

# **Corporate Presentation**

BTCS Inc. (OTCQB: BTCS)

September 1, 2021

### Safe Harbor

The following presentation contains statements, estimates, forecasts and projections with respect to 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, the risk profile of our digital asset holdings, plans regarding securing other proof of stake blockchains, up-listing to a senior exchange in 2021, our estimated revenues, expected gross margins, our 2021 goals, our beliefs regarding the correlation between the adoption success of the internet and the potential success and adoption of blockchain, accelerating the development of our platforms and expectations on commercializing both our digital asset data analytics platform, and our staking-as-a-service platform. These statements may be identified by the use of words like "anticipate", "believe", "estimate", "expect", "intend", "may", "plan", "will", "should", "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, unexpected accounting adjustments, failure to obtain the Nasdaq initial quantitative or qualitative initial listing requirements, the rewards and costs associated with validating transactions on proof-of-stake blockchains, significant decrease in value of our digital asset holdings, and our rewards while locked up, loss or theft of the private withdrawal keys resulting in the complete loss of our digital assets and reward, as well as those risks detailed in our filings with the SEC on January 26,

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 document. 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 (www.sec.gov) and on BTCS' web site (www.btcs.com). The content on our website is not incorporated into this presentation.

### **Table of Contents**



Section	Page
Company Highlights and 2021 Goals	4
Industry Overview	6
Corporate Overview	10
Appendix: Blockchain 101	22

# **Company Overview**

BTCS Inc. ("BTCS") is an early mover in the blockchain and digital currency ecosystems and the first "Pure Play" U.S. public company focused on blockchain infrastructure and technology.



BTCS secures disruptive proofof stake blockchains such as ethereum 2.0 and is building a non-custodial staking-as-aservice platform.\* BTCS is developing a proprietary digital asset data analytics platform.



BTCS employs a digital asset treasury strategy with a primary focus on disruptive non-security tokens.

# Investment Highlights and 2021 Goals

BTCS powers the infrastructure to secure certain blockchains and is actively developing software to capitalize on the disruptive potential of blockchain technology.\*

### **2021 Operations and Achievements:**



#### Blockchain Infrastructure Solutions:

- Q2 revenue up 425% sequentially over Q1 2021
- Grow revenue by securing a diversified array of promising blockchains
- Developing a non-custodial staking-as-a-service platform to grow revenue and expand margin by allowing users to secure disruptive blockchains



### Data Analytics Platform Development:

- Continued development of digital asset data analytics platform
- Engaged development team in 2021 Q1 to accelerate platform progress
- Completely redesigned frontend to be more modern



#### Digital Asset Treasury:

- Utilizing digital asset treasury strategy with focus on disruptive nonsecurity tokens
- 2,013% year-over-year digital asset fair market value increase in 2021 Q2
- 2021 Q2 digital asset fair market value of \$21.5 million
- \$34 million cash and digital asset fair market value as of August 28, 2021

#### **2021 Goals:**

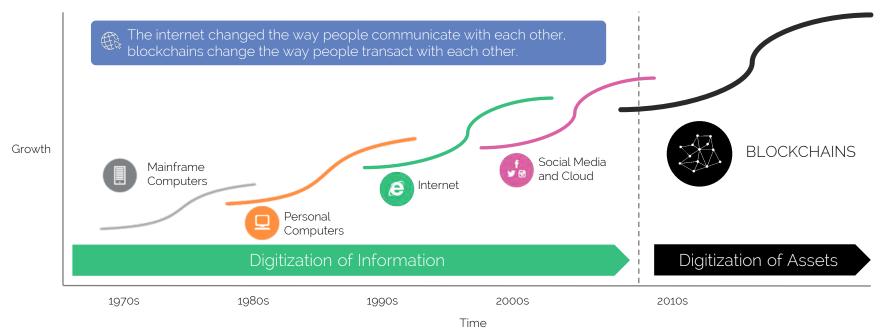
- Up-list to senior exchange in Q3 2021
- Secure other disruptive blockchains to grow revenue
- Launch staking-as-as-service platform to improve margins and grow revenue
- Open data analytics platform to public



# **Industry Overview**

# 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, governments, etc.)



<sup>\*</sup> The above data was prepared by BTCS and reflects solely the opinion of BTCS and its management.

