



INSTITUTIONAL CRYPTO CONFERENCE WEST

The Ritz-Carlton San Francisco, CA
September 6th & 7th, 2023

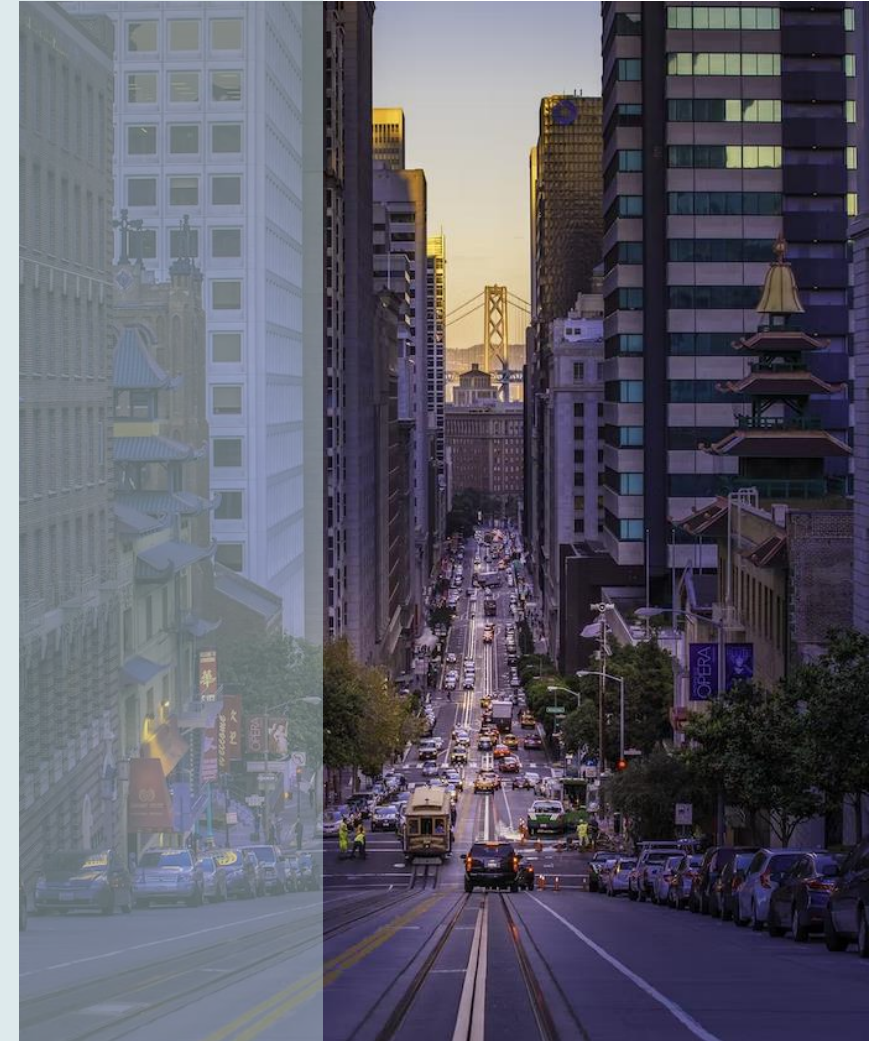
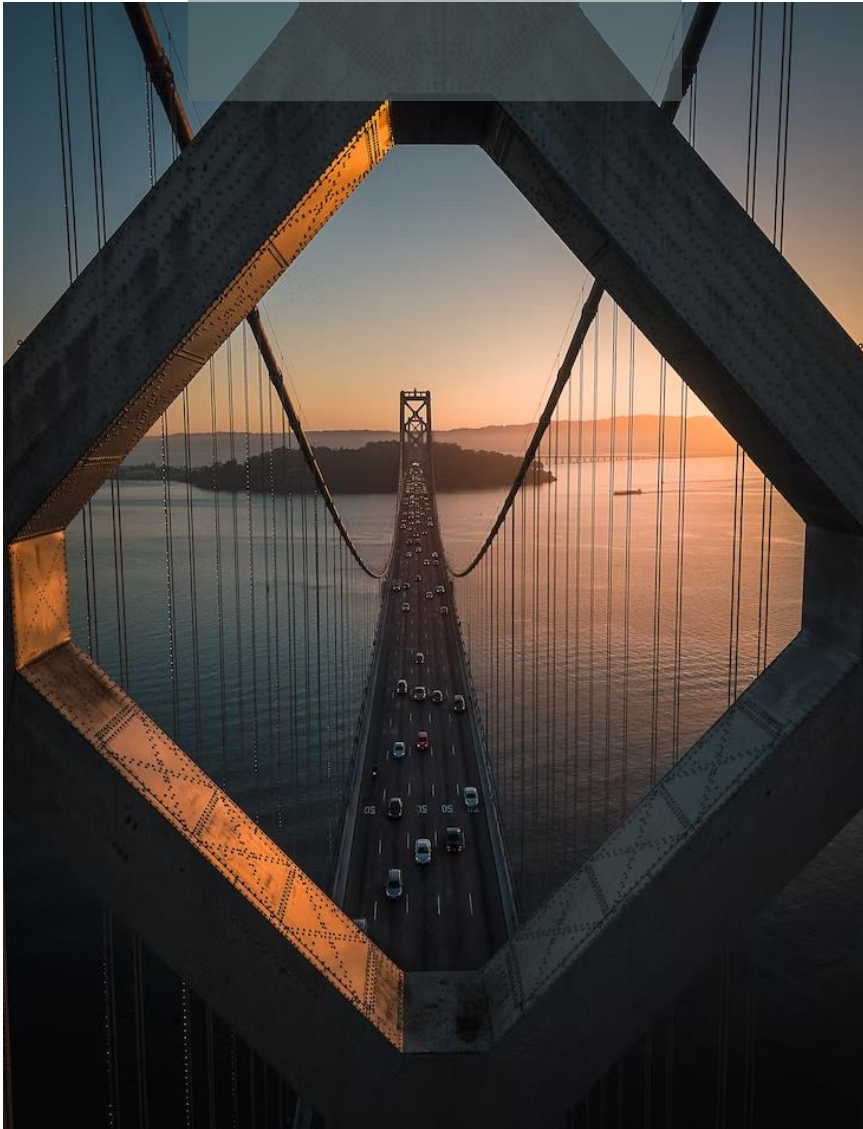


