

Thought Leadership

Introduction to Tokenized Ecosystems:

Novel Go-To-Market and Risks Management Dynamics, and the emergence of a "Sixth Line of Defense" for Financial Institutions

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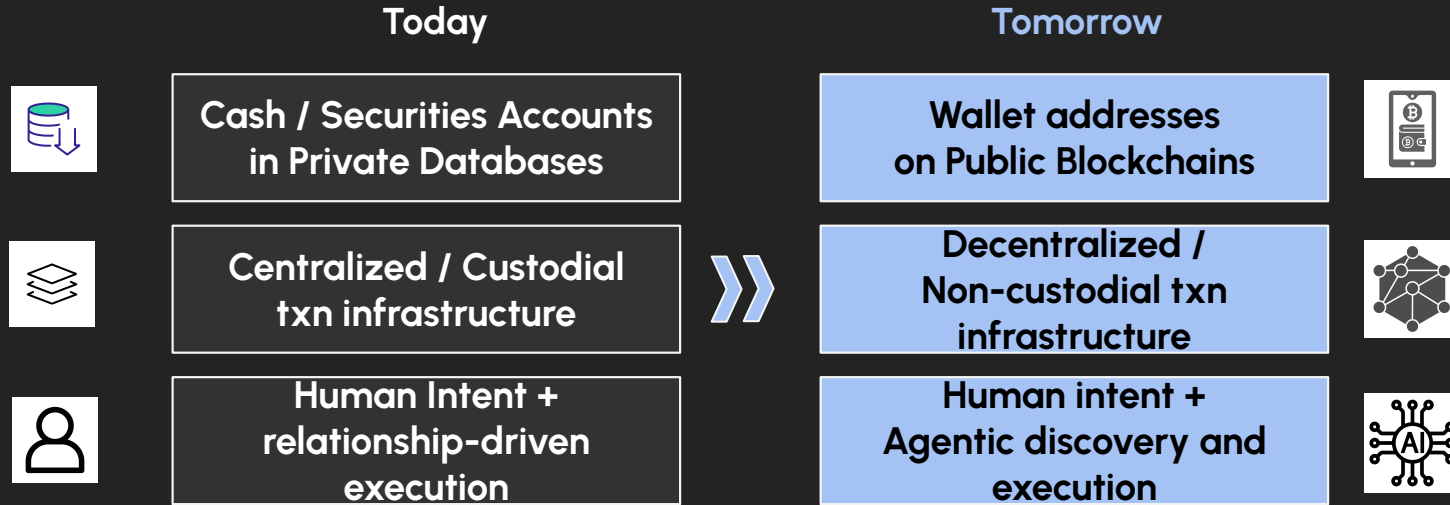
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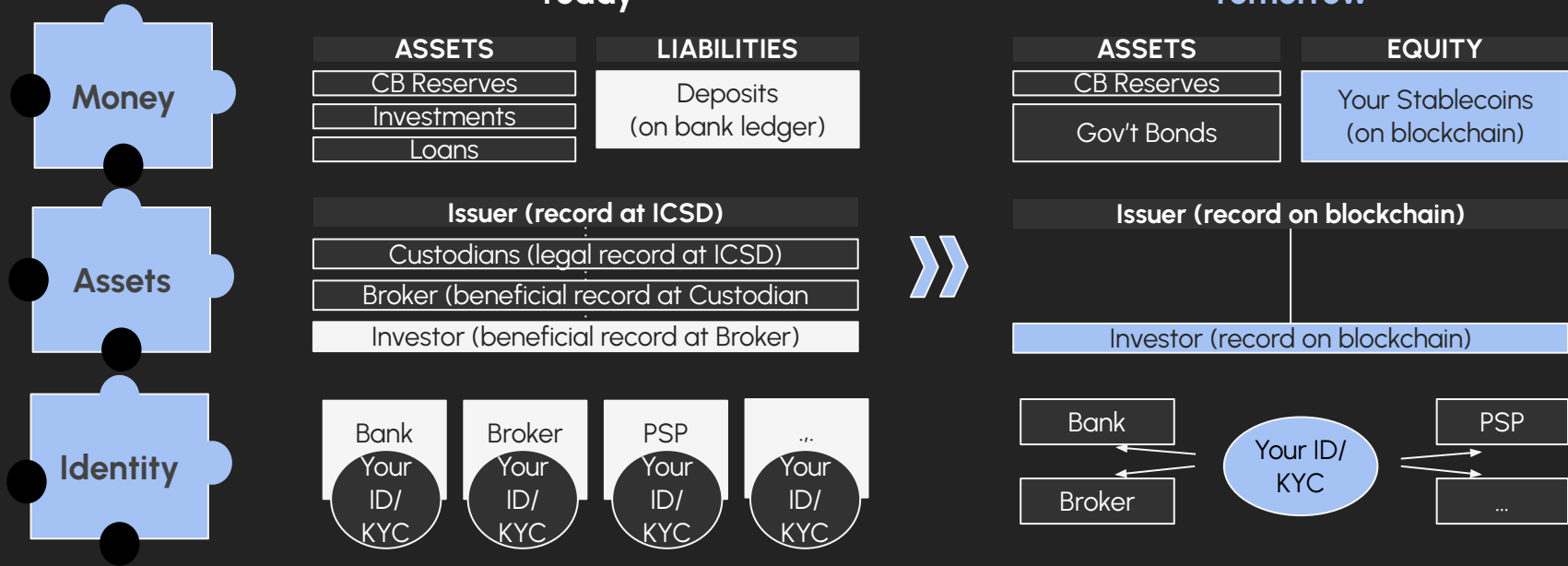
1. THIS IS HAPPENING

