

WEEKLY ONLINE MEDIA DIGEST

#6 20.04.2015 — 26.04.2015

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ONLINE AND MOBILE FINANCIAL SERVICES



One more fintech-unicorn! IN LESS THAN two years, Oscar Health, a New York City-based health insurance company, has already amassed 40,000 members, with its member-friendly plans and tech-driven approach. Now, the startup has landed another \$145 million round of funding at a \$1.5 billion valuation, which will help bring Oscar insurance to other cities across the country by the end of the year. While \$1 billion-plus valuations are commonplace in the tech world these days, Oscar is one of a handful of startups that seems to have truly earned it. Oscar, which launched back in 2013, took on one of the country's most entrenched and hairy markets—health insurance—and infused it with technology and user-friendly design. Now it's generating around \$200 million a year in revenue.

<http://fintechranking.com/2015/04/20/this-1-5b-startup-is-making-health-insurance-suck-less/>



WEEK OF THE FINTECH-UNICORNS! 3 MORE! Across the total fintech sector, 18 companies raised \$1.03 billion this week. And three new unicorns were officially unveiled: Lufax, Funding Circle, and Oscar, a U.S. health insurance startup. The alternative lending sector, especially in China, is soaking up funds at an unprecedented pace. This week alone, more than \$750 million went to startup lenders, 80% earmarked to China (Lufax \$485 million and Jimubox \$84 million), while Funding Circle (London, \$150 million), EZBob (London, \$45 million), Smava (Germany, \$16 million), and Assetz (London, \$4.5 million) rounded out the sector's inflow. Here are the fintech funding rounds by size between April 18 and April 23.

<http://fintechranking.com/2015/04/23/fintech-fundings-18-companies-raise-a-cool-1-billion-week-ending-april-24/>



Google is now holding your Wallet funds in banks with FDIC insurance, so your digital credit is now that much safer. This isn't to say that rivals leave you completely vulnerable — PayPal has fraud protection, for instance. However, the Wallet move means that you won't have to go to court to get your cash back if Google goes bankrupt, no matter how unlikely that is.

<http://fintechranking.com/2015/04/19/your-google-wallet-funds-are-now-insured/>

The Finanser Interviews by Chris Skinner: Matthias Kröner, CEO, Fidor Bank.

<http://fintechranking.com/2015/04/22/the-finanser-interviews-by-chris-skinner-matthias-kroner-ceo-fidor-bank/>



Funding Circle — a London-based peer-to-peer platform for small businesses to get loans, and investors to put up money to finance those loans — is today announcing that it has raised \$150 million in venture funding, in a round that we have confirmed values the startup at over \$1 billion. While partial news of the financing leaked out earlier this month, now we have the full details. This latest round was led by DST Global, with participation also from Baillie Gifford, a fund managed by BlackRock, Sands Capital Ventures and Singapore's Temasek.

<http://fintechranking.com/2015/04/22/p2p-lending-site-funding-circle-raises-150m-led-by-dst-at-a-1b-valuation/>

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<http://www.ft.com/intl/cms/s/0/a10fce2a-e832-11e4-894a-00144feab7de.html#axzz3YT5qjdph>

Read in Russian: <http://secretmag.ru/news/2015/04/23/milner-vlozil-v-funding-circle/>

<http://siliconrus.com/2015/04/dst-funding-circle/>

The Twentysomething Brothers Behind a \$3.6 Billion Payments Company — How Stripe founders Patrick and John Collison are reimagining payments for the Internet era.

<http://fintechranking.com/2015/04/22/the-twentysomething-brothers-behind-a-3-6-billion-payments-company/>

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<http://www.wired.com/2015/04/john-and-patrick-collison/>



Fintech Startups Navigate Legal Gray Areas To Build Billion-Dollar Companies.

