



PwC's FinTech Insights

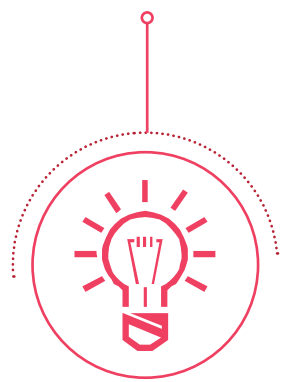
January 2018





PwC's FinTech Insights

Our insights



From around the web



FinTech tales



Contacts





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



Unpacking the cloud

Over the last few years, the cloud has garnered a lot of interest from the banking industry. While the cloud has the potential to transform the ways banks conduct their businesses, it is critical that banks take note of a few myths before embarking upon a cloud-driven growth strategy.



[Read more.](#)



Careers in FinTech: Innovation driver at financial institutions

FIs have traditionally been governed by complex, time-consuming processes and involve multiple levels of decision making. Thus, they have begun to assess ways through which they can become more agile and nimble. On the other hand, FinTechs, which have been able to achieve exponential growth through their innovative solutions, are trying to build strong governance and financial prudence, and minimise financial, operational, and regulatory risks.



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Global insights handpicked by PwC

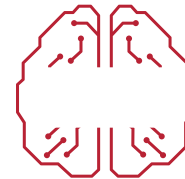


'Freedom at a price': Why regulation is crucial to FinTech's future

In recent years, financial technology, or FinTech, has dramatically expanded financial inclusion in China and elsewhere in Asia. Small and mid-sized businesses that have been underserved by banks now have access to capital, as FinTech enterprises use the internet and mobile technology to reach those borrowers; leverage data analytics to build credible and innovative risk profiles to gauge creditworthiness, and are able to scale their reach exponentially with 24/7 customer windows and without the baggage of fixed-cost overheads that typically shackle traditional banks.



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Are artificial intelligence and machine learning the next frontiers for fighting money laundering?

Within the financial services sector, Anti-Money Laundering (AML) is a significant challenge for many institutions, often consuming large numbers of people and effort to manage the process and comply with the regulations. As a result, these same institutions are looking for new solutions to help them reduce the burden and increase the controls in this complex space.



[Read more.](#)



Banks face a seismic technological upheaval – PSD2 is only the start

The Second Payment Services Directive (PSD2) came into force across the EU last Saturday, opening access to consumers' financial data to thousands of companies that aren't banks.



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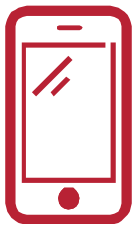


EU joins the FinTech revolution

The European Commission's financial services directorate will unveil a slew of policy recommendations on topics like Blockchain, cloud-data servicing, and online security to help the FinTech industry grow across the bloc.



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Small payment companies look to cash in on digital pay boom

At a time when payment companies such as Paytm and PhonePe are rapidly expanding their retail merchant base, a clutch of small payment entities like Trupay and Benow are trying to take retail cash payments digital.



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News on recent investments and partnerships in FinTech in India

Investments

	Company	Paisabazaar
	Sector	Lending marketplace
	Ticket size	31.58 million USD
	Investor(s)	EtechAces Marketing and Consulting
	Company overview	PaisaBazaar — a PolicyBazaar.com venture — is India's largest online destination for all kinds of loans, credit cards and other financial products.

	Company	Razorpay
	Sector	Payments
	Ticket size	20 million USD
	Investor(s)	Tiger Global, Y Combinator, Matrix Partners
	Company overview	Razorpay is a payments company that allows online merchants in India to manage their marketplace, automate NEFT/RTGS/IMPS bank transfers, collect recurring payments and share invoices with customers.



