

# HONG KONG FINTECH DIRECTORY 2017



Australian Government  
Australian Trade and Investment Commission



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## Introduction

Welcome to the first edition of the *Austrade Hong Kong FinTech Directory*. The purpose of this directory is to highlight the key market players that comprise the FinTech eco-system. These players include the relevant government departments, regulatory agencies, industry associations, incubators / accelerators, corporate financial institutions that have dedicated FinTech programs as well as research centres. This directory supports Austrade's ongoing efforts to connect the Australian FinTech eco-system with regional and global counterparts.

This Directory is not an exhaustive list of key FinTech players in Hong Kong and will be updated regularly. Should your company or organisation like to be included or excluded in the Directory, please contact our Austrade colleague at email: [wilson.tang@austrade.gov.au](mailto:wilson.tang@austrade.gov.au). Austrade reserves the right at all times to list companies and their services at its absolute discretion. Please note that Austrade does not collect any unnecessary information, nor distribute the information externally without the user's knowledge or consent. However, once listed on the Directory your contact details are publicly available.

The Australian government has promoted the export of financial services and FinTech more broadly through measures such as the Free Trade Agreements (FTA's), the Asia Region Funds Passport, and the Landing Pads. The recent FTA's with China, Japan and South Korea all have a strong services and financial services chapters allowing greater integration and export of Australian FinTech innovation. The recently introduced Landing Pads, located in San Francisco, Tel Aviv, Shanghai, Berlin and Singapore will also assist Australian firms seeking to explore new markets.

A key initiative by Austrade will be the **FinTech Asia Passport**. The FinTech Asia Passport is designed to promote Australia as a FinTech hub and provide a 'superhighway' for Australian Fintech firms conducting proof of concept commercial work in Asia. The FinTech Asia Passport would also provide scalability to Australian FinTech's in Asia, through the creation of a more homogenous regulatory environment.

Austrade contributes to Australia's economic prosperity by assisting Australian businesses as they develop international markets. Austrade provides information and advice that can help you reduce the time, cost and risk of exporting. Austrade offers a range of services to Australian exporters in growth and emerging markets.

I look forward to seeing you in Hong Kong.

Sincerely

Sam Guthrie

Senior Trade Commissioner  
Austrade Hong Kong

## INDUSTRY DIRECTORY

### **Fintech Hong Kong**

Address: 2/F., 118 Wai Yip Street, Kwun Tong, Hong Kong

Email: <http://www.fintech.hk/#contact>

Website: [www.fintech.hk](http://www.fintech.hk)

A single point of access for Hong Kong's fintech scene. Fintech Hong Kong lists the start-ups and the events that are shaping Hong Kong's fintech ecosystem.

## HONG KONG GOVERNMENT ORGANISATIONS

### **Financial Services Development Council (FSDC)**

Address: Units 3104-06, 31/F., Sunlight Tower, 248 Queen's Road East, Wanchai, Hong Kong

Tel: +852 2493 1313

Email: [enquiry@fsdc.org.hk](mailto:enquiry@fsdc.org.hk)

Website: [www.fsdc.org.hk](http://www.fsdc.org.hk)

The FSDC was established by the HKSAR Government in January 2013 in response to the financial services industry's call for a high-level government advisory body to support the sustained development of the industry. The FSDC engages the industry and formulates proposals to promote the further development of Hong Kong's financial services industry and map out the strategic direction for the development of Hong Kong as an international financial centre. It acts as a focal point of views and melting pot of ideas, as a champion and ambassador of the industry, and as a capacity builder.

### **Hong Kong Applied Science and Technology Research Institute (ASTRI)**

Address: 5/F., Photonics Centre, 2 Science Park East Avenue, Hong Kong Science Park, Shatin, Hong Kong

Tel: +852 3406 2800

Email: [corporate@astri.org](mailto:corporate@astri.org)

Website: [www.astri.org](http://www.astri.org)

As a Hong Kong R&D centre, one of ASTRI's important goals is to help customers capture business opportunities from the thriving technology market and increase their competitive strengths. Customers and partners can improve their efficacy by drawing on ASTRI's expertise and research achievements.

## **Innovation and Technology Bureau (ITB)**

Address: 26/F, Central Government Offices, 2 Tim Mei Avenue, Tamar, Hong Kong

Tel: +852 3655 4787

Email: [itbeng@itb.gov.hk](mailto:itbeng@itb.gov.hk)

Website: [www.itb.gov.hk](http://www.itb.gov.hk)

Through creating a vibrant ecosystem for the government, industry, academia and the research sector with excellent software and hardware support, Innovation and Technology Bureau aims to develop Hong Kong into a knowledge-based economy and an innovation hub for technology and its application in the region. ITB will:

- strengthen support for the innovation and technology sector;
- facilitate the development of the information and communications technology industry;
- strengthen cooperation among stakeholders and create greater synergy;
- encourage private sector participation in R&D and commercialisation of R&D results;
- coordinate inter-bureau policy efforts in R&D and technology matters;
- strengthen collaboration with other economies to promote scientific and technology exchanges;
- enhance support for nurturing of innovation and technology talents; and
- foster development of innovation and technology to promote development of high-end manufacturing industry.

## **Innovation and Technology Commission (ITC)**

Address: 21/F., West Wing, Central Government Offices, 2 Tim Mei Avenue, Tamar, Hong Kong

Tel: +852 3655 5856

Email: [enquiry@itc.gov.hk](mailto:enquiry@itc.gov.hk)

Website: [www.itc.gov.hk](http://www.itc.gov.hk)

The objectives of the Innovation and Technology Commission are to:

- promote and support applied research and development, and technology transfer and application;
- foster an innovation and technology culture in the community, and promote technological entrepreneurship;
- facilitate the provision of infrastructure and development of human resources to support innovation and technology;
- formulate, develop and implement the Government's policies, programmes and measures to promote innovation and technology;
- promote internationally accepted standards and conformity assessment services to underpin technological development and international trade; and
- develop high calibre and motivated staff to contribute to Hong Kong's technological advancement.

