

.velotrade^o

KYC Infrastructure for a Digital Future

APEC Financial Infrastructure Development
Network Eighth Conference

November 26, 2020

Velocity, Flexibility and Transparency

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.velotrade[•] About Us



- **Founded in 2015**, Velotrade is a Fintech company based in Hong Kong
- Our headquarters are in **Cyberport**, the innovative community space and the flagship for Hong Kong's digital tech industry
- We have a diverse global portfolio of clients engaged in cross-border operations in a variety of industries and trading in most major currencies
- The **Co-Founders** have an international background including trade finance and financial services:

Gianluca Pizzituti

Chief Executive Officer

Trader career in the high-frequency equity and currency derivatives in London and Singapore. Involved in Velotrade in Hong Kong since 2014.



Vittorio De Angelis

Executive Chairman

Equity Derivatives career at JP Morgan, Bank of America and Dresdner Kleinwort in London. Former Partner of Equity Derivatives Brokerage at Louis Capital Markets Hong Kong.

Emmanuel V. Pitsilis

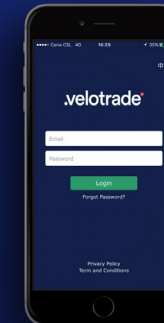
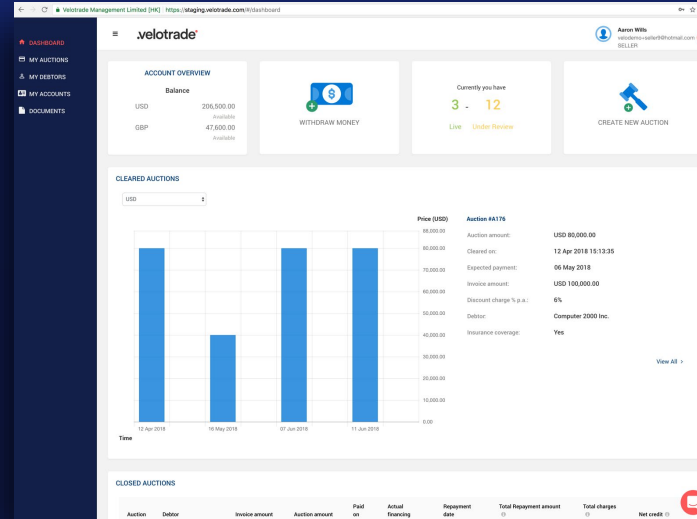
Senior Advisor

Former Senior Partner at McKinsey & Company in Europe, North America and Asia. Currently an entrepreneur and angel investor.

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- Selected out of over 120 applicants from around the world, Velotrade is part of the 10 companies in the first batch 2018 of **Ping An Fin+Tech Accelerator**, which is fully supported by the Futian District government
- First Fintech in Asia under Licence Type 1 authorised by the Securities and Futures Commission (SFC) which regulates the financial markets and services in Hong Kong
- Velotrade is now assisting SMEs address a funding gap need across domestic and export business estimated to be in the trillions of dollars globally and more than USD 200 Billion in Asia.



.velotrade[•] Our Products

- **Invoice Discounting**

Providing immediate funding by financing 80% of an invoice's value over payment terms of 30-120 days

