

TRANSFORMING INDIA



Diversity in India
Opportunities & Challenges
September, 2019



MUMBAI AIRPORT, 2013



MUMBAI AIRPORT, 2018



MEERUT HIGHWAY, 2014



MEERUT HIGHWAY, 2018



**VARANASI RAIL STATION,
2013**

A wide-angle photograph of the interior of Varanasi Rail Station in 2018. The station features a high, vaulted ceiling with a series of parallel wooden slats. Large, dark brown pillars support the structure. On the left, a mezzanine level with glass railings overlooks the main hall. The floor is polished and reflects the overhead lights. In the background, a large, ornate golden relief sculpture is mounted on the wall. People are seen walking and standing throughout the space. A green banner with white text is overlaid at the bottom left.

VARANASI RAIL STATION, 2018



**PRAYAGRAJ AIRPORT,
2014**



**PRAYAGRAJ NEW TERMINAL,
2018**

TRANSFORMING INDIA

**FASTEST GROWING
ECONOMY**

6.8%
FY 2018-19

**TOP INVESTMENT
DESTINATION**

#1 Global
Greenfield Investment
Destination (2016)

INDIA - LARGE VOTER BASE GROWTH

INDIAN POPULATION

1.5 B

Expected by 2025

LARGE VOTER BASE

900 M

Expected Voters in 2019

1st TIME VOTER BASE

133 M



RAPID DIGITALISATION

INDIA INTERNET OPPORTUNITY

550+ M Current Internet Users (Dec'18')
17% YoY Growth

INDIA'S EXISTING DIGITAL FRAMEWORK

JAN DHAN YOJANA



1+ B Bank Accounts
>80% people with accounts

AADHAR



1.22 B Enrolments
90% of India's population

MOBILE SUBSCRIPTION

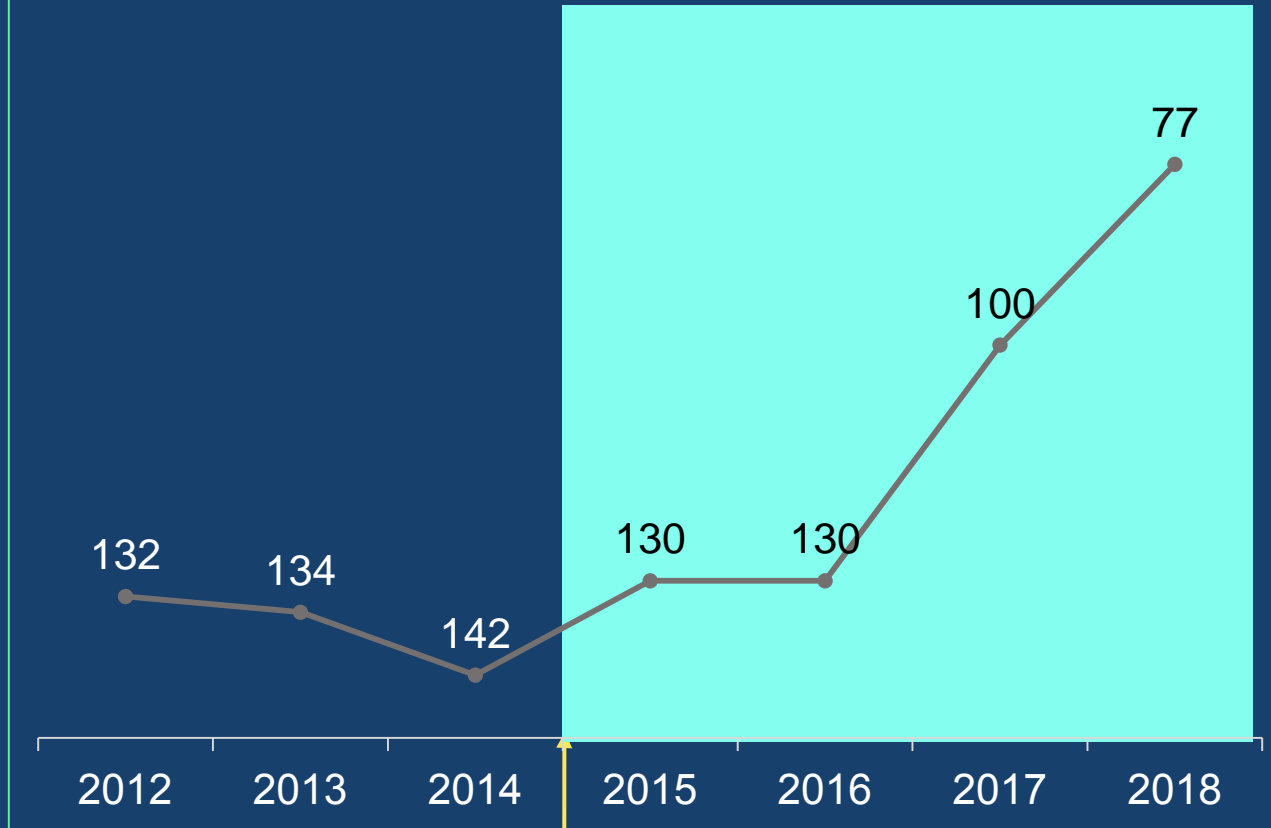


1.19 B Subscriptions
Amongst the highest global
subscribers bases

EASE OF DOING BUSINESS



WORLD BANK'S DOING BUSINESS RANKING



Make in India
(launched Sept'14)



↑ 65 places
Ease of Doing Business Ranking
#77 (2019)



↑ 24 Places
Global Innovation Index
#52 (2019)



↑ 10 Places
Logistics Performance Index
#44 (2018)

INDIA: PREFERRED INVESTMENT DESTINATION



#1

- Political Stability
- Currency Stability
- High Quality Products
- Respect for IPR
- Low cost of Production
- Strategic Location
- Anti-Corruption

