



March 2022 Virtual Event-AICA Spring Closed-End Fund Roundtable Panel #1; “Fireside Chat; Accessing Crypto at a Discount”

Tuesday, March 15, 2022

David LaValle, Managing Director and Global Head of ETFs with Grayscale Investments, and Marc Loughlin, Director of CEF and ETF Trading Solutions with WallachBeth, open panel 1 of day 1 of the AICA March 15th & 16th, 2022 virtual event with a discussion titled; “Fireside Chat; Accessing Crypto at a Discount”. Read the transcript below to hear the discussion between Mr. LaValle and Mr. Loughlin..



David LaValle



Marc Loughlin

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John Cole Scott: If Marc and David can turn their cameras and mics on. There’s David. Welcome David, good to meet you. Thank you for being here.

David LaValle: Yeah, great. Thanks. Thanks so much for having us, we’re really excited to be able to participate. Thank you.

John Cole Scott: And I’m going to go off stage and let you guys take over.

David LaValle: Hey Marc, how’s it going?

Marc Loughlin: Hi David, good. How are you?

David LaValle: Doing great. Thanks so much for inviting us and for having us on. I'm excited to have the conversation.

Marc Loughlin: Thanks for coming in at short notice. And I do like the really official Grayscale screen behind you.

David LaValle: Yeah. Listen, we don't really toy around over here, Marc. You know that. And plus, I put a jacket on for you to make sure that we made it really official. You know, look, you know but most people don't know that I started my career trading closed-end funds. So it's always awesome to come back into the conversation and thrilled to really be here, so thanks.

Marc Loughlin: No, it's great. You look like you're at a movie premiere, I love it.

David LaValle: You can't see the red carpet. It's beautiful though.

Marc Loughlin: I'll be there for the drinks later. No, thanks for popping in. I mean, when JCS and I were talking, I've been saying to him awhile that, I'm going to say that six months ago I started including GBTC on my CEF statistical runs. Because it was going to a discount and we were getting people actually asking and interested about the space, so I added it in despite the fact it's not strictly a closed-end fund in the traditional format. So I think the way to start would be where the crypto space is at the moment as an alternative investment, and then an overview of GBTC and how that fits in. And the current environment for Bitcoin investing with one eye on inflation and global conflict, etcetera.

David LaValle: Yeah, sure. I mean, there's so much to be able to talk about. Maybe first just giving an overview of Grayscale very quickly. Most know us as the largest crypto asset manager in the world. We have 17 investment products, one of them is an ETF but the rest are structured as 33 Act Delaware Grantor Trusts. So they're essentially the same exact structure as GLD and some of the other commodity-based products, ETFs in the marketplace. However, since none of them have been yet approved to be converted into an ETF, in several instances, especially in the case of GBTC, it's behaving as a closed-end fund in the marketplace because it has been closed to creations. Therefore the limited number of shares, the fixed number of shares in the marketplace allow it to be trading in its secondary market, reality kind of on the OTC markets, at a price that fluctuates in comparison to the product's net asset value. And so rightfully as you mentioned, six months ago you started to include it, because we've had many conversations with traditional investors and traders who are interested in understanding the product and its behavior which really mimics closed-end fund structures.

Marc Loughlin: Perfect. And then within that, are you getting access to physical-- I mean, outside of the management fee, how is the tracking going?

David LaValle: So look, it's no secret that the product GBTC and many of our single-asset products, I should say that of the 16 products we have in market, 14 are single-asset products just like GBTC is holding Bitcoin in the trust. And then we have two diversified products. But in the case of GBTC, which is where the vast majority of our inquiry comes in, the product has been trading at a persistent discount, and look, as you know and as many of the listeners know if

they're paying attention to other closed-end funds in the marketplace, where the discount lands or where a premium lands for our product is really based upon market dynamics. The discount has been in the 20-25% range and it's fluctuated around with some of the geopolitical news, it's also fluctuated with some of the regulatory news that we've heard over the past several weeks and months. And so the product is really a result of supply and demand in the marketplace, much like we see with the broader closed-end fund marketplace.

