



# THE PATH TO DIGITAL – UNLOCKING EFFICIENCY AND AUTOMATION

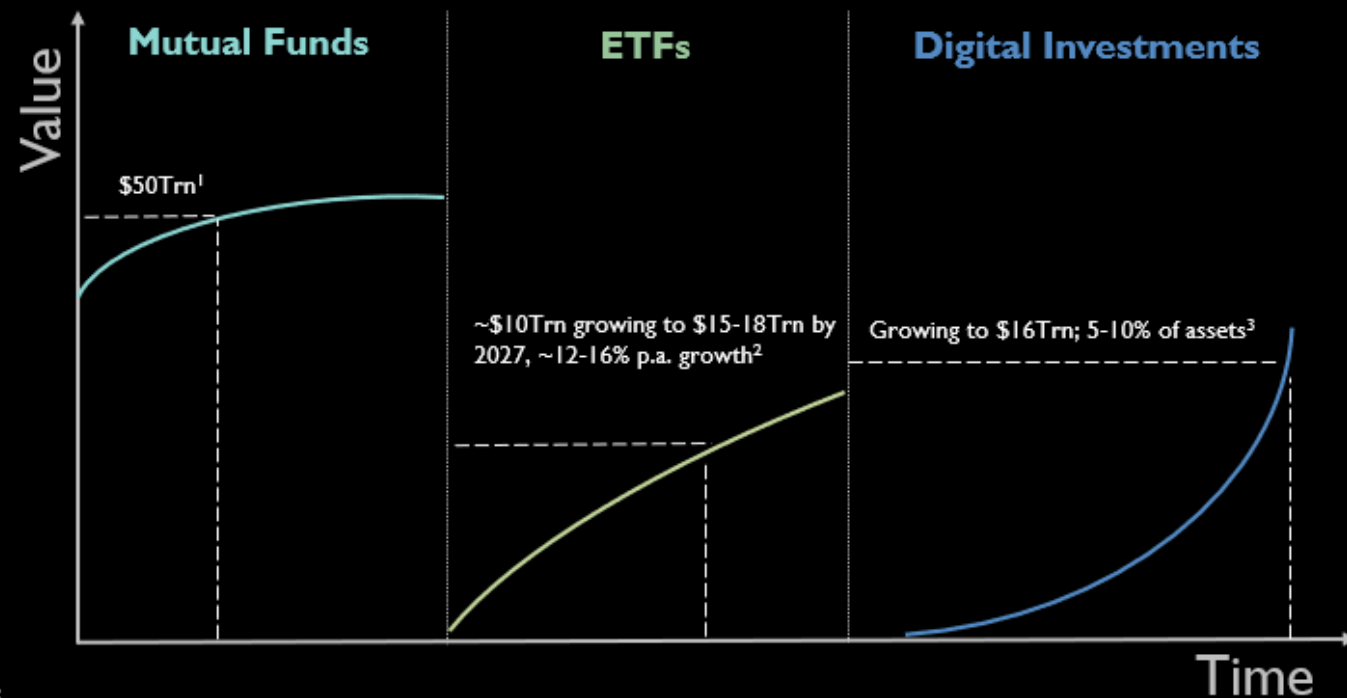
Varun Atre, Chief Product Officer, Calastone

Dave McGuinness, Product Director, Fund Services, Calastone

Michael McNeil, Product Director, Digital Investment, Calastone

# A NATURAL EVOLUTION OF FUNDS IS UNDERWAY

2023 – 2030 Future Horizon View

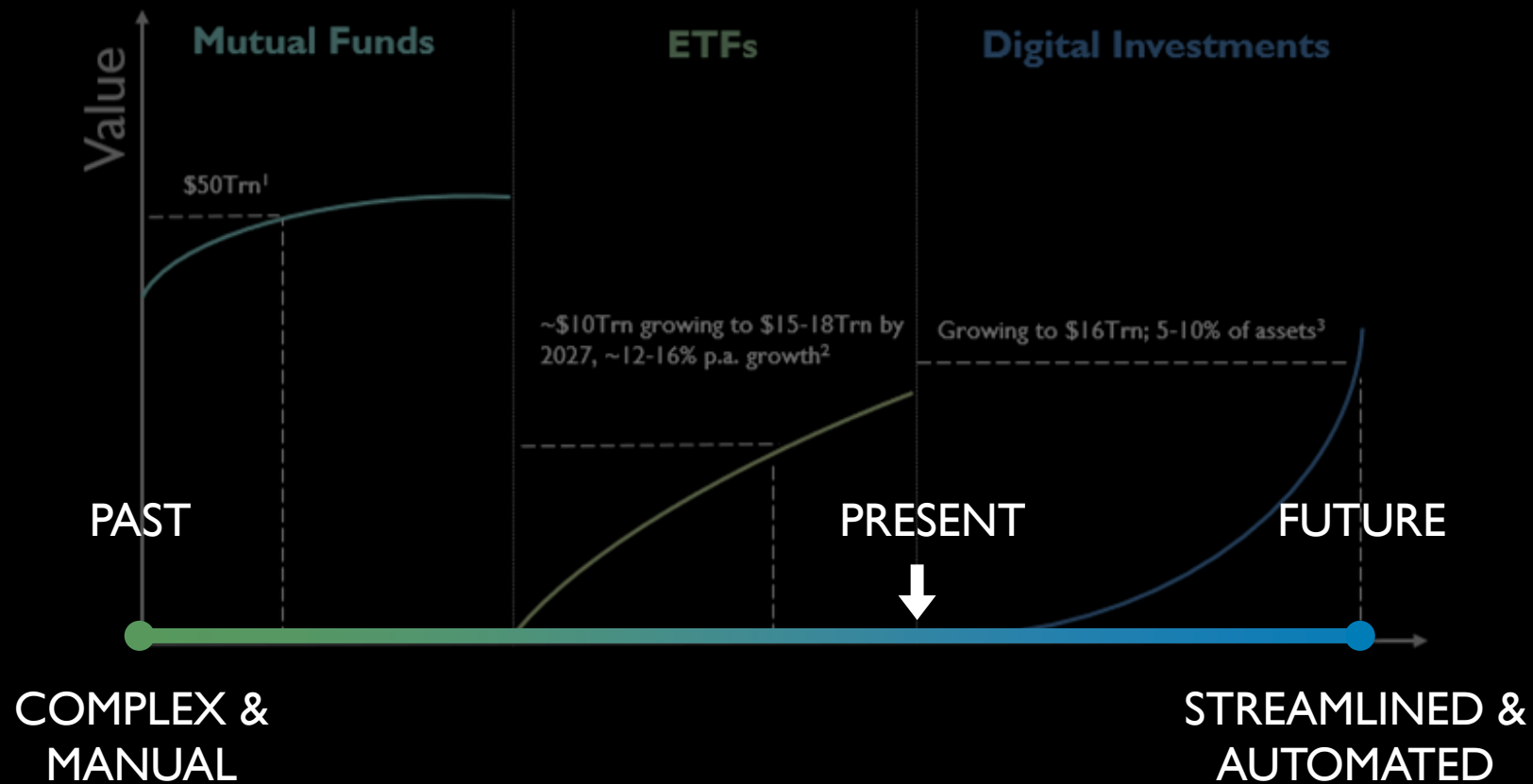


Sources:

1. <https://www.icifactbook.org/>
2. <https://etfgi.com/>; <https://www.pwc.com/gx/en/industries/financial-services/publications/future-of-etf-2027-survey.html>
3. <https://www.bcg.com/publications/2022/relevance-of-on-chain-asset-tokenization>

# A NATURAL EVOLUTION OF FUNDS IS UNDERWAY

2023 – 2030 Future Horizon View



# OUR MISSION

Reduce complexity and drive out risk and cost for all participants, enhancing the industry's ability to deliver greater value to the investor

