

# Blockchain, Bitcoin, Crypto Assets and ICOs: Emergence of a New Asset Class



**Prof. Dr. Philipp Sandner**  
Blockchain Center  
Frankfurt School of Finance & Management

E-Mail: [p.sandner@fs.de](mailto:p.sandner@fs.de)  
Internet: [www.fs-blockchain.de](http://www.fs-blockchain.de)

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HOLDING

**DLT** | CAPITAL

## What do we do?

Workshops, trainings, research projects,  
Ethereum prototypes, startups

## For whom?

Banking, mobility, Industrie 4.0, internet of things,  
crypto assets, initial coin offerings

## Dates

Workshop: How do ICOs work? (Dec. 2017)

Crypto Assets Conference 2018 (Feb. 2018)

Blockchain Certificate Program (May 2017)

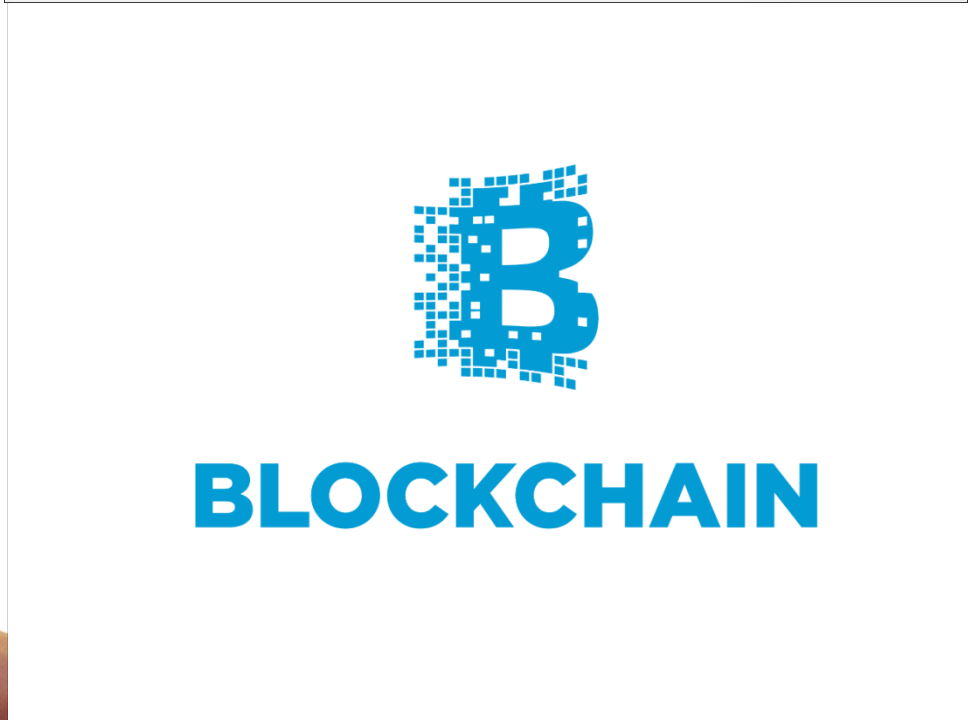
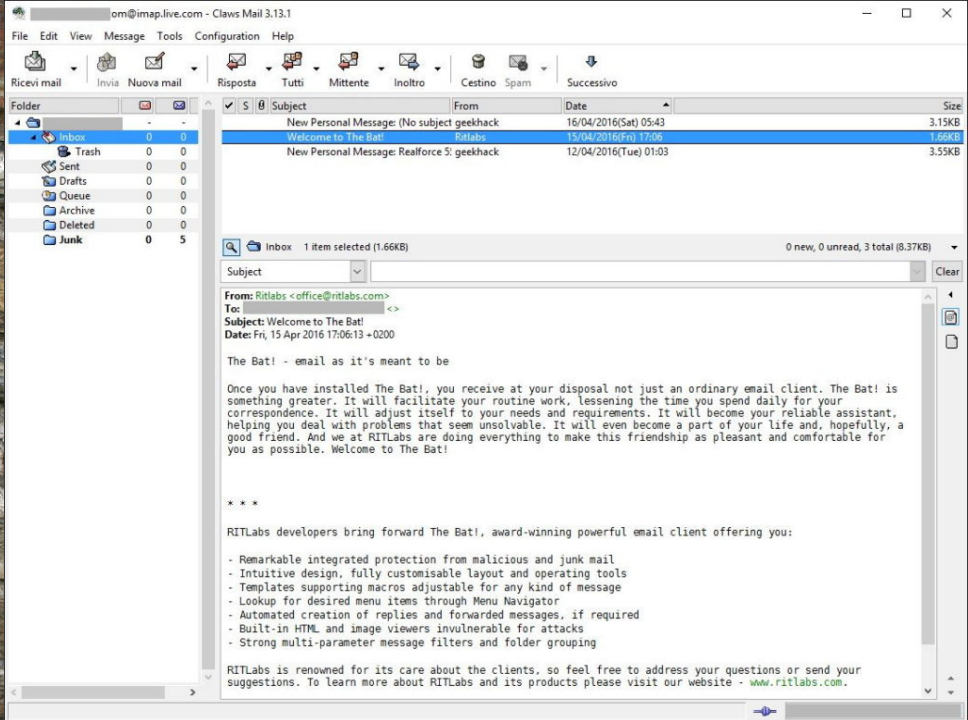
Crypto Funds: Investment Vehicles (May 2018)

Crypto Startup Summer School (Feb. 2018)










