



सत्यमेव जयते

BUILDING VIKSIT BHARAT

TRANSFORMATIVE ROLE OF THE
REAL ESTATE SECTOR IN INDIA



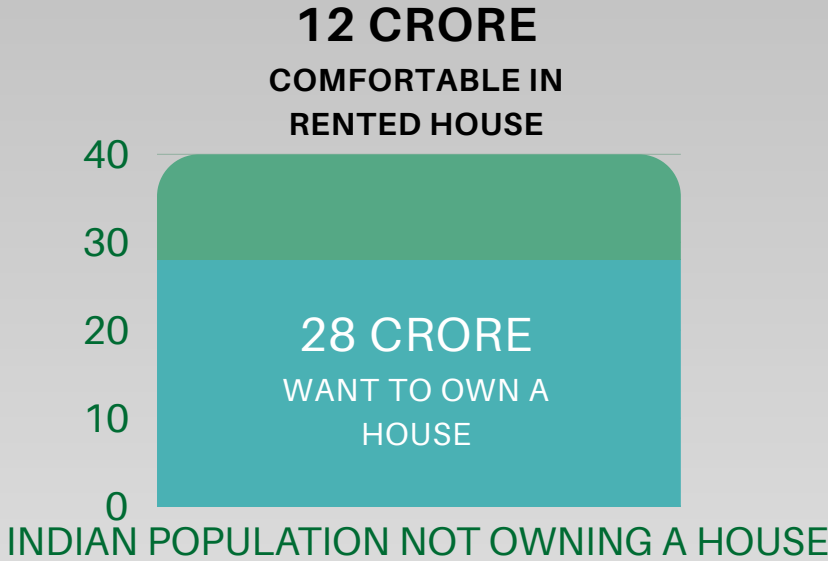
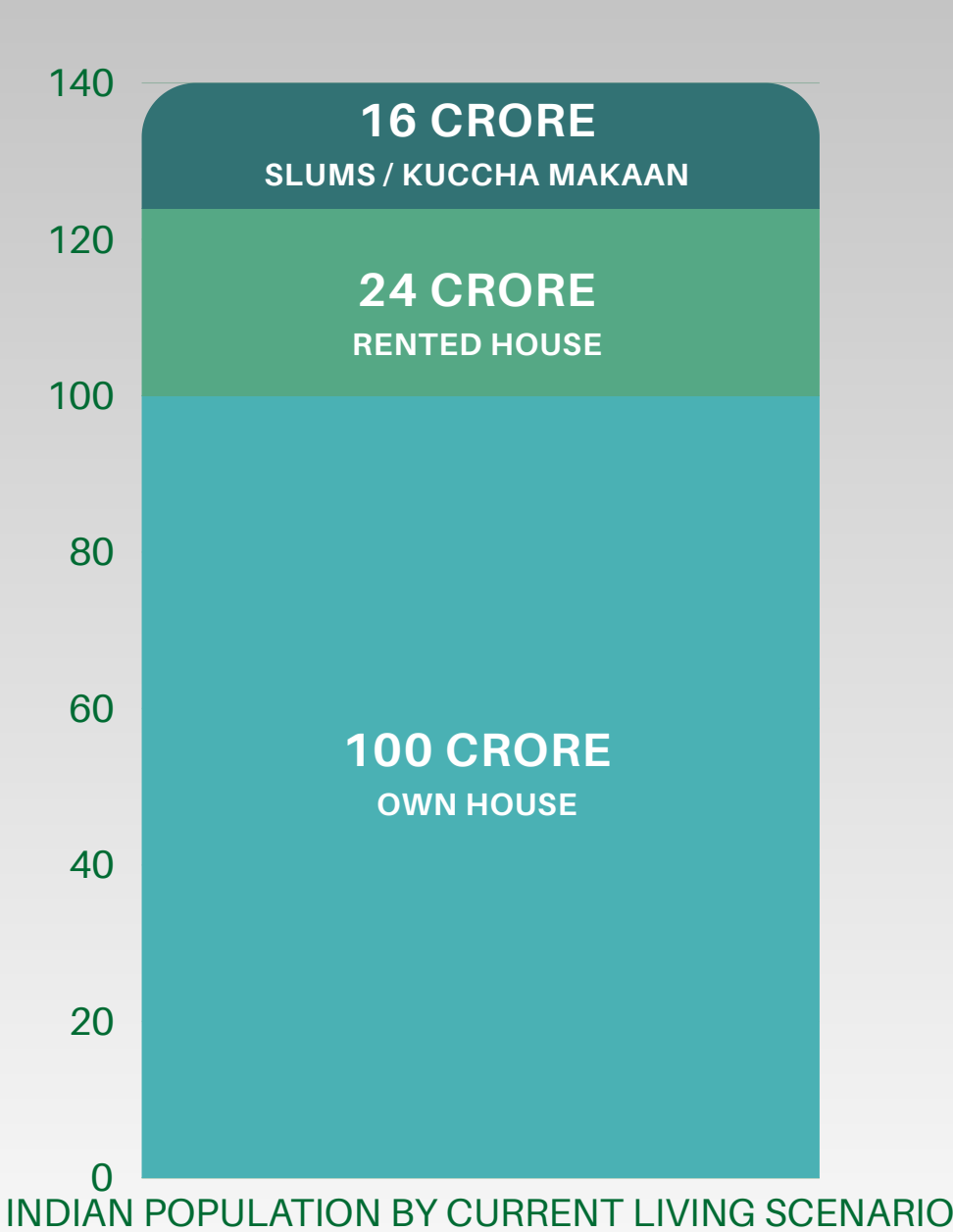
INDIAN RE MARKET SNAPSHOT

- Indian Household Requirement
- Current RE Scenario
- RE Supply & Demand
- Evolution of Indian Home Loans
- Employment Generation by RE Sector
- Tax Revenue Contribution by RE Sector
- Indian GDP Growth (2013-2023)
- The Aspiring Indian Home Buyer
- Direct & Indirect Benefits to Indian Economy
- RE Sector is True Friend of Make in India



