



Our insights

- The remarkable rise of UPI in 2020**
 UPI is a digital payment platform in India that enables fast interbank transactions. Ever since its launch in 2016, UPI has achieved various milestones. In October 2019, it recorded one billion transactions in a month. UPI has continued with its success story in 2020 as well. Two billion UPI transactions were recorded in October 2020. We will further explore the growth of UPI in this newsletter. [Read more.](#)
- The FinTech route to greater financial inclusion in India**
 Financial inclusion in India has seen extensive improvement in the past few years. The number of Indians with bank accounts has increased in recent times and it is estimated that nearly 80% Indians have bank accounts at present. As the Government of India (GoI) continues to work towards extending financial services to the underbanked segment of the population, FinTech companies in India are gradually making their presence felt. [Read more.](#)
- Data governance in the FinTech sector: A growing need**
 Over the past few years, India has emerged as a centre of innovation in the FinTech space. With over 3,800 FinTechs providing tech-enabled services – with data and analytics as key components – to consumers and businesses, consumption of data is increasing exponentially. Data is both a key input driver as well as a source of differentiation for the FinTech industry. [Read more.](#)

From around the web

January 2021 was an exciting month for the global FinTech ecosystem. A few curated and handpicked developments in the FinTech sector from the last month are outlined below:

Global

- Robinhood app is new eye of GameStop storm. [Read more.](#)
- Y Combinator-Backed Drip Capital Crosses \$1 Billion Milestone in Trade Financing for Small Businesses. [Read more.](#)
- Fintech startup Affirm aims for over \$9 billion valuation in U.S. IPO. [Read more.](#)
- Edfintech' in Indonesia: the billion-dollar opportunity. [Read more.](#)
- Singapore Fintech Report 2021. [Read more.](#)
- Deutsche Bank to work with Singapore FinTech on digital assets PoC. [Read more.](#)
- UK's Fintech Sector Secures \$4.1 Billion Investment in 2020. [Read more.](#)
- Nigeria's apex bank releases framework for fintech sandboxes, QR payments. [Read more.](#)
- Visa abandons \$5.3bn acquisition of fintech startup Plaid. [Read more.](#)
- Financial Services Platform SoFi Plans IPO Via SPAC. [Read more.](#)



India

- Indian startups attract \$10.14 bn in funding in 2020. [Read more.](#)
- Fintech industry accelerates financial inclusion, to push faster financial inclusion. [Read more.](#)
- After RBI rap, fintech grouping comes out with code of conduct for industry. [Read more.](#)
- Bajaj Capital digitizes its Mutual Funds. [Read more.](#)
- Mastercard launches resource site to support digital transformation of SMEs in Asia Pacific. [Read more.](#)
- Airtel Payments Bank launches 'Airtel Safe Pay' to prevent digital payment frauds. [Read more.](#)
- Google Pay Becomes Google Plex to Manage Your Day-To-Day Finances. [Read more.](#)

Regulatory developments

The FinTech industry witnessed a few important regulatory developments in January. A few key developments in the Indian FinTech sector are highlighted below:

- RBI forms working group to regulate digital lending through loan apps. [Read more.](#)
- NPCI adds offline transactions feature in RuPay cards, reloadable wallet facility for retail payments. [Read more.](#)
- RBI comes up with Digital Payments Index. [Read more.](#)
- IRDAI panel not in favor of standardization of cyber insurance. [Read more.](#)
- IRDAI Panel For Separate Payments Of Vehicle, Insurance Premium. [Read more.](#)
- IRDAI proposes standard travel insurance policy by April 1. [Read more.](#)



FinTech tales

Investments

The Indian FinTech ecosystem received a significant amount of funding in the month of January as well. FinTech investments in Indian start-ups from January 2021 are highlighted below.

Start-up	Sector	Amount raised	Lead investor	Source
CRED	Payments	USD 81 million	DST Partners and others	Read more.
BharatPe	Payments	USD 34 million	Alteria Capital, ICICI Bank and Trifecta Capital	Read more.
Digit Insurance	Insurance	USD 18.4 million	A91 Partners, TVS Capital and Faering Capital	Read more.
CoinSwitch Kuber	Wealthtech	USD 15 million	Ribbit Capital	Read more.
Aye Finance	Lending	USD 10 million	Catalyst Trusteeship Limited	Read more.
CreditEnable	Lending	USD 2 million	Venture Catalyst	Read more.
Vauld	Lending	USD 2 million	Pantera Capital and Coinbase Ventures	Read more.
Zerone	Enabling Tech	USD 1.3 million	IAN	Read more.
Ruptok	Lending	USD 1.3 million	Wurk	Read more.
Siply	WealthTech	USD 1 million	Inflection Point Ventures	Read more.
Junio	NeoBank	USD 1 million	Kunal Shah and Ashneer Grover	Read more.
NCOME	EnablingTech	USD 0.5 million	Venture Catalysts and PointOne Capital	Read more.
Finsall	InsurTech	USD 0.32 million	Unicorn India Ventures	Read more.
RevFin	Lending	Undisclosed	Shell Foundation	Read more.
Wright Research	WealthTech	Undisclosed	BSE Institute Limited Ryerson Technology Startup Incubation Foundation (BRTSIF)	Read more.

Partnerships

The FinTech ecosystem saw a diversified set of partnerships built across different sectors. A few handpicked partnerships that developed in the Indian FinTech space in January 2021 are listed below.

Financial Firm	Partnered with	Sector	Purpose	Source
IDBI Intech	Yotta	Enabling Tech	To launch 'Banking Compliance-as-a-Service'	Read more.
Google Pay	PayU	Payments	To provide tokenised payments	Read more.
ICICI Bank	Google Pay	Payments	To offer FASTag issuance through app	Read more.

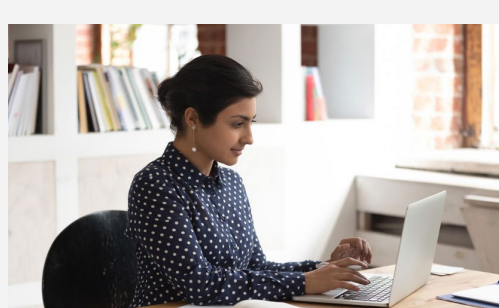
Acquisitions

Acquirer	Acquiree	Sector	Purpose	Source
Wishfin	Ladders	WealthTech	To simplify buying mutual funds, investment and insurance products	Read more.

Incumbent FinTech initiatives

Here are a few incumbent FinTech initiatives launched by Indian financial institutions (FIs) in January 2021.

- Yes Bank launches wellness themed credit card. [Read more.](#)
- ICICI Bank launches 'InstaFX' mobile app. [Read more.](#)
- IDBI Bank launches video KYC account opening facility. [Read more.](#)
- Kotak Securities launches incubation programme for fintech startups. [Read more.](#)



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