## **Invest Hong Kong**

Address: 25/F, Fairmont House, 8 Cotton Tree Drive, Central, Hong Kong

Tel: +852 3107 1000

Email: [eng@InvestHK.gov.hk](mailto:eng@InvestHK.gov.hk)

Website: [www.investhk.gov.hk](http://www.investhk.gov.hk) or [www.hongkong-fintech.hk/en/index.html](http://www.hongkong-fintech.hk/en/index.html)

Established in July 2000, InvestHK's vision is to strengthen Hong Kong's status as the leading international business location in Asia. InvestHK's mission is to attract and retain foreign direct investment which is of strategic importance to the economic development of Hong Kong.

## **HONG KONG FINANCIAL REGULATORY ORGANISATIONS**

### **Hong Kong Monetary Authority (HKMA) - Fintech Facilitation Office (FFO)**

Address: 55/F., Two International Finance Centre, 8 Finance Street, Central Hong Kong

Tel: +852 2878 8196

Email: [fintech@hkma.gov.hk](mailto:fintech@hkma.gov.hk)

Website: [www.hkma.gov.hk](http://www.hkma.gov.hk)

Hong Kong Monetary Authority has established a Fintech Facilitation Office (FFO) to facilitate the healthy development of the fintech ecosystem in Hong Kong and to promote Hong Kong as a fintech hub in Asia.

The Fintech Facilitation Office (FFO) will act as:

- a platform for exchanging ideas of innovative fintech initiatives among key stakeholders and conducting outreaching activities;
- an interface between market participants and regulators within the HKMA to help improve the industry's understanding about the parts of the regulatory landscape which are relevant to them; and
- an initiator of industry research in potential application and risks of fintech solutions.

### **Securities and Futures Commission (SFC) - Fintech Contact Point**

Address: 35/F., Cheung Kong Centre, 2 Queen's Road Central Hong Kong

Tel: +852 2231 1222

Email: [fintech@sfc.hk](mailto:fintech@sfc.hk)

Website: [www.sfc.hk](http://www.sfc.hk)

The Securities and Futures Commission has established the Fintech Contact Point to enhance communication with businesses involved in the development and application of financial technology (Fintech) in Hong Kong. The Fintech Contact Point is operated by the Risk and Strategy Unit of the CEO's Office.

The purpose of the Fintech Contact Point is to facilitate the Fintech community's understanding of the current regulatory regime, and to enable the SFC to stay abreast of the development of Fintech in Hong Kong.

## FINANCIAL INSTITUTIONS

### **The Bank of East Asia, Limited**

Tel: +852 2211 1333

Website: [www.hkbea.com](http://www.hkbea.com)

The Bank of East Asia, Ltd. (BEA) has won the first Best FinTech Award at the annual Hong Kong ICT Awards with its Digital Branch project. The Award is a new category organized by The Hong Kong Institute of Bankers (HKIB) to encourage FinTech innovation and solutions.

### **DBS**

Tel: +852 2290 8888

Website: [www.dbs.com.hk](http://www.dbs.com.hk)

DBS Bank has partnered with Hong Kong-based seed investor Nest to launch a financial technology (fintech) accelerator program. DBS Bank (Hong Kong) Limited launched “The Vault”, a FinTech startup hub in the heart of Hong Kong. The newly renovated and state-of-the-art 5,000-square foot workspace in Wan Chai is the first of its kind for the bank and will provide DBS Accelerator startup participants with work and office space, vast resources and mentor support.

### **Hong Kong Exchanges and Clearing Limited (HKEx)**

Address: 12/F., One International Finance Centre, 1 Harbour View Street, Central, Hong Kong

Email: [info@hkex.com.hk](mailto:info@hkex.com.hk)

Website: [www.hkex.com.hk](http://www.hkex.com.hk)

Hong Kong Exchanges and Clearing Limited (HKEx) announced in November 2015 that it has become a Supporting Organisation of the SuperCharger Accelerator, Hong Kong's first programme dedicated to helping both start-ups and more established financial technology companies aiming to capture opportunities in Asia's growing markets.

### **UnionPay Hong Kong**

Tel: +852 3652 2600

Address: 20/F., Bank of East Asia Harbour View Centre, 56 Gloucester Road, Wanchai, Hong Kong

Website: [www.unionpayintl.com](http://www.unionpayintl.com)

UnionPay Online Payment (UPOP) is accepted by over 10 million foreign online merchants in about 200 countries and regions, including Hong Kong, Macao, Europe, America, Japan, South Korea, South Pacific. The merchants cover a variety of sectors including retail, online travel reservation, tuition payment, flight booking, etc.

## **Standard Chartered Bank**

Website: [www.sc.com/hk](http://www.sc.com/hk)

Standard Chartered, a leading international banking group and one of the Hong Kong's three note-issuing banks. The [SuperCharger FinTech Accelerator Programme](#) is a partnership between Standard Chartered, together with Baidu as well as TusPark Global Network.

## **Visa Hong Kong and Macau**

Website: [www.visa.com.hk](http://www.visa.com.hk)

Visa cardholders in Hong Kong can now use Visa's Checkout service to pay for online purchases via their mobile devices.

# **UNIVERSITIES IN HONG KONG**

## **CUHK Centre for Entrepreneurship (CfE)**

Address: Room 951, Cheng Yu Tung Building, The Chinese University of Hong Kong, Shatin, New Territories, Hong Kong

Tel: +852 3943 7542

Email: [entrepreneurship@cuhk.edu.hk](mailto:entrepreneurship@cuhk.edu.hk)

Website: <http://entrepreneurship.bschool.cuhk.edu.hk/>

Founded in 2005, the Centre for Entrepreneurship (CfE) of the Chinese University of Hong Kong (CUHK) is an interdisciplinary association. It has united scholars in the areas of research, education and community service to inspire the spirit of entrepreneurship and nurture entrepreneurship thinking.

