

Infinity Talks About India Private Equity at “Doing Business in India Seminar” in Kuwait
Kuwait City, Kuwait – November 17, 2009

Infinity Consultants (Infinity) was invited to make a presentation on the experience and expectations of GCC investors investing in Indian private equity deals in a seminar titled “Doing Business in India” organized by DLA Piper Kuwait and their Indian affiliate J. Sagar Associates that was held in Kuwait on November 17, 2009 in the presence of H.E. Ajai Malhotra, Indian Ambassador to Kuwait. The event which was followed by a panel discussion between the participants and a Q&A session with the audience, was well attended by several sections of Kuwait’s banking, investment and legal sectors, and made a strong case for GCC investors to commit a bigger fund allocation to India on the back of strong long-term fundamentals.

In a presentation titled “Foreign Direct Investment into India: Entry options, structuring joint ventures, acquisitions and private equity investments”, made by Mr. Akshay Chudasama, Partner at J. Sagar Associates, laid out the various options in front of GCC investors to make investments in India with the pros and cons of each approach. Speaking on opportunities in India’s infrastructure sector, where the huge present funding deficit can be met from GCC liquidity, Mr. Amit Kapur, Partner at J. Sagar Associates, mentioned the various opportunities that are now open for foreign direct investment (FDI) in Indian infrastructure as per various sub-sectors, the key policy and tax issues to be considered and the new push by the government to open FDI through the public private partnership (PPP) route.

Infinity represented by Saif Ahmed, Managing Partner presented a thorough analysis of all the private equity deals that had been announced by GCC investors including family offices, investment companies, private equity funds and other players in India over the last ten years and pointed out the key concerns of GCC investors when it comes to investing in India. Observing that GCC investors need to play to their strengths to stand out from the crowd of investors from the West, Japan and SE Asia who are all competing for quality deals in India, Mr. Ahmed commented that “they can do this by focusing on investing with long-term horizons, preferring minority stakes that goes well with Indian family controlled business houses and by facilitating entry for their investee companies in to MENA markets.”

About NEN Al Wagayan, Al Awadhi & Al Saif & DLA Piper Kuwait, and J. Sagar Associates

DLA Piper Kuwait (www.dlapiper.com) is a joint venture between NEN Al Wagayan, Al Awadhi & Al Saif (www.nencom.kw) and DLA Piper Middle East LLP. The joint venture provides comprehensive and coordinated legal services to Kuwait-based businesses operating regionally, those expanding overseas and multinational organisations and inward investors with interests in Kuwait and the wider Middle East region. NEN Al Wagayan, Al Awadhi & Al Saif is a leading law firm which provides services in Kuwait. DLA Piper Middle East LLP is a law firm and part of DLA Piper, an international legal practice with 67 offices across 29 countries. J. Sagar Associates (www.jsalaw.com) is DLA Piper’s preferred law firm in India with offices in New Delhi, Gurgaon, Hyderabad, Bangalore and Mumbai.

About Infinity Consultants

Infinity Consultants (<http://www.infinity-consult.com>) is a Shari’a-compliant advisory firm based in Bangalore, India focused on delivering innovative financial advisory solutions to clients in the GCC region and advising on cross-border investment opportunities between India and the Middle East. Infinity is also pioneering several Islamic finance initiatives in India as part of its mission to introduce an ethical alternative to the conventional interest-based financial system. Infinity’s key resource base is its human capital with team members bringing a wealth of experience in investment banking, private equity, management consulting, and Islamic finance in the US, UK, Gulf, and Indian markets.