info plus

[Case Study]

Digitalized financial service in Korea

09, 2021

Financial Platform Leader

Contents

1. Overview on InfoPlus

InfoPlus is a company that provides a comprehensive financial platform in Southeast Asia, which has great market expansion potential, based on its already secured Fintech and financial specialized IT technology.
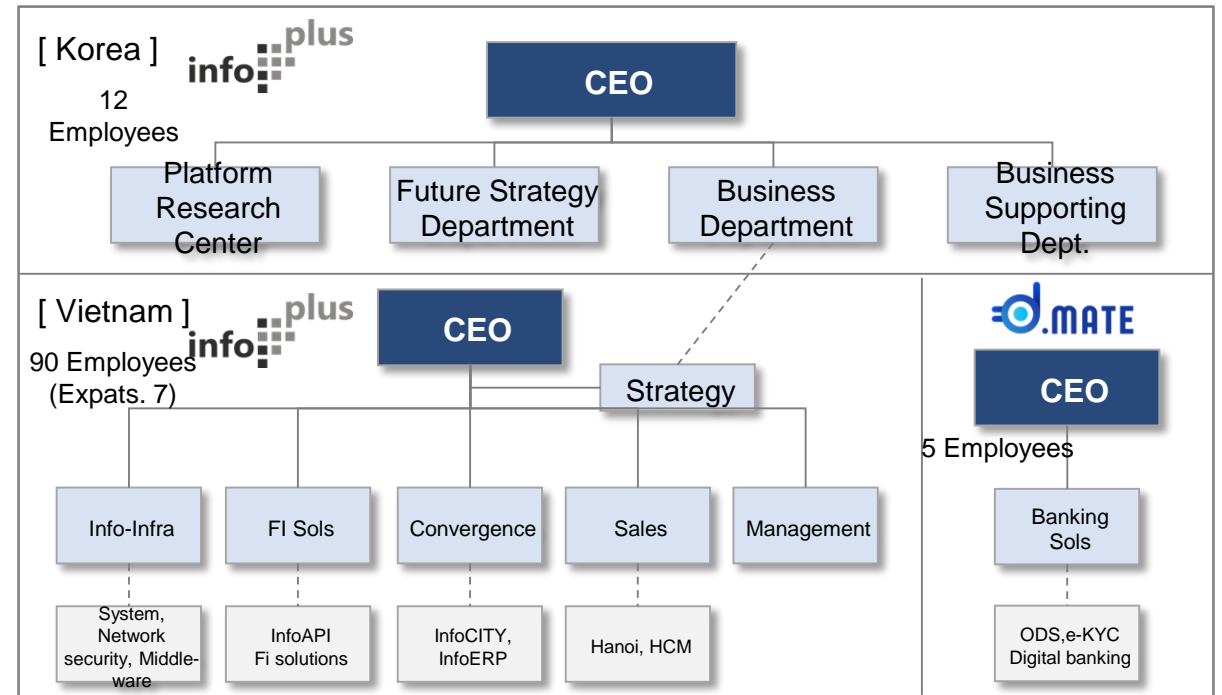
General Status

Organization Structure

Total no. of employee : 100
(Korean Experts 16)

㈜인포플러스 InfoPlus co. LTD.

March 2018, established InfoPlus Vietnam

June 2020, established InfoPlus Korea

CEO Mr. Min Ho Kim

Seoul, Korea

Hanoi, Vietnam

infoplusvn.com

[Korea]
12 Employees

- CEO
  - Platform Research Center
  - Future Strategy Department
  - Business Department
  - Business Supporting Dept.

[Vietnam]
90 Employees
(Expats. 7)

- CEO
  - Strategy
    - Info-Infra
      - System, Network security, Middle-ware
    - FI Sols
      - InfoAPI Fi solutions
    - Convergence
      - InfoCITY, InfoERP
    - Sales
      - Hanoi, HCM
    - Management

.MATE
- CEO
  5 Employees
  - Banking Sols
    - ODS,e-KYC Digital banking

I n f o P l u s

"InfoPlus, as a FinTech and finance-related service provider, provides user-friendly services through cooperation with global partners based on IT technology. "

InfoPlus has partnershiped various large companies and institutions in Vietnam based on unrivaled financial IT technology and services

Despate its short history, InfoPlus is making tangible results in the IT infrastructure and solution sector, and is strengthening cooperation with local specialized companies.

