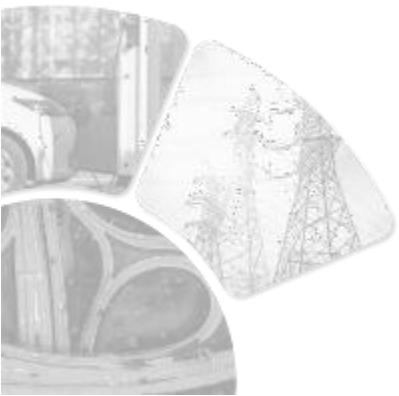




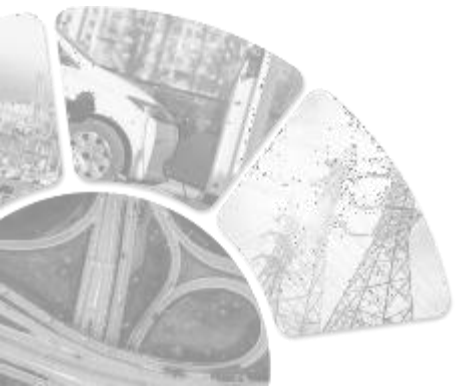
A decorative green dotted pattern in the top-left corner of the slide.

The Goal of Infrastructure Development
is to improve the standard of living of people & bring happiness.



The purpose of infrastructure is beyond its creation, it is in delivering long-term, sustained, and cost-effective solutions

The **Public-Private Collaboration** enables the creation of infrastructure and its cost-effective service delivery

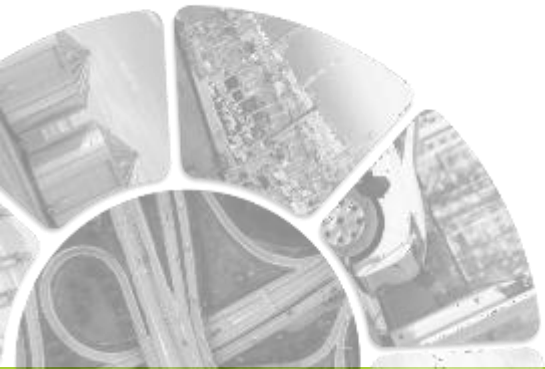


“Infra Advisors” enables exploration and investment
in infrastructure opportunities in **India**



“Infra Advisors” has been supporting and shaping the Indian infrastructure landscape with its knowledge and expertise since **2010**, delivering advisory services across India and internationally

Navigating Complexity, Delivering Simplicity



Our Leadership Team

The Infra Advisors leadership team comprises professionals with extensive experience and expertise in infrastructure project implementation, infrastructure finance, risk and credit management, banking & financial institutions.



CA Praveen Sethia

Founder, Director

Chartered Accountant and Cost Accountant with 30 years of experience in BFSI, Infra Projects, and consultancy



C. P. Bhardwaj

Director

Cost Accountant with 30 years of experience in BFSI, and consultancy



CA Sunita Sethia

Director

Chartered Accountant with 30 years of experience in auditing, finance and accounts, and consultancy



Anand Surange

Director

BE and MBA with 30 years of experience in BFSI, and consultancy



Vipin Verma

Director

MBA with 27 years of experience in BFSI and consultancy

"Leadership is the capacity to translate vision into reality" - Warren Bennis

Our Core Team

We believe that great ideas come from collaboration and diversity of thought. Each member of our core team brings a unique perspective and specialized knowledge that drives innovation and fuels our growth.



Hitesh Goel

Partner

Transaction Advisory



Vikram Sethia

President

Transaction Advisory



CA Aarti Arora

Head

Institutional Advisory
Business



Virender Kataria

President

Strategic Business
Development



Ratna Kumar

Vice President

Business Development

Our People, Our Strength

Infra Advisors Geo Footprint



Infra Advisors Business Trajectory



Commenced
Delhi
operations.

Entered the
Urban
Transportation
Sector.

Commenced
Kolkata
operations.

Achieved a
₹5,000 Crore
Debt Syndication
benchmark

2010

2011

2012

2013

2014

2015

2016

2017

Laid the
foundation for
Infra Advisors in
Mumbai.

Began
Institutional
Advisory for the
NHAI.

Expanded into
Realty & Health
Care Sector
advisory.

Initiated Hybrid
Annuity Model
advisory for the
road sector.

Infra Advisors Geo Footprint



Ventured into the M&A Business, focused on PPP Project Assets Divestment.

Ventured into Power Sector Transmission Sector Advisory.

Ventured into the Multi-model Transmission Sector Advisory.

