



# SafeOTC

PITCH DECK

# SafeOTC:

## New era of OTC deals

Recently, there has been a sharp increase in crypto interest and, consequently, demand for Over-The-Counter (OTC) trading. Decentralized trading is getting more and more traction and is considered by many experts to be the future of exchange. The number of OTC users and trades is increasing day by day and is expected to increase exponentially due to the gradual allocation of crypto assets (vesting). To accommodate the rising demand for OTC services, we are happy to announce the first decentralized OTC platform - SafeOTC.



# Problem

## Not your keys, not your coins

As it is **very difficult to determine the price of an asset** before trading, the buyer and seller decide to conclude a deal based on the current market situation and the demand and supply of the product. However, when trading officially begins the seller may, due to higher earnings, decide to retract from the OTC agreement and sell the assets directly on the exchange. In this case, **the buyer is left empty-handed, which is one of the biggest problems in OTC trading**. Escrow takes ownership of your assets, which leads to even bigger problems if **he decides to withhold funds** from both parties and disappears.

**Asset price manipulations** also occurs, as no demand is binding and users can create offers with excessively high or undervalued prices. Currently, there is **no official platform for this level of trading** on the market, but bargaining and concluding deals take place in groups on social networks (Telegram, Discord, Whatsapp, ...). Such groups are a haven for fraudsters who steal funds from naive users under the pretext of an official escrow. In addition, **they do not provide an easy overview of the current supply or demand**. Because OTC deals are concluded behind closed doors, all agreements are thus hidden from the public and are visible only to escrows who can use this to their advantage.

## Most common concerns when OTC trading

I don't know where.

I don't know the right procedure.

I don't have time to search for deals and escrows.

I'm afraid of getting scammed.

Escrow doesn't have time.



# Solution

OTC trading must be conducted in a **secure, transparent and easy manner**. Supply and demand can be **created, controlled, reviewed with smart contracts**, but the key is, of course, concluding a deal.

By using smart contracts, **we eliminate the escrow**, which is a key chain in security and also reduces the time spent searching for an escrow and conducting a deal. In addition to a simple overview of supply and demand, the main advantage of **the OTC platform is decentralization**. Both the offer and the sale of an individual asset are recorded on the blockchain and – in case of any complications in distribution, change of asset/token allocation by the project, reduction of allocation, etc. – **the seller and buyer can make a unanimous decision to withdraw funds or change the deal**. In case of disagreement or withdrawal of one of the parties, the dispute would be resolved by **community voting**.

Secure

Transparent

Easy





## Mission

**To give the community the most secure and simple OTC trading experience**

Our fundamental task is to afford people fast, secure, and simple OTC trading. We implement it by using blockchain technology and smart contracts. Our strategy is based on the principles of sustainable development and is reflected in the care for the community.



## Vision

**To become the first widely used decentralized OTC platform**

We will strive to achieve this independently, by strengthening long-term business relationships and partnerships in the areas of development, community, and marketing.



## Values



### Security

We believe security must be at the forefront of all our OTC trades.



### Flexibility

We will follow the crypto trend and adapt to any novelties.



### Simplicity

We make the platform easy to use, with a focus on removing clutter.



### Community-first

We are attentive and responsive to community concerns and ideas.



### Trust

We believe trusting each other will increase user engagement with the platform.



