

FOREX and Crypto trends 2023

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B2BrokerTM
Liquidity. Technology.

b2broker.com



B2PrimeTM
Trade. Hedge. Execute.

b2prime.com

B2B in  TM

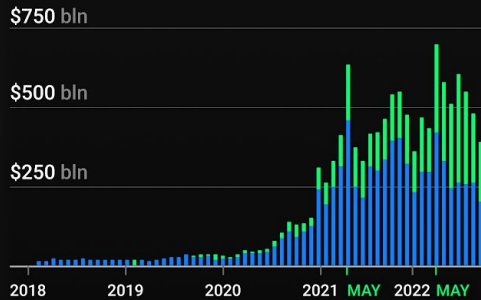
Digital Assets Processing

b2binpay.com

Trend 1. Sustainable growth of stablecoins payment volumes

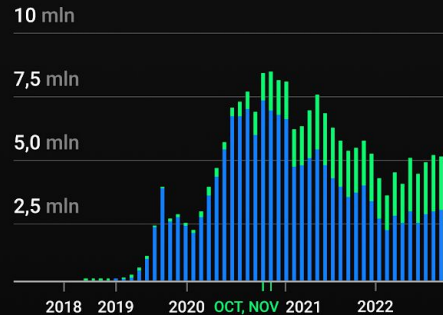
On-chain Volume of Stablecoin

■ USDC ■ USDT



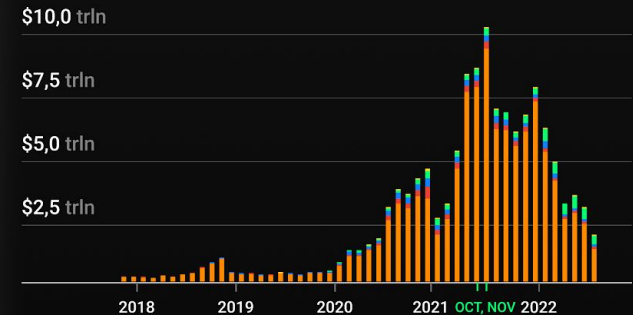
Number of on-chain transfers

■ USDC ■ USDT



Transfer Volume across 5 major coins and tokens

■ BTC ■ ETH ■ BUSD ■ USDC ■ USDT



Trend 2. Mass adoption of crypto payments for merchants

Everyone including the financial sector is implementing crypto payments extremely fast. **Brokers who are not accepting crypto are losing the market, especially regulated in top jurisdictions.**

39%
of consumers

believe cryptocurrencies should be used for payments, not just investment.

\$2.5 bln

worth of crypto payments were made through Visa's crypto-backed card in the first fiscal quarter of 2022.

24%
of men aged 18-35

saying they plan to pay with crypto regularly in the next 12 months.

~75%
of retailers plan to accept crypto

or stablecoin payments within the next 2 years

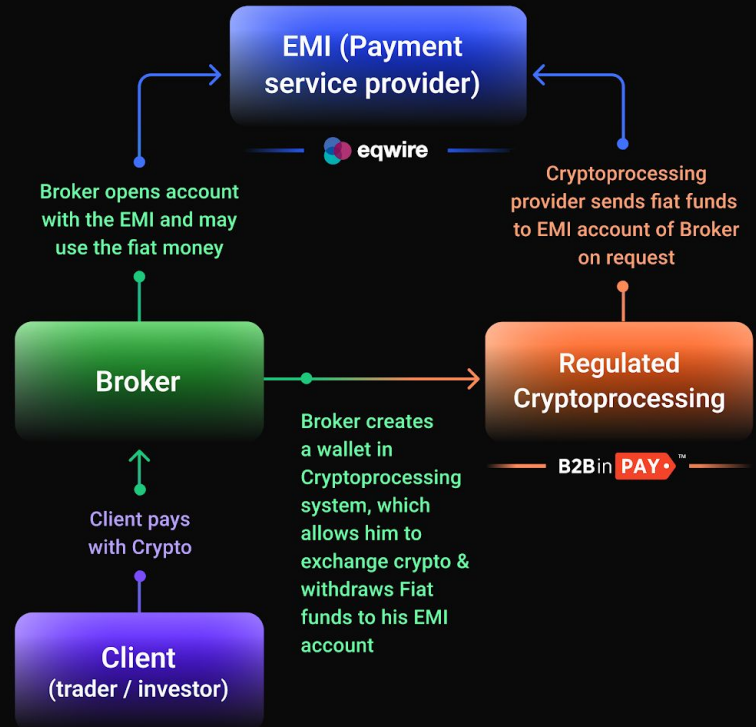
40% aged between 18-35

say they plan to pay using crypto in 2022. As many as 10% say they will regularly.

