

# INFRASTRUCTURE & MANUFACTURING SECTORS

# THE KEY ENABLERS FOR GROWTH OF MAKE IN INDIA & INDIAN ECONOMY

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Hon'ble PM Vision and IFCI Journey of 70 years in Indian Economy NIP Propels India – as a Bright Spot in Emerging Economies Infrastructure Investment in India **Infrastructure and Manufacturing Sectors Ecosystems: Integration Skill & Talent Development and Technology Adaption Infrastructure & Capital Formation Financing Network Key Infra Sectors-Challenges and Steps for Way Forward Key Manufacturing Sectors-Challenges and Steps for Way Forward** Reviving DFI to achieve US\$ 5 trillion economy and Make in India **IFCI as DFI to Catalyse Economic Growth** 

# HON'BLE PRIME MINISTER'S VISION - 5 PILLARS IFCI VISION & MISSION

#### **ECONOMY**

• In over 70 years of Journey, IFCI has been a partner & catalyst of Inclusive (Rural & Urban) Indian Economic Growth by developing big Corporates and MSME's

#### **INFRASTRUCTURE**

• IFCI Developed, Financed and Advised True India Infrastructure & Industry from Brick & Mortar to 4 G

#### **SYSTEMS**

• IFCI has created its own in-house IT & Management systems from original DFI to present NBFC complying all the RBI, SEBI and other regulations

#### VIBRANT DEMOGRAPHY

• IFCI has been a good corporate citizen by developing Institutions & Intermediaries of repute across India besides developing the bottom of the pyramid through its CSR activities in various states

#### **DEMAND**

 The Indian inherent demand generated has been met by participating with other Indian Developmental Financial Institutions and IFCI reaching millions of lives Financing and Managing Govt. Of India Schemes



#### NIP PROPELS - INDIA A BRIGHT SPOT IN THE EMERGING ECONOMIES

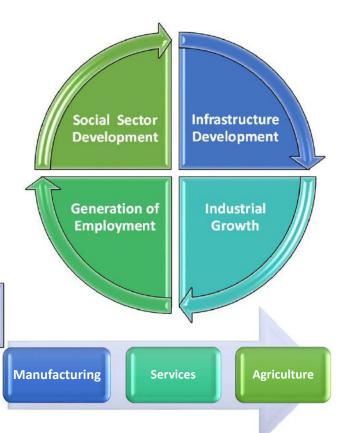
Post the Covid-19 catastrophe, the World Economic Order is expected to shift away from already sluggishly growing West.

India has a strong opportunity and a Bright Spot to shine amongst the Emerging Economies with China losing out on trust factor.

Infrastructure Development along with its integration with manufacturing sector will cause a multiplier effect to rebound to sustainable higher growth trajectory generation.

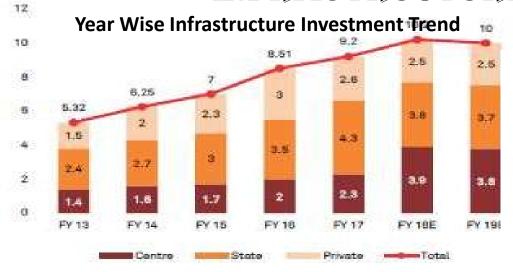
The total capital expenditure in infrastructure sectors in India during fiscals 2020-2025 is projected at Rs. 111 lakh crore.

The Recent Reforms & Policy Changes, strengthening of bank balance sheets, payoffs out of GST/IBC will help to rebound, as the pandemic factor starts easing.

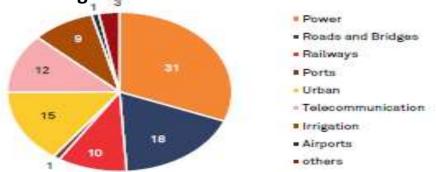




# INFRASTRUCTURE INVESTMENT IN INDIA



# Sector wise share (%) in infrastructure investments during fiscals 2013-2019



Infra Spending as % to GDP

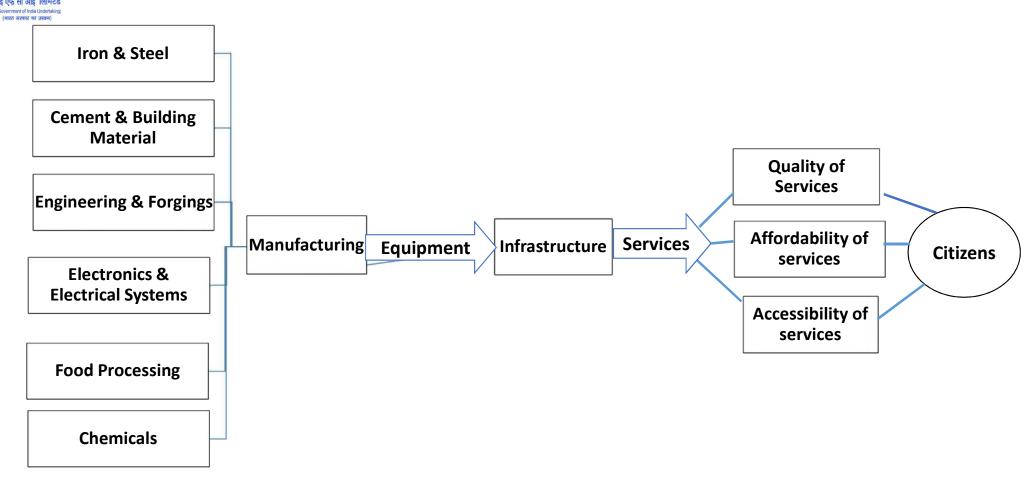


Source: National Accounts Statistics, 2018; National Transport Development Policy Committee (2014)

