

INDIA GRI 2010

TOTAL REAL ESTATE

■ THE BIG PICTURE

REAL ESTATE OUTLOOK – gradual relief or smooth recovery?

INDIA – what's the real state of real estate?

SLUM REDEVELOPMENT SCHEMES – good cause or good business?

■ INVESTOR PROGRAM

FOREIGN INVESTORS IN INDIA – have expectations changed?

PRIVATE EQUITY INVESTMENT – do expectations catch up with reality?

DISTRESSED INVESTING – where are the opportunities?

■ DEVELOPER PROGRAM

JOINT VENTURES – unbroken desire but how to make it work?

AFFORDABLE HOUSING IN INDIA – unending demand or just new mantra?

RESIDENTIAL REAL ESTATE – are the prices hiking too fast?

■ CAPITAL MARKETS PROGRAM

CAPITAL RAISING – new trends and next wave of investors

MEZZANINE FINANCE – what role to play?

MONEY FOR DEVELOPERS – what sources are available?

■ SECTOR PROGRAM

T1 VS. T2 OFFICE – is the time right for either?

RETAIL DEVELOPMENTS – what lessons from the past?

HOTEL DEVELOPMENT TRENDS – luxury, mid class or budget?

The GRI invites senior industry leaders that might find it useful to (co-)Chair a discussion at a GRI event to contact:

Gustavo Favaron, Director, India GRI
gustavo.favaron@globalrealestate.org



VED PRAKASH ARYA
MILESTONE CAPITAL



ADITYA BHARGAVA
SITQ INDIA



UTTAM DAVE
ACCOR HOSPITALITY



ILAN ELAD
VISION INDIA REAL ESTATE



KISHOR K. GOKALDAS
KG BUILDERS



SOURAV GOSWAMI
WALTON STREET INDIA RE ADVISORS



YASH GUPTA
HINES INDIA REAL ESTATE



BOMAN R. IRANI
KEYSTONE GROUP (RUSTOMJEE)



ROCKY ISRANI
PACIFICA COMPANIES





Gustavo Favaron



Henri Alster

**The job of Discussion Chairs at the GRI is not to talk.
It is to make others talk, engage and connect.**

On 6 October 2010 in Mumbai the GRI will bring together international investors and the leading Indian developers and decision makers, which together are driving the real estate business in India today for a series of small and informal discussions.

Like with all GRI meetings, these discussions - each masterminded by leading industry players - encourage you and everybody to join in, to talk and to share.

It is a place where senior players meet each other and build friendships in a setting devoid of selling pressure.

Discussion chairs are not speakers. The job of discussion chairs is to make others talk, engage and connect. If connecting with industry peers on topics of mutual interest is useful to you, we would be delighted to welcome you to the India GRI.

See you in Mumbai.

Gustavo Favaron
Director, India GRI
GRI – Global Real Estate Institute

Henri Alster
Chairman,
GRI – Global Real Estate Institute



KRUTHI LALIT KUMAR JAIN
KUMAR URBAN DEVELOPMENT



AMAN KAPOOR
EMAAR MGF LAND



SANDEEP KOTAK
KOTAK MAHINDRA BANK



ANUJ MALIK
ARCH CAPITAL MANAGEMENT



GAUTAM MEHRA
PWC



HARSHIL R. MEHTA
ICI HOME FINANCE



APURVA MUTHALIA
J.P. MORGAN



SHAKTI NATH
LOGIX GROUP



SAMEER NAYAR
CREDIT SUISSE

cafe GRI

... For those who think the opportunity to schedule personal meetings with so many of the industry's best and brightest is too good to pass up...

Schedule your appointments early...

TIMETABLE

Tuesday, 5 October

- **19.00 - 22.00** Private Board Dinner
(By invitation only - reserved for GRI members, sponsors and India GRI Discussion (co-) Chairs)

Wednesday, 6 October

- **08.00** Check-in
■ **09.00 - 10.00** Talk Show
■ **10.30 - 17.15** Discussions
■ **13.00 - 14.00** Lunch
■ **17.15 - 18.15** Closing Drinks

Dress code: Business casual, no tie required

ON GOING UPDATES
www.mygri.com/india

GRAND HYATT MUMBAI
Off Western Express Highway
Santacruz (East) Mumbai 400055, India
www.mumbai.grand.hyatt.com



