



# 2019年大湾区金融科技报告

## 粤港澳大湾区金融科技分析与建议

2019年4月

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## 助力金融科技界

FTAHK是一家独立的、非盈利的、会员驱动型的组织，代表香港当地及全球的金融科技界。

我们由社区组织和领导，也为社区服务。

- 倡导
- 合作
- 教育

粤港澳大湾区计划是一个为建设一个世界级城市群的计划，它将连接香港、澳门和广东省的9个城市。其目标是在中国南方创建一个湾区经济集群，能够与世界上类似经济区，譬如：旧金山湾区、大纽约和大东京进行竞争，甚至超越它们。

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## 本报告的目的

现如今，大湾区是全球商业、创新和技术的全球枢纽，但对外部世界仍然相对不透明。

本分析覆盖大湾区、其城市群和与金融科技有关的政策，包括中国的蓝图。其目的是倡导、合作、教化该区，使该区区别于其它主要经济区，并对未来的产业发展提出建议。

## 有用的链接

湾区 – 香港政府：  
<https://www.bayarea.gov.hk/en/home/index.html>

大湾区蓝图：  
[https://www.bayarea.gov.hk/filemanager/en/share/pdf/Outline Development Plan.pdf](https://www.bayarea.gov.hk/filemanager/en/share/pdf/Outline%20Development%20Plan.pdf)

# 前言



在金融和技术领域，粤港澳大湾区有潜力引领世界。

这一独特的地理区域由珠江三角洲的十一个主要城市组成，是中国对外开放政策的前沿地区。

大湾区目前的经济规模超过了澳大利亚，到2030年，它将超过东京、纽约和旧金山，成为世界上最重要的大都市湾区。

这是一个潜力无与伦比的地区，是移动支付、区块链、大数据和人工智能等金融科技创新的温床。

该地区拥有香港的国际金融体系、中国丰富的人力资本资源和蓬勃发展的消费市场，以及金融科技协会和财团、世界领先的大学、研究机构和世界级的基础设施。

《粤港澳大湾区发展规划纲要（大湾区蓝图）》旨在促进大湾区各地区之间更紧密的合作。这将需要该地区针对不同的政治制度、税收和法律框架、人员和货物的流动提出解决方案，并帮助增加金融科技公司的运营便利性。

如果实施得当，那么机会将会是巨大的。在大湾区整个地区的跨境倡议、合作和整合，对于推动该地区成为全球金融科技的“动车室”，以及香港未来的整体成功，是至关重要的。



# 大湾区的城市

有一个庞大的农业板块和繁荣的商品领域。  
较小金融科技影响

规模比较：柏林  
国民生产总值：330亿美元 人口：410万  
面积：14891 平方公里

电子产品制造、家具、家居、陶瓷中心。  
中等金融科技作用

规模比较：芝加哥  
国民生产总值：1410亿美元 人口：766万  
面积：3798平方公里

以孙中山名字命名的中等城市，是广州和澳门的中间点。

较小金融科技影响  
规模比较：西雅图  
国民生产总值：510亿美元 人口：360万  
面积：1784平方公里

江门  
广东第二大内河港口。重工业、石油化工和机械。  
较小金融科技影响  
规模比较：波士顿  
国民生产总值：400亿美元 人口：450万  
面积：9,505平方公里

广州  
区域政治中心，主要贸易中心，制造业和金融  
业。  
庞大的消费群体，强大的政治力量，区块链政策发展  
规模比较：洛杉矶  
国民生产总值：3180亿美元 人口：1450万  
面积：7249平方公里

惠州  
石油化工工业基地，也是发展信息技术中心。  
较小金融科技影响  
规模比较：多伦多  
国民生产总值：570亿美元 人口：480万  
面积：11347平方公里

东莞  
重要的工业城市。电子及通讯设备制造中心，中国第四大城市出口城市。  
中等金融科技影响  
规模比较：首尔  
国民生产总值：1120亿美元 人口：830万  
面积：2460平方公里

深圳  
经济特区，技术创新、国内金融、硬件、国际贸易和航运的领导城市  
中国金融科技的技术开发和零售商业化  
规模比较：伦敦  
国民生产总值：3320亿美元 人口：1250万  
面积：1,997平方公里

香港  
香港特别行政区、领先的金融资本、健全的法制体系、强大的国际商业和外国投资、物流和文化的枢纽。  
国际B2B金融科技中心、知识产权保护、研发  
规模比较：达拉斯  
国民生产总值：3410亿美元 人口：740万  
面积：1,106平方公里

珠海  
经济特区，旅游娱乐。  
金融科技和金融称雄  
规模比较：巴塞罗那  
国民生产总值：380亿美元 人口：180万  
面积：1,736平方公里

澳门  
特别行政区、旅游、与讲葡萄牙语国家的贸易平台。  
较小金融科技影响  
规模比较：威尼斯  
国民生产总值：500亿美元 人口：70万  
面积：31平方公里



# 大湾区的10个金融科技目标

1. 实施跨境**数字身份识别**系统。
2. 利用数字技术使跨境**支付更快、更容易**。
3. 制定国家和地区层面的**人工智能战略**，为人工智能的伦理使用制定指导方针。
4. 建立大湾区金融监管**沟通机制**，支持相互金融市场准入和深度金融科技合作。
5. 建立标准化的大湾区全行业**贸易融资区块链平台**。
6. 成立大湾区全**营销部门**，以招商引资，促进业务发展。
7. 推出**财富管理**和**保险互联**，让企业可以在彼此的市场上销售产品。
8. 增加商业**活动**的自由。
9. 为金融科技和科技初创企业提供**办公场所**资助。
10. 研究大湾区商业**“电子居住”**系统，类似于爱沙尼亚的系统，让国际公司远程设立在香港，并获得大湾区的好处。

# 创建一个协会内部协作小组的建议

我们建议成立一个官方的**协会内部协作小组**，倡导大湾区金融科技产业和政策，帮助促进大湾区所需的变革，并推动该地区成为全球金融科技中心。

我们已经在这份报告的下一页中**确定了大湾区主要的金融科技协会**，将与他们合作成立跨境合作小组。

新协作小组的目的是：

- **协作**：与大湾区的其他协会和大学进行合作，为跨境一体化和合作制定政策建议。
- **分析**：分析使该地区发展成为金融科技“动车室”所必需的关键、可行的跨境计划举措。
- **参与**：让边境两边的主要金融科技参与者和公司参与进来。
- **合作**：与地区政府、监管机构和其他决策者合作，推动变革。
- **推动**：推进大湾区成为全球金融科技公司，吸引企业和投资。

# 大湾区金融科技协会组织

我们重点列出如下重要的大湾区金融科技协会组织，以形成一个协会间的协作小组

城市名称	协会组织	是否是全国性的	网址
广州	广州市财政局	是	<a href="http://www.gzjr.gov.cn/gzjr/index.shtml">http://www.gzjr.gov.cn/gzjr/index.shtml</a>
广州	广州互联网金融协会	否	<a href="http://www.gzifa.org/">http://www.gzifa.org/</a>
香港	香港金融科技协会	否	<a href="https://ftahk.org">https://ftahk.org</a>
深圳	深圳市互联网金融协会	否	<a href="http://www.szifa.org.cn/">http://www.szifa.org.cn/</a>
深圳	深圳金融科技协会	否	<a href="http://www.szjrx.org/">http://www.szjrx.org/</a>
深圳	深圳金融区块链合作联盟	否	<a href="https://www.fisco.com.cn/index.html#page1">https://www.fisco.com.cn/index.html#page1</a>
深圳	深圳市政府发展金融服务办公室	是	<a href="http://www.jr.sz.gov.cn/sjrb/">http://www.jr.sz.gov.cn/sjrb/</a>
全国性的	中国电子商务协会	是	<a href="http://www.zhjr.gov.cn/">http://www.zhjr.gov.cn/</a>
珠海	珠海市财政局	是	<a href="http://www.zhkicx.org/">http://www.zhkicx.org/</a>
珠海	珠海市科技创新促进会	否	<a href="http://www.ec.org.cn/">http://www.ec.org.cn/</a>



## 大湾区蓝图摘要及 FTAHK 委员会的建议

大湾区蓝图于2月21日由政府公布，它为广东的九座城市、香港和澳门提供了一个如何在不同的工业领域进行广泛合作的框架。

## 摘要

- 强调人工智能与大数据在交通、能源、城市与社区管理、制造业、环保等领域的应用。
- 合作沿着“广州—深圳—香港—澳门”创新和科技走廊联合开发一个大湾地区大数据中心。
- 提出“新型智慧城市试点示范”，推进智慧城市集群建设，开发全国性的大数据一体化试验区。

## 针对业务的建议

- 利用人工智能和大数据，制定符合大湾区数字政策的战略。为了从未来的数字投资中最大化地受益，公司和企业需要将数字化战略和运营模式与大湾区数据政策相结合，利用大湾区大数据中心的机会。
- 指定“试点/示范区”和智慧城市集群的概念，使该地区更好地接纳和共享适当的数字资源和数据，造福于公众。
- 利用香港在金融服务和深圳在创新领域的优势，建立伙伴关系，在价值链中强调垂直创建未来数字生态系统。

## 摘要

- 建立具有安全通讯的信息技术基础设施，以即时监察、通知及回应为保障。
- 实施“综合网络安全防御体系”。
- 认识到与国际社会保持监管一致性的重要性。
- 参考香港、澳门在建立信用体系方面的经验，加快在中国大陆九个城市中建立社会信用体系，探索联合实施针对大湾区各企业信用欺诈的奖罚制度。

## 针对业务的建议

- 通过清晰地定位他们的业务需求，尽早识别已建立的关键安全合作伙伴和流程，建立一个更稳健的数字安全生态系统。
- 进行安全的数据交换，使监管科技成为可能，从而帮助防止金融犯罪和加强监管合规。
- 香港和澳门企业在与广东企业和个人进行业务往来时，需要了解、并遵守中国大陆的网络安全法律。

## 摘要

- 加强香港和深圳市场发展，促进跨境金融市场准入。
- 以深圳证券交易所为核心，按照相关的监管制度，支持深圳发展资本市场，加快金融自由化和创新进程。
- 促进更广泛的跨境销售共同基金和其他理财产品，稳步扩大中国大陆和香港居民在彼此的市场投资和交易金融产品的渠道。
- 香港进一步加强其作为主要国际金融中心的地位和作为大湾区主要融资中心的功能。计划支持香港的机构投资者在香港的资本市场募集人民币基金。
- 发展区域性私募股权交易市场，建立区域性股权及商品交易中心。
- 支持香港的私募股权基金对大湾区的创新企业和科技企业进行融资。允许符合条件的企业在香港上市进行资本融资。

## 针对业务的建议

- 香港的基金经理应当准备好在广东推出产品，促进跨境基金销售，并从跨境基金销售中受益。
- 大湾区市场的规模是巨大的，传统的实体方式太过于昂贵。为了使地区性的资产管理在全大湾区进行销售，他们需要依赖创新和以技术为驱动的互联互通。
- 金融科技解决方案可以克服在大湾区跨界扩展业务的挑战。
- 准予香港虚拟银行执照，将给中国大陆的科技金融公司开放潜在的机会，向他们销售公司的理财产品。
- 在该地区的金融科技公司应该做好自己的定位，帮助银行和资产管理在大湾区各地建立新的产品线和提供客户参与的方法。
- 大湾区创业公司将能够利用香港在金融服务领域的专业知识，利用更广泛的金融科技机会。



# 区块链 / DLT

## 摘要

- 把大湾区建设成为全球科技创新的中心和新兴产业的重要源泉。
- 构建开放联动的体系，针对区域创新进行合理的布局。
- 开发新一代信息基础设施。
- 持续发展壮大新的支柱产业，包括新一代的信息技术。
- 改善香港、澳门和大陆间食品原产地的追溯系统。
- 创建“互联网+政务服务”的创新新模式，解决信息孤岛的问题。
- 建设针对跨境经贸合作网络服务平台。

## 针对业务的建议

- 区块链有潜力改变网络服务的体系结构，并改变网络经济的结构，使许多新型网络和业务模型成为可能。
- 使用区块链之间的贸易融资和电子贸易连接内地、香港和澳门。
- 使用区块链应用程序可以减少复杂价值链中买方、卖方和服务提供商之间的摩擦和交易成本。这包括能源、食品、设备、原材料等的供应链。
- 还可以更加广泛地利用区块链，通过监管制度的支持，更广泛地创建一个全面运转的数字经济。例如，创建一个处理资本管制的许可价值转移体系，这将为开发一个完全整合大湾区提供一个非同寻常的机会。

# 保险科技（共2页 第1页）

## 摘要

- 巩固香港的风险管理中心地位。
- 加强香港作为航运枢纽的地位，包括相关保险及相关活动。
- 发展深圳保险创新试验区。
- 通过大湾区的保险机构，支持联合开发创新性的跨境机动车和医疗保险产品，提供诸如承保、调查及针对跨境保单持有人的索偿等便利服务。
- 推动跨境人民币再保险业务的合作。
- 支持香港保险公司在前海、南沙和横琴开办业务。
- 为国际海上保险等创新保险要素开发交易平台。
- 制订出口信用保险制度，发展澳门。
- 探讨澳门社会保险制度在大湾区中的应用。

## 针对业务的建议

- 利用大数据和人工智能，为船舶、保健和汽车保险，确定承保、理赔和服务的自动化流程。
- 使用跨境数据，包括使用当地的信用评分、医疗保健信息等，加强承保、理赔和产品开发。
- 在航运和货物上使用GPS保险链接，使用诸如按每票货付款、即时保险等等在内的支付创新技术。
- 客户互动和个性化营销，以及使用数字解决方案的后处理定制。
- 使用区块链的索赔、支付、跨境的保险垂直交易。

- 加快建设大湾区人才合作示范区，建立教育和人才中心，发展人才库，鼓励人才互动和交流。
- 支持广东、香港和澳门的高等教育机构，共同经营教育机构、实验室和研究中心。
- 支持跨国公司在大湾区设立全球研发中心、实验室和开放式创新平台。
- 加强人才双向流动机制，为人才跨地区、跨专业、跨组织流动和充分发挥人才潜力提供便利和好的条件。

## 针对业务的建议

- 大湾区企业应当能够获得更大的人才库，可以利用香港的金融服务、国际贸易和商务专业人才，与深圳的科技、创新和制造企业共同开发新的金融科技解决方案。
- 跨境企业家、孵化器、金融科技公司、创业企业和科研机构之间的合作将有利于技术和商业解决方案的商业应用发展。
- 作为连接国际市场和全球政权的网关，香港和澳门在催化一带一路计划方面起着关键作用，打造坚实的法律、金融、诉讼、会计和税务的人才库基础。
- 香港、澳门企业可以利用他们的海外网络、专业人员和在争端解决、管理咨询、项目融资和管理方面的经验，带领大湾区企业“走出去”。

# 支付和数字化银行业（共2页 第1页）

## 摘要

- 促进大湾区的电子支付系统互联互通，打造智慧城市群。
- 增强香港作为国际金融中心 and 全球离岸人民币业务中心的地位。
- 支持广东、香港和澳门针对科技、创新和金融服务的深度合作，重点在于香港和深圳、澳门和深圳之间的金融科技及科技金融合作。
- 支持与香港和澳门的金融机构的合作，共同开发离岸金融业务。
- 探索在中国(广东)自由贸易试验区设立大湾区国际商业银行，为大湾区的发展服务。
- 对大湾区探索建立账户管理制度、开展跨境资本管理、跨境人民币使用、资本项目可兑换等试点项目，促进跨境贸易、投资和融资结算的便利化。
- 建立针对金融监管的大湾区协调机制，利用行业协会和商会的作用制定技术标准和法规。



## 针对业务的建议

- 香港金融机构、金融科技公司和行业组织，应当利用国际敞口和领域技术，在大湾区的标准设定方面发挥积极作用。鼓励他们积极与相关的主管当局进行接触。
- 为进一步实现加强人员流动、创新能力和资金流动的主题目标，鼓励金融机构和金融科技公司与大湾区的竞争对手共同探索合作机会。大量提供针对交叉销售、共同开发和销售金融产品创新方法的机会。
- 在广东、香港和澳门之间探索建立额外的融资走廊，促进人民币业务、贸易和对外业务。
- 香港虚拟银行、金融科技公司和金融机构还可以探索与广东、深圳的科技金融公司开展合作，在香港市场引进其产品和服务，也可以作为进一步扩张（尤其是沿一带一路市场的扩张）的试验台和预备性步骤。
- 香港作为一带一路的纽带，香港企业可以探索针对商业和B2B业务的金融科技解决方案，协助大陆公司进行出境业务。

# 给政策制定者的建议

1. 在认识到关于数据有不同的法律和法规的同时，我们建议大湾区的监管机构成立一个工作组协调规则和做法，促进数据在大湾区的流动，并着眼成立一个特别的数据区。
2. 许多措施，包括跨境资金流动和资本账户开户，都需要得到中国人民银行和香港及澳门的各个监控机构的批准。监管和法律的协调与沟通将有助于实施许多这样的举措。
3. 建立针对大湾区金融监管的沟通机制，支持相互金融市场准入和金融科技深度合作。
4. 必须首先对跨境支付进行分类，以便为跨境资本和金融产品的行销提供便利。
5. 许多跨境举措将要求进一步放宽配额和监管。我们希望看到这些指标得到量化，尤其是与未来资本流动水平相关指标的量化。
6. 在不同的司法管辖区进行投资时，需要更多关于税收对未来影响的信息。
7. 为区块链技术服务提供商提供更多存取开放数据的权限，使大湾区蓝图更好地实现其既定目标，即建设“跨境经贸合作网络服务平台”。
8. 大湾区的决策者应该考虑为诸如海关、港口、运输、税务、许可机构、银行等实体创建开放的数据仓库和开放的API。
9. 任何大湾区区块链计划都需要解决当地法律法规之间的细微差别。这包括区块链特定规则，譬如中国大陆关于区块链信息系统的规定。

## 大湾区概述

在过去四十年间，中国经济转型的巨大规模和快速的城市化进程，在广东的九个城市得到印证；外加澳门和香港，成为世界上最具竞争力的湾区之一。2015年，世界银行（World Bank）报告称，大湾区已超过东京，成为世界上面积和人口都最大的城市地区。

# 大湾区概述

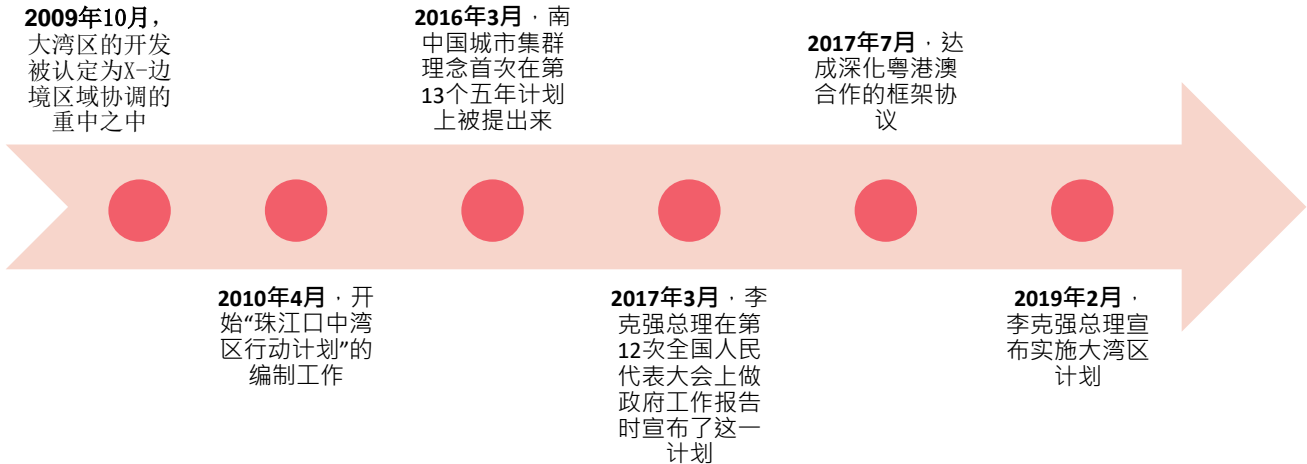
- 大湾区 (GBA) 倡议的目标是雄心勃勃的：联合香港、澳门和广东珠江三角洲的城市，**创建一个经济实力与旧金山海湾地区、大纽约区和大东京区的经济实力相当的地区。**
- 大湾区位于亚洲心脏地带，从大湾区乘飞机**可在五小时内飞抵全球一半的人口**，这为快速扩张和国际性增长打开了可能性。
- 到2035年，该地区有望在先进的制造业、创新、航运、贸易和金融领域发挥**主导作用**。
- 大湾区有潜力成为**世界上最多元化的城市群**。
- **“一国两制”** 原则允许香港、澳门享有高度自治权、享受行政、立法和司法权独立，并承诺他们的生活方式将至少50年保持不变（分别直到2047年和2049年）。
- 香港和深圳的生态系统**互补性强**。两地携手合作将有助强化两地在国际及内地的竞争力。
- 香港的特点是其强有力的国际联系、发达的金融和法律系统，和高层次的科技研发能力。
- 深圳和广东拥有优秀的制造能力、供应链整合能力和技术能力。
- 该地区已经拥有世界上一些**最高效的供应链**，以及精通中英文语言的成熟人才库。
- **港珠澳大桥**的完成和**高速铁路网**将完善地域间的互连互通、诱发大湾区各城市之间更多的合作。
- 大湾区是一个**全球性的金融科技中心**，拥有香港发达的国际金融体系和中国的科技生态系统。

# 大湾区的概念由来

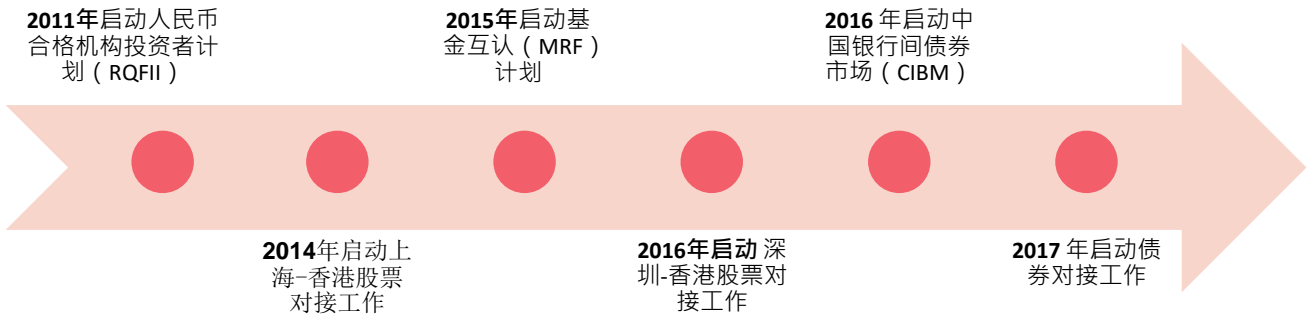
- 这个概念可以追溯到2011年一项香港、澳门、深圳、东莞、广州、珠海和中山的官员们共同编制的“珠江口湾区行动计划”。
- 其中一个关键目标是提高区域内的合作水平，包括确定大湾区内各城市的核心竞争优势，探讨如何使它们相辅相成的方法。
- 香港金融和专业服务板块、深圳的高科技制造业和创新技能、东莞和广州的制造业优势，就是很好的例证。
- 在中国，大湾区有潜力将其触角从珠江三角洲延伸到邻近省份，如：福建、江西、湖南、广西、海南、贵州和云南等省份。在中国境外，其目标是进入东南亚和南亚市场。