Source: <http://businessworld.in/article/Leading-Financial-Services-Marketplace-Indian-Money-com-/09-01-2018-136752/>



Source: <http://www.livemint.com/Companies/qWnjBPRO7e8FuvetsxubRO/Razorpay-raises-20-million-from-Tiger-Global-Y-Combinator.html>



News on recent investments and partnerships in FinTech in India

Investments

	Company	EarlySalary
	Sector	Lending
	Ticket size	15.7 million USD
	Investor(s)	Eight Roads Ventures India, IDG Ventures India, Dewan Housing Finance Corp Ltd (DHFL) and Ashok Agarwal
	Company overview	EarlySalary is a salary advance mobile application that enables Indian users to borrow money for urgent cash requirements before they get their monthly wages. It aims to help individuals who face month-end and mid-month financial crisis by providing small loans until they receive their salaries.

	Company	NiYO Solutions
	Sector	Financial advisory platform
	Ticket size	13.2 million USD
	Investor(s)	Social Capital, JS Capital LLC, Horizons Ventures and Prime Venture Partners
	Company overview	NiYO partners with companies (employers) and banks to offer employees the opportunity to access their benefits, such as healthcare or food allowances, through a digital platform. The platform allows users to submit claims and also gives them credit options, all through a mobile app.



Source: <http://www.moneycontrol.com/news/business/startup/pune-startup-earllysalary-raises-rs-100-crore-led-by-eight-roads-ventures-2475757.html>



Source: <https://inc42.com/buzz/fintech-niyo-solutions-funding/>



News on recent investments and partnerships in FinTech in India

Investments

	Company	Lendingkart
	Sector	Lending
	Ticket size	3.8 million USD
	Investor(s)	SBI
	Company overview	Lendingkart is an online financing company dedicated to help entrepreneurs and small businesses with working capital loans. It uses analytics and big data scoring to evaluate customers' businesses.
	Source: http://www.livemint.com/Companies/Phh2OWZTdsqsfvY5ldP1uK/Lendingkart-raises-Rs25-crore-debt-from-State-Bank-of-India.html	

	Company	IndianMoney
	Sector	Financial advisory platform
	Ticket size	3 million USD
	Investor(s)	SRI Capital
	Company overview	IndianMoney is an online platform that offers free financial advice and education. The platform covers the categories of insurance, investment, loans, property, capital markets, mutual funds, loans and credit cards, mutual funds, and tax.
	Source: http://businessworld.in/article/Leading-Financial-Services-Marketplace-Indian-Money-com-/09-01-2018-136752/	



News on recent investments and partnerships in FinTech in India

Partnerships

	Start-up	Flipkart
	Partnered with	FreeCharge
	Sector	Payments
	Purpose	To allow over 45 million of FreeCharge's users to utilise their wallet balance on any of PhonePe's merchant partners.
	Source: http://www.moneycontrol.com/news/business/startup/with-rival-snapdeal-out-of-picture-flipkart-inks-deal-with-freecharge-2479015.html	

	Start-up	PhonePe
	Partnered with	Redbus, SafeGold
	Sector	Payments
	Purpose	To offer their users travel bookings and a platform to buy or sell 24-carat gold.
	Source: https://inc42.com/buzz/phonepe-paytm-in-app/	





News on recent investments and partnerships in FinTech in India

Partnerships

	Start-up	Paytm
	Partnered with	IndusInd Bank
	Sector	Payments
	Purpose	To offer fixed deposit services to its customers.
	Source: https://www.theindianwire.com/startups/paytm-payments-bank-partners-indusind-bank-offer-fd-service-42869/	

	Start-up	Paytm
	Partnered with	ofo
	Sector	Payments
	Purpose	To offer their users with ofo's bike sharing platform
	Source: https://www.vccircle.com/chinese-bicycle-sharing-unicorn-ofo-partners-with-paytm-for-india-services/	



News on recent investments and partnerships in FinTech in India

Partnerships



Start-up

MoneyTap



Partnered with

Aditya Birla Finance Limited



Sector

Lending



Purpose

To leverage MoneyTap's technology and data platform to evaluate and issue credit to customers.



Source: <http://www.india.com/news/agencies/aditya-birla-finance-moneytap-partner-to-ease-consumer-lending-2772076/>





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