# **Investor Presentation**

BTCS Inc. (Nasdaq: BTCS)

September 2023





www.btcs.com www.stakeseeker.com

## Safe Harbor

The following presentation contains statements, estimates, forecasts, and projections regarding future performance and events, which constitute forward-looking statements. Those statements include statements regarding the intent and belief or current expectations of BTCS and its management team regarding our blockchain infrastructure operations business, planned continued expansions, market opportunity for StakeSeeker our staking-as-a-service platform ("SaaS"), the risk profile of our crypto asset holdings, plans regarding securing other proof of stake blockchains, expected gross margins, our balance sheet growth, accelerating the development of our platforms and expectations on commercializing SaaS, and potential opportunity of scalable revenue and business growth with limited additional costs. These statements may be identified by the use of words like "anticipate," "believe," "estimate," "expect," "intend," "may," "plan," "will," "should," and "seek," and similar expressions and include any financial projections or estimates or pro forma financial information set forth herein. Prospective investors are cautioned that any such forward-looking statements are not guarantees of future performance and involve risks and uncertainties and that actual results may differ materially from those projected in the forward-looking statements. Important factors that could cause actual results to differ materially from our expectations include, without limitation, regulatory issues, the rewards and costs associated with validating transactions on proof-of-stake blockchains, a significant decrease in the value of our crypto asset holdings, and our rewards while locked up, loss or theft of the private withdrawal keys resulting in the complete loss of our crypto assets and reward, as well as those risks detailed in our filings with the SEC, including our Form 10-K filed with the SEC on March 31, 2023. The increasing risk of legislation or regulation arising from custodial platforms that may help protect investors presents many

Summaries of documents contained herein and in our filings with the SEC may not be complete and are qualified in their entirety by reference to the complete text of such documents. In making an investment decision, you must rely on your own examination of these documents and such additional due diligence as you deem appropriate. We have not authorized any other person to provide you with information that is different from the information contained in our filings with the SEC. If anyone provides you with different or inconsistent information, you should not rely on it.

Our filings with the SEC are available to the public on, and may be reviewed at, the SEC's website (<u>www.sec.gov</u>) and on BTCS's website (<u>www.btcs.com</u>). The content on our website is not incorporated into this presentation.



## **BTCS Business Model**

BTCS generates revenue through its **blockchain infrastructure** operations by securing **next-generation blockchain** networks that power Web 3.

Our strategy focuses on driving **scalable growth** of our **StakeSeeker** platform, designed to attract users by offering consolidated crypto analytic tools and enabling them to participate in blockchain networks through staking to our validator nodes.



- Secure disruptive PoS blockchain tokens
- Operate validator nodes on variety of networks
- Stake our crypto holdings to earn rewards



### Staking-asa-Service

- Non-custodial model
- Others delegate (stake) their tokens to BTCS nodes
- We can earn a percentage of rewards on delegated assets

# 16 S

### StakeSeeker Platform

- Robust API driven analytics platform
- Users monitor and track consolidated crypto portfolio in single dashboard
- Stake Hub enables users to stake to our nodes



# Value Proposition

- Only pure-play Nasdaq listed staking company
- Unique and scalable business model
- Executive leadership team with extensive industry and capital markets experience
- 9+ years blockchain focus

Financial Highlights

#### **BALANCE SHEET**

- Debt Free
- 34% Insider Ownership\*
- 16 blockchains held (80% ETH)

#### **OPERATIONS**

- Revenue (FY 2022) \$1.7m
- Gross Margins (FY 2022) 75%
- Revenue (First Half 2023) \$0.7m

#### **CORPATE ACTIONS**

- "Bividend" (2022)
- Series V Pref. Stock (2023)

\* Insider ownership as of August 31, 2023





StakeSeeker is BTCS's proprietary **Cryptocurrency Dashboard and Staking-as-a-Service platform**, developed to empower users to better understand and grow their crypto holdings with innovative portfolio analytics and a non-custodial process to earn staking rewards on crypto asset holdings.





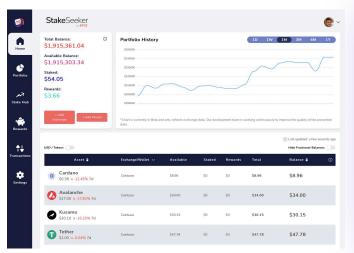




StakeSeeker is a **comprehensive crypto dashboard** and education center for users to link and monitor their consolidated crypto portfolio data across multiple exchanges and wallets and have access to a **suite of data analytic tools**, including performance and reward tracking.

