



27-28 SEPTEMBER, ASHOK HOTEL, NEW DELHI

Post Show Review



EVENT PARTNERS



Lead Partner 	City Partner دائرة الأراضي والأملاك Land Department	Silver Partners 	Conference Partner
Lanyard & Panel Partner 	Consulting Partner 	Television Partner 	Supporting Partner

Exhibiting Partners



Media Partners



INTRODUCTION



International Real Estate Expo (IREX) is an innovative platform to market real estate to elite clientele and top-tier investors in India. It is an annual event that presents international real estate investment avenues for high net worth and wealthy individuals who intend to invest in international real estate and premium luxury properties in India. IREX 2019 was also held in conjunction with the IREX Residency & Citizenship Conclave.

The conclave is a platform that offers various options and prospects of citizenship and residency across the world to Indian residents. The Conclave brings together Residency & Citizenship consultants, legal consultants, government bodies, property developers and other stakeholders under one roof. The conclave gives an opportunity to international immigration companies & law firms to market residency & citizenship programs to elite clientele and top tier investors in India.

The fifth edition of International Real Estate Expo (IREX) and IREX Residency & Citizenship Conclave was successfully held in New Delhi in September 2019. The show drew tremendous response from visitors from all over India who could meet the participating international immigration companies, legal experts, real estate developers and investment firms from US, Canada, UK, Europe, UAE, Caribbean Islands, Thailand, Australia etc. Delegates that attended the conference included pre-registered investors, real estate agents & brokers, immigration consultants, law firms, wealth advisors, investment consultants and international government bodies.

The fifth edition drew participation from international real estate companies like Meraas, UAE; Magic Developments, USA; District One, UAE; Tiger Properties, UAE; Nakheel, UAE; Alterra Worldwide, Turkey; DAMAC, UAE; Silverseas Property, Thailand; Geocon Group, Australia; Gambit Property, Australia; Cyfield Group, Cyprus; Leptos Estates, Cyprus. Top international immigration & EB5 companies also participated at the show, such as Range Developments, Invest America, Vital Developers, Concorde EB-5 Advisors, Vardikos & Vardikos, CMB Regional Centers, V2 Development, Step Global, American Lending Center.

About 2000+ people visited the show, out of which 70% were direct Investors and 30% were industry experts, agents, consultants etc.

The IREX Residency & Citizenship conference was organized on the first day of the show which focussed on the global citizenship/residency scenario along with various financial and legal implications to gain foreign citizenship. CMB Regional Centers, USA were the conference partner. Presentations by individual immigration companies and consultants, legal and financial experts and foreign government bodies were also a part of the conference. The panel discussion at the conference on 'Comparative Analysis of Citizenship & Residency-by-Investment Programs' was covered by CNBC TV18 and moderated by the celebrity anchor, Ms. Manisha Natarajan.

As part of its industry initiative, the IREX Business Connect was also organised on second day of the show which brought Indian property brokers in touch with international property developers, so that they can work for them as their local sales agents/representative in India. This opens new business avenues for the Indian property brokers and help them learn international trade practices besides ensuring year long sales for foreign developers through these agents.

The event was supported by Dubai Land Department as the City Partner for the show. V2 Development, Greece was the Lead Partner; Meraas, UAE & Magic Developments, USA were the Silver Partners of the show.

SHOW GLIMPSES



Delegates of CMB Regional Center Interacting with the visitors



Visitors interacting at Vital Developers stand



Representative of Vardikos & Vardikos, briefing visitors about the investment opportunities



Visitors at Step Global stand



Visitors interacting with the representatives of Invest America



Prospera Europe Ltd. staff interacting with visitors



High visitor turnout at the show

IREX RESIDENCY & CITIZENSHIP CONCLAVE



The IREX Residency & Citizenship Conclave took place on the first day of the expo. The conclave brought together Residency & Citizenship consultants, legal consultants, government bodies, property developers and other stakeholders under one roof. The conclave showcased presentations by top immigration experts on various global residency & citizenship programs:

EB5 and other immigration programs from Australia, Caribbean Islands, UK, UAE, Cyprus, Malta, Portugal, Canada and Greece. The conference focussed on the global citizenship/ residency scenario along with various financial and legal implications to gain foreign citizenship through investment.



Inaugural address by H. E Majida Ali Rashid, Dubai Land Department



Engaging session by CMB Regional Center, USA



Presentation by V2 Development, Greece



Delegates at the IREX Residency & Citizenship Conclave



Panelists at the IREX Residency & Citizenship Conclave



Matt Mahaney, Chief Legal Officer & Managing Director, Pacific Casino & Entertainment Group, Invest America, USA



Mohammed Asaria, Founder & Managing Director, Range Developments, Caribbean



Mehmet Faith Kara, CEO & Owner, Alterra Worldwide, Turkey



Deepanshu Choudhry, Head of Legal, Step Global, Canada
Preeya Malik, Managing Director, Step Global, Canada



Thiru Vengadam, Vice President & Country Manager, Concorde EB-5 Advisors LLC, USA



Christos Vardikos, Managing Partner, Vardikos & Vardikos, Dominica



Delegates at the IREX Residency & Citizenship Conclave

Panel Discussion on ‘Comparative Analysis of Citizenship & Residency-by-Investment Programs’



At the IREX Residency and Citizenship Conclave 2019, top international immigration companies presented various options and prospects of citizenship and residency across the world to Indian residents. The panel discussion on ‘Comparative Analysis of Citizenship & Residency-by-Investment Programs’ was conducted by Manisha Natarajan, Group Editor, Network 18 with participation of representatives from leading immigration companies and legal experts.