#2

- Tax Privileges

#3

- Quality of living for investors

#5

- Infrastructure

SUBSIDIARIES OUTPERFORM GLOBAL PARENTS

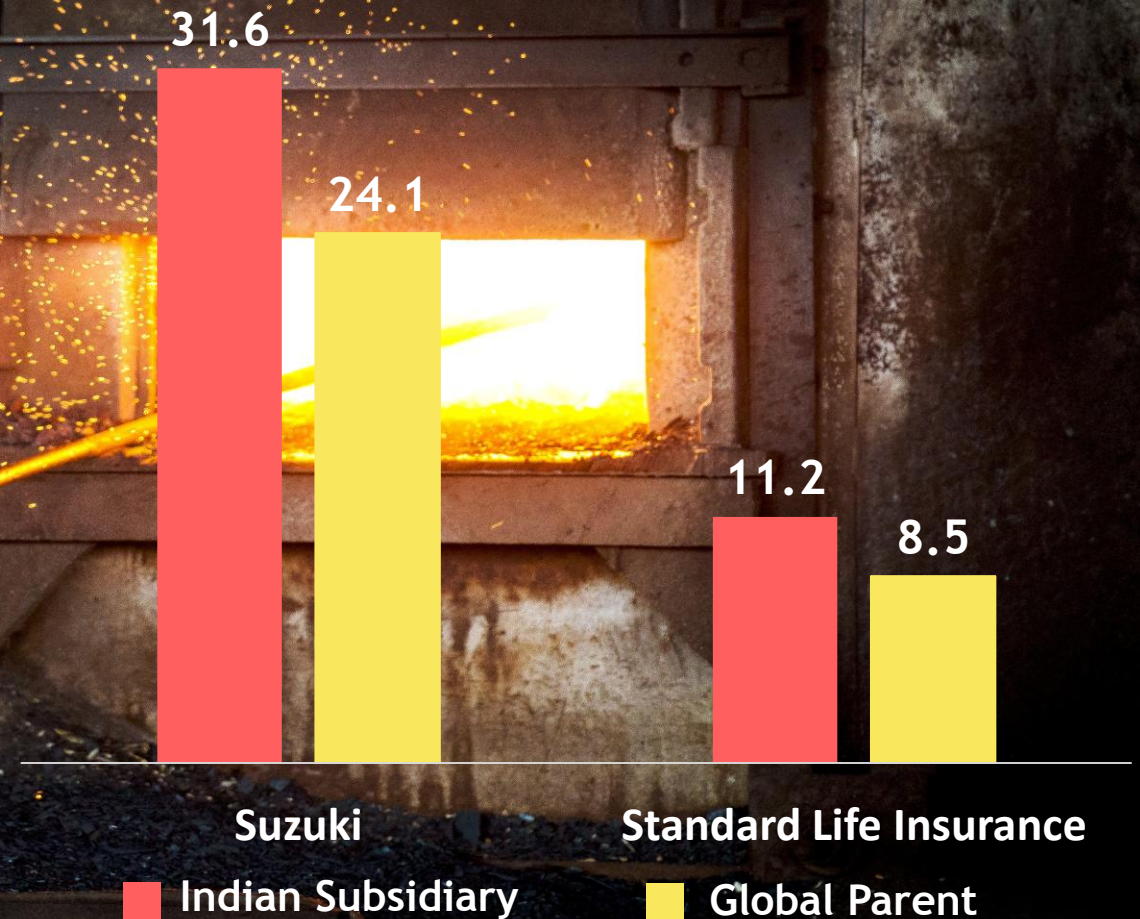
2012 - 2017

Global parents' revenues	6.9%	↓
Indian subsidiaries' revenues	12.6%	↑

Global parents' net profits	4.4%	↓
Indian subsidiaries net profits	30.6%	↑

Average IRR of All-Asia based funds: 11.9%
Average IRR of India-focused funds: 14.4%

MARKET CAPITALIZATION (\$ B)



Source: CapitalIQ. As on 15th Jan' 19

Robust Infrastructure enables business



ROADS & HIGHWAYS



66,000 Km
of
Highways;
40 km/day

RAILWAYS



600 railway
stations,
10,000 km high
speed rail

AIRPORTS



400 airports

ENERGY



175 GW of RE
by 2022

PORTS



173 shipping
projects
worth \$60B
by 2020

LOGISTICS



