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AMA

With Caspian Head of European
Business Development

David Tattan



We want to thank you all for contributing to yet another successful Caspian AMA! David very much appreciated the great questions and we're already looking forward to hosting the next one. Here is a list of all questions and answers from the AMA session:

Hi guys, great to be here!

I look after European sales for Caspian and am here to answer any questions you may have on our products and progress with new clients in the region.

We have had some great questions submitted in the build up to today's session, so we will start with those ...

@DavidFreuden

Q) Currently, the CSP token's only use is as a discount coupon for clients. This is because currently your tech does not require DLT and also you are still working on how your tokenomics and governance will work. As Caspian Tech is fully function with \$1B monthly, why even bother with integrating DLT, as your use case and business is clearly successful? I have concerns that you are trying to force in DLT to justify CSP token use beyond being just a discount coupon. Can you please elaborate on exactly what the advantages are that DLT will over CSP existing clients?

A) Hi David. I'm not quite sure what your concerns are and why you think we are trying to force it. I don't feel like we are trying to force DLT where it's not necessary. Could you let us know what your specific concern is? Thanks!

'a user'

Q) Where do Caspian customers buy their tokens? OTC from you ... or on the market?

A) Our customers purchase their tokens on the market. We're listed on both KuCoin and IDEX exchanges. Our clients simply purchase their tokens from one of these exchanges. Of course they could buy OTC from another source.

'LorenzW'

Q) Can you give a broad overview how many live customers you have each in the U.S., EU and Apac?

A) Hi LorenzW, where we're not able to supply specifics about clients ... our clients are located globally. I think looking at overall trading volumes is a better way to look at the Caspian ecosystem rather than specific clients in specific regions. We're constantly pushing to try to onboard more and more clients. By releasing our monthly trading volumes publicly we're trying to be as transparent as possible. We're thrilled to have reached USD \$1.8B last month!



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'LorenzW'

Q) Do you estimate to onboard more clients in the first or second half of 2019?

A) Our aim is always to onboard more customers month on month, quarter on quarter and year on year! We focus heavily on constantly improving our current products, adding new products into our offering and assuring our current clients are getting the best value from using our platform. This all, in-turn, helps solidify our place at the forefront of the institutional crypto trading market. With our trading volumes increasing month on month - we're forecasting more client onboarding going forward. My job is making sure we do this for Europe and I am certainly very busy!

@irishtiger

Q) The volume through the Caspian platform has been rising at an impressive rate. How much time do you think it will take to reach 1 billion USD a day for example? Also when do you think volume levels will start to level out?

A) It's really hard to predict how long it would take for daily volumes to reach one billion or when volumes will level-out. However the market volume as a whole will have an influence on the volume in the Caspian platform. Our latest product offering - Caspian Pairs Trading will go a long way to further increase trading volume.

@CryptoKap

Q) I believe customers are mostly getting use of the platform with no fees, whilst bugs and any other issues get resolved, what is going to be done to encourage more utility for the token once the platform is fully functional?

A) The platform is fully functional and has been for well over a year. Our clients are paying fees and have been since Beta concluded in Autumn 2018. In terms of more utility we are always looking at new ideas. Obviously, as we roll out new products it creates more utility.

@irishtiger

Q) Are there any updates on any new exchange listings?

A) Our policy is not to discuss specific exchanges or listings. If / when we have any further information we'll be sure to let you all know asap!

@helvick

Q) When do you expect to have 'further information'?

A) Hi @helvick, I don't have any at the moment. We will let you know



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@Jim_oyelere

Q) Do you have any updates on the Caspian Mobile App?

A) The Caspian Mobile App development is going really well. We're now just about in the final phases of development. Stay tuned for more information over the coming months.

@helvick

Q) How many clients do you have - and how many are you forecasting to have by December 2020?

A) Again we're sorry [@helvick](#) but we don't discuss specific clients or client numbers. I can tell you that as the head of European sales I meet new prospects every day and the market is a lot more bullish in terms of fund launches since the start of the year!