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- Abidali Dossa, Summit Architect, RCLS 2013

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# SUMMIT CONCEPT

After a successful and well-attended first edition of Real Estate & Construction Legal Summit (RCLS), Lex Witness is proud to present the 2nd Annual Edition which takes place on 25th April, 2013 in New Delhi.

Discussion of the second edition focuses towards solving real time issues and providing practical solutions to challenges faced by corporate counsels and all stakeholders involved in legal and approval process of construction projects.

Global investors are now more selective in their investment portfolios. Recent trends signal greater emphasis on due diligence and inclination of investing in properties as returns are easy to find out.

The industry demand for a single window clearance to speed up the approval still has to see light of day. Meanwhile, the many approvals that involve, local, state, central, environmental agencies to name a few often result in stalled projects leading to an increase in cost and financial losses.

New and upcoming regulation which includes Land Acquisition Act and Real Estate Regulation Bill provides a paradigm shift in the way real estate companies in India go around their business.

It is against this background that the 2nd Edition of RCLS provides a wide ranging knowledge sharing session on best practices for managing approval processes, decoding impact on business and shifts in working structures by new regulations and a way forward strategy for creating transparency to increase investor confidence.

# RCLS 2012 ACCOLADES



All in all a great experience & learning by some of the best in the industry. SEZ topic just seemend out of track. But overall a very good job done by Lex Witness Team. All the best.

- Gagneesh Arora, Vice President, Alchemist Infra Realty Limited

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The summit gave me an opportunity to interact with some perspective clients and advocates colleagues. It was enriching.

- P K Agrawal, Partner- Real Estate, Khaitan & Co

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It was a professionally managed and well choreographed summit. We congratulate Lex Witness team for putting together such a summit and wish them all the best for future events.

- Pankaj Uniyal, N South Advocates

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Platform for relationship through Networking. Excellent opportunity to meet who's who of Industry, development of learning and knowledge.

- S K Singhi, Managing Partner, Singhi & Co.

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Overall Par Excellence.

- Apurva Pragma, Manager - Legal & Contract, Jaiprakash Associates

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The conference was truely helpful to understand, the topics discussed.

- Jagjeet Singh, Asst. Manager (Legal), Ansal Housing & Construction Limited

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RCLS provided the right platform to interact on issues pertaining to the sector and covered the entire canvass starting from inception till the end.

- Sandeep Mahapatra, Partner, Juris Corp

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With eminent speakers powering out their ideas for deliberation, it was a rejuvenating experience altogether.

- Tarun Sharma, Legal Officer, Jaiprakash Associates

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Very enlightening to hear experts speak on intricacies of the real estate law applications.

- Madhumita D. Mitra, Principal Associate, Corporate Lex Port

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Nice, It is a beginning & thought provoking. Momentum is to kept in exploring solutions to the issues.

- Rajesh Goel, Advocate

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# Confirmed & Invited Speakers

Ajay Thomas, Registrar, LCIA India

Anand Vasagan, Head Legal, DHFL Ltd.

Ashok Kumar, VP Legal, Sobha Developers Ltd

Badrinath Durvasula, VP & Head Legal, Larsen & Toubro Ltd.

Bhuvanendra K.V., VP - Legal, Puravankara Group

Chetan Dutt, GM- Legal & Land Affair, Unitech Ltd

Dr. Rajeev Uberoi, Group Head Legal & Compliance, IDFC Ltd.

Dr. Sanjeev Gemawat, VP - Legal, DLF Rentco Group

Girish Gokhale, President - Legal & Group General Counsel, JSW India

Gopal Menghani, Sr. VP - Legal, Lodha Group

H.G. Nagananda, Sr. VP - Land Acquisition, Puravankara Group

Harish Sehgal, ED Law, Dalmia Cements

Hemant Kumar, Group General Counsel, Essar Group

K.P.Yadav, Joint General Manager (Law), Rail Land Development Authority

Mayura Pradhan, Head Legal, Sunteck Realty Ltd

Parry Singh, Managing Director, Red Fort Capital

Pranad Datta, Chairman, Knight Frank Ltd.

R.L. Batta, Sr. Vice President – Legal, Jaiprakash Associates

Rajdeep Khullar, Head Legal, SREI Infrastructure Finance

Rajinder Sharma, Director Corporate Affairs & General Counsel, South Asia, E.I. DuPont

Sunil Mantri, Chairman & Managing Director, Sunil Mantri Group

Sunil Thacker, Partner, Sunil Thacker Associates

Suresh Menon, VP (Corporate Affairs) & Group Company Secretary, Ansal API

V.S.V. Rao, Legal Advisor, IFCI Ltd.