5 freight
corridors;
35 new parks

“India’s infrastructure financing needs will range between \$1.5 trillion and \$2 trillion over the next seven years, offering the private sector excellent opportunities.”

International Finance Corporation, 2016

MAKE IN INDIA \$4.8T OPPORTUNITY BY 2025

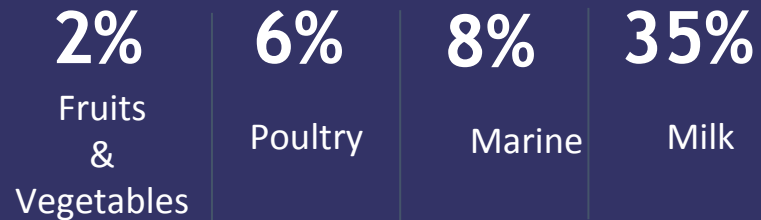


\$300 B AUTO	\$115 B AUTO COMP	\$82 B AVIATION	\$100 B BIOTECH	\$112 B CAPITAL GOODS
\$400 B CHEMICAL	\$640 B CONSTRUCTI ON	\$130 B DEFENCE	\$400 B ELECTRONIC S	\$320 B FOOD PROC.
\$350 B IT & BPM	\$30 B LEATHER	\$30 B MEDIA & ENT.	\$80 B MINING	\$110 B OIL & GAS
\$55 B PHARMA	\$150 B PORTS	\$142 B RAILWAYS	\$260 B RENEWABLE S	\$150 B ROADS
\$40 B SPACE	\$223 B TEXTILES	\$125 B THERMAL POWER	\$419 B TOURISM/HOSP	\$7 B WELLNESS

