



India Economic Monitor

February 2021 Update

Executive Summary

Jan'21 continued to show recovery across indicators. Select indicators hit record high levels (e.g., GST collections, UPI transactions, forex reserves). Merchandize trade witnessed positive YoY growth; Auto sales, steel consumption, insurance premium grew vs. last year levels; CPI (inflation rate) eased to 4.06% vs. 6+% highs in the previous months; GDP projections saw an upward revision at 6-10% YoY contraction for this financial year.

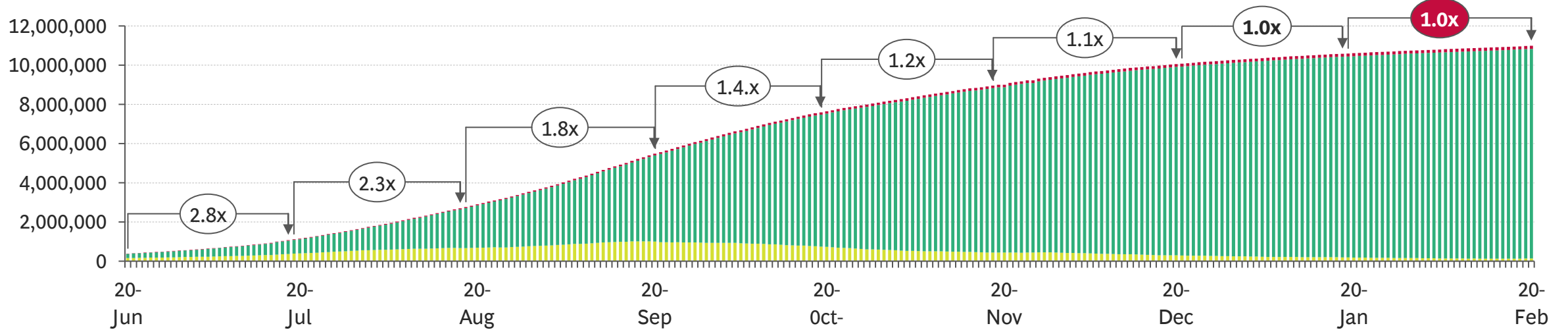
Trends across key economic indicators

- **Industrial Activity:** Daily avg. power consumption continued to witness a 5% YoY growth in Jan'21; fuel consumption YoY gap widened to -4% in Jan'21 compared to -2% YoY in Dec'20; Index of Industrial Production improved to 1% YoY growth in Dec'20 after witnessing contraction in Nov'20
- **Trade:** In Jan'21, Merchandize exports & imports saw YoY growth (6% & 2%); Services imports YoY gap improved while exports YoY gap marginally widened in Dec'20
- **Logistics:** FASTag transactions increased 7% vs. Dec'20 in Jan'21; E-way bills grew at 10% YoY in Jan'21; JNPT traffic continued to grow YoY in Jan'21; Air & rail passenger traffic improved in Dec'20-Jan'21 vs. previous months, however still significantly far from pre-COVID levels
- **Financial Services:** Aggregate deposits & bank credit improved vs. previous months; YoY growth rate dipped in the last week of Jan'21 vs previous weeks; Value of UPI transactions continued to hit all time high levels, reaching INR 4.31 Tn (~100% YoY growth) in Jan'21
- **Sector-wise Impact:** PVs, 2W & tractor sales continued to grow YoY in Jan'21 (PV sales grew 2%, 2W sales grew 10%, tractor sales grew 48% YoY), 3W continued to see YoY de-growth; Pharma sales continued to grow vs. last year in Dec'20; Fertilizer sales continued to see a contraction vs. last year levels, though YoY gap improved in Jan'21; Consumption of steel continued to grow in Jan'21 vs. last year; Both Life and Non-life insurance premium observed an uptick vs. last year levels in Jan'21
- **Macroeconomic Indicators:** GST collections continued to grow vs. last year for the 5th month in Jan'21, hitting record high levels; MGNREGA work demand & employment trended at 30%+YoY levels
- **Sentiment:** Urban consumer sentiment improved while rural remained at the same level in Jan'21 vs. Dec'20, rural sentiment remained better than urban sentiment; Both Manufacturing & Services PMI remained beyond the 50-point mark in Jan'21 (57.7 & 52.8 respectively), witnessing an uptick vs. Dec'20 levels; Improvement in value of stock market transactions in Jan'21 vs. previous months; Mutual funds AUM continued to grow vs. last year levels in Jan'21

Active COVID-19 case count on a decline with improvement in recovery rate and days doubling rate

Data as of 20 Feb

Total cases



Total cases

1.1M 2.9M 5.4M 7.6M 9M 10M 10.6M 10.9M

Active cases

401k 690k 1M 739k 442k 302k 189k 142k

Days Doubling Rate

18 29 34 88 186 282 518 626

Recovery Rate

62.8% 74.3% 80.1% 88.8% 93.6% 95.5% 96.7% 97.2%

Test Positivity Rate

8.0% 8.7% 8.5% 7.9% 6.9% 6.2% 5.6% 5.2%

Fatality Rate

2.4% 1.9% 1.6% 1.5% 1.5% 1.5% 1.4% 1.4%

Source: Ministry of Health & Family Welfare (MoHFW); covid19india.org; BCG analysis

1

Economic Indicators

2

India's Investment
Climate in 2020

Summary: Jan'21 trends continued to show improvement across most indicators, with most indicators exceeding last year levels

		2020						2021	
Indicator	Unit	Mar	Aug	Sep	Oct	Nov	Dec	Jan	
1 Industrial Activity									
Power Consumption	MU	-10%	-2%	3%	10%	4%	5%	5%	
Petroleum Consumption	MT	-18%	-16%	-4%	2%	-3%	-2%	-4%	
Index of Industrial Prod.	Index	-18%	-7%	1%	4%	-2%	1%	NA	
2 Trade									
Services Export	USD	1%	-10%	-1%	-6%	-5%	-6%	NA	
Services Import	USD	-2%	-20%	-9%	-12%	-12%	-8%	NA	
Merchandise Export	USD	-35%	-13%	6%	-5%	-9%	-1%	6%	
Merchandise Import	USD	-29%	-26%	-20%	-12%	-13%	8%	2%	
3 Logistics									
E-Way Bills Generated	Mn	-26%	-4%	9%	21%	8%	16%	10%	
Railway Freight Originated	MT	-14%	4%	16%	15%	9%	9%	NA	
JNPT Container Traffic	TEUs	-13%	-19%	-5%	5%	8%	10%	9%	
Air Freight	kT	-32%	-30%	-16%	-14%	-13%	-9%	NA	
Air Passenger Traffic	Mn	-38%	-79%	-70%	-62%	-57%	-50%	NA	
4 Rail Passengers Booked	Mn	-39%	-97%	-94%	-91%	-83%	-73%	-67%	
4 Financial Services									
UPI Transactions	Mn	24%	93%	104%	102%	107%	105%	99%	
Total Bank Credit	INR	6.1%	5.5%	5.2%	5.4%	5.8%	5.9%	6.3%	
Total Bank Deposits	INR	8.5%	11.0%	11.3%	10.3%	10.8%	11.3%	11.3%	

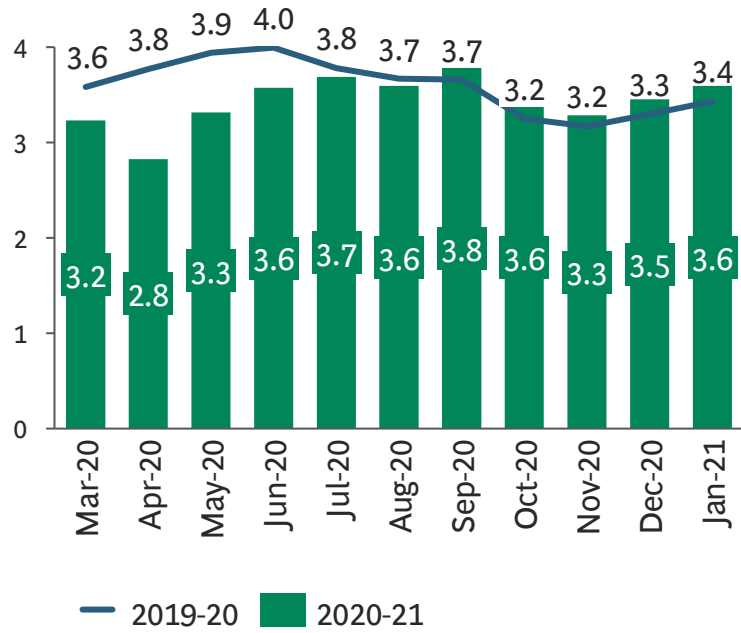
		2020						2021	
Indicator	Unit	Mar	Aug	Sep	Oct	Nov	Dec	Jan	
5 Sector-wise Impact									
Cement Production	MT	-25%	-15%	-4%	3%	-7%	-10%	NA	
Steel Sales	MT	-23%	-8%	-1%	1%	23%	18%	13%	
Passenger Vehicle Sales	k	-50%	-2%	13%	9%	-3%	7%	2%	
Tractor Sales	k	-50%	65%	27%	9%	48%	41%	48%	
Two-wheeler Sales	k	-36%	0.2%	11%	18%	13%	11%	10%	
Fertilizer Sales	MT	18%	-9%	-11%	9%	-10%	-14%	-5%	
Gross Premium (Life)	INR	-32%	15%	26%	32%	-27%	-3%	4%	
Gross Premium (Non-Life)	INR	-11%	10%	-4%	-0.4%	3%	12%	7%	
Pharma. Sales	INR	9%	-2%	4%	10%	1%	8%	NA	
Chemical Production Index	Index	-2%	-4%	0%	3%	5%	5%	NA	
6 Macroeconomic Indicators									
Total GST Collection	INR	-8%	-12%	4%	10%	1%	12%	8%	
Central Govt. Expenditure	INR Tn	2.2	1.9	2.3	1.8	2.4	3.7	NA	
MGNREGA Jobs Demand	HHs	2%	67%	71%	89%	50%	56%	39%	
MGNREGA Jobs Provided	HHs	-1%	63%	65%	83%	47%	47%	32%	
No. of Tenders Announced	k	-4%	80%	110%	201%	127%	253%	68%	
FDI Inflow	USD Bn	4.9	18.7	4.1	5.1	6.9	NA	NA	
FII	USD Bn	-15.0	5.6	1.4	3.0	9.8	NA	NA	
7 Sentiment									
India VIX	Index	64.4	22.8	19.5	24.8	19.8	21.1	25.3	
PMI (Manufacturing)	Index	51.8	52.0	56.8	58.9	56.3	56.4	57.7	
PMI (Services)	Index	49.3	41.8	49.8	54.1	53.7	52.3	52.8	

Data for 2020; YoY growth represented for all indicators (except for India VIX, PMI, Central govt. expenditure, FDI, and FII where absolute values are represented)

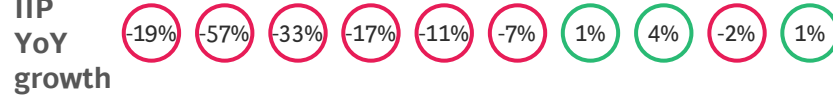
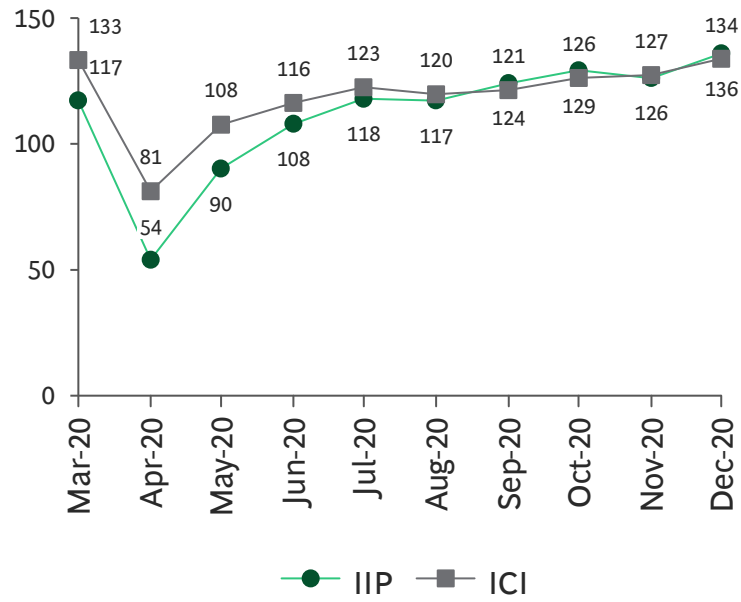
Source: POSOCO, PPAC, MoSPI, RBI, Ministry of Comm. and Industry, GST Network, Ministry of Railways, JNPT, AAI, NPCI, JPC, Ministry of Steel, SIAM, CMIE, mFMS, IRDAI, AIOCD, American Chemistry Council, GST Council, Ministry of Finance, Controller General of Accounts, Ministry of Rural Development, Projects Today, Bloomberg, NSE, BSE, IHS Markit, BCG analysis

Power consumption continued to grow & fuel consumption continued to dip YoY in Jan'21; IIP improved in Dec'20, witnessing YoY growth

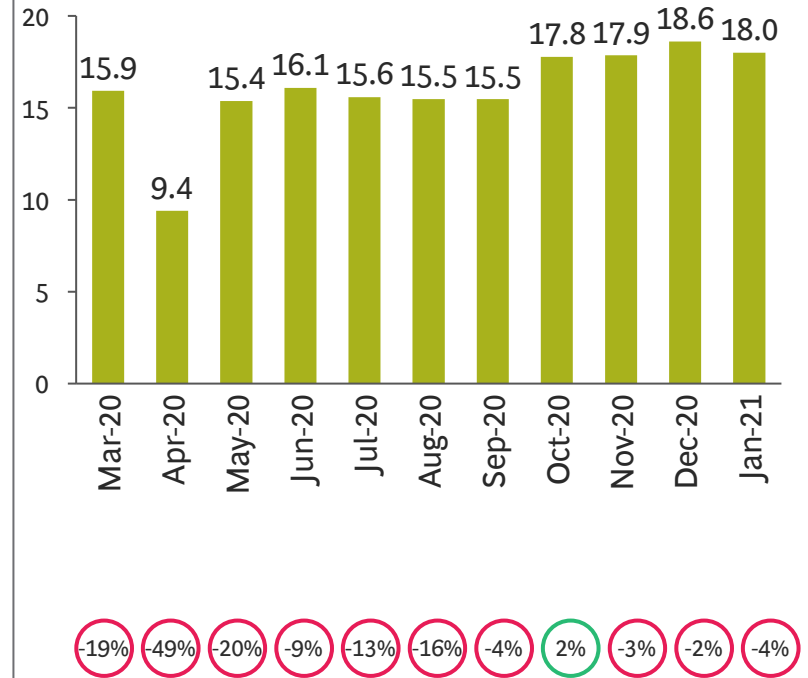
Daily Average Power Consumption Volume ('000s MUs)



IIP¹ (Index of Industrial Production) & ICI² (Index of Core Industries)³



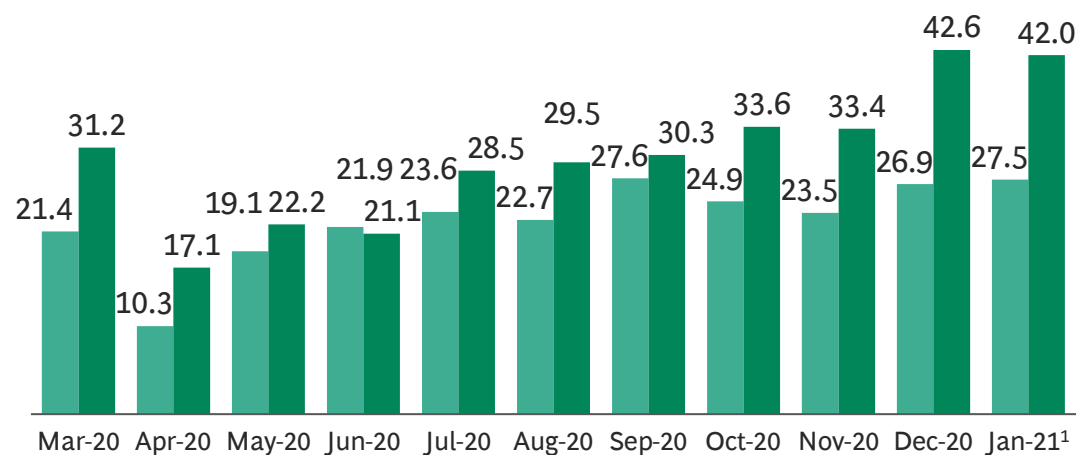
Consumption of Petroleum Products (in MMT)⁴



1. Index of Industrial Production (IIP) shows the growth rates in different industry groups (comprises of Mfg. (78% weightage), Mining (14%), Electricity (8%))
 2. Index of Core Industries (ICI) measures performance of production in 8 core industries (Coal, Crude, NG, Refinery Products, Fertilizers, Steel, Cement & Electricity)
 3. In view of the effect of the containment measures for COVID-19 pandemic, the indices for Apr-20 & May-20 are not comparable with preceding months
 4. Petroleum products include LPG, Naphtha, MS, ATF, SKO, HSD, LDO, Lubricants & Greases, FO & LSHS, Bitumen, coke as reported (provisional) by Petroleum Planning & Analysis Cell
 Source: Power System Operation Corporation, Ministry of Statistics & Programme Implementation, Dept. for Promotion of Industry & Internal Trade, PPAC, BCG analysis

Merchandise trade improved, registering YoY growth in Jan'21; Services import YoY gap improved in Dec'20

Merchandise Trade (USD Bn)

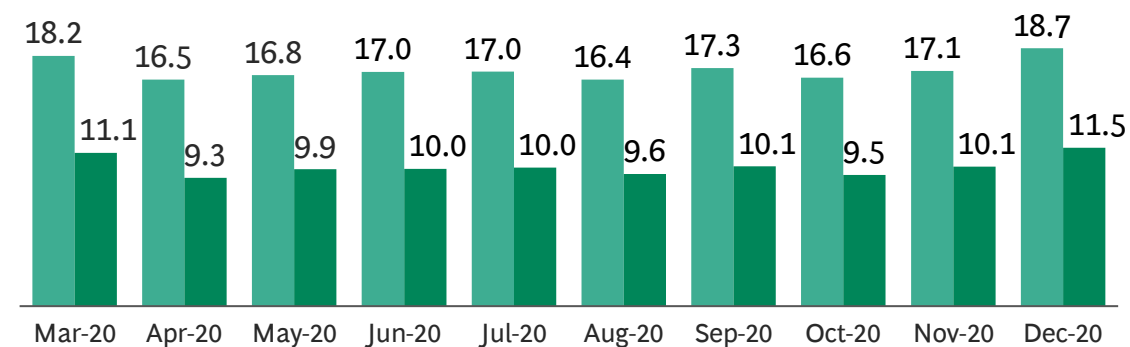


Merchandise Exports Merchandise Imports

Exports YoY growth: -35%, -60%, -36%, -12%, -10%, -13%, 6%, -5%, -9%, -1%, 6%

Imports YoY growth: -29%, -60%, -52%, -48%, -28%, -26%, -20%, -12%, -13%, 8%, 2%

Services Trade (USD Bn)



