



PwC's FinTech Insights

March 2018



Our insights

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

1. Bringing quality healthcare within reach

The appropriate and intelligent use of secondary sources of data for alternative lending can help bring the underserved into the formal economy and reduce the hardships they face. Previously, we have shared our insights into some forms of alternative lending, such as person-to-person lending (P2P) and small and medium scale enterprise (SME) lending. Lending to fund healthcare expenses is an upcoming area in the alternative lending space and could occupy a crucial place in the overall FinTech ecosystem.

[Read more.](#)

2. Designing great experiences through UX/UI

In the FinTech ecosystem, the end goal is to develop innovative products to help solve customer problems and offer an unparalleled user experience. As there is limited scope to differentiate the core features offered, businesses have now turned their attention towards the creation of a seamless, customised and intuitive workflow that minimises the time and efforts spent on executing a transaction. The role of a user interface (UI)/user experience (UX) designer has thus become pivotal. [Read more.](#)



From around the web

Global insights handpicked by PwC

1. Global RegTech investments in companies addressing MiFID II surpassed \$100 million in 2017

Global investment in regulatory technology (“RegTech”) companies that address MiFID II totalled \$378.5 million between 2013 and 2017 according to research from FinTech Global, in the run up to MiFID II implementation on 3rd January 2018. MiFID II RegTech investments nearly doubled last year. [Read more.](#)

2. Bank of Thailand plans overhaul with Blockchain

The Bank of Thailand plans to adopt blockchain technology for its bond issuance and wholesale central bank digital currency, an interbank payment system. The bank has a proof of concept to use blockchain for a wholesale central bank digital currency project called Inthanon. [Read more.](#)

3. RBI to adhere to its target of interoperability of digital wallets by April

The Reserve Bank of India (RBI) is likely to adhere to its target of achieving interoperability of digital wallets by April 2018, despite allowing digital payment companies two additional months to comply with its customer verification requirement. [Read more.](#)

4. Global regulators to work on test bed for FinTechs

Regulators from across the world start work this week on a blueprint for a global “sandbox” or testing bed for new financial technology applications. Britain helped to spearhead sandboxes which allow fintech firms to test new apps on real customers, but under the close eye of regulators to avoid consumer harm. [Read more.](#)

5. By 2025, digital transactions in India could be worth \$1 trillion annually

Demonetisation and cashless drive has pushed the growth trajectory of digital payments in India significantly, and by 2025, digital transactions in the country could be worth \$1 trillion annually. [Read more.](#)



FinTech tales

News on recent investments and partnerships in FinTech in India

A. Investments

Company	Avail Finance
Sector	Lending
Ticket size	17.2 million USD

Investor(s) Led by Matrix Partners

Company overview Avail Finance is a mobile-first financing platform aiming to financially include the urban masses of India with quick and easy access to loans.

Source: <https://yourstory.com/2018/03/fintech-startup-avail-finance-raises-17-2-m-funding-led-matrix-partners/>

Company	Pine Labs
Sector	Digital retail payments
Ticket size	82 million USD

Investor(s) Actis Capital, Altimeter Capital and others

Company overview Pine Labs is a provider of retail POS solutions that simplify payment acceptance for merchants.

Source: <http://www.livemint.com/Companies/3cyRIMK9IJwZLfw6ZFu52N/Pine-Labs-raises-82-million-from-Actis-Capital-Altimeter.html>



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A. Investments

Company	Peritus.ai
Sector	Artificial intelligence
Ticket size	2 million USD
Investor(s)	Ideaspring Capital and The Hive
Company overview	Peritus.ai helps in enabling data centres through the automation of infrastructure support using AI and ML.

Source: <https://tech.economictimes.indiatimes.com/news/startups/peritus-ai-raises-2m-from-ideaspring-capital-the-hive/63310439>

Company	Qandle
Sector	HR tech
Ticket size	1.2 million USD
Investor(s)	Led by Redwood Internet Ventures Ltd.
Company overview	Qandle is an end-to-end HR solution that is smart and completely configurable. It has a fully functional mobile app to manage tasks on the go.

Source: <https://www.vccircle.com/exclusive-redwood-internet-ventures-former-jabong-md-back-hr-tech-startup/>



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A. Investments

Company	Credy
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Sector	Lending
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Ticket size	1.4 million USD
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Investor(s)	Y Combinator, Khosla Ventures, Vy Capital
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Company overview	Credy is a platform which connects borrowers seeking capital with lenders seeking market-beating returns.
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Source: <https://inc42.com/buzz/y-combinator-online-lending-credy/>

Company	Aarav Unmanned Systems
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Sector	Drone
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Ticket size	Undisclosed
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Investor(s)	GrowX Ventures, 500 start-ups, and BellWether Advisors
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Company overview	Aarav Unmanned Systems provides drone solutions to enterprises across GIS surveying/mapping, industrial inspection and precision agriculture.
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Source: <https://inc42.com/buzz/aus-drone-funding-growx-500-startups/>



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B. Partnerships

Start-up

Haptik

Partnered with

Amazon Web Services

Sector

Artificial intelligence

Purpose

To automate customer support, client cultivation and sales analytics.

Source: <http://techcircle.vccircle.com/2018/03/08/chatbot-startup-haptik-partners-amazon-to-automate-customer-support-cultivation>

Start-up

Paytm

Partnered with

Zoomcar

Sector

Payments

Purpose

To provide a seamless experience to customers with self-driven cars and also to reach a mass audience via the Paytm platform.

Source: <http://www.dnaindia.com/business/report-self-drive-car-zoomcar-partners-with-paytm-2587796>



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B. Partnerships

Start-up	CreditVidya
Partnered with	RBL Bank
Sector	Machine learning
Purpose	To instantly verify the employment details of salaried individuals, consequently reducing the turnaround time for credit assessments.

Source: <https://economictimes.indiatimes.com/industry/banking/finance/banking/rbl-bank-partners-with-creditvidya-for-better-underwriting-of-salaried-customers/articleshow/63288042.cms>

Start-up	Ripple
Partnered with	IndusInd
Sector	Blockchain
Purpose	To facilitate cross-border payments in the country.

Source: <http://www.livemint.com/Industry/glm1RLFASdOMMS6ld1hAyH/IndusInd-Bank-ties-up-with-Ripple-to-aid-global-payments.html>

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B. Partnerships

Start-up

PayU

Partnered with

Kreditech

Sector

Payments

Purpose

To provide cardless EMIs to finance the online purchases of consumers in India.

Source: <https://yourstory.com/2018/03/payu-kreditech-launch-instant-cardless-emi-payu-monedo-india/>



Our insights
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