AXA Venture Partners

Metaverse(s)

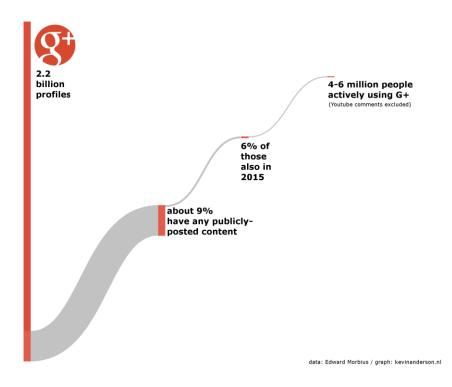
We invest in great entrepreneurs
We support outstanding companies



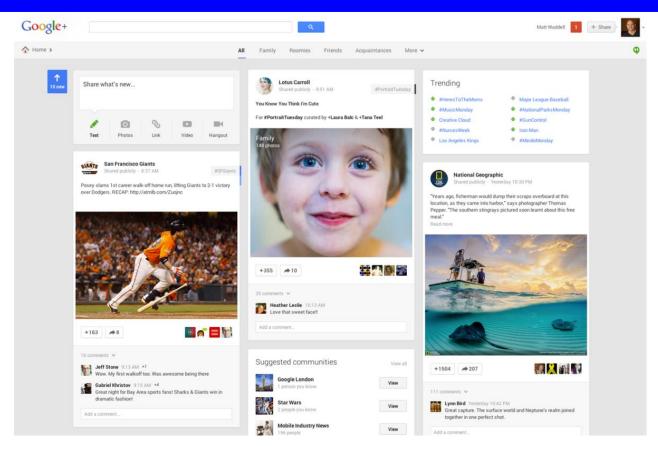
The strange case of Google+

Google Plus was a huge success. Just not as a Social Network...

90%+ of Google Plus user sessions are less than 5 seconds



...but at what then?



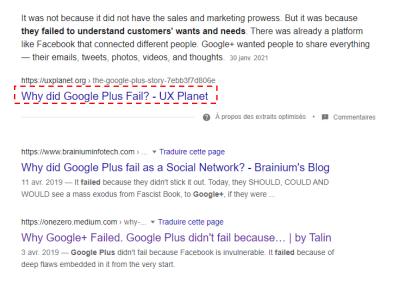
"Google+ completely redesigned, now automatically enhances photos and highlights your best shots" – The Verve, May 15 2013

The strange case of Google+ (cont'd)

Despite being hailed as a failure...

... Google+ became GSuite, one of Google's blockbuster products...

- o In 2011, Google wanted a share of the growing social media market. At the time, they owned Youtube, Gmail, and various other chat services
- o In order to make use of all these platforms that were not integrated, Google developed "a social layer across all of Google's services". This enabled Google to merge its users into a single identity across all their platforms
- o For the purpose of creating a social media, two of Google's major services were developed: **Google Photos** and **Google Hangouts**. The integration of these services with Android enables uses to replicate many of other companies' selling points: Google Hangouts is a competitor to Zoom, and Google Photos offers a similar service to Apple, transferring your photos from one device to another





...making it a huge success as a digital identity platform

The trouble with Google

The Trouble with Google is the trouble with Web 2.0...

- o Google, and other web platforms where users interact, have a major blindspot: they are closed universes (meaning they cannot engage with users outside of their platforms). In addition, most tech giants, despite their dominance, failed to anticipate major consumer trends and allowed competitors to flourish: music (Spotify), gaming (Epic Games, Voodoo), streaming platforms (Netflix), non-social network social media (TikTok)
- o Google's troubles are the internet's troubles or, rather, Web 2.0. Web 2.0 refers to the "interactive internet", where platforms have offers ways for users to interact and create content. These platforms, while real breakthroughs, are not addressing recently developed pain points of the internet and are even, arguably, making them worse

...which stems
from the
increasing
complexity and
sheer scale of the
internet and its
giants...