## **HKU Knowledge Exchange (KE) Office**

Address: 3/F, Cyberport 4A, 100 Cyberport Road, Hong Kong

Tel: +852 2299 0171

Email: [keoffice@hku.hk](mailto:keoffice@hku.hk)

Website: [www.ke.hku.hk](http://www.ke.hku.hk)

Knowledge Exchange (KE), together with Teaching and Research, form the three pillars that underpin all the activities of The University of Hong Kong (HKU). The University defines KE as engaging, for mutual benefit, with business, government or the public to generate, acquire, apply and make accessible the knowledge needed to enhance material, human, social, cultural and environmental well-being. KE is a two-way process, and it not only includes technology transfer but also encompasses all disciplines, including the arts and humanities and the social sciences.



### **HKUST Entrepreneurship Centre**

Address: 3/F, Annex Building, The Hong Kong University of Science & Technology, Clear Water Bay, Kowloon, Hong Kong

Tel: +852 2358 7911

Email: [ecenter@ust.hk](mailto:ecenter@ust.hk)

Website: [www.ec.ust.hk](http://www.ec.ust.hk)

The HKUST Entrepreneurship Centre was opened in 1999. Its mission is to provide entrepreneurial support to students, alumni and staff. Its service consists of providing workshops and seminars as well as to run competitions to recognize and award entrepreneurial potentials.

### **PolyU Micro Fund**

Address: Institute for Entrepreneurship QR603, QR Core, The Hong Kong Polytechnic University, Hung Hom, Hong Kong

Tel: +852 3400 2703

Email: [micro.fund@polyu.edu.hk](mailto:micro.fund@polyu.edu.hk)

Website: [www.polyu.edu.hk/ife/polyumfund](http://www.polyu.edu.hk/ife/polyumfund)

PolyU Micro Fund Scheme - a key knowledge transfer and entrepreneurial initiative of PolyU since its inception in 2011, aims to:

- cultivate an innovative and entrepreneurial ambience in the PolyU community;
- nurture socially responsible youngsters with "Do Well Do Good" entrepreneurship through practical hands-on entrepreneurial endeavours; and
- facilitate knowledge transfer of PolyU's innovations and technologies.

### **University of Hong Kong**

#### **Faculty of Law**

Address: 10/F., Cheng Yu Tung Tower, Centennial Campus, The University of Hong Kong, Pokfulam Road, Hong Kong

Tel: +852 3917 2951

Email: [law@hku.hk](mailto:law@hku.hk)

Website: <http://www.law.hku.hk/>

University of Hong Kong Faculty of Law works with the Asian Development Bank, European Bank for Reconstruction and Development and other international organisations on issues relating to financial regulation and development.

# HONG KONG FINTECH INDUSTRY ASSOCIATIONS

## **Bitcoin Association of Hong Kong**

Email: [info@bitcoinhk.org](mailto:info@bitcoinhk.org)

Website: [www.bitcoinhk.org](http://www.bitcoinhk.org)

The Bitcoin Association Hong Kong stems from a group of people who started to discuss and promote Bitcoin in Hong Kong in the summer of 2012. As the group of people and Bitcoin grew the enthusiasts began to formalize and organize themselves to further promote the use of Bitcoin and related technologies in Hong Kong. The goals are to:

- foster and promote Bitcoin and its technology in Hong Kong;
- educate all stakeholders, private, public, and government about the benefits and risks of Bitcoin and its technology; and
- be a reliable, trusted and accessible resource for the local and international Bitcoin community.

## **Hong Kong Internet Finance Association (HKIFA)**

Address: Office 04, 17/F, Manley Commercial Building, 367-375 Queen's Road Central, Hong Kong

Tel: +852 3460 5253

Email: [support@hkifa.org](mailto:support@hkifa.org)

Website: <http://www.hkifa.org/en>

Hong Kong Internet Finance Association (HKIFA) is a non-profit organization established in Hong Kong in accordance with the Societies Ordinance. HKIFA aims to maximize the interests and rights of our members, to address the demands and needs of our enterprise members, to facilitate the communication between enterprise members and Hong Kong government, to promote the business cooperation and idea exchanges between members and international players, and finally to innovate and promote the rapid development of internet finance industry in Hong Kong.

## **Hong Kong Wireless Technology Industry Association (WTIA)**

Address: Unit 403, IT Street, Cyberport 3 (Core A), 100 Cyberport Road, Hong Kong

Tel: +852 2370 3130

Email: [contact@hkwtia.org](mailto:contact@hkwtia.org)

Website: [www.hkwtia.org](http://www.hkwtia.org)

Hong Kong Wireless Technology Industry Association (WTIA), established in 2001, is a non-profit trade association registered in Hong Kong to provide a platform for the wireless-related business to work together to facilitate the industry development and growth.

## **Hong Kong Venture Capital and Private Equity Association (HKVCA)**

Address: Room 2001, Wilson House, 19 - 27 Wyndham Street, Central, Hong Kong

Tel: +852 2167 7518

Email: [hkvca@hkvca.com.hk](mailto:hkvca@hkvca.com.hk)

Website: [www.hkvca.com.hk](http://www.hkvca.com.hk)

The Hong Kong Venture Capital and Private Equity Association was established on November 12, 1987 with the objectives of promoting and protecting the interests of the venture capital industry in Hong Kong. The Association was formed based on a recommendation in the Working Party of the Hong Kong Association of Banks' study of venture capital and has been incorporated as a company limited by guarantee.

The first venture capital funds were formed in Hong Kong in the early 1980s with money raised from local and foreign investors. Hong Kong's low and relatively uncomplicated tax structures, financial infrastructure and efficient communications have encouraged many venture capitalists to set up their operations in the Special Administrative Region. While much venture capital investment is China related, Hong Kong is the centre for regional investment. The HKVCA's mission is to stimulate a vibrant venture capital and the private equity industry in Asia while promoting the role of member firms in value creation, innovation and economic development. HKVCA provides a forum for networking and experience sharing for its members; promotes industry professional ethics, international best practices and standards; and represents the views of its members before governmental and other relevant bodies.

## **INCUBATORS/ACCELERATORS AND CO-WORKING SPACE**

### **Accenture Fintech Innovation Lab**

Address: 95/F., International Commerce Centre, 1 Austin Road West, Hong Kong

Tel: +852 2249 2388

Email: [fintechAPinquiry@accenture.com](mailto:fintechAPinquiry@accenture.com)

Website: [www.fintechinnovationlab.com](http://www.fintechinnovationlab.com)

The 12-week mentorship program brings together young FinTech companies with senior executives from leading financial institutions across Asia. Now in its third year, this year 2016's program has been expanded to include more of Asia's Financial Institutions across banking, insurance and capital markets.

