

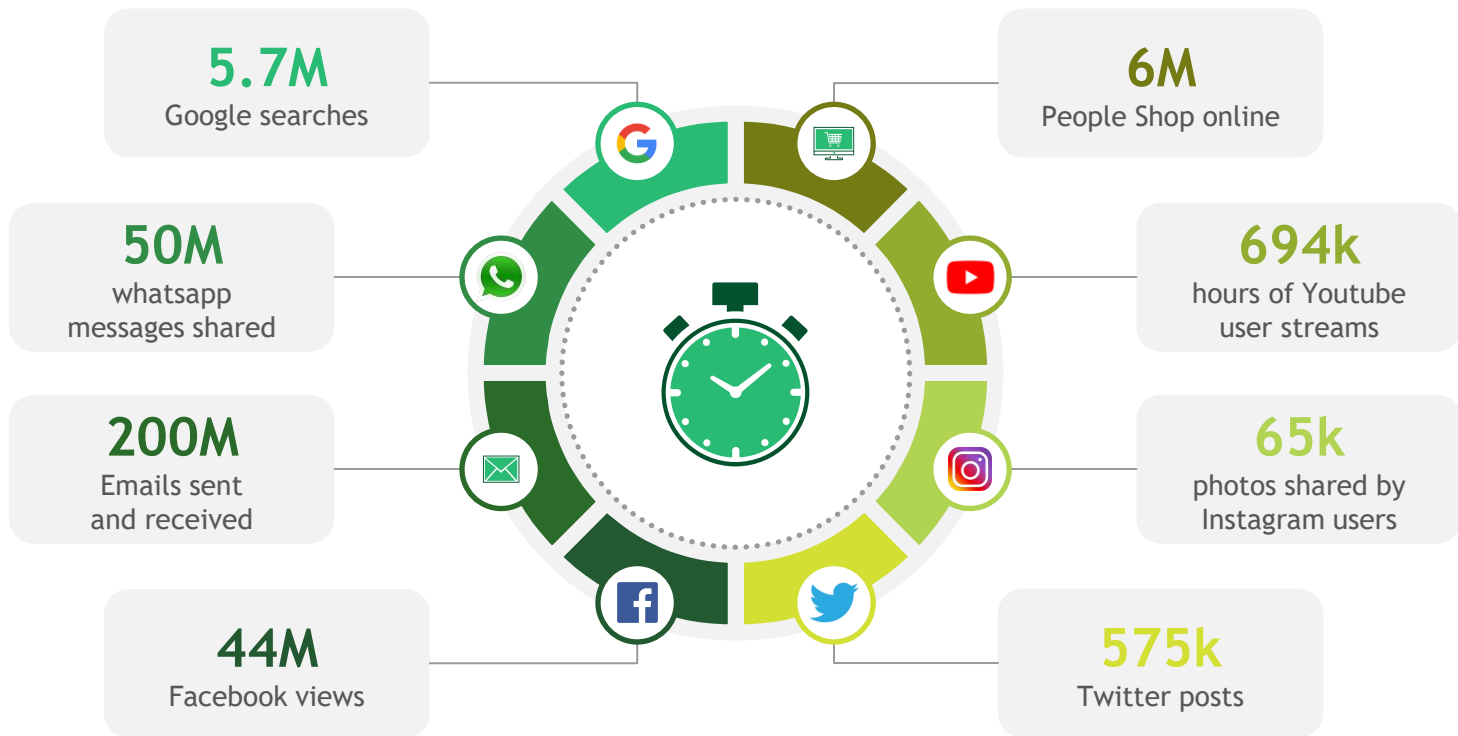


Winning in Data Abundance

Mayank Jha, MD and Partner

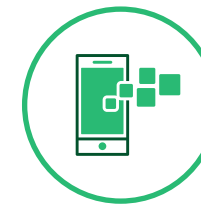
Data Never Sleeps!

How much data is generated in 1 min on the internet globally?



79 Zettabytes (10²¹) data consumed globally in 2021!

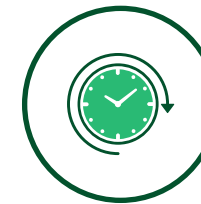
India becoming data rich



600M+
Smartphone users



700M+
Internet users



41%
increase in mobile minutes,
sharpest increase globally

Data is the new oil - in numbers as well!

