

PwC's FinTech Insights

December 2018



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An exclusive look at the latest developments and publications in the FinTech space

1

Gearing up for a favourable investment climate: A study of the angel investment community and the outlook for India

The report presents the results of a survey conducted in the global angel investment community by PwC and LetsVenture. We have used these results to derive the main factors that will be critical for the establishment of a sustainable environment for angel investment in India.

Read more



2

Riding the FinTech wave with PwC

Considering trends in the FinTech industry, traditional BFSI players are looking at these as a risk to their business. And while incumbents have been largely focusing on the profitable segments, FinTechs have reached out to the underserved and carved a niche for themselves. In view of this development, the way forward for incumbents is to build digital platforms, adopt financial technologies and collaborate with Fintech companies.

Read more





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1

How FinTech will change the way PSU banks operate in 2019

CY2019 is expected to be the year when PSU banks will leverage Fintech to bring about structural changes and achieve a transformational and functional makeover. This is likely to usher in a new era in financial inclusion...wherein PSU banks emerging as 'financial superstores of the future' will become 'as necessary as banking'. This is likely to lead to PSU banks' proprietary platforms and Fintech partners' individual platforms co-existing in an open architecture ecosystem.

Read more.....



2

Kenya gets ready to unveil Sandbox Policy

In Kenya, the Capital Markets Authority (CMA) has issued its 'FinTech Sandbox Guidance Note', which has been finalised as a policy. According to BitcoinKE, the Sandbox Policy was announced in the middle of 2018, and as reported in December 2018, 'will be soon be made available'" to stakeholders in the financial realm before going public.

Read more.....



3

UAE FinTech flourishes as more start-ups complete accelerator programme

The Fintech Hive at the Dubai International Financial Centre (DIFC) is a 12-week programme, which provides technology companies with mentoring and support from Middle Eastern and global financial institutions and insurance companies. The programme included 22 participants from the Fintech, Insurtech, Regtech and Islamic Fintech sectors in 2018 double the number of participants in the first year of the programme in 2017.

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4

Bahrain's Central Bank reveals a FinTech Sandbox and cryptocurrency regulation draft

Strong regulations have hindered the development and adoption of digital currency all over the world in the past. However, with cryptocurrency gaining in prominence, regulators are doing everything possible to regulate rather than repeal them. The most recent addition to the list is the Kingdom of Bahrain, where the Central Bank has issued a draft of rules regulating cryptocurrency.

[Read more](#)



5

Facebook developing a cryptocurrency for WhatsApp transfers

Facebook Inc. is working on creating cryptocurrency that will enable users to transfer money on its WhatsApp messaging app. According to people familiar with the company, it intends to focus first on India's remittance market. According to these sources, the company is developing a 'stablecoin', a type of digital currency that is pegged to the US dollar to minimise volatility of the cryptocurrency.

[Read more](#)





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News on recent investments, partnerships and acquisitions in FinTech in India

A.1 Investments

	Company	Aye Finance
	Sector	Lending
	Ticket size	US\$2.78 million
	Investor(s)	Northern Arc
	Company overview	Aye Finance is a new-age finance company, which provides business loans to small and micro enterprises in India.
	Source:	https://inc42.com/buzz/aye-finance-issues-2-78-mn-non-convertible-debentures/





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A.2 Investments

	Company	PerkFinance
	Sector	Lending
	Ticket size	US\$900 thousand
	Investor(s)	Fosun RZ Capital and angel investors
	Company overview	PerkFinance enables personal loans that are integrated with the payroll of employees by the employers. It also facilitates loans through its lending partners to blue-collar workers.
	Source:	https://www.vccircle.com/china-s-fosun-others-back-online-loan-facilitator-perkfinance/





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A.3 Investments

	Company	Go Payments
	Sector	Payments
	Ticket size	US\$850 thousand
	Investor(s)	Infibeam
	Company overview	Go Payments assists its customers by providing a range of financial services at their doorsteps. It offers services such as direct money transfer, bill payments, mobile recharge and travel bookings.
	Source:	https://www.vccircle.com/infibeam-invests-in-digital-payments-tech-firm-go/





