

India Infrastructure & Building Materials

Capability Statement for Principals, Manufacturers & Investors

Prologue is a cross-border advisory practice working with building-materials manufacturers, EPC and engineering firms, technology providers, and investors across India, Europe, North America, and Asia-Pacific. This statement sets out our capability to support sourcing, market entry, partnership, and transaction decisions across the India infrastructure and building-materials value chain.

THE OPPORTUNITY — A MARKET AND A MANUFACTURING BASE

India's infrastructure build-out is among the largest in the world, driving demand for building materials, equipment, and EPC capability — while its manufacturing base is a competitive source of materials and components. Principals are entering the market and sourcing from it; capital is flowing into both. For firms on both sides, the question is how to position — which segment, which partner, which structure.

MATERIALS & SCALE	QUALITY & SPEC	TECH & IP	STANDARDS & EPC	INFRA DEMAND
INDIA	RISING	GLOBAL	GLOBAL	INDIA

~\$3.3T infrastructure investment need (2020s)	~8% construction-equipment CAGR (Prologue est.)	~\$12B construction equipment by 2030 (Prologue est.)	~\$1.4T infra pipeline (NIP, public)
---	--	--	--

HOW WE SUPPORT — IN BOTH DIRECTIONS

- **Sourcing facilitation:** connecting principals to qualified Indian materials and component suppliers
- **Market entry & partnership:** distribution, JV, technology-licensing, and EPC pathways
- **Transaction support:** target screening, diligence, and acquisition / minority-stake advisory
- **Quality & qualification:** standards, certification, and capability assessment

WHAT WE DELIVER

- Sub-segment economics, demand, and competitive intelligence
- Sourcing, market-entry, and JV structuring support
- Supplier and partner identification and qualification
- Transaction screening and acquisition / minority-stake advisory

EVIDENCE OF CAPABILITY

Prologue has produced a research suite on India's infrastructure and building-materials value chain — a flagship assessment of structure, demand, competitive dynamics, and partnership pathways — drawing on data from IBEF, the National Infrastructure Pipeline, 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 principal, manufacturer, and investor priorities.