

CRYPTO ASSET RESEARCH

# Ondo Finance

Token: ONDO

By

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(As part of their internship project under the guidance of Pawan Mishra, CIO)

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*The market is pricing ONDO as a token. We think it's pricing the wrong thing.*

An independent assessment of the leading RWA tokenization protocol: its fundamentals, structural risks, and whether the post-unlock disconnect is a buying opportunity or a trap.

**\$0.259**

Price

**\$1.26B**

Market Cap

**\$2.59B**

FDV

**>\$2.5B**

TVL

**4.87B**

Circ. Supply

**\$15.2M**

Revenue (2m)

**\$37.4M**

24h Volume

**184,200+**

Holders

**SPECULATIVE BUY · 24–48 Month Horizon · Suggested Allocation: 3–5%**

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# 1. Executive Summary

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## THE CORE INSIGHT

*The market is pricing ONDO as a token. The protocol's \$2.5B+ in managed assets, its record revenue run-rate, and its SEC regulatory clearance suggest the market is pricing the wrong thing entirely.*

## The Contrarian Angle

Post the January 2026 supply shock — when 1.94 billion tokens flooded the market — ONDO's price collapsed 68% from its prior high. This is mechanical, not fundamental. TVL hit an all-time high in the same week the price bottomed. Revenue is at record levels. The business grew while the token fell. We believe the disconnect is temporary, but it carries a critical caveat: it only matters if the ONDO token ever captures that value.

## Why Now

Three catalysts converge in 2026 that did not exist 12 months ago: (1) the SEC investigation is formally closed — removing the largest single overhang on institutional adoption; (2) a spot ONDO ETF application is live with the SEC — the first regulated institutional on-ramp for ONDO exposure; (3) Ondo Chain launched, positioning the protocol as infrastructure, not just a product. If even one of these catalysts converts, we believe current prices represent a significant discount to fair value.

## SUMMARY VERDICT

- **Rating:** Speculative Buy — material upside conditional on value-capture reform and continued institutional adoption
- **Horizon:** 24–48 months — allows absorption of 2026–2027 unlock cycles and ETF decision
- **Suggested Allocation:** 3–5% of a growth-oriented digital asset portfolio
- **Thesis Killer:** If the token never routes revenue to holders, the investment case is governance rights only

## 2. Asset Overview

### 2.1 What Ondo Actually Does

Ondo Finance converts institutional-grade financial products, U.S. Treasuries, bank deposits, and publicly traded equities into on-chain tokens. It is not a DeFi lending protocol or a speculative yield farm. It is, by design, the most boring product in crypto: it takes safe assets and puts them on blockchains.

Ondo emerged as a cryptocurrency with a mission to democratize access to institutional-grade finance. The founders of Ondo include Nathan Allman and his team, who bring a wealth of experience from their tenure at Goldman Sachs' digital assets team. Nathan Allman, with a robust background in engineering and operations, plays a pivotal role in steering the project's vision and execution. The Ondo DAO empowers ONDO token holders with governance rights, particularly over Flux Finance, ensuring that the community actively shapes the platform's future. (Coinmarketcap.com)

The protocol's counterparties are BlackRock, BNY Mellon, and Morgan Stanley. Its custody framework is bankruptcy remote. Its co-founder came from Goldman Sachs' Digital Assets team. This institutional DNA is both its competitive moat and its clearest differentiator in a sector littered with retail-first projects.

| Feature          | Description   |
|------------------|---|
| Asset Type       | Governance & Utility Token (ERC-20)                                   |
| Core Sector      | Real-World Asset (RWA) Tokenization                                   |
| Primary Products | OUSG (Treasuries), USDY (Yield Stablecoin), Global Markets (Equities) |
| Infrastructure   | Multi-chain: Ethereum, Solana, Sui, Polygon, BNB, Mantle, Noble       |
| Governance       | Ondo DAO (Compound Governor Bravo fork)                               |
| Key Partners     | BlackRock, Morgan Stanley, BNY Mellon, Coinbase, Fidelity             |

### 2.2 The Product Stack

- **OUSG:** Tokenized exposure to BlackRock's BUIDL fund and the SHV ETF. Accredited investors only; \$100,000 minimum. The institutional flagship.
- **USDY:** Yield-bearing stablecoin alternative backed by Treasuries and bank deposits. Permissionless for non-U.S. users; live on 9 chains; >\$1B TVL.
- **Global Markets:** 24/7 tokenized U.S. equity trading backed 1:1 by real securities at Clear Street and BNY Mellon. Over \$500M TVL; >50% market share.
- **Ondo Chain (Live Feb 6, 2026):** Permissioned institutional Layer-1 with institutional validators. The long-term infrastructure play.
- **Flux Finance:** Compound v2 fork enabling borrowing against OUSG. Creates a TradFi-to-DeFi collateral bridge.