Ranked 1st in Asia Pacific & 6th globally by Infralogic's global rankings, & Ventured into the Renewal Sector Advisory.

2018

2019

2020

2021

2022

2023

2024

2025

Debt syndication for waste-to-energy transaction with success.

Pre-Bid Advised for the largest MDO transaction with success.

Ranked 2nd worldwide in project finance by Infralogic global league tables.

Digi Advisor Launch and 4th position in Asia Pacific by Infralogic's global rankings.



Infra Advisors Core Competencies



Understanding of the Infrastructure Sector in India

India's infrastructure sector is inherently complex, dynamic, and capital intensive, demanding strategic insight, execution excellence, and practical problem-solving capabilities. Backed by deep industry expertise and the hands-on experience of our leadership team in resolving complex infrastructure challenges, Infra Advisors is uniquely positioned to help clients navigate uncertainty, address critical issues, anticipate emerging trends, and make informed, future-ready decisions across transport, energy, urban development, logistics **and more**.



Infra Advisors Core Competencies



Public Private Partnership

The Public-Private Partnership (PPP) ecosystem is inherently complex, driven by intricate contractual structures, stringent performance obligations, evolving regulatory frameworks, and the need to balance public interest with private investment objectives. Infra Advisors brings deep domain expertise built through extensive experience and active engagement across the entire PPP project lifecycle from project conceptualization, bid advisory, financing, and execution to operations, divestment, restructuring, and stressed asset resolution. Supported by connect with infrastructure ecosystem, including project authorities, developers, lenders, concessionaires, and investors, Infra Advisors provides a comprehensive perspective of the PPP landscape.



Infra Advisors Core Competencies



Investment Banking and Debt Market

Infra Advisors possesses deep understanding of infrastructure sectors, project lifecycles, PPP frameworks, and the associated financing requirements within regulatory and contractual framework. Infra Advisors bring strong capabilities in structuring infrastructure financing solutions aligned with the project's short-term and long-term capital needs across considering potential acquisition by AIFs and InvITs.. Backed by extensive expertise in project finance, debt syndication, and capital markets, we posse capability of effectively manage large-scale, capital-intensive, and time sensitive transactions. Combined with strong stakeholder connect, negotiation capabilities with hands-on problem-solving experience and proactively anticipating market trends, policy developments, and emerging sector opportunities.



Infra Advisors Core Competencies



Mergers & Acquisitions



Infra Advisors' core competency lies in its understanding of the technical, contractual, commercial, and financial aspects of infrastructure projects, enabling us to assess value creation potential for project. Our expertise helps clients identify the optimal timing, structure, and strategy for divestment, monetization, and capital recycling of infrastructure assets. Backed by strong relationships across the investor ecosystem with strategic investors, infrastructure funds, sovereign wealth funds, pension funds, lenders, and institutional capital providers.

Infra Advisors is having competency to maximize value realization and efficiently navigate complex transactions and successfully execute complex infrastructure divestment and M&A transactions.

Infra Advisors Services | Pre Bid Advisor



Sector and Market Assessment

Review and assessment of sector-specific business dynamics, market outlook, regulatory framework, demand drivers, policy environment, and competitive landscape relevant to the proposed PPP project to evaluate long-term sector sustainability and investment attractiveness.

Project Structure and Concession Framework Review

Analysis of project structure, concession framework, bid parameters, revenue mechanisms, performance obligations, and risk allocation principles under the applicable PPP format to assess commercial implications and implementation feasibility.

Benchmarking of Key Project Assumptions

Benchmarking and validation of critical project assumptions and inputs, including project cost estimates, O&M expenditure, concession period, financing assumptions, implementation timelines, and comparable sector/project parameters to support informed bid strategy and decision-making.

Financial Modelling and Viability Assessment

Development of an integrated and dynamic financial model aligned with prevailing debt market conditions, lender expectations, investor return requirements, and project viability considerations, including assessment of project cash flows, debt servicing capability, and equity returns.

Risk Assessment and Mitigation Strategy

Identification and assessment of key contractual, financial, regulatory, operational, and implementation risks associated with the project, along with evaluation of potential mitigation measures and risk optimization strategies.

Strategic Bid Advisory and Decision Support

Advisory support in strategic bid decision-making covering bid competitiveness, risk-reward assessment, commercial positioning, investment attractiveness, and management-level discussions to facilitate informed participation in the bidding process.

Infra Advisors Services | Pre Bid Advisor

Digi Advisors - Self Navigating Pre bid Advisory Tool

Preloaded Concession Agreement Terms

Saves time and reduces errors by providing preset values, with flexibility for limited customization to fit specific project estimates.