CAL  STONE

## TRANSACTION & MONEY MARKET SERVICES

ORDER ROUTING  
SETTLEMENTS

## FUND SERVICES

ETF SERVICING  
TA SOLUTIONS

## DIGITAL INVESTMENTS

DIGITAL  
INVESTMENT  
PLATFORM

ISO CERTIFIED FOR  
INFORMATION  
SECURITY AND  
BUSINESS  
CONTINUITY

70+

NPS

RAPID ONBOARDING

CUTTING-EDGE CLOUD INFRASTRUCTURE  
POWERED BY MICROSOFT PARTNERSHIP

PROACTIVE  
MONITORING  
AND ALERTS

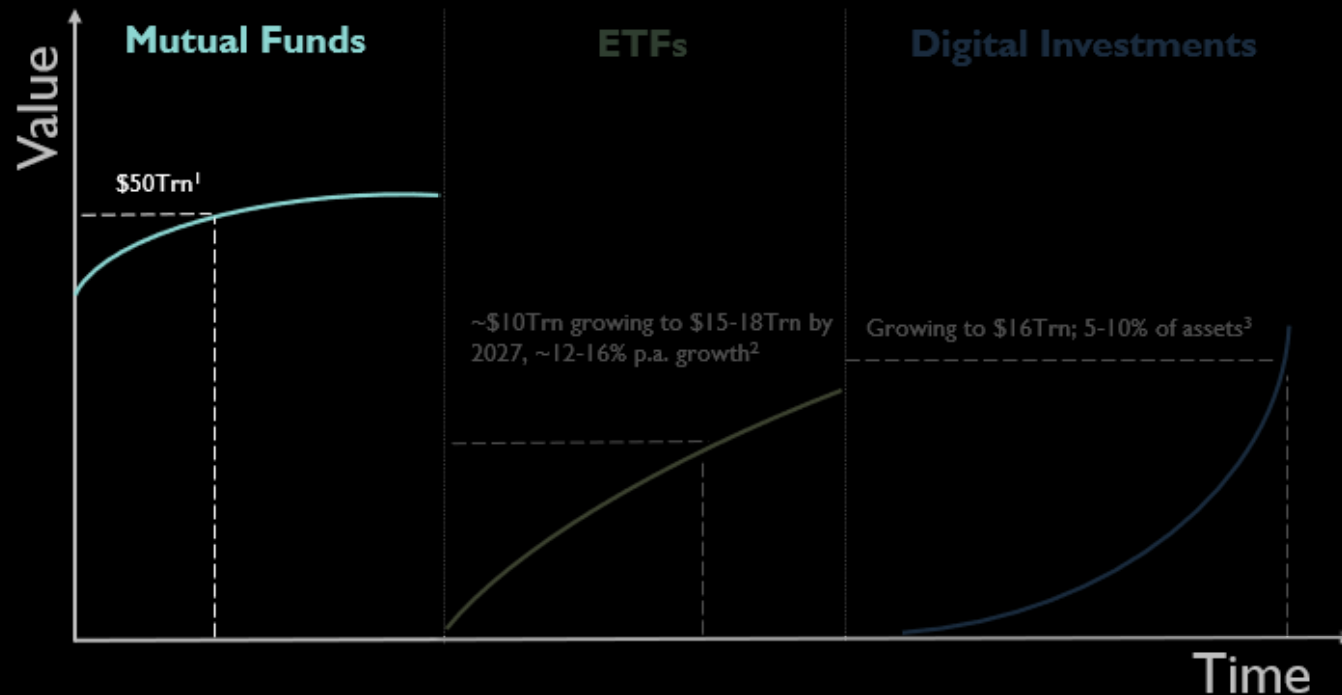
MACHINE-LEARNING POWERED INCIDENT  
MANAGEMENT AND TRACKING

CONTAINERISED  
APPLICATIONS  
ENABLING HYBRID  
CLOUD DEPLOYMENTS

RE-PLATFORMED  
PRODUCTS PROVIDING  
IMPROVED SECURITY,  
AGILITY AND SCALABILITY

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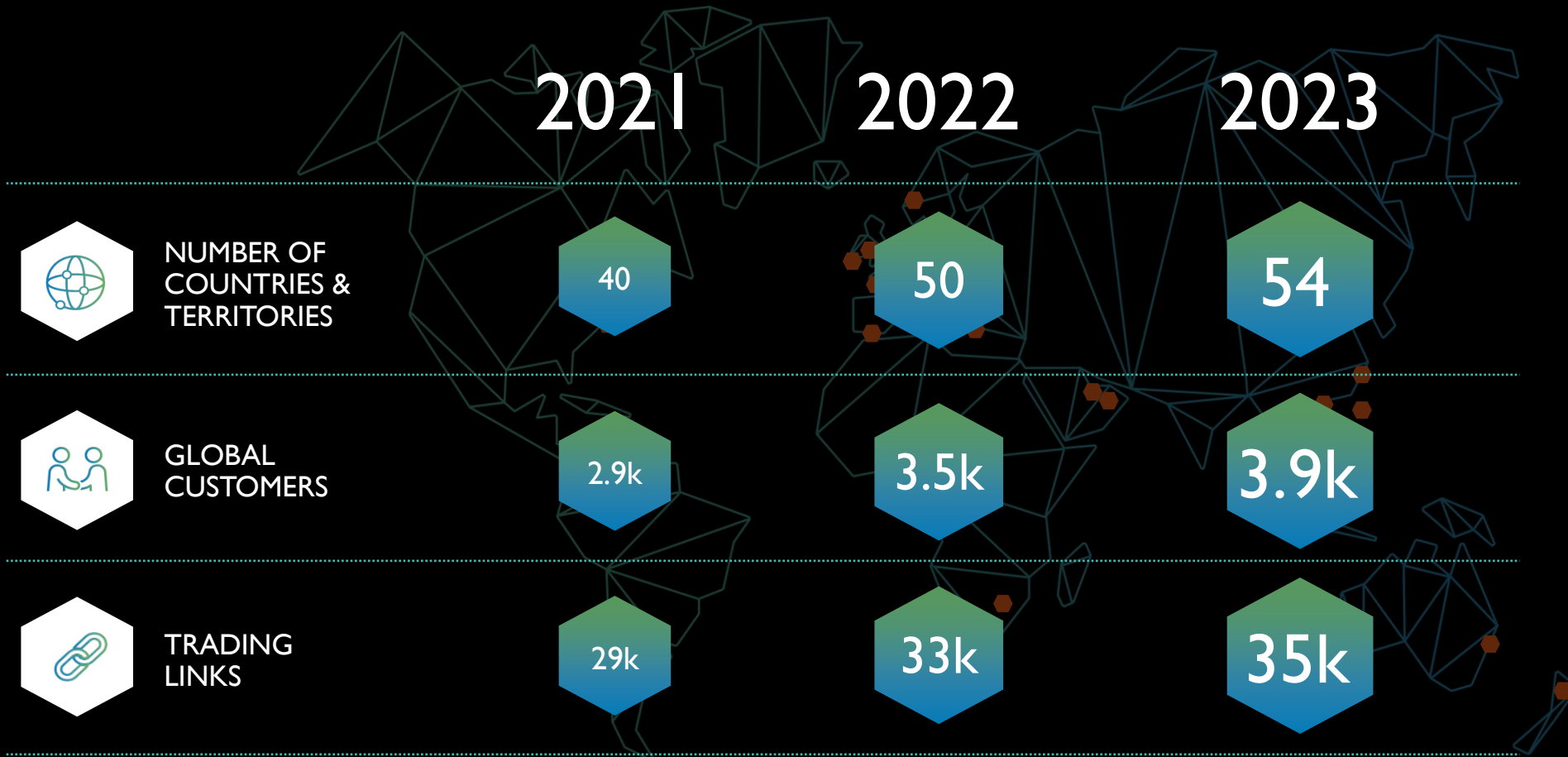
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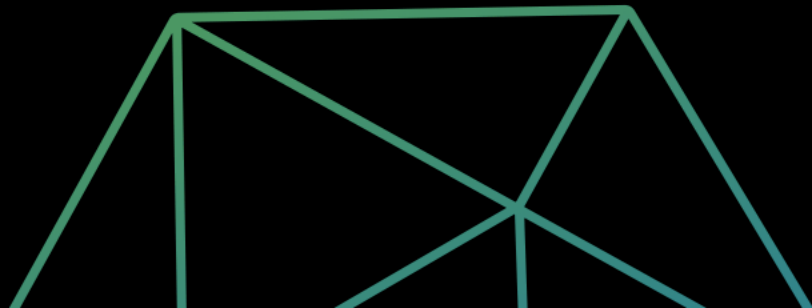
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# CONNECTING THE WORLD'S LARGEST COMMUNITY OF FUNDS