INDIAN HOUSEHOLD REQUIREMENT

Current Housing Scenario In India



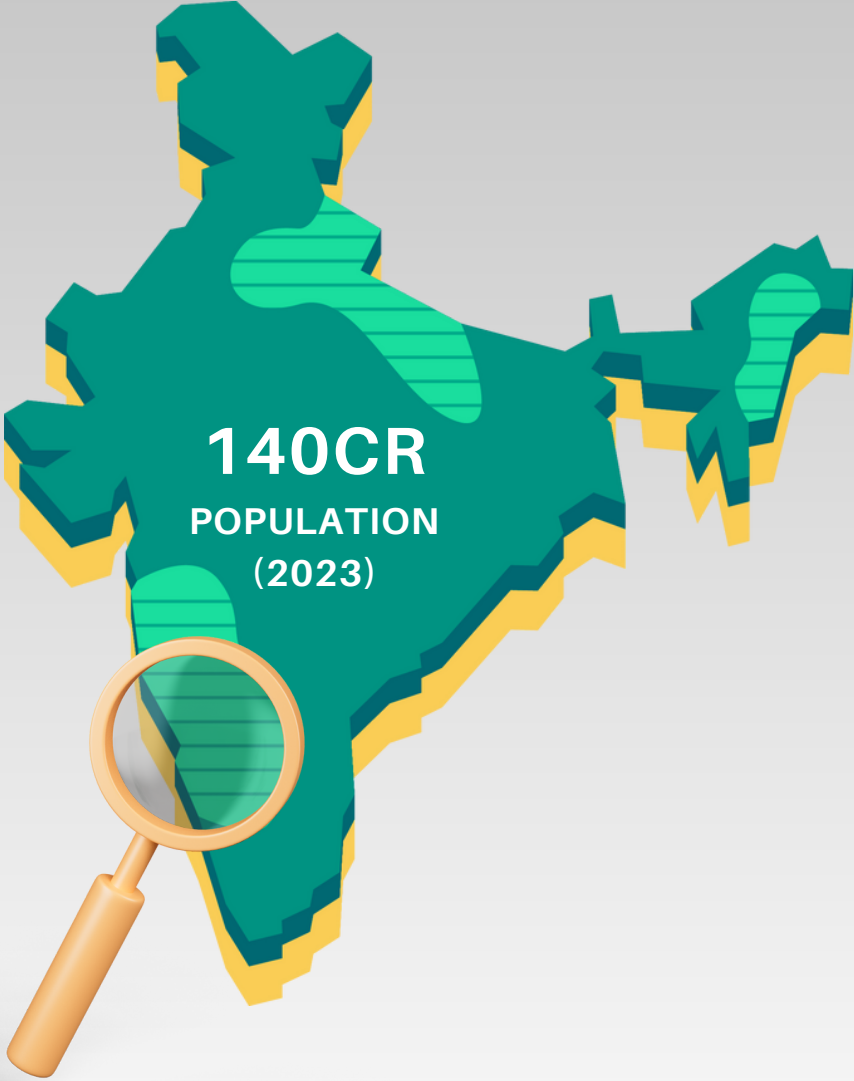
40 LAKH HOUSES
Annual Supply

60 LAKH HOUSES
Annual Deficit

1 CRORE HOUSES
Annual Demand

सबका एक सपना
घर हो अपना
4 INDIVIDUALS
AVERAGE INDIAN
HOUSEHOLD SIZE

7 CRORE
HOUSING DEMAND BY 2030



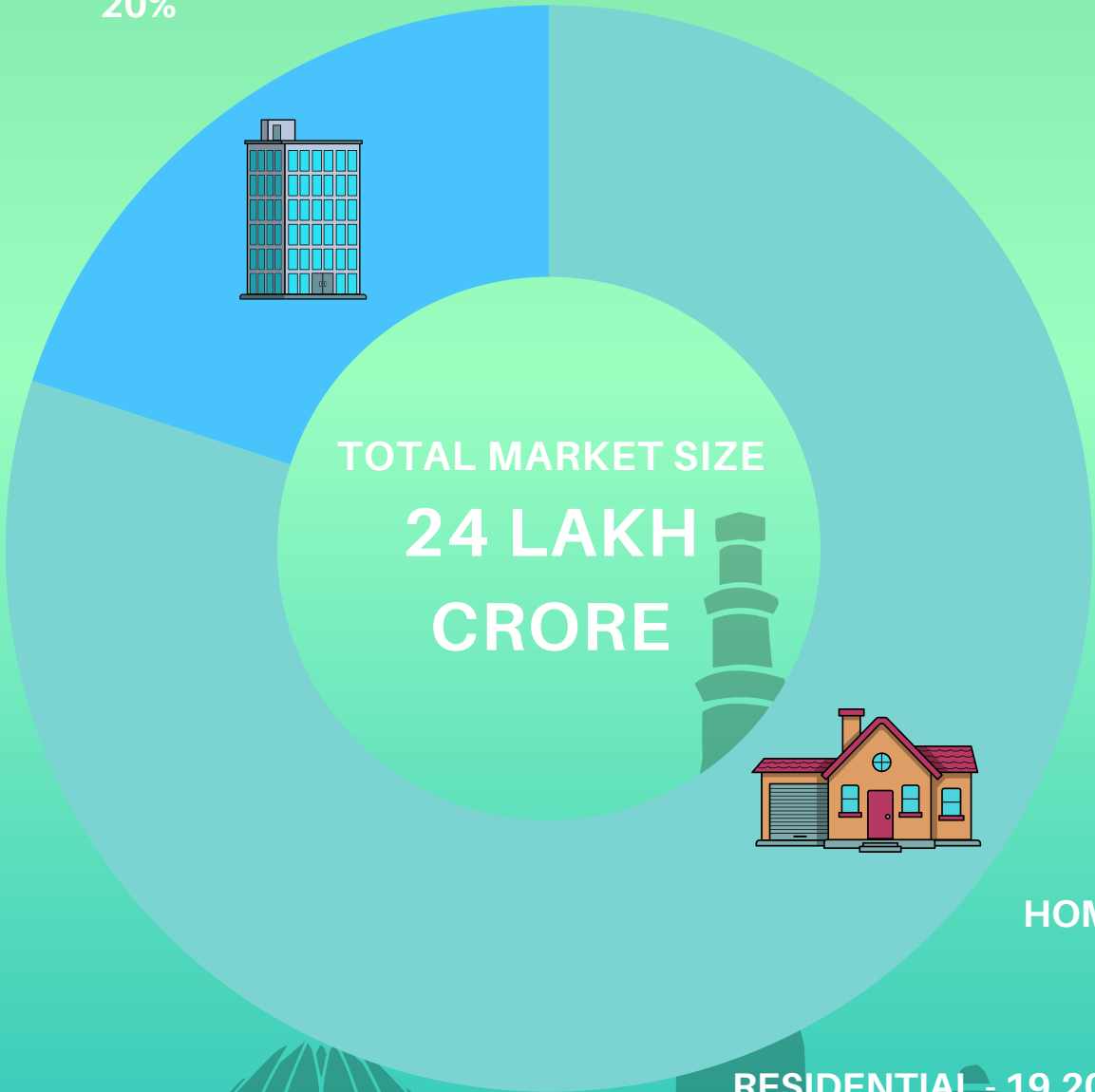
CURRENT REAL ESTATE SCENARIO - 2023

Segment Wise Market Value Snapshot

RE MARKET SIZE
2023

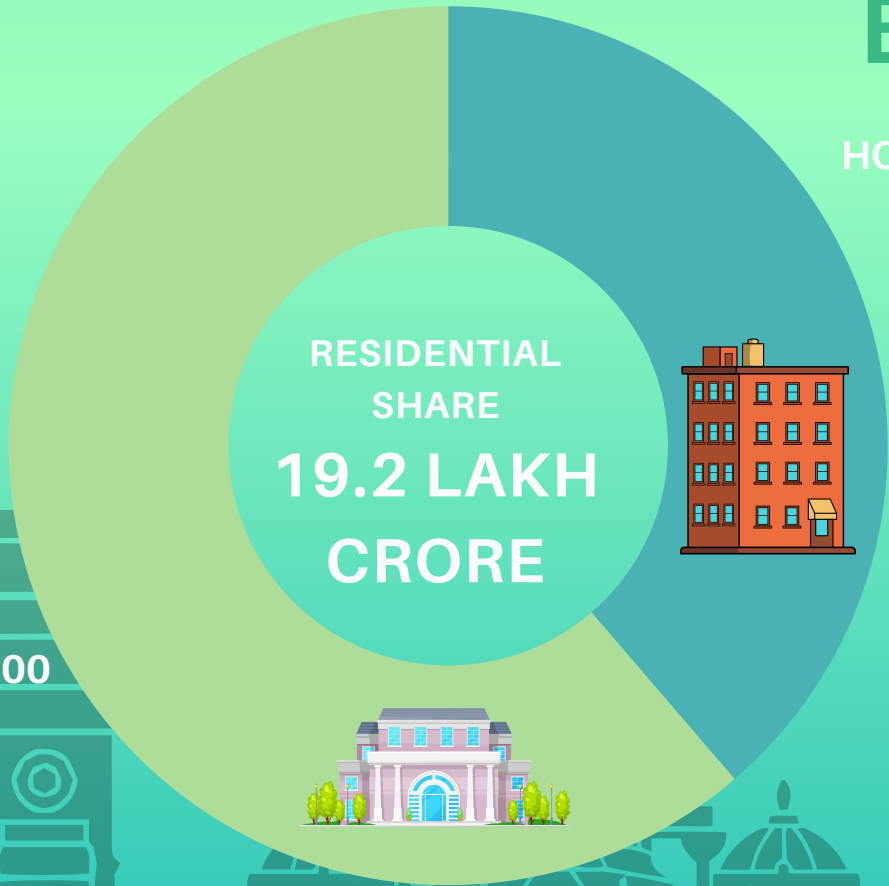


COMMERCIAL - 4,80,000
20%



HOMES ABOVE 45L - 5,76,000
61.3%

RESIDENTIAL - 19,20,000
80%



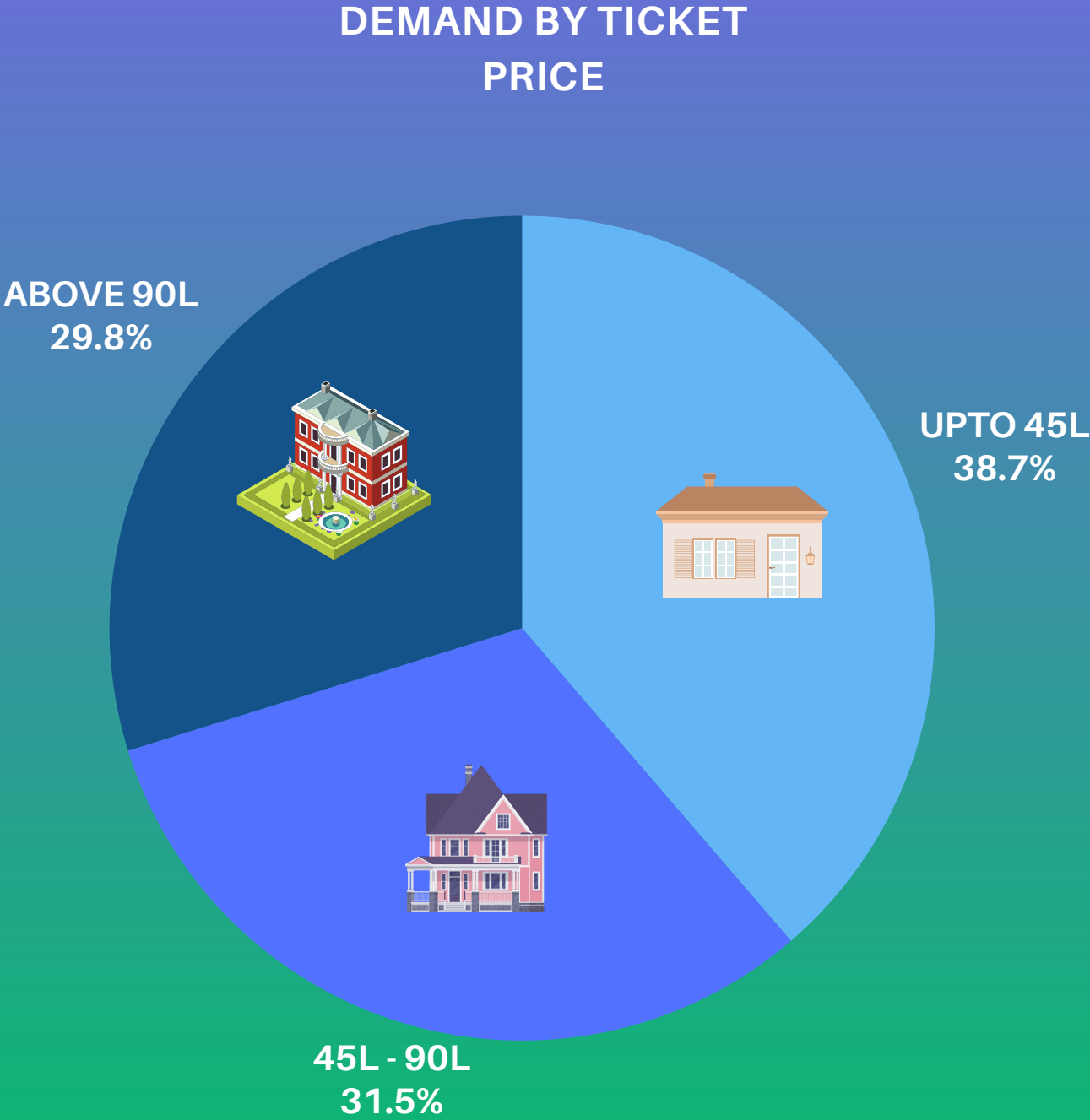
HOMES BELOW 45L** - 7,43,000
38.7%



*All figures are in crores
**Affordable Housing includes affordable, low & mid-income housing

