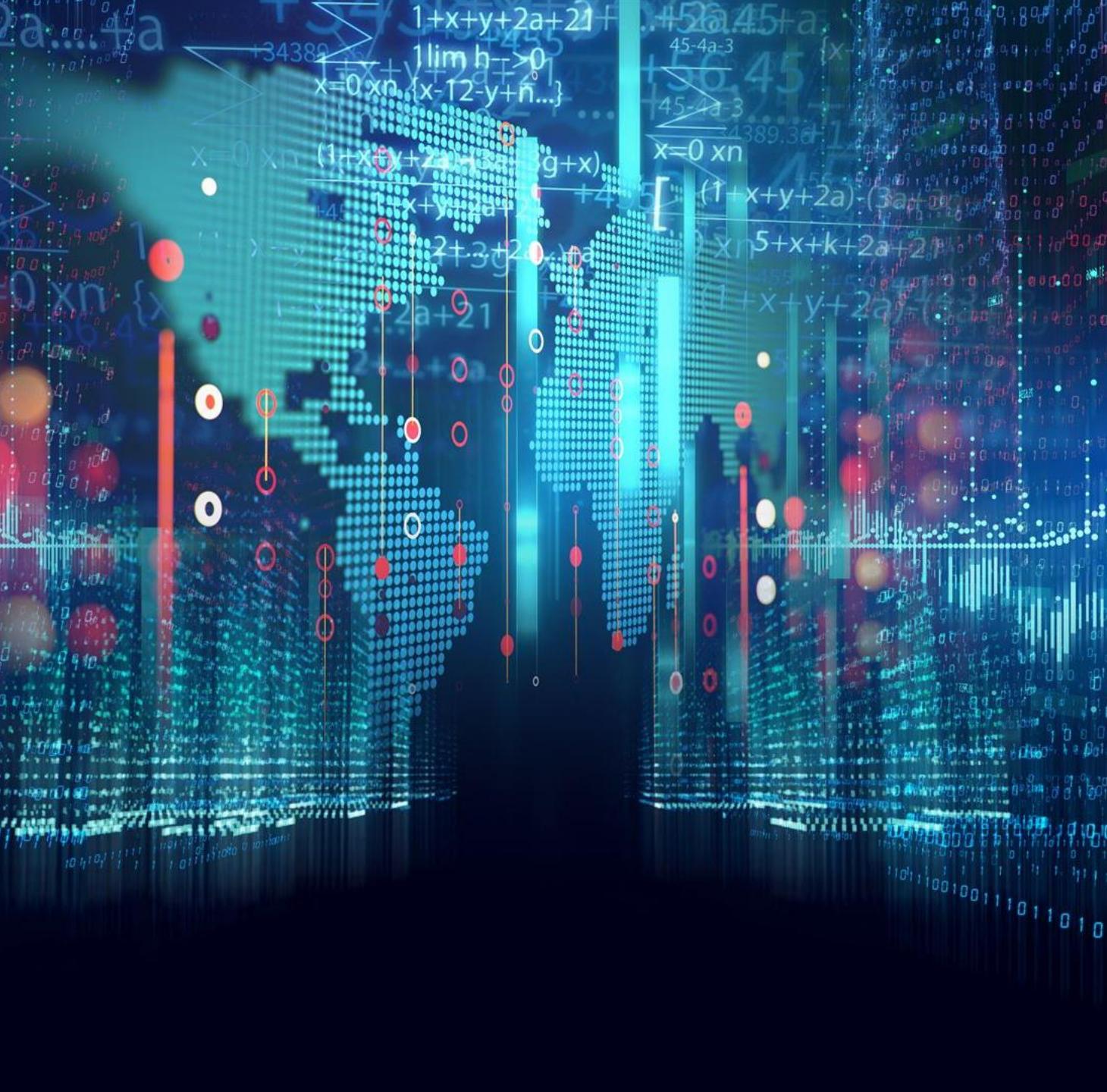


DIGITAL INCLUSION AND FINANCIAL ACCESS THROUGH FINTECH AND AI IN SOUTHEAST ASIA

- WITH NEW INSTRUMENTS – P2P AND COOPERATIVE HOUSING SCHEME.

Empowering communities with innovative financial technologies





INTRODUCTION AND CONTEXT



OPENING STORY AND IMPORTANCE OF DIGITAL INCLUSION

Financial Inclusion Challenges

Millions in Southeast Asia remain unbanked due to infrastructure limits and high banking costs.

Empowering Through Digital Access

Digital financial services empower rural traders to save, access loans, and join the formal economy.

Technology as a Catalyst

Fintech and AI help overcome barriers, enabling inclusive economic growth and poverty reduction.



THE FINANCIAL INCLUSION GAP



CHALLENGES IN TRADITIONAL BANKING MODELS

Rural Access Limitations

Traditional banks face high costs and sparse branch networks in rural areas, limiting financial access for remote communities.

Identification and Credit Barriers

Many individuals lack formal IDs and credit histories, complicating risk assessments for banks in underserved regions.

Operational Cost Challenges

High operational costs for servicing low-value accounts discourage banks from targeting financially excluded segments.

Trust and Literacy Gaps

Consumers' mistrust and limited financial literacy hinder adoption of unfamiliar digital banking systems.



LESSONS FROM CHINA'S DIGITAL TRANSFORMATION

CHINA'S MODEL FOR RURAL INCLUSION



Digital Innovation and Poverty Reduction

Digital innovation and targeted policies lifted over 800 million people out of poverty in rural China.

E-commerce Hubs in Rural Areas

Taobao Villages transformed rural communities into vibrant e-commerce centers connecting farmers to national markets.

Online Entrepreneurship Platforms

Platforms like Taobao, Pinduoduo, and TikTok enabled entrepreneurs to start businesses with minimal capital.

Infrastructure and Support Systems

Combining digital platforms with logistics, training, and regulations unlocks rural economic potential.



FINTECH AND AI SUCCESS STORIES IN SOUTHEAST ASIA

REGIONAL INNOVATORS DRIVING INCLUSION



AI-Powered Lending

FinVolution Group utilizes AI credit scoring and digital lending to serve millions of borrowers in Southeast Asia.



