

# Instimatch Global

**Money Markets & Product Guide**  
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# What Are Money Markets?

Money markets are financial markets for short-term debt instruments with a maturity of under one year (e.g. O/N, 1W, 1M, 6M, 1Y).

At any given moment, institutions may hold more cash than they need, while others hold less. A bank may carry excess reserves at the end of the day and need to place them overnight. Corporates regularly face a payroll and need to bridge short-term funding gaps. Central banks inject or drain liquidity from the financial system. Money market instruments enable the short-term transfer of cash between entities, matching surplus with need.

## Key Participants

Participant	Role in the money market
Central banks	Set the policy rate; inject or drain liquidity via repo and open market operations.
Commercial banks	Primary borrowers and lenders in the interbank market; fund their balance sheets daily through money markets.
Cantonal / regional banks	Active in domestic unsecured and repo markets.
Non-Bank Financial Institutions	Place and earn on short-term cash; increasingly important as bank balance sheets shrink.
Corporates	Place surplus cash as short-term deposits; borrow to bridge working capital gaps.
Money market funds (MMFs)	Pool cash from many investors into short-term instruments; major buyers of T-bills, CDs, and repo.

## Tenors

The duration of money market instruments reflects the specific liquidity requirement being addressed. Overnight and one-week are most actively traded. The yield curve shape, whether interest charged for longer tenors pay more than shorter ones, drives where institutions choose to place their cash. Short tenors may offer the best rates, when the curve is flat or inverted.

<u>Tenor</u>	<u>Typical use case</u>
Overnight (O/N)	End-of-day balance management; excess reserves; margin account support.
1 week	Operational buffer; meeting a known short-term cash need.
1 month	Payroll, supplier invoices, predictable outflows.
3 months	Surplus cash earning a term premium; quarterly investment cycle.
6–12 months	Strategic cash allocation; maximising yield on long-term surplus.

The 2008 Financial Crisis exposed structural weaknesses. Banks had funded long term assets (e.g. mortgages, corporate loans) with short-term liabilities that needed to be rolled over every few weeks. When lenders stopped renewing these loans, the short-term funding collapsed and banks funding themselves in this manner were rendered insolvent. Basel III responded with strengthened liquidity regulations, two liquidity ratios addressing short term stress scenarios (LCR), as well as one-year structural mismatch (NSFR).

## Liquidity Coverage Ratio

The LCR requires banks to hold sufficient high-quality liquid assets (HQLA) to survive liquidity stress lasting for one month.

$$\text{LCR} = \frac{\text{HQLA}}{\text{30 Day Net Cash Outflow}} \geq 100\%$$

HQLA can easily and immediately be converted to cash with minimal loss in value. Though the liquidity of an asset is dependent on the scenario and the volume, in stress certain assets are more likely to generate funds without large loss in value in sale or repo (BIS, 2013). Basel defines three HQLA levels; as asset quality drops, increasing haircuts apply. (Bank of Canada, 2013)

<b>HQLA Assets and Associated Haircuts</b>			
<u>Level</u>	<u>HQLA Cap</u>	<u>Min. Haircut</u>	<u>Example Assets</u>
1	No Cap	0%	Cash, Central Bank Reserves, Sovereign bonds
2A	40% (Combined L2 cap)	15%	Non-financial (NF) Corporate bonds, High rated (>AA-) covered bonds, Low-rated public debt
2B	15% (Within 40% L2 Cap)	50% (RMBS 25%)	High quality NF equities, lower-rated (>BBB-) NF corporate debt, High quality RMBS (>AA)

The denominator, Net Cash Outflows (NCO), represents the outflows minus cash inflows over a 30-day stress scenario.

$$\text{NCO} = \text{Expected cash outflow} - \text{Expected cash inflow}$$

(Inflows are capped at 75% of cash outflows, i.e. NCO is always  $\geq 25\%$  of outflows)

NCO therefore sets the minimum HQLA a bank must hold. The run-off rate (set by the BIS) is the percentage of the source expected to be withdrawn within the 30-day stress scenario. (BIS, 2023)

NCO Sources and Run off rates	
<u>Example Source</u>	<u>Run-off rate</u>
Secured deposits (HQLA)	0%
Stable Deposits (fully insured)	5%
Less stable deposits (partially insured)	10%
Corporate operational deposits	25%
Corporate non-operational deposits	40%
Unsecured interbank	100%
Non HQLA collateral	100%

