



Q4 2021 Summary Call

Dash Core Group, Inc.
3 February, 2022

A few things before we get started

- This call is being recorded and will be shared on the Dash YouTube Channel
- Questions were collected and will be answered during the call. The remaining questions will be addressed in written form
- Please use YouTube chat to ask ad-hoc questions

Moderator: Ryan Taylor, CEO

Operator: Robert Wiecko, COO

Strategy

Market Performance

Financials

Tech Update

Growth

Outlook

Q&A

Appendix

Dash Core Group Mission & Vision

Mission Statement

Dash Core Group's mission is to provide greater financial freedom by delivering financial solutions which are secure, reliable, decentralized, and usable for all.

Vision Statement

We build and maintain an innovative financial infrastructure and digital currency that is characterized by its decentralization, usability, and ease of access. The core of this infrastructure is a payments network connecting an ecosystem of consumers, merchants, and service providers. We will:

- provide users with a fungible currency which offers speed, reliability, and optional privacy for both physical and online transactions
- foster a robust ecosystem of financial products and services by developing solutions which service the needs of consumers and merchants
- collaborate with service providers (e.g., processors, exchanges) to enable Dash-specific functionality which improves the user experience
- cultivate adoption of this ecosystem through education, promotion and engagement of potential users

How DCG is Growing Dash

Growth Build the ecosystem

- Build brand**
Increasing brand awareness by expanding Dash's presence in verticals in addition to blockchain
- Build community**
Cultivate a community of contributors and maximize the network's potential
- Build partnerships**
Prioritize financially underserved markets based on user need and market fit

Product Put users first

- Functional**
Functions as intended
- Reliable**
Secure and performant
- Easy to use**
Fast, affordable, intuitive
- Delightful**
Fun to use

Technology Build the system

- Increase access**
Provide solutions for consumers, merchants and developers
- Extend capabilities**
Create blockchain platform upon which to build distributed applications
- Scale performance**
Ensure network level performance while scaling transaction volume

Greatest Need	Venezuela	LatAm Fiat
.....	Neo-Banks	Crypto Trading
Greatest Fit	US Merchants	Remittances
.....	Developers	Community
Growth Multipliers	Gamers	Service Providers

	Borderless Currency	
Network Operators	Network Instant + cheap	
Developers	Applications User friendly	Individuals Businesses

Layer 3 Applications	Applications for the blockchain	
Layer 2 Data	Data and message storage Network
Layer 1 Payments	Peer-to-peer + trustless Governance

