



SecondLane

Secondary Market for Digital Assets

Redefining investment banking for the digital era

2024





OVERVIEW

At SecondLane, we provide bespoke liquidity solutions for investors, founders, and partners. Whether managing illiquid assets, raising capital, or seeking flexible options, we deliver the right tools and expertise to help you navigate the digital asset private market.

FOR WEB3 VCs

Get price quotes for your illiquid assets such as tokens and equity. Rebalance your portfolio by accessing liquidity solutions before or after TGE or IPO, while maintaining flexibility to reinvest and strengthen your fund's performance.

FOR FOUNDERS

Scale your business with aligned and flexible employee liquidity programs. Reduce token sell pressure, stabilize spot market prices, and attract top talent by providing liquidity options for your team through structured equity liquidity solutions.

FOR ACCREDITED INVESTORS

Access the forefront digital asset companies before or after TGE or at discounted market prices. Capitalize on secondary market deals to diversify your investment portfolio with lower risk, while avoiding the long wait for liquidity.

FOR INTEGRATION PARTNERS

Seamlessly integrate with our order book via API and offer your clients exclusive access to illiquid asset trading. Expand your service offerings and drive growth with innovative liquidity solutions tailored to meet the demands of private markets.



REDEFINING INVESTMENT BANKING FOR THE DIGITAL ERA

SecondLane is a Web3-native equivalent of traditional investment banking, offering bespoke private market liquidity solutions to investors and founders.

1500+

Web3 projects

\$1B+

order book value

5000+

accredited investors

100%

compliance-obsessed



LayerZero.



MANTA
NETWORK



CELESTIA



Scroll



SPACEX



zkSync



OpenAI



sei



FUEL



CIRCLE



S P E C T R A L

SERVICES:

- Secondary market trading
- Illiquid assets management
- TVL liquidity provision
- Advisory
- Capital raising
- Tokenization



THOSE WHO CHOOSE US



SecondLane has proven to be an invaluable partner. They addressed our concerns about price transparency and legitimacy in secondary markets with unparalleled expertise. Their commitment to clarity and professionalism in every transaction distinguishes them from competitors.

With the strongest network in the industry and exceptional market visibility, SecondLane excels. The team's expertise, communication, and ongoing support are truly best-in-class.

Santiago R Santos, SRS Family Office



"Ethereum Ventures supports early-stage projects driving decentralization and digital ownership. As projects approach critical milestones, we trust SecondLane's vision to provide precise, compliant liquidity solutions that align with our portfolio's growth goals. Their expertise in secondary markets and high regulatory standards make SecondLane an invaluable resource for ventures in the private digital asset market. For companies seeking reliable, future-focused liquidity options, SecondLane offers the insight and support to navigate liquidity with confidence and foresight."

Min Teo, Managing Partner, Ethereum Ventures



As one of the largest custodians in the space, BitGo has been a crucial partner in providing institutional-grade qualified custody services. Through SecondLane, we've simplified the process by grouping smaller investors, making onboarding and contracting far more efficient. Additionally, we get introductions to key foundations from SecondLane, helping BitGo form valuable partnerships. This collaboration ultimately makes it easier for investors and clients to access top-tier custody solutions.

Frank Wang, BitGo



Frictionless Fund is dedicated to investing in transformative, high-performance blockchain projects, and SecondLane is a key ally in that mission. Their thesis-driven approach to liquidity management in secondary markets provides essential support for founders and investors, helping high-growth projects maintain stability, reduce sell pressure, and scale responsibly. With expertise, strong regulatory standards and a global client network, SecondLane offers a market-leading platform that offers top-tier opportunities across the stack.

Diego Perez de Ayala - Frictionless Fund



SecondLane has proven to be more than just a deal facilitator – they are a true partner capable of handling complex transactions with precision and reliability. In one deal, where foundation approval was delayed and price volatility added pressure, SecondLane's ability to lock in terms early and ensure smooth coordination with custodians and the foundation was critical to the success of the transaction. Their structured process kept everyone aligned despite the market fluctuations.

In another instance, they went beyond facilitation by arranging a direct introduction to the project's foundation, allowing us to conduct essential due diligence. This level of engagement gave us the confidence to move forward with the acquisition, highlighting their deep understanding of both sides of a deal.

SecondLane's expertise, transparency, and commitment make them invaluable in navigating complex deals, and I would highly recommend them to any company seeking tailored solutions in the digital asset space.

