



# IREX RESIDENCY & CITIZENSHIP CONCLAVE

VIRTUAL EDITION, 4TH-5TH SEPTEMBER 2020  
INDIA & NEIGHBOURING COUNTRIES



# IREX Residency & Citizenship Conclave



IREX Residency and Citizenship Conclave is a unique b2c event in India that offers various options and prospects of residency & citizenship across the world to Indian residents.



With a track record of six successful shows since 2015, the Conclave brings together Residency & Citizenship consultants, legal consultants, government bodies, property developers and other stakeholders under one roof.



The Conclave features participants from UK, Greece, Portugal, Malta, Spain, Turkey, Caribbean, Australia, Canada and EB5 companies from USA that offer residency/citizenship by investment.



# IREX Residency & Citizenship Conclave 2020 : Virtual Edition

- Keeping up with the current times and limitations of travelling, IREX presents virtual exhibition & conference series to connect international immigration companies to investors and channel partners from all major cities of India and its neighbouring countries viz. Bangladesh, Pakistan and Sri Lanka.
- This virtual platform presents marketing opportunities for international companies with interactive booths, conference with open communications and engagements through real time audio & video, text chat options, live/semi-live/pre-recorded sessions making it a successful lead generation platform for exhibitors.
- Exhibitors have an opportunity to target a wider audience since attendees can access the virtual show from any part of the country.
- The virtual expo is a two day event, which will be aired for 48 hours with live sessions and live access from 11am - 8pm India Time. The event will be hosted on a heavy load server which can provide access to 1000 visitors at a time.



# Benefits of the Virtual Expo: For Exhibitors & Sponsors



Enjoy a wider audience across India and neighboring countries. Reach Investors & b2b Channel Partners in India, Bangladesh, Pakistan and Sri Lanka.



Easy navigation for both exhibitors and attendees through the interactive virtual lobby, auditorium and exhibitor hall, connecting exhibitors with potential clients and helping them with their immigration requirements.



Exhibitors/Sponsors can pack their booth with information about their company through videos, presentations, brochures and engage in public or private chats with potential clients.



Deliver live/semi-live presentations about the immigration programs and engage in two-way communication with attendees in live Q&A sessions.



# Benefits of the Virtual Expo: For Exhibitors & Sponsors



Engage with attendees real time via dynamic interactive tools such as text/video/audio chats.



Have presence throughout the virtual expo with logos, banners and company videos in prominent spots in the virtual lobby and auditorium as a sponsor.



Both Exhibitors and Attendees can have access to the virtual expo from any device (laptop, mobile, iPads/tablets), thus making it convenient to attend the expo and network.



Access to detailed post-show report, measuring engagements, turnout, ROI's and attendee data.



# Target Market: India & Neighbouring Countries



# Attendee Profile

Expected Logins of 1000+ Quality Attendees

- Pre-registered HNIs (High net worth individuals)
- Pre qualified Investors with interest in International Immigration & Residency Programs
- Immigration Consultants/Agents
- Law Firms
- Wealth Managers & Chartered Accountants
- Investment Consultants/Advisors/Investment Bankers
- International Government bodies
- Relevant Embassy Officials
- Members of industry associations
- Real Estate Agents



# Indian Market Scenario

- India ranks 1st in the world's best performing wealth markets, 2016-2017.
- Under the wealth growth forecast by country, 2017-2027, India is expected to be on the 4th position with a growth of 200% which is highest in the world.
- India stands 3rd in billionaire headcount in the world and is expected to triple in the next 10 years.
- India ranks 2nd among the countries with large outflows of HNIs in 2017. According to the report by New World Wealth, 7,000 ultra-rich Indians shifted overseas in 2017.
- 48% of country's wealth is held by Indian HNIs and they prefer moving to USA, Canada, Australia, New Zealand, Europe & UAE.
- In 2017-2018, Indians remitted approximately \$8.2 Bn abroad and this is bound to increase in coming years.
- India is the sixth wealthiest country in the world with total wealth of \$ 8230 Bn.

