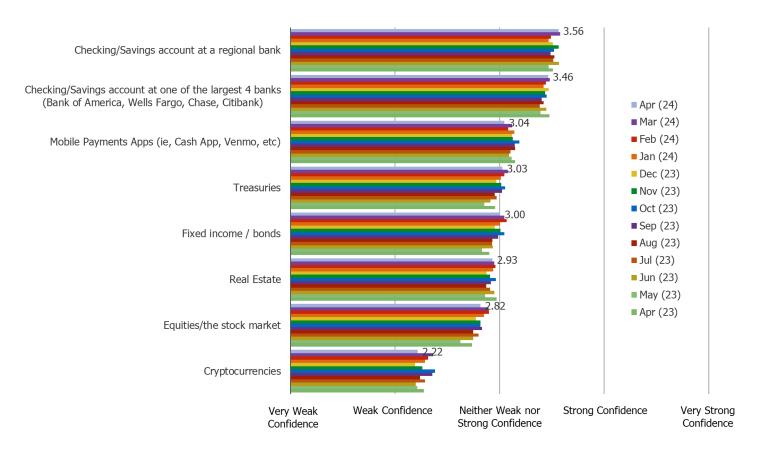
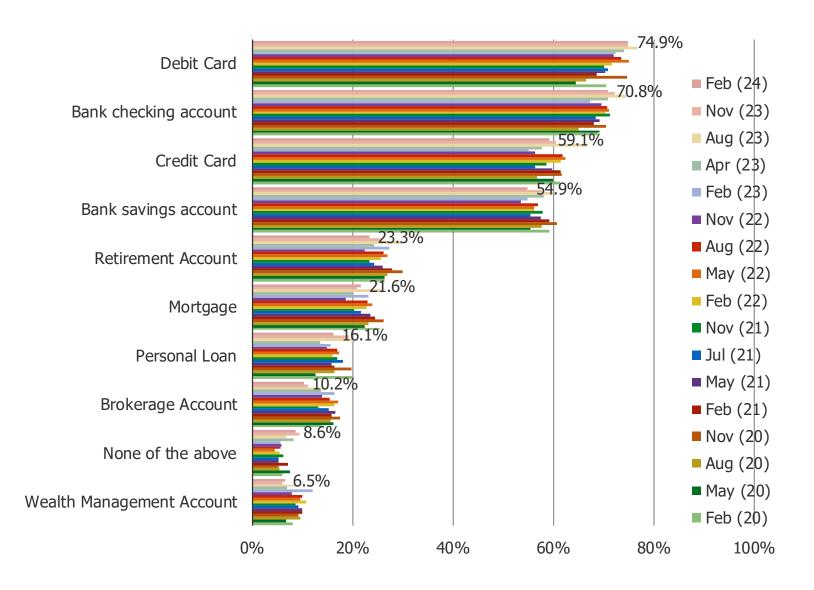


# **SECTOR TRENDS**

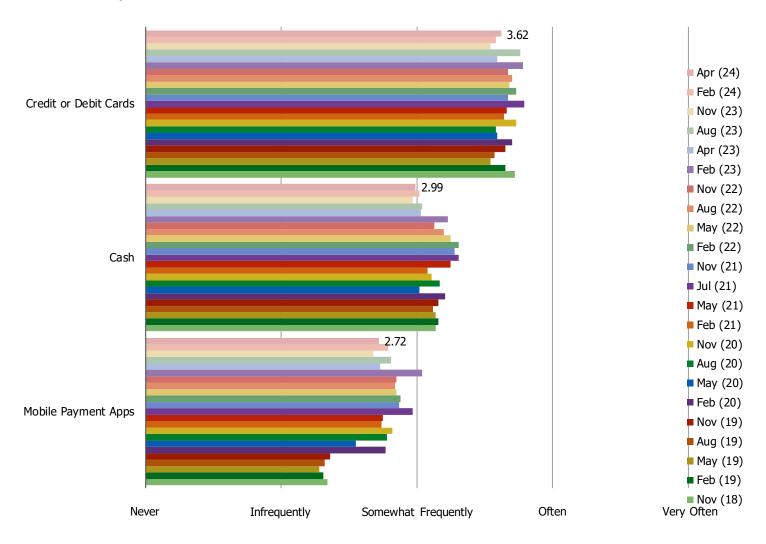
#### HOW MUCH CONFIDENCE WOULD YOU CURRENTLY HAVE IN PLACING MONEY INTO THE FOLLOWING...



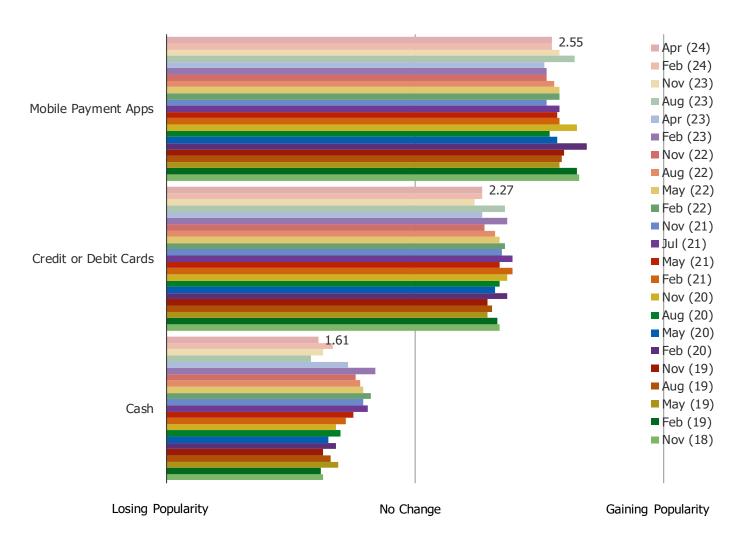
#### DO YOU PERSONALLY HAVE ANY OF THE FOLLOWING? (SELECT ALL THAT APPLY)