Top 10 market caps of listed companies worldwide



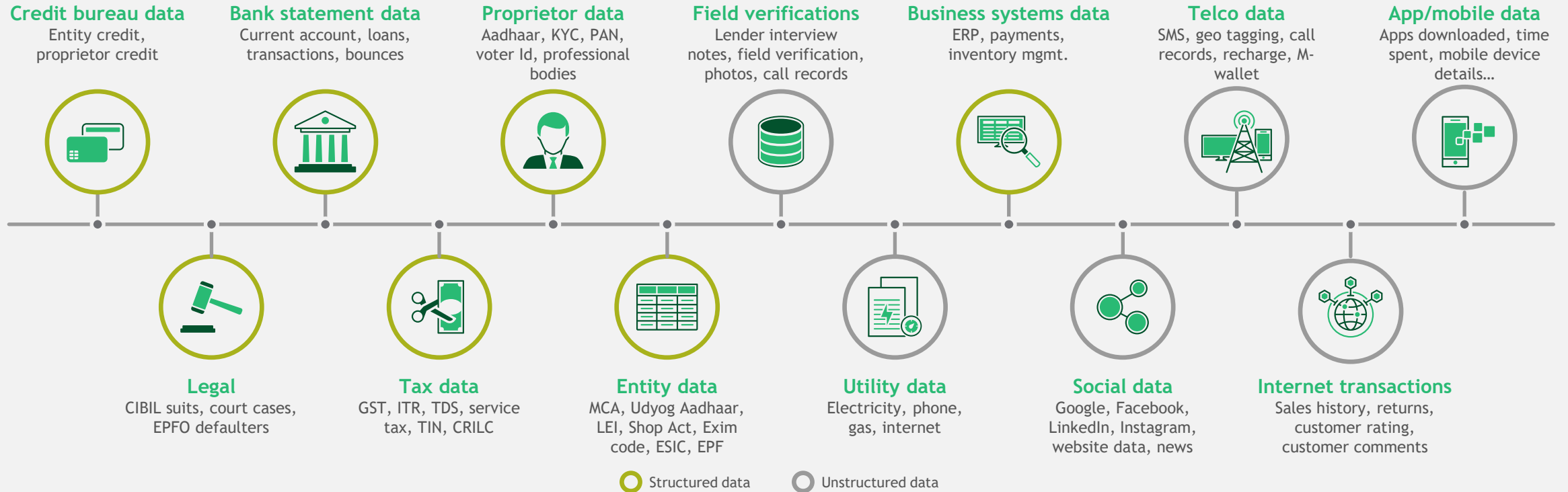
Note: Market caps is as of December 20th, 2021, 2016 and 2011. Source: S&P Capital IQ

