

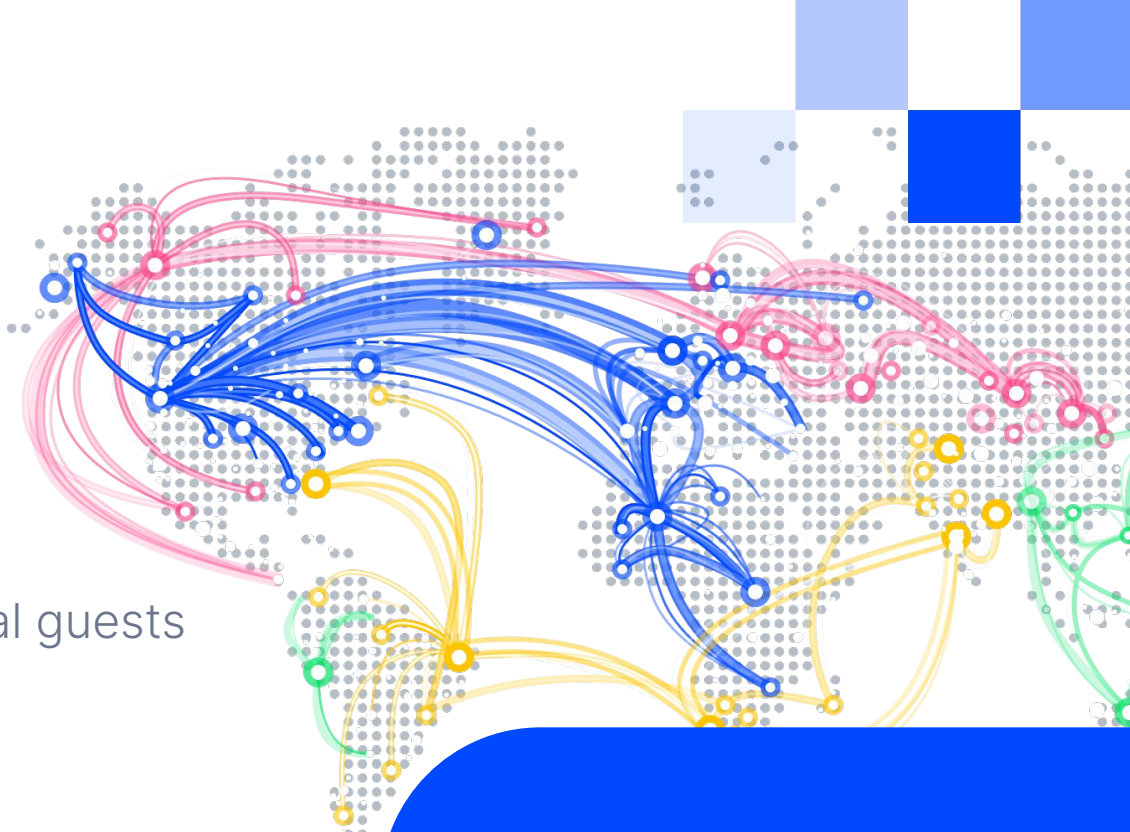


STORJ

Town Hall

Q4 2022

Live at ETH Denver with special guests



March 3, 2023

Forward-looking Statements

This document contains forward-looking statements about our product, network, and business.

The development, release, and timing of any features or functionality described for our products remains at the sole discretion of Storj Labs.

The information herein is not a commitment to deliver any material, code, or functionality, or make promises about anything related to our business, and should not be relied upon in making purchase or other decisions.

