



Global Growth

Outbound Investments from India

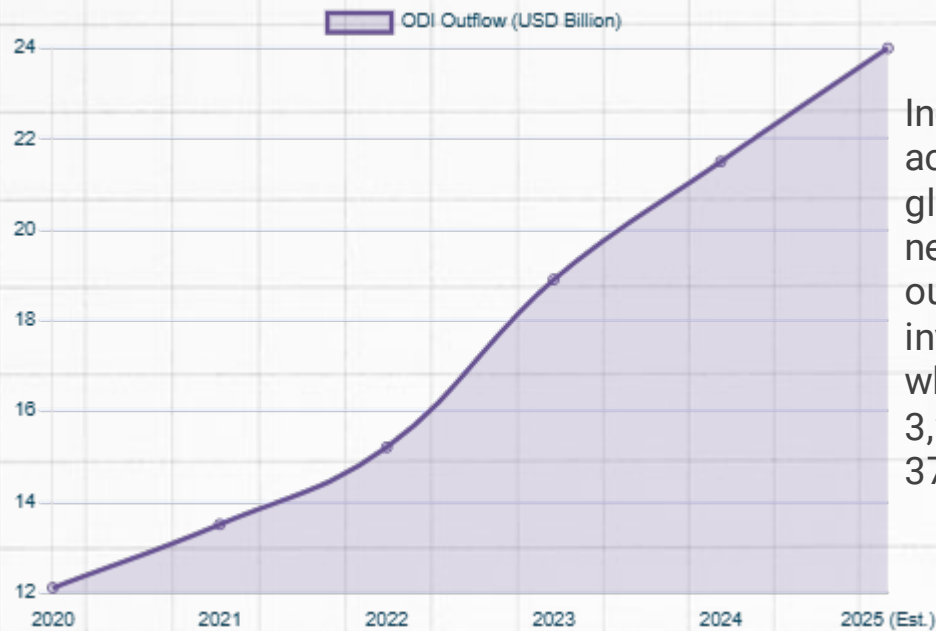
November 2025

Coinmen Consultants LLP
www.coinmen.com

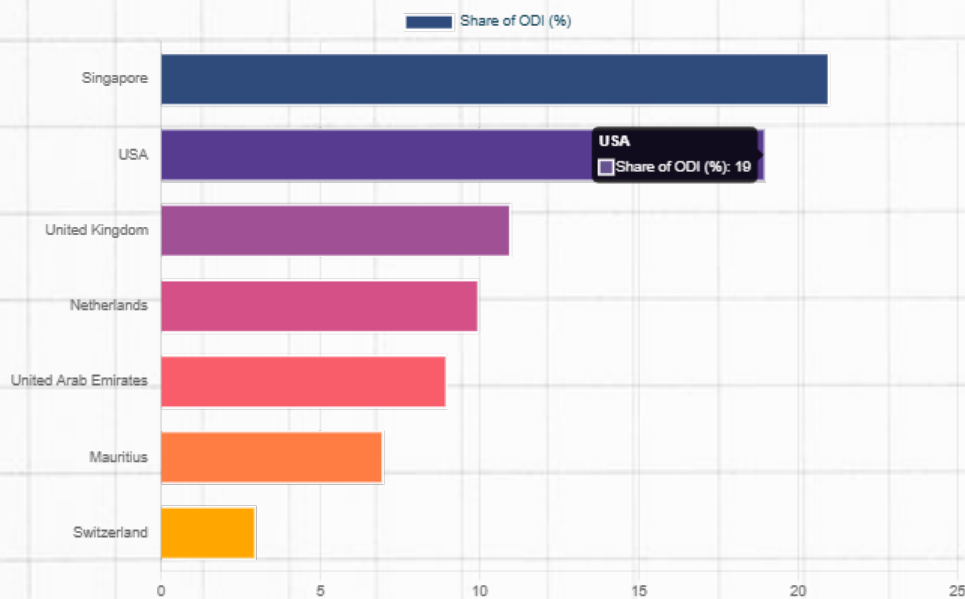


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Indian Outbound Investments



Indian companies are actively expanding their global presence, with nearly 17%¹ increase in outward foreign direct investment (OFDI), which reached Rs. 3,25,631 crore (US\$ 37.68 billion) in 2024.