## Contact

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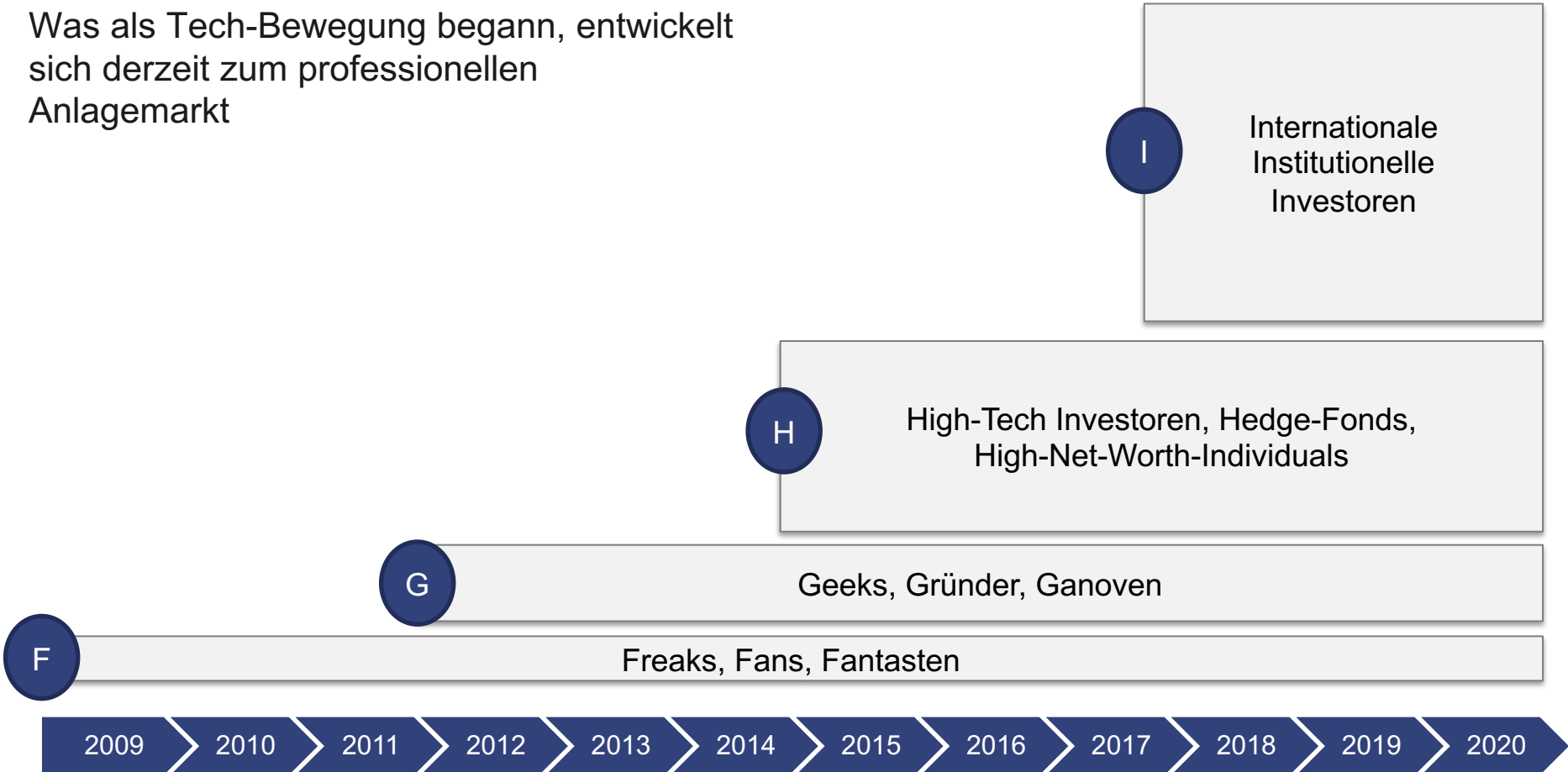
# Ranking of crypto currencies

#	Name	Market Cap	Price	Volume (24h)	Circulating Supply	Change (24h)
1	 <b>Bitcoin</b>	\$74.556.420.554	\$4.286,86	\$4.009.059.747	17.391.837 BTC	-0,56%
2	 <b>XRP</b>	\$16.203.967.479	\$0,401811	\$532.690.568	40.327.341.704 XRP *	-1,40%
3	 <b>Ethereum</b>	\$12.621.354.903	\$122,06	\$1.621.916.685	103.398.901 ETH	0,30%
4	 <b>Bitcoin Cash</b>	\$3.589.178.276	\$205,39	\$100.938.119	17.475.300 BCH	-0,57%
5	 <b>Stellar</b>	\$3.381.208.477	\$0,176565	\$78.017.248	19.149.936.945 XLM *	-1,69%
6	 <b>EOS</b>	\$3.246.309.504	\$3,58	\$668.776.648	906.245.118 EOS *	0,68%
7	 <b>Litecoin</b>	\$1.894.750.220	\$31,96	\$357.982.602	59.292.038 LTC	-0,13%
8	 <b>Tether</b>	\$1.772.790.906	\$0,981383	\$2.948.528.931	1.806.421.736 USDT *	-0,45%
9	 <b>Cardano</b>	\$1.090.253.405	\$0,042051	\$16.762.297	25.927.070.538 ADA *	-2,05%



