GLOBAL PATHWAYS

Opportunities Beyond Traditional Borders

CUSHMAN & WAKEFIELD

IREX 2023

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MESSAGE FROM IREX

In the dynamic world of global opportunities, it gives me pleasure to share insights on the growing trend of Indians strategically investing in international properties and residency or citizenship by investment programs of various countries. At IREX, we are dedicated to nurturing meaningful conversations and facilitating well-informed decision-making in the spheres of real estate investments and global mobility.

Indians invest in residency and citizenship programs and properties abroad for diverse reasons. It's a strategic move for portfolio diversification, capitalising on stable real estate markets. Some seek a better lifestyle, ensuring better education for their children, visa free travel, tax savings or using properties as second homes or vacation retreats. Potential capital appreciation and higher rental returns also drive these investments, reflecting a blend of financial strategy and lifestyle aspirations.

This report by Cushman & Wakefield, delves into the intricacies of the motivations, preferences, and investment patterns of Indians seeking international residency or citizenship. In a world where borders are becoming more fluid, the choice to seek a second home or citizenship reflects a response to a dynamic and interconnected environment.

As this report studies each country's immigration programs, its goal is to offer a comprehensive guide for policymakers, investors, and all stakeholders intrigued by the evolving landscape of global mobility. My sincere appreciation goes to Cushman & Wakefield for their expertise and commitment in compiling this insightful report. I am sure, it will serve as a valuable resource, foster collaboration and contribute to a deeper understanding of the intricacies involved in the pursuit of global citizenship.

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Event Director

International Real Estate Expo (IREX)
IREX Residency & Citizenship Conclave

MESSAGE FROM CUSHMAN & WAKEFIELD

India is poised to emerge as one of the world's fastest-growing economies, as per various multi-lateral agencies. The global economy is projected to experience growth ranging from 3.0% to 3.2% over the next five years, while the Indian economy is forecasted to exhibit double that rate of growth, with projections of 6.0% to 6.3% for the same time frame. This growth is set to raise the GDP per capita from USD 2,600 (FY 2023) to USD 3,720 by FY 2028, resulting in increased wealth creation in the middle- and upper-income segments.

Furthermore, there has been a substantial increase in the population of High Net Worth Individuals (HNIs) and Ultra High Net Worth Individuals (UHNIs) in India, rising from approximately 156,000 in the year 2013 to 308,000 in 2021, with a remarkable CAGR of 8.8% annually. With a similar growth rate for HNIs and UHNIs, India is on track to reach the one-million HNI population milestone by 2036, elevating its global standing from the early teens to the top five countries.

An upward trend in outwards remittances is evident under the LRS (Liberalized Remittance Scheme) of the RBI, which permits individuals with valid PAN cards to remit up to USD 250,000 per person per annum. Besides remittances for foreign travel, education, and healthcare, there has been significant growth in real estate investments in foreign countries.

We express our deep appreciation to those who have shared their expertise and experiences, which have greatly aided us in the preparation of this research report. In this regard, we would like to express our appreciation to the following contributors –

- Dr. Rajanya Ravasia, Founder, Adventum Wealth
- Adam Greene, Executive Vice President, EB-5 Investments, Peachtree Group, USA
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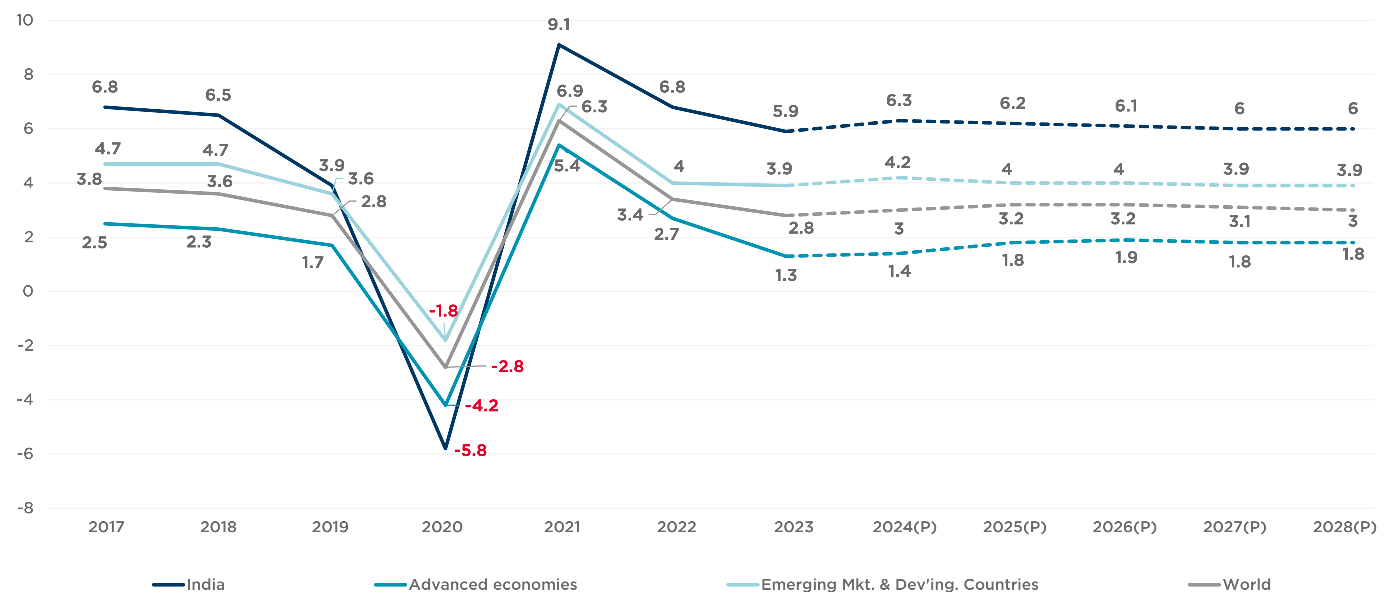
INDIA ECONOMIC OVERVIEW

The pandemic of 2020 has acted as a catalyst for a reset of economic order across the world. The policy measures undertaken by each nation during the pandemic are impacting the current and future economic trends, in terms of per capita income & expenditure, demand & inflation, quality of life, and sustainability. The global GDP growth was slowing down across the world even before the pandemic happened. India was experiencing a slowdown in economic expansion in FY 2019, which further tail-spined due to the imposition of an abrupt indefinite lockdown, leading to the closure of business activities (both manufacturing and services) for unspecified time, resulting in contraction of the value of goods and services and a negative 5.8% GDP growth.

The primary focus of the Government of India during the pandemic was to focus on limiting the negative impact of COVID-19 on human life and the sustenance of economically weaker sections through various social welfare schemes and programs.

Post unlocking of borders and opening of businesses, India has witnessed the strongest economic recovery. Major rating agencies, international financial institutions, and multilaterals have projected India to grow at a steady rate of 6-7% in the near future.

REAL GDP GROWTH - INDIA, SOUTHEAST ASIA, ADVANCED ECONOMIES, EMERGING MARKETS AND WORLD



Source: IMF, World Economic Outlook 2023

Multiple parameters are expected to steer the growth of India's economy. Following are the key steps being undertaken to enhance the position of India as the preferred manufacturing hub in China plus One strategy.

- Improvement in logistics to reduce the overall cost to global benchmarks
- Investment in the creation of green power infrastructure to meet sustainability development goals
- Financial benefits for assembling and manufacturing in India
- Reduction and simplification of corporate taxation
- Skilling and upskilling of human resources to benefit from population dividend i.e., low dependency ratio
- Policies and incentives for attracting new-age sunrise industrial sectors such as semi-conductors

In addition to this, incentives are being provided for incubating start-ups across segments i.e., FinTech, MedTech, EdTech, AgriTech, PropTech, LegalTech, SocialTech, DefenceTech, etc.

Taxation is being simplified with the introduction of a single tax rate across the nation with the implementation of Goods and Services Tax (GST). Policies and regulations are being simplified to attract Foreign Direct Investment (FDI) across sectors. Bankruptcy laws are being revised to encourage free flow of capital and flexibility.

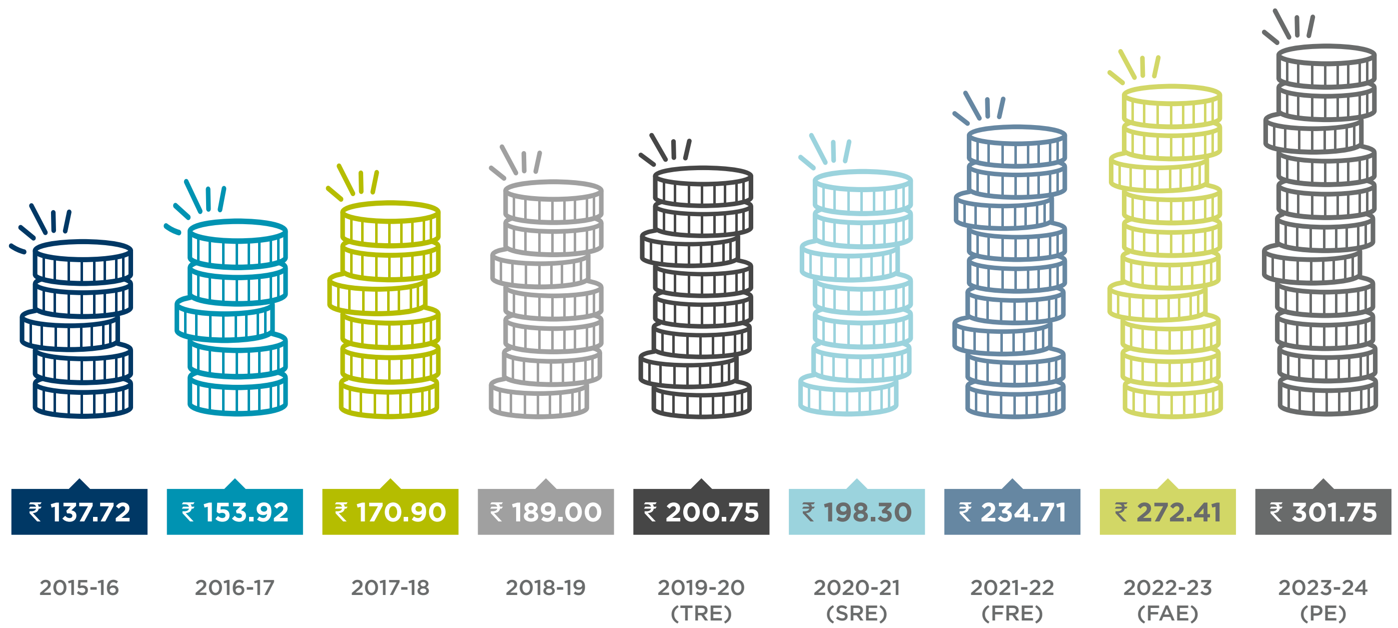
The other key factor driving economic growth is internal consumption demand, which impacts all three major economic sectors i.e., agriculture, manufacturing, and services. As seen in the past, Indian economic growth has surpassed that of the United Kingdom (UK) in FY 2023 to become the fifth largest economy of the world, just behind Germany, Japan, China, and the United States of America (US / USA). As per projections by the International Monetary Fund (IMF), India is poised to become the third-largest economy by FY 2028. The economic growth is expected to increase the GDP per capita at current prices from USD 2,600 (FY 2023) to USD 3,720 by FY 2028, thereby increasing the overall wealth creation in middle and upper-income segments.