FOOD PROCESSING

- #1 Dairy & Livestock Producers
- #2 Fruits & Vegetable Producers

Level of Processing



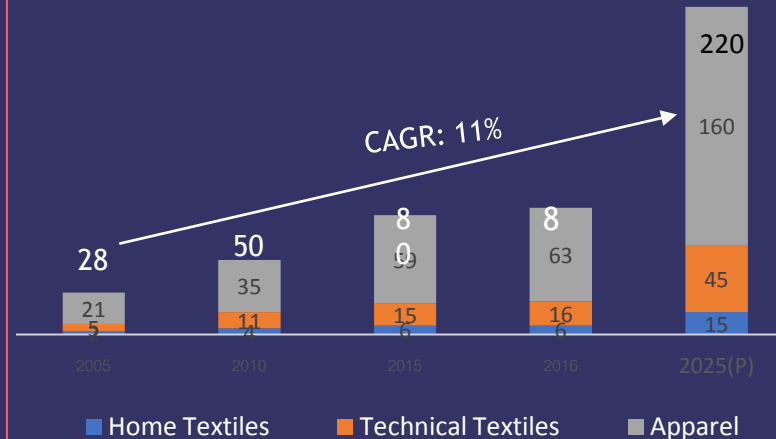
42 Mega Food Parks by 2019

TEXTILES

World's second largest manufacturer of textile and apparel

India commands a share of ~5% of the global trade

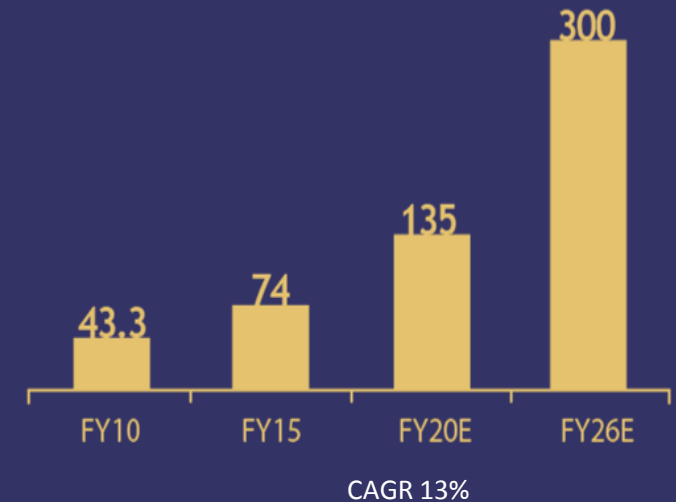
Indian Textile and Apparel Market Size (US\$ Billion)