Digital Wallet Penetration

Ascend Money's TrueMoney wallet integrates payments with retail and telecom to reach over 50 million users in rural areas.



Super-App Financial Services

Grab Financial embeds microloans, insurance, and payments in its super-app, boosting accessibility and reducing costs.

DESIGN PRINCIPLES FOR INCLUSIVE FINTECH AND AI

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HUMAN-CENTERED AND RESPONSIBLE INNOVATION



User-Centered Design

Prioritize user needs by incorporating local languages and low-literacy design for accessibility.

Ethical Data Use

Use alternative data responsibly for credit scoring with clear consent and privacy safeguards.

Flexible Financial Products

Offer flexible repayment schedules and micro-insurance aligned with livelihood patterns to mitigate risks.

Trust and Transparency

Embed trust and transparency through risk-based pricing and gradual credit limits to prevent over-indebtedness.

REGULATORY AND POLICY ENABLERS

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CREATING A SUPPORTIVE ECOSYSTEM



Government Role

Governments foster inclusive finance by enabling policies and frameworks that support innovation and risk management.

Digital Infrastructure

Digital public infrastructure like national IDs and instant payment rails lowers barriers and speeds fintech adoption.

Regulatory Sandboxes

Regulatory sandboxes allow safe experimentation with innovative financial models under controlled conditions.

Consumer Protection

Consumer protection frameworks ensure transparency, accountability, and recourse in financial services.



BUILDING RURAL DIGITAL ECONOMIES

A TAOBAO-STYLE PLAYBOOK FOR SOUTHEAST ASIA



Integrated Digital-Physical Strategy

Combining digital platforms with physical infrastructure is key for Southeast Asia to replicate China's e-commerce success.

Market Access and Product Value

Market platforms should provide quality assurance and storytelling to enhance product value and reach global markets.

Embedded Financial Services

Embedding wallets, microcredit, and insurance into workflows creates a seamless digital commerce ecosystem.

Community Adoption and Trust

Incentives and community-led digital literacy programs increase platform adoption and build trust among users.

RISK MANAGEMENT AND CONSUMER PROTECTION

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ENSURING INCLUSION WITHOUT HARM



Risks of Fintech and AI

Fintech and AI present risks like over-indebtedness, algorithmic bias, and fraud that may harm users.

Mitigation Strategies

Strategies include affordability checks, fairness audits, and strong data protection to reduce risks.

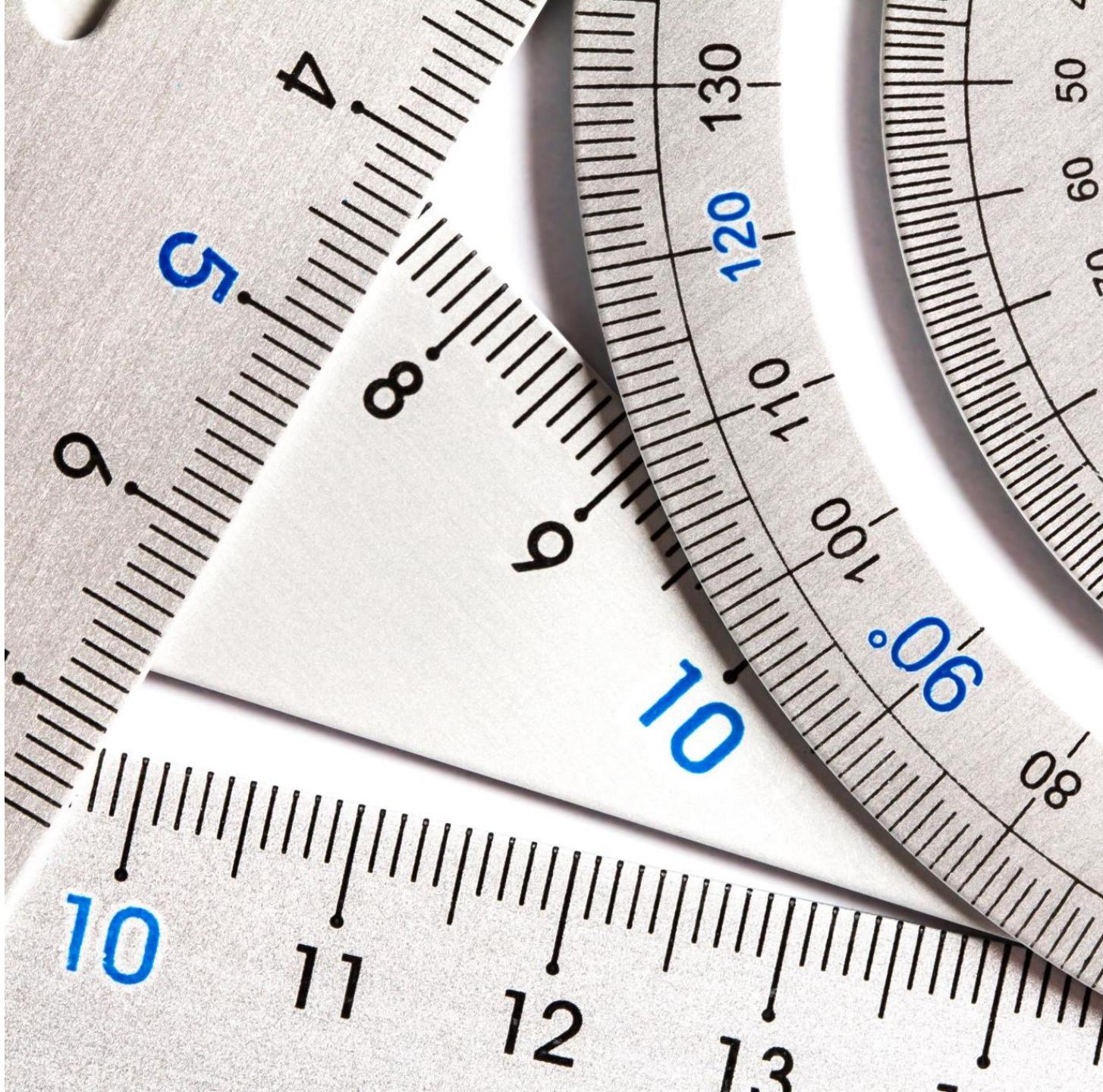
Consumer Education Importance

Educating consumers on digital safety and financial literacy prevents exploitation and empowers users.