INDIAN WEALTH MULTIPLIER

MACRO-ECONOMICS

NOMINAL GROSS DOMESTIC PRODUCT OF INDIA (IN INR LAKH CRORE)

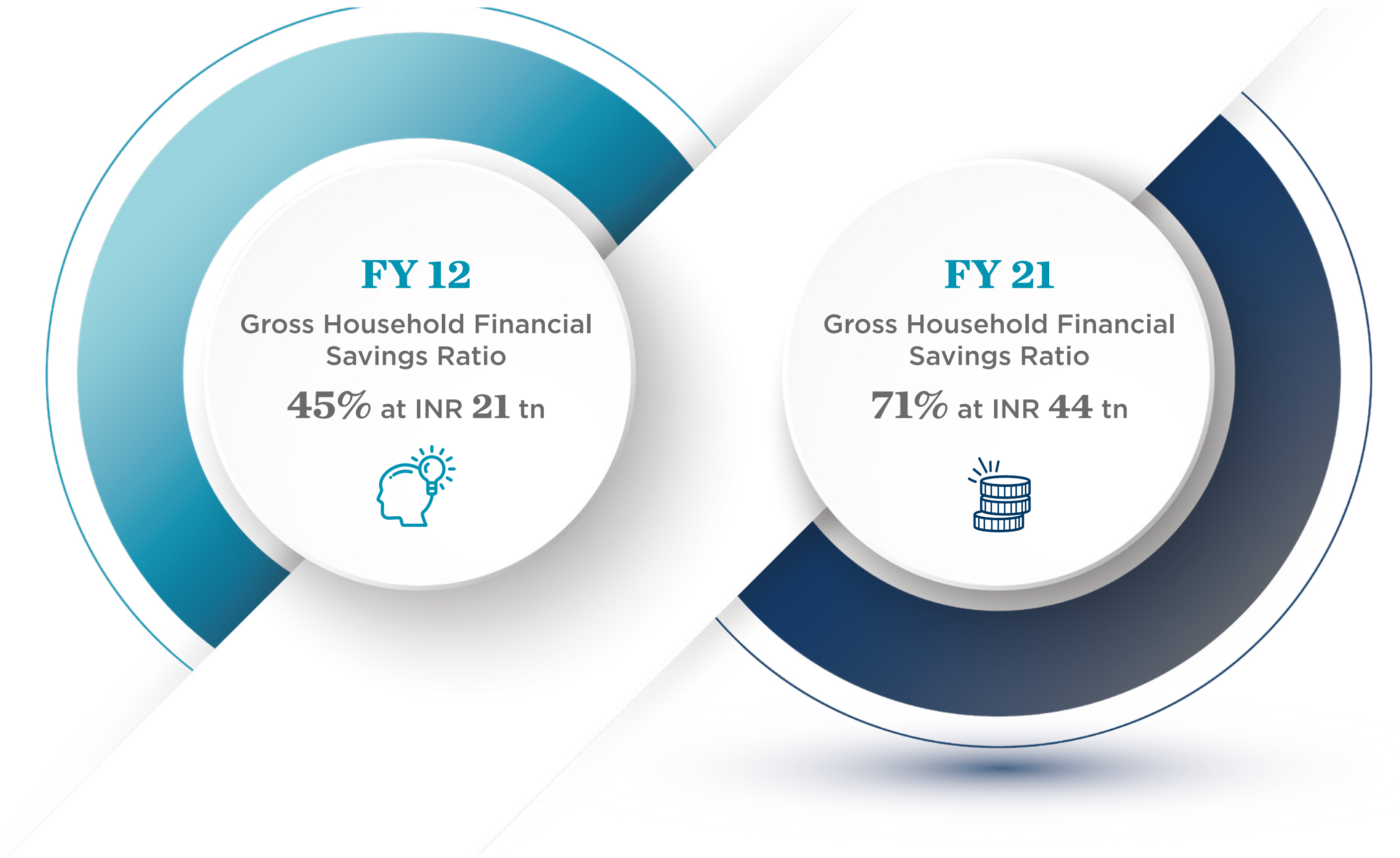
(BASE YEAR 2011-12 AT CURRENT PRICES)



Data for 2019-20 are Third Revised Estimates, for 2020-21 are Second Revised Estimates, and for 2021-22 are First Revised Estimates. Data for 2022-23 are First Advance Estimates. Data for 2023-24 are Provisional Estimates.

Source: National Statistical Office (NSO), Handbook of Statistics on the Indian Economy (2022-23); Reserve Bank of India; MoSPI, India (Publication: Advance and Quarterly Estimate)

The Indian economy has been growing at an average nominal rate of 10.44% annually for the last 7 years. As per the provisional estimates, the nominal GDP for FY 24 is expected to reach INR 301.75 lakh crore. As per the First Advanced Estimate (FAE) for FY 23, the size of the Indian economy has reached USD 3.74 TN. Further, the GoI is targeting to reach the goal of USD 5.0 TN by 2026-27. This growth would largely be driven by private sector stakeholders involved in high-value manufacturing and advanced services, which would act as a catalyst for the growth of HNIs and UHNIs in India.



Strong GDP growth will also boost household income and savings, which, in turn, are bound to shore up investments. Total savings doubled in the last 9 years, from FY 2012 to FY 2021 (as per Nuvama Wealth and Investment Limited, an Indian financial services company) whereas financial savings grew from 45% to 71%. Moving away from investments in traditional and physical asset classes like real estate, can propel the growth of India's GDP.

India's hectic development activities in core and non-core sectors have helped accelerate economic growth in the recent times. Aligned to that is the country's position as a global start-up hub creating new wealth. The new emerging opportunities in sectors like global manufacturing, infrastructure development, technology start-ups etc. will propel economic momentum and help in wealth creation in the country, leading to an increase in the number of wealthy individuals in India.

RISE OF TECH START-UPS

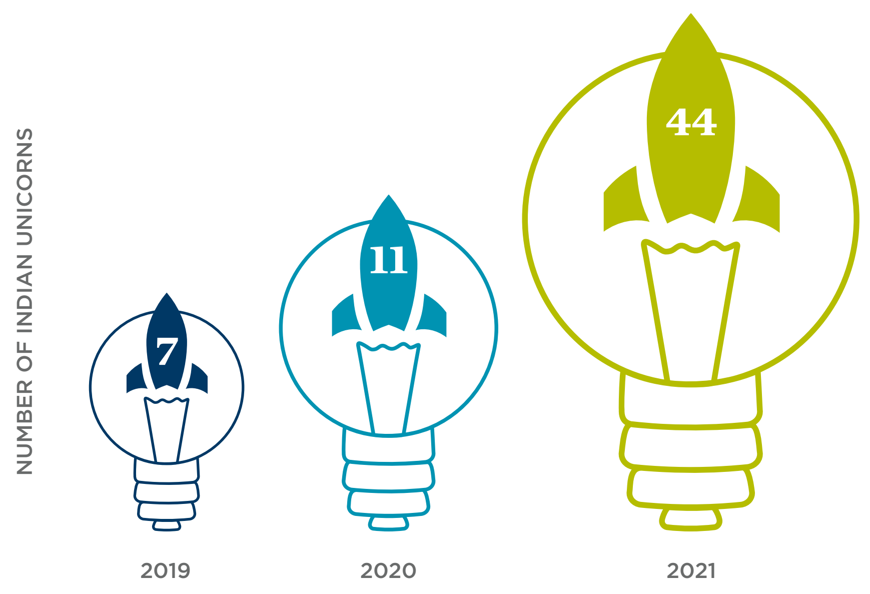
India has emerged as the world's third largest ecosystem for startups globally with over 99,000 DPIIT-recognized startups across 670 districts of the country as of 31st May 2023. India ranks second in innovation with top positions in the quality of scientific publications and the standard of its universities among middle-income economies. Innovation in India covers 56 diverse industrial sectors - 13% of IT services, 9% of healthcare and life sciences, 7% of education, 5% of agriculture, and 5% of food & beverages.

Indian Startup Ecosystem has seen exponential growth in the past few years (2015-2022):

- 15X increase in the total funding of startups
- 9X increase in the number of investors
- 7X increase in the number of incubators

As of 31st May 2023, India is home to 108 unicorns with a total valuation of USD 340.80 bn. India's GDP is projected to experience a surge of 5-10% by 2030, fueled by the ever-increasing number of unicorns and soonicorns.

Y-O-Y GROWTH IN UNICORNS



PICKUP OF GROWTH OF UNICORNS (POST COVID 19)

> *Tech start-ups are projected to grow at an exponential rate of 18X from the current 99,000 to approximately 180,000 by 2030.*

Source: Invest India, Cushman & Wakefield Secondary Research

The funding for start-ups has grown from approximately USD 14 Bn to USD 136 Bn by 2022. The increased valuations of the tech start-up universe in the last 5 years have resulted in growth of the HNI population.

WEALTH CREATION DIVERSIFICATION

Indian private wealth management systems focus on wealth creation through investment in physical assets such as precious metals and real estate that account for approximately 42% of the total investment portfolio. The financial investment assets are primarily limited to debt or other fixed-return financial instruments. The exposure to direct equity instruments is limited to an average of 17%. This figure had declined significantly during FY 2020 by approximately 14% due to market volatility and the economic slowdown. However, post pandemic, the equity markets have seen a recovery of approximately 150%, the Nifty50 index has moved from low of 8,038.8 in April 2020 to a high of 20,192.35 by September 2023.

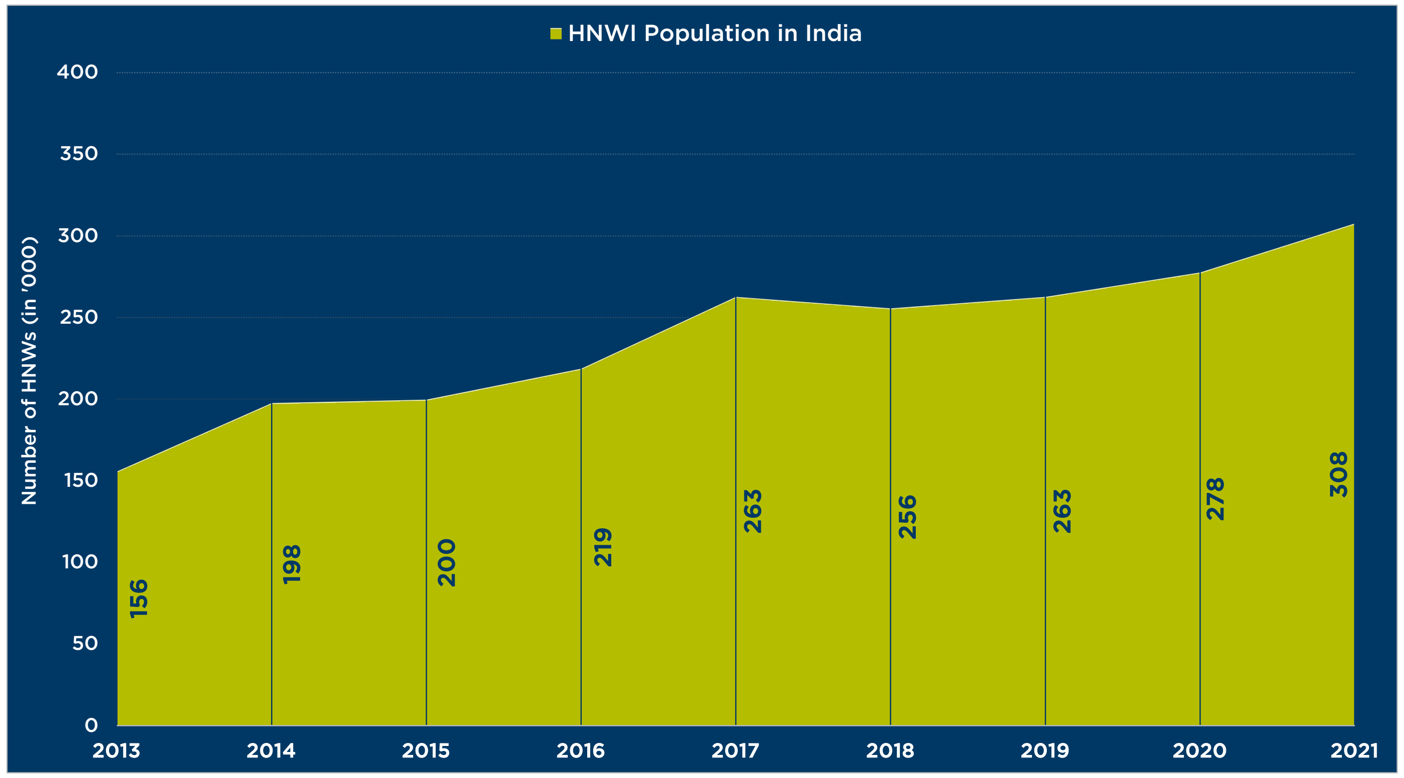
During this time, the number of active demat account users has increased by approximately 180% from 41 Mn to 114.7 Mn users. Further, there has been a steep increase in total assets under management in various mutual funds schemes which doubled from INR 22,262 Bn in FY 20 to 46,635 Bn by FY 23. The exposure to financial assets has witnessed a significant increase in addition to real estate. All these financial instruments have further added to the overall wealth enhancement of HNIs in India.

