



Digital Financial Company (DFC) License

A Global Opportunity

SECTIONS

SERVING HOUSEHOLDS

DIGITAL THINKING

INDIA STACK

ENABLING LICENSE

THE GOLD RUSH TEST

SERVING HOUSEHOLDS

NEED FOR INTEGRATED FINANCIAL SERVICES

- Simple integrated products that
 - Work together
 - Simply
 - Paperless
 - Instant
 - Secure

SOLVING THE INFINITY EQUATION

- Grow customers towards infinity
- Costs to serve tend to zero as customers tend to Infinity

DIGITAL THINKING

PAPERLESS

- Paper increases cost
- Paper causes delay

TOWARDS ZERO FRAUD

- Pattern recognition with AI
- Human intelligence complements AI
- Ethical hacking based continuous improvement

INSTANT ZERO

- The power of instant 24x7x365
- The power of zero
 - Zero fraud
 - Zero wastage
 - Zero Cost

INDIA STACK

- Build the stack
 - Add to NPCI, Digi Locker
 - Reputation Bureau
 - Digital Universal RTA
 - Think Global for Stack
- Inclusion pricing
 - Zero minimum fee
 - Capped fee (amount based)

ENABLING LICENSE

DIGITAL LICENSE

- All simple financial products
- For rich and poor

INNOVATION ENABLED

- State the What
- Let innovation decide How

SHIFT RISK TO ENTREPRENEURS

- Protect consumers
- Some entrepreneurs and intermediaries can lose big
- Encourage competition

VESTED INTERESTS

- Do not complain
- Compete

LICENSE CIRCLES

- At least 500 crores in capital
- Minimum number of circles that you can bid for. Pan India allowed
- Stiff Rollout obligations and penalties. No wriggle room in contracts

THE GOLD RUSH TEST

GOLD RUSH - YES

- Let the best win

GOLD RUSH - NO

- Back to drawing board
- What will make Gold Rush - Yes