## 大湾区大事年纪



## 中国的开放

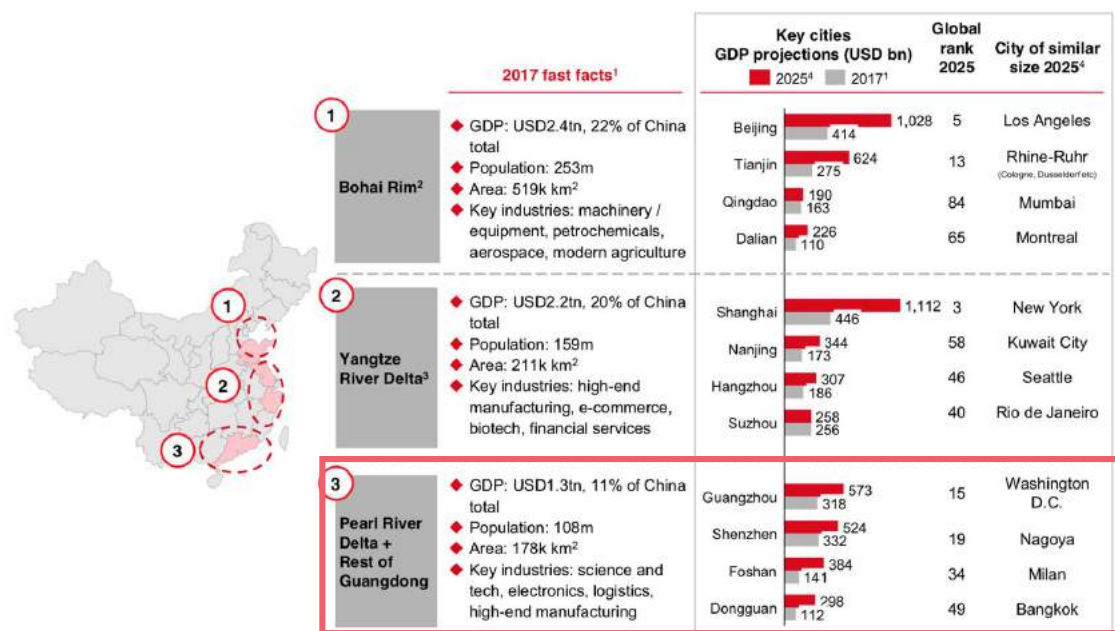




# 大湾区与主要城市群比较

根据普华永道(PWC)的研究, 预计到2030年, 大湾区将超过东京、纽约和旧金山, 成为全球领先的湾区大都会。

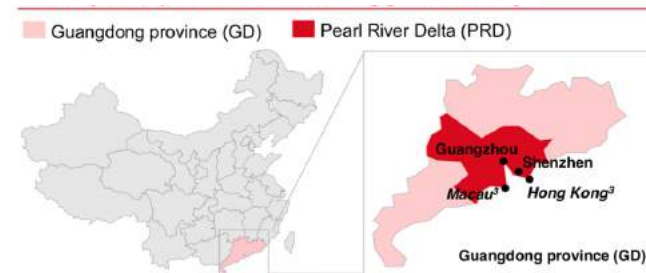
## 中国区域比较



1. Source: National and Provincial Statistics Bureau  
2. Refers to key cities and provinces in the region, does not include small cities in Shanxi Province and Inner Mongolia  
3. Refers to key cities and provinces in the region, does not include small cities in Anhui Province  
4. Source: McKinsey "Global Cities of the Future"

## 全球城市比较

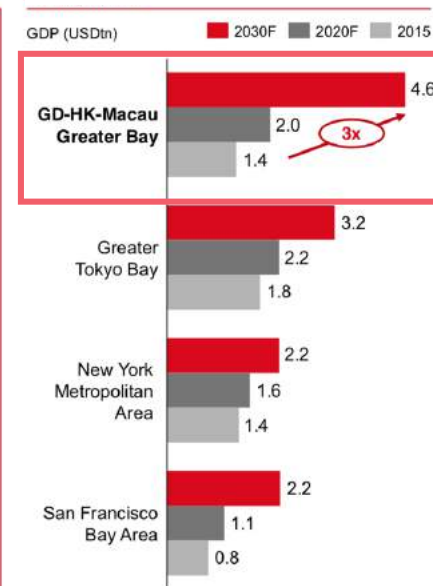
经济规模与全球领先经济体相当



(2017)	GD	PRD	HK	Macau	Korea
Population, m	112 (8% of China)	59 (53% of GD)	7	0.6	51
GDP, USDbn	1,330 (11% of China)	1,122 (84% of GD)	341	51	1,454
Trade, USDbn	1,009 (25% of China)	962 (95% of GD)	1,056	11	1,052
Foreign Direct Investment, (FDI) USDbn	23 (16% of China)	21 (95% of GD)	108	3	23

1. Source: "Research on the Development and Planning of GD-HK-Macau Greater Bay Area City Cluster", by China Center for International Economic Exchanges  
2. Source: Statistics Bureau of Guangdong Province, Hong Kong Census and Statistics Department, Macau Census and Statistics Department, UNCTAD World Investment Report, Bank of Korea  
3. Hong Kong and Macau not part of PRD / Guangdong

预计将成为全球领先的湾区大都会



# 深圳和香港均位列全球金融科技指数排名

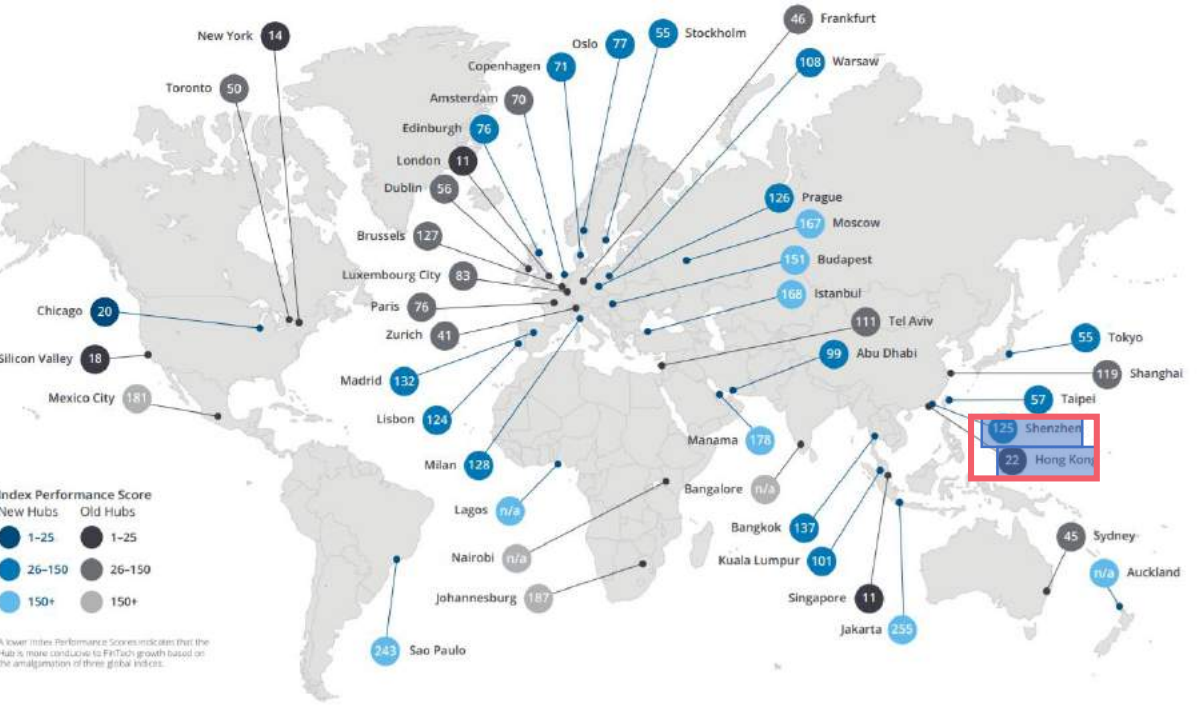
在金融科技中心指数中大湾区居第5位



一份新的全球金融科技中心城市报告将中国排在首位，硅谷排在第二位。该排名由浙江大学互联网金融研究院（AIF）司南研究室与浙江互联网金融联合会合作编制。

来源：<https://www.crowdfundinsider.com/2018/07/135851-new-global-fintech-hub-report-puts-china-at-top-silicon-valley-in-2nd-place/>

在全球金融科技指数中深圳排名第125位，香港排名第22位



年度德勤全球金融科技指数包括香港和深圳，其中香港排名第22位，深圳排名第125位（首次进入排名）。

来源：<https://www2.deloitte.com/uk/en/pages/innovation/articles/a-tale-of-44-cities-global-fintech-hub-federation-gfhf-connecting-global-fintech-hub-report-review.html>

# 大湾区的主要金融科技城市

## 香港

- 作为一个世界**领先的国际金融中心**，香港以服务为导向的经济，其特点是低税收、近乎自由的贸易和成熟的国际金融市场。
- 世界上**最自由的经济体**排名第一，**技术基础设施排名第一**。创业简单、安全。
- 在涵盖**110个城市**的最新**全球金融中心指数中排名第三**，仅次于伦敦和纽约。
- 它的市场因在符合全球标准的**成熟、有效和透明的监管**下运作而受到好评。
- 独特的定位，允许快速、高度的可扩展性，产品可以通过其**超连接人群**快速测试。毗邻大湾区的地理位置，可方便地获得制造和供应设施。
- 在香港的企业家拥有与其他城市的地缘优势，可无限制**进入全球市场、获得国际人才和全球创业融资的机会**。
- 凭借其强有力的知识产权法和仲裁体系，在**知识产权中心**发挥着关键作用。
- 香港作为**亚洲超级连接器**的地位对**B2B**解决方案尤其有用。香港企业可以帮助跨国公司战略联盟进入大湾区市场和其他大湾区企业走向全球。
- 全球**100家**银行中，**有70家在香港有办事处**，在这里做出许多重大决策。
- 香港有超过**200家的金融科技创业企业**。

## 深圳

- 中国正处于向服务驱动型经济的重大转变之中，这一点在大湾区体现得最为明显。在大湾区，深圳是全球**领先的高科技创新中心**之一。
- 在深圳的大部分历史中，深圳只是珠江三角洲的一个小镇。但在1980年，深圳的命运发生了变化，当时中国官员选择深圳作为中国首批**经济特区**之一，为吸引投资者提供了经济激励。
- 深圳处在中国面向世界的**改革开放**前沿。
- 深圳经常被专注于硬件的公司称为“天堂”。**产品的种类和生产速度是无与伦比的**。
- 深圳又被称为**中国的硅谷**，它拥有先进的互联网和技术领域，且在金融领域进展迅速。
- 与北京和上海一样，深圳仍保持**中国三大金融科技中心**之一。
- 这座城市注重**创新、长期规划和发展，以及充满活力的创业文化**。一般来说，在这个城市创业也比较便宜。
- 深圳现今的**专利申请在中国排名第一**。
- 深圳市长许勤证实，随着深圳的投资从制造业向科技领域研发的转变，深圳将成为一个“**全球创新中心**”。
- 在许多方面，**深圳已超越香港吸引着新经济公司**。这在一定程度上是由于它拥有大量的工程师以及当地政府政策上的支持。



# 大湾区的主要金融科技城市

## 广州

- 广州是广东省最古老的城市之一，拥有超过2200年的历史。它是广东省的省会，也是珠三角大都市中人口最多的城市。
- 几个世纪以来，这座城市一直处于**商业创新和对外贸易的前沿**。
- 先进的科技产业和发达的金融中心，使广州这座城市成为**金融科技公司和创新的沃土**。
- 全市已启动**4个国家金融改革创新试点**，包括珠三角金融改革创新试点、广州绿色金融改革创新试点。这使得广州成为中国持有最多数量的地区性金融改革和创新试点的城市。
- 广州在中国的一线城市中（北京、上海、深圳和广州），广州是目前唯一的一座绿色金融试点城市。
- 除北京和上海之外的**区块链政策开发主中心**。
- 广州的当地政府计划**到2020年**将广州建设成为一个**具有国际影响力的创新中心**。
- 到2016年底，广州已有**4740家高科技公司**，其中2820家是新成立的公司，增速位居第二，仅次于北京。
- 市政府正在起草一个致力于**IT、人工智能和生物医学**的五年计划，并计划每年拨出1.5亿人民币帮助这些行业的发展。
- 市政府正在建设大量的**科技园区**，包括广州科学城。

## 珠海

- 拥有120万人口的**经济特区**。
- 创造发展环境，释放**商业、金融服务、文化、旅游、生态**五个领域的潜力。
- 发誓要与香港、澳门的科技园区和企业孵化器共同推出科技项目。
- 将支持建立**珠海-香港和珠海-澳门研究机构**、大学和工业园区，建立长期合作机制。

## 佛山

- 佛山是中国人均GDP最高的城市之一。
- 作为一个拥有超过700多万居民的**经济大市**，它是中国发展取得诸多成就的杰出代表。
- 佛山是邓小平1979年提出的**中国实验性改革方案的先行者**。

## 东莞

- 东莞是中国第四大出口城市，其GDP排名第15位。
- 东莞已推出一只**15亿元人民币（合2.17亿美元）的基金**，希望在包含金融科技等的领域中扩大投资。
- 东莞的目标是在工业和金融之间取得平衡，并已优先加快金融服务业的发展。
- 现已建设一批高新技术产业园区和孵化园区，以促进科技创新产业发展和产业结构升级。

# 大湾区城市数据（2017）

粤港澳大湾区的主要经济指标（2017）

城市名称	面积 (km <sup>2</sup> )	人口 (百万)	GDP <sup>1</sup> (10亿美元 <sup>3</sup> )	人均 GDP (美元 <sup>3</sup> )	第三产业占国内生产 总值的比重 (%)	出口 (10亿美元 <sup>3</sup> )	利用的外国直接投 资数 (10亿美元 <sup>3</sup> )
大湾区	55,904	69.58	1,513.42	21,750	65.6	1,090.16	140.687
香港	1,106	7.41	341.41	46,190	92.22	497.29	117.402
澳门	31	0.65	50.36	77,600	93.42	1.41	1.4772
广州	7,249	14.5	318.15	22,320	70.9	85.7	6.289
深圳	1,997	12.53	331.99	27,120	58.6	244.62	7.401
佛山	3,798	7.66	141.29	18,450	40.1	46.66	1.623
东莞	2,460	8.34	112.18	13,530	52.3	103.97	1.719
惠州	11,347	4.78	56.68	11,880	40.7	33.04	1.144
中山	1,784	3.26	51.05	15,750	47.8	30.41	0.509
江门	9,505	4.56	39.8	8,740	44.7	15.91	0.511
珠海	1,736	1.77	37.95	22,100	48	27.86	2.433
肇庆	14,891	4.12	32.56	7,940	38.3	3.29	0.181

备注：<sup>1</sup> 以当前的市场价格  
 资料来源：香港贸发局的研究

<sup>2</sup> 2016年数据

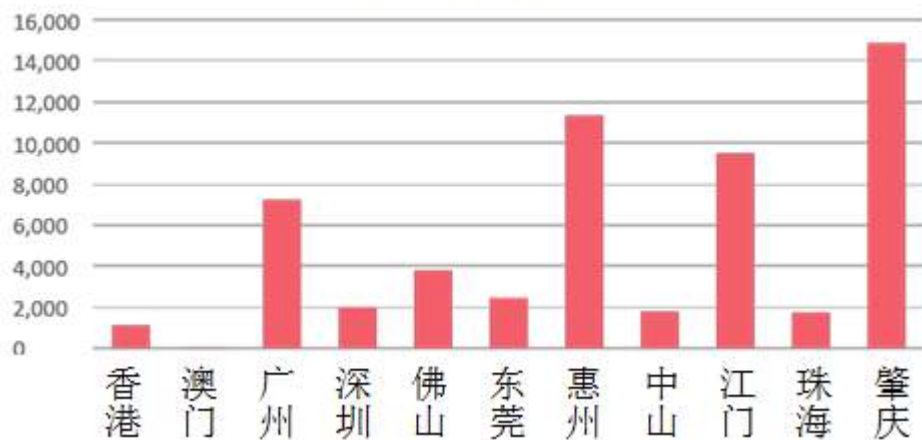
<sup>3</sup> 2017年1美元平均汇率为：7.794港元、6.759人民币、8.026澳门元



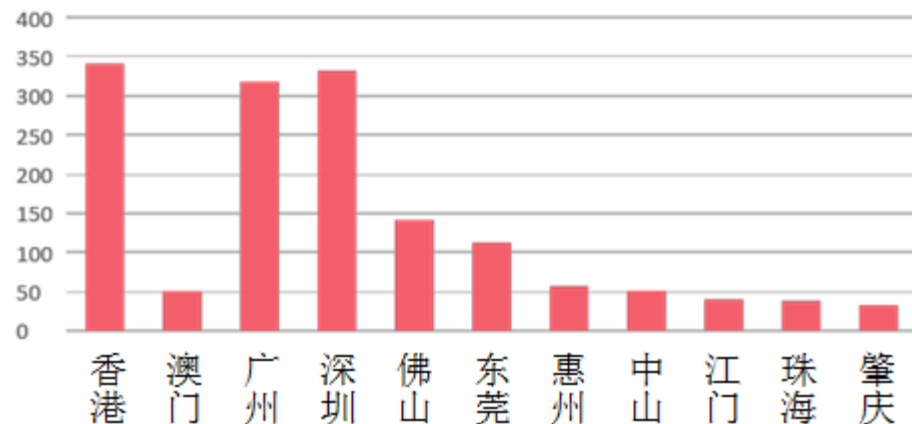
# 大湾区城市数据（2017）

粤港澳大湾区的主要经济指标（2017）

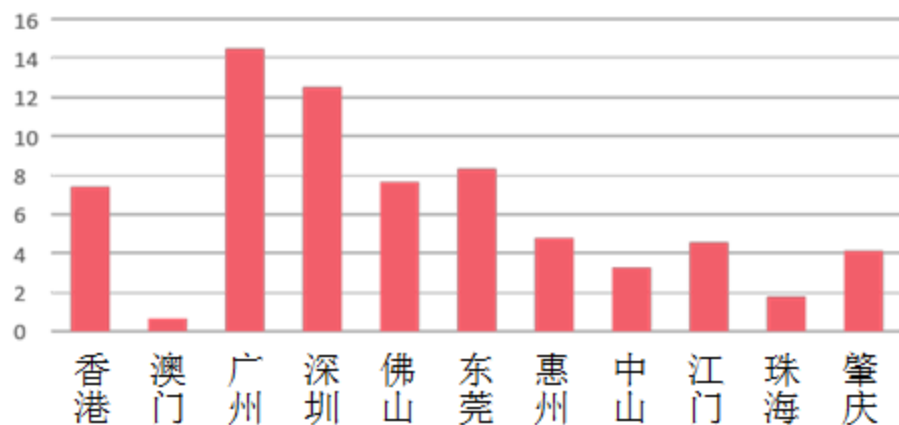
面积（平方公里）



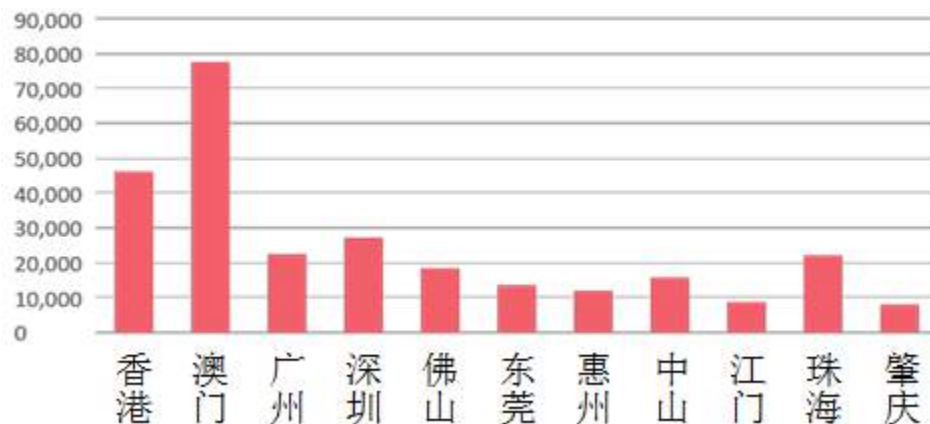
国民生产总值（十亿美元）



人口（百万人）



人均国内生产总值（美元）



备注：数据见最后一页

# 全球湾区数据

世界主要湾区：统计明细

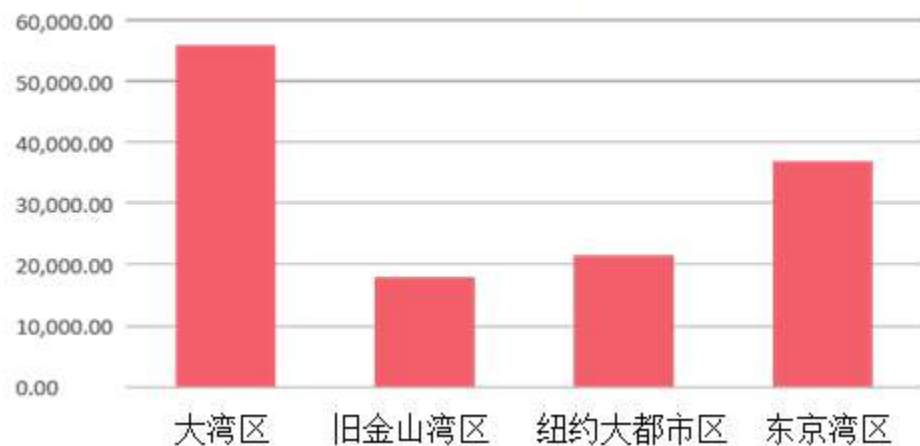
	大湾区	旧金山湾区	纽约大都市区	东京湾区
面积（平方公里）	55,905.50	17,886.40	21,478.50	36,898.30
人口（百万人）	69.6	7.6	20.2	44
GDP <sup>1</sup> （10亿美元）	1,513.40	781.2 <sup>2</sup>	1,657.5 <sup>2</sup>	1,774.2 <sup>3,4</sup>
实际GDP增长（%）	7	5.3 <sup>2</sup>	0.9 <sup>2</sup>	1.9 <sup>3</sup>
人均 GDP（美元）	21,750	1,022,30 <sup>2</sup>	820,50 <sup>2</sup>	40,360 <sup>3,4</sup>
航空客运交通量（百万人次）	201.7	81.3	132.2	123.9
航空货运交通量（百万吨数）	7.96	1.18	2.16	3.58
港口集装箱吞吐量（百万个标准集装箱）	66.48	2.42	6.25 <sup>2</sup>	7.76 <sup>2</sup>
第三产业占国内生产总值的比重（%）	65.6	71.9 <sup>2</sup>	83.3 <sup>2</sup>	77.0 <sup>3</sup>

备注：<sup>1</sup> 以当前的市场价格      <sup>2</sup> 2016年数据      <sup>3</sup> 2015年数据      <sup>4</sup> 2015 年1美元平均汇率为121.03日元  
旧金山湾区包括与旧金山湾区接壤的9个县。纽约大都市区包括纽约、纽瓦克和泽西三个城市以及周围的25个县。东京湾区包括东京及其周边7个县。  
资料来源：香港贸易发展局的研究

