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Coverage Dossier

For

January 2021

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Publication	The Economic Times
Date	8th January 2021
Page No.	04

Oaktree Cap Invests ₹425 cr in Mumbai's Luxe Housing Project

Joint owners Hubtown & Rising Straits to use part of the funds to retire existing debt

Kailash.Babar@timesgroup.com

Mumbai: Global alternative investment management firm Oaktree Capital Management has invested ₹425 crore in 25 South, a prime sea-facing luxury residential development spread over 5.3 acres of land in central Mumbai's Prabhadevi locality. The project is owned by the Hubtown Group and Singapore-based private equity firm Rising Straits Capital, while realty developer Wadhwa Group is the development manager for the same.

Part of the funds raised through this transaction will be utilised to complete the project and partly to retire the existing debt facility raised from Indiabulls Housing Finance.

"The Oaktree investment and strong sales are a testament to the strength of the project's location, design and execution and a validation of our vision to make 25 South the foremost luxury residential development in Mumbai," said Rushank Shah, director, 25 South Realty, the special purpose vehicle developing the project.

Oaktree Capital Management declined to comment for the story.

The project, located opposite the Siddhivinayak temple, had made headlines in 2018 for one of the largest residential apartment transactions in the country when Welspun Group's promoter and managing director Rajesh Mandawewala had purchased an 18,000-sq-ft penthouse on the top three floors of the South Tower in the project for around ₹150 crore.

Hubtown and DLF had jointly acquired the said land parcel from Thackersey family-owned Hindustan Mills in 2007. DLF moved out of the project later just before Rising Straits entry as an investor in the subsidiary developing the project. Wadhwa Group entered the project as a development manager in 2015. The plot is estimated to have a total development potential of half a million sq ft. One out of total three luxury towers proposed to be developed on this plot is nearly complete and has seen good sales traction recently.

In the backdrop of the stamp duty reduction announced by the government of Maharashtra in August, the project has witnessed robust sales of more than ₹350 crore in the quarter ended December. Most of the homebuyers in the project are from the financial services, banking and consulting industry.

Several high-value transactions are getting finalised and registered in the luxury segment of the country's most expensive property market of Mumbai, helping drive volume in the luxury segment that had remained sluggish for nearly half a decade.

Joining Hands

Project owned by Hubtown Group and Singapore-based PE firm Rising Straits Capital

Wadhwa Group is the development manager for the project

Hubtown and DLF had jointly acquired the land parcel from Hindustan Mills in 2007

Over ₹350 cr sales witnessed by the project in Dec Qtr

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Publication	The Economic Times
Date	11th January 2021
Page No.	11

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Publication	The Times of India
Date	12th January 2021
Page No.	05

Rift over ₹7,500cr project to develop Prabhadevi plot, builder exits pact

Nauzer.Bharucha
@timesgroup.com

Mumbai: Six years after signing a joint development agreement for a prime sea facing Prabhadevi plot, developer Wadhwa Group is believed to have walked out of the Rs 7,500-crore project following differences with partner Hubtown (formerly Ackruti). The partners 'cordially' decided to end the agreement for the luxury residential development called 25 South, comprising three towers of about 50-storeys each on a 5.5-acre plot.

On Monday, both sides vehemently denied the split during a con call with **TOI**. "It's not true. We had issues which any two partners have and we both have moved on and are focusing on what is important," said Navin Makhija, MD, Wadhwa Group. "We are jointly developing the project. There is no disagreement. Rivals are spreading rumours," said Vimal Shah, MD, Hubtown.

However, market sources confirmed the differences between the two builders were settled before an arbitration tribunal of Justice (retired) MG Gaikwad. **TOI** has learnt the two developers have already signed consent terms to end the partnership and the papers have been sent to be formally registered.

The 25 South residential project

The Prabhadevi plot owned by Hubtown used to be the Hindoostan Mills. In December 2014, the developer tied up with Wadhwa to jointly develop the land. Sources familiar with the agreement said that Wadhwa had raised Rs 130 crore from its own capital to start the project. As part of the deal, Wadhwa was to receive 13.5% from the total sale of apartments in the three towers and a fixed fee of Rs 30 crore for planning, developing and executing the entire project. The dispute between the two partners arose over payment issues, it is learnt.

The first of the three skyscrapers (Wing A South Tower) has reached up to 38 floors of the sanctioned 47 floors. According to sources, Wadhwa will now only have claim over portions of this tower and not the other two. "Hubtown will now take over the entire project while Wadhwa will assist in completion of the first tower. Wadhwa will have no rights or interest in the balance project," said sources.

Hubtown will reimburse Wadhwa to the tune of Rs 225 crore which will be in the form of 45,897 sq ft of space in the under-construction tower. This includes 21 apartments and 55 car parks in the tower, which it can sell, allot or mortgage to third parties after the building receives the occupation certificate.

Some of the corporate honchos and businessmen who have booked flats in Wing A include Rajesh Mandawewala of Welspun Group, Rajiv Sabharwal, MD & CEO of Tata Capital and Sandeep Bakshi, MD & CEO of ICICI bank. Recently, Oaktree Capital Management invested Rs 425 crore in the project.

The Prabhadevi plot was the first in Mumbai to benefit from relaxation in the coastal regulation zone (CRZ) norms in 2015. Hubtown bought the defunct mill property from the Thackersey family for Rs 350 crore in 2007, but subsequently realised its development potential was severely limited as it fell within 500 m of the high tide line, where building activity was restricted. But the Union environment ministry amended CRZ rules in 2011, stating construction restriction at bays would be reduced from 500m to just 100m. Hubtown then succeeded in getting the plot removed from the CRZ zone after the Prabhadevi coast was redefined as a bay and outside the 100 m zone.

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Publication	Economic Times
Date	7th January 2021
Link	Oaktree Capital Management: Oaktree Capital invests Rs 425 cr in Hubtown-Rising Straits' Prabhadevi project - The Economic Times (indiatimes.com)

Oaktree Capital invests Rs 425 cr in Hubtown-Rising Straits' Prabhadevi project

By Kailash Babar, ET Bureau • Last Updated: Jan 07, 2021, 11:08 PM IST

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Synopsis
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MUMBAI: Global alternative investment management firm **Oaktree Capital Management** has invested Rs 425 crores in 25 South, a prime sea-facing luxury residential development spread over 5.3 acres of land in central Mumbai's Prabhadevi locality.

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India's largest education fest for digital disruptors

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Publication	ET Realty.com
Date	8th January 2021
Link	Oaktree Capital Management: Oaktree Capital invests Rs 425 crore in Hubtown-Rising Straits' Prabhadevi project, Real Estate News, ET RealEstate (indiatimes.com)

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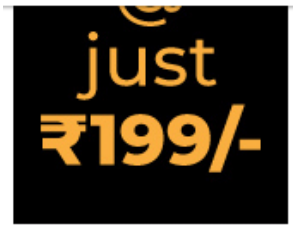
Publication	VC Circle
Date	8th January 2021
Link	Oaktree Capital backs Mumbai luxury residential project | VCCircle

Oaktree Capital backs Mumbai luxury residential project



A part of the proceeds from the fundraise will be used to pay off debt owed to Indiabulls Housing Finance while the rest will go towards finishing construction.

The project is jointly owned by real estate developer Hubtown Group and real estate private equity-focused Rising Straits Capital. Wadhwa Group is the development manager for the project.

A spokesperson for Rising Straits confirmed the development to VCCircle.

A distressed assets investor, Oaktree is slowly ramping up its exposure in India's real estate market. Recently, Gurugram developer M3M India Pvt. Ltd raised Rs 570 crore ($76 million) from Oaktree through non-convertible debentures across two tranches.

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Publication	Press Trust of India
Date	2nd January 2021
Link	fullstory (ptinews.com)

For the current quarter, the company has a pipeline of 11 residential and 2 commercial projects with a cumulative sales value of Rs 3,150 crore and it is targeting to sell a minimum of 75-80 per cent of inventory at these projects

"While ready-to-move-in luxury homes were doing well in the period between June-September, the demand grew drastically across all residential segments in Q3," Agarwal said

In 2021, the company expects the affordable housing segment to bounce back to the pre-COVID-19 levels.

Guardians Real Estate Advisory currently employs 487 professionals in the MMR

Its clientele includes the likes of Wadhwa Group, Sunteck, Kanakia, Sheth Creators, Chandak Group, Avighna and MICL, among others.

In housing brokerage business, Anarock, Proptiger, Square Yards, Investors Clinic, 360 Realtors, Guardians Real Estate, Xanadu and Quikr Realty are major players, among others.

International property consultants such as JLL, CBRE, Knight Frank, Cushman & Wakefield, Savills, Colliers International and Vestian are dominant in leasing of office and retail spaces.

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Publication	Hindu Business Line
Date	2nd January 2021
Link	Guardians Real Estate Advisory's revenue jumps over two-fold at ₹65 cr in April-Dec - Business Line (thehindubusinessline.com)

THE HINDU BusinessLine
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"At a luxury residential project with a minimum buy-in price of ₹3 crore, called BeauMonte, developed by Sheth Creators and located in the SoBo-Central region of Mumbai, we have been able to lock sales worth ₹328 crore within a fortnight," Agarwal said.

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Publication	Outlook India
Date	2nd January 2021
Link	Guardians Real Estate Advisory"s revenue jumps over twofold at Rs 65 cr in Apr-Dec (outlookindia.com)

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Publication	ABP Live
Date	1st February 2021
Link	Budget 2021 Expectations: Real Estate Industry Demands Affordable Housing, GST Reforms FM Nirmala Sitharaman (abplive.com)

Revise Affordable Housing Limit

In order to stop Housing for All scheme from getting derailed, it becomes very important for the Real Estate industry to have enough incentives and margins. Thus, experts believe that affordable housing needs impetus in this Union Budget.

For rental housing, the government should enhance HRA tax exemption and increase depreciation rate for rental projects like in commercial buildings and allow 'carry on' of loss from rental income.

"The capping of Rs 45 lakh applicable for an affordable house should be extended to 60 lakhs. This would expand the benefits of affordable housing scheme to more homes and therefore boost the end-user demand. While incentives have been provided to boost the affordable housing segment, there needs to be a reduction in the cost of land, development premiums to incentivize developers to build budget homes," Navin Makhija, MD of Wadhwa Group said while speaking to ABP LIVE.

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Publication	Firstpost
Date	31st January 2021
Link	Union Budget 2021: Realty sector wants finance minister to accord long-awaited industry status - Business News , Firstpost

Navin Makhija, Managing Director, The Wadhwa Group

The forthcoming Budget will be crucial in terms of reforms and we believe that the government will take appropriate measures to spur consumer demand. More tax sops and higher relief on home loan rates will woo home buyers and investors to buy property. Additionally, interest rates on housing loans should be reduced to benefit a broader segment of homebuyers, including first-time buyers. The Income Tax benefit for housing should not only be for residential purchasers alone but should also be extended towards commercial purchasers as well. This can help the sector recover from its liquidity woes to a larger extent.

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Publication	India Infoline
Date	27th January 2021
Link	Pre-Budget expectations for the Real Estate Sector (indiainfoline.com)

Mr. Navin Makhija, Managing Director, The Wadhwa Group

To mitigate COVID-19 disruptions, the Government has shown adequate support by bringing in reforms in policies and announced some slew of relief measures to revive the economy. The reduction in stamp duty before the festive season by the State Government was a very important move which gave a much needed boost to the sector. The world resurrecting to the pandemic of Covid-19 has learnt the value of healthy living as customers too realized the importance of a well planned, well designed and a well ventilated home more than ever before. We immediately saw sales volumes coming back to normal due to a boost in the consumer sentiments on the back of all time low home loan interest rates, good festive offers, relaxation in GST and reduced stamp duty. These factors helped drive demand and boosted sales and were also the key in ridding the sector of the ills caused by the virus. Now with the vaccination drive going in full swing, a lot is expected from the upcoming budget that will give a further boost to revive the economy.

The forthcoming budget will be crucial in terms of Government reforms and we believe that the Government will take appropriate measures to spur consumer demand. With the pandemic's impact still remaining far in the horizon, abundant policy support is still needed for the real estate sector's bounce and we are hoping that the upcoming budget will emphasize that.

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Publication	Surfaces Reporter
Date	30th January 2021
Link	2021 Budget: Expectations from the Building Material and Real Estate Sector (surfacesreporter.com)

Mr. Navin Makhija, Managing Director, The Wadhwa Group

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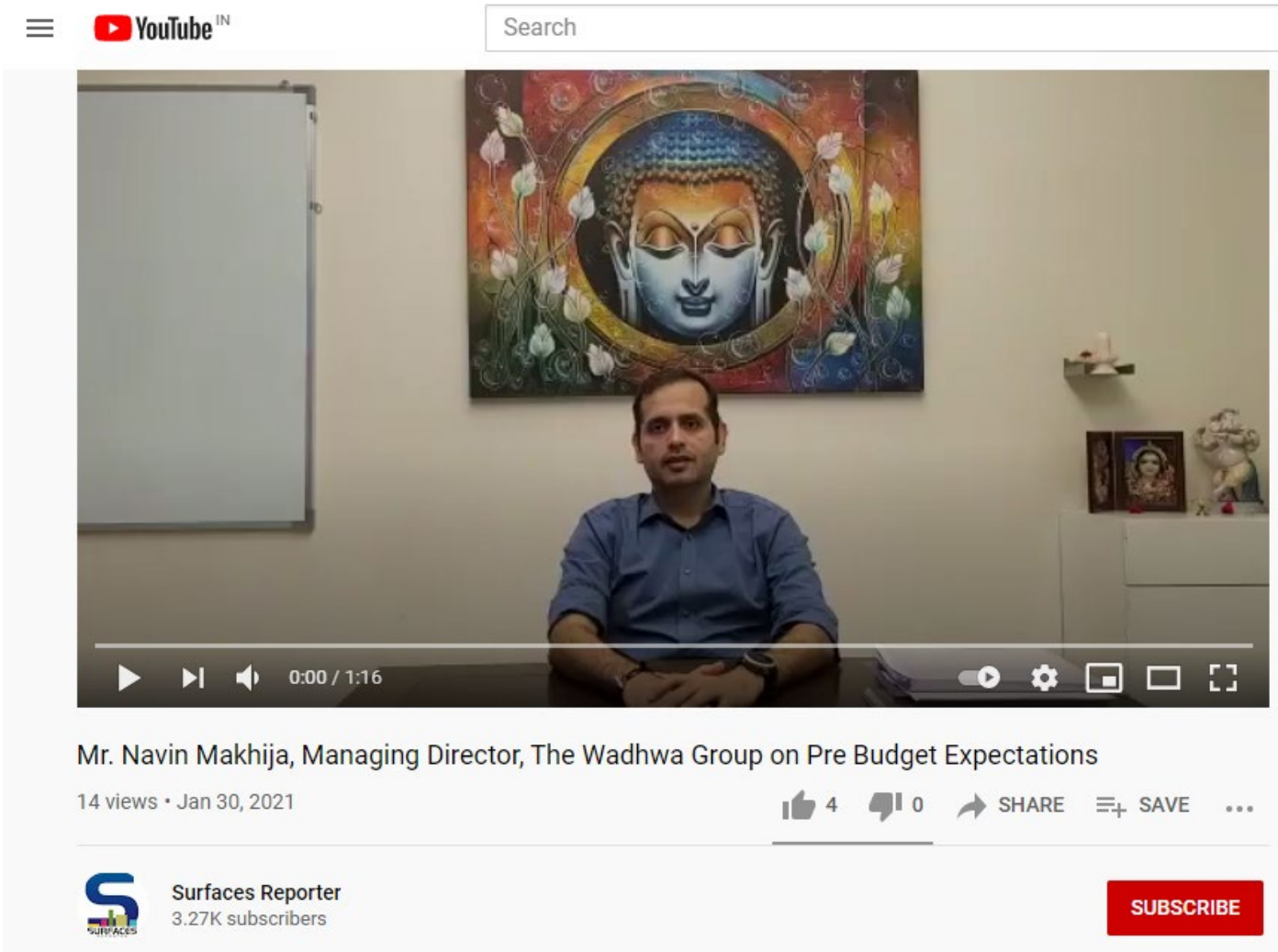
Publication	Surfaces Reporter
Date	30th January 2021
Link	Mr. Navin Makhija, Managing Director, The Wadhwa Group on Pre Budget Expectations - YouTube
Mode	Youtube



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Publication	Realty+
Date	9th January 2021
Link	Oaktree Capital Invests In Hubtown Prabhadevi Project (realtyplusmag.com)

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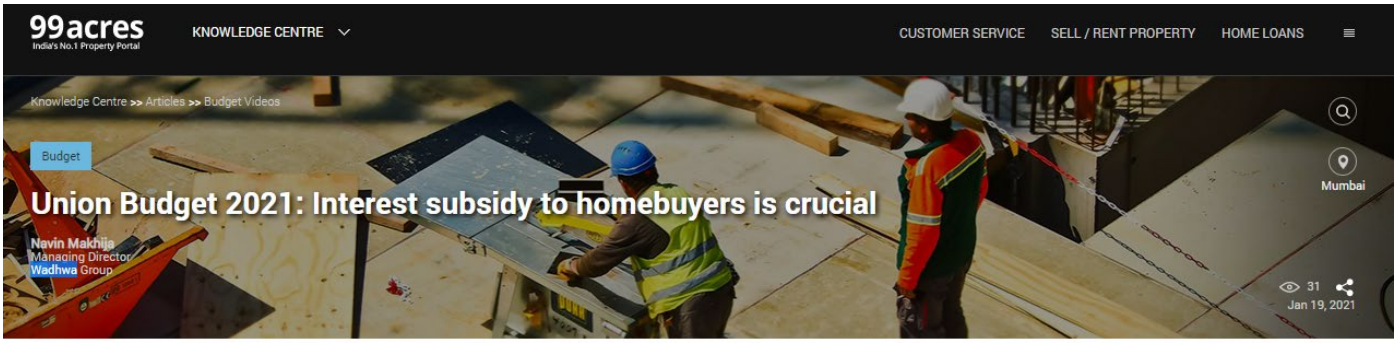
Publication	99 Acres
Date	19th January 2021
Link	Union Budget 2021: Interest subsidy to homebuyers is crucial (99acres.com)



This Financial Budget 2021 is the most-awaited budget as the COVID-19 pandemic created multiple challenges for the real estate industry in 2020. Developers hope that the Government will announce some relief measures that help the sector tide over.

The focus of the Union Budget 2021 should be on strengthening the real estate companies and boosting their immunity. One of the best ways to make this happen is through interest subsidy to homebuyers, irrespective of whether they are the end-buyers or investors.

Popular and Trending

Real estate industry hails reduction of construction premium in Maharashtra

Shephali Kapoor
Research Analyst
Jan 07, 2021
264

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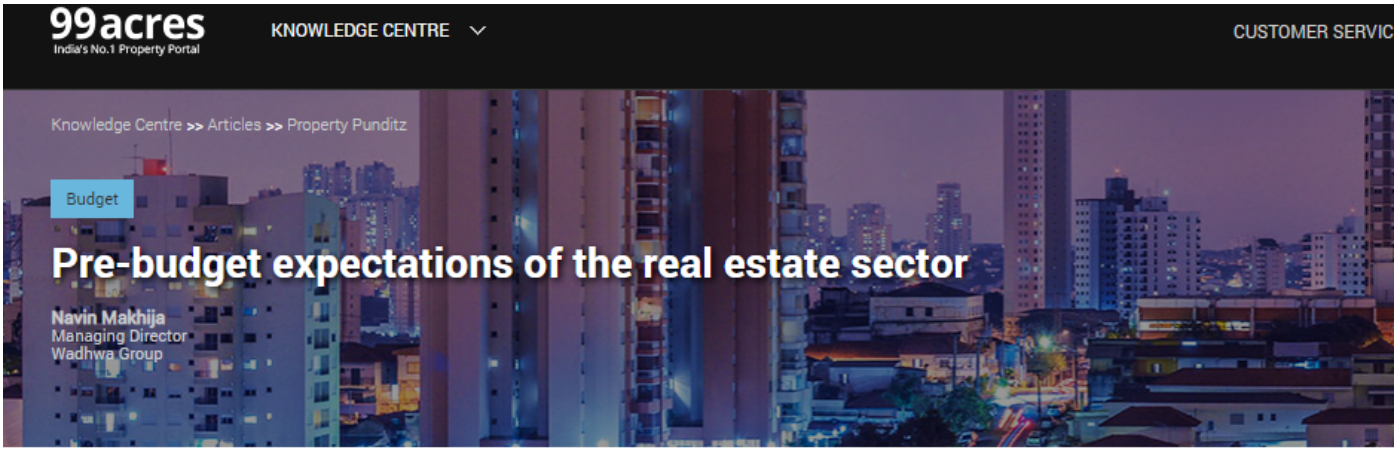
Publication	99 Acres
Date	22nd January 2021
Link	Pre-budget expectations of the real estate sector (99acres.com)



The forthcoming Budget 2021 will be crucial in terms of reforms announced, and we believe that the Government will take appropriate measures to spur real estate demand.