**The rising tide of Indian EB-5 Investors**  
 In 2014, Indian nationals accounted for less than 100 of 1,026 filings. Last year, Indian nationals accounted for an estimated 500 or more 1-526 petitions. What is driving demand?  
 H-1B VISA INSECURITY  
 Between 2007 and 2017, 64 percent of H-1B beneficiaries were from India.

**Indian millionaires migrating to Britain**  
 PRASH SONNABHAR  
 A LONDON-based Indian millionaire who migrated to the United Kingdom with dependents under the Tier 1 (Investor Visa) since 2004 are likely to see new checks after the Theresa May government said it will review the same in wake of Britain's exit from the EU.

**India's Billionaire Count to Rise 3 Times by 2027: Report**  
 New Delhi: India has the third largest number of billionaires in the world, and in the next decade, as many as 230 additional ultra-high net worth individuals will join in this elite club, says a report, according to Afrasia Bank Global Wealth Migration Review. India neighbour China is likely to add as many as 448 such individuals. By 2027, the US is likely to have the maximum number of billionaires at 184, followed by China (69) and India (237) in the second and third positions, respectively. Billionaires refer to individuals with a net worth of \$100 million or more.

**Wealth migration: 7,000 super-rich Indians shifted base in 17**  
 In Delhi, 4,470 ultra-rich moved the world's largest number of ultra-rich and wealthy changing their domicile during 2017. In part-year move that was an "unprecedented" as these countries are providing for more HNIs than they are being. Also, some of the richest of these countries are also providing for more HNIs than they are being.

**Wealth of India's Super Rich to Rise 87% in 5 Years**  
 Numbering 4,470, they hold average wealth of \$665 cr, more than global peers, says an IIF report.

**How The Rich Buy A New Nationality**  
 Many are expected to triple in the next 10 years.

**Anyone can get an Antigua passport for ₹1.3 crore**  
 India, with a population of 1.3 billion, was the most popular country for investment migration in 2017. India is expected to be the most popular country for investment migration in 2018.

**Indians again top foreign property investors in Dubai**  
 Bought 40% of Assets from Jan '16 To June '17

**Caribbean Charm**  
 The US is the wealthiest country in the world with a total wealth of \$82,300 billion.

**The Art and Craft of Buying Foreign Passports**  
 It reached out to a number of the leading firms which process and invest in India. During the course of the past 5 years, we have witnessed a trend of over 40% increase in applications coming from India. Our clients find us online or through word-of-mouth. Between July 2017 and February 2018, there has been a 40% increase in enquiries for alternative citizenship from India. This is a result of Indian nationals following a path similar to that of the US. India's MHA administration has become more vigilant and effective in tax collection.

**23,000 Dollar-Millionaires have Left India Since 2014**  
 Last year alone, 7,000 super-rich moved to other countries amid crackdown on black money.

**Post-Choksi, wealthy Indians rush to buy new passports**  
 At least 2 million Indians are expected to triple in 10 years.

**India ranked 3rd in billionaire headcount**  
 By Mail Today Bureau in New Delhi  
 INDIA has the third largest number of dollar billionaires in the world and its headcount is expected to triple in the next 10 years, according to a wealth report. The Afrasia Bank global wealth migration review released on Wednesday states that India currently has 119 billionaires, and the number is expected to shoot up to 347 by 2027. Over the next 10 years, while India is expected to create 230 additional billionaires, neighbouring China is likely to add another 448 super rich individuals in this category. By 2027, the United States is likely to have the maximum number of billionaires at 184, followed by China (69), and India (237) in the second and third positions, respectively. A billionaire is defined as an individual with net assets of USD 1 billion or more. Other countries that are expected to create a significant number of billionaires over the next decade include the Russian Federation (143), United Kingdom (113), Germany (90) and Hong Kong (78). Globally, there are 2,292 billionaires at present, and this number is expected to increase to 3,444 by 2027. In terms of total private wealth held by all the individuals living in each country, India is the sixth wealthiest country in the world with a total wealth of USD 8,230 billion. The US is the wealthiest country in the world with a total wealth of USD 82,300 billion, followed by China (USD 24,800 billion) and Japan (USD 19,522 billion).

