

By Unified Vision Capital. All rights reserved.

Table of Contents



#	Sub-Topic	Page No
1 Global Ou	tlook	1
2 Domestic	Outlook	2
3 Deal Activ	ity in the Indian Economy	3
4 Business I	News	5
5 Trends in	the Industry	8

Global Outlook



Global Economy



- ✓ As the descent of global inflation is stalling; the global economic outlook is becoming fragile, and making capital flows volatile
- ✓ Given the limited progress in lowering inflation to its target, "high interest rates" might require time to be effective

Equity Markets



- ✓ Equity markets
 recovered in May;
 as Middle Eastern
 tensions deescalated, and US
 inflation showed
 signs of easing
- ✓ With market
 expectations and
 central bank
 guidance starting
 to align, global
 equity markets are
 strengthening

Policy Rates



- ✓ Most AE central banks retained their restrictive policy stance, and held policy rates steady in their latest meetings
- ✓ Among EME
 central banks, both
 Brazil and Peru
 reduced their
 policy rates by 25
 bps in their May
 meetings

AEs - Advanced Economies EMEs - Emerging Market Economies bps - basis points [1 bp = 0.01%]

Fixed Income



- ✓ As interest rates remain elevated to fight inflation, debt servicing costs are currently spiralling across the globe
- ✓ Unsustainable debt levels could impact sovereign ratings. It could constrain the governments' ability to raise resources for public investments





- ✓ The BlackRock
 Geopolitical Risk
 Indicator has
 edged up since
 mid-April due to
 tensions between
 Iran and Israel
- ✓ Geopolitical tensions are exerting upward pressures on key commodity prices, especially crude oil and gold

Domestic Outlook





Economic Scenario



Financial Markets



Inflation



Foreign Affairs



Future Outlook

- ✓ As **NBFCs** emerge as the **preferred option** for the **underserved sectors**, their **role** in the Indian financial system is **growing** significantly
- ✓ EAI depicts that
 economic activity in
 India rebounded in
 April. Estimates
 suggest GDP growth
 in Q1 of FY 2025 to
 be close to 7.5%

EAI - Economic Activity Index

- In May, FPIs turned net sellers in Indian equities owing to the uncertainty surrounding the general elections in the country
- √ 10 year 7.18% GSec 2033 closed at
 INR 100.82 (at
 7.06%) on 31st May,
 compared to INR
 99.87 (at 7.20%) on
 30th April
- ✓ Headline inflation (measured basis the YOY changes in the all-India CPI) moderated to 4.8% in April 2024, from 4.9% in March
- ✓ However, food inflation (YOY) rose to 7.9% in April, from 7.7% in March; as inflation increased in fruits, cereals, and meat

bps - basis points [1 bp = 0.01%]

- ✓ India and UAE held their inaugural inter-ministerial meeting to discuss the operation of the IMEEC corridor from 15-17th May
- ✓ The next discussion round to review the existing India-ASEAN free trade agreement, will be held in Indonesia in July 2024

IMEEC - India-Middle East-Europe Economic Corridor ASEAN - Association of Southeast Asian Nations

- ✓ There is a wave of optimism globally about India's future prospects, and expectations of a long-awaited economic takeoff
- Sizeable renewables
 projects could be
 completed, as green
 power projects of
 ~INR 700 bn are
 slated to be
 operational this year

CU - Capacity Utilisation

Deal Activity in the Indian Economy



HOTEL & TOURISM

- ✓ Shares of TBO Tek, one of India's leading travel distribution platform, listed in the NSE at INR 1,426 a 55% premium over an issue price of INR 920 per share (1)
- ✓ Tata Group plans to complete the merger of its full-service airlines, Air India and Vistara (51:49 JV of Singapore Airlines and Tata Group), by the end of 2024 (2)
- ✓ Le Travenues Technology, parent of online travel portal "Ixigo", has received SEBI's nod for IPO plans to raise INR 740 crores - INR 120 crores of fresh issue, and INR 620 crores of offer for sale (3)

mn - million(s) bn - billion(s)

- (1) TBO Tek lists at a 55% premium in the NSE
- (2) Tata Group plans to complete Air India-Vistara merger by year-end
- (3) Ixigo's parent has received SEBI's nod for IPO

