

ASX: 9SP

ASX Release

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## **9 Spokes signs contract with Singapore-based OCBC Bank, expanding global reach of its smart dashboard for SMEs into Asia Pacific**

### **HIGHLIGHTS:**

- 9 Spokes has signed its 4<sup>th</sup> global banking partner, OCBC Bank, the 2<sup>nd</sup> largest financial services group in Southeast Asia by assets.
- The signing of a formal contract with OCBC marks 9 Spokes' entrance into the thriving ASEAN SME growth market.
- OCBC is a leading bank in Singapore, whose SME customers will receive access to a white-labelled platform powered by 9 Spokes.
- Following a successful implementation, 9 Spokes' reach will have expanded to four continents; Europe through Barclays Bank, North America through Royal Bank of Canada (RBC), Australasia through Bank of New Zealand (BNZ) and Asia through OCBC.

**Auckland, NZ | 17 August**, 9 Spokes (ASX: 9SP or “the Company”), a leading marketplace and insights company to small businesses, is pleased to announce it has successfully converted its Proof of Concept (POC) and subsequent Memorandum of Understanding with OCBC Bank into a formal contract to deliver a white-label version of 9 Spokes' market leading platform.

OCBC Bank, the second largest financial services group in Southeast Asia by assets, engaged 9 Spokes in June 2017 to deliver the POC of a platform to support its SME customers in their business growth beyond traditional banking toolsets. Following the success of the POC, a formal contractual agreement has been reached.

A partner in Asia of OCBC Bank's stature is a significant step in the strategic growth of 9 Spokes and emulates the Company's market entry with leading banks in other regions through Barclays, RBC and BNZ. The partnership with OCBC Bank also facilitates the establishment of an Asia-Pac regional hub to support 9 Spokes' regional growth aspirations.

**Adrian Grant, Co-Founder and Executive Director of 9 Spokes said:** *“It has been a pleasure to work with Mr Linus Goh and his team at OCBC Bank. OCBC Bank is an absolute leader in SME banking in Asia and its decision to partner with 9 Spokes is further evidence of the value that our platform can add to global banks and their SME customers. This is the first step of several, as we work together to provide a digital marketplace and business insights to the SME business community. We look forward to integrating our platform into OCBC Bank’s systems and delivering a unique opportunity to SME clients of OCBC Bank to have a ‘business homepage’ that delivers insights and a real-time, single pane view of how their business is really performing.”*

**For more information:**

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**About OCBC Bank**

OCBC Bank is the longest established Singapore bank, formed in 1932 from the merger of three local banks, the oldest of which was founded in 1912. It is now the second largest financial services group in Southeast Asia by assets and one of the world’s most highly-rated banks, with an Aa1 rating from Moody’s. Recognised for its financial strength and stability, OCBC Bank is consistently ranked among the World’s Top 50 Safest Banks by Global Finance and has been named Best Managed Bank in Singapore by The Asian Banker.

OCBC Bank and its subsidiaries offer a broad array of commercial banking, specialist financial and wealth management services, ranging from consumer, corporate, investment, private and transaction banking to treasury, insurance, asset management and stockbroking services.

OCBC Bank's key markets are Singapore, Malaysia, Indonesia and Greater China. It has 580 branches and representative offices in 18 countries and regions. These include over 310 branches and offices in Indonesia under subsidiary Bank OCBC NISP, and more than 100 branches and offices in Hong Kong, China and Macao under OCBC Wing Hang.

OCBC Bank's private banking services are provided by its wholly-owned subsidiary Bank of Singapore, which operates on a unique open-architecture product platform to source for the best-in-class products to meet its clients' goals.

OCBC Bank's insurance subsidiary, Great Eastern Holdings, is the oldest and most established life insurance group in Singapore and Malaysia. Its asset management subsidiary, Lion Global Investors, is one of the largest private sector asset management companies in Southeast Asia.

Find out more at <https://www.ocbc.com/>

### **About 9 Spokes**

9 Spokes is a tracking tool designed to help SMEs enhance their performance and be their best business self. It collates and sorts the SMEs data, so they can more easily see their progress against the things that matter most to their business.

SMEs can connect their cloud software to 9 Spokes to get a comprehensive picture of their business performance through a single smart dashboard—so it's easier to make the big and small decisions required to manage and grow their business effectively. As well connecting their existing supported software to the dashboard, businesses can choose from a selection of other recommended and accredited apps to suit their industry.

9 Spokes is provided under a direct model to small businesses and as a white labelled platform allowing key Banking Partners to offer 9 Spokes to their SME customers under their own brand.

Find out more at [www.9spokes.com](http://www.9spokes.com)