Transferring money on the Web remains very difficult, enabling cryptocurrencies

- High transaction fees on international transfers
- Gold and the US dollar no longer seen as a safe haven: on May 11 2022, gold was at a three-month low, around \$1,830, when, among other risks, inflation is high

Transparency, or "on the internet, nobody knows you're a dog"

- Anonymity and false identities can enable cyberbullying or fraud, with low barriers to entry
- In events, paper-based tickets' lack of traceability can create opportunities for fraud and disable customer analytics

Tracking Users online is no longer seen as viable marketing

- GDPR severely affected online advertising: companies' revenue suffered in 83% of cases
- Third party cookies: c.80% of iOS users deny tracking
- IOS 14 release: apps will now be required to get permission from the users to use IDFA (Identifier for Advertisers)
- Further calls for politicians to make self-ownership of data mandatory

The boundaries of graphics are constantly pushed

- Open Worlds a gaming revolution: (Ubisoft's Scalar Cloud Technology to make its open worlds bigger)
- 84% of internet users in the world play video games
- Realistic fake videos
 (DeepFakes) offer both the
 promise of computer-generated
 films and the progression fake
 news
- Exceptional hardware innovation: First test of a gaming laptop with Arc A730m GPU was done in Asia on June 9, 2022

Work and meetings have moved online

- AR/VR revival came from businesses during COVID: global spending on AR and VR headsets, software and services rose in 2020 to \$12 billion, up 50% from 2019
- Hugely promising new use cases of VR: e.g. online surgeries

 $Source: \ https://www.phonandroid.com/google-ajoute-enfin-une-barre-de-recherche-sur-stadia-plus-dun-an-apres-sa-sortie.html. \\$

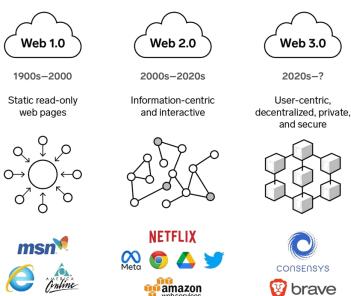
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The trouble with Google (cont'd)

- The web3, a concept coined by Ethereum co-founder Gavin Wood, refers to a global solution to "fix the internet". The idea is to give more power back to users by creating a "decentralised" web, no longer controlled by GAFAM, where they can "transport" their data from one service to another. The idea is, based on the blockchain, to eliminate intermediaries
- The "metaverse" refers to the "window" of this new approach: the user interface through which we interact with the online world, communicate with other users and manipulate data. The word "metaverse" is a contraction of "meta universe", a term encountered in Snow Crash, by author Neal Stephenson. In this novel published in 1992, citizens use digital avatars to explore an online virtual world a way for them to escape reality
- Covid has laid out the bases for evermore virtual lives: individuals have spent more time on the Internet, telecommuting has multiplied online exchanges and meetings, remote social relationships have become the norm. Some content was created online-first: in music, French DJ Bob Sinclar has gathered up to 6 million viewers on a live session of funk music on Facebook, and South Korean pop band BTS gathered 1.33m paid users in online concerts

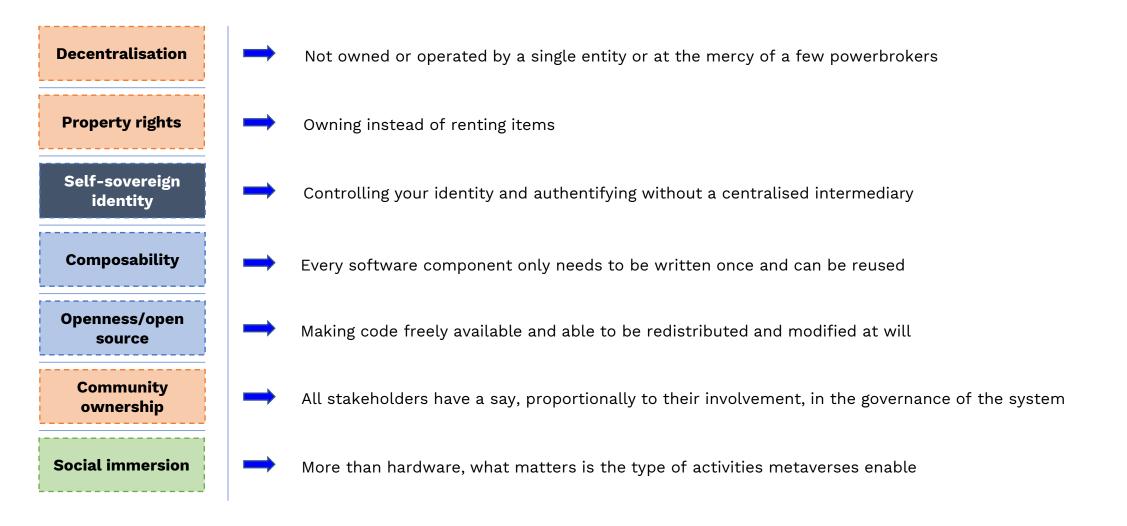
Evolution of the web from 1.0 to 3.0

...all of which Web.3.0 aims at solving





What are the core features of a metaverse (based on components from a16z's analysis)?



