



NEWS HIGHLIGHTS

India catches up with China, records 2nd highest Fintech adoption rate

Crypto exchange Koinex to diversify into blockchain solutions for Fintech, Govt

'Bahrain and Maharashtra Government signs MoU on fintech

Tiger Global and Accel backs IoT and AI based startup Facilio

Today's View

Subscription Commerce for Vehicles

Subscription models are seemingly more pervasive than ever. There are subscriptions for coffee, toys, entertainment or any other kind of service that the consumer wants. A **Forbes** report indicates that in developed markets like the UK and the US, subscription-based ownership models have already crossed 10% of monthly household incomes.

Like everything else, even the vehicle subscription services are becoming more and more popular. The services offer the flexibility to customers where they can sign up when they want and cancel it when they are done. From automakers to start-ups and 3rd party companies, they are all joining the Bandwagon.

According to a **McKinsey** report, globally, 1 out of 10 cars sold in 2030 will potentially be used as a shared vehicle. By 2025-26, vehicle subscription programs could account for nearly 10% of all new vehicle sales in the U.S. and Europe. Experts predict that over 16 million vehicles will be part of vehicle subscription services by 2025.

Original OEM **BMW** is doing a pilot run for its subscription model in Nashville where users can order vehicles through the Access by BMW app, and as of now, there isn't any restriction on vehicle swaps. The monthly subscription fee includes insurance, and roadside assistance and the programme is being facilitated by the local dealers.

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Chinese e-commerce apps under the Swadeshi Jagran Manch scanner

The Rashtriya Swayamsevak Sangh's economic wing Swadeshi Jagran Manch is set to train its guns on the thriving new market for Chinese e-commerce apps. The Manch's internal research team is learnt to have assessed that Chinese e-commerce firms currently bag over two lakh orders per day from Indian shoppers.



Source – The Economic Times

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Date – 05th Dec 18

Canvas, a different type of subscription model is backed by **FordCredit** and offers Ford and Lincoln vehicles exclusively that have used off-lease vehicles to choose from allowing users to select different subscription lengths and mileage packages to go with their vehicles. **Jeep** recently announced a subscription-based car ownership program that will allow drivers to use a vehicle for a monthly fee—similar to how many consumers buy smartphones.

Apart from OEMs, there are platforms like **Flexdrive, Canvas, Borrow** and **Fair** which allow customers to select a car via its app, pay a weekly fee which differs from car to car and pay for mileage on top of that.

In India **Zoom cars** and **Jiffy** provide self-driving cars and have introduced subscription models as well. Zoom cars recently introduced its subscription model under **ZAP**, its flagship fractional sharing program where one can subscribe to a car on a monthly basis and technically have the flexibility of having a new car whenever the user wants.

We feel, that in addition to being highly flexible, such vehicle subscription services which are perceived as being more cost-effective than traditional car leases, rentals, or outright purchases, has substantial wheels to roll.

Today's News

India catches up with China, records 2nd highest Fintech adoption rate

India is finally catching up with its neighbour and biggest competitor China. The country now has the second highest Fintech adoption rate of 52%, only behind China's 69%, which also throws a huge opportunity for India to not only make best out of financial services sector but also to disrupt it. Majority of this innovation in India is start-up led. Start-ups in early stage may lack data to test the innovative solutions or a corporate partner or funding. This presents a significant opportunity to look at increased Fintech collaborations.

Source – *Financial Express*

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Crypto exchange Koinex to diversify into blockchain solutions for Fintech, Govt

Unsure about the future of crypto-currency in the country, leading crypto-exchange Koinex is planning to get into blockchain solutions. The Mumbai-based company is looking to provide blockchain solutions to banks and financial institutions soon and for this purpose, it has opened a new development centre in Bengaluru.

It is also mulling a plan to expand its services in the global markets. Backed by renowned VCs—Beenext (Singapore) and Pantera Capital (San Francisco)—Koinex will provide solutions to solve issues related to finance, payments, security and banking operations on a global scale.

Source – *BusinessLine*

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This News Letter has been prepared with the assistance of **G Balakrishna** and **Aparna Anand**

Soon, get cash from ATMs using UPI app

It will soon be possible for bank account holders to withdraw cash from ATMs by scanning a QR code on the machine's screen. **AGS Transact Technologies**, which provides ATM services to banks, has developed a solution that enables use of the UPI platform for withdrawing cash.