Marc Loughlin: I mean, I've been to a few Bitcoin conferences over the last 12 months and one of the interesting observations is there's a real dynamic between I'm going to say very tech savvy entrepreneurial people who have now created a product that's going more mainstream, and then that's when the institutional traditional Wall Street finance comes in.

David LaValle: Right.

Marc Loughlin: I probably see Grayscale as one of the former. I probably see you as one of the latter.

David LaValle: Yeah.

Marc Loughlin: Which is why I think that dynamic and that element of change is different. I think it's worth mentioning why you joined Grayscale and what your role was going to be, and what the intentions of growth-- because the intention is GBTC becomes an ETF at some point.

David LaValle: Yeah.

Marc Loughlin: When it's allowed.

David LaValle: Yeah, so maybe another opportunity to dispel a little bit of myth. This product was created in 2013 and the founder of Digital Currency Group, a gentleman named Barry Silbert honestly really was looking around a corner. And so I've actually seen the deck that he presented in I think it was April or May of 2013 where he said, "This is what Bitcoin is. What I believe Bitcoin's going to be. This is going to have to be an allocation to everybody's portfolios, and people are going to want to invest in it in the same way that they invest in other stores of value like gold, like silver, like precious commodities. And so we're going to structure this product in the 33 Act Delaware Grantor Trust so that it actually behaves and gets to the marketplace exactly the way that GLD has gotten to the marketplace and has become mainstream."

And the reality is we just haven't quite gotten to that spot where, no pun intended, where the SEC has given regulatory permission to be able to up-list the product from the over-the-counter markets to the New York Stock Exchange. But to answer your question a little bit more directly, this is an opportunity for me as someone who's been in the ETF marketplace for a very long time. I would consider myself to be an ETF and markets expert, where I've done a lot of innovation and bringing new products to market, whether we're sitting in the seat of an index or sitting in the seat of trading firm, seeding products and bringing products to market. Or on an exchange, bringing innovative products to market and engaging with the regulators to bring

novel products to market. Or frankly also sitting as an asset manager. And so to bring my expertise and marry that with crypto expertise was really in my opinion kind of a one plus one equals three scenario which has been really exciting for me to realize.

The other thing is that this conversation around a Bitcoin ETF being approved has taken a heavy spotlight from a very broad range of the market, and certainly the crypto market. But the crypto market isn't necessarily as experienced in the past 20 plus years of the evolution of the ETF market. And so we think of SPY as S&P 500 exposure with a market cap weighting as absolutely plain vanilla and pretty boring exposure. But in 1993 it was incredibly exotic and innovative to be able to take that S&P 500 market cap strategy which was very institutional at the time and deliver it in the hands of the retail investor. And as the ETF market continued to mature, it was international equities, and then it was currencies, and commodities, and fixed income, and subsectors of fixed income. And then it was factor strategies and multi-factor strategies, loans. All sorts of different aspects of the market that were then repackaged or taking advantage of this battle-tested wrapper which is the ETF.

And so now here we are with the next iteration of that same story. And with each one of those innovations the SEC has taken a very hard and a very close look at whether or not the product was fit for purpose to have the particular asset wrapped by the product. The big difference now, which is exciting for us ETF geeks, is that oftentimes in the past the ETF wrapper was called into question when something exotic was going to be brought, and then the underlying asset was also called into question. At this point in time we've reached a point of maturation where the ETF product is actually a significant point of credibility, and therefore the focus is really on the underlying asset which is Bitcoin.

Marc Loughlin: Perfect. And one of the things that I think is important to address, because it's one of the things that I don't think is particularly well known, is you can put GBTC into an IRA account, can't you?

David LaValle: Yep.

