

COMPANY PRESENTATION

EXODUS MOVEMENT, INC.



EXODUS MISSION

Our mission is to help the world exit the
traditional financial system



EXODUS MAKES CRYPTOCURRENCY, DEFI AND NFTs EASY AND SECURE FOR EVERYONE

- 🚩 Founded in 2015
- 🛡️ 300 Supported crypto assets¹
- 👤 195 Full-time equivalent team members¹
- 💰 \$107M Cash and crypto on-hand¹
- 📁 3.6M Funded wallets¹
- 👤 24/7 Human support
- 🌐 200+ Countries supported



YEAR-OVER-YEAR

EXODUS EVOLUTION



REVENUE MODEL

EXODUS USERS

Vast majority of Exodus users are international

REVENUE

Revenue is generated from third-party API providers; Exodus does not touch customer funds

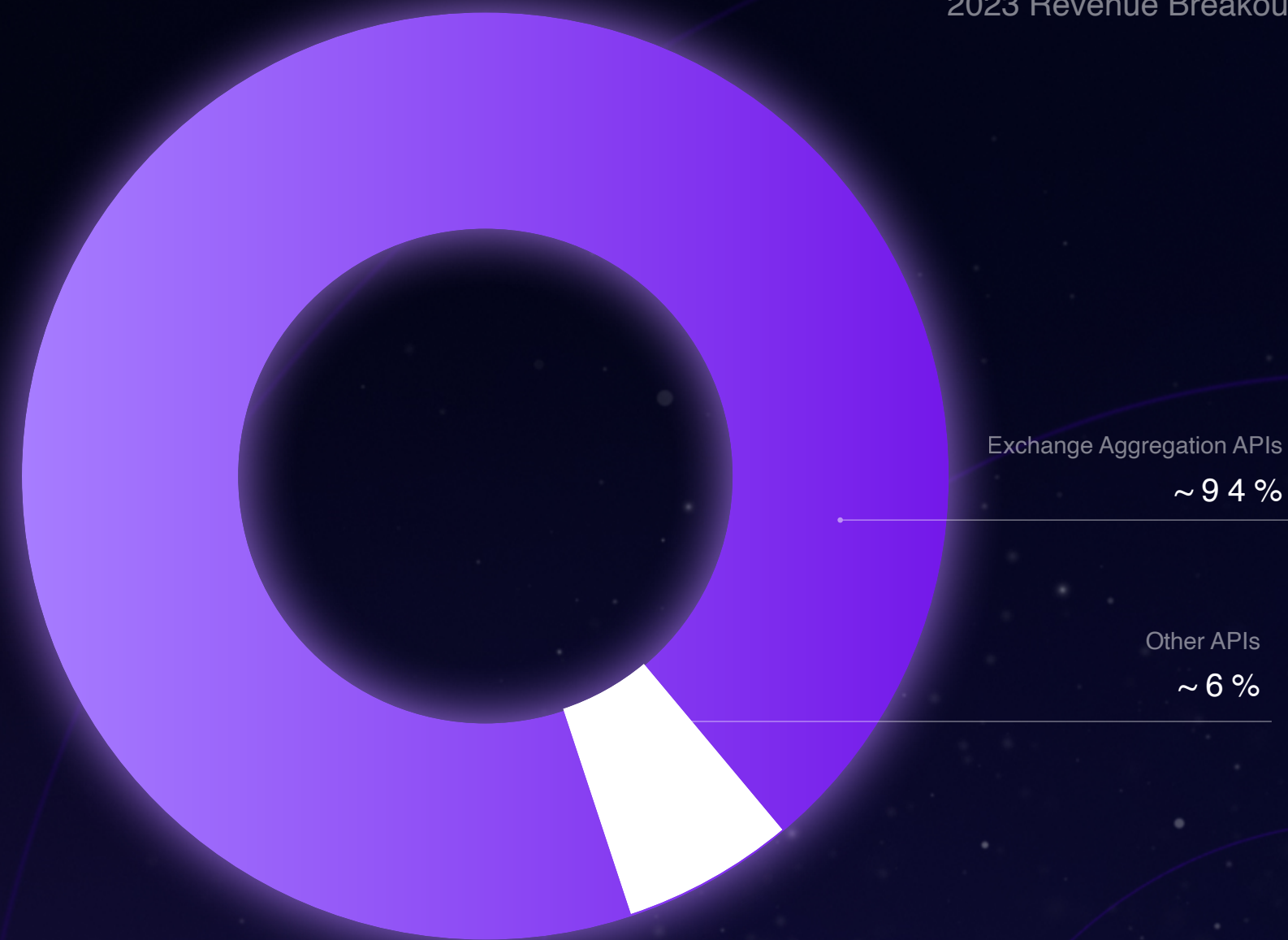
TRANSACTION FEES

International transaction fees and US subscriptions are paid by the API providers after the customer triggers an interaction