GROWTH OF INDIAN HNIS

Globally, an HNI is defined as an individual with all assets value combined exceeding USD 1 million. As per the definition, individuals owning assets worth USD 5 Mn are referred to as Very High Net-worth Individuals (VHNIs) and individuals owning assets beyond USD 25-30 Mn are called as Ultra High Net-worth Individuals (UHNIs). As evident from the size of economic activity, USA, Japan, Germany, and China account for approximately 64% of the HNIs population by market.

As per assessment by international wealth management firms and publications, India is amongst the early teens in terms of HNIs population, ahead of most emerging economies such as Russia, Brazil, Saudi Arabia, etc. The improving economic scenario, growing FDI, and increasing investments across manufacturing and services sectors are expected to have a positive impact on overall growth in GDP per capita.

GROWTH OF HIGH NET WORTH INDIANS (IN '000)



Source: Secondary Research, Cushman & Wakefield India

The HNI population grew at a staggering CAGR of 13.95% from 2013 to 2017. The Indian economy grew at a CAGR of 8.9% from FY'13 to FY-17. The growth was led by a steady increase in FDI in the manufacturing and services sector, increase in domestic consumption demand, increase in the export of goods & services. Further, to induce the growth of technology-based start-ups, GoI allowed for the creation of incubation spaces for facilitation and liberalized policies for angel and venture capitalists.

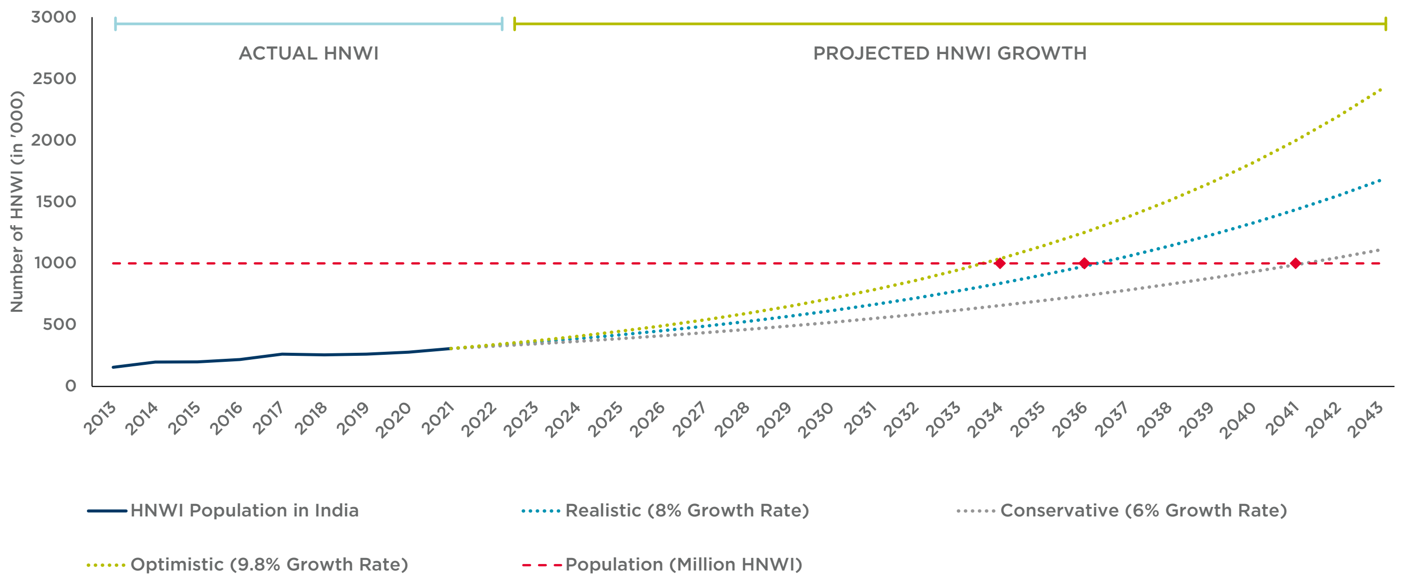
Post-2018, a slowdown in the overall increase in demand for goods & services was seen across advanced and developed economies. New regulatory and taxation policies were implemented which impacted the overall business environment, lowering the overall GDP output resulting in a decline in the HNIs population. Post the adoption of newer taxation regulations, businesses stabilized and a steady growth in the HNI population was witnessed.

The pandemic had a mixed bag impact on the overall wealth creation. The first half of FY'21 started with a negative impact on businesses, valuations, and equity markets coupled with increasing inflation. The second half of FY'21 started with a K-shaped recovery, wherein information technology-oriented solutions and services companies grew rapidly. The valuations of the entire tech-based start-up ecosystem grew at a break-neck speed. Investments by Angel investors, VCs, and PEs were focused on this entire eco-system.

Overall, the HNIs count has grown at a CAGR of 8.8% from FY'13 to FY'21, wherein India's real GDP has grown by 5% to 6% annually. In order to assess the growth of the HNIs population three scenarios have been considered:

- Realistic - wherein the Indian economy grows at a steady CAGR of 6% to7% and the HNIs population grows by approximately 8%.
- Optimistic - the Indian economy grows at a faster pace of CAGR 8%-9% for the next 5-6 years and eventually stabilizes upwards of CAGR 7%. The HNIs population is expected to grow at a higher CAGR of approximately 9.8%
- Conservative - wherein the HNI population is expected to see a slowdown, CAGR of approx. 6% annually, considering high-interest rates and high inflation scenario for the next 5 years. The overall expansion of real GDP could be expected to reduce by approximately 5% to 6%

GROWTH OF HIGH NET WORTH INDIANS - FUTURE PROJECTIONS



Source: Secondary Research, Cushman & Wakefield India

As per these estimates, India is bound to reach the first million HNIs count by the year 2036 basis the existing growth rate of 8%. In case the optimistic scenario is considered, we may reach this count by the year 2033. If the current slow global growth rate scenario sustains for a longer duration, it may have a significant impact on the wealth creation process resulting in reaching the million HNIs mark by 2042.

Growth in the HNI population also depends on the growth experience in the population set that is near the HNIs classification in terms of assets. This segment is critical as it adds to the wealth creation on larger scale but the volume per capital is typically lower.

As estimated by various private wealth management firms, the UNHNIs segment in India is expected to rise by approximately 60% over the next 4 to 5 years. This trend will be driven by diversification of wealth across geographies and asset classes.

OVERSEAS INVESTMENT TREND

Indians have been investing in foreign markets for more than a decade through the Liberalized Remittance Scheme. This scheme, introduced two decades ago, allows Indians to invest in foreign markets. India's central bank, the Reserve Bank of India (RBI), introduced this policy framework referred to as the liberalized remittance scheme (LRS), to allow residents of Indian origin to make authorized remittances to India through legal channels towards different permissible current and capital account transactions. In general, this permission permits the residents of India i.e., individuals/households to remit funds or invest in foreign assets, subject to limitations prescribed by RBI. Here are some of the primary reasons for Indians to invest overseas:

Strategic Investments: Under this policy, Indians can invest in enterprises to obtain a global position in the international market, in technology, etc. It may equally involve M&A, to widen its market reach.

Diversification of Portfolio: This is an opportunity for Indian investors to diversify their investments since they can go beyond the boundaries of India for investment purposes. The portfolio diversification also helps them reduce risks and possibly improve their returns by disbursing their investments in assorted nations and assets.

Education and Migration: Many Indian expatriates send money overseas for the purpose of educating their children or migrating. This may include buying land, buildings, or other properties in the intended location.

Global Citizenship: Some Indian investors seek residency or citizenship in foreign countries through investment programs (e.g., Golden Visa programs) that can provide additional benefits and opportunities.

Tax Planning: Some countries provide tax incentives such as low capital gain's tax, which could be beneficial for the Indian investor.

Currency Diversification: Holding assets in foreign currencies can help diversify currency risk.

Access to Expertise: The advantage of investing in developed markets is that it opens doors to expert knowledge and financial institutions.

Risk Mitigation: Investment abroad is a natural hedge against domestic, economic and political risks. Investing in overseas assets in different currencies ensures that investors' wealth is not affected by adverse situations in India.

LIBERALIZED REMITTANCE SCHEME

In February 2004, the RBI introduced Liberalized Remittance Scheme (LRS) to check and curb the illegal foreign currency transactions. A maximum limit of USD 25,000 per resident per financial year was allowed for outward remittance in any freely convertible foreign currency. Within two years, the limit doubled to USD 50,000 in December 2006. Given the increasing cross border business expansion and increased foreign investments by Indians, the limit was revised to USD 100,000, each financial year, for every resident having valid PAN card. Additionally, in the year 2007, resident Indians were allowed to open foreign currency accounts with banks in international markets to facilitate in settlement of EXIM trade, invest in foreign equity & debt markets, and also facilitate students studying abroad.

In order to address the dollar – rupee imbalance and to check on the demand for foreign currency, the LRS limit was reduced to USD 75,000, later eased to USD 125,000 in June 2014 and subsequently, increased to USD 250,000 in May 2015.

Typically, the following set of financial transactions has been defined as approved as per RBI:

- Opening a foreign currency account with a bank outside India
- Buying property abroad
- Investing in shares, securities, mutual funds, etc. overseas
- Establishing wholly owned subsidiaries (WOS) and joint ventures (JVs) outside India for legitimate business purposes subject to specified terms and conditions
- Providing INR loans to NRIs who are relatives as per the definition in the Companies Act, 2013

In addition to the above, the Ministry of Finance through RBI, has also restricted the following set of transactions through LRS:

- Remittances for any purpose that is specifically prohibited under Schedule-I, such as the purchase of lottery tickets, proscribed magazines, or any item restricted under Schedule-II of the Foreign Exchange Management (Current Account Transactions) Rules, 2000
- Remittances from India for margins or margin calls to overseas exchanges or counterparties
- Remittances for the purchase of Foreign Currency Convertible Bonds (FCCBs) issued by Indian companies in the overseas secondary market
- Remittances for trading in foreign exchange abroad
- Capital account remittances, directly or indirectly, to countries identified by the Financial Action Task Force (FATF) as "non-cooperative countries and territories"
- Remittances, directly or indirectly, to individuals and entities identified by the RBI as posing significant risks of committing acts of terrorism
- Additionally, the scheme does not permit gifting by a resident to another resident in foreign currency for credit to the latter's foreign currency account held abroad under LRS

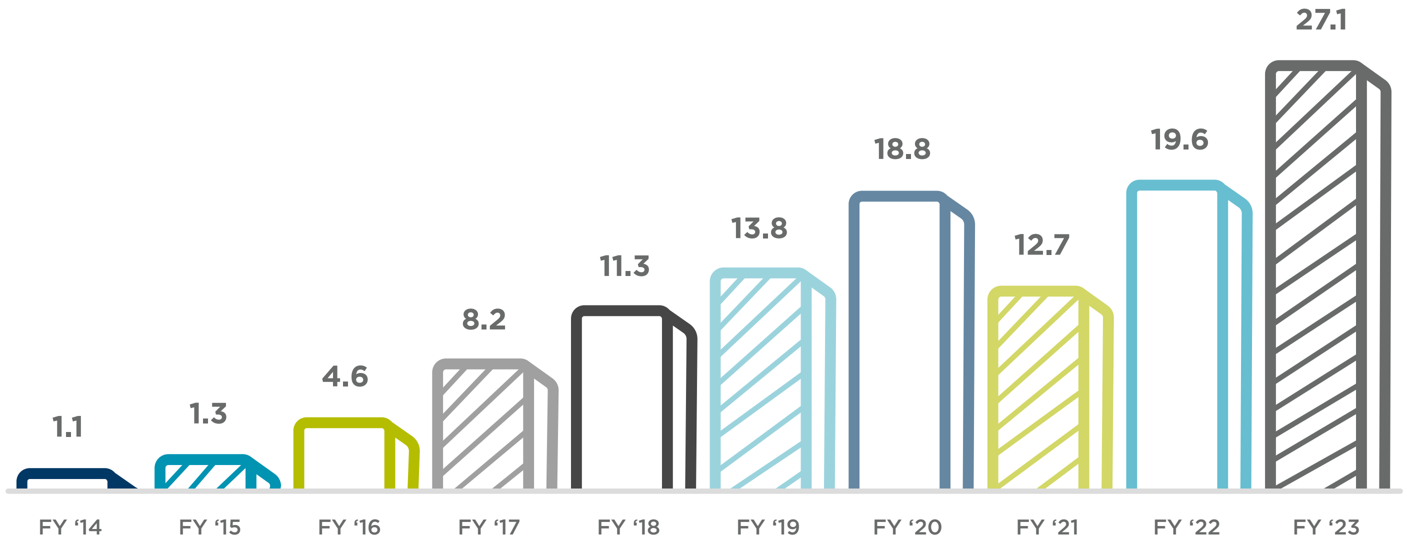
To further check on the nature of transactions, the banks are required to report each outward remittance transaction to RBI. In the financial budget for FY 2024, the finance minister introduced an increase in Tax Collection at Source (TCS) applicable from 1 June 2023 which was revised for implementation to 1 October 2023. These changes in the TCS were introduced to enhance the tax collection and to check the US dollar requirement, especially with the growing currency exchange rate.

