Sunteck Realty Ltd.

**Sunteck**

**SRL/NSE/ ___/15-16**

**Date: 27th May, 2015**

**To**
**National Stock Exchange of India Ltd**
Listing Department
Exchange Plaza,
Plot no. C/1, G Block,
Bandra-Kurla Complex
Bandra (East), Mumbai- 400 051

**Script Code: SUNTECK**
**Sub: Revised Results Update**

**Sirs,**

Pursuant to clause 36 of Listing Agreement please find enclosed Revised Results updates with regard to Audited Financial Results for the quarter and year ended 31st March, 2015.

The copy of the same is enclosed herewith for your records.

Kindly acknowledge the receipt of the same.

Thanking you

Yours Faithfully,
**For Sunteck Realty Limited**

**Authorised Signatory**
**Encl:a/a**

SUNTECK REALTY LIMITED MUMBAI

Email Id: cosec@sunteckindia.com



# Sunteck Realty Limited

May 26, 2015

FY15
Results Update

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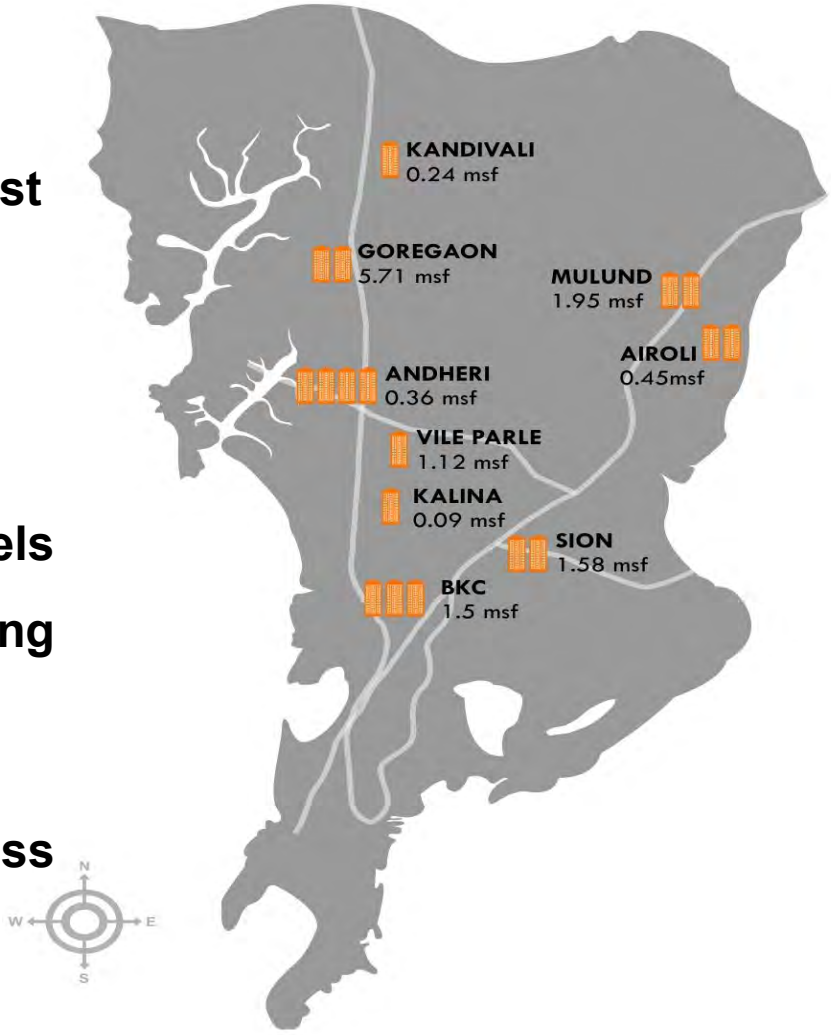
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# An Insight

- ✓ **Mumbai focused developer**
- ✓ **City-centric acquisitions at Optimum Cost with clear titles**
- ✓ **Premium Positioning**
- ✓ **Expertise in buying low cost land parcels & developing them into high end housing projects**
- ✓ **Project Portfolio – 24 msf spread across 24 projects and 4 rented assets**






