ANNEX A

Factsheet on Pitch Fest for PayPal Singapore Incubation Program

Key Milestones

Open Call	4 May – 25 May 2016
Submission Deadline	25 May 2016, 6pm (SGT)
Notification of Shortlisted Startups	By 27 May 2016
Pitch Fest	2 June 2016, 1.30pm – 6pm
Notification of Winning Startups	3 June 2016 onwards
Incubation Period	6 June 2016 – 6 March 2017

Eligibility Criteria

Startups fitting the following profile are invited to apply:

- A FinTech or technology startup

- Have a minimum viable product (MVP) and early trial with customers

- Armed with seed stage funding

- Based out of Singapore or willing to relocate startup to Singapore

Winning teams to receive

- Access to talent from within and outside PayPal

- Access to funding through PayPal's network and VC connections

- An environment which promotes collaboration and innovation, where startups can grow and feed off each other's energy, creativity and support

- Coaching and mentorship by PayPal executives and external business/technical subject matter experts

- Prime co-working space at PayPal Singapore's Technology Center located at Suntec City

- Structured learning conducted by experts in the FinTech industry. Finance and technology topics such as risk, compliance, core payment network, channel partnering etc., will be covered in the curriculum

Judging Criteria

Startups will be judged on the following:

- Team – Technical capability, business background, commitment
- Business model and market – Scalability of the business, market size, barriers to entry
- Technological innovation – Innovation of the technology, defensibility of technology, competitiveness
- Traction – Early traction and market viability

Each team will be given 15 minutes to present their ideas, as well as address questions from the judges. Winners will be notified from 3 June onwards and the first incubation cycle will begin on 6 June.

List of Judges

Anupam Pahuja, General Manager, Technology for PayPal Asia Pacific

Anupam Pahuja is the General Manager of Technology for PayPal in Asia Pacific. He heads PayPal's centers in Bangalore, Chennai, Shanghai and Singapore. These centers house over 2000 engineers who constantly innovate and drive software development initiatives that enhance and expand PayPal's global payments platform.

Anupam has a wealth of experience in managing large-scale multinational enterprises as well as spawning startups. In his career spanning more than 20 years and three continents, he has founded and sold several businesses. He has been the CEO, CTO, and COO of several technology companies.

Anupam holds an undergraduate degree in Computer Science from Slippery Rock University of Pennsylvania and an MBA in International Business from Georgetown University.

Soma Ramasamy, Vice President, Strategy & Business Development, APAC, PayPal

Soma Ramasamy is the head of Strategy and business development for PayPal in Asia Pacific.

Based in Singapore, he is responsible for identifying opportunities, understanding competition and defining priorities for business growth and success together with the APAC leadership team.

Soma has over 16 years of experience in the Telecom and High tech sector in wide range of roles covering Sales, BD, and Strategy. His most recent stint was with Ericsson in Singapore as Regional Head for Strategy. Prior to that, Soma was a Principal at Booz Allen in the Technology Practice.

Soma holds an MBA from London Business School.

Kiren Kumar, Executive Director, Infocomms & Media Group, Singapore Economic Development Board
Kiren currently oversees the Infocomms & Media cluster. Since joining the EDB in 2001, Kiren has worked on various portfolios including investment & economic policies, industry development in the Infocomms & Media and the Electronics and Precision Engineering clusters. He is well versed with various industries including: clean technology, oil & gas, marine & offshore, professional services, aerospace, bio-medical sciences, chemicals and natural resources. During his secondment to the International Enterprise Singapore from 2004-2005, he assisted Singapore based companies to expand into the Asian, European and American markets.

From 2006 - 2011, Kiren was part of the Global Operations Group as Regional Director (Americas – based in NY) and Centre Director (Nordics & Russia –based in Sweden). He worked closely with various multinational corporations on their Asian strategies and their investments into Singapore.

Kiren is a Singapore EDB Scholar with a Bachelors of Engineering (Mechanical & Industrial Engineering) from the University of Illinois at Urbana-Champaign; Masters of Management Science from Stanford University; and Masters of Business Administration (Sloan Fellows Programme in Innovation and Global Leadership) from the Massachusetts Institute of Technology (MIT).

Leslie Loh, Managing Director, Red Dot Ventures
Leslie is an entrepreneur, angel investor and educator. He passionately contributes his time generating tech talents, nurturing entrepreneurs, and growing technology startups, intent on developing ASEAN's tech community. At the age of 23, he founded System Access Pte Ltd. What started as a one-man outfit grew to a publicly listed global banking software organization with 10 offices and 500 staff across Europe,

Middle East and Asia. Sunguard, a leading US-based global financial services software provider, acquired System Access in 2006. Leslie sat on the Singapore Board of IDA (Infocomm Development Authority) and SPRING (SME Development Authority) from 1999 to 2003 and 2011 to 2013, respectively. He currently belongs to several national development committees involved in charting the economic strategies, manpower development, and entrepreneurship development of Singapore.

Genping Liu, Executive Director, Vertex Venture Holdings Ltd

Genping joined Vertex in 2010. He covers Southeast Asia and Taiwan on industry sectors including internet/mobile and enabling technologies. Genping has a diversified set of experience working with startups & multinational companies in various sectors including internet, electronics (batteries), telecom and investment banking. He started his career with a product manager role at Motorola Electronics Singapore. Genping holds a Bachelor of Computer Engineering from Nanyang Technological University Singapore, and MBA from University of California – Los Angeles.