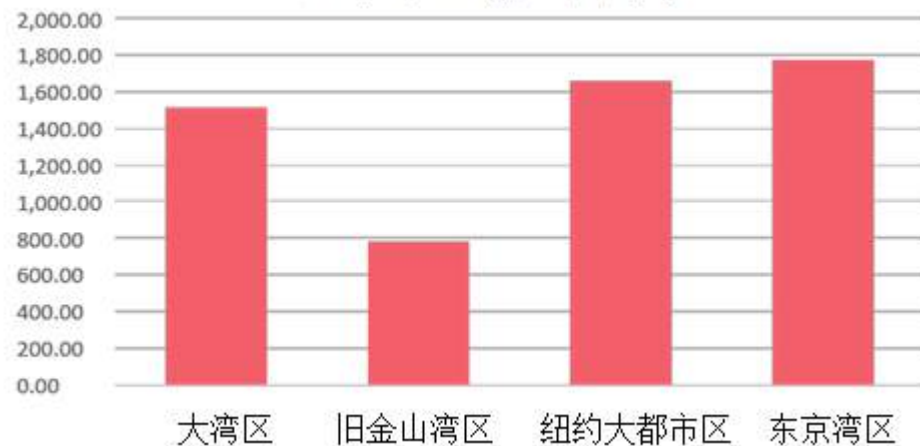
# 全球湾区数据

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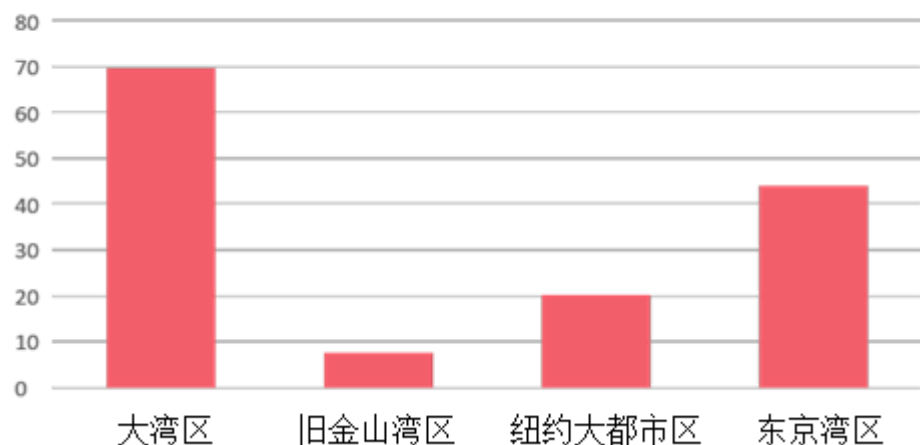
面积（平方公里）



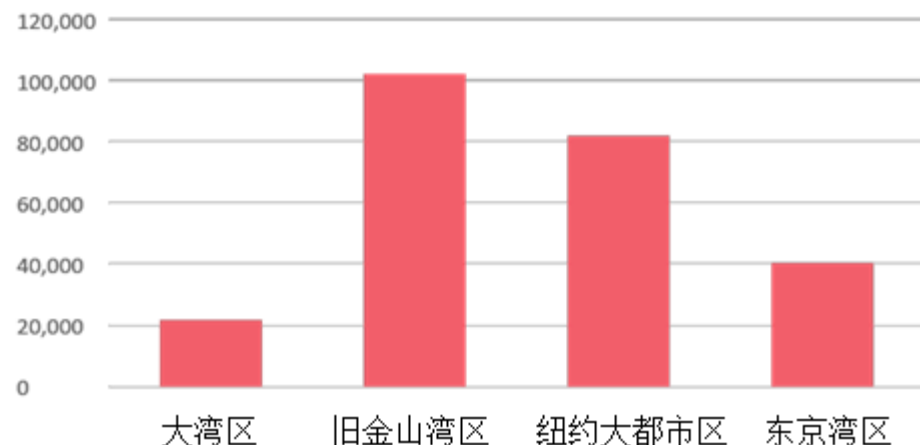
国民生产总值（十亿美元）



人口（百万人）



人均国内生产总值（美元）



备注：数据见最后一页

## 大湾区金融科技企业和项目

名称	描述	网站
宜信	宜信是一家从事普惠金融和财富管理事业的中国领先金融科技企业，专注于支付技术、网贷、众筹、机器人投顾、智能保险以及区块链产品和服务。	<a href="http://english.creditease.cn/">http://english.creditease.cn/</a>
富途（Futunn.com）	富途（FUTUNN.COM）于2012年在香港成立，为从事港股和美股交易的投资者提供各种服务。富途提供支持证券公司前台、中间和后台职能的服务。	<a href="http://www.futu5.com">www.futu5.com</a>
华为	华为是一家全球领先的、向金融服务行业提供服务的企业，它提供一系列数字化解决方案，包括区块链、物联网、人工智能、大数据、移动货币、远程柜员机和开栈（Open Stack）软件定义基础架构和云计算，以支持开放式银行平台。华为目前向约一半的全球前20大银行提供了信通技术和基础设施。	<a href="https://www.huawei.com/en/">https://www.huawei.com/en/</a>
慧择	慧择与多家保险公司合作，在线提供广泛的保险产品。其产品包括意外保险、健康保险、人寿保险、企业保险、汽车保险和房屋保险。	<a href="http://www.huize.com">www.huize.com</a>
金斧子资本管理	深圳市金斧子资本管理有限公司（JFK）是一家为高净值人群提供服务的互联网财富管理公司。	<a href="https://www.jfz.com/">https://www.jfz.com/</a>
拎包游	拎包游向消费者提供网上预订国际旅游套餐，包括航班、酒店和观光游等，然后按月分期付款。	<a href="http://www.linbaoyou.com/">http://www.linbaoyou.com/</a>
Linghui Technology	一家提供金融服务产品的公司，如共同基金、私募基金、股票、债券、货币基金和保险产品等。	<a href="https://www.techinasia.com/talk/walked-away-400k-income-fintech-startup">https://www.techinasia.com/talk/walked-away-400k-income-fintech-startup</a>
联易融（Linklogis）	联易融是一家总部位于中国的供应链融资服务提供商。	<a href="https://www.linklogis.com/#/">https://www.linklogis.com/#/</a>
你我金融（Niiwoo.com）	深圳市你我金融信息服务股份有限公司是一家开发点对点（P2P）在线金融借贷移动应用的公司。	<a href="http://www.niiwoo.com/">http://www.niiwoo.com/</a>
平安	中国领先的保险公司，特别重视金融科技领域。	<a href="http://www.pingan.com/">http://www.pingan.com/</a>

名称	描述	网站
萨摩耶	萨摩耶是一家为客户提供在线金融服务的金融科技公司。其第一款产品省呗通过低息信用卡提供信用卡管理、促销咨询和跨行账单分期付款业务。	<a href="https://www.smyfinancial.com/">https://www.smyfinancial.com/</a>
商票圈	金融科技服务平台开发商和运营商。该公司为实体提供电子承兑汇票、票据撮合服务，以及资金和资产情报服务。平台票据资产终端企业解决方案适合大型基础设施、大型运输、大型能源和其他行业。	<a href="https://www.shangpiaquan.com/#/">https://www.shangpiaquan.com/#/</a>
随手科技	深圳随手科技是金蝶国际软件集团的移动财务软件子公司，旗下主要平台涵盖理财、消费贷款、信用卡应用、证券交易和保险等业务。	<a href="https://www.sui.com/">https://www.sui.com/</a>
腾讯	腾讯是一家基于互联网的科技文化企业。腾讯拥有许多子公司，包括从事金融科技行业的公司。	<a href="https://www.tencent.com/en-us/">https://www.tencent.com/en-us/</a>
财付通	财付通是腾讯集团旗下的第三方支付平台。它致力于为互联网用户和企业提供安全、便捷和专业的在线支付服务。	<a href="http://global.tenpay.com/">http://global.tenpay.com/</a>
投筹网	投筹网是一个提供国内投资机会的房地产平台。该公司旨在通过收购流动性差的房地产和租赁，并将其转化为可交易、可投资的证券来促进交易。	<a href="https://www.touchouwang.net/">https://www.touchouwang.net/</a>
投哪网（Touna.cn）	投哪网（Touna.cn）中文意思是“投资到哪里”，是一个总部位于深圳的P2P（点对点）借贷平台。	<a href="https://www.touna.cn/">https://www.touna.cn/</a>
科通集团	科通集团，英文名称曾使用Cogo，是中国供应链金融服务和企业解决方案提供商。	<a href="http://www.viewtran.com/">http://www.viewtran.com/</a>
微众银行	中国第一家纯互联网银行。该公司经营个人信贷和财务管理领域业务，以及微粒贷、微众银行移动应用、微车贷和微众理财等产品。	<a href="https://www.webank.com/en/">https://www.webank.com/en/</a>
微众税银	深圳微众税银信息服务有限公司（微众税银）利用大数据提供信用调查和风险控制服务。	<a href="https://www.vzoom.com/vzoom-common/platform/index.html">https://www.vzoom.com/vzoom-common/platform/index.html</a>
小赢理财（Xiaoying.com）	小赢理财（Xiaoying.com）是一家在中国基于移动互联网和大数据提供金融服务的金融科技公司，以满足借款人的融资需求和投资者的投资需求。	<a href="https://www.xiaoying.com/">https://www.xiaoying.com/</a>
中兴通讯	中兴通讯是一家总部位于中国广东省深圳市的跨国电信设备和系统公司。它是中国领先的电信设备制造商之一。	<a href="https://www.zte.com.cn/global/">https://www.zte.com.cn/global/</a>

名称	描述	网站
WeLab	在线移动贷款服务提供商，旨在为中国和香港提供小额消费贷款。该公司的在线移动贷款服务可以在几秒钟内分析非结构化移动数据，为个人借款人做出信贷决策。	<a href="https://www.welab.co/en">https://www.welab.co/en</a>
8证券	为亚洲零售客户提供B2C机器人理财和免费股票交易平台。	<a href="https://www.8securities.com/">https://www.8securities.com/</a>
BC集团	区块链支付网络开发商，旨在帮助客户利用区块链技术的优势。该公司的网络利用区块链技术提供无需许可的分布式账本、支付平台和数字资产交换服务，以及外汇和交易获取服务。	<a href="https://www.anxintl.com/1">https://www.anxintl.com/1</a>
Block.One	Block.one是一家开源软件发行商，提供端到端解决方案， 让企业享受区块链优势。	<a href="https://block.one/">https://block.one/</a>
CoverGo	数字保险管理应用开发商，旨在提供各种保险产品。该公司的应用程序简化了理解、购买和管理保险单的过程。	<a href="https://www.covergo.com/en.html">https://www.covergo.com/en.html</a>
亚盟金融（FinEx Asia）	一家将亚洲投资者与高质量、低波动性资产类别（包括由机构投资者主导的美国消费贷款市场）联系起来的全球金融科技平台。	<a href="https://finexasia.com/en/">https://finexasia.com/en/</a>
FinFabrik	FinFabrik是一家专注于资本市场软件的金融科技解决方案制造商。FinFabrik开发技术，将初创公司和成熟企业联系在一起，并提供战略建议。	<a href="https://www.finfabrik.com/">https://www.finfabrik.com/</a>
Miotech	MioTech是一个人工智能平台，通过它，金融机构能够更好地管理数据并深入了解数据。	<a href="https://www.miotech.com/en-US/">https://www.miotech.com/en-US/</a>
Neat	Neat面向亚洲未接受银行服务的人群和公司提供移动活期存款账户解决方案。	<a href="https://www.neat.hk/">https://www.neat.hk/</a>
Quantifeed	向亚洲金融机构提供网络理财解决方案的领先提供商。它的自动化投资平台允许银行和理财师为客户提供贴有白标签的数字投资体验。	<a href="https://www.quantifeed.com/">https://www.quantifeed.com/</a>
Sense Time	人工智能和深度学习领域的世界领导者。该公司目前在行业许多领域处于领先地位，包括在融资总额和最高估值方面。	<a href="https://www.sensetime.com/">https://www.sensetime.com/</a>
TNG	香港领先的电子钱包。该应用具有即时转账、外汇、银行转账和全球账单支付功能。TNG钱包的网络覆盖13个国家、852家银行和超过183,000个现金提取点。	<a href="https://www.tngwallet.hk/en/home">https://www.tngwallet.hk/en/home</a>



名称	地点	描述	网站
团贷网	东莞	P2P网贷平台运营商，向用户提供比传统储蓄率更高的投资回报率。	<a href="https://www.tuandai.com/">https://www.tuandai.com/</a>
超交易	广州	财务分析、投资工具、社交交易平台、TMT、交易平台。	<a href="https://www.f6s.com/chaojiaoyi">https://www.f6s.com/chaojiaoyi</a>
泛华	广州	O2O金融服务提供商。公司提供由在中国经营的国内外保险公司承保的财产、意外伤害和人寿保险产品，并提供保险理赔及其他保险相关服务。	<a href="http://www.fanhua Holdings.com/">http://www.fanhua Holdings.com/</a>
广东网金	广州	广东网金为中国的银行和保险公司建立和运营在线金融平台。	<a href="http://www.ucsm.com/">http://www.ucsm.com/</a>
PPmoney	广州	在线理财平台开发商，旨在提供安全、高效、个性化的互联网金融服务。	<a href="https://www.ppmoney.com/">https://www.ppmoney.com/</a>
微信支付	广州	中国最大的移动即时通讯网络——微信用户使用的在线支付网络。	<a href="https://www.crunchbase.com/organization/wechat#section-overview">https://www.crunchbase.com/organization/wechat#section-overview</a>
汇桔网	广州	侧重于知识产权的创业资源共享和交易平台开发商，旨在促进知识产权商业化、产业化、金融化和大众化，以便在知识产权流通和产业化过程中产生利润和商业价值。	<a href="https://en.wtoip.com/">https://en.wtoip.com/</a>

# 大湾区精选区块链项目

**eTrade Connect:** HKMA/MAS联合开发的全球贸易互联互通网络，这是一个基于分布式记账技术开发的跨境金融基础设施平台。HKMA、MAS、平安科技和7家主要银行合作开发。

贸易融资涉及许多利益相关者，包括买方和卖方，以及它们各自的银行、航运公司和政府机关。

粤港澳大湾区的跨境贸易融资非常复杂，因为该地区包括三个独立的司法管辖区。我们预计这个平台将延伸至来自大海湾地区的大量跨境贸易。

**金融区块链合作联盟（FISCO）：** FISCO总部设在深圳，是中国最大的区块链财团之一。创始成员包括微众银行、腾讯、中兴和华为等公司，自成立以来，其成员已经超过100家，包括一些大型银行。FISCO开发的新**BCOS**产品是一个无币、开源的区块链平台，旨在挑战Hyperledger Fabric和R3 Corda。

**湾区贸易金融区块链平台：** 该平台旨在开展贸易和融资活动，如应收账款和贸易融资。同时，该平台为贸易融资提供了一个监管系统，以便能够实时监控各种金融活动。

据《上海证券报》报道，该平台计划创建一个“基于粤港澳大湾区的开放金融和贸易生态系统”。该平台涉及的机构包括中国银行、中国建设银行、招商银行、平安银行、渣打银行和比亚迪股份有限公司。

**港交所香港/深圳区块链交易结算系统：** 香港联合交易所（港交所）与分布式记账初创公司数码资产（Digital Asset）合作，开发一个交易后处理区块链平台。两家公司正在探索为港交所的沪股通/深股通项目开发一个以区块链为动力的平台。

该系统使资产管理人、经纪人、托管人和香港交易所的证券结算所香港证券结算有限公司之间的交易后状态实现实时同步。

**粤港澳大湾区区块链联盟：** 由广州市区块链产业协会、香港区块链产业协会和澳门大学创新中心发起。它涉及54家公司，涵盖金融、基金、交易所、保险和贸易等行业。该项目得到了中国人民银行的支持。

**腾讯数字发票解决方案：** 为了打击伪造发票行为，中国互联网巨头腾讯与国家税务总局深圳分局合作，开发了一个基于区块链的数字发票解决方案，旨在通过跟踪发票的发行和流通来确保发票的真实性。

# 2018年深港金融科技专项奖获得者

深港金融合作创新奖  
由深圳市金融发展服务办公室及香港金融管理局颁发

奖项	组织	城市	项目
第1名	<ul style="list-style-type: none"><li>深圳证券交易所</li><li>中国证券登记结算有限责任公司</li></ul>	深圳	深港通
第2名	<ul style="list-style-type: none"><li>香港银行同业结算有限公司</li><li>深圳金融电子结算中心有限公司</li></ul>	香港	深港联合电子支票结算业务
第2名	<ul style="list-style-type: none"><li>中信银行国际有限公司</li></ul>	香港	微信支付小额转账和支付
第3名	<ul style="list-style-type: none"><li>中信银行股份有限公司深圳分行</li></ul>	深圳	个人跨境人民币工资卡
第3名	<ul style="list-style-type: none"><li>汇丰银行有限公司</li><li>汇丰银行（中国）有限公司</li></ul>	香港	粤港综合基金管理解决方案
第3名	<ul style="list-style-type: none"><li>招商基金管理有限公司</li><li>招商证券资产管理（香港）有限公司</li></ul>	深圳	招商深港一体化全球机会资产配置平台

此奖项是香港金管局和OFDS的联合举办的项目，目的是进一步深化深港金融合作，促进金融科技在两地的研究和应用，并认可金融机构将金融科技应用于新产品，促进金融普惠，提高金融服务的整体效率。<https://www.hkma.gov.hk/media/eng/doc/key-information/press-release/2018/20180605e6a1.pdf>

# 2018年深港金融科技专项奖获得者

金融科技专项奖  
由深圳市金融发展服务办公室及香港金融管理局颁发

奖项	组织	城市	项目
第1名	• 中国人民银行金融科技研究院	深圳	数字货币原型应用研究
第2名	• 平安科技（深圳）有限公司	深圳	平安科技多模态身份认证
第2名	• 深圳前海微众银行股份有限公司	深圳	微众银行智能客服机器人
第3名	• 中国银行（香港）有限公司	香港	区块链应用抵押估价流程优化
第3名	• 招联消费金融有限公司	深圳	招联反欺诈GPS渔网与机器学习创新应用项目
第3名	• 深圳前海航空航运交易中心有限公司 • 中欧金融科技创新实验室	深圳	基于区块链的航空航运金融结算与数据服务管理平台
第3名	• 富卫人寿保险（百慕达）有限公司	香港	富卫即时提取服务

此奖项是香港金管局和OFDS的联合举办的项目，目的是进一步深化深港金融合作，促进金融科技在两地的研究和应用，并认可金融机构将金融科技应用于新产品，促进金融普惠，提高金融服务的整体效率。<https://www.hkma.gov.hk/media/eng/doc/key-information/press-release/2018/20180605e6a1.pdf>

## 政策和监管措施

## 主要监管机构

### 中国人民银行（PBoC）

- 中华人民共和国中央银行负责实施货币政策和对中国金融机构的监管。
- 在金融科技领域的角色：第三方资金支付和转账。

### 中国证券监督管理委员会（CSRC）

- 中国证券的主要监管者。
- 在金融科技领域的角色：众筹和在线基金产品。

### 中国银行保险监督管理委员会（CBIRC）

- 监督银行和保险机构的成立和所开展的业务活动。
- 在金融科技领域的角色：P2P网贷、在线信托产品、在线消费金融、互联网保险。

## 金融科技行动计划

### 中国人民银行金融科技（FinTech）委员会

2017年5月，中国人民银行成立了中国人民银行金融科技委员会，以加强对中国金融科技产业的监管、研究和规划以及协调。

#### 职能1

- 组织深入研究金融科技发展对货币政策、金融市场、金融稳定、支付清算等领域的影响。
- 切实做好中国金融科技发展战略规划与政策指引。

#### 职能2

- 进一步加强国内外交流合作，建立健全适合中国国情的金融科技创新管理机制。处理好风险管理与发展的关系，引导新技术在金融领域的正确使用。

#### 职能3

- 强化监管科技应用实践。积极利用大数据、人工智能、云计算等技术丰富金融监管手段，提升金融风险管理能力。

# 监管机构——香港

## 主要监管机构

### 香港证券及期货事务监察委员会（SFC）

- 负责监管香港证券及期货市场的独立法定机构。
- 在金融科技领域的角色：数字资产和在线投资。

### 香港金融管理局（HKMA）

- 香港金融管理局的首要目标是确保港币和银行体系的稳定。它还负责促进金融系统的效率、健全性和发展。
- 在金融科技领域的角色：虚拟银行和支付。

### 香港海关

- 监管金钱服务经营者（MSO）（即汇款代理人 and 货币兑换商），并监督持牌MSO遵守客户尽职调查和记录保存义务的情况。
- 在金融科技领域的角色：反洗钱和跨境资金转移。

### 香港保险业监管局

- 监管和监督保险业，以促进保险业的总体稳定，保护现有和潜在投保人。
- 在金融科技领域的角色：互联网保险。

### 强制性公积金计划管理局

- 监管和监督强制性公积金计划及职业退休计划的运作。
- 在金融科技领域的角色：在线退休管理福利计划。

## 精选金融科技行动计划

### 香港特别行政区金融科技促进办事处（FFO）

其成立的目的是促进香港金融科技生态系统的健康发展，并推动香港成为亚洲的金融科技枢纽。

### 香港金管局金融科技监管沙盒（FSS）

允许银行在试点基础上对新开发的技术和应用进行测试和试验。在沙盒中，企业可以试用它们的新金融科技产品，而不需要完全遵守香港金管局通常的监管要求。

### SFC金融科技咨询小组

为向金融科技联络点提供便利而成立，目的是：

- 获取金融科技的最新趋势信息；
- 收集利益相关方对特定金融科技主题的意见。
- 确定金融科技的机遇、风险和监管边界影响。
- 加深对金融科技作为金融服务业革命的理解。