Business History

2021 9.05M$(e)

2020 4.36M$

2019 3.29M$

2018 1.24M$
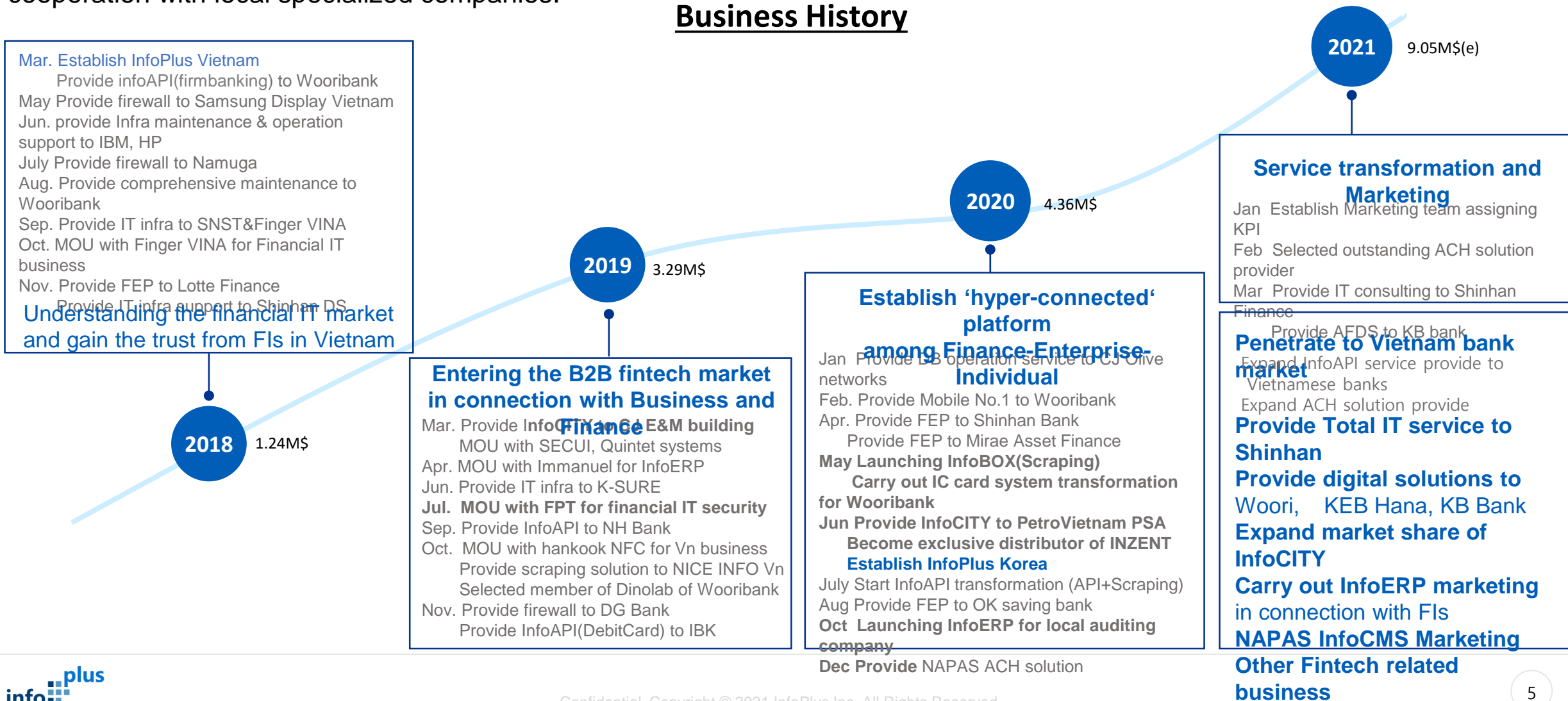
Mar. Establish InfoPlus Vietnam
Provide infoAPI(firmbanking) to Wooribank
May Provide firewall to Samsung Display Vietnam
Jun. provide Infra maintenance & operation support to IBM, HP
July Provide firewall to Namuga
Aug. Provide comprehensive maintenance to Wooribank
Sep. Provide IT infra to SNST&Finger VINA
Oct. MOU with Finger VINA for Financial IT business
Nov. Provide FEP to Lotte Finance
Provide IT infra support to Shinhan DS

