



# TRADEWIND

## Overview

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## At-a-Glance

As of July 2020

**March 2018**

Launched digital records of title, settlement, and custody for physical gold held at a sovereign institution (Royal Canadian Mint).

**March 2018 - Feb 2019**

Onboarded 12 institutional clients--a multi-segment network of commodities producers, banks, refiners, wholesalers, and dealers.

**Nov 2018**

Launched silver as second asset class.

**Apr 2019**

Added senior J.P. Morgan executive as CEO.

**Sep 2019**

Total of 20 employees with expertise in exchange technology, blockchain, trading, market infrastructure, custody and collateral management.

**Oct 2019**

Launched Tradewind ORIGINS linking supply chain provenance to digital records of ownership on the Tradewind platform.

## INVESTORS



**Sprott**



## PARTNERS



## CUSTOMERS



**Digitization** is not an end in itself but can help strengthen the ecosystem for precious metals. These assets can be **traded at tighter spreads**, **deployed as collateral** more frequently, and **held in custody more securely**.

Our mission is to make physical assets more acceptable to investors, sellers, borrowers and lenders through digitization. Tradewind Markets will **improve operational efficiency**, **reduce risk**, **enhance transparency**, and **reduce cost** to own physical assets in domestic and cross border markets.

### How Tradewind executes

**Eliminating** unnecessary costs in trading, financing, and holding assets.

**Enabling** asset creators to unlock the latent value of responsibly produced assets.

**Broadening** the marketplace: empowering buyers and sellers to trade directly with each other.

### An example:

What Tradewind is already doing for precious metals

**Starting with precious metals, Tradewind built a digital platform for physical assets.**

Tradewind facilitates trading, settlement, and custody of those assets.

### Friction in the precious metals market

**It is expensive to buy and hold gold:** buyers pay for storage/delivery. Spreads are wide. **Lack of single record of title** adds difficulty when institutions use metal as collateral for financing.

**Gold producers** adhering to responsible standards cannot differentiate their product despite demand from buyers. **Regulations** will require clearer demonstration of responsible sourcing.

Gold markets have **multiple intermediaries** among the supply chain--adding cost and reducing producer/refiner control over their finished product.

### How Tradewind alleviates that friction

Launched VaultChainTM product: **buyers can hold gold securely** at the Royal Canadian Mint at **lower cost**. **Clear title is reflected** in digital ownership records.

Tradewind ORIGINS will be publicly released in Q4 of 2019. ORIGINS **links supply chain information directly into digital ownership records** on the Tradewind platform.

Product launch in 2020 will enable counterparties on the Tradewind platform to **digitize work flows, improve operational efficiencies** and empowers these parties to **directly interact** digitally and securely.

# MANAGEMENT TEAM



**Michael Albanese**

*Chief Executive Officer*

Michael held multiple leadership positions at J.P. Morgan, including Global Head of Collateral Management, Global Head of Securities Clearance, and Head of Japan Corporate Trust. Michael was a board member of J.P. Morgan Trust Bank, Japan, Ltd. Michael focused on enabling banks, broker dealers, and buy-side institutions manage collateral across derivatives, repurchase agreements, and securities lending trades. Prior to J.P. Morgan, Michael was part of DLJdirect's efforts to launch online equities brokerage internationally, as online trading of securities expanded.



**Kevin Hall**

*Head of Sales*

Kevin has significant experience in the brokerage and investment management industry, with a strong background in commodity & hedge fund based investing. Before joining Tradewind, Kevin was Founder and Managing Principal of Hadrian Partners, Ltd. – a New York based Commodity Trading Advisor specializing in Macro, Managed Futures and resource-based investing. Prior to Hadrian, Kevin was Managing Director and Head of Sales of R.J.O'Brien & Associates New York Institutional Sales Division. Formerly, Kevin held senior sales management positions at M.F. Global and Refco, Inc. Kevin holds a Bachelor of Arts degree in Economics from the University of Dayton.



**Wes Kaplan**

*Head of Marketing*

Wes leads Tradewind's marketing strategy, brand, and public relations. Wes is a seasoned marketer with experience in public relations, brand management, event, go-to-market plans, and ensuring messaging is consistent. He has been active in the emerging business technology community for several years and frequently speaks at industry events. Prior to joining Tradewind, Wes focused on Technology Marketing at BNY Mellon helping bring their digital transformation to life. Prior to BNY Mellon, Wes worked at JP Morgan within their Private Bank's Mortgage Advisory Practice, providing customized mortgage lending solutions to high-profile clients across industries.



**Greg Muecke**

*Head of Product Management*

Greg is Head of Product Management and is responsible for overseeing end-to-end product management while working across all teams to translate client and market needs into a clear product strategy. Greg received his BA in Political Science from Amherst College and focused his early career on law, first as a paralegal at Weil, Gotshal & Manges, and subsequently as a compliance analyst at Ellington Management Group, an investment and advisory firm. After developing his interest in software and technology at Ellington, Greg shifted his professional focus to FinTech and attended Yale University, where he obtained his MBA, and further developed a background in software, business and technology.



**Ryan Graybill**

*Head of Human Resources and Finance*

Ryan is an experienced human resources leader with a passion for hiring and developing fast-growing, talented teams. Ryan has spent her career recruiting and developing talent for both large financial services firms and technology startups. Most recently, Ryan managed the Graduate Talent Program at UBS where she lead recruitment and development initiatives from the ground up overseeing a rotational program for 50 new hires. Ryan received her B.S. in Business and Technology Management from New York University's Tandon School of Engineering with a concentration in Finance.



**Didier Bloch**

*Chief Information Security Officer*

Didier brings 30 years of experience in the field of information technology as well as data security. Previously, he set up information security structures and frameworks at several fintech startups. At SunGard Financial Services he was responsible for the security and compliance for most of the division. His credentials and certifications include an MBA in Management Science, a Masters degree in Finance, CISSP, CISM, CISA and CEH.



**Jose Maria**

*Head of Client Service & Operations*

Jose Maria is the Head of the Client Insights and Operations at Tradewind Markets, where he manages the experience and onboarding process of Tradewind's existing and potential clients. As part of this role, Jose collects and analyzes client feedback in order to evolve business metrics and develop actionable value-adding enhancements that meet client needs. Before becoming Head of Client Insights and Operations, Jose worked as a product manager at Tradewind for over three years, where he was responsible for designing and launching the Tradewind Ledger and VaultChain Gold and Silver products, as well as ORIGINS and RFQ trading capabilities. Prior to his roles at Tradewind, Jose worked at J.P. Morgan for over ten years as an executive director within the Global Clearing business division, which encompassed Futures & Options and OTC Clearing. While at J.P. Morgan, he held multiple roles across client management and product development. Jose received his B.A. in Economics from the University of Buffalo.