



**MUNICIPALIKA** 2008  
Making Cities Work

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**31 Jan - 2 Feb 2008 • Mumbai, India**  
MMRDA Grounds, Bandra-Kurla Complex

CS 12

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Public-Private Partnership and Real Estate Development as Engines of Growth

*Date: 2 February 2008*

*Time: 11.45-13.15*

<b>Chair</b>	Shri. S. P. Singh Principal Secretary, Municipal Administration and Urban Development, Govt. of Andhra Pradesh.
<b>Co-Chair</b>	Shri. Uttam Khobragade General Manager, BEST, Mumbai
<b>Presenter</b>	Shri. Subhash Chandra Secretary, Urban Development, Government of Karnataka
<b>Presenter</b>	Shri. Anuj Puri Chairman & Country Head, JLLM India
<b>Presenter</b>	Shri. Niranjan Hiranandani Chairman, Hiranandani Construction Company Ltd, Mumbai
<b>Presenter</b>	Shri. Rohtas Goel Chairman & Managing Director, Omax Ltd.
<b>Presenter</b>	Shri. Sanjay Verma Executive Managing Director, Cushman & Wakefield India
<b>Presenter</b>	Mrs. Jayasree Kurup Editor, Magic Bricks.com
<b>Presenter</b>	Shri. Amol Shimpi National Director, Colliers International





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**COLLIERS  
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*Our Knowledge is your Property*

Developers expectations from Private




Perceptions of development business

*“Developers live in their own universe and do not like to be answerable to anyone”*



How do Private Equity Investor work?





How should developers change their

▶ Paying utmost attention to customer satisfaction

*“Developers are moving into a sharing and caring mode”*



What Private Equity Investors want to



What steps a developer should take

How should a developer set his house in

financial and human resources

- Proposing a decision-making structure
- Putting together a succession Plan

*"Prepare for the worst and hope for the best!!"*



