

OTC Markets

Joining us today is Scott Livingston the CEO of S-Ventures Plc the trades on our OTCQB Venture Market under the ticker SVTPF. S-Ventures identifies investment opportunities in the health and wellness organic food and wellbeing sectors. Within the U K and Europe with the gold build platforms for growth across brands distribution and manufacturing Scott thanks so much for joining us today. Absolutely so to start.

Scott Livingston

Um, thank you very much hi.

OTC Markets

It's been a little bit since we last talked and remind our listeners a little bit about who you are and what you do with the company.

Scott Livingston

Thank you very much nice to be on and so I'm Scott Livingston Ceo of sventures we formed the company um in 2020 and we've been acquiring wellness brands in Europe mainly in the free from categories. Um like gluten free and free from. Ah, basically organic type of products in the snacking sector and the types of products you might find in independent health food shops in the main retailers, gyms garages, etc. And then we have a d two c channel as well and we've made a number of acquisitions in the first two and a half years of our life and we are. Combining resources and basically sharing skillsets in sales in marketing etc and manufacturing disciplines.

OTC Markets

Yes, talk a little bit more about that talk about your actual you know the whole holistic ah investment model How that works how you put it together and then your portfolio of companies.

Scott Livingston

Sure so the the concept of combining companies together is that to be an individual brand. It's quite expensive to have in-house tech teams to have in-house marketing and account management teams. Of such of a certain scale that you need to to be developing relationships with retailers internationally and and also in the UK and what we've done is we've combined resources so that we've we've basically focused on brands that have similar buyers in the retailers. We've focused on brands that have a similar consumer demographic. So. All the disciplines remain similar. So 1 sales team can basically deal with our 6 brands that we sell we have therefore obviously cost savings in our overheads and our teams and we've got exponential kind of leverage to then cross promote and to promote across different distribution channels and customer bases retailers, etc. Um. It's certainly preferred I think from a lot of buyers and retailers to be dealing with less and less parties and so it makes us more streamlined and it gives us economies of scale in distribution economies of scale in in various disciplines like d two c and obviously marketing etc and branding um and also manufacturing where. Whilst that's slightly more complicated we can obviously share resources share infrastructure and equipment to a certain point and I guess it's sort of like being a mini unilever in a way where we share resources across the group.

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Um, what can investors expect from the company for the rest of the year

Scott Livingston

So We remain obviously cautious given the headwinds of the market and um, and globally so we we remain cautious. We have a lot of work to do and consolidatory work with the businesses that we've acquired, we still remain opportunistic. And currently there are a lot of opportunities out there. A lot of opportunities to buy individual brands that are perhaps struggling with Capital or struggling with all sorts of different pressures such as cost pressures labor force pressures, etc. So. Remain cautious but opportunistic and we have a lot of opportunities presented to us and we're trying to find opportunities that fit perfectly into our group.

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Why is Lithium an important resource – where is the global demand coming from?

scott Livingston

Well lithium is the lightest element from the periodic table. It's part of all cell phones and computers and it's driving the electrical vehicle revolution on the planet. It's also part of large batteries of the renewable energy sectors, you need the natural energy that can be stored and there's large batteries being produced around the planet. Most of the ah the upcoming demand is coming from Europe from all the countries adopting strict policies to get rid of traditional cars and going into electric vehicles, but states like California and others are also in the US, New York are inputting a timeline to switch to electrical hybrid or electrical cars and lithium is one of the components but it's the most important components of the battery again with its capacity to storage energy.

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Um, and finally how have you utilized the otc qb platform to access investors.

Scott livingston

So we we joined otc recently and we we hope and it does bring us a level of awareness in the us we obviously listed in the Uk two and we hope to basically promote to investors and give them the opportunity to have a stake in an exciting sector. Um, we hope it to give us exposure generally as well and allow us to get our message out and obviously we hope to provide liquidity going forward for investors that wish to buy sell etc. Um, similar to how we do it in the Uk on the aquis market.

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Well Scott thank you so much for sharing the story again and we're excited to have you keep trading with us on otc Q B S Ventures Plc trades another the symbol SVTPF on our OtcQBVenture market

Scott livingston

Thank you very much. Thank you for having me.

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