



FinTech Insights

March 2021



Our insights

What lies ahead in digital payments trends for 2021

Digital payments in India have witnessed a steep growth curve in the past few years. 48 billion digital transactions were recorded in calendar year (CY) 2020 despite the COVID-19 pandemic and its effect on the economy. This growth has been fuelled by new players entering the payments ecosystem, innovations in technology, initiatives taken to address customer convenience and forward-looking regulatory changes. [Read more.](#)

From around the web

March 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

- Stripe becomes second most valuable unicorn globally at \$95 billion. [Read more.](#)
- Zego scoops \$150m, securing its position as the UK's first insurtech unicorn. [Read more.](#)
- Regulatory sandboxes are becoming a common trend in the Middle East and Africa Region. [Read more.](#)
- Financial Technology Association to Advocate for Consumer-Centric FinTech Development. [Read more.](#)
- Ghana to prioritize blockchain projects in the new regulatory sandbox. [Read more.](#)
- 93 FinTech firms in Mexico are in process of acquiring a financial technology institute license. [Read more.](#)

India

- Indian FinTechs raised nearly \$10 Bn in the last decade. [Read more.](#)
- FinTech startup Cred valuation to hit \$2 billion in \$200 million funding. [Read more.](#)
- Niyo plans to apply for mutual fund license. [Read more.](#)
- FinTech company Intellect launches AI-powered Aadhaar processing solution. [Read more.](#)
- RIL partners with Google, Facebook to apply for NUE to launch payments network. [Read more.](#)
- Government blocks 27 fraud lending apps offering instant credit online. [Read more.](#)





Regulatory developments

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

- RBI is exploring ways to regulate online loan apps. [Read more.](#)
- Parliament passes Insurance Bill to hike FDI limit to 74%. [Read more.](#)



FinTech tales

Investments

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

Start-up	Sector	Amount raised	Lead investor	Source
KreditBee	Lending	USD 70 million	TPG-backed NewQuest Capital Partners and Motilal Oswal Private Equity	Read more.
Turtlemint	Insurtech	USD 46 million	Singapore-based Jungle Ventures	Read more.
OfBusiness	Lending	USD 27.65 million	Norwest Venture Partners and Matrix Partners	Read more.
Velocity	Lending	USD 10.3 million	Valar Ventures, a US-based VC firm backed by Peter Thiel	Read more.
Symbo	Insurtech	USD 9.4 million	CEFIF, Think Investments	Read more.
IndiaLends	Lending	USD 5.1 million	ACP Partners and DSG Consumer Partners	Read more.
Rupifi	Lending	USD 4.1 million	Led by Quona Capital	Read more.
Moneyboxx Finance	Lending	USD 3.4 million	Debt funding by 9 investors	Read more.
FinOne	NeoBank	USD 1 million	Individual investor	Read more.
Transak	Payments	USD 600,000	Consensus, The Lao and others	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 March 2021 are listed below.

Financial Firm	Partnered with	Sector	Purpose	Source
NPCI	SBI Payments	Payments	To launch 'RuPay SoftPoS' – a solution with the capability to transform NFC-enabled	Read more.

smartphones into merchant point of sale (PoS) terminals for the retailers

IndusInd Bank	Policybazar and others	Payments	To set up a New Umbrella Entity (NUE) to build a national payments infrastructure company	Read more.
Niyo	Equitas Small Finance Bank and VISA	Digital banking	To offer NiyoX – a 2-in-1 proposition of a digital savings account and a wealth-management platform	Read more.
PNB Housing Finance	Yes Bank	Lending	Co-lending partnership for retail loans	Read more.
CashFree	Paypal	Payments	To enable international payments for merchants	Read more.

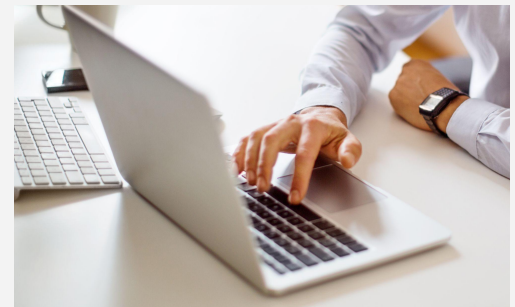
Acquisitions

Acquirer	Acquiree	Sector	Purpose	Source
CashRich	WealthApp	WealthTech	To strengthen CashRich's position as a prominent investment app in India	Read more.
Khatabook	Biz Analyst	KhataTech	To offer premium subscription services such as automatic reconciliation and digital invoicing	Read more.

Incumbent FinTech initiatives

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

- Bank of Baroda bets on new digital platform to expand retail lending. [Read more.](#)
- ICICI Bank launches instant EMI facility on net banking for high value transactions. [Read more.](#)
- NPCI to launch new digital payments product for feature phones. [Read more.](#)
- Axis Bank launches WhatsApp Banking. [Read more.](#)
- Axis Bank launches contactless wearable payment devices. [Read more.](#)



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