Innovation, growth, technology, user experience, revenue and gross margin have become synonymous with how you define success for a tech startup. What is missing from this list is local, state, and federal regulation; terms that startups in the financial technology sector understand far too well as either barriers to or catalysts for growth and early success. Regulation is one of the most significant hurdles for fintech companies to overcome.

<http://fintechranking.com/2015/04/19/fintech-startups-navigate-legal-gray-areas-to-build-billion-dollar-companies/>



The amount of money sent to sub-Saharan Africa via mobile services is expected to hit \$33 billion this year, reflecting the increasing number of mobile phone users on the continent. There has been significant growth in mobile money remittances in Kenya, South Africa and Uganda recently but there has been stagnation in Nigeria, Africa's largest telecom market by investment and subscription, according to WorldRemit, a global money transfer company. Still, Nigeria, which received \$21 billion in 2014 via mobile money, accounts for two-thirds of remittances to the region.

<http://fintechranking.com/2015/04/22/mobile-money-transfers-to-africa-expected-to-hit-33-billion-this-year/>

Infographic: Global Findex 2014 — Financial Inclusion.

<http://fintechranking.com/2015/04/24/infographic-global-findex-2014-financial-inclusion/>



Your Social Investment Network

eToro raising an additional \$12 million from Commerzbank. The new \$12 million round of funding provided to eToro represents the very first investment of CommerzVentures, which joins existing eToro investors in a Series D Financing. CommerzVentures joined the venture capital arms of Russia's Sberbank and China's Ping An as a follower investor in the Series D financing of eToro. The total investment volume raised among the investors amounted to \$39 million — eToro raised \$27 million late last year from Sberbank and Ping The \$39 million total includes a credit line of \$10 million by Silicon Valley Bank. eToro was founded in 2007 with the vision of developing a platform that would open the financial markets to everyone by simplifying the user's experience.

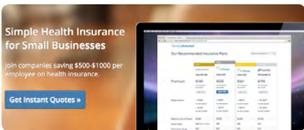
eToro then developed a contracts for difference («CFD») trading platform, which was launched in 2008.

<http://fintechranking.com/2015/04/20/etoro-raising-an-additional-12-million-from-commerzbank-leaprate-exclusive/>



Bankers may be taking undue solace in Chris Skinner's 10 April American Banker BankThink post, 'Like Airlines and Pharma, Banking's Too Big to Disrupt'. I was party to 'The Great Digital Banking Debate' he cites in his article over whether financial technology startups will overthrow the banking industry. Although I agree with many of Mr Skinner's points, he discusses several ideas that merit further exploration.

<http://fintechranking.com/2015/04/24/its-too-late-banking-is-already-being-disrupted/>



Online health insurance for small businesses platform SimplyInsured has raised a total of \$1.75 million in seed funding from Starling Ventures, Altair, NerdWallet co-founders Jake Gibson and Tim Chen, Ameer and Adil Chaudry, Sam Melamed and Y Combinator to help «pour gas» on sales of the product. SimplyInsured launched out of Y Combinator's winter 2013 batch with the aim of providing an easier way for small businesses to get health insurance coverage for employees. It does this by analyzing thousands of insurance plans within seconds and coming up with the best rate. Co-founder Vivek Shah compares it to the way travel sites pull up the best airfare prices and then let you compare the price with the time and other details important to your needs.

<http://fintechranking.com/2015/04/20/y-combinator-backed-health-insurance-startup-simplyinsured-pulls-in-1-75-million-in-seed-funding/>

Bitcoin Vs. Wall Street: A Love-Hate Story.

<http://fintechranking.com/2015/04/20/bitcoin-vs-wall-street-a-love-hate-story/>

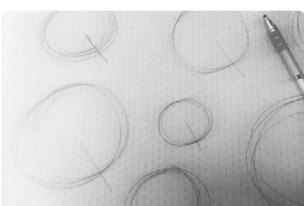


Remittances — sending cash overseas — has always been bitcoin's killer app. Now the guys at Robocoin have made it more killer. Their new product, called Romit, is basically a way to send cash through a Robocoin ATM to another ATM or merchant account at fees far lower than other remittance providers. Robocoin runs 20 ATMs around the world including systems in Hong Kong, Romania, Italy, and the United States (including Vegas). To send money you simply slide it into your local ATM and enter the recipient's phone number. The recipient can then pick it up at a nearby ATM or merchant.

