



17-18 NOVEMBER, ASHOK HOTEL, NEW DELHI

Show Review



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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. This year, the **IREX Residency & Citizenship Conclave** was also held in conjunction with IREX 2018.

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 fourth edition of International Real Estate Expo (IREX) and IREX Residency & Citizenship Conclave was successfully held in New Delhi in November 2018. 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, Maldives, Malaysia, Australia etc. Delegates that attended the conference included pre-registered investors, immigration consultants, law firms, wealth advisors, investment consultants and international government bodies.

The fourth edition drew participation from international real estate companies like Barratt Homes, London; ARADA, UAE; Amity Group, Gambit Property, Augment Group, Australia; Leptos Estates, Cyprus; Alpine Returns, Malaysia etc. Top international immigration & EB5 companies also participated at the show, such as CanAm Enterprises, Enterprise Greece, SMM Group, Migrate World, Domenica Group, CRMA, US Immigration Fund, Path Migration etc.

About 1000 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. 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 both days 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 the **Chambers of Commerce & Industry (CCI)** and **Chambers of Indian Micro Small and Medium Enterprises (CIMSME)**

SHOW GLIMPSES



Interaction at SMM Group stand



Visitors interacting at Barratt Homes stand



Representatives of Domenica Group, Cyprus briefing visitors about the investment opportunities



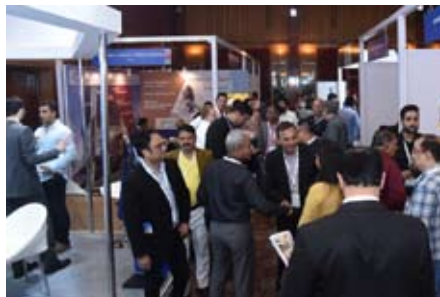
Visitors interacting at SMM Group stand



CEO of Enterprise Greece interacting with Investor



Leptos Estates, Cyprus, 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, Maldives 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 High Commissioner of Malta



Engaging session by Migrate World



Session by Path Migration, Australia



Delegates at the IREX Residency & Citizenship Conclave



Panelists at the IREX Residency & Citizenship Conclave



Dr. Gianella Farrugia, Advocate and Legal Consultant, SMM Group, Malta



Reinuka Bhatia, Country Manager, Leptos Estates, Cyprus



Constantinos Angelopoulos, Enterprise Greece, Greece



Kurt Reuss, CEO, EB5 Deals, USA



Prashant Ajmera, Indian Lawyer & Canadian Citizen, Prashant Ajmera Law & Associates, Global



Mr. Nishant Siwal, CEO NRIA India Division and Director Hoboken Pvt Ltd, NRIA EB5



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 2018, 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 2018 moderated by celebrity anchor Manisha Natrajan from CNBC TV 18

Left to Right: Pauline Gallagher, Dr. Gianella Farrugia, Abhinav Lohia, Prashant Ajmera, Pedro Santos Gomes, Grigoris Stergioulis, Mona Jalota, Bhavesh Lakhani

Panelists		
Ms. Pauline Gallagher	Vice President, Private Clients	Domenica Group, Cyprus
Dr. Gianella Farrugia	Advocate & Legal Consultants	SMM Group, Malta
Mr. Abhinav Lohia	Director, India & Middle East	CanAm Enterprises, USA
Mr. Prashant Ajmera	Founder	Prashant Ajmera Law & Associates
Mr. Pedro Santos Gomes	Lawyer	CRMA, Portugal
Mr. Grigoris Stergioulis	CEO	Enterprise Greece, Greece
Ms. Mona Jalota	Founder	Krypton Global Investments
Mr. Bhavesh Lakhani	Founder	Path Migration, Australia

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.



