

DASH CORE GROUP BUSINESS DEVELOPMENT STRATEGY Q&A

1.a. "Does Bradley view DCG's mandate as strictly developing relationships supporting the technical integration of Dash Core software, or does he perceive a broader mandate to facilitate business relations between business partners and the Network whenever and wherever opportunity arises?"

It's primarily around the former, but when opportunities arise (i.e. Bitgo) we will look to facilitate a relationship between the partner and Network where it makes sense

1.b. If it's the latter, I would like to see the evidence that supports the position that an open ended mandate came from the Network rather than from within DCG itself. In short, there's value in clarifying the scope of one's duties, according to a shared understanding, even if it has been clarified before, from time to time."

Perhaps we're misunderstanding the question, but we're not understanding the rationale behind the mandate? If we had a good business opportunity, but was too expensive for DCG Business Development to fund directly, we would take this to the network (i.e. Bitgo). In opportunities where we don't see any area of partnership, we also refer those back to the network via a proposal, so they can take their business case direct. We also sometimes work with proposal owners on tech related questions and feedback prior to pre-proposal discussions. We don't believe a mandate would be required in situations such as the above.

2. One question I'll add on my own behalf for the Q&A, since Dash will soon explicitly offer a platform for development and Dapps, is BizDev taking any proactive steps or making any plans to prepare for those new opportunities, such as approaching potential or existing partners about the utility of extending their app development to our platform or integration of the DAPI or utilization of Dash Drive for secure storage of sensitive information?

Throughout 2018 we've been identifying potential targets for Evolution integration during conversations. Where appropriate we've made references to Dash Evolution functionalities as a precursor to future discussions. With this foundation in place we plan to "hunt" these integration opportunities as soon as the platform is ready and documentation is in place.

3. What would be the marketing strategy?

Marketing strategy will come at a later date (Phase 3) but business development will be closely aligned.

4. How to ensure Liquidity?

In short, we need to encourage more people to enter the Dash ecosystem. Liquidity for new exchange listings continues to be a challenge, but the more successful we're at implementing InstantSend across exchanges, the more this issue will help to be addressed.

5. This is just a non-stop stream of platitudes. When specifics?

Sorry to have disappointed you, however, these are the specifics we're prepared to share at this point.

**6. How to develop a national and international economy on DASH based ecosystem ?
Could some point me to some papers and study cases ?**

One I recommend, though more on technology adoption as a whole, is Diffusion of Innovations by Everett Rogers

7. Does exchange pursuance fall under Core Biz Dev? Sorry, I should clarify, is Core solely responsible for exchange pursuance (will put on the thread too)?

DCG Biz Dev is pursuing exchanges as per one of the communicated areas of focus. However, this does not interfere nor is it intended to interfere with any network proposals. We would ask for your support in helping to enable InstantSend of course.

8. Do you think to integrate DASH to Cannabis industries could help adopt DASH uses faster than other industries and services?

One of the unique opportunities that the Cannabis industry presents is that there is no competing digital form of payment, and there's an industry who is pleading for a solution because cash is unsustainable in the long term. This already makes it more unique and increases our chances of success, when compared to other industries where this need either does not exist or is not on the same level. Additionally, there are significant savings of cost for a cannabis business switching to Dash, as cash currently has a 20-30% cost. Not only is this an additional incentive for business, but a greater percentage can also be shared with the end user, further incentivizing the use of Dash at the POS for their cannabis needs and creating a win/win scenario. That's just B2C. Further opportunities exist on the B2B side where business is today conducted by transporting cash in armored trucks. With Dash, it can be done digitally and securely. Further with Evolution, there are opportunities to expand into the supply chain management side of the business by storing data on the network with DashDrive using customizable Data Contracts.