# Brand Positioning

Sunteck

Signature

Ultra luxury residences aimed at high-net worth individuals

Signia

Premium & mid-level residences in select suburban micro markets

SunteckCity

Large formats and mixed use developments

Sunteck

Commercial developments

**BKC Projects are home to 'The Most Celebrated Gentry' of the country**



# Corporate Governance

| SPECIFICS | FACTS | INFORMATION |
|---|---|---|
| **Board of Directors** | 60% Independent Board | ✓ Qualified professional – MBA, CA, Civil Engineer, Bankers, Lawyer & Real Estate Advisory |
| **Internal Auditors** | KPMG | ✓ For document process, risk oversight, management & internal control |
| **Statutory Auditors** | Lodha & Co. | ✓ One of the well known auditors in India |
| **Consultants** | Big 4 | ✓ For Organizational development & transactions advisory |



# Q4 & FY15 Review



# Key Developments - FY15

- ✓ Signature Island, BKC (flagship project) awarded as **'Luxury Project of the Year'** by Lokmat's National Awards for Excellence in Real Estate and Infrastructure
- ✓ Chairman & Managing Director won '**Young Achiever's Award'** at Lokmat's National Awards for Excellence in Real Estate and Infrastructure
- ✓ Received 5 Occupation Certificates
- ✓ A mix of fresh and experienced talent of 61 personnel were added during the year
- ✓ Revenue recognized from completion of 2 additional projects i.e. Sunteck Kanaka, Goa & Signia Skys, Nagpur
- ✓ Average annual realization stood at ~₹ 24,011 psf



# Operational Performance

| Particulars | UOM | Q4FY15 | Q3FY15 | % Change (q-o-q) | Q4FY14 | % Change (y-o-y) |
|---|---|---|---|---|---|---|
| Pre - Sales | ₹ Mn | 1,644 | 1,420 | 16% | 990 | 66% |
| Collections | ₹ Mn | 1,731 | 1,232 | 40% | 1,098 | 58% |
| Cost Incurred | ₹ Mn | 433 | 650 | (33%) | 472 | (8%) |
| Average Realization | ₹ Psf | 20,888 | 26,553 | (21%) | 17,919 | 42% |

| Particulars | UOM | FY15 | FY14 | % Change (y-o-y) |
|---|---|---|---|---|
| Pre - Sales | ₹ Mn | 5,106 | 3,988 | 28% |
| Collections | ₹ Mn | 5,402 | 4,180 | 29% |
| Cost Incurred | ₹ Mn | 2,512 | 2,051 | 22% |
| Average Realization | ₹ Psf | 24,011 | 21,895 | 10% |



# Consolidated P&L

Sunteck

***All figures in In ₹Mn***

| Particulars | Q4FY15 | Q3FY15 | Q4FY14 | FY15 | FY14 |
|---|---|---|---|---|---|
| Income from Operations | 1,413 | 661 | 8,944 | 3,169 | 9,383 |
| EBITDA | 651 | 347 | 2,681 | 1,479 | 2,912 |
| Adjusted PAT | 397 | 127 | 1,437 | 681 | 1,510 |
| EPS (₹) | 6.63 | 2.11 | 23.96 | 11.37 | 25.18 |
| Operating Margin | 46% | 52% | 30% | 46% | 31% |
| Adjusted PAT Margin | 28% | 19% | 16% | 22% | 16% |

