



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

# 2022 年業績路演材料

OSL

THE TRINITY  
DIGITAL ASSET  
PLATFORM

# 免責聲明

The information contained in this document is for general informational purposes only and does not constitute an offer, solicitation, invitation or recommendation to subscribe for or purchase any securities, or other products or to provide any investment advice or service of any kind. This document is solely intended for distribution to and use by professional investors. This document is not directed at, and is not intended for distribution to or use by, any person or entity in any jurisdiction or country where such distribution or use would be contrary to law or regulation or which would subject BC Group (“BC Group or the “Group”) to any registration requirement within such jurisdiction or country.

This document contains forward-looking statements which are based on the current expectations, estimates, projections, beliefs and assumptions of BC Group about the businesses and the markets in which it and its subsidiaries operate. These forward-looking statements are not guarantees of future performance and are subject to market risk, uncertainties and factors beyond the control of BC Group. Therefore, actual outcomes and returns may differ materially from the assumptions made and the statements contained in this document.

Although the information contained in this document is obtained or compiled from sources believed to be reliable, BC Group does not guarantee the accuracy, validity, timeliness or completeness of the information or data for any particular purpose, and shall not accept any responsibility for, or be liable for, errors, omissions or other inaccuracies in the information or for the consequences thereof. The information set out in this document is provided on an “as is” and “as available” basis and may be amended or changed. It is not a substitute for professional advice which takes account of your specific circumstances and nothing in this document constitutes legal advice. BC Group shall not be responsible or liable for any loss or damage, directly or indirectly, arising from the use of or reliance upon any information provided in this document.

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.



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



THE TRUSTED  
DIGITAL ASSET  
PLATFORM

Contact [ir@bc.group](mailto:ir@bc.group)



# 目錄

01

回顧市場

02

關於公司

03

財務數據

04

業務進展與展望

# 大環境的不穩和黑天鵝事件都在呼籲監管

## 宏觀經濟不確定性

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

## 黑天鵝事件

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

## 數字資產領域的監管發展



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



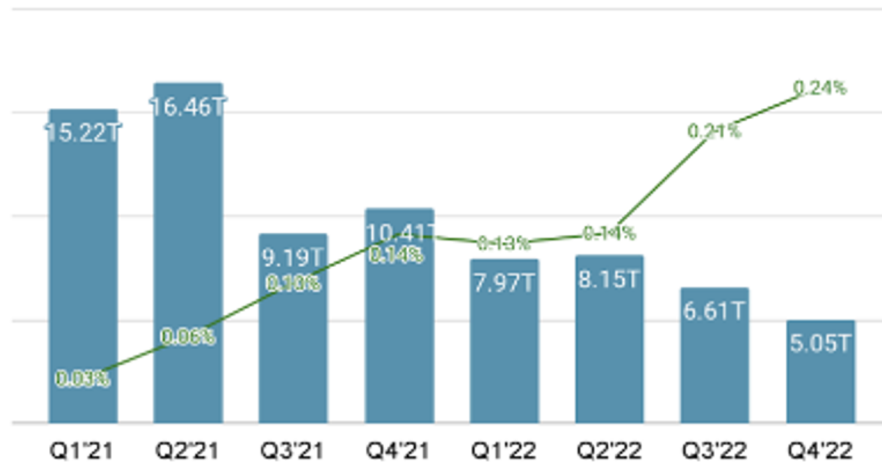
By [Eteika Bogardi](#), [Norton Rose Fulbright](#) and [Amy Chung](#), [Norton Rose Fulbright](#)  
Published on 20th April 2022

