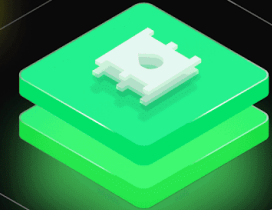
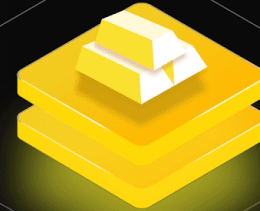


# ABCs of Institutional Margin Liquidity



**John Murillo**

Chief Dealing Officer



[b2broker.com](http://b2broker.com)



[b2binpay.com](http://b2binpay.com)



[b2prime.com](http://b2prime.com)

# Prime Brokerage & Prime of Prime

## FX PB

Access to Tier1/2/3 Banks & Non Bank Participants

Large credit lines

Collateral efficiency

Settling via single entity

## PoP

Offers additional benefits to the above

Lower entry barriers

More flexible credit review

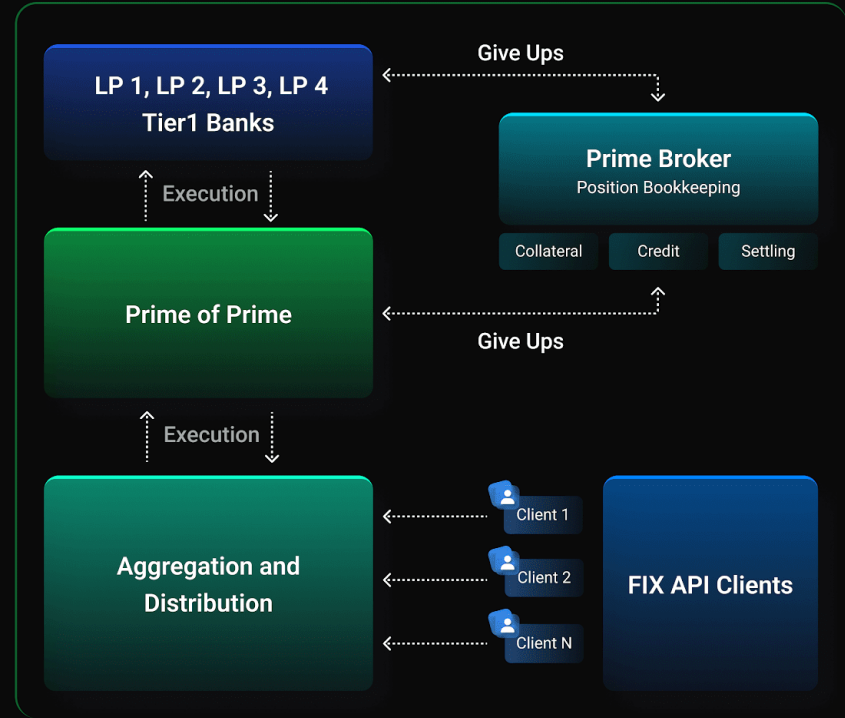
Less capital intense for margin purposes