Questions?
ask@storj.io



Speakers



Ben Golub

Chief Executive Officer



John Gleeson

Chief Operating Officer



Jacob Willoughby

Chief Technology Officer

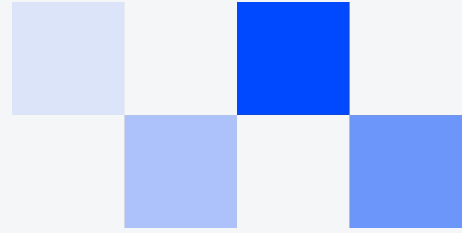
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Special Guests



Agenda



Executive Summary

Product & Roadmap Update

Partners & Customers

Nodes & Community

Questions?
ask@storj.io



Executive Summary

Accelerated growth with Storj

2022-Q4

- Accelerating growth in users, paying customers, data stored, data egress, revenue
- PB scale Partners and Lighthouse Customers
- Success in key web 2.0 and web 3.0 use cases
- Enterprise grade indicators all good
- NPS 35-45
- Ensuring long-term success of Node Operators
- Leadership on governance
- 24 demand partners signed
- Better global performance than hyperscalers**

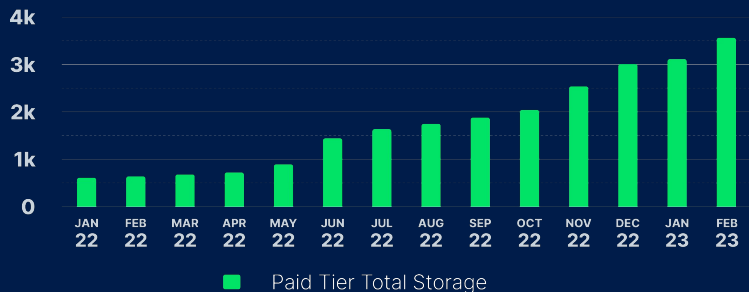
2023-Q1

- Channel and partner enablement
- Continued customer growth
- Web 2.0 Partners (e.g. iXsystems, GB Labs, Zerto, Atempo, Spico and 4 other resellers)
- Web 3.0 Partners (Ankr, LivePeer, Matter Labs)
- Rich set of product enhancements
- Major performance upgrade
- Fulfilling items on public roadmap
- Evolution of economic incentive structure

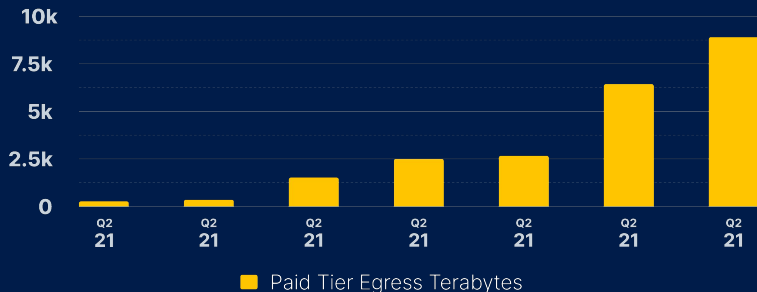


2022 Demand & Usage Growth

Paid Storage



Paid Egress by Quarter



Growth

- Paid data up 72% Q/Q
- Paid egress up 37% Q/Q
- Net Monthly Expansion 1.16
- Multi-PB scale customers, prospects

Enterprise Grade

- Designed and built from the ground up to handle hot, enterprise production workloads
- 0 files lost in 3 years
- Durability: Median 67 pieces, Min 54 (vs 29 needed to recover))
- Core Availability: 99.97%
- Performance:
 - >2500 MB/s download
 - Consistently on par/faster than web scale providers
- **Public Data at <https://stats.storjshare.io/>**



Customer Growth In Both Web2 and Web3

Lighthouse Customers and Partners

“The distributed cloud storage model that Storj uses, combined with Atempo’s Miria Archive solution, enables teams to access, manage, protect, and even share massive volumes of data, so that media professionals remain creative and productive even when working remotely.”

Louis-Frederic Laszlo

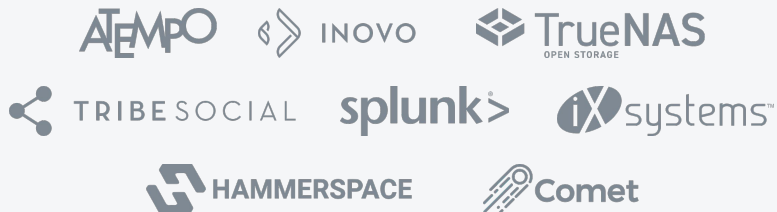
VP, Product Management, Atempo



“What we achieved with Storj when we tried it is we started getting speeds up to 3 gigabits per second. We saved days of engineering time just waiting for these nodes to launch... that really made us interested in Storj, and want to double down on our partnership.”