Marc Loughlin: Perfect. Now sort of following on for the ETF question, I've seen currently you're in the mode of SEC is taking input from people. You've been encouraging people to write into the SEC. How is that going?

David LaValle: Listen, I didn't even prod you to bring this up. The reality is look, there's a regulatory process through which exotic rule filings that are put in front of the SEC, the SEC asks for public comment. Again, this is no different than any other rule filing for an exotic product over the past 20 years that new products have been coming to market. One thing that people ask is, "Well, but wait a minute, there's a Bitcoin futures product that came to market and there was a 75-day waiting period and it just became eligible to trade after waiting 75 days." Well, that's true. Futures-based ETF in a 40 Act wrapper are under the generic listing rules, if you will, that are on the exchanges. In this case NYC Arca. And if a product meets the generic listing standards, you do have a 75-day statutory waiting period and the product just goes immediately effective.

When you have something that doesn't meet those generic listing rules like a spot Bitcoin ETF, it requires further amendment of the Exchange's rules. Without getting too granular or geeky here, but that rule filing process goes in front of the SEC, the SEC has 45 days to review it. And at the end of that 45-day period the SEC can approve it, can delay it, or can deny it. And so we're in the process of a couple of delays already with the SEC, and ultimately they have a 240-day waiting period before they have to make a final determination, which brings us to about July 6th.

During that 240-day waiting period they invite public comment. And that public comment period can be from anybody, anybody can write a comment letter in. And we have made sure and made a concerted effort to make sure that the industry, that investors, that academics, that members of the investing community and members of the broader ecosystem understand that the comment period is open. And to date we've gotten roughly 2,500 comment letters. So yeah, absolutely if you're interested in writing a comment letter we would welcome that. Hopefully you are in support of it, but even if you're not, write your comment letter in and let your voice be heard. And we think it's a really great opportunity to allow investors to exert their influence in the public process.

Marc Loughlin: Perfect. I mean, as this is a closed-end fund-centric panel, I think one of the things to address when you look at GBTC over time is, could you please explain the initial premium for the first few years?

David LaValle: Yeah, sure.

Marc Loughlin: And that premium erosion and then to quite a significant discount?

David LaValle: Yeah, I think there's a couple of different points to make there. And again, premiums and discounts and products that have fixed number of shares is really about market sentiment. And so when you start talking about 2013, '14, '15, '16, '17, the adoption of Bitcoin certainly less than it is currently. The avenues through which you could get exposure to physical Bitcoin certainly far more difficult than currently available with different platforms, many of them that people are really familiar with. And in general, the investor's comfort with handling their own keys, dealing with their own digital wallets and all of those pieces to the puzzle were also really difficult. And so GBTC offered a really convenient and eloquent way for investors to gain exposure to holding physical Bitcoin in a wrapper that was comfortable and in a execution or trading venue that was comfortable as well.

And so our products go through a four-stage lifecycle. They start off as private placements, so you subscribe to the private placement, you have a Rule 144 holding period, after which that product can be traded on the over-the-counter markets. And then the third stage, so first stage is private placement, second stage is trading in the over-the-counter markets, third stage is we have voluntarily filed for our products to become SEC reporting. And so that allows a great deal of scrutiny from our regulators, and we voluntarily do that. And that fourth stage is a stage that we haven't yet gotten to, which is to convert the product into an ETF.

But the reality is in the beginning, the products were private placements which were for accredited investors, and once those private shares started to be trading in the over-the-counter

markets it allowed for a much broader range of investors to gain access to Bitcoin, and so people were coming in and buying it. And that market dynamic was such that the demand for the product really outstripped the supply in the marketplace and so it was trading at a premium. Now as time has gone on and investors have had the opportunity to seek exposure into Bitcoin in other manners, and the demand profile for seeking Bitcoin exposure in the form of GBTC private-placement shares, we've seen that market dynamic shift a little bit.