## **Blueprint**

Address: Swire Properties Limited, 16/F Cornwall House, Taikoo Place, 979 King's Road, Quarry Bay, Hong Kong

Email: [blueprint@swireproperties.com](mailto:blueprint@swireproperties.com)

Website: [www.blueprint.swireproperties.com](http://www.blueprint.swireproperties.com)

Blueprint is the latest manifestation of Swire Properties' originality in concept and design, as well as our long-term vision for creating communities. It has three components:

1. Six-month accelerator for ten B2B tech startups
2. Tech-focused co-working space
3. Multipurpose events venue

We see value in bringing new ideas into our TaiKoo Place ecosystem. The startups benefit from resources and infrastructure within one of the city's premier business districts; at the same time, our tenant companies benefit from the creative energy and innovative thinking of high-quality startups.

## **Cocoon**

Address: 3/F, Citicorp Centre, 18 Whitfield Road, Causeway Bay, Hong Kong

Tel: +852 3158 2999

Email: [hello@hkcocoon.org](mailto:hello@hkcocoon.org)

Website: [www.hkcocoon.org/en/index.aspx](http://www.hkcocoon.org/en/index.aspx)

CoCoon is the leading entrepreneur community in Hong Kong reaching over 10,000 entrepreneurs, investors, media, university partners, students, developers and more.

## **Cyberport Incubation Programme**

Address: Units 518, Level 5, Cyberport 3 (Core F), 100 Cyberport Road, Hong Kong

Tel: +852 3166 3800

Email: [ecentre@cyberport.hk](mailto:ecentre@cyberport.hk)

Website: [www.cyberport.hk](http://www.cyberport.hk)

The Cyberport Incubation Programme is at the front and centre of Cyberport Entrepreneurs, supporting entrepreneurs and start-ups with financial assistance and a range of business and professional services to accelerate their growth in different stages. The programme reimburses Incubatees with up to HK\$330,000 over a 24-month incubation period to help them jump-start their businesses. There are two types of Incubatees: On-site and Off-site.

## **DBS Accelerator**

Address: 16/F, Chao's Building, 143-145 Bonham Strand, Sheung Wan, Hong Kong

Tel: +852 3620 3885

Email: [dbs@nest.vc](mailto:dbs@nest.vc)

Website: [www.dbs-accelerator.com](http://www.dbs-accelerator.com)

DBS is committed to driving innovation and plays a very active role in the development of the Asian FinTech ecosystem.

Our 2016 accelerator is just one of the ways DBS is fostering innovation in Hong Kong and was developed to help us deliver better service to our customers. Startups of course need banks, but it's becoming more and more apparent that banks also need startups to solve existing problems in their business. Banks are increasingly being challenged, so at DBS we are investing in innovation to make the future of banking safer, more efficient and ultimately more accessible to our customers.

## **Hong Kong Science and Technology Parks Corporation (HKSTP) – Innovation & Technology Ecosystem**

Address: 8/F, Bio-Informatics Centre, No. 2 Science Park West Avenue, Hong Kong Science Park, Shatin, New Territories, Hong Kong

Tel: +852 2629 1818

Email: [enquiry.marketing@hkstp.org](mailto:enquiry.marketing@hkstp.org)

Website: [www.hkstp.org](http://www.hkstp.org)

Hong Kong Science and Technology Parks Corporation is change the world we live in with technology and focuses on five (5) key clusters (Biomedical Technology, Electronics, Green Technology, Information & Communications Technology [ICT], and Material & Precision Engineering); and the development of three (3) over-arching cross-disciplinary platforms (Smart City, Healthy Ageing and Robotics). The Park currently comprises 21 state-of-the-art buildings. All our offices space, laboratories and MICE (Meetings, Incentives, Conferences and Exhibitions) venues are available for rental or on a project basis, and spaces can be tailored to meet your exact requirements.

## **Nest**

Address: 5/F Chao's Building, 143-145 Bonham Strand, Sheung Wan, Hong Kong

Tel: +852 3620 3885

Email: <http://nest.vc/contact-us/>

Website: [www.nest.vc](http://www.nest.vc)

Nest works with some of the biggest names in business to run a series of mentor-driven accelerator programmes around the world. Designed to support the needs of high potential and fast growth startups, the intensive 12-week programmes include a unique mix of resources that enable entrepreneurs build and scale their business rapidly. Many of the startups that have participated in our programmes come from all around the world.

## **SuperCharger**

Address: Kwun Tong TusParkHK Innovation Hub, 118 Wai Yip Street, Kwun Tong, Kowloon

Email: [hello@fintechsupercharger.com](mailto:hello@fintechsupercharger.com)

Website: [www.fintechsupercharger.com](http://www.fintechsupercharger.com)

Strategically located in Hong Kong, the SuperCharger Accelerator is a 12-week program for FinTech companies. The SuperCharger Accelerator is the first program dedicated to both start-ups and more established global FinTech companies aiming to capture the Asian growth market. The program leverages on Hong Kong's traditional strength as Asia's finance and technology gateway.

## **The Garage Society**

Address:

Tel:

Email:

Website: [www.thegaragesociety.com](http://www.thegaragesociety.com)

## **The Vault**

Address: Basement, Overseas Trust Bank Building, 160 Gloucester Road, Wanchai, Hong Kong

Email: [dbs@nest.vc](mailto:dbs@nest.vc)

Website: [www.dbs-accelerator.com/dbs-vault/](http://www.dbs-accelerator.com/dbs-vault/)

Dedicated to house innovative FinTech startups selected to join the DBS Accelerator programme, powered by Nest, the team launched a more than 5000 sq ft co-working space named "The Vault."

