



Hong Kong

The FinTech Hub of Asia

Your Springboard to Success

數碼港
Cyberport

FinTech is booming around the world. Venture capitalists, investment firms, corporations, and industry players have made an unprecedented amount of investment into FinTech companies across the globe. According to CB Insights, some US\$8 billion of venture capital has been injected into the global FinTech sector in the first two quarters of 2017 alone. Worldwide, the 26 FinTech unicorns are valued at over US\$83 billion. Companies that are engaged in blockchain, payment, cryptocurrencies, wealth management, insurance, and lending-related businesses continue to attract new funding.



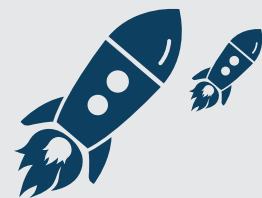
These developments are the result of a dynamic and nurturing FinTech ecosystem, favourable policies, sound legal system under the Common Law regime, and Hong Kong's innate advantages as an international financial centre which offers robust financial and digital technology infrastructure, and world-class connectivity. Hong Kong is also the base for major global financial institutions, which have an avid interest in and demand for high-quality FinTech products, services, and solutions for their operations and clients.



Hong Kong The Regional FinTech Hub

In Hong Kong, the FinTech sector is also undergoing explosive growth. There has been a keen appetite for the city's FinTech solutions and investment opportunities. The start-ups and companies are operating in a wide array of industries and are offering solutions to global markets and worldwide users. While many of them have expanded into multiple Asian markets, some have travelled further and established footholds in the US, UK and other parts of Europe.

