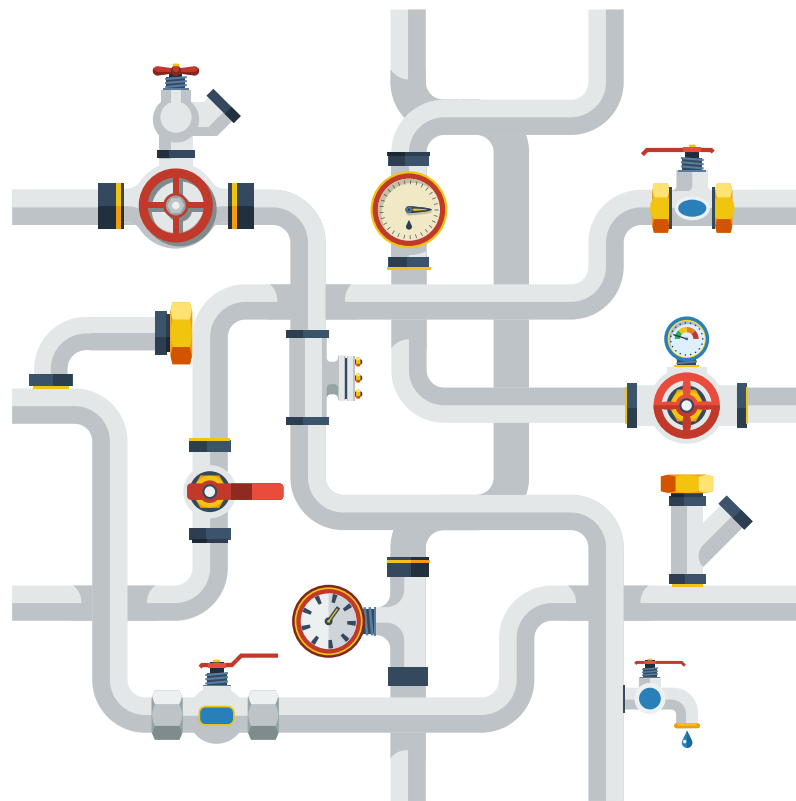

WATER INFRASTRUCTURE SECTOR IN INDIA

2020



THE TIME IS NOW

Driven by a proactive administration, India is the only trillion-dollar economy to be ranked among the top 5 fastest growing economies in the world.

With infrastructure investments planned of over US \$4.5 trillion up to the year 2040, the Indian economy is a very potent market for global businesses to establish their presence across industries.

The Indian market has probably never been as conducive to investment and growth in the Infrastructure sector. But with this opportunity comes a fair amount of challenges - from regulatory and compliance to operational and financial.

Therefore, it is critical to start from a position of strength to make the most of the propositions in store.



METRO AND RAILWAYS



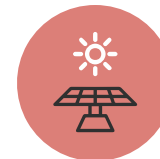
PORTS AND SHIPPING



WATER AND SMART CITIES



ROAD TRANSPORT AND HIGHWAYS



RENEWABLE ENERGY

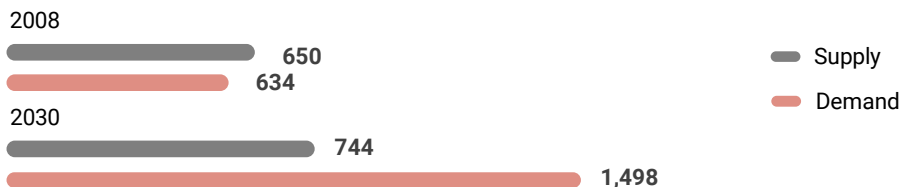


AIRPORTS AND TRANSIT HUBS

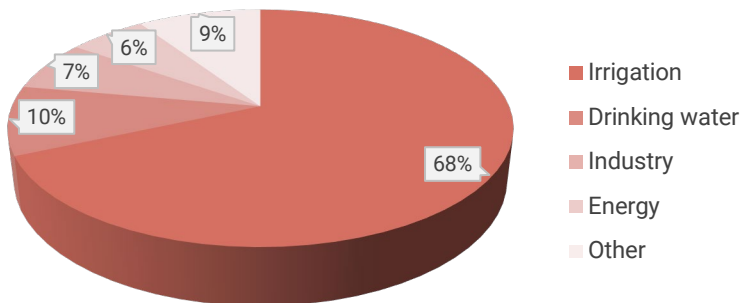


THE INDIAN WATER CRISIS

BY 2030, WATER DEMAND WILL EXCEED SUPPLY (mt³)



SECTOR-WISE WATER DEMAND



India is suffering from the worst water crisis in its history. The country is categorized as “**water stressed**”, with an annual per capita water availability of 1,545 meter cube.