AUTO

World's Fastest Growing Commercial Vehicle Market

Indian Automobile Industry Turnover



HEALTHCARE & MEDICAL DEVICES

\$106B

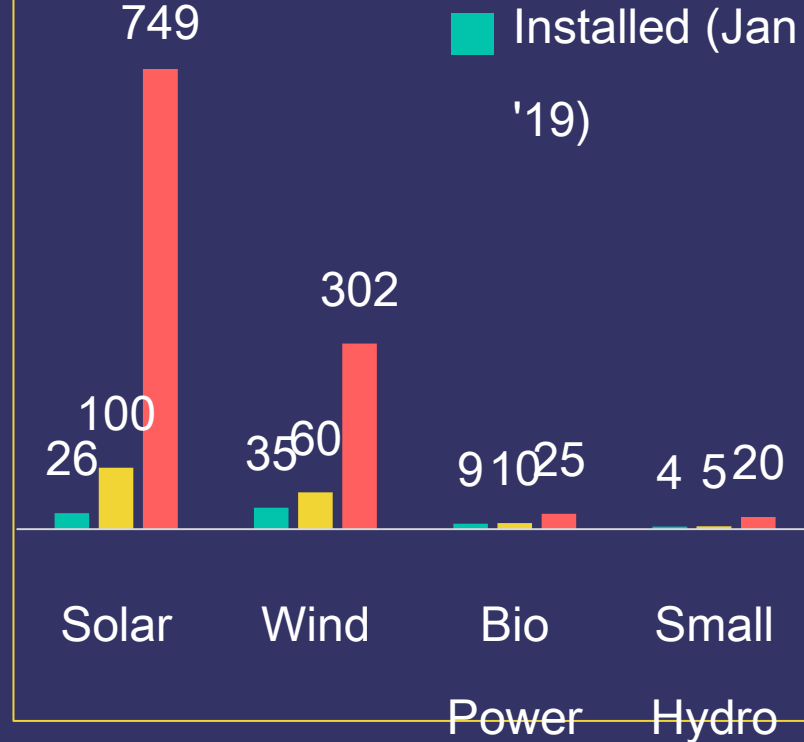
Market Size



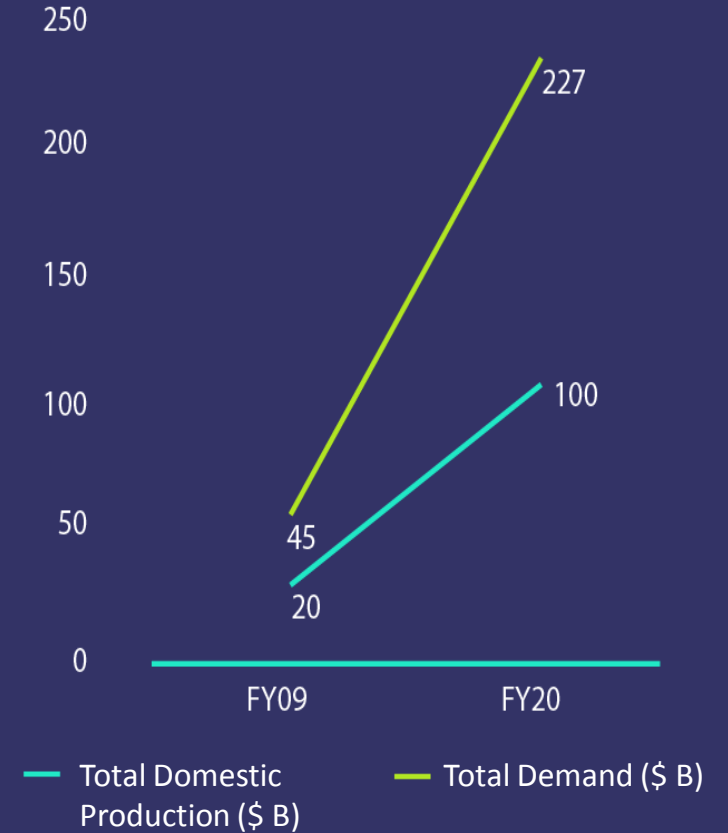
500Mn People
World's Largest
Public Health
Scheme

RENEWABLE ENERGY

175 GW
by 2022



ESDM





CASE STUDY : Automobile Manufacturer

Manufacturing and R&D centres; USD 300 MN; 1500 jobs

Investor raises a query on Make in India query portal

Customized India opportunity pitch report:

- Market Entry
- Opportunities
- Supply Chain & Logistics
- Competition Matrix
- Location Assessment

Investor announces entry into India

- Identified States
- Shortlisted states
- Organized joint discussion with shortlisted state govts

Identified JV Partner in TN

Facilitation of land acquisition & negotiation of fiscal incentives

Ongoing: Follow up and after care on investment

July 2015

Aug 2016

2018

Till Date

March 2016

April 2016

July 2016

Dec 2016

Jan 2017

Jan 2019

Invest India reaches out to the investor to understand:

- Investment Interests
- Requirements
- Investor Search for a new market for a new plant

The India Opportunity Pitch Report presented to the board of the investor

- Initial gathering requirement between investor and Indian suppliers
- Outreach visit to Company Supply Chain Executives

