

FINANCIAL SERVICES



August 2021

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Executive Summary	3
Advantage India	4
Market Overview	6
Recent Trends and Strategies	16
Growth Drivers and Opportunities	19
Key Industry Contacts	28
Appendix	30

Executive summary

2. INDIA'S UHNWI POPULATION INCREASING TREND

- The number of Ultra High Net Worth Individuals (UHNWI) is estimated to increase from 5,986 in 2019 to 10,354 in 2024.
- India's UHNWIs is likely to expand by 73% in the next five years.

3. ROBUST AUM GROWTH

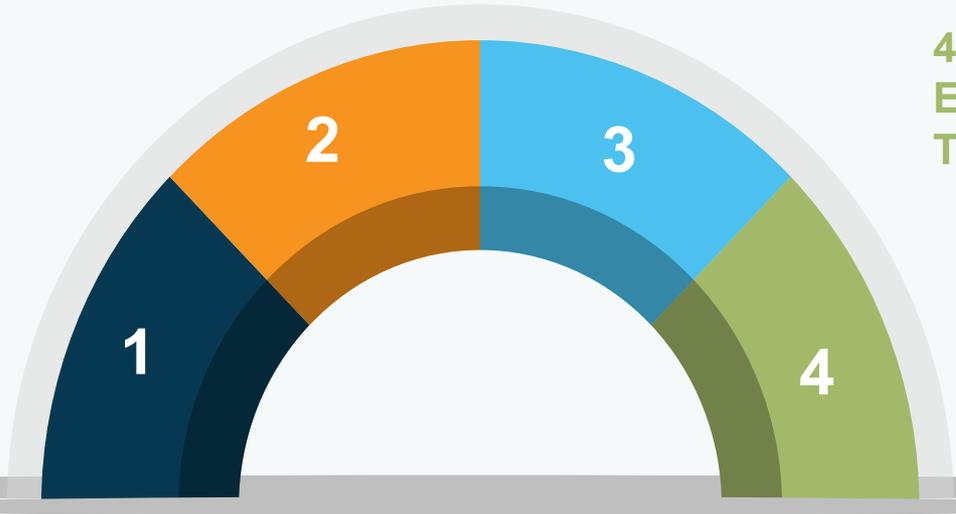
- As of June 2021, AUM managed by the mutual funds industry stood at Rs. 33.67 trillion (US\$ 449.29 billion).
- Mutual fund industry AUM recorded a CAGR of 9.5% during FY07-20. India is considered one of the preferred investment destinations globally. The Association of Mutual Funds in India (AMFI) is targeting nearly five-fold growth in AUM to Rs. 95 lakh crore (US\$ 1.47 trillion) and more than three times growth in investor accounts to 130 million by 2025.

1. GROSS NATIONAL SAVINGS NEAR 30% OF GDP

- During FY19, India's Gross National Savings (GNS) was estimated at Rs. 57.13 lakh crore (US\$ 817.43 billion) at 29.7%.

4. FUNDRAISING VIA EQUITY MARKET ON THE RISE

- Fund raising from the equity market grew by 116% to Rs. 1.78 lakh crore in Initial public offering (IPOs), Offer for Sale (OFS) and other market issuances in 2020.



Note: NBFC - Non-Banking Financial Company
Source: IMF, ICRA, Economic Times, Capgemini Wealth Report, EY report



2. INNOVATION

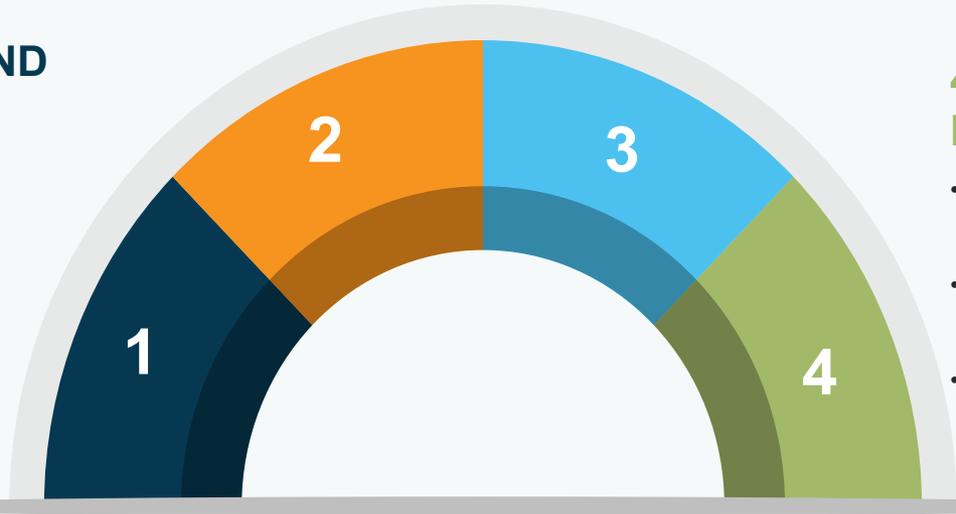
- India benefits from a large cross-utilisation of channels to expand reach of financial services.
- Emerging digital gold investment options.
- Platform for infra debt financing – the government plans to make a Rs. 6,000 crore (US\$ 814.54 million) equity investment in the debt platform of the National Investment and Infrastructure Fund (NIIF).

3. POLICY SUPPORT

- The government has approved 100% FDI for insurance intermediaries and increased FDI limit in the insurance sector to 74% from 49% under the Union Budget 2021-22.
- International Financial Services Centres Authority (Banking) Regulations, 2020, are expected to drive and facilitate the constituent operations in the IFSC and help the sector reach its potential.

1. GROWING DEMAND

- Rising income is driving the demand for financial services across income brackets.
- Financial inclusion drive from the Reserve Bank of India (RBI) has expanded the target market to semi-urban and rural areas.
- Investment corpus in Indian insurance sector might rise to US\$ 1 trillion by 2025.