Source: Appraisal documents for five-year plans, CRIS estimates (Investments mentioned are at current prices)

- Power, roads and bridges, telecommunications, railways, irrigation and urban accounted for ~85% of the infrastructure investment in India during FY 2013-2019.
- The Centre and states are the major funding sources for sectors such as power and roads and bridges, with moderate participation from the private sector.

## MFCINTEGRATION INFRASTRUCTURE & MANUFACTURING ECOSYSTEM



### SKILL DEVELOPMENT AIDS EMPLOYMENT & JOB CREATION

### 21<sup>ST</sup> CENTURY SKILLED HUMAN RESOURCES & TECHNOLOGY FOR VISION & MISSION OF MAKE IN INDIA: POST COVID-19

#### **TECHNOLOGY**

- Use Effectively the Digital Technologies to provide the Citizens with all Infra Services and Industry Products at affordable prices and accessibility of health care and other urban & rural infra services.
- Make use of 2/3/4 G digital communication with IOT devices eco-system to connect services & products to enhance productivity and quality of services
- Effective IT platforms & applications using AI & Deep Machine Learning for making the good policies & regulations
- Digital Technology & AI to be used to enhance the Services & Products productivity but **not to REPLACE** Human Resources

#### **SKILLS & TALENT**

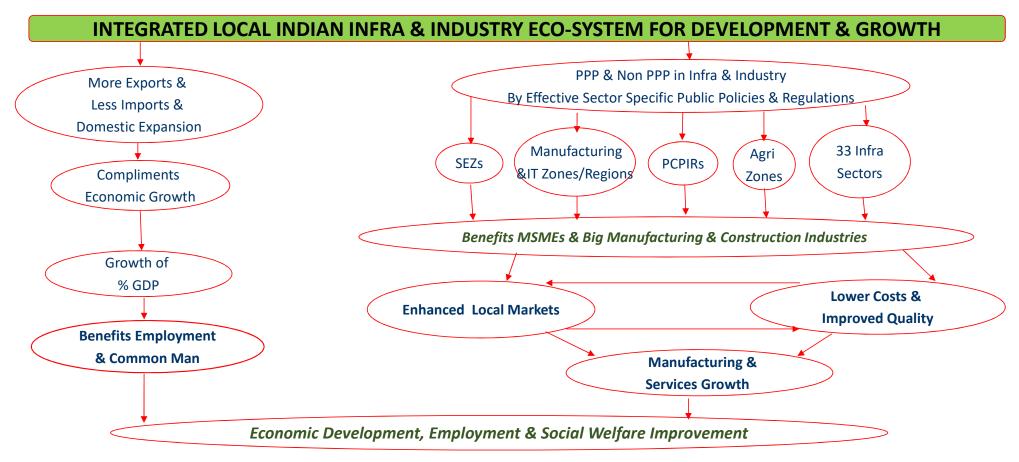
- Re-imaging & Re-engineering of Skill Development programmes for men and women to meet the new mixed public & private participated economy. More woman to be encouraged & trained in the rural and primary level of economy.
- Skill Development & Talent programmes re-designed to meet the Post Covid-19 Make In India new order of life
- Have more Skill Development Centres in Rural and Sub-Urban areas to have more inclusive participation by all

#### **STANDARDS**

- Move fast to implement Industry 4.0 standards to effectively use Digital Technologies for Smart Infra and Industry
- The New Industry 4.0 Standards with 4&5G, IoT's with AI and Machine Learning enhances the exports & domestic requirements with given effective policies and regulations



# INDIAN INFRASTRUCTURE & INDUSTRY ECOSYSTEM



IMPACT: Employment Creation, Capital Formation, Cheaper & Quality Products & Services, Boosting Consumption, Lower CAD