Being an agrarian country, irrigation is the single largest consumer of water in the country, followed by municipal and industrial sector.

There is an imperative need of:

- **Water conservation technologies**
- **Recycling wastewater**
- **Improving irrigation and agricultural practices**
- **Developing efficient desalination plants**
- **Improving water harvesting**
- **Improving distribution infrastructure**



WAVES OF OPPORTUNITIES



AGRICULTURE SECTOR

More than 80% of India's total water usage goes to agriculture. Over 50% is sourced from underground and the effects of climate change are increasing the stress on depleting water resources. Additionally, leakage in distribution systems, treatment, and discharge is also a big concern



MUNICIPAL SECTOR

Less than 20% of wastewater is treated before being discharged into surface drains. Due to the urban population's growth rate, cities will be overrun with untreated water and it is a problem that needs to be addressed



INDUSTRIAL SECTOR

Only 60% of all the industrial wastewater produced in the country gets treated. Due to industrialization growth, it is imperative to narrow the gap between wastewater generated and the amount treated



THE CHALLENGES

600 million

India's urban population by 2031

USD 270 billion

Needed for piped water supply to all houses

USD 6.5 billion

Investment opportunity in available tenders

300+

Water infrastructure projects

110+

EPC Contracts in initial planning phase

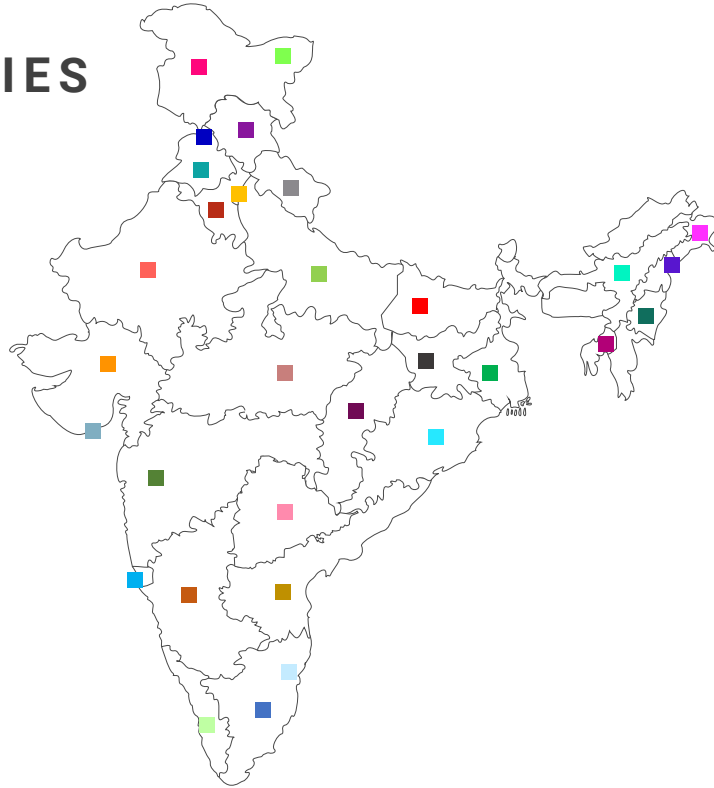
USD 1.9 billion

Investment opportunity in EPC Contracts

Ownership of all the projects is under the Government of India; and these projects are executed under different schemes such as Smart City Mission, AMRUT, Housing for All, etc.



