

MARKET RESEARCH STUDY ON THE INVESTMENT OPPORTUNITIES IN INDIA – SECTOR WISE TABLE OF CONTENTS (ToC)

1. Economy:

ToC:

- Macroeconomic view: Introduction
 - Economic parameters: Growth rate/ GDP, Interest rates, Unemployment, Inflation, Fiscal deficits and other deficits and Monetary Policy (brief)
 - Social parameters: Demographic trends (demographic dividend), pool of graduates, engineers, medical practitioners, doctors etc.
 - Sectoral trends: Primary, Secondary, Tertiary
- Trade: Export , Import, FDI (Tabular form giving description of inflows), FII, FTAs(Table format), Exchange rate and Forex
- International Positioning of India: Parameters and metrics of India (Table Format): Ranks in Transparency International, Global Competitiveness Report, Ease of doing business in India.
- Concluding remarks: 2011 Budget and Positives

2. Retail:

ToC:

- Introduction
- Current scenario: Past and Present comparison
- Market structures: Organised vs Unorganised. How they co exist.
- Sectors of retail and Key players: Food and Grocery, Apparel, Gems and Jewellery, Music, Books, Consumer Durables, Pharmaceuticals
- M & A, FDI and Prospective International Entrants

- Top 5 cities: Retail scenario
- Target Segment and Purchasing Power in terms of Income, Changing lifestyles, Disposable income, Consumption levels (Trend and growth over time)
- Opportunities
 - FDI
 - Organised segment
 - Tier-II cities
 - Increase in consumption and disposable income

3. Telecom

ToC:

- Introduction
- Impact of Telecom industry on Indian economy
- Policy regulation
- Telecom Industry: Growth and ARPU
 - Fixed line: Growth
 - Mobile: Growth, Market players, penetration
 - Broadband
- Present developments: 3G, MNP, VOIP, VAS, Mobile Banking, BWA, MNVO etc
- Target markets: urban vs rural
- FDI and M&A
- Futuristic Outlook: Green Telecom, 4G, 5G, etc
- Employment opportunities

4. Information Technology

ToC:

- Introduction
- Impact on Indian economy
- Components:
 - Software
 - Hardware
 - Services
- Policy framework and SEZs
- Labor Dynamics
- Outsourcing: BPO, KPO, LPO
- E-governance
- Major Players and International entrants
- R & D
- Future Development

5. Health

ToC:

- Introduction
- Current status:
 - Hospitals and PHCs
 - Medical colleges and graduates

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- AIDS, TB, Malaria
- IMR,MMR, Pre-natal mortality rate, Fertility rate and birth control
- Access to clean drinking water, hygiene and sanitation
- Child nutrition and Malnutrition
- Health costs and expenditure
- Indian Healthcare Industry: Allopathy and AYUSH
- NRHM, National Health Policy, NUHM, Rashtriya Swasthya Bima Yojana and Other govt schemes and policies
- Hospital sector & Hospital players
- Pharmaceuticals, IPRs and R&D
- Medical tourism
- Futuristic Outlook

6. Infrastructure:

ToC:

- Introduction: (include population and vehicle density)
- Current market scenario: Highways, Roads, Ports and shipping, Railways, Telecom, Water supply and sanitation, Airports, Bridges, Energy, Oil and Gas
- Drivers of Infrastructure: Population, urbanization, increasing FDI, scarcity in water supply
- Govt initiatives and policies and PPP with examples of operating mechanisms like BOT. (operational chart of govt. if available)
- Funding
- Key Players

- Upcoming projects
- Concluding note

7. Banking

ToC:

- RBI rates: SLR, CRR, Repo, Reverse repo, lending rate, deposit rate, bank rate, PLR
- OMO
- Sectoral lending
- Public vs Private banks
- NBFIs
- NPAs
- Microfinance
- Govt schemes and loan waivers
- NPS and banking
- Mobile banking
- Saving rate
- Indian Banks Association
- IBEF
- Microfinanceindia.org
- Priority sector lending
- Microfinance India summit
- SME rating agency
- RBI

- World Bank
- Moneycontrol.com
- CRISIL
- CIBIL
- S&P
- UNESCAP
- ADB
- Commercial and Cooperative banks

8. Manufacturing:

ToC:

- Introduction
- Workforce
- Types of industries: (export and import , govt policies, major players and demand for each segment, FDI(common table), growth)
 - Chemicals, Fertilizers, Petrochemicals Electrical and Electronics
 - Packaging and machinery
 - Pharmaceuticals
 - Food processing and consumer goods
 - Textiles
 - Tyres, paints, metals
 - Automobiles
- Futuristic Outlook: Budget 2011

9. Agriculture:

ToC:

- Introduction
- Present scenario: Growth rate, food inflation, productivity, Climatic conditions , Export and Import
- 2nd green revolution: Dryland farming, Irrigation, fertilizers etc
- Types of crops: food and cash crops
- Agricultural policies and govt schemes, subsidies, PDS and Food coupons
- Key players
- Future areas of exploration:
 - BT and GM crops
 - Organic farming
 - E-choupals and Private players
 - Farming techniques
 - Technological innovations
 - Dryland Farming
 - Supply chain management- Private Storage
 - Agricultural credit and finance
- Concluding note

10. Insurance:

ToC:

- Introduction
- Indian Insurance industry: Types of insurance and Growth
 - Automobile
 - Health
 - NPS
 - General insurance
 - Life insurance
 - Real estate
- Govt vs Private sector players
- IRDA and govt acts and regulations
- FDI
- Futuristic outlook

11. Energy:

ToC:

- Introduction
- Types (reserves and potential, present consumption, deficit, R&D, major players) Oil, natural gas, LPG, CNG, Hydro, tidal, solar, nuclear, thermal, wind, coal, Biofuels
- Govt and international policies: NELP , Indo-US nuclear deal
- Carbon credits and footprint and emission standards: Kyoto, Copenhagen, and Cancun
- International ventures, M&As and Takeovers
- Concluding note

12. Higher Education:

ToC:

- Introduction: higher education scenario, Universities, colleges (number)
- International comparison: rank, accreditation, standard
- NITS, IITs, IIMs, Medical, engineering, arts and other colleges, Technical education
- Foreign Educational Institutions Bill 2010 and affiliations
- Employability of youth
- Vocational Training
- Concluding remarks

13. **Capital Markets:**

ToC:

- Sensex
- Nifty
- Other Stock exchanges
- NCDEX, commodities and derivatives market
- Growth vs Mature companies
- Public private listings
- CRISIL ratings
- RBI
- Trends in indices
- Sectoral trends
- Spot, forward and futures markets
- FDI, FII

- Mutual funds, portfolio management
- Different investment securities
- Stocks, options(ESOP, ESOS)
- Integration of capital market with banking sector
- IPOs (primary market)
- Secondary market

14. Infrastructure and Construction:

ToC:

- Introduction: (include population and vehicle density)
- Current market scenario: Highways, Roads, Ports and shipping, Railways, Telecom, Water supply and sanitation, Airports, Bridges, Energy, Oil and Gas
- Drivers of Infrastructure: Population, urbanization, increasing FDI, scarcity in water supply
- Govt initiatives and policies and PPP with examples of operating mechanisms like BOT. (operational chart of govt. if available)
- Funding
- Key Players
- Upcoming projects
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