Understanding the financial IT market and gain the trust from FIs in Vietnam

Entering the B2B fintech market in connection with Business and Finance
Mar. Provide InfoCITY to GL E&M building
MOU with SECUI, Quintet systems
Apr. MOU with Immanuel for InfoERP
Jun. Provide IT infra to K-SURE
Jul. MOU with FPT for financial IT security
Sep. Provide InfoAPI to NH Bank
Oct. MOU with hankook NFC for Vn business
Provide scraping solution to NICE INFO Vn
Selected member of Dinolab of Wooribank
Nov. Provide firewall to DG Bank
Provide InfoAPI(DebitCard) to IBK

Establish 'hyper-connected' platform among Finance-Enterprise-Individual
Jan Provide B2B operation service to CJ Olive networks
Feb. Provide Mobile No.1 to Wooribank
Apr. Provide FEP to Shinhan Bank
Provide FEP to Mirae Asset Finance
May Launching InfoBOX(Scraping)
Carry out IC card system transformation for Wooribank
Jun Provide InfoCITY to PetroVietnam PSA
Become exclusive distributor of INZENT
Establish InfoPlus Korea
July Start InfoAPI transformation (API+Scraping)
Aug Provide FEP to OK saving bank
Oct Launching InfoERP for local auditing company
Dec Provide NAPAS ACH solution

Service transformation and Marketing
Jan Establish Marketing team assigning KPI
Feb Selected outstanding ACH solution provider
Mar Provide IT consulting to Shinhan Finance
Provide AFDS to KB bank

Penetrate to Vietnam bank market
Expand InfoAPI service provide to Vietnamese banks
Expand ACH solution provide
Provide Total IT service to Shinhan
Provide digital solutions to Woori,   KEB Hana, KB Bank
Expand market share of InfoCITY
Carry out InfoERP marketing in connection with FIs
NAPAS InfoCMS Marketing
Other Fintech related business

InfoPlus is a financial IT specialized company, and promotes business with the goal of providing practical service value to the relatively underdeveloped Southeast Asian financial market by providing and expanding 'value' through financial-centered 'mutual connection.'