Panel Discussion at IREX Residency & Citizenship Conclave 2019 moderated by celebrity anchor Manisha Natarajan from CNBC TV 18
Left to Right: George Chrysoschos, Tatyana Cilia, Bindi Parikh, Mohammed Asaria, Manisha Natarajan, Hugo Pinto, Hassan Ahmed, Mehmet Fatih Kara, Prashant Ajmera

Panelists		
Mr. George Chrysoschos	Director	Cyfield Group of Companies
Ms. Tatyana Cilia	Head of Malta Operations & Managing Director	Prospera Europe Ltd.
Ms. Bindi Parikh	Attorney & Founding Partner	Parikh & Prasad, PC
Mr. Mohammed Asaria	Founder & Managing Director	Range Developments
Ms. Manisha Natarajan	Group Editor, Real Estate & Urban Affairs	CNBC Network 18
Mr. Hugo Pinto	Executive Golden Visa Consultant	IR Group
Mr. Hassan Ahmed	Manager of Sales, Arabic Region	V2 Development
Mr. Mehmet Fatih Kara	CEO & Owner	Alterra Worldwide
Mr. Prashant Ajmera	Advocate & Indian Immigration Lawyer	Ajmera Law Firm

Topics of Panel Discussion: ‘Comparative Analysis of Citizenship & Residency-by-Investment Programs’

- ◆ The Growing Market for Residency and Citizenship
- ◆ Identifying the drivers for investment migration from India
- ◆ Competitive Analysis of Citizenship-by-Investment Programs
- ◆ Overview of Foreign Residency & Citizenship Programs & trends in Foreign Citizenship Programs
- ◆ Exploring the Opportunity of Citizenship/Residency at U.K., U.S.A., Cyprus, Australia etc.
- ◆ Comparative analysis of various citizenship programs: EB5, Golden Visa etc.
- ◆ Global Perception of Citizenship-by-Investment Programs

As part of its industry initiative, the organisers have launched IREX Business Connect. IREX Business Connect is bringing Indian property brokers in touch with international property developers, so that they can work for them as their local sales agents/representatives in India. This opens new business avenues for the Indian property brokers and help

them learn international trade practices besides ensuring year long sales for foreign developers through these agents. A full day session was held on the opening day, which was attended by brokers from all over India. Representative of the international developers addressed brokers and enrolled many as their agents.



Jonathan Santiago, Vice President, Magic Developments, USA



Amir Khawaja, Director & Officer in Effective Control, Gambit Property, Australia