<http://fintechranking.com/2015/04/21/robocoin-the-bitcoin-atm-adds-a-way-to-send-cash-overseas/>

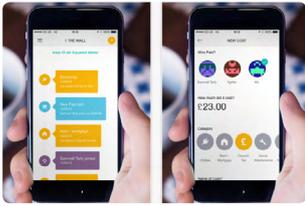
GoFundMe, a crowdfunding and fundraising startup, is seeking venture financing after bootstrapping the company since 2008. According to those sources, Accel Partners is in the mix, and one says they may be leading the round. Sources said the valuation is around \$500 million, though one source said the valuation could go beyond that. Sources said the deal has not closed yet, so as usual things could certainly change through the end of the funding process.

<http://fintechranking.com/2015/04/23/previosly-bootstrapped-gofundme-is-raising-at-a-valuation-of-around-500m/>



Alphaworks, the equity crowd-funding platform for startups and their communities, is today re-branding to Quire.com. CEO Erin Glenn said that the company was eager to get a .com domain and that 'quire' (a centuries old word that which means 'folio' or collection of single pages) was a perfect fit for what the platform represents. «The imagery of the word is that of individuals coming together to build a community,» said Glenn. «It's more than the sum of its parts».

<http://fintechranking.com/2015/04/21/alphaworks-equity-crowd-funding-platform-rebrands-to-quire/>



Splittable (a web site, Android and iOS app) works by providing housemates with a simple visual representation of household expenditures. House-sharers invite their cohabiters via email, a Facebook message or a WhatsApp message and can see what's owed, at a glance. We've seen how Venmo has taken off in the US for when people want to split things like shared restaurant bills. Now a UK startup has come up with an app which it claims will make it easier to share expenses when sharing an apartment.

<http://fintechranking.com/2015/04/25/splittable-app-makes-a-play-for-renters-who-have-to-split-apartment-costs/>



Step by step, Lydia is unveiling its product strategy to handle all your payments. When I last covered the French startup, it was still mostly focused on growing its user base by providing a Venmo alternative for French users. But now, Lydia also lets you pay on e-commerce websites, starting with PriceMinister. The app is now also available on the Apple Watch so that you can just tap on your watch notification to order something online.

<http://fintechranking.com/2015/04/24/with-lydia-pay-for-your-online-purchases-using-your-apple-watch/>



A company called Cheddar Up wants to offer an alternative for group payments, while still making the process as simple for both parties as collecting checks or cash. Despite the shift away from paying with cash or check in favor of digital transactions in recent years, many smaller organizations, and even schools, still rely on old-school methods when it comes to collecting money from groups. Though it's a hassle for both the organizer and the payer in the long run, checks are often easier than pointing users to online tools like PayPal or setting up websites with payment mechanisms built-in solely for the purpose of a one-time fundraising campaign, for example.

<http://fintechranking.com/2015/04/23/cheddar-up-makes-it-easier-to-collect-money-from-groups/>



Here comes some more funding for a European financial tech company specialising in online loans. Germany's Smava — a peer-to-peer lending platform where investors provide the funds to loan money to borrowers — has raised \$16 million in funding led by Phenomen Ventures, along with existing investors Earlybird and Neuhaus Partners. Phenomen's track record in fintech investments includes backing Prosper, the U.S.-based peer-to-peer lending marketplace. The investment takes the total raised by Smava to nearly \$30 million.

<http://fintechranking.com/2015/04/22/german-online-loans-platform-smava-raises-16m/>



PayPal has outlined a range of biometric solutions, including vein recognition, ingestible technology and computer chip tattoos, that could potentially replace the password.

