



Q1 2020 Summary Call

Dash Core Group, Inc.
23 April, 2020

A few things before we get started

- This call is being recorded and will be shared on the Dash YouTube Channel
- Audience microphones are muted
- Questions were collected previously and will be answered at the end
- Additional, ad hoc questions - please type on the Youtube chat

Moderator: Ryan Taylor, CEO

Operator: Robert Wiecko, COO

Strategy

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Tech Update

Growth

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Appendix

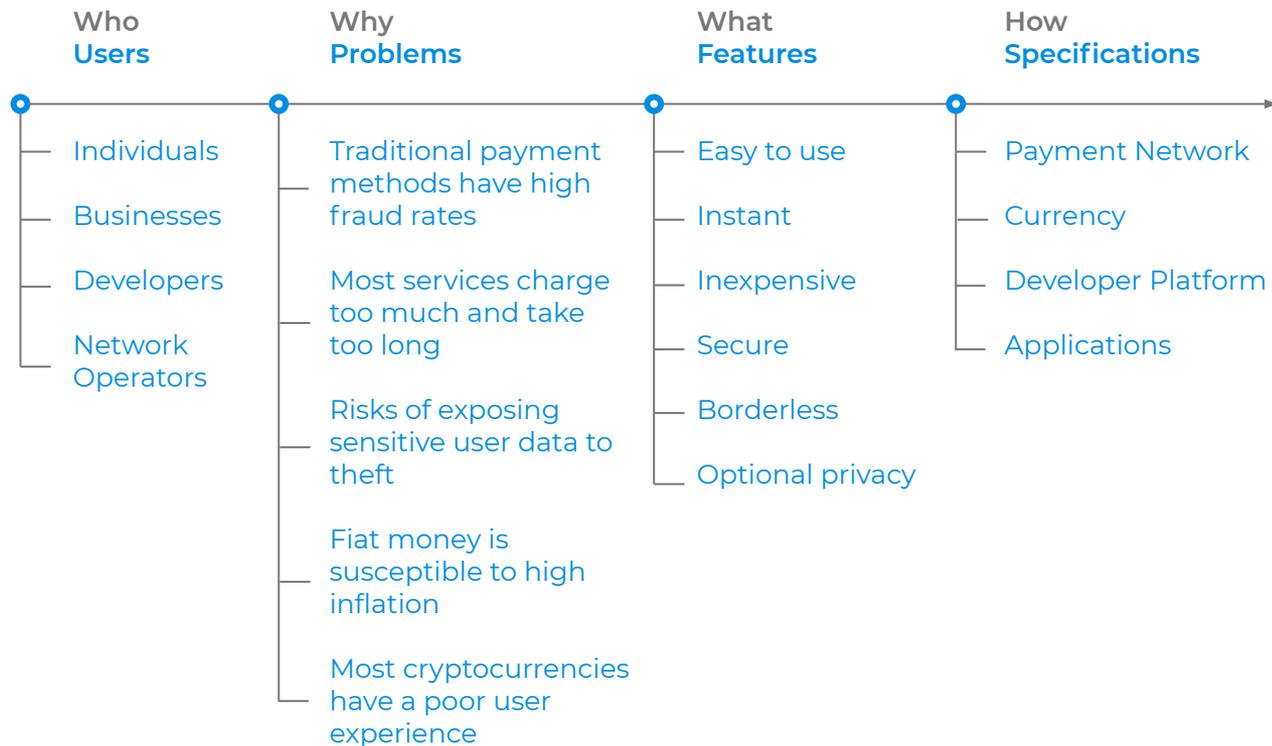
What is Dash?

Goal

Financial freedom for everyone
Your money, your way - move your money to anyone, anywhere, anytime.

Mission

Make payments as quick, easy, secure and inexpensive as possible.



How DCG is Growing Dash

Growth Build the ecosystem

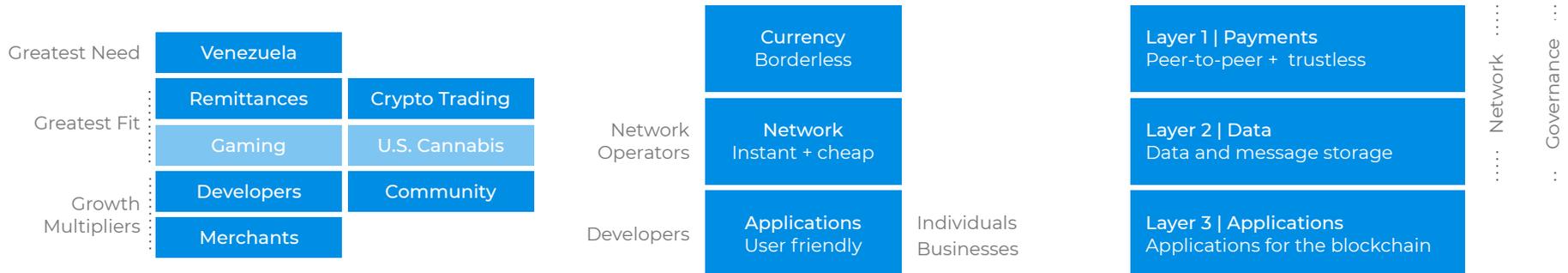
- Build brand**
Increasing brand awareness by expanding Dash's presence in verticals in addition to blockchain
- Build community**
Cultivate a community of contributors and maximize the network's potential
- Build partnerships**
Prioritize financially underserved markets based on user need and market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