**No. of demi-billionaires to grow 70% in 5 years: Report**  
 TIMES NEWS NETWORK  
 New Delhi: With the expectation of higher economic growth, the number of demi-billionaires (those with \$500 million or more in net assets) in India is likely to grow by 70% to 340 in 2022 from 200 in 2017.

**Affluent Indians Seek a Home Abroad**  
 A new, savvy class of buyers is increasingly venturing outside the country.

**India sixth wealthiest country with total wealth of \$8,230 billion**  
 The fastest growing wealth markets are expected to be Sri Lanka, India, Vietnam, China, Mauritius.

**SECOND PASSPORT OR RESIDENCY FOR INDIAN CITIZENS**  
 India, with a population of 1.3 billion, was the most popular country for investment migration in 2017. India is expected to be the most popular country for investment migration in 2018.

# Market Scenario of Bangladesh, Sri Lanka & Pakistan

- Bangladesh, Sri Lanka & Pakistan are located in the Indian subcontinent.
- **Bangladesh** is forecasted to see the third quickest growth in the number of high net worth individuals in the world in the next 5 years, according to a new report of New York based research firm, Wealth-X. The country's high net worth (HNW) population with a net worth of \$1 million to \$30 million will expand by a compound annual rate of 11.4 percent between now and 2023.
- **Sri Lanka** is the second wealthiest nation in South Asia and had been ranked as the sixth best performing wealth market and is expected to have a growth of 150% in the next decade.
- **Pakistan** is amongst the top 5 countries by intra-country ultra wealthy population and is ranked as the 6<sup>th</sup> largest diaspora in the world. According to the Ministry of Overseas Pakistanis and Human Resource Development, approximately 8.8 million Pakistanis live abroad.
- Bangladesh, Sri Lanka & Pakistan, are all attractive markets for international immigration and real estate companies, with a large share of their population aspiring for better quality living, infrastructure and education.
- The demand for residency/citizenship by investment programs have also been on a rise in these countries. Bangladesh ranks 8<sup>th</sup>, Pakistan ranks 1<sup>st</sup> & India ranks 2<sup>nd</sup>, amongst the top 20 countries that have generated enquiries for investor visa, residency & citizenship by investment.



# Navigate Through The Virtual Expo: Virtual Lobby

- The lobby of the virtual expo is the landing page for all attendees
- The welcome video of the show will be played as a 'pop-up' video to any new attendee that logs in to the expo.
- By clicking on the Exhibition Hall, the attendee will be able to visit all the virtual booths
- By clicking on the Auditorium, the attendee can get access all the live webinars & pre recorded sessions
- The Info desk Is used to orient and guide the attendees. Team IREX will be responding to general queries from attendees
- All Diamond & Platinum Sponsor logos will be visible in the virtual lobby hyperlinked to the virtual booth

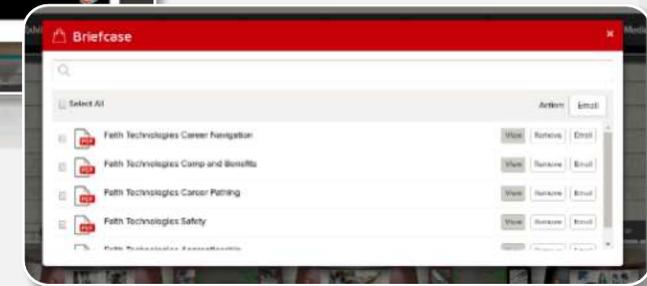




# Exhibitor/Sponsor Booth : What all you can do?

Virtual Booths allow exhibitors to share information about their programs and services