9. From the business development call. I see Bradley is talking about integrating instant send in exchanges at a minimum for receiving transactions immediately into balances. But for withdrawals from exchanges using instant send, that's just not possible unless everyone's funds are segregated and there's no cold storage which is a bad security practices. so how can you accomplish this integration given that the hot wallet needs to be dormant for 6 confirmations prior to someone making an instant send withdrawal. It can't be reliable or scalable and i don't think business development should even be focusing or suggesting this to exchange partners. the receiving part is a good idea though.

In our experience we've seen a Hot / Cold wallet configuration that is favorable for InstantSend implementation. In terms of system definitions we have two definitions to keep in mind. "Hot Wallets" are designed to contain a certain minimal level of funding in order to ensure uninterrupted operations. In contrast, "Cold Wallets" store much greater amounts of currency,

are accessed less frequently, and involve more complicated procedures in order to access the funds. Typically funds are moved into the "Hot Wallet" when it drops below a minimum funding level. This is done in order to ensure uninterrupted operations for the end-user, at all times this wallet should have a minimal amount of funds in it ready to be spent.

Technically speaking there's very little difference between creating a "Standard Transaction" versus creating an "InstantSend Transaction". As you'd pointed out, it is true that funds held in the "Hot Wallet" require a 6+ confirmations before being used for InstantSend. The minimal funding threshold mentioned previously provides an unintended benefit that these funds will typically also possess the required number of confirmations. As a result they should be ready for use in outbound InstantSend transactions and should not create any barriers for implementation of our strategy.

10. Will DCG be creating a "DASH VENTURES" company or will that be established by a 3rd Party?

As per previous updates, DCG is working with external counsel to establish Dash Ventures. This is separate from Business Development and will be communicated when more information is available to share.

11. I have seen the video, and I think that we should expand the LATAM focus to Argentina, its current economic situation and the future will be ideal for the growth of the use of Dash. I would like to know if this suggestion you will annotate to include in the growth roadmap, since Mexico-Venezuela-Argentina could be very good strategy to geographically have a good market positioning in Latin-america.

Thank you for your suggestion and we agree that there are similarities in Argentina. We are not planning to change the areas in which we focus at this time. This is where we will prioritise our efforts, but at the same time, we anticipate there will be opportunities to expand into other Latin American countries, like Argentina, in support of our overall strategy.

12. On the other hand, I consider the Cannabis industry in the USA as a top priority for the increase of market share in B2B, I think that the focus should be on attending the fairs and events in this sector, so that they know the solutions and advantages of Dash and get new partnerships, taking advantage of the current alliances in this industry. I wanted to know if you are going to focus on these actions?

Yes, we already participate in these, and will continue to do so, as a part of our cannabis strategy.

13. Hi Bradley, you said you wanted to at a minimum work with exchange partners to enable instantsend for deposits. Does Business development actually think it's a). possible and/or b). responsible to suggest to exchange partners to enable instantsend from withdrawals? Have they thought about the technical limitations of implementing this? And secondly, how do they think the instandsend integrations into exchanges for

deposits competes with other similar solutions traders already have access to for arbitrage purposes through other cryptocurrencies?

Please also see above for our response to a similar question. We know that this is technically possible and our most recent exchange partner, BitBNS, has InstantSend enabled. Current discussions with other exchanges have additionally not revealed any obstacles that would prevent the implementation.

14. What are your plans to give dash the final catch up push inside the cryptocurrency industry? There are some highly successful services that are still not integrated with dash. Gemini, Coinbase, bitpay come to mind but certainly also a few others. How do you plan to get dash into the crypto premier league?

The strategy presented represents our current plans to expand the Dash ecosystem. We don't confirm or deny our plans with specific companies.

15. The freelancing industry is another industry plagued by high fees and expensive cross border payments. Did you consider this industry as well? It holds a big potential spreading Dash all over the world and infusing countries with dash where it would otherwise not be easily possible?

There are multiple industries and use cases where cryptocurrency in general, and Dash specifically, can make a positive impact. At this time, we are not looking at the freelancing industry, but focusing instead on the areas presented.