THE COMPARATION OF THE OLD AND THE NEW TAX STRUCTURE IS DETAILED IN THE TABLE BELOW, WHICH IS APPLICABLE FROM 1 OCTOBER 2023 ONWARDS:

Nature of payment	TCS up to 30th September 2023	New rate w.e.f 1st October 2023
LRS for education, financed by a loan from a financial institution	Nil up to Rs 7 lakh 0.5% above Rs 7 lakh	Nil upto Rs 7 lakh 0.5% above Rs 7 lakh
LRS for Medical Treatment/ education (financed by other than loan)	Nil up to Rs 7 lakh 5% above Rs 7 lakh	Nil upto Rs 7 lakh 5% above Rs 7 lakh
LRS for other purposes	Nil up to Rs 7 lakh 5% above Rs 7 lakh	Nil upto Rs 7 lakh 20% above Rs 7 lakh
Purchase of overseas tour program package	5% (without threshold)	5% till Rs 7 lakh, 20% thereafter

Source:: Ministry of Finance, Central Board of Direct Taxes (CBDT), vide Circular No. 10/2023 dated 30th June 2023

INDIA OUTWARD REMITTANCE TREND (US$ BN)



Source: LRS data, RBI FY-2023

In last 11 years, since 2014, India has seen a total outwards remittance of USD 118.55 Bn till FY '23. The outward foreign remittances grew by 17X between FY '14 to FY '20, the highest Year on Year spike was seen in FY 16 once permissible remittance was doubled from USD 100,000 to USD 200,000.

A significant drop of 32% was seen in FY 21, which was primarily on account of travel restrictions due to the pandemic. However, since the opening of economies post COVID-19 and restoration of unrestricted travel, the total outward remittance has increased at CAGR of 9% between FY 21 to FY 23. In FY 23, India touched the highest ever outward of USD 27 Bn.

IMPACT OF REVISED TCS ON FOREIGN TRAVEL AND OTHER CATEGORIES

The new TCS rules have been implemented recently and the actual impact is yet to noted. However, based on interactions with various stakeholders, we have come across some specific impact points.

In case of foreign leisure travel, group travel accounts for 40% to 45% of the travel industry demand. On an average, the per person package cost ranges from INR 250,000 to INR 350,000, which is significantly lower than the INR 700,000 limit for attracting 20% TCS.

HNI consumer look for customized foreign travel experiences. The cost per person for these experiences range from INR 1,000,000 to INR 1,500,000. Such customer segments are limited to only 5% to 10% of the overall demand. Further, the TCS paid by the individual at the time of such payments can be set off against the total tax liability as per the applicable tax slab during payment of advance tax.

TCS treatment in the case of education and medical treatment has largely been retained as earlier with no additional changes. The use of international credit cards was proposed to attract 20% TCS, however, as per the latest circular by the Ministry of Finance, the same is kept outside the purview.

Foreign investments across real estate, equity, and debt instruments in foreign nations may experience a negative impact. Earlier, only 5% tax was applicable on outward remittances beyond INR 700,000 per individual per annum. Now the liability for tax has been increased by a steep 15% which will impact the overall investment size and impact the gains in terms of yield and return.

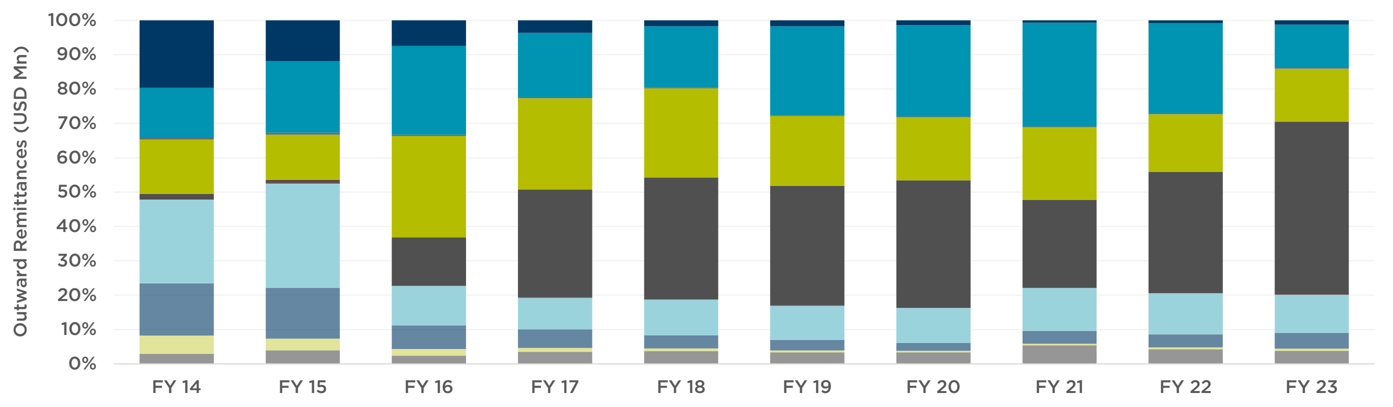
There is a need to understand the impact of increased taxation in case of investment in real estate in the medium to long term. Investment in foreign real estate is undertaken with an intend to achieve an average 16% - 18% annual return depending upon asset class and location. Typically, investment in stable real estate markets provides 5% - 7% rental yields in addition to asset value appreciation and currency appreciation, which may negate the impact of increased taxation.

OUTWARDS REMITTANCE TREND

As per the data by RBI, foreign travel accounts for the highest outward remittance at approx. 27% (last 11 years average). This is in line with the increasing affluence and affinity of Indian families to spend vacations abroad. Pre-Covid, foreign travel accounted for approximately 37% of the total outwards remittance in FY 19, which dropped to 26% in FY 21. However, a steep increase in foreign travel led remittance seen post pandemic, which accounts for 50% of the total in FY'23.

Similarly, studies abroad and maintenance of family members accounts for approximately 22% and 20% of total outward remittance combined. This is also one of the primary reasons for Indians investing in foreign real estate, especially the HNIs and UHNIs segment.

OUTWARD REMITTANCES UNDER THE LIBERALISED REMITTANCE SCHEME (LRS) FOR RESIDENT INDIVIDUALS (USD MILLION)



	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23
Deposit	31.6	51.4	109.9	283.8	414.9	455.9	623.37	680.37	830.05	1,011.07
Purchase of Immovable Property (Real Estate)	58.7	45.5	90.8	92.9	89.6	84.5	86.43	62.75	112.9	188.73
Investment in Equity/Debt	165.5	195.5	317.9	443.6	441.8	422.9	431.41	471.8	746.57	1,256.15
Gift	267.1	403.5	533	749.5	1,169.70	1,370.20	1,907.71	1,586.24	2,336.29	3,005.27
Donations	2	3.2	3.9	8.8	8.5	8.7	22.33	12.59	16.55	12.78
Travel	15.9	11	651.4	2,568	4,022.10	4,803.80	6,955.98	3,239.67	6,909.04	13,662.15
Maintenance of Close Relatives	173.9	174.4	1,372.10	2,169.50	2,937.40	2,800.90	3,439.74	2,680.1	3,302.37	4,174.06
Medical Treatment	4.7	7.2	17.2	17.3	27.5	28.6	22.9	29.75	37.79	55.74
Studies Abroad	159.3	277.1	1,200	1,536.40	2,021.40	3,569.90	4,991.07	3,836.12	5,165.33	3,427.81
Others	215.3	157.1	346.4	300.8	220.6	242.2	268.75	85.03	153.88	346.89

Source: RBI and Cushman & Wakefield secondary research; Others Include items such as subscription to journals, maintenance of investment abroad, student loan repayments and credit card payments

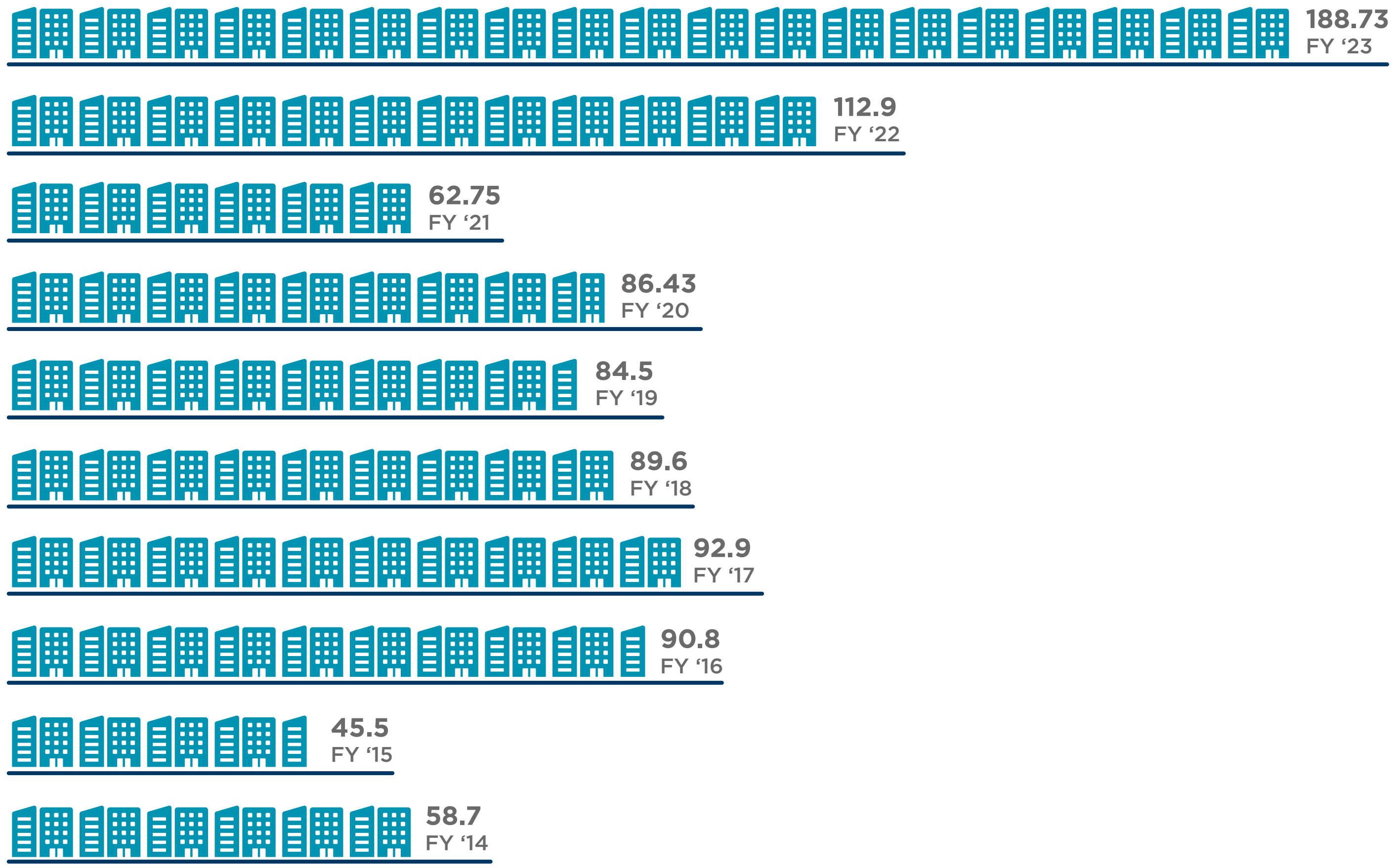
An interesting point observed in the LRS outwards remittance data, is that the exposure in equity/debt instruments by Indians has grown at a CAGR of 25% over the last 11 years. However, in the same time period, the category of deposits has exponentially grown at 47% CAGR. The increase in number of deposits is on account of personal and business purposes. As Indian businesses are expanding across boundaries, cash reserves are critical for business transactions. Holding foreign bank accounts assist in faster closure of financial transactions and buffer from currency fluctuation risk. Further, many Non-resident Indians (NRIs) maintain such accounts and deposits for repatriation of income earned abroad.

