



# ***How to Get Started in FinTech In Hong Kong***

**Graham Leach, Professor of Innovation, Entrepreneurship & eCommerce**

**Many Thanks to Mr. Peter Dingle, eMBA**



**His Pioneering Work Inspired this Presentation**



# Call me GRAM



- Over HKD1B raised (and climbing) by students and mentored CEOs
- Founder of companies located in the Americas, Europe and Asia
- High Tech Entrepreneur, Investor, CEO, Professor and Consultant
- Angel investor in Blockchain, FinTech, AI, Mobile & IoT
- Worked with 20+ Accelerators and 250+ Startups
- 25 years of experience in around the Globe
- Multiple Fortune 50 Corporate Experience

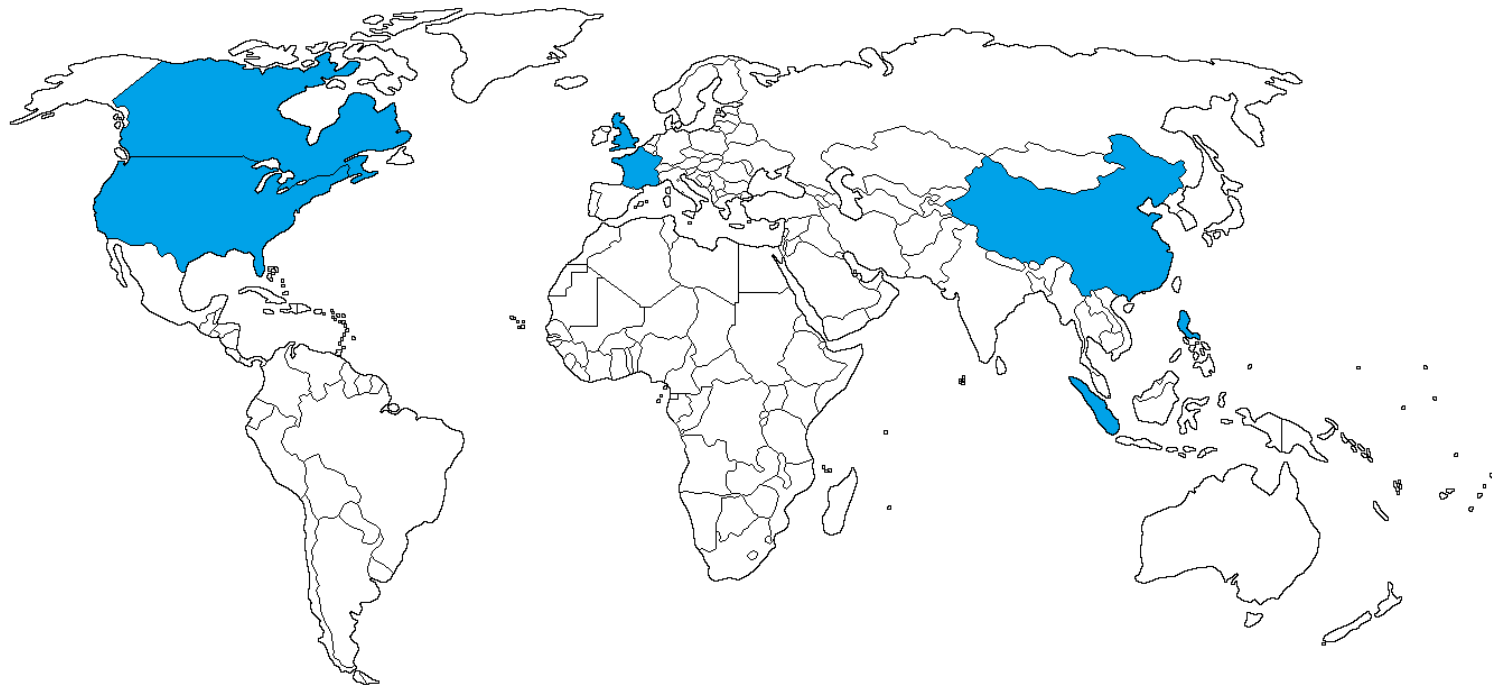
[Professor@graham-leach.com](mailto:Professor@graham-leach.com)