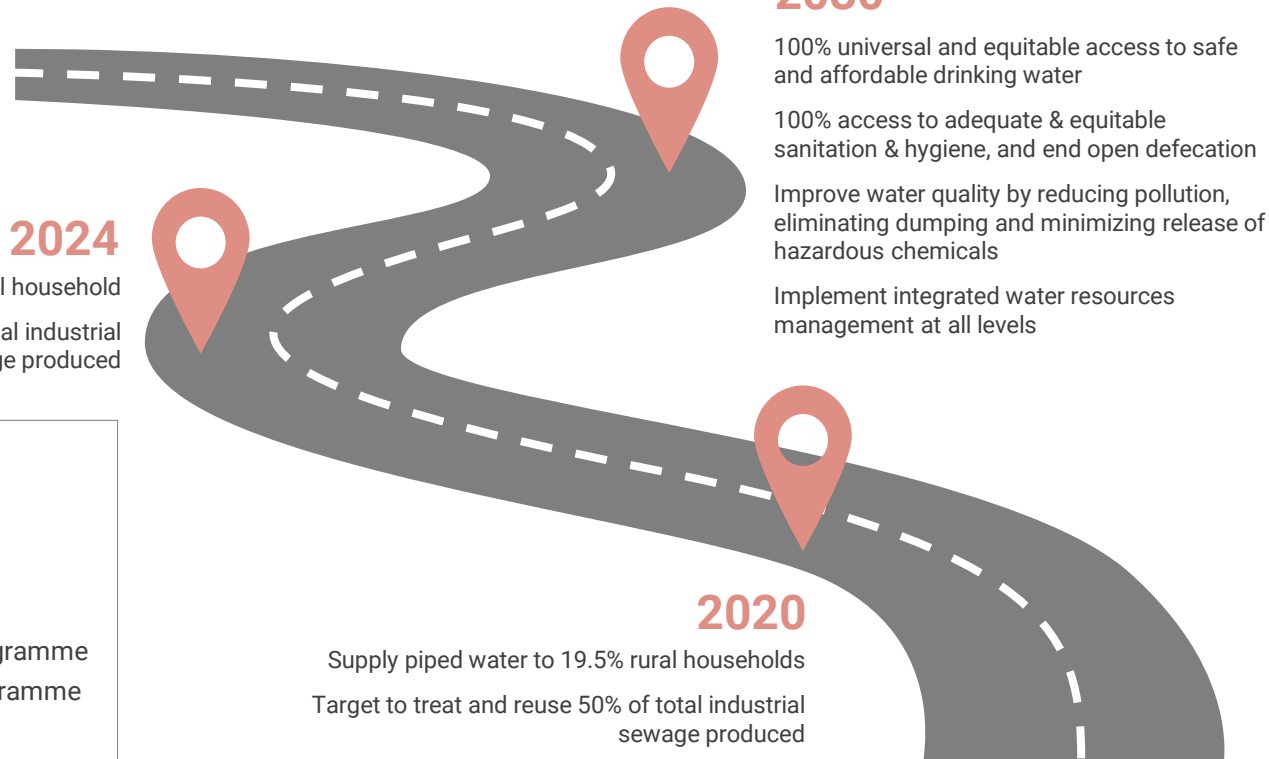
STATE-WISE OPPORTUNITIES FOR WATER INFRA PROJECTS



State	No. of Projects	Worth of Projects
Maharashtra	66	\$ 3490m
Uttar Pradesh	28	\$ 320m
Bihar	28	\$ 250m
Andhra Pradesh	23	\$ 220m
Chhattisgarh	21	\$ 30m
Tamil Nadu	19	\$ 320m
Andaman & Nicobar	3	\$ 10m
Arunachal Pradesh	6	\$ 5m
Assam	18	\$ 330m
Chandigarh	4	\$ 70m
Daman & Diu	3	\$ 4m
Delhi	5	\$ 10m
Goa	3	\$ 10m
Gujarat	8	\$ 80m
Haryana	4	\$ 4m
HP	7	\$ 140m
Jammu & Kashmir	5	\$ 40m
Jharkhand	5	\$ 40m
Karnataka	9	\$ 50m
Kerala	10	\$ 100m
Ladakh	3	\$ 1m
Madhya Pradesh	10	\$ 160m
Manipur	3	\$ 4m
Nagaland	4	\$ 10m
Odisha	11	\$ 410m
Puducherry	6	\$ 4m
Punjab	6	\$ 40m
Rajasthan	12	\$ 130m
Telangana	7	\$ 30m
Tripura	3	\$ 1m
Uttarakhand	4	\$ 20m
West Bengal	6	\$ 165m