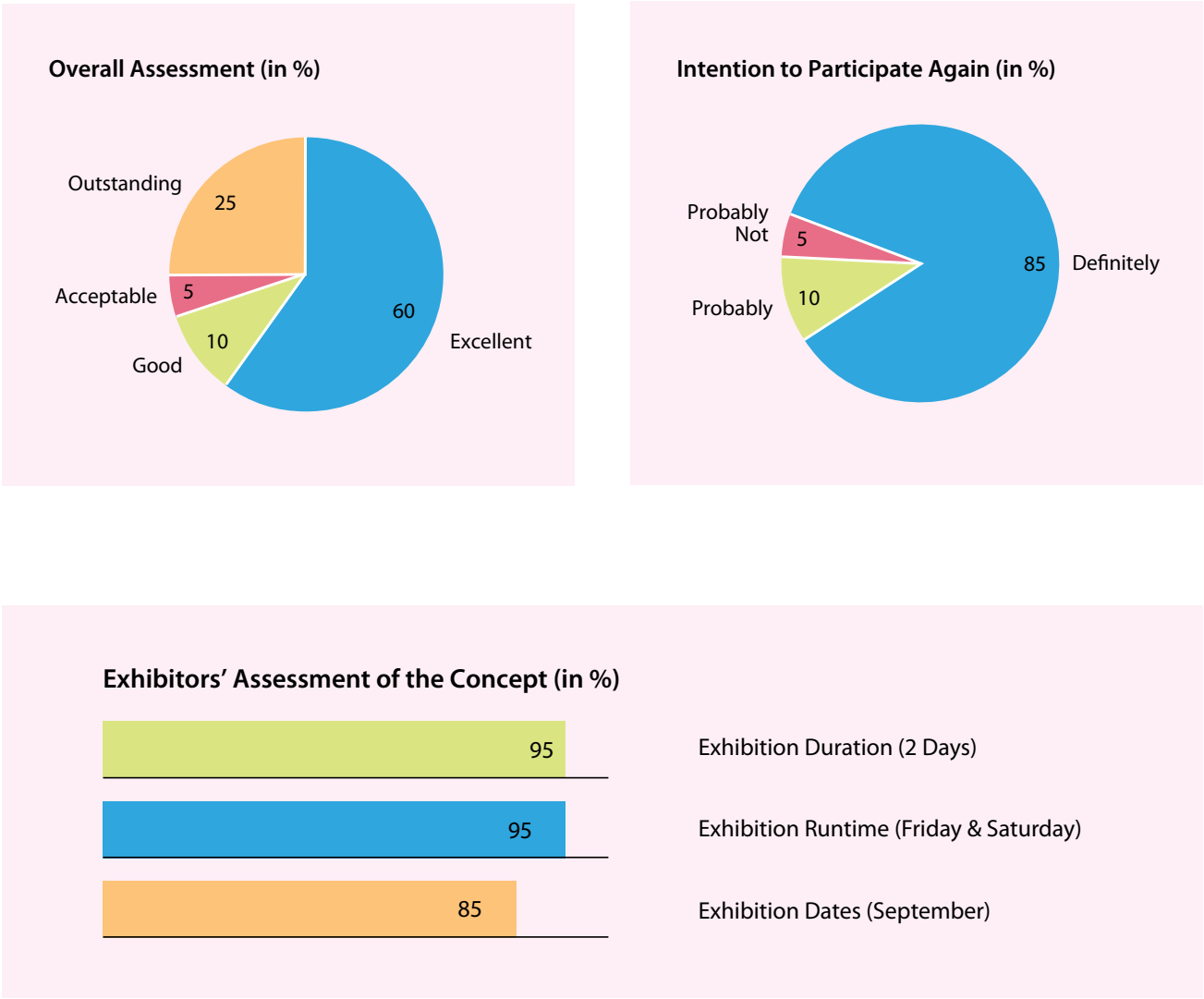
Visitor turnout



View of the Audience

IREX 2019 presented high end international investment opportunities in the residential segment like Meraas, UAE; Magic Developments, USA; District One, UAE; Tiger Properties, UAE; Nakheel, UAE; Alterra Worldwide, Turkey; DAMAC, UAE; Silverseas Property, Thailand; Geocon Group, Australia; Gambit Property, Australia; Cyfield Group, Cypurs; Leptos Estates, Cyprus.

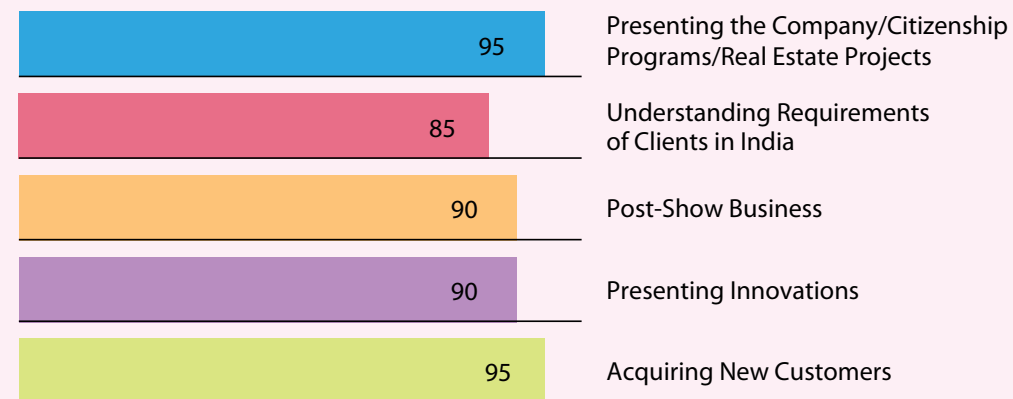
Coinciding with the property segment of the show, the IREX Residency & Citizenship Conclave took place that presented global immigration & citizenship by investment programs in USA, Malta, Canada, Turkey, Greece, Cyprus, Portugal, Caribbean Islands etc. The conclave had participation from top immigration companies and legal experts from these countries. Some of the companies participated were Range Developments, Invest America, Vital Developers, Concorde EB-5 Advisors, Vardikos & Vardikos, CMB Regional Centers, V2 Development, Step Global, American Lending Center that offered novel concept of overseas real estate investment combined with citizenship.



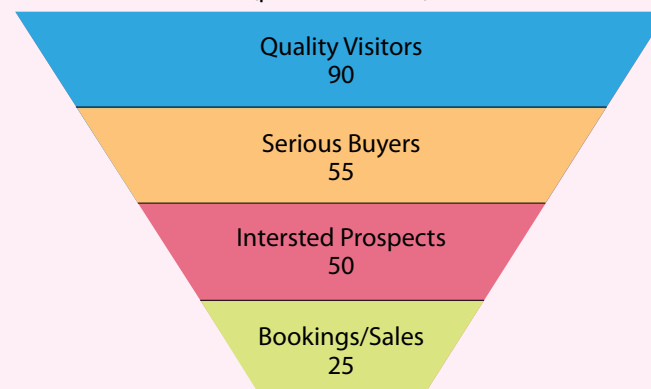
OVERALL EVALUATION



Achievement of the Top Objectives from Participation during the Event (in %)



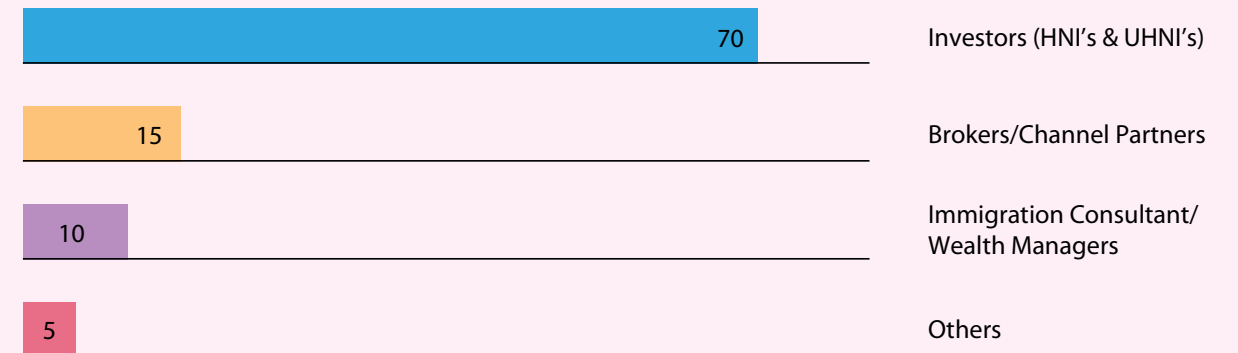
Genuine Leads & High Conversion Rate (per 100 visitors)



