

15 September 2021

HSBC Vietnam facilitates international investment in VNLIFE, Vietnam's second unicorn

*** Landmark investment underscores global interest in Vietnam's dynamic fin-tech industry ***

*** Transaction further highlights HSBC's ability to support foreign investment into Vietnam and fuel the growth of dynamic startups ***

(Ho Chi Minh City) – HSBC Bank (Vietnam) Ltd. (HSBC Vietnam) supported General Atlantic and Dragoneer Investment Group in co-leading a ~US\$250 million Series B in VNLIFE, a local tech startup operating in banking enablement, digital payment, online travel and new retail. This injection of capital is expected to accelerate the growth of VNLIFE's existing businesses and support its development of new platforms and technologies to better serve its merchant partners and Vietnamese consumers.

Specifically, HSBC Vietnam provided General Atlantic and Dragoneer Investment Group with local account opening advisory and currency exchange service for their first investments in Vietnam. In successfully facilitating the transaction, HSBC showcased its experience in encouraging FDI flows into Vietnam to help fuel the growth of homegrown companies.

"We are hugely excited to play a key role in this historic deal for VNLIFE that underscores Vietnam's enormously potential fin-tech industry, a rising star in the eyes of the world," says Tim Evans, CEO of HSBC Vietnam. "In this fast growing and vibrant tech scene, HSBC is proud to facilitate the connection between international investors with local entrepreneurs, leveraging our unique international network, effectively facilitating cross-border banking deals in the time of social distancing and lockdowns. As startups are expected to flourish in post Covid-19 era in Vietnam, we're here to use our expertise, capabilities, breadth and perspectives to open up a world of opportunity for international investors and local entrepreneurs, bringing together the people, ideas and capital that nurture progress and growth".

In recent years, Vietnam has emerged as a hub for startups, closely competing with the likes of Indonesia and Singapore. The country has a dynamic startup environment with many entrepreneurs and companies engaged in the most promising sectors, including fin-tech, e-commerce, and enterprise solutions. Indeed, the number of fin-tech startups in Vietnam grew 215% between 2015 and 2020 according to Vietnam Fintech Report 2020. Payment remains the biggest segment, representing 31% of all fin-tech startups.

With a young and educated population, high smartphone and internet penetration, and strong government support, Vietnam will maintain its position as a compelling destination for tech entrepreneurs and investors. Regulatory trends suggest that the government's focus is on attracting foreign investment in tech startups. In particular, the Vietnam startup ecosystem is expected to accelerate with favourable conditions created by the government like tax incentives for investments in IT, land rent exemption for IT businesses inside tech parks built by the government, 100% foreign ownership, etc.

Looking ahead, HSBC will continue to connect foreign investors with Vietnam's most promising tech companies regardless of their maturity or funding rounds, aimed at creating more future 'unicorns' for the country as part of its strategy to facilitate foreign investment, both direct and indirect, to help Vietnam thrive in all aspects.

ends/more

Media enquiries to:

Nguyen Thi Thu Phuong

0903 262 006

phuong1.nguyen@hsbc.com.vn

Notes to Editors:

HSBC Bank (Vietnam) Ltd.

HSBC has been in Vietnam for over 150 years – the bank first opened an office in Saigon (now Ho Chi Minh City) in 1870. HSBC was the first foreign bank to launch its locally incorporated entity on 1 January 2009 as HSBC Bank (Vietnam) Ltd. The bank's current network includes two branches and five transaction offices in Ho Chi Minh City, one branch and four

transaction offices in Hanoi, and two full-service branches in Binh Duong and Da Nang. HSBC is one of the largest foreign banks in the country in terms of investment capital, product range, and customer base.

General Atlantic is a leading global growth equity firm with more than four decades of experience providing capital and strategic support for over 400 growth companies throughout its history. Established in 1980 to partner with visionary entrepreneurs and deliver lasting impact, the firm combines a collaborative global approach, sector specific expertise, a long-term investment horizon and a deep understanding of growth drivers to partner with great entrepreneurs and management teams to scale innovative businesses around the world. General Atlantic currently has over \$65 billion in assets under management for its growth equity mandate as of March 31, 2021 and more than 175 investment professionals based in New York, Amsterdam, Beijing, Hong Kong, Jakarta, London, Mexico City, Mumbai, Munich, Palo Alto, São Paulo, Shanghai, Singapore and Stamford.

VNLIFE is at the forefront of Vietnam's rapid adoption of digital banking, with its technology solutions now being offered by its core financial technology subsidiary, Vietnam Payment Solution JSC ("VNPAY"), to over 40 banks across the country. VNLIFE also operates VNPAY-QR, the nation's largest interoperable cashless payment network, with 22 million users and over 150,000 merchants. Since 2019, VNLIFE has also scaled its subsidiary VNTravel Tourism JSC ("VNTRAVEL") into a market-leading domestic Online Travel Agency ("OTA"), operating across several brands as well as its New Retail division, Teko Vietnam Technology JSC ("TEKO"). TEKO has developed a portfolio of complementary software solutions that enable large and small enterprises throughout the country to digitize their analogue businesses.

ends/all