### Example:

After the appropriate haircuts, a bank has CHF 500M worth of HQLA assets. It has liabilities totalling 700M, 100M in stable deposits, 100M in corporate non-operational deposits, and 500M borrowed from another bank. Assuming no cash inflows over the period,

$$\text{NCO} = \sum r_i \times \text{Liability}_i$$

$$\text{NCO} = 5\% \times 100M + 40\% \times 100M + 100\% \times 500M = 545M$$

$$\text{LCR} = \frac{500M}{545M} = 91.7\%.$$

Stressed net outflows exceed available HQLA, so the bank struggles to meet obligations in this 30-day stress scenario.

Instead, if the bank attracted 200M more in the form of corporate deposits, reducing interbank borrowing by 200M,

$$\text{NCO} = 5\% \times 100M + 40\% \times 300M + 100\% \times 300M = 425M$$

$$\text{LCR} = \frac{500M}{425M} = 117.6\%,$$

The bank improves their LCR, now exceeding the 100% regulatory minimum.

By replacing interbank loans with corporate deposits (where the run-off rate is lower), the same nominal amount reduces the NCO figure, improving LCR. A bank looking to improve the LCR is therefore incentivised to borrow from corporate institutions. Instimatch supports sourcing corporate funding through its platform, making the search for suitable counterparties easier, and far more efficient.

## Net Stable Funding Ratio

The NSFR aims to prevent funding long term illiquid assets with short term, volatile liabilities. While LCR covers the immediate shock, NSFR diagnoses structural soundness over the next year.

$$\text{NSFR} = \frac{\text{Available Stable Funding (ASF)}}{\text{Required Stable Funding (RSF)}} \geq 100\%$$

ASF measures the portion of a bank's capital and liabilities expected to remain for more than one year. Each source is assigned an ASF Factor, representing the stability of funding being fully available in more than a year (100% = fully reliable, 0% = "flighty"). This factor is driven by the lender and the term length. The total ASF is the scaled sum of these liabilities. (BIS, 2014)

Liability Sources	
ASF Factor	Example
100%	Total Regulatory Capital (CET1) Capital Instruments and Liabilities (T>1Y)
95%	Stable deposits from small business and retail customers (T<1Y)
90%	Less stable deposits from small business and retail customers (T<1Y)
50%	Funding from corporations (T<1Y) Funding from Financial institutions (6m<T<1Y)
0%	All other liabilities (e.g. Interbank funding T<6m)

RSF is the amount of stable funding necessary given the liquidity characteristics and maturities of its assets. These assets are scaled by a factor representing the illiquidity of the asset, yielding RSF. For example, loans to financial institutions with maturity of 12m+, are illiquid and assigned RSF of 100%, requiring financing entirely by stable funding. 0% RSF (e.g. cash) is readily available and requires no stable funding to back it. (BIS, 2014) (Full Table listed in Appendix)

Asset Sources	
RSF Factor	Example Assets
0%	Banknotes, Central Bank reserves + claims on CB's (T<6m)
5%	HQLA(L1)
10%	Secured (HQLA L1) Loans to Financial Institutions (T<6m)
15%	Secured/Unsecured Loans to FIs (T<6m), HQLA(L2a)
50%	Loans to FI (6m<T<1Y), Loans to NF Clients (T<1Y), HQLA(L2b)
100%	Assets encumbered >1Y, loans to FIs >1Y, non-performing loans, fixed assets

### Example:

A bank has 100M in CET1 liabilities and placed the corresponding cash in HQLA(L2A) bonds. Additionally, they have raised 40M in wholesale deposits, which is being held as cash.

Through the NSFR framework,

$$\frac{\text{ASF}}{\text{RSF}} = \frac{100\text{M} * 100\% + 40\text{M} * 0\%}{100\text{M} * 15\% + 40\text{M} * 0\%} = \frac{100\text{M}}{15\text{M}}, \text{NSFR} = 667\%$$

If instead, the bank decided to place collateral (HQLA L2A) worth 40M in exchange for cash,

$$\frac{ASF}{RSF} = \frac{100M * 100\% + 0M * 0\%}{100M * 15\% + 40M * 0\% + (-40M) * 15\%} = \frac{100M}{9M} = 1111\%$$

By placing 40M worth of L2A bonds as collateral, the bank deducts them its assets, reducing RSF by 6M (15% of 40M).