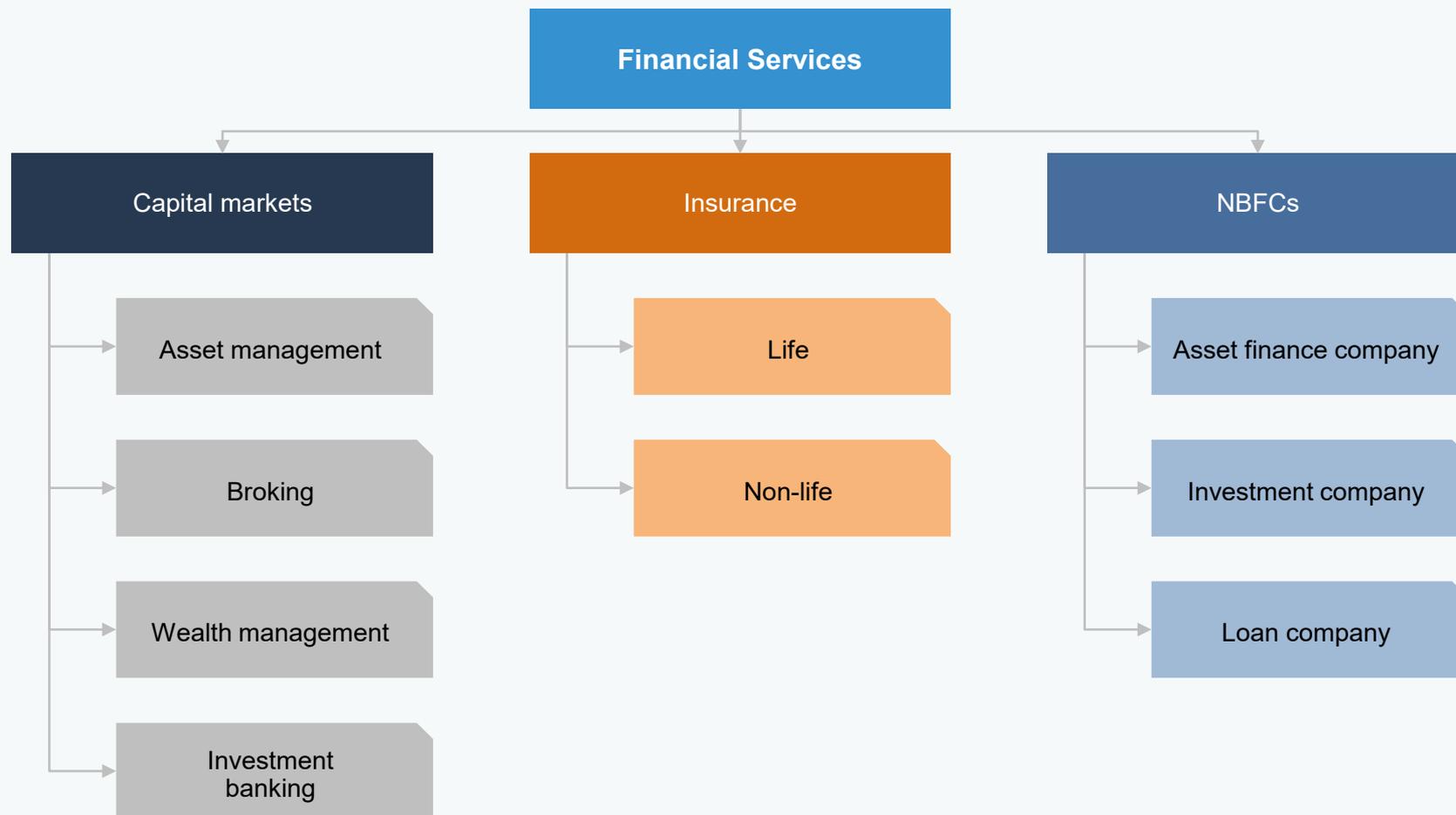
4. GROWING PENETRATION

- Credit, insurance and investment penetration is rising in rural areas.
- HNWI participation is growing in the wealth management segment.
- Lower mutual fund penetration of 5-6% reflects latent growth opportunities.

Note: FDI - Foreign Direct Investment, IIM - Indian Institute of Management
Source: IMF, World Bank, KPMG report "Indian Mutual Fund Industry", Ministry of External Affairs



Segments of the financial services sector

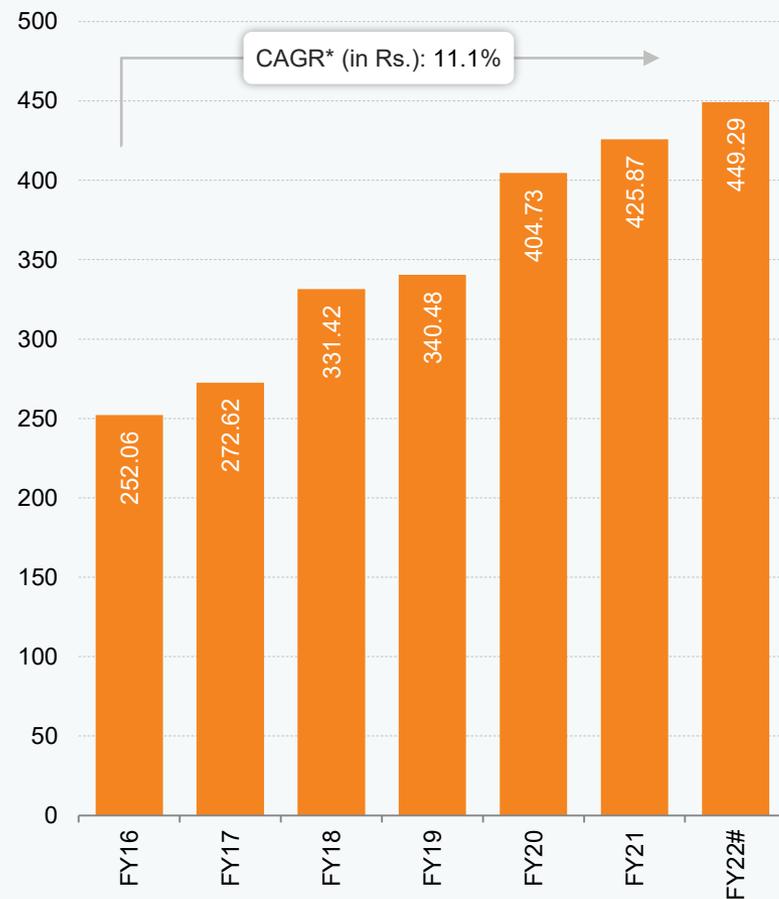


Note: NBFC - Non Banking Financial Company

Assets under management have more than doubled since FY08

- As of June 2021, AUM managed by the mutual funds industry stood at Rs. 33.67 trillion (US\$ 449.29 billion).
- In June 2021, the total number of accounts stood at 102.6 million.
- In May 2021, the mutual fund industry crossed over 10 crore folios.
- Inflow in India's mutual fund schemes via systematic investment plan (SIP) were Rs. 96,080 crore (US\$ 13.12 billion) in FY21.
- Growth in B30 (beyond top 30) cities, sustainability of alpha, alternative investments and regulation norms are expected to shape the mutual fund industry in the coming years.
- 16% assets in the mutual fund industry were generated from B30 locations in March 2021. These assets decreased by 1.29%, from Rs. 5.23 lakh crore (US\$ 71.72 billion) in March 2021 to Rs. 5.17 lakh crore (US\$ 70.90 billion) in April 2021.
- In November 2020, an agreement with the World Bank was signed by the Department of Investment and Public Asset Management (DIPAM).
 - Under the agreement, the World Bank is expected to provide DIPAM with asset monetization advisory services.
 - This project is established to encourage and speed up monetisation of non-core assets and help unlock the value of these unused/marginally used assets that have the potential to dramatically increase financial capital for further investment and development.