# The Market

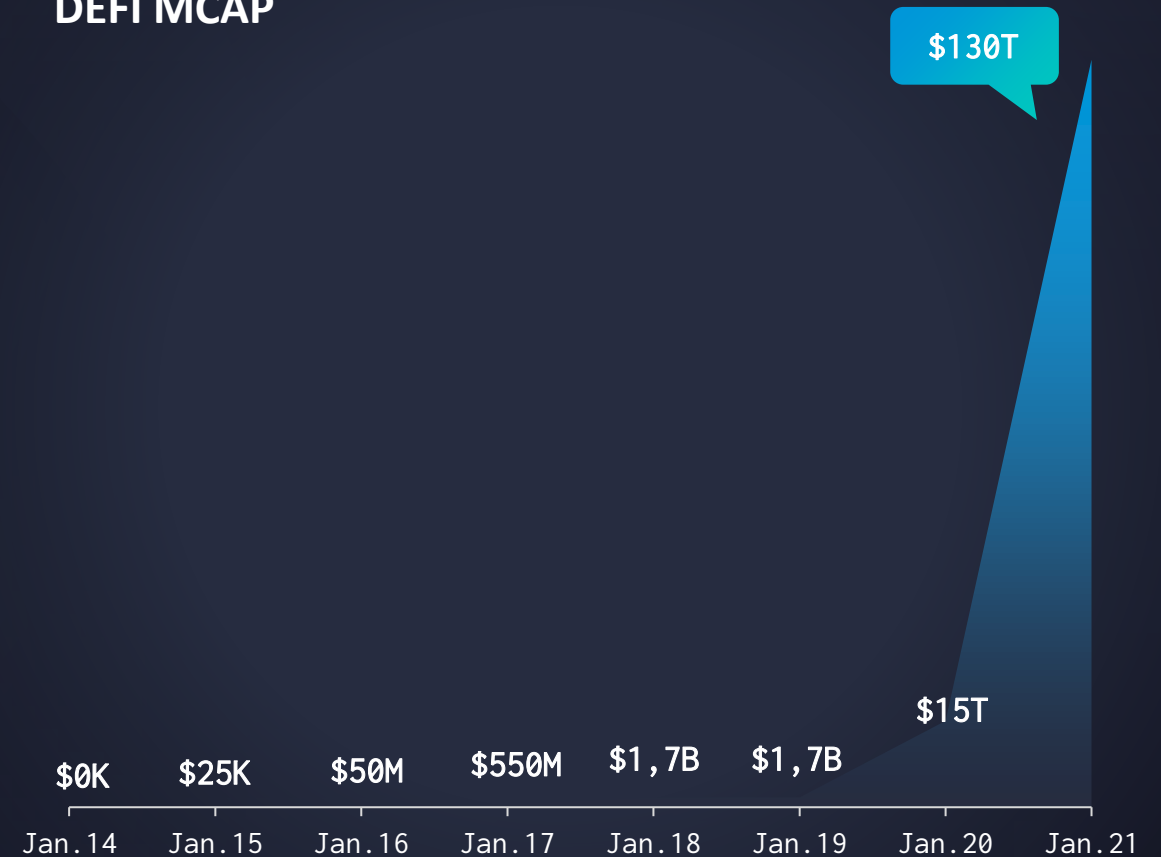
## The Future of Trading is Decentralized

The Crypto industry has seen a significant year of growth, heavily encouraged by the entrance of institutional investors and the growth of **global crypto users reaching three hundred million in June 2021**.

As of now the current Market Cap for the whole crypto market is estimated at **\$2.6 trillion**. According to CoinGecko, the global DeFi Market Cap was almost non-existent until late 2019, when it started to surge to **\$130 Billion in October 2021**.

Over-the-counter (OTC) crypto trading has grown massively during the DeFi era, as more projects decide for long vesting and more individuals seek a wider range of assets in their portfolio. Currently the market lacks a decentralized OTC platform.

### DEFI MCAP



# The Demand

A few years ago, crypto OTC desks did not exist with the structure and scope that they do today.