SURESH NICHANI
NICHANI HOLDINGS

ARIEL PODROJSKI
BCRE INDIA

RAJESH PUNJABI
HILTON WORLDWIDE

BALAJI RAO
STARWOOD CAPITAL INDIA

NAKSHATRA ROY
TRUE VALUE HOMES INDIA

PARRY SINGH
RED FORT CAPITAL

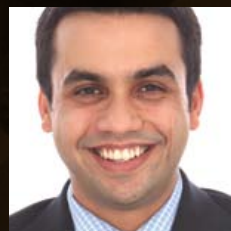
AVNEET SONI
OMAXE

PETER SUCCOSO
CTI PROPERTY INVESTORS

BABULAL VARMA
OMKAR REALTORS DEVELOPERS

Opening TALK SHOW 09.00-10.00

REAL ESTATE OUTLOOK - GRADUAL RELIEF OR SMOOTH RECOVERY?



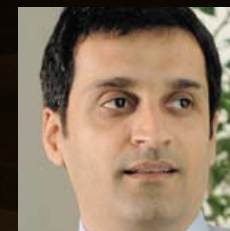
PIROJSHA GODREJ
executive director
GODREJ PROPERTIES
india



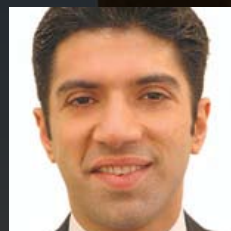
NIRANJANA L. HIRANANDANI
managing director
HIRANANDANI DEVELOPERS
india



RAJ MENDA
managing director
RMZ CORP
india



VIKAS OBEROI
managing director
OBEROI REALTY
india



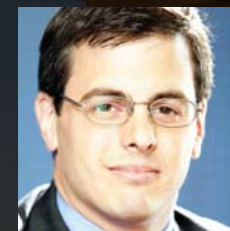
NEEL RAHEJA
director
K RAHEJA CORP
india



IRFAN RAZACK
chairman & md
PRESTIGE ESTATES
india



RAJIV SABHARWAL
executive director
ICICI BANK
india



RICHARD STOCKTON
md, co-head of asia pacific
real estate banking
MORGAN STANLEY ASIA
singapore

DISCUSSIONS

INDIA REAL ESTATE FRAMEWORK *how much improvement, how far to go?*

KULDIP CHAWLLA
director
portfolio management
RED FORT CAPITAL india

NEHA HIRANANDANI
director
HIRANANDANI UPSCALE india

BOMAN IRANI
chairman & md
**KEYSTONE GROUP
(RUSTOMJEE)** india

RAMESH K. HAMAL
coo
GREEN HERITAGE GROUP
thailand

KAMAL KHETAN
chairman and
managing director
SUNTECK REALTY india

GAUTAM MEHRA
executive director/ partner
PWC india

VINOD ROHIRA
director
K RAHEJA CORP india

ASHISH SINGH
md, real estate investments
**STANDARD CHARTERED
PRIVATE EQUITY ADVISORY**
india

JITEN UTTVANI
director
WADHWA DEVELOPERS india



Kuldip Chawlla



Neha Hiranandani



Boman Irani



Kamal Khetan



Gautam Mehra



Vinod Rohira



Ashish Singh

RIDING THE TIDE *next wave of real estate investments in india?*

RAHUL ANAND
managing director
PORTMAN HOLDINGS india

YASH GUPTA
country head, india
HINES INDIA REAL ESTATE india

ANSHUMAN MAGAZINE
chairman & md
CB RICHARD ELLIS india

R K NARAYAN
director
**INFINITE INDIA
INVESTMENT MGMT** india

ROBERT NASO
managing director
**MORGAN STANLEY CAPITAL
(REAL ESTATE)** singapore

SAMEER NAYAR
md head of real estate -
asia pacific
CREDIT SUISSE india

SUSHIL KUMAR SAYAL
director & ceo
ALPHA G:CORP india



Rahul Anand



Yash Gupta



Anshuman Magazine



R K Narayan



Robert Naso



Sameer Nayar



Sushil Kumar Sayal

No
speakers.