Josh Neuroth

VP Product, Ankr



Coverage by leading industry analysts and technology press.

“While Storj’s latest features cater to the web3 community, the vast majority of its users are Web 2.0 companies, with Storj acting as a bridge between the two.”

“Web3 is definitely a big use case for decentralized storage, and several companies are going after it. Storj has a slightly different focus: It is going beyond both cold storage and web3, instead focusing on being a bridge between Web 2.0 and web3.”



Anna Heim | Tech Crunch



“Web3 storage supplier Storj has released its Storj Next update providing an up to 280 percent increase in file upload and download speeds. It says it delivers enterprise-grade storage for 10 percent of the price of providers like AWS, Microsoft and Google. Storj has a network of more than 20,000 nodes; an increase over the year from 13,000.”











Chris Mellor | Blocks and Files



Growing Web 3.0 Awareness/Acceptance

- ✓ The Web 3.0 Index is a list of Decentralized Infrastructure Companies
- ✓ Great to be listed among such innovative companies
- ✓ Very excited to now be at the top of the list based on network stats
- ✓ Also excited to be partnering with a number of these companies

1		Storj (STORJ)	Ethereum
2		Livepeer (LPT)	Ethereum
3		Helium (HNT)	Helium
4		Arweave (AR)	Arweave
5		Akash (AKT)	Akash
6		Sia (SC)	Sia
7		Pocket (POKT)	Pocket
8		The Graph (GRT)	Ethereum

Source: Web3 Index (web3index.org) 2/27/2023



Node Snapshots.

Super fast downloads of up-to-date node snapshots to support decentralization and node providers.

Storj is teaming up with Ankr to offer snapshots-as-a-service. With every passing day, it becomes harder for blockchains to remain decentralized as the storage requirements increase and more blocks must be downloaded and synced to launch nodes. For new node operators, syncing a node can take days or weeks.

- Download at your maximum bandwidth and processing capacity from anywhere in the world
- Launch your node 10x faster!
- Support decentralization



For a limited time, access the full Erigon Ethereum archive snapshot for only ~~\$0.22/GB~~ \$10.

Made by Ankr, hosted on Storj.

Objects can use up to 16 parallelism per GB of archive size. Based on the capability of the machine on which you're running the uplink client, you can configure parallelism to as high as 2x the available thread count.

For example, if you had a file that was 2GB+ and 16 threads an ideal setting would be 32. Even settings as low as 8 will offer > 1Gb/s performance, so there is a lot of flexibility to tune to your needs and environment.

[Node Synchronization](#)



Chainsnap.io Partnership with Ankr



Verified and curated blockchain state snapshots to accelerate node synchronization



Snapshots stored on globally distributed, decentralized network of storage nodes



Secure storage with incredibly high throughput ensures node state can be downloaded anywhere at maximum speed



Featured Web3 Partnership with Livepeer

- Livepeer provides video transcoding at scale
- Livepeer acquisition of MistServer open source provides OTT player
- Storj provides S3 compatible storage layer with native support for streaming
- Delivers a comprehensive solution for Web2 and Web3 video streaming customers

The logo for Livepeer, featuring the word "livepeer" in a white, lowercase, sans-serif font. The letter "i" is replaced by a green dot matrix pattern.