The world gradually resurrecting from the COVID-19 pandemic has learnt the value of healthy living as customers have realised the importance of a well-planned, well-designed and a well-ventilated home more than ever before. The spike in the homeownership trend coupled with the all-time low home loan interest rates, festive offers, relaxation in Goods and Services Tax (GST) and reduced stamp duty rates has helped developers record adequate sales. Nevertheless, with the vaccination drive going in full swing, a lot is expected from the upcoming Budget 2021 that will boost the real estate sector and the overall economy.

Tax sops

More tax sops and higher relief on home loan rates will woo home buyers and investors to buy properties. Additionally, interest rates on housing loans should be reduced to benefit a broader segment of homebuyers, including first-time purchasers. Also, the income tax benefit should not be for residential purchasers alone; instead, it should also be extended towards commercial investors. This can help the sector recover from liquidity woes. We would also appreciate the re-introduction of Input Tax Credit

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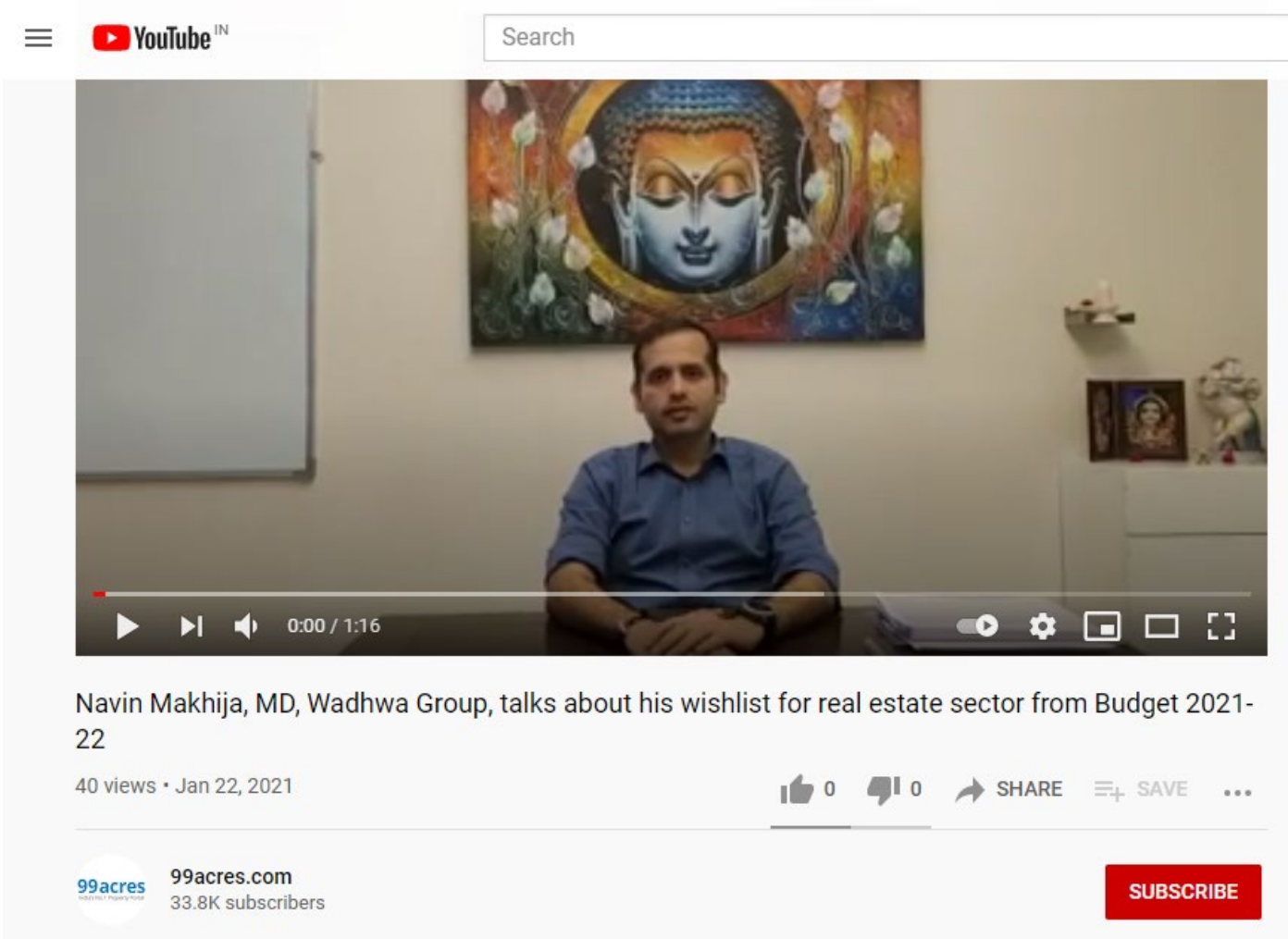
Publication	99 Acres
Date	22nd January 2021
Link	Navin Makhija, MD, Wadhwa Group, talks about his wishlist for real estate sector from Budget 2021-22 - YouTube
Mode	Youtube



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Publication	NBM & CW
Date	28th January 2021
Link	Industry rolls out Pre-Budget 2021-22 wish-list (nbmcw.com)

Navin Makhija
Managing Director, The Wadhwa Group

To mitigate COVID-19 disruptions, the Government has shown adequate support by bringing in reforms in policies and announced some slew of relief measures to revive the economy. The reduction in stamp duty before the festive season by the State Government was a very important move which gave a much-needed boost to the sector. The world resurrecting to the pandemic of Covid-19 has learnt the value of healthy living as customers too realized the importance of a well-planned, well designed and a well-ventilated home more than ever before. We immediately saw sales volumes coming back to normal due to a boost in the consumer sentiments on the back of all-time low home loan interest rates, good festive offers, relaxation in GST and reduced stamp duty.

The forthcoming budget will be crucial in terms of Government reforms and it is believed that the Government will take appropriate measures to spur consumer demand. More tax sops and higher relief on the home loan rates will woo the homebuyers and investors to buy a property. Additionally, interest rates on housing loans should be reduced to benefit a broader segment of homebuyers, including first-time buyers. Also, the income tax benefit for housing should not only be for residential purchasers alone rather it should also be extended towards commercial purchasers as well.

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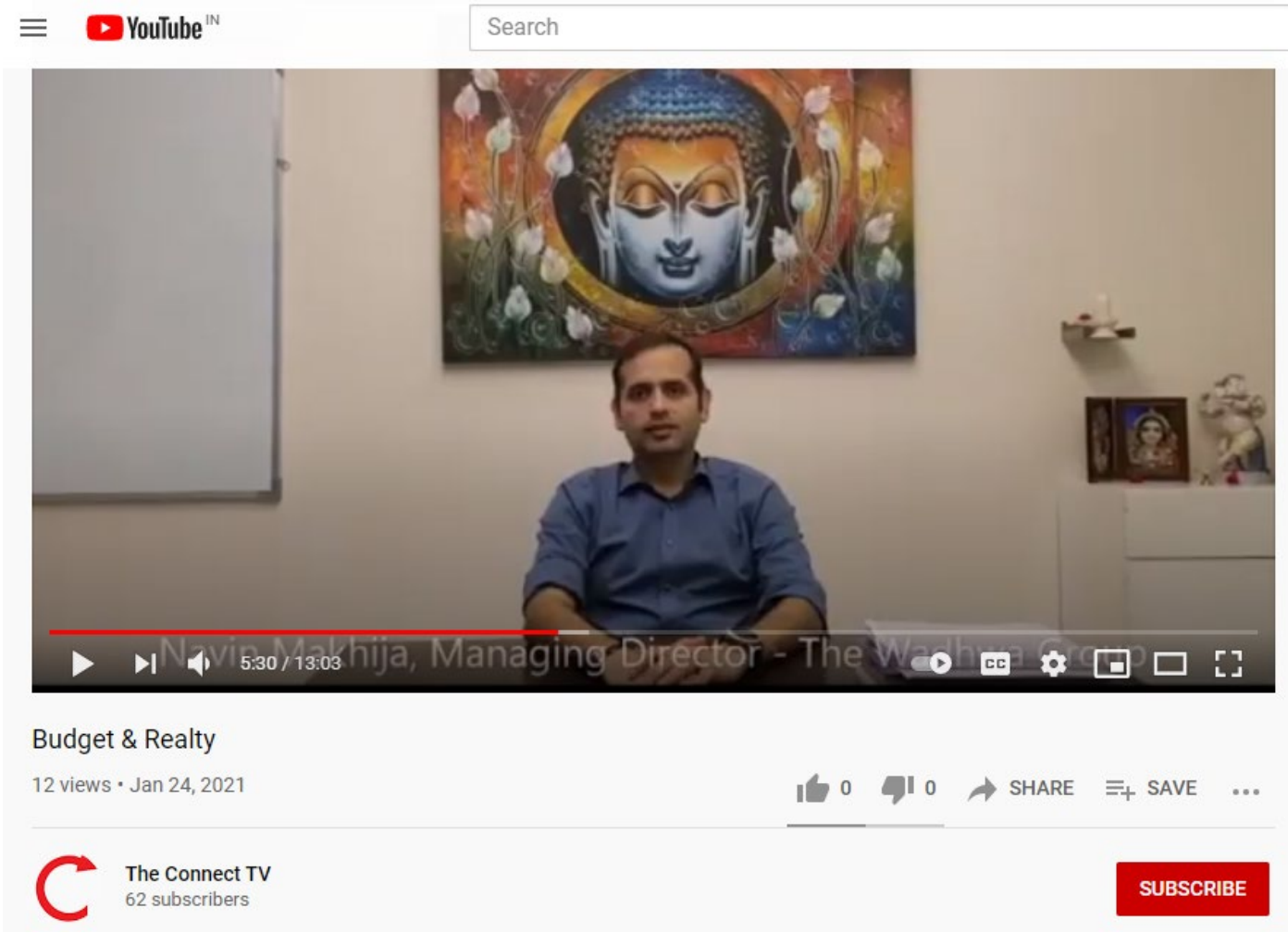
Publication	The Connect TV
Date	24th January 2021
Link	Budget & Realty - YouTube
Mode	Youtube



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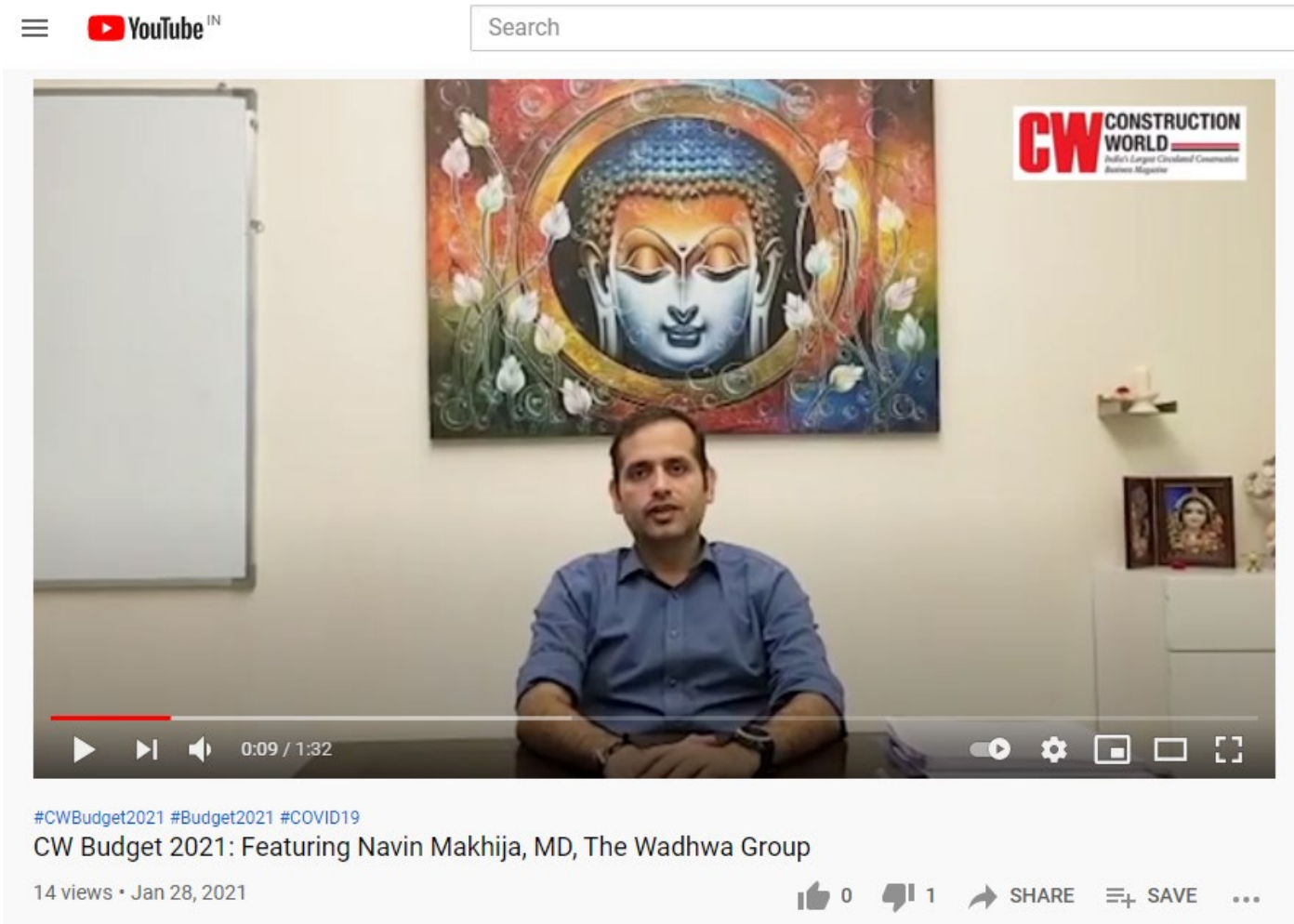
Publication	Construction World
Date	28th January 2021
Link	CW Budget 2021: Featuring Navin Makhija, MD, The Wadhwa Group - YouTube
Mode	Youtube



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Publication	Construction Times
Date	28th January 2021
Link	WADHWA GROUP'S NEW COMMERCIAL PROJECT ON GMLR BEGINS. | Top Construction & Infrastructure magazine (constructiontimes.co.in)

WADHWA GROUP'S NEW COMMERCIAL PROJECT ON GMLR BEGINS.

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The Wadhwa Group, in association with MICL and Chandak Group performed the BhumiPujan while they laid the foundation of their commercial project 'The Gateway' at site on Goregaon-Mulund Link Road adhering to all safety guidelines. When it comes to designing office spaces for modern businesses, The Gateway is crafted for a flawless first impression. Navin Makhija, Managing Director, The Wadhwa Group said, "After the roaring success of our residential projects Atmosphere & Atmosphere O2 on GMLR, we are delighted to start construction of our commercial project 'The Gateway' in its vicinity which leaves no stone unturned to create the perfect space that fuels ideas for growth and success. The overall situation is improving and we are sensing a positive sentiment among the investors. Apart from our residential projects, we are seeing a lot of demand for this newly launched boutique format commercial office portfolio as well during this festive season. We see demand coming in from people that are moving from co-working spaces to owing small independent office space to have control over safety, security and hygiene within the premises."

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Publication	Construction Times
Date	28th January 2021
Link	Real Estate | Top Construction & Infrastructure magazine (constructiontimes.co.in)

Navin Makhija, Managing Director, The Wadhwa Group

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Publication	Projects Today
Date	8th January 2021
Link	Oaktree Capital Management infuses Rs 425 cr in luxury residential project (projectstoday.com)

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DLF moved out of the project later just before the Rising Straits entry as an investor in the subsidiary developing the project, while Wadhwa Group entered the project as a development manager in 2015.

The plot is estimated to have a total development potential of half a million sq ft. One out of total three luxury towers proposed to be developed on this plot is almost completed.

In the backdrop of the stamp duty reduction announced by the Maharashtra government in August 2020, the project witnessed robust sales of more than Rs 350 crore in Q3/FY21.

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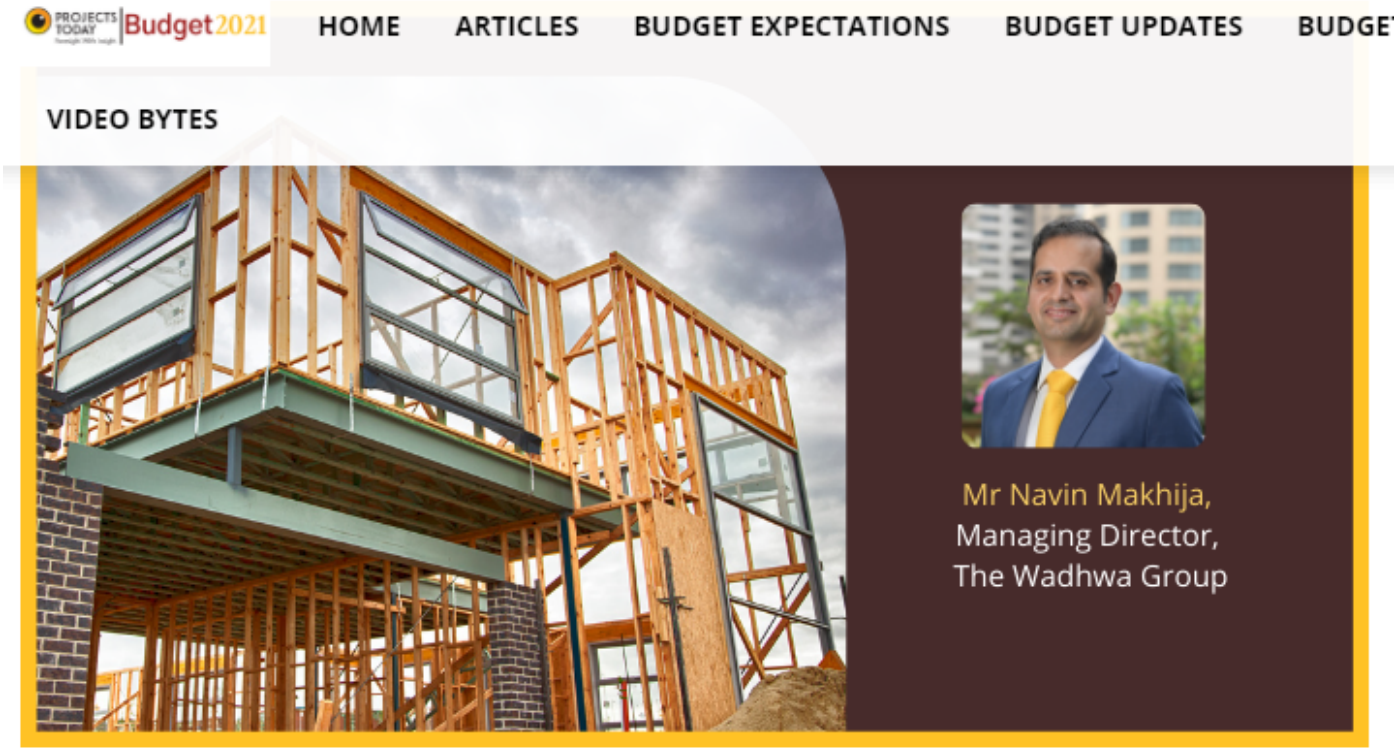
Publication	Projects Today
Date	21st January 2021
Link	Mr Navin Makhija, Managing Director, The Wadhwa Group - Budget 2021 (projectstoday.com)



To mitigate COVID-19 disruptions, the Government has shown adequate support by bringing in reforms in policies and announced some slew of relief measures to revive the economy. The reduction in stamp duty before the festive season by the State Government was a very important move which gave a much needed boost to the sector. The world resurrecting to the pandemic of Covid-19 has learnt the value of healthy living as customers too realized the importance of a well planned, well designed and a well ventilated home more than ever before. We immediately saw sales volumes coming back to normal due to a boost in the consumer sentiments on the back of all time low home loan

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Publication	Projects Today
Date	22nd January 2021
Link	Pre-budget expectations by Mr Navin Makhija, Managing Director, The Wadhwa Group - Budget 2021 (projectstoday.com)

VIDEO BYTES

Pre-budget expectations by Mr Navin Makhija, Managing Director, The Wadhwa Group

By **Projects Today** - January 22, 2021 78

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Publication	NewZ Business
Date	25th January 2021
Link	Pre-Budget Expectations ,The Wadhwa Group | NewZbusiness.com

Pre-Budget expectations ,The Wadhwa Group

Mr. Navin Makhija - Managing Director, The Wadhwa Group

By **Staff Reporter** — Last Updated **Jan 25, 2021**

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Publication	NewZ Business
Date	21st January 2021
Link	Budget 2021 Expectations For Real Estate Sector | NewZbusiness.com

By: Navin Makhija, Managing Director, The Wadhwa Group

Budget 2021 expectations for the real estate sector

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We immediately saw sales volumes coming back to normal due to a boost in the consumer sentiments on the back of all-time low home loan interest rates, good festive offers, relaxation in GST and reduced stamp duty. These factors helped drive demand and boosted sales and were also the key to ridding the ills' sector caused by the virus. With the vaccination drive going in full swing, a lot is expected from the upcoming budget that will give a further boost to revive the economy.