## SECTOR SPECIFIC POLICIES & REGULATIONS FOR SUSTAINABLE GROWTH

Policies: Holistic & Attractive to All Stakeholders

Regulations: Independent & Level Playing

**Good Governance** 

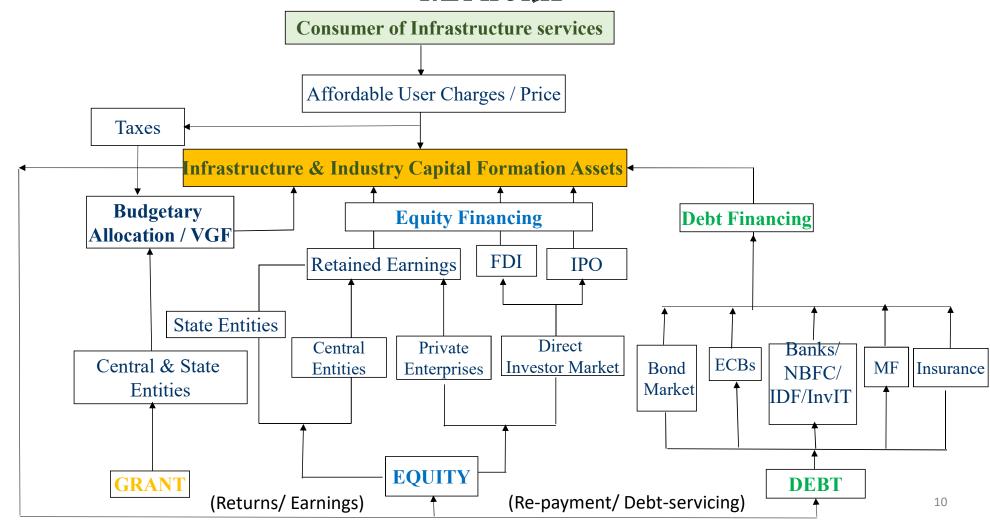
GDP Growth & Development

#### **Effective Policies & Regulations = Good Progress**

	E- Commerce & Logistics	Telecom	Ports	Roads	Airlines	Airports	Power	Urban Infra	Social Infra
Competition									
Private Participation									
Effective Regulation	•				•	•			
Policy									



# INFRASTRUCTURE & INDUSTRY CAPITAL FORMATION FINANCING NETWORK



# KEY INFARSTRCUTURE SECTORS

# CHALLENGES & STEPS FOR WAY FORWARD



# ENERGY AND POWER (1/2)



emment of India Hadertakinal					9 9	
Issues	Policy	Regulation	Taxes	Legal	Finance	Solution
<b>Conventional Power Generation</b>						
Power Offtake Concerns and Poor Domestic fuel Availability  • Large thermal capacity surplus without PPAs.	$\bigcirc$			$\bigcirc$		<ul> <li>Immediate attention to financial health of Discoms, compete removal of cross-subsidy &amp; penalty for load shedding</li> </ul>
<ul> <li>Lower domestic fuel availibity resulting in lower capacity offtake and load shedding</li> </ul>		$\odot$				<ul> <li>Timely clearances, use of technology to increase output per man-shift and improving evacuation infrastructure</li> </ul>
<ul> <li>Poor offtake putting downward pressures on PLF, which in turn adversely impacts financial position of IPPs.</li> </ul>					$\odot$	<ul> <li>Need Long Term Bond Finance</li> <li>Resolving stressed and stranded thermal assets</li> <li>Planning for technology retrofits</li> </ul>
<ul> <li>Non-honouring of earlier signed PPAs &amp; delay in revision of tariffs</li> <li>Coal mining sector to be opened up for private participation.</li> </ul>	$\bigcirc$	$\bigcirc$				<ul> <li>No Disruptive renegotiation of PPAs, post project commissioning</li> <li>Ensuring cost reflective tariffs &amp; timely revision in tariffs</li> <li>PPP model in coal mining to be operationalized speedily.</li> </ul>



# ENERGY AND POWER (2/2)



(भारत सरकार का उपक्रम)											
Issues	Policy	Regulation	Taxes	Legal	Finance	Solution					
Renewable Energy (RE)	Renewable Energy (RE)										
<ul> <li>Non availability of cheaper finance, aggressive bids, contract issues and tariff caps in auction</li> <li>Issues related to sanctity of contract &amp; delayed dispute resolution; non honouring of PPAs resulting in lower private participation.</li> <li>High dependence on imports for solar PV modules cells.</li> </ul>	$\odot$	<b>⊘</b>		<b>⊘</b>	<b>Ø</b>	<ul> <li>Rational bidding with project return focus, Remove tariff caps &amp; allow market mechanism to determine bid prices</li> <li>Ensuring Sanctity of contracts &amp; designing robust contract structure with bankable PPAs</li> <li>Disallow tariff renegotiation and PPA cancellation</li> <li>Develop solar manufacturing ecosystem to reduce imports.</li> </ul>					
Transmission & Distribution											
<ul> <li>Huge dependence on State Discoms &amp; lower Pvt participation</li> <li>Significant cash and AT&amp;C losses resulting in operational inefficiency of Discoms.</li> </ul>	Ø	$\bigcirc$				<ul> <li>Power distribution reforms to realign tariff with cost of supply, introduce direct benefit transfer, rework PPP model and work towards supply-retail separation.</li> </ul>					

**Related Manufacturing Sectors** 

Steel, Cement, Pipes, Cooling Tower, Electrical M/c's, Turbines & Electronics



# ROADS AND HIGHWAYS



Issues	Policy	Regulation	Taxes	Legal	Finance	Solution
Delay in achieving Financial Closure for new projects as banks risk averse to sector	$\odot$	$\odot$				Use of Capital generating financial instruments, increased use of InvITs and TOT & use of infrastructure debt funds funded through DFIs.
Limited appetite for PPP projects						Key reforms to attract private sector
Delays in approvals & clearances, resulting in slow pace of awarding new projects High land acquisition costs at around Rs. 2.38 crore per hectare		$\odot$			$\bigcirc$	<ul> <li>State involvement &amp; sharing of land acquisition cost &amp; Simplification of land acquisition rules</li> <li>Project clearance by ensuring "ease- of- doing" infrastructure</li> </ul>
Need for rapid Asset Monetization Huge project backlog with NHAI- due for asset monetisation	$\odot$					<ul> <li>Steps to be taken to expedite monetisation of roads by NHAI.</li> <li>Enabling NHAI to raise long term money</li> </ul>
Lack of road infrastructure maintenance leading to fatalities		$\bigcirc$				<ul> <li>Increased Investment in Technology- both for modes of payment and traffic management</li> </ul>