- Policy Advisory
- Procedures
- Incentives
- Regulatory clearances

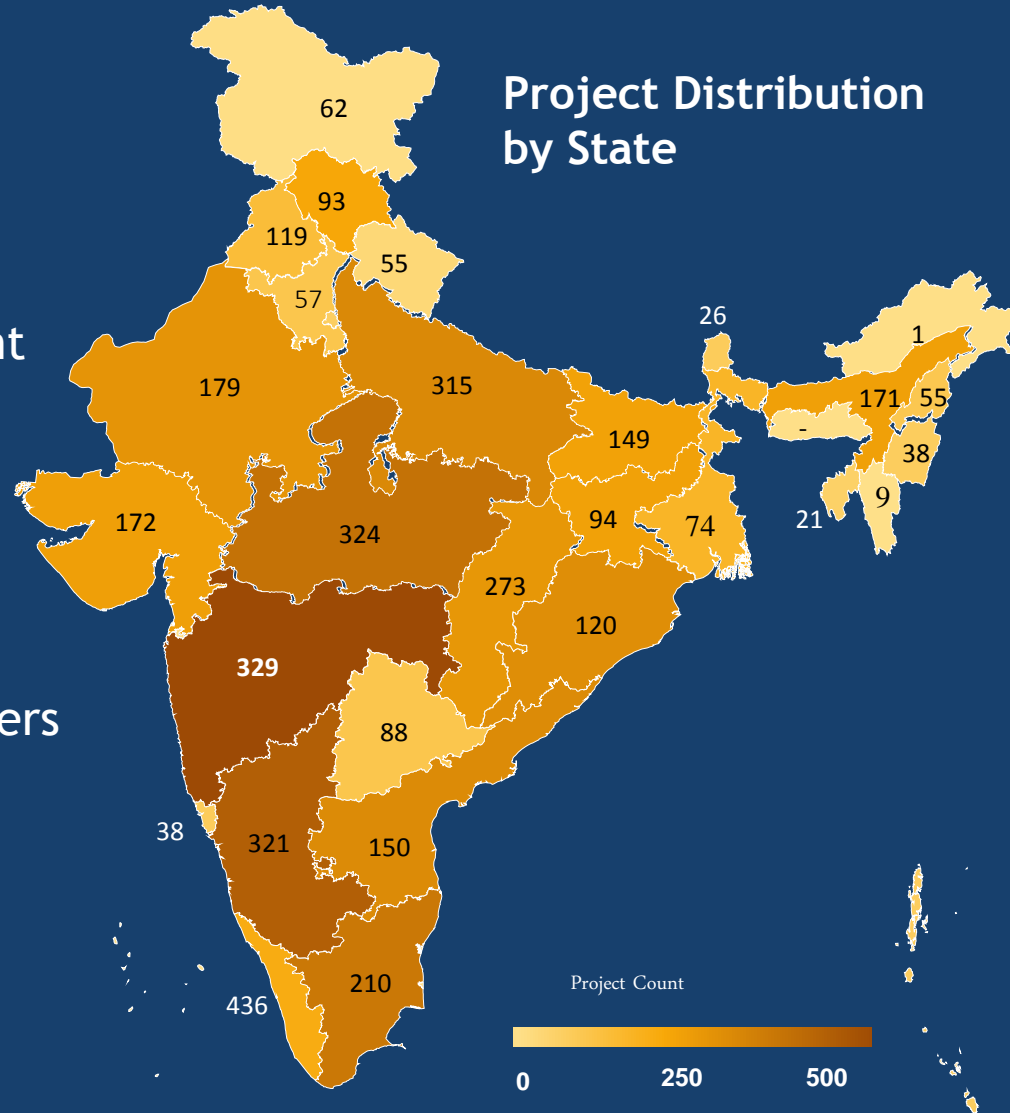
MoU Signing with Govt of Tamil Nadu

WWW.INDIAINVESTMENTGRID.com

SHOWCASING BEST INVESTMENT OPPORTUNITIES



Project Distribution
by State



Search

Preferred Investment Opportunities



Connect

With Indian Promoters & Global Investors

4,300+
Projects

\$180Bn+
Opportunity

6800+ Registered Users
5200+ Investors
135 Countries

350,000+ Website Hits
180 Countries

INVEST INDIA : \$145 Bn UNDER FACILITATION



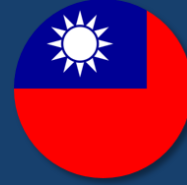
