



NEWS HIGHLIGHTS

'India's VC market ends 2019 on a high note securing mega deals'

Two-thirds Asians used fintech services in 2019 – Study

Airtel Payments Bank raises Rs. 225 cr from Bharti Airtel, Bharti Enterprises

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Today's View

V2V Communication

Vehicle-to-vehicle (V2V) communication enables vehicles to wirelessly exchange information about their speed, location, and direction. The technology behind V2V communication allows vehicles to broadcast and receive omni-directional messages (up to 10 times per second), creating a 360-degree "awareness" of other vehicles in proximity.

Vehicles equipped with appropriate software (or safety applications) can use the messages from surrounding vehicles to determine potential crash threats as they develop. The technology can then employ visual, tactile, and audible alerts — or a combination of these alerts — to warn drivers. These alerts allow drivers the ability to take action to avoid crashes. Big data analytics and data science help the companies to understand the customers by identifying opportunities and anticipating relevant developments. Sensors would help in sensing the traffic, thus enhancing the riding quality and experience of the passenger as well as the driver.

V2V communication messages have a range of more than 300 meters and can detect dangers obscured by traffic, terrain or weather. V2V communication extends and enhances currently available crash avoidance systems that use radars and cameras to detect collision threats.

The global vehicular communication market is expected to reach an estimated \$18.3 billion by 2024 with a CAGR of 19% from 2019 to 2024. It is

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Coatue in talks to lead \$100M round in BharatPe

New York-based hedge fund Coatue Management is in talks with BharatPe to lead a \$75-\$100 million funding round, according to three people familiar with the development. The funding is expected to almost double BharatPe's valuation to \$500 million.



BharatPe BUSINESS STATS

- Processes over half a billion transactions worth close to \$2 billion dollars every year
- Disbursed loans worth \$10 million or +70 crore in value till date
- 250 crore Loan book it plans to end March 2020 with
- 150 - 175 Deployment cost of QR per merchant

Source – The Economic Times

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30th January 2020

expected that connected car market production would reach around 2 million units by 2020 in UK with a penetration rate of more than 95%.

Key participants in vehicle to vehicle communication market share include **BMW Group, Daimler AG, General Motors, Toyota, Volkswagen group, Delphi, Autotalks Limited, eTrans Systems, Honda, Volvo, Audi, Denso Corp, Qualcomm, Savari INC and Kapsch's TrafficCom** among others.

Cadillac, a division of US based General Motors is launching its V2V communication with three alerts from the vehicles upto 300 meters down the lane whereas **Volvo** is set to debut V2V communication in all its vehicles in the 90 series. North America region holds the largest market share of the global market for V2V communications.

The main objective of V2V communication technology is to eliminate costly and life threatening traffic collisions. As per WHO, approximately 1.2 million people die and 50 million are injured annually due to road accidents.

Today's News

Two-thirds Asians used fintech services in 2019 – Study

Asia is a high-growth market for any fintech company - whether it's old, or new. With internet technology now reaching even the most rural parts of the region, financial institutions are betting big on fintechs to capture the underbanked market. A recent survey revealed that over 60 per cent Asians applied for loans online at least once in the past year, while 67 per cent used e-payment and digital wallet services in 2019. India and Vietnam led the pack in the most loan applications on fintech platforms, thanks to higher consumer spending, even though the two have the lowest income per capita. The Philippines recorded the lowest usage of online credit services, the survey said. Most people who applied for a loan online did so due to an immediate, unexpected need, the study said.

Source – Entrepreneur

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Started as a dorm project at Princeton, this agritech startup is now a tech supply chain for 55k Indian farmers

Aditya Agarwalla, a computer science undergrad student at Princeton, was back home in Delhi-NCR for his school break. At dinner one night, he happened to have a long conversation with his father, Sanjay K Agarwalla, on the challenges Indian farmers faced while looking to sell their crops. He realised that not only were the problems huge, they were also well documented. They included opaque pricing, limited knowledge about best markets to sell produce, delayed cash and installment-based payments after sale, and poor local logistical support. The conversation led Aditya to start Kisan Network, a tech-enabled, pan-India agri produce supply chain, as a computer science undergraduate thesis project at his Princeton University dorm.

Source – Your Story

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This News Letter has been prepared with the assistance of M T Rao and Preeti Patil

'India's VC market ends 2019 on a high note securing mega deals'

Venture capital market in India was "quite strong" in the fourth quarter of 2019, ending the year on a high note with many large mega deals, according to a study by KPMG. The mega-deals included a \$1-billion funding round by PayTM and a \$500-million round by business productivity company Udaan. Online pharmacy company PharmEasy raised \$220 million, while home furnishings company Urban Ladder raised \$148 million. Consumer technologies were the focus for VC investors in India, while fintech continued to be one of the strongest sectors of VC investment in Q4'19. This trend is expected to continue given the country's significant rural and unbanked population and the complexities associated with building a traditional financial services company in the country, it added.

