



UK  
TRADE &  
INVESTMENT



# INDIA INFRASTRUCTURE SEMINARS

23 – 25 March 2010

Opportunities in India

LONDON | MANCHESTER | BIRMINGHAM

## IVRCL Infrastructures & Projects Limited



**Mr S Ramachandran**

Director - Business Development & Corporate Strategy

IVRCL Infrastructures & Projects Limited  
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Mr Ramachandran has been responsible for the diversification of the IVRCL into infrastructure sectors such as Highways, Oil & Gas, Desalination and Metro Stations. His wide-ranging experience includes initiating strategic alliances and Joint Ventures with number of overseas companies to bid for and implement infrastructure projects in India. Mr. Ramachandran would very soon be taking over as Managing Director of IVRPRIME Urban Developers Limited, a subsidiary of IVRCL and which shall focus mainly as a developer of Infrastructure Projects on BOT/Annuity basis.

IVRCL Infrastructures & Projects Ltd. commenced operation in 1990 and established itself as a premier EPCC & LSTK Service Provider with front-end engineering capabilities. IVRCL forayed into various social infrastructure sectors like water transmission, treatment, solid waste management, roads and high-ways, bridges, power transmission lines with attendant engineering capabilities and was graded as one of the best Developer Companies by State and Central Governments. The company has expertise in Water and Wastewater, Laying of Power transmission lines, Construction of Roads, Housing, and other urban infrastructure projects. They are currently working with Mott MacDonald on Airports and Cairn Energy on Oil and Gas sectors.

IVRCL is looking forward to expand in the Airports, Seaports and Logistics sector.

# INDIA INFRASTRUCTURE SEMINARS

## Tata Realty and Infrastructure Ltd.



**Mr. Phillie Karkaria**  
Executive Director

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Phillie Karkaria is a Fellow of the Chartered Institute of Management Accountants (FCMA), London and has extensive experience of working in the U.K., Gulf and India including a posting with the National Health Service in U.K. followed by a five year stint with Standard Telephones and Cables, plc. London. His current portfolio includes Fund Management, Overseeing project operations, Business Strategy & Planning and Human resource management for the Company. He has worked with Tata Sons Ltd., as the Vice President, Financial Services Division for 22 years. In that capacity, he was involved in all types of merchant banking, investment banking and offering Corporate Advisory services to various Tata companies.

TRIL is a 100 per cent subsidiary of Tata Sons Ltd. and has been set up with a mandate to develop real estate opportunities and large infrastructure projects in areas of Urban transportation, SEZs, logistics parks, roads & highways, bridges, Mass Rapid Transit Systems, airport development, etc.

Tata Realty and Infrastructure Limited (TRIL) is currently evaluating opportunities in the real estate sector and is also actively participating in projects in the infrastructure sector. As is with all Tata Group companies, selection of projects is a specialized process, with the eventual selection list scoring high not only on business objectives, but also on the guiding Tata values and group policies. With demand for large commercial spaces and retail malls driving rapid development of available land, TRIL will focus on long term infrastructure projects of national significance, as well as shorter-term projects in real estate.

## SREI Infrastructure Finance Limited



**Mr Saud Siddique**  
Joint Managing Director

SREI Infrastructure Finance Limited  
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Mr Siddique has more than 25 years of experience in operating companies and investments globally in infrastructure sector. Prior to joining SREI, he has worked with the International Finance Corporation (IFC), the private sector arm of the World Bank, for more than 16 years and was the head of business development for infrastructure projects in the East Asia and Pacific region for IFC. Mr Saud Siddique is a Member of the Board of Directors and Chairman of Audit Committee of the Emerging Africa Infrastructure Fund.

Mr Siddique has also worked with the Swiss Bank Corporation in New York, where he was responsible for structured finance, leverage buyouts, leveraged leasing, asset securitisation and investments in municipal infrastructure projects in the US.