## **TusParkHK**

Address: 118 Wai Yip Street, Kwun Tong, Kowloon, Hong Kong

Tel: +852 2341 4800

Email: [www.tgnglobal.com/contact\\_us](http://www.tgnglobal.com/contact_us)

Website: [www.tusparkhk.com](http://www.tusparkhk.com)

With Kwun Tong rising up as the second CBD and tourist centre in coming years, TusPark Innovation Hub (TusParkHK) would definitely be a strategic workplace to start up new businesses and developments. Standing 9 storeys tall, and 5 minutes' walk from Ngau Tau Kok Station, TusParkHK offers a comprehensive range of services. Aside from hot desks, fixed desks and private workstations, the building is well equipped with lecture rooms, conference rooms, event spaces and gym facilities. Should you require business, legal and finance consulting, we can link you up to the right consulting firms as well.

**WeWork**

**Address:**

**Tel:**

**Email:**

**Website:** [www.wework.com/l/hong-kong](http://www.wework.com/l/hong-kong)

## INVESTOR NETWORKS

### **Asia FinTech Angels**

Email: <http://www.aftangels.com/contact.html>

Website: [www.aftangels.com](http://www.aftangels.com)

Asia Fintech Angels (AFTA) is the first Asian Angel Investor Network dedicated to and specialized in Fintech and Financial Innovation. Consisting of Senior Financial Services Professionals, Entrepreneurs, Technologists and Venture Capitalists, AFTA is a network which facilitates connections between investors and early stage Fintech businesses in Asia or those outside Asia looking to bring their business to the region. Our network of Asian Fintech Investors have a proven track record of providing funding, introductions and practical hands on mentoring to early stage Fintech businesses. Our members invest not only their money, but their time to help turn great ideas into great companies. We believe that the true value add of an Angel Investor comes after the check is written. By leveraging our vast personal networks, broad knowledge and specific expertise we will partner with our portfolio companies to help them accelerate their growth and build a sustainable and successful business.

### **Click Ventures**

Website: [www.clickvfund.com](http://www.clickvfund.com)

Click Ventures Limited is the manager of a few angel funds incorporated as BVI and operates in Hong Kong.

We search the most interesting ventures from our investment network including renowned accelerators and incubators. We are also expanding rapidly in Hong Kong and act as a mentor and investors for a number of interesting start-ups in Hong Kong.

Our founder and managing partner Carman Chan is a serial entrepreneur and have built up an versatile entrepreneurial and investor network. Another partner K.L. Chan was a top hedge fund managers in Asia with extensive knowledge in capital market and fund management.

Click Ventures will co-invest with the most famous super angel investors and venture fund and provide coaching services to facilitate our investees and enable them to grow at a much faster pace. Click Limited, our mother company, have built a support infrastructure in Shenzhen to support the entrepreneurs and new start-ups.

### **Goldman Sachs (Asia) L.L.C.**

Address: 68/F., Cheung Kong Centre, 1 Queen's Road Central, Hong Kong

Website: [www.gs.com](http://www.gs.com)

The Goldman Sachs Group, Inc. is a leading global investment banking, securities and investment management firm that provides a wide range of financial services to a substantial and diversified client base that includes corporations, financial institutions, governments and individuals. Founded in 1869, the firm is headquartered in New York and maintains offices in all major financial centres around the world.

### **Fund Studio (VECTR Ventures)**

Address: 1/F., Talon Tower, 38 Connaught Road West, Sheung Wan Hong Kong

Website: [www.vectr.co](http://www.vectr.co)

Vectr is a venture studio based in Hong Kong. We work with entrepreneurs to create game-changing companies.

### **Hong Kong Business Angel Network (HKBAN)**

Address: Unit 201, 2/F, Enterprise Place, No. 5 Science Park West Avenue, Hong Kong Science Park, Shatin, New Territories, Hong Kong

Tel: +852 8100 7005

Email: [enquiry@hkban.org](mailto:enquiry@hkban.org)

Website: [www.hkban.org](http://www.hkban.org)

Hong Kong technology startups are facing the problem in obtaining investment funding between seed and venture capital funding stages. This has been a result of the lack of organized business angel networks and funding to provide the "smart money".

With this understanding, Hong Kong Science and Technology Parks Corporation (HKSTPC), HKVCA, CUHK, HKUST, HKU, and POLYU worked informally to form the Hong Kong Business Angel Network (HKBAN) in 2010. Angels were invited to join several Investment Matching Gatherings (IMGs) where entrepreneurs from the incubation programme of HKSTPC and universities presented their business plans.

The investment matching platform is open for HKSTPC incubatees and tenants, university start-ups and any start-ups that belong to a recognized Partner Organization which is qualified to conduct a preliminary screening on their investment readiness. IMGs have been held once every two months since March 2010.

### **Mettā**

Address: 21/F California Tower, 30-32 D'Aguilar St, Central, Hong Kong

Email: <http://www.metta.co/#contact>



Website: [www.metta.co](http://www.metta.co)

Mettā is an entrepreneurs' club that connects people, ideas and resources. We believe that by bringing startup communities and ecosystems closer together, great things can happen.

### **Prospect Ventures**

Email: [info@prospectventureshk.com](mailto:info@prospectventureshk.com)

Website: [www.prospectventures.weebly.com](http://www.prospectventures.weebly.com)

Prospect Ventures is an angel investment network based in Hong Kong. We are a group of entrepreneurs, professionals, and business leaders who have created An Organization to support the growth of innovative ventures in Asia.

## **FINTECH CONSULTING ORGANISATIONS**

### **Accenture Consulting**

Address: 85/F., International Commerce Centre, 1 Avenue Road West, Kowloon, Hong Kong

Tel: +852 2249 2388

Website: [www.accenture.com](http://www.accenture.com)

Accenture's FinTech Innovation Lab provides a 12-week mentorship program which brings together young FinTech companies with senior executives from leading financial institutions across Asia. Now in its third year, this year's program has been expanded to include more of Asia's Financial Institutions across banking, insurance and capital markets.

### **Baker & McKenzie Hong Kong**

Address: 14/F., Hutchison House, 10 Harcourt Road, Central, Hong Kong

Tel: +852 2846 1888

Website: [www.bakermckenzie.com](http://www.bakermckenzie.com)

Baker & McKenzie announced in December 2015 that it has become a Supporting Organization of the SuperCharger Accelerator, Hong Kong's first FinTech program that aims to help both local and international early-stage and more established FinTech companies capture the Asian growth market.