THE GROWTH MOMENTUM IS STRONG



Number of FinTech companies in Hong Kong has increased by **60%** since 2015



Adoption of FinTech solutions grew to **32%**

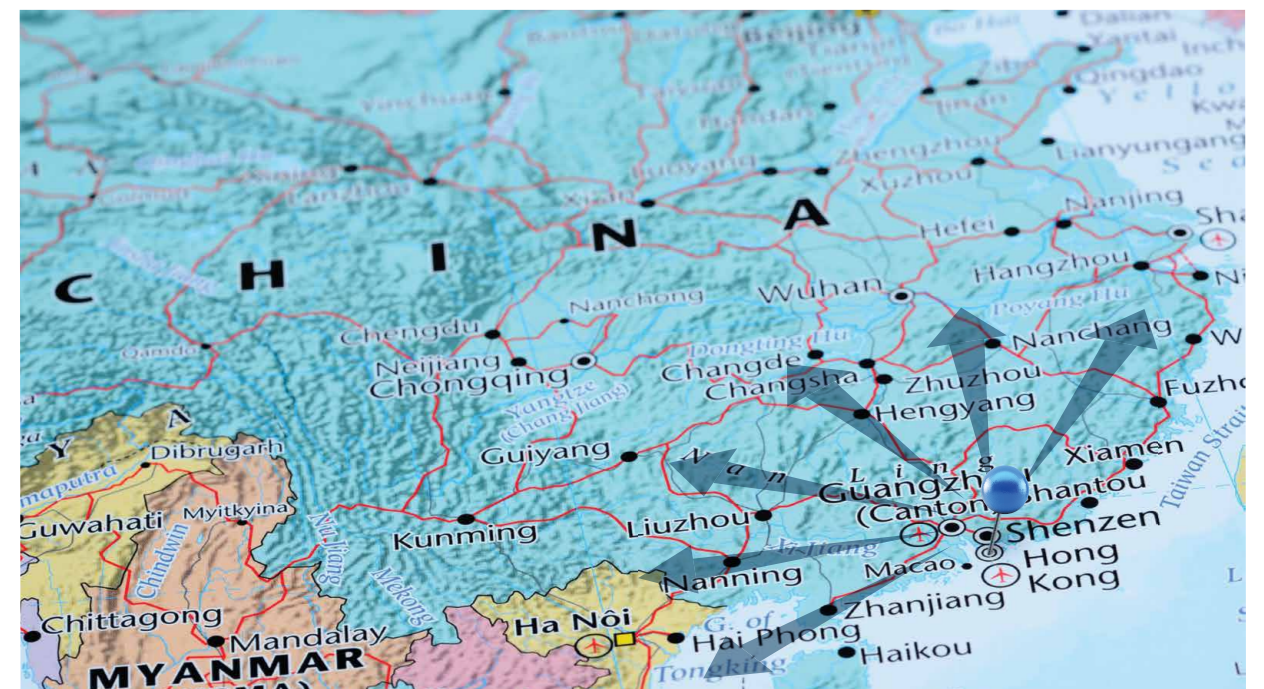


Investments in FinTech reached **US\$169 million** in 2016 and continue to climb



82% of Hong Kong banks and financial institutions aim to increase partnership with FinTech companies in the next three to five years

THE PROSPECTS ARE DEFINITELY PROMISING



A closer look at Hong Kong's international rankings on various aspects further speaks for the city's unparalleled advantages in being the regional FinTech hub. For starters, Hong Kong has been recognised by the Heritage Foundation as the world's freest economy for the twenty-third consecutive year. It is among the top five economies acknowledged by the World Bank in terms of ease of doing business. The city has also maintained top five ranking in the global IPO market for the past ten years, and champions offshore renminbi (RMB) business volume in the world. It is undoubtedly the capital raising venue of choice for enterprises and investors.

Indeed, the Financial Services sector contributes 18% to

Hong Kong's GDP, bringing to this metropolitan high concentration of global financial institutions, sophisticated and innovative solutions, a strong pool of talents and industry veterans who have solid understanding of how technology can contribute to the industry transformation.

In addition, the city's proximity and favourable access to the Mainland China, and the plethora of FinTech opportunities presented by the Belt and Road Initiative and the Greater Bay Area are key attractions to overseas companies that aim for expansion into the APAC region. All these factors are benefitting home-grown FinTech companies and are attracting global players to set up their regional headquarters in Hong Kong.



Cyberport

The FinTech Powerhouse

Amid the wave of FinTech innovation, Cyberport is the key force spearheading and shaping Hong Kong's FinTech development. Backed by the HKSAR Government, Cyberport is the digital technology flagship in town committed to inspiring innovation, nurturing entrepreneurs, and attracting global talent, partners, and companies to Hong Kong for collaborations and business opportunities. After over a decade of dedicated effort, Cyberport has developed into a mature and vibrant digital technology ecosystem, now home to more than 900 technology enterprises, including MNCs such as Microsoft, Lenovo, and IBM.



900+

digital technology enterprises
in Cyberport

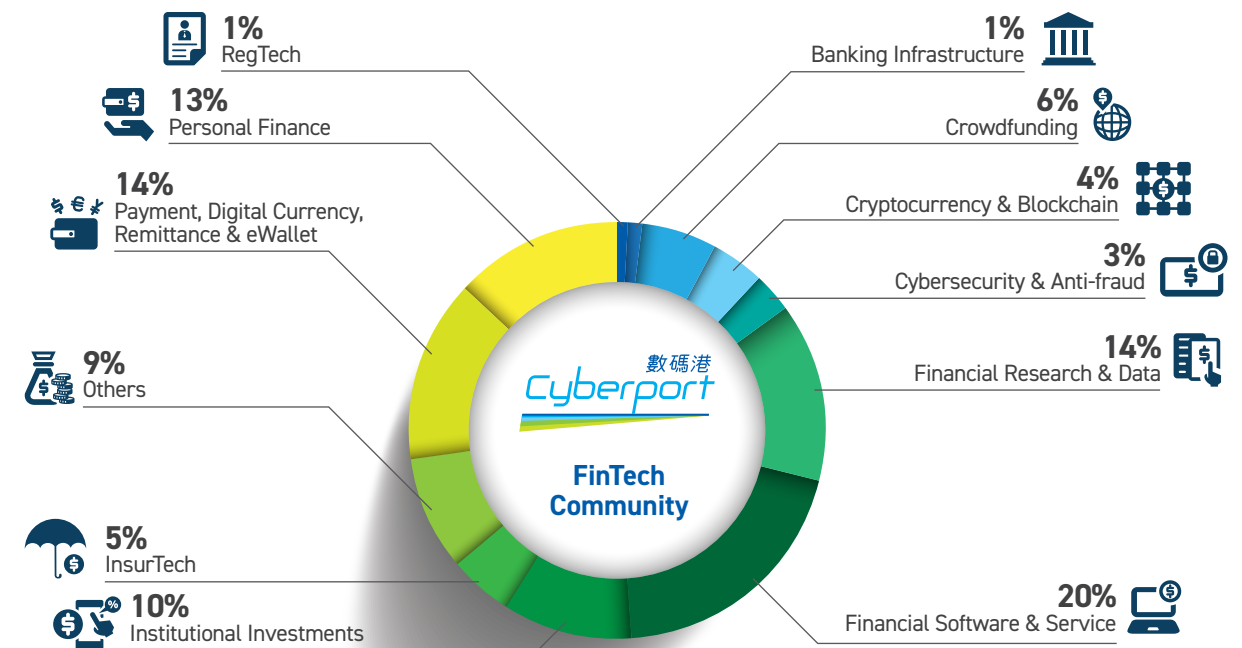
The digital technology incubator also houses over 200 FinTech companies that are engaged in such diverse areas as blockchain, cybersecurity, AI, big data, wealth management and transaction engineering. It is the largest FinTech community in the territory. The critical mass gathered testifies to Cyberport's leadership and makes it the industry's focal point – investors come to look for high flyers, banks and financial institutions to seek collaboration and adoption, businesses and the public to learn about innovative solutions, regulators to gather feedback on policies and regulations, and overseas governments to launch bilateral partnerships.