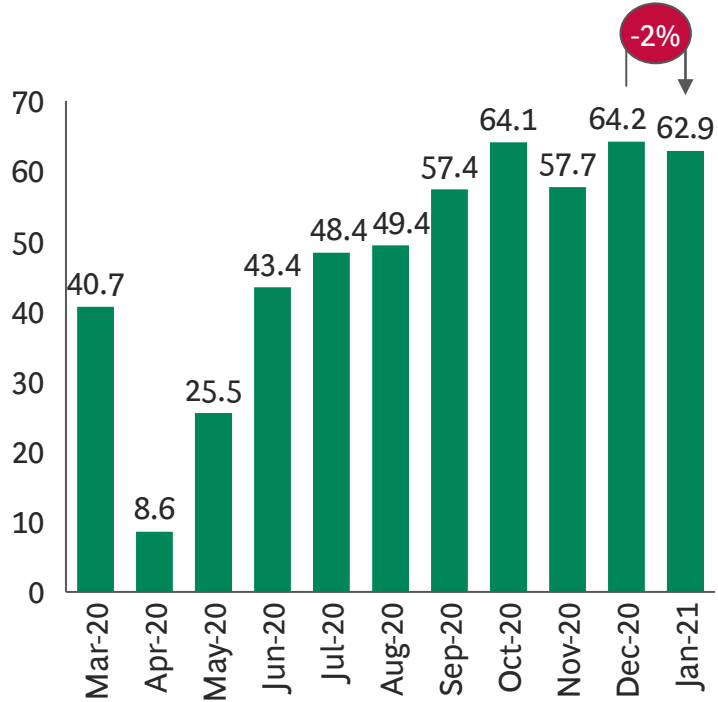
Services Exports Services Imports

Exports YoY growth: 1%, -9%, -10%, -8%, -11%, -10%, -1%, -6%, -5%, -6%

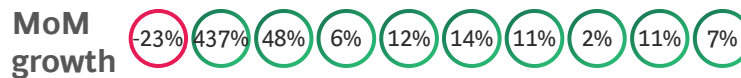
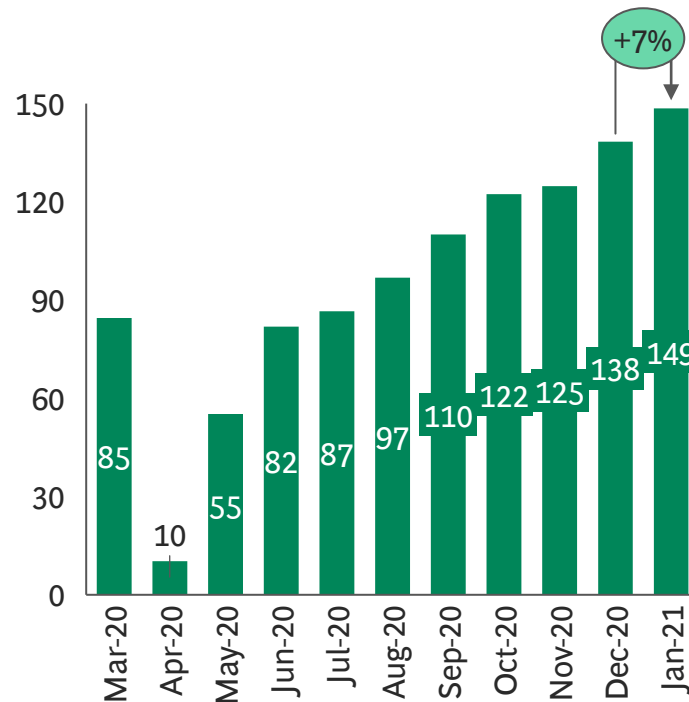
Imports YoY growth: -2%, -18%, -20%, -15%, -22%, -20%, -9%, -12%, -12%, -8%

E-way bill & FASTag transaction volumes grew YoY in Jan'21; Rail freight continued to grow vs. last year & previous months in Jan'21

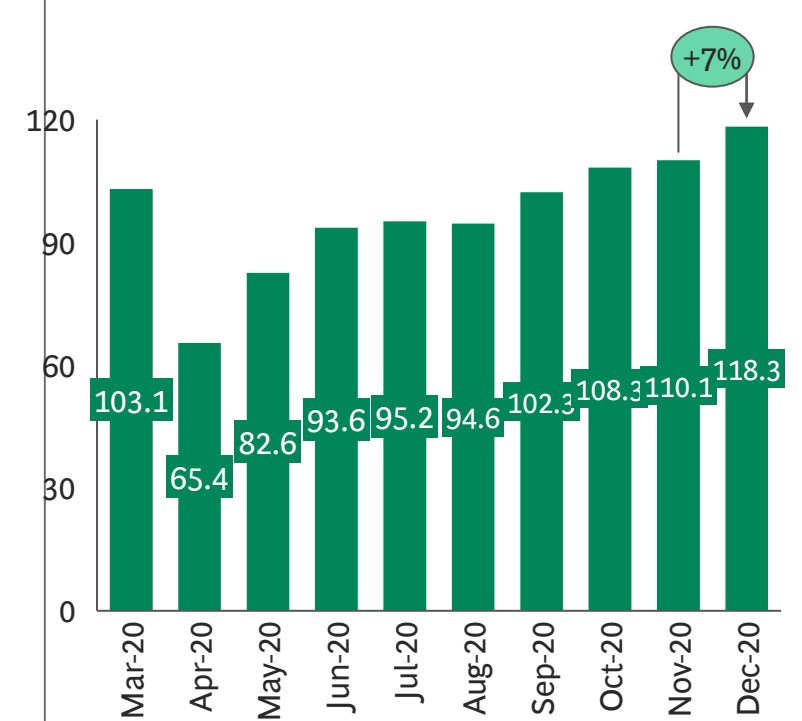
E-way bills¹ generated (Mn)



FASTag transaction volume (Mn)



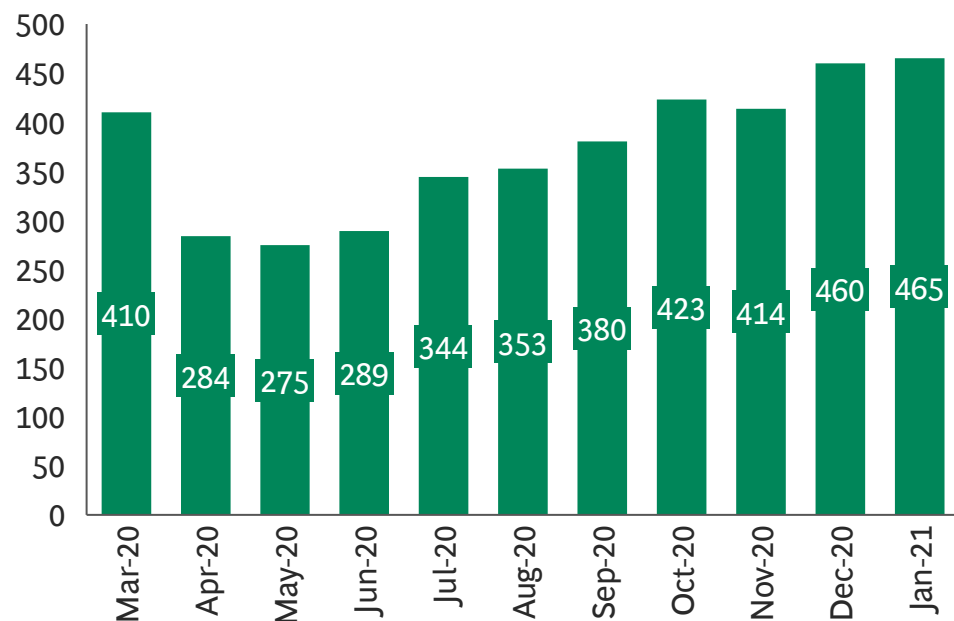
Railway freight traffic originating (Mn Tons)



1. E-Way bills are required to be generated at the time of transport of goods by every registered person if the value of the consignment exceeds INR 50,000; 2. As per announcement by NHAI; 3. High YoY growth due to drop in e-way bills in Jun-19; due to new provision introduced limiting generation of E-Way bills if the GST Return filing pending for last 2 months
 Source: GST Network, NHAI, NPCI, Ministry of Railways, CEIC data, BCG analysis

JNPT traffic continued to improve in Jan'21; Air Freight YoY gap improved in Dec'20 vs. Apr-Nov'20 levels, though below last year levels

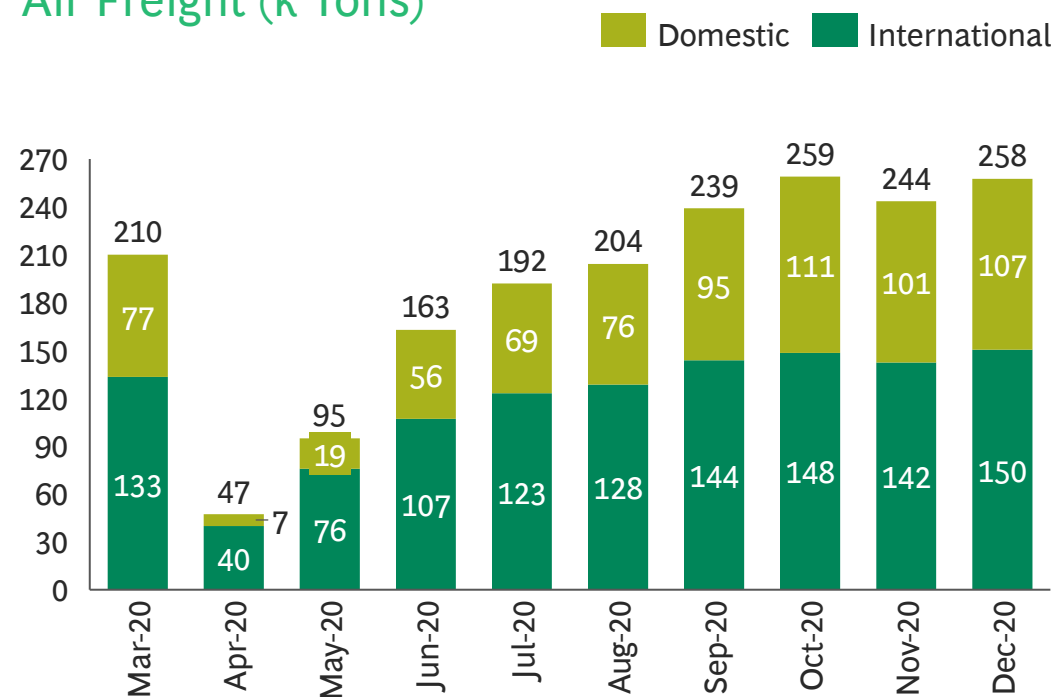
JNPT Container Traffic ('000s TEUs¹)



YoY growth



Air Freight (k Tons)



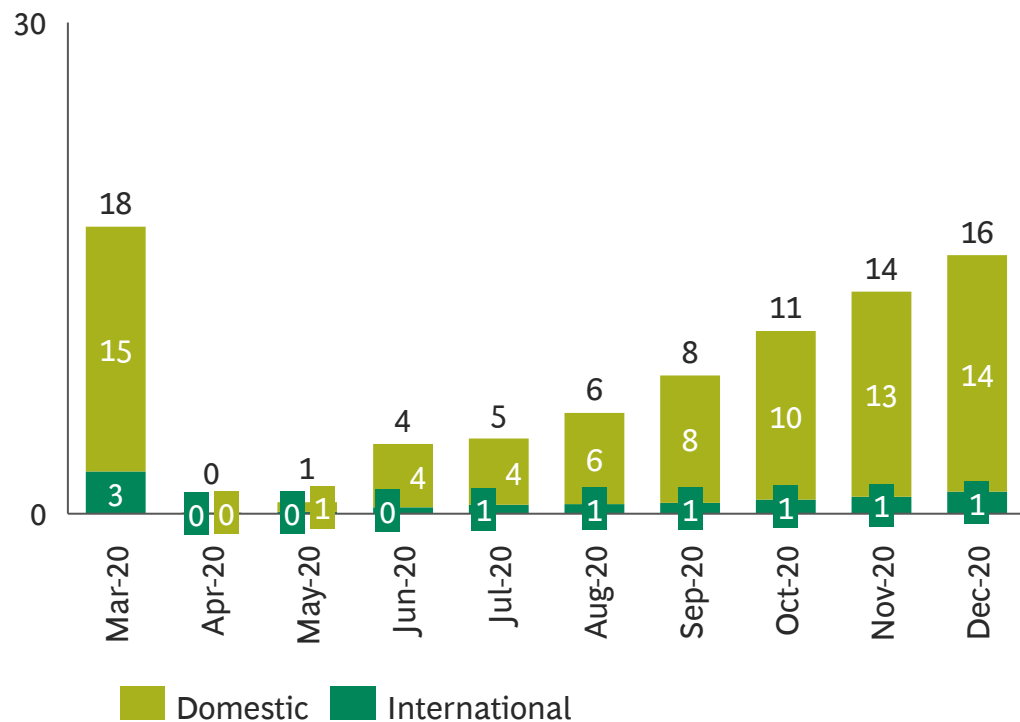
YoY growth



1. TEU refers to Twenty-foot equivalent unit equivalent to 20 shipping containers (20 feet long, 8 feet tall)
Source: Jawaharlal Nehru Port Trust, Airport Authority of India, BCG analysis

Air & rail passenger traffic saw improvement vs. Apr-Nov'20 levels, though still significantly below last year levels

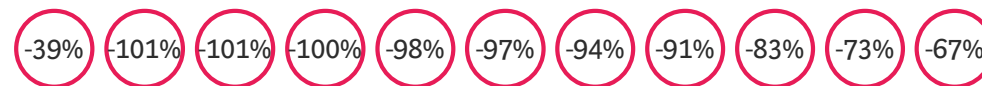
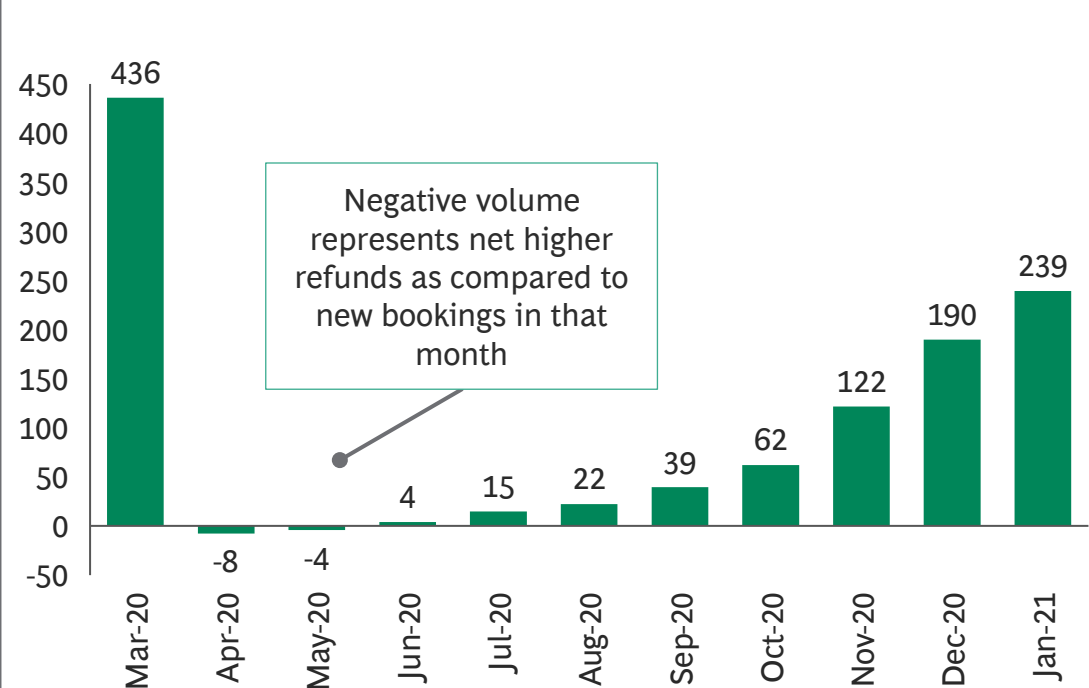
Air Passengers (Mn)



YoY growth

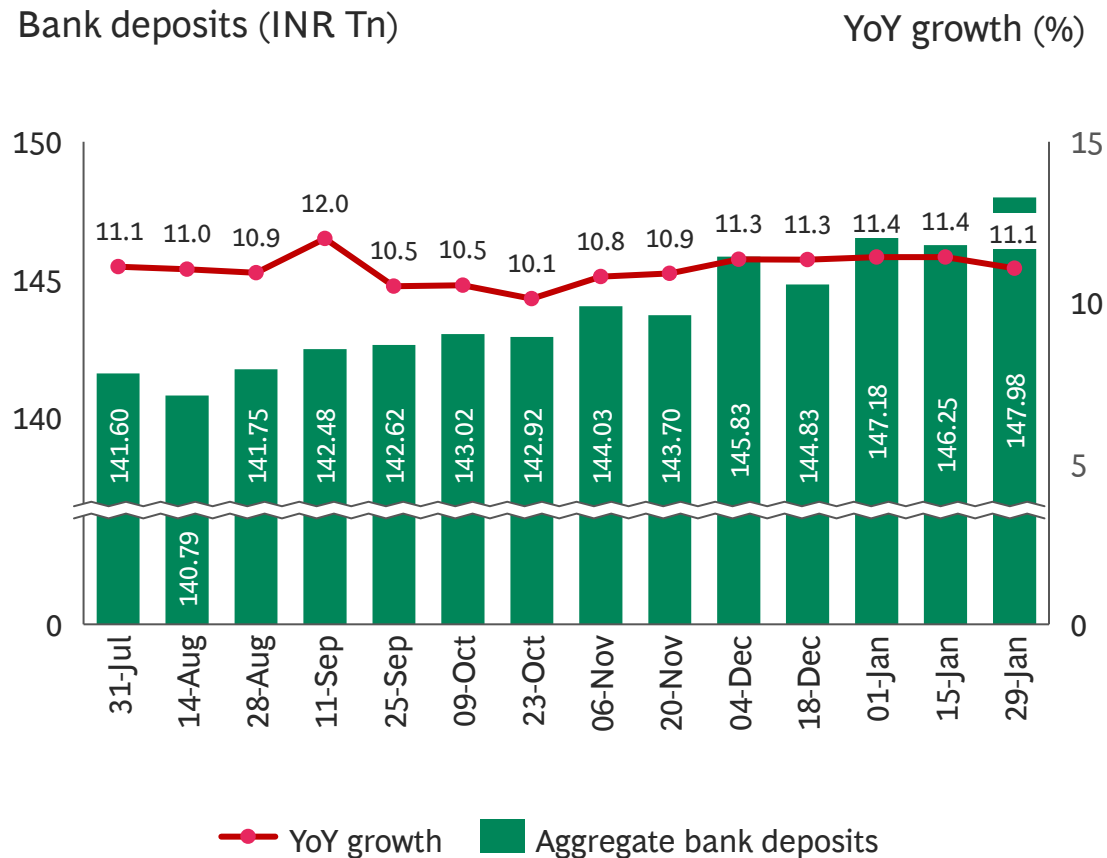


Railway Passenger Bookings (Mn)

