

New Trends in the FX and Crypto Industries

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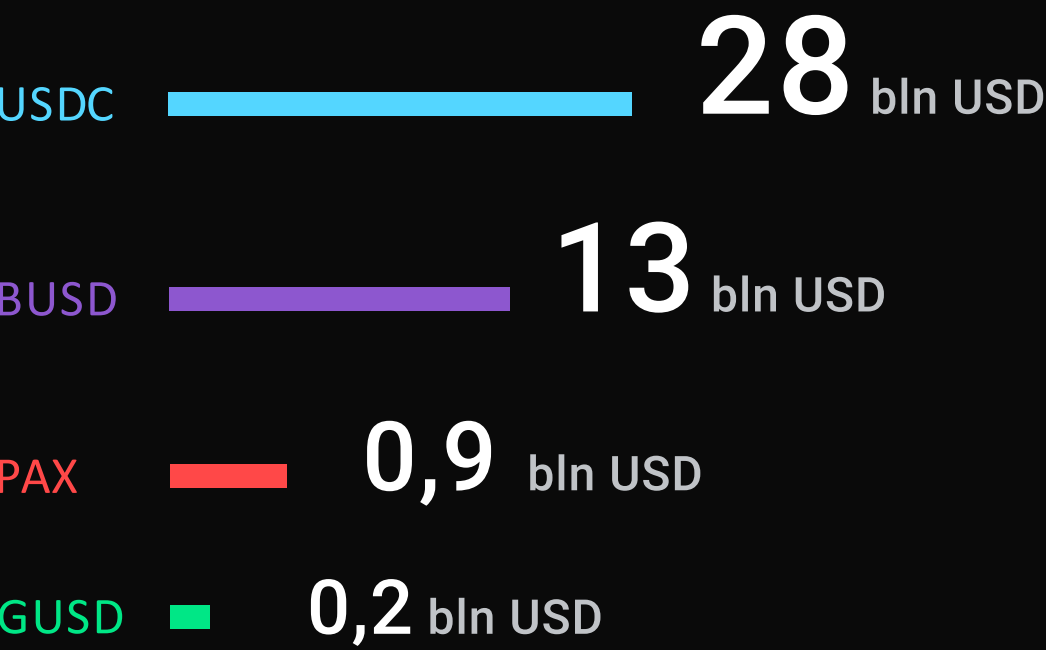
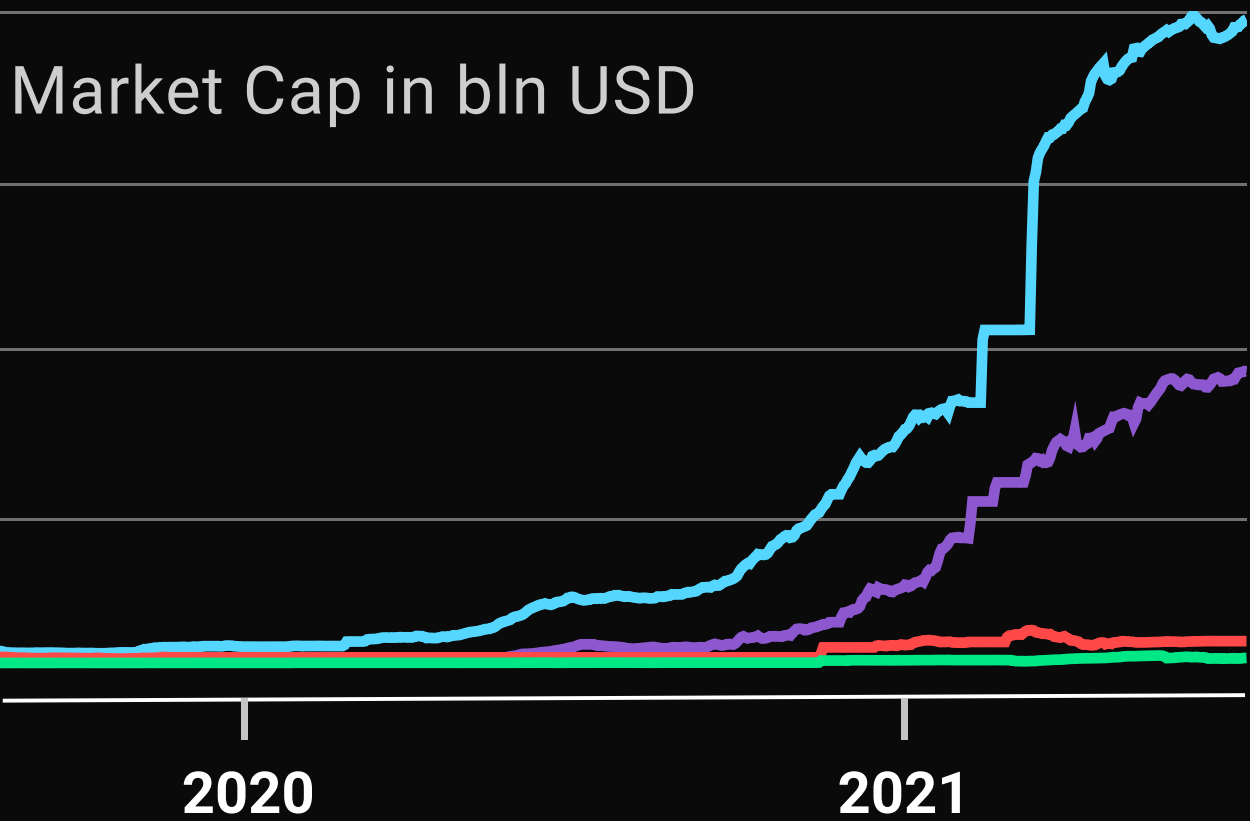
Trend 1. New Types of Crypto Liquidity