Bespoke liquidity solution

Aggregated Quote Book

Low margin levels

Outsourcing of legal and treasury activities



# Institutional Prime of Prime Liquidity

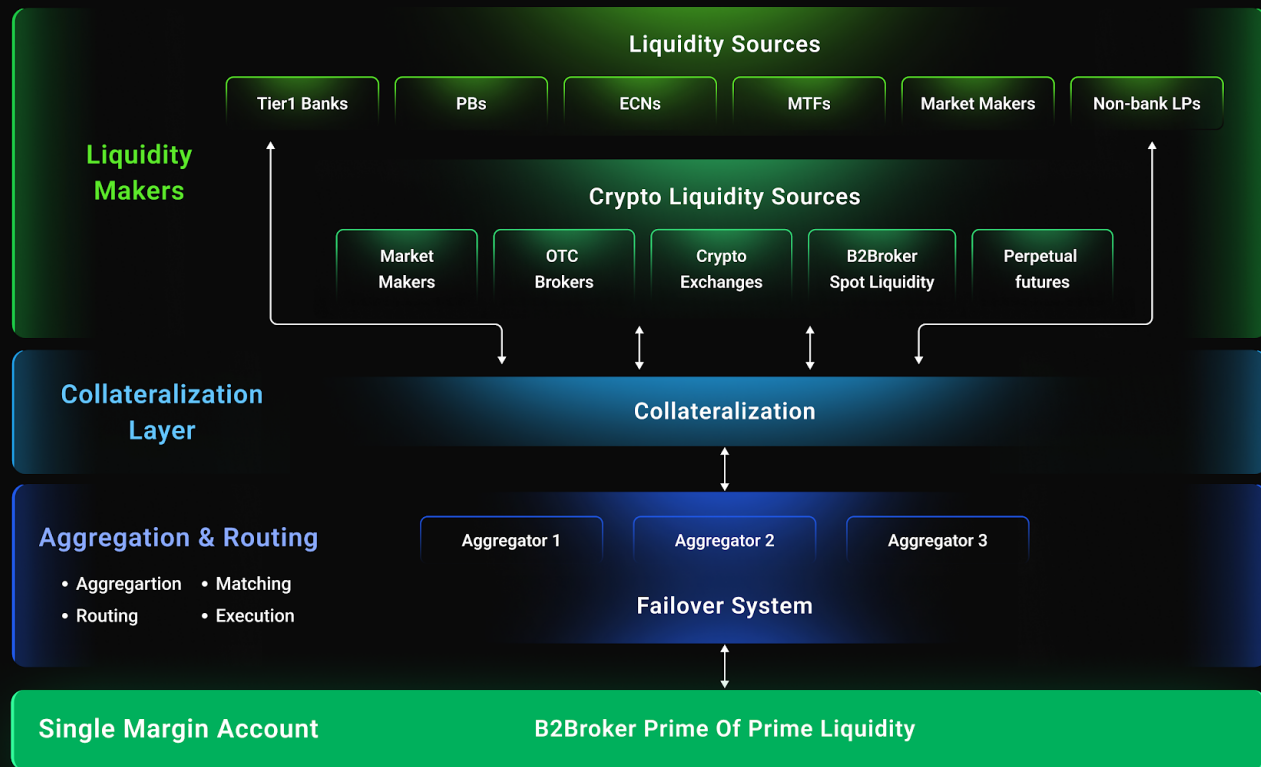
Aggregates multiple LPs

Provides spread compression

Enhances Depth of the Market

Mitigates Market impact on large clip sizes

Decreases counterparty risks



# Aggregated Liquidity (PoP) comparison

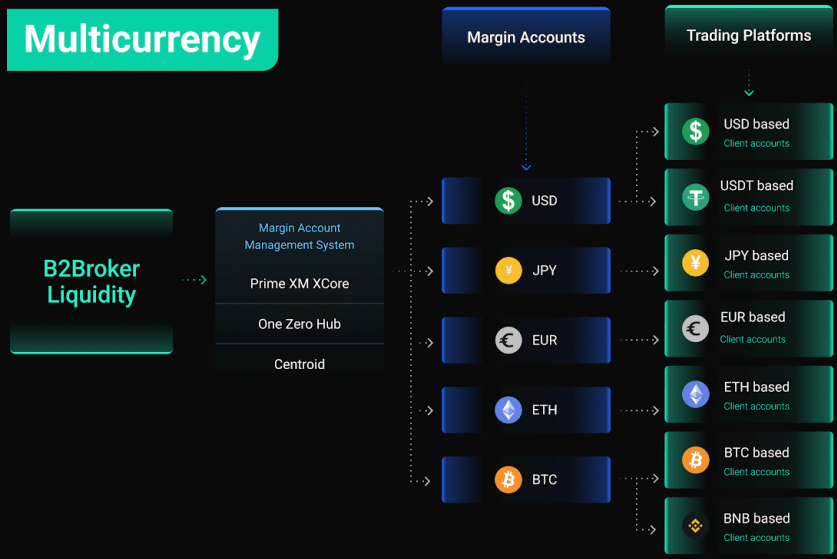
Features	Single LP	Aggregated Liquidity (PoP)	Multiple Bilateral LPs
High Fill Rate	✗	✓	✓
Single margin account model	✓	✓	✗
Simple risk management system	✓	✓	✗
Multiple types of liquidity	✗	✓	✓
Aggregated liquidity in one stream	✗	✓	✓
Full netting system	✓	✓	✗
Single margin requirements	✓	✓	✗
Single commission structure payments	✓	✓	✗
Competitive spreads and volumes	✗	✓	✓
Reliable liquidity stream with multiple backups	✗	✓	✓
Protection against changes in trading conditions	✗	✓	✓
Counterparty risk	HIGH	LOW	MEDIUM

We have solid experience of **working with Tier-1 liquidity providers** and our effectiveness has stood the test of time, proven by multi-billion dollar turnovers.