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brochure is subject to change
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Ongoing updates at:
www.mygri.com/india

INDIA

*whats the real state
of real estate?*

ADITYA BHARGAVA
managing director
SITQ INDIA india

RAGHAV GANDHI
head – corporate planning
BHARTI REALTY india

SANTOSH MATHEWS
LODHA DEVELOPERS india

ARIEL PODROJSKI
head of india
BCRE INDIA india

ANUJ PURI
chairman & country head
JONES LANG LASALLE
MEGHRAJ india

DINKAR RAI
ceo
GLOBAL TRUSTCAPITAL
FINANCE india

M GOUTHAM REDDY
executive director
RAMKY GROUP india



Aditya Bhargava



Raghav Gandhi



Ariel Podrojski



Anuj Puri



Dinkar Rai

JOINT VENTURES

*unbroken desire
but how to
make it work?*

NAGESH BALASUBRAMANYAM
director
SUBRAMANYA CONSTRUCTION
AND DEVELOPMENT COMPANY
india

FELIX HICK
founder & ceo
SHIVA CAPITAL germany

NAINESH SHAH
executive director
EVEREST DEVELOPERS india

RANJIT SHASTRI
advisor
IVCA india

SHHYAM SINGHANIA
chairman
ENARR CAPITAL india



Felix Hick



Nainesh Shah



Ranjit Shastri



Shhyam Singhania

AFFORDABLE HOUSING IN INDIA

*unending demand
or just new mantra?*

MALCOLM ATHAIDE
head of credit initiation,
consumer bank risk
STANDARD CHARTERED
BANK india

SADANAND BYAKOD
managing director & ceo
CANTER B & B
INFRASTRUCTURE india

SUMANT KACHRU
vp real estate
JHM INTERNATIONAL india

SURAJ KULKARNI
gm & head –
business development india
TATA REAL ESTATE &
INFRASTRUCTURE india

RAMESH NAGPAL
chairman
NAGPAL GROUP india

ANANTA RAGHUVANSHI
director
DLF HOME DEVELOPERS india

AVNEET SONI
director
OMAXE india



Malcolm Athaide



Sadanand Byakod



Suraj Kulkarni



Ramesh Nagpal



Ananta Raghuvanshi



Avneet Soni

DISCUSSIONS

All material throughout this brochure is subject to change without notice.

DOING DEALS IN INDIA *do returns justify again?*

SHANE GADBAW
managing director
XE CAPITAL MANAGEMENT USA



Shane Gadbow

NAVNEET JAIN
director
MAAN SAROVAR PROPERTIES
& DEVELOPMENT INDIA



Harvesp Mehta

HARVESP MEHTA
director - real estate
MOTILAL OSWAL PRIVATE
EQUITY ADVISORS INDIA



Ritesh Vohra

RITESH VOHRA
md, real estate
SAFFRON ASSET ADVISORS
PRIVATE LIMITED INDIA

SEZ *attracting foreign investors?*

NATHAN ANDREWS
executive vice president
LAVASA INDIA



Girija Shanker Mungali

GIRIJA SHANKER MUNGALI
managing director
AIRAWAT DEVELOPERS PVT
INDIA



Naresh Naik

NARESH NAIK
executive director and
head of asset management
MORGAN STANLEY INDIA



Anil Nair

ANIL NAIR
executive editor
UMB INDIA/
PROPERTY WORLD INDIA



Gaurav Passi

GAURAV PASSI
asst. vp - business
development
ASF INFRASTRUCTURE
PRIVATE INDIA

CAPITAL RAISING *new trends and next wave of investors*

KENNETH MUNKACY
senior md
GID INTERNATIONAL GROUP
USA



Vikas Chimakurthy

SUNIL ROHOKALE
executive director
ASK INVESTMENT
HOLDINGS PRIVATE INDIA



Kenneth Munkacy

NIPUN SAHNI
md & head
DSP MERRILL LYNCH CAPITAL
INDIA



Sunil Rohokale



Nipun Sahni

ARSHDEEP SETHI
director -
investment & alliances
RMZ CORP INDIA



Arshdeep Sethi

PARRY SINGH
managing director
RED FORT CAPITAL INDIA



Parry Singh



Peter Succoso

VIKAS CHIMAKURTHY
director
KOTAK INVESTMENT
ADVISORS INDIA

PETER SUCCOSO
director - head of asia pacific
CITI PROPERTY INVESTORS
HONG KONG

Just
collegial
discussions
where all
participate
equally.

