

**Momentum in India- Swiss SMEs Program (MISSP 2.0):** The Embassy of India, Berne's organized MISSP 2.0 Webinar on Opportunities in Indian Fintech Sector' on 29 May 2020. NASSCOM participated as guest speaker. The Webinar was attended by Swiss & Indian companies and experts from the Fintech Sector.



## Welcome to MISSP 2.0 Webinar Series

Business support services under a single platform for your India entry/expansion strategy:

- Strategy consulting
- M&A
- Operational market entry support
- Tax & legal support
- Financial services
- Project financing
- Location services
- Technology collaboration
- Partner Search and Due diligence

Participation in Specialized Common Workshops by subject matter experts

Regular tax & legal updates, exchange of information on visiting delegations & business events

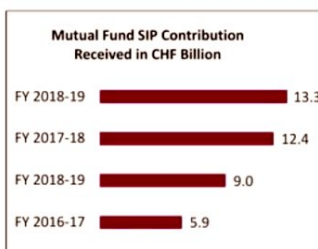
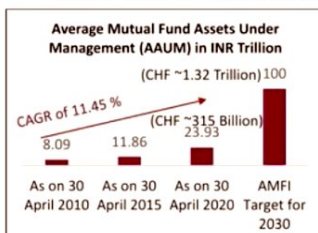
Facilitation of approvals from Central & State agencies and access to Central and State government agencies

Access to the MISSP Network and Exchange Platforms to facilitate member companies to share their experiences, best practices, success stories and network among themselves.

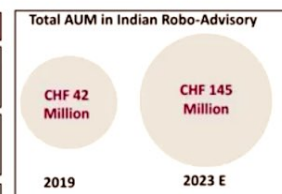
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## FINTECH: WEALTHTECH



Growth Drivers of WealthTech in India		Business Models
<b>Wealth Management for All</b>	Democratization of Personal Wealth Management Services	Digital Brokerage and Investment Platforms
<b>Rise in Personal Wealth</b>	Increase in Household Wealth /Number of (U)HNIs	Robo-Advisory
<b>Hybrid and Customized Delivery Models</b>	Increased demand for thematic, and goal-based customized and robo-advisory solutions	Asset/Portfolio Management
<b>Use of AI and Data Analytics</b>	AI/ML reducing information asymmetry and improving investor intelligence among retail investors	Asset Management Software
<b>Emergence of New Service Providers</b>	Entry of e-commerce players in WealthTech with Systematic Investment Plans	Online Wealth Management Tools
<b>Relaxed Regulations</b>	Liberalized regulations allowing online mutual fund transactions, investments through e-wallets	
<b>Increasing Adoption of Technology</b>	Increasing penetration of internet and smart phones	



Sources: Association of Mutual Funds in India (AMFI), Credit Suisse, PWC, Statista, Bain and Company, Indian Private Equity and Venture Capital Association



## Indian Fintechs – The Growth Trajectory

Indian Fintech Landscape has seen a huge growth >50% CAGR since 2014 – World's Fastest Growing Fintech Market in 2019

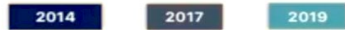


Largest Fintech Market Globally

91% Y-On-Y Fintech Market Growth in 2019 – World's Highest

India Overtakes UK & US in % Y-On-Y Growth in Fintech Funding

- No. of fintechs in India soared 3X during 2014-19
- Fintech \$ Funding grew to 4.6 Bn in 2019 from 1.4 Bn during 2014
- Deep-tech\* adoption & Innovation by Indian Fintechs has risen exponentially

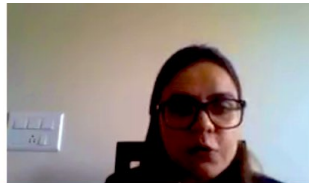


Indian Fintech Market is a hotbed for innovation, entrepreneurial activity, funding, & growth in the Post Covid era in the coming quarters

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4  
Source: NASSCOM, PWC, Accenture Reports, CB Insights, Traxcn, Crunchbase

\*Deep-tech includes AI/ML, AR/VR, IoT, Blockchain, Cryptology, RPA, Big Data & Analytics



## 1. LEGAL UPDATE

### SETTING UP

- ✓ Centralised and digital process
- ✓ Fast company formation
- ✓ Required tax registrations are done now parallel with the incorporation process
- ✓ Practical Problems
- ✓ Opening a bank account

### SECTOR SPECIFIC

- ✓ Reserve Bank of India Directions for issuance of foreign currency pre-paid cards/ operation and issuance of Payment Instruments
- ✓ FDI Policy allows 100% investment under automatic route for regulated financial services.
- ✓ Payments and Settlements Act, 2007 for operation of payment system in India
- ✓ Specific Guidelines on Non Banking Financial Companies.

### LAW ENFORCEMENT

- ✓ Recognition of foreign judgments only after filing execution proceedings/ civil suit
- ✓ Choice of law and place of jurisdiction
- ✓ Arbitration and Conciliation Act, modern arbitration law and institutions available
- ✓ Contract drafting under Common Law
- ✓ Transparent and comprehensible judgments

### INSOLVENCY & BANKRUPTCY LAW

- ✓ Legally defined timelines for completion of the resolution process
- ✓ Thresholds to initiate the process
- ✓ Electronic Information system about the companies in insolvency process
- ✓ Continuing legal processes and further developments

### LABOUR LAWS

- ✓ Standardization and streamlining of labor laws and regulations
- ✓ Codification in 4 categories (Industrial Relations, Wages, Safety and Social Security)
- ✓ Introduction of Model laws and regulations (Shop and Establishment Act)
- ✓ Ease of Compliance (Portal, LIN)

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