# Multicurrency vs Single currency denomination

## Multicurrency



VS

## Single currency



**+ Without taking the risk**  
Full diversification for the base currencies of client groups. Ability to work with the same amount of capital without worrying about the volatility of different currencies.

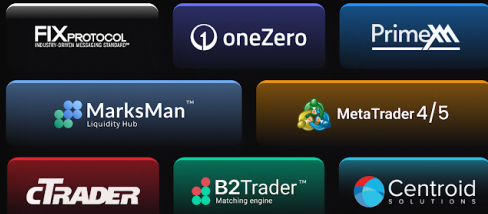
**- Extended risk management**  
Broker must maintain a larger margin balance in his margin accounts, in order to prevent order rejections caused by insufficient capital.

**+ Full Netting Risk Management**  
Brokers will operate in US dollars, therefore their clients' portfolio diversification will lead to risk exposure based on currencies fluctuation.

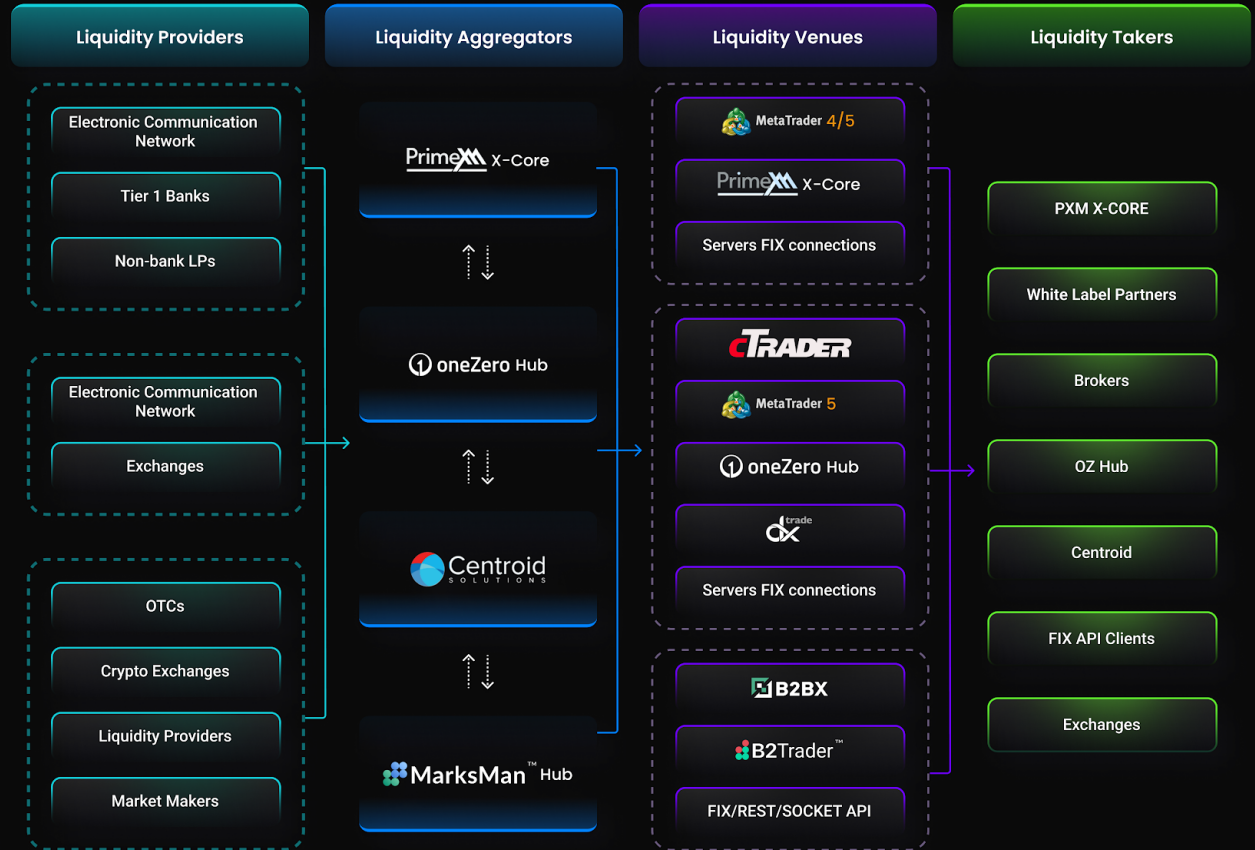
**- Volatility Risk**  
The volatility risk associated with this scheme is minimal when dealing with standard fiat currencies but significantly higher when dealing with cryptocurrencies and other exotic currencies.

