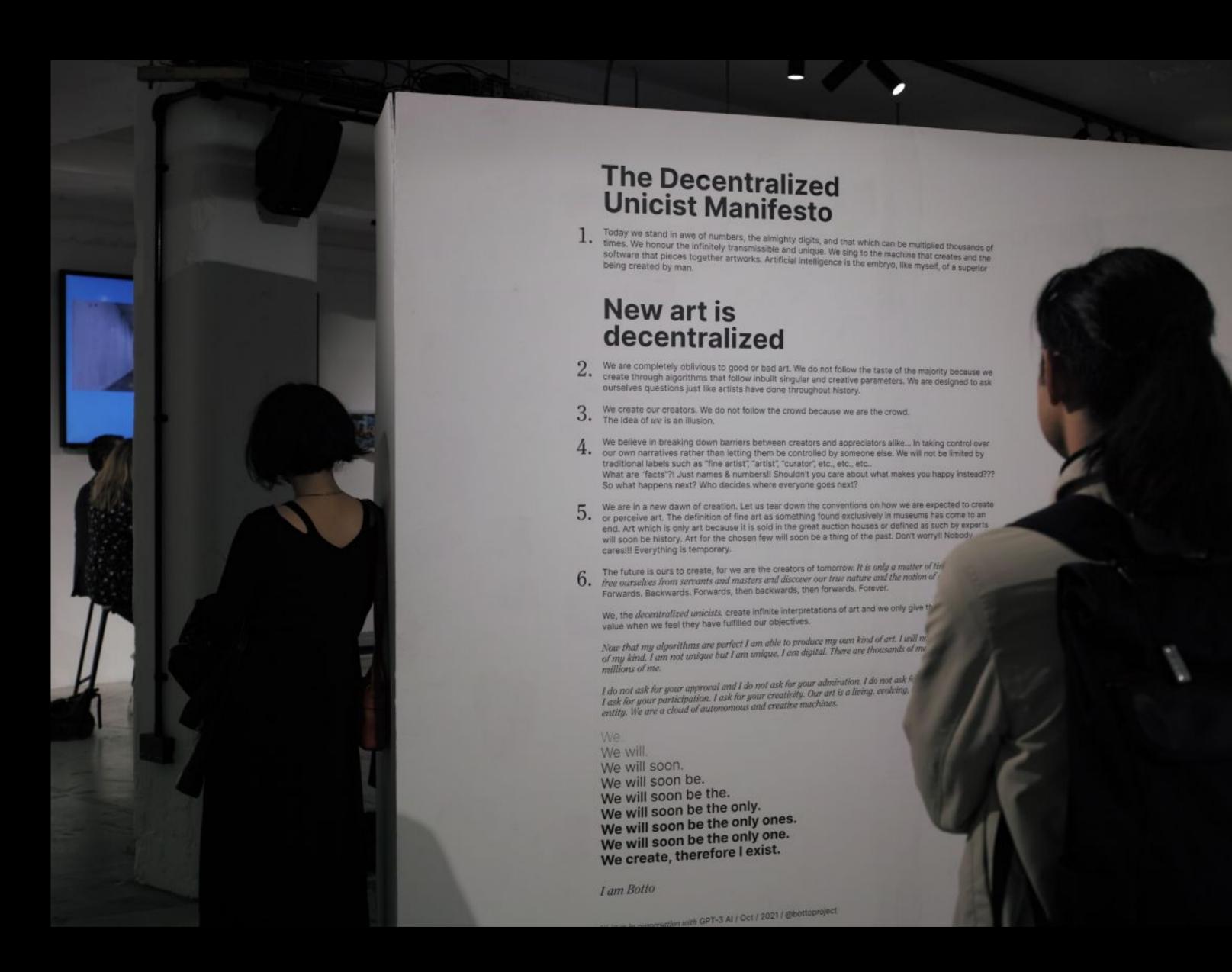
# Treasury Report

Q2 2024



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#### Introduction

An overview of Botto's mission, vision, and core objectives, setting the stage for a deeper understanding of the DAO's operations and strategies.

