OPALESQUE

Opalesque Roundtable Series '20

MIAMI

Editor's Note

Sovereignty, the End Game of Global Currencies, and Will There Be 20,000 Nations?

In the future, every stock, every bond, every currency, every commodity and more assets will be digitized and cryptographically secured on a blockchain. But, not only that: whoever is first to issue the digital currency has the chance to usurp the dollar as the global World Reserve Currency.

At the moment, only 8% of global trade is United States based, but a staggering 60% of global trade is priced in dollars. This touches the question of sovereignty and global dominance. The US may therefore have a digital currency quicker than we think.

China has been working on a Central Bank Digital Currency since 2014, and so in the West some say maybe Libra isn't that bad an idea... However, while we are still in the protocol consolidation stage when it comes to the question of the future of money, this group believes that after a number of transitions, a **non-fiat-backed digital currency** will ultimately be the winner in this end game of global currencies.

"Every single thing is being disintermediated"

There is an undisputed movement towards using blockchain and cryptocurrency along with hard assets in an alternative form of monetary instrument. With that, the current world order how assets and value are stored and transacted and how marketplaces operate will go through revolutionary changes. *Blockchain is basically a new structure of solving problems through autonomous software with an unprecedented ability to incentivize networks. The technology is an evolution of computing power that's been happening on a 14-year cycle since the 1950s. We saw the mainframe in '54, the microchip in '68, the personal computer in '82, the Internet in '96, the Mobilenet in 2010, and for 2024 Mark Yusko predicts the emergence of the "Trustnet" where the blockchain network and DLT technology allows us to trust one another in transactions without an intermediary or third party.*

If you take a look at what's happening to society, every single thing is being disintermediated – from retail sales, to travel agents, to real estate brokers, to wealth managers…to absolutely every single thing. As you get more and more artificial intelligence built into more and more marketplaces, with more and more assets and products and services available online, the world turns upside down, with most profound consequences.

The following experts participated at the Opalesque Miami Digital Assets & Cryptocurrency Roundtable, sponsored by the Miami Downtown Development Authority:

1. David S. Rose, Founder & Executive Chairman, Gust
2. Evan Malanga, Director, Securitize
3. Gary R Markham, CEO, aXpire
4. Gregory Keough, Founder, Blockchain Credit Partners
5. Marcelo Sampaio, Co-Founder & CEO, Hashdex
6. Mark Yusko, Founder, CEO and CIO, Morgan Creek Capital Management

The group also discussed:

- **The future of marketplaces.** How Millennials will select a deal or an investment and how this will change finance. Where disintermediation will take us. (How) can financial advisors charge high fees in the future? (page 22-25)

- **Decentralized Finance & the Digital Divide.** What will be the first real killer app for blockchain? (page 22-24, 26-28)

- Of the 775 fiat currencies that existed, not one has held its value over the test of time. Is Bitcoin the solution for this monetary challenge? Why a 98.5% loss in value is the best actual use case of a fiat currency (page 8-11). **Why cryptocurrencies need their "Netscape moment"** (page 20)

- Why Libra is not a cryptocurrency and almost not even a digital currency, but essentially a money market fund (page 19)

- **Could we have like 20,000 (or more) nations in the future?** How and why Technological Singularity will change the world (page 21)

Enjoy!

Matthias Knab
Knab@Opalesque.com

Participant Profiles

(LEFT TO RIGHT):

Matthias Knab, David S. Rose, Mark Yusko, Evan Malanga, Gary Markham, Marcelo Sampaio, Gregory Keough

Introduction

Mark Yusko
Morgan Creek Capital Management

Mark Yusko, I am the CEO, CIO and Founder of Morgan Creek Capital Management. We are a Registered Investment Advisor based in North Carolina with offices in New York and Shanghai. We started Morgan Creek 15 years ago with the aim of bringing the Endowment model of investing to other investors like smaller Endowments and Foundations, high-net-worth individuals and families. We built products over time to serve our clients primarily focused on manager of manager programs, co-investments and direct investing. We offer private investment funds of funds, venture capital funds of funds, and hedge funds of funds, co-investment funds and direct investment vehicles.

A couple of years ago we started Morgan Creek Digital, which is an operating subsidiary of Morgan Creek Capital, to provide direct venture capital funds focused on Blockchain technology infrastructure investments. Our clients were also interested in investing directly in cryptocurrencies, so we did a joint venture with Bitwise to launch the Morgan Creek Bitwise Digital Asset Index Fund last year.

Gregory Keough
Blockchain Credit Partners

My name is Greg Keough, I am the Founder of Blockchain Credit Partners. We are using blockchain tokenization to bring first lien senior secured hard assets on to the blockchain to provide high-yield.

I have been basically a Fintech entrepreneur for most of my life. I have mostly run venture or PE backed startups but also had one corporate gig where I was brought in to be the CEO for a joint venture owned by MasterCard and Telefónica where I ran all their mobile financial services globally.

About four years ago I got into what then led us to Blockchain Credit Partners. We developed a new type of loan product called the Car Equity Line of Credit which basically is solving the problem of about 40% of the middle-class people in the United States what are kind of liquid asset poor –- if they miss a paycheck, it hurts them, and about 25% of folks who make $100-150,000 a year can't come up with $2,000 in 30 days.

We decided to develop an entirely digital product to solve that and built a company called Finova Financial. It's been around for four years or so, funded out of Silicon Valley. We are in essence a lender with a first lien senior secured position in your auto and it provides high-yield.

And now Blockchain Credit Partners has actually taken this asset class, tokenizing it and putting it on the blockchain to provide high-yield through this format to a broader audience. Previously we got our lending capital, about $100 million from a group led by the former President of Apollo and former execs from Goldman Sachs and Apollo who wanted consistent income through secured high yield. Blockchain Credit Partners is now tokenizing this asset class and making this collateralized yield more available to the general public.

Evan Malanga
Securitize

My name is Evan Malanga, I am the Director of Business Development at Securitize. Securitize is a software platform designed to modernize capital markets. Our services give issuers the ability to automate investor on-boarding (i.e., KYC/AML) through multiple jurisdictions simultaneously, issue debt or equity securities with embedded compliance and post-issuance easily manage the lifecycle of those assets and investors. Additionally, Securitize's registration with the SEC as a transfer agent which allows us to process corporate actions such as capital distributions, voting, and enable secondary market liquidity on behalf of our customers. To date, the company supports over 60 issuers ranging from real estate to investment funds.

Personally, I started my career in the military, I spent five years in the U.S. Army and then left to get my MBA at Columbia Business School. Post-graduation I have worked in investment banking, private equity consulting and got the blockchain bug and left wall street to join Securitize.

Gary Markham
aXpire

I am Gary Markham, CEO of aXpire. aXpire was a spin-out from a company I have been running for about 15 years in the Fintech space – litigation, vendor management, e-procurement. I got the blockchain bug around 2016-2017.

aXpire works with hedge funds, asset managers, wealth managers. We provide mid office, back office, allocation, apportionment, record management, which we stamp on to a private blockchain. We have also got interests in other blockchain related infrastructures. One is around digital assets – we call it digital shares – providing what we like to see as a full end-to-end ecosystem for the onboarding or the interface between funds versus investors, but also the issuance and secondary market trading as well. At least for now, licensing is quite a challenge in the current environment, so we are looking at how we can set that up with the FSA in the UK, for example.

We are also working with wealth managers in New York to build out private labeled versions of this application. We are seeing definitely an uptick in appetite for this type of what I call "exotic alt", certainly from family offices, high-net-worth individuals and others in the space that are looking for something that's outside of the norm.

David S. Rose
Rose Tech Ventures

My name is David S. Rose. I'm the Managing Partner of Rose Tech Ventures and the CEO of the financial technology platform, Gust. I am a serial entrepreneur and an active early stage FinTech investor. I started my first company in elementary school and have founded half a dozen others—several of them venture-backed—since the early 1990s. Following the dotcom crash I started making angel investments and founded New York Angels, which today is one of the world's largest and most active angel investing organizations in the world. I have made personal investments in over 120 companies including JUMP Bikes, acquired by Uber; ComiXology, acquired by Amazon; and others acquired by companies including Google, Facebook, Intel, and Oracle. Based on this experience I wrote the New York Times best-selling book "Angel Investing", which has become the standard textbook for the industry.

I eventually returned the entrepreneurial side, starting a company called Gust as the infrastructure platform for the early-stage venture and angel financing universe. Gust today back-ends over 3,000 angel groups, accelerator programs, and early-stage venture funds, and services 900,000 startup companies. Our deal flow is about 20,000 companies a month that come onto our platform globally, whom we then connect with early-stage investors. Along the way I wrote a second NYT best-selling book called "The Startup Checklist" which has been adopted by over 500 US universities for their entrepreneurship programs.

With a large base of entrepreneurs and investors, Gust has built a Software-as-a-Service (SaaS) platform to handle the automated back-office needs of high-growth startups, from incorporation and cap-table management, to legal and financial products and operational services. This in turn led us into the world of capital markets and exploring ways to apply blockchain and distributed ledger technology (DLT) to financing and investment, which finally led us to a major initiative on which we are currently working. It is an industry-wide platform involving the use of tokenization and DLT to securitize institutional-grade, commercial real estate assets.

Finally, I am also a partner in True Global Ventures, an international early stage venture firm whose latest fund invests only in blockchain and DLT-related activities. I therefore look at this industry from both the investor and the entrepreneurial side.

Marcelo Sampaio
Hashdex

I am Marcelo Sampaio, the CEO and Founder of Hashdex.

Hashdex is a crypto asset manager fully regulated in Brazil, Cayman and US. We've been pretty focused in Latin America these days, working super hard to bring to reality the first crypto ETF in the market.

We founded Hashdex in early 2018 and we created what we believe to be the first true overall-market crypto index out there. Since our data is distributed by NASDAQ you can actually follow our index in your smartphone. It's called "Hashdex Digital Assets Index" or HDAI.

In my case, I've gotten the crypto bug in 2011 when I read the now famous Satoshi Nakamoto paper. (yeah, for this market am already kind of old now). From that moment it grew on me a vision that this new thing could be so much more than Satoshi's original idea of money alone.

I figured the concept of incentivized networks was more like a new version of open source, which the code itself could compensate the entire community instead of relying on good will of contributors alone. Since this payment (or this crypto) was also the ticket to "get in the concert", a secondary market had to exist necessarily creating massive value for the successful projects.

This completely blew my mind! It's like I saw the future right there. I just didn't know which of these networks (or blockchains) would win in the long run. So, I saw myself buying the entire market rebalancing weights every now and then. I eventually realized I was building a market index with my very own hands. The funny thing is – like for many entrepreneurs – trying to solve a problem for myself, I ended up creating a company. We called it "the hash index", or Hashdex.

As to my background, I worked for big techs in the first 10 years of my professional life: initially at Microsoft, then Oracle. I then left for business school when I was 30 years and came to the University of Chicago here in America. Ironically, in no time I was spending more time in Stanford crashing on friends' couches than in class at Chicago. Few months later, I ended up dropping out (which funny enough made me super hot for VCs in the valley) to start my last company (Endless Inc) from the Stanford cafeteria.

