FinTech Ecosystem in Hong Kong

Dr. Toa Charm
Chief Public Mission Officer, Cyberport Hong Kong
https://hk.linkedin.com/in/toacharm
toacharm@cyberport.hk

18 May 2018

www.cyperport.hk
Agenda

• Cyberport - Creating Values for Digital Tech Community
• FinTech Ecosystem
• Q&A
VISION

Cyberport aspires to be a main force in developing the digital tech industry as a key economic driver of Hong Kong
Cyberport celebrated a record-high of over 1,000 digital tech companies in its community (as of 14 Dec 2017)
Build Community of Diverse Cultures

Composition of overseas companies

Including: Africa, Austria, Brazil, Colombia, Denmark, Ireland, Israel, Liechtenstein, Malaysia, Portugal, Sweden, Switzerland, Taiwan

- UK 14%
- US 12%
- France 10%
- China 8%
- Australia 6%
- Singapore 6%
- Canada 4%
- Germany 4%
- India 4%
- Finland 3%
- Japan 3%
- New Zealand 3%
- Russia 3%
- Korea 2%
- Spain 2%
- Italy 2%
- Netherlands 2%
- Others 12%

From Israel: 2 Smart Space Users (Sherlock Garden Limited and Dr Gene Hong Kong Limited) + 1 Incubatee (Bond IT)

Remarks: Figures as of 30 Sept, 2017
1st Unicorn from Cyberport

GoGoVan became the first Unicorn (valuation over 1 billion USD) from Cyberport in Aug 2017

TNG successfully raised a fund of 115M USD and its valuation reached 500M USD in Sep 2017

Steven Lam, CEO of GoGovan and Alex Kong, CEO of TNG, were 2 of the 6 Hong Kong InnoStars Award winners in 2018 (Organized by Hong Kong Foundation)
More successful cases to come
Create Values for Digital Tech Community

- Start-ups
- Alumni
- Investors
- Anchor Tenants
- Enterprises / SMEs
- Advisors
- Mentors
- Incubators & Accelerators
- Industry Partners
- Government & Regulators
- Universities & Youth
One-stop Platform for Start-ups
A comprehensive one-stop platform that supports every major milestone of digital tech talents and start-ups

Cyberport Creative Micro Fund
HK$100,000 seed funding
GoGoVan

Cyberport Incubation Programme
HK$330,000 financial assistance
Snapask

Cyberport Accelerator Support Programme
HK$300,000 financial assistance
MailTime

Cyberport Macro Fund
Up to HK$200M co-investment fund
Lynk

Remarks:
1. Entrepreneurship Centre (IT Street and Core F) is being renovated and will be able to concurrently accommodate more than 100 companies in its incubation programme in mid 2018. Current Entrepreneurship Centre can only accommodate less than 50 companies.

2. The Budget 2018/2019 allocates $200M to Cyberport to enhance support for start-ups. Cyberport Management is finalizing the details on how to utilize them effectively.
Cyberport Investors Network (CIN)

Launch of Cyberport Investors Network (CIN) on 1 Nov 2017

CIN Members Gathering on 16 Mar 2018
Strengthen Cyberport Mentors Network (CMN) with Serial Entrepreneurs, Digital Leaders, Professionals and Corporate Leaders