# Liquidity Aggregation & Distribution

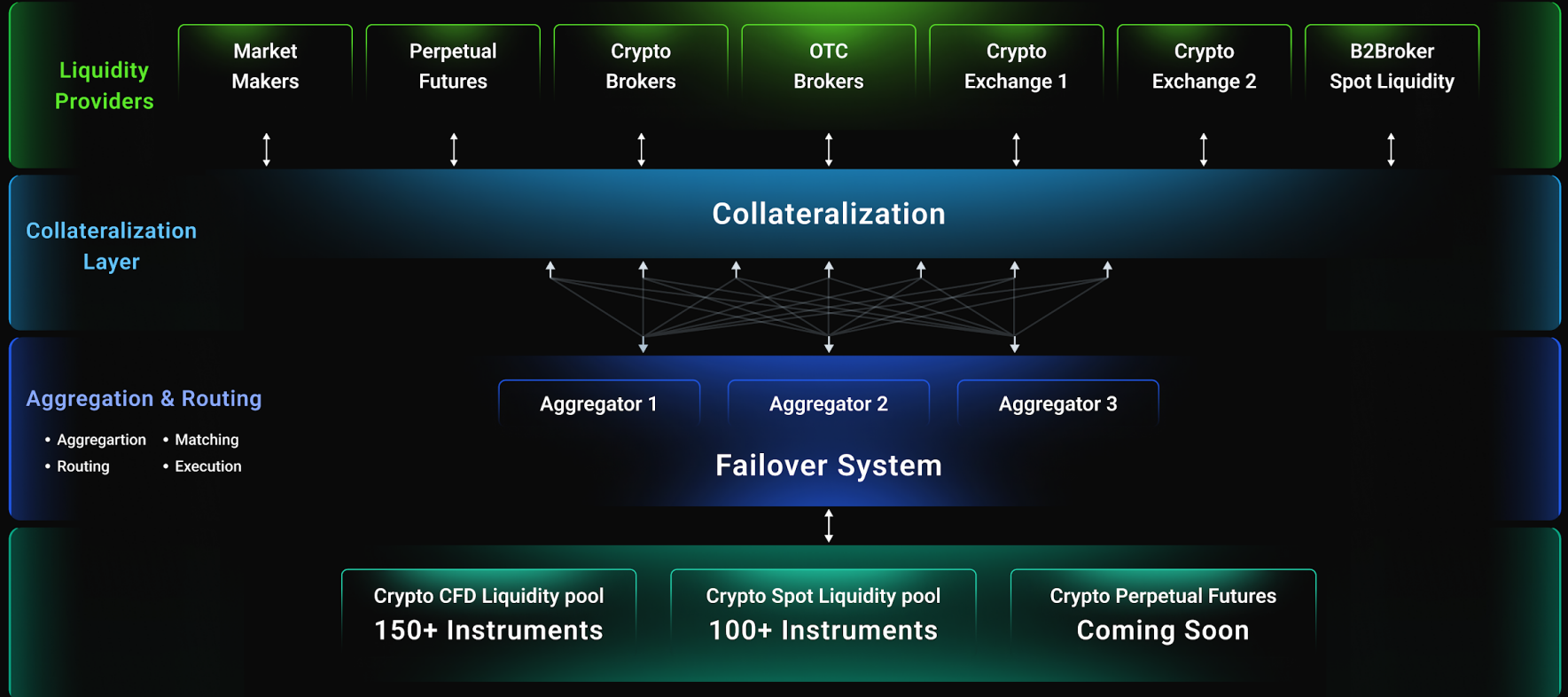
## Core Platforms



## Other Vendors



# Crypto CFD Liquidity



# B2Broker's Business Model

## Agency Model

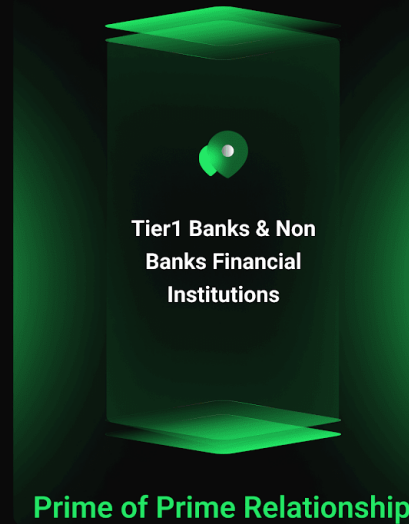
No conflict of interest with the clients (B2B)