To further enhance the city's FinTech ecosystem and drive deal flow, Cyberport offers full-range

entrepreneurial support and value-added services for both local and overseas FinTech companies to springboard them to success. In addition to providing over 40,000 sq. ft. of co-working space tailored for FinTech companies, Cyberport actively engages worldwide regulators, industry leaders, financial institutions, accelerators and academia to enhance the entrepreneurial environment for FinTech. Partners include the Hong Kong Monetary Authority, Accenture, Level39, Bank of China, Citibank, Deloitte, EY, KPMG and University of Hong Kong, to name a few. Later this year, Cyberport will host the Cyberport Venture Capital Forum and launch the Cyberport Investors Network to bring in leading venture capitalists, angel investors, and private equity funds to spur industry growth.

**Together with the many
FinTech events held
throughout the year,
Cyberport is the epicentre of
Hong Kong's FinTech
happenings, and the FinTech
hub of Asia.**

Diversity of FinTech Innovations and Events



FinTech Q2O Conference – AI and Finance 2017
Co-organised with Hong Kong Monetary Authority to explore the next frontier of artificial intelligence in financial services and their potential impact on the industry.



Citi HK FinTech Challenge 2017
Cyberport FinTech companies Taiger, Clare.AI and Gini swept all the top three awards– Grand, Silver and Bronze Awards in the Challenge, celebrating an incredible victory.



Asian Financial Forum 2017
Co-organised the Forum with industry partners to help drive FinTech development in the region. Dr. Lee George Lam, Chairman of Cyberport, participated in a panel discussion on Payment and Cyber Security.

Highlights of Cyberport FinTech Community

TNG



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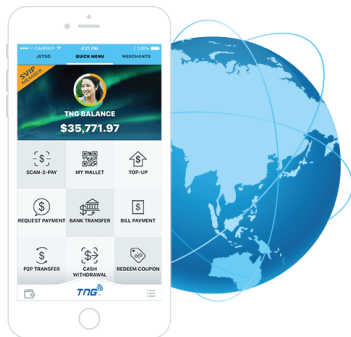
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Hong Kong-based TNG FinTech Group is an industry pioneer providing the next generation financial services. It offers cutting-edge, efficient financial services to customers through 853 banks and over 182,000 cash outlets in 13 Asian economies. The company's growing suite of services includes electronic payments, global remittance, global cash withdrawal and settlement, wealth management services and more.

As one of the first batch of receivers of the Stored Value Facilities License in Hong Kong, TNG's subsidiary company, TNG (Asia) Limited, is the largest e-wallet service provider in the city. It is also a founding member of the Global E-Wallet Alliance.

