



**CASPIAN**

# AMA

With Caspian Managing  
Director Chris Jenkins

We want to thank you all for contributing to yet another successful Caspian AMA! Chris very much appreciated the great questions and we look forward to hosting the next one.

Here is a list of all the answered questions from the 1 hour AMA. We apologise if anyone didn't get their questions answered this time round but please feel free to join us again in our next one!



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“Hello everybody!

Good morning/afternoon/evening and thanks for joining us today. I'm looking forward to chatting with you all.

Just as an introduction, my role at Caspian is looking after our client facing activities. This is mainly our sales and client servicing groups, and I also sit in our executive management team.”

## **@SOsmartWOW**

**Q)** What is the next step for Caspian?

**A)** Our updated Roadmap can be found here: <https://caspian.tech/caspian-token/> which covers the next steps through to the end of 2019. We're very excited about the development of our mobile platform which is being led by Ovidiu (our head of product) and it will hopefully lay the groundwork for the release of a retail offering (hopefully) in late 2019 or 2020. We are working really hard with all our clients to deliver features dynamically.

## **@PrinceCasper**

**Q)** How much priority is the team placing on working to list CSP on more top exchanges?

**A)** We work very hard to make sure CSP achieves optimum visibility and we're working on connecting the Token to other exchanges. We will be adding more going forward but we can't comment on the specifics at this stage. As soon as there's any new updates the community will be informed directly. It can be quite a long process with some exchanges!

## **@lucyrist**

**Q)** Can you provide some examples of developments you have made that have been client led? Going forward, how do you see the governance element working with future recommended enhancements?

**A)** That's a great question. Some recent client led developments can be seen with new optimised views, algo adjustments e.g. a maker-only algo, and a counterparty exposure graphical interface. While these may sound easy, in fact they can be quite complex. We are also creating new exchange connections as more exchanges crop up and/or consolidate. We see the governance committee becoming an integral part of how we proceed with all future platform developments and specifically with regards to Caspian's evolution into a platform for third-party development. The committee will guide a minimum of 25% of Caspian's development resources for integration of new exchanges and new tokens, as well as the addition of new base-level features to be developed, setting quarterly targets and goals.



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### @CryptoKap

Q) Have you introduced the dynamic discount program or what is being planned to increase the utility?

A) We are still considering the dynamic discount program. There are few regulatory issues that we need to get comfortable with. The existing utility of the token is happening today as clients are staking and paying with their token to get their discounts.



### @anonfags

Q) Caspian is not the only trading platform targeting institutional investors. With competitors like Tagomi and Totle, what are the advantages of Caspian?

A) As far as we are aware there aren't any other providers that offer OEMS, PMS, Compliance, Reporting and Algos solutions for crypto trading within one single interface. Caspian is live and being used extensively every day, some projects are still being developed. We understand we will not be the only game in town but our intent is to offer everything a fund, prop desk or sophisticated trader needs and do it well. From experience in the traditional asset space, people are generally looking for a 'one stop shop' from a system perspective. However we are also expanding our partnerships all the time to ensure that clients also have access to complimentary products and systems.

### @mycrolmeshoft

Q) Can you give an estimate of what proportion of TORA clients are interested in crypto trading?

A) I think it's fair to say they are all 'interested' in it, and are watching the space very carefully. This spread of traditional asset managers into Crypto is the main reason we went into the market. It may take time and some more regulatory oversight but we remain convinced this will happen.

### @Eugene

Q) What is road map for next 30 days?

A) Over the coming 30 days we will continue to work towards our Q2 roadmap priorities and as always will continue to pursue client onboarding opportunities to trade through the Caspian platform. A link to our updated 2019 Roadmap can here found here: <https://caspian.tech/caspian-token/>. We also have a number of new articles coming out discussing Caspian's first year, an Insights article on Connectivity and an Institutionalisation of Crypto article. Our client servicing and product teams are constantly working with clients to make sure we develop the features they need.

### @voldemarzs

Q) Are there any developers building apps for Caspian platform?

A) We are talking to several 3rd party algo providers and lots of our clients are developing their own add-ins.



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**@james423**

Q) Why is there no new roadmap?

