

Ref. No.: MCHI/SEC/11-12/131

November 3, 2011

To,  
All MCHI Core Committee Members.

Sub.: MCHI BANKING CONCLAVE

Ref.: Discussion held in our Weekly Core Committee Meeting on Nov. 1, 2011 at MCHI Office.

Dear Friends,

Over the past one year we have been talking about organizing the **MCHI Banking Conclave**. We have in the last weekly core committee meeting had a detailed discussion and now finalized this Conclave, which should be held urgently in December 2011.

1. THE THEME:

- The past few months have been a period of great challenge and some uncertainty. The recent hike in interest rate has imposed its own problems on our Industry and now we urgent solutions.
- Real Estate in India continues, and will continue to play a major role as the key driver of the economy. This Banking Conclave should deliver seminal insights to help Real Estate atleast in the Mumbai Metropolitan Region to really move up to the next level and resolve major issues currently faced by our Industry.
- Banking and Finance represent the most critical inputs for the realization of Housing and Real Estate Projects. This Banking Conclave should serve to cement the close, interlinked bond that MCHI shares with the Banking Sector.

2. ISSUES TO BE ELABORATED / DISCUSSED IN THE CONCLAVE:

- i. Restructuring of construction funding to be allowed.
- ii. Delay of projects cannot be a reason for NPA's in Real Estate.
- iii. Prepayment penalty to be waived.
- iv. Loan against property (Mr. Mukesh Patel to be elaborate).
- v. Developers / Project Funding (ECB to be allowed).

- vi. Reduction of interest rates and Readjustment of old loans of Developers.
- vii. Risk weight age on loans to be reduced.
- viii. Recommend the Government to decrease the risk rate of loans in our Industry.

### **3. THE PROPOSED INVITEE GUEST / SPEAKERS:**

#### **Guests**

- i. Finance Secretary, Government of India (Chief Guest)
- ii. Deputy Governor, Reserve Bank of India (Guest of Honour)
- iii. Shri M. D. Mallya, Chairman, Indian Bank Association (Guest of Honour)

#### **Key Speakers (To be selected from)**

- i. Shri Pratip Chaudhuri, Chairman - State Bank of India
- ii. Shri R. K. Bakshi, Executive Director - Bank of Baroda
- iii. Shri M. V. Nair, Chairman & MD - Union Bank of India
- iv. Shri R. M. Malla, Chairman & MD - IDBI Bank Ltd.
- v. Shri K. R. Kamath, Chairman & MD - Punjab National Bank
- vi. Shri Keki Mistry, Vice Chairman & CEO - HDFC Ltd.
- vii. Smt. Chanda Kochar, MD & Chief Executive Officer - ICICI Bank Ltd.
- viii. Smt. Shikha Sharma, MD & CEO - Axis Bank Ltd.
- ix. Shri Uday S. Kotak, Chairman & MD - Kotak Mahindra Bank Ltd.
- x. Smt. Naina Lal Kidwai, Group General Manager & Country Head, India -  
The Hongkong and Shanghai Banking Corporation Limited
- xi. Shri Neeraj Swaroop, CEO (India) - Standard Chartered Bank
- xii. Shri V. K. Sharma, Director & Chief Executive - LIC Housing

### **4. PROPOSED PARTNERSHIP:**

There were suggestions that we organize this Conclave in association with Indian Bank Association, which could be looked at.

### **5. DELEGATES / CONCLAVE FEES:**

Delegates for this Conclave should be Owners, Promoters, Directors and Sr. Finance Directors, all Members of MCHI. We could also send the invites to Non MCHI Members, leading Bankers, Fund Managers and Sr. Directors from the Housing Finance / Finance Industry.

**The Delegates Fees would be;**

- i. MCHI Members Rs.15,000/-
- ii. Non MCHI Members Rs.25,000/-

**6. THE DATES:**

The dates tentatively decided were 2<sup>nd</sup> and 6<sup>th</sup> December, 2011

**7. THE VENUE: (In Order of Choices)**

- i. Trident Hotel (Roof Top), Nariman Point
- ii. Taj Mahal Hotel, Colaba
- iii. Inter Continental, Marine Drive
- iv. Four Seasons, Worli
- v. ITC Grand Maratha Sheraton, Parel

**8. THE ARRANGEMENTS:**

This Conclave will be a high end affair. The Seating for the Delegates will be organized in a round table format along with high end cocktails and fine dinning.

**9. THE CORE ORGANIZING TEAM:**

The Core Committee decided to appoint the following Members as a Core Organizing Team.

**Core Team:**

- a. Mr. Mayur Shah, Vice President
- b. Mr. Ashok Mohanani, Treasurer
- c. Mr. Mukesh Patel, Jt. Treasurer
- d. Mr. L. P. Bhagtani, Jt Treasurer



Ex Officio Members:

- a. Mr. Vimal Shah, President elect
- b. Mr. Dharmesh Jain, Vice President

**10. CONCLUSION:**

- i. We are now in the process of trying to confirm any of the venues.
- ii. Mr. Dharmesh Jain is trying for a meeting with IBA Chairman, Mr. Mallya and also to get an appointment with the Secretary of Finance, Finance Ministry Government of India, New Delhi..
- iii. Mr. Vimal Shah is trying to get the appointment with the Deputy Governor of RBI in Mumbai.
- iv. May I request you to all, please go thru all the above in detail and include any other issues to be addressed which I may have left out for this Conclave.

We all at MCHI would like this 1<sup>st</sup> Banking Conclave to be a highly successful, result oriented and highly attended affair.

Hence I look forward to your full support and I would request to Core Committee to take over the responsibilities along with the MCHI CEO / Secretariat and organize this important Event.

Best Regards,

For Maharashtra Chamber of Housing Industry

Sd/-

Boman Irani

Hon. Secretary