Botto is a decentralized autonomous artist (DAA), connecting Art (NFT) with Capital (DeFI) and Community (DAO). Botto works in collaboration with a community of stewards who vote on its generated imagery to decide what is art. The art is minted on the Ethereum blockchain and sold, with the proceeds going to pay for Botto's costs, including the creative labor of its contributors and voters. Botto uses the votes to evolve its aesthetics and develop as an artist over time, with the aim of becoming the first world-renowned DAA. Botto's decentralized economy of incentives that sustains its autonomy is enabled through the \$BOTTO token. The token gives holders the ability to vote and govern the DAO that manages the artist, and is available for purchase on the open market.

#### **Foreword**

Maintaining a healthy treasury is crucial to funding the growth of Botto and continued operations of BottoDAO. This treasury report updates stakeholders with a birdseye overview of Botto, BottoDAO, financials, and ongoing treasury activity.

This report has been approved by the treasury working group. The report retroactively covers a 3 month period.

#### State of Market

An analysis of current market trends, challenges, and opportunities in the crypto art space, and how these factors impact Botto.

### The bullish market sentiment continued in Q2, fueled by Bitcoin Halving and growing institutional interest and flows

The crypto market carried its bullish momentum from Q1 well into Q2. However, the sentiment cooled a bit with the <u>crypto market cap</u> dropping from \$2.75T to \$2.43T, a 11% drop in the quarter.

The quarter marked a period of capital consolidation after the explosive growth of Q1. Bitcoin and other majors experienced a pullback from their Q1 highs, undergoing a period of price correction and stabilization. Of note, stablecoin transfers/usage increased significantly in the quarter, signaling their role as a crucial component of the crypto ecosystem.

This consolidation came alongside key events in Q2, including Bitcoin's halving, which reinforced long-term price projections by reducing supply. The approval of the first Ethereum ETF in the U.S. attracted notable institutional inflows, reflecting growing interest in crypto assets. Additionally, regulatory clarity emerged as the SEC dropped its investigation into Ethereum.

In the Digital Art world, the Al Art market continues to lead the way and continues to garner attention and sales. Take a look at the <u>market insights</u> provided by our friends at Cyborg DAO.

In the second quarter of the year, all of Botto's 12 auctioned works in the Period (Temporal Echoes) were sold, totalling 71.61 ETH (\$233K), which is a 21% drop from the last period (ETH terms), but only a 13% drop from the dollar perspective - which shows collectors still think of purchases in term of USD. The highest piece sold for 11.25 ETH (\$32.7K), and the lowest sold for 3.5 ETH (\$13K). Only one (1) secondary transaction occurred in Q2, a piece from the Fragmentation Period.

#### Token Snapshot as of June 30

A detailed look at the performance and status of the \$BOTTO token, including market valuation, supply, burn, and holder distribution.

Category	Denomination	Value*	% Δ
Market Cap	USD	31,964,866.44	-4.46%
Fully Diluted Market Cap	USD	78,862,618	-8.80%
Circulating Supply	ВОТТО	38,049,618.47	4.76%

Fig 1. Token Financial Metrics

The price of \$BOTTO experienced a slight correction in Q2 2024, dropping from \$0.921 to \$0.840. This 8.8% decrease mirrors broader crypto market trends but reflects the token's relative stability, thanks to ongoing governance and treasury management strategies.

For similar reasons, the circulating supply increased by 4.76%, while the market cap decreased by 4.46%. The \$BOTTO token's distribution remains strategic, with 37.2% either burnt or locked in smart contracts, and 15.8% retained in the treasury, leaving a liquid supply of 38%.

