



INFRASTRUCTURE IN INDIA

EPC CONTRACTS

THE COINMEN WAY

THE **OPPORTUNITY**

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 upto 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 challenge - from regulatory and compliance to operational and financial.

This is why 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**



**SMART AND
INTEGRATED CITIES**



**ROAD TRANSPORT
AND HIGHWAYS**



**RENEWABLE
ENERGY**



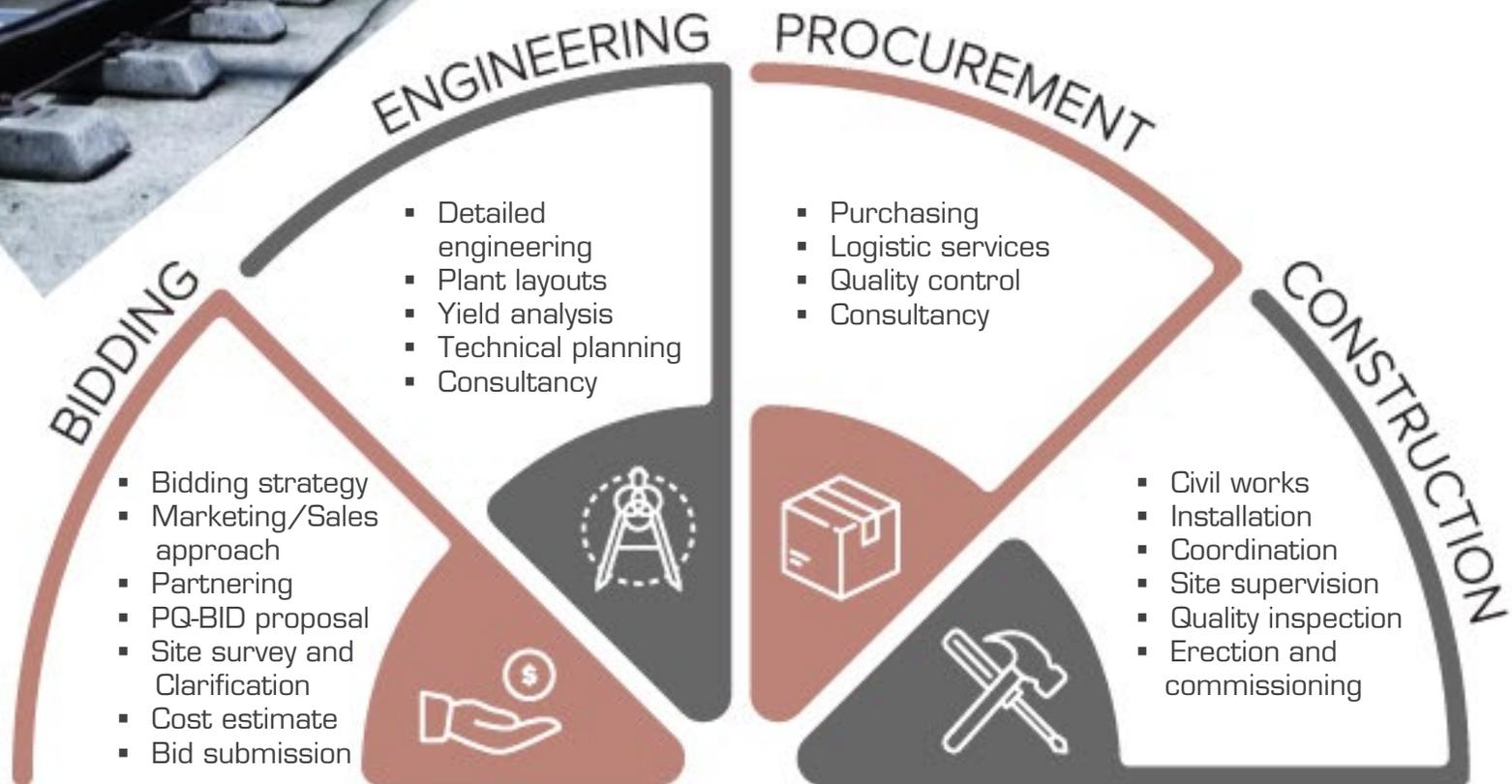
**AIRPORTS AND
TRANSIT HUBS**



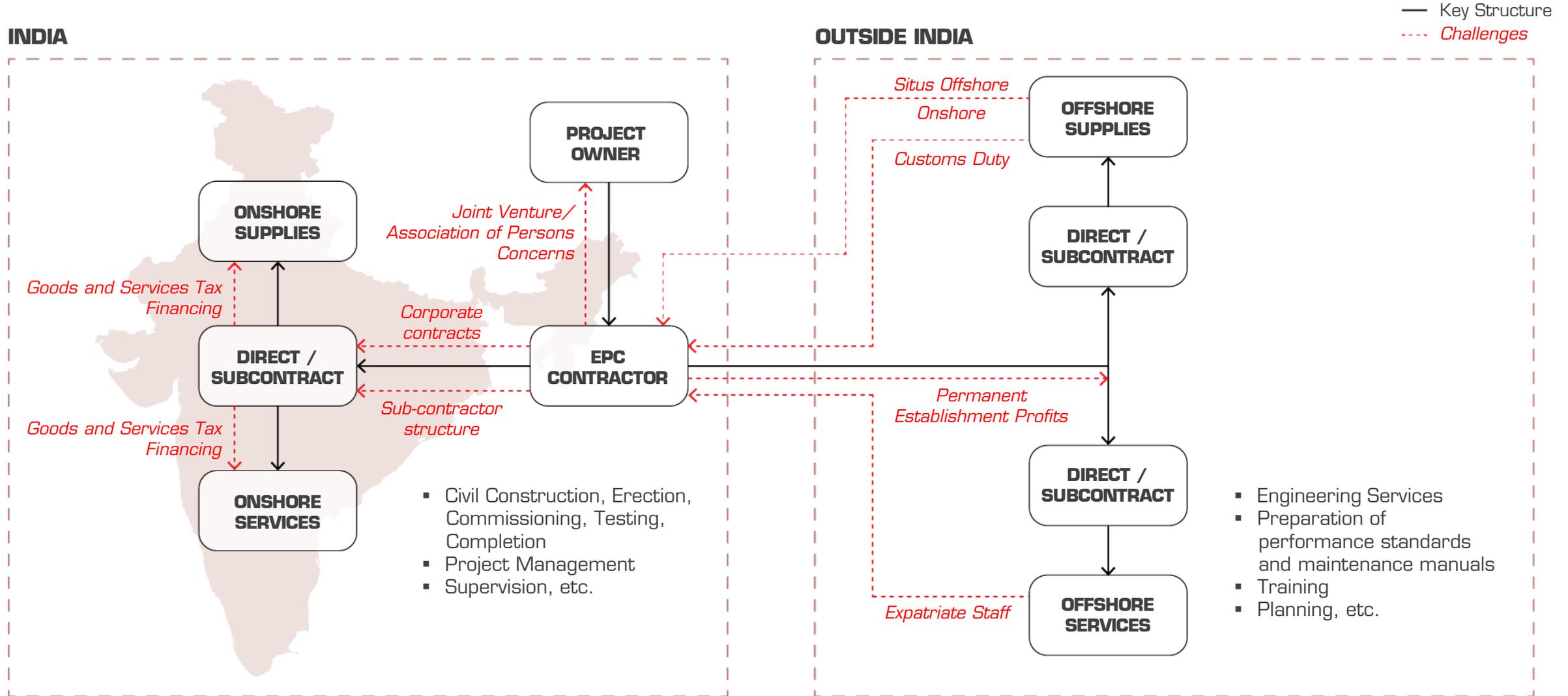
EPC CONTRACT

In the infrastructure sector projects are generally awarded on a turnkey basis. The core elements of a turnkey project are Engineering, Procurement, and Construction (EPC).