At Endless we've built a new operating system thought and designed for people with poor or no internet in the emerging world. I spent six years building Endless before founding Hashdex and devoting my full-time into crypto, which I realized it was my passion from the moment I learned about it.

Matthias Knab You have come to know each other and learned about your super interesting backgrounds, so I was wondering if instead of me kicking off the discussion and asking the first question, would one of you want to kick off with a question you have in mind for the group?

Marcelo Sampaio: Can I kick off and propose a question to the group? Today, we have a number of people calling themselves "Bitcoin maximalists". In a nutshell, their belief is that we'll ultimately end up with Bitcoin alone as the main decentralized crypto, at least from the point of view of value. I would love to hear your thoughts on this. Do we have Bitcoin maximalists here? If so, can you share your arguments and rationale behind this idea?

Gregory Keough: That's a great question. Let me share with you how I personally got involved with Bitcoin in 2011 or so. I have five kids and one of my eldest is a big gamer. Back then you could mine Bitcoin with just the gaming units. My son and his friends go to a school up in Palm Beach and I said, "Hey, you should put all these computers together and mine Bitcoin!" – not because I thought they would make any money, but I just thought it would be interesting to learn. I soon got calls from all these parents telling me, what are you telling these kids to do, it's illegal and all that stuff, and they were mining Bitcoin when it was like two or three bucks.

Fast forward now, they all did pretty well and paid down all their houses and some other stuff, and you might have guessed that now I am their best friend, right, but back then I was bad for having made that suggestion to learn about mining Bitcoin and a new technology shift.

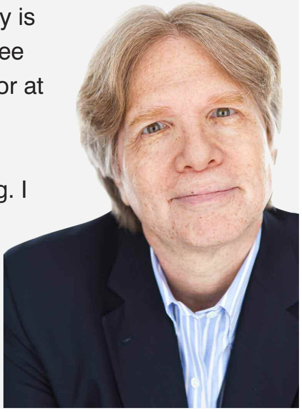
Coming back to Bitcoin, <u>I think Bitcoin is great, but it also reminds me in a sense of Napster and how it disrupted music.</u> So, first, we had records, right, and all of us had to go to the store to buy music. Then came CDs which were a little better because it was in digital format, but the consumer benefit wasn't dramatic. And then we got to the point where you could buy music by piece or stream it, and that's when it started to take off for the consumer.

So the use case made the difference. Regarding Bitcoin, I think Bitcoin is good, you want to be in Bitcoin, but it's not really at the core of what I am interested in. I think our financial system is broken. When I look at fiat currency, this is indeed where I come out more on the crypto side of things, even though I am pretty conservative. You could even say the global economy is broken with now 17 trillion in negative interest rates - I really don't get that.

It appears people believe in paper, but looking at a recent study I just read, there are like 775 fiat currencies, and not one of them has held their value over the test of time. The most successful fiat currency today is actually the British pound which was equivalent in value to one pound weight of silver, and so it's currently worth like one two-hundredth of what it was worth previously. So you could say that the best actual use case of a fiat currency is a 98.5% loss in value.

Part of the reason what we are interested in hard asset, but income producing assets, is because I think what consumers want, and certainly what I want, is something hard where the government can't just decide willy-nilly to print more of. Therefore, I think what we are witnessing is a movement towards using blockchain and cryptocurrency along with hard assets in an alternative form of monetary instrument. That's part of what Blockchain Credit Partners is doing and where I see the future.

David S. Rose: I agree, even though I am probably more on the Bitcoin minimalist side. I think Gregory is right on target: we do have a challenge with fiat currency exactly as he has described, and I would agree that the answer is going to be some type of currency backed by something that is income producing, or at least tangible.



However, I don't believe Bitcoin is the answer, because it, of course, is not backed by much of anything. I think Gregory's Napster analogy is actually quite good. It took something like Bitcoin to kickstart the whole digital currency revolution, but I don't believe it's the long-term solution. Although today, with a market capitalization of nearly $150 billion, Bitcoin may look "too big to fail", ultimately there are going to be better solutions and it will be interesting to see what then happens with Bitcoin.

Mark Yusko: I will take the other side, in the sense that **I actually think Bitcoin is the solution for the monetary challenges,** particularly the fiat monetary challenges that the world faces today. From that perspective, Bitcoin is the perfect monetary system, because it has finite supply. We know every day for the next 140 years how many Bitcoin will be mined and we know that ultimately there will be exactly 21 million Bitcoin (minus whatever is lost over time). Some people worry about the lost coins, but it's just like money can get lost from your wallet or your purse, it is one of the risks of bearer assets. One of the most important elements of Bitcoin is the concept of the Stock-to-Flow ratio which explains how Bitcoin will become one of the scarcest assets on the planet. Scarce assets are important because they serve as monetary stores of value. Gold has been that nearly perfect scarce asset for 5,000 years, in fact, one ounce has bought a fine man's suit over that entire period. Gold has a very high Stock-to-Flow ratio, meaning the new gold produced minus what's lost in a year, roughly doesn't change the overall stock of the asset and that consistency of supply creates the store of value characteristic.

And so, if you look at other scarce assets you see similar monetary phenomena. For example, here we are in Miami across from Art Basel, and we all heard that somebody the other day paid $120 million for a banana duct taped to the wall, proving that fiat money continues to be devalued (some might say being made worthless...) – or maybe it was just money being laundered, which is certainly a possibility given the history of the art markets.

[laughter]

But when we discuss Marcelo's question or look at the monetary characteristics of Bitcoin, there actually are a number of different aspects to talk about. One is the underlying blockchain technology itself, which is an evolution of computing power that's been happening on a 14-year cycle since the 1950s. We saw the mainframe in '54, the microchip in '68, the personal computer in '82, the Internet in '96, the Mobilenet in 2010, what I call Trustnet in 2024, which is where the blockchain network and DLT technology allows us to trust one another in transactions without an intermediary or third party.

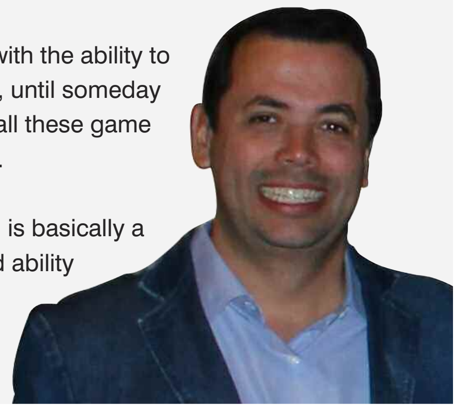
Bitcoin is, in fact, the first use case of blockchain. I think it's a perfect monetary solution, very different from all the other crypto projects that are going on. We have thousands of tokens/coins that people call cryptos that really have nothing to do being currencies and they simply share the characteristic of using the technology to become cryptographically secure. For the most part, they are not cryptocurrencies, they are utility tokens. In fact, most of them are just crowdfunded venture capital, and 99% of them are likely going to go to zero (the standard loss ratio of pre-seed stage venture).

Now, the 1% that don't go to zero will likely be fantastic – identifying and holding them as an investor would be incredible. But, as we know, venture capital seed stage and pre-seed stage have a very low hit ratio, so we have to keep this in mind when investing. To that point, we would advise those without deep technical expertise and knowledge to avoid speculating in this part of the markets.

Looking into the future, I often say that every stock, every bond, every currency, every commodity will be digitized and will be cryptographically secured on a blockchain. Today we have cryptocurrencies, there is about a dozen of them. We have cryptocommodities, digital gold, which I think is Bitcoin, and we will eventually have cryptostocks, cryptobonds. Ultimately, we will tokenize all assets including property, private businesses, collectibles and anything else that has value. Indeed, everything will be cryptographically secure and we will have trust in the value of assets as it will be verified using blockchain. That's where we are headed.

But, when we talk about Bitcoin today, this conversation has to be different from the conversation about blockchain technology, because I think Bitcoin is just a use case of blockchain. That said, in my view, it is the ultimate use case for technology and one that we should spend a lot of time talking about today.

Marcelo Sampaio: I agree we tend to generalize the potential for blockchains projecting Bitcoin or crypto as a currency pretty much the only real use case out there. For today if we consider Ethereum the argument is already weak, but it has some truth; for tomorrow I think that idea is nuts!



In a way Bitcoin is no different to how email was initially perceived. The internet started with the ability to send text via computer networks. For a long time, email was the only big use case there, until someday the browser gets invented. Then, few years later, mobile gets invented. Then cloud and all these game changing platforms that every time created new killer apps that were unthinkable before.

I agree with Mark that we will see a lot of this happening in the crypto space. Blockchain is basically a new structure of solving problems through autonomous software with an unprecedented ability to incentivize networks. And that has endless potential!

David S. Rose: Whether or not we believe in Bitcoin, I think it's true that all of us would agree that there many, many other things that purport to be "digital currencies" that are not going to be the winner. I am curious as to everybody's take regarding the percentage of everything other than Bitcoin that won't make it. My guess is it's something on the order of 99%+.

Gary Markham: I don't think I am a Bitcoin maximalist, because I think its use case for being a currency that can be utilized in everyday life is limited by simply the construct of the protocol.

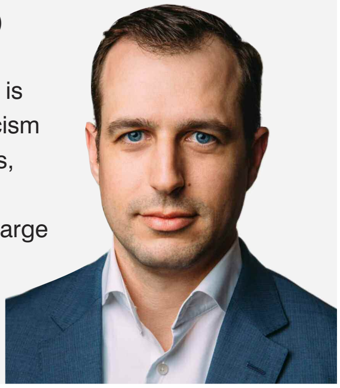
We have different protocols that are designed for different purposes. So if you look at Corda R3, for example, they focus purely on banking – heavy commercial, merchant to merchant bank transactions. They already work with around 1,700 banks. They had a little bit of a wobble in 2017, but they have kept to their mission of creating what they believe, and I think by the mere case of their dominance in that area, the protocol that in my view is the right protocol for banking.

But in terms of what affects our daily lives, for example, we all sit in restaurants, so that's actually a good one, let's just go through this exercise. Let’s say the service is reasonable, and you want to leave when you are done. Certainly here in the States, as in most other places on the planet, you wait for somebody to come. So you wave them over if you can find them. Then they come over, they go back to the cashier, return to your table with your check and they walk away. You look at the check and you go, “Okay, yeah, looks fine.” Then they come back again. They take your credit card and they walk away again. Do something with your credit card, which doesn’t happen in other countries. And then they come back again and then you go again, “Okay, that’s fine,” and you finish off.

That’s a six step process, that can take you like 20 minutes, right? So, if you have other protocols that are designed to speed that thing up, not just the backbone of the technology, but digital currencies, like for example, **Bitcoin Cash.** And you might be a lover or hater of Roger Ver, I don’t really care, but the point is that he is making it his life’s mission to ensure that the daily lives of individuals on the planet or as many of those he can touch can use a currency in their daily lives – whether it’s shopping in the grocery store, checking out at a restaurant, etc. – without all that fuzz.