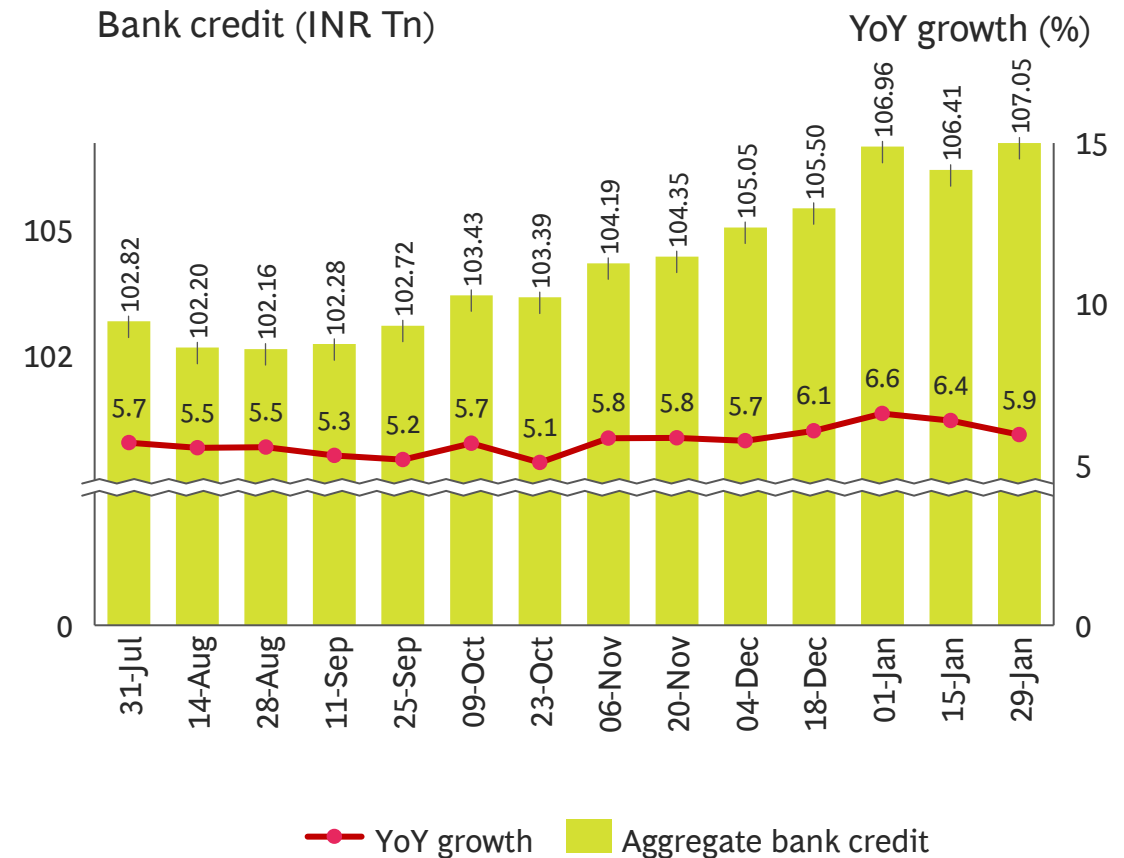


Aggregate deposits & bank credit improved vs. previous months, however the YoY growth rate dipped in the last week of Jan'21 vs previous weeks

Total deposits value & YoY growth aggregated for all banks

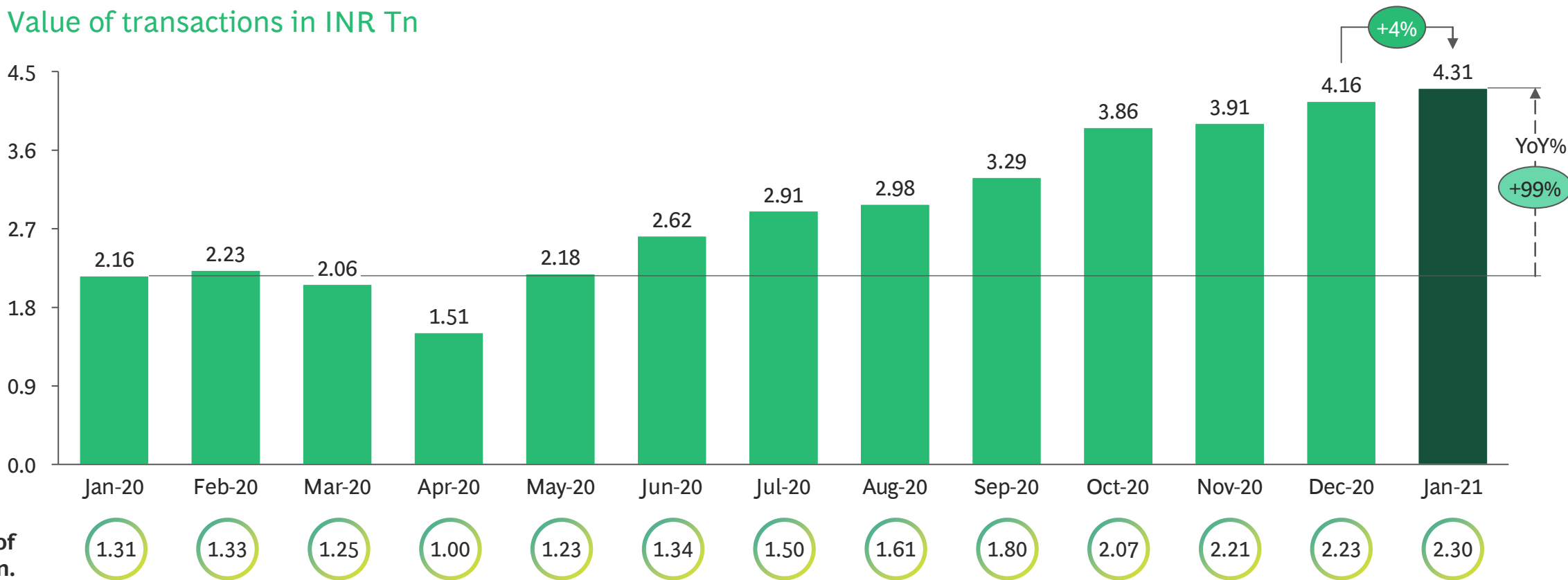


Total credit outstanding value & YoY growth aggregated for all banks



Value of UPI transactions in Jan'21 continued to spike by ~100% vs. previous year levels, hitting new milestones

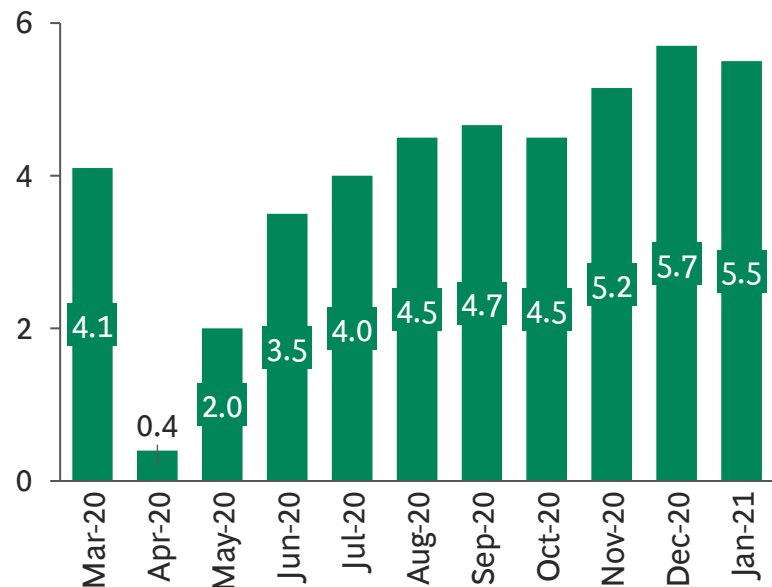
Value of transactions in INR Tn



Volume of Txn in Bn.

Consumption of steel continued to grow in Jan'21 vs. last year; Cement production fell in Dec'20 vs. last year levels

Consumption of Long Steel (in MMT)

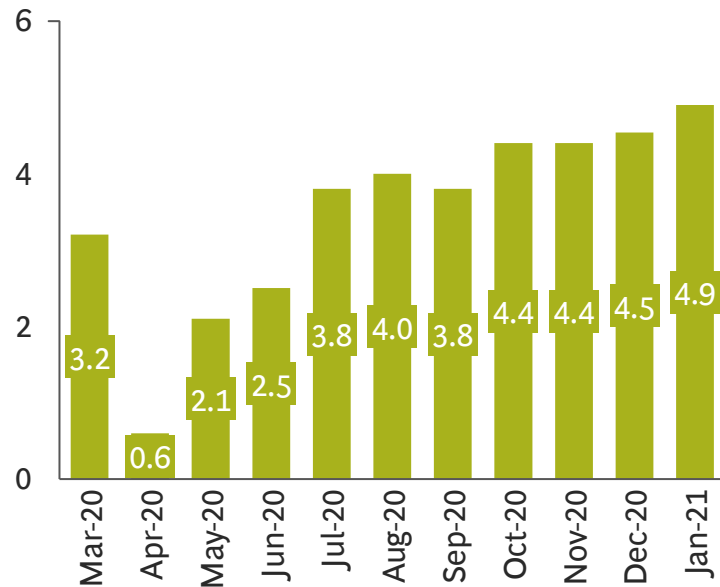


Long Steel Consumption

YoY
growth



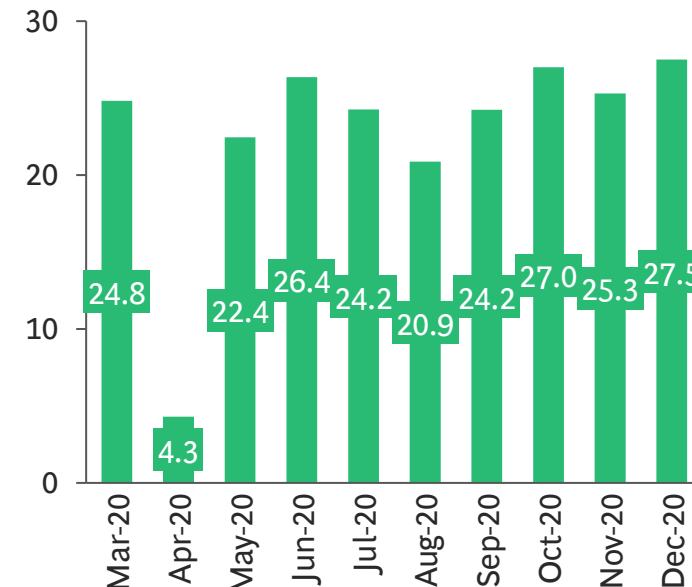
Consumption of Flat Steel (in MMT)



Flat Steel Consumption



Cement Production (in MT)

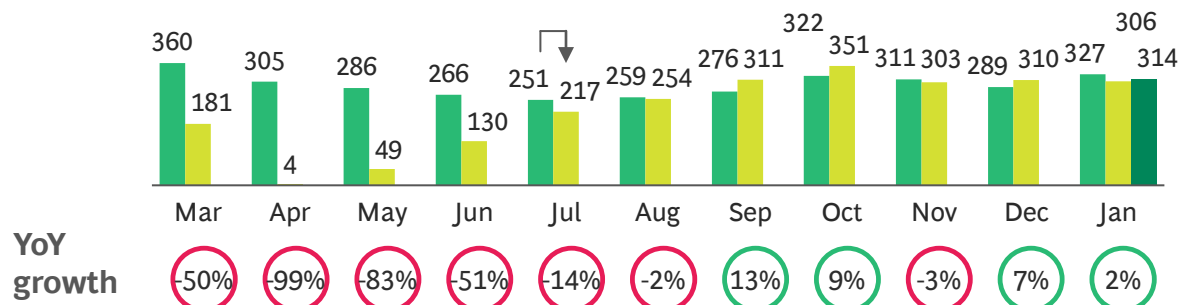


Cement Production

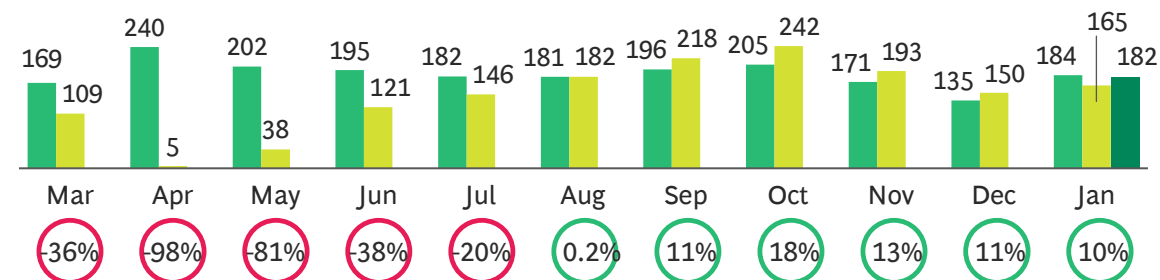


Passenger vehicle, 2W & tractor sales continued to grow vs. last year levels while 3W sales continued to dip in Jan'21 vs. last year

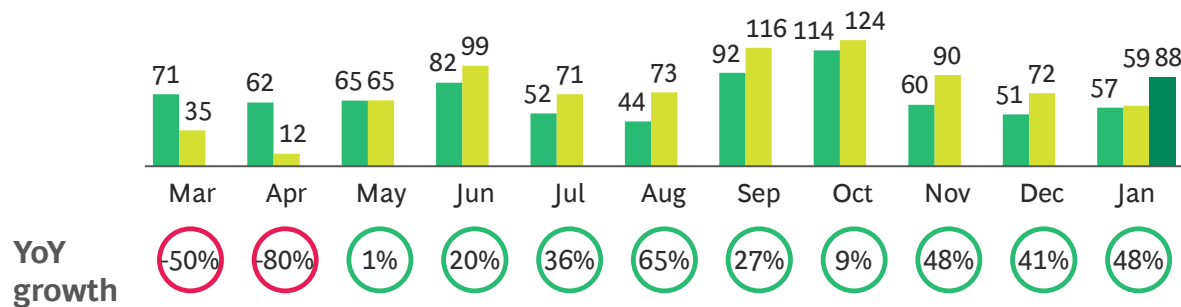
Passenger vehicles sales ('000 units)



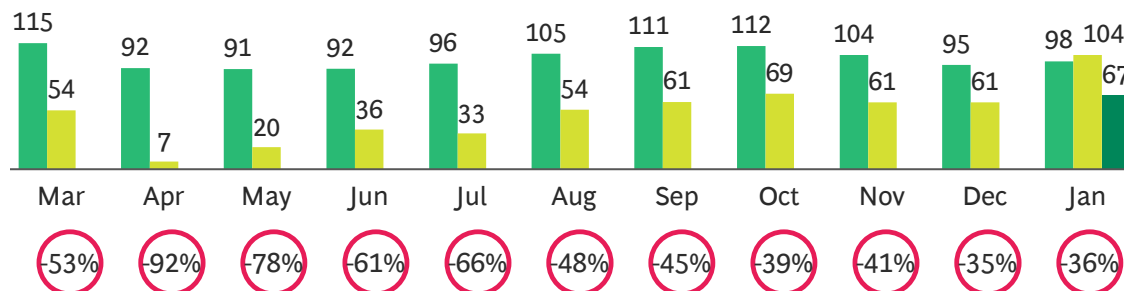
Two-wheeler sales ('0000 units)



Tractor sales ('000 units)



Three-wheeler sales ('000 units)



2019 2020 2021

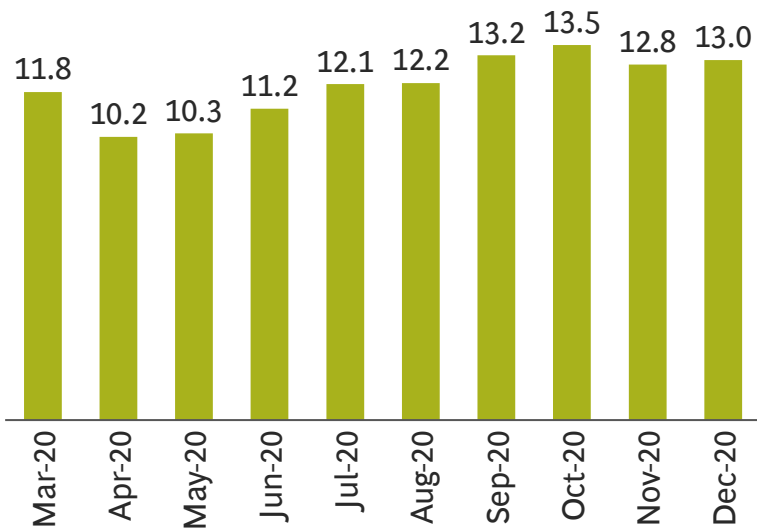
Figures represent wholesale numbers (including exports).

1. Tata Motors data is available for Apr-June only, BMW, Mercedes and Volvo Auto data is not available

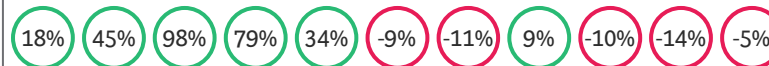
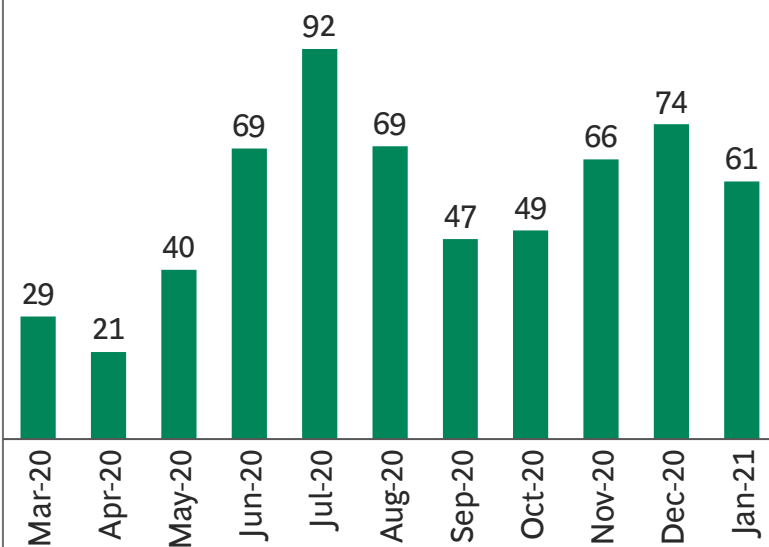
Source: SIAM, CMIE, Press search, BCG analysis

Pharma sales continued to grow vs. last year in Dec'20; Fertilizer sales continued to contract vs. last year levels in Jan'21

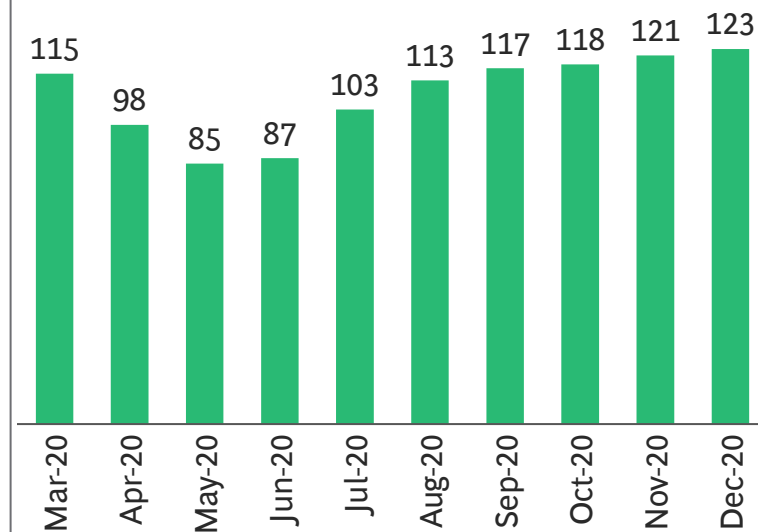
Pharmaceutical Sales (INR k Cr)

YoY
growth

Fertilizer Sales (in LMT)



Indian Chemical Production Index¹ (3mo. moving avg.)