TABLE OF CONTENTS

Introduction	3
By The Numbers	4
In Attendance	5
Previous Sponsors	6
Institutional Partners	7
Lead Sponsor	8
Sponsors	9-12
Speaker Bios	13-22
Conference Agenda	23-27
Participation Options	28-32
Carmo Contact Info	33





INSTITUTIONAL CRYPTO CONFERENCE WEST

THE RITZ-CARLTON SAN FRANCISCO, CA
SEPTEMBER 6TH & 7TH, 2023

Dear Colleague,

It is with great pleasure that I invite you to the 2nd Annual Institutional Crypto Conference. We aim to continue to connect and educate our LP audience on sophisticated digital asset investment themes and strategies through the good, the bad and the ugly. The downfall of FTX, Three Arrows Capital, Core Scientific and others have led to substantial uncertainty amongst the institutional investor community. Some investors have paused their efforts to invest in the asset class while others have waited for the froth to pass in order to take a dive. We see that in general digital asset and blockchain investment strategies continue to attract interest from the most sophisticated endowment style investment organizations and we remain committed to the education and adoption of this asset class.

We look forward to hosting you again in San Francisco.

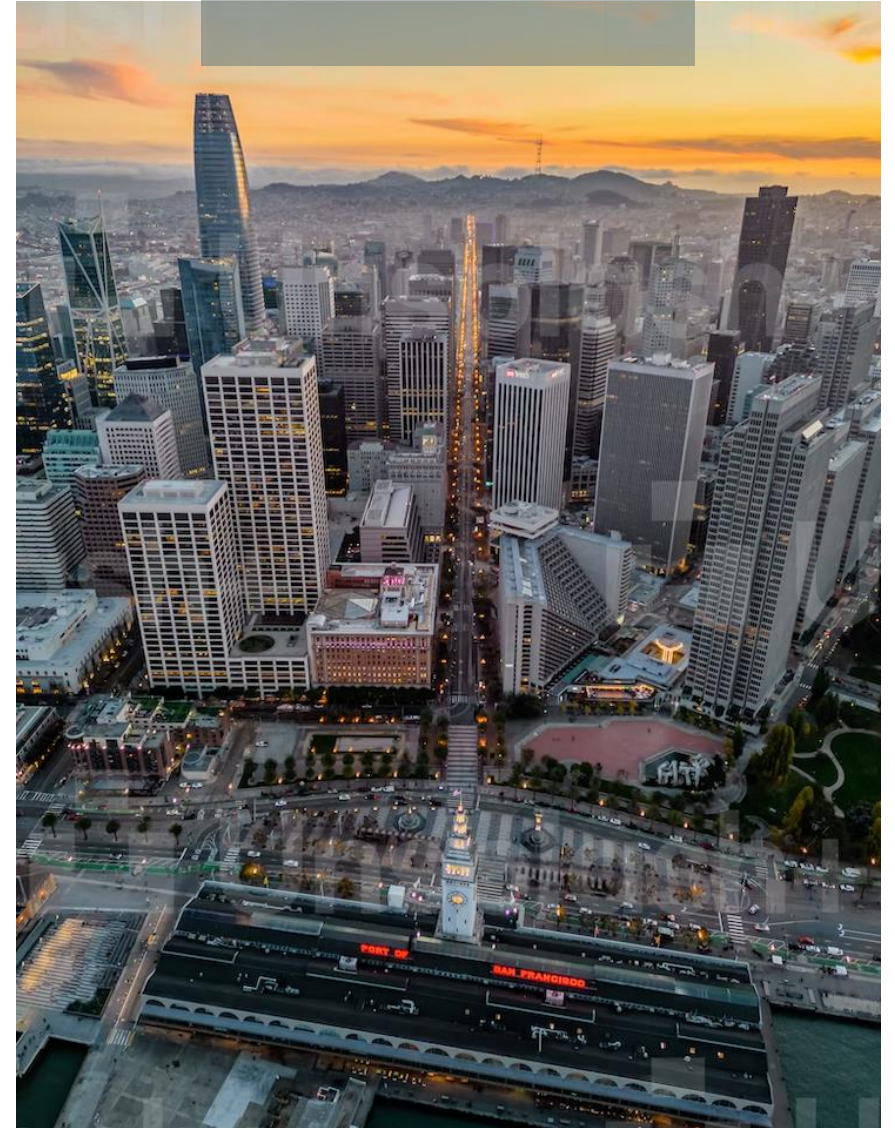
Best,

Roy Carmo Salsinha
President, CEO
Carmo Companies



BY THE NUMBERS

- \$3+ Trillion AUM in attendance
- 250+ Total participants
- 125+ Institutional & Private Wealth Investors
- 125+ Digital Asset Focused Hedge & VC Funds
- 5 Industry Exclusive Panel Sessions
- 5+ Hours of Networking
- 1 Full day Conference
- 1 Pre-Event Networking Cocktail





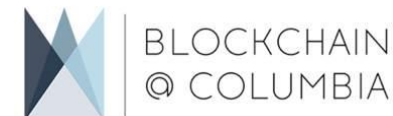
IN ATTENDANCE

C-Level Executives

- Corporate Pension Funds
- Endowments
- Foundations
- Private Equity Funds
- Digital Asset Venture Capital Firms
- Digital Asset Hedge Funds
- Public Pension Funds
- Fund of Funds
- Sovereign Wealth Funds
- Portfolio Companies
- Family Offices, Multifamily Offices and Private Banks
- Government officials
- Economists
- Banks and Investment Banks
- Lawyers
- Auditors
- Private Credit Funds
- Custodians
- Digital Asset Service Providers
- OCIOs/Consultants
- RIAs



PREVIOUS SPONSORS



INSTITUTIONAL PARTNERS



BLOCKCHAIN@USC





The KPMG story

KPMG is the U.S. firm of the KPMG global organization of independent professional services firms providing Audit, Tax, and Advisory services. KPMG firms operate in 143 countries and territories with more than 265,000 partners and employees working in member firms around the world. Each KPMG firm is a legally distinct and separate entity and describes itself as such. At KPMG, we come to work every day because we are passionate about solving the business challenges that keep our clients up at night. Our people work alongside companies of various shapes and sizes, in all 50 states, to pinpoint and deliver practical, customized business services that drive real results.