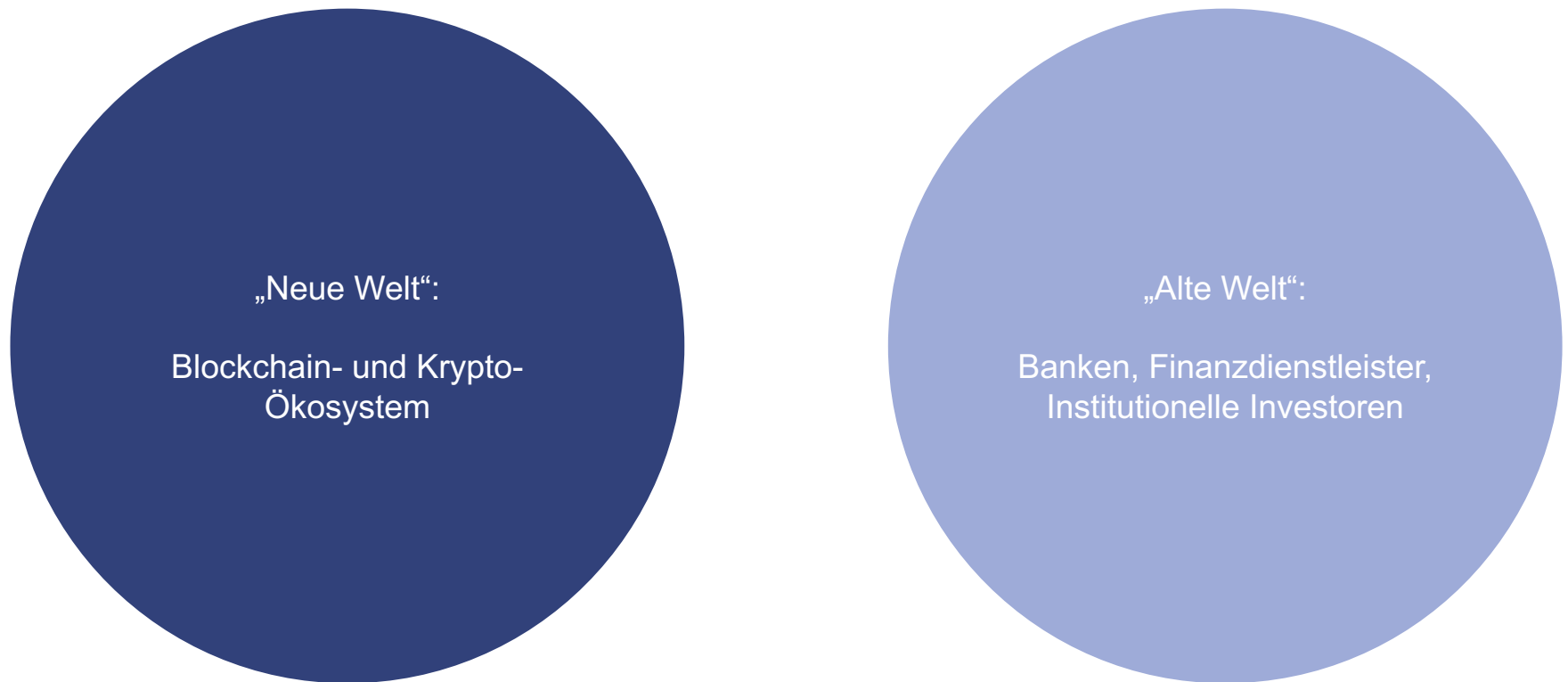
## Vier Wellen von Krypto-Investoren: F-G-H-I

Was als Tech-Bewegung begann, entwickelt sich derzeit zum professionellen Anlagemarkt



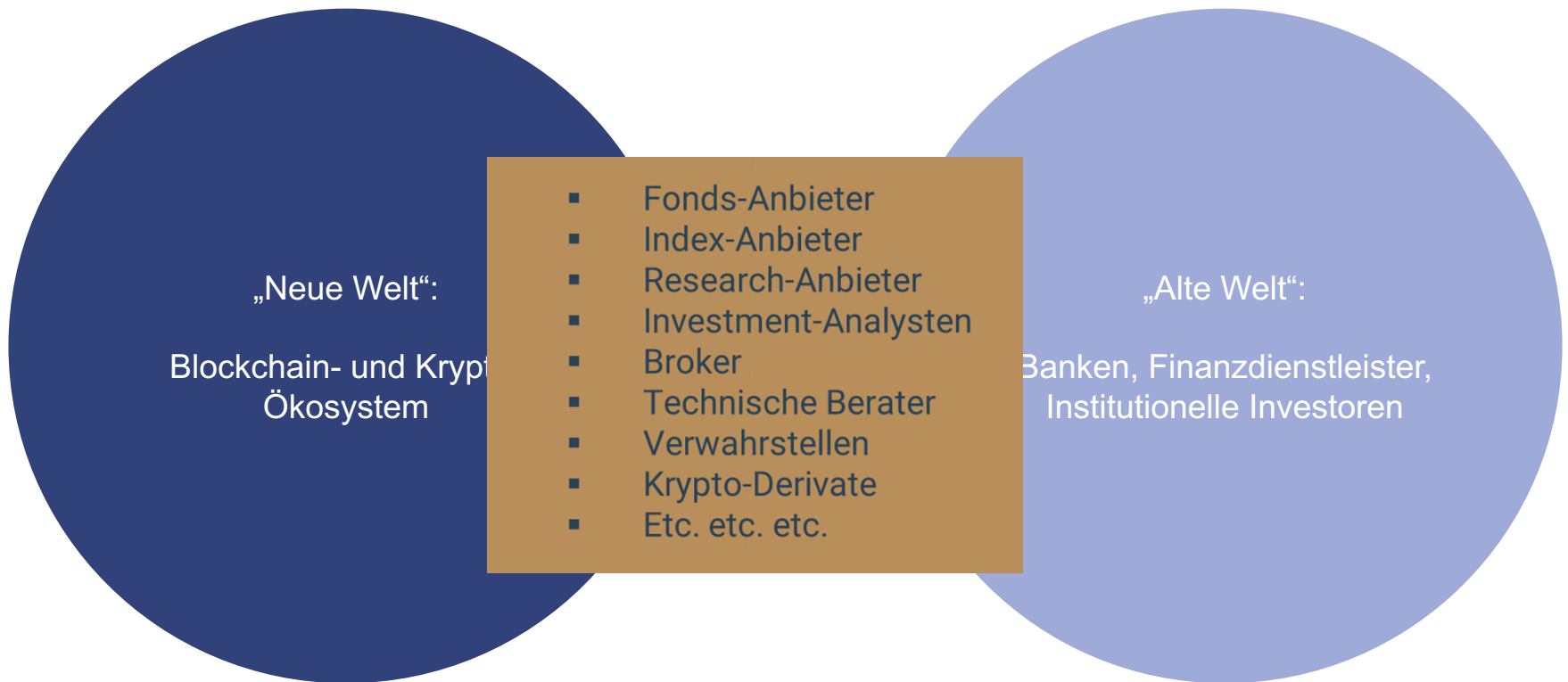
Source: Postera Capital (2017)