Governance and Transparency

Transparent disclosures, complaint channels, and regulation ensure innovation protects user welfare.

MEASUREMENT AND IMPACT



DEFINING SUCCESS METRICS



Measuring Real Impact

Success metrics should track financial health improvements beyond just account openings for meaningful insights.

Key Inclusion Indicators

Indicators include active usage, income stabilization, gender and youth inclusion, and reduced informal credit use.

Trust and Safety Monitoring

Monitoring fraud rates and complaint resolution ensures consumer protection and builds trust in services.

Transparency and Accountability

Publishing clear impact dashboards fosters stakeholder confidence and reinforces initiative credibility.

ACTION PLAN AND CLOSING

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12-MONTH ROADMAP AND CALL TO ACTION



Multi-Stakeholder Councils

Form councils with diverse stakeholders to guide digital inclusion efforts and ensure broad collaboration.

Pilot Projects in Rural Areas

Launch pilot programs in rural corridors to test and refine digital inclusion models effectively.

Expansion of Agent Networks

Expand agent networks and vernacular user experiences to increase accessibility and usability for local populations.

Integration of Financial Services

Embed micro-insurance, AI credit scoring, and government transfers into digital wallets to enhance financial access.

NEW P2P INSTRUMENTS USING CROWD FUNDING MECHANISM





MODIFIED P2P–CROWD–VC PLATFORM FOR FINANCING MICRO BUSINESSES IN ASEAN (MALAYSIA PILOT)

Innovative digital
financing solutions for
small enterprises



INTRODUCTION AND VISION

CONCEPT OVERVIEW



Hybrid Financing Model

Combines crowdfunding inclusivity with venture capital oversight for micro businesses in ASEAN.

Inclusive Investment Opportunities

Allows investments as low as \$5 from individuals, fostering community involvement and financial inclusion.

Licensed Institutional Oversight

A coordinating institution manages onboarding, due diligence, reporting, and automated returns to ensure transparency.

Shariah-Compliant and Social Impact

Incorporates Islamic finance principles with Shariah-compliant instruments and optional waqf-enabled social impact track.

PROBLEM AND OPPORTUNITY



FUNDING GAPS AND MARKET NEEDS

Challenges Accessing Capital

Micro businesses in ASEAN struggle with affordable capital due to limited credit history and informal lending reliance.

Trust and Transparency Gap

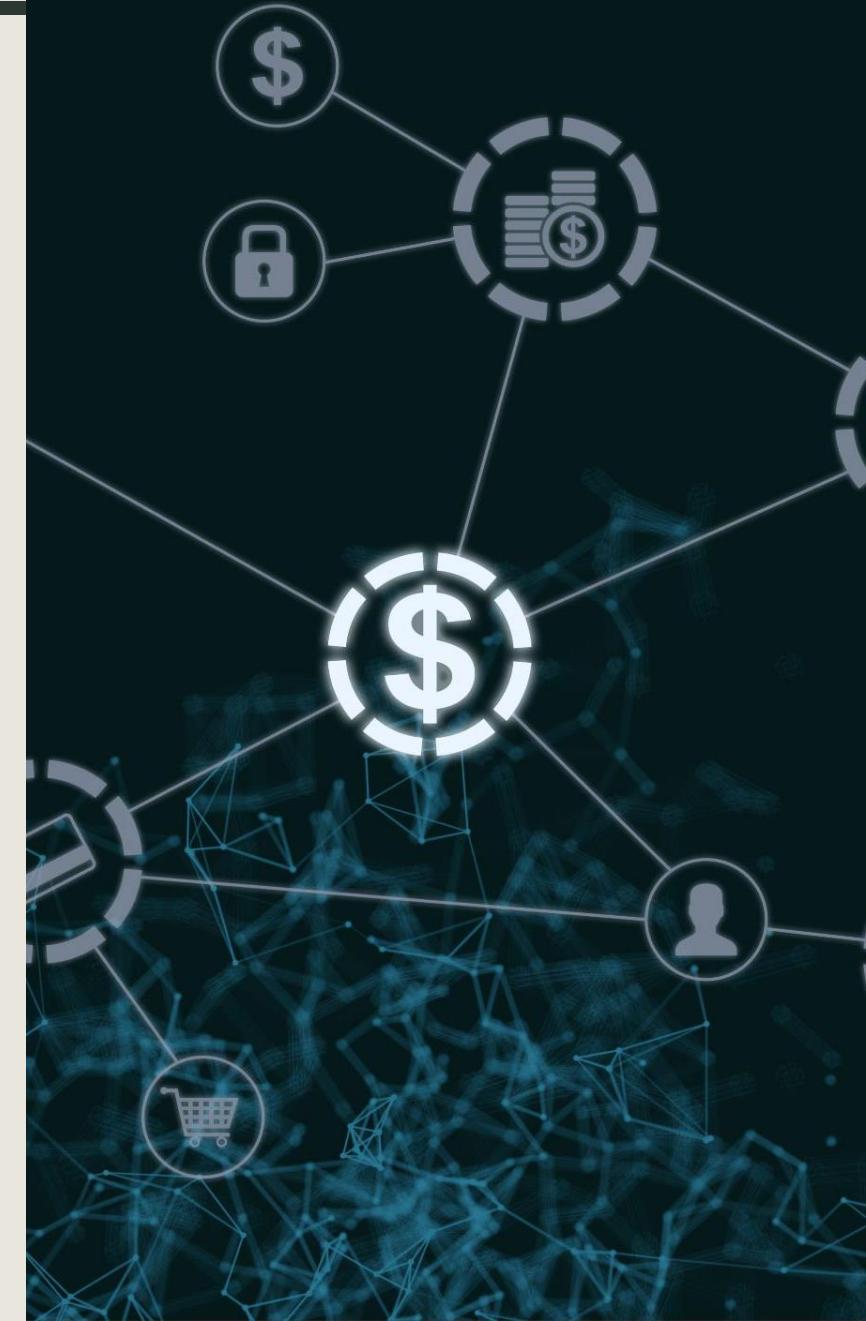
Traditional lenders view micro businesses as high-risk, creating a trust gap and limiting access to funds.

