

A Virtual Conference

# Foreign Investments in **Indian Infrastructure**

February 9, 2021

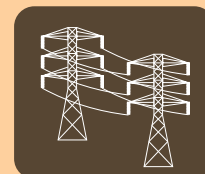
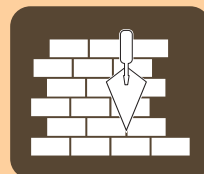
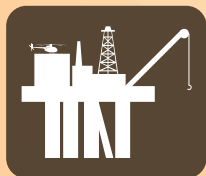
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# Foreign Investments in Indian Infrastructure

## Mission

- Over the past couple of years, the Indian government has made a concerted attempt to attract foreign investments in India, especially in the infrastructure sectors.
- Investments have come through private equity (PE) funds, pension funds and sovereign wealth funds (SWFs), strategic investors, infrastructure bonds, IDFs, etc. Greenfield and brownfield projects, operational assets, developer firms, supplier businesses, etc. have all attracted investor interest. More recently, the government's asset monetisation scheme and the InVITs platform have garnered substantial investments.
- The FDI inflows rose to \$73.4 billion in 2019-20, after remaining stagnated at the \$60 billion level for the past three years (2016-19). Between April 2020 and August 2020, around \$35.7 billion was mobilised, the highest ever for the first five months in any fiscal.
- Investments have come in from across the globe. To name a few, Australia's largest pension fund, AustralianSuper, Canadian pension funds Ontario Teachers' Pension Plan and the Canada Pension Plan Board (CPPIB) and Norway's Government Pension Fund Global have shown keen interest in India. CPPIB plans to invest up to a third of its funds in emerging markets by 2025 and India has been recognised as an important destination.
- The UAE's, Qatar Investment Authority and Abu Dhabi Investment Authority are other active investors. Notably, Abu Dhabi's SWF, MIC Redwood 1 RSC, became the first foreign SWF to get 100 per cent tax exemption on income from interest, dividend and long-term capital gains for its investment in infrastructure.
- Global PE firms and venture capitalists invested about \$8 billion in India's infrastructure sectors in 2019-20. The year 2020-21 also started on a positive note despite a slowdown due to the Covid-19 pandemic. The year was driven by a spate of PE funding in Jio platforms and NHAI's third toll-operate-transfer (TOT) bundle, under which nine road assets were acquired by the Singapore-based Cube Highways Group.
- Meanwhile, strategic investors such as DP World, ENGIE, ROADIS and AYANA Renewables have also set up platform funds to invest in sectors such as roads, renewable energy and ports. India's National Infrastructure Investment Fund has collaborated with many such investors.
- The road ahead for foreign investments in India looks promising with increased transparency and streamlined procedure for global investors to enter the Indian market. The ambitious \$1.5 trillion National Infrastructure Pipeline has opened up several investment avenues for foreign investors. The government has also recently announced a new stimulus package worth \$36 billion to support infrastructure projects.
- **The mission of this conference is to provide an independent, fact-based perspective on the opportunities and challenges associated with Indian infrastructure for foreign investors. It will discuss the pros and cons of each investment type and each infrastructure sector in the Indian scenario. It will provide a platform for existing investors to discuss their experiences and for potential investors to discuss their expectations and concerns. The conference will also showcase several specific investment opportunities.**

## Target Audience

The conference is targeted at:

- ❖ Private Equity Firms
- ❖ Pension Funds
- ❖ Investment Banks
- ❖ Sovereign Wealth Funds
- ❖ Insurance Firms
- ❖ Infrastructure Developers
- ❖ Banks/Lenders
- ❖ Multilateral Organisations
- ❖ Management Consultants
- ❖ Law Firms, etc.

## AGENDA/STRUCTURE

### TRENDS IN FOREIGN INVESTMENTS

- ❖ What is the level of foreign investment in Indian infrastructure? How much investment has come under the automatic route?
- ❖ Which have been the most noteworthy sectors in attracting foreign investments?
- ❖ What have been the notable successes and failures?
- ❖ What lessons can be drawn from the experience so far? What is the outlook?