**Related Manufacturing Sectors** 

Heavy Engineering, Cement, Steel, cranes and related equipments

# RAILWAYS

ई एप	सी आई लिमिटेड						
Govern (भार	Issues	Policy	Regulation	Taxes	Legal	Finance	Solution
	Higher Operating Ratio leading to limited capability to generate internal resources					$\bigcirc$	Expedite the process for creating an independent regulator, establishing right pricing model & optimizing pricing mechanisms
	Limited private sector participation		$\bigcirc$				Prioritisation of projects for development and key reforms to attract private sector like establishing railway development authority as the independent regulator.
	Loss of Passenger share to airlines & Independent regulation of passenger and freight fares.		<b>(</b>				Customer centric approach-providing high quality amenities to improve customer experience & Focus on core activities i.e. running of passenger and freight trains. Non core activities may be outsourced to private player
	Limited focus of safety and security aspects, Lack of station development	$\odot$					Increased Investment in to ensure safety and security.

**Related Manufacturing Sectors** 

Heavy Engineering, Cement, Steel, cranes and related equipment

**SIFC** 

AIRPORTS & AIRLINES



आई।	फ सी आई लिमिटेड						
A Go	Issues	Policy	Regulation	Taxes	Legal	Finance	Solution
	Mandatory route dispersal guidelines	0					Demand-Supply and auction driven awards of route under Regional Connectivity Scheme (RCS)
	Tax Burden on ATF			$\bigcirc$		$\bigcirc$	Tax Reforms like bringing ATF under GST
	Absence of in-house Maintenance, repair and overhaul (MRO) facility,	$\bigcirc$					Taking steps for developing India as an MRO hub though PPP.
	Lower Private Participation			$\odot$			Providing Viability Gap Funding (VGF) or grants for PPP at smaller cities & encouraging higher pvt. collaboration
	Minor Airports- Non Aviation Monetisation		$\Diamond$				Liberal FDI policy, enhanced adoption of new technologies& incentives to boost regional connectivity.
	Delays in capacity enhancement		$\odot$				Curate a project prioritisation list and framing civil aviation policy for ease of implementation

Related Manufacturing Sectors

Steel, Cement, Electricals, IT, Air Conditioning Conveyer system, SEZ, Hotels, Construction and logistics.



# PORTS & SHIPPING

vernment of India Undertaking						
Issues	Policy	Regulation	Taxes	Legal	Finance	Solution
Overcapacity has decreased existing capacity utilization	$\odot$					Prioritisation of projects under Sagarmala with emphasis on
Lack of operational autonomy of major ports		$\bigcirc$				Operationalizing the Major Ports Authority Act
Higher Logistics cost, turn around time and low output per berth.					$\bigcirc$	Setting up of fully mechanized cargo handling infra. Use of robots for packing, delivering, inspection and data analytics to monitor logistics.
Lower share of inland waterways for both passenger and freight movement, which is at nascent stage.	$\odot$					<ul> <li>Navigable Route development</li> <li>Enhancing last mile connectivity and development of industrial corridors</li> </ul>
Lack of Multimodal Connectivity- to shift from existing unimodal approach.	<b>Ø</b>	$\bigcirc$				Regulatory reforms to develop Indian ports as transhipment hub

Related
Manufacturing Sectors

Heavy Engineering, Cranes & related equipments, Paints, Steel and Cement



# URBAN INFRASTRUCTURE



overnment of India Undertaking						<b>一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个</b>
lssues	Policy	Regulation	Taxes	Legal	Finance	Solution
<ul> <li>Rapid growth has exacerbated gaps in delivery</li> <li>Land availability &amp; availability of adequate finance in housing</li> </ul>		$\odot$		$\odot$		<ul> <li>Specific policy related measures for slum redevelopment and land pooling</li> <li>A new tenancy law to promote rental housing &amp; Financial Engineering like "rental-cum-ownership-housing"</li> </ul>
Slower adoption of innovative financing mechanisms	$\bigcirc$				$\odot$	<ul> <li>Viable, specialised SPVs to promote smart city services using innovative financing model at the local level such as impact investing and Blue bonds</li> <li>Development of PPP model to limit the revenue risk for private players and giving them more flexibility.</li> </ul>
Improper waste management and high slum population		$\odot$				Developing decentralized water & sewage system
Inefficiencies of Urban Local Bodies-ULBs institutionally and financially incapacitated.					$\odot$	Technology intervention-steps for enhancing operational efficiency through digitisation

