

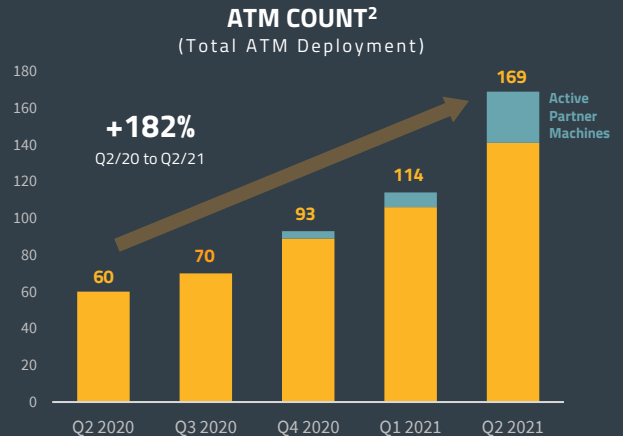
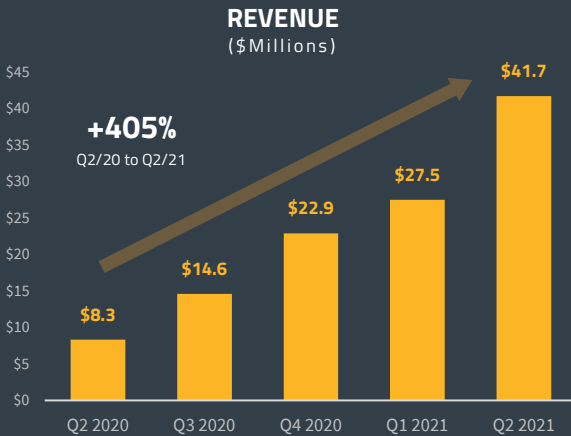
## BACKGROUND

Bitcoin Well (the “Company”) offers convenient, secure and reliable ways to buy and sell bitcoin through a trusted Bitcoin ATM network and suite of web-based transaction services. The Company generates revenue and based on management’s assessment of publicly-available data, is the first publicly traded Bitcoin ATM company in the world, with an enterprising consolidation strategy to deliver accretive and cost-effective expansion in North America and globally.

- 200+** MACHINES IN USE
- TSX.V: BTCW** WORLD'S FIRST PUBLICLY TRADED BITCOIN ATM COMPANY<sup>1</sup>
- NON-CUSTODIAL** REDUCES RISK TO BUYERS, SELLERS & SHAREHOLDERS



## FINANCIAL HIGHLIGHTS



## GROWTH STRATEGY



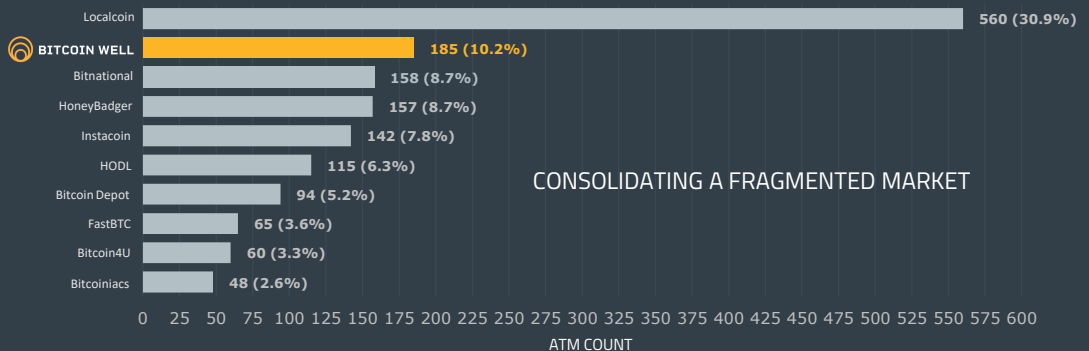
ACCRETIVE ACQUISITIONS

CONTINUOUS ATM DEPLOYMENT

EXPANDED ONLINE & IN-PERSON SERVICES

ENHANCED SOFTWARE DEVELOPMENT

CANADIAN ACQUISITION OPPORTUNITY LANDSCAPE (Canadian based ATMs only)



CONSOLIDATING A FRAGMENTED MARKET

# THE BITCOIN WELL OPPORTUNITY



## POSITIVE REVENUE & MARGINS

- 5% - 18% average gross profit margins
- Revenue generation driven by transactions supports continued expansion and Ghostlab software development<sup>3</sup>