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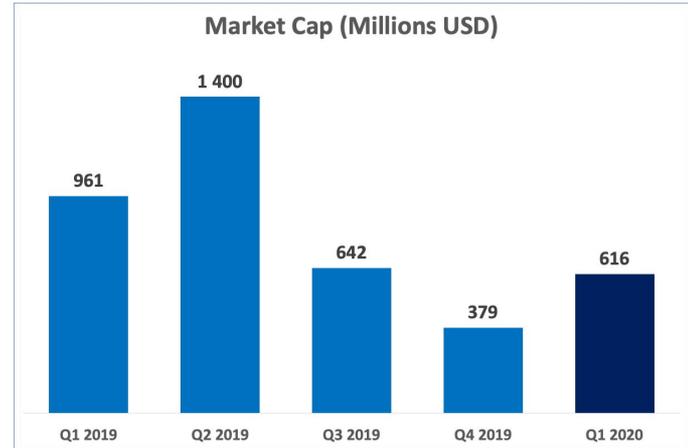
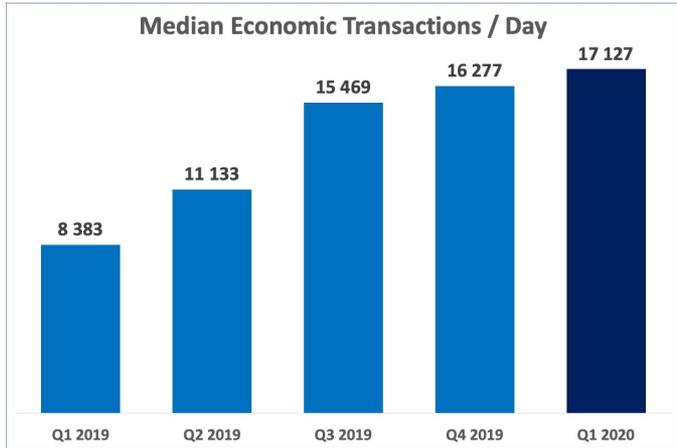
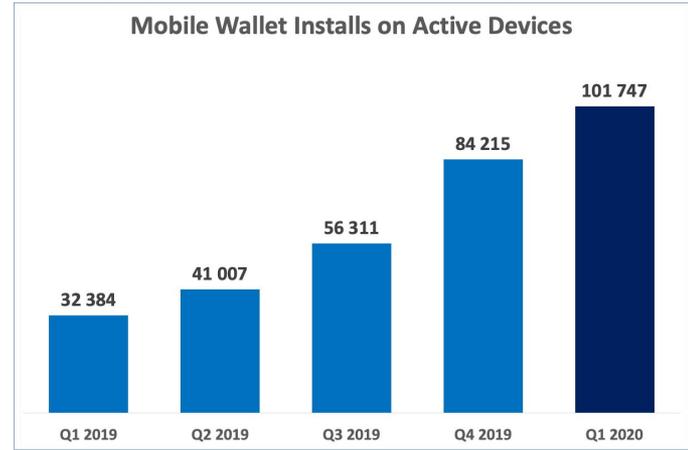
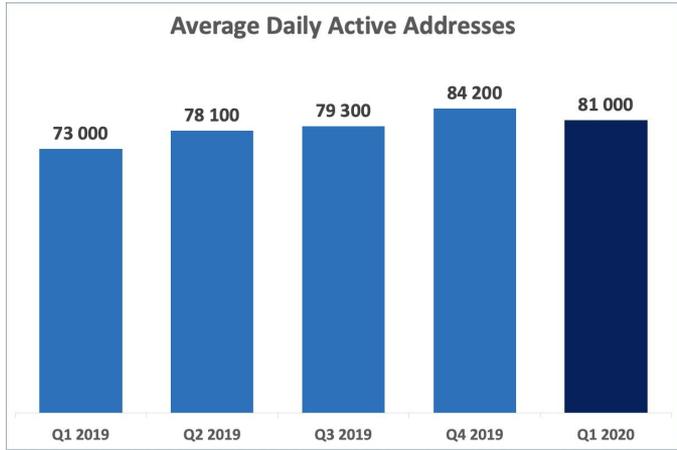
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Market Performance

