

# FICCI-EY MASTER CLASS SERIES 2011 FOR INDIAN REAL ESTATE

FICCI jointly with Ernst & Young Pvt. Ltd is pleased to announce a master class on "Transaction issues in real estate" as part of the training series for the Indian realty sector.

Real estate deals in India are gathering momentum on the back of higher economic growth. Investments in residential and commercial real estate have picked up lately. The new decade of global economic growth calls for better understanding of the changing fundamentals of real estate business and the need to cautiously evaluate the risks involved in carrying out real estate transactions.

FICCI-EY master class on "Transaction issues in real estate", will bring you expert knowledge, directed towards imparting a better understanding of the potential issues faced when evaluating a real estate transaction. In addition, the class will discuss emerging trends in structuring of real estate deals. The class addresses the present pronounced need to perform a thorough due diligence to identify the risks and opportunities related to investments in properties, real estate entities, commercial mortgages or other related real estate assets. The structure of the class also includes case studies to illustrate the recent trends in real estate transactions and discuss structuring of investments and exits in transactions involving foreign investments.

*Here's your big opportunity to be a part of the knowledge series and seek expert opinion on the range of issues impacting your real estate business.*

## MASTER CLASS III:

### TRANSACTION ISSUES IN REAL ESTATE

DATE: THURSDAY, 31 MARCH 2011

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

TIMING: 2.30PM TO 6.00PM

**Make Your  
Reservations  
Today**

## FICCI-EY MASTER CLASS SERIES 2011 FOR INDIAN REAL ESTATE

**SPOT REGISTRATION** **2.30PM TO 3.00PM**

**MODULE 1** **3.00PM TO 4.15PM**

- ❖ Issues in diligence in real estate acquisitions
  - Types of due diligence
  - Due diligence objectives
  - Focus areas for due diligence
  - Key issues for consideration
  - Tips to prepare for effective due diligence

**HIGH TEA** **4.15PM TO 4.45PM**

**MODULE 2** **4.45PM TO 6.00PM**

- ❖ Taxation issues in real estate transactions
  - Case studies on structuring of investment and exits in transactions involving foreign investments
  - Case studies dealing with considerations and possible structures for evolving trends in the real estate

## Master Class Faculty



### MODULE 1

**Dinkar Venkatasubramanian, Associate Director, Ernst & Young Pvt. Ltd.**

Dinkar is an Associate Director with the Transaction Advisory Services practice of Ernst & Young in India. His functional expertise is due diligence services and his focus industries include real estate, construction and infrastructure. Dinkar has been involved in almost all real estate due diligence engagements undertaken by Ernst & Young in India during the last 5 years. Dinkar is a Chartered Accountant and a Commerce Graduate from the University of Delhi.



### MODULE 2

**Maadhav Poddar, Senior Manager, Ernst & Young Pvt. Ltd.**

Maadhav is a Senior Manager with Ernst & Young's Tax Practice. He is based out of their Gurgaon office. Over the past 9 years, Maadhav has gained wide experience in transaction structuring, due diligence, providing tax and regulatory advisory support to a number of multinational and domestic clients across various industries with a special emphasis on Indian Real estate/ infrastructure sector.



## FICCI-EY MASTER CLASS SERIES 2011 FOR INDIAN REAL ESTATE

### BENEFITS TO PARTICIPANTS

- ❖ Opportunity for networking
- ❖ One-on-one personal interaction with subject experts
- ❖ Training through case studies and live examples
- ❖ Opportunity to measure your comprehension of the subject and seek clarity from experts
- ❖ Develop vital business skills and strategies
- ❖ Boost your efficiency and confidence
- ❖ Access to training modules



### ELIGIBILITY

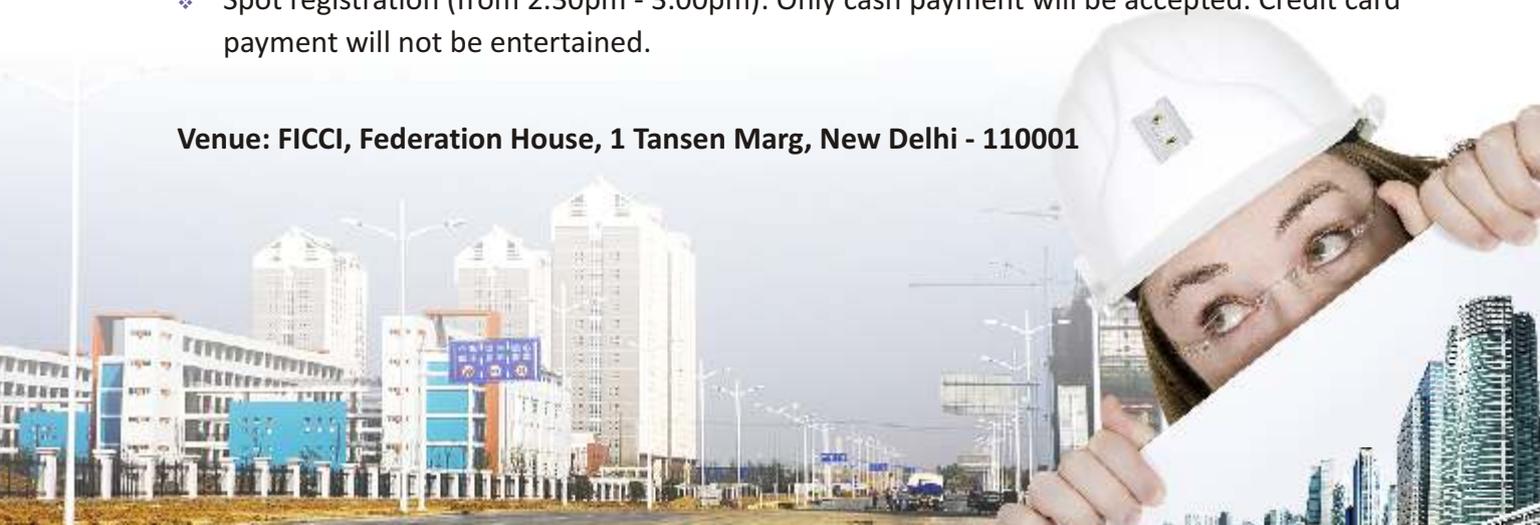
The master class is open to promoters / CEOs / CFOs / senior management from real estate fraternity.

