Transforming India
NEW INDIA

FASTEST GROWING ECONOMY
7.7%
$2.6T

TOP INVESTMENT DESTINATION
$209B
Apr 2014 - Dec 2017

POPULATION
1.5B
2025
29
2025

CONSUMPTION
$5T
2025
$245,000
(BCG)

VOTERS
834MM
2014
553MM
2025

NEW VOTERS
117MM
2014
133MM
(97 MM)
2019
EASE OF DOING BUSINESS: IMPACT

World Bank’s Doing Business Ranking

- Make in India launched in Sep 2014

- ↑ 30 places
  Ease of Doing Business Ranking
  #100 (2018)

- ↑ 32 Places
  Global Competitiveness Index
  #39 (2016)

- ↑ 21 Places
  Global Innovation Index
  #60 (2017)

- ↑ 19 Places
  Logistics Performance Index
  #60 (2016)
# 1 in PPP Operational Maturity
ADB Infrascope 2014

Over 1,400 PPP completed projects

Comprehensive institutional framework for PPI
Developed Market for PPP - ADB Infrascope 2014

Focus for infrastructure development

Increased Budgetary allocation for Infrastructure - $100 Bn

Infrastructure development plan - $3 Tn
INDIA INFRASTRUCTURE STRATEGY

Integration
(Sagarmala, Economic corridors)

Investible
(Tax rationalization, Investor facilitation, Rationalized risk allocations)

New Models
(Secondaries, Fund of Funds, Viability improvement through structuring)

New Avenues
(Waterways, High Speed rail, logistic parks)
ROADS & HIGHWAYS

- 2X of NH (2,00,000 km)
- 66,000+ KMs under Bharatmala
- 350 bridges projects
- 100+ asset recycling projects
- Economic Corridors

$ 150 Bn

Bandra Worli Sea Link, Maharashtra, BOT - $ 350Mn
RAILWAYS

- 7 High Speed Railways
- 6 Dedicated Freight Corridors
- 600 Station Re-development
- Port / Mine Connectivity

$ 142 Bn

Pamban rail bridge, Tamil Nadu, EPC
175 GW Renewable Power by 2022

24 X 7 affordable & Environment friendly Power for all by 2019

18,000 MW Transmission Capacity in South India by 2018

$ 250 Bn

4000 MW Ultra Mega Power Plant, Rajasthan, PPI - $ 4 Bn
PORTS & SHIPPING

- 7 Greenfield Major Ports
- 40+ Capacity enhancement projects
- 80+ Port Connectivity Projects
- 111 National Waterways development

$ 150 Bn

Mundra Port, Gujarat, PPI - $ 250 Mn
URBAN INFRASTRUCTURE

- 100 Smart Cities
- 500 Cities for Rejuvenation and Urban Transformation
- 50+ Metro Rail Projects

$ 200 Bn
AIRPORTS

- 100 Low cost airports in next 15 years
- 400 Airports upgradation
- 19 additional airports under the greenfield Airport policy

$120 Bn

Mumbai airport PPP - $3Bn
Delhi Mumbai Industrial Corridor

One of the largest infrastructure projects in the world, developed in PPP Mode

**High Access Corridor- Road & Rail**

<table>
<thead>
<tr>
<th><strong>24</strong></th>
<th><strong>1504 kms</strong></th>
<th><strong>8</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment / Industrial Regions</td>
<td>Logistic Hubs</td>
<td>Smart Cities</td>
</tr>
<tr>
<td>International Aviation Hub</td>
<td>Dedicated Freight Corridor</td>
<td>Railway Stations</td>
</tr>
<tr>
<td>Utilities for Power &amp; Water</td>
<td>Convention Centre</td>
<td>MRTS Projects</td>
</tr>
</tbody>
</table>

$90 Bn

- Delhi Mumbai Industrial Corridor
- Bangalore Mumbai Economic Corridor
- Amritsar Kolkata Industrial Corridor
- Chennai Bangalore Industrial Corridor
- Chennai Vizag Industrial Corridor