Strategy

Market Performance

Financials

Tech Update

Growth

Outlook

Q&A

Appendix

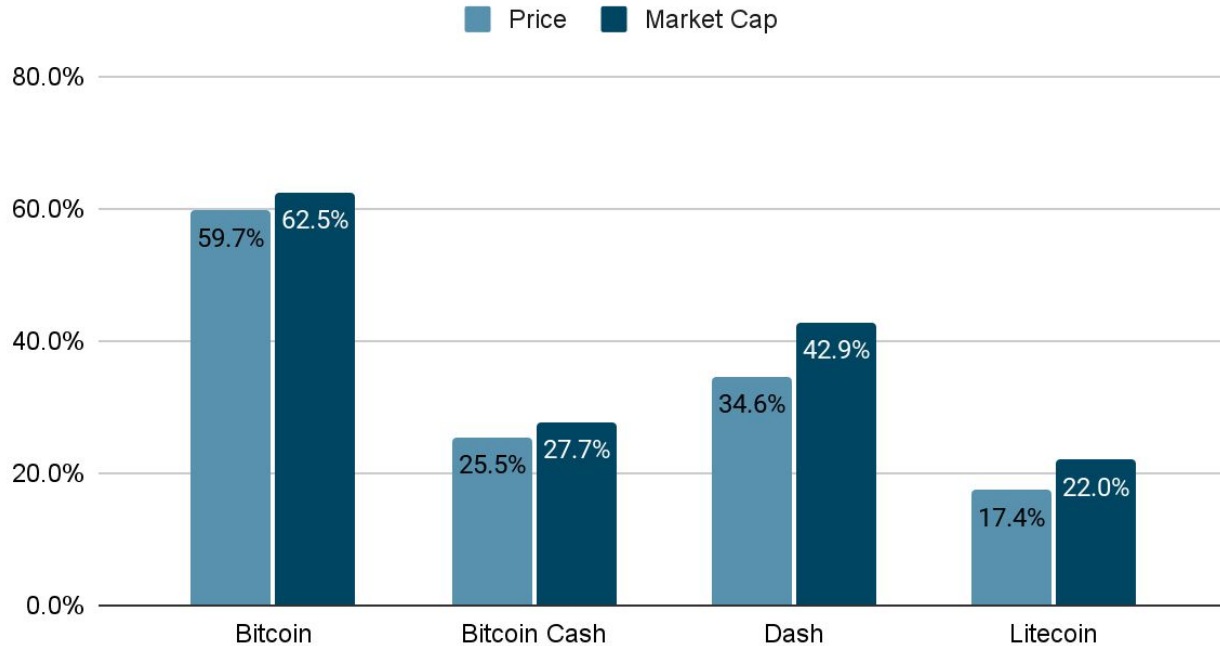
Market Performance

Question	Metric	Q4 '21	QoQ	YoY
PRODUCT: Is Dash a Better Way to Move Money?				
<i>How much is the currency fluctuating?</i>	Daily Volatility Standard Deviation	4.93%	-10.9%	-6.9%
<i>How much does it cost to send a payment?</i>	Median Fee	\$0.00047	-1.3%	-7.6%
USERS: Are More People Using Dash?				
<i>How many daily active addresses?</i>	Avg Daily Active Addresses	54.3k	4.6%	-36.7%
<i>How many DCG wallets are installed on active mobile devices?</i>	Installed Wallets on Active Devices	130k	-8.0%	-6.5%
<i>How many unspent transaction outputs are there?</i>	Unspent UTXOs	4.71M	1.7%	2.7%
<i>How many addresses have a balance greater than 1 USD?</i>	Total Addresses > 1\$	714k	2.1%	60.5%
USAGE: What are Dash Users Doing?				
<i>How much Dash is traded daily on exchanges?</i>	Avg Daily Traded Messari "Real Volume"	\$76.4M	-29%	101%
<i>What is the total payment volume?</i>	Adjusted TPV	\$4.48B	-64%	368%
<i>What was the number of economic transactions?</i>	Economic Transactions	887k	6.9%	-56.9%
<i>What was the number of mixed transactions?</i>	CoinJoin Spend Transactions	7.94k	-19.4%	-18.9%
CRYPTOCURRENCY PAYMENT GROWTH: How fast are other payment-oriented networks growing?				
<i>What was Dash's typical daily economic transactions?</i>	Median Economic Transactions / Day	8.22k	13.1%	-63.2%
<i>What was Bitcoin's on-chain typical daily transactions?</i>	Bitcoin Median Transactions / Day	282k	15.8%	-9.3%
<i>What was Lightning Network growth?</i>	Lightning Network Capacity (BTC)	3.31k	11%	211%
<i>What was Bitcoin Cash's typical number of transactions?</i>	Bitcoin Cash Median Transactions / Day	89.5k	2%	340%
<i>What was Litecoin's typical number of transactions?</i>	Litecoin Median Transactions / Day	129k	-6.6%	69.0%
MARKET: What is Dash Market Value?				
<i>How many coins exist?</i>	Total Coin Supply	10.5M	1.4%	6.2%
<i>How many coins are not collateralizing MNs?</i>	"Circulating" Supply	6.09M	6.2%	20.3%
<i>What was the quarterly (last day mean) price of Dash?</i>	Price	\$134.29	-18.6%	34.6%
<i>What is the network value of Dash?</i>	Market Cap	\$1.41B	-17.4%	42.9%



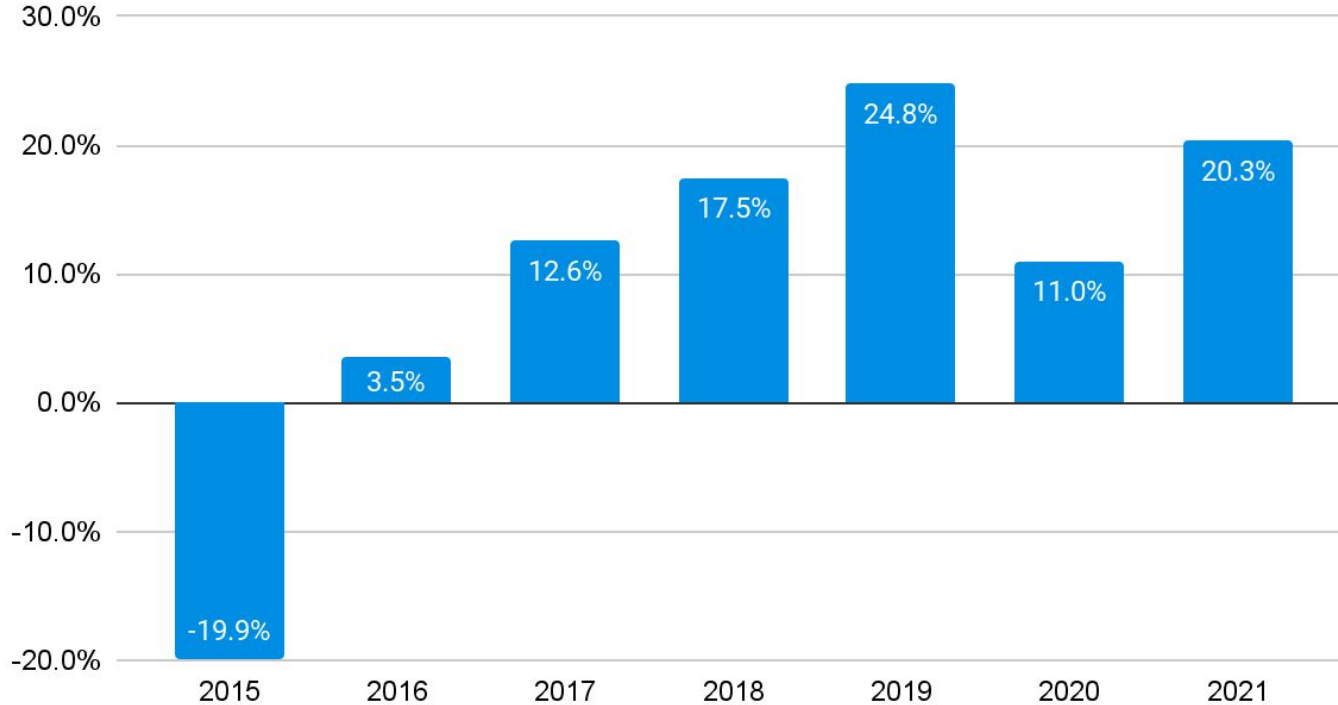
Currency Token Comparison - 2021 Returns