### SFC监管沙盒

其建立的目的是为合格公司提供一个有限的监管环境，以便在金融科技得到更全面应用之前，根据《证券及期货条例》开展受监管的活动。

### 保监局保险科技沙盒

香港保监局于2017年9月29日推出保险科技沙盒，以方便获授权保险公司在业务运作中应用创新的保险技术。

### 保监局授权快速通道

香港保监局于2017年9月29日推出一项“快速通道”试验计划，加快处理新授权申请，以便通过全数码分销渠道在香港经营保险业务，从而促进保险科技在香港的发展。

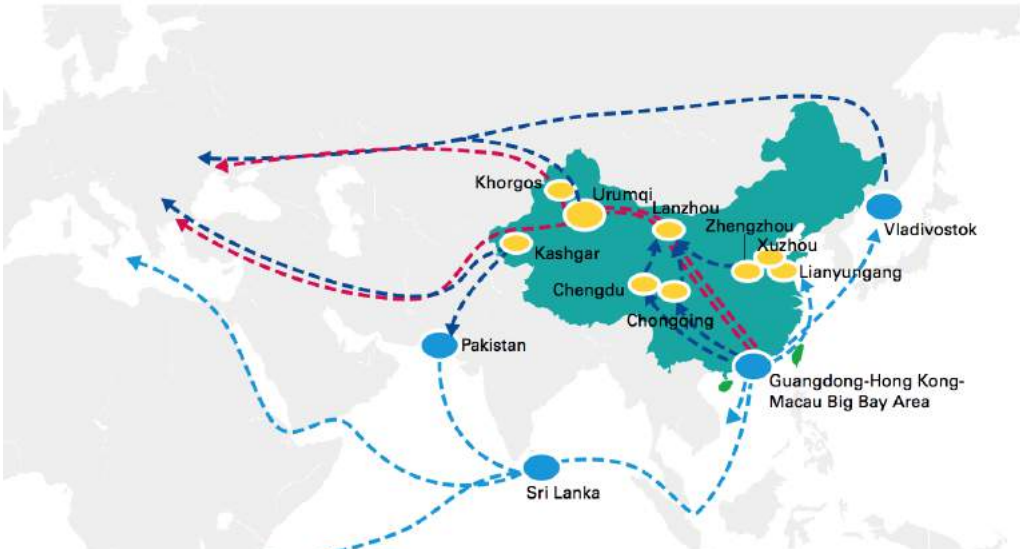


# 香港金管局用智能银行日程为变革定下基调

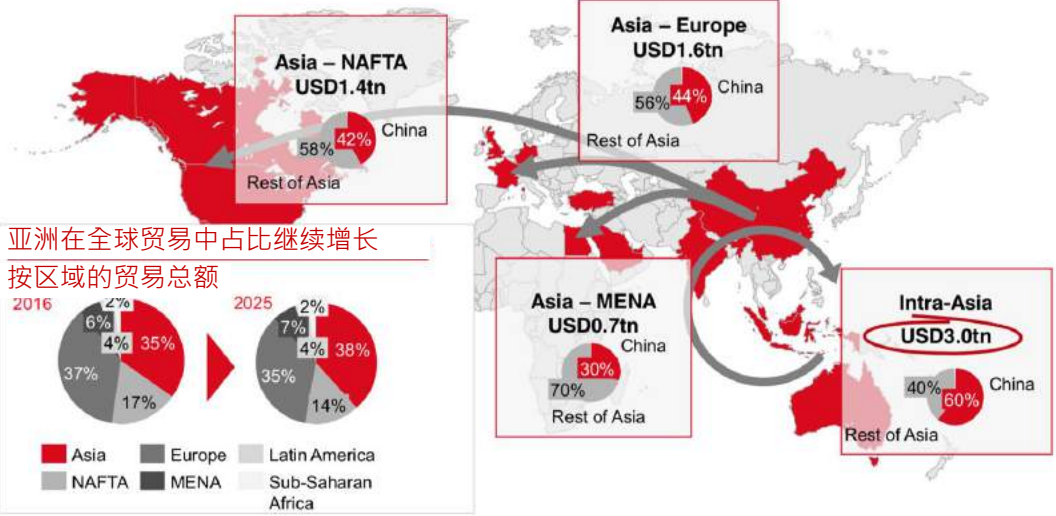
1. 启动快速支付系统（FPS）
2. 增强型金融科技监管沙盒（FSS） 2.0
3. 推广虚拟银行
4. 让银行业更加简单行动计划
5. 开放应用程序编程接口（API）
6. 更紧密的跨境合作
7. 加强研究和人才开发

# 粤港澳大湾区是一带一路的纽带

- 粤港澳大湾区将在“一带一路”计划中充当纽带的角色。
- 2013年秋，中华人民共和国主席习近平提出了共建“**丝绸之路经济带**”和“**21世纪海上丝绸之路**”的“一带一路”倡议。
- 此倡议涉及范围：**65个国家；44亿人口；占世界人口的63%；占全球GDP的40%。**
- 习主席提出的战略倡议解释了**粤港澳大湾区**如何在该倡议中**发挥关键作用**。
- 随着粤港澳大湾区的发展，其影响力可能会超越其城市群的地理边界，在中国一带一路倡议中发挥关键作用，成为连接21世纪海上丝绸之路各国的重要纽带。
- 大湾区的发展也应该成为中国一带一路倡议的催化剂。
- 中国与一带一路周边国家的贸易预计到**到2025年将超过2.5万亿美元。**



2016年区域贸易走廊  
进出口值



来源：普华永道

# 金融科技被纳入中国国家计划

中国中央政府在其第十三个国家五年发展计划中阐述了对金融科技的支持

## “金融市场的五大任务”

1. 完善金融科技综合设施，夯实金融服务基石。包括全面推进支付结算、托管结算、金融市场交易、交易报告、金融统计、信用报告、反洗钱、国库等国家金融信息基础设施建设。
2. 提高网络安全防护系统和安全管理能力。它包括提高金融信息系统的安全生产能力，和实施网络安全法。
3. 推动新技术应用，促进金融创新发展。需要加强云计算、大数据、区块链和人工智能的研究和应用，促进金融科技和监管科技的发展。
4. 深化金融标准化战略，支持金融业健康发展。主要是指建立健全金融业标准体系。
5. 优化金融信息技术治理体系，提升信息技术服务水平。

# 经济一体化是金融科技进一步发展的关键

## 一国两制

- “一国两制”是邓小平在20世纪80年代初制定的宪法原则。
- 香港和澳门被允许在50年内拥有自己的经济和行政制度。
- 中国其他地区采用中国特色社会主义制度。
- 根据这一原则，这两个地区都可以继续拥有自己的政府体系、法律、经济和金融事务，包括与外国的贸易关系。

## 关于建立更紧密经贸关系的安排（CEPA）

- 内地与香港《关于建立更紧密经贸关系的安排》是中国内地与香港在2003年达成的首个自由贸易协定。
- CEPA为香港商品和服务开辟了巨大的市场，大大加强了内地与香港业已紧密的经济合作和融合。
- 对香港来说，CEPA为香港企业进入内地市场提供了机遇。
- CEPA亦惠及中国内地，因为香港是内地企业进军全球市场和加快内地与世界经济全面融合的理想“跳板”。
- 我们亦欢迎外国投资者在香港设立企业，享受CEPA带来的优惠政策，携手开拓内地广阔市场。



# “互联网+”推动金融科技在中国的应用

- 互联网的发展正在对中国各行各业和企业的转型和现代化产生着巨大影响，以致于中国政府制定了自己的“互联网+”行动计划，对传统产业进行改造、现代化和装备，以加入现代经济浪潮中。
- 中央政府提出了**进一步推动移动互联网、电子商务、大数据、物联网和云计算发展**的行动计划，作为刺激经济措施的一部分。
- 对于希望进入中国市场的企业来说，了解“互联网+”是取得成功的关键因素。
- 互联网+路线图是一个五年计划，旨在将云计算、大数据和物联网与**从制造业到商业、网上银行、农业和其他行业的各种传统产业**结合起来。
- “互联网+”由几个不同的部分组成：
  - 提供更多的研发资金，到2020年达到国内生产总值的2.5%
  - 减少对非国内技术创新的依赖
  - 大城市居民可接入100MB/s的互联网
  - 宽带覆盖98%的人口
  - 更多资金用于促进业务开发和创新

## 资本市场及融资

# 资本市场互通对跨境融资至关重要

## 股票互通

- **沪港通**和**深港通**分别于2014年和2016年推出。
- 股票互通已成为寻求进入中国股市的国际投资者和通过香港实现股权多元化的中国投资者的**无可争议的平台**。
- 自2018年5月起，北向每日额度已增至520亿元人民币；南向每日额度已增至420亿元。
- **沪伦通**预计将于2019年启动。该计划清楚地表明，中国大陆正在努力向世界其他地区开放其金融市场。

## 债券通

- **债券通**北向交易于2017年开始，允许符合条件的海外投资者投资内地银行间债券市场。自开通以来大约一年半的时间里，注册海外投资者已经达到450家。该计划已经吸引了全球100强资产管理公司中的28家。

- 债券通为国际投资者参与中国境内债券市场提供了一个简化机制。该计划被GlobalRMB评为2018年最令人印象深刻的创新项目。
- 全面实施实时交割支付结算（DvP）和大宗交易配置是中国债券市场纳入全球债券指数的关键条件，预计这将加快全球投资者参与债券通的步伐。

## 共同基金

- **2015年内地与香港基金互认安排**有助加强内地资本账户的开放，促进人民币国际化，巩固香港作为国际金融中心 and 全球离岸人民币业务枢纽的地位。

## 货币

- 2017年7月，香港人民币合格境外机构投资者（**RQFII**）额度扩大至5000亿人民币。给予香港RQFII额度仍然是世界上最大的，加强了其中介地位，以促进海外投资者参与内地金融市场。



# 中国顶尖金融科技投资者

中国最活跃的金融科技投资者

最活跃的投资 者	排名靠前的金融科技交易
源码资本	Qudian、Smart Finance Group、INK、feidee.com、Nongfenqi、Huifenqi、zichan360、licai.com、Lantouzi、Xiao Hu Group、juaicai.com、BMQB.com、ABC Fintech、Lean Work
IDG	China UMS、Qingsongchou、Shuidihuzhu、EasyTransfer、Tongdun、Qiandai、Tongbanjie、wacai.com、Wecash、100credit.com、Yixin、Formax、TransferEasy
红杉	ddjf.com、Shoujidai、Xiaoyusan Insurance、Zhongan、Pai Pai Dai、Jinfuzi、feidee.com、19pay、rong360.com
高榕资本	Zhongrongjin、Qiandai、Shuidihuzhu、Yuanbaopu、Qinbao、QuantGroup、Jcaimao
BAI	Yixin Group、Fenqile、Nongfenqi、Meixin Global、Bigo Live、Baca、Linklogis
远毅资本	Baozhunniu、Knowlegene、ejsino.com、Cihon、gevent.com、au23.cn、Totodi
蓝驰创投	Qudian、Shuidihuzhu、au23.cn、Totodi
启明创投	ABC Fintech、wacai.com、SequoiaDB
创世伙伴资本	Id5.cn、Yixin、Sinowel、rong360.com
祥峰投资	InstaReM、Turnkey Lender、Maxent

来源：2018年中国互联网报告：<https://www.abacusnews.com/china-internet-report/>

# 中国金融科技融资

## 融资最多的中国金融科技企业

公司	融资总额 (百万美元)	精选投资者
蚂蚁金服	14,500	中华开发工业银行、阿里巴巴集团、国家社会保障基金、建行国际、普瑞马资本集团、中投公司
京东金融	3,000	中国国际金融有限公司、红杉资本、中国太平保险、中国粮食集团公司、创世伙伴资本、嘉实国际资产管理有限公司、中国国家粮油集团
陆金所	1,700	CICC、COFCO、CDH Investments、中国民生银行、国泰君安证券、乔木创投、BlackPine Private Equity Partners
U51.com	825	银泰集团、顺为资本、京东、华映资本中国、新潮中宝、天图资本、纪源资本、加华资本
借贷宝	694	九鼎投资
OneConnect	650	SBI、IDG Ventures、平安
CGTZ	521	洲际油气股份有限公司、华人文化产业投资基金、广州越秀产业投资基金、顺为资本
点融	509	渣打银行、EG Capital Advisors、中信证券、Max Giant Capital、GIC、渤海租赁、新鸿基地产、中国金融科技基金、Cross Pacific Capital Partners、Norther Light Venture Capital、GMIC Leasing Simone Investment Managers、ORIX Asia Capital Ltd、MindWorks Ventures、FinSight Ventures、Tiger Global Management
微众银行	450	美国中经合集团、淡马锡
大数金融	211	PAG、春华资本集团、红杉资本

来源：2018年中国互联网报告：<https://www.abacusnews.com/china-internet-report/>

# 新基金推动大湾区的技术发展和创新

香港商界最近推出了“**大湾区共同家园发展基金**”，以推动粤港澳大湾区的科技发展和创新。

此基金计划投资总额超过**1000亿港元**，将为大湾区的高科技企业提供资金支持。

该基金还将帮助这些企业将产品出口到广州深圳产能支持的海外市场。

基金会还将建立一个数据平台。此平台将提供关于专利、知识产权交易和全球专家的信息。

此外，它还将把顶尖科技公司带到香港，并在香港建立实验室或研究中心。这将巩固特区在医疗卫生、人工智能和医疗技术方面的领先优势。

发展基金将帮助香港医疗和教育等有竞争力的行业将其影响力扩展至大湾区。

据大湾区共同家园投资公司（Greater Bay Area Homeland Investments）称，该基金由各商界团体发起，包括驻香港特别行政区的大型内地企业、香港公司、内地民营企业和新经济企业。

## 支持生态系统建立

人才库是任何竞争中心的基础，粤港澳大湾区的金融科技活力无与伦比。在这里有很多活动、会议、组织、虚拟中心和学术机构。它们是专门为促进顶尖人才的发展和获取而定制的，同时也为企业采纳和推动创新进入市场创造了有利的环境。

# 加速器和孵化器

名称	地点	描述	网站
埃森哲金融科技创新实验室	香港	将年轻的金融科技公司 与亚洲金融机构的高管聚集在一起。	<a href="http://www.fintechinnovationlab.com/">http://www.fintechinnovationlab.com/</a>
阿里巴巴Jumpstarter	香港/深圳	是一个让所有企业家和年轻人在香港实现梦想的创业平台。 这也是首创的创业活动，我们联合企业家，企业和投资者来建立，增强和促进香港的创业生态系统和企业家精神。	<a href="https://www.jumpstarter.hk/en/about">https://www.jumpstarter.hk/en/about</a>
数码港孵化计划	香港	数码港孵化计划是一项免费的香港初创企业孵化计划。参与计划的初创企业可在24个月内获得高达33万港元的支持。被孵化企业还将在数码港获得长达24个月的免租金工作空间、补贴法律咨询服务、月工资补贴和交流机会。	<a href="https://www.cyberport.hk/en/about_cyberport/cyberport_entrepreneurs/cyberport_incubation_programme">https://www.cyberport.hk/en/about_cyberport/cyberport_entrepreneurs/cyberport_incubation_programme</a>
星展创投计划	香港	目标是处于种子和B系列阶段的金融科技初创企业，重点领域：数字渠道体验、合规监控、信用数字化、客户参与和网络安全。	<a href="http://www.dbs-accelerator.com/">http://www.dbs-accelerator.com/</a>
Hande Finmaker	深圳	孵化器和基金。 Hande Finmaker是一个致力于开发尖端金融技术的先锋平台。 它汇集了领先的国际研发专家，知名银行家和创新技术，为中国金融机构提供技术解决方案和咨询服务。	<a href="https://www.szhdhf.com/index">https://www.szhdhf.com/index</a>
平安金融+科技加速器	深圳	该项目是平安集团和SparkLabs的合作项目。加速器致力于通过培育全球先进技术促进现代金融的创新转型。	<a href="http://www.sparklabsgroup.com/accelerator-fintech.html">http://www.sparklabsgroup.com/accelerator-fintech.html</a>
Plug + Play Tech Centre	深圳	总部设在硅谷，业务在深圳。为期12周的加速器项目，每年运行两次，将最好的初创企业与全球最大的金融机构联系起来。	<a href="https://www.plugandplaytechcenter.com/locations/">https://www.plugandplaytechcenter.com/locations/</a>
Supercharger	香港	12周计划，每年招收8家公司。由渣打银行、Fidelity International以及贝克·麦坚时、维萨、微软、港交所和汤森路透等支持机构提供支持。	<a href="https://www.fintechsupercharger.com/">https://www.fintechsupercharger.com/</a>
腾讯WeStart	深圳	腾讯WeStart寻求为初创企业创建一个全球生态系统，为它们提供一个独特的平台来建立和发展业务。	<a href="https://westart.tencent.com/">https://westart.tencent.com/</a>
Zeroth AI	香港	Zeroth是亚洲初创企业的加速器。它主要投资人工智能技术。Zeroth寻求投资20,000至120,000美元，以换取公司6%的股份。	<a href="https://www.zeroth.ai/">https://www.zeroth.ai/</a>

# 顶尖大学

香港的大学

名称	金融科技课程	香港排名*	世界排名*	网站
香港大学	金融科技课程始于2019年；在线Fintech MOOC	1	36	<a href="https://www.hku.hk/">https://www.hku.hk/</a>
香港科技大学	面向非技术高管和专业人士的金融科技课程	2	41	<a href="https://www.ust.hk/">https://www.ust.hk/</a>
香港中文大学	提供4年本科金融科技课程	3	53	<a href="http://www.cuhk.edu.hk/english/index.html">http://www.cuhk.edu.hk/english/index.html</a>
香港城市大学	城市大学具有为金融科技专业人士组织研讨会和活动的经验	4	=110	<a href="https://www.cityu.edu.hk/">https://www.cityu.edu.hk/</a>
香港理工大学	课程包括金融科技应用编程、计算机系统安全、商业金融、金融科技研讨会。	5	159	<a href="https://www.polyu.edu.hk/web/en/home/index.html">https://www.polyu.edu.hk/web/en/home/index.html</a>
香港浸会大学	提供 <a href="#">当代金融问题：金融科技</a> 课程	6	401-500	<a href="https://www.hkbu.edu.hk">https://www.hkbu.edu.hk</a>

## 广东省大学

城市	名称	中国排名*	世界排名*	网站
广州	中山大学	=8	301-350	<a href="http://sysu.edu.cn/2012/en/index.htm">http://sysu.edu.cn/2012/en/index.htm</a>
深圳	中国南方科技大学	=8	301-350	<a href="http://sustc.edu.cn/en/">http://sustc.edu.cn/en/</a>
广州	华南理工大学	15	501-600	<a href="https://www.scut.edu.cn/en/">https://www.scut.edu.cn/en/</a>
深圳	深圳大学	26	601-800	<a href="https://www1.szu.edu.cn/2014/en/">https://www1.szu.edu.cn/2014/en/</a>
广州	暨南大学	43	801-1000	<a href="https://english.jnu.edu.cn/">https://english.jnu.edu.cn/</a>
汕头	汕头大学	43	801-1000	<a href="http://english.stu.edu.cn/index.php">http://english.stu.edu.cn/index.php</a>

\*香港泰晤士高等教育：<https://www.timeshighereducation.com/student/best-universities/best-universities-hong-kong>



城市	名称	描述	网站
广东	中国金融科技孵化区	2018年12月开放：总面积120平方公里的金融科技办公空间，能够容纳20家公司总部。	<a href="https://cointelegraph.com/news/chinese-fintech-incubation-zone-officially-begins-operations-in-guangdong-province">https://cointelegraph.com/news/chinese-fintech-incubation-zone-officially-begins-operations-in-guangdong-province</a>
香港	数码港	专用的金融科技中心，面积超过43,000平方英尺。它自称为一个拥有一群技术和数字内容租户的“创造性数字社区”。自2007年成立以来，数码港已经培育和资助了320多家创业公司。	<a href="https://www.cyberport.hk/en">https://www.cyberport.hk/en</a>
香港	科学园	面向高科技企业的33万平方米的校园化园区。旨在适应各种规模和发展阶段的公司，以促进互动和创新。	<a href="https://www.hkstp.org/en">https://www.hkstp.org/en</a>
香港+深圳	落马洲园区	拟在香港和深圳边境设立的创新科技园。	<a href="https://en.wikipedia.org/wiki/Lok_Ma_Chau_Loop">https://en.wikipedia.org/wiki/Lok_Ma_Chau_Loop</a>
深圳	前海深港现代服务业合作区投资区	广东省深圳的商业开发区，也称为前海新区。	<a href="https://en.wikipedia.org/wiki/Qianhai">https://en.wikipedia.org/wiki/Qianhai</a>

# 精选金融科技事件

城市	名称	描述	网站
香港/深圳	香港金融科技周	世界上第一个跨境金融科技活动	<a href="https://www.fintechweek.hk/">https://www.fintechweek.hk/</a>
香港	香港金融科技协会	各种活动	<a href="https://ftahk.org/">https://ftahk.org/</a>
香港	DigFin Group	DigFin是亚洲领先的数字金融在线出版物。一年一度的金融科技奖和各种金融科技活动	<a href="http://www.digfingroup.com/">www.digfingroup.com/</a>
香港	Rise	RISE由Web Summit背后的团队发起。	<a href="https://riseconf.com/">https://riseconf.com/</a>
香港	Nexchange	金融科技020/区块链020	<a href="https://nexchange.com/">https://nexchange.com/</a>
深圳	中国（深圳）国际金融博览会	中国重大金融和金融科技事件	<a href="http://www.financeshow.cn/en/">http://www.financeshow.cn/en/</a>
广州	广州金融科技博览会	支付金融科技会议	<a href="https://bravenewcoin.com/events/imoney-expo-2018">https://bravenewcoin.com/events/imoney-expo-2018</a>
澳门	亚洲未来金融科技	专注于对人们进行区块链技术、安全和加密货币方面的教育	<a href="http://www.futurefintechasia.com/">http://www.futurefintechasia.com/</a>

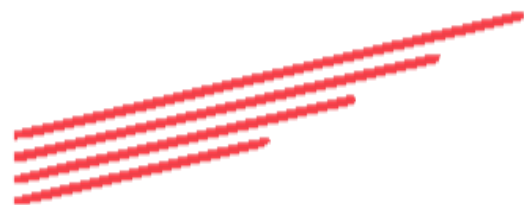
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# FINTECH ASSOCIATION OF HONG KONG

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# The GBA Fintech Report 2019

Hong Kong- Macau-Guangdong Greater Bay  
Area Fintech Analysis & Recommendations

April 2019

[www.ftahk.org](http://www.ftahk.org)





FINTECH ASSOCIATION  
OF HONG KONG

## Powering FinTech Community

FTAHK is an independent, not-for-profit, member-driven organisation representing Hong Kong's local and global FinTech community.

We are organised and led by the community, for the community.

- **Advocate**
- **Collaborate**
- **Educate**



# HONG KONG MACAU GUANGDONG GREATER BAY AREA (GBA)

## FINTECH ANALYSIS

The Greater Bay Area (GBA) initiative is a plan to build a world-class city cluster linking Hong Kong, Macao and 9 cities in the Guangdong Province. The aim of the GBA initiative is to create a bay area economic cluster in Southern China capable of competing, and even overtaking, similar economic zones around the world such as the San Francisco Bay Area, the Greater New York and Greater Tokyo.

### Whitepaper

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Capital Markets & Funding	48
Supporting Ecosystem	53

### Purpose of This Report

The GBA is now a major global hub for business, innovation, and technology yet still remains relatively opaque to the outside world.

This analysis maps out the GBA, its cities, and policies in relation to Fintech, including the PRC Blueprint. The aim is to advocate, collaborate, educate, and differentiate the area from other major economic zones, and make recommendations for future industry development.

