GSCX

Revenue Architecture Map

How the GSCX Exchange Creates Value

Overview

GSCX is being developed as an institutional exchange designed to connect trade, capital, settlement, compliance, insurance, and liquidity participants through a trusted ecosystem.

As participation grows, the value of the exchange grows.

Revenue is expected to be generated from participation in the exchange, activity conducted through the exchange, and services that support the exchange ecosystem.

The model is designed to create multiple recurring revenue streams rather than dependence on a single source of income.

Who Participates in the Exchange?

Financial Institutions

- Banks
- Trade Finance Providers
- Credit Unions
- Correspondent Banks
- Central Banks

Trade Participants

- Importers
- Exporters
- Manufacturers
- Distributors

Capital Providers

- Liquidity Providers
- Family Offices
- Investment Funds
- Strategic Investors

Ecosystem Partners

- Insurers
- Logistics Providers
- Compliance Providers
- Settlement Partners

How GSCX Makes Money

1. Membership Revenue

Participants pay annual fees to access the exchange ecosystem.

Examples

- Founding Members
- Institutional Members
- Strategic Partners

Purpose

Creates recurring revenue while building the network.

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2. Transaction Revenue

Revenue generated when participants conduct activity through the exchange.

Examples

- Trade transactions
- Settlement activity
- Payment activity
- Risk management activity
- Exchange activity

Purpose

As transaction volume grows, revenue grows.

This is expected to become one of the largest long-term revenue drivers.

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3. Settlement Revenue

Revenue generated from facilitating settlement and movement of value between participants.

Examples

- Settlement processing
- Clearing services
- Transaction validation

Purpose

Monetize trusted infrastructure supporting exchange activity.

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4. Corridor Revenue

Revenue generated from activating and operating trade corridors.

Examples

- Bermuda
- UAE / ADGM
- East Africa
- Future jurisdictions

Purpose

Each active corridor becomes a revenue-producing asset within the ecosystem.

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5. Trade Finance Revenue

Revenue generated from facilitating access to trade finance and capital solutions.

Examples

- Trade finance origination
- Facilitation fees
- Capital access programs
- Structured finance opportunities

Purpose

Connect capital providers with trade participants.

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6. Infrastructure & Services Revenue

Long-Term Opportunity

As the GSCX ecosystem expands, additional recurring revenue opportunities may be created through the infrastructure and services that support exchange participants, financial institutions, capital providers, and strategic partners.

Examples

- Custody Services
- GRC & Compliance Services
- Technology Licensing or/and as a Service
- Data & Intelligence
- Trust & Fiduciary Services

Custody Services

Secure custody solutions for institutions, funds, family offices, and ecosystem participants requiring trusted asset administration and safekeeping services.

GRC & Compliance Services

Governance, Risk, and Compliance solutions designed to help participants operate efficiently within regulatory frameworks while reducing operational complexity.

Technology Licensing

Licensing of exchange infrastructure, integrations, workflows, and supporting technologies to approved participants and strategic partners.

Data & Intelligence

Market intelligence, trade analytics, compliance insights, corridor activity reporting, and ecosystem data services that help participants make more informed decisions.

Trust & Fiduciary Services

Potential trust administration, fiduciary support, and related institutional services that strengthen participation across the broader ecosystem.

Purpose

Generate recurring revenue from the infrastructure and services supporting the exchange ecosystem.

These services strengthen participant engagement, increase ecosystem value, and create additional recurring revenue opportunities beyond exchange transactions, settlement activity, and trade finance services.

As institutional participation expands, infrastructure and service offerings may become increasingly important contributors to revenue diversification, participant retention, and long-term enterprise value.

The objective is to build not only an exchange, but an ecosystem of supporting services that increases the value of participation for every stakeholder within the GSCX network.

Revenue Evolution

Phase 1

Build the Exchange

Primary Revenue Sources:

- Founding Members
- Institutional Members
- Strategic Partnerships

Focus

Building participation and ecosystem credibility.

Phase 2

Activate the Exchange

Primary Revenue Sources:

- Membership Revenue
- Corridor Revenue
- Network Participation

Focus

Launching corridors and onboarding institutions.

Phase 3

Grow Transaction Activity

Primary Revenue Sources:

- Transaction Revenue
- Settlement Revenue

- Trade Finance Revenue

Focus

Scaling exchange activity and transaction volume.

Phase 4

Scale the Ecosystem

Primary Revenue Sources:

- Transaction Revenue
- Settlement Revenue
- Trade Finance Revenue
- Infrastructure & Services Revenue

Focus

Network effects, recurring revenue, and infrastructure monetization.

Key Investor Takeaway

GSCX is not designed to be a software company.

GSCX is being developed as an institutional exchange supported by a growing ecosystem of participants, capital providers, and strategic partners.

As participation increases, transaction activity increases.

As transaction activity increases, exchange revenue increases.

The long-term value of GSCX is driven by three factors:

1. Growth in Participants

The number and quality of institutions, businesses, and ecosystem participants connected to the exchange.

2. Growth in Active Trade Corridors

The expansion of trusted pathways for trade, settlement, liquidity, and capital participation.

3. Growth in Transaction Volume

The amount of economic activity flowing through the exchange ecosystem.

The result is a diversified revenue model with the potential to create a scalable institutional exchange and financial infrastructure business supported by recurring participation, transaction, settlement, trade finance, and ecosystem service revenues.