



# Unleashing Upcoming EPC Opportunities in India 2017

Fact  
Tracking Segment Wise Business Prospects  
for Value Chain Players

March 2017

# Why enincon's report upon "Unleashing Upcoming EPC Opportunities in India 2017"

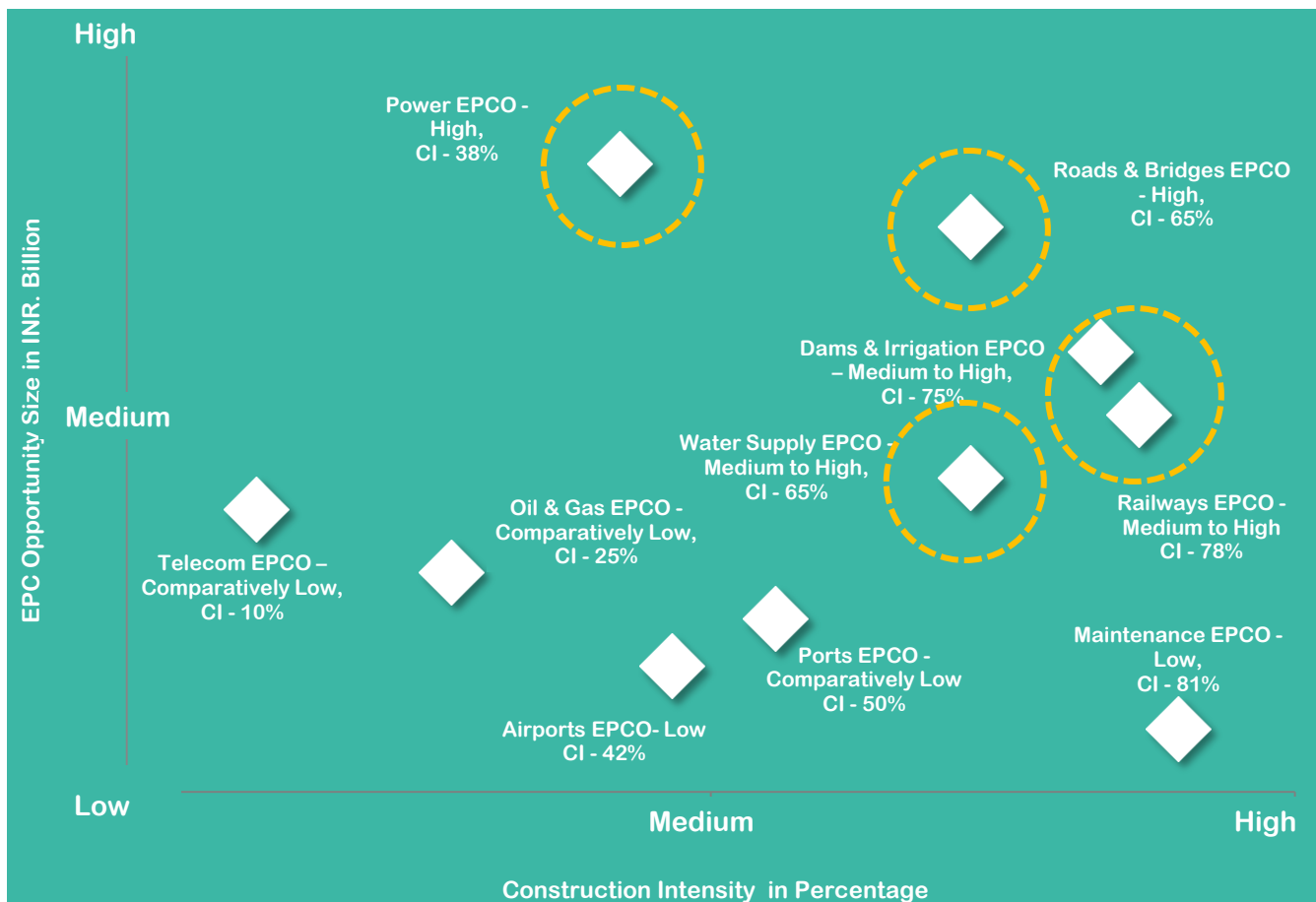
DEMYSTIFYING EPC INDUSTRY IN INDIA : TRANSFORMATION FROM BEING MEDIOCRE TO A BEHEMOTH

EPC INDUSTRY IN INDIA HAS BECOME SYNONYMOUS TO MULTI MILLION DOLLARS COMPLEX PROJECTS WHICH ARE BEING EXECUTED BY BOTH PRIVATE AND GOVERNMENT MARKET PARTICIPANTS

India has seen EPC industry translating from a relatively mediocre industry to a behemoth. This turnaround was basis the fast paced growth which the Indian economy witnessed in last decade to fifteen years of time. Today, the EPC industry of the country has become synonymous to multi million dollars complex projects which are being executed by both the private and Government market participants. However, a decade ago Indian EPC industry was categorized by small projects which were not that complex in nature and plagued by multitude small packages and subcontracts. But, in the current scenario it has squared with huge and unique opportunity due to galloping Indian economy and the planned investments in public and industrial infrastructure. This scenario has fuelled India to have recognition on global front. The EPC sector has witnessed consistent changes over past decade and has seen a smooth transition in terms of increasing project size, scale and market maturity.

As far as India is concerned an evaluation of just gone by 11th plan depicts that it has been an inflection point in "Infrastructure Investments", with contributions of up to 9 percent from India's GDP. The 12<sup>th</sup> plan is also replicating a similar trend with an envisaged investment of approximately USD 1 trillion, which means contributions of up to 10 percent of India's GDP. The sectors which are expected to have massive investments include oil & gas sector, power sector, metals & mining sector and telecom sector. Thus, this mammoth and fast build out of industrial and plant infrastructure demonstrates the need of a robust and growing engineering, procurement and construction services industry for spreading and management of risks, efficiency and productivity in engineering and construction and supplementing the management bandwidth of project developers.

