



FICCI - CUSHMAN & WAKEFIELD

KNOWLEDGE SERIES 2013

Federation of Indian Chambers of Commerce & Industry (FICCI) jointly with Cushman & Wakefield India is pleased to announce the beginning of a series of knowledge events for real estate sector. The first event in the series is a session on '**Monetization in Real Estate**'.

The ever evolving economic environment compels businesses to reinvent themselves for sustainable growth through various strategic decisions. In the current market scenario, debt raising and servicing is getting very expensive. Added to that, investors and shareholders are consistently demanding incremental returns on their investments, making many corporate houses to rethink their business growth plans and strategies. Thus with changing business dynamics, many companies may find traditional strategies less effective forcing companies to review other methods of increasing their share values. One of the ways in the recent times has been **Asset Monetisation**. Once considered as a part of a company's portfolio for their notional value, a **company's real estate portfolio has the ability to contribute significantly to the bottom lines**.

"MONETIZATION IN REAL ESTATE"

DATE: FRIDAY, APRIL 26, 2013

VENUE: HOTEL VIVANTA BY TAJ - PRESIDENT

MUMBAI - 400005, MAHARASHTRA

TIMING: 10.00AM TO 1.00PM

RESERVE YOUR SEAT TODAY

Benefit from this opportunity to seek opinion from experts on monetizing real estate assets

Principal Partner



PROGRAMME

9:30 AM - 10:00 AM	Registration
10:00 AM - 10:05 AM	Opening remarks Mr. Niranjn Hiranandani, Chairman, FICCI Real Estate Committee and Managing Director, Hiranandani Constructions Pvt. Ltd.
10:05 AM - 11:00 AM	Session I
10:05 AM - 10:20 AM	Key note address Mr. Sanjay Dutt, Executive Managing Director South Asia, Cushman & Wakefield <ul style="list-style-type: none"> • Current real estate market dynamics • Challenges and opportunities of the Indian Real Estate market • What is asset monetization? • Who should consider asset monetization? • Why should a corporate consider monetizing its assets and how can it be achieved?
10:20 AM - 10:50 AM	Panel Discussion on "Asset Monetization" - Who? How? And Why? Moderator: Mr. Sanjay Dutt, Executive Managing Director South Asia, Cushman & Wakefield Panelists: <ul style="list-style-type: none"> • Mr. S. Srinivasan, CEO, Kotak Realty Fund • Mr. R.R. Likhite, Group Sr. Vice President, Mafatlal Industries Ltd. • Mr. Prakash Kalothia, CEO & MD, SUN-AREA Real Estate Pvt. Ltd. • Mr. R.K. Mutreja, General Manager - Corporate Real Estate, Hindustan Unilever Ltd.
10:50 AM - 11:00 AM	Q&A
11:00 AM - 11:45 AM	Session II
11:00 AM - 11:30 AM	"Presentation on "Methods of Asset Monetization" <ul style="list-style-type: none"> • Outright sale • Joint Venture / Joint Development • Sale lease back • Real Estate Investment Trusts (REITs) Presentation by: Mr. Diwakar Rana, Director, Capital Markets Group, India, Cushman & Wakefield
11:30 AM - 11:45 AM	Q&A
11:45 AM - 12:00 PM	Tea Break
12:00 PM - 1:00 PM	Session III
12:00 PM - 12:15 PM	Presentation on "Tax and legal implications" <ul style="list-style-type: none"> • Ms Bijal Ajinkya, Partner, Khaitan & Co.
12:15 PM - 12:45 PM	Panel Discussion on "Taxation & Legal implications of Monetization of Real Estate" Moderator: Mr. Diwakar Rana, Director, Capital Markets Group, India, Cushman & Wakefield Panelists: <ul style="list-style-type: none"> • Mr. Bharat Vasani, Chief Legal & Group General Counsel of Tata Sons Ltd • Ms Bijal Ajinkya, Partner, Khaitan & Co. • Mr. Ashwath Rau, Partner, Amarchand & Mangaldas & Suresh A. Shroff & Co. • Mr. Dhaval Vussonji, Partner, Kanga & Co • Mr. Anil Harish, Partner, DM Harish & Co
12:45 PM - 1:00 PM	Q&A
1:00 PM - 2:00 PM	Lunch



KEY SPEAKERS



SANJAY DUTT
Executive Managing Director
South Asia, Cushman & Wakefield



DIWAKAR RANA
Director
Capital Markets Group, India
Cushman & Wakefield



PRAKASH KALOTHIA
CEO & Managing Director
SUN-AREA Real Estate Pvt. Ltd.



S. SRINIVASAN
Chief Executive Officer
Kotak Realty Fund



R.R. LIKHITE
Group Sr. Vice President
Mafatlal Industries Ltd.



