

Time	Agenda	Deliberation Areas	Presenter / Panel Details
10:30 - 10:45 am	Opening Speech	<ul style="list-style-type: none"> -How has Covid-19 impacted the industry - Measures taken by the government, RBI - Outlook on the market - Expectations from the developers - Reflection on business trajectory (Mar'20 onward) - Expectations from the eco-system (government, banking sector, etc) 	NAREDCO President, Dr Niranjan Hiranandani
10:45 - 10:50 am	Introduction to the panel discussion	<ul style="list-style-type: none"> - Key Challenges and Shifts in the market - How are developers responding to the changes - Recent trends 	EY Partner
10:50 am - 12:00 pm	Panel Discussion	<ul style="list-style-type: none"> - Did the pandemic bring about any structural changes to the operating model (marketing mix, sales mix, etc) - Changing customer landscape and buying behaviour - View on current market demand, inventory, the festive season ahead - How has demand for configurations changed post-COVID-19 across product categories (affordable, premium, luxury) - Affordable as an emerging segment - Demand for ready to move-in vs under-construction projects. Catalysing demand for each. How we generate demand for both categories - How have the developers pivoted their marketing strategy during this pandemic - Can digitalisation across the customer journey help accelerate sales velocity? - Support of lending institutions to developers – on last-mile funding and funding for real estate asset class – suggestions for developers 	<p>Developers list</p> <ol style="list-style-type: none"> 1. Purvankara 2. Signature Global 3. Runwal Group 4. Tata Housing 5. Adani Realty 6. Omaxe <p>Aggregator: (One to be invited) Xanadu</p> <p>Lender: (One to be invited) HDFC</p>
12:00 - 12:20 pm	Q&A		Panel Moderator: EY Partner
12:20 - 12:25 pm	Vote of thanks, closing speech		NAREDCO - TBD