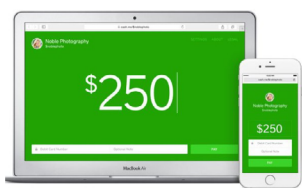


WEEKLY ONLINE MEDIA DIGEST

21.03.2015 — 27.03.2015

[Previous digests](#)

ONLINE AND MOBILE FINANCIAL SERVICES



Square introduced Square Cash in 2013 to go against Venmo as an easy payment system anyone can use to send some money over to friends and families. Turns out companies liked the idea too, so Square has now made Cash available for businesses in the US. As with Cash for consumers, payments are deposited directly into bank accounts with an intermediary holding account. Square is charging businesses a 1.5 percent fee (value of transaction being limited to \$250 per transaction and \$2500 per month) for the service — just over half the 2.75 percent it charges for payments via its hardware devices. Non-business money transfers are still free.

<http://fintechranking.com/2015/03/24/squares-cashtags-let-you-pay-people-and-businesses-anywhere-easily-via-the-web/>

READ MORE

<http://techcrunch.com/2015/03/23/businesstime-for-square-cash/>

<http://www.fastcompany.com/3044140/fast-feed/square-cashes-in-on-branded-payments-with-cashtags>

<http://recode.net/2015/03/23/square-introduces-square-cash-for-businesses-with-a-low-1-5-percent-processing-fee/>

ShopKeep (cash-register & mPOS) bought payment processor company Payment Revolution and is going to add payment processing to its current POS offer.

<http://fintechranking.com/2015/03/25/shopkeep-buys-payment-revolution-adds-payment-processing-to-its-point-of-sale-solution/>

LifePay has launched 2 new products in its line: online acquiring and SME-lending for working capital (in a month they are launching POS-lending — when entrepreneurs sell their goods and services on credit — this model is used by Financelit).

<http://fintechranking.com/2015/03/27/lifepay-launched-internet-acquiring-and-lending-services/>

The increased interest in sex toys [when the movie «Fifty Shades of Grey» was running and after it] was registered in LifePay, which provides mobile acquiring services. «More and more sex shops introduced card payments in February and March this year. In these two months, I believe, the market grew by almost 2.5 times», — says LifePay CEO Vladimir Akimov.

Read in Russian: <http://goo.gl/QHdD3P>



During the opening keynote at Facebook's F8 conference, Mark Zuckerberg just announced that you'll soon be able to reach out to businesses from within the standalone Facebook Messenger app. It's a feature that Asian messaging apps like Line have been using to transform their communication tools from simple chat apps into platforms that bring in significant revenue. Singaporean Zopim, acquired last year by Zendesk for \$30 M, will power the feature.

<http://fintechranking.com/2015/03/26/singapores-zopim-to-power-facebook-messengers-business-app/>

READ MORE

<http://techcrunch.com/2015/03/25/soon-facebook-messenger-will-let-you-reach-out-to-businesses/>

Cover (like Settle), mobile payment app/mobile wallet focused on the dining experience, launched in Los Angeles. It works with 240 restaurants in three (NY, San Francisco, Los Angeles) cities now and has thousands of downloads.

<http://fintechranking.com/2015/03/26/cover-the-mobile-payments-app-for-restaurants-launches-in-los-angeles/>

OpenTable has released (yet only for Android) a new feature, which allows you to tip in a restaurant or café by card.

<http://fintechranking.com/2015/03/24/opentable-for-android-now-lets-you-pay-for-meals-from-your-phone/>

Northwestern Mutual buys PFM-startup LearnVest (participants of «Money of the Future 2014» organized by Life.SREDA VC) for \$250M.

<http://fintechranking.com/2015/03/27/northwestern-mutual-buys-finance-startup-learnvest-for-250m/>

Skrill was acquired by Rival Payments for €1.1B. The payment company was founded by Daniel Klein — Founder and CEO at SumUp.

<http://fintechranking.com/2015/03/24/skrill-bought-by-rival-payments-provider-neteller-for-e1-1-billion/>



Stripe, the payment company that's quietly building the best way to pay people online, has today launched a major API update to its Connect API. The new API builds on what the company learnt from modern «platform» companies such as Instacart, Shyp and Lyft that employ many 'sellers' to get their work done. Stripe Connect now makes it easier to onboard sellers (think Lyft drivers or Instacart shoppers) for their marketplace and now manages verification of their identity and ensuring they're compliant with local tax laws.