Question	Metric	Q1 '20	QoQ	YoY
PRODUCT: Is Dash a Better Way to Move Money?				
How much is the currency fluctuating?	Daily Volatility	10.11%	-193.6%	-158.6%
How much does it cost to send a payment?	Median Fee	0.0006	58%	120%
USERS: Are More People Using Dash?				
How many daily active addresses?	Avg Daily Active Addresses	81,000	-3.8%	10.9%
How many DCG wallets are installed on active mobile devices?	Installed Wallets on Active Devices	101,747	21%	214%
How many unspent transaction outputs are there?	Unspent UTXOs	4.42M	4.5%	4.0%
How many addresses have a balance greater than 1 USD?	Total Addresses > 1\$	394,803	-31.4%*	-36.3%
USAGE: What are Dash Users Doing?				
How much Dash is traded daily on exchanges?	Avg Daily Traded Vol	\$37M	987%	686%
What is the total payment volume?	TPV	\$993M	83.7%	72.5%
What was the number of economic transactions?	Economic Transactions	3.71M	126%	385%
What was the number of PrivateSend transactions?	PrivateSend Transactions	7,153	-7.7%	0.5%
CRYPTOCURRENCY PAYMENT GROWTH: How fast are other payment-oriented networks growing?				
What was Dash's typical number of economic transactions?	Median Economic Transactions / Day	17,127	5%	104%
What was Bitcoin's on-chain typical number of transactions?	Bitcoin Median Transactions / Day	312,698	0%	3%
What was Lightning Network growth?	Lightning Network Capacity	\$5.94M	-4%	36%
What was Bitcoin Cash's typical number of transactions?	Bitcoin Cash Median Transactions / Day	44,567	11%	316%
What was Litecoin's typical number of transactions?	Litecoin Median Transactions / Day	22,382	5%	-2%
MARKET: What is Dash Market Value?				
How many coins are circulating?	Supply	9.42M	1.9%	8.0%
What was the quarterly (last day mean) price of Dash?	Price	\$65.46	59.7%	-40.6%
What is the network value of Dash?	Market Cap	\$391M	62.7%	-35.9%

Quarterly Performance Trends



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Balance Sheet

(Non-GAAP compliant. See disclaimer.)

Cash/Dash assets at the end of the first quarter of 2020 totaled ~\$1.2M, up 17% from the end of 2019

Dash Core Group received 60% of the Dash Network proposal funding during the first quarter of 2020



	At March 31 QE 2020	At December 31 QE 2019	Percent Increase / Decrease Vs. Prior Quarter
(In thousands \$US)			
Assets- USD Equivalent, DASH at market value			
Budget Accounts			
Bus Dev - General	138	169	-18%
Core Team Salaries	621	546	14%
Infrastructure	99	19	419%
Legal	117	80	47%
Marketing / Comm / Conf / Travel	67	85	-21%
Property Lease	19	25	-24%
Public Relations	6	6	6%
Escrow	51	0	NM
Other			
Prepaid Expenses & Retainers	14	28	-51%
Other Current Assets	29	38	-24%
Total Assets	1,161	995	17%
Liabilities			
A/P & Accrued Expenses	72	94	-23%
Escrow Balances	47	0	NM
Other Current Liabilities	5	5	0%
Equity			
Retained Earnings	896	868	3%
Net Income	141	29	394%
Total Liabilities & Equity	1,161	995	17%

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 \$936 thousand as revenue from the Dash Network proposal system in Q1 2020

The largest expense item continued to be compensation, dwarfing the rest of the expense categories



(In thousands \$US)	At March 31 QE 2020	At December 31 QE 2019	Percent Increase / Decrease Vs. Prior Quarter
Revenue			
Dash Budget System	936	601	56%
Total Revenue	936	601	56%
Expenses			
Bus Dev / Marketing / PR	48	32	50%
Compensation Costs	601	758	-21%
General & Administrative	41	25	64%
Occupancy Costs	6	6	0%
Professional Fees	11	26	-58%
Travel & Entertainment	7	23	-70%
Total Expenses	714	870	-18%
Other Gain/Loss			
Exchange Gain (Loss)	(81)	(44)	84%
Fiat Guarantee Gain (Loss)	0	(4)	NM
Other Income	0	0	0%
Total Other Gain (Loss)	(81)	(48)	69%
Interest Expense	0	0	0%
Tax Expense	0	0	0%
Net Income	141	(317)	NM

