



From around the web

March 2020 was an eventful month as the COVID-19 outbreak intensified worldwide and several countries went on nationwide lockdowns. The effects of the ongoing crisis are being felt across all sectors, especially in aviation and hospitality. The financial services (FS) sector has also been affected by the pandemic due to reasons such as higher requests for refinancing options, reduced working hours and reduced bandwidths of call centres. However, FS companies have taken some quick measures such as contactless payments, digital-only banking and WhatsApp banking to address these challenges and continue to serve customers to the best of their abilities. There were some positive trends in the insurance industry as well, with the launch of innovative products like contextual COVID-insurance offered by [PhonePe](#) and [Digit Insurance](#).

In other news, the Indian FinTech ecosystem witnessed some positive trends with multiple rounds of funding and partnerships. The industry has experienced quite a few positive initiatives around sandbox, new licences, virtual banks, etc.

Here are the young Indian FinTech entrepreneurs who have been featured in the Forbes Asia 30 Under 30 list.

The following are some of the developments in the global FinTech space:

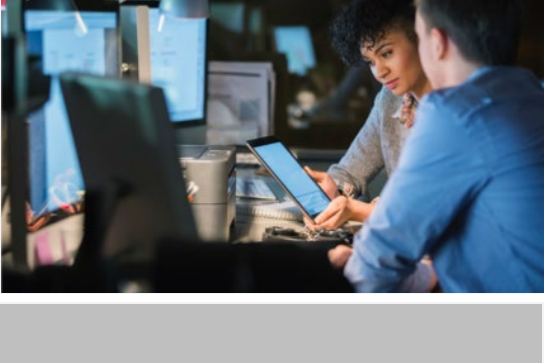
- Coronavirus: New challenges and opportunities for FinTech. [Know more.](#)
- Spain readies ground for fintech regulatory sandbox. [Know more.](#)
- Square gets green light to open a bank in the USA. [Know more.](#)
- Brex acquires three start-ups in San Francisco. [Know more.](#)
- Hong Kong's first virtual bank opens its digital doors. [Know more.](#)
- HSBC, Alibaba Link Up On Quick eCommerce Loans. [Know more.](#)
- Plaid and Microsoft partner to turn Excel into a fintech app. [Know more.](#)
- Australia's Xinja Bank secures \$255 mln funding from Dubai-based investor. [Know more.](#)
- Global investments into Indian crypto sector surge after Supreme Court lifts ban. [Know more.](#)



Regulatory developments

There were significant regulatory developments in the Indian FinTech ecosystem in March. The Reserve Bank of India (RBI) issued new licences such as NBFC-AA, P2P lending and New Umbrella Entity (NUE). The latest licence introduced by the RBI is the licence for payment gateways and aggregators. Here are some of the key regulatory actions recently identified in the FinTech ecosystem:

- India's RBI to set up RegTech, SupTech, FinTech depts, to tackle technological disruptions in financial world. [Know more.](#)
- RBI to regulate payment aggregators, reduces license capital requirements. [Know more.](#)



FinTech tales










Investments

Some of the FinTech investments from March 2020 are listed below.


Start-up	Sector	Amount raised	Lead investor	Source
Vivriti Capital	Lending	USD 50 million	LGT Lightstone Aspada	Click 
Veritas Finance	Lending	USD 46 million	Led by Norwest Venture Partners, Kedaara Capital, Lok Capital Growth Fund	Click 
SMECorner	Lending	USD 30 million	Paragon Partners with others	Click 
SmartCoin	Lending	USD 7 million	LGT Lightstone Aspada, Unicorn India Ventures and Accion Venture Lab	Click 
Chqbook	Lending	USD 5 million	Aavishkaar Capital	Click 
FamPay	Payments	USD 4.7 million	Y Combinator, Sequoia India, Venture Highway, GFC and others	Click 
Shop101	Social commerce	USD 3.9 million	Kalaari Capital, Vy Capital, Unilever Ventures and Stellaris Venture Partners	Click 
CoinDCX	Crypto	USD 3 million	Bain Capital and Polychain Capital as well as BitMEX-owner HDR Global Trading	Click 
Fintso	Enabler	USD 2.6 million	Seed funding from individuals	Click 
Karbon Card	Lending	USD 2 million	Angel investors from India and China	Click 
Khatabook	Enabler	Undisclosed	MS Dhoni	Click 

Partnerships

Some of the FinTech ecosystem partnerships from March 2020 are listed below.

Financial firm	Partnered with	Sector	Purpose	Source
Capital Float	Poonawala Finance	Lending	To provide loans to MSMEs through co-lending	Click 
Pine Labs	Zest Money	Lending	To offer instant credit to customers at PoS	Click 
Visa	Intuit QuickBooks	Payments	To bring value-added propositions for MSMEs in India	Click 
RBL Bank	Zomato	Lending	To launch a co-branded credit card	Click 
SBI	BSNL	Bank	To launch Bharat InstaPay digital payments platform	Click 
Aegon Life Insurance	Flipkart	InsurTech	To sell comprehensive insurance solutions to customers	Click 
True Balance	Shopclues	Lending	To bring e-commerce to one billion unbanked Indians	Click 
Mobikwik	BuyUCoin	Payments	To allow cryptocurrency trading	Click 
HUMBL	Digital India Payments	Payments	To enter the Indian payments market	Click 

Acquisitions

Start-up	Partnered with	Sector	Purpose	Source
ClearTax	Karvy's GST filing business	Tax filing	To provide value-added services to customers	Click 



Incumbent FinTech initiatives

Many Indian incumbent financial institutions have also launched new FinTech initiatives in the month of March. Key initiatives are listed below:

- ICICI Bank introduces WhatsApp banking amid lockdown. [Know more.](#)
- ICICI Bank launches 'ICICISStack', India's most comprehensive digital banking platform. [Know more.](#)
- Kotak Mahindra Group launched a pilot among its employees to test use cases for the AA framework. [Know more.](#)
- ICICI Securities launched incubation program for fintech startups. [Know more.](#)



Contact us

Vivek Belgavi
Partner, Financial Services
Technology
Consulting and India FinTech
Leader
PwC India
vivek.belgavi@pwc.com

Sanjeev Kumar
Associate Director, FinTech and
Innovation Strategy
PwC India
sanjeev.b.kumar@pwc.com

Avneesh Singh Narang
Associate Director, FinTech and
Innovation Strategy
PwC India
avneesh.narang@pwc.com

Mihir Gandhi
Partner and Leader, Payments
Transformation
PwC India
mihir.gandhi@pwc.com

Vaidison Krishnamurthy
Partner, Deals
PwC India
vaidison.krishnamurthy@pwc.com

Joydeep K Roy
Partner, Insurance and Allied
Businesses
PwC India
joydeep.k.roy@pwc.com

Himanshu Mandavia
Partner, Deals
Tax and Regulatory Services
PwC India
himanshu.mandavia@pwc.com

Kuntal Sur
Partner and Leader,
Financial Services – Risk
and Regulation
PwC India
kuntal.sur@pwc.com

Amit Nawka
Executive Director, Deals
PwC India
amit.nawka@pwc.com

Amit G Jain
Director, FinTech and
Financial Services –
Regulatory
PwC India
amit.g.jain@pwc.com

Vivek Iyer
Partner, Risk Assurance
Services
PwC India
vivek.iyer@pwc.com