



# CREDAI - MCHI

## CKEDVI - WCHI



2017-18

2018-19

# AGM & CoG



31<sup>st</sup> July 2018

Mayur Shah

# THE SCENARIO

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## AN EVENTFUL 2017-18 :

- **DEMONETISATION** – Impacted cash – flows, liquidity eroded
- **RERA**
- **GST**
- **STAY ORDER - DUMPING; STAY – CIVIL AVIATION; DELAYED ENVIRONMENT CLEARANCES & HIGH RISE**
- **DP – DCR 2034 : DRAFT**
- **COMMON DCR – MMR : DRAFT**

# FOCUSSED & GROUND BREAKING EFFORTS...

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- ❖ Major focus areas identified as below:
  1. Legal Initiatives
  2. Regulatory Initiatives
  3. High Octane Discussions
  4. Ease of doing Business
  5. Collaboration and Research
  6. Enhancing Membership and Local Unit Activities
  7. Events
  8. Clean, Green and Skilled Mumbai

# LEGAL INITIATIVES

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1. Lifting of 2 years old ban on new construction due to Dumping Ground in Supreme Court : **Resulted in almost 150% increase (post Feb-2018) in new launches & great relief to Redevelopment & Green Field Projects**
2. Civil Aviation : Lifted High Court stay order & Permanent Working Group formed with AAI; Concerns raised and Draft Notification addressing all concerns issued; Final notification awaited
3. Met Chief Secretary Committee on high rise development requesting the Government to extend the **height limit from 70m to 120m** & also initiated application for the same in Supreme Court

# REGULATORY INITIATIVES - RERA

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1. Workshops on RERA under the guidance of Shri Gautam Chatterjee.
2. Formation of RERA Conciliatory Forum

**Record 8800+ projects registered during 90 days in MMR!**

# REGULATORY INITIATIVES - GST

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1. GST Seminars to become GST Ready
2. GST Council meetings at State and National level highlighting issues impacting our business
3. **Success in reducing the GST on affordable housing project from 12% to 8%**



# REGULATORY INITIATIVES - DP DCR

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1. DP-DCR 2034 : humungous, unparalleled efforts to complete every EP



# HIGH OCTANE DISCUSSIONS :

## State & Central

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1. Meeting on Revival of Real Estate & Housing with **Hon'ble Shri Arun Jaitley**, Finance Minister
2. Meetings on GST issue with **Hon'ble Shri Sushil Kumar Modi**, Dy. Chief Minister Of Bihar & Chairman of GST Council (reduction in GST Rate, Land Abatement Rate, Clarification on TDR, JVs & JDAs)
3. High level meeting with **Hon'ble Smt. Nirmala Sitaraman**, Defence Minister : Seeking support and opportunities for developing areas around Defense establishments
4. Discussions with TMC, NAINA and CIDCO on EoDB
5. Meeting with Civil Aviation Ministry & Environment Ministry
6. High level meetings with **Hon'ble Shri Jayant Sinha**, Union Minister; **Hon'ble Shri Devendra Fadnavis**, Chief Minister of Maharashtra ; **Hon'ble Shri Sudhir Mungantiwar**, Finance Minister of Maharashtra; **Hon'ble Shri Chandrakant Patil**, Revenue Minister of Maharashtra



# EASE OF DOING BUSINESS

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1. Revenue Reforms and meetings with Revenue Minister Shri Chandrakant Patil and Revenue Secretary Shri Manu Shrivastav
2. Discussions on premiums and their payment terms
3. AutoDCR upgraded to online submissions & processing
4. **CREDAI MCHI's recommendations for raising India's rank in World Bank's Report on Ease of Doing Business Forum 189 to 130**



# MEETINGS WITH TOP OFFICIALS

- Shri Johny Joseph (Retd. IAS), Chairman for SEIAA Committee
- Shri Gautam Chatterjee (Chairman MahaRERA)
- Shri D. K. Mishra (IAS) Secretary of Ministry of Urban Affairs
- Shri Ajoy Mehta, IAS, Municipal Commissioner, MCGM
- Shri Manu Kumar Srivastava (IAS), Principal Secretary (Revenue)
- Sanjay Kumar, Add. Chief Secretary Housing
- Shri Nitin Kareer (IAS) Principal Secretary – UDD (I)
- Shri Deepak Kapoor, I.A.S., Chief Executive Officer, Slum Rehabilitation Authority
- Shri S. Chokhalingam, Settlement Commissioner & Director Land Records
- Shri Sanjay Dhikle (District Superintendent of Land Records (DSLRL) in SRA)
- Shri Upendra Gupta, GST Commissioner
- Shri Prakash Bhukte, Jt. Director, Town Planning
- Dr. Prabhat Rahangdale, CFO
- Shri P.D Waghela, GST Commissioner
- Shri Vasant Prabhu (Secretary) with High Power Committee