# **Blockchain Use Cases & Disruption**

Blockchain technology is the backbone of web 3.0 and is radically changing the future of transaction-based industries. BTCS powers the infrastructure to secure proof-of-stake blockchains.\*

- Decentralized finance (DeFi) and Nonfungible tokens (NFTs) utilize smart contract based blockchains.
- Proof-of-stake (PoS) based blockchain infrastructures such as ethereum, polkadot, and cardano provide an energy efficient alternative to proof-of-work (PoW) based blockchains such as bitcoin.

**AY** AVALANCHE

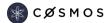


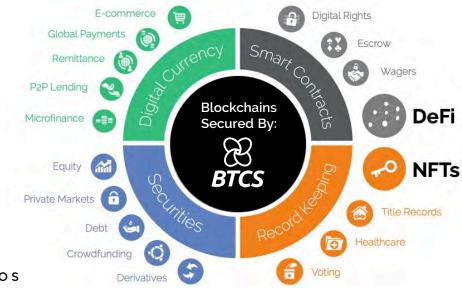
















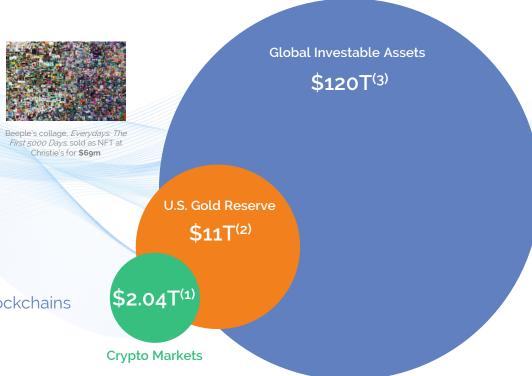
# **Enormous Market Opportunity**

Web 3.0 and transaction-based industries built on blockchain technologies represent a multi-trillion market opportunity.

### **Exploding Blockchain Use Cases**

- NFTs represent one of the first killer apps for blockchain technology where there is no incumbent player dominating the market.
- Distributed finance (DeFi) allows for complex financial services to be built and globally deployed on decentralized smart contract based blockchains.

BTCS either secures or plans to secure blockchains utilized by NFTs and DeFi.





# **Corporate Overview**

### **Blockchain Infrastructure Solutions**

BTCS secures disruptive proof-of-stake blockchains that can power DeFi and NFT ecosystems.\*

#### Phase 1: Expand Company Operations

- BTCS is currently running:
- 240 nodes on ethereum's proof-of-stake beacon chain with ~\$26.5 million ETH staked.
- A Cardano pool with 257,760 ADA staked
- 5 2 Tezos baker nodes
- BTCS plans to secure additional disruptive proof-of-stake blockchains.

### Phase 2: Staking-As-Service Platform

 BTCS is developing a proprietary noncustodial staking-as-a-service platform to enable users to secure disruptive blockchains and earn rewards.

#### Proof-of-Stake

- Environmentally Friendly
- More Decentralized
- Higher Transaction Throughput
- Highly Scalable Hardware-Lite Business Model

#### Proof-of-Work

- X High Energy Consumption
- Increasingly Centralized
- X Increasing Hash Rate
- Capital Intensive Hardware with no Residual Value



### Evaluation Criteria to Secure new Proof-of-Stake Blockchains\*

Growth planned through expanding staking operations.



### **Blockchain Quality**

- Market cap
- Liquidity
- Exchanges traded on
- Utility of the blockchain
- Underlying technology



### Revenue / Earnings **Potential**

- Revenue potential compared to crypto staked
- Revenue predictability and difficulty increases
- Operating and deployment costs
- Potential for revenue from non-custodial pool operations



### **Technical Difficulty**

- Time to commence operations
- Security risks
- Ability to offer noncustodial staking service

Pending Launch:











# **Data Analytics Platform**

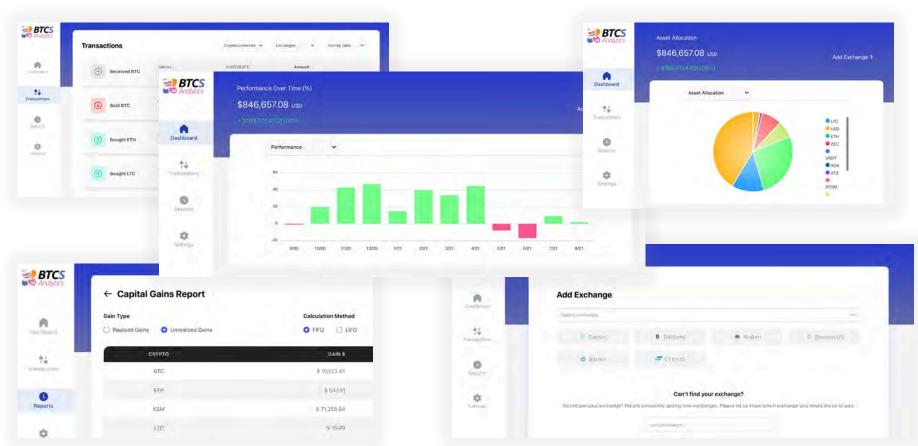
Consolidate and analyze crypto position data across multiple exchanges in one place.