Technology Changing Structure of Economies → Markets



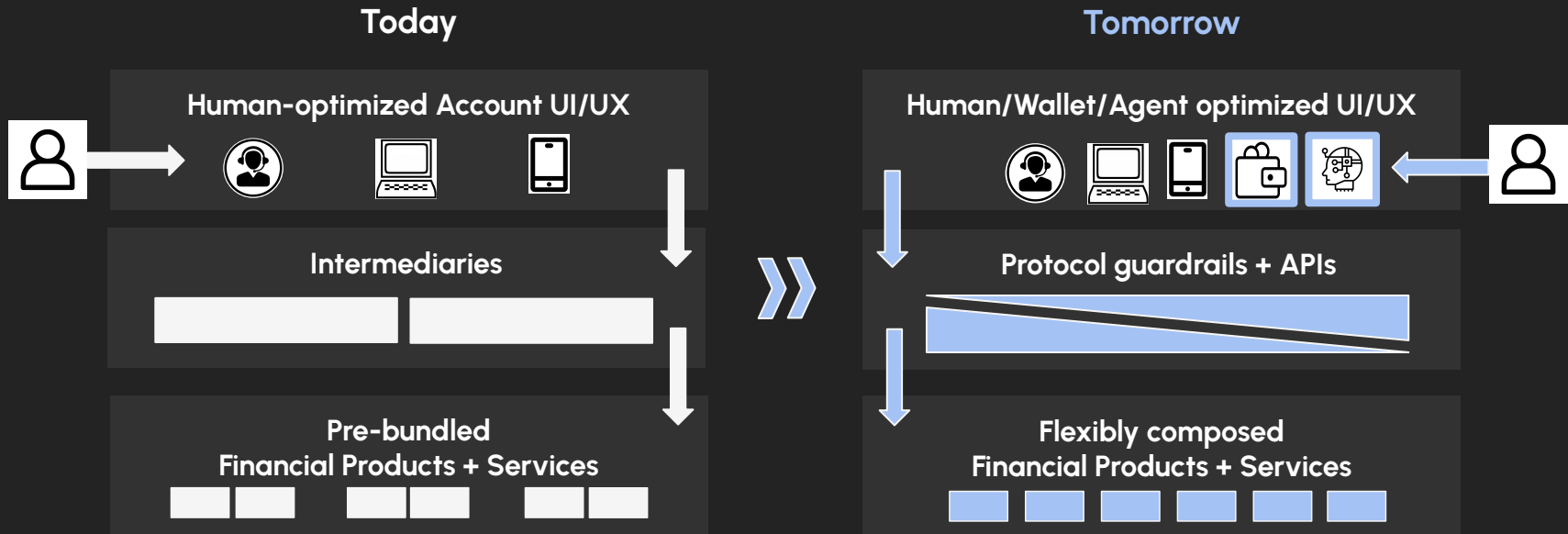
2. THIS IS WHAT IT REALLY MEANS (1/2)