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Publication	Business Journal
Date	4th February 2021
Link	Guardians Real Estate Advisory's revenue jumps over two-fold at ₹65 cr in April-Dec-Business Journal - Business News (business-journal.in)

"While ready-to-move-in luxury homes were doing well in the period between June-September, the demand grew drastically across all residential segments in Q3," Agarwal said.

In 2021, the company expects the affordable housing segment to bounce back to the pre-Covid-19 levels.

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Publication	Mumbai News Express
Date	4th January 2021
Link	THE GUARDIANS REAL ESTATE ADVISORY'S REVENUE JUMPS TWO FOLD TO RS. 65.35 CRORES, TARGETS OVER RS. 100 CRORE BY END OF FISCAL! – MumbaiNewsExpress.com

The firm plans to expand into regions like Pune and Bengaluru by the end of FY 22. The Guardians Real Estate Advisory that started with a team of just 6 people four years back currently employs 487 professionals in the MMR and consults many luxury projects across the length and breadth of the region. Its clientele includes the likes of The Wadhwa Group, Sunteck, Kanakia, Sheth Creators, Chandak Group, Avighna, MICL, etc. The advisory is known to offer end-to-end services to its clients, from product planning to final customer registrations.

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Publication	Business News This Week
Date	20th January 2021
Link	Pre-Budget Expectations for the Real Estate Sector | Business News This Week

By Mr. Navin Makhija, Managing Director, The Wadhwa Group

To mitigate COVID-19 disruptions, the Government has shown adequate support by bringing in reforms in policies and announced some slew of relief measures to revive the economy. The reduction in stamp duty before the festive season by the State Government was a very important move which gave a much needed boost to the sector. The world resurrecting to the pandemic of Covid-19 has learnt the value of healthy living as customers too realized the importance of a well planned, well designed and a well ventilated home more than ever before. We immediately saw sales volumes coming back to normal due to a boost in the consumer sentiments on the back of all time low home loan interest rates, good festive offers, relaxation in GST and reduced stamp duty. These factors helped drive demand and boosted sales and were also the key in ridding the sector of the ills caused by the virus. Now with the vaccination drive going in full swing, a lot is expected from the upcoming budget that will give a further boost to revive the economy.

The forthcoming budget will be crucial in terms of Government reforms and we believe that the Government will take appropriate measures to spur consumer demand. With the pandemic's impact still remaining far in the horizon, abundant policy support is still needed for the real estate sector's bounce and we are hoping that the upcoming budget will emphasize that.

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Publication	Business News This Week
Date	4th January 2021
Link	THE GUARDIANS REAL ESTATE ADVISORY'S REVENUE JUMPS TWO FOLD TO RS. 65.35 CRORES, TARGETS OVER RS. 100 CRORE BY END OF FISCAL! | Business News This Week

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Publication	Media Bulletins
Date	4th January 2021
Link	THE GUARDIANS REAL ESTATE ADVISORY'S REVENUE JUMPS TWO FOLD TO RS. 65.35 CRORES, TARGETS OVER RS. 100 CRORE BY END OF FISCAL! | Media Bulletins

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Publication	News Reader Board
Date	21st January 2021
Link	Real Estate Industry Demands Affordable Housing, GST Reforms FM Nirmala Sitharaman – News Reader Board

Revise Affordable Housing Limit

In order to stop Housing for All scheme from getting derailed, it becomes very important for the Real Estate industry to have enough incentives and margins. Thus, experts believe that affordable housing needs impetus in this Union Budget.

For rental housing, the government should enhance HRA tax exemption and increase depreciation rate for rental projects like in commercial buildings and allow 'carry on' of loss from rental income.

"The capping of Rs 45 lakh applicable for an affordable house should be extended to 60 lakhs. This would expand the benefits of affordable housing scheme to more homes and therefore boost the end-user demand. While incentives have been provided to boost the affordable housing segment, there needs to be a reduction in the cost of land, development premiums to incentivize developers to build budget homes," Navin Makhija, MD of Wadhwa Group said while speaking to ABP LIVE.

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Publication	News Alambana
Date	21st January 2021
Link	Budget 2021 Expectations: From Affordable Housing To GST Reforms, 5 Demands Of Real Estate Industry | News alambana

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Publication	Versatile Content
Date	21st January 2021
Link	Budget 2021 Expectations: From Affordable Housing To GST Reforms, 5 Demands Of Real Estate Industry – VersatileContent

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Publication	India Daily Mail
Date	2nd January 2021
Link	Guardians Real Estate Advisory's revenue jumps over two-fold at ₹65 cr in April-Dec-Business Journal - Business News (indiadailymail.com)

For the current quarter, the company has a pipeline of 11 residential and 2 commercial projects with a cumulative sales value of ₹3,150 crore and it is targeting to sell a minimum of 75-80 per cent of inventory at these projects.

"While ready-to-move-in luxury homes were doing well in the period between June-September, the demand grew drastically across all residential segments in Q3," Agarwal said.

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Publication	Devdiscourse
Date	2nd January 2021
Link	Guardians Real Estate Advisory's revenue jumps over twofold at Rs 65 cr in Apr-Dec | Business (devdiscourse.com)

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Publication	Bollyinside
Date	2nd January 2021
Link	Guardians Real Estate Advisory"s revenue jumps over twofold at Rs 65 cr in Apr-Dec - World News Bollyinside

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Publication	Konexio Network
Date	4th January 2021
Link	The Guardians Real Estate Advisory's revenue jumps two-fold to Rs. 65.35 crores, News, KonexioNetwork.com

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"While ready-to-move-in luxury homes were doing well in the period between Jun-Sep, the demand grew drastically across all residential segments in Q3. The same included the under-construction luxury homes segment too as a result of the reduction in stamp duty charges announced by the state government of Maharashtra, reversal of salary-cuts by organisations and reduction in lending rates by commercial banks. In the year 2021, we foresee the affordable housing segment bouncing back to the pre-Covid levels once the local train service is resumed in the Mumbai Metropolitan Region. This segment should cover-up for all the volumes that will be lost in the luxury residential segment going forward." he added.

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Activities - Initiated

- **Hurun Report - Gen Next Realty Leaders: Mr. Navin Makhija**

- Agency have shared the required details on 8th January 2021

- **Industry Story – Maharashtra Government approving lowering of construction premiums by 50%**

- Opportunity was shared on 6th January 2021
-

- **Construction Times – Industry story on Facade**

- Opportunity was shared on 22nd January 2021

- **Times Property – Industry story on FDI**

- Opportunity was shared on 22nd January 2021

- **Award Opportunity – THE ECONOMIC TIMES Presents Global Real Estate Congress REAL ESTATE Awards**

- Opportunity was shared on 30th January 2021

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For

February 2021

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new-age image & reputation curators

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Publication	Business India
Issue	8th - 21st February 2021
Page No.	12

On an upsurge

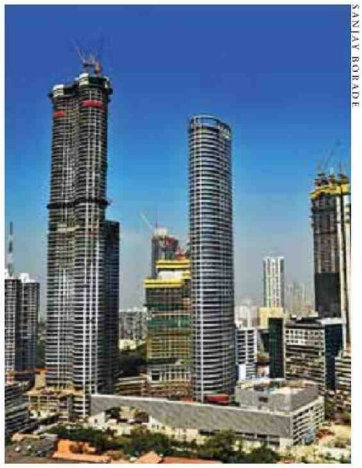
Investors are eyeing alternate assets, as also projects that require last-mile funding

Even as the sentiment level has improved in the last two quarters or so, the overall private-equity investments into the Indian real estate sector has declined by 23 per cent to $4.8 million in 2020 over what was recorded in 2019. As the economy picked up in Q3 2020, several deals that were stalled in Q2 2020 got closed, with transactions rising more than fourfold in H2 2020 over H1 2020. Colliers International India has estimated that the commercial office sector accounted for 46 per cent of the total inflows in 2020, signifying investors' unwavering confidence, despite India's continuing the 'work from home' scenario. Further, low interest rates in the country places core office assets in an attractive position for investors.

In August 2020, Mindspace Business Parks, jointly owned by K Raheja and Blackstone, became India's second REIT listing. From a policy perspective too, the government initiated several reforms in 2020, to improve the real estate sector. In one of the largest real estate deals in the country, Canadian investment firm Brookfield Asset Management took an 18 per cent stake in Bengaluru-based RMZ Corp for about $2 billion.

Despite technology companies in India continuing to work remotely, markets like Bengaluru and Hyderabad are receiving enquiries from global technology companies looking to set up their global in-house centres. And, as investment firms are now finding quality assets hard to come by, they are undertaking development risks.

"The investor focus will continue on income generating assets, including industrial assets and with current risk-return profile of asset available, the investment strategy is likely to extend to development assets and structured credit", says Piyush Gupta, managing director, capital markets & investment services, Colliers International India.



SANJAY ROKADE

Due to the ongoing pandemic, the residential segment has experienced lower sales velocity, which is also impacting investment inflows. In 2020, investments in residential assets accounted for only 6 per cent of the total inflows. "We believe there is ample opportunity for investment funds to finance projects stalled in final stages of construction," adds Gupta. "This offers lower risk for investors, as project approvals are already in place".

Last mile funding The Special Window for Affordable and Mid-Income Housing (SWAMIH) Fund, announced by the government in November 2019 as the dedicated vehicle to finance completion of stressed projects in the affordable and mid-segment housing, is bearing fruit now. The fund has cleared investments worth ₹13,200 crore for 136 projects.

Credit funds such as Oaktree Capital and Apollo Global Management are investing in residential projects to help complete construction. As the residential sector undergoes consolidation, Colliers International believes that investors are increasingly infusing equity in companies directly, as opposed to the structured debt route at a project level that investors largely used in the last decade. The foreign consultancy firm also note that Japanese funds are eyeing India's residential assets. For instance, Marubeni Corp invested about $40 million in Wadhwa Group's residential project in Mumbai. The stagnant prices, decade-low loan rates and rebates offered by developers bode well for demand in the residential sector, says the report.

"Investment firms continued to be enthused by the Indian real estate sector, as they are here for the long term," says Siddhart Goel, senior director & head, research, Colliers International India. "Last mile funding is gaining ground with investors plugging the gaps to complete constructions, especially in the residential sector. Interestingly, the office sector continues to be favoured by investors despite the continue work from home scenario and the limited availability of investment grade assets. There is also ample interest from investors in other asset classes such as warehousing and data centers, which are likely to see continued interest extending beyond 2021. During 2021, we expect continued interest in distressed projects at attractive valuations".

As per Colliers Research, Tier III and Tier IV data centre assets can provide a net yield per annum of about 16-18 per cent, making them attractive for investors. Over the next decade, it also believes that strong data centres portfolio can be converted into a Real Estate Investment Trust (REIT) offering, led by a strong appetite for income-yielding assets.

During 2020, the large Carlyle Group-Nxtra Data Services made an entity-level investment of about $235 million in DCs, and it expects another entity-level deal to be closed in Q1 2021. This interest in DCs resonates with its April 2019 survey too – Investors in India look to office and data centres, where about 63 per cent of the respondents preferred DCs as their first choice among newer avenues for investment. Though DC capacity is on the upsurge, India has DC capacity of about 1.2 MW per user, as compared to Europe's 19.1 MW per user. ◆

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Publication	The Economic Times
Date	1st February 2021
Page No.	04

Amid Covid Chaos, NRIs Acquire Homes in India

Low borrowing costs, stamp duty cuts in key markets among key triggers

Kailash Babar & Sobia Khan

Mumbai | Bengaluru: The global Indian is coming home — to a grand reception from home sellers.

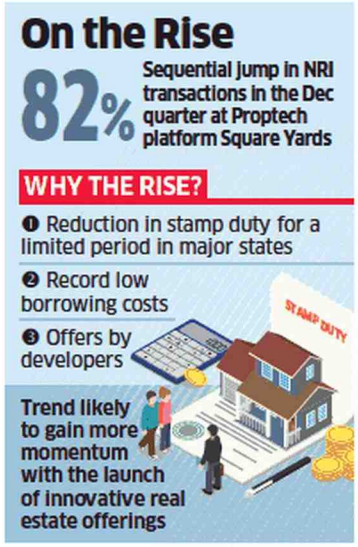
NRIs are scooping up properties in India with unprecedented enthusiasm. And the reasons aren't far to seek: Record low borrowing costs, stamp duty cuts in key markets, and the anxiety stoked by the pandemic. Attractive offers and product discounts, to use a cliché, have acted as the icing on the cake.

Additional tailwinds are a weaker currency and a confidence-boosting regulatory environment after India implemented the Real Estate (Regulation & Development) Act, 2016.

"The Covid-19 outbreak has made people realise the importance of owning a tangible physical asset. NRIs have demonstrated a keen appetite to get in on this action, both as investors and potential homebuyers," said Vikas Chaturvedi, CEO, Xanadu Realty. "Most enquiries are originating from Europe and the Gulf region. We have seen 8-10% rise in residential sales to NRIs."

Proptech platform Square Yards has also seen an 82% sequential jump in NRI transactions in the December quarter, taking the year-to-date performance to 1,510 deals across the country.

The gross transaction value for these deals rose 67% from a year ago to ₹817 crore. Reduction in stamp duty for a limited period in major states, such as Maharashtra and Karnataka, helped conclude deals. "With home loans rates being at its decadal low and several regions announcing a reduction in the stamp duty, it has caught NRIs' attention," said Ashish R Puravankara, MD, Puravankara. "These deductions impact the projects' final costing, making them more appealing and lucrative for NRI home buyers and investors... We expect the sales momentum to continue not only for the next quarter but also in the next financial year."



Despite the lockdown affecting the first quarter of FY21, Puravankara has witnessed around 20% on-year rise in NRI sales for the six months ending September. "Around 15% of our overall sales in the last two quarters came from the NRI segment and most of it has originated from West Asia, the US, and Africa. The demand for both ready to move in apartments and new launches has been robust across our projects in Mumbai," said Bhaskar Jain, head of sales, the Wadhwa Group.

While NRIs have always invested in the Indian property market, completion delays and consumer activism over the last few years dented their enthusiasm. But a stronger regulatory framework has given them the confidence to reach out for their cheque books.

This trend is expected to gain greater momentum with the launch of innovative real estate offerings, such as branded land. According to Chaturvedi, with a completely digitized buying process, investing in branded plots has been attracting investors, ensuring transparency on approvals and paperwork.

For NRIs, even registration of land is done remotely, giving them a hassle-free experience and a possibility of price appreciation.

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Publication	The Times Of India
Date	16th February 2021
Page No.	05

ADVERTORIAL

AIMSR – DEVELOPING CORPORATE LEADERS IN STEP WITH CHANGING LANDSCAPE

Shri H. S. Mishra Chairman and Founder Trustee – Aditya Group of Institutes felicitating Dr. Dinesh Sharma - Honorable Deputy Chief Minister of UP

Aditya Institute of Management Studies & Research (AIMSR) is forging ahead with innovative solutions to manage the influences of technology disruption and the impact of the pandemic. AIMSR has become known as a Business School that challenges conventional learning processes in management education in India. We are proud to be ranked as 22nd among the Top 100 Private B-Schools in India according to the TIMES Top Institutes Survey 2020.

At AIMSR the curricula is constantly updated and aligned with the rapidly changing industry requirements. Relevance and constant innovation drives the Faculty to train students with new-age skills and competencies to think differently. Recognizing the need for depth and hence readiness in certain areas given the new normal, the Institute has started organizing Webinars on topical issues for corporate executives, start-up founders, academicians and management students.

The Institute has been successful in setting-up virtual summer internships for students. In this endeavor, the Institute has had an impressive response from a wide array of companies such as Infobahn Technical Solutions, The Wadhwa Group, Future Generali, HR Revolux, to name a few.

Dr. Niranjan Hiranandani, Chairman-Hiranandani Group addressing the PGDM students in a webinar

In these times of globalisation, partnerships in learning, teaching and research are important. AIMSR is an Institutional member of several industry associations. The Institute considers excellent placements as a logical conclusion of the rigorous learning processes. This includes live projects, sessions by industry experts, Industry guided discussions and case study analysis.

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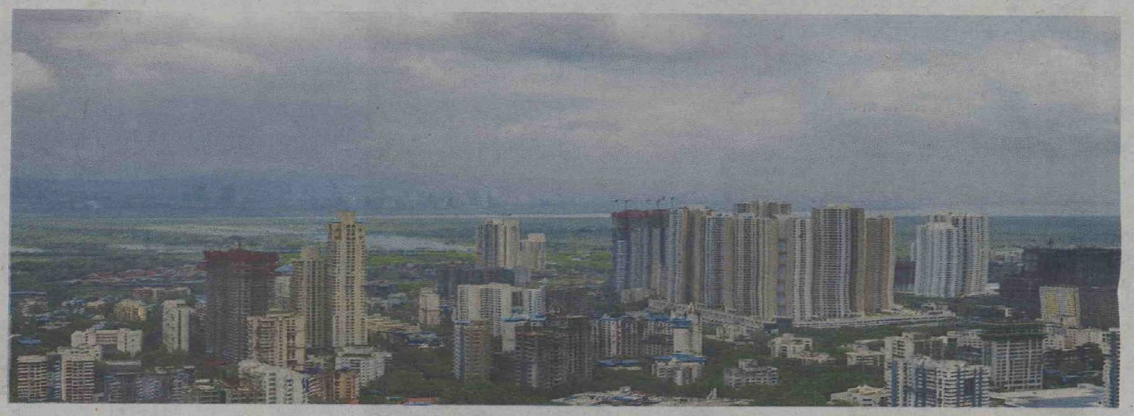
Publication	Maharashtra Times
Date	27th February 2021
Page No.	02

गृहखरेदीची प्रेरणा देणारं मुलुंड

कोरोना महामारीचा परिणाम म्हणून देशातलं रिअल इस्टेट क्षेत्र सध्या मंदीतून जात आहे. मात्र, मुंबईतल्या काही उपनगरांमध्ये आजही घरांचे व्यवहार तुलनेने चांगले होत आहेत. विकासकांनी ग्राहकांना चांगल्या ऑफर्स देऊ केल्या आहेत. मुलुंड हे ग्राहकांना आकर्षित करणारं मुंबईतलं असचं एक उपनगर असून हा परिसर मायक्रो-मार्केट श्रेणीत येत असला तरी इथे चांगल्या किमतीत दर्जेदार घरं मिळतात.