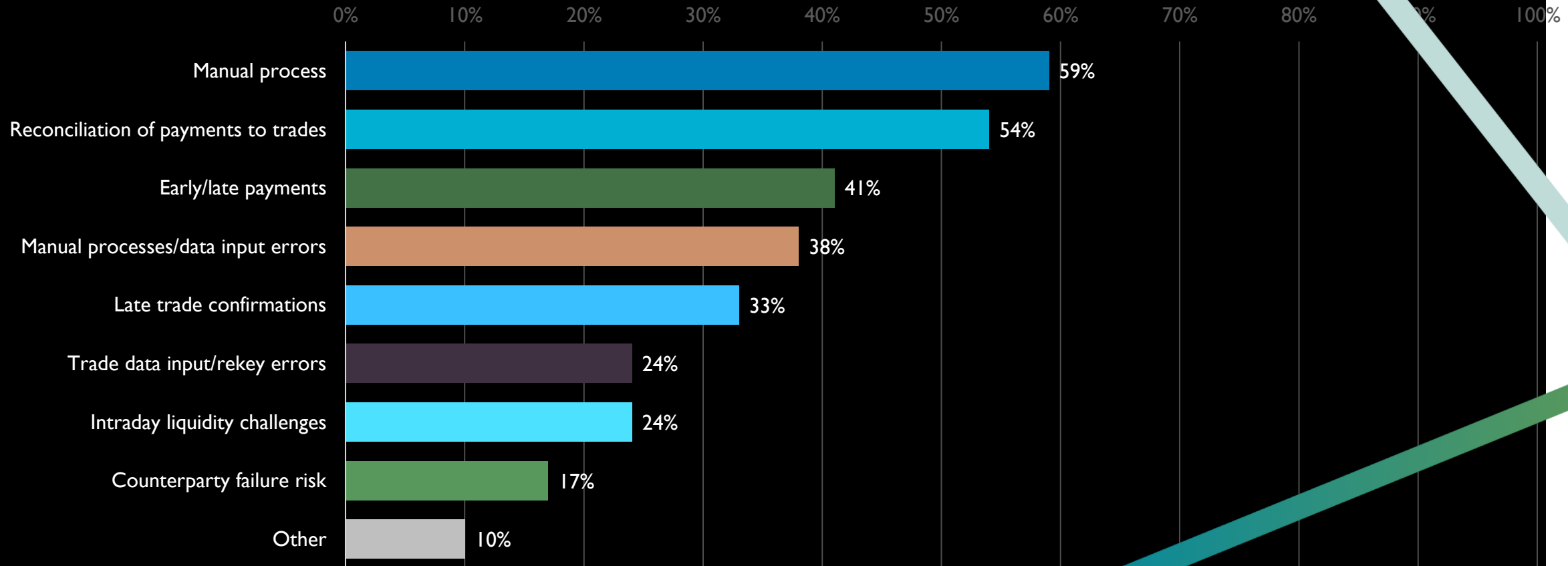




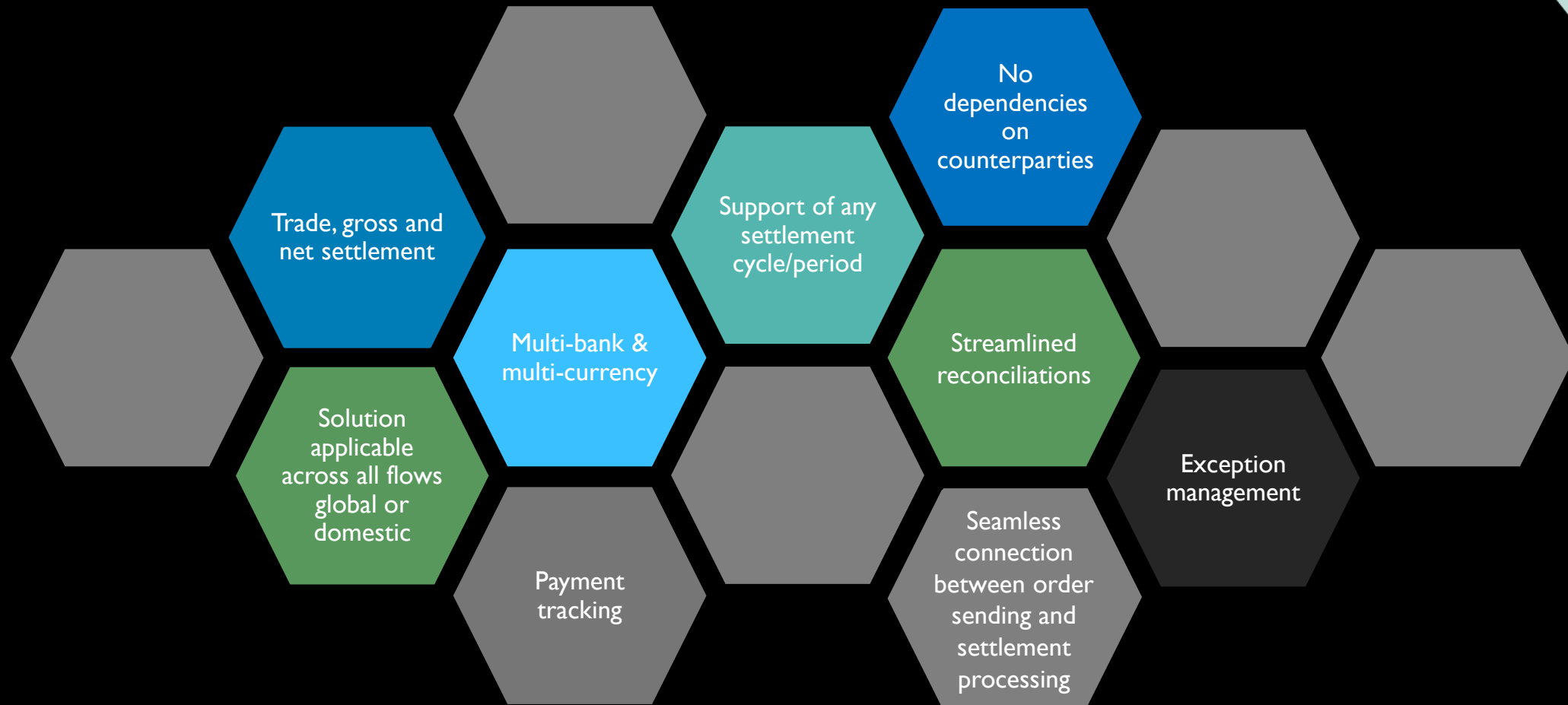
# SETTLEMENTS



# WHY IS THE CASH SETTLEMENT PROCESS A PROBLEM?



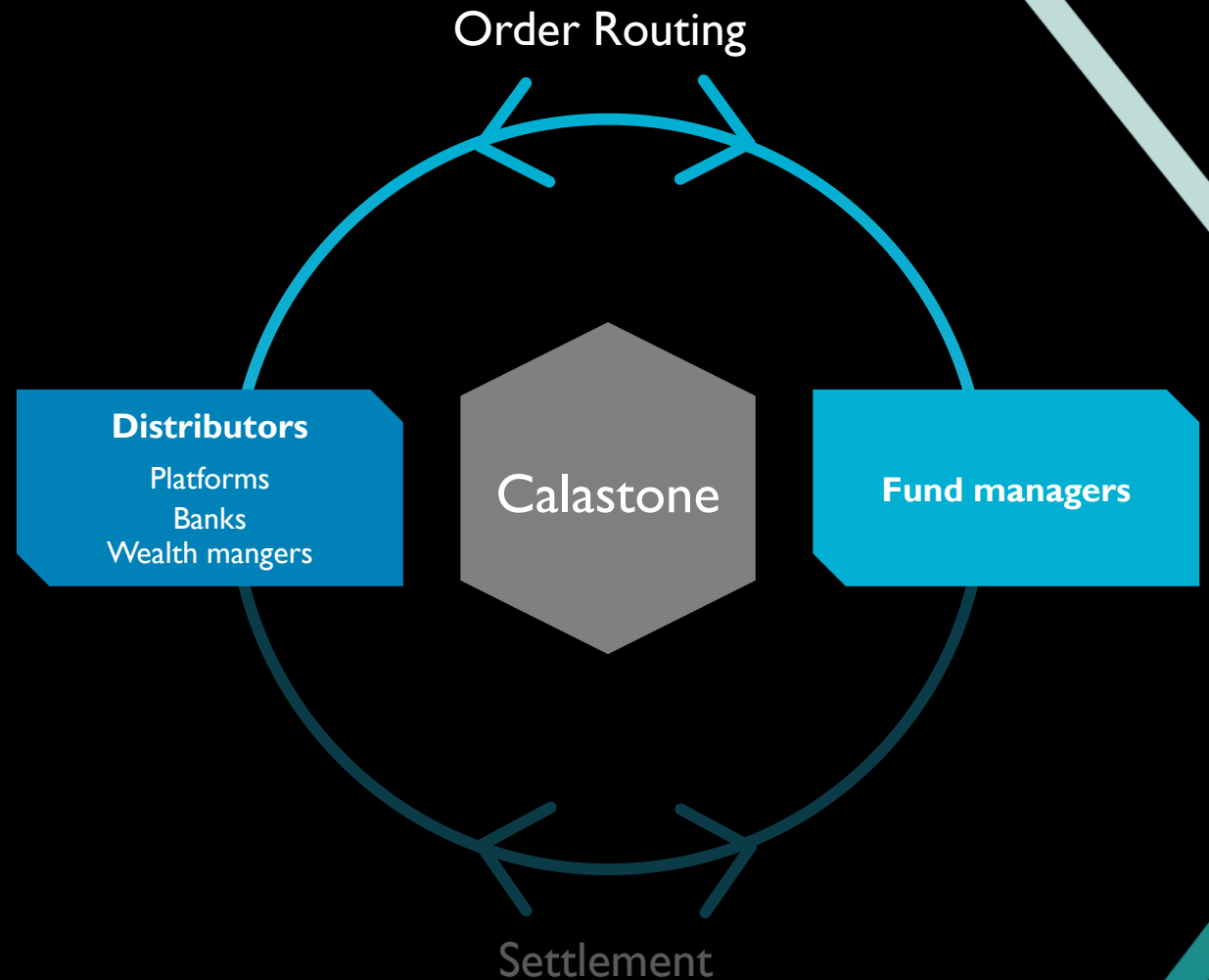
# MARKET FEEDBACK – WHAT DO YOU WANT FROM A SETTLEMENTS SOLUTION



# SOLVING THE PROBLEM

## Order routing

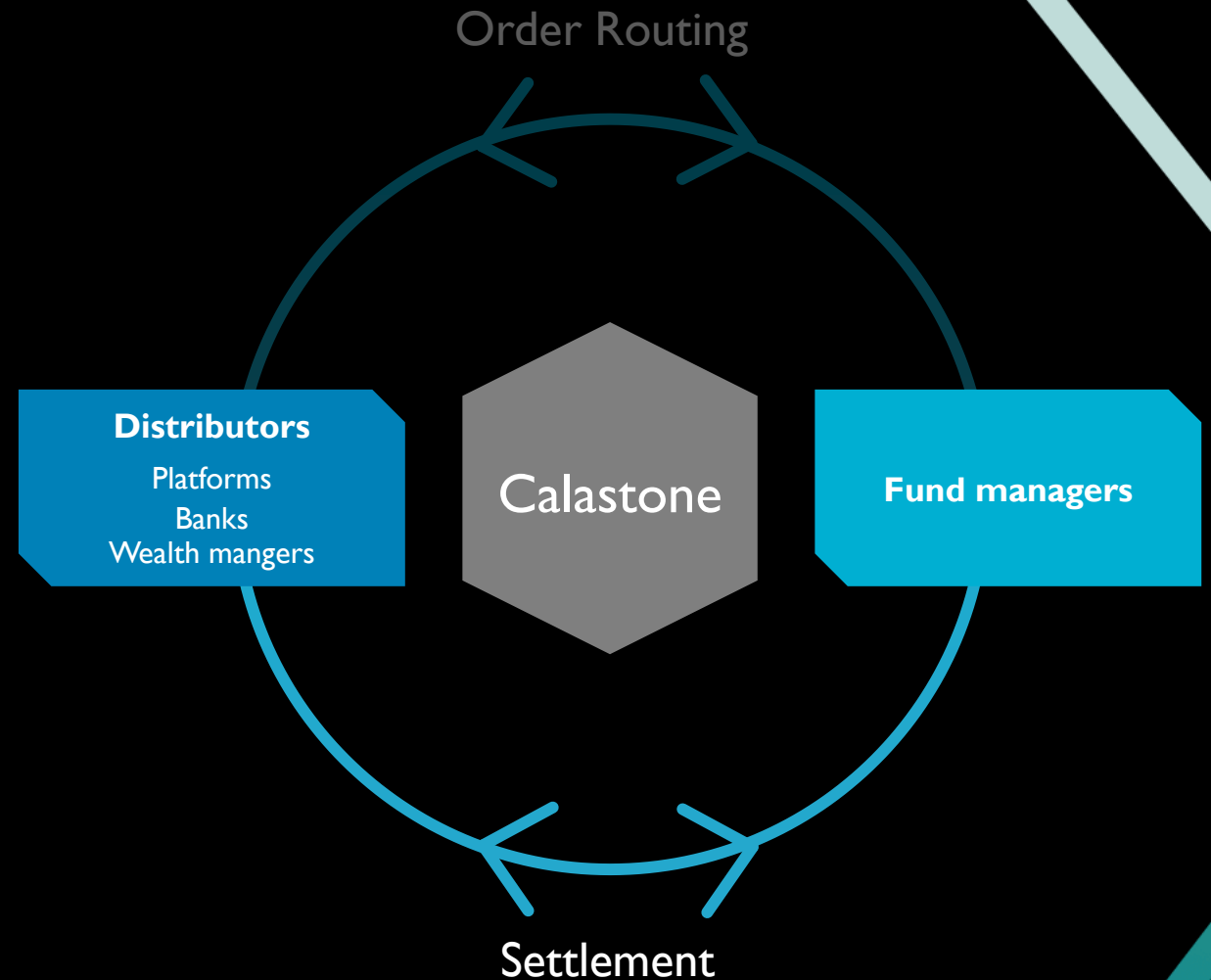
