

India

**Sotheby's**  
INTERNATIONAL REALTY



Confederation of Indian Industry

*Present*

# GLOBAL LUXURY REALTY CONCLAVE | 2018

Bringing Together Leaders of Global Luxury Realty

USA | UNITED KINGDOM | CANADA | EUROPE | GULF | ASIA PACIFIC

FEBRUARY 9th (FRI, 9AM - 6PM) & FEBRUARY 10th (SAT, 9AM - 2:30PM)

JW MARRIOTT, AEROCITY, NEW DELHI

**Exhibition | Conference**

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**THE ECONOMIC TIMES**

Knowledge Partner



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## DAY 1 – 09<sup>th</sup> February, 2018, Friday

**0900– 0945hrs Registration with Tea/ Coffee**

**0945 - 1045 hrs Inaugural Session**

**Welcome Address** **Mr. Amit Burman**, Vice Chairman, Dabur India Ltd & Chairman, India Sotheby's International Realty

**Mr. Philip White**, President & CEO, Sotheby's International Realty Affiliates LLC

**Special Address** **Ms. Yamini Mehta**, Senior Director International Head of Indian & South Asian Art, Sotheby's

**Special Address** **Mr. Arun Kumar Nanda**, Chairman, CII National Committee on Skills Development and Non-Executive Director, Mahindra & Mahindra Ltd.

**Inaugural Address By the Chief Guest** **Dr. Rajiv Kumar**, Vice Chairman, NITI Aayog

**Vote of Thanks** **Mr. Amit Burman**, Vice Chairman, Dabur India Ltd & Chairman, India Sotheby's International Realty

**1045 – 1115hrs Exclusive Session with Philip White**, Global President & CEO, Sotheby's International Realty Affiliates LLC and **Manisha Natarajan**, Group Editor, Real Estate & Urban Development, Network18

**1115 - 1145hrs Networking Tea/Coffee**

**1145 – 1230hrs                      Session I : International Real Estate & Buying Behaviour of Global Indians**

Owning a property abroad is becoming an increasingly popular trend for the world's ultra wealthy. This session will highlight the investment opportunities that attract UHNW individuals to buy a home abroad accompanied by various factors such as Citizenship opportunity, Liberalized remittance scheme, greater stability and security, tax efficiency, ease of travel, higher standard of living, increased options for children's education.

**Moderator : Manisha Natarajan**, Group Editor, Real Estate & Urban Development, Network18

**Brad Henderson**, President & CEO, Sotheby's International Realty Canada

**Michael Valdes**, Global Vice President, Sotheby's International Realty Affiliates LLC

**Praveen Bhambani**, Leader, Private & Entrepreneurial Business & Partner, Mergers & Acquisition (Tax), PwC India

**Nikki Field**, The Field Team, Top most New York Sales Team

**Ian Plumley**, Senior Vice President MENA & India, Berkeley Group, UK

**1230 - 1315hrs                      Session II : Transformation of Real Estate Sector in India**

In this session we would talk about the changes in Tax policies, RERA, REITS, Union Budget 2018, Mortgages involved in investing domestically and abroad.

**Moderator – Sunil Agarwal**, Associate Dean & Director, RICS-SBE, School of Real Estate, India

**Sunil Tyagi**, Senior Partner & Co-founder, Zeus Law Associates, India

**Rahul Soota**, Partner - My Money Mantra & Board Member - India Sotheby's International Realty

**Sanjay Dutt**, CEO India Operations & Private Funds Ascendas-Singbridge, India

**Abhishek Goenka**, Leader – Real Estate Tax, PwC India

**1315 - 1415hrs                      Networking Lunch**

**1415 - 1515hrs                      Session III : Branded Residences & Investment Opportunities**

High end developers strive for excellence and seek to partner with elite brands that add optimal and enhanced value for investors. Top industry professionals will share their strategies that are thriving in some of the world's most competitive markets for capturing new business and flawlessly marketing flagship properties.

**Moderator – Michael Valdes**, Global Vice President, Sotheby's International Realty Affiliates LLC

**Ranjeet Chavan**, Managing Partner, Gulf Sotheby's International Realty, Dubai

**Reshma Advani**, Senior Associate, ONE Sotheby's International Realty, Miami

**Petar Petrovic**, Director, Duty To Create, Sri Lanka

**Timo Geldenhuys**, Director, Mauritius Sotheby's International Realty

**1515 – 1615hrs                      Session IV : Global Mobility Through Citizenship & Investments : Increasing Trends**

In the light of generational mobility and cross border business expansion, countries such as Canada, USA & Europe have come up with structured Citizenship by investment (CBI) schemes, laying emphasis on investment opportunities, policies and legal regulations. Such Indian investment in property overseas is becoming increasingly common these days.