OVERALL EVALUATION



Visitor Breakdowns by Job Activity (in %)



OVERALL ASSESSMENT

95%

of all Residency & Citizenship Conclave attendees rated the conference as "very good" and "good" and will attend in IREX 2020

BROKERS

95%

of the IREX Business Connect attendees were brokers

INVESTORS/ DECISION MAKERS

70%

of the show visitors were investors/decision makers/experts from the trade

FUTURE PARTICIPATION

100%

of this years' attendees will "definitely" or "maybe" attend in IREX 2020

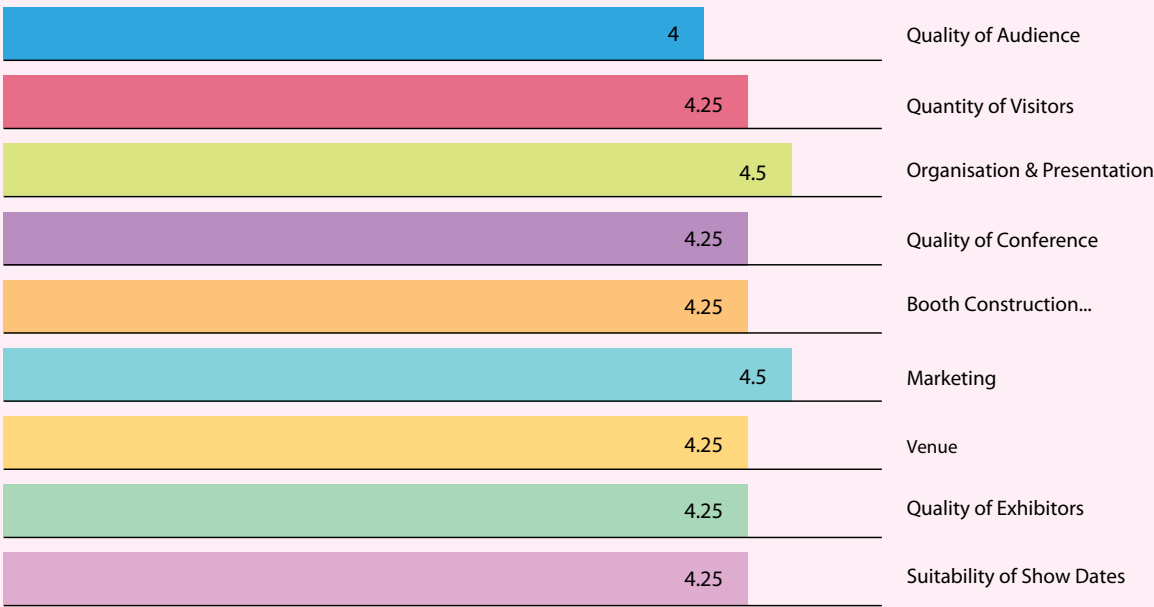
EXHIBITION 2019 FEEDBACK



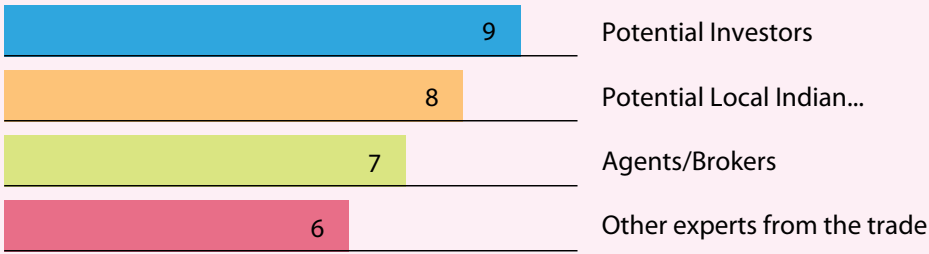
How was your overall experience at IREX 2019, New Delhi? (1 being lowest, 5 being highest)



How do you rate IREX 2019, in terms of the following parameters? (1 being lowest, 5 being highest)



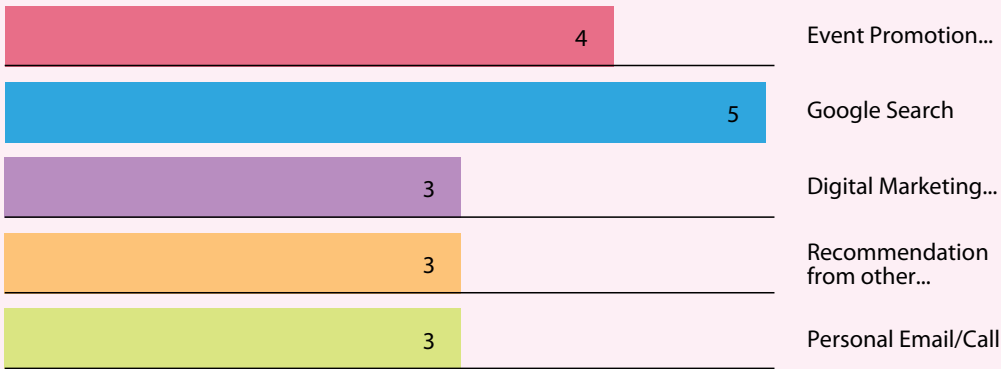
Did you get to meet your target audience? Graded out of 10



