

# GMEX Group Limited



## MultiHub FAQs



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## General, Customer and Partner FAQs

### General FAQs

1. Q: What GMEX partners were leveraged to build the GMEX Digital MultiHub (GMEX MultiHub) solution?  
A: GMEX collaborated with Amazon Web Services (AWS) and combined its expertise with DXC Luxoft as a technology partner to launch GMEX MultiHub.
2. Q: Who are the launch participants?  
A: GCEX, Trustology, SECDEX and Arabian Bourse with others being added.
3. Q: How is AWS enabling the GMEX MultiHub?  
A: The GMEX MultiHub is powered by AWS core ledger technology and is cloud enabled on AWS as microservices, facilitating accelerated digital asset trading, clearing and settlement between participants with transaction immutability and integrity.
4. Q: What are current challenges for traditional and digital asset markets?  
A: **Traditional (non-digital) Asset Markets:**
  - Are siloed, cumbersome, slow and expensive;
  - Have legacy market infrastructure with limited scope and inflexible protocols leading to a longer time (and cost) to market;
  - Have centralized ownership, and control is maintained by large inflexible geo-specific players;
  - Have settlement inefficiency with T+2 as standard; and
  - Lack the strategy and IP to embrace a hybrid (traditional + digital) model.**Digital Asset Markets:**
  - Have a plethora of players, however there is often single product or ring-fenced API connectivity that simply replicates the traditional silos;
  - Have no standard approach for interoperability between platforms, creating issues such as lack of digital asset inventory portability and system security risk;
  - Exhibit performance issues due to lack of system and regulatory risk controls and have poor customer service;
  - Have no utilities to link multiple trading venues and post trade settlement; and
  - Are restricted by global fractionalized funding across 100s of venues and products, inhibiting trading and post trade settlement scalability with in-built regulatory compliance and tax efficiency.
5. Q: What are the detailed key benefits that GMEX MultiHub delivers to market participants?  
A: **Simplification for access and time-to-market**



- Accelerate multi-custody access approach for digital assets (e.g. Triparty)
- Traditional custody benefits for pledging and settlement
- Post-trade services for digital funding and lending

#### **Scalable pricing and digital transition**

- Economies of scale ensure that as transaction volumes increase, the corresponding price per transaction decreases. Transition 'legacy stack' to digital + traditional asset (e.g. FX)
- Consolidated Market Data
- Set up costs are efficient by joining an established digital market infrastructure platform with integration points vs. a full stack development
- Allows for 'test-launch-pivot' product offerings

#### **Control and governance for Digital**

- Core Ledger allows the single view for assets and positions (NAV) management across multiple venues
- Treasury management such as intra-day funding pledges and credit allocation
- Asset management with real-time credit checking, netting and settlement and reuse of assets - traditional vs. digital

#### **Market-Marking / Widened product offerings**

- Offer digital-only products (e.g. Atomic swaps)
- Pluggable lending and prime broker opportunities for liquidity
- Removes the requirements for prefunding position keeping
- Total portfolio or segmented limit and position management
- Less slippage with consolidated order book

#### **Extended and Efficient Connectivity**

- Multi trading venue, broker and digital custodian access via a single interface
- Cloud-native with rapid load balance
- Limit management (portfolio level across traditional and digital)
- Client/ multi-broker connectivity allows clients to select custodian as the cross-settlement agent (traditional and digital)

### **Customer FAQs**

1. Q: How do I make my first purchase?

A: You can make your first purchase by contacting the GMEX MultiHub team at [info@gmex-group.com](mailto:info@gmex-group.com) to sign up and create an account. Once your account is created, you must go through a KYC check and when this check returns you will be asked to provide wire transfer details, or your wallet address, on one of the supported digital asset platforms. After these details are entered, your account is automatically enabled to purchase. The GMEX



MultiHub platform will be pre-integrated with the top industry digital trading exchanges, so if your organization leverages one of these then purchases can be subsequently automated.

2. Q: Are there any fees?

A: There are initial and ongoing subscription and per-transaction fees, information on which can be provided on request.

3. Q: How do I know what type of digital assets I am purchasing?

A: Each asset that is listed for sale comes with production metadata that is cryptographically protected, utilizing the immutability offered by AWS.

4. Q: Can I purchase and then simply hold the digital asset?

A: Yes, digital assets can be held in any of the approved digital custodians on GMEX MultiHub.

