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JM Morgan Stanley Securities Private Limited+

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India Property Panel Discussion Highlights

We organized a Real Estate Panel Discussion last week at the JM Morgan Stanley India Summit. The eminent panelists were:

Mr Sanjay Verma, Executive Managing Director (South Asia), Cushman and Wakefield; **Mr Ajay Chandra**, Managing Director, Unitech Ltd; **Mr Pradeep Jain**, Chairman and MD, Parsvnath and **Mr Suren Jain**, Director, Jaiprakash Associates.

The key take aways are detailed below:

Sector Outlook: The industry could witness 10-15 years of strong demand driven by India's GDP growth and favourable demographics. Special Economic Zone (SEZ) legislation was a landmark development in India and will lead the future real estate activities.

Emerging sector trends: Most Indian cities focus on *sub-urban development* given the scarcity of land in the 'main city', and/or 'strata ownership', which makes re-development challenging. In antithesis to Indian spending practices, *home loan culture* is more pervasive and is gaining wider acceptability amongst the populace.

Land Bank: Ownership Issue - Different companies have different basis of stating their land banks. Financial markets will need to be continuously engaged with company managements to assess the extent of actual land ownership. Land aggregation, an onerous task in India - on account of poorly maintained ownership records with revenue departments, the multitude of sellers to aggregate a sizeable land parcel and burdensome regulatory process. This constrains supply and poses a key entry barrier to new players.

Outlook on property prices: In general terms, the prices in metros could rise in line with inflation and ahead of inflation in Tier II and Tier III cities. The view was divided over whether larger cities (with new job creation) will see higher volumes or whether smaller towns (with pent up demand) will be better destinations for property cos.

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Industry View **In-Line**

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(as of January 31, 2007)

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	Coverage Universe		Investment Banking Clients (IBC)		
_				% of Total %	6 of Rating
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Overweight/Buy	811	37%	284	41%	35%
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Total	2,197		687		

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Industry Coverage:India Property

Company (Ticker)	Rating (as of) Price (02/12/2007)		
Sameer Baisiwala, CFA Unitech Corporate Parks Plc (UCP.L)	O (02/02/2007)	87.00p	

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