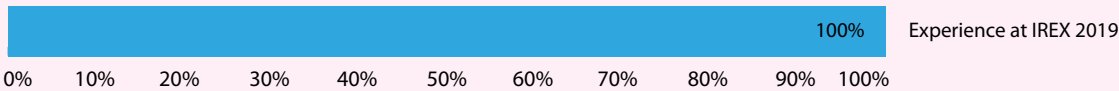
EXHIBITION 2019 FEEDBACK



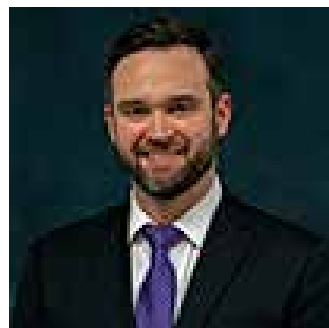
How did you come to know about IREX 2019, New Delhi? Graded out of 5



Would you like to participate at IREX 2020?



EXHIBITORS' TESTIMONIALS



"It has far way exceeded our expectations. We had unbelievable traffic at our booth, very high quality people coming around asking great questions. Its been fantastic."

Matt Hogan
Vice President of Project Development
CMB Regional Centers

"Its been great I have come before and I think this year it is specially good."

Mark Davies
Global Managing Partner and Founder
Davies & Associates



"It has been a great experience at IREX this year. We have been through non-stop meetings with potential investors, people who want to immigrate and we literally did not have a second to sit down."

Preeya Malik
Managing Director, Step Global

"IREX has been a fantastic exhibition. It has far exceeded our expectations, there have been literally thousands of people here we have lost our voices by speaking to so many people and a fantastic conference at the same time."

Mohammed Asaria
Founder & Managing Director, Range Developments



EXHIBITORS' TESTIMONIALS



"This is my first time that I have participated in this show and I find it very interesting. There were a lot of people, a lot of interest for all the markets. Very well organized."

Christos Vardikos
Managing Partner, Vardikos & Vardikos

"Its been a great event, we have had really good set of potential investors that visited our booth asking great questions. The panel discussion has been the best so far amongst all conferences we have attended. Definitely we will be here again."

Matt Mahaney
Chief Legal Officer and Managing Director
PCEG, Invest America



"Its been a phenomenal experience at IREX 2019. We have received alot of attention from the visitors and its been extremely busy."

Mehmet Fatih Kara
CEO & Owner
Alterra Worldwide

"This is the first time at IREX and we are very happy. We have been very busy and we are very happy with the response and the exhibition. The timing of the show is right and we will be here again next year."

George Chrysochos
Director
Cyfield Group of Companies



EXHIBITORS' TESTIMONIALS

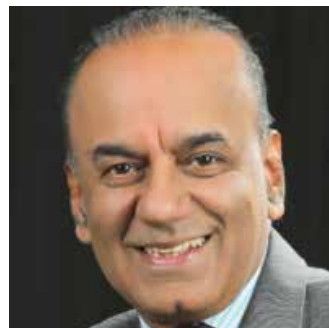


"Very very positive experience at IREX 2019. We met some investors and channel partners. The panel discussion was good too and the event is quite organized. I am pleased that we decided to participate here."

Tatyana Cilia
Head of Malta Operations & Managing Director
Prospera Europe

"The experience at IREX was very good since we received a lot of clients here looking for visas or investment. We are surprised to see the turnout, its way more than what we were expecting."

Hugo Pinto
Executive Golden Visa Consultant
IR Group



"This is the first time we are participating and I think it's a great opportunity for us to be here. We weren't really expecting as many people and its not general crowd visiting, I think it's a quality audience that you have brought in. Great Job!"

Thiru Vengadam
Vice President and Country Manager
Concorde EB-5 Advisors, LLC

"We had underestimated the amount of footfall that has actually come in at IREX. The footfall has been amazing, the number of genuine investors, the quality of crowd we received was unexpected. We actually are overwhelmed by the response."

Garry Gulati
L.R.E.A & Auctioneer
Waratah Estate Agents, Geocon Group



EXHIBITORS' TESTIMONIALS



"It was very busy and experience is nice the event exceeds our expectations and we are very happy. Definitely will be participating again at IREX show next year."

Hassan Ahmed
Manager of Sales, Arabic Region
V2 Development



"Experience was very good. We met lot of people, potential customers, agents and direct customers. Its great."