Marc Loughlin: Thank you. I'm going to go quickly to a question that's just come in from the audience.

David LaValle: Yeah, sure.

Marc Loughlin: What is the impact on crypto from the Ukrainian war?

David LaValle: Yeah, it's a great question, something that we've been paying incredibly close attention to, and I think it's probably the appropriate time to merge two questions that we often get. Number one, how does cryptocurrency more generally behave as a store of value versus a payment or a form of payment? And I think it's incredibly unfortunate what's happening with Russian and Ukraine, it's just terrible what's happening there but it highlights some of the benefits of the ability to move money around.

In the US markets, and for people like you and me, Mark, who have a banking system that we can trust, can go get a loan, can get a mortgage, Bitcoin isn't going to be something that is really beneficial from a payment perspective for you and I. It's going to be an allocation to our portfolio that really behaves as a store of value for us. But if you're looking at let's say Argentina which is having annual inflation rates of 40% year over year, where if you go down there and you pay with your credit card you're going to get 100 or 105 Argentinian pesos to a dollar. But if you give them one dollar, one physical hard dollar, they will give you 200 or 205 pesos as an exchange rate. They need currency that holds its value.

And so another example would be when the war broke out, the ability for money to get into and money to get out of Ukraine with the least friction, we certainly saw that there was a number of Bitcoin and Ethereum donations that were going in to help fund and to help get money into the system so that individuals were able to get that value and utilize that value to fund what they needed as their currency was going through a tremendous amount of value fluctuation. And I always use the other example of the immigrant that comes from a third-world country and comes to the US and is working very hard for the sole purpose of giving their money back to their family in that third-world country that doesn't have an established banking system. And the friction associated with moving those US dollars back to the local currency can be tens of percent's to realize that cash realization in their home market or in their home country. And Bitcoin allows for that frictionless transfer.

And so some people are saying, is it a currency, is it a store of value? It depends where you are. We don't need a currency, we have a stable currency, and so for you and I it's a store of value. But for others who don't have a well-established banking system, don't have a stable currency, it's an incredibly stable opportunity even despite some of the volatility that you and I might

experience when we watch the price. That pales in comparison to some of the risks associated with inflation in their home markets or general currency volatility in their home markets as well. So overall, Ukraine, the situation in Ukraine, sad as it is and devastating as it is, has offered a bright spotlight on the opportunity for value to be transferred around the globe pretty seamlessly.

Marc Loughlin: Yeah, I think we've seen it with El Salvador having it as legal tender. We've seen a country that has I think a 30% bank account rate have a 60-70% crypto account rate because of the ease. And I read one article about people who work in farms who get remittances from the US, and they have to take a day off work, travel six hours by a bus to actually go to a Western Union to get the rates, and then they get 92 cents on the dollar. So the actual way you can transfer instantly at low fee I think is a really technology-based system that I think will be exciting for the future. I'm not sure how that translates into an investment rationale, but on terms of Bitcoin technology viewpoint I think there's some interesting things coming.

David LaValle: Well Mark, I'll make another point that's a little bit tangential to that, and it's actually a little more aligned with the question earlier of traditional finance versus crypto like technology versus the suits of Wall Street. We're having lots and lots of conversations with different platforms, whether they're wirehouse platforms, independent broker-dealer platforms, where we're having a conversation around, "Hey, can our private placements be available to your investors? Or can our publicly quoted products be available to your investors?" And there's a really mixed reception as you might imagine.

But the truth is the conversation has shifted over the past couple of years. Obviously predating me joining Grayscale originally was, "No, we can't do any crypto." "Well, we can't do private placements." "Well, we can't do the private placements but we will do the public quotations." And the reality is these platforms are losing assets, and they're losing assets to moving over to crypto native asset management platforms or trading platforms. And I think the reality is between crypto trading platforms, between the ability to engage in sports betting and other speculative activities, it's really putting a bit of pressure on the traditional asset management platforms. And assets are leaving the platforms in preference to other speculative endeavors, and certainly to ensure that they have a proper allocation to crypto across the cap spectrum of crypto. I think everyone has an allocation to Bitcoin, Ethereum, and Solana, but then beyond that they're ensuring they have an opportunity to take advantage of some of the smaller coins that haven't yet really had that pop.