Exhibit 01: EPC opportunity, Construction Intensity & Overall Investments Planned in Indian Infra Sector



Source: enincon research and analysis

Further, EPC companies in India are facing an increasing need to realign their profit making strategies and focus rather on profitability than just on revenue growth. Thus, the quest of companies which seek innovative means to overcome the challenges faced by the EPC industry will find an answer in this dossier which is compiled by sector specialists to help remove the bottle necks for the market participants and expand profitability in line with the revenue.

Enincon consulting llp has conducted wide range market survey to project a path finding guide for investors in EPC segment of India. It is a mix of primary and secondary research compilation in line with fact finding approach and projecting the opportunity size at exploits for EPC industry participants in various sectors of India. In this report we aim to have forward looking view on the EPC sector in India amidst identified challenges faced by the sector. The report also categorically discussed about the latest trends and the market directions as well as the changing strategies adopted by the market players to counter the changing dynamics of EPC sector in India. This report will help them adapt and get prepared to realize the underlying opportunities and see off the challenges while being aggressive and focused as a competitor in EPC sector of India.

#### BUSINESS CASE FOR ENGINEERING , PROCUREMENT AND CONSTRUCTION SECTOR IN INDIA

- Government of India plans to launch the National Infrastructure Investment Fund (NIFF) with an initial corpus of at least INR 40,000 crore (US\$ 5.87 billion)
- The Ministry of Urban Development has approved an investment of INR 19,170 crore (US\$ 2.81 billion) for improving basic urban infrastructure in 474 cities in 18 states and Union Territories (UTs) under Atal Mission for Urban Rejuvenation and Transformation (AMRUT)
- The Reserve Bank of India (RBI) has notified 100 per cent foreign direct investment (FDI) under automatic route in the construction development sector
- The Government of India has made a record allocation INR 221,246 crore (US\$ 33.07 billion) for several infrastructure projects in Union Budget 2016-17, which is expected to provide significant boost to Indian infrastructure sector

## REPORT INSIGHTS

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- Opportunity Sizing for EPC players in the Indian Infrastructure Industry
- Tracking Market Size Wise Opportunity for EPC players in Indian Infrastructure Industry
- Region Wise Break up of business case for EPC Players in Indian Infrastructure Industry
- Parametric Evaluation of States to Offer Maximum Opportunities to invest in the EPC segment
- Sector wise Bifurcation of Opportunity Tune
- Track of Upcoming Investment Opportunity in Indian EPC Space

## KEY HIGHLIGHTS

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- Unwinding Business Potential for all Key Value Chain Players in the Indian EPC Segment
- State Wise Market Size Evaluation of EPC in India for Varied Infrastructure Segments
- Capturing Latest Trends , Market Directions and the Changing Strategies to be Adopted by the Market Players to Counter the Changing Dynamics of EPC Sector in India
- Dossier helps adapt and get prepared to realize the underlying opportunities and see off the challenges while being aggressive and focused as a competitor in EPC sector of India
- Estimating the Most Likely Market Potential for Marking Investments into the Segment



## PRESS EXCERPTS

*The government has plans to attract funding from the private sector for infrastructure projects to reduce strains on the budget. In this respect the PPP model has emerged as a preferred one for private sector participation in road projects .*

*PR Newswire*

*India needs INR 31 trillion (US\$ 454.83 billion) to be spent on infrastructure development over the next five years, with 70 per cent of funds needed for power, roads and urban infrastructure segment.*

*IBEF INDUSTRY UPDATES*

## KEY QUERIES ADDRESSED

- What would be the market size and business potential for players in Indian EPC Segment ?
- Which all states provides best investment opportunities in Thermal Power EPC Segment ?
- Which all states provides best investment opportunities in Power Transmission EPC Segment ?
- What would be opportunity tune for private players to invest in the Indian EPC Segment ?
- What would be business bracket for international players to invest in Indian EPC Segment ?
- Which all states to offer maximum investment opportunities in pulling up roads & highways infra ? What shall the opportunity tune for EPC players ?
- Trace of dedicated sector type investment tune , services offered etc by the competitors
- Which all states to offer maximum business case for EPC Players into Water –Waste Water and Irrigation Segment ?
- Which all states to lead in developing the transportation , MRTS and other large infrastructure projects ? What shall be the tune for EPC players ?

## MUST BUY FOR

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- EPC Players
- EPCM Players
- Project Financing Agencies
- OEM Suppliers
- Project Contractors
- Class I , Class II & Class III Contractors
- Heavy Equipment Suppliers
- Small – Medium Equipment Suppliers
- Vendors
- Raw Material Suppliers
- Project Consultants
- Research Firms
- Research Bodies / Institutes
- Industry Associations / Technical Consulting Group

## WHAT YOU CAN LEARN ? A SNAPSHOT

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- Opportunity Track for EPC Players in Thermal Power Generation Segment in India
- Opportunity Track for EPC Players in Mining Segment in India
- Opportunity Track for EPC Players in Roads & Highway Segment in India
- Opportunity Track for EPC Players in Power Transmission & Distribution Segment in India
- Opportunity Track for EPC Players in Water –Waste Water , Irrigation and Heavy Construction Segments in India
- Estimating the Market Size Wise Opportunity in Indian EPC Segment by 2022
- Estimating Value Chain Player Wise Break up of Opportunity for EPC Segment by 2022
- Best Fit States to Facilitate Maximum Quantum of EPC Opportunities in India by 2022 , Segment Wise Analysis
- State Wise Track of Upcoming EPC projects in India , Segment Wise Filtration