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Ongoing updates at:
www.mygri.com/india

FOREIGN INVESTORS IN INDIA

*have expectations
changed?*

DR. VENKAT CHANDRASEKAR
professor – entrepreneurship
INDIAN SCHOOL OF BUSINESS
india

AMAR MERANI
associate director
KOTAK MAHINDRA CAPITAL
COMPANY LIMITED india

KARIM MERCHANT
country manager, india
GID INVESTMENT ADVISERS
usa

SUNIL MUNOT
director
MARATHON REAL ESTATE india

SURESH NICHANI
chairman
NICHANI HOLDINGS usa

S.G. PRABHAKHARAN
founder & vice chairman
XS REAL GROUP india



Dr. Venkat Chandrasekar



Amar Merani



Karim Merchant



Suresh Nichani



S.G. Prabhakaran

MEZZANINE FINANCE

what role to play?

SOURAV GOSWAMI
managing director
WALTON STREET INDIA
REAL ESTATE ADVISORS india

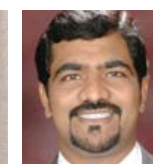
VENKAT K. NARAYAN
cfo
PRESTIGE GROUP india

BHARAT MODY
cfo
ACKRUTICITY india

SUMIT NANDA
director
DR. FRESH ASSETS india



Sourav Goswami



Venkat K. Narayan



Sumit Nanda

UNLOCKING ASSETS

*how and when
will the game
become interesting?*

GAURAV GUPTA
director
OMKAR REALTORS
DEVELOPERS india

KRUTIL LALIT KUMAR JAIN
director
KUMAR URBAN
DEVELOPMENT LIMITED india

KAMRAN KHAN
co-managing partner
PROSPERITUS CAPITAL
PARTNERS LLC uk

SUNIR RAMCHANDANI
head - structured finance &
advisory
ICICI HOME FINANCE india

BALAJI RAO
managing director
STARWOOD CAPITAL
INDIA ADVISORS india

RAJIV SAMANI
chairman & md
SAMRAJ GROUP india



Gaurav Gupta



Krutii Lalit Kumar Jain



Kamran Khan



Sunir Ramchandani



Balaji Rao



Rajiv Samani

DISCUSSIONS

PRIVATE EQUITY INVESTMENT

do expectations catch up with reality?

AMIT BHAGAT
ceo & managing partner
ASK PROPERTY INVESTMENT ADVISORS india

HRUSHIKESH KAR
ceo
JP MORGAN india

ANUJ MALIK
head of india
ARCH CAPITAL MANAGEMENT singapore

PUNIT MALIK
gevp & managing director
(corporate finance)
YES BANK india



Amit Bhagat



Anuj Malik



Punit Malik

DISTRESSED INVESTING

where are the opportunities?

VED PRAKASH ARYA
ceo and md
MILESTONE CAPITAL india

ANIL PATHAK
ceo & managing director
PARACOR CAPITAL ADVISORS india

RAJ S. INAMDAR
principal
RED FORT CAPITAL india

APURVA SANGHVI
managing partner
ALAY ENTERPRISES india

O.P. SRIVASTAVA
director operations
ICICI VENTURE FUNDS india



Ved Prakash Arya



Anil Pathak



Raj S. Inamdar



Apurva Sanghvi



O.P. Srivastava

INVESTMENT EXIT

proven strategies or how costly is it?

RAJNEESH AGRAWAL
managing director
KSHITIRAJ GROUP india

SUBHASH BEDI
managing director
RED FORT CAPITAL india

PRATAP MANE
director head - corporate real estate & services, south asia
DEUTSCHE BANK AG india

SUSHANT POTE
senior associate
PORTMAN HOLDINGS india

PRAMOD RAJANI
UBS india



Rajneesh Agrawal



Subhash Bedi



Sushant Pote

The job
of the
Discussion
Chairs is
not to talk.
It is to make
everybody
else talk...

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INSTITUTIONAL INVESTORS

*re-shaping the
real estate market*

MANISH AGARWAL
director
LEVERAGE CAPITAL GROUP
india

ANURAG MATHUR
managing director, india
CUSHMAN & WAKEFIELD india

MURTHY NUNI
managing director
E ALPHA LTD
(MARSHALFUNDS) uk



Manish Agarwal



Anurag Mathur



Murthy Nuni

RAISING CAPITAL

debt or equity?