INVESTING IN REAL ESTATE

A significantly high percentage of HNIs, now have an alternative place to relocate swiftly, should businesses or the socio-political environment change drastically. Indian businesses are looking at going abroad and business owners are beginning to see benefits in managing such expansion in the newer markets. These alternative residency routes are crucial in providing a safety net amid ongoing geopolitical and macroeconomic uncertainties.

Over the years, Indians have been investing in foreign real estate. The investment size has grown from USD 58.7 Mn in FY 14 to USD 188.73 in FY 23, which is a CAGR growth of 14%. During the pandemic, this investment dipped by approximately 27%. However, it recovered fast and surpassed the pre-pandemic numbers. There was an increase in real estate investments of almost 201%, from USD 62.75 Mn in FY 21 to USD 188.73 in FY 23.

YEARLY INCEMENTAL OUTWARD REMITTANCE (US $ MN) - PURCHASE OF IMMOVABLE PROPERTY (REAL ESTATE) TREND



Source: RBI and Cushman & Wakefield secondary research

The primary reasons for outward investments post-pandemic are:

- Investment residence, to attain citizenship or golden visa
- Access to better quality of living, healthcare, and education
- Diversification of real estate portfolio to hedge financial risk
- Lucrative real estate valuations, especially in developed economies that offer stable rental yields and steady capital appreciation

The increasing spending on higher education in foreign nations, has also propelled investing in residential, commercial, and alternate assets such as student housing, which have a stable rental yield of 5% to 6% per annum and an annual capital appreciation ranging from 6% to 8% per annum. USA, UAE (Dubai), UK, Singapore, Canada, Mauritius, Netherlands, Germany, and Australia are amongst the top preferred countries.

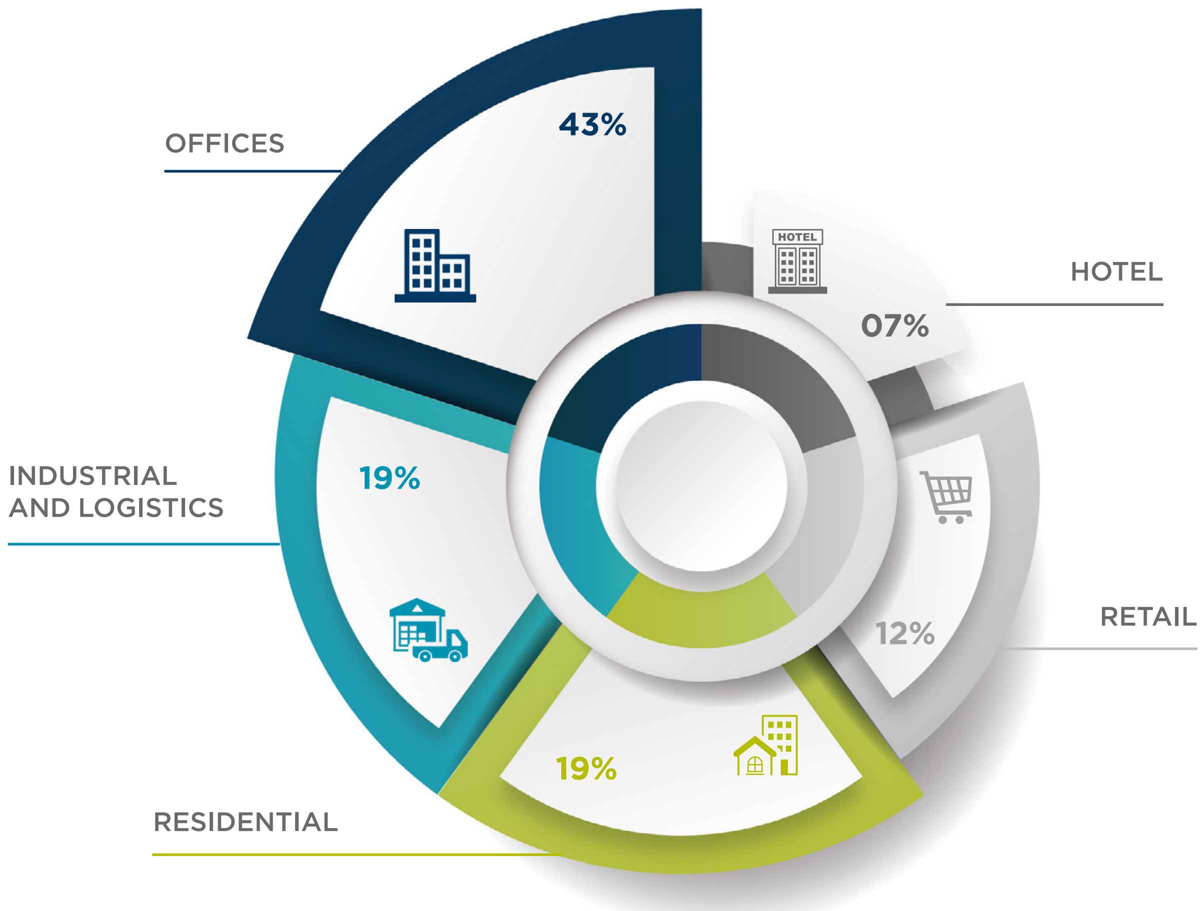
KEY INVESTMENT ASSET CLASSES

Based on interactions with various consultants advising on overseas real estate investment, we see that commercial real estate is the most preferred asset.

In developed economies, commercial assets have showcased stable rental yields with high capital appreciation in last 10 years.

Other alternate assets such as student housing, medical offices, and senior living are also part of REITs providing stable income to retail and institutional investors.

TARGET ASSET CLASSES FOR PRIVATE CROSS-BORDER CAPITAL INVESTMENT (2023)



Source: Real Capital Analytics, Industry Reports and Cushman & Wakefield Research

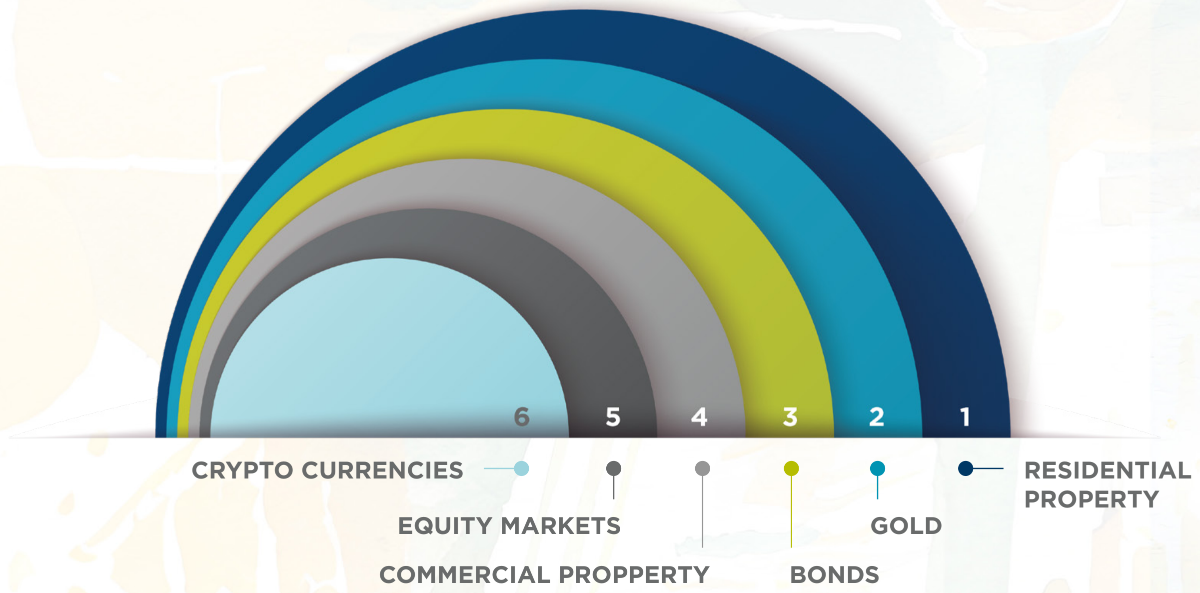
Post covid-19, the industrial and logistics sector has attracted significant investments. The demand for quality industrial and warehousing assets has increased across nations as majority of the companies moved from 'Just in Time' (JIT) to more optimal inventory stocking. This resulted in increased rentals and superior yields. Further, given significant demand and supply-chain issues, the requirement for quality warehousing remains high, thus attracting high quality capital.

Residencial properties have the highest preference as an asset class across nations. The benefits of investing in residential real estate are multi-folds, many nations use investment in real estate as a medium to provide residency permits. The trend of purchasing residential properties post COVID-19 has been in London, Dubai, and other similarly high value residential real estate markets.

As per an independent research, residential property has been considered the safest investment asset class, followed by gold and bonds. Due to high entry and exit barriers, the investment in commercial real estate is limited to UHNIs primarily.

Pre-COVID, cryptocurrencies witnessed a significant investment trend, however, post-opening of the economies, restrictive measures by various governments, and the highly volatile nature of the asset, have lowered investor confidence levels.

1 = SAFEST AND LEAST VOLATILE (RESIDENTIAL IS CONSIDERED AS THE SAFEST ASSET CLASS BY HNWIS)



Source: Real Capital Analytics, Industry Reports, and Cushman & Wakefield Research

FEMA REGULATIONS

Foreign Exchange Management Act,1999, FEMA is an important regulatory framework in India that governs foreign exchange transactions, including the acquisition and transfer of foreign assets by Indian residents. The Liberalized Remittance Scheme (LRS) is a specific provision under FEMA that allows Indian residents to remit a certain amount of money abroad for various purposes, such as education, travel, investment, etc.