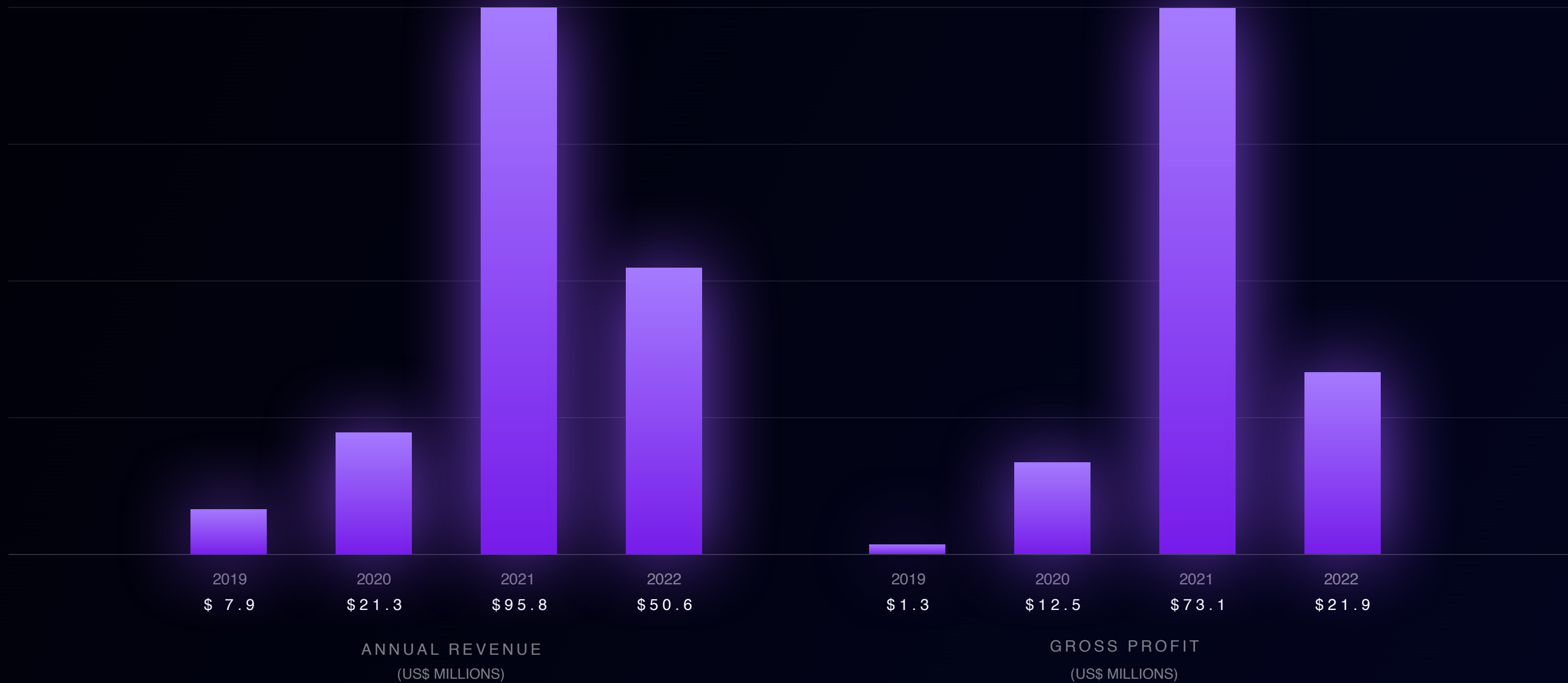
HIGHER FEES

Transaction fees are typically higher and in a range of 0.1% to 2% of the transaction

