

# Infrastructure & Asset Finance Summit, 2012



**MUMBAI • 6-7 SEPTEMBER, 2012**

## Co-Sponsors



L&T Infrastructure  
Finance Company Ltd.



Srei Equipment  
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**TATA CAPITAL**

Infrastructure Finance

Tata Capital Financial  
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**VENUE: SUNVILLE BANQUETS**  
9, Dr. Annie Besant Road  
Middle of Worli flyover (Near HP Petrol Pump)  
Worli Mumbai - 400018  
Website: [sunvillebanquets.com/](http://sunvillebanquets.com/)

## HIGHLIGHTS

- Infrastructure Finance Companies and Non-banking finance companies in the asset-based financing space growing at impressive growth rate – excellent opportunity to sit across and take stock of the developments.
- Forum will discuss emerging regulatory issues, taxation issues, bottlenecks in development of NBFC products, etc.
- Special focus on infrastructure financing and housing finance
- Excellent place for networking
- Top speakers on respective topics
- Brought together by hardcore experts in the field

## WHY THIS SUMMIT?

Infrastructure holds the key to the economic resurgence of India, and infrastructure financing holds the key to vitality of the infrastructure sector. On a policy plane, several initiatives have been taken to promote infrastructure financing, but are they enough? Have they been effective? These are questions on every one's mind, and this Summit gets into these questions.

The Summit intends to explore the state and stumbling blocks in each of the significant sectors of infrastructure financing – roads, power, telecom, urban infrastructure, airports, ports, etc. Major develops in infrastructure projects are also likely to participate.

The world of non-banking finance in India, asset finance in particular, has widely been perceived as parallel to the banking system. Other than remittance and on-demand deposits, NBFCs practically do everything that banks do.

As per Economic Survey 2012, NBFCs take more than 12% share in the assets of the entire financial system – this is quite a sizeable contribution.

Asset finance companies provide funding against tangible assets. Asset finance companies have been riding the capital expenditure boom of corporate India. Infrastructure companies, in particular, have seen a strong correlation between infrastructure spending and the growth of the industry.

As asset finance and infrastructure finance companies have come of age, it is important to bring together the stakeholders.

The Summit brings together NBFCs, asset finance and infrastructure finance companies in particular, under one roof to discuss matters of significance to them. There is quite a lot to carry back to your offices – vision, interaction, enthusiasm, and above all, lots of new contacts.

## THE ORGANISERS

Vinod Kothari Consultants P Ltd (VKCPL) is a premier consulting and training entity in the field of non-banking finance. For years, we have been occupying a very crucial position on asset-finance consulting.

Headed by Vinod Kothari, who is author of several books on the subject and trainer all over the world, VKCPL has been into the very thick core of asset-based finance in India. Apart from India, VKCPL has carried out transaction advisory services in several other countries – Indonesia, Sri Lanka, Egypt, Jordan, Philippines, to name a few.

Besides asset-based financing, VKCPL is specialized into structured finance, and has several individuals who have a strong focus into the finer aspects of structured finance business. With offices in Mumbai and Kolkata, VKCPL has also been associated with most of the large players in the asset finance industry.

Contact Us:



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## DAY 1

## AGENDA

### 1. Overview of Asset Finance Industry, India and globally

- a. Asset finance and Infrastructure finance – key to India's resurgence.
- b. Infrastructure Finance – Global and Indian scenario.
- c. Overview of critical infrastructure sectors – landscape of Indian infrastructure finance

### 2. Capital and Leverage Options

- a. Strategic growth options for NBFCs – organic growth, alliances or acquisitions?
- b. Private equity into infrastructure- opportunities, expectations of the investors, and stumbling blocks
- c. Innovative funding solutions for infrastructure financing - Credit Enhancement as a key Imperative.
- d. Foreign capital into NBFCs and IFCs – a short cut to banking ?

### 3. Critical Infrastructure and Asset Finance Sectors

- a. Commercial vehicles funding -current issues, and looking forward
- b. Urban infrastructure sector.

### 4. Critical Asset Finance Sectors

- a. Construction Equipment Sector – is the present lull going to continue?
- b. Plant & Machinery.
- c. Golds loans/ LAPs.
- d. SME funding – asset-based or non-assets?

## Day 2

### 1. Policy snags and bottlenecks in Infrastructure Financing

- a. Consistency in policies – where policy reform is required-learning from international experiences.
- b. Aviation assets – building world-class airports for the country – are our pricing models appropriate?
- c. Government policies in infrastructure financing - economist view.
- d. Private equity in IFCs and NBFCs

### 2. Road Sector

- a. A road asset operator's story – key elements to success, and stumbling blocks.
- b. Financing the road and public utility infrastructure sector – special needs and concerns.
- c. International PPP model - is there scope for India to learn?

### 3. Power sector

- a. Funding options for the power sector
- b. Infrastructure bonds - the appeal and constraints
- c. Other debt funds/ new sources of capital/ hybrid funds/ mezzanine debt.

### 4. Telecom Infrastructure Financing/ shipping and ports

- a. Telecom infrastructure operators' story – what is ailing the sector?
- b. Shipping and port assets
- c. A rating agency's perspective.