ALOK AGGARWAL
joint md
KWALITY DEVELOPERS india

ASHISH KHADELIA
vice president
MORGAN STANLEY india

SANDEEP KOTAK
executive vice president
KOTAK MAHINDRA BANK india

GAURAV PRADHAN
managing director,
head gct (india)
DEUTSCHE BANK india

SANJAY RATRA
director head of india,
commercial real estate
STANDARD CHARTERED india

NAKSHATRA ROY
director corporate operations
TRUE VALUE HOMES INDIA
india



Alok Aggarwal



Sandeep Kotak



Gaurav Pradhan



Nakshatra Roy

MONEY FOR DEVELOPERS

*what sources
are available?*

DHRUV DHAWAN
head new product
development- non voice
BHARTI AIRTEL india

HARESH KISHOR
director
KG FOUNDATIONS india

OLIVER ONTIVEROS
managing director
ELYSIUM CAPITAL india

SANJOY PAUL
executive director
TCG REAL ESTATE india



Dhruv Dhawan



Sanjoy Paul

TOWNSHIPS DEVELOPMENT *all success?*

DILIP BAROT
ceo
CREATIVE INFOCITY india

ROHITH BHANDARY
principal
ICICI VENTURE FUNDS india

BASAVARAJ DEODURG
founder & director
RAREEARTH DEVELOPERS india

SUNIL MANTRI
chairman & md
SUNIL MANTRI REALTY india

DR. RAMA SUBRAHMANYAN
professor
SCHOOL OF HABITAT STUDIES
AND ARCHITECTURE india

C VELAN
ceo
TRIL INFO PARK india



Dilip Barot



Basavaraj Deodurg



Sunil Mantri



Dr. Rama Subrahmanian

SLUM REDEVELOPMENT SCHEMES *good cause or good business?*

ROHIT GARODIA
vice president
INFINITE INDIA
INVESTMENT MGMT india

ASHUTOSH JOSHI
director
MIRACLE GROUP
BUILDERS & DEVELOPERS india

NIMITT KARIA
managing director
DEVELOPMENT2020 india

HARSHIL MEHTA
managing director & ceo
ICICI HOME FINANCE india

PARTH MEHTA
business development manager
WADHWA DEVELOPERS india

BABULAL VARMA
managing director
OMKAR REALTORS
DEVELOPERS india



Rohit Garodia



Ashutosh Joshi



Nimitt Karia



Harshil Mehta



Babulal Varma

RETAIL DEVELOPMENTS *what lessons from the past?*

VARUN AGGARWAL
director
SUNCITY PROJECTS india

KISHORE BHATJIA
ceo
INORBIT MALLS (INDIA) india

SALIL CHATURVEDI
director
PROVOGUE india

ATUL GOEL
managing director
GOEL GANGA GROUP india

ARIF I SHEIKH
president, retail
ADVANCE INDIA PROJECTS
india

VIVEK KAUL
head - leasing
DLF RETAIL DEVELOPERS india

AMIT PURI
director business development
IVANHOE CAMBRIDGE
INVESTMENT india

CHERAG RAMAKRISHNAN
ceo
EQUINOX REALTY HOLDINGS
india



Varun Aggarwal



Kishore Bhatija



Atul Goel



Arif I Sheikh



Amit Puri



Cherag Ramakrishnan

...getting
everybody
to share,
connect
and
make
friends...

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HOTEL DEVELOPMENT TRENDS

*luxury, mid class
or budget?*

UTTAM DAVÉ
head development, accor hotels
ACCOR HOSPITALITY india

PANKAJ DUGAR
svp, hospitality
IREO MANAGEMENT india

AJIT GAIKWAD
vice president (acquisition)
ICICI PRUDENTIAL india

SARAH KAJONBORRIRAK
president & founder
**THAI HERITAGE SPA GROUP OF
COMPANIES** thailand

SIDDHARTH KILLEKAR
vice president
MOLINARO KOGER india

LOKESH KUMAR
vp - development & marketing
**MÖVENPICK HOTELS &
RESORTS MANAGEMENT** india

NIKHIL MANCHHARAM
vp, acquisitions and
development
**STARWOOD ASIA PACIFIC
HOTELS** hong kong