REAL ESTATE SUPPLY & DEMAND

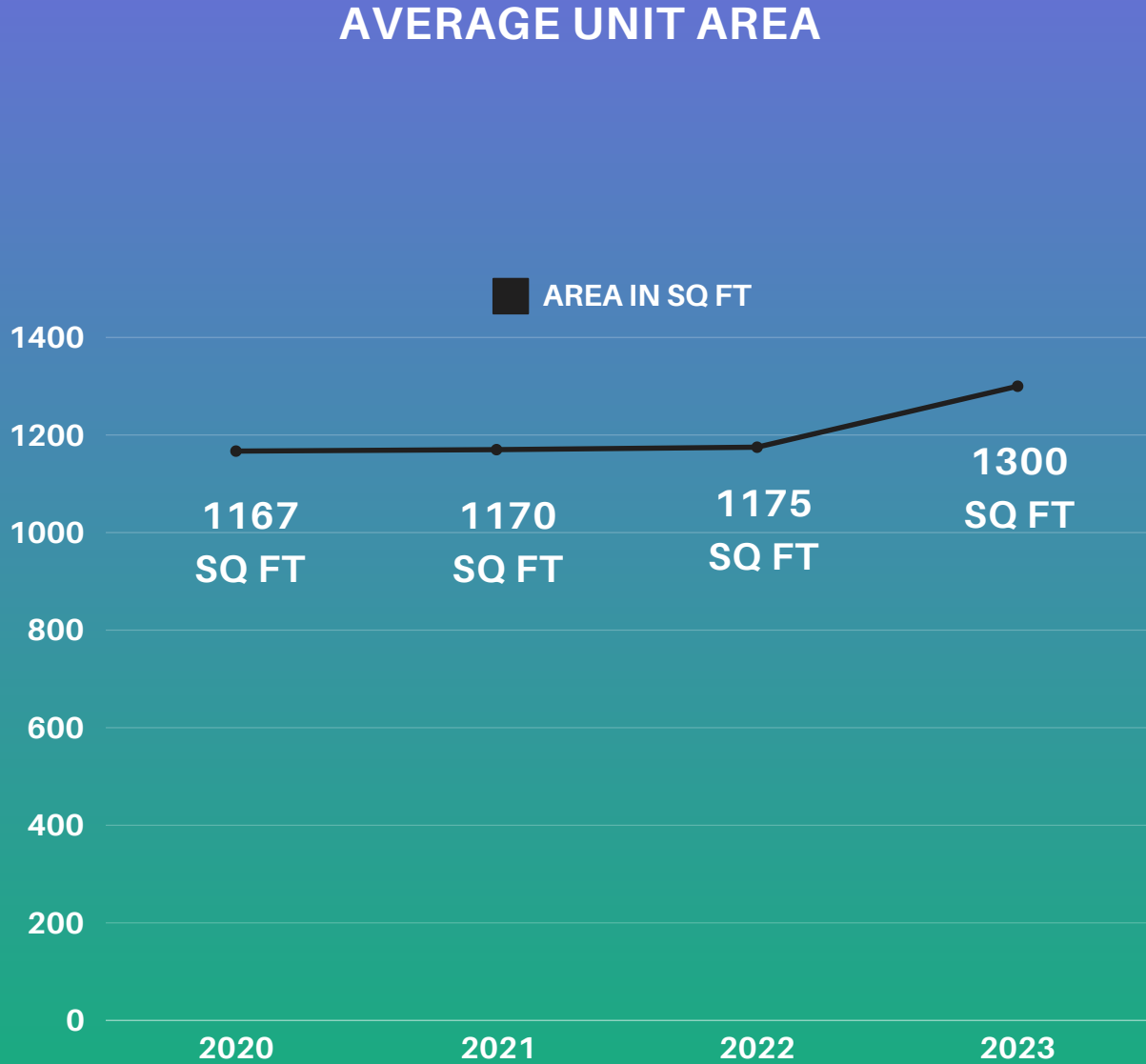
India's Housing Demand By Ticket Price



61%
SUPPLY OF UNITS
ABOVE 45L

30%
SUPPLY OF UNITS
ABOVE 90L

AVERAGE HOME AREA IS
GROWING AT
11%
ANNUALLY

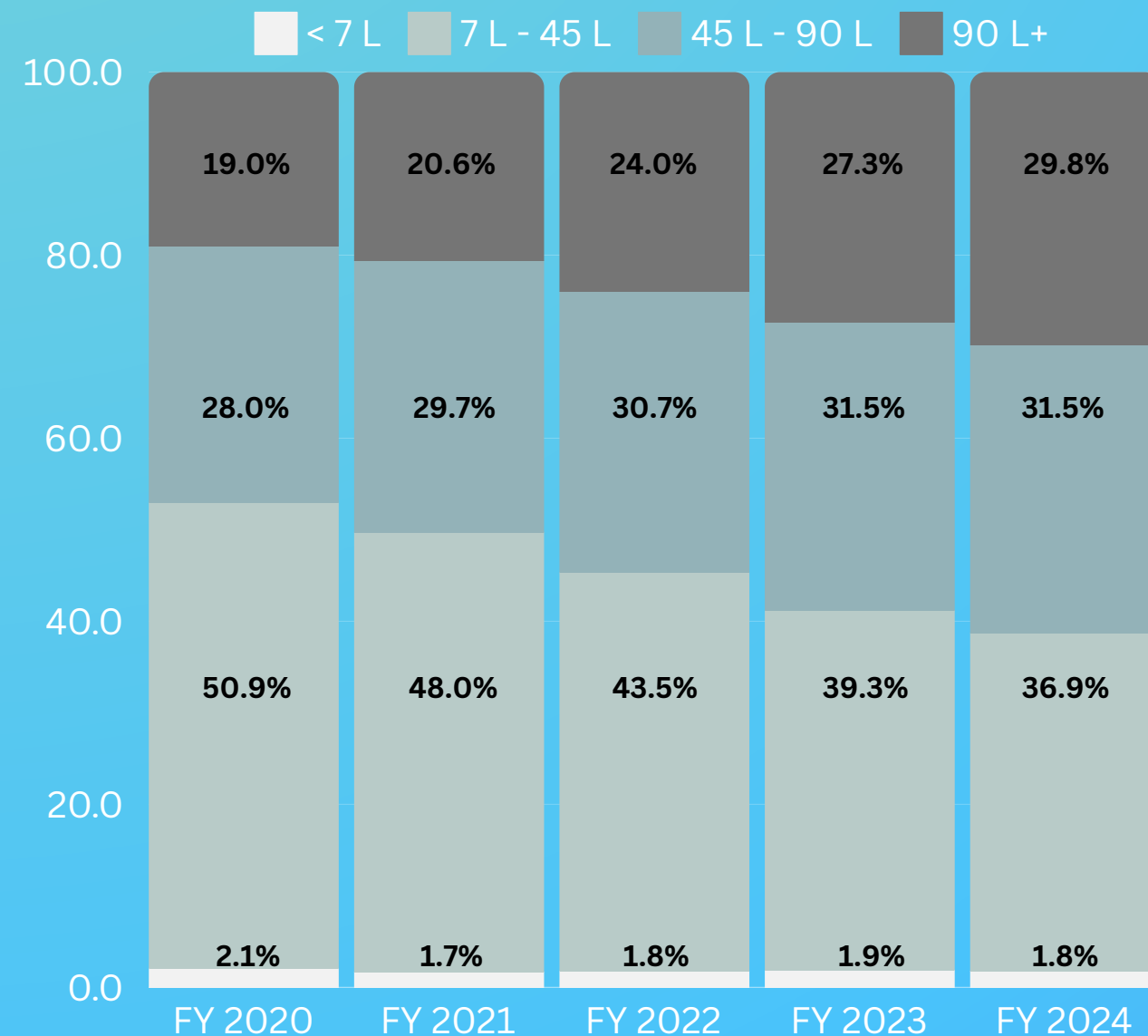


EVOLUTION OF INDIAN HOME LOANS

Understanding Demand & Trends In India

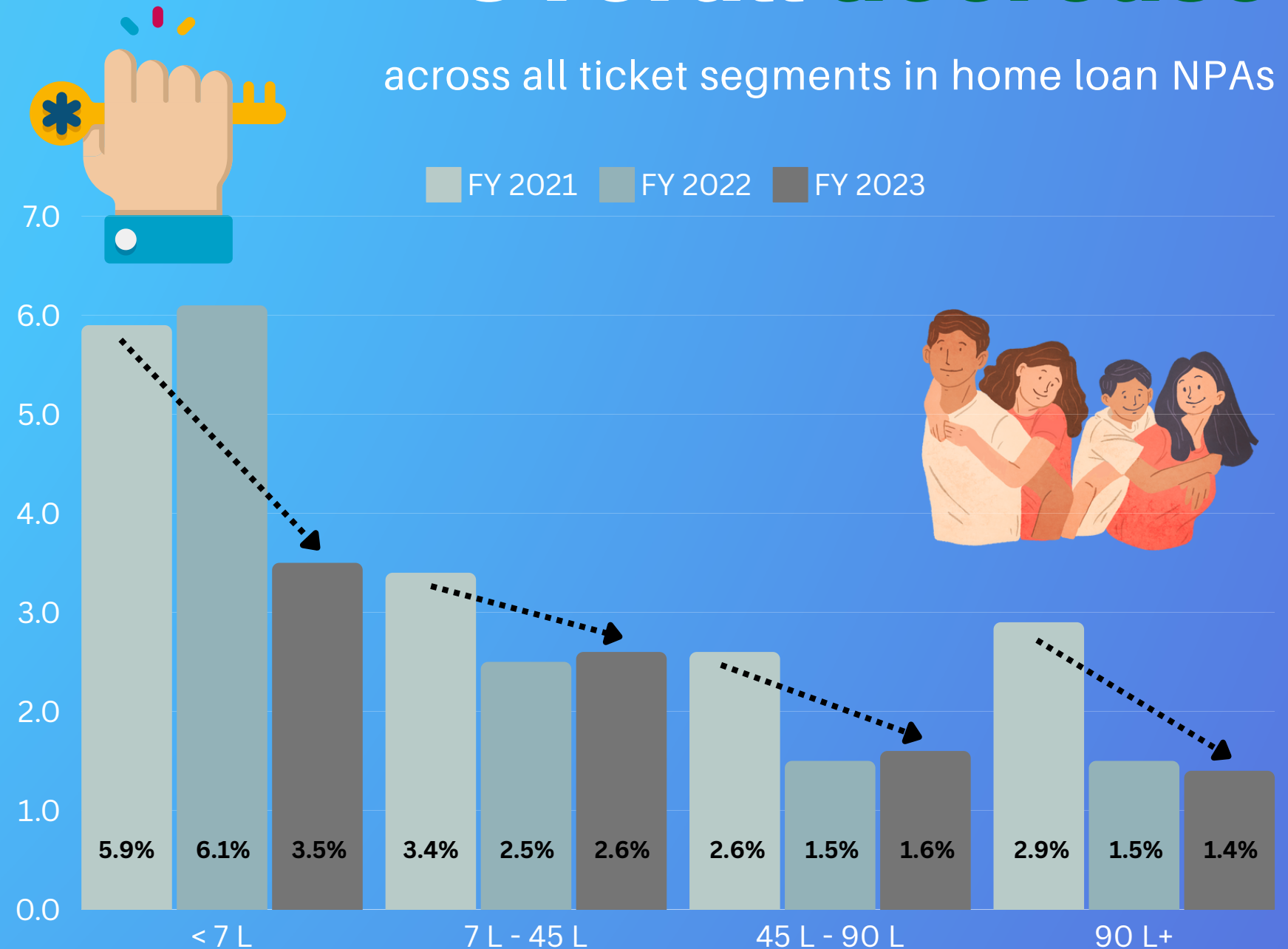
57% increase

in average ticket price of loans valued 90 L+



Overall decrease

across all ticket segments in home loan NPAs



EMPLOYMENT GENERATION BY RE SECTOR - 2023

Direct & Indirect Employment & Disposable Incomes



DIRECT WAGES	INDIRECT WAGES	DIRECT EMPLOYMENT	INDIRECT EMPLOYMENT	TOTAL EMPLOYMENT	% OF WORKING POPULATION
3.48	2.59	3.49	2.59	6.08	7.23
LAKH CR	LAKH CR	CR	CR	CR	%



