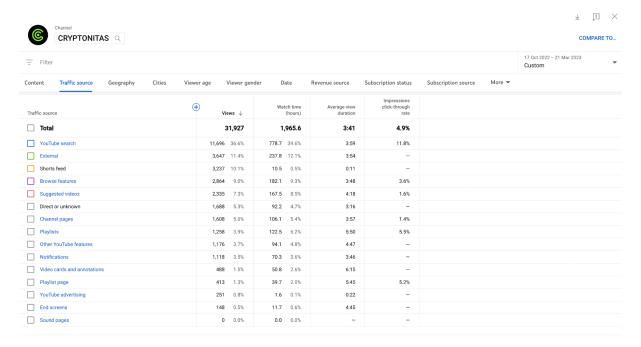
This is a report of the statistics collected from the first video financed by <u>this second</u> <u>Cryptonitas maintenance proposal</u>.

This first panel represents the global statistics of the Cryptonitas channel during the time range corresponding to the proposal (from October 17, 2022 to March 21, 2023).



As we can see, there are several ways in which we obtain greater user retention, that is, users who arrive through those ways stay longer watching the content. These pathways are:

- video cards: they are information cards that appear inside the video and serve to direct viewers to another video, a playlist, a website, etc. at certain times. The average viewing time of users arriving through that channel is 6:15.
- playlists/playlist page: they are collections of videos that serve to keep the channel organized by themes or sections. The average viewing time of users arriving through that channel is 5:50.
- end screens: These are videos that appear at the end of a video that serve to direct viewers to other related or recommended videos. The average viewing time of users arriving through that channel is 4:45.

When taking a global look, it is logical that the reproduction time is higher in the users who arrive through these channels because the user has already arrived at the channel

previously, has already been watching content and reaches other videos on the channel because they are interested in continuing to be informed or learning about the same topic.

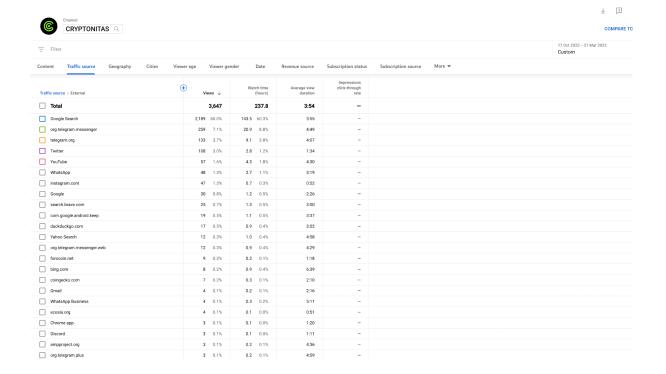
If we continue to observe the panel, we can see that many users also reach the channel through the following two ways:

- suggested videos: These are channel videos that appear organically as suggested on other similar channels. The average viewing time of users arriving through that channel is 4:18.
- organic positioning. This is the most important factor of any channel since it is about attracting new users. The average viewing time of users arriving through that channel is 3:59.

Having this average viewing time on these last two channels reveals that a good job of marketing is being carried out based on the study and analysis of keywords, since people reach the videos of the channel organically and spend time watching the content. By working well with keywords, the channel's videos appear in the top positions on YouTube and in search engines, and the users who see the content are people who are looking for information on a specific topic and are really interested in it.

On the other hand, it is worth mentioning that at the beginning of the proposal, an advertising campaign was carried out on YouTube, but it was not successful since the users who arrived through paid advertising only spent an average of 22 seconds watching the video, which is very low compared to the users who came through other ways organically. Having seen the results, the advertising campaign was canceled and this type of marketing has ceased to be used, since it attracts many visits but the retention time is minimal.

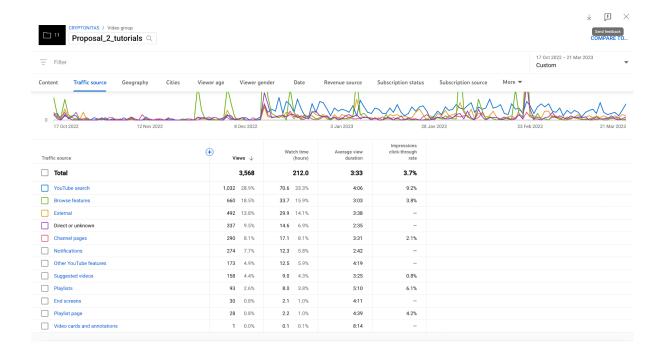
As can be seen in the following panel, throughout all the time work has also been done to attract the user through external pages, such as social networks, to spread the content and reach a larger audience.



In summary, the routes that we have mentioned above are where users reach the Cryptonitas channel in greater numbers. Now we are going to analyze the different sections of the channel.