ENERGY & INFRASTRUCTURE

- ✓ Adani Green Energy secures ~INR 3,338.80 crores*, from a consortium of five leading banks, for its under construction solar projects with 750 MW capacity (4)
- ✓ KPI Green Energy's board has approved a proposal to raise up to INR 1,000 crores through the issuance of shares via Qualified Institutional Placement, subject to approval from shareholders (5)
- ✓ Nalanda Capital divests ~1.4% stake (~20 lakh shares) in Great Eastern Shipping for INR 190 crores, through an open market transaction in the BSE (6)

*USDINR of ~INR 83.47 as on 2nd May

(4) <u>Adani Green Energy secures ~INR 3,338.80 crores mn for 750 MW solar projects</u>

BFSI

- ✓ Hinduja Group, via investment arm IIHL, will raise its stake in IndusInd Bank from 16% to 26%. At current stock prices, it needs to infuse over ~INR 11,500 crore for the additional 10% stake ⁽⁷⁾
- ✓ Shriram Finance to sell its entire stake in its housing finance unit, Shriram Housing Finance, to US PE firm Warburg Pincus, for INR 4,630 crores (\$ 554.59 mn) (8)
- ✓ Shareholders and non-convertible debenture (NCD) holders of IDFC

 First Bank have approved a proposal, to merge the parent

 IDFC Ltd with the lender (9)

BFSI - Banking, Financial Services and Insurance

⁽⁵⁾ KPI Green Energy's board approves proposal to raise INR 1,000 crores

⁽⁶⁾ Nalanda Capital divests 1.4% stake in Great Eastern Shipping

⁽⁷⁾ Hinduja Group will raise stake in IndusInd Bank from 16% to 26%

⁽⁸⁾ Warburg Pincus acquires Shriram Housing Finance

^{(9) &}lt;u>Shareholders and NCD holders approve merger of IDFC and IDFC</u> <u>First Bank</u>

Deal Activity in the Indian Economy



AUTOMOBILE

- ✓ NCLT's Mumbai bench approves the acquisition of Metalysts Forgings by Deccan Value Investors LP-led consortium for INR 1,600 crores, against admitted liabilities of INR 3,907 crores (1)
- ✓ Samvardhana Motherson completes the acquisition of AD Industries, a French component maker, in more favourable terms than planned earlier (2)
- ✓ Mandeep Auto Industries makes a weak debut with a listing at INR
 62.25 per share a 7.1% discount on the issue price of INR 67 per share, in the NSE SME (3)

mn - million(s) bn - billion(s)

REAL ESTATE

- ✓ Blackstone Group is in talks to acquire Adani Realty's 8,00,000 sq ft Inspire BKC, located in Mumbai's Bandra-Kurla complex, for INR 1,800-2,000 crores (4)
- ✓ Awfis Space Solution made a string listing in the Indian bourses. It listed in the NSE at INR 435 per share, a ~13.5% premium over the issue price (5)
- ✓ Certus Capital will invest INR 125 crores in an upcoming housing project in Chennai, as part of its aim to invest INR 1,000 crores in secured credit in the real estate sector by FY 2025 (6)

AGRICULTURE & FOOD PROCESSING

- ✓ Packaged foods and condiments maker, Cremica Food, eyes to raise ~INR 500 crores via an IPO; to expand distribution, venture into new product niches, enable efficiencies, among others ⁽⁷⁾
- ✓ HOAC Foods India makes a strong listing in the NSE SME. The scrip listed at INR 147 per share a ~206% premium over the issue price of INR 48 per share (8)
- ✓ Tea brand Freshleaf raises INR 1 crore in a seed-round led by Inflection Point Ventures. the funds will be used to enhance marketing, R&D, among others (9)

⁽¹⁾ NCLT approves Metalysts Forgings' acquisition be Deccan value-led group

⁽²⁾ Samvardhana Motherson acquires AD Industries

⁽³⁾ Mandeep Auto Industries makes a weak market debut

⁽⁴⁾ Blackstone Group is in talks to acquire Adani Realty's Inspire BKC

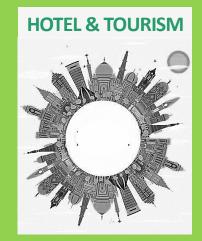
⁽⁵⁾ Awfis Space Solution lists at a ~13.5% premium over the issue price