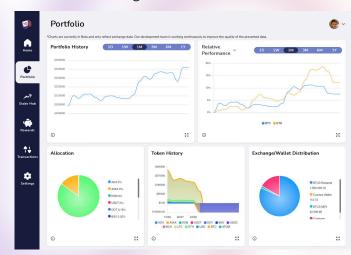


Link exchanges and wallets where your crypto is held to evaluate and monitor your consolidated crypto portfolio in a central dashboard.





Analyze your crypto performance with a suite of data analytic and reporting tools, including trading history and rewards tracking.



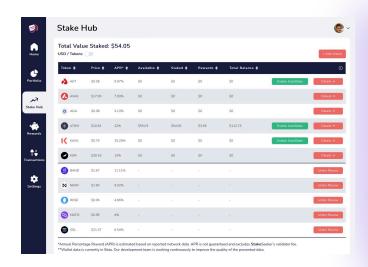


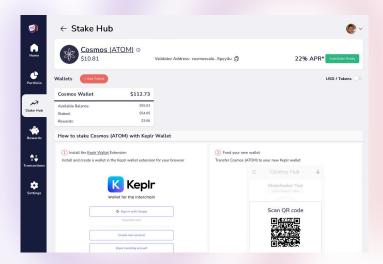


StakeSeeker's **Stake Hub** enables users to earn rewards by securely staking with StakeSeeker validators on a growing number of supported blockchains. As a **non-custodial validator operator**, BTCS receives a percentage of delegated token staking rewards, known as **validator node fees**, creating the potential opportunity for scalable revenue and business growth with limited additional costs.



Delegate your crypto to StakeSeeker validators to participate in networks and earn rewards.









StakeSeeker's new **AutoStake** feature enables delegators for certain networks to grant permission to a validator the responsibility to re-stake rewards on their behalf through security permissions of digital wallet.

By enabling AutoStake, rewards are compounded by being **automatically re-staked** up to twice a day back into the network at no cost to delegator.

AutoStake can be enabled for select networks supported by StakeSeeker with a few simple steps:

- 1. Connect to Keplr Wallet browser extension
- 2. Delegate to StakeSeeker node
- 3. Enable AutoStake through wallet permissions

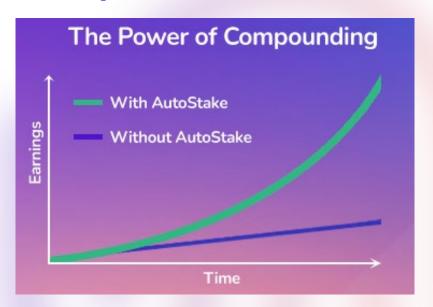
#### **Current AutoStake Enabled Networks**













# **Blockchain Networks Secured by BTCS**

BTCS's current **blockchain infrastructure** operations are comprised of the blockchain networks described below. Our expansion strategy involves the evaluation of **high utility** and **promising blockchains** that can be supported on the **StakeSeeker** platform.

### **StakeSeeker Supported Blockchains**



COSMOS
"The internet of blockchains" ecosystem for interoperability.



KAVA Lightning-fast network connecting Cosmos and Ethereum.



**NEAR**Developer and user-friendly dApp platform.



AKASH
Decentralized
cloud computing
marketplace.



EVMOS
Interoperable blockchain
for cross-chain dApp
development.



OASIS
Privacy-enabled
scalable blockchain
network for DeFi.



**KUSAMA**Scalable network for early stage Polkadot deployments.



Other Blockchains Secured by BTCS

AVALANCHE
Fast, low cost
open-source
platform for dApps.

#### **Blockchains Under Research**



#### POLYGON

Building and connecting Ethereum - compatible blockchain networks.



#### MINA

Extremely lightweight blockchain.



#### **ETHEREUM**

Leading smart contract layer-one decentralized platform.



#### TEZOS

Self-upgradable, security-focused, and energy-efficient.



#### **SOLANA**

High speed network for dApp development and scalability.



BAND PROTOCOL

High-performance, cross-chain data oracle platform.