Marc Loughlin: So as the global head of ETFs at a shop that doesn't have any ETFs yet--

David LaValle: Let me qualify. We do have one ETF in market, it's an equity-based ETF. We do not have "the" ETF that everyone wants us to have in the market, or at least 2,500 roughly want to have in the market. But keep going, I cut you off.

Marc Loughlin: But I mean so yeah, is that what you envision, that you will be doing managed blended products in an ETF wrapper? Because I can see, having been a person that's now via osmosis and attending conferences and really sitting with people, understand that universe a lot better. But if you're a multi-strat RIA you don't have the time to really get that granular. But also there's this scenario of there's Bitcoin and Ethereum and then there's 150 other things behind

that are speculative and it's fun to track them when they go up. Is that a plan to do some kind of managed, not index, but managed portfolio where you can use Grayscale's expertise to really pick lesser known coins?

David LaValle: Yeah, so the answer to that question very simply is yes, but it comes with a number of different layers to it. Obviously we're spending a tremendous amount of time, attention, and resource to ensure that we're doing everything we can possibly do to convert GBTC into an ETF. The best way to ensure that our product trades as closely as it possibly can trade to its intrinsic value or to its non-asset value is to allow for simultaneous creations and redemptions. And once simultaneous creations and redemptions are allowed in the form of a 33 Act Delaware Grantor Trust exchange-traded product, I think we'll be doing the service to the industry at large and certainly to our current investors who are rightfully frustrated that the product's trading at a discount.

That is certainly priority number one. Additionally we're certainly going to be interested in bringing more thematic products to marketplace that are already permissible within the regulatory framework that the SEC has outlined. And so we have a product that is called the Grayscale Future of Finance product, that product holds 22 equities, it's really defining the digital economy, and so having a new theme come to market. I always say it's like cloud computing in 2012, nobody was really thinking about cloud computing in 2012. The number one holding was Netflix and AWS was a blip of Amazon's revenue. We're defining a new theme and we're going to take advantage of our perspective and our position in the marketplace to bring thoughtful, thematic exposures to market.

As it pertains to our digital asset expertise, we're absolutely going to continue to do thematic products, index-based products, we have a digital large cap product, we have a DeFi product, and we're going to be work in close partnership with our sister company CoinDesk Indices so that we're ensuring that we're doing the hard work of picking the coins that we think are best positioned for investors to really see a diversified allocation to be building blocks for their portfolios. And we're really unconstrained in terms of the way that we're going to bring those products to market. Currently we obviously have our private placements, we're pushing forward with ETFs, but we're going to continue to be innovative with the exposures that we're bringing to market and then also the construction of the products that we're bringing to market.

Marc Loughlin: I see. That's exciting. Those products, you envisage them being solely in ETF wrappers? Or have you looked at closed-end wrappers or interval fund wrappers? How do you see Grayscale in five years' time?

David LaValle: Yeah look, we have de facto a number of closed-end products in the sense that they're limited in the shares that are outstanding. I think we're totally unconstrained in terms of the wrapper that we would consider to bring products to market and we're really well positioned to respond to investor demand. The single asset products that we have brought to market have been met with very strong demand. The diversified products, and we only have two of them in market right now, and I would call them the digital large cap is more of the S&P 500 if you will, and then our DeFi product is more thematic in nature. I think the opportunity to bring more thematic products to market is going to be an opportunity for us to differentiate ourselves and

then to also take advantage of the expertise that we have in market. How we bring them to market and what wrapper we use is something that we're totally open to and have a blank whiteboard as we're making those determinations.