*All estimates are made at a daily labour wage of INR 450 and considering 250 working days annually.

TAX REVENUE CONTRIBUTION BY RE SECTOR

Current Tax Income from RE Sector - 2023

TAX REVENUE SOURCES	AFFORDABLE HOUSING	OTHER HOUSING	COMMERCIAL	TAX IN LCR
LTCG (PROJECT LAND)	5.0%			1.25
	0.70	0.30	0.25	
SD (SALE OF UNITS)	6.0%			1.50
	0.84	0.36	0.30	
SD (PROJECT LAND)	1.8%			0.45
	0.25	0.11	0.09	
GST (SALE OF UNITS)	1.0%	5.0%	12.0%	1.04
	0.14	0.30	0.60	
GST (CONSTRUCTION COST)	9.0%	9.0%	0.0%	1.79
	1.25	0.54	0.00	
APPROVAL FEES	10.0%			2.49
	1.39	0.60	0.50	
LABOUR CESS	1.6%			0.40
	0.22	0.10	0.08	
ENVIRONMENT CESS	0.8%			0.20
	0.11	0.05	0.04	
INCOME TAX	5.0%			1.25
	0.70	0.30	0.25	
TOTAL TAX IMPACT	40.20%	44.20%	42.20%	10.37
	5.60	2.66	2.11	



*All figures are in lakh crores

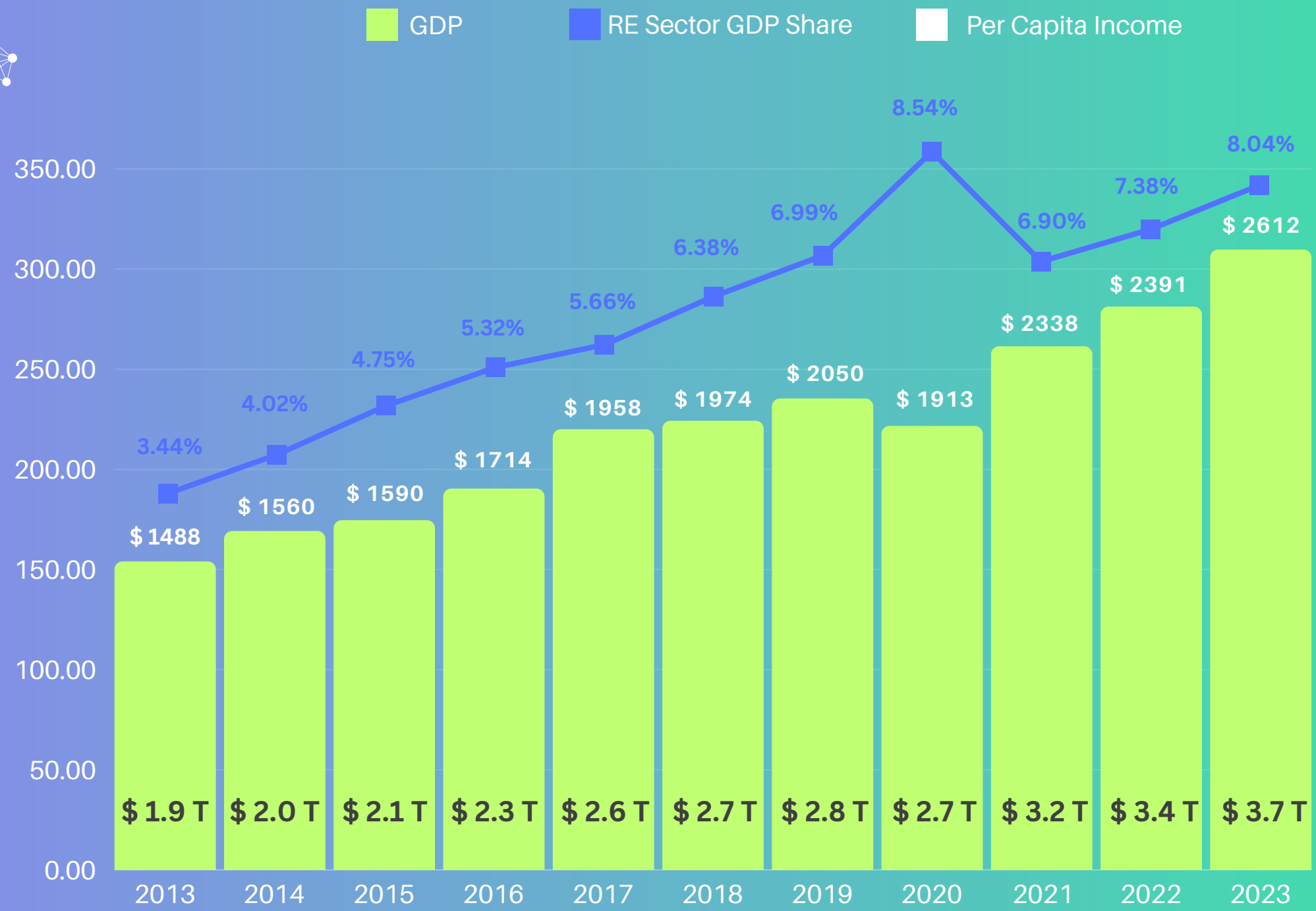
INDIA GDP GROWTH (2013 - 2023)