#### **POLKADOT**

Enables multiple networks to operate together seamlessly.



#### **AXIE INFINITY**

NFT based online gaming.



# **BTCS Scalable Business Model**

### **Blockchain Infrastructure**

- BTCS secures disruptive next-generation Proof-of-Stake blockchains that can power DeFi, NFT, and Metaverse ecosystems.
- We earn revenue by staking our crypto assets and running validator nodes 24/7, securing blockchain networks, and participating in network consensus by validating transactions on PoS blockchains.

#### StakeSeeker Platform

- StakeSeeker by BTCS enables users to earn crypto rewards by staking through our non-custodial Stake Hub and evaluate their crypto portfolios across exchanges and wallets in a single analytics platform.
- The Platform aims to attract users and provide a simple means to delegate/stake user tokens to BTCS run validator nodes, boosting revenue growth through scale.
- BTCS will receive a percentage of token holders staking rewards as a validator node fee.



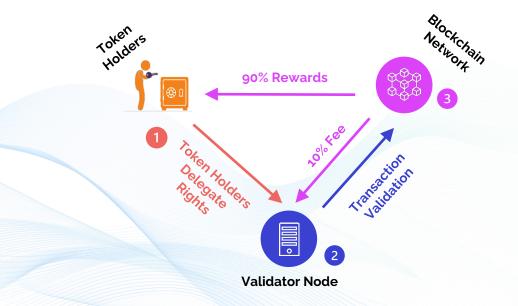




# Delegated Proof-of-Stake Blockchain Mechanics\*

### What is Staking?

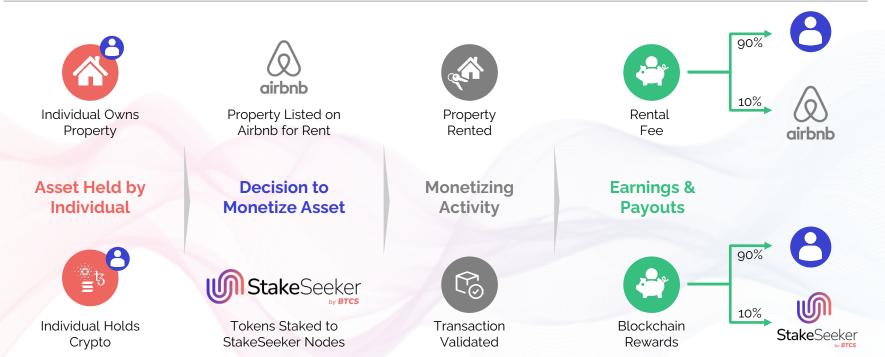
- Staking cryptocurrencies involves supporting the consensus mechanism of a Proof-of-Stake blockchain. The process involves committing crypto assets to support and validate transactions on a blockchain network, earning rewards for successful verification of transactions.
- Delegator's tokens are locked in network-based smart contracts ("Staked") with validator nodes as an incentive to ensure transaction validation adheres to the rules of the blockchain network.
- Rewards are typically earned based on the number of tokens staked to a node selected to validate transactions on a blockchain.



- Token Holders
  ("Delegators") delegate
  their tokens to a Validator
  Node, but maintain their
  private keys (i.e. money),
  hence non-custodial.
- 2 Validator Node actively participates in the consensus mechanism and validates transactions.
- Blockchain Network
  Rewards are distributed by
  the network to Token
  Holders and Fees for
  providing technical
  infrastructure are sent to
  Validator Node operators.



# Comparison to a More Widely Known Business Model



Individual chooses to monetize their assets. Renting physical assets to earn rental income on Airbnb's platform is a similar concept to staking tokens to earn rewards using BTCS's StakeSeeker nodes.

Staked tokens are **delegated** to nodes to validate blockchain transactions and earn rewards.

Validator nodes operators earn a **fee** on rewards earned, similar to the **service fee** Airbnb charges for listing properties on its platform.



# Importance of Custody in Today's Environment

It is more crucial than ever to **educate** the public on the importance of taking control of their crypto assets through self-custody. Non-custodial staking offers a **secure and rewarding** solution for managing and growing your crypto assets with full control of your private keys.