Successfully resolved many issues concerning Real Estate Industry

# COLLABORATION & RESEARCH

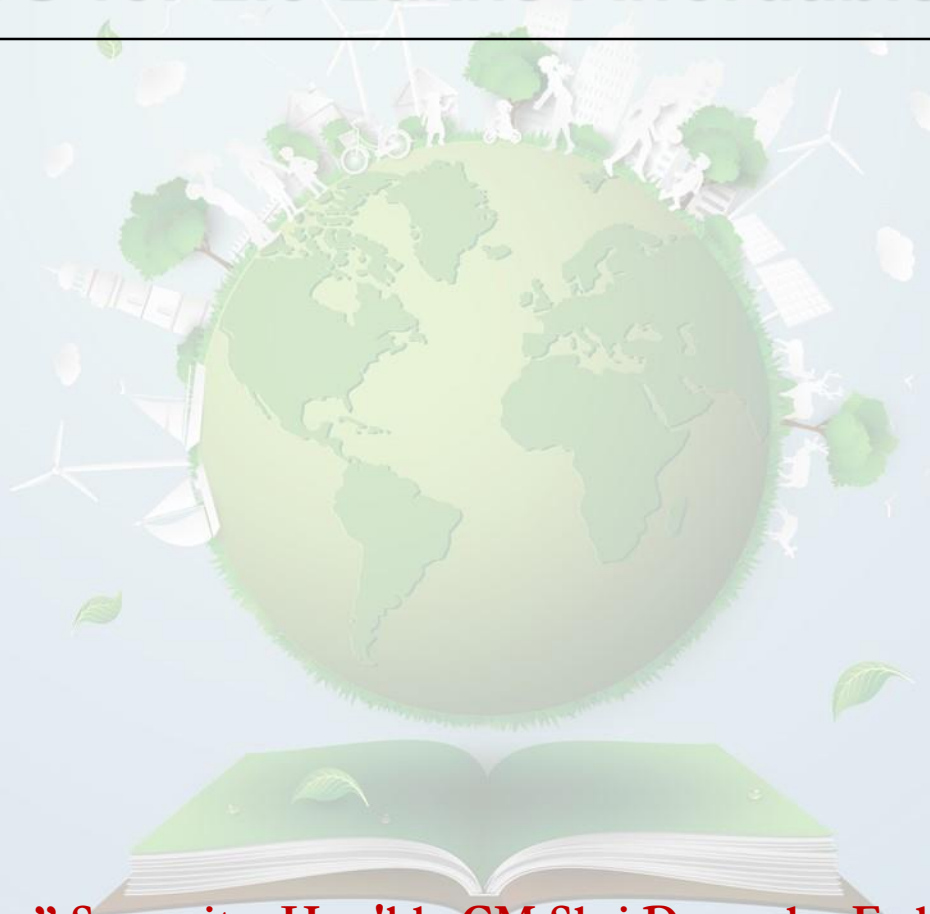
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1. **Comprehensive study on Land Rate Valuation**; constant research based representations on various issues related to Ready Reckoner : **6 months stay on Ready Reckoner Rates**
2. Road width statistics compilation and analysis
3. In-depth analysis of Development Charges across MMR, both Greenfield & Brownfield
4. Supply side research initiated in collaboration with CREDAI National
5. **Magnetic Maharashtra and signing of MOU\_for 2.5 lakhs affordable homes**

# **MAGNETIC MAHARASHTRA:**

## **MoU for 2.5 Lakhs Affordable Housing**

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**“Magnetic Maharashtra” Summit – Hon'ble CM Shri Devendra Fadnavis welcoming & felicitating Hon'ble Prime Minister of India, Shri Narendra Modi amidst the presence of highly distinguished Indian & Global CEOs like Mr Richard Branson, Mr Ratan Tata, Mr Mukesh Ambani, Mr Anand Mahindra and the likes**