The program leverages on Hong Kong's traditional strength as Asia's finance and technology gateway. The SuperCharger Accelerator will allow Baker & McKenzie to continue the Firm's strong track record of supporting financial institutions, information technology, communications and other clients in the region at the intersection of finance and technology.

### **Connected Thinking**

Facebook: [https://www.facebook.com/connectedthink/info?tab=page\\_info](https://www.facebook.com/connectedthink/info?tab=page_info)

Website: [www.connectedthinking.asia](http://www.connectedthinking.asia)

Connected Thinking helps brands and companies reach, understand and engage better with their customers in our changing world. Driving insights, strategy and actions to impact. Through a joined up approach to digital, we leverage search engines, social media, content, websites and mobile for companies to better understand, connect, engage and delight their customers and deliver great business results.

### **Deloitte Hong Kong**

Address: 35/F, One Pacific Place, 88 Queensway, Admiralty, Hong Kong

Tel: +852 2852 1600

Website: <https://www2.deloitte.com/cn/en.html>

Deloitte's Technology, Media & Telecommunications (TMT) industry group brings together one of the world's largest pools of deep industry experts – respected for helping shape some of the world's most recognized TMT brands and helping companies of all shapes and sizes thrive in a digital world.

### **EY**

Address: 22/F., CITIC Tower, 1 Tim Mei Avenue, Central Hong Kong

Tel: +852 2846 9888

Website: [www.ey.com](http://www.ey.com)

The financial services industry deserves an integrated approach to managing its uncertainties and opportunities.

Our reputation is built on assembling multi-disciplinary teams from around the world to deliver a global perspective. Aligned to key industry groups including asset management, banking and capital markets, insurance and private equity, we provide integrated advisory, assurance, tax, and transaction services.

We provide all of our Advisory services in the areas of Performance Improvement, Risk, Structured Finance and IT to financial services organizations, and in addition we also have some specialist services.

### **KPMG**

Address: 23/F, Hysan Place, 500 Hennessy Road, Causeway Bay, Hong Kong

Tel: +852 2522 6022

Website: [www.kpmg.com](http://www.kpmg.com)

KPMG professionals operate in multi-disciplinary groups focusing on clients' needs and industries. We aim to deliver quality services through dedicated teams operating through lines of business.

We have established industry groups for banking and finance; information, communications and entertainment; property and infrastructure; private equity; consumer markets and industrial products.

We also have senior individuals from different countries who can deal with country-specific issues and provide reports under the relevant national form of Generally Accepted Accounting Principles.

**Simmons & Simmons**

Address: One Pacific Place, 88 Queensway, Admiralty, Hong Kong

Tel: +852 2868 1131

Website: [www.simmons-simmons.com](http://www.simmons-simmons.com)

Simmons & Simmons' longstanding focus on the Financial Institutions, Asset Management and Investment Funds and TMT sectors means that we have market leading experience at the confluence of those sectors. By using and combining our expertise within these specialist legal practice areas we are perfectly placed to advise companies in the FinTech sphere, from start-ups to some of the industry's biggest players.

**pwc**

Address: 22/F., Prince's Building, Central Hong Kong

Tel: +852 2289 8888

Website: [www.pwchk.com.hk](http://www.pwchk.com.hk)

pwc provides organisations with the professional service they need, wherever they may be located. Our highly qualified, experienced professionals listen to different points of view to help organisations solve their business issues and identify and maximise the opportunities they seek. Our industry specialisation allows us to help co-create solutions with our clients for their sector of interest.

## LICENSED OPERATORS FOR STORED VALUE FACILITIES (SVF) IN HONG KONG

Electronic payment operators have been granted licenses by the Hong Kong Monetary Authority to operate multi-purpose and stored value mobile payment systems in Hong Kong.

### **33 Financial Services Limited**

Address: Suite 2001, Tower 1, China Hong Kong City, 33 Canton Road, Tsim Sha Tsui, Kowloon, Hong Kong

Tel: +852 3900 9888

Website: <http://www.33finance.com/en/>

33 Financial Services Limited, a wholly-owned subsidiary of China 33 Media Group Limited (Stock code: 8087) is an independent, versatile financial services company and full service international prepaid card issuer based in Hong Kong.

### **Alipay Financial Services (HK) Limited**

Address: 26/F., Tower One, Times Square, 1 Matheson Street, Causeway Bay, Hong Kong

Email: [contact@alipayhk.com](mailto:contact@alipayhk.com)

Website: [www.alipayhk.com](http://www.alipayhk.com)

Alipay is only permitted to carry out online payment operations. OCG China Limited is Alipay's appointed service provider in Hong Kong to assist Hong Kong merchants enable online & offline payment services.

### **Autotoll Limited**

Address: 11/F, Tower A, Billion Centre, 1 Wang Kwong Road, Kowloon Bay, Kowloon, Hong Kong

Tel: +852 2627 8888

Email: [cs@autotoll.com.hk](mailto:cs@autotoll.com.hk)

Website: [www.autotoll.com.hk](http://www.autotoll.com.hk)

Autotoll Limited, formed through the merger of The Autopass Co. Ltd. and Electronic Toll Systems Ltd. in October 1998 and first started out as an electronic toll collection service and equipment provider, is now the leading intelligent transport and logistics management solutions provider.

### **ePaylinks Technology Co., Limited**

Address: Unit A, 22/F., Legend Tower, 7 Shing Yip Street, Kwun Tong, Hong Kong

Tel: +852 3103 6872

Email: [cs@epaylinks.hk](mailto:cs@epaylinks.hk)

Website: [www.epaylinks.com.hk/ienet\\_en.html](http://www.epaylinks.com.hk/ienet_en.html)

ePaylinks Technology Co., Ltd. (ePaylinks) was established in 1999, after more than a decade being developed into a leading third-party retail and internet payment service provider including bank card acquiring business. Our "Internet Payment Business License" is issued by the People's Bank of China.

The company has worked with more than 30 banks in China for comprehensive third-party payment business co-operation, and become China UnionPay and Master Card international credit card clearing organization member institutions.