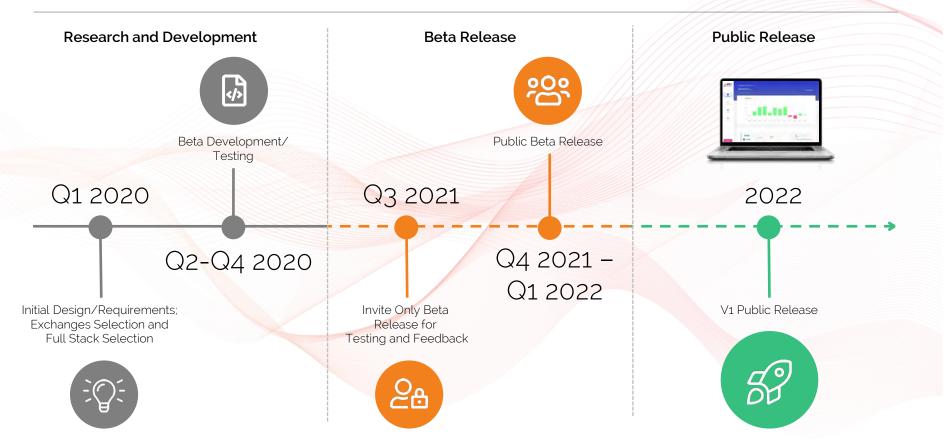
**KUCOIN** 

**BITFINEX** 

# Preview with Modernized Layout



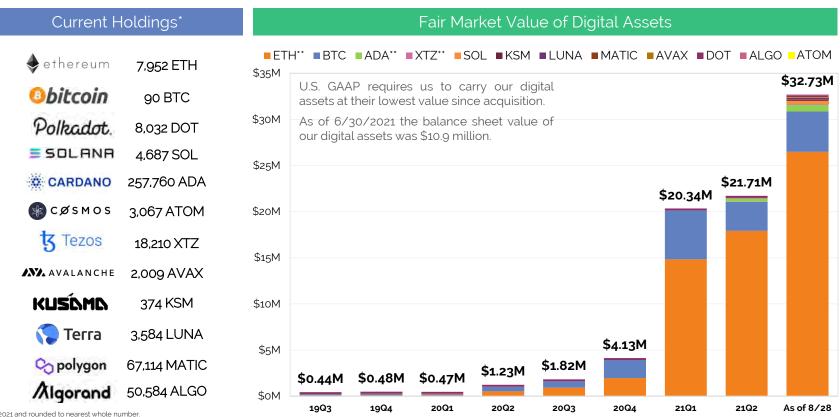
# Roadmap



<sup>\*</sup>The roadmap and features described herein are forward looking in nature and based on managements development assumptions. The Company can provide no assurance that the timeline will be met or that the commercialization of the platform will generate revenue or profit in excess of the development costs.

# Digital Asset Holdings

+2,013% increase in fair market value of digital holdings year-over-year as of June 30, 2021



<sup>\*</sup> As of 8/28/2021 and rounded to nearest whole number \*\* Substantially all staked.

# Financial & Operational Highlights (six months ended June 30, 2021)

**Sheet Growth** 

### \$24.4 million\*

Crypto & Cash 2,117% YoY increase\*\* \$21.5m crypto & \$2.9m cash

# \$3 million

Realized Crypto Gain

\$10.6 million

Unrealized Crypto Gain

Long Term Management Commitment

### \$14.4 million

Shareholders Equity

### \$1.1 million

Management Investment January 1, 2021\*\*\*

41%

Insider Ownership\*\*\*\*

Expanding
Operations in
Blockchain
Sector

### **3 Blockchains Secured**

\$453,000 Revenue 2021 revenue estimate over \$1 million

### 84% Gross Margin

Margin expansion expected at scale

2021 Continued Expansion Planed

<sup>\*</sup> Fair market value of crypto and cash

<sup>&</sup>quot;Increase is a result of both increased investment and increase in the fair market value of crypto

<sup>\*\*\*</sup> Represents Series C-2 preferred stock purchased by officers and directors on January 1, 2021.

