WEBINAR ON

FINANCIAL SERVICES SECTOR GOING GLOBAL FROM INDIA

Understanding Potential Opportunities

Organised by

SEPC
SERVICES EXPORT PROMOTION COUNCIL

Industry Partners

ANDHRA CHAMBER OF COMMERCE
PROGRESS THROUGH COMMERCE AND INDUSTRY

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challenge the status quo
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Date
5th Feb 2021
Friday

Time
3 pm - 5 pm

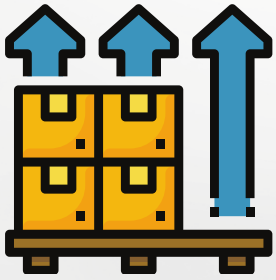
SERVICES EXPORT PROMOTION COUNCIL

Services Export Promotion Council set up in 2006 by Ministry of Commerce & Industry, Government of India is an apex trade body to promote exports of services from India.

Overview of Services Offered by SEPC

Trade Intelligence	Export Development	Export Promotion	Enabling Business Environment

Nodal organisation for Services export promotion	
✓	Key role in Foreign Trade Policy, Export Strategy formulation by Department of Commerce and related Govt Departments.
✓	Interface between Services Sector and Government
	Provides inputs on Trade Negotiations
✓	Represents Services Sector in various Joint Trade Committees, Joint Business Councils and Joint Working Groups of Government of India to facilitate export.
✓	Creates Business opportunities in global market place for services exporters
✓	Providing commercially useful information and assistance to members in developing and increasing exports.
✓	Organising visits of delegation of its members abroad to explore overseas market opportunities.
✓	Organising participation of Services exporters in specialised International Trade Fairs.
✓	Dissemination of government notification, orders, information on trade and other relevant information to members.
✓	Facilitates execution of Government Schemes like SEIS







Understanding Potential Opportunities



India's Success Story !

Financial services sector in India has undergone tremendous growth in recent years and presents promise for more in the forthcoming future.

With the annual rate of growth at 8.5%, the Indian financial services industry comprises several key sub segments. These include, but are not limited to-mutual funds, pension funds, insurance companies, stock-brokers, wealth managers, financial advisory companies, Investment Bankers, Private Equity Companies and commercial banks - ranging from small domestic players to large multinational companies. The recipient of these varying services ranges from individuals and private entities to public organizations.

During the last fifteen years, the Indian financial system has been incrementally deregulated and exposed to international financial markets along with the introduction of new instruments and products while still retaining some aspect of supervision and control to mitigate any potential risks. Credit, Insurance, and Investment penetration along with lower mutual fund penetration of 5–6% reflects latent growth opportunities.

The approval of 100% FDI in insurance intermediaries, increment in FDI upper limits from 49 to 74% in the insurance sector are indicators of competitive interests.



India's Success Story !

NSE launched a new mobile application and web-based platform, NSE goBID, for retail investors to invest in Government securities. BSE enabled offering live status of applications filed by listed companies on its online portal.

India, as a business destination in BFSI space, fosters all the positives for the sector to flourish at an appreciable pace. Inter-dependent factors of government policy, active public/private involvement, robust regulatory measures, and technological evolution have spurred the BFSI sector to register strong growth and leap frog in recent years.

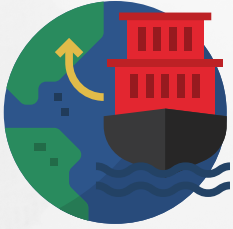
India’s Fintech revolution heralded a new age of banking and financial services in the country. Fintech industry comprising of online brokerages gained momentum, enabling investors to buy equities, IPOs, ETFs, mutual funds; UPI payments skyrocketed; more people switched to online banking during COVID-19 times. Opportunities for fintech startups in India are plenty.

The demand for CA's in Accounting and Auditing services to be exported to western and other unexposed countries has gone up substantially. It's not only the Indian engineers, management graduates and IT professionals who are in demand overseas. Usually, the low-profiled chartered accountants (CAs) too are now in demand by the other countries. The apex body of CAs — Institute of Chartered Accountant of India (ICAI) —claims that it has received requests from 25 countries seeking Indian accounting professionals.

Accordingly, the perception towards Indian accountants in international market has changed dramatically and apart from Middle east, there is growing demand for Indian CA's in countries such as Australia, New Zealand and Nigeria. So, the situation is changing and the value of Indian CA's has gone up in international markets and their brand image has improved with many international firms offering them hefty pay packs.