### Das Blockchain- und Krypto-Ökosystem ist größtenteils außerhalb etablierter Strukturen gewachsen



Source: Postera Capital (2017)

**An der Schnittstelle zwischen „neuer“ und „alter“ Welt entsteht eine Infrastruktur an Dienstleistern, die professionellen Investoren investitionsfähig machen**



Source: Postera Capital (2017)



# DLT infrastructures will allow worldwide movement of assets

Worldwide platform for asset transfers (e.g. Ethereum)

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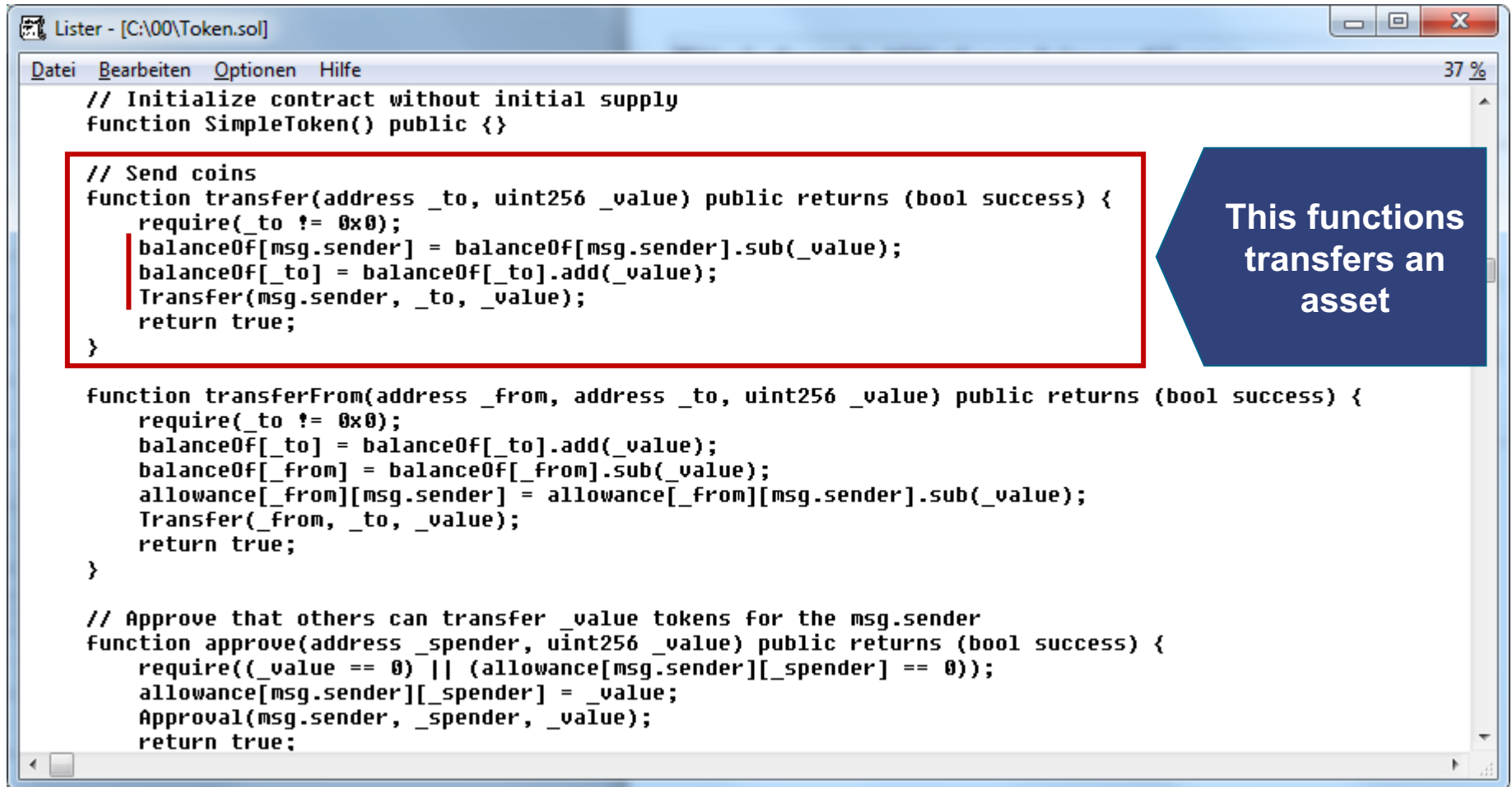
# DLT infrastructures will allow worldwide movement of assets

Worldwide platform for asset transfers (e.g. Ethereum)

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or executing  
all business  
processes  
(e.g. emission)





```
// Initialize contract without initial supply
function SimpleToken() public {}

// Send coins
function transfer(address _to, uint256 _value) public returns (bool success) {
    require(_to != 0x0);
    balanceOf[msg.sender] = balanceOf[msg.sender].sub(_value);
    balanceOf[_to] = balanceOf[_to].add(_value);
    Transfer(msg.sender, _to, _value);
    return true;
}

function transferFrom(address _from, address _to, uint256 _value) public returns (bool success) {
    require(_to != 0x0);
    balanceOf[_to] = balanceOf[_to].add(_value);
    balanceOf[_from] = balanceOf[_from].sub(_value);
    allowance[_from][msg.sender] = allowance[_from][msg.sender].sub(_value);
    Transfer(_from, _to, _value);
    return true;
}

// Approve that others can transfer _value tokens for the msg.sender
function approve(address _spender, uint256 _value) public returns (bool success) {
    require((_value == 0) || (allowance[msg.sender][_spender] == 0));
    allowance[msg.sender][_spender] = _value;
    Approval(msg.sender, _spender, _value);
    return true;
}
```