Vaibhav Rekhi, Partner, Indiareit Fund Advisors

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# SUMMIT FLOW

09:40 – 10:00 Key Note Address by Platinum Partners

10:00 – 11:00 Key Note Panel Discussion

**Decoding business implication and preparing for shifts in legal workplace by new and upcoming regulations**

- Decoding the Land Acquisition Bill
- Decoding the Real Estate Regulation Bill
  - Impact analysis Competition Commission of India ruling
  - CCI recommendations - effect and mitigation strategies for Real Estate Development
  - Penalty provisions if construction project is delayed
  - DLF & CCI issues - supplementary order
  - DLF Judgment- allotment clauses
- How to create regular interaction with Regulatory Bodies?
- Creating Transparency

Funding is needed for Real Estate projects from Banks, FIIs, Private Equity and the secondary markets to drive the much-needed momentum. To ensure a viable source of funding, there is an urgent need to create transparency in projects; this discussion will focus on the;

  - The need and way forward solutions for real estate companies to create transparency in their dealings
  - Dealing with bribery and corruption

11:00 – 11:30 Networking Break

11:30 – 12:30 Panel – Mitigating Legal risk & formulating robust due diligence practices for Purchase of Land

**To ensure sustainable interest from Investors there is an urgent need to create transparency in land acquisition and project development process. A robust due diligence process provides a true picture increasing investor confidence, this panel discusses;**

- What does due diligence mean for real estate deals and when do you start the process?
- How does a Preliminary due diligence checklist look like?
- What are the most appropriate Due diligence process before purchasing of land including land marked for agriculture
- Environmental, title/survey and other due diligence
- Contracts and contractual agreements for land purchase
- What are different elements involved in purchase of Government owned land - contractual terms of purchase, agreements and development work different compared to purchase of land from private party?
- Due diligence for avoiding future disputes and litigation in purchase of government owned land?
- Documentation Management Process
- Land Bank Valuation
- NA Permission – process & documentation
- Convergence of land from agricultural to non - agricultural
- Conveyance of land - case study discussion on various states
- Mitigating complications in land acquisition
- Quick review of different Local Laws for land acquisition and its terminology

## 12:30 - 13:00 Focus Discussion - Special Focus Forgery - Detection

As valuation of real estate deals increases, so does the element of cheating and forgery by vested elements. In North India as with other parts of India, Real Estate transactions are working on trust factor, where documentation is not obligatory. Forgery in real estate or land deals is of increasing concern for all stakeholders; hence, this session focuses on;

- Detecting fraudulent documents in real estate transactions
- Due diligence checklist to avoid being defrauded
- Recent example and case studies of forgery and modus operandi of fraudsters in real estate transactions

## 13:00 - 14:00 Networking Lunch

## 14:00 - 16:00 Speed Knowledge Exchange: Approvals

At the time of purchase of the land and for subsequent development of project there are a number of approvals required which differ based on state and local law. A single window clearance is an ideal situation to avoid delay in projects, however working within current parameters means that it is easy enough to overlook and make mistakes in timelines for approvals.

This interactive and practical session will have three round tables of 40 minutes each, sharing real life case studies and practical insights into formalities to be met for these approvals, as well as approval process, which include local, state, environmental, utilities and land regulations for each region. Questions from audiences will be collected before hand for discussion.

## 14:00 - 14:40 Focus Discussion - NCR - Delhi - Noida - Gurgaon

## 14:40 - 15:20 Focus Discussion - Western India

## 15:20 - 16:00 Focus Discussion - South India + Other States

## 16:00 - 16:15 Networking Break

## 16:15 - 17:00 Focus Discussion - Funding Contracts & Agreements

- Finance structures, contracts and approval processes
- Joint Venture - contracts and agreements
- Structuring M&A deals in real estate transactions
- How current funding deals being structured? - contract elements
- Private Equity Contracts - structures and dealing with breaches
- Checklist for investing in real estate deals
- When do nature of agreements clashes with financing options and result in double payment?
- Current trends of FDI in real estate, contracts, regulations, NRI Investments, tax implications and exit clauses
- Impact of FCPA and UK bribery act on Real Estate FDI

## 17:00 - 17:45 Panel: Litigation Strategies

Disputes can arise at the preset or even at the project completion stage in the construction industry leading to litigations and financial blocks. This panel examines the best practices for the construction industry for;

- Litigation Case Studies - current litigation and recent rulings
- Pre - Litigation Strategy
- Litigation Project Management
- Litigation Cost Management
- Litigation strategies against regulatory bodies
- Competition and Anti-Trust Litigation

