



Quarterly Investor Insight Series

Confidential. For intended recipient only.

“India is becoming more and more important on the world stage...
This is **India’s** decade.”

Jamie Dimon, CEO of JPMorgan Chase & Co



“We're very, very excited by what we're seeing in **India.**”

Satya Nadella, CEO of Microsoft

“I think it's going to be an exciting moment. **India** will be well positioned as the shift to AI happens”

Sundar Pichai, Google CEO



“I am extremely excited about the opportunities in **India.**”

Tim Cook, CEO of Apple

India - A Global Growth Engine

Q2 CY24 Quarterly Excerpts from Global Corporate Leaders

- There is an increasing focus on India from global corporations
- Burgeoning middle class is attracting investments.
- Supply chain shifts is driving investments.
- Stable policies and favorable business environment.



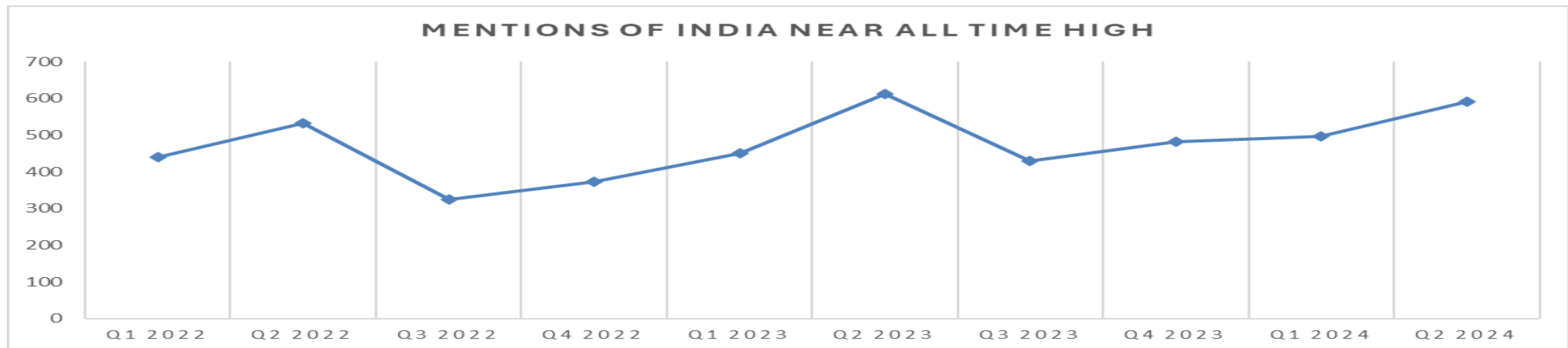
India is rapidly cementing its place as a critical player in the global economy, with its expansive market, burgeoning middle class, and strategic importance across multiple sectors from technology and finance to consumer goods and manufacturing—global corporations are increasingly focusing on India as a strategic growth market.

This report synthesizes insights from the latest earnings calls and investor presentations, highlighting how global corporations view India as a critical market for innovation, investment, and expansion.

India in Focus: A Rising Trend in Global Discussions

A rising Trend in the Mentions of India on quarterly basis

| Trending Companies | Total Documents | Q3 2023 | Q4 2023 | Q1 2024 | Q2 2024 |
|--------------------------|-----------------|---------|---------|---------|---------|
| ▶ Industrials | 1k | 189 | 192 | 200 | 217 |
| ▶ Technology | 872 | 133 | 166 | 206 | 161 |
| ▶ Consumer Discretionary | 639 | 104 | 136 | 133 | 147 |
| ▶ Financials | 510 | 78 | 102 | 81 | 123 |
| ▶ Materials | 392 | 68 | 64 | 82 | 94 |



Digital Opportunities: Tapping into India's Growth

India's significance in the global technology and services landscape is undeniable. The country's deep talent pool and expanding digital infrastructure make it a key hub for innovation and digital transformation.