### SECTOR FOCUS: ENERGY

- ❖ What are the key trends in the Indian energy sector (thermal generation, renewables transmission, and oil and gas)?
- ❖ What has been the foreign investor experience so far?
- ❖ What are investment opportunities available for foreign investors?
- ❖ What are the key issues and concerns?

### SECTOR FOCUS: TRANSPORTATION

- ❖ What are the key trends in the Indian transportation sector (roads, railways, ports, airports, logistics, etc.)?
- ❖ What has been the foreign investor experience so far?
- ❖ What are investment opportunities available for foreign investors?
- ❖ What are the key issues and concerns?

### OPPORTUNITIES IN InvITS

- ❖ What type of investment opportunities are available in InvITS?
- ❖ What has been the experience so far?
- ❖ What are the historical and expected returns?
- ❖ What are the challenges?

### OPPORTUNITIES IN PUBLIC ASSET MONETISATION

- ❖ What are the features of the Indian public asset monetisation programme?
- ❖ What are the opportunities for foreign investors in public asset monetisation?
- ❖ What has been the experience so far? What are the challenges?

### PRIVATE EQUITY INVESTORS' PERSPECTIVE

- ❖ What is the perspective of private equity investors on Indian infrastructure?
- ❖ What types of equity investment opportunities are available (platform investments, project acquisitions, stakes in infra companies, etc.)?
- ❖ What are the pros and cons of each type of investment?
- ❖ Which sectors are the most appealing?
- ❖ What are the historical and expected returns?
- ❖ What is their outlook on investing in infrastructure?

### VIEWPOINT OF GLOBAL STRATEGIC INVESTORS

- ❖ What has been the experience of strategic investors?
- ❖ What types of investment opportunities are available? Which sectors offer the most appeal?
- ❖ What are the risks and challenges? What are the historical and expected returns?
- ❖ What is their outlook on investing in infrastructure sectors?

### LONG-TERM INSTITUTIONAL INVESTORS' PERSPECTIVE - PENSION FUNDS AND SWFS

- ❖ What is the perspective of long-term institutional investors on Indian infrastructure?
- ❖ What types of investment opportunities are available (controlling stakes in operational infrastructure, InvITS, etc.)? Which sectors offer the most appeal?
- ❖ What are the risks & challenges? What have been the key learnings?
- ❖ What are the historical and expected returns?
- ❖ What is their outlook on investing in infrastructure?

### OPPORTUNITIES IN DEBT: IDFs, INFRASTRUCTURE BONDS, ETC.

- ❖ What types of investment opportunities are available (infra debt funds, infrastructure bonds, etc.)?
- ❖ What has been the experience of each of these investment types?
- ❖ What are the opportunities for foreign investors? ?
- ❖ What are the historical and expected returns?

# Foreign Investments in Indian Infrastructure

## What differentiates our conferences?

- The **agenda** is developed by our researchers, who track the sector round the year. It is thus **relevant** and **topical**.
- The **speakers** are **professionals** and **experts** involved in the sector.
- The conferences do not just comprise panels and speeches; they provide a good mix of **expert presentations** and **case histories**, and of course **panel discussions**.
- Each **stakeholder group** – **policymakers**, **developers**, **financiers**, and **consultants** – is represented at our conferences.
- The moderators merely ask the questions. The stars are the **speakers** themselves.
- The **sessions begin and end on time**. There is adequate time for a **Q&A session** with **each speaker**.
- The **delegates** are **professionals** who are vested in the sector, and are not just assembled through social media.

## ABOUT THE ORGANIZER

**India Infrastructure Publishing** is a company dedicated to providing information, analysis and insight on infrastructure sectors in India, through magazines, conferences, newsletters, research reports and websites.

We publish six magazines - **Indian Infrastructure**, **Power Line**, **Renewable Watch**, **tele.net**, **Smart Utilities** and **Gujarat Infrastructure**. Each of the magazines is a market leader in its segment. We organise 50+ infrastructure-related conferences every year in India. The group also publishes eight electronic weekly newsletters, over 30 annual research reports, more than 14 directories and six websites.