Market Performance 2021



Circulating Supply Growth Above 10% Target

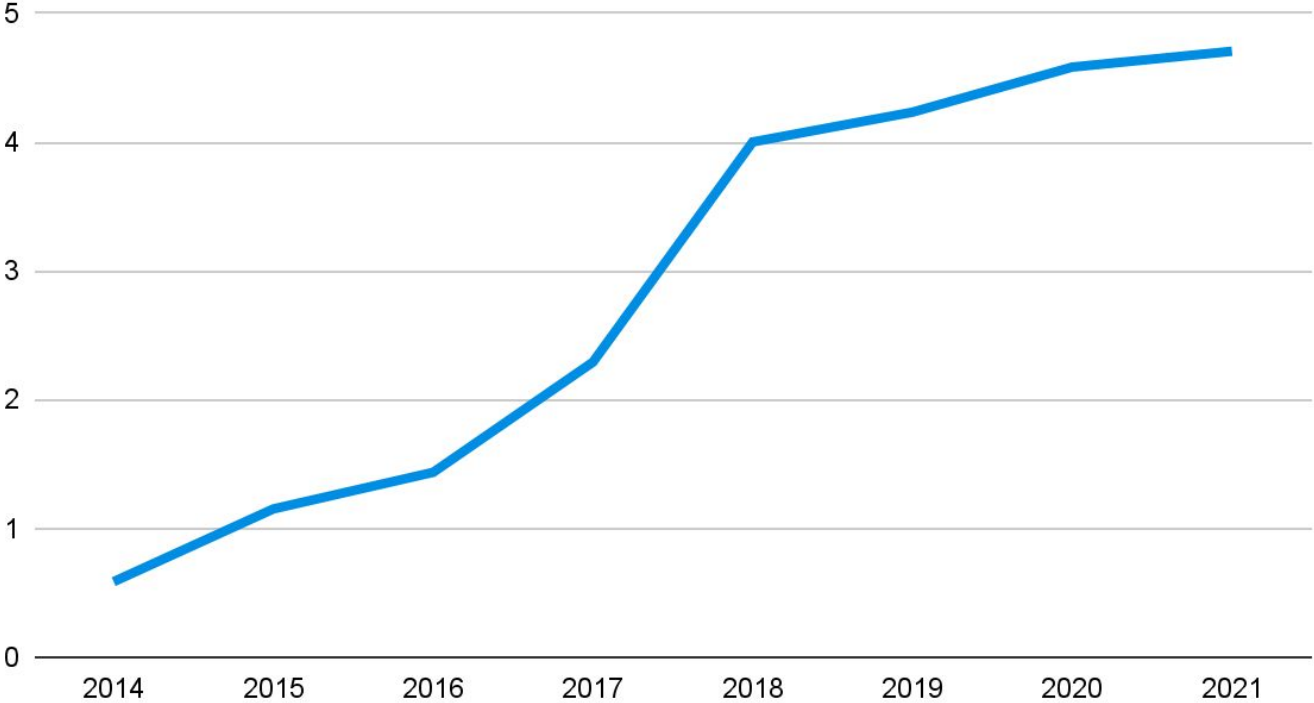
Circulating Supply Growth (YoY)



- Expected 2021 circulating supply growth < 10%
- Masternode returns net of supply inflation is at multiyear highs

Users: Unspent Transaction Outputs (UTXOs)

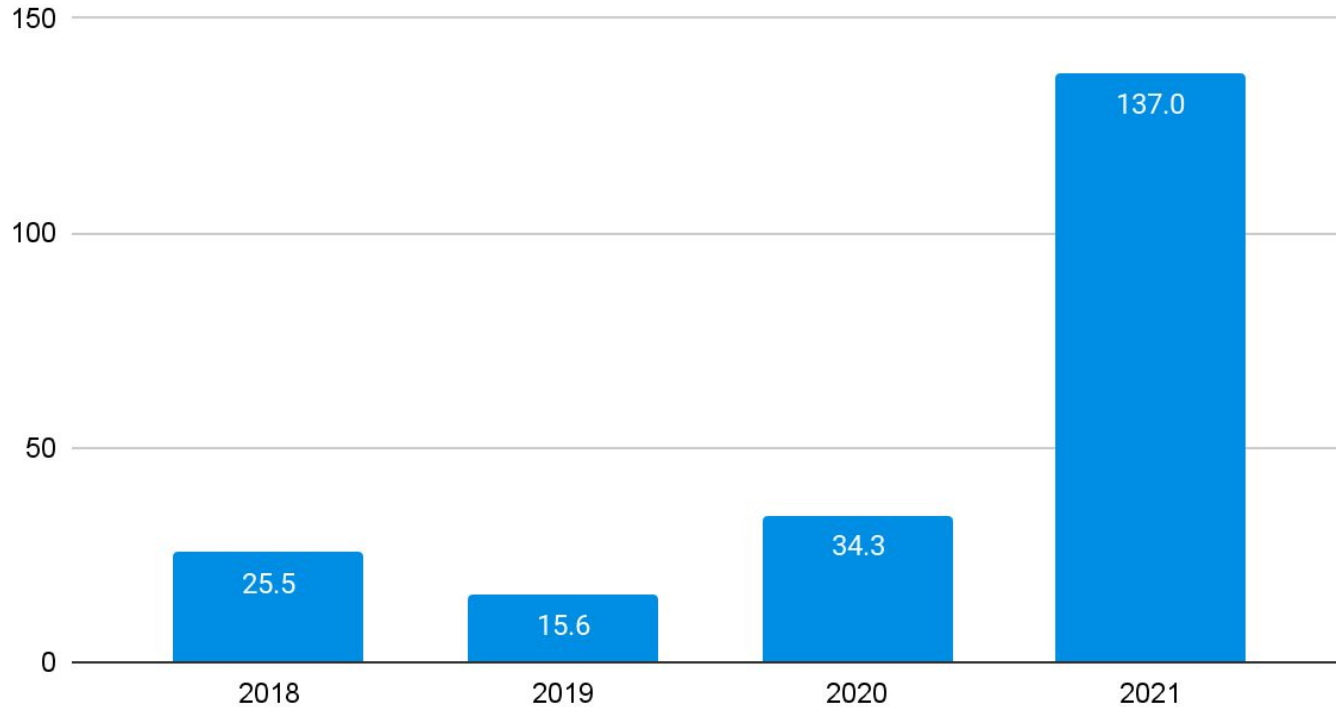
Unspent Outputs (m)