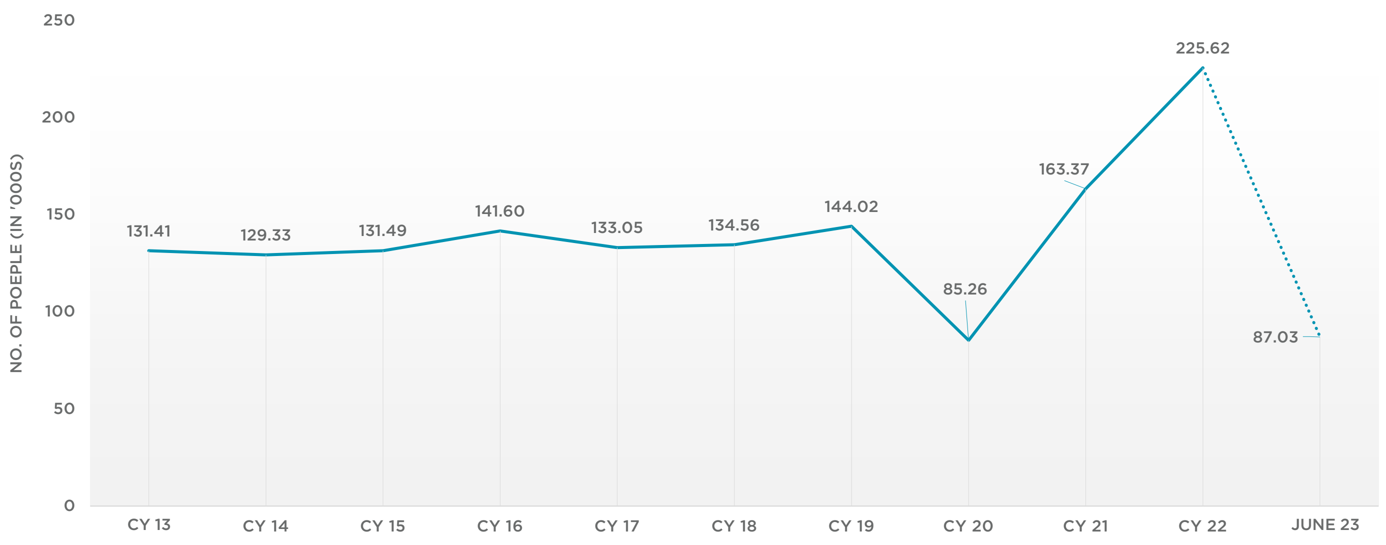
Resident individuals can avail the foreign exchange facility for the purposes mentioned in Para 1 of Schedule III of FEM (CAT) Amendment Rules 2015, dated May 26, 2015, within the limit of USD 2,50,000 only.

- Private visits to any country (except Nepal and Bhutan)
- Gift or donation.
- Going abroad for employment
- Emigration
- Maintenance of close relatives abroad
- Travel for business or attending a conference or specialized training or for meeting expenses for meeting medical expenses, or check-up abroad, or for accompanying as attendant to a patient going abroad for medical treatment / check-up.
- Expenses in connection with medical treatment abroad
- Studies abroad
- Any other current account transaction

An individual can avail exchange facility in excess of USD 250,000 per financial year in case of emigration, or travel for business or accompanying a patient or bearing expenses due to medical treatment abroad, as per regulation 4 to FEMA Notification 1/2000-RB, dated the 3rd May, 2000.

SHIFTING INDIAN DIASPORA

NUMBER OF INDIANS RENOUNCING CITIZENSHIP



Source: Ministry of External Affairs, GoI (Lok Sabha starred question #29, answered by Minister of External Affairs in July 2023)

As observed from the figure above, an average 142,000 Indians have been renouncing their citizen for an alternate nation. This trend has been on a steady rise since of CY 13 to CY 22. A significant dip of approximately 69% was between CY 19 and CY 20, which was due to stagnation in application processing work due to pandemic restrictions.

The subsequent years witnessed rise of 57% from CY 19 to CY 22. Post pandemic, governments across the world and especially in developed nations were focused on attracting skilled labour pool and business investors by lowering their entry barriers.

The highest ever renunciation has been witnessed in CY 22 to the tune of 225,620 citizens. The primary repercussion of this process is loss of HNIs / VHNIs / UHNIs in addition to the skilled man-power and experienced professionals that has impact on both talent availability and economic growth.

As per an independent research agency, approximately, 23,000 HNISs had shifted their base and citizenship from India between CY 14 to CY 18. Additionally, approximately 7500 - 8000 HNIs are renouncing their citizenship as per Henley & Partners, thereby impacting the wealth & job creation and taxation benefits to the home country. With stricter remittance laws, regressive views towards certain tech start-up segments, and applicability of taxes in retrospection are resulting in promoters/entrepreneurs and businessmen relocating from India.

According to data available through the Ministry of External Affairs, of the 163,000 Indians who renounced their citizenship in 2021, 23,533 sought Australian citizenship, 21,597 naturalized Canada and 14,637 select UK, followed by Italy (5,986), New Zealand (2,643), Singapore (2,516), Germany (2,381), Netherlands (2,187), Sweden (1,841) and Spain (1,595) also saw an inflow of Indians.

EMERGING TRENDS IN RELOCATION

To assess the key existing and emerging trends across the emigration segment, detailed stakeholder and industry expert consultations were undertaken. The interactions were spread across emigration consultants, investment advisors, and representatives in-charge of economic development (overseeing the investments in their respective countries. The following sections provide the key insights from the interactions.

KEY EMIGRANT / INVESTOR PROFILE

DEMOGRAPHIC PROFILE

A significant change has been witnessed in the overall profile of the emigrant segment post Covid-19. Pre-pandemic, the emigrant application set was dominated by younger population in the age bracket of 24-35 (i.e., 50-60%), who were relocating to developed economies for the prospect of better jobs opportunities. They would largely be classified as skilled labor relocating in Technology, Healthcare and financial sector. However, since FY 21, the profile of investors has changed. Middle-aged entrepreneurs, businessmen / HNIs, forming almost 30-40% of the applicant set are getting added to the overall list. These HNIs are investing/ relocating with an intent to creating an alternate destination for either business or personnel reasons.

This trend is in line with larger demand for skilled manpower and HNIs who can invest in other countries that would assist in job creation and economic growth. Post pandemic, major economies like UAE, US, Canada and other established economies like Portugal, Greece, Malta, Cyprus, etc. have either relaxed entry barriers or curated new programs to allow international investors to adopt an alternate passport.

KEY STATES DRIVING EMIGRATION

As understood from stakeholder consultations, majority of the applicants for emigrants are from four key states across India that include, Punjab, Gujarat, Kerala, and Telangana / Andhra. These four states are the market leaders with maximum share in emigration application across categories. This trend has been witnessed for a long time, wherein the younger population is keen on relocating to countries like US, UK, Canada, Australia, New Zealand, parts of European Union and Middle east. Emigration basis the education route has been the most prominent which is evident from the LRS outward remittance.

In addition to the above-mentioned, residents from other states such as Haryana, Karnataka, and Tamil Nadu have also increased their participation in emigration. The current trend is dominated by emigration through the education route primarily. The typical age bracket is also of youngsters between the age bracket of 18 - 24 yrs. primarily applying for undergraduate programs.

Since FY 18, an increase in emigration from metro cities and Tier-I cities has been witnessed. Working professionals above the age of 45 have been increasingly relocating to advanced economies basis the skilled professional visa route or Citizenship by Investment (CIB). The opportunity to invest while their kids are young for their education and eventual settlement is among the key reasons for working professionals. The increasing direct taxes on primary and secondary income sources coupled with limited social benefits is also contributing to the rise in relocation applications.

New-age start-up entrepreneurs are also relocating their base to start-ups in investor-friendly nations such as Dubai, Singapore, Canada, and the UK. These countries have relatively easier laws for the establishment, investors (entry and exits), availability of talent, and limited retrospective tax regulations are some of the key parameters that are gravitating the new-age start-up entrepreneurs, investors, and HNIs. A large set of FinTech start-up promoters have created an alternate residence and commercial establishment in Dubai or Singapore as it provides easy access to investors across the world and newer target markets.

PREFERRED COUNTRIES - EMIGRATION / INVESTMENTS

Based on interactions with emigrant consultants, we see two types of emigration trends. The first one is individuals relocating as skilled labor in job opportunity markets. The primary preferred countries for such individuals are US, UK, Germany, Australia / New Zealand, Dubai, Kingdom of Saudi Arabia, and Singapore. These countries have a mix of requirements between technology, healthcare, finance, and construction. Depending on the nature of work and experience required, the professionals can range from a 3-year experienced graduate to 12-15 years industry experienced mid-level resource. As per the observations by various emigration consultants, majority of the applicants are in the age bracket of 25-30 years or 35-40 years.

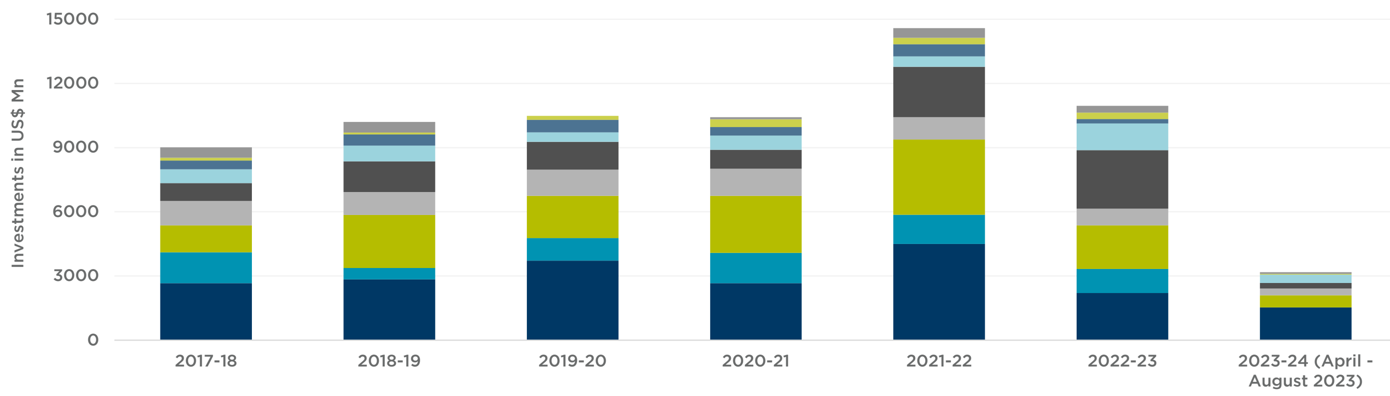
The second trend that we see is HNI/UHNI applicants with business interests across geographies. These individuals may or may not move permanently to a newer location, given the large business base in the home country. However, to oversee business operations in the international markets and avoid heavy taxation, coupled with social benefits, applicants may choose to change their citizenship. Depending on the business and tax benefits, a limited set of individuals choose countries like Portugal, Greece, Malta, or Cyprus that require a fixed amount to be locked in as investment for a time duration ranging from 5 to 7 years that can be repatriated after the lock-in period is over or after attaining citizenship.

The VHNIs and UHNIs typically prefer to choose countries that provide work-visa or citizenship with limited lock-in capital and provide opportunities to make direct investments in real estate. These countries include Canada, UAE, Australia, and Singapore.

OVERSEAS DIRECT INVESTMENTS

Apart from LRS, Overseas Direct Investments is an alternate route for LLP, SPVs, and companies to invest in businesses and related activities across nations. As per the data by RBI, USD 289.64 Bn has been invested between April 2000 to August 2023 across 170 countries.

TOP 9 OVERSEAS DIRECT INVESTMENT FOCUSED COUNTRIES OUT OF 170 COUNTRIES (IN USD MILLION) (APRIL 2017 - AUGUST 2023)



	2017 - 18	2018 - 19	2019 - 20	2020 - 21	2021 - 22	2022 - 23	2023 - 24 April - August 2023
Switzerland	484.06	498.86	0	102	453	320	79
British Virgin Islands	130.79	85.12	181.64	358	299	297	34
Russia	409.83	525.06	590.46	398	567	200	0
United Arab Emirates	644.33	734.85	440.16	665	494	1,253	390
United Kingdom	837.07	1,433.66	1,299.17	886	2,349	2,733	255
Netherlands	1,143.34	1,073.65	1,222.36	1,267	1,050	779	320
United States of America	1,256	2,476.54	1,979.15	2,667	3,514	2,042	565
Mauritius	1,440.84	534.74	1,052.35	1,419	1,364	1,120	0
Singapore	2,665.53	2,837.71	3,717.58	2,660	4,497	2,206	1,531

The above figures highlight the top 9 nations with maximum outwards remittance under the ODI route. With 23% share in ODI, Singapore has attracted the maximum amount of investment amongst the other nations. There are multiple reasons for high preference, the first the most prominent is Singapore being the financial centre of South-east Asia, bilateral trade and investment agreement, ease of doing business with limited paperwork and compliances, and availability of Indian origin workforce.