Previous Decadal GDP & RE Contribution - INDIA



6.9 % CAGR
GDP GROWTH

16.4 % CAGR
RE SECTOR GROWTH



FY 2023-24

\$ 3.7 Trillion Economy

Per Capita Income - \$ 2612

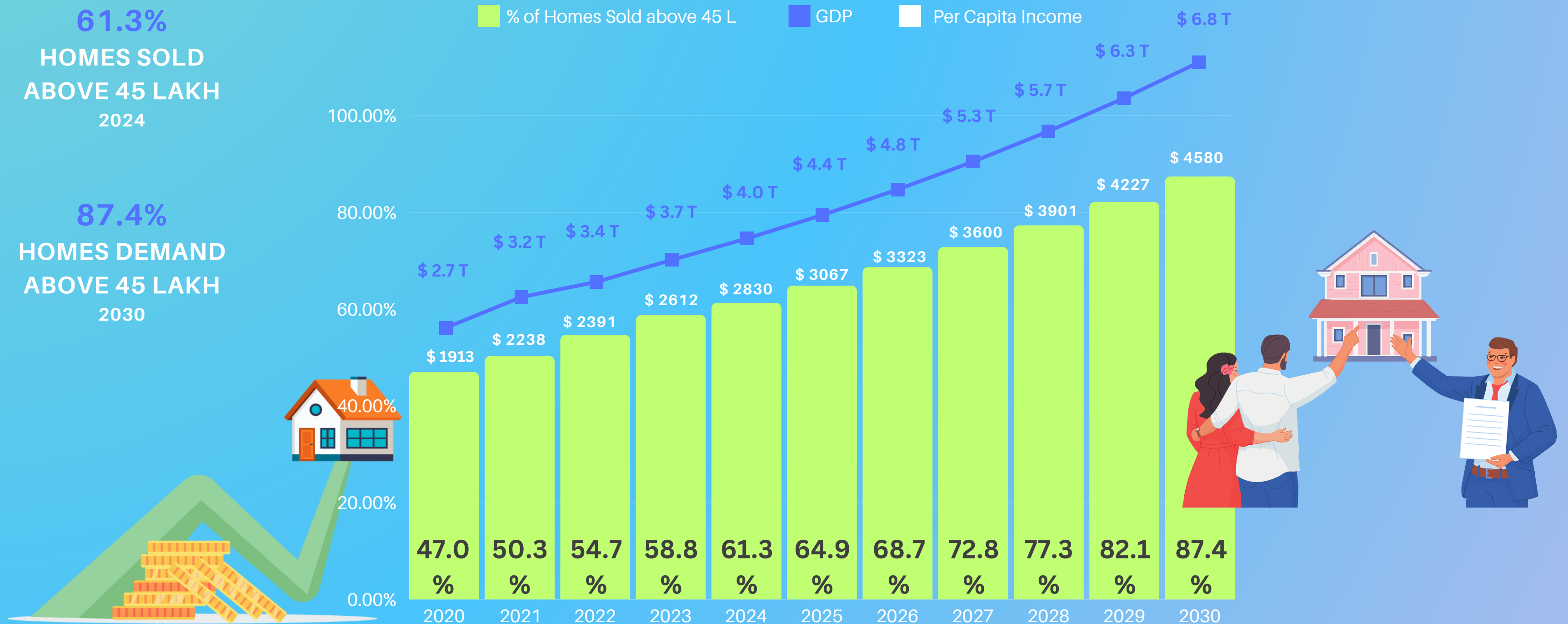


THE ASPIRING INDIAN HOME BUYER

% of Home Buyers Purchasing Homes Above 45 Lacs

61.3%
HOMES SOLD
ABOVE 45 LAKH
2024

87.4%
HOMES DEMAND
ABOVE 45 LAKH
2030



DIRECT & INDIRECT BENEFITS TO INDIAN ECONOMY

Industry Specific Factors Boosting Inclusive Growth

STATE REVENUE

State Revenue Share
From Housing Sector
20%



INCLUSIVE GROWTH

Single Largest
Consumer of Goods
from **250 Sectors**



**3.73 TRILLION
USD GDP**

300 Billion USD
from Real Estate
Sector in 2023

EMPLOYMENT FY 2023

3,48,00,000

DIRECT JOBS

2,58,00,000

INDIRECT JOBS



HOUSING FINANCE

Lowest NPA Rates
accounting for **33
Lakh Crore** Loan
Book



URBANIZATION

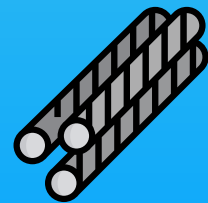
Unprecedented
Urban Migration to be
addressed by
building **7 Crore
Homes** by 2030



RE SECTOR IS TRUE FRIEND OF MAKE IN INDIA

250+ Allied Industries Benefitted Through Real Estate Sector

2% OF INDIA'S
GDP



STEEL

15% DEMAND
BY RE SECTOR

1.2% OF
INDIA'S GDP

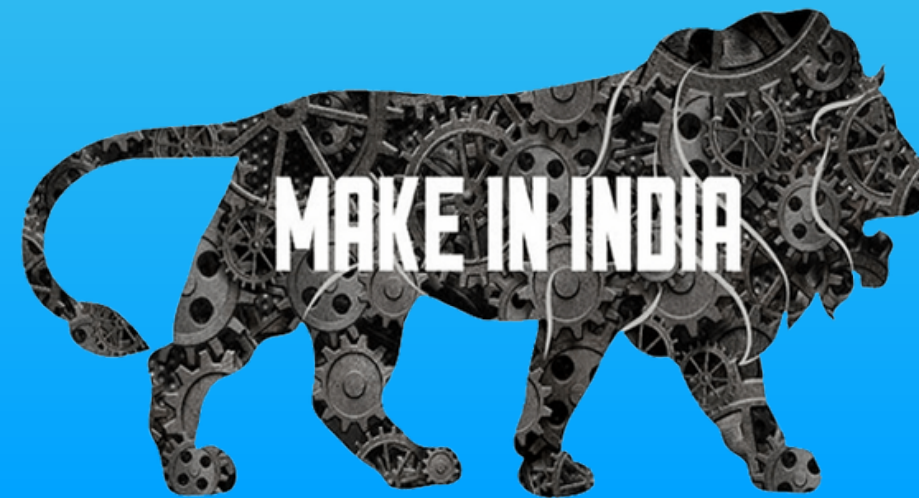


CEMENT

55% DEMAND
BY RE SECTOR

INDIRECT
CONTRIBUTION
TO INDIA GDP

47%



DIRECT
CONTRIBUTION
TO INDIA GDP

8%

30% OF INDIA'S
GDP



BANKING

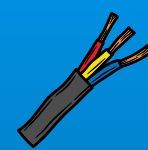
20% DEMAND
BY RE SECTOR

7.4% OF INDIA'S
GDP



IT/ITES

OFFICE SPACES
FOR COMPANIES



CABLE



ELEVATOR



AGGREGATE



SAND



SAFETY
EQUIPMENTS



BRICKS



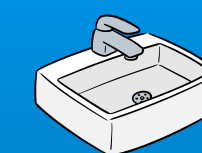
PAINT



RMC



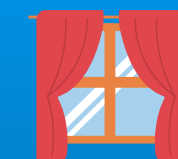
TILES



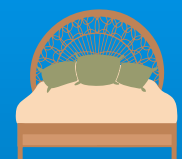
SANITARY
WARE



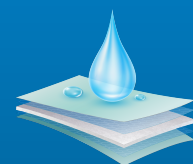
DOORS



WINDOWS



FURNITURE



WATER
PROOFING



ELECTRICAL
APPLIANCES



KITCHEN
APPLIANCES



LIGHTING



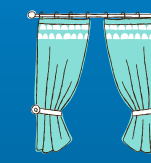
PLUMBING



ELECTRIC
PANELS



REIT



FURNISHING



CONSTRUCTION
EQUIPMENT



HARDWARE



CONSULTANTS

THE COMING DECADE

2024 - 2034

- India Economic Outlook
- China Economic Boom (2007 - 2017)
- Tale of the Dragon & Tiger
- Market Size - INDIA v/s CHINA
- GDP - INDIA v/s CHINA
- Power of the Great Indian Consumer



