

# 今天要講什麼

- Web 2.0 血淚談
- Web3 血淚談
- QA
- 工商時間

# 我是誰

- Dinngo Co-founder
  - Dinngo Exchange
  - Furucombo
  - Protocolink
  - Soji
- 2013 賣 Bitcoin，2017 開始做 DeFi
- Speaker @ EthCC 4 & 5

# Web 2.0 血淚談

- 做產品

- 速度慢
- 成熟的科技
- 解決方案很多，有錢都能解決問題
- 融資環境成熟，客群成熟

- 融資

- 投資人不一定是專家
- DD 很花時間
- 流程很長很慢
- (有時候) 很區域性

# Web3 血淚談

- Dinngo Exchange
- Furucombo
- Protocolink
- Soji

# Web3 血淚談 - Dinngo Exchange

The screenshot displays the Dinngo Exchange interface for the ETH/USDT trading pair. The main header shows the current price at 178.86330000, a 7.37% increase, and a volume of 1299.7062. A candlestick chart shows the price movement over time, with a volume bar chart below it. An order book on the right lists various price levels and their corresponding amounts. A trading panel at the bottom left allows for buying or selling ETH, with a 'Buy ETH' button. A search bar and a list of tokens (ETH, PAX, PAXG) are also visible.

**Exchange** Select Market Fund Order Account Connected 0x2a2f...7d44

**ETH/USDT** **178.86330000** +7.37% **191.614500** **174.903300** **1299.7062**  
Ethereum ≈ USD \$178.96017 HIGH LOW VOL

ethereum, 480, DINNGO O 180.60570000 H 184.60780000 L 178.86330000 C 178.86330000

Volume (20) 2 n/a

Chart by TradingView

1D | 1M | 6M | 1Y | Go to...

**ORDER BOOK**

Price	Amount	Total
187.719	0.0823	15.4492737
187.4355	0.0714	13.3828947
187.3935	0.0743	13.92333705
186.1545	0.0825	15.35774625
182.002	0.3261	59.3508522
180.2648	0.3173	57.19802104
179.477	0.3301	59.2453577
<b>178.8633</b> ≈ USD \$178.96017		
168.34	0.0873	14.696082
167.0385	0.0797	13.31296845

**LIMIT** **MARKET**  **USDT** Buy Sell

**Buy** **Price**  **USDT**  
≈ USD \$168.43117

**Amount**  **ETH**

**Total**  **USDT**

**Buy ETH**

Search... FAV ETH PAX USDT USD

Token	Price	Volume	Change
<b>ETH</b> Ethereum	178.8633	1299.7062	<span>+7.37%</span>
<b>PAX</b> Paxos	1.0017	0.7713	<span>+0.07%</span>
<b>PAXG</b> Paxos Gold	1580.01	13.272	<span>-0.47%</span>

# Web3 血淚談 - Furucombo







- 2021/3 上線
- 交易量：50 億美金
- 連結主流 L1 / L2 的 finance protocols
- 從小白到專業交易員

# Web3 血淚談 - Furucombo

The screenshot displays the Furucombo interface for a transaction. On the left, the 'Initial Funds' section lists the assets being used: AAVE (10.020040080160320641), CRV (100.200400801603206412), ETH (1.002004008016032064), and WBTC (0.1002004). Below this, the 'You will receive' section shows the output: aEthDAI (4833.68) with an 'Estimate point received' of 981. The central part of the interface features three 3D cube icons representing the transaction steps. On the right, three panels detail the steps:

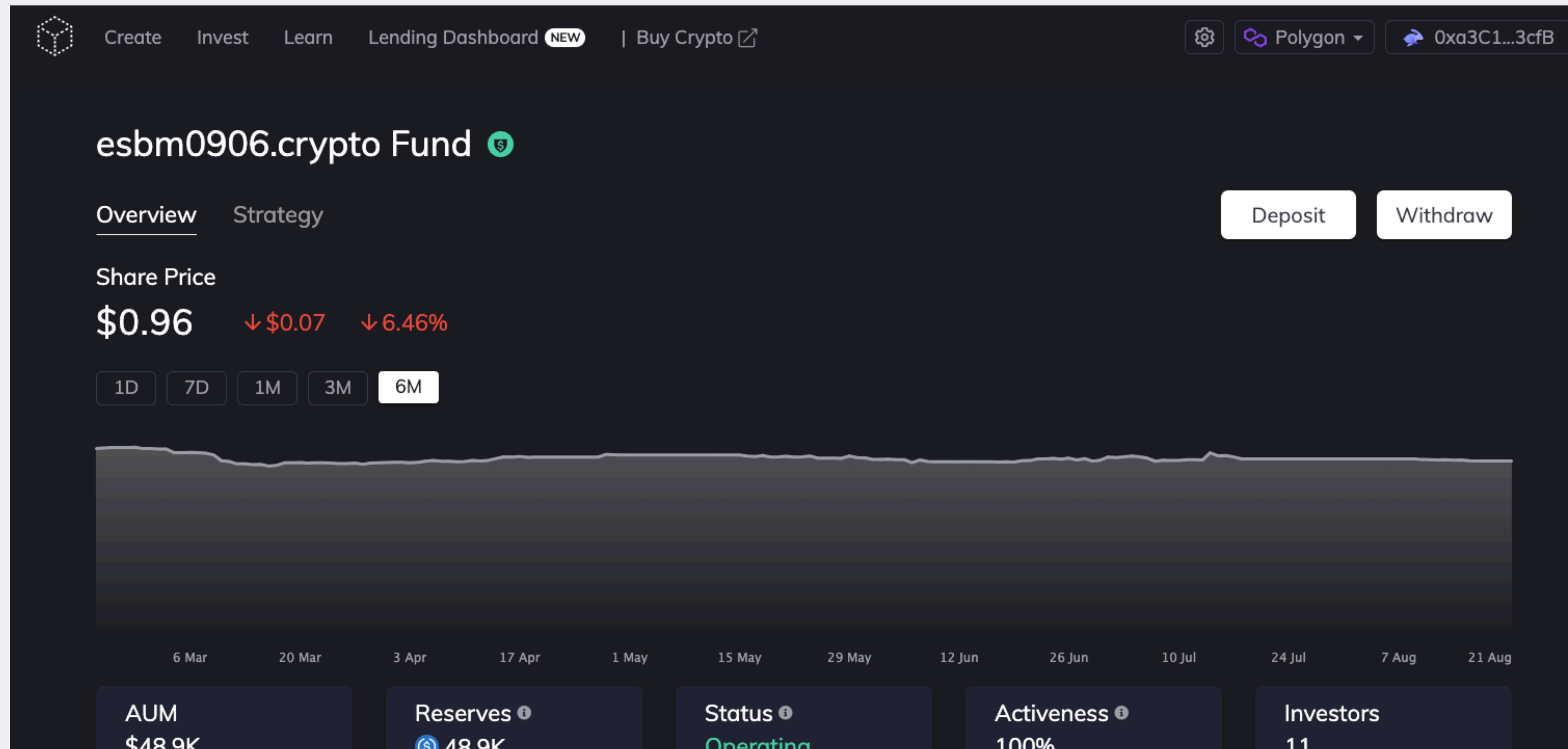
- Multi Swap (Uniswap V3):** Inputs include 1 ETH, 0.1 WBTC, 10 AAVE, and 100 CRV. The output is 4833.68 USDC.
- Swap Token (Paraswap):** Input is 4833.68 USDC, which is swapped into 4833.68 DAI.
- Deposit (Aave V3):** Input is 4833.68 DAI, which is deposited as 4833.68 aEthDAI.

# Web3 血淚談 - Furucombo

#	Name	Performance	↓ AUM	My Balance
1	stETH Pool  Curve	3.03% APY	1.89B	-
2	3Crv Pool  Curve	0.15% APY	774.4M	-
3	Frax Pool  Curve	0.11% APY	577.92M	-
4	3Crypto Pool  Curve	1.48% APY	209.75M	-
5	WISE / ETH Pool  Uniswap V2	0.02% APY	112.06M	-
6	a1USD Pool  Curve	0.11% APY	105.52M	-



# Web3 血淚談 - Furucombo



# Web3 血淚談 - Furucombo

The screenshot displays the Furucombo Lending Dashboard. At the top, navigation links include 'Create', 'Invest', 'Learn', 'Lending Dashboard' (marked as 'NEW'), and 'Buy Crypto'. The user's account is identified as 'Ethereum' with address '0xa3C1...3cfB'. Filter tabs for 'All', 'Aave V2', 'Aave V3', 'Compound V2', and 'Compound V3' are visible.

The main section is titled 'Aave V2 Lending' and features a progress bar. Key metrics are: 14.33% Utilization, 7.28 Health Rate, and 0.49% Net APY. It shows a 'Total Supply \$17.09' and 'Total Borrow \$2.02'. The supply table lists:

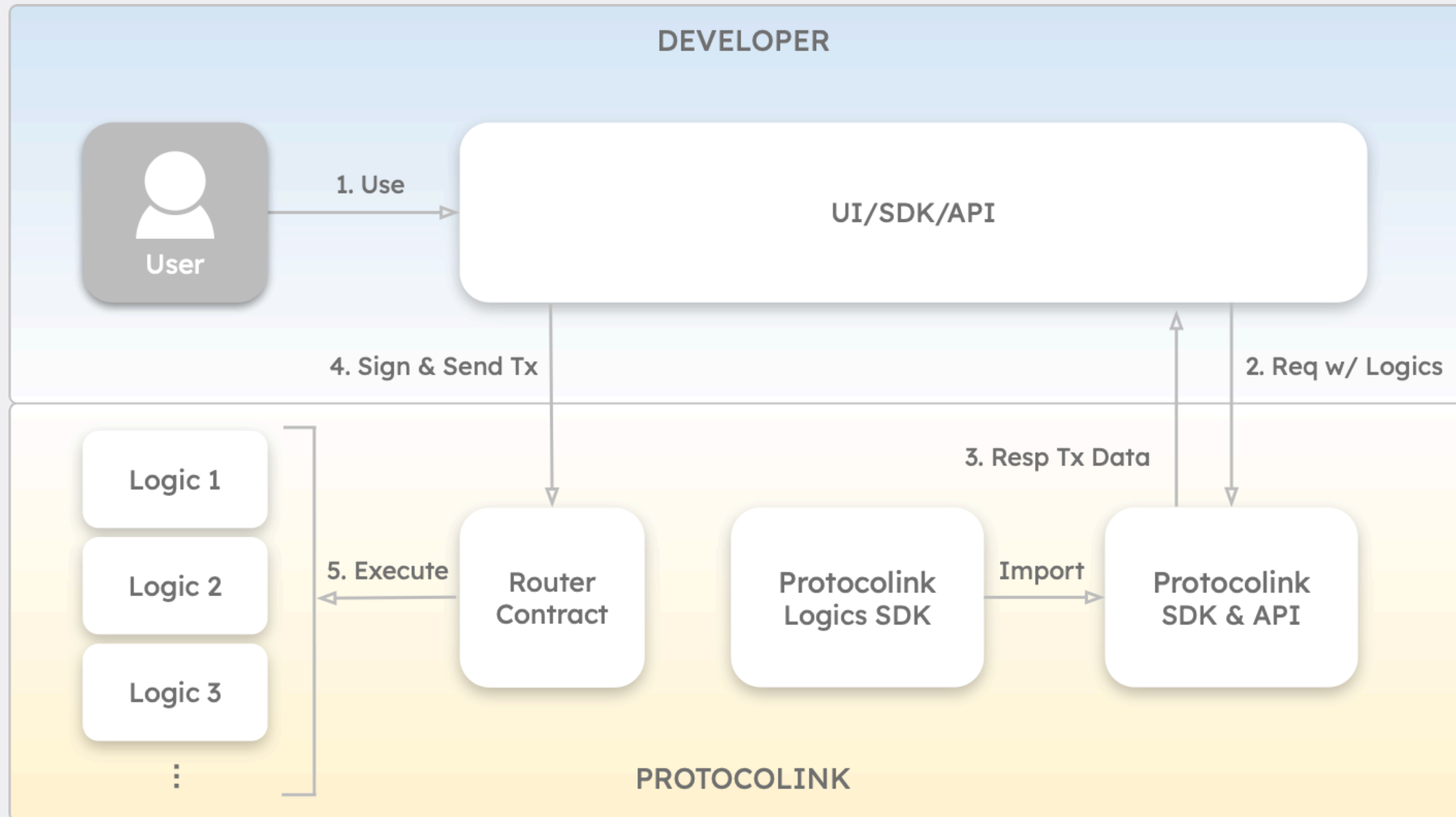
Assets	Supply Balance	APY	
ETH	0.01023 ETH \$1,670.5	1.17%	Collateral swap
sUSD	0.00000004619 sUSD \$0.9991	1.6%	Collateral swap

The borrow table lists:

Assets	Borrow Balance	APY	
DAI	0.508 DAI \$0.9997	13.11%	Debt swap Leverage Deleverage
USDC	1.523 USDC \$0.9924	4.03%	Debt swap Leverage Deleverage

At the bottom, the 'Aave V3 Lending' section shows 52.68% Utilization, 1.96 Health Rate, and 2.21% Net APY.

# Web3 血淚談 - Protocolink



# Web3 血淚談 - Soji

- 數位背包 / Digital Backpack
- 數位收藏品專用
- 2023/9 上線

# Web3 血淚談



# Web3 血淚談



# Web3 血淚談 - 工作經驗

- 速度超快、資訊量超大、沒有休息時間
- 第一天就全球化
- 非常透明
- 非常有成就感

# Web3 血淚談 - 募資經驗

- 速度
- 對象
- 資料準備
- 流程



# Web3 血淚談 - token round の好

- 融資速度很快
- 不用浪費時間證明自己
- 國際化投資人
- 投資人可以是內行人
- 讓團隊體驗到 IPO 的感覺
- 歡迎來到未來世界

# Web3 血淚談 - token round の壞

- 未來融資困難
- 公司決策的尷尬
- 團隊士氣凝聚

# Q & A

# 工商時間

- Anomaly Network
- ETHTaipei
  - 2024/4 @ Taipei
  - [ethtaipei.org](http://ethtaipei.org)