Alexander V Berenstein
CEO
Vital Developers

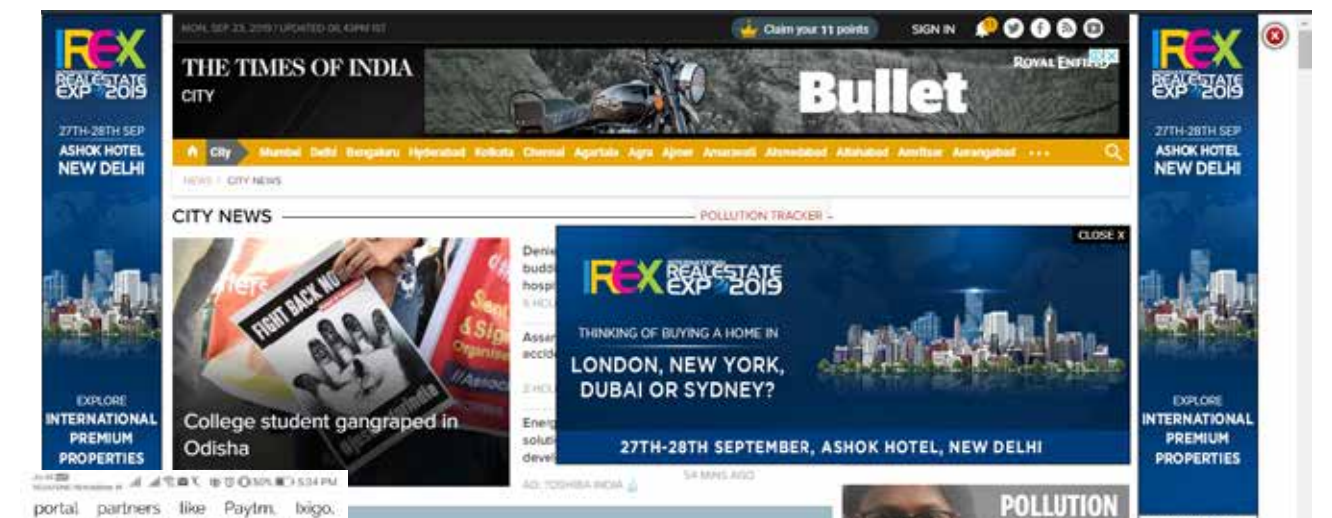
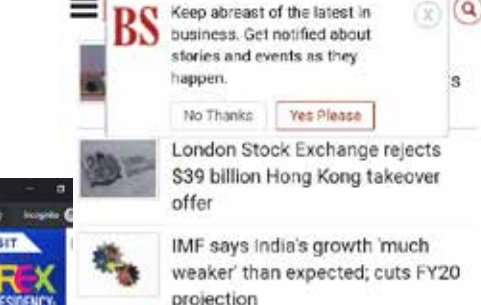
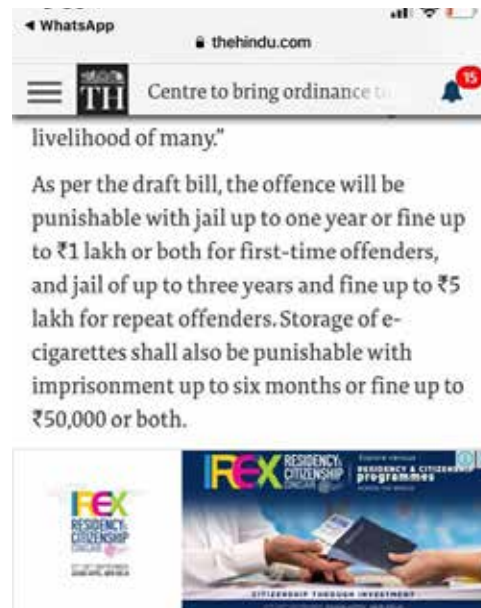
"The experience is wonderful. We have not seen such kind of crowd where we have finished with all our inventories the first day itself. We got a variety of good enquiries. The quality and quantity of the crowd was amazing as well as the arrangements were fantastic."

Varun Singh
Managing Director
Xiphias Immigration



"It's a great experience at IREX 2019. We had an excellent gathering, I am glad with the kind of response we are getting from the crowd. We see lot of people with serious intentions of moving abroad and they are talking real and making business sense so I think its great opportunity and looking at the quality of crowd, it's a great event."