		Liabilities			Assets			NSFR
		CHF Raw	Weight	ASF=Weighted Amount	CHF Raw	Weight	RSF = Wtd Amt	
RAISE Unsecured Depo	CET1	100	100%	100	HQLA(L2A)	100	15%	15
	Wholesale Depo <6m	40	0%	0	Cash	40	0%	0
		140		100		140		15
								667%
Raise Collateralised Depo		CHF Raw	Weight	ASF=Weighted Amount	CHF Raw	Weight	RSF = Wtd Amt	
	CET1	100	100%	100	HQLA(L2A)	100	15%	15
	Wholesale Depo <6m	0	0%	0	Cash	40	0%	0
					HQLA(L2A) Placed	-40	15%	-6
Higher NSFR		100		100	100		9	1111%

Effectively, banks can replace illiquid RSF with cash (0%), reducing RSF and increasing NSFR. If the collateral placed was non-HQLA, or lower quality, receiving cash can improve the composition of LCR, swapping a capped, heavy haircut asset for L1 cash. Counterintuitively, regulatory benefits of collateralised deposit can incentivise banks to pay higher rates than in unsecured loans. There is a negative weight on banks' RSF, depending on the quality of collateral placed.

Tenor matters for the regulatory impact of funding:

- Interbank funding under 6 months: no NSFR benefit (0% ASF) and 100% LCR run-off — worst case under both ratios.
- Interbank funding 6–12 months: 50% ASF, helping NSFR, but still 100% LCR run-off.
- Corporate (non-financial) deposits under 1 year: 50% ASF and 40% LCR run-off — better than interbank on both dimensions.

Short-term corporate deposits dominate short-term interbank funding for any bank optimising LCR and NSFR. The regulatory benefit outweighs the cost of a higher interest rate. On the other side of the trade, corporates may benefit from a higher rate than unsecured alternatives and simultaneous elimination of credit risk via collateral.

Despite the regulatory case for secured deposits, the unsecured and interbank markets remain active.

- The bank is well within its LCR/NSFR buffers; the higher secured rate outweighs the regulatory benefit.
- Encumbering HQLA forfeits its use as a liquidity buffer in stress.
- Corporates don't always want collateral pledged to them.
- Relationship trades: banks accept suboptimal rates or LCR drag to maintain client relationships.
- For small placements within the buffer, unsecured is operationally simpler.
- Lack of counterparties forces banks to place O/N (e.g. at SNB; beyond a threshold, the SNB charges 25bp, making O/N interbank placements attractive).
- Many corporates lack the operational infrastructure to execute secured trades.

Treasurer priorities shift over time, a treasurer below internal LCR NSFR thresholds prioritises rebuilding ratios, while a comfortable treasurer may accept some ratio drag in pursuit of yield, relationships or operational simplicity.

## Why Money Markets Matter for Banks

Banks rely on money markets every day to fund their balance sheets. They take in deposits and issue loans with mismatched maturities; long dated assets are partly funded by short term liabilities.

- A freeze in the market can render a bank insolvent within days as they struggle to meet immediate obligations, even if their underlying assets are sound.
- Central bank rate changes transmit into money market rates; directly affecting mortgages, corporate loans, and bond markets.
- Benchmark rates: SOFR (USD), EUR STR (EUR), SONIA (GBP), and SARON (CHF) are all derived from money market transactions. These rates act as a benchmark rate for global loans, mortgages, floating rate notes, and derivatives.
- Banks are obligated to meet Basel 3 regulatory standards, maintaining sufficiently high LCR and NSFR.
- Rate movements, widening spreads and increasing risk premia, are early warning indicators of financial stress.

For banks, Instimatch expands the counterparty pool beyond traditional relationships, supporting the LCR/NSFR optimisation through corporate funding.

## Why Money Markets Matter for Corporates

Corporates face the same two problems banks do: where to park surplus cash, and how to meet short term funding gaps. A treasurer with idle cash needs:

- Yield – return on cash,
- Safety – protection of the principal,
- Access – how quickly the cash can be retrieved.

Money markets offer all three across multiple instruments (deposits, MMF, repo, T-bills). Each instrument trades off these needs differently; the choice depends on the treasurer's priorities.