**Related Manufacturing Sectors** 

Cement, Steel, Engineering, Interiors, Electricals & Logistics



# TELECOM-DIGITAL INFRASTRUCTURE



Issues	Policy	Regulation	Taxes	Legal	Finance	Solution
<ul><li>Broadband Connectivity</li><li>Spectrum</li><li>Interconnection Usage charge</li></ul>	0	$\odot$				Holistic policy design to ensure spectrum pricing leading to sustainable services at affordable prices & strengthening BharatNet as Digital India campaign part.
Right of Way Issue	0					Creation of collaborative institutional mechanism between the Centre, state and the local bodies for common right of way, standardisation of cost and timelines.
Stress in telecom services sector - Declining/negative financial performance parameters			$\bigcirc$			Tax incentives/exemptions/minimisation of overall taxation may be provided to ensure enabling environment for developing high data centric digitial infrastructure
Limited penetration of data centres due to stringent measures and complex processes		$\odot$			<b>(</b> )	Increase investments in digital infrastructure for increased penetration of voice and data volumes.

**Related Manufacturing Sectors** 

Electronics, Cement, Steel & Information Technology



# IRRIGATION

(भारत सरकार का व्यवस)						
Issues	Policy	Regulation	Taxes	Legal	Finance	Solution
Low focus on efficient methods of irrigation for ensuring efficient use of water						<ul> <li>Emphasis on Micro irrigation cover and switch from traditional method such as tank and canal irrigation to drip and sprinkler irrigation to ensure efficient use of scarce water resource.</li> <li>Encouraging private investment in micro irrigation</li> </ul>
Underutilisation of irrigation potential		$\bigcirc$				Participatory irrigation management (PIM) by ensuring farmer and Govt agencies participation to efficiently carry out critical O&M tasks.
Rising costs of new scheme and land area based pricing scheme					$\bigcirc$	<ul> <li>Shift to water-quantity volumetric based pricing</li> <li>Subsidising water upto a threshold level</li> </ul>

**Related Manufacturing Sectors** 

Food Processing, Cement, Steel, Engineering and Forgings



# RURAL INFRASTRUCTURE



Issues	Policy	Regulation	Taxes	Legal	Finance	Solution
<ul> <li>Housing</li> <li>Land Availability</li> <li>Inadequate Financing</li> <li>Legal Constrains-Absence of clear land title</li> </ul>		<b>(</b>		$\bigcirc$		<ul> <li>Boosting rural affordable housing</li> <li>Monetization of unused/non core asset of sick/loss making PSUs.</li> <li>Setting up of affordable housing fund in National Housing Board (NHB).</li> <li>Land Pooling</li> </ul>
<ul> <li>Water Supply &amp; Sanitation</li> <li>Poor condition of rural road network</li> <li>Limited accountability &amp; lack of institutional capacity</li> <li>Low project viability due to limited paying capacity for rural population</li> </ul>		$\bigcirc$		$\bigcirc$	<b>⊘</b>	<ul> <li>Improving condition of roads under PMGY &amp; adoption of Rural Road Maintenance Policy</li> <li>Improving Coverage of basic civic amenities-Augmenting capacity of local PWD team</li> <li>Improving supply of drinking water</li> </ul>

Related Manufacturing Sectors

Cement, Steel, Engineering, Logistics & Electricals

# MFC AGRICULTURE & FOOD PROCESSING INFRA 🌉

ाई एफ सी आई लिमिटेड				TPO		FOOD PROCESSING
Issues	Policy	Regulation	Taxes	Legal	Finance	Solution
<ul> <li>Insufficient market infrastructure</li> <li>Inadequate storage/warehousing space for perishable produce, resulting in large post-harvest losses.</li> <li>Inadequate availability of Working Capital finance for farmers</li> </ul>					<b>⊘</b>	<ul> <li>Expediting adoption of model Agricultural Produce &amp; Livestock Marketing Act</li> <li>More warehouses for perishable produce are needed.</li> <li>Operationalisation of the Agri Infra Fund of Rs. 1 Lakh Crore as announced by the Hon'ble Finance Minister.</li> <li>Adequate WC finance may be made available to the farmers.</li> </ul>
Ineffective cold chain Management resulting in huge waste of horticulture produce.		$\bigcirc$				<ul> <li>Addressing gaps in cold storage infrastructure by building packaging and processing units near farms and using refrigerated transportation to reduce wastage.</li> </ul>
<ul> <li>Insufficient grading &amp; certification infrastructure</li> <li>Insufficient processing of agriculture produce</li> </ul>						<ul> <li>Increased adoption of hybrid and improved seeds to further improve crop productivity.</li> <li>Strengthening research and seed testing facilities and higher adoption of latest machinery.</li> </ul>