Explosion in variety and depth of data available for FIs

Maturity of usage

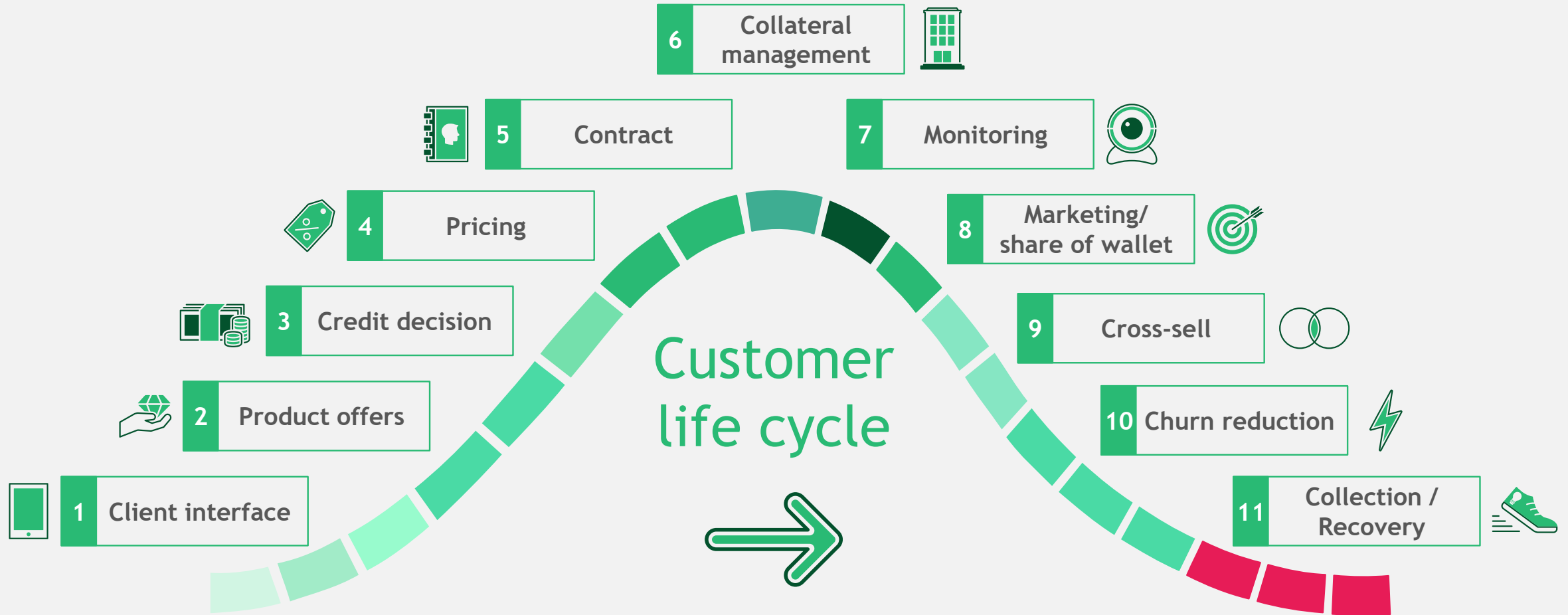
Higher

Lower

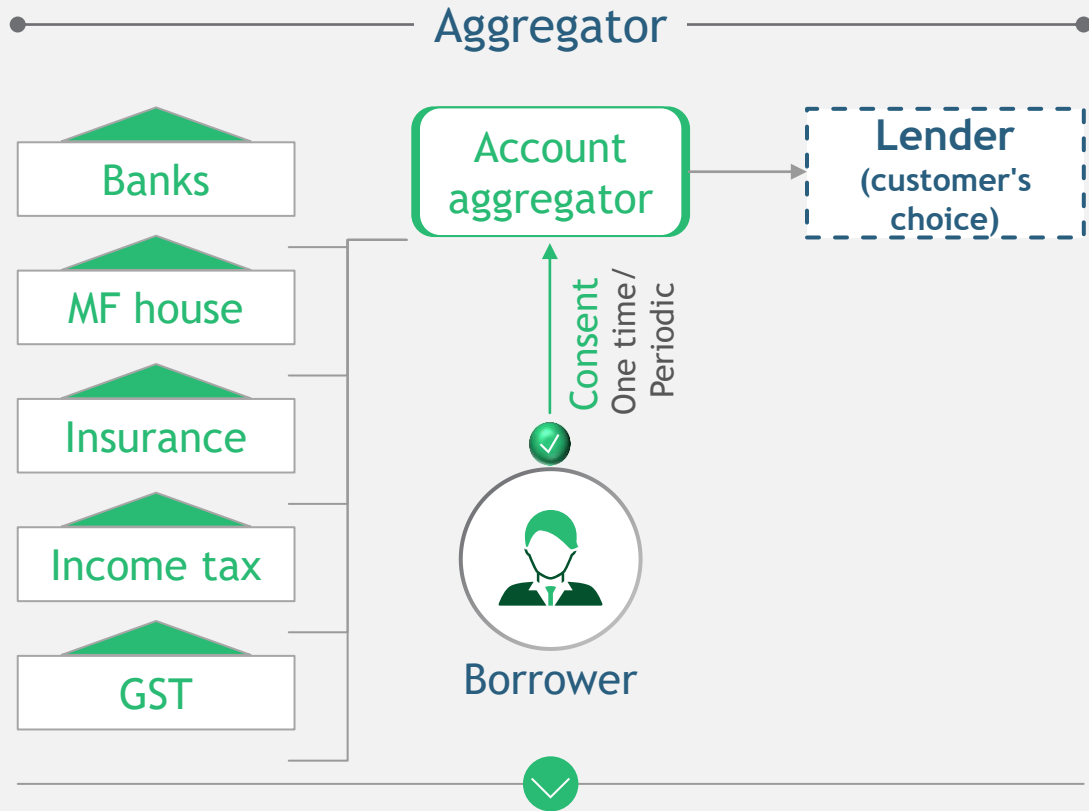


10,000+ data points from 100+ sources available!

Data-enabled use cases can be immensely value generating across customer's life cycle