Mutual Fund Assets under Management (in US\$ billion)



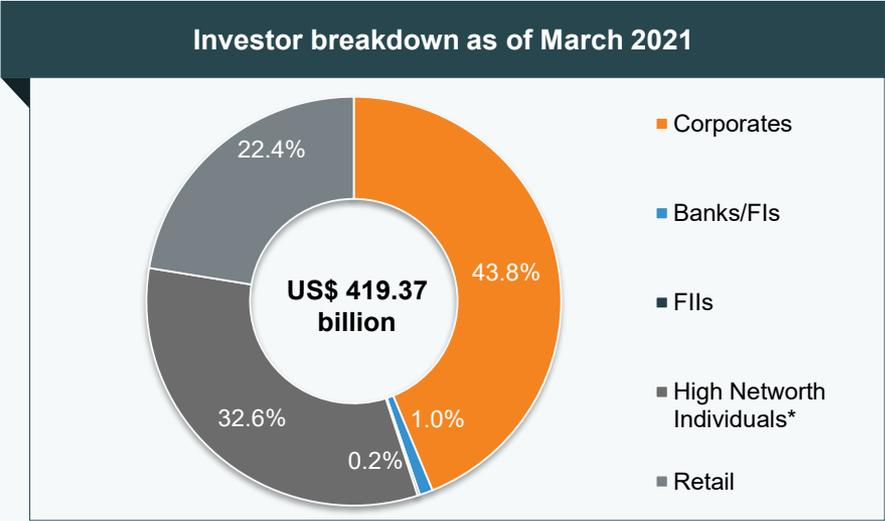
Note: * - CAGR until FY21, AUM - Assets Under Management, Confederation of Indian Industry (CII) Mutual Fund Sector report, # - Until June 2021

Source: Association of Mutual Funds - AMFI

Corporate investors are by far the largest investor in mutual funds category

Leading AMC's in India (as of June 2021)

Top 5 AMC's in India	AUM (US\$ billion)
SBI Mutual Fund	70.23
HDFC Mutual Fund	55.97
ICICI Prudential Mutual Fund	55.93
Aditya Birla Sun Life Mutual Fund	36.97
Kotak Mahindra Mutual Fund	33.10



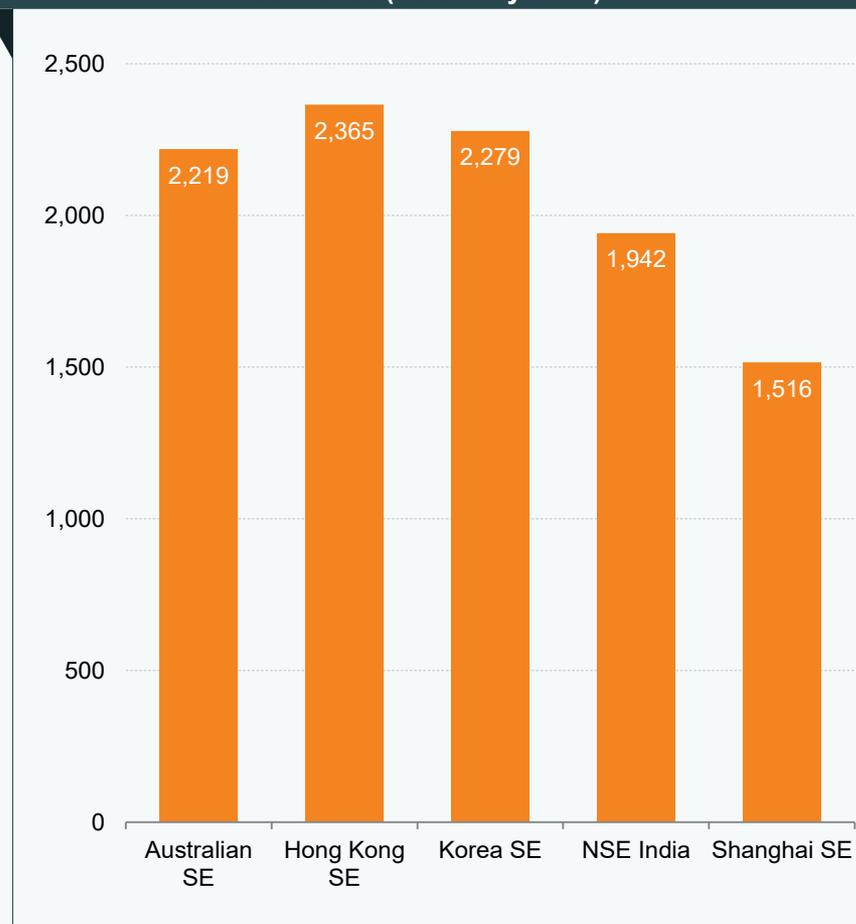
- In FY20, corporate investors AUM stood at US\$ 167.64 billion, while HNWI's and retail investors reached US\$ 123.29 billion and US\$ 78.37 billion, respectively.
- In June 2021, AUM for SBI Mutual Fund stood at US\$ 70.23 billion.

Note: HNWI - High Net Worth Individuals, AMC - Asset Management Company, AUM - Assets Under Management * - individuals investing 500,000 and above
Source: AMFI, Money Control, India Private Equity Report 2019 by Bain and Co, Economic Times

Indian equity market meeting the global pace

- Indian stock markets—S&P Sensex and Nifty50—rose 15.75% and 14.90%, respectively, in 2020. For the decade ended 2020, the Sensex gained a whopping 173% and Nifty surged by 169%.
- The number of companies listed on the NSE increased from 135 in 1995 to 1,913 by December 2020.
- According to the statistics by the Futures Industry Association (FIA), a derivatives trade association, the National Stock Exchange of India Ltd. (NSE) emerged as the world's largest derivatives exchange in 2020 in terms number of contracts traded. NSE was ranked 4th worldwide in cash equities by number of trades as per the statistics maintained by the World Federation of Exchanges (WFE) for CY2020.
- India has scored a perfect 10 in protecting shareholders' rights on the back of reforms implemented by Securities and Exchange Board of India (SEBI) in the World Bank's Ease of Doing Business 2020 report.