मुंबई ही केवळ देशाची आर्थिक राजधानी नसून ते एक मोठं प्रॉपर्टी मार्केटसुद्धा आहे. साधंसुधं नाही तर देशातलं सर्वांत महागडं प्रॉपर्टी मार्केट म्हणून ते प्रसिद्ध आहे. त्यामुळे मध्यवर्ती मुंबई आणि मुंबईच्या पूर्व व पश्चिम उपनगरांमध्ये घरांच्या खरेदी-विक्रीचे असंख्य व्यवहार होत असतात. किंबहुना मुंबईतल्या प्रॉपर्टी मार्केटची आर्थिक उलाढाल एवढी मोठी आहे की त्याचा परिणाम संपूर्ण देशाच्या रिअल इस्टेट क्षेत्रावर प्रत्यक्ष वा अप्रत्यक्ष होत असतो. सध्या कोरोना महामारीचा परिणाम म्हणून रिअल इस्टेट क्षेत्र सध्या मंदीतून जात आहे. मात्र, मुंबईतल्या काही उपनगरांमध्ये आजही घरांचे व्यवहार तुलनेने चांगले होत आहेत. विकासकांनी स्थानिक प्रॉपर्टी मार्केटमध्ये तरलता कायम राहावी म्हणून अनेक चांगल्या ऑफर्स ग्राहकांना देऊ केल्या आहेत. मुलुंड हे असंच ग्राहकांना आकर्षित करणारं मुंबई उपनगरांमधलं महत्त्वाचं ठिकाण आहे. हा परिसर मायक्रो-मार्केट असला तरी इथे चांगल्या किमतीत दर्जेदार घरं मिळत आहेत.

मुंबई महानगर प्रदेशातलं महत्त्वाचं शहर

भौगोलिक दृष्ट्या मुलुंडचं स्थान वैशिष्ट्यपूर्णच म्हणावं लागेल. कारण मुंबई महानगर प्रदेशात जी तीन मुख्य शहरं येतात, त्या मुंबई, नवी मुंबई आणि ठाण्याच्या मध्यभागी मुलुंड वसलेलं आहे. त्यामुळे तिन्ही शहरांमधल्या व्यावसायिक केंद्रांना मुलुंडहून जाणं सहज शक्य आहे. मुंबईतल्या उपनगरीय मध्य रेल्वे मार्गावरचं वर्दळीचं रेल्वे स्टेशन असल्यामुळे जलद आणि धीम्या उपनगरीय रेल्वे गाड्यांची कनेक्टिव्हिटी मुलुंडमध्ये पूर्णपणे विकसित झालेली पाहायला मिळेल. शिवाय मुलुंड पूर्वेचा पूर्व द्रुतगती मार्ग आणि मुलुंड पश्चिमेच्या लाल बहादुर शास्त्री मार्गामुळे मुंबई, पश्चिम उपनगरं, ठाणे आणि नवी मुंबईला रस्त्याने प्रवास करणं सोयीचं आणि फायदेशीर ठरतं. शिवाय बेस्ट बस, एसटी महामंडळाच्या बस आणि रिक्षा, टॅक्सीसारखे सार्वजनिक वाहतुकीचे पर्याय सहज उपलब्ध असल्यामुळे शहरांतर्गत प्रवासाचा फारसा प्रश्न येत नाही.

किफायतशीर किमती

निवासी आणि व्यावसायिक अशा दोन्ही प्रकारातल्या प्रॉपर्टीज आज मुलुंड भागात उपलब्ध आहेत. कारण या परिसरात अनेक नवीन गृहप्रकल्प लाँच झाले आहेत. अत्याधुनिक सेवासुविधा असणारे हे प्रकल्प ग्राहकांना दर्जेदार जीवनशैली देतात. किमतींचा विचार केला तर इतर मुंबईच्या इतर उपनगरांपेक्षा विशेषतः पश्चिम उपनगरांपेक्षा मुलुंडमधल्या घरांच्या किमती कमी आहेत. २०१० ते २०१५ मध्ये ही वाढ सरासरी १६ टक्के एवढी होती. त्यानंतर मागील पाच वर्षांमध्ये मंदीच्या वातावरणामुळे मुलुंडमधील घरांच्या किमती मोठ्या प्रमाणावर वाढलेल्या नाहीत. परंतु, त्यात घसरणसुद्धा झालेली नाही. म्हणजे कमी प्रमाणात का होईना मुलुंडमधील घरांच्या किमतींचा आलेख चढाच राहिलेला आहे. त्यामुळे ग्राहक असो वा गुंतवणूकदार, घर खरेदी करून काही वर्षांनी विकलं तरी त्यातून चांगला परतावा मिळू शकतो.

मुलुंडमध्ये आजमितीस साधारण १५ हजार ते २० हजार रुपये प्रति चौरस फुटाचा दर चालू आहे. म्हणजे साधारण ४५० चौरस फुटाच्या वन-बीएचकेची किंमत ८५ ते ९५ लाख रुपयांपर्यंत जाते. शिवाय ग्राहकांची मागणी लक्षात घेऊन विकासकांनी टू बीएचके आणि थ्री बीएचकेचे पर्यायसुद्धा उपलब्ध केले आहेत. जेव्हा मुंबईचं संपूर्ण प्रॉपर्टी मार्केट जोरात होतं तेव्हा मुलुंडमधल्या घरांच्या किमती परवडणाऱ्या होत्या. पण तरीही प्रॉपर्टी मार्केटच्या कामगिरीत मुलुंडचं योगदान महत्त्वाचं होतं. आजही उर्वरित मुंबईतल्या घरांच्या किमती गगनाला भिडलेल्या असल्या तरी त्या तुलनेत मुलुंडमधल्या किमती मात्र कमी आहेत.

मुलुंडमधल्या घराची वैशिष्ट्य

- ईस्टर्न एक्सप्रेस हायवे, एलबीएस रोड आणि जोगेश्वरी-विक्रोळी लिंकरोड अशा मुंबईला जोडणाऱ्या महत्त्वाच्या रस्त्यांची आणि रेल्वेची चांगली कनेक्टिव्हिटी.
- मध्य मुंबईतील घरांच्या दरांच्या तुलनेत असलेल्या मुलुंडमधली घरं परवडण्याजोगी. वन-बीएचकेची सरासरी किंमत ८५ ते ९५ लाख रुपयांपर्यंत.
- मुलुंड आणि बाजूलाच लागून असलेल्या भांडुप परिसरात शाळा, कॉलेजेस, हॉस्पिटल्स, मॉल्स आणि दर्जेदार मल्टिप्लेक्स असल्यामुळे चांगल्या जीवनशैलीची हमी.
- घरांना मागणी असल्यामुळे प्रॉपर्टी गुंतवणुकदारांही चांगला वाव. घर भाड्याने दिलं तरी त्यातून महिन्याला १५ ते २५ हजारांचं उत्पन्न सहज मिळू शकतं.
- कोटीच्या आत किंमत असलेल्या मालकीच्या घराचं स्वप्न पूर्ण करणारं आणि उत्तम सोयी-सुविधा असल्याने म्हणून ग्राहक आणि गुंतवणुकदारांचं आवडतं उपनगर.

पायाभूत सुविधा

गेल्या दहा वर्षांत मुलुंड आणि परिसरात पायाभूत सुविधा प्रकल्पांची खूप मोठी कामं झालेली आहेत. त्यात ईस्टर्न एक्स्प्रेस हायवे, मुलुंड-ऐरोली सीलिंक रोड, एलबीएस रोड आदींचा प्रामुख्याने उल्लेख करावा लागेल. त्यामुळे घरांच्या किमतीत वाढ झालेली आहे. याशिवाय मुलुंडमध्ये सामाजिक, सांस्कृतिक आणि मनोरंजनाची साधनं व्यापक प्रमाणात उपलब्ध झालेली आहेत. तसंच मोनो आणि मेट्रोसारख्या उपनगरांना जोडणाऱ्या पायाभूत सुविधांमुळेही मुलुंडचा भाव वधारला आहे. ज्यांना मुंबईत गुंतवणूक करायची असेल तर मुलुंड हा एक खूप चांगला पर्याय आहे. शिवाय शाळा, कॉलेजेस, हॉस्पिटल्स, शॉपिंग मॉल्स, रेस्टॉरण्ट्स, सार्वजनिक उद्यानं या सामाजिक पायाभूत सुविधांचाही मुलुंडमध्ये विकास झाला आहे.

संमिश्र वस्ती

मुलुंडचा पूर्वेचा भाग आकाराने मुळात लहान आहे. त्यामुळे इथलं वातावरण मुलुंड पश्चिमेच्या तुलनेत शांत आणि थोडं धीमं आहे. याउलट मुलुंड पश्चिमेचा परिसर गजबजलेला आहे. मॉल्स, थिएटर्स, हॉटेल्स अशा सर्व आधुनिक सोयी या भागात आहेत. मुलुंड पश्चिमेला गुजराती आणि सिंधीभाषिकांची वस्ती मोठ्या प्रमाणावर आहे तर पूर्वेला मराठीबहुल भाग जास्त आहे. दोन्ही परिसराची आपापली वैशिष्ट्य असून ग्राहक त्याच्या पसंतीनुसार घरासाठी मुलुंडमधल्या ठिकाणांची निवड करतात.

सध्या कजाचे व्याजदर, जमिनीच्या किमती, कामगारांचा खर्च, लोखंड आणि सिमेंटच्या किमती आदींमध्ये वाढ झाल्यामुळे विकासकांच्या नफ्याची टक्केवारी कमी झाली आहे. घरांच्या किमतीत जमीन हा सर्वांत महत्त्वाचा घटक आहे. जमिनीच्या किमती सतत वाढत असल्यामुळे विकासक घरांचे दर कमी करू शकत नाहीत. तरीही मुलुंडमधले विकासक परवडणाऱ्या किमतीतली घरं बांधण्याचा प्रयत्न करत आहेत. म्हणूनच ग्राहकही या उपनगराकडे आकर्षित होत आहेत.

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The Wadhwa Group
Landmarks planned with passion

Publication	Construction & Architecture Update
Issue	January-February 2021
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The Wadhwa Group
Landmarks planned with passion

Publication	Construction & Architecture Update
Issue	January-February 2021
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Navin Makhija
Managing Director, The Wadhwa Group

> **"We immediately saw sales volumes coming back to normal due to a boost in the consumer sentiments on the back of all time low home loan interest rates, good festive offers, relaxation in GST and reduced stamp duty."**

The Wadhwa Group carries a rich legacy of over half a century built on the trust and belief of our customers and stakeholders. The group is one of Mumbai's leading real estate companies and is currently developing residential, commercial and township projects spread across approximately 4.21 Million sq.m Developed, ongoing & future (45 million square feet). Timely completion of projects coupled with strong planning and design innovation gives the group an edge over its competitors. As an organization, the group is also known for its employee-friendly and professional working environment. Today, the group's clientele comprises over 20,000+ satisfied customers and over 150 + MNC corporate tenants.

All properties of The Wadhwa Group incorporate their proprietary design philosophy 'Ventilit' which emphasizes on the elements of height, light and air. Every space is built to maximize cross ventilation, natural light, and higher floor to floor heights further add to the expanse of the apartment.

"To mitigate COVID-19 disruptions, the Government has shown adequate support by bringing in reforms in policies and announced some slew of relief measures to revive the economy. The reduction in stamp duty before the festive season by the State Government was a very important move which gave a much needed boost to the sector. The world resurrecting to the pandemic of Covid-19 has learnt the value of healthy living as customers too realized the importance of a well planned, well designed and a well ventilated home more than ever before. We immediately saw sales volumes coming back to normal due to a boost in the consumer sentiments on the back of all time low home loan interest rates, good festive offers, relaxation in GST and reduced stamp duty. These factors helped drive demand and boosted sales and were also the key in ridding the sector of the ills caused by the virus. Now with the vaccination drive going in full swing, a lot is expected from the budget that will give a further boost to revive the economy. With the pandemic's impact still remaining far in the horizon, abundant policy support is still needed for the real estate sector's bounce and we are hoping that the budget will emphasize that."

The Wadhwa Group
Landmarks planned with passion

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The Wadhwa Group in association with Man Infra Constructions Limited and Chandak Group is developing a luxury project called 'Atmosphere 02'. Conveniently located in Mumbai's most buzzing central suburb, Atmosphere 02 will also provide breathtaking views of the Mangroves and the Thane creek just like the Atmosphere. The project which is located on the Goregaon-Mulund Link Road and is spread across 4.72 acres with upto 85% open spaces will offer lifestyle 2, 2.5 & 3 bed residences. This landmark is aimed at offering the 'Best of both worlds' - be it work life balance, be it seamless connectivity with all necessary conveniences in the vicinity, or a qualityhome with the best lifestyle amenities meticulously designed to offer it all. Everything from business hubs to hubs of entertainment like malls, multiplexes, retail showrooms and realms of wellness like hospitals and gyms to spheres of education like schools and institutions are in close proximity. The neighboring project; Atmosphere, today enjoys considerable premium and appreciation since its launch in 2014. Well-built, modern infrastructure and various recreational amenities set amidst splendid vistas make this a beautiful paradise to dwell in. It is a place where luxury and conveniences converge and is an ideal location which offers seamless connectivity to Eastern & Western Suburb of Mumbai, Thane and Navi Mumbai. At the same time, it offers superior lifestyle amenities for all ages to spend quality time.

The Wadhwa Group
Landmarks planned with passion

Publication	Civil Engineering & Construction Review
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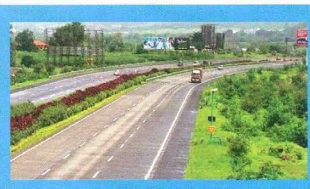
Page No.	08

National News

NHAI Floats Tender For Amritsar Bypass



The National Highways Authority of India (NHAI) has invited bids for four-laning of Amritsar Bypass in the state of Punjab.

The scope of work includes four-laning of Amritsar Bypass (greenfield alignment) from new Tarn Taran Road to Ajnala Road from design 0.750 km to design 43.750 km (design length - 43.00 km) and upgradation of the existing Amritsar-Khemkaran Road (NH-354) to four-lane configuration from design 71.496 km to design 78.440 km (design length - 6.944 km) [total design length - 49.944 km] in the state of Punjab on EPC mode under Bharatmala Pariyojana on EPC mode.

The estimated value of the project is Rs 731.24 crore with completion period of 24 months.

KNR Constructions Bags Order

KNR Constructions has received an order of Rs 603.63 crore, including GST for upgrading Cheyyur-Vandavasi Polur Road in Tamil Nadu.

The scope of work involves upgrading (SH-115) from 1.620 km to 42.66 km, 44.505 km to 47.367 km, 52.700 km to 78.295 km, 80.562 km to 103.780 km including ECR Link (ODR) Cheyyur-Panayur Road from 0.000 km to 4.720 km to two lane with paved shoulders and construction of by passes for Vandavasi town from 47.367 km to 52.700 km and Chetpet town from 78.295 km to 80.562 km

It also involves one realignment for Maruthadu Village from 42.660 km to 44.505 km of SH-115 and maintenance of entire project stretch design length of 109.273 km or seven years in the state on engineering, procurement and construction (EPC).

Centre Gives Nod For NH Projects

The Centre, under the Annual Plan, has given clearance for new national highway projects worth Rs 5,801 crore for Maharashtra.

The plan for national highways in Maharashtra was approved for Rs 2,727 crore, but it has been enhanced to Rs 5,801 crore, which will improve and develop 1,035 km national highways in the state.

The state government will fast-track national highway projects which are being built on the principle of build, use and transfer.

The Palkhi Marg connecting Pandharpur-Alandi and Pandharpur-Dehu Road will be constructed, which will have a parallel pedestrian track for members of the Warkari sect.

Oaktree Capital Management Infuses Rs 425 Cr

Oaktree Capital Management, a global alternative investment management firm, has invested Rs 425 crore in 25 South, a prime sea-facing luxury residential development spread over 5.3 acre in Prabhadevi, Mumbai.

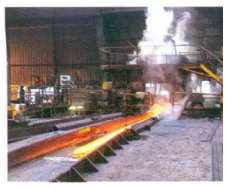
The project is owned by the Hubtown Group and Singapore-based private equity firm the Rising Straits Capital. The Wadhwa Group is development manager for the project.

A part of the funds raised through this transaction will be used to complete the project and the remaining to retire the existing debt facility of Indiabulls Housing Finance.

Hubtown Group and DLF had jointly purchased the land parcel from Thackersey family-owned Hindustan Mills in 2007.

In the backdrop of the stamp duty reduction announced by the Maharashtra government in August 2020, the project witnessed robust sales of more than Rs 350 crore in Q3/FY21.

AM/NS India Signs Deal With POSCO Maharashtra Steel



Steel maker ArcelorMittal Nippon Steel India (AM/NS India) has inked a pact with POSCO Maharashtra Steel, under which the former will supply hot rolled coils (HRC) worth Rs 5,000 crore in 2021.

AM/NS India is a 50:50 joint venture between Luxembourg-based ArcelorMittal and Japan's Nippon Steel, and POSCO Maharashtra Steel is the Indian subsidiary of South Korean steel major POSCO.

As part of the agreement, AM/NS India and POSCO Maharashtra Steel will also jointly work to enhance the quality of current grades and develop new value-added grades to provide the best quality and state-of-the-art steel products and solutions to consumers.

With a single-location flat steel integrated manufacturing facility at Hazira in Gujarat with a capacity of nine million tpa, AMNS India is strategically located to support POSCO Maharashtra Steel facility with HRC for manufacturing of cold rolled and coated steel.

The Wadhwa Group
Landmarks planned with passion

Publication	Economic Times
Date	1st February 2021
Link	Amid Covid chaos, NRIs rush to buy homes in India - The Economic Times (indiatimes.com)

ETPrime

Amid Covid chaos, NRIs rush to buy homes in India

By Kailash Babar & Sobia Khan, ET Bureau • Last Updated: Feb 01, 2021, 01:28 AM IST

Synopsis
While NRIs have always invested in the Indian property market, completion delays and consumer activism over the last few years dented their enthusiasm. But a stronger regulatory framework has given them the confidence to reach out for their cheque books.

The Wadhwa Group
Landmarks planned with passion

Publication	Freepress Journal
Date	19th February 2021
Link	Real Estate demand in Mumbai: In 15 days, Rs 550 crore revenue for a real estate firm (freepressjournal.in)

The firm which was able to make this revenue was Wadhwa Group. The developer has launched four new projects of which three projects are residential and 1 project offers boutique commercial spaces.

The Wadhwa Group launched a new tower Orchard at their project TW Gardens in Kandivali; Azure at their project Atmosphere O2 in Mulund; a new project Dukes Horizon alongside a commercial project The Epicentre in Chembur, the company said in its statement.

Navin Makhija, Managing Director, The Wadhwa Group says, "We have seen increased interest from the homebuyers with the site visits at our properties rising 15-20 per cent higher than the pre-Covid levels." He added that other than credibility of developers, quality of construction and other factors, lower home loan interest rates along with reduced stamp duty has been an added advantage.

The Wadhwa Group
Landmarks planned with passion

Publication	Freepress Journal
Date	1st March 2021
Link	Mumbai: Metro & Infra projects led to a spurt in homebuyers in Western suburbs, say realty experts (freepressjournal.in)

Bhasker Jain, Head Sales, Marketing & CRM, The Wadhwa Group says, "The area has witnessed rapid development in the last two decades both in terms of residential growth and population. This is fairly evident with several large residential pockets coming up in recent years. The north corridor of the western suburbs has drastically evolved with the help of infrastructure reforms and demand driven by the homebuyers. The upcoming Metro lines and the easy access to the Western Express Highway will be going to be a game-changer for this location in terms of driving demand. Also, its proximity to commercial centres and the upsurge in new projects with modern lifestyles & amenities continues to generate interest amongst the prospective residential buyers."