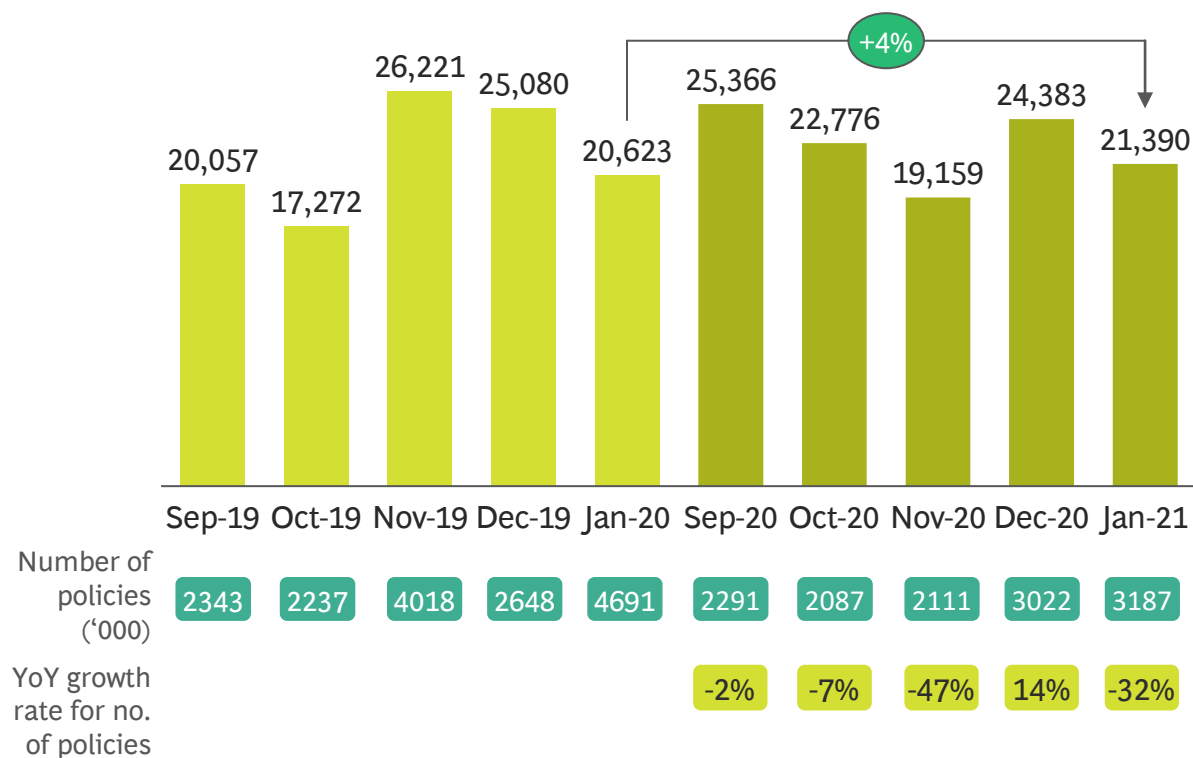
1. Indian Chemical Production Index refers to a 3-month moving average figure for chemicals production with figure for 2012 as base figure (100)

Source: AIOCD, American Chemistry Council, Mobile Based Fertilizer Management System (mFMS), Ministry of Finance, PIB, The Economic Times, Press search, BCG analysis

Both Life and Non-life insurance premium observed an uptick vs. last year levels in Jan'21

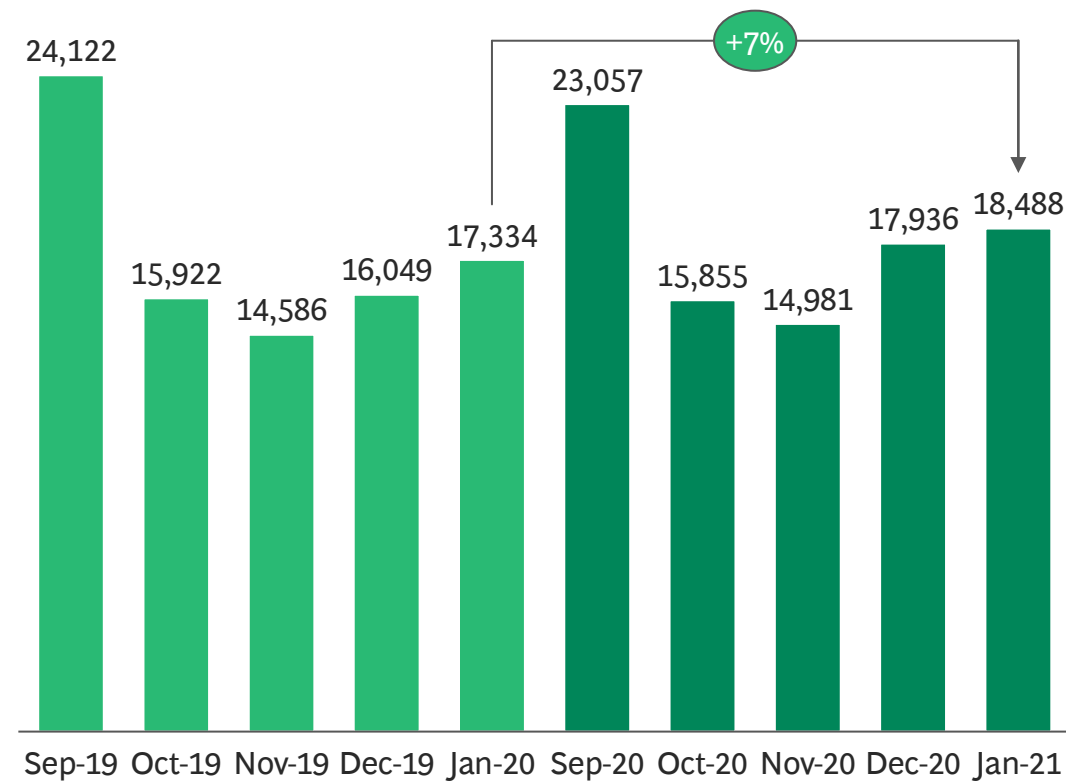
Life Insurance premium observed 4% growth in Jan'21

Premium (INR Cr.)



Non-Life¹ Insurance premium grew 7% YoY in Jan'21

Premium (INR Cr.)

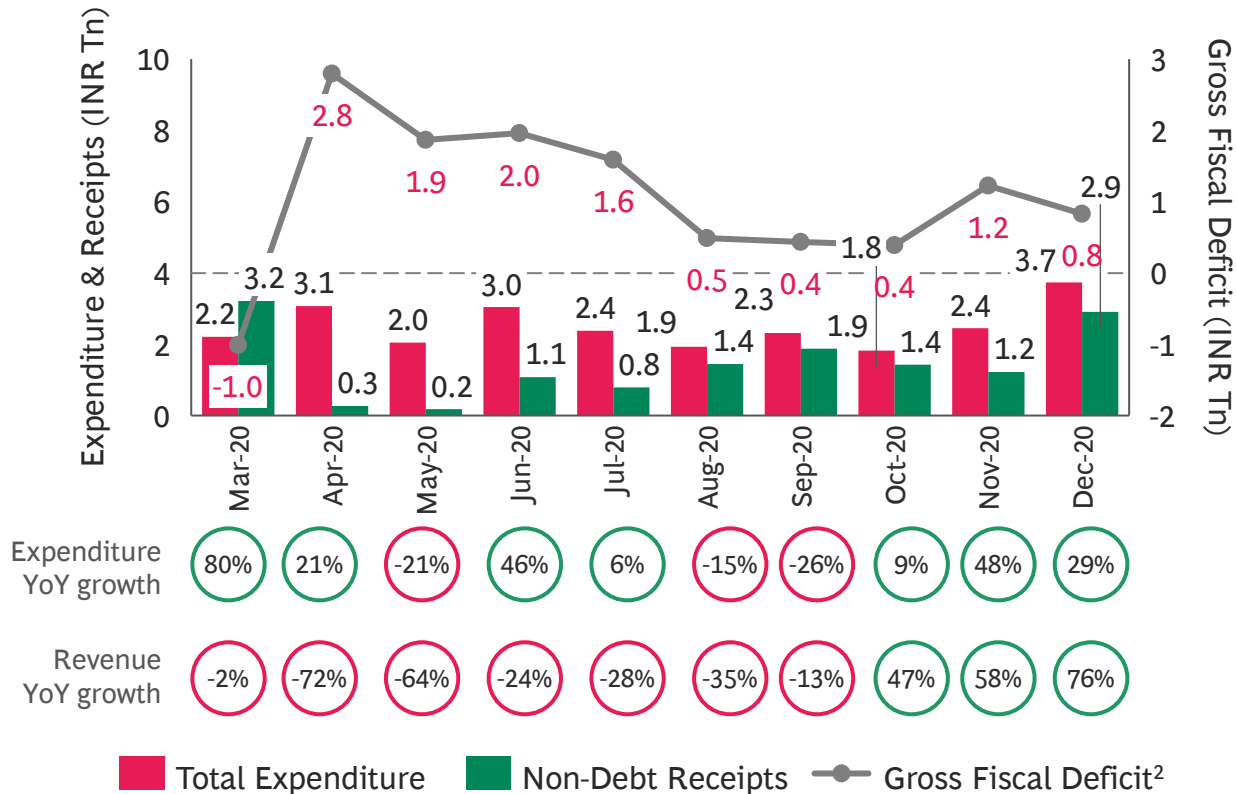


1. Non-Life Insurance includes Fire, Marine, Motor, Engineering, Health, Cop Insurance, Credit Guarantee, Aviation, Personnel accident and Miscellaneous
Source: IRDAI, BCG Analysis

Central Govt.'s revenue & expenditure continued to increase YoY in Dec'20; GST collections hit record high levels, growing 8% YoY in Jan'21

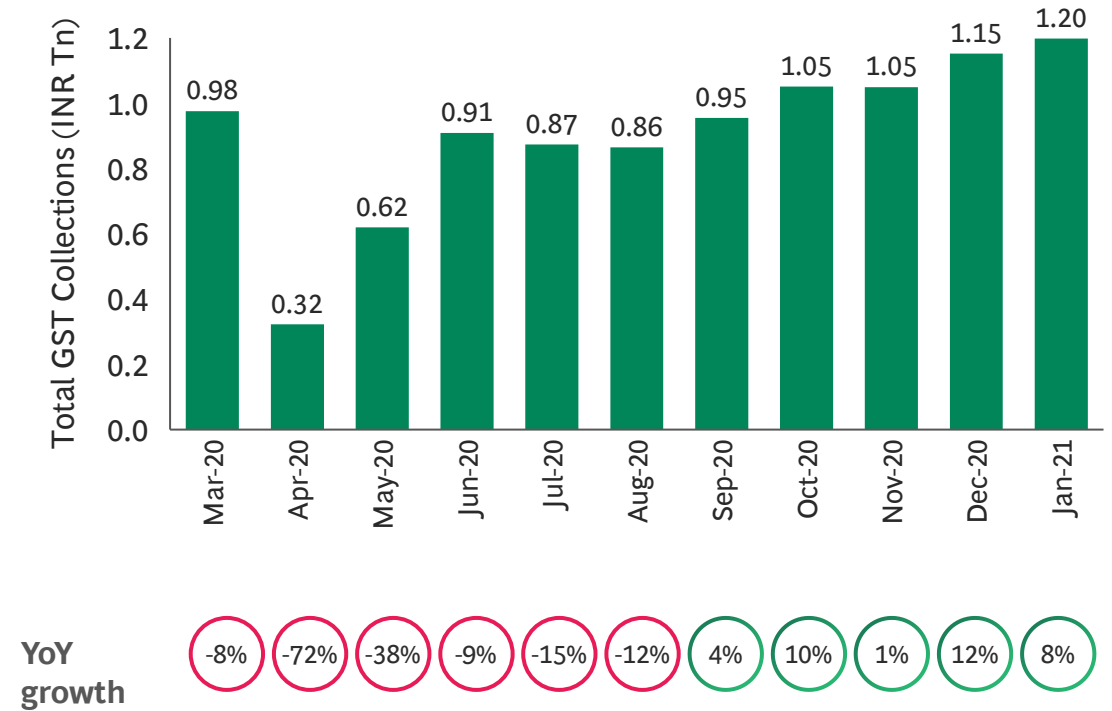
Central Govt. Revenue & Expenditure (INR Tn)

(based on data from Controller General of Accounts, Ministry of Finance)



Total GST Collections³ (INR Tn)

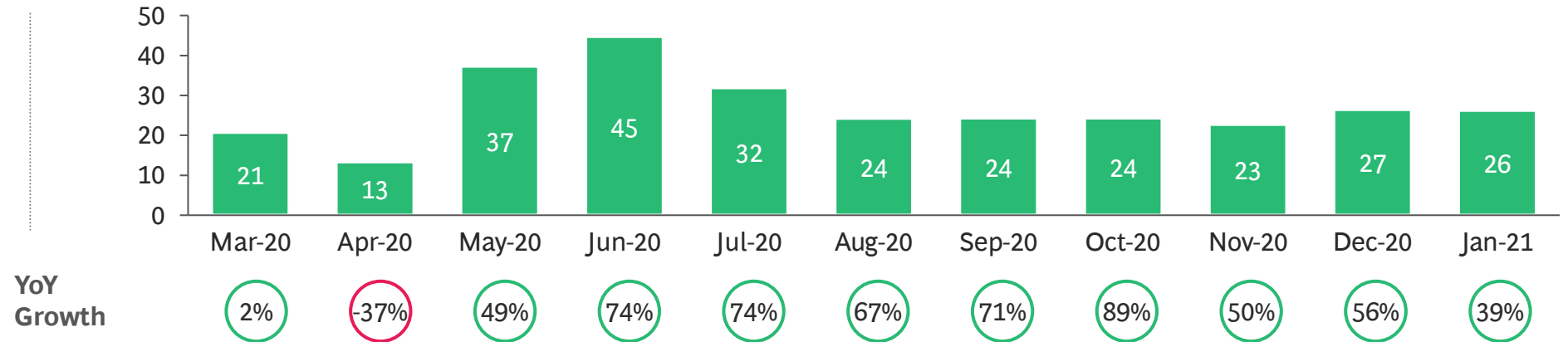
(based on data from GST Council)



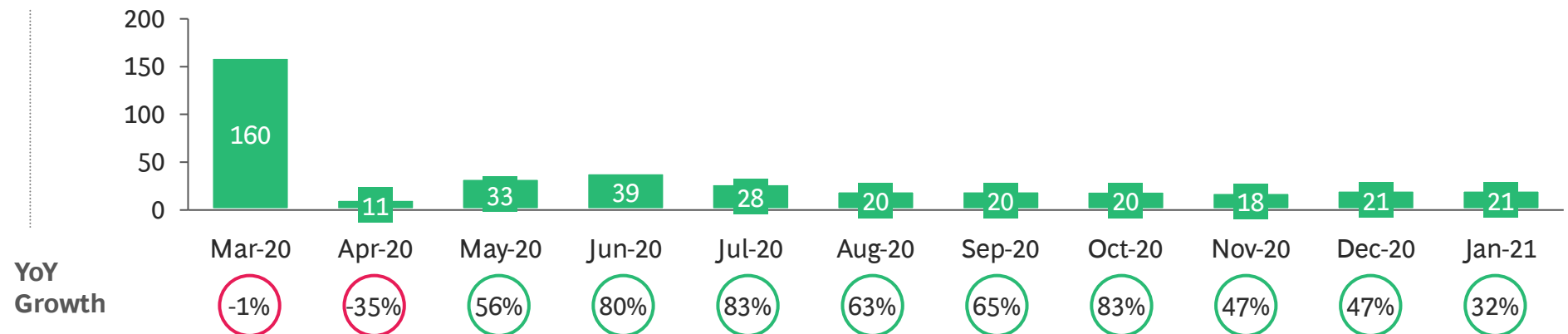
1. Bloomberg Quint 2. Gross Fiscal Deficit is the difference between the total Non-Debt Receipts of the government (revenue receipts and non-debt capital receipts) and Total expenditure 3. GST Collections include all components: CGST, SGST, IGST, Cess
Source: Ministry of Finance, GST Council, BCG analysis

MGNREGA work demand & employment trended at 30%+YoY levels after trending at 40%+ YoY levels in previous months

Work Demand (households, in Mn)



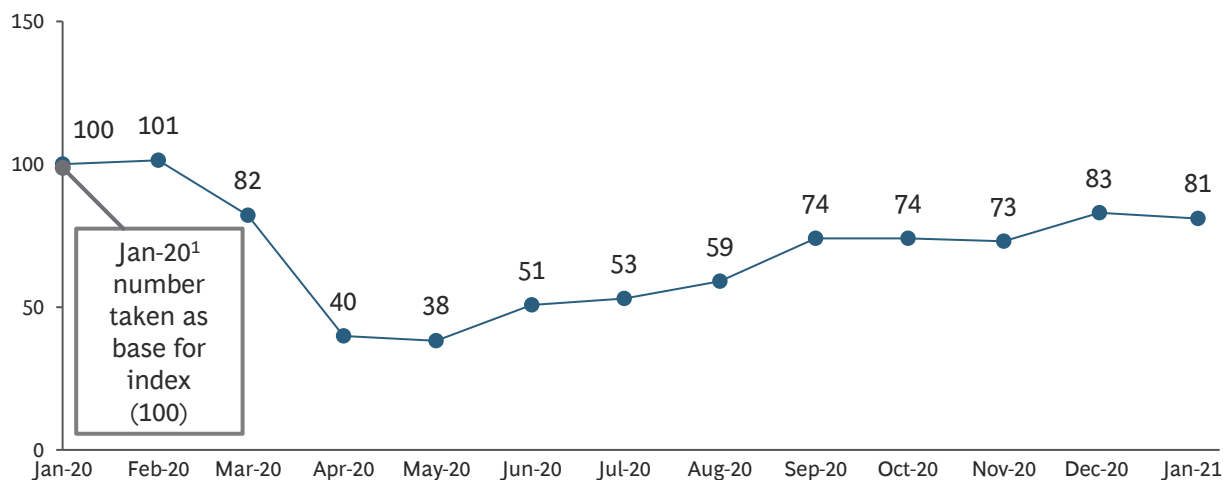
Employment Provided (households, in Mn)



Organized sector hiring & joining activity remained at similar levels in Jan'21 vs. Dec'20 (based on select indicators)

Naukri Jobspeak Index dipped in Jan'21

Naukri Jobspeak Index



Naukri Jobspeak Index

Monthly index which calculates and records hiring activity based on newly added job listings on Naukri.com every month

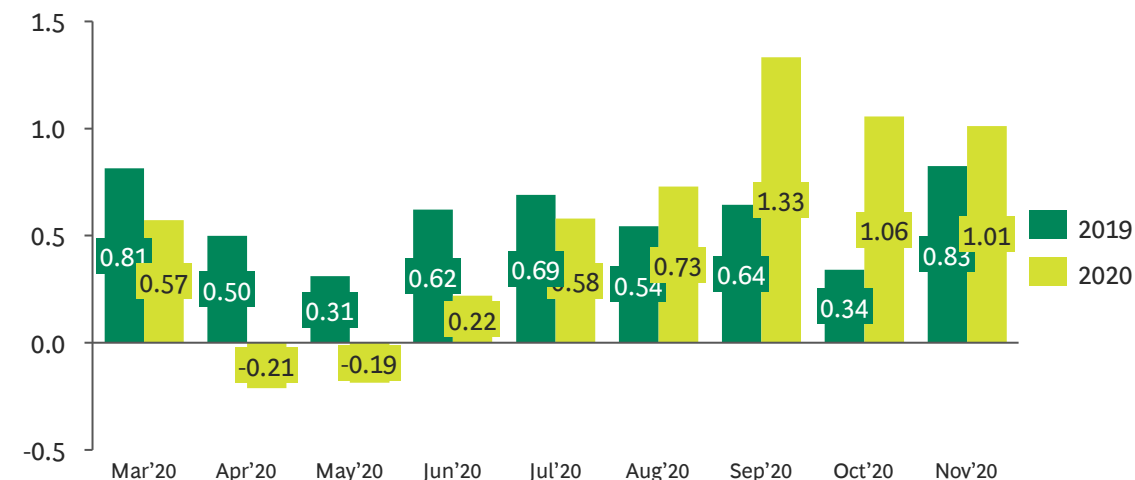
Jobs analyzed for the monthly index are qualified on the basis of white-collar jobs belonging to the organized corporate sector

1. Jan-20 level considered as pre-COVID-19 level 2. Active members refers to total contributing members during last one year as published on EPFO dashboard as on 21-Sep-20; 3. Covers every establishment in which 20+ people are employed and certain organizations are covered, subject to certain conditions and exemptions even if they employ less than 20 persons each 4. Net EPF additions are revised monthly as per the EPFO data

Source: Ministry of Labor and Employment, InfoEdge, Naukri.com, BCG analysis

Net new EPF subscribers improved to ~1+ Mn (Sep-Nov'20), higher than last year & previous month levels

Net new EPF Subscriber (in Mn)