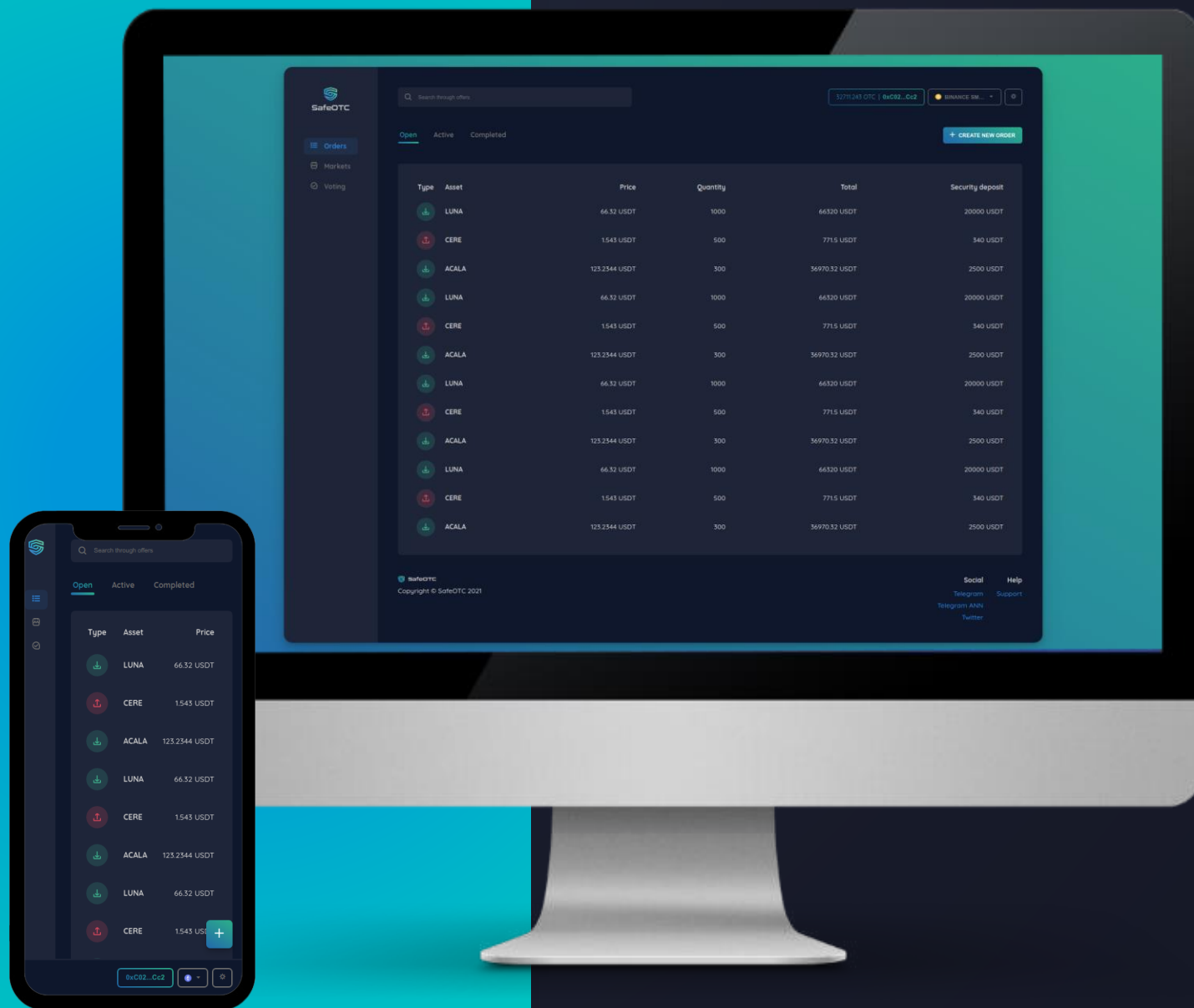
With the recent increase of the crypto market, attention has also grown around trading on decentralized exchanges, and consequently, OTC trading.





# The Platform

8





# Protocol Overview

## We are building a foolproof OTC trading

The OTC protocol is designed in such a way that procedures follow each other naturally and unambiguously in addition to enabling the security of assets at every step.



## Security

**Security is the most important element in using crypto services**

There is no need to rely on the status of the website when using smart contracts. All security deposits and deal procedures **are stored in smart contracts and available at any time.**



# Multichain

As the Ethereum price rises, so do transaction fees due to scalability issues. We are aware that spending funds on transactions might be a deal-breaker. High Ethereum fees are causing many projects to migrate or create a bridge to other, low-transaction cost chains.



We are building an OTC token (ERC20) **with multi-chain functionality supported via a cross-chain bridge.**

Depending on the chain technology development and partnerships, there are many cross-chain solutions.


# Multichain - Bridge

Token bridges and cross-chain smart contract systems are becoming popular in the blockchain space, **allowing various blockchain assets to transfer across blockchains and be used in other ecosystems**. An OTC token bridge is secured and governed by a decentralized network of MPC oracles.