This functions  
transfers an  
asset

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Various transferable assets (e.g. ERC20 tokens)

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Worldwide platform for asset transfers (e.g. Ethereum)

Various transferable assets (e.g. ERC20 tokens)

Payment token to pay for asset transfers (e.g. Ether)

or executing all business processes (e.g. emission)

2nd order crypto assets (e.g. Initial Coin Offerings)

Traditional currencies (e.g. „Crypto EUR“, „Crypto USD“)

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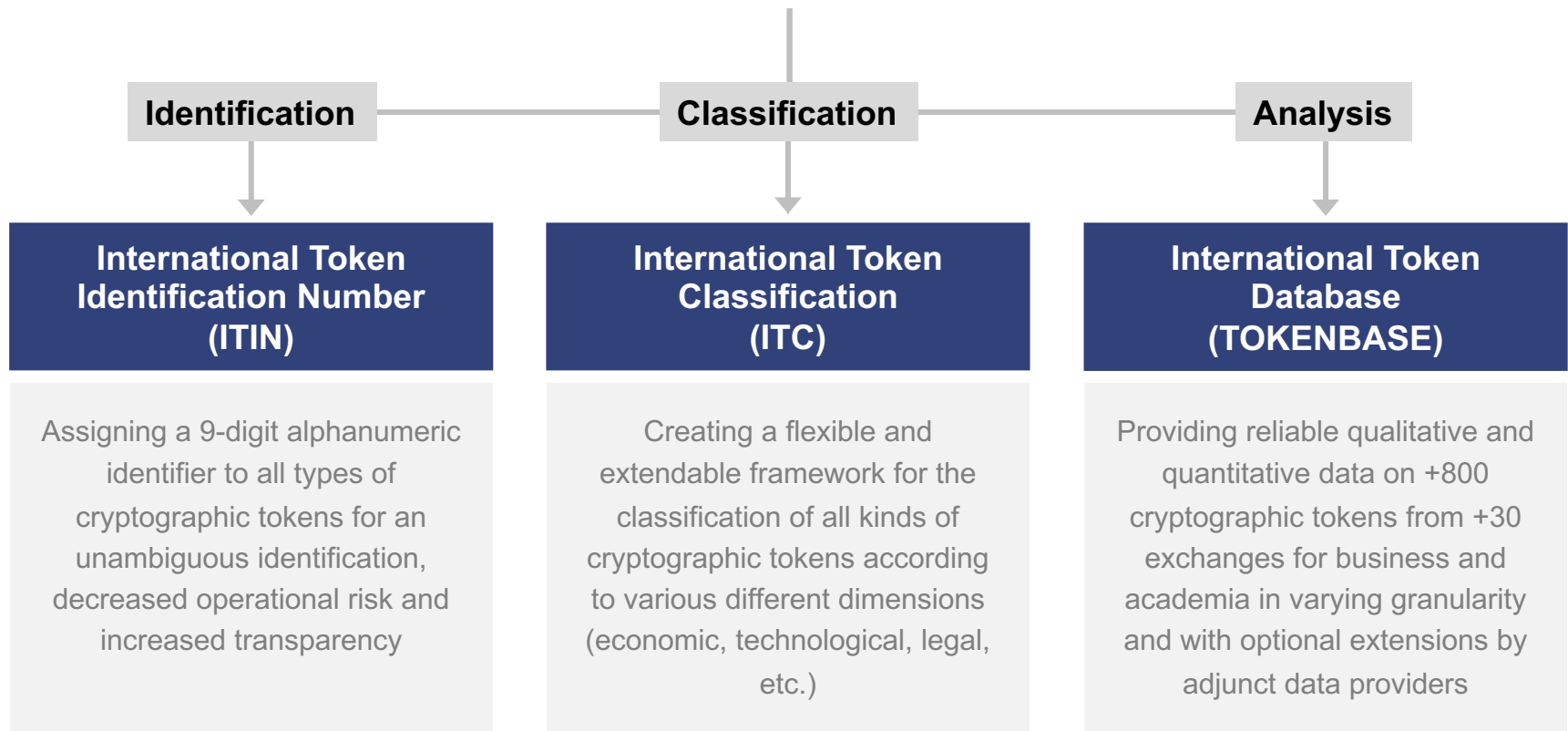
Seamless **trading** of

- (1) all kind of assets on
- (2) one single platform on
- (3) a worldwide level with
- (4) close-to-zero transaction costs
- (5) without intermediaries (P2P)
- (6) 24 hours a day, 365 days
- (7) instantly (i.e., within seconds)
- (8) with no clear and settlement

Other assets (e.g. car, real estate, insurance)

## International Token Standardization Association (ITSA) e.V. i.Gr.

Promoting the development and implementation of a standardized approach  
for the **identification**, **classification** and **analysis** of  
blockchain- and DLT-based cryptographic tokens



# Currently the ITC includes four dimensions (version 1.0), covering economic, technological and legal aspects

## 1 Economic purpose

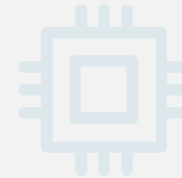
What is the economic purpose of the token?



- ◆ Token as a means of payment
- ◆ Token as a means of utility provision
- ◆ Token as a means of investment

## 2 Technological setup

Which layer of the distributed ledger is the token implemented on?



- ◆ Token is implemented on the DL itself
- ◆ Token is implemented by a protocol run on the DL

## 3 Legal claim

What right does the token provide its owner with?