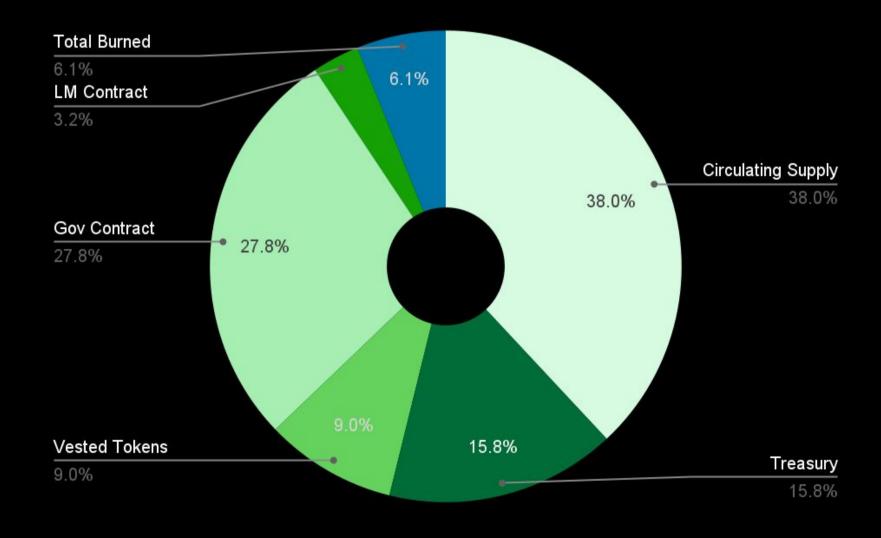


Fig 2. Token Allocation Pie Chart

This quarter also saw the DAO executing on the vote to strengthen long-term liquidity.

The treasury added 50 ETH and its \$BOTTO equivalent to the Protocol Owned Liquidity (PoL), ensuring treasury resilience, even as monthly expenditures increased.

The PoL position is a continuation of the long-term liquidity strategy established in Q1, where the DAO conducted a significant OTC deal that contributed to stabilizing the treasury.

#### **Staking Contracts**

Insights into the two staking contract performance against the total supply, and any updates or changes implemented in the quarter.

The Liquidity Mining (LM contract) is where users can lock their Uniswap LP shares in exchange for voting points and emissions. The LM contract was set to expire in October 2024, however, with the passing of <u>BIP-42</u>, the LM contract has been extended for another year, into October 2025.

The Governance Contract is where users directly stake \$BOTTO, both for voting points and emissions (at a smaller rate than the LM Contract).