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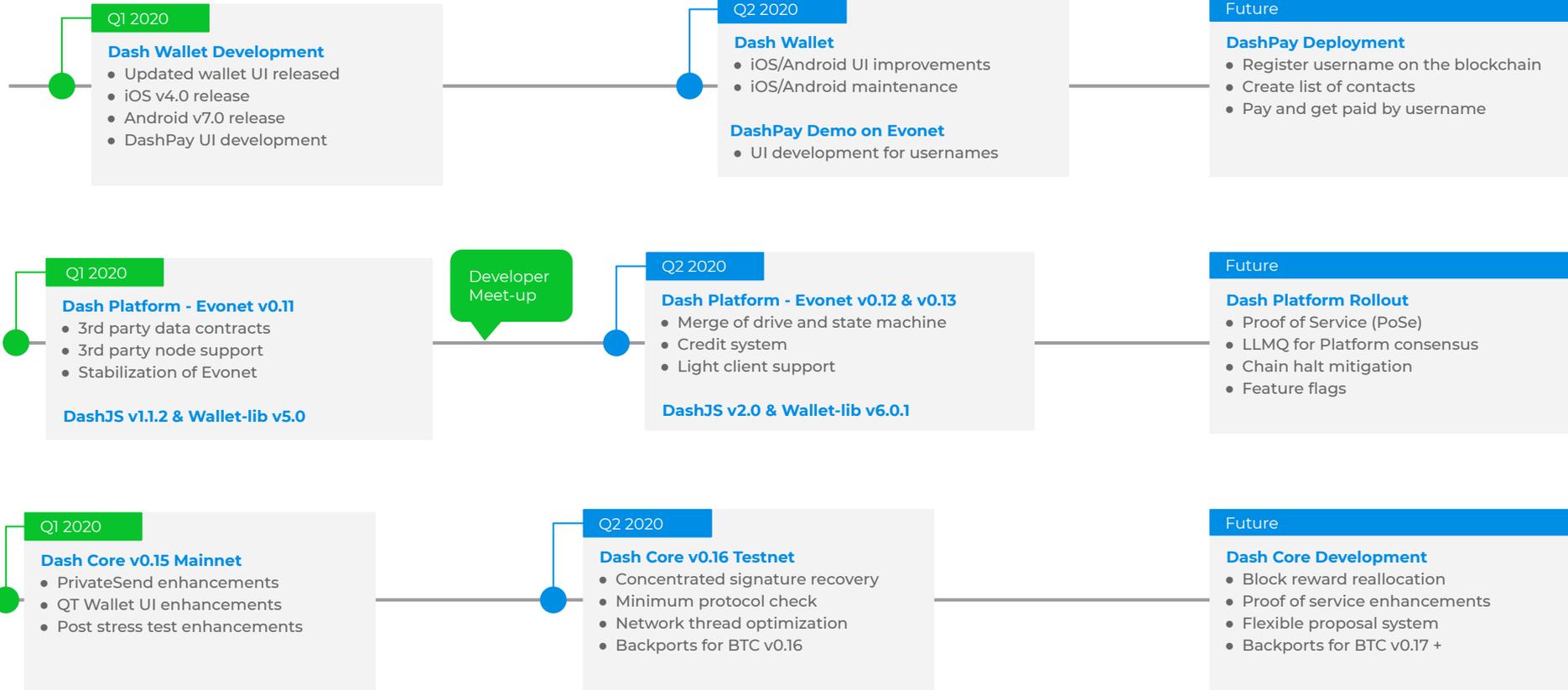
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Roadmap



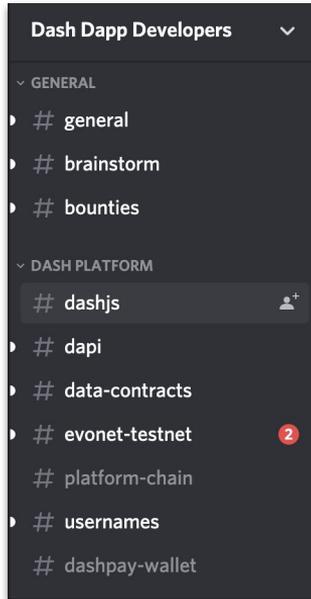
Dash Platform MVP Scope

Secure Platform	Incentivize Platform	Prepare for Mainnet
<p>Solidify security model for storing + retrieving data</p> <ul style="list-style-type: none"> <input checked="" type="radio"/> Ability to safely register application data contracts (data schemas) <input checked="" type="radio"/> Research for support of light clients / SPV through DAPI <input type="radio"/> Light client for platform data <input type="radio"/> Implement streaming endpoint for block headers (DAPI SPV) 	<p>Encourage network participants to host platform components</p> <ul style="list-style-type: none"> <input type="radio"/> Proof of Service (PoSe) to enforce hosting requirements <input checked="" type="radio"/> Fees associated with data operations <input type="radio"/> Identity funding system 	<p>Finalize implementation for mainnet + launch</p> <ul style="list-style-type: none"> <input checked="" type="radio"/> Dash Platform Protocol (DPP) Improvements <input type="radio"/> Chain halts and improved consensus <input type="radio"/> Feature flags for new features <input type="radio"/> Final security checks
<p>Access Platform Inspire new use cases & demonstrate capabilities</p>		
<ul style="list-style-type: none"> <input checked="" type="radio"/> Platform access via the Decentralized API (DAPI) <input checked="" type="radio"/> Decentralized application storage via Drive <input checked="" type="radio"/> Identities registered on the platform blockchain 		<ul style="list-style-type: none"> <input checked="" type="radio"/> Usernames facilitated by Dash Platform Name Service <input checked="" type="radio"/> Simplified development workflow via Dash SDK <input checked="" type="radio"/> Developer hub with documentation + tutorials