Listed companies on major stock exchanges in Asia-Pacific countries (as of May 2019)



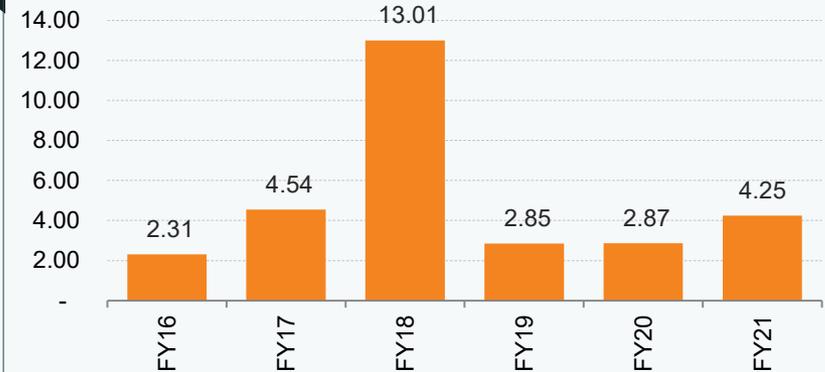
Source: National Stock Exchange, SEBI

Vibrant capital market evident through large number of listings

Companies listed on NSE and BSE



Amount raised by IPOs (US\$ billion)

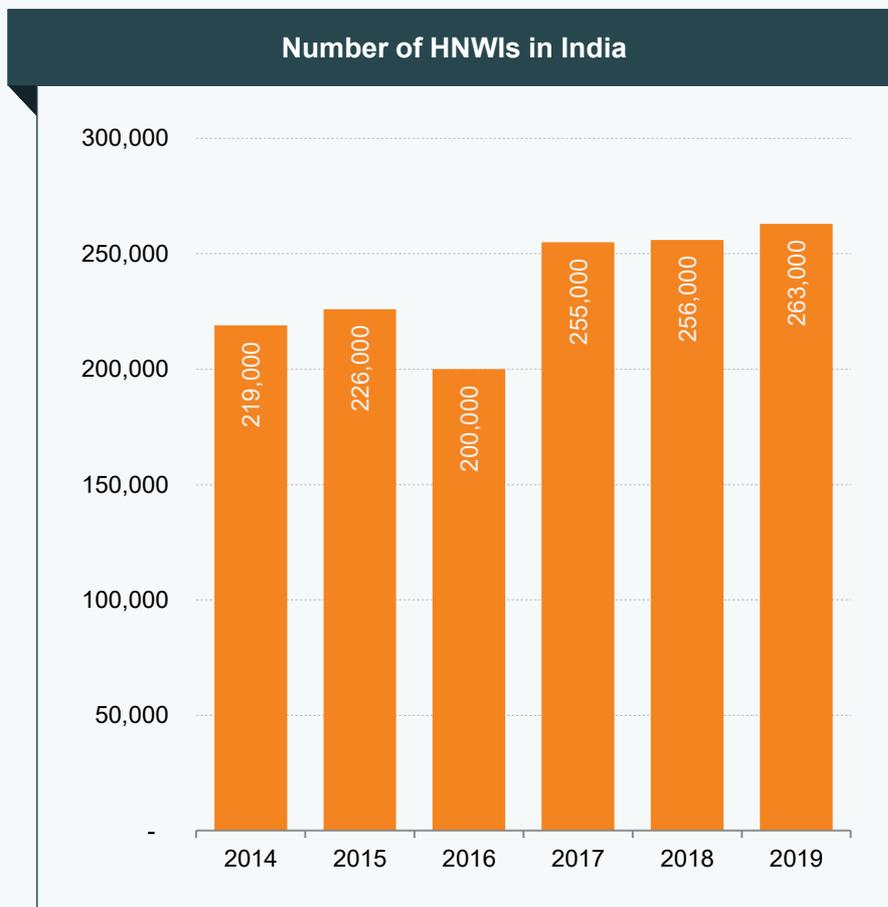


- In FY21, the number of listed companies on the NSE and BSE were 1,920 and 5,542, respectively.
- In FY21, US\$ 4.25 billion was raised across 55 initial public offerings (IPOs).

Note: NSE - National Stock Exchange, SME - Small and Medium-sized Enterprises, BSE - Bombay Stock Exchange, India IPO Market Insight report by EY
Source: BSE, NSE

Wealth management: an emerging segment

- The number of HNWIs in India reached 263,000 by end of 2019. Between 2014 and 2019, number of HNWIs in India saw a steady rise, growing at a CAGR of 3.9%. By end of 2025, global HNWI wealth is estimated to grow to over US\$ 100 trillion.
- HNWI households grew at an even faster rate until 2019, growing at a CAGR of about 21.5%.
- Advisory asset management and tax planning has one of the highest demand among wealth management services by HNWIs. This is followed by financial planning.
- India is expected to be the fourth largest private wealth market globally by 2028.
- According to the Knight Frank Report, the number of ultra-high networth individuals (UHNWIs), with wealth of US\$ 30 million or more, is expected to rise 63% between 2020 and 2025 to 11,198.

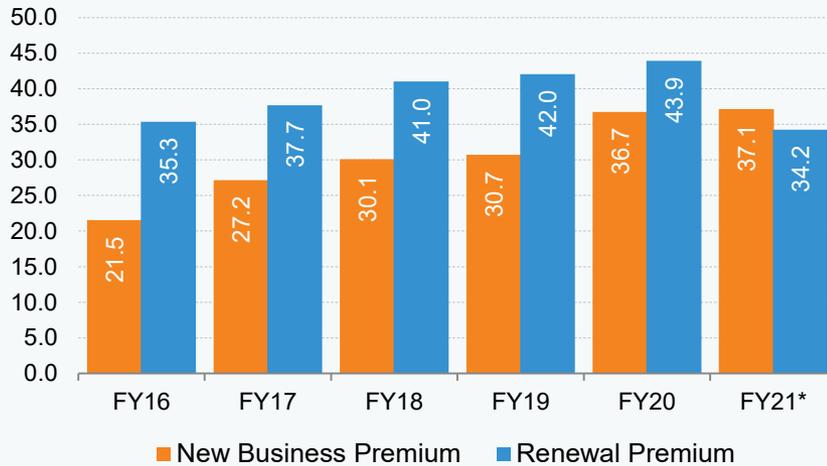


Note: HNWI - High Net Worth Individuals

Source: World Wealth Report by Capgemini, Asia Pacific Wealth Report 2020 by Capgemini

The life insurance segment has grown significantly in recent years

Life insurance Premium (US\$ billion)



Major private players in the life insurance segment in FY20

Name	Total premiums (US\$ billion)
HDFC Life	2.47
SBI Life	2.35
ICICI Prudential	1.75
Max Life	0.79
Bajaj Allianz	0.73

- There are 24 life insurance companies in India. Life insurance in India has a huge growth potential. By 2020, it was expected to account for 35% of India's total savings.
- Gross premium collected by life insurance companies in India increased from Rs. 2.56 trillion (US\$ 39.7 billion) in FY12 to Rs. 7.31 trillion (US\$ 94.7 billion) in FY20.
- As of June 2021, premiums from the new business of life insurance companies in India stood at Rs. 30,009.48 crore (US\$ 4.03 billion).
- According to the data compiled by the Life Insurance Council, in March 2021, new business premium of 24 life insurers increased by 70% YoY at Rs. 43,416.69 crore (US\$ 5.81 billion). For FY21, new business premium for life insurers increased by 7.5% YoY at Rs. 2.78 trillion (US\$ 37.17 billion).