⁽⁶⁾ Certus Capital will invest INR 125 crores in an upcoming housing project

⁽⁷⁾ Cremica Food eyes to raise ~INR 500 crores via an IPO

⁽⁸⁾ HOAC Foods India makes a strong listing at a ~206% premium

⁽⁹⁾ Freshleaf raises INR 1 crore in a seed round



The **Ministry of Tourism** showcased **India** as a **leading MICE destination** at **IMEX**, which is a hub for the global events industry, in **Frankfurt** (1)

India's largest airline **IndiGo** is in **talks** with ATR, Embraer, and Airbus; for **100 smaller planes** (<u>such as the "ATR - 72"</u> plane / "Embraer E - 175" plane / "Airbus A220" plane); in order to **widen** its **regional network** (2)

Uttar Pradesh plans to transform its historic forts and palaces into luxurious heritage hotels (3)

EaseMyTrip founder Nishant Pitti, one of the bidders aiming to revive GoFirst, withdraws the revival bid in order to focus on strategic areas (4)

MICE - Meetings, Incentives, Conferences and Exhibitions tourism



India signs a **10-year deal** with **Iran** for developing and managing Iran's **Chabahar Port**, a **strategic location** for connectivity in **Central Asia** (5)

MoRTH has spent over INR 54,500 crores in April 2024 to build highways, meeting ~20% of this fiscal's capex target in the first month itself (6)

L&T's power transmission and distribution business receives **multiple orders** in **India and abroad**. It has bagged orders to set up **two floating solar plants*** in **India** ⁽⁷⁾

NTPC Green Energy partners with Mahatma Phule Renewable Energy and Information Technology (MAHAPREIT), to develop a 10 GW renewable energy park in Maharashtra (8)

MoRTH - Ministry of Road Transport and Highways

*Floating solar projects involve mounting solar modules on structures that float on a water body; hence, the projects do not require land acquisition

- (1) Ministry of Tourism showcases India as a leading MICE destination at IMEX
- (2) IndiGo plans to order 100 smaller planes to widen its regional network
- (3) Uttar Pradesh plans to revive its heritage sites
- (4) Nishant Pitti withdraws revival bid for GoFirst

- (5) India signs a 10-year deal with Iran to manage Chabahar Port
- (6) MoRTH meets 20% of the capex target in April 2024
- (7) <u>L&T's power transmission and distribution business bags multiple orders in India and abroad</u>
- (8) NTPC Green Energy partners with MAHAPREIT to develop a 10GW renewable energy park



RBI approves a **dividend** of **~INR 2.11 lakh crore** (<u>140% higher YoY</u>) to the **Centre** for **FY 2024** - a move that could facilitate sharper **fiscal consolidation** (1)

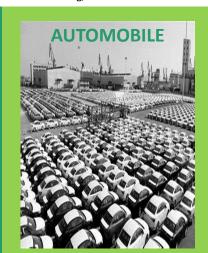
Wipro and Microsoft collaborate to launch a suite of cognitive assistants for financial services, powered by Generative AI (GenAI) (2)

REC Ltd, a **Maharatna enterprise** under the '**Ministry of Power'** and a **leading NBFC**, receives **RBI's nod** to set up a **wholly owned subsidiary** in **GIFT** City ⁽³⁾

Paytm CEO hints on job cuts, improving governance, and leveraging AI, among other aspects; as the fintech reports a record loss of INR 550 crores in Q4 FY 2024 (4)

BFSI - Banking, Financial Services and Insurance

GIFT City - Gujarat International Finance Tec-City



NSE launches the 'Nifty EV & New Age Automotive' index to track companies that are part of the EV ecosystem, or develop new age vehicles / related technology (5)

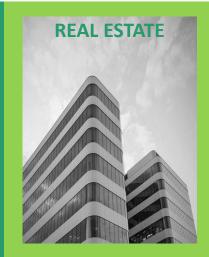
Tata Motors increases its **investment outlay** for **FY 2025** to **INR 43,000 crores**, with a significant allocation towards its British arm **JLR** ⁽⁶⁾

Mahindra Group plans to invest INR 37,000 crores in the auto sector over the next 3 years, with a focus to launch 23 new vehicles by 2030 (7)

Hyundai Motor India commences the local assembly of its Venue compact SUV in Nepal through a partnership with Laxmi Group (8)

