



FICCI

FEDERATION OF INDIAN CHAMBERS
OF COMMERCE AND INDUSTRY



INTERNATIONAL PROPERTY ADVISERS

FICCI-DTZ KNOWLEDGE SERIES FOR INDIAN REAL ESTATE

Starting July 2010, FICCI jointly with DTZ International Property Advisers will bring an exclusive new series of knowledge workshops for the Indian Real Estate sector.

In an emerging market like India, which is the second fastest growing economy of the world, real estate is a prominent driver of the economic growth. Creation, financing and trading of real estate adds significantly to the GDP of a nation. Over the past few years, the real estate sector and its allied industries has led to a significant value addition.

Value by its definition is subjective in nature and thus renders the process of valuation vulnerable to the subjectivity of the assessor or valuer. The overwhelming role of real estate valuation in recent global financial crisis is well documented and brings into focus the need for a comprehensive understanding of the concept, regulation and practice of real estate valuation.

As real estate emerges from this crisis as a dominant investment vehicle on its own as well as a basis of structured financial products, the need for such an objective understanding of values of the underlying real estate becomes critical for the smooth functioning of the financial markets.

The first FICCI-DTZ workshop on "Real Estate Valuation" shall focus on principles and approaches of real estate valuation providing an insight into a practitioner's perspective to the consumers and provider of valuation services, especially in Indian context.



*Reserve your seat and seek expert opinion
on the issues of real estate valuation!*





KNOWLEDGE SERIES I: REAL ESTATE VALUATION

DATE: WEDNESDAY, 28 JULY 2010

VENUE: FICCI, FEDERATION HOUSE, 1 TANSEN MARG, NEW DELHI

TIMING - 2:00PM TO 6:00PM

PROGRAMME

SPOT REGISTRATION - 2:00PM TO 2:30PM

SESSION 1 - 2:30PM TO 4:00PM

1. Fundamentals of Valuation

- a) Purpose and Need for valuation
- b) Concepts & Definitions
- c) Approaches to valuation

2. Regulatory Framework

- a) Valuation Standards
- b) RICS and red book
- c) International Valuation Standards Committee (IVSC)

HIGH TEA - 4:00PM TO 4:30PM

SESSION 2 - 4:30PM TO 6:00PM

3. Practitioner's Perspective

- a) Application of valuation approaches and techniques to different scenarios
- b) Application in the Indian context
- c) Case studies / examples

Workshop Faculty



Mr. Ambar Maheshwari, Director and Head, Investment Advisory

Ambar Maheshwari is currently, Director and Head of Investment Advisory for DTZ India. He has more than 14 years of experience in Corporate Finance, Valuations and Investment Advisory. Being a Chartered Accountant by education, Ambar has expert knowledge on regulatory requirements of financial reporting as well as relevant tax laws, rules and regulations of the country. His experience of fund raising, disinvestment and M&A, across the sectors of Infrastructure, Real Estate, Hospitality and telecom, has helped him in developing a thorough understanding of the conceptual framework of valuations. His experience in dealing with diverse set of clients ranging from private equity funds and lenders to project promoters and government agencies has given Ambar a unique insight into the requirements of various potential users of real estate valuations

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Workshop Faculty

Mr. Shubhendu Saha, Associate Director, Investment Advisory



Shubhendu Saha is an Associate Director with the Indian operations of DTZ's Investment Advisory Team based out of Delhi and leads the Valuation practice. He has over 11 years of experience in investment appraisals, financial structuring, valuations and consulting. He has advised large number of government agencies, multinationals, Indian private sector and public sector organizations and has worked on numerous infrastructure and real estate projects ranging from private equity transactions to investment appraisals and valuations.

BENEFITS TO PARTICIPANTS

- ❖ Comprehensive understanding of the subject of valuation
- ❖ Clarity on issues relating to real estate valuation
- ❖ Sharing of global experiences & case studies
- ❖ Enlightenment through expert's insight
- ❖ Opportunity for networking



ELIGIBILITY

The workshop is open to Promoters, CIOs, Banks & Financial Institutions, Private Equities (PE), & Senior Executives.

Fee: INR4000 per delegate.

PAYMENT / REGISTRATION MODE

- ❖ Last date for pre-registration: Saturday, 24 July 2010
- ❖ Cheque / DD in favour of "FICCI" payable at New Delhi be sent along with the registration form
- ❖ Spot registration (from 2:00PM TO 2:30PM): Cash payment only will be accepted. Payment by credit card shall not be entertained

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REGISTRATION FORM

Delegates nominated for the workshop:

Name	Designation	E-mail	Mobile No.
1.			
2.			
3.			
4.			

Organisation:

Address:

.....

City / State: Pin-Code:

Phone No.: Area code Number

Fax No.: Area code Number

Company Website:

PAYMENT DETAILS

Our DD / Cheque No. for Rs drawn on
in favour of "FICCI" payable at New Delhi is enclosed herewith.

Refund policy: No refund requests would be entertained by FICCI once delegate fee(s) has been received. Change in the nominated names could be made.

General Note: "This training workshop is purely an academic exercise aimed at imparting general knowledge about various topics in real estate covered through a series of workshops. It is not an alternative to professional advice from subject experts. Neither FICCI nor DTZ could be held accountable for any loss suffered from any action taken or not taken by the participant or anyone by relying on the information given in this workshop or by using the study material provided during the workshop."