The Wadhwa Group
Landmarks planned with passion

Publication	Construction Week Online
Date	28th February 2021
Link	Mumbai's western suburbs prove to be an attractive realty hotspot - People - Construction Week Online India

CONSTRUCTION WEEK ONLINE

Commenting on the advantage of western suburbs, **Bhasker Jain, head sales, marketing & CRM, The Wadhwa Group**, says, "The area has witnessed rapid development in the last two decades both in terms of residential growth and population. This is fairly evident with several large residential pockets coming up in recent years. The north corridor of the western suburbs has drastically evolved with the help of infrastructure reforms and demand driven by the homebuyers. The upcoming Metro lines and the easy access to the Western Express highway will be going to be a game-changer for this location in terms of driving demand. Also, its proximity to commercial centres and the upsurge in new projects with modern lifestyles & amenities continues to generate interest amongst the prospective residential buyers."

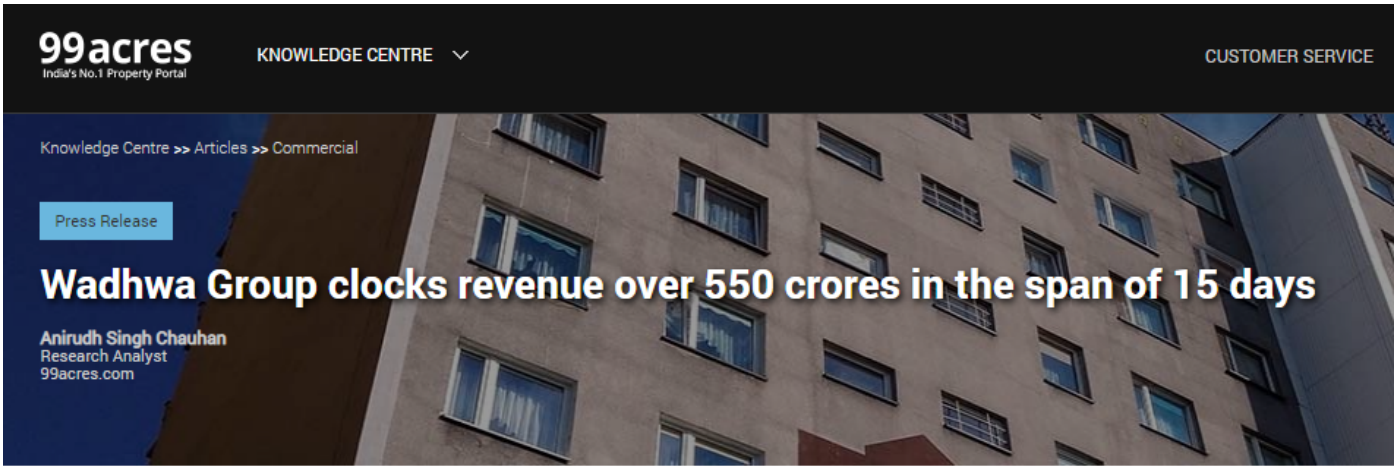
The Wadhwa Group
Landmarks planned with passion

Publication	Magicbricks
Date	18th February 2021
Link	The Wadhwa Group clocks revenue over 550 crores in the span of 15 days (magicbricks.com)

Commenting on the success factors, **Mr. Navin Makhija, Managing Director, The Wadhwa Group** says, "We are extremely thrilled by the stupendous response received for our new project launches. We have seen increased interest from the homebuyers with the site visits at our properties rising 15-20% higher than the pre-Covid levels. The success of these projects is the affirmation of the fact that good projects by trusted developers are doing well. The credibility of developers, quality of construction, design and planning of the project, infrastructure support and timely delivery are paramount. Apart from this lower home loan interest rates along with reduced stamp duty has been an added advantage."

The Wadhwa Group
Landmarks planned with passion

Publication	99 acres
Date	18th February 2021
Link	Wadhwa Group clocks revenue over 550 crores in the span of 15 days (99acres.com)



The Wadhwa Group, one of India's leading real estate development companies and a prominent realty player in Mumbai, witnesses an upsurge in business and clocked revenue of over 500 crores in the last 15 days itself. The developer has launched four new projects in the same period out of which three projects are residential, and one project offers boutique commercial spaces.

Commenting on the success factors, Navin Makhija, Managing Director, The Wadhwa Group says, "We are extremely thrilled by the stupendous response received for our new project launches. We have seen increased interest from the homebuyers with the site visits at our properties rising 15-20 percent higher than the pre-Covid levels. The success of these projects is the affirmation of the fact that good projects by trusted developers are doing well."

The Wadhwa Group
Landmarks planned with passion

Publication	Projects Monitor
Date	17th February 2021
Link	The Wadhwa Group clocks revenue over 550 crores in the span of 15 days (projectsmonitor.com)

Mumbai, 17thFebruary 2021: The Wadhwa Group, one of India's leading real estate development companies and a prominent realty player in Mumbai, witnesses an upsurge in business and clocked revenue of over 500 crores in the last 15 days itself. The developer has launched 4 new projects in the same period out of which 3 projects are residential and 1 project offers boutique commercial spaces. The Wadhwa Group launched a new tower Orchard at their project TW Gardens in Kandivali; Azure at their project Atmosphere O2 in Mulund; a new project Dukes Horizon alongside a commercial project The Epicentre in Chembur. All these projects have received a massive response with as many as 375+ units sold in these projects accounting to revenue worth 550+ Cr within a few days of the opening. The projects have emerged as the preferred choice for buyers who consider connectivity, convenience, healthy living and reputation of the developer to be an important factor for buying a property. The company also witnessed increasing demand for larger homes with the prevalent work-from-home culture, wherein the units with extra space/study room/ decks emerged as the best-performing category.

According to recent studies, home buyers prefer organized players having a good track record of execution. The robust sales and increased new launches by top players are only likely to grow in the upcoming quarters, especially since homebuyers are now more skewed towards leading developers who assure them timely project delivery and quality construction.

Commenting on the success factors, **Mr. Navin Makhija, Managing Director, The Wadhwa Group** says, *"We are extremely thrilled by the stupendous response received for our new project launches. We have seen increased interest from the homebuyers with the site visits at our properties rising 15-20% higher than the pre-Covid levels.*

The Wadhwa Group
Landmarks planned with passion

Publication	NRI News 24x7
Date	18th February 2021
Link	The Wadhwa Group clocks revenue over 550 crores in the span of 15 days - NRInews24x7

MUMBAI: The Wadhwa Group, one of India's leading real estate development companies and a prominent realty player in Mumbai, witnesses an upsurge in business and clocked revenue of over 500 crores in the last 15 days itself. The developer has launched 4 new projects in the same period out of which 3 projects are residential and 1 project offers boutique commercial spaces. The Wadhwa Group launched a new tower Orchard at their project TW Gardens in Kandivali; Azure at their project Atmosphere O2 in Mulund; a new project Dukes Horizon alongside a commercial project The Epicentre in Chembur. All these projects have received a massive response with as many as 375+ units sold in these projects accounting to revenue worth 550+ Cr within a few days of the opening. The projects have emerged as the preferred choice for buyers who consider connectivity, convenience, healthy living, and reputation of the developer to be an important factor for buying a property. The company also witnessed increasing demand for larger homes with the prevalent work-from-home culture, wherein the units with extra space/study room/ decks emerged as the best-performing category.

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The Wadhwa Group
Landmarks planned with passion

Publication	City Air News
Date	17th February 2021
Link	The Wadhwa Group clocks revenue over 550 crores in span of 15 days (cityairnews.com)

Mumbai: The Wadhwa Group, one of India's leading real estate development companies and a prominent realty player in Mumbai, witnesses an upsurge in business and clocked revenue of over 500 crores in the last 15 days itself. The developer has launched 4 new projects in the same period out of which 3 projects are residential and 1 project offers boutique commercial spaces. The Wadhwa Group launched a new tower Orchard at their project TW Gardens in Kandivali; Azure at their project Atmosphere O2 in Mulund; a new project Dukes Horizon alongside a commercial project The Epicentre in Chembur. All these projects have received a massive response with as many as 375+ units sold in these projects accounting to revenue worth 550+ Cr within a few days of the opening. The projects have emerged as the preferred choice for buyers who consider connectivity, convenience, healthy living and reputation of the developer to be an important factor for buying a property. The company also witnessed increasing demand for larger homes with the prevalent work-from-home culture, wherein the units with extra space/study room/ decks emerged as the best-performing category.

The Wadhwa Group
Landmarks planned with passion

Publication	Konexio Network
Date	17th February 2021
Link	The Wadhwa Group clocks revenue over 550 crores in the span of 15 days (konexionetwork.com)

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The Wadhwa Group
Landmarks planned with passion

Publication	Business News This Week
Date	18th February 2021
Link	The Wadhwa Group clocks revenue over 550 crores in the span of 15 days... | Business News This Week

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The Wadhwa Group
Landmarks planned with passion

Publication	Media Bulletins
Date	18th February 2021
Link	The Wadhwa Group clocks revenue over 550 crores in the span of 15 days... | Media Bulletins

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The Wadhwa Group
Landmarks planned with passion

Publication	Biz News Connect
Date	18th February 2021
Link	https://biznewsconnect.com/property-connect/article-5000000000-in-15-days

Rs 500,00,00,000 In 15 Days

By The Connect February 18, 2021

The Wadhwa Group Sales Zoom

The success of these projects is the affirmation of the fact that good projects by trusted developers are doing well, said **Navin Makhija**, Managing Director, The Wadhwa Group

MUMBAI, Feb 18 (The CONNECT) – Realty brand **The Wadhwa Group** has witnessed an upsurge in business and clocked revenue of over Rs 500 crores in the last 15 days itself. The developer has launched four new projects in the same period out of which three are residential and 1 project offers boutique commercial spaces.

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The Wadhwa Group
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Publication	Re-Mumbai
Date	19th February 2021
Link	Experience an unmatched lifestyle with a mix of luxury & nature | Re-mumbai

re-mumbai HOME TOP NEWS INTERVIEWS CHANGING LANDSCAPE INFRASTRUCTURE

The Wadhwa Group launches a new wing at TW Gardens in Kandivali

The Wadhwa Group, one of India's leading real estate development companies and a prominent realty player in Mumbai, in association with Thakur Group, has launched 'Orchard' at their landmark project TW Gardens in Thakur village Kandivali – a much sought-after real estate destination of the Western suburbs. Orchard will be up to 36 storey tall and will be an enclave of luxuriant amenities with a design revelation offering 2 & 2.5 BHK masterfully crafted homes with carpet areas starting from approx. 624 sq.ft. to 785 sq.ft. The apartments are very spacious and efficient planning leads to no wastage. Through its unique design philosophy Ventilit, The Wadhwa Group ensures maximum air, light, and height in every residence. The project has a beautiful landscape podium with all the lifestyle amenities for all age groups. The Launch witnessed 600+ families visiting within the first two days and clocked revenue of 150Cr+ in just 2 days of pre-launch.

The Wadhwa Group
Landmarks planned with passion

Publication	Daily Hunt
Date	19th February 2021
Link	Real Estate demand in Mumbai: In 15 days, Rs 550 crore revenue for a real estate firm - The Free Press Journal | DailyHunt

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Real estate business has seen an uptick soon after Maharashtra introduced new stamp duty in the state. A real estate player was able to sell around 375 plus units for Rs 550 crore in a matter of two weeks.

The firm which was able to make this revenue was Wadhwa Group. The developer has launched four new projects of which three projects are residential and 1 project offers boutique commercial spaces.

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The Wadhwa Group
Landmarks planned with passion

Publication	City Air News
Date	27th February 2021
Link	Mumbai's western suburbs prove to be an attractive realty hotspot (cityairnews.com)

> Commenting on the advantage of western suburbs, Mr. Bhasker Jain, Head Sales, Marketing & CRM, The Wadhwa Group says, "The area has witnessed rapid development in the last two decades both in terms of residential growth and population. This is fairly evident with several large residential pockets coming up in recent years. The north corridor of the western suburbs has drastically evolved with the help of infrastructure reforms and demand driven by the homebuyers. The upcoming Metro lines and the easy access to the Western Express Highway will be going to be a game-changer for this location in terms of driving demand. Also, its proximity to commercial centres and the upsurge in new projects with modern lifestyles & amenities continues to generate interest amongst the prospective residential buyers."

The Wadhwa Group
Landmarks planned with passion

Publication	Mumbai Much Much
Date	28th February 2021
Link	Realty Connect: West in Earnest (mumbaimuchmuch.com)

Commenting on the advantage of western suburbs, **Bhasker Jain, Head Sales, Marketing & CRM, The Wadhwa Group** says, "The area has witnessed rapid development in the last two decades both in terms of residential growth and population. This is fairly evident with several large residential pockets coming up in recent years. The north corridor of the western suburbs has drastically evolved with the help of infrastructure reforms and demand driven by the homebuyers. The upcoming Metro lines and the easy access to the Western Express Highway will be going to be a game-changer for this location in terms of driving demand. Also, its proximity to commercial centres and the upsurge in new projects with modern lifestyles & amenities continues to generate interest amongst the prospective residential buyers."

The Wadhwa Group
Landmarks planned with passion

Publication	Konexio Network
Date	28th February 2021
Link	Mumbai's western suburbs prove to be an attractive realty hotspot (konexionetwork.com)

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Landmarks planned with passion

Publication	Business News This Week
Date	1st March 2021
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Over the years, the belt has witnessed rapid development of social and physical infrastructure consequently the demand for residential properties in the area has also thrived. Apart from being close to nature, it has access to some of the finest social infrastructural facilities such as reputed schools, colleges, health facilities, shopping malls and ample entertainment options. Although affordability highlights the residential market of this region, the demand for premium housing has also seen an upsurge in recent years. Also, it is noticed that many corporates have moved towards the suburbs to places like Bandra, Andheri, Goregaon, Malad, etc. Therefore the extended western suburb stretch is quickly becoming a sought-after place for employees to shift base too. High-rise apartments and integrated townships are growing in large numbers. Thus, house buyers of Mumbai in search of spacious house have found an alternative destination in this pocket of MMR.

The Wadhwa Group
Landmarks planned with passion

Publication	Media Bulletins
Date	1st March 2021
Link	Mumbai's western suburbs prove to be an attractive realty hotspot | Media Bulletins

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The Wadhwa Group
Landmarks planned with passion

Publication	Pehal News
Date	31st January 2021
Link	Amid Covid chaos, NRIs rush to buy homes in India - Pehal News

Despite the lockdown affecting the primary quarter of FY21, Puravankara has witnessed round 20% on-year rise in NRI gross sales for the six months ending September. "Around 15% of our overall sales in the last two quarters came from the NRI segment and most of it has originated from West Asia, the US, and Africa. The demand for both ready to move in apartments and new launches has been robust across our projects in Mumbai," mentioned Bhaskar Jain, head of gross sales, the Wadhwa Group.

While NRIs have all the time invested in the Indian property market, completion delays and shopper activism over the previous couple of years dented their enthusiasm. But a stronger regulatory framework has given them the arrogance to attain out for his or her cheque books.

This pattern is predicted to acquire higher momentum with the launch of revolutionary actual property choices, corresponding to branded land. According to Chaturvedi, with a very digitized shopping for course of, investing in branded plots has been attracting buyers, guaranteeing transparency on approvals and paperwork.

The Wadhwa Group
Landmarks planned with passion

Publication	The Greater India
Date	1st February 2021
Link	Amid Covid chaos, NRIs rush to purchase properties in India - 24/7 News - The Greater India Network

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The Wadhwa Group
Landmarks planned with passion

Publication	Projects Today
Date	1st February 2021
Link	https://www.projectstoday.com/WeekAtGlance/CII-Real-Estate-Confluence-2021

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The Confederation of Indian Industry (CII) in association with ANAROCK as knowledge partner organised the 3rd CII Real Estate Confluence on 17 and 18 February 2021. The theme of the conference was 'Vision 2025 for Indian Real Estate'. The conference saw industrialists and real estate developers discuss the resurrection of Indian real estate post-COVID-19 and post-the Union Budget 2021-22, opportunities, new trends and insights which will chart the way ahead.

The session saw participation of speakers such as Mohit Malhotra, Managing Director & CEO, Godrej Properties; Dr Ajit Ranade, President and Chief Economist, Aditya Birla Group; Abhishek Lodha, MD, Lodha Group; Anuj Puri, Chairman, ANAROCK Group; Rohit Gera, MD, Gera Developments; Dhaval Ajmera, Director, Ajmera Realty & Infra (I); Murali Malayappan, Chairman and MD, Shriram Properties; Pushpa Bector, Executive Director and Head Retail, DLF; Patu Keswani, CMD Lemon Tree Hotels; Navin Makhija, MD, Wadhwa Group, among others.

The real estate sector is one of the most globally recognised and construction industry is ranked as third and wields direct, indirect influence on all sectors of the economy. The pandemic has disrupted the Real Estate sector. Even post-unlocking from June 2020 onwards, the situation remained grim through September 2020 as construction activities were stalled due to labour shortage and sales were down. Also, site visits were not possible and real estate developers and brokers adopted digital platforms to launch new projects. The pandemic increased the pace of digital adoption in real estate.

The Wadhwa Group
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Publication	India News Republic
Date	31st January 2021
Link	Union Budget 2021: Realty sector wants finance minister to accord long-awaited industry status - India News Republic

Navin Makhija, Managing Director, The Wadhwa Group

The forthcoming Budget will be crucial in terms of reforms and we believe that the government will take appropriate measures to spur consumer demand. More tax sops and higher relief on home loan rates will woo home buyers and investors to buy property. Additionally, interest rates on housing loans should be reduced to benefit a broader segment of homebuyers, including first-time buyers. The Income Tax benefit for housing should not only be for residential purchasers alone but should also be extended towards commercial purchasers as well. This can help the sector recover from its liquidity woes to a larger extent.

The Wadhwa Group
Landmarks planned with passion

Publication	The Hindu
Date	31st January 2021
Link	Union Budget 2021: Realty sector wants finance minister to accord long-awaited industry status - The Hindu

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Landmarks planned with passion

Publication	24x7 City News
Date	31st January 2021
Link	Union Budget 2021: Realty sector wants finance minister to accord long-awaited industry status – City News – India (city24x7.news)

Navin Makhija, Managing Director, The Wadhwa Group

The forthcoming Budget will be crucial in terms of reforms and we believe that the government will take appropriate measures to spur consumer demand. More tax sops and higher relief on home loan rates will woo home buyers and investors to buy property. Additionally, interest rates on housing loans should be reduced to benefit a broader segment of homebuyers, including first-time buyers. The Income Tax benefit for housing should not only be for residential purchasers alone but should also be extended towards commercial purchasers as well. This can help the sector recover from its liquidity woes to a larger extent.

The Wadhwa Group
Landmarks planned with passion

Publication	Times 2
Date	31st January 2021
Link	Union Budget 2021: Realty sector wants finance minister to accord long-awaited industry status » Times2

Navin Makhija, Managing Director, The Wadhwa Group

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Publication	The World News
Date	31st January 2021
Link	Union Budget 2021: Realty sector wants finance minister to accord long-awaited industry status (theworldnews.net)

Navin Makhija, Managing Director, The Wadhwa Group

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Publication	Scoftware
Date	31st January 2021
Link	Union Budget 2021: Realty sector wants finance minister to accord long-awaited industry status – Scoftware Magazine

Navin Makhija, Managing Director, The Wadhwa Group

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Publication	News Polo
Date	31st January 2021
Link	Union Budget 2021: Realty sector wants finance minister to accord long-awaited industry status - India News , Firstpost » NewsPolo

Navin Makhija, Managing Director, The Wadhwa Group

The forthcoming Finances shall be essential when it comes to reforms and we consider that the federal government will take acceptable measures to spur client demand. Extra tax sops and better reduction on house mortgage charges will woo house consumers and buyers to purchase property. Moreover, rates of interest on housing loans needs to be decreased to learn a broader section of homebuyers, together with first-time consumers. The Earnings Tax profit for housing mustn't solely be for residential purchasers alone however also needs to be prolonged in direction of business purchasers as nicely. This might help the sector get better from its liquidity woes to a bigger extent.

