

# How to mainstream Bitcoin (...and mine it for less than \$10/BTC)

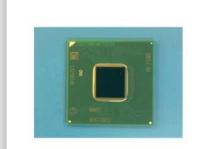
2013 Design the world's best Bitcoin mining chip

2014 Prove it scales by mining millions in BTC

2015 A miner in every device and in every hand

#### At A Glance

21E6 is one of the fastest growing startups of all time.



Chip Intel 22nm



**System**Custom mining server



**Datacenter** 20,000+ servers



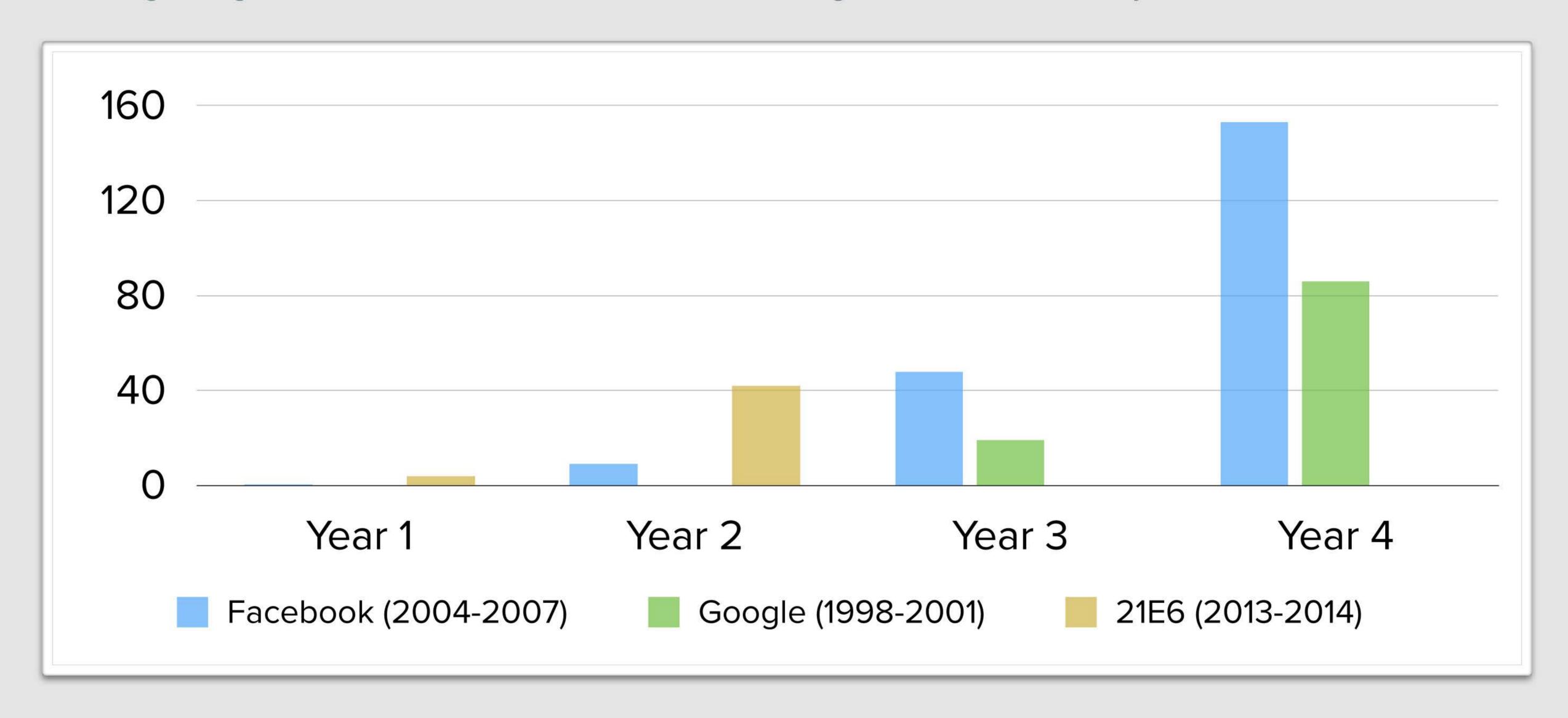




Founded	May 2013	
Investors	a16z, Thiel, Levchin, Skoll, Pincus,	
2013 Rev	\$3.8M USD [5.7k BTC]	
2014 Rev (YTD)	\$37M USD [69k BTC]	
2014 Rev (Proj)	\$41M USD [82k BTC]	
Chips	>725,000	
Power	>25 MW	
Employees	19	
Customers	0	

### The Next Big Thing Never Looks Quite Like The Last

We're growing revenue faster than both Facebook and Google did in their first two years.



#### Team

Expertise at every level of the Bitcoin hardware stack, from cryptography through ASICs to datacenters.



#### Matt Pauker (CEO)

- Founder, Voltage Security (>\$45m rev)
- · Author of 15+ cryptography patents
- BS Computer Science, Stanford



#### Nigel Drego (Co-founder)

- · PhD EE, MIT
- Thesis: semiconductor process variation to reduce energy consumption



#### Balaji Srinivasan (Chairman)

- General Partner at Andreessen Horowitz
- Founder/CTO, Counsyl (\$1B+ val)
- BS/MS/PhD EE, MS ChemE Stanford



#### Veer Kheterpal (Co-founder)

- · PhD EE, Carnegie Mellon
- Founded Fabbrix: semiconductor design startup (\$19.6M acq., 10 employees)



#### Albert Esser (COO)

- Previously VP, Power & Infra. @ Dell
- · VP Engineering, Eaton; CTO, Emerson
- MS/PhD EE, RWTH Aachen

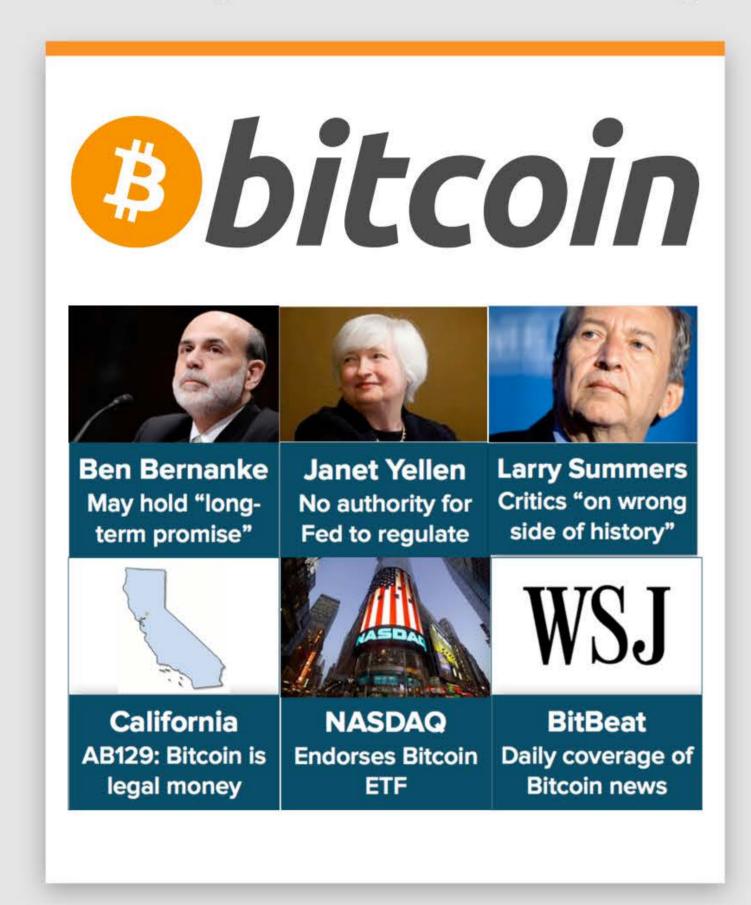


#### Daniel Firu (Co-founder)

- · MS EE, UF
- Supervised three years of monthly tapeouts at PDF Solutions

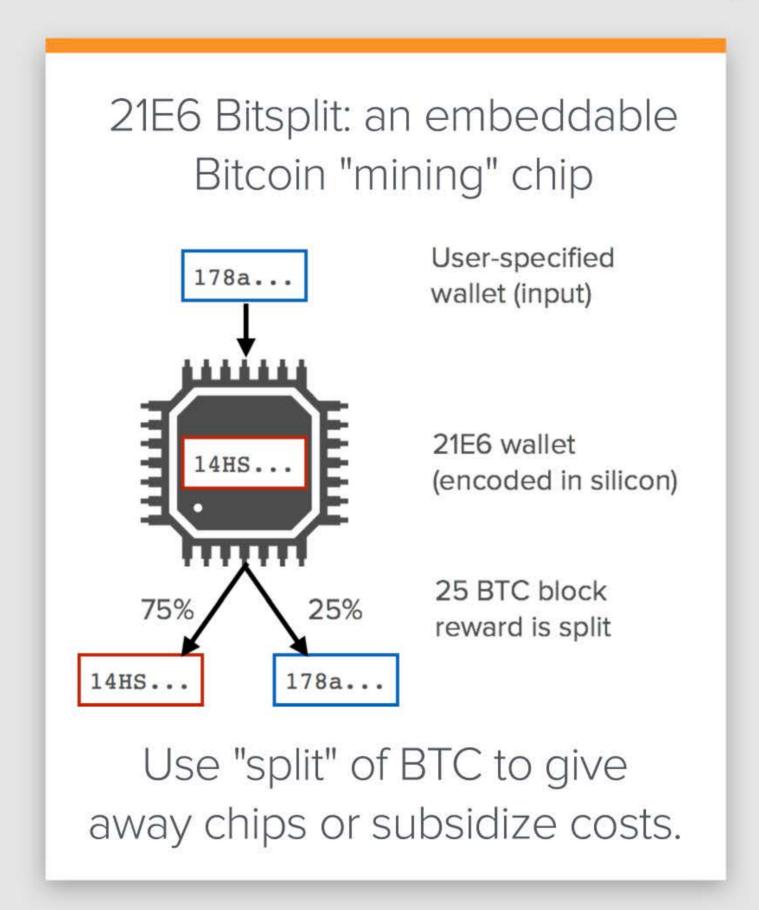
### **Executive Summary**

We've figured out how to charge Bitcoin out of a wall socket - and finally enable web-scale micropayments.



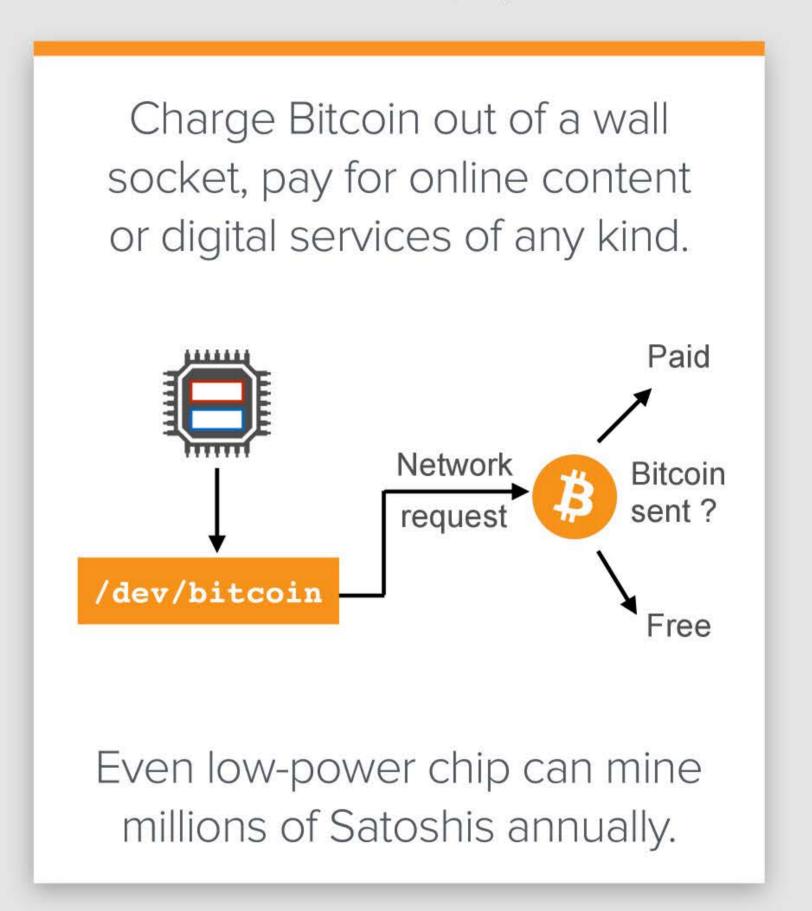
### Bitcoin is here to stay. But what's the killer app?

Institutional acceptance & infrastructure network effect, but no consumer app.



## Idea: generate Bitcoin from on-chip mining

Turn power from wall socket into a universal digital currency.



## Result: Micropayments are now finally feasible!

Not theory - we've actually built working chip & protocol demos.

## Bitcoin is here to stay

Institutional acceptance now beyond tipping point

#### **Bitcoin Timeline**

Over last year, incredible mindshare growth in both government and institutional finance.

Government





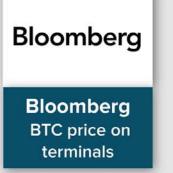




Finance









### **Bitcoin Timeline**

...and not just in government/financial sector, but tech & market mindshare as well.

Tech









Market



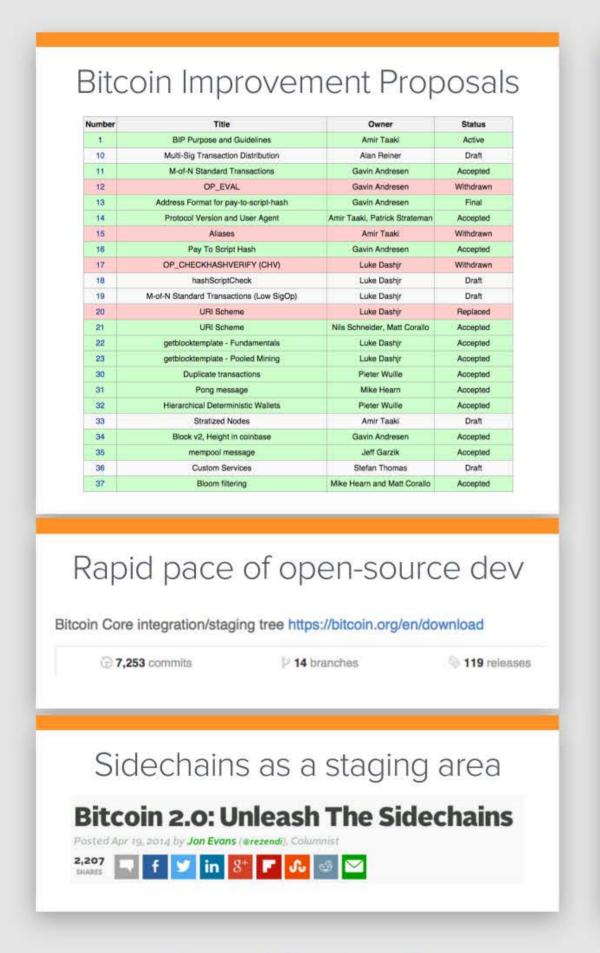






### Why is Bitcoin likely to be the winner?

Let's talk through some of the most frequently raised questions.



Important: Bitcoin protocol itself has not been hacked.

#### I Tried Hacking Bitcoin And I Failed

DAN KAMINSKY, DANKAMINSKY.COM

APR. 12, 2013, 10:45 AM 670,407 912

Seriously though, as an engineer and as a hacker (and I promise you, these are two *very* different things), BitCoin surprised me. Here was a system with the following properties:

- · Created an enormous global cloud of always-on, listening machines
- · Spoke its own fiddly little custom network protocol
- Written in C++, which for all of its strengths is not usually the safest thing in the world to be reading random Internet garbage with
- Directly implemented the delivery of a Pot Of Gold At The End Of The Rainbow for any hacker who could break it

By all extant metrics in security system review, this system should have failed instantaneously, at every possible layer.

And, to be fair, it has failed at other layers – BitCoin thefts have occurred, in the meta-code that surrounds the core technology itself.

But the core technology *actually works*, and has continued to work, to a degree not everyone predicted. Time to enjoy being wrong. What the heck is going on here?

Analogy: a bank robbery is not a counterfeit dollar. Similarly, Mt. Gox hack did not mean a double spend of Bitcoins.

Like early Internet, demand is pushing scalability innovation.

#### A Scalability Roadmap

BY GAVIN ANDRESEN, CHIEF SCIENTIST, OCTOBER 6, 2014



My rough proposal for optimizing new block announcements resulted in lots of discussion about lots of scaling-up issues. There was some misunderstanding that optimizing new block messages would be a silver bullet that would solve all of the challenges Bitcoin will face as usage grows; this blog post is meant to sketch out one possible path for the behind-the-scenes technical work that is being done (or will need to get done) over the next few years to scale up Bitcoin.

Scaling will be nontrivial, but Internet pushed communications up to 10000/day. Bitcoin will do same for transactions.



#### Modifiable?

Yes. Like Linux, BIPs/patches regularly incorporated.

#### Secure?

Appears so. Protocol itself has not been hacked.

#### Scalable?

Yes. Core devs have published billion tx roadmap.

#### Blockchain, not Bitcoin?

Not really separable; token is incentive for distributed mining

### Bitcoin has a four-sided network effect

Four groups: miners, developers, users, and merchants.



**Miners** 

Verify transactions, receive BTC.



Merchants

Accept Bitcoin for goods.



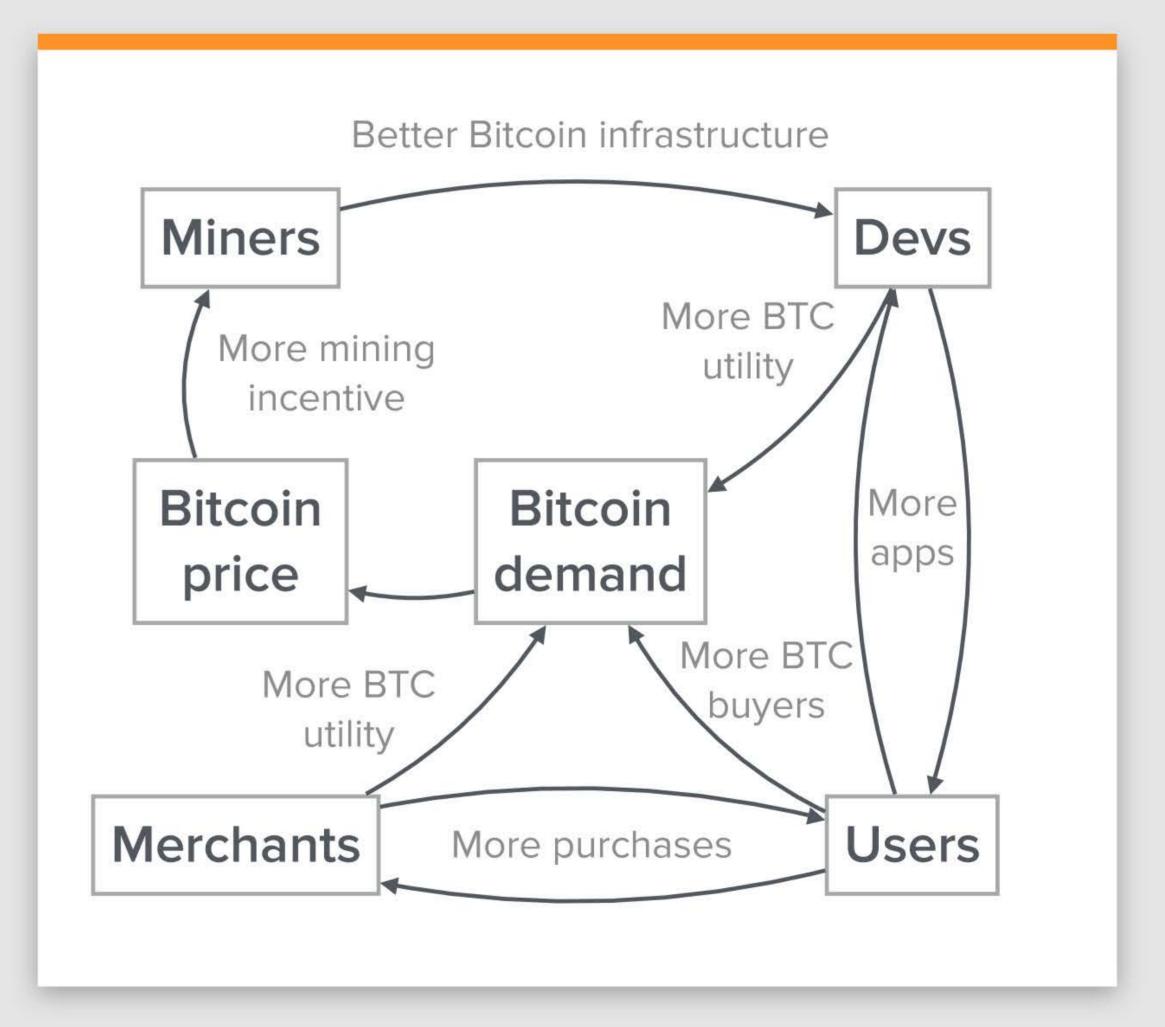
Devs

Write Bitcoin apps.



Users

Use Bitcoin for goods & apps.



#### The 4-Sided Network Effect

Every node increases value for other nodes.

#### Why is Bitcoin likely to be the winner?

Let's talk through some of the most frequently raised questions.

#### Neutralizing a 51% attack

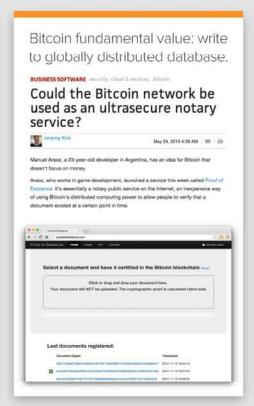
But it would also be obvious it was happening, and pretty easy to defend against. As I said on the Bitcoin Forums;

Something like "ignore a longer chain orphaning the current best chain if the sum(priorities of transactions included in new chain) is much less than sum(priorities of transactions in the part of the current best chain that would be orphaned)" would mean a 51% attacker would have to have both lots of hashing power AND lots of old, high-priority bitcoins to keep up a transaction-denial-of-service attack. And they'd pretty quickly run out of old, highpriority bitcoins and would be forced to either include other people's transactions or have their chain rejected.

The code already has a notion of "bitcoin priority" that it uses to prevent transaction spam (sending gazillions of tiny transactions to yourself, just to make everybody else do the work of validating and storing them); extending that to influence the chain-fork-selection code wouldn't be hard.

#### 51% attack?

Oversold. Technical countermeasures available.



#### Fundamental value?

Actually, yes. 1 Satoshi: write to a global notary public.



#### Legal issues?

As of 2014, major govt & financial acceptance.



#### Alternatives?

Prob not. BIPs + Sidechains: Bitcoin adaptable like x86

### Bitcoin is to Paypal as Linux is to Windows

We've already seen what happens when an open-source, decentralized, programmable version arises.

#### **EVERY ENTITY**

Banking for anything



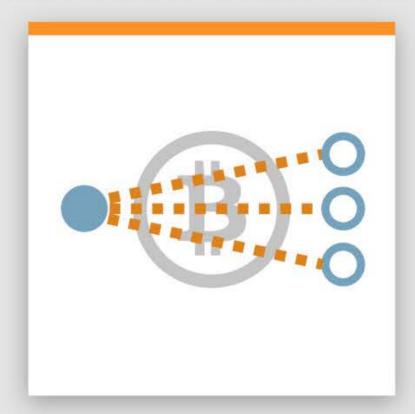
#### **EXTENSIBLE**

Modify code, add features



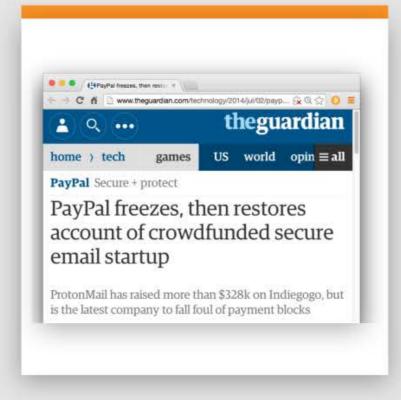
#### **EVERY DEVICE**

Connected? Send/receive.