Benjamin Roth, Co-Founder & CIO, Auros



PROBLEM

The private market for digital assets is often marked by limited access and a lack of transparency with limited discoverability, creating significant barriers for investors, founders, and market participants. This complexity makes it challenging to find liquidity, navigate compliance, and seize exclusive investment opportunities.

LEGACY PLAYERS

Hesitate to enter the digital assets market due to regulatory uncertainty. They prefer to wait for clear guidelines, fearing compliance risks, which limits their ability to tap into emerging private market opportunities. (*Forge Global, Equity Zen, etc*)

VCs / FAMILY OFFICES / PROJECTS' FOUNDERS

Face limited access to liquidity and exit options before or after TGE or IPO, often stuck in long lock-up periods with few opportunities to adjust their positions. Privacy is crucial to avoid market panics or regulatory risks, balancing the need for discretion while managing their investments.

INDEPENDENT OTC BROKERS

Struggle to scale due to the substantial investments needed for licensing and operations. This makes it challenging for them to meet the compliance standards expected by larger players, like VCs or high-profile projects, subtly limiting their appeal in more regulated environments.



SECONDLANE - YOUR LIQUIDITY HIGHWAY

As a highway, SecondLane connects the world of traditional finance with the digital future, offering a comprehensive suite of private market liquidity solutions. Through our diversified verticals, we empower investors and founders alike to capitalize on exclusive opportunities. From illiquid assets to regulated capital raising, we provide secure, transparent, and rapid access to liquidity, ensuring clients are always ready for what's next.



PRIME

SecondLane Prime handles the trading of illiquid assets such as pre-listed tokens, SAFTs, and SAFEs, alongside liquid token OTC trading. Specializing in secondary market transactions, Prime unlocks liquidity for assets typically restricted to private markets, empowering both investors and founders to access exclusive opportunities within the digital assets space that were previously out of reach.



CAPITAL

SecondLane Capital connects institutional investors, family offices, and high-net-worth individuals with tailored financial solutions across the private digital assets market. It specializes in capital raising, asset management, and advisory services. Leveraging our extensive network across asset classes—including digital assets, energy, and mining—we offer expertise in structured products, special situations, and bespoke lending, creating strategic growth opportunities for our clients.



DELTA

SecondLane Delta provides targeted liquidity solutions for DeFi projects, offering investors direct, secure access to early-stage protocols. Through innovative liquidity and regulatory-compliant frameworks, Delta strengthens the financial backbone of projects while delivering sustainable returns to investors.



SecondLane Prime is the cornerstone of our liquidity solutions, specifically designed for trading illiquid assets within the private digital asset market. Specializing in secondary market transactions of assets like pre-listed tokens, SAFTs, and SAFEs, Prime enables seamless access to liquidity for assets traditionally confined to private markets.

EMPOWER FOUNDERS

Reduce token sell pressure

Manage token liquidity in a way that minimizes large token sales, helping to maintain price stability and protecting your project's market position.

Stabilize your token price

Implement liquidity strategies that smooth out price fluctuations during critical periods like vesting or fundraising, maintaining market confidence.

Structured employee liquidity programs

Offer your team structured equity liquidity solutions, Enabling your team to access capital without needing to sell on open markets. This aligns their interests with your project's long-term vision, making it easier to attract and retain top talent.

Expand your network of investors

Gain access to a diverse pool of global institutional investors, family offices, and HNWI's, increasing your project's credibility and market reach.

ENABLE INVESTORS

Access Pre-Market Opportunities

Skip the wait—gain early entry to pre-listed tokens, SAFTs, and SAFEs in the secondary market, securing stakes in promising projects before they go public.

Rebalance Your Portfolio

Get precise quotes for illiquid assets like tokens and equity. Adjust your positions with liquidity solutions before or after TGE or IPO, keeping the flexibility to optimize fund performance as the market evolves.

Enhanced Liquidity

Access liquidity faster through seamless secondary market trading, enabling quick adjustments to your portfolio.

Regulatory Assurance

Invest confidently with thorough due diligence and unwavering commitment to compliance.



US broker-dealer and ATS licenses

Lisences



Full on-chain deal automation from deal posting, to privacy-preserving client onboarding to contract reassignment and settlement

Privacy Preserving Tech



Integrated liquidity: 1.4k+ clients and \$1B+ orderbook

Network Effect



SecondLane Capital specializes in identifying and capitalizing on mispriced digital assets and inefficiencies in the secondary market for emerging technologies. Through data-driven insights and extensive network access, we target opportunities with near-term liquidity potential at significant discounts to market value for our LPs.