Generational Systems Change for Value Ownership



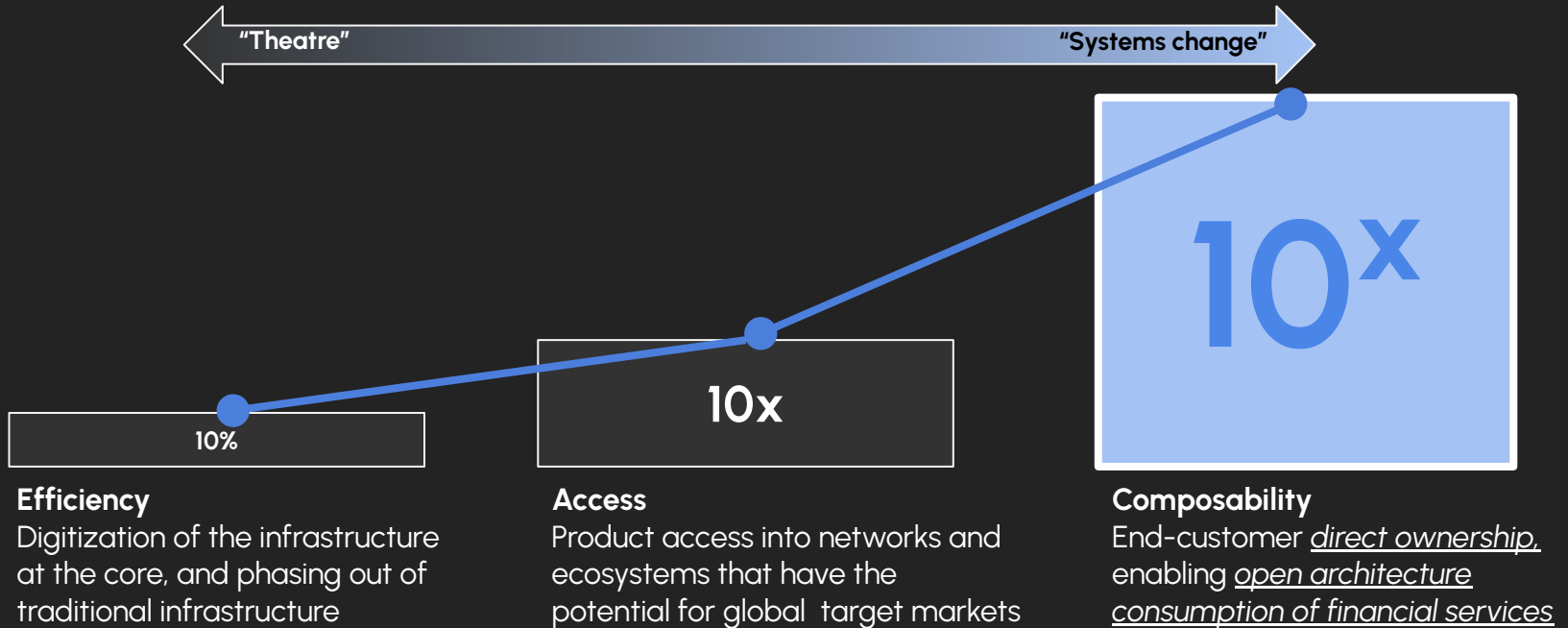
3. THIS IS WHAT IT REALLY MEANS (2/2)

Your End-Customer Will Be Both Human + Machine



4. THIS IS WHERE VALUE IS CREATED

New Category of Financial Services Businesses...