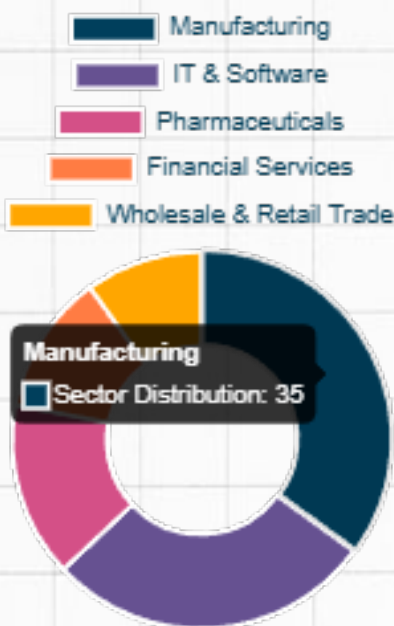


¹ IBEF India Brand Equity Foundation

Indian Outbound Investments



A few of the sectors where we're seeing strategic investments and outflow from SMEs



Manufacturing & Engineering

Focus on automotive components, precision tools, and green technologies
Expansion into **Europe, Southeast Asia and Africa** for cost-effective production

Renewable Energy & Cleantech

Investment in solar, EV components, and green hydrogen
Partnerships with firms in **Japan, Germany, and UAE** to scale innovations

Technology & Digital Services

Investment in AI, SaaS, cybersecurity, and cloud infrastructure
SMEs are leveraging **digital transformation** to scale globally

Healthcare & Pharmaceuticals

Strong push into generics, diagnostics, and medical devices
Telemedicine and health-tech startups are gaining traction in **Africa and Latin America**

Why Outbound Now



Market Access: Tapping into new customer bases and geographies.

Technology Acquisition: Gaining access to cutting-edge innovation and R&D.

Supply Chain Diversification: Building resilience and optimizing global operations.

Access to New Talent/Resources: Securing specialized skills and natural resources.

Recognizing their potential as global growth engines, the Government of India has implemented several policies to simplify and encourage overseas investment, particularly for SMEs.

Liberalized ODI Policy

Automatic route allows investment up to 400% of net worth, simplifying the process

Ease of Doing Business

'Udyam Registration' and other initiatives reduce bureaucratic hurdles for SMEs.

Market Access Initiatives

Promoting participation in global trade fairs and value chains.

Expertise in Outbound Investments



Cross-Border M&A Advisory (Buy-Side):

- **Commercial Negotiations:** Securing favorable terms and outcomes.
- **Transaction Structuring:** Ensuring tax-efficient and regulatory-compliant deals.
- **Valuation:** Delivering accurate and defensible business valuations.
- **Due Diligence:** Comprehensive financial, tax, and legal review (leveraging alliance partners).

Post-Transaction Integration & Compliance:

- **Accounting & Reporting:** Adhering to local and international GAAP.
- **Ongoing Tax Compliance:** Managing international tax obligations seamlessly.
- **Regulatory Filings:** Ensuring all cross-border legal requirements are met.

Global Capital Raising for Acquisitions:

- Connecting clients with suitable overseas lenders and investors.
- Structuring optimal funding solutions for cross-border deals.

Overseas Entity Setup & Regulatory Advisory:

Expert guidance for establishing and operating international subsidiaries.

The Coinmen Differentiator



Deep-Rooted Expertise

Merging strong accounting and tax foundations with specialized M&A advisory.

Holistic Approach

Integrating financial, tax, commercial, and legal coordination (through our alliance and partnerships) under one umbrella.

Commercial Acumen

Sharp negotiation skills to protect your interests and maximize value.

Valuation Mastery

Delivering precise and defensible valuations crucial for successful deals.

Compliance Certainty

Ensuring smooth post-transaction adherence to global standards.

Capital Access

Proven ability on overseas capital raise for acquisitions.

The Coinmen Differentiator



Proven Track Record

Extensive experience in successful cross-border SME transactions. Some transactions we have spearheaded.

Distributor Acquisition

Challenge: Indian manufacturing SME sought to acquire a distribution company in Australia for market expansion

Our Solution: Streamlined transaction structuring enhancing value for both buyer and seller, ensured business growth through continued interest alignment for the sellers, efficient due diligence, and transaction closure

Result: Successful acquisition, leading to increased market presence, enhancing profits both in India (manufacturing) and Australia (distribution profits due to reduced procurement costs)

Greenfield project in Morocco

Challenge: Indian manufacturing SME requiring to set up green field manufacturing project in Morocco for global expansion;

Our Solution: Worked with local advisors, bankers and other market players to understand the market dynamics of a tough to operate jurisdiction; set up control and monitoring processes and systems and provided a bridge between Indian management and local operations using our experience of dealing with multinational businesses;

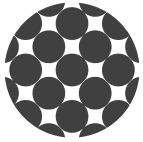
Result: Successful plant set up and operations