Stuart Leslie, International Sales & Marketing Director
Barratt London, London



Christian Numa, Director, Amity Property Group, Australia



Amir Khawaja, Director, Gambit Property, Australia



Zodinpuii Langel, Broker Relations Manager, ARADA, UAE



Tony Smith, Broker Associate, Homebuyer Advisors LLC, USA

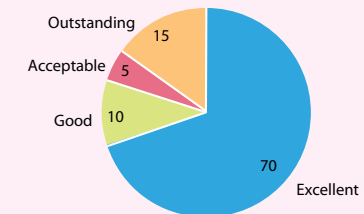


View of the Audience

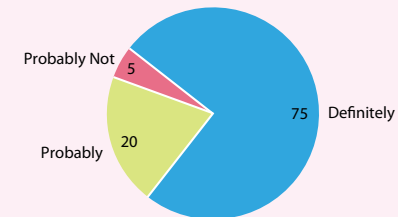
IREX 2018 presented high end international investment opportunities in the residential segment. Leading international developers from UK, Europe, UAE, Australia were showcased at the show: Barratt Homes, ARADA, Amity Group, to name a few.

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, 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 CanAm Enterprises from USA, Enterprise Greece, SMM Group from Malta that offered novel concept of overseas real estate investment combined with citizenship.

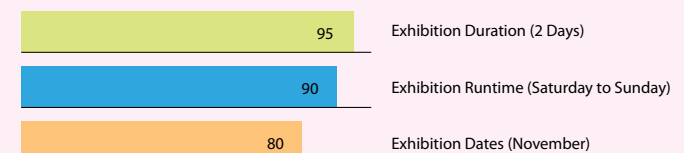
Overall Assessment (in %)



Intention to Participate Again (in %)

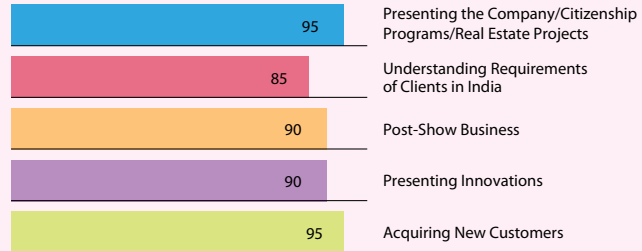


Exhibitors' Assessment of the Concept (in %)

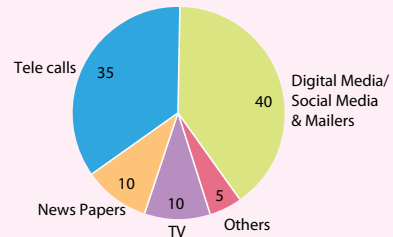


OVERALL EVALUATION

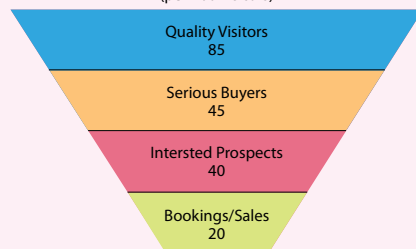
Achievement of the Top Objectives from Participation during the Event (in %)



Information about IREX (in %)

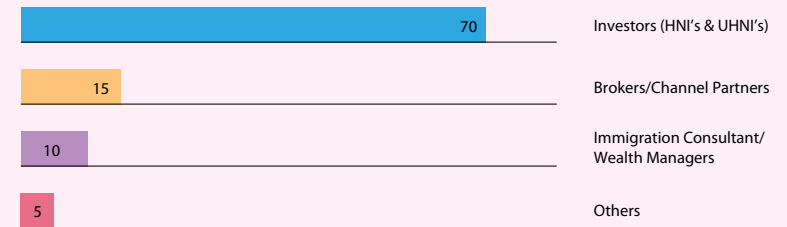


Genuine Leads & High Conversion Rate (per 100 visitors)