With the full-range incubation support from Cyberport, TNG not only aims to serve the 1.2 billion unbanked population in Asia, but is also

expanding its footprint to the UK and beyond. The company just completed one of the world's largest Series A FinTech fund raising of US\$115 million. The investment is to support TNG's global expansion strategy, to fund acquisitions and to invest in new technologies such as blockchain, AI, chatbot and e-KYC platform.



Clare.AI



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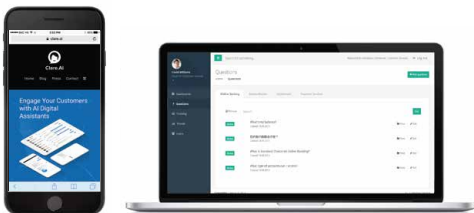
Clare.AI specialises in AI digital assistants that empower enterprises to conduct natural, reliable, and personalised customer communication at scale.

Thanks to its proprietary Natural Language Processing engines and its comprehensive AI technologies, the company's digital assistants support 11 Asian languages including Cantonese. The solutions can be deployed using hybrid cloud deployment for best data security and compliance. The chatbot can also be deployed cross platforms, such as Facebook Messenger and WeChat, and is perfect for the growing needs of omni-channel customer support. As a case study, a financial institution attained an eight-fold increase in customer engagement with Clare.AI's chatbot that now handles 80% of customer enquiries automatically. Clare.AI also has an enterprise backend for companies to manage their knowledge with ease.

Headquartered in Hong Kong, Clare.AI was founded by ex-bankers Bianca Ho and Ken

Yeung to provide clarity and honesty in communication, thus the name Clare. The company is targeting Main Board companies and is in talks with financial institutions in Malaysia, Singapore, and Japan. The company adopts a usage-based model and is a subscription-based service.

Clare.AI was the Bronze Award winner at the Hong Kong ICT Awards 2017 - Best FinTech Award (Emerging Solutions/Payment Innovation) and Champion at the Cyberport FinTech Hackathon 2016. Its chatbot solution named Citi AI also earned them the Silver Award at Citi HK FinTech Challenge 2017. The company also participated in the prestigious SuperCharger FinTech Accelerator (2017) and was an incubatee of the Cyberport Incubation Programme.



Lattice



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Lattice's proprietary View-to-Portfolio (V2P) Precise Mapping Technology is the unifying technology that addresses the needs of passive and active investors, fund managers, and high-net-worth individuals, allowing them to construct personalised portfolios from liquid assets that reflect their investment views and opinions. The award-winning solution gives investors freedom to differentiate from standard offers to fully reflect their investment intentions and personal circumstances.

Unlike other robo-advisors on the market, Lattice's first view-driven robo-advisor is based on its pioneering Elegant Portfolio Discovery (EPD) platform (the world's first view-driven portfolio optimiser) that empowers professional fund managers to express their own views and opinions on the market and 1-click formulate integrated strategies with guaranteed Pareto efficiency. The technology is soundly based on mathematical principles developed over a decade of rigorous scientific industry research.

Lattice's solutions have already won users at Hermes Investment Management (UK), BNP



Paribas, BHF Bank (Germany) and Bank Leumi (Israel). The company is also having dialogues with the Bank of China International for potential collaborations.

The company was founded in 2013 by Dr Wing Cheung, an ex-banker at Lehman Brothers and Nomura (London). Under Cheung's leadership, the company has been winning prestigious international FinTech awards such as Grand Prize at UKTI FinTech Award 2015, Gold Award at the Hong Kong ICT Awards 2016: Best FinTech Award, HotTen at FinTech50 (UK) 2016, and Finalist at Accenture 2016. Expanding into London, the company maintains its Asian head office in Hong Kong at Cyberport for the vibrant FinTech ecosystem.



Post-Quantum



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Post-Quantum is a developer of defence-grade, enterprise cybersecurity tools. Its 5 security modules cover biometric authentication, communications security, quorum key splitting, quantum-secure encryption, and blockchain. The company's mission is to provide advanced cybersecurity products for high-value data and workflows and to protect enterprises against both physical and cyber threats.