So those are real use cases. But in terms of the overall use of cryptocurrencies as a use case for blockchain, I think I am maximalist in principle, but for Bitcoin itself, not so sure.

Evan Malanga: I am actually on the fence on the Bitcoin maximalist question. I am a maximalist regarding the underlying technology – blockchain – and believe it will change our financial infrastructure. I am skeptical about whether or not Bitcoin will emerge as the winner. After being in the industry for over two years, almost no one transacts in Bitcoin. It is bought and held based on the pure speculation and/or hope that it will return to or exceed the $20,000 price in 2017.



A few things Bitcoin did get right is that it is (i) global (ii) non-sovereign (iii) limited supply that is (iv) immutable (v) and decentralized. Since Bitcoin, there have been many other crypto currencies to emerge, and I agree with David, likely 99% of those will fail. The sixth point Bitcoin maximalists tout is that it represents a store of value. This is where I think there can be a debate and where my skepticism lies. For early adopters, which I define as anyone who bought BTC 2016 or earlier the answer is yes, however, when BTC got mainstream attention in 2017 there are many people that have lost value. Markets can move based on intangible performance or by Bitcoin “whales” (an individual that has large quantities of Bitcoin) moving their holdings. *Can such a volatile asset equate a store of value?* This is where Bitcoin faces its biggest hurdle in gaining further adoption.

Gregory Keough: While I cannot say I am a maximalist on Bitcoin, I am a believer, because I think it’s going to be one of many options for currencies.

But I do believe Bitcoin is going to appreciate massively in price, that I do believe. However, I don’t think that Bitcoin will be the main currency globally. I think there will be other use cases that have different flavors to it, kind of like a basket of non-fiat based currencies with all sorts of applications.

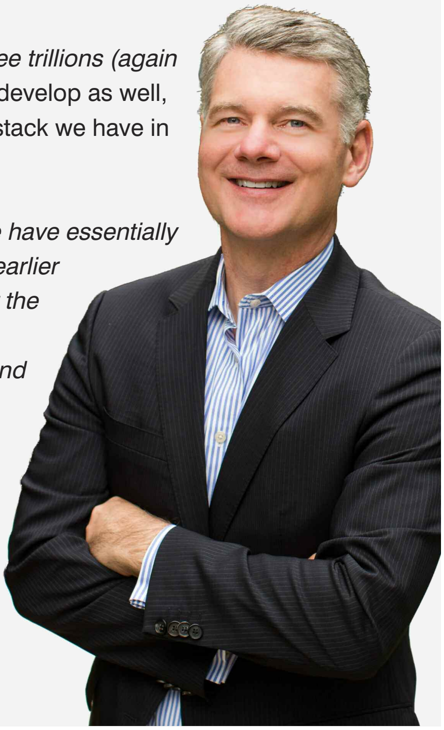
I think 83% or 84% of all Bitcoin has been sitting in the same place or same wallet for a year, I just read that somewhere. So many people are holding it very long-term, but I do think long-term is going to go up big time.

Mark Yusko: One point that I think is really critical is to make sure we always focus on the monetary use case versus other use cases. One of the challenges is the original Bitcoin white paper described a peer-to-peer payment system. In actuality that isn't what has developed over time (much to the chagrin of some of the purists). It is important to remember that this type of transition over time is true of a lot of technology, it can have its first innovation moment for X, and it can then develop into Y or Z, or alpha or beta. And my belief is that Satoshi, whoever he/she/they are, did have this vision of I can fix the double spend problem of digital currencies and create a perfect peer-to-peer payment system. The double spend problem exists with digital currencies as there is a risk that the holder could make a copy of the digital asset and send it to a merchant or another party while retaining the original. A simpler example might be to think about a digital music file where if I chose to make a copy for you and keep the original file you don't really care if you get the copy or the original because it plays the same. The music industry actually does care as they want you to buy an original too, but you don't really care which version you get as long as the song plays.

Satoshi figured out how to solve that double spend problem for digital currencies and therefore I think now we see Bitcoin morphing into being money, and I believe it is the perfect monetary solution.

Of the 775 paper currencies we've had in the world historically, three-quarters no longer exist. In the end, governments cannot resist the temptation to print more of them and devalue the currencies over time to try and solve their debt problems. The longest existing current currency today, the pound sterling, used to cost 1 pound of sterling silver (hence the name), now it takes 174 pounds of silver to get a pound note. In the U.S., our penchant for devaluation is nearly as great as since the creation of the Federal Reserve Bank, the value of one dollar has declined about 95%. Jay Leno made a joke about this saying that there was a rumor that the government wanted to replace the paper dollar with a coin, and he said, "they already have, it's called a nickel".

There is certainly a difference when it comes to payment systems, whether it be Bitcoin Cash or Lightning Network, or some other layer in the protocol stack, those are all going to develop over time, but that is a different issue that the devaluation of the core currency asset. For example, think about what happened to Venezuelan bolivars in the past year, their value has essentially disappeared, but if you had transferred out of bolivars into Bitcoin, you could have preserved your wealth. Same thing in Zimbabwe a decade ago. I actually have a 100 trillion (with a T) Zimbabwe dollar bill in my office, but that wouldn't buy a loaf of bread. The crazy thing is that there were starving billionaires in Zimbabwe, but had they transferred that money out of Zimbabwe dollars into Bitcoin, they could have preserved their capital.



Moving money outside of fiat currency systems has a long history, and we are going to see trillions (again with a T) of dollars of value move into the Bitcoin protocol over time. Other protocols will develop as well, perhaps in a technology stack with Bitcoin as the core layer that resembles the protocol stack we have in the Internet.

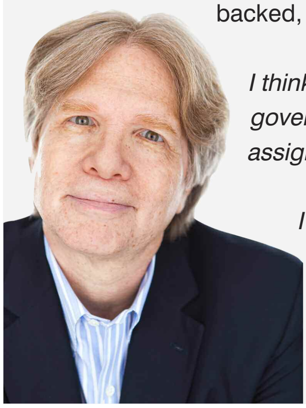
Remember, the Internet originally had 80-some protocols 20 years ago and now there we have essentially five: there is SMTP, HTTP, FTP, TCP/IP, and www. To that point, I agree with the comment earlier that Ethereum isn't a currency, Ethereum is more like the www. of the Internet of Value, or the Trustnet as I call it. Ethereum will be utilized to create all kinds of wonderful things, Decentralized Finance being one of them, and we can do all kinds of payment systems and asset securitization systems using applications built on that protocol.

As an example, we just backed a company called Figure in our Morgan Creek Blockchain Opportunity Fund that does asset securitization of home equity lines of credit and student loans on a blockchain for the first time. There are, and will be, lots of use cases around blockchain technology, but ultimately we need to separate the conversation about money and Bitcoin from blockchain technology.

Matthias Knab Let's stay with money for a moment. How do you see things like Libra, or digital currencies that may be central bank backed? For instance, The Bahamas is working on their Bahamas Sand Dollar as a digital version of their currency, how do you see that coming into play? One voice that I heard recently was that of a Westerner saying, "You know, maybe Libra and Facebook shouldn't fail, because if it fails, it will be the Chinese building the global digital payment system." What are your views?

David S. Rose: As Mark already mentioned, we need to separate several different things that we are talking about. The first question is "Bitcoin maximalist or minimalist?" I mentioned that I am a minimalist on Bitcoin, but I am definitely a maximalist on blockchain itself and a maximalist on blockchain-based currencies. I absolutely agree with Mark on this point: there is no question that we are going to shift trillions of dollars onto the blockchain, and no question that a blockchain-based currency makes a lot more sense than any fiat-based one. Let's first make sure we are all on the same page about that.

Next is the question Matthias raised, of three types of blockchain-based currencies: (a) a government-backed, fiat, currency; (b) a speculation-backed, cryptocurrency (such as Bitcoin) which is what Mark was talking about; and (c) a security-backed, digital currency, which Greg was talking about. Those are three very, very different things.



I think the challenge with Bitcoin – or any pure monetary equivalent of a fiat currency (absent the government behind it) – is that it becomes a utility token, which means that you will have to continue to assign faith-based value to it for its utility.

I believe it is clear that we will ultimately have a financial system founded on blockchain-based assets. I therefore believe that an asset-backed, securitized currency has a completely logical, mathematical, rational existence based on the whole trust chain. This the way things will go, in my view.

Gary Markham: I am with David on this one. There is a deeper issue here which we need to uncover. *If you think of the conversations that would have happened when the Libra announcement came out, we first saw all these new partners coming on board and then you also saw the slippage: the dropping out of Visa, PayPal, Mastercard: What type of conversations do you think happened in backrooms for those decisions to be taken? What kind of phone calls took place when this was discussed?*

To me, the deeper issue here is around **sovereignty.** Any country, not excluding the ones that you have already mentioned, who considers that a digital currency could outpace and surpass and usurp their existing sovereign currency is either not understanding what blockchain currencies can do for them or they are just scared, or both.

If you think about the larger countries – the US, the UK, Europe, China, Japan, so dominant worldwide currencies in terms of value that is traded back and forth for goods and across forex markets – I think there is a long way for us to go before we end up seeing a major sovereign currency, or country should I say, opting for a digital currency that threatens the existence of the current fiat currency.

And that is because it goes to the root of everything that we hold safe, and that is our defense, our security of our nation and the security of our families. That's what I believe is a deeper issue here that threatens the actual foundations of everything that we have. Now, most of us in this room can probably see past that, because we are long-term believers in what blockchain can do, but I believe you are up against those type of buffers and that's why those phone calls happened and that's why those decisions were taken.

Gregory Keough: This is one of my favorite topics, the progression of this is just fascinating. *So, at first, the guys who have never made a fiat currency that works didn't like it – every major central bank was totally against digital currency – horrible idea, worst thing ever – and then now, China obviously is looking to pull out a digital currency this year of 2020, everybody is now all on board with it. And the big question I have is – why?*

And so I totally agree with you. Nobody, except them, is supposed to have control of the printing presses. And so there are two elements to this. Who controls the printing press – all governments are always going to want to control the printing presses – and that's the reason on Bitcoin I am a maximalist. It's out of their control because they can't be trusted, right?

Mark Yusko: Amen!

Gregory Keough: And that has been proven all the time, 100% of the time. There is no doubt that they can't be trusted. So that's why I am a maximalist on that.

Mark Yusko: Amen squared!

Gregory Keough: Secondarily, the idea of a stablecoin based on a bucket of fiat currencies is absurd in my mind. I get why it could be a good transaction, but if you are really looking for the end solution, I don't buy into it, because I think we will have the same problem.

I do see how it's a good stopgap solution. Major financial institutions and the governments, from their perspective, have a huge, great money producing tree, they don't want anything that screws up that money producing tree, and with reason. So you are going to get push back on that because it's going to take control. And I think governments have started to see that this is an existential risk, and they are going to try to stop it now. They want to control the printing press, I would too if I was them.