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 2019

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 2019

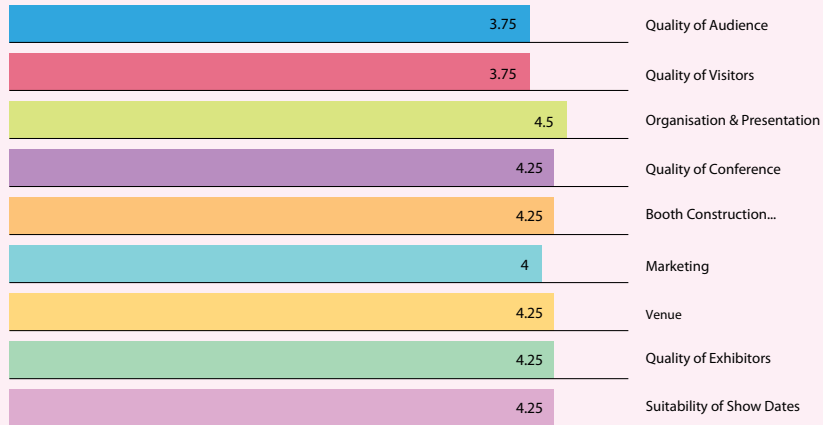
EXHIBITION 2018 FEEDBACK



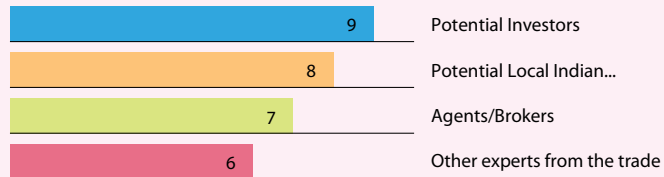
How was your overall experience at IREX 2018, New Delhi? (1 being lowest, 5 being highest)



How do you rate IREX 2018, in terms of the following parameters? (1 being lowest, 5 being highest)



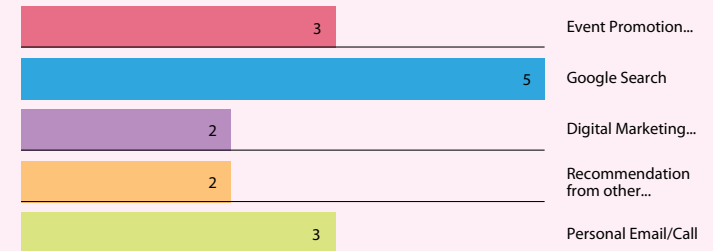
Did you get to meet your target audience? Graded out of 10



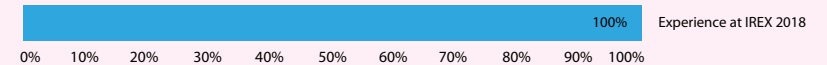
EXHIBITION 2018 FEEDBACK



How did you come to know about IREX 2018, New Delhi? Graded out of 5



Would you like to participate at IREX 2019?



EXHIBITORS' TESTIMONIALS



"It is my first time in India at IREX. We met more than 200 people today interested in our visa, interested in running their business in Greece, interested to do things together and vice versa. We thank the organisers for this opportunity and we promise to be back."

Grigoris Stergioulis
President & CEO
Enterprise Greece, Greece

"The level of interest in both immigration generally but also in Cyprus has been absolutely huge. We have been busy all day, its been so many people coming to talk to us. Not only the level of interest but they seem more informed, they know what they want and it is more specific about the lifestyle and its been good to be able to share with them that what they can have from the Cyprus program. I think the way the event has been organised is absolutely perfect."

Pauline Gallagher
Vice President Private Clients
Domenica Group, Cyprus



"This has been the most wonderful experience of my life. IREX has been an eye opening and the attendees are well versed and I am incredibly impressed with the knowledge and everything that all the attendees have brought to this convention."

Tony Smith
Broker Associate
Homebuyer Advisor LLC, USA

"We are inundated with customers so it has been a good experience so far. It has been very compactly and very well organised as usual I must say. One of our clients actually ran out of visiting cards so thats a very good sign for us."

Mona Jalota
Founder & MD
Krypton Global Investments



EXHIBITORS' TESTIMONIALS



"IREX has been a good experience. This is my first time here in New Delhi and we have had good contacts today and good experience and we hope that tomorrow we will have better and more people interested. I hope to come to next exhibition. India is a great market with good potential for Portugal and our services."

