

press release

Standard Chartered and Dragon Capital sponsor launch of FinTech Club in Vietnam

13 October 2015, Hanoi, Vietnam – Standard Chartered Bank Vietnam and Dragon Capital jointly hosted in Ho Chi Minh City the inaugural meeting of the Vietnam FinTech* Club last week.

The roundtable featured 20 start-up entrepreneurs and investors in the FinTech sector, including FPT Ventures, IDG Ventures, NexTTech Investment, M_Service, Fundstart, 1Pay, Pasoto.com, Loanvi.com and MyMoney.vn... They agreed to take the network to the next level by setting up a FinTech club in Vietnam to act as links and advocates in pulling together ideas to develop a relevant FinTech ecosystem in Vietnam.

The idea to establish a FinTech association in Vietnam was agreed during the visit to Vietnam in July 2015 by UK Prime Minister David Cameron. During the visit, the UK government expressed their strong interest to work with the Vietnamese regulators, financial service providers, ICT entrepreneurs to create FinTech market conditions which benefit both urban and rural societies in Vietnam.

Nirukt Sapru, Chief Executive Officer of Standard Chartered Vietnam, said, “We are proud to be the co-founding partner of the Vietnam FinTech Club. At Standard Chartered, we continuously design and implement effective innovation methods and projects that enable us to create breakthrough solutions for our Clients and Customers. By backing the FinTech industry in Vietnam, we echo the Bank’s strong commitment in supporting and encouraging innovation which we believe is a key driver of economic growth and prosperity. Standard Chartered Bank just launched a **FinTech Accelerator Programme** in Hong Kong to help local and international early-stage and more established FinTech companies grow in Asia’s vibrant markets. We hope to see strong participation from Vietnam in this initiative.”

Dominic Scriven, Chief Executive Officer of Dragon Capital, said, “As a large and long term investor in Vietnam, we are committed to supporting new ideas. We are delighted to play a sponsorship role in the emerging Fintech space. We are confident that the Vietnam FinTech Club which we are delighted to co-sponsor will be a great asset to our business community.”

Douglas Barnes, British Consul General in Ho Chi Minh City and Director of UK Trade and Investment in Vietnam, said: “The UK is open for FinTech business with partner nations all around the world. We are delighted Standard Chartered Bank and Dragon Capital, two well-established financial institutions in Vietnam, are actively taking this initiative forward with the Vietnamese partners and we will work closely with them to nurture the FinTech industry in Vietnam.”

Vietnam, with young, tech savvy population and 23 million smart phones in operation and 55 million mobile phone subscribers offers significant demographic advantages for the development of the FinTech sector.

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**FinTech stands for financial technology. It refers to the integration of finance and technology - a hybrid of the traditional processes of finance enhanced or even disrupted with a new technology-based process.*

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Notes to Editors

THE SUPERCHARGER FINTECH ACCELERATOR PROGRAMME

Standard Chartered (Hong Kong) is sponsoring the SuperCharger, a FinTech accelerator programme, with the aim of helping local and international early-stage and more established FinTech companies grow in Asia’s vibrant markets.

The **SuperCharger FinTech Accelerator Programme** is a first for Hong Kong to see a strategic group of founding partners from banking, internet technology and innovation join forces to back a homegrown business accelerator dedicated to supporting early-stage and more established businesses in taking the next step.

Three founding partners of the programme includes Standard Chartered, one of Hong Kong’s three note-issuing banks, together with technology giant, Baidu, which dominates China’s internet search engine market, and TusPark Global Network, which brings over 20 years of expertise in the operation of technology parks and accelerator programmes.

The **SuperCharger Accelerator Programme** kicks off its call for technopreneurs to come forward with their business ideas. Applications will close on 20 November 2015. Throughout October, a roadshow will travel in search of the best businesses worldwide with stops including London, New York, Tel Aviv, Singapore and Beijing.

The programme will commence on the 11 January 2016 at TusPark Global Network's dedicated FinTech innovation hub in Hong Kong. Selected businesses will have the chance to explore cross-pollination of ideas between other verticals such as IoT, media and hardware, located within this world-class innovation hub. The programme concludes on the 8 April 2016 with a demo day in Hong Kong.

Applications to participate in the SuperCharger FinTech Accelerator Programme

Applications can be made directly at www.FinTechSuperCharger.com. Participants can also send their questions about the programme directly to Hello@FinTechSuperCharger.com

Standard Chartered Bank (Vietnam) Limited

In Vietnam, Standard Chartered's history can be traced back to 1904 when the Bank opened its first branch in Saigon (now is Ho Chi Minh City). We believe in the long term prospect of Vietnam and are fully committed to the Vietnamese market and our clients and customers since coming back to the country in 1990.