# OSL持續贏得市場份額

## Global centralized exchange volume (US\$)

Industry Market Share %

■ Global Trading Volume — OSL Market Share %

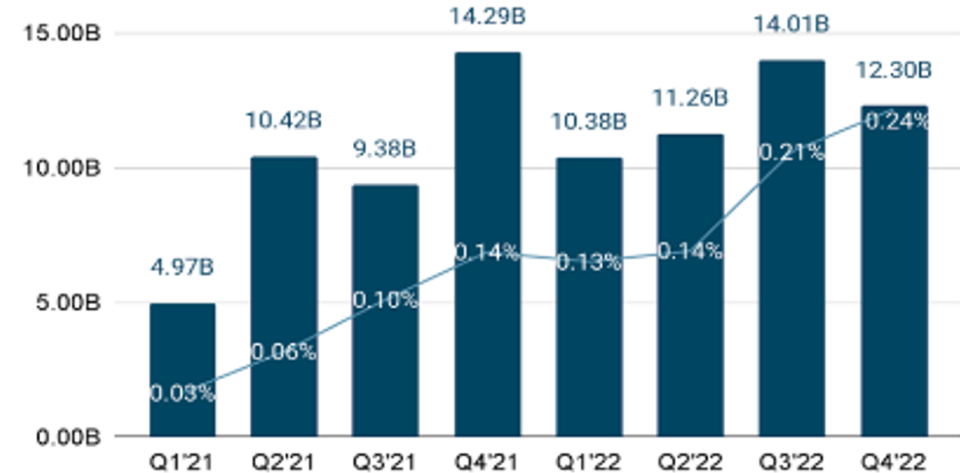


Source: OSL, Coinmarketcap.com

## OSL two-sided trading volume (US\$)

OSL Volume Growth

■ OSL Volume — OSL Market Share %



Source: OSL, Coinmarketcap.com



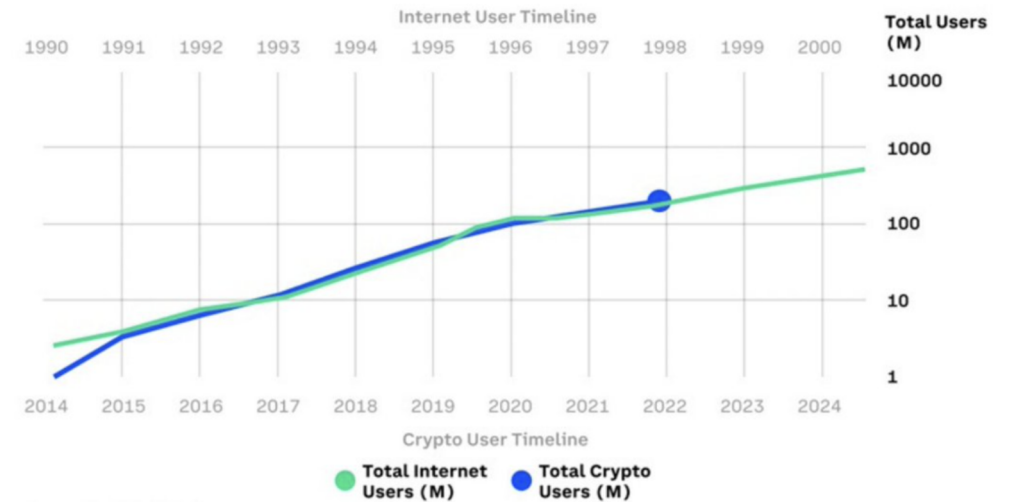
# 市場繼續蓬勃發展和擴張

## Market Cap. of Major Asset Class (USD Trillions)



Source: Bloomberg, CoinMarketCap, SIFMA, Savills

## Internet vs. Crypto Adoption



Source: World Bank, Crypto.com