Demystifying Crypto & Deloitte reports shed light on the question.

<https://www.checkout.com/blog/post/announcing-checkouts-new-demystifying-crypto-report>

<https://www2.deloitte.com/content/dam/Deloitte/us/Documents/technology/us-cons-merchant-getting-ready-for-crypto.pdf>



Trend 3. Decline of banking card payments for high risk sector

Bank cards are mostly used for

Restaurants

Shops

Hotels

Tickets

Online stores

Common goods

Crypto is used for

Deposits for brokers

Investments

Deposits

Trading

Settlements & sometime purchases for high value assets and goods

Transfers

Cross border transactions

Unregulated PSP

vs

Crypto +processing

- | Commission up to 10-12%
- | Rolling reserves 180 days
- | Settlement in 2-3 weeks
- | Risk of Fraud

- | No rolling reserve & chargebacks
- | Immediate settlement in crypto
- | Super low transparent commissions as of 0.5% & less

Fast, secure, unlimited and headache less

⚠ High risk sector

- | FX & Crypto brokers
- | Crypto exchanges
- | Casinos, gambling, gaming and other financial services

✅ If you are PSP card solutions **start your crypto processing now.**
Buy WL **B2BinPAY**

Trend 4. Multiplatform brokerage offering

Before 2022

~ 5 TP vendors,
used to hold 80% of trading
platforms market for CFD and FX

No competition.
All market players used one platform.
Other platforms were only in addition
to cover certain customer segments

Current situation

Everybody realised absolute necessity
of diversification and offering several
platforms, which will lead to rise of
competition

All larger brokers and service
providers will start developing
own platforms.

**Smaller
brokers**

WL of 1 trading platform.
Total dependency

Lower costs at a price
of full reliance on 1
platform

**Smaller
brokers**

WL of minimum 2-3
trading platforms

**Larger
brokers**

WL of 2 trading platforms
and own platforms

The only reason of using
additional platform is to
cover certain customer
segments

**Larger
brokers**

Developing own platforms
along with diversification
(at least 2-3 platform)

Higher costs to
ensure business
continuity

Trend 5. New Era of trading platform development

Larger brokers and service providers will start developing own trading platforms

Front-End

Web UI, Mobile, Desktop

Admin Pannel

Trading API

Key GUI components:
Market watch, Charting,
Order placement, Positions/
Equity monitoring