On August 1, 2009, we commenced operations in our locally incorporated entity – Standard Chartered Bank (Vietnam) Limited, an important milestone of Standard Chartered's development in Vietnam. The bank currently has more than 850 employees and three branches (two in Hanoi and one in HCMC). The Head Office is based in Hanoi.

We bring our international expertise and experience in Asia, Africa and the Middle East to Vietnam, building a broad business that helps to develop the Vietnamese financial service sector as well as helping clients to develop their businesses. Standard Chartered has acted as the sole Sovereign Credit Ratings Advisor to the Vietnamese Government since March 2012.

The Bank provides a full suite of banking products and services for corporates, financial institutions as well as small and medium enterprises and individuals. We also play an active role in building the communities through many programs that promote social and economic development focusing on health, youth and financial education.

For more information, please visit: www.sc.com/vn and www.facebook.com/standardcharteredVN

Standard Chartered

We are a leading international banking group, with around 86,000 employees and a 150-year history in some of the world's most dynamic markets. We bank the people and companies driving investment, trade and the creation of wealth across Asia, Africa and the Middle East, where we earn around 90 per cent of our income and profits. Our heritage and values are expressed in our brand promise, Here for good.

Standard Chartered PLC is listed on the London and Hong Kong Stock Exchanges as well as the Bombay and National Stock Exchanges in India.

For more information please visit www.sc.com. Explore our insights and comment on our blog, [BeyondBorders](#). Follow Standard Chartered on [Twitter](#), [LinkedIn](#) and [Facebook](#).

Dragon Capital Group

Founded in 1994, Dragon Capital Group is a Vietnam-focused financial institution with over 20 years of investment experience in Vietnam and the surrounding Indochina region. The company is viewed as a pioneer for having made the very first Government-approved investments into the Vietnamese private sector and privatising SOEs. Subsequently, its funds have built the definitive collection of holdings in the country's listed blue chips. Growing up with Vietnam's capital markets, Dragon Capital has helped to bring international standards of corporate governance and management professionalism to the local financial industry. It works hard to align investees' interests with its own investment objectives and in furtherance of this it holds board seats, or has observer status, at all companies in which it owns a significant stake.

Dragon Capital has also committed heavily to domestic financial services. In 2003, Dragon Capital and its partner, Saigon Commercial Bank, were awarded a license to establish Vietnam's first local asset-management company, Vietfund Managers (VFM). In 2004, Dragon invested alongside the Saigon municipal government to take a 30% stake in the brokerage firm Ho Chi Minh City Securities Company (HSC). Both investees are now the number-one players in their field – VFM with \$120m AUM, and HSC with the top market share in 2012 of 12%.

Dragon Capital's own shareholders include the World Bank's International Finance Corporation (IFC); Proparco, a subsidiary of the French Government's developmental agency; and the company's own management, employees and former partners. With a head count of nearly 100, Dragon Capital has attracted leading domestic and international professionals to build out teams for origination, portfolio management and research, fund accounting and operations, legal services and client support.

Today, Dragon Capital and its affiliates manage some US\$1.0bn in listed stocks, private equity, fixed income and real estate. In addition to proprietary solutions for institutions and family offices, there are five offshore-quoted funds available to investors:

- Vietnam Enterprise Investments Limited (VEIL - \$450m AUM), launched in 1995, giving investors broad access to Vietnam's leading blue chips, including many companies now at their foreign limit;
- Vietnam Growth Fund (VGF - \$250m AUM) launched in 2004, with a mix of stocks similar to VEIL, but with lower core holdings at this time in banks and property;
- Vietnam Property Fund Limited (VPF - \$75m AUM), launched in 2008 and geared to capture long-term returns from a combination of listed property stocks and private projects;
- Vietnam Debt Fund (VDeF - \$35m AUM) launched in 2008 as the first fund dedicated to investing in Vietnamese debt issues, both local-currency domestic and USD sovereign;
- Mekong Brahmaputra Clean Development Fund (MBCDF - \$40m AUM), launched in 2010 as an LP/GP structure for direct investment in renewable technologies across the region encompassed by the Mekong and Brahmaputra rivers.

Dragon Capital maintains offices in Ho Chi Minh City, Hanoi, Bangkok, Hong Kong (where it is SEC-registered) and the UK (where it is FCA-registered).

For further information, please visit our website www.dragoncapital.com or contact us at familyoffice@dragoncapital.com