**Master Class Fee: Rs. 4000 per delegate**

### PAYMENT / REGISTRATION MODE

- ❖ Prior Registration is compulsory to block your seat. Registration closes on 29 March 2011.
- ❖ Cheque / DD in favour of "FICCI" payable at New Delhi along with registration form to reach FICCI New Delhi by Tuesday, 29 March 2011
- ❖ Spot registration at the venue will be available subject to availability of seats.
- ❖ Spot registration (from 2.30pm - 3.00pm): Only cash payment will be accepted. Credit card payment will not be entertained.

**Venue: FICCI, Federation House, 1 Tansen Marg, New Delhi - 110001**



# MASTER CLASS III: TRANSACTION ISSUES IN REAL ESTATE

Date: Thursday, 31 March 2011  
Venue: FICCI, Federation House, 1 Tansen Marg, New Delhi - 110001

## REGISTRATION FORM

Delegates nominated for master class:

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

Organisation: .....

Address: .....

City/State: ..... Pin-Code: .....

Phone: Area code ..... Number .....

Fax: 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:

"Information at this [event] is intended to provide only a general outline of the subjects covered. It should neither be regarded as comprehensive nor sufficient for making decisions, nor should it be used in place of professional advice. Neither FICCI nor Ernst & Young Pvt. Ltd. will accept any responsibility for any loss arising from any action taken or not taken by anyone in reliance on this [event] or using any material issued during the [event]."

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

Name & signature of official authority:

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.....

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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 44 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 75 countries around the world.

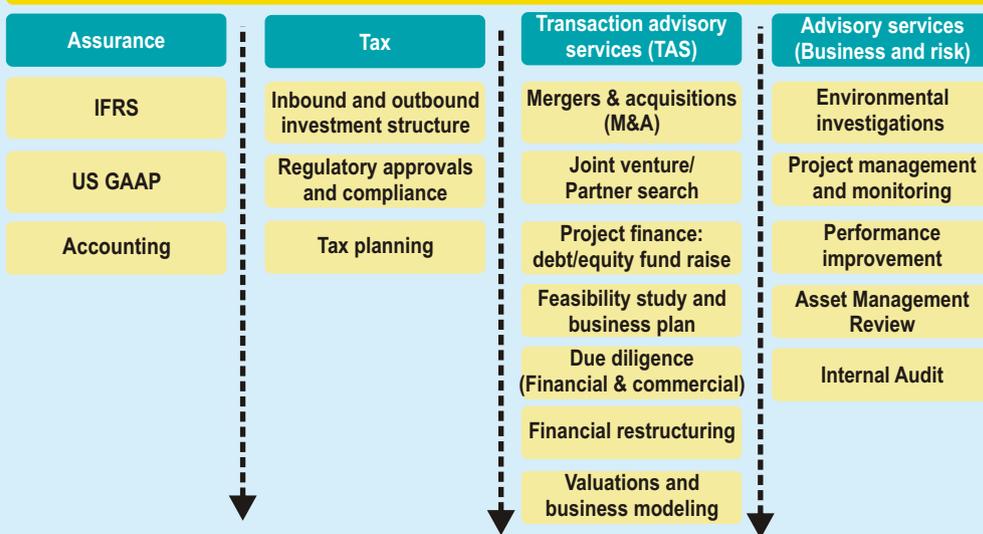
A non-government, not-for-profit organisation, FICCI is the voice of India's business and industry. FICCI has direct membership from the private as well as public sectors, including SMEs and MNCs, and an indirect membership of over 2,50,000 companies from regional chambers of commerce.

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.

## ABOUT ERNST AND YOUNG REAL ESTATE PRACTICE

Ernst & Young's (EY) real estate practice leverages on strong credentials and experience of teaming across geographies, markets and a divergent operational environment.

### Services: Ernst & Young Real Estate Practice



The real estate team at EY is large and diverse, with decades of industry experience, ensuring that every project is worked on by a truly multi dimensional value engine. The group comprises a compelling range of experts - chartered accountants, business and management strategists, engineers, architects, planners and ex-government officials.

Contact: Ernst and Young Private Limited

### Mr. Chintan Patel

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Transaction Real Estate Advisory Services  
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### Ms. Tarika Kumar

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Transaction Real Estate Advisory Services  
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Phone: 022- 6665 5458

Kindly send the duly filled registration form along with registration fees to:

### Mr. Santosh Mathew

Senior Assistant Director  
Real Estate and Urban Development  
Federation of Indian Chambers of  
Commerce and Industry (FICCI)  
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