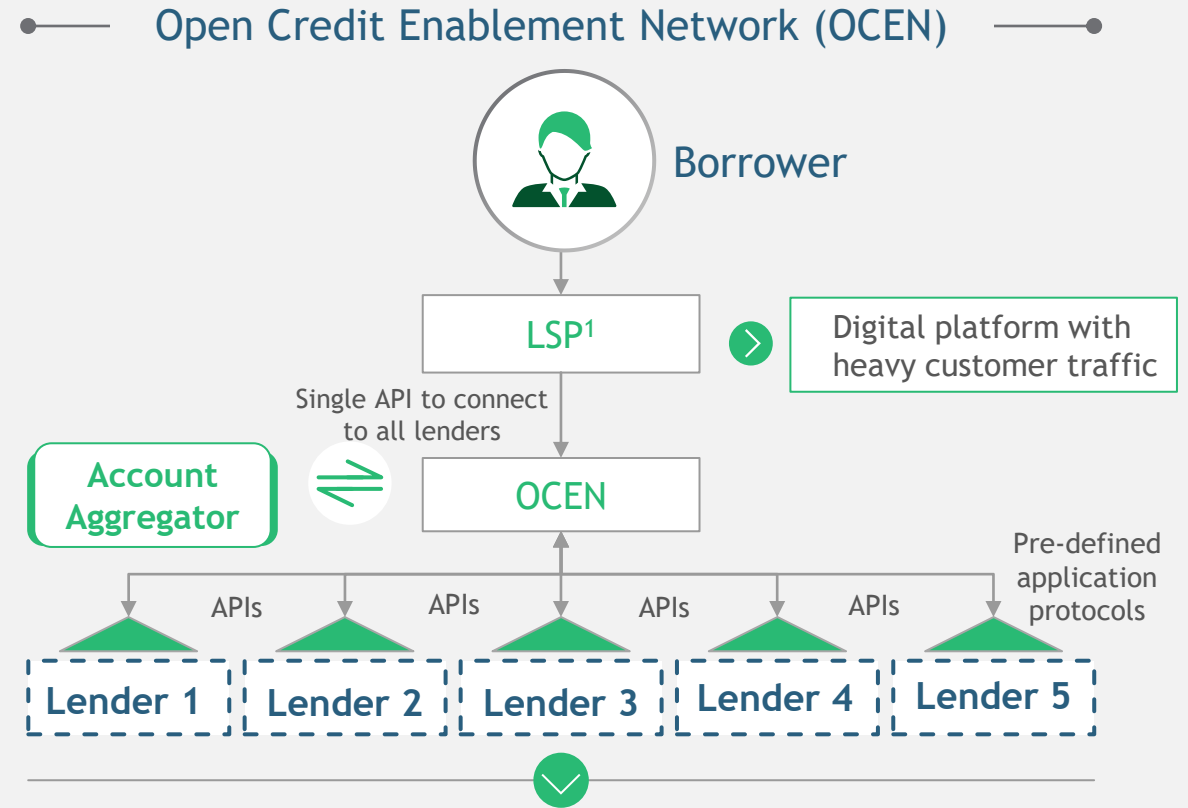


UPI moment for lending with AA and OCEN



Access to standard format machine readable all accounts txn data to any lender instantly with customer consent

1. LSP - Loan service provider



Real time competition amongst lenders based on price transparency, speed of response, and customer experience

4

Account aggregators live

In-principle approval for

3

additional players

11

Banks / Financial Services COs signed up as FIU / FIP

4

Fintechs signed up as FIP / FIU

7

Banks / Fintechs live with few use cases

20+

Technology service providers registered

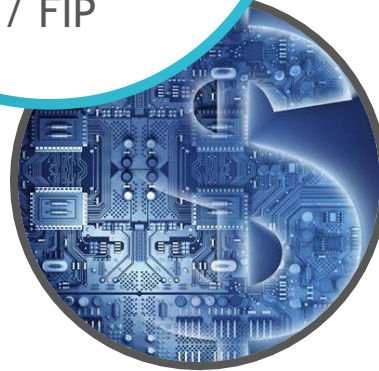
12

AA data standard TSPs

10+

Data analytics TSPs

NBFC AA ecosystem is becoming active with multiple players launching offerings



Data privacy becoming increasingly important...

Safeguards on processing information from **data principals**¹

- Personal data e.g., facts
- Sensitive personal data e.g., password
- Critical personal data (to be defined)

Obligations of **data fiduciaries** e.g., businesses, individuals, govt., to adhere to fair and reasonable data processing

Valid means of contracting to **data processors** registered with Authorities

...with wide-ranging business implications for FIs



Consent management



Data breach mgmt. & security



Data Protection Authority



Cross border transfer restrictions



Transparency



Record keeping and annual audits

Many data-driven transformations struggle to have impact



“Hired a bunch of geniuses, but no impact”



“We got it, but the business does not see the value”



“Eternity to build the data lake with little benefit”



“We do not have good enough data”



“Cutting-edge, but no scale”



“Billions of small initiatives all over the place”



“How do I get the top talent?”




“Developing non-implementable code”

99.5%
of data collected
is **never used**
or analyzed



War for talent
is real!

 **Bhavish Aggarwal** ✓
@bhash

Engineering hiring situation in Bengaluru - thinking of offshoring some work to a lower cost center in SF, Bay Area! 😂

8:20 PM · Aug 1, 2021 · Twitter for iPhone

Cric BharatPe Tech Team Workation

Join us now and work from **Dubai** during T20 world cup (Oct-Nov '21)

Be a Techie at BharatPe
Join and ride home in style

ROYAL ENFIELD Himalayan **PARAK** **DUKE 390** **RC 390**

Winning in data abundance





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