GOVERNMENT SCHEMES

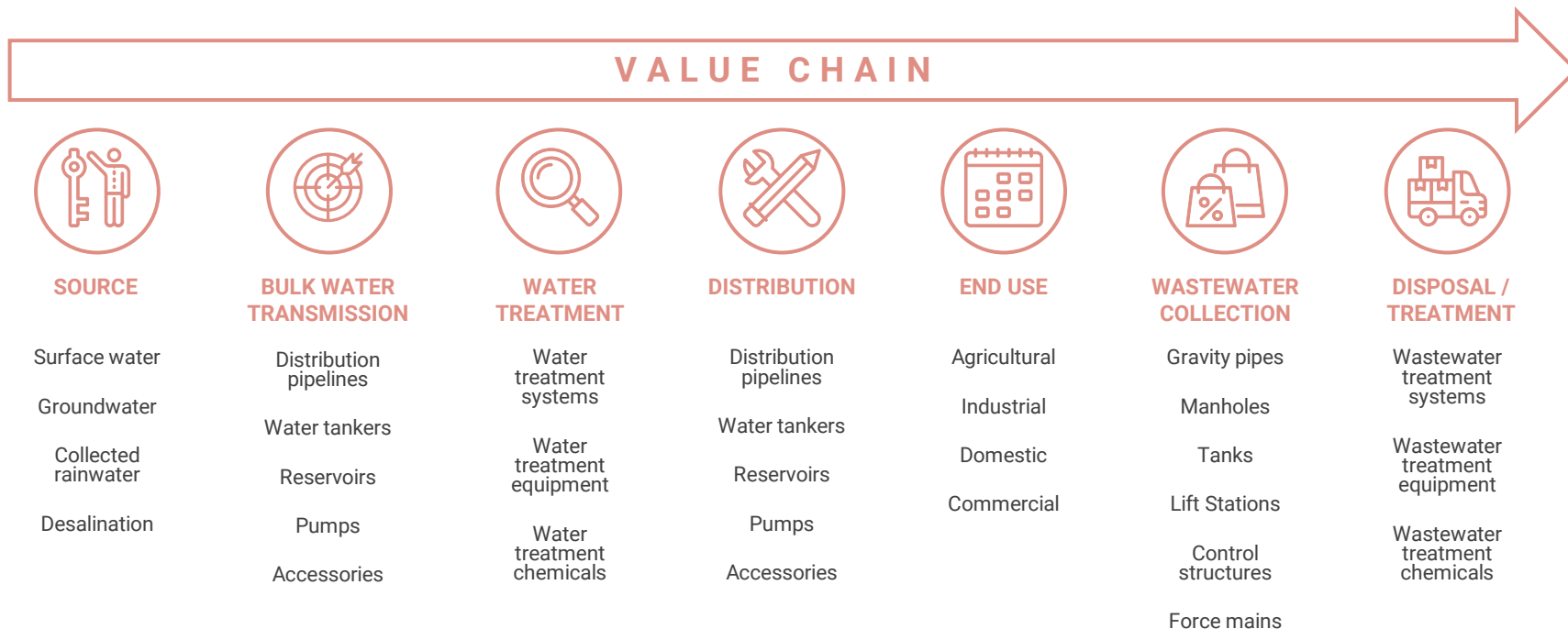


Schemes & Projects

- NAL SE JAL Scheme
- JAL JIVAN Mission
- River Linking
- Ganga Rejuvenation
- Command Area Development Programme
- Accelerated Irrigation Benefit Programme
- Dam Rehabilitation



WATER & WASTEWATER



COINMEN CONSULTANTS LLP

ABOUT THE FIRM



COINMEN CONSULTANT LLP

Coinmen was founded in 2010 by 3 visionary partners, whose sole focus was to provide astute financial and business advisory to help companies do business in India



We are a team of financial advisors, tax consultants, chartered accountants, business advisors, and corporate secretarial professionals who specialize in developing holistic strategies for existing companies to grow their business in India, as well as for new companies entering the Indian market