# 目錄

01

回顧市場

02

關於公司

03

財務數據

04

業務進展與展望

# BC科技集團的業務





# 目錄

01

回顧市場

02

關於公司

03

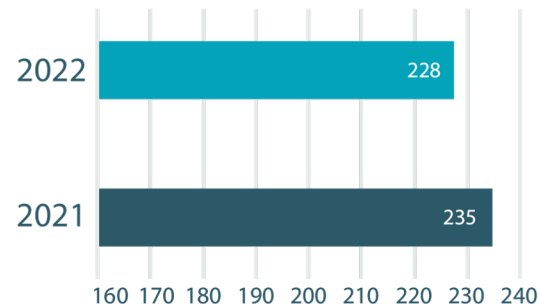
財務數據

04

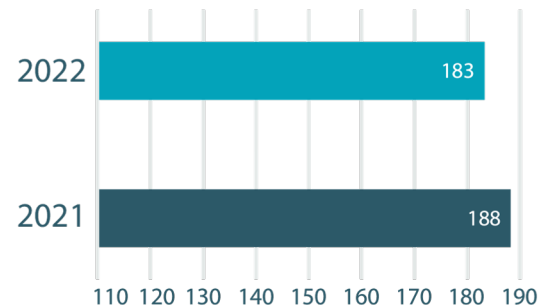
業務進展與展望

# 集團財務摘要

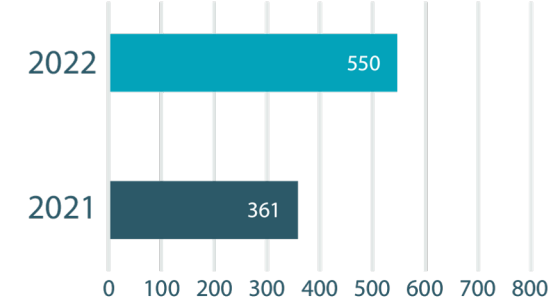
Group Non-IFRS Income  
(HKD millions)



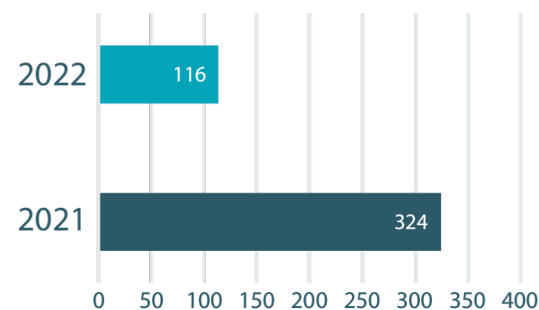
Group Non-IFRS Digital Asset Income  
(HKD millions)



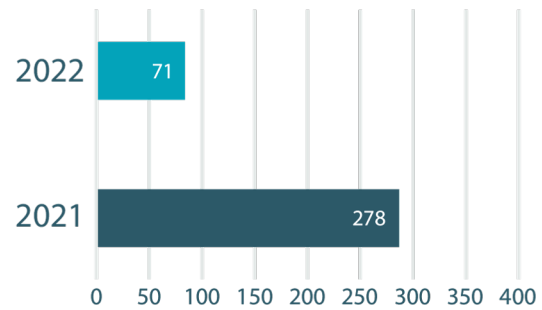
Group Net Loss  
(HKD millions)



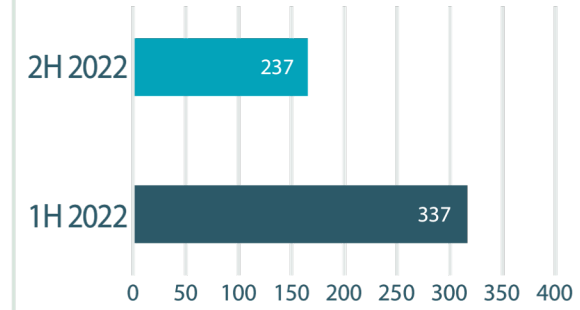
Group Income (HKD millions)



