

Silot Factsheet

What we do & How we do it

Established in Mar 2017, Silot aims to empower banks with fast & scalable AI technology. In 2018, Silot was the Overall Winner of Visa's Everywhere Initiative in APAC Region, and the only Southeast Asian company selected into MasterCard Start Path Program. In the same year, CIO Outlook (U.S.) ranked Silot as the Top 25 Banking Tech Solution Provider and Top 20 in 2019. Silot has applied for two patents for Knowledge Construction and Knowledge Interference and Generation. As "the Brain of Banks", Silot Intelligent Platform helps to connect the processes of payments, marketing, loan underwriting, KYC, and compliance etc., turning data into applicable business conclusions and Intelligent decisions through AI. The high connectivity and strong expertise of Silot injects a new force into banks via drastically improving their efficiency.

Financial Knowledge Graph: Silot Knowledge graph helps financial institutions to transform scattered data into knowledge by constructing unified entities and defining their financial relationships; it extends the understanding of an entity to a much more comprehensive and multi-dimensional level.

Intelligent Decision Engine: empowered by knowledge graph, Silot's decision engine leverages not only the entities but the multi-dimensional relationships of the entities to make step-by-step interferences, which lead to decisions. It's extraordinarily efficient and best of all, every single decision can be back-tracked all the way to the data sources.

Scalable Use Cases: Thanks to the nature of knowledge graph, Silot's solution is widely compatible with different use cases, from KYC to underwriting, from marketing to anti-fraud. Financial institutions can easily choose one to pilot, and quickly scale to other use cases.

Intelligent Eco-system: With AI, Silot helps financial institutions to empower their commercial eco-system, solving merchants/ SME's problems from payment

acceptance to on-boarding/ KYC, marketing for more income, and their financial needs.

Why are we different

Silot is dedicated to assist banks in the transition of traditional decision-making to intelligent decisions by overcoming the technical bottleneck. Specifically, Silot addresses the pain point of decision-making efficiency, data connectivity, use case scalability, and multi-dimensional thinking.

What we want to achieve

Silot aims to empower banks with fast and scalable AI. Established in Singapore, Silot is currently mainly serving clients in Southeast Asia, and is planning to launch into Japanese market.

Who we are

➤ CEO-Andy Li

Li is an 18-year BD veteran in Southeast Asia and APAC region, with 10+ years experience in global expansion sector for Internet giant companies, accumulating abundant regional work experience and business resources along the way. Li is the former Deputy General Manager at Baidu Global Payment & Baidu's Regional representative in Southeast Asia. He used to hold important positions at Kingsoft, Changyou.com, and Sea Group, mainly responsible for regional branch establishment and business expansion. Li was invited by multiple world-known industry conventions as the keynote speaker, such as Money 20/20 and Mobile World Congress.

➤ COO-Villence Yu

Yu holds an Honor Degree from Nanyang Technological University started his career as a global management associate of Citigroup. Yu later joined Google Wallet in New York as the Financial Product Lead. Afterwards, Yu came back to Singapore as Citibank's APAC Regional Fintech Product Manager, leading multiple Fintech initiatives across 10 markets. With 7 years of experience in the financial service industry in Asia and North America, Yu also conducted several entrepreneurial attempts in TMT (Technology, Media, and Telecom) & Fintech

arena.

➤ CTO-Will Shi

Will has a solid background in web architecture, web service performance tuning & optimization and global product development & deployment. Before joining Silot, Will held 10 years R&D leadership in Baidu and Tencent.

➤ Head of Digital Solutions-Dr Jiaming Li

Dr. Jiaming Li has 10 years of experience in payment industry with a deep understanding of technology, product and innovation trends. Prior to joining Silot, Jiaming was the Director of Mastercard Labs, and led the R&D arm of Mastercard that brings innovative ideas to the real world. Over the last 10 years, Dr. Li has led several global payment innovation and financial inclusion projects and filed 20+ global patents. Dr. Li holds a Ph.D. degree in Computer Science from Nanyang Technological University.

➤ Head of Products – Samuel Song

Prior to joining Silot, Samuel has gained profound experience as the former product lead of Baidu B2B Ads Platform and former product manager of Dianping Merchant Eco-system.