Cryptocurrency, digital assets and blockchain technology

KPMG insights and solutions can help you strategize for the Web3 future. KPMG is a leader in the digital assets space, disrupting the professional services market through strategic investments that enhance the evolution of our solutions. Our professionals provide audit, tax and advisory services across the ecosystem of digital assets, from miners to intermediaries to institutional finance organizations. Wherever you are on your Web3 journey, KPMG can provide insights and guidance through every phase. This includes organizational strategy, accessing capital markets, addressing tax and regulatory implications, building and attesting to internal controls, and of course performing financial statement audits.



2023 SPONSORS



Accolade Partners is an alternative asset platform that specializes in technology, blockchain and healthcare-focused venture capital and growth equity fund investments. Accolade is one of the largest blockchain allocators with \$1 billion in assets under management specifically dedicated to blockchain fund investments



Ava Labs makes it simple to launch decentralized applications on Avalanche, the fast and secure smart contracts platform. We are empowering people to easily and freely digitize all the world's assets on one open, programmable blockchain platform. Ava Labs was founded by Cornell computer scientists who brought on talent from Wall Street to execute their vision. The company has received funding from Andreessen Horowitz, Initialized Capital, and Polychain Capital, with angel investments from Balaji Srinivasan and Naval Ravikant.



Avalanche is a smart contracts platform built to scale infinitely and finalize transactions in under a second. Its novel consensus protocol, Subnet infrastructure, and HyperSDK toolkit enable businesses to easily launch powerful, custom blockchain solutions. Build anything you want, any way you want, on the eco-friendly blockchain designed for both Web3 devs and businesses.



Based in San Francisco, Bitwise is one of the largest and fastest-growing digital asset managers, offering both index and active strategies across a wide array of investment vehicles. The firm is known for creating the world's largest crypto index fund (OTCQX: BITW), a suite of crypto-focused equity and futures ETFs, a multi-strategy hedge fund vehicle, and investment products that span Bitcoin, Ethereum, DeFi, NFTs, and the Metaverse. Bitwise focuses on partnering with family offices, institutions, and financial advisors to provide quality education and research.



2023 SPONSORS



BlockFills is a financial technology and cryptocurrency trading solutions firm dedicated to the provision of bespoke end-to-end solutions to participants in the cryptocurrency market worldwide. We solve fragmented liquidity problems through our aggregation and matching algorithms and provide an end-to-end software suite that simplifies all aspects of the trade lifecycle for institutions. BlockFills has propelled itself to be one of the fastest growing crypto liquidity and technology providers globally by arming our patrons with the tech, risk mitigation, deep liquidity, 24/7 market-access, and white glove support they need to safely launch or scale their digital asset business.



Carmo Hunter offers a consultative, high-touch approach and aim to foster relationships with our clients to better understand hiring needs, plans for growth and long-term vision. We can help you selectively source top talent across the country by creating a strategic recruiting solution that is specific to each company and firm. Carmo Hunter is a joint venture between San Francisco based Hunter SF and New York based Carmo Companies. We execute junior level to senior management positions.



Coinbase is building the cryptoeconomy – a more fair, accessible, efficient, and transparent financial system enabled by crypto. The company started in 2012 with the radical idea that anyone, anywhere, should be able to quickly and securely send and receive Bitcoin. Today, Coinbase offers a trusted and easy-to-use platform for accessing the broader cryptoeconomy."



With a combined 60 years of professional experience across investing, technology, and cybersecurity, we create investment vehicles in the cryptocurrency space which seek to generate asymmetric risk-adjusted returns. Our mindset is focused on anti-fragility, meaning we like volatility. Markets are not linear; in our view, they're typically elastic. To us, these are opportunities, not challenges. Volatility is where we began since we started in crypto, so we're adapted to make the most of it. Our two live battle-tested funds are designed to generate consistent returns as much as possible, despite highly inconsistent markets. We are three friends, colleagues, and business partners who are passionate about and dedicated to being the best in the cryptocurrency space.

FIGURE

Figure uses the proven power of the Provenance Blockchain for loan origination, equity management, private fund services, banking and payments—transforming the trillion dollar financial services industry. Figure has over 500 employees across the US with headquarters in SF and NYC with technology offices across the United States.



Humla Ventures is a specialized alternative investment manager and advisor transforming financial markets using emerging technologies, including blockchain, AI and fintech. We offer a series of investment products including (1) a global venture capital fund investing in early stage companies disrupting the financial markets (fund II), (2) a series of SPVs enabling our close network to co-invest with us in unique opportunities and special situations and (3) a secondaries fund allowing access to top-performing startups in the digital asset industry from distressed investors at discounted rates. Our team is uniquely positioned in a hard-to-understand ecosystem with unfair access to early stage opportunities and to digital asset and blockchain experts. Our proof of concept fund returned 4.5x cash on cash (15x unrealized) and fund II achieved a TVPI of 1.39x after the first year of deployment.



Manifold stands at the forefront of the cryptocurrency landscape, combining quantitative investment techniques with venture capital prowess. The firm specializes in cross-venue, atomic arbitrage, and high-frequency trading strategies. Manifold takes a more expansive approach to investing in the cryptocurrency space. This broader strategy harnesses an array of data sources and liquidity points, promising elevated alpha generation and pinpoint execution. Over its 2-year operational journey, Manifold boasts a steadfast team of 15 specialists, all trading on an exclusive proprietary book. Manifold Ventures focuses on pre-seed to seed-stage crypto startups, especially in this evolving market landscape. As market valuations recalibrate, the firm places immense value on founders who exhibit resilience and determination during these cyclic lows. Given the funding saturation observed in Series A rounds, early-cycle investments take precedence, offering a harmonized risk-reward equilibrium. As MFVC closes its first fundraising round, Manifold is poised to innovate the cryptocurrency investment arena.



AAM (also known as GDA Asset Management) is a leading provider of world class crypto funds. GDA BTC Derivatives Fund employs distinct options trading strategies (covered call, negative gamma, volatility) aided by artificial intelligence to provide high risk-adjusted returns with low correlations relative to underlying BTC position. GDA ETH Derivatives Fund also employs distinct options trading strategies (covered call, negative gamma, volatility) aided by artificial intelligence to provide high risk-adjusted returns with low correlations relative to underlying ETH position. GDA Gateway Fund is a tactical way to get diversified exposure to largest tokens. The fund seeks to invest in the leading cryptocurrencies, screened & monitored for certain risks, equally weighted and rebalanced regularly.



