



**Kotak India Real Estate Fund raises \$100 million from domestic investors
Receives \$60 MN additional commitment from international investors**

(Mumbai, February 7, 2006)

Kotak India Real Estate Fund – I, a close-ended venture capital fund scheme promoted by Kotak Mahindra Realty Fund, has closed its domestic tranche raising \$100 million. In addition, the fund has received commitments of \$60 million, which is awaiting regulatory approval.

The Fund, which has been organised as a scheme of Kotak Mahindra Realty Fund under the SEBI Venture Capital Regulations, has Kotak Mahindra Investments Ltd, as the investment manager.

The Fund would make investments at project a level with developers as well at an enterprise level in realty development companies. The Fund has the mandate to make investments in retail, hotels, healthcare, education, etc.

The strategy of the Fund would be to invest in the following types of opportunities:

- Co-investments with large development companies at a project level in various types of property development ventures, e.g., mixed use schemes, hotels, residential, townships, offices, I.T. parks, shopping centres and industrial, etc
- Holding company level investments in mid market or large development companies that demonstrate strong specialization in a niche market, high quality brand, strong management team and desire for funding growth through institutional/public equity
- Enterprise level investments or sale & leaseback transactions with companies that have real estate as a significant operating expense or as a significant component of the future capital expenditure, e.g., multiplex companies, hotel companies, retailing companies, education companies and healthcare companies
- Acquisition and resolution of non-performing loan portfolio with a strong underlying property collateral

The management team of the Fund will be led by S Srinivasan, Chief Executive Officer, and Hari Krishna, Chief Investment Officer. **Srinivasan** has over 17 years of experience in the financial services industry, with the last 13 in investment banking. Prior to his current position, he was Co-head - Investment Banking with Kotak Mahindra Capital Company. As a key member of the investment banking team, he has been instrumental in building the Investment Bank as one of the leading investment banks in India. **Hari Krishna** has nearly 9 (nine) years of experience in the real estate advisory and corporate finance industries, working at international companies such as Jones Lang LaSalle and CB Richard Ellis in India. His most recent assignment was as the Director responsible for the corporate finance and investments function at Jones Lang LaSalle in India.