### Safeguarding

The safeguarding of customer funds continues to be a hot topic in the news. In light of the recent collapses of crypto lending platforms and exchanges, including FTX, the phrase "Not your keys, not your crypto", has been more widely circulated. This phrase refers to the inherent risk of keeping crypto on exchanges that hold the private keys to your crypto assets.



### **Self-Custody**

Non-custodial staking encourages holders of crypto to maintain control of their assets by moving them offexchange and into more secure digital wallets, where crypto holders can control the security of their private keys instead of trusting unregulated third-parties.



### Non-Custodial Staking

considered **non-custodial staking**, as you retain control of your private keys



# Differentiating Non-Custodial Staking Model

Staking through BTCS's **StakeSeeker** platform is **non-custodial**, which differs from staking and earn programs offered by centralized crypto exchanges that have faced recent regulatory scrutiny.



### **Custodial Staking**

- Crypto exchanges create wallets for accounts set up on exchange
- Custodian has control over crypto assets (i.e. private keys) held in customer exchange accounts
- Users do not maintain (or control) private keys
- "Staked" assets are pooled with others by custodian (common enterprise)
- Actions of exchanges as controller of customer assets and pool operator result in expectation of profits from their efforts
- Exchanges determine the annual percentage return ("APR"), frequency they distribute rewards and have right to change at their discretion
- Typically, higher transaction fees

VS.

### **Non-Custodial Staking**

- Crypto holders purchase tokens on exchanges and transfer off-exchange to digital wallets
- Users maintain control of private keys and direct staking activities from their wallets
- Users control safeguarding of their assets
- Validators do not take control of assets, so cannot pull them
- Operation of validator nodes is ministerial in nature and does not result in expectation of profits from efforts of others
- Each blockchain determines the reward frequency, unbonding periods, as well as APR and distributes rewards directly to the delegator
- Lower transaction fees









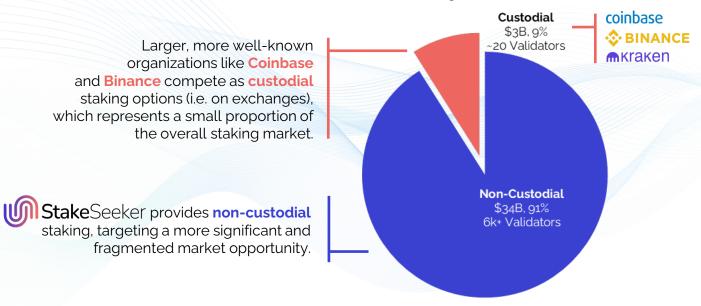


# SaaS Market Opportunity - Fragmented Competition

BTCS expects the Staking-as-a-Service market opportunity to **grow with blockchain network adoption**. We anticipate the market participant structure for the subset of blockchains depicted below to be representative of the much larger PoS market.

### Total Staked Value

10 BTCS Secured Blockchains (excluding ETH\*)





# Blockchain - Crypto Exposure Options

BTCS offers investors the opportunity to gain exposure to crypto markets with a focus on nextgeneration blockchains powering Web 3 and the growth of NFTs, DeFi, and the Metaverse.



### 1. Direct Crypto Ownership



### 2. VC & Private Investments





1st Generation **Blockchains** 

- Digital Currency (e.g. Bitcoin) serves as digital store of value
- Proof-of-Work ("PoW") Mining

- Capital Intensive Hardware with no Residual Value
- High Energy Consumption
- Increasingly Centralized



MARATHON

25+





**Options** 

28+

**Options** 

(Bitcoin Miners

& Exchanges)

**Focus** 

Overview

#### **Business Model**

### **Investment Options**



**Next-Generation Blockchains** 

- Infrastructure powering
- Web 3. NFTs. DeFi. and the Metaverse
- Proof-of-Stake Staking

- Highly Scalable, Hardware-Lite
- Higher Transaction Throughput
- Environmentally Friendly (ESG)
- More Decentralized



Nasdaq

















# **Key Takeaways**



Disruptive and growth industry



Dedicated management team with deep industry and capital markets experience



High growth and scalable business model



75% gross margins, debt free\*



34% Insider ownership\*\*



Robust integrated Staking-as-a-Service and data analytics platform



# **Key Service Providers**



Transfer Agent



Legal Counsel



Auditor

# **Contact Us**

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- Telegram: @StakeSeeker\_bot



# **Appendix**



# Management & Board

### **Management**



Charles Allen
Chief Executive
Officer &
Chairman of the
Board



Michal Handerhan Chief Operating Officer & Director



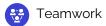
Michael Prevoznik Chief Financial Officer



Manish
Paranjape
Chief Technology
Officer

### **Core Values**











Diversity and Inclusion

### **Independent Directors**



Carol Van Cleef
Director



Charlie Lee
Director



Melanie Pump Director



# **Blockchains Explained**

A blockchain ledger is a **distributed ledger** maintained by a network of computer nodes that verify and validate transactions.

