FINANCIAL INVESTORS INITIATIVE
CAPITALISING ON A RESURGENT INDIA

HOW WE HELP INVESTORS

RESEARCH CONTENT PROVIDED
POLICY ADVISORY/REPRESENTATION
STAKEHOLDER MEETING
SITE VISITS
LOCATION ANALYSIS
ISSUE RESOLUTION
REGULATORY CLEARANCE FACILITATION

To find out more
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To know more
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SECTOR HIGHLIGHTS

- **5th** largest economy in the world
- **2nd** Largest Startup Ecosystem
- **1st** REIT launched in India

Best performing Global Markets

Private Equity Investment - Sector Analysis

- 14%
- 04%
- 04%
- 05%
- 11%
- 14%
- 29%
- 20%

Deal Strategy (2014-2019)

- 14%
- 19%
- 19%
- 44%
- 04%
- 05%
- 11%
- 14%

FII Investment
**GROWTH DRIVERS**

- Roadways – 27 km road/day being constructed in 2019, to increase to 40 km day
- Increased monetisation of public assets through asset recycling sectors such as highways and airports
- Disinvestment of public assets for increased efficiency and strategic sale of government stake
- Growing opportunities – sectors witnessing high demand include healthcare, retail, infrastructure, IT, E-commerce, and energy
- Indian funds return higher capital to investors
- Easier resolution of bankruptcy & acquisition of stressed assets under IBC

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**MAJOR EXITS IN 2018**

**Annual PE/VC exits in India**

<table>
<thead>
<tr>
<th>Sector</th>
<th>Exits</th>
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<tbody>
<tr>
<td>E-Commerce</td>
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<td>Banking &amp; Financial Services</td>
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<td>Real Estate</td>
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<td>Start-up</td>
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<td>Telecom</td>
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<td>Pharma &amp; Healthcare</td>
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<td>IT &amp; TIES</td>
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<td>Others</td>
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<tr>
<td>Energy &amp; Natural Gas</td>
<td>639</td>
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<tr>
<td>Retail &amp; Consumer Products</td>
<td>595</td>
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</tbody>
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**GOVERNMENT INITIATIVES**

- Resolution for distressed companies under Insolvency Bankruptcy Code, 2016
- REIT (Real Estate Investment Trust) launched in March 2019
- 2nd largest startup ecosystem in India
- Monetisation of Public Assets
- Disinvestment of Public Assets
SUCCESS STORIES

**NHAI ToT**
USD 1.5 Bn
- **Project** - Toll-Operate Transfer of 9 Highways for 30 years
- **Model Dev & Stakeholder consultation**
- **Investor Outreach** - Mega outreach to all major funds
- **Success** - Australian fund Macquarie bid USD 1.5 Bn for the bundle against Government floor price of USD 1 Bn

**DMRC Rolling Stock PPP**
USD 150 Mn
- **Project** - Procurement of 100 rolling stock on long term basis (35 years) on PPP basis
- **Ideation & Model Creation** - Funds as anchor investors & Global benchmarking
- **Investor Outreach** - Funds and Manufacturing companies
- **Success** - 11 EOIs

**Hyderabad ORR ToT**
USD 1.5 Bn
- **Project** - ToT of 158 km Hyderabad Outer Ring Road
- **Ideation & Model Creation** - To mobilize funds for growth corridor
- **Investor Outreach** - Direct Outreach and Publications in Global Investor Magazines
- **Success** - 16 investors participated in Road shows (2)