Net New EPF Subscriber Trend

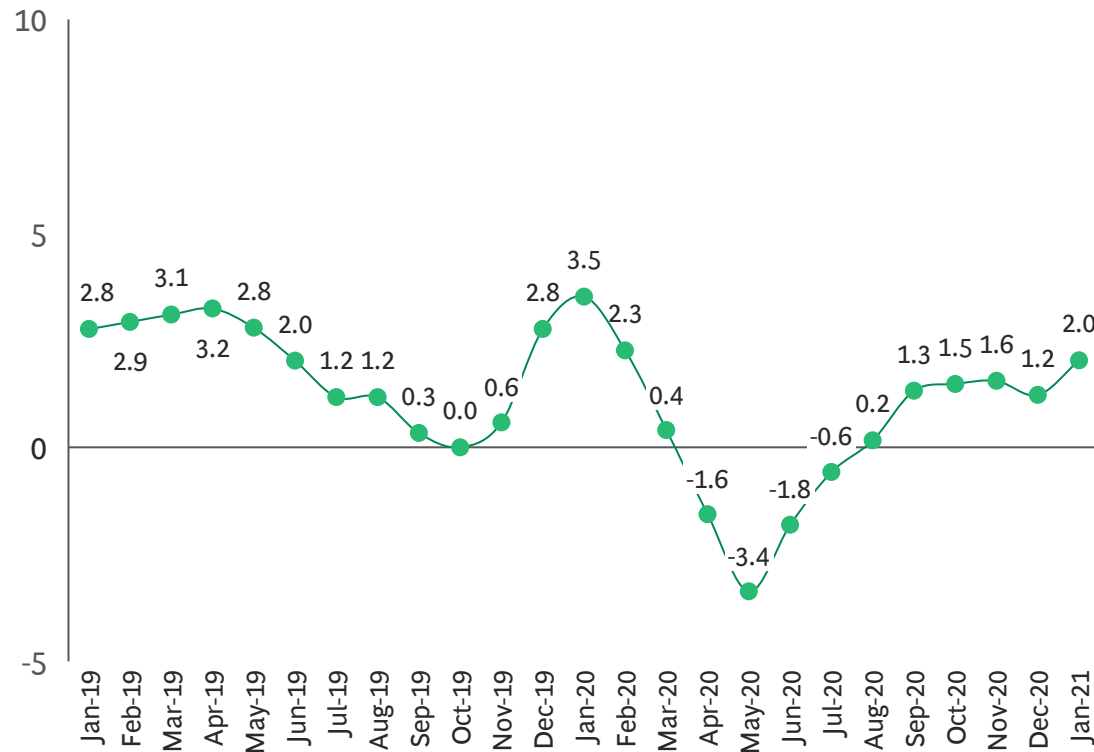
Net new EPF subscribers are net of the members newly enrolled, exited and rejoined during the month as per records of the EPFO

Employees in an establishment³ drawing less than INR 15,000 per month are mandated to become members of the EPF upon joining

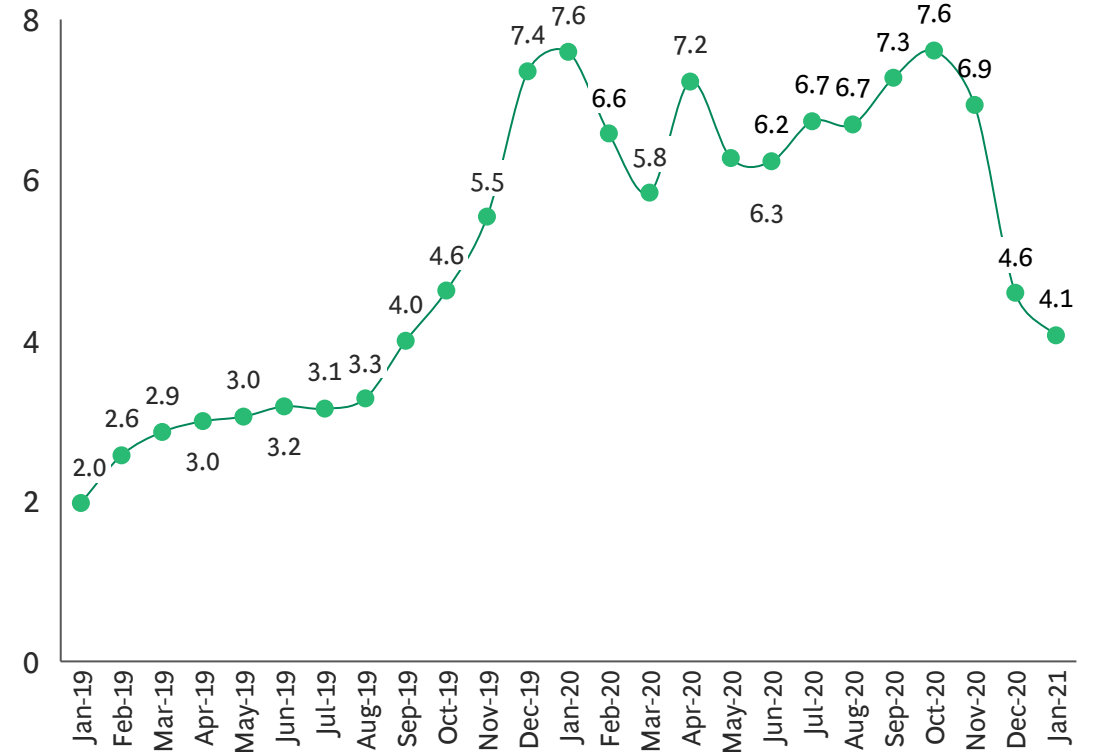
WPI increased from 1.22% to 2.03% while CPI eased again to 4.06% in Jan'21

Monthly inflation rate (%)

Wholesale Price Index (WPI)²



Consumer Price Index (CPI)¹



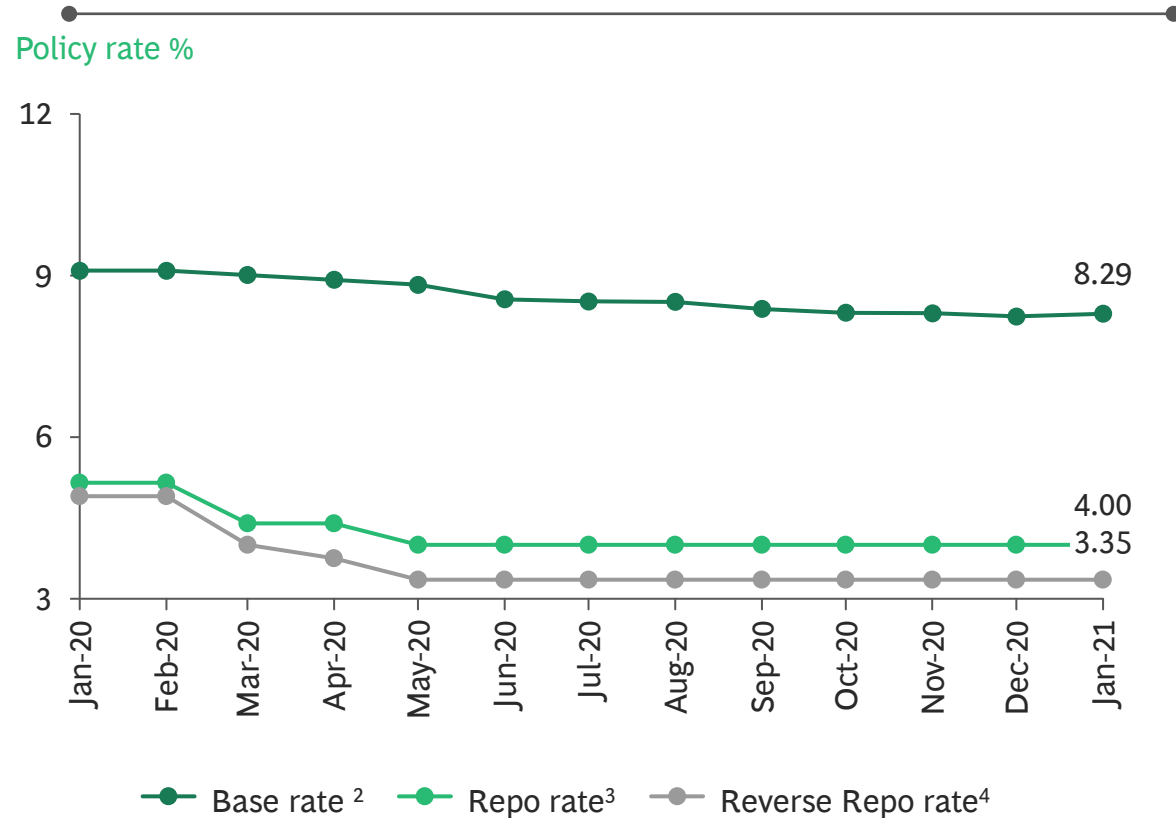
1. The Consumer Price Index (CPI) is a measure that examines the weighted average of prices of a basket of consumer goods and services, such as transportation, food, and medical care. It is calculated as year on year increase in prices of the commodities 2. The wholesale price index (WPI) measures and tracks the changes in the price of goods in the stages before the retail level – that is, goods that are sold in bulk and traded between entities or businesses instead of consumers. It is calculated as year on year increase in prices of the commodities

Note: In May 2016, the Reserve Bank of India (RBI) Act, 1934 was amended to provide a statutory basis for the implementation of the flexible inflation targeting framework.

Source: BCG Analysis. DPIIT, MOSPI, Office of the Economic Advisor - Department for Promotion of Industry and Internal Trade, CMIE

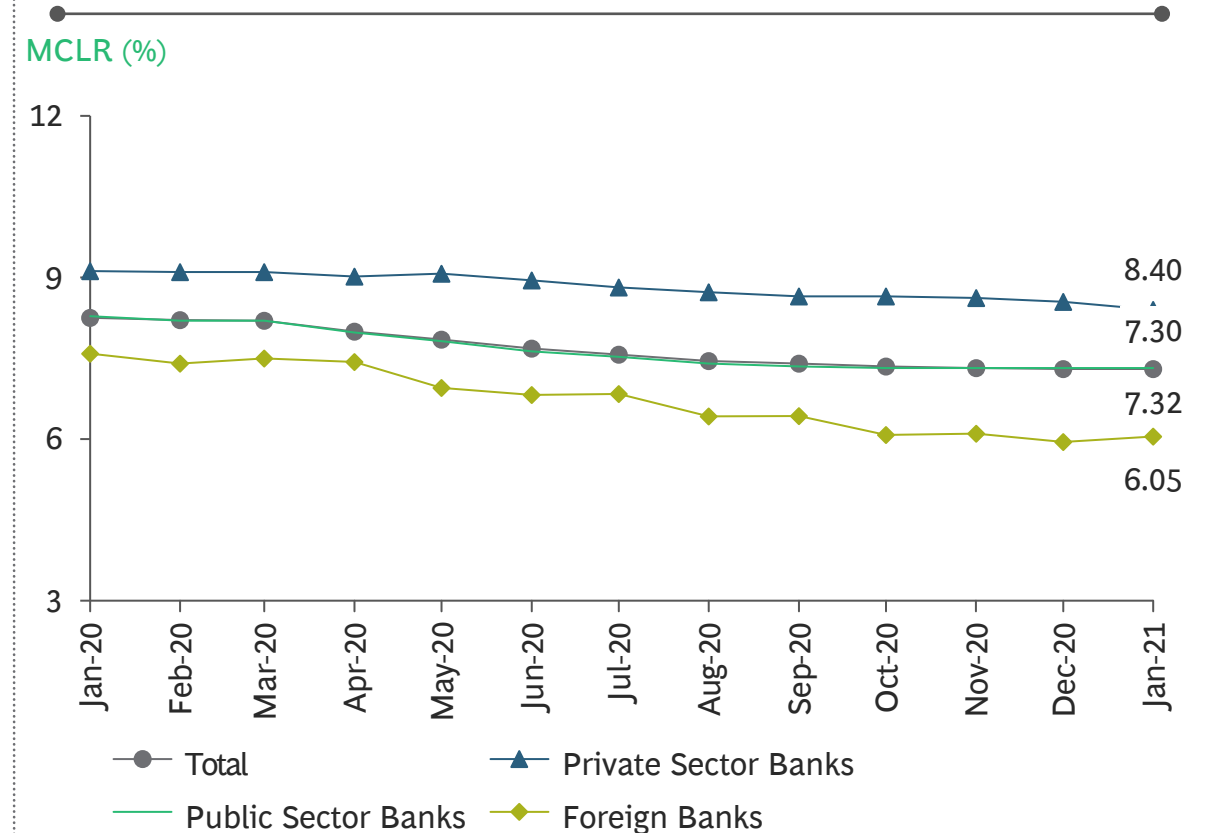
Jan'21 repo, reverse repo rate and MCLR on bank borrowings remained at the same levels; base rate improved vs. Dec'20

Reserve bank's policy rates (%)



MCLR¹ of scheduled commercial banks

(Median rate on one-year borrowings, in %)



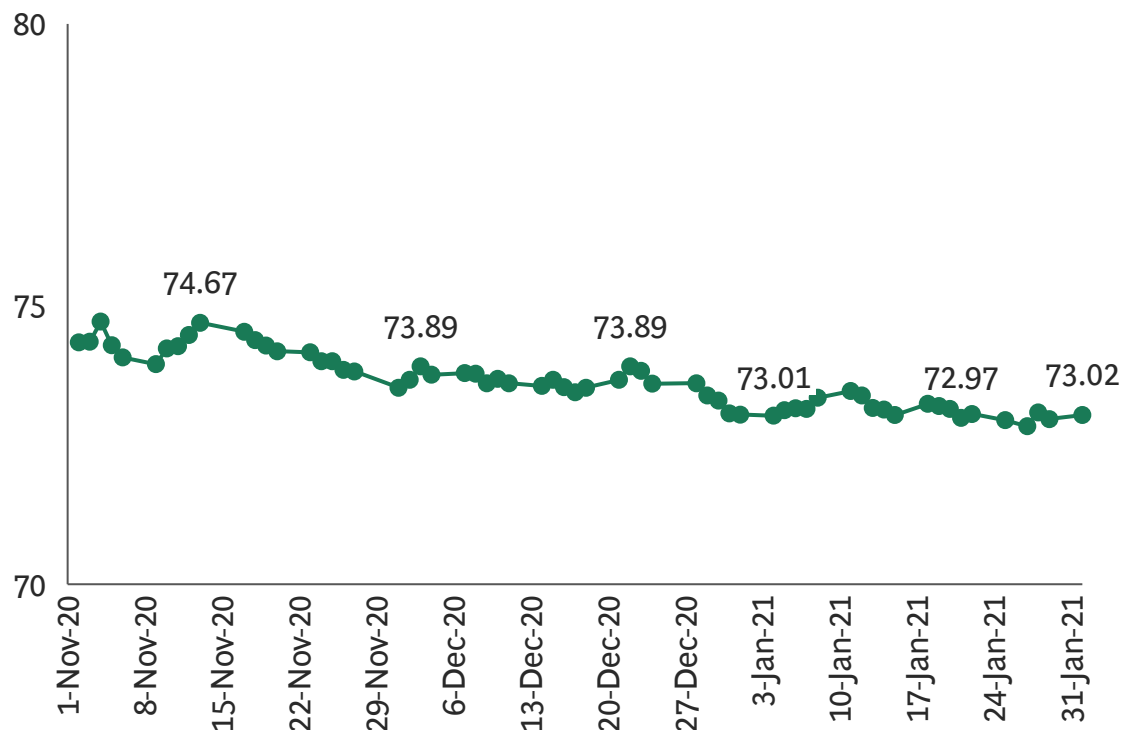
1. MCLR: Minimum interest rate at which scheduled commercial banks can lend to customers (based on incremental cost of funds). Marginal Cost of Funds based Lending Rate was introduced from April 2016 for fixing interest rates, and replaced the former Base rate methodology (based on average cost of funds). 2. Base Rate: Minimum rate set by the Reserve Bank of India below which banks are not allowed to lend to its customers 3. Repo Rate: Interest rate at which the RBI lends short term funds to licensed commercial banks 4. Reverse Repo Rate: Interest rate which the RBI borrows money from commercial banks

Source: CMIE, RBI DBIE

INR remained rangebound at ~73/dollar; Forex reserves continued to reach new peaks, at ~590 USD Bn in Jan'21

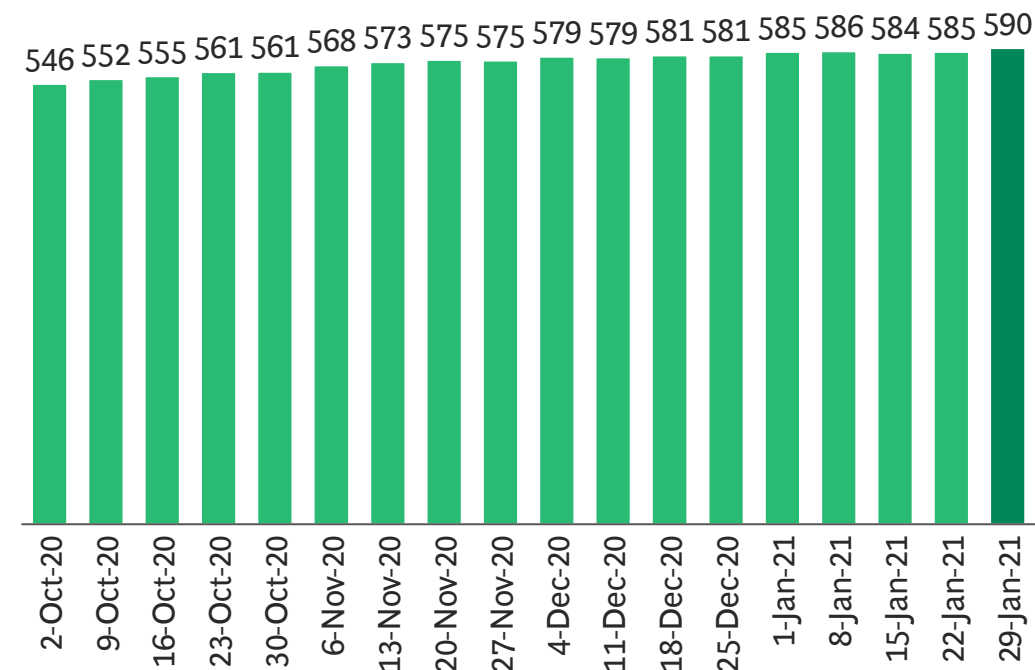
Exchange Rate (INR/USD)

Exchange Rate (INR/USD)



Forex reserves (USD Billion)

Forex reserves (USD Billion)

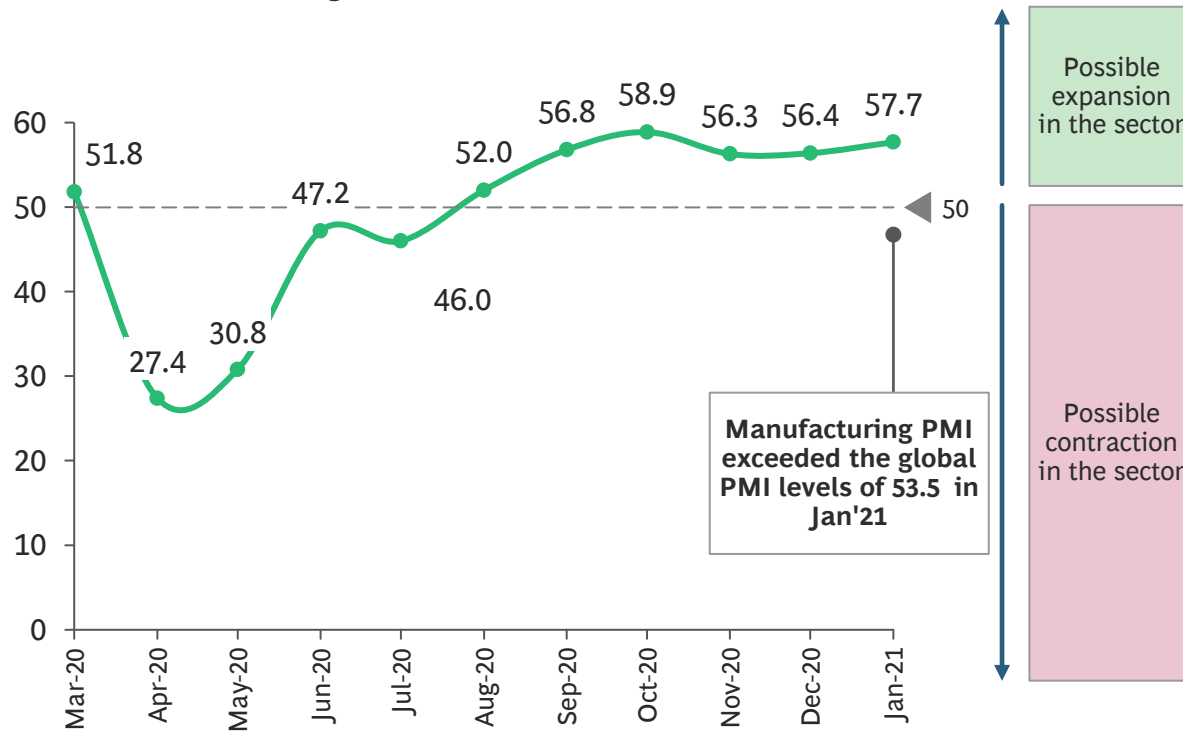


Both Manufacturing and Services PMI saw an uptick in Jan'21 vs. Dec'20 levels, remaining above the 50-point mark

