

Counterpoint Global Insights

Blockchain

EDGE | MAY 2018

WELCOME TO THE EDGE.

Morgan Stanley Investment Management's Counterpoint Global shares their proprietary views on a big idea that has the potential to trigger far-reaching consequences—ideas such as autonomous vehicles, machine learning and gene editing.

Counterpoint Global's long-term ownership mindset emphasizes perspective, insight and thinking across categories, while our investment process focuses on identifying unique companies with sustainable competitive advantages. Through The EDGE, we share our framework for thinking about change and our process for recognizing patterns that may drastically alter the investment landscape over the longer term.

This work complements our team's more traditional, fundamental research to create a framework for long-term investing that is grounded in intellectual curiosity and flexibility, perspective, self-awareness and partnership.

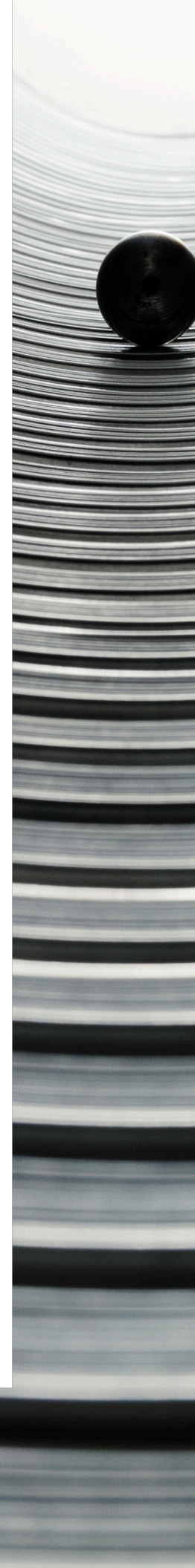
As the price of cryptocurrencies like bitcoin have fluctuated wildly over the last year, bitcoin, and blockchain, the underlying technology that powers it, have captured the popular imagination.

Blockchain at its heart is a distributed-ledger technology that employs cryptography to ensure the integrity of the data it stores. For all its hype, blockchain is basically just a novel approach to database architecture where control of the data is distributed among all the parties using it. This architecture is enabled by cryptography and the use of tokens (e.g. cryptocurrencies) as incentives for participants to perform the work to ensure the data's integrity. What makes blockchain so disruptive is its shared ledger eliminates the need for intermediaries to establish trust and authenticate identity between two untrusted parties who want to transact. As a result, blockchain has the potential to cut out the financial middleman.

How it works

Blockchain is a protocol for a shared ledger similar to the way that TCP/IP is a protocol enabling the internet. ►

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► Just as the internet has multiple websites, there are multiple blockchains including the most famous ones, bitcoin and ethereum. While each permissionless blockchain is slightly different in design, most share common features.

A permissionless blockchain is open to the public, meaning all the data is readable by every participant. The power of blockchain comes from this shared data, which can include anything from the ownership of a single bitcoin to property titles. Because the data is open to the public, care must be taken to ensure its integrity. Here, the key innovations of blockchain—using cryptography and proof of work to secure the contents of the shared ledger—come into play.

For example, take the bitcoin blockchain. Every ten minutes, a new block is added

What makes blockchain so disruptive is its potential to cut out the financial middleman.

to the chain. Each block consists of three components: (1) the new transactions being added to the chain, (2) the previous block's "hash" (a fixed length output generated from an input string), and (3) a random number called a "nonce." Miners around the world compete to find a nonce that satisfies the requirements for the hash for the current block set forth by the bitcoin protocol. This protocol dynamically adjusts the difficulty of this task, depending on the amount of

computing power currently dedicated to finding the next nonce, to ensure it always takes 10 minutes to find a nonce for each new block added to the chain (*Display 1*). The first miner or team of miners to discover a valid nonce receives tokens (in this example, bitcoin) from the blockchain as a reward. Referred to as "proof of work," these token grants are the incentive that persuade miners to invest in and operate the infrastructure to confirm transactions.

Validation mechanisms vary among different blockchains, but they all work off the premise that people are rewarded for validating the transactions of the shared ledger. There are real costs to validating a transaction: time, computing power and electricity.

Because each prior block's hash is needed to generate the current block's hash, the system ensures that no one can go back and independently alter prior records in the blockchain (e.g. to give themselves more bitcoins). An altered record would immediately show discrepancies with other nodes in the blockchain and thus the protocol ignores the block that has a discrepancy from the rest of the blocks in the chain.