"We continue to expand our footprint in smaller cities in **India** with the opening of a newest office in Indore as we remain committed to bringing offices closest to where our employees are."



"We're seeing particularly promising signs on WhatsApp in terms of retention and engagement, which has coincided with **India** becoming our largest market for Meta AI usage."



"**India's** growth is a story that we see around the world playing out very similarly. There's certainly plenty of room to grow in India as long as we keep throwing our audiences there."



NETFLIX

Consumer Giants: Global Brands Eyeing India's Market Potential

India's consumer market is one of the most dynamic in the world, driving global retail and FMCG companies to deepen their engagement and investment.

"In **India**, Flipkart again delivered positive contribution margin, and PhonePe continues to deliver amazing growth in total payment volume."



"**India** has been the growth engine for Mondelez in the last few years, with Oreo being a standout success."



"**India** is a very important market for us. We see that it's a market that is growing at a high pace, and with all the geopolitical shifts, it's become even more critical for us."



Finance Powerhouse: India's Strategic Role in Global Finance

India's financial sector is becoming increasingly pivotal for global financial institutions. The rapid adoption of digital banking, fintech, and other financial services is attracting significant attention and investment.

"**India** has been our best investment market over the last 15 years and it's growing 6%. People there have gotten used to success."

Blackstone

"We're seeing real strength in some markets, **India** in particular, and we really do think that's a multi-decade theme to be invested across a highly educated, growing middle class."

KKR

"**India** will continue to grow and, in many ways potentially be as big of an opportunity as China "

**JPMORGAN
CHASE & CO.**

Manufacturing Vanguard: India's Growing Manufacturing Presence

As companies seek to diversify their supply chains, India is emerging as a key manufacturing hub. The country's favourable policies, growing infrastructure, and skilled workforce are attracting substantial investments from global industrial giants.

"We've just inaugurated the largest campus for our people globally, with 8000 people in Bangalore. **India** has become a fabulous growth market for us."



"We continue to see strength in our high-growth regions, specifically in **India**."



"In **India**, at the heart of the city of Delhi, Otis will install 12 Skyrise units at the iconic The Amaryllis Versace."



Energy & Resources: India's Expanding Role in Global Energy Markets

India's commitment to renewable energy and sustainable resources is attracting significant global investments, making it a key market for the future of energy.

"**India** is growing and looks very, very healthy, driven by strong demand in the energy sector."



ExxonMobil

"We've seen substantial growth from our **India** platform, now one of the top renewables platforms in the country."



Brookfield
Renewable Partners

"We secured one gigawatt of pipeline from government tenders in **India**, positioning us well for future growth."



SembCorp
Industries

Healthcare Expansion: Global Pharma and Health in India

India's large and growing population, coupled with an expanding middle class, is driving significant demand for healthcare services and pharmaceutical products. Global healthcare companies are increasingly investing in India, recognizing the country's potential as a key market for both production and market penetration.

"**India** has been a star performer for us for many, many quarters. This quarter was no different. We grew in excess of 20%, largely on the back of pharma."

Waters™

"We have established a new factory in **India**, demonstrating our commitment and plans for further expansion in this market."



sysmex

"We are expanding in **India** with a good solid 100 plus basis points margin expansion on the back of gradually filling the facilities "



MEDICOVER

Automotive Growth: India's Expanding Role in the Global Auto Industry

India is rapidly emerging as a key player in the global automotive industry. The country's growing market for vehicles, combined with its role as a hub for automotive component manufacturing, is attracting significant investments from global automotive giants.

"In **India**, unit sales increased YoY due to steady demand, making it a strong market for our operations."

 **HONDA**

"**India** is going to be an important country and market, and we need to have a good strategy. This has been how we are approaching India."

 **TOYOTA**

"The **Indian** market continues to show steady sales, with major developments like the IPO of Hyundai Motor India expected later this year."

 **HYUNDAI**

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