## OUR SPONSORS



Srei BNP Paribas (Registered Name: Srei Equipment Finance Private Limited) is a 50-50 joint venture between Srei Infrastructure Finance Limited, India's leading private sector Non Banking Financial Institution in the infrastructure space, and BNP Paribas. Srei BNP Paribas is aptly benefitting from the Indian expertise and network of Srei and global leasing insight in diverse product classes of BNP Paribas.

Srei BNP Paribas has emerged as the industry leader in infrastructure and construction equipment financing. A staggering 33% market share and a client base of over 28,000, Srei BNP Paribas has been successfully catering to the equipment finance requirements of varied industry verticals during its 22 years journey.

With an Asset under management of over Rs.16,000 crore, Srei BNP Paribas has grown from strength to strength enjoying a strong national presence with a network of over 85 offices across India.

Srei Infrastructure Finance Limited has empowered over 30,000 entrepreneurs over its 22 years journey. Srei is actively involved in making tomorrow happen by offering innovative solutions in the infrastructure space through its bouquet of services in the infrastructure sector: Infrastructure Project Finance, Advisory and Development; Infrastructure Equipment Finance; Sahaj e-village; Venture Capital; QUIPPO-Equipment Bank; VIOM-Telecom towers; and Insurance Broking.



L&T Infrastructure Finance Company Limited (L&T Infra) is a wholly owned subsidiary of L&T Finance Holdings Limited (a subsidiary of L&T Ltd.).

L&T Infra, incorporated in 2006, is registered as a Non Banking Financial Company (NBFC) under the Reserve Bank of India (RBI) Act 1934, and is among the select few financial institutions classified as an Infrastructure Finance Company (IFC) and Public Financial Institution (PFI). It was set up with an initial capital of Rs.500 Crore (US\$111 million) and has expanded at a rapid rate with an Asset base of Rs.10913 Crore (as of 31<sup>st</sup> March 2012)

L&T Infra provides a wide range of customized debt & equity products as well as Financial Advisory Services for the development of infrastructure facilities in the country with a focus on power, roads, telecom, oil & gas and port sectors.

L&T Infra functions with high Corporate Governance standards and Independent Directors constituting 50% of its Board and the key committees. As a testimony to its strong credentials and sound operating performance, L&T Infra enjoys AA+ credit ratings by both CARE and ICRA.

L&T Infra operates from its Mumbai, Delhi, Chennai and Hyderabad centers - and is managed by a team of experienced banking professionals, under the guidance of an eminent Board drawn from both L&T and banking industry.

## TATA CAPITAL

We only do what's right for you

Tata Capital Limited is a subsidiary of Tata Sons Limited. The Company is registered with the Reserve Bank of India as a Systemically Important Non Deposit Accepting Core Investment Company and offers through itself and its subsidiaries fund and fee-based financial services to its customers.

Tata Capital Financial Services Limited ("TCFSL") is a subsidiary of Tata Capital Limited. The Company is registered with the Reserve Bank of India as a Systemically Important Non Deposit Accepting Non Banking Financial Company (NBFC) and offers fund and fee-based financial services to its customers, under the Tata Capital brand.

A trusted and customer-centric, one-stop financial services provider, TCFSL caters to the diverse needs of retail, corporate and institutional customers, across various areas of business namely the Commercial Finance, Infrastructure Finance, Wealth Management, Consumer Loans and distribution and marketing of Tata Cards.

TCFSL has over 100 branches spanning all critical markets in India.

The Tatas are amongst the most respected business houses in the world. Tata Capital aims to bring the trust and expertise of the Tatas to an economically and socially relevant sector like financial services.

The essence of brand Tata Capital is encapsulated in our brand proposition - 'We only do what's right for you'. The proposition reflects our strong resolve to deliver financial solutions that are 'right' for our customers and the society at large.

Tata Capital seeks to build strong relationships with its customers and deliver superior and consistent customer experience across all products and touch-points.

At Tata Capital, our wide product suite comprises of Commercial Finance, Investment Banking, Private Equity, Infrastructure Finance, Securities, Wealth Management, Consumer Loans, Tata Cards, Travel Related Services, Foreign Exchange.

## REGISTRATION FORM

Name : \_\_\_\_\_  
Job Title : \_\_\_\_\_  
Organisation : \_\_\_\_\_  
Approving Manager \_\_\_\_\_  
Address : \_\_\_\_\_  
\_\_\_\_\_

City \_\_\_\_\_ Pin Code \_\_\_\_\_ State \_\_\_\_\_  
Phone \_\_\_\_\_ Mobile \_\_\_\_\_ Email id: \_\_\_\_\_

- Please keep me informed via email about this and other related events.  
 I cannot attend, but please keep me informed of future events.

For sponsorships, media partners, exhibitorships, registration or details contact

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### Participation Fees:

- Indian Resident INR 20,000/- per participant (plus applicable taxes)
- For Overseas Participants USD \$450/- per participant

**Early Bird Discount of 20% till 5th August, 2012**

**Attractive Gradation Discount: In case of 3 or more participants from the same organisation**

### Cancellation Policy:

Cancellation made upto 5 days prior to the event will be entitled to refund of 75% of the fees paid. No refund will be made for cancellations post that or for no-show. We shall be liable only for the refund of the participation fees and not for the cost of travelling or fooding.

Please send your cheque for the participation fees along with the following details to the address mentioned below. Registration shall be confirmed on the realization of the cheque

Contact Us:

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