[www.graham-leach.com](http://www.graham-leach.com)

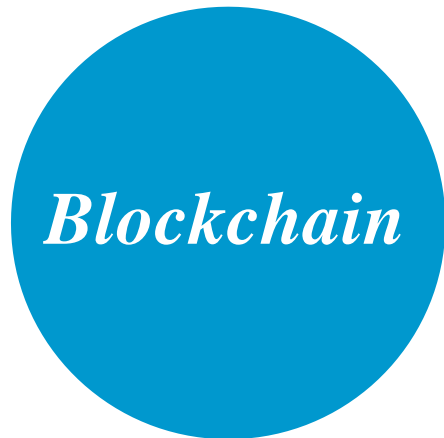
- I have a GLOBAL focus, but my heart is here...



# Where I Have Worked



# Ecosystems I Am Involved In



*Blockchain*

GLOBAL



*Finance*

ASIA



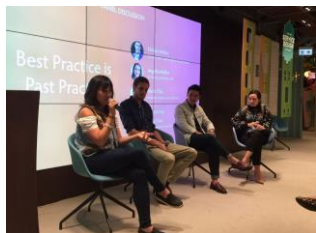
*Education*

HONG KONG

# Let's Talk FinTech!



# Wisdom From the FinTech Industry Survey (2016)



“Boost STEM education!”



“Easy access to work permits and more affordable housing now!”

“Think disruption, and make room for new ideas”



“We need better relations between regulators and the Fintech sector”



“Regulators should be helping startups compete on a level playing field, not hurting their ability to compete with big players”



“Embrace change and new technologies proactively, don’t be afraid of the future”



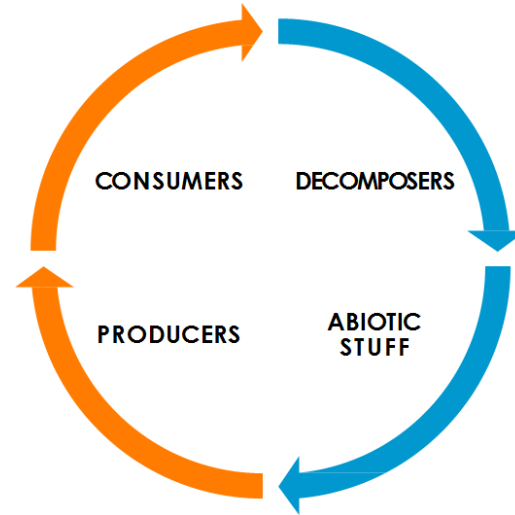
“The private sector and government agencies need to work together, for the future”



“Open and suitable legal & regulatory environments are the cornerstones of healthy, growing economies and our many different ecosystems”



# Sustainable Ecosystems have FOUR Aspects



# Looking at a Simple Ecosystem

## *A Fish Tank*

## Ecosystem

ABIOTIC STUFF

CONSUMERS

PRODUCERS

DECOMPOSERS

## Fish Tank

Rocks, Sand, Sunlight,  
Air, Water, at  
the Right Temperature

Carnivores,  
Herbivores

Plants, Algae,  
Oxygen,  
Carbon Dioxide

Worms, Filters,  
Recyclers,  
Bacteria



# Looking at a Complex Ecosystem

***The Hong Kong High Financial Technology Sector***

## Ecosystem

ABIOTIC STUFF

CONSUMERS

PRODUCERS

DECOMPOSERS

## Fish Tank

Rocks, Sand, Sunlight,  
Air, Water, at  
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Plants, Algae,  
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Worms, Filters,  
Recyclers,  
Bacteria

## FinTech Ecosystem

Regulators, Law,  
Currency, Exchanges,  
Flow of Forex

PE, VCs, Corp R&D  
New Product Dev, SME's, Public

Incubators, Accelerators, Grants,  
Universities, Startups, Talent,  
Corp Innovation, Bootcamps