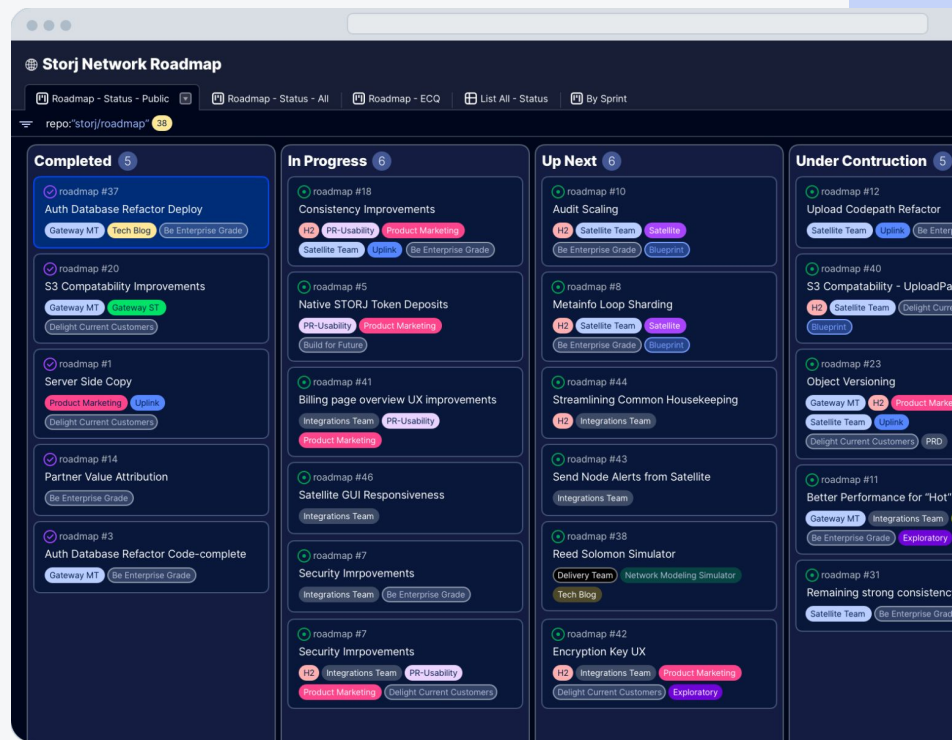
Integration Summary:

Livepeer and Storj deliver an end-to-end decentralized video storage, transcoding, and streaming service



Product Updates

- ✓ Web 2.5: S3-API compatible gateway enhancements/stability
- ✓ Continued work on durability, performance, availability, scalability
- ✓ Onboarding and UI usability improvements
- ✓ E2E encryption passphrase UX
- ✓ Continued customer growth and tech partner integrations
- ✓ New documentation sites

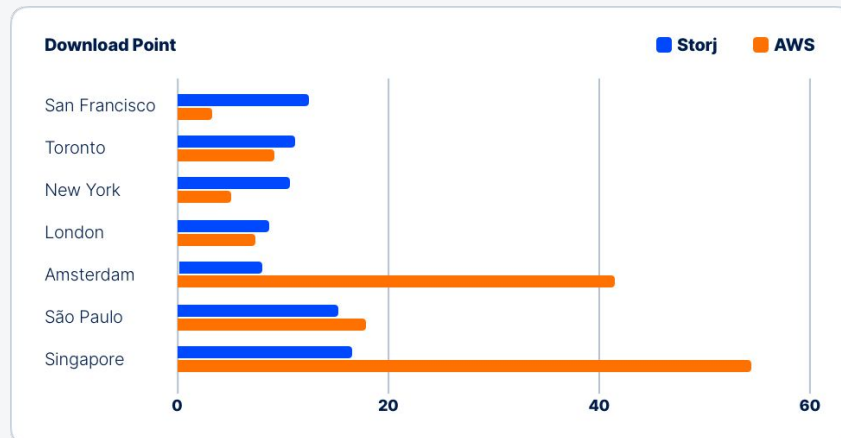


Public roadmap at storj.io/roadmap



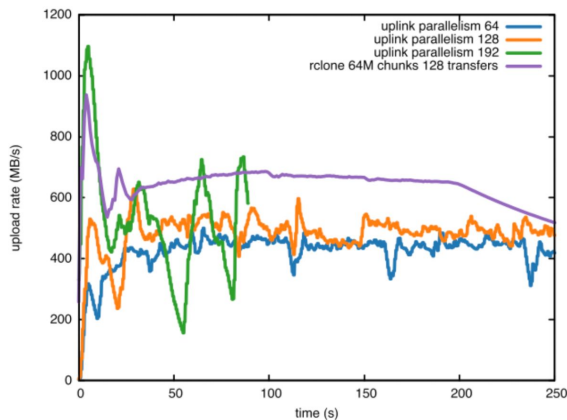
This advantage is evidenced by globally dependable download performance