<http://fintechranking.com/2015/03/24/stripe-launches-major-api-update-to-help-on-demand-startups-go-global/>

READ MORE

<http://techcrunch.com/2015/03/23/stripes-new-product-helps-marketplaces-go-global-more-quickly/>

How Apple Pay exposes security flaws in banking.

<http://fintechranking.com/2015/03/24/how-apple-pay-exposes-security-flaws-in-banking/>

Google will reportedly let you pay bills in Gmail later this year.

<http://fintechranking.com/2015/03/25/google-will-reportedly-let-you-pay-bills-in-gmail-later-this-year/>

Goldman Sachs has estimated how much of the revenue and profits can traditional financial institutions lose to new tech players. Over \$4 trillion in addressable revenues and \$470 billion in profit.

<http://fintechranking.com/2015/04/02/fintech-focus-disruptors-4trn-fortune/>

Kickstarter Spotlight is a special page design that kicks in only after a project is funded. Unlike in-progress Kickstarter projects, which don't allow for a lot of design customization, Spotlight allows creators to customize their Kickstarter pages with different text and background colors, insert full-bleed images, add a short text description of where the product has headed since it received funding, and more.

<http://fintechranking.com/2015/03/25/kickstarter-gives-project-pages-a-beautiful-facelift/>

READ MORE

<http://thenextweb.com/insider/2015/03/25/kickstarter-breathes-new-life-into-old-project-pages-with-spotlight/>

Angel investor Gil Penchina had partnered with Indiegogo to launch a new syndicate on AngelList dedicated to investing in successful campaigns. It launched yesterday and had \$75k in capital committed in the first five hours. Total carry of syndicate per deal is 20%, it is expected to make 5+ investments per year with a value starting from \$1000.

<http://fintechranking.com/2015/03/26/indiegogo-leads-investors-to-hardware-gold/>



Our talk with «Bankovskoye Obozrenie» — <http://goo.gl/95XgcD>: «fintech's main competitor is not another fintech startup, telecom or some innovative company. About 90% of companies in the world are not innovative, conservative, lazy and bureaucratic — these are the competitors. Our past and shortcomings of some processes — these are the competitors. When one innovative small startup “locks horns” with another one — it's stupid».

A talk (in a month) with Olga Markova from FutureBanking — <http://goo.gl/28eCv3>: «I have a team with a backbone of ten people, including myself».

Runa Capital has announced its participation in a \$20.5M funding round of the American SME-lending platform Lendio. The round included participation by some large VCs, namely, Napier Park Financial Partners and Blumberg Capital. Lendio plans to use the capital to develop its SME-lending product, marketing and to expand its partnership program. According to the company's representatives, it's the third venture round for Lendio. The company has raised a total of \$31M since 2011. Runa Capital joined the pool of its investors in 2013.

<http://fintechranking.com/2015/03/24/lendio-raises-20-million-in-new-funding-to-help-finance-small-businesses/>

Kabbage, online lending platform for SMBs, enters Asia-Pacific region, providing white-label solution of lending platform for Australian Kikka Capital. Kabbage will license its platform to onboard customers, as well as underwrite and monitor the loans. Kikka, meanwhile, will be responsible for marketing, funding, loan servicing and other operations.

<http://fintechranking.com/2015/03/26/kabbage-expands-to-australia-in-new-white-label-collaboration-with-kikka-capital/>

READ MORE

<http://techcrunch.com/2015/03/24/kabbages-smb-loan-platform-moves-into-asia-pacific-as-a-white-label-service/>

Advanced Merchant Payments, online factoring company, has raised an undisclosed amount from Route66 Ventures this week.

<http://fintechranking.com/2015/03/26/advanced-merchant-payments-pulls-in-undisclosed-amount-of-funding/>

Online-scoring platform Aire.io has raised \$1,1M.

<http://fintechranking.com/2015/03/25/alt-credit-score-startup-aire-raises-1-1-million/>

MotifInvesting (online-trading service with «motifs») partnered with Pacific Life fund to launch four «social motives» on the platform: Improve Education, End Poverty, Fight Cancer and Uphold Human Rights.