#### HOW OFTEN DO YOU USE THE FOLLOWING TO SPEND OR TRANSFER MONEY?



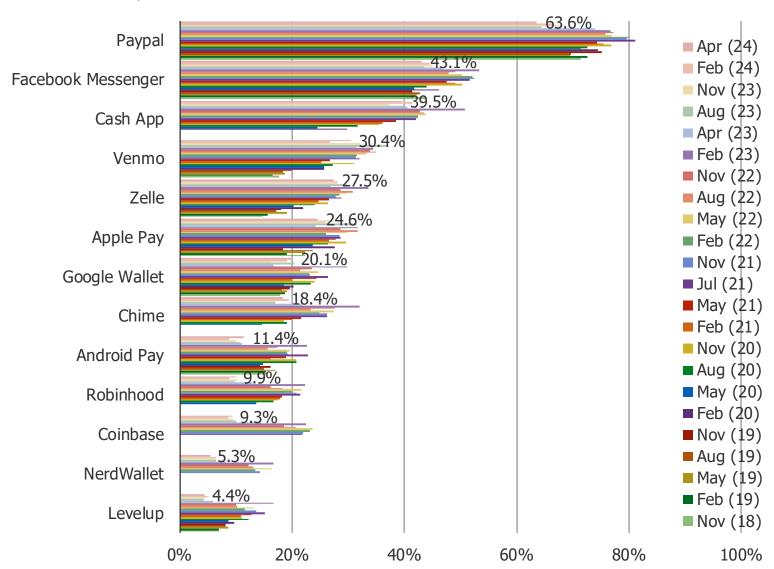
DO YOU THINK THE FOLLOWING ARE GAINING OR LOSING POPULARITY AS A METHOD FOR SPENDING OR TRANSFERRING MONEY?



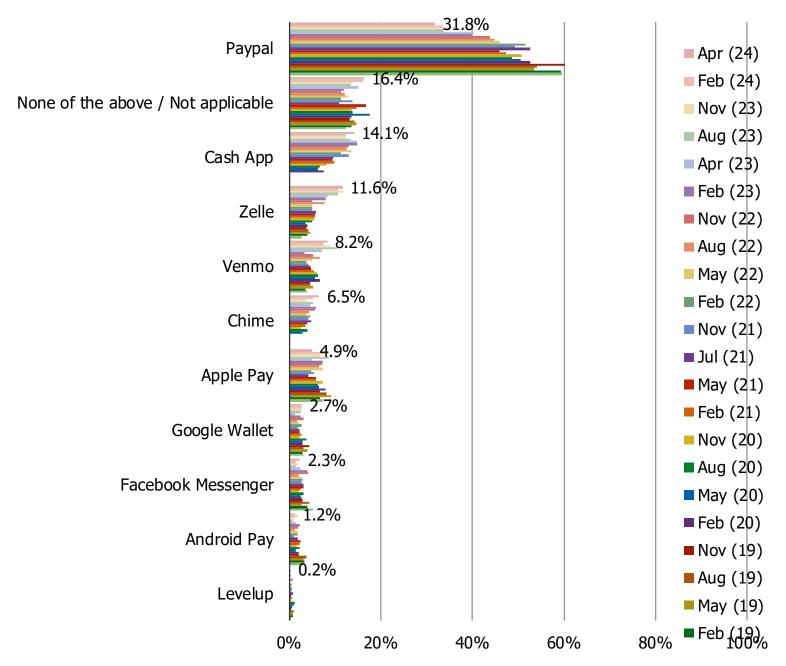
BESPOKE MARKET INTELLIGENCE	<u>www.bespokeintel.com</u>
Mobile Payments	

COMPETITIVE DYNAMICS AND MARKET SHARE

### DO USE ANY OF THE FOLLOWING? (SELECT ALL THAT APPLY)



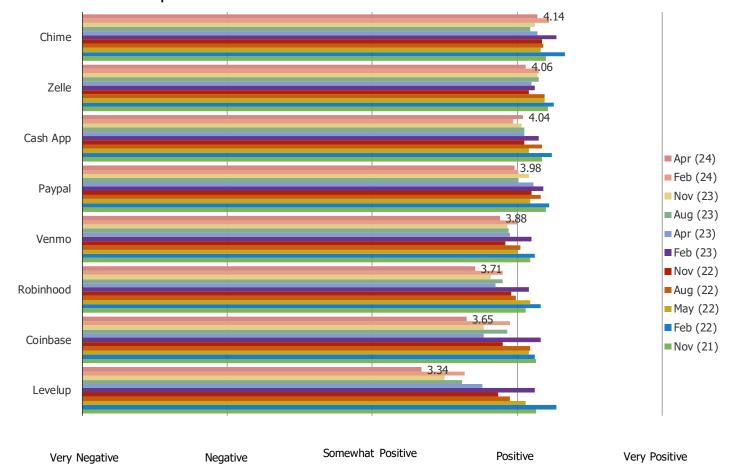
IF YOU COULD ONLY USE ONE OF THE FOLLOWING MOBILE PAYMENTS APP/PLATFORMS GOING FORWARD, WHICH WOULD YOU CHOOSE?