Instrument	Trade-off
Unsecured deposit	Yield; takes on credit risk,
Secured deposit	Can have higher yield than unsecured (regulatory premium); collateral eliminates credit risk,
Repo	Similar protection to secured deposit; operationally heavier (collateral management, custody)
Money market fund	Same-day liquidity, diversified credit; lower yield, no principal guarantee
T-bills	Sovereign credit, deep secondary market; lowest yield

The regulatory framework works in the corporate's favour: LCR and NSFR penalise interbank funding more heavily than non-financial corporate deposits, so banks pay corporates a premium relative to what they'd pay another bank for the same trade. Instimatch's role is to make comparing and trading these instruments efficient and straightforward for corporates.

# Instimatch: The Solution

Instimatch is a web-hosted digital platform specialising in the money market. It replaces the manual, bilateral liquidity management process with a centralised, transparent, real-time marketplace; removing friction for institutions.

## Liquidity Management in the Past

Before Instimatch, a treasurer managing short-term cash operated through an entirely manual, bilateral process. A borrower needing to place or raise cash for a specific tenor would call or email a short list of relationship banks, typically <10, requesting quotes for a specific amount and tenor, wait for responses, manually compare them, negotiate, agree terms, and finally manually enter the trade into a treasury management system or spreadsheet, before repeating the process the next day.

<u>Problem</u>	<u>Consequence</u>
No market visibility	Treasurers see only the rates their relationship banks choose to quote. There is no way to know whether other institutions are offering better rates.
Narrow Counterparty pool	Trades are limited to institutions with pre-existing ISDA or credit agreements — typically a small panel. Diversification is administratively prohibitive.
Slow execution	Waiting for responses, negotiating back and forth, and chasing confirmations is inefficient. In a moving rate environment, the agreed rate may no longer reflect the market by settlement.
Manual trade capture	Every trade entered by hand is a potential error. Errors cause trade breaks, failed settlements, and operational losses.
No audit trail	Reconstructing a compliance report or responding to an auditor requires manually collating records.
No instrument comparison	Choosing between an unsecured deposit, a repo, or a money market fund requires logging into multiple platforms and making manual comparisons.

## The Platform

Instimatch operates as a matching marketplace. Institutions post bids and offer across instruments and tenors.

- Lenders post rates they are willing to offer for a given instrument and tenor.
- Borrowers browse, filter, and select the best available rate across all active counterparties.
- Either party can counter on rate or amount before confirming.
- Both parties must agree on principal, rate, and tenor before execution.
- Algo trading and rule-based execution can automate routine placements entirely.

Institutions benefit through:

- Automated Trade Capture and API integration generates the audit trail, feeding the TMS automatically, reducing admin work.
- Direct access to a set of institutional lenders and borrowers without managing hundreds of bilateral agreements.
- Lenders and borrowers are visible to counterparties on the platform; rates are live and transparent.
- The platform serves as an RFQ system and a disclosed order book.

# Products

Instimatch offers seven products covering the full short-term liquidity market. All are easily accessible can be compared on the web app.

## MoneyMatch — Unsecured Deposits

MoneyMatch is the flagship product. It is the primary market for unsecured fixed-term institutional cash deposits, and acts as a digital order book where the best available rates across tenors are immediately visible.

- Lenders list rates for a given tenor; borrowers search and select the best available.
- Negotiate directly on the platform; Counter-offer functionality on both rate and amount.
- Tenors: Typically, short term  $\leq 1Y$ , but can be longer depending on investor.
- Disclosed order book: full price discovery with all counterparties visible simultaneously.
- Automated trade capture (ATC): trades confirmed instantly via email and uploaded directly into any TMS, ERP, or global custody platform.
- API integration connects Instimatch directly to treasury management systems.
- Algo trading module and rule-based execution automate routine cash placements within predefined parameters.
- Supports Shariah-compliant structures via commodity agents.

MoneyMatch provides visibility into the whole market, not just the rates their relationship banks choose to quote. The best rate (and lender) wins — and the platform produces a full trail for best execution.

## Secured Deposit — Collateralised Deposits

Secured Deposits are collateralised cash deposits that provide principal protection not available in standard unsecured placements. While MoneyMatch involves the lender taking pure credit risk on the borrower, a Secured Deposit is backed by high-quality collateral, giving the lender a claim on specific assets in the event of default.