Services

Data

Function

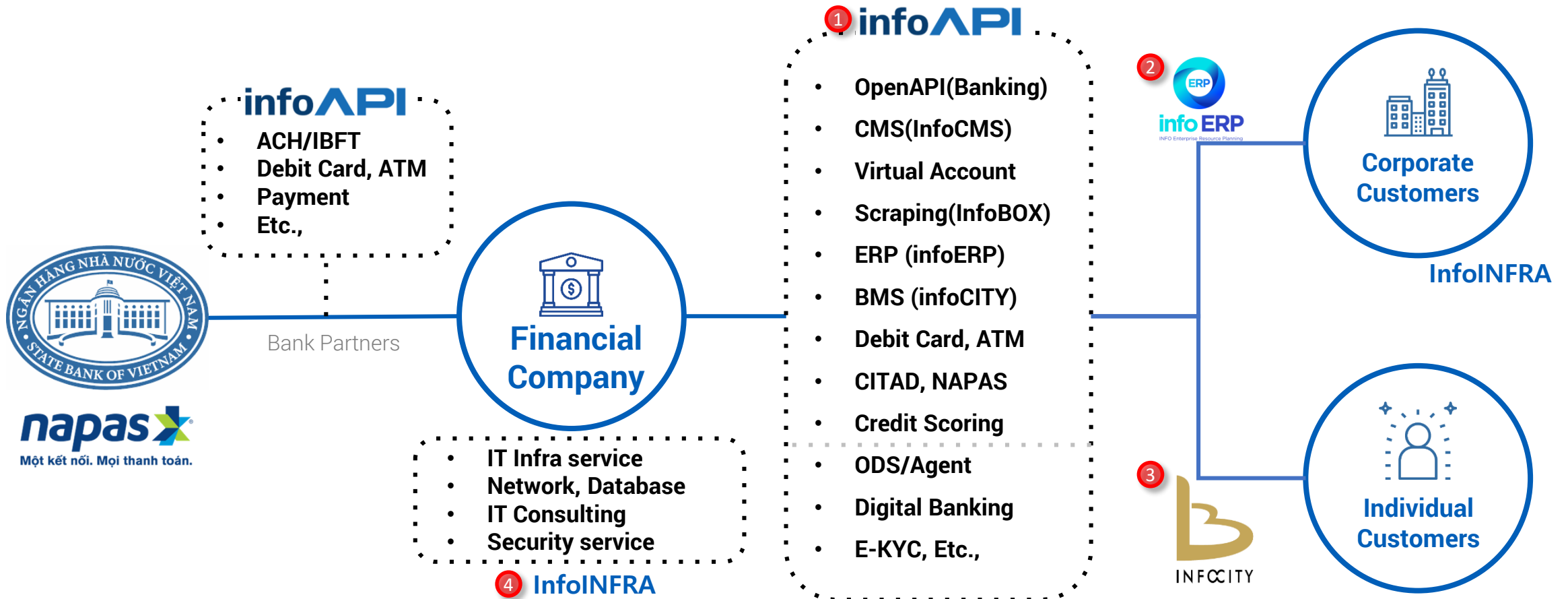## InfoPlus aims to provide and expand 'value' through financial-centered 'mutual connection.'
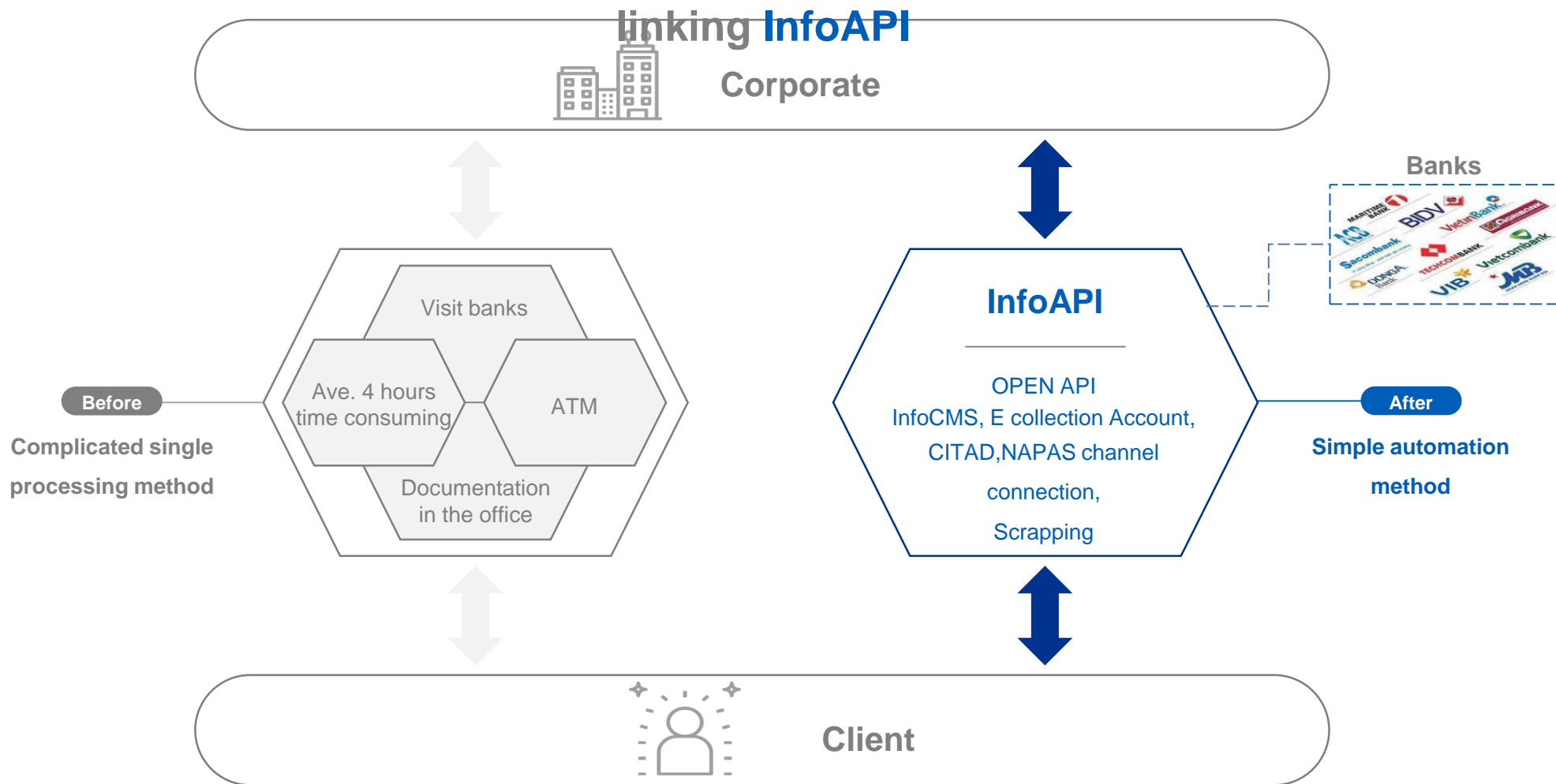
Audience User

