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# Private-Equity Firms Still Waiting for a Chance to Sell in India

Unlike [Indian stock investors who are on a high amid optimism about the new government](#) that came to power in May, private-equity funds who have invested in India aren't popping champagne bottles just yet.

Despite the surge in the stock market, many are still struggling to get out of investments they made five to eight years ago—the last time there was a surge in hope about the India opportunity.

“The biggest issue we've had is, return of capital has been really, really slow,” for most private equity funds, said Prateek Dhawan, managing director at private-equity firm Everstone Capital, during a panel discussion at an industry conference in Mumbai on Tuesday.

Thanks partly to an economy that slowed to its worst pace in a decade and a sharp decline in the rupee, [Indian private equity firms haven't had the kind of high returns global investors had expected](#).

Mr. Dhawan and other investors at the event said they hope that as the Indian economy gains steam and companies sell new shares, private equity firms will be able to sell their stakes, return money to their investors, regain their confidence and raise money for a new round of private equity investments.

“There's no question that the focus on exits is the number one thing for all PE firms in India” right now, said Gautham Radhakrishnan, partner at Tata Opportunities Fund.

While the new government led by Prime Minister Narendra Modi has put India back on investors' map, they aren't rushing to commit new money.

They are “waiting to see real performance come through from the companies,” said Mr. Radhakrishnan.

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The Mumbai conference was hosted by Asian Venture Capital Journal.