Pedro Santos Gomes
Lawyer
CRMA, Portugal

"We have been pleasantly surprised with the type of people coming in to contact us. it has been great so far to meet a lot of new people and a lot of new contacts and now it is on us to continue and foster those relations to see what business we can get out of it. We obviously hope that these contacts would go a lot further and result in mutual business for us and our clients."

Christian Numa
Director
Amity Property Group, Australia

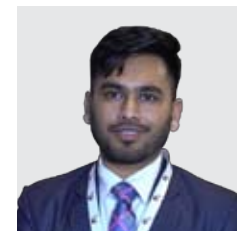


"People are really curious to know about the functions of EB5. I was not expecting so many people coming over to us but they have so many questions and they are really learning and I think you guys have given them a really big exposure towards these overseas migration. It was really great and I am really excited."

Nishant Siwal
CEO
NRIA EB5, USA

"It has been an amazing experience. We are a firm from Australia basically and this is our first event in Delhi. IREX is the best platform we could have ever looked for. We are getting enormous response from the clients."

Anshul Gupta
Director
Augment Group, Australia



EXHIBITORS' TESTIMONIALS



"It has been a good show and the experience has been amazing. We got a chance to meet and interact with a lot of local high net worth individuals looking to invest overseas."

Amir Khawaja
Director
Gambit Property, Australia

"IREX has been fantastic. We have met a broad range of investors, brokers and everyone from the property industry in India. We have had a great insight into the Indian real estate industry. We are getting very good connections, very good business opportunities and we are excited about these opportunities."

Stuart Leslie
International Sales & Marketing Director
Barratt London, London



"This conference has been really great and it is actually better than what we had expected. Indian market for international immigration is growing and that's why we see a lot of interest at the show."

Abhinav Lohia
Director, India and the Middle East
CanAm Enterprises, USA

"We had a very great time in the conclave. We have had a lot of interest from the people wanting to migrate to Australia, so it has been very successful. If we are invited again, we would definitely look to come again. It has been a great opportunity for us."

Bhavesh Lakhani
Founder
Path Migration, Australia



EXHIBITORS' TESTIMONIALS



"We are going to be keen on considering attending next year because the calibre of the people and quality of the investors, agents, everything was prepared well and overall we are having a good experience. I want to thank the organisers for all their hardwork."

Noor Mohamad
Relationship Manager
Migrate World, Dubai



"I am very pleased to be at the fair as one of the main sponsors of the event. I think this has been a very good experience. I am very impressed with the response that we are having for Malta and Malta citizenship and residency programs. A lot of investors are interested in re-locating into Malta and re-locating their business in Malta and having a family in here. Yes definitely would look forward to the next edition."

Dr. Gianela Farrugia
Advocate and Legal Consultant
SMM Malta

"It is our first time that we have participated here and I see a lot of flow of people coming in and talking about residency and investment which gives us a lot of positivity and I see a lot of quality people coming in here with a very healthy conversation and very healthy questions and answers that they are asking us. The event was very busy let us hope that we take some good business and go from here."

Reinuka Bhatia
Country Manager UAE
Leptos Estates, Cyprus



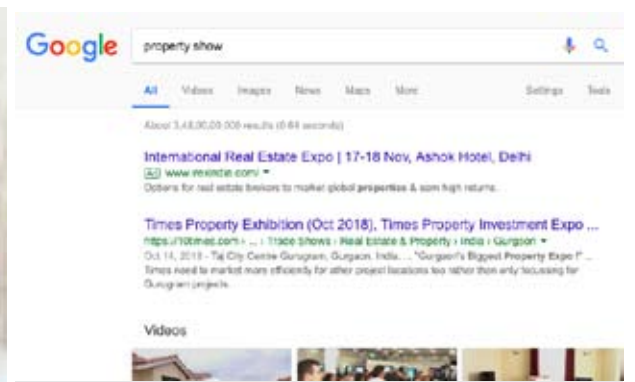
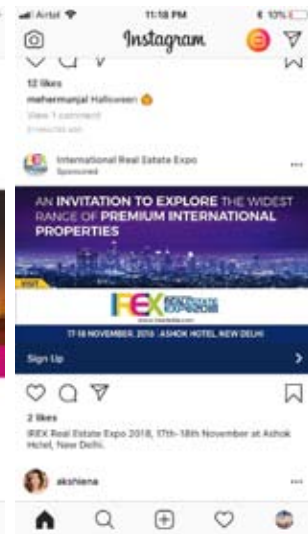
"We have really met for the first time in this kind of show good investors who are genuine investors looking into the Residency and Citizenship programs."