### Useful Links

Bay Area – HK Government:

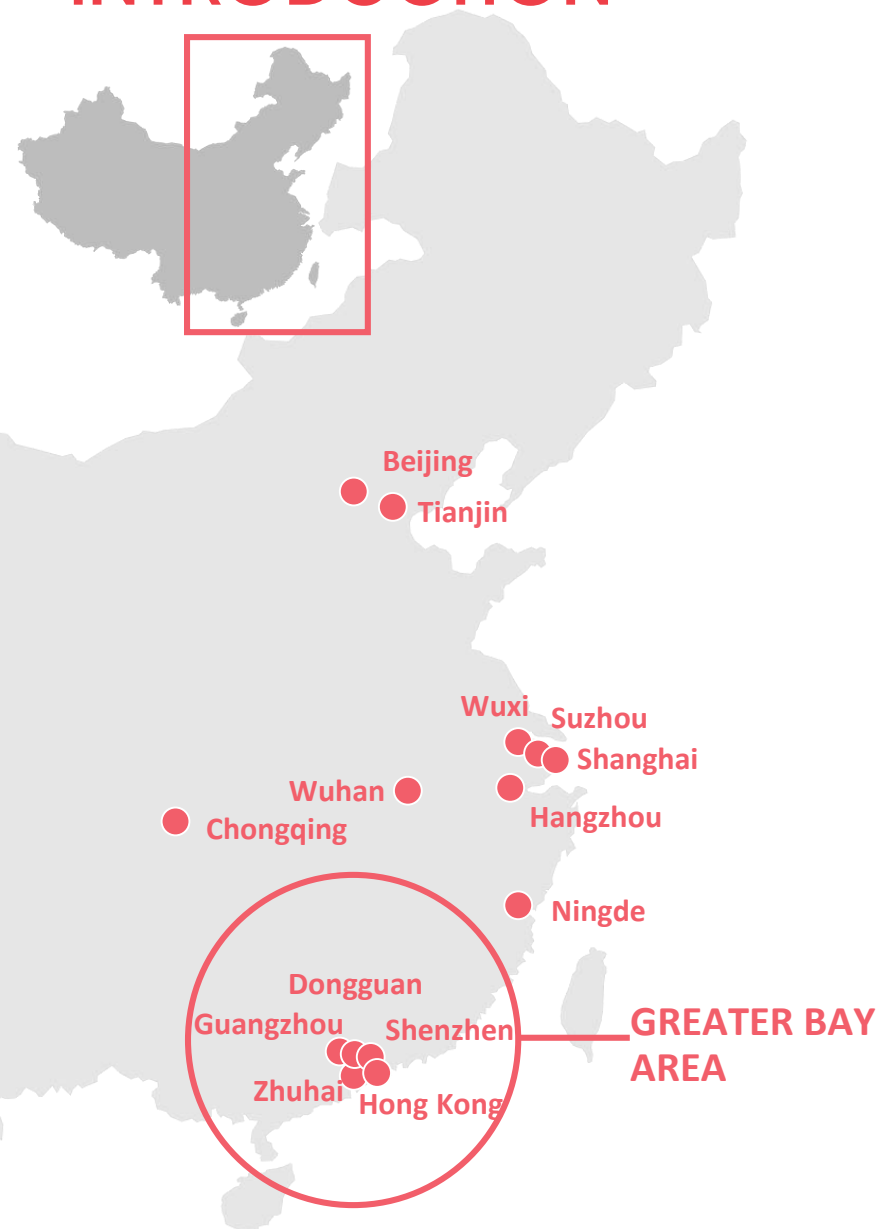
<https://www.bayarea.gov.hk/en/home/index.html>

GBA Blueprint:

[https://www.bayarea.gov.hk/filemanager/en/share/pdf/Outline Development Plan.pdf](https://www.bayarea.gov.hk/filemanager/en/share/pdf/Outline%20Development%20Plan.pdf)



# INTRODUCTION



**The Greater Bay Area (GBA) has the potential to lead the world in finance and technology.**

This unique geographical region, which consists of 11 major cities that make up the Pearl River Delta, is at the forefront of China's policy of opening up.

The economy of the GBA is currently larger than that of Australia and by 2030 it will be the world's foremost metropolitan bay area, overtaking Tokyo, New York and San Francisco.

It is a region of unrivalled potential, a hotbed for Fintech innovations such as mobile payments, blockchain, big data, and artificial intelligence.

The area boasts Hong Kong's international financial system; China's abundant source of human capital and booming consumer marketplace and, alongside Fintech associations and consortiums, world leading universities, research institutes and world class infrastructure.

The Outline Development Plan for the Guangdong- Hong Kong-Macao Greater Bay Area (GBA Blueprint), seeks to promote closer cooperation between the GBA region. This will need the Area to come up with solutions for differing political systems, tax and legal frameworks, movement of people & goods, and to help increase ease for operating a Fintech company.

If implemented judiciously, the opportunity is enormous. The promotion of cross-border initiatives, collaboration and integration across the whole of the GBA is critical both for turning the region into a global Fintech powerhouse and for the future success of Hong Kong in general.

# CITIES OF THE GBA



The city has a large agricultural sector and thriving commodity sector.  
**Small Fintech Influence**

Size Comparison: **Berlin**  
**GDP: \$33bn Pop: 4.1m Area: 14,891km<sup>2</sup>**

Electronic Manufacturing, Furniture, Homeware, and Ceramics hub.

**Moderate Role in Fintech**  
Size Comparison: **Chicago**

**GDP: \$141bn Pop: 7.66m Area: 3,798km<sup>2</sup>**

Mid sized city named after Sun Yat Sen. Midpoint between Guangzhou and Macao

**Small Fintech Influence**  
Size Comparison: **Seattle**

**GDP: \$51bn Pop: 3.6m Area: 1,784km<sup>2</sup>**

**Guangzhou**  
Regional Political Centre, Major Trade Hub, Manufacturing and Finance.  
**Large Consumer Population, Political Power, Blockchain policy development**  
Size Comparison: **Los Angeles**  
**GDP: \$318bn Pop: 14.5m Area: 7,249km<sup>2</sup>**

**Huizhou**  
Site of petrochemical industries, as well as a hub for developing Information Technology.  
**Small Fintech Influence**  
Size Comparison: **Toronto**  
**GDP: \$57bn Pop: 4.8m Area: 11,347km<sup>2</sup>**

Important industrial city. Manufacturing of electronics and communications equipment. 4<sup>th</sup> largest Chinese city exporter

**Moderate Fintech Influence**  
Size Comparison: **Seoul**  
**GDP: \$112bn Pop: 8.3m Area: 2,460km<sup>2</sup>**

Special Economic Zone, Leader in Technological Innovation, Domestic Finance, Hardware, International Trade and Shipping

**Technological Development and Retail Commercialization of Fintech for China**  
Size Comparison: **London**  
**GDP: \$332bn Pop: 12.5m Area: 1,997km<sup>2</sup>**

Special Administrative Region, Leading Financial Capital, Strong Legal System, International Business and Foreign Investment, Logistics, Cultural Hub

**International B2B Fintech hub, IP protection, research and development**  
Size Comparison: **Dallas**  
**GDP: \$341bn Pop: 7.4m Area: 1,106km<sup>2</sup>**

**Jiangmen**  
Second largest river port in Guangdong. Heavy industries, petrochemicals and machinery.  
**Small Fintech Influence**  
Size Comparison: **Boston**  
**GDP: \$40bn Pop: 4.5m Area: 9,505km<sup>2</sup>**

**Zhuhai**  
Special Economic Zone, Tourism and Entertainment  
**Fintech and Finance Ambitions**  
Size Comparison: **Barcelona**  
**GDP: \$38bn Pop: 1.8m Area: 1,736km<sup>2</sup>**

**Macao**  
Special Administrative Region, Tourism. Platform for trade with Portuguese speaking nations.  
**Small Fintech Influence**  
Size Comparison: **Venice**  
**GDP: \$50bn Pop: 0.7m Area: 31km<sup>2</sup>**



# 10 FINTECH GOALS FOR THE GBA

1. Implement a System for Cross-Border **Digital ID**.
2. Make Cross-Border **Payments Faster and Easier** Using Digital Technology.
3. Create a National and Regional Level **AI Strategy** with Guidelines for Ethical Use of AI
4. Establish a GBA **Communication Mechanism** for Financial Regulation to Support Mutual Financial Markets Access and In-Depth Fintech Collaboration.
5. Put in Place a Standardised GBA Wide **Trade Finance Blockchain Platform**.
6. Establish a GBA Wide **Marketing Department** to Attract Business and Investment, and Promote the GBAs Businesses.
7. Launch a **Wealth Management** and **Insurance Connect** so businesses can sell products in each others markets.
8. Increase Freedom of **Movement** for Businesses.
9. Subsidise **Office Space** for Fintech and Tech Start-Ups.
10. Research a GBA Business **“e-residency”** System Similar to Estonia's to Allow International Firms to Remotely set up in Hong Kong and Access the Benefits of the GBA.

# RECOMMENDATION TO CREATE AN INTER-ASSOCIATION COLLABORATION GROUP

We recommend the establishment of an official **Inter-Association Collaboration Group** to advocate the GBA Fintech industry and policy to help facilitate the change needed across the GBA and promote the region as a Global Fintech Centre.

We have **identified the main GBA Fintech Associations** on the next page in this report to engage and work with to create the cross-border collaboration group.

The purpose of the new collaboration group is to:

- **Work together** with other associations and universities across the GBA to create policy recommendations for cross-border integration and collaboration.
- **Analyse** the key, feasible cross-border initiatives necessary to develop the region into a Fintech powerhouse.
- **Engage** the key Fintech participants and companies on both sides of the border.
- **Collaborate** with regional governments, regulatory bodies and other decision makers for change.
- **Promote** the GBA as a global Fintech player to attract companies and investments.

# GBA FINTECH ASSOCIATIONS

We highlight these important GBA Fintech Associations for the formation of an Inter-Association Collaboration Group

City	Association	National	Website
Guangzhou	Bureaux of Financial Affairs of Guangzhou Municipality	Yes	<a href="http://www.gzjr.gov.cn/gzjr/index.shtml">http://www.gzjr.gov.cn/gzjr/index.shtml</a>
Guangzhou	Guangzhou Internet Finance Association	No	<a href="http://www.gzifa.org/">http://www.gzifa.org/</a>
Hong Kong	Fintech Association of Hong Kong	No	<a href="https://ftahk.org">https://ftahk.org</a>
Shenzhen	Shenzhen Internet Finance Association	No	<a href="http://www.szifa.org.cn/">http://www.szifa.org.cn/</a>
Shenzhen	Shenzhen Fintech Association	No	<a href="http://www.szjrx.org/">http://www.szjrx.org/</a>
Shenzhen	Financial Blockchain Shenzhen Consortium	No	<a href="https://www.fisco.com.cn/index.html#page1">https://www.fisco.com.cn/index.html#page1</a>
Shenzhen	The Development of the Shenzhen Municipal Government Financial Service Office	Yes	<a href="http://www.jr.sz.gov.cn/sjrb/">http://www.jr.sz.gov.cn/sjrb/</a>
National	China Electronic Commerce Association	Yes	<a href="http://www.zhjr.gov.cn/">http://www.zhjr.gov.cn/</a>
Zhuhai	Bureaux of Financial Affairs of Zhuhai Municipality	Yes	<a href="http://www.zhkicx.org/">http://www.zhkicx.org/</a>
Zhuhai	Zhuhai Promotion Association of Science and Technology Innovation	No	<a href="http://www.ec.org.cn/">http://www.ec.org.cn/</a>

# GBA BLUEPRINT SUMMARY & RECOMMENDATIONS BY FTAHK COMMITTEES

The GBA Blueprint was released by the government on the 21<sup>st</sup> of February and it provides a framework for how the nine cities across Guangdong, Hong Kong and Macau are expected to work together across various industry segments.

## Blueprint Summary

- Emphasize applications of Artificial Intelligence & Big Data in the areas of transportation, energy, city & community management, manufacturing and environmental protection.
- Collaboration along the “Guangzhou-Shenzhen-Hong Kong-Macau” innovation and technology corridor with a joint development of a Greater Bay Area big data centre.
- Propose a “new smart city pilot demonstration” to advance its agenda on building smart city clusters with the development of a national big data integrated pilot zone.

## FTAHK Recommendations to Business

- Develop a strategy in line with GBA digital policies using AI & Big Data. To fully maximum benefit from future digital investments, companies need to align their digital strategies and operating model with GBA data policies and leverage opportunities of the GBA big data centre.
- Designate “pilot/demonstration zones” and smart city cluster concepts to enable the region to better embrace and sharing of appropriate digital resources and data for the benefit of the public.
- Build partnerships within the value chain of the emphasized verticals to create future digital ecosystems leveraging of the strengths of Hong Kong and Shenzhen in Financial Services and Innovation respectively.



## Blueprint Summary

- Establish an information technology infrastructure with secure communication which is protected by real time surveillance, notification and response.
- Put in place a “comprehensive cybersecurity defence system”.
- Recognise the importance of regulatory alignment with international communities.
- Speed up the establishment of a social credit system in the nine PRD municipalities with reference to the Hong Kong and Macao experiences in establishing credit systems and explore the joint implementation of incentives and penalties for credit fraud for enterprises in the GBA.

## FTAHK Recommendations to Business

- Establish a more robust digital security ecosystem by clearly positioning their business requirements and identifying established key security partners/processes early.
- Enable secure exchange of data to enable RegTech, thereby helping protect from financial crimes and enhance regulatory compliance.
- Hong Kong & Macao businesses need to understand and comply with PRC cybersecurity laws when dealing with Guangdong businesses & individuals.

# WEALTHTECH (1 of 2)

## Blueprint Summary

- Hong Kong and Shenzhen markets will be enhanced and progressive cross border financial market access will be promoted.
- Support Shenzhen in developing a capital market with the Shenzhen Stock Exchange as its core in accordance with relevant regulations, and expedite the process of financial liberalisation and innovation.
- Facilitate wider cross-border sales of mutual funds, and other wealth management products, and steadily expand the channels for Mainland and Hong Kong residents to invest in and access financial products in each other's markets.
- Hong Kong to further enhance its position as a leading international finance centre and function as the main capital raising hub for the whole of the GBA. The plan seeks to support Hong Kong's institutional investors in raising RMB funds in the capital markets of Hong Kong.
- Develop a regional private equity trading market, and establish a regional centre for equity and commodity trading.
- Hong Kong's private equity funds will be supported to finance innovation and technology enterprises in the Greater Bay Area. The eligible enterprises will also be allowed to secure listing in Hong Kong for capital financing.

# WEALTHTECH (2 of 2)

## FTAHK Recommendations to Business

- Hong Kong Fund managers should prepare themselves to launch products in Guangdong, where they can now promote & benefit from cross-border fund sales.
- The size the GBA market is vast and a conventional bricks and mortar approach would be too expensive. For regional asset managers to sell across the GBA, they would need to rely on innovation and tech-driven connectivity.
- Fintech solutions can overcome the challenges of scaling a business across the GBA's borders.
- Granting of virtual banking licenses in Hong Kong will open up potential opportunities for Mainland Chinese TechFin firms to sell wealth management products to their deposit.
- Fintech companies across the region should position themselves to help banks and asset managers build new product lines and methods of client engagement across the GBA.
- GBA startups firms will be able to take advantage of Hong Kong's expertise in financial services and exploit the broader Fintech opportunities.

## Blueprint Summary

- Build the GBA into a hub of global tech innovation and an important source of emerging industries.
- Develop an open and interconnected system with reasonable layout for regional innovation and develop a new generation of information infrastructure.
- Pursue the development and growth of new pillar industries including new-generation information technology.
- Improve the traceability system for the origin of food among Hong Kong, Macao and the Mainland.
- Create an innovative new service model of “internet + government services” and address the problem of information silos.
- Build a network service platform for cross-boundary economic and trade cooperation.

## FTAHK Recommendations to Business

- Blockchain has the potential to change the architecture of web services, and change the structure of network economies, which will enable many new types of networks and business models.
- Use of blockchain for trade finance and e-trade connect between mainland with Hong Kong and Macao.
- Use of blockchain applications can reduce friction and transaction costs between buyers, sellers, and service providers in complex value chains. This includes supply chains for energy, food, equipment, raw materials, and more.
- Blockchain could also be used more broadly to create a fully functioning digital economy by assisting with regulation. For example, creating a permissioned value transfer system that addresses capital controls would provide an extraordinary opportunity to develop a fully integrated Greater Bay Area.

# INSURTECH (1 of 2)

## Blueprint Summary

- Hong Kong cemented as a risk management centre.
- Hong Kong enhanced as a maritime hub, including relevant insurance and related activities.
- Develop the Shenzhen pilot zone for insurance innovation.
- Support joint development by insurance institutions in GBA for innovative and cross-boundary motor vehicle and medical insurance product and provide facilitation services such as underwriting, investigation and claims for cross-boundary policy holders.
- Promote collaborative efforts in cross-boundary RMB reinsurance business.
- Support Hong Kong insurers establishment of operations in Qianhai, Nansha, and Hengqin.
- Develop a trading platform for innovative insurance elements such as international marine insurance.
- Export credit insurance system to develop Macao.
- Explore the application of Macao's social insurance schemes in the GBA.

## FTAHK Recommendations to Business

- Automation processes for underwriting / claims / servicing using big data and AI for marine, healthcare and motor insurance.
- Use of cross border data including use of local credit scoring, healthcare information etc., to enhance underwriting, claims and product development.
- Use of GPS insurance link on shipping and cargo along with Payment innovations such as pay per shipment, instant insurance, etc.
- Customer interaction and personalised marketing along with post treatment customization using digital solutions.
- Use of Blockchain for claims, payments, cross border transactions across insurance verticals.

# TALENT

## Blueprint Summary

- Expediting the development of a GBA demonstration zone for cooperation in talents by establishing an education and talent hub, developing a talent pool and encouraging interaction and exchanges of talents.
- Support higher education institutions from Guangdong, Hong Kong and Macao to jointly operate education institutions, laboratories and research centres.
- Support multinational companies in setting up global research and development centres, laboratories and open innovation platforms in the GBA.
- Strengthen the mechanism for the two-way flow of talents, provide conveniences and the right conditions for the inter-regional, inter-professional and inter-organisational flow of talents, and realisation of full potential of talents

## FTAHK Recommendations to Business

- GBA businesses will be able to access to a larger pool of talent and can leverage Hong Kong's Financial Services, international trade and business professional talent with Shenzhen's technology, innovation and manufacturing to develop new Fintech solutions.
- Collaboration among cross border entrepreneurs, incubators, Fintechs, start-ups, and research institutes will benefit development of commercial application of technological and business solutions.
- Acting as a gateway connecting to the international market and global regimes, Hong Kong and Macao will play a pivotal role in catalysing one belt one road (OBOR) initiatives with a strong base of talent pool of legal, finance, litigation, accounting, taxation.
- Hong Kong and Macao businesses can leverage their overseas networks, crew of professionals and experiences in dispute resolution, management consultancy, project finance and management to take forward GBA enterprises' in "going global".



# PAYMENT & DIGITAL BANKING (1 of 2)

## Blueprint Summary

- Promoting connections between electronic payment systems in the GBA to build smart city clusters.
- Enhancing Hong Kong's status as international financial centre and a global offshore Renminbi business hub.
- Supporting in-depth collaboration for technology, innovation and financial services in Guangdong, Hong Kong and Macao, with focused Fintech/ 'TechFin' cooperation between Hong Kong and Shenzhen, and between Macao and Shenzhen.
- Supporting cooperation with financial institutions of Hong Kong and Macao to jointly develop offshore financial business.
- Exploring the establishment of a GBA international commercial bank in the China (Guangdong) Pilot Free Trade Zone to serve the development of the GBA.
- Exploring the establishment of an account management system for the GBA, pursue pilot initiatives in cross-boundary capital management, cross-boundary use of RMB, capital account convertibility and facilitate cross-boundary trade, investment and financing settlement.
- Establishing a GBA coordination mechanism for financial regulation, and leveraging industry associations and chambers of commerce in establishing technical standards and regulations.

# PAYMENT & DIGITAL BANKING (2 of 2)

## FTAHK Recommendations to Business

- Hong Kong financial institutions, Fintechs and industry organizations should leverage their international exposure and domain knowhow to take an active role in the standard setting in the GBA. They are encouraged to proactively engage with the relevant authorities.
- In furtherance of the thematic objectives of enhanced movement of people, innovative capacities and funds, financial institutions and Fintechs are encouraged to explore collaboration opportunities with their GBA counterparts. There are ample opportunities for cross-selling, joint development, and innovative ways to distribute financial products.
- Exploring the establishment of additional funding corridors between Guangdong, Hong Kong and Macao to facilitate RMB business, trade and outbound business.
- Hong Kong virtual banks, Fintech companies and financial institutions can also explore collaboration with Guangdong/ Shenzhen ‘TechFin’ players to introduce their products and services in the Hong Kong market, which can also serve as a testbed and preparatory step for further international expansion – especially for markets along the belt and road.
- Hong Kong being the “buckle” of the belt and road, Hong Kong businesses can explore Fintech solutions for trade and B2B transactions and assist Mainland companies in their outbound initiatives.

# FTAHK RECOMMENDATIONS FOR POLICY MAKERS

1. While recognizing that there are different laws and regulations on data, we recommend the regulators in GBA to set up a working group to harmonise rules and practices to facilitate movement of data across the GBA with a view to establish a Special Data Zone.
2. Many of the measures including cross-border fund flows and capital account opening would need to get the approval by the PBOC as well as the respective regulators in Hong Kong and Macau. Regulatory and legal harmonisation and communication would assist in implementing many of these initiatives.
3. A GBA communication mechanism for financial regulation should be established to support mutual financial markets access and in-depth Fintech collaboration.
4. Cross border payments will have to be sorted first in order to facilitate much of the cross border distribution of capital and financial products.
5. Many of the cross border initiatives will require further relaxing of quotas and regulations. We would like to see these quantified, particularly in relation to future capital flow levels.
6. More information is needed on the future impact of taxation when investing in the different jurisdictions.
7. Providing blockchain technology service providers with more access to open data will enable the GBA Blueprint to better achieve its stated goals of building “a network service platform for cross-boundary economic and trade cooperation”.
8. GBA policy makers should consider initiatives to create open data repositories and open APIs for entities like customs authorities, port authorities, transportation authorities, tax authorities, licensing agencies, banks, etc.
9. Any Greater Bay Area blockchain initiative needs to address the nuances of local law and regulation. This includes Blockchain-specific rules, such as Mainland China’s Regulations on the Management of Blockchain Information System.

## GBA OVERVIEW

The huge scale of China's economic transformation and rapid urbanisation over the past 40 years has seen the 9 cities of Guangdong, plus Macao and Hong Kong grow and intersect to become one of the most competitive Bay Areas in the world. In 2015, the World Bank reported that the GBA had overtaken Tokyo to become the largest urban area in the world in both size and population.

# GBA OVERVIEW

- The Greater Bay Area (GBA) initiative's goal is combining Hong Kong, Macao and the cities of Guangdong's Pearl River Delta to **create a region with the economic heft that is comparable to the San Francisco Bay Area, Greater New York and the Greater Tokyo Area.**
- Strategically located at the heart of Asia, the GBA is **reachable to half of the world's population within five hours'** flight time, opening the possibility for rapid expansion and international growth.
- By 2035, the region is expected to play a **leading role** in advanced manufacturing, innovation, shipping, trade and finance.
- The GBA has the potential to become the **most diversified city cluster in the world.**
- The **"one country, two systems"** principle allows Hong Kong and Macao to enjoy a high degree of autonomy to enjoy executive, legislative and independent judicial power, and promises their way of life would remain unchanged for at least 50 years (until 2047 and 2049 respectively).
- The Hong Kong and Shenzhen ecosystems are **highly complementary** in nature. Joining forces would strengthen the international and mainland competitiveness for both cities.
- Hong Kong is characterized by its strong international connections, developed financial and legal systems, and high-level scientific and technological R&D capabilities.
- Shenzhen and Guangdong enjoy outstanding manufacturing capabilities, supply chain integration, and technology capabilities.
- The region already possesses some of the **most efficient supply chains in the world** as well as a well-developed talent pool fluent in English and Chinese
- The completion of the **Zhuhai Hong Kong Macao Bridge** and the **Express Rail Link** will improve land connectivity and induce more cooperation among GBA cities.
- The GBA is a **global Financial Technology hub**, leveraging Hong Kong's developed international financial system, and China's technology ecosystem.