### 3. Fundamental Analysis

#### 3.1 TVL — The Business is Growing

As of early March 2026, Ondo Finance holds approximately \$2.5 billion in total value, an all-time high reached in the same month the token price bottomed. This divergence between business metrics and token price is the central tension of the ONDO investment thesis. Source: Ondo Finance documentation; verify via DeFiLlama.

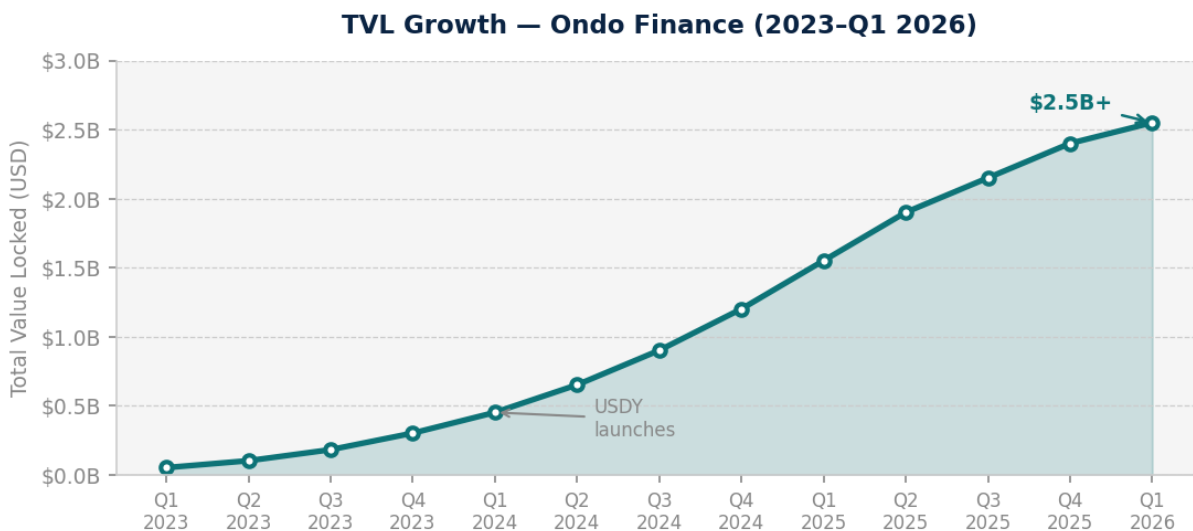


Chart: Ondo Finance TVL Growth — Q1 2023 to Q1 2026 — Figures are estimates based on publicly reported data and may differ from live figures on Token Terminal / DeFiLlama.

| Product                            | TVL (Est. March 2026) | Market Position      |
|------------------------------------|-----------------------|----------------------|
| Tokenized Treasuries (OUSG & USDY) | ~\$2.0 billion        | #1 Provider Globally |
| Tokenized Stocks (Global Markets)  | >\$500 million        | >50% Market Share    |
| Cumulative Volume (Global Markets) | >\$7.0 billion        | Highest in Category  |

Sources: Ondo Finance documentation; DeFiLlama (defillama.com) for real-time TVL. Figures as of March 8, 2026.

#### 3.2 Revenue — Product-Market Fit in Numbers

During January and February 2026 alone, Ondo generated approximately \$15.2 million in on-chain protocol revenue which is found from the spread between underlying Treasury yields and distributed yields to holders, plus Global Markets transaction fees. At a \$91M annualized run-rate, Ondo is running at roughly the revenue level of a Series C fintech. Source: Ondo Finance; cross-check via Token Terminal.

| Protocol     | Jan–Feb 2026 Revenue | Category                   |
|--------------|----------------------|----------------------------|
| Ondo Finance | \$15.2M              | RWA / Tokenized Treasuries |
| Chainlink    | \$12.8M              | Oracle Infrastructure      |

|               |         |                       |
|---------------|---------|-----------------------|
| Centrifuge    | ~\$9.5M | Private Credit RWA    |
| Maple Finance | ~\$7.3M | Institutional Lending |

Revenue figures: Ondo Finance (primary source); competitors estimated via Token Terminal. Independent verification recommended.