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Publication	Rclipse
Date	31st January 2021
Link	Union Budget 2021: Realty sector wants finance minister to accord long-awaited industry status - Rclipse.Com

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Activities - Missed

- **Industry Story – Union Budget 2021-2022**
- Agency have shared the budget highlights on 1st February 2021

- **Industry Story – RBI Policy Announcement**
- Opportunity was shared on 5th February 2021

Activity - Pending

- **Realty NXT – Video Interview Opportunity for Mr. Navin Makhija**
- Opportunity was shared on 2nd February 2021

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Publication	The Economic Times
Edition	Mumbai
Date	20th March 2021
Page No.	05

DMart Buys Space in Wadhwa's Chembur Project for ₹113 crore

Co acquires over 39k sq ft in under-construction project, The Epicentre, in Mumbai

Kailash.Babar@timesgroup.com

Mumbai: Billionaire Radhakishan Damani's retail chain DMart has bought two floors spread over 39,000 square feet in realty developer Wadhwa Group's under-construction project, The Epicentre, in the Chembur suburbs of Mumbai for more than ₹113 crore.

Avenue Supermarts, the company that formally owns the retail chain, has paid stamp duty charges worth ₹2.26 crore for the transaction concluded recently.

Along with this retail space on the ground and first floors of the project, Avenue Supermarts will also get access to 78 car parking slots, showed the agreement accessed by ET. The deal stands out because the usual industry practice is to lease retail spaces.

The project is being developed on a two-acre land parcel that was acquired from beverage and consumer goods firm PepsiCo India. The plot earlier housed a factory that was used for manufacturing Duke's beverages apart from PepsiCo's other soft drink brands and was not operational since 2014. The Wadhwa Group is jointly developing a mixed-used project with south India-based developer Salarpuria Sattva Group on this plot. Both have recently launched a new project, Dukes Horizon, alongside a commercial project, The Epicentre, on the same plot.

ET's email query to Radhakishan Damani and the Wadhwa Group remained unanswered until press time Friday.

ANIRBAN BORA

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Publication	The Economic Times
Edition	Ahmedabad
Date	20th March 2021
Page No.	04

DMart Acquires 2 Floors in Wadhwa Project for ₹113 crore

Kailash.Babar@timesgroup.com

Mumbai: Billionaire Radhakishan Damani's retail chain DMart has bought two floors spread over 39,000 sq ft in realty developer Wadhwa Group's under-construction project, The Epicentre, in the Chembur suburbs of Mumbai for more than ₹113 crore.

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ET's email query to Radhakishan Damani and the Wadhwa Group remained unanswered until press time Friday.

After the launch of its first store in the Powai suburbs of Mumbai in 2002, the DMart chain has a presence in 221 locations across Maharashtra, Gujarat, Andhra Pradesh, Madhya Pradesh, Karnataka, Telangana, Chhattisgarh, NCR, Tamil Nadu, Punjab and Rajasthan.

The company has added nine stores to its portfolio in the financial year 2020-21 and has converted two stores to fulfilment centres (FC) to scale up its e-commerce business.

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Publication	The Times Of India
Date	6th March 2021
Page No.	07

Developer duped of ₹1cr in 4th case over Bandra plot

V.Narayan@timesgroup.com

Mumbai: An unidentified man has been booked for duping a city-based developer of Rs1.1 crore after he promised to strike a deal for the 8,100 sq ft Dondhi bungalow worth Rs150 crore at Bandra Bandstand located near Shahrukh Khan's home Mannat, but siphoned off the money instead.

Wadhwa Residency Pvt Ltd paid token money to the accused last year after he reportedly showed a fake death certificate of the owner and property card documents giving power of attorney to a certain Satish Dhanuka, who he claimed was known to him.

Bandra Kurla Complex police registered the FIR on February 25 after Navin Makhija, director of Wadhwa Residency, learnt several others had been duped of crores in the past in deals involving sale of the plot. The case has now been transferred to the economic offences wing (EOW) of Mumbai police. No arrest has been made so far.

This is the fourth time a cheating and land grab case has been registered for the same bungalow plot that belonged to Dr Farooque Dondhi, who passed away in 2006. In a will left with his lawyer, Vijay Desai, Dondhi has stated the property should be converted into a hospital for the poor through a trust.

Makhija did not respond to TOI's calls and text messages on Friday. "Makhija has complained that the accused told him he could help him get the plot for a good price. Makhija paid Rs1.1 crore token money. However, the accused kept delaying the procedure for purchase of the plot. Makhija filed a complaint after he came across news articles revealing the plot had been used to dupe several others too," said a police officer.

In January, EOW had booked three persons—Shapoor Irani, realty consultant Mahesh Alimchandani and J K Nathani—in another case. EOW officials said Alimchandani is an expert in forging documents and has been arrested in the past. A petition filed by Irani claiming to be executor of Dondhi's will is pending in Bombay high court. Dondhi's lawyer, Desai, has filed a complaint stating Irani has submitted fake documents through his lawyer, Nathani.

In 2014, a former Bandra resident, Farooq Motiwala, had also falsely claimed he had bought the bungalow from Dondhi's siblings. He was arrested in 2016. Motiwala had allegedly submitted a forged sale and registration agreement. A Bandra-based builder, Suresh Jain, had also claimed rights to the property. The EOW probe then showed that Jain, an accused in another land grab case, had told the police that his father Sohanlal had bought the property from Dondhi in 1967 for Rs 60,000. He, too, had produced fake agreements.

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Publication	Free Press Journal
Date	23rd March 2021
Page No.	05

D-Mart owner buys retail space in Mumbai for Rs 113 crore

NEW DELHI: Retail giant Avenue Supermarts Ltd, which runs and operates the D-Mart stores, has bought two floors of 39,000 sq ft in an under-construction project by the Wadhwa Group in Mumbai for 1.13 bln rupees, an English daily reported.

The company has paid a stamp duty of 22.6 mln rupees for the project, The Epicentre, which is located in the Chembur suburb.

The Epicentre will have commercial and residential developments spread over 500,000 sq ft, the report said. D-Mart has bought retail spaces on the ground and first floors of the project, and has got access to 78 parking slots.

While other retailers prefer to lease properties for opening stores, Avenue Supermarts Ltd owns the properties, thus saving it the rental and interest costs.

The mixed-use project is being jointly developed by Wadhwa Group and Salarpuria Sattva Group over two acres of land acquired from PepsiCo India for 2 bln rupees.

At 1448 IST, shares of Avenue Supermarts were down 2.6% at 2,883.65 rupees on the National Stock Exchange.

—Agencies

The Wadhwa Group
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Publication	Maharashtra Times
Date	1st March 2021
Page No.	01

घरखरेदीचे नवे केंद्र

मालाड ते दहिसर पट्ट्यात मोठी उलाढाल

म. टा. प्रतिनिधी

मालाड : विविध प्रकारच्या सवलतींच्या हिंदोळ्यावर असलेल्या मुंबईतील रिअल इस्टेटने डिसेंबर महिन्यात विक्रमी उलाढाल बघितली. करोना संकट असताना देखील मुंबईतील मध्यम ते महागड्या श्रेणीतील निवासी संकुले तसेच घरांना जबरदस्त मागणी असल्याचे विविध प्रकारच्या सर्वेक्षणातून दिसून येत आहे. यामध्ये पश्चिम उपनगरे व त्यातही उत्तर-पश्चिम उपनगरांना सर्वाधिक मागणी असल्याचा निष्कर्ष तज्ज्ञांनी काढला आहे.

'नरेडको' या बांधकाम व्यावसायिकांची सर्वांत मोठी संधटना असलेल्या संस्थेने या संदर्भात केलेल्या अभ्यासानुसार, पश्चिम उपनगरात उभ्या राहणाऱ्या तसेच प्रस्तावित असलेल्या तीन मेट्रो रेल्वे प्रकल्पांमुळे तेथे मागणी वाढलेली आहे. त्यामध्ये मालाड ते दहिसरचा सर्वाधिक समावेश आहे. घर खरेदीसाठी उत्सुक असलेल्यांकडून याच परिसरातील घरांसाठीची मागणी सर्वाधिक आहे. बांधकाम व्यावसायिक असलेले सुमीत वूडसचे संचालक भूषण नेमलेकर यांनी सांगितले, 'पश्चिम उपनगरात सर्व प्रकारची घरे उपलब्ध आहेत. या जोडीला सामाजिक पायाभूत सुविधा उभ्या होत आहेत. मेट्रो रेल्वे सेवेची भूमिका यांत मोठी त्यातूनच मागणी वाढली आहे.' वाधवा समूहाचे विक्री प्रमुख भास्कर जैन यांनी सांगितले, 'पश्चिम उपनगरातील हा भाग निवासीदृष्ट्या मागील दोन दशकांपासून चांगलाच वाढला आहे. येथील लोकसंख्या सातत्याने वाढती आहे. हा भाग रिअल इस्टेटदृष्ट्या कात टाकत आहे, हे नक्की.'

अशी वाढली मागणी

'नरेडको' या बांधकाम व्यावसायिकांची सर्वांत मोठी संधटना असलेल्या संस्थेने या संदर्भात केलेल्या अभ्यासानुसार, पश्चिम उपनगरात सर्व प्रकारची घरे उपलब्ध आहेत. त्यामध्ये मालाड ते दहिसरचा सर्वाधिक समावेश आहे.

मागणीवाढीचे कारण

या पट्ट्यात सामाजिक पायाभूत सुविधा उभ्या होत आहेत. मेट्रो रेल्वे सेवेचा मोठा हातभार आहे. मेट्रो मार्ग २, मार्ग ७ व मार्ग २ ए यामुळे दहिसर पूर्व, अंधेरी पूर्व, डीएन नगर, कांदिवली हे भाग येत्या काळात जोडले जाणार आहेत.

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Publication	Punya Nagari
Date	31st March 2021
Page No.	03

रिअल इस्टेट क्षेत्राने केला महासाथीतून निर्माण झालेल्या अनिश्चिततेचा मुकाबला

मुंबई : हे वर्ष अनेक उद्योग-क्षेत्रांसाठी परिवर्तनशील ठरले. रियल इस्टेट क्षेत्र हे देशाच्या जीडीपीचा मोठा वाटा उचलत असते. हे सर्वाधिक रोजगार निर्मिती करणारे क्षेत्र मानले जाते. या क्षेत्रालादेखील बदलाचा तडाखा बसला. अलीकडेच लॉकडाऊन लागू होऊन एक वर्ष पूर्ण झाले. सरत्या वर्षाने या क्षेत्राला काय दिले आणि आगामी काळात वाटचाल कशाप्रकारची राहील, यावर रियल इस्टेट क्षेत्रातील तज्ज्ञांच्या मतांचा वेध घेऊया.

रियल इस्टेट विकासक हे कायमच महसूल निर्मितीत आणि नवकल्पनांचे सर्जन करण्यात मोठ्या प्रगल्भतेने चांगली बिझनेस मॉडेल राबवत आले आहेत. या क्षेत्राला आव्हाने काही नवीन नाहीत. भारताच्या अर्थव्यवस्थेचे पुनरुज्जीवन करण्यासाठी या क्षेत्राने आधीपासूनच मोलाची भूमिका बजावली आहे. अनेक नामांकित विकासकांनी मुख्य मार्ग निश्चित केला आणि स्वतःचे वेगळेपण अधोरेखित करण्याचा त्यांचा प्रयत्न सुरू आहे, यातूनच 'बुडून मरा किंवा तरून जा' या स्थितीत उद्योजकीय धडाडीचे दर्शन घडले.

रुणवाल ग्रुपने नमूद केले की, लॉकडाऊनदरम्यान त्यांचे घरबांधणीचे काम सुरू होते आणि विक्री व्यवहारही थांबले नाहीत. आमचे सर्व कर्मचारी घरून कार्यरत होते. आमच्या विक्रीत अडथळे येऊ नये, तसेच महसूल अविरत जमा होण्याच्या दृष्टीने लॉकडाऊनपूर्वी जे काम होत होते, त्याहून अधिक मेहनत कर्मचारी वर्गाने घेतली. वास्तविक लॉकडाऊनदरम्यान अद्वितीय कामगिरी बजावणाऱ्या काही बोटांवर मोजण्याइतपत विकासकांत आमचे नाव होते. आम्ही ऑनलाइन आणि डिजिटल माध्यमांचा विशेष वापर करून लॉकडाऊनमध्ये व्यवसाय सुरू ठेवला. डिजिटल जाहिरातबाजी ते ऑनलाइन बैठका आणि व्हर्च्युअल प्रोजेक्ट टूर, आम्ही जमेल त्या पद्धतीने ग्राहक, चॅनल पार्टनर आणि सहयोगी घटक (वेंडर) यांच्या समवेत नाळ जोडून ठेवली. आम्ही सेल्स फ्लो आणि ग्राहकांसमवेत संवाद साधण्यासाठी अगोदरच नव्या दमाची ऑनलाइन विक्री साधने (सेल्स टूल्स)चा वापर करत आहोत. आम्ही भविष्यातदेखील या माध्यमांचा वापर करू, अशी माहिती रुणवाल ग्रुपचे मॅनेजिंग डायरेक्टर सुबोध रुणवाल यांनी दिली.

द वाधवा ग्रुप हा आणखी एक अग्रगण्य विकासक नमूद करतो की, त्यांनी अनिश्चित बाजार स्थितीत ग्राहकांकरता व्हर्च्युअल सेल्स एक्सपिरीअन्स सेंटर सादर केले. या माध्यमातून गृहखरेदी इच्छुकांना खरेदी निर्णयात मार्गदर्शन आणि पाठबळ उपलब्ध झाले. त्यांना व्हर्च्युअली व्यवहाराची संधी मिळाली. द वाधवा ग्रुपचे मॅनेजिंग डायरेक्टर नवीन मखिजा म्हणाले की, या महासाथीत ग्राहकांना स्वतःच्या मालकीचे सुनियोजित, व्यवस्थित आरेखन केलेले आणि चांगल्या हवेशीर घराचे महत्त्व लक्षात आले. प्रत्येकाला अशा मौल्यवान मालमत्तेची मनीषा असते. आमच्या सर्व विक्री आणि विपणन प्रक्रिया कायमच बायर-फ्रेंडली असतात. आम्ही मार्केटिंगसाठी प्रामुख्याने डिजिटल मंच आणि पोर्टल्सचा वापर करतो. कारण ग्राहक वर्ग डिजिटल डेटा मोठ्या प्रमाणावर वापरतो आणि सर्वाधिक वेळ ऑनलाइन खर्च करतो. आमच्याकडे विक्रीकरता, व्हर्च्युअल मंचांवर ग्राहकांना वास्तवाची ओळख करून देण्यासाठी मार्गदर्शनपर सफर (गायडेड टूर)ची सुविधा उपलब्ध होती. प्रारंभिक माहिती गोळा करणे तसेच प्रकल्पाचा ऑनलाइन आढावा घेणे ग्राहक वर्गाच्या दृष्टीने आरामदायक ठरले. वास्तविक, आमची ३० टक्के विक्री आमच्या व्हर्च्युअल मंचांमार्फत होते.

धोरणात्मक उपाययोजनांचे कौतुक करताना नरेडको महाराष्ट्रचे अध्यक्ष अशोक मोहनानी म्हणाले की, कोविड-१९ च्या परिणामामुळे, मागील वर्षभरात सरकार आणि शिखर समित्यांनी पुरेशा वित्तीय उपाययोजना राबवल्या आहेत. जेणेकरून लॉकडाऊनमध्ये रोख तरलता आणि वित्तीय साह्य संबंधी आव्हानांसमवेत मुकाबला करणे शक्य होईल. विविध उपाययोजना या आरबीआय, केंद्रीय वित्तमंत्री यांच्यासोबत केंद्र आणि महाराष्ट्र शासनाने सादर केल्या. ज्यामुळे बाजारात तरलता आली. मागणीत अगोदरच वाढ झाली. रियल इस्टेट क्षेत्राने गमावत चाललेला आत्मविश्वास पुन्हा कमावला. त्याचप्रमाणे ३१ डिसेंबर २०२० पर्यंत विकण्यात आलेल्या सर्व मालमत्तांवरील मुद्रांक शुल्क पूर्ण रद्द करण्याचा निर्णय नरेडको महाराष्ट्रने एकमताने घेतल्याने राज्यातील गृहखरेदीला चालना मिळाली. शासनाच्या वतीने राज्यातील गृह मागणीला हातभार लागला. आणखी दोन तिमाहीकरिता मुद्रांक शुल्क ३ टक्क्यांनी कमी करण्याची विनंती आम्ही नरेडको, समस्त रियल इस्टेट क्षेत्राच्या वतीने राज्य शासनाकडे विनंती करतो. जेणेकरून गृहखरेदी इच्छुकांना त्यांच्या स्वप्नातील घरात गुंतवणूक करण्याची आणखी चालना मिळेल.

The Wadhwa Group
Landmarks planned with passion

Publication	Divya Bhaskar
Date	1st March 2021
Page No.	12

ભાસ્કર વિશેષ | મુંબઈ મહાનગર પ્રદેશમાં ઈન્ફ્રાસ્ટ્રક્ચર પર ભારથી ચિત્ર બદલાયું

પશ્ચિમી ઉપનગર આકર્ષક રિયાલ્ટી હોટસ્પોટ બની રહ્યું છે

ભાસ્કર ન્યૂઝ | મુંબઈ

મુંબઈ મેટ્રોપોલિટન રીજનના બદલાતા ચિત્રથી ઉત્તમ રહેણાંક હોટસ્પોટ્સનો વધારો સુનિશ્ચિત થયો છે અને આવું જ એક ક્ષેત્ર જે વર્ષોથી આંતરમાળખાકીય વિકાસના સંદર્ભમાં પરિવર્તન પામ્યું છે અને રોકાણના એક મોટા સ્થળ તરીકે ઊભરી આવ્યું છે તે મુંબઈના પશ્ચિમ પરાનો નોર્થ કોરિડોર છે. મલાડથી દહિસર સુધીના રહેણાંક પ્રોજેક્ટ્સની માંગમાં આવેલા ઉછાળાએ ઉત્કૃષ્ટ સામાજિક માળખાકીય સુવિધાઓ અને સુધરેલી કનેક્ટિવિટીને કારણે ઘર ખરીદનારાઓ તરફથી પૂછપરછમાં વધારો કર્યો છે.પશ્ચિમી પરામાં આ પટ્ટો રહેણાક મિલકતો માટેના વિસ્તૃત વિકલ્પો સાથે તમામ વર્ગોના ઘર ખરીદનારાઓની અપેક્ષાઓને પૂર્ણ કરે છે. આ વિસ્તાર તેના નાગરિકોને વૈશ્વિક કક્ષાના જીવનધોરણનો અનુભવ પ્રદાન કરવા માટે વધુ વિકાસકાર્યોનો સાક્ષી બનવાનો છે, એમ સુમિત વૂડ્સના ડાયરેક્ટર ભૂષણ નેમલેકરે જણાવ્યું હતું.

વેસ્ટર્ન કોરિડોરના ફાયદા

મલાડથી દહિસર સુધીના વેસ્ટર્ન કોરિડોર પણ જગ્યાને લગતા ઘણાં ફાયદા ધરાવે છે, જેમ કે તે વેસ્ટર્ન એક્સપ્રેસ હાઈવે અને સબર્બન રેલ નેટવર્ક મારફત મુંબઈ સાથે, ઘોડબંદર રોડ મારફત થાણે, ભિવંડી અને કલ્યાણ અને મુંબઈ-અમદાવાદ હાઈવે દ્વારા ગુજરાતના વિસ્તારો સાથે જોડાય છે. સ્થાનિક અને આંતરરાષ્ટ્રીય હવાઈમથક પણ આ પ્રદેશથી 30 મિનિટની ડ્રાઈવના અંતરે છે. તેની ચડિયાતી કનેક્ટિવિટી અને ઘણી બધી સુવિધાઓને લીધે, આ પ્રદેશમાં રીઅલ એસ્ટેટ માર્કેટ નજીકના ભવિષ્યમાં કૂદકેને ભૂસકે વૃદ્ધિ કરશે. ઘણાં બિલ્ડરો હવે આ ક્ષેત્રમાં વધી રહેલી માંગને પૂરી કરી રહ્યા છે અને વૃદ્ધિને વેગ આપી રહ્યા છે અને ખરીદનારાઓ માટે ખરીદીના વિકલ્પો વધારી રહ્યા છે.