2023 SPONSORS



Tassets, with its founders immersed in the field since 2017, pioneers the transformation of real asset investing using Blockchain & A.I. technologies. Their Tokenized Asset Lifecycle Management (TALM) and Asset Tokenization as a Service (ATaaS) models revolutionize traditional private markets. Key services encompass Primary Issuance of digital tokens representing real assets, efficient Securities Distribution Rails, a transparent platform for Secondary Trading, integration with Decentralized Finance (DeFi) for broader financial access, and expert Disposition management for compliance and optimal returns. Remarkably, Tassets has tokenized over \$5 billion in US assets, capitalizing on profound industry insights. Driven by a mission to innovate investment using Web 3.0 technologies, Tassets envisions a future where everyone can access private capital markets and asset holders achieve optimal liquidity. Positioned at innovation's cutting edge, Tassets isn't merely a company but a beacon guiding us to a more inclusive and efficient financial era.



VanEck has a history of looking beyond the financial markets to identify trends that are likely to create impactful investment opportunities. We were one of the first U.S. asset managers to offer investors access to international markets. This set the tone for the firm's drive to identify asset classes and trends – including gold investing in 1968, emerging markets in 1993, and Exchange Traded Funds in 2006 – that subsequently shaped the investment management industry. Today, VanEck offers active and passive strategies with compelling exposures supported by well-designed investment processes. The firm's capabilities range from core investment opportunities to more specialized exposures to enhance portfolio diversification. Our actively managed strategies are fueled by in-depth, bottom-up research and security selection from portfolio managers with direct experience in the sectors and regions in which they invest. Investability, liquidity, diversity, and transparency are key to the experienced decision-making around market and index selection underlying VanEck's passive strategies. Since our founding in 1955, putting our clients' interests first, in all market environments, has been at the heart of the firm's mission.



Mike Cagney

Co-Founder and Chief Executive Officer, Figure (San Francisco)

Mike Cagney is the Co-founder and Chief Executive Officer of Figure, where he leads corporate strategy and development. Mike brings decades of experience in the financial industry to his leadership of the company, previously serving as CEO, chairman and co-founder of SoFi, a leading marketplace lender providing student loan refinancing, mortgages and personal loans, as well as a range of wealth management services. He is also co-founder and managing member of Cabezon Investment Group, a global macro hedge fund, in addition to serving as a non-executive chairman of ReFlow. Before Cabezon, Mike founded, was CEO and then vice chairman and chief architect of Finaplex, a leader in wealth management software that was sold to Broadridge (NYSE: BR). Prior to Finaplex, Mike was Senior Vice President and head trader for the proprietary trading and financial products group at Wells Fargo Bank. Mike holds an M.S. management degree from the Stanford Graduate School of Business, where he was a Sloan Fellow. He also holds a M.S. in Applied Economics and a B.A. in Economics from UC Santa Cruz.



Tim Draper

Founder, Draper Associates and DFJ (Redwood City)

Tim Draper founded Draper Associates, DFJ and the Draper Venture Network, a global network of venture capital funds. Funded Coinbase, Baidu, Tesla, Skype, SpaceX, Twitch, Hotmail, Focus Media, Robinhood, Athenahealth, Box, Cruise Automation, Carta, Planet, PTC and 15 other unicorns from early/first rounds. He is a supporter and global thought leader for entrepreneurs everywhere, and is a leading spokesperson for Bitcoin and decentralization, having won the Bitcoin US Marshall's auction in 2014, invested in over 50 crypto companies, and led investments in Coinbase, Ledger, Tezos, and Bancor, among others. He is regularly featured on all major networks as a proponent for entrepreneurship, innovative governance, free markets and Bitcoin, and has received various awards and honors including the World Entrepreneurship Forum's "Entrepreneur of the World," and is listed as one of the top 100 most powerful people in finance by Worth Magazine, the top 20 most influential people in Crypto by CryptoWeekly, #1 most networked VC by AlwaysOn, #7 on the Forbes Midas List, member of the Global Guru 30 Startup Gurus in the world, and #48 most influential Harvard Alum.



Greg Carson

Managing Partner, Humla Ventures (Puerto Rico)

Greg Carson is Managing Partner at XBTO Humla Ventures and is Head of Corporate Development and Ventures for XBTO Group. He is a frequent contributor, lecturer and speaker on podcasts and events about Bitcoin and investing in the digital asset ecosystem, negotiation technique and growth. He has spoken on these subjects at several global conferences including Bitcoin 2021, Consensus Invest, MCC, the Crypto Finance Conference, Davos, Horizon 2020 events, and even at his Alma Mater, the Wharton School of Business. Greg has a decade as a tech founder, a decade of experience in investment banking and strategy, and is rounding out his first decade in venture capital. XBTO Humla Ventures operates in the top decile of venture returns and is one of the top global emerging managers in the space. Greg is a dedicated father, digital asset futurist, snowboarder, sportsman, reader/writer, dance teacher and tai chi practitioner.



Matthew Sigel

Head of Digital Assets Research, VanEck (New York)

As Head of Digital Assets Research and Portfolio Manager for the VanEck Smart Contract Leaders Fund, Mr. Sigel helps guide VanEck's digital assets strategy and sits on the investment committee of several of the firm's private funds. He produces frequent research on Bitcoin, smart contract platforms, and emerging markets adoption of digital asset. Prior to VanEck, Mr. Sigel worked as a research analyst and portfolio strategist at CLSA, an analyst and portfolio manager at AllianceBernstein (where he covered technology and other sectors under Cathie Wood), and a journalist at Bloomberg, CNBC and NHK Japan Broadcasting, where he covered finance. Mr. Sigel is a CFA Charterholder and has a BA from Harvard University.



James Danforth

Director, Cresset Private Capital (San Francisco)

James Danforth is a Director at Cresset Partners, where he focuses on venture capital and growth equity investing. Before that, he worked at TRUE Capital until May 2023, when the firm merged with Cresset Partners. James has 18 years of investment experience, eight of which were with TRUE Capital where he served as Director of Alternative Investments. Prior to joining TRUE Capital, James led equity investment fund research in the Global Manager Research group at Callan Associates, an investment consulting firm advising on \$3 trillion of assets for state and corporate pensions. Prior to Callan, he helped manage the \$6 billion endowment at the Packard Foundation. James earned a bachelor's degree from Bucknell University and an MBA from the Saïd Business School at the University of Oxford in England. He is a CFA® charter holder. James was the MVP and captain of his water polo teams at Oxford and Bucknell, respectively, and still plays water polo to this day. James lives in the San Francisco Bay area with his wife and two children.