Complete
 Near Complete
 Current Quarter
 To Do

Growing Dash Platform Community

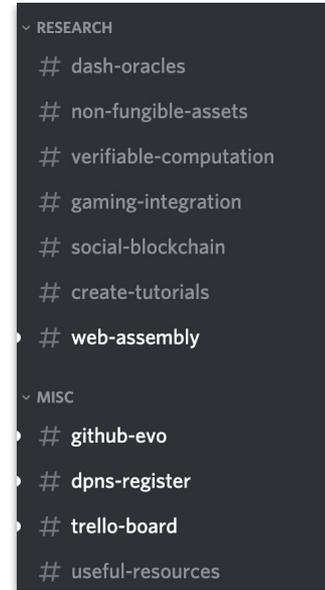
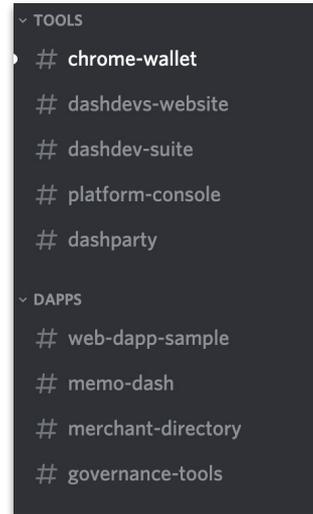


Vibrant Discussion

- Dash Platform components
- Bounties
- Research topics
- Trello board

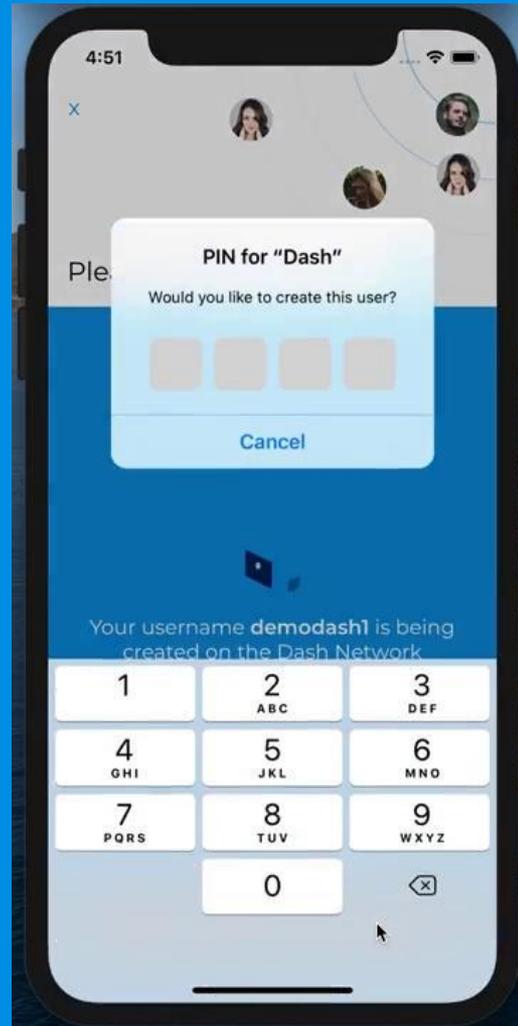
Active Development

- Chrome wallet
- Dash developer suite
- Dash Platform console
- Memo Dash
- Merchant directory
- Governance Tools



DashPay Username Demo

- Native client code v5.0.0 build 9
- Transactions using encrypted payment channels
- Contacts live on the Mobile Devnet
- Using DashWallet with DashSync library
- Latest DashPay Designs
- All in public repositories in github



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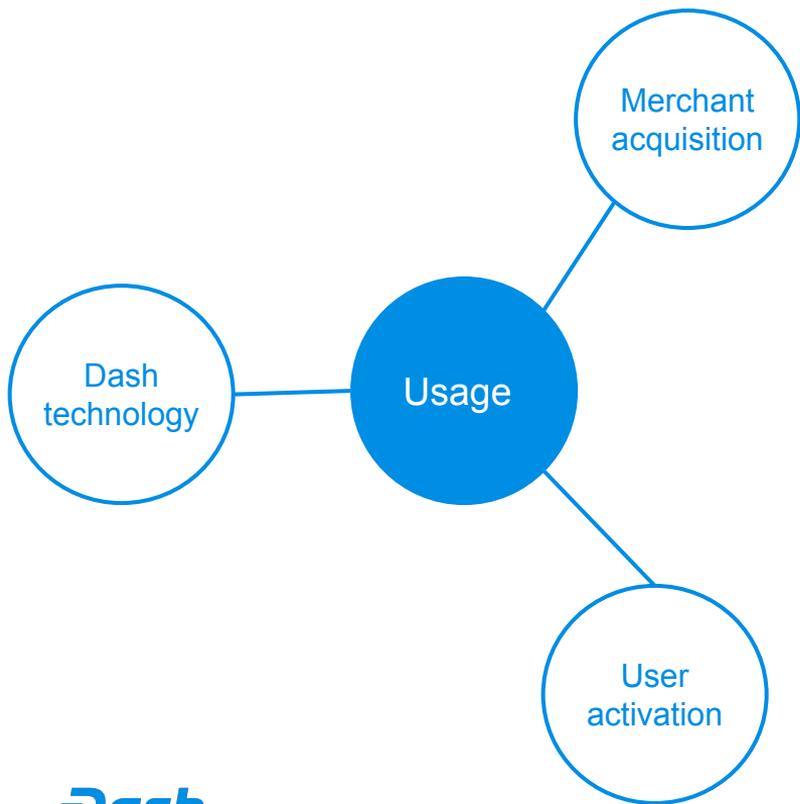
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Growth