The company's extensive cooperation with the mainstream retail chain industry in major cities in China, to provide retail payment technology products and services for more than 30,000 domestic retail operators, cooperation covering bank card acquiring business, Internet payment, membership cards, convenient payment, etc.

### **HKT Payment Limited (Tap & Go)**

Address: 39th Floor, PCCW Tower, Taikoo Place, 979 King's Road, Quarry Bay, Hong Kong

Tel: +852 2888 0000

Email: [enquiry@tapngo.com.hk](mailto:enquiry@tapngo.com.hk)

Website: [www.tapngo.com.hk](http://www.tapngo.com.hk)

Tap & Go is allowed to operate services like online payment, mobile payment at POS (point-of-sale) machines and P2P (peer-to-peer) transfer and issuance of physical cards. Tap & Go is a prepaid mobile payment service for customers.

### **K & R International Limited**

Address: Unit 2011, West Tower, Shun Tak Centre, 200 Connaught Road Central, Sheung Wan, Hong Kong

Tel: +852 2517 1933

Website: [www.kr-int.com](http://www.kr-int.com)

K & R International Limited has been established since July 2010 in Hong Kong. K&R belongs to a well-capitalized international group which has decades of experience. We are one of the non-banking organizations in Hong Kong being appointed as card issuing members of UnionPay International. Initially, K & R International Ltd. is based in Hong Kong as a stepping stone; we are keen to make our card products being well known in China or even world-wide.

### **Money Data Limited**

Address: Level 29, Three Pacific Place, 1 Queen's Road East, Wanchai, Hong Kong

Money Data Limited, a subsidiary of Tencent, has selected Thomson Reuters Risk solutions to comply with the Hong Kong Monetary Authority's (HKMA) Anti-Money Laundering (AML) and Countering the Financing of Terrorism (CFT) licensing requirements in its application to obtain the Stored Value Facilities (SVF) license under the Payment Systems and Stored Value Facilities Ordinance.

### **Octopus Cards Limited**

Address: 46/F., Manhattan Place 23 Wang Tai Road Kowloon Bay, Kowloon Hong Kong

Tel: +852 2266 2222

Website: [www.oepay.com.hk/en/index.html](http://www.oepay.com.hk/en/index.html)

Octopus card is allowed to operate services such as online payment, mobile payment at POS (point-of-sale) machines and P2P (peer-to-peer) transfer and issuance of physical cards. With O! ePay, you can send and receive money between friends with just one click, so you don't even have to go to the bank or ATM.

### **Optal Asia Limited**

Address: Unit 405, Tower 2, Lippo Centre, 89 Queensway, Admiralty, Hong Kong

Website: [www.optal.com](http://www.optal.com)

Optal Asia Limited is licensed in Hong Kong as Stored Value Facility Issuer (Licence number SVF0006), regulated by the Hong Kong Monetary Authority.

### **PayPal Hong Kong Limited**

Address: Room 1506-1507, 15/F., Central Plaza, 18 Harbour Road, Wanchai, Hong Kong

Tel: +852 3550 8584

Website: [www.paypal.com/hk/home](http://www.paypal.com/hk/home)

PayPal Hong Kong Limited is a licensed issuer of a stored value facility regulated by the Hong Kong Monetary Authority under Licence Number: SVF0008.

### **TNG (Asia) Limited**

Address: 9/F, Olympia Plaza, 255 King's Road, North Point, Hong Kong

Tel: +852 3951 6200

Email: [cs@tng.asia](mailto:cs@tng.asia)

Website: [www.tng.asia/en/home](http://www.tng.asia/en/home)

TNG Wallet is licensed to operate all kinds of electronic payment business except for issuance of physical cards. Since TNG Wallet launched in November 2015, TNG has over 370,000 registered users.

### **Transforex (Hong Kong) Investment Consulting Co., Limited**

Address: Suite 3203, 32/F., AIA Kowloon Tower, Landmark East, 100 How Ming Street, Kwun Tong, Kowloon, Hong Kong

Tel: +852 3196 1523

Email: [tce-inq@hnair.com](mailto:tce-inq@hnair.com)

Website: [www.transforex.hk](http://www.transforex.hk)

Transforex (Hong Kong) Investment Consulting Co., Limited was incorporated in July 2011, with registered capital of US\$10.5 million from Easy Pay Co., Ltd. The Company has been dedicated to the tourism financing industry, and is committed to provide a full range of tourism financial services to business persons and cross-border tourists.

Relying on the vast resources of the HNA Group, the Company has primarily been issuing prepaid MasterCard in Hong Kong and developing the prepaid card market in Hong Kong and mainland China.

### **UniCard Solution Limited**

Address: Room 507, Greenfield Tower, Concordia Plaza, No. 1 Science Museum Road, Tsim Sha Tsui, Kowloon, Hong Kong

Tel: +852 2375 3733

Email: [info@unicard.hk](mailto:info@unicard.hk)

Website: [www.unicard.hk](http://www.unicard.hk)

Incorporated in Hong Kong in early 2013, UniCard Solution Limited ("UniCard") was founded with the aim of providing efficient and viable payment solutions.

UniCard Solution Limited (UniCard) is granted with the Stored Value Facilities License by the Hong Kong Monetary Authority (HKMA) under Payment Systems and Stored Value Facilities Ordinance today. The SVF license number of UniCard is SVF0009.

*Note: Apple Pay and Android pay do not require to apply for a license in Hong Kong because the facility is linked to credit cards without stored value facilities.*



## AUSTRALIAN START-UPS AND INNOVATION LAB IN HONG KONG

### Bitspark

Address: 100 Cyberport Road, Cyberport, Hong Kong

Email: [info@bitspark.io](mailto:info@bitspark.io)

Website: [www.bitspark.io](http://www.bitspark.io)

Bitspark is the world's first end to end money transfer platform leveraging Bitcoin.

### Innovation Lab – Commonwealth Bank of Australia

Address: Level 13, One Exchange Square, 8 Connaught Place, Central Hong Kong

Tel: +852 2844 7500

Website: [www.commbank.com.au](http://www.commbank.com.au)

The Hong Kong Lab's three main zones encourage collaboration and drive experimentation.