- Principal protected by high-quality collateral.
- Flexible structuring across counterparty, duration, and currency.
- Shielded from bail-in rules: collateralised deposits are protected where regulators resolve a bank; unsecured depositors may not be.

Post-2008 bail-in regimes changed the risk profile of bank deposits fundamentally. A corporate treasurer with large balances at a bank entering resolution could find those deposits converted to equity. Secured Deposits eliminate that risk while maintaining competitive yield.

## RepoBlick — Repurchase Agreements

A repurchase agreement is the sale of a security with a simultaneous agreement to repurchase it at a slightly higher price on a future date. The difference is the repo rate —the cost of secured borrowing. The seller receives short-term cash; the buyer receives a collateralised return. Collateral quality affects the repo rate: higher-quality collateral commands a lower rate.

Repo has historically been the preserve of large banks with established bilateral relationships, RepoBlick opens that market to a broader institutional set.

- Tenors: overnight, term (1 week to 1 year), or open (no fixed end date).
- Collateral types: government bonds, agency bonds, corporate bonds, equities, customised baskets, and Sukuk for Islamic finance markets.
- Instant price discovery: bid or offer on a cash or collateral basis with both sides of the market visible simultaneously.

- Negotiation workflows via dedicated Orderbook, RFQ, and Chat deal modes.
- Automated trade capture: API integration allows booking tickets directly into the client's TMS.
- Compliance configuration controls permitted currencies, counterparties, and trading sides at the point of trade.
- Collateral inventory management eliminates trade breaks from insufficient or unverified collateral.
- Collateral directory: searchable directory of traditional and Sukuk global collateral.

In February 2024, Instimatch signed an MoU with Muqassa (Saudi Securities Clearing Centre) to build a fully cleared repo platform for Saudi institutions, providing the trading layer.

## TotalFX — Foreign Exchange

TotalFX covers all currency pairs including emerging and frontier markets, allowing institutions to execute FX within the Instimatch platform alongside cash deposit management.

- Full range of order types across all currency pairs.
- Collocated installations for low-latency, high-frequency connectivity to liquidity providers.
- Customisable core price algorithms; connect proprietary models via API.

TotalFX is at an earlier stage than the deposit products. Two banks (Basel Kantonal Bank and Raiffeisen) currently quote FX on the platform. The growth path follows a loop: once the major Swiss institutions join as a credible anchor, those relationships can be leveraged to attract corporate clients who already bank with them, introducing more lenders etc. Once volume reaches the threshold, banks may allow Instimatch to connect directly to their internal pricing engines — enabling instant automated quoting on Instimatch, rather than the current inefficient manual process.

## Money Market Funds

Money market funds pool cash from many investors into managed, rated, and regulated vehicles. The MMF portal is Instimatch's gateway into this market — a fund comparison and routing layer within the same platform as MoneyMatch and RepoBlick.

- Growing list of fund providers with yields comparable across sectors and currencies.
- Sortable and filterable — filter on funds to surface the best yields, ratings, or other criteria.
- Single sign-on compare MMFs alongside unsecured deposits and repo on one screen.
- Straight-through trading and cross-instrument comparison: in development.

## Call Money — Callable Deposits

Instimatch is the first platform to fully digitise the call money market. Call money is a short-term loan repayable immediately on the lender's demand, with no fixed maturity, commonly used to manage surplus intraday funds and supporting margin accounts.

- Centralise requests: send RFQs to all banks in one workflow, across any notice period.
- Portfolio overview: volumes, rates, and open call accounts all visible.
- Adjust balances or close positions across counterparties instantly.
- Prices in minutes; cash placed at the best available rate.
- Live balances: current positions and accrued amounts updated in real time.
- Rate alerts: instant notifications on rate changes across all call accounts.

## eBills — Digital Trade Documents

eBills brings bills of exchange, promissory notes, and similar short-term debt instruments into the digital sphere. A bill of exchange is a written order requiring one party to pay a fixed sum to another

at a specified future date. Historically paper-based and difficult to track or use as collateral, eBills makes the entire lifecycle digital.

- Primary issuance: issuers and investors meet on Instimatch's liquidity pool, negotiate terms, and issue eBills in an end-to-end digital process.
- Full custody and ISIN: issued eBills held on established CSD infrastructure; each receives an ISIN giving it the legal and operational status of a recognised security.
- Full legal backing in the UK: built on the UK Electronic Trade Documents Act 2023, which gives digital trade documents the same legal standing as paper originals.

