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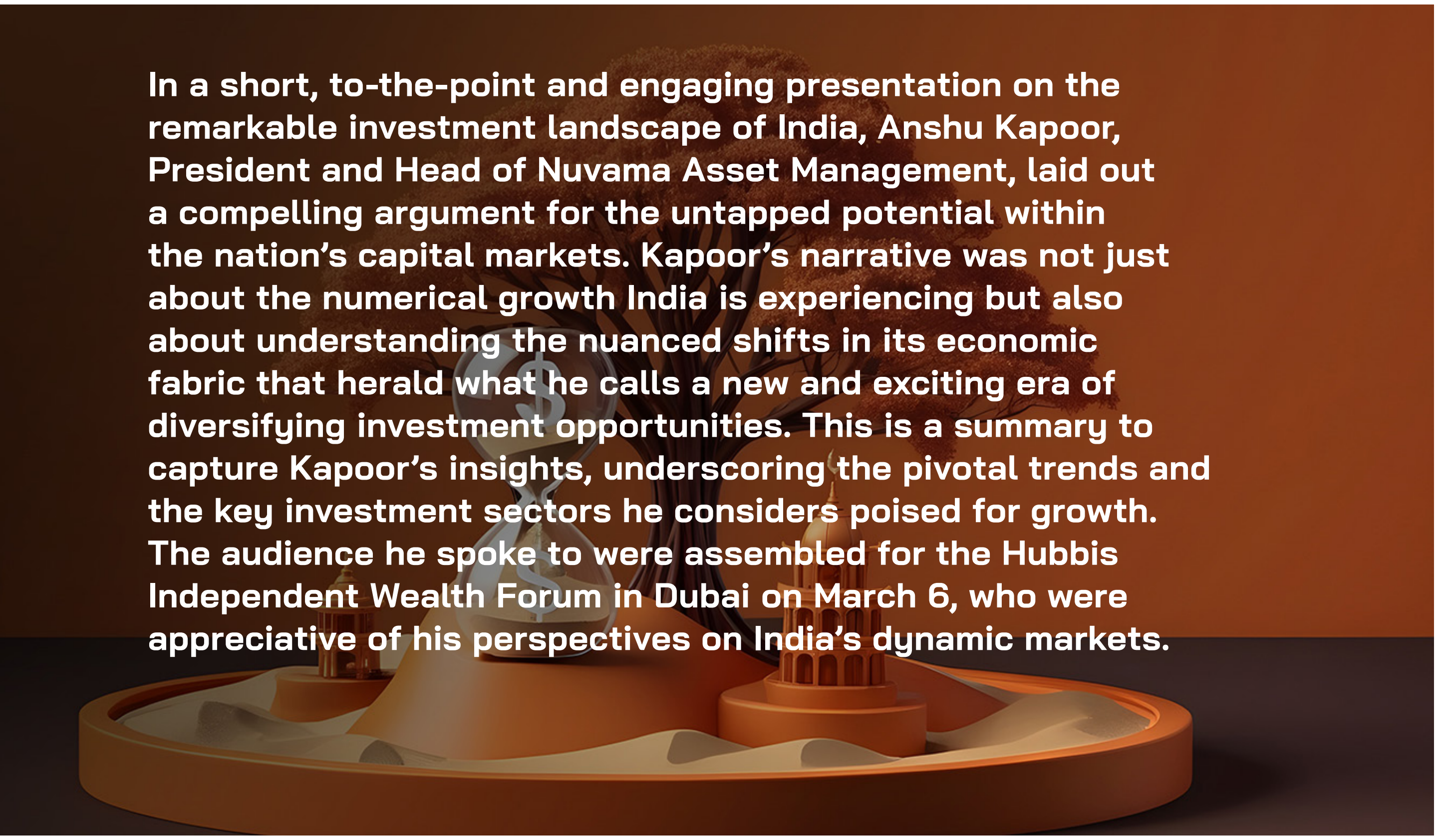
Mega-Investing Opportunities in India: Views from Anshu Kapoor, President & Head of Nuvama Asset Management



In a short, to-the-point and engaging presentation on the remarkable investment landscape of India, Anshu Kapoor, President and Head of Nuvama Asset Management, laid out a compelling argument for the untapped potential within the nation's capital markets. Kapoor's narrative was not just about the numerical growth India is experiencing but also about understanding the nuanced shifts in its economic fabric that herald what he calls a new and exciting era of diversifying investment opportunities. This is a summary to capture Kapoor's insights, underscoring the pivotal trends and the key investment sectors he considers poised for growth. The audience he spoke to were assembled for the Hubbis Independent Wealth Forum in Dubai on March 6, who were appreciative of his perspectives on India's dynamic markets.

