



## Navigating the Downturn

Dear Investor,

The crypto community has had a deluge of negative news. This has impacted the prices of cryptocurrencies and valuations of all companies participating in the crypto market. Exodus' common stock has not been immune to this trend, including its impact on our stock price.

With a down market also comes opportunity, and that opportunity is available to you via the [Securitize](#) and [tZERO](#) platforms. While the world is dynamic, our vision remains unchanged: Help the world exit traditional finance. We'll do this by continuing to build and deliver beautiful, easy-to-use products for our customers.

Exodus is extremely proud of the following points, which are the foundation for future growth and success:

**Exodus is self-custodial.** By design, Exodus never has access to customer funds. We do not and we cannot lend your money out. We will never touch your money. Your funds remain solely in your custody; in other words, "your keys, your crypto."

**Our balance sheet is strong.** Exodus holds over \$50MM in cash and cash equivalents, along with ~\$50MM in [BTC and ETH](#) and no debt. We are prudent spenders, and our treasury management strategies remain conservative.

**Exodus delivers an exceptional customer experience.** Our Support team's median response time is below 9 minutes so you can rest assured any questions or concerns you may have will be answered.

Outstanding customer service supports our beautifully-designed, easy-to-use Exodus platform so you can access all that decentralized finance has to offer. We empower customers to control

and grow their wealth via mobile and desktop as well as via our [new browser extension](#). The browser extension includes Ethereum and Solana blockchain support with Algorand support soon-to-follow.

**We are led by a knowledgeable and experienced leadership team.** Our executives have personally experienced previous crypto downturns, and have led Exodus into its previous boom cycle. We are focused on continuing to deliver shareholder value over the long-term.

We are here 24/7 to support you, our loyal and dedicated shareholder. Please reach out to [investors@exodus.com](mailto:investors@exodus.com) for thoughtful answers to any questions and concerns you may have.

As always, we remain extremely grateful for your support and interest in Exodus. For some of you, this extends all the way from 2016 to the present day.

Warmest Regards,

Allysa Howell  
Director of Investor Relations