# ENHANCING MEMBERSHIP & LOCAL UNIT ACTIVITIES

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1. KDMC – Peace Morcha for Open Land Tax issue : **Real show of collective strength of our industry**
2. Raigad Unit's – AGM
3. Increased membership by **adding 53 new members**;  
Today, we stand at 1500+ members



# EVENTS

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1. **Launch of CREDAI MCHI Youth Wing**
2. BIZNET
3. MAHA PROPERTY EXPO
4. NATCON- London
5. MPL – V
6. **Golden Pillar Awards 2018**



# YOUTH WING

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1. Visit to Lodha World One
2. Knowledge session on Affordable housing with Mr. Vipul Roongta, MD & CEO, HDFC Capital Advisors
3. Launched CREDAI MCHI **Real Estate Dialogue (RED)**
4. Study tour to Delhi, ATS Prestine & others

# PROPERTY EXPO

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- Expo recorded 82, 348 footfalls, highest ever!! Business transacted to the tune of 400 Crores, including Spot Home-loans of 100 crores
- Never before buying experience for customers

# BIZNET

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**BIZNET - ULTIMATE business & networking Platform by CREDAI –MCHI for Real Estate Industry held met with tremendous success amidst the presence of over 100 well-known developers & 20 Allied industry players**

# Golden Pillar Awards

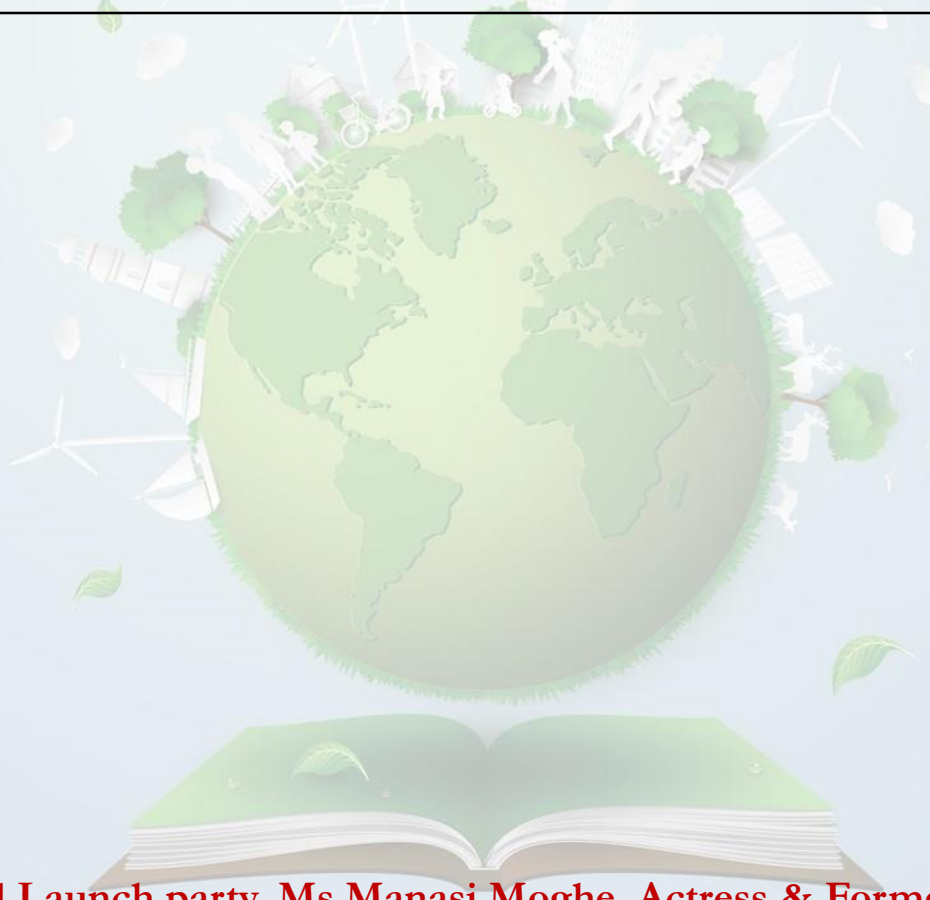
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One of the most eagerly awaited award functions, “The Golden Pillar” Awards were hosted by CREDAI - MCHI amidst power-packed audience representing the entire spectrum of Real – Estate industry.