- The incubation garage space helps cross-functional project teams work together on bringing ideas to life.
- The collaboration hub encourages co-creation with clients to find bespoke solutions, deep dive into specific challenges and test prototypes.
- The usability room provides clients with a live testing facility and the latest eye-tracking technology to improve their digital platforms.

### Ironfly Technologies

Website: [www.ironflytechnologies.com](http://www.ironflytechnologies.com)

Headquartered in Hong Kong, we have a deep understanding of the complexities of trading Asian markets and have optimized our systems for those unique needs.

## FINTECH COMPANIES IN HONG KONG

<http://www.startbase.hk/companies>

### Hong Kong Fintech Landscape

- [Amareos](#)
- [ANX international](#)
- [APrivacy](#)
- [8securities](#)
- [AMP Credit Technologies](#)
- [BitFX](#)
- [BitMEX](#)
- [Bitquant Research Laboratories](#)
- [Bitspark](#)
- [Cashyou](#)

- [CoinDirect](#)
- [Cryptonator](#)
- [Currenxie](#)
- [Gatecoin Ltd](#)
- [Ironfly Technologies](#)
- [InvestLab](#)
- [investOrbit.com](#)
- [Jade Payments](#)
- [Monexo Innovations](#)
- [Neat](#)
- [Tofupay](#)
- [WeConvene](#)
- [Welend](#)
- [WeRoadShow Limited](#)
- [Yintran](#)
- [www.moneysq.com](#)

## MAJOR FINTECH EVENTS IN HONG KONG

### **4<sup>th</sup> Elevator World Tour (1<sup>st</sup> in Asia) at Sky100 Hong Kong**

100 startups will be shortlisted to join the elevator pitch and compete for an investment of US\$100,000 from a team of angel investors.

Website: [www.elevatorworldtour.com](http://www.elevatorworldtour.com)

### **Annual Digital Forum 2016**

Website: <http://www.pccwsolutions.com/public/event/>

### **Cyberport Events**

Website: [www.cyberport.hk/en/events](http://www.cyberport.hk/en/events)

### **EmTech Hong Kong**

Website: [www.emtechhk.com](http://www.emtechhk.com)

EmTech Hong Kong is a conference bringing MIT Technology Review's award winning editorial content to life. It will look into how advancements in the areas of artificial intelligence (AI), robotics, manufacturing, smart cities, fintech and healthtech, are redefining our lives in new and inspiring ways.

### **Hong Kong Fintech Week**

Website: <http://www.hongkong-fintech.hk/en/index.html>

InvestHK presents the first Hong Kong FinTech Week from 7-11 November at PMQ. With support from local and regional partners, Fintech Week shows you how global Fintech trends meet Hong Kong's unique advantage.

## **FINNOVASIA Hong Kong**

Website: [www.finnovasia.com](http://www.finnovasia.com)

Leading fintech event in Asia with over 500 attendees and 45 speakers from 18 countries.

## **International IF FEST**

Website: [www.itfest.hk](http://www.itfest.hk)

## **StartmeupHK Festival**

Address: 25/F., Fairmont House, 8 Cotton Tree Drive, Central Hong Kong

Tel: +852 3107 1000

Email: [startmeuphk@InvestHK.gov.hk](mailto:startmeuphk@InvestHK.gov.hk)

Website: [www.startmeup.hk](http://www.startmeup.hk)

Startmeup.hk is a one-stop portal to the startup community in Hong Kong, listing the latest startup events and various resources including government incentive and incubation schemes, accelerators, angels and VCs. It is also a platform for local and overseas startups to share their success stories.

## **RISE HONG KONG**

Website: [www.riseconf.com](http://www.riseconf.com)

A major technology conference in Hong Kong. People from the world's biggest companies and most exciting startups will come to Hong Kong to share their stories and experiences at RISE.

## **USEFUL LINKS**

1. [2016 Fintech 100 Leading Global Fintech Innovator \(H2 Ventures/KPMG\)](#)
2. [Hong Kong Fintech Initiatives Outline, February 2016](#)
3. [Hong Kong's race to the FinTech line](#)
4. [Hong Kong Monetary Authority – Regulatory Regime for Stored Value Facilities \(SVF\) and Retail Payment Systems \(RPS\)](#)
5. [Introducing a Regulatory Framework for Equity Crowdfunding in Hong Kong](#)
6. [KPMG – Be a Smarter Start-Up – A guide to growing your business in Hong Kong, January 2016](#)
7. [KPMG – Making Hong Kong a FinTech Centre, Innovating Business in Asia, June 2015](#)
8. [Report of the Steering Group on Financial Technologies](#)
9. [Startbase HK](#)
10. [The Rise of FinTech – Getting Hong Kong to lead the digital financial transition in APAC](#)

## **About Austrade**

The Australian Trade and Investment Commission – Austrade – contributes to Australia's economic prosperity by helping Australian businesses, education institutions, tourism operators, governments and citizens as they:

- develop international markets;
- win productive foreign direct investment;
- promote international education;
- strengthen Australia's tourism industry; and
- seek consular and passport services.

For more information about how Austrade can help you, please visit our website:  
[www.austrade.gov.au](http://www.austrade.gov.au)

## **AUSTRADE CONTACT**

If your company is looking to export from Australia to Hong Kong, the Austrade team of English and Chinese-speaking business advisers in Hong Kong are waiting to hear from you.

### **Austrade Hong Kong**

Wilson Tang, Senior Business Development Manager  
email: [wilson.tang@austrade.gov.au](mailto:wilson.tang@austrade.gov.au)  
tel: +852 2588 5307 (IP: 02 6201 8318 if calling from Australia)

### **Austrade Sydney**

Joanne Lee, Senior Advisor Financial Services & Fintech  
email: [joanne.lee@austrade.gov.au](mailto:joanne.lee@austrade.gov.au)

### **Austrade Melbourne**

Stan Roche, Senior Advisor Financial Services & Fintech  
email: [stan.roche@austrade.gov.au](mailto:stan.roche@austrade.gov.au)

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