Note- New Business Premium Value is until May 2021*

Source: IRDA

Non-life insurance segment has been rising as well

- The non-life insurance industry is made up of general insurers, standalone health insurers, and specialised PSU insurers.
- In India, gross premiums written of non-life insurers reached US\$ 26.52 billion in FY21 (between April 2020 and March 2021), from US\$ 26.49 billion in FY20 (between April 2019 and March 2020), driven by strong growth from general insurance companies.
- Between April 2021 and June 2021, gross premiums written of non-life insurers reached Rs. 44,434.96 crore (US\$ 5.98 billion), an increase of 13.8% over the same period in FY21.

Gross premiums written of non-life insurers (US\$ billion)

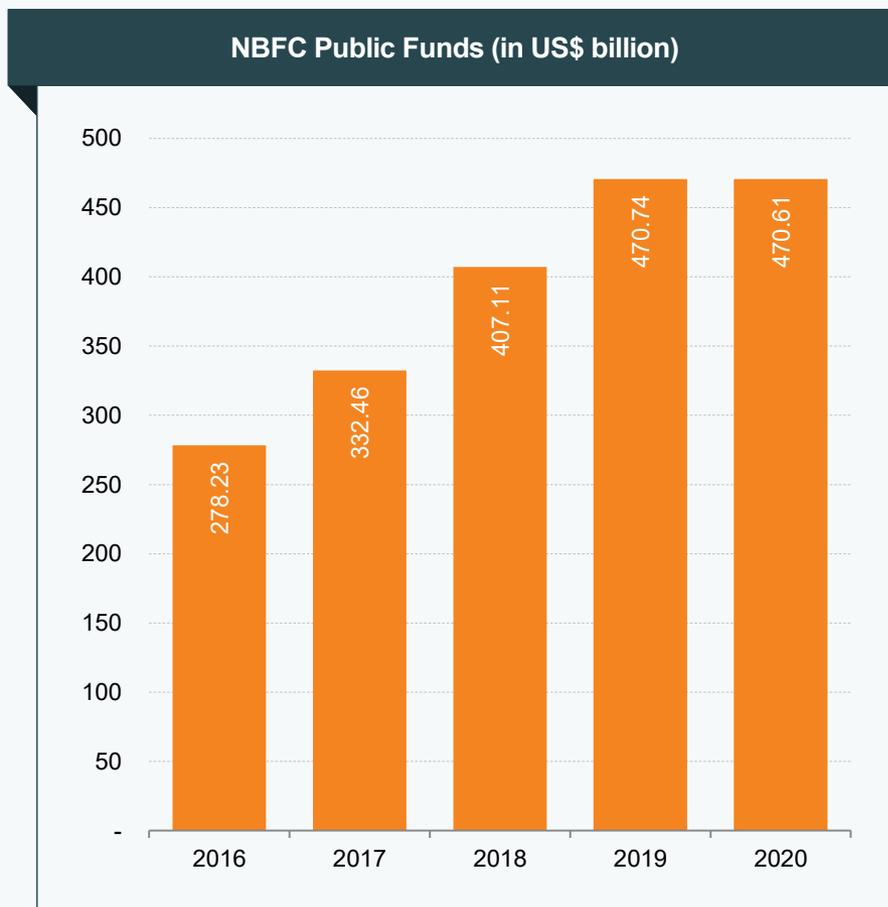


*Note: *- until June 2021*

Source: IRDA, General Insurance Council

NBFC: Growing in prominence

- Non-banking financial companies (NBFCs) are rapidly gaining prominence as intermediaries in the retail finance space
- NBFCs finance more than 80% of equipment leasing and hire purchase activities in India
- The public funds of NBFCs increased from US\$ 278.23 billion in 2016 to US\$ 470.74 billion in 2020 at a CAGR of 14.04%.
- There were 9,425 NBFCs registered with the RBI as of January 22, 2021.
- In December 2020, the Reserve Bank of India issued a draft circular on declaration of dividends by NBFCs, wherein it proposed that NBFCs should have at least 15% Capital to Risk Weighted Assets Ratio (CRAR) for the last 3 years, including the accounting year for which it proposes to declare a dividend.
- In July 2021, Rajya Sabha approved the Factoring Regulation (Amendment) Bill in 2020, enabling ~9,000 NBFCs to participate in the factoring market. The bill also gives the central bank the authority to establish guidelines for improved oversight of the US\$ 6 billion factoring sector.



Note: NBFC - Non-Banking Financial Company

Source: RBI, Microfinance Institutions Network (MFIN)

Recent Trends and Strategies



Recent Trends

2. MOBILE WALLET

- As the RBI allows more features such as unlimited fund transfer between wallets and bank accounts, mobile wallets will become strong players in the financial ecosystem.
- India's mobile wallet industry is estimated to grow at a CAGR of 148% to reach US\$ 4.4 billion by 2022.
- In July 2021, Unified Payments Interface (UPI) recorded 3.25 billion transactions worth Rs. 6.06 lakh crore (US\$ 81.48 billion).

1. INSURANCE SECTOR

- New distribution channels such as bank assurance, online distribution and Non-Banking Financial Companies (NBFCs) have widened the reach and reduced operational costs.
- In November 2020, LIC took initiatives to facilitate quicker proposal completion by launching a digital application – ANANDA.
- India's general insurance market is expected to grow at a compound annual growth rate (CAGR) of 6.2% during 2019-2023.

3. DIGITAL TRANSACTIONS

- Indian companies are strengthening their footprint on foreign shores, enhancing geographical exposure. India's digital payment is estimated to increase to US\$ 1 trillion by 2023.
- In May 2021, the Reserve Bank of India (RBI) granted authorisation to Eroute Technologies to operate as a prepaid payment instruments (PPI) company.
- The number of transactions through immediate payment service (IMPS) reached 303.76 million (by volume) and amounted to Rs. 2.84 trillion (US\$ 38.07 billion) in June 2021.
- In August 2021, Prime Minister Mr. Narendra Modi launched e-RUPI, a person and purpose-specific digital payment solution.
- Digital payment platforms for rural India:
 - In July, Dvara Kshetriya Gramin Financial Services Pvt Ltd., an NBFC operating in remote rural areas of India, acquired 'TransactNow' digital platform, an early phase tech start-up that provides digital financial services to India's unbanked and underserved population.
 - In August 2021, Neokred, an open banking stack that delivers curated versions of issuance in the payment ecosystem, teamed with Virenxia, a provider of integrated and sustainable solutions for rural transformation and development, to launch the 'The Kisan Card,' a special payment card for Indian farmers.

4. NBFCs

- NBFCs have served the non-banking customers by pioneering into retail asset-backed lending, lending against securities and microfinance. NBFCs aspire to emerge as a one-stop shop for all financial services.
- In July 2021, Rajya Sabha approved Factoring Regulation (Amendment) Bill in 2020, enabling ~9,000 NBFCs to participate in the factoring market. The bill also gives the central bank the authority to establish guidelines for improved oversight of the US\$ 6 billion factoring sector.