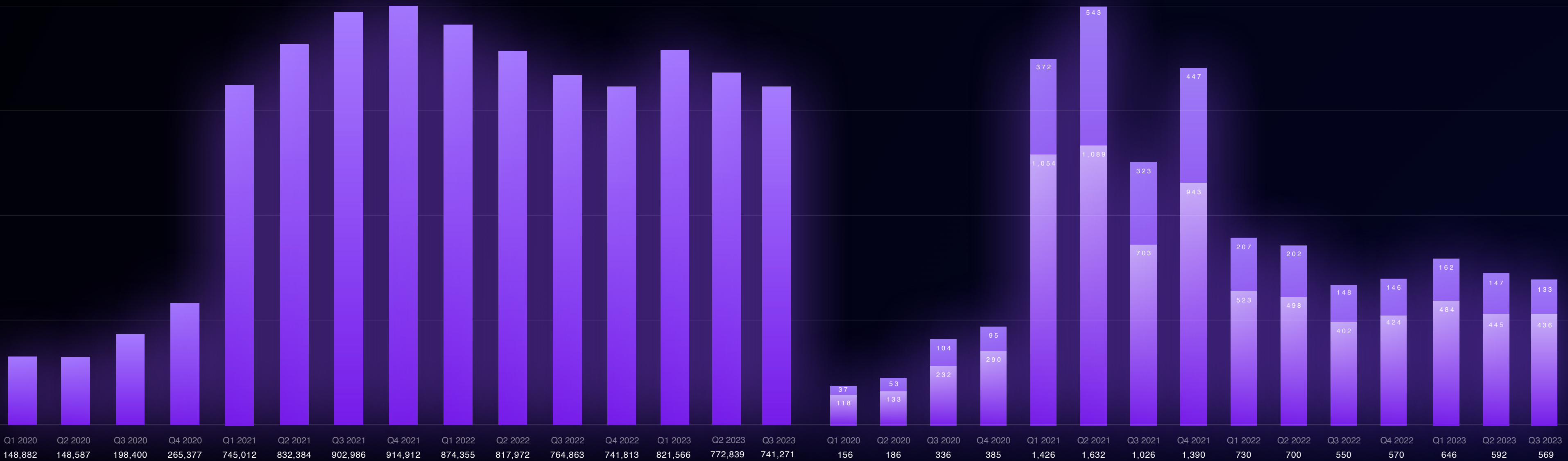
2023 Revenue Breakout



SUSTAINED PROFITABILITY



LOYAL USERBASE



MONTHLY ACTIVE USERS

TOTAL EXCHANGE VOLUME (US\$ IN MILLIONS):
INTERNATIONAL (LOWER) AND USA (UPPER)