- UTXO growth continued in 2021
- 4.7 million UTXOs at year-end

Trading Volume Growth

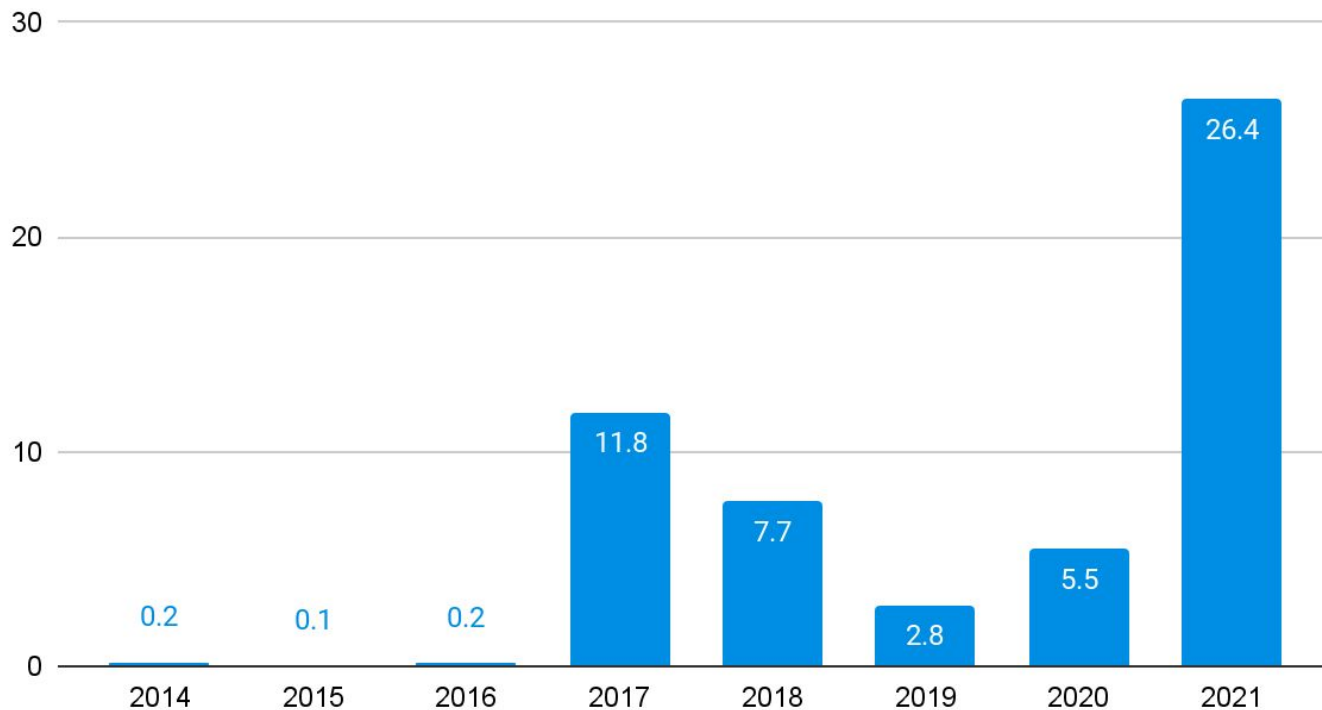
Average Daily Trading Volume (USD, m)



- Messari “Real Volume” trading hit new record in 2021
- Note: Messari metrics for 2020 and earlier periods increased compared to last year’s presentation

Payment Volume Rebounding

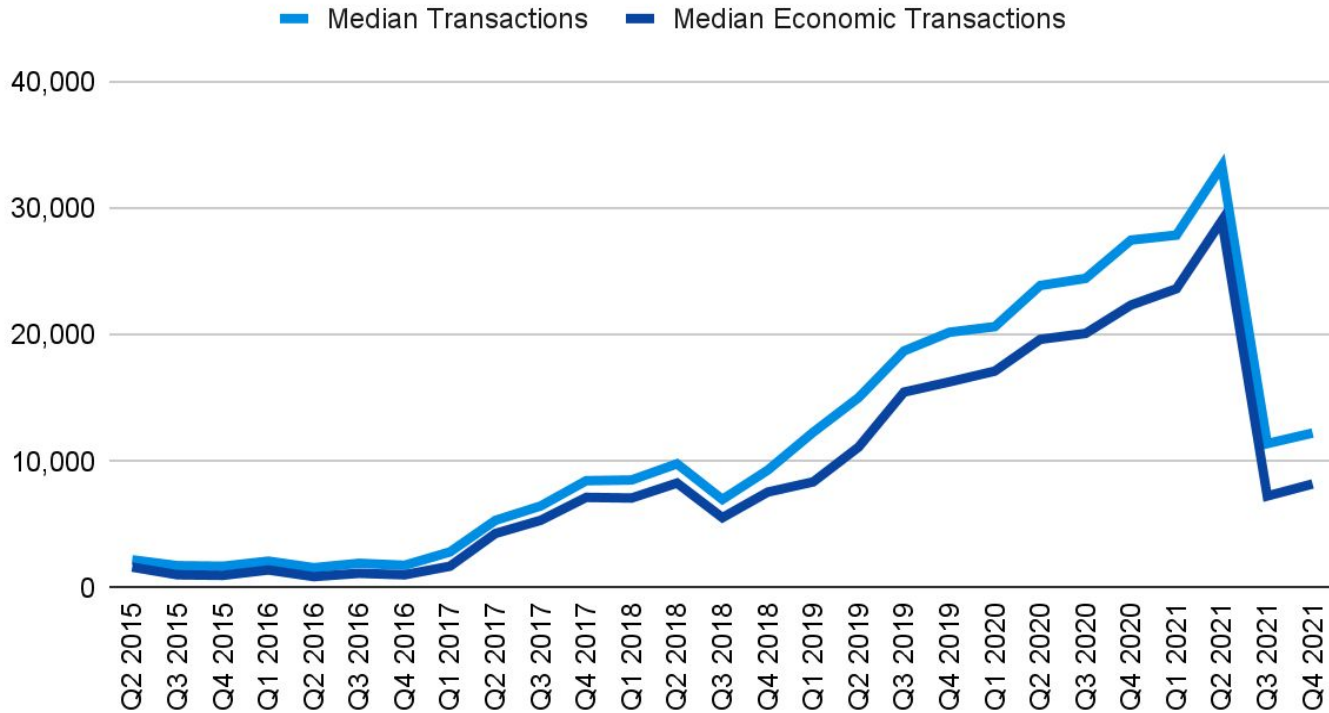
Adjusted TPV (USD, b)