**ANALYST PERSPECTIVE**

**Revenue leadership means nothing if none of it flows to token holders. The \$15.2M went to the protocol treasury. Until a governance vote changes this, buying ONDO is buying governance rights and speculation on future reform not a yield instrument.**

### 3.3 User Growth

The holder base reached approximately 184,200 unique token holders by early 2026, with a reported 2% increase in the 30 days before our data cutoff, notable given the declining price. Rising holder count during price weakness typically signals institutional accumulation rather than retail rotation. Source: Token Terminal; on-chain explorer data.

Developer activity in public repositories appears limited (near-zero core commits on Token Terminal). Ondo attributes this to private engineering. While plausible for a regulated protocol, it limits independent external verification of development velocity worth monitoring.

## 4. Tokenomics & Supply Dynamics

### 4.1 The Unlock Problem

The single most important driver of ONDO's near-term price action is not revenue, not TVL, and not the ETF application. It is a token supply. The January 2026 unlocks released 1.94 billion tokens increasing circulating supply by 61% in a single event. The price responded mechanically.

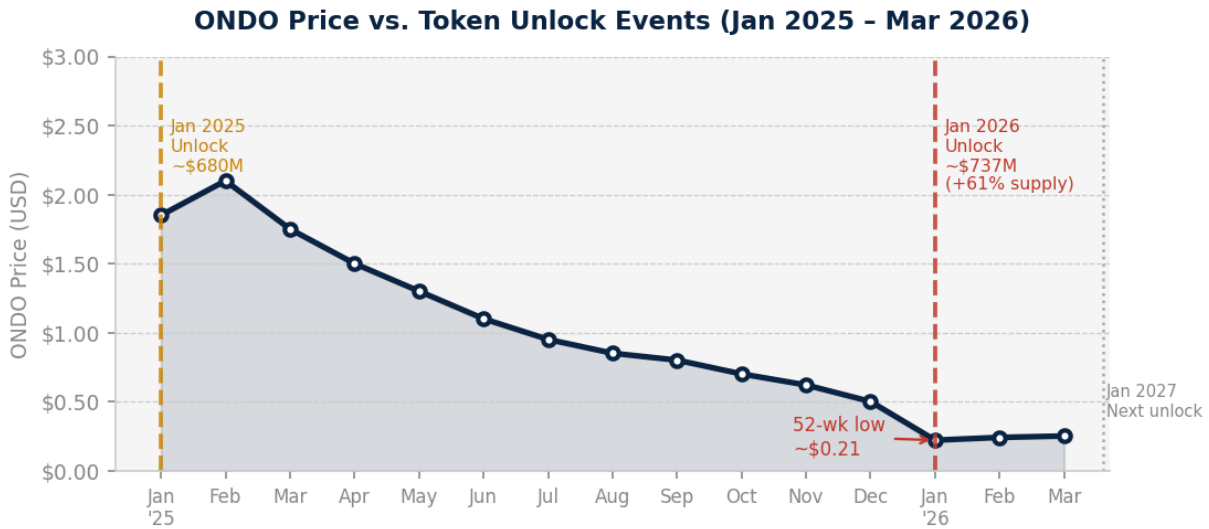


Chart: ONDO Price vs. Major Unlock Events Jan 2025 to Mar 2026. Figures are estimates based on publicly reported data and may differ from live figures on Token Terminal / DeFiLlama.

