



# Fintech: Re-imagining US\$5 Trillion Economy

March 19, 2020



India is among the leading Fintech market in the world, driven by technological disruption, innovation and support from various stakeholders. New market frameworks are emerging as technology companies delve deeper into the financial services value chain. An under-banked country such as India stands to benefit significantly from such market opportunities.

The conference invites speakers to discuss impactful disruptions and the requisite policy support needed to leverage these opportunities



**Shri Ravi Shankar Prasad\***

Hon'ble Minister Law and  
Justice, Communications and  
Electronics and IT



**Shri Anurag Thakur\***

Minister of State for Finance  
and Corporate Affairs



**Shri Jayant Sinha**

Member of Parliament



**Shri Atanu Chakraborty**

Secretary, Department of  
Economic Affairs



**Shri Deepak Bagla**

Managing Director &  
CEO, Invest India



**Shri Amitabh Kant\***

CEO, NITI Aayog



**Shri Ramesh Abhishek**

Former Secretary to  
GoI, DPIIT



**Shri Amit Kapoor**

Honorary Chairman,  
Institute for  
Competitiveness

*\* Confirmation awaited*

# Key Themes

## REGULATORY SANDBOX FRAMEWORK

From policy to  
preparedness

Regulatory sandbox allows startups, banks and financial institutions to live test innovative products in a controlled regulatory environment. This framework allows India to contain risks, while measuring the benefits of financial innovations.

## NEW TECHNOLOGIES & PAYMENT SYSTEMS

The ubiquity, simplicity and low cost of adoption of e-wallets have differentiated them from other forms of digital payments. However, there is a pressing need for payment experience to remain seamless, interoperable and secure while being compliant with regulatory requirements.



# Key Themes

## SMART CITIES, E-MOBILITY & AI

### Are we ready for new challenges?

Technology has transformed the way cities operate, deliver, and maintain public amenities, from lighting and transportation to connectivity and health services. However, a smart city project can turnout to be counter-productive by virtue of selection of a technology that doesn't effectively blend with other city services.



## AGENDA

10:00 am – 10:50 am

### Inaugural Session

10:55 am – 11:40 am

### Session I

Regulatory Sandbox Framework:  
From policy to preparedness

11:45 am – 12:30 pm

### Session II

New Technologies & Payment  
Systems

12:35 pm – 1:20 pm

### Session III

Smart Cities, E-Mobility & AI: Are we  
ready for new challenges?

1:20 pm – 1:40 pm

### Valedictory

1:40 pm onwards

### Lunch





# PRIMUS PARTNERS

## Navigating India

### A complex opportunity

'Idea Realization' — a unique approach to examine futuristic ideas required for the growth of an organization or a sector or geography, from the perspective of assured on ground implementability.

India is and will continue to be a complex opportunity. Private and Public sector need trusted advisory partners in order to tap into this opportunity. Primus Partners is your go-to trusted Advisory for both public and private sector organizations involved intricately with nation building, and the creation and growth of robust corporations as engines of progress.

Our core strength comes from our founding partners, who are goal-oriented, with extensive hands-on experience and subject-matter expertise, which is well recognized in the industry. Our core founders form a diverse cohort of leaders from both genders with experience across industries (Public Sector, Healthcare, Transport, Education, etc), and with varied specialization (engineers, lawyers, tax professionals, management, etc).

Primus Partners brings experience of working in more than 30 countries with private and public sector, including working with Government of India, building and leading large consulting teams at the leadership level, and creating one of the largest public sector consulting practice in India. They also represent 200 person years of experience in leading global and Indian consulting firms and the public sector.





## Public Policy Realization

Despite the opening up of Indian economy, Policy and Regulation make India a complex opportunity. The team and advisors at Primus have over 200 person-years of experience working at the highest level that includes creating seminal laws and regulations in India. Our offering is aimed at assisting private sector understand, track and engage with Government and Policy makers. We also specialize in taking up Regulatory Impact Assessment for the Public sector.



## Investment Realization

At Primus, we assist our clients in identifying, pursuing and closing investment opportunities end to end. The Indian market, is growing at over 7%, fuelled by high consumption (68% of GDP), improved ease of doing business, multiple fundamental reforms and a newly-introduced competitive federalism. India offers some of the best investment opportunities for organisations around the world.



## Impact Realization

India, home to one-sixth of humanity is committed to delivering on its sustainable development goals agenda. SDGs unleash a series of opportunities, especially for the private sector as trillions of investment is needed for India alone to achieve its targets. At Primus, our team has over 200 person-years of experience working with the Government to shape India's Development Agenda, and can assist in devising strategies to participate in this unprecedented opportunity; working collaboratively and undertaking sustainable and responsible actions.



## Technology Potential Realization

India is the second largest online market. By 2021, it is expected that about 59% of the country's population shall have Internet access and about 2 billion devices will be connected on the network. This trend is largely driven by Government push towards digital initiatives across various sectors and shall continue in both rural and urban areas in the coming years. At Primus, our team of consultants, over the past 20 years, has worked with IT Ministry & Departments, defining and driving the Digital Landscape of India. These consultants shall help you drive the next generation sector solutions. They shall ensure every technology investment has positive Return on Investment, assist in adoption of technology neutral platforms, development of innovative technology use cases and Sector Accelerators focused on Government priorities



## Sector Potential Realization

India, with its large population and increasing disposable incomes, is poised to be one of the key markets for Global Corporations. At Primus, our team of sector experts is working closely with the Government to define the India growth story in key sectors including Infrastructure, Transport, Real Estate, Education, Health, Agriculture and Energy. We shall help companies to identify real pockets of opportunity, design approach to regional segmentation and capitalize on high-growth prospects.



### Contact



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