Compared to S3 single-region storage, Storj is able to have consistent throughput because of its ability to pull from so many nodes simultaneously, drastically increasing the probability of having enough paths that are uncongested. S3 performance is plagued by intermittent internet slowdowns. This is especially true when the S3 origin is far away from the download location



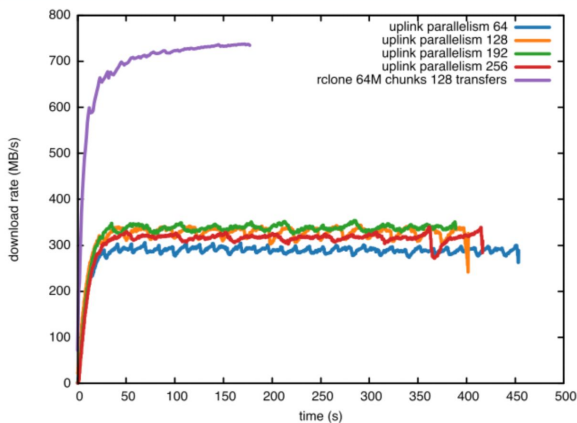
954 MB object. Mean download times of the object in a Storj global bucket vs. S3 us-west-2 standard. Downloads done with Digital Ocean droplets. Compared highly parallelized results: 16 thread option





Upload Rates

Figure 4 - Upload rates to Storj comparing the Storj uplink program with native parallelisation to chunking the file as described previously.



Download Rates

Figure 5 - Download rates from Storj comparing the Storj uplink program with native parallelisation to chunking the file as described previously.

Independent Analysis Validates Performance

Independent Analysis by Dr. Antonin Portelli at U. of Edinburgh simulating distribution of high energy particle physics datasets within DiRAC

Demonstrates ability to get enormous global throughput gains through parallelism
storj.io/performance-report



What makes us economical makes us green.

Uses Existing resources

Based on LCA, >60% of a drive's carbon footprint comes from mining, manufacture, & transport

Over 70% of Storj drives are already deployed & powered, & simply get better utilized



Low Electricity Usage

Almost no marginal electricity to run drive at 80% full vs. 25% full

Low hardware concentration means much less cooling. 40-60% data center energy savings



Low Expansion Factor

Global distribution of erasure coded pieces yields 11 9's of durability & multi-region distribution w/ expansion factor of only 2.7 (vs. ~6 with other methods)



No New Data Centers

Get equivalent capacity of several, global data centers, without cutting down a single tree, pouring a bag of concrete, or firing up a new power supply

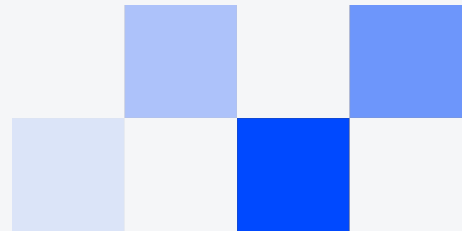


Community



Community Updates

Update to Storj Economic Model



Goal

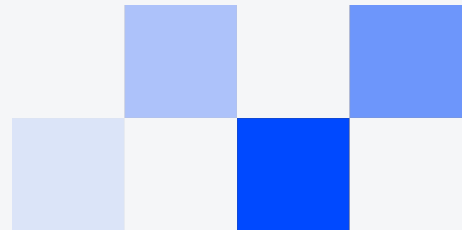
Refine economic incentive model to reflect current and future network growth and evolution

- Ensure long term sustainability of storage node operation for supply
- Ensure scalable unit economics for Storj and future satellite operators
- Ensure healthy equilibrium between supply and demand in the Storj ecosystem
- Ensure long term growth and success of the network



Community Updates

How to Get Involved.