Micro-Investment Platform Opportunity

A regulated, transparent platform can enable small investments, bridging gaps between investors and businesses.

Broader Social Impact

The solution promotes financial inclusion, poverty reduction, and empowers local communities economically.



SOLUTION FRAMEWORK





HYBRID FINANCING MODEL

Integrated Digital Platform

The model combines crowdfunding, venture capital oversight, and technology infrastructure for secure and transparent operations.

Diverse Investment Instruments

Investors access various options such as revenue-sharing notes, micro-equity, and Shariah-compliant profit-sharing agreements.

Compliance and Reporting

A coordinating institution manages regulatory compliance, escrow accounts, and provides monthly performance reports.

Automation and Social Impact

Automated KYC/AML, payment processing, and waqf-enabled options support ultra-micro entrepreneurs and build trust.

BUSINESS MODEL AND INSTRUMENTS





REVENUE STREAMS AND INVESTMENT OPTIONS

Diverse Revenue Streams

The platform generates income from fund-raising fees, monthly servicing fees, and performance fees on equity investments.

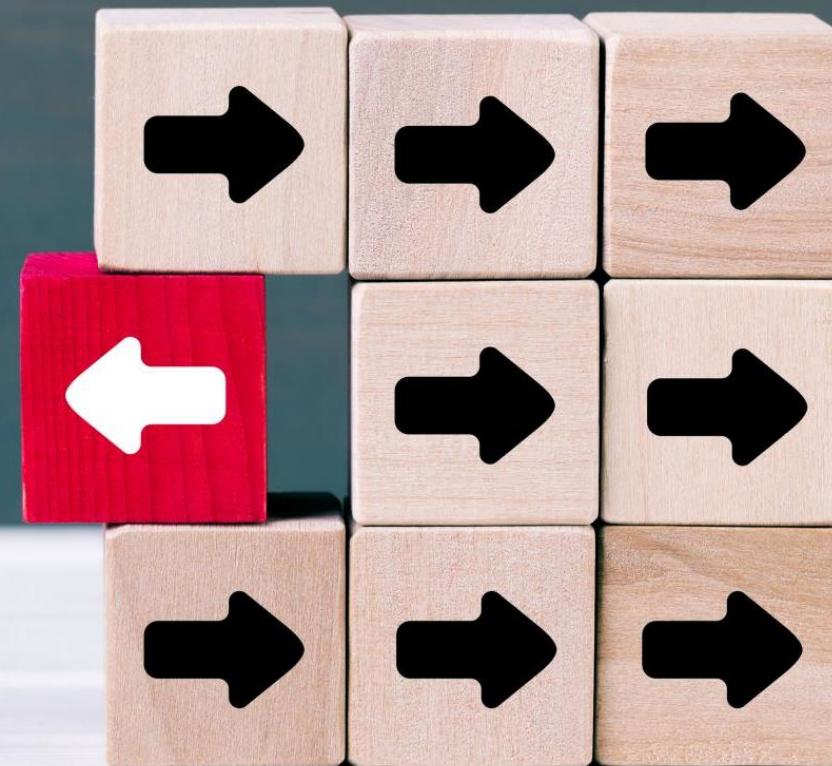
Varied Investment Instruments

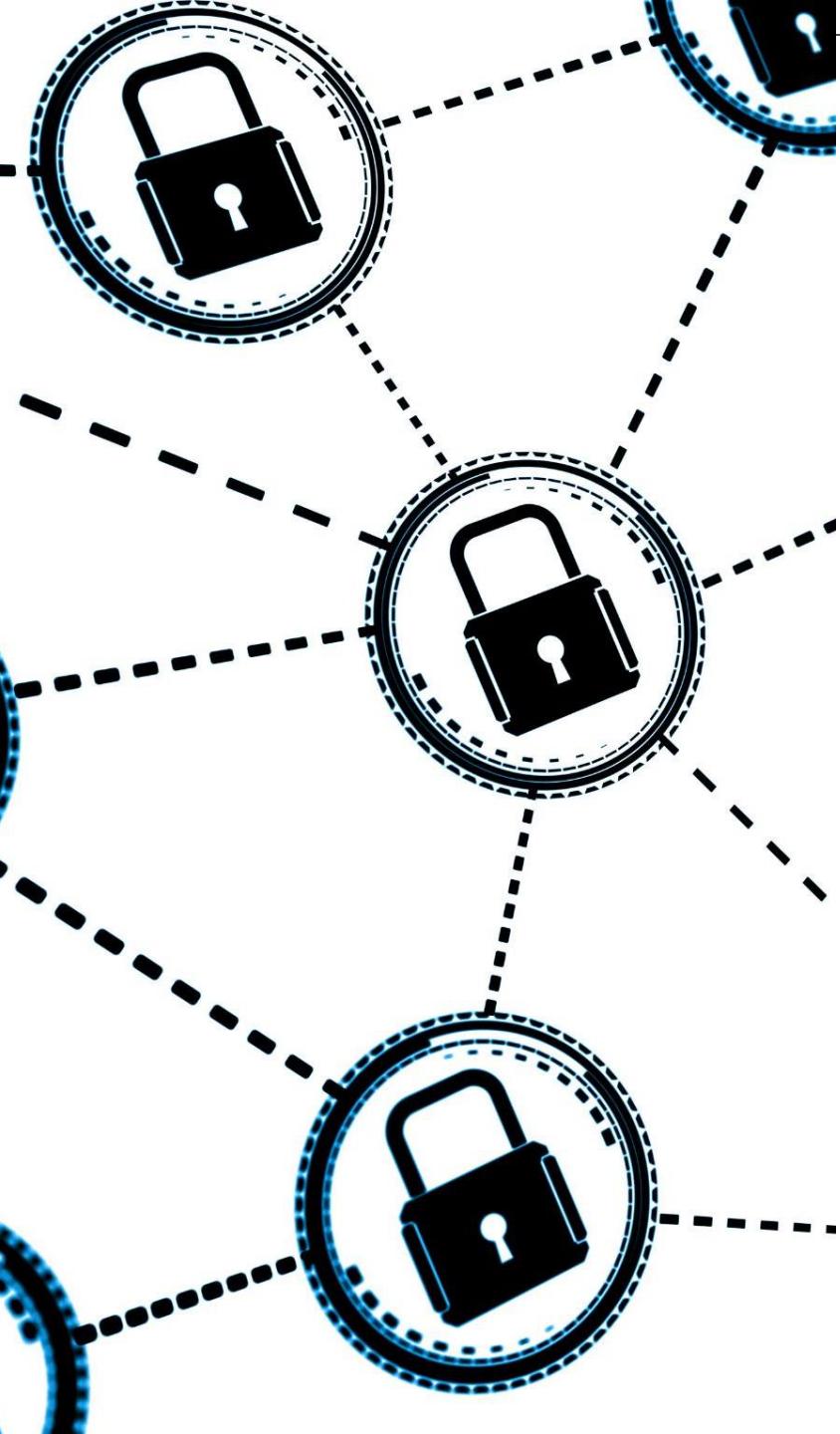
Investment options include Revenue-Sharing Notes, Micro-Equity, and Shariah-compliant agreements tailored for different investor preferences.