Venezuela					
Trading					
Remittances					
Other					

Venezuelan Strategy upgrade



Short term actions

- Coordinate local teams' efforts
- Put Dash in hands of people
- Consumer loyalty program
- Localized social media
- Grow larger partnerships

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Q&A

1. How important, do you think, is the ability to send Dash to usernames without first having to add each other to contact lists? If any, what are the obstacles that prevent you from having usernames as 'public tipping address' rolled out with the initial release of DashPay?
2. Will we see the Dash platform on mainnet before Q3 this year?
3. Will DCG look into submitting a budget proposal to have at least 1 DCG team member working full-time on product adoption in Venezuela?
4. Request for an update from DCG on any proposal(s) to change the percentages of block rewards and/or the treasury.
5. What are the teams thoughts around introducing smart contracts? There are just so many beneficial elements that are derived from the ability of entrepreneurs to utilise smart contracts that I would think giving developers the option to utilise should outweigh any downside risk.
6. I noticed that DCG funding requests have had their asks reduced in accordance with the upcoming block reward reduction, what is the new Dash target break even price for DCG funding?
7. How is the reserve fund holding up? and how is the morale on Core, everybody doing all right?
8. To cut down on the network's annual legal expenses, could the Trust absorb the functions of the DIF, or the DIF absorb the functions of the Trust? Why or why not?
9. Past DCG used to ask for separate funding for each major department. I believe when they stopped doing that they said if the DCG proposal got a certain percentage of downvotes they would go back to separate funding. Is this still the case? What was that percentage number?
10. DCG used to list how many full time vs part time employees it had. Can we get an update on that.

Thank you!

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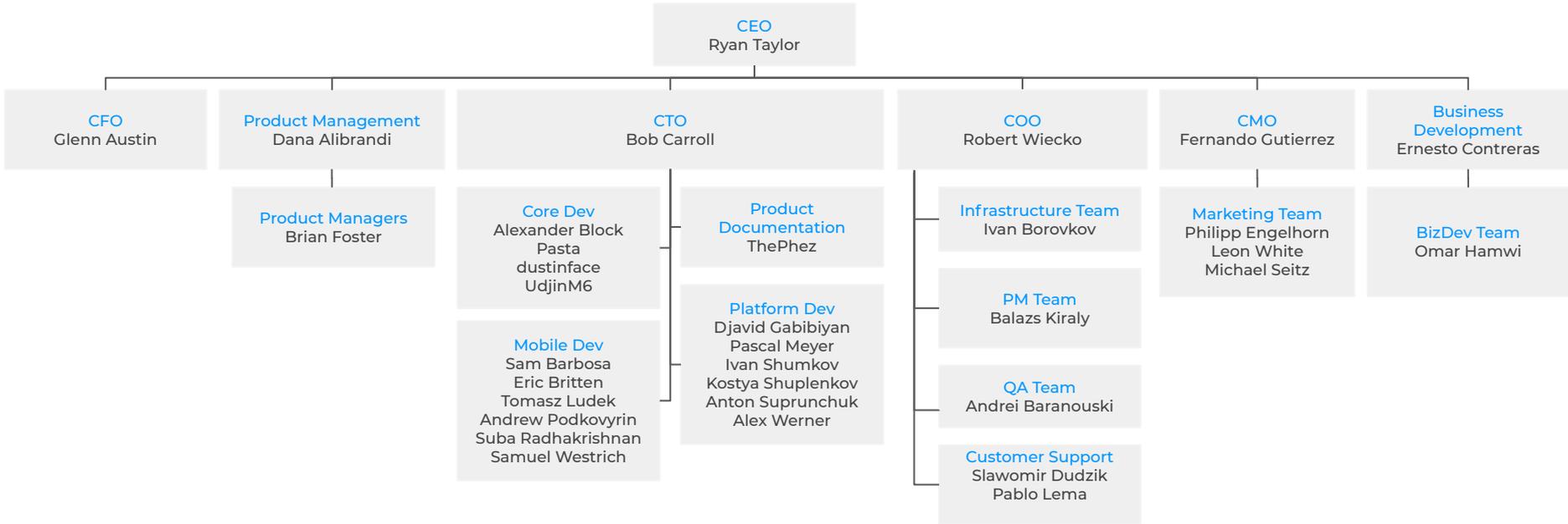
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How DCG is Organized



What the Teams Accomplished

Tech

- Dash Core v0.15 release to mainnet
- Bitcoin backports from BTC v0.16.x
- 3rd party contracts on Dash Platform (Evonet)
- Dash Wallet updated UI (Android & iOS)
- DashPay UI development
- Transition Platform Console to community

