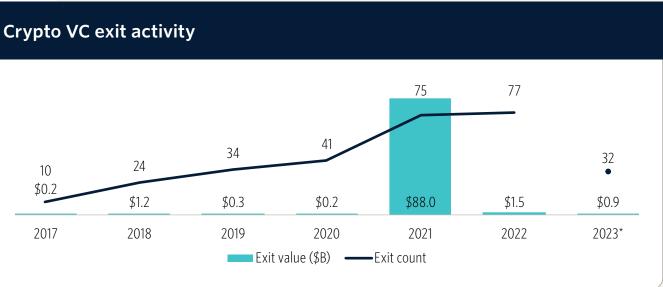
In Q2 2023, crypto companies globally raised \$2.3 billion in VC across 371 investment rounds, representing a 14.7% decrease in QoQ deal value and a 16.3% decrease in the number of deals. This was the lowest amount of capital invested and deals completed since Q4 2020 and represented the fifth consecutive quarter of declining investment activity. Blockchain infrastructure continued to attract the largest investments. In Q1, several L2 scaling solutions raised mega-rounds, and while now in O2, one of the only two \$100 million+ rounds went to the interoperability protocol LayerZero. The \$120.0 million Series B round valued the company at \$3.0 billion and included investors such as a16z crypto, Christie's, Circle Ventures, Lightspeed, and Sequoia Capital. The other mega-round of the quarter, a \$115.0 million Series C, went to WorldCoin, which is building a privacy-preserving digital identity platform. The company is part of a broader DePIN ecosystem, which also saw raises from decentralized AI compute platforms Gensyn (\$43.0 million Series A) and Together (\$20.0 million seed round).

Valuation trends so far in 2023 are mixed, with seed rounds up 18.1% while early- and late-stage rounds were down 20.3% and 15.8%, respectively, for the guarter compared to full-year 2022. Seed, early-stage, and late-stage pre-money valuations for the first half of the year stood at \$15.8 million, \$47.0 million, and \$105.0 million, respectively. In Q1, late-stage valuations were up, and we suspected late-stage valuations were likely being skewed upwards, as only outsized, uprounds were being disclosed, and down-rounds were being kept private. In addition, we stated that a single-quarter sample size is small and that we expected late-stage valuations to eventually decline. That is now evident in O2's data. With regards to deal size for 2023 so far, the numbers across all stages are down slightly (<10%), with seed, early-stage, and late-stage median deal sizes at \$2.3 million, \$5.1 million, and \$10.0 million, respectively.



Source: PitchBook • Geography: Global • *As of June 30, 2023





Source: PitchBook • Geography: Global • *As of June 30, 2023

Key crypto early-stage VC deals*

Company	Close date (2023)	Segment	Category	Deal value (\$M)	Post-money valuation (\$M)	Lead investor(s)
LayerZero	April 3	Blockchain networks	Bridges & interoperability	\$120.0	\$3,000.0	N/A
Gensyn	June 12	Infrastructure & developer tools	Data storage & accessibility	\$43.0	N/A	Andreessen Horowitz
Neon	May 11	Infrastructure & developer tools	Development platforms	\$40.0	N/A	Jump Crypto
Zodia Custody	April 27	Infrastructure & developer tools	Institutional services	\$36.0	N/A	SBI Holdings
<u>River Financial</u>	May 16	Access	Asset management & taxes	\$35.0	\$375.0	Kingsway Capital
<u>Magic Eden</u>	June 20	Web3	NFT platforms & collectibles	\$33.8	N/A	N/A
One Trading	June 28	Access	Exchanges, wallets & crypto financial services	\$32.5	N/A	Valar Ventures
<u>Sei</u>	April 11	Blockchain networks	Layer 1	\$30.0	\$800.0	N/A
Radio Caca	April 6	Web3	NFT platforms & collectibles	\$30.0	N/A	N/A
<u>Wow Earn</u>	June 7	DeFi	Lending, borrowing & yield generation	\$30.0	N/A	Ascendant Growth Partners, Blue Horizon Corporation, Nexus Pioneers Capital, Pinnacle Innovations Capital, Quantum Leap Ventures (Japan)

Source: PitchBook • Geography: Global • *As of June 30, 2023

Key crypto VC exits*

Company	Close date (2023)	Segment(s)	Exit value (\$M)	Exit type	Acquirer(s)/index	Post-money valuation (\$M)
Palm NFT Studio	June 29	Blockchain networks	\$610.0	Merger/acquisition	Candy	\$610.0
Metaco	May 17	Infrastructure & developer tools	\$250.0	Merger/acquisition	Ripple	\$250.0
Suishow	May 30	Web3	\$6.5	Merger/acquisition	Mobile Factory	\$6.5
TAP Network	April 4	Web3	N/A	Buyout/LBO	OneOf	N/A
Granted	May 2	Web3	N/A	Merger/acquisition	Confirmed360	N/A
RARA	April 3	Web3	N/A	Merger/acquisition	Mask Network	N/A
Rebellion	June 1	Access	N/A	Merger/acquisition	Papara	N/A
<u>BitFlyer</u>	May 30	Access	N/A	Merger/acquisition	D&I Investment	N/A
MB Digital Assets	April 7	DeFi	N/A	Merger/acquisition	Coinbase	N/A
Transpose	May 26	Infrastructure & developer tools	N/A	Merger/acquisition	Chainalysis	N/A