Back-End

Load Balancer

DDoS protection

Order management
system

3rd party integrations

Back Office

Market Data

News

Advanced charting
and analytics

Infrastructure and system performance

Public WS

Aws cloud and user DB

Support of at least 30,000
+ live accounts

100k + transactions
per second

Less than 50 ms
of response time

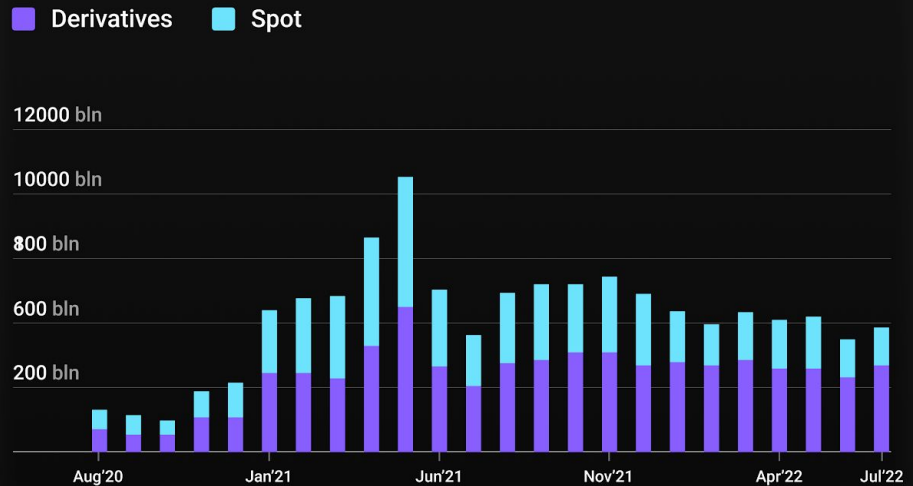
Trend 6. Crypto Spot VS Derivatives

Derivates have been gaining more and more attention. Largely thanks to development of perpetual futures

Now futures amount to **over 70% of all crypto trading**

Specifically Ethereum futures volume is **12 higher** compare to spot

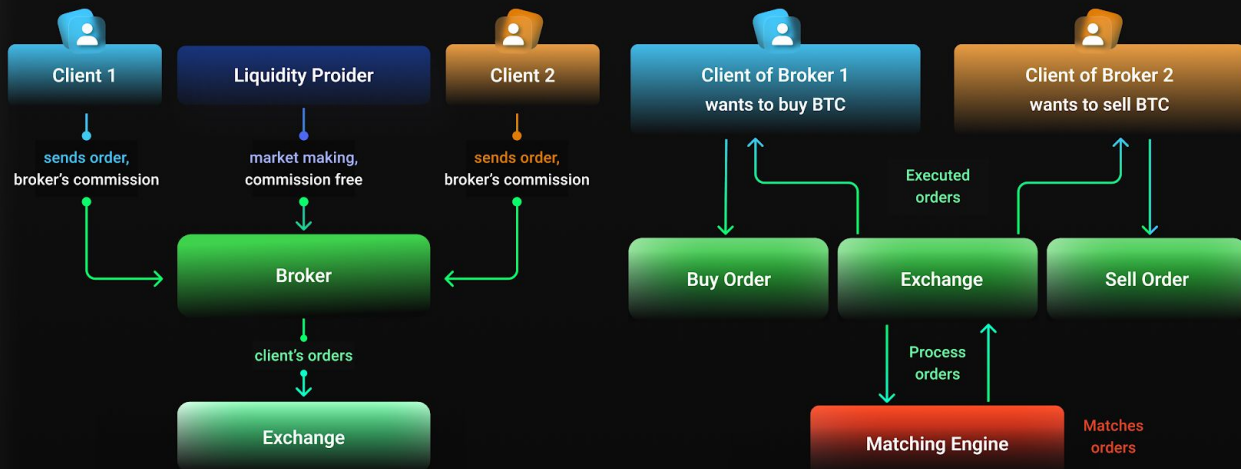
Monthly Spot vs Derivatives Volume



Trend 7. Influence of a regulation on crypto business models

Broker | Process client's orders
| Revenue as commissions per client

Exchange | Ensure proper order matching
| No market exposure



1 Crypto exchange and crypto broker distinction

- | Exchange provides matching engine and ensures trades
- | Broker process client's orders to the exchange

2 All orders should be collateralized

3 All liquidity should be provided by counterparties

4 Illegal activity such as wash trading, frontrunning will be punished as in existed exchanges

Trend 8. Diversification of Businesses. Ecosystems

Crypto Wallet

Cryptoprocessing WL

WL B2Bin PAY

Crypto & FX broker

B2Trader + B2Core

Crypto exchange

B2Trader

Copytrading

B2Copy

Liquidity hub

MarksMan

1. Customer always would prefer one-stop-shop



Apple revenue

42 bln
2009

390 bln
2021

2. You can utilize multiplicative effect & grow your business much faster

If you are only FX broker you need also to start several more brands connected into one system.

- | FX broker starts crypto
- | Exchange starts payment
- | Payment starts exchange

We will help you

3. Use your service providers. It is impossible to develop everything by your own

Trend 9. Regulation

Wide acceptance of crypto payments, banks will work with crypto companies.
Crypto officially becomes part of financial industry

US

Responsible Financial
Innovations
Lummis-Gillibrand Bill

Introduced to the
Congress

- The Bill proposes the division of oversight authority between the SEC and the CFTC.
- Regulation for stablecoins, liquid tokens etc.
- Fit and proper of the shareholders directors.
- License regime established.