Liquidity management team

Focus on building a reputable, sustainable, diversified business

Institutional pricing

## Liquidity Sources




## Aggregation/Distribution

 **B2Broker™**  
Liquidity. Technology.

## Type of Clients

 Prop Desk

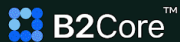
 Broker/Dealers

 Family Offices

 Hedge Funds

B2Broker.com

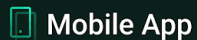
## In-house development SAAS Technology systems



- 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 features

B2Broker.com



## 11 Offices

Dubai Limassol London Mauritius  
Tbilisi Hong-Kong Tallin and others

7 licenses 330+ employees 24/7 support

since 2014

B2Broker.com

## White Label Trading platforms. BAAS (Broker as a Service)



Liquidity Hubs



B2Broker.com

## Venture Capital Fund



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

## Prime of Prime Multi-Asset Liquidity



- FOREX
- Metals
- Indices
- Commodities

B2Prime.com

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

## Digital Banking Services



- Virtual IBANs
- Business accounts
- Payment in open banking environment

Eqwire.com

Regulation:  
FCA (UK) AEMI License

## Digital Assets Processing



Digital Assets Processing

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

B2BinPay.com

Regulation:  
FIU (Estonia)

## Digital Assets Exchange



- Corporate clients
- Institutional clients
- Professional clients
- USD, EUR, GBP settlement

B2BX.exchange

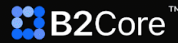
Regulation:  
FIU (Estonia, EU)



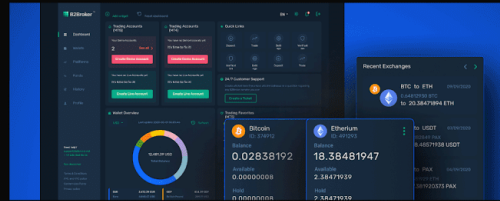
# Solutions for developing your business



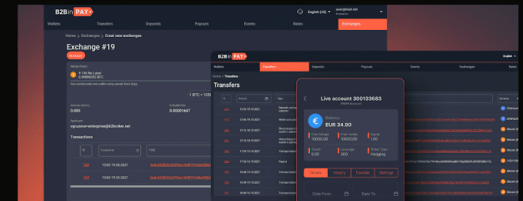
SPOT EXCHANGE TRADING PLATFORM



CLIENTS CABINET, TRADER'S ROOM, CRM, BACK OFFICE



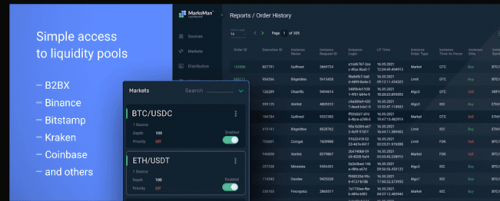
CRYPTOCURRENCY PROCESSING



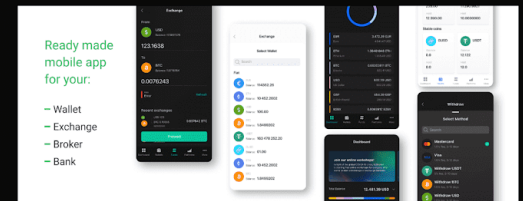
COPY TRADING SOLUTIONS. MONEY MANAGEMENT SOFTWARE



BRIDGE GATEWAY TECHNOLOGY



IOS APPLICATION FOR YOUR BUSINESS







Subscribe to our  
YouTube channel



Join our  
Telegram channel



Configuration by Symbol

Symbol	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	
USDCUSD	5%	5%	0																		
USDCBTC	5%	5%	0	1234																	
USDCETH	5%	5%	777	23																	
USDTUSD	5%	5%	0	0																	
ADAUSD	5.6%	100%	2	36																	
BNBUSD	5%	0%	0	0																	
ETCUSD	100%	80%	0	0																	
ETCUSD	100%	85%	0	0																	
AVRUSD	5%	0%	0	0																	

# Thank you!

We are here to help you grow your business

 **B2Broker**<sup>TM</sup>  
Liquidity. Technology.

[b2broker.com](https://b2broker.com) **Stand №67**

**B2Bin** <sup>TM</sup>  
Digital Assets Processing

[b2binpay.com](https://b2binpay.com) **Stand №101**