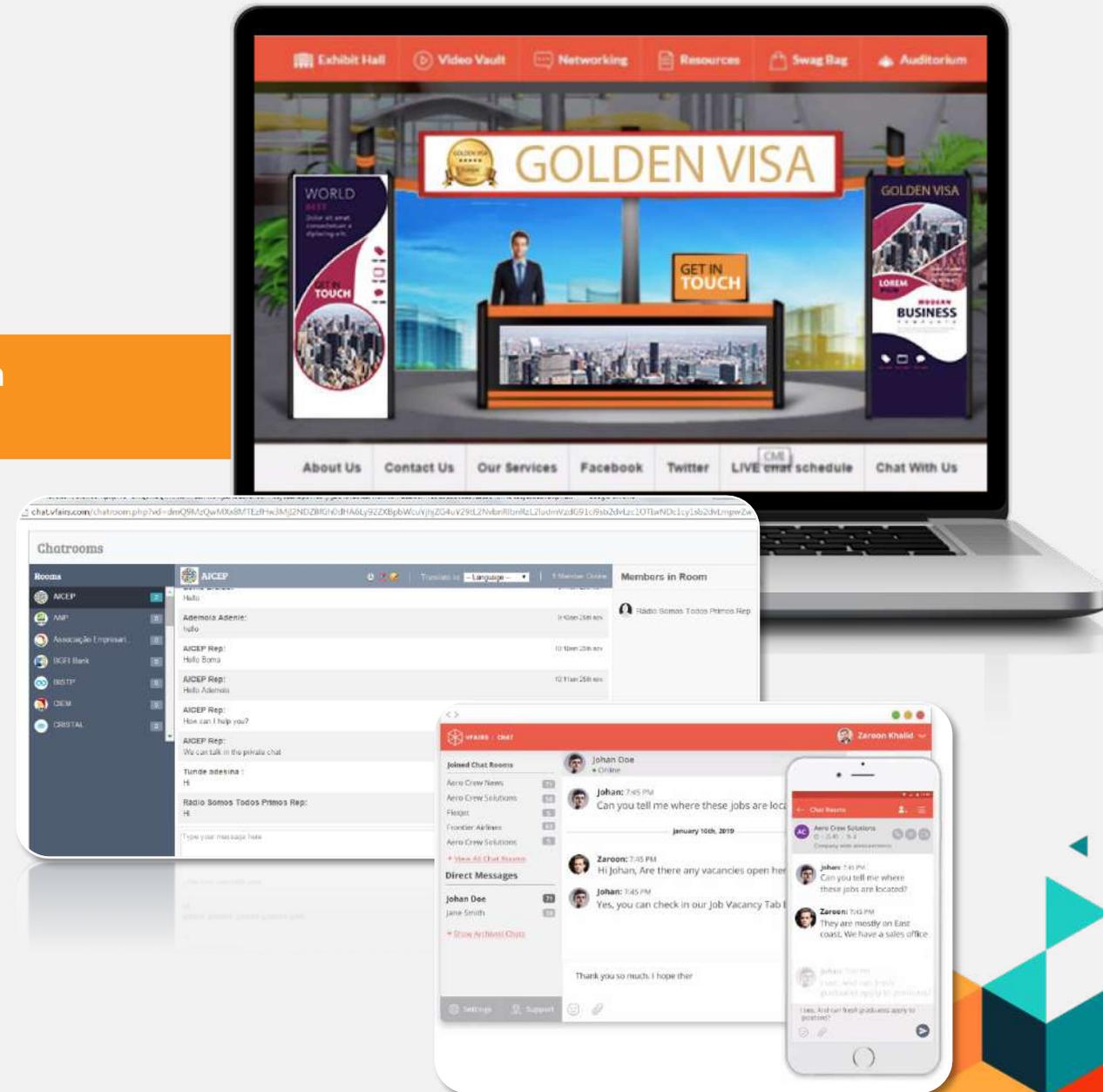
- Exhibitors/Sponsors have access to ready made booth templates and select one that best suits their requirements
- Exhibitors/Sponsors can set the booth with interactive material to attract attendees:
  - Videos
  - PDF Brochures
  - Power Points
  - Images
  - Data Sheets
- Upload more information about the company, services, social media handles and contact details
- All banners on the booth can be hyperlinked to the client's website or any other document/video/image/pdf file they would like the attendee to see
- All attendees can view the materials uploaded by the exhibitor. They can collect the relevant material in their virtual bag and can later email it to themselves after visiting all the virtual booths



# Exhibitor/Sponsor Booth: What all you can do?

Virtual Booths allow exhibitors to start conversations with attendees visiting their booth