Source: Capgemini, Credit Suisse, Crisil, The Economist Intelligence Unit commissioned by payments company Visa

Strategies adopted

1

Innovation

- In the insurance industry, several new and existing players have introduced innovative insurance-based products, value add-ons and services. Few foreign companies have also entered the domain, including Tokio Marine, Aviva, Allianz, Lombard General, AMP, New York Life, Standard Life AIG and Sun Life.
- HDFC Capital Advisors Ltd has raised US\$ 550 million for its second affordable housing fund, HDFC Capital Affordable Real Estate Fund-2 (H-CARE-2), which will invest in affordable and mid-income and residential projects in 15 cities across India.

2

Merger and Acquisition (M&A)

- In February 2021, the Reserve Bank of India (RBI) cleared the Rs. 34,250 crore (US\$ 4.7 billion) acquisition of Dewan Housing Finance Corporation (DHFL) by the Piramal Group.
- In January 2021, Sundaram Asset Management Company announced the acquisition of Principal Asset Management for Rs. 338.53 crore (US\$ 46.78 million).
- In September 2020, People's Bank of China made an equity investment in Bajaj Finance to acquire less than 1%.

3

Stepped up IT expenditure

- The explosion of mobile phones, uptake of technologies such as cloud computing and rising pace of convergence and interconnectivity have led companies in the financial services industry to ramp up investment in information technology (IT) to better serve their end-customers.

4

Expanding geographical presence

- Indian companies are strengthening their footprint on foreign shores, enhancing geographical exposure.
- In August 2020, the National Payments Corporation of India (NPCI) has launched an international arm—NPCI International Payments (NIPL). The primary aim of NIPL will be to take its indigenously developed digital payment products such as RuPay and UPI to a global level.

Source: News Articles

Growth drivers and opportunities



Growth drivers in financial sector



SHIFT TO FINANCIAL ASSET CLASS

- Financial sector growth can be attributed to rise in equity markets and improvement in corporate earnings.
- By 2022, India's personal wealth is forecast to reach US\$ 5 trillion at a CAGR of 13%. It stood at US\$ 3 trillion in 2017.



GOVERNMENT INITIATIVES

- In January 2021, the Central Board of Direct Taxes launched an automated e-portal on the e-filing website of the department to process and receive complaints of tax evasion, foreign undisclosed assets and register complaints against 'Benami' properties.
- In December 2020, a US\$ 50-million policy-based loan to enhance financial management practices and operational efficiencies aimed at achieving greater fiscal savings, fostering informed decision-making and enhancing service delivery in West Bengal was signed by the Asian Development Bank (ADB) and the Government of India.
- In November 2020, the Union Cabinet approved the government's equity infusion plan for Rs. 6,000 crores (US\$ 814.54 million) in the NIIF Debt Platform funded by the National Investment and Infrastructure Fund (NIIF) consisting of Aseem Infrastructure Finance Limited (AIFL) and NIIF Infrastructure Finance Limited (NIIF) (NIIF-IFL).



OTHERS

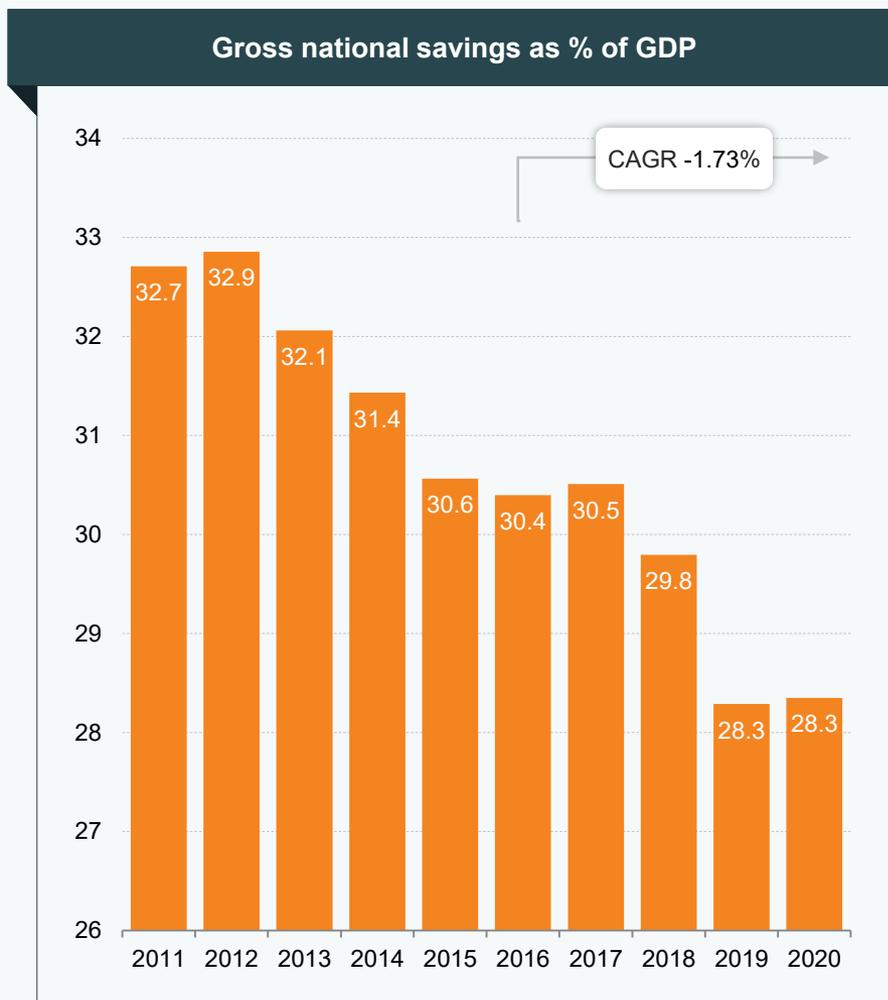
- In January 2021, the National Stock Exchange (NSE) launched derivatives on the Nifty Financial Service Index. This service index is likely to provide institutions and retail investors more flexibility to manage their finances.
- On December 02, 2020, the International Financial Services Centres Authority (IFSCA) obtained membership to the International Association of Insurance Supervisors (IAIS).
- Investment by FPIs in India's capital market reached a net Rs. 12.52 lakh crore (US\$ 177.73 billion) between FY02-21 (till August 10, 2020).

Note: IT - Information and Technology

Source: NSE, News articles, Microfinance Institution Network, Boston Consulting Group (BCG)

Gross national savings

- Gross National Savings as percentage of GDP was ~28% in 2020, compared with 30% in the previous year.
- Between FY16 and FY19, the gross national saving recorded a CAGR of -1.73%.
- The contribution by small savings schemes such as Senior Citizen Savings Scheme (SCSS), 15-Year Public Provident Fund (PPF), National Savings Certificate and Sukanya Samridhi is major in gross national saving income.