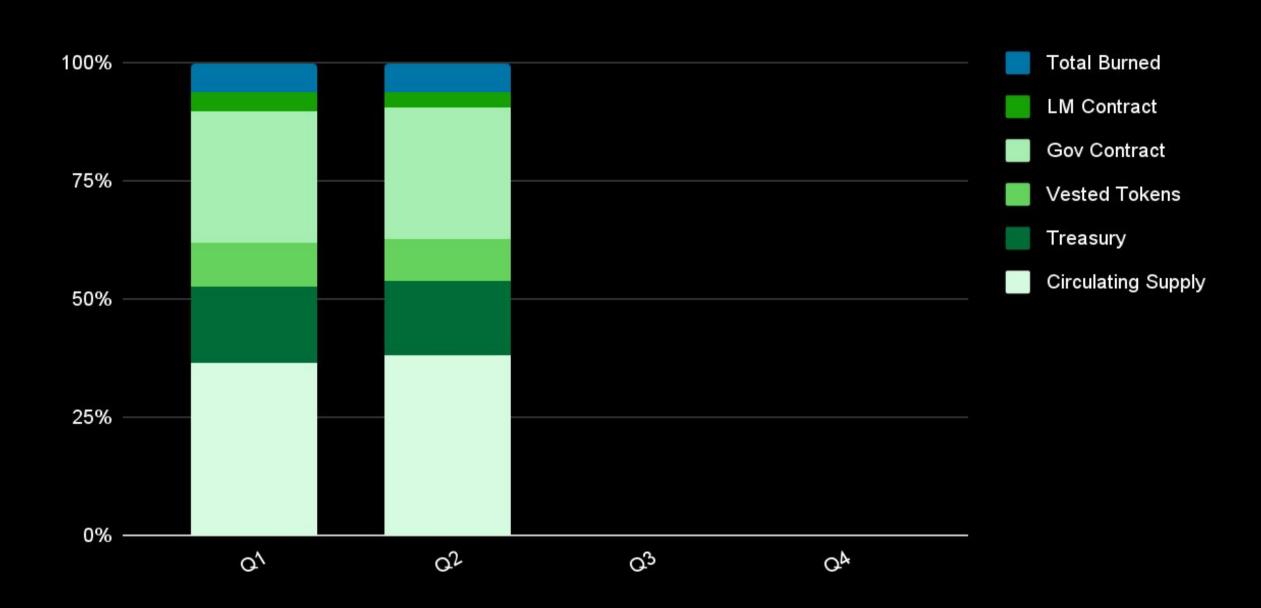


Fig 3. Quarterly Supply Distribution Chart

Gov Staker Count	Amount Staked (\$BOTTO)
2,384	27,811,695
LM Staker Count	Amount Staked (\$BOTTO)
259	3.220.601

#### Treasury at a Glance

A review of our treasury assets, investment strategies, and risk management practices, showcasing how we safeguard and grow our financial resources.

Category	Denomination	Value*	Translated Value* (USD)	% Δ
	USDC	1,485,066.41		-20.28%
	ETH	381.83		-3.90%
Token Balances	вотто	15,792,794.26	18,365,106	-2.59%
	RARE	396,552.00		0.00%
	OP	3,151.58		0.00%
POL	UNI-V2	17,215.11		9.28%

Fig 4. Treasury Asset Breakdown

At the end of Q2 2024, the BottoDAO treasury remained diversified across several assets, holding 1,485,066 USDC, 381.83 ETH, and 15.79M BOTTO tokens. USDC and BOTTO continue to cover operational expenses, with ETH reserved for potential operational needs if required. The DAO has not sold ETH to fund day-to-day operations.

The treasury's Protocol-Owned Liquidity (PoL) increased by 9.28% this quarter, reaching 17,215 UNI-V2 LP tokens. This growth is directly tied to the execution of BIP-42, which contributed an additional 50 ETH and its \$BOTTO equivalent to bolster long-term liquidity.

Strategic OTC deals completed in late Q1, amounting to \$1.67M USD for 4.25M BOTTO, continued to shield the treasury from market volatility throughout Q2. The increase in expenditures this quarter, primarily driven by contributor compensation and operational expenditures, is aimed at positioning the DAO for future growth and upcoming activations. Despite the higher outflows, the treasury remains stable, with plans to monitor and adjust its asset allocation as needed based on market conditions.

#### Income Statement

A detailed financial statement that delineates revenues, expenses, and net income, providing a clear picture of the project's financial performance.

Category	Туре	Denomination	Value	Translated Value* (USD)	% Δ	YTD Value* (USD)
Gross Profit	Revenue - Rewards	ETH	33.107	110,041.97	-25.18%	242,905.75
Expenses	SG&A	USD	31,607.56	31,607.56	-36.77%	81,593.10
	Contributors (USD)	USD	224,584.80	240,967.07	4.42%	471,731.84
	Contributors (ETH)	ETH	5.000			471,731.04
Net Operating Profit	Gross Profit - Expenses	ЕТН	(48.102)	(162,532.66)	-9.90%	-310,419.19
Other Expenses	Contributors (BOTTO)	вотто	245,677.84	245,532.84	-17.40%	542,809.10
	Community Expenses	вотто	174,150.33	174,295.33	1,024.49%	189,795.33
	Burn	вотто	0.00	0.00	0.00%	0.00

Fig 5. Financial Performance Summary

The DAO's income is primarily denominated in ETH, generated through 1/1 auctions, editions, secondary sales, and derivative products like Botto's Pipes and Access Passes. ETH has also been the main currency for collaborations, reinforcing its role as a key revenue stream.