All told, blockchain is an open, shared technology that rewards hard work, and incorporates a system of security checks to ensure the integrity of the chain.

participants and leads to new possibilities. For instance, titles to everything from property to securities to cryptocurrency can be written into blockchain. If two parties want to transact using the same blockchain, they can both verify that the other party has title to what they claim without the need for a financial intermediary facilitating the transaction. Blockchain effectively eliminates the clearing function in financial transactions and allows the parties to move almost immediately from execution to settlement. Hence, the time required for settlement collapses from multiple days to minutes. This change offers the potential to eliminate not only the back-office costs associated with clearing, but also the costs associated with putting up margin until a transaction closes.

While blockchain technology can be adopted by existing financial institutions to facilitate transactions, blockchain

a high risk of fraud and/or chargebacks. By accepting cryptocurrencies, merchants can bypass elevated credit card processing fees and lower their overall costs. Companies are also using blockchain in a range of other financial applications. For instance T0 is using blockchain to target the prime brokerage market.

In addition, blockchain has new capabilities such as the ability to deploy "smart contracts" that do not exist today. A smart contract is a self-executing contract that is written into the computer code. If the mutually agreed upon conditions of the transacting parties are met, the smart contract will execute automatically with transparency and no reversibility. The appeal of a smart contract lies in its potential to reduce transaction costs.

It is still unclear if bitcoin will become a lasting piece of the financial firmament or is just a passing fad. That said, at its heart, bitcoin provides the three key functions of a currency—it functions as a store of value, a mechanism of transaction, and a unit of account. Particularly in countries that have histories of financial instability, bitcoin could prove to be an attractive alternative to local currencies. It could potentially play a similar role to the one gold has historically, as a hedge against uncertainty. To put it in context, the bitcoin in circulation today is worth around \$125 billion while the value of all gold ever mined is worth around \$7.9 trillion. If bitcoin began to function more like gold on the world stage, those valuations could converge.

Challenges

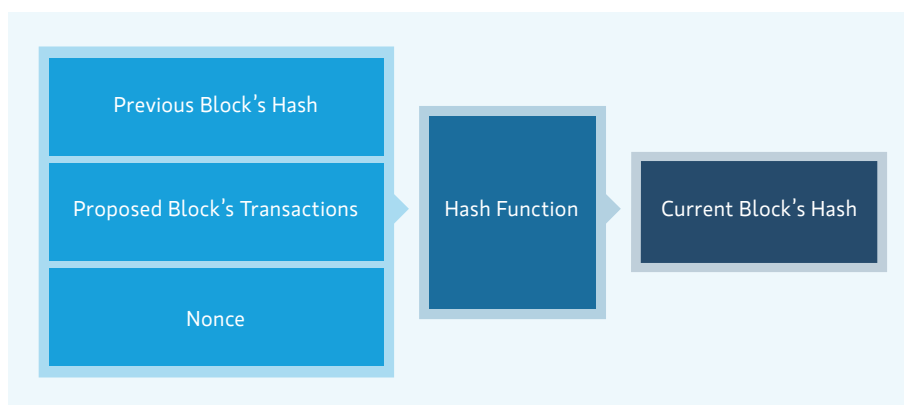
We believe there are three key challenges that blockchain will need to overcome.

First, achieving critical mass. Blockchain-related technologies benefit from a network effect, meaning the addition of each person to the network increases the value of being on the network to everyone else. While a network effect is a strong competitive advantage in a mature

DISPLAY 1

Miners compete to be the first to find a nonce that satisfies the hash requirement

Each hash is designed to take 10 minutes to solve



Why It's Disruptive

What makes blockchain so disruptive is its decentralization of the ledger. All users of a given blockchain agree to the same set of facts, the ledger. This agreement eliminates the need for trust among

has the potential to enable a new set of payment rails that circumvents the existing financial establishment. In particular, cryptocurrencies are gaining traction as a form of payment for e-commerce transactions where there is

business, the downside is that they are very difficult to start, in part because small networks are not nearly as valuable as large networks to the end customer. It is possible that no blockchain will gain critical mass, which would prevent its advantages over traditional methods from materializing.