TOP SOURCES



USA



China



Taiwan



S. Korea



UAE



UK



Saudi Arabia



Indonesia



France



Germany



Sweden



Japan

INVEST INDIA : \$145 Bn UNDER FACILITATION



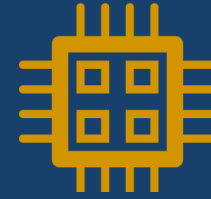
TOP SECTORS



Chemicals



Construction



ESDM



Telecom



Paper & packaging



Retail / e-commerce



Automobiles



Logistics



Oil & Gas



Food Processing



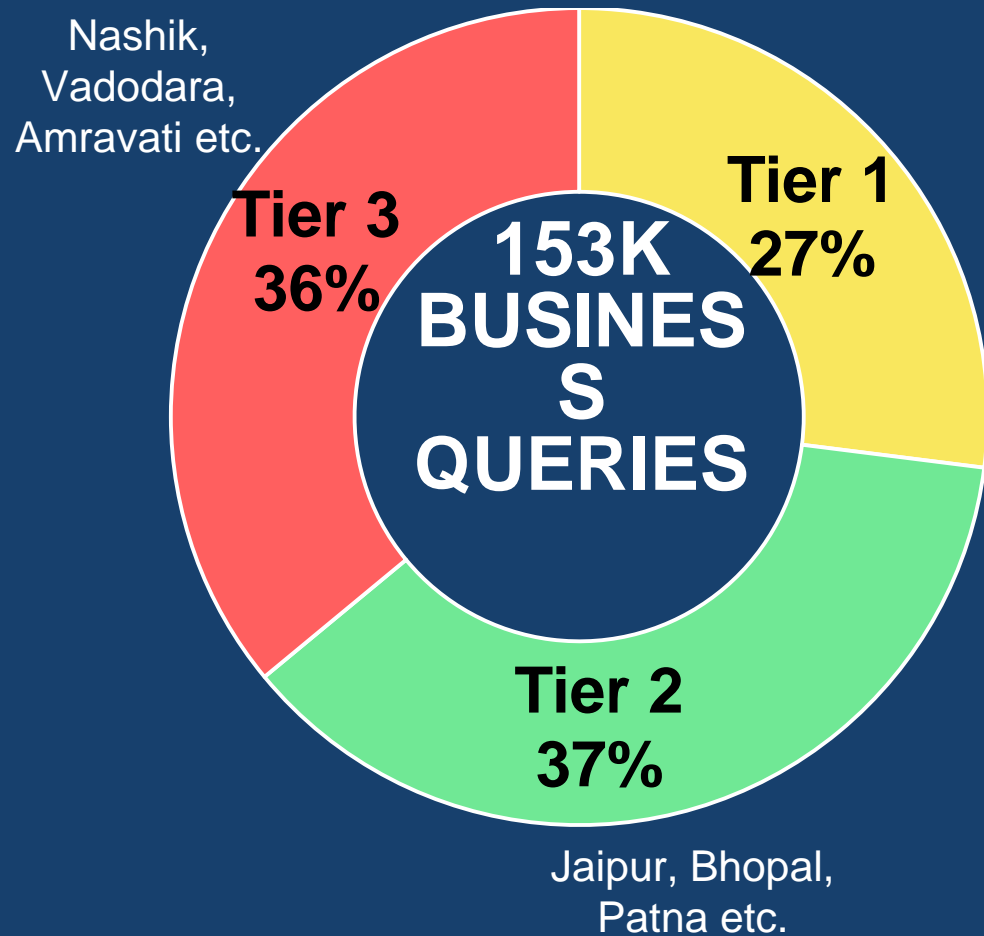
Textiles



Energy

INDIA: 2nd LARGEST STARTUP ECOSYSTEM

50,000+ STARTUPS IN INDIA (1 STARTUP FOUNDED PER DAY)



INDIA: THE UNICORN NATION (#3)