<table>
<thead>
<tr>
<th>Mentor’s Name</th>
<th>Company Name</th>
<th>Title</th>
<th>Digital entrepreneurs (Y/N)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ms. Sharon Chow</td>
<td>PwC</td>
<td>Director</td>
<td>N</td>
</tr>
<tr>
<td>Ms. Anjali Kapoor</td>
<td>Alt Key Theory (AKT)</td>
<td>Founder and Director</td>
<td>N</td>
</tr>
<tr>
<td>Mr. Ian Wood</td>
<td>Simmons &amp; Simmons</td>
<td>Partner</td>
<td>N</td>
</tr>
<tr>
<td>Mr. Jolyon Ellwood-Russell</td>
<td>Simmons &amp; Simmons</td>
<td>Partner</td>
<td>N</td>
</tr>
<tr>
<td>Mr. Ricky Ng</td>
<td>iClick Asia Interactive</td>
<td>Co-Founder</td>
<td>Y</td>
</tr>
<tr>
<td>Mr. Leo Chiu</td>
<td>Farm Ventures</td>
<td>Venture Advisor</td>
<td>Y</td>
</tr>
<tr>
<td>Mr. Peter Koo</td>
<td>Deloitte Touche Tohmatsu</td>
<td>Partner</td>
<td>N</td>
</tr>
<tr>
<td>Mr. Steven Fung</td>
<td>Marks&amp;Clerk</td>
<td>Patent Attorney</td>
<td>N</td>
</tr>
<tr>
<td>Mr. Tim Lee</td>
<td>QFPay</td>
<td>Founder</td>
<td>Y</td>
</tr>
<tr>
<td>Dr. Alan Lam</td>
<td>Sengital Limited</td>
<td>Group CEO</td>
<td>Y</td>
</tr>
<tr>
<td>Mr. Reeve Kwan</td>
<td>Gogovan</td>
<td>Co-founder and Operation Director</td>
<td>Y</td>
</tr>
<tr>
<td>Mr. Max von Poelnitz</td>
<td>Nosh</td>
<td>CEO and Founder</td>
<td>Y</td>
</tr>
<tr>
<td>Mr. Alex Medana</td>
<td>FinFabrik</td>
<td>CEO and Founder</td>
<td>Y</td>
</tr>
<tr>
<td>Mr. Steven Lam</td>
<td>Gogovan</td>
<td>Co-founder and CEO</td>
<td>Y</td>
</tr>
<tr>
<td>Mr. Anthony Gerard Zander</td>
<td>Vectr Ventures</td>
<td>VP, Product &amp; Development</td>
<td>Y</td>
</tr>
<tr>
<td>Mr. Herbert Chia</td>
<td>Sequoia Capital China</td>
<td>Venture Partner</td>
<td>N</td>
</tr>
<tr>
<td>Mr. Ludovic Depoid</td>
<td>Tektos Ecosystems Limited</td>
<td>Director</td>
<td>Y</td>
</tr>
<tr>
<td>Mr. Dinglong Huang</td>
<td>碼隆科技 Malong Technologies</td>
<td>CEO</td>
<td>Y</td>
</tr>
<tr>
<td>Mr. Ronald Mok</td>
<td>Hong Kong Shue Yan University</td>
<td></td>
<td>N</td>
</tr>
<tr>
<td>Mr. Kurt Chan</td>
<td>MGIE</td>
<td>Director and Co-founder</td>
<td>Y</td>
</tr>
</tbody>
</table>
Cyberport Enterprises Network (CEN) Engages Enterprise Clients with Cyberport Community

West Kowloon District (Smart City) - 6 Apr 2018

Toppan Moore Japan (AI) - 12 Mar 2018

Board of HK Retail Management Association (Smart Business) - 6 Mar 2018

BOC Insurance (InsurTech) - 28 Mar 2018
Stark Chan, Chairman of Cyberport Startup Alumni Association (CSAA) with its head of subcommittees

Steven Lam, CEO of GoGovan, shared in 2017 CSAA Annual Dinner
Nurture Digital Tech Talents through Internship & Career Fair
Agenda

• Cyberport - Creating Values for Digital Tech Community

• FinTech Ecosystem

• Q&A
Hong Kong - Top 5 Global FinTech Hub

Source: Deloitte (Sep 2016)
Drive Development of Key Clusters

- Smart City
  - FinTech
  - eCommerce
  - Artificial Intelligence / Big Data
  - Wearables / IoT
  - Digital Entertainment / eSports
  - EduTech

Cyberport – The Asia’s FinTech Capital
Cyberport - FinTech Hub of Hong Kong (FinTech@cyberport.hk)

Cyberport Global FinTech Ecosystem
Categorization of Cyberport FinTech Start-ups

- **Payment, Digital Currency, Remittance & eWallet**: 16%
- **Personal Finance**: 14%
- **RegTech**: 1%
- **Insurance**: 4%
- **Crowdfunding**: 4%
- **Bank Infrastructure**: 4%
- **Cryptocurrency & Blockchain**: 4%
- **Cyber Security & Anti-Fraud**: 6%
- **Financial Research & Data**: 13%
- **Financial Software & Service**: 11%
- **Institutional Investments**: 14%

**FinTech**
Seasonalife is an InsurTech start-up founded by a team of actuaries, data scientists and engineers focused on the Asia insurance market.