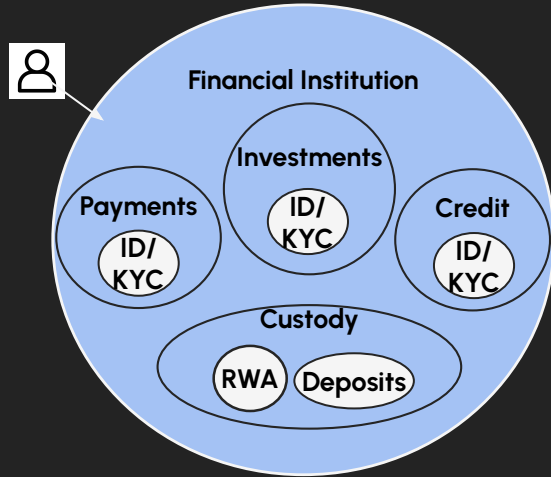


5. THIS IS THE FUTURE CUSTOMER EXPERIENCE

...Where Customers Are Served By Ecosystems

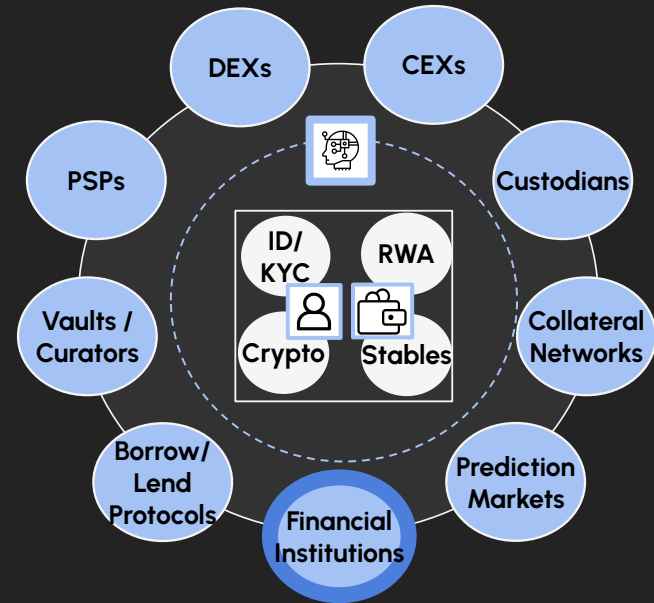
Today

Intermediary-led siloed services



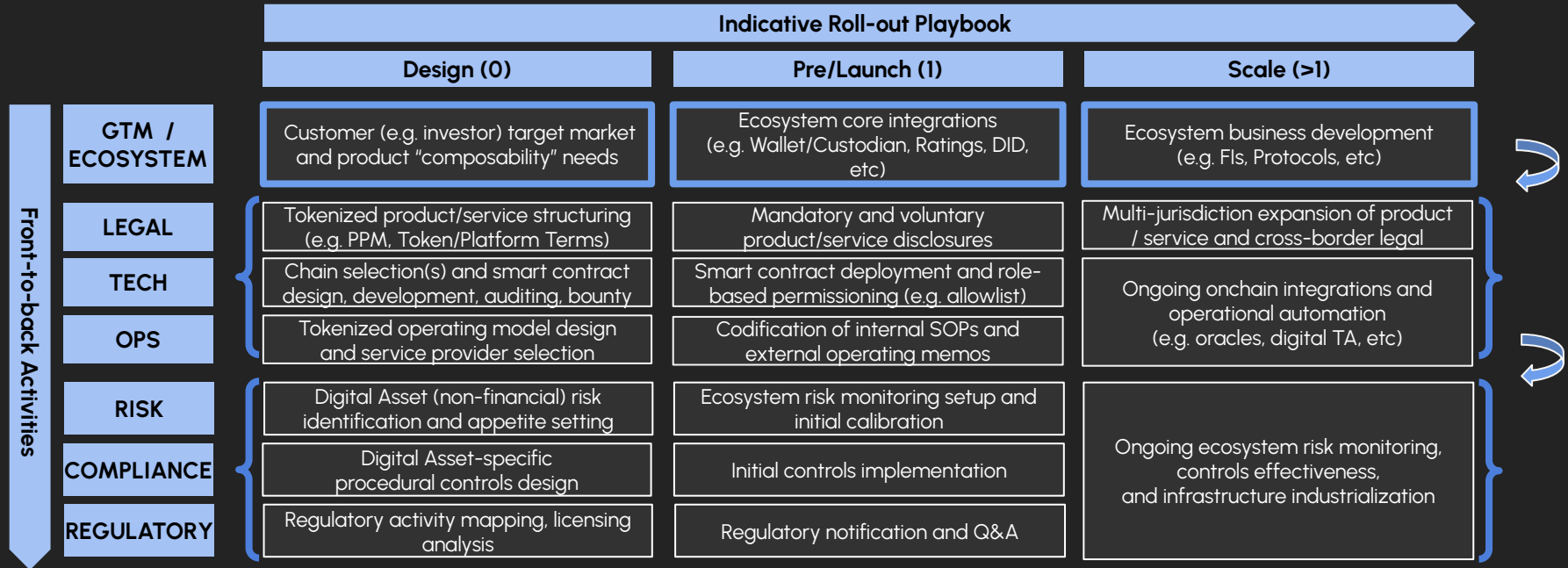
Tomorrow

Ecosystem-delivered services



6. NEW FRONT-TO-BACK OPERATING MODEL FOR FINANCIAL INSTITUTIONS

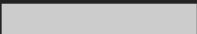
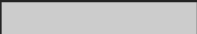
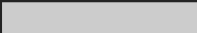
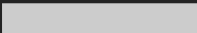
Commercialization Requires FIs to Learn New Playbook