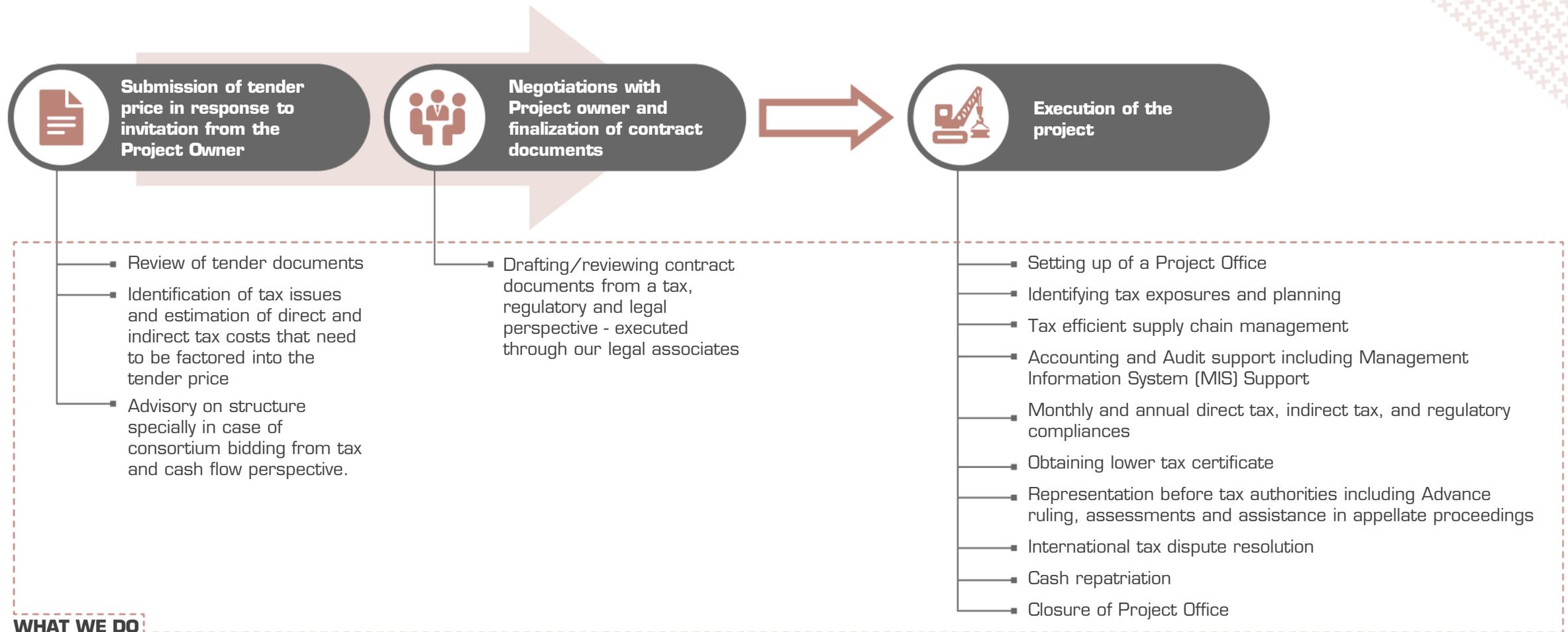
An EPC Contract has four broad phases with several tasks within each. A clear understanding of these, charts a constructive way forward to effectively plan and execute such Infrastructure projects.



EPC CONTRACT – KEY CONSTITUENTS AND CHALLENGES



Leveraging our deep understanding of the infrastructure sector and our rich experience of having extensively worked in this space, we at Coinmen are poised to stand by you through the entire journey of an EPC Contract project.





SELECT CREDENTIALS



Spanish infrastructure company engaged in road and power projects

Project: Contract for six laning of certain sections of national highway under design, build, finance, operate and transfer basis.



Spanish company engaged in infrastructure projects in joint venture with Indian company

Project: All design and construction works of Dedicated Freight Corridor Corporation on design and build basis



South Korean industrial conglomerate and construction company

Project: Construction contract by Indian Strategic Petroleum Reserves Limited for construction of underground rock cavern



Japanese company engaged in the operation of expressways and toll roads

Project: Significant technology player under road sector having expertise in tolling, automation, signages etc.



Joint Venture of a Japanese conglomerate and an Indian conglomerate

Project: Execution of dedicated freight corridor project (Western Corridor - Phase 2) for civil, building and track works



South Korean industrial conglomerate and construction company

Project: Contracts awarded by PGCIL for construction and execution of sub station under transmission system



Chinese leader in safety control and information technology for rail transport

Project: All works for Design, supply, construction, testing and commissioning of all works for Double-track railway lines



Leading Chinese EPC Contractor In Oil and Gas sector

Project: Construction and commissioning of central polymer facility



COINMEN CONSULTANTS LLP

ABOUT THE FIRM



Founded in 2010, Coinmen is an independent group of companies consisting of Business Advisors and Chartered Accountants, offering an array of services to support companies' accounting, tax and finance needs.

Backed by its group companies - Coinmen Consultants LLP, Coinmen Capital Advisors, MNV & Co. and Novistra Coinmen LLP - Coinmen has established its presence globally having helped over 100 businesses through projects in varying capacities.



ABOUT US

The firm comprises of professionals with a comprehensive range of backgrounds and expertise in different domains; and on the strengths of its teams, Coinmen undertakes an array of services.



