

NAREDCO 15th NATIONAL CONVENTION

Supported by Ministry of Housing and Urban Poverty Alleviation, Government of India

Housing for All 2022: “Real Estate Inflection Point: Ready for the Future”

19th – 20th August, 2019, Hotel Taj Palace, New Delhi

PROGRAM SCHEDULE

DAY 1 - MONDAY 19 TH AUGUST 2019	
9:30 – 10:00 AM	Registrations & Tea
10:00 – 10:15 AM	Lighting of Lamp/ Opening Ceremony
10:15– 10:30 AM	Welcome Address
10:30 – 10:45 AM	Release of Thought Leadership Publication: “ <i>Disruptions in Real Estate Sector in India</i> ” by KPMG jointly with NAREDCO
10:45– 11:00 AM	Vote of Thanks
11:00 – 11:45 AM	<u>Session #1:</u> “ <i>HOUSING FOR ALL 2022: NEXT STEPS FOR ENABLING AFFORDABLE HOUSING</i> ”
12:00 – 12:45 PM	<u>Session #2:</u> “ <i>SOLUTIONS TO LIQUIDITY CHALLENGE FACED BY REAL ESTATE SECTOR IN INDIA</i> ”
13:00 – 14:00 PM	- Lunch -
14:00– 15:00 PM	<u>Session #3:</u> “ <i>NATIONAL URBAN RENTAL HOUSING POLICY: ENSURING HOUSING FOR ALL</i> ”
15:00 – 15:45 PM	<u>Session #4:</u> “ <i>RERA EMPOWERED: STAKEHOLDERS CONVERGENCE FOR EXPEDITED GAINS</i> ”
15:45 – 16:00 PM	- Tea Break -
16:00 – 17:45 PM	<u>Session #5:</u> “ <i>EASE OF DOING BUSINESS: ENABLING GROWTH THROUGH INTERVENTIONS</i> ”
17:45 – 18:00 PM	Closing Ceremony & Vote of Thanks
20:00 PM	- Networking Dinner -

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DAY 2 – TUESDAY 20 TH AUGUST 2019	
9:30 – 10:00 AM	Registrations & Tea
10:00 – 10:45 AM	<u>Session #1:</u> <i>“INTEGRATED REAL ESTATE INFRASTRUCTURE DEVELOPMENT: A SYMBIOTIC MODEL FOR DEVELOPMENT”</i>
10:45– 11:30 AM	<u>Session #2:</u> <i>“EMERGING CONSTRUCTION TECHNOLOGIES IN REAL ESTATE PROJECT DELIVERY”</i>
11:30 – 12:45 PM	<u>Session #3:</u> <i>“DISRUPTIONS IN REAL ESTATE– THE GAME CHANGERS”</i>
12:45 – 13:00 PM	Vote of Thanks
13:00– 14:00 PM	- Networking Lunch -

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11:00 – 11:45 AM	SESSION #1: “HOUSING FOR ALL 2022: NEXT STEPS FOR ENABLING AFFORDABLE HOUSING”
<p>Panel Discussion:</p> <p>During previous tenure of NDA Govt., Housing for All 2022 agenda emerged as a top priority for ensuring quality and affordable housing for the masses. Vital reforms were proposed to support the Govt. agenda by way of Affordable Housing being given priority sector status, relaxation of taxation policies, provision of interest subsidies and other fiscal and monetary interventions. With the PM unanimously being elected for the second term, the agenda of achieving Housing for All by 2022 is expected to witness further impetus.</p> <p>Engaging public and private sector stakeholders through panel discussion, this session intends to focus on discussing the following aspects:</p> <ul style="list-style-type: none"> ▪ Progress in Sync with Govt. Agenda: elucidate the progress made by private sector in aligning with the Govt.'s housing agenda and key achievements championed by private developers in enabling affordable housing ▪ Land Pooling for Affordable Housing: Role of land pooling in making land acquisition simpler & less costly for affordable housing developers, discussion on learnings from successful land pooling implementation across key states ▪ GST & Taxation for Affordable Housing: discuss current GST provisions specific to affordable housing to assess their effectiveness and recommend improvements required ▪ Need for Standardization: elaborate need for standardization of FAR/FSI norms, sizing norms, land use norms, etc. to ensure 'one' approach to affordable housing delivery and how to better align private sector with Govt. expectations ▪ Action points: Identify top 5 'to-do' for ensure better synchrony between stakeholders to achieve Housing for All 2022 goals. 	