## Users and Partners

User	Added Value
Banks	Trade interbank flow with instant price discovery and auto-trading. Access counterparties beyond existing bilateral relationships.
Corporations	Treasury liquidity management: better rates, instant execution, counterparty diversification, compliance-ready reporting, TMS integration.
Non-bank financial institutions	Place and earn on short-term cash deposits without managing multiple bilateral banking relationships.
Public entities / authorities	Enhanced control and transparency, real-time market data, historical trade records, faster execution.
Central banks	Off-the-shelf product suite. Real-time insight into domestic money markets to support monetary policy monitoring and intervention.
Commodity agents	Facilitate Shariah-compliant structures. Streamlined, transparent, verifiable transactions with liquidity access.

## Partners

Partners extend or enable the platform without necessarily being end traders themselves.

Partner type	Role
TMS providers	Integrate with Instimatch via API so treasurers can execute without leaving their existing system. A distribution channel for Instimatch and a richer product for TMS clients.
Clearers and CSDs	Provide post-trade clearing and settlement infrastructure — essential for the repo market. Muqassa (Saudi Arabia) is a key example.
Guarantors (frontier markets)	Credit-enhance trades in markets where counterparty risk would otherwise deter global institutions. Enable frontier market access.
Commodity agents	Provide the commodity Murabaha structures required for Shariah-compliant money market transactions.

# Key Benefits

Instimatch's value proposition operates across four dimensions, each mapping directly to the friction points of the traditional process.

## Price Discovery and Yield

- Live rates from 300+ counterparties simultaneously.
- Full market visibility: see where the entire market is trading, outside of relationship banks.
- Algo execution can place cash automatically at the best rate within predefined parameters.
- Instruments comparable side by side — allocate optimally between unsecured, repo, and MMFs.

## Risk Management

- Counterparty diversification made operationally simple: cash can be easily spread across institutions without adding overhead.
- Collateralised deposits protect lenders from bail-in rules.
- Compliance configuration controls permitted counterparties, currencies, and instruments.

## Operational Efficiency

- Automatic trade captured instantly and fed into TMS via API — manual entry and errors eliminated.
- Settlement accelerated; trade breaks reduced through collateral inventory management.
- Automated placements reduce routine manual decision-making.

## Compliance and Audit

- Trade history, maturity schedules, and counterparty exposure summaries generate automatically.
- Compliance-friendly logs ready for internal and external audit without manual reconstruction.
- Exportable audit trail, robust records and regulatory adherence.

# Competitive Landscape

Competitor	How they compare to Instimatch
Bloomberg MTF	Dominant terminal network covering bonds, repo, derivatives, and FX. Broad but expensive and not purpose-built for money markets. Instimatch is specialist, more accessible, and lower cost.
360T (Deutsche Boerse)	The biggest FX competitor — 2,900+ buy-side clients, 75 countries, large bank panel.
Tradeweb	Electronic rates and money market trading, strong in repo. More institutional and sell-side focused. Instimatch serves a broader set including corporates and public bodies.
Cosmo Funding (ZKB)	Swiss digital bond and private placement platform.

## Instimatch's Differentiators

- Specialists in short-term institutional money markets.
- Accessible to corporates, municipalities, and NBFIs, not just banks.
- Frontier market and Islamic finance capability.
- Digital, faster, and more innovative.
- A growing proprietary transaction dataset.

# Growth, Challenges, and Trajectory

## Network Effects

Instimatch's value scales with the number of counterparties on the platform. More lenders attract more borrowers; more borrowers attract more lenders. Getting to critical mass requires solving a chicken-and-egg problem that plays out differently across products.

Money market deposits are the most mature product. The challenge is continuing to grow the counterparty base and locking in clients. Every new institution that joins makes the platform more valuable.

FX is the hardest near-term challenge. A corporate with four or five preferred FX banks will not use TotalFX unless most of those banks are already on it. Banks will not join TotalFX or invest in automation until client demand justifies it. The path runs in sequence: anchor banks first, then clients, then scale and automation. 360T — with hundreds of banks and thousands of clients — is the established leader. Switching is not yet beneficial enough for prospective clients.