- Exhibitors/Sponsors can have conversations with attendees visiting their booths real time in a group chat or one to one chat setting
- 1:1 Conversations can either be done via text chat, audio chat or video chat
- Chat transcripts are shared in the Post Expo report
- All booth representatives will have multiple chats at one point of time
- Booth representative will be notified once the attendees visit their booth. You will also have access to the detailed profile of the attendee
- Attendees have an option to start a public or private chat with the booth representatives only via text chat, however booth representatives can use the audio/video chat feature as well



# Navigate Through The Virtual Expo: Auditorium

Deliver presentations & showcase company videos through seamless webinars followed by 2-way Q&A sessions with attendees

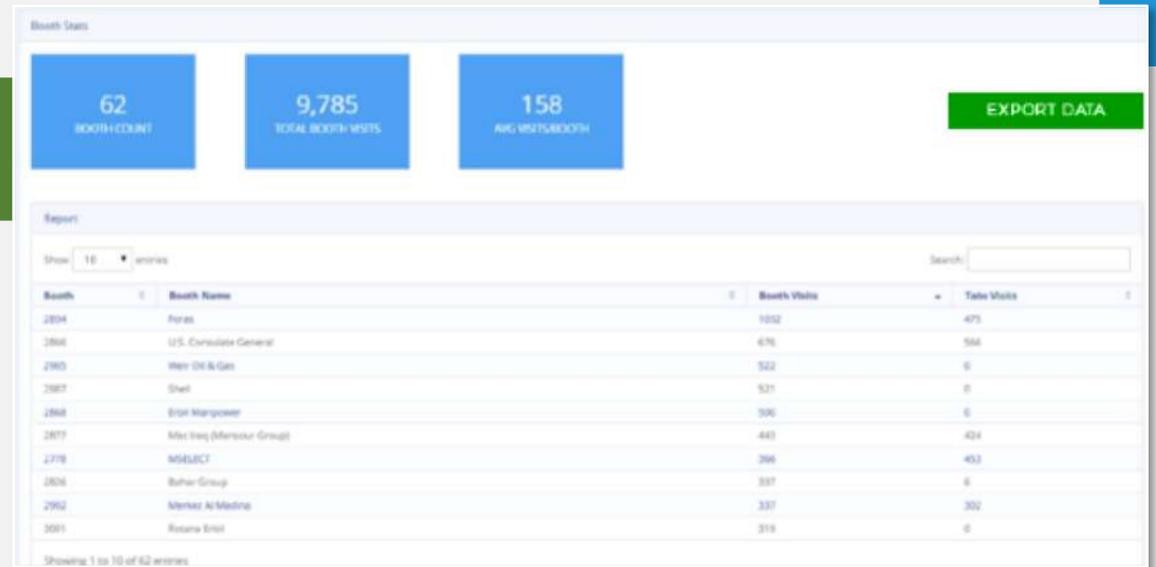
- The Auditorium helps to host presentations, talks and panel discussions.
- Both live, semi-live & pre-recorded sessions/webinars can be viewed in the Auditorium by the attendees.
- All sessions will be available on-demand to the attendees.
- A live Q&A session will take place after each live webinar session. The speakers can accept messages in private or public and respond to them via audio/video/text.
- Exhibitors can have their pre-recorded sessions/videos played between live webinar sessions.
- The virtual agenda would be displayed on a single click and the attendee can go through the schedule of all the sessions.
- Reminders for each session will be sent to attendees via push notifications.
- The Auditorium will display company branding of sponsor in the auditorium which is hyperlinked to their virtual booth.



