



Confederation of Indian Industry
Since 1895

Maximizing Opportunities 2010 and Beyond CII National Conclave on Real Estate

0900 hrs : Friday, 25 June 2010
Grand Ballroom, Hotel Grand Hyatt, Santacruz (East), Mumbai

PROGRAMME

0845 hrs – 0900 hrs: Registration

0900 hrs – 1005 hrs: Inaugural Session: Maximizing Opportunities: Indian Real Estate Markets in 2010 and Beyond

0900 hrs	Welcome Remarks	Anuj Puri Conference Chairman & Chairman and Country Head Jones Lang LaSalle Meghraj
0905 hrs	Keynote Address	Arun Nanda Chairman, CII Western Region and Director Mahindra & Mahindra Ltd
0920 hrs	Special Address	Swadhin Kshatriya, IAS* Municipal Commissioner Brihanmumbai Municipal Corporation
0940 hrs	Release of Report and Address by Chief Guest	Sachin Ahir Hon'ble Minister of State for Activities, Housing, Environment, Industries, Mines, Repairs and Reconstruction, Slum Improvement, Social Justice, Urban Land Ceiling Government of Maharashtra
1000 hrs	Concluding Remarks	Anuj Puri
1005 hrs	Tea / Coffee Break	

1020 hrs – 1125 hrs: Session I: Indian Real Estate – Post the Recession – The New Normal

While the rest of the world was struggling to come to terms with the recession, the Indian economy turned it around much faster, leading the way for the recovery. The early signs of revival were seen in the last quarter of 2009 and various factors helped India get there.

Our survival during that period is mostly credited to our internal growth drivers such as a stable political system, massive consumption and infrastructure headroom gap to fill. India started shining once again and future looked bright!

The session aims to discuss the various factors that enabled Indian real estate markets for a quick turnaround.

- What have been the latest developments across asset classes in the Indian real estate markets post recession?
- Are we headed for economic sustainable growth?
- Trends around stock take up and vacancy
- Has FDI started flowing in for the real estate projects? Benefits and challenges of funding from local funds vis-a-vis foreign capital.
- How have the expectations for corporate clients changed post recession?
- Is urbanization the next big thing to pull us out of recession?
- Will mass housing stimulate the industry?

1020 hrs **Remarks by Moderator**

Mini Menon
Senior Editor & Head of News
Feature
Bloomberg UTV

1025 hrs **Panel Discussion**

Anuj Puri
Conference Chairman &
Chairman and Country Head
Jones Lang LaSalle Meghraj

Niranjan Hiranandani
Managing Director
Hiranandani Group of
Companies

Irfan Razack
Chairman & Managing Director
Prestige Group

Harshil R Mehta
Managing Director & Chief
Executive Officer
ICICI Home Finance Co Ltd

Shahzaad Dalal
Vice Chairman
IL&FS Investment Managers Ltd

D R Dogra
Managing Director & Chief
Executive Officer
CARE Ratings

Rashesh Shah
Chairman
Edelweiss Group

Dr Ajit Ranade*
Chief Economist
The Aditya Birla Group

1110 hrs **Q & A**

1120 hrs **Concluding Remarks**

Mini Menon

1125 hrs **Change Over**

1130 hrs – 1235 hrs: Session II: New sectors – Infrastructure, Education, Healthcare, SEZ

Infrastructure development in India has seen a tremendous boost in the past few years. It is often seen as the basic requirement that will set India ahead of most emerging economies. The government and the banking system have been trying to set up a framework to support the growth of real estate markets. The session targets to discuss the impacts of infrastructure development to the real estate sector in the Indian context

- Trends in infrastructure developments in the country.
- Opportunities for a PPP model in infrastructure development
- How can we fast track infrastructure development?
- Capital raising for infrastructure projects
- Common challenges faced by emerging economies for infrastructure development
- Emergence of the new sectors

1130 hrs Remarks by Session Chairman

Nitin Jain
Group Director - Strategy
Indiabulls Group

1135 hrs Panel Discussion

Rajgopal Nogja
President
Lavasa Corporation Ltd

Dr N Eswara Rao
General Manager - iFMS
Synefra Engineering and
Construction Ltd

Lalit Chugh
Senior Advisor – Infrastructure
Jones Lang LaSalle Meghraj

Mahesh Mudda
Executive Director & Chief
Executive Officer
New Consolidated
Construction Co Ltd

Anil Kumar Pandit
President - Real Estate
Mumbai International Airport Pvt
Ltd

Sharad Agarwal
Managing Director
Educomp Infrastructure & School
Management Ltd

Sangita Reddy*
Executive Director -
Operations
Apollo Hospitals

1220 hrs Q & A

1230 hrs Concluding Remarks

Nitin Jain

1235 hrs Lunch Break

1330 hrs – 1425 hrs: Session III: Office Real Estate – Metamorphosis

Corporate occupiers around the globe are becoming more and more demanding by the day. They seek real estate solutions that are not only aligned to their business strategy. The session aims to look and deep dive into the expectation management for corporate occupiers while they seek smart offices and real estate solutions.

- Smart moves for corporate occupiers in 2010 and beyond
- Buy vs. lease – The debate continues
- Is real estate adding value to the company's overall business
- Emergence of the “new space consumers” – Pharmaceuticals, Telecom, etc.