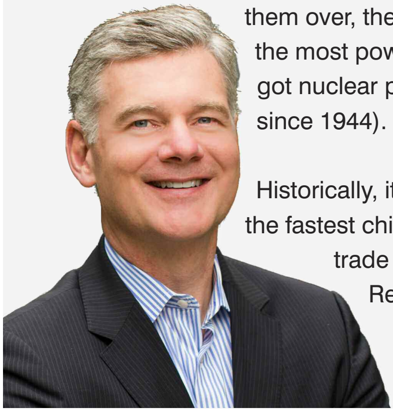
Mark Yusko: I think the difference here again is currency, cryptocurrency and digital currency. The biggest challenge is most of the people that are talking about it, particularly at the government level, just haven't spent any time on the technology and don't understand the difference.

It's kind of like Charlie Munger saying Bitcoin is bad. Well, Charlie Munger may have spent 10 minutes thinking about it and it's brutally obvious that he doesn't understand the technology. In his defense, he is a self-proclaimed non-tech guy, and that's fine, he is way richer and more successful than I am, but he is not someone you should listen to when it comes to cryptocurrencies because he doesn't understand what they are and how they work.

On the flipside, you might argue that he (and Warren) has a vested interest in Bitcoin not being successful because 47% of Berkshire Hathaway is invested in financial services companies, which gets disrupted dramatically if Bitcoin becomes widely adopted. For example, If I want to send Greg money, he has to have a bank account, I have to have a bank account and the bank takes a fee on both of those accounts and another fee for that transaction. If I have a Bitcoin and I want to send it to Greg, we don't need bank accounts and they don't get paid. So, Jamie Dimon does not like this potential development at all, neither does Warren Buffett who calls it rat poison (how do you know what rat poison tastes like Warren?), nor does Charlie.

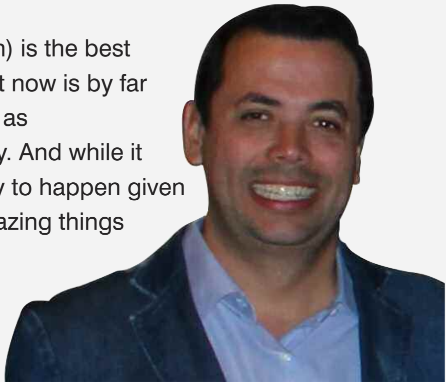
But here is the bigger problem today. Governments then say, "Oh, well, we're going to have our own cryptocurrency." No, a government will never have a cryptocurrency, because a cryptocurrency is a decentralized currency, and they would have to give up control of the creation of the currency. So, they can have a digital currency, but not a cryptocurrency. China will likely be the first, they are very close to launching a digital RMB currency, but a digital currency is not a cryptocurrency. When it comes to digital currencies (I hate to quote Ricky Bobby here...) "if you ain't first, you're last."

The point is that **whoever is first to issue the digital currency has the chance to usurp the dollar as the global World Reserve Currency.** For perspective, I was just in Brazil, down in Rio, which was originally conquered by the Portuguese, when the Portuguese had the World Reserve Currency. Think about that, the Portuguese had the most powerful currency in the world as one time! Why did they have the World Reserve Currency? Because they had the most powerful navy, because they had the fastest ships, because they had the tallest masts, because they had the tallest trees. Then Spain took them over, they then had the tallest trees and fastest ships. After that, the French took them over and had the most powerful navy. And then, the UK got the steamship and took the mantle and ultimately America got nuclear power and we have had the most powerful navy for decades (and the World Reserve Currency since 1944).



Historically, it was always about the fastest ships. But it's not about the fastest ships anymore; it's about the fastest chips. It's all about cyber power. That's why this race to digital is so important. Only 8% of global trade is United States based, but a staggering 60% of global trade is priced in dollars. If the digital Renminbi exists next year, that will imbalance of trade finance will shift dramatically and quickly.

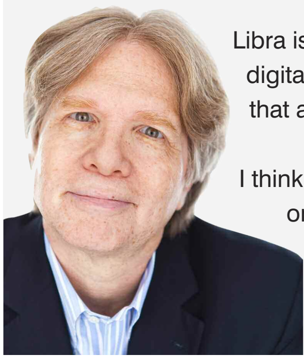
Marcelo Sampaio: I am almost a maximalist in the sense I believe pure crypto (as a form) is the best alternative we've seen so far for society to actually transcend the fiat system. Bitcoin right now is by far the best candidate. But there are still many chapters to be written in this story, especially as governments are not very fond with the idea of giving up money control. That is a journey. And while it happens, even Bitcoin itself could end up being disrupted. Agreed it's less and less likely to happen given the strength of the network. But, who knows? Technology is an amazing thing where amazing things can happen and have been happening across the board.



On crypto-fiat (or stablecoins), this boat has already sailed. Digital money is superior than paper money, and blockchain is a great platform to boost cross-border through private (and controllable) distribution. China already realized that and so did many other countries.

I honestly think it's fascinating to see the American Senate grilling guys like Mark Zuckerberg in public believing the Libra-projects-like are the enemy, while it's more the opposite. For US Dollars to keep relevant some time more, Facebook (as the largest distribution network in the planet) is probably their best shot. Even if they think otherwise, there is nothing much they can truly do about it. I'd say there is a growing chance the US government start support Libra instead of trying to kill it. The crypto renminbi is coming and China will be soon in a great position to challenge USD as the main global currency.

David S. Rose: I think we are continuing to conflate several things. There is digital currency and there is cryptocurrency, and they are different. While all cryptocurrency is digital, not all digital currency is crypto. And cryptocurrency is not necessarily synonymous with Bitcoin as there are certainly other currently trading cryptocurrencies, with many more to come, no doubt.



Libra is a digital currency backed by fiat currencies, and there are others like it (such as Tether); there are digital currencies that are asset-based, not fiat-based (such as PAX Gold); and there are cryptocurrencies that are purely crypto-based (such as Bitcoin).

I think what Greg was saying is it is possible to be a minimalist on fiat-backed currencies, which implies that one doesn't trust the guys with the printing press to do a digital fiat currency. But that doesn't necessarily mean that you are therefore a maximalist on Bitcoin specifically, or even cryptocurrency as a class.

Gregory Keough: **I believe the US is going to have digital currency quicker than we think.** They will need to do it because they have to inflate out of the debt. We have a major, major macroeconomic problem with debt and negative interest rates, no?

Since the beginning of time, if I lent Mark a chicken and he had it for a month, I would say "hey, give me the chicken back and a couple of eggs with it," and he would give that back to me. This whole negative interest, I just don't buy into it, it's financial engineering, and so I think it's got to come to an end.

I think the way we are going to get out of it is that we will have a digital currency in all these countries because it's going to be the killer app for governments the printers of fiat who want control, and in the end their digital currencies will have a worse value proposition than the current dollar.

So if they are going to have control of the printing presses, they can do whatever they want with, but then they are also going to know who has it, when they have it, where they moved it, how you tax it, it's like the ultimate bad thing, and they are going to have to do it, because it's the only way out of the immense global debt situation. There is no other way out of this problem I believe.

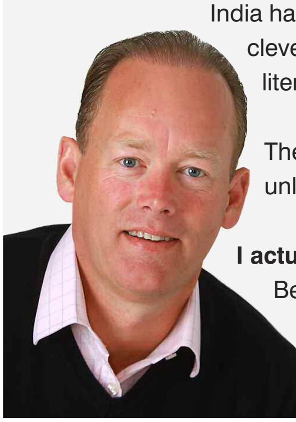
But, at the moment, our government, unfortunately, is way behind on anything technology based – you could watch that when they questioned Zuckerberg. The questions they are asking are ludicrous. And so these are the guys making the decisions on this? Oh my dear! On the other hand, we have all been to

China and spent time there, we know they are pretty patient and forward-thinking and are actively deploying a digital currency in this area they have a big leg up on the US.

Gary Markham: One country we haven't mentioned yet is India. We operate out of India – we do no domestic business there yet, but we fully intend on changing that, and let me tell you why. We talked about digital banking and people sending money peer-to-peer, what India realized many years ago when Modi first came in was that they needed to tackle the issue of their scores of unbanked people. So by now, I think they created like 600 million banked people, but they don't walk into a branch but literally have it on their smartphone and they can transfer assets and do what they couldn't do before without things like Western Union.

The other active part in India is the online payments movement. Mark mentioned Berkshire Hathaway, well, Warren Buffet just invested $285 million in Paytm. Paytm is now valued at about $16 billion, it's been around for about nine years. They rode on the wave of what India has done to alter their monetary system, and under Digital India, Modi has a plan to do what China is doing.

As Greg said, they can still manage the printing press, see exactly who has got what, and they can manage all the transactions and see everything on the blockchain. So, correct, this is going to be huge.



India has the largest number of Millennials, the largest number of millionaires, some of the highest, the cleverest people with the highest literacy rates on the planet. Kerala, where we operate, has the highest literacy rate globally, 98.5% of people are literate.

They are also taking off in mobile phone technologies. It's cheap, like $4 a month for unlimited calls, unlimited data. So their adoption rate is huge, and they move very quickly.

I actually think that India is going to pull out some pretty cool tricks in the next couple of years. Because they have already got over this unbanked situation and already come over this online payments, peer-to-peer payment situation, I think they are ripe for adoption of a digital currency.

David S. Rose: A question for the table: I think there is no question among us that China will have a digital currency. There is no question India will have a digital currency. I think we probably all would agree that at some point the US is going to have a digital currency someway, somehow – they are not going to be left standing outside the world market.

So, if we assume that all governments will end up having fiat digital currencies, does the table believe that *any* of these are going to succeed and end up being the one standard digital currency?

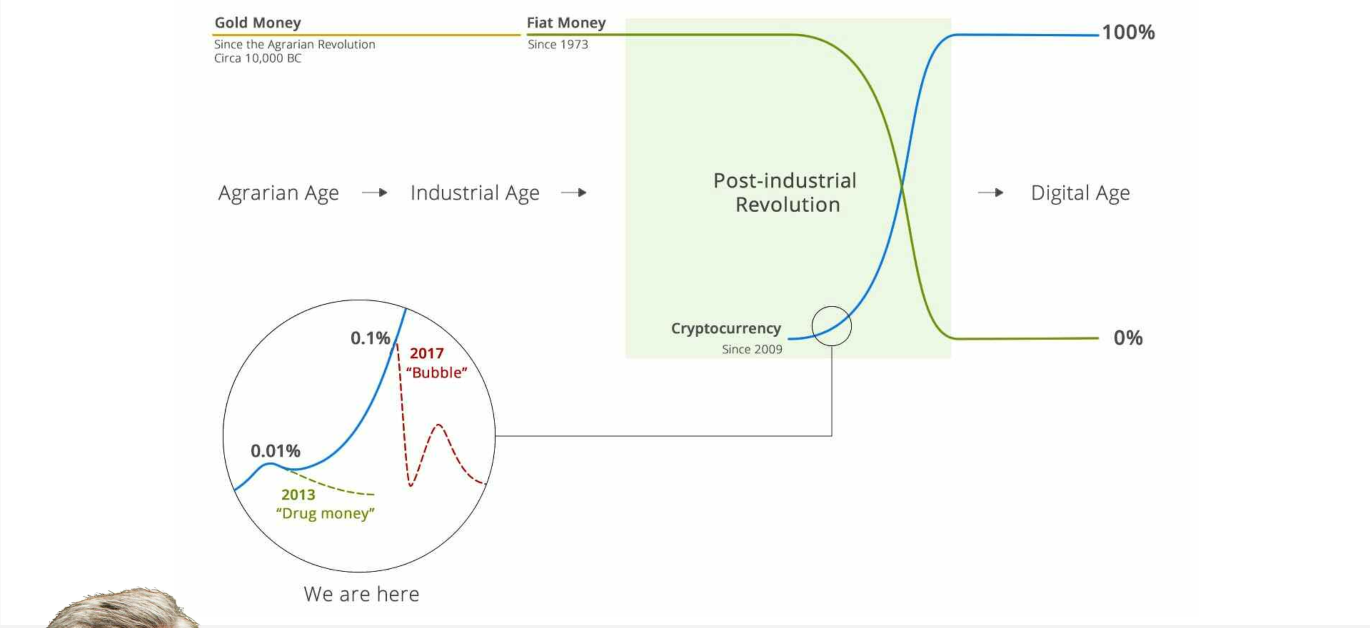
Marcelo Sampaio: My take is that government fiat digital currencies don't succeed.