# Post Event Reports

Measure booth visits, engagements and turnout through detailed post show report

- **Detailed understanding of the turnout at the virtual expo with insights**
  - Total attendee turnout
  - Number of booth visits by each attendee
  - Collateral distribution numbers
  - Attendance in Webinars (Live & Semi-Live)
  - Geographic location of attendees
  - Profile of Attendees
  - Chat Transcripts



# Top Reasons to Participate

Capitalise on the vast market for International Residency & Citizenship Programs in the major cities of India, Sri Lanka, Bangladesh and Pakistan

- Showcase International projects and Residency & Citizenship programs for potential investors from all over India & neighboring Countries from the safety of your office
- An opportunity to interact with attendees through live, semi live and recorded sessions
- Option to upload unlimited information about your company via video, images, documents etc. on your booth for the attendees to browse through
- Gain exposure to 1,000+ quality visitors from the Indian subcontinent and generate leads without travelling thereby saving air travel and hotel expenses. Advantage of saving time, money and minimizing risk
- Get on the spot interest of your International Residency & Citizenship program through private video/audio/text chat
- Interact with real estate marketing companies, industry experts, immigration and legal consultants, investment bankers, chartered accountants and professionals and partner with them
- Measure engagement, turnout and ROI with detailed reports



# Intensive And Targeted Marketing Campaign For Visitor Promotion



Digital  
Marketing



Social Media  
Campaign



Public  
Relations etc



Personal  
Calling



Direct Mailers/  
SMS Campaigns

# IIUSA Panel Partner: Deliverables

## Sponsor Branding & Logo Mention:

- Pre-event
  - Pre/post event mailers to existing IREX database
  - IREX website
  - Virtual Expo event landing page with hyperlink to company website
  - Attendee Registration Email
- During Event
  - Logo feature in the Welcome Video of the virtual show
  - Branding in Virtual Lobby with hyperlink to virtual booth
  - Push notifications to attendees during the virtual expo containing information about your company and upcoming webinar session

## Virtual Booth Features:

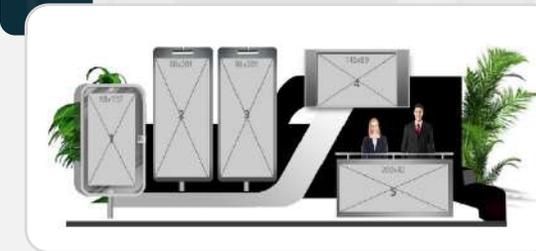
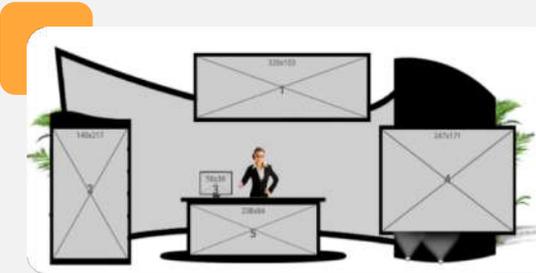
- Premium Booth Position – among the first booths visible to the visitors
- Access to 5 representatives from your company to have live video/audio/text chats
- Premium booth size with 5 banner spots
- Booth can host up to 4 videos & 6 documents (PPT, Excel, Word, PDF)

## Virtual Conference Benefits:

- Opportunity to be a part of the exclusive 'IIUSA EB-5 Experts Panel'
- Pre-recorded video of 3 minutes to be played between webinar sessions (corporate video, video showcasing your projects)

## Post Show Report:

- Full database of all attendees & booth visitors
- All chat transcripts



USD 5000

# IIUSA Gold Partner: Deliverables

## Sponsor Branding

- Logo on Pre event mailers to existing IREX database
- Logo on IREX website
- Company name mention on virtual expo event landing page with hyperlink to company website

## Virtual Booth Features

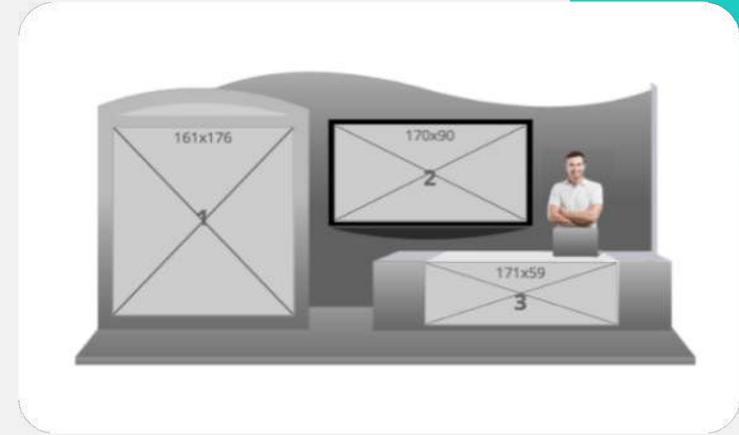
- Access to 3 representatives from your company to have live video/audio/text chats
- Booth with 3 banner spots
- Booth can host up to 3 documents (PPT, Excel, Word, PDF)