Who we serve

Major banks in Southeast Asia such as Nobu Bank under Lippo Group in Indonesia, and Thailand's largest card-issuer Krungsri Bank, who became Silot's co-investor in Series A round (Certain clients are kept confidential at request).

Client quote:

“We trust Silot since day 1 we met. Silot has been supporting Krungsri since mobile payment till the up and coming one with AI technology, which could help our data be more productive. Moreover, with their strong team on both front and back end, we could ensure there is no doubt of investing in Silot.”

—Sam Tanskul

Head of Innovation & Fintech, Krungsri Consumer

Who invested in us

➤ Seed Round (Mar 2017)

ZhenFund is a seed fund founded by former entrepreneurs to invest in the most promising innovators, with over 600 portfolio companies including 10 unicorns based in China. ZhenFund is honored to have been ranked “#1 Early-Stage Investment Firm” by Zero2IPO five years in a row 2014-2018. ZhenFund is dedicated to helping entrepreneurs build successful companies by providing them with mentorship and the best resources available. In both 2016 and 2017, it was voted “Best Portfolio Management Service of the Year” by China Renaissance. Founder of ZhenFund Bob Xu made it to Forbes Midas List three years in a row since 2016. Silot is ZhenFund’s first investment in Southeast Asia.

➤ Pre-series A Round (Dec 2017)

Arbor Ventures—global early-stage venture capital firm focused on shaping the way the world transacts by investing in companies at the intersection of financial services, AI and digital commerce. We partner with extraordinary founders and help accelerate their growth with Arbor’s global strategic network.

Eight Roads Ventures is the proprietary investment arm of FIL, Fidelity International Limited and invests in high-quality, high-growth companies in Asia, Europe, and the US, with a focus on healthcare, technology, and consumer products. Eight Roads Ventures is committed to making the companies it invests in leaders in their industries through access to patient capital, a powerful network of resources and a team of investment professionals with a proven track record of success. In the past ten years, the Eight Roads ecosystem has invested almost 6 billion USD into growing companies globally. Its near 50-year history includes partnerships with companies such as Alibaba, Icertis, Manthan, Chaipoint, EarlySalary, Northern Arc, Toppr, Xoom, Shadowfax and Akulaku.

➤ Series A Round (Current)

Arbor Ventures made follow-up investment

SBI, formerly known as Softbank Investment, was the investment arm of Softbank Holdings. Inc. focused on financial service sectors. In 2006, SBI went IPO in Hong

Kong and Japan simultaneously and occupies a significant seat among Japan's large-scale financial groups with 180 branches across the continents. Having established the first global FinTech Ecosystem and specialized investment fund in this field, SBI is one of the world's leading financial groups in Fintech industry. Among the 800+ companies SBI invested in, roughly one-fifths successfully made it to IPO or M&A. SBI makes investment decisions based on the portfolio company's management quality, industry vision, growth potential, as well as the innovation spirit embodied in the service/ product. An advisory board of industry specialists takes full responsibility in making the most informed and profitable investment decision. Equipped with top-notch incubation infrastructures, SBI spares no effort in utilizing its own business resources and management experiences to help the portfolio company accelerate.

Sumitomo Corporation ("SC") is a leading Fortune 500 global trading and business investment company with 110 locations in 65 countries, regions and 22 locations in Japan. The entire SC Group consists of more than 900 companies. SC conducts commodity transactions in all industries utilizing worldwide networks, provides related customers with various financing, serves as an organizer and a coordinator for various projects, and invests in companies to promote greater growth potential. SC's core business areas include Metal Products, Transportation and Construction Systems, Infrastructure, Media and Digital, Living Related and Real Estate, Mineral Resources, Energy, and Chemical and Electronics.

Krungsri Finnovate is the investment arm of Krungsri Bank, a strategic member of MUFG—the largest Financial Group in Japan and world's 5th largest Bank by assets size. Mitsubishi UGJ Financial Group, Inc. is headquartered in Tokyo with over 360 years of history. Its global network extends to over 2,300 offices in more than 50 countries, offering services including commercial banking, securities, credit cards, and asset management, etc. Krungsri is the largest card issuer and leading force in automobile financing in Thailand. After becoming Silot's first client and observing its potentials, Krungsri turned around as one of Silot's investors.