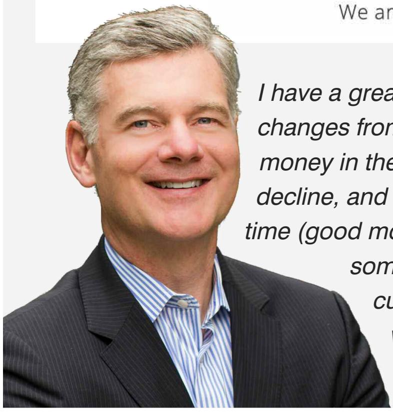
Mark Yusko: I think the same. *All that digital currencies do is replace the paper version of the government currency. But remember, the dollar isn't actually even paper anymore. 92% of US dollars today are electronic. They are made up of ones and zeros, only 8% is physical, hard currency, paper and coins, and that's all going to go digital.* One big question is whether we are going to try to get rid of paper currency, just like India did, and they led in that regard, and I think we will get there over time as the government loves the additional transparency and control.

The problem is that a digital government currency simply changes the nature of fiat and that is the system from where we are trying to escape, one controlled by Central Banks and corrupt governments. That is the system you're opting out of by moving into Bitcoin. This is the primary reason why I am a Bitcoin maximalist and why I do think Bitcoin is the long-term winner amongst cryptocurrencies. Part of the explanation for this perspective comes from the **Lindy Effect,** the fact that the longer something survives, the longer it will survive.

Bitcoin should have probably died the first year, it never should have made it past the first year. It was an incredible ambitious project and there was incredible resistance against the construct. But the way the Network Effect works is that *it's not always the best technology that wins, it's the technology that gets critical mass first.* Paul Romer won the Nobel Prize two years ago for this concept, he created the idea of the **Law of Increasing Returns** where the technology that achieves critical mass first benefits the most from the Network Effect and becomes dominant (think VHS versus Betamax). Bitcoin has critical mass and because we have open source technology, there is no way to displace it with better technology, because it can copy/paste any technological improvement right onto its chain.

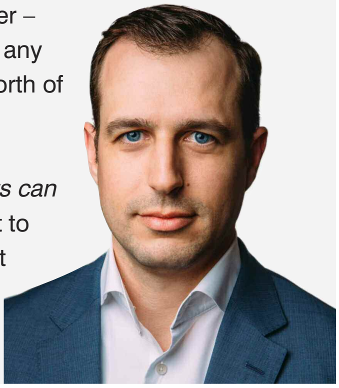
So, from a technological standpoint, you can't displace it. From a use case perspective, it is hard to displace, because it has first mover advantage over everything else. Can we solve other challenges with other blockchain projects? Absolutely, but in terms of currency, fiat still has fiat problems and Bitcoin is the solution.





I have a great chart, it shows gold being money for 5,000 years until 1973 (the Fiat Fiasco) and then it changes from a gold line to a green line that represents fiat currencies which have been thought of as money in the modern era. Starting in 2009, when cryptocurrecies were formed, the green line begins to decline, and a blue line begins to rise representing how cryptocurrencies will displace fiat currency over time (good money crowds out bad). The chart shows that cryptocurrencies will be everything in the world in some period of time, 10 years, 20 years, 30 years, I don't know, but at some point in the future fiat currency gets replaced with cryptocurrency through decentralization and the end result is that we are going to get rid of the rent-seeking middlemen, the banks.

Evan Malanga: To address David's question, I actually think the industry needs fiat-backed digital currency in order to be successful simply because there is no other option right now. Stablecoins transactions today, outside of the crypto markets, don't exist in any established market today. For institutions to adopt this technology it will need to be more robust than offshore deposit backed stablecoins. For example, If I am an issuer of commercial paper – which is one of the largest markets, there are billions of dollars of CP issued in a day – I can't go to any of the existing players, it will deplete their entire market supply and it wouldn't even fill one day's worth of trading.



So for lack of anything else, if you want to automate these things and leverage what smart contracts can do we need a government backed fiat stablecoins. I think eventually long-term you are going to get to what you are talking about but this is a necessary bridge. Coming out of that I think we will see a lot of fantastic use cases especially in the securities market.

Gregory Keough: I do agree with that, there is going to be a transition. If you look at the exchanges right now, stablecoins are actually where most of the volume is on most of the exchanges, so I think there will be a transition to it.

*I also think there is one other factor here, at least in the States where the **Millennials** are a large generation. They are not interested in traditional financial products, and they are where the money is going to come from eventually. So, also from a generational perspective, there is going to be a mass migration into digital securities. They don't want a share or a stock certificate, they don't care what Jamie Dimon says about cryptocurrency. It's all going the digital way, it's just a question how fast.*

This is the final stage, I know it ends up there. I don't know when, but it depends on the macro environment as I believe as I mentioned before the incumbents best move is to maintain the status quo for as long as possible.

David S. Rose: Bitcoin? Or some other digital currency?

Gregory Keough: It's both. So I foresee multiple options. I don't think Bitcoin is going away; I think Bitcoin is going to go way, way up, so I am happy where I am personally with that. But as we were discussing before, there are going to be alternatives that are totally decentralized, with governance. Like, MakerDAO is doing interesting things, we are exploring things with them where we are securitizing some of these assets, which is a good use case.

I think there are ways to do similar things with a different governance structure over currency, but the underlying it are hard assets that are income producing. This is important as in a currency like this, which is what Blockchain Credit Partners envisions, you have a currency working in your favor through a system where you are getting constant returns, so the currency is actually going up, backed by something hard.

And I think we are at the very beginning stages of putting that together.

But I don’t think Bitcoin is going away, I think multiple options of this are going to exist, just like with all the technology we have seen. You see one thing and something else develop with or out of that...

Mark Yusko: I want to go back to Matthias' question about Libra. What I think gets missed with the Libra conversation is that **Libra is not a cryptocurrency, it’s almost not even a digital currency. It is essentially a money market fund.** It’s actually not even a new idea, Alibaba did something similar five years ago. They raised $90 billion in nine months into their digital money market fund. In fact, they siphoned money out of the People’s Bank of China system so quickly that the PBOC changed the banking laws to slow down the growth of the product.

Now, they didn’t actually tokenize the vehicle, so it is literally just a money market account, but they paid superior interest rates, they attracted deposits, and people put money in the system, just like a Starbucks card, so they could transact more easily within the Alibaba system. That’s all Libra is, a way to get money into the Facebook network to facilitate transactions amongst the members. But when you have 2.4 billion users there can potentially be a huge disruption of the traditional banking system and by tokenizing the vehicle it becomes more than just a money market fund, something bordering on a digital currency.

The reason those calls that Gary talked about happen is not because the Fed or the government is afraid of this being a competitor to the dollar. This is actually the banks calling, because the current payments infrastructure relies on the banking system and is very, very profitable for the banks. Remember, most of the current payments don’t actually settle, they are batched and processed over time. For example, I used my Visa today to buy lunch, but Visa didn’t actually take money out of my account today, my transactions are totaled up over the month and I settle up 30 days later. The banks were super pissed (allow me to use that technical term here) that Libra was going to siphon assets out of their system, which they desperately need because they remain undercapitalized after the damage from the GFC. So, if deposits suddenly ended up at Facebook, and Facebook didn’t have to be a regulated bank, that’s why everybody is throwing up all over the idea of Libra.

We are actually big supporters of Libra. In fact, I would like to have Morgan Creek be one of the validators. **I think Libra is going to be wildly successful for a very long time,** and I think it’s a great system for getting capital into an e-commerce business (just like the Starbucks card) that minimizes friction, lowers costs and gets rid of the trillions of wasted cost in the payment and banking system.

Marcelo Sampaio: Do you guys think that Libra will make it?

David S. Rose: Yes, I think they will manage to somehow get it through. I think it will exist. I agree that the distribution channel they have is extraordinary. Nobody else has anything like that number of immediately accessible potential users, so I think there is a real role for it.

But I think what's emerging as a consensus from this table is that we are looking at a series of transitions:

Bitcoin, with $150 billion market cap, is not going anywhere in the near term. And looking around the room we seem to agree that Libra – which has the distribution but is ultimately a directly-controlled, fiat-backed-but-non-governmental currency – is going to be successful in some way, somehow, for some time.

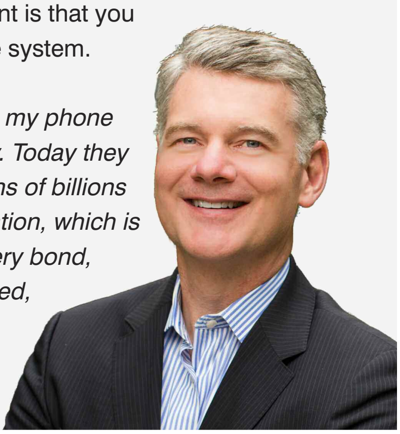
Many of us also believe that governmentally controlled, fiat-backed, digital currencies, whether from China, India, the US or somebody else, will also be successful for some time, just because of their incumbent position.

But where I think we are all heading is that – as that time passes and because all of the above options inherently have somebody's finger on the scale – something in a non-fiat-backed digital currency will ultimately be the winner at the end of the game. It may be a direct, cryptocurrency play such as Bitcoin, or something else such as a securitized asset- or market-backed currency, which is what Greg and I were talking about.

Gregory Keough: I think Libra is great for the ecosystem, so I am a big rooter for it's success. It should work because it will get mass adoption, which is what's needed for this.

The problem is for the average person holding crypto is a very clunky process, so an average guy is not doing that. It reminds me of the internet before Andreessen's Mosaic and Netscape. If you guys remember that was pretty crappy. And so we need this type of Netscape moment, which is awesome for the ecosystem, because then everybody will get it, they will understand what this is. At the same time, fiat will still have its problems, but that's when I think we will get some sort of migration.