# Competition

## How we are different

	 SafeOTC	 COINLIST	 BINANCE	 Kraken	 Huobi	 
Decentralized	✓	✗	✗	✗	✗	✗
Secure	✓	✓*	✓*	✓*	✓*	✗
Execution time	1 min	0.5h**	1 min	0.5h**	N/A	0.5h**
Fees	Directly to LP	0.50%	higher market price	higher market price	N/A	0.5%-1%
Funds accessible via smart contract	✓	✗	✗	✗	✗	✗
DAO	✓	✗	✗	✗	✗	✗
Governance reward	✓	✗	✗	✗	✗	✗
Chat	✓	✗	✗	✗	✗	✓
Farming/staking	✓	✗	✗	✗	✗	✗
No escrow needed	✓	✗	✗	✗	✗	✗
Anonymity (no KYC)	✓	✗	✓***	✗	✗	✓
Market deal history	✓	✗	✗	✗	✗	✗
Deals listed	✓	✗	✗	✗	✗	✓
Easy to search	✓	✗	✓	✗	✗	✗
Small volume trade	✓	min \$100,000	✓	min \$100,000	N/A	✓
Large volume trade	✓	✓	✓	✓	✓	✓
User ranking	✓	✗	✗	✗	✗	✓*****
Safety fund	✓	✗	✗	✗	✗	✗
Trade coins before TGE	✓	✗	✗	✗	✗	✓
Trade vested coins	✓	✗	✗	✗	✗	✓
Range of assets	✓	✗	✗	✗	✗	✓*****

\* security depending on the platform trust and escrow  
 \*\* login to the platform, send email, arrange with escrow, check the seller, settle for the final price...

\*\*\* 2 BTC withdrawal limit per 24 hours  
 \*\*\*\* ranking could be manipulated by administrators

\*\*\*\*\* limited to cryptocurrencies, whitelists and accounts



# Ecosystem

OTC is the name of the utility token of the SafeOTC Platform. The \$OTC token will be used to interact within the multi-chain, decentralized SafeOTC Ecosystem. It has enormous potential use cases in the cryptocurrency and blockchain ecosystem.

**Governance:** holders will receive voting rights and be able to vote on proposals to perfect the platform that strives for full decentralization, being eventually owned by its token holders.

**Burning:** claiming rewards ahead of the vesting period causes a burn.

**Rewards:** can be earned by using the platform.

**Staking:** token stakers will earn interest and rewards.

**Launchpad:** awarding holders with potential projects allocation.

**SAFU:** emergency insurance fund for protecting the future trades of all users.

**Trading:** \$OTC is mandatory for using key features of the platform.

**NFT:** additional value to active users.



Trading fees are automatically converted to \$OTC LP via the smart contract, then distributed to token stakers.

