



## NEWS HIGHLIGHTS

**NPCI sells 4.6% to 19 fintech, payment cos**

**BharatPe eyes \$5B annualised transaction value from PoS biz in FY21**

**With around US\$84 million in funding, Khatabook is the early market leader for digital bookkeeping in India, ahead of rivals such as OkCredit and Vyapar**

## Today's View

### Mobility as a Service

**Mobility-as-a-Service (MaaS)** is a type of service that enables users to plan, book and pay for multiple modes of travel services through a joint digital channel.

This is enabled by combining transportation services from public and private transportation providers through a unified gateway that creates and manages the trip, which users can pay for with a single digital account.

Rideshare apps, peer-to-peer rental services and micro-mobility services are all current examples of MaaS solutions. The primary technologies powering MaaS are big data, mobile applications and the Internet of things (IoT).

**Uber** is a peer-to-peer transportation provider that is branching out into short-term car rental and public transit ticket purchasing. The company has expanded to more than 800 cities and 80 countries since its inception.

The **Whim** app, owned by MaaS Global of Helsinki, Finland, is available for monthly fee plans or pay-as-you-go. Travelers can use this platform to plan and pay for all modes of public and private transportation within Helsinki, including trains, taxis (short runs), buses, car shares and bike shares. Whim users simply enter a destination, select their preferred mode of transport, which can include single or multiple modes, and travel conveniently.

**Akhil Handa**  
+91 22 6759 2873

**Manisha Gawle**  
Manisha.Gawle@bankofbaroda.co.in

### Flipkart and Amazon corner 88% share of festive online sales: Report

Online marketplaces Flipkart Group and Amazon recorded combined sales of nearly \$7.3 billion--nearly a fifth more than initially estimated--during the month-long festive season, according to market tracker RedSeer Consulting.



Source— The Economic Times

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27<sup>th</sup> November 2020

**Yulu**, a bicycle and electric scooter rental startup, sources electric two-wheelers from Bajaj Auto which have been co-designed and manufactured exclusively for shared micro-mobility. Yulu runs India's largest EV-led micro-mobility platform with a mission to create the sustainable cities of tomorrow through its specially designed human and battery-powered vehicles powered by technologies like the Internet of Things (IoT), Machine Learning (ML) and Artificial Intelligence (AI). Yulu offers IoT-based dockless bicycles & electric vehicles to resolve first and last-mile connectivity problems in India.

There are numerous benefits to be gained by shifting our transport infrastructure towards a Mobility as a Service model. A successful MaaS service also brings new business models and ways to organise and operate the various transport options, with advantages for transport operators including access to improved user and demand information and new opportunities to serve unmet demand.

The aim of MaaS is to provide an alternative to the use of the private car that may be as convenient, more sustainable, help to reduce congestion and constraints in transport capacity and can be even cheaper.

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## Today's News

### NPCI sells 4.6% to 19 fintech, payment cos

The National Payments Corporation of India (NPCI) has further broad-based its ownership by issuing 4.63% of its equity shares to 19 new investors. These investors include — for the first time — fintech companies and payment system operators. “We have broad-based our shareholding to include new categories like payment banks, small finance banks and payment system operators in addition to existing public sector, private sector, foreign, cooperative and regional rural banks,” said NPCI chief of finance Rupesh H Acharya.

The non-bank investors include Amazon Pay, PhonePe, Pine Labs and PayU, which have been issued equity of 0.44% of the company's capital. Banks that have got a similar sized allotment include StanChart, IDFC First, AU Small Finance Bank, India Post Payments Bank, and Paytm Payments Bank. Others have picked up stakes ranging from 0.04% to 0.22% in size.

Source – *The Times of India*

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### BharatPe eyes \$5B annualised transaction value from PoS biz in FY21

Financial technology major BharatPe on Thursday said it had grown to \$2 billion (Rs 14,766 crore) in annualised transaction value in just three months after launch, and aimed to further increase this to \$5 billion (about Rs 36,916 crore) by the end of the fiscal.

The point of sale (PoS) business now contributes to 25 percent of the annualised transaction value, according to a statement. Currently, the company offers this product in 10 cities of the country and plans to ramp it up to 40 cities by the end of the current financial year, it said.

Source – *Your Story*

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## Indian crypto market picking up activity on cues of a global rally

There's a massive rally happening in the crypto world. A bitcoin, the world's most popular digital currency, is currently priced at Rs 14 lakh - up from around Rs 9 lakh a month back. Besides Bitcoins, other crypto currencies such as Ethereum and Ripple are also on an upside.