Logistic Hubs

- Dedicated Freight Corridor

Railway Stations

- MRTS Projects

Convention Centre
PARTICIPATE IN INDIA’s GROWTH
Infrastruclure Asset Leasing (Toll – Operate – Transfer)

104 Operational Highway Projects

<table>
<thead>
<tr>
<th>Number of Projects</th>
<th>&lt;5%</th>
<th>5-10%</th>
<th>&gt;10%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Count</td>
<td>34</td>
<td>23</td>
<td>42</td>
</tr>
</tbody>
</table>

Annual Toll Collection to Project Cost

Reasons to Invest

- Cash Generating Assets
- Long Term Concession
- Proven Revenue Streams
- No Construction Risk

Brownfield Assets

Annual toll collection

- >500 mn
- 250 - 500 mn
- 150 - 250 mn
- 50 – 150 mn
- 0 – 50 mn
- New projects

104 Operational Highway Projects

15 Operational Highway Projects
India Rolling Stock PPP Procurement – $20 Bn opportunity

The Opportunity

- **50+** Metro/MRTS Projects
- **500+** Annual Coach Procurement target
- **$1Bn+** Capital required per annum

Reasons to Invest

- Guaranteed Cash flow Streams
- Long Term Concession
- No Traffic Risk
- Limited / No competition

Well established Global Manufacturing Supply Chain

$20 Billion
Logistics Parks

Growth Drivers

- 14% Cost of Logistics

Government Support

- Large land parcels (100 – 500 acres)
- Long term concession (30 – 60 years)
- Trunk Infrastructure (Road, Railway, Airport & Waterway connectivity)
- Infrastructure Status

Top 15 - Cater to production & consumption centers for ~ 40% of road freight.
Private Equity Investments – India Overview

660 active funds currently 2.5X growth over 2011

**Private Equity Breakdown by Value**

- **2015**:
  - 22%: Softbank Vision Fund - Flipkart ($2,500 Mn)
  - 59%: Brookfield - Reliance Infratel ($1,600 Mn)
  - 16%: Morgan Stanley, GIC, Accel, DST, Iconiq and Sofina - Flipkart ($1,000 Mn)
  - 2%: Fire Capital - Fire ARCOR Infrastructure ($250 Mn)
  - 1%: Bain & GIC - Hero Motocorp ($848 Mn)
  - 3%: Bain & GIC - Genpact ($1,000 Mn)
  - 60%: Provedence - Aditya Birla Telecom ($640 Mn)

- **2016**:
  - 22%: Softbank Vision Fund - Flipkart ($2,500 Mn)
  - 60%: Brookfield - Reliance Infratel ($1,600 Mn)
  - 15%: Morgan Stanley, GIC, Accel, DST, Iconiq and Sofina - Flipkart ($1,000 Mn)
  - 3%: Fire Capital - Fire ARCOR Infrastructure ($250 Mn)
  - 0%: Bain & GIC - Hero Motocorp ($848 Mn)
  - 1%: Bain & GIC - Genpact ($1,000 Mn)
  - 59%: Provedence - Aditya Birla Telecom ($640 Mn)

Key Deals:
- **2008**:
  - Provedence - Aditya Birla Telecom ($640 Mn)
- **2009**:
  - Fire Capital - Fire ARCOR Infrastructure ($250 Mn)
- **2010**:
  - Bain & GIC - Hero Motocorp ($848 Mn)
- **2011**:
  - Blackstone - Moser Baer Projects ($300 Mn)
- **2012**:
  - Bain & GIC - Genpact ($1,000 Mn)
- **2013**:
  - Bain & GIC - Genpact ($1,000 Mn)
- **2014**:
  - Morgan Stanley, GIC, Accel, DST, Iconiq and Sofina - Flipkart ($1,000 Mn)
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**Legend**
- Angel / Seed
- Venture Capital
- PE Funds
- Pre-IPO
- Placements
# LP India Investment Experience