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12:00 – 12:45 PM	SESSION #2: “SOLUTIONS TO LIQUIDITY CHALLENGE FACED BY REAL ESTATE SECTOR IN INDIA”
<p><u>Panel Discussion:</u></p> <p>The Real Estate industry has traditionally relied heavily on equity and institutional debt funding for financing projects. To supplement the increasing demand for real estate financing, Private Equity funds and Non-Banking Financial Corporations stepped in, further bolstering the supply of funds to the Indian real estate sector. In light of the present situation facing institutional lenders, NBFC’s and related agencies and impact of GST, demonetization and RERA implementation, the available sources of working capital and project financing are increasingly becoming scarce. With increasing number of public and private assets coming under ‘stressed category’, growing instances of insolvency, and recessionary trends, the sector is in urgent need of liquidity. A liquidity float is much needed to sustain and support the real estate developmental priorities of both; private enterprises and Government.</p> <p>In this context, this session intends to focus on discussing the following aspects:</p> <ul style="list-style-type: none">▪ Stressed Assets: Discuss RBI new prudential framework, its effectiveness and come up with suggestions for resolving stressed asset situation▪ Reviving Funding: elaborate on levers for improving financing cycles, suggesting alternate liquidity mechanisms to improve funding for real estate such as national 'stressed asset fund'.▪ Fast Tracking Resolution Processes: elucidate interventions on how real estate projects stuck in IBC, NCLT, NCRDC litigation processes can be fast tracked for resolution.▪ Industry Status to Real Estate: discuss the need for real estate sector to be accorded priority industry status and potential impacts from such status▪ GST Rationalization: Assess GST provisions changes and implementation practices to improve liquidity situation for Real Estate Sector▪ Action points: Identify top 5 solutions to improve liquidity situation for private real estate sector in India	

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14:15 – 15:00 PM

SESSION #3:

“NATIONAL URBAN RENTAL HOUSING POLICY: ENSURING HOUSING FOR ALL”

Panel Discussion

As per 12th Plan period estimates, the urban housing shortage was estimated at 18.78 million. Ministry of Housing and Urban Poverty Alleviation (MoHUPA) constituted a Task Force on Rental Housing to suggest measures for improving housing through rental housing mechanism. Based on task force recommendations, draft National Urban Rental Housing Policy 2015 was announced with the agenda of promoting public private partnerships in rental housing and in parallel bridging the shortfall in housing stock availability. In the recent years, effect of rising prices, interest rates and scarce availability have negatively impacted the housing ownership propensity in urban areas for large proportion of society. Though rental housing phenomenon is still evolving in India, rental housing schemes have witnessed wide spread acceptance across global quarters. With growing rural urban migration fueling rapid urbanization creating shortage and rising inventory across privately developed housing, rental housing schemes can emerge as a critical enabler for achieving the macro target of Housing for All by 2022.

In this context, this session intends to focus on discussing the following aspects:

- **Rental Housing Policy: Need of the Hour?** Discuss why India needs to implement rental housing policy & how it can aid in addressing urban housing shortage.
- **Rental Housing in Global Context:** discuss why and how rental housing policies are adopted in international context from a challenges and benefits perspective
- **Role of Stakeholders in Policy Adoption:** Assess how Central and State Govt. agencies can enable and promote policy adoption in partnership with private real estate sector
- **Convergence for Success:** Discuss how overlaps with Rental Control Act can be addressed and what interventions are required for easier policy adoption & implementation
- **Action Points:** Suggest top 5 Action Points and interventions for enabling policy adoption based on key takeaways from session

