

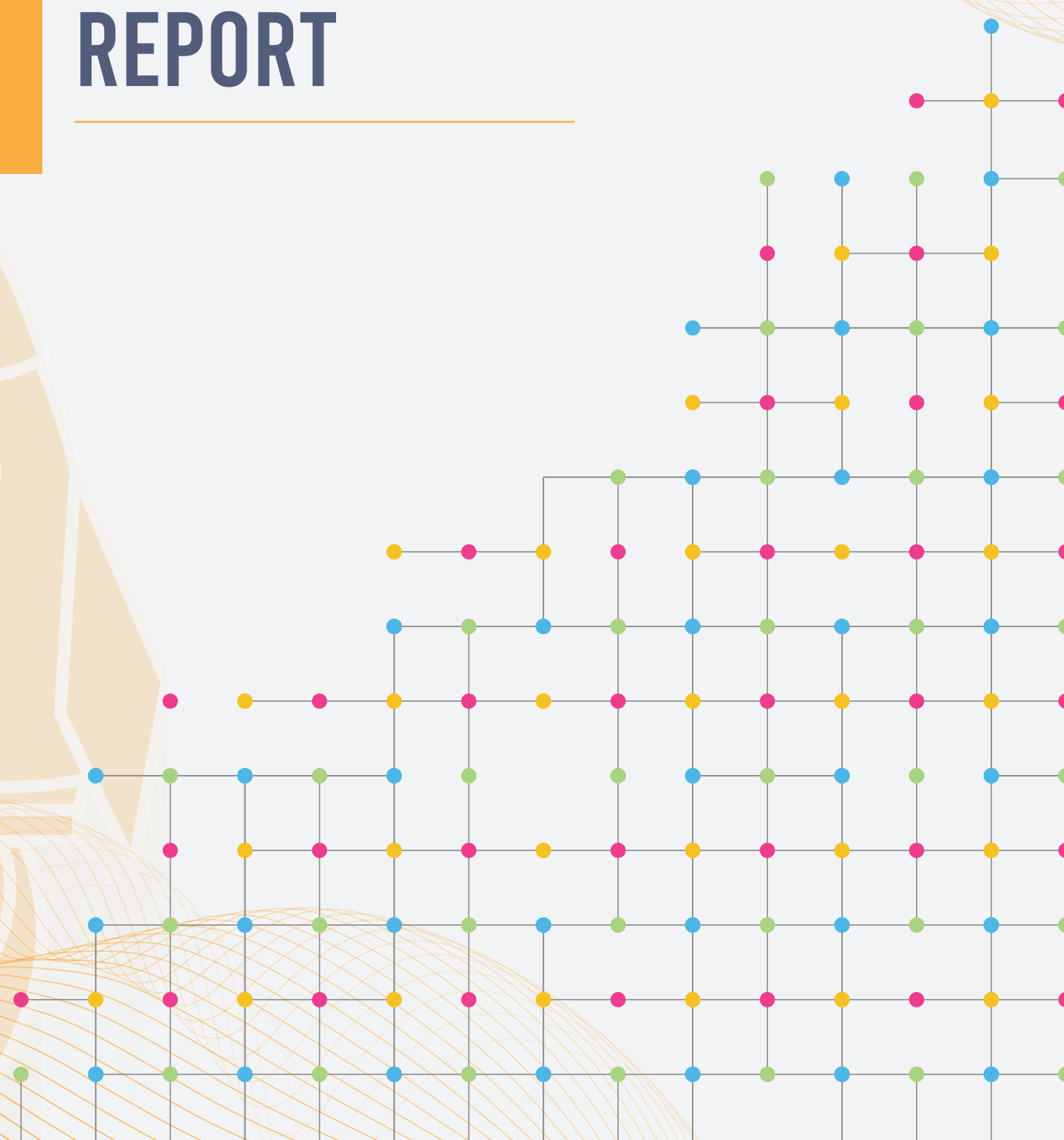
Organizers



Co-Organizers



REVERSE INNOVATION REPORT



KEY STATISTICS

Challenges and Applications

11

CHALLENGES

07

COMPANIES

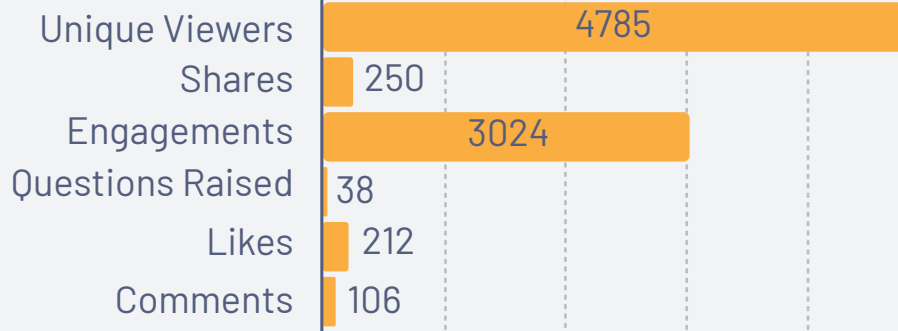
45

APPLICATIONS

126

CANDIDATES

Facebook Live: Reverse Pitch Day



Challenges

- #1 : User Identity Verification
- #2 : Connection Between Payment Gateway and Accounting System
- #3 : A Donation Hub for All Source of Funds

Challenges Partners



សមាគមសហព័ន្ធហិរញ្ញវត្ថុ និងបច្ចេកវិទ្យាសេដ្ឋកិច្ច
CAMBODIAN ASSOCIATION OF
FINANCE & TECHNOLOGY

- #4 : Digital KYC – Profile Registration Gap or Customer Verification



- #5 : "Future Asset" based financing schemes and concrete "credit rating" systems in Cambodia's agriculture sector



AGRI BUDDY

- #6 : eKYC for authentication and digital onboarding



- #7 : Alternate Credit Scoring for Underbanked and Unbanked



- #8 : Innovation Saving Solution

- #9 : Capacity building for MSMEs



- #10 : Digital ID to Cambodian

- #11 : Customer Engagement – Key drivers of engagement banking



MENTORING SESSION OF PRE-RI

Out of 45 applications received, 20 teams were selected to Pre-RI phase.
