BetaNXT

POINT OF VIEW | TOKENIZATION ACROSS THE VALUE CHAIN

Making tokenized markets usable for wealth

Part I: A Practical Operating Model for Wealth Management

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EXECUTIVE PERSPECTIVE

Tokenization is changing more than the rails

Tokenized assets are no longer a pilot. Market utilities, financial institutions and asset managers are running them in live environments. The effects will not stay in one corner of the industry.

Tokenization will reshape how firms operate across the wealth and asset servicing value chain:

- **Wealth management:** how advisors and clients access, hold and see assets across legal entities.
- **Investor communications and proxy:** how information reaches investors, and how voting and shareholder participation are determined and processed when ownership is recorded in new ways.
- **Asset management:** how products are structured, distributed and serviced.

Adoption will be uneven, so the right starting point is client need, not technology. Each firm's challenge is to make emerging rails usable within the legal structures, controls and client experiences it already depends on.

This is the first in a short series of BetaNXT points of view on what tokenization means for the industry. Our opening perspective, ***Making tokenized markets usable for wealth***, sets the foundation, and following installments will look at each of the above in turn.

WEALTH FIRMS

Tokenization is live; usability is the gap

As noted, utilities, financial institutions and asset managers now run tokenized assets, settlement models and digital-cash capabilities in live environments. Adoption will still be uneven across markets, asset classes and client segments.

For wealth firms, the question is no longer whether tokenization will touch the market. It is when and where client demand justifies operational adoption, and whether the firm can support that demand without fragmenting legal entities, books and records, servicing, or the client experience.

01 **Validate demand**	02 **Bridge the operating model**	03 **Preserve one client view**
Start with a specific client, workflow or operational need. Define the measurable value.	Connect emerging rails to the right legal entity, books and records, custody, and servicing model.	Let infrastructure evolve without fragmenting reporting, advisor workflows, or the household experience.

BetaNXT's position is pragmatic: do not recreate the emerging ecosystem. Make it usable within the legal structures, systems, controls, and client experiences wealth firms already depend on. BetaNXT provides the operating-model bridge.

ADOPTION

Adoption will stay uneven, so start with need

Production activity now spans market infrastructure, settlement, collateral, liquidity, and tokenized investment products. That progress does not mean every wealth segment, product, or workflow will move at the same pace. In wealth management, adoption should begin with the use case. Four questions set the standard:

Need	Which client, workflow or operational constraint are we addressing?
Value	What measurable improvement will result in access, speed, liquidity, servicing, or cost?
Dependencies	Which custodians, venues, counterparties, wallets, networks, and regulatory structures must participate?
Readiness	Can the operating environment adapt as dependencies and use cases evolve?

SIGNATURE INSIGHT

Multi-entity architecture is the operating-model bridge

BetaNXT's multi-entity architecture lets a firm run separate custodial legal entities on one platform, each with its own books and records and regulatory model. A broker-dealer, bank or trust company operates to the requirements of the assets it custodies while sharing identifiers, reference data, and data distribution.

One platform, multiple custodians: consistent people, process, and technology aligned to each asset class, with one view for clients and advisors.

For tokenization, a digitally custodied asset can sit in the legal and custodial structure that fits it. It is not forced into brokerage books and records or a disconnected technology stack. The enterprise stays connected, and the client still sees one relationship.

OPERATIONS AND TECHNOLOGY	ADVISOR AND CLIENT OUTCOME
• Apply the right regulatory model to each asset class. • Use consistent people, processes, and technology across entities. • Launch new businesses outside existing brokerage books and records. • Add future asset classes or entities through a repeatable blueprint.	• Present assets across legal entities as one relationship. • Feed positions into common statements, cost basis, and the client portal. • Give advisors a complete household view for advice and service. • Keep the experience consistent as custody models evolve.

FROM ARCHITECTURE TO IMPLEMENTATION: SCENARIO

Digital assets at a bank entity. Deploying a multi-entity architecture places a new asset class in the right regulatory and custodial model while keeping it connected to the broader enterprise and client relationship.

RAILS

Integrate the rails; do not recreate them

Market utilities such as the Depository Trust & Clearing Corporation (DTCC), institutional platforms, custodians, venues, and network providers are building and operating tokenized rails. As a participant in DTCC's 50-plus-firm Industry Working Group, BetaNXT has helped advance industry readiness and the operational and technical workflows needed to bring tokenized assets into established financial infrastructure.

That work progressed from collaboration and pilot activity to live production experience. In July 2026, BetaNXT joined more than 30 firms completing production transactions using DTC-tokenized assets across workflows including collateral, securities lending, Treasury repo, equity delivery-versus-payment and margin.

This firsthand experience informs BetaNXT's approach today: connecting emerging tokenized rails with the trusted books and records, custody, data and operating workflows required to make tokenization work at scale for wealth management.

For most wealth firms, duplicating the existing infrastructure is neither necessary nor desirable. BetaNXT's goal is to make the rails usable by firms by connecting them to the right legal entity, books and records, custody, servicing, data, reporting, and unified advisor and client experience.

Tokenization's next challenge is not building more rails.
It is making existing rails operationally usable.

OPEN ARCHITECTURE

Flexibility is a risk-management strategy

No one knows which combination of chains, wallets, custodians, venues, and tokenization models will dominate. Regulators and exchanges are beginning to clarify how tokenized securities fit within existing frameworks. That uncertainty argues for flexibility, not paralysis.

Firms should work with preferred providers and keep the ability to support alternatives. The integration pattern should connect books and records to different market utilities, wallets, custodians, venues, and networks rather than tie the operating model to one ecosystem.

BetaNXT's partnership with Taurus, a provider of digital asset infrastructure, is one example: it adds digital asset custody and tokenization capabilities, while the integration pattern stays open to other wallets, custodians, venues, and networks.

Open architecture is not neutrality for its own sake.
It is a risk management and adaptability strategy.

READINESS

Access to a blockchain is not enough

Supporting tokenized assets requires an operational foundation well beyond connectivity.

Authoritative books and records Maintain trusted positions across traditional and emerging asset models.	**Multi-entity books and records** Run separate custodial legal entities side by side without separate operating stacks.
Decimal precision Support fractional and higher-precision instruments as product structures evolve.	**Partner connectivity** Integrate wallets, custodians, venues, and market infrastructure through adaptable patterns.
Expanded operating windows Support 24/7 or extended processing where a validated use case requires it.	**Unified client experience** Present assets across entities as one household through shared reporting and digital experiences.

THE PATH FORWARD

Readiness without overbuilding

Tokenized finance will scale by use case, not in a single step. Asset classes, client segments, and institutions will move at different speeds. New networks will emerge, regulatory frameworks will evolve and some models will reach scale while others will not.

BetaNXT is already leading and ready: shaping industry readiness, running in production, and prepared to act as client demand forms. Its role has four parts:

01 **Questioner**	02 **Supporter**	03 **Integrator**	04 **Selective innovator**
Test the need and measurable value.	Clarify dependencies and trade-offs.	Connect new rails to existing workflows.	Advance capabilities where demand forms.

From DTCC's Industry Working Group to live production transactions in July 2026, BetaNXT has built firsthand experience with tokenized assets, and it is ready to help wealth firms put that experience to work.

THE BOTTOM LINE

Wealth firms need more than access to tokenized rails. They need an operating model that connects those rails to the legal entities, books and records, custody, servicing, data, and client experiences the business already depends on. BetaNXT provides that bridge.