INVESTMENT STRATEGY

A barbell approach, targeting mispriced assets with strong fundamentals and near-term liquidity potential. This approach balances high-growth opportunities with risk mitigation, building a diversified portfolio that captures value while navigating the crypto market's volatility.



SUCCESS CASES

Mining Hardware Arbitrage

\$5M S19 miners acquired at 60% below market value, resold within 6 months for 100% return through established distribution network.

Token Opportunities

\$16M allocation secured at 60% discount to spot, plus 2% placement fee and 10% staking rewards generating \$2.5M additional returns.

Pre-IPO Tech Investment

Early access to battery technology company at C\$125M valuation (C\$0.50/share), with projected 2-4x markup in 6 months and IPO within 15 months.



FUND TERMS

\$25M target raise | \$1M minimum | 10-year duration | Deal-by-deal distributions

LP ADVANTAGES

Exclusive access

to high-potential co-investments and proprietary deals unavailable through traditional channels. Early participation in pre-IPO rounds and off-market secondary opportunities.

Preferred fee structure

2/20 structure with 25% carry after 5x return. Discounted fees on co-investment opportunities with deal-by-deal distributions.

Transparent deal structures

Institutional-grade infrastructure with quarterly reporting, professional fund administration, and regulated investment pathways via established service providers (PWC, Formidium, BitGo).



WHY SECONDLANE CAPITAL?

DATA ADVANTAGE

As one of the largest secondary brokerages in the digital asset space, managing over **\$1B in order book value**, we leverage proprietary data and analytics to uncover **informational asymmetries**. Our systematic market analysis identifies mispricing and undervalued opportunities that others miss, providing a crucial data-driven edge in a market characterized by **information scarcity and opacity**.

EXPERIENCE

Our team unites **veteran OTC and institutional capital operators** with a diverse background across crypto, traditional finance, and secondaries markets. With experience that spans building digital asset exchanges with over 100,000 users, managing multi-billion-dollar portfolios at BlackRock, and structuring complex deals, we bring a **multi-dimensional approach** to evaluating and executing sophisticated strategies. This **deep market knowledge** allows us to navigate digital asset secondaries effectively, maximizing value through market cycles.

ACCESS

ASince 2016, our extensive network of over **4,000 institutional clients** and three major distribution channels with more than **44,000 members** grants us premier access to **private auctions, distressed sales, and exclusive off-market opportunities**. This privileged network is invaluable in a market where relationships are key, enabling us to source **unique, high-potential investments** typically inaccessible through conventional channels.



SecondLane Delta provides targeted liquidity solutions for DeFi projects, offering investors direct, secure access to early-stage protocols. Through innovative liquidity and regulatory-compliant frameworks, Delta strengthens the financial backbone of projects while delivering sustainable returns to investors.

KEY FEATURES
FOR INVESTORS

Optimized Yield Opportunities

Earn more on your assets by participating in exclusive DeFi protocols, handpicked by SecondLane Delta, designed to maximize returns.

Direct Wallet-to-Protocol Interaction

Deposit and withdraw directly from your wallet to the protocol—no middlemen, ensuring full transparency and control over your funds.

Exclusive Bonus Yields

Enhance your earnings with bonus tokens from our DeFi partners, rewarding your commitment and helping you realize superior returns.

For DeFi Founders

Reliable TVL Growth

Access steady liquidity to strengthen project stability, support long-term planning, and optimise valuation and listing strategies

Extended Investor Reach

Engage a broader investor audience through our dedicated platform, bolstering confidence and trust in your protocolStructured employee liquidity programs.

Enhanced Credibility

Gain visibility with insightful third- party analytics, backed by transparent on-chain metrics that showcase project progress and health.

For DeFi Investors/LPs

Lucrative Short-to-Mid-Term Yields

Capture attractive returns on your assets with our exclusive, pre-evaluated DeFi protocols.

Enhanced Yield Potential

Enjoy elevated yield benefits through SecondLane Delta’s unique terms with partner projects, adding value to your investment.

Transparent Fee Structure

Our clear fee policy ensures fair, straightforward costs without hidden charges, promoting an equitable experience for all participants.

Zero Intermediary Risk

Direct wallet-based transactions eliminate third-party control, fostering transparency and peace of mind.

