

The right risk

The institutional investor perspective

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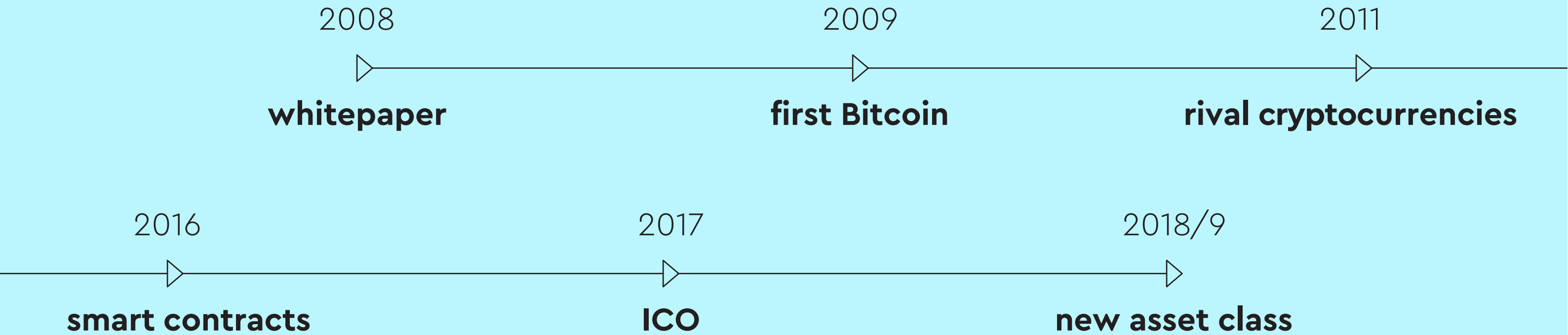
Chief Product and Marketing Officer

Koine

From crash to crypto

The problem child of a troubled
financial decade





- Exponential growth
- Massive volatility
- A retail market

Institutions put their toes into the digital water



Institutional Investors Are Using Back Door for Crypto Buys

By Olga Kharif
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Hedge funds, miners shift sales to over-the-counter trading
Transactions run counter to peer-to-peer crypto history

INSTITUTIONAL INVESTORS ARE BECOMING MORE INVOLVED IN THE \$220 BILLION CRYPTOCURRENCY MARKET THAN MANY OBSERVERS MAY REALIZE.

Buyers such as hedge funds have replaced high-net-worth individuals as the biggest buyers of large swaths of digital coins worth more than \$100,000 through private transactions, according to Bobby Cho, global head of trading at Cumberland, the Chicago-based cryptocurrency trading unit of DRW Holdings LLC, which handles the over-the-counter purchases.

“Wait until institutional investors embrace crypto” has long been the rallying cry for digital-currency enthusiasts as prices surged and collapsed in the past year amid shifting expectations for regulatory acceptance of the asset class.

DRW HOLDINGS LLC
Private Company

Trading's changed. Your Turn. CREATE ACCOUNT CITYINDEX BY GAIN CAPITAL

76% of retail investor accounts lose money when trading CFDs with this provider. You should consider whether you can afford to take the high risk of losing your money.

- There's an inescapable pull to emerging asset classes
- High volatility can mean attractive returns
- Institutions are having to find best practice workarounds



**This asset class
is not (yet)
institution grade**

		FIAT	CRYPTO
PEACE OF MIND	Regulation	✓	X
	Governance	✓	X
	Security of assets	✓	X
	Security of settlement	✓	X
MARKET VIABILITY	Liquidity	✓	X

Regulation, regulation, regulation

Investor protection • Stability
Rule of law



The oversight oversight

Governance • Audit • Risk • Transparency



Being certain of settlement certainty

Certainty of counterparty • Certainty of settlement • Certainty of speed

Custody: the weakest link

Segregation of duties • The three rules of custody

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**Liquidity is the
lifeblood of markets**



- Asset prices have to fluctuate – otherwise there's no market

- There are many exchanges; their liquidity differs

- 36% of traders upset with the problem of liquidity on prevailing exchanges*

Introducing

lioine

Koine combine traditional
financial discipline and rigour
with digital agility



Institutional grade custody and settlement for fiat and digital assets



Suitable for high frequency trading across multiple marketplaces



Unparalleled speed

The right risk...

The right risk...

...is no risk*

*apart from the trading risk you choose to take

- Managing out the risk of digital asset custody

- Maximising client protection from counterparty, settlement and insolvency risks

- Conforming to the highest standards in KYC and AML

- Banking grade governance model, full transparency

**Symbiotic partnerships,
driving liquidity**

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Thank you

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