

CASE STUDY

OSL Expands Global Trading Infrastructure for Institutions with Talos

OSL





Introduction

To support its global expansion and meet the growing demands of institutional clients, OSL partnered with Talos to unify trading infrastructure across multiple jurisdictions. Through the integration, OSL gained seamless connectivity to Talos's institutional network, advanced execution tools, and secure, compliant infrastructure. This collaboration has enhanced OSL's ability to deliver high-performance, cross-border digital asset trading while maintaining its commitment to regulatory excellence.

The Company

OSL, established in 2018, is a leading digital asset platform headquartered in Hong Kong. As the first digital asset firm to receive licensing from the Hong Kong Securities and Futures Commission (SFC), OSL offers a comprehensive suite of services, including Brokerage, Exchange, Custody, Wealth, and Omnibus solutions. Backed by OSL Group

(863.HK), formerly known as BC Technology Group, OSL is recognized for its commitment to regulatory compliance, security, and innovation in the digital asset space. With a global presence, catering to both retail and institutional clients, OSL continues to play a pivotal role in bridging traditional finance with the evolving digital asset ecosystem.



The Challenge

As a global digital asset platform, OSL operates regulated entities across multiple jurisdictions, including Hong Kong, Singapore, Australia and Japan. Each jurisdiction presents its own set of regulatory, operational, and technological requirements.

Managing operations across these diverse markets posed several challenges. In particular, OSL's institutional clients, many of whom operate globally, expected seamless access to deep liquidity and high-performance execution, regardless of region. Bridging these cross-border operational silos was essential to meet client demands.

To address these challenges and unify its international operations, OSL needed a reliable infrastructure partner with deep expertise in institutional-grade digital asset trading technology.



The Solution

OSL partnered with Talos to integrate its global exchange into the Talos partner network. This integration enabled Talos clients to access OSL's highly regulated liquidity from OSL's Hong Kong division.

The collaboration provided OSL with:

- **Enhanced connectivity.**

Talos's advanced API and GUI interfaces allows OSL to offer its institutional clients deep liquidity across an extensive network of liquidity providers in addition to OSL's own liquidity to ensure a holistic price discovery.

- **Advanced trading algorithms and execution tools.**

OSL consistently strives to provide its clients with best execution by using Talos's smart order router. The Talos SOR continuously evaluates liquidity on multiple trading venues and determines the optimal allocation of child orders based on OSL's parameters, taking into account maker and taker fees on an exchange in order to achieve the best average execution price. Talos's extensive offering of algorithms for various trading and hedging strategies greatly helps optimize trading execution for OSL and its customers.

- **Compliance and security.**

Talos's infrastructure ensures that trading activities meet stringent compliance standards, aligning with OSL's commitment to regulatory adherence.



For illustrative purposes



The Results

The integration of Talos into OSL's global infrastructure delivered significant strategic and operational benefits, enabling OSL to expand institutional access and deliver a consistently high-quality trading experience across markets.

- **Accelerated global client access:** By connecting to Talos's extensive institutional network, OSL gained instant visibility and access to a broad range of hedge funds, asset managers, and prime brokers already operating within the Talos ecosystem.
- **Strengthened institutional position:** The partnership reinforced OSL's position as a regulated, institutional-first trading venue. Talos's reputation for secure, compliant, and high-performance trading infrastructure aligned with OSL's own values and helped establish trust with global clients who demand robust operational and compliance standards.
- **Scalability without infrastructure burden:** With Talos handling execution and connectivity infrastructure, OSL was able to scale its trading services and geographical footprint without needing to develop and maintain bespoke integrations for each new region or client type.



"Partnering with Talos has enabled us to deliver seamless, compliant access to our liquidity for institutional clients. Their connectivity and reputation in the digital asset ecosystem have been instrumental in scaling our business."

Eugene Cheung

Chief Institutional Business Officer | OSL

"OSL brings a uniquely regulated and institutional-first approach to digital asset trading, and we're proud to integrate their liquidity into the Talos network. Together, we're reducing friction for institutions looking to access high-quality venues in a compliant and operationally sound manner."

Samar Sen

Head of APAC | Talos

The Future

The strategic partnership between OSL and Talos exemplifies how collaboration between a regulated digital asset platform and a leading trading technology provider can drive growth, enhance liquidity, and meet the evolving needs of institutional investors. Looking to the future, OSL and Talos are excited to collaborate on various projects to optimize the operations and growth of OSL's OTC desks, institutional ETF partners, and global footprint, leveraging Talos's spot RFQ platform and portfolio management system.



talos.com

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