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Joining us today is Richard Shearer the CEO of Tintra PLC that trades on our OTCQB Venture Market under the Ticker "TNTAF." Tintra PLC is a diversified company focused on banking tech solutions and infrastructure to enable financial institutions multinationals and large corporates in the emerging world to access global banking.

Richard Shearer

Hi Cecilia. Thank you Good to be with you.

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So tell us about your background and then how you got involved with Tintra specifically.

Richard Shearer

I think there's 2 answers to that question I think my background I'm the founder of Tintra Group. Um, going back some 15 years um and its current guys going back 10 years we are the multifamily office that looks after a emerging market ultra wealth. Rooting families sovereign funds small governments. Um, and how they interact financially with more developed markets the way I've always described it is if you name is smith or you're a business from Connecticut or from London you're looked after very well by jp Morgan or Goldman or chase or whoever it might be. Um, if your name's I faellia and you're nigerian or if you're a company that's incorporated in the gulf you're fighting a battle from the from day 1 so that's always been the focus. It's of my legacy business. Um, and that's how we came to Tintra plc um. We entered to enter into a joint venture with what was then st james's house plc um to build out what we saw as a latent need in the market now our focus really is building out. Industrializing is probably the best way to to say it industrializing the work that we've been doing in Tintra group for 15 years and trying to open borders and using platforms and technology that already existed inside the poc before we took a position. Rebranded it because we're moving into markets that we're familiar with and then pushing forward. So basically um, I'm now the CEO solely of the plc um my role in the family office business has been taken up by somebody else. So now we are. Pretty focused on the horizon and basically what it is is an extension of what I've I

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don't want to say committed my life to its hands rather fancy, but um, it's what we've been doing for a very long on what we're very good at and that's building cross-borderer business flows and cross border. Platforms that level the playing field between emerging market money and develop Market money. But at the moment. It's not an even playing field.

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So so expand on that talk about Tintra Plc's vision specifically and what your macro strategy in the fintech space is.

Richard Shearer

So as essentially, what's been happening over the last decade there's a few different moving parts here. So First of all, it's the regulation over the last 10 or 15 years cross-border trade has become. Infinitely greater than it than it was every year the year- on-year growth is on an exponent very steep exponent curve now during that same time the ability to k y c aml those kind of trades those kind of binses become harder and harder. Basically what we find ourself with is a business environment where developed market main legacy banks. They can't tell the difference between a good guy and a bad guy outside of their main jurisdictions. So the place becomes bad so is oh we don't understand Nigeria. What? what? a good company A bad company looks like so Nigeria is a bad place and that's no more true about Nigeria than everyone from the us is a good guy. You know so what we do the way we look at this is about is a democratization of. Finance and that's what's and this is what everyone's trying to achieve and to speak candidly I think everyone's doing part of the job. Um, in essence what you've got is fit in the finite space. You've got 2 halved. You've got developed market fintech. Trying to solve the cross-border problem into the emerging world and you've got a emerging market fintex trying to do it and they all have a problem but it's different problems. So banks have tried it and got burned and got fined by their regulators basically because they've gone there with a. But when you do it our way you're going to be right rather than trying to understand what right looks like in different places so that's where that's why it's not being addressed by legacy providers now on the flip side of that you've got um, new. Fintech in the in the developed world. They're trying to solve it but with really out any truly deep understanding of those markets and frankly speaking a fintech by its very nature sits on top of a legacy bank so it can only be um. Iterative not innovative in many ways now

you've got guys in the emerging world across Africa Asia Latin America that fully get the problem better than I do they've been living it their entire life. But the problem they don't face is finding banking solutions.

Richard Shearer

In Developed markets. They've got the clients and know how to make them good. Not bad, they know who how to tell the difference, but they turn up at JP Morgan and they turn up at barkies if it's sterling and they say oh we don't we. Don't deal with your jurisdiction. So there's sort of frame. There's the framing of the problem as we see it now. How do we solve that and what do we do? That's different I think first and foremost it's using our wealth of experience that we bring from Tintra group into Tintra plc which is understanding these markets intimately and not looking at them as if they're doing it wrong and when they do it like we do we're going to do it right understanding those things. The first step is in regulation. The problem is trying to be solved by so by almost everyone frankly um by using emmi's electronic money institutions fintechs that are not real banks so they act in many ways. That's not for that's not maybe not a fair things say they are real banks but they don't have custody so they've always got to have a partnership whether it's chase whether with baries or whatever. So the way we've come at this first and foremost is we need to be the Bank. We've applied for a bank license in qatar to give us access to Africa and the gulf. Um, we have applied for 1 in Puerto Rico with an ife which gives us direct access to the New York fed and also gives us access into Latin the Latin America um, there's 2 other full banking licenses. We're exploring. Um I can't go into because they're not announcing the market yet. But essentially what are we're doing is we're building an emerging market focus clearing bank that gives a platform and infrastructure for all of these guys that are trying to solve it a platform for them to sit on now that's part 1 now part 2 is really we think the tech in fintech needs to be driving the regulation more than it's driving the customer experience in an app so we've entered into a joint venture with an ai hub. Right here in London um, these guys power a very famous us social media platform with their ai. Um I can't divulge you it is but maybe your listeners can work it out. Um. Because we think quite strongly that the solution to mitigating the prejudice in in in cross -border finance as it pertains to the emerging world is dehumanization is

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actually building genuine artificial intelligence genuine machine learning now a lot of places.