USERS OF EACH PLATFORM - FEEDBACK

#### WHAT IS YOUR OPINION OF THE FOLLOWING APPS?

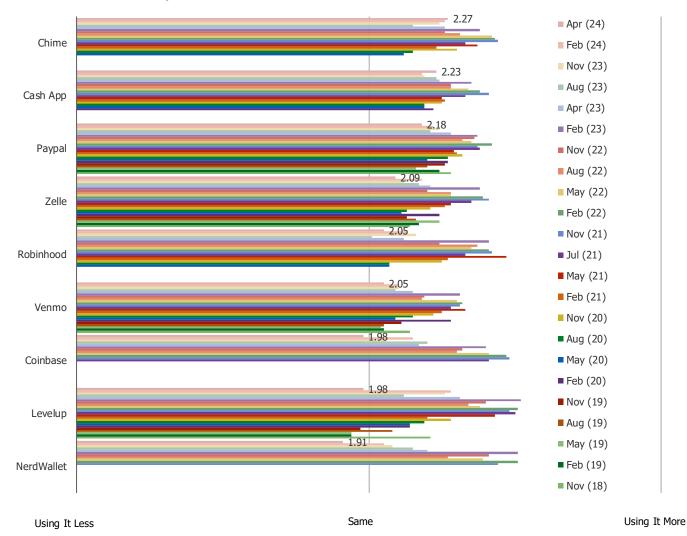
# Posed to users of each platform



N=
634
303
44
394
274
183
99
93
53

#### HAVE YOU CHANGED HOW OFTEN YOU USE THIS APP/PLATFORM RECENTLY?

### Posed to users of each platform



	N=
Paypal	634
Venmo	303
Levelup	44
Cash App	394
Zelle	274
Chime	183
Robinhood	99
Coinbase	93
NerdWallet	53

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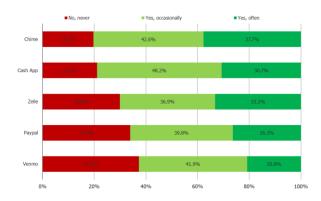
BESPOKE MARKET INTELLIGENCE
Mobile Payments

INSTANT DEPOSIT / INSTANT TRANSFER

### DO YOU USE INSTANT DEPOSIT OR INSTANT TRANSFER WHEN USING THE FOLLOWING?

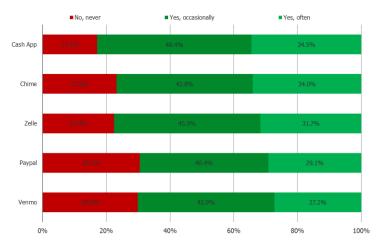
Posed to users of the following platforms.

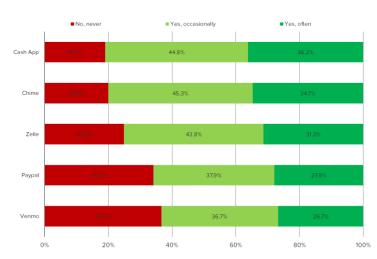
### April 2024



### February 2024

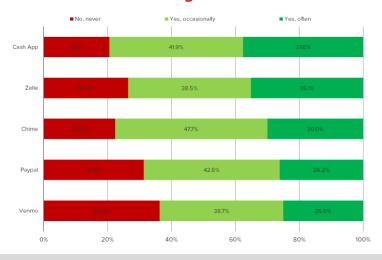
### November 2023

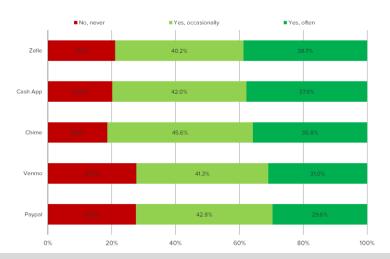




August 2023

April 2023





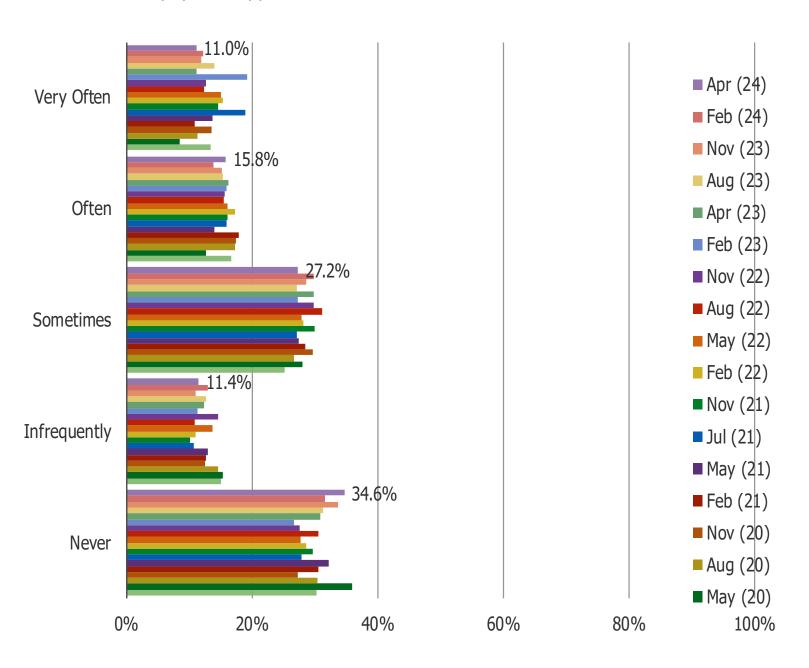
#### DO YOU USE INSTANT DEPOSIT OR INSTANT TRANSFER WHEN USING THE FOLLOWING?

Posed to users of the following platforms.