The "metaverse" refers to the extension of our offline lives to the online world, rather than to a digital universe...

KEY FACTS

SAMPLE START-UPS

AVP THOUGHTS

Cryptocurrency

Convenience & **Desintermediation**

Cryptocurrency trading

Crypto-as-a-Service: white label solutions for financial NFTs (Non-fungible tokens)

Traceability and digital ownership

- o NFT marketplaces: collection and exchange of luxury, art,
- Smart contracts (algorithm-

Gaming

Gaming as the New Media

Enterprise metaverse

Online migration of **business**

Infrastructure

The « enabling glue » of blockchain assets

Marketing+

Traceability and digital ownership

VR / AR

Hardware

- platforms that maintain security, liquidity and enable safe and efficient deals with anyone, anytime and anywhere
- institutions or enterprises
- music single assets
- arbitered agreements)
- NFT ticketing solutions
- Play-To-Earn: create a redistributive system & monetise content
- o Interoperable player profiles
- o Collaboration between players and developers
- Cloud gaming enables extremely high performances anywhere
- o Gaming is already 5x bigger than movies

- Gamification for consumers, staff and training to increase engagement
- Content distribution and personalization
- Event management and sponsorship

 \triangle

Digital marketing

- Developer of secure decentralized infrastructures (for IoT, apps...)
- Better connect different critical infrastructures to automate processes and increase data collection
- Create standards (such as NFT contract templates)
- Guarantee the ethics and the authenticity of articles and fight against counterfeiting (ex: luxury)
- Carry out virtual transactions of hardware products (real estate)
- Smart Green Cities management (information to control organic waste, urban traffic...)
- Visual computing service platform capable to adapt to various application scenarios
- Holograms
- VR/AR for health both for patients (remove pain, psychology treatment) and for practitioners (formations...)

KEYROCK















admix



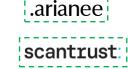
















- o Cyryptocurrencies, sometimes hailed as protection against inflation, are correlated with tech stocks - as demonstrated by the recent crisis
- Legacy players (banks/retail/insurance) are warming up to cryptos, but cryptos are still very early (0.36% of all fiat currencies in 2019)

Source: AVP analysis, Le Monde

While unprecedented volumes of o NFT sales have been reached in 2021, spending volumes have now dropped significantly, from \$3.9bn to \$964m

OpenSea

LaCallection

- While NFTs are interesting as pseudo-avatars, our view is that most of the use cases of 2021 are speculative (art, BoredApes)
- The metaverse offers a great promise for gamers: offer the ability to transfer data. digital items and content, won or bought, from one game to another. This could also, as a first step, be across "same-universe" games (e.g. Pokemon)

ReSpo-Vision

- The metaverse, for communities of fans. provides a way to engage further (through, for example, ability to monetise user generated content)
- The most well-known early manifestations of the metaverse in enterprise are "Digital Twins", digital representations of buildings or assets, which prompted Satya Nadella to describe Microsoft as a "Metaverse". We believe that while the world itself plays on the hype, digital twins show real promise
- · While the concept of blockchain itself is easy to code, proof of work or proof of stake are difficult to implement, prompting "off-theshelf" frameworks to emerge

COMPUTE NORTH

- These platforms are key to launch decentralised applications and will remain central to the ecosystem perhaps even reaching monopoly status
- Infrastructure, as in servers. remain very much a Web 2.0 domain: governments or companies can shut down servers, as well as public cloud
- Many niche solutions to solve well-known customer traceability issues, as loyalty programs. However, none of these solutions have managed to reach scale yet and it is unclear what market size they can capture
- Real estate tokenisation a promising trend, but will need government action in many countries (as existing processes are very regulated)
- Most use cases extremely early
- AR as the new "mobile": what makes the smartphone successful is that no other device in history has done so many things at once for users. It follows that AR is more valuable than VR - as AR is a separate world, whereas VR augments the world where users live

AVP portfolio companies

AVP prospects

... but remains today a Fintech-first ecosystem with more innovation being made on the financial side than on the universe side

Today's metaverse is powered by blockchain, as it enables cross-worlds portability in currencies and community-owned digital services...