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15:00 – 15:45 PM	SESSION #4: “RERA EMPOWERED: STAKEHOLDERS CONVERGENCE FOR EXPEDITED GAINS”
<p><u>Panel Discussion</u></p> <p>From the time of implementation of Real Estate Regulation Act 2016, the real estate industry has undergone a major transformation creating to an organized industry structure. The purview of RERA regulations however remains limited to regulating real estate projects while the responsibility of providing external development and approvals remains with external development agencies, departments and similar stakeholders. Real estate projects requires involvement of planning & development, environmental, financing and other for clearances, NOCs, approvals, etc., the purview of regulations must encompass such external departments, institutions and agencies. As a sector regulator, the functional powers of RERA Authorities remain confined, requiring an all-encompassing reach for expediting delivery of real estate. There is a growing need for greater interaction, interplay and convergence between RERA implementation agencies and external development agencies to ensure a holistic development and regulation.</p> <p>By way of panel discussions with various RERA and related developmental stakeholders, this session focuses on discussing the following aspects:</p> <ul style="list-style-type: none">▪ 'Transforming Landscape' - A Developers Perspective: discuss how private developer have positively adopted RERA and the impact on real estate sector with respect to consolidation, exit, etc., coming up with solutions to address bottlenecks in project delivery▪ 'Learnings So Far': RERA Agencies Perspective: Discuss the experiences & challenges of RERA agencies during implementation to identify changes and improvements required for better functioning▪ 'Outside In View': External Agencies Perspective: Understand the learnings & challenges faced by external development & facilitation agencies such as planning corporations, ULBs etc. in implementing RERA?▪ Empowering for Convergence: Deliberate on extending RERA's powers to improve interplay between stakeholders to improve coordination, fast track approvals, create accountability and mitigate bottlenecks.▪ Action Points: Suggest top 4-5 interventions needed in the RERA framework to streamline implementation	
16:00 – 17:45 PM	SESSION #5: “EASE OF DOING BUSINESS: ENABLING GROWTH THROUGH INTERVENTIONS”
<p><u>Panel Discussion:</u></p> <p>The realty sector contributes close to 7 percent to India's GDP. It is expected that the real estate sector shall contribute nearly 13 percent to the country's gross domestic product (GDP) by 2025. The growth of realty sector is also vital considering it is the third largest employer in the country and presently employs over 50 million people. In spite of recent regulatory reforms and policy impetus</p>	

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such as Priority Sector Lending to Affordable Housing, RERA, GST, and demonetization, etc., the sentiment towards real estate sector has gradually turned positive. To enable greater participation in the sector from an 'Ease of Doing' business perspective, the existing sectoral challenges with regards to land acquisition, standardization of construction norms, legal documentation, approval processes, tax rationalization etc. need to be addressed.

By way of panel discussion, this session focuses on discussing the following aspects:

- **Right Time for Business:** discuss the major economic policy and regulations such as RERA, demonetization and GST on improving foreign investors outlook towards Indian real estate market landscape
- **Simplifying GST for Foreign Participation:** deliberate on the grey areas in GST implementation framework and interventions required for encouraging foreign participation
- **Addressing the Skilling Problem:** assess the skilling mismatch in industry and role of skill development agencies in improving the skill situation in the sector
- **Technology for Driving Convergence:** discuss how end to end digital solutions such as online single window, centralized database and streamlined approval processes implemented by ULBs & development agencies can create seamless experience in real estate project development lifecycle
- **Action points:** Identify the key action points for improved ease of doing business in real estate sector

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DAY 2: PROGRAM SCHEDULE

DAY 2 – TUESDAY 20 TH AUGUST, 2019	
10:00 – 10:45 AM	SESSION #1: “INTEGRATED REAL ESTATE INFRASTRUCTURE DEVELOPMENT: A SYMBIOTIC MODEL FOR DEVELOPMENT”
<p><u>Panel Discussion:</u></p> <p>Transit oriented real estate developments along airports, metro rail corridors, railway stations, highway wayside amenities , inland waterway nodes, offer immense potential to realize big gains from captive footfalls generated from such hubs, while simultaneously providing better value realization and non-core revenue generating options from underlying real estate. With increasing land scarcity and land banks becoming more expensive, land attached to transit oriented developments has provided a supply side upside for real estate development. Central Government, State Government and various sectoral ministries such as Aviation, Railways, Inland Waterways, etc. are now actively looking to assess opportunities emerging from the emergence of real estate in transit oriented infrastructure development.</p> <p>In this context, this session intends to focus on discussing the following aspects:</p> <ul style="list-style-type: none">▪ Rivers of Opportunity: Real Estate along Waterways: Assess how development of real estate nodes along inland waterways can emerge to be lucrative opportunity and what are the challenges and incentives for private real estate sector.▪ Aerocities Taking Flight: Real Estate around Airports: Discuss the potential for land side real estate development alongside airports, its related challenges and possible solutions to ensure greater private sector participation▪ The Right Track: Real Estate in Rail & Metro Corridors: Assess the potential for land development opportunities along metro corridors and enablers for private real estate developer participation▪ Creating Win-Win: Unlocking Value Real Estate in Infrastructure: Discuss success and challenges of PPPs model based implementation in context to real estate developers.▪ Action Points: Recommend priority initiatives that can be implemented for growth of real estate in real estate integrated infrastructure.	