Below are the list of mentoring topics

 PROGRAM ORIENTATION SakSonita Khoeurn	 ICE BREAKING Kuoy Suong Lim	 CTO SHARING EXPERIENCE Visal In	 CEO SHARING EXPERIENCE Sophorth Khuon Puthkiry Kim Matthew Tippetts	 TEAM DIVISION Sophorth Khuon SakSonita Khoeurn
 UNDERSTAND YOUR CUSTOMER Somnop Yos Sokieng Sieng	 BUSINESS MODEL CANVAS Sophy Ly	 PRODUCT DESIGN + MVP Veasna Keo	 SOFTWARE DEVELOPMENT Daneth Horn Lymeng Pen	 PITCHING AND STORYTELLING Sophorth Khuon Tobias Bauer

THE 9 TEAMS

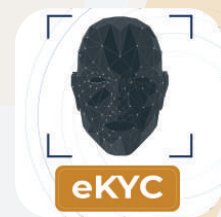
ARSAR (3 members)

- Mr. Srey Vong Vithyea (*Team Lead*)
- Mrs. Huon Lida (*Team Member*)
- Ms. Chhoeng Sotheavann (*Team Member*)



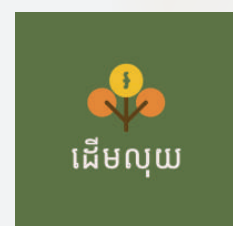
3S / Ai Tekh (2 members)

- Mr. Kong Sonida (*Lead Engineer*)
- Mr. Uth Sothea (*Lead BD*)



Dermluy (7 members)

- Ms. Leak Sophavatey (*Team Lead*)
- Ms. Chin Chanda Luch (*Finance*)
- Mr. Huy Rathpisa (*Operations*)
- Mr. Vong Emsamboramy (*Mobile App Developer*)
- Mr. Yi Sovuthea (*Software Developer*)
- Mr. Ty Puoyhak (*Creatives and Marketing*)
- Mr. Kong Watanakbotra (*Business Development and Legal Operation*)



