

OTC Markets Group

Joining us today is Eddy Travia the CEO of Coinsilium Group that trades on our OTCQB Venture Market under the ticker "CINGF" established in 2014 and based in London. Coinsilium is a venture builder investor and advisor to early-stage blockchain technology companies within the digital token economy; Eddy thanks so much for joining us today.

Eddy Travia

Thank you, Cecilia, for having me here.

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Edie as one of the founders of Coinsilium give our audience some background about your professional experience and why you created Coinsilium.

Eddy Travia

Yes, sure. So um, I've been working out of Asia for many years and then I moved to Asia in 2004 I'm originally from France and I worked in private equity and investments and I discovered bitcoin in. Ah, 12 and in 2013 a couple of events triggered. Let's say more interest into that space. Um, at the bailout of banks in Cyprus that was an interesting time at which media started talking about bitcoin. And then the first round of coinbase which I think was around \$6000000 in in spring 2013 so in in 2013 in the summer decided to create the first incubator in that space. Um, it was a bitcoin startup incubator because blockchain was not yet really. Well known or the buzzword and in 20141 of my cofounders was in London and we decided let's move to the UK to actually list our shares on ah on a stock exchange. The idea being to bring legitimacy both to our company but also to the sector overall because it was very early days for blockchain and for bitcoin startups and we wanted to help everyone in the you know among our investors of course. But the all the whole sector to show that. You know this is a legitimate sector and there are many great things to come.

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Tell us about the core business model of Coinsilium and your operations in Gibraltar.

Eddy Travia

Yes, sure so we started off after listing at the end of 2015. We started off more as an investor in blockchain startups but that changed over the years so in 2017 there has been a. A movement. Let's say a trend which was initial coin offerings which meant that many companies many startups usually decided to create a token and by selling the token they were funding their ecosystem and their tech development. And this is something that has been that was very popular at the time 2017/18 and we have been advisors so we moved from being an investor although we never we never were a passive investor. Ah we have always been ah, an active investor. Let's say where we moved to be an advisor at that time. And then after that after 2018 the crypto prices went down that means usually a bit less interest in the sector. The ics initial coin offerings also didn't work as well for a while. So basically we. Went back to our original. Um, original. Let's say remit of investing and identifying companies but we decided in 19 to actually move to ah a different model which is venture builder and one of the jurisdictions that. We have always been looking at is Gibraltar because Gibraltar as early as 2018 was looking at what we call the DLT the distributed ledger technology for a new regulatory framework and we felt that. The approach that Gibraltar as a jurisdiction was using um, was something that was aligned with our vision and we decided it would be a good jurisdiction for us. So we moved our operations to Gibraltar and we also decided to become. Um. But what I call a blockchain venture builder meaning that we are not just investing in companies. We have a more much more active role. Um, we go from concept to commercialization and this is something that we are in the midst of these days. Yes.

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So talk about some of your strategic partnerships in Southeast Asia and the regulatory advantages you have in this region. Yeah.

Eddy Travia

So the main um the main partnership we have is with a company called iov labs um, we we've been we have invested in in a company called Rsk which is now owned by iov labs and this company ah rq um has created. Ah, smart contracts on bitcoin um in the blockchain world as if you if you simplify it you have bitcoin which is a first iteration of blockchain focused on security mainly and focused on making sure that you know value can be transferred securely.

And then in 2015 emerge ah a new system called smart contracts with ethereum and this brought a lot of flexibility and what we call programmability to the blockchain meaning that you can do a lot of complex transactions using smart contracts now. Ah, rsk was a bit of taking the best of both words secured by bitcoin and enabling developers to actually build the same smart contracts you could on ethereum so we invested in 2016 and in 2020 we decided to do actually a joint venture in Singapore um, the reason is you know I know the Asia market very well. um iov labs as ah you know supporters in this in this market as well and we decided it would be great to work together to give more exposure and commercialize some of their blockchain technology solutions in in this market in terms of regulatory advantages. Um. Well Asia has been actually as well. You know, many jurisdictions have been proactive in in Asia especially Singapore ah when I talked about icos before many happened in in Singapore Hong Kong as well so we you know we feel that this is a very conducive regional. You know? ah. Territory for this type of ventures and we're looking forward to, um, you know to progress in that sense.

OTC Markets Group

And how is Coinsilium leveraging the emergence of decentralized financing in the cryptocurrency space.

Eddy Travia

So ah, decentralized finance is actually a bit of a new evolution in the world of Blockchain. It is based on what I described before smart contracts so you definitely need smart contracts to apply decentralized finance and. At the onset. It was mainly a way to replicate some financial models and strategies on the blockchain now. Ethereum obviously let's say was one of the of the first blockchains. Ah that has been used for that. But in our case, we also saw the opportunity for iou labs and to actually have what we call defi on bitcoin. So again, using smart contracts but having them secured by ah the bitcoin network but not only that also the asset itself can be bitcoin on this. Defi solutions but today the world of defi on bitcoin is still in the early stages um compared to the volumes that you can see on other blockchains. But for example, Defi actually last year went from. Um. billion dollar in in assets locked or collateral on these different platforms. Um to I think closer to 40,000,000,000 these days. So I think the growth has been tremendous and so we have been looking at it and we believe that the next wave will be

actually. People realizing that there is a lot of untapped potential in bitcoin defi so decentralized finance solutions on bitcoin.