- Seamless connection between order sending & settlements
- Domestic & global flow coverage



# SOLVING THE PROBLEM

## Settlement

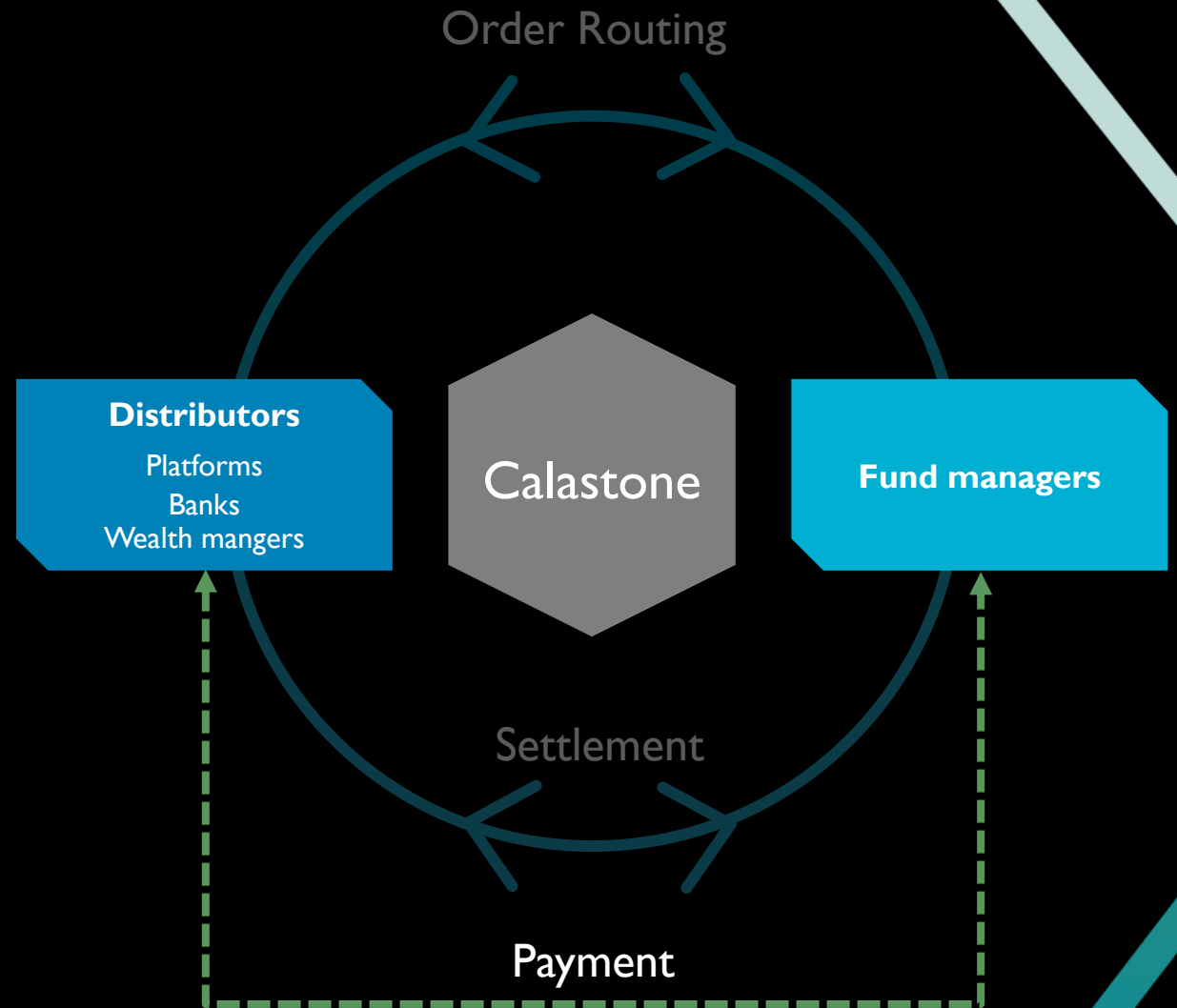
- No automation dependencies on counterparties
- Choose between settlement methods
- Support any settlement cycle/period