THE COINMEN GROUP

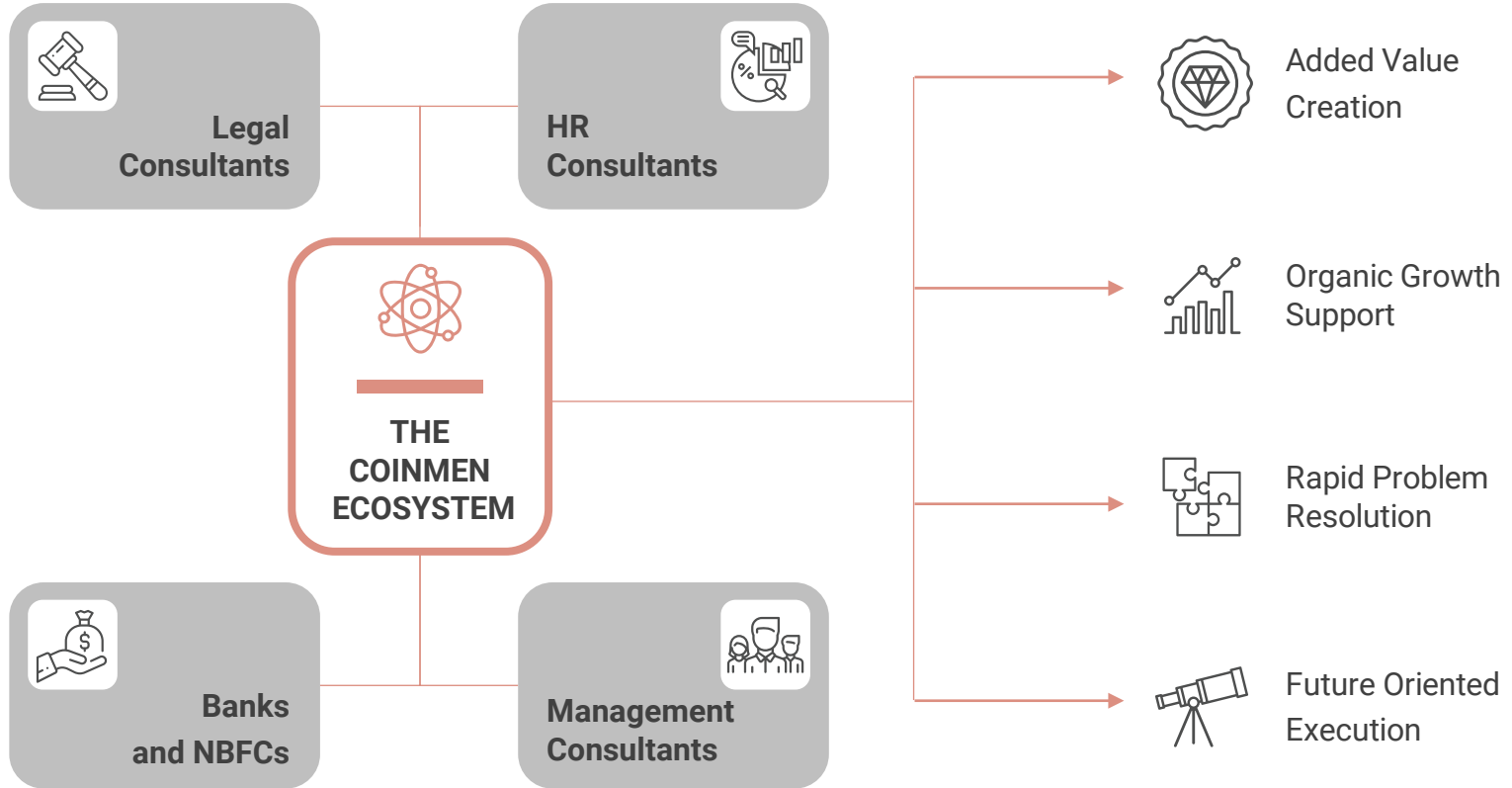
Coinmen Consultants LLP

Coinmen Capital Advisors LLP

NAVRATN & Co LLP

Novistra Coinmen LLP





OUR SERVICES



Our service offerings are undertaken by dedicated service lines:

- **Market Research – associates**
- **Corporate Secretarial Services**
- **Tax and Regulatory Services**
- **Financial Accounting Services**
- **Corporate Finance Services**
- **Audit And Assurance Services**