A bitcoin rally is nothing new. There was one in 2017, which was followed by a massive crash in the global crypto market, mainly driven by speculative news of a ban in multiple geographies and hackers attacking crypto exchanges and stealing millions of dollars worth of bitcoins.

Source – *Money Control*

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## India can create \$1T economic value using digital technology by 2025: NITI Aayog's Amitabh Kant

NITI Aayog CEO Amitabh Kant on Thursday said digital infrastructure had become indispensable to the functioning of society and India could create \$1 trillion of economic value using digital technology by 2025.

Addressing a virtual event organised by industry body FICCI, Amitabh Kant said the COVID-19 pandemic had provided an impetus to the ever-expanding digital infrastructure.

Source – *Your Story*

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## FinTech unicorn Razorpay launches corporate cards in collaboration with Visa

Indian FinTech unicorn Razorpay today announced the launch of RazorpayX Corporate Cards, in collaboration with Visa. The new corporate cards aim to provide relief and stabilise the financial operations of COVID-19-affected startups and SMEs. The new cards will enable founders to free up working capital expenses with zero personal risk and liability and a repayment offering of up to 45 days of interest-free credit.

Harshil Mathur, CEO and Co-Founder, Razorpay said, "...Currently, most finance solutions such as bank loans cater to the strengths of large companies, leaving the large number of SMEs with limited access to financing. Financing rates are expensive and not available for all businesses. With RazorpayX corporate cards, we hope to solve the problem of access to finance for businesses owners and help improve their cash flows. The pandemic has led to a new wave of entrepreneurs and small businesses. We believe financing solutions like these will reignite innovation that can speed up the recovery of the Indian economy."

Source – IBS Intelligence

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## Entrepreneurs queue up to set up neo-banks, hoping for digital banking licence whenever it comes

Neo-banking is the new 'buzz word' in the fintech world. Every fintech startup wants to become a horizontal player, offer payments, savings, lending, investments and insurance—in short, offer the entire banking suite digitally. While some large fintech players are expanding into complementary services and terming themselves as neo-banks, there are entrepreneurs with pedigree who want to start off as a digital banking platform in collaboration with a scheduled commercial bank and eventually apply for a banking licence, whenever it is on offer.

Neo-banks are a category of fintech players which offer the technology layer through an interactive mobile or web application, digitise multiple banking processes, offer savings and investment services online—all without any physical branch and riding on a banking licence of a commercial bank.

Source – Money Control

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## With around US\$84 million in funding, Khatabook is the early market leader for digital bookkeeping in India, ahead of rivals such as OkCredit and Vyapar

Earlier this year, Indian startup Khatabook secured US\$60 million in B-Series funding for its digital bookkeeping app. The investment was the largest funding drive to date for the Bengaluru-based company that in just two years has raised some US\$87 million in total capital. The idea behind Khatabook is simple. While an increasing number of micro, small, and medium enterprises (MSMEs) are now mobile-first in much of their business operations, many are still turning to traditional ledger books to do their accounting. Khatabook offers them a simple to use alternative.

Khatabook's co-founder and CEO Ravish Naresh and his team saw an opportunity to digitize these millions of MSMEs and offer a digital alternative to the manual process. "In India, most of the individual shopkeepers have been working with a pen and paper for decades," he said. "They're only just beginning to come online and for the first time, using a digital tool like Khatabook for business."

Source – Business Insider

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## Paisabazaar.com transforms lending with 'Paisabazaar Stack', an end-to-end digital stack with Microsoft Azure and Azure AI

Paisabazaar.com, India's largest digital marketplace for lending products, has developed 'Paisabazaar Stack' – a digital lending solution using Microsoft Azure technologies and Azure AI to optimize loan disbursements and credit card issuance.

Built on the Azure platform, the Stack is integrated with Paisabazaar's partner banks and NBFCs to enable consumers to access credit products through end-to-end presence-less and contactless processes.

Source – Microsoft

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## India's unicorn club: The mix, valuations and other vital changes that you should know

In one way or another, unicorns have defined India's startup ecosystem. The large deals and larger valuations are touted when venture capitalists pitch to raise new funds. The number of unicorns is seen as an indicator of the ecosystem's maturity.

If billion-dollar companies are getting created consistently, and quickly, the fundamental market is promising right? Moneycontrol analysed India's 30 odd unicorns- based on their sectors, number of years they took to get to the valuation, investors, and more- with data from Venture Intelligence.

Source – Your Story

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