

25 June 2024

FundPark and HSBC close up to US\$200 million senior tranche as part of new asset-backed securitisation deal to support digital SMEs in the Greater Bay Area

- *This marks the first milestone of HKSTP-HSBC's partnership to bolster Hong Kong's start-up, fintech and I&T ecosystems*
- *The deal with HSBC is part of an overall ABS facility FundPark has secured along with other funding partners, bringing the combined total up to US\$250 million*
- *Together with other facilities, FundPark will be able to provide up to US\$750 million in funding to support eCommerce entrepreneurs and the real economy*

FundPark, a leading fintech company delivering insights and capital to help digital entrepreneurs capture their future growth, has closed an asset-backed securitisation (ABS) facility of up to US\$250 million, of which HSBC will provide up to US\$200 million as the senior lender. In total, this latest financing round enables FundPark to deploy up to US\$750 million in funding to support eCommerce entrepreneurs¹.

This is the first collaboration facilitated by the strategic alliance of The Hong Kong Science and Technology Parks Corporation (HKSTP) and HSBC, the first of its kind public-private cooperation between the city's leading innovation & technology (I&T) ecosystem and a leading global bank.

HSBC is committed to supporting entrepreneurs and high-growth companies in the technology sector to capture regional and international growth opportunities. This transaction will enable FundPark to support more small-to-medium sized (SME) eCommerce entrepreneurs in the Greater Bay Area, as well as more broadly in Greater China. The facility is provided from the US\$3 billion HSBC New Economy Fund, which supports high-growth innovative companies and startups with tailored debt financing solutions across Hong Kong and mainland China, in support of their regional or international expansion.

Anson Suen, CEO and Co-founder of FundPark, said, "This partnership is a true meeting of minds. Our purpose is to fund the self-belief of entrepreneurs by making working capital work for them, and in doing so positively contribute to communities and the economy. Throughout this process, HSBC has shown that it shares a similar goal to make finance efficient and accessible to support small businesses, the digital entrepreneurs behind them and contribute to the growth of the new economy particularly in the Greater Bay Area. We look forward to our collaboration in connecting finance and technology to deliver real impact."

FundPark harnesses AI technology and its proprietary risk management platform to help eCommerce entrepreneurs secure working capital loans, utilising data from their online sales platforms and partners. In doing so, it is extending financial inclusion to address the estimated US\$30 trillion global liquidity gap². Since 2016, FundPark has provided over US\$2.5 billion in funding to over 17,000 shops trading with over 19 markets including Greater China, Southeast Asia and the U.S, with two-thirds of the total deployment occurring within the past two years alone.

Frank Fang, General Manager, Head of Commercial Banking, Hong Kong and Macau of HSBC, said, "We are pleased to mark the first milestone of our strategic alliance with HKSTP in under three months after its inception. China's cross-border eCommerce gross merchandise value is expected to triple from USD155 billion in 2019 to USD500 billion in 2025³. The tailored

asset-backed securitisation finance solution from the HSBC New Economy Fund will support FundPark, a company from the HKSTP ecosystem, to step up its commitment to help eCommerce entrepreneurs across Greater China capture opportunities in the fast-growing market. Leveraging our extensive global network, we are well-placed to collaborate with purpose-driven fintech companies to positively contribute to the economy.”

Hong Kong is home to around 1,000 fintech companies⁴ and over 4,000 start-ups⁵. To support this dynamic market landscape, HSBC and HKSTP have entered into a three-year strategic partnership agreement to drive innovation and create a more effective bank-fintech collaboration ecosystem.

Albert Wong, CEO of HKSTP, said, “We are delighted to witness the remarkable achievements of FundPark, a shining example of a home-grown tech venture that has experienced rapid growth and successfully partnered with HSBC, a leading global bank, to enhance access to capital for digital SMEs in tech sector. The collaboration between HSBC and HKSTP not only benefits FundPark but also makes a significant contribution to the overall development of China's digital economy. Our teams are thrilled to see that FundPark's journey to scale up. We remain committed to providing continuous support in nurturing tech startups and look forward to having the next FundPark.”

Under the three-year partnership agreement of HKSTP and HSBC, the Bank will provide tailored financing solutions and investment opportunities to bolster companies within the HKSTP ecosystem at different stages of their growth. The collaboration will also focus on facilitating an international fintech corridor, supporting HKSTP's fintech ecosystem growth, enhancing data collaboration, and enabling solution scouting and co-creation.

1. Source: Calculation based on [FundPark's previous announcement](#), combined with the new ABS facility by HSBC and other funding partners
2. Allianz Trade: https://www.allianz-trade.com/content/dam/onemarketing/aztrade/allianz-trade.com/en_gl/erd/publications/pdf/2023_03_16_WCR-and-Liquidity-Gap.pdf
3. Source: HSBC Global Research “Spotlight: China e-commerce: China's giants go global”
4. InvestHK: <https://www.investhk.gov.hk/en/industries/fintech/>
5. InvestHK: <https://www.investhk.gov.hk/media/e0whajcs/2023-startup-survey.pdf>

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Note to editors:

About FundPark

FundPark is a fintech scale-up supporting fast growth digital entrepreneurs by delivering insights and capital to bridge their needs to growth. This is enabled by its proprietary credit model and AI technology, enabling it to harness real time data from its global ecosystem of partners including Amazon, eBay, Tmall and Walmart. Founded in 2016 in Hong Kong, FundPark has grown substantially, providing over US\$2.5 billion in working capital funding and supporting over 17,000 shops in the cross-border eCommerce sector. www.fundpark.com

The Hongkong and Shanghai Banking Corporation Limited

The Hongkong and Shanghai Banking Corporation Limited is the founding member of the HSBC Group. HSBC serves customers worldwide from offices in 62 countries and territories. With assets of US\$3,001bn at 31 March 2024, HSBC is one of the world's largest banking and financial services organisations.

About Hong Kong Science and Technology Parks Corporation

Hong Kong Science and Technology Parks Corporation (HKSTP) was established in 2001 to create a thriving I&T ecosystem grooming 12 unicorns, more than 14,000 research professionals and over 1,800 technology companies from 28 countries and regions focused on developing healthtech, AI and robotics, fintech and smart city technologies, etc.

Our growing innovation ecosystem offers comprehensive support to attract and nurture talent, accelerate and commercialise innovation for technology ventures, with the I&T journey built around our key locations of Hong Kong Science Park in Shatin, InnoCentre in Kowloon Tong and three modern InnoParks in Tai Po, Tseung Kwan O and Yuen Long realising a vision of new industrialisation for Hong Kong, where sectors including advanced manufacturing, micro-electronics and biotechnology are being reimagined.

Hong Kong Science Park Shenzhen Branch in Futian, Shenzhen plays positive roles in connecting the world and the mainland with our proximity, strengthening cross-border exchange to bring advantages in attracting global talent and allowing possibilities for the development of technology companies in seven key areas: Medtech, big data and AI, robotics, new materials, microelectronics, fintech and sustainability, with both dry and wet laboratories, co-working space, conference and exhibition facilities, and more.

Through our R&D infrastructure, startup support and enterprise services, commercialisation and investment expertise, partnership networks and talent traction, HKSTP continues contribute in establishing I&T as a pillar of growth for Hong Kong.

More information about HKSTP is available at www.hkstp.org.

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