Business Development

- Launched 2 BTI exchanges with IS and/or CL, goal is to create an Exchange IS/CL Alliance
- Completed research and begun implementing granular Venezuelan strategy, going beyond integrations, as that component is advanced. Shared plan and goals with over 30 Venezuelan community members and 200 businesses.
- Developed and start implementing 2020 Exchange strategy focused on providing a full trading ecosystem to traders
- Begun process in Japan to raise awareness and dispel misconceptions of Dash by regulators

Marketing

- Restructured exchange information in dash.org, with new price widget, and focus on IS & CL
- Strategy for Venezuela jointly with biz dev
- Migrated to new email marketing platform and implemented new anti spam measures
- Created Dash information for several portals
- New languages for the website
- Workshop with other DFOs to distribute marketing goals
- Supported releases of Core v0.15.0 & Evonet v0.11
- Supported biz dev announcements
- Newsroom project with M.Mason

Finance/HR

- Monthly and quarterly accounting / closing books
- Monthly Board of Directors and weekly balance sheet report communicated internally
- Focus on building non-discretionary non-compensation reserve balances for 2020
- Serve as de facto HR function for DCG

Operations

- Evonet v.0.11 release support
- Role descriptions for the technical teams
- The first version of the salary frameworks created
- DCG IT Assets review + Q1 accounts review
- Work on alignment of expectations for estimation and predictability between management and development teams
- New format of Sprint reviews initiated
- Ownership diversification of DCG IT Assets
- Improved testnet components (faucet, Insight)
- Business Continuity Plan revised and released

Product

- Supported Dash Platform and SDK MVP release to Evonet and creation of Dash developer documentation portal
- Completed prioritization of high level backlog
- Drafted initial version of high level roadmap (WIP)
- Finalized new UI designs for DashWallet (iOS + Android) to refresh and unify the UX
- Kicked off project to improve outside development contribution process
- Kicked off store of value discussions

Current Activities

Management Team

Understand problems and determine priorities

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

- Role descriptions refresh
- Japan compliance issue mitigation
- Estimation reliability
- DCG Business Continuity Procedures
- Work on store of value proposal
- Google accounts ownership risk mitigation

Value Team

Deliver products with user-first approach

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

- Product prioritization process
- Platform Evonet rel.2 delivery
- Evonet release process definition
- Core v.0.15 release preparations
- Work on public sprint reviews

Growth Team

Design go-to-market activities and drive growth

CEO, CMO, BusDev, Product

- Partner strategy planning
- Remittances channels design
- Gaming strategy Evaluation
- Venezuela strategy
- Wider LatAm strategy
- InstantSend & ChainLocks exchange campaign
- Marketing Strategy Coordination
- Technology and Dash Platform Strategy
- New Opportunities for Adoption

What's Next (Q2)

Tech

- Dash Core v0.16 release to testnet
- Bitcoin backports from BTC v0.17.x
- Initial credit system on Dash Platform (Evonet)
- Identity development complete (Evonet)
- DashPay UI development complete (And/iOS)
- Initial DashPay demo on Evonet
- Dash Wallet optimizations

Business Development

- Develop and integrate liquidity solutions for Venezuela ecosystem
- Launch larger scale and headline integrations
- Launch remittance solutions to Venezuela migrant destinations beginning in Mexico and one more location (TBD)
- Test KPIs for the Trading Business Development Strategy with focus on US/Europe/Asia, including services beyond exchanges (Staking, bots, loans, etc)
- Continue to launch partners and introduce new programs as Trading Strategy is implemented

Marketing

- Plan Dash participation in online conferences
- Launch newsroom project with M Mason
- Support Evonet releases
- Launch marketing components in Venezuelan strategy
 - Social media in Spanish
 - Loyalty program for users

Finance/HR

- Monthly and quarterly accounting / closing books
- Monthly Board of Directors and weekly balance sheet report communicated internally
- Focus on replenishing reserves for DCG compensation account by requesting supplemental funds for Compensation
- Support initial implementation of DashJapan strategy to get re-listed in Japan
- Continue role as de facto HR function for DCG
- File federal and state taxes

Operations

- Define/Clarify decision making responsibilities
- Improve internal form of the sprint reviews and have public sprint reviews
- Push development teams in the direction of higher release frequency to non-mainnet
- Improve company hiring strategy (if needed)
- GSuite and Atlassian integration
- Migration of Dash Ninja to DCG servers
- Upgrade the forum engine
- SSo Implementation

Product

- Refine plan for Dash Platform phased rollout
- Support release of UI redesign on both iOS and Android
- Develop plan for piloting improved outside contribution process
- Implement improved Dash Platform release process
- Develop product analytics strategy