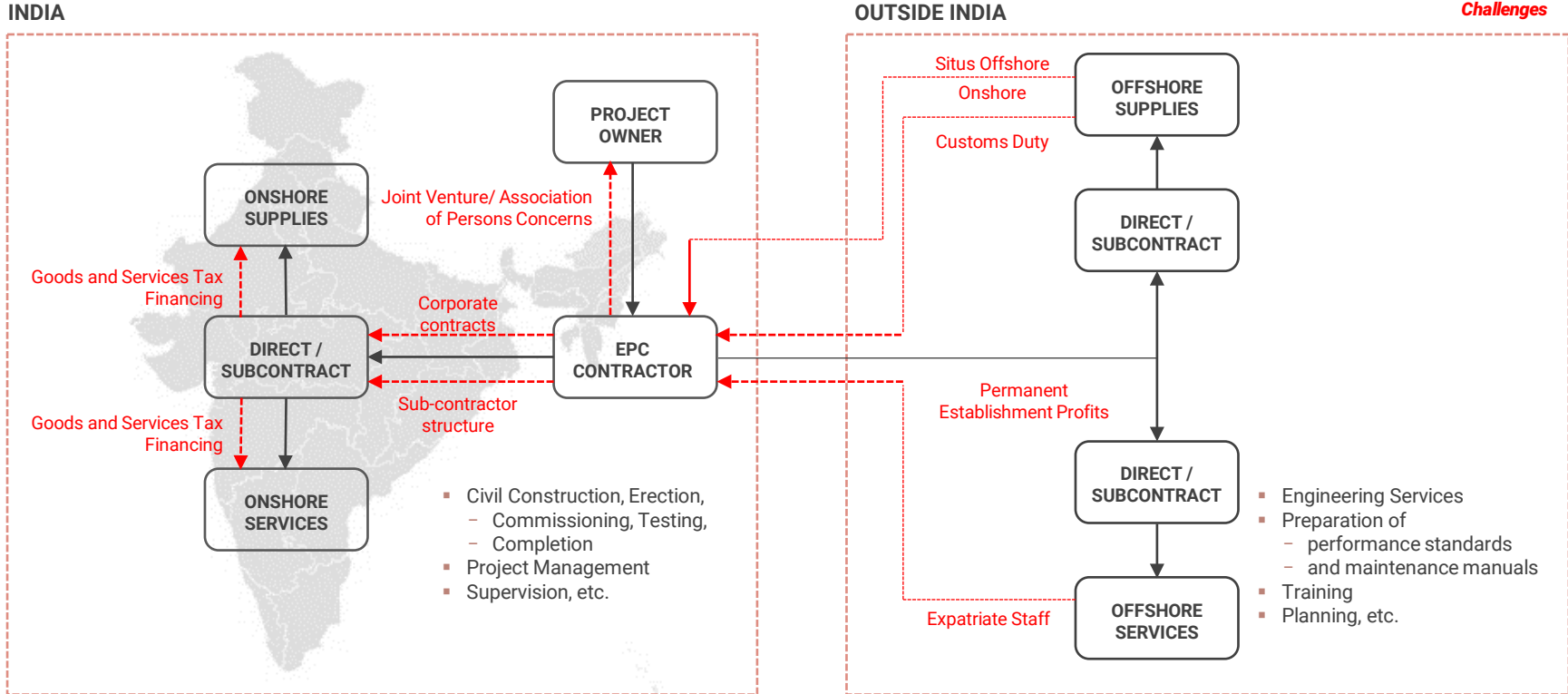


HOW WE HELP



EPC CONTRACT – STRUCTURE AND CHALLENGES

Key Structure
Challenges



OUR LEADERSHIP



Mohit Aggarwal

Co-Founder and Partner

Experience: 15+ years
Specializes in Capital
Advisory, Corporate
Finance & Project Finance



Nitin Garg

Co-Founder and Partner

Experience: 15+ years
Specializes in Transfer Pricing
Former Manager,
EY India (TRS)



Vikrant Suri

Co-Founder and Partner

Experience: 15+ years
Specializes in Direct Tax
Former Manager,
EY India (TRS)



Nitish Mittal

Partner

Experience: 20+ years
Specializes in Audit &
Assurance, Former Sr.
Manager, EY India (Audit)



Reena Mittal

Partner

Experience: 20+ years
Specializes in Audit and
Assurance, Former Sr.
Manager, EY India (Assurance)



Amit Pandey

Partner

Experience: 13+ years
Specializes in corporate credit
& debt syndication, Former
ICICI, Yes Bank, and Edelweiss



GLOBAL REACH

Led by expats, the foreign business desks at Coinmen act as a perfect bridge between the firm and its global clients; ensuring seamless communication as well as an appreciation of the nuances of each culture while aligning Coinmen's business environment with those of its clients'.



Spain Desk



BERTA CASTELLS

Working in India since 2013, she is an engineer and has worked with a large Spanish construction firm prior to Coinmen.



Korea Desk



DANIEL LEE

With his experience of 27 years in industries ranging from electronic parts to infrastructure, Mr. Lee heads our Korean business group.



France Desk



GUNJAN UPPAL

With an experience of 18 years in helping French companies do business in India, Gunjan heads the France business group.



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