**Related Manufacturing Sectors** 

Cement, Steel, Engineering and Forging, Logistics & Electronics

# SOCIAL INFRASTRUCTURE-EDUCATION & HEALTH OF THE STRUCTURE OF THE STRUCTURE



Issues	Policy	Regulation	Taxes	Legal	Finance	Solution
<ul> <li>No universal access to quality healthcare, suboptimal infrastructure, low per capita spend on Health</li> <li>India's GDP spend on healthcare has been only 1.28% of GDP.</li> <li>Sub-optimal immunisation levels</li> </ul>					<b>⊘</b>	<ul> <li>Holistically addressing health including prevention, promotion and ambulatory care</li> <li>Upgrading existing government healthcare facilities</li> <li>Increase the public expenditure on health to atleast 2.5% of GDP</li> <li>More emphasis on Mission Indradhanush to ensure full immunization cover.</li> <li>Setting up new medical colleges on PPP structure</li> </ul>
<ul> <li>Inadequate higher education infrastructure</li> <li>Lower Gross-enrolment ratio and pupil-teacher ratio (PTR)</li> </ul>		$\bigcirc$				<ul> <li>Increase public expenditure on education and develop institutions of standards of world-class academic institutions</li> <li>Reforming Higher Education Funding Agency (HEFA)</li> </ul>

Expeditious & Systematic Operationalisation of the Viability Gap Funding of Rs.8,100 crore, as proposed by the Hon'ble Union Finance Minister in the recently announced Economic Package, would help resolve major bottlenecks in the social sector.

**Related Manufacturing Sectors** 

Cement, Steel, Engineering and Forging, Logistics & Electronics

# KEY MANUFACTURING SECTORS (AUGMENTING INFRA SECTORS)

# CHALLENGES & STEPS FOR WAY FORWARD



# STEEL & FORGINGS



	Issues	Policy	Regulation	Taxes	Legal	Finance	Solution
•	Cyclical Demand: The demand to contract further as COVID 19 pandemic culls end use.	$\bigcirc$			$\Diamond$		<ul> <li>Policy reforms such as import duty, anti-dumping and safeguard duty of iron &amp; steel items</li> </ul>
•	Huge Capital Investment being a capital intensive sector					$\bigcirc$	Right Adoption of emerging technologies, Artificial Intelligence and IoTs (Internet of
•	Domestic Fuel Availability- Coal sector to be opened up.	$\bigcirc$					things), Robots Drones • Ensuring adequate fuel supply
•	Poor Quality of coal with high ash content		$\odot$				by way of speedy implementation of coal sector reforms.
•	Huge Environmental concerns- As it is one the biggest		$\bigcirc$				Using energy-efficient methods to produce steel
	consumer of electricity.						Usage of pet coke as fuel can be explored.
•	Use of low grade steel for forging and castings						<ul> <li>Local tech to be developed to meet steel demand of specialized forging &amp; casting for heavy industry and defence.</li> </ul>



# ELECTRICAL & ELECTRONICS



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Gover (भा	Issues	Policy	Regulation	Taxes	Legal	Finance	Solution	
	Supply Chain related issues- poor supply chain base for components and accessories		$\bigcirc$				Develop of supply chain for manufacture of electronic products with higher domestic value addition	
	Inadequate components manufacturing base and High Tax base	$\bigcirc$		$\bigcirc$			<ul> <li>Incentivising high capital intensive manufacturing capabilities through schemes/ incentives for funding capital</li> </ul>	
	High Transaction costs, complex administrative processes and infrastructural deficiency	$\odot$					<ul> <li>expenditure</li> <li>Focus on Localised Components         Manufacturing as the same is the highest employment generator in the Electronics Value Chain     </li> </ul>	
	Limited design capabilities and focus on R&D by the industry, and Inadequacies in skill development		$\bigcirc$			<b>⊘</b>	<ul> <li>The focus on R&amp;D through the schemes such as SPECS.</li> <li>IoT ecosystem has to be developed.</li> <li>Fab manufacturing facilities for bulk production</li> <li>High end medical electronics using SPECS and PLI schemes.</li> </ul>	



# **CEMENT**



(A G	Issues	Policy	Regulation	Taxes	Legal	Finance	Solution
•	Tax component on cement industry is almost 55-60% on ex-works selling price			$\odot$			Optimizing and simplifying the tax structure
•	The logistic cost component for raw material and finished goods is about 30% of the exworks selling price		<b>⊘</b>				<ul> <li>Develop a safety rating system for drivers (similar to Bureau of Energy Efficiency (BEE) energy rating system; Ministry of Transport may consider developing a rating system for drivers/logistics providers, etc.</li> <li>Development of waterways for bulk transportation of clinker</li> </ul>
•	High energy consumption, Coal price variation and high cost					$\bigcirc$	<ul> <li>Energy efficiency and use of clean energy &amp; increased use of renewable energy in manufacturing units</li> </ul>
•	Industry consists mostly of regional players, rather than national ones		$\odot$				Integration of supply chain leading to national brands



# **CHEMICALS**



Issues	Policy	Regulation	Taxes	Legal	Finance	Solution
<ul> <li>Inadequate infrastructure facilities</li> <li>High costs of basic raw materials like natural gas and crude oil</li> <li>High cost of capital :need for technological modernisation of its facilities.</li> <li>High level of fragmentation and small scale barring a very few players is a big challenge</li> </ul>	$\odot$				<b>⊘</b>	<ul> <li>Incentivise focus on R&amp;D to innovate processes to synthesise quality products cost effectively.</li> <li>Improving R&amp;D is seen as the most critical imperative for chemical sector.</li> <li>Govt. should facilitate the formation of an 'aggregator' to accumulate products and market them globally.</li> <li>Development of domestic capacity to reduce dependence on imported raw material</li> <li>Speedy operationalization of bulk drug schemes</li> <li>Setting up of bulk drug parks</li> </ul>