#### UNFREEZABLE

Full personal control



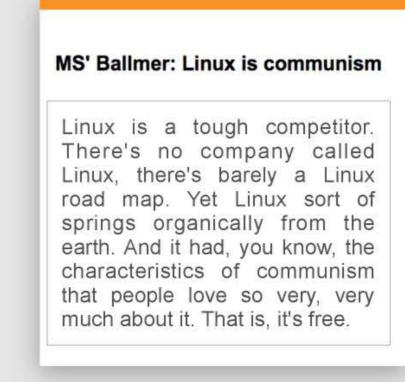
#### **EVERY COUNTRY**

Available worldwide



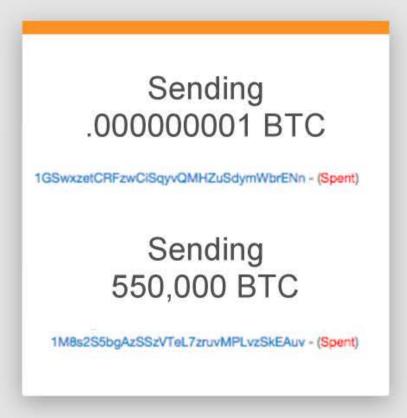
#### FREE & OPEN SOURCE

No toll from .com



#### **EVERY AMOUNT**

From micro to macro



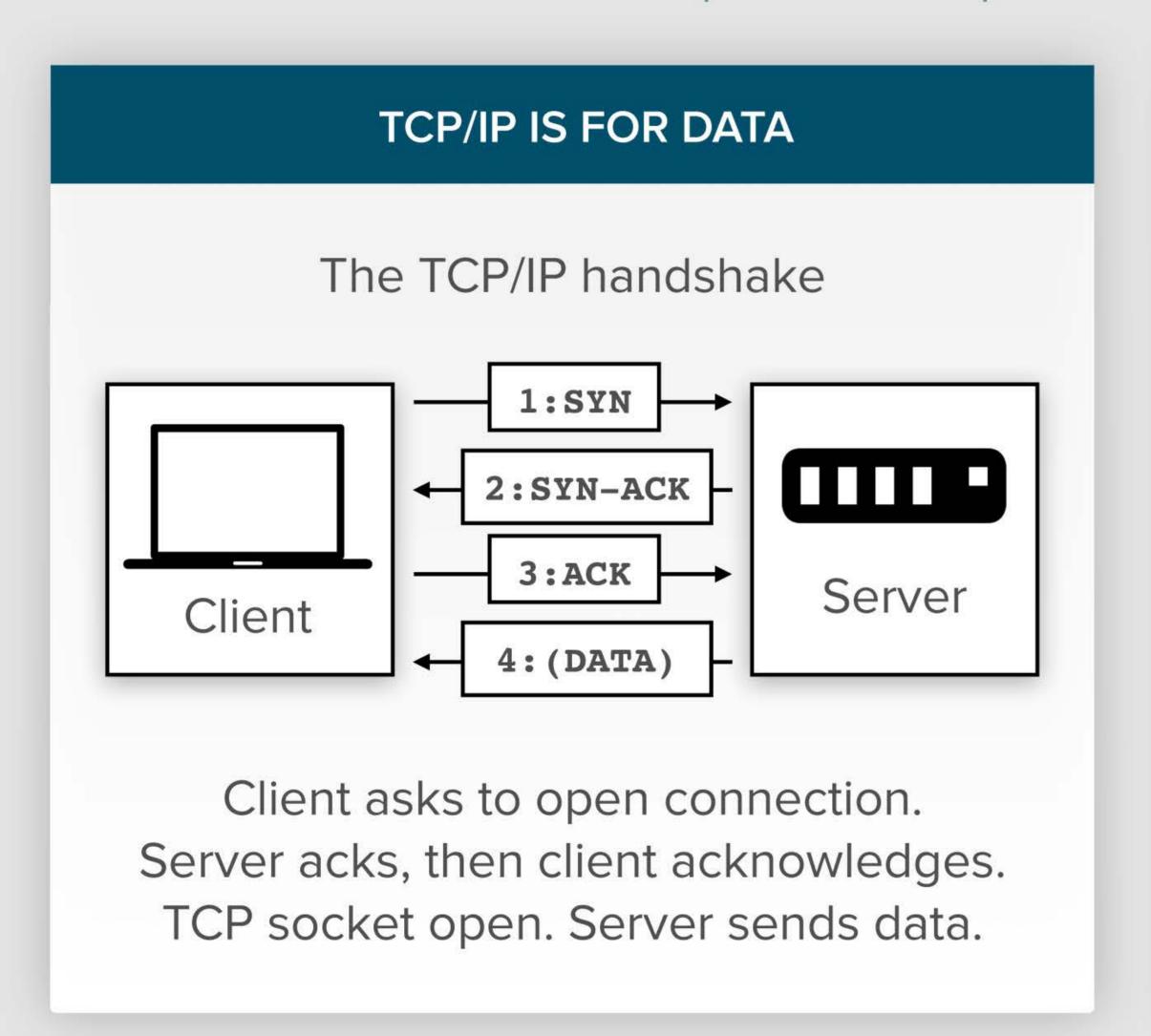
#### **MUCH MORE**

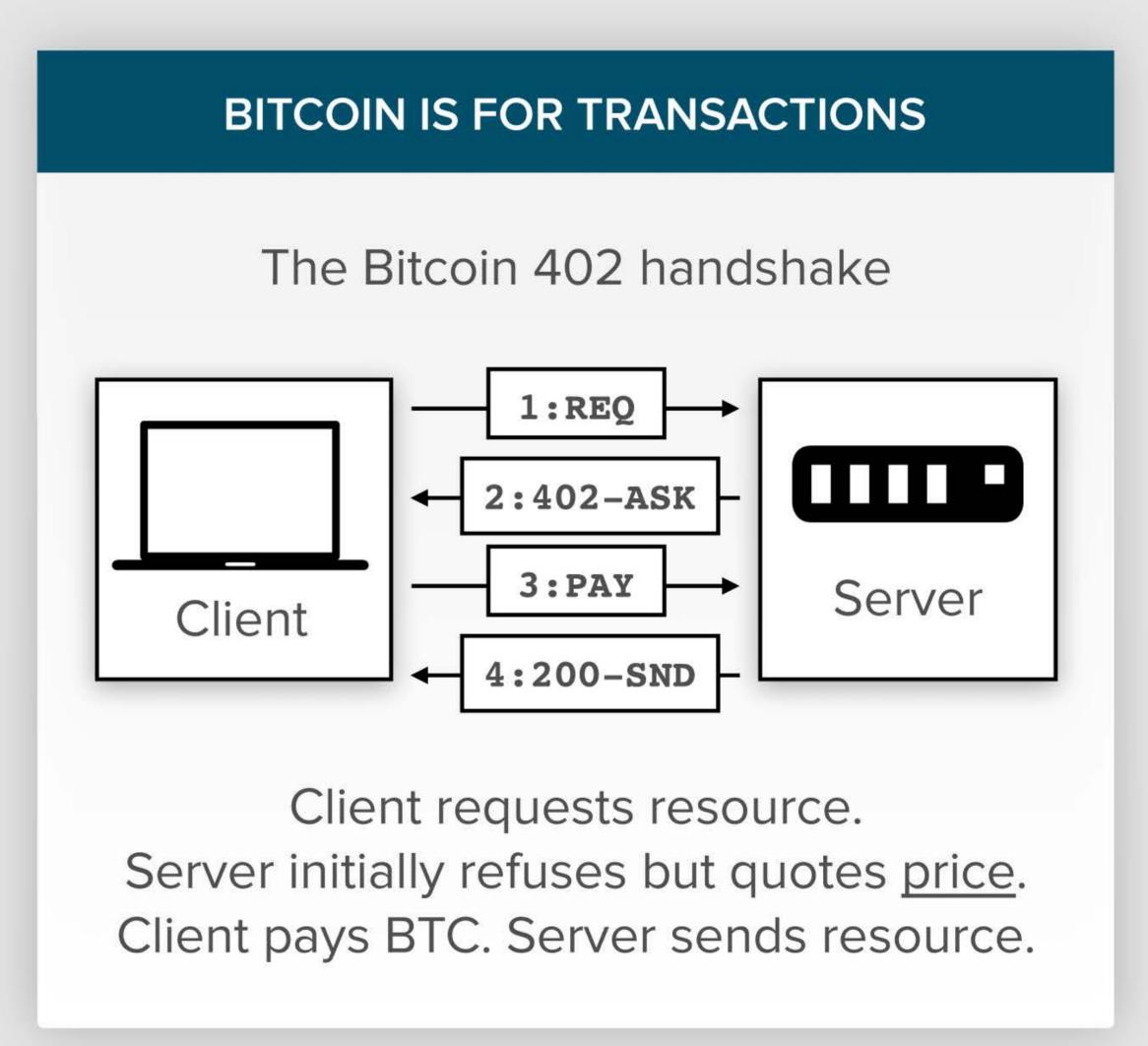
Multisig, Blockchain, Contracts!



### Bitcoin enables TCP/IP for transactions

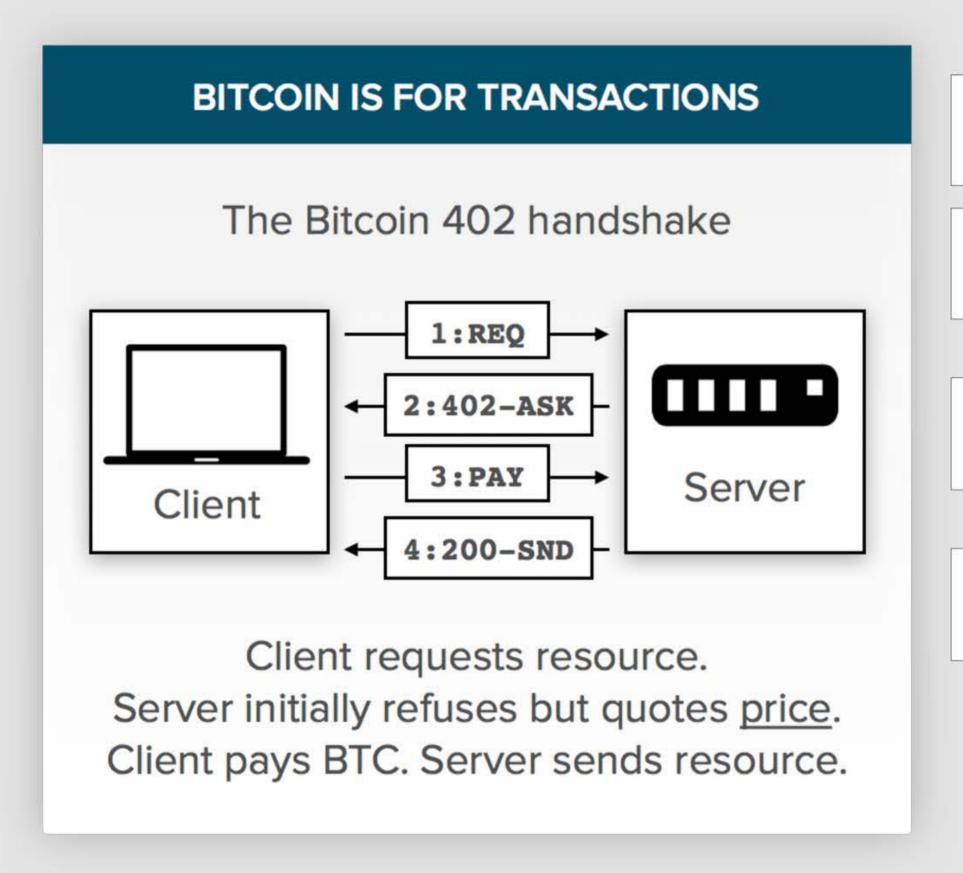
Recall the TCP/IP handshake. It's possible to implement a payments handshake like this using Bitcoin.





### Bitcoin enables TCP/IP for transactions

We know this is possible because we implemented it.



CLIENT INITIATES
HTTP REQUEST

SERVER DENIES, ASKS FOR .001 BTC

CLIENT REREQUESTS
AND ATTACHES BTC

SERVER RETURNS
RESOURCE FOR BTC

demo@402demo:~\$

```
demo@402demo:~$ bitcurl -X POST -d '{"to":
6502071548,"msg":"hello world via bitcurl"}'
http://api.demo.21e6.com/api/twilio -v
Requesting http://api.demo.21e6.com/api/twilio
Status 402
Bitcoin address: 1Gy4AvTeA2LftFdMm2TfBojV1LfcT22KRr
Price in BTC: 0.001
Transaction id:
6428b54af4e2f03bf5d806472d2081d4a0dac7f53d156906f9c8aeec6
01cb34b
Retrying request with txid..
Status 200
{"status":"ok","message_id":"SM04d5c769e8a847098c16da328b
658037"}
```

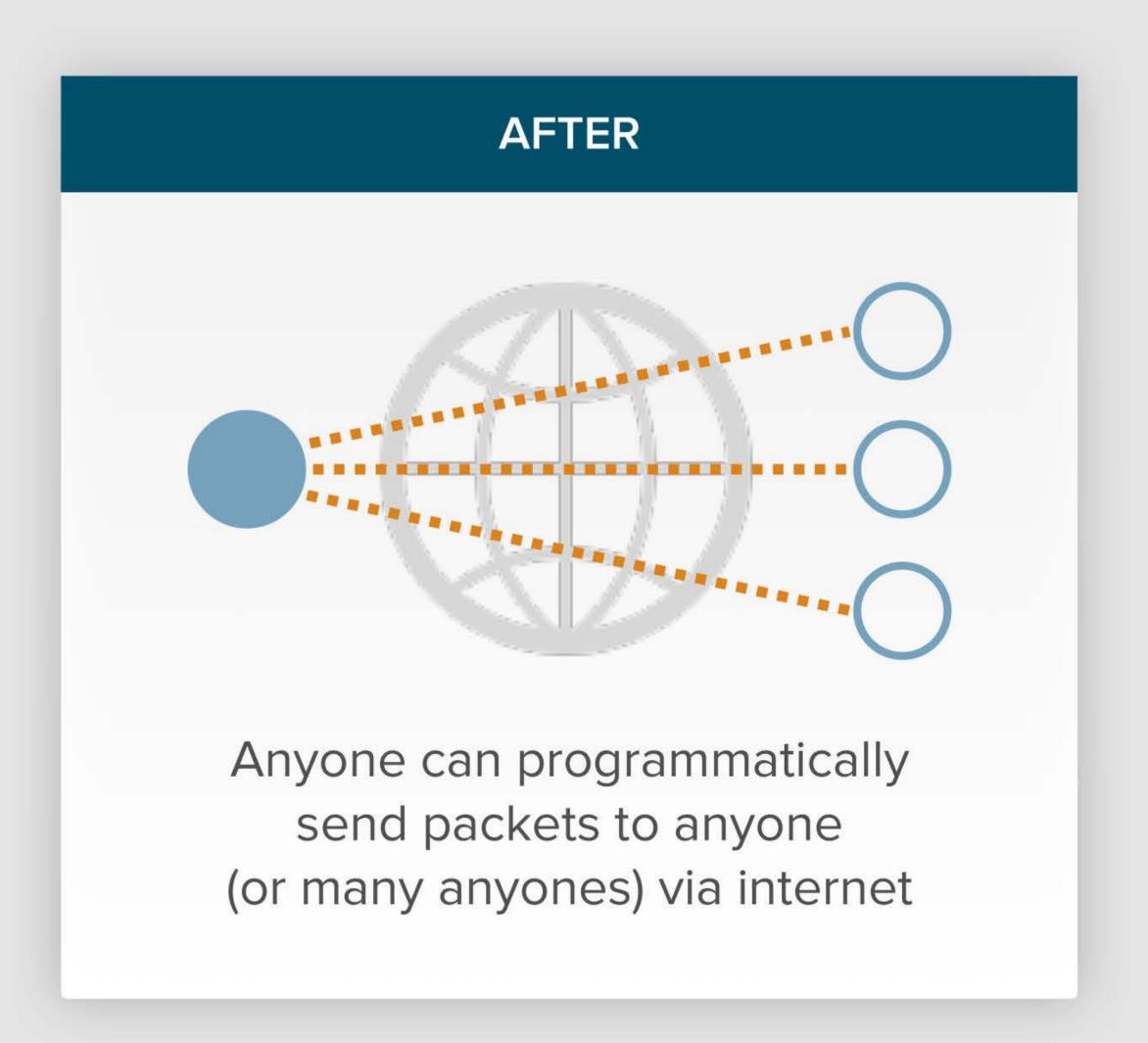
```
demo@402demo:~$ bitcurl -X POST -d '{"to":6502071548,"msg":"hello world via bitcurl"}' http://api.demo.21e6.com/api/twilio -v
Requesting http://api.demo.21e6.com/api/twilio
Status 402
Bitcoin address: 1Gy4AvTeAzLftFdMmzTfBojV1LfcTzzKRr
Price in BTC: 0.001
Transaction id: 6428b54af4ezf03bf5d80647zdz081d4a0dac7f53d156906f9c8aeec601cb34b
Retrying request with txid..
Status 200
{"status":"ok","message_id":"SM04d5c769e8a847098c16da328b658037"}
```

A live demo of "TCP/IP for transactions"

### This is why we compare Bitcoin to the Internet

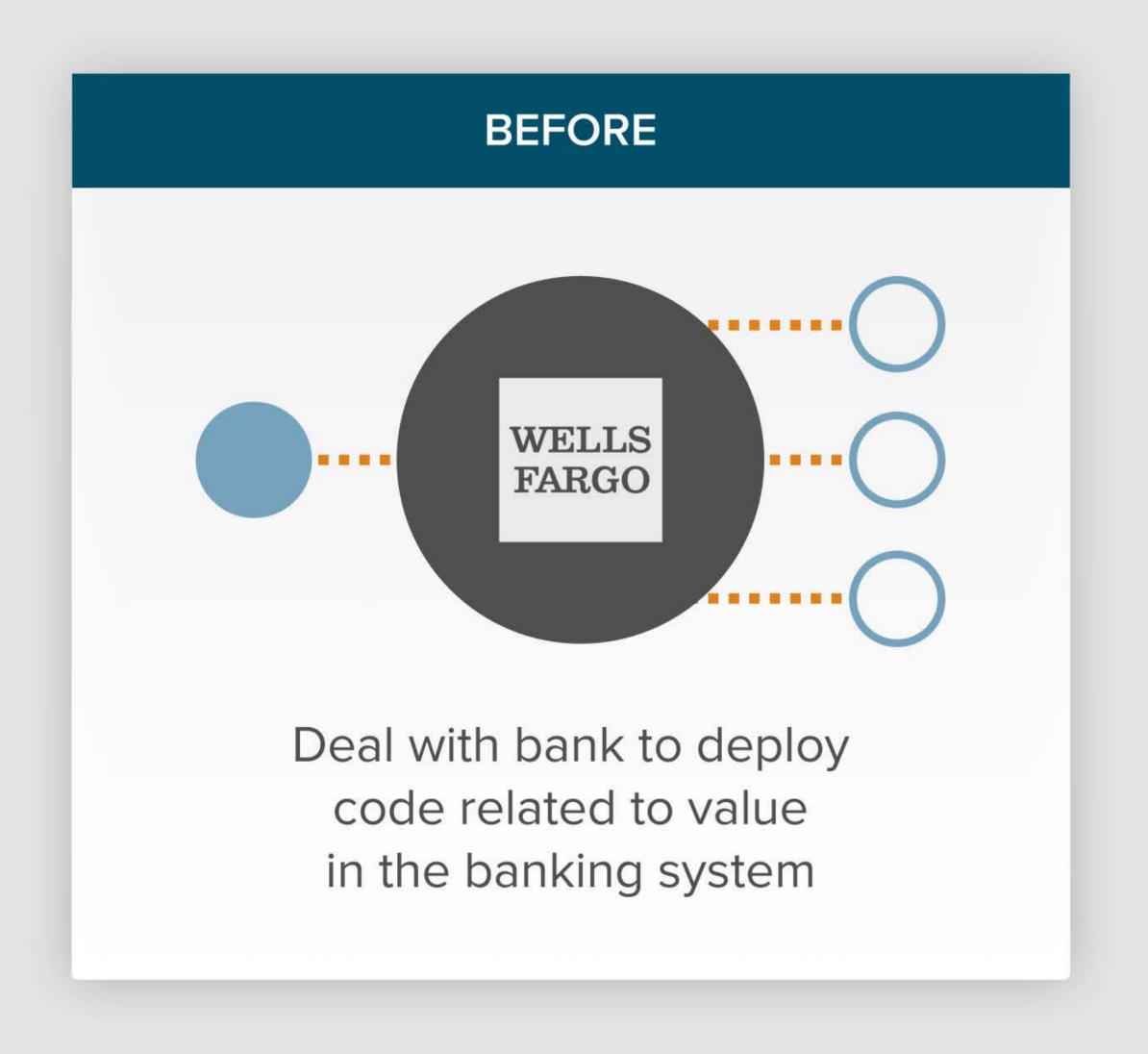
The internet disintermediated telcos, replacing with programmable packet-based communication.

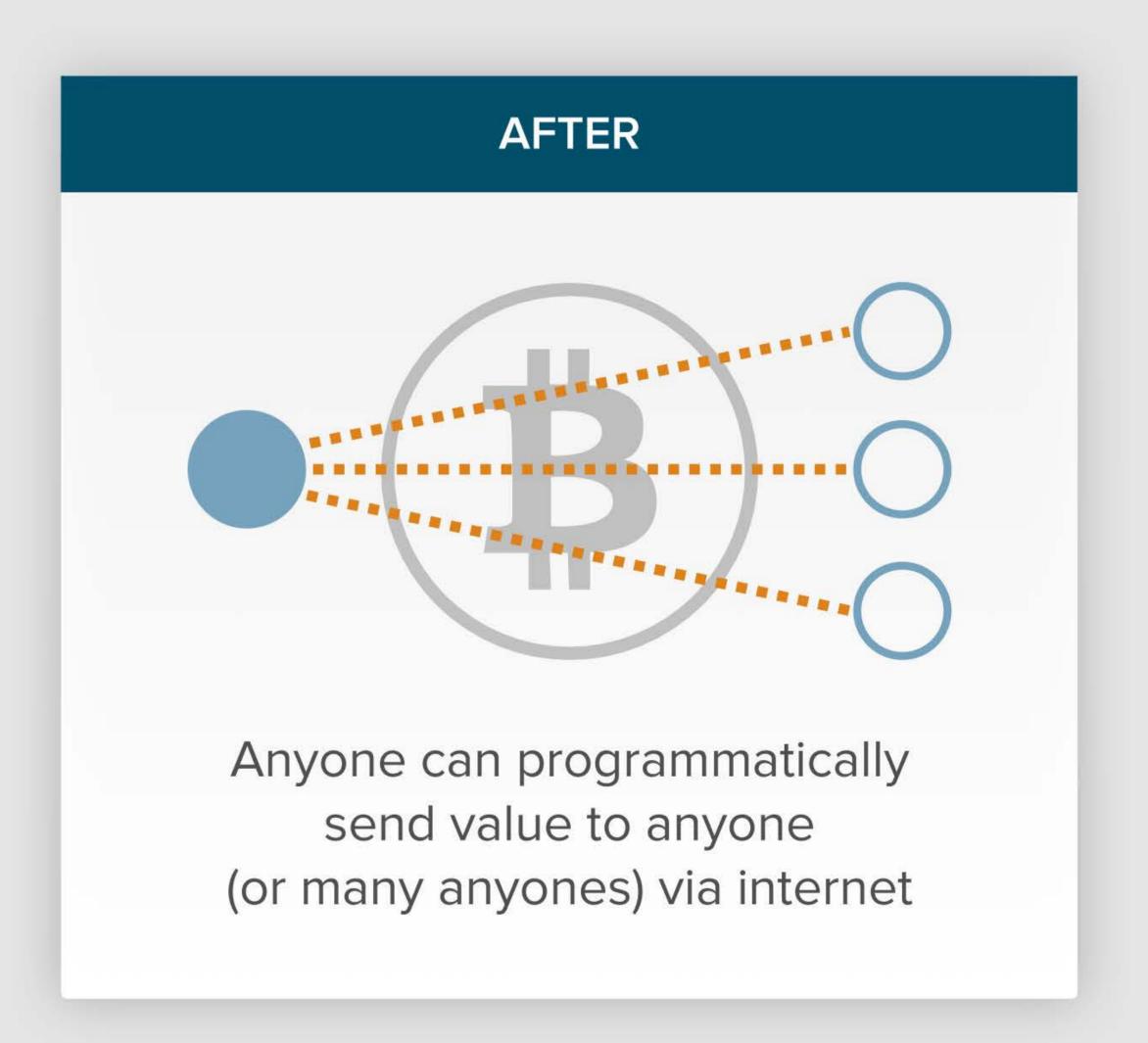




### Bitcoin disintermediates banks

Similarly, Bitcoin disintermediates Fedwire/ACH/SWIFT, replacing with programmable packet-based money.