Source – The Hindu Business Line

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Airtel Payments Bank raises Rs. 225 cr from Bharti Airtel, Bharti Enterprises

Airtel Payments Bank has raised close to Rs. 225 crore from Bharti Airtel and Bharti Enterprises, as per regulatory documents. While Bharti Airtel has infused Rs. 180.22 crore into Airtel Payments Bank, Bharti Enterprises has injected Rs. 44.77 crore. The investments, which add up to Rs. 225 crore, have been made in the form of preference shares, documents sourced by business intelligence platform Tofler showed. An e-mail sent to Bharti Airtel did not elicit a response.

Source – The Economic Times

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Tech cos diverge on sharing digital revenue figures

India's top IT services provider Tata Consultancy Services (TCS) has stopped providing a revenue breakup for its digital business, resisting calls from analysts who had sought its inclusion as a way to measure the sector's performance. Other large IT players, however, said they would continue to disclose digital revenue. TCS CEO Rajesh Gopinathan said it was getting increasingly difficult to separate a deal's digital and legacy component and that the metric no longer provided value. "Deals are becoming more complex and large deals pretty much leverage digital components across (the board) and this breaking out of revenue between digital and non-digital is becoming a non-value adding part of it...from this quarter we are discontinuing to share this break-up," Gopinathan said after the company's Q3 results. Earlier this month, Accenture too said it was reorganising its operations and removing digital as an operating group.

Source – *The Economic Times*

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SoftBank, Tiger & Naspers may join Startup Council

Marquee global investors, including SoftBank, Tiger Global Management and Naspers, could be part of the government's National Startup Advisory Council, which will act as an overarching body for the country's digital ecosystem. The Council, which comes under the commerce ministry's Department for Promotion of Industry and Internal Trade (DPIIT), will comprise 44 members, representing entrepreneurs, investors, policymakers, and government officials. ET first reported about the Council's formation on January 8. "Startups are very important for economic development and we've seen tremendous progress in the community in India," said Guruprasad Mohapatra, Secretary, DPIIT. "This (Startup Advisory Council) is a more organised way of interacting with them to take note of their concerns and act upon them to whatever extent possible."

Source – *The Economic Times*

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Automation startup LogiNext gives 16-fold exit to angel investor

Sanjay Mehta, an entrepreneur-turned-angel investor, has earned a 16-fold return by selling his stake in logistics automation startup LogiNext. Mehta, who has invested in more than 130 companies, including OYO Rooms and Box8, sold his entire stake in the firm to New York-based Tiger Global Management and Steadview Capital, in LogiNext's recent \$39 million equity financing round that valued the firm at nearly \$100 million this month. Mehta had led a Rs. 3 crore investment, along with a few other angel investors. "This is one company which has walked the talk. Whatever they pitched, they delivered—be it the numbers, the valuation, or the fund raise," said Mehta. "There were deviations but they were for the better. For example, the firm was initially focused more on the Indian SME (small and medium enterprises) market, and then it moved to large enterprises and from there to the global play. But the global play changed everything for the company as it got customers from the Far East and the US, such as McDonald's and UPS," he said.

Source – *Live Mint*

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Push for MSMEs to join ecomm exports

The government is in talks with ecommerce firms to help sell goods produced by small enterprises in remote parts of the country around the world via online marketplaces, and to identify district-wise products that can be promoted globally, amid sagging exports. "The idea is to increase overall exports, especially of small enterprises which are located in remote areas," said an official. The move comes ahead of the government finalising the ecommerce policy. The government is urging ecommerce platforms to push exports and ensure that smaller units are included, and not just mainstream companies, the official added.

Source – *The Economic Times*

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Aiming to please customers and sellers, e-commerce firms hire Chief Delight Officers

E-commerce players may have found an answer to the woes of dissatisfied customers and angry sellers hawking their products on their platforms. Over the last 10-12 months, they have started hiring specialised personnel and have armed them with enough powers to resolve problems. Known as Customer Delight Officers (CDOs), their job involves solving customer/seller problems on the go; continuously engaging with them to increase their wallet share and benefit all the stakeholders in the process. Formerly, customer service was a vanilla service offered by e-commerce firms.

Source – *The Hindu Business Line*

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