Katelin Holloway

Founding Partner, Seven Seven Six (San Francisco)

Katelin is a founding partner at Alexis Ohanian's venture capital firm Seven Seven Six. Having spent her early career at Pixar Animation Studios, she transferred her culture building skills from film to tech, dedicating over a decade to developing teams as a senior executive at some of the internet's most influential startups, including Klout and Reddit. In early 2020, Katelin made the leap from operator to investor, helping entrepreneurs and the broader venture ecosystem evolve their diversity, equity, inclusion & belonging practices, creating new opportunities and access to wealth for people and products typically underrepresented in the tech industry. As an investor, she is passionate about funding and supporting the companies that will shape the future of work, life, sustainability, and the delicate balance that enables us to thrive. Throughout the course of her career, the one common denominator remains: enabling people through belonging to create beautiful, innovative products that move the world.



Anthony Tuths

Principal, KPMG (New York)

Tony is a Principal in KPMG's Alternative Investment Tax practice and leader of the firm's digital asset tax practice. He has more than 20 years of experience in tax structuring and advisory of alternative investment clients. Tony is responsible for tax structuring and tax advisory services for a broad range of asset management clients including hedge funds, crypto funds, fund of funds, private equity and venture capital funds. Tony has worked extensively with the formation and operation of funds trading a multitude of asset classes and various strategies. He has expertise in structuring hybrid funds and non-U.S. funds investing into the U.S. markets. His proficiency extends to the operation of management companies and the design of myriad compensation arrangements. Tony also has expertise in the taxation of financial products, digital assets and complex capital markets transactions. Prior to joining KPMG, he was the leader of the financial services practice at a national public accounting firm. He also served as the global head of tax structuring at Deutsche Bank. Author of numerous tax articles and frequent speaker at national tax conferences



Drew Myers

Co-Founder and Managing Partner, CrossLayer Capital (San Francisco)

Drew Myers is a co-founder and Managing Partner of CrossLayer Capital. CrossLayer Capital is a funds of funds focused on established and emerging venture managers dedicated to web3. Drew was previously a Managing Director at Makena Capital where he spent 12 years on Makena's Private Equity team focused on Venture Capital. Drew developed the firm's thesis for crypto and blockchain and led the firm's investments in the space between 2019 and 2021. Drew has a BA from Eugene Lang College and an MBA from Tuck School of Business at Dartmouth.



Thomas Finnerty

Digital Assets PM and Head of Global Macro, K2 Advisors (London)

Thomas Finnerty is the Head of Global Macro on the Investment Management (IM) team, overseeing the firm's investments in discretionary and systematic macro strategies. Mr. Finnerty has been with K2 Advisors since November 2009, initially focused on credit, relative value and event driven strategies and subsequently across multiple other hedge fund strategies. He relocated to the firm's London office in 2013 to cover managers in the region across hedge fund strategies, and was subsequently named Head of Global Macro in 2019. Prior to joining K2, Mr. Finnerty worked as an investment associate for Chapin Hill Advisors, a private wealth manager, from 2008 to 2009. Before that, he was a middle office trade analyst at BGC Partners, Cantor Fitzgerald's interdealer broker-dealer, until mid-2008. Mr. Finnerty received a Master of Arts degree in Economics from Fordham University's Graduate School of Arts and Sciences, and graduated cum laude from Fordham University with a Bachelor of Arts degree in Economics.



Sarah Moyer

Vice President, Jasper Ridge Partners (San Francisco)

Sarah Guzick Moyer is a Vice President of Jasper Ridge Partners and a member of the private equity team, where she focuses on direct/co-investments, in addition to working on manager selection and secondary transactions. Prior to joining Jasper Ridge Partners in 2020, Sarah worked on direct private equity and venture capital investments at Francisco Partners and G2VP. Previously, Sarah worked for Tesla as a Senior Project Manager leading financial and technical due diligence in the Commercial and Industrial Energy division. Sarah earned a BA in Political Science from Yale University and an MBA from the Stanford Graduate School of Business.



Arun Afzali

General Partner, Manifold Ventures (Boston)

Arun is an angel investor with an entrepreneurial background. He graduated from Babson College for his undergraduate studies and London Business School for his Masters. Arun has been in crypto since 2015 as an angel investor, trader and Venture Capitalist at Galaxy Interactive.



Anthony Bassili

Head of Allocators & Tokenization, Coinbase (New York)

Anthony Bassili, CAIA is Head of Asset Allocators for Coinbase Institutional Americas. In this role, he is responsible for managing relationships with global financial institutions, advising on investment solutions related to digital asset tokenization, and facilitating capital introductions for digital asset hedge funds and venture funds. His Clients include Single and Multi-Family Offices, Endowments & Foundations, Consultants, Pensions, and Sovereign Wealth Funds globally. Prior to joining Coinbase, Mr. Bassili served as Head of Pensions for BlackRock iShares where he helped allocators develop active and niche strategies across public and private asset classes, including ESG and other thematic exposures. Prior to leading the iShares business, he spent more than a decade leading business development, investment strategy, and as a portfolio manager within the global trading platform at BlackRock. Mr. Bassili is a contributor to digital asset education with the AIF Institute Center for Financial Innovation, the Global Interdependence Center (GIC), and the Chartered Alternative Investment Management Association (CAIA). He advises Web3.0 startups and is an active investor.



Wilfred Daye

Chief Executive Officer, Samara Alpha Management (New York)

A pioneer among cryptocurrency experts, Wilfred has ultimate responsibility for all of Samara Alpha's investment activity. Formerly CEO of Securitize Capital, he has more than 20 years of experience in traditional financial markets and digital asset management. Previously, Wilfred was CEO of Enigma Securities, a cryptocurrency broker and liquidity provider. Prior to that, he ran a cryptocurrency exchange as head of financial markets and CEO of OKCoin, following his role as president and portfolio manager at Noble Capital International, where he was responsible for cryptocurrency trading. Wilfred developed his strong knowledge of financial markets through positions as a structured credit quantitative analyst and trader at UBS, Barclays Capital, Deutsche Bank, and ZS Structured Capital Management/D.B. Zwirn. He began his career in securitized products at Lehman Brothers. Wilfred holds FINRA Series 7, 24, 63, and 79 licenses and is a Chartered Alternative Investment Analyst (CAIA).