JLR - Jaguar Land Rover

- (1) RBI approves a dividend of ~INR 2.11 lakh crores to the Centre
- (2) Wipro and Microsoft collaborate to launch a suite of GenAl-powered assistants
- (3) REC Ltd receives RBI's nod to set up a subsidiary in GIFT city
- (4) Paytm CEO hints on job cuts, improving governance, and leveraging AI, among other aspects
- (5) NSE launches India's first Electric Vehicle Index
- (6) Tata Motors increases its investment outlay for FY 2025 to INR 43,000 crores
- (7) Mahindra Group plans to invest INR 37,000 crores over the next 3 years
- (8) Hyundai partners with Laxmi Group to commence the assembly of compact SUV Venue



DLF plans to launch over **11 million sq ft** of **new projects** in **FY 2025**, with an **estimated sales potential** of all the launches worth **~INR 36,000 crores** (1)

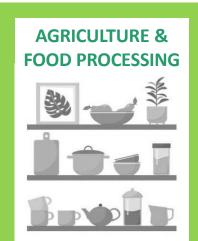
In FY 2024, Godrej Properties acquired 10 land parcels to build projects worth INR 21,000 crores. The RE giant targets to buy more parcels this fiscal (2)

Embassy REIT is constructing **6.1 million sq ft** of **premium office space** to cater to the rising demand from GCCs, and domestic players

Microsoft acquires 48 acres of land in Hyderabad for ~INR 267 crores to expand its data centre business (4)

REIT - Real Estate Investment Trust

GCCs - Global Capability Centres



The **Centre** plans to **evaluate** the success of **PM KISAN**, its **impact on farm income**, and the **extent** to which it has reduced **dependence on moneylenders** (5)

Kerala successfully commenced **2,548 new food processing units** in **2023-24**, **surpassing** the **Centre's target** to establish **2,500** food processing units ⁽⁵⁾

Adani Wilmar aims to double its food and FMCG business to ~INR 10,000 crores in the next three years, from ~INR 5,000 crores in FY 2024 (7)

The **Uttar Pradesh Government** has partnered with the **agriculture industry** to promote agriculture startups, and **introduce AI** in **farming** (8)

PM KISAN - "Pradhan Mantri Kisan Samman Nidhi" scheme

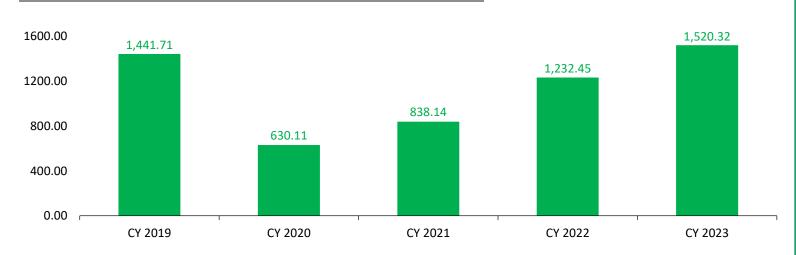
- (1) DLF plans to launch over 11 million sq ft of new projects in FY 2025
- (2) Godrei Properties acquired 10 land parcels in FY 2024
- (3) Embassy REIT is constructing 6.1 million sq ft of premium office space
- (4) Microsoft acquires land in Hyderabad to expand data centre business

- (5) Centre plans to evaluate the success of the PM KISAN scheme
- (6) 2,548 new food processing units were opened in Kerala in 2023-24
- (7) Adani Wilmar aims to double its food and FMCG business in three years
- (8) UP Government to promote agri startups, and introduce AI in farming

Trends in the Hotel & Tourism and the Energy & Infrastructure (E&I) Industry

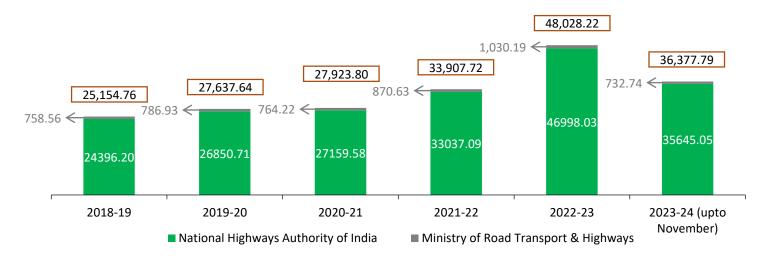






Source - Ministry of Civil Aviation

Total Toll Collection (<u>User Fee</u>) in National Highways (INR Crores)