સરકાર એમએમઆરમાં માળખાગત સુવિધા વિકસાવવા અનેક પ્રોજેક્ટ્સ પર ધ્યાન કેન્દ્રિત કરી રહી છે. વાધવા ગ્રુપના સેલ્સ, માર્કેટિંગ અને સીઆરએમના હેડ, ભાસ્કર જૈને જણાવ્યું કે છેલ્લા બે દાયકામાં આ વિસ્તારમાં રહેણાંક વૃદ્ધિ અને વસ્તી એમ બંનેમાં ઝડપી વિકાસ જોવા મળ્યો છે. તાજેતરના વર્ષોમાં અનેક વિશાળ રહેણાંક વિસ્તારો આકાર પામ્યા તે આનો દેખીતો પુરાવો છે. પશ્ચિમ ઉપનગરીય વિસ્તારનો નોર્થ કોરિડોર આંતરમાળખાકીય સુધારાઓ અને મકાન ખરીદનારાઓની માગણીની સહાયથી એકદમ વિકસ્યો છે.

સેટેલાઈટ ડેવલપર્સના સેલ્સ, માર્કેટિંગ અને સીઆરએમના વીપી હિમાંશુ જૈને જણાવ્યું કે પશ્ચિમ ઉપનગર અંતિમ ઉપભોક્તાઓ અને રોકાણકારો એમ બંનેની દૃષ્ટિથી કેન્દ્રબિંદુ બની રહ્યું છે.

The Wadhwa Group
Landmarks planned with passion

Publication	The Economic Times
Date	19th March 2021
Link	Avenue Supermart buys retail space in Mumbai's Chembur for Rs 113 crore - The Economic Times (indiatimes.com)

ETPrime

Avenue Supermart buys retail space in Mumbai's Chembur for Rs 113 crore

By Kailash Babar, ET Bureau • Last Updated: Mar 19, 2021, 11:56 PM IST

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Synopsis
Avenue Supermarts, the company that formally owns the retail chain, has paid stamp duty charges worth Rs 2.26 crore for the transaction concluded recently.

The Wadhwa Group is jointly developing a mixed-used project with South India-based developer Salarpuria Sattva Group on this plot.

Billionaire **Radhakishan Damani**'s retail chain **DMart** NSE 0.76 % has bought two floors spread over 39,000 sq ft in realty developer **Wadhwa Group**'s under-construction project, **The Epicenter**, in the Chembur suburbs of **Mumbai** for more than Rs 113 crore.

Avenue Supermarts, the company that formally owns the retail chain, has paid stamp duty charges worth Rs 2.26 crore for the transaction concluded recently.

The Wadhwa Group
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Publication	ET Realty.com
Date	20th March 2021
Link	Avenue Supermart buys retail space in Mumbai's Chembur for Rs 113 crore, Real Estate News, ET RealEstate (indiatimes.com)

Avenue Supermarts, the company that formally owns the retail chain, has paid stamp duty charges worth Rs 2.26 crore for the transaction concluded recently.

Kailash Babar • ET Bureau • March 20, 2021, 12:01 IST

File photo

Billionaire Radhakishan Damani's retail chain DMart has bought two floors spread over 39,000 sq ft in realty developer Wadhwa Group's under-construction project, The Epicenter, in the Chembur suburbs of Mumbai for more than Rs 113 crore.

Avenue Supermarts, the company that formally owns the retail chain, has paid stamp duty charges worth Rs 2.26 crore for the transaction concluded recently.

Along with this retail space on the ground and first floors of the project, Avenue Supermarts will also get access to 78 car parking slots, showed the agreement accessed by ET.

The Wadhwa Group
Landmarks planned with passion

Publication	ET CFO.com
Date	20th March 2021
Link	Avenue Supermart buys retail space in Mumbai's Chembur for Rs 113 crore, CFO News, ETCFO (indiatimes.com)

Avenue Supermarts, the company that formally owns the retail chain, has paid stamp duty charges worth Rs 2.26 crore for the transaction concluded recently.

Kailash Babar • ET Bureau • March 20, 2021, 09:27 IST

Billionaire Radhakishan Damani's retail chain DMart has bought two floors spread over 39,000 sq ft in realty developer Wadhwa Group's under-construction project, The Epicenter, in the Chembur suburbs of Mumbai for more than Rs 113 crore.

Avenue Supermarts, the company that formally owns the retail chain, has paid stamp duty charges worth Rs 2.26 crore for the transaction concluded recently.

Along with this retail space on the ground and first floors of the project, Avenue Supermarts will also get access to 78 car parking slots, showed the agreement accessed by ET.

The deal stands out because the usual industry practice is to lease retail spaces.

The Wadhwa Group
Landmarks planned with passion

Publication	Moneycontrol
Date	20th March 2021
Link	Avenue Supermarts Buys 39,000 Sq. Ft Retail Space In Chembur For Rs 113 Crore: Report (moneycontrol.com)

Avenue Supermarts, the Radhakishan Damani-led company which owns retail chain DMart, has bought two floors of 39,000 sq. ft in the Wadhwa Group's under construction project in Mumbai for Rs 113 crore.

The project, The Epicentre, is located in Chembur suburb of the city and Avenue Supermarts has **paid stamp duty** of Rs 2.26 crore for the deal, The Economic Times reported.

Moneycontrol could not independently verify the report.

As per the report, DMart has bought retail spaces on the ground and first floors of the project and got access to 78 parking slots. The deal is significant because retailers usually lease properties.

The mixed-use project is being jointly developed by Wadhwa Group and Salarpuria Sattva Group over two acres of land acquired from PepsiCo India for Rs 200 crore. The Epicentre will have commercial and residential development spread over 5 lakh sq. ft, the report said.

Radhakishan Damani and Wadhwa Group did not respond to queries, it added.

The Wadhwa Group
Landmarks planned with passion

Publication	Magicbricks
Date	22nd March 2021
Link	Avenue Supermart buys retail space in Mumbai's Chembur for Rs 113 crore (magicbricks.com)

Avenue Supermart buys retail space in Mumbai's Chembur for Rs 113 crore

Editor | March 22, 2021 @ 11:25 AM

Mumbai

Billionaire Radhakishan Damani's retail chain DMart has bought two floors spread over 39,000 sqft in realty developer Wadhwa Group's under-construction project, The Epicenter, in the Chembur suburbs of Mumbai for more than Rs 113 crore.

Avenue Supermarts, the company that formally owns the retail chain, has paid stamp duty charges worth Rs 2.26 crore for the transaction concluded recently.

Along with this retail space on the ground and first floors of the project, Avenue Supermarts will also get access to 78 car parking slots, showed the agreement accessed by ET.

The deal stands out because the usual industry practice is to lease retail spaces.

The project is being developed on a two-acre land parcel that was acquired from beverage and consumer goods firm PepsiCo India. The plot earlier housed a factory that was used for manufacturing Duke's beverages apart from PepsiCo's other soft drink brands and was not operational since 2014.

The Wadhwa Group is jointly developing a mixed-used project with South India-based developer Salarpuria Sattva Group on this plot.

The Wadhwa Group
Landmarks planned with passion

Publication	Times Of India
Date	6th March 2021
Link	Mumbai: Developer duped of Rs 1cr in 4th case over Bandra plot | Mumbai News - Times of India (indiatimes.com)

Mumbai: Developer duped of Rs 1cr in 4th case over Bandra plot

Narayan Namboodiri | TNN | Mar 6, 2021, 04:04 IST

Representative Image

Mumbai: An unidentified man has been booked for duping a city-based developer of Rs1.1 crore after he promised to strike a deal for the 8,100 sq ft Dondhi bungalow worth Rs150 crore at Bandra Bandstand located near Shahrukh Khan's home Mannat, but siphoned off the money instead.

Wadhwa Residency Pvt Ltd paid token money to the accused last year after he reportedly showed a fake death certificate of the owner and property card documents giving power of attorney to a certain Satish Dhanuka, who he claimed was known to him.

The Wadhwa Group
Landmarks planned with passion

Publication	ET Realty.com
Date	6th March 2021
Link	Mumbai: Wadhwa Residency duped of Rs 1 crore over Bandra plot, Real Estate News, ET RealEstate (indiatimes.com)

MUMBAI: An unidentified man has been booked for duping a city-based developer of Rs1.1 crore after he promised to strike a deal for the 8,100 sq ft Dondhi bungalow worth Rs150 crore at Bandra Bandstand located near Shahrukh Khan's home Mannat, but siphoned off the money instead.

Wadhwa Residency Pvt Ltd paid token money to the accused last year after he reportedly showed a fake death certificate of the owner and property card documents giving power of attorney to a certain Satish Dhanuka, who he claimed was known to him.

Bandra Kurla Complex police registered the FIR on February 25 after Navin Makhija, director of Wadhwa Residency, learnt several others had been duped of crores in the past in deals involving sale of the plot. The case has now been transferred to the economic offences wing (EOW) of Mumbai police. No arrest has been made so far.

The Wadhwa Group
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Publication	Free Press Journal
Date	1st March 2021
Link	Mumbai: Metro & Infra projects led to a spurt in homebuyers in Western suburbs, say realty experts (freepressjournal.in)

Bhasker Jain, Head Sales, Marketing & CRM, The Wadhwa Group says, "The area has witnessed rapid development in the last two decades both in terms of residential growth and population. This is fairly evident with several large residential pockets coming up in recent years. The north corridor of the western suburbs has drastically evolved with the help of infrastructure reforms and demand driven by the homebuyers. The upcoming Metro lines and the easy access to the Western Express Highway will be going to be a game-changer for this location in terms of driving demand. Also, its proximity to commercial centres and the upsurge in new projects with modern lifestyles & amenities continues to generate interest amongst the prospective residential buyers."

The Wadhwa Group
Landmarks planned with passion

Publication	Square Feet India
Date	15th March 2021
Link	DMart Buys Property Worth Rs 113 Crore In Chembur - Square Feat India

Square Feat India
Real Estate News Website

The commercial deal cost DMart Rs 113.22 Crore for an area of 42,937 square feet.

According to documents accessed by SquareFeatIndia on December 31, 2020 a deal was signed between Wadhwa and Associates Project Developers Pvt Ltd. and Avenue Supermarts Ltd.

The deal comprises of entire ground floor and first floor in commercial wing A in Wadhwa's project.

Along with the two floors, the supertmart shall also have access to 78 car parks.

A total of Rs 2.26 crore was paid as stamp duty for registration of the deal.

The deal was signed when the government had reduced the stamp duty in Mumbai from 5% to 2%.

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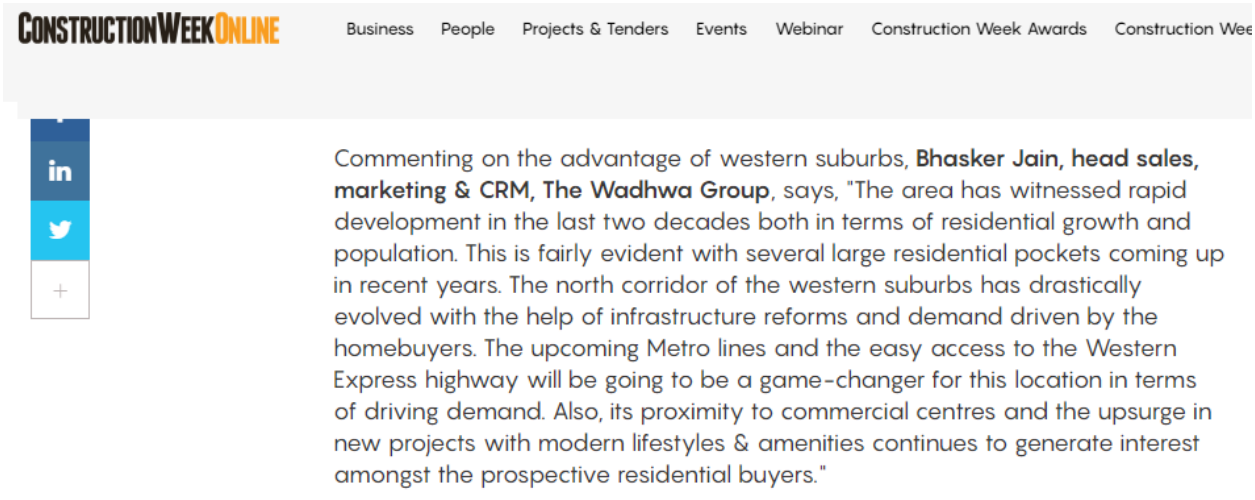
The per square feet rate comes to Rs 26.368 for the deal.

A detailed email sent to Wadhwa seeking their comment got us no response.

Recently property market expert Vishal Bhargava had taken to micro social media platform where he made a side comment on the deal.

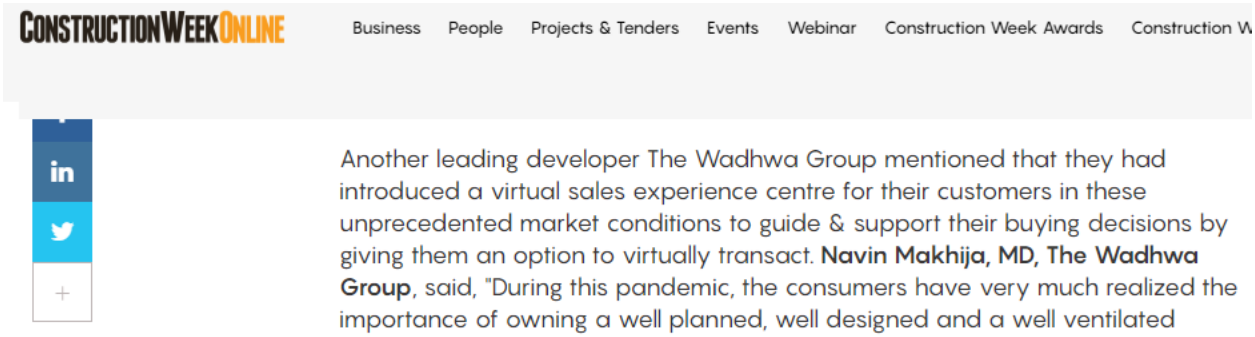
The Wadhwa Group
Landmarks planned with passion

Publication	Construction Week Online
Date	28th February 2021
Link	Mumbai's western suburbs prove to be an attractive realty hotspot - People - Construction Week Online India



The Wadhwa Group
Landmarks planned with passion

Publication	Construction Week Online
Date	27th February 2021
Link	One year of lockdown: How the real estate sector beat the pandemic blues - People - Construction Week Online India



Another leading developer The Wadhwa Group mentioned that they had introduced a virtual sales experience centre for their customers in these unprecedented market conditions to guide & support their buying decisions by giving them an option to virtually transact. **Navin Makhija, MD, The Wadhwa Group**, said, "During this pandemic, the consumers have very much realized the importance of owning a well planned, well designed and a well ventilated home - a valuable asset one can always fall back onto. We have always been following a buyer-friendly approach in all our sales and marketing processes. For marketing, we were majorly using digital platforms and portals as people were consuming more digital data and were spending ample time online. For sales, we had a virtual platform with guided tours for clients to bring them closer to reality. Clients too were quite comfortable having initial information and project walkthrough online. In fact, 30% of our sales were coming in through our virtual platforms."

The Wadhwa Group
Landmarks planned with passion

Publication	India Infoline
Date	26th March 2021
Link	One Year Of Lockdown: Real Estate Sector beating the pandemic blues (indiainfoline.com)

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The Wadhwa Group
Landmarks planned with passion

Publication	Realty Plus
Date	27th February 2021
Link	Mumbai's Western Suburbs an Attractive Realty Hotspot (realtyplusmag.com)

Mar 2021 , by Realty Plus, in Interviews

The changing landscape of the Mumbai Metropolitan Region has ensured the rise of prime residential hotspots and one such area that has emerged as a great investment avenue is the north corridor of Mumbai's western suburbs, says **Bhasker Jain, Head Sales, Marketing & CRM, The Wadhwa Group.**

What are factors making Mumbai's Western Suburbs attractive?

The area has witnessed rapid development in the last two decades both in terms of residential growth and population. This is fairly evident with several large residential pockets coming up in recent years. The north corridor of the western suburbs has drastically evolved with the help of infrastructure reforms and demand driven by the homebuyers. The upcoming Metro lines and the easy access to the Western Express Highway will be going to be a game-changer for this location in terms of driving demand. Also, its proximity to commercial centres and the upsurge in new projects with modern lifestyles & amenities continues to generate interest amongst the prospective residential buyers. A spurt in demand of residential projects from Malad to Dahisar has garnered increased enquiries from homebuyers due to excellent social infrastructure and improved connectivity.

What are some of the USPs of the region?

Over the years, the belt has witnessed rapid development of social and physical infrastructure consequently the demand for residential properties in the area has also thrived. Apart from being close to nature, it has access to some of the finest social infrastructural facilities such as reputed schools, colleges, health facilities, shopping malls and ample entertainment options. Although affordability highlights the residential market of this region, the demand for premium housing has also seen an upsurge in recent years. Also, it is noticed that many corporates have moved towards the suburbs to places like Bandra, Andheri, Goregaon, Malad, etc. Therefore the extended western suburb stretch is quickly becoming a sought-after place for employees to shift base too. High-rise apartments and integrated townships are growing in large numbers. Thus, house buyers of Mumbai in search of spacious house have found an alternative destination in this pocket of MMR.

What are the locational advantages?

The western corridor from Kandivali to Mira Road also has numerous location advantages such as it is linked to Mumbai via the Western Express Highway and the suburban rail network; to Thane, Bhiwandi and Kalyan via Ghodbunder Road and to areas in Gujarat via the Mumbai-Ahmedabad Highway. The domestic and international airport is also 30 minutes' drive from this region. Due to its superior connectivity and so much to offer, the real estate market in this region is poised to grow by leaps and bounds in the near future. More builders are now catering to the rising demand in the region and spurting the growth and increasing the buying options for buyers.

The Wadhwa Group
Landmarks planned with passion

Publication	City Air News
Date	27th February 2021
Link	Mumbai's western suburbs prove to be an attractive realty hotspot (cityairnews.com)

Commenting on the advantage of western suburbs, Mr. Bhasker Jain, Head Sales, Marketing & CRM, The Wadhwa Group says, "The area has witnessed rapid development in the last two decades both in terms of residential growth and population. This is fairly evident with several large residential pockets coming up in recent years. The north corridor of the western suburbs has drastically evolved with the help of infrastructure reforms and demand driven by the homebuyers. The upcoming Metro lines and the easy access to the Western Express Highway will be going to be a game-changer for this location in terms of driving demand. Also, its proximity to commercial centres and the upsurge in new projects with modern lifestyles & amenities continues to generate interest amongst the prospective residential buyers."

The Wadhwa Group
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Publication	Mumbai Much Much
Date	28th February 2021
Link	Realty Connect: West in Earnest (mumbaimuchmuch.com)

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The Wadhwa Group
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Publication	Konexio Network
Date	28th February 2021
Link	Mumbai's western suburbs prove to be an attractive realty hotspot (konexionetwork.com)

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Commenting on the advantage of western suburbs, **Mr. Bhasker Jain, Head Sales, Marketing & CRM, The Wadhwa Group** says, "The area has witnessed rapid development in the last two decades both in terms of residential growth and population. This is fairly evident with several large residential pockets coming up in recent years. The north corridor of the western suburbs has drastically evolved with the help of infrastructure reforms and demand driven by the homebuyers. The upcoming Metro lines and the easy access to the Western Express Highway will be going to be a game-changer for this location in terms of driving demand. Also, its proximity to commercial centres and the upsurge in new projects with modern lifestyles & amenities continues to generate interest amongst the prospective residential buyers."