SENTIMENT –
MFG. & SERVICES
PMI

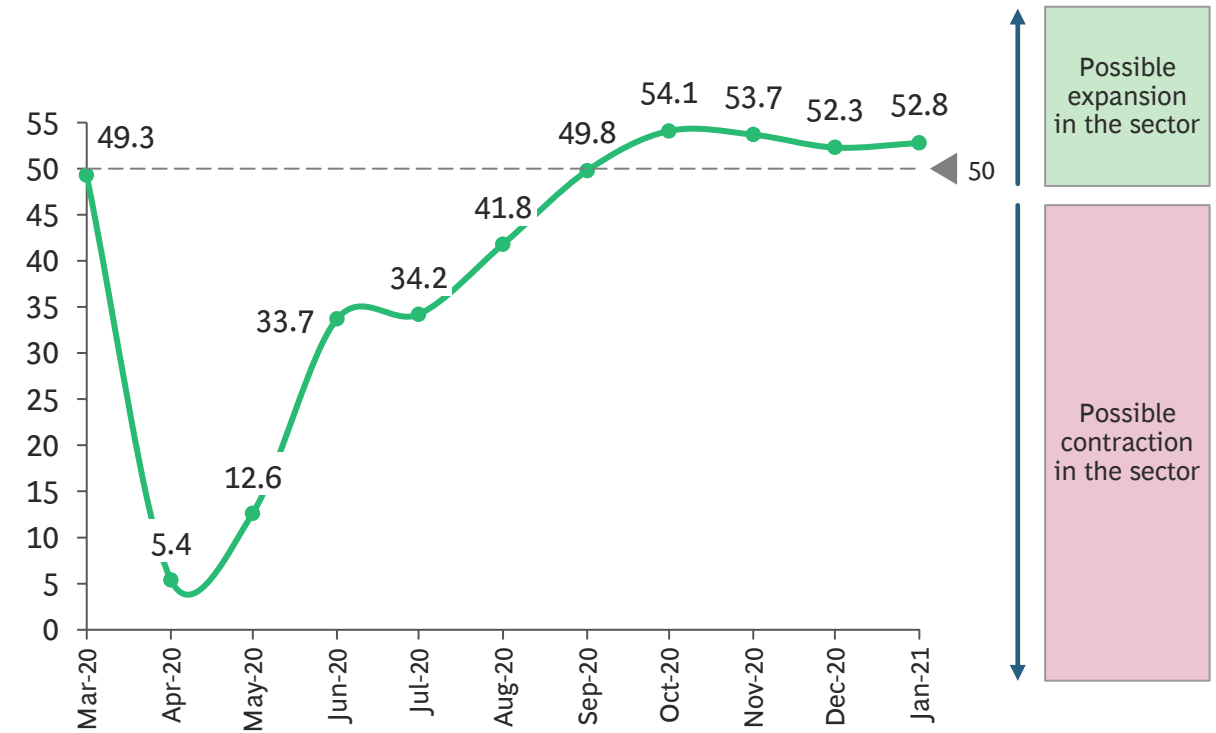
Manufacturing PMI reached 57.7 in Jan'21, an uptick from the Dec'20 mark

Manufacturing PMI



Services PMI improved to 52.8 in Jan'21, compared to the 52.3 mark in Dec'20

Services PMI



Note: The Purchasing Managers Index (PMI) is a measure of the prevailing direction of economic trends in manufacturing and services sectors. The PMI is based on a monthly survey of supply chain managers across 19 industries, covering both upstream and downstream activity. Value >50 indicates possible expansion in the sector, and value <50 indicates recession.

Source: IHS Markit, CMIE, Analyst Reports, BCG analysis

Consumer sentiment still far below pre-COVID levels; Rural sentiment remained better than urban sentiment in Jan'21

CMIE Consumer Sentiment Survey

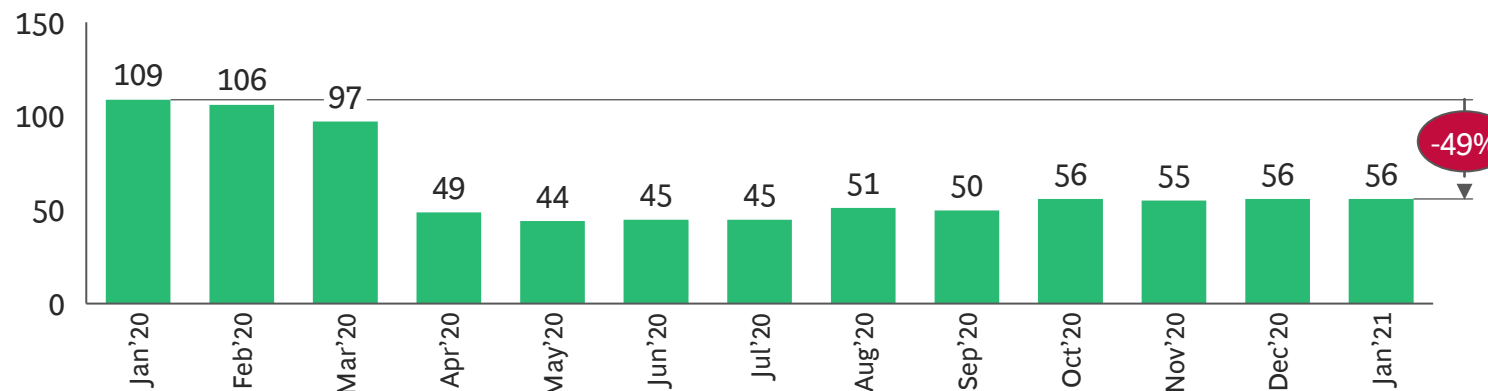
Sample Size

- 1.74L households in 90 cities and 969 villages surveyed over 4 months

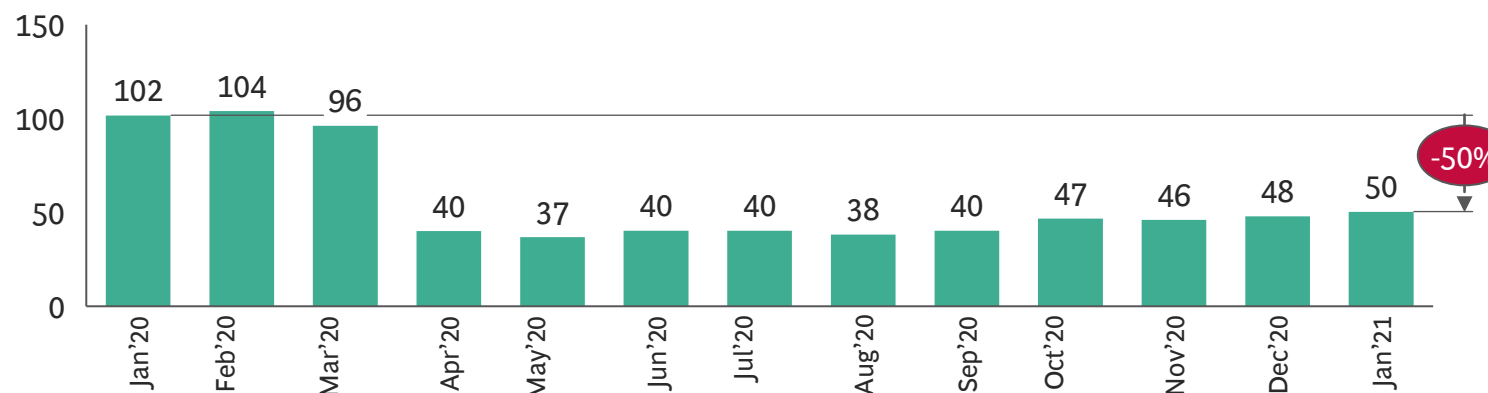
Methodology

- Longitudinal survey: Same set of households surveyed in batches over time
- Scoring based on 5 questions:
 - Perception of current well-being
 - Expectations of future well-being
 - Perceptions of current economic conditions of the country
 - Perceptions of prospective economic conditions of the country
 - Household's propensity to spend on consumer durables

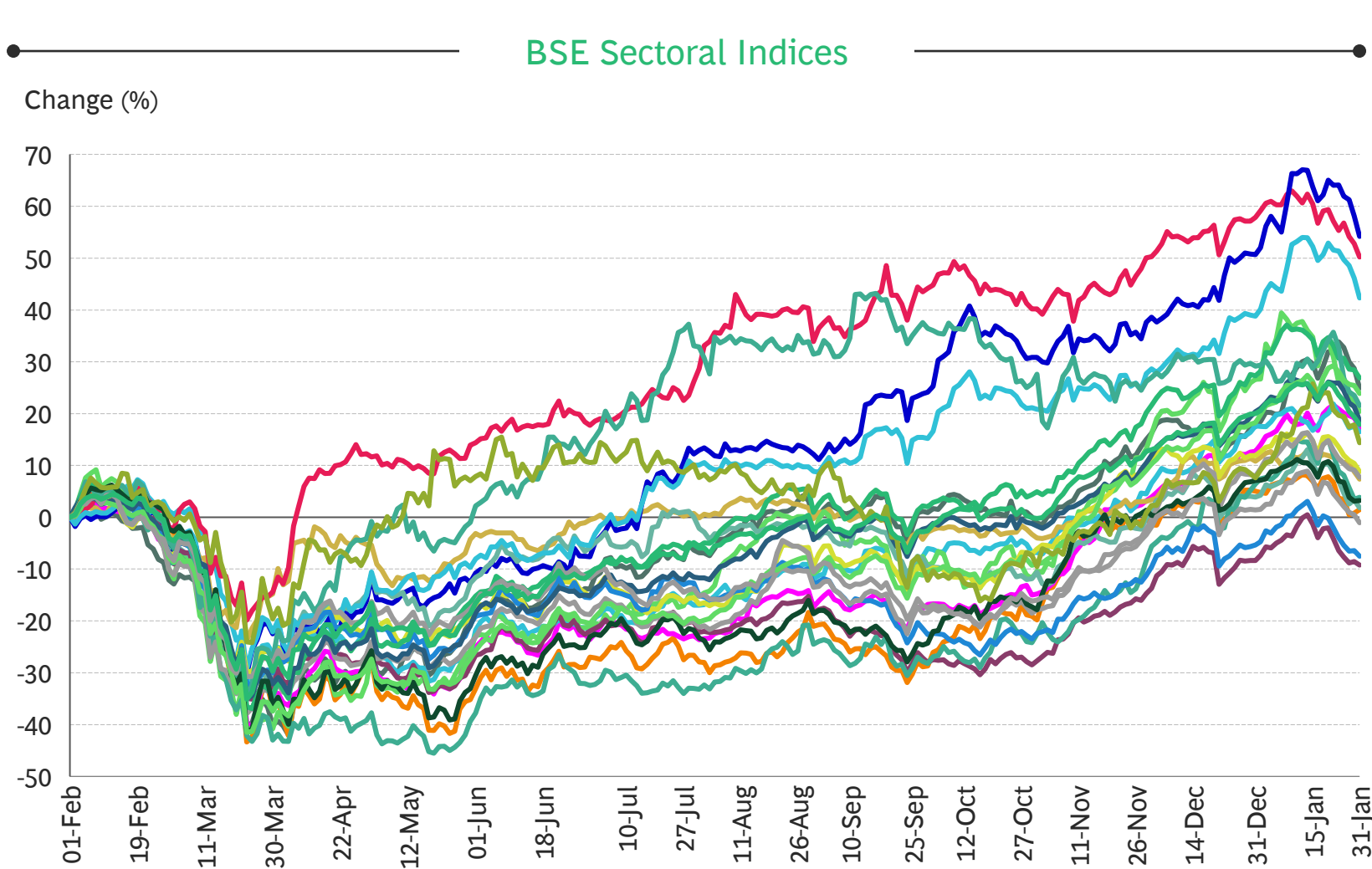
Rural Consumer Sentiment Index



Urban Consumer Sentiment Index



Majority sectors showed decline in Jan'2021; PSU, CPSE & Utilities saw maximum decline



Descending order of performance¹

Sector	% Change
IT	54.21%
Healthcare	50.20%
Teck	42.31%
Basic Materials	26.85%
BSEAUTO Index	24.93%
Industrials	23.90%
Energy	21.54%
Metal	20.40%
Consumer discretionary	18.68%
BSE 500	17.88%
Capital Goods	17.18%
Consumer Durables	16.50%
Telecom	14.36%
Power	8.80%
Infra	7.74%
FMCG	7.36%
Realty	3.86%
Finance	3.22%
Oil and Gas	1.83%
Bankex	1.47%
Utilities	-1.05%
CPSE	-7.52%
PSU	-9.21%

1. Growth rate vs. 01-Feb-20

2. The S&P BSE TECK index comprises constituents of the S&P BSE 500 that are classified as members of the media & publishing, information technology & telecommunications sector

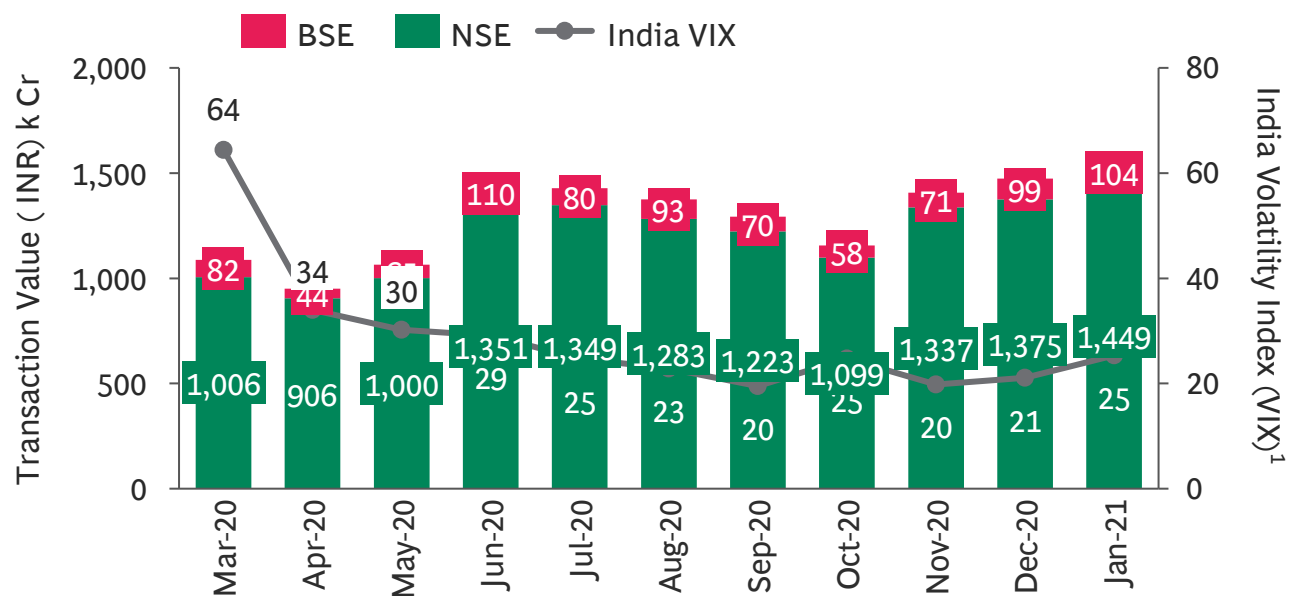
3. CPSE- Central Public Sector Enterprises

Source : BSE, Bloomberg, BCG analysis

Value of stock market transactions continued to grow in Jan'21 vs. previous months; Mutual fund AUM grew by 9% YoY in Jan'21

SENTIMENT –
STOCK MKT.
TRANSACTIONS

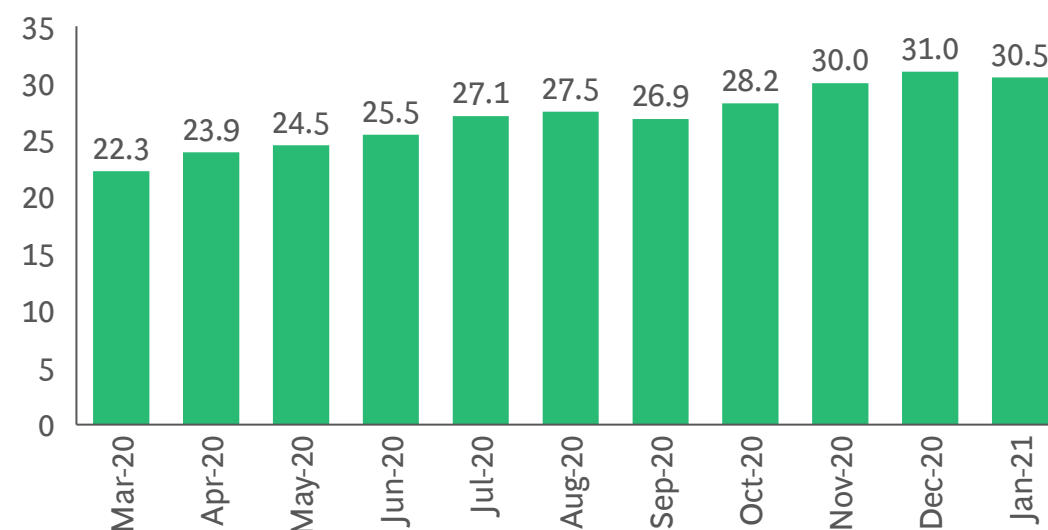
Stock Market Transactions (INR k Cr)



BSE YoY -20% 21% 12% 135% 66% 83% 33% 2% 30% 128% 86%

NSE YoY 44% 42% 27% 127% 89% 90% 72% 46% 60% 102% 80%

Mutual Funds AUM² (INR L Cr)



-6% -3% -5% 5% 11% 8% 10% 7% 11% 17% 9%

Mutual Funds AUM include investments from individuals (50.5%) & institutions (49.5%); institutions include domestic & foreign institutions and banks

1. Volatility Index is a measure of market's expectation of volatility over the near term; India VIX is a volatility index based on the NIFTY50 Index Option prices providing the expected market volatility over the next 30 calendar days – figures represented are as of end of every month shown