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10:45– 11:30 AM	SESSION #2: “EMERGING CONSTRUCTION TECHNOLOGIES IN REAL ESTATE PROJECT DELIVERY”
<p><u>Panel Discussion:</u></p> <p>As the country’s population continues to grow rapidly, the provision of housing and support infrastructure has emerged as a primary focus area for Central and State Governments. There is imminent need to implement macro interventions and promote participation from private sector to achieve developmental goals. Interventions in real estate building and construction segments shows promise in being able to deliver macro-economic benefits with terms of GDP growth, employment and revenue generation increment, reduced financing burden – some of the key plaguing challenges faced by the Govt. and private enterprise. Construction and project management technologies have been observed to deliver massive gains in expediting projects delivery by way of avoiding cost and time overruns, controlling development efficiency and ensuring quality of assets delivered. Use of pre-fabricated mass housing construction techniques, sustainable designs, environmental friendly materials and workforce skilling are playing a vital role in expediting the delivery of housing and infrastructure assets. Globally, construction sector skilling and technology adoption has served as a macro solution to addressing the burgeoning problem. The Global Housing Technology Challenge was recently launched by the Government wherein Lighthouse Projects have been developed to enable faster turnaround and cost effectiveness in delivering housing projects.</p> <p>By way of panel discussions with industry stakeholders, this session intends to discuss the following aspects:</p> <ul style="list-style-type: none">▪ GHTC Pilot Projects – The Light Houses: Discuss key construction technologies, materials and practices that have emerged from pilot projects that can be rapidly replicated to meet the housing for all 2022 goal▪ Enabling Technology Transfer & Incubation: Assess policy and taxation interventions required to be brought forth by the Govt. for easing technology adoption and incubation▪ Going Lean: Discuss the impact delivered from use of Lean Principles in construction and property management, its emerging frameworks and outlook for future adoption▪ Prop-Tech Revolution: Elaborate on the impact of construction and property technologies in creating and unlocking value in real estate▪ Action Points: Suggest priority actions to be implemented by Govt. and real estate industry for rapid adoption of emerging prop-tech	
11:30 AM – 12:45 PM	SESSION #3: “DISRUPTIONS IN REAL ESTATE: THE GAME CHANGERS”
<p><u>Panel Discussion:</u></p> <p>As traditional realty businesses struggle to maintain levels in spite of recent interventions impacting their way of business, the industry is witnessing an evolution of new models, formats etc. as an outcome of the recent disruptions. These sunrise sectors have emerged in parallel and grown</p>	

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exponentially despite relying on the traditional real estate formats. While private real estate developers face the liquidity challenges and demand slowdown, evolving formats such as Co-working, Co-living, student co-housing, etc. have witnessed substantial investor interest, propelling these real estate businesses towards a promising future. Emerging real estate sharing models are plugging the demand supply gaps for meeting housing and renting requirements resulting from rapid urbanization. As disruptions continue to impact the real estate industry, a discussion is warranted on how the real estate industry can change, adapt, integrate and benefit from such disruptions. In the larger purview of Govt. role as a facilitator, it is important to understand the risks, rewards, challenges and interventions required to ensure a balanced and inclusive future of real estate.

This session intends to focus on discussing the following aspects:

- **'Co'- Models in Real Estate:** Discuss the present impact and future outlook for collaborative models in real estate such as Co-working, Co-Living, Shared Living etc. in growth of real estate
- **Student Housing - Enabling Quality Education:** Assess how student co-sharing real estate models have impacted and enabled student living standards and its related opportunities for housing real estate businesses
- **Virtual Business Platforms: Future of Real Estate?** Elaborate on role of digital platforms & 'prop-tech' in transforming conventional businesses, the positive sentiment surrounding real estate start-ups and the future of digital platforms in real estate sector.
- **REITS and INVits:** Assess how REITs and INVits can emerge as important alternate sources for real estate financing and the future outlook for REITs and INVits in India
- **Collective Wisdom:** Identify key future trends that shall usher a paradigm shift in real estate sector from such disruptions