Richard Shearer

Use the phrases but don't actually fully use real ai um so we think quite strongly the way to solve this is mapping out the ai metrics that will allow us as we move forward. To truly and impartially look at every customer and every client and every company on its own merit or lack of rather than from a point of prejudice where oh it's the wrong country. Oh it's the wrong company. Oh it's the wrong currency and being and by feeding. Um, this ai ml machine actually building something in the reg tech space that is actually quite um, innovative and we suspect that we're building something that may be patentable time will tell on that. Um. But essentially they're our 2 that's our 2 pronged attack other people are doing it and doing a really rather good job at it acting as an intermediary between first and developing world financial institutions. We're pretty certain we can do it better. And our 2 wo-pronged attack is first of all being the bank rather than sitting on top of another bank and then secondarily maybe most importantly, it's running an ai ml engine that dehumanizes the compliance a ml kyc function. Which we think probably is the thing that sits at the root of most of these imbalances jurisdictional imbalances.

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It's very exciting. What is Tintra's 2-year roadmap look like well.

Richard Shearer

Well, um, okay so there's some of there's things that I know that I can't disclose which is the joys of being the CEO of a public company that we're still working on and I'm looking for to disclosing them once they're fully matured. But essentially our to what does what's our goal what does the horizon look like I think whether that's two years three years or twelve months is building an emerging Market focus clearing bank building genuine infrastructure. So what you've got at the moment you've got a bunch of people doing a great job. But they're not a hundred percent uptime. So it's really solving this K y c aml problem and being able to to really understand that someone from Kenya whether they're a good guy or a bad guy or even. And when I say good and bad I mean I mean this in the way that regulation considers them not in the

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how they are as people or as companies. So in 2 years time having our bank licenses fully operational whether that's 2 3 or four I don't really know at this point um certainly 2 I would think. Um, but most importantly, within twelve months or so is really understanding this artificial intelligence need and be starting to flesh out the patentable solution to this problem. Um, so essentially where we see ourselves was we're building infrastructure. We're not entering the market to compete with other fintech particularly we will be infrastructure in which they sit on top of we're not entering the market to compete with traditional banks. We're somewhere between the 2 we're thinking of ourself that we're building. Traditional banking infrastructure that is very fintech friendly because we understand the fintech environment both internally and via the jv with our very clever friends over at fintenser. Um, and then on the flip side of that it's being able to. Build out this banking platform. That means we don't have to light anybody else to share our vision. We become captain of our own ship now. It's a big play. You know, banking licenses on different continents ai infrastructure sitting over the top There's a lot of work to be achieved in a short amount of time if we're going to execute on what we what we think we can achieve um, but we're already making strong headway we expect a first banking approval in h 1 of next year a second 1 in h 2 um.

Richard Shearer

And then I could say by the end of year 1 I expect that to have happened and the and the technology to be pretty advanced but then in year 2 I think that's where we will see real radical evolution now we think we can do some revolutionary stuff but it's going to take us a little while to start getting all of the. Um, fundamentals in place in the and the and the machine learning and the ai working to start feeding data into it to build this thing that we think is truly revolutionary.

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Tintra PLC began trading on the OTCQB Venture Market in December of 2021 is also traded on the Isc. How does cross trading on the OTCQB Market enhance your investor's strategy here in the us.

Richard Shearer

Well I think um, we came it was 1 of the very first is I took over as CEO I think um during July of this year 1 of the first things we did was say we want to be

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um. But we want exposure in the us. Um, we're running this as a very us type play. Um, 1 of the things that I find in the u k and I don't think either is right nor wrong I just think our strategy is more suited to us thinking where I think. The UK model and the UK markets tend to price yesterday results balance sheet what you did where in the us there's much more about pricing tomorrow. What's your strategy how you're going to execute on it who's the team to do it. Are you the right people does the idea make sense now. We're running this and I've said this in the press in various places very much with that us centric mindset. Um, so it was an obvious choice for us to move um quickly to get ourself trading on the OTCQB um. Not at the expense of our home market which is very valuable to us. But I think given us as particularly as we grow. Um, we've announced to the Market. Um, last week that we're in the middle of we're just closing out a funding round of ten to fifteen million us dollars and that round is in dollars. Um, evaluation that will push us into the next phase of our growth so we will start to think act and behave in a in a usd-based yeah us centric manner. Um, and in some ways I imagine over the next twelve eighteen 24 months that OTC will be as important to us as our home market here on aim.

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Well it's been a pleasure talking with you Richard, thanks for your time today Tintra Plc trades under the symbol "TNTAF" on our OTCQB Venture Market.

Richard Shearer

Not at all the place It was all mine. Thank you so much.

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