RAJESH PUNJABI
vp development - india
HILTON WORLDWIDE india

SACHIN SHAH
managing partner
SAMSARA CAPITAL india

VIMAL SINGH
svp & md
**GOLDEN TULIP HOTELS &
RESORTS** india



Uttam Davé



Siddharth Killekar



Lokesh Kumar



Rajesh Punjabi



Sachin Shah



Vimal Singh

GREEN AND INTELLIGENT BUILDINGS

*competitive
advantage or
just costs?*

MANOJ AGARWAL
avp - operations
INORBIT MALLS (INDIA) india

SANJAY CHAWLA
ceo
ERA LANDMARKS india

BRIJESH GOEL
IIT ROORKEE india

SRINIVASU MOTURI
LG india

JAHANGIR YAR KHAN
svp projects
**SHREE RAM URBAN
INFRASTRUCTURE** india



Manoj Agarwal



Sanjay Chawla

DISCUSSIONS

RESIDENTIAL REAL ESTATE

*are the prices
hiking too fast?*

SUSHIL ANSAL
chairman
ANSAL PROPERTIES india

KISHOR GOKALDAS
chairman & managing director
KG BUILDERS india

ROCKY ISRANI
director india investments
PACIFICA COMPANIES india

ANKUR JAIN
managing director
**PARADIGM INTEGRATED
FACILITY SERVICES** india

SHER LOKHANDWALLA
asset manager
**NATIONAL EQUITY FUND (NEF/
LISC)** usa

SUJAL SHROFF
managing director
VANGUARD REALTY india



Kishor Gokaldas



Rocky Israni



Sher Lokhandwalla



Sujal Shroff

T1 VS. T2 OFFICE

*is the time right
for either?*

RAJ BHANDARI
managing partner
ADAM REALTY india

RAVINDRA CHAMARIA
chairman & managing director
**INFINITY INFOTECH
PARKS** india

BHARAT HALWASIYA
ceo
HALWASIYA GROUP india

AMAN KAPOOR
chief operating officer
EMAAR MGF LAND india

JUGGY MARWAHA
director - leasing
RMZ CORP india

APURVA MUTHALIA
chief investment officer
J.P. MORGAN india

SHAKTI NATH
chairman & md
LOGIX GROUP india

RATNAKAR P. MAHAJAN
svp, real estate
**TATA REALTY AND
INFRASTRUCTURE LIMITED**
india



Raj Bhandari



Ravindra Chamaria



Aman Kapoor



Juggy Marwaha



Apurva Muthalia



Shakti Nath



Ratnakar P. Mahajan

WAREHOUSING & LOGISTICS

*new opportunities
ahead?*

KARAN A CHANANA
md
AMIRA FOODS india

ALOKE BHUNIYA
executive director
**REALTERM FCH LOGISTICS
ADVISORS** india

ILAN ELAD
managing partner
VISION INDIA REAL ESTATE
india

ATUL GARG
director
USG BUILDTECH india

BRIAN ORAVEC
managing director & ceo
**REALTERM FCH LOGISTICS
ADVISORS** india



Alope Bhuniya



Ilan Elad



Atul Garg



Brian Oravec

ASSOCIATE PARTNER



PricewaterhouseCoopers provides industry-focused advisory and tax and regulatory services with more than 163,000 people in 151 countries across our network share their thinking, experience and solutions to develop fresh perspectives and practical advice. In our Tax practice, specialist teams in Direct Tax and Regulatory, Financial and Tax Due Diligence, Transfer Pricing and Indirect Tax provide single window solutions to clients. Complementing our depth of industry expertise and breadth of skills is our sound knowledge of the local business environment in India. The firm has a strong focus on real estate investment in the country. PwC has offices in Ahmedabad, Bangalore, Bhubaneswar, Chennai, Delhi NCR, Hyderabad, Kolkata, Mumbai and Pune.

Gautam Mehra

Tel +91 22 6689 1155
gautam.mehra@in.pwc.com

SPONSORSHIP OPPORTUNITIES:

Henri Alster, Chairman, GRI
henri.alster@globalrealestate.org
Tel +44. 20 8445 6600

SUPPORTING PARTNER



Omkar Realtors & Developers, a trusted name in the Indian real estate industry is gradually transforming into an Indian conglomerate with diversified interest spanning across steel manufacturing, oil exploration, ship breaking and construction. Backed by over five decades of heritage, the company is promoted by second generation entrepreneurs who have carved a niche for themselves by being committed to the promise of delivery and customer satisfaction that aids in having successfully built a high level of trust amongst its stakeholders.