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ANSHU KAPOOR
Nuvama Asset Management

India's Economic Resurgence

Kapoor began by setting the stage with India's economic journey, emphasizing its impending milestone of reaching a USD 5 trillion GDP. "Six months back, the perception of India as an emerging market ripe for investment was met with hesitation. Today, we're on the cusp of a transformation, much like China before its exponential growth post-2006," Kapoor remarked. This analogy not only highlights India's growth trajectory but also challenges the hesitation surrounding emerging market investments, suggesting that overlooking India could be a missed opportunity.

The Public Market Dynamics

Shifting the focus to India's public investment markets, Kapoor pointed out a glaring underrepresentation in global indices, where India, despite being the fifth-largest GDP globally, commands a mere 2% of the global weightings and indices. This discrepancy signals a significant potential for re-evaluation and increased allocation by global investors. Kapoor confidently stated: "The public markets have consistently delivered a 10% to 12% US dollar return. This is not just data; it's a testament to the robustness of the Indian market."

The Rising Stars

And it is not only public markets that beckon for international investors. A key highlight of Kapoor's presentation was his focus on key sectors of private equity, infrastructure, and commercial real estate. With private equity now a USD 300 billion market and private investment in commercial real estate at USD 150 billion, these sectors underscore the diversification of India's investment landscape. "Private equity is not just an asset class; it's a reflection of India's entrepreneurial spirit and digital prowess, mirroring the country's USD 4.5 trillion increasingly diversified market cap," Kapoor elucidated.

Foreign Direct Investment: A Gateway to Growth

Kapoor reported that the influx of foreign direct investment (FDI) in India paints a picture of global confidence. He said: "India attracts about USD 60-65 billion of FDI yearly. This figure is expected to surge to USD 100 billion, highlighting the country as a magnet for international capital." This huge inflow, especially in fast-growth technology centres like Bengaluru, is not merely about numbers; it's a narrative of India's evolving economic, technological and industrial landscape.

Commercial Real Estate: Contrasting Global Trends

In stark contrast to the global downturn in commercial real estate, India's sector is thriving, with Kapoor noting that India is witnessing a boom in commercial real estate, absorbing as much capital as Shanghai. This is not just growth, it is an anomaly that contradicts global trends, driven by the relocation of global capabilities to India."

The Access Challenge and Nuvama's Solution

Despite these opportunities, Kapoor highlighted a significant gap in accessibility for individual investors and family offices. "The demand for Indian investment products is infinite, yet the supply of high-quality solutions remains a bottleneck," Kapoor observed. In response, Nuvama Asset Management aims to bridge

« *"The public markets have consistently delivered a 10% to 12% US dollar return. This is not just data; it's a testament to the robustness of the Indian market."* »

this gap, leveraging its extensive network and robust asset management capabilities to offer targeted solutions.

Conclusion: The Indian Investment Bandwagon

Kapoor's presentation not just offered a glimpse into India's investment potential but also charted a roadmap for tapping into its increasingly diverse array of opportunities. From public markets and private equity to infrastructure and commercial real estate, the narrative is clear: India is not just growing; it's transforming.

As Kapoor concluded succinctly: "India's journey to a USD 5 trillion GDP is not just inevitable; it's an invitation to the world to be part of a growth story that at the same time is redefining the domestic and indeed global investment landscape. We at Nuvama are leading the charge, providing more pathways to engaging with our vibrant economy and improving accessibility and knowledge. Grasp the opportunity and engage in this exciting and promising new era for India." ■