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# FINANCIAL INVESTORS INITIATIVE

CAPITALISING ON A RESURGENT INDIA



# SECTOR HIGHLIGHTS

**5<sup>th</sup>**  
largest economy  
in the world

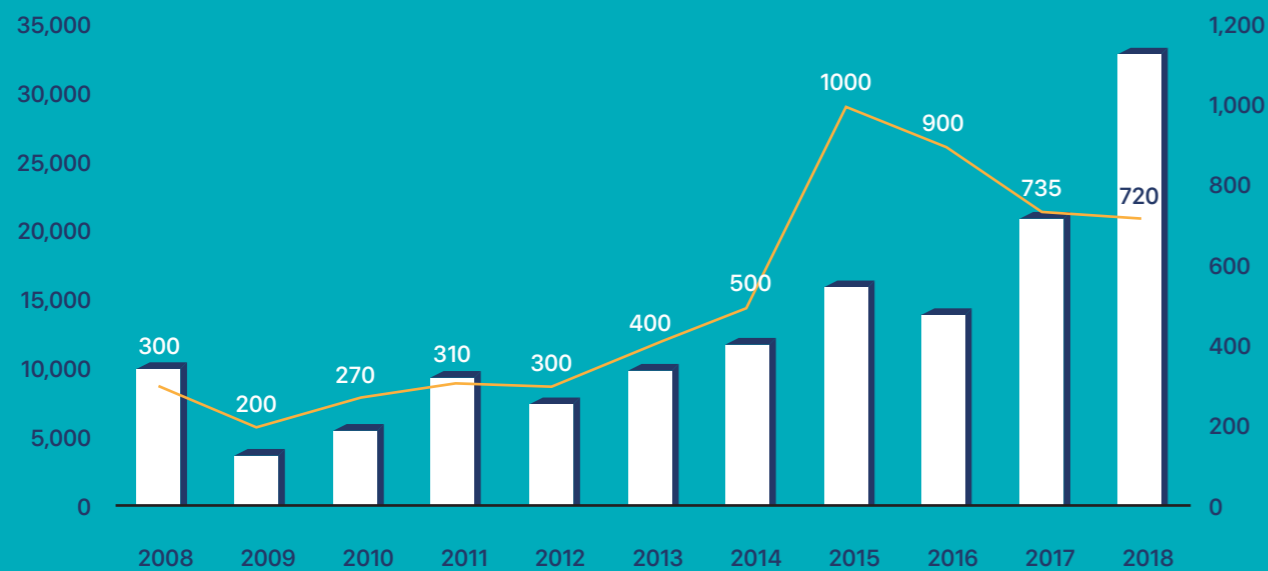
**Best**  
performing  
Global Markets

**2<sup>nd</sup>**  
Largest Startup  
Ecosystem

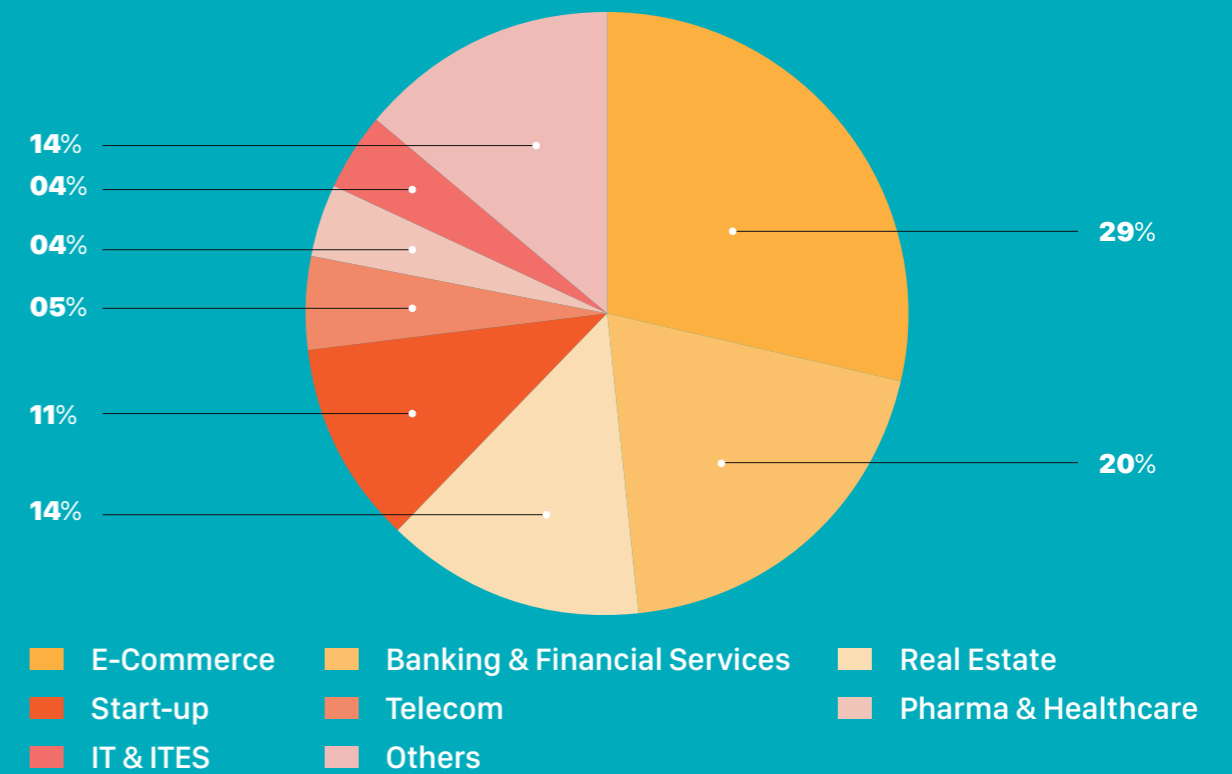
**1<sup>st</sup>**  
in PPP  
operational maturity