Social Impact and Ethics

The platform offers waqf tranches to support charitable funding, balancing financial returns with social responsibility.

RISK MANAGEMENT AND COMPLIANCE





GOVERNANCE AND REGULATORY FRAMEWORK

Regulatory Compliance

The platform follows Malaysia's P2P and crowdfunding regulations, ensuring licensing and investor protection adherence.

Risk Management Strategies

Includes blended credit scoring, escrow controls, POS integration, and portfolio diversification to mitigate multiple financial risks.

Compliance and Security Operations

A dedicated compliance office manages KYC/AML, fraud detection, cybersecurity, audits, and incident reporting for trust.

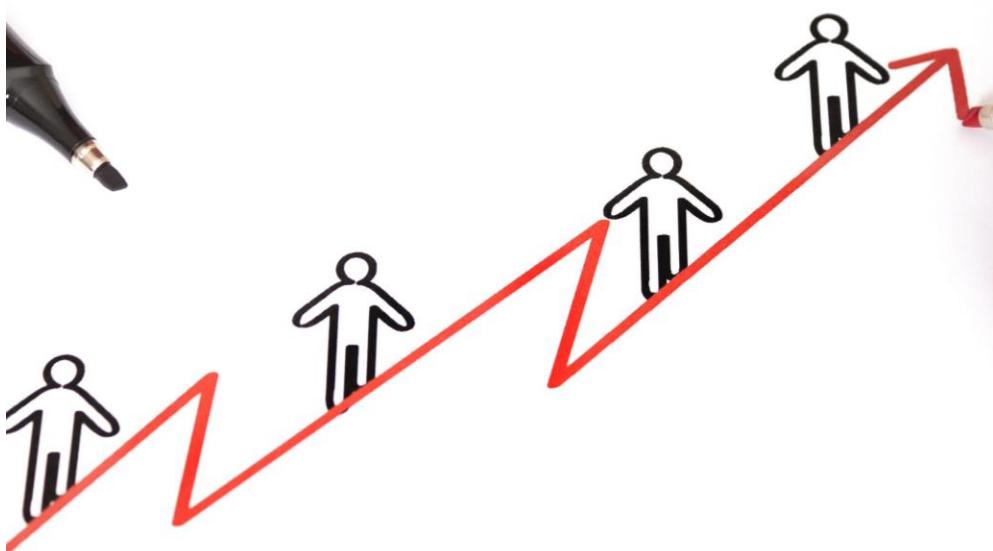
Islamic Finance Oversight

A Shariah advisory board ensures Islamic finance complies with profit-loss sharing and avoids riba principles.

IMPLEMENTATION ROADMAP



PHASED DEPLOYMENT PLAN



Initial Planning and Consultation

Phase 0 includes stakeholder consultations, legal scoping, and advisory board formation within 1 to 2 months.