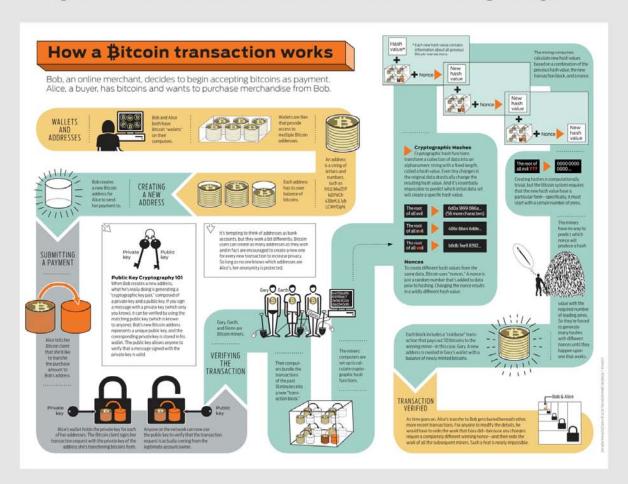


### The Problem

Bitcoin mining is highly lucrative - and competitive

#### Background

Bitcoin mining: a worldwide computational race, held every 10 mins. Mining combines transaction authentication with seignorage.





#### A Brief History of Mining

Mining has moved at Bitcoin time, recapitulating the entire history of computer development in a few years.

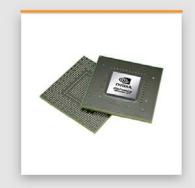
**CPU** 2009-2010



DESKTOP ASIC 2013-2014



**GPU** 2010-2013



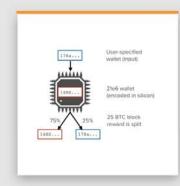
ASIC FARM (21E6) 2013-2014



**FPGA** 2011-2013



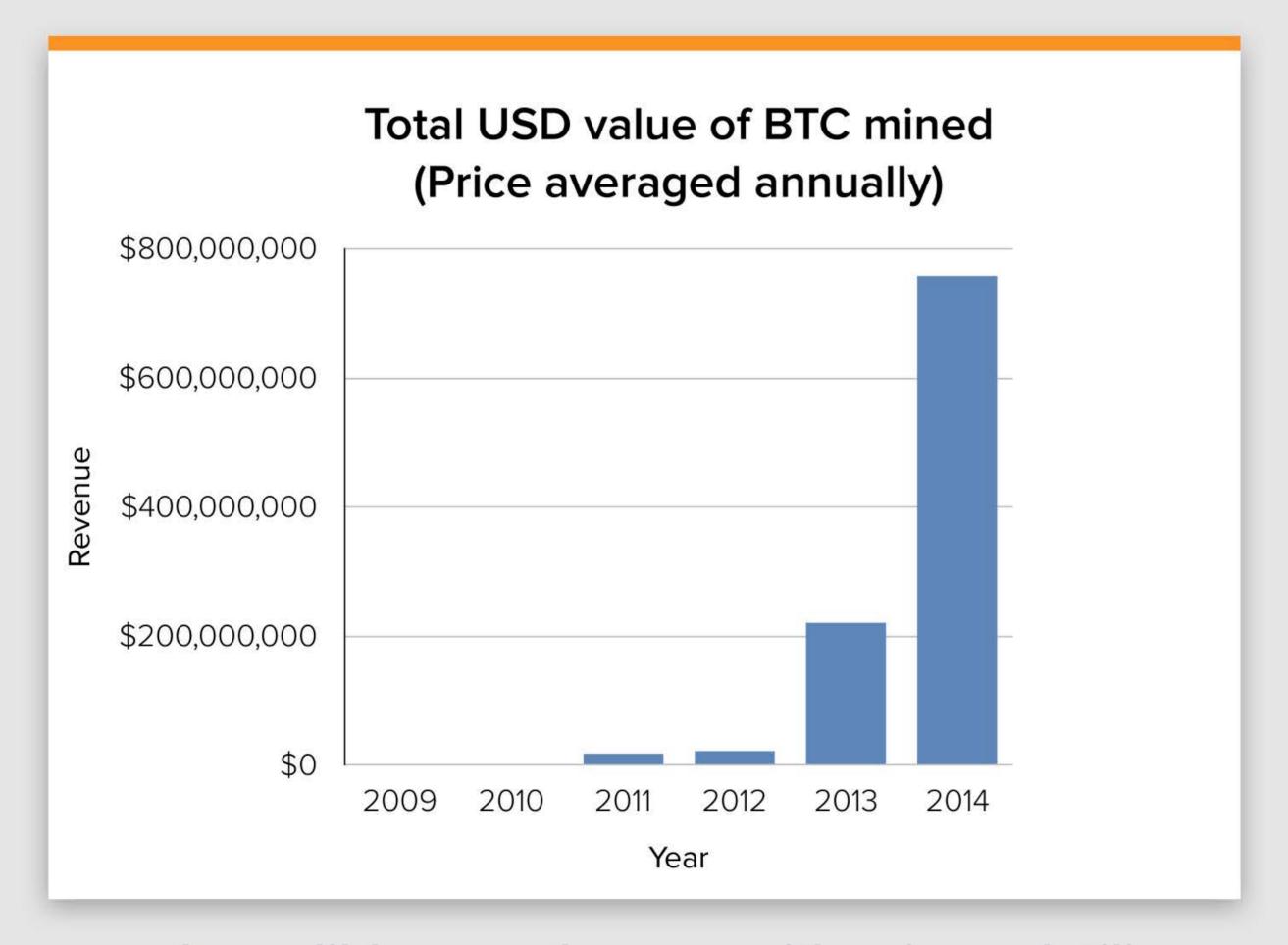
THE NEXT STEP 2015 onward...





### Mining is Growing Exponentially

Any market that goes from \$0 to \$750M+ in four years is worth taking seriously.



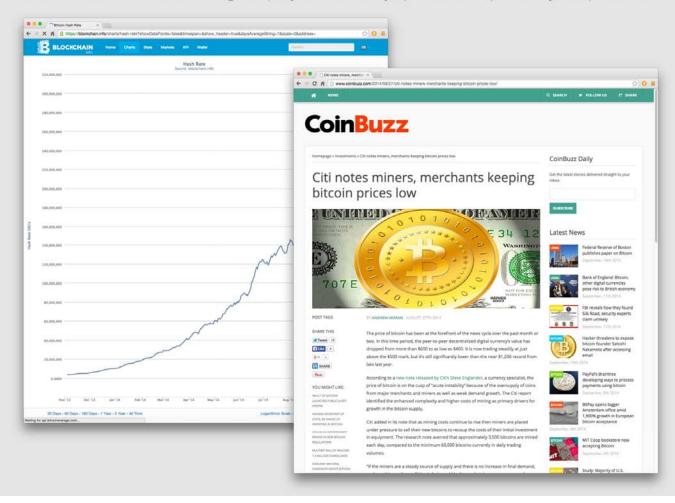
Incredible growth, even with price volatility

From \$0 in 2010 to \$750M+ in 2014!



#### **Problem**

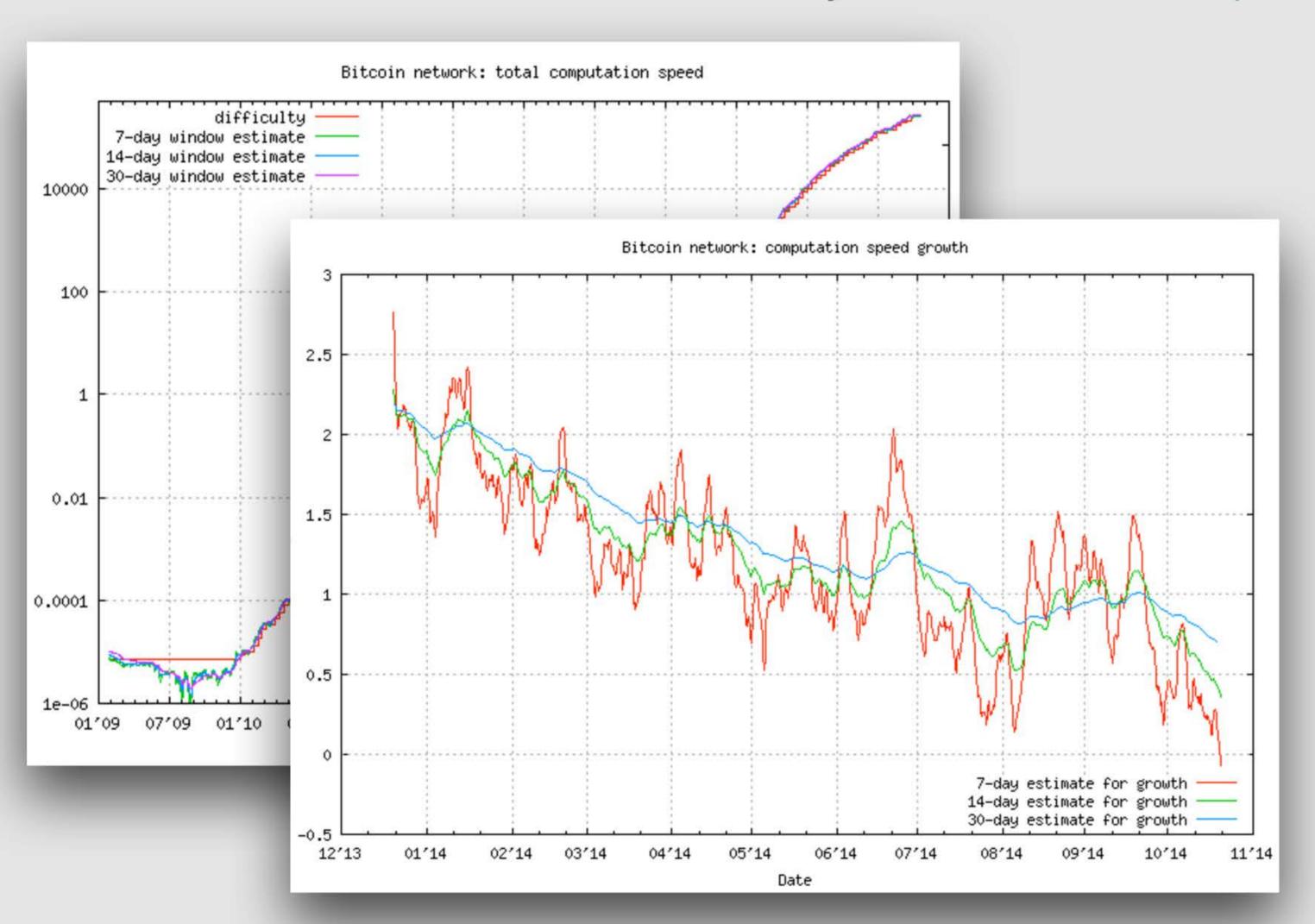
Mining has thus become very competitive: hash rate is up 100X Y/Y. Because miners selling to pay electricity, price temporarily depressed.





### **Partial Solution**

A mining shakeout is happening, and hashrate growth is slowing. Moore's law now a limit. And 21E6 is the only miner w/ Intel fab chip.



- Cost for new company to enter is now prohibitive
- Bitcoin mining consumes more power than Google in 2011!
- Hashrate growth rapidly decelerating. Daily growth under 0.5%, down from 2%
- Limits to growth: <u>technology</u>, capital, power, scale

### **Partial Solution**

A mining shakeout is happening, and hashrate growth is slowing. Moore's law now a limit. And 21E6 is the only miner w/ Intel fab chip.

	Best Today	Max	Gain	Notes
Tech	.22 W / Gh/s at 22nm (21E6)	~.15 W/ GH/s at 14nm	1-2X	21E6 v2: 0.57 W / GH/s 21E6 v3: 0.22 W / GH/s <b>Moore's law limits first</b>
Power	~300 MW (176 PH/s)	10+ GW (10 nuclear plants)	>100 X	10X may be noticeable (esp outside 1st world) 10 GW = 1% of world
Capital	~\$1.5M / PH/s ~\$500M-\$1B?	VC: 15-25B/year Consumer: 100B+ / year	>10- 100X	Many individual miners today
Nodes	~40k ASIC servers, 1e6 chips (21E6)	Goog alone: 2.5M CPU servers	>100 X	Loosest upper bound here

Approaching Moore's law: best efficiency likely ~0.15 W / GH/s @ 14nm

- Cost for new company to enter is now prohibitive
- Bitcoin mining consumes more power than Google in 2011!
- Hashrate growth rapidly decelerating. Daily growth under 0.5%, down from 2%
- Limits to growth: <u>technology</u>, capital, power, scale

### 21E6 vs. the Competition

We already enjoy a significant technological advantage, and are the only chip built at Intel's custom foundry.

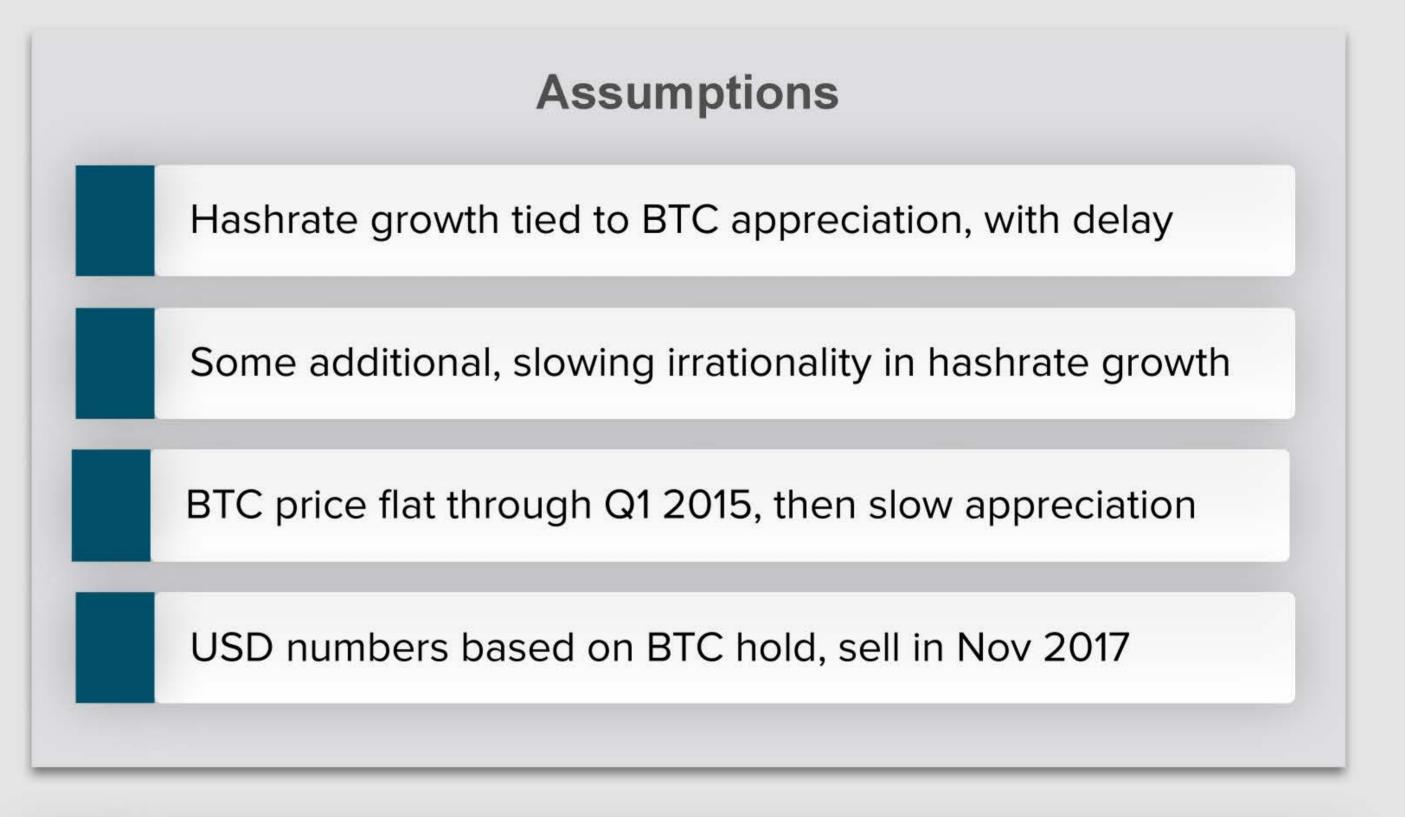
Competitor	Location	Technology	W / GH/s	Notes
Bitfury	Georgia	55nm UMC	0.8	28nm chip failed; recently raised \$20m
KNCMiner	Sweden	20nm TSMC	0.6	Chip below spec; de-focused with altcoin miner
AntMiner	China	28nm	0.8	Primarily equipment vendor; targeting home miners
ASICMiner	China	40nm	1.1	Chip below spec; cash-flow issues
Spondoolies	Israel	28nm TSMC	0.65	Chip below spec; equipment vendor only
Cointerra	US	28nm GF	1.1	Chip below spec; being sued by customers
21E6 (v2)	US	22nm Intel	0.57	First and only Intel FinFET Bitcoin chip
21E6 (v3)	US	22nm Intel	0.22	Taped out 8/24, silicon due in November

Approaching Moore's law: best efficiency is likely ~0.15 W / GH/s @ 14nm

### Doubling Down is One Approach

So given ongoing shakeout, under many scenarios, simply scaling existing business is a reasonable alternative.

	IO (V1->V3)	CyrusOne (V2)	Brownfield (V3)	
System Cost	\$2,000	0	\$2,450	
Number of Systems	3250	7904	1900	
System Speed (TH/s)	5.2	2	5.2	
Power/System (kW)	1.3	1.3	1.3	
Deployment Cost	\$120,000	0	\$250,000	
Rent (\$/KW/month)	90	80	3	
Electricity Rate (\$/kWh)	0.09	0.075	0.05	
Deployment Month	Jan 2015	Already Deployed	Mar 2015	
Turn-off Month	Aug 2016	Apr 2015	Beyond Nov 2017	
Total Expense	\$18,392,540	\$6,884,384	\$7,891,230	
BTC Generated	55,528	32,272	30,427	
USD Generated	\$50,796,729	\$32,512,126	\$27,834,559	
USD Profit	\$32,404,189	\$24,250,865	\$19,943,329	
Cost per BTC	\$331.23	\$232.45 \$259.35		
Avg BTC Price in Period	\$456.21	\$362.32	\$600.35	



Q: But how do we put it completely out of reach? Is there a way to make Bitcoin mining an unfair fight?

## But can we put mining out of reach?

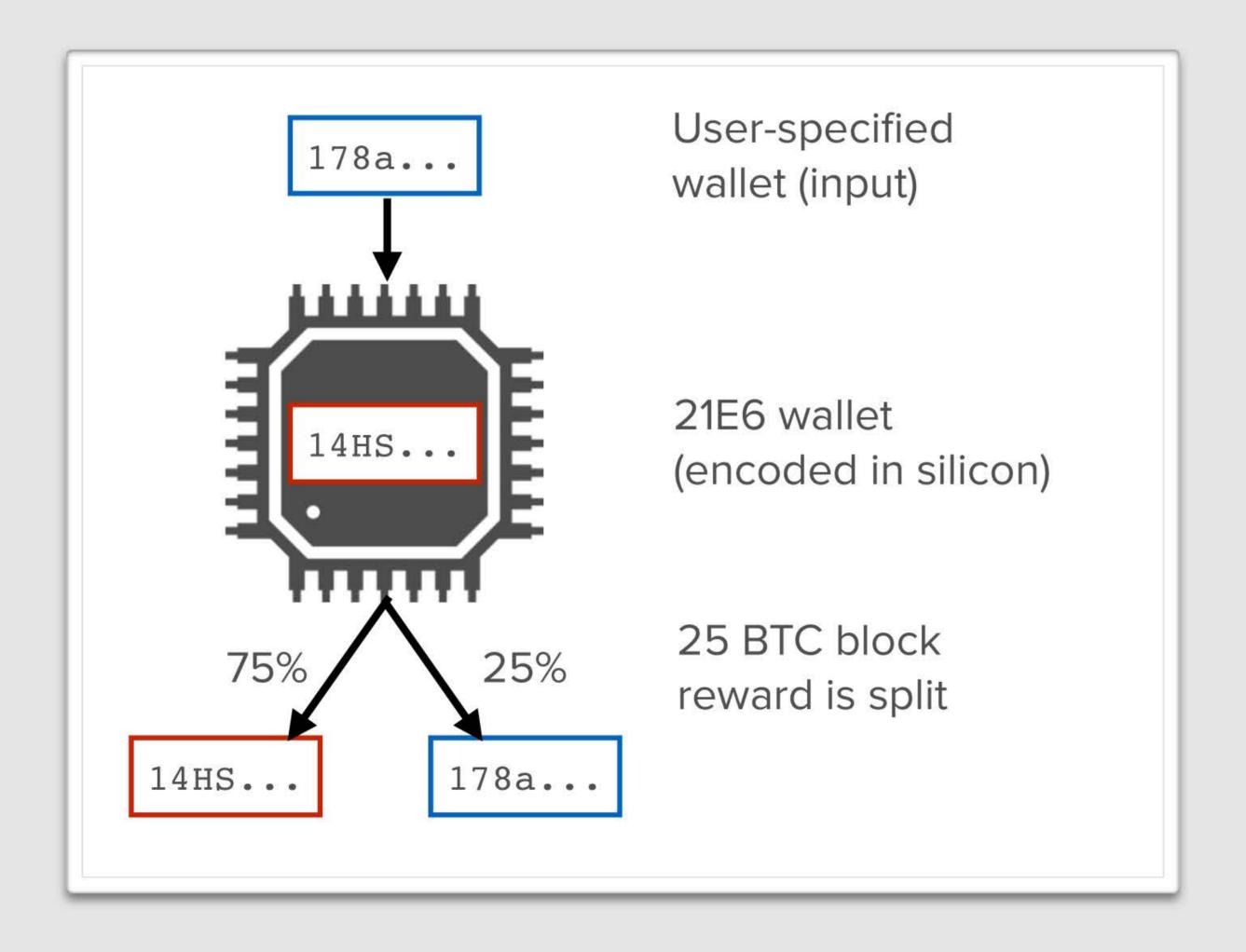
Is there any way to <u>decommoditize</u> Bitcoin mining?

## Yes.

Introducing the 21E6 BitSplit chip.

### The BitSplit Distributed Mining Chip

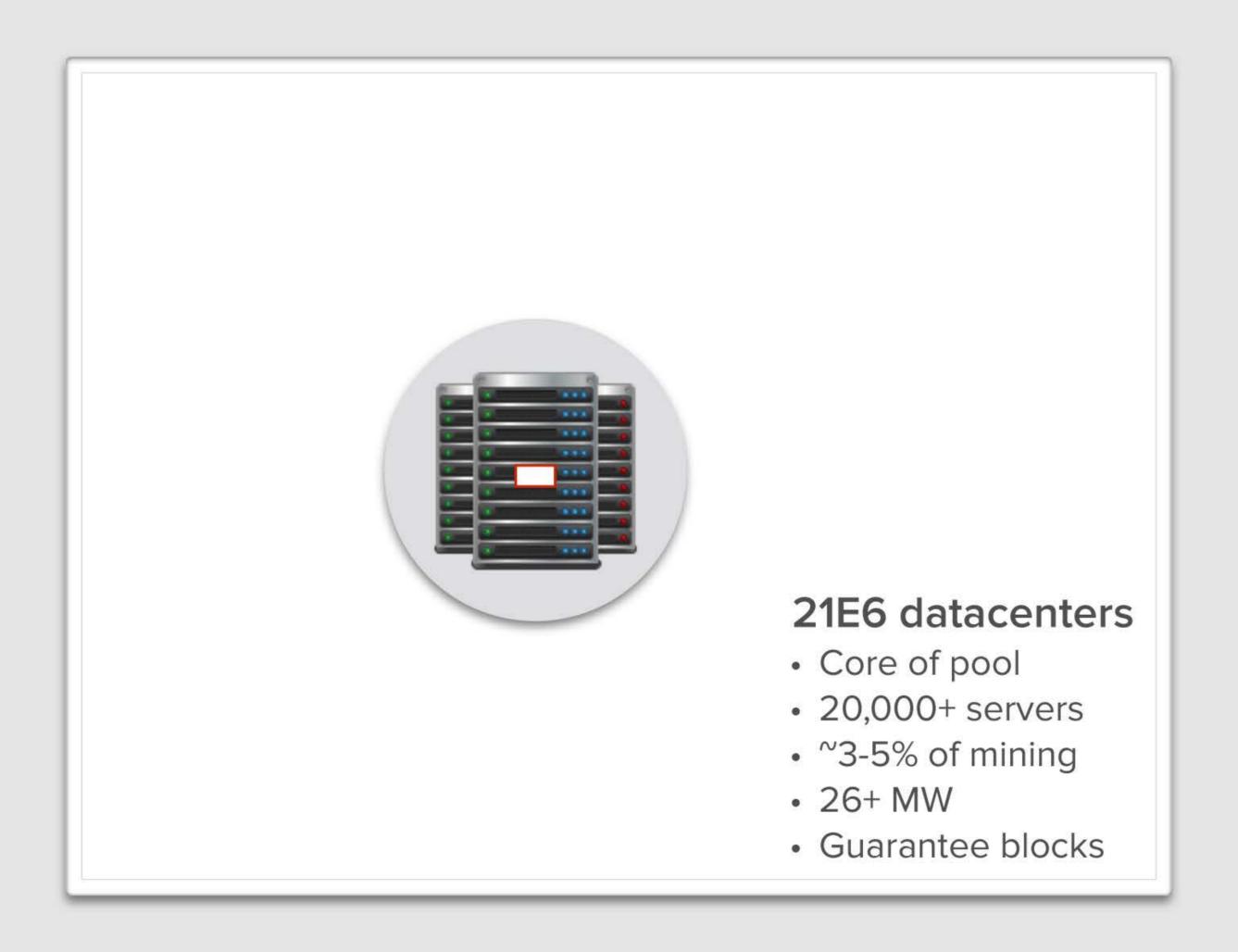
An embeddable version of our DC chip that exploits a protocol subtlety: mining proceeds can be sent to <u>multiple</u> accounts.