**1<sup>st</sup>**  
REIT launched  
in India

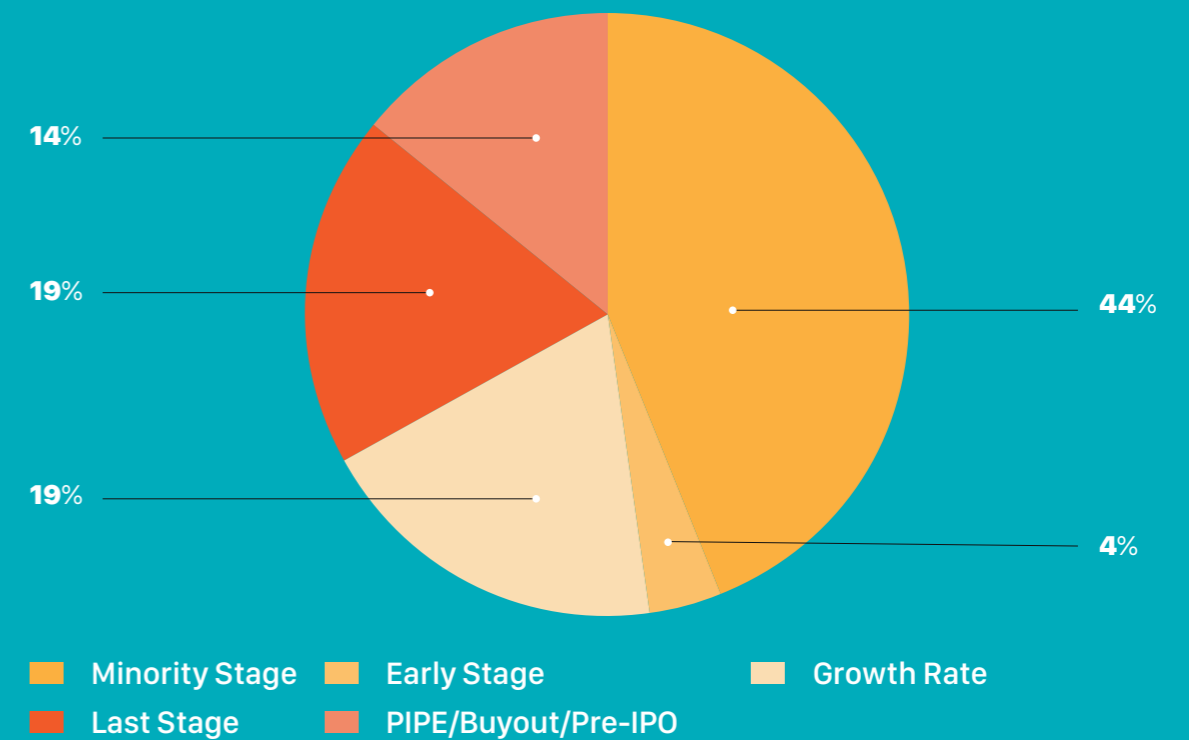
## FII Investment



## Private Equity Investment-Sector Analysis



## Deal Strategy (2014-2019)



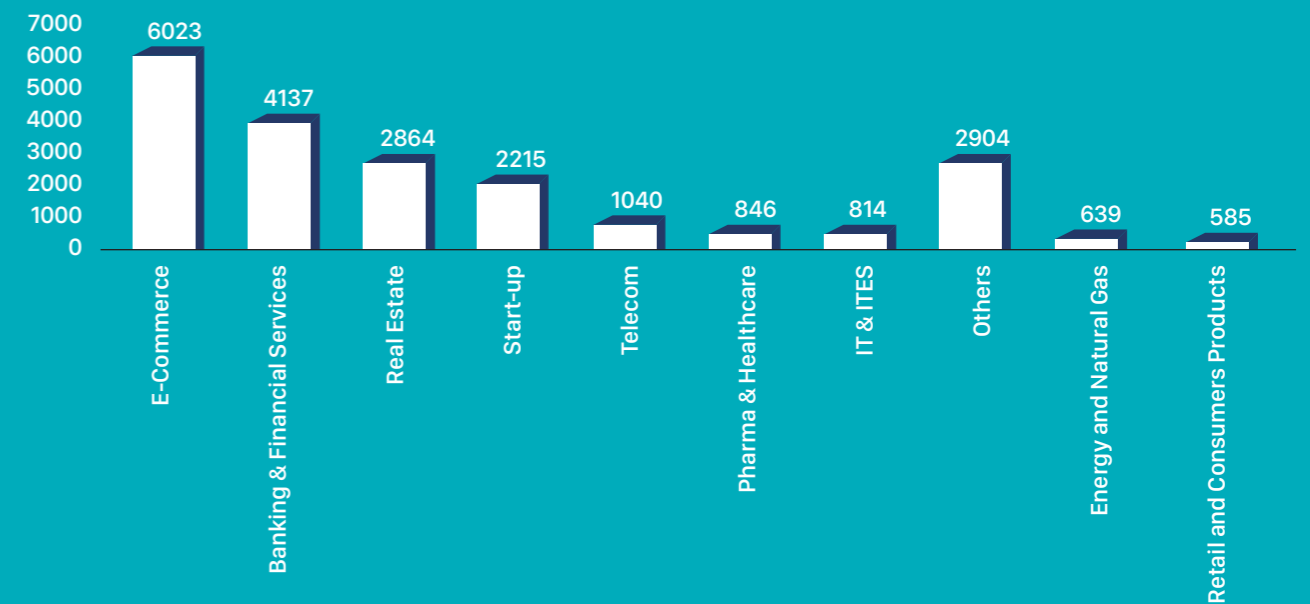
# GROWTH DRIVERS

- 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



# MAJOR EXITS IN 2018

## Annual PE/VC exits in India



# GOVERNMENT INITIATIVES

- Resolution for distressed companies under Insolvency Bankruptcy Code, 2016
- REIT (Real Estate Investment Trust) launched in March 2019
- 2<sup>nd</sup> 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)