Marketplace

Access

Realization of Vietnamese finance digitalization through implementation of a **financial API platform** with linkage scalability and collection and analysis capabilities

infoAPI
- ACH/IBFT
- Debit Card, ATM
- Payment
- Etc.,

Bank Partners

Financial Company
- IT Infra service
- Network, Database
- IT Consulting
- Security service

④ **InfoINFRA**

① **infoAPI**
- OpenAPI(Banking)
- CMS(InfoCMS)
- Virtual Account
- Scraping(InfoBOX)
- ERP (infoERP)
- BMS (infoCITY)
- Debit Card, ATM
- CITAD, NAPAS
- Credit Scoring
- ODS/Agent
- Digital Banking
- E-KYC, Etc.,

② **infoERP**
INFO Enterprise Resource Planning

Corporate Customers

InfoINFRA

③ **INFOCITY**

Individual Customers

Realization of online automation of various corporate financial tasks by linking **InfoAPI**

Corporate

Banks

Before

Complicated single processing method

Visit banks

Ave. 4 hours time consuming

ATM

Documentation in the office

InfoAPI

OPEN API
InfoCMS, E collection Account,
CITAD,NAPAS channel
connection,
Scrapping

After

Simple automation method

Client

E collection A/C

A deposit-only account service provided to companies with multiple customers to receive payments
- Realization of collection automation through linking with financial institutions
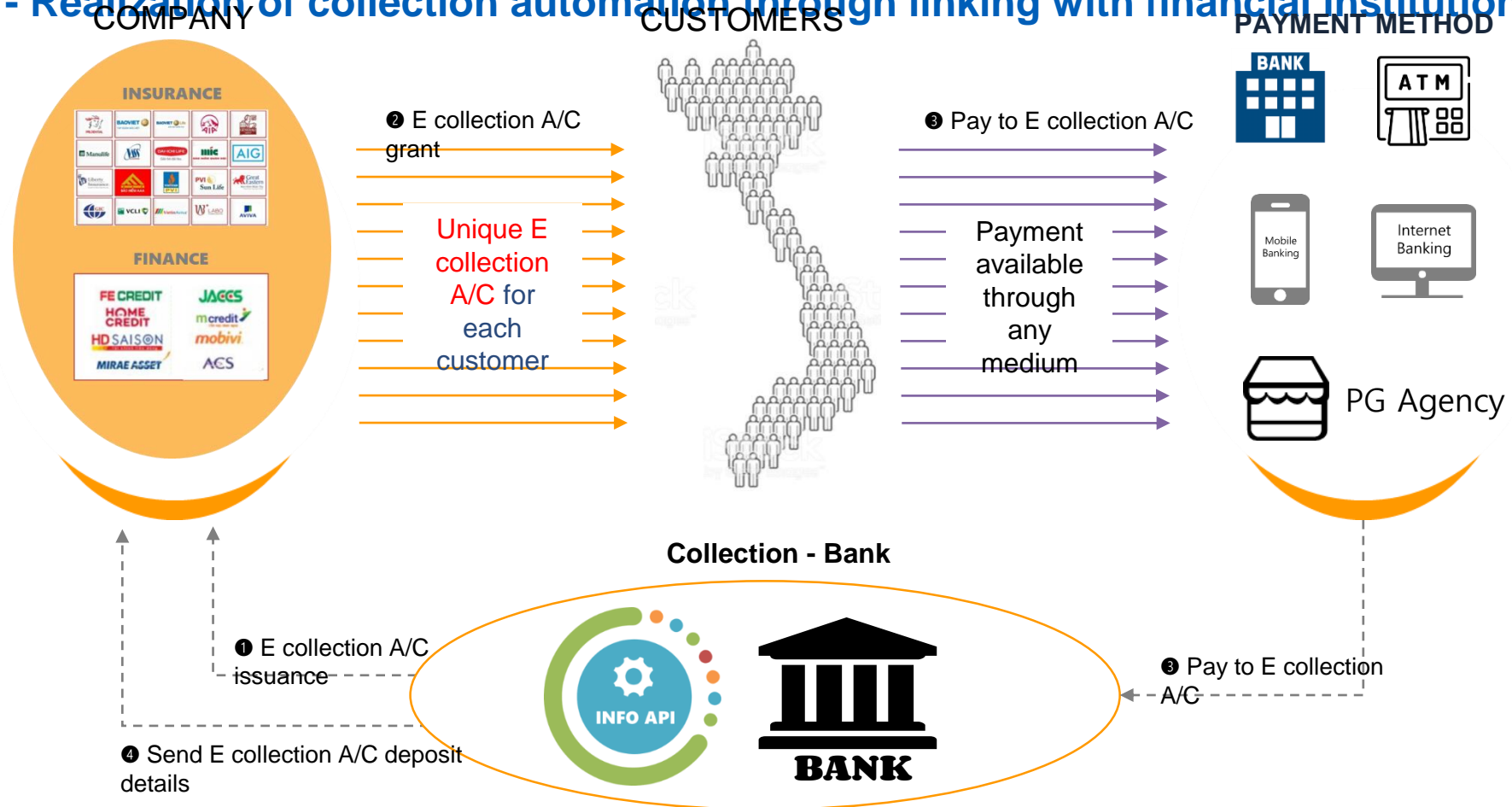
COMPANY