- **Purchase Order Financing**

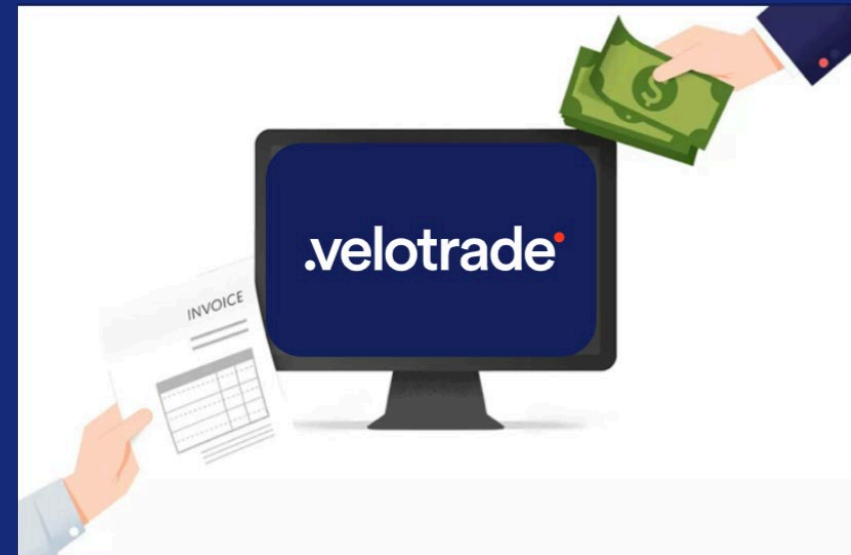
Providing an advance on a verified Purchase Order to reduce the funding gap required to deliver on a client's order

- **Supply Chain Finance**

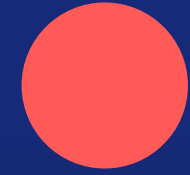
Funding of suppliers by advancing 80% of received, verifiable invoices issued to anchor buyer

- **eCommerce Finance**

Financing the payment cycle of eCommerce marketplaces via a dynamically repeating credit limit based on 12 months of sales performance