### Traditional vs. Blockchain Systems

Distributed ledgers allow for ownership of assets to be recorded through a **publicly shared registry**, eliminating the need for **central authorities** to certify ownership and clear transactions.



Trust/consensus entrusted to **third- party intermediaries** (such as banks).



Trust / consensus is built into the Blockchain network and secured by cryptography.

#### **How Blockchains Work**



Transaction (payment, contract, record etc.) is broadcasted to peer-to-peer network of computers, also referred to as nodes or validators.



The network of validators uses a consensus algorithm to validate the transaction.



Once validated, the transaction is combined with other transactions to **create a new block** of data to be added to the ledger.

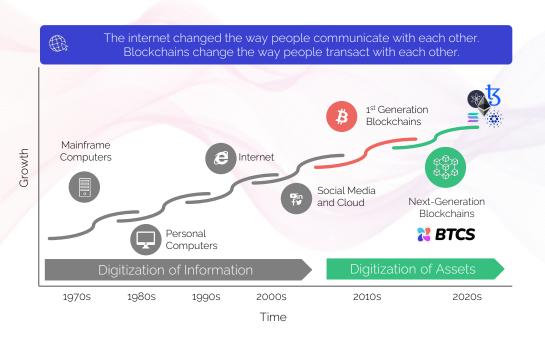


The new block is permanently added to the existing and unalterable blockchain ledger.



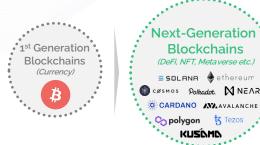
# Blockchains Ushering in a New Era of Technology

The computer and internet age ushered in the **digitization** and **proliferation of information** on a global scale. Blockchains are ushering in an age of **asset digitization** and **transfer** without the need for trusted intermediaries (banks, exchanges, etc.)



#### **Next-Generation Blockchains**

- Proof-of-Stake ("PoS") consensus
- ESG friendly
- Infrastructure powering:
  - Web 3 Next evolution of internet
  - DeFi Decentralized finance
  - NFTs Smart contracts/non fungible/ unique tokens
  - Metaverse Virtual extension of world





# Next-Generation PoS Opportunity & Relative Comparison

Blockchains (3) \$167B(1)

Web 3 and transaction-based industries built on next-generation blockchain technologies represent a multi-trillion market opportunity.

#### 1<sup>st</sup> Generation Blockchains

Bitcoin and gold are storers of value.



#### **Next-Generation PoS Blockchains**

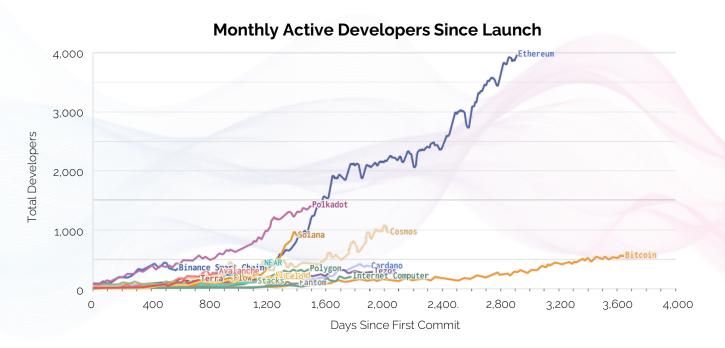
The internet's future can be transformed by nextgeneration blockchains that serve as the backbone of crypto assets and ownership in Web 3.





# Active Development Leading Indicator of Future Value\*

The **significant increase** in both total developers and code commits on the Ethereum blockchain indicates its dominance and value proposition.



A **Commit** is an update to the code of a blockchain that is pushed to GitHub a public code repository. It's an indication of the level of software development.

Days Since First Commit is representative of when a blockchain was launched.