

OTC Markets Group

Joining us today is Curtis Schlaufman VP of corporate development and communications of Valour, that trades under the ticker DEFTF, Valour is a digital asset investment firm that allows traditional investors to identify and invest in diversified portfolio of digital assets across the decentralized finance ecosystem web three point zero and gaming sector. The company's goal is to bridge the gap between traditional capital markets and decentralized finance. Curtis, thanks so much for joining us today.

Curtis Schlaufman

Hi Cecilia thanks for having me.

OTC Markets Group

So Curtis to begin tell us about a little bit about your background and expertise maybe in capital markets and how this led to your digital asset space with Valour.

Curtis Schlaufman

Yeah, so I began my early career with startups and specifically bootstrap startups building companies from the ground up from pre-stage funding to. Exits and a couple of other different cut types of companies and then went into consulting consulted pretty much any type of business you can think of from hospitality to capital markets type companies and I ran into Someone who is a mentor now and specifically worked in the capital market space. He wrote a newsletter geared towards investors and worked on his brand did a little bit of analysis on a few companies there and then got introduced to valor and web 3 digital assets. Have been really intriguing to me over the past few years especially since it's a booming space and I see it as the new frontier or the next frontier and was asked to come aboard. The team at valor and it was an immediate. Yes.

OTC Markets Group

So yeah, so I mean at the core of your mission is decentralized finance talk about what this is and how valor is leveraging this financial innovation.

Curtis Schlaufman

Yeah, and in terms of centralized finance. You have intermitteries that are taking I think it's somewhere between 5 to \$7000000000 a year I may be underestimating it or overestimating it I don't have Google in front of me. But it's a significant amount of money where inimitaries are taking fees in the midst of

## Podcast

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transactions from per se like you're trying to do it direct deposit into another bank account of a friend and a bank is taking a fee from that. Defi eliminates the intermitter or he eliminates those fees and you're able to hang on to that additional amount of money that you're losing to those intermediaries and it makes those transactions much quicker ideally and more cost effective for those folks who are looking to. do those types of transactions and Defi isn't necessarily something that is only going to affect you know, banking or loans or anything of that sort. It's going to change the entire financial system. so we're here as valor to bridge the gap between. Traditional finance and decentralized finance also web 3 and that up and- coming industry so people can buy digital assets or decentralized finance protocols of your bank or broker on a regulated exchange and right now that's not possible for most folks if you're buying through Coinbase or some of these other platforms like Voyager or Celsius we offer a regulated way for folks to get exposure to these types of assets.

### OTC Markets Group

So talk about your different business lines, your exchange rated products etp's infrastructure ventures and how they work together.

### Curtis Schlaufman

Yeah, we are we primarily offer or we exclusively offer our exchange traded products on European exchanges. The reason for this Europe is light years ahead in terms of their regulation of digital assets where we are able to offer regulated fully prospected approved each client who buys these assets as kyc checked on regular exchanges through Europe so the Euronext exchange, the Nordic growth market and then also a couple of exchanges in Germany. so people are able to buy. Let's say bitcoin or Ethereum via a regulated exchange like they went through their bank or broker like you would buy securities here in the United States and then we also have an infrastructure side of our business where we. Help prop up some of these protocols in the decentralized finding space like we run notes through salon and we're able to generate revenue through there and then we also have a venture side of the business where we look at early stage web 3 or decentralized finance companies protocols or projects. where we'll so provide them with venture funding. and then help supplement the market in that way as well and this provides diversified exposure across the space. Not only for investors who are interested in purchasing our security but our specific products. companies within the space as well and just helping the space move forward in general.

### OTC Markets Group

So what would you say is the lower strategic take advantage in the highly

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competitive digital asset space.

Curtis Schlaufman

Just from a simplistic perspective. We're a fully regulated company that offers digital assets fully regulated. Regulated digital assets and if you're looking at the U.S. and Canada in general we view ourselves as something that the SEC or the regulating bodies in Canada. Type of company that they would want operating so we are in our view a couple of years ahead of the curve in terms of being a regulated company that offers regulated products. so we're positioning ourselves for when Canada and the us are already are ready to offer these types of products on regulated exchanges will be all set to press to go on that.

OTC Markets Group

And awesome and so what's on the horizon for the second half of this year you know 2022 but also 2023

Curtis Schlaufman

Right now we have about 9 products available for trading in Europe and we are looking to go to 20 at the least we even though as a market downturn we are still hiring and adding to our team. We recently brought aboard 3 new hires, a chief sales officer, a new general counsel and a product manager to help get out our exchange rated products on our current exchanges. We're looking to a list to additional exchanges in Europe and platforms to make digital assets regulated digital assets more widely available to traditional investors. And really see our assets in our management grow leveraging a couple of key partnerships like a relationship with a regulated digital asset bank and then quite a few other things that are in store as well. That can't talk about right now but we're really excited about.

OTC Markets Group

It very exciting. So Valour also trades on the NEO and Frankfurt and how does cross trading on the OTCQB complement your IR strategy and visibility here in the U.S. with investors.

Curtis Schlaufman

Right, U.S. is still the mecca for finance, and we are very keen on bringing digital assets or at least exposure right now. Folks can purchase our equity on the OTCQB Market, DEFTF, and they can get exposure to our business model and digital assets in that way and then if even if they wanted to they could probably purchase you know our bitcoin, Ethereum. Or other of our Ethereum products in

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Europe if they like but that'll be a while before they can do that here in North America but us has one of the biggest investor audiences or markets and we are very keen on bringing them access to. Centralized finance in web 3 in a regulated safe fashion.

OTC Markets Group

Well Curtis it's been lovely talking with you. Thanks so much for your time today.

Curtis Schlaufman

yeah, thanks for having me. I Really appreciate it.

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Valour trades under the symbol DEFTF on our OTCQB Venture Market

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