# MCHI PREMIER LEAGUE

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MPL 5 began with a grand Launch party, Ms Manasi Moghe, Actress & Former Miss Diva and Ms Jhinal Belani, Actress & Model were Chief Guests on the occasion. Mr Mayur Shah, President, CREDAI-MCHI, Mr Gopal Kabra, CMD, RR Kabel and Mr Rasesh Gandhi, Sr. Vice – President, Response, TOI, and Mr Deepak Goradia, VP, CREDAI-MCHI were Guests of Honour

# CLEAN, GREEN & SKILLED MUMBAI

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## CLEAN

- Treatment of 1,500Kg waste per day
- Achieve target of 5 tones of waste per Month

## GREEN

- Massive Tree Plantation Drive
- Associate with Mission Green Mumbai to plant One Lakh Trees
- 6000 Trees Planted

## SKILLED

- Skilled over 6,000 construction works
- Associated with RAGC to skill Construction Worker under PMKVY CSDC & NSDC

CREDAI-MCHI as responsible Developers Association has always been compliant and responsive to Environment Related Issues.



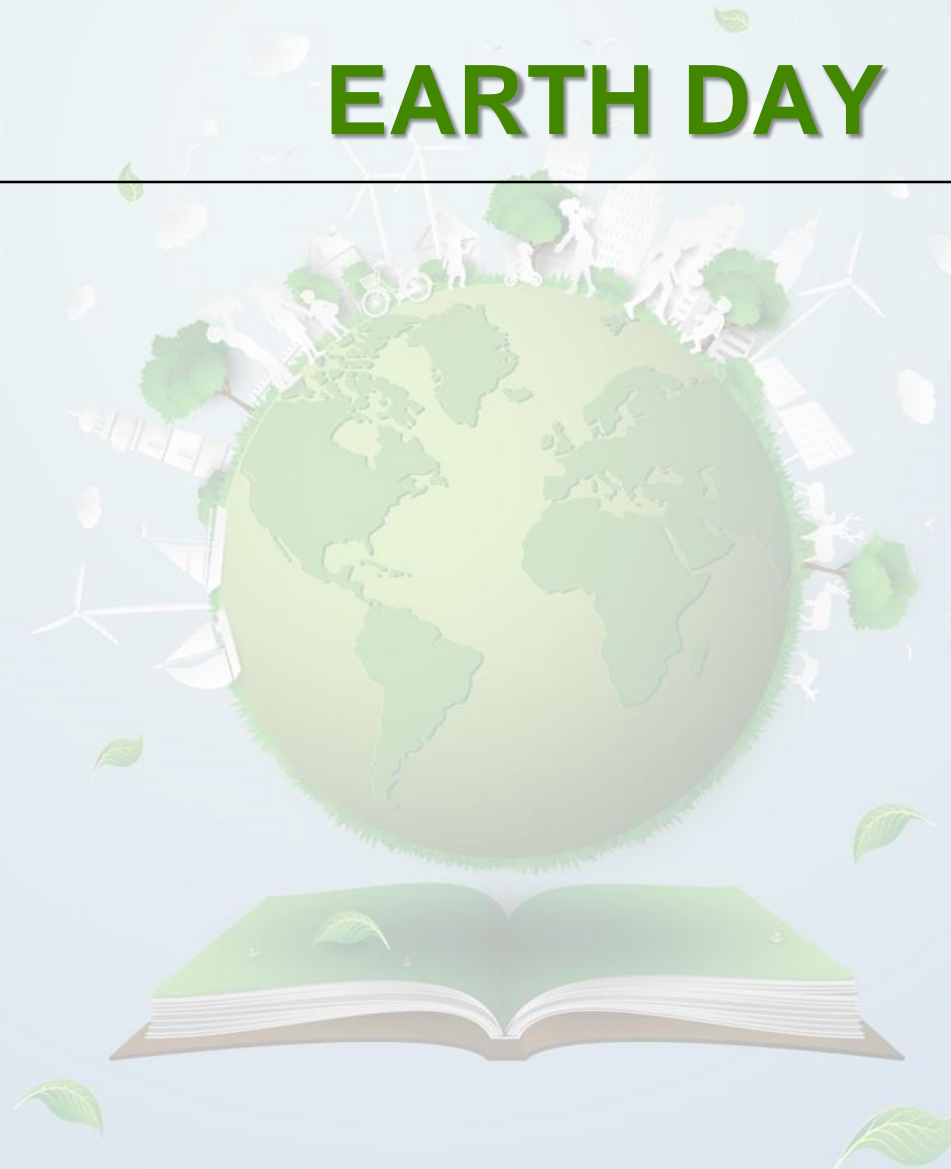
# CREDAI-MCHI WOMEN'S WING

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- 8 Health Camps and 1800 labourers benefited by Health camp.
- 43 Students given Scholarships and Motivational & Interactive Session for Students
- Clean-Green-Skilled Initiative undertaken by CREDAI-MCHI.
- Free Health Camp for all the visitors at the Expo in association with Apollo Hospital and Blood Donation Drive through Arpan Blood Bank-NGO.
- Women's Wing in association with GREEN YATRA successfully conducted Tree Plantation Drive

# EARTH DAY

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Earth day celebrated with élan by **CREDAI – MCHI & Mission Green**  
**Mumbai!!**



# 360° ROBUST MEDIA PRESENCE

## Budget expectations from Real Estate sector: 2018

ALL eyes are set on February 1, 2018, when Hon'ble Finance Minister Shri Arun Jaitley will present the Union Budget.

Considerably impacted by structural policy reforms in the year 2017 like Demonetisation, RERA & GST, the real estate industry is looking up to this Union Budget with feelings of anxiety as well as hope. Mayur Shah, President, CREDAI-MCHI expresses his views on the same, "We have some expectations from the government in the form of deductions on housing loan interests on property and exemptions for developers from taxes to give a boost to affordable housing. Besides, CREDAI-MCHI, the apex developers body expects the government to announce some concessions in income tax of at least Rs 1 lakh per annum for first-time home buyers."

CREDAI-MCHI Maha Property Expo 2017 is back. And it goes on to be the first time in the history of the expo, we give you a sneak peek into the expo in order to make your home-buying hassle-free and less time-consuming.