Cryptocurrencies
Online
Transactions universes

METAVERSE
Community-based Digital Identity

Decentralised ownership (tokens, NFTs)

Counterintuitively, online universes are the least mature element of the metaverse

Best of the metaverse



Best of gaming



...explaining why these concepts go together and why it is today, a fintech-first ecosystem

- Gaming is a far more mature market than the metaverse and already a much bigger media than film, with gaming boxing in \$109bn revenue in the US in 2020, vs. \$40.6bn box office revenue in the US in 2017
- In essence, digital universe + economy = metaverse
- Gaming investments have been a large part of the share of VC funds allocated to the
 metaverse (7.5bn\$ out of the 10.4bn as of Nov 2021), but they tend to be « fintech-like »
 products: for example, the company Tiv provides banking and rewards for games, and many
 companies (like Immortal.Game or Sorare) provide investment-like products such as NFTs or
 tokens
- In particular, play-to-earn mechanisms have been popular especially for mobile games that have always struggled to get users to pay
- Despite the recent sell off, crypto-currencies based on the metaverse have fared much better than bitcoin (as of June 2022, SAND, the Sandbox's cryptocurrency, is still x4 its price a year ago, and AXS, Axie Infinity's cryptocurrency, is at x5)
- The examples above illustrate that many Web 3.0 innovations are not recent technology innovations (the blockchain has been around for 15+ years) but rather a combination of technologies applied in a different way
- **Blockchain** is a technology that allows information to be stored and transmitted transparently, securely and without a central control body. It resembles a large database that contains the history of all exchanges made between its users since its creation.

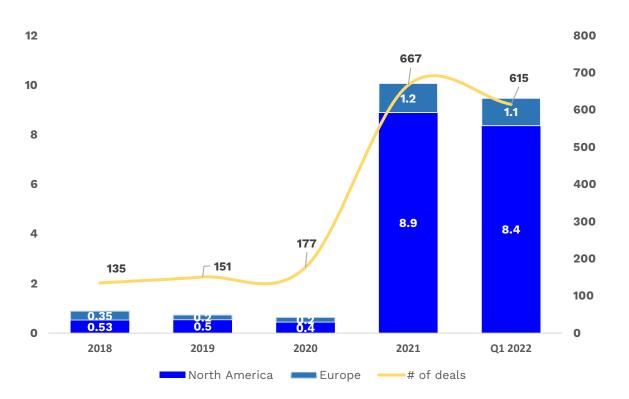
Decentralized platforms are platforms whose control and decision-making have been transferred from a centralized entity (individual, organization, group thereof) to a distributed network (the platform is thus managed by users).

An online universe is a universe created artificially by computer software and can host a community of users present in the form of avatars with the ability to move and interact.

Consequently, most investments in the metaverse today have manifested through active investor activity in blockchain companies...

Investments in blockchain are growing exponentially...

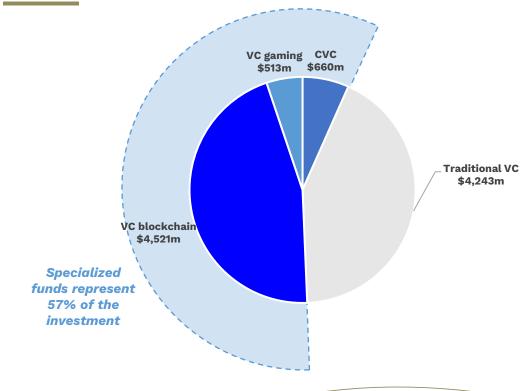
Europe & North America VC investments - Blockchain (in \$bn)



... but investments still come mainly from blockchain investors

• Investors have spent nearly \$11bn on blockchain in January-April 2022, but most investment went from funds specialized in blockchain or in gaming.

January to April 2022 VC deals in blockchain by investor type (Europe, US)



CVC activity is less developed than in equipment-intensive industries (mobility, energy...)

METAVERSE(S)

...and investment round sizes have exploded...