<http://fintechranking.com/2015/03/24/motif-investing-partners-with-pacific-life-to-offer-cause-based-investing/>

Millhouse Capital, owned by Roman Abramovich, has invested in an Israeli startup iAngels. The crowdinvesting platform iAngels developed a model for investment of small amounts in startups, based on experienced investors. The company has raised \$2.25M in this round, with the new investment making a total of \$2.6 million raised by the company to date. iAngels raised the money on its own platform.

<http://fintechranking.com/2015/03/24/roman-abramovich-leads-investment-in-israels-iangels/>



MasterCard and Microsoft have announced a partnership to support Mexico's economic development. The companies support the foundation of the national economy — micro merchants — with complex projects, innovative technological, communication and payment tools. The partnership is said to be aimed at encouraging the use of electronic payments, as well as legitimacy and formality of technology products and services.

<http://fintechranking.com/2015/03/09/mastercard-and-microsofts-micro-merchant-innovation/>

Read in Russian: <http://rebanking.ru/mastercard-i-microsoft-razvivayut-malyiy-biznes-meksiki/>

IBM and Intel establish departments on blockchain technology behind Bitcoin and other cryptocurrencies.

<http://fintechranking.com/2015/03/19/intel-joins-the-blockchain-technology-race-forms-special-research-group/>

WHY I'M GETTING 5% OF MY SALARY PAID IN BITCOIN. AN EARLY ADOPTER SHARES HOW HE APPROACHED HIS EMPLOYER ABOUT GETTING PAID IN VIRTUAL CURRENCY.

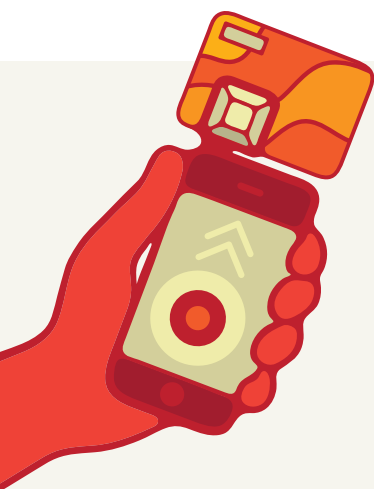
<http://fintechranking.com/2015/03/26/why-im-getting-5-of-my-salary-paid-in-bitcoin/>

FitCoin can make you a BitCoin fortune at the gym.

<http://fintechranking.com/2015/03/23/get-ripped-or-die-mining-how-fitcoin-can-make-you-a-bitcoin-fortune-at-the-gym/>

Opportunities of Bitcoin development in Asia: remittances and more. Anthony Lewis, director of business development of ItBit, a Singapore-based Bitcoin exchange: «Hong Kong and Singapore have bitcoin-friendly governments that have welcomed digital currency companies, but their regulators, while being world-leading, seem to be in a holding pattern when it comes to creating a regulatory framework for cryptocurrency companies».

<http://fintechranking.com/2015/03/27/bitcoin-investment-opportunities-asian-prospects/>



INSPIRASIA

Hong Kong's Financial Secretary (the counterpart of our Finance Minister) John C Tsang in his budget speech has announced a strong focus on financial sector development (80% of Hong Kong's GDP) and support of fintech startups.

<http://fintechranking.com/2015/02/25/the-hong-kongs-2015-16-budget-focus-on-financial-development/>

The regular InvestHK's newsletter also covers this news, as well as the expansion of the government fund Stratmeup HK to India.

<http://fintechranking.com/2015/03/25/budget-reinforces-hong-kongs-long-term-economic-development/>

We're out to look for Fintech startups in the region next with our partners Maybank. Sign up for the Ignite or Bootcamp sessions if you have a fintech idea.

<http://fintechranking.com/2015/03/26/1337-ventures-teams-up-with-maybank-in-regional-fintech-drive/>

READ MORE

<http://goo.gl/cBNUZa>

<https://vulcanpost.my/165679/fintech-initiative-maybank-1337-ventures-bootcamp/>

<http://goo.gl/kDAfoD>

A list of venture capital firms in Singapore.

<http://fintechranking.com/2015/03/26/a-list-of-venture-capital-firms-in-singapore/>

Early-stage fund Golden Gate Ventures raising around \$50M for its second fund.