# SOLVING THE PROBLEM

## Payment

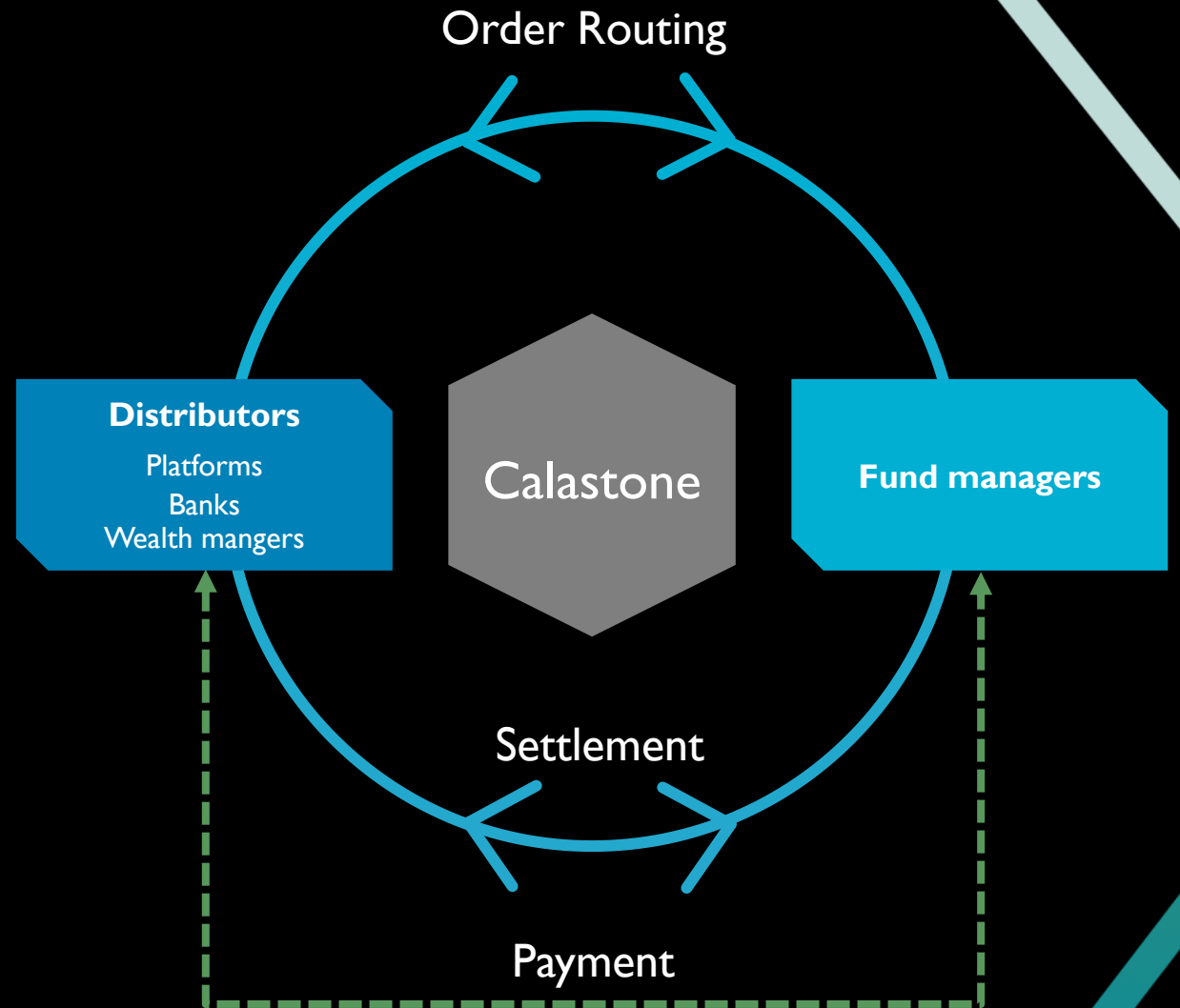
- Multi-bank & multi-currency
- Real time tracking



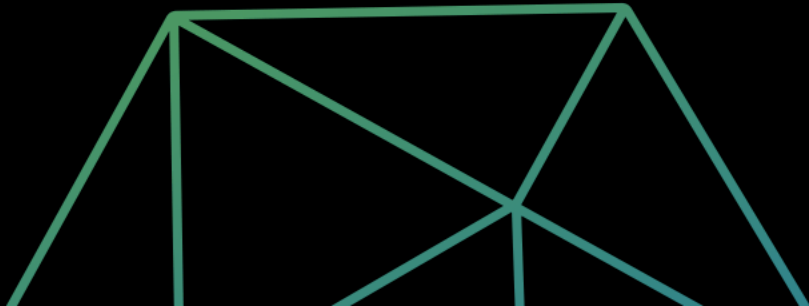
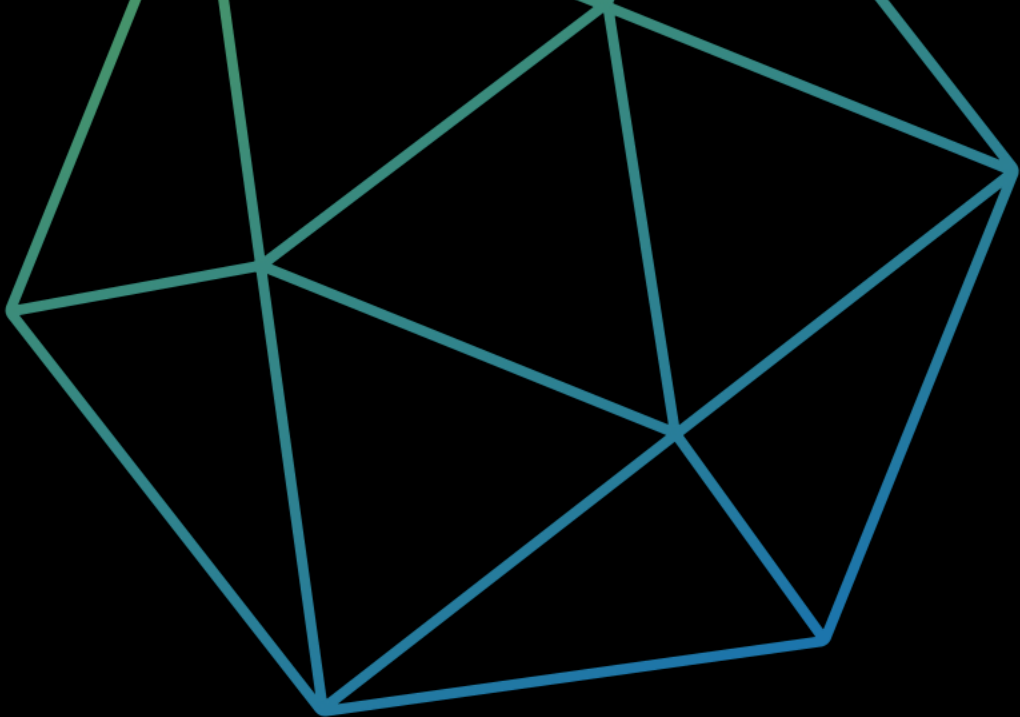
# CALASTONE ORDER ROUTING & SETTLEMENTS

## Key benefits

- More control over day-to-day liquidity and accurate cash forecasting
- Reduce risk and operational overheads
- Reduce transaction cost
- Enhance and speed up client experience