BIJAL AJINKYA
Partner
Khaitan & Co.



RAJESH KUMAR MUTREJA
General Manager
Corporate Real Estate,
Hindustan Unilever Limited



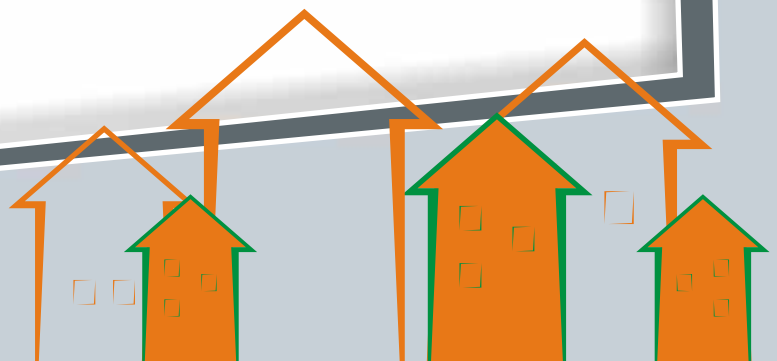
ASHWATH RAU
Partner
Amarchand & Mangaldas &
Suresh A. Shroff & Co.



DHAVAL VUSSONJI
Partner
Kanga & Co.



ANIL HARISH
Partner
DM Harish & Co.



BENEFITS TO PARTICIPANTS

- An educational session for CEOs, CFO's and key decision makers of companies
- Recognize strategy for monetising the real estate assets
- Expert advice on legal and tax implication
- Learning from case examples
- Personal interaction with subject experts
- Access to training modules
- Opportunity for networking

ELIGIBILITY

The event is open to participation from Promoters / MDs / CEOs / CFOs / senior management of companies having interest in real estate.

DELEGATE FEE*

FICCI Corporate Members	Rs. 3750 per delegate
FICCI Associate Members	Rs. 4500 per delegate
Non Members	Rs. 5000 per delegate

* Service tax @ 12.36% is applicable on delegate fee

** For 4 or more delegates from same company - 5% off on the total delegate fees

Delegate fee includes access to knowledge sessions, delegate kit, study material and lunch

PAYMENT / REGISTRATION MODE

- Prior registration by phone or e-mail is compulsory to block your seat. Registration is on first come first serve basis.
- Spot registration (from 9.30am - 10.00am): Only cash / credit card / DD (in favour of "FICCI" payable at New Delhi), will be accepted from pre-registered delegates only.
- Fresh registration at the venue will be accepted subject to availability of seat, delegate kit and study material.

Venue:

Hotel Vivanta by Taj - President
Mumbai - 400005, Maharashtra





"MONETIZATION IN REAL ESTATE"

DATE: FRIDAY, APRIL 26, 2013
 VENUE: HOTEL VIVANTA BY TAJ
 PRESIDENT, MUMBAI - 400005

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: "This knowledge series is purely an academic exercise aimed at imparting general knowledge about various topics in real estate covered through events. It is not an alternative to professional advice from subject experts. Neither FICCI nor Cushman & Wakefield 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 conditions of participation and agree.

Name & Signature of official authority.....

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

Mr. Santosh Mathew, Deputy Director
 Real Estate and Urban Development Division
 Federation of Indian Chambers of Commerce
 and Industry (FICCI)

Federation House, 1, Tansen Marg,
 New Delhi-110001

Tel: 011- 23765318 / 23357245 / 23487394
 Board Lines: 011-23738760-70 (Ext 519/480),
 Fax: 011-23765333
 Email: ficcimasterclass@ficci.com



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.

Contact FICCI

Mr. Santosh Mathew, Deputy Director

Real Estate and Urban Development Division

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ABOUT CUSHMAN & WAKEFIELD

Cushman & Wakefield is the largest fully-integrated real estate services firm in the world. Founded in 1917, it has 227 offices in 56 countries around the globe and 15,000+ 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. Cushman & Wakefield commenced its India operations in 1997 and today has grown to over 1500 employees across our offices based in New Delhi, Gurgaon, Mumbai, Bangalore, Chennai, Hyderabad, Pune, Kolkata and Ahmedabad. The first international real estate service provider to have been granted permission by the Government of India to operate a wholly-owned subsidiary. The C&W India Capital Markets team has been involved in some of the most prestigious transactions across asset classes covering structured equity and debt services, capital advisory including equity raising for pooled funds, programatic club, joint venture transactions and development project funding. In addition the team also specialises in Debt Financing providing services such as Debt Syndication, Placement of Treasury Products (Private Placement), Acquisition Financing, Refinancing & Restructuring, Special Situations and High Yield Financing and Trade Credit Advisory.

Contact Cushman & Wakefield India

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Mr. Diwakar Rana

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Principal Partner



Associate Partner