<http://fintechranking.com/2015/03/23/golden-gate-ventures-to-raise-50m-in-second-fund/>

Lee Kuan Yew has passed away. He is the man who established Singapore, as we know it. The man of outstanding commitment and vision. Rest in peace.

<http://fintechranking.com/2015/03/23/entering-the-post-lky-era/>

READ IN RUSSIAN

<https://meduza.io/news/2015/03/22/umer-avtor-ekonomicheskogo-chuda-v-singapore-li-kuan-yu>

<https://slon.ru/posts/49600>

An amazing infographics from the Economist: how Singapore has become the most developed country in the world in the Lee Kuan Yew years.

<http://www.economist.com/blogs/graphicdetail/2015/03/lee-kuan-yews-singapore>

How a Russian investor Yuri Milner established his «gold-mining machine» (firm DST) and why he believes that the future belongs to Asia? China lifted Milner up from ranked 35 to 20 in the Forbes ranking of the best investors. Investments in Alibaba and smartphone vendor Xiaomi opened Yuri Milner's way to the Forbes' top 20 investors. In the past year the entrepreneur preferred China to the US.

<http://fintechranking.com/2015/03/25/yuri-milners-unparalleled-global-tech-gold-mining-machine/>

Read in Russia: <https://roem.ru/26-03-2015/189858/milner-china-forbes/>

How KakaoTalk's founder ignited a global messaging war. Kim Beom-Su, the son of a factory worker and a hotel maid, has become a billionaire by building a technological empire. Why is it difficult to grow outside of South Korea?

<http://fintechranking.com/2015/03/02/how-kakaotalks-billionaire-creator-ignited-a-global-messaging-war/>

Read in Russia: <http://www.forbes.ru/milliardery/282455-napryazhenyi-chat-kak-sozdatel-kakaotalk-razzheg-mirovuyu-voinu-messendzherov>

Indian Razorpay follows the way billion-dollar «unicorn» Stripe, offering a very simple interface and gateway for businesses that want to take payments for goods or services online

<http://fintechranking.com/2015/03/22/razorpay-offers-stripe-style-payments-focused-squarely-on-indian-e-commerce-plays/>

READ MORE

<https://www.techinasia.com/razorpay-first-indian-startup-ycombinator-backing-year/>
<http://e27.co/online-payments-gateway-razorpay-gets-us120k-y-combinator-20150323/>

Chinese stock trading app iMaibo has more than 650k installations and plans to raise up to \$10 M next round.

<http://fintechranking.com/2015/03/20/chinese-fintech-startup-imaibo-is-raising-up-to-us10m-series-a/>

In Indonesia the most popular method of online payments are manual bank transfers (57%) and cash-on-delivery 28%.

<http://fintechranking.com/2015/03/23/addressing-last-mile-e-commerce-logistics-payment-issues-in-indonesia/>

Alibaba invests in Israeli Venture Partners. Meanwhile many Chinese companies have already entered Israeli market: Lenovo, Baidoo, Qihoo 360, Yongjin Group and Ping An Venture made a number of investments last year.

<http://fintechranking.com/2015/04/05/alibaba-makes-strategic-investment-in-israeli-venture-firm-jvp/>

Indian Artoo IT Solution, offering CRM system for banks and financial institutions, got \$500k in new funding, money are to be used to enhance product functionality, build a team and scale operations.

<http://fintechranking.com/2015/03/26/indian-fin-tech-startup-artoo-gets-us500k-funding/>

PawnHero, an online pawnshop, will be representing the Philippines in the upcoming Echelon Asia Summit 2015, after winning the main award in the first-ever Echelon Top 100 Philippines Qualifiers.

<http://fintechranking.com/2015/03/27/startup-pawnhero-to-represent-ph-in-echelon-asia-summit-2015/>

INFLUENCES OTHER INDUSTRIES

IoT (internet-of-things) accelerator Seamless is launched in Michigan.

<http://fintechranking.com/2015/03/26/internet-of-things-accelerator-seamless-opens-doors-in-michigan/>

Interactive map: How do our favorite tech companies make money?

<http://fintechranking.com/2015/03/26/interactive-map-how-do-our-favorite-tech-companies-make-money/>

Uber, the world's largest taxi company, owns no vehicles. Facebook, the world's most popular media owner, creates no content. Alibaba, the most valuable retailer, has no inventory. And Airbnb, the world's largest accommodation provider, owns no real estate. Something interesting is happening.

