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Joining us today is Mark Binns the CEO of BIGG Digital Assets that trades on our OTCQB Venture Market under the ticker BBKCF. BIGG Digital Assets believes the future of crypto is a safe compliant and regulated environment. The company invests in products and companies to support this vision within their 2 operating companies Blockchain Intelligence Group and Netcoins. Mark, thanks so much for joining us today.

Mark Binns

Thanks for having me Cecilia looking forward to chatting today.

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So give our audience some background about your professional experience and how you got involved with BIGG Digital Assets.

Mark Binns

Yeah, for sure. So I'm a tech guy first and foremost I actually did my undergraduate degree in computer science and I wrote code for a living since the early dot com days but I eventually went business side got my MBA from ivy. And then I was working you know as a business guy in the tech world a small startup company in 13 and I started noticing bitcoin arriving on the scene and I got I got interested in it and then all of a sudden there was a big movement in Vancouver where I was at the time. That there was the world's first bitcoin atm being opened people were leaving the office and going down to watch this thing be unveiled. The national news was there and the guy who was opening that bitcoin atm was actually a guy named Mitchell Demeter and it's funny how small the world is because Mitch Demeter is now the president of 1 of our 2 operating businesses named Netcoins so I got interested then and I paid attention to the market but I still stayed in my you know tech lane doing other things and then at 17 I actually got a call from a head hunter. Said there was a new company doing bitcoin atm software called netcoins it was looking for a CEO so I jumped in the time was right I was excited about crypto I've been following it for a while and started growing that business and what ended up happening is there was another company in town called blockchain intelligence group and they made software that was tied to compliance and netcoins was working towards starting to work towards becoming one of the first regulated crypto trading platforms in the country in Canada and we saw a real synergy between some of the products that big had and what netcoins believed and blockchain intelligence group. Botnet coins. We put them together and we made BIGG Digital Assets and I became the CEO of the parent company big and the rest is history. So that's how I got here.

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So that's great to hear tell us about the core business model and vision of BIGG Digital and the companies you operate.

Mark Binns

Yeah, our business model is really to make money on the compliance and regulatory side of crypto. We think there's a tremendous opportunity globally in the future coming of regulation and more and more compliance around crypto as opposed to , you know. Running away from it. We're running towards it and we think that the future is going to involve a certain amount of regulation and there's a lot of opportunities. So First of all blockchain intelligence group makes crypto forensic software has 2 products. One's called clue and one's called bitrank. Clue is used by law enforcement to track crypto through the blockchain 1 easy example is if someone stole bitcoin law enforcement could log into their clue license and track it through all the wallets until it ends up on an exchange and then send a subpoena to the exchange to freeze those coins. Issue a warrant for the arrest to the owner of those wallets or that wallet and do their job. Do the law enforcement job this product is 1 of the few in the world that can do that and we're becoming you know the plan is to lead in the world globally around crypto forensics and on the netcoin side. This is a crypto trading platform basically a crypto exchange and we're again really focused on regulation. There's lots of crypto exchanges out there but we're working to become the first regulated nationally regulated crypto trading platform in Canada we're at the end of that. Process. We've actually already applied in September and we're working to complete that regulation right now and then we want to take that platform and plug it into different jurisdictions around the world such as Europe is in our plans to go to next and we believe there's country after country after country where the local. Regulators would love to have a trading platform owned by a public company. That's audited safe and could be locally regulated operating in their jurisdictions and we believe we can take massive market share by being that market participant. So that's the plan for netcoins and they both tie together because again, they're really involved. And a compliance and regulated side of crypto.

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And so on that note, how do you balance the decentralized nature of cryptocurrencies and the need for government regulation.

Mark Binns

Yeah, it's a great question I mean clearly we support regulation and I think one of the maybe misconceptions around decentralization is that it's a bad thing or it could be synonymous with something that's illegal or scams or you know can't be controlled but that's not really the case. It just sort of removes banks from direct control over the currencies. The cryptocurrencies themselves but it allows for globalization allows bitcoin for example to be owned by everyone all over the world at the same time and traded globally 24 7 but governments can regulate. Companies in this space they can say if you want to be a trading platform. You need to do proper customer kyc and onboarding and need to prove to us. You have proper banking in place. So those market participants or traders are kept safe in whatever jurisdiction they exist in. While they're using cryptocurrencies or trading cryptocurrencies. So I think there's a good marriage actually between the two I mean decentralized is makes crypto very usable, very global very powerful but then you can lay a regulation on it. Make sure that in each local jurisdiction. It's staying. You know, clean and safe and keeping market participants looked after.

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The cryptocurrency space has received a lot of attention over the past several years especially given the mainstream spotlight and success of bitcoin. Obviously so how does BIGG Digital differentiate itself among the thousands of companies in the cryptocurrency ecosystem. .