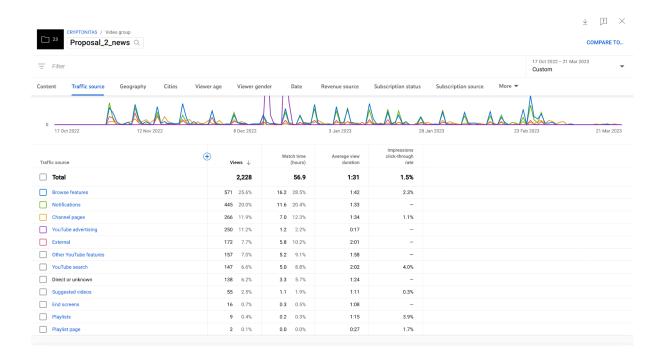
Tutorials:

This is the most recognized section of the channel. Polkadot and Kusama's educational tutorials range from simple network topics to specific step-by-step action guides, including practical examples. These videos are valuable resources for all those who want to learn about the technology of these networks. Its average retention is 3:33 minutes and it has 3,568 views.



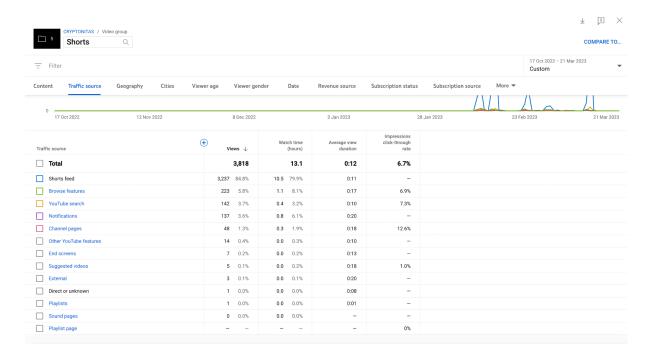
News:

This is the first time that we included the news section on Kusama's governance in a proposal, and as we can see it has been quite well received. This section contains videos averaging 3 minutes in length with updates on what is happening in the governance of both Kusama and Polkadot. Given the results, we will maintain this section in future proposals. Its average retention is 1:31 minutes and it has 2,228 views.



Shorts:

We didn't include shorts in this proposal, but we've still been creating and publishing this type of content to test its reach. The shorts are short videos of less than half a minute that contain informative pills or tips about the Polkadot and Kusama networks, their functionalities and the ecosystem. In addition, they serve to redirect the audience to the most extensive content on the channel. During the course it has been observed that this type of content has a great impact and attracts more audience to the channel, since they are much shorter and people are not willing to spend a lot of time. Also, short videos are more accessible because they can be viewed anywhere and anytime. Given the statistics obtained, we will add it as a strategy in the next proposal without a doubt. Its average retention is 12 seconds and it has 3,818 views.

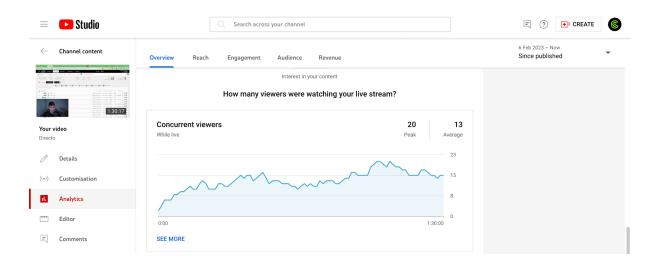


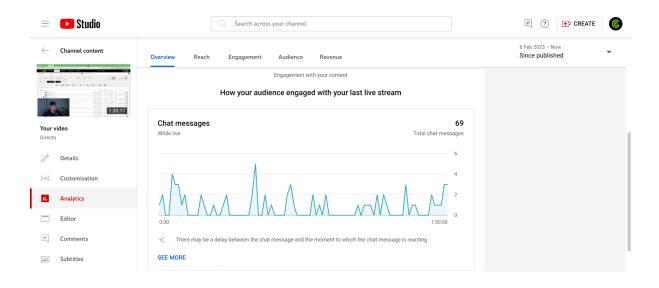
Lives:

Like the shorts, the lives were also a test during this time. The objectives of these lives have been various. First of all, the first part of these sessions has been dedicated to supporting the community and solving their doubts. This is of great help to users since in this way they receive more personalized help. Afterwards, the second part of the sessions has been dedicated to chatting about news and topics of interest to the community and debating with the viewers. And finally reflections on what is to come in the ecosystem have been shared.