Mark Yusko: To your point, Greg, using the Internet when it first came out was very hard and a horrible experience. And to this day, if you ask somebody to explain how TCP/IP works, no one can actually do it, well, maybe David could do it, but I can't do it, and there aren't very many people who could actually explain how it works. But the big point is that you don't need to understand exactly how something works in order to use it and benefit from the system.



To that point, I can't explain exactly how iOS and Android really work, but I benefit from using my phone every day. Further, when Google bought Android in 2005, everybody thought they were crazy. Today they have 80% market share of global phones, think about that, 80% of the MobileNet, which is tens of billions of connected devices around the world, and they own it. And so, whoever owns the next iteration, which is the blockchain connected Internet of Value, the Internet of Everything, where every stock, every bond, every currency, every commodity, every piece of real estate, every private business is tokenized, sitting on platforms like Gust and others, where it can be instantly traded 24x7, fractionally-

owned – it's going to be awesome. And this goes to the issue of sovereignty that Greg also referred to before.

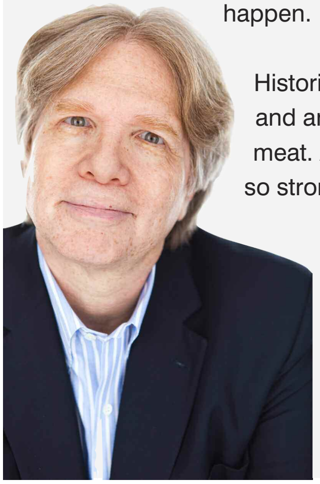
If you go back to the beginning of modernity, the Industrial Revolution created hierarchical structures where everything in a company leverages the smartest person at the top, the CEO. We have hierarchical systems, we have one CEO, one main office. Now, how do you disrupt that? You kidnap the CEO or blow up the main office. Now, I am not saying you should do terrorist acts, but my point here is that it is potentially very easy to disrupt a hierarchical centralized system.

Decentralized systems are fault-tolerant and censorship resistant, and they can't be shut down because they are decentralized. As we move into this decentralized world, we go from needing nation states for sovereignty to govern those hierarchies and protect them through strong Navies to non-hierarchical systems and the need for self-sovereignty.

There is a construct (I was at lunch today with a guy I am stealing this from, Robert Breedlove) that says we could have 20,000 (or more) nations in the future, where they compete for our income and our taxes and our citizenship and where you are born won't decide where you are a citizen any longer. You can choose to be a global citizen. Borders will fade away and nation states will really be around individuals and affinity groups. That's why something like Libra has the potential to be massively disruptive. As a real-time example, let's look at WeChat in China. WeChat Pay does more transactions in a month than PayPal does in a year. It's incredible.

David S. Rose: I think that's fascinating! I actually hadn't heard that, but you know what? I buy it, just hearing you discussing the thought. I think that's absolutely right.

I am a great believer in the concept of the Technological Singularity as popularized by Ray Kurzweil, and I am an Associate Founder of Singularity University. From that perspective, once you take a look at where technology is going and how it is advancing exponentially, the entire world changes. What you described is absolutely something that could happen.



Historically, the wealth of a sovereign state was based on its geography. If you had a temperate climate and arable land and coastal access, you had amber waves of grain, unlimited fisheries and plains for meat. Add oceans on both sides, you were also defended from militarily incursions. That's why the US was so strong.

Today, however, take a look at a place like Singapore, which doesn't have a lot to work with except their brainpower and strategy. But they took that little spit of land and its meager geographic resources, and turned it into a hub of commerce finance, and strategic development. So, Robert Breedlove's thesis, as Mark has explained it, is simply an extension of Singapore to the rest of the world.

Gary Markham: I just want to change gears just a little bit with another question. Most of us at the table have platforms that are doing some things to disrupt the existing spaces.

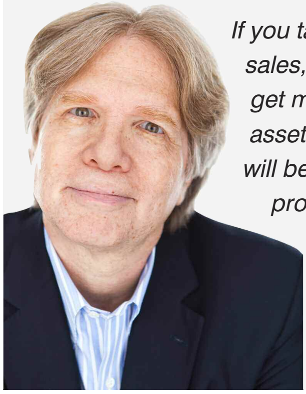
We work with family offices, high-net-worth individuals and hedge funds, they are still very much relationship-based, right? Deal flow comes to people because they know people, not because of a piece of technology. It's not like a Kevin Costner Field of Dreams, build it and they will come. You can build a great platform and you hear crickets, right? You still have to have all the existing partners and people, buy side, sell side, all the other moving parts around that to make deal flow happen.

Greg mentioned Millennials – they may select a deal or an investment much differently. They may not care who owns your company but does the product work, does it fit my purpose, is it easy to use, does it have a great UI, great UX, is it functional and is it simple, right?

When we think of the types of platforms that are coming onto the market – particularly say marketplaces, that combine a front end shop front window with deeper levels of transaction, if those adoption factors come into play, do you foresee a movement to tip us over that balance between what is currently very heavily relationship based?

I am not saying shifting completely away from relationships, but allowing approaches like, "I can do this because it's easy and I don't need to build up relationships with a hedge fund or a wealth manager."

David S. Rose: The answer is absolutely, positively! This is the whole issue of disintermediation.



If you take a look at what's happening to society, every single thing is being disintermediated – from retail sales, to travel agents, to real estate brokers, to wealth managers…to absolutely every single thing. As you get more and more artificial intelligence built into more and more marketplaces, with more and more assets and products and services available online, the world turns upside down. More and more systems will be able to do a much better job at whatever a relationship manager would have done before and provide you with instant delivery in real time of exactly what you want, anticipating your needs. The relationship economy may survive, but it will likely exist for things love and sex and companionship and art, but not for commerce.

Mark Yusko: I will echo what David is saying and Gary, you are bringing up a really important point. There is this **digital divide:** if you ask anyone over the age of 35:

"How much cryptocurrency do you own?"
- "Zero."
"Who is your broker?"
- "Merrill Lynch, UBS."
"How much gold do you have?"
"3%, 4%, 5%."

You ask anyone under 35:

"Who is your broker?"
- "I don't have one."
"How much gold do you have?"
- "Zero."
"How much crypto do you have?"
- "I don't want to talk about it. Because it's a big number and I am embarrassed how big it is."

There is the current digital divide. If you think about what drives technological advancement, it is the user base. And the current user base is driven by the Millennials, and the Millennials are the biggest cohort on the planet today in terms of size. There are 80 million in the US, there are 330 million in China and there are closer to 400 million in India, as Gary mentioned. So, we are talking about a couple of billion people around the world that are educated, tech savvy, digitally native, they grew up with a phone in their hand, they don't know anything but this cryptographically secure world, and they are going to be very comfortable with these new solutions.

And your question about relationships David, you mentioned travel. Think about the old days of a travel agent, they went trip by trip, airline by airline, looking for the best deals. Now you have bots that search hundreds of sites, thousands of prices to get you the single best price instantaneously.

The same thing is going to happen in every industry. You can talk about the risks of, "if you build it, they won't come," I agree with that issue somewhat today, but it's starting to shift in the sense that if you do build a great platform, where you can have deals and individuals can go there they will ultimately arrive. The problem is that the individuals don't know where to look yet, but they will. If there is technology that finds all of those platforms, shops for the person and anticipates what they want and need, the adoption rate will accelerate. For example, think about your devices listening to you as you were talking and they say, "Oh, I found this deal that I think you would be interested in because you bought these three things," now we are talking really cool applications of technology.

Everyone is afraid of the disruption and the job destruction. We have more jobs today than we had 10 years ago, 20 years ago, 30 years ago, 100 years ago. We have been worried about job destruction every decade since the beginning of time, and we have more jobs. Why? Because the technology allows people to spend less time on survival and more time on creative things, which then creates new ideas, new industries, new businesses and new jobs.

And yes, some people do get displaced and some people do need social services and a safety net, and that's just life and that's okay. We could take a page out of Singapore's playbook, and if we ran our government systems the way they do, like insurance companies, where everybody pays a little bit less, but if you don't have a need the services, you don't get them, but if you have a need, you get access, and then the company invests the money in the interim to create a larger pool of capital to provide resources, everybody wins. Now imagine investing the capital, not with a team of individuals with manager relationships, but using technology that would constantly scan the world for the best opportunities. Then instead of Yuri in Russia getting all the good deals for DST or Sequoia getting all the good deals in Silicon Valley, what if all of us had technology that put us in these great deals at the same time and we can spend time doing other stuff. The mind boggles.

Gregory Keough: I totally agree. I mentioned that I have five children, the eldest is 16 and it's fascinating to see them use technology. And what Mark has said about the digital divide is totally correct. A simple example, in contrast to all of us here, they don't even know who ABC, CBS, and NBC are, they don't know those brands, and they don't care. All they are watching is Netflix and YouTube.

I get my son to read the Wall Street Journal, digitally, of course, because I thought it was a good idea, but other than that, all these very traditional media and things that for a long time have been used to form opinions and make decisions, they have

basically gone away. I agree with the idea that with artificial intelligence having my own personal profile, it could go and be doing all sorts of activities for me all the time and solving problems for me, so my day isn't spent doing that.

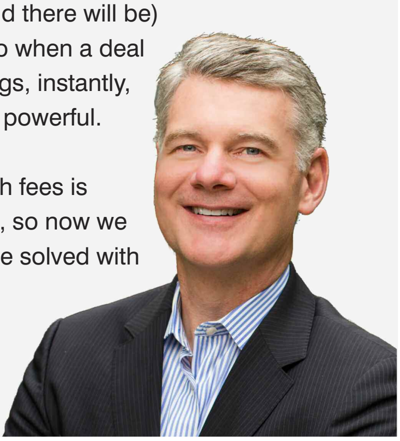
And will be paying using cryptocurrency, which is where we are going to end up, it's going to fundamentally change of how I make decisions. It's all going to be computer governed – in my view, it's all going to be that way.

And then also, ***very importantly, the kids, these Millennials and young people – they will want it that way.*** They are not going to fight it, that's the way they actually prefer it. There are old school folks who don't prefer it that way, but it's a definite trend and you can see it in many industries already, but I think a lot of people are underestimating the big change that this will bring about, and it's not that far out.

Mark Yusko: But to this point, and Gary to your question, right now, in real time, we are raising money for a direct investment deal in DraftKings. There are a whole bunch of people, maybe even some around this table, many here in Miami buying art, who categorically want to invest in that type of business. High-net-worth individuals that want to own a piece of dynamically growing enterprises. These types of investments have been a license to print money, and it's entirely legal, but they have historically been restricted to only the very wealthy and those in the know.

DraftKings is an amazing business and there are lots of people who would love to invest, but they don't even know that they have a chance to buy into the deal because they don't know us. Think about if there were (and there will be) systems that allowed those people to constantly have feelers out into the marketplace, and so when a deal pops up that looks interesting, like Morgan Creek having this opportunity to invest in DraftKings, instantly, boom, we were matched and connected to facilitate the transaction. That's going to be really powerful.

Now, the one negative of that is that one of the things that allows firms like ours to charge high fees is exactly because there is limited access. If suddenly access is ubiquitous, okay, fees go down, so now we have got to do more volume and that creates a new business model challenge, but that will be solved with technology as well. The key point is that more people get access to great investment opportunities and that is a net benefit.