<http://fintechranking.com/2015/03/03/the-battle-is-for-the-customer-interface/>

Amazon's cloud storage is the cheapest among similar services — \$60\per year for unlimited storage.

<http://fintechranking.com/2015/03/26/amazons-new-unlimited-cloud-storage-is-absurdly-cheap/>

Lithuania is becoming increasingly attractive to foreign investments and technology.

<http://fintechranking.com/2015/03/23/estonian-report-considers-what-makes-lithuania-more-attractive-to-foreign-investors/>

Infographic guide — why you should move business to Lithuania.

<http://fintechranking.com/2015/03/25/infographic-guide-to-lithuania/>

Canada's companies and government organizations need 182 thousand people to fill IT positions by 2019. Analysts attribute the shortage of staff to the development of new technologies and the fear that homegrown experts will not be sufficient to meet these hiring requirements.

<http://fintechranking.com/2015/03/19/canada-needs-182000-people-to-fill-these-it-positions-by-2019/>

Read in Russian: <http://siliconrus.com/2015/03/canada-staff/>

John Urschel, a football player and mathematician, confirmed: «I love hitting people». American web media cover the story of a 137-kilogram NFL player, who's recently published a study in a scientific journal.

<http://fintechranking.com/2015/03/20/one-of-the-baltimore-ravens-just-published-an-insanely-complex-study-in-a-math-journal/>

Read more in Russian: <http://tjournal.ru/paper/nfl-math-journal>

Urban Walks — a walking tours app in NYC. «We paid special attention to the app design and content so that we want to use it ourselves and are not ashamed to recommend it to friends».

<http://fintechranking.com/2015/03/25/urban-walks-nyc-walking-tours-app/>

At F8 Developer Conference, Mark Zuckerberg demonstrated how dramatically can Facebook change. Long story short: the social network transforms into a mobile chat with integrated shop, which replaces almost the entire Internet. Facebook's Messenger app is now a platform like App Store that enables developers plug into it and release their apps. It's not a simple messenger anymore. Theoretically Messenger can become a Facebook on its own with all the functions of social networks and much more. The first hint on this new, wonderful world where everything you do on the Internet is integrated into one app, was the release of the payment system inside Messenger a few weeks ago. The system allows friends to transfer money to each other in two clicks. Messenger will have its own App Store in the near future.

<http://fintechranking.com/2015/03/26/facebook-has-officially-declared-it-wants-to-own-every-single-thing-you-do-on-the-internet/>

READ MORE

<http://www.wired.co.uk/news/archive/2015-03/25/facebook-messenger>

<http://www.fastcompany.com/3044187/fast-feed/the-other-shoe-drops-facebook-wants-to-host-news-sites-content-inside-facebook>

READ IN RUSSIAN

<http://vozduh.afisha.ru/technology/pochemu-feysbuk-stroit-novyy-feysbuk/>

<http://siliconrus.com/2015/03/f8/>

<https://slon.ru/posts/49736>

As part of Internet.org effort to connect the world, Facebook has successfully completed the first test flight of unmanned aircraft bringing the Web to remote place. The statement was made by the social network founder Mark Zuckerberg on his page.

<http://fintechranking.com/2015/03/27/facebook-and-internet-org-are-building-drones-to-bring-the-web-to-remote-places/>

READ MORE

<https://www.facebook.com/zuck/posts/10101991410913361:2>

Read in Russian: <http://tjournal.ru/paper/zuker-first-drones-flight>

Facebook (as Google before) does well when its advertisers do well, so it is today launching new free educational resources for marketers on its platform, both big and small. First up, 'Blueprint' is a new program for training brands on the best practices for advertising and marketing campaigns.

<http://fintechranking.com/2015/03/25/facebook-launches-blueprint-training-and-certification-program-for-brands-and-marketers/>

25 Ideas Shaping The Future Of Design. Design is always changing, and with tech and design increasingly aligning, we're arguably headed to the most radical period of change in design history. How radical will the design landscape of 2020 be, then?