# INCEPTION OF THE GBA

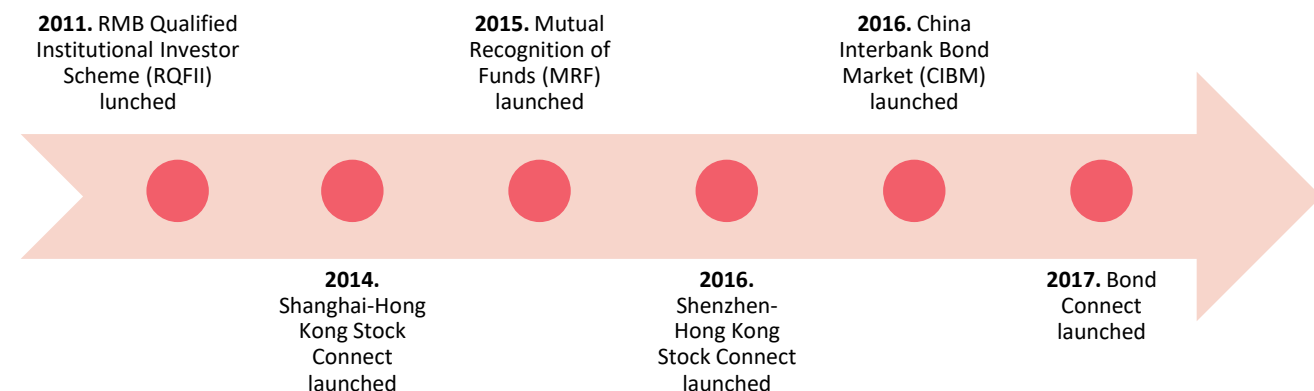
- The concept dates back to 2011 with a study called “The Action Plan for the Bay Area of the Pearl River Estuary”, jointly prepared by officials from Hong Kong, Macao, Shenzhen, Dongguan, Guangzhou, Zhuhai and Zhongshan.
- One of the key objectives is to improve the level of cooperation within the region, including identifying core competitive advantages of the cities within GBA and exploring ways for them to complement one another.
- One example is to build on the strengths of Hong Kong’s financial and professional services sectors, Shenzhen’s high-tech manufacturing and innovation skills, and the manufacturing strengths of Dongguan and Guangzhou.
- Within China, the GBA has the potential to extend its reach beyond the Pearl River Delta to the nearby provinces of Fujian, Jiangxi, Hunan, Guangxi, Hainan, Guizhou and Yunnan. Beyond China, it will be aiming to reach markets in Southeast and South Asia.



## Timeline of GBA



## China Opening Up

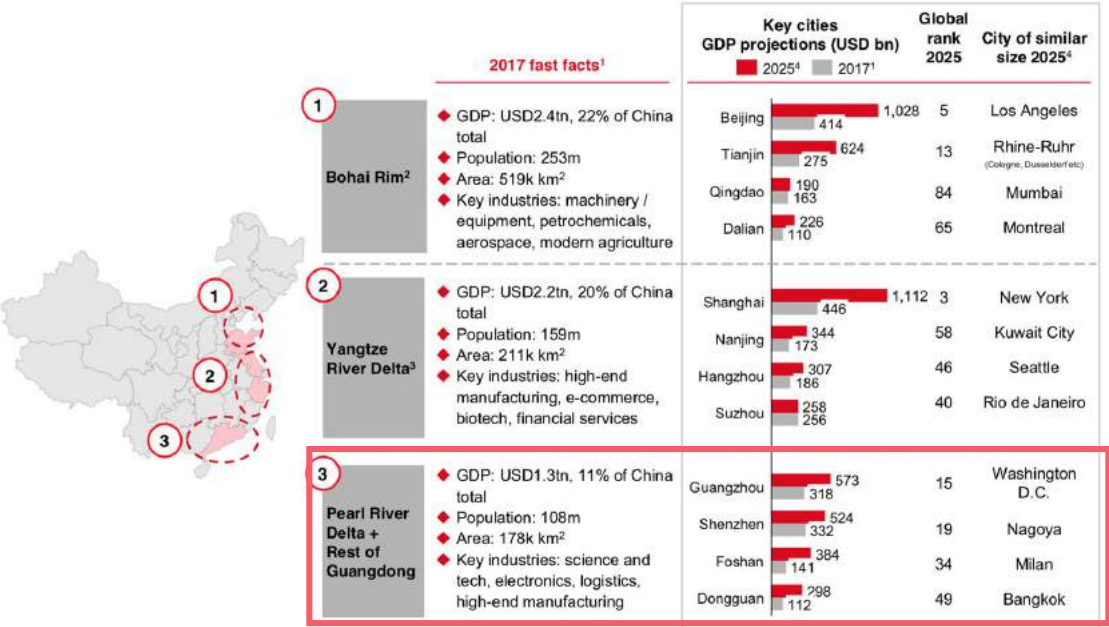




# GBA VS MAJOR CITY CLUSTERS

The Greater Bay Area is predicted to be the worlds leading bay area metropolis by 2030, outshining Tokyo, New York, and San Francisco, according to research by PWC.

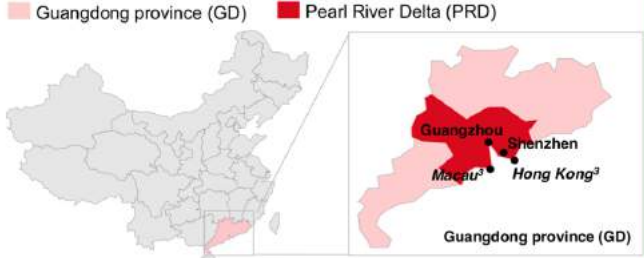
## China Regional Comparison



1. Source: National and Provincial Statistics Bureau  
2. Refers to key cities and provinces in the region, does not include small cities in Shanxi Province and Inner Mongolia  
3. Refers to key cities and provinces in the region, does not include small cities in Anhui Province  
4. Source: McKinsey "Global Cities of the Future"

## Global City Comparison

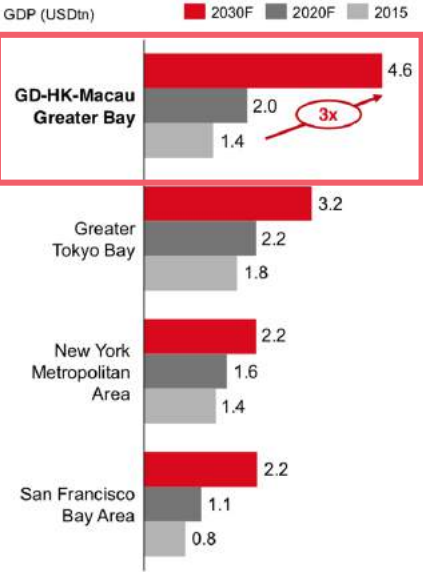
Economy corresponds in size to a leading global economy<sup>2</sup>



	GD	PRD	HK	Macau	Korea
(2017)					
Population, m	112 (8% of China)	59 (53% of GD)	7	0.6	51
GDP, USDbn	1,330 (11% of China)	1,122 (84% of GD)	341	51	1,454
Trade, USDbn	1,009 (25% of China)	962 (95% of GD)	1,056	11	1,052
Foreign Direct Investment, (FDI) USDbn	23 (16% of China)	21 (95% of GD)	108	3	23

1. Source: "Research on the Development and Planning of GD-HK-Macau Greater Bay Area City Cluster", by China Center for International Economic Exchanges  
2. Source: Statistics Bureau of Guangdong Province, Hong Kong Census and Statistics Department, Macau Census and Statistics Department, UNCTAD World Investment Report, Bank of Korea  
3. Hong Kong and Macau not part of PRD / Guangdong

Forecasted to be the world's leading bay area metropolitan<sup>1</sup>





# SZ & HK BOTH IN GLOBAL FINTECH INDEX

## GBA Ranked #5 in Fintech Hub Index



A New Global Fintech Hub Report Puts China at Top, Silicon Valley in 2nd Place.  
The ranking is produced by the [Sinai Lab from Academy of Internet Finance](https://www.crowdfundinsider.com/2018/07/135851-new-global-fintech-hub-report-puts-china-at-top-silicon-valley-in-2nd-place/) (AIF), Zhejiang University, in partnership with the Zhejiang Association of Internet Finance

Source: <https://www.crowdfundinsider.com/2018/07/135851-new-global-fintech-hub-report-puts-china-at-top-silicon-valley-in-2nd-place/>

## "#125 Shenzhen" & "#22 Hong Kong" Both Make Global Fintech Index



The Annual Deloitte Global Fintech Index includes both Hong Kong, ranked in 22<sup>nd</sup> place, and Shenzhen, ranked as a new entry in 125<sup>th</sup> place.

Source: <https://www2.deloitte.com/uk/en/pages/innovation/articles/a-tale-of-44-cities-global-fintech-hub-federation-gfhf-connecting-global-fintech-hub-report-review.html>

# MAJOR FINTECH CITIES OF THE GBA

## Hong Kong

- As one of the world's **leading international financial centres**, Hong Kong's service-oriented economy is characterised by low taxation, almost free trade and well established international financial market.
- Ranked first as the **freest economy in the world**, and **number one for technical infrastructure**. Starting a business is easy and safe.
- Ranked **third in the latest Global Financial Centres Index** covering 110 cities, just behind London and New York City
- Its markets are well-regarded for operating under **mature, effective, and transparent regulations** that are in line with global standards.
- Uniquely positioned to allow fast and high scalability. Products can be tested quickly by its **hyper-connected population**. The proximity to the GBA provides easy access to manufacturing and supply facilities.
- Entrepreneurs in Hong Kong possess various edges over other cities with unrestricted **access to global markets, international talent, and global startup funding opportunities**.
- With its strong intellectual property law and arbitration arrangements, also has a key role to play as an **intellectual property (IP) hub**.
- Hong Kong's position as **Asia's super connector** is particularly useful for B2B solutions. Hong Kong businesses can assist MNCs in entering the GBA market and other GBA businesses in going global.
- Out of the global 100 banks, **70 have a presence in Hong Kong**, with many decisions made here.
- **Over 200 Fintech startups** operate within Hong Kong

## Shenzhen

- China is in the midst of a major shift towards a service driven economy and nowhere is this truer than in the GBA, where Shenzhen is one of the world's **leading high-tech innovation centres**.
- For most of its history, Shenzhen was a small town in the Pearl River Delta. But its fortunes changed in 1980 when Chinese officials picked the city to become one of China's first **Special Economic Zone**, which provided the city with economic incentives to attract investors.
- At the forefront of **reform and opening up** of China to the world
- Shenzhen is often referred to as Nirvana by hardware-focused companies. The **variety of products and the speed of manufacturing is simply unrivalled**.
- Also referred to as the **Silicon Valley of China**, with an advanced internet and technology sector, and rapid progress in the financial sector.
- Along with Beijing and Shanghai, Shenzhen remains one of the **top three Fintech centres in China**.
- The city is driven by a **focus on innovation, long-term planning and development, and a vibrant entrepreneurial culture**. Generally, it is also cheaper to start a business in this city.
- Shenzhen is now the **number 1 location in China for patents filed**.
- Shenzhen's mayor, Xu Qin, confirmed that Shenzhen will become a **"global innovative center"** as the city shifts investments from manufacturing to research and development in the technology sector.
- In many ways, **Shenzhen has leapfrogged Hong Kong in attracting new-economy companies**. This is due in part to its large supply of engineers and its supportive local government policies.

# MAJOR FINTECH CITIES OF THE GBA

## Guangzhou

- Guangzhou is one of the oldest cities in Guangdong province with over 2,200 years of history. It's also the capital of Guangdong and the most populated city in the PRD megalopolis.
- The city has been at the **forefront of commercial innovation and foreign trade** for centuries.
- Advanced technology industry and the city's developed financial center have made it a **fertile ground for Fintech companies and innovation**.
- The city has launched **4 national financial reform and innovation pilots**, including The PRD Financial Reform and Innovation Pilot; The Guangzhou Green Finance Reform and Innovation Pilot. This makes Guangzhou the Chinese city with the greatest number of regional financial reform and innovation pilots.
- Guangzhou is currently the only green finance pilot zone in the four 'first-tier' cities in China – Beijing, Shanghai, Shenzhen and Guangzhou.
- **Major centre for Blockchain policy development** alongside Beijing and Shanghai.
- Local authorities in Guangzhou plan to build the city into an **innovation centre with international influence by 2020**.
- By the end of 2016, Guangzhou was home to **4,740 hi-tech companies**, of which 2,820 were newly established, an increase that ranked the city second only to Beijing in the country.
- The government is drafting a five-year plan dedicated to **IT, artificial intelligence and biomedicine** and plans to set aside 150 million yuan a year to help with the development of these industries.
- The city government is building a number of **technology parks**, including the Guangzhou Science City

## Zhuhai

- **Special Economic Zone** with a population of 1.2 million
- Creating a development environment to release potential in five fields: **business, financial services, culture, tourism and ecology**.
- Vowed to work with technology parks and business incubators in Hong Kong and Macao to launch technology projects.
- Will support the establishment of **Zhuhai-Hong Kong and Zhuhai-Macao research institutions**, universities and industrial parks, while establishing long-term cooperation mechanisms.

## Foshan

- One of the highest GDP per Capita's in China.
- An **economic powerhouse** with more than seven million inhabitants, it is representative of many of the achievements in the development of China's.
- Foshan has been a **pioneer of China's experimental reform** programs launched by Deng Xiaoping in 1979

## Dongguan

- Dongguan is the 4<sup>th</sup> largest exporting city in China, and 15<sup>th</sup> in terms of GDP.
- Dongguan has launched a **CNY1.5bn (\$217m) fund** looking to boost investment in the region across areas including Fintech.
- The city aims to strike a balance between industry and finance, and has already given **priority to increasing business in financial services**.
- A number of high-tech industrial zones and incubation parks have been established to help develop an innovative scientific industry and upgrade its industrial structure.

# GBA CITY DATA (2017)

## Major Economic Indicators of the Guangdong-Hong Kong-Macao Greater Bay Area (2017)

City	Land Area (km <sup>2</sup> )	Population (mn)	GDP <sup>1</sup> (US\$ bn <sup>3</sup> )	Per-capita GDP (US\$ <sup>3</sup> )	GDP share of tertiary industry (%)	Export (US\$ bn <sup>3</sup> )	Utilised FDI (US\$ bn <sup>3</sup> )
GBA	55,904	69.58	1,513.42	21,750	65.6	1,090.16	140.687
Hong Kong	1,106	7.41	341.41	46,190	92.22	497.29	117.402
Macao	31	0.65	50.36	77,600	93.42	1.41	1.4772
Guangzhou	7,249	14.5	318.15	22,320	70.9	85.7	6.289
Shenzhen	1,997	12.53	331.99	27,120	58.6	244.62	7.401
Foshan	3,798	7.66	141.29	18,450	40.1	46.66	1.623
Dongguan	2,460	8.34	112.18	13,530	52.3	103.97	1.719
Huizhou	11,347	4.78	56.68	11,880	40.7	33.04	1.144
Zhongshan	1,784	3.26	51.05	15,750	47.8	30.41	0.509
Jiangmen	9,505	4.56	39.8	8,740	44.7	15.91	0.511
Zhuhai	1,736	1.77	37.95	22,100	48	27.86	2.433
Zhaoqing	14,891	4.12	32.56	7,940	38.3	3.29	0.181

Note: <sup>1</sup> At current market prices

<sup>2</sup> 2016 figure

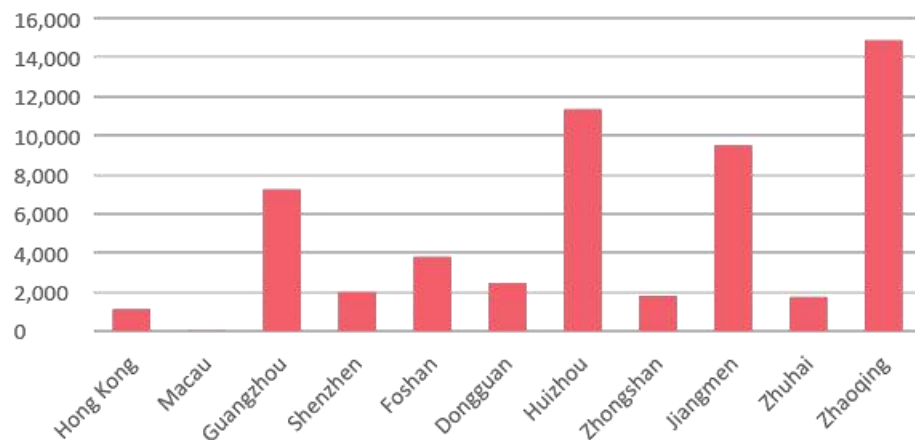
<sup>3</sup> 2017 average exchange rates for USD1 are HKD7.794; RMB6.759; MOP8.026

Source: HKTDC Research

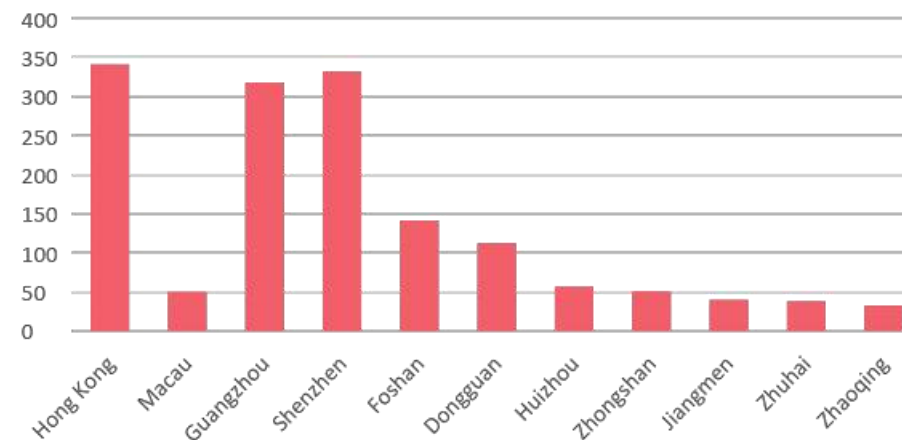
# GBA CITY DATA (2017)

## Major Economic Indicators of the Guangdong-Hong Kong-Macao Greater Bay Area (2017)

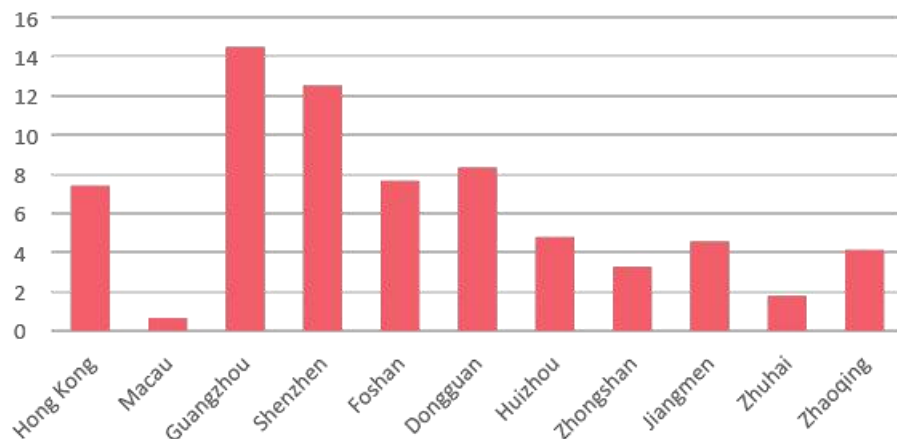
Land Area (km<sup>2</sup>)



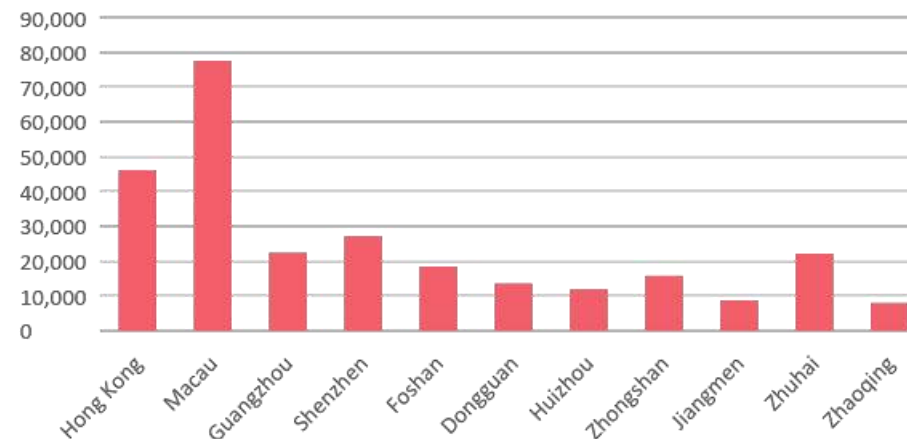
GDP (USD\$ bn)



Population (mn)



GDP per Capita (USD\$)



Note: See last page for data

# GLOBAL BAY AREA DATA

## The World's Major Bay Areas: Statistical Breakdown

	GBA	San Francisco Bay Area	New York Metropolitan Area	Tokyo Bay Area
Land area (sq km)	55,905.50	17,886.40	21,478.50	36,898.30
Population (mn)	69.6	7.6	20.2	44
GDP <sup>1</sup> (US\$ bn)	1,513.40	781.2 <sup>2</sup>	1,657.5 <sup>2</sup>	1,774.2 <sup>3,4</sup>
Real GDP growth (%)	7	5.3 <sup>2</sup>	0.9 <sup>2</sup>	1.9 <sup>3</sup>
Per-capita GDP (US\$)	21,750	1,022,30 <sup>2</sup>	820,50 <sup>2</sup>	40,360 <sup>3,4</sup>
Air passenger traffic (mn passenger-times)	201.7	81.3	132.2	123.9
Air freight traffic (mn tonnes)	7.96	1.18	2.16	3.58
Port container throughput (mn TEUs)	66.48	2.42	6.25 <sup>2</sup>	7.76 <sup>2</sup>
GDP share of tertiary industry (%)	65.6	71.9 <sup>2</sup>	83.3 <sup>2</sup>	77.0 <sup>3</sup>

Note: <sup>1</sup> At current market prices      <sup>2</sup> 2016 figure      <sup>3</sup> 2015 figure      <sup>4</sup> 2015 average exchange rate for USD1 is JPY121.03

The San Francisco Bay Area covers nine counties bordering the San Francisco Bay. The New York Metropolitan Area covers the three cities of New York, Newark and Jersey and 25 surrounding counties. The Tokyo Bay Area covers Tokyo and its seven surrounding prefectures.