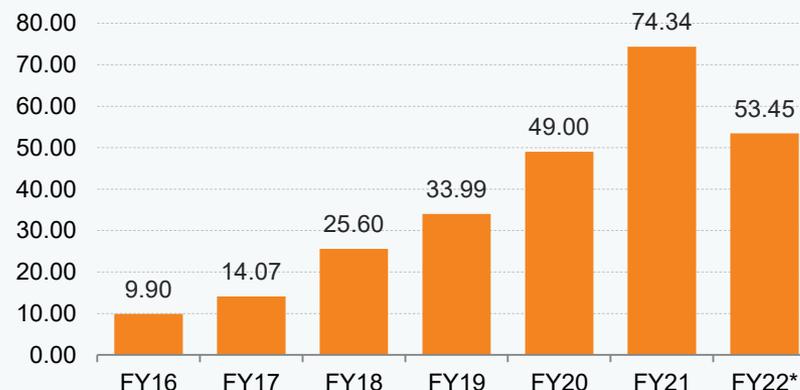
Note: F - Forecast, Deloitte Center for Financial Services

Source: World Bank, Reserve Bank of India

Continued growth in equities and innovative products

- The Indian equity market is expanding in terms of listed companies and market capitalization, widening the playing field for brokerage firms. Sophisticated products segment is growing rapidly, reflected in the steep rise in growth of derivatives trading.
- With the increasing retail penetration, there is an immense potential to tap the untapped market. Growing financial awareness is expected to increase the fraction of population participating in this market.
- Total wealth held by individuals in unlisted equities is projected to grow at a CAGR of 19.54% to reach Rs. 17.64 lakh crore (US\$ 273.69 billion) by FY22.
- Total value of Private Equity (PE)/ Venture Capital (VC) investment grew 44% over the past three years in value terms to reach US\$ 48 billion in 2019. VC investments grew to US\$ 3.6 billion in July-September 2020 from US\$ 1.5 billion in the previous quarter, powered by the mega deals, which included the US\$ 1.3 billion raised by the online retailer—Flipkart.
- Turnover from the derivatives segment reached Rs. 6,436.2 lakh crore (US\$ 86.57 trillion) in FY21 and stood at Rs. 3,973.7 lakh crore (US\$ 53.45 trillion) in FY22 (as of August 03, 2021).
- In July 2021, India's largest commodities derivatives exchange, Multi Commodity Exchange of India Ltd., and European Energy Exchange AG (EEX) signed a memorandum of understanding (MOU) with the goal of knowledge sharing and expertise exchange on electricity derivative products.
 - This MoU will make it easier for the two exchanges to collaborate in areas including knowledge sharing, education and training, and event planning in the field of electricity derivatives.

Turnover for derivatives segment (US\$ trillion)



*Note: *- until August 03, 2021*

Source: National Stock Exchange, Venture Intelligence Karvy India Wealth Report 2017, Private Equity Deal Tracker report by EY

Rising scope for wealth management

- India is one of the fastest growing wealth management markets in the world.
- The number of ultra-HNWI in India will grow 73% from 5,986 in 2019 to 10,354 by 2024.

Investor protection

- The regulatory environment for fiduciary duties in wealth management is evolving. Players will benefit greatly from quickly adopting new investor protection measures.

Brand building

- Brand building coupled with partnership based model will improve the advisory penetration. Greater focus on transparency will speed up the process.

Innovation

- Investment in required technologies, imbibing state-of-the-art best practices of advisory and creating customised and innovative products will enable growth.

Source: News Articles, Knight Frank Report

Insurance to benefit from widening reach across segments

2. AUTO/ ENGINEERING

- Passenger car sales in the country stood at 2.77 million units in FY20.
- Increasing number of insurance registered for passenger cars and for construction activities will rise with India's infrastructure growth plans.

3. AGRICULTURE

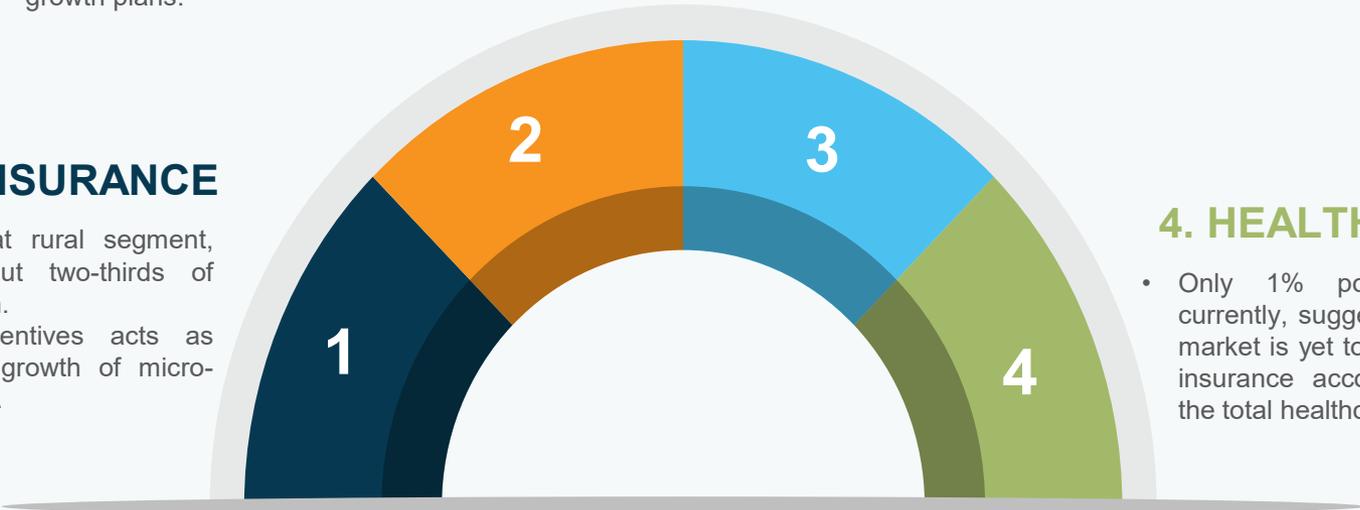
- Demand for agricultural and livestock insurance growing on the back of rising awareness among rural population.

1. MICRO INSURANCE

- It is targeted at rural segment, addressing about two-thirds of Indian population.
- The policy incentives acts as drivers for the growth of micro-insurance sector.

4. HEALTH

- Only 1% population covered currently, suggesting that the vast market is yet to be tapped. Health insurance accounts for 1.2% of the total healthcare spend.



Source: News Articles

Huge untapped potential at the ‘bottom of the pyramid

- Two-thirds of India’s population lives in rural areas where financial services have made few inroads so far. Rural India, however, has seen steady rise in incomes creating an increasingly significant market for financial services.
- There are several standalone networks of SHG, NGO’s and MFI’s in different parts of rural India. Cross-utilisation of these channels can facilitate faster penetration of a wider suite of financial services in rural India.
- Increasing use of technology to reach rural India is the paradigm-shifting enabler. Internet kiosk-based channels are expected to become the bridge that connects rural India to financial services.

Credit

- Rural credit segment is a large market, which can be tapped by ensuring timely loans that are critical for the agricultural sector.
- Self Help Groups and NGOs are useful vehicles to make inroads into rural India.