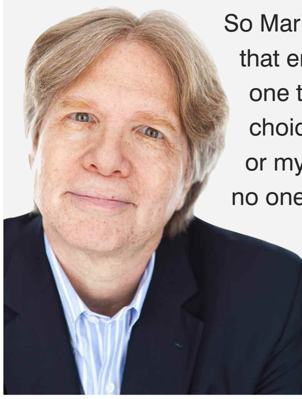


Marcelo Sampaio: Well, that's also why we have been seeing ETFs and passive investments growing exponentially, especially for millennials. The 2 and 20 days for fees are soon gone. At least for most funds. I think crypto will enable and accelerate these changes in many ways too, but this is a whole different topic.

David S. Rose: I sense another consensus emerging, because I absolutely agree with both Mark and Marcelo in both areas, and I think those are two sides of the same coin.

First, what Mark described actually is Gust – or at least a future iteration of Gust – to we are attracting 20,000 startup companies per month and have 4,000 investment organizations and participants from 192 countries on a single platform. That inexorably leads to a capital marketplace scenario and automatic AI and investments, which in turn leads to the disintermediation of traditional intermediaries in the way that they have traditionally operated.

Historically, intermediaries had The Access and The Knowledge (rather like London taxicab drivers in the days before GPS). The travel agent knew the little hotel to send you to and the broker knew the inside tip on a hot stock. But in today's world of real-time transparency and universal knowledge and connectivity, neither access nor knowledge are the key factor any longer; it's now brainpower. I therefore believe there will always be a universe in which the Morgan Creeks of the world do really well, because their value-add is the brainpower and discernment, not some secret access or database.



So Mark and Marcelo are both right on target, because the same kinds of systems that enable this at scale – that enable access to all of these opportunities in whatever form they are – can now aggregate all that into one thing that looks and smells like some type of giant Exchange Traded Fund (ETF). So you will have the choice of saying either "I am going to bet on something specific, based on a recommendation from my AI or my human advisor", or else "I am going to play the market and go the ETF route" based on a belief that no one ever continually beats the market over the long-term.

(And then, of course, you have the third piece, in which integrated systems allow you to short the ETF and go long on the specifics, and you actually get the best of both worlds.)

Gary Markham: I love the aggregating idea, we do a lot of data aggregation for our clients, and you can see aggregators on top of aggregators, right? We do see a lot more of those kind of shopfront marketplaces popping up and even VCs are putting them up, but again, in the background, the relationships are still driving the deal flow. I think there is going to be a tipping point where not only do you see marketplace aggregation, you are going to start to see an erosion of the value of the relationship because the access and adoption by the Millennials onto those platforms is going to start to go up significantly.

How long will that take and how quickly across all markets, I really don't know, but we are already seeing certainly a ballooning in marketplaces. And with that will come adoption and with that will come the erosion of those types of relationships, because the value will start to shrink. And as the value shrinks, well, the old 2 and 20 is gone already, but, what happens when I am no longer a specialist but a generalist? I think Mark and Marcelo are dead right, it's about scaling.

We have potentially a new SEC rule coming into play next summer, which is going to lower the threshold for certain types of investors to come in as an accredited or qualified investor. Most people are saying we really don't want that. I actually think it's going to happen and I think it will create a new type of classification of RIA, maybe not hedge fund, but certainly, an RIA who will attack that market.

The only way they are going to be able to make money is to adopt technology that can enable them to scale, because you have to have lots and lots of deal flow, with lots and lots of customers, with lots and lots of volume in order to be able to cover the number of customers it's going to take to support all that. So that is just a different type of model.

Marcelo Sampaio: I have a question for you, really opening up some pure speculation or opinion. We talked about the Netscape moment that's needed for crypto and blockchain to really expand. What are your bets on what's going to be the first real killer app?

David S. Rose: I am not sure there is "a" killer app. Clearly, on Day One with blockchain, Bitcoin was the killer app; in fact, it was the only app. By now, though, blockchain may have already scaled fast enough – or be scaling fast enough – there may be not just one killer app, but multiple different killers.

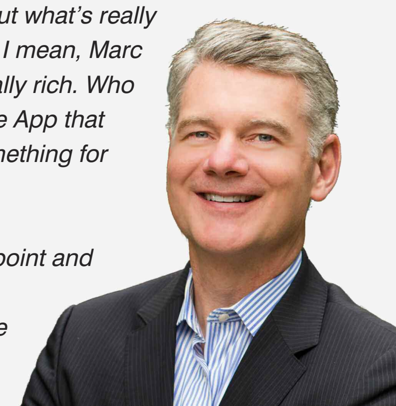
If we look today at the connected world of the Internet, what is the "killer app"? Is it Netflix (entertainment)? Google (search)? Amazon (retail)? Facebook (social interaction)? WhatsApp? (communication?) I think that with exponentially advancing technology, we may be rapidly getting to the point where there will be multiple killer apps based on DLT, including ones designed around things like distribution.

Consider the whole Libra scenario – 2.4 billion people is a lot of people to do anything – but that has little to do with Security Token development or with other asset classes. When you have $500 trillion of global assets out in the world, of which only a tiny fraction is currently available for investment and/or transaction – when you can do something to get that into the universe, that's a killer app as well.

Marcelo Sampaio: Analogous to the Internet, I would say the browser was the second killer app after email showed up. Bitcoin being the first killer app, maybe not for money right now but more like a digital gold, I am super curious to hear what do you think is the next big one?

Mark Yusko: Marcelo, I think the question is fantastic. The challenge though is that I don't think we are even at the App stage yet. I still think we are at the **protocol consolidation stage** and so when you think about Web 1.0 to Web 2.0 to Web 3.0. For Web 3.0, we still haven't decided what's going to be the base layer protocol, whether it's Bitcoin, whether it's ethereum, whatever it happens to be at the base layer. Then we have to think about next layer protocols like Polkadot and Cosmos, because ultimately we are going to have a stack of protocols, just like the Internet.

The difference this time is, if you go back in time, Vint Cerf created TCP/IP in 1969. It didn't do much of anything until 1991 when Tim Berners-Lee published the first webpage using TCP/IP. So, he basically invented the World Wide Web (not Al Gore). Now, he is not a rich man, nothing accrued to him as the inventor of the World Wide Web. But what's really crazy is when we look at who got rich it wasn't the developers of the underlying technology. I mean, Marc Andreessen got pretty rich when he invested the Internet Browser, but he didn't even get really rich. Who got really, really rich was Mark Zuckerberg who came along 20 years later and created a free App that operated on top of the protocol stack (not really free because what he did is he gave us something for free and then he took what we gave him, which was our data, and monetized it)



This time, the protocol layer, Bitcoin, actually has captured 90+ percent of the value to this point and ethereum has shown the same type of value capture. The difference in Web 3.0 is that the protocols allow you to capture value, so whether it is Polkadot or Cosmos or Filecoin, we are *going to have other protocols capture value, I still think we are in the very early stages of that development.*

Libra could be the "browser killer app", and then eventually we are going to have more apps. I am very interested in which business models get attacked by decentralization. For example, **decentralized finance, DeFi is clearly is going to be a monster winner.**

There is a little company called Synthetix that could be an example of future winners. They are creating derivatives on a decentralized system on top of Ethereum, which is really interesting in the sense that what is a derivative, but a smart contract. I always use the example, if I make you a bet and you win (which is usually going to happen) and then I forget to pay you, you have to track me down and get me to take you to dinner. But now, we can execute a smart contract and you just get your money as soon as the event is over, and you can go and have dinner without me. But all of these things are going to become huge and I think we are going to see incredible capture of value. What I actually believe will be really big is the replacement of the FANGs (Facebook, Amazon, Netflix, Google) with decentralized versions where we own the data.

Why is it that Zuck gets rich using what should be my data? I talked to one founder who is doing something to address this issue around shopping. I use the analogy that when I walk by a Best Buy store, the doors should open up, they should come out throwing confetti, "Mr. Yusko, we love you, you love us, come on in, we have already got your stuff stacked up, because you have been looking at it online over the past week, and it's all ready to go, AND you get 20% off today because you are one of our most valued customers!" That should happen, but it doesn't happen. On top of that, they don't have to advertise to me. I go to them. There should be a token that allows me to shop in the stores I love, and I get the ad revenue back. Basic Attention Token is doing that with the Brave browser, and I think that's really interesting, and I think things like that, where we monetize our assets, our time, our attention, our loyalty, and we don't give these massive Internet focused apps all of that for free.

Think about the most egregious example of this phenomenon for a minute that many of us have done, Ancestry and 23andMe. We paid these companies to give them our DNA so they could sell it for thousands of dollars to the drug companies. Why didn't we sell our DNA data to the drug companies? Good question.

Gregory Keough: I think that you are spot on and believe we are just seeing the beginning of this. There are going to be all these use cases on privacy and my data.

I think we are going to see multiple use cases in the digital securities side. I would love to hear Evan's thoughts on this. There has been so much talk about security token offerings and everything else, but the fact is that products work because consumers want them and there is demand, then there is product market fit. I actually think we still have a lot of things in the market without product market fit.

You could argue that the financial systems work really well. They are massive in size and work really well, so there is a huge incumbent desire to maintain things the way they are. At the same time, it's fascinating that large hedge funds are talking about Bitcoin. That for me is like the biggest win of all time if you look at how fast that happened, right? It's totally incredible that Mastercard even thought of putting up the money for Libra. We are looking at an insane, incredible rapid adoption curve.

But, there is a big applecart with lots of money in it that nobody wants it to spill over, and that's a big challenge to things. I think we need very strong product market fit. And this is a little self-serving, because we are focused on debt, specifically high-yield senior secured debt, and the only thing I can tell you is globally, everybody wants high-yield secured debt. Apollo wants it, Fortress wants it, you can beat people off with a stick. If you have a UBS account in Switzerland and you have more than 600 euros in there, you recently got an email saying that 50 basis points will be charged to you every month. Everybody is looking for yield.

We talked ad nauseam about how the fiat system is not structured for that, so yield is probably going down. **Applying blockchain to debt** makes a lot of sense, because one, there is huge product market fit, people would like yield, we know that. Then secondarily, it adds benefits of being on a blockchain and having ways you can get more authentication. For example, Santander put out a billion dollars in auto loans. They pay 2-4% yield. 2.6% of it is actually income verified. 54% of it are new cars, which means it's at the top of the depreciation curve. It has a 106% loan-to-value ratio, so it's not a great product, but they put a billion dollars out and people are buying it.

The reason they are buying it is because there are no alternatives. But if you look at private credit, which has grown like 14X since 2000, most of the private credit is in smaller markets. 43% of it is like EBITDA below 25 million, so they are small companies and very hard to source for Goldman and others.

So this is a great opportunity. By putting these items on the blockchain, you can get high-yield, which everybody is looking for, and you have the benefit of actually seeing what's there through tokenization. I can see the title to it, I can actually see the payment stream. I can actually get program payments as they are coming in.