2. Mutual funds Assets Under Management (AUM) represented as recorded at end of every month shown

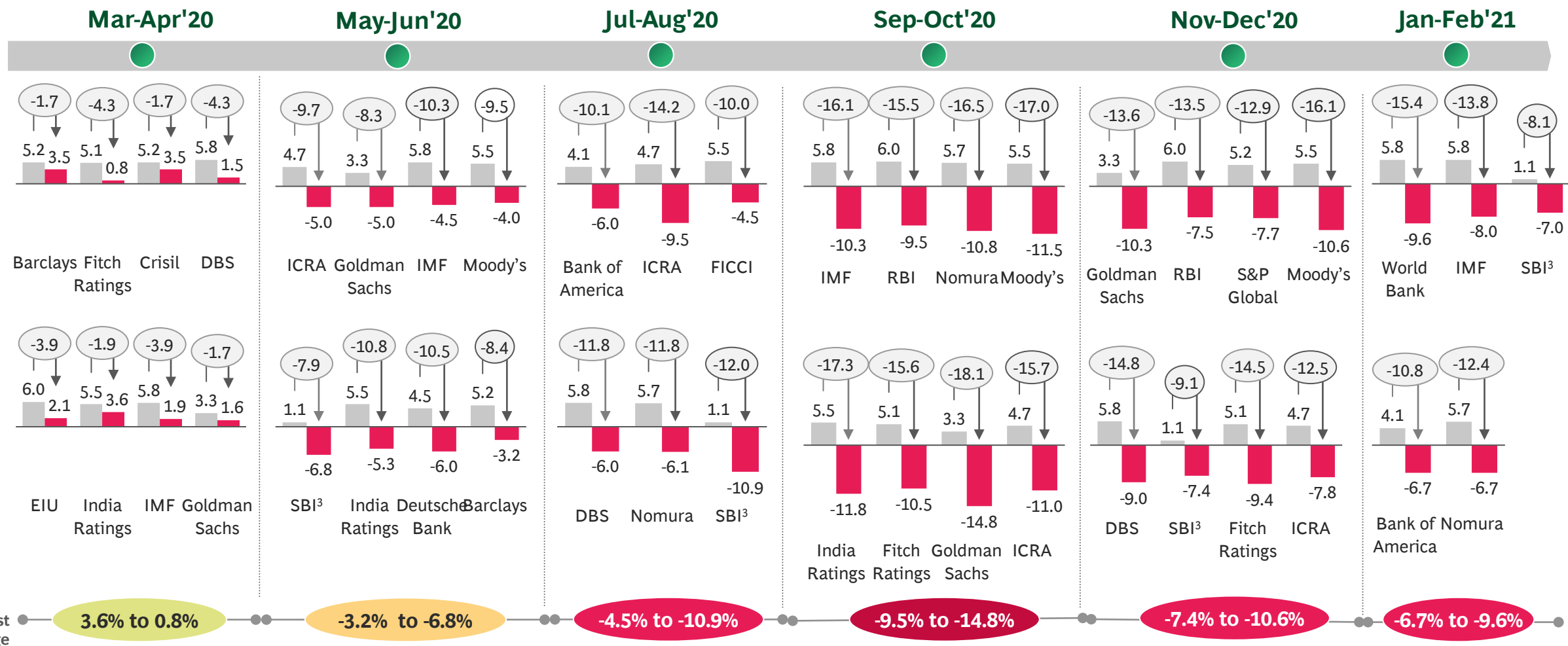
Source: BSE, NSE, AMFI, BCG analysis

Indian GDP growth forecasts revised upwards to 6.7-9.6% contraction in the financial year

Data as of 18 Feb'21; Estimates likely to be revised further

NON - EXHAUSTIVE

India GDP growth forecast for FY21 (YoY, %)



1. Pre-lockdown forecasts were made during Feb-2020/early Mar-2020; 2. Post-lockdown forecasts refer to forecasts made between 25-Mar to 20-Sep-2020
 3. Pre-lockdown forecast for SBI is as of 16-Apr-2020
 Source: Analysts reports, BCG analysis

■ Pre-lockdown forecasts¹
 ■ Post-lockdown forecasts²



1

Economic Indicators

2

India's Investment
Climate in 2020

India has emerged as one of the most attractive FDI destination over the past few years

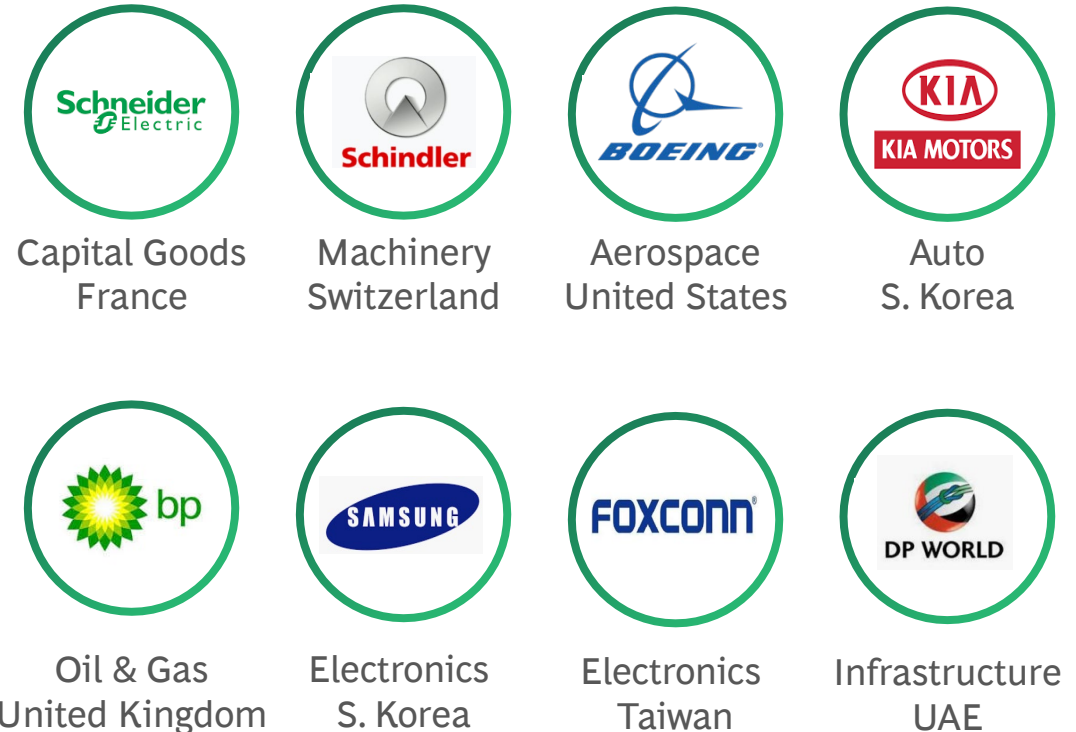
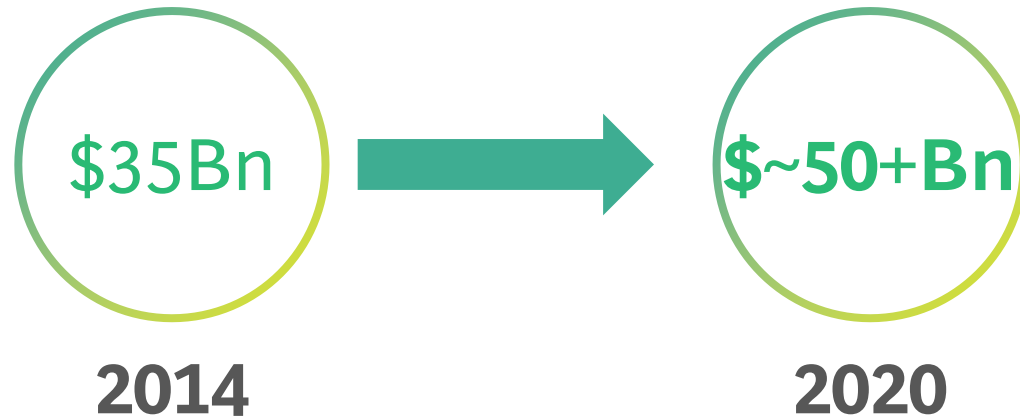
4th largest FDI inflows in Asia and amongst top 10 recipients globally







With notable investments across all sectors and source countries

Illustrative

+50% growth across 6 years



Flagship investments were announced in 2020

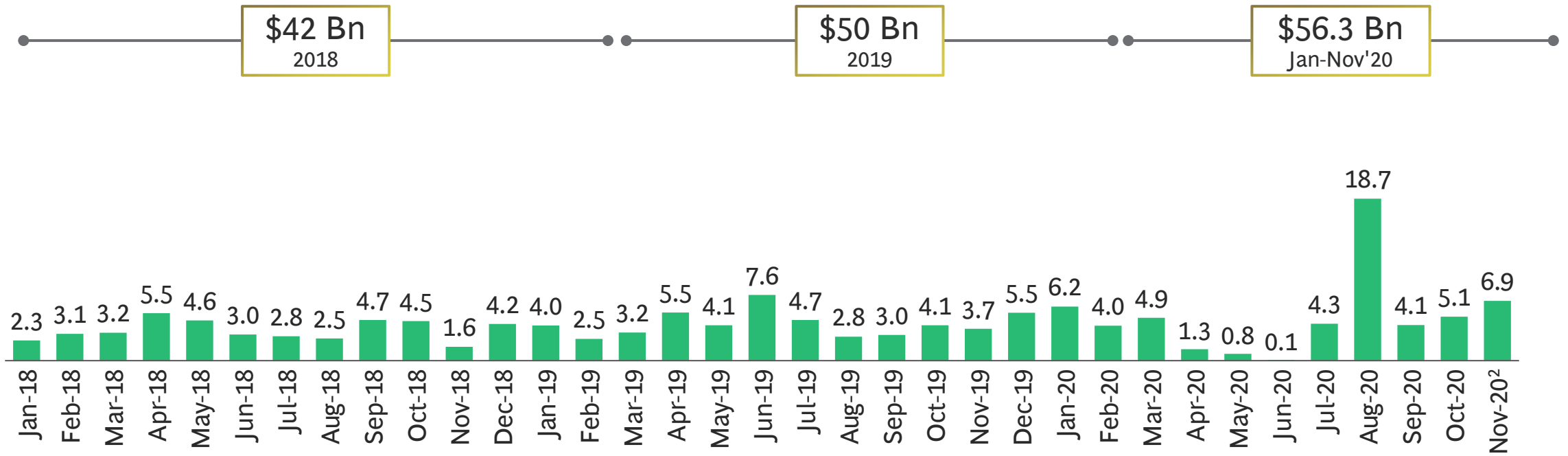
Company	Amount announced (USD)	➤	Focus
 Google	\$10 Bn	➤	<ul style="list-style-type: none"> \$4.68 Bn investment received through Jio, Glance, Redwig Aerospace Labs & BlueSemi
 Facebook	\$5.99 Bn	➤	<ul style="list-style-type: none"> Focus on collaborating WhatsApp with Reliance's e-commerce venture JioMart to enable people to connect with businesses, shops and purchase products \$5.73 Bn raised by Jio; \$260 Mn raised by Unacademy
 Walmart	\$1.9 Bn	➤	<ul style="list-style-type: none"> \$1.2 Bn invested in Flipkart: Focus on expanding Flipkart's offer through technology, partnerships and new services & innovation \$700 Mn invested in PhonePe
 Foxconn	\$1 Bn	➤	<ul style="list-style-type: none"> Production shift in India to steer away from US-China trade war

Not exhaustive

India witnessed significant FDI in Jan-Nov'20

Foreign Direct Investments¹ (\$ Bn)

xx Annual (Calendar Year) FDI Inflows



Including Reliance-Jio Deals

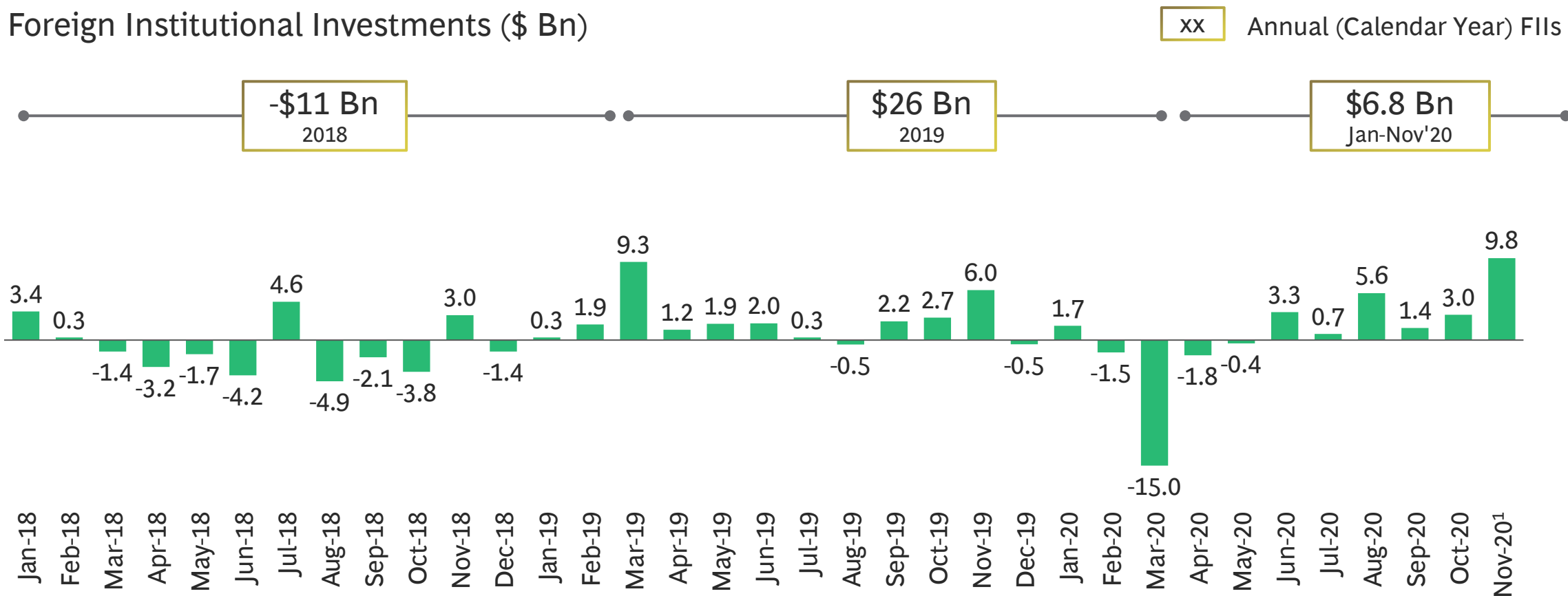
1. Denotes total inward FDI to India; 2. Nov'20 figures are provisional

Source: CMIE

Note: Past period data may vary from the previous versions of the Economic Monitor owing to restating of previous years' data by the CMIE/reporting agencies

Foreign Institutional Investments improved in Jun-Nov'20 albeit remained somber in Jan-Nov'20

Foreign Institutional Investments (\$ Bn)



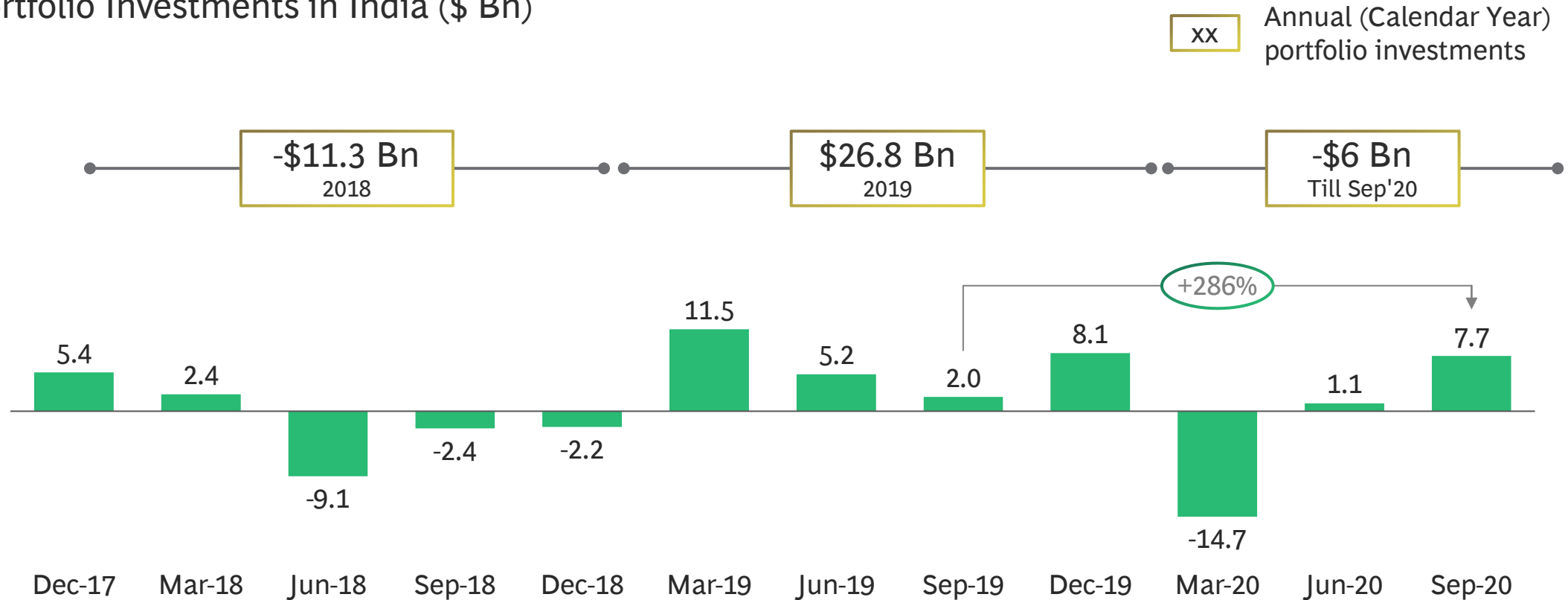
1. Nov'20 figures are provisional

Source: CMIE

Note: Past period data may vary from the previous versions of the Economic Monitor owing to restating of previous years' data by the CMIE/reporting agencies

Portfolio investments in India improved in Apr-Sep'20 after witnessing steep decline in Jan-Mar'20

Portfolio Investments in India (\$ Bn)



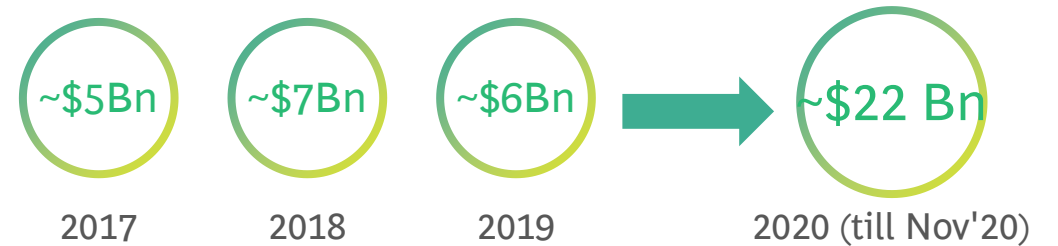
Note: FPI includes equity & investment fund shares and Debt Securities
Source: CMIE

Greenfield investments showed appreciable YoY growth in 2020 vs. last year

+300% growth in number of projects vs. 2019 ...