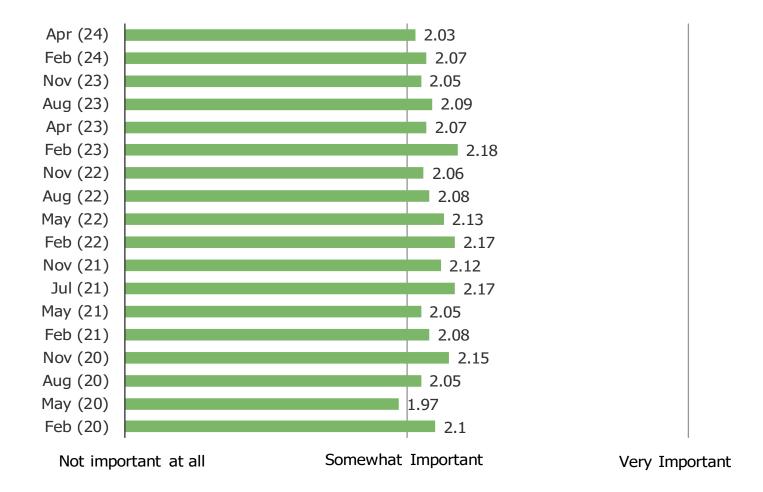
### WHEN USING MOBILE PAYMENT APPS, HOW OFTEN DO YOU USE INSTANT DEPOSIT/INSTANT TRANSFER?

### Posed to mobile payment apps users



HOW IMPORTANT TO YOU IS THE INSTANT DEPOSIT/INSTANT TRANSFER FEATURE WHEN USING MOBILE PAYMENT APPS?

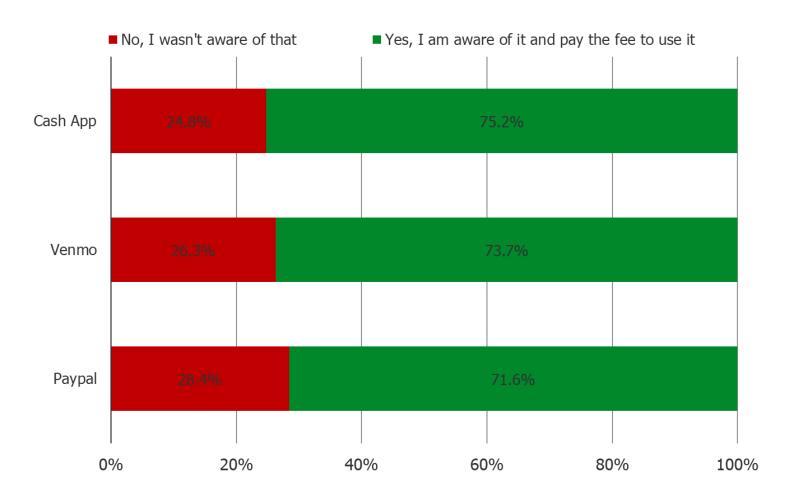
Posed to mobile payment apps users



DID YOU KNOW THAT THERE IS A FEE ASSOCIATED WITH USING INSTANT DEPOSIT / INSTANT TRANSFER ON THIS APP?

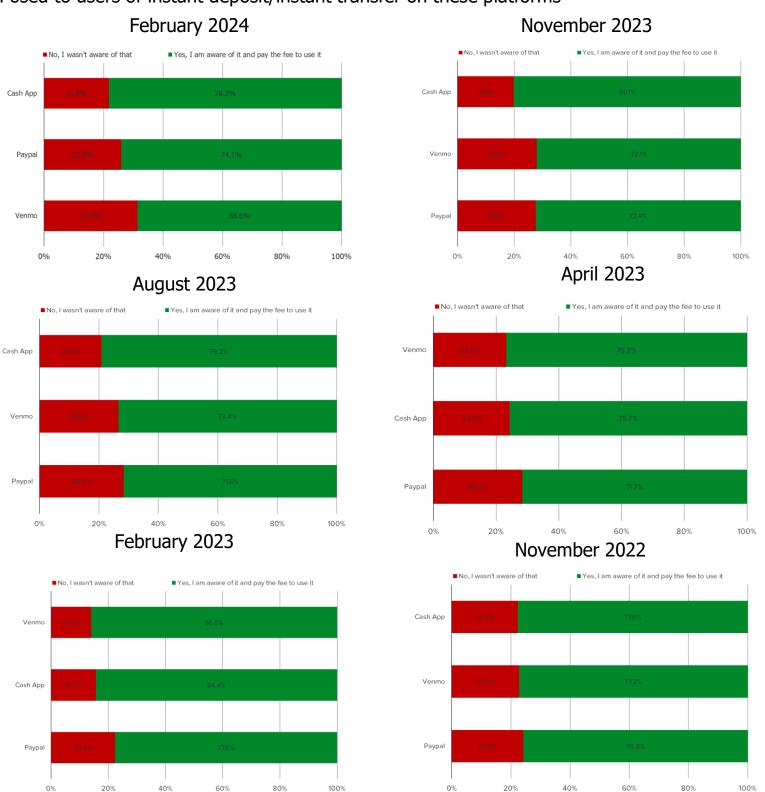
Posed to users of instant deposit/instant transfer on these platforms

April 2024



DID YOU KNOW THAT THERE IS A FEE ASSOCIATED WITH USING INSTANT DEPOSIT / INSTANT TRANSFER ON THIS APP?