Marc Loughlin: And then I think something to address with RIA attendees, my wife went to the Miami Heat game on Saturday in the FTX arena and we're seeing more and more large crypto advertising.

David LaValle: Sure.

Marc Loughlin: And more information out there. How would you give guidance to investors to diversify and be aware with all of that noise and momentum happening outside?

David LaValle: It's a great point. I mean, I recently have been pointing to the Superbowl and all the advertisements in the Superbowl. There were a number of explicit crypto native companies that were letting their voice be heard and letting their brands be seen. But every other consumer brand was trying to figure out how they were going to tackle the realities of the emergence of the metaverse and understanding exactly how they can participate in the digital economy with more efficiency and with more success. And so I think the reality is as we're speaking to investors, whether it's self-directed investors, whether it's investment advisors, RIAs, institutional investors, it's pretty confusing.

And the way to ensure diversification, I think there's obviously diversified products that are in the marketplace, I've spoken about a couple of the Grayscale ones. There's the ability to do your own diligence and understand exactly what you want in terms of single coin exposure. And then if you're not quite ready for that, there are ETFs as well. And those ETFs are really built with explicit investment strategies that are positioning investors to participate in a certain theme around the market or attempting to get some sort of replication of an underlying coin. I'd be hard pressed to not talk about the opportunity of this familiar ETF wrapper, which I think has been battle tested to be building blocks of investors' portfolios, to not be something that investors should take a very hard look at.

But then also reminding themselves that not every ETF is created equally and not every index strategy is created equally, and to ensure that you're doing your due diligence. The best way you can do that due diligence is just to reach out to the issuer directly. And that experience that you're going to get with that ETF issuer and the resources that they're dedicating to ensure that their investors understand what they're investing in is going to be a great differentiator. And that's the best way for investment advisors to understand what they're owning, if it fits their portfolio, if it's suitable for their investors, and if it's the right allocation for them to be considering.

Marc Loughlin: Thank you. And then outside of the Grayscale environment, how do you see the crypto space in say, short term six months and then long term five years?

David LaValle: So I don't need to tell you, Mark, and I said it once already, I wasn't and I'm not yet a crypto wonk, right? Despite having been part of the conversation of an ETF, a Bitcoin ETF for the past eight, nine years, yeah, I don't think I really appreciated the opportunity to

really redefine a number of different aspects of the marketplace until I was sitting at a firm that is really crypto native and part of a parent company, Digital Currency Group, that really has exposure to the crypto market in the broadest sense possible.

The opportunities short term I think is really going to be dictated by some of the regulatory initiatives that have been in the press recently. I think it's been a wonderful executive order that we saw from President Biden, because honestly crypto cuts across so many of the different agencies and there really hasn't been any direct guidance from any of those agencies. And so it was a call to action to say, "Look, we want to be a leader in this space and we want to ensure that the US is positioned to be successful and to be really competitive." And so it does two things, one, it puts all the agencies on notice that they actually have to put some effort into figuring out what their overall strategy is going to be and how they're going to engage the market, and it stitches together some of those agencies that would otherwise not necessarily be focused on ensuring that they're putting a framework together where not only investors but also the companies in the industry is going to be able to react to.

So in the next six, nine months I think there's going to be a heavy focus on the outcome of the executive order which I think is really going to be bullish for the marketplace. There's a number of different ways you can measure that executive order, but the crypto market's really popped as a result of that so that's a pretty good indicator of what the market thought about it. Longer term, I think you're going to see global expansion. I think you're going to see some winners and I think you're going to see the true benefit as I mentioned earlier. It's going to be a store of value for some people, it's going to be a point of credibility and a point of stability for others.