The second closest preferred ODI destination is USA with 17% share of ODIs. The country is regarded as the innovation hub in technology, financial instruments, and manufacturing. Majority of the investments by Indian HNI's and promotors are in the technology space for either partnership or business expansion. Further, the relaxation of EB-5 program norms from USD 900,000 to USD 800,000 post-2018, has led to an increased investment activity resulting in quicker access to Green-card for investors.

UK is the third preferred location with 15% share in ODIs and has witnessed significant investments post-pandemic due to the creation of new programs attracting start-ups, investors in technology platforms, and access to high-value consumer markets. The UK residential market is one of the most preferred investment markets by Indians, coupled with new-age business opportunities. UK is expected to attract a healthy share of investment in the future.

Countries like Mauritius, the British Virgin Islands, and Cyprus account for 10% of the total ODI share. These countries are preferred to create business entities that would attract high taxation in India. The taxation policies in these nations allow to avoid double taxation on transactions, concerns, and individuals. However, Dubai in UAE which presently has 6% share in ODIs is the fast-emerging preferred destination by Indian technology and financial firms for investment and relocation, as it provides easy access to Central Asia, parts of Europe, and Africa.

The other countries include Netherlands, Switzerland, and Russia, with a combined ODI share of 10% amongst the HNI investors.

CITIZENSHIP AND VISA PROGRAM

US, UK, Australia, Canada, and New Zealand have been the preferred countries for investment. However, due to stringent rules, residency or citizenship could only be obtained through duration of stay or naturalization i.e., fulfilling certain requirements or qualification to willfully acquire the citizenship. Post-pandemic, there has been a surge in the Citizenship-by-Investment (CBI) route across many countries. Some of the prominent advanced economies such as USA, UK, Europe, etc. have relaxed their investment norms to allow direct investment in their nations with an intent to create jobs and attract relevant talent.

THERE ARE TYPICALLY FOUR CATEGORIES OF INVESTMENTS THAT ARE PERMITTED UNDER VARIOUS CBI ROUTES:

- **INVESTMENT IN REAL ESTATE**

  This involves investing in commercial or residential properties in the country of an individual's choice. Requirements can vary, from full ownership of the property to partial (shared) ownership of the property in a development or lease during the required period. Shared ownership in a large development includes being a non-operating investor with no responsibility for managing any aspect of the project. An example of a passive investment that leads to permanent residency is the EB-5 Visa Program (investment in regional centers) in the US.

  On the other hand, St. Louis. The Kitts and Nevis Citizenship by Investment program provides options for investing in government-approved projects, such as high-end hotel shares, villas, and condominiums. Many Caribbean investment resorts offer annual income and the opportunity to enjoy resorts for at least one week each year. For all real estate options, the initial investment must be held for a minimum period of time, usually three to seven years. Post this period, you may choose to sell your shares at the prevailing market price.

- **PURCHASE OF GOVERNMENT BONDS**

  Buying government bonds offers a way to obtain permanent residency or citizenship without risking your capital or having to associate with a company. The government of the country guarantees this mortgage, ensuring that you get the full benefit of your investment without incurring interest. These bonds generally have a minimum holding period of five years. The Quebec Investor Visa Program provides permanent residency for investors who make a one-time payment of CAD 1.2* million, relinquish it for 5 years, and then regain it after the requirements have passed without incurring interest.

- **INVESTMENT IN BUSINESS ENTERPRISE**

  Depending on the chosen framework, the acquisition of permanent residence or citizenship can easily be marketed within a specific economy and geographic area. These types of investments require potential investors to create new business opportunities or preserve existing ones. For example, Antigua and Barbuda and St. Petersburg The Lucia collaboration allows joint applications from investors whose objective is to share the project.

- **NON-REFUNDABLE DONATION TO A GOVERNMENT-SUPPORTED PROGRAM**

  This type of investment requires a substantial donation to an approved fund or charity in a particular country. It's a charitable way to make a positive impact and help boost a country's economy. The endowment varies according to the number of applicants and offers all the benefits of citizenship.

WE HAVE PUT TOGETHER SOME OF THE PREFERRED PROGRAMS TO OBTAIN RESIDENCY/CITIZENSHIP BY THE CBI ROUTE.

- ### MALTA'S GOLDEN VISA

For Indians seeking entry into the European Union, Malta serves as the gateway and a low-risk, high-probability option. Malta offers both the routes – 'Golden Visa' for residency and 'citizenship through investment'.

Under Malta's Golden Visa for 'residency', the applicant must make a total contribution of €40,000. Out of this amount, €10,000 is a non-refundable administrative deposit that must be paid when applying.

Secondly, the applicant needs to purchase a property valued at a minimum of €350,000 in Malta and must pay €58,000 to the government, including €7,500 for each dependent who is a parent or grandparent. If the applicant buys a qualifying property, this contribution drops to €28,000. In addition, the applicant must also donate €2,000 to a registered local NGO.

Alternatively, individuals aspiring for citizenship can secure the same through the **Maltese Exceptional Investor Naturalization Program**. In this case, residency in Malta is mandatory. For a fast-track process within 1 year, an investment of €750,000 is required. Further, an investment in real estate worth €700,000 or a property lease for a minimum yearly rent of €16,000 is mandatory along with a donation of €10,000 to a designated NGO.

- ### CARIBBEAN NATIONS - ST. KITTS AND NEVIS

St. Kitts and Nevis part of the Caribbean islands' nation established their investment program in 1984 to attract financial services business to the island. There are two investment methods to acquire citizenship. The primary method is direct non-refundable investment of a minimum of USD 250,000 to an approved Public Benefit Fund. The fund requirement changes to USD 350,000 in the case of a family of four.

The typical duration for processing the file work and issuance of a passport is typically 120-150 days. As St. Kitts and Nevis is a part of the commonwealth, its citizens are entitled to privileges in UK and other commonwealth nations. Also, the nation allows for dual citizenship, with no minimum stay requirement.

The second investment route is through real estate, wherein a minimum investment of USD 400,000 is required in approved projects that may be residential, commercial, or hospitality. The lock-in period for such investment is typically 7 years. Majority of the investments in these assets create annual rental income of 2% - 5% return on investment. Investors are allowed to have sole ownership resulting in negating any ownership transfer concerns towards the end of the lock-in period.

- ### CARIBBEAN NATIONS - ANTIGUA AND BARBUDA

Similar to St. Kitts and Nevis, the nation of Antigua and Barbuda also provides citizenship through three routes i.e., investment or purchase of real estate or investment in an eligible business.

In order to qualify for citizenship, the main applicant must be over 18 years of age and should select one of the following four options to apply and obtain citizenship:

» A minimum non-refundable contribution of USD 100,000 to the National Development Fund, or a minimum non-refundable contribution of USD 150,000 to the University of the West Indies.

» An investment in real estate with a minimum value of USD 200,000 in an approved real estate project. In the case of joint investment, two applicants invest jointly a minimum of US$ 200,000 each in order to qualify. The investment in real estate project is locked-in for a period of five-years and cannot be disposed prior.

» The direct purchase of an eligible business for a minimum amount of USD 1.5 million as an individual is the third route.

The typical application processing requires 90 to 120 days. Post receiving the Antigua and Barbuda passport, the individual gets visa-free or visa-on-arrival access to approximately 150 destinations including Hong Kong, Singapore, the UK, and Europe's Schengen Area.

- ### MONTENEGRO CITIZENSHIP

Located on the Balkan Sea in southeastern Europe, Montenegro is known for its breathtaking and unparalleled natural beauty. Montenegro, which became a sovereign state in 2006, is a member of NATO, uses the Euro as its currency, and is an official candidate for EU membership.

The Montenegrin Citizenship through Investment Program was established by the Government of Montenegro as part of its ongoing efforts to attract foreign direct investment and boost economic activity in the country. The Montenegrin Citizen Investment Program requires applicants to make a defined financial contribution to the Montenegrin community through investments in approved development projects, as well as capital investments in a fund held by the government specified for underdeveloped areas. In exchange, and subject to rigorous vetting and due diligence, including thorough background checks, applicants and their families are granted citizenship.

To qualify for the Montenegro Citizenship by Investment Program, the main applicant must meet the application requirements, and make the minimum contributions to the Government of Montenegro. Typically, two routes are suggested to qualify for the program:

» An investment of € 450,000 to development projects in the capital of Podgorica or in the coastal regions

» An investment of € 250,000 to development projects in northern or central Montenegro, excluding Podgorica

In addition, there is a government fee of € 200,000 per application. This contribution is directed to a special fund for the advancement of underdeveloped areas (€ 100,000) and towards the Innovation Fund of Montenegro (€ 100,000). The typical processing time of application can range from 8 - 10 months post the submission of necessary paperwork and proofs. The primary benefit of the citizenship is visa-free or visa-on-arrival access to over 120 destinations including Europe's Schengen Area, Russia, and Türkiye.

Surprisingly, there is no minimum investment criteria to obtain Montenegro residency. The applicant is required to visit the country once to complete application requirements including opening of bank account and purchase/rent of either office or residential asset. Typically, the application is processed within 30-45 days. The residence permit is valid for one year and is renewable annually. After holding a resident status for five years, the applicant can apply for Montenegrin permanent residence.

IN ADDITION TO THE ABOVE, SOME NATIONS PROVIDE RESIDENCY PROGRAMS BY INVESTMENT. HERE ARE SOME OF THE KEY NATIONS UNDER THIS CATEGORY:

- ### UNITED ARAB EMIRATES

UAE has successfully established itself as the financial hub for the Middle East and Central Asia. The nation boasts of best modern infrastructure, transportation, and communication services. Dubai is the second largest of the seven emirates in UAE and ranks as the most important international city and financial and commercial center.

UAE Residence by Investment is aimed at providing long-term residence to foreign investors, entrepreneurs, and talented individuals including specialists, students, and researchers who make a significant investment to the country. It is highly preferred by HNIs, investors, and individuals due to the favorable tax regime i.e. no personnel income, capital, net worth, or withholding tax coupled with double taxation treaties with multiple nations.

UAE's Golden Residence Visa has a wide range of benefits including a 10-year renewal option for real estate investors who purchase one of the following Assets worth at least IED 2 million (approximately USD 550,000):

» Property worth at least AED 2 million (approximately USD 550,000) with a loan from a specific local bank.

» One or more random properties with a value of at least AED 2 million (approximately USD 550,000) from approved local real estate companies.

The processing time for the application is between 60 - 90 days. The primary benefits of this visa are, no mandatory timelines of residing in UAE and right to live and work across the seven emirates of the UAE.

Post covid, significant numbers of Indians have undertaken investment in UAE residential markets and have witnessed healthy capital appreciation and rental returns.

- **USA EB-5 Visas**

The EB-5 visa program is a United States immigrant investor program that provides a path to lawful permanent residency (Green Card) for foreign nationals who invest a significant amount of capital in a new commercial enterprise that creates jobs in the United States. Here are the key features of the EB-5 program.

The program details two types of investment options to choose from in order to obtain EB-5 Visa that are as below:

» **Direct Investment:** The investor directly establishes or invests in a new commercial enterprise

» **Regional Center Investment:** The investor invests in a USCIS-designated Regional Center, which is an entity that pools EB-5 investments in projects that aim to create jobs

To be eligible for the EB-5 program, the investor is required to meet the minimum qualifying investment in a new commercial enterprise. The required investment amount varies depending on the location of the enterprise. It is typically, USD 1.8 MN as the standard minimum investment and USD 800,000 in case the investment is made in Targeted Employment Area (TEA). These TEAs are typically areas either with high unemployment or located in rural areas.

As the primary goal of EB-5 is job creation, the investor is required to create or preserve at least 10 full-time jobs for qualifying U.S. workers within two years of their admission to the U.S. as conditional permanent residents.