<http://fintechranking.com/2015/04/20/paypal-wants-you-to-swallow-your-password/>

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Capital One: Think More Like a Tech Company, Less Like a Bank

<http://fintechranking.com/2015/04/24/capital-one-think-more-like-a-tech-company-less-like-a-bank/>

Global investment in financial technology (fintech) ventures tripled to \$12.21 billion in 2014, clearly signifying the digital revolution has arrived in the financial services sector. It is still unclear whether this presents more of a challenge or an opportunity for industry incumbents, but established financial services players are starting to take bold steps to engage with emerging innovations. At Accenture, we wanted to map out the activities that established players believe could allow them to reimagine themselves digitally. In our interviews with 25 influential financial services executives involved in innovation.

Download as pdf: <http://goo.gl/9cWQfK>



INSPIRASIA

Hong Kong-based payroll solution company Salarium has partnered with PyxPay, a mobile payment firm, in an attempt to increase its service offerings. With this, the former will have an e-wallet that can pay employees anywhere in the world. It also recently partnered with e-money providers in several ASEAN countries for local payments. Currently, Salarium's payroll system provides software that carries out human resource functions such as time and attendance, payroll processing, expense management, employee database management, government due computations and employee self service applications for loans, leaves and overtimes. The linkage to PyxPay's mobile, web and prepaid platform will help offer a full-fledged payout system called SAL Pay.

<http://fintechranking.com/2015/04/20/payroll-startup-salarium-partners-with-mobile-payment-firm-pyxpay/>



Hong Kong's Nest partners with DBS Bank in new fin-tech accelerator.

The accelerator will be housed in a 'newly-renovated 5,000-sq-ft workspace in the heart of Wan Chai', with applications open until July 1. Hong Kong is trying its darndest to be taken seriously as a hub for fin-tech startups in the region, with increasing efforts from both government and the private sector in this drive. The city's financial secretary John Tsang Chun-wah, for example, laid out in his 2015 budget speech plans to inject around US\$650 million into the Innovation and Technology Fund. Meanwhile, new accelerators and co-working spaces continue sprouting across the city.

<http://fintechranking.com/2015/04/23/hong-kongs-nest-partners-with-dbs-bank-in-new-fin-tech-accelerator/>

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<https://www.techinasia.com/hong-kongs-nest-launches-corporatesponsored-accelerator-dbs/>

<http://www.dealstreetasia.com/stories/dbs-forms-accelerator-with-nest-in-joint-venture-5647/>



As Indonesia continues to heat up as a major technology market and more of its 250+ million population comes online, social networking app Path, a direct competitor to Facebook, is starting to get more attention. A report by re/code citing sources familiar with the deal claims the company is «in serious talks to sell its original social networking app, known as Path Classic, to the makers of South Korean messaging app KakaoTalk».

<http://fintechranking.com/2015/04/22/path-in-talks-to-sell-social-networking-app-to-south-koreas-kakaotalk/>

READ MORE

<http://e27.co/kakaotalk-in-talks-to-buy-path-as-indonesia-grows-20150422/>

e27.co: Life.SREDA VC is very hungry to invest \$90M to A/B/C-rounds fintech-startups for 6 month inside Asia.

<http://fintechranking.com/2015/04/24/life-sreda-to-pour-us90m-in-asian-fin-tech-startups-over-next-6-months/>



Philippines pushing for cashless society, but it's a long way off. In the Philippines, the government, USAID, and private banks have launched an initiative to create a single electronic payments platform for all transactions in the country. The initiative is part of a bilateral agreement between the Philippine and US governments.