### ACHHE DIN ARE BACK!

The expo is a platform for the real estate industry to showcase its products and services to the public. It is a place where you can find everything you need for your home, from furniture to appliances. The expo is a great way to see the latest trends in home decor and to get ideas for your own home. It is a place where you can find everything you need for your home, from furniture to appliances. The expo is a great way to see the latest trends in home decor and to get ideas for your own home.

## Cricket takes centre-stage

The CREDAI-MCHI Premier League is its 8th year and it is a testament to the success of the league. The league has been a great success story for the real estate industry and it is a platform for the industry to showcase its products and services to the public. It is a place where you can find everything you need for your home, from furniture to appliances. The expo is a great way to see the latest trends in home decor and to get ideas for your own home.

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**Realty Now**  
EVENT REPORT: CREDAI-MCHI MAHA PROPERTY EXPO 2017 | DATES: 16-19th NOVEMBER, 2017

**Home seekers seize opportunities under one roof**  
The CREDAI - MCHI Maha Property Expo 2017 recorded 82,348 footfalls, the highest ever in the history of the expo.

## HOME-BUYERS GOT THE ADVANTAGE

Curtains dropped on the CREDAI-MCHI Maha Property Expo 2017 last week and the reviewers say it was a success. Read on...

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## TIMES OF INDIA

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**VISION 2022**

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**SENSEX 32325.41**  
**MCX Almn 12130.35**

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**IN THE GROUND**

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**CREDAI - MCHI**

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# WAY FORWARD

## 1. Further Improve Business Viability

- Reduction in Premiums by 50%
- Reduction in GST & Transaction Cost



## 2. Paradigm shift in Approval Process like Andhra Pradesh

- Building approvals online from Empaneled Architects
- For eg. Out-sourcing as in Passport to TCS; Outsourcing in MahaRERA Registration to KPMG

**THANK YOU ALL, for giving me this opportunity to lead the esteemed organization, CREDAI-MCHI.**

**I am highly honored.**

# APPRECIATE EFFORTS OF MC MEMBERS & CREDAI-MCHI STAFF

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## KEY STAFF MEMBERS

**S S Hussain (Retd.) I.A.S.**  
Chief Executive Officer

**Avadhoot Rane**  
General Manager

**T.D. Joseph**  
Head (Events & Exhibitions)

**Bienu M Vaghela**  
Head (Public Relations)

**Sanjiv Chaudhary MRICS**  
Head (AutoDCR)

**Satish Kumar**  
Head (Secretariat)

# A BIG THANK YOU TEAM