### How the 21E6 BitSplit Network Works

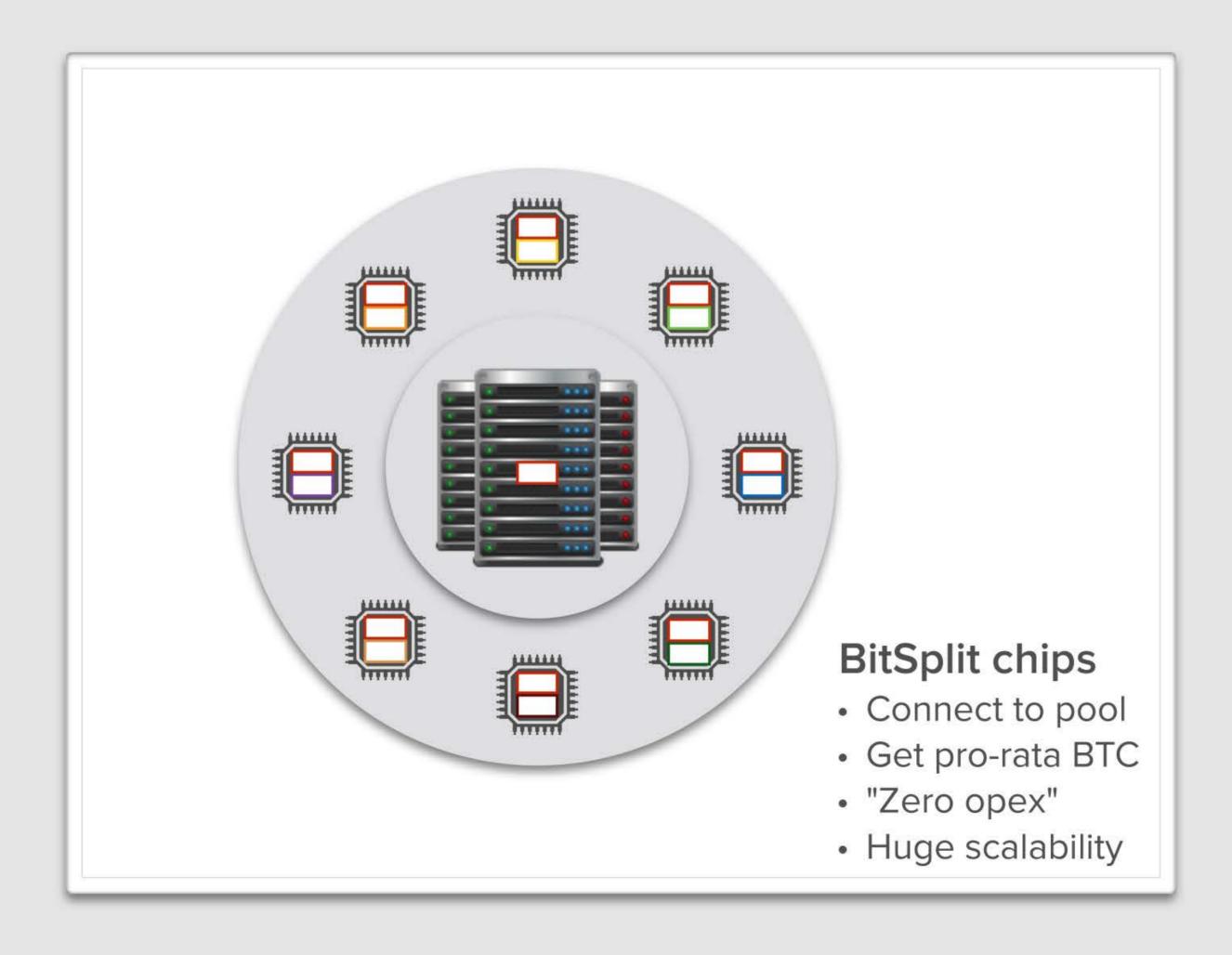
The existing 21E6 datacenters are crucial. The initial critical mass of mining (at least >1%) is required to bootstrap a mining pool.





### How the 21E6 BitSplit Network Works

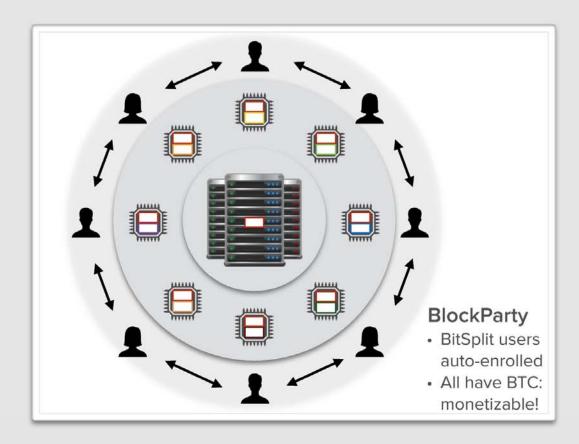
The network of all BitSplit chips now connects to that pool. Each has a different user wallet address for depositing BTC.





#### How the 21E6 BitSplit Network Works

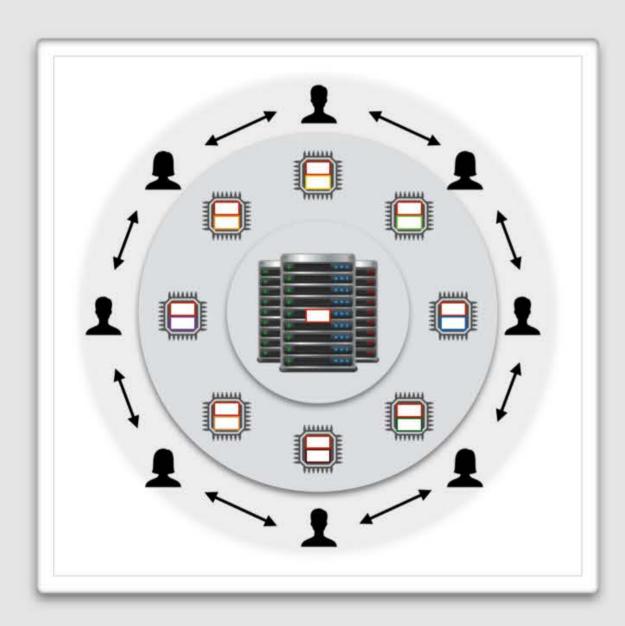
Observation: the BitSplit pool is a social network in embryo. Introducing BlockParty, the 21E6 social network.





### Our Datacenters Enable BitSplit

Without the datacenter core, the BitSplit chip wouldn't work. Only a pool provides the critical mass to win blocks reliably.



	No Pool	Pool
Hash % 0.00002% (chip)		0.00002% (chip) + 5% (pool)
Time to block	34,722 days	~200 minutes
Mean BTC/day	0.72 mBTC	0.72 mBTC
Median BTC/day	0 mBTC	0.72 mBTC

Calculations for 50 GH/s BitSplit, 5% pool, 250 PH/s global



### Where a BitSplit Goes

A BitSplit can be embedded in a variety of line-powered devices, from our first-party USB hub to laptops to Sony Playstations.

**USB HUB** 

BTC for applications



GAME CONSOLE

BTC for in-game purchases



PC BTC for applications



PHONE CHARGER

BTC for mobile apps

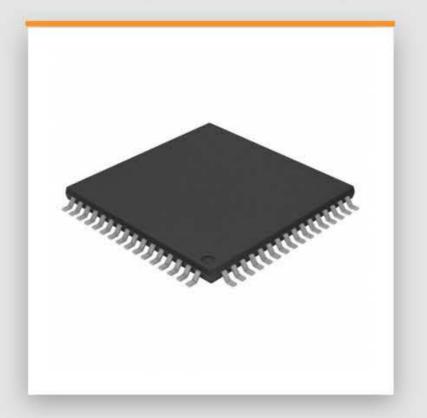


ROUTER
BTC for bandwidth



DIRECT CHIPSET

Zero opex and capex



"There is no reason for any individual to have a computer in their home."

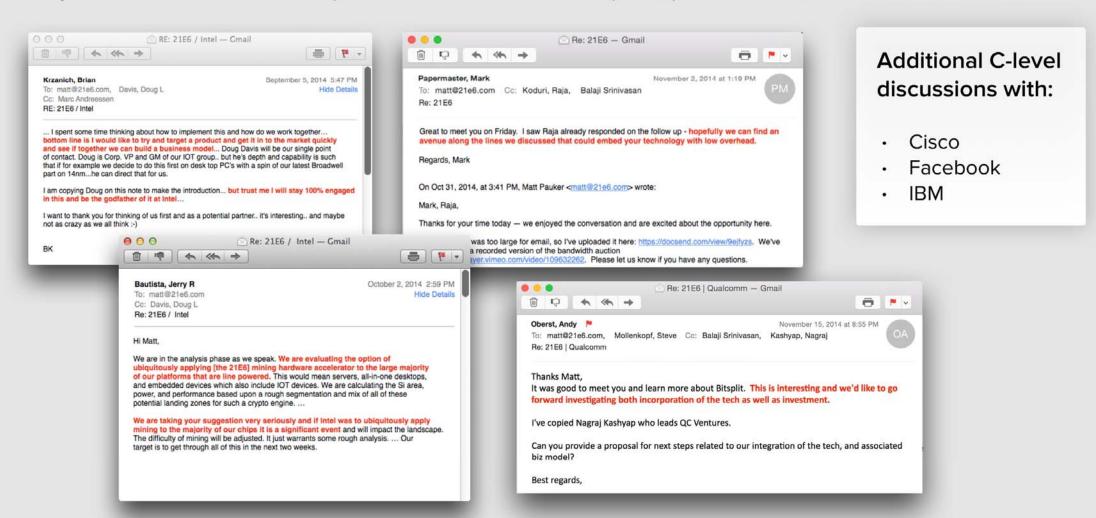
Ken Olsen, DEC (1977)

"A computer on every desk and in every home."

Bill Gates, Microsoft (1977)

#### **Customer Pipeline**

Any hardware manufacturer is a potential customer for the BitSplit chip. Those that own fabs are even better.



### Customer Pipeline

Any hardware manufacturer is a potential customer for the BitSplit chip. Those that own fabs are even better.

From: "Varela, Francisco" < fvarela@comcast.com > Date: November 20, 2014 at 2:43:45 PM PST

To: Matt Pauker < matt@21e6.com >

Subject: Re: NDA - 21e6

Hi Matt,

I'm working on number estimates, and I want ensure that I am in the right ballpark. Numbers are below but the key factors are the assumption that 21e6 will continue to win 9% of the races per day, the reduction in daily bounty in 2016, and an increase in BTC value each year.

For the community to share (25% split), I get to \$10.5M in 2015, \$15M in 2016, \$32.5 2017, and \$81Min 2018. I've noted my preso that these amounts would be divided proportional to the number of chips active for that partner.

Do these estimates look about right to you?

#### Francisco

	2015	2016	2017	2018
21e6 Win Rate	9%	9%	9%	9%
21e6 BTC per day	324	162	162	162
21eg Daily\$	113,400	162,000	356,400	891,000
21e6 Take (75%)	243	122	122	122
Community (25%)	81	41	41	41
BTC Price	350	1,000	2,200	5,500
Community Day \$	28,350	40,500	89,100	222,750
Community YR \$	10,347,750	14,782,500	32,521,500	81,303,750
Comcast %	25%	15%	10%	5%
	2,586,938	2,217,375	3,252,150	4,065,188

Francisco Varela I Managing Director, West Coast Strategic Development I 408-900-8726



If you received this communication by mistake, please don't forward it to anyone else (it may contain confidential or privileged information), please erase all copies of it, including all attachments, and please let the sender know it went to the wrong person. Thanks.

### The Implications of BitSplit

We've figured out how to mainstream Bitcoin while decommoditizing mining.

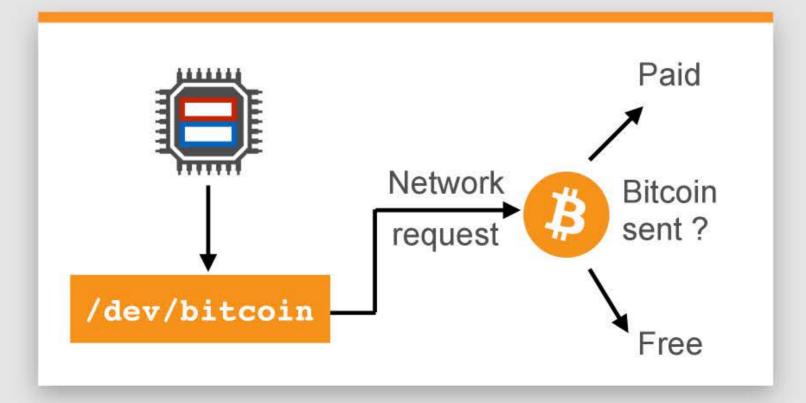
FOR 21E6

A transformatively lower cost of mining



#### FOR USERS

Infinite BTC by default for applications



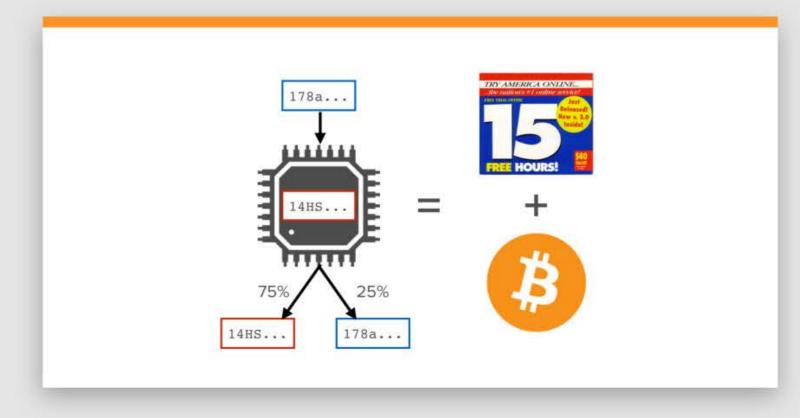
#### **FOR OEMs**

Increased sales from Bitcoin hardware



#### FOR EVERYONE

Mainstreams protocol: "AOL CD of Bitcoin"



### For 21E6: BitSplit Decommoditizes Mining

To understand why, let's review up-front (capex) & recurring (opex) costs for different mining paradigms.

Platform	Our per-unit capex	Our per-unit opex	Our BTC share	Our BTC price	Estimated impact on USD/BTC price
Desktop (sell)	<\$0 (user pays)	\$0 (user pays)	0%	infinite	No share of BTC mined
Desktop (buy)	high	high	100%	high	Not space/power efficient
ASIC farm	lower	lower	100%	lower	Negative (opex sell off)
BitSplit device	\$8-40	\$0 (user pays)	~75%	low	Positive (no sell off)
BitSplit chipset	\$0	\$0 (user pays)	~75%	lowest	Highly positive (default)

#### **DESKTOP MINER**

Single-purpose



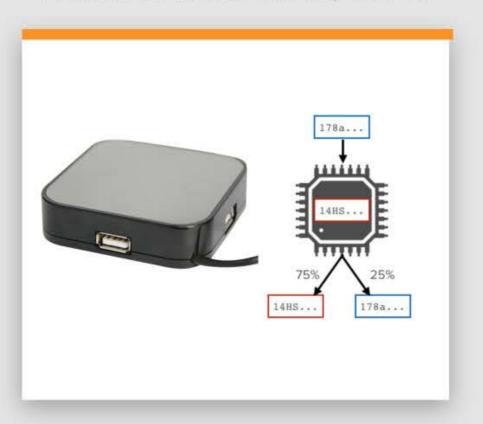
#### **ASIC FARM**

Datacenter



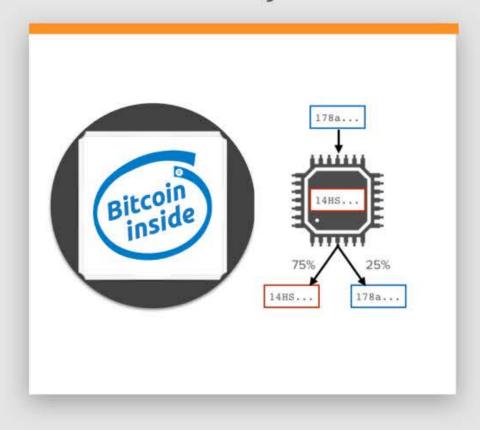
#### BITSPLIT DEVICE

Multifunctional w/ BTC



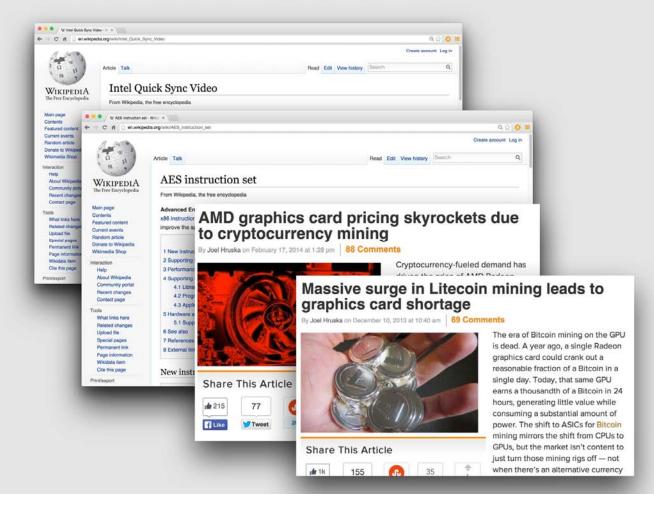
#### BITSPLIT CHIPSET

Available by default



#### For OEM: BitSplit means sales (and/or BTC)

Built-in support for next big thing likely means sales bump. Examples: H.264, AES encoding/decoding, and Bitcoin GPUs.





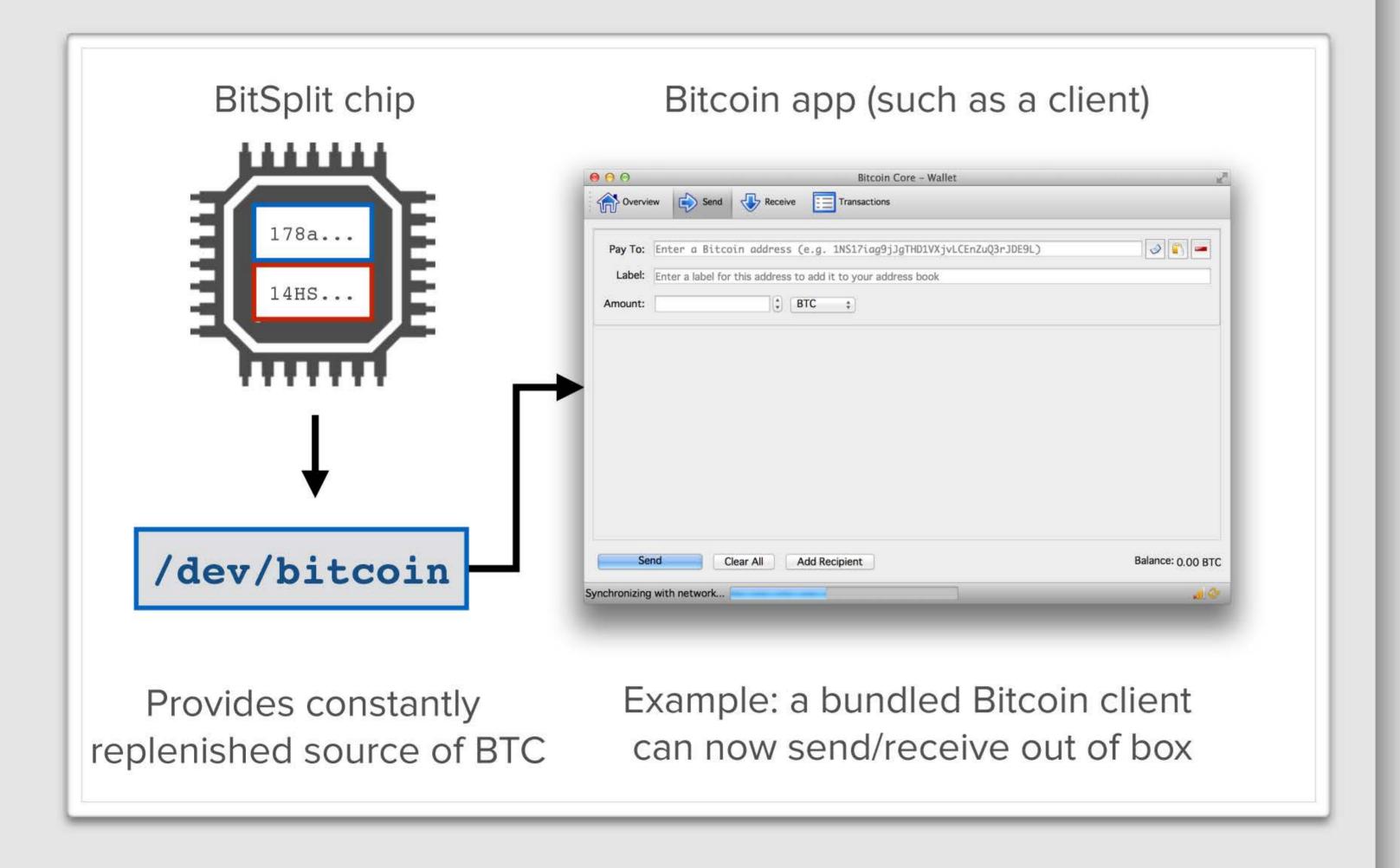
### **Unbeatable Economics**

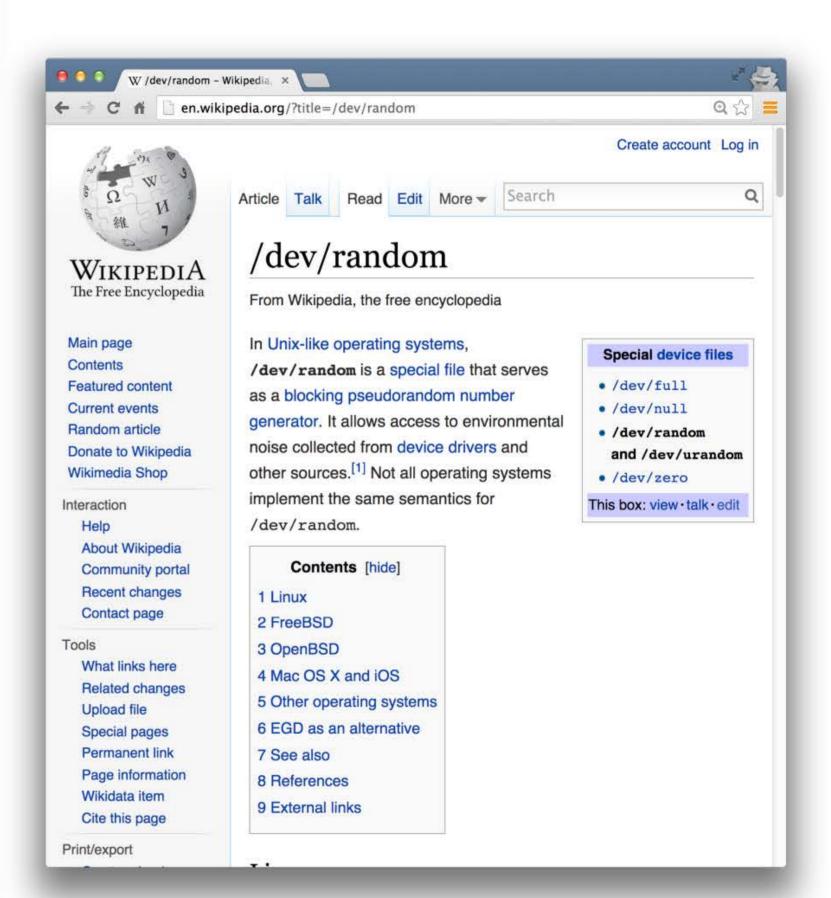
1st-party device economics similar to DC; OEM economics are unbeatable...other than BitSplit Inside.

