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Hi, and welcome to another episode of the OTCQB Podcast. My name is Eric May, and joining us today is Eddy Travia, the CEO and co-founder of Coinsilium Group, which trades on the OTCQB market with the symbol CINGF. Coinsilium is an investor, advisor and venture builder at the forefront of Web3 conversions. The company invests in and accelerates Web3 and AI powered technology startups while supporting their development and commercialization. Eddy, thanks so much for joining us today.

Eddy Travia

Thank you, Eric. Happy to be here.

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Excellent. So, Eddy, why don't you give us a quick introduction just kind of by yourself and how you first got involved in the Web3 space?

Eddy Travia

Yes, sure. So, I was... I got my first, let's say, contact with Bitcoin because at the time that was the sector was really mainly Bitcoin. It was in late 2012. And in 2013, I decided to focus on it. And the original idea was to actually help entrepreneurs build companies in the Bitcoin sector, which evolved later into the wider cryptocurrency sector, which is now called basically the Web3 space. So, that's kind of the evolution since then. And started an incubator in the space, then teamed up with the current chairman of the company, Malcolm Palle. And we started trading the company. The company shares are trading on the stock exchange in London, originally named ISDX, now it's named Acquis. And that happened in December 2015. So, I've been in this space for a long time, given that it's quite a new space, really.

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Yeah, absolutely. Yeah, that's a lot of experience. Can you kind of walk us through, you know, what Coinsilium is and kind of your main business arms?

Eddy Travia

Yes, sure. So, as you said when you introduced me, we started as an investor, but we are also an advisor to companies in the space. And now we have also gone into venture building, where we take a bit of a more proactive role with the companies we either invest or we advise. So originally, the idea was to expose retail investors to the space because of course in 2015, there were almost no way

to do that other than either directly invest or hold cryptocurrencies. But later on, even if the sector grew quite rapidly, I think it's still extremely relevant to be exposed to certain companies simply because sometimes as a retail investor it's nearly impossible to find those or to easily access those. So the other activity that we have business arm is the advisory services. This is something that really started almost from the demand side in 2017 when a lot of projects decided they wanted to issue tokens, do initial coin offerings or token sales, and they were looking for people with experience in the space to advise them on a variety of issues. But mainly I would say token economics, which we call tokenomics, token models. And basically what we have been doing is leveraging our network in the space to help those companies launch successfully their tokens. And the more recent addition to our activity has been venture building.

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Yeah, excellent. With over 10 years of experience in the industry, what do you see as a successful company? How do you kind of pick and choose who you guys work with?

Eddy Travia

Well, what happens now is that because we have been in this space for a long time, we naturally expect some kind of connection. So for example, people we have trusted before, companies we have invested in before, maybe some of the co-founders moved on or maybe a client or a partner has moved on and kind of spun off and created their own entity and their own project. So there is usually a connection, let's say. So that's the first kind of the trust factor. And then of course we look for teams with the expertise in the space, the right experience. So it's a lot around the people that start a company. And in terms of activity, this is quite a wide sector. I mean, even if it's defined mainly by cryptocurrencies, it can go into, it permeates through a multitude of industries. And it can, we believe, positively impact on a multitude of sectors. So we are quite open. We have been investing in finance, of course, because finance projects are kind of the original projects in the space. But there are many, many other areas. So for example, there is one company we invested, which is leveraging AI for the due diligence of large infrastructure projects. It's called SILTA. So that gives you an idea of the wide range of companies we are looking at.

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Yeah, absolutely. It certainly encompasses a lot of different industries and spaces. So speaking of advisory and companies that you are working with, you guys recently announced an agreement with LC Lite. Can you kind of touch upon

that and how that came about and what you are looking forward to?

Eddy Travia

Yes, sure, sure. So actually we have been in contact with them before. They were already looking at this market about five, six years ago. And at the time, I think their model was not exactly what the market was looking for. And I believe now the LC Lite model, which is more of a more open decentralized project, is more in phase with what the market is looking for. Their original activity and their expertise is basically trade receivables, especially cross-border export financing, which of course is a very traditional finance sector. But this is a sector that can really be improved with the use of blockchain and as well tokens and what we call stable coins, which are dollar peg tokens basically. So there are many improvements and efficiencies that can be achieved through usage of blockchain in this model. And so we're going to help them with token economics and a successful plan token launch possibly at the Q4 of this year. So very exciting in terms of market opportunity because obviously there is a huge trade finance gap in the world, which is estimated at \$2.5 trillion. And LC Lite has a backup of a very well-known company called Incomeland, which is a regulated global invoice finance marketplace for SMEs, especially in Asia, Singapore and licenses in Singapore and Hong Kong.