Investment

- Safe investment options have a potential to tap into rural household savings.
- Some private players are producing innovative products like third party money market mutual funds to cater to rural investment needs.

Insurance

- Agricultural, livestock and weather insurance are potentially large markets in rural India.
- Harnessing existing networks of MFIs and NGOs can speed up the process.

Note: MFI - Micro Finance Institutions; NGO - Non Governmental Organisation; SHG - Self Help Groups

Favourable policy measures and government initiatives... (1/2)

1

Budgetary measures

- Under the Union Budget 2021-22, the government allocated Rs. 1,386,273.30 crore (US\$ 191.54 billion) to the Ministry of Finance.
- Under the Union Budget 2021-22, the government allocated Rs. 29,510.79 crore (US\$ 4.07 billion) to the Department of Financial Services.
- An Asset Reconstruction Company Limited and Asset Management Company will be formed to consolidate and take over existing stressed debt and manage and dispose assets.
- An institutional framework will be created for the corporate bond market to inculcate confidence among participants and augment liquidity of secondary markets.
- To promote the International Financial Services Centre (IFSC) in GIFT City (Gujarat International Finance Tech City), the budget proposed more tax incentives.

2

International Financial Services Centres Authority (Banking) Regulations, 2020

- In November 2020, the IFSC Authority has approved the International Financial Services Centres Authority (Banking) Regulations, 2020.
- Key highlights of the regulation include the following:
 - Outlining the criteria for establishment of the IFSC Banking Units (IBUs).
 - Permission to open foreign currency accounts in any freely convertible currency at IFSC Banking Units for people residing outside India (IBUs).
 - Allowing individuals residing in India to open foreign currency accounts at IFSC Banking Units (IBUs) in any freely convertible currency to pursue any permissible current account.

3

FDI requirement for fund based and non fund based financial entities

- In April 2018, the Government issued minimum FDI capital requirement of US\$ 20 million for unregistered /exempt financial entities engaged in 'fund-based activities' and threshold of US\$ 2 million for unregistered financial entities engaged in 'non-fund based activities.'
- The government has approved 100% FDI for insurance intermediaries and increased FDI limit in the insurance sector to 74% from 49% under the Union Budget 2021-22.

Source: Union Budget 2021-22, Company websites, Media sources

4

Tax incentives

- Insurance products are covered under the EEE (exempt, exempt, exempt) method of taxation. This translates to an effective tax benefit of approximately 30% on select investments (including life insurance premiums) every financial year.
- Reduction in securities transaction tax from 0.125% to 0.1% on cash delivery transactions and from 0.017% to 0.1% on equity futures.
- Indian tax authorities plan to sign bilateral advance pricing agreement with a number of companies in Japan. The agreement is aimed at avoiding conflicts with multinational companies over sharing of taxes between India and the countries where these firms are based.

5

Other initiatives

- In November 2020, the Reserve Bank of India announced establishment of its Innovation Hub. In order to encourage access to financial services and goods and foster financial inclusion, this initiative would create an ecosystem. The Innovation Hub of the Reserve Bank (RBIH) is intended to promote innovation across the financial sector by leveraging technology and creating a conducive environment for innovation.
- In August 2020, the IRDAI modified its dividend criteria for investment—in which insurers are now permitted to classify investments in preference and equity shares as part of "approved investments", if such shares have paid dividend for at least two out of three consecutive years immediately preceding. This relaxation is valid from April 1, 2020 to March 31, 2021.
- In May 2021, the Union Cabinet, chaired by Prime Minister Narendra Modi approved signing of a Memorandum of Understanding (MoU) between the Institute of Chartered Accountants of India (ICAI) and Qatar Financial Centre Authority (QFCA). The MoU would enhance cooperation between the institutes to work together to strengthen the accounting profession and entrepreneurship base in Qatar.
- In July 2021, Rajya Sabha approved the Factoring Regulation (Amendment) Bill in 2020, enabling ~9,000 NBFCs to participate in the factoring market. The bill also gives the central bank the authority to establish guidelines for improved oversight of the US\$ 6 billion factoring sector.
- In August 2021, Prime Minister Mr. Narendra Modi launched e-RUPI, a person and purpose-specific digital payment solution.
 - e-RUPI is a QR code or SMS string-based e-voucher that is sent to the beneficiary's cell phone. Users of this one-time payment mechanism will be able to redeem the voucher at the service provider without the usage of a card, digital payments app, or internet banking access.

Source: Company websites, Media sources

Key Industry Contacts



Key Industry Contacts

	Agency	Contact Information
 Insurance Brokers Association of India	Insurance Brokers Association of India (IBAI)	Maker Bhavan No 1, 4th Floor, Sir V T Marg, Mumbai - 400 020 India Phone: 91 11 22846544 E-mail: ibai@ibai.org Website: https://ibai.org/
	Association of Mutual Funds in India (AMFI)	One Indiabulls Centre, Tower 2, Wing B, 701, 841 Senapati Bapat Marg, Elphinstone Road, Mumbai - 400 013 India Phone: 91 11 24210093 / 24210383 Fax: 91 11 43346712 E-mail: contact@amfiindia.com Website: https://www.amfiindia.com/
 FIDC Finance Industry Development Council	Finance Industry Development Council (FIDC)	101/103, Sunflower, 1st Floor, Rajawadi Road No.2, Ghatkopar (East), Mumbai - 400 077 (India) Phone: 91-22-21027324 E-mail: info@fidcindia.com



Glossary

- AUM: Assets Under Management
- CAGR: Compound Annual Growth Rate
- FII's: Foreign Institutional Investors
- GDP: Gross Domestic Product
- HCV: Heavy Commercial Vehicle
- HNWIs: High-Net-Worth Individuals
- IRDAI: Insurance Regulatory and Development Authority of India
- LIC: Life Insurance Corporation
- NBFCs: Non Banking Financial Company
- NSE: National Stock Exchange
- BSE: Bombay Stock Exchange
- RBI: Reserve Bank of India
- SEBI: Securities and Exchange Board of India
- US\$: US Dollar

Exchange rates

Exchange Rates (Fiscal Year)

Year	Rs. Equivalent of one US\$
2004-05	44.95
2005-06	44.28
2006-07	45.29
2007-08	40.24
2008-09	45.91
2009-10	47.42
2010-11	45.58
2011-12	47.95
2012-13	54.45
2013-14	60.50
2014-15	61.15
2015-16	65.46
2016-17	67.09
2017-18	64.45
2018-19	69.89
2019-20	70.49
2020-21	73.20

Exchange Rates (Calendar Year)

Year	Rs. Equivalent of one US\$
2005	44.11
2006	45.33
2007	41.29
2008	43.42
2009	48.35
2010	45.74
2011	46.67
2012	53.49
2013	58.63
2014	61.03
2015	64.15
2016	67.21
2017	65.12
2018	68.36
2019	69.89
2020	74.18
2021*	74.34

Note: As of August 2021

Source: Reserve Bank of India, Average for the year

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