A) Apart from the roadmap links above, we do tinker with the day to day development requests based on client feedback. We will also use our governance committee and technical advisors to help us make sure the development is on the right track. We are already looking at the 2020 roadmap and will release that toward the end of the year.

**@polgar**

Q) In the crypto communities very few know about Caspian, are you going to do anything about this? How about making Caspian known through some YouTube influencers?

A) This is something we are currently working towards with our marketing team. With our target client base being within the institutional market a lot of our focus has been on assuring we establish ourselves correctly there in order to lead the charge in the institutionalisation of crypto trading which is why Caspian was formed. We are also aware of the importance of the community and are starting to build specific strategies to engage for regularly with the crypto communities and enhance awareness. We're active across social media channels and some relevant online blog / news sites and just recently we had a YouTube contemporary news channel 'The David Packman Show' produce a video review of Caspian and our platform which we will be releasing soon. For an exclusive view, the video can be found on the David Packman YouTube channel here: <http://www.davidpakman.com>

**@lucyrisk**

Q) How many clients do you currently have on-boarded, how many in the pipeline and what would you estimate to be annualised commissions earned as at 31/12/19?

A) At this stage we currently have 30 clients using the Caspian platform. We have over 120 other firms we are in talks with who are in varying stages of setting up their businesses and decision making. The pipeline is strong and is getting stronger!

**@getemcrypto**

Q) Any plans to move to non-crypto markets?

A) Caspian's parent company TORA offers a trading platform for all listed equities and equity derivatives and we operate our own network which connects TORA clients to hundreds of broker and exchanges across the planet. Where it makes sense we can leverage this network to provide crypto clients access to traditional exchanges and vice versa. So we are really well positioned to help firms who wish to either dabble in crypto from their traditional base, or crypto funds that need equity/ equity derivatives exposure.

**@CryptoKap**

Q) What is happening with the governance nodes? Is that in action or on the current roadmap?

A) Our Governance Nodes initiative is currently being established. We are talking with those who are eligible and hope to announce more details soon. When we have further information we will communicate with the community.





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**@polgar**

Q) Do you have plans to enable platform for 'normal' or non-funds users? Many would like to use it.

A) There is certainly a possibility via our mobile app and we are hopeful toward the end of the year we can have announce something. We would love to have more of you guys getting access to some of our advanced trading functionality.

**@irishtiger**

Q) There is a reserve fund of 32% of the token supply. What will this be used for and is there a possibility of a token burn at any stage?

A) We haven't considered this at the moment. Right now our plan is to keep these tokens for future use.

**@VivaLibertad**

Q) Any interesting partnerships in the pipeline?

A) I was in NYC at Consensus last week with some of my colleagues. We had some great meetings with potential partners. I would LOVE to be able to tell you all about them but right now we have to wait. I can say that we are talking to several different firms and will let you know more as soon as we can! Building out the Caspian eco system is one of our major strategic goals.

**@anan**

Q) The token market is doing so badly, do you have a marketing plan to ensure liquidity and a reasonable price.

A) The entire token market has been affected by the Crypto winter, but the business is doing well and the market has picked up in recent months. We continue to onboard new clients and continue to see existing client volume increase, both of which are great for the project. The discount program via CSP will create demand for the token as more clients come on line. The sales team are working hard to make sure we have a great pipeline of new clients and prospects, and that they are aware of the token discounts!

**@voldemarzs**

Q) How many users/clients are staking CSP to reduce fees?

A) The vast majority are staking and/or paying in CSP.

**@CryptoKap**

Q) What % of your clients are using tokens on the platform compared to fiat? How many are staking and are you seeing any uptake, we can see volume is flat on exchanges, can clients buy CSP OTC?

A) The vast majority of clients are now utilising tokens. Clients can buy their CSP on an OTC basis if they wish, and stake them and pay their bills as normal





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**@DT106**

Q) How was Consensus?

A) It was GREAT! A little smaller than last year as you would expect but great for us to meet people and get up to speed on other projects. The parties were fun too, which is I am sure is very important to you!!

**@voldemarzs**

Q) What's staking contract address?

A) Every client has their own staking address - we are obviously not divulging those addresses.

Right guys I am afraid I have to go. It's been great to chat and feel free to get in touch.

Speak soon!

Chris.