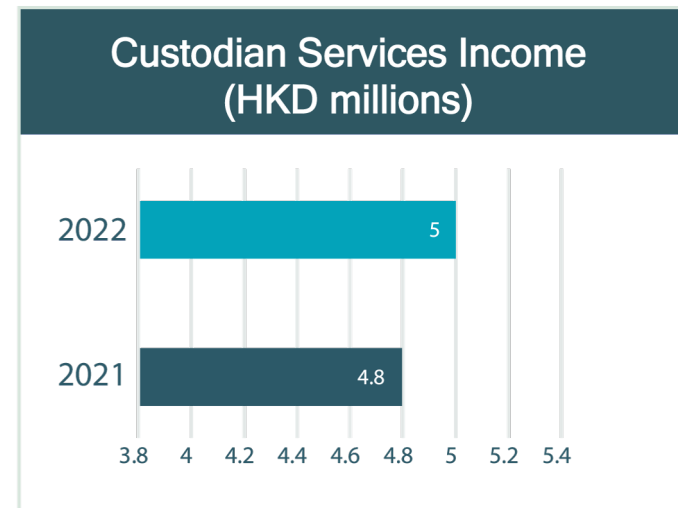
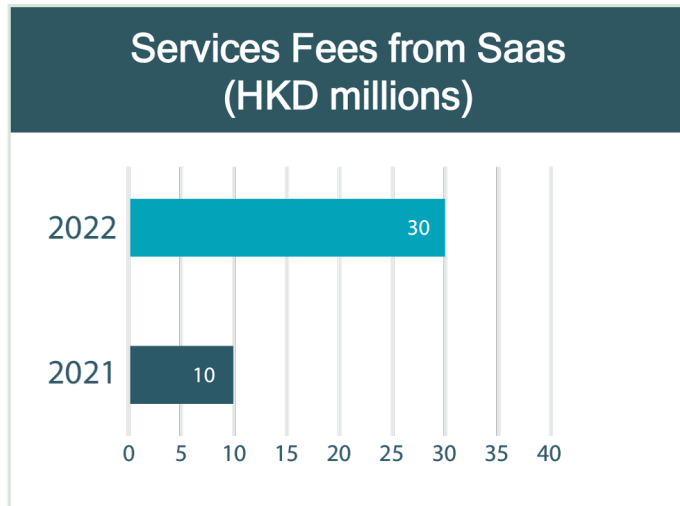
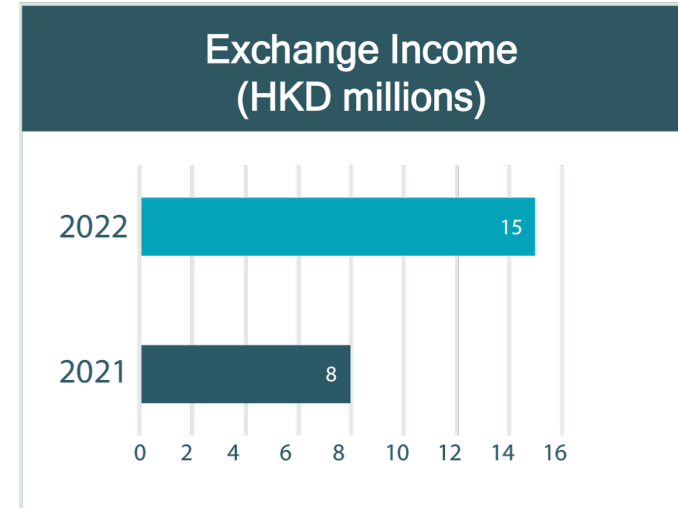
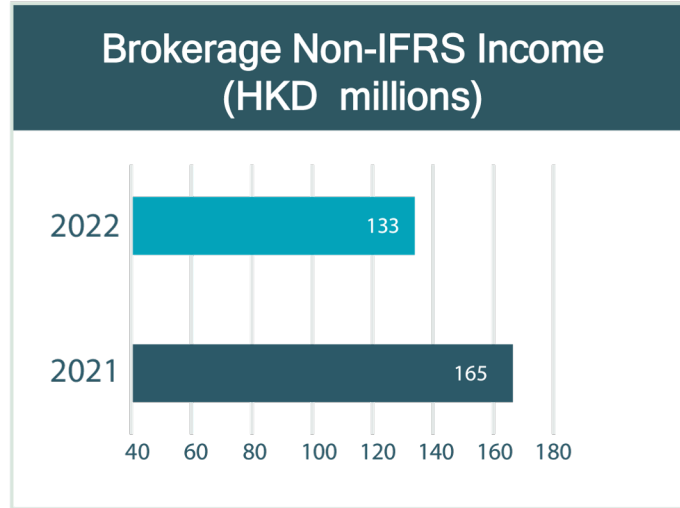
Digital Asset Income  
(HKD millions)



Admin. and Other Operating Costs  
(HKD millions)