Top 2022 Blockchain Rounds

Main Blockchain startups funding rounds (\$m, 2022, Europe / US / HK)

		r otal tapo ranta	, , , , , , , , , , , , , , , , , , ,					
Company		Lead	Amount (in \$m)	Last pre- money valuation	Date	Description		
MoonPay	UK	Tiger Global	555	2,850	Apr-22	Payment platform and infrastructure for cryptocurrency transactions		
CONSENSYS	US	ParaFi Capital	450	6,650	Apr-22	Blockchain technology-based platform for more powerful financial infrastructure		
BA 🏈 YC	US	Animoca Brands, Andreessen Horowitz	450	3,550	Mar-22	Cartoon characters designed to auction them in exchange for cryptocurrency		
▲ Fireblocks	US	D1 Capital, Spark Capital	550	7,450	Jan-22	Blockchain security platform designed to protect digital assets on the network		
FTX	US	SoftBank	500	7,600	Jan-22	Cryptocurrency derivative exchange platform		
▲ alchemy	US	SilverLake, Lightspeed Venture	250	10,200	Feb-22	Blockchain development software for developers to create mainstream blockchain applications		
CIRCLE	US	BlackRock	400	n/a	Apr-22	Cryptocurrency-focused financial technology to exchange crypto assets		
⋈ NEAR	US	Tiger Global	350	n/a	Apr-22	Blockchain protocol to bridge the adoption gap for mainstream commercial apps		
© COMPUTE NORTH	US	Mercuria Energy AM, Generate	385	n/a	Feb-22	Blockchain infrastructure and hosting services intended to power operations		
LUNAR°	US	Heartland, Kinnevik, IDC, Tencent	€280	€1,720	Mar-22	Digital banking application to facilitate online money transfers and payments		
BINANCE	нк	Beacon, Circle and others	200	4,500	Mar-22	Digital asset marketplace		
APT⊜S	US	Andreessen Horowitz	200	800	Mar-22	Blockchain network that gives access to decentralized assets for developers		
BLOCKDAEMON	US	Tiger Global	207	3,040	Jan-22	Node management platform to efficiently manage blockchain applications		

Source: Pitchbook, Crunchbase, AVP analysis

Top 2021/2022 M&A deals and Corporate activity

Blockchain M&A sample (\$m, 2021-2022, Europe/US)

	Target		Acquirer	Deal Size	Total Raised	Date	Description
BTC.comus		BTCM us	1,330	-	Apr-21	Bitcoin mining pool, blockchain explorer and bitcoin wallet	
	🗲 wyre	US	→ Bolt us	1,500	27	Apr-22	Blockchain-based payment tool
	₫ Mirror	US	⇔ polygon ™	400	2	Déc-21	Open-source platform that helps users verify transactions
	BITFIELD	NE	NORTHERN GE	400	n/a	Sept-21	Bitcoin mining operator
	simplex	IS	nuvei CA	250	9	Sept-21	Bitcoin payment processing technology
	ALLENTRO	UK	DHS UK	575	n/a	Aug-21	Trading firm focused on digital assets
	H Hermez	SW	opolygon IN	250	n/a	Aug-21	Decentralized cryptography-based software for payments and token transfers
	[®] BitGo.	US	GALAXY US	1,200	70	To come	Digital asset management platform

New funds from reputable brand names are destined invest in blockchain and Web3

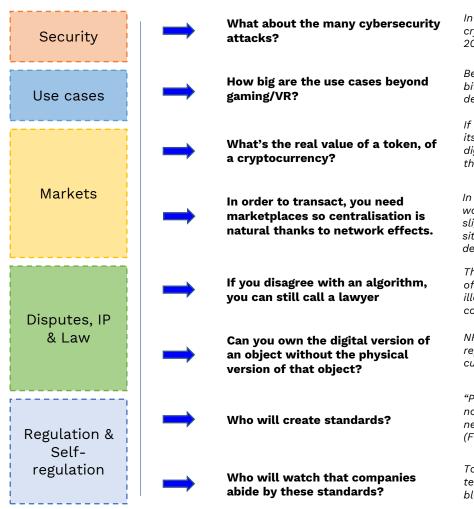
vc	Country	Amount (in €m)	Date	Notorious Investments
BINANCE LABS	Hong Kong	500	May-22	Forbes, Sky Mavis, Terraform Labs, Fantoken
BainCapital	US	560	Mar-22	BlockFi, Coin DCX, Compound Finance, Crusoe, Digital Currency Group
SEQUOIA 🖺	US	600	Feb-22	Zoom, Apple, FTX US, Airbnb, Stripe
HAUN	US	1,500	Mar-22	Zora Labs, Highlight, TaxBit
[LEDGER] C CATHAY INNOVATION	FR	110	Jun-22	Owkin, Ledger, Glovo, Heetch
	US	65	Feb-22	Hashflow, Pstake, Acala, Blockdaemon, Anchorage, Messari
alóz	US	600	May-22	Facebook, Asana, Pinterest, Airbnb, Coinbase, Github