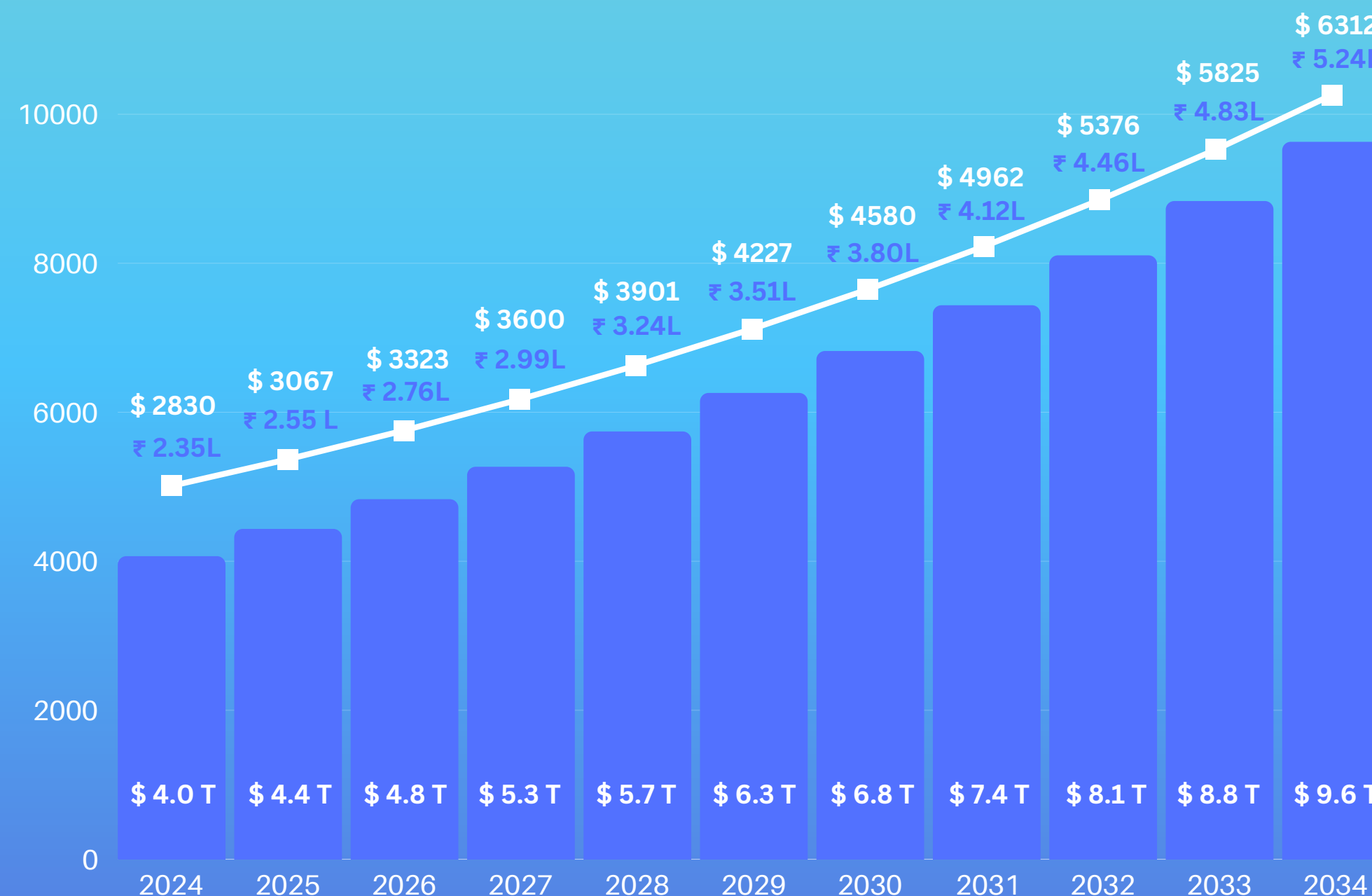
INDIA GDP GROWTH BY 2034

GDP & GDP Per Capita Income - INDIA

■ Per Capita Income



2.4X
GROWTH
COMING DECADE



FY 2034

\$ 9.6 Trillion Economy

GDP Per Capita - 5.24 Lakh



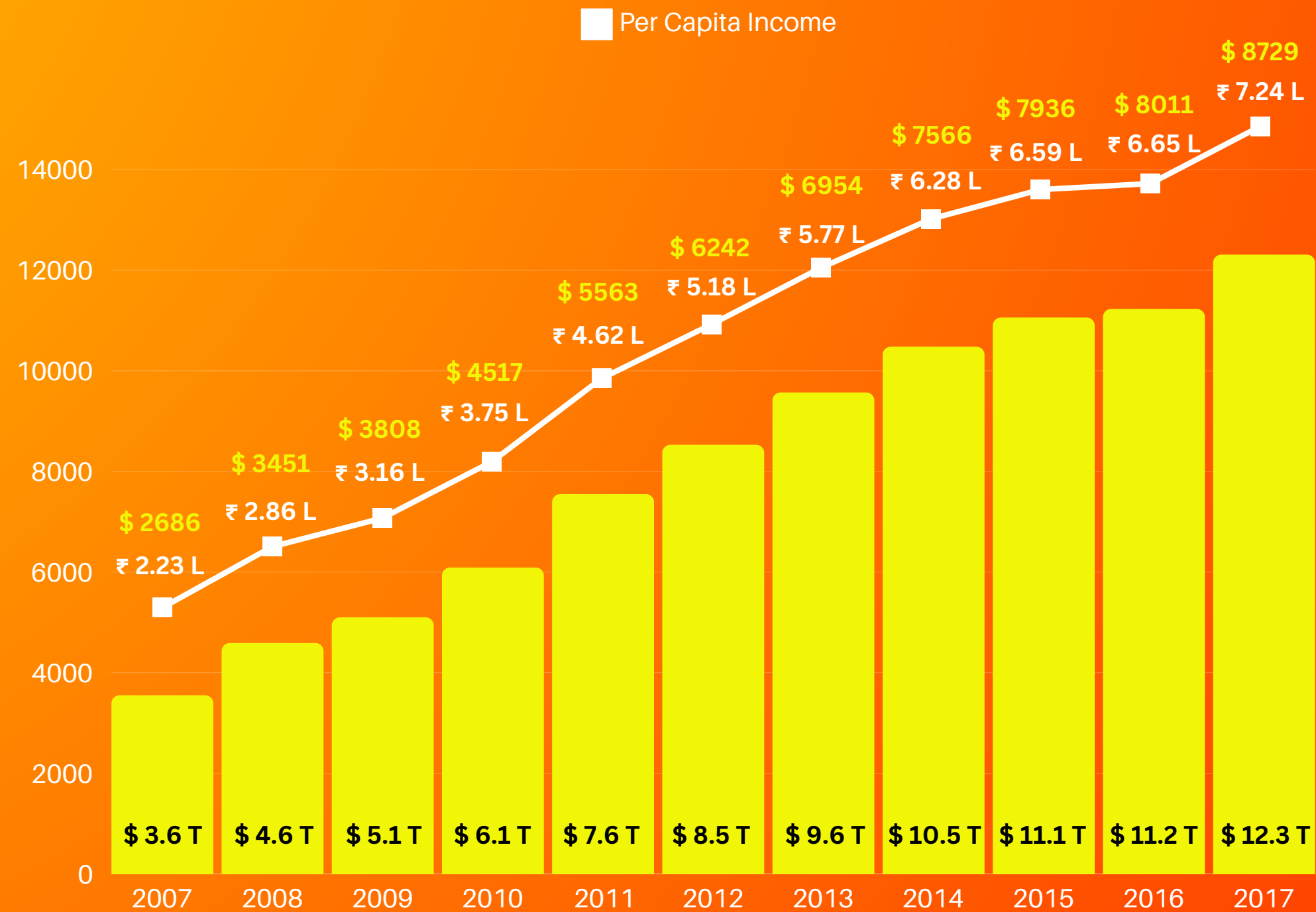
*All estimates are made at current conversion rates of 83.00 INR = 1 USD
**9.0% CAGR for Indian GDP Growth. 0.6% YoY Population Growth

CHINA GDP GROWTH (2007 - 2017)

GDP & GDP Per Capita Income - CHINA



3.4X
GROWTH
2007 - 2017



FY 2017

\$ 12.3 Trillion Economy

GDP Per Capita - 7.24 Lakh



*All estimates are made at current conversion rates of 83.00 INR = 1 USD

TALE OF THE DRAGON & TIGER

GDP & GDP PER CAPITA - 10 YEAR HORIZON

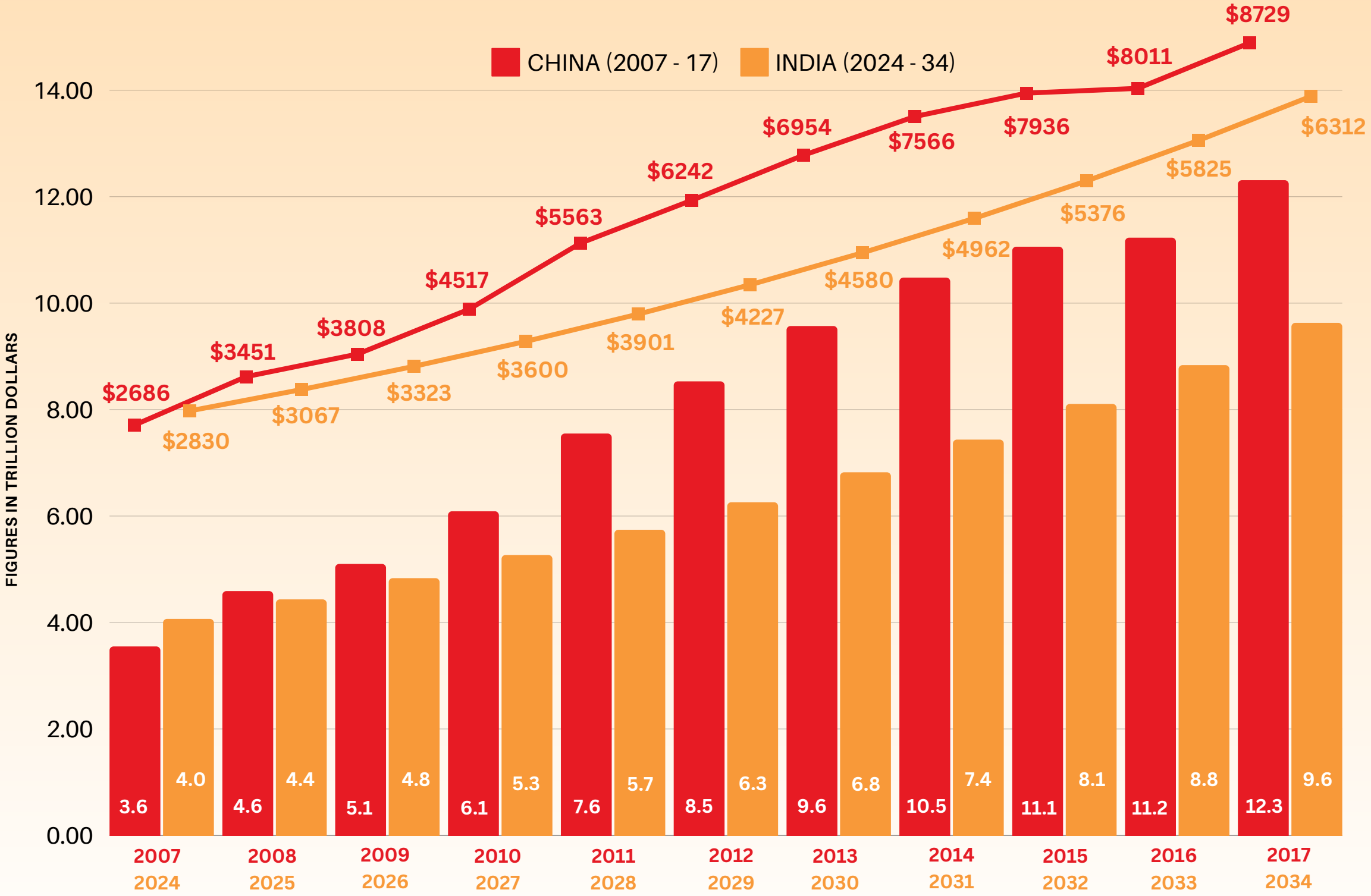
GDP PER CAPITA
2007 - 2017

3.2 X



CAGR

12.5 %



GDP PER CAPITA
2024 - 2034 (P)