## TRUSTED

- Fastest and safest way to buy and sell bitcoin
- Longest-serving, founder operated Bitcoin ATM company in Canada



## HIGH-GROWTH

- Growing through organic expansion + acquisitions
- Fragmented market is ripe for consolidation



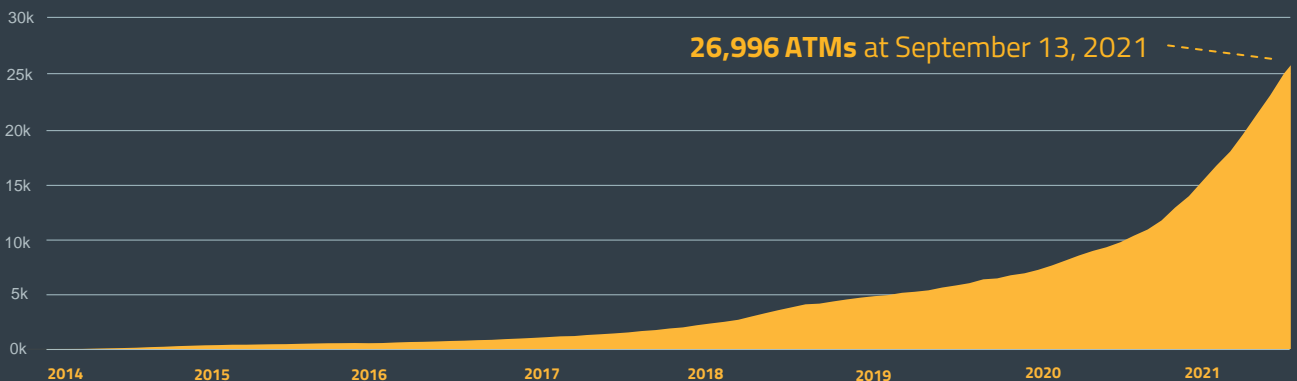
## MARKET LEADING

- Non-custodial model
- Ghostlab brings proprietary software development<sup>3</sup>
- Maximize revenue per machine, driving robust returns

## CORPORATE & INDUSTRY HISTORY

### Global Bitcoin ATM Installations

• Source: [coinaltmradar.com/charts/growth](https://coinaltmradar.com/charts/growth)



**26,996 ATMs at September 13, 2021**

### 2013

- Bitcoin Solutions is founded by Adam O'Brien

### 2017

- 15 ATMs in use
- Hired first employee
- Dec 2017 was highest grossing month with \$4M in sales

### 2019

- 40 ATMs in use
- Expansion into eastern Canada, growth through acquisition
- Web-based platform established
- \$18M in sales

### 2020

- 95 ATMs in use
- Closed 3 acquisitions
- Commenced go public process
- Strengthened internal team & capabilities
- \$52M in sales

### 2021 & BEYOND

- 200+ ATMs in use
- Acquired Ghostlab, expanding BTCW's future potential SaaS revenue stream<sup>3</sup>
- 35,000 square foot HQ announced in Edmonton to support rapid growth, foster innovation and collaboration
- Became publicly listed on TSXV under 'BTCW'
- Brokered private placement of \$7M to accelerate global expansion, pursue synergistic acquisitions and support working capital
- Opened a Calgary office for 'Over-the-Counter' appointment-based transaction services
- \$69M in year-to-date sales at end of Q2

## MANAGEMENT

**Adam O'Brien**  
Founder & CEO

**Luke Thibodeau** CPA, CAMS  
Interim CFO

**Dave Bradley**  
Chief Revenue Officer

## BOARD

**Julian Klymochko** CFA  
Chairman  
Accelerate Fintech

**Eric Sauze** CFA, CA  
JAG Flocomponents

**Carman McNary** Q.C., ICD.D., LLD (Hon)  
Counsel, Dentons

**Alice Reimer** MBA  
Creative Destruction Lab

**Michèle McCarthy** LLM, ICD.D  
Independent Review Inc.

**Adam O'Brien**  
Founder & CEO

**Dave Bradley**  
Chief Revenue Office



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<sup>1</sup> Based on management's assessment of publicly-available data.

<sup>2</sup> ATM count includes both Canada and UK based machines, including active partner machines, as at the end of each respective quarter.

<sup>3</sup> The acquisition of Ghostlab by Bitcoin Well closed on September 13, 2021.