SL Delta Terms*	
Direct Yeild	
Allocated Liquidity	

**Extra returns from special agreements between SecondLane Delta and the project, adding value beyond standard yields.*



OUR TEAM OF INDUSTRY VETERANS



Nick Cote

Co-founder & CEO



Oleg Ivanov

Co-founder & COO



Omar Shakeeb

Co-founder & CBDO



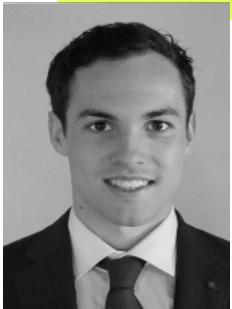
Andre Nabais

Co-founder & CCO



Miguel Nabais

Co-founder & CGO



Eric Nemeth

Partner



Joey Stokes

Partner



Matt Wimberly

CTO



Eugenie Gutmann

CMO

13 DEVELOPMENT TEAM

CTO, System Architect, Product Manager,
Solidity, Backend, 3 Frontend, 3 Designers,
1 DevOps, 1 Tester



5 SUPPORT AND ANALYTICS

COO, Analytics, Accounting,
Legal, Customer Support



THE TIME IS NOW

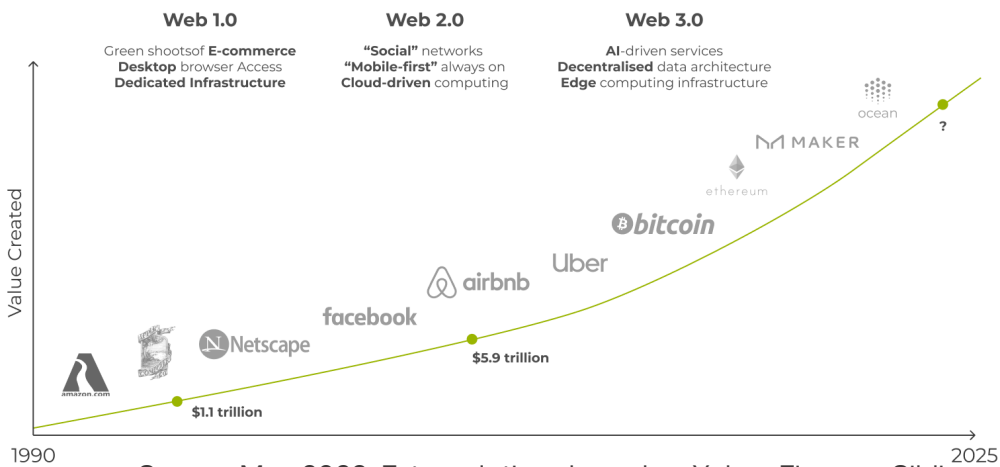
Web3 private market is estimated at \$63bn with secondaries ranging \$1-5bn and is due to multiply.

Traditional secondary market turning over \$150bn annually, estimated to reach \$0.5tn in the coming years.

SecondLane addresses market inefficiencies through resolving fragmentation, information scarcity, and opacity issues via internal data, creating opportunities through discounted valuations and asymmetric returns.

Web3 companies	Market size (USD)	Secondary as % of	Secondary (USD)
Crypto VC raised in 3y.	\$62.7 bn	1.7%	\$1.1 bn
Liquid crypto market	\$1.2 trln	0.4%	\$4.8 bn

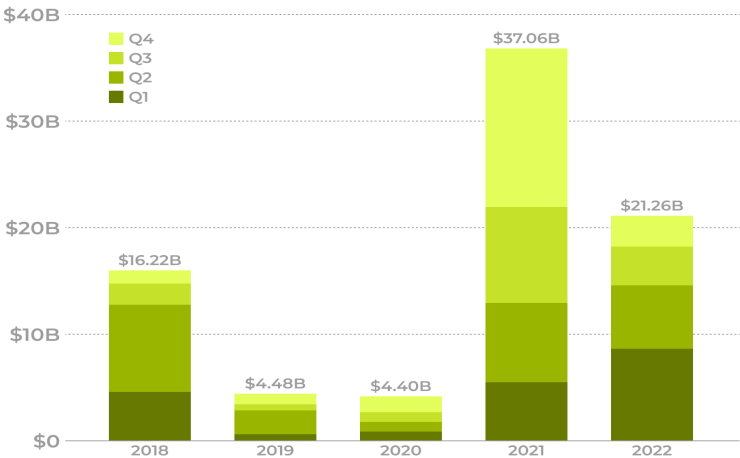
	US Stock Market	PE Funds	Secondary (USD)
Market size (USD)	\$40.5 trln	\$8.7 trln	\$150 bln
Secondary as % of	0.4%	1.7%	