Source: PitchBook • Geography: Global • *As of June 30, 2023

SELECT COMPANY HIGHLIGHTS: OBOL



Founded	Т
2021	\$

otal raised 518.7M

Last financing valuation \$62.5M

Last financing Raised \$12.5M in a Series A1 Lead investor(s) **Ethereal Ventures**

Overview

Employees

N/A

Obol is a researcher and developer of point-of-stake (PoS) infrastructure on public blockchain networks. PoS blockchains can be vulnerable to "33% attacks" should any validator control enough staked tokens, usually around 33%. This can lead to the token controller knowingly or unknowingly allowing an attack on the network. With the Merge, Ethereum, the largest smart contracts blockchain, is now potentially exposed to validator concentration risk. Obol currently focuses on

decentralizing Ethereum's validator ecosystem through the development of Distributed Validator Technology (DVT). DVT is a method of distributing the resources of a validator among multiple nodes. These nodes operate together while requiring multiple signatures to command a validator, thereby lowering the risk of attack, total network control, or a single point of failure through a sole validator. DVT allows validation to be orchestrated together with multiple nodes versus standalone validator nodes.

With the staking provider ecosystem continuing to grow, Obol's technology will benefit staking pools, LSPs, exchanges, and institutional providers, as well as individual, at-home validators. DVT has the potential to increase performance and availability—thus elevating staking rewards—while lowering risks such as centralization, security, and slashing.

Leadership

The company is led by CEO and Co-founder Collin Myers, CTO and Co-founder Oisín Kyne, and Head of Product, Chris Battenfield. Myers was previously in DeFi product strategy at Consensys and was head of business development at Token Foundry. Kyne also previously worked at Consensys as a full-stack developer, and before that, at Accenture as a consultant. Battenfield came to Obol first as an advisor before leading its product full-time in June 2022. He previously held engineering roles at multiple crypto and Web3 companies, including Keep Network, Consensys, and Layer.

8: DVT was earlier known as secret shared validator (SSV). 9: Slashing involves penalty mechanisms coded into PoS blockchains that remove part of the stakes of a validator for misbehavior, such as signing two blocks at once or being offline.

Financing history

Obol raised a \$6.2 million Series A in October 2021 in a deal led by Ethereal Ventures, placing the company's post-money valuation at \$23.2 million. <u>Coinbase Ventures</u>, Archetype, <u>Figment</u> Capital, and other investors participated in the round. The company raised a \$12.5 million Series A1 in January 2023 led by Archetype and Pantera Capital.

Financing history

PitchBook's VC Exit Predictor gives Obol an 81% probability of a successful exit, with a 1% probability of IPO, and a 80% probability of an exit via M&A.

CONFIDENTIAL, NOT FOR REDISTRIBUTION, PG 28

About PitchBook Industry and Technology Research

Independent, objective, and timely market intel

As the private markets continue to grow in complexity and competition, it's essential for investors to understand the industries, sectors and companies driving the asset class.

Our Industry and Technology Research provides detailed analysis of nascent tech sectors so you can better navigate the changing markets you operate in—and pursue new opportunities with confidence.

©2023 by PitchBook Data, Inc. All rights reserved. No part of this publication may be reproduced in any form or by any means—graphic, electronic, or mechanical, including photocopying, recording, taping, and information storage and retrieval systems—without the express written permission of PitchBook Data, Inc. Contents are based on information from sources believed to be reliable, but accuracy and completeness cannot be guaranteed. Nothing herein should be construed as any past, current or future recommendation to buy or sell any security or an offer to sell, or a solicitation of an offer to buy any security. This material does not purport to contain all of the information that a prospective investor may wish to consider and is not to be relied upon as such or used in substitution for the exercise of independent judgment.

PitchBook Data, Inc.

John Gabbert Founder, CEO Nizar Tarhuni Vice President, Institutional Research and Editorial Paul Condra Head of Emerging Technology Research

Additional research

Eric Bellomo eric.bellomo@pitchbook.com Gaming **E-Commerce**

Brendan Burke brendan.burke@pitchbook.com Internet of Things Information Security Artificial Intelligence & Machine Learning

Aaron DeGagne aaron.degagne@pitchbook.com Medtech **Digital Health**

Alex Frederick alex.frederick@pitchbook.com Agtech Foodtech

Jonathan Geurkink jonathan.geurkink@pitchbook.com Supply Chain Tech Mobility Tech

Kazi Helal kazi.helal@pitchbook.com Biopharma Pharmatech

Derek Hernandez derek.hernandez@pitchbook.com Enterprise SaaS

Ali Javaheri ali.javaheri@pitchbook.com **Emerging Spaces**

Robert Le robert.le@pitchbook.com Insurtech Crypto

John MacDonagh john.macdonagh@pitchbook.com Carbon & Emissions Tech **Clean Energy Tech**

Rebecca Springer rebecca.springer@pitchbook.com Healthcare Services Healthcare IT

Rudy Yang rudy.yang@pitchbook.com **Enterprise Fintech** Retail Fintech