Flexible Input Options

Allows users to enter cost estimates, explore different Bid Project Costs, and test various scenarios such as loan repayment, DSRA, and EPC phasing.

Automated Calculations

Instantly generates accurate IRR and cash flow analyses, streamlining the process and ensuring efficiency.

Decision-Support Tools

Facilitates assessment of multiple financial strategies, helping users identify the most optimal bid structure.

Data Integrity & Security

Features robust security measures to ensure that user inputs and results are fully protected.



Capital Raising

Senior Debt, NCDs, Subordinated/
Mezzanine Debt

- Facilitate efficient capital raising tailored to project timelines and requirements.
- Secure competitive financing at the lowest possible cost.
- Attract leading domestic senior project lenders.

Optimal Financing Structures

We specialize in structuring

- Non-recourse and limited-recourse financing to de-risk the developer.
- Financing solutions aligned with agreement terms and risk allocation.
- Capital structures that are bankable.

Built-in Flexibility

Our IB advisory solutions offer

- Provisions for refinancing at later date with favorable exit terms.
- Mechanisms to unlock free capital or equity during operation period.
- Enhanced cash flow management at promoter level.

End-to-End Support

We act as a strategic IB partner

- Supporting developers from project inception to financial close.
- Navigating complex regulatory and commercial negotiations.
- Enhancing financial resilience and long-term project viability.

Infra Advisors Services | Mergers & Acquisition

Divestment, Monetization and Acquisition



Asset Divestment and Monetization

End-to-end M&A advisory support for strategic divestment, asset monetization, capital recycling, and value maximization of operational infrastructure assets for project developers, sponsors, and infrastructure platforms.

Acquisition and Investment Advisory

Advisory support ranging from sector identification to transaction origination and execution, backed by deep sector presence and market understanding. Advisory to cover acquisition of under-construction and operational infrastructure assets for infrastructure funds, sovereign wealth funds, AIFs, pension funds, InvITs, and strategic investors.

InvIT and Infrastructure Platform Advisory

Advisory support for conceptualization, structuring, establishment, and implementation of InvIT and infrastructure investment platforms for large developers and infrastructure groups, including portfolio assessment, transaction structuring, investor positioning, and capital market readiness.

Investor Outreach and Capital Partnership

Leveraging strong relationships across developers, institutional investors, infrastructure funds, sovereign investors, lenders, and capital providers to facilitate strategic partnerships, platform investments, co-investment opportunities, and transaction execution.

Transaction Execution & Stakeholder Management

End-to-end support for transaction execution, including due diligence coordination, lender engagement, concessioning authority interaction, negotiation support, documentation coordination, and successful closure of complex infrastructure transactions.

Project Financial and Economic Feasibility Assessment

Assessment of project financial feasibility, commercial viability, lifecycle sustainability, and economic rationale by development of integrated financial models covering fiscal impact, funding requirements, revenue potential, and long-term cash flow of Authority.

Project Structuring and Policy Alignment

Advisory support for evaluation and structuring projects under EPC or applicable PPP model in alignment with applicable Government policies, sector regulations, and institutional objectives.

Bid Process Management

Support in development of transaction structure, concession framework, bid parameters, RFQ/RFP inputs, bid evaluation criteria, and implementation roadmap for efficient project rollout through transparent and competitive bidding processes.

Institutional and Stakeholder Advisory

Assistance in engagement and coordination with Government departments, NITI Aayog, statutory authorities, lenders, multilateral institutions, investors, and other stakeholders for approvals, funding support, and project implementation alignment.

Bid Process & Transaction Closure Support

End-to-end support for transaction execution, including due diligence coordination, lender engagement, concessioning authority interaction, negotiation support, documentation coordination, and successful closure of complex infrastructure transactions.