<http://fintechranking.com/2015/03/23/25-ideas-shaping-the-future-of-design/>

5 Things You'll Learn In Ideo's New Online Innovation Class

<http://fintechranking.com/2015/03/17/5-things-youll-learn-in-ideos-new-online-innovation-class/>

On March 24, Zappos CEO Tony Hsieh shared with employees a companywide memo stating that it would more aggressively pursue self-organization and is offering employees severance to quit, giving them until April 30 to opt in or out. Hsieh tells Quartz that «the offer» is a longstanding Zappos practice that gives employees the «freedom of choice» to align with major changes.

<http://fintechranking.com/2015/03/26/internal-memo-zappos-is-offering-severance-to-employees-who-arent-all-in-with-holacracy/>

SOME MORE FEATURED READING FROM LIFE.SREDA VC

After conducting beta testing, LifePay has launched a new feedback service for entrepreneurs — LifePay.Feedback. When your customers receive their electronic receipts by sms\email they can simply reply to it. Thus, you will be able to quickly communicate with clients and LifePay will categorize the feedbacks as positive/negative. In addition, its Zappos-style contact center will engage you in a dialogue with your customer if something goes wrong or you don't have enough time \ people in customer support.

<http://goo.gl/Z4O0P1>

7 more web feedback services.

Read in Russian: <http://secretmag.ru/articles/2015/03/24/otslezhivanie/>

AliExpress will launch mobile payments for purchases in Russia.

Read in Russian: <http://secretmag.ru/news/2015/03/24/aliexpress-zapustit-servis-dlia-pokupok-s-telefona/>

Japan is the first of the «Asian tigers», the first long-term deflation in the modern history, the first example of a seriously old-developed economy. Now, after two «lost decades», this country can again open to the world. A long-term stagnation is finally over.

<http://kommersant.ru/doc/2678886>

Kommersant's Secret of the Firm magazine: «Oleg Tinkov: how to lose \$1B in 20 minutes, why the venture capital market is dead and where is the youth» —

Read in Russian: <http://goo.gl/4T4OgQ>

«Yandex.Money» will accept electronic payments for municipal services, the volume of which in 2014 reached 5 billion rubles. In the first months the company plans to take up 10% of the market, and by the end of the year — up to 25%. But its competitors believe that this goal will be difficult to achieve.

Read in Russian: <http://kommersant.ru/doc/2694315>

What is globally meant by fintech services for SMEs? What are the major market players and most significant deals?

Read in Russian: <https://roem.ru/26-03-2015/189855/lifesreda-smb-fintech/>

Top 5 user-friendly trading platforms for business.

Read in Russian: <http://secretmag.ru/articles/2015/03/25/pyat-popularnih-torgovih-ploshadok-dlya-biznessa/>

«Zen-money» — PFM service.

Read in Russian: <http://siliconrus.com/2015/03/zenmoney/>

The government may waive the one hundred percent deposit insurance up to 1.4 million rubles. The goal is to share the risks with the depositor, so that he chose a bank more carefully. Bankers support that reform is needed, but it's a wrong moment.

<http://rbcdaily.ru/finance/562949994453436>

A new product in Russian banks: opening accounts in foreign banks. Biased attitude of foreign banks to the Russians, though common in recent years, is still an exceptional case. In most Western banks it is not a problem to open an account — you just need to deposit it.

<http://kommersant.ru/doc/2678882>

Yandex, Mail.ru and two dozens of companies have gained access to medical records of Muscovites.

<https://roem.ru/24-03-2015/189385/msk-med/>

How a new app of «Tinkoff Bank» was developed?

<http://siliconrus.com/2015/03/redesign-tinkoff-app/>

Read «From Third World to First» to honor the memory.

Read in Russian: <http://goo.gl/USGU5g>

Read in English: <http://goo.gl/DfNlql>

Father of «Singapore miracle» Lee Kuan Yew about his success.

<http://www.forbes.ru/ekonomika-opinion/lyudi/67927-li-kvan-yu-vse-dolzhny-uchit-angliiskii-rodnoi-yazyk-dolzhen-stat-vtor>

<http://rbcdaily.ru/politics/562949994472970>

Singapore — one of the fastest growing megacities in Asia and the best example of the city, which is designed meticulously and far-sighted. The main initiator of the reforms that in a few decades transformed Singapore from a backward village into the center of technology and business — the first Prime Minister Lee Kuan Yew, who passed away the day before. The Village collected seven stories about the city transformation by Lee Kuan Yew and his follower.

<http://www.the-village.ru/village/city/foreign/178609-singapur>



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