Source – *The Times of India*

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AI, augmented humanity will bridge the man-machine gulf, says Isobar

Move over augmented reality: it is time for augmented humanity. Even as 'intelligent' machines transform our relationship with technology, the rate at which AI and ML is evolving has changed the conventional relationship between the masters and the servant so much that there is perfect harmony and seamless interplay between both, say experts.

Source – *BusinessLine*

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Data analytics helps enterprises use digital technologies better: Infosys

Data analytics is becoming core to adopting digital technologies for enterprises to enhance their customer experiences and mitigate risk, said software major Infosys in a research study. "Enterprises are deploying data analytics to enhance customer experiences and mitigate risk. Hence, analytics is becoming core to driving digital transformation," said the city-based company in a research study conducted by Infosys.

Source – *India New England*

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eMudhra first Indian firm to be part of the Cloud Signature Consortium

Digital identity and transaction management solutions firm eMudhra announced that it is now an Executive Member of the Cloud Signature Consortium (CSC), making it the first Indian company to be a part of the CSC. The CSC is a group of industry and academic organizations committed to building a new standard for cloud-based digital signatures that support web and mobile applications and comply with demanding electronic signature regulations in the world.

Source – *The Economic Times*

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Bahrain and Maharashtra Government signs MoU on fintech

The Economic Development Board (EDB), the investment promotion arm of the Kingdom of Bahrain today signed a Memorandum of Understanding (MoU) with the Maharashtra Government to provide a framework for Co-operation between the two authorities to promote FinTech in their respective markets. A senior delegation led by Dr. Simon Galpin, Managing Director, Bahrain Economic Development Board (EDB) today met Shri S. V. R. Srinivas, IAS, Principal Secretary, Directorate of Information Technology, and Government of Maharashtra.

Source – *Business Standard*

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Tiger Global and Accel backs IoT and AI based startup Facilio

Facilities Management start-up Facilio has raised a funding of \$6.4 million led by Tiger Global Management, LLC and existing investor Accel. Founded in 2017 by Prabhu Ramachandran, Rajavel Subramanian, Yogendra Babu and Krishnamoorthi Rangasamy, Facilio offers real-time facilities management to commercial real estate owners. The Bengaluru-based start-up uses IoT and AI to predictively optimise operations and sustainability through facilities optimization software. The market is growing a strong presence across global region like Middle East, US, and India.

Source – *The Economic Times*

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NiYO appoints heads of finance and engineering to strengthen its leadership team

Bengaluru based digital banking solution provider NiYO has onboarded two top executives in their leadership team, Gourav Kumar has joined as the head of finance and Kugesh Veeraraghavan has joined as the head of engineering. While Kumar would be putting in place more robust financial and corporate systems at NiYO, Veeraraghavan would work on improving the technology products of the start-up. “Strengthening the team with new talent is crucial in driving business performance. Both Gourav and Kugesh have rich experience in their respective fields. With them leading the Finance and Engineering teams, we hope to fortify our service suite and accelerate our growth performance,” said Vinay Bagri, Co-founder and CEO, NiYO.

Source – *The Economic Times*

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Singapore-based technology firm Grab invests \$100 mn in OYO

Budget hospitality chain OYO has raised Rs 732 crore (\$104 million at current exchange rates) from Singapore-based ride-hailing company Grab in a fresh funding round, filings with the Registrar of Companies (RoC) made by OYO show. OYO, run by Oravel Stays Pvt Ltd, was valued at \$4.3 billion in this round based on back-of-the-envelope calculations.

Source – *VCCircle*

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Uber unveils new minibus service in traffic-mad Egypt

Uber launched a new minibus service on Tuesday in traffic-mad Cairo, Egypt's capital and one of the U.S. ride-sharing giant's fastest-growing markets. A part of an aggressive push into emerging countries, the company hopes to draw millions of Egyptians into ride-sharing from chronically congested, pollution-filled urban landscapes and replace personal automobiles.

Source – *The Economic Times*

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Fresh consultations begin for e-commerce policy

The Centre has revived its unfinished agenda of drafting a national e-commerce policy, this time under the Department of Industrial Policy & Promotion (DIPP), and fresh consultations with stakeholders have begun for inputs, a government official has said. The consultation process and the drafting of the policy is being led by the DIPP this time instead of the Commerce Department.

Source – *BusinessLine*

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