CUSTOMERS

PAYMENT METHOD

INSURANCE

FINANCE

❷ E collection A/C grant

Unique E collection A/C for each customer

❸ Pay to E collection A/C

Payment available through any medium

PG Agency

Collection - Bank

INFO API

BANK

❶ E collection A/C issuance

❸ Pay to E collection A/C

❹ Send E collection A/C deposit details

Card, e-Wallet

Virtual Account

Customers

Company

✓ **Seperated payment module, payment terminal, etc. needed**

✓ **Incompatibility among e-Wallets**
(Inconvenience by many types)
(Linkage to a bank A/C)

✓ **Incapability to utilize existing the banking network**
(Bank transfer, etc.)

✓ **Separated material, App needed**

✓ **Only need to fill E collection A/C Number**
- no need to fill details and ID code

✓ **Payee name confirmation, less possibility of collection error**
- Set payee name for each E collection A/C

✓ **No separated payment module, only transfer is OK**
- Any payment medium of banks available

✓ **Availability of advance collection amount checking, prevention of overpayment**
- Block in case of incorrect payment

✓ **24/7 anytime/anywhere**

✓ **Real-time collection automation management possible**
- Real-time collection checking, automation of next step

✓ **E collection A/C utilization in various forms**
- Customer phone number, payer number, etc.

✓ **Real-time parent A/C collection after customer transferred**

✓ **Adjustment of payment conditions such as amount and time**
- Deposit only for a specific amount or time, etc.

✓ **Availability of linkage to company ERP system**

✓ **Elimination of intermediaris, no additional fees**

Normal Account

Verify payer by details, Hard to correct collection

THÔNG BÁO VỀ VIỆC NỘI DUNG CHUYỂN KHOẢN KHÔNG ĐẦY ĐỦ THÔNG TIN
NOTIFICATION ABOUT CONTENT OF BANK TRANSFERRED WAS NOT FULL INFORMATION

Chuyển tiền của tôi

Quý khách có muốn chuyển tiền tới WOORIBANK VIETNAM không?