- ◆ Token with no claim / legal right
- ◆ Token with relative right(s)
- ◆ Token with absolute right(s)

## 4 Industry

What kind of industry is the token used in?



- ◆ 20 industry classes & various sub-classes
- ◆ 3 major industry classes: Information; Finance and Insurance; Arts, Entertainment and Recreation

# Each ITC dimension includes highly detailed classes, which can be broken down even further in the future

Economic purpose	Technological setup	Legal claim	Industry
<p><b>ITC Class: EP21</b></p> <p><b>Payment token</b></p> <p><b>Example:</b> Bitcoin</p> <p><b>Sub-classes:</b></p> <ul style="list-style-type: none"> <li>• Unpegged payment token</li> <li>• Pegged payment token (stable coin)</li> </ul> 	<p><b>ITC Class: TS41</b></p> <p><b>Blockchain/DL-native Token</b></p> <p><b>Example:</b> XRP</p> <p><b>Sub-classes:</b></p> <ul style="list-style-type: none"> <li>• Blockchain</li> <li>• Tangle (DAG)</li> <li>• etc.</li> </ul> 	<p><b>ITC Class: LC31</b></p> <p><b>No-Claim Token</b></p> <p><b>Example:</b> Bitcoin Cash</p> <p><b>Sub-classes:</b></p> <ul style="list-style-type: none"> <li>• Not existing yet</li> </ul> 	<p><b>ITC Class: IN09</b></p> <p><b>Information</b></p> <p><b>Example:</b> EOS</p> <p><b>Sub-classes:</b></p> <ul style="list-style-type: none"> <li>• Advertising, Marketing &amp; PR</li> <li>• Media &amp; Social Media</li> <li>• IT and Telecommunications</li> <li>• Data Processing &amp; Analysis</li> <li>• etc.</li> </ul> 
<p><b>ITC Class: EP22</b></p> <p><b>Utility token</b></p> <p><b>Example:</b> Ethereum</p> <p><b>Sub-classes:</b></p> <ul style="list-style-type: none"> <li>• Access token</li> <li>• Governance token</li> <li>• Settlement token</li> <li>• Ownership token</li> </ul> 	<p><b>ITC Class: TS42</b></p> <p><b>Non-native Protocol Token</b></p> <p><b>Example:</b> Basic Attention Token</p> <p><b>Sub-classes:</b></p> <ul style="list-style-type: none"> <li>• ERC20 token</li> <li>• etc.</li> </ul> 	<p><b>ITC Class: LC32</b></p> <p><b>Relative Rights Token</b></p> <p><b>Example:</b> Binance Coin</p> <p><b>Sub-classes:</b></p> <ul style="list-style-type: none"> <li>• Not existing yet</li> </ul> 	<p><b>ITC Class: IN10</b></p> <p><b>Finance and Insurance</b></p> <p><b>Example:</b> Stellar</p> <p><b>Sub-classes:</b></p> <ul style="list-style-type: none"> <li>• Payment Systems &amp; Services</li> <li>• Exchange, Trading &amp; Settlement</li> <li>• Alternative Finance</li> <li>• Investment Services</li> <li>• etc.</li> </ul> 
<p><b>ITC Class: EP23</b></p> <p><b>Investment token</b></p> <p><b>Example:</b> KuCoin Shares</p> <p><b>Sub-classes:</b></p> <ul style="list-style-type: none"> <li>• Asset backed token</li> <li>• Debt token</li> <li>• Derivative token</li> <li>• Equity token</li> <li>• Fund token</li> </ul> 		<p><b>ITC Class: LC33</b></p> <p><b>Absolute Rights Token</b></p> <p><b>Example:</b> n.a.</p> <p><b>Sub-classes:</b></p> <ul style="list-style-type: none"> <li>• Not existing yet</li> </ul> 	<p><b>ITC Class: IN17</b></p> <p><b>Arts, Entertainment and Recreation</b></p> <p><b>Example:</b> FunFair</p> <p><b>Sub-classes:</b></p> <ul style="list-style-type: none"> <li>• Entertainment &amp; Gaming</li> <li>• Recreation, Leisure &amp; Travels</li> <li>• Betting &amp; Gambling</li> <li>• etc.</li> </ul> 

# The ITC framework provides detailed definitions for the individual classes of each dimension

Economic purpose		
EP	Economic Purpose	What is the economic purpose [1] of the token?
EP21	Payment Token	A Payment Token is designed to be used as digital currency. As such, a Payment Token (should) fulfill the classic functions of money [2] (at least partially): (1) medium of exchange; (2) unit of account; and (3) store of value. In general, the usage of the token as means of payment is not limited to a specific use case or environment.
EP21D	Unpegged Payment Token	
EP21E	Pegged Payment Token (Stable Coin)	Pegged payment tokens e.g. fiat- or crypto-backed stable coins
EP21Z	Other Payment Token	
EP22	Utility Token	An Utility Token is intended to provide a certain sort of utility or right to the token holder within a clearly specified environment (e.g. decentralized network, third-party ecosystem, business relationship or jurisdiction).
EP22F	Access Token	An Access Tokens is an Utility Token whose primary purpose is to provide access to certain services, goods or resources that are offered in or through the environment that the token was created for.
EP22G	Governance Token	A Governance Token is an Utility Token whose primary purpose is to provide means or rights to participate in the governance of the environment that the token was created for (e.g. providing the right to vote on decisions concerning the decentralized network).
EP22H	Settlement Token	A Settlement Token is an Utility Token whose primary purpose is to serve as means for the settlement of transactions within the environment that the token was created for (e.g. purchase of goods or services). As such, a Settlement Token represents a means of exchange within the specified environment (e.g. decentralized network, third-party ecosystem or business relationship).
EP22J	Ownership Token	An Ownership Token is created for the purpose of managing and transferring the ownership of material or immaterial goods. Thus an Ownership Token could for instance represent an absolute legal right with regards to intellectual property or material objects within the environment of a certain jurisdiction, but also ownership of unique item within the environment of a decentralized network or computer game with no legally binding relative or absolute rights attached.
EP22Z	Other Utility Token	
EP23	Investment Token	An Investment Token is created as financial product or financial instrument for institutional or retail investors.
EP23K	Asset-backed Token	Asset-backed tokens e.g. tokens backed by commodities, loans, trade receivables
EP23L	Debt Token	Debt tokens e.g. tokens that mimic bonds
EP23M	Derivative Token	Derivative tokens e.g. tokens that mimic structured products, futures, options
EP23N	Equity Token	Equity tokens e.g. tokens that mimic stocks
EP23P	Fund Token	Fund tokens e.g. tokens that mimic fund shares
EP23Z	Other Investment Token	
EP99	Other Economic Purpose	