Mergers & Acquisitions,  
Patent Trolls, IP Portfolios,  
Bankruptcy Teams, Liquidators

# ABIOTIC STUFF



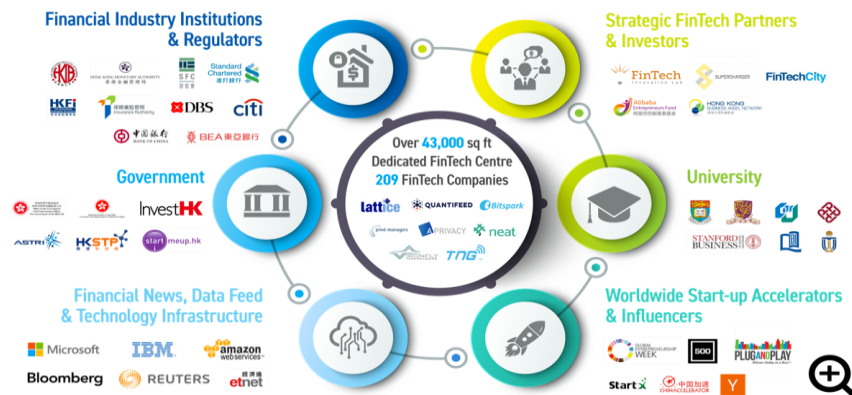
**Property, Regulators, Law, Currency, Exchanges  
FOREX Flows, Travel Rules, Visas, Customs, Language**

# THE CONSUMERS



Private Equity, Venture Capital, Government, Companies

# THE PRODUCERS



Consultant, Incubators, Accelerators, Universities, Community, People



# THE DECOMPOSERS



The Most Significant Consumer Tech M&A Since 2009



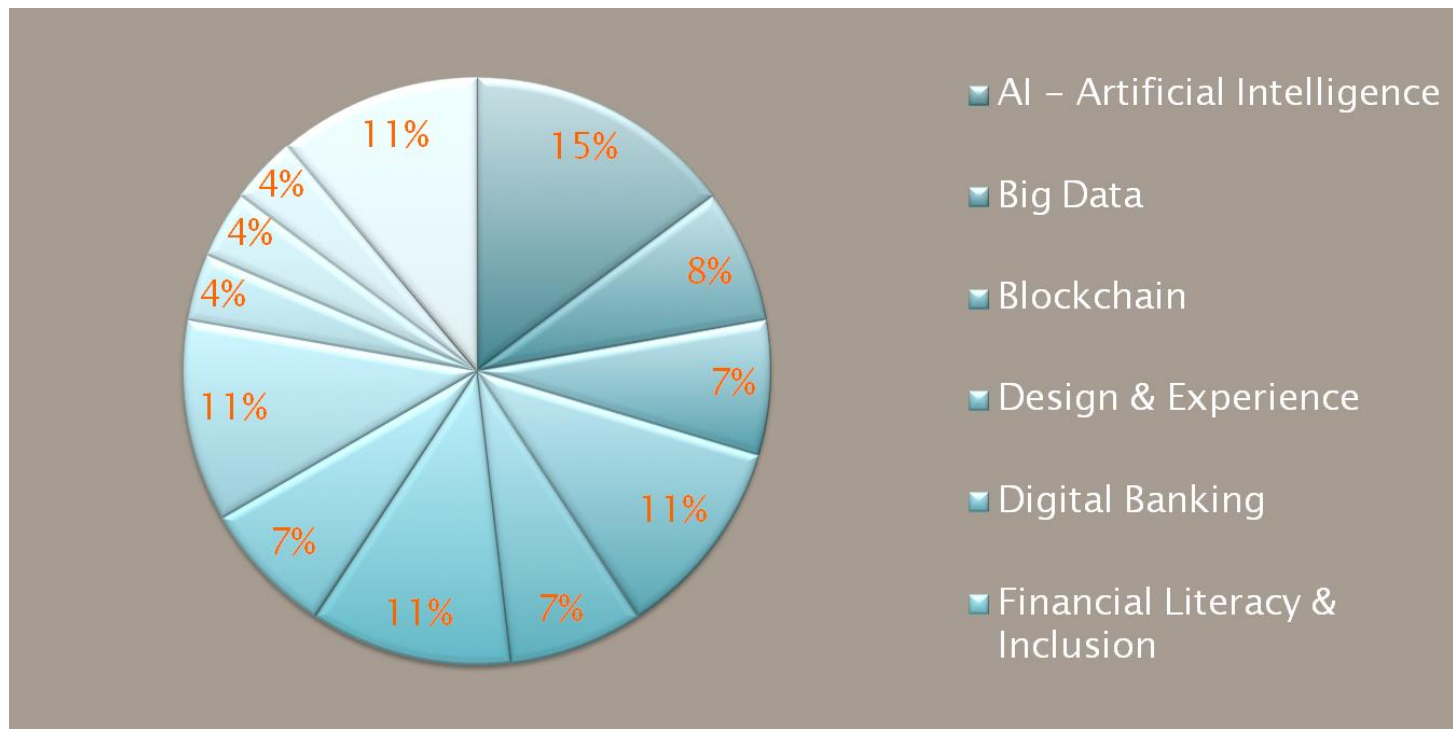
Merger & Acquisitions, Liquidators, Debt Collectors

