

Go-To-Market smUSD

A Canton lending-facility strategy built around USD loans secured by Canton Coin held in qualified custody.

CANTON CREDIT FACILITY MEMO

Core thesis: smUSD's flagship GTM motion is a large, borrower-friendly Canton financing program. Super Validators may hold meaningful \$CC exposure, but selling size is not a practical liquidity plan given the current market depth and execution risk. The facility lets them access USD without forced selling or DeFi-style mark-to-market liquidation mechanics.

FACILITY SIZE

Up to \$800M USD

Anchor capital provider allocation intended to make Minted the premier lending facility on Canton.

BORROWER PROBLEM

Asset-rich, cash-constrained

Network participants may have large \$CC positions but limited ability to sell size without unacceptable market impact.

MINTED REVENUE

2-3% APY spread

Recurring economics tied to funded balances, facility coordination, and custody/control execution.

The product is a structured Canton credit facility.

The facility gives eligible borrowers USD liquidity while keeping \$CC exposure intact. This matters because the liquidity profile of \$CC makes selling size difficult: large holders can be economically rich but operationally cash-constrained. Collateral is held in qualified custody via BitGo under defined control arrangements. The structure is designed for institutional borrowers who need long-tenor cash without automated liquidation risk.

CAPITAL ALLOCATION

\$800M

Maximum targeted facility capacity.

BASE ECONOMICS

~5% APY

Facility capital pricing subject to final docs.

LOAN TENOR

Up to 5 years

Tranches built for real balance-sheet planning.

LIQUIDATIONS

No MTM

No price-triggered automated liquidation during the loan.

WORKFLOW

1. Borrower opts in

Eligible Super Validator requests USD loan against strategic \$CC.

2. \$CC custody

Collateral is placed into qualified custody via BitGo with control terms.

3. Loan funding

Anchor capital provider funds the USD loan through the facility structure.

4. Cash use

Borrower uses USD for operations, infrastructure, acquisitions, or investments.

5. Maturity / repay

Borrower repays under tranche terms and collateral is released under docs.

The key borrower problem is not whether \$CC has strategic value; it is whether a holder can turn a large position into usable USD without creating market impact, signaling risk, or forced-sale pressure. The facility solves that by using qualified-custodied \$CC as collateral instead of asking borrowers to sell into limited liquidity.

At scale, the facility can become a major revenue line.

Minted's economics are driven by funded balances. At a target 2-3% APY spread, the business becomes meaningful quickly if even a portion of the \$800M facility is drawn.

FUNDED BALANCE	2% APY SPREAD	3% APY SPREAD	STRATEGIC MEANING
\$50M	\$1.0M	\$1.5M	First proof that the facility can generate recurring credit revenue.
\$250M	\$5.0M	\$7.5M	Network beachhead with several meaningful Super Validator borrowers.
\$500M	\$10.0M	\$15.0M	Minted becomes a core Canton financing channel.
\$800M	\$16.0M	\$24.0M	Full target capacity creates venture-scale recurring gross revenue.

WHY BORROWERS TAKE THE LOAN

BORROWER NEED	FACILITY ANSWER	NETWORK EFFECT
Operating cash	Borrow USD against \$CC instead of trying to sell through a thin liquidity profile.	Teams can fund operations while avoiding forced-sale pressure and staying aligned with Canton upside.
Investment capital	Use loan proceeds for infrastructure, validator expansion, acquisitions, or strategic investments.	\$CC becomes productive collateral for ecosystem growth.
Long horizon	Tranches up to five years allow real planning, not short-term liquidity patches.	Borrowers can finance growth without short-dated rollover pressure.
Institutional process	Qualified custody, standard documents, reporting, and facility coordination through Minted.	Turns one-off OTC loans into a repeatable network product.

Illustrative only. Actual borrower pricing, facility cost, spread, fees, credit losses, custody fees, capital-provider economics, and Minted revenue are subject to definitive documentation.

Turn the allocation into a borrower-ready program.

The first objective is to convert the capital commitment, custody structure, and borrower pipeline into a repeatable facility with high-quality initial loans.

PHASE	DELIVERABLE	CLOSE CRITERIA
Facility docs	Facility agreement, borrower term sheet, collateral control terms, maturity mechanics, and default remedies.	Program documents ready for borrower counsel review.
Custody setup	BitGo qualified-custody flow, collateral representation, release mechanics, and reporting cadence.	Custody process approved for first borrower transaction.
Borrower pipeline	Prioritize Super Validators with large \$CC holdings and immediate USD liquidity needs.	First 3 to 5 qualified borrower conversations launched.
First tranche	Close the first borrower loan under the program terms.	Initial funded tranche completed and documented as repeatable case study.
Network rollout	Convert the first loan into a broader Canton financing program for qualified Super Validators.	Borrower FAQ, onboarding checklist, and facility operating model.

MINTED'S EXECUTION ROLE

ORIGINATION

Borrower pipeline

Identify, qualify, and onboard eligible Super Validator borrowers.

FACILITY OPS

Draws and reporting

Coordinate loan terms, draw requests, tranche scheduling, and reporting.

CUSTODY CONTROL

Collateral package

Coordinate BitGo custody, verification, release conditions, and lien/control process.

ECONOMICS

Spread revenue

Earn target 2-3% APY spread on funded balances, subject to final docs.