Source: HKTDC Research



# GLOBAL BAY AREA DATA

## The World's Major Bay Areas: Statistical Breakdown

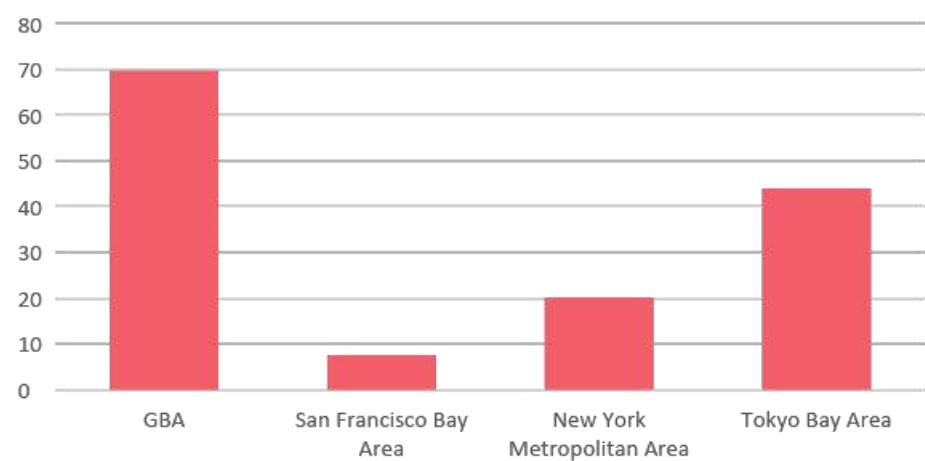
Land Area (Sq km)



GDP (US\$ bn)



Population (mn)



GDP Per-Capita (US\$)



Note: See last page for data



# FINTECH COMPANIES & PROJECTS OF THE GBA

# SELECTED FINTECHS SHENZHEN

Name	Description	Website
<b>CreditEase</b>	CreditEase is a leading Fintech conglomerate in China, specializing in inclusive finance and wealth management, including payment technology, marketplace lending, crowdfunding, robo-advisory, insurance technology, and blockchain products and services.	<a href="http://english.creditease.cn/">http://english.creditease.cn/</a>
<b>Futunn.com</b>	Established in Hong Kong in 2012, FUTUNN.COM provides services to investors engaged in trading of securities listed on the Hong Kong and US stock exchanges. FUTUNN.COM provides services to support the front, middle and back office functions of securities companies.	<a href="http://www.futu5.com">www.futu5.com</a>
<b>Huawei</b>	Leading global provider to the financial services industry with a digital solutions portfolio including Blockchain, IoT, AI, Big Data, Mobile Money, Video Teller, and Open Stack Software Defined Infrastructure and Cloud Computing to enable Open Banking platforms. Huawei currently provides ICT and infrastructure to half of the world's top 20 global banks.	<a href="https://www.huawei.com/en/">https://www.huawei.com/en/</a>
<b>Huize</b>	Huize works with a number of insurers to provide a wide range of insurance products online. Its products include accident insurance, health insurance, life insurance, corporate insurance, auto insurance and home insurance.	<a href="http://www.huize.com">www.huize.com</a>
<b>JFZ Capital Management</b>	Shenzhen JFZ Capital Management (JFK) is an Internet wealth management company that provides services for high net worth individuals	<a href="https://www.jfz.com/">https://www.jfz.com/</a>
<b>Lin Bao You</b>	Lin Bao You allows consumers to book packages online for international trips, including flights, hotels and sightseeing tours, and pay later in monthly installments	<a href="http://www.linbaoyou.com/">http://www.linbaoyou.com/</a>
<b>Linghui Technology</b>	Offers financial services products e.g. mutual funds, PE funds, stocks, bonds, currency funds, and insurance products	<a href="https://www.techinasia.com/talk/walked-away-400k-income-fintech-startup">https://www.techinasia.com/talk/walked-away-400k-income-fintech-startup</a>
<b>Linklogis</b>	Linklogis is a supply chain financing service provider based in China.	<a href="https://www.linklogis.com/#/">https://www.linklogis.com/#/</a>
<b>Niiwoo.com</b>	Shenzhen Niiwoo Financial Information Services Co., Ltd. develops mobile applications for peer-to-peer (P2P) online financial lending.	<a href="http://www.niiwoo.com/">http://www.niiwoo.com/</a>
<b>Ping An</b>	Leading insurance company in China with a strong focus on Financial Technology.	<a href="http://www.pingan.com/">http://www.pingan.com/</a>

# SELECTED FINTECHS SHENZHEN

Name	Description	Website
Samoyed	Samoyed is a Fintech company that offers online financial services to its clients. Its first product, Sheng Bei, provides credit card management, promotion consulting and cross-bank bill payment instalments via low-interest credit cards.	<a href="https://www.smyfinancial.com/">https://www.smyfinancial.com/</a>
Shangpiaquan	Developer and operator of a financial technology service platform. The company provides electronic acceptance bills, bill matching and forwarding services for entities, and funds and asset intelligence services. The platform bill asset end enterprise solution caters to large infrastructure, big transportation, big energy, and other industries.	<a href="https://www.shangpiaquan.com/#/">https://www.shangpiaquan.com/#/</a>
Suishou Technology	Shenzhen Suishou Technology is a mobile finance software subsidiary of Kingdee International Software Group, covering wealth management, consumer loans, credit card applications, securities trading and insurance under its main platforms	<a href="https://www.sui.com/">https://www.sui.com/</a>
Tencent	Tencent is an internet-based technology and cultural enterprise. Tencent owns many subsidiaries including companies that operate withing the Fintech industry.	<a href="https://www.tencent.com/en-us/">https://www.tencent.com/en-us/</a>
Tenpay	Owned by Tencent Group, Tenpay is a third party payment platform. It is committed to providing secure, convenient and professional online payment services for Internet users and businesses.	<a href="http://global.tenpay.com/">http://global.tenpay.com/</a>
Touchouwang	Touchouwang is a real estate platform that offers domestic investment opportunities. The company aims to facilitate transactions by taking illiquid real estate properties and leases and converting them into tradeable, investable securities	<a href="https://www.touchouwang.net/">https://www.touchouwang.net/</a>
Touna.cn	Touna.cn, which means "where to invest" in Chinese, is a Shenzhen-based P2P (peer to peer) lending platform.	<a href="https://www.touna.cn/">https://www.touna.cn/</a>
Viewtran Group	Viewtran Group, formerly Cogo, is a provider of supply chain financial services and enterprise solutions in China	<a href="http://www.viewtran.com/">http://www.viewtran.com/</a>
WeBank	China's first digital-only bank. The company operates in the personal credit and financial management areas and over products such as Credit Particles, the WeBank mobile application, WeCar Credit, and We Zhong Financial Management	<a href="https://www.webank.com/en/">https://www.webank.com/en/</a>
Wei Zhong Shui Yin	Shenzhen Wei Zhong Shui Yin Information Services (Wei Zhong Shui Yin) uses Big Data to provide credit investigation and risk control services	<a href="https://www.vzoom.com/vzoom-common/platform/index.html">https://www.vzoom.com/vzoom-common/platform/index.html</a>
Xiaoying.com	Xiaoying.com is a Fintech company that provides financial services based on mobile internet and big data in China, satisfying the financial needs of borrowers and meeting the investment demands of investors.	<a href="https://www.xiaoying.com/">https://www.xiaoying.com/</a>
ZTE	ZTE Corporation is a Chinese multinational telecommunications equipment and systems company headquartered in Shenzhen, Guangdong, China. It is one of China's leading telecom equipment manufacturers.	<a href="https://www.zte.com.cn/global/">https://www.zte.com.cn/global/</a>

# SELECTED FINTECHS HONG KONG

Name	Description	Website
<b>WeLab</b>	Provider of online mobile lending services intended to provide small consumer loans in China and Hong Kong. The company's online mobile lending services analyses unstructured mobile data within seconds to make credit decisions for individual borrowers.	<a href="https://www.welab.co/en">https://www.welab.co/en</a>
<b>8 Securities</b>	B2C Robo Wealth Management and free stock trading platform for retail customers in Asia.	<a href="https://www.8securities.com/">https://www.8securities.com/</a>
<b>BC Group</b>	Developer of blockchain payment networks designed to help clients harness the advantages of blockchain technology. The company's network uses blockchain technologies to offer permissionless distributed ledger, payment platform and digital asset exchanges as well as foreign exchange and transaction acquiring services.	<a href="https://www.anxintl.com/1">https://www.anxintl.com/1</a>
<b>Block.One</b>	Block.one is an open-source software publisher providing end-to-end solutions to bring businesses onto the blockchain.	<a href="https://block.one/">https://block.one/</a>
<b>CoverGo</b>	Developer of a digital insurance management application designed to offer insurance products. The company's application simplifies the process of understanding, buying and managing insurance policies.	<a href="https://www.covergo.com/en.html">https://www.covergo.com/en.html</a>
<b>FinEx Asia</b>	Global Fintech marketplace connecting Asian investors with high quality, low volatility asset classes, including U.S. consumer lending, a market that was dominated by institutional investors.	<a href="https://finexasia.com/en/">https://finexasia.com/en/</a>
<b>FinFabrik</b>	FinFabrik is a fin tech solutions builder that specializes in capital markets software. FinFabrik develops technology, connects startups and established companies, and provides strategic advice.	<a href="https://www.finfabrik.com/">https://www.finfabrik.com/</a>
<b>Miotech</b>	MioTech is an artificial intelligence platform that empowers financial institutions to better manage and draw insights on their data.	<a href="https://www.miotech.com/en-US/">https://www.miotech.com/en-US/</a>
<b>Neat</b>	Neat is a mobile current account solution for underbanked people and companies in Asia.	<a href="https://www.neat.hk/">https://www.neat.hk/</a>
<b>Quantifeed</b>	Leading provider of digital wealth management solutions to financial institutions in Asia. Its automated investment platform allows banks and wealth planners to offer customers a white-labelled digital investing experience.	<a href="https://www.quantifeed.com/">https://www.quantifeed.com/</a>
<b>Sense Time</b>	World leader in artificial intelligence and deep learning. The company is currently the leader in many fields in the industry, including total amount of financing and highest valuation.	<a href="https://www.sensetime.com/">https://www.sensetime.com/</a>
<b>TNG</b>	Hong Kong's leading e-wallet. The app features instant money transfer, forex, bank transfer, and global bill payment. TNG Wallet's network counts 13 countries, 852 banks and over 183,000 cash pick-up points.	<a href="https://www.tngwallet.hk/en/home">https://www.tngwallet.hk/en/home</a>

# OTHER SELECTED GBA FINTECHS

Name	Location	Description	Website
Tuandaiwang	Dongguan	Operator of a P2P lending platform started to provide users higher investment return rate than traditional saving rates.	<a href="https://www.tuandai.com/">https://www.tuandai.com/</a>
Chaojiaoyi	Guangzhou	financial analysis, investment tools, social trading platform, tmt, trading platform	<a href="https://www.f6s.com/chaojiaoyi">https://www.f6s.com/chaojiaoyi</a>
Fanhua	Guangzhou	Provider of online to offline financial services. The company provides property, casualty and life insurance products underwritten by domestic and foreign insurance companies operating in China and provides insurance claims adjusting as well as other insurance related services.	<a href="http://www.fanhua Holdings.com/">http://www.fanhua Holdings.com/</a>
Guangdong Wangjin	Guangzhou	Guangdong Wangjin builds and operates online finance platforms for Chinese banks and insurers	<a href="http://www.ucsmv.com/">http://www.ucsmv.com/</a>
PPmoney	Guangzhou	Developer of online wealth management platform designed to provide a safe, efficient, personalized internet financial services.	<a href="https://www.ppmoney.com/">https://www.ppmoney.com/</a>
WeChat Pay	Guangzhou	Online payment network for users of WeChat, China's largest mobile messaging network.	<a href="https://www.crunchbase.com/organization/wechat#section-overview">https://www.crunchbase.com/organization/wechat#section-overview</a>
WTOIP International	Guangzhou	Developer of an entrepreneurial resource sharing and trading platform with a focus on intellectual property designed to facilitate IP commercialization, industrialization, financialization, and popularization in order to generate profit and commercial value in the process of IP circulation and industrialization respectively.	<a href="https://en.wtoip.com/">https://en.wtoip.com/</a>

# SELECTED GBA BLOCKCHAIN PROJECTS

**eTrade Connect.** HKMA / MAS joint development of the Global Trade Connectivity Network, a cross-border financial infrastructure platform based on distributed ledger technology. Collaboration between HKMA, MAS, Ping An Technologies, and 7 major banks.

Trade finance involves many stakeholders, including buyers and sellers, and their respective banks, shipping companies, and government authorities.

Trade finance across borders in the GBA is complex because the area encompasses three separate jurisdictions. We expect that this platform will be extended to include the huge volumes of cross border trade emanating from the Greater Bay Area.

**FISCO.** Based in Shenzhen, FISCO is one of the largest blockchain consortiums in China. Founding members include WeBank, Tencent ZTE, and Huawei, among many others, and membership has since grown to 100+ members, including large banks. The new **BCOS** products, developed by FISCO, is a coinless, opensource blockchain platform built to challenge Hyperledger Fabric and R3 Corda.

**Bay Area Trade Finance Blockchain Platform.** The platform is aimed at conducting trade and financing activities, such as accounts receivable and trade financing. At the same time, the platform provides a regulatory system for trade finance to enable real-time monitoring of various financial activities.

According to Shanghai Securities News, the platform plans to create an “open financial and trade ecosystem based on the Guangdong, Hong Kong, and Macao Bay Area.” The organizations involved in the platform include Bank of China, China Construction Bank, China Merchants Bank, Ping An Bank, Standard Chartered Bank, and BYD Co., Ltd.

**HKEX HK/SZ Blockchain Trade Settlement.** The Hong Kong Stock Exchange (HKEX) has teamed up with distributed ledger startup Digital Asset to develop a blockchain platform for post-trade processing. The two firms are exploring the development of a blockchain-powered platform for HKEX’s Northbound Stock Connect program

The system enables the real-time synchronization of post-trade status between asset managers, brokers, custodians and the Hong Kong Securities Clearing Company Limited – HKEX’s securities clearing house.

**Guangdong, Hong Kong and Macao Dawan District Blockchain Alliance.** Initiated by the Guangzhou City Blockchain Industry Association, the Hong Kong Blockchain Industry Association, and the Macao University Innovation Centre. It involves 54 companies and covers finance, funds, exchanges, insurance, and trading. The project is backed by the PBoC.

**Tencent Digital Invoice Solution.** In attempts to fightback against counterfeit invoices, Chinese internet giant Tencent has teamed up with the Shenzhen branch of the State Administration of Taxation to develop a blockchain-based digital invoice solution, which is designed to protect the authenticity of invoices by tracking the process of issuance and circulation.

# SHENZHEN-HONG KONG FINTECH AWARD WINNERS 2018

Shenzhen-Hong Kong Financial Collaborative Innovation Award

Awarded by the Office of Financial Development Service of Shenzhen and Hong Kong Monetary Authority

Prize	Organisation	City	Initiatives
1 <sup>st</sup>	<ul style="list-style-type: none"><li>Shenzhen Stock Exchange</li><li>China Securities Depository and Clearing Corporation Limited</li></ul>	Shenzhen	Shenzhen-Hong Kong Stock Connect
2 <sup>nd</sup>	<ul style="list-style-type: none"><li>Hong Kong Interbank Clearing Limited</li><li>Shenzhen Financial Electronic Settlement Center Co., Ltd</li></ul>	Hong Kong	Joint e-Cheque clearing between Hong Kong and Shenzhen
2 <sup>nd</sup>	<ul style="list-style-type: none"><li>China CITIC Bank International Limited</li></ul>	Hong Kong	WeChat Pay Small-value funds transfers and payments
3 <sup>rd</sup>	<ul style="list-style-type: none"><li>China CITIC Bank Corporation Limited Shenzhen Branch</li></ul>	Shenzhen	Personal cross-border RMB salary pass
3 <sup>rd</sup>	<ul style="list-style-type: none"><li>The Hongkong and Shanghai Banking Corporation Limited</li><li>HSBC Bank (China) Company Limited</li></ul>	Hong Kong	Guangdong-Hong Kong comprehensive fund management solution
3 <sup>rd</sup>	<ul style="list-style-type: none"><li>China Merchants Fund Management Co.,Ltd.</li><li>CMS Asset Management (HK)</li></ul>	Shenzhen	CMS Shenzhen-Hong Kong integrated global opportunity asset allocation platform

The competition is a joint initiative between the HKMA and the OFDS with a view to further deepening financial cooperation between Hong Kong and Shenzhen, promoting research and application of Fintech in the two cities, and recognising financial institutions that apply Fintech in new products, promote financial inclusion, and improve the overall efficiency of financial services. <https://www.hkma.gov.hk/media/eng/doc/key-information/press-release/2018/20180605e6a1.pdf>



# SHENZHEN-HONG KONG FINTECH AWARD WINNERS 2018

## Fintech Initiatives Award

Awarded by the Office of Financial Development Service of Shenzhen and Hong Kong Monetary Authority

Prize	Organisation	City	Initiatives
1 <sup>st</sup>	<ul style="list-style-type: none"><li>People's Bank of China Fintech research institute</li></ul>	Shenzhen	Digital currency prototype application research
2 <sup>nd</sup>	<ul style="list-style-type: none"><li>Ping An Technology (Shenzhen) Co., Ltd.</li></ul>	Shenzhen	Ping An Technology multimodal identity authentication
2 <sup>nd</sup>	<ul style="list-style-type: none"><li>Shenzhen Qianhai Weizhong Bank Co.,Ltd.</li></ul>	Shenzhen	WeBank Customer Chatbot
3 <sup>rd</sup>	<ul style="list-style-type: none"><li>Bank of China (Hong Kong) Limited</li></ul>	Hong Kong	Blockchain application Mortgage valuation process optimisation
3 <sup>rd</sup>	<ul style="list-style-type: none"><li>Merchants Union Consumer Finance Company Limited.</li></ul>	Shenzhen	Merchants Union GPS anti-fraud fishing net and machine learning application
3 <sup>rd</sup>	<ul style="list-style-type: none"><li>Shenzhen Qianhai Aviation Shipping Trade Center Co., Ltd</li><li>China-Europe FinTech Innovation Lab</li></ul>	Shenzhen	Blockchain-based aviation and shipping settlement and data service platform
3 <sup>rd</sup>	<ul style="list-style-type: none"><li>FWD Life Insurance Company (Bermuda) Limited</li></ul>	Hong Kong	FWD Instant Withdrawal Service

The competition is a joint initiative between the HKMA and the OFDS with a view to further deepening financial cooperation between Hong Kong and Shenzhen, promoting research and application of Fintech in the two cities, and recognising financial institutions that apply Fintech in new products, promote financial inclusion, and improve the overall efficiency of financial services. <https://www.hkma.gov.hk/media/eng/doc/key-information/press-release/2018/20180605e6a1.pdf>

# POLICY & REGULATORY INITIATIVES

# REGULATORY BODIES – MAINLAND CHINA

## Main Regulatory Bodies

### People's Bank of China (PBoC).

- Central Bank of People's Republic of China. Responsible for carrying out monetary policy and regulation of financial institutions in China.
- **Role in Fintech: Third party fund payments and transfer.**

### Securities Regulatory Commission (CSRC).

- Main regulator of securities in China.
- **Role in Fintech: Crowdfunding and online fund products**

### Banking & Insurance Regulatory Commission (CBIRC).

- Supervises the establishment and ongoing business activities of banking and insurance institutions.
- **Role in Fintech: P2P Online lending, online trust products, online consumer finance, internet insurance**

## Fintech Initiatives

### China Central Bank FinTech Committee

In May 2017, China People's Bank has established China Central Bank FinTech Committee, in order to reinforce the regulation, research and planning, as well as the coordination for FinTech industry in China

#### Function 1

- Organize research to understand the impact of Fintech on monetary policy, capital market, finance market stability, payment and liquidation.
- Provide strategic planning and policy on the FinTech development in China

#### Function 2

- Reinforce international collaboration and establish a mechanism in managing Fintech innovation that fits China context. Ensure risk management and development, as well as the adoption of Fintech in financial markets.

#### Function 3

- Reinforce the adoption of RegTech. Leverage technology driving regulatory tools such as big data analysis, A.I. , Cloud Computing to enable financial risk management capability

# REGULATORY BODIES – HONG KONG

## Main Regulatory Bodies

### Securities and Futures Commission (SFC)

- Independent statutory body charged with regulating the securities and futures markets in Hong Kong.
- **Role in Fintech: Digital assets and online investing.**

### Hong Kong Monetary Authority (HKMA)

- The HKMA's primary objective is to ensure the stability of the Hong Kong currency, and the banking system. It is also responsible for promoting the efficiency, integrity and development of the financial system.
- **Role in Fintech: Virtual banking and payments.**

### Customs & Excise Department

- Regulates and supervises the Money Service Operators (MSO) (i.e. remittance agents and money changers) and supervise licensed MSOs' compliance with the customer due diligence and record-keeping obligations.
- **Role in Fintech: AML and cross-border fund transfer.**

### Insurance Authority

- Regulates and supervises the insurance industry for the promotion of the general stability of the insurance industry and for the protection of existing and potential policy holders.
- **Role in Fintech: Internet insurance.**

### Mandatory Provident Fund Authority

- Regulates and supervises the operations of mandatory provident fund (MPF) schemes and occupational retirement (ORSO) schemes.
- **Role in Fintech: Online retirement management benefits, new eMPF initiative and Centralized Platform.**

## Select Fintech Initiatives

### Hong Kong SAR Fintech Facilitation Office (FFO)

Established to facilitate the healthy development of the Fintech ecosystem in HK and to promote HK as a Fintech hub in Asia.

### HKMA Fintech Supervisory Sandbox (FSS)

Allows banks to conduct testing and trial of newly developed technologies and applications on a pilot basis. Within the Sandbox, firms can try out their new FinTech products without the need to achieve full compliance with the HKMA's usual supervisory requirements.

### SFC FinTech Advisory Group

Formed to facilitate the FinTech Contact Point in order to:

- Obtain information on the latest trends of FinTech;
- Collect stakeholders' input on specific FinTech themes.
- Identify the opportunities, risks and regulatory perimeter implications of FinTech.
- Broaden the understanding of FinTech as a revolution of the financial services industry.

### SFC Regulatory Sandbox

Established to provide a confined regulatory environment for qualified firms<sup>1</sup> to operate regulated activities under the SFO before Fintech is used on a fuller scale.

### Insurance Authority Insurtech Sandbox

The IA launched an Insurtech Sandbox on 29 September 2017 to facilitate a pilot run of innovative Insurtech applications by authorized insurers to be applied in their business operations.

