

# Alexandre Chirouze, Development Lead, SODAX

1. **On Making DeFi Accessible:** "The goal of SODAX is to make DeFi available for non-crypto people. People can just go to [sodax.com](https://sodax.com) and swap most of the biggest cryptos, whatever chain they are on, and they don't even see the blockchain. Everything works with one wallet."
2. **On the Vision Beyond Crypto:** "The dream is for [sodax.com](https://sodax.com) to be the DeFi finance hub for crypto and the regular world. You want to buy some stocks, you go to [sodax.com](https://sodax.com). You're traveling to another country—instead of paying 10 or 20% commission when you exchange money, you can just do that on [sodax.com](https://sodax.com)."
3. **On Recreating Traditional Finance:** "When you have a regular bank account and you want to send money to a friend in another country, you're using the SWIFT system. The solver is basically recreating the SWIFT transfer system on-chain. You just exchange one token to another, and that's the only thing you see. But in the background, we do so much stuff."
4. **On SDK Simplicity:** "The LightLink integration is the perfect example. They used our SDK to open up cross-chain capabilities to their blockchain, and they said it was really pretty easy and works perfectly. That means our SDK is actually simple to implement, and that's what we wanted."
5. **On Why On-Chain Matters:** "It's transparent, so you can actually verify everything, and there are no hidden fees. It's way more open to competition. In the end, the fees for the end user are going to be lower and lower. Every time there's something on-chain, competition is way easier, so it drives better products for users and less fees."
6. **On the Normie-Friendly Journey:** "Swaps represents the first step of developing a normie-friendly interface. The day we'll be able to implement real stocks or regular financial stuff into that swap page—that's where we're going to become very normie-friendly."
7. **On Eliminating Complexity:** "DeFi is impossible for non-DeFi people because of cross-chain stuff. You cannot talk about solvers to non-crypto people because you're just going to lose them. Now people can do whatever they want—they don't have to think about blockchains."

# Min Kim, Founder, SODAX

1. **On Swaps as the Foundation of DeFi:** "The swap is what I would consider the most primitive out of every DeFi service, because bartering or transacting is the most basic form of transaction. It's the ability to transact any asset on any chain natively."
2. **On Intent-Based Architecture:** "On the surface it may look very similar to other swap services, however, the actual backend architecture—how we use intent-based technology or trading to facilitate these swaps—is something very unique to what we do."
3. **On Competitive Rates:** "From a user's perspective, they will get some of the best rates in the industry. When you compare the actual rates, we're able to offer significantly lower fees, and that is due to the architecture that we've designed."
4. **On Protocol-Owned Liquidity's Role:** "This is where Protocol-Owned Liquidity is very valuable. We've combined it with our money market, which we call the Unified Liquidity Layer, to facilitate these trades at the lowest rate."
5. **On the UX Evolution:** "We wanted to make it very familiar for web3 users to understand. We didn't want to make things too different, but there are little things you'll notice where we think it's a UX improvement. Our ultimate goal is for normies, or mainstream users, to be able to tap into DeFi."
6. **On Full-Stack Experience:** "We had the benefit of being a Layer 1, seeing everything from the infrastructure side. We built the middle layer of interoperability and worked closely with the full stack. That gave us the complete picture that a lot of other players haven't worked on from bottom to top."
7. **On Why SODAX Is Unique:** "Since 2017 we were experiencing firsthand the inefficiencies. We were brainstorming how we could improve and make things more efficient from the bottom to top. Nobody has the experience of building everything from scratch. That experience taught us how to become more efficient."
8. **On Chain-Agnostic Strategy:** "We're migrating to Sonic where we don't need to focus on operating our own Layer 1. That gives us the advantage of purely focusing on making one thing very good—the unified liquidity layer. The fact that we're chain-agnostic means we don't have that conflict of interest with other Layer 1s. They're a lot more welcoming now."
9. **On Taking Control of the Message:** "It's exciting that we're finally able to show what our tech can do. We're in the driver's seat with sodax.com as the consumer-facing application that will deliver the benefits of our technology. This is another interface to

show that technology—one that we're controlling."

## David Winkels, Head of Product, Hana Wallet

1. **On the Transformation of Hana:** "Hana used to be a multi-chain wallet with no swapping features at all. It wouldn't have been possible to do that for us the way we wanted because we'd have to build out all that technical infrastructure. By integrating SODAX, we've opened up cross-chain swaps across the entire SODAX stack for our users."
2. **On the Debit Card Innovation:** "We have a prepaid credit card that users can generate on their phone and top up with crypto. Thanks to SODAX, users can top it up with any crypto from any chain—Solana, Sui, ICON—whereas other cards are restricted to topping up from one specific chain. It's literally two or three steps to scrape yield somewhere and get it on that card to pay for groceries."
3. **On User Experience:** "It's just great UX. I manage all these networks in this one app without having to mess around with any other bridging steps. I use this every day—I top it up with ICON or Sui or Solana, depending on wherever I'm scraping the yield barrel."
4. **On Beating Centralized Exchanges:** "I always compare the way Hana operates to centralized exchange apps. When you compare Hana's trading powered by SODAX, it is faster than using a centralized exchange app, and it is cheaper too because you make one less trade. You can go directly from one native asset on one chain to a native asset on another without routing through USDC and paying fees twice."
5. **On CEX Fee Gouging:** "Centralized exchanges gouge users on their simple front ends. If you use their good-looking purple gradient swap widgets, you're always getting gouged. SODAX only takes 0.1% fees. That's where Hana makes the difference—but we couldn't do it without the SODAX Swap SDK."
6. **On the Power Combo:** "These users were already managing a wild set of different assets across different blockchains in one app. Now they can trade across all of them—non-custodial, all their own keys, their own crypto. It's a one-and-one-is-three situation."
7. **On Real-World Usage:** "It takes 20 to 30 seconds for the whole process. I did it today and it was super fast. Sometimes it's a minute, but it's truly great UX—three steps to scrape yield somewhere and pay for groceries in my grocery store."

8. **On Competitive Positioning:** "If you want to manage tokens in one app across different blockchains—Sui, Stellar, Solana, EVM, Cosmos—you must go with a centralized exchange app because no one else can do it for you, except for Hana. And we couldn't do it without the SODAX SDK because we wouldn't have swaps."