This is vastly superior to the way the current system works. In the current system, you don't have any view into a line by line breakout of what those assets actually are. We saw that in the crisis. So one, it solves a need everybody has; two, it brings greater transparency to the data and everything going on; three, it could get you your money faster; and four, it also democratizes it. When we started our company, we got funds from some ex Apollo execs, and they got a lot of money back. We paid them a very high return but why shouldn't everybody have the ability to get this?

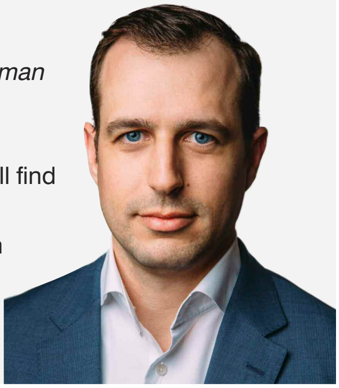
Evan Malanga: I have a little bit more of a micro view on like what is the killer app. We mentioned this earlier, we know how all these wallets work, and I think **wallets are the problem.** Mark mentioned Millennials being so tech savvy and the digital divide, but, when they do any cursory research on how to enter the crypto space and read that they have to write a private key down on paper and put it in a safe deposit box. They can't trust their phone or a mobile app, in the real world this is still a huge barrier from the perspective of user experience that we have in the industry for mass adoption.

I think before we get anywhere there needs to be a very easy and safe, secure wallet use that you can just use easily without the complicated experience.

To bring things back to what Greg was talking about with the securitization side of things, I agree 100%, that's why I am at Securitize. I think the application of this technology in the securities market is extremely profound. The automation of distributions, voting, and corporate actions will remove the obfuscation that is designed to make money off investors.

I can't take credit for this quote, but once heard someone say, *"You know, we have mapped the human genome, we have mapped the stars, but no one has a clue what our financial system looks like."*

And by putting everything on a chain, we will do that, we will map our financial infrastructure, we will find new price correlations that otherwise may not have been understood or understand the quality of underlying assets. By doing this, asset managers and investors have the opportunity to find yield in more ways.



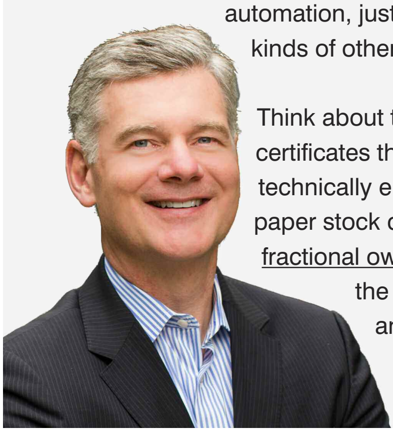
Mark Yusko: When it comes to use cases and getting more things on chain, this is definitely coming. We just led the Series C for a company called Figure Technologies, this company is amazing. They basically make home equity line of credit loans, securitize them, put them on chain and have thus created the first digital asset backed securities. Then they say, “Well, who is going to buy these digital assets?” So, then they had to incent people to join their system which they did with a token called Hash. They got all the different market participants to join their ecosystem by incentivizing them to buy and sell on their Provenance blockchain platform through the ownership of the Hash token.

The Provenance blockchain did three things that were ground-breaking. One, it took a system that was very opaque and had an 8% cost, cut the cost to 5%, just through automation and software. Then, they got same day settlement, because now you are not waiting for fiat to settle over a few days, you are settling in Hash in real time. Third, and I thought this was really interesting and important, the rating agencies gave them a half notch higher credit rating, because you had full transparency on the securities. So, you didn’t have to be Michael Burry with the big brain to figure out what loans are actually in that tranche of that security like during the sub-prime crisis.

All of this is basically taking an old system, the DTCC, which by the way did $1.8 quadrillion of transactions last year (I am not even sure I know how to write that number), which is a lot of money, and they automated it. Now they have on Provenance the ability to recreate that system for the digital world, which means there will be more types of securities that end up flowing through that chain (and other similar chains potentially) but like Bitcoin, once you get critical mass, once you get the Law of Increasing Returns, it’s not about the best technology, it’s about first mover advantage and the realization by market participants that “oh, Provenance is the market place for asset backed securities”. The real genius of the CEO, Mike Cagney, was to get JPMorgan and Goldman Sachs and Fortress to own little pieces of the platform, so they are incented to participate in the early days.

We talk about this all the time, there is **big E entrepreneurship and little e entrepreneurship.** Big E entrepreneurship is hard; inventing new stuff, doing new things, it’s really, really profitable, but it’s really hard. Little e entrepreneurship, taking new technology and making old things better – still hard, but not as hard. Very lucrative still, but a lot easier on a relative scale, so that’s where we try to focus is taking old systems and making them better with new ideas and technology.

And to your point, Evan, the complexity of the financial system is unbelievable, absolutely unbelievable, and as we get more automation, just simple automation, we realize we can do away with middlemen (like title insurance) and all kinds of other things that are antiquated today that trace their roots back to the analog system.



Think about this: Today to buy/sell a stock we use 400 year old technology, paper physical stock certificates that sit in a file cabinet in Street name and we put an electronic CUSIP on asset (so it’s technically electronic, but not really) so we can electronically trade the asset. But in the end, it’s still a paper stock certificate. That shouldn’t exist. <u>We need a full digital solution and then we can have true fractional ownership, we can have true 24x7 trading</u>. All of that’s coming and all the organizations around the table here and others are helping to do that by recognizing the areas of expertise we all have and pushing us toward the digital age in each of those segments.

Kevin Ruiz: This is Kevin Ruiz from the Miami DDA where I am Senior Manager and in charge of Business Development. This is the sixth Opalesque Roundtable we are sponsoring here in Miami and it has been a great privilege for me sitting in and following your conversation.

We talked about digital currency and cryptocurrency today; you obviously can do that from anywhere in the world. So my question is why did you choose a city that you are in to have your offices? Was it a personal choice? Was it a choice based on talent? I don’t know how much you know about Miami but what would you need to relocate to a city like Miami?

Gary Markham: Well, we already bit that one off. We were in New York for 10 years, shut the office, sold the condo, relocated, with the help of the DDA and others, and have been here now for 10 months. We have family here, which is good, and let me also add that taxes were not the driver – they are a benefit, though.

We are not unfamiliar with Miami but haven't lived here before on a full-time basis. Moving here and then set up business here has been facilitated through groups like the DDA, Miami Finance Forum, the Hedge Fund Association, whose board I sit on globally now, the International Banking Association. There is now the Blockchain Center here, we are a part of that; we are connected with FIU, with MDC, which has their Microsoft AI unit down here in Coral Gables.

The groups that we have touch base with have been very welcoming, very open, very engaging. Fintech – which is the kind of the vertical that we generally sit in, even though there are elements of blockchain and AI – is one of the three legs of economic development for Southern Florida. The governor just announced a few months ago a $40 million Innovation Fund which is available up till the end of 2020, and yes, we are making an application for some of that.

My point here is that these things are real and strategic initiatives, they are putting in their real dollars, like the DDA does, and like the other economic development boards do.

Four weeks ago I had a phone call: "Are you around on Monday?", this was a Thursday night, "Did you get our email?" I said, "Well, who is this?" He said, "It's the Mayor's Office of the County of Miami-Dade. We are going to give you the key to the County." So, that was on the following Monday. I flew a few people in, and Mayor Giménez awarded us the key. Now, that doesn't really mean anything, but we were called out from 400 companies that were put on that list to be selected.

Did we talk to the right people in the right places to maybe have our name put on that list? I didn't even know our name was on that list. But the point is getting recognized for being a company that's trying to innovate in this space. There is definitely recognition in that regard, even though that's not a monetary thing, but the openness and engagement from parties that are trying to really make Miami and put Miami on the map is a real thing.

And in terms of talent, sure, it's not New York – most of our clients are still in New York and London and other parts of the US – but we are seeing companies move down here. Carl Icahn is just moving his fund down here, and there are other groups like Starwood Capital, a $60 billion fund down here, building 170,000 square feet tower just over there. So there is a movement happening in the Fintech and broader finance space and there is an alignment of drivers from an economic point of view.

I also think the general business atmosphere here is very dynamic. People tend to be happier because there is more sunshine and there are less clothes being worn, if you catch my drift. But, again, the general environment I think is much more engaging and let me also add that I just feel there is an energy about Miami and Southern Florida that I didn't feel in New York – not like anything esoteric or something like that, but I just feel a different vibe. And, from the business side, my impression is that in just 10 months we have achieved what we couldn't have even hoped to achieve in New York in 10 years.

So, we are vested here now and I think it's a good spot. As we all know, the curve of Fintech growth globally is going through the roof, and I think there is a correlation between some of the things we have been talking about today and that growth. And we are not only helping to ride that wave, but we are also helping to push that wave along as well, very much aided by groups like the DDA and others that are very encouraging. I believe we made the right move and are in the right space, at the right time.

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When you're doing a custom Opalesque.TV video, you have full control about any aspect of your message. This is not a given in any other regular media coverage.

A manager portrait on Opalesque.TV is generally designed to simulate a first time meeting with a prospective investor, meaning that questions like the following will be discussed:

- Please introduce yourself and your firm
- What is special about your strategy?
- How are you different from your competitors?
- What else is important regarding the asset class?
- Opportunities you focus on

Working with a trusted partner

Over 1.3 million people have watched one or more Opalesque.TV videos, which means that the people you may be targeting will already be familiar with Opalesque.TV videos.

Managers like **Julian Robertson, Izzy Englander, Jim Chanos, Jeffrey Ubben, Elena Ambrosiadou, Anthony Scaramucci,** and many others have done Opalesque videos, as well as institutions like **Morgan Stanley, State Street Global Advisors, M&G Investments.**

Broad distribution

You can either produce a private video with us, which will only be hosted on the non-public part of your website, or we can offer you the broadest possible multi-channel distribution on Opalesque.TV and our partners like Reuters and other leading platforms. Contact us to discuss your custom distribution package.

Managers have **quadrupled assets** thanks to our video ($700m to $2.4bn in 1 year) and also received a book contract or **invitation to speak at the World Economic Forum or at TED** through our video:

- View count: Over 1.6 million views (hundreds of thousands of people)
- Thousands of investors will view your presentations
- Longterm effect: Views do not drop significantly over time
- Without investing a single additional minute of your time - time required to record a video is approximately 90 minutes.

Costs

For a 10 minute video the all-inclusive package price is US$10,000 which includes: travel (Europe and NY tristate), full production at your office, multiple edits (cuts), provision of the final video file, and a global, multi channel distribution package. A 15 minute video is $15,000, so $1,000 will be billed for each additional minute above 10 minutes. The client determines the final length of the video.

Links

Opalesque.TV video which got 104 views over 2016 Christmas:
http://www.opalesque.tv/hedge-fund-videos/patrick-stutz/

Opalesque.TV videos sorted by number of views:
http://www.opalesque.tv/most-viewed-hedge-fund-videos/

Opalesque.TV videos sorted by number of social media shares:
http://www.opalesque.tv/most-shared-hedge-fund-videos/

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