Mark Binns

Yeah I mean we have 2 companies right? So with blockchain intelligence group and netcoins. We're already ahead because we're not a 1 trick pony. We have 2 different companies that are both growing and being successful with blockchain intelligence group. It's really a global focus for our forensics tools and for netcoins right now. It's a heavily Canadian focused platform that's growing very quickly. But we're going to expand internationally on an individual basis with clue forensic software with blockchain intelligence group. There's only a handful of companies in the world that make a product like this you can count them on one hand. It's a very complex product for example, it supports about 8 different blockchains for tracking the biggest 1 of course being bitcoin to give you an idea we have 660,000,000 data points in our product for the bitcoin blockchain alone. This is understanding. Wallets and who owns them and what exchanges all over the world and which wallets have been involved in which activities, etc. for our customers. So we have a big data product and it's taking that complex data and making it simple and easy to use clue gets rave reviews from customers all the

time. About how easy it is to use taking a very complex product on the backend and making it very simple for someone with even limited crypto knowledge potentially in the law enforcement space making it easier for them to use the product. So it's a real differentiator and on the Netcoins side. It's about the regulatory approach. . You know in Canada there's between 15 and 20 exchanges we are going to be if not the first one of the very first regulated exchanges and really pushing on the regulated side because it's like safety from volvo there's a huge market for people that are going to want to trade. With the safe regulated audited owned by a public company exchange and secondly simplicity. You go into a lot of different exchanges and you open up their user interface. There's graphs everywhere. There's numbers flying everywhere. The average Joe doesn't know how to use that complex of a platform. So we've made net coins very simple, very easy to understand and have a broad appeal to anyone whether they're brand new to crypto or they're an experienced trader to just go in and use the platform and do what they want to do so those are some of the reasons that you know we're unique. We set ourselves apart. . And you know we have some synergies between the 2 companies as well that I want to mention so one of them is that, there's a product called bitran run by blockchain intelligence group that lets you risk score transactions and it basically is sold to exchanges and if you have crypto coming in bitran can look at the transaction say oh. Those coins are coming from a wallet. We know have been involved in dark market activity. So the compliance officer might want to look at and or reject that trade we have that technology from blockchain intelligence group built into net coins which makes net coins safer and makes it more appealing to become regulated to the regulators. So. Very unique opportunity with the 2 companies.

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And as a pioneer and entrepreneur in the emerging Cryptocurrency Marketplace what obstacles have you overcome.

Mark Binns

Yeah there's been a lot you know anytime there's, leading edge technology where crypto has been the last couple of years. There's always a lot of things in your way and a lot of naysayers. 1 of the big ones was banking. You know in the early days. Crypto it was very challenging to get a bank account or keep a bank account open banks see crypto as a threat to their way of business and for that reason alone they wouldn't bank crypto companies and they were also worried about a lot of fraud that could happen in the crypto space. But we've overcome that there's a lot of good market participants now. Showing up crypto banks showing up traditional banks that are welcoming crypto companies and understanding the opportunities in the business model. So you know that has

mostly been solved over the last couple of years also financing you know in the early days of crypto. It wasn't. A hot market and it was harder necessarily to finance and get a company off the ground luckily that has also changed, and you know funds are more available for crypto companies as the capital markets understand crypto more and the investor groups out there understand crypto more and then finally I'd say talent. You know, getting great engineers blockchain engineers developers that understanding what they're doing has always been a challenge and will continue to be a challenge but we've done a great job finding and recruiting talented engineers training them and having them grow with us as our business has grown so we're really doing a great job of bringing in talent now.

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So what is BIGG Digital looking forward to in 2021

Mark Binns

So yeah, we're excited. We have a lot of good things on the go you know with netcoins the national regulation approval in Canada significant expansion to our marketing efforts is underway as the platform is growing very quickly. And then geographic expansion as I mentioned you know we're looking to other markets outside of Canada we're looking first to Europe because there's a ton of opportunity and very open market there for crypto and a regulated platform. We believe on the blockchain intelligence group growing big accounts enterprise accounts globally . 1 of our largest customers is the us government. We continue to add governments around the world and large institutions that need to have a handle on the movement of crypto and who's involved and finally we have another program called the cci or the certified cryptocurrency investigator course. It's an online course. It's sort of like getting your ca in accounting and it's becoming very popular so we're looking to expand that again globally and bringing in a lot more students and educate them on our products and how crypto works and how you could investigate cryptocrimers so a lot planned and we're pretty excited.

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That's great to hear. BIGG Digital Assets began trading on the OTCQB Venture Market in 2019 and is also traded on the CSE. How does cross trading on the OTCQB Venture Market enhance your investor strategy in the U.S.

Mark Binns

Yeah, you know the OTC Market Group has been amazing for us being cross listed on the OTCQB has given us a ton of exposure to us investors. We've done

some great investor virtual conferences with the OTC Markets Group and because just give us a lot more eyeballs on the story. We find the American investor base is very interested in the space that we're in and being on the OTCQB has given us I believe a real level of trust for U.S. investors looking at us as a cross-listed company between Canada and the us. So you know we couldn't be happier with the relationship.

OTC Markets Group

So well, it's been great talking with you, Mark.

Mark Binns

Thanks, very much Cecilia you know I just want to say you know it's worth checking out our website <http://bigdigitalassets.com> on there's a 1 pager for investors that gives an overview of you know revenue trajectory and what we're doing in our products also check us out on social Twitter and LinkedIn you can just look up BIGG Digital Assets those are the handles and again there'll be lots of good investor information and progress reports on what we're doing and what you're going to find is you know we have a lot of catalyst coming up in 2021 some real significant revenue growth across the board. And a really good investment opportunity in a really hot space right now. So appreciate the time today.

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BIGG Digital Assets trades under the symbol BBKCF on our OTCQB Venture Market.