Jeff Park

Head of Alpha Strategies and Portfolio Manager, Bitwise Asset Management (New York)

Jeff Park is an Active Portfolio Manager at Bitwise Asset Management, the world's largest provider of cryptocurrency index funds. Prior to Bitwise, he was a Partner at Corbin Capital Partners, a multi-billion alternative asset management firm that specializes in multi-strategy hedge fund and opportunistic credit investing, where he led the firm's digital asset investing efforts. Before Corbin, Jeff was a Senior Associate at the Harvard Management Company focused on US Corporate Credit, and before that, was an Exotic Equity Derivatives trader at Morgan Stanley in New York. He is a graduate of Stanford University with a B.A. in Economics and International Relations, and is a CFA charterholder since 2013.



Lauren Abendschein

Global Head of Institutional Sales, Coinbase (San Francisco)

Lauren Abendschein is the Head of Institutional Sales at Coinbase, the global team responsible for developing and managing relationships with institutional clients and partnering with product teams to build and deliver a best-in-class suite of Institutional products and services. Lauren joined Coinbase in 2018 and has been integral to the advancement of landmark institutional offerings including Custody, full-service Prime brokerage, and innovative Web3 applications. Her team has driven relationships with the world's most significant institutional participants in digital assets across Hedge Funds, Venture Funds, Asset Managers, Corporates, Asset Allocators, and High-net-worth Individuals. Prior to joining Coinbase, Lauren spent eight years at Credit Suisse where she was a Director on the Hedge Fund Sales team and on the Capital Introductions team responsible for providing deep connectivity to leading investors, including asset allocators and hedge funds. Her global experience spans both Hong Kong and San Francisco. Lauren holds an MBA from the Haas School of Business at University of California Berkeley as well as a B.Mus. in French Horn Performance and a B.A. in Politics from Oberlin College.



John Divine

Execution Specialist, BlockFills (Chicago)

Mr. John Divine is a financial markets professional focused on structured products, derivatives, lend, borrow and spot market execution for digital assets. John began his career as a market maker for the Chicago Mercantile Exchange and the Intercontinental Exchange-listed derivatives, specializing in precious metals, interest rates, energies, and forward volatility curves. John has also operated within environmental product markets, listed, and OTC for compliance and voluntary participants. John moved into the digital asset arena trading as an Execution Specialist for an industry-leading hedge fund before joining BlockFills, where he is currently engaging with institutional participants in digital asset markets on strategy development & execution.



Morgan Krupetsky

Director of Business Development for Institutions and Capital Markets, Ava Labs (New York)

Morgan Krupetsky is Director of Business Development for Institutions and Capital Markets at Ava Labs. In her role, Morgan partners with financial institutions in a variety of ways, including by leading education initiatives about Avalanche, providing support for institutional use case deployment on the platform, and facilitating participation in on-chain DeFi. Before joining Ava Labs, Morgan spent 12 years in traditional finance at Citi; she spent the majority of that time on the Institutional FX & Macro sales desk covering Hedge Funds, Asset Managers, and Pension Funds, before transitioning to become Chief of Staff to Citi's Chief Compliance Officer.



Matt Hougan

Chief Investment Officer, Bitwise Asset Management (San Francisco)

Matt Hougan is one of the world's leading experts on crypto, ETFs, and financial technology. He is the Chief Investment Officer for Bitwise Asset Management, the world's largest provider of cryptocurrency index funds. He was previously CEO of ETF.com and Inside ETFs, where he helped build the world's first ETF data and analytics system, the leading ETF media site, and the world's largest ETF conference. Matt is co-author of two publications for the CFA Institute Research Foundation: "A Comprehensive Guide to Exchange-Traded Funds" and "Cryptoassets: The Guide to Bitcoin, Blockchain and Cryptocurrencies for Professional Investors." He is a crypto columnist for Forbes, a three-time member of the Barron's ETF Roundtable, a member of the ETFdb's ETF Hall of Fame, and the eighth person to receive a Lifetime Achievement Award from ETF.com for contributions to the ETF industry.



Marcos Veremis

Partner, Accolade Partners (Washington DC)

Marcos Veremis is a Partner at Accolade. Before joining Accolade in 2021, Marcos was at Evanston Capital Management. Prior to that, he spent over 13 years at Cambridge Associates where he spearheaded their blockchain effort. He holds an M.A. and M.B.A. from Columbia University and a B.A. from Oxford University.



Anjan Vinod

Vice President, ParaFi Capital (San Francisco)

Anjan Vinod is a Vice President at ParaFi Capital where he focuses on token and venture investments in the blockchain space. ParaFi is a leading crypto-native investment and technology firm founded in 2018, focused on token, venture, and quantitative strategies. Anjan focuses on the DeFi, Real World Asset, and infrastructure verticals. Prior to joining ParaFi in 2019, Anjan spent 3 years working in operations, strategy, and research roles in the blockchain space. He holds a B.S from U.C Berkeley.



Sanjeev Birari

Founder & CBO, TASSETS (San Francisco)

Sanjeev is an experienced global entrepreneur with a 20-year career spanning investor management, tech innovation, real estate, and blockchain. As the Founder and Chief Business Officer of Tassets, he has been pivotal in the evolution of digital lifecycle management of real-world assets. Tassets has emerged as a pioneer in real-world asset tokenization. Their Tokenized Asset Lifecycle Management (TALM) platform offers a comprehensive suite of technology solutions, including Primary Issuance, Securities Distribution Rails, Secondary Trading, DeFi, and Disposal. Tassets is gearing up to file its distinct ERC 105 standard with the Ethereum Foundation. Sanjeev's strategic alliances in Dubai, Singapore, Bahrain, and India, combined with his academic credentials—an MBA and Blockchain Specialist certification—emphasize his dedication to industry leadership and continuous learning.



Tobin McComas

Vice President, Chamber of Digital Commerce (Chicago)

Tobin McComas serves as Vice President, Development & Member Services for the Chamber of Digital Commerce. Prior to joining, he spent three years with Openfinance, a trading platform for blockchain based securities. While there, he led the Business Development, Sales, and Marketing teams working closely with issuers, transfer agents, and other ecosystem participants. Between 2008 and 2017, he worked in the Institutional Equities space for CLSA Americas and Sanford C. Bernstein & Co. in New York, London, and Chicago. Before this, he held several roles in development, sales, and account management with UnitedHealthcare and Cigna Healthcare. Tobin earned his MBA from Northwestern University's Kellogg School of Management and his undergraduate degree from the University of Kentucky.