	IO (V1->V3)	CyrusOne (V2)	Brownfield (V3)	BitSplit Charger	BitSplit Chip	BitSplit Inside
System Cost	\$2,000	0	\$2,450	\$35	\$8	\$0
Number of Systems	3250	7904	1900	250,000	1,000,000	10,000,000
System Speed (TH/s)	5.2	2	5.2	0.0375	0.0625	0.02
Power/System (kW)	1.3	1.3	1.3	0.015	0.015	0.005
Deployment Cost	\$120,000	0	\$250,000	0	0	0
Rent (\$/KW/month)	90	80	3	0	0	0
Electricity Rate (\$/kWh)	0.09	0.075	0.05	0	0	0
Other Monthly Opex						0.01
Deployment Month	Jan 2015	Already Deployed	Mar 2015	Mar 2015	Aug 2015	Oct 2015
Turn-off Month	Aug 2016	Apr 2015	Beyond Nov 2017	Beyond Nov 2017	Beyond Nov 2017	Beyond Nov 2017
Total Expense	\$18,392,540	\$6,884,384	\$7,891,230	\$8,750,000	\$8,000,000	\$100,000
BTC Generated	55,528	32,272	30,427	28,872	121,839	322,360
USD Generated	\$50,796,729	\$32,512,126	\$27,834,559	\$26,411,842	\$111,457,994	\$294,895,040
USD Profit	\$32,404,189	\$24,250,865	\$19,943,329	\$17,661,842	\$103,457,994	\$292,495,040
Cost per BTC	\$331.23	\$232.45	\$259.35	\$303.06	\$65.66	\$7.45
Avg BTC Price in Period	\$456.21	\$362.32	\$600.35	\$600.35	\$639.57	\$656.30

### For Users: BTC By Default

For users, an embedded BitSplit provides /dev/bitcoin, a continually replenished source of Bitcoin for applications.





### The Unit Economics of BitSplit

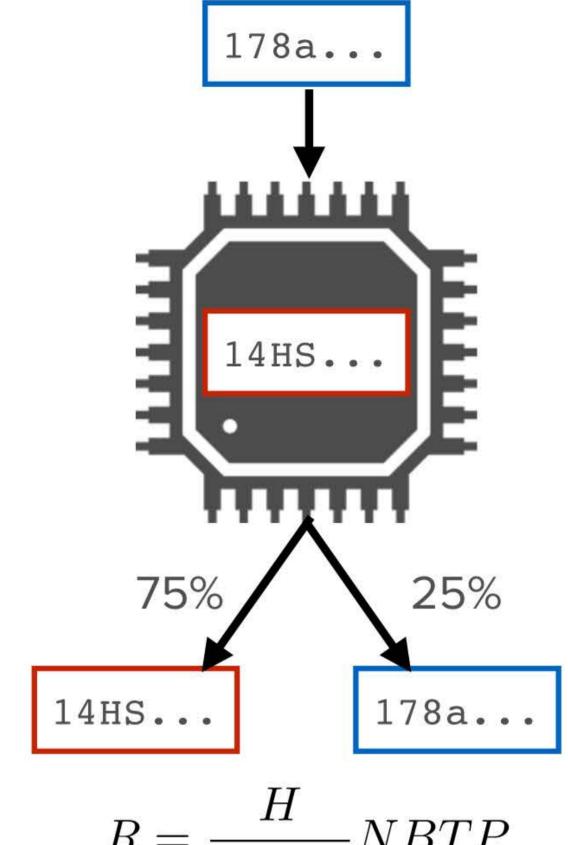
Hashrate (PH/s)

Under a wide range of assumptions, BitSplits produce annual peruser gross revenue comparable to Facebook's annual RPU (\$8.84)

#### **Bitcoin Price** (USD/BTC)

		\$300	\$500	\$1000	\$2000	Satoshis
	256	\$76.99	\$128.32	\$256.64	\$513.28	25.6M
	512	\$38.50	\$64.16	\$128.32	\$256.64	12.8M
	1024	\$19.25	\$32.08	\$64.16	\$128.32	6.4M
	2048	\$9.62	\$16.04	\$32.08	\$64.16	3.2M
	4096	\$4.81	\$8.02	\$16.04	\$32.08	1.6M

Per-user gross revenue for 50 GH/s BitSplit



$$R = \frac{H}{H + G} NBTP$$

R: Gross annual revenue

H: Bitsplit hashrate, 50 GH/s

G: Global hashrate

N: 144 blocks per day

B: 25 BTC per block

T: 365 days per year

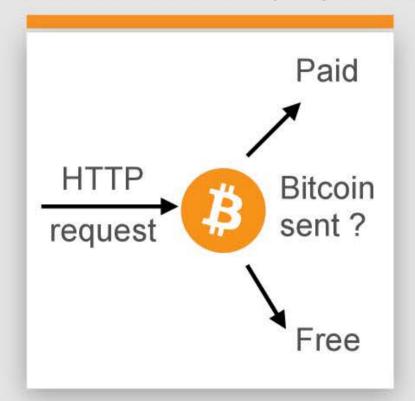
P: USD/BTC price

### For Users: BitSplit Enables Applications

Default hardware and software support for the next major Internet protocol enables a wide suite of applications.

#### **ERROR 402**

Branch on BTC payment



### BITSIGN

Blockchain notary



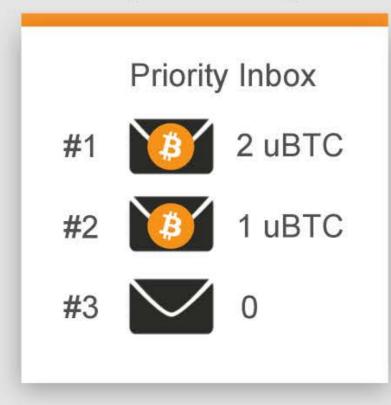
#### **BITCOIN CAPTCHA**

Make spam unprofitable



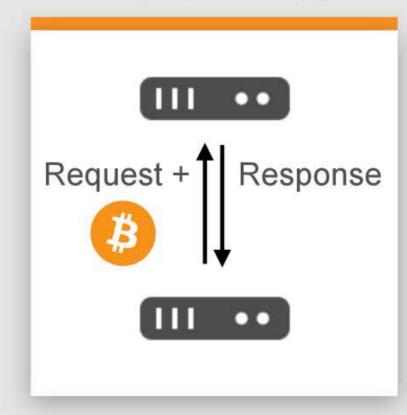
#### SPAMLESS EMAIL

Priority inbox by BTC



#### PAID APIS

BTC for API call



#### **AD-FREE BROWSING**

Send BTC, see ad-free



#### PAID WIFI

BTC for access



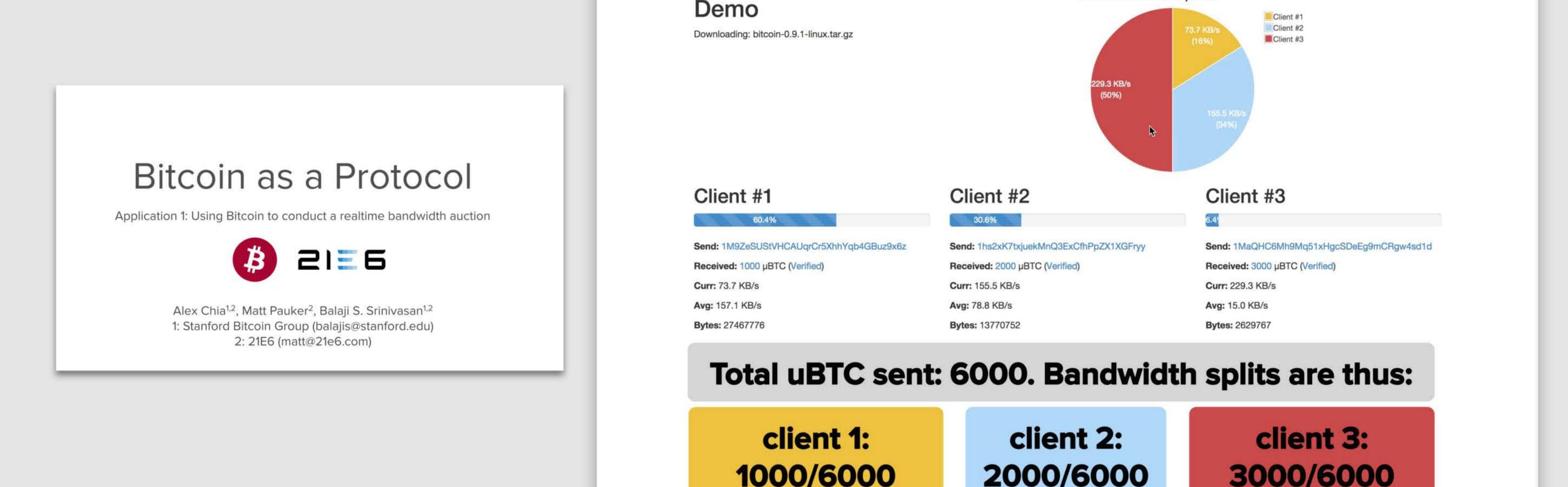
#### MORE

Just the start...



#### Demo: Realtime Bandwidth Auction with Bitcoin

We've developed a series of demos that show the price-independent utility of an infinite stream of BTC.



1000/6000

cooperative-algorithms.com/demo/bitcoin-0.9.1-linux.tar.gz

player.vimeo.com/video/109632262

Current download speeds

☆ 0 =

### Demo: Paid API usage with Bitcoin

We've developed a new protocol that shows how to use Bitcoin to pay for any Internet-accessible resource.

#### Bitcoin as a Protocol

Application 2: Using BTC to programmatically pay for an arbitrary digital good





Alex Chia<sup>1,2</sup>, Matt Pauker<sup>2</sup>, Balaji S. Srinivasan<sup>1,2</sup> 1: Stanford Bitcoin Group (balajis@stanford.edu) 2: 21E6 (matt@21e6.com) CLIENT INITIATES
HTTP REQUEST

SERVER DENIES, ASKS FOR .001 BTC

CLIENT REREQUESTS
AND ATTACHES BTC

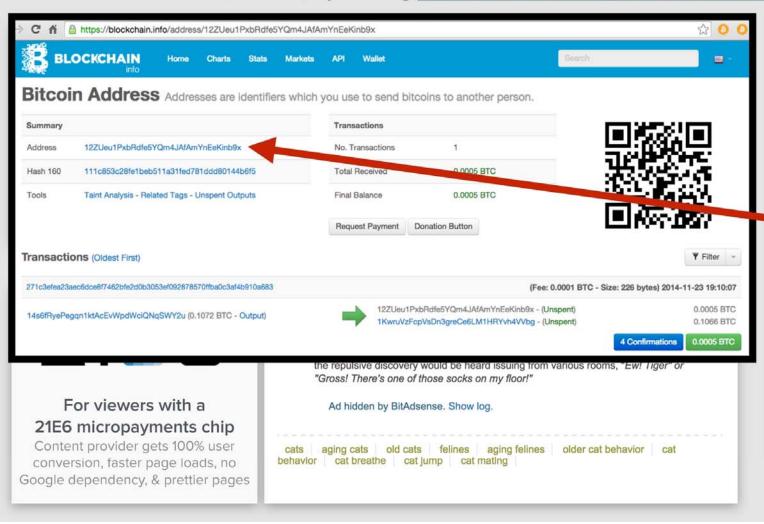
SERVER RETURNS RESOURCE FOR BTC

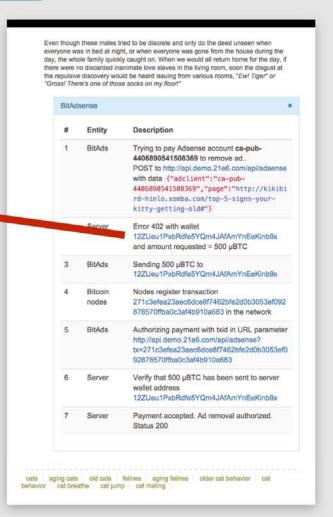
```
demo@402demo:~$ bitcurl -X POST -d '{"to":
6502071548,"msg":"hello world via bitcurl"}'
http://api.demo.21e6.com/api/twilio -v
Requesting http://api.demo.21e6.com/api/twilio
Status 402
Bitcoin address: 1Gy4AvTeA2LftFdMm2TfBojV1LfcT22KRr
Price in BTC: 0.001
Transaction id:
6428b54af4e2f03bf5d806472d2081d4a0dac7f53d156906f9c8aeec6
01cb34b
Retrying request with txid..
Status 200
{"status":"ok","message_id":"SM04d5c769e8a847098c16da328b
658037"}
demo@402demo:~$
```

demo@402demo:~\$ bitcurl -X POST -d '{"to":6502071548,"msg":"hello world via bitcurl"}' http://api.demo.21e6.com/api/twilio -v
Requesting http://api.demo.21e6.com/api/twilio
Status 402
Bitcoin address: 1Gy4AvTeAzLftFdMmzTfBojV1LfcTzzKRr
Price in BTC: 0.001
Transaction id: 6428b54af4e2f03bf5d80647zdz081d4a0dac7f53d156906f9c8aeec601cb34b
Retrying request with txid..
Status 200
{"status":"ok","message\_id":"SM04d5c769e8a847098c16da328b658037"}

#### Demo: Trade BTC for Time via Responsive Monetization

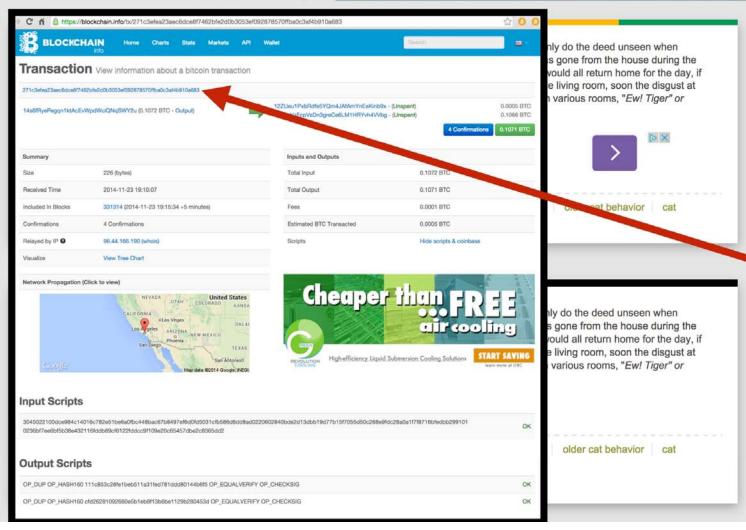
This is live in the Blockchain; try clicking 12ZUeu1PxbRdfe5YQm4JAfAmYnEeKinb9x





#### Demo: Trade BTC for Time via Responsive Monetization

This is live in the Blockchain; tx <u>271c3efea23aec6dce8f7462bfe2d0b3053ef092878570ffba0c3af4b910a683</u>



Even though these males tried to be discrete and only do the deed unseen when everyone was in bed at night, or when everyone was gone from the house during the day, the whole family quickly caught on. When we would all return home for the day, if there were no discarded inanimate love slaves in the living room, soon the disgust at the repulsive discovery would be heard issuing from various rooms, "Ew! Tiger" or "Gross! There's one of those socks on my floor! BitAdsense Entity Description BitAds Trying to pay Adsense account ca-pub-4406890541508369 to remove ad. POST to http://api.demo.21e6.com/api/adsense with data {"adclient": "ca-pub-4406890541508369", "page": "http://kikibi rd-hinlo.xomba.com/top-5-signs-yourkitty-getting-old#"} 2 Server Error 402 with wallet 12ZUeu1PxbRdfe5YQm4JAfAmYnEeKinb9x and amount requested = 500 µBTC BitAds Sending 500 µBTC to 12ZUeu1PxbRdfe5YQm4JAfAmYnEeKinb9x Nodes register transaction 271c3efea23aec6dce8f7462bfe2d0b3053ef092 878570ffba0c3af4b910a683 in the network RitAds Authorizing payment with txid in URL parameter http://api.demo.21e6.com/api/adsense? tx=271c3efea23aec6dce8f7462bfe2d0b3053ef0 92878570ffba0c3af4b910a683 Verify that 500 µBTC has been sent to server wallet address 12ZUeu1PxbRdfe5YQm4JAfAmYnEeKinb9x Payment accepted. Ad removal authorized. Status 200 cats aging cats old cats felines aging felines older cat behavior cat behavior cat breathe cat jump cat mating

#### Demo: Trade BTC for Time via Responsive Monetization

Content providers paste in JS snippet; enable fallback to AdSense for non-micropayments capable computers



#### For viewers without a 21E6 micropayments chip

Content provider continues to serve AdSense for clients without micropayments capability (just like responsive web design)

Even though these males tried to be discrete and only do the deed unseen when everyone was in bed at night, or when everyone was gone from the house during the day, the whole family quickly caught on. When we would all return home for the day, if there were no discarded inanimate love slaves in the living room, soon the disgust at the repulsive discovery would be heard issuing from various rooms, "Ew! Tiger" or "Gross! There's one of those socks on my floor!"

#### Per-Mile Car Insurance

metromile.com/per-mile-insurance



cats aging cats old cats felines aging felines older cat behavior cat behavior cat breathe cat jump cat mating



#### For viewers with a 21E6 micropayments chip

Content provider gets 100% user conversion, faster page loads, no Google dependency, & prettier pages Even though these males tried to be discrete and only do the deed unseemen everyone was in bed at night, or when everyone was gone from the day, the whole family quickly caught on. When we would all returnome for the day, if there were no discarded inanimate love slaves in the living m, soon the disgust at the repulsive discovery would be heard issuing from yadds rooms, "Ew! Tiger" or "Gross! There's one of those socks on my floor!"

Ad hidden by BitAdsense. Show log.

cats aging cats old cats felines aging felines older cat behavior cat behavior cat breathe cat jump cat mating

Even though these males tried to be discrete and only do the deed unseen when everyone was in bed at night, or when everyone was gone from the house during the day, the whole family quickly caught on. When we would all return home for the day, if there were no discarded inanimate love slaves in the living room, soon the disgust at the repulsive discovery would be heard issuing from various rooms, "Ew! Tiger" or "Gross! There's one of those socks on my floor! BitAdsense Entity Description Trying to pay Adsense account ca-pub-4406890541508369 to remove ad. POST to http://api.demo.21e6.com/api/adsense with data {"adclient": "ca-pub-4406890541508369", "page": "http://kikibi rd-hinlo.xomba.com/top-5-signs-yourkitty-getting-old#"} Error 402 with wallet 12ZUeu1PxbRdfe5YQm4JAfAmYnEeKinb9x and amount requested = 500 µBTC BitAds Sending 500 µBTC to 12ZUeu1PxbRdfe5YQm4JAfAmYnEeKinb9x Bitcoin Nodes register transaction 271c3efea23aec6dce8f7462bfe2d0b3053ef092 878570ffba0c3af4b910a683 in the network RitAds Authorizing payment with txid in URL parameter http://api.demo.21e6.com/api/adsense? tx=271c3efea23aec6dce8f7462bfe2d0b3053ef0 92878570ffba0c3af4b910a683 Verify that 500 µBTC has been sent to server 12ZUeu1PxbRdfe5YQm4JAfAmYnEeKinb9x Payment accepted. Ad removal authorized. Status 200

cats aging cats old cats felines aging felines older cat behavior cat

behavior cat breathe cat jump cat mating

# What we're shipping in Q1

First party device: USB charger. Educate on chip & protocol via MOOC.

### BitSplit Go-To-Market Strategy

"A miner in every device and every hand". Start with our own device to prove a point, and then expand.





Phase 1: USB charging hub (1st-party device)

- 21E6-produced consumer devices to seed market
- Launch device in Q1
- Zero OpEx, low CapEx

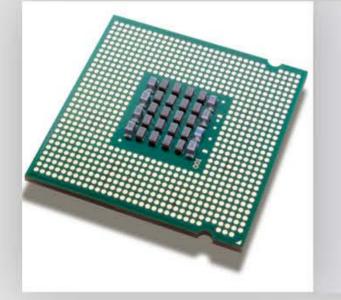




Phase 2: OEM

- 21E6 chip in every net-enabled device; optional rev-share with OEM
- Routers, printers, gaming consoles, set-top boxes, ...
- Zero OpEx, tiny CapEx (just cost of chip)

\$8



Phase 3: "Bitcoin Inside"

- Mining capability embedded directly in chipsets (e.g., for IoT)
- No extra hardware required for device manufacturer
- Zero OpEx, zero CapEx

\$0

### BitSplit Go-To-Market: Phase 1

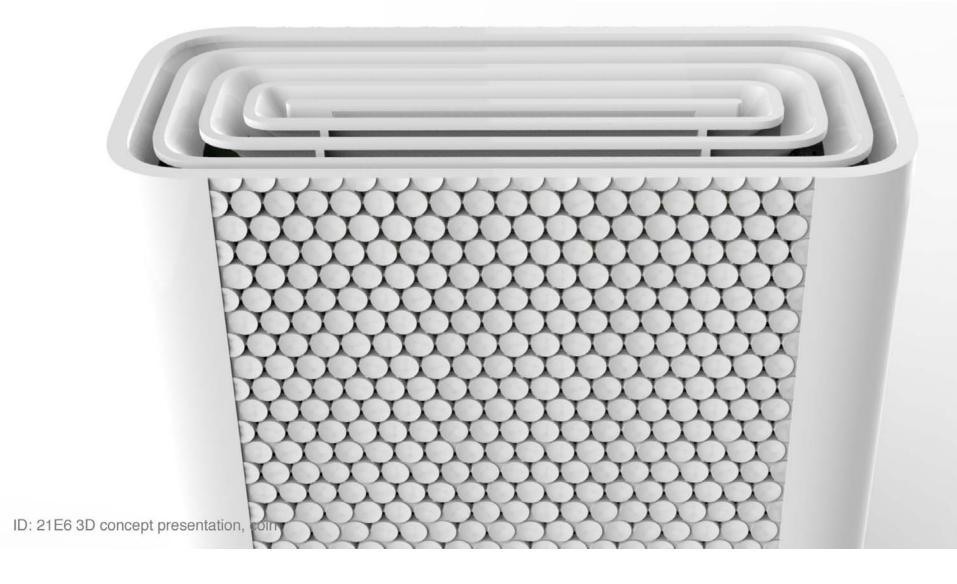
Proof-of-concept device targeting developers & early adopters