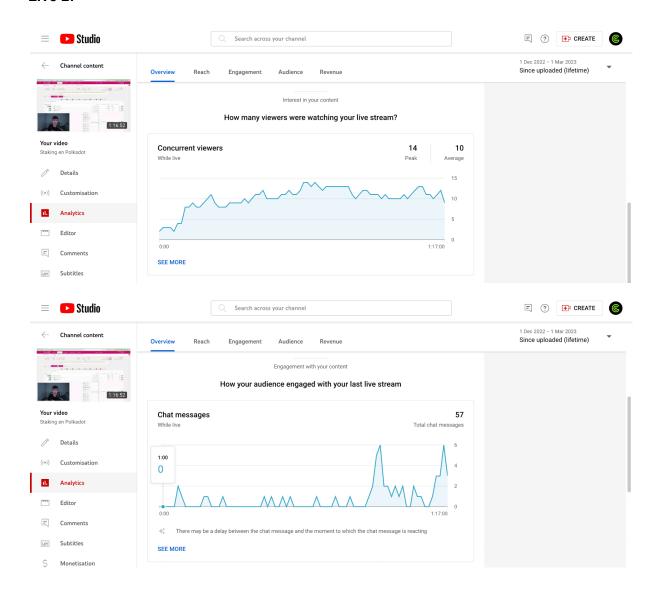
This section is being very well received by the community and we will incorporate it more formally in the next proposal. Below you can see the statistics of each of the live shows that have been carried out in this time.

Live 1:

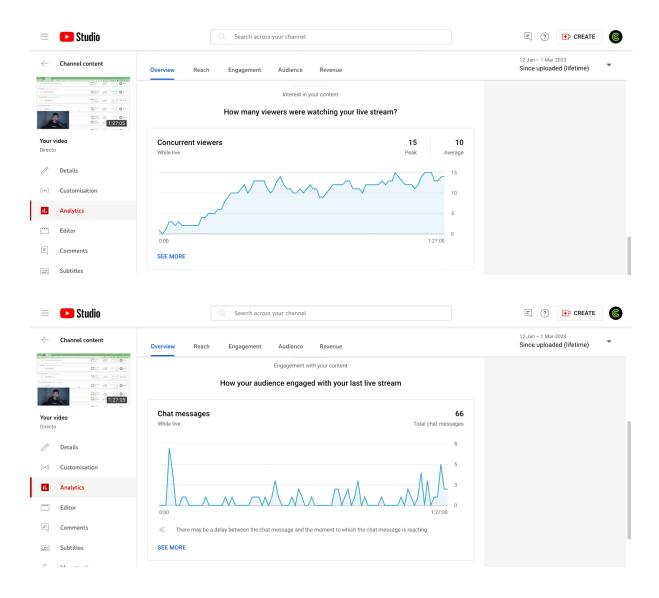




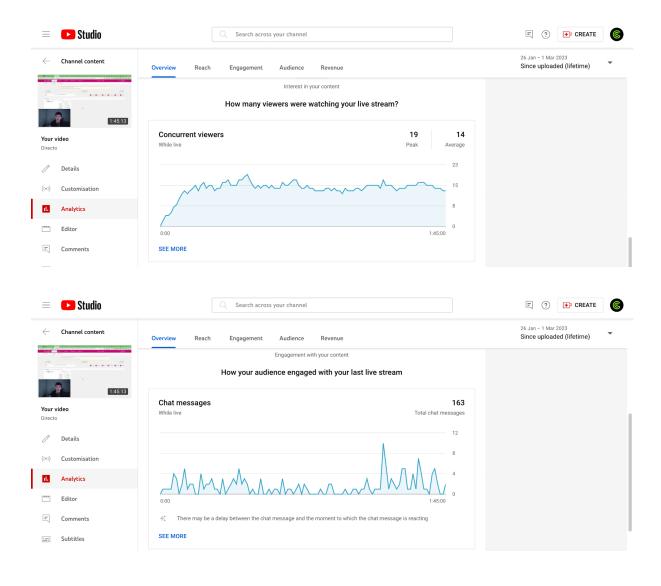
Live 2:



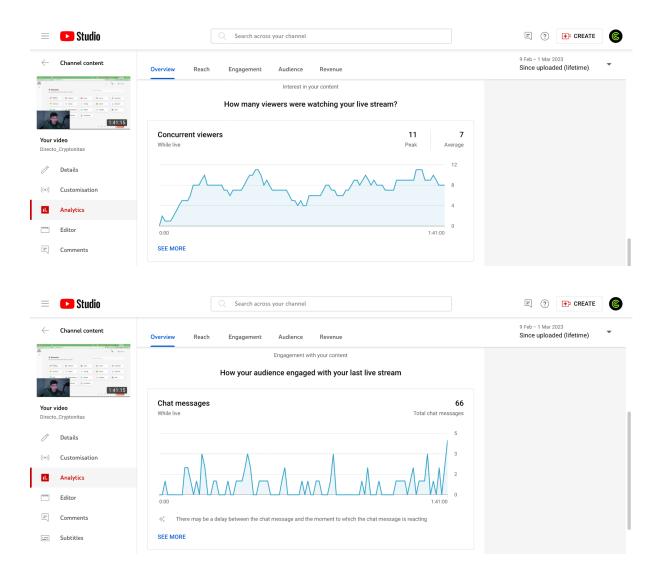
Live 3:



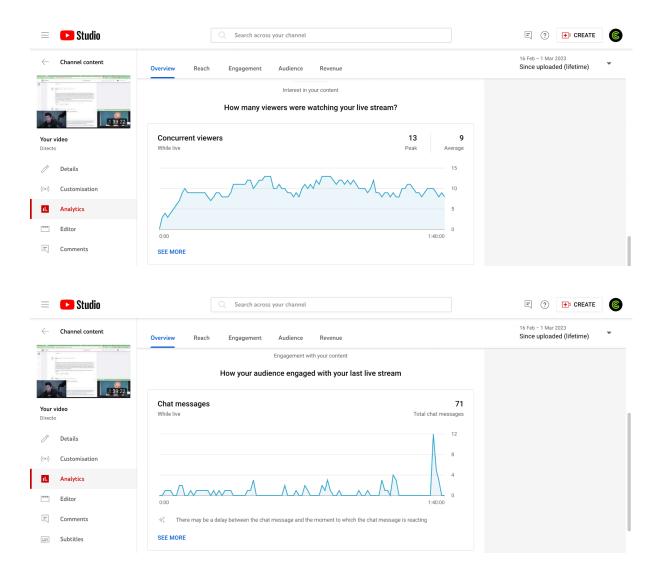
Live 4:



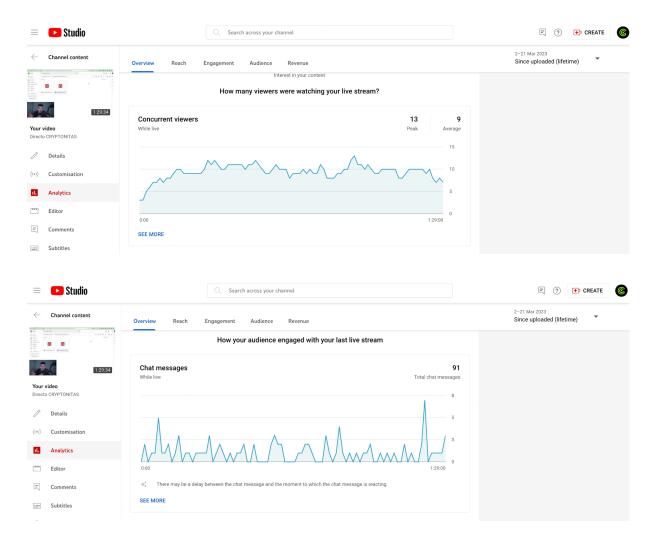
Live 5:



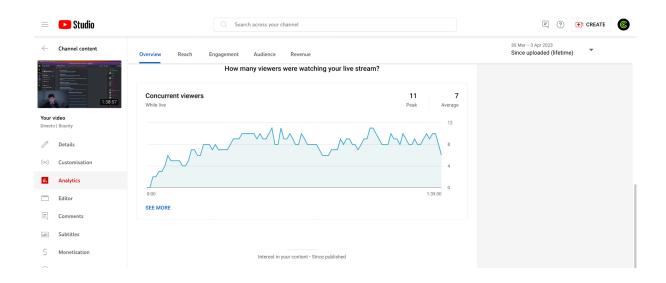
Live 6:

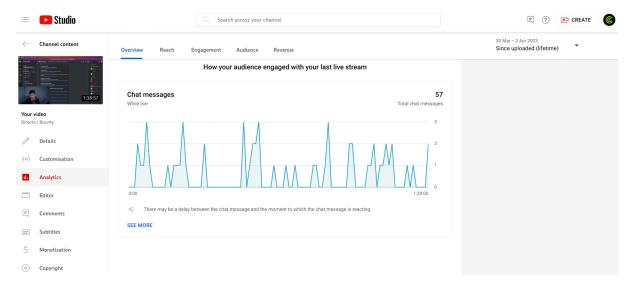


Live 7:



Live 8:





Initially, in the previous proposal, the live shows were going to have a duration of 30 minutes with a weekly frekuency, but that amount of time was not enough to be able to answer everyone or talk about the topics prepared for that session. After a discussion on the Cryptonitas channel and a form sent in one of the live streams, we decided to do a live stream approximately every 15 days lasting 60/90 minutes to be able to deal with more topics in more depth.