	Spot	CFD	Perpetual
Commissions	High	Varies	Low
Extra rollover charges for carrying position over time	None unless margin spot trading is used	Swap rates every day. Almost always negative for a trader	Funding rate changes multiple times a day. Often it is positive for a trader
Price discovery process	True supply and demand fluctuations	Linked directly to base asset	Convergence to spot via funding rate mechanism
Liquidity	Medium	High	High
Leverage	Some exchanges allow margin spot trading but it is costly	Yes	Yes
Can be traded along other asset types on one account	No	Yes	Yes

Trend 2. Stablecoins Growth as of 20 September

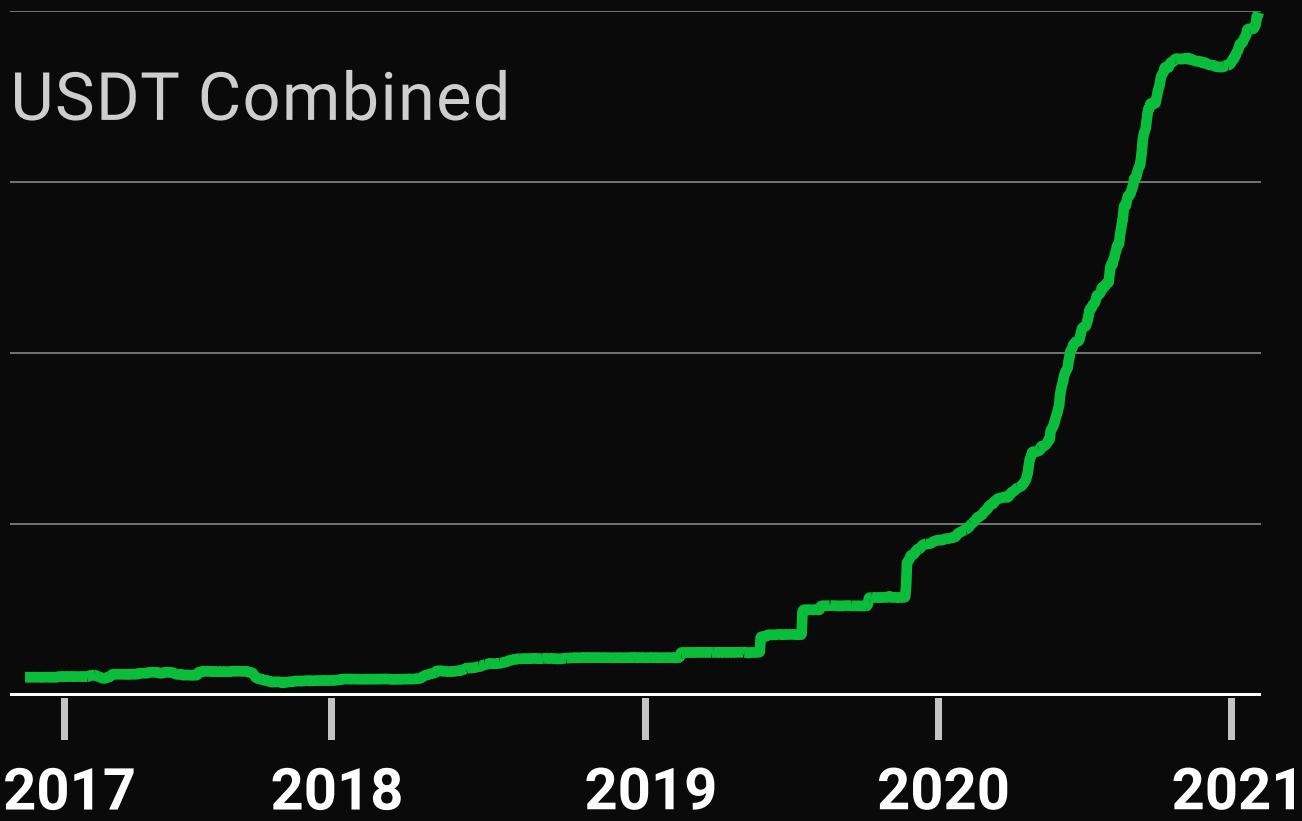
Regulated

Regularly audited by governing agencies



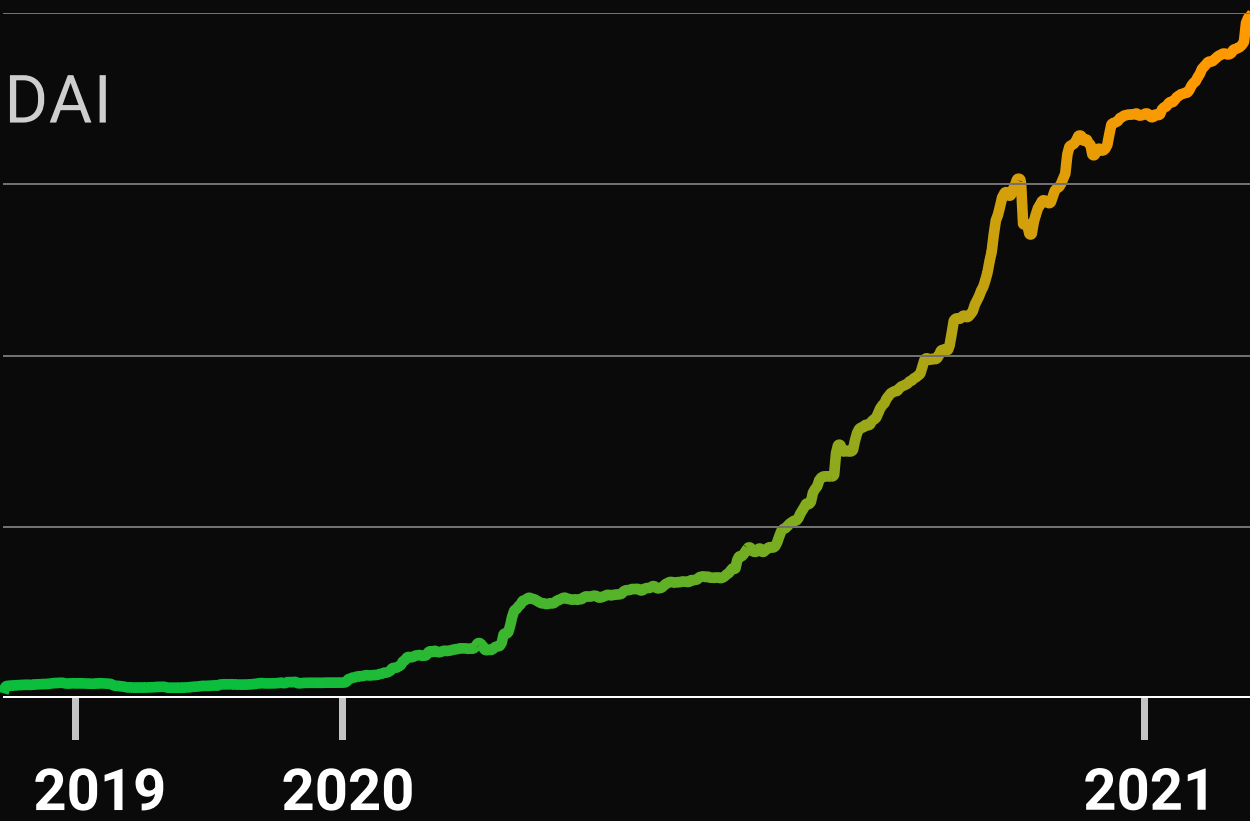
Unregulated

There is no regular audit conducted by independent party








Decentralized

Safety is secured by the fact that the data on existing collateral is stored on blockchain and anyone can validate it



Trend 3. Blockchains evolution

 Solana	 ETH 2.0	 Polkadot