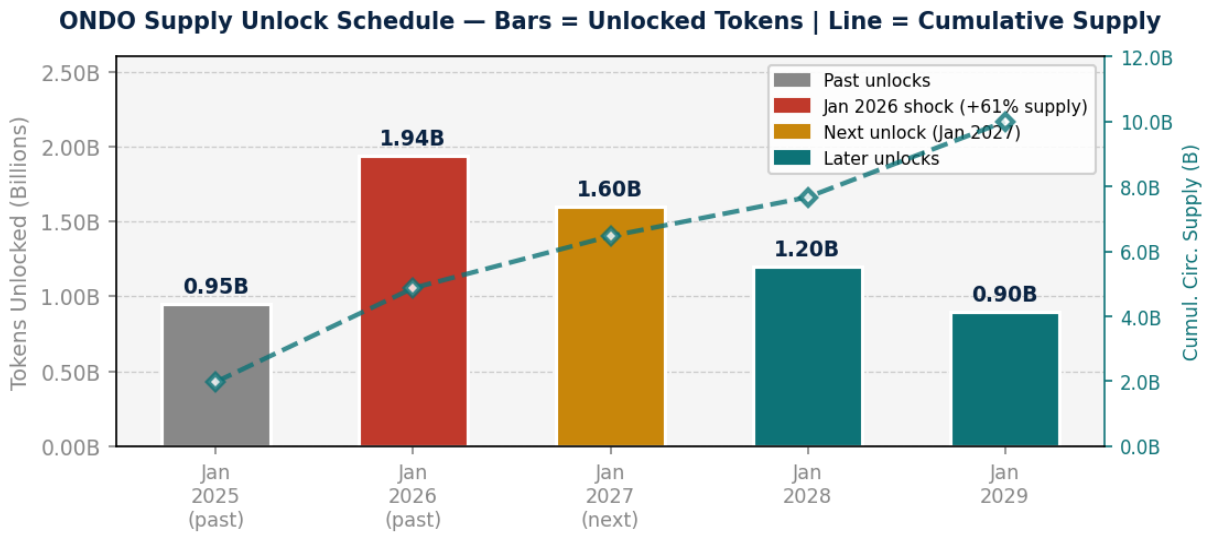


Chart: ONDO Supply Unlock Schedule 2025 to 2029. Figures are estimates based on publicly reported data and may differ from live figures on Token Terminal / DeFiLlama.

Note: Unlock figures are estimates based on published vesting schedules. Actual release timing may vary. Source: Ondo Finance documentation.

| Allocation Bucket     | % of Supply | Token Count   |
|-----------------------|-------------|---------------|
| Ecosystem Growth      | 52.11%      | 5,211,000,000 |
| Protocol Development  | 33.00%      | 3,300,000,000 |
| Private Sales         | 12.90%      | 1,290,000,000 |
| Community Access Sale | 1.99%       | 199,000,000   |

**VALUE CAPTURE — THE CRITICAL OPEN QUESTION**

The ONDO token does not automatically receive protocol revenue. The \$15.2M generated in Q1 2026 went to the protocol treasury. Routing fees to stakers requires: (1) a governance vote, (2) navigation of U.S. securities law on token classification, and (3) core team support. None of these are guaranteed. This is the most underappreciated structural risk in the ONDO bull case.

## 5. Team & Governance

### 5.1 Leadership

- **Nathan Allman (CEO):** Founder; former Goldman Sachs Digital Assets, ChainStreet Capital hedge fund, Prospect Capital private credit.
- **Justin Schmidt (President):** Former Head of Digital Assets at Goldman Sachs.
- **Ian De Bode (CSO):** Former McKinsey & Company.
- **Patrick McHenry (Vice Chairman, Advisory Board):** Former Chairman, U.S. House Financial Services Committee. Focused on regulatory strategy and Congressional education on RWA tokenization.

### 5.2 Governance — Centralized by Design

Ondo DAO uses a Compound Governor Bravo fork. On paper this is decentralized. In practice, it is tightly controlled — which cuts both ways.

| Parameter                  | Value                            |
|----------------------------|----------------------------------|
| Multisig Control of Supply | 88.69% (3-of-6 threshold)        |
| Voting Power Concentration | ~70% held by 2 delegate accounts |
| Proposal Threshold         | 100,000,000 ONDO                 |
| Quorum Required            | 1,000,000 ONDO                   |
| Voting Period              | 3 days + 1 day time lock         |

Source: Tally governance platform; Ondo Finance documentation.

The contract-level non-enforcement of the 'non-voting' designation on the two major delegate accounts means the core team can re-include them at any time. For retail holders, this is a meaningful governance risk. For institutional participants seeking a compliant, team-controlled protocol, it may be a feature, not a bug.

## 6. Competitive Landscape

| Metric                 | Ondo Finance        | Centrifuge (CFG) | Sky (MKR)         |
|------------------------|---------------------|------------------|-------------------|
| Market Cap             | \$1.18B             | \$83M            | \$1.77B           |
| TVL                    | >\$2.5B             | \$1.37B          | \$6.6B            |
| Revenue (Jan–Feb 2026) | \$15.2M             | ~\$9.5M          | ~\$108M (Q4 2025) |
| Core Focus             | Stocks & Treasuries | Private Credit   | Stablecoin Yield  |
| Multi-Chain            | Yes (8+ chains)     | Multi-chain EVM  | Ethereum/L2       |

Sources: CoinGecko (market cap), Token Terminal (revenue), DeFiLlama (TVL). Data as of March 8, 2026.