## The Data Opportunity

As transaction volume grows, Instimatch accumulates a proprietary dataset that no competitor can replicate. Every trade creates a data point — and at scale, that data carries significant independent value.

The platform observes executed rates vs posted rates, counterparty network data, collateral flows, geographic and currency patterns, timing and behavioural data. Rates embed multiple components — risk-free rate, liquidity premium, counterparty credit premium, and collateral quality premium. The platform can observe and potentially decompose all four.

Data product	Description
Short-term rate index	Derived from actual executed transactions. Licensable benchmark across tenors and currencies (currently provided through collaboration with Derivox).
Liquidity stress indicators	Real-time signals on where cash is tight, who is paying above-market rates, and which tenors are under pressure.
Counterparty credit signals	Early warning from observed funding costs. Institutions struggling to attract lenders may show stress before it appears in public credit spreads.
Regulatory reporting tools	Help clients meet regulatory obligations using data Instimatch already holds.
Central bank surveillance	Real-time window into money market functioning for monetary policy supervision.

## Key Constraints

- Scale: the dataset needs more counterparties to be statistically representative of the whole market.
- Confidentiality: individual counterparty data is sensitive. Products must be aggregated, anonymised, and lagged. Any perception that positions can be inferred would be damaging to the platform's core trust proposition.
- Organisational: building a data division requires different skills — quant analysts, data scientists, research sales, a separate capability from running a trading platform.

# Appendix

## RSF

RSF factor	Components of RSF category
0%	<p>Coins and banknotes</p> <ul style="list-style-type: none"> <li>• All central bank reserves</li> <li>• All claims on central banks with residual maturities of less than six months</li> <li>• “Trade date” receivables arising from sales of financial instruments, foreign currencies and commodities.</li> </ul>
5%	Unencumbered Level 1 assets, excluding coins, banknotes and central bank reserves
10%	<p>Unencumbered loans to financial institutions with residual maturities of less than six months,</p> <p>where the loan is secured against Level 1 assets as defined in LCR paragraph 50, and where</p> <p>the bank can freely rehypothecate the received collateral for the life of the loan</p>
15%	<p>All other unencumbered loans to financial institutions with residual maturities of less than six months not included in the above categories</p> <p>Unencumbered Level 2A assets</p>
50%	<ul style="list-style-type: none"> <li>• Unencumbered Level 2B assets</li> <li>• HQLA encumbered for a period of six months or more and less than one year</li> <li>• Loans to financial institutions and central banks with residual maturities between six months and less than one year</li> <li>• Deposits held at other financial institutions for operational purposes</li> <li>• All other assets not included in the above categories with residual maturity of less than one year, including loans to non-financial corporate clients, loans to retail and small business customers, and loans to sovereigns and PSEs</li> </ul>
65%	<ul style="list-style-type: none"> <li>• Unencumbered residential mortgages with a residual maturity of one year or more and with a risk weight of less than or equal to 35% under the Standardised Approach</li> <li>• Other unencumbered loans not included in the above categories, excluding loans to financial institutions, with a residual maturity of one year or more and with a risk weight of less than or equal to 35% under the standardised approach</li> </ul>
85%	<ul style="list-style-type: none"> <li>• Cash, securities or other assets posted as initial margin for derivative contracts and cash or other assets provided to contribute to the default fund of a CCP</li> </ul>

	<ul style="list-style-type: none"> <li>• Other unencumbered performing loans with risk weights greater than 35% under the standardised approach and residual maturities of one year or more, excluding loans to financial institutions</li> <li>• Unencumbered securities that are not in default and do not qualify as HQLA with a remaining maturity of one year or more and exchange-traded equities             <ul style="list-style-type: none"> <li>• Physical traded commodities, including gold</li> </ul> </li> </ul>
100%	<ul style="list-style-type: none"> <li>• All assets that are encumbered for a period of one year or more</li> <li>• NSFR derivative assets net of NSFR derivative liabilities if NSFR derivative assets are greater than NSFR derivative liabilities             <ul style="list-style-type: none"> <li>• 20% of derivative liabilities as calculated according to paragraph 19</li> </ul> </li> <li>• All other assets not included in the above categories, including non-performing loans, loans to financial institutions with a residual maturity of one year or more, non-exchange-traded equities, fixed assets, items deducted from regulatory capital, retained interest, insurance assets, subsidiary interests and defaulted securities</li> </ul>

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