<http://fintechranking.com/2015/04/27/philippines-pushing-for-cashless-society-but-its-a-long-way-off/>



Peer-to-peer lending startup Jimubox has just secured \$84 million in series C funding. It comes seven months after the Beijing-based firm attracted US\$37 million from Xiaomi and ShunWei Capital, a venture capital fund headed by the phone maker's founder, Lei Jun. This time round the lead investor is UK's Investec Bank. Haitong Kaiyuan Investment also joined in, along with new investors Mandra Capital and Zhong Capital Fund. Existing Jimubox backers Matrix China Partners, Xiaomi, Shunwei, Ventech China, and Magic Stone Alternative also threw in some cash.

<http://fintechranking.com/2015/04/23/xiaomi-backed-p2p-loans-startup-jimubox-secures-84m-series-c-funding/>

How Asia uses Bitcoin in one color-coded map.

<http://fintechranking.com/2015/04/21/how-asia-uses-bitcoin-in-one-color-coded-map/>

Korean Fintech Startup Map.

<http://fintechranking.com/2015/04/24/startupalliance-korean-fintech-startup-map/>

Consumer Internet continues to lead in India; fin-tech the next big wave.

<http://fintechranking.com/2015/04/24/consumer-internet-continues-to-lead-in-india-fin-tech-the-next-big-wave/>



Restaurant management software-as-a-service startup Keru Cloud today announced it has secured RMB 66 million (US\$10.7 million) in series B funding led by Baidu and Tianxing Capital (hat-tip to 36kr). Fangjinglin Investment and Kaixing Capital also participated in the round.

<http://fintechranking.com/2015/04/24/baidu-invests-11m-in-restaurant-management-platform-to-bring-more-local-businesses-under-its-wing/>

Teaching China's Shoppers How to Spend.

<http://fintechranking.com/2015/04/21/teaching-chinas-shoppers-how-to-spend/>



Last month, WeChat launched City Services in select towns across China. If you're already a user of WeChat, simply change your location to one of the three pilot cities and the language to Chinese and you'll be presented with a wide array of additional services that may be accessed from right within the app.

<http://fintechranking.com/2015/04/24/why-wechat-city-services-is-a-game-changing-move-for-smartphone-adoption/>



Alipay Wallet, the Alibaba-affiliated mobile wallet, announced it now enables Chinese users to fulfill municipal fees in 12 cities. Clicking on a new «City Services» tab inside Alipay Wallet draws up a menu with options to book hospital appointments, pay for parking tickets, settle gas and water bills, and even buy gasoline. Users can also look up information regarding traffic and public transportation, and manage other minor bureaucratic tasks.

<http://fintechranking.com/2015/04/22/alipay-wallet-follows-wechat-with-launch-of-city-service-payments/>

CompareAsiaGroup, which runs websites that help users find financial services, has raised a \$40 million series A led by the Goldman Sachs Investment Partners team. Other investors include Nova Founders Capital (a venture firm that is also one of CompareAsiaGroup's founders), Jardine Pacific, Ace & Company, Route 66 Ventures, Zynga-founder Mark Pincus, and Owen Van Natta, who has held senior positions at Facebook and MySpace. CompareAsiaGroup's total raised to date is now about \$45 million, including an earlier seed round. CompareAsiaGroup currently operates sites in eight Asian countries (Hong Kong, Indonesia, Malaysia, the Philippines, Singapore, Taiwan, Thailand, and Vietnam) that let consumers compare credit cards, loans, insurance, and other financial products for free.

<http://fintechranking.com/2015/04/21/1401/>

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<http://e27.co/goldman-sachs-leads-us40m-series-a-in-compareasiagroup-20150422/>
<https://www.techinasia.com/compareasiagroup-series-a-funding/>



Singapore-based startup TradeGecko, a B2B web-based inventory and order management software provider for independent brands and their retailers, has raised \$6.5 million in a Series A round from local venture capital firms NSI Ventures and Jungle Ventures. The funds will serve as growth capital for global and product expansion. The company is aiming to establish offices in the United States, Australia and Hong Kong, in addition to new initiatives and partnerships. Prior to this, the company had raised about \$1.2 million in seed funding from four investors in two rounds.