# FOOD PROCESSING

	Issues	Policy	Regulation	Taxes	Legal	Finance	Solution
•	Ineffective cold chain Management		$\odot$				<ul> <li>Steps to be taken for implementing a comprehensive national logistics policy</li> </ul>
•	Lack of post-harvest storage facilities	$\bigcirc$					Developing integrated end-to –     end logistics and setting up of     multi-modal logistics park
•	Insufficient processing of agriculture produce.						Emphasis on value addition in agricultural commodities
•	Poor Adoption of Quality Standards		$\bigcirc$				<ul> <li>Upgrading existing Gramin</li> <li>Agricultural markets to act as</li> </ul>
•	Lack of suitable infrastructure to handle both quantity and quality of agriculture produce.		$\bigcirc$				centre for direct purchase of agriculture produce.



# KEY FOR ACHIEVING US\$ 5 TRILLION ECONOMY AND MAKE IN INDIA

DEVELOPMENT & FINANCING OF INTEGRATED INFRA & MANUFACTURING SECTORS

A NEED FOR REVIVAL OF DEVELOPMENT FINANCIAL INSTITUTIONS



#### NEED FOR DFI TO ACT AS A CATALYST FOR ECONOMIC GROWTH





Infra & Industry Project Funding is a major chunk of NPA for banks

**Encourage Banks to take exposure in Operational Projects & provide working capital during Construction** 

DFI has the Risk taking ability due to the expertise





Infra & Industry project appraisal & financing by way of long term funds and project bonds through existing Specialised Financial Institutions & DFI





Development of Bond Market & Equity Market for Refinancing

Market Making of Bond Market – To grow depth and breadth of the market through dedicated FI's and Banks



### INFRA & INDUSTRY FINANCING: CONVENTIONAL & INNOVATIVE

#### **Normal & Conventional Project & Corporate Finance**

 By way of long term debt from DFI's, FI's, NBFC, NIIF, IDF's and Banks and Bonds & NCDs from Capital Markets

#### **Structured Finance**

• Sub debt, Mezzanine debt, Subordinate debt, Equity, Quasi-equity, IPO

#### **Innovative Financing Instruments**

 Credit Enhancement (CE) (improved credit rating of projects in construction phase, facilitating funding at low risk/cost); CE & Take-Out financing after project implementation; Infra Debt Funds (IDFs); Infra Investment Trusts (InvIts); and Real Estate Investment Trusts (REITs).

#### **Bonds/NCDs – Domestic and Foreign Funds**

• Taxable & Tax-free Bonds; Forex from MNC Banks, MLA's, ECB's, Regulation-S forex currency bonds; Sec- 144A forex currency securities, Wealth Funds and Green financing.



#### DFI THE NEED OF THE HOUR TO CATALYSE DEVELOPMENT FINANCING OF INFRA & MANUFACTURING

#### Project & Corporate Finance

- Projects Appraisal
- Medium & Large Infra & Manufacturing **Industries**
- Long Term Finance
- Credit **Enhancement&** Take out Financing
- Structured Products
- Flexi Debt Servicing - cash flow mapping the repayment

#### **Innovative** Finance

- Facilitate issue of **Bonds by Projects**
- Credit Enhancement (CE)
- Take Out Finance (TOF)
- Bonds Market Making
- CE&TOF
- IDF's
- InVIT
- Sub & Mez Debt
- Green Bonds

#### Securitisation Market

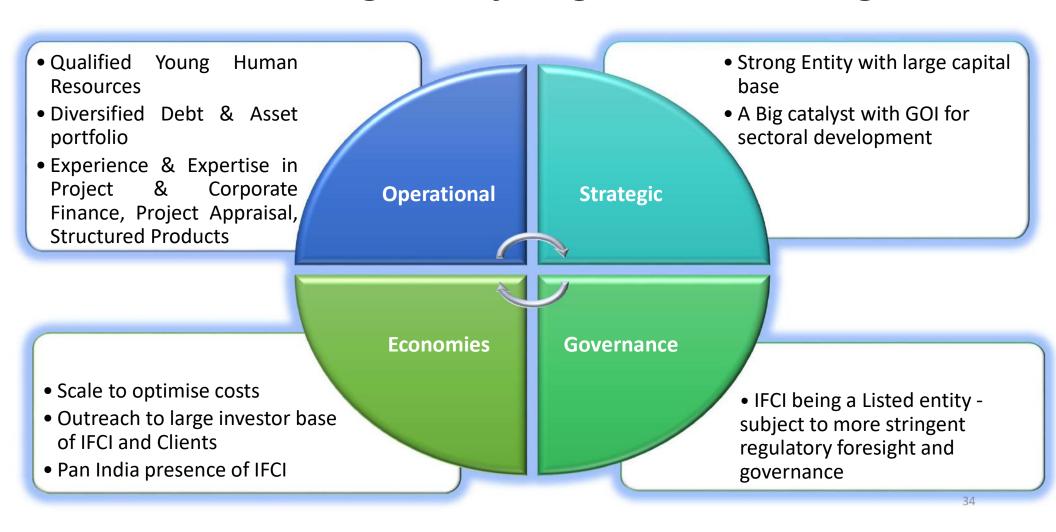
- Securitisation of long term cash flows
- Market Making
- Insurance Products