ID: 21E6 3D concept presentation, coin



bould design

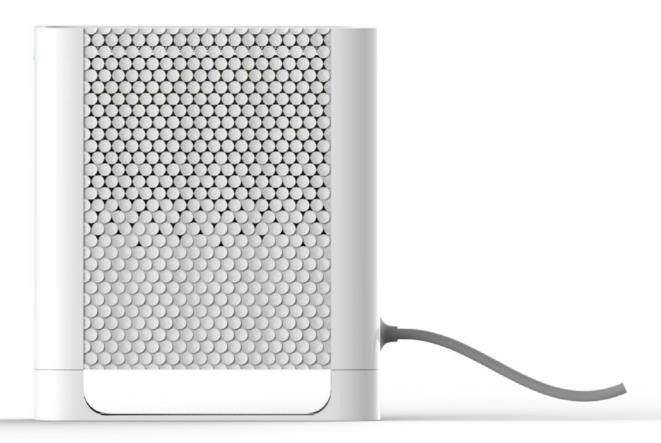


ID: 21E6 3D concept presentation, coin



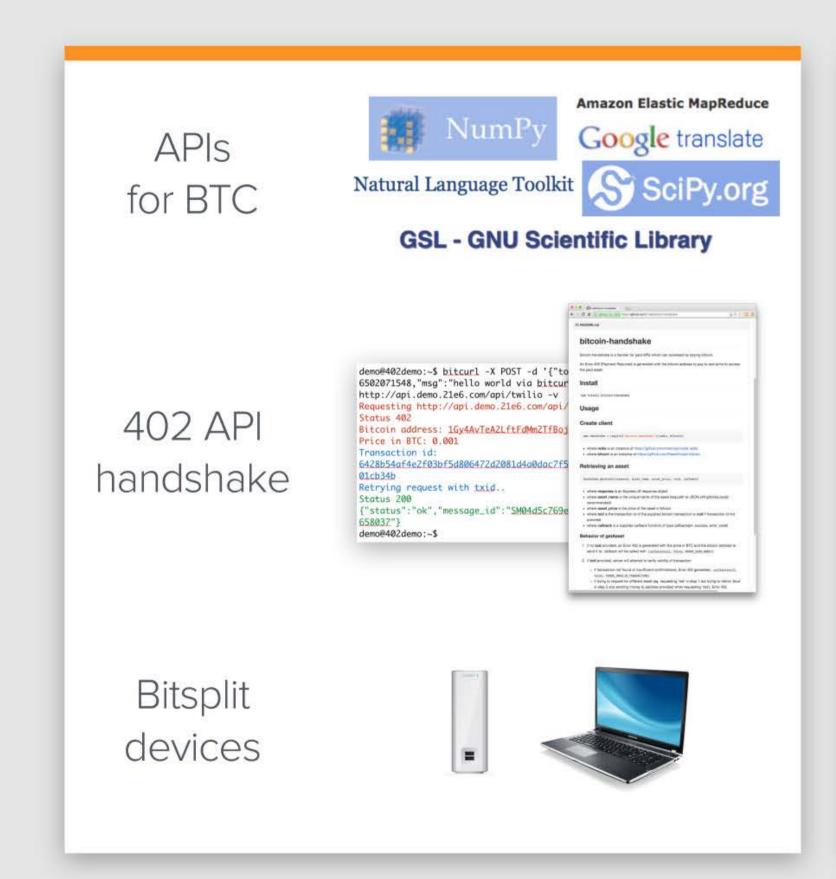
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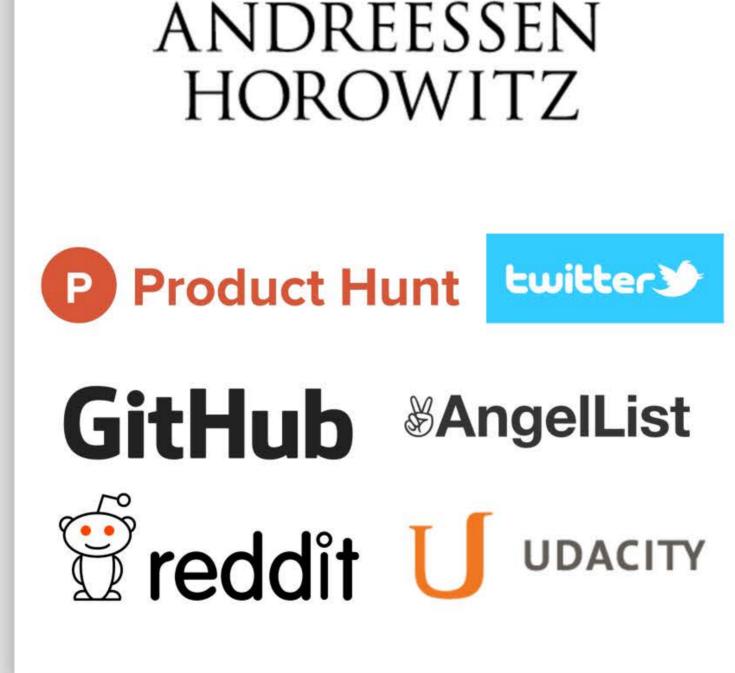
**bould** design



### BitSplit Go-To-Market Strategy

The first 1-5 million units? Target developers, developers, developers, developers through our channels.



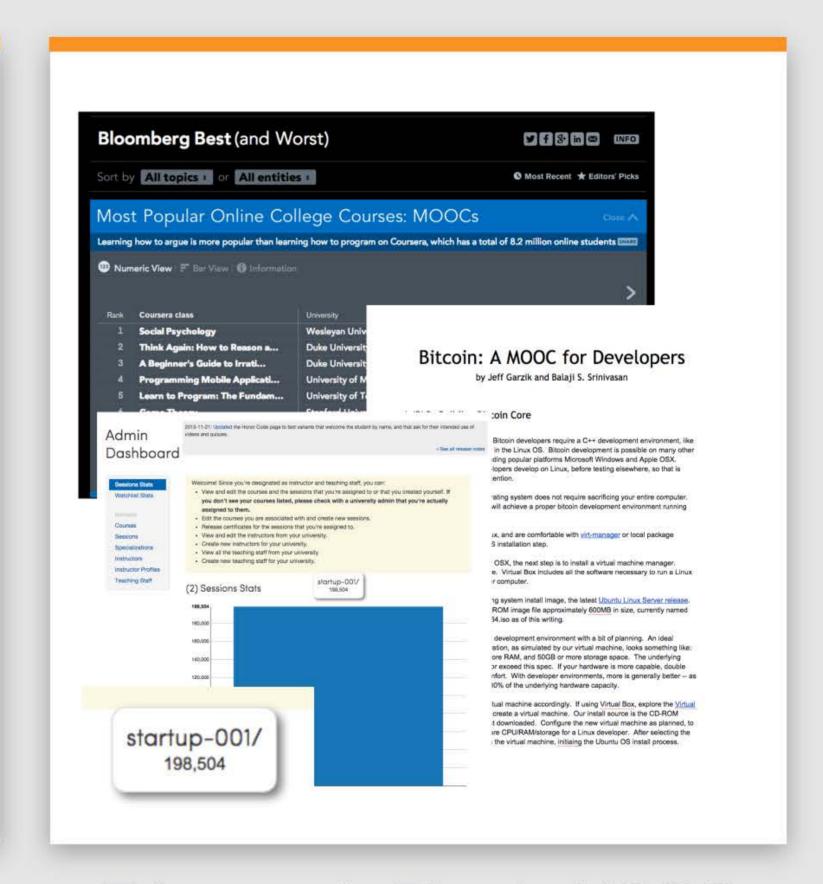


#### Immediate Utility

Hundreds of zero signup 402-paid APIs available at api.21e6.com on day 0

#### Push via our channels

We have the relationships to put this all over AngelList, Github, Twitter, etc.

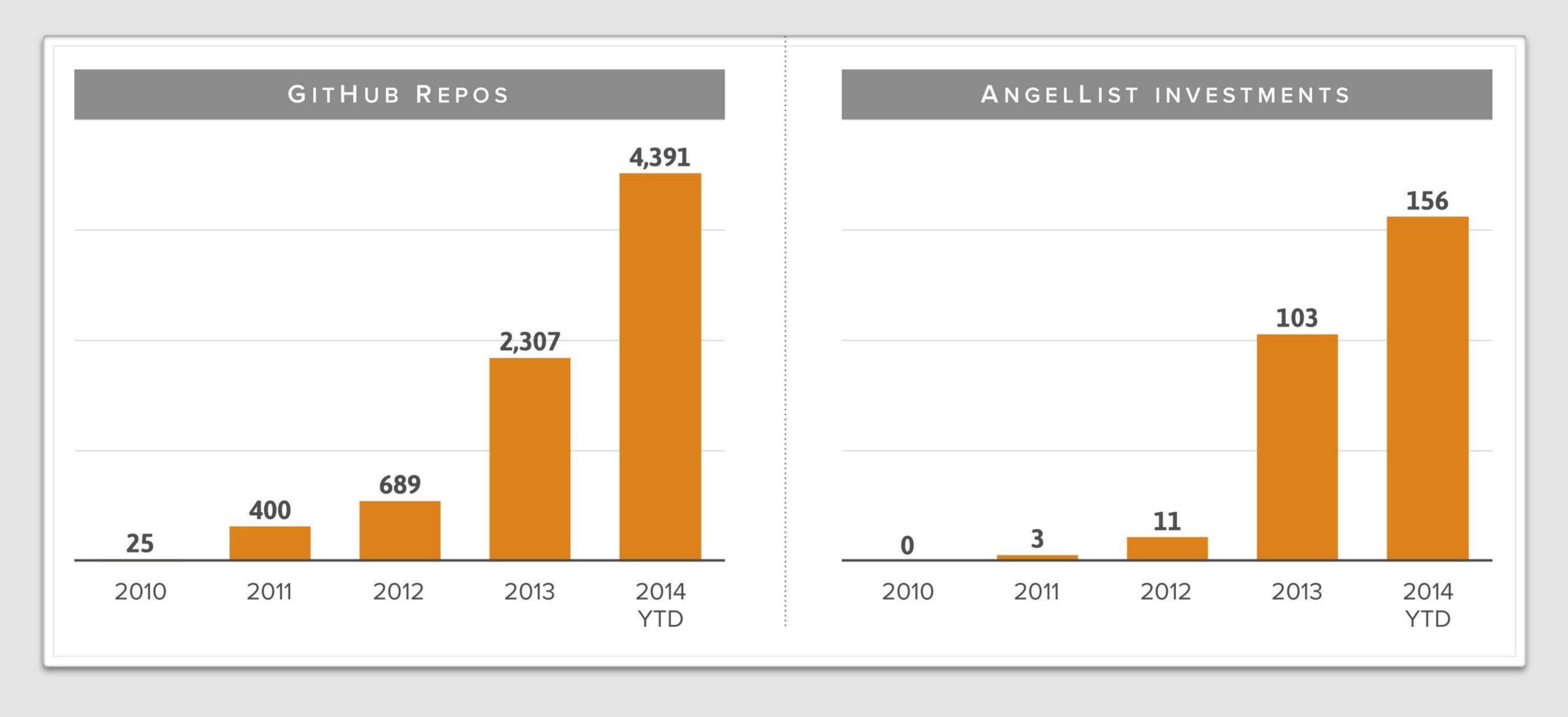


#### Educate via Bitcoin MOOC

Taught one of most popular MOOCs ever. Now teaching Bitcoin MOOC w/ core dev.

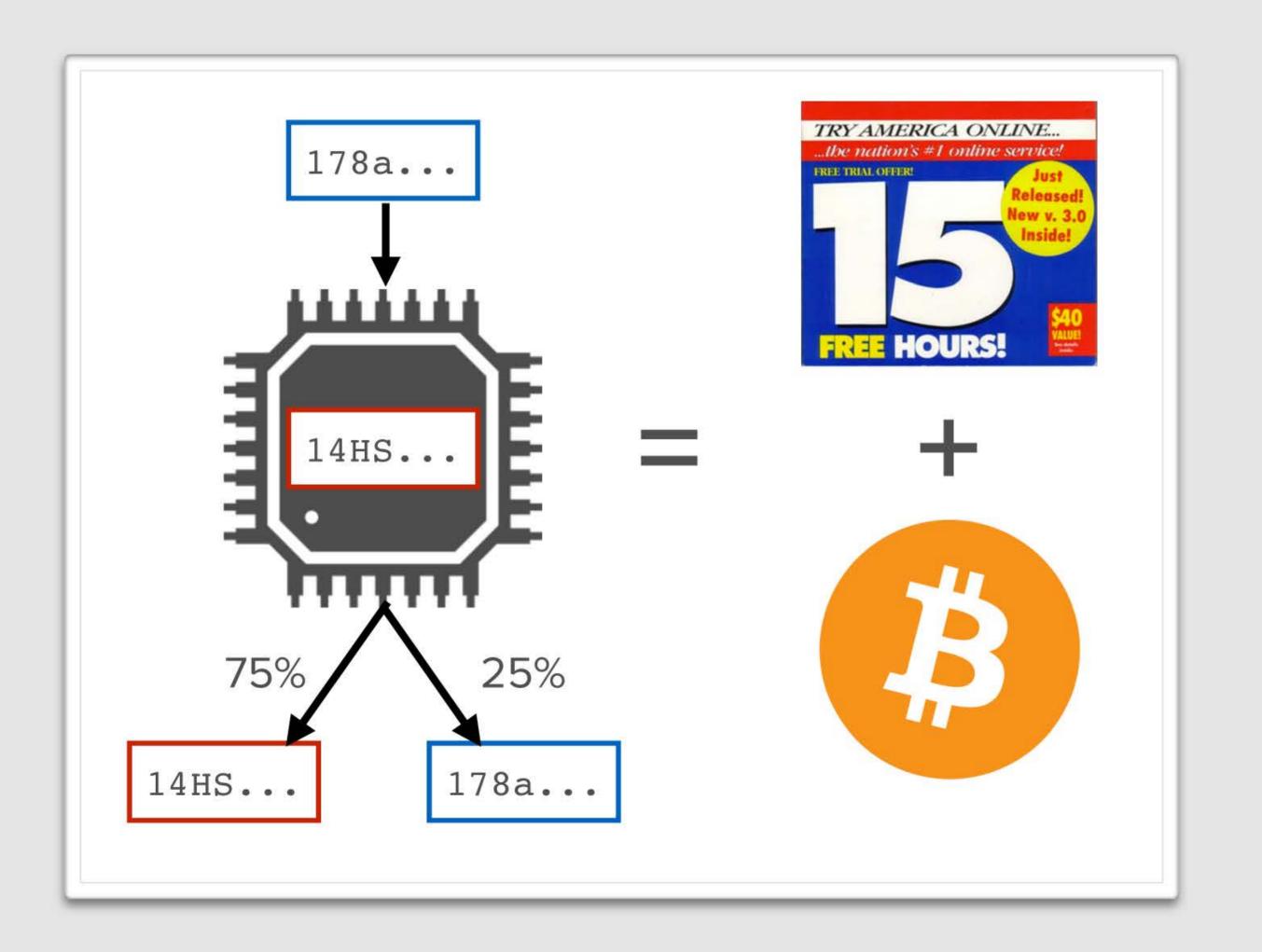
### Earliest BitSplit Adopters will be Developers & Entrepreneurs

BitSplit devices have built-in monetization. And community of Bitcoin devs & entrepreneurs already large.



### For All: BitSplit Mainstreams Bitcoin

The AOL CD of Bitcoin: give every user a free trial of Bitcoin at near-zero marginal cost. A proven model to onboard millions.



Solves the chicken-and-egg problem

Only way to get BTC to millions of people

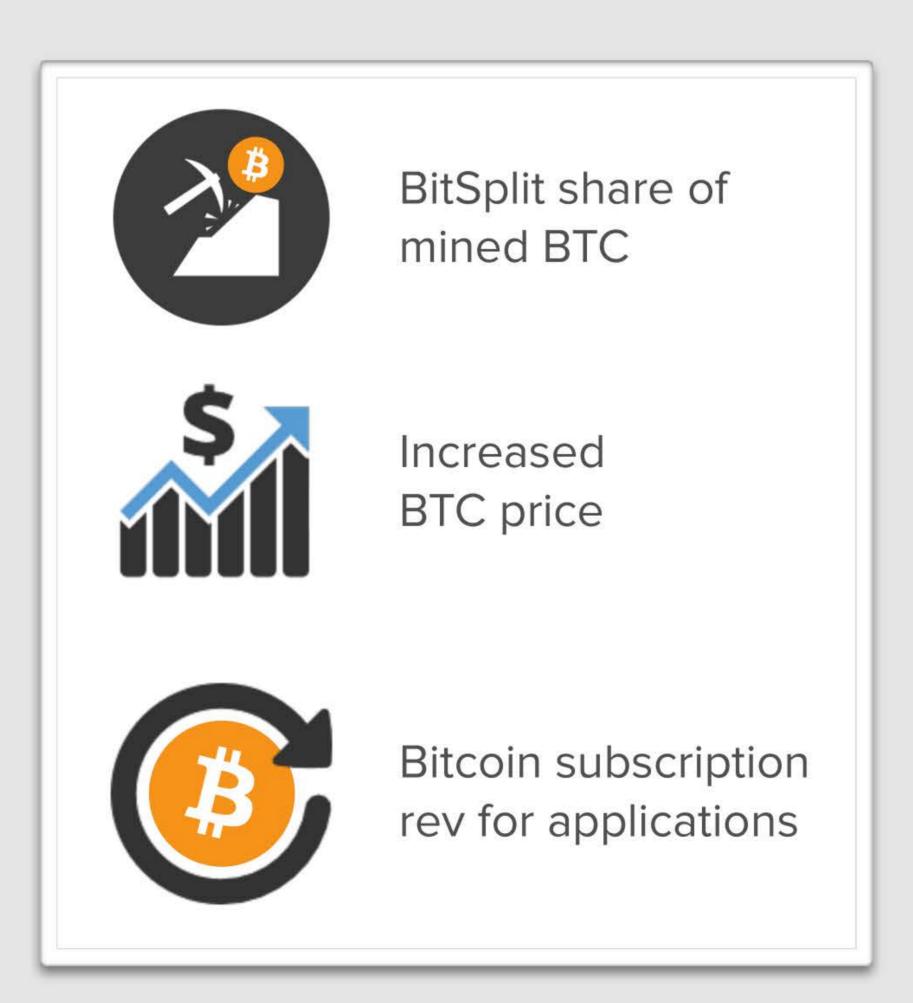
No credit card or bank account required

Users more likely to spend \$5 than \$5k

Power of defaults (IE, Google/FF)

### Monetizing the future of money

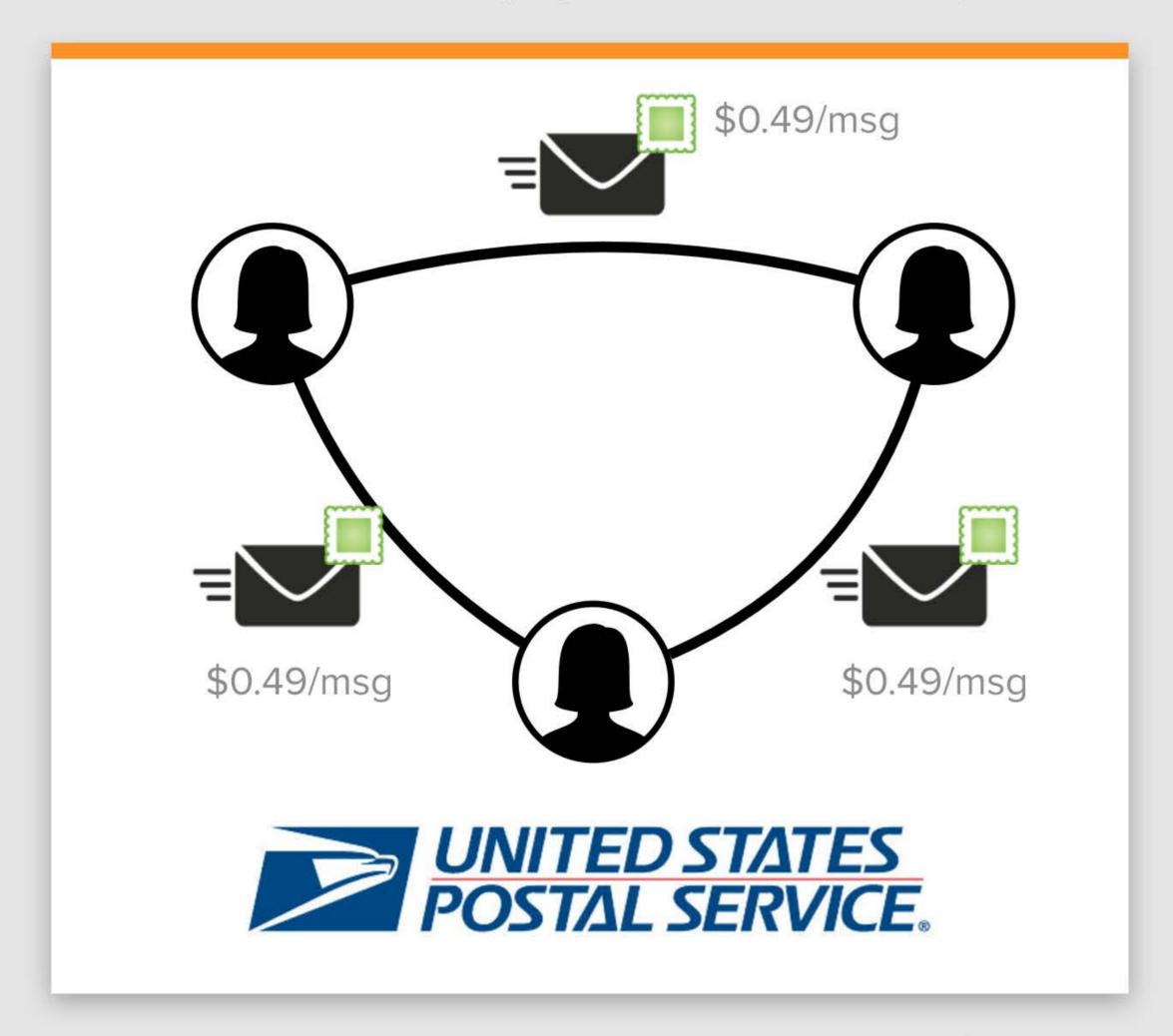
Three strategies for revenue growth

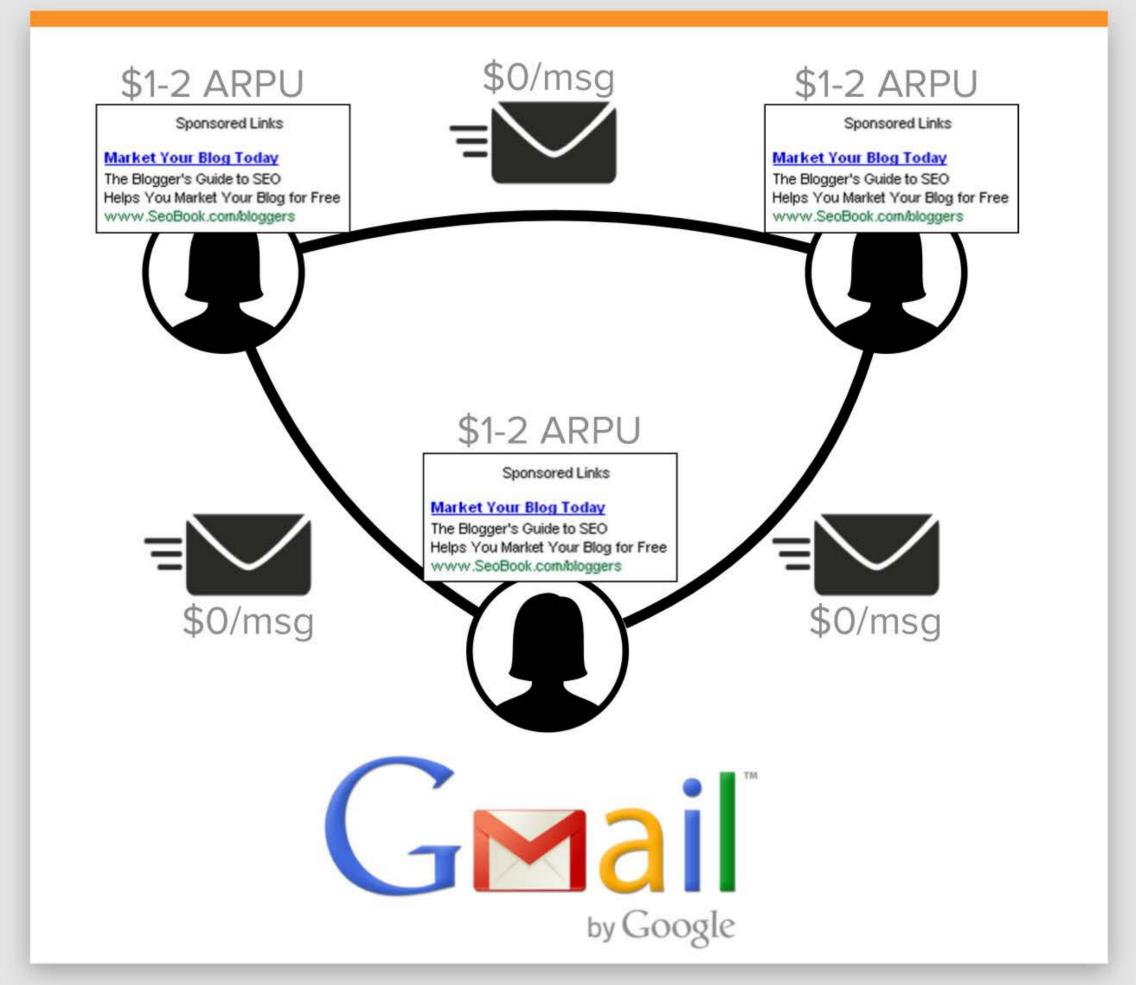




### Monetize the Nodes, not the Edges

The USPS monetized physical mail via stamps on the edges. Gmail (FB, TWTR) monetize via ads on the nodes.





