

DO NOT FALL BEHIND



# FX-as-a-Service: The Competitive Edge in the Real-Time Economy



# FX-as-a-Service: The Competitive Edge in the Real-Time Economy

Foreign exchange has long been the unseen cost driver of international banking — an essential function, yet one constrained by time, opacity, and intermediation. Every cross-border transaction involves a trade-off between price, speed, and credit exposure. Even in an era of digital transformation, the FX process has remained largely unchanged: fragmented, sequential, and dependent on correspondent networks.

That era is ending.

With the rise of **Real-Time Super-Centralised Liquidity (RT-SCL)** and the launch of **UNITE Global FMI's FX-as-a-Service (FXaaS)** model, banks can now execute and settle FX transactions instantly — transforming what has traditionally been a risk-managed cost centre into a transparent, competitive advantage.

## From Market Fragmentation to Real-Time Integration

Historically, FX execution has been shaped by market structure rather than efficiency. Banks and corporates route transactions through multiple intermediaries, each adding latency, cost, and spread. Settlement cycles expose participants to counterparty and credit risk, while pricing remains opaque — particularly for smaller institutions without direct market access.

The result is a structural imbalance:

- Larger banks control price discovery and liquidity.
- Smaller institutions absorb cost and settlement uncertainty.
- Market efficiency is limited by the absence of a shared, instant-settlement infrastructure.

**UNITE Global's FXaaS platform**, powered by RT-SCL, eliminates these barriers. It creates a **real-time, competitive FX environment** in which multiple top-tier liquidity providers compete to offer the lowest-margin conversion rates — all settled instantly within the UNITE FMI.

## How FX-as-a-Service Changes the Game

Under the UNITE Global FMI model, every FX transaction is:

- **Instant:** Trades are executed and settled simultaneously, removing counterparty exposure.
- **Transparent:** Participants view live FX spreads and liquidity conditions in real time.
- **Competitive:** Multiple global institutions provide pricing, compressing spreads and eliminating monopolistic margins.

- **Accessible:** Every member bank, regardless of size, can participate under the same conditions.
- **Flexible:** Banks can either source FX competitively or **self-provide** by holding multi-currency balances within the FMI.

This model effectively merges the benefits of a centralised FMI with the market dynamics of open competition.

It transforms FX from a friction-heavy utility into a **real-time liquidity instrument** that strengthens both client offerings and institutional profitability.

## The Profitability Shift: From Margin Compression to Margin Control

In today's fragmented FX landscape, margin compression is an external force — dictated by intermediaries and market volatility.

In the FXaaS model, **margin compression becomes a competitive advantage.**

By settling instantly and eliminating correspondent layers, banks retain a greater portion of transaction revenue while reducing operational and credit costs.

Moreover, the ability to **self-provide FX** — holding and converting currency balances within UNITE Global — transforms liquidity management from a passive treasury function into an active profit centre.

The implications are significant:

- **Lower end-client costs** drive higher transaction volumes.
- **Eliminated intermediaries** mean higher retained income per transaction.
- **Instant settlement** releases liquidity for immediate reuse.

This is not simply faster FX — it is *smarter FX*.

## The Strategic Advantage in the Real-Time Economy

As the global financial system moves toward continuous processing, institutions that can manage FX and liquidity in real time will gain a decisive strategic edge.

They will offer clients faster payments, lower costs, and greater transparency — while simultaneously optimising their own liquidity and returns.

**UNITE Global's FX-as-a-Service** stands at the centre of this shift: a model where real-time competition, instant settlement, and full transparency redefine what it means to be efficient in the FX market.

In the real-time economy, **speed alone is no longer enough.**

Competitiveness now depends on the ability to see, move, and settle value across currencies — instantly and without friction.

**That is the new standard.**