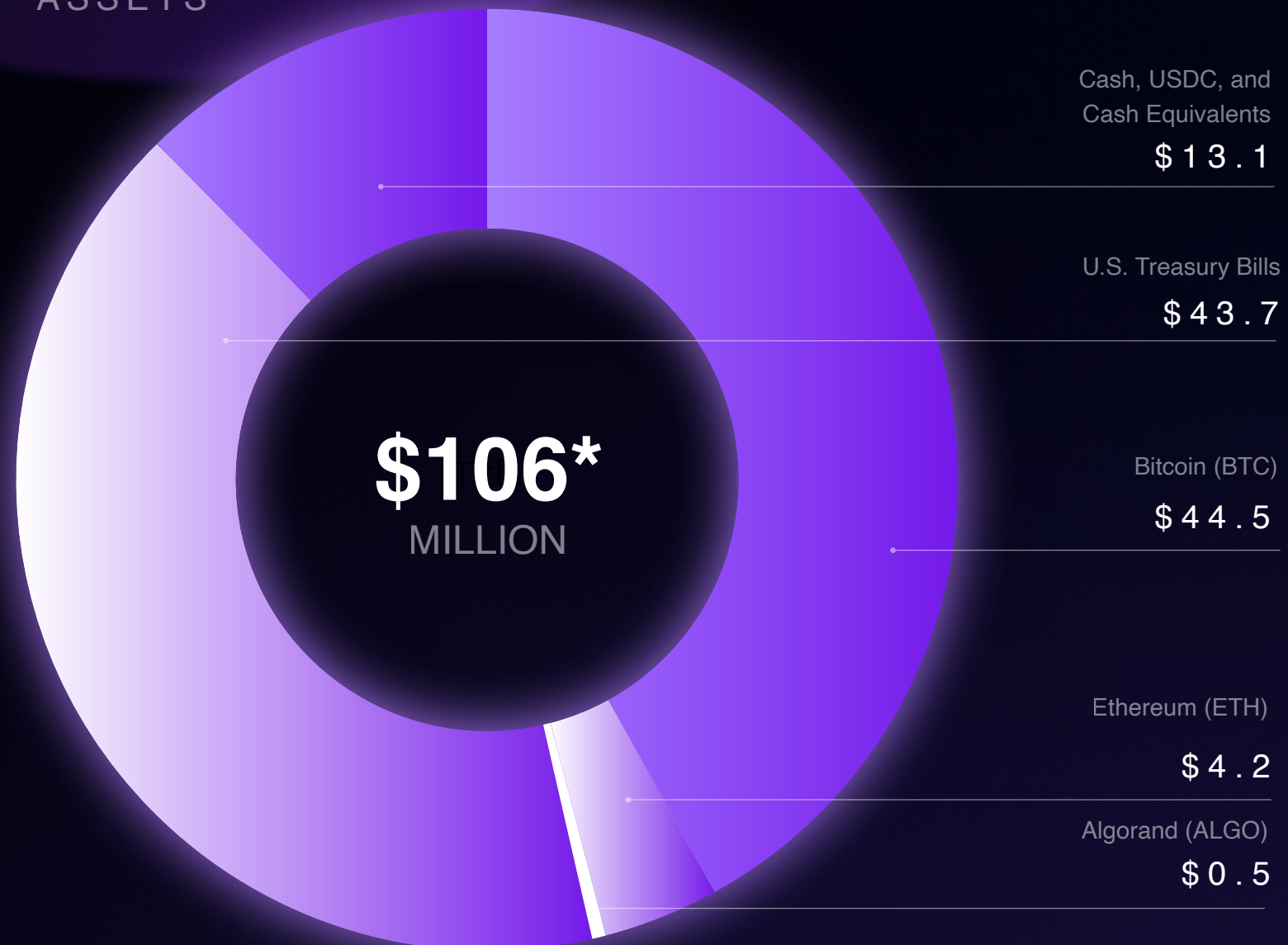


AS OF SEPTEMBER 30, 2023

STRONG BALANCE SHEET

(US\$ in Millions)

CASH AND DIGITAL ASSETS



* Based on market value

CAPITAL STRUCTURE

IN MILLIONS

Outstanding Shares	25.9
Class A (Publicly Traded)	4.1
Class B	21.8
Fully Diluted Equity Incentive Plans	5.6
Fully Diluted Shares	31.5

KEY DIFFERENTIATORS

SELF CUSTODIAL

The speed of centralized crypto exchanges without the risk or rules of third party custody

Private keys are only stored on users' devices to ensure only the user has access

CUSTOMER SUCCESS

Current response time is under 60 minutes to human support

INTUITIVE DESIGN

WHY SELF CUSTODY

	Custodial	Self-Custodial
Control Over Financial Assets	Firm	Customer
Financial Assets Subject to Bankruptcy Risk	Yes	No



VISIONARY LEADERSHIP

CO-FOUNDER AND CEO

JP Richardson

JP's passion for cryptocurrency and belief in a better financial system set the stage for founding Exodus with Daniel. He continues to set our company vision and values and keeps us all on mission.



CO-FOUNDER AND PRESIDENT OF 3ZERO

Daniel Castagnoli

From subtle sounds to smooth animations, Daniel and his team take care of each detail. He is a master of emotional design and has designed experiences for Apple, BMW, Disney, Louis Vuitton, and Nike.



CHIEF FINANCIAL OFFICER

James Gernetzke

Partnering to grow businesses is in James' DNA. Previously CFO of Banyan Medical Systems and Director of Finance at First Data (Fiserv), he is a CPA and received his MBA from Kellogg at Northwestern.

CHIEF LEGAL OFFICER

Veronica McGregor

Veronica brings over 20 years of experience as legal counsel to fast-growing companies in the crypto space. Recently she served as Chief Legal Officer at Shapeshift. Veronica received her JD from the University of California.

CHIEF TECHNOLOGY OFFICER

Matias Olivera

Matias joined Exodus in December 2019 and immediately made a meaningful impact in his multiple engineering roles. He recently moved into the role of CTO to help the company to continue to grow in the world of Web3.

CUSTOMER SUPPORT REVIEWS



“This is one reason Exodus will always be one of my favourites! Customer engagement is brilliant!”

“I use Exodus for a while now and I would like to thank Exodus for being such a transparent and perfect solution for the ones what are sick and tired of banks! Keep up the good work.”

“Hard work, listening to your users, and beautiful design pays off.”

“I have tried at least eight different wallets, and Exodus is actually the best of them. Best user interface, richest information per square pixel, best user experience. Sophisticated, frequently updated, handles all major cryptocurrencies. It's worth talking about, you just have to try it. I don't open the app for my portfolio, I open it because it's a pleasure to look at. For me, without question, Exodus is by far the best.”

“At the moment, for me, this is the most thought-out, most convenient, most beautiful wallet. This is the best wallet for my needs.”

“Well I appreciate You, JP, and the whole team who works tirelessly to constantly level up and evolve Exodus into a clear winner among non-custodial crypto wallets. Exodus is doing great things and it doesn't go unnoticed. Keep up the great work!”

Thank you.