Omkar has successfully delivered mixed used projects in the island city and has aggressive expansion plans of delivering approximately 10 million sq. ft. over the next 3 years.

Mr. Babulal Varma
Tel +91 - 22- 66254360
babulal@omkarcorp.com

Mr. Gaurav Gupta
Tel +91 - 22 - 66254360
gaurav@omkarcorp.com

KNOWLEDGE PARTNER



Cushman & Wakefield is the largest fully integrated real estate services firm in the world. Founded in 1917, it has 231 offices in 58 countries around the globe and 13,000+ talented professionals. Cushman & Wakefield is involved in every stage of the real estate process, from strategy to execution. The firm represents clients in buying, selling, financing, leasing, managing and valuing assets, and provides strategic planning and research, portfolio analysis, site selection and space location services.

Anurag Mathur
Tel +91 124 4695555
anurag.mathur@ap.cushwake.com



RESEARCH PARTNERS



CB Richard Ellis was the first independent international real estate consultancy to set up offices in the Indian Sub-continent with an office in New Delhi in 1994. Since then our operations in the country have expanded to other major cities. Today we have over 1800 employees across offices in 7 cities and provide services in over 70 cities in the country. As the leading international real estate consultant in the Indian subcontinent we provide our clients with a number of services in the core areas of Strategic Consulting, Valuations/ Appraisals, Agency Services, Asset Services and Project Management. Our guiding principle has been to provide our clients with tactical and strategic solutions that make real estate holdings more productive and economically efficient.



Real value in a changing world

Jones Lang LaSalle (NYSE:JLL) is a financial and professional services firm specializing in real estate. The firm offers integrated services delivered by expert teams worldwide to clients seeking increased value by owning, occupying or investing in real estate. With 2009 global revenue of \$2.5 billion, Jones Lang LaSalle serves clients in 60 countries from 750 locations worldwide, including 180 corporate offices.

With an extensive geographic footprint across ten cities in India and a staff strength of over 2900, the firm provides investors, developers, local corporates and multinational companies with a comprehensive range of services including research, consultancy, transactions, project and development services, integrated facility management, property and asset management, capital markets, residential, hotels and retail advisory.

For further information, please visit www.jllm.co.in

THE GRI A GLOBAL CLUB

The GRI is a global club of senior real estate investors, developers and lenders that runs its activities through a collection of annual meetings focussed on different regions of the world.

At GRI meetings there are no speakers or panellists, just informal discussions in small groups, where everyone participates equally.

If building close relationships with the driving elite of the real estate industry at the most senior levels can be useful, we welcome you to join us.

www.globalrealestate.org
info@globalrealestate.org
 Tel: +44 20 8492 2634
 Fax: +44 20 8445 6633



GRI EUROPE SUMMIT 2010
Paris, 13-14 September



RUSSIA GRI 2010
Moscow, 21 September



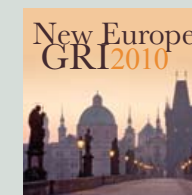
INDIA GRI 2010
Mumbai, 6 October



MENA GRI 2010
Sharm El Sheikh, 4 November



BRAZIL GRI 2010
Sao Paulo, 10 November



NEW EUROPE GRI 2010
Prague, 23 November



TURKEY GRI 2011
Istanbul, 18 January



**GRI EUROPE CHAIRMEN'S
RETREAT 2011**
St Moritz, 20-23 January



USA GRI 2011
New York, 24 February



ASIA GRI 2011
Singapore, 2 March



DEUTSCHE GRI 2011
Frankfurt, 3-4 May



CHINA GRI 2011
Beijing, 2 June



BRITISH GRI 2011
London, June

FAX TO: +44.20 8445 6633 or email to: registrations@globalrealestate.org

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<input type="checkbox"/> PROPERTY COMPANY (Developer)	<input type="checkbox"/> TITLE (COMPANY)
<input type="checkbox"/> INFRASTRUCTURE COMPANY	<input type="checkbox"/> GOVERNMENT (Officials)
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<input type="checkbox"/> HOTEL (Company)	<input type="checkbox"/> ACADEMIC (Think Tank)
<input type="checkbox"/> INVESTMENT BANK	<input type="checkbox"/> MEDIA
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<input type="checkbox"/> AGENT (Surveyor)	<input type="checkbox"/> OTHER _____
<input type="checkbox"/> ADVISOR (Accountant/Tax)	

PAYMENT DETAILS

A receipt will be returned.