EU

Markets in Crypto-assets
(MiCA)

Approved by EU Counsel.
Will be in force from 2024

- National license will give the opportunity to work for all EU
- Regulatory refuge for issuers, and CASP
- Financial and other requirements.

UAE,
Dubai

Law No. (4) of 2022
Regulating Virtual Assets
in the Emirate of Dubai

Came into force on 28th
of February, 2022

- Establishes the Dubai Virtual Asset Regulatory Authority (VARA) as the main regulatory body.
- Describes the main functions and objectives of VARA.
- Sets out the activities that require VARA's authorization to be carried out.
- Describes scenarios in which VARA could suspend its authorization.

UK

Financial Services and
Markets Bill

Committee stage (House
of the Commons)

- Defines the meaning of Digital Settlement Asset (DSA) and DSA provider.
- It sets out the criteria for the recognition of Digital Settlement Asset providers by the Treasury.
- It sets out the Service provider rules.
- It contains provision about Treasury powers to make recommendations in connection with recognised payment systems that include arrangements using digital settlement assets, and recognised DSA service providers.

Trend 10. European Dora requirements

1. Along with Mica EU will implement Digital operational resilience for the financial sector

2. Who fall under the scope of dora: banks, EMI, investment firms (including brokerage firms), trade repositories and almost all market participants

3. Core aim - the ability of a financial entity to build, assure & review its operational integrity

from a technological perspective by ensuring, either directly or indirectly, through the use of services of ICT third-party providers, the full range of ICT-related capabilities needed to address the security of the network and information systems which a financial entity makes use of, and which support the continued provision of financial services and their quality.

4. If you are only FX broker you need also to start several more brands connected into one system.

Polices and procedures ensuring business continuity, disaster recovery and ICT management

Continuous monitoring and threads assessment

Resilient infrustructure


Incident management and reporting

Stress testing, cyber attacks emulating

Third party management

External and internal audit

! EU introduced Dora act. **The same approach already implemented in US and major jurisdictions**

!  **Service Providers, including B2Broker, will be working in accordance with these requirements**

B2Broker.com

In-House Development SAAS Technology Systems



- Trader's Room & CRM
- Client's Portal
- Back Office



- Affiliate System
- Introducing Brokers Software
- Module of Partnerships Program



iOS & Android

- For B2Core & B2Core IB
- For B2BinPay
- For B2Trader



Spot Exchange Trading Platform

- Matching Engine
- Pure Order Book
- Trading API



Money Management Platform

- Copy Trading
- PAMM & MAM
- Social Trading



Liquidity Hub

- Bridge to Spot Exchange
- Bridge to Perpetual Futures



since 2014

11 Offices

Dubai Limassol London Mauritius
Tbilisi Hong-Kong Tallinn and others

7
licenses

350+
employees

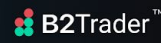
24/7
support

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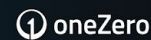
White Label Trading Platforms. BAAS (Broker as a Service)



MetaTrader 4/5



Liquidity Hubs



B2Prime.com

Prime of Prime Multi-Asset Liquidity



- FOREX
- Indices
- Metals
- Commodities
- Crypto CFD

Regulation: CYSEC (Cyprus, EU), FSC (Mauritius)

Digital Assets Processing



Digital Assets Processing

- Merchants
- Blockchain Infrastructure
- Enterprise
- Custody Service
- Wallets

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Regulation:
FIU (Estonia)

Digital Assets Exchange



- Corporate Clients
- Professional Clients
- Institutional Clients
- USD, EUR, GBP Settlement

B2BX.exchange

Regulation:
FIU (Estonia, EU)

Venture Capital Fund



- Startups (IT & Digital assets)
- M&A Market

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Digital Banking Services



- Virtual IBANs
- Business Accounts
- Payment in Open Banking Environment

Eqwire.com

Regulation:
FCA (UK) AEMI License



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Thank you!

We are here to help you grow your business



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