BETTER

DUE DILIGENCE

Investor FAQ

Direct answers to the questions a serious investment committee will raise.

Direct answers to the questions a serious investment committee will raise before they become objections. Cross-referenced to supporting data-room assets for deeper diligence.

PRODUCT & TRACTION

Q1 — What is live versus planned?

Live: Terminal closed beta (Q1 2026). 155K signals/day, $100K ARR token LP tax (2% buy/sell), ~$14M annualised terminal volume, 62 terminal users (21 active trade users in April, +31% MoM), custom validators on HyperEVM + Polygon, 0.6ms tick-to-trade, 1.5–5s pre-block window. **Planned:** Vaults (M6), vBETTER, B2B licensing (Year 2+), Kalshi, OpenRouter, cross-venue signals (M12). Opinion.xyz is deprioritised. None are live or revenue-generating. *See: Live Metrics Pack (04), Pitch Deck (02).*

Q2 — How do you make money?

1. **Token LP Tax (LIVE):** 2% buy + 2% sell tax on Uniswap v4 LP transactions. $100K ARR trailing. This is the current revenue base. 2. **Terminal Protocol Fees (LIVE, not yet material):** Thin fee per mirrored order, tier-scaled by $BETTER holdings. Lite Mode users pay 2% notional on filled copy trades. 3. **Vault Management (PLANNED, M6):** HIP-4 based ERC-4626 vaults, 2-and-20, Panama curator. 4. **B2B Infrastructure (PLANNED, Year 2+):** Mempool firehose, signal pipeline, execution API. No B2B contracts. Revenue lines in core: Terminal, Vault, B2B. Current headline ARR ($100K) reflects token LP tax only. Terminal fee revenue is tracked separately and will be reported as it scales. *See: Pitch Deck Slides 8, 11; Financial Model (05).*

Q3 — What traction exists?

$100K ARR token LP tax (trailing 30-day). ~$14M annualised terminal volume. 62 terminal users (21 active trade users in April, +31% MoM; trade attempts +153% MoM). 155K signals/day (1B/day capacity). 0.6ms median tick-to-trade. 289 holder wallets (Dune), 8 token contracts on Base. Several closed-beta members doubled/tripled bankrolls. *See: Live Metrics Pack (04), Pitch Deck Slide 5.*

Q4 — Why wouldn't I just use Polymarket directly?

Polymarket is the venue; BETTER is the execution infrastructure layer. Polymarket provides the orderbook; BETTER provides the signals to know what to trade and the speed to trade before the market moves. Using Polymarket directly is like trading equities without a Bloomberg terminal. *See: Competitive Landscape (07).*

Q5 — Why prediction markets?

Prediction Market TAM: $20B+ annual volume (Polymarket trajectory: $9B → $14B → $20B+). Kalshi, Opinion.xyz, and HyperEVM HIP-4 expand the venue surface. **Adjacent Perp Conversion:** Hyperliquid processes $270B annualised in perp volume. HIP-4 brings that margin engine and capital into prediction markets — a structural tailwind that enlarges the addressable pool, not the core TAM. **Combined opportunity:** $20B core PM volume + $270B HL-adjacent capital conversion = category-scale opportunity for execution infrastructure. Category mainstreaming before trader tooling matures — same window that created Hyperdash for Hyperliquid perps. *See: Pitch Deck Slides 4, 7.*

COMPETITION & MOAT

Q6 — Who competes with you?

BETTER occupies an uncontested quadrant: infrastructure-owning, multi-venue, token-gated prediction-market execution. **Hyperdash:** Hyperliquid-only, no PM, no own validators. **Fireplace.gg:** Read-only analytics, no execution moat. **OctoBot:** Open-source self-host, no latency guarantees. **Polymarket UI:** Native venue. Complementary, not competitive. *See: Competitive Landscape (07), Pitch Deck Slide 10.*

Q7 — What is your moat?

1. **Infrastructure ownership** — custom validators on two chains; pre-block window can't be replicated by UI. 2. **Multi-venue** — two chains today, cross-venue aggregation M12. 3. **Token-economic alignment** — holdings reduce fees, ratchet gate adjusts with FDV. 4. **First-mover in quadrant** — no live competitor offers token-gated, infra-owned copy trading for PM. *See: Competitive Landscape (07).*

FINANCING & TERMS

Q8 — What does the SAFE buy?

Equity exposure to the BETTER operating company. Standard YC post-money SAFE, converts at Series A with $10M valuation cap. Token warrants = separate pro-rata claim on $BETTER at fixed TGE discount. *See: Legal Status (10), Pitch Deck Slide 11.*

Q9 — How do investors get returns?

Two paths: 1. **Equity:** SAFE converts to preferred at Series A. Standard venture return. 2. **Token:** Warrants convert to $BETTER at TGE. Value accrues from protocol fees, vault AUM, B2B licensing. Token warrants provide crypto upside without requiring acquisition or IPO.

Q10 — Why $10M valuation?

Reflects live revenue-generating product (not idea-stage), production infra ownership, quant-grade team, and category-window timing. Positions BETTER competitively against comparable pre-seed rounds (Hyperdash raised higher on HL perps alone) while leaving room for Series A markup against M12 milestones. Single pushed $10M cap. No optional caps or valuation menus.