# Current ITC sample classification of Bitcoin as to be found in TOKENBASE (version 1.0)

## Bitcoin (BTC)

**Name:** Bitcoin  
**Symbol:** BTC  
**Rank:** 1  
**Website:** [www.bitcoin.org](http://www.bitcoin.org)

**ITIN:** TP3B-248N-Q  
**Github:** <https://github.com/bitcoin/>  
**CMC ID:** 1  
**CMC slug:** bitcoin

Dimension	ITC class	Rationale
<b>Economic purpose</b>	<b>EP21D</b> Unpegged payment token	Free-floating crypto currency
<b>Technological setup</b>	<b>TS41</b> Blockchain-/DL-native token	Tokens are directly implemented on the blockchain
<b>Legal claim</b>	<b>LC01</b> No-claim token	Token does neither provide any claim against any counterparty nor an absolute right
<b>Industry</b>	<b>IN1001</b> Payment Systems & Services	Token is intended as an universal means of payment
<i>Future work</i>	<i>Future work</i>	<i>Future work</i>

## ITC Class EP21E: Payment Token > Pegged Payment Token (Stable Coin)

token_symb ▼	token_label ▼	token_mining ▼	token_supply_c ▼	token_supply_to ▼
USDT	Tether	Not mineable	2,437,000,000	3,080,000,000
TUSD	TrueUSD	Not mineable	58,385,664	58,385,664
DAI	Dai	Not mineable	55,519,367	55,519,367
DIG	Dignity	Not mineable	523,000,000	3,000,000,000
BITCNY	BitCNY	Not mineable	178,500,000	178,500,000
BAY	BitBay	Not mineable	1,012,000,000	1,012,000,000
SBD	Steem Dollars	Not mineable	15,698,508	15,698,508
BITUSD	BitUSD	Not mineable	11,134,500	11,134,500
HAV	Havven	Not mineable	63,297,352	100,000,000
SLR	SolarCoin	Not mineable	45,216,078	98,030,000,000
USNBT	NuBits	Not mineable	11,557,919	70,510,624
NUSD	nUSD	Not mineable	1,154,465	1,154,465



token_symb	token_label	token_mining	itc_econ1_full
KCS	KuCoin Shares	Not mineable	EP23Z: Investment Token > Other Investment Token
DGD	DigixDAO	Not mineable	EP23K: Investment Token > Asset-backed Token
ICN	Iconomi	Not mineable	EP23Z: Investment Token > Other Investment Token
SAFEX	Safe Exchange Coin	Not mineable	EP23Z: Investment Token > Other Investment Token
C20	CRYPTO20	Not mineable	EP23M: Investment Token > Derivative Token
BCI	Bitcoin Interest	Mineable	EP23L: Investment Token > Debt Token
MOD	Modum	Not mineable	EP23Z: Investment Token > Other Investment Token
APIS	APIS	Not mineable	EP23Z: Investment Token > Other Investment Token
TKN	TokenCard	Not mineable	EP23Z: Investment Token > Other Investment Token
NEU	Neumark	Not mineable	EP23N: Investment Token > Equity Token
BMC	Blackmoon	Not mineable	EP23Z: Investment Token > Other Investment Token
ARB	ARBITRAGE	Not mineable	EP23P: Investment Token > Fund Token
TAAS	TaaS	Not mineable	EP23Z: Investment Token > Other Investment Token
EVN	Envion	Not mineable	EP23Z: Investment Token > Other Investment Token
ZPR	ZPER	Not mineable	EP23K: Investment Token > Asset-backed Token
PLBT	Polybius	Not mineable	EP23Z: Investment Token > Other Investment Token
ORME	Ormeus Coin	Not mineable	EP23K: Investment Token > Asset-backed Token
DMD	Diamond	Mineable	EP23Z: Investment Token > Other Investment Token
COSS	COSS	Not mineable	EP23Z: Investment Token > Other Investment Token
AU	AurumCoin	Mineable	EP23K: Investment Token > Asset-backed Token
LCS	LocalCoinSwap	Not mineable	EP23Z: Investment Token > Other Investment Token
ZRC	ZrCoin	Not mineable	EP23K: Investment Token > Asset-backed Token

Anlage in Coins & Tokens		Anlagen in das Blockchain-Ökosystem bzw. Krypto-Ökosystem	
Direkt	Indirekt	Infrastruktur	Unternehmensbeteiligungen
<ul style="list-style-type: none"><li>▪ Erwerb über Handelsplätze</li><li>▪ Erwerb über Bank/Broker</li></ul>	<ul style="list-style-type: none"><li>▪ Zertifikate</li><li>▪ Futures</li><li>▪ Single-Asset-Fonds</li><li>▪ Token-Fonds</li><li>▪ Hedgefonds</li><li>▪ Gemischte Fonds</li><li>▪ CFDs</li></ul>	<ul style="list-style-type: none"><li>▪ Mining</li><li>▪ Masternoding</li></ul>	<ul style="list-style-type: none"><li>▪ Aktien</li><li>▪ Venture Capital</li></ul>

# How does it work?

Seizing the opportunity of market inefficiencies.