#### Mail was once monetized via edge fees

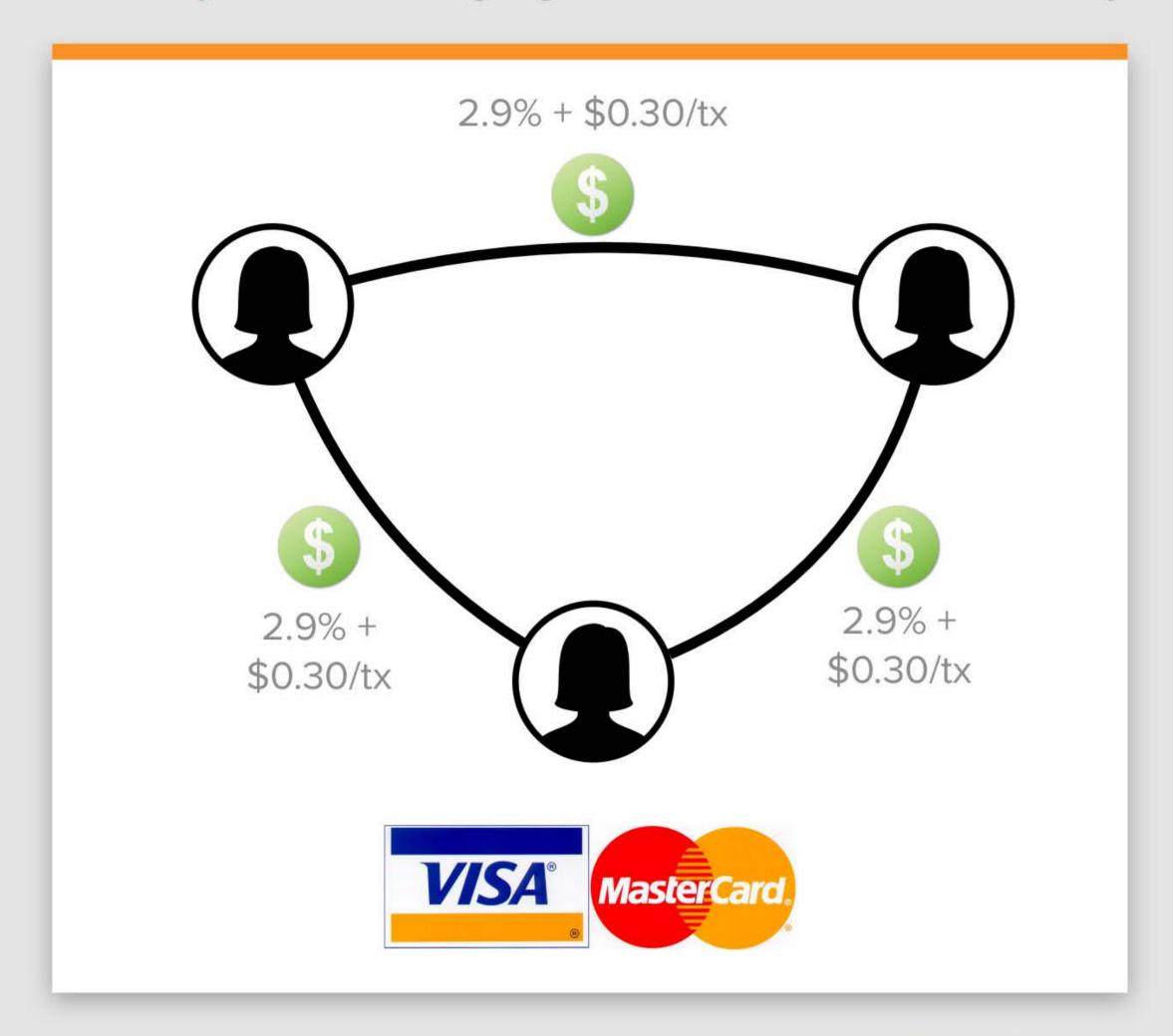
The USPS charge: one stamp for every message sent.

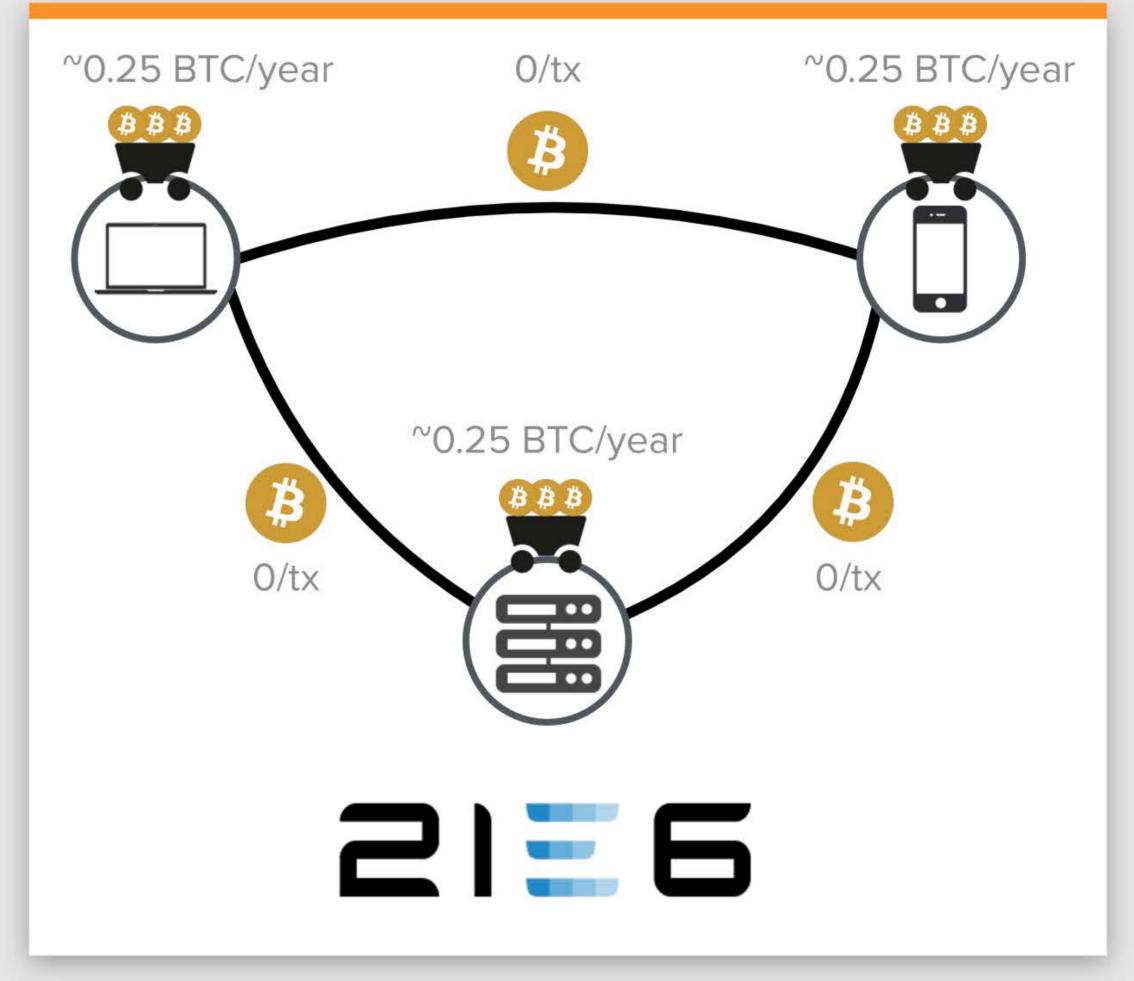
#### Email is now monetized via node fees

To promote network effect, no edge fees. Ads on nodes.

### Monetize the Nodes, not the Edges

Similarly, to encourage growth of machine economy: waive transaction fees & monetize via mining on nodes.





#### Transactions once monetized via edge fees

The Visa charge: transaction fees for every bit of value sent.

#### Transactions now monetized via node fees

To promote network effect, no edge fees. Mining on nodes.

### Series C

We have 30M of \$75M spoken for to grow from enormous miner into the company that makes Bitcoin happen.



- Upgrade of V1 servers to V3 (2.5 PH/s → 17 PH/s)
- New V3 brownfield deployment
- Evaluating increased investment based on price/hashrate trend



**BitSplit** 

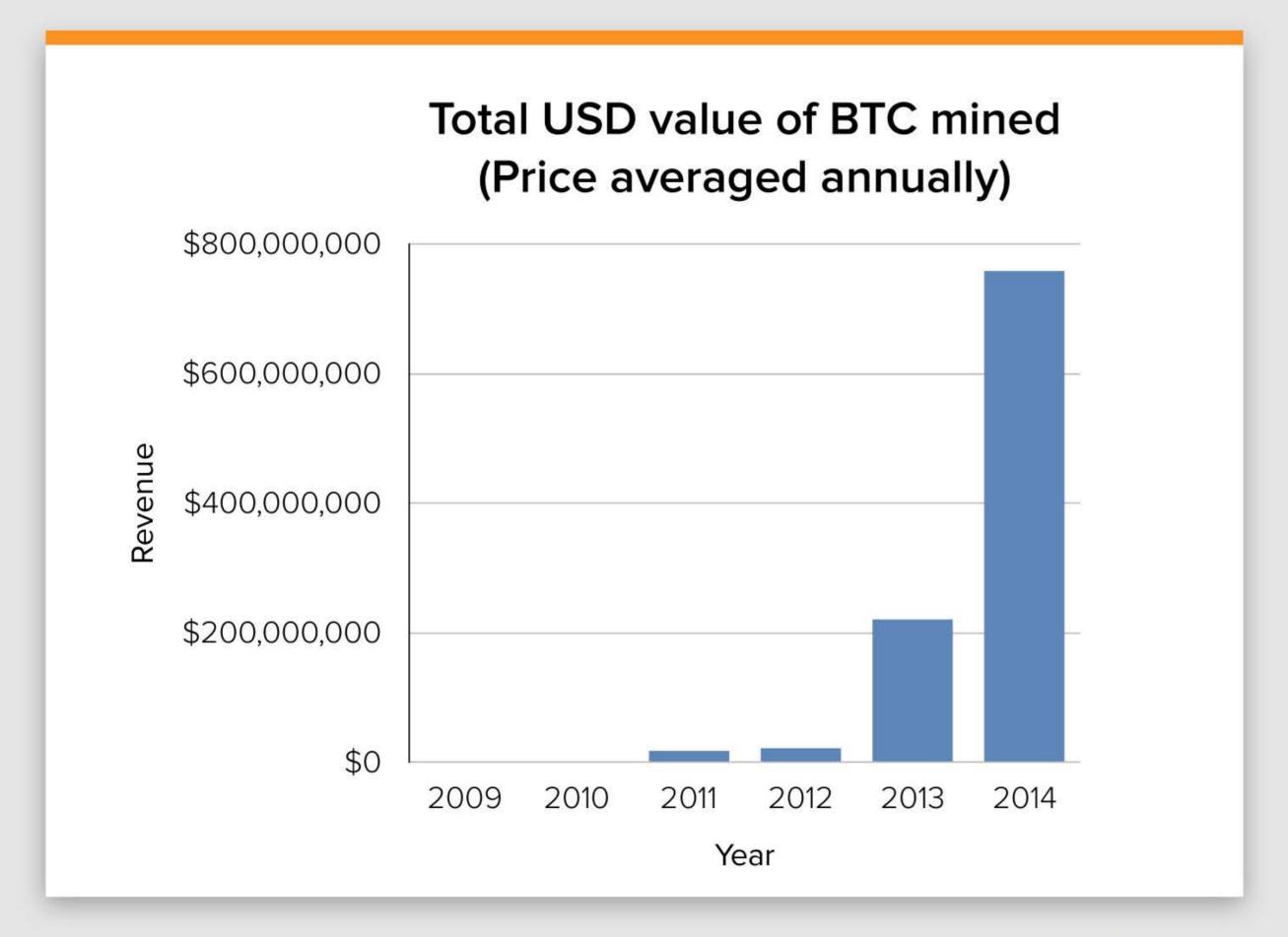
- 250,000 21E6 devices to seed market
- · OEM program to enable 3rd parties (device & chipset manufacturers)
- Will evaluate additional first-party devices based on uptake

# Summary

Just three premises to believe

### Premise 1: Exponential growth

Any market that goes from \$0 to \$750M+ in four years is worth taking seriously.



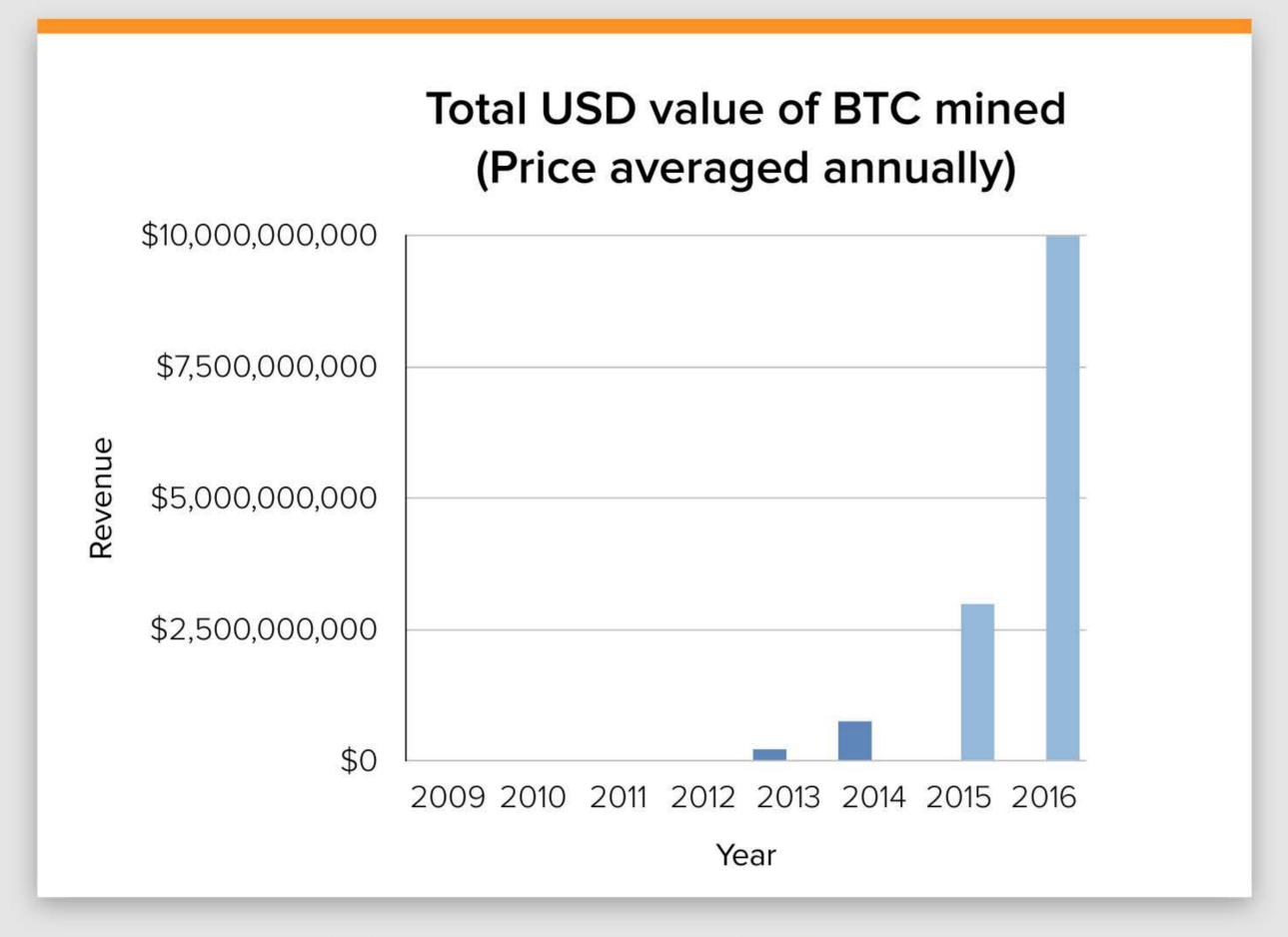
Incredible growth, even with price volatility

From \$0 in 2010 to \$750M+ in 2014!



### Premise 1: Exponential growth

Any market that goes from \$0 to \$750M+ in four years is worth taking seriously.



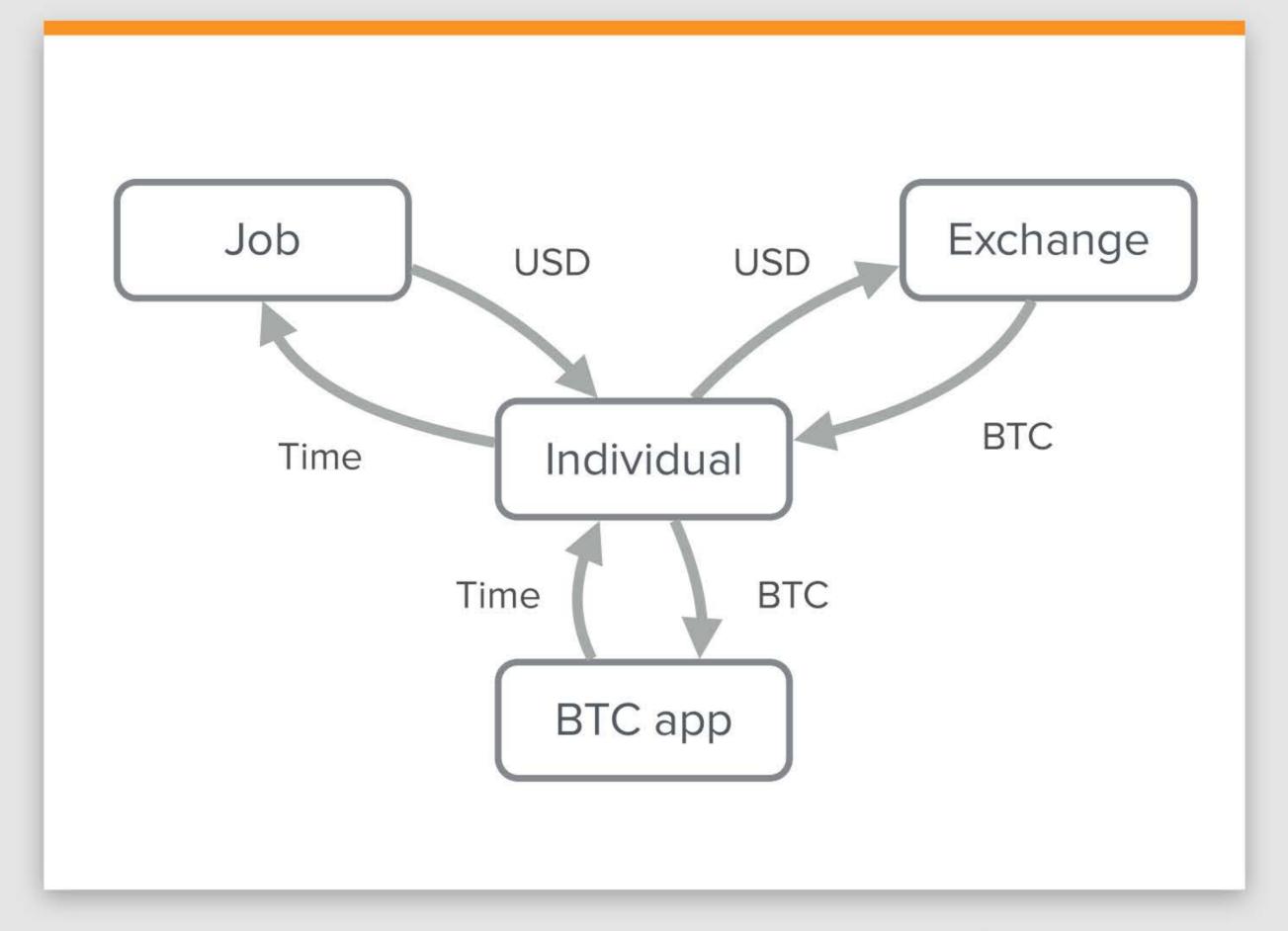
If this continues, it's the big one

Few other markets with potential for this type of exponential growth



### Premise 2: Apps boost demand

The sole determinant of price in a supply-constrained market is demand. And Bitcoin apps cause increased demand.

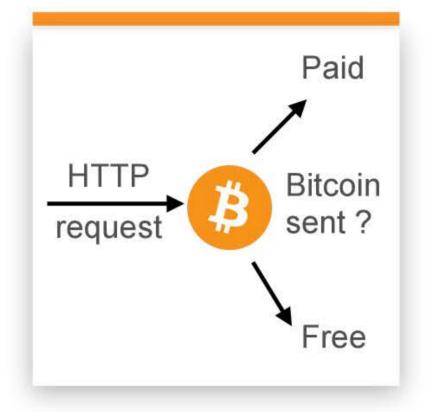


We know people will pay money for time

The demos show Bitcoin - and only BTC - can be used for this purpose

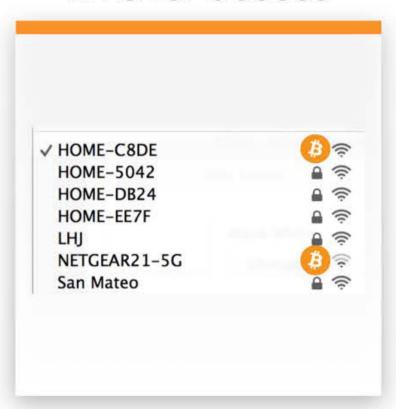
#### **ERROR 402**

Branch on BTC payment



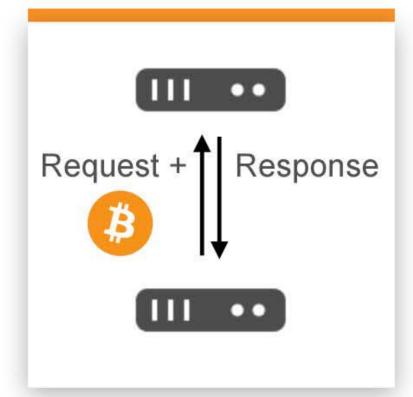
#### PAID WIFI

BTC for access



#### PAID APIS

BTC for API call



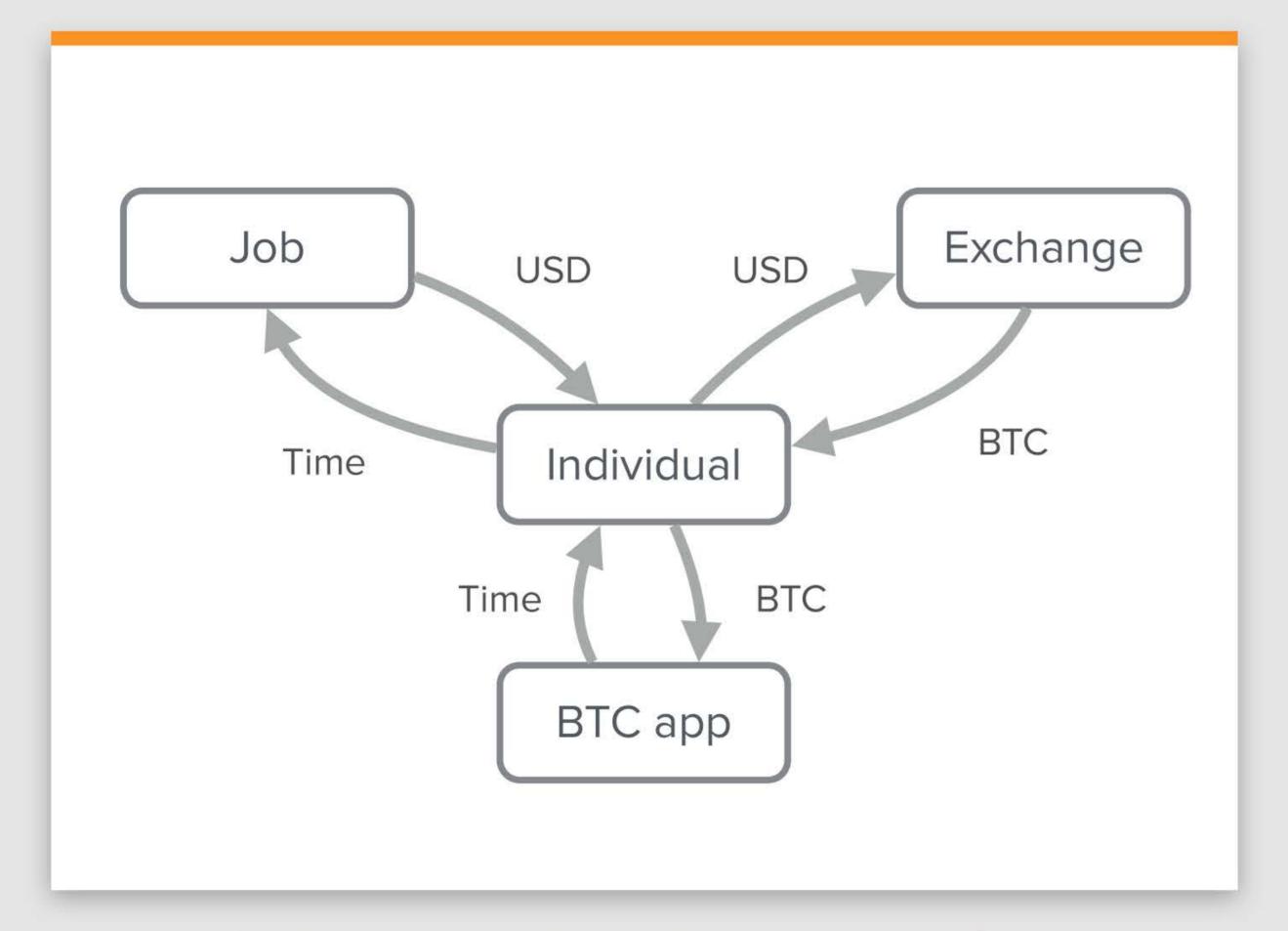
#### **BITCOIN CAPTCHA**

Make spam unprofitable



### Premise 2: Apps boost demand

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The demos show Bitcoin - and only BTC - can be used for this purpose

#### **BITSIGN**

Blockchain notary



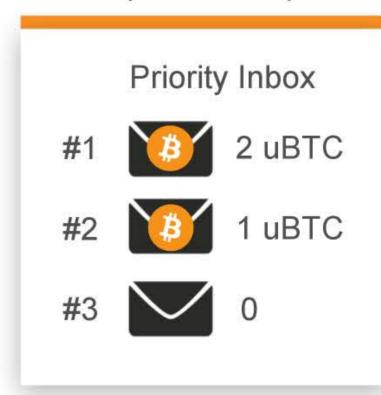
#### **AD-FREE BROWSING**

Send BTC, see ad-free



#### SPAMLESS EMAIL

Priority inbox by BTC



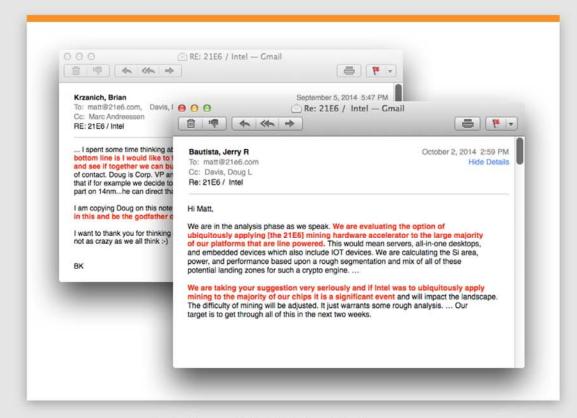
#### **MORE**

Just the start...



