

India Industrial Technology & Innovation

Capability Statement for Technology Providers & Investors

Prologue is a cross-border advisory practice working with industrial-technology providers, automation and Industry 4.0 firms, engineering-services companies, and investors across India, Europe, North America, and Asia-Pacific. This statement sets out our capability to support market entry, partnership, and transaction decisions across India's industrial-technology ecosystem.

THE OPPORTUNITY — A MARKET AND A CAPABILITY BASE

India is both a fast-growing market for industrial technology and a deep base of engineering and digital capability. Manufacturers are adopting automation, analytics, and Industry 4.0; an established engineering-R&D base serves global principals; and capital is flowing into both. For firms on both sides, the question is how to position — which segment, which partner, which structure.

ENGINEERING TALENT	DIGITAL CAPABILITY	PLATFORM & IP	STANDARDS & TECH	ADOPTION MARKET
INDIA	RISING	GLOBAL	GLOBAL	INDIA

~\$134B ER&D market (2025)	~10% ER&D market CAGR (Prologue est.)	4.0 Industry 4.0 adoption rising	~\$218B ER&D market by 2030 (Prologue est.)
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HOW WE SUPPORT — IN BOTH DIRECTIONS

- **Market entry:** positioning, channel, and partner strategy for technology providers
- **Partner identification:** mapping and qualifying integrators, OEMs, and JV partners
- **Transaction support:** target screening, diligence, and acquisition / minority-stake advisory
- **Ecosystem & strategy intelligence:** adoption, competitive, and capability dynamics

WHAT WE DELIVER

- Market sizing, adoption, and competitive intelligence
- Partner and channel identification and qualification
- Market-entry, partnership, and JV structuring support
- Transaction screening and acquisition / minority-stake advisory

EVIDENCE OF CAPABILITY

Prologue has produced a research suite on India's industrial-technology ecosystem — a flagship assessment of structure, adoption, competitive dynamics, and partnership pathways — drawing on data from IBEF, NASSCOM, Invest India, and public disclosures. These demonstrate the depth we bring; commissioned mandates extend this with primary research, partner qualification, and named target lists tailored to technology-provider and investor priorities.