

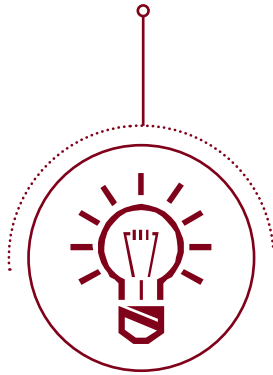


PwC's FinTech Insights

February 2018



Our insights



From around the web



FinTech tales



Contacts





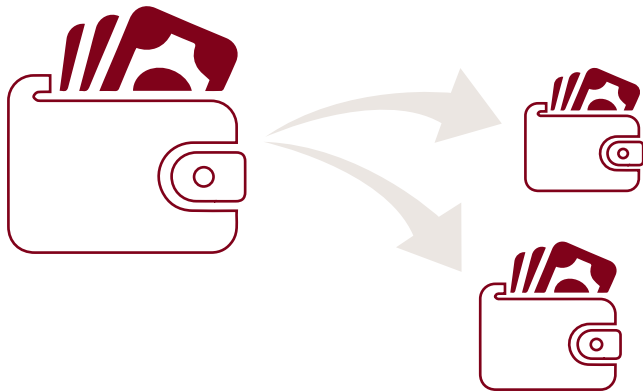
An exclusive look at the latest developments and evolving technologies in the FinTech space

Decoding card scheme charges

January 2018 saw digital transactions in India reach a record high of 1.11 billion, up by 4.73% from the 1.06 billion mark touched in December last year. These figures include payments made by credit and debit cards, Unified Payments Interface (UPI), prepaid payment instruments (PPIs), Internet banking and Unstructured Supplementary Service Data (USSD).



[Read more.](#)



Towards a more supportive regulatory regime

From being a mere buzzword to completely transforming the financial services and banking industry in India, FinTechs have come a long way. India is currently home to more than 1,500 FinTech start-ups, both big and small, out of which half were set up over the last two years.



[Read more.](#)



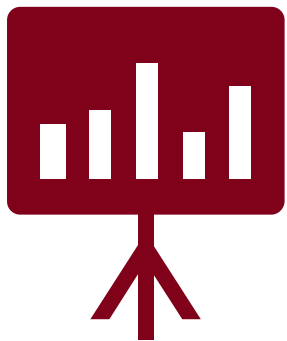


Strengthening alternative lending models

Buoyed by a large untapped population and the anticipation of better clarity from regulators, alternative lending platforms are poised for massive growth in the future. We introduced alternative credit decisioning (ACD) models in a previous post. The efficacy of such models hinges on the type of data that is fed into them—an area of innovation which a new breed of tech-savvy financial services players are exploiting.



[Read more.](#)





Global insights handpicked by PwC

RBI suggests tax sops, self-regulation to build fintech space

From suggesting tax rebates to merchants for adopting digital payments to light-touch regulations to help fintech innovations bloom and even suggestions around formation of a self-regulatory body of FinTech companies, the Reserve Bank of India has come up with recommendations to strengthen the FinTech space.



[Read more.](#)



SBI to deploy blockchain in three functions in FY19

State Bank of India (SBI) will go in for full-fledged deployment of blockchain in its reconciliation, remittances and trade finance operations in FY19. The move is expected to lower the costs associated with the three functions by about 40-50%.



[Read more.](#)





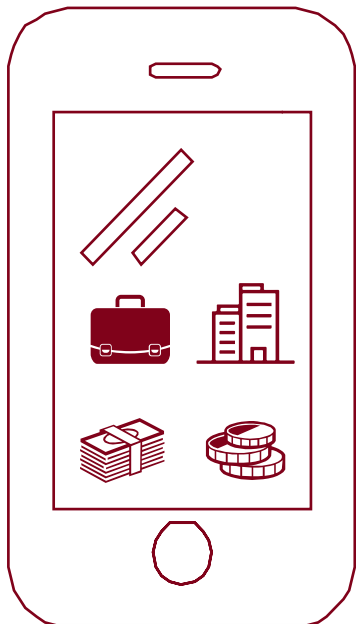
Global insights handpicked by PwC

India Post Payments Bank to enable digital payment by April

India Post Payments Bank (IPPB) Expansion Programme continues to make brisk progress and a nation-wide roll-out is scheduled beginning April 2018.



[Read more.](#)



PSD2: New EU rules to make credit card transactions cheaper, faster and safer

Online shopping in Europe will be cheaper and easier as of Saturday, thanks to the European Commission's new banking directive, PSD2. While the directive introduces an array of new banking reforms, the first change customers are likely to see is the lifting of additional fees for online payment via credit card or bank transfer.