<sup>&</sup>quot;"Based on conversion of Series C-2 into approximately 4 million shares of common stock and excluding 0.29 million RSUs, 1.235 million options, 0.93 million warrants.

# Management



**Charles Allen**CEO and Chairman of the Board

Charles has been involved in the blockchain industry since its earliest days. Since joining BTCS in 2013, he has leveraged his extensive experience in business strategy, investment banking, and capital markets transactions to develop and lead the Company's evolving business model. Charles began his career as an engineer in the telecom industry and brings a balance of business and financial leadership as well as technical proficiency to the BTCS team. Prior to joining BTCS he worked domestically and internationally on projects in technology, media, natural resources, logistics, medical services and financial services. Highlights include Managing Director at RK Equity Capital Markets LLC, Managing Director at TriPoint Global Equities, LLC, and Managing Director at Broadband Capital Management LLC, all boutique investment banks focused on advising and raising capital for small and mid size companies. He received a B.S. in Mechanical Engineering from Lehigh University and a M.B.A. from the Mason School of Business at the College of William & Mary.



**Michal Handerhan** COO and Director

A co-founder of BTCS, Michal supports both our business and research and development strategies, and has played a key role in the Company's ability to capitalize on the rapidly expanding opportunity in the blockchain space. From February 2011 through February 2014 he served as an independent IT and web services consultant to the National Aeronautics and Space Administration (NASA). From October 2005 until February 2014 Michal was the President and CEO of Meesha Media Group, LLC, which provided high-definition video production services. Web 2.0 development, database management, and social media solutions. From March 2002 through October 2006 he served as a team leader for NASA in their Peer Review Services group. Prior to NASA Peer Review Services Michal served as the web developer for Folio Investments. He received B.S. in Computer Science from Czech Technical University.



Andrew Lee

Andrew spent the last five years immersed in blockchain and cryptocurrencies. Prior to blockchain, he worked at a Tiger Cub hedge fund, Merrill Lynch, Lehman Brothers and Apple. Andrew is a graduate of The Wharton School of the University of Pennsylvania.

# **Independent Directors**



#### **David Garrity**

Director

David has over 30 years' experience in the financial services industry. He has held senior roles including CFO and board of director positions for both publicly-held and private companies, and has extensive experience in several disciplines including operating, advisory and research, and is CEO of New York City-based consulting firm, GVA Research. He is President of BTblock, an emerging technology & cybersecurity consultancy firm, and currently serves as the Independent Director of EncrypGen. During 2008 and 2009, David served as CFO and a director at Interclick, Inc., a publicly-held behavioral targeting internet advertising network. From June 2011 to May 2013, he was Chief Financial Officer of Aspen Group, Inc., a publicly-held online for-profit university. From May through CFO of Mutualink, Inc.



#### Charlie Lee

Director

Charlie Lee is the creator of Litecoin and the Managing Director of the Litecoin Foundation. He attended The Massachusetts Institute of Technology where he graduated in 2000 with a Bachelors and Masters degree in Electrical Engineering and Computer Science. Prior to creating Litecoin, Charlie was a Software Engineer at Google. In 2011, he created Litecoin in an effort to improve upon bitcoin's high fees, slower transaction times, and scalability issues. Charlie went on to work for Coinbase where he became Director of Engineering before leaving the company in 2017 to focus on supporting the development of Litecoin full time.



#### Carol Van Cleef

Director

Carol R. Van Cleef is an internationally recognized authority on and pioneer in legal issues involving cryptocurrencies and blockchain technology, Ms. Van Cleef is Chair of the Blockchain and Digital Assets practice at Bradley Arant Boult Cummings LLP. With a focus on regulatory, compliance, and enforcement matters, Ms. Van Cleef has built a global reputation as a leading attorney, counsellor and problem solver working extensively across the financial services industry and throughout the cryptocurrency and blockchain communities. She represents virtual currency exchanges, blockchain developers, NFT creators and platforms, and various types of financial services and fintech companies. In addition to her legal practice, Ms. Van Cleef serves as CEO of Luminous Group, a blockchain technology, growth advisory and risk management solutions company that also develops and delivers anti-money laundering and sanctions compliance training through the AML Training Institute. She also serves as an advisor to a number of early-stage companies in fintech and blockchain-related technologies. Ms Van Cleef is a graduate of Georgetown University, School of Foreign Service (B.S.F.S) and received a Juris Doctor from the Washington College of Law, American University. She is also a Certified Anti-Money Laundering Specialist (CAMS).