...so much that there are, instead of a Metaverse, a variety of Metaverses-as-platforms – most of them parallel economies

		Company		Lead	Amount (in \$m)	Last pre- money valuation	Date	Description	Token
Metaverses	Gaming/ Entertainment	ER DEOX	AG	Andreessen Horowitz	98	102	Aug-21	Provider of virtual reality social multiplayer gaming experiences	\$SAND (Ethereum)
		PIXEL	US	Velvet Sea Ventures, 01 Advisors	100	n/a	Feb-22	NFT-based media intended to decentralize entertainment content creation	Punks Comic NFTs + Founder DAO (giving voting rights)
		@S@LCHICKS	НК	Girnas Capital	20	n/a	Mar-22	Developer of play-to-earn gaming platform	\$CHICKS (Solana)
		Decentraland	AR	Digital Currency Group	26	n/a	Jan-20	Virtual gaming platform that allows users to create, experience, and monetize their content.	\$MANA (Ethereum)
		BREEDERDRO	PHL	Andreessen Horowitz	10	n/a	Jan-22	Developer of a blockchain technology platform designed to integrate player-built economies through a custom API toolkit	\$BREED
		ANIE	Vie.	Ascend Vietnam Ventures	9	n/a	Oct-21	Interactive play-to-earn game similar to Pokemon that allows players to battle and trade NFT pets	AXS
	an ce	EVERYRE∧LM	US	Andreessen Horowitz	49	123	Feb-22	Operator of a Metaverse ecosystem intended to invest, manage and develop assets	None, but only accessible in ETHER (Ethereum)
	Identity and social media (B2C)	NFTE	CA	Animoca Brands	7.5	n/a	Jan-22	Developer of unified decentralized identity and credit network designed to provide identity across all application layers and enable personal monetization in the metaverse	ISME
		STAR ATLAS	US	Project Serum, Moonwhale Ventures	6	n/a	Jan-21	Star Atlas is a virtual game where players create avatars, play, and earn incentives in the 3D virtual space.	ATLAS
	Digital Twin / Infra	.arianee	FR	Tiger Global	21	70	May-22	Issues digital ownership and authenticity certificates on behalf of partner brands.	\$ARIA20 (Ethereum, POAnetwork)
		NATIX	UK	CoinIX	n/a	n/a	n/a	Platform to incentivize real-world data acquisition through users' cameras	NTXT (not launched yet)

> The only existing link between these platforms (if any) is through financial exchanges through stock-market-like platforms (e.g. Uniswap) or the NFTs they sell on common platforms (Opensea)

And in this flurry of options, who watches the watchmen?



In the cryptocurrency space, growth can happen quickly and explosively. Due to high market fragmentation, concentrated ownership (most cryptocurrencies are owned by a small number of people),market manipulation is easy and multi-billion-dollar cyber attacks occurred in 2021. When it comes to securing and tracking crypto-currency activity, there is still work to be done.

Beyond gaming and tradable goods between games, most use cases are still very early. The most advanced use case of blockchain is bitcoin and cryptocurrencies, with most other use cases remaining niche. Beyond gaming, it is doubtful whether virtual universes will develop (the post-COVID world having shown, for example, that virtual events are a smaller market than expected)

If we try to value a cryptocurrency as a fiat, its value is zero. It is actually the associated blockchain that provides the crypto-currency with its real value, not its properties as a currency. So the question to ask is what is the value of the blockchain and it should be valued as a digital platform business. Jan Damsgaard (Department of Digitalization, Copenhagen Business School) has shown that using this approach, the price of several crypto-currencies (Bitcoin, Ethereum...) have a low price compared to their commercial potential and application area.

In order to democratize cryptography and make it more accessible to the masses, it is important to further centralize the industry: there would be more control and users will be protected from themselves and from all forms of scams. Many people are terrified that the slightest mistake in the recipient's address can lead their \$10,000 NFTs to another user without any return. Users are not immune to this situation, and in this case, no middleman can help. But the most committed in the industry are very committed to the principle of decentralization.

There is a misconception that Smart Contract negate the risk of litigation in front of courts. Disputes will arise and will be the jurisdiction of national courts – as in any contract. Further, Contract Law is itself regulated and clauses from common Smart Contracts could be made illegal (e.g. as in a worker cannot renounce worker rights by contract, or home-owners cannot forbit tenants from owning pets in certain countries)

NFTs are probably not protected by copyright because they do not meet the basic criteria for copyright protection. They essentially represent data on a blockchain, which would not constitute an original work of authorship under intellectual property law. There are currently no legal regulations on the subject.

