



NEWS HIGHLIGHTS

Government plans big push to boost BharatQR and BHIM usage

IRCTC disallows a number of lenders to use its payment gateway for debit cards

Razorpay looks to cash in with new pay products

Microsoft launches Artificial Intelligence-based automated threat investigation system

Today's View

It's All in the Family

With ever-growing millionaires in countries like the U.S., China and even India, the concept of dedicated Single Family Offices (SFOs) and Multi-Family Offices (MFOs) has been gaining ground to help affluent families manage their wealth through full suite of solutions including investments, taxation, insurance, legal services and even charities. As per BankDirector, there are already 3,000 to 6,000 SFOs and around 1,500 MFOs operating in America. These family offices are controlling an estimated \$4 trillion in invested capital worldwide.

These niche wealth management companies are partnering with Fintechs to leverage techniques like crowdsourcing, telepresence and cognitive computing to become more effective. For example, **Marvelstone Capital** is partnering with Singapore-based Fintech Smartfolios to provide a robo-advisor platform for family offices in Asia. Similarly, U.K. based Fintech **AlgoDynamix** is working with a number of family offices to implement artificial intelligence for portfolio construction and risk management.

On the other hand, realizing the potential of Fintechs to effect superior returns, scores of family offices are investing in Fintechs as well. Canada's **Desmarais** family, with \$7 billion in funds, has invested in online lender Borrowell, mobile payments start-up Koho, and robo-advisor Wealthsimple. On the other hand, Family Office Networks launched an online technology platform for over 10,000 single and multi-family offices to view, list and co-invest in various investment opportunities across multiple sectors.

In India, a number of successful industrialists and entrepreneurs are funding Fintechs through their respective family offices. RNT Associates, Ratan Tata's personal family office, is arguably the most popular one here in India. He has invested in numerous Fintechs including Paytm and Niki. The list also includes The Burman Family Office, private investment arm of Dabur India, which has invested in advanced online insurance comparison platform Easypolicy. Similarly, JSW Venture Fund from the Jindal Group, has invested in multiple Fintech startups operating in sectors like SaaS, Analytics, IoT, E-commerce etc.

INTERESTING NEWS

Are Indian MSMEs ready for e-commerce?

Indian micro, small & medium enterprises (MSMEs) are digitising rapidly. By adopting technology, such firms connect with customers digitally, trading globally through the e-commerce platform. This has opened up opportunities for MSMEs to expand their market globally.



Source- Mint

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Date- 22nd Sept 17

Collaboration of family offices and Fintechs makes perfect sense keeping in mind the ability of Fintechs to create niche financial products in a tailored manner to suit the unique needs of the affluent as well as the strategic investment view and staying power of the Family Offices.

Time to go premium!

Today's News

Government plans big push to boost BharatQR and BHIM usage

The government is going all out to expand the use of two mobile-payment solutions — BharatQR and BHIM (Bharat Interface for Money) — by retail merchants to achieve its target of 25 billion digital transactions by March 2018.

Working on a strategy to promote cashless transactions, the government is said to be looking at ways to make digital payments cheaper than cash, and also digitise recurring payments, such as utility bill payments and recharges.

Source- *The Economic Times*

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In row with banks, IRCTC disallows a number of lenders to use its payment gateway for debit cards

A squabble between banks and Indian Railway Catering and Tourism Corporation (IRCTC) over fees has resulted in the latter disallowing a number of lenders from using its payment gateway for debit cards.

IRCTC had stopped them from operating on the website because they were unwilling to share a portion of the convenience fees earned on customer transactions.

Source- *Financial Express*

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Investors interested in e-commerce start-ups, but can't find the right bet

The consumer internet and e-commerce market in India exploded in 2014 but in less than three years many entrepreneurs have come to believe that e-commerce is an unattractive sector for a start-up.