Bitfinex



1 BCC = 0,148359975 BTC

Buy BCC

Bittrex



1 BCC = 0,14979299 BTC

Sell BCC

+ 0,957% spread

The algorithm constantly monitors the market and whenever an arbitrage return can be realised a trade is simultaneously executed on both exchanges (requests every second)

01711  
4832335  
3444886  
201741534  
51324744483  
620414848334  
3736415653383  
48534446484820  
83334484485147  
4334732344743248  
5333744204684153  
84820415339373844465  
46738697568202038888  
20484A323344847314848  
4464153446364137365344  
320474A48485747464A82047  
484A4851322033473420513247  
39463520413953364446204148  
4359415336354446382037364156  
4A4B746474B48204746485344464B  
A5132334205132474483344B4A48  
413953344462041384A33483234474  
3654446382037341565338374204F  
74B48204746485344464B482415339  
46974676A6867206C66A67369756F2  
353646203741534446220484A32333F  
44620339414153484A44464153446  
84A2047413233474A484820474A84B5  
35462041534446484A204B4A851322F  
44462036374153373638396352041  
641534463637415344463394153363  
3247333484A484147484A4B4746474F  
38394153446484A48451323331205  
41533736383946352041395336444620  
5344463539415336354446382037364

## Example of a crypto fund

### Arbitrage spread analysis and trade execution

1ST/BTC	MAX spread: 0,3322 %	BUY: HitBTC SELL: Bittrex
TRST/BTC	MAX spread: 0,6452 %	BUY: Bittrex SELL: HitBTC
AEON/BTC	MAX spread: 0,2624 %	BUY: Bittrex SELL: HitBTC
SWT/BTC	MAX spread: 0,2898 %	BUY: Bittrex SELL: HitBTC
SNT/ETH	MAX spread: 0,6488 %	BUY: HitBTC SELL: Bitfinex
SAN/ETH	MAX spread: 2,6271 %	BUY: HitBTC SELL: Bitfinex
BCH/ETH	MAX spread: 0,2778 %	BUY: HitBTC SELL: Poloniex
ZRX/USD	MAX spread: 0,7476 %	BUY: Bitfinex SELL: HitBTC
QTUM/ETH	MAX spread: 3,9736 %	BUY: Bittrex SELL: HitBTC
GAME/BTC	MAX spread: 7,3352 %	BUY: HitBTC SELL: Bittrex
NEO/USD	MAX spread: 0,5042 %	BUY: Bitfinex SELL: HitBTC
XVG/BTC	MAX spread: 0,8333 %	BUY: Bittrex SELL: HitBTC
TRX/USD	MAX spread: 0,5683 %	BUY: Bitfinex SELL: HitBTC
SNT/BTC	MAX spread: 0,1211 %	BUY: HitBTC SELL: Bitfinex
BTG/USD	MAX spread: 0,5848 %	BUY: Bitfinex SELL: HitBTC
QTUM/USD	MAX spread: 4,9812 %	BUY: Bitfinex SELL: HitBTC
QTUM/BTC	MAX spread: 4,0296 %	BUY: Bittrex SELL: HitBTC
OMG/USD	MAX spread: 0,111 %	BUY: Bitfinex SELL: HitBTC
FLDC/BTC	MAX spread: 0,3831 %	BUY: Bittrex SELL: Poloniex
GRC/BTC	MAX spread: 0,3145 %	BUY: Poloniex SELL: Bittrex
OMNI/BTC	MAX spread: 0,4265 %	BUY: Bittrex SELL: Poloniex
NAV/BTC	MAX spread: 0,4648 %	BUY: Bittrex SELL: Poloniex
SYS/BTC	MAX spread: 0,032 %	BUY: Poloniex SELL: Bittrex
VIA/BTC	MAX spread: 0,1644 %	BUY: Bittrex SELL: Poloniex
XVC/BTC	MAX spread: 20,6494 %	BUY: Poloniex SELL: Bittrex

Source: Blocksize Capital (2018), [www.blocksize-capital.com](http://www.blocksize-capital.com)

### **Prof. Dr. Philipp Sandner**

*Leiter des Frankfurt School Blockchain Center*

p.sandner@fs.de

Frankfurt School of Finance & Management  
Adickesallee 32-34  
60322 Frankfurt am Main  
Germany

**Kontaktieren Sie mich gerne via E-Mail, Xing,  
LinkedIn oder Twitter (@philippsandner).**



Geboren 1980 in Heidelberg

Kontakt: [email@philipp-sandner.de](mailto:email@philipp-sandner.de)

**2000-2005**

Studium der BWL an der Universität Mannheim

**2005-2011**

Promotion an der Ludwig-Maximilians-Universität München

Auslandsaufenthalte an der Copenhagen Business School und an der University of California at Berkeley

Post-Doc an der Technischen Universität München

**2010-2015**

Mitgründer einer auf Innovationsstrategie und IP spezialisierte Unternehmensberatung

**2015**

Professor an der Frankfurt School of Finance & Management;  
Themengebiete: Digitalisierung, Entrepreneurship und Innovation;

**seit 2017**

Leiter des Frankfurt School Blockchain Centers

**Themen**

Blockchain, Crypto Assets, Initial Coin Offerings (ICOs),  
Digitalisierung und Entrepreneurship

**Praxis**

Beratung von Unternehmen hinsichtlich ihrer Blockchain-Aktivitäten,  
u.a. auch den ersten Crypto Fund Europas oder Startups in  
Consensus' Token Foundry Programm

**Engagement**

FinTechRat des Bundesministerium der Finanzen,  
Mitgründer des Blockchain Bundesverband e.V.,  
Multichain Asset Managers Association