### Insurance Authority Authorization Fast Track

The IA launched a pilot scheme Fast Track on 29 September 2017 to expedite applications for new authorization to carry on insurance business in or from Hong Kong using solely digital distribution channels as a means to promote the development of Insurtech in Hong Kong

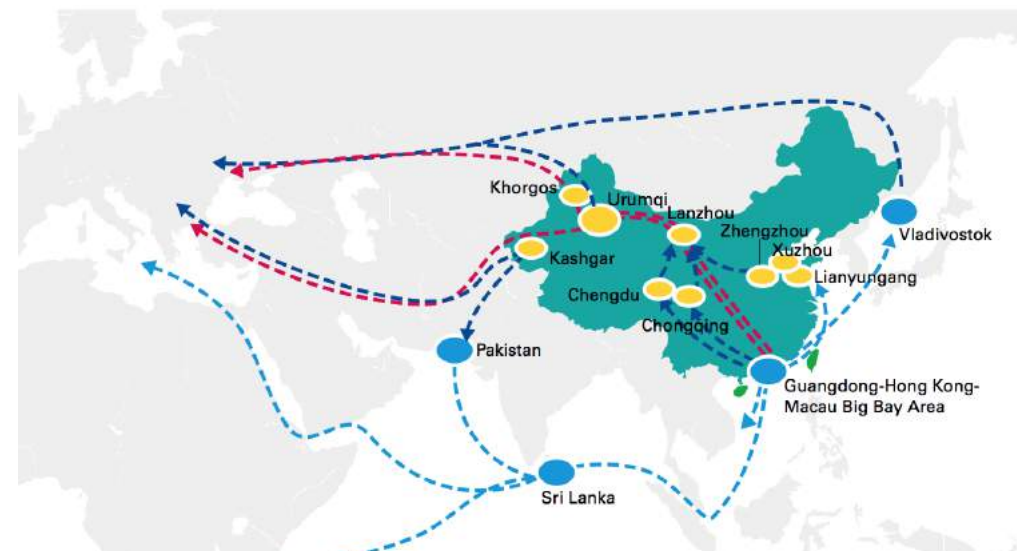
# HKMA SETS THE TONE FOR CHANGE WITH ITS SMART BANKING AGENDA

1. Faster Payment Systems (FPS)
2. Enhanced Fintech Supervisory Sandbox (FSS) 2.0
3. Promotion of Virtual Banking
4. Banking Made Easy Initiative
5. Open Application Programming Interface (API)
6. Closer Cross-Border Collaboration
7. Enhanced Research and Talent Development

# GBA IS THE "BUCKLE" IN THE BELT & ROAD

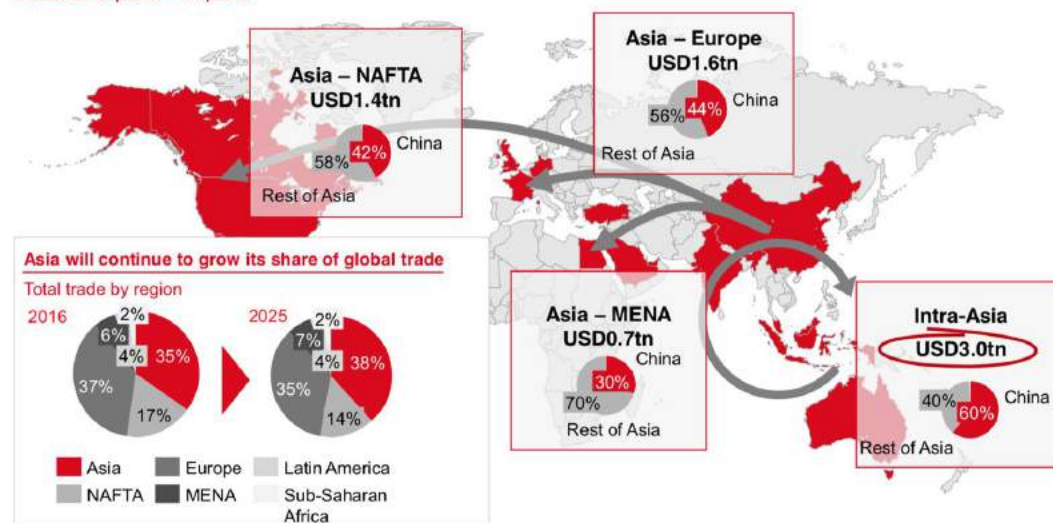
- The GBA will act as the metaphorical 'buckle' in the belt and road initiative.
- In autumn 2013, President of the PRC, Xi Jinping, announced the One Belt, One Road (OBOR) initiative made up of **"The Silk Road Economic Belt"** and **"The 21st Century Maritime Silk Road"**.
- Who's Involved: **65 countries; 4.4 billion people; 63% of world's population; 40% of global GDP.**
- President Xi Jinping's strategic initiative explained how the **GBA can seize a key role** in the initiative.
- As the GBA area develops, its influence is likely to extend beyond the geographical boundaries of its city cluster to play a key role in China's Belt and Road Initiative, serving as a key link connecting countries along the 21st century Maritime Silk Road.
- The development of the GBA should also act as a catalyst for China's Belt and Road Initiative.
- China's trade with countries along the Belt and Road is expected to **surpass USD2.5tn by 2025.**

Source: PWC



Regional trade corridors 2016

Value of exports + imports



Source: Oxford Economics, UNCTAD, Global Insight

# ECONOMIC INTEGRATION KEY FOR FURTHER FINTECH DEVELOPMENT

## One Country, Two Systems

- "One Country, Two Systems" is a constitutional principal formulated by Deng Xiaoping in the early 1980s.
- Hong Kong and Macao would be allowed their own economic and administrative systems for a period of 50 years.
- The rest of China uses the Socialism with Chinese Characteristics system.
- Under the principle, each of the two regions could continue to have its own governmental system, legal, economic and financial affairs, including trade relations with foreign countries.

## Closer Economic Partnership Agreement (CEPA)

- The Mainland and Hong Kong "Closer Economic Partnership Arrangement" (CEPA) is the first free trade agreement ever concluded by the Mainland of China and Hong Kong in 2003.
- CEPA opens up huge markets for Hong Kong goods and services, greatly enhancing the already close economic cooperation and integration between the Mainland and Hong Kong.
- For Hong Kong, CEPA provides a window of opportunity for Hong Kong businesses to gain greater access to the Mainland market.
- CEPA also benefits the Mainland as Hong Kong serves as a perfect "springboard" for Mainland enterprises to reach out to the global market and accelerating the Mainland's full integration with the world economy.
- Foreign investors are also welcome to establish businesses in Hong Kong to leverage on the CEPA benefits and join hands in tapping the vast opportunities of the Mainland market.



# "INTERNET+" DRIVING FINTECH ADOPTION IN CHINA

- The growth of the internet is having a massive effect on transforming and modernizing Chinese industries and businesses. So much so that the Chinese government has created its own **"Internet Plus"** initiative to transform, modernize and equip traditional industries to join the modern economy.
- The central government launched the initiative to **foster further growth in China's mobile internet, e-commerce, Big Data, Internet of Things, and Cloud Computing sectors** as part of a wider effort aimed at stimulating the economy.
- For businesses hoping to enter the Chinese market, understanding Internet Plus is a critical component to achieving success.
- The Internet Plus roadmap is a five-year plan to integrate cloud computing, big data and IoT with a **variety of traditional industries from manufacturing to commerce, internet banking, agriculture and many others.**
- Internet Plus is made up of several different factors:
  - **More funds for research and development**, reaching 2.5 percent of GDP through 2020
  - **Decreased dependency** on non-domestic technology innovation
  - **Access** to 100 MB/s internet connections for people in large cities
  - **Broadband connectivity** to reach 98 percent of population
  - More funds for **promoting business** development and **innovation**

# FINTECH INCLUDED IN CHINA'S NATIONAL PLAN

China's central government elaborated on its support for FinTech in its 13<sup>th</sup> National 5-year development plan

## "Top 5 Tasks in Financial Markets"

1. Well establish a comprehensive infrastructure for financial development and enhance the cornerstone of financial services. Including the overall promotion of **payment and settlement, custody and settlement, financial market transactions, transaction reports, financial statistics, credit reporting, anti-money laundering, Treasury and other national financial information infrastructure construction.**
2. Improve the **network security protection system** and safety management capabilities. It includes improving the safety production capacity of the financial information system, and implementing the network security law.
3. Promote the **application of new technologies and promote the development of financial innovation.** Need to strengthen the research and application of cloud computing, large data, block chains and artificial intelligence, and promote the development of financial technology and regulatory technology.
4. Establish detail around the strategy of **financial standardization** and support the healthy development of the financial industry. It mainly refers to establishing and improving the standard system of financial industry.
5. Optimize the **financial information technology governance system** and enhance the level of information technology services.

# CAPITAL MARKETS & FUNDING



# CAPITAL MARKET CONNECTIVITY ESSENTIAL FOR CROSS-BORDER FUNDING

## Stock Connect

- The Shanghai-Hong Kong Stock Connect (**Shanghai Connect**) and the Shenzhen-Hong Kong Stock Connect (**Shenzhen Connect**) were launched in 2014 and 2016 respectively.
- Stock Connect has become the **undisputed platform** of choice for international investors seeking access to China's equity markets and for Chinese investors diversifying their equity through Hong Kong.
- From May 2018, the Northbound daily quota has been increased for each to RMB52 billion; and the Southbound daily quota has been increased for each to RMB42 billion.
- The **Shanghai-London Stock Connect** is expected to commence in 2019. The scheme is a clear sign of mainland China's ongoing efforts to open its financial markets to the rest of the world.

## Bond Connect

- Northbound Trading of **Bond Connect** commenced in 2017, allowing eligible overseas investors to invest in the Mainland's interbank bond market. Approximately one and a half year since its launch, the number of registered overseas investors has already reached 450. The scheme has already attracted 28 out of the global top 100 asset managers.

- Bond Connect provides a simplified and streamlined mechanism for international investors to participate in China's onshore bond market. The program was recognised by GlobalRMB publication as the Most Impressive Innovation of 2018.

The full implementation of real-time Delivery versus Payment (DvP) settlement and Block Trade Allocations are key conditions for the inclusion of the Chinese bond market into global bond indices, which is expected to accelerate participation in Bond Connect by global investors.

## Mutual Funds

- The implementation of **the Mainland-Hong Kong Mutual Recognition of Funds arrangement in 2015** helps enhance the opening up of the Mainland's capital account, promote the internationalisation of the RMB, and reinforce Hong Kong's position as an international financial centre and the global offshore RMB business hub.

## Currency

In July 2017, Hong Kong's Renminbi Qualified Foreign Institutional Investor (**RQFII**) quota was expanded to RMB500 billion. Hong Kong's RQFII quota remains the largest in the world, reinforcing its role as an intermediary to facilitate overseas investors' participation in the Mainland financial markets.

# TOP CHINA FINTECH INVESTORS

The most active Fintech investors in China

Most Active Investors	Top Fintech Deals
Source Code Capital	Qudian, Smart Finance Group, INK, feidee.com, Nongfenqi, Huifenqi, zichan360, licai.com, Lantouzi, Xiao Hu Group, juaicai.com, BMQB.com, ABC Fintech, Lean Work
IDG	China UMS, Qingsongchou, Shuidihuzhu, EasyTransfer, Tongdun, Qiandai, Tongbanjie, wacai.com, Wecash, 100credit.com, Yixin, Formax, TransferEasy
Sequoia	ddjf.com, Shoujidai, Xiaoyusan Insurance, Zhongan, Pai Pai Dai, Jinfuzi, feidee.com, 19pay, rong360.com
BANYAN Capital	Zhongrongjin, Qiandai, Shuidihuzhu, Yuanbaopu, Qinbao, QuantGroup, Jcaimao
BAI	Yixin Group, Fenqile, Nongfenqi, Meixin Global, Bigo Live, Baca, Linklogis
Marathon Venture Partners	Baozhunniu, Knowlegene, ejsino.com, Cihon, gevent.com, au23.cn, Totodi
Bluerun Ventures	Qudian, Shuidihuzhu, au23.cn, Totodi
Qiming Ventures	ABC Fintech, wacai.com, SequoiaDB
China Creation Ventures	Id5.cn, Yixin, Sinowel, rong360.com
Vertex Ventures	InstaReM, Turnkey Lender, Maxent

Source: China Internet Report 2018, <https://www.abacusnews.com/china-internet-report/>

# CHINA FINTECH FUNDING

## Chinese Fintechs with the most funding

Company	Total Funding (USD \$ m)	Selected Investors
Ant Financial	14,500	China Development Industrial Bank, Alibaba Group, National Social Security Fund, CCB International, Primavera Capital Group, China Investment Corporation
JD Finance	3,000	CICC, Sequoia Capital, China Taiping Insurance, Oils and Foodstuffs Corporation, China Creation Ventures, Harvest Global Investments, China National Cereals
Lufax	1,700	CICC, COFCO, CDH Investments, China MingSheng Bank, Guotai Junan Securities, Arbor Ventures, BlackPine Private Equity Partners
U51.com	825	Yintai Group, Shunwei Capital, JD, Meridian Capital China, Xinhua Zhongbao, Tiantu Capital, GGV Capital, Harvest Capital
Jiedaibao	694	JD Capital
OneConnect	650	SBI, IDG Ventures, Ping An
CGTZ	521	Geo-Jade Petroleum, China Media Capital, Guangzhou YUEXIU Industrial Investment Fund, Shunwei Capital
Dianrong	509	Standard Chartered Bank, EG Capital Advisors, CITIC Securities, Max Giant Capital, GIC, Bohai Leasing, Sun Hung Kai Properties, China Fintech Fund, Cross Pacific Capital Partners, Norther Light Venture Capital
WeBank	450	WI Harper Group, Temasek
Dashu Finance	211	PAG, Primavera Capital Group, Sequoia Capital

Source: China Internet Report 2018, <https://www.abacusnews.com/china-internet-report/>

# NEW FUND TO BOOST TECH DEVELOPMENT AND INNOVATION IN THE GBA

The **Greater Bay Area Homeland Development Fund** was recently launched by Hong Kong's business community to boost GBA technology development and innovation.

With a planned capital volume of over **HK\$100 billion**, it will provide financial support to high-tech enterprises in the region.

The fund will also provide help to these enterprises to export products to overseas markets backed by the mass production capacity of Guangzhou and Shenzhen.

The foundation will also set up a data platform. This would provide information about patents, intellectual property transactions and world experts.

Moreover, it will also bring top technology companies to the city and set up laboratories or research centers in Hong Kong. This will consolidate the SAR's leading edge in medical health, artificial intelligence and medical technology

The development fund will help Hong Kong's competitive industries such as healthcare and education spread their influence into the Bay Area.

According to the Greater Bay Area Homeland Investments, the fund was initiated by various groups in the business sector, including large-scale mainland enterprises stationed in the special administrative region, Hong Kong companies, mainland private firms and new economy enterprises.



## SUPPORTING ECOSYSTEM

A talent pool is a foundation of any competitive hub, and the GBA's Fintech community is unmatched in its vibrancy. There is a plethora of events, meetups, organizations, virtual hubs, and academic institutions.

They're specifically tailored to facilitate top talent development and acquisition, as well as create a conducive environment for business to adopt and push innovation into the market.

# ACCELERATORS & INCUBATORS

Name	Location	Description	Website
Accenture Fintech Innovation Lab	Hong Kong	Brings together young FinTech companies with senior executives from financial institutions across Asia.	<a href="http://www.fintechinnovationlab.com/">http://www.fintechinnovationlab.com/</a>
Alibaba Jumpstarter	Hong Kong / Shenzhen	JUMPSTARTER is a startup platform for all entrepreneurs and young people to jump start their dreams in Hong Kong. It is also a first-of-its-kind startup event where we unite entrepreneurs, corporates and investors to build, empower and boost Hong Kong's startup ecosystem and entrepreneurship.	<a href="https://www.jumpstarter.hk/en/about">https://www.jumpstarter.hk/en/about</a>
Cyberport Incubation	Hong Kong	Cyberport Incubation Programme is a free incubation programme for early-stage Hong Kong startups. Participating startups can get up to HK\$330,000 support over 24 months. Incubatees will also have access to a rent-free workspace at Cyberport for up to 24 months, subsidised legal consultancy services, monthly salary subsidies and networking opportunities.	<a href="https://www.cyberport.hk/en/about_cyberport_cyberport_entrepreneurs/cyberport_incubation_programme">https://www.cyberport.hk/en/about_cyberport_cyberport_entrepreneurs/cyberport_incubation_programme</a>
DBS Accelerator	Hong Kong	Targeted at Fintech-focused startups at the seed through Series B stages, addressing areas of focus: digital channel experience, compliance monitoring, credit digitalization, customer engagement and cybersecurity.	<a href="http://www.dbs-accelerator.com/">http://www.dbs-accelerator.com/</a>
Hande Finmaker	Shenzhen	Incubator and fund. Hande Finmaker is a pioneering platform focused on developing cutting-edge financial technologies. It brings together leading international R&D experts, prominent bankers and innovative technologies in order to deliver technology solutions and consulting services to Chinese financial institutions.	<a href="https://www.szhdfh.com/">https://www.szhdfh.com/</a>
PingAn-Sparklabs Fin+Tech Accelerator	Shenzhen	The program is a collaboration between Ping An Group and SparkLabs. The accelerator is dedicated to providing innovative transformation of modern finance by nurturing global advanced technologies.	<a href="http://www.sparklabsgroup.com/accelerator-fintech.html">http://www.sparklabsgroup.com/accelerator-fintech.html</a>
Plug + Play Tech Centre	Shenzhen	HQ'd in Silicon Valley with operations in Shenzhen. 12-week accelerator program that runs twice a year connecting the best early-to-growth stage startups to the world's largest financial institutions.	<a href="https://www.pluginplaytechcenter.com/locations/">https://www.pluginplaytechcenter.com/locations/</a>
Supercharger	Hong Kong	Intake of 8 companies per year for 12-week program. Powered by Standard Chartered Bank, Fidelity International, and supporting organizations like Baker McKenzie, VISA, Microsoft, HKEX and Thomson Reuters.	<a href="https://www.fintechsupercharger.com/">https://www.fintechsupercharger.com/</a>
Tencent WeStart	Shenzhen	Tencent WeStart seeks to create a global ecosystem for startup enterprises by offering a unique platform for them to build and grow their businesses.	<a href="https://westart.tencent.com/">https://westart.tencent.com/</a>
Zeroth AI	Hong Kong	Zeroth is an accelerator for early-stage start-ups in Asia. It primarily invests in AI technology. Zeroth seeks to invest between USD20,000 and USD120,000 in funding in exchange for a six percent stake in the company.	<a href="https://www.zeroth.ai/">https://www.zeroth.ai/</a>

# TOP UNIVERSITIES

## Hong Kong Universities

Name	Fintech Course	HK Rank*	World Rank*	Website
The University of Hong Kong	Fintech Course starting 2019; Online Fintech MOOC	1	36	<a href="https://www.hku.hk/">https://www.hku.hk/</a>
HKUST	FinTech for Non-Technical Executives and Professionals program	2	41	<a href="https://www.ust.hk/">https://www.ust.hk/</a>
The Chinese University of Hong Kong	Offers a 4 Year undergraduate program in FinTech	3	53	<a href="http://www.cuhk.edu.hk/english/index.html">http://www.cuhk.edu.hk/english/index.html</a>
City University of Hong Kong	CityU has experience organizing workshops and festivals for FinTech-focused professionals	4	=110	<a href="https://www.cityu.edu.hk/">https://www.cityu.edu.hk/</a>
Polytechnic University	Subjects include Programming for FinTech Applications, Computer Systems Security, Business Finance, FinTech Seminar.	5	159	<a href="https://www.polyu.edu.hk/web/en/home/index.html">https://www.polyu.edu.hk/web/en/home/index.html</a>
Hong Kong Baptist University	Offers a <a href="#">Contemporary Issues in Finance: FinTech</a> course	6	401-500	<a href="https://www.hkbu.edu.hk">https://www.hkbu.edu.hk</a>

## Guangdong Universities

City	Name	China Rank*	World Rank*	Website
Guangzhou	Sun Yat Sen University	=8	301-350	<a href="http://sysu.edu.cn/2012/en/index.htm">http://sysu.edu.cn/2012/en/index.htm</a>
Shenzhen	South University of Science and Technology of China	=8	301-350	<a href="http://sustc.edu.cn/en/">http://sustc.edu.cn/en/</a>
Guangzhou	South China University of Technology	15	501-600	<a href="https://www.scut.edu.cn/en/">https://www.scut.edu.cn/en/</a>
Shenzhen	Shenzhen University	26	601-800	<a href="https://www1.szu.edu.cn/2014/en/">https://www1.szu.edu.cn/2014/en/</a>
Guangzhou	Jinan University	43	801-1000	<a href="https://english.jnu.edu.cn/">https://english.jnu.edu.cn/</a>
Shantou	Shantou University	43	801-1000	<a href="http://english.stu.edu.cn/index.php">http://english.stu.edu.cn/index.php</a>

\*Times Higher Education, Hong Kong: <https://www.timeshighereducation.com/student/best-universities/best-universities-hong-kong>

# FINTECH BUSINESS CENTRES

City	Name	Description	Website
Guangdong	China Fintech Incubation Zone	Opened December 2018: 120 sq km of aggregate Fintech office space housing 20 company headquarters.	<a href="https://cointelegraph.com/news/chinese-fintech-incubation-zone-officially-begins-operations-in-guangdong-province">https://cointelegraph.com/news/chinese-fintech-incubation-zone-officially-begins-operations-in-guangdong-province</a>
Hong Kong	Cyberport	Dedicated Fintech centre with over 43,000 sqft of space. It describes itself as a "creative digital community" with a cluster of technology and digital content tenants. Cyberport has incubated and funded over 320 startup companies since inception in 2007	<a href="https://www.cyberport.hk/en">https://www.cyberport.hk/en</a>
Hong Kong	Science Park	Campus-like environment of 330,000 square metres marketed for high-technology enterprises. Designed to accommodate companies of all sizes and stages of development to promote interaction and innovation.	<a href="https://www.hkstp.org/en">https://www.hkstp.org/en</a>
Hong Kong + Shenzhen	Lok Ma Chau Loop Park	Proposed Innovation and technology park on the border of Hong Kong and Shenzhen.	<a href="https://en.wikipedia.org/wiki/Lok_Ma_Chau_Loop">https://en.wikipedia.org/wiki/Lok_Ma_Chau_Loop</a>
Shenzhen	Qianhai Investment Zone	Commercial development in Shenzhen, Guangdong that is also known as Qianhai New District.	<a href="https://en.wikipedia.org/wiki/Qianhai">https://en.wikipedia.org/wiki/Qianhai</a>

# SELECTED FINTECH EVENTS

City	Name	Description	Website
Hong Kong / Shenzhen	Hong Kong Fintech Week	World's first cross-border Fintech Event	<a href="https://www.fintechweek.hk/">https://www.fintechweek.hk/</a>
Hong Kong	Fintech Association Hong Kong	Various events	<a href="https://ftahk.org/">https://ftahk.org/</a>
Hong Kong	DigFin Group	DigFin is the leading online publication for digital finance in Asia. Annual Fintech Awards and Various Fintech Events	<a href="http://www.digfingroup.com/">www.digfingroup.com/</a>
Hong Kong	Rise	RISE is produced by the team behind Web Summit.	<a href="https://riseconf.com/">https://riseconf.com/</a>
Hong Kong	Nexchange	Fintech 020 / Blockchain 020	<a href="https://nexchange.com/">https://nexchange.com/</a>
Shenzhen	Shenzhen International Financial Exposition (FinExpo)	Major Finance and Fintech event in China	<a href="http://www.financeshow.cn/en/">http://www.financeshow.cn/en/</a>
Guangzhou	iMoney Expo	Payment Fintech conference	<a href="https://bravenewcoin.com/events/imoney-expo-2018">https://bravenewcoin.com/events/imoney-expo-2018</a>
Macao	Future Fintech Asia	Focus on educating people on Blockchain Technology, Security, and Cryptocurrency	<a href="http://www.futurefintechasia.com/">http://www.futurefintechasia.com/</a>

# The GBA Fintech Report 2019



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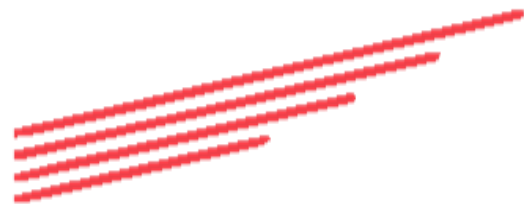
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