

## Avendus Capital advises KSH INFRA on its ~USD 50 mn investment for a ~1.3 mn sq. ft. industrial & warehousing park in partnership with WSB Partners

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KSH INFRA, a leading developer of industrial and warehousing infrastructure, has entered into a strategic partnership with WSB Real Estate Partners (WSB) to develop a 50-acre industrial and logistics park (along with marquee family offices) in Hosur, on the outskirts of Bengaluru. The project has a projected development potential of ~1.3 mn sq. ft. Under the structure, WSB and its co-investors will hold a 74 per cent stake serving as the financial investor, while KSH INFRA will retain the balance 26 per cent acting as the development partner.

**| Avendus Capital acted as the exclusive financial advisor to KSH INFRA on the transaction.**

KSH INFRA has built six parks across India, including three successful exits at Chakan I, Chakan II, and Talegaon. The company has delivered 4 mn sq. ft. in Chakan, Pune, and has another 3 mn sq. ft. under development in Bengaluru and Chennai. It is now targeting an additional 10 mn sq. ft. of growth in Mumbai, Pune, Bengaluru, and Chennai by FY 2030.

**Sundaresan Vaidyanathan, CEO, KSH INFRA** said, “At KSH INFRA, alignment of interests remains a key principle in how we build partnerships. Our HoldCo–PropCo–OpCo structure, supported by a consistent track record of delivery, provides a strong foundation for collaboration with financial partners. With WSB’s backing from marquee investors, this partnership is well-positioned to scale rapidly and create long-term value.”

“Both organisations see this as the start of a larger strategic association. Plans include exploring multiple investment opportunities in brownfield/ Greenfield developments to expand their footprint further,” **Sundar** added.

**Vinit Prabhugaonkar, MD, WSB Partners** said, “This marks our second collaboration in the industrial and logistics space, and we continue to see active interest from marquee family offices, eager to partner with institutional grade developers like KSH INFRA. The momentum in this sector is undeniable, and we’re excited to scale this platform further and unlock long-term value.”

**Prateek Jhavar, MD & Head, Infrastructure & Real Assets Investment Banking, Avendus Capital** said, “This transaction is a clear indication of the growing domestic investor confidence in India’s industrial and logistics infrastructure. The broadening investor base signals a robust outlook of the sector’s long-term growth potential. It was rewarding to facilitate a partnership that not only aligns strategic objectives but also sets the stage for scalable expansion across key metros. This transaction underscores Avendus’ market leadership in the warehousing and logistics sector.”

## | About Avendus

**Avendus Group** is a leading financial services firm with a presence in the areas of Investment Banking, Institutional Equities, Wealth Management, Asset Management and Credit Solutions. Established in 1999 in Mumbai, India, Avendus is today present in 11 cities across India, US and Singapore. Avendus partners with the Indian entrepreneur ecosystem to provide differentiated solutions that enable clients to meet their strategic aspirations.

**Avendus Capital**, the investment banking arm, is consistently ranked among the top investment banks in the country on the back of its in-depth domain understanding and a best in the class track record of domestic and cross-border transactions. Avendus' wide range of clients is testimony to its ability to serve its corporates throughout their life cycle – from growth stage funding to large-sized transactions, M&A advisory and access to public markets.

**Avendus Capital Inc.**, New York and **Avendus Pte Ltd.**, Singapore are both Avendus Group entities offering services to clients in the US and Southeast Asia respectively.

For more information, please visit [www.avendus.com](http://www.avendus.com)

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