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A.4 Investments

	Company	CityCash
	Sector	Payments
	Ticket size	Undisclosed
	Investor(s)	FINO PayTech Ltd.
	Company overview	CityCash is a digital payment company with a focus on NFC-based card payments in underserved markets.
	Source:	https://www.vccircle.com/fino-paytech-backs-fintech-startup-citycash-to-set-up-payments-solution/





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B.1 Partnerships

	Start-up	ETMoney
	Partnered with	Fullerton India
	Sector	Lending
	Purpose	To offer personal loans of up to INR20 lakhs with minimal documentation in a trouble-free manner
	Source: https://economictimes.indiatimes.com/wealth/personal-finance-news/etmoney-partners-with-fullerton-india-to-offer-personal-loans-up-to-rs-20-lakh/articleshow/67176044.cms	





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B.2 Partnerships

	Start-up	ePayLater
	Partnered with	Cashfree
	Sector	Payments
	Purpose	To bring innovative solutions to merchants, targeting payments of INR1000 crore in 2019
	Source: https://economictimes.indiatimes.com/small-biz/startups/newsbuzz/epaylater-partners-with-cashfree-to-introduce-pay-later-options-for-their-merchants/articleshow/67141504.cms	





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B.3 Partnerships

	Start-up	PayTM
	Partnered with	Mumbai Duty Free
	Sector	Payments
	Purpose	To encourage sales and increased transaction values
	Source: https://www.moodiedavittreport.com/mumbai-duty-free-in-promotional-drive-with-digital-payment-partner-paytm/	





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B.4 Partnerships

	Start-up	Mi Pay
	Partnered with	ICICI Bank, Rupay
	Sector	Payments
	Purpose	To provide infrastructure such as Unified Payments Interface, debit cards, credit cards and Internet banking for transfer of funds in India
	Source: https://www.financialexpress.com/industry/technology/google-pay-rival-is-here-xiaomi-launches-upi-based-mi-pay-service-in-india-how-to-download/1420124/	





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B.5 Partnerships

	Start-up	OboPay
	Partnered with	Federal Bank, MasterCard
	Sector	Payments
	Purpose	To launch a new generation prepaid instrument, which will provide a multi-wallet facility that will enable dedicated payments and allocation of money for various purposes
	Source: https://www.thehindubusinessline.com/money-and-banking/obopay-partners-with-federal-bank-mastercard-for-prepaid-cards/article25750719.ece	





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


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C.1 Acquisitions

	Start-up	TechEagle Innovations
	Acquired by	Zomato
	Sector	Drones
	Purpose	To enable a drone-based delivery ecosystem in India
	Source: https://economictimes.indiatimes.com/small-biz/startups/newsbuzz/zomato-acquires-techeagle-innovations/articleshow/66952576.cms	





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


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C.2 Acquisitions

	Start-up	Int.AI
	Acquired by	Walmart Labs
	Sector	Machine learning
	Purpose	To strengthen its technology team in the country
	Source: https://economictimes.indiatimes.com/small-biz/startups/newsbuzz/after-appsfly-walmart-labs-acqui-hires-int-ai/articleshow/67069564.cms	





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C.3 Acquisitions

	Start-up	VadR
	Acquired by	Leena AI
	Sector	Analytics
	Purpose	To improve and strengthen its current offerings
	Source: https://www.peplematters.in/news/mergers-acquisitions/leena-ai-acquihires-vr-analytics-firm-vadr-20123?utm_source=peplematters&utm_medium=interstitial&utm_campaign=learnings-of-the-day	





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About PwC

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In India, PwC has offices in these cities: Ahmedabad, Bengaluru, Chennai, Delhi NCR, Hyderabad, Kolkata, Mumbai and Pune. For more information about PwC India's service offerings, visit www.pwc.in

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