Posed to users of instant deposit/instant transfer on these platforms



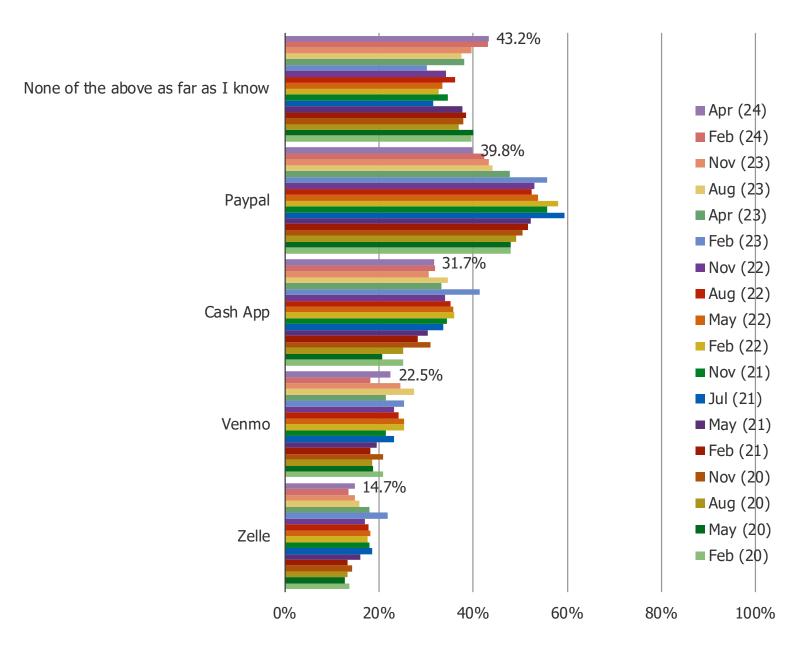
DID YOU KNOW THAT THERE IS A FEE ASSOCIATED WITH USING INSTANT DEPOSIT/INSTANT TRANSFER ON THIS APP?

Posed to users of instant deposit/instant transfer on these platforms



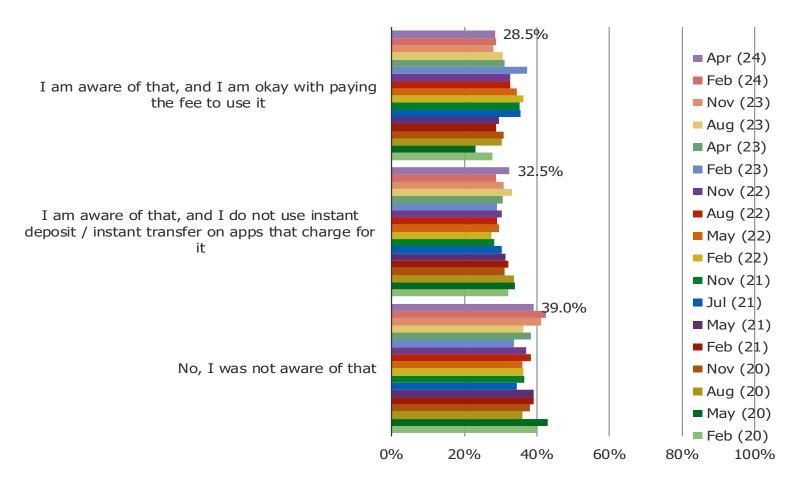
TO YOUR KNOWLEDGE, DO ANY OF THE FOLLOWING CHARGE A FEE FOR INSTANT DEPOSIT/INSTANT TRANSFER SERVICES? (SELECT ALL THAT APPLY)

Posed to mobile payment app users.



WERE YOU AWARE THAT SOME MOBILE PAYMENT APPS CHARGE A FEE FOR INSTANT DEPOSIT/INSTANT TRANSFER?

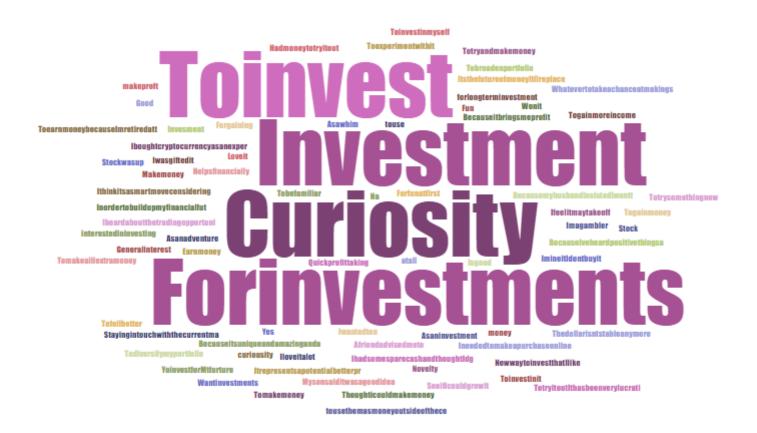
Posed to mobile payment app users.



**CRYPTO QUESTIONS** 

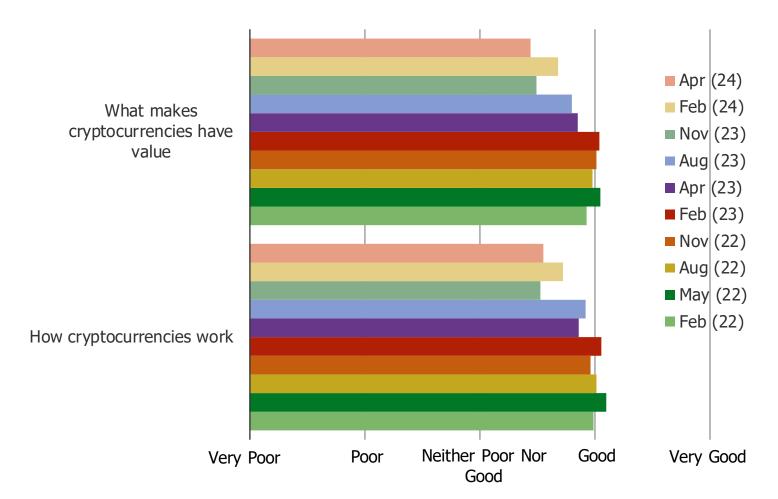
#### WHY DID YOU BUY CRYPTOCURRENCY?

Posed to all respondents currently own cryptocurrency (N = 82).



#### HOW WELL DO YOU FEEL YOU UNDERSTAND...

Posed to all respondents currently own cryptocurrency (N = 82).