Designed for licensed advisors who want an alternative searching through piles of brochures, Seasonalife provides a one-stop, web-based solution to quote, compare and illustrate 140+ insurance products in just a few seconds. This way advisors can rise above their competition by giving them a full understanding of how their different proposals compare.

With complicated work done through technology, advisors can focus on what they excel at – understanding the personal side of the clients’ financial lives and building human trust.

Mr. Fred Ngan
Co-founder

“We enrolled into CCMF and then incubator program to join the Cyberport family. Cyberport really helped kick-start our exposure to the Hong Kong business and expert network. It also helps to have a strong technology community that is still otherwise nascent in Hong Kong. The public relations and marketing support from Cyberport also helped us establish our brand and gave us credibility when we talked to potential business partners and clients. I personally found the ‘Angel Pitching Training Program’ particularly helpful, which was jointly organized by UC Berkeley and experienced venture capitalists such as Bill Reichert from San Francisco Bay Area. We really do appreciate the continued support from Cyberport.”

TNG Wallet is “The Next Generation” e-wallet offering financial services to the 1.2 billion unbanked population in Asia that include electronic payment, P2P money transfer, global remittance, global cash withdrawal, global bill payment, global SIM airtime top-up, and so on.

With a network of 852 banks and over 183,000 cash pick-up points across 13 Asian countries, TNG provides 24/7 cash-in and cash-out services. As the operator of TNG Wallet, TNG (Asia) Limited secured the Stored Value Facilities Licence from the Hong Kong Monetary Authority in 2016. Since then, TNG Wallet has recorded rapid development with transactions exceeding USD 1 billion in the first two years of launch.

Mr. Alex Kong
CEO

“We are glad to have received Cyberport’s continued dedicated support since we launched in 2015 and now our footprint spans 14 markets. With Cyberport’s efforts in fostering the FinTech ecosystem, we are certain there will be many more successful start-ups to come.”
Our Stars of Stars - FinTech

**APriva**

APrivy is an award-winning FinTech start-up which combines military-grade data security with seamless user experience on any platform, any device, anywhere.

APrivy’s enabling technology now allows the financial services industry to confidently communicate and conduct business over their client’s favourite channels (WhatsApp, Dropbox, Gmail, WeChat, etc.) leading to increased revenues and reduced costs while meeting the strictest regulatory requirements.

APrivy’s platform is based on a unique and patented data-centric approach to security which acts as a security layer that comes on top of any application.

*Dr. Cédric Jeannot*
CEO

“Cyberport has been a key partner to support our expansion, from helping to promote APrivacy’s mission to enabling lasting business relationships. We are very proud to be part of this great community.”

---

**BondIT**

Founded in 2012, BondIT is a data-driven digital-advisory solution maximizes client interactions for fixed income investment managers and advisors by empowering them to implement fixed income strategies to achieve investment goals in seconds.

The long-term vision of BondIT is to bring significant efficiency to the global bond markets through the application of artificial intelligence and data science, and help our customers gain a competitive advantage through increased productivity and better client centricity.

BondIT is co-headquartered in Hong Kong and Israel with a dedicated team 30 professionals with years of fixed income and data science experience.

*Mr. Eyal Ravid*
CEO

“As the go-to technology incubator for Hong Kong, Cyberport has been instrumental in providing technology and business connectivities with BondIT gaining the much needed access to the financial services community.”

---

Cyberport - The Asia’s FinTech Capital
Nurture, Scale & Connect FinTech Start-ups

Cyberport empowers FinTech start-ups to expand to global markets

- **Go-to-Market Support**: Support market expansion to major cities in China, Asia and the world.
- **Incubation Programme**: Providing a fertile environment for promising start-ups.
- **Youth Inspiration**: Encouraging young talents to enter the FinTech industry.
- **Investor Matching and Funding Support**: Attracting capital and strategic investors for long-term, sustainable growth.
- **Alignment with Regulators**: Maintaining compliance and a favourable regulatory environment.
- **Collaboration with Financial Institutions**: Establishing and building relationships with the financial services industry.
- **Professional Services Support**: Experienced guidance and consultation for legal, accounting, IP and related services.
Collaboration with Regulators

HK FinTech Week 2016 (11 Nov 2016)

HKMA FinTech Day - Fintech Collaboration 2.0
25 October 2017 | Hong Kong

Shenzhen - Hong Kong Fintech Collaboration

HK & SZ FinTech Collaboration

HK FinTech Week 2017 (26 Oct 2017)
Cyberport FinTech Mission to London (19-21 Sep)
Reinforces Position as FinTech Hub of HK ETnet FinTech Award 2017