**Indian Infrastructure** magazine is targeted at the very top decision-makers and financial managers in the infrastructure sectors. The sectors covered include power, telecom, roads & bridges, construction, oil & gas, ports & shipping, aviation, railways, urban infrastructure and infrastructure finance. The magazine provides news, information and analysis of the latest developments related to policy, projects and investments in these sectors in India. It is published monthly.

**South East Asia Infrastructure** magazine is a leading source of information on infrastructure development in Southeast Asia. It tracks key developments, analyses emerging trends, features industry players and perspectives, highlights key initiatives, and profiles exemplary projects

The company's other global products include Global Transmission Report, Global Mass Transit. We organise over a dozen conferences under these brands across the world, including the US, Europe, Africa, the Middle East and Asia. We publish newsletters and market intelligence reports, offer custom research and advisory services, and organise thematic conferences on crucial and topical issues relevant to the industry.

Our major infrastructure conferences have included **Infrastructure Finance in India**, **Power line Summit**, **Road Development in India**, **Ports in India**, **Railways in India**, **Gas in India**, **Solar Power in India**, **Airports in India** and **Urban Rail in Asia**. We have also organized a webinar on **Impact of Covid on Foreign Investment**. A few of our forthcoming conferences are **Container Infrastructure** and **Logistics in India**, **Coal-based Power Generation**, **Airports in India**, **Tunnel Construction in Asia** and **Solar Power in Africa**.

## PREVIOUS PARTICIPANTS

Indian Infrastructure has successfully organised conferences on “Infrastructure Finance in India”, “REITS and InVITS”, “Impact of Covid on Foreign Investment”, “Road Development in India”, “Power Line Summit”, “Ports in India”, “Railways in India”, “Solar Power in India”, “Airports in India”, “Urban Rail Asia”, etc. The participants have included organisations such as: Aarvee Associates, ACME Cleantech, Actis Advisers, Adani Ports and SEZ, Aditya Birla Finance, Advaita Legal, ANM Global Solicitors & Advocates, Arctech Solar (Shanghai), ARUP, Ashoka Buildcon, Asian Development Bank, Australian Trade and Investment Commission, Axis Bank, Axis Capital, AZB & Partners, Azure Power, BG Jeffreys Consulting, Bharti Infratel, Black & Veatch, British High Commission, Brookfield Advisors, Brookings India, Canadian Solar Energy, Capital Fortunes, Care Ratings, CBRE South Asia, Cleanmax IHO (Thailand), Cleantech Energy Corporation, CLSA, Colliers International, Colombo International Container Terminals, CPP Investment Board, CPPIB India Advisors, Cube Highways and Transportation Assets Advisors, Darashaw & Co, Dave & Girish, Dedicated Freight Corridor Corporation, Deloitte Touche Tohmatsu, DMRC, Dolat Capital, DP World, DSK Legal, Duff & Phelps, Economic Laws Practice Advocates & Solicitors, Edelweiss Asset Reconstruction, Edelweiss Financial, Egis India Consulting, Elara Securities, Engie Energy, EPTISA, EQUIS, Essar Constructions, Essar Ports, EverSource Capital, F T I Consulting, First Solar, Fortum, Fourth Partner Energy, Fox Mandal & Associates, Gammon Infrastructure Projects, GIZ, Global Infrastructure Partners, GMR Group, Government of Canada, Grant Thornton, Greenko Group, Gulf Petrochem, Harvard University, HCC, HDFC, HDFC Standard Life Insurance, High Commission of Canada, Highway Concessions One, Hitachi ABB Powergrids, HPC Hamburg Port Consulting, HSBC Securities and Capital Markets, Huawei, ICICI Bank, ICT, Idam Infrastructure Advisory, IDFC, IDFC Alternatives, IDFC Infrastructure Finance, IFC, IFCI, IHS Markit, IIFCL, IIFCL Asset Management Company, India Energy Forum, India Infradebt, India Ratings & Research, Indo-German Energy Forum, Indus Roadways, Infrastructure Advisors, Inland Waterways Authority of India, IREDA, IRIDIS Advisory, J. Sagar Associates, Jacobs Engineering, Japan Bank for International Cooperation, Jinkosolar Trading, JM Baxi Group of Companies, JM Financial, JMC Projects, JSW Steel, Kalpataru Power, KEC-RPG Group, Knight Frank, Kochhar & Co., Kotak Investment Advisors, Kotak Mahindra Bank, Kotak Mahindra Life Insurance Company, KPMG, L&L Partners, L&T Construction, L&T Financial, L&T IDPL, L&T Infra Debt Fund, Link Legal, Luthra & Luthra, Macquarie Infrastructure and Real Assets, Maersk Lines, Mahindra & Mahindra, Mazars Advisory LLP, MBL Infrastructure, Meghraj Capital Advisors, Merrill Lynch, Ministry of Commerce and Industry, Ministry of Finance, Govt of India, Ministry of New Renewable Energy Govt of India, Ministry of Power, Ministry of Railways, Ministry of Road Transport & Highways, Mitsui & Co., Motilal Oswal Securities, Mundra Solar PV, NABARD, National High Speed Rail Corporation Ltd, National Highways Authority of India, National Investment and Infrastructure Fund, NCC Limited, NEDO, NHIDCL, NIIF Infrastructure Finance, Nishith Desai Associates, NITI Aayog, Nomura Financial Advisory & Securities, NTPC, Oriental Structural Engineers, PE Consulting Invest into india, Petronet LNG, PNC Infratech, Power Finance Corporation, Pricewaterhouse Cooper, PTC India Financial Services, REC, Reliance Infrastructure, Renewsys, RITES, RTI International, SBI, SBI Capital Markets, Schneider Electric, Sembcorp Energy, Shapoorji Pallonji & Company, Shapoorji Pallonji Infrastructure Capital, Sheel Energy, Siemens, Simplex Infrastructure, SMEC, Societe Generale, Softbank, SOJITZ, Solar Energy Corporation of India, Srei Infrastructure Finance, Standard Chartered Bank, Standard Chartered Private Equity Advisory, State Bank of India, Statkraft Markets, Sterling & Wilson, Sterlite Investment Management, Sterlite Power Transmission Limited, STUP Consultants, Tata Capital Financial Service, Tata Cleantech Capital, Tata Power, Tata Realty and Infrastructure, Tata Steel, Trust Investment Advisors, Unison Insurance, Voyants, Warburg Pincus, Zurich Airport, etc.