☐ PLEASE TICK

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GRI Annual Individual Membership (optional)		\$ USD rate
Regular		□ US\$ 2,400
Discussion co-Chair**		□ US\$ 800
** Available for fee paying Discussion (co-) Chairs of any GRI during calendar year.		
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INDIA GRI 2010 Mumbai 6 October

VENUE

GRAND HYATT MUMBAI
Off Western Express Highway
Santa Cruz (East), Mumbai 400055
India
www.mumbai.grand.hyatt.com

ACCOMMODATION

Lodging costs are not included in conference fees.

GRI attendees benefit from a preferential rate at the Grand Hyatt Mumbai (subject to availability and not available through travel agents). Please book directly with the hotel.

Call hotel reservation department on:

TEL +91 22 6693 1234

FAX +91 22 6696 1275

email india.reservations@hyatt.com

quote booking reference (G-GR90). Lodging costs are not included in conference fees.

VISA INFORMATION

Please note that a visa is required to enter India for the event. Please check beforehand and in plenty of time with the relevant embassies. We are able to provide a formal letter to all registered attendees if required.

Please contact Rupa Patel for further assistance rupa.patel@globalrealestate.org

BADGES

Delegates must wear badges at all times.

Admission will regrettably not be possible otherwise.

TERMS AND CONDITIONS

Payment is required by return. Delegate fee must be paid in full prior to conference or admission is regrettably not possible.

Confirmation will be sent on receipt of payment. If you have not received confirmation within 14 days of registration, please contact us to confirm your booking.

Cancellation and transfer to colleagues must be in writing. Transfer to colleagues is possible at any time. 90% refund will apply if cancellation notice is received by 6th September 2010. We regret no refunds are possible for cancellations received thereafter.

ONSITE CASH REGISTRATIONS

Fee for onsite payment (credit card or cash only) US\$175

(1) CHECK

Check and methods of payment other than credit cards incur an additional US\$75 charge. Pay "GRI". Mail check and registration form to:

GRI, 1379 High Road, London N20 9LP, UK

(2) GROUP RATE

Group rate is per person.

Applies to groups of 3 or more participants.

Need not be from the same company.

Please note that registration fee reductions are not cumulative.

INDUSTRY PARTNER



MIPIM ASIA
10-12 November 2010
Hong Kong

WWW.MIPIM.COM

All material throughout
this brochure is subject
to change without notice.
Ongoing updates at
www.mygri.com/india

Group rate – 3 or more, save US\$100 each

[FOR DISCUSSION (CO-)CHAIRS AND MEMBERS ONLY:]

Please email before 2nd August to: rp@globalrealestate.org



PLEASE PROVIDE:

1. COMPANY SPECIALTY - maximum 16 words:

- Investors/lenders: criteria (type • where • amount range • existing vs development...)

Example:

"office, hotels, bulk sales • Germany, CEE, China • US\$100-500 million • existing or development • major metros only"

- Developers: product specialty (type • where • size range • existing v development...)
 - Other: describe specialty bullet point style
2. COLOR PORTRAIT PHOTO: **HIGH RESOLUTION .JPG**
3. LOGO: COLOR • B/W • INVERSE (.EPS FORMAT)
4. PERSONAL BIOGRAPHY + DIVISION'S PROFILE
- 100 words maximum total, in 1 or 2 languages [adjust pro-rata if other language takes less space (e.g. Mandarin - 2 to 1) or more].
 - Division's profile: division's specific activity (more relevant & useful than company's overall)

Early registration – Save US\$100 prior to 6th September

INQUIRIES AND FURTHER INFORMATION:

Gustavo Favaron

Director, India GRI
Tel: +44 20 8492 2641
gustavo.favaron@globalrealestate.org

Rupa Patel

Senior Event Manager
Tel: +44 20 8492 2622
rupa.patel@globalrealestate.org

Main Office:

511 Ave of the Americas -
Suite 4100, New York,
N.Y 10011 USA

European Services:

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