# What About Hong Kong?



## The Hong Kong FinTech Ecosystem

# FinTech Industry Breakdown



**Where the Attention & Money Is Going**

# How You Can Get Involved

# First, Read An Ecosystem White Paper



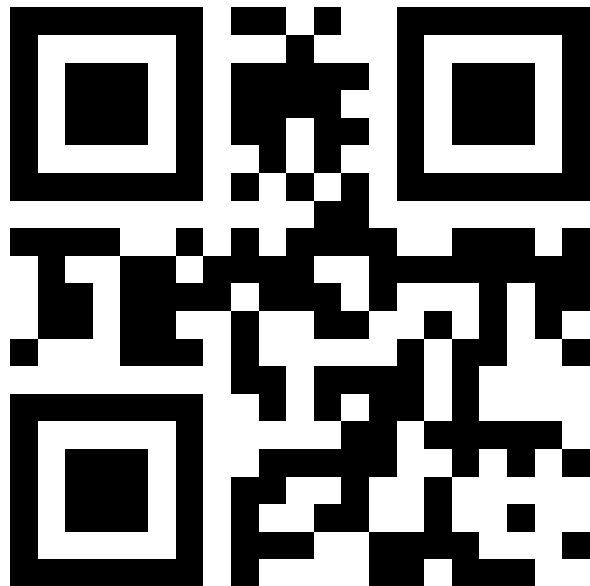
<https://www.whub.io/toolboxDownload>

## Second, Determine Where You Might Fit (Your Role)



<https://ftahk.org>

# Third, Join a FinTech Association Committee



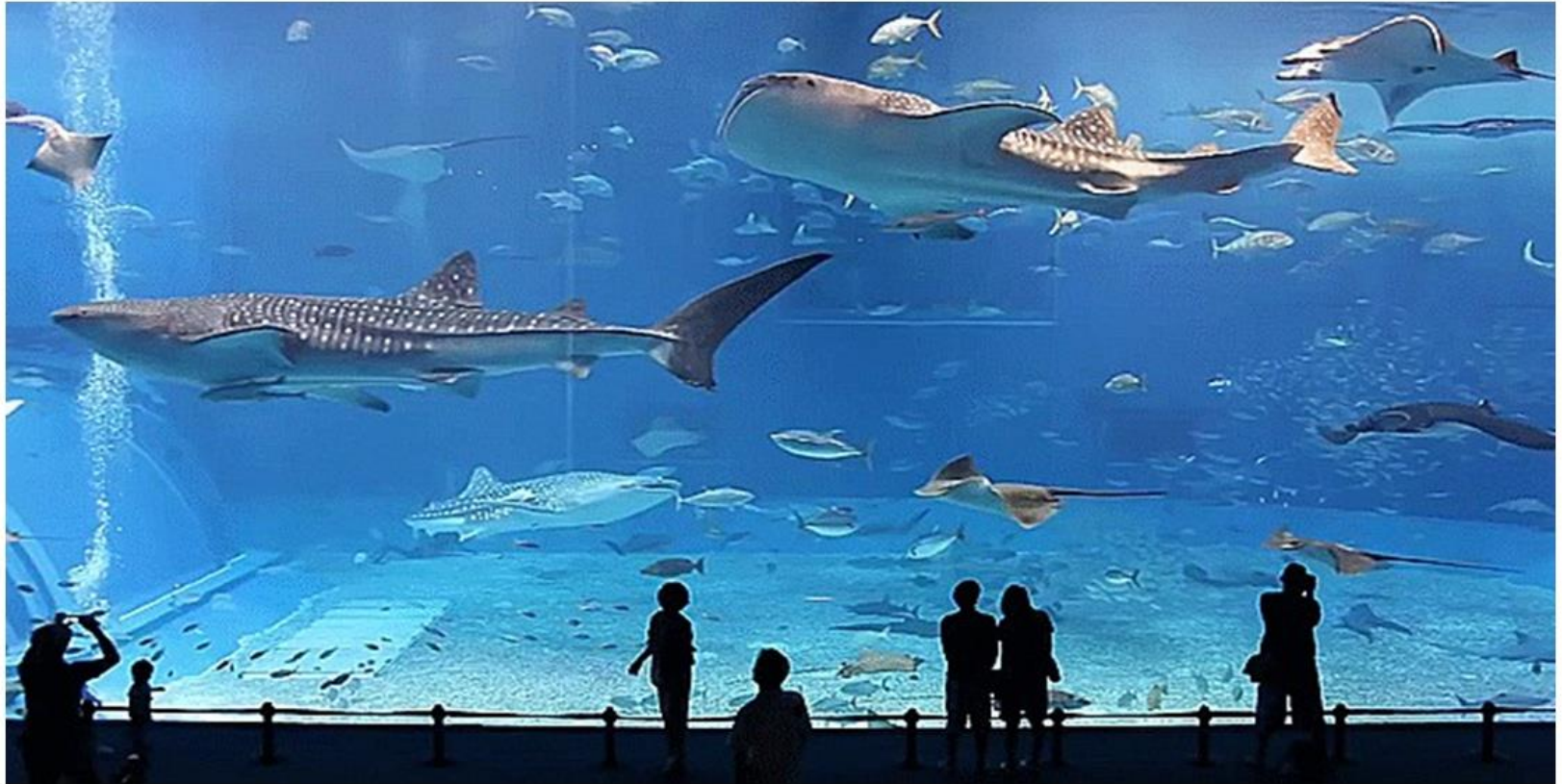
Committee
AI - Artificial Intelligence
Big Data
Blockchain
China Greater Bay Fintech
Cyber Security
Design & Experience
Digital Banking
Financial Literacy & Inclusion
InsurTech
Payments
Policy & Advocacy
RegTech
WealthTech
Talent & Diversity

<b>Student</b>
FULL TIME STUDY
<b>\$ 200</b>
PER YEAR (HKD)
1 Members
Partly Perks
Without Digital Directory

<https://ftahk.org>



# After That...What Can You Do?





# Next Steps

[EMAIL ME](#)

[Attend my 48-hour Bootcamp](#)

*10 year track record  
Hundreds of Happy Students  
Millions of dollars raised!*



[EMAIL ME](#)

[Get Involved in Startup](#)

*I Go To dozens of Startup and  
FinTech oriented Events a year  
Join My Delegation for Special Access!*



**Let Me Help You Drive Startup/FinTech Innovation in Hong Kong!**

**Questions?**