Cyberport had won 14 awards in total (out of 44); they include EnterSoft, TNG, Velotrade, InstaRem, HedgeSPA, Gini, HedgeVista, Kristal AI, Mid Point, 10 Life, Galileo Platform, CryptoMover, Prive, Theatre Entertainment (student group) http://fintech.etnet.com.hk/highlights.php
BOC(HK) * Cyberport * IBM

Hackathon
(9-11 Mar 2018)
HKMA-Cyberport Haccelerator Programme Series
Hang Seng Bank AI Hackathon (27 - 28 May)

- Received over 100+ applications, finalised with close to 80 pax attending
- 2 out of 4 winners applied for Cyberport’s CUPP or Incubation
HKMA & Cyberport Hacellerator
Citi HK FinTech Challenge Demo Day (22 June)

- 22 June, Demo day at HKCEC, Taiger (The Grand Award), Citi AI Digital Assistant (Silver Award), Gini (Bronze Award and My Favourite Solution) & NeuroValue (Student Award)
- 6 out of 16 Finalists are Cyberport companies (Clare.ai, Gini, Stock Flash, Prive, Tiager, AI moment)
- Over 200 applications, 80% HK, others came from US, UK, China, Korea, Singapore, India
Connect with Global FinTech Partners

Works with Vista Equity Partners to bring Finastra, world’s 3rd largest FinTech companies to set up at Cyberport and enable Cyberport FinTech companies to plug onto its ‘platform’ to reach their 9,000 global banking clients.

Partners with Accenture Innovation Lab to organize Asia Pacific FinTech Accelerator Programme in the last 4 years
Launch of 4th Accenture FinTech Innovation Lab @Cyberport (22 Aug)

- Record High: Received over 150+ application covering over 25+ countries
- **Selected 10 candidates; 2 out of them come from Cyberport community: Covergo & Red Pulse (Cyberport incubatees)**
- 4 weeks: 18 Aug – 9 Nov
- Welcome Event: 22 Aug
- Investor Demo Day: 9 Nov
Collaborate with FinTech Ecosystems in Mainland

Zhong An Insurance will be setting up its office at Cyberport to facilitate growth of InsureTech sector within our community.

Cyberport led a delegation (including FSTB, HKMA, ITC, etc.) to visit FinTech giants and start-ups in Shenzhen in 2017.
Alibaba Entrepreneur Fund: JUMPSTARTER
FinTech track (31 May)

• 4 rounds of pitching semi-finals @Cyberport (month of May, Jul, Aug and Oct) & the Finale on 21 Nov
• Press conference conducted on 27 April
• 53 applications received. Selected final 12 candidates for semi-pitching event on 31 May @Cyberport. 7+1 out of 12 is from Cyberport Community
• 3 finalists from AEF Fintech track: Lattice, Bambu and Fund Park (2 out of 3 is from Cyberport Community), will enter the Finale in Nov
Cyberport FinTech Series @MetroFinance Radio
Every Sunday from 1 to 2pm
3rd Cyberport University Partnership Programme (CUPP) 
Stanford Graduate School of Business (21-29 Sep)

- CUPP 2017 Opening Ceremony (22 Jul) followed by a series of pre-training sessions by FSI industry experts and entrepreneurs

- 21 teams from 6 universities of Hong Kong took classes in Stanford and visited Wells Fargo, Citi Venture, NASDAQ Entrepreneurship Center, 500 Start-ups, etc.

- CUPP 2017 Pitching Day (14 Nov) with 21 teams. 12 teams were awarded for CCMF to turn their ideas into prototype.
Asia Financial Forum (AFF) 
**FinTech Track**
Co-organized by Cyberport

https://youtu.be/W-7_LvGVLAk

Nurture Young Talents for FinTech industry development

Reinforces Cyberport’s Position as FinTech Hub of HK
Agenda

• Cyberport - Creating Values for Digital Tech Community
• FinTech Ecosystem
• Q&A
FinTech Ecosystem in Hong Kong

Dr. Toa Charm
Chief Public Mission Officer, Cyberport Hong Kong
https://hk.linkedin.com/in/toacharm
toacharm@cyberport.hk

18 May 2018

www.cyberport.hk