FaS eKYC (6 members)

- Mr. Heng Mengsroin (CEO)
- Mr. Mam Sothornin (CTO)
- Mr. Kek Bunlai (COO)
- Ms. Sea Meymey (CMO)
- Ms. Pheap Poly (Mobile Developer)
- Mr. Chheang Oudom (Frontend Developer)



NAPT (5 members)

- Mr. Kong Panhabot (Project Leader)
- Mr. Taing Theanchhing (Project Coordinator)
- Ms. Ravy Sereymealeany (Business Officer)
- Mr. Sok Vireak (Designer)
- Mr. Soth Sambath (Developer)



Microport (4 members)

- Ms. Nuon Kanika (Business Development & Compliance Leader)
- Ms. Hourn Chandevipha (Technology Leader)
- Mr. Tang Seavlong (Marketing Leader)
- Mr. Chhuon Watanak



JAYA (6 members)

- Mr. Lao Thireach (Project Manager)
- Mr. Taing Uyheng (Business Development)
- Mr. So Rathavithey (Business Analyze)
- Mr. Seang Chanheng (Backend Developer)
- Mr. Prak Pisith (Front-End Developer)
- Mr. Nem Chonhaiy (Marketing/Sale)



SaveUp (4 members)

- Mr. Saing Leng (Product & Strategy)
- Mr. Chan Aliya (Business Development)
- Mr. Ly Heng (Mobile Developer)
- Mr. Chhom Piseth (Backend Developer)



Safe Phone Service (1 member)

- Mr. Preab Vuthy (CEO)



ENTREPRENEUR-IN-RESIDENCES (EIR)