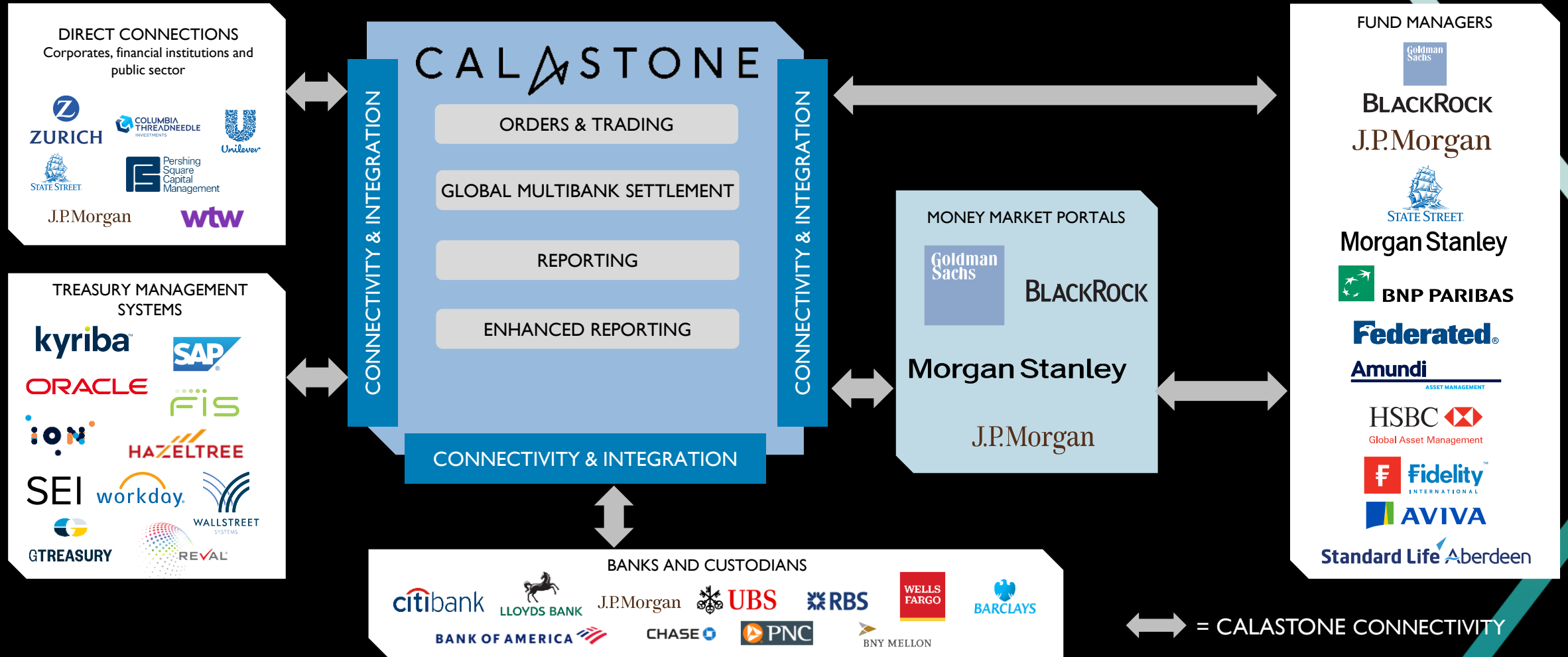
SUPPORTING  
MONEY MARKET  
FUNDS





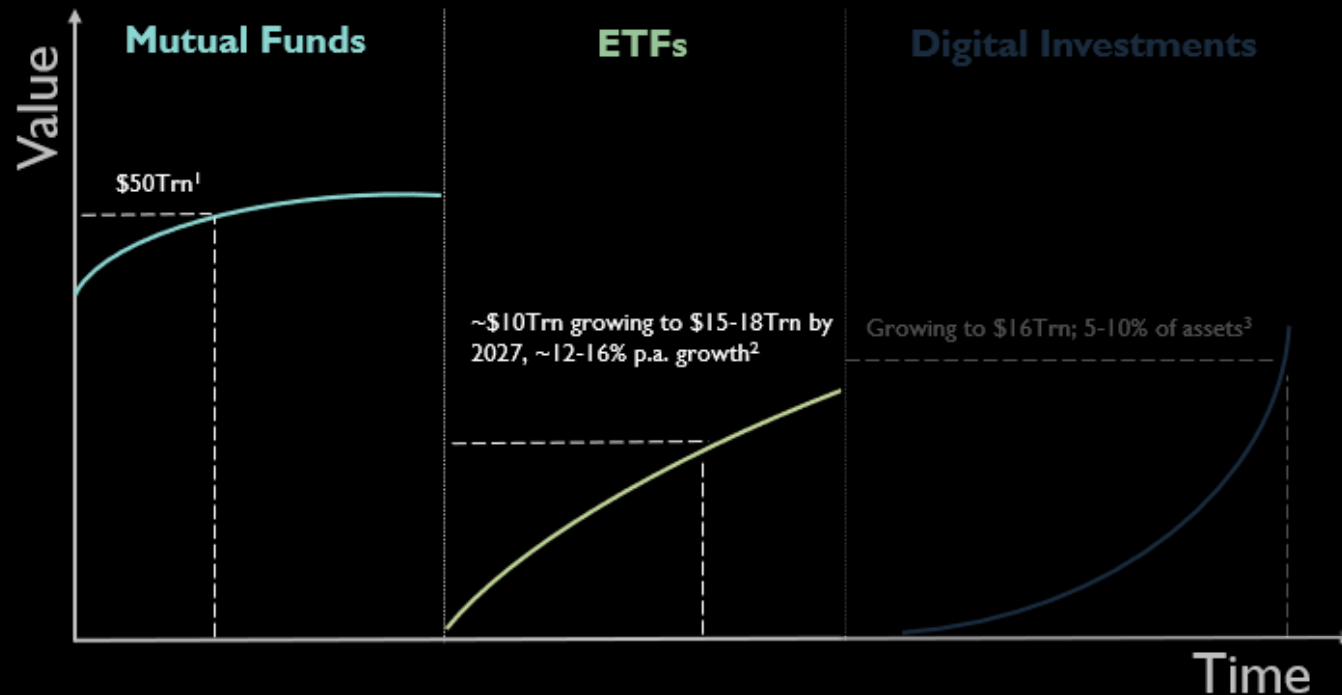
# SUPPORTING TODAY'S MMF INDUSTRY

MONEY MARKET PORTALS, FUND MANAGERS, TMS AND FINANCIAL INSTITUTIONS



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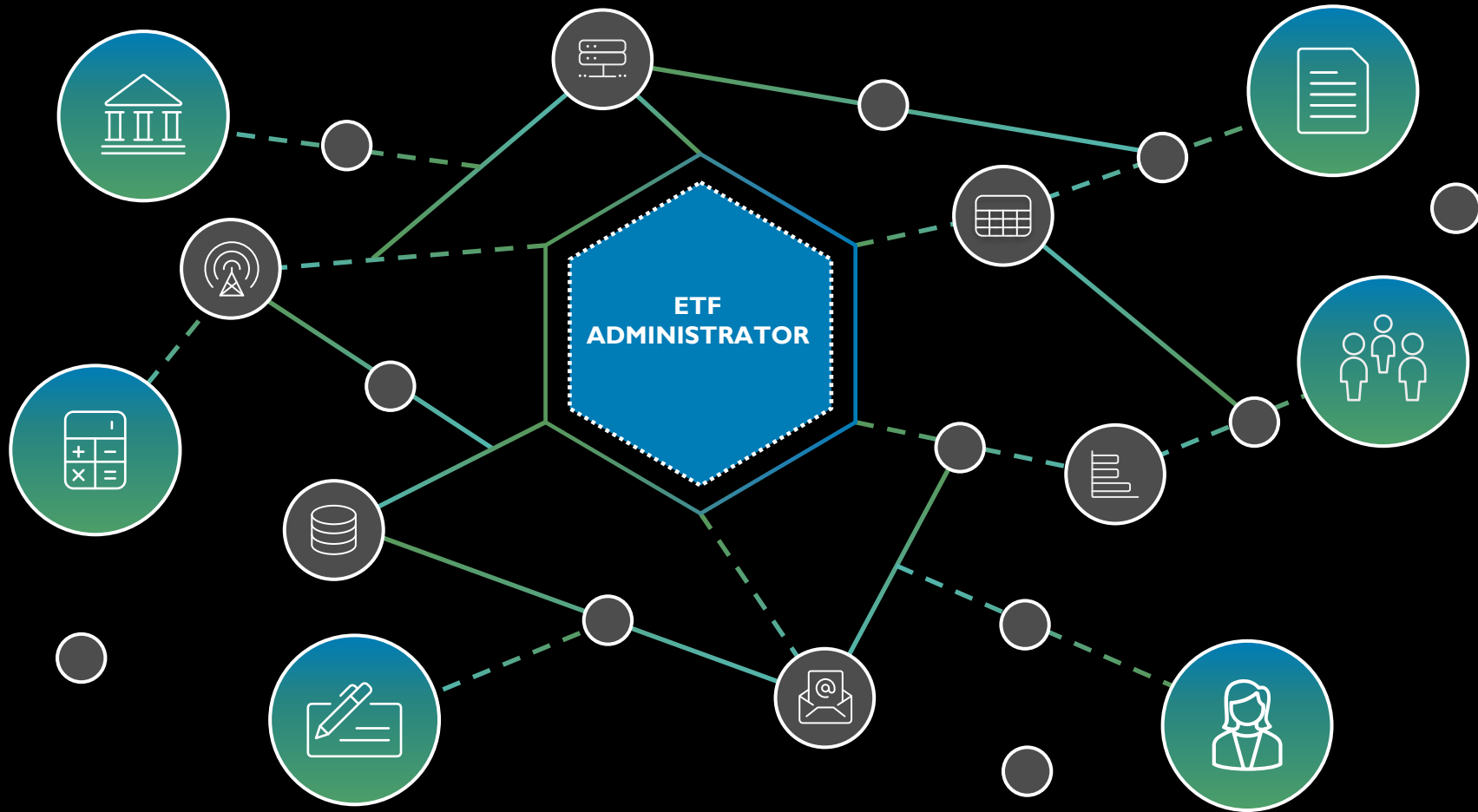
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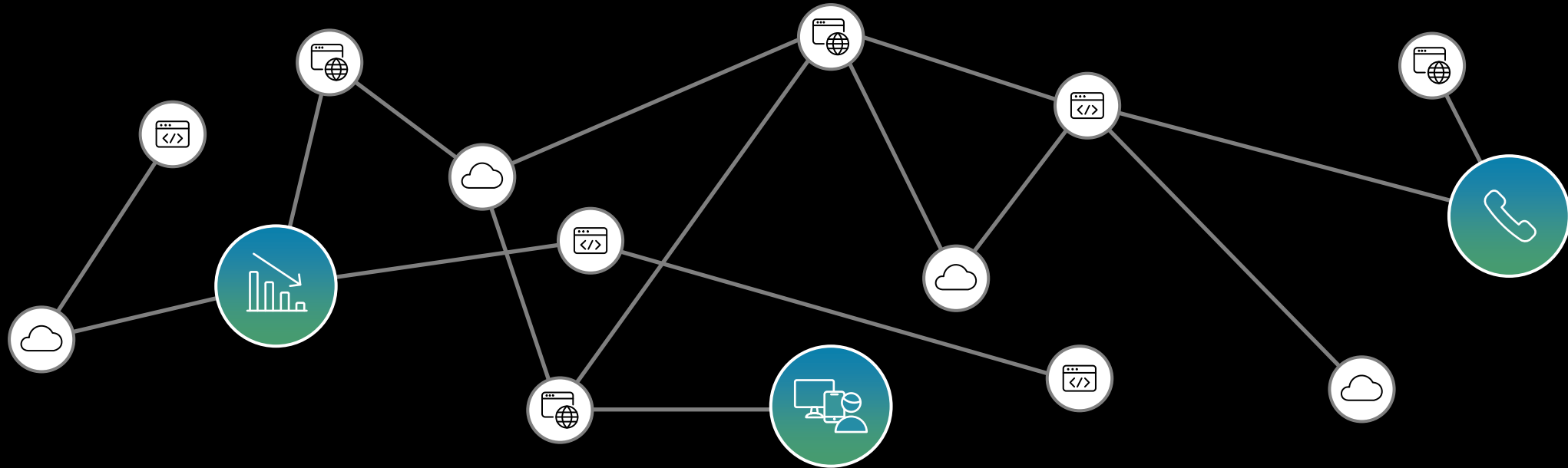
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# DISCONNECTED ETF ECOSYSTEM