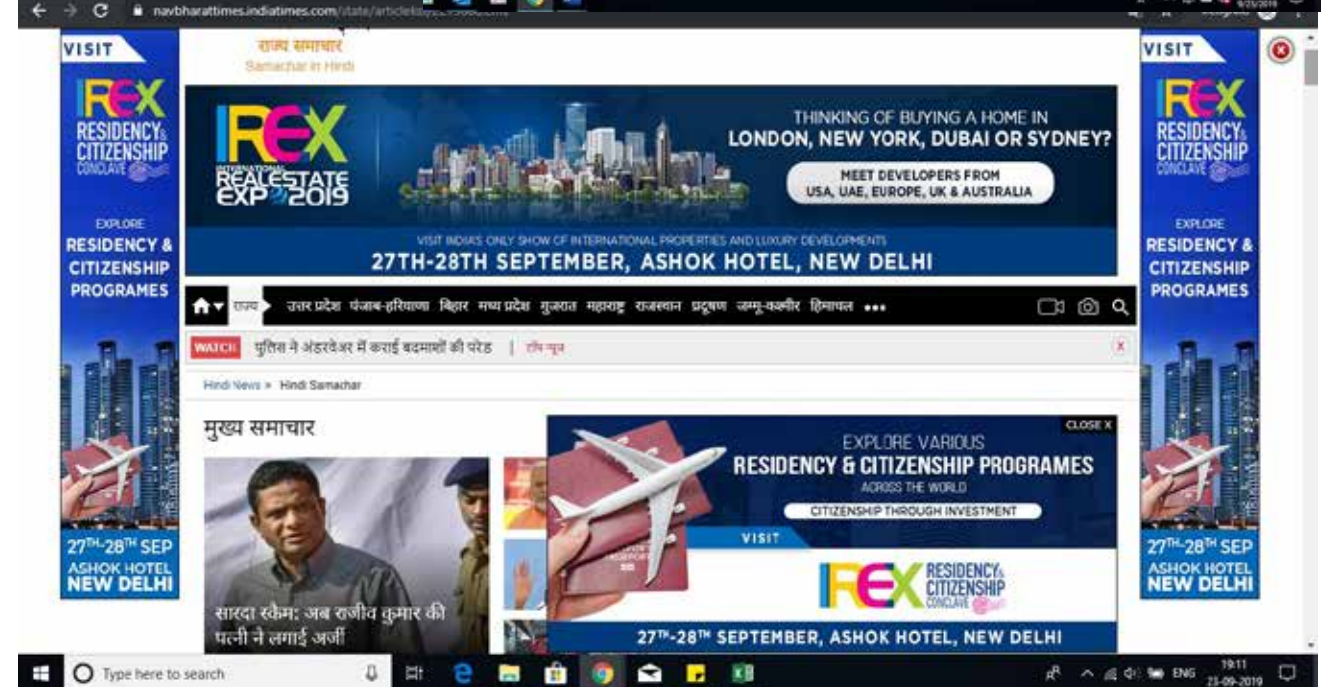
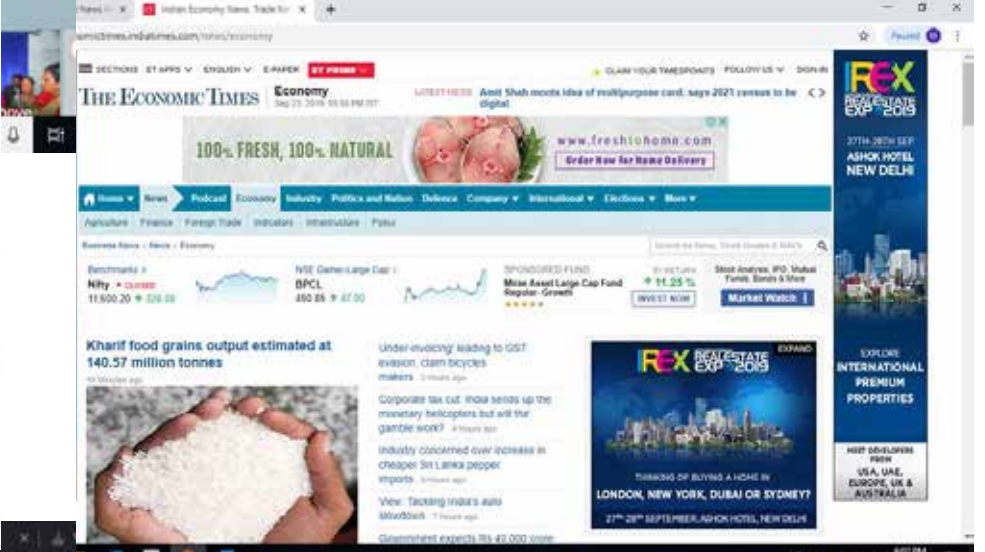
Ashutosh Mittal
India Managing Director
American Lending Center



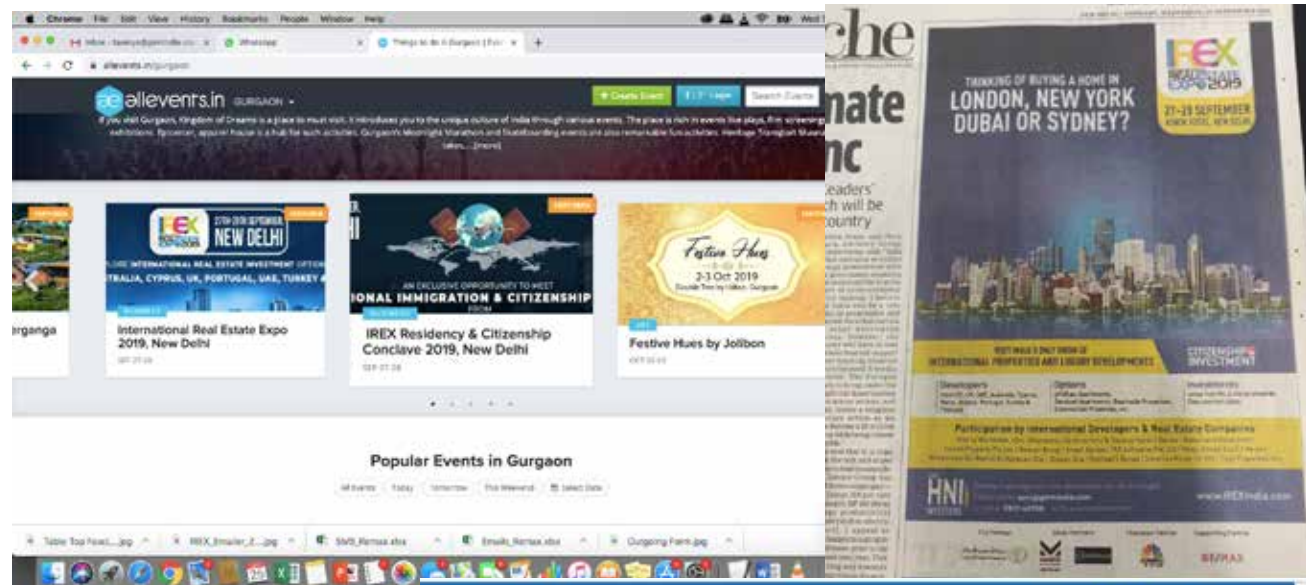
portal partners like Paytm, Bigo, PhonePe, Make My Trip, Google, Iqoo, Rilyatni etc. The booking will have advance reservation period of 60 days.