<http://fintechranking.com/2015/04/21/tradegecko-raises-6-5m-series-a-round-from-nsi-jungle-ventures/>

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<http://e27.co/tradegecko-levels-up-with-us6-5m-series-a-round-20150423/>

<https://www.techinasia.com/tradegecko-raises-6-million-series-a/>

<http://techcrunch.com/2015/04/21/tradegecko-seriesa/>



Payments startup happay bags US\$500K. happay will use the funding from AngelPrime for product development, sales and marketing, and hiring new talent.

<http://fintechranking.com/2015/04/23/with-fin-tech-poised-as-the-next-big-thing-payments-startup-happay-bags-us500k/>

Xiaomi's Smart Strategy to Design Phones for Everyone.

<http://fintechranking.com/2015/04/21/xiaomis-smart-strategy-to-design-phones-for-everyone/>



Xiaomi is making a push to be a local player in India. Days after unveiling its first phone customized to the South Asia country (the impressive \$205 Mi 4i), Xiaomi announced that it has taken investment from leading Indian businessman Ratan Tata. Tata (pictured above with Xiaomi VP of global Hugo Barra and head of India Manu Jain) is chairman Emeritus of Tata Sons — a conglomerate with shares in over 100 businesses, including Tata Motors and Indian Hotels.

<http://fintechranking.com/2015/04/27/xiaomi-boosts-its-business-in-india-with-strategic-investment-from-tata-sons-head/>

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<https://www.techinasia.com/xiaomi-investor-indian-tycoon-ratan-tata/>



Alibaba wants its merchants to ditch their PCs. The ecommerce titan has rolled out new tools into its Taobao mobile app (pictured above) that allow the marketplace's 8.4 million annual active merchants to run their stores solely from their phones. (Update: Swapped in the latest stat for Taobao sellers; the original article stated 7 million.). The shift to mobile-only is optional for now.

<http://fintechranking.com/2015/04/21/alibaba-wants-its-merchants-to-ditch-pcs-just-use-smartphones/>

Alibaba is continuing its foray into entertainment with a US\$134 million purchase of Yueke Software engineering, a company that makes software for ticket booking and theater management.

<http://fintechranking.com/2015/04/22/alibaba-buys-movie-ticketing-software-company-for-134m/>

In China, a project called «replacing humans with robots» is changing the face of the workforce.

<http://fintechranking.com/2015/04/24/cheaper-robots-fewer-workers/>

INFLUENCES OTHER INDUSTRIES

Google's Smartwatches Now Let You Leave Your Phone at Home.

<http://fintechranking.com/2015/04/20/googles-smartwatches-now-let-you-leave-your-phone-at-home/>



TESLA IS ADMIRER for building the cars of the future. But it's not really a car company. It's a battery company that happens to make electric cars. At least, that's the trajectory suggested by the news that Tesla will soon sell mega-batteries for homes and electric utility companies. CEO Elon Musk mentioned the possibility during an earnings call last February, and the plan was reportedly confirmed in an investor letter revealed yesterday. The official announcement is set to come next week.

<http://fintechranking.com/2015/04/22/tesla-isnt-an-automaker-its-a-battery-company/>

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<http://www.digitaltrends.com/home/tesla-home-battery-news/>



More than a third of the top tech companies in the US were founded by people born outside of the country. Business Insider publishes success stories of the immigrants who had come to the US and built a business from the scratch: Sergey Brin, Max Levchin, Jan Koum, etc.

<http://fintechranking.com/2015/04/17/11-super-successful-tech-leaders-who-struggled-when-they-first-arrived-in-america/>

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Read in Russian: <http://siliconrus.com/2015/04/11-immigrant/>

Uber and Capital One are excited to announce a partnership that enables Uber riders to get 20% back as a statement credit on every Uber ride through April 2016 when they pay with Quicksilver from Capital One. The offer applies globally in more than 300 cities where Uber operates.

<http://fintechranking.com/2015/04/21/uber-and-capital-one-partnership/>

Smart reasons to bring your entrepreneurship to Singapore.