Ken Seiff

Managing Partner, Blockchange Ventures (Miami)

Ken Seiff is Managing Partner of Blockchange Ventures, a venture capital firm investing exclusively in early stage blockchain companies, protocols and applications that are trying to make a dent in the universe. Ken has led the fund's more than 120 investments in blockchain technology companies including Audius, Braintrust, Figure, Filecoin, Flow, Mina, Near, Polkadot and Solana. Ken first entered venture capital by founding Beanstalk Ventures, a NY-based venture fund focused on revolutionizing the retail industry through its investments in innovative technology companies. Prior to that, Ken founded Bluefly.com and co-founded Poppin. Ken has also consulted for Amazon and been a member of Google's Retail Advisory Council.



Haseeb Qureshi

Managing Partner, Dragonfly (San Francisco)

Haseeb is Managing Partner at Dragonfly and is a longtime technology-focused crypto investor. Haseeb was previously a General Partner at Metastable Capital (now acquired by Dragonfly). Prior, Haseeb founded a stablecoin startup, was a blockchain engineer at Earn.com (acquired by Coinbase), an anti-fraud engineer at Airbnb, and was previously a top 10 globally ranked professional poker player. He has taught a class on web3 Entrepreneurship at UC Berkeley and is widely recognized for his technical expertise in crypto.



Stephen Bluestein

Managing Director, Investments, The David and Lucile Packard Foundation (San Francisco)

Stephen Bluestein serves as Managing Director, focusing on Private Equity. Prior to joining the Foundation in February 2021, Stephen was on the direct investing side with senior positions at Light Street Capital, Technology Crossover Ventures, and Bessemer Venture Partners. Stephen holds an M.B.A. from Kellogg School of Management, an M.S. from Stanford University, and a B.S. from Tufts University.



Jonathan Espinosa

Director of Sales, Securitize (Miami)

At Securitize, Jonathan is responsible for driving the distribution of tokenized alternative funds from managers such as KKR and Hamilton Lane. Jonathan has spent the bulk of his 16-year career delivering investment advice and execution to private ultra-high-net-worth individuals and institutional clients, working at notable firms such as Goldman Sachs, Lumida Wealth Management, and Merrill Lynch. In these roles, Jonathan has developed and implemented investment portfolios, grown private client segments, and advised clients on asset allocation strategies across the capital structure. On the digital asset front, Jonathan has executed trading and lending strategies for clients looking to leverage their digital asset portfolio, and has a passion for democratizing access to alternative investments through blockchain infrastructure.



Thomas Bailey

General Partner, Road Capital Management (New York)

Thomas Bailey has been investing in the crypto ecosystem personally since 2014, including direct investments in Bitcoin, Ethereum, Maker, Bitmain, Robinhood, Tagomi, Bison Trails, Bitwise, Flow, ImmutableX, Starkware, Coinlist, CoinDCX, Fluence, Foundation, Bitgo and others. He has also invested in twenty funds in the crypto space with LP and GP stakes. He founded Road Capital in 2022 to invest in the crypto ecosystem, anchored by Stan Druckenmiller and Alan Howard. He also built three industrial scale bitcoin mines. Previously, Thomas worked at Perry Capital, a New York based hedge fund, where he covered financials and macro. Thomas went to Harvard College and got his MBA from Stanford.

PRE-EVENT NETWORKING COCKTAIL

Wednesday, September 6th

5:30pm – 8:30pm PT

Location: **The Treasury**

200 Bush Street, Suite 101
San Francisco, CA 94104

Sponsored By:



AGENDA OUTLINE

THURSDAY
September 7th

8:00 AM PT

Registration & Breakfast Networking

Sponsored by:



9:00 AM PT

Opening Remarks

Erick Cruz, Senior Vice President, Carmo Companies

Tobin McComas, Vice President, Chamber of Digital Commerce

9:10 AM PT

Institutional LP Perspectives on Digital Assets

Pensions and endowments discuss their digital asset investment strategy. How has it changed from last year?

Moderator:

Drew Myers, Co-Founder and Managing Partner, CrossLayer Capital

Panelists:

Stephen Bluestein, Managing Director, Investments, The David and Lucile Packard Foundation

James Danforth, Director, Cresset Private Capital

Manoj Vasudevan, Director & Portfolio Manager, Private University Endowment

AGENDA OUTLINE

10:00 AM PT

AM Networking Break

Sponsored By:

Bitwise[®]

10:30 AM PT

Figuring out the Blockchain

Interviewer:

Ken Seiff, Managing Partner, Blockchange Ventures

Keynote Speaker:

Mike Cagney, Co-Founder and Chief Executive Officer, Figure

11:00 AM PT

Venture Capital Crypto Strategies

Leading VC Funds and Fund of Funds discuss their allocation strategies and performance across the sector. Now that the froth has passed, are they finding more realistic valuations? How did they prepare their current portfolio companies for crypto winter? What compelling new use cases are they seeing for blockchain? Where geographically are they finding the most interesting investment opportunities?

Moderator:

Sarah Moyer, Vice President, Jasper Ridge Partners

Panelists:

Greg Carson, Managing Partner, Humla Ventures

Katelin Holloway, Founding Partner, Seven Seven Six

Marcos Veremis, Partner, Accolade Partners

Haseeb Qureshi, Managing Partner, Dragonfly

Arun Afzali, General Partner, Manifold Ventures

AGENDA OUTLINE

12:00 PM PT

Hedge Fund Crypto Strategies

Leading Hedge Funds and Hedge Fund of Funds discuss arbitrage, market neutral, volatility, directional and DeFi focused crypto strategies. Which strategies have performed the best during the recent downturn?

Moderator:

John Divine, Execution Specialist, **BlockFills**

Panelists:

Matthew Sigel, Head of Digital Assets Research, **VanEck**

Thomas Finnerty, Digital Assets PM and Head of Global Macro, **K2 Advisors**

Wilfred Daye, Chief Executive Officer, **Samara Alpha Management**

Jeff Park, Head of Alpha Strategies and Portfolio Manager, **Bitwise Asset Management**

1:00 PM PT

Networking Luncheon

Sponsored by:



2:00 PM PT

Tim Draper: A Convo on Crypto & Early Stage Venture

Tim Draper discusses how he sees the asset class playing out in the next 10 years.