[Read more.](#)





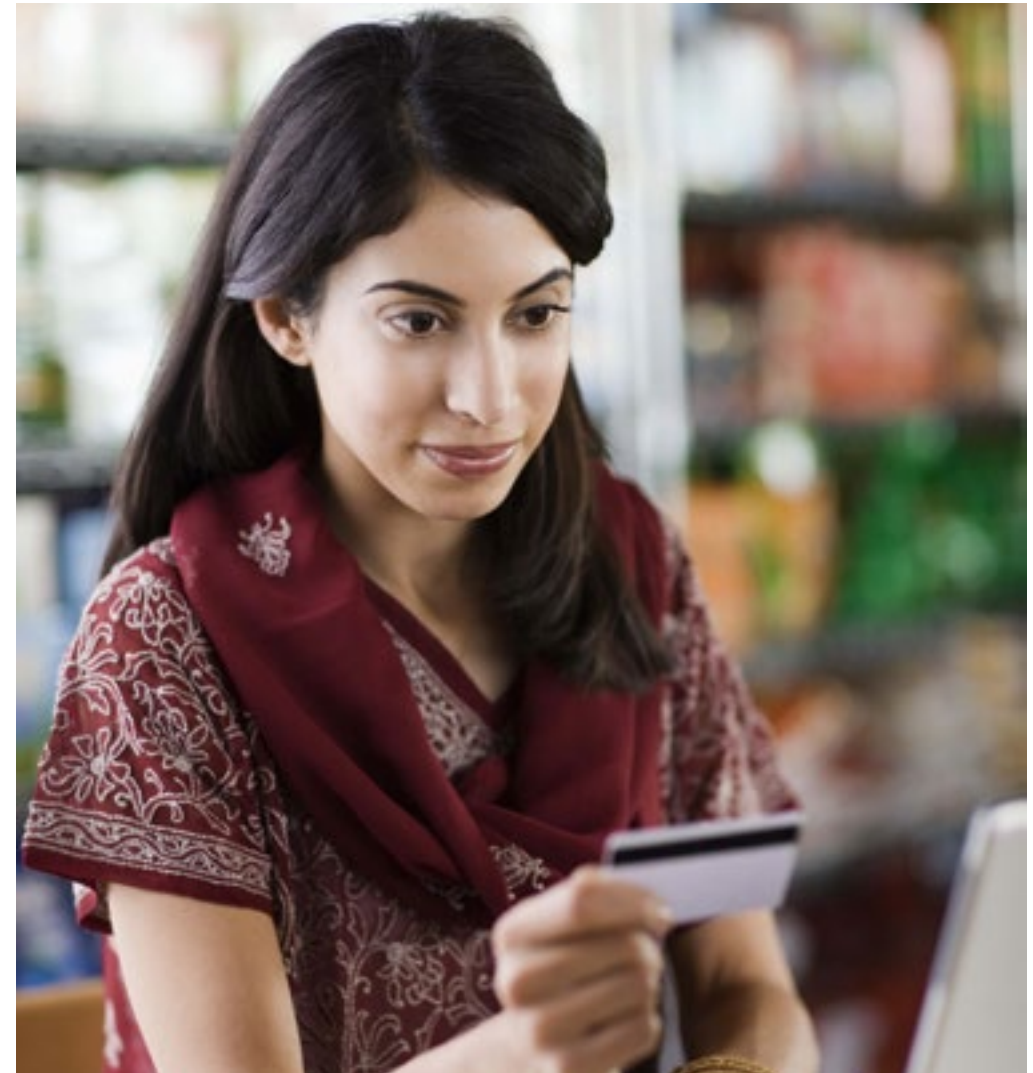
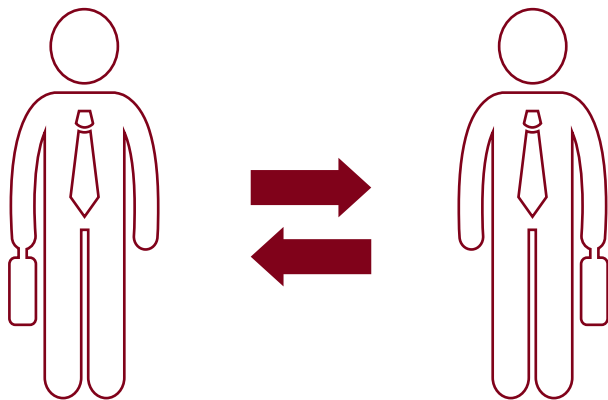
Global insights handpicked by PwC

Local peers fret and fuss as global giants enter Indian digital payments segment

Tech heavyweight Facebook, whose arm WhatsApp entered digital payments just days ago, challenging the dominance of Sharma's multibillion dollar Paytm. And just like that, the hunter seems to be getting hunted. The disruptor, disrupted.