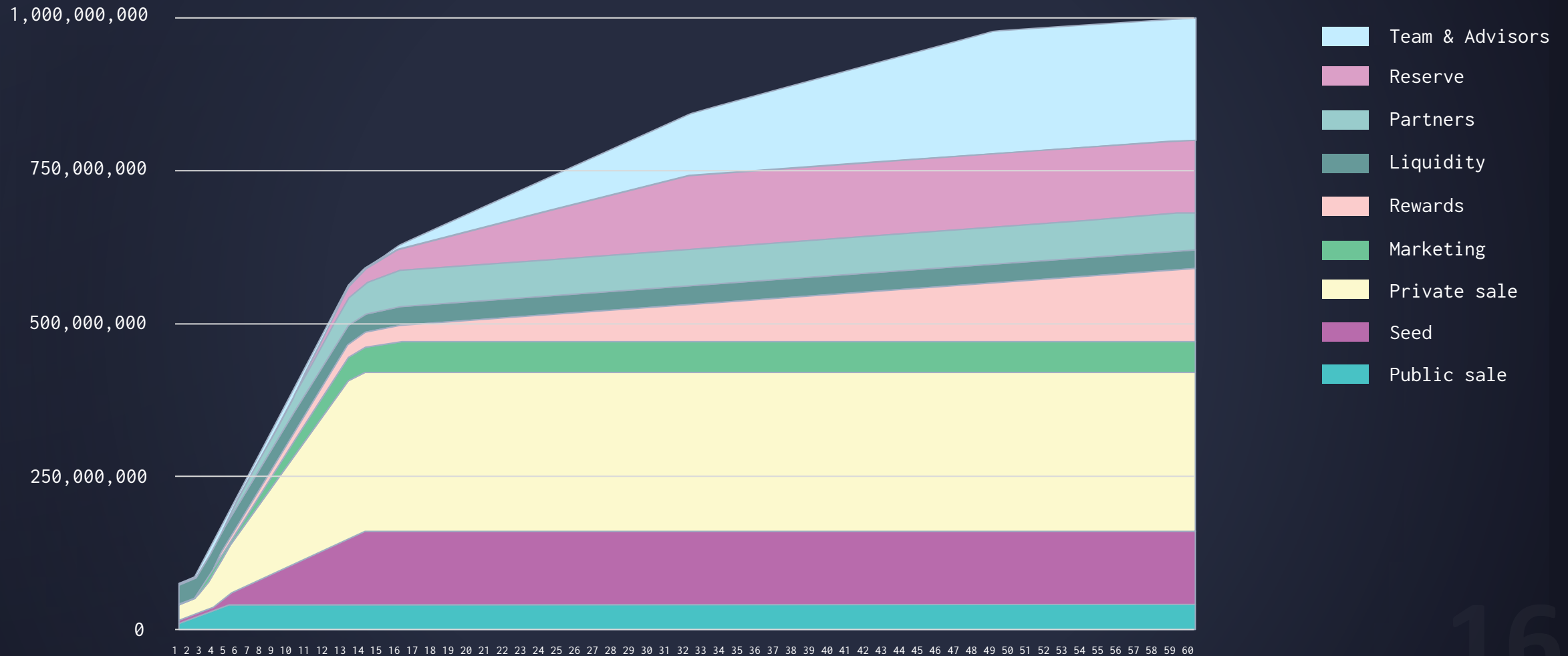


# Tokenomics

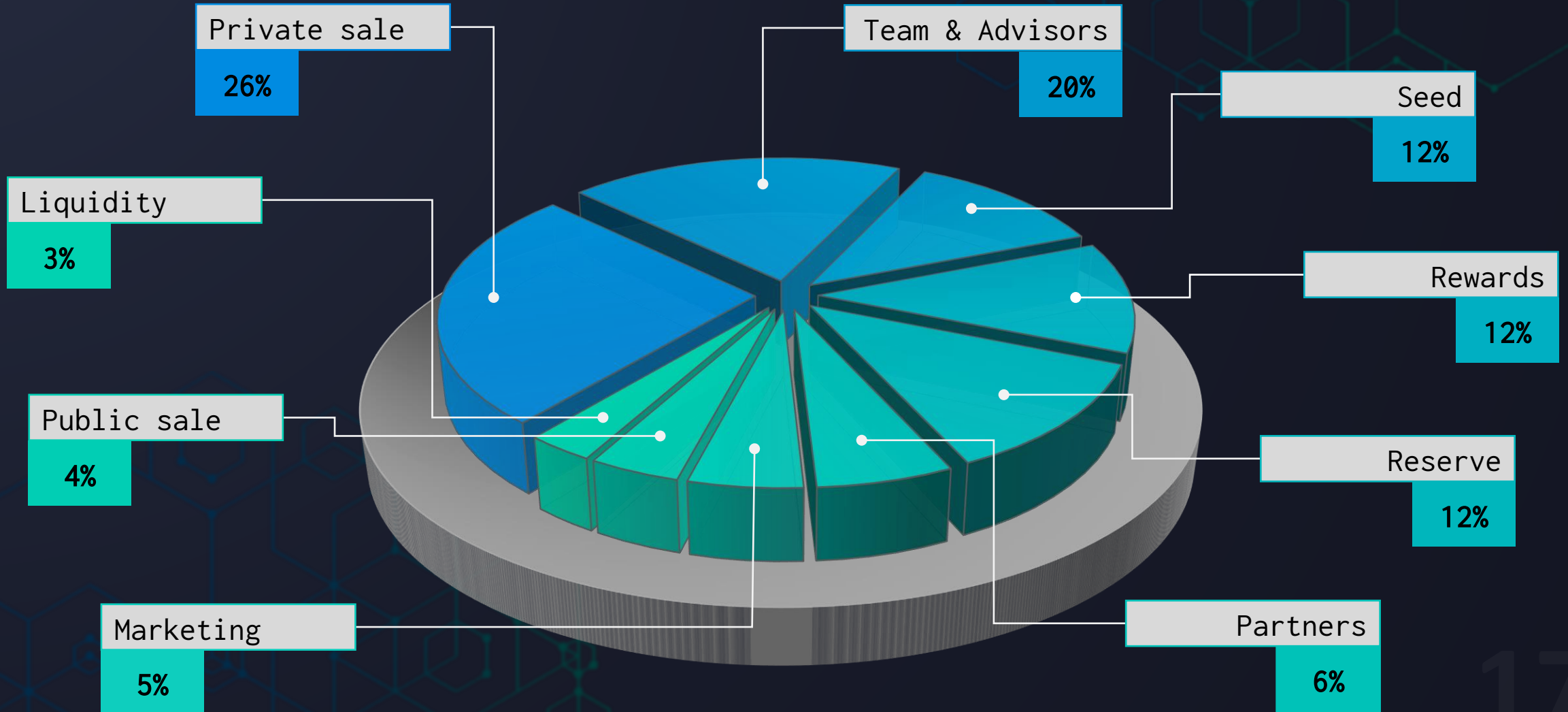
## Distribution & Vesting Model

Round	Price (\$)	Allocation	Allocation (%)	Vesting
Seed	0.005	120,000,000	12.00%	5% Released on TGE, 2-month cliff, then linear release over 9 months
Private	0.008	260,000,000	26.00%	10% Released on TGE, 1-month cliff, then linear release over 9 months
IDO	TBD	40,000,000	4.00%	25% Released on TGE, then 25% each month
Liquidity		30,000,000	3.00%	100% Released on TGE and locked for 24 months
Rewards/Farming		120,000,000	12.00%	1.67% Released on TGE, then linear release over 60 months
Marketing		50,000,000	5.00%	0% Released on TGE, 1-month cliff, then linear release over 12 months
Partners		60,000,000	6.00%	0% Released on TGE, 1-month cliff, then linear release over 12 months
Reserve		120,000,000	12.00%	0% Released on TGE, 6-month cliff, then linear release over 24 months
Team/Advisors		200,000,000	20.00%	0% Released on TGE, 12-month cliff, then linear release over 36 months

# Release Schedule



# Tokenomics



## Our Team



Jure Balabanič  
CEO



Dario Mikolčić  
COO



Đorđe Kesić  
CTO

# Roadmap

Q 1

- Contract security audit
- Launchpad
- Fundraising (public sale)
- TGE and listing

Q 2

- Platform LIVE with first OTC listings and trades
- \$OTC token integration

Q 3

- Bridge to EVM-compatible network (cross-chain)
- Staking and rewards implementation
- Emergency insurance fund

Q 4

- Burning mechanism
- Start of community voting integration (DAO)

Q 2

- Idea
- Founders and Team formation
- Market research and comparing competition solution

Q 3

- OTC trading procedure analysis
- Designing the concept and protocol architecture

Q 4

- Defining tokenomics
- Social media channels

2024

Q 1

- Bridge to additional EVM-compatible networks (multi-chain)
- OTC trading with advanced attributes
- User ranking

Q 2

- Live service and support
- Community voting implementation
- Chat integration
- NFT release

Q 3

- Blockchain interoperability
- New features development

Q 4

- Multi assets trading (real estate, stocks, equities)
- Establish full decentralization of the platform
- SafeOTC iOS/Android release

2023

Q 1

- Light paper and pitch deck
- Fundraising (strategic investments in seed round)

Q 2

- Key partnerships and advisors
- Website development
- Smart contract development

Q 3

- Building the community
- Fundraising (private round)
- Marketing campaign
- Community involvement

Q 4

- Platform testing
- Validation
- Demo app
- Applying for IDO

2022

2021

# Contact Us



[www.safeotc.io](http://www.safeotc.io)



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