"Privacy and safety need to be built into the metaverse from day one. So do open standards and interoperability. This will require not just novel technical work — like supporting crypto and NFT projects in the community — but also new forms of governance. Most of all, we need to help build ecosystems so that more people have a stake in the future and can benefit not just as consumers but as creators." (Facebook, Founders Letter, Oct-21)

Today, there are very few standards regarding blockchain and the industry needs to be framed and standardized to ensure trust in the technology. In France, AFNOR has started to address the issue. The European Commission is also looking to play an active role in the blockchain standards community, engaging and working closely with all relevant bodies around the world.

Source: https://www.techtarget.com/searchsecurity/feature/Cryptocurrency-cyber-attacks-on-the-rise-as-industry-expands

https://papers.ssrn.com/sol3/papers.cfm?abstract_id=4034312

https://www.cointribune.com/tribunes/tribune-des-lecteurs/ceo-draftkings-centralisation/

https://coinyuppie.com/viewpoint-the-aggregation-field-of-web3-will-burst-into-great-value-in-the-future/

https://www.journaldugeek.com/2022/03/22/nft-et-droit-dauteur-qui-est-vraiment-le-proprietaire-dune-oeuvre/#:~:text=Comme%20pour%20un%20tableau%20classique,licences%20limit%C3%Ages%20sur%20leurs%20NFT.

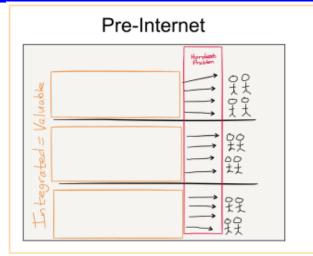
https://digital-strategy.ec.europa.eu/en/policies/blockchain-standards

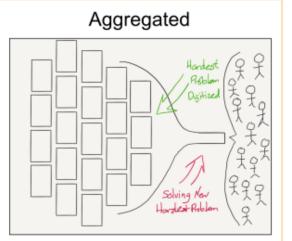
https://about.fb.com/news/2021/10/founders-letter/

https://www.nortonrosefulbright.com/en/knowledge/publications/ea958758/arbitrating-smart-contract-disputes

This can be solved in two broad ways: the Google+ of the metaverse will be either based on Aggregation or Interoperability – with the latter being the "true" vision of Web 3.0

Aggregation: Web 2.0



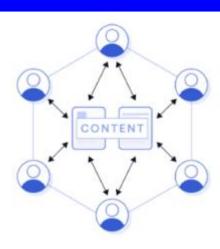


- The internet had developed by **creating trust between users through aggregation**: services that were previously fragmented are commoditised and provided in a single offering focussed on customer experience
- In terms of ownership, current decentralised platforms remain concentrated on founders

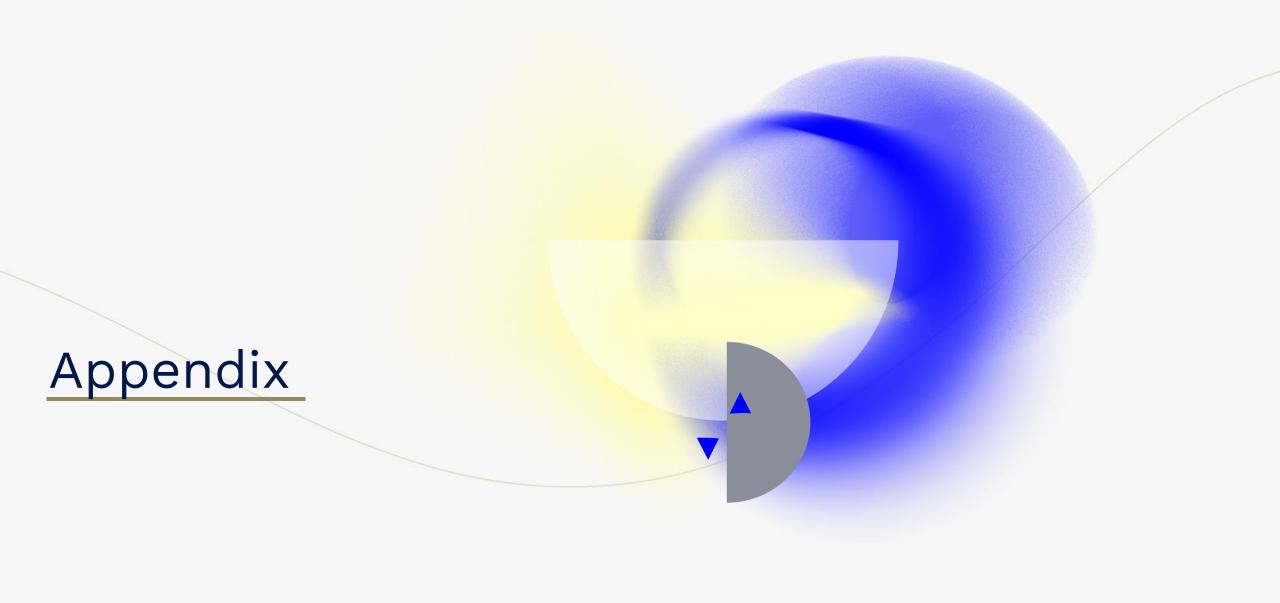
 thus not capitalistically decentralised.
- If trust is insufficient, a centralised marketplace could emerge and solve the issues of trust and customer experience – thus commoditising metaverses and re-creating the current model of Web 2.0
- Further, as a lot of services in the Web 3.0 are based on a lack of trust in institutions, the paradoxical outcome could be a "centralised decentralised" platform, privately owned
- Hardware centralisation could mean that true decentralisation doesn't happen: servers
 and public clouds are still single points of failure and will remain so unless distributed
 ownership is found in hardware as well as software

