

## **Interview with Mr Panos Pavlakis**



### **Panos Pavlakis**

Senior Vice President

A renowned corporate advisor, Mr Panos Pavlakis was the Executive Director of Birmingham International Group as well as the CEO of the Birmingham City Football Club.

With a wealth of experience and successful careers in various companies such as Bloomberg and the Sunwah Kingsway Capital Ltd, Panos Pavlakis is a highly sought after board member, due to his keen business acumen and his successful track record of multiple IPO projects and ability to manage billion-dollars private placements.

As a board member of Rapidz, Panos provides invaluable advice and resources in Rapidz journey towards becoming a top cryptocurrency platform in the world.

### **帕诺斯·帕夫拉基斯**

高级副总裁

作为一名著名的企业顾问，帕诺斯·帕夫拉基斯先生曾担任过伯明翰国际集团的执行总裁以及伯明翰城市足球俱乐部的俱乐部总监。

他拥有丰富的经验和成功的职业生涯。在诸如像彭博这样的公司，以及上海众多经济学家中，帕诺斯·帕夫拉基斯凭借其敏锐的商业嗅觉和多次 IPO 项目的成功记录以及管理数十亿美元私人配售的能力而备受追捧。

而作为锐付的董事会成员，帕诺斯在锐付跃向世界顶级加密货币平台的过程中提供了非常宝贵的建议和资源。

## **Main Sequence**

### **What do you think your corporate experience can provide Rapidz?**

We all know that Fintech and Cryptocurrency is an emerging industry that, like any other budding industry, will require people to be able to think outside the box.

To get these types of skillset, it's very important to have a wide range of experience of the highest level. I believe my case, I think I was very privileged to start my career at Bloomberg, which is probably the top financial media outlet in the world and I think that was the most appropriate place to start building corporate relationships.

After that, I moved on to Hong Kong and I got involved in investment banking. Through the deals and the transactions, I had the opportunity to deal with elite individuals from both fields, who were either in the banking sector or in companies where they are trying to come over and execute their IPOs.

My last project was holding the CEO position of an English Championship football club, which by itself means that I had access to the highest tier of corporate relationships, both internal and external. I think that these types of exposure when you're dealing with different levels of professionals contribute to my corporate experience and the different kind of approach towards the corporate side of the business can give me a good advantage, that I can apply to the various components and projects under the Rapidz umbrella.

### **Cryptocurrency have endured a turbulent past 12 months What do you think the near future holds for cryptocurrency industry?**

**加密货币在过去的 12 个月里经历动荡，您认为加密货币行业在不久的将来会发生什么？**

Yes, I think that statement is correct. It has been a very shaky period of 12 months. But like I said in the previous question, Fintech and Cryptocurrencies are emerging industries right now, so probably you would expect a new industry to have many challenges. But at the same time, I believe much more opportunities will come from those ones (challenges).

I think when talking about cryptocurrencies, people have to differentiate between the speculative nature of cryptocurrencies and the practical functionalities that cryptocurrencies, or more specifically blockchain technology, can bring to the way we have been doing business.

For the speculative portion, it's inevitable that the prices of cryptocurrencies are highly volatile and easily influenced by news or even rumors. So, for example, one day some big investor comes into cryptocurrency, but then the next day, some specific country stops the trading so that will be having a negative influence on the cryptocurrency. So, in our case the

focus should therefore be on the business fundamentals and underlying assets rather than the current trading price of cryptocurrencies.

**What do you foresee to be the main challenges Rapidz will have and what competitive advantage does Rapidz have to tackle potential obstacles?**

**您认为锐付将面临的主要挑战是什么？还有 Rapidz 在应对潜在障碍方面具有哪些竞争的优势？**

I think to answer this question, I can bring a quick example from my previous experience when I was running IPOs as an investment banker back in Hongkong.

这样说吧，我可以举一个简单的例子，当我在香港做投资银行家的时候，我曾做过首次公开募股（IPO）。

So, when there's a new company coming into the stock market to look for funding, there will be two factors which will determine the success of its IPO. One is the pure business model and the pure business fundamentals of the company and how good is this company. The second one, which is still important, is the environment at the time when we try to do the listing.

For example, if we have a good project but we have poor market conditions, then at the beginning this project will not go very well. At some time, we have an average project, but we have very good market conditions, then that one could be a very good deal.

However, I believe that, in order to have a good project, both factors must align correctly - which I think Rapidz is definitely equipped to do as the conditions allow it to be a huge roaring success.

The core management team is one of the most capable and motivated bunch of people that I've ever worked with. And we have begun to see these exciting results, especially in China and I can say in Thailand because that was in the news the other day - that we are already working with Major Group. So I'm very confident that with my input and expertise, Rapidz is definitely going to reach new heights together with our partners all over the world.

For the full interview, visit: <https://youtu.be/CHkTnuVr8S0>