- Record adjusted TPV in 2021
- Growth mirrors exchange volume growth

Transaction Growth Returned

Economic Transactions



- Large number of low value transactions dropped off network end of Q2
- Did not meaningfully impact payment volume

Strategy

Market Performance

Finance

Tech Update

Growth

Outlook

Q&A

Appendix

Balance Sheet

(Non-GAAP compliant. See disclaimer.)

Strong year from a financial perspective. Dash Core Group was able to almost triple assets over 2021

Cash/Dash assets at the end of 2021 totaled ~\$3.8M, up 182% from the end of 2020

Dash Core Group received 60% of the Dash Network proposal funding during the entire year of 2021



	At Dec 31 FY 2021	At Dec 31 FY 2020	Percent Increase / Decrease Vs. Prior Year
(In thousands \$US)			
Assets- USD Equivalent, DASH at market value			
Budget Accounts			
Bus Dev - General	96	62	56%
Core Team Salaries	3,117	1,060	194%
Infrastructure	46	56	-17%
Legal	89	2	4372%
Marketing	178	23	672%
Property Lease	3	3	-11%
Escrow	54	64	16%
Other			
Other Current Assets	177	64	174%
Total Assets	3,760	1,334	182%
Liabilities			
A/P & Accrued Expenses	312	113	175%
Escrow Balances	81	64	26%
Tax Liability	(5)	(74)	0%
Deferred Compensation	15	0	NM
Other Liabilities	0	99	NM
Equity			
Retained Earnings	1,236	883	40%
Net Income	2,123	249	753%
Total Liabilities & Equity	3,760	1,334	182%

Management has elected to omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America ("US GAAP"). If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters. Treatment of "DASH" as a foreign currency and its "mark-to-market" accounting is not in compliance with US GAAP; Statement of Cash Flows has been omitted.

Income Statement

(Non-GAAP compliant. See disclaimer.)

Recognized almost \$7 million in revenue from the Dash proposal system in 2021

The largest expense item is compensation, dwarfing the rest of the expense categories

(In thousands \$US)	At Dec 31 2021	At Dec 31 2020	Percent Increase / Decrease Vs. Prior Year
Revenue			
Dash Budget System	6,710	3,303	103%
Uncategorized Income	0	0	0%
Total Revenue	6,710	3,303	-103%
Expenses			
Bus Dev / Marketing	566	155	265%
Compensation Costs	3,505	2,523	39%
General & Administrative	228	217	5%
Professional Fees	229	100	128%
Travel & Entertainment	26	9	171%
Total Expenses	4,553	3,004	52%
Other Gain/Loss			
Exchange Gain (Loss)	509	(45)	NM
Other Income(USD Investment)	30	0	NM
Total Other Gain (Loss)	539	(45)	NM
Tax Expense	573	5	NM
Net Income	2,123	249	752%

Management has elected to omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America ("US GAAP"). If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters. Treatment of "DASH" as a foreign currency and its "mark-to-market" accounting is not in compliance with US GAAP; Statement of Cash Flows has been omitted.



Strategy

Market Performance

Financials

Tech Update

Growth

Outlook

Q&A

Appendix

The Original Vision : A Decentralized Trustless Payment Network

- Instantaneous
- Fungible
- Ease of use
- Usernames
- Support for Recurring Payments
- Merchant Integration

The Platform Vision : A Decentralized Trustless Information Network

- Digital Identities *
- Ecosystem for Dapp Development
- Decentralized Queryable Information *
- Robust Payment Mechanisms

* Presented Today

Web 3.0



Decentralized

- State information is distributed amongst all nodes
- Intermediaries are not relied on to query data



Trustless and Permissionless

- Users may query the blockchain directly with cryptographic proofs
- Anyone can query through any node at any time



Connected and Ubiquitous

- Compatible with mobile devices
- State information is open for anyone to access if the owner allows

For our Users :