Mr. Khuon Sophorth

CEO and Co-Founder of
Morakot Technology



Mr. Kim Puthkiry

Executive Director of
IG Group



Mr. Tobias Bauer

Business Development and
Investor Relations Manager

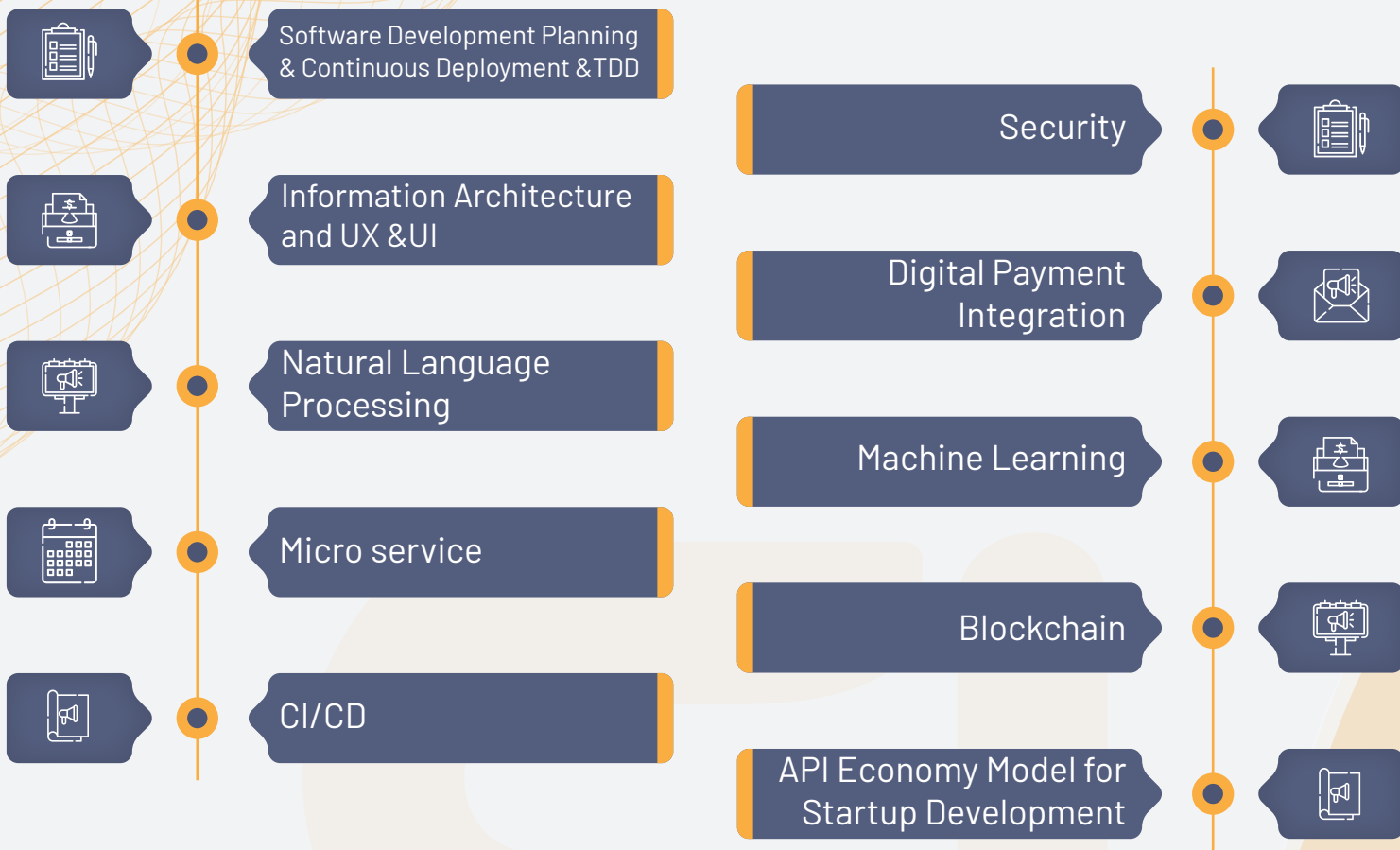
ALL 25 MENTORS

- Chhaileng Peng
- Daneth Horn
- Juveris Tenisons
- Keo Kounila
- Kokpheng Yin
- Kuylim Tith
- Lymeng Pen
- Makara Prom
- Matthew Tippetts
- Nguonly Taing
- Nhim Chanborey
- Paul Leong
- Penhchet Dara
- Puthkiry Kim
- Rina Buoy
- Sieng Sokieng
- Somnop Yos
- Sophea Prum
- Sophorth Khuon
- Sophy Ly
- Thakvika Hong
- Tobias Bauer
- Veasna Keo
- Visal In
- Xin Yan Jiang

10 BUSINESS SESSIONS



10 TECHNICAL SESSIONS



5 MAIN JUDGES ON FORWARD PITCH DAY



Dr. Taing Nguonly

Director of
Techo Startup Center



Mr. Oeur Sothearoath

Chief Executive Officer of
Credit Bureau (Cambodia)
Co., Ltd.



Mr. Tomas Pokorny

CEO and Co-Founder of PiPay
& Secretary General of CAFT



Mr. Shin Chang Moo

Executive Advisor of
PPCBank



Mr. Char Sopheap

Vice Chair of Payments Commit-
tee at The Association of Banks in
Cambodia and SVP & Head of
Product Development Division at
ACLEDA Bank Plc.

THE WINNERS OF THE REVERSE INNOVATION

First Place - ARSAR

ARSAR provides a digital infrastructure to both private and public institutes to process eKYC on end-consumers using reusable and verifiable encrypted digital identity. Most institutes need not only the identity of the customers, but they are also interested in other information as well to perform their business operations. ARSAR infrastructure is extensible to provide all these services.



Second Place - 3S

Our eKYC is an AI-driven solution based on the state of the art technology in computer vision. It consists of two parts: ID verification and Face biometrics verification. Our ID verification can extract all the information from an ID document and match it with a data source. It can process both English and Cambodian text and help to automate the process of verifying an ID document in real-time.



Third Place - NAPT

NAPT is an eKYC provider to solve businesses' problems regarding their customer verification and onboarding process. NAPT offers an API integration system with a customizable eKYC process to ensure the security of the onboarding process from document and face verification, to optical character recognition that support both Khmer and English language.