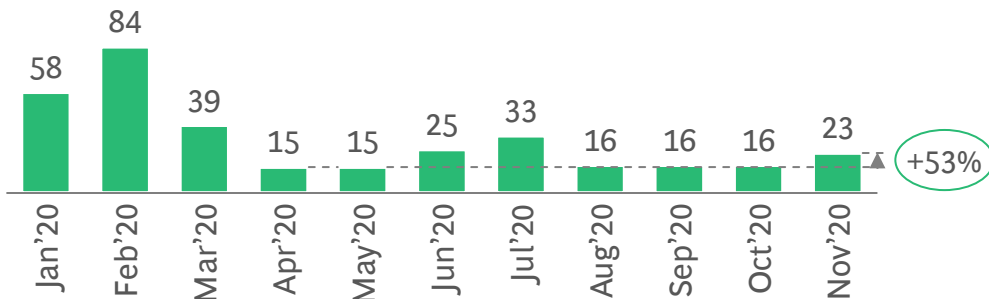


... +300% growth in Capex vs. 2019



Recovery observed in greenfield projects in Nov'20 vs. April'20 lows

No. of projects



Jobs created (in thousands)

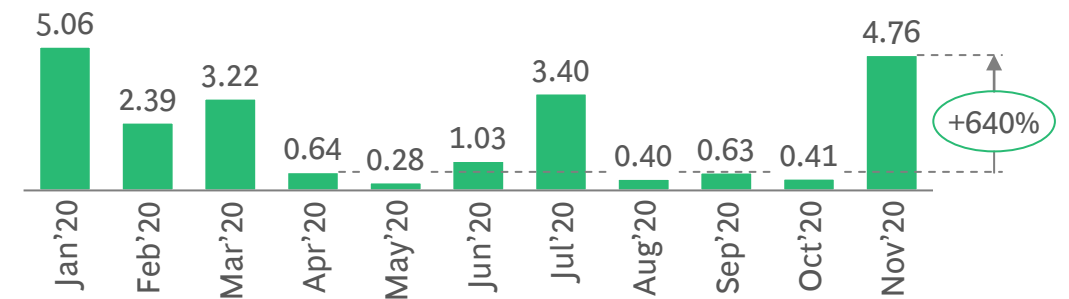
23	23	14	4	3	6	12	3	3	4	9
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of companies

50	52	32	15	15	21	19	16	15	16	22
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Capex in greenfield investments in Nov'20 back to pre-Covid Levels

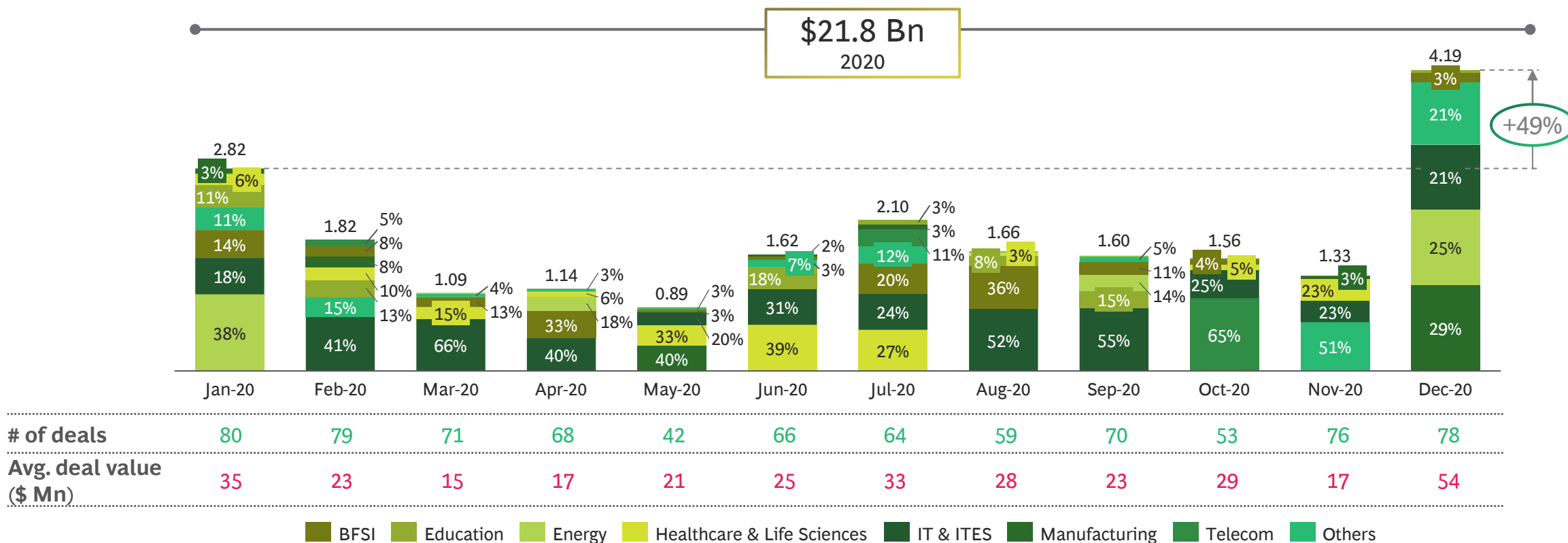
Capex (USD Bn)



Note: data includes announced projects
Source: fDi Markets, from the Financial Times Ltd 2020

PE/VC investments deal value witnessed an uptick in Dec'20, ~50% higher than Jan'20 levels

Total deal value of PE/VC investments¹ (\$ Bn)
(Excluding Jio Platforms & Reliance Retail deals)

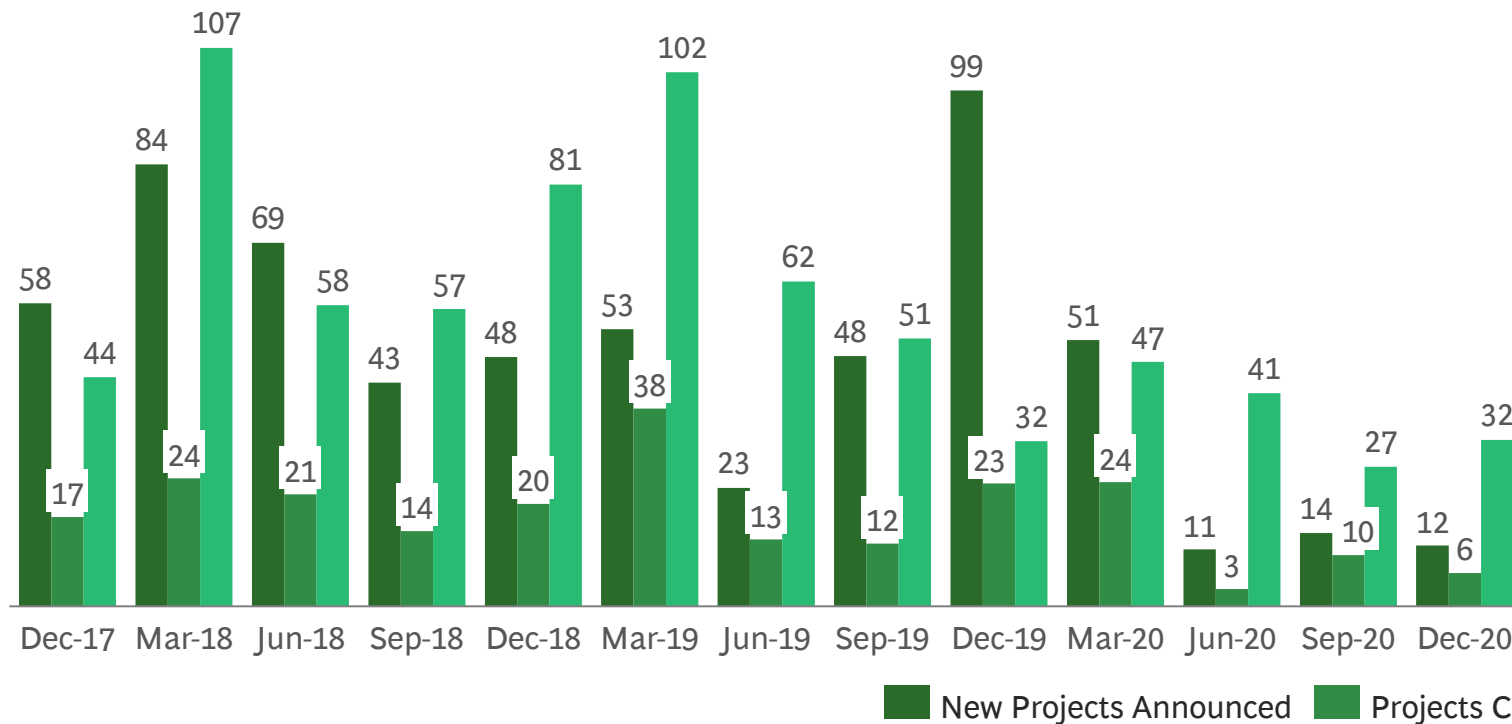


Reliance Retail attracted ~\$6.4 Bn USD while Jio platform attracted \$22 Bn in PE Deals in 2020

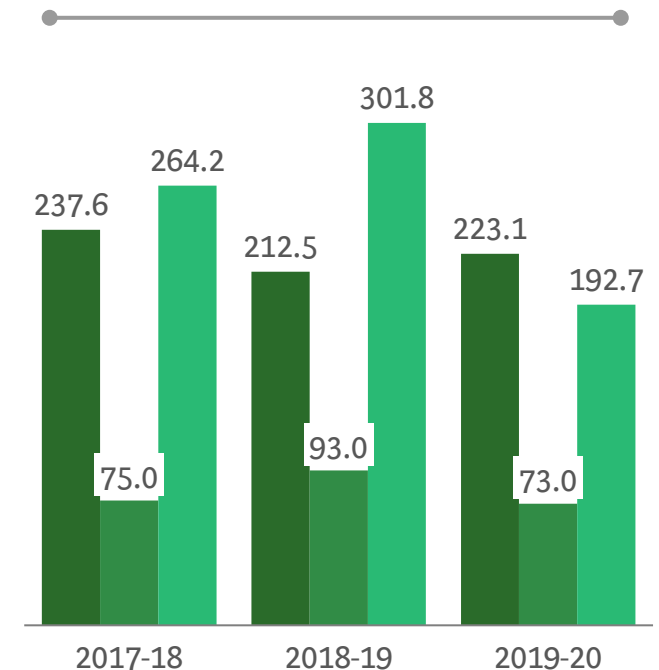
Note: 1. Deals include Angel/Seed, Venture Capital and Private Equity deals which are announced & closed between 01-Jan-2020 and 31-Dec-2020; 2. Others includes Media & Entertainment, Retail, Shipping & Logistics, Sports & Fitness, Textiles & Garments, Travel & Transport, FMCG, Advertising, others
Source: Venture Intelligence, BCG analysis

Investments by all projects started to improve, albeit slowly after the significant decline in Apr-Jun'20 quarter

Investment by all projects, USD Bn



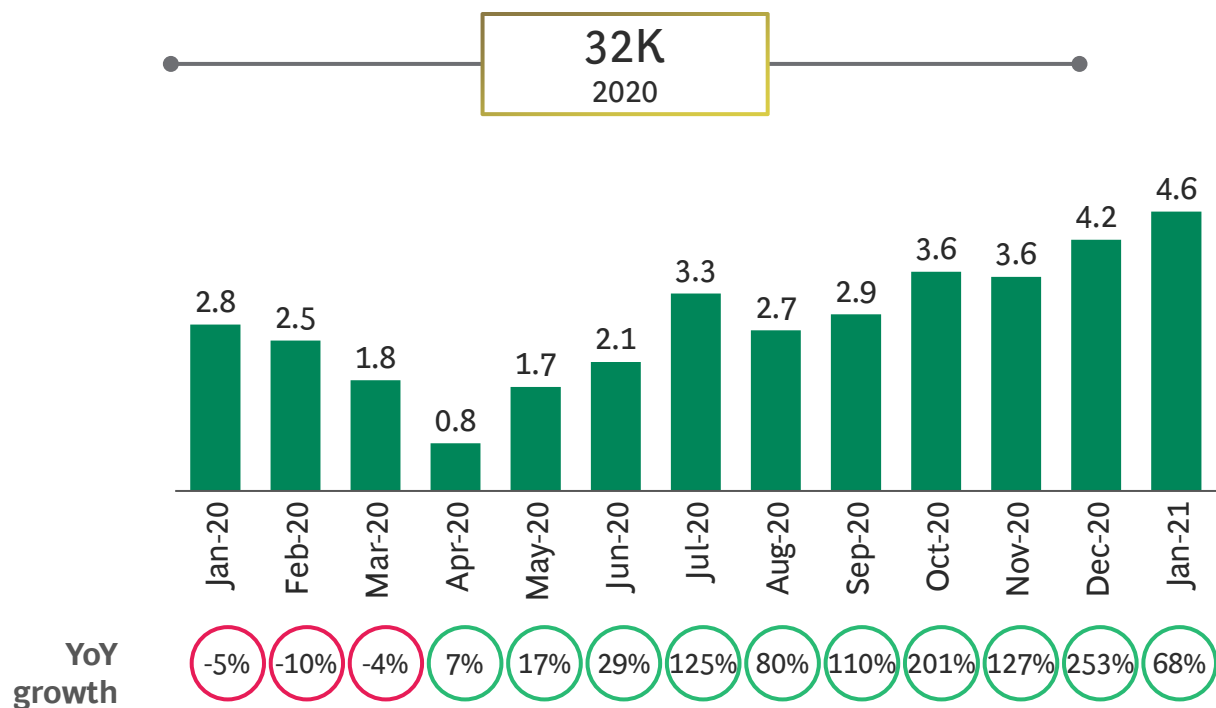
2019-20 saw higher projects announced and lower projects dropped vs. 2018-19



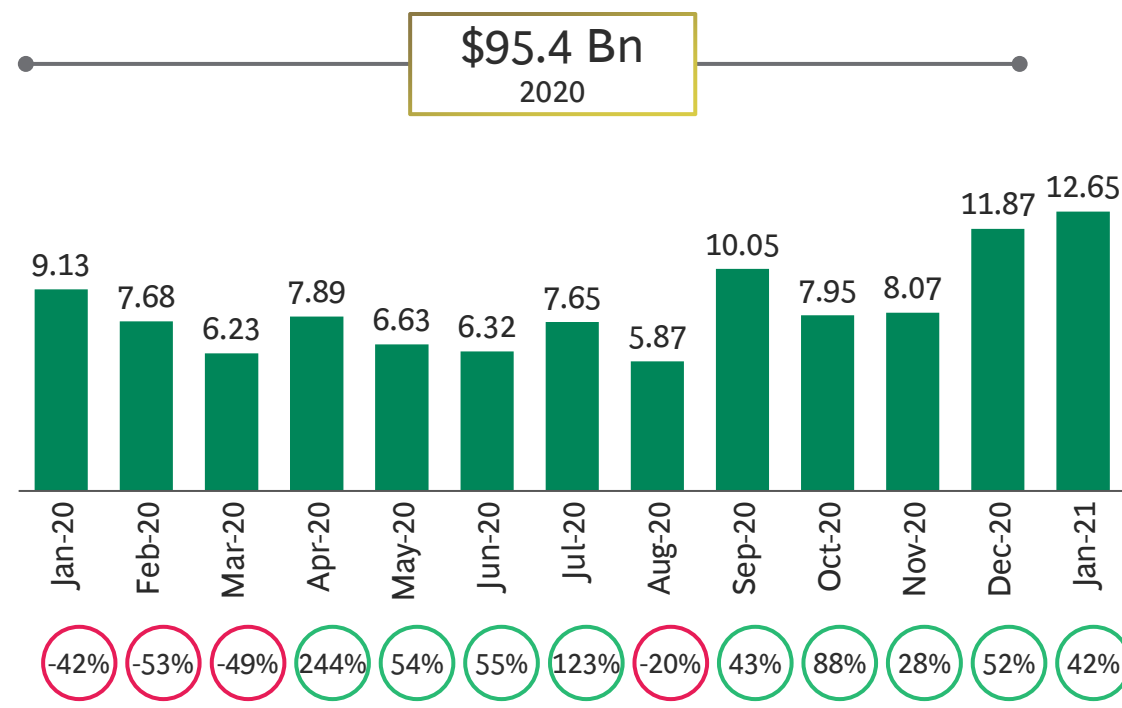
1. Projects dropped include - Projects being Abandoned altogether, and/or Shelved, and/or Stalled. Dollar value taken on a monthly basis (LHS) & yearly basis (RHS)
Source: CMIE, BCG Analysis

Count & value of tenders announced by Central & State Govts. grew YoY noticeably in most months of 2020 vs. last year

Count of tenders announced by central & state govts (k)



Value of tenders announced by central & state govts (USD Bn)



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Lighthouse by BCG



Latest insights on consumer sentiment reflecting COVID-19 impact

Consumer Sentiments & Insights



Demand Sentinel dashboard to assess demand at district / micro-market level

Demand Sentinel



Experience in designing customer journeys at scale across industry sectors

End-to-end Digital Customer Journeys



Expertise in informed decision making, bringing in learnings from global crisis response

Next-gen Sales in the New Reality



Experience in developing sustainable world-class end-to-end digital supply chain capabilities

Digital Supply Chain



Experience in rationalizing cost structures across sectors

Zero Based Budgeting



BCG's 360° A&M Supercharger identifies the right commercial activation levers

Marketing Supercharger



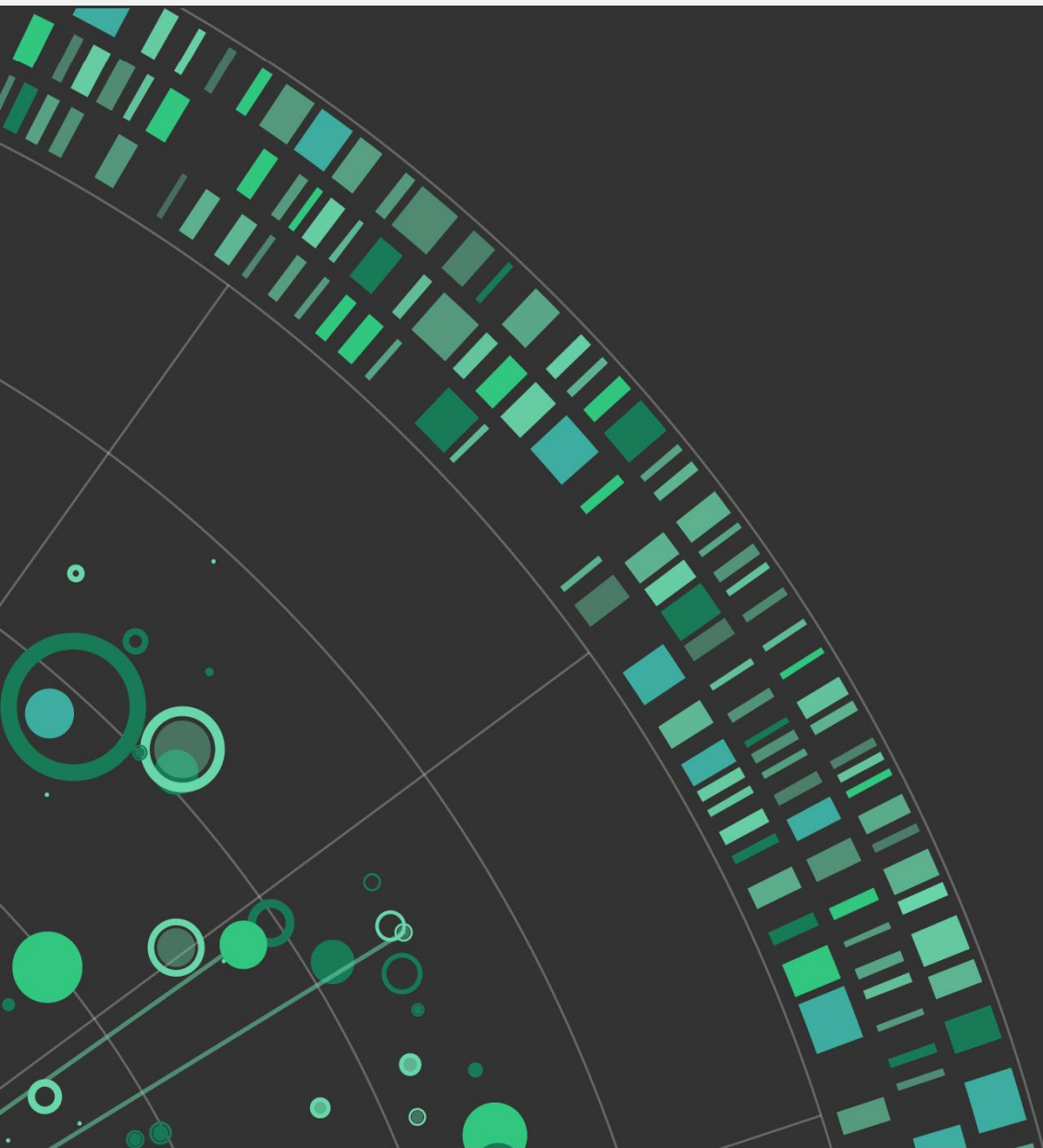
BCG's proprietary & proven approach to organic growth creation

Demand Centric Growth



Brings Agile ways of working to the organization, gearing employees for success

Agile at Scale



THANK YOU