Quarterly Performance Trends

Metric	Q1 '19	Q2 '19	Q3 '19	Q4 '19	Q1 '20	QoQ	YoY
PRODUCT							
Daily Volatility	3.91%	4.66%	4.16%	3.44%	10.11%	193.6%	158.6%
Median Fee	\$0.0003	\$0.0005	\$0.0006	\$0.0003	\$0.0006	58%	120%
USERS							
Avg Daily Active Addresses	73.0k	78.1k	79.3k	84.2k	81.0k	-3.8%	10.9%
Mobile Wallet Installs on Active Devices	32,384	41,007	56,311	84,215	101,747	21%	214%
Unspent UTXOs	4.25M	4.33M	4.26M	4.23M	4.42M	4.5%	4.0%
Total Addresses > 1\$	619,951	600,349	376,953	575,658	394,803	-31.4%	-36.3%
USAGE							
Avg Daily Traded Vol	\$5M	\$10M	\$6M	\$3M	\$37M	987%	686%
TPV	\$541M	\$1.098M	\$683M	\$508M	\$933M	83.7%	72.5%
Economic Transactions	0.77M	1.10M	2.69M	1.65M	3.71M	126%	385%
Median Economic Transactions / Day	8,383	11,133	15,469	16,277	17,127	5%	104%
PrivateSend Transactions	7,117	7,235	7,565	7,747	7,153	-7.7%	0.5%
CRYPTOCURRENCY PAYMENT GROWTH							
Bitcoin Median Transactions / Day	304,128	363,947	329,536	312,556	312,698	0%	3%
Lightning Network Capacity (USD)	\$4.35M	\$10.94M	\$6.54M	\$6.21M	\$5.94M	-4%	36%
Bitcoin Cash Median Transactions / Day	10,722	47,743	47,487	40,176	44,567	11%	316%
Litecoin Median Transactions / Day	22,871	25,997	27,434	21,269	22,382	5%	-2%
MARKET							
Supply	8.72M	8.89M	9.07M	9.24M	9.42M	1.9%	8.0%
Price	\$110.22	\$157.02	\$70.79	\$40.98	\$65.46	59.7%	-40.6%
Market Cap	\$961M	\$1.40B	\$642M	\$379M	\$616M	62.7%	-35.9%

Customer Support Q1 2020 Summary

Total Received Tickets

462 ▲ 6%

Total Resolved Tickets

457 ▲ 6%

Total Unresolved Tickets

22 ▲ 29%

Average Received Tickets

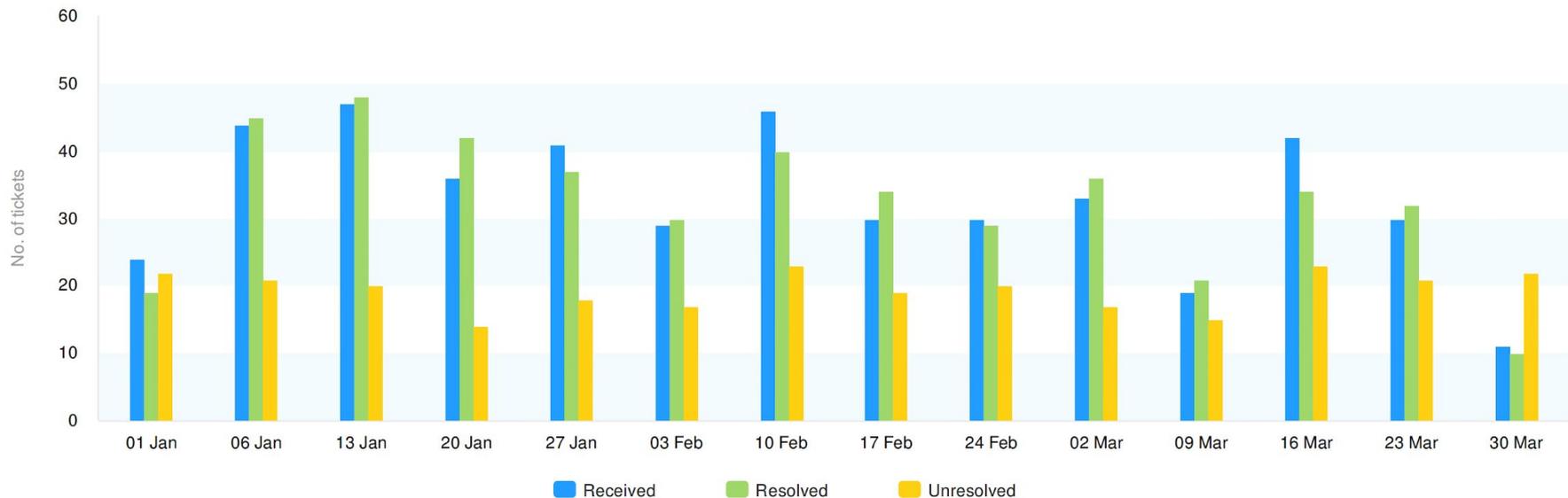
33 ▲ 6%

Average Resolved Tickets

32 ▲ 6%

Average Unresolved Tickets

19 ▲ 29%



Data Glossary

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 the 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 30% 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 0.30. 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
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. They 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.
TPV	Total Payment Volume in USD	Coinmetrics	We are using a new metric for payment volumes that excludes certain volumes 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 PrivateSend 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	bitinfocharts.com	
% PrivateSend	# PrivateSend / # Economic Transactions	dashradar.com	no coinbase & no mixing transactions in denominator. These are transactions that utilize only PrivateSend denominated inputs.
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. The best proxy for usage may be the number of unique open LN channels.
Supply	Number of coins circulating	Coinmetrics	
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