#### WHAT WOULD CAUSE YOU TO SELL YOUR CRYPTOCURRENCY?

Posed to all respondents currently own cryptocurrency (N = 82). April 2024



#### WHY DON'T YOU OWN CRYPTOCURRENCY?

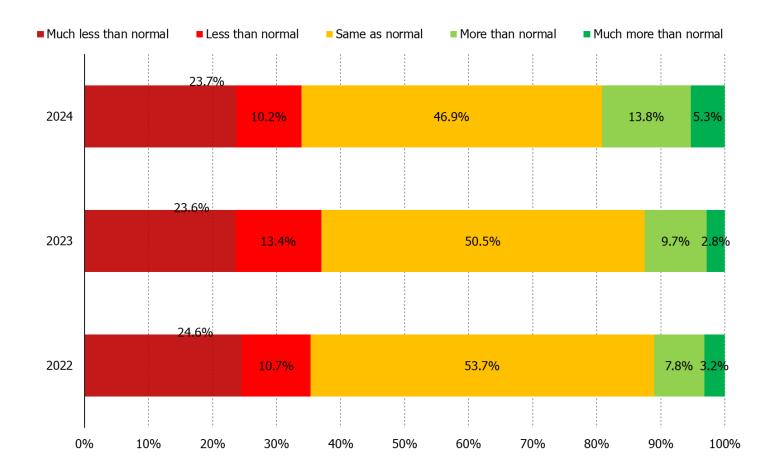
Posed to all respondents who do not currently own cryptocurrency (N = 915) April 2024



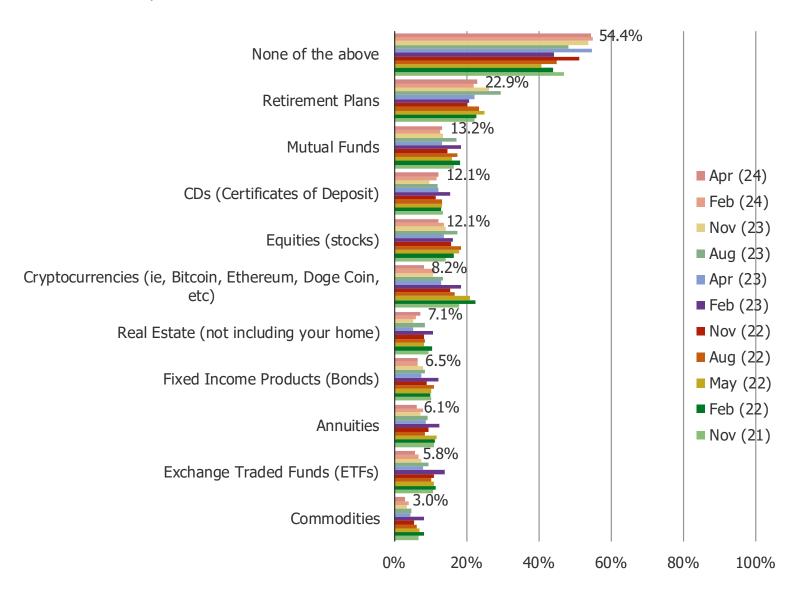
#### HOW MUCH MONEY DID YOU / WILL YOU PUT INTO INVESTMENTS IN THE FOLLOWING YEARS?

Posed to all respondents.

April 2024

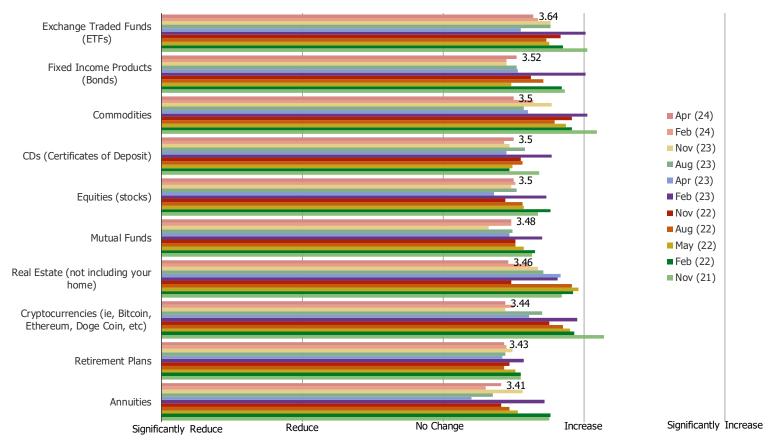


#### DO YOU CURRENTLY HAVE ANY INVESTMENTS IN ANY OF THE FOLLOWING? (SELECT ALL THAT APPLY)



DO YOU EXPECT TO CHANGE HOW MUCH MONEY YOU HAVE INVESTED IN THE FOLLOWING IN THE FUTURE?

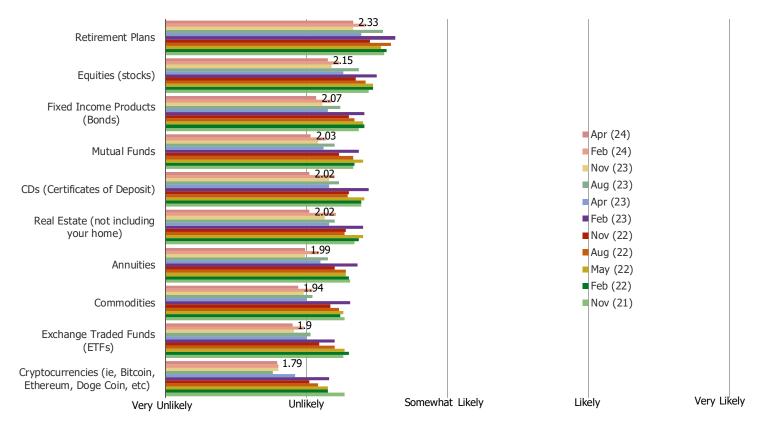
Posed to respondents who said they currently invest in each of the following.