MVP Development and Onboarding

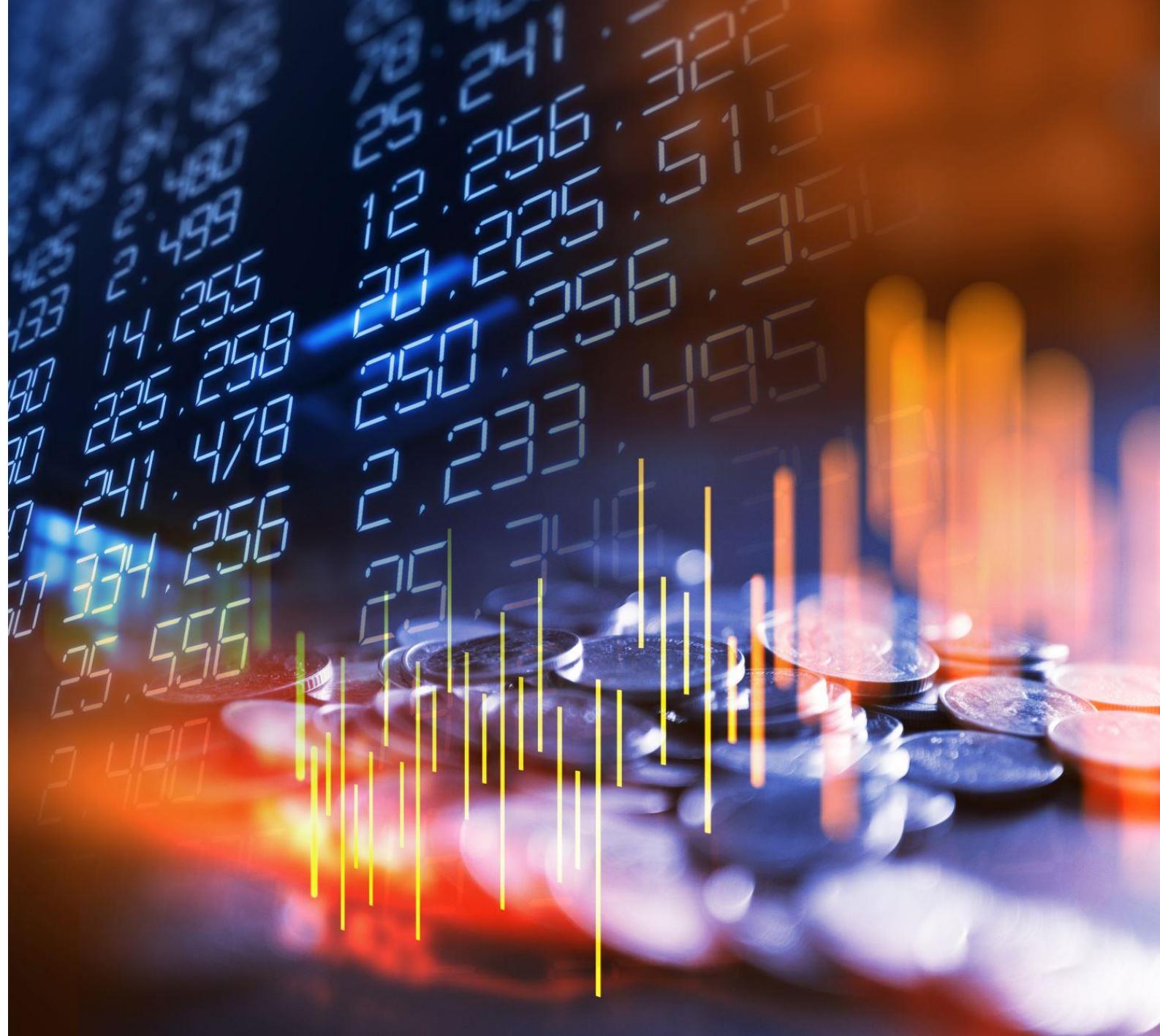
Phase 1 focuses on building an MVP, integrating payment and KYC, onboarding 100 micro businesses in 3 to 4 months.

Scaling and Automation

Phase 2 scales to 1,000 businesses, adds RSN and micro-equity, and automates monthly distributions over 6 to 9 months.

Regional Expansion and Features

Phase 3 expands across ASEAN, enables secondary market liquidity, and adds cross-border investment options after 12 months.



IMPACT AND SOCIAL FINANCE INTEGRATION

FINANCIAL INCLUSION AND WAQF INTEGRATION



Driving Financial Inclusion

The platform enables micro businesses to access affordable capital and small investors to support local economic growth.

Performance and Transparency Metrics

Investor outcomes are tracked via IRR, payout reliability, and repeat investments, supported by transparent monthly reports and audits.

Waqf-Enabled Social Finance

A charitable corpus supports ultra-micro entrepreneurs, aligning with Islamic social finance and aiding poverty alleviation.

Zakat Channels for Empowerment

Optional Zakat contributions enhance social protection and economic empowerment within the platform.



NEW HOUSE OWNERSHIP MECHANISM FOR VIETNAM

VIETNAM HOUSING COOPERATIVE PROGRAM: POLICY MEMO & BRIEFING DECK



Overview of housing cooperatives and policy recommendations



INTRODUCTION AND CONTEXT

PROBLEM AND OPPORTUNITY



Housing Affordability Challenge

Vietnam's low- and middle-income households face high down payments, limiting access to traditional mortgages.

Government Housing Goals

Vietnam aims to build over 1 million social housing units by 2030, creating demand for new financing models.

Innovative Cooperative Model

A cooperative savings model enables community pooling of funds, ensuring fair, legal, and sustainable housing finance solutions.

Financial Inclusivity Features

The model incorporates rent-to-own structures and preferential loans, enhancing affordability and consumer protection.

LEGAL AND POLICY FRAMEWORK



REGULATORY LANDSCAPE IN VIETNAM



Gambling and Lottery Regulations

Vietnam prohibits private lotteries and gambling, allowing only state-operated games under strict legal decrees.

Promotional Games Restrictions

Promotional games of chance are only allowed if linked to goods or services and require regulatory approval.

Fintech Regulatory Sandbox

Decree 94/2025 enables innovative financial solutions like credit scoring and peer-to-peer lending under regulated sandbox conditions.