Ondo's moat in tokenized Treasuries and equities is currently significant; it holds more market share than all other platforms combined in those segments. Sky/MakerDAO's higher TVL is stablecoin-driven, a different product category. Centrifuge focuses on private credit, which is illiquid and structurally different from Ondo's liquid, exchange-listed instruments.

### 6.1 Regulatory Environment

- **GENIUS Act (July 2025):** Federal framework for payment stablecoins provides a regulatory pathway for USDY.
- **SEC Investigation Closure (Late 2025):** Formal clearance enabled integration of Oasis Pro Markets, an SEC-registered broker-dealer, giving Ondo a unique legal basis for offering regulated securities on public blockchains. Source: SEC EDGAR.
- **Digital Asset Market Clarity Act:** Continues to progress through the U.S. Senate. Passage would meaningfully clarify token classification rules that currently constrain value-capture reform.

## 7. Valuation

Valuing ONDO with precision is very difficult. The fundamental uncertainty is not revenue or TVL it is whether the token ever captures those metrics. We present assumption-driven scenarios rather than a single price target.

### 7.1 Current Multiples

- **FDV / Revenue:** ~26.8× (\$2.44B FDV / ~\$91M annualized). Coinbase traded 20–35× revenue in high-growth phases. Robinhood 15–25×. At 26.8×, ONDO is in the range but only if value accrual to the token materializes.
- **Market Cap / TVL:** ~0.47×. Most DeFi protocols trade above 1.0×. Ondo's protocol manages more than twice its own market cap in real assets, an unusual and potentially mispriced dynamic.

### 7.2 Sensitivity Analysis

| Assumption / Driver     | Bear             | Base                 | Bull                      |
|-------------------------|------------------|----------------------|---------------------------|
| Revenue Run Rate        | \$55M (stalls)   | \$91M (current pace) | \$180M (2× accel.)        |
| Comparable P/R Multiple | 10× (distressed) | 22× (peer median)    | 40× (high-growth fintech) |
| Implied FDV             | \$550M           | \$2.0B               | \$7.2B                    |
| Implied Price (Circ.)   | ~\$0.11          | ~\$0.41              | ~\$1.47                   |
| TVL / Market Cap        | 0.20×            | 0.47× (current)      | 0.70×                     |
| ETF Premium             | None             | Partial pricing      | Full re-rating            |

Note: Implied prices based on circulating supply of 4.87B ONDO. Multiples reference Coinbase, Robinhood, and Nasdaq-listed fintech peers. These are illustrative scenarios, not forecasts.

### 7.3 Scenario Targets

| Scenario         | 2026 Target     | 2030 Target       | Probability | Key Assumption                                      |
|------------------|-----------------|-------------------|-------------|---|
| <b>Bull Case</b> | \$5.00 – \$7.00 | \$12.00 – \$15.00 | 30%         | ETF approval + value-capture reform in 2026         |
| <b>Base Case</b> | \$2.50 – \$3.50 | \$8.00 – \$11.00  | 45%         | Steady TVL growth, no ETF in 2026, no value capture |
| <b>Bear Case</b> | \$0.10 – \$0.20 | \$1.00 – \$2.00   | 25%         | Institutional in-house build, no value accrual,     |

|  |  |  |  |                     |
|--|--|--|--|---------------------|
|  |  |  |  | regulatory reversal |
|--|--|--|--|---------------------|

*Probability estimates are subjective qualitative assessments. Bear case probability is set at 25% higher than a naive reading of the bull thesis would suggest accounting for structural value-capture uncertainty.*

## 8. Risk Assessment

### STRESS-TESTING THE THESIS — WHAT BREAKS THE BULL CASE?

The following risks are presented not to dismiss the thesis, but to sharpen it. A serious analysis must engage with the scenarios most likely to cause loss.

### 8.1 What if the ONDO Token Captures No Value?

This is the central risk. The protocol generates revenue. The token does not automatically receive it. A governance vote could change this but that vote requires core team support, regulatory clarity on token classification, and community coordination. None are guaranteed on any timeline. In this scenario, ONDO is a governance token in a protocol controlled by an 88.69% multisig. Value approaches zero absent speculation.

### 8.2 What if Institutions Build In-House?

BlackRock has BUIDL. JPMorgan has Kinexys. State Street has its own tokenization infrastructure. The scenario where major TradFi institutions use Ondo as a distribution partner today but internalize the capability over 3–5 years is plausible. Ondo would retain existing AUM but face revenue compression and reduced partnership dependency. This is underpriced in most bullish analyses.