	N=
Cryptocurrencies (ie, Bitcoin, Ethereum, Doge Coin, etc)	82
Equities (stocks)	121
Fixed Income Products (Bonds)	65
Real Estate (not including your home)	71
Mutual Funds	132
Exchange Traded Funds (ETFs)	58
CDs (Certificates of Deposit)	121
Retirement Plans	228
Annuities	61
Commodities	30

#### HOW LIKELY ARE YOU TO INVEST IN THE FOLLOWING IN THE FUTURE:

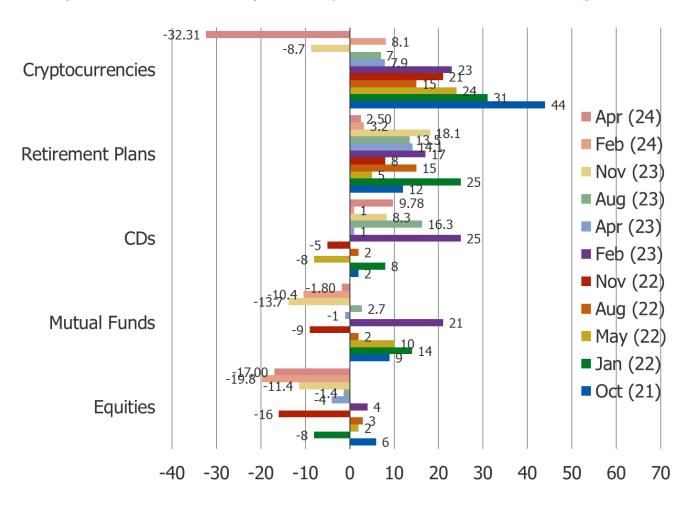
### Posed to respondents who DO NOT currently invest in each of the following:



	N=
Cryptocurrencies (ie, Bitcoin, Ethereum, Doge Coin, etc)	915
Equities (stocks)	876
Fixed Income Products (Bonds)	932
Real Estate (not including your home)	926
Mutual Funds	865
Exchange Traded Funds (ETFs)	939
CDs (Certificates of Deposit)	876
Retirement Plans	769
Annuities	936
Commodities	967

### HOW LIKELY ARE YOU TO RECOMMEND BUYING THE FOLLOWING TO A FRIEND OR COLLEAGUE?

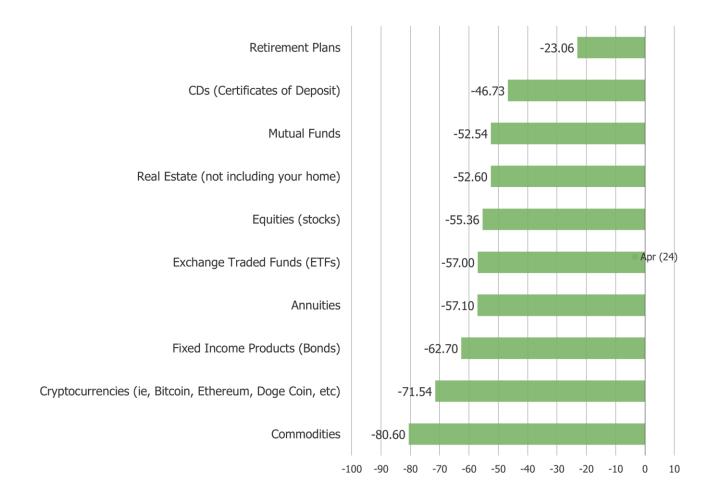
Posed to respondents who said they currently invest in each of the following.



	N=
Cryptocurrencies (ie, Bitcoin, Ethereum, Doge Coin, etc)	65
Equities	100
Mutual Funds	111
CDs	92
Retirement Plans	200

#### HOW LIKELY ARE YOU TO RECOMMEND BUYING THE FOLLOWING TO A FRIEND OR COLLEAGUE?

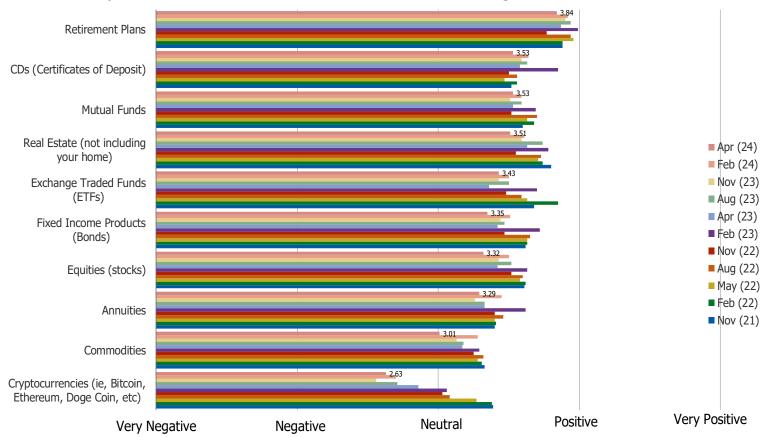
Posed to respondents who said they are aware of each of the following.