Ex) Difficult to verify payer when collected to normal account

Tài khoản chuyển

Số tiền chuyển   VND 60.000

Phí chuyển tiền   0

! Thêm giao dịch >

Collection A/C& A/C holder name

Tài khoản thụ hưởng   Company1
RA-000

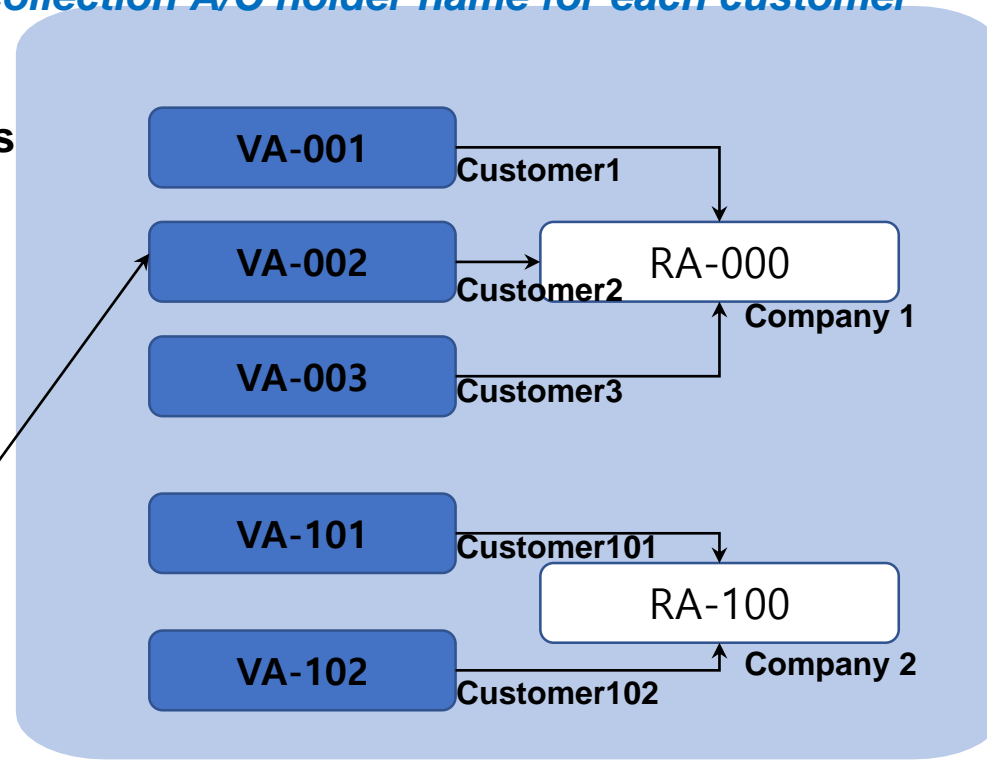Số tiền chuyển   VND 60.000

Không | Có

Virtual Account

Verify payer by A/C No., various setting available such as setting E collection A/C holder name for each customer

Ex) When apartment management fee is paid

-Available to set the E collection A/C holder name as "Peter Kim March"

-Prevention of collection error

VA-002   "Customer Feb. Mar"

E collection A/C holder name

VA-001	Customer1
VA-002	Customer2	→ RA-000
VA-003	Customer3	Company 1

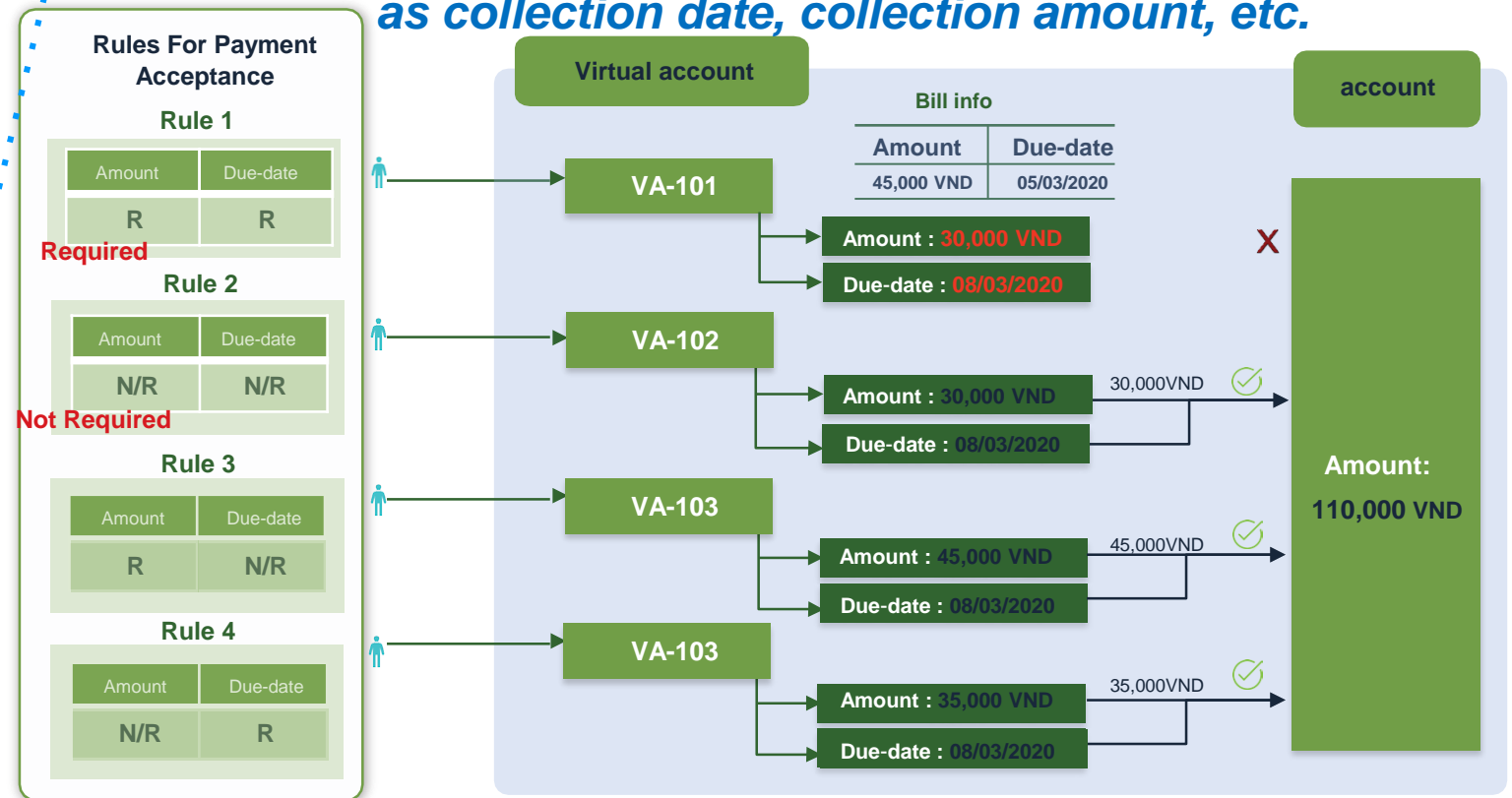| VA-101 | Customer101 |
| VA-102 | Customer102 | → RA-100 | Company 2 |