## Virtual Conference Benefits

- Pre-recorded video of 2 minutes to be played between webinar sessions (corporate video, video showcasing your projects)

## Post Show Report

- All chat transcripts



USD 3000

# Testimonials of Past Exhibitors

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**Matt Hogan**  
**Vice President of Project Development, CMB Regional Centers**  
“It has far way exceeded our expectations. We had unbelievable traffic at our booth, very high quality people coming around asking great questions. Its been fantastic.”



**Matt Mahaney**  
**Chief Legal Officer and Managing Director, PCEG, Invest America**  
“Its been a great event, we have had really good set of potential investors that visited our booth asking great questions. The panel discussion has been the best so far amongst all conferences we have attended. Definitely we will be here again.”



**Preeya Malik,**  
**Managing Director, Step Global**  
“It has been a great experience at IREX this year. We have been through non-stop meetings with potential investors, people who want to immigrate and we literally did not have a second to sit down.”



**Mohammed Asaria**  
**Founder & Managing Director, Range Developments**  
“IREX has been a fantastic exhibition. It has far exceeded our expectations, there have been literally thousands of people here we have lost our voices by speaking to so many people and a fantastic conference at the same time.”



# Testimonials of Past Exhibitors

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**Christos Vardikos**  
**Managing Partner, Vardikos & Vardikos**

“This is my first time that I have participated in this show and I find it very interesting. There were a lot of people, a lot of interest for all the markets. Very well organized.”



**Ismini Zoirou**  
**Investment Facilitation Directorate, Enterprise Greece**

“We are very satisfied from our presence here. We are with five big Greek real estate companies and consulting companies. And everyone is very satisfied. We believe that we are again going to bring real estate companies in the near future.”



**Ekaterina Isaeva**  
**Business Development Manager, BEYOND Residence and Citizenship**

“There were lot of potential clients and we find a lot of investors and partners so i think that the exhibition was very successful for us. Actually, we participate a lot in different conferences all over the world but i haven’t seen so many potential clients in other countries so we are very happy about this experience.”



**Inga Valerie Wellings**  
**Business Development Manager, CS Global Partners**

“This is very well organised event with a very busy schedule and we are happy to be here and looking forward to come back to India, this growing market and all the opportunities it holds for us.”



# Testimonials of Past Exhibitors

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**Ignacio Donoso**  
**Founder and Managing Attorney, Donoso & Partners, LLC**  
“IREX was an exciting event. We had many people asking us questions and the questions that they asked were very informed. I personally found the IREX event to be very helpful at meeting highly qualified candidates for successful immigration to Canada and the United States and we look forward to participate again in future IREX events.”



**Mike Sarimsakci**  
**Chairman – CEO, Alterra Worldwide**  
“We have done IREX in Delhi and we were really happy with the show in Delhi and we had decided to do Mumbai IREX. We are very happy we have good traffic, good leads and we will be back again. It’s the quality of the visitors which is very good for us.”



**James Elcocke-Harris**  
**Chief Executive, Vanuatu Investment Migration Bureau**  
“Well in one word, the experience has been great. It is our first experience of being here at IREX. I am happy to say I was recommended to come by a previous exhibitor who is here again this year and of all the events I have been to, I have to say that my experience has been the best. We are pleased and I am sure we will be back here.”



**Thomas Henry Scott**  
**Managing Director, Kimpton Kawana Bay**  
“Our experience has been fantastic. We have had a very good attendance, the atmosphere has been brilliant and generally it has been a professionally and a well run event. I think the fact that there is a lot of industry professionals here and the educated level of attendance has been a stand out feature. We very much look forward to partnering with IREX at future events.”



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# Contact us

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