<div><div>Proof of History</div><div>Parallel smart contracts execution</div></div>	<div><div>Proof-of-stake instead of proof-of-work. Staking is life now</div><div>Rollups - 'layer 2' feature</div><div>More scaleable, secure and fast</div></div>	<div><div>Cross-blockchain transfers of money or any type of data</div><div>DOT/USD raised from 4.5\$ to 30\$ during last year</div><div>Blockchain building framework</div><div>Backed by Web3 Foundation</div></div>
<div><div>700,000</div><div>transactions per second</div></div>	<div><div>100,000</div><div>transactions per second</div></div>	<div><div>150,000</div><div>transactions per second</div></div>
<div><div>0.0003 \$</div><div>transaction cost</div></div>	<div><div>1 \$</div><div>transaction cost</div></div>	<div><div>1 \$</div><div>transaction cost</div></div>
<div><div>Bitcoin</div><div><div>5</div><div>transactions per second</div></div><div><div>8 \$</div><div>transaction cost</div></div></div> <div><div>ETH 1.0</div><div><div>30</div><div>transactions per second</div></div><div><div>10 \$</div><div>transaction cost</div></div></div>		

Trend 4. Evolution of Crypto Market and CBDC



20 September 2021

2,4 trl \$

May 2013

1,6 bln \$

Market Cap grew x **1500** times in **8** years

2021: El Salvador starts to use Bitcoin as an official currency

EU Regulation on Markets in Crypto Assets (MiCA)

Central banks are in the process of implementation of the CBDC projects

Huge hedge funds and institutional investors start to invest in Crypto

CBDC

Centralized tokens on centralized blockchains

VS

Stable coins

Centralized tokens on decentralized blockchains

Any transaction can be blocked and wallet can be freezed

Trend 5. DeFi platforms

Key idea: **Being able to engage in most financial operations without help from third parties ***

Blockchain and smart contracts are used to make this idea work

Staking is an important part of DeFi. User needs to “lock” his tokens in smart contract to become part of validation system

Main forms of DeFi include:

Lending, Derivatives, Dexes, Assets, and Payments

Lending: facilitate trading by allowing borrowing/lending of crypto

Assets: alternative ways to invest into crypto assets.