info plus

Normal Account

Impossible to set collection conditions

✓ Just receive

✓ When specific collection period is applied, additional manual checking is needed for each payment

✓ In case of less/over payment, additional payment request or refund is needed

Virtual Account

Possible to set various collection conditions such as collection date, collection amount, etc.

Rules For Payment Acceptance

Rule 1

Amount	Due-date
R	R

Required

Rule 2

Amount	Due-date
N/R	N/R

Not Required

Rule 3

Amount	Due-date
R	N/R

Rule 4

Amount	Due-date
N/R	R

Virtual account

VA-101

Bill info

Amount	Due-date
45,000 VND	05/03/2020

Amount : 30,000 VND
Due-date : 08/03/2020

X

account

VA-102

Amount : 30,000 VND   30,000VND
Due-date : 08/03/2020

VA-103

Amount : 45,000 VND   45,000VND
Due-date : 08/03/2020

Amount: 110,000 VND

VA-103

Amount : 35,000 VND   35,000VND
Due-date : 08/03/2020

E collection A/C can be used for various type of collection and entities such as a government/state owned enterprises, finance institutions, commercial companies

State/Univ.
SOEs

Electricity/Gas/Water fee

Tuition/meal fee

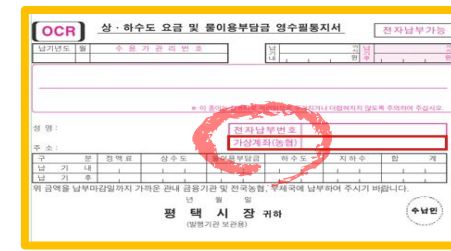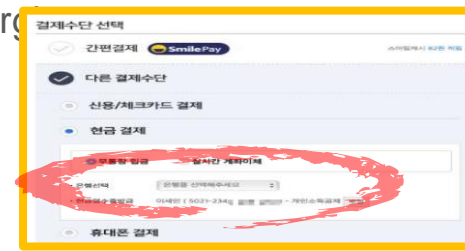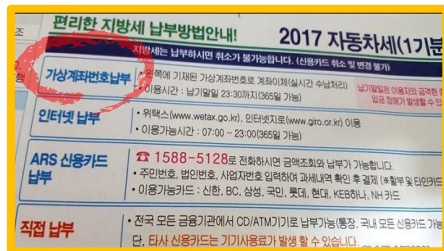Taxes – Social insurance fee

Penalties, other payments

Finance Institutions

Insurance/Credit card/Installment savings

Loan interest/principle

Pension/Securities A/C linkage

Commercial companies

Internet shopping mall purchasing

Phone/Internet/TV post payment

Newspaper/Private institution

Distributor/rental payment, etc.

"THANK YOU"