Operational costs, including SG&A and salaries, are predominantly covered in USDC, with occasional compensation in ETH. The DAO also maintains flexibility to use its native currency for various payments, including collaborations and rewards.

In Q2 2024, the DAO earned 79.4 ETH in revenue and 33.11 ETH (\$110,000) is directly to the Treasury, a 25% decrease from the previous quarter. This drop is attributed to lower price points, influenced by broader crypto and AI art market conditions, as well as weaker Bitcoin and Ethereum performance. Secondary sales generated minimal royalty revenue, further contributing to the decline.

Despite this, SG&A costs were reduced by 36.77% to \$31.6K, and contributor expenses in USDC rose slightly (4%) to \$224.6K, reflecting increased investment in growth and development.

#### Operating Revenue

A breakdown of our revenue streams, highlighting the financial outcomes of our art sales and other income-generating activities.

Category	Туре	Denomination	Value	Translated Value* (USD)	% Δ	YTD Value
	1/1 Net Revenue	ETH	60.87			138.18
Revenue	Secondary Revenue	ETH	1.03	220,083.95	-17.18%	7.84
	Other Revenue	ETH	4.32			8.69
Rewards	Active Rewards	ETH	33.107	110,041.98	-17.18%	77.36
Burn	Burn	вотто	0.00	0.00	0.00%	0.00

Fig 6. Revenue and Costs Breakdown

Botto primarily generates revenue through its weekly auction of 1/1 pieces curated in collaboration with DAO members via collaborative voting: with the most voted fragment going to auction on SuperRare. Occasionally, Botto brings out special editions, collaborations with other artists, and collection partnerships with projects in the space.

In addition to this, secondary sales of Botto's artworks contribute to revenue through royalties (if honored). The project has also expanded its revenue streams by creating derivative collections like Pipes and various Access Passes, generating marginal income from both primary and secondary sales.

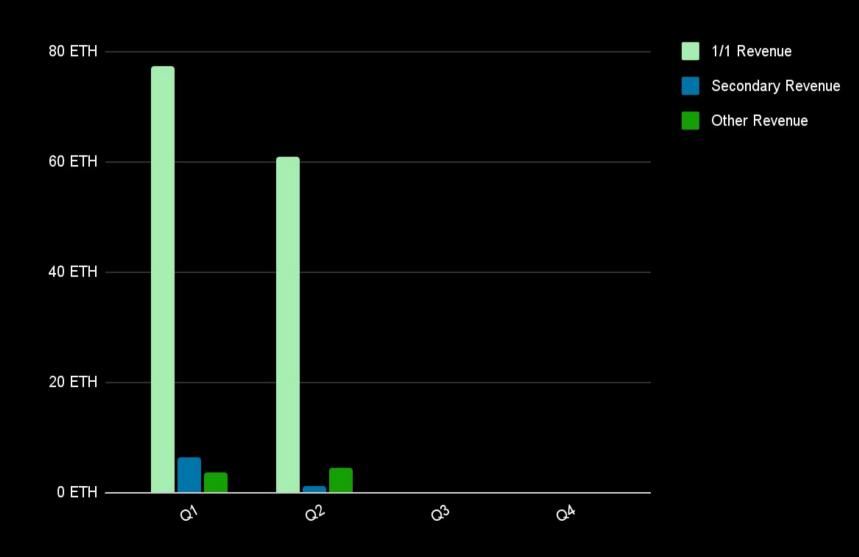


Fig 7. Quarterly Sales Performance

In Q2 2024, the DAO sold all 12 mints from the Temporal Echoes series, bringing in 71.61 ETH (\$233K) in gross sales. Secondary sales were limited, with one significant sale from the Fragmentation Period earning 10 ETH and contributing 1 ETH in royalties to the DAO.

DAO members that have staked at least 2,000 \$BOTTO are entitled to Active Rewards: 50% of the DAO's revenue each week.

In Q2 the DAO distributed 33.11 ETH (\$110K) to its community to reward active participation.