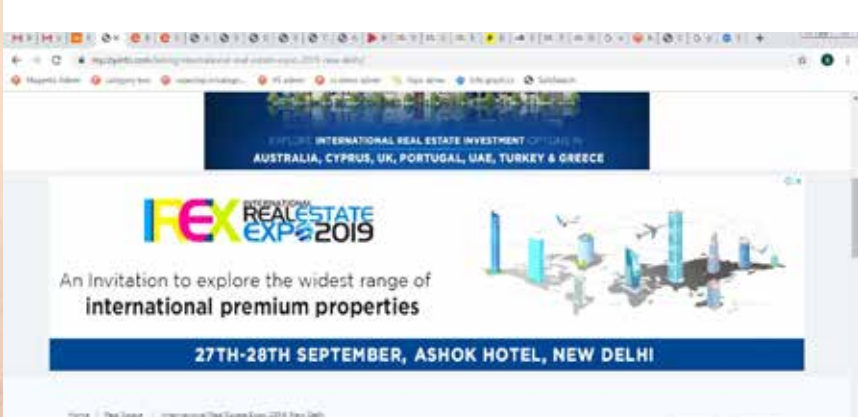
While there will be no concession tickets. Children below the age of 5 years will be exempt from fare. There will be no talkal quota or premium talkal quota in these trains. There will be only General Quota and Foreign Tourist Quota. Foreign Tourist



MEDIA CAMPAIGN



अरविंद केजरीवाल ने कहा कि लगभग 1200 ई-मेल और कई विशेषज्ञों से सलाह मशविरा के बाद सरकार ने दिल्ली के प्रदूषण से निपटने के लिए योजना बनाई है, दिल्ली सरकार सामुहिक तौर पर प्रदूषण-मुक्त दीवारों बनाएगी, नवंबर में फिर ऑड-इंडन योजना लागू होगी, दिल्ली सरकार अक्टूबर से लोगों को मुफ्त मास्क उपलब्ध कराएगी।



INDIAN MARKET SCENARIO



The rising tide of Indian EB-5 Investors

In 2014, Indian nationals accounted for less than 100 of 1,526 filings. Last year, Indian nationals accounted for an estimated 500 or more 1-526 petitions. What is driving demand?

H-1B VISA INSECURITY

Between 2007 and 2017, 64 percent of H-1B beneficiaries were citizens of India. The...

Indian millionaires migrating to Britain

LONDON: Most of the 76 Indian millionaires who migrated to the United Kingdom with dependent family members in the last five years (2013-2017) were in the top 100 of the Forbes Global Rich List, according to a study by HNI.

Why India's Richest Are Seeking Citizenship In Cyprus

India's wealthy have been creating foreign passports. Some see it as a tax haven, others as a way to diversify their assets. For Indian citizens, the ability to move to a European nation, the world's most developed, is becoming an increasingly attractive option.

No. of demi-billionaires to grow 70% in 5 years: Report

Times News Network

New Delhi: With the expectation of higher economic growth, the number of demi-billionaires (those with \$500 million or more in net assets) in India is likely to grow by 70% to 240 in 2022 from 200 in 2017.

Affluent Indians Seek a Home Abroad

A new, savvy class of buyers is increasingly venturing outside the country.

Question: 'What's the worst kept secret in Mumbai's real estate industry?' Answer: Over two-thirds of the projects are delayed by at least six months. That has left behind state buyers and developers struggling to find a way to pay for the increased cost of construction.

Wealth migration: 7,000 super-rich Indians shifted base in 17

New Delhi, Feb 4 (PTI) India witnessed the second largest number of ultra-high-net-worth individuals (UHNWIs) migrating abroad in 2017, with 7,000 super-rich Indians shifting their base to other countries, according to a report by HNI.

'Wealth of India's Super Rich to Rise 87% in 5 Years'

Numbering 4,470, they hold average wealth of \$665 or more than global peers, says an IFL report.

Mumbai: Monthly income for super-rich Indians is expected to rise by 87% in five years, according to a report by IFL.

How The Rich Buy A New Nationality

Calculations for citizenship by investment are based on the country's GDP per capita. The higher the GDP, the more expensive the process. The process involves paying a fee to the government and meeting other requirements.

Anyone can get an Antigua passport for ₹1.3 crore

India, with a population of 1.2 billion, is one of the most populous countries in the world. It is also one of the fastest growing economies in the world.

Indians again top foreign property investors in Dubai

Bought 40K Cr Assets From Jan '16 to June '17

Indian investors have been the top foreign property investors in Dubai for the last five years. They have bought over 40,000 crore worth of property in Dubai.

23,000 Dollar-Millionaires have Left India Since 2014

Last year alone, 7,000 super-rich moved to other countries amid crackdown on black money.

Post-Choksi, wealthy Indians rush to buy new passports

At \$400k, India again tops passport sales

After the Choksi family's departure from India, wealthy Indians have been rushing to buy new passports. India is now the top country for passport sales.

India ranked 3rd in billionaire headcount

By Mail Today Bureau in New Delhi

INDIA has the third largest number of dollar billionaires in the world, according to a report by Mail Today. The report shows that India has 119 billionaires, up from 100 in 2017.



Organised by:

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