The Post-Quantum team has extensive expertise in data security, defence, and intelligence sectors and has strong links to the academia and financial service industries. Its panel of advisors includes many highly respected cryptologists and security experts.

Founded in 2009 and headquartered in London, the company has 20 granted and pending

patents and has won contracts with the UK government, NATO, and Barclays. It is a graduate of the Barclays/Techstars FinTech Accelerator programme. The company has raised US\$10 million in Series A funding and is further expanding its business, capitalising on the strong support of Cyberport and the advantages of Hong Kong.





Privé Managers

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Privé Managers is an award-winning digital wealth and asset management platform powered by a proprietary bionic advisory engine.

Its comprehensive, integrated and modular solution, which is a B2B and white label platform, allows clients to add capabilities flexibly according to their business needs. Privé offers various easily-integrated modules that perform such capabilities as risk profiling, portfolio rebalancing, model portfolios, investment exploration order management and wealth planning. All modules can be integrated through its open API structure to create distinct and personalised journeys for advisors and their end clients.

Privé's artificial intelligent-derived bionic advisory engine helps advisors strengthen their relationships with clients. It empowers them with advanced robo- and bionic advisory capabilities so that they can advise clients based on their needs and perform financial planning to the satisfaction of increased regulatory scrutiny

and requirements more efficiently.

In Hong Kong, Privé is a Type 1 and 4 licensee permitted to deal and advise on securities. These licenses enable it to facilitate product distribution and provide financial services complementary to its technology and platform. The company holds multiple patents and has seven offices in Asia and Europe. With the full support from Cyberport, the cash-positive FinTech company is eyeing for an IPO in Hong Kong in 2018.



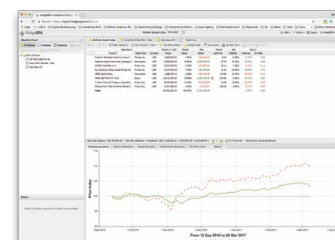
HedgeSPA

HedgeSPA offers sophisticated predictive analytics to hedge funds and institutions. Its cloud-based investment analytics platform is recognised by global experts including Forbes and Waters Technology as a powerful and proven tool for investment professionals.

HedgeSPA's Core Investment Platform harnesses the power of AI, big data, and cloud technologies to simulate all possible combinations of available fundamental and economic data from the entire Internet. The platform can empower the entire portfolio rebalancing cycle, including asset selection, portfolio rebalancing, decision and execution, and reporting. Since everything is conducted on the cloud using one of the fastest web/UI frameworks, the platform can be easily deployed on or seamlessly integrated into existing

investor portals at financial institutions.

The company maintains offices in Hong Kong, Singapore and San Francisco. HedgeSPA has been conducting seminars with central bank/securities commissions sponsorships in Singapore and Malaysia and has been invited by the municipal governments of Shanghai and Taiwan to run workshops/presentations. One of its popular market research reports was top ranked by Google. The company is led by Dr. Bernard Lee, formerly a professor of finance and an award-winning Managing Director at BlackRock in New York.



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Midpoint

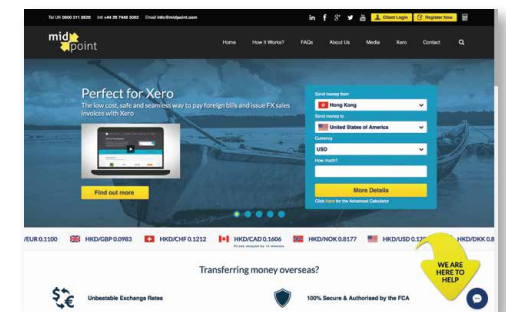
Midpoint is a patented international foreign currency exchange and payment platform that matches businesses and individuals with opposite currency needs.

By matching different users' demand for various currencies, Midpoint spares users from spreads hidden costs, helping them to save money. The service covers 23 currencies and is offered to 59 countries and regions. While most of Midpoint's clients are B2B customers serving treasuries and SMEs' needs, the company also serves B2C clients. To date, Midpoint has already matched over USD120 million of funds since inception.