# SCALABILITY LIMITATIONS OF SOFTWARE ADD-ONS



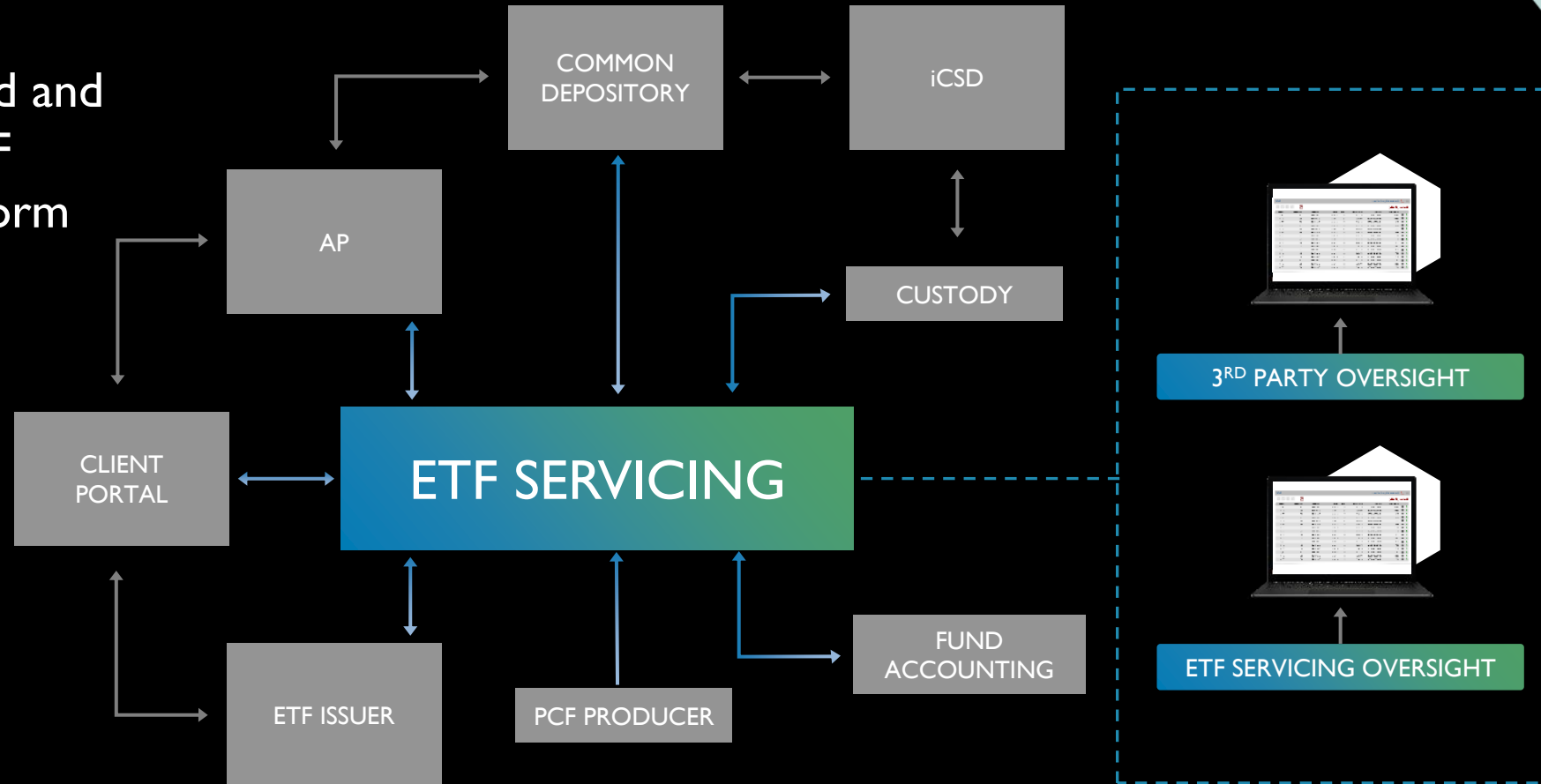
LABOUR INTENSIVE / COSTLY

RISK OF ERROR

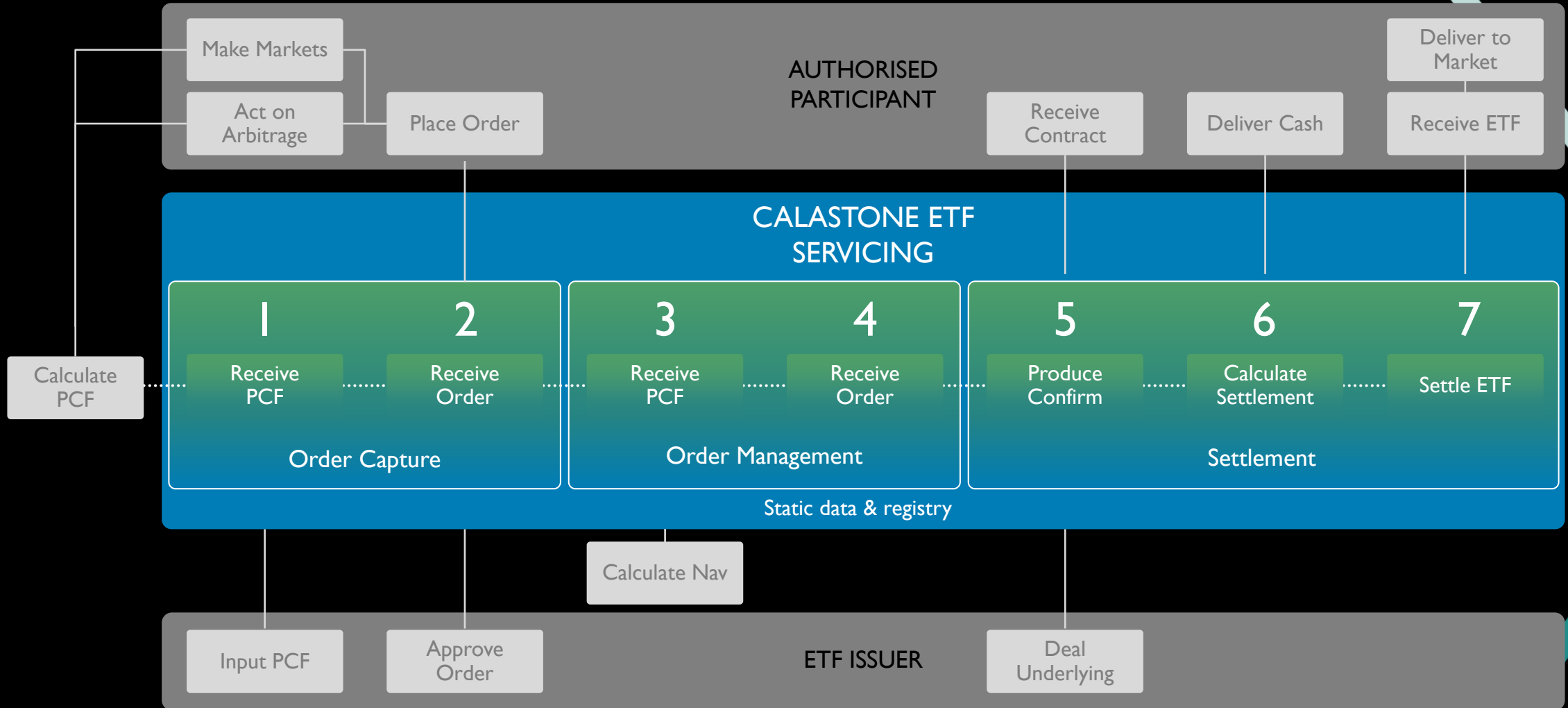
DATA DISPARITY

# CONNECTED ECOSYSTEM

Fully integrated and connected ETF servicing platform

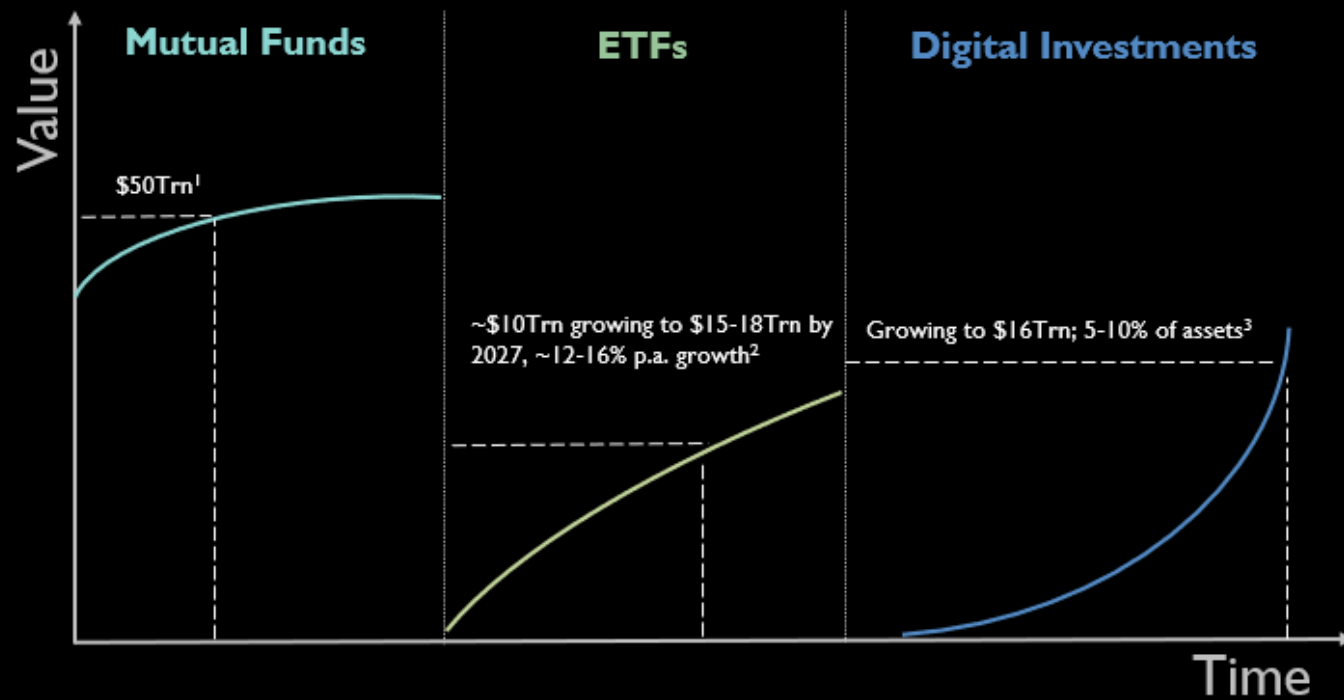


# ETF SERVICING SUMMARY



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3. <https://www.bcg.com/publications/2022/relevance-of-on-chain-asset-tokenization>