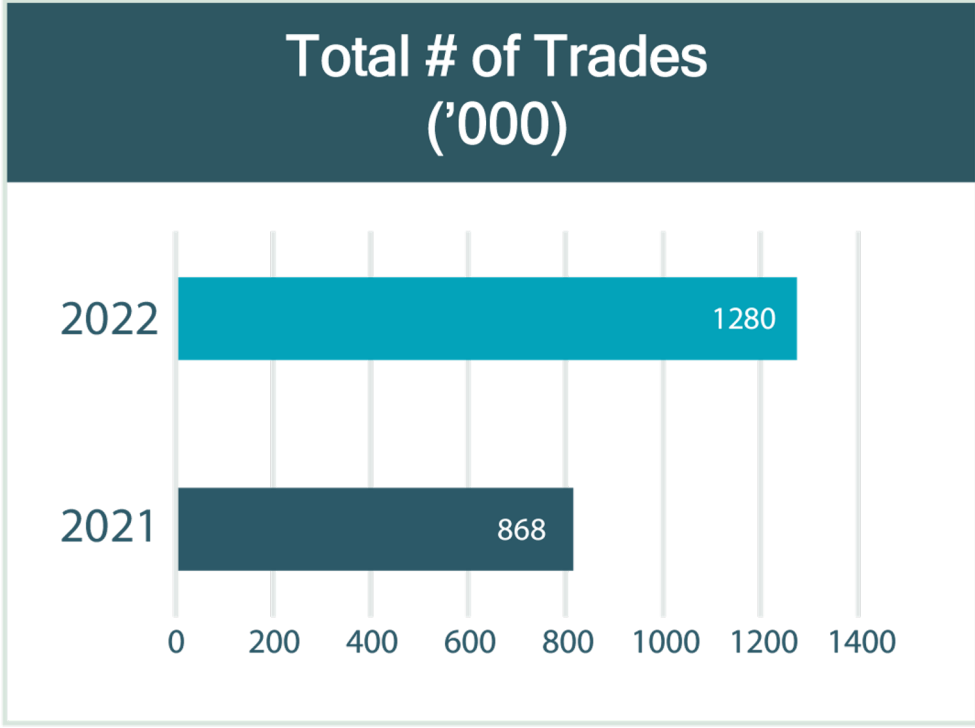
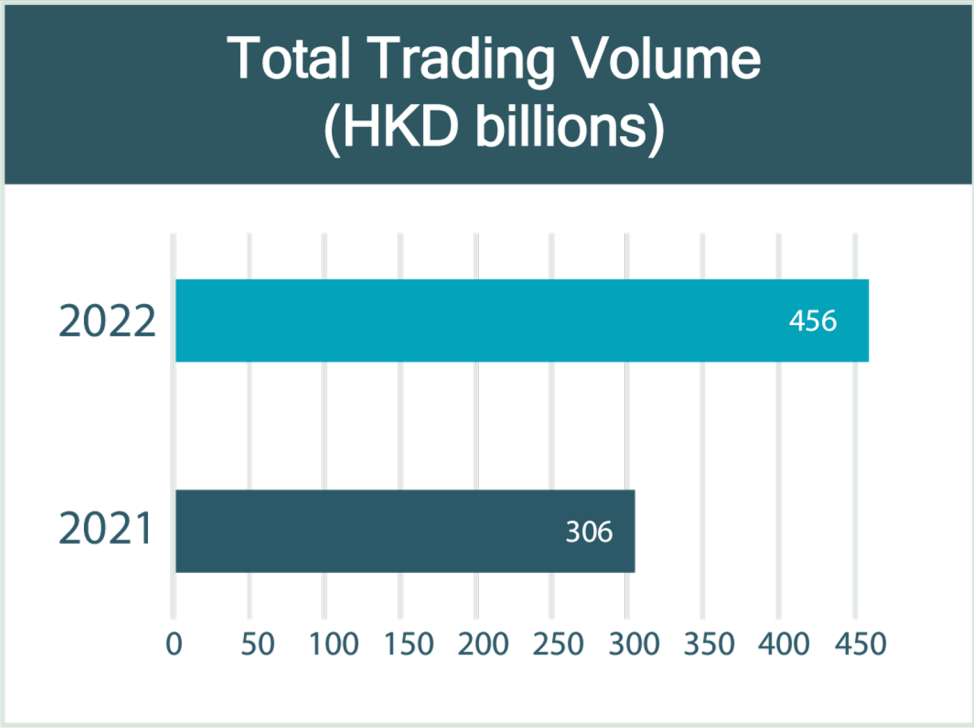


# OSL數字資產平台財務摘要





# 運營亮點：交易量逐年攀升



# 財務數據 (HKD'000)

數字資產與區塊鏈平台業務的調整後非國際財務報告準則淨收入  
("DA業務")