<http://fintechranking.com/2015/04/23/smart-reasons-to-bring-your-entrepreneurship-to-singapore/>

Incorporating a company in Singapore in one infographic.

<http://fintechranking.com/2015/04/23/incorporating-a-company-in-singapore-in-one-infographic/>



Venture capital investing just had its biggest Q1 since the «dot-com bible». At \$13.4 billion in 1,020 deals, the first fiscal quarter of 2015 clocked in the most first-quarter funding since 2000. The numbers come from the MoneyTree Report.

<http://fintechranking.com/2015/04/16/venture-investing-just-had-its-biggest-q1-in-15-years-says-pwc-report/>

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Read in Russian: <http://siliconrus.com/2015/04/vc-max-since-2000/>

Billionaire industrialist Elon Musk proposed «Hyperloop» — supersonic travel. The project is being implemented by a team of entrepreneurs from the Valley.

<http://www.forbes.com/sites/bruceupbin/2015/02/11/hyperloop-is-real-meet-the-startups-selling-supersonic-travel/>

<http://www.forbes.ru/tekhnologii/tekhnika-i-biznes/285793-petya-vremeni-kak-biznes-izobretaet-transport-budushchego>



The Pentagon plans to open its first office in Silicon Valley and provide venture capital to startups in fields from 3-D printing to robotics.

<http://fintechranking.com/2015/04/23/pentagon-to-open-silicon-valley-office-provide-venture-capital/>

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Read in Russian: <http://siliconrus.com/2015/04/venture-pentagon/>

RETAIL BUSINESS

J'son & Partners Consulting released a summary of its global research of contactless payments.

http://json.tv/ict_telecom_analytics_view/obzor-mirovogo-rynka-beskontaktnyh-platejey-20150414042104



According to the Gallup study, in 2014 35% of Americans shopped primarily online, while 10% — in traditional stores. As noted, online shopping makes consumers less dependent on brands as opposed to the traditional shopping. Therefore, retailers who do not want to lose the online audience should create the environment close to shops. Customers got used to personal approach in boutiques and expect the same in online stores. One of the possible solutions is to establish chats between manager and customers on the web pages with personalized recommendations.

<http://kommersant.ru/doc/2710259>



Businessman Dmitry Stepanenko figured out how to make free Wi-Fi in cafes and restaurants useful for business. He thinks that public places shall provide the Internet access only for the users who used it to «checked in» social networks. HotWiFi — that's how Stepanenko named his company — has already partnered with over 1.1 thousand cafes and restaurants throughout Russia, and its monthly revenue is about 2B rubles.

<http://rbcdaily.ru/industry/562949994875393>

The Russian government has approved the support conditions for mortgage borrowers who experience difficulties due to the crisis. The support will be provided to less than 1% of the 2.6 million people who have borrowed in total 4.3 trillion rubles. How to become one of them? The essence of the program is to restructure mortgage loans for the purchase of housing.

<http://rbcdaily.ru/finance/562949994889046>



Scorista, Life.SREDA's portfolio company, has raised 12 million rubles from Moscow.

Seed Fund: <http://goo.gl/6sUzGq>

Requirements for scoring models in banks and microfinance institutions are growing. In the past year, lending institutions have begun to analyse new data sets: social networks, payment of utility bills, and search history. Roem.ru spoke with Maria Veyhman, head of Scoirsta, to figure out how to build new models of credit scoring.

<https://roem.ru/20-04-2015/192882/scorista-who-pays/>



TouchBank is the most unusual bank in Ukraine.

<http://businessviews.com.ua/ru/state/id/startap-nedeli-touchbank-samyj-neobychnyj-bank-v-ukraine-587/>

QIWI Group and logistics operator PickPoint have partnered to establish a network of compact postamats within easy reach on the basis of the existing QIWI Terminals. In 2015, participants will launch a pilot project to establish the first postamats co-branded by QIWI and PickPoint in Moscow and the Moscow region.