> *The $10M cap prices the operating company — the team, infrastructure, and three revenue streams (Terminal fees, Vault management, B2B licensing). It does not price the $BETTER token. The token is an access-layer utility instrument with ~$2.1M FDV driven by thin on-chain liquidity ($163K total LP); it carries no equity, dividend, or governance rights in the company. Token warrants under the SAFE provide a pro-rata claim at a fixed discount to TGE as a kicker. Warrant value is driven by post-TGE utility demand (Terminal access, vault gating, fee tiering) against a fixed 709M supply — not by marking today's thin-liquidity FDV. The structural separation between equity and token is the same as Uniswap Labs ($1.7B Series B) and the UNI token: two distinct instruments, two distinct value accrual paths. Investors are buying equity in a revenue-generating infrastructure company; the warrant is a utility-demand option.*

See: One Pager (01), Token Access Model (06).

Q11 — Has there been a public token sale?

No. BETTER has not conducted and is not conducting a public token sale. Token warrants are a contractual right under the SAFE, not a public offering. The 289-holder on-chain snapshot (Dune) reflects market activity, not a fundraiser. 76.4% of supply is in structured allocations (treasury, team, LP, launchpad); 23.6% is organic float. *See: Live Metrics Pack (04), Token Access Model (06).*

LEGAL & REGULATORY

Q12 — What is your regulatory posture?

BETTER is a routing/execution layer, not a prediction-market venue — structurally distinct from regulated entities. US environment is favourable: Polymarket federally legal since 2025, Kalshi preemption upheld 2026, DOJ/CFTC probes dropped July 2025. **However:** BETTER has not sought or received any regulatory approval, licence, or exemption. Geofencing and jurisdiction controls before broad launch. $100K allocated to legal/audit. *See: Legal Status (10), Pitch Deck Slide 11.*

Q13 — What is the legal status of the company?

Pre-formation. Entity formation, SAFE, warrant terms, IP assignment all pending counsel engagement. Formation is a pre-close condition, not a post-close workstream. This is disclosed, not hidden — normal for pre-seed crypto. $100K raises to legal/audit. *See: Legal Status (10).*

RISK & TEAM

Q14 — What can break?

Top risks: **Structured allocation unlock schedule** (76.4% of supply held by treasury, team, LP, and launchpad → vesting to be formalised pre-Series A, LP locked in Uniswap v4, SERV staker lock-ups, OTC desk planned). **Thin LP** (~$89K/side → LP thickening, $50K liquidity). **Formation/counsel delay** (pre-close condition, $100K allocated). **Category fragility** (multi-venue architecture). Eleven risks identified with severity, mitigation, and owner. *See: Risk Register (09).*

Q15 — Why is this the right team?

Three founders = three essential functions: **Quant** (Ary — Ainslie Wealth quant, live BTC futures book), **Infra** (Ankit — custom validators, cryptography MPhil, ex-TikTok, Jane Street offer), **Distribution** (Elijah — 50K+ communities, 20+ multi-million-dollar launches). All three shipped the product being evaluated. Terminal built by founders, not outsourced. Full-time, $50K/year each. *See: Team & Bios (08), Pitch Deck Slide 9.*

PATH FORWARD

Q16 — What does the $1M specifically buy?

$420K Growth+KOLs · $280K Research · $150K Founders · $100K Audit+Legal · $50K Liquidity. Every dollar quarterly-gated with specific deliverables. *See: Use of Funds & Milestones (11), Pitch Deck Slide 11.*

Q17 — What is the first milestone after close?

LP thickening (immediate), telemetry proof pack, legal/audit engagement (Q1). M4 HIP-4 live ($10M cumulative volume) is the first major investor-visible result.

Q18 — What fiat and stablecoin capabilities are planned?

BETTER has re-engineered the core deposit-rail infrastructure of relay.link and enclave.money in-house — unified stablecoin/native-asset routing, chain abstraction, and gas-sponsored embedded wallets. This is live today for crypto-native deposits.

Stablecoin on/off-ramp expansion (ACH/debit, wire, SEPA, Apple/Google Pay, instant USDC off-ramp) is a 12-month target, not funded by the $1M pre-seed alone. Execution depends on M6 vault traction and Series A capital. Visa debit cards, KYC Passport, enterprise payouts, and white-label API are 18–24 month targets contingent on regulatory clarity and AUM scale. Revenue from interchange (1.5–2%), ramp fees (0.3–2.5%), and API licensing (50 bps + rev share) is not in the base-case financial model. *See: Live Metrics Pack (04), Competitive Landscape (07).*

Q19 — Path to Series A?

M4 → HIP-4 live. M6 → HIP-4 Native Vault V1 ($2.5M AUM). M9 → 1K DAU, proven retention. M12 → +2 venues, cross-venue signals, Series A ready. $1M pre-seed sized to reach M12 with evidence justifying a markup from $10M. If milestones met: category-leading infra, multi-venue routing, live vault AUM, verified retention. *See: Use of Funds & Milestones (11).*

FAQ as of April 2026. Answers cross-referenced to the data room for deeper diligence.