 AVP

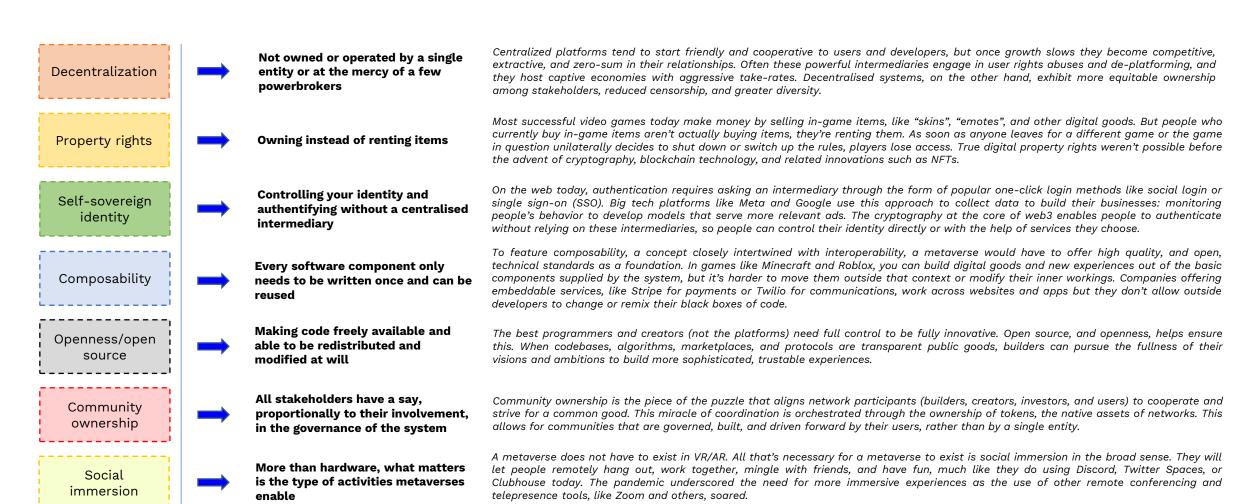
Interoperability: Web 3.0



- If metaverses become truly interoperable, it would achieve the ultimate vision of Web 3.0: user-centric, decentralized, private, trust based on blockchains
- It no coincidence that Bitcoin started with **political communities of libertarians** the decentralised vision of the internet that Web 3.0 illustrates stems, in a large part, from political projections of society and trust in institutions to the internet.
- There is no existing protocol that allows metaverses to communicate between each other, and we are moving towards a metaverse landscape where many of them will co-exist. The solutions that do exist are very early and have raised small amounts of money
 - MetaMetaverse, a company that helps developers create their own metaverse, which will then be linked with others, has raised \$2m in Mar-22.
- Interoperability protocols already exist within the cryptocurrency ecosystem:
 they allow user to trade cryptos between blockchains, get the best price across
 protocols (e.g. Polkadot). However, In 2021, Investments in interoperability
 accounted for less than 3% of Blockchain investments



What are the core features of a metaverse (according to a16z)?



AXA Venture Partners

www.axavp.com