# TOKENISATION – THE NEXT INVESTMENT VEHICLE



*'I believe the next generation for markets, the next generation for securities, will be the tokenization of securities.'* – Larry Fink, CEO of BlackRock

# BCG

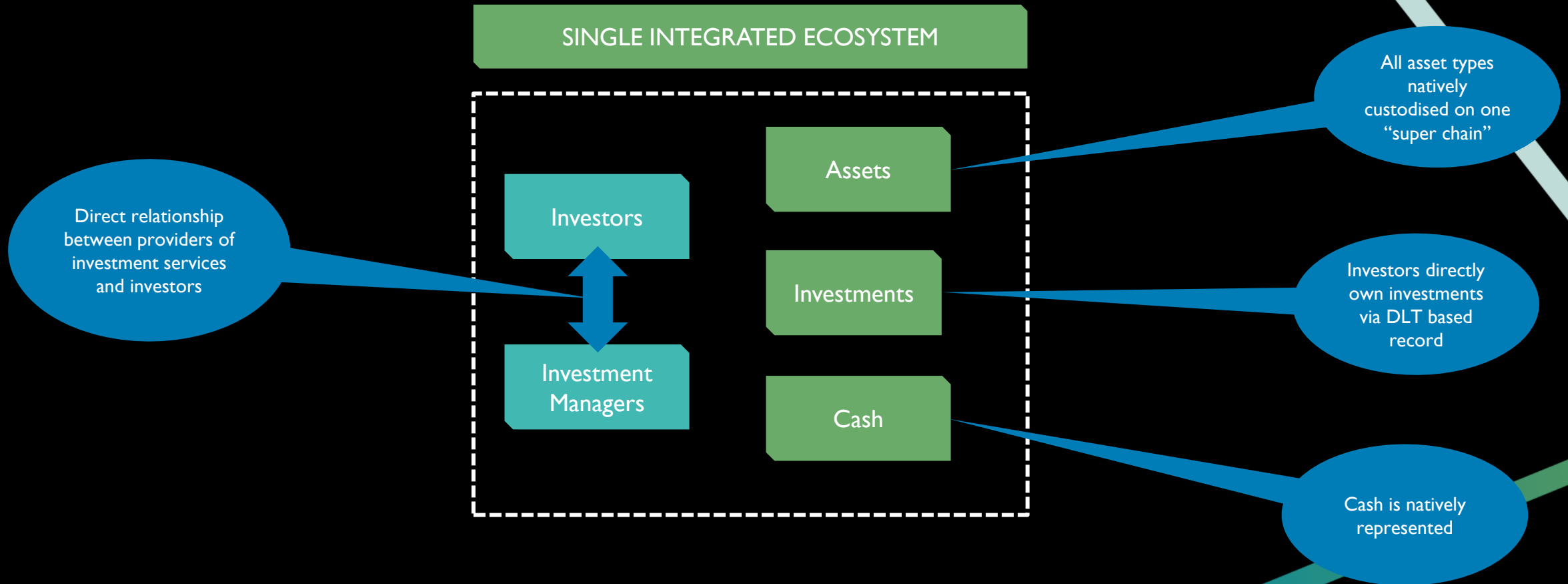
With a 50-fold increase predicted between 2022 and 2030, from US\$310 billion to US\$16.1 trillion, tokenized assets are expected to make up 10% of global GDP by the end of the decade



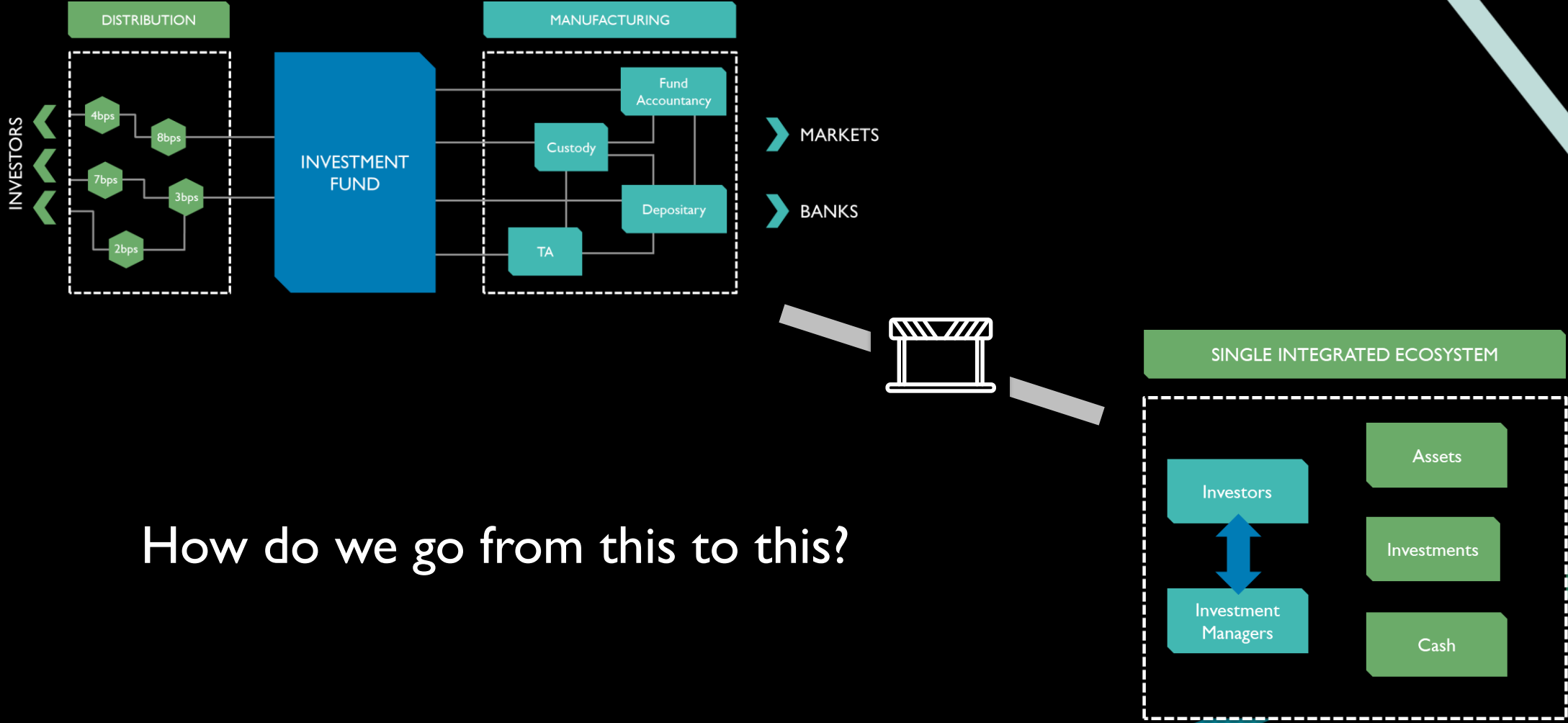
# TOKENISATION – AN EVOLVING LANDSCAPE



# A POTENTIAL END STATE



# TRANSITION – WHERE TO FOCUS?



How do we go from this to this?