OTC Markets Group

And as a pioneer investor in Blockchain Technologies what advice can you give to individuals interested in investing in digital assets.

Eddy Travia

Well, the first advice I would give is that you know it's not something investors should approach I would say like any other asset in a sense in a sense. Um, there are more dimensions to cryptocurrencies than there are. To certain type of financial instruments I mean I um I know that obviously out of the millions of cryptocurrency holders. Um, not everyone is spending necessarily a great deal amount of time in researching each cryptocurrency. Ah where they come from. But I think that's the. Interesting part is to know, um the cryptocurrency that you're buying if you if you're buying it for ah for an investment perspective is to know more about what is the utility of that cryptocurrency. how can it be employed. How can it be used. In the in the real economy or in the on just on the blockchain technology itself I think that's a really exciting aspect and potential of cryptocurrencies. So um I think that's my advice is that people who want to go into cryptocurrencies. They should. They should learn about more about it if possible use it as well. Not just have it sitting on a wallet because there are great things that can happen that are happening and will happen because of blockchain blockchain technologies can have a very long and important impact. On the way we live and so therefore not just as ah as an investment dimension and that's a bit what we have been doing in a way because we've been helping you know retail investors to be exposed to this sector but always with an idea to as well educate the market. So initially we educate actually. Financial members of the market when we listed initially in in London and you know brokers and so forth. But obviously we're quite always trying to educate as many parties as we can because we feel that's a real. Um. Use utility and the real potential of this technology.

OTC Markets Group

And so on that note, where do you see the future growth of bitcoin technology and Coinsilium's role in the industry in the coming years.

Eddy Travia

Well, we know we started really with a long-term vision. Um I think it is quite obvious to most people today that you know just buying bitcoin back in 13 or 14 and. And just holding it until now you know is ah makes it as a great store of value and investment. But obviously this is not our approach. You know our approach has always been to help and support entrepreneurs. Um, and then to start um you know tapping into the potential of the technology making sure that. It is applied in a way that contributes and improves our lives maybe through disintermediation maybe through decentralization like you know we talk about decentralized finance. 1 of the aspects of decentralized finance is removing a lot of the costs and the friction I mean I've just seen. An article recently saying that in the us they would like to aim in 2023 to reduce the settlement of securities from two days to one day on the blockchain we're talking about instant settlement right? So I believe that they are really. Great things that can happen because ah because of this technology so in the future we want to continue on this kind of long-term vision now we're looking at another technology called NFT non-fungible tokens and non-fungible tokens basically can represent any asset. The main difference between non-fungible tokens and other crypt tools like ether bitcoin and so forth is that um it is a unique it is a unique asset they're not exchangeable for one for another. So that really can apply to you know. Millions of assets billions of assets that are in the world and can be real estate can be ah stamps or it can be any kind of collectible as well can be vintage cars, wine bottles, etc. So any asset really can be represented by these NFTs. And is very popular these days in the world of art. Um, so we are working um with some of our partners. 1 of them is called indoors this company. We invested in a few years ago and they also have ah they are originally from Singapore with a branch in in in the u k. And another company called red Fox Labs in in Vietnam so we're working with them and we are really bullish on the NFT sector in in various for various reasons and 1 of the reasons is because we believe that at some point the roads we cross with other.

Eddy Travia

Applications like decentralized finance and so that this is this is where we're heading for now.

OTC Markets Group

And Coinsilium began trading on the OTCQB Venture Market in October of 2020 and it also traded on the Aquis Stock Exchange. How are you leveraging your investor strategy in the US with OTC Markets

Eddy Travia

Yes, we're very happy. Ah, until now with the way that you know OTC Markets is helping us bringing. Let's say investor awareness in the us and of course interaction with investors as well. I think the. Trading volume has been increasing which is which is great. So we're getting more awareness on that market I mean obviously ah, the us is a very important market for blockchain and cryptocurrencies a lot of talent is not a market where we are. Extremely. You know we are physically present. You know, although these days nobody's really traveling any anyway, but we ah we we're going to continue and we want to improve and increase our um presence on this market. And we want to communicate more and I think NFTs for example, are inroads into NFTs will help because NFTs are very popular in the Us. Um, and there are many us collectors of NFTs us buyers. So I think this will be a great way to as well give more bring more awareness to Coinsilium on the on the OTCQB Market.

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So well thank you for your time today. It's been great talking with you Eddy

Eddy Travia

Yes, great. Thank you, Cecilia, and anyone who wants to know more about Coinsilium can please go to our website www.coinsilium.com. Or on our Twitter account @CoinsiliumGroup.

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Coinsilium trades under the symbol "CINGF" on our OTCQB Venture market

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