5. Q: Can I sell the digital assets that I hold?

A: Yes, assets can be sold via the approved trading venues on GMEX MultiHub.

6. Q: Why is GMEX MultiHub launching now?

A: Digital (Crypto) Assets are becoming a core foundation in Capital Markets, with major players making significant investment and regulations being rolled out globally to support them. There is strong client demand for the full spectrum of digital and hybrid services, however interoperability and time to market remain a challenge. Digital MultiHub has been built to address these challenges as a 'multi-asset network of networks service'.

7. Q: Which types of customers is Digital MultiHub relevant for?

A. Digital MultiHub is relevant for multiple B2B financial participants (exchanges/ trading venues, banks, brokers, market makers, asset managers, FinTech vendors, custodians, asset servicing and post trade providers), and enables them to gain access to well-regulated tokenized digital assets and market infrastructure, delivered through a Platform-as-a-Service (PaaS) microservices distribution-model.

8. Q: What use cases does GMEX MultiHub support?

A: There are three major use cases that the MultiHub can support for Banks and Custodians:

1. Triparty services for digital via the MultiHub connectivity
2. Collateral for digital vs. traditional on one platform
3. Digital and traditional credit checking, netting and settlement on the same network

A: For the Buy and Sell side we will offer the following:

1. Multi-funding and collateralization connectivity
2. Ability to access and offer digital products and subsequently harness Atomic Swaps



### 3. Best Ex (GBBO) across Digital Products and multiple venues

9. Q: How can I access GMEX MultiHub?

A: The offering is available in GMEX UAT and will be available on AWS Marketplace (an online software store that helps customers find, buy, and immediately start using the software and services that run on AWS) through a single connectivity point, negating the need to integrate across venues. It will support SWIFT, MQ, FIX and Rest API from the MVP. The core ledger is AWS technology.

10. Q: How does GMEX MultiHub help you comply with regulations and reporting?

A: In addition to providing increased access to tokenized digital assets globally, GMEX MultiHub also provides investors with the necessary reporting and compliance regime to ensure adherence to regulatory requirements in supported regions. Leveraging immutable core ledger technology to automate accountability and compliance verification across multiple regions streamlines audit and financial digital forensics processes, consistently maintaining the highest levels of transaction efficacy.

## Partner FAQs

1. Q: Is there an ISV or VAR program?

A: Programs are in place for both ISV's and VAR's and can be accessed by contacting GMEX at [info@gmex-group.com](mailto:info@gmex-group.com)

2. Q: What benefits are there to becoming a GMEX MultiHub partner?

A: The GMEX MultiHub program offers a range of benefits from simple marketing support for your solution to full Go-To-Market (GTM) and co-branding support, in addition to activity generation across the MultiHub.

3. Q: How does GMEX MultiHub collaborate to create a network of networks?

A: Exchange 4.0 is not just about the exchanges themselves interconnecting. It can be seen as a cloud based, blockchain enabled construct to interconnect multiple industry participants – digital asset exchanges/trading venues, banks, brokers, asset managers, asset service providers, custodians, other post trade providers and FinTech service vendors – to facilitate greater asset portability with more efficient trading, clearing and settlement. The exchange becomes a bidirectional network effect of products and services between all these participants for mutual benefit, thus eradicating the age-old exchange silos.

4. Q: What is fuelling the demand for what GMEX MultiHub is providing?

A: There is an exponential growth in the digital assets market, with considerable institutional interest from the likes of Microstrategy, Mass Mutual, Ruffer, Fidelity, Tesla, etc.:



- Fidelity Digital Assets (Sep 2021) – [surveyed nearly 800 institutions](#) in the US and Europe, and found that a third of big institutions own crypto assets and 84% of US and European institutional investors are interested in purchasing institutional investment products that hold digital assets.
- Deloitte Blockchain [Survey](#) (2020) – surveyed a sample of 1,488 senior executives across 14 countries and found 83% of the survey respondents believed digital assets would serve as an alternative or outright replacement for fiat currency in 5-10 years.
- There is increasing demand from leading institutions to embrace the digitization of trading and custody, and an opportunity to not only technically enable such players but also to run a platform for them as a full service, for-profit, utility solution. This will accelerate their take-up of digital assets, cost-effectively driving their economics with exponential gains as more venues are onboarded.

For more information, please visit <https://www.gmex-group.com/multihub-digital-market-infrastructure-platform/>