GSCX

Revenue Drivers & Economic Assumptions

Version 1.0 – Preliminary Revenue Framework

Purpose

This document outlines the primary revenue drivers expected within the GSCX ecosystem and the economic assumptions currently being used for planning purposes.

The assumptions presented are illustrative and are intended to support strategic planning, capital formation, and financial modeling. They do not represent forecasts, guarantees, or commitments.

Revenue projections remain subject to regulatory approvals, market adoption, strategic partnerships, transaction volumes, licensing timelines, and management execution.

Revenue Philosophy

GSCX is being developed as an institutional exchange and financial infrastructure platform.

The business is designed to generate multiple layers of recurring and transaction-based revenue through ecosystem participation, exchange activity, settlement services, trade finance, custody, compliance, and infrastructure offerings.

The long-term objective is to create a diversified revenue model where no single revenue stream is solely responsible for the company's success.

Revenue Categories

Core Exchange Revenue

Membership & Participation

Who Pays

- Banks
- Trade finance providers
- Liquidity providers
- Family offices
- Funds
- Strategic ecosystem participants

Why They Pay

Access to the GSCX ecosystem, relationships, opportunities, and exchange services aiming to solve their pain points.

Activation Timeline

Phase 1 – Foundation

Current Planning Assumptions

Conservative:
10–20 members

Base:
20–40 members

Growth:
40+ members

Illustrative Annual Revenue Per Participant:

£25,000–£100,000+

Exchange Transaction Revenue

Who Pays

Participants conducting transactions through the exchange.

Why They Pay

Access to trusted transaction infrastructure, counterparties, and settlement services.

Activation Timeline

Phase 2 – Ecosystem Activation

Revenue Driver

Transaction volume.

Key Variables:

- Number of participants
- Number of transactions
- Average transaction size
- Exchange fee percentage

Settlement & Clearing Revenue

Who Pays

Exchange participants utilizing settlement services.

Why They Pay

Efficient, trusted transaction settlement and clearing capabilities.

Activation Timeline

Phase 2–3

Revenue Driver

Settlement volume and transaction activity.

Financial Services Revenue

Trade Finance Revenue

Who Pays

Importers, exporters, banks, and capital providers.

Why They Pay

Access to financing solutions, liquidity, and trade facilitation.

Activation Timeline

Phase 3

Revenue Driver

Trade finance volume and participation.

Potential Revenue Sources:

- Origination fees
- Facilitation fees
- Participation fees
- Revenue-sharing arrangements

Custody & Digital Asset Services

Who Pays

Family offices, funds, institutions, sovereign entities, and ecosystem participants.

Why They Pay

Secure custody, wallet management, tokenization support, and digital asset infrastructure.

Activation Timeline

Phase 1–2

Revenue Driver

Assets under custody and service subscriptions.

Potential Revenue Sources:

- Custody fees
- Wallet fees
- Asset administration fees
- Tokenization fees

Trust & Fiduciary Services

Who Pays

Family offices, institutions, funds, and high-net-worth clients.

Why They Pay

Trust administration, fiduciary services, digital asset structures, and related services.

Activation Timeline

Phase 2–3

Revenue Driver

Client relationships and assets under administration.

Infrastructure Revenue

GRC (Governance, Risk & Compliance) as a Service

Who Pays

Banks, financial institutions, and ecosystem participants.

Why They Pay

Access to enterprise-grade compliance, governance, and regulatory technology.

Activation Timeline

Phase 1–2

Revenue Driver

Number of clients and subscription pricing.

Potential Revenue Sources:

- Annual subscriptions
- Licensing fees
- Implementation fees
- Compliance service fees

Technology as a Service

Who Pays

Banks, financial institutions, and ecosystem participants lacking internal infrastructure.

Why They Pay

Access to technology infrastructure, integrations, and operational capabilities.

Activation Timeline

Phase 2–3

Revenue Driver

Number of clients and services deployed.

Potential Revenue Sources:

- Licensing
- Subscription fees
- Integration fees
- Infrastructure services

Future Revenue Opportunities

Insurance Services

Potentially supported through strategic insurance partners.

Potential Revenue Sources:

- Participation fees
- Referral fees

- Revenue-sharing arrangements
- Insurance administration services

Activation Timeline:

Phase 3–4

Stablecoin & Settlement Infrastructure

Where permitted by regulators.

Potential Revenue Sources:

- Settlement fees
- Transaction fees
- Infrastructure fees

Activation Timeline:

Phase 3–4

Data & Intelligence Services

Potential Revenue Sources:

- Market intelligence
- Trade analytics
- Risk analytics
- Regulatory reporting

Activation Timeline:

Phase 4

Economic Assumptions Framework

Primary Revenue Drivers

The financial model should be built around five primary assumptions:

1. Institutional Participation

How many participants join the ecosystem?

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2. Corridor Activation

How many active trade corridors are operational?

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3. Transaction Volume

How much economic activity moves through the exchange?

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4. Assets Under Custody & Administration

How many assets, wallets, and structures are managed through the platform?

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5. Infrastructure Service Adoption

How many participants adopt GRC, compliance, technology, and related services?

6. Logistic service royalties or commissions

Assuming our logistics partner and transportation carriers charge 10%-15% of the cargo's value as compensation for their services, we may claim about 2% of that 10%-15 % as our share.

7. Insurance underwriting

We probably can claim 15-20% of the insurance policy premiums going to the insurers through our system

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Scenario Framework

Conservative Scenario

Primary Revenue Sources:

- Membership
- Custody
- Currency liquidity provisioning
- Initial GRC Services

Assumes slower licensing, corridor activation, and transaction growth.

Base Scenario

Primary Revenue Sources:

- Membership
- Custody
- GRC Services
- Exchange Transactions
- Currency liquidity provisioning, which, formally, can go under Exchange Transactions
- Initial Trade Finance Revenue This is a recurring questionable theme. We don’t propose trade finance in the traditional sense of the term. It is implicitly built into our methodology with counterparty matching and currency liquidity provisioning.

Assumes successful corridor activation and institutional onboarding.

Growth Scenario

Primary Revenue Sources:

- Membership
- Exchange Transactions
- Settlement
- Trade Finance
- Custody
- GRC Services
- Technology Services
- Insurance Participation

Assumes accelerated adoption, corridor expansion, and institutional participation.

Key Investor Takeaway

The long-term value of GSCX is not dependent on a single product or revenue stream.

The business is designed as an institutional exchange and financial infrastructure platform capable of generating revenue from participation, transactions, settlement, custody, trade finance, compliance, technology, and related services.

As participation grows, corridor activity expands, and transaction volume increases, the number and scale of revenue opportunities increase accordingly.

The financial model should therefore be evaluated based on the ability to provision currency liquidity, ecosystem growth, transaction activity, and institutional adoption rather than any single product offering.