2.2 X



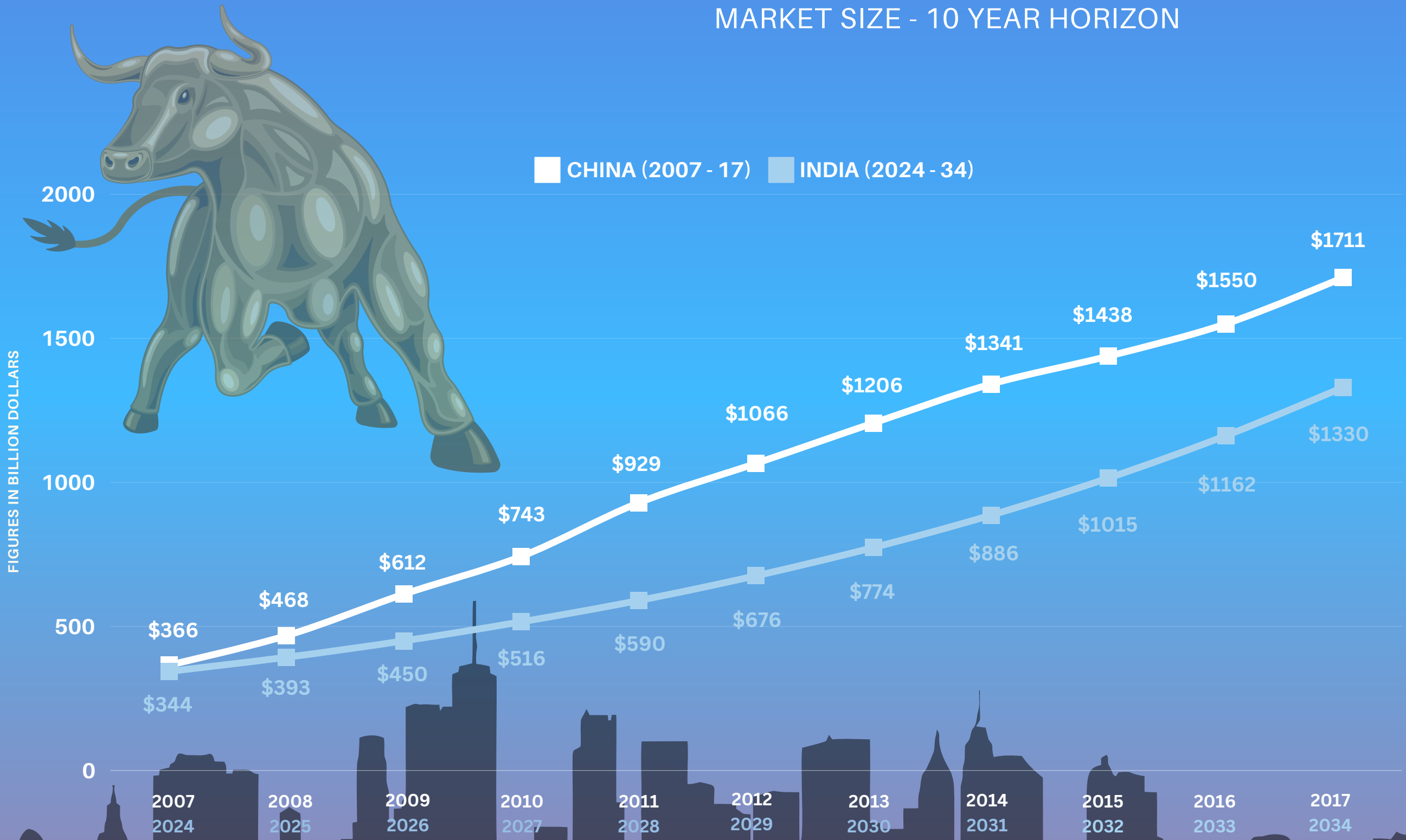
CAGR (P)

8.3%

*All estimates are made at current conversion rates of 83.00 INR = 1 USD

REAL ESTATE SNAPSHOT - INDIA v/s CHINA

MARKET SIZE - 10 YEAR HORIZON



INDIA (2024 - 34)

3.9 x

GROWTH

CHINA (2007 - 17)

4.7 x

GROWTH

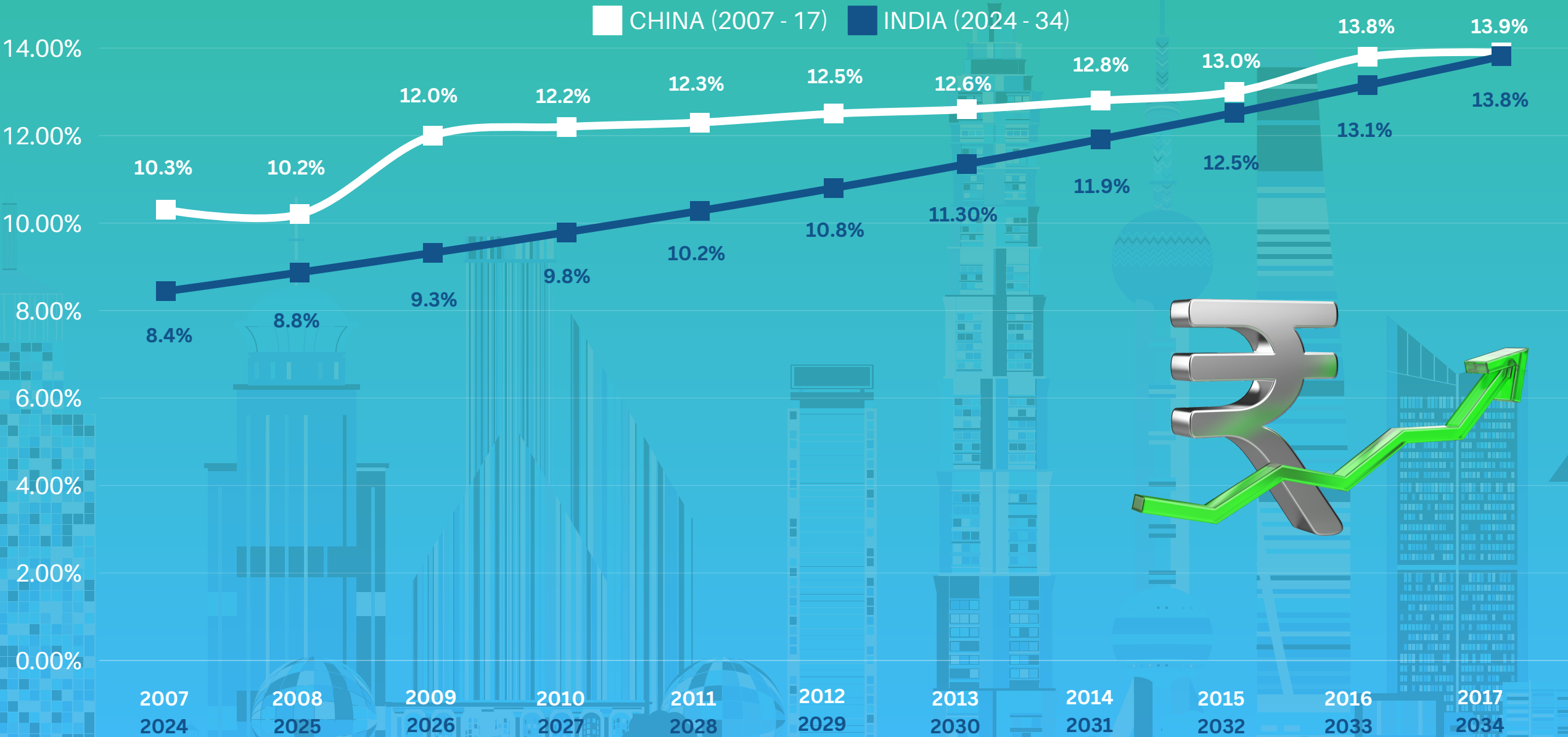
INDIA (FY 2034)

\$1.3 Trillion

RE Market Size

REAL ESTATE SNAPSHOT - INDIA v/s CHINA

GDP SHARE - 10 YEAR HORIZON



INDIA (FY 2024)

8.4%

RE Share of GDP

INDIA (FY 2034)