<http://www.retail-loyalty.org/news/qiwi-i-pickpoint-sozdadut-set-kompaktnykh-postamatov-v-shagovoy-dostupnosti/>



Anvar Mamedov sold his fund Cayman Invest, which owns 11.7% of the US payments operator Net Element — he could have lost on the deal about \$ 4.5 million. A group of American funds Crede Capital Group also exited Net Element. They used to have 8.9% of the shares — taking into account the Net Element shares depreciation, their losses could have reached \$ 5-5.5 million. In March 2015 Net Element acquired Russian payment operator PayOnline. According to the representatives of the American company, they intended to create a «single ecosystem, which would bring together all the remote payments means in Russia». Net Element combines several means of payments. The company provides mPOS dongles, a platform for payment transactions on the websites, SMS-billing and other services.

<http://siliconrus.com/2015/04/mamedov-net-element/>

89% of Telegram users are looking forward the payment function within the messenger, according to Global Web Index, which has conducted a poll in the US and UK.

<http://siliconrus.com/2015/04/money-transfer/>



The success story of the Chinese online store Taobao, which managed to outrank the American transnational corporation eBay and take over the largest market share in China in just a few years.

<http://siliconrus.com/2015/04/taobao/>

Gallery: houses of the most stubborn people of China. How residents of old houses resist construction boom.

<http://www.lookatme.ru/mag/live/experience-reports/213881-report-china>

50 wise thoughts of the Japanese people.

<http://www.adme.ru/svoboda-kultura/50-mudryh-myslej-yaponskogo-naroda-903810/>

How to save and use air miles.

<http://www.lookatme.ru/mag/how-to/money/213801-miles>

Forbes Russia: Jack Dorsey, Vladislav Solodkiy and other «suits» with their company-logo tattoos.

<http://goo.gl/M1TC9I>

Pora Valit, a service that helps those who are planning to emigrate to receive advisory services.

<http://siliconrus.com/2015/04/poravalit/>

Russian Post has almost completely shut down the sales of financial products. Last year Tinkoff Bank, «Home Credit» and «Domashnie Dengi» terminated their partnership with Russian Post, which is now interested in the projects with a minimum income of 1 billion rubles.

<http://rbcdaily.ru/finance/562949994903570>



«In January 2012, we decided to create an analogue of the British online microlending service Wonga in Novosibirsk. We didn't clearly understand how this business works, and in parallel with the development of the Internet service decided to experiment with offline points of sales. I hold a degree in IT, therefore offline business was unfamiliar to me. But offline business was our opportunity for a quick start».

<http://secretmag.ru/articles/2015/04/20/gerasev/>

An interview with the CEO of Russian Post Dmitry Strashnov: about the renovation of post offices, product development and perspectives of the company's marketplace.

<http://siliconrus.com/2015/04/strashnov/>

SME

Deposit Insurance Agency has announced the date by which it plans to repay all loans of the former Bank24.ru customers.

<http://ekb.dk.ru/news/asv-soobschil-kogda-vernet-dengi-klientam-pochivshego-banka24-ru-236938277>



Boris Dyakonov. How I lost the banking license and became the «Banker of the Year». «When I received the decision of the Central Bank on the withdrawal of license, I was sitting in my office and crying. I was very ashamed. Who are you? You are the one who has screwed».

<http://secretmag.ru/longread/2015/04/20/dyakov/>

How the Kurgan taxi service «Maxim» has become N°1 in Russia. Its rise, search of business models and expansion.

<http://secretmag.ru/longread/2015/04/22/maxitaxi/>

Summary of the main ideas from the book of J.D. Meier, Director of Digital Business Transformation at Microsoft, «Getting Results the Agile Way: A Personal Results System for Work and Life» — how to set goals and flexibly distribute the forces for their achievement.

<http://siliconrus.com/2015/04/agile/>



Best regards,
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