The EB-5 visa process typically involves several stages, including filing Form I-526 (Immigrant Petition by Alien Investor), obtaining conditional Green Cards, and then applying to remove the conditions. The processing times can vary, and the backlog for visas can impact waiting periods. After obtaining unconditional permanent residency through the EB-5 program, investors and their family members can eventually apply for U.S. citizenship through the naturalization process.

- **GREECE GOLDEN VISA**

The Greece Golden Visa Program is one of the most affordable investment programs that provides access to Europe. As per the program guidelines, the applicant is required to make a real estate investment worth € 250,000 plus taxes. On the other hand, the applicant makes an investment worth a minimum € 500,000 in Mykonos, Santorini, Thessaloniki, and most municipalities in Athens to expedite the process.

The other two investments apart from residence or commercial assets would be investment in hospitality assets for a duration of a minimum 10 years. The investment could be in the form of a lease agreement for hotel accommodation or furnished tourist residences in tourist accommodation complexes or a 10-year time-sharing agreement for hotel accommodation.

Further applicants can make capital contributions instead of real estate investment, where they can invest a minimum of EUR 400,000 in a company that has its registered office or establishment in Greece, or put money into in a real estate investment company that invests exclusively in Greece. The other options include investing in a closed-end investment company for the acquisition of shares or to a closed-end mutual fund for the acquisition of shares.

Alternatively, an applicant can invest in Greek government bonds with a minimum value of EUR 400,000 and residual maturity of at least three years at the time of purchase, via a credit institution established in Greece. Lastly, one can invest in a direct term deposit of a minimum value of EUR 400,000 in any of Greece domestic credit institutions for at least one year, with a standing order for renewal.

The Greece Golden visa provides a residency permit to the applicant and the family, for a period of 5 years, which is renewed at the end of the term. Post the completion of 7 years of residency in Greece, the applicant has the choice of obtaining Greece's residency.

In order to facilitate the process, the paperwork timelines have been reduced to a maximum of 2-3 months from the date of submission of the application. Like any other European nation, the residents of Greece as allowed to move freely across Greece and Europe's Schengen Area.

In addition to the above, there are multiple other programs as listed below that provide an overview of the minimum requirements and benefits of obtaining either residency or citizenship. With more access, there is a significant rise in options for diversifying the assets and securing exposure to regional and global volatility. Below is the entire range of investment migration programs as per the research report released by Henley & Partners in June 2023.

EUROPEAN CITIZENSHIP BY INVESTMENT PROGRAMS	MINIMUM CAPITAL	PROCESSING TIME	KEY BENEFIT
Austria	Substantial contribution to the Austrian economy	24 - 36 months	Opportunity to become an EU citizen upon making a substantial capital contribution
Malta	EUR 738,000 investment	14 - 38 months	An attractive place in which to live or own a second home, strategically located, with excellent air links
Montenegro	EUR 450,000	8 - 10 months	Free movement to Montenegro, the countries in Europe's Schengen Area, Russia, and Türkiye
North Macedonia	EUR 200,000	2 - 5 months	Free movement to Hong Kong, Japan, Singapore, Türkiye, and Europe's Schengen Area, among others, as well as an e-visa to India
Türkiye	USD 400,000	120 days	Free movement to Türkiye, Hong Kong, Japan, and Singapore, among others

CARIBBEAN CITIZENSHIP BY INVESTMENT PROGRAMS	MINIMUM CAPITAL	PROCESSING TIME	KEY BENEFIT
Antigua and Barbuda	USD 100,000	3 - 4 months	Visa-free or visa-on-arrival travel to approximately 150 destinations including Hong Kong, Russia, Singapore, the UK, and Europe's Schengen Area
Grenada	USD 150,000	3 - 4 months	Visa-free or visa-on-arrival travel to over 140 destinations including China, Russia, Singapore, the UK, and Europe's Schengen Area
St. Kitts and Nevis	USD 250,000	4 months	Enjoy the full benefits of citizenship for life, which can be passed on to future generations by descent.
St. Lucia	USD 100,000	3 - 4 months	Visa-free or visa-on-arrival travel to over 140 destinations including Hong Kong, Singapore, the UK, and Europe's Schengen Area

AFRICAN CITIZENSHIP BY INVESTMENT PROGRAMS	MINIMUM CAPITAL	PROCESSING TIME	KEY BENEFIT
Egypt	USD 250,000	9 - 12 months	The right of free movement to Egypt, Jordan, Hong Kong, and Malaysia, among others

MIDDLE EASTERN CITIZENSHIP BY INVESTMENT PROGRAMS	MINIMUM CAPITAL	PROCESSING TIME	KEY BENEFIT
Jordan	USD 750,000	3 months	The right to live, work, and study in Jordan

EUROPEAN RESIDENCE BY INVESTMENT PROGRAMS	MINIMUM CAPITAL	PROCESSING TIME	KEY BENEFIT
Austria	EUR 40,000 in liquid funds, German language skills, permanent accommodation, and more	1 - 3 months	The right of free movement to Austria, the rest of the EU, and Europe's Schengen Area
Cyprus	EUR 300,000	2 months	The right to live and study in Cyprus
Greece	EUR 250,000	1 - 2 months	The right of free movement to Greece and Europe's Schengen Area
Ireland	EUR 1 million	9 - 12 months	The right of free movement to Ireland and the Common Travel Area
Italy	EUR 250,000	3 - 4 months	The right to live, work, and study without restriction in Italy
Latvia	EUR 60,000	1 - 3 months	The right to live, work, and study without restriction in Latvia
Luxembourg	EUR 500,000	Approximately 6 months	The right to live, work, and study without restriction in Luxembourg
Malta	EUR 175,000	4 - 6 months	The right to live, work, and study without restriction in Malta
Netherlands	EUR 1.25 million	3 - 5 months	The right to live, work, and study without restriction in the Netherlands
Portugal	EUR 280,000 in real estate	Over 18 months	The right to live, work, and study without restriction in Portugal

EUROPEAN RESIDENCE BY INVESTMENT PROGRAMS	MINIMUM CAPITAL	PROCESSING TIME	KEY BENEFIT
Spain	EUR 500,000	Approximately 20 days	The right to live, work, and study in Spain, and free movement to the EU and Europe's Schengen Area
Switzerland	CHF 250,000 in annual taxes	3 - 6 months	First-class infrastructure and excellent banking facilities
United Kingdom	Innovative, scaling business	1 - 8 weeks	The right to live, work, and study anywhere in the United Kingdom

AMERICAN RESIDENCE BY INVESTMENT PROGRAMS	MINIMUM CAPITAL	PROCESSING TIME	KEY BENEFIT
Canada	Innovative start-up business	12 - 31 months	The right to live, work, and study without restriction in Canada
Panama	USD 100,000	30 days, or four - six months	The right to live, work, and study in Panama
United States of America	USD 800,000	30 - 36 months	The right to live, work, and study without restriction in the USA

ASIA PACIFIC RESIDENCE BY INVESTMENT PROGRAMS	MINIMUM CAPITAL	PROCESSING TIME	KEY BENEFIT
Australia	AUD 2.5 million (Investor Stream)	12 months	The right to live, work, and study without restriction in Australia

ASIA PACIFIC RESIDENCE BY INVESTMENT PROGRAMS	MINIMUM CAPITAL	PROCESSING TIME	KEY BENEFIT
Malaysia	MYR 1 million	3 - 6 months	Long-term multiple-entry visas enabling the applicants and their families to live in Malaysia
New Zealand	NZD 5 million	8 - 9 months	The right to live, work, and study without restriction in New Zealand
Singapore	SGD 10 million	9 - 12 months	World-class education, healthcare, and transport systems
Thailand	THB 600,000	2 - 3 months	Long-term, privilege multiple-entry permit as well as luxury, VIP treatment

AFRICAN RESIDENCE BY INVESTMENT PROGRAMS	MINIMUM CAPITAL	PROCESSING TIME	KEY BENEFIT
Mauritius	USD 375,000	6-8 months	The right to live, work, and retire in Mauritius
Namibia	USD 365,000	3 months	The right to live, work, and study without restriction in Namibia

MIDDLE EASTERN RESIDENCE BY INVESTMENT PROGRAMS	MINIMUM CAPITAL	PROCESSING TIME	KEY BENEFIT
United Arab Emirates	AED 2 million	Over eight weeks	The right to live in any of the seven emirates of the UAE

GLOSSARY

- **CAGR** - Compounded Annual Growth Rate - is a term for the geometric progression ratio that provides a constant rate of return over the time period
- **CY** - Calendar year - measure of a year starting from 1st January to 31st December
- **FY** - Financial Year - measure of a year starting from 1st April to 31st March
- **CBDT** - Central Board of Direct Taxes - provides essential inputs for policy and planning of direct taxes in India,at the same time it is also responsible for administration of direct tax laws through the Income Tax Department.
- **DPIIT** - Department for Promotion of Industry and Internal Trade, Ministry of Commerce & Industry
- **EXIM** - Export and Import
- **FAE** - First Advance Estimate - obtained by extrapolation of seven months' data, are released early in January to help officers in the Union Finance Ministry and other departments frame the broad contours of the budget for the next financial year
- **FATF** - Financial Action Task Force - is the global money laundering and terrorist financing watchdog
- **FDI** - Foreign Direct Investment - is a category of cross-border investment in which an investor resident in one economy establishes a lasting interest in and a significant degree of influence over an enterprise resident in another economy.
- **FEMA** - Foreign Exchange Management Act, 1999
- **GoI** - Government of India
- **GDP** - Gross Domestic Product (Real Gross Domestic Product at current price 2011-12)
- **GST** - Goods and Services Tax
- **INR** - Indian National Rupee
- **LRS** - Liberalized Remittance Scheme - Initiated by Ministry of Finance in year 2004, allowing outward remittance to Indians upto a permitted limited
- **MOSPI** - Ministry of Statistics and Programme Implementation
- **NSO** - National Statistical Organization
- **RBI** - Reserve Bank of India (India's central bank and regulatory body responsible for regulation of the Indian banking system)
- **PAN** - Permanent Account Number - Ten-digit alphanumeric number, issued by the Income Tax Department
- **TCS** - Tax Collection at Source - An additional amount collected as tax by a seller of specified goods from the buyer at the time of sale over and above the sale amount and is remitted to the government account
- **IMF** - International Monetary Fund
- **USA / US** - United States of America / United States
- **UK** - United Kingdom
- **UAE** - United Arab Emirates - comprising of seven emirates, Abu Dhabi, Ajman, Dubai, Fujairah, Ras Al Khaimah, Sharjah and Umm Al Quwain
- **USD** - United States Dollar
- **EUR** - Euro (Symbol €) - Currency used officially by the institutions of the European Union, the British Overseas Territory of Akrotiri and Dhekelia, Montenegro and Kosovo
- **TN/Tn** - Trillion
- **BN/Bn** - Billion
- **MN/Mn** - Million
- **EB-5** - An RbI program of USA and short form for 'employment-based fifth preference visa' that allows for an individual to investment in business for job creation for limited time eventually allowing for individual to apply for 'Green Card' post
- **CbI** - Citizenship by Investment - Visa programs that allow for citizenship to an individual through designated investment in real estate or employment generating business or direct donation in government programs
- **RbI** - Residency by Investment - Visa programs that allow for residency to an individual through designated investment in real estate or employment generating business or direct donation in government programs, eventually providing an option to obtain citizenship
- **HNI** - Hight Net-worth Individuals - An individual with all assets value combined exceeding USD 1 Mn upto USD 5 Mn, excluding primary residence, collectibles, consumables, and consumer durables
- **VHNI** - High Net-worth Individuals - An individual owning assets worth USD 5 Mn upto USD 25 Mn, excluding primary residence, collectibles, consumables, and consumer durables
- **UHNI** - Ultra High Net-worth Individuals - An individual owning assets beyond USD 25-30 Mn, excluding primary residence, collectibles, consumables, and consumer durables
- **REIT** - Real Estate Investment Trust
- **LLP** - Limited Liability Partnership
- **SVP** - Special Purpose Vehicle
- **ODI** - Overseas Direct Investment - RBI allows a person residing in India to invest direct equity capital in a foreign entity

SOURCES

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