#### Investment Banking

- Project Structuring
- Financial Structuring
- Advisory Services
- Debt & Equity **Placement**

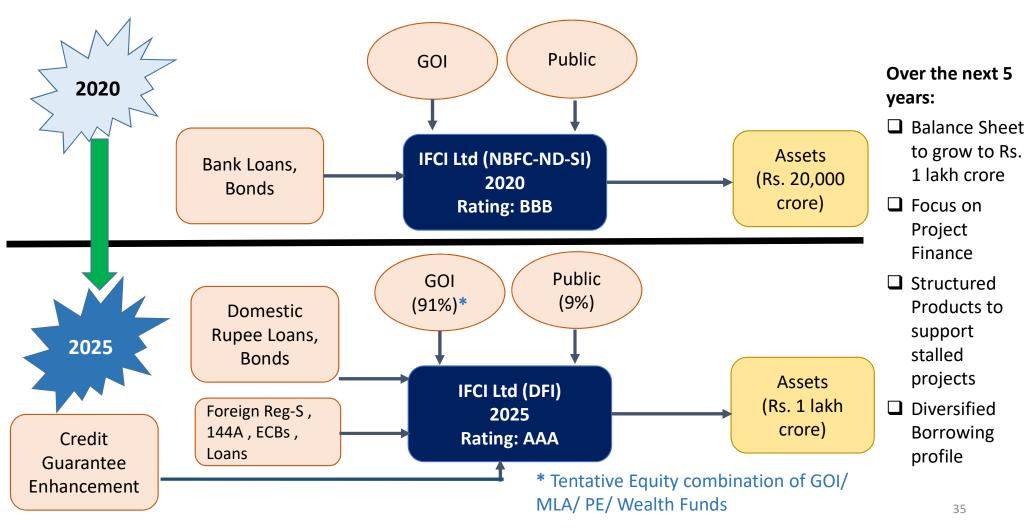


# **IFCI Having The Synergies For A Strong DFI**



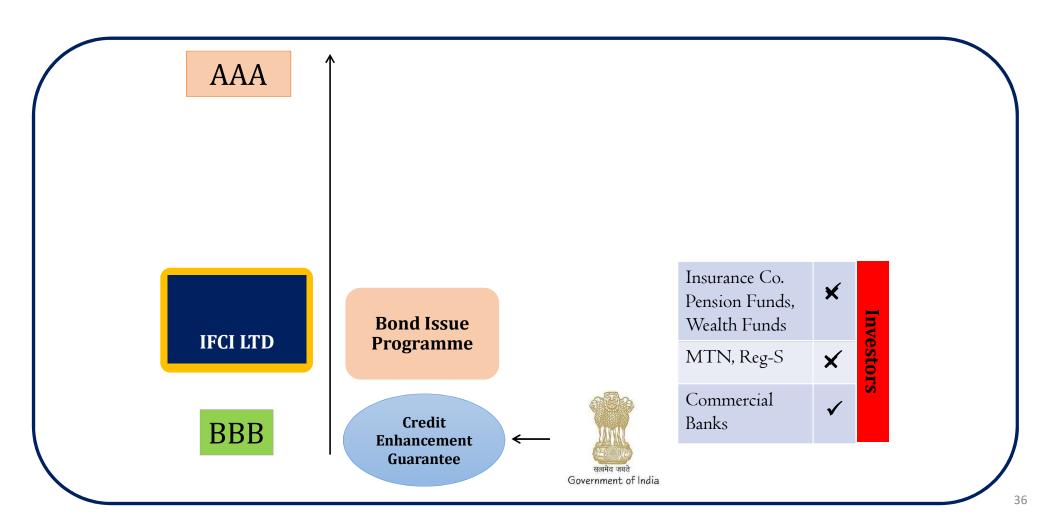


# Scope & Path For Re-Converting IFCI Back Into A DFI





## **Credit Enhancement Model To Facilitate IFCI Long Term Borrowings**





#### Why IFCI Important To Inclusive Indian Economy: Its Unique Advantages



Experience & Expertise



Equity Structure



Liability Structure



Business Profile

History of DFI

Equity Base can be enhanced by inviting MLAs

Diversified Debt Resource Profile Medium & Long Term Project & Corporate Finance

70 years of Experience & Expertise in Project & Corporate

Large Investors base, SEBI and RBI covered Large Investor base for public & private bonds

Designing
Structured
products, coparticipation

Established Structure & Organisation Framework.

Finance.

Can Leverage Equity for market debt

Proven experience to raise cost effective debt

Advisory Services Expertise

- > IFCI has a proven history serving as a DFI with established organisation structure, qualified and experienced young workforce.
- > IFCI may be re-converted easily back into a DFI to support the Infrastructure and Industry





#### IFCI Ltd.

(In Development of the Nation, Since 1948)

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