## 17:45 Closing Remarks

## 18:00 Close of Conference

# Who Should Attend?

Corporate Counsel	Real Estate
Company Secretary	Construction
Head – Contracts	Infrastructure
Head – Legal	Financial Institutions
Chief Executive Officer	Government Authorities
Chief Financial Officer	State Urban Development
Chief Operating Officer	Authorities of India
Managing Director	Private Equity Firms
Head – Land Acquisition	Real Estate Funds
Head – Compliance	Banking Sector
Head – Corporate Affairs	Construction Equipment
Head – Operations	Companies
Head – Regulatory Affairs	Hospitality Development
Law Firm Partners	Power & Energy Infrastructure
Project Financer	Development
Individual Practitioners	Law Firms
Developers	

| Over 20 Industry Experts as Speakers |  
| Over 100 Attendees | Power Packed Panel Discussions |  
| Interactive Sessions | Networking Breaks |

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# GET INVOLVED

## Summit Architect & Speaker Opportunities

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Abidali Dossa | Abid@WitnessLive.in | M: 09702849915  
Neelima Maheshwari | E: Neelima@WitnessLive.in | M: 08800841600

## Sponsorship Opportunities & Delegate Registrations

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Neelima Maheshwari | E: Neelima@WitnessLive.in | M: 08800841600  
Bhupinder Kaur | E: Bhupinder@WitnessLive.in | M: 09654155065  
Vandana Tulwani | E: Vandana@WitnessLive.in | M: 09958154409

## Strategic Alliances & Partnerships

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Akshay Alagh | E: Akshay@WitnessLive.in | M: 09899332111, 09899332440

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## Registration Form

**Yes! I/We will attend the RCLS 2013**  
on 25th April 2013, Hotel Le Meridien, New Delhi

Please send in completed form by email  
to [rcls2013@witnesslive.in](mailto:rcls2013@witnesslive.in)

### 1st Delegate

Name: Dr/Mr/Ms \_\_\_\_\_  
Designation: \_\_\_\_\_  
Department: \_\_\_\_\_  
Company: \_\_\_\_\_  
Contact No: \_\_\_\_\_ Email ID: \_\_\_\_\_

### 2nd Delegate

Name: Dr/Mr/Ms \_\_\_\_\_  
Designation: \_\_\_\_\_  
Department: \_\_\_\_\_  
Company: \_\_\_\_\_  
Contact No: \_\_\_\_\_ Email ID: \_\_\_\_\_

### 3rd Delegate

Name: Dr/Mr/Ms \_\_\_\_\_  
Designation: \_\_\_\_\_  
Department: \_\_\_\_\_  
Company: \_\_\_\_\_  
Contact No: \_\_\_\_\_ Email ID: \_\_\_\_\_

### Authorised Signatory

Name: \_\_\_\_\_  
Designation: \_\_\_\_\_ Department: \_\_\_\_\_  
Telephone: \_\_\_\_\_ Email ID: \_\_\_\_\_  
Fax No: \_\_\_\_\_

Please tick:

- I enclose my Cheque/Draft payable to SriGro Interactive Pvt. Ltd.  
 I am paying by bank transfer (details mentioned alongside)  
 I cannot attend this event but,  
 I would like to purchase the Conference Documentation @ INR 3,000 (taxes extra as applicable)  
 Please add me on your mailing list

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### Registration Fees

#### FOR CORPORATES

- 1 Delegate - INR 10,000
- 2 Delegates - INR 18,000
- 3 Delegates - INR 24,000
- 4 or more - INR 7,500 per delegate

#### FOR LAW FIRMS

- 1 Delegate - INR 12,000
- 2 Delegates - INR 20,000
- 3 Delegates - INR 27,000

*Taxes Extra as Applicable*  
ST. No. AANCS5355ESD005

### Payment Details

Payment by INR bank draft or cheque should be made in favour of "SriGro Interactive Pvt. Ltd." Addressed to:  
 Mr. Akshay Alagh  
 SriGro Interactive Pvt. Ltd.  
 B-1/6, LGE, Hauz Khas  
 New Delhi - 110016  
 Tel: 011-43440000 Fax: 011-43440099

### Bank Transfer Details

A/C Name: SriGro Interactive Pvt. Ltd.  
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 Account Number: 1596882

### Terms & Conditions

Attendance will only be permitted upon receipt of full payment. Cancellations received before April 10, 2013 will be refunded less INR 3000, administration fee. Thereafter, cancellations are not refundable. Participants may be substituted at any time. In case the event gets postponed or cancelled due to unforeseen circumstances, payments will be credited to a future event organized. Delegates will receive a credit note valid for 1 year to participate in any future events organized. It may be necessary for reasons beyond the control of the organizer to alter content and the event date or location or the identity of speakers.