數字資產經紀業務而持有的數字資產的淨收益 (損失)

數字資產業務收入

商業園區的租金收入

集團總收入

收入成本

銷售費用

管理及其他營業費用

減損損失規定淨額和淨財務成本

關聯公司淨損失份額

其他收益及損失淨額

所得稅前淨虧損

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)

# AGENDA

01

回顧市場

02

關於公司

03

財務數據

04

業務進展與展望



# 主要業務更新

## 交易量持續增長



在2022年，OSL的經紀和交易量增加，因為它增加了更多的市場製造商和流動性提供者，以滿足機構投資者對受規管的參與者的需求。

## 新的Omnibus協議和穩定的SaaS推出



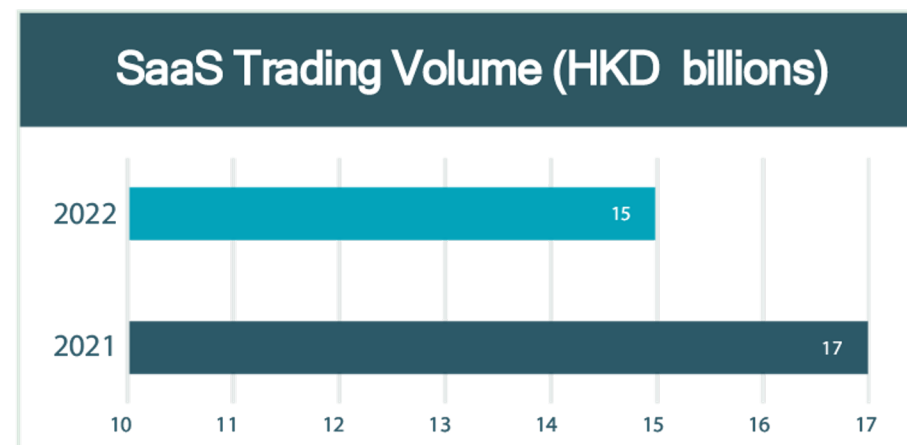
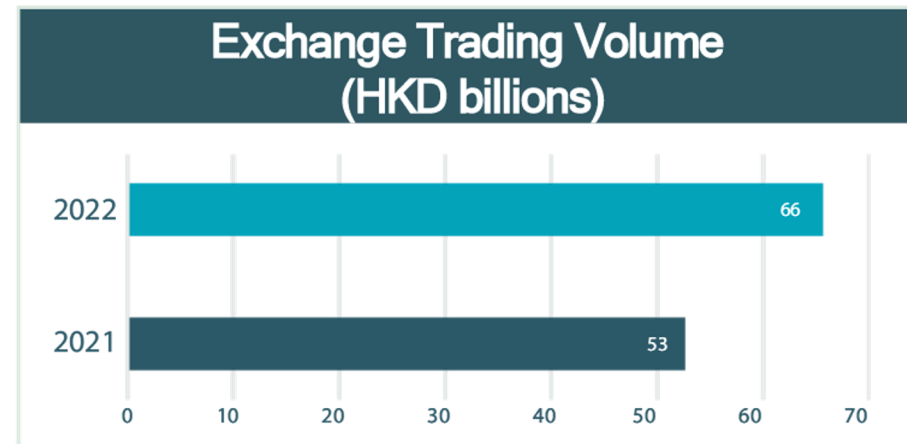
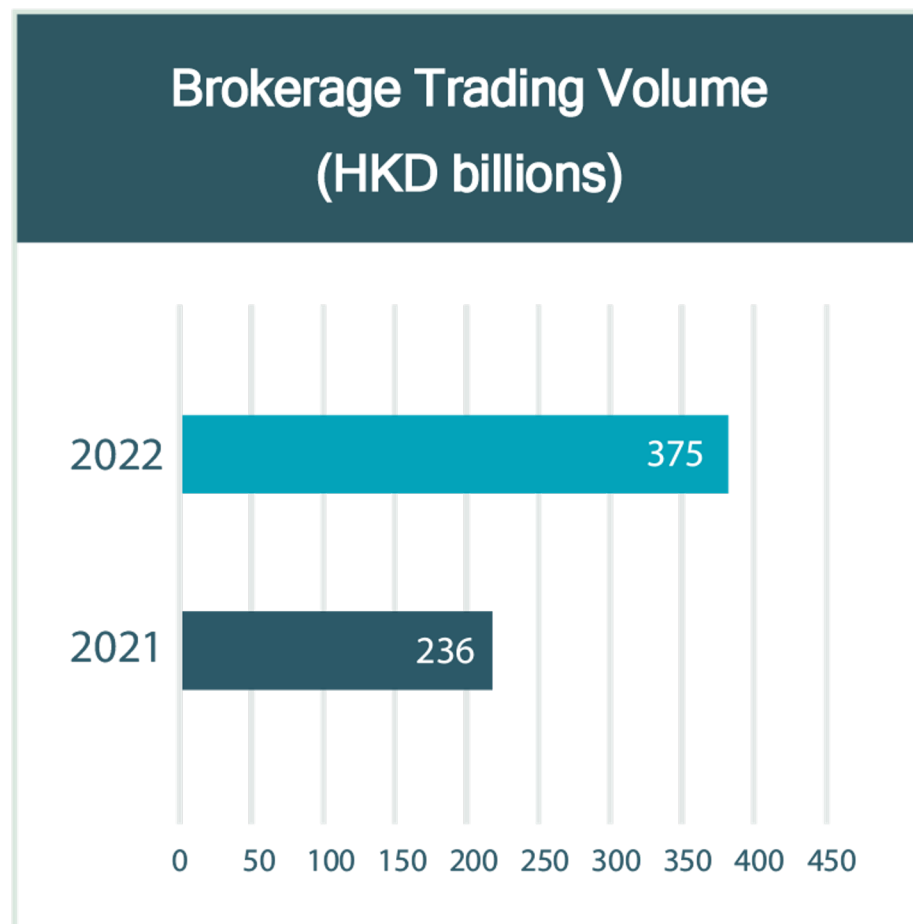
OSL通過與Interactive Brokers、Victory Securities和Arta Techfin合作，擴展了其業務覆蓋範圍，同時也見證了現有SaaS業務客戶群的增長。