### 8.3 What if the RWA Narrative Stalls?

The entire RWA tokenization thesis assumes institutions migrate to public blockchains. Private and permissioned alternatives Canton Network, SWIFT CBDC integrations, R3 Corda continue to develop. If regulated entities converge on permissioned infrastructure, Ondo's public-chain strategy may be caught on the wrong side of institutional preference.

### 8.4 Tokenomic and Protocol Risks

- **Unlock Overhang:** ~51% of total supply releases through 2029. January 2027 is the next major event. Demand must structurally outpace supply additions or price stagnates.
- **Oracle Centralization:** Daily NAV attestations via NAV Consulting, updated on chain by the team. A feed failure or compromise could impact OUSG pricing integrity.
- **Rate Cycle Dependency:** OUSG and USDY yields are tied to U.S. Treasury rates. A significant Fed easing cycle would compress the protocol's take rate and reduce USDY's competitive yield advantage.
- **Compound v2 Inheritance Risk:** Flux Finance inherits known Compound v2 vulnerabilities (e.g., the First Deposit Bug) requiring ongoing mitigation.

## 9. Catalysts & Timeline

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### Near-Term (2026)

- **Spot ONDO ETF Decision:** The SEC's response to 21Shares' February 6, 2026, filing is the highest-impact binary event. Approval creates a regulated institutional on ramp that could drive significant re-rating. Denial without a clear re-filing path is a meaningful negative. Source: SEC EDGAR S-1 filings.
- **Global Markets: Solana Expansion:** Tokenized equity trading on Solana expands addressable users to a consumer-oriented, high-throughput ecosystem.
- **EU Market Entry:** Regulatory approval to offer tokenized equities across 30 EU/EEA countries expected H1 2026. Diversifies revenue beyond USD-denominated instruments.
- **IPO Day On-Chain Listings:** Real-time tokenization of new stock IPOs (e.g., BitGo) expands utility and differentiation.

### Long-Term (2027–2030)

- **Value-Capture Reform:** A governance vote routing protocol fees to ONDO stakers is the single largest potential re-rating event for the token and the most uncertain.
- **Mass Institutional Adoption:** As bank tokenization pilots mature, Ondo may be positioned as default settlement infrastructure or disintermediated (see Risk 8.2).
- **Digital Asset Market Clarity Act:** Passage normalizes USDY as a recognized exchange medium and collateral instrument.

## 10. Conclusion

### THE BOTTOM LINE

***Ondo Finance has built real infrastructure for real assets. The protocol is growing, regulated, and institutionally backed. But the token is not the protocol yet. The investment thesis lives or dies on whether that gap closes.***

Post the January 2026 supply shock, a verifiable disconnect exists between Ondo's business fundamentals — \$2.5B+ TVL, \$91M annualized revenue, institutional-grade regulatory positioning — and its token price. The mechanical selloff created by scheduled vesting does not reflect deteriorating business quality.

The bull case requires three things to go right: (1) the token eventually routes protocol revenue to holders, (2) institutional demand for RWA tokenization grows faster than token unlock schedules, and (3) no major regulatory reversal. None of these are certain. All are plausible.

### INVESTMENT ASSESSMENT

- **Rating:** Speculative Buy at \$0.24–\$0.26
- **Investment Horizon:** 24–48 months
- **Suggested Allocation:** 3–5% of a growth-oriented digital asset portfolio
- **Monitor:** Token Terminal (monthly revenue), SEC EDGAR (ETF S-1 amendments), Tally (value-capture governance proposals), DeFiLlama (TVL trajectory)

#### Thesis Invalidation Triggers:

- ETF application denied without clear re-filing path
- Two consecutive quarters of revenue decline
- Governance votes explicitly blocking value-capture reform
- Major institutional partner (BlackRock, BNY Mellon) publicly building proprietary alternatives

*Sources: Ondo Finance official documentation (Ondo. Finance); SEC EDGAR filing database; Token Terminal (tokenterminal.com); DeFiLlama (defillama.com); Dune Analytics (dune.com); Immunefi (immunefi.com); Tally governance platform (tally.xyz); CoinGecko (coingecko.com); Code4rena, Cyfrin, Spearbit, Cantina audit disclosures; NAV Consulting attestation methodology; 1inch Protocol. All figures as of March 8, 2026, unless otherwise noted. Independent verification of all data points strongly recommended prior to any investment decision.*

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