Interviewer:

Thomas Bailey, General Partner, **Road Capital Management**

Keynote Speaker:

Tim Draper, Founder, **Draper Associates and DFJ**



AGENDA OUTLINE

2:45 PM PT

The Race for Spot ETFs

Bitwise and Coinbase discuss investor appetite for bitcoin exposure through an ETF. What are the impacts of regulation and public policy on the ETF approval process?

Interviewer:

Anthony Tuths, Principal, **KPMG**

Speakers:

Matt Hougan, Chief Investment Officer, **Bitwise Asset Management**

Lauren Abendschein, Global Head of Institutional Sales, **Coinbase**

3:30 PM PT

Tokenization of the Public & Private Markets

A new tool is emerging for asset managers and investors, called the Token. One of the best-known use cases for investors to grasp what tokenization is was the tokenization of private funds by KKR and Hamilton Lane. However, this is just the beginning and we expect all asset classes will be impacted. This panel will go into detail on the process for fractionalizing public and private assets, the opportunity for a new avenue in fundraising, and the changing market structure of secondary markets.

Moderator:

Jonathan Espinosa, Director of Sales, **Securitize**

Panelists:

Anthony Bassili, Head of Allocators & Tokenization, **Coinbase**

Anjan Vinod, Vice President, **ParaFi Capital**

Morgan Krupetsky, Director of Business Development for Institutions and Capital Markets, **Ava Labs**

Sanjeev Birari, Founder & CBO, **TASSETS**

4:30 PM PT

Cocktail Reception

Sponsored by:



5:00 PM PT

End of Conference



PARTICIPATION OPTIONS



PARTICIPATION OPTIONS

COMPLIMENTARY

We only invite Limited Partners at no cost. We qualify LPs as Public Pensions, Corporate Pensions, Pension Consultants/OCIOs, Superannuation Funds, Foundations, Sovereign Wealth Funds, Endowments, Hospital Systems, Insurance Investors, Single Family Offices, Multi Family Offices, RIAs & UNWI Investors.

Conditions:

- Carmo carefully vets all participants to make sure they fit the LP criteria.
- Carmo has the right to refuse any participant from joining should they not meet the criteria
- If you raise external capital, you cannot join on a complimentary basis.
- If you wear two hats, you cannot join on a complimentary basis. (Example: You represent a family, but you also help a fund raise capital) Nope!
- If you are invited as an LP and are caught pitching a fund or deal, you will be banned from the Carmo platform. There is nothing wrong with raising capital, just be honest with us and your intentions. If you're not a true LP, you must pay to play.

STANDARD PASS

- **Pass**

- 1 pass to full conference, event cocktail hours and networking sessions.
- *Attendee list Not included*

~~Early Bird: \$1,500 USD~~ **Ends July 21st**

~~Pre-Registration: \$2,000 USD~~ **Ends August 25th**

Standard: \$2,500 USD



PARTICIPATION OPTIONS

ATTENDEE LIST SPONSORSHIP

- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
 - Pre-event email intros/ Carmo meeting facilitation *NOT* included.
- **Networking Break or Stand (Optional)**
 - Branding and announcement to all attendees during networking break
 - Ability to upgrade food and beverages for networking
 - Sponsor may choose to have 10' x10' space in networking area to distribute marketing material and present information regarding company.
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.

\$10,000 USD

CAP-INTRO SPONSORSHIP

- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$12,500 USD

PARTICIPATION OPTIONS

SPEAKING SPONSORSHIP

- **Speaking Position**
 - Client may choose to speak, moderate or present on panel of choice at event of choice
- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$15,000 USD

PRESENTATION SPONSORSHIP

- **Presentation**
 - Stand-Alone 20 Minute presentation at time of choice during the event
- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$25,000 USD

EXCLUSIVE TITLE SPONSORSHIP

- **Priority Brand Placement & Material Distribution**

- Sponsor's Corporate logo to be placed above and in a larger format on the conference brochure, agenda, website, banners and branded event advertisements
- Any research or marketing materials will be made available and/or distributed to all conference attendees.
- Sponsor to include a full-page advertisement to be placed on back cover of conference brochure.
- Sponsor logo and link to sponsor site to be included on a bi-weekly newsletter which will update all confirmed and prospective attendees of event progress.
- Sponsor to have all attendee lanyards with company logo.

- **Exclusivity**

- First access to conference attendee list 3 weeks prior to the event.
- Carmo will provide one on one introductions via email to all prospective clients of choice (funds/investors).
- On-site direction and introduction facilitation to prospective clients
- Dedicated private sponsor room for 1 on 1 meetings

- **Exclusive Sponsor Cocktail/Dinner**

- Carmo to help facilitate private cocktail party/dinner with selected investors night before the event

- **Speaking/ Moderating Positions**

- 2 Moderating/speaking or presentation positions on panel of choice. (first come first serve basis)

- **Company & Speaker Profiling**

- Company description to be published online and in print (150 words max)
- Speaker bio to be published online and in print (150 words max)

- **Conference passes**

- Up to 10 attendee passes for sponsor employee executives

\$50,000 USD



Carmo Companies is a New York based institutional capital introduction consulting firm and professional conference organizer. We work with the most reputable real estate and private equity related operating platforms to establish capital raising relationships with leading private equity funds, institutional investors and private wealth groups located in the Americas and emerging market countries.

Roy Carmo Salsinha

President & CEO
T: +1-646-688-3375
roy.salsinha@carmocapital.com

Catherine Correia

Vice President, Real Estate & Marketing
T: +1-646-688-3207
catherine.correia@carmocapital.com

Flavia Correia

Vice President, Real Estate
T: +1-646-688-3207
flavia.correia@carmocapital.com

Heriberto Acevedo

Vice President
T: +1 347 534 8508
heriberto@carmocapital.com

Erick Cruz

Senior Vice President, Private Equity
T: +1-646-688-5327
erick.cruz@carmocapital.com

Renato Ferreira

Vice President, Private Equity
T: +1-646-688-3375
Renato.ferreira@carmocapital.com

Nicolás Rodriguez

Vice President, Private Equity
T: +1-646-688-3205
nicolas@carmocapital.com

Melissa Ribeiro

Associate
T: +1-516-726-4447
melissa@carmocapital.com



THANK YOU

49 HUNTINGTON BAY ROAD
HUNTINGTON, NY 11743
www.carmocompanies.com

