



Indian Investors Intelligence Report

The Austrade Trade Commission (Austrade) invites you to subscribe to a report focused on the growing inward investment opportunities from India into Australia

India and its growing investment interests in Australia

According to the United Nations Conference on Trade and Development (UNCTAD) World Investment Report 2008, Indian foreign direct investment (FDI) outflow increased more than four times from USD 2.9 billion in 2005 to USD 13.6 billion in 2007, enhancing India as a major player in global FDI outflow. According to the Reserve Bank of India (RBI), the total outward investment from corporate India rose 29.6% to USD 17.4 billion in 2007-08.

KPMG (2007) estimates Indian investment into Australia at more than AUD 1 billion, ranking Australia as the ninth significant destination for Indian foreign direct investment. Indian interests in Australia focus on sectors including information technology, resources, infrastructure and manufacturing. Interest from Indian investors is also expanding into financial services, biotechnology, clean energy, tourism and hospitality.

The increasing trend of investments and acquisitions by Indian companies in Australia presents significant opportunities for Australian banks and financial institutions, legal firms, consulting companies, and other support services to facilitate investment projects as the investment ambitions of Indian corporations continues to grow.

What will the India Investors Intelligence Report offer?

Austrade – the Australian Government international trade and investment promotion agency aims to maximize the benefits of foreign direct investment (FDI) into Australia by supporting Australian companies to identify and link into upcoming investment opportunities. This report presents current market intelligence that includes:

- An overview of Indian foreign direct investment trends by industry
- Profiles of Indian companies deemed to be high potential prospects for future investment into Australia

Subscription is open to Australian organizations seeking investment partnerships and offering investment services.



Objectives of the Report

The Indian Investors Intelligence Report and subsequent updates provides intelligence on potential inward investment prospects and potential projects from India for Australian companies to consider. The objectives of this report are to:

- Build a substantive depth of market intelligence on Indian investors and their potential investment interests in Australia.
- Provide pertinent and current information on over 100 pre-qualified Indian companies deemed to have high potential for investment into Australia.
- Strengthen information gathering and dissemination of information to subscribers of upcoming Indian investment focused delegations to Australia.
- Advise subscribers on suitable marketing platforms to attract investment into Australia.
- Increase awareness of the technical assistance and support available from Austrade through its network in India and the sub-continent to:
 - Identify, introduce and manage stakeholder relationships with potential Indian investors
 - Represent the business interests of Australian companies to potential Indian investors.
 - Provide advice and early notice on relevant industry and Austrade-supported events, delegations and market visits between India and Australia.
 - Provide introductions to Indian based international and multi-lateral agencies including industry associations and business chambers.

About the Report

Drawn from a pan-India survey undertaken by Austrade, this first report profiles over 100 of India's leading organizations with a focus on companies with high potential to invest into Australia. The report includes information aimed to assist Australian service providers increase their awareness of upcoming investment interest in Australia from India. This report includes:

- A pan-India survey of leading organizations in India and resulting profiles of pre-qualified companies seeking to expand their business internationally.
- A database of 100+ potential investors across a range of industry sectors
- Focus on industry sectors with highest investor potential:
 - Information and Communication Technology (ICT)
 - Banking, Financial Services, and Insurance (BFSI)
 - Mining and Resources
 - Pharmaceuticals and Biotechnology
 - Clean Energy and the Environment
- Relevant Indian investment information
 - Overview of Industry sectors
 - Company profiles including information on domestic and international operations
 - Contact details



Benefits to Subscribers

Annual subscription of AUD 2000/- entitles subscribers to:

Publications

Subscribers to receive:

- Two bi-annual reports with profiles of pre-qualified potential Indian investor organizations;
- Four quarterly newsletters comprising updates on the Indian market including: analysis of the regulatory, economic, and financial environment and commentary on Indian investor sentiment, media articles on Indian organizations, industry chambers and other relevant organizations, information on Government programs to support offshore research and development, innovation and investment activities.
- Market alerts on key industry and company developments as they arise.

Access to In-market Assistance and Networking Opportunities

Austrade provides in-market support through a range of services delivered by its extensive network across South Asia. To support market visits by Australian companies to explore and develop relevant business opportunities, Austrade delivers a range of services including:

- Introductions to Indian investor organizations, industry contacts and other support service providers.
- Access to strategic partners, Government officials and industry networks across India.
- Representation of subscribers at national and international investment fairs and other platforms.

(Services are delivered in accordance with the Austrade client service policy.)

Knowledge Sharing and In-market Promotion

Subscribers will also benefit from:

- Advice on promotional activities, investor market-visits to Australia, and missions and delegations between Australia and India.
- Ongoing representation of your business interests to relevant Indian investors, industry bodies and government departments.
- Associated media and promotional activities generated by Austrade through 'Utsav Australia' marketing initiatives and branded website (www.utsavaustralia.in)

Utsav Australia

Utsav Australia (*Celebrate Australia*) is an Australian Government initiative to expand Australia's commercial engagement with India. Utsav Australia is a sustained marketing and promotions program aimed to raise awareness of Australian business and industry amongst the Indian business community. Utsav Australia highlights Australian capability and showcases Australian expertise across a wide range of sectors to further strengthen Australian exports to India and inwards investment into Australia from India.

Who should subscribe?

- Australian State, regional and city based investment promotion agencies
- Australian banks, financial Institutions, funds managers and accounting firms
- Corporate Finance and Business Advisory organizations (M&A, JV, Greenfield, Brownfield)
- Consulting and Service providers (legal firms, migration services)
- Australian corporations seeking partnerships, investment and M&A opportunities



Subscribe Now...

To subscribe and receive a copy of the Austrade "Indian Investors Intelligence Report" (Edition 2009) with the initial intelligence and database of 100+ potential Indian investor organizations, please fill in the attached form and fax / email to Madhur Aggarwal on +91 11 4149 4491/ Madhur.aggarwal@austrade.gov.au. Subscription provides all information in digital PDF format on a quarterly basis over a 12 month period. Please note, upon payment this membership form becomes an invoice.

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Enquiries

For any queries, please contact:

India

Mahesh Rathod

Austrade - Mumbai

T +91 22 6669 2025

F +91 22 6669 2005

E mahesh.rathod@austrade.gov.au

India

Madhur Aggarwal

Austrade - New Delhi

T +91 11 4149 4396

F +91 11 4149 4491

E madhur.aggarwal@austrade.gov.au

Australian Trade Commission: www.austrade.gov.au | www.utsavaustralia.in