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Right, okay, yeah, that's very interesting and exciting for both Coinsilium and LC Lite. You know, so you've been doing this for 10 years. Where do you think Coinsilium is going in the next 10 years? Where do you see opportunities and what are you excited about going forward?

Eddy Travia

Well, as I was saying, I think we're still very relevant today because this sector is still an emerging sector. I mean, of course, people look at the cryptocurrency prices, cryptocurrency cycles, and they hear numbers like billions every day. But in reality, there is still a huge part of the world that is not using blockchain, that is not using tokens, that is not trading. And as I was saying, this technology can really help a lot of different sectors. And cryptocurrencies and tokens, digital tokens as well, as a model, for example, for micropayments, new models in fintech or governance models, new business models in general, really, new incentive mechanisms. So among the projects that we are quite excited about that are coming up, there is one, for example, called Yellow. It's a decentralized clearing system that is using blockchain technology and a peer-to-peer protocol for trading cryptocurrencies. It's a very powerful platform. It's in testnet mode at the moment, but I think it's going to be in what we call mainnet, kind of more open

to the public in the next few months, I hope. And so these are some of the projects we're looking at. For example, Yellow is in crypto trading and accelerating crypto trading and going as far as maybe high-frequency trading, which is unheard of at the moment in this space. Then we have Green Gauge, for example, in the UK, which is a digital finance pioneer, which at the moment are really helping SMEs in the space for, for example, e-money accounts. So more in the traditional finance, but they're kind of a bridge between traditional finance and WebTree and the digital assets and digital asset ecosystems. So these are some of the sectors. And we're also looking at new areas in WebTree, which we believe are very promising, like social media. Social media, Web2, as we know, has many flows. Really misalignments in interest between users and the platforms that own all these incredible amounts of data that are user generated.

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Absolutely.

Eddy Travia

Yes. So we see WebTree much more like collaborative style, decentralized ecosystem. And we are really bullish on the fact that it can open up so many opportunities for users to monetize their data, to own their data. And at the tech level, for people that are building on WebTree, there are many opportunities as well because it's much more open and much more what we call composable. You can build on all these different tools, and you can make it very useful for users, and at the same time, much more cooperative in many ways.

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Yeah, I mean, I think I speak for a lot of people when I say I'm ready for the next iteration of social media. I think it's certainly fast, too. Well, Eddy, just one final question for you today. So, as you mentioned, you trade in London, but you also trade here in the US on OTCQB. Can you kind of tell me about that choice and how it's fit into the company's US equity strategy?

Eddy Travia

Yes, sure. So we have seen that actually US is a very important market for us. I mean, this industry goes along certain cycles. So the last cycle that was extremely positive was 2021, mainly. That was a key year. And we saw that in 2021, we had a lot of interest in the US and quite a serious volume on our shares trading in the US. And we believe that as well, of course, US investors are very important in this space. They are quite knowledgeable and they are active as well in the cryptocurrency space. So we basically plan to do more in the US, and we look forward to working with OTC Markets and other parties to have more

exposure to that market. And we believe we can bring good opportunities as well to these investors through exposure to the companies I mentioned, and of course with a solid kind of revenue base, which we expect now. We see 2024 as quite a... It should be a good year for advisory and other crypto-related activities. The start of the year has been pretty good so far, so we are quite positive.

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Yeah, absolutely. And we certainly look forward to seeing you guys grow and seeing your story build out here in the US. So, Eddy, thank you so much for joining me today.

Eddy Travia

Thank you. Thank you, Eric. Pleasure.

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Coinsilium Trades on OTCQB with the symbol CINGF. Thanks for joining us today.

Eddy Travia

Thank you.

**This is an autogenerated transcript and may contain typos.*