Undertaking: I have read the above conditions of participation and agree.

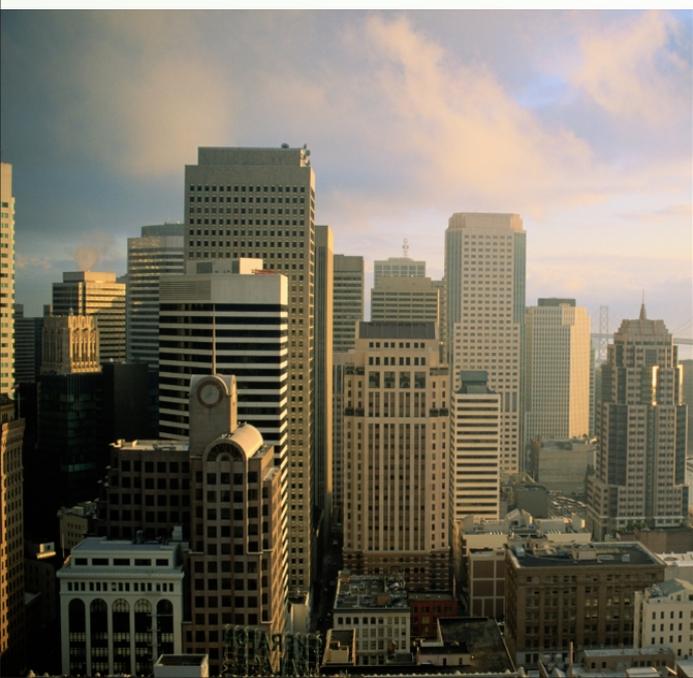
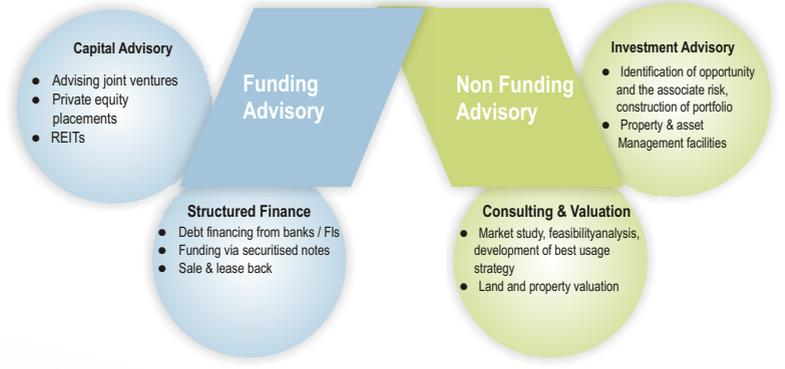
Name & Signature of official authority:



About DTZ India Investment Advisory

DTZ's Investment Advisory has been present in India since the past 5 years offering a number of funding and non funding advisory services to our clients including: successful execution of equity placement mandates in India, market & feasibility studies, land and property valuations among others.

We have developed strong investor and developer relationships in India which can be leveraged for our clients. Through our global network we also have access to a large global investor pool which enables cross border capital investment. We have developed a good level of confidence with the prospective debt/ equity providers in our appraisal capabilities, leading to faster financial closure.



About DTZ International Property Advisers

DTZ is one of the big four global real estate advisers operating across Europe, Middle East & Africa, Asia Pacific and the Americas employing over 10,000 people in 148 cities operating in 43 countries worldwide. DTZ provides comprehensive real estate services to the corporate sector, financial institutions, developers and public organizations.

With a team of over 170+ professional in India, DTZ provides transaction services, investment advisor, valuations, consulting & research and project management services to its clients. DTZ was recently awarded the 'Best Property Consultancy in India' at the Asia Pacific Property Awards in association with Bloomberg Television in April 2010.

DTZ's Indian operations are a wholly owned subsidiary of DTZ Holdings Plc. DTZ Holdings Plc. is the holding company for DTZ's UK and International equity interests & global operations and is listed on the London Stock Exchange with a system wide turnover of USD 1 billion.



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ABOUT FICCI

Established in 1927, FICCI is the largest and oldest apex business organisation in India. Its history is closely interwoven with India's struggle for independence and its subsequent emergence as one of the most rapidly growing economies globally. FICCI plays a leading role in policy debates that are at the forefront of social, economic and political change. Through its 400 professionals, FICCI is active in 52 sectors of the economy. FICCI's stand on policy issues is sought out by think tanks, governments and academia. Its publications are widely read for their in-depth research and policy prescriptions. FICCI has joint business councils with 79 countries around the world.

A non-government, not-for-profit organisation, FICCI is the voice of India's business and industry. FICCI has direct membership from the private as well as public sectors, including SMEs and MNCs, and an indirect membership of over 83,000 companies from regional chambers of commerce.

FICCI works closely with the government on policy issues, enhancing efficiency, competitiveness and expanding business opportunities for industry through a range of specialised services and global linkages. It also provides a platform for sector specific consensus building and networking. Partnerships with countries across the world carry forward our initiatives in inclusive development, which encompass health, education, livelihood, governance, skill development, etc. FICCI serves as the first port of call for Indian industry and the international business community.

Kindly send the duly filled Registration Form along with Registration Fees to:

Mr. Santosh Mathew

Senior Assistant Director

Real Estate and Urban Development Division

Federation of Indian Chambers of Commerce

and Industry (FICCI)

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