13.8%

RE Share of GDP

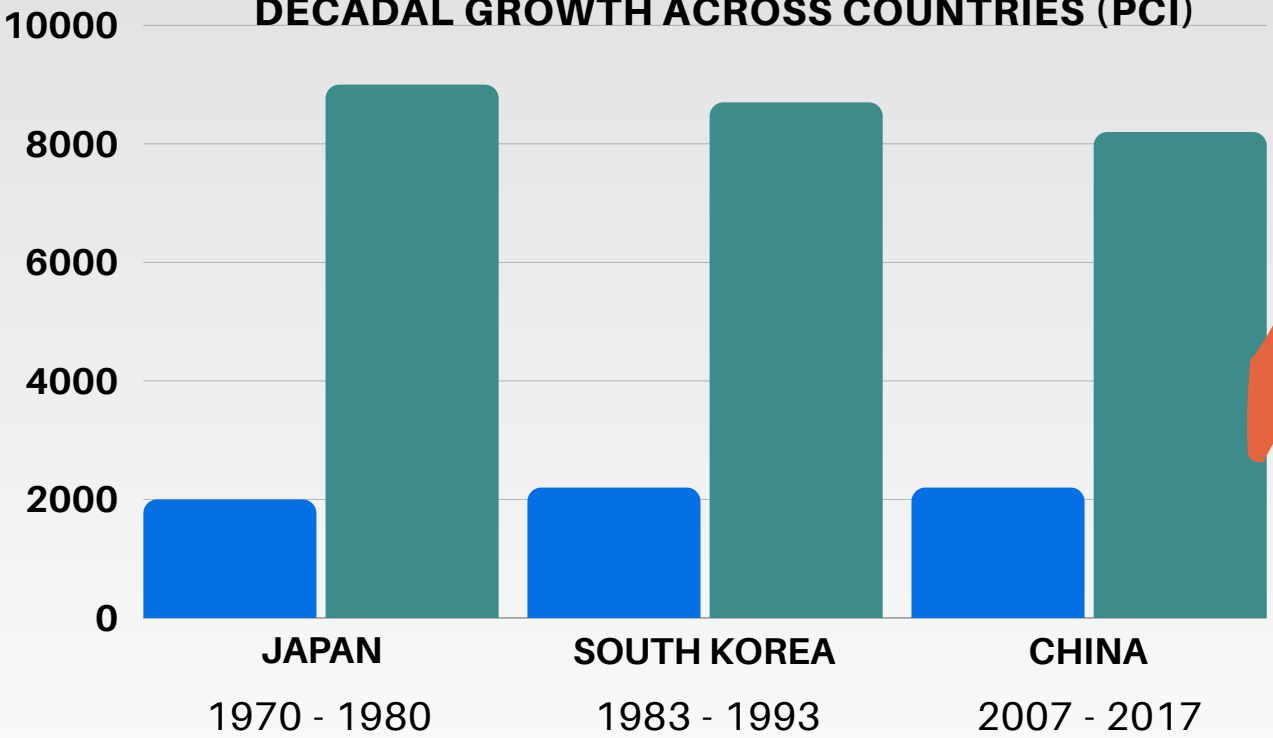
THE POWER OF THE GREAT INDIAN CONSUMER

GROWTH INFLECTION POINT

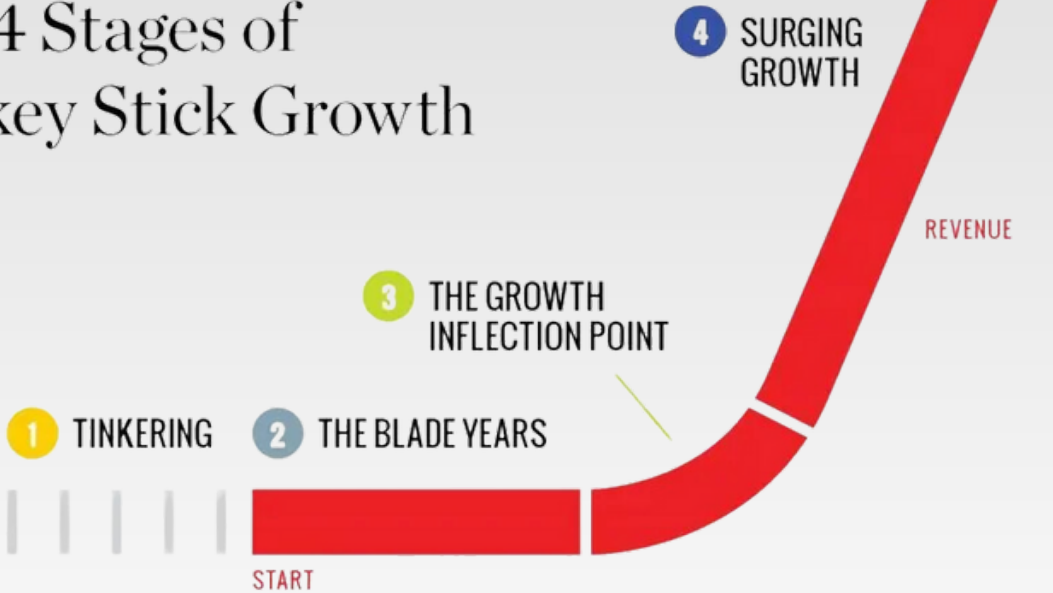
Economists have observed that as countries surpass the **\$2,000** per capita GDP mark a significant shift happens in the economy — which lifts a large chunk of the population out of poverty.

4 FOLD INCREASE IN GDP PER CAPITA LEADING TO HIGHER CONSUMER SPENDING.
RESULTING IN UNPRECEDENTED REAL ESTATE ABSORPTION.

DECADAL GROWTH ACROSS COUNTRIES (PCI)



The 4 Stages of Hockey Stick Growth

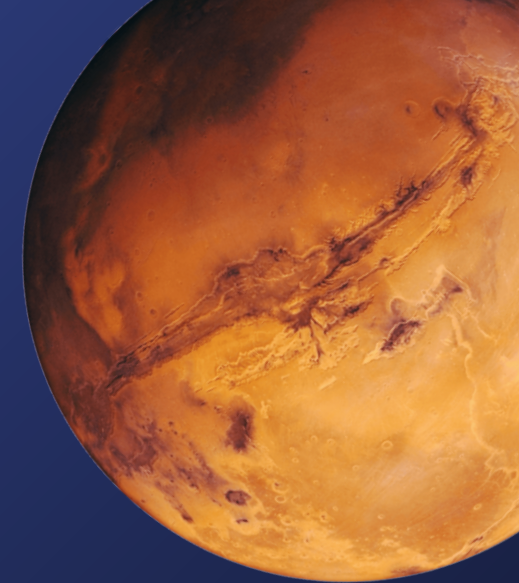


“VIKSIT BHARAT”

2035 - 2047

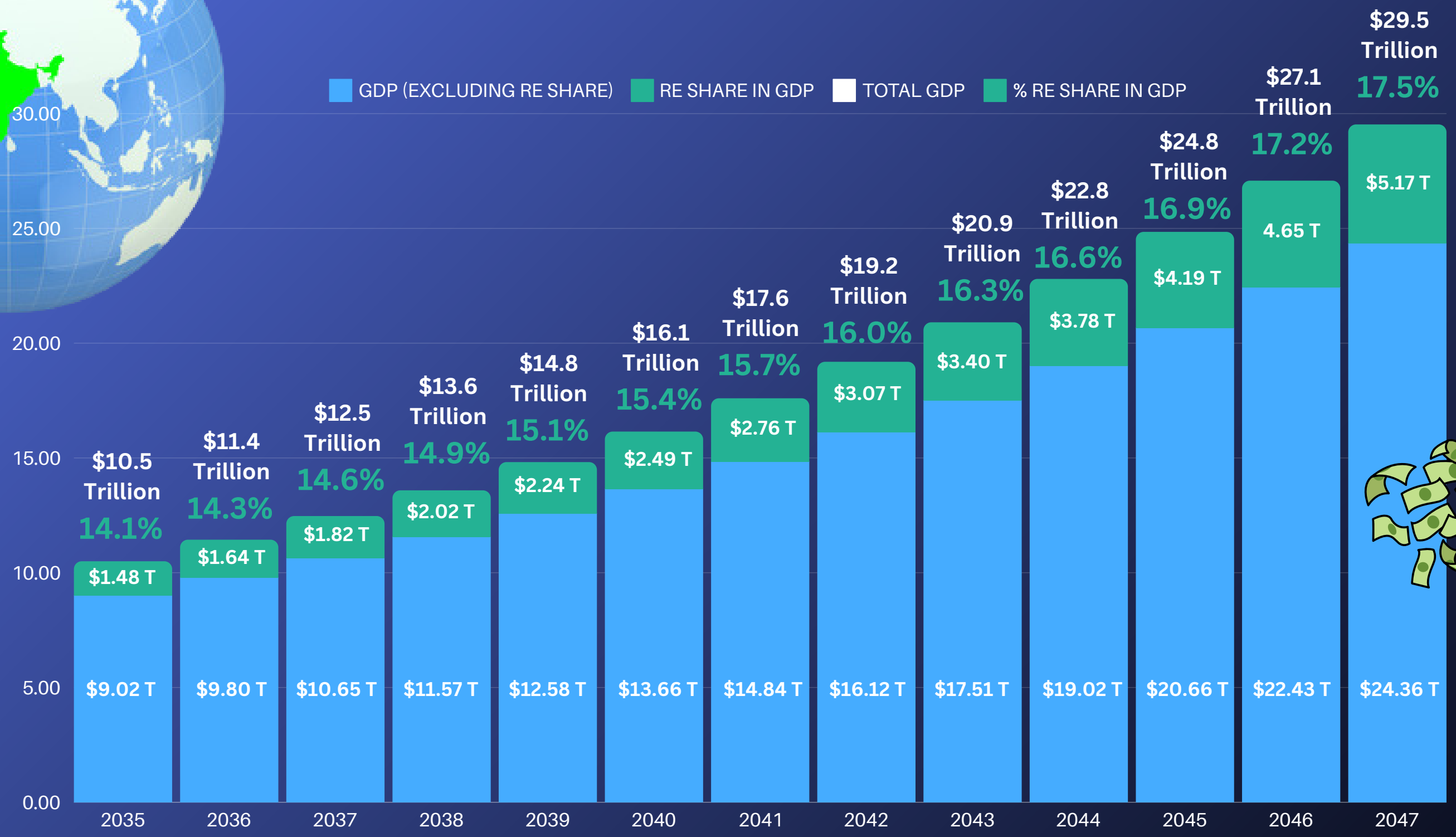
- Long Term Macro Trends -
VIKSIT BHARAT 2047





VIKSIT BHARAT - 2047

GDP & RE SECTOR GDP SHARE - 2035 TO 2047





जय हिन्द जय भारत

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