1330 hrs Remarks by Session Chairman

1335 hrs Panel Discussion

Pratap L Mane

Director Corporate Real Estate
- South Asia
Deutsche Bank

Rupam Dey

Director - Head of Corporate Real
Estate & Administrative Services
UBS Securities India Pvt Ltd

Vinay Singh

Head of Citi Realty Services -
South Asia
Citibank

Sachin Sandhir

Managing Director and Country
Head
Royal Institution of Chartered
Surveyors

Dev Iyer

Head – Administration
TCS e-Serve Ltd
Tata Consultancy Services

Amit Banerjee*

Director
Accenture

Rajesh Jaggi*

Managing Director
Peninsula Land Ltd

1410 hrs Q & A

1420 hrs Concluding Remarks

1425 hrs Change Over

1430 hrs – 1545 hrs: Session IV: Re-creating the vision for Retail / The agility of retail in the Indian scenario

The retail sector has been one of the most volatile in terms of trends, retail formats, brands etc. Driven by double digit rise in consumption, the sector has shown significant growth inspite of this volatility. The session aims to understand what is driving detail in the current market scenario and its impacts on various retail formats, retail infrastructure and the emergence of global players on the Indian retail space.

- What has been the role of modern retail in driving consumption? How some retailers grew fastest during most difficult times? Is the growth sustainable?
- Who is responsible for retail infrastructure?
- What would be the best strategy for global players interested in entering the Indian market?
- The come-back of the high-street on the overall retail growth strategy for the brands
- What are the various strategies for
- Consumer Magnets – Revamping strategies for malls
- Professional Mall Management – A silent differentiator for successful malls

1430 hrs Remarks by Session Chairman

Dharmesh Jain
Chairman & Managing Director
Nirmal Group of Companies

1435 hrs Panel Discussion

Nikhil Chaturvedi
Managing Director
Provogue India Ltd

Thomas Varghese
Chief Executive Officer
Aditya Birla Retail Ltd

R A Shah
General Manager - Projects
Trent Ltd

Shrirang Sarda
Managing Partner
Shrirang Kisanlal Sarda

Deepak Marda
Joint Managing Director
Cinapolis India

Chetan Shah
Country Head
Pepe Jeans (India) Ltd

Shishir Baijal
Managing Partner – Real Estate
Everstone Investment Advisors
Pvt Ltd

Devang Sampat*
President
Cinemax

1520 hrs Q & A

1530 hrs Concluding Remarks

Dharmesh Jain

1535 hrs Tea / Coffee

1550 hrs – 1705 hrs: Session V: Re-engineering Real Estate Capital

The Real Estate Capital Market in India has displayed signs of sustained adaptability over the past few years. From its early years as a nascent market characterized by unprecedented growth to a near-standstill during the global recession, and now renewed strength in the ongoing revival phase, it has displayed phenomenal flexibility, adaptability and growth potential.

- Has the Industry matured, or is in a state of arrested development?
- Has the foundation of reform been laid effectively, or has growth overtaken the quest for returns?
- Is the current framework designed for the future, and will it shape the new financial world order?
- Private equity in real estate – Are the stakes high?

1550 hrs **Remarks by Session Chairman**

Sanjay Dutt
Chief Executive Officer –
Business
Jones Lang LaSalle Meghraj

1555 hrs **Panel Discussion**

Abhisheck Lodha
Managing Director
Lodha Group

Zia Mody
Head
AZB & Partners

Pankaj Jaju
Executive Director – Investment
Banking
Enam Securities

Subhash Bedi
Managing Director
Red Fort Capital

Prakash Kalothia
Chief Executive Officer &
Managing Director
SUN-Apollo Real Estate Advisors
Pvt Ltd

Ramesh Jogani
Chief Executive Officer &
Managing Director
Indiareit Fund Advisors Pvt Ltd

Nipun Sahni
Managing Director and Head
of India for Real Estate
Investments
DSP Merrill Lynch Capital Ltd

1640 hrs **Q & A**

1650 hrs **Concluding Remarks**

Sanjay Dutt

1655 hrs **Change Over**

1700 hrs – 1800 hrs: Session VI: Residential Real Estate Markets – Recession or Recess?

Residential real estate markets have also remained lucrative both for the occupiers and equally for investors. The sector has opened and found interest beyond conventional developers to witness the entry of big corporate houses. As the residential real estate markets mark the beginning of real estate bounce back in the economy, this particular session aims to discuss the various trends that have come to surface post the recessionary era.

- What are the new trends in the residential markets? How have consumer expectations changed over time?
- Affordable housing and its impact on economic growth: Fad or long term
- The algorithm of sustainable housing – Is Green sustainable? Can it be extended to residential real estate projects?
- Has the banking system become friendlier towards the home-buyers?
- Challenges in the current regulatory framework for residential asset classes?

1700 hrs **Remarks by Session Chairman**

Anuj Puri
Conference Chairman &
Chairman and Country Head
Jones Lang LaSalle Meghraj

1705 hrs **Panel Discussion**

Ashish Raheja
Managing Director
Raheja Universal Ltd

Nainesh Shah
Executive Director
Everest Developers

Dharmesh Jain
Chairman & Managing Director
Nirmal Group of Companies

Brotin Banerjee
Managing Director & Chief
Executive Officer
TATA Housing Development
Co Ltd

Rajiv Sabharwal
Executive Director (Designate)
ICICI Bank Ltd

Dr P C Sehgal
Chief Executive Officer
Mumbai Railway Vikas
Corporation

Rajan Daryani
Head
The United Builders Group

Ramani Sastri
Chairman & Managing Director
Sterling Developers Pvt Ltd

Nayan Bheda
Managing Director
Neptune Group

Boman Irani*
Chairman & Managing
Director
Keystone Realtors Pvt Ltd

1745 hrs **Q & A**

1755 hrs **Concluding Remarks**

Anuj Puri

1800 hrs **Close**

* invited