<table>
<thead>
<tr>
<th>ADIA</th>
<th>FAIRFAX</th>
<th>CPP INVESTMENT BOARD</th>
<th>TEMASEK</th>
<th>CDPQ</th>
<th>PSP INVESTMENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Energy</strong></td>
<td><strong>Airports</strong></td>
<td><strong>Real Estate</strong></td>
<td><strong>Financial Services</strong></td>
<td><strong>Renewables</strong></td>
<td><strong>Highways</strong></td>
</tr>
<tr>
<td><strong>Housing</strong></td>
<td><strong>Logistics</strong></td>
<td><strong>Financial Services</strong></td>
<td><strong>Logistics</strong></td>
<td><strong>Logistics</strong></td>
<td><strong>M</strong></td>
</tr>
<tr>
<td><strong>Highways</strong></td>
<td><strong>Financial Services</strong></td>
<td><strong>Energy</strong></td>
<td><strong>Healthcare</strong></td>
<td><strong>Real Estate</strong></td>
<td><strong>M</strong></td>
</tr>
<tr>
<td><strong>Railways</strong></td>
<td><strong>Infrastructure</strong></td>
<td><strong>Healthcare</strong></td>
<td><strong>Healthcare</strong></td>
<td><strong>Healthcare</strong></td>
<td><strong>M</strong></td>
</tr>
<tr>
<td><strong>Retail</strong></td>
<td><strong>Retail</strong></td>
<td><strong>Natural Resources</strong></td>
<td><strong>Financial Services</strong></td>
<td><strong>Financial Services</strong></td>
<td><strong>M</strong></td>
</tr>
<tr>
<td><strong>Consumer goods</strong></td>
<td><strong>Consumer goods</strong></td>
<td><strong>Consumer goods</strong></td>
<td><strong>Retail</strong></td>
<td><strong>Retail</strong></td>
<td><strong>M</strong></td>
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- **Growth capital in existing platforms**
- **Controlling Stake in operational assets**
- **Co-investments in M&A deals**
- **New platform creation with experienced operators**
- **Indirect investments through GPs**

**Legend:**
- **Mi** Minority hold
- **M** Majority hold
- **SM** Significant Minority hold
YOUR PARTNER IN INDIA
Invest India: Your Partner in India

GOVERNMENT
- Centre / States
- Foreign Missions / Agencies

INDUSTRY
- Associations / Corporates
- Professional Advisors / Academia

Awareness & Engagement
- UNCTAD Award for World’s Best Practice IPA 2016

Business Advisory
- IPA in South Asia, East Asia, Oceania 2016

Strategy & Implementation
- Investor Aftercare

Long term partnership
- Best Investment Deal for IUIH 2016
IIG: PAN-INDIA PROJECT PORTAL

ALL STATES

View all States

USD 36 BN OPPORTUNITY IN MAHARASHTRA

547 PROJECT SITES UNDER MAHARASHTRA

460 GOVT. PROJECT SITES UNDER MAHARASHTRA

87 PRIVATE PROJECT SITES UNDER MAHARASHTRA

Project Distribution

Mode of Implementation

Top State[s] [by Project Count]

www.indiainvestmentgrid.com: INTERACTIVE PLATFORM FOR INVESTORS AND PROJECT PROMOTERS
IIG: EXPLORE PROJECT-WISE OPPORTUNITIES

- Solar Park Project (Sakri) - INR 4,000 Cr
  - Sector: Energy
  - Subsector: Solar Energy
  - State: Maharashtra

- Solar Photovoltaic Power Project (Gondhada) - INR 200 Cr
  - Sector: Energy
  - Subsector: Solar Energy
  - State: Uttar Pradesh

- Solar Photovoltaic Power Project (Durgapur) - INR 200 Cr
  - Sector: Energy
  - Subsector: Solar Energy
  - State: West Bengal

- Solar Power Project (Karnataka) - INR 137 Cr
  - Sector: Energy
  - Subsector: Solar Energy
  - State: Karnataka

[Map of India with project locations marked]
THANK YOU