.velotrade[•] Importance and Challenges of KYC

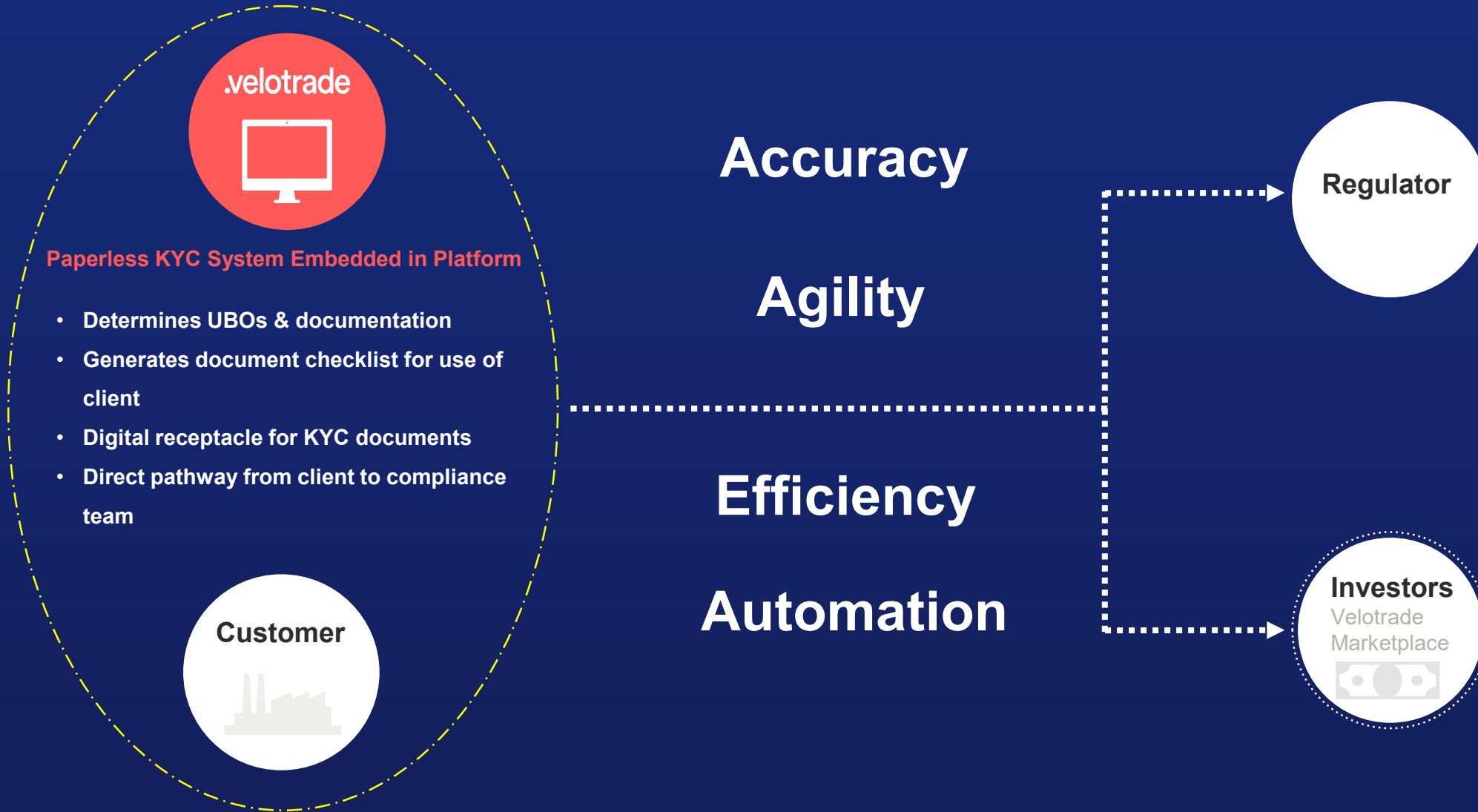


- **Investors**
Want assurance their money is entrusted to verifiable organizations of character
- **Regulators**
Require standards of KYC be upheld and promoted
- **Clients**
Want efficient, transparent, and unobtrusive processes which allows fast access to the Velotrade platform

How do we balance, and deliver upon, the equally important needs of these three stakeholders?



.velotrade[•] KYC Workflow



.velotrade[•] KYC Innovations

- **Global Scope**

As our customer base grows globally our platform expands recognition of foreign documentation. By engaging local subject matter experts we are solidifying our ability to work swiftly and accurately with our clients

- **Seamless Integration**

Between Velotrade platform and Credit Reporting Service Provider (CRSP) with little to no personnel requirement. The two-fold advantage is to eliminate unnecessary 'middle-manning' practices and minimize access to sensitive KYC documents

- **Continual Improvement in KYC Process**

With the goal of all KYC submissions resulting in 100% accuracy. With ever-improving processes we present our clients with accurate, straightforward infrastructure our clients can be confident they will satisfy their KYC requirements in one interaction. This means faster access to funding and more time to focus on their business!

.velotrade[•] Digital KYC In Action

1. Customer Uploads UBO Documents

Via the Velotrade platform. The platform's presents jurisdictional documentation options via integration with databases such as the Dow Jones Risk and Compliance, Factiva etc.

2. Identification Requirements Are Issued

A digital checklist is provided with upload link for each file. An intermediary is not required to handle sensitive corporate or personal information

3. KYC Submission is Forwarded to CRSP Partner

Due to the predetermined documentation requirements KYC results are quickly confirmed at a near-perfect ratio

4. Legal Documentation is Automatically Generated with Confirmed Signatories

Including Purchase Agreements & Corporate/Personal Guarantees

5. Digital Document Signing Hosted via Video Link

Signatories are confirmed via Facial Recognition and are instructed by a Velotrade Representative

The Result: KYC to Agreement Finalization within 24 hours

.velotrade[•] Partnership & Collaboration

Velotrade has provided digital agility via collaborative partnerships with, amongst others:

- Banks
- E-Marketplaces
- Payment Platforms
- Fintechs.

Our experienced team of sales, risk, regulatory, and in-house technical professionals continue to liaise with our partners to offer bespoke integrations and provide transparent, swift, and flexible financing solutions and value-adds to clients worldwide.

We bring the best aspects of our platform to our partners

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