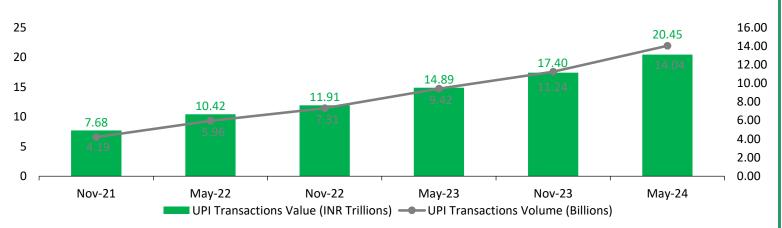
Source - Press Information Bureau

- The passengers carried by domestic airlines in CY 2023 was 1,520.32 lakhs, compared to 1,232.45 lakhs in CY 2022; registering an annual growth of 23.36%
- The **pandemic** was a key **headwind** in global aviation (<u>including India</u>), with the **passengers** declining by **56.29%** in **CY 2020**
- In CY 2023, the passengers finally surpassed pre-Covid levels of 1,441.71 lakhs in CY 2019. A few industry tailwinds include the surging air traffic, rising disposable income, and growing aviation infrastructure
- The total toll collection in national highways has improved over the years almost doubled from INR 25,154.76 crores in 2018-19 to INR 48,028.22 crores in 2022-23
- ✓ The total toll collection in 2023-24 stood at INR 36,377.79 crores, up to November 2023; an impressive average toll collection per day of ~INR 150 crores (in 8M FY 2024)
- ✓ Some factors leading to an increase in toll collection include migration from manual toll collection to FASTag, revision in user fee rates, and addition of tollable road length

Trends in the BFSI and the Automobile Industry



UPI Transaction Value and Volume

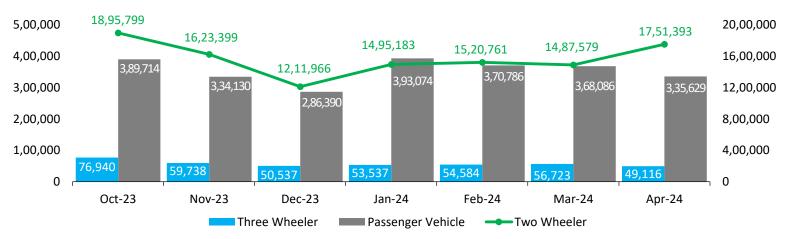


Source - National Payments Corporation of India

Note - "UPI Transactions Value" and "UPI Transactions Volume" rounded to the nearest decimal

BFSI - Banking, Financial Services and Insurance

Domestic Sales Volume - Auto Segments



Source - Society of Indian Automobile Manufacturers

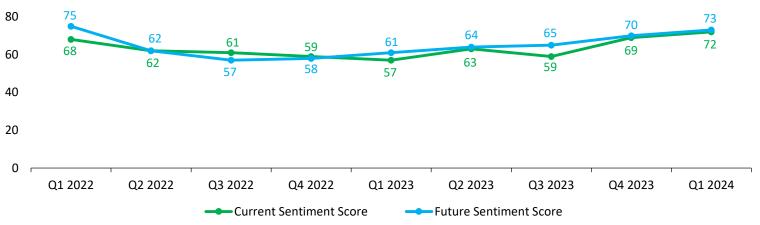
Note - Domestic sales volume for Passenger Vehicles excludes the sales volumes of BMW, Mercedes, JLR, and Volvo Auto

- The value of UPI transactions in India has grown to ~2.66x in two and half years from INR 7.68 trillion in November 2021 to INR 20.45 trillion in May 2024
- ✓ The volume of UPI transactions has grown
 to ~3.35x in the same period from 4.19
 billion transactions in November 2021 to
 14.04 billion transactions in May 2024
- ✓ The continuous advancements in UPI transactions have not only devised an efficient payment instrument, but also fostered a well-structured digital platform
- ✓ In April 2024, the domestic sales volume of the three auto segments two wheelers (2Ws), passenger vehicles (PVs), and three wheelers (3Ws) were lower, compared to October 2023
- ✓ 3Ws recorded the highest decline in domestic sales volume a ~36.2% decline from 76,940 units in October 2023 to 49,116 units in April 2024
- ✓ Domestic PV sales volume fell by ~13.9% to 3,35,629 units, and 2W sales volume fell by ~7.6% to 17,51,393 units; in the same period