Sector Coverage: Road

DBFOT – Toll



DBFOT – Hybrid Annuity



DBFOT – Annuity Project



DBFOT – Toll & Annuity



Sector Coverage: Railways

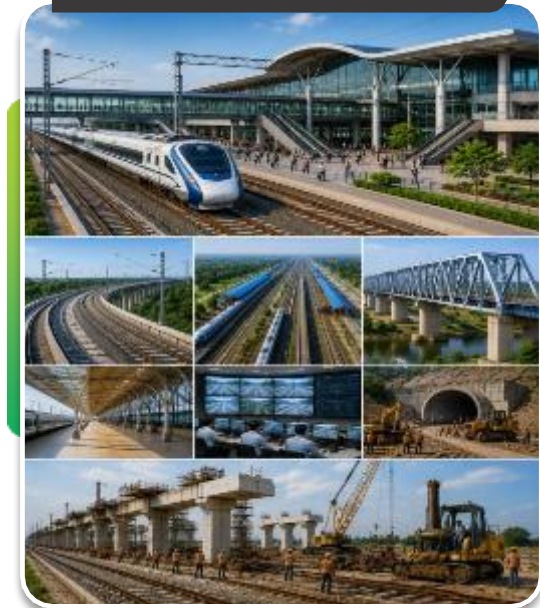
Land Development



Station Development



Railways Infra Development



Sector Coverage: Transportation & Logistics

Multimodal Logistic Park



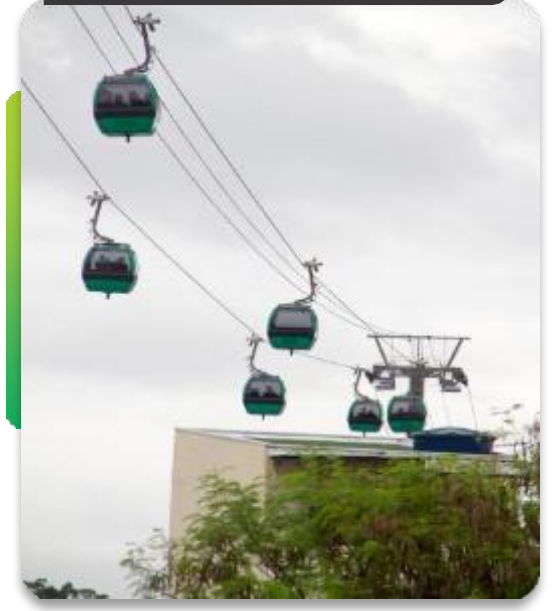
Gatishakti – Goods Terminal Development



Food Grain Silos



Ropeway



Sector Coverage: Energy Generation

Solar



Wind



Waste to Energy



Sector Coverage: Energy Transmission & Solutions

Transmission



BESS



Microgrid



Pump Storage



Captive C & I
Modelling



Smart Meter



Sector Coverage: Petroleum

Natural Gas Cross
Country Pipeline



LPG Pipeline



ATF Pipeline



Sector Coverage: Mining

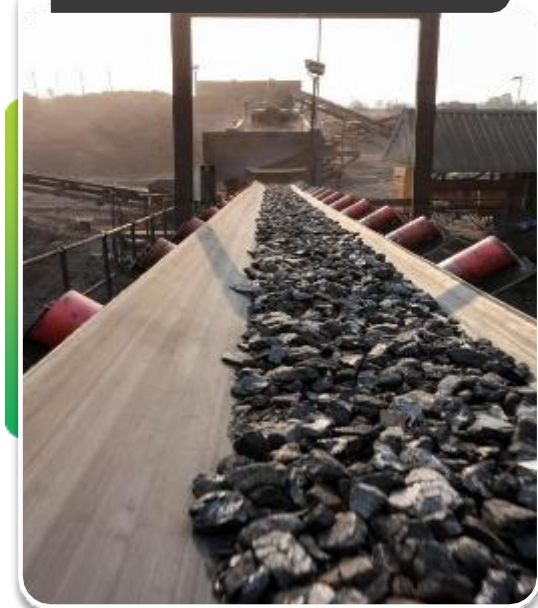
MDO Coal



MDO Bauxite



Commercial Coal



Sector Coverage: Social Sector

Hospitals



STP



Waste plant Treatment



Affordable Housing



Infra Advisors Institutional Clientele



Private Sector Clientele



Private Sector Clientele



Private Sector Clientele



Private Sector Clientele



Private Sector Clientele

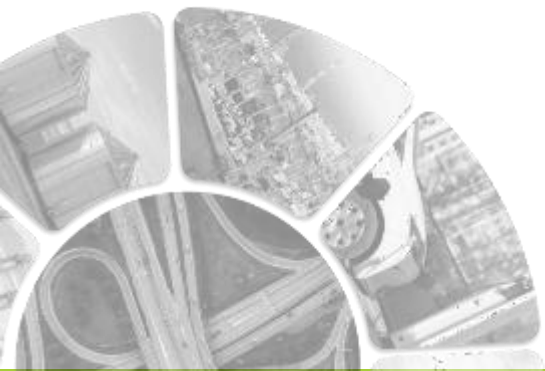


...Many More.

Infra Advisors decade+ experience and insight on different facets of infrastructure creation.

Infra Advisors empowers you to foray in the Infrastructure sector diligently, “cautiously aggressive”.

Customized & Result Oriented Solutions





THANK YOU

*To our clients, lending partners, and deal support teams,
& most importantly, our incredible team.*



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