



[For immediate release]

## Tradelink and PAOB have achieved remarkable results in facilitating SME financing under HKMA's CDI initiative

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**(Hong Kong, 24 October, 2022)** - Tradelink Electronic Commerce Limited (“Tradelink”), a leading provider of e-commerce services for Hong Kong’s trading community, and Ping An OneConnect Bank (Hong Kong) Limited (“PAOB”), a pioneer providing virtual banking services for small and medium enterprise (“SME”) in Hong Kong, today announced that their collaboration under Hong Kong Monetary Authority (“HKMA”)’s Commercial Data Interchange (“CDI”) initiative has achieved remarkable results in facilitating SME financing.

Launched as a key initiative of the “Fintech 2025” strategy by the HKMA, CDI is a next-generation financial data infrastructure that aims to enable more efficient financial intermediation in the banking system. With the consent of its customers, Tradelink provides customers’ import & export trade declaration data to PAOB facilitating the credit assessment process for these customers. As required by law to lodge declarations for all imports / exports within 14 days of shipment, customers’ trade declaration data provide useful reference information reflecting current business performance of their businesses that can be used as alternative data by PAOB to facilitate loan approval. The collaboration successfully addresses the pain points faced by SMEs in trade finance such as lengthy documents processing time for risk assessment. Benefiting from Tradelink and PAOB’s partnership, nearly 270 cases were approved with loan amount drawdown around HK\$0.6 billion for the first nine months in 2022.

**Mr. Wong Kim Fung, Founder and Chairman of Threezero (HK) Limited**, shared, “The toy industry requires significant investment in R&D as well as the purchase of IP licenses. Hence, we often need to apply loans from banks to improve our cash flow. However, the complicated procedures of loan application and the long wait for approval in the past hindered our business development. PAOB has leveraged alternative data provided by Tradelink to conduct credit assessments to speed up the loan application and approval process, leading to a more convenient and cost-effective experience facilitating our business growth.”

**Ms. Emily Chung, Executive Director & Chief Operations Officer of Tradelink** said, “We are delighted to be one of the pioneering participants of CDI through which share our customers’ trade declaration data with banks that helped them offer loan services to our SME customers who otherwise have difficulties in accessing such services. We are happy to see the benefits brought to our customers and look forward to sharing more of such alternative data through CDI to help bring more values to the Hong Kong trading community as a whole.”



**Ms. Jalynn Xiao, Deputy Chief Executive of PAOB**, said, "PAOB has been actively fostering local fintech development and is the first virtual bank to participate in the 'Commercial Data Interchange', a data infrastructure project led by the HKMA. Leveraging our robust risk assessment platform and business data from Tradelink, we have streamlined the loan application and approval process for more than two years. It has helped SMEs flexibly alleviate their financing needs and expand their business. Looking ahead, PAOB will strive to provide banking services for more SMEs customers and promote financial inclusion in Hong Kong."

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### **Media Enquiries**

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### **About Tradelink Electronic Commerce Limited**

Established in 1988, Tradelink Electronic Commerce Limited ([www.tradelink.com.hk](http://www.tradelink.com.hk)) is a leading provider of e-commerce services for the Hong Kong business community. Since 1997, Tradelink has been providing Government Electronic Trading Services (GETS) for the trading community, initially under a 7-year exclusive franchise (1997-2003) and thereafter under licences with the current one expiring by the end of 2024, extendable up to 3 years at the Government's discretion. Over the years, Tradelink has earned the trust and support of the trading community; enabling it to stand firmly as the dominant player in the e-commerce market. With the mission to empower its clients with business enabled e-solutions for their commercial and financial activities, Tradelink has diversified its business beyond GETS into other business areas. In addition to GETS, Tradelink also offers a wide range of solutions. Tradelink was listed on the Main Board of the Stock Exchange of Hong Kong Limited (Stock Code: 0536) on 28 October 2005.

### **About Ping An OneConnect Bank (Hong Kong) Limited**

Ping An OneConnect Bank (Hong Kong) Limited ("PAOB"), a wholly-owned subsidiary of OneConnect Financial Technology Co., Ltd. ("OneConnect") (HKEx:6638; NYSE:OCFT) and a member of Ping An Insurance (Group) Company of China, Ltd. ("Ping An") (HKEx:2318; SSE:601318), is committed to establishing a virtual banking ecosystem by optimising customer-centric services through its innovation and sophisticated technology. PAOB was granted a virtual banking licence by the Hong Kong Monetary Authority in May 2019. PAOB is developing diverse business segments including retail banking and SME banking.