A Home for Digital Identities



Interactions

- Payments
- Reputations
- Friendships
- DeFi



Ownerships

- Tokens
- NFTs
- Permissions
- Organisations/Roles



History

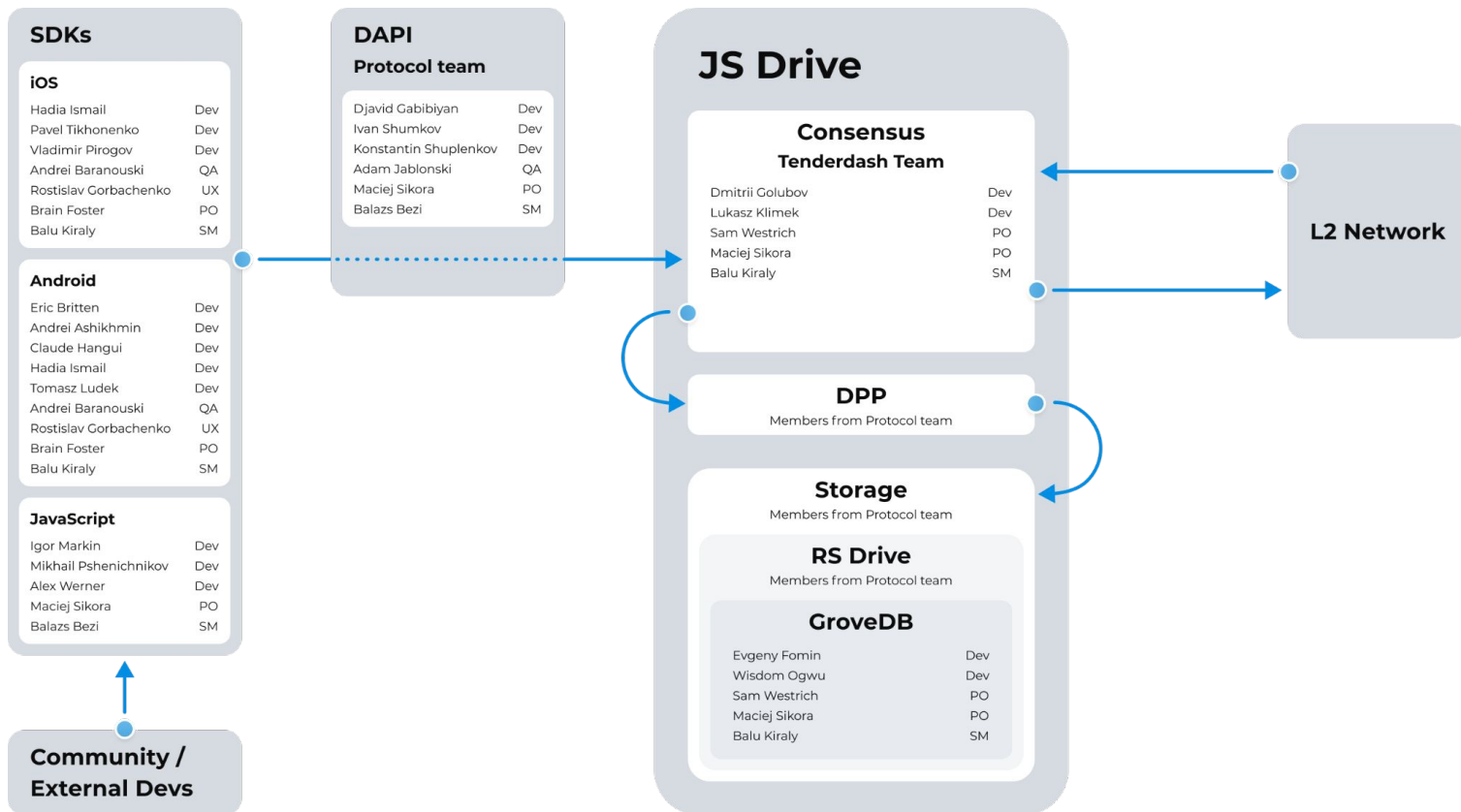
- Security of information
- Accessibility
- Permanence



Interoperability

- IBC
- Mobile
- IOT

Platform Components



4th Quarter in Review

Core

Dash Core v0.18.0 and v.0.19.0 development

- QT governance / masternode UI
- BTC backports of v0.19 at 72%
- Enhanced Hard Forking implementation (Step 1)
- P2SH proposal payouts
- BTC backports of v0.20 at 30%
- Quorum rotation finalized

Platform

Dash Platform v0.21 testnet release and v0.22 development

- Error framework (v21)
- Protocol upgrade process (v21)
- Incubator related bug fixes (v21)
- Data contract updating (v22)
- + Inter validator set messaging (v22)
- + Identity security levels (v22)
- Masternode Identities (v22)
- New state tree implementation - GroveDB (v22)
- Secondary indices for document proofs (v22)
- Proof system release version (v22)

Mobile

Ongoing Wallet development

- Dash Wallet Android v7.3.5 (3 releases)
- Explore Dash (Android BETA)
- + Fiat currency selection improvements
- US on ramp integration
- Accept invitations (iOS)
- Private transaction memos

Roadmap

Q1 2022

Dash Core v0.18 mainnet release

- Support for Platform release
- Continued backporting
- BLS v1.0 upgrade

Q2 2022

Dash Core v0.19 testnet release

- Platform masternode reward reallocation
- **Asset lock / unlock implementation**
- Compressed block headers
- Deterministic on chain governance kickoff

Q3 2022

Dash Core v0.19 mainnet activation

Future

- Masternode shares
- On chain governance

Q1 2022

Dash Platform - Testnet v0.22 / v0.23

- **Masternode Identities (v22)**
- **New state tree implementation - GroveDB (v22)**
- **Secondary indices for document proofs (v22)**
- State transition fee implementation (v23)
- + Fee pool allocation (v23)
- + DAPI SPV
- + DashPay transaction support in wallet lib
- Proof system release version (v22/v23)

Q2 2022

Dash Platform - Testnet v0.23 / v1.0

- Withdrawal transitions (v23)
- + Masternode Reward distribution (v23)
- State sync (v23)
- Stress tests
- Internal and external security audits
- Migration of Dash Core Library to Rust

Dash Platform - mainnet release candidate

Q3 2022

Dash Platform - v1.1

- + Initial token support
- Smart contracts
- Improvements against release version
- + Inter blockchain communication support

Q1 2022

DashPay

- **Accept invitations (iOS)**
- Platform protocol upgrade (v22)

Dash Wallet

- Core v0.18 Support
- Explore Dash (Android Live)
- US on-ramp integration (Android)
- Swap Dash (Android)

Q2 2022

DashPay

- Platform protocol upgrades (v23)
- Private transaction memos

Dash Wallet

- Core v0.19 Support
- US on-ramp integration (iOS)
- Explore Dash (iOS)
- Staking integration (Android)
- Push messaging

