



## Real Estate Presentation



## Brief Background

Real Estate Outlook

Investment Process

IRR

Client Base

Funds and PSU's

- ULJK Group is now in its 5<sup>th</sup> family generation of serving the financial services community
- Based out of the Bombay Stock Exchange towers, we take pride in our 113 years old history of independent advice and efficient execution
- ULJK's Real Estate group provides funding and advisory services to a range of organizations that buy, sell and develop land.
- The group has sector expertise in retail properties, hotels, shopping centers, office buildings, townships, industrial properties, multifamily properties and slum rehabilitation projects.
- The purpose of usage of funds can range from pure construction to cash outs for the various purposes including the purchase of floor space index (FSI) and/or transfer development rights (TDR).

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Policy  
Momentum

- Easing of FDI Policy.
- Real Estate Regulatory Bill

Demand

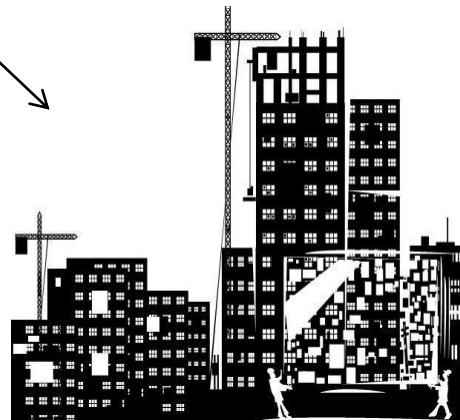
- Housing for all by 2025
- Smart Cities Scheme

Capital  
Availability

- AIF's, PSU's and NBFC's.
- FII's and NRI Investment

Economic  
Outlook

- Expected GDP Growth of 7.8%.
- Reduction in Interest Rate



# Investment Process

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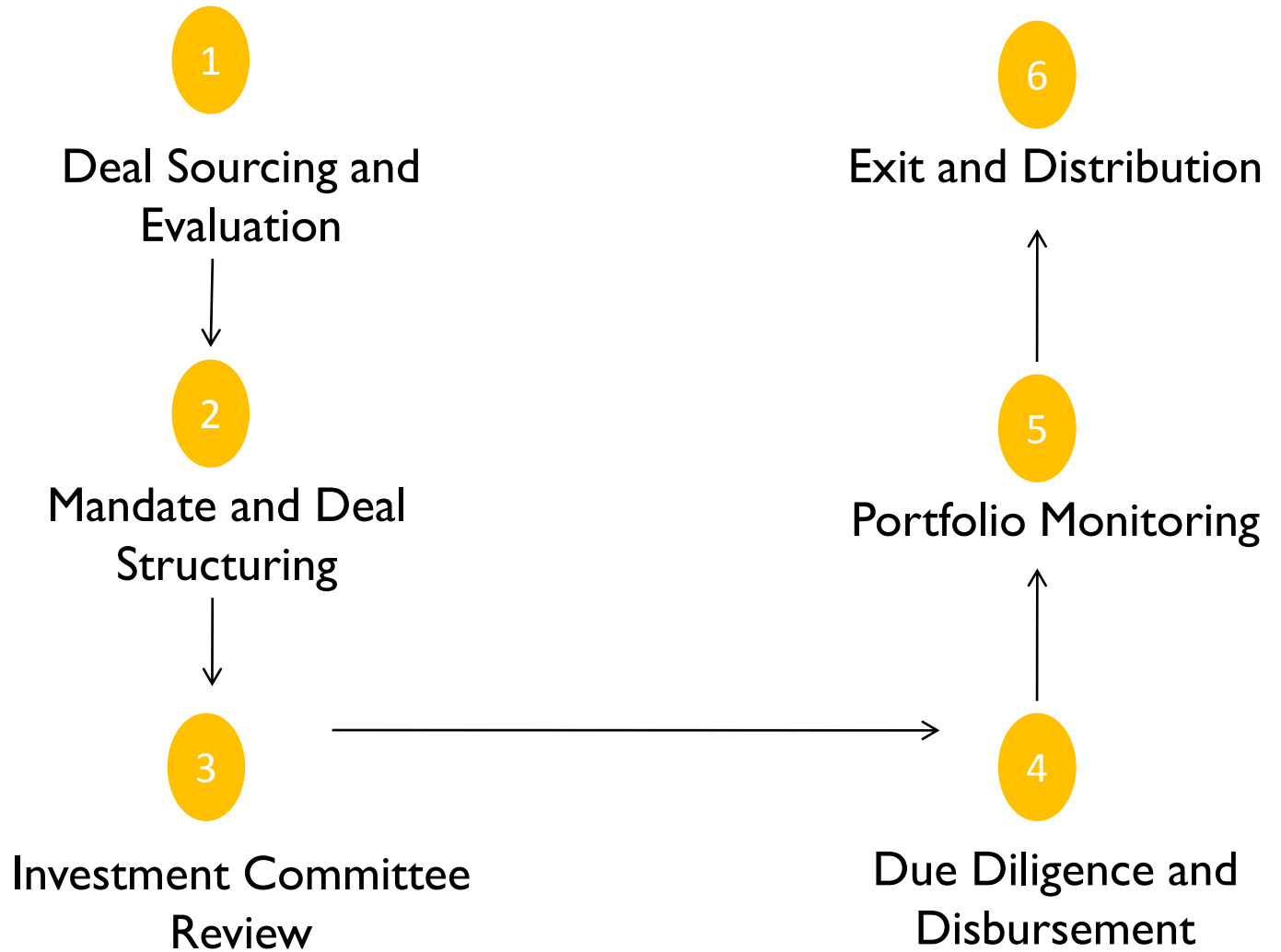
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<b>Funds</b>	<b>Expected IRR</b>
Structured Debt	21% and above
Construction Debt	14% - 19%
NBFC Lending	13% - 18%
Bank Lending	10% - 13%

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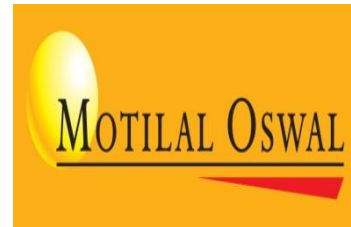
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KKR



Brookfield



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**State Bank of India**



*Relationships beyond banking.*





# Thank You

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