Further, SEPC has also signed a MoU with the Institute of Chartered Accountants of India (ICAI). ICAI and SEPC identified the need to work together for the benefit of Accountancy & Financial services sector in order to promote export and arrived at mutual understanding. The two organizations formally signed a Memorandum of Understanding (MoU) on June 30, 2020. Both agreed to jointly set up a Co-ordination Group to promote various initiatives by the government of India in several countries, to create awareness towards action plan for champion sector with regard to Accounting and Finance services and for export promotion of such services. The endeavor would also be to organize studies and publish knowledge papers with inputs and research based on feedback from members.

Understanding Industry's Views on Global Opportunities



Having reached a high level of maturity in the Indian Financial Services Sector, industry has respond on :

- Is the sector ready to start its journey to tap global markets since global markets are more receptive to implement digital solutions, post COVID-19 ?

- Can Indian Financial Services Sector explore opportunities in the global markets?

- What would be ideal geographies to tap and what would be the ideal services portfolio to offer to global markets in BFSI Space?

In lieu of the growing importance of the sector in global scenario, a webinar is being proposed by Services Export Promotion (SEPC) to Understand the Business potential in the BFSI Space in global markets from the Industry

This Understanding Series will help SEPC to create an enabling business environment for Indian Businesses to go global.

02.45 PM - 03.00PM

Login by pre-registered participants on Zoom as per login details shared

Program Agenda

03.00 PM - 03.05PM Welcome Address	Mr Maneck Davar Chairman - SEPC
03.05 PM - 03.10PM **Introductory Remarks and Context Setting**	**Mr Sunil Talati** **Vice Chairman** **SEPC**
03.10 PM - 03.25 PM Creating Global Foot Print for Indian Professional Services Firms (CAs). ICAI & SEPC's Collaborative Initiative	CA Hansraj Chugh , Senior Partner ASHM & Associates & ICAI - Committee Chairman for Development International Trade Services & WTO
03.25 PM – 03.40 PM **Digital Innovation Hubs. Global Call from European Commission.** **Lessons that can be applied from the US Market for the Indian technology and outsourcing players in Financial Services**	**Mr Balaraman Jayaraman** **Co-founder & President** **Congruent Solutions &** **Charter Member - TiE Chennai**
03.40 PM - 03.55 PM Exporting Financial Services to Global Markets Meeting Global Regulatory Standards & Certifications	Ms Sandhya Sharma Lead Tutor, Certification and Business Enhancement SGS India Pvt. Ltd

03.55 PM - 04.10 PM

Personal Financial Services

Global opportunities to tap to export Services

Mr R Pallavarajan
Founder Director
PMS Bazaar

04.10 PM - 04.25 PM

Providing Legal and Asset Tracing Services to Banks and Financial Institutions in UAE. Potential opportunities for Indian Financial Services Sector in Global Markets

Mr G Pattabiraman, Former Country Manager - India, Doha Bank, HSBC Bank - Oman & Oman International Bank

04.25 PM - 04.40 PM

Presentation on :

MAI Scheme of Department of Commerce and Industry·

Role of SEPC in Export Promotion

Dr Abhay Sinha
DDG - SEPC

04.40 PM - 04.55 PM

Question & Answer Session

Inputs from the industry

04.55 PM - 05.00 PM

Way Forward and Concluding Remarks

Session Moderator

Dr Abhay Sinha
DDG – SEPC

Speakers



Mr Maneck Davar
Chairman, SEPC



Mr Sunil Talati,
Vice Chairman, SEPC



CA Hansraj Chugh, Senior Partner
ASHM & Associates &
ICAI - Committee Chairman for Development International Trade Services & WTO



Dr Abhay Sinha
DDG - SEPC



Ms Sandhya Sharma
Lead Tutor, Certification and Business Enhancement
SGS India Pvt. Ltd



Mr Balaraman Jayaraman
Co-founder & President
Congruent Solutions &
Charter Member - TiE Chenai



Mr R Pallavarajan
Founder Director
PMS Bazaar



Mr G Pattabiraman, Former Country Manager - India, Doha Bank, HSBC Bank - Oman & Oman International Bank

Who Should attend ?

Financial Services industry players from BFSI Space, Startups from Financial services, Fintech, IT/ITES Businesses offering financial services.

Session focus is on export of financial services to global markets from India. Businesses aspiring to go global, already exporting to global mkts should attend.

Program Registration Link

Program has no registration fee but prior registration is a must.
Register at the link provided below :





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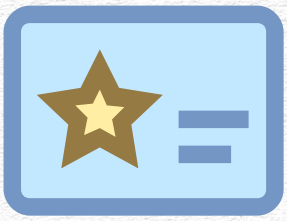
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