OUR SERVICES

- Audit and Assurance
- Tax & Regulatory including Transfer Pricing
- Financial Accounting
- Corporate Finance including Debt Syndication
- Corporate Secretarial
- Transaction Advisory

Coinmen was born out of a vision to be more than a regular consultancy firm.

Through a proactive and systematic process we addressed all the issues that organisations commonly faced when engaging consultants. From establishing all the necessary assets under one roof to imbibing a work culture that ensures we remain committed to our goal, we have created a firm that provides holistic consultancy services that are simplified for adoption.





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'.



Tanaka Kenichi
Japan Business Group

Along with managing the Japan Desk, he is also a Japanese entrepreneur who has been working in India since 2012.



Berta Pujol
Spain Business Group

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

100+ Clients

across several sectors including:

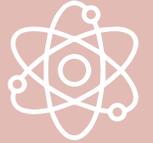
- Infrastructure & Construction
- Technology Services
- Electronic Components
- Agro-commodities
- NBFCs
- Healthcare
- Automotive
- Logistics



Legal
Consultants



HR
Consultants



The
Coinmen
Ecosystem



Banks
and NBFCs



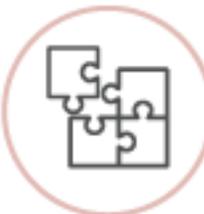
Management
Consultants



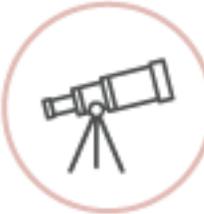
Added Value
Creation



Organic Growth
Support



Rapid Problem
Resolution



Future Oriented
Execution



THE PARTNERS

Driven by common goals, an unwavering commitment to quality, and deep values, our firm is spearheaded by four Partners who bring to the table a wealth of experience and in-depth knowledge for all matters related to business and finance advisory.



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 Matters
- Former Manager, EY India (TRS)



Mohit Aggarwal

- Co-Founder and Partner
- Experience: 15 years
- Specializes in Capital Advisory,
Corporate Finance & Project Finance



Praveen Kaushik

- Partner
- Experience: 12 years
- Specialize in Audit and Assurance
- Former Associate Director, Haribhakti & Co. LLP



ADVISORY BOARD



Amitabh Singh

- Chartered Accountant and a Law Graduate
- Partner with E&Y in 1996
- Senior Partner with E&Y till 2012
- Drafted VAT laws for Delhi and Training of Govt officials
- Experience: 20+ years



Sanjay Bhattacharya

- ex-CEO, State Bank of Bikaner & Jaipur
- ex-CEO, SBI (International), Mauritius
- MD, State Bank of India till 2010
- Committee Member, Basel II Implementation and Risk Management of the Indian Banks Association
- Expert Comm. Member on Banking & Finance of ASSOCHAM
- Experience: 40+ years



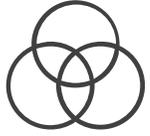
V. V. Ranganathan

- Chartered Accountant, Fraser & Ross
- Fellow member of the ICAI
- ex-Senior Partner with E&Y India for 10 years
- Experience: 35+ years



Keiji Nakajima

- Japanese national, residing in India since 2005
- Chairman & MD of four Indo-Japanese organizations
- Advisor to 8 Indian and 20 Japanese businesses
- Ex-Honorary Advisor to State Government of Haryana, India
- Experience: 40+ years



GROUP COMPANIES



Coinmen Consultants LLP

Founded in 2010, Coinmen Consultants LLP is the brand's flagship company. It is an independent firm of Business Advisors and Chartered Accountants, offering an array of services to support companies' accounting, compliance, tax-regulatory, corporate secretarial, and business expansion needs.

Coinmen Capital Advisors

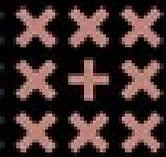
Coinmen Capital Advisors is a Financial Services firm that undertakes debt syndication, corporate finance, business exits, and other related services for its clients across sectors. Companies looking to establish operations or bid on a project in India, are well supported through the firm's services.

Novistra Coinmen LLP

Novistra Coinmen LLP is an India based joint venture between Coinmen Consultants and Novistra Capital. Novistra is a New York based boutique advisory firm that partners with business owners and management teams to provide global investment banking, private equity, and distress-related services.

MNV & Co.

MNV & Co. Chartered Accountants is an accounting & consulting firm that provides an array of services with a focus on audit and assurance, standard reporting procedures, and risk assessment.



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