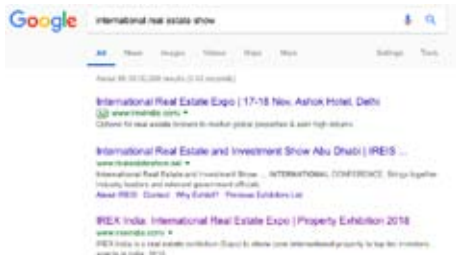
Prashant Ajmera
Indian Lawyer & Canadian Citizen
Law office of Ajmera, India

MEDIA COVERAGE



MEDIA COVERAGE





The rising tide of Indian EB-5 Investors

In 2014, Indian nationals accounted for less than 100 of 1,000 EB-5 filings. Last year, Indian third-party investors accounted for an estimated 300 or more EB-5 petitions. What is driving demand?

Indian millionaires migrating to Britain

New Delhi: With the expectation of higher economic growth, the number of Indian millionaires (those with \$300 million or more in net assets) in India is likely to grow by 30% to 40% in 2018, according to a report by the Economist Intelligence Unit (EIU).

India's Billionaire Count to Rise 3 Times by 2027: Report

New Delhi: With the expectation of higher economic growth, the number of Indian millionaires (those with \$300 million or more in net assets) in India is likely to grow by 30% to 40% in 2018, according to a report by the Economist Intelligence Unit (EIU).

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

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that 7,000 super-rich Indians have shifted their base to other countries in 2017. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

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

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that the wealth of India's super-rich is expected to rise by 87% in the next five years. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

How The Rich Buy A New Nationality

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that the rich are buying new nationalities to escape the Indian tax system. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

Anyone can get an Antigua passport for ₹1.3 crore

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that anyone can get an Antigua passport for ₹1.3 crore. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

Indians again top foreign property investors in Dubai

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that Indians are again the top foreign property investors in Dubai. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

23,000 Dollar-Millionaires have Left India Since 2014

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that 23,000 dollar-millionaires have left India since 2014. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

Post-Choksi, wealthy Indians rush to buy new passports

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that wealthy Indians are rushing to buy new passports after the Choksi case. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

Indian millionaires are moving out

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that Indian millionaires are moving out of India. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

Why India's Richest Are Seeking Citizenship In Cyprus

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that India's richest are seeking citizenship in Cyprus. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

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

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that the number of demi-billionaires is expected to grow by 70% in the next five years. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

Affluent Indians Seek a Home Abroad

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that affluent Indians are seeking a home abroad. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

India sixth wealthiest country with total wealth of \$8,230 billion

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that India is the sixth wealthiest country with a total wealth of \$8,230 billion. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

SECOND PASSPORT OR RESIDENCY FOR INDIAN CITIZENS

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that Indian citizens are seeking a second passport or residency. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

Caribbean Charm

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that Indian citizens are attracted to Caribbean countries. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

The Art and 'Craft' of Buying Foreign Passports

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that the art and craft of buying foreign passports is becoming more complex. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

India ranked 3rd in billionaire headcount

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that India is ranked 3rd in the world in terms of the number of billionaires. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.

23,000 Dollar-Millionaires have Left India Since 2014

New Delhi: A report by the Economist Intelligence Unit (EIU) has revealed that 23,000 dollar-millionaires have left India since 2014. The report also states that the number of Indian millionaires is expected to grow by 30% to 40% in 2018.



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