Important: We need feedback from the community of node operators as we work on the economic model updates

- Join the Twitter Spaces and follow @jwilloughby_ and @jggleeson for regular updates and conversations
- Ask questions before the Twitter Spaces at forum.storj.io
- Provide ongoing suggestions/feedback and continue to grow the network
- Spread the word that Storj DCS is reliable, secure, private and performant cloud object storage at 80% lower cost than AWS S3



Timeline



Community dialog and feedback



Close proposal feedback



Publish whitepaper for external review and feedback



Economic whitepaper publication



Thank you, community!

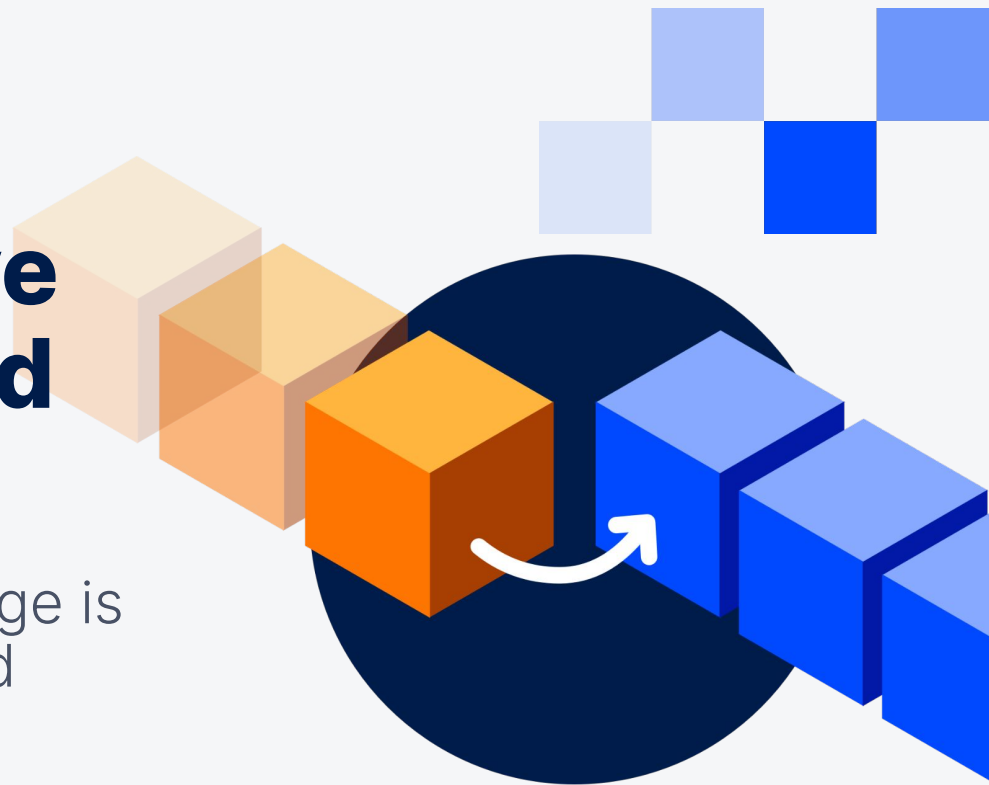


Questions?
ask@storj.io



Still think you have to use **AWS S3** and **Google Cloud**?

Learn how decentralized storage is winning against the centralized hyperscalers.