Derivatives: ability to trade synthetics in decentralized manner

Payments: DeFi based protocols for transactions. Many projects are based on off-chain transactions

Dexes: exchanges based on peer-to-peer transactions

* Same idea on traditional markets called desintermediation



AAVE



Synthetix



Balancer



Wrapped
Bitcoin



Lightning
Network

\$ 800

DeFi Pulse Index

\$ 600

\$ 400

\$ 200

0

1 Nov, 2020

1 Jan 2021

1 Mar 2021

1 May 2021

1 July 2021

DeFi Pulse token tracks dynamics of value of top DeFi platforms based on their Market Capitalization

Includes top DeFi platforms like Uniswap and Balancer


Staking


Proof of Stake type staking


Tokens are locked in smart contract to help validate transactions


Rewards are payment for validating transactions


Not risk free (volatility of staked token, liquidity, theft and more)



Cardano



Algorand



Tezos



Celo



MINA

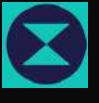

PAC Protocol



BitShares


LTO Network


PIVX


Particl


Oxen


Vega Protocol

and more (68 in total)

Earned interest varies greatly.

For stablecoins it is more or less stable and ranges in **4-10%**

DeFi staking

Objectively it can hardly be called staking

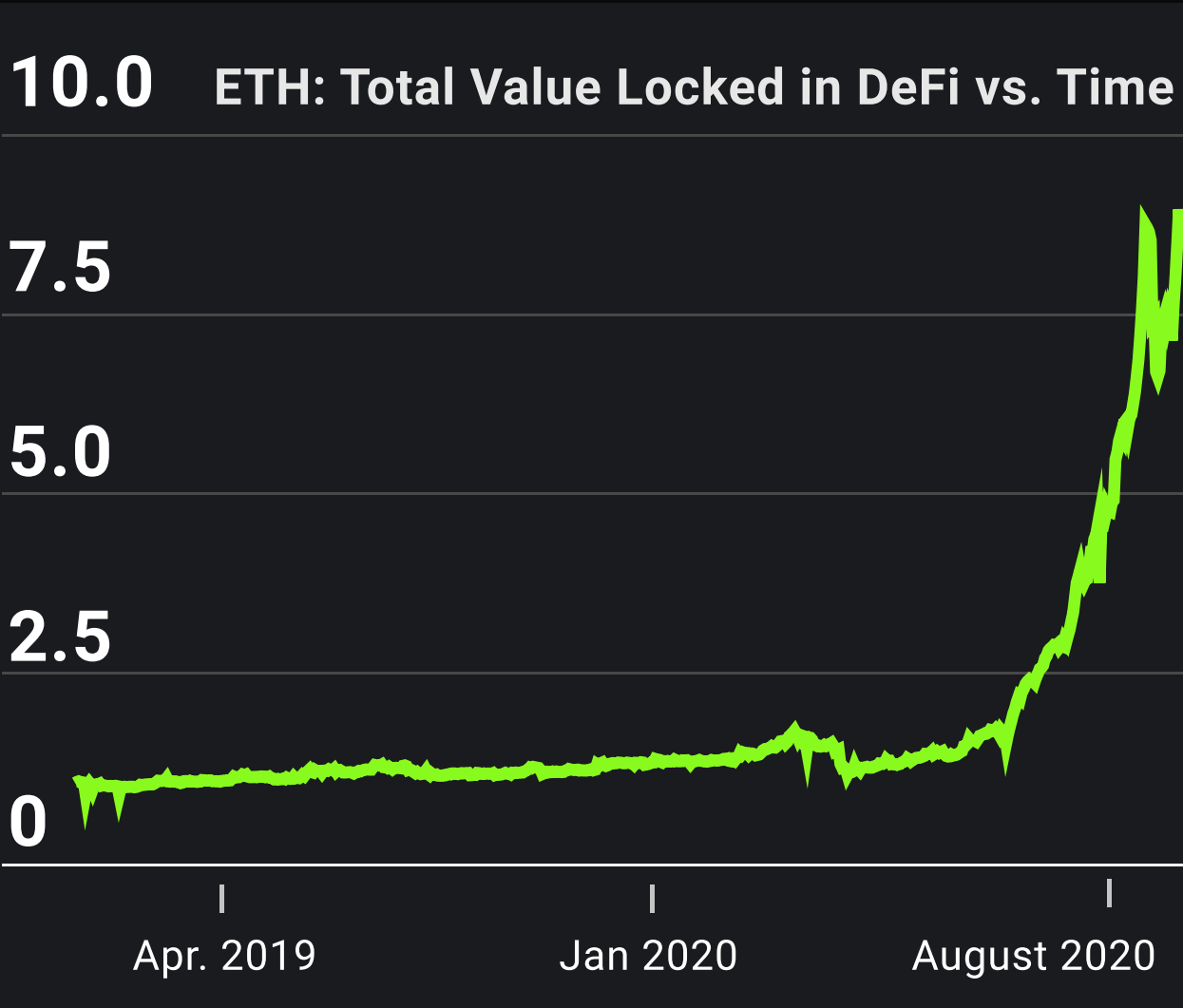
Tokens are locked within DeFi platform and can be used in various ways

