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| **C:\Users\ADMIN\Desktop\j.png** | **JAIPURIA INSTITUE OF MANAGEMENT, INDORE**  **Post Graduate Diploma in Management** |
| **Course Title: Fintech, (Course Code: 40241)**  **End-Term Examination, Term - VI (April, 2024)** | |
| **Time Duration : 2 Hours Total Marks: 40** | |

***General Instructions*:**

1. *Answer the questions as directed. The break-up of the marks is given wherever necessary.*
2. *Marks against each question are indicated to its right.*
3. *Answer all the questions of a ‘Section/Question’ in one place in continuation.*
4. *Do not write anything on the question paper except your roll number.*
5. *It's an open book, notes and internet exam. So, you can open any book and class notes. You can open any website except AI websites or apps like https://chat.openai.com*
6. *You will answer in a Microsoft Document file (i.e. .docx file). You must type all your answers in this file.*

**Q1.**

**(a)** Outline the products and services provided by Monzo, the neo bank. **(Marks: 3)**

**(b)** Evaluate and identify in which of the services Monzo uses machine learning (ML) or artificial intelligence (AI).  **(Marks: 6)**

**(c)** You are asked to implement the model of Monzo in State Bank of India. Plan which of the services provided by Monzo can be provided by State Bank of India? **(Marks: 6)**

**Q2.** The founder and CEO of CreditEase, Tang Ning (Ning), devoted a lot of time and effort to promoting financial inclusion among those who previously could not access banking or financial services in China, a country with a sizable underprivileged population. After observing the appalling conditions faced by the Chinese poor, Ning founded CreditEase, a company dedicated to lending money to the country's financially excluded population without the need for collateral. The firm offered financial services to rural consumers, including farm goods, machinery leasing, and supply chain finance guidance, in addition to helping urban customers obtain non-collateral and non-guaranteed credit loans, as well as auto and house mortgages.

It has introduced several products and services over the years, including Zhuyedai (Loan to Help Business), which provided small business owners with basic credit loan products, Yinongdai, a P2P sub-platform that lets users choose their own farmers or borrowers and complete the entire lending process online, Xinyi Project, which assisted women in pursuing their entrepreneurial endeavors, and many more. Following that, CreditEase entered additional markets, including wealth management and FinTech investment. CreditEase evolved from a microfinance organization with minimal operating capital to an organization providing inclusive financing and a wide range of products for a larger clientele based on big data, finance cloud, and other cutting-edge technology. As a result, CreditEase rose to the top of China's inclusive finance industry.

CreditEase achieved a significant milestone by becoming the first Chinese fintech to list on the prestigious New York Stock Exchange. With its strong presence in several countries, including Hong Kong, Singapore, Tel Aviv, New York, and Silicon Valley, CreditEase received numerous accolades for its exceptional inclusive finance services and rapid growth.

The company was honored with the Star of Innovation in Fintech award from the esteemed 'Global Finance's Stars of China Award, the Best Social Platforms Communications for CreditEase Inclusive Finance award from Tencent Financial Marketing Award, and the Best Wealth Manager for Digital Innovation award. Nevertheless, the increasing number of successful Chinese fintech companies led the People's Bank of China and the China Banking Regulatory Commission to implement stringent policies and crack down on marketplace (peer-to-peer) lending firms. CreditEase also faced challenges due to the associated risks for lenders and borrowers in the business. Despite these challenges, CreditEase's expertise in fintech has the potential to expand its global footprint and emerge as a leader in promoting financial inclusion through technology.

1. Evaluate how a country’s regulatory framework impacts the growth of FinTech industry in that country.  **(Marks: 5)**
2. Formulate ideas (just like CreditEase) on how Fintech can address financial inclusion issues.

**(Marks: 10)**

**Q3.**

**(a)** Outline the products and services offered by Wealthfront Inc.?  (**Marks: 3)**

**(b)** Compare the products and services offered by Wealthfront Inc. and Motilal Oswal Financial Services Limited. **(Marks: 7)**