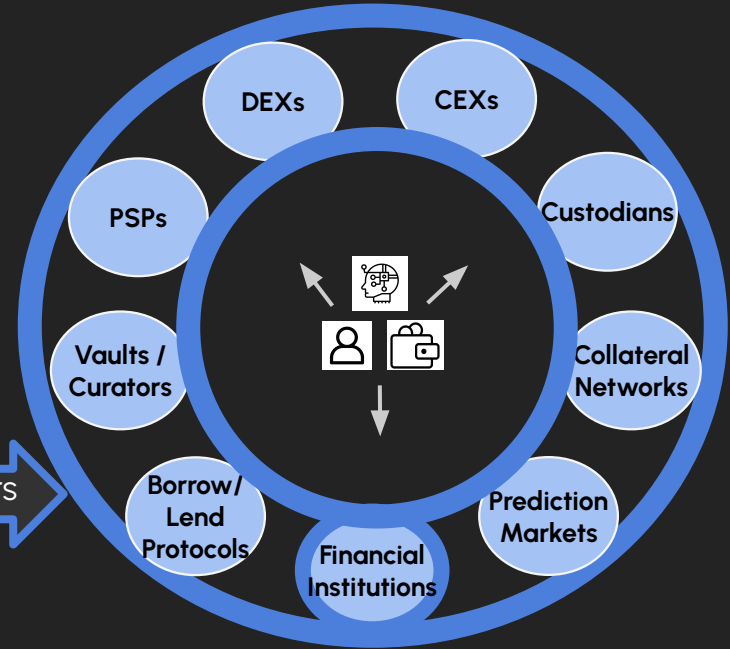


7. NEW TOKENIZED ASSET ECOSYSTEM OPERATING MODEL FOR FINANCIAL INSTITUTIONS

Adding a “Line of Defense” for Ecosystem Management

New Tokenized Asset Ecosystem To Be Managed

-  **1st Line of Defense:** Front Office
-  **2nd Line of Defense:** Risk and Compliance
-  **3rd Line of Defense:** Internal Audit
-  **4th Line of Defense:** External Audit
-  **5th Line of Defense:** Regulators / Supervisors
-  **NEW LoD** **6th Line of Defense:** Ecosystem Management Partners



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