Technology Acquisition

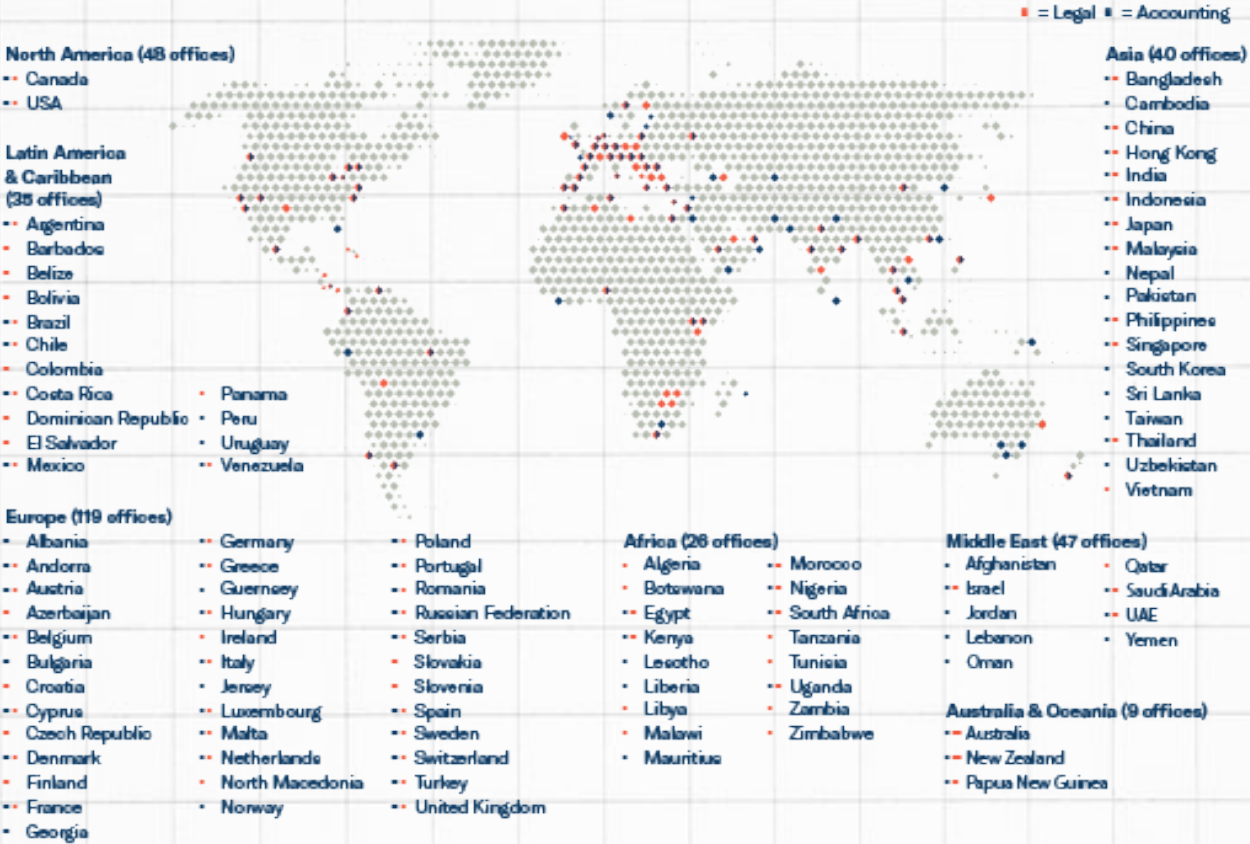
Challenge: Indian manufacturing SME (engaged in heavy metal fabrication) sought to acquire a company with proven technology in small aircraft

Our Solution: Identification of risks in the acquisition and appraising Indian SME to prepare for such challenges, appointed accredited advisors for diligence, informed the client to not proceed with the transaction due to high risk assessment post diligence

Result: Did not proceed with the acquisition due to high risk assessment, saved future cost and time for the client, who was quite keen to proceed on the acquisition



Coinmen is a member of AlliottGlobalAlliance, an alliance of multi-disciplinary, independent accounting and law firms spanning 260 cities in 103 countries. Being a part of this alliance has given us access to top-tier domain specialist talent from like-minded firms across the globe.





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This helps us take on global mandates in transfer pricing, accounting, global audits etc., since this alliance helps us better understand cultural aspects of cross border businesses.

Seamless Coordination: Effortless collaboration with trusted foreign CPA and law firms.

On-the-Ground Expertise: Access to local insights and specialized knowledge in diverse jurisdictions.

Local Networks: Leveraging established relationships for faster, smoother processes.

Mitigating Risks: Proactively addressing cross-border regulatory, tax, and legal complexities.



Coinmen is member of the Chambers of Commerce for Spain, Italy, France, Germany, Brazil and Japan.

Leadership



Co-Founder

Specializes in Capital Advisory,
Corporate Finance & Project Finance



mohit aggarwal

Co-Founder and Partner

Specializes in Transfer Pricing
and Cross Border



nitin garg

Partner

Specializes in Tax
and Regulatory



shrey aggarwal

Co-Founder and Partner

Specializes in Global Tax
and Compliance



vikrant suri

Coinmen Consultants LLP



As a firm, we've helped businesses cross chasms, borders and continents, weather through business cycles, funding crisis and been a part of the best they've ever seen, yet. This presentation is put together by our team to ensure you know we're here for your next challenge.

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