30 UNICORNS

1 UNICORN/MONTH
(2019)

\$90+ Bn UNICORN
VALUATION

TIME TO UNICORN

Paytm Mall 2

Udaan 2

Ola 3

Uber 4

Rivigo 4

InMobi 4

Swiggy 4

Airbnb 4



Thailand-India: Growth in Partnership

**30+ Thai
Companies in
India**

LOTS Wholesale

INDIA

CP Aquaculture

CP Group

- Srithai Superware
- Krung Thai Bank
- Thai Airways

- SCG
- Thai Summit
- Sawasdee Traditional Thai Spa

THAILAND

- Ashok Leyland
- Mahindra
- Punj Lloyd
- TATA Group
- Aditya Birla
- Dabur

**50+ Indian
Companies in
Thailand**

GOVERNMENT

Centre /
States

Foreign Missions /
Agencies



INVEST INDIA
NATIONAL INVESTMENT PROMOTION
& FACILITATION AGENCY

INDUSTRY

Associations /
Corporates

Professional Advisors /
Academia

**Awareness &
Engagement**

**Business
Advisory**

**Strategy &
Implementation**

**Investor
Aftercare**

**Long term
partnership**

200515 Business Requests

34 States & UTs

130 Nations

40 Sectors



2016



2016, 2017, 2018, 2019



2016, 2018





www.INVESTINDIA.gov.in

www.STARTUPINDIA.gov.in

www.AGNII.gov.in

www.INDIAINVESTMENTGRID.com



WWW.INVEST INDIA.GOV.IN

NATIONAL INVESTMENT PROMOTION & FACILITATION AGENCY

World's Most Awarded Investment Promotion Agency



@InvestIndia2017



@investindia



@invest-india

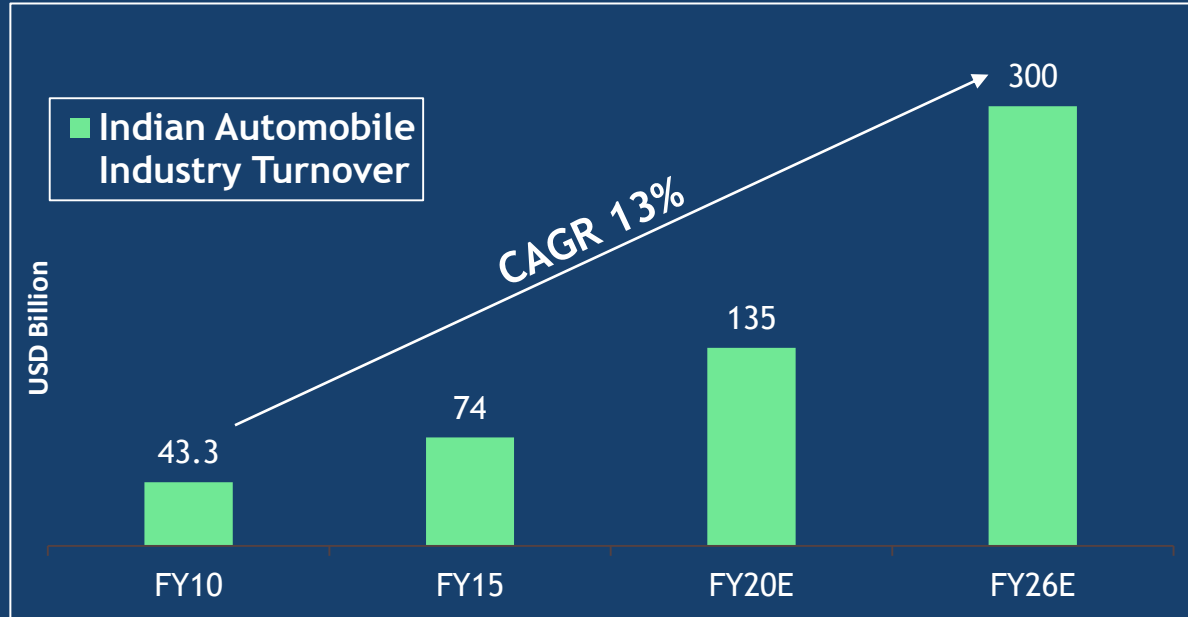


@Invest India



@InvestIndiaOfficial

AUTOMOBILE SECTOR: Overview



#2 Bus manufacturer
#4 Car Manufacturer
#1 Two-Wheeler manufacturer

7.1% of GDP
49% of manufacturing GDP

Automotive Mission Plan 2016-26
Aiming to be among top 3 auto hubs

Faster Adoption and Manufacturing of Electric Hybrid Vehicles (FAME 2)

GROWTH DRIVERS

Vehicle Penetration:

72 vehicles / 1000 (2025)
from 20 currently

Automobile sales

20 mn to 75.8 mn units
by 2026

Per Capita Income:

USD 1,592 (2016)
from US\$ 461 (2001)

Bharat Stage VI by 2020

AUTOMOBILE SECTOR: HIGH TIER 1 LOCALIZATION



Vehicle Category	Average localization in top selling models	Details
Hatchbacks, compact sedans/SUVs	90 - 95%	<ul style="list-style-type: none">Segment leaders have achieved 95% localizationForeign OEM launches also securing as high as 98% localization
Premium sedans	85 - 90%	<ul style="list-style-type: none">Even smaller players have increased localization levels from ~70% to > 80% in the past ~5 years and intend to increase to ~90% in the next ~5 years
Commercial vehicles	>90%	<ul style="list-style-type: none">Home grown leaders have localization well above 90%Premium offerings have also increased their localization from ~80% to >90% in 2015
Two- Wheelers	>90%	<ul style="list-style-type: none">Market leaders have started developing bikes which are 100% indigenousMass foreign players have also surpassed 90% localization
Tractors	>95%	<ul style="list-style-type: none">Cost-sensitive segment dominated by Indian players who have localization levels close to 100%