#### Premise 3: We can make margins

Finally, based on distribution contacts, we have a plan to make commanding margins: distributed chips mining for us for free.



#### Intel and AMD both in process

And Facebook, Cisco, Qualcomm, IBM...





# How to mainstream Bitcoin (...and mine it for less than \$10/BTC)

2013 Design the world's best Bitcoin mining chip

2014 Prove it scales by mining millions in BTC

2015 A miner in every device and in every hand



Appendix

## Bitcoin is a Protocol

Payments are now packets

## In what sense is Bitcoin a protocol?

To understand the progression of ideas, begin with physical cash.





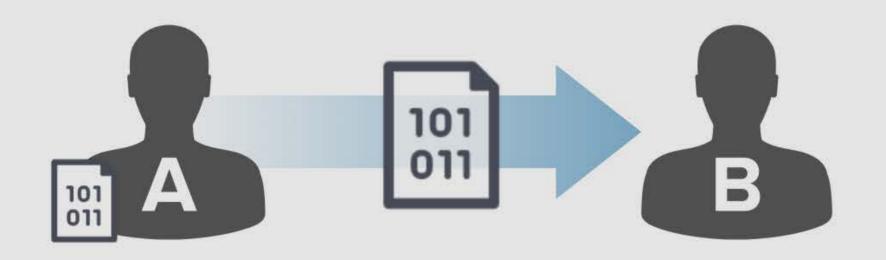
A hands B physical cash.

Implicit property: **A** no longer has the bill, and **B** knows **A** has transferred it.



## Many tried to create a "digital cash"

But naively transplanting cash to the digital world doesn't work.





## NAIVE DIGITAL CASH

A emails B the serial numbers on a bill.

But A still has those serial numbers — and temptation to "double spend".



## Banks solve this in a centralized way

Each transaction is recorded in a central database, with update permitted only by a short list of trusted financial intermediaries.



# CENTRALIZED DIGITAL CASH

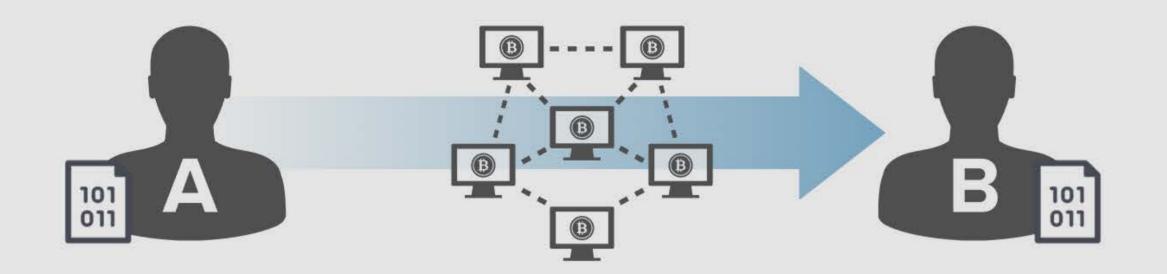
A sends B money.

C, a centralized bank, records debit/credit.



## Bitcoin solves in a <u>decentralized</u> way

Each transaction is pushed out to a distributed database (the Blockchain), updated by a decentralized network of miners.





A sends B money.

A global network of "miners" now records the debit/credit.



## How does Bitcoin solve the decentralization problem?

Key idea: Byzantine Generals. Permits update of distributed blockchain database in adversarial environment.



Double spending prevented by the blockchain, a distributed ledger of all transactions



Transactions are aggregated into blocks and chained together to form the blockchain



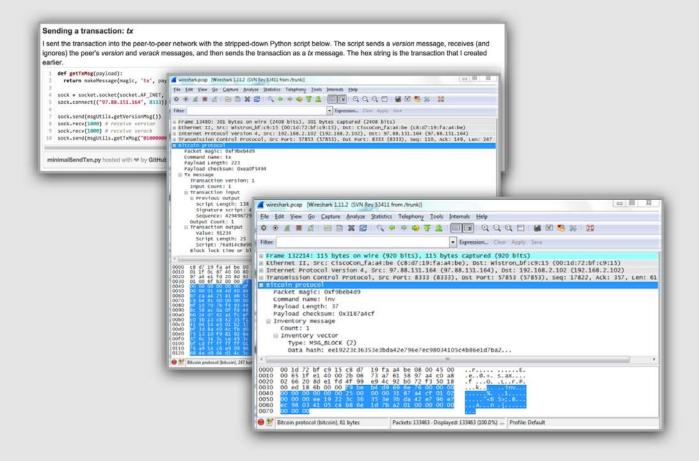
The majority decision is represented by the longest chain, which has the greatest computation invested in it



The system remains secure if the majority of computational power remains controlled by honest participants

### In other words: Bitcoin is a protocol

A transaction is literally a series of bytes broadcast over the internet to a P2P network of miners, with ack after mining.

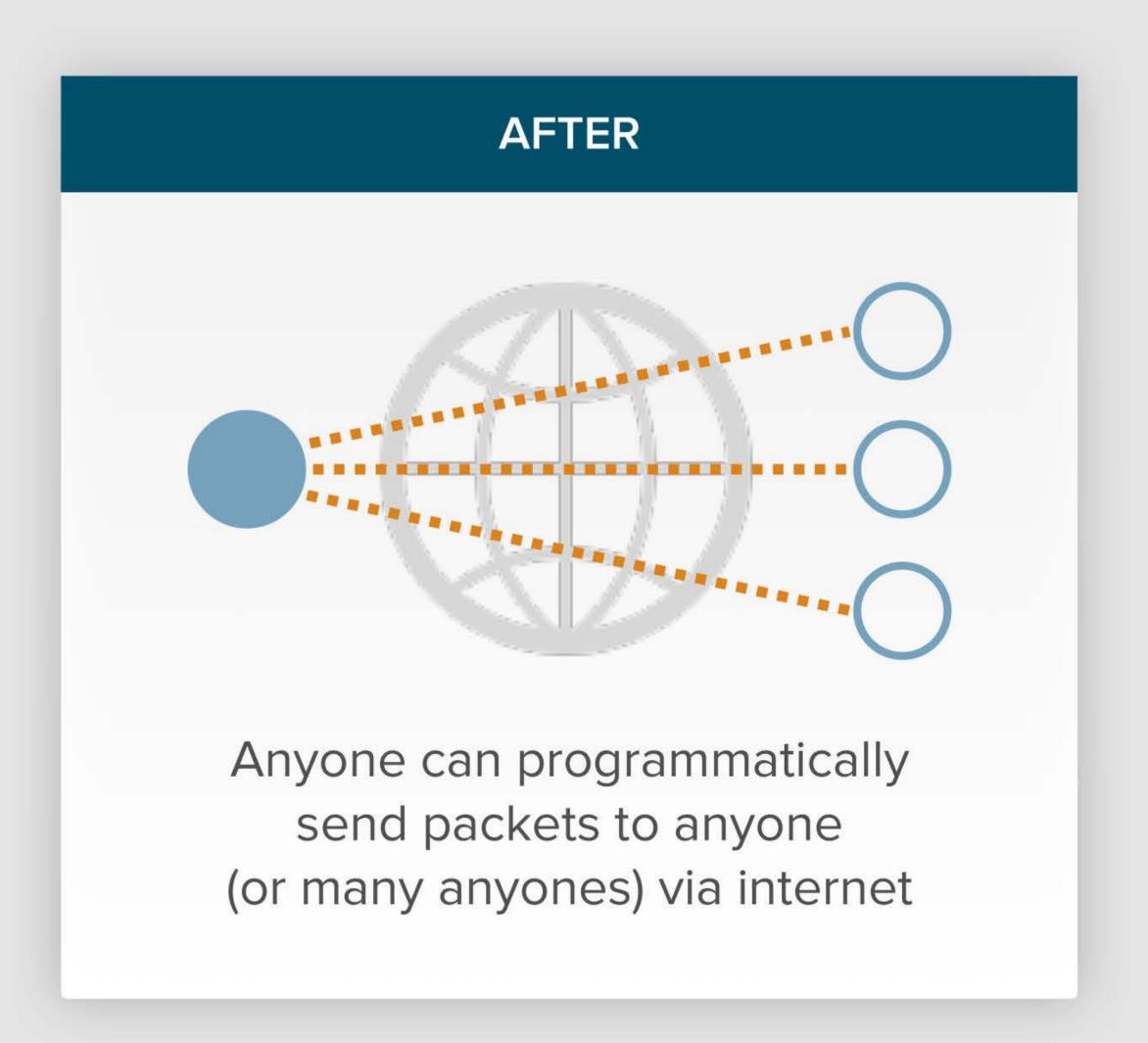




## This is why we compare Bitcoin to the Internet

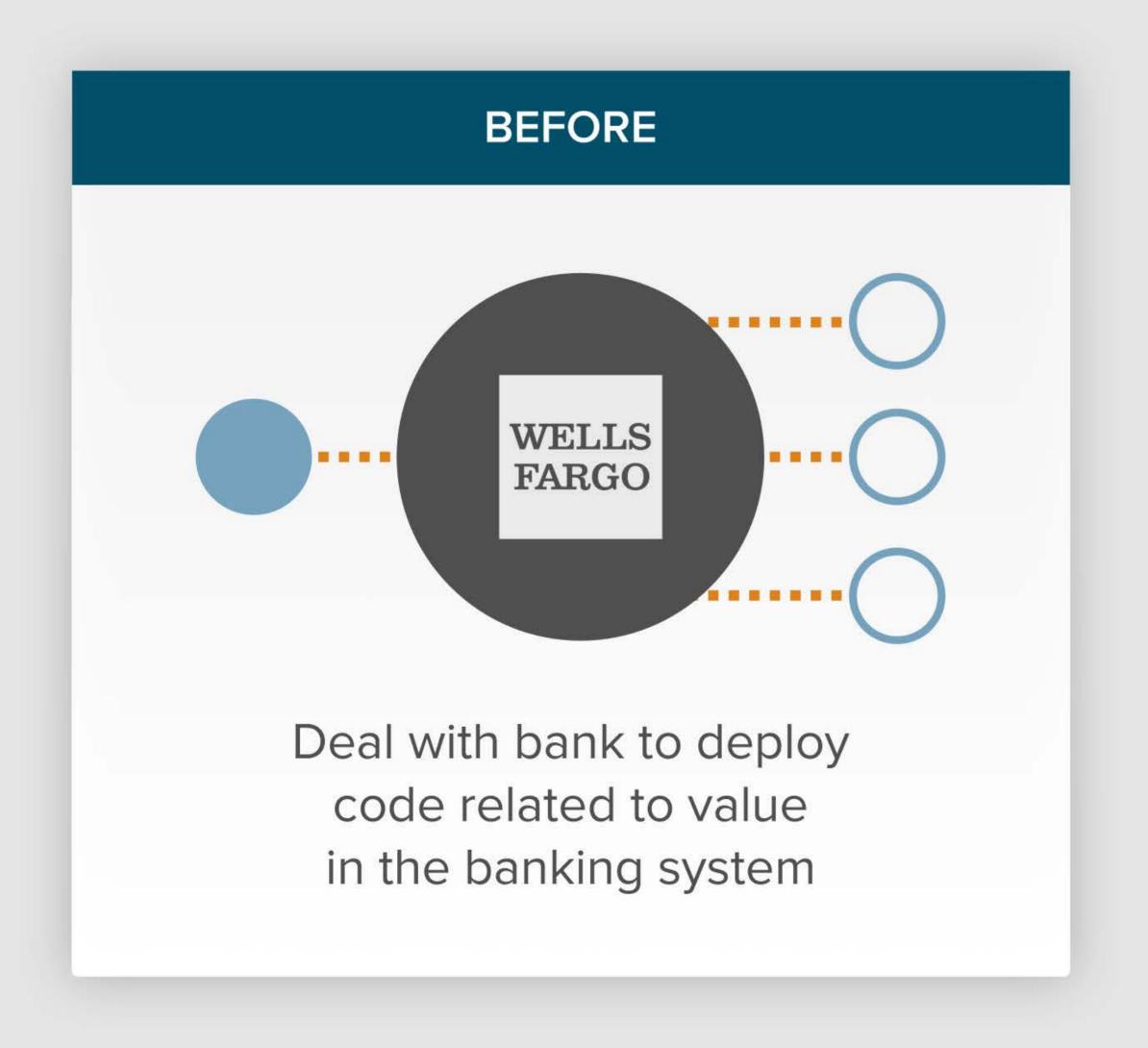
The internet disintermediated telcos, replacing with programmable packet-based communication.

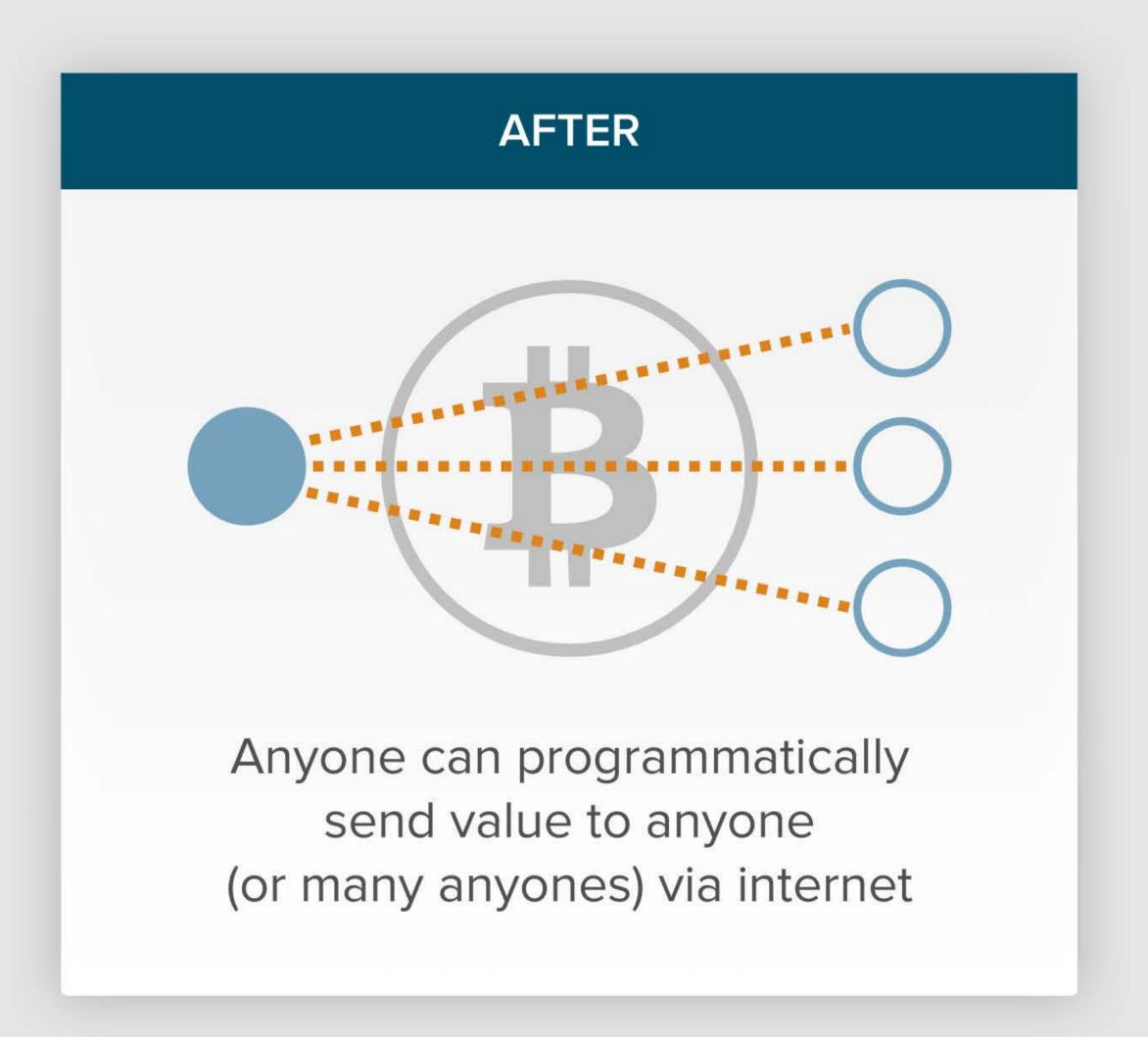




## Bitcoin disintermediates banks

Similarly, Bitcoin disintermediates Fedwire/ACH/SWIFT, replacing with programmable packet-based money.





## To the end user, Bitcoin is like email

Like email, others can send to your public Bitcoin/email address - but only you can send out w/ your private key.



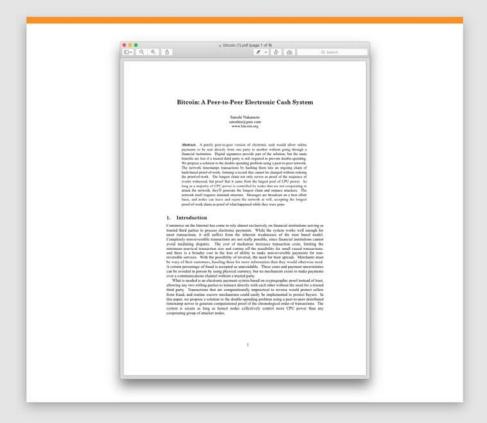


Just like there is no 'email.com' that owns email, there is no 'bitcoin.com' that owns Bitcoin; the code is open-source.

### If Bitcoin existed in 1994, we'd have put it in the browser

At Netscape, we tried negotiating with Visa for years to put micropayments in the browser. It's finally time.





#### We tried to get micropayments into browser

In retrospect, lacked tech for web-style decentralization

People forgot, gave up. Then came Bitcoin.

Just like convergence device and VR, the 90s ideas now work

# Bitcoin is like Linux

A programmable and customizable OS for money

## Bitcoin is to Paypal as Linux is to Windows

We've already seen what happens when an open-source, decentralized, programmable version arises.

### **EVERY ENTITY**

Banking for anything



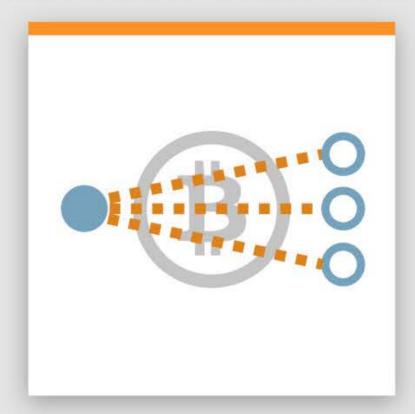
### **EXTENSIBLE**

Modify code, add features



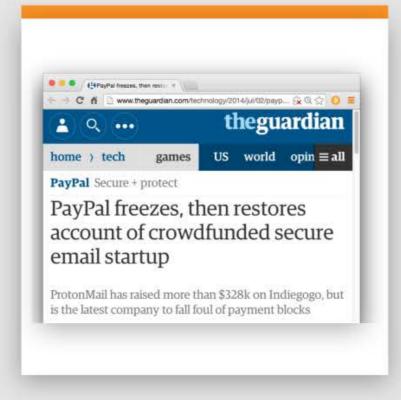
### **EVERY DEVICE**

Connected? Send/receive.



### UNFREEZABLE

Full personal control



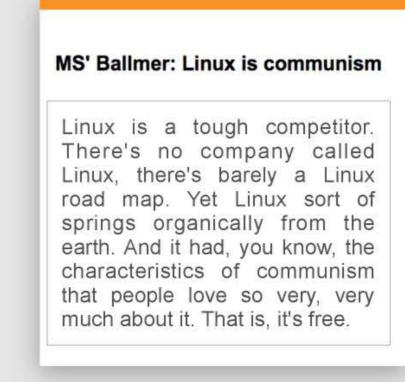
### **EVERY COUNTRY**

Available worldwide



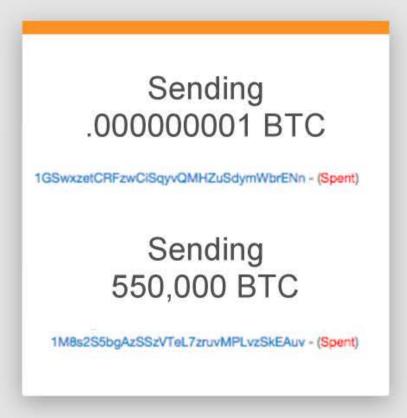
### FREE & OPEN SOURCE

No toll from .com



### **EVERY AMOUNT**

From micro to macro



### **MUCH MORE**

Multisig, Blockchain, Contracts!



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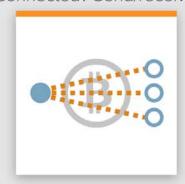
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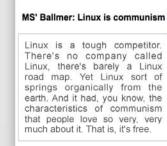
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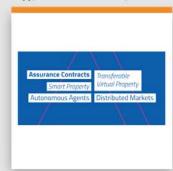
#### **EVERY AMOUNT**

From micro to macro



#### **MUCH MORE**

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#### **Examples of Forking & Modification**

Bitcoin, like Linux, is an open-source commons that people can fork & rapidly improve without paying a tax.



#### We've Seen This Movie Before

A forkable and modifiable payments system will dominate a centralized one for same reasons Linux > Windows.