The high failure rates of food and grocery delivery start-ups, the implosion of online marketplace Snapdeal (Jasper Infotech Pvt. Ltd) and the growing dominance of Flipkart Ltd and Amazon.com Inc.'s local arm, turned investors off new e-commerce start-ups for almost all of 2016. Entrepreneurs, in turn, seeing that investors had lost interest in e-commerce, moved on to other sectors.

Source- *Mint*

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This News Letter has been prepared with the assistance of Pankaj Tadas and Manish Kulkarni

Razorpay looks to cash in with new pay products

Online payments platform Razorpay is betting big on its new suite of payment products to boost its revenues as merchant discount rate (MDR) on debit transactions continue to remain at low levels after demonetisation in November 2016.

So far, MDR had formed a bulk of the revenues of the firm, which works with 40,000 merchants, mainly in travel and ecommerce sectors.

Source- *The Economic Times*

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Flipkart says on target to double Big Billion Days sales to \$1 billion this year

India's largest e-commerce firm Flipkart said on Thursday that it was on track to double sales from its flagship sale event Big Billion Days this year, as compared to last year's five-day event and further extend its slender lead over arch-rival Amazon India.

Flipkart said it recorded the highest-ever single-day sales of smartphones since the category opened for the Big Billion Days sale at midnight on Thursday and said it sold 1.3 million smartphones within the first 24 hours.

Source- *Mint*

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SBI Card to offer pre-approved cards to SBI customers

SBI Card, the second largest credit card selling company after HDFC Bank is all set to offer pre-approved cards to customers of its parent State Bank of India.

It has entered into a tripartite agreement with SBI and India's first credit bureau TransUnion Cibil to this end. The agreement will allow the credit bureau to check the credentials of SBI customers and SBI Card to leverage the data.

Source- *The Economic Times*

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Microsoft launches Artificial Intelligence-based automated threat investigation system

Microsoft has unveiled an Artificial Intelligence (AI) based automated threat investigation system that is aimed at improving the security of devices.

Vineet Durani, Director, Windows and Surface Business, Microsoft India said that we are taking enterprise security to a new level through automated investigation and response capabilities as a part of Windows Defender Advance Threat Protection (WDATP). With the new automation capabilities, WDATP can not only find breaches in security, but can also fix them.

Source- *Hindustan Times*

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Nasscom unveils courseware for honing IoT skills of techies

Indian IT industry apex body Nasscom's sector skills council on Thursday unveiled a courseware to impart skills in the Internet of Things (IoT) to the techies across the country.

Sandhya Chintala Vice President, Nasscom said that with the IoT revolution reshaping roles and businesses across verticals, we hope to create opportunities and re-skill the IT workforce. The courseware will draw the roadmap for the domain's growth with skilled professionals.

Source- *The Economic Times*

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Ebix acquires Paul Merchants' international remittance business for \$40.7 million

Nasdaq-listed Ebix Inc has acquired Paul Merchants' international remittance business for \$40.7 million. This is the third acquisition by Ebix in the past two months in the international remittance segment, giving it a 60 per cent market share and leadership position in this segment in India.

Ebix's ItzCash Financial Exchange is now the largest digital payments and money transfer player (international and domestic) in India.

Source- *Business Line*

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Ecommerce players like Flipkart and Amazon have to shell out more on advertisements on e-sale days

Advertisers on leading ecommerce platforms such as Flipkart and Amazon have to shell out at least twice as much as they did last year for placing commercials on these websites during mega promotional events, such as the Big Billion Day and the Great Indian Festival sales.

According to media planners and sellers associated with the web marketplaces, the advertising inventory is in great demand.

Source- *The Economic Times*

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Payments gateway UmojaPay trains its sights on India's unbanked population

UmojaPay was founded in February 2015 in Indore, and is reaching out to the unbanked segment through its retailer and Point of Sale (PoS) network. UmojaPay enables digital transactions like bill payments, remittance facilities and mobile wallet, and value-added services (VAS) like recharges, and ticket bookings. The mobile wallet is currently only available on Android.

Reports say around 19 percent of India's population is still unbanked. Almost all of these people are based in remote areas with limited or no access to banks or the internet.

Source- *Your Story*

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