Q3 2022

DashPay

- Platform protocol upgrades (v1.0)
- UI/UX improvements
- Mainnet release candidate

Future

- Payment requests
- Merchant features
- Location-based features



Strategy

Market Performance

Financials

Tech Update

Growth

Outlook

Q&A

Appendix

Business Development

Venezuela



Trading



Online



Regulatory





Conferences attendance

MONEY 20/20[^]



Money2020 Las Vegas

La Bitconf El Salvador

CryptoSummit del Sur Paraguay

Hodl Here Puerto Rico

- 8,000+ attendees (fintech's largest gathering in 2 years)
- 3,200+ companies
- 6,500+ IRL meetings booked
- DCG brought over 26 leads

- 3k Physical visitors
- 40 Countries attended
- 380k Online views
- 49 Crypto companies sponsored the event

- 1 Day conference
- 200 Attendees included miners & regulators.
- 15 crypto companies

- 1 Day conference
- Blockchain association related
- PR and US regulatory status and opportunities

Strategy

Market Performance

Financials

Tech Update

Growth

Outlook

Q&A

Appendix



Outlook

Strategy

Market Performance

Financials

Tech Update

Growth

Outlook

Q&A

Appendix

Q&A

1. [TanteStefana] I want to know if platform will launch on main net this year, 2022, and if it will, which quarter? Dev team keeps talking about testnet releases, but it's main net I want a ballpark figure for. I don't know which versions have what, but let's say Evo for me is secure user names and passports, when will that come out according to DCG's best guess today (or on the call)
2. [woody] Can DCG provide some none technical practical examples of what DCG like to see build in the future on platform? What kind of Dapps should we thinking about, except Dashpay. What are the possibilities, just to clarify for non super-technical oriented Dash followers

Thank you!

Strategy

Market Performance

Financials

Tech Update

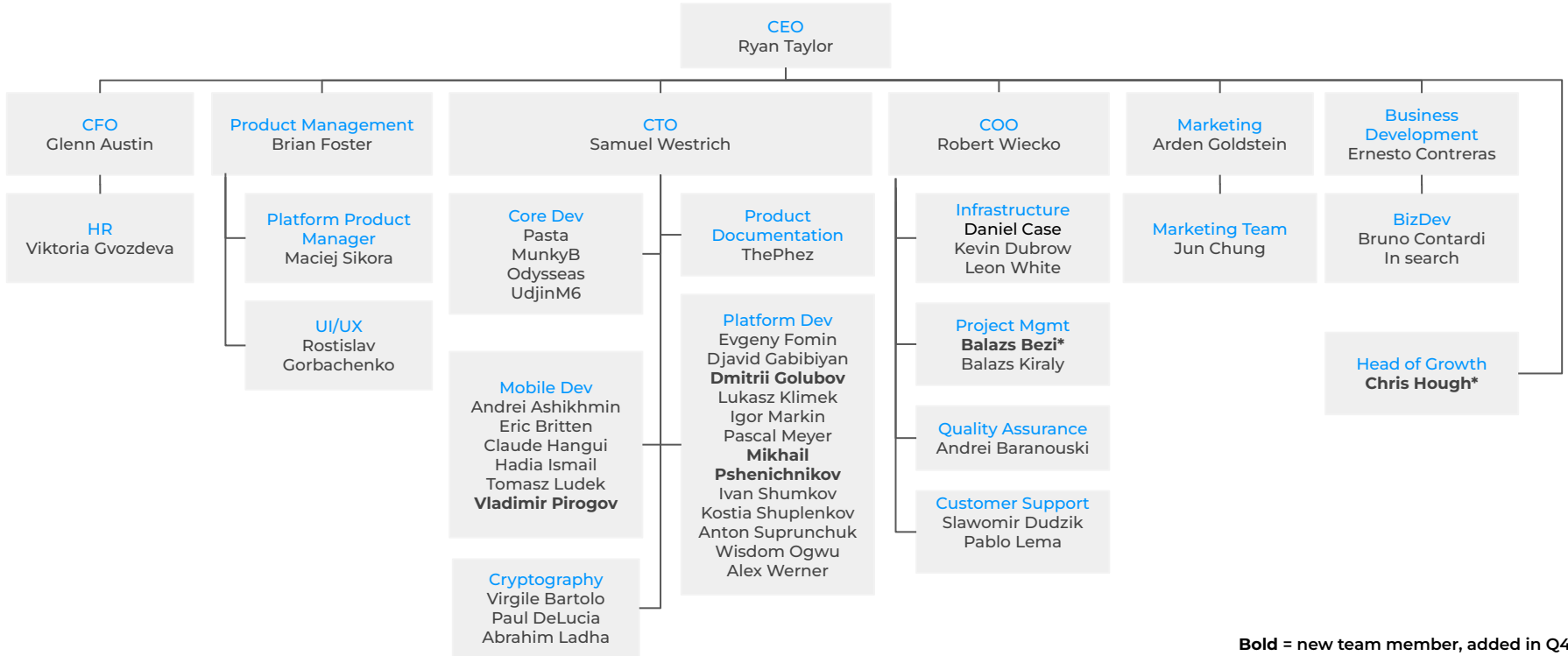
Growth

Outlook

Q&A

Appendix

How DCG is Organized



Bold = new team member, added in Q4 2021
* = new team member, added in Q1 2022

Current Activities

Management Team

Understand problems and determine priorities

CEO, CFO, CTO, CMO, COO, BusDev, Product

- Annual goals review and grooming
- Ramping down hiring
- Head of Strategy onboarding
- Conference list and budgeting
- Developing training policy
- Mainnet launch preparations

Value Team

Deliver products with user-first approach

CEO, CTO, CFO, CMO, COO, BusDev, Product

- DashPay Alpha program (ongoing)
- Core security audit scheduling
- Work on better marketing-oriented name for the platform
- Beginning public sprint reviews