SREI is one of India's leading infrastructure companies, delivering innovative solutions in infrastructure space, both in urban and rural India. The company's businesses include Infrastructure Equipment Leasing & Finance, Infrastructure Project Finance, Advisory & Development, Insurance Broking, Venture Capital, Capital Market and Sahaj e-Village. SREI has entered into a strategic alliance with BNP Paribas Lease Group, a subsidiary of BNP Paribas of France, for equipment financing business through a joint - venture. The JV will expand to financing in new areas such as agriculture equipment, medical equipment, information technology and other equipment classes.

SREI has a pan-India presence with a network of 63 offices with three offices in Russia. They are the first Indian infrastructure financing institution to get listed on the London Stock Exchange.

# INDIA INFRASTRUCTURE SEMINARS

## PriceWaterHouse Coopers



### **Mr Mukesh Rajani**

Leader of India Business Desk

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Mukesh has been with PwC for 26 years and has extensive experience of corporate and international tax matters. Over the years he has dealt with a wide range of companies including those in financial services, Industrial products and in technology, media, information and communication sectors. Mukesh is Leader of PwC's India Business Desk and a liaison partner for India. He is also assisting a number of Indian companies who are expanding abroad and seeking listings in the UK market.



### **Mr Raj Jullekeea**

International Structuring of investments into and out of India

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Raj is a Chartered Accountant and Chartered Tax Adviser and advises a variety of clients on UK and international tax matters. He is a Tax Director with PwC and has more than 10 years post-qualification experience in corporate and international tax, having initially trained and qualified in audit in a medium-sized accountancy practice. He is an International Structuring specialist with a particular focus on India and regularly advises clients in structuring their investments and financing into and out of India and works very closely with PwC's offices in India. In particular, Raj has been advising Indian companies on European acquisitions and on structures for listing on the UK AIM listing.



### **Mr Nripesh Kumar**

Assistant Director, Corporate Finance

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Nripesh is a PPP and project finance expert who has advised governments and multilateral lending agencies and leading private sector clients on a number of transport sector deals. He is currently advising Department for Transport on one of the largest PFI / Lease transaction in the rolling stock space. Nripesh's core experience with the public sector (sell side) has involved structuring infrastructure projects on public private partnership / private finance format, formulating enabling policy and regulatory frameworks. Nripesh has led many 'first of their kind transactions' in India and advised the Government of India on development of model concession frameworks for the road and rail sector and has been involved in concessioning out more than 3,000 kms of national highway network on behalf of the public sector.

# INDIA INFRASTRUCTURE SEMINARS

## PriceWaterHouse Coopers UK – India Business Group

PriceWaterhouse Coopers LLP  
Emerging Market India Business Group  
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The India Business Group is part of PricewaterhouseCoopers growing focus on Emerging Markets. The group aims to provide advice and practical assistance to UK clients wishing to explore business opportunities in India and, to companies and individuals from India wishing to conduct business in the UK.

They have the local experience and global network to help companies maximise opportunities and build success. Whether companies are looking at new markets for the first time, or are already established in India and want to grow their business, PwC can provide practical advice and assistance.

### **The India Business Group can:**

- Identify and assess market opportunities and carry out feasibility studies for market entry strategies.
- Help companies identify and assess local partners and alliances.
- Advise on government regulations and local requirements for planning, tax, legal and human resources issues.
- Help with the day-to-day practicalities of doing business in India with on-going support from our established expertise in geographic and industry markets.
- Provide a wide range of tax, advisory and assurance services.

## UK Trade and Investment British Deputy High Commission



**Ms Jayalakshmi Jayaraman**  
Senior Trade & Investment Adviser

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British Deputy High Commission  
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Jayalakshmi Jayaraman is a Senior Trade & Investment Adviser with the British Deputy High Commission, Chennai. She handles sectors of construction, transportation, financial and legal services, water and fire and security. Prior to joining the UKTI team Jayalakshmi worked as a civil servant in various economic ministries of the Government of India for nearly two decades and thereafter in an all India Financial Institution dedicated to infrastructure development. She leads on the construction sector in India and has an overview of the Indian Infrastructure sectors at the National level. Her responsibilities primarily include facilitating and providing the required support for British companies seeking to invest in India and vice-versa for the designated sectors. The scope of assistance covers primarily information on the market, establishing useful business contacts, inputs on the tax regime as well as the existing policy guidelines for the relevant sectors.