## 監管過後：重新關注科技與創新



在取得牌照之後，OSL能夠重構其領導團隊和技術，以更快的市場反應時間和創新為重點。

# 市場交易量繼續創歷史新高



# OSL為一級機構提供的SaaS產品



- ▶ 聚焦新加坡和亞洲業務
- ▶ 24/7數字資產交易
- ▶ 成千上萬的交易客戶
- ▶ 2022年比特幣交易增長了80%



- ▶ 聚焦英國和歐盟業務
- ▶ 機構和專業客戶
- ▶ 獲得了英國金融行為監管局(FCA)的加密貨幣註
- ▶ 2022年啟動交易

## 主要銀行

- ▶ 聚焦亞太地區/大洋洲業務
- ▶ 重要的潛在客戶群

# 2023年主要亮點和前景展望



全球交易量朝向像OSL這樣的受監管平台轉移



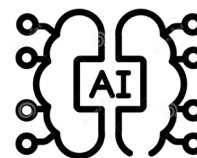
香港市場開放零售投資者參與數字資產交易



代幣化金融產品和證券型代幣發行的崛起



金融機構採用OSL SaaS解決方案進入數字資產市場



技術和人工智能作為最關鍵的公司策略

# 新市場機遇 - 香港零售市場



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

20 February 2023

“我們對香港數字資產市場的未來充滿樂觀，並致力與證監會合作，確保新的許可制度為零售交易者提供一個安全、可靠且合規的環境來參與市場。”