# DELEGATE FEE

	Standard price (USD) before January 19, 2021	Standard price (INR) before January 19, 2021
1 Login	USD 200	INR 14,000
2-3 Logins	USD 350	INR 24,000
4-5 Logins	USD 500	INR 34,000
6-9 Logins	USD 650	INR 44,000
10-12 Logins	USD 800	INR 54,000

- GST 18% is applicable on the registration fee

## REGISTRATION FORM

I would like to register for the conference

Please send me more information

NAME/DESIGNATION \_\_\_\_\_ COMPANY \_\_\_\_\_

MAILING ADDRESS \_\_\_\_\_

PHONE \_\_\_\_\_ MOBILE \_\_\_\_\_

FAX \_\_\_\_\_ EMAIL \_\_\_\_\_

### PAYMENT OPTIONS

1. To make payments by credit card, please send an email on [khushboo.khanna@indiainfrastructure.com](mailto:khushboo.khanna@indiainfrastructure.com)

*All credit card payments will be subject to standard credit card charges*

#### 2. Wire Transfer:

Beneficiary: India Infrastructure Publishing Private Limited  
Bank Name: The Hongkong and Shanghai Banking Corporation Ltd  
Bank Address: R-47, Greater Kailash – 1, New Delhi - 110048  
Bank Account No: 094179587002  
Swift Code: HSBCINBB

Partnership  
opportunities are  
available

#### Payment Policy:

- Full payment must be received prior to the conference.
- Payments for “early bird” registrations should come in before the last date of discount. Discount offers cannot be combined with any other offer.
- Conference fees cannot be substituted for any other product or service being extended by India Infrastructure Publishing Pvt. Ltd.

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