[Read more.](#)





News on recent investments and partnerships in FinTech in India

Investments

	Company	LendingKart
	Sector	Lending
	Ticket size	87 million USD
	Investor(s)	Led by Fullerton Financial Holdings Pvt Ltd
	Company overview	LendingKart is an online financing company targeting entrepreneurs and small businesses with working capital loans. It uses analytics to evaluate customers and their businesses.

	Company	Aye Finance
	Sector	Lending
	Ticket size	6.28 million USD
	Investor(s)	IFMR Capital
	Company overview	It provides financial services to micro and small businesses predominantly in northern India.



Source: <https://inc42.com/buzz/lendingkart-equity-funding/>



Source: <https://inc42.com/buzz/online-lending-aye-finance-funding-ifmr/>



News on recent investments and partnerships in FinTech in India

Investments

	Company	MoneyOnMobile
	Sector	Mobile payments
	Ticket size	5 million USD
	Investor(s)	S7 group
	Company overview	MoneyOnMobile is a mobile payments company which enables Indian consumers to pay for goods or P2P transfers using their mobile phones.

	Company	OptaCredit
	Sector	Lending
	Ticket size	4 million USD
	Investor(s)	DMI Finance
	Company overview	OptaCredit is an artificial intelligence powered, data-driven lending platform.



Source: <https://inc42.com/buzz/fintech-moneyonmobile-s7-group-funding/>



Source: <http://www.livemint.com/Companies/ugPn29fA143FzYXoXcjD5I/OptaCredit-secures-4-million-credit-line-from-DMI-Finance.html>



News on recent investments and partnerships in FinTech in India

Investments

	Company	CashSuidha
	Sector	Lending
	Ticket size	2.5 million USD
	Investor(s)	SBI
	Company overview	CashSuidha is a digital lending platform which provides working capital to finance SME and MSME entrepreneurs in India.

	Company	Happay
	Sector	Expense management
	Ticket size	250, 000 USD
	Investor(s)	Cupola Venture Opportunities
	Company overview	Happay is an online business expense management solution that streamlines end-to-end user expense workflows and offers real-time visibility and control over business spends.



Source: <https://yourstory.com/2018/02/delhi-based-lending-startup-cash-suidha-raises-2-5-m-debt-funding/>



Source: <https://www.pymnts.com/news/b2b-payments/2018/happay-expense-management-series-b/>



News on recent investments and partnerships in FinTech in India

Partnerships

	Start-up	EarlySalary
	Partnered with	Niki.ai
	Sector	Lending
	Purpose	To offer customers a simple and easy-to-use chat bot, which can be used to shop for products and services using the EMI option.
	Source: https://businesswireindia.com/news/fulldetails/earllysalary-niki-ai-introduce-new-shopping-chatbot-with-pay-later-option/57035	

	Start-up	PhonePe
	Partnered with	Indian Oil Corporation Limited
	Sector	Payments
	Purpose	To help Indian Oil Corporation Limited employees to pay for fuel purchases through PhonePe, thereby increasing digital footprints.
	Source: https://inc42.com/buzz/iocl-phonepe-pos/	





News on recent investments and partnerships in FinTech in India

Partnerships

	Start-up	Digit Insurance
	Partnered with	Cleartrip
	Sector	InsurTech
	Purpose	To provide travel insurance to Cleartrip travellers for flight delays, loss of check-in baggage and paperless claims etc.
	Source: http://www.india.com/news/agencies/fintech-startup-digit-insurance-partners-with-cleartrip-2891398/	

	Start-up	KriyaTec Partners
	Partnered with	Hotify AI
	Sector	Artificial intelligence
	Purpose	To launch artificial intelligence powered solutions tailored for the FinTech, healthcare, logistics and industrial process automation industries.
	Source: https://cio.economictimes.indiatimes.com/news/internet-of-things/kriyatec-partners-with-hotify-to-launch-ai-enabled-solutions/62898331	





News on recent investments and partnerships in FinTech in India

Partnerships

	Start-up	Paytm
	Partnered with	Mumbai Dabbawala Association
	Sector	Payments
	Purpose	To push its QR code-based digital payment system for 5,000+ dabbawalas in Mumbai.
	Source: http://www.bgr.in/news/paytm-payments-bank-partners-mumbais-dabbawalas-for-its-digital-banking-service/	





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