**Moderator – Amit Agarwal**, Director, Mergers & Acquisition (Tax), PwC India

**William G Hicks**, Immigration Attorney, USA

**Joseph Young**, Barrister and Solicitor, Joseph R. Young Professional Corporation Canada

**Lodovico Pignatti Morano**, Managing Partner, Italy Sotheby's International Realty

**Patrick Pancur**, Director, Queensland Sotheby's International Realty, Australia

**1615 - 1645hrs**                      **Networking Tea/Coffee**

**1645 - 1730hrs**                      **Session V: Investing in Most Sought After Global Destinations**

In the light of the many uncertainties, downturns and turmoil experienced in the global economy, certain destinations have held their own and have remained the most favoured destinations for global investors. Of course, the most important reason for investments continues to be capital appreciation, followed by more immediate rental returns that help offset costs maintaining these properties. In this session we would throw light on some of the most popular destinations for residential real estate investment from the Indian investor's perspective.

**Moderator – Jayashree Kurup**, Head Editorial and Advice, Magicbricks, India

**Kevin Brown**, Real Estate Partner, Sotheby's International Realty, New York

**Dean Jones**, Owner & CEO, Realogics Sotheby's International Realty, Seattle

**Andy Taylor**, Senior Vice President, Sotheby's International Realty Canada

**Jonathan Duncan**, International Sales Director MENA & India for Berkeley Group, UK

**Kalpesh Sampat**, Managing Partner, Gulf Sotheby's International Realty, Dubai

**20:00 hrs Onwards**                      **Networking over Cocktails & Dinner**

**DAY 2 – 10<sup>th</sup> February, 2018, Saturday**

**09:30 – 10:00hrs**                      **Networking Tea/Coffee**

**10:00 – 11:00hrs**                      **Session VI : The Wholistic Universe of a truly Smart City -The Art of Placemaking**

Placemaking is both a process and a philosophy, and the future of urbanisation lies in "Smart Cities" that encompass infrastructure, technology, services and a vibrant cultural offer for like minded communities. Thoughtful placemaking is essential to building or regenerating attractive urban destinations. The largest global developments are factoring in the importance of integrating technology, leisure, culture, public spaces, amenities and connectivity as essential to providing the quality of life to meet the public's aspirations. This is the art of place making-Smart cities with smart services.

**Moderator : Manit Rastogi**, Co Founder, Morphogenesis, India

**NSN Murty**, Partner & Leader - Smart Cities, PwC India

**Garrett Kenny**, CEO Feltrim Group, Florida

**Sandeep Gupta**, Managing Director, JW Marriott, New Delhi

**Penelope Huang**, Senior Associate, Golden Gate Sotheby's International Realty, California

**Sanjoy Roy**, Managing Director, Teamworx/Jaipur Literature Festival

**1100 - 1120hrs**                      **Networking Tea/Coffee**

**1120 - 1220hrs**

**Session VII : Family Offices - Investment Allocations and Planning**

With the liberalisation of India, the rise of HNI & UHNIs has led to creation of family offices who then allocate investments across asset classes and geographies. Luxury real estate remains the ultimate preferred investment for growth, diversification and mitigating of risk across key global markets.

**Moderator - Manish Kheterpal**, Managing Partner, WaterBridge Ventures, India

**Praveen Bhambani**, Leader, Private & Entrepreneurial Business & Partner, Mergers & Acquisition (Tax), PwC India

**Amrita Farmahan**, Country Business Head, Reliance Private Client, India

**Sethu Vaidyanathan**, Director, Park Group

**Sonali Pradhan**, Head, Wealth Planning & Family Office, Julius Baer, India

**Sharad Mittal**, Director & Head – Real Estate Fund, Motilal Oswal, India

**12:30 – 13:30hrs**

**Session VIII : Luxury Homes for Curators & Collectors**

Luxury Real Estate & Art are connected as both entail high caliber of creativity and exclusivity in the eyes of an affluent buyer. This session will give a valued perspective on Art & Design in Real Estate that will be extremely important to depict India's evolving luxury real estate wherein our brands are recognizable as benchmarks of global perfection.

**Moderator- Leeza Mangaldas**, Luxury Lifestyle TV Presenter

**Gaurav Bhatia**, Managing Director, Sotheby's India

**Stacy Jones**, Owner, Realogics Sotheby's International Realty, Seattle

**Sonali Rastogi**, Founder, Morphogenesis, India

**Peter Laughlin**, Senior Associate, Premier Sotheby's International Realty, Florida

**1330 - 1430hrs**

**Networking Lunch**