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



# 通過證監會-香港金融管理局聯合通函抓住市場

香港有非常龐大的潛在市場



1,400

一類持牌證券公司



110

從事經紀業務的銀行



1,700

持牌證券基金經理

該通告首次為銀行和一類持牌中介機構在香港大規模進入數字資產（亦稱虛擬資產或VA）提供了官方監管綠燈，數字資產僅供專業投資者使用。

- ▶ 一類持牌經紀商和銀行必須與受監管的虛擬資產合作平台合作
- ▶ OSL DS是香港第一家持有證監會一類及七類牌照的數字資產公司



4.5 T

資產管理規模



8%

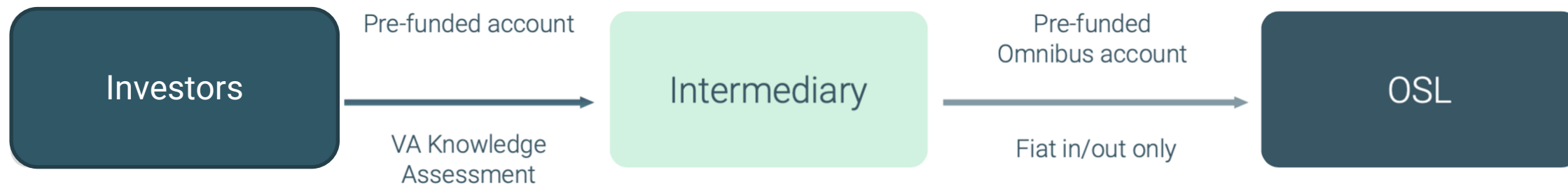
另類投資資產

# Omnibus業務合作夥伴不斷增長

## 獨特的B2B2C模式

OSL及其機構合作夥伴強烈支持這一具有突破性的舉措，這將有助於提高投資者保護，促進市場誠信，並促使香港數字資產市場蓬勃發展。

OSL的獨特優勢在於其B2B能力，再結合機構合作夥伴的B2C分銷。這種綜合方法使OSL能夠在數字資產生態系統內實現獨特的價值主張，為各類客戶（包括零售投資者）提供機構級交易、託管和經紀服務。





# 證券型代幣發行(STO) - 數字化資產的機遇

市場潛力巨大，發行者包括

## 傳統金融機構:

- ✓ 貨幣市場基金
- ✓ 指數基金
- ✓ 認股權證
- ✓ 各種結構型產品

## 企業和個人:

- ✓ 房地產
- ✓ 商品
- ✓ 藝術

## 原生數字資產用戶:

- ✓ 交易所
- ✓ 初創企業
- ✓ 礦業公司
- ✓ 穩定幣發行人
- ✓ DAO

使用區塊鏈技術的實物資產支持的受監管證券發行

# OSL推出香港首隻與比特幣掛鈎的STO債券

OSL成為香港首家通過私募方式進行證券型代幣發行(STO)向專業投資者分銷證券型代幣的證監會一類持牌數字資產經紀商。

參與包括:



OSL的STO成功發行展示了如何在受監管的环境下，將STO這種創新性投資受監管數字資產方式在香港資本市場實現。

# FinLink 介紹

## 為什麼要使用FinLink？

雖然我們在早期獲得了關鍵勝利，但我們很快意識到市場正在變化。隨著傳統金融機構對數字資產的興趣日益增加，OSL推出了FinLink，一套全面的數字資產解決方案，專門為所有金融機構的需求量身定制，而不僅僅是那些尋求提供加密產品的機構。



## 什麼是 FinLink?

FinLink是一種技術和專業服務解決方案，可將上市時間縮短12個月。

這是一個現成的概念驗證 (PoC) 套件，可以在沙箱環境中讓您的組織運作，旨在：

- 幫助範圍和設計項目
- 對核心數字資產主題進行中小型企業研討會
- 在平台上定義和配置一組標準工作流程
- 提供由OSL的金融服務級AWS雲端托管的環境
- 部署我們的核心產品平台
- 通過專業服務協議幫助團隊進行任何集成
- 授權業務的不同部門（風險、合規、運營）與這個新的資產類別互動的第一手體驗。



BC TECHNOLOGY GROUP LIMITED  
BC科技集團有限公司  
股票代號：863 HK

# Q&A

# THANK YOU FOR YOUR ATTENTION



THE TRUSTED  
DIGITAL ASSET  
PLATFORM

SaaS · Brokerage · Custody · Exchange





BC TECHNOLOGY GROUP LIMITED  
BC 科技集團有限公司  
股票代號：863 HK

聯繫方式：

[ir@bc.group](mailto:ir@bc.group)



THE TRUSTED  
DIGITAL ASSET  
PLATFORM