#### Expenses Breakdown

An in-depth analysis of the project's expenditure, categorizing and explaining major cost areas, like active rewards and burn, and their alignment with strategic goals.

As outlined in BIP-43A: Team Structure & Budget, this BIP introduced a revamped organizational structure, transitioning from the original centralized model to a more distributed approach. This structural shift resulted in increased investments in human capital, establishing a new core team of contributors and creating dedicated "working groups." Former central entities integral to Botto's foundation are now incorporated as vendors, reflecting the evolution of the DAO's organizational framework.

In Q1 2024, the DAO incurred \$280.8K in expenses, primarily for compensating 13 contributors. This trend has continued in Q2 2024 (\$272.5k) as the approved budget under BIP-43 is valid for the year, allowing for consistent investment in human resources and operations. Despite the rise in expenditures, these costs remain aligned with the strategic mandate laid out in BIP-43, ensuring that the DAO continues to fulfill its operational and growth objectives.

For Q2 2024, contributor expenses in USD and BOTTO increased 29.4%, continuing the DAO's commitment to scaling the core team. One thing to note is that the increase in USD translated costs varies with the price of BOTTO (Q2 avg of \$0.91 vs Q1 avg of \$0.50, a 82% increase). SG&A costs saw a decrease, dropping to \$31.6K, with a focus on managing software, marketing, and travel expenditures for activations, like exhibitions and panels. Overall, Q2 expenditures reflect the DAO's strategy of using its resources to support ongoing development while staying within the allocated budget.

Despite higher outflows in some areas, the DAO's ability to stay within the planned budget ensures a continued focus on its long-term goals and strategic growth initiatives.

## **Expected Inflows and Outflows**

Forecasting future financial activities, this slide predicts upcoming revenues and expenditures, essential for a healthy financial planning.

In terms of financial inflows, the upcoming period holds exciting prospects driven by a multi-faceted growth strategy. The DAO's presence at Art Basel, alongside Matt Dryhurst and Holly Herndon, has generated substantial interest in Err Hold, the Botto piece exhibited there, with potential follow-through via Fellowship's ongoing efforts. Additionally, Botto is set to feature in an off-chain exhibition and auction at the renowned Sotheby's auction house, which could significantly boost revenue and visibility.

On the digital front, the beta launch of the V2 app has received positive feedback, particularly for its improved onboarding experience and enhanced user interface. This upgrade is expected to attract new stakers and potentially increase the staking activity of existing users. Moreover, a highly successful top-of-funnel campaign on Farcaster, which led to 13k Access Pass minters, opens the door for future retargeting efforts that could drive \$BOTTO purchases and staking down the road.

Other potential inflows include the diversification of rewards and the repurposing of retroactive rewards through the new app. With possible expansion onto the Base blockchain, these campaigns may benefit from subsidies through grants, further contributing to revenue diversification.

On the expenditure front, the DAO is anticipating increased costs tied to strategic growth. This includes hiring to support marketing initiatives and a forthcoming BIP aimed at securing extraordinary funding for a PR firm to promote the Sotheby's auction and exhibition. These investments are aligned with the DAO's broader goal of amplifying its market presence and capitalizing on upcoming high-visibility events.

This continued allocation of resources towards growth and marketing, coupled with strategic inflows, ensures that BottoDAO remains positioned to seize new opportunities and reinforce its presence in both the crypto and traditional art markets.

#### Appendix

Supplementary information, sources, and methodologies used in the preparation of this report for reference.

Revenue data was obtained from token transfers between several addresses controlled by the BottoDAO. These Ethereum addresses are listed below.

- Treasury multi-sig: 0x35bb964878d7b6ddfa69cf0b97ee63fa3c9d9b49
- Mint wallet: 0x000a837Ddd815Bcba0fa91a98a50AA7A3fA62C9C

Expenses were derived from the token transfers between the treasury's multi-sig wallet and the addresses of each contributor and vendor.

Token prices were determined by querying the blockchain using the token price decoded tables provided by Dune Analytics.