# **Key Investment Highlights**







Only pure-play U.S. public company focused on disruptive proof-of-stake blockchains

Q2 revenue up 425% sequentially over Q1 2021

Staking-as-a-services and data analytic software platforms under development







\$34 million in cash and crypto\* exceeds many listed peers

Trading at a low price/book ratio compared to all peers

Pursuing up-listing to NASDAQ

### **Contact Us**

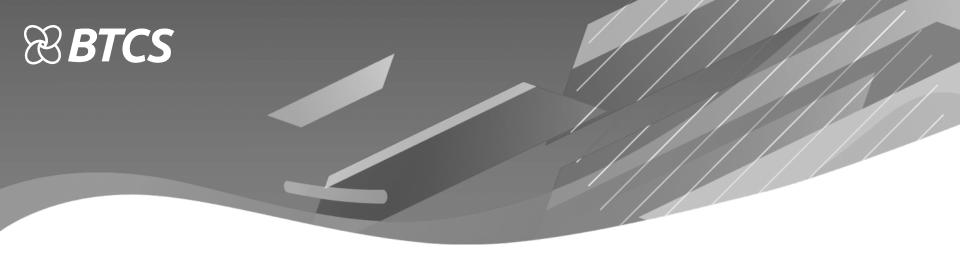
# Charles Allen

- 202-430-6576 (IR #)
- ir@btcs.com
- www.btcs.com

# **Dave Gentry**

RedChip Companies Inc.

- **6** 407-491-4498
- dave@redchip.com



# Appendix Blockchain 101

## **Blockchain Ledger**

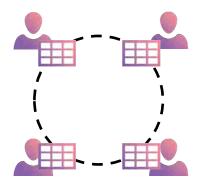
 A blockchain ledger is a distributed ledger maintained by a network of computer nodes that verify and validate transactions.

Traditional System



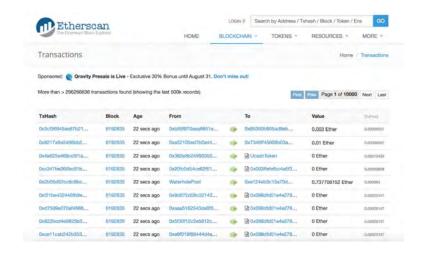
Centralized System with Stored Ledger

Blockchain System



Distributed System with Distributed Ledger

- All transactions on a blockchain can be viewed through blockchain explores which read and display the public data.
- An explorer allows you to look up a wallet address and view all its transactions on the public blockchain.
   Example below:



### **How Blockchains Work**



A transaction is request



The transaction is broadcasted to a peer-to-peer (P2P) network that consists of computers (otherwise known as nodes)



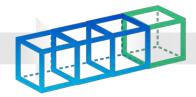
The network of nodes uses consensus algorithms to validate the transaction



A verified transaction can involve cryptocurrency, contracts, records or other information



The transaction is combined with other transactions, once verified, to create a new block of data for the ledger



The new block is added to the existing blockchain ledger (which is permanent and unalterable)



The transaction is complete

### Consensus Mechanisms to Secure Blockchains

The key difference between PoW and PoS is the consensus algorithm used by the network nodes.

### **Proof of Work**

### VS

#### **Proof of Stake**



Mining capacity depends on computational power



Hackers would need to have a computer more powerful than 51% of the network to add a malicious block, leading to 51% attack



Miners receive block rewards to solve a cryptographic puzzle



Uses a lot of electricity



Validating capacity depends on the stake in the network



Hacker would need to own 51% of all the cryptocurrency on the network, which is practically impossible and therefore, makes 51% attacks impossible



Validators do not receive a block reward, instead, they collect transaction fees as reward



Requires less energy

**Node:** A physical server that hosts the entire blockchain ledger, validates transactions, and writes new blocks to the blockchain.

# **Blockchains Explained**

Blockchains are decentralized digital ledgers that record and enable secure peer-to-peer transactions without third party intermediaries.

#### **CURRENT TECHNOLOGIES**

(Centralized Systems)

Trust / consensus entrusted to third party intermediaries.