Social Housing Policies

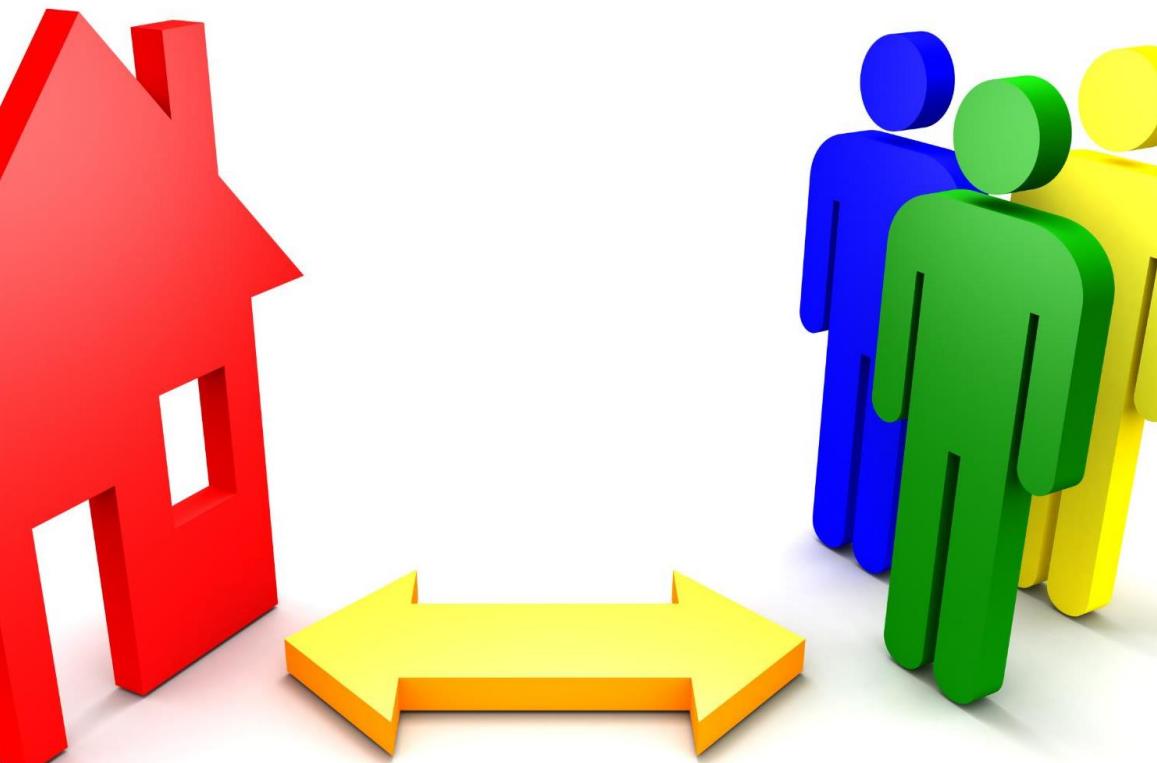
Vietnam's social housing program targets over 1 million units by 2030 with subsidized credit support for eligible buyers.

PROPOSED COOPERATIVE MODEL

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STRUCTURE AND MECHANISM



Housing Cooperative Contributions

Members contribute weekly small amounts pooled into an escrow account under strict governance protocols.

Deterministic Allocation System

Housing units are allocated based on transparent criteria like time, need, and contribution consistency.

Rent-to-Own Agreements

Occupants pay rent aligned with local yields plus equity accrual, enabling home ownership over time.

Financial Sustainability and Compliance

Model integrates social housing loans ensuring legal compliance and fostering community trust.

FINANCIAL MODEL AND ECONOMICS

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ILLUSTRATIVE UNIT ECONOMICS



Weekly Member Contributions

5,000 members contributing \$5 weekly generate \$25,000 to fund housing deposits and acquisitions.

Annual Collection and Acquisition

Annual collections of \$1.3 million enable steady housing unit acquisition with subsidies and developer staging.

Occupant Payments & Equity Building

Monthly occupant payments cover costs and build equity, based on local rental yields between 3.5% and 5%.

Leveraging Social Housing Credits

Vietnam's social housing credit programs with low interest rates reduce financing costs for the cooperative.