Source: May 2023. Extrapolations based on Yahoo Finance, Sibilis Research, Coinmarketcap

Crypto funding down 42% in 2022, but still above previous years

Amount raised by crypto companies from 2018 to 2022

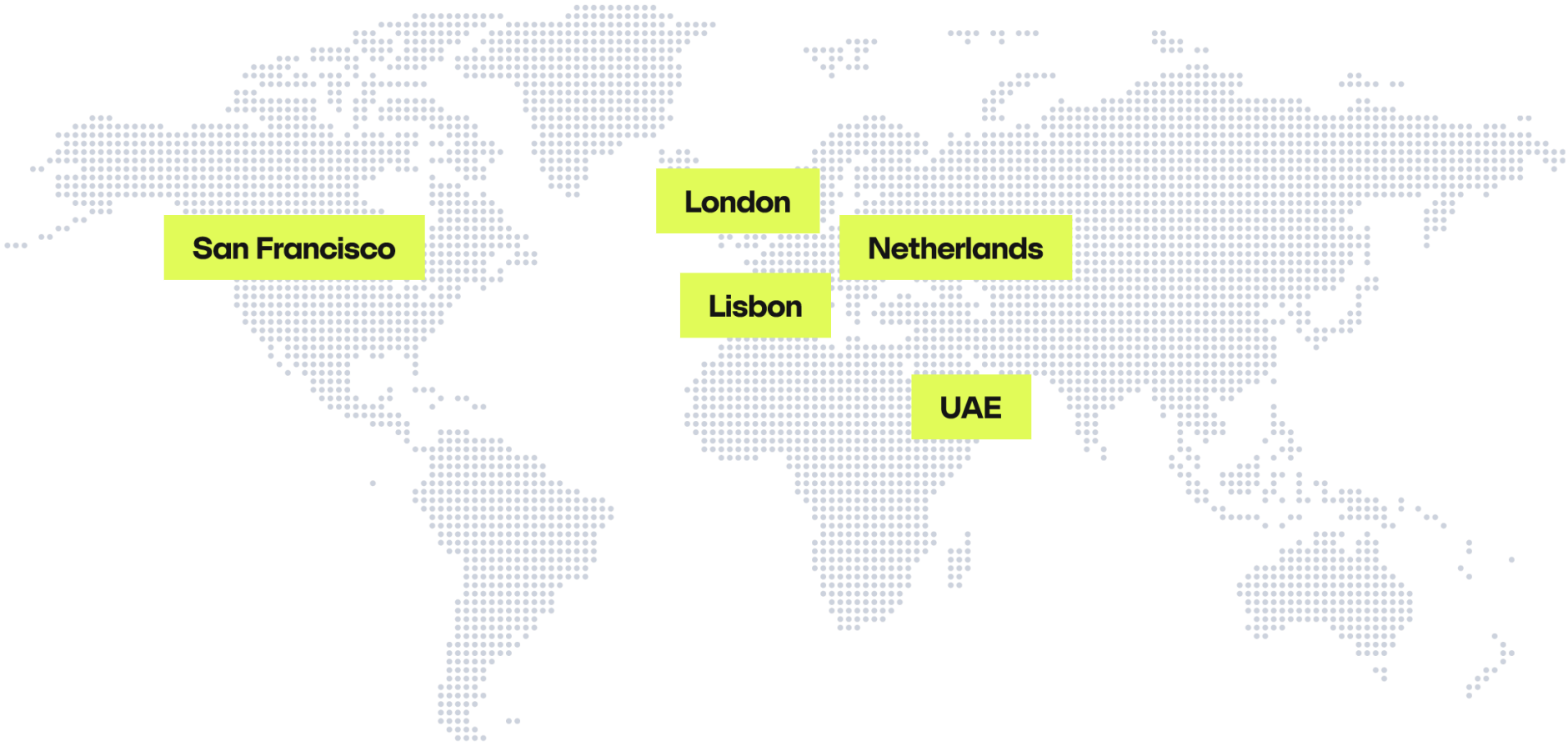


Source: Crypto funding via DefiLlama, Jan 1, 2018 - Dec 31, 2022





CONTACTS



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