Rewards are linked to the way coin is used on each platform

A lot of coins can be staked this way including stablecoins

All individual platform related risks are present

Lending is a popular type



Lending platforms

A popular way to earn interest on crypto

Rewards are payment for lending your crypto to another user

The global idea of such platforms is to facilitate trading

Lent crypto can't really be used to invest into projects. Speculative interest mainly

Platform risks are included on top of asset volatility and theft risk

Popular platforms



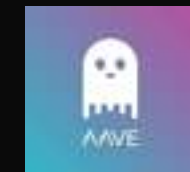
Venus



Strike Finance



Compound



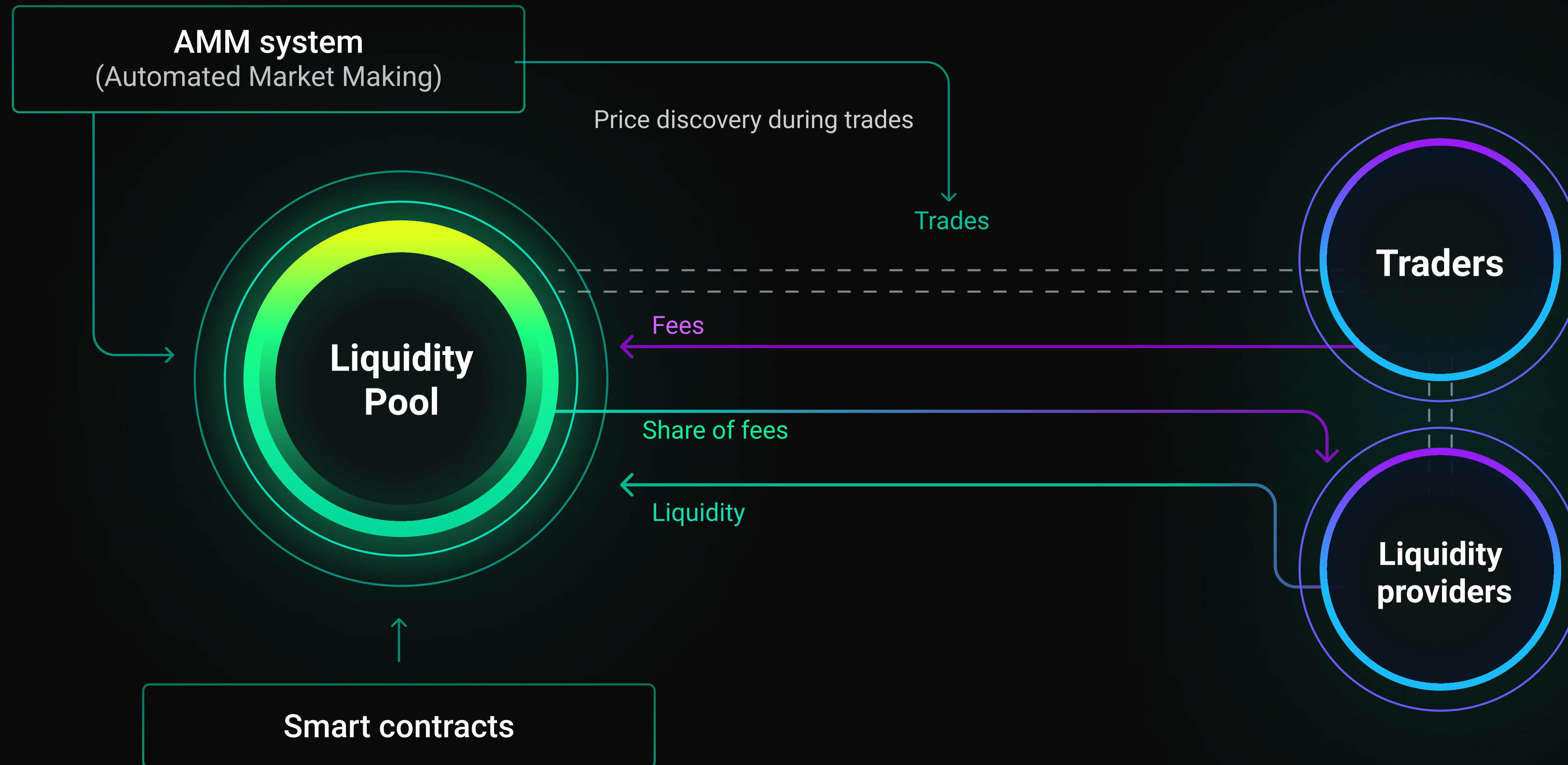
Aave

USDT Debt Outstanding, \$



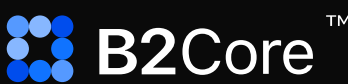
Over **1.7 bln** USDT are currently lent on **ETH based platforms**

Decentralized exchange as an example of DeFi mechanisms in place

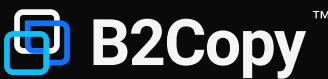


Trend 6. Ecosystems B2Broker's case

Technology



Trader's Room, Back Office
RCRM, Client's Portal



Money Management
Platform

White Lable MT 4/5

Complete brokerage
infrastructure

Liquidity



Multi-Asset Prime of Prime
Liquidity Provider



Prime Securities broker
Coming soon



Matching Engine for
Spot Crypto Exchanges



Spot Liquidity Hub



Digital asset exchange
platform

Payment



CryptoCurrency Payment
Provider for Merchants
& Enterprise Clients



Digital Online Bank



Banking solutions

Marketing



Design agency and
Video Production

M&A



Venture capital fund

BAAS



Brokerage and exchange
as a service

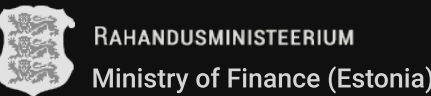
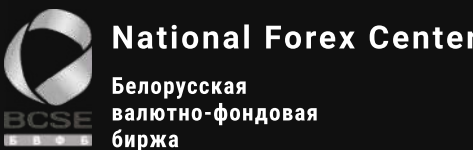
Licenses



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Fully Authorised Provider
of a Virtual Currency Service

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Limassol Moscow Minsk


St. Petersburg Kiev Tallin

Employees

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