	N=
Cryptocurrencies (ie, Bitcoin, Ethereum, Doge Coin, etc)	376
Equities (stocks)	336
Fixed Income Products (Bonds)	252
Real Estate (not including your home)	346
Mutual Funds	394
Exchange Traded Funds (ETFs)	207
CDs (Certificates of Deposit)	398
Retirement Plans	477
Annuities	303
Commodities	201

#### WHAT IS YOUR OPINION OF THE FOLLOWING:

### Posed to respondents who are aware of each of the following:

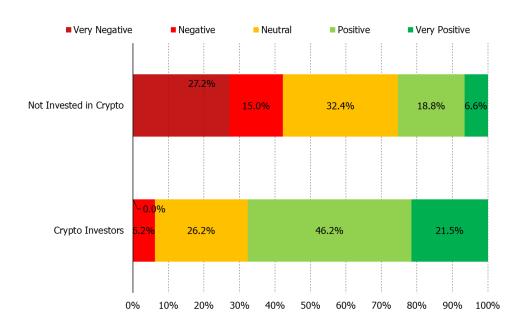


	N=
Cryptocurrencies (ie, Bitcoin, Ethereum, Doge Coin, etc)	376
Equities (stocks)	336
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Retirement Plans	477
Annuities	303
Commodities	201

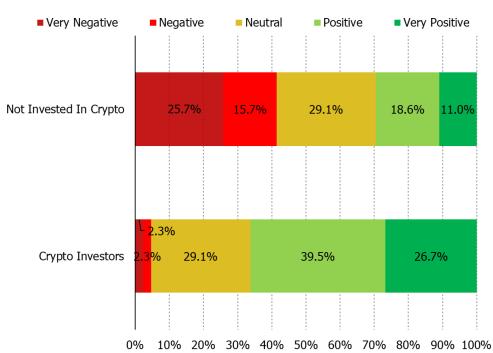
#### WHAT IS YOUR OPINION OF THE FOLLOWING: CRYPTOCURRENCIES

Cross-Tabbing Respondents Who Are / Are Not Invested in Crypto.

### April 2024

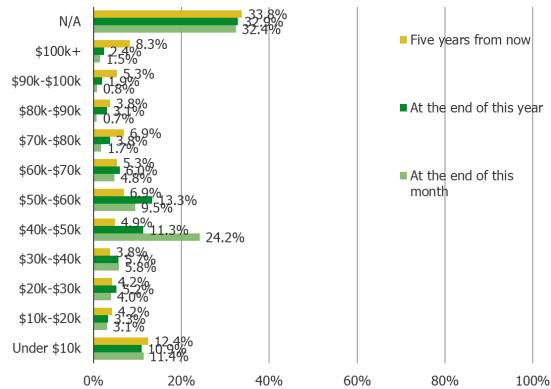


### February 2024

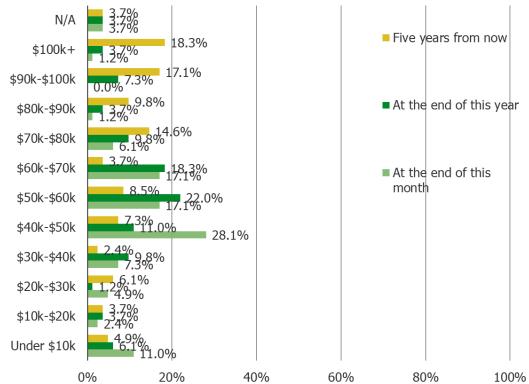


#### WHAT DO YOU THINK THE PRICE OF BITCOIN WILL BE...

### All respondents



Cross-Tab: Respondents who are currently invested in cryptocurrencies



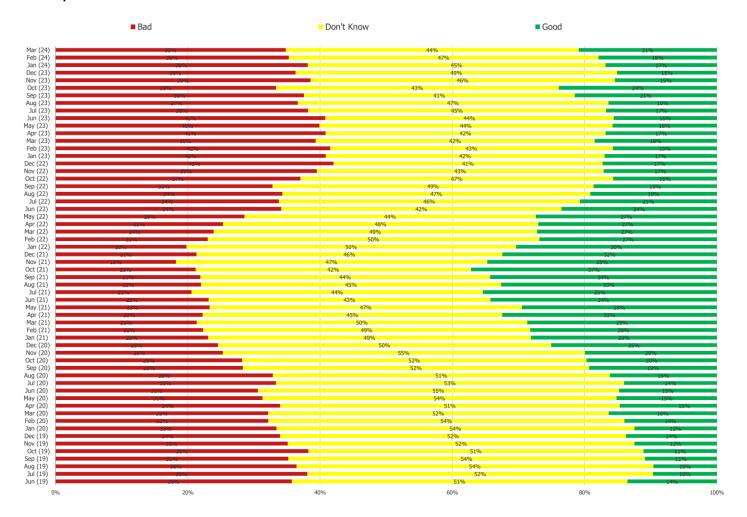
#### DO YOU HAVE INTEREST IN BUYING BITCOIN?

Posed to respondents who are aware of Bitcoin.



#### DO YOU THINK BITCOIN WOULD BE A GOOD OR BAD INVESTMENT AT THE MOMENT?

Posed to respondents who are aware of Bitcoin.



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AVERAGE AGE AND INCOM	E OF CASH APP USERS

## AVERAGE AGE OF CASH APP USERS...

Posed to Cash App users.

4

3 2

1																			
	(19)	(20)	(20)	(20)	(20)	(21)	(21)	(21)	(21)	(22)	(22)	(22)	(22)	(23)	(23)	(23)	(23)	(24)	(24)
	Oct	Jan	Apr	Jul	Oct	Jan	Apr												

1=	18 to 24
2 =	25 to 34
3 =	35 to 44
4 =	45 to 54
5 =	55 to 64
6 =	65 to 74
7 =	75 or older

#### AVERAGE INCOME OF CASH APP USERS...

Posed to Cash App users.

\_



2																			
	$\overline{}$	(24)	$\overline{}$																
	Oct	Jan	Apr	Jul	Oct	Jan	Apr												

1=	Less than \$15,000
2 =	\$15,000 to \$24,999
3 =	\$25,000 to \$49,999
4 =	\$50,000 to \$74,999
5 =	\$75,000 to \$99,999
6 =	\$100,000 to \$149,999
7 =	\$150,000 to \$199,999
8 =	\$200,000 to \$249,999
9 =	\$250,000 to \$499,999
10 =	\$500,000 to \$999,999
11 =	\$1 million +