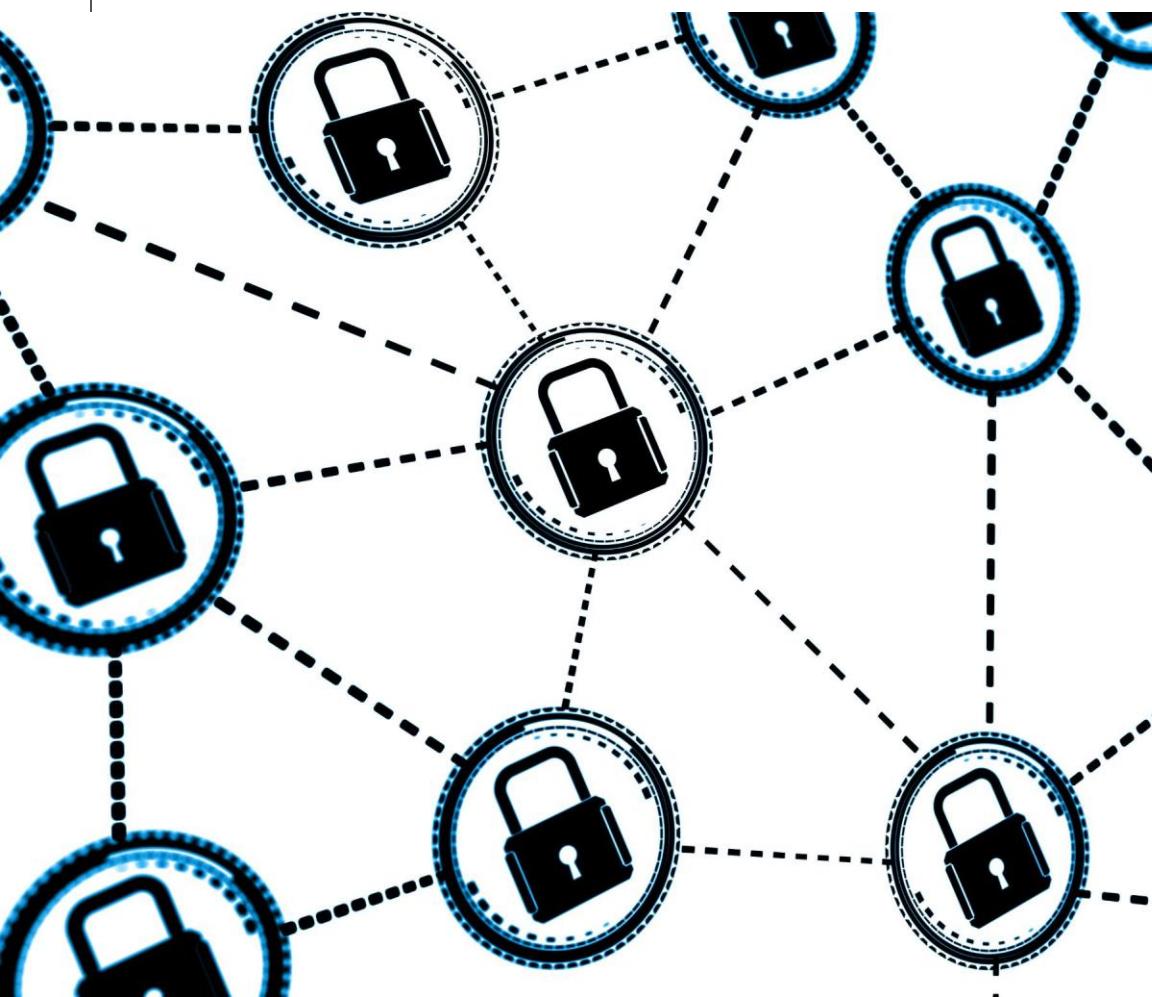
FINE CALCULATION

1. \$5 contribution per week – make \$260 per annum for 20 yrs – it make \$5,200 over the 20 years
2. For 5,000 people – every week \$25,000 per week , per annum it will be \$n1,300,000 and over 20 years it will be \$ 26,000,000
3. If a house is priced at \$50,000, and required a 10% deposit– \$5,000, every week we will have 5 participation selected, in a year 260 and in 20 years 5,200 peoples.
4. If a person contribute \$5 every week for 20 years – he would end up contributing \$5,200.
5. Every person also will have to pay rental at 3.5% of the capital value i.e. \$50,000 - \$ 146 per month or \$35,000 over the 20 years
6. So each person woul end up paying \$ 40,200 to own a house over 20 years.
7. Proceed from rental should be invested to generate income to provide return to the initial fund owner.
8. The initial fund owner could be a cooperative, the government or crowd funding investors.

GOVERNANCE AND CONSUMER PROTECTION



TRANSPARENCY AND RISK MANAGEMENT



Robust Governance Structure

Independent trustees and auditors oversee fund management, ensuring trust through quarterly transparency reports.

Consumer Protection Measures

Clear disclosures, complaint handling, and ombuds services safeguard consumers and resolve disputes fairly.

Digital Onboarding & Compliance

E-KYC, consented data use, and privacy compliance are essential for secure digital user onboarding.

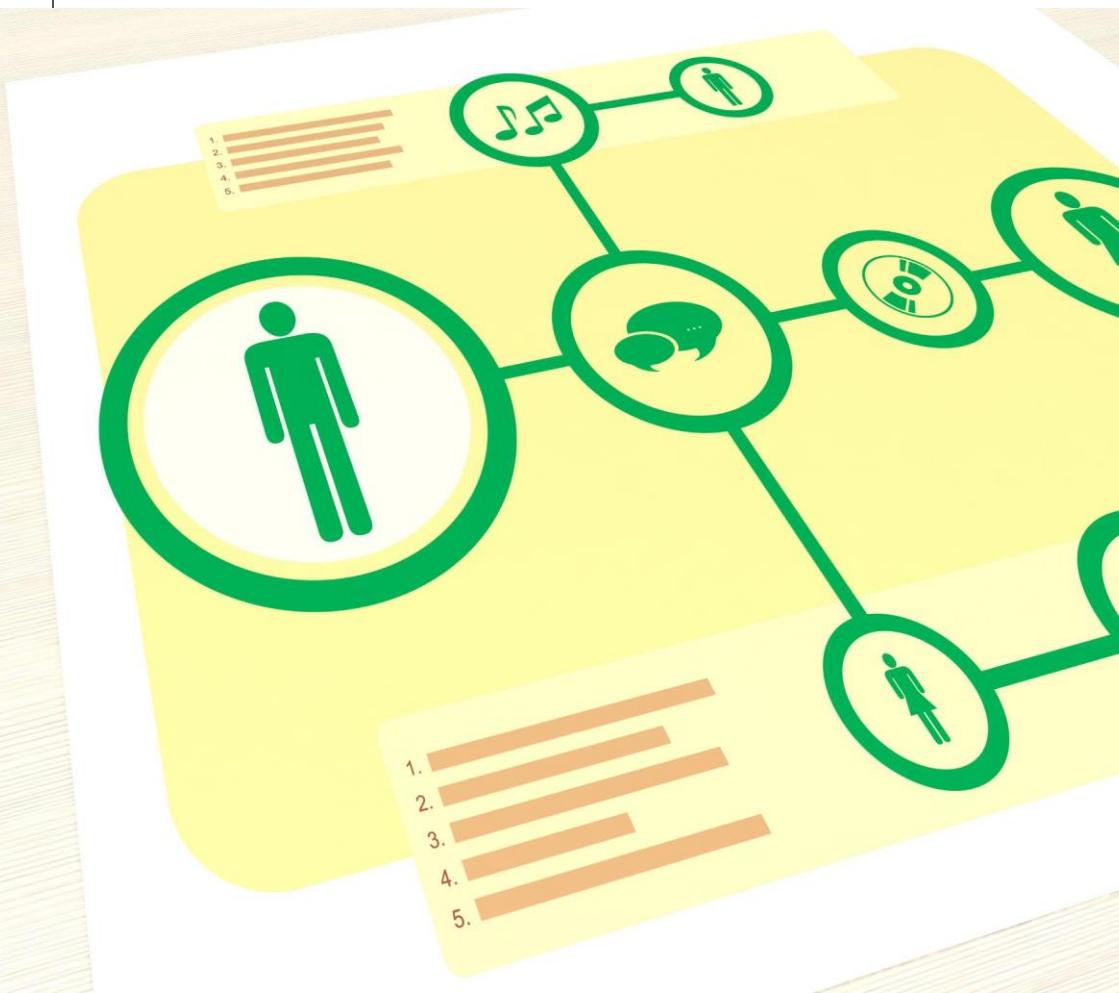
Risk Mitigation & Fair Credit

Participation in regulatory fintech sandboxes and anti-overindebtedness safeguards prevent financial harm.

IMPLEMENTATION ROADMAP



12–16 WEEK ACTION PLAN



Legal Structuring and Agreements

Register the cooperative, draft bylaws banning chance-based allocation, and establish escrow accounts for secure management.

Partnerships and Alignments

Secure MOUs with government bodies and engage banks for preferential loans and payment infrastructures.

Data Studies and Auditing

Conduct pricing studies and appoint independent auditors to ensure transparent financial and social impact reporting.

Digital Platform Development

Develop user-friendly digital tools with local language support, queue tracking, and e-KYC for efficient management.