

**RS Software Limited**

Mr. Raj Jain's (CMD, RS Software (India) Ltd) meeting with Mr. Rahul Shah (Head, PCG, Phillip Capital)

Pointers Discussed during the meeting:

- History/Journey of RS Software (India) Limited since incorporation
- Post Mr. Jain's meeting with IT industry experts, the company decided to completely focus on digital payments
- The company roped in Visa as one of their biggest clients and worked with them where they worked on the technology and helped Visa enable thousands of transactions per second
- The experience of working with Visa enabled the company to get insights and build domain knowledge about the payments industry
- This domain knowledge that RS Software (India) Limited garnered while working with visa enabled the company to bid for building the payments infrastructure for India. The company bid with NPCI to build the technology for Unified Payments Interface (UPI)
- No other company in India that has in depth knowledge and technological dominance to cater to the surge in digital payments
- Globally 85% of transactions are still settled in physical mode (cash), in India it is above 90%, this poses a huge opportunity for companies in the digital payments space to grow
- Moreover the push by central government has also compelled the economy at large to opt for digital payments
- The company is focusing on a strategy to build payments infrastructure platform for countries and build products (digital assets) for itself
- For the products business the company has floated a subsidiary named Paypermint PVT. LTD. The company has already built a product for merchants called Payabbhi which is in the beta phase. The product will provide merchants detailed analysis of the executed transactions
- The management has invested the cash on its balance sheet in developing digital assets for themselves which it believes will deliver benefits in the next couple of years

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