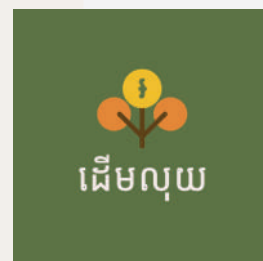
The Most Ready-To-Go Solutions - Fas eKYC

FaS eKYC is a fast and secure electronic know your customer service provider which helps businesses to digitalize the current KYC process. FaS eKYC designs to solve problems of the current KYC process with the promise to deliver the effectiveness of KYC process as the same as or more effective than the current KYC process.



The Most Innovative Idea - DermLuy

DermLuy combines the old and boring savings account with the incentive of high-stakes lottery jackpot but without any of the risk. We use gamification and the element of instant gratification of a chance to win USD 1 million to keep bank users engaged and incentivize to save money at the bank.



TESTIMONY FOR REVERSE INNOVATION

“ We acknowledge that Reverse Innovation (RI) Program is an innovative approach to solve the existing problems in the industry. This demand-driven model is expected to revolutionize the Cambodia fintech ecosystem by promoting innovative business solutions, creating new startups, and leveraging a stronger cooperation among the stakeholders. ”

– **Khmer Enterprise**

“ We believe that this program offers the opportunity to tech startups and university students to show their talents and their innovative ideas to solve the business challenges and issues, which finally those ideas could be put into implementation. ”

– **Credit Bureau (Cambodia) Co., Ltd**

“ We expect the Program will lead to succeed in responding to the challenges of thousands Cambodia entrepreneurs and businesspeople in the emerging financial industry and advanced technology. ”

– **ACLEDA Bank Plc.**

“ As a Cambodia’s leading mobile banking service provider, Wing is a proud supporter this year’s Reverse Innovation program. Wing is looking forward to sharing ideas so that we can find solutions and support the startup community through our digital platform. ”

– **Wing Bank (Cambodia) Plc**

“ This RI initiative is a very first of its kind in the country that gives the opportunities to challengers such as tech-enthusiast stakeholders including students, startup and many more to showcase their creative ideas and solutions to solve the challenges and needs of the mature organization in the industry. We're confident about the fruitful results of the program that will bring practical solutions to market needs. ”

– Phnom Penh Commercial Bank Cambodia

“ Creating opportunities for our talented innovators through this Reverse Innovation Program, FTB strongly hopes that they are able to find the new solutions for the market and banking industry in Cambodia. ”

– Foreign Trade Bank of Cambodia

“ We hope RI will find innovative solutions that address challenges faced by the Cambodia microfinance sector who is serving 2 million families. ”

– Cambodia Microfinance Association

“ We hope that RI will continue on its quest and advocies through its startups to help address the need for all financial instutions in Cambodia to work towards financial inclusion in the country. ”

– Cambodia Association of Finance & Technology

“ RI is a new avenue for Cambodian talents and startups to short circuit their typical startup journey, leapfrogging to innovating solutions for pre-identified industry problems. This program will help boost creativity and better-fit solutions to address Cambodia's digital transformation challenges. ”

– IG Tech Group

“ This program offers great opportunities to local startups and innovators, and ABA is happy to be part of it. We will share our experience via mentorship sessions and provide access to our cutting-edge online payment gateway, PayWay, so tech entrepreneurs can explore and move their ideas forward on innovative solutions in the digital era.

”

– Advanced Bank of Asia Limited

“ RI provides a valuable platform where the challenges faced by companies can be met and matched with potential solutions to solve those. Such rare opportunity is offered to innovators to apply their solutions in real cases and tailor it throughout their connections with the industry and innovation leaders. We believe this collaboration would effectively generate practical creativity and foster the entrepreneurship mindset along the journey.

”

– Bongloy Payments PLC



PLATINUM SPONSORS



GOLD SPONSOR



CHALLENGE PARTNERS



IN-KIND SUPPORTERS



OUTREACHING PARTNERS





CONTACT US

Hotline: +855 81 922 329

Email: ri@techostartup.center

Website: www.ri.techostartup.center