Growth Team

Design go-to-market activities and drive growth

CEO, CMO, BusDev, Product

- Engage and speak to US points of sale firms
- Finalizing cooperation scheme with NeoBanks
- Add more custodial solutions, for larger integrations such as NeoBanks, Banks and legacy entities
- Worked on a larger payment integrator in Venezuela aiming for 5k locations in the short term

Quarterly Performance Trends

Metric	Q4 '20	Q1 '21	Q2 '21	Q3 '21	Q4 '21	QoQ	YoY
PRODUCT							
Daily Volatility	5.29%	9.24%	9.57%	5.53%	4.93%	-10.9%	-6.9%
Median Fee	\$0.00051	\$0.00099	\$0.00100	\$0.00048	\$0.00047	-1.3%	-7.6%
USERS							
Avg Daily Active Addresses	85.7k	86.0k	90.8k	53.3k	54.3k	4.6%	-36.7%
Mobile Wallet Installs on Active Devices	142k	149k	150k	145k	130k	-8.0%	-6.5%
Unspent UTXOs	4.58M	4.49M	4.53M	4.63M	4.71M	1.7%	2.7%
Total Addresses > 1\$	445k	668k	658k	699k	714k	2.1%	60.5%
USAGE							
Avg Daily Traded Messari "Real Volume"	\$38.1M	\$168.1M	\$197.7M	\$107.0M	\$76.4M	-29%	101%
Adjusted TPV	\$916M	\$3.639B	\$6.483B	\$11.998B	\$4.482B	-64%	368%
Economic Transactions	2.059M	2.538M	2.806M	830k	887k	6.9%	-56.9%
Median Economic Transactions / Day	22.34k	23.63k	29.01k	7.27k	8.22k	13.1%	-63.2%
CoinJoin UTXO transactions	9.79k	9.17k	8.54k	9.84k	7.94k	-19.4%	-18.9%
CRYPTOCURRENCY PAYMENT GROWTH							
Bitcoin Median Transactions / Day	311k	317k	242k	243k	282k	15.8%	-9.3%
Lightning Network Capacity (BTC)	1.06k	1.17k	1.65k	2.97k	3.31k	11%	211%
Bitcoin Cash Median Transactions / Day	20.2k	323.9k	113.8k	87.6k	89.5k	2%	340%
Litecoin Median Transactions / Day	76.2k	89.8k	111.8k	137.9k	128.9k	-6.6%	69.0%
MARKET							
Total Supply	9.90M	10.06M	10.21M	10.36M	10.51M	1.4%	6.2%
Circulating Supply	5.06M	5.41M	5.86M	5.74M	6.09M	6.2%	20.3%
Price	\$99.77	\$223.13	\$145.58	\$165.00	\$134.29	-18.6%	34.6%
Market Cap	\$987M	\$2.244B	\$1.486B	\$1.709B	\$1.411B	-17.4%	42.9%

Customer Support Q4 2021 Summary



Data sources

METRIC	DEFINITION	SOURCE	NOTES
Daily Volatility	Standard deviation of daily close price % variance	Coinmetrics	
Median Fee	Mean of the daily median fee in USD for each day in the quarter	Coinmetrics	
Avg Daily Active Addresses	Mean Daily Active Addresses	Coinmetrics	Sum of unique in-out addresses for each day
Wallet Installs on Active Devices	Estimated number of instances of installed Dash Wallet app on devices that have been active within the last 30 days	google play console , iTunes connect	Only 34% of iOS users permit app reporting. In order to reach a more accurate estimate of the number of iOS wallets, we divided the number of app installations for iOS by 0.34 (or the applicable measure for each quarter). It is likely that this estimate is nonetheless below the actual installation count, since Dash and cryptocurrency users are more likely than the general population to value privacy and opt out of app reporting.
Total Addresses > 1\$	Amount of addresses with a balance greater than 1 USD (snapshot)	bitinfocharts.com	Snapshot of last day of the quarter; snapshots recorded on the Internet Archive
Avg Daily Traded Vol \$	USD Volume traded on exchanges, daily mean	Messari	It is well known that many exchanges conduct wash trading practices in order to inflate trading volume. They are incentivized to report inflated volumes in order to attract traders. "Real Volume" refers to the total volume on the exchanges that Messari believes with high level of confidence are free of wash trading activities. These tend to be regulated exchanges. However, that does not necessarily mean that the volume reported by other exchanges is 100% wash trades. As such, the Real Volume underestimates the total global volume, so should be useful for comparative purposes only
Adjusted TPV	Total Payment Volume in USD	Coinmetrics	Adjusted payment volumes exclude certain activity to improve accuracy. A detailed post on the approach can be found here: https://coinmetrics.io/introducing-adjusted-estimates/
Economic Transactions	Number of on-chain transactions excluding mixing and coinbase transactions	dashradar.com	We leverage data on transactions per day, subtracting from the total mixing transactions, and coinbase transactions.
Avg. Daily Median Tx Value \$	Mean of the daily median transaction value in USD for each day in the quarter	Coinmetrics	
CoinJoin Use	Number of CoinJoin transactions sent	dashradar.com	These are transactions that utilize only CoinJoin denominated inputs after being mixed. It excludes the actual mixing transactions used to prepare the UTXOs.
Cryptocurrency Payment Growth	Median transactions per day, except Lightning Network for which this data cannot be obtained.	bitcoinvisuals.com	LN does not reveal or enable tracking of the number of LN payments. We therefore use a proxy for usage.
Total Supply	Number of coins that exist	Coinmetrics	
Circulating Supply	Number of coins that are not in MNs	Derived	Total supply less supply used to collateralize masternodes at the end of each period
Price	Avg price for the final day of quarter (across a number of exchanges)	Coinmetrics	
Market Cap	Product of Price and Circulating Supply	Coinmetrics	Also known as Network Value