The Wadhwa Group
Landmarks planned with passion

Publication	Business News This Week
Date	1st March 2021
Link	Mumbai's western suburbs prove to be an attractive realty hotspot | Business News This Week

***Commenting on the advantage of western suburbs, Mr. Bhasker Jain, Head Sales, Marketing & CRM, The Wadhwa Group says**, "The area has witnessed rapid development in the last two decades both in terms of residential growth and population. This is fairly evident with several large residential pockets coming up in recent years. The north corridor of the western suburbs has drastically evolved with the help of infrastructure reforms and demand driven by the homebuyers. The upcoming Metro lines and the easy access to the Western Express Highway will be going to be a game-changer for this location in terms of driving demand. Also, its proximity to commercial centres and the upsurge in new projects with modern lifestyles & amenities continues to generate interest amongst the prospective residential buyers."*

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The Wadhwa Group
Landmarks planned with passion

Publication	Media Bulletins
Date	1st March 2021
Link	Mumbai's western suburbs prove to be an attractive realty hotspot | Media Bulletins

Commenting on the advantage of western suburbs, Mr. Bhasker Jain, Head Sales, Marketing & CRM, The Wadhwa Group says, *"The area has witnessed rapid development in the last two decades both in terms of residential growth and population. This is fairly evident with several large residential pockets coming up in recent years. The north corridor of the western suburbs has drastically evolved with the help of infrastructure reforms and demand driven by the homebuyers. The upcoming Metro lines and the easy access to the Western Express Highway will be going to be a game-changer for this location in terms of driving demand. Also, its proximity to commercial centres and the upsurge in new projects with modern lifestyles & amenities continues to generate interest amongst the prospective residential buyers."*

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The Wadhwa Group
Landmarks planned with passion

Publication	Projects Monitor
Date	1st March 2021
Link	Mumbai's western suburbs prove to be an attractive realty hotspot - (projectsmonitor.com)

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The Wadhwa Group
Landmarks planned with passion

Publication	Realty Myths
Date	1st March 2021
Link	Mumbai's western suburbs prove to be an attractive realty hotspot - (realtymyths.com)

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The Wadhwa Group
Landmarks planned with passion

Publication	EPC World
Date	1st March 2021
Link	Mumbai's western suburbs prove to be an attractive realty hotspot (epcworld.in)

Commenting on the advantage of western suburbs, Bhasker Jain, Head Sales, Marketing & CRM, The Wadhwa Group says, "The area has witnessed rapid development in the last two decades both in terms of residential growth and population. This is fairly evident with several large residential pockets coming up in recent years. The north corridor of the western suburbs has drastically evolved with the help of infrastructure reforms and demand driven by the homebuyers. The upcoming Metro lines and the easy access to the Western Express Highway will be going to be a game-changer for this location in terms of driving demand. Also, its proximity to commercial centres and the upsurge in new projects with modern lifestyles & amenities continues to generate interest amongst the prospective residential buyers."

The Wadhwa Group
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Publication	Re-Mumbai
Date	11th March 2021
Link	Metro & Infra projects led to a spurt in homebuyers in Western suburbs | Re-mumbai

re-mumbai HOME TOP NEWS INTERVIEWS CHANGING LANDSCAPE INFRASTRUCTURE

With the implementation of a number of infrastructure projects across the MMR and since the Metro Line 2A (Dahisar to DN Nagar, Andheri) and Line 7 (Dahisar East to Andheri East) will be commissioned this year, the western suburbs will witness improvement in connectivity. Besides, the upcoming Coastal Road planned between Nariman Point and Kandivali along with the Metro connectivity is touted to enhance the connectivity nexus and real estate prospects, the real estate experts asserted. Bhasker Jain, Head Sales, Marketing & CRM, The Wadhwa Group says, "The area has witnessed rapid development in the last two decades both in terms of residential growth and population. This is fairly evident with several large residential pockets coming up in recent years. The north corridor of the western suburbs has drastically evolved with the help of infrastructure reforms and demand driven by the homebuyers. The upcoming Metro lines and the easy access to the Western Express Highway will be going to be a game-changer for this location in terms of driving demand. Also, its proximity to commercial centers and the upsurge in new projects with modern lifestyles & amenities continues to generate interest amongst the prospective residential buyers."

The Wadhwa Group
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Publication	Re-Mumbai
Date	10th March 2021
Link	Mumbai's western suburbs prove to be an attractive realty hotspot | Re-mumbai

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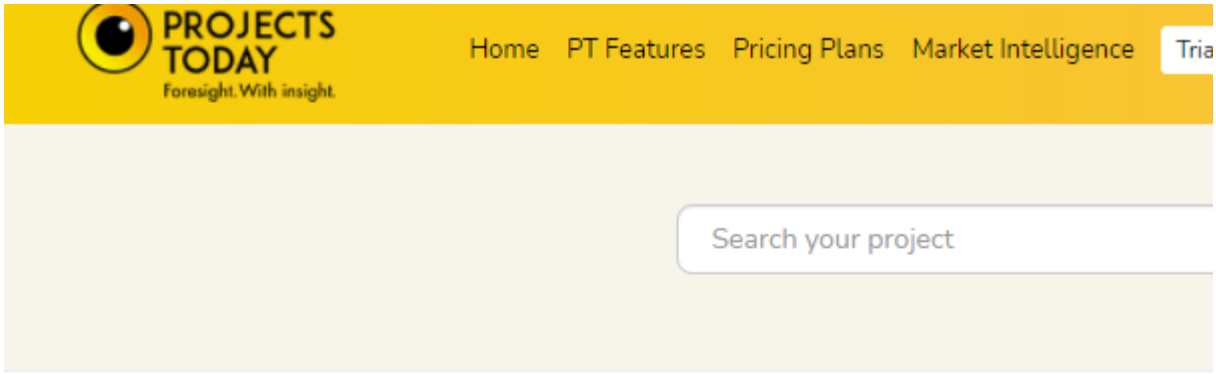
The Wadhwa Group
Landmarks planned with passion

Publication	Projects Today
Date	22nd March 2021
Link	Avenue Supermarts buys retail space in Chembur for Rs 113 cr (projectstoday.com)



Avenue Supermarts buys retail space in Chembur for Rs 113 cr

Monday, 22 Mar 2021

Avenue Supermarts which formally owns the retail chain DMart has bought two floors spread over 39,000 sq ft in the Wadhwa Group's under-construction project, The Epicenter, in Chembur suburb of Mumbai, Maharashtra, for more than Rs 113 crore.

The company has paid stamp duty charges worth Rs 2.26 crore for the transaction concluded recently. Along with this retail space on the ground and first floors, Avenue Supermarts will also get access to 78 car parking slots. The deal stands out because the usual industry practice is to lease retail spaces.

The project is being developed on a two acre land parcel that was acquired from beverage and consumer goods firm PepsiCo India. The Wadhwa Group is jointly developing a mixed-used project with South India-based developer Salarpuria Sattva Group on this plot.

The Wadhwa Group
Landmarks planned with passion

Publication	MSN
Date	20th March 2021
Link	Avenue Supermarts buys 39,000 sq. ft retail space in Chembur for Rs 113 crore: Report (msn.com)

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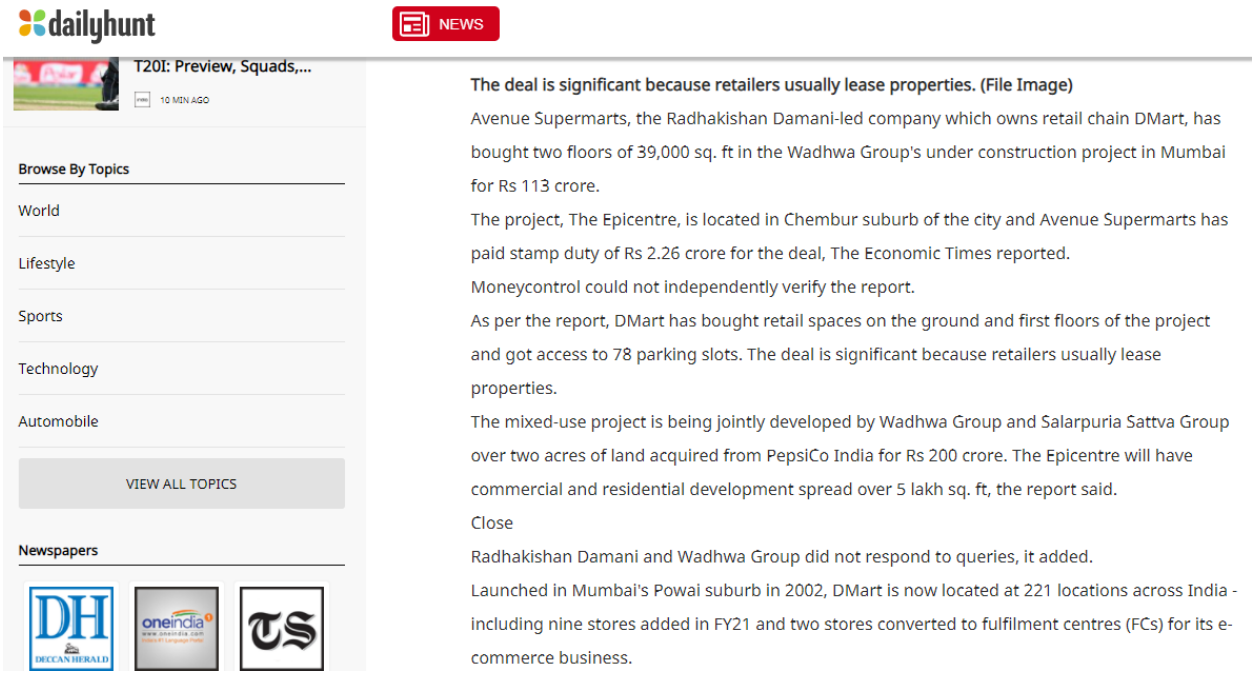
Avenue Supermarts buys 39,000 sq. ft retail space in Chembur for Rs 113 crore: Report

Jocelyn Fernandes · 20-03-2021

Avenue Supermarts, the Radhakishan Damani-led company which owns retail chain DMart, has bought two floors of 39,000 sq. ft in the Wadhwa Group's under construction project in Mumbai for Rs 113 crore.

The Wadhwa Group
Landmarks planned with passion

Publication	Daily Hunt
Date	20th March 2021
Link	Avenue Supermarts buys 39,000 sq. ft retail space in Chembur for Rs 113 crore: Report - Money Control English | DailyHunt



The deal is significant because retailers usually lease properties. (File Image)

Avenue Supermarts, the Radhakishan Damani-led company which owns retail chain DMart, has bought two floors of 39,000 sq. ft in the Wadhwa Group's under construction project in Mumbai for Rs 113 crore.

The project, The Epicentre, is located in Chembur suburb of the city and Avenue Supermarts has paid stamp duty of Rs 2.26 crore for the deal, The Economic Times reported.

Moneycontrol could not independently verify the report.

As per the report, DMart has bought retail spaces on the ground and first floors of the project and got access to 78 parking slots. The deal is significant because retailers usually lease properties.

The mixed-use project is being jointly developed by Wadhwa Group and Salarpuria Sattva Group over two acres of land acquired from PepsiCo India for Rs 200 crore. The Epicentre will have commercial and residential development spread over 5 lakh sq. ft, the report said.

Close

Radhakishan Damani and Wadhwa Group did not respond to queries, it added.

Launched in Mumbai's Powai suburb in 2002, DMart is now located at 221 locations across India - including nine stores added in FY21 and two stores converted to fulfilment centres (FCs) for its e-commerce business.

The Wadhwa Group
Landmarks planned with passion

Publication	News Rush
Date	20th March 2021
Link	Avenue Supermart Buys Retail Space In Mumbai's Chembur For Rs 113 Crore • News Rush

DMart
has purchased two flooring unfold over 39,000 sq ft in realty developer Wadhwa Group's under-construction undertaking, The Epicenter, in the Chembur suburbs of Mumbai for greater than Rs 113 crore.

Avenue Supermarts, the corporate that formally owns the retail chain, has paid stamp obligation costs price Rs 2.26 crore for the transaction concluded just lately.

Along with this retail space on the bottom and first flooring of the undertaking, Avenue Supermarts may even get entry to 78 automobile parking slots, confirmed the settlement accessed by ET.

The deal stands out as a result of the same old business follow is to lease retail areas.

The undertaking is being developed on a two-acre land parcel that was acquired from beverage and shopper items agency PepsiCo India. The plot earlier housed a manufacturing unit that was used for manufacturing Duke's drinks aside from PepsiCo's different delicate drink manufacturers and was not operational since 2014.

The Wadhwa Group is collectively creating a mixed-used undertaking with South India-based developer Salarpuria Sattva Group on this plot.

The Wadhwa Group
Landmarks planned with passion

Publication	Pehal News
Date	19th March 2021
Link	Avenue Supermart buys retail space in Mumbai's Chembur for Rs 113 crore - Pehal News

Billionaire Radhakishan Damani's retail chain has purchased two flooring unfold over 39,000 sq ft in realty developer Wadhwa Group's under-construction venture, The Epicenter, in the Chembur suburbs of Mumbai for greater than Rs 113 crore.

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Avenue Supermarts, the corporate that formally owns the retail chain, has paid stamp responsibility costs price Rs 2.26 crore for the transaction concluded not too long ago.

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The Wadhwa Group
Landmarks planned with passion

Publication	New India Life
Date	19th March 2021
Link	Avenue Supermart buys retail space in Mumbai's Chembur for Rs 113 crore - New India Life

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Along with this retail space on the ground and first floors of the project, Avenue Supermarts will also get access to 78 car parking slots, showed the agreement accessed by ET.

The Wadhwa Group
Landmarks planned with passion

Publication	Project Monitor
Date	26th March 2021
Link	One Year Of Lockdown: Real Estate Sector beating the pandemic blues - India's first NewsPortal on Projects (projectsmonitor.com)

Another leading developer The Wadhwa Group mentioned that they had introduced a virtual sales experience centre for their customers in these unprecedented market conditions to guide & support their buying decisions by giving them an option to virtually transact. **Mr. Navin Makhija, Managing Director, The Wadhwa Group** said, *"During this pandemic, the consumers have very much realized the importance of owning a well planned, well designed and a well ventilated home – a valuable asset one can always fall back onto. We have always been following a buyer-friendly approach in all our sales and marketing processes. For marketing, we were majorly using digital platforms and portals as people were consuming more digital data and were spending ample time online. For sales, we had a virtual platform with guided tours for clients to bring them closer to reality. Clients too were quite comfortable having initial information and project walkthrough online. In fact, 30% of our sales were coming in through our virtual platforms."*

"We are also carrying out site visits with prior appointments so that we are able to regulate social distancing and ensure safety & well-being of our team members and customers. On-call support, WhatsApp Assistance, virtual site tours and online booking features are made available to enhance the customer's experience," **Mr. Makhija** further added.

The Wadhwa Group
Landmarks planned with passion

Publication	Punekar News
Date	26th March 2021
Link	One Year Of Lockdown: Real Estate Sector beating the pandemic blues – Punekar News

Another leading developer The Wadhwa Group mentioned that they had introduced a virtual sales experience centre for their customers in these unprecedented market conditions to guide & support their buying decisions by giving them an option to virtually transact. Mr. Navin Makhija, Managing Director, The Wadhwa Group said, "During this pandemic, the consumers have very much realized the importance of owning a well planned, well designed and a well ventilated home – a valuable asset one can always fall back onto. We have always been following a buyer-friendly approach in all our sales and marketing processes. For marketing, we were majorly using digital platforms and portals as people were consuming more digital data and were spending ample time online. For sales, we had a virtual platform with guided tours for clients to bring them closer to reality. Clients too were quite comfortable having initial information and project walkthrough online. In fact, 30% of our sales were coming in through our virtual platforms."

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The Wadhwa Group
Landmarks planned with passion

Publication	Business News This Week
Date	27th March 2021
Link	One Year Of Lockdown: Real Estate Sector beating the pandemic blues | Business News This Week

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The Wadhwa Group
Landmarks planned with passion

Publication	Media Bulletins
Date	27th March 2021
Link	One Year Of Lockdown: Real Estate Sector beating the pandemic blues | Media Bulletins

Another leading developer The Wadhwa Group mentioned that they had introduced a virtual sales experience centre for their customers in these unprecedented market conditions to guide & support their buying decisions by giving them an option to virtually transact. **Mr. Navin Makhija, Managing Director, The Wadhwa Group** said, "During this pandemic, the consumers have very much realized the importance of owning a well planned, well designed and a well ventilated home – a valuable asset one can always fall back onto. We have always been following a buyer-friendly approach in all our sales and marketing processes. For marketing, we were majorly using digital platforms and portals as people were consuming more digital data and were spending ample time online. For sales, we had a virtual platform with guided tours for clients to bring them closer to reality. Clients too were quite comfortable having initial information and project walkthrough online. In fact, 30% of our sales were coming in through our virtual platforms."

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Publication	Digital Media 9
Date	27th March 2021
Link	One Year Of Lockdown: Real Estate Sector beating the pandemic blues | Digital Media 9

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Publication	Biz News Connect
Date	26th March 2021
Link	Real Estate – The Great Turnaround (biznewsconnect.com)

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"We are also carrying out site visits with prior appointments so that we are able to regulate social distancing and ensure safety & well-being of our team members and customers. On-call support, WhatsApp Assistance, virtual site tours and online booking features are made available to enhance the customer's experience," Makhija added.

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Publication	Konexio Network
Date	26th March 2021
Link	One Year Of Lockdown: Real Estate Sector beating the pandemic blues (konexionetwork.com)

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"We are also carrying out site visits with prior appointments so that we are able to regulate social distancing and ensure safety & well-being of our team members and customers. On-call support, WhatsApp Assistance, virtual site tours and online booking features are made available to enhance the customer's experience," **Mr. Makhija** further added.

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Publication	City Air News
Date	26th March 2021
Link	One year of lockdown (cityairnews.com)

Another leading developer The Wadhwa Group mentioned that they had introduced a virtual sales experience centre for their customers in these unprecedented market conditions to guide & support their buying decisions by giving them an option to virtually transact. Mr. Navin Makhija, Managing Director, The Wadhwa Group said, "During this pandemic, the consumers have very much realized the importance of owning a well planned, well designed and a well ventilated home - a valuable asset one can always fall back onto. We have always been following a buyer-friendly approach in all our sales and marketing processes. For marketing, we were majorly using digital platforms and portals as people were consuming more digital data and were spending ample time online. For sales, we had a virtual platform with guided tours for clients to bring them closer to reality. Clients too were quite comfortable having initial information and project walkthrough online. In fact, 30% of our sales were coming in through our virtual platforms."

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Publication	Tixuz
Date	11th March 2021
Link	Apartment For Sale In Prabhadevi, Mumbai (tixuz.com)

A spacious 3 bhk multistorey apartment is available for sale in Wadhwa Residency 25 South Prabhadevi, Prabhadevi, Mumbai. It has an area of 1850 sqft with a carpet area of 1500 sqft. The property is available at a price of Rs. 9.75 cr. It is an under-construction property and is expected to get completed by 01/12/2025. It is made in way to provide a comfortable living. It is well connected to the city areas.

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Activities - Missed

- **Industry Story on Women's Day in 99 acres**
- Opportunity was shared on 3rd March 2021
- Client did not revert

- **Industry Story – State Budget Highlights 2021-22**
- Participation mail was shared on 8th March 2021
- Client did not revert

- **Press Release – The Wadhwa Group clocks revenue over Rs. 1200 crores in Q4 of FY20-21**
- Draft Release was shared on 12th March 2021
- Agency had pitched the exclusive story to The Economic Times
- Mr. Navin Makhija declined to share a comment

Activity - Pending

- **Feature in Construction Times Magazine on Mumbai Real Estate Market**
- Opportunity was shared on 23rd March 2021
- Awaiting approval on the draft responses shared with the client

- **Proactive Pitch on Labourers/ workers**
- Pitch mail was shared on 24th March 2021
- Awaiting a revert from the client

- **Offers for Gudi Padwa**
- Participation mail was shared on 31st March 2021
- Awaiting a revert from the client

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THANK YOU