Token Governance & Compliance



LINE	DESCRIPTION	Jun '22	Activity	Sep '22
Long Term Lock Up				
1	Long Term Lock Up - beginning of period	183.8		
2	Transfers from Lock Up		0.0	
3	Long Term Lock Up - end of period			183.8
Reserved for SJCX Conversion				
4	Reserved for SJCX Conversion - beginning of period	0.0		
5	1 x SJCX conversion		0.0	
6	Transfers from Converter		0.0	
7	Reserved for SJCX Conversion - end of period			0.0
Operating Supply				
8	Operating Supply - beginning of period	27.9		
9	Net Network Operations (Storage Node Operator payments less STORJ-denominated revenue)		-0.5	
10	Purchase of STORJ		0.0	
11	Service Provider Payments		-2.1	
12	1 x SJCX conversion		0.0	
13	Storj employee salary and bonus		-1.9	
14	Other		-14.0	
15	Transfers from Lock Up		0.0	
16	Transfers from Converter		0.0	
17	Operating Supply - end of period			9.4
18	NONCIRCULATING SUPPLY (Storj Labs custody)	211.7	-18.5	193.2
19	CIRCULATING SUPPLY (Non-Storj Labs custody)	213.3	18.5	231.8
20	TOTAL STORJ SUPPLY	425.0		425.0

Token Balances & Flows

Highlights

- Token flows report being published on our blog this week.
- 9.4M used for Storj ops in Q3:
 - 0.5M to Node Operators
 - 2.1M to third-party providers
 - 1.9M in salary & bonus
 - 14M in other transactions
- 9.4M in Storj operating reserves
- 183.8M in long-term seven quarter rolling time lock



Timelock

Originally, relocked 100% every six months

- Beginning Q1 of '19, rolling quarter timelocks
- Advance 60 days notice is provided if a tranche due to unlock won't be relocked
- Each tranche has 30.625M
- Under normal circumstances, a tranche that comes unlocked will be relocked for another seven* quarters
- Tranches G (2020) and D (2022) were transferred into operational reserves
- Tranche F, which unlocked at the end of Q3, will be moved into operational reserves
- We anticipate relocking Tranche H that unlocks at the end of Q4

Name	Units (in millions)	Address	Lock End Date
Operating Reserve - Cold Wallet	.038	0x0F564a2A5fDE73349890e86e9B2aA1639994bF2F (Cold Storage, multisig wallet)	n/a
Operating Reserve - Warm & Hot Wallets	9.36	Warm and hot wallets. Addresses not provided for security purposes	
Converter	0	0x0565Aeb7C842c971bc5ee9D85E FE738d57702a35	n/a
Total Not time-locked under Stori's custody	9.4		n/a
Time-locked Tranches			
Tranche F-relock*	30.625	0x959d0959121efe945812017b0133b14f7fd4289	9/30/2022
Tranche H-relock	30.625	0x597D98cbe427B4470e1E9216cfa431c773e9ec98	12/31/2022
Tranche A-relock	30.625	0x7668dbcEE43935333d12fEbAdBc242795465cdb4	3/31/2023
Tranche B-relock	30.625	0xCf3017B959f4259b9BEEDEC97EE8803B140D98c5	6/30/2023
Tranche C-relock	30.625	0x74E47Ccae935ECb1293b03B79790e6288Ae55600	9/30/2023
Tranche E-relock	30.625	0x087bB0d32c3724eC5D1d722066FC20deEe996B43	3/31/2024
Total Time-locked	183.750		
TOTAL Non-circulating	193.2		

*With the removal of tranche G in 2020 and tranche D earlier this year, there are six remaining tranches represented by tranches A-C and E-F). Tranche F, as previously reported, will not be relocked.



zkSync2.0 Partnership

- Storj was early adopter of zkSync for large scale payments on Ethereum
- Processed over 42,000 transactions and more than \$2m in value on zkSync to Storj node operators
- Expands native EVM support in Storj unlocking perpetual storage and smart contract support
- Exclusive provider of Layer2 support for Storj ecosystem



Storj Partnership with Binance Greenfield

- Storj to join the BNB Greenfield decentralized data storage ecosystem and economy
- Joint opportunity to bring fast, reliable decentralized cloud storage to BNB ecosystem
- Exploring use cases including video streaming, file sharing, and perpetual storage