That kind of non-correlated user base, in my history in the markets has provided for a really robust liquidity profile. That robust liquidity profile's going to bring more and more investors of different shapes and sizes which will give some more credibility and support to the overall asset class. I think that people are just beginning to think of the crypto markets as its own asset class, and therefore figuring out where it's going to fit into portfolios is going to be something that's going to be another very interesting thing to watch. People are just broadly lumping it into their alts exposure, but I think over time it's going to be considered something that's independent and separate and an important allocation for investors to consider.

Marc Loughlin: Yeah, I mean, that makes sense because there's so much infrastructure around it. I think like everybody else, Bitcoin came to my radar with the price movements that hit our Bloomberg screen or mentioning on CNBC.

David LaValle: Sure.

Marc Loughlin: And then when I attended the large Bitcoin conference last year, one thing you realize is there's a whole infrastructure and architecture that's not investment-based.

David LaValle: That's correct.

Marc Loughlin: That it's, as you alluded to, helping emerging market economies just be more efficient.

David LaValle: Absolutely.

Marc Loughlin: Payment systems using Lightning which are instantaneous and cost fractions of a penny, challenging the VISA network and the next growth of what people can do. And that as well, we saw in Canada with the freezing the accounts and everything else, the actual ability of Bitcoin to be separated from government control which is important in Ukraine and Russia at the moment. So it's interesting the deeper you dive, you see that there's this whole infrastructure. And you can see the future of finance is going to change in the next 10 years because of the remedies and the new technology that they can bring on board. I think it's quite exciting.

David LaValle: Yeah, and more and more time goes on, this notion of, "Oh, it's nefarious activity and it's money laundering." Look, very recently \$4.5 billion hack, years later they found the people. The DOJ does a really good job of sniffing out fraud, they caught these individuals and they're going to be brought to justice. I always say that the ability to track crypto is like the modern day dye bomb that's inside the bag of cash. They used to put the dye bombs in the bag of cash because the people would leave, the dye bomb would go off, maybe it was on their hands but it was certainly on the money. It's the same exact thing that's happening right now except it's just digital. So eventually that money is going to land in the hands of the people that engaged in fraudulent activity. It might take some time but the DOJ is pretty good at sniffing out fraud. So I think all of that is going to dispel and you're going to see some of the really positive benefits, and some of the changes to essentially taking friction out of the system and those benefits are really going to be realized by the end investors.

Marc Loughlin: Yeah, and I think the nice thing about that whole infrastructure is it's all public. I mean, you can spend \$250, set up a node, and you can look at every transaction and everything else. I think that's what when people look at it from a potential regulatory, it's not nefarious like it was in the Silk Road era, which is what Bitcoin was initially adopted for. It's now much more universal, and that transparency I think eventually gives regulators more confidence because they can actually see where things go. And cash gets used by criminals all the time.

David LaValle: Yeah.

Marc Loughlin: It's one of those things. We don't have any more questions, so unless there's something you'd like to add I think we pass it back to John.

David LaValle: Thanks so much, it really was a pleasure to speak with you today, Marc. Hopefully we'll be able to see each other in person one of these days soon.

Marc Loughlin: I know, I missed Utah. It was unfortunate but hopefully we can get something going soon.

David LaValle: Well, thanks for having me on, good luck with the rest of the event.

John Cole Scott: Again, thank you so much. I always learn something every event. You're definitely our newer to my wheel house being a closed-end fund guy as well, but thank you for the last minute help and giving us a great first panel.

David LaValle: Yeah, absolutely.

John Cole Scott: Hopefully we can stay in touch and get to visit you whenever makes sense.

David LaValle: Anytime, I'm always around. Thanks very much. Marc will tell you, I don't hide very well. Have a good day, guys. Thanks so much.

John Cole Scott: Okay, for everyone, we have a little bit longer of a break than expected but that should be fine. Feel free to connect at any tables with anyone you'd like to say hello to. We will reconvene for panel number two sharply at 2:30 PM, in 21 minutes by my clock. And so I'm going to take us out of this session and then able to chat as well. All right, thank you so much.

Recorded on March 15, 2022.

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