Second, regulatory uncertainty. Regulatory bodies across the globe have increased their focus on all aspects of blockchain related businesses. For instance, both China and South Korea have banned ICOs (initial coin offerings), a form of raising capital that has been gaining popularity. New regulations that limit what can be done with blockchain could reduce and/or eliminate its attractiveness versus traditional means of conducting financial transactions.

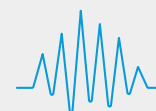
Third, high energy and storage demands. Challenges in scaling blockchains

could prove insurmountable. Given that blockchains are distributed ledgers and that all the data stored on the blockchain is available at every node, the storage demands of such a system grow exponentially as more nodes/users are added to the overall system. The proof of work calculations needed to confirm bitcoin transactions also require a large amount of electricity. By some estimates, about as much electricity is used by the bitcoin proof of work calculations as by the entire country of Denmark.¹ In order to continue growing, changes to the protocols will need to be made to reduce their resource requirements.

Conclusions

Blockchain is still in the early innings of development. While it has the potential to become as ubiquitous as the internet over time, there are nevertheless many issues that need to be addressed. As

with the internet, we will probably see a mixture of both blockchain native companies as well as companies adopting the technology to improve their existing business processes and to attack new market opportunities afforded by these new capabilities. We believe blockchain is a technology that will continue to garner increasing mindshare in the years ahead.



OTHER DISRUPTORS

Other themes the team is currently researching include

- Autonomous vehicles
- Machine learning
- Gene editing

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Counterpoint Global

New York

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SAM CHAINANI	Head of Counterpoint Global~ New York, Technology	27	27	23
JASON YEUNG	Health Care	26	21	19
ARMISTEAD NASH	Business Services, Software	23	21	19
DAVID COHEN	Consumer	35	30	24
ALEX NORTON	Consumer, Industrials, Technology (ex Software)	28	23	23
MANAS GAUTAM	Head of Global Endurance, Generalist	11	8	8
ANNE EDELSTEIN	Health Care	12	5	5
ABHIK KUMAR	Software, Media	14	4	4
JENNY LEEDS	Healthcare	7	4	4
JOSHUA JARRETT	Director of Research, Generalist	18	3	3
RUOBING CHANG	Internet	11	7	3
ALEKS SAMETS	Payments	3	3	3
BETH FIFER	Health Care	11	2	2
MUHAMMADRAZA PANJU	Internet	4	2	2
PETE STOVELL	Generalist	29	2	2
MICHAEL MORITZ	Generalist	5	1	1
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MICHAEL MAUBOUSSIN	Head of Consilient Research	36	3	3
DAN CALLAHAN	Consilient Research	18	3	3
DISRUPTIVE CHANGE RESEARCH				
STAN DELANEY	Big Ideas, Emerging Themes	22	22	19
SASHA COHEN	Big Ideas, Emerging Themes	6	6	6
JUSTIN AMEZQUITA	Big Ideas, Emerging Themes	3	3	3
VASILEIOS PRASSAS	Big Ideas, Emerging Themes	9	2	2
SUSTAINABILITY RESEARCH				
THOMAS KAMEI	Head of Sustainability Research, Internet	11	11	11
DERRICK MAYO	Sustainability Research	18	9	2
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MARK TODTFELD	Chief Operating Officer	28	18	4
KERRY ANN JAMES	Head of Client Relations, Portfolio Specialist	26	6	2
PRAJAKTA NADKARNI	Portfolio Specialist	19	16	12
MICK MORAN	Portfolio Specialist	9	9	1
MCKENZIE BURKHARDT	Portfolio Specialist	20	20	20
XAVIER SALAZAR	Portfolio Analyst	5	5	1
KATHRYNE DOWNS	Portfolio Specialist ~ Global Endurance	11	11	1
EARL PRYCE	Portfolio Administrator	23	23	16
CHAYSE MORGAN	Portfolio Administrator	3	3	3
ERICA CASARENO	Portfolio Administrator	1	1	1
AMBER YANG	Business Management	13	5	2

Asia

Global, International, Asia

KRISTIAN HEUGH Lead Investor, Head of Global Opportunity

- 13 Investors
- 6 Portfolio Specialists
- 1 Portfolio Operations Analyst

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Team members may change without notice from time to time. Years of Experience listed above refers to Industry Experience.

Years of Experience, Years with Firm and Years with Team are as of June 2023.

¹ Ars Technica, "Bitcoin's insane energy consumption, explained", December 6, 2017.

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