#### **BLOCKCHAINS**

(Distributed Systems)

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



1. Refers to bitcoin and ethereum blockchains.

# Internet vs. Blockchain Technology Stacks\*

	Internet	Blockchain
Technology Overview	Stateless Protocol → Unable to store data	Stateful Protocol -> Able to both transmit and store data
Application Layer	World Wide Web Email Video Streaming Cloud Applications Social Media	Crypto Currencies Identity Management Smart Contracts Health Care Records Governance
Protocol Layer	IP v4/v6, TCP, UDP, HTTP, SMTP, IMAP, RTP, FTP, DNS, RTMP	<ul> <li>Bitcoin</li></ul>
Infrastructure Layer	Network Hardware, Internet Service Providers, Storage etc.	Mining Servers, Pools, Blockchain Nodes

 $<sup>\</sup>ensuremath{^{\star}}$  For illustration purposes only, i.e. simplification of technology stacks.

# **Blockchain Protocols Value Proposition**

Blockchain protocols represent the next generation of internet technology.

Web 1.0 & 2.0 Information Exchange Era



Web 3.0 Value Exchange Era 2008 <



- Compared to Web 1.0/2.0, Web 3.0 blockchain protocols handle business logic. As a result, the execution of business logic migrates from applications to their underlying blockchain protocols.
- Historically large incumbent tech companies have monetized business logic and therefore value capture should shift from applications to the underlying blockchain protocols.
- Our treasury management efforts are focused on disruptive blockchain protocol layers.

# Blockchain Use Case #1: Crypto Currency

In transitioning to our current monetary system, control of our assets has been yielded to trusted intermediaries that often fail.



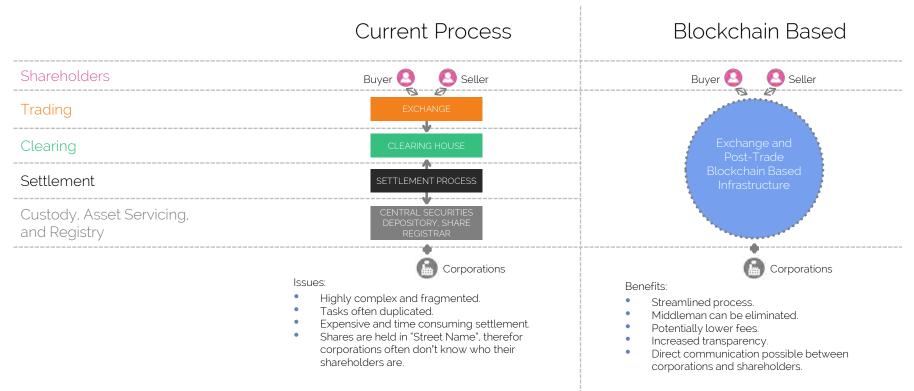
Poor Excellent

Credit cards and electronic banking are typically based on government issued currency.

<sup>&</sup>quot;The above data was prepared by BTCS and reflects solely the opinion of BTCS and its management.

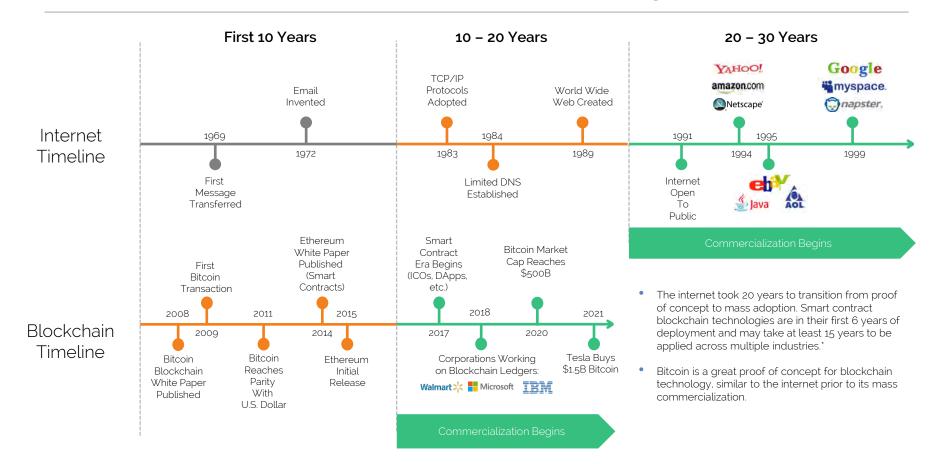
### Blockchain Use Case #2: Securities

Blockchains have the potential to remove middleman, lower asset exchange fees, and reduce instability of securities markets.



\* For illustration purposes only, i.e. simplification of process.

# Blockchains are in "1st Inning"



# Price & Interest in Digital Asset Ecosystem

