

OTC Markets Group

From OTC markets, global headquarters in lower Manhattan, you are listening to the OTCQB podcast, featuring the innovators, entrepreneurs behind the companies that trade on the venture market.

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Joining us today is Clifford Gross, the CEO of Tekcapital, the trades on our OTCQB Venture Market under the ticker TEKCF. Based in London, Tekcapital invests in breakthrough technologies from their global university network that can enhance people's lives. They also provide technology transfer services to help research organizations commercialize their innovations. Cliff, thanks so much for joining us today.

Cliff Gross

Oh, it's a pleasure Cecilia. Thank you for the time.

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Cliff, give our audience some background about your professional experience prior to your involvement with Tekcapital.

Cliff Gross

I have, uh, more than 25 years of experience in academia and business, and I'm really passionate about creating valuable products from university discoveries that can improve the quality of life, particularly those which benefit health and safety. I founded, uh, companies prior to, uh, tech capital biomechanics Corp and Utech, both of which became listed. And previously I was CEO of ANOVA Corp, the provincial venture capital fund of Nova Scotia, Canada. When I was an academia, I served as acting director of the graduate program in biomechanics, in a ergonomics at New York university later as chairman of the Nelson Rockefeller department of biomechanics at the New York Institute of technology. And now finally, as research professor at the University of South Florida,

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Tell us about Tekcapital's unique global university network and how this has helped the build your portfolio clients and business model.

Cliff Gross

It's pretty interesting. Uh, we've built an electronic network that sources available discoveries for more than 4,500 universities across 160 countries. This helps us keep our finger on the pulse of university discoveries. Uh, with this global supply,

we believe we're able to mitigate selection bias and find compelling investment opportunities for our portfolio companies, as well as our clients.

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What is your strategy defined, acquire, and commercialize businesses? And do you target specific markets?

Cliff Gross

We look for innovative technologies that if successful can make a positive impact on people's lives, that's the overarching theme. The technologies must have proof of concept at the tr six level technology readiness level six or above have compelling IP to deliver a competitive advantage. Further. We look for inspired successful management to lead these companies. This is critical. We focus our commercialization efforts on growing markets with greater than a billion dollars in current revenue

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With over 25 years of leadership experience in academia and business. What are some of the key lessons you have learned along the way?

Cliff Gross

Well, that's a good question. I think for success, small companies need to talent compelling technology and capital in that order.

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What is on the horizon for Tekcapital in 2021?

Cliff Gross

I'm bullish? I think 2021 will be a watershed year for the company with significant growth prospects. For most of our portfolio companies. We are also regularly on the lookout for new technologies to enhance our portfolio companies.

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Tekcapital began trading on the OTCQB Venture Market in February of 2021 and has also traded on the London Stock Exchange. How does cross trading on the OTCQB market enhance your investor strategy in the U.S.?

Cliff Gross

Tekcapital's portfolio companies are rapidly building a presence in the U.S. We believe that joining the OTCQB market will increase our visibility with the investment



## Podcast

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community and hopefully a broader our shareholder base and over time, the value of our shares.

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Well, it's been a pleasure talking with you, Cliff.

Cliff Gross

Same here, Cecilia. Thank you for the time

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Tekcapital trades under the symbol, TEKCF on our OTCQB Venture Market. To learn more about Tekcapital, please visit their website [tekcapital.com](http://tekcapital.com).

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Find out more or listen to previous episodes by the visiting, our podcast page [OTCmarkets.com/podcast/otcqb](http://OTCmarkets.com/podcast/otcqb).

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