Trends in the Real Estate and the Agriculture & Food Processing Industry





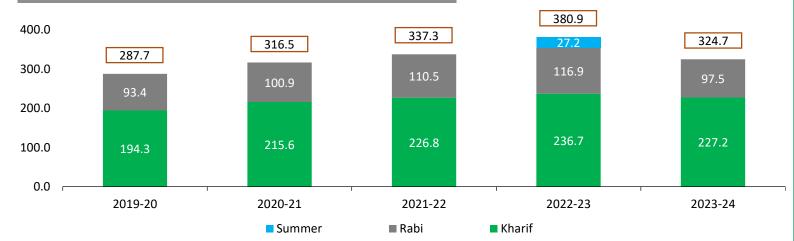


^{*}Sentiment Index developed jointly by Knight Frank India and the National Real Estate Development Council (NAREDCO)

Score>50 - Optimism; Score=50 - Neutral; and Score<50 - Pessimism

Note - Quarters outlined basis the Calendar Year. Current Sentiment Score depicts current stakeholder outlook in comparison to the preceding six months

Production of Maize in Lakh Tonnes - Pan India



Source - Department of Agriculture & Farmers Welfare

Note - Figures for 2023-24 is based on the Second Advance Estimates

- ✓ In Q1 2024, the Current Sentiment Score for real estate has risen to 72, from the previous quarter's sentiment score of 69. This score is well within the optimistic zone
- The Future Sentiment Score has risen to 73 in Q1 2024, from 70 in Q4 2023; signaling expectations of sustained demand in India's real estate industry
- Despite global economic volatility, the Indian real estate market is experiencing robust optimism in the residential and office markets, particularly for office leasing
- Maize is one of the most important cereal crops globally. The key maize growing states in India are Madhya Pradesh and Karnataka
- ✓ The total production of maize is estimated at 324.7 LMT (Lakh Tonnes) for 2023-24 (Second Advance Estimates); a ~14.8% decline compared to 380.9 LMT for 2022-23
- Out of the outlined five fiscal periods, the highest maize production was recorded in 2022-23, at 380.9 LMT. Conversely, the lowest maize production was recorded in 2019-20, at 287.7 LMT

Unified Vision Capital Pvt Ltd



We are a Global Investment Bank established in 2011, known for the quality of our services, integrity of our conduct and application of scientific methodology at work. We provide an array of Investment Banking services to Corporates by timely facilitation of debt and/or equity funding at attractive rates to support their strategic and critical financing needs. We help our clients cut through the complexities of fundraising, and in executing transactions, Mergers & Acquisitions (M&A), and financing key projects through a team of expert advisors

Investment Banking

Expertise in assessing financial requirements of Corporates, providing financing solutions to institutional as well as private investors, and Mergers & Acquisitions

Fund Raising

We assist clients in raising funds through an array of traditional as well as non-traditional instruments, and possess an established track record of providing tailormade solutions

Regd. Office

47, Capital Trust House, New Friends Colony, New Delhi - 110025 Phone No: 011-49-656-500

Chandigarh

SCO - 52 - 53, Level 1, Sector 9- D, Madhyamarg, Chandigarh - 160009 Phone No: 0172-46-10206 /20206

Structured Finance

We develop structured finance options via recapitalisation as well as structured instruments like secured loans, promoter funding, pre-IPO funding, and mezzanine funding

Corporate Office

G-1, Floor at Berger Tower, Plot No. C-01 A/2, DND Flyway, Sector - 16B, Noida - 201301 Phone No: 0120-6953300

Pune

Lower Ground Floor, Jewel Square, CTS No 15/A, 7/15, S. No 479 & 480 Koregaon Road Nex, Pune - 411001

Private Equity

We assist Private Equity (PE) fund houses in raising capital from investors. We also provide fund placement services to PE funds, right from the fund development to final closure

Corporate Advisory

Our Corporate Advisory services entail client-focused research, information memorandum, business consulting, risk mitigation, and transaction support services

Mumbai

One BKC, C Wing, Unit no. 716, 7th floor, Bandra Kurla Complex, Bandra (East), Mumbai - 400051

Phone No: 022-6713-9600