Midpoint has also developed an add-on application for Xero, an online accounting software for SMEs with over 600,000 subscribers, allowing its users to conduct

foreign currency payments directly on the platform.

The company is based in the UK and is setting up its first Asian headquarter in Hong Kong at Cyberport with an eye to develop the Asian market.



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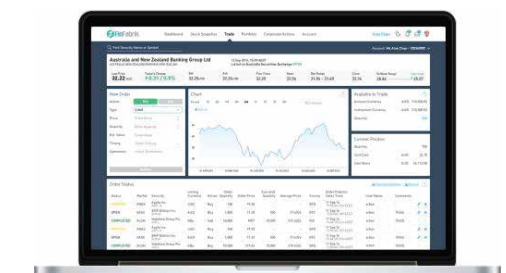
FinFabrik is a FinTech solutions builder. Its modular technology is designed for B2B2C businesses, such as banks, retail brokers, wealth managers, family offices, and external asset managers, enabling them to easily and flexibly assemble platforms, products, and service bundles. The aim is to make the end client a better investor through data analytics.

FinFabrik's proprietary product range includes BrokerFabrik, a retail brokerage Software-as-a-Service platform for stock brokers; AlgoFabrik, a versatile platform for smart order execution, quantitative research, and trade automation; and WealthFabrik, which offers wealth management solutions.

The Asia-focused company is in conversation with various clients in Vietnam, the Philippines,

Indonesia, and Singapore. Leveraging Cyberport as a springboard, the company is also seeking partners and business opportunities in the Mainland China.

The thirteen-month-old company has been generating recurring revenue since its third month of operation and is raising funds for expansion and acceleration.





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UltiFin

Ultifin is founded under the vision to establish an eco-community for small and medium-sized enterprises (SMEs), investors, and financial institutions, offering convenience of access and exchange of financial data, thus facilitating capital raising opportunities for SMEs. The branded portal, Wyndham Street, operates as a deal matching platform that has more value-added financial modeling functionalities than typical crowdfunding platforms, while achieving greater scalability and cost efficiency than traditional investment banks. The founders, all investment banking veterans, seek to make market access faster, cheaper, and more efficient through digital technology, and to help close the US\$2 trillion funding gap that now exists for SMEs. This is a market segment currently under-served by commercial and investment banks.

In addition to data cleansing and validation, big data, and leveraging AI, the company also

features industry panels comprised of experts from different sectors to validate the deals to ascertain quality, while at the same time assist the company's systems to learn and refine its algorithms. Plans also include a distributed ledger technology-driven architecture to foster the eco-community environment and benefits.

The Hong Kong-based company, stationed at Cyberport's FinTech Smart-Space, looks to tap Asia-Pacific opportunities where expanding SMEs are seeking growth capital and global investors looking to invest. The company was founded by Water Cheung, a specialist in global capital markets, Marty Jetton, a veteran in enterprise-wide risk management, Rajah Thiyagarajah, a CIO with global accolades in innovative technological solutions, and Stephane Marchi, a seasoned investment banker based in London responsible for business development in Europe.



Institute of Financial Technologists of Asia (IFTA)

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IFTA is the first certification body in Asia for financial technologists. Similar to the CFA or the CFP, the Certified Financial Technologist (CFT) status is granted to industry practitioners proficient in both finance and technology who meet professional FinTech industry requirements. Candidates will need to pass three levels of examinations and are required to abide by a code of ethics.

With Cyberport as close partner in Hong Kong, IFTA's goals are to create a globally recognised standard for the FinTech profession, nurture

talents, and promote the continued development of the industry. The company is scheduled to host the first round of certification exam in 2018.

IFTA was founded by Paul Pong Wilson Kwok and Andy Chung, who are taking with them extensive financial and ICT experience and deep industry connections. The company is based in Hong Kong with plans to set up local chapters in Mainland Chinese cities and in neighbouring countries.

Join our FinTech Ecosystem



To find out how Cyberport drives FinTech development in Hong Kong, please visit cyberport.hk or contact FinTech@cyberport.hk



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