***Notes:*** *Company follows Project Completion Method of accounting for booking revenues*



# Consolidated B/S

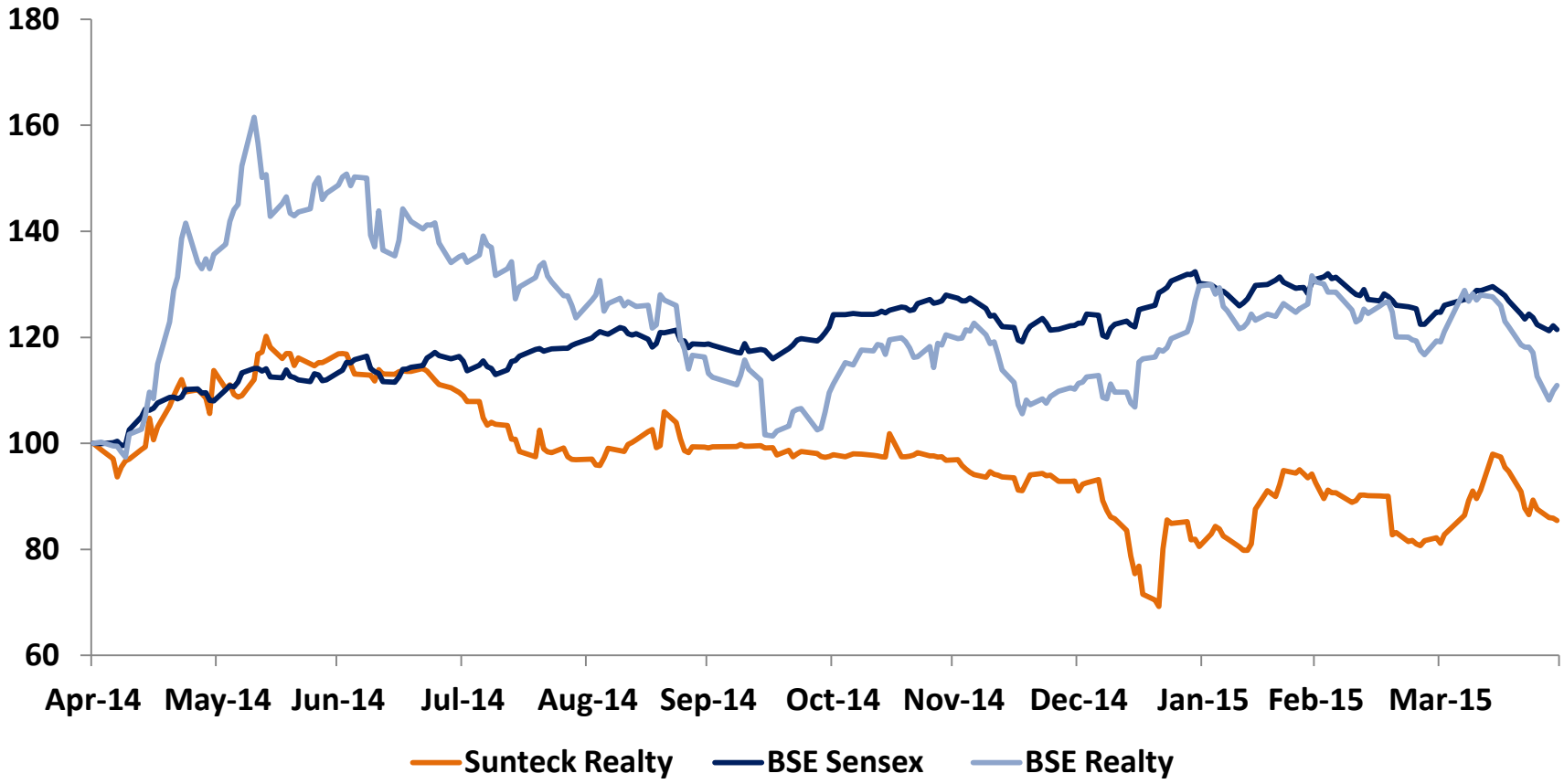
***All figures in In ₹Mn***

| Liabilities | FY15 | Assets | FY15 |
|---|---|---|---|
| Networth | 14,703 | Net Fixed Assets | 132 |
| Secured Loans | 7,231* | Investments | 300 |
| Unsecured Loans | 3,474 | Inventories | 34,596 |
| Customer Advances | 12,465 | Cash & Bank Balances | 1,068 |
| Others | 4,766 | Others | 6,543 |
| **Total** | **42,638** | **Total** | **42,638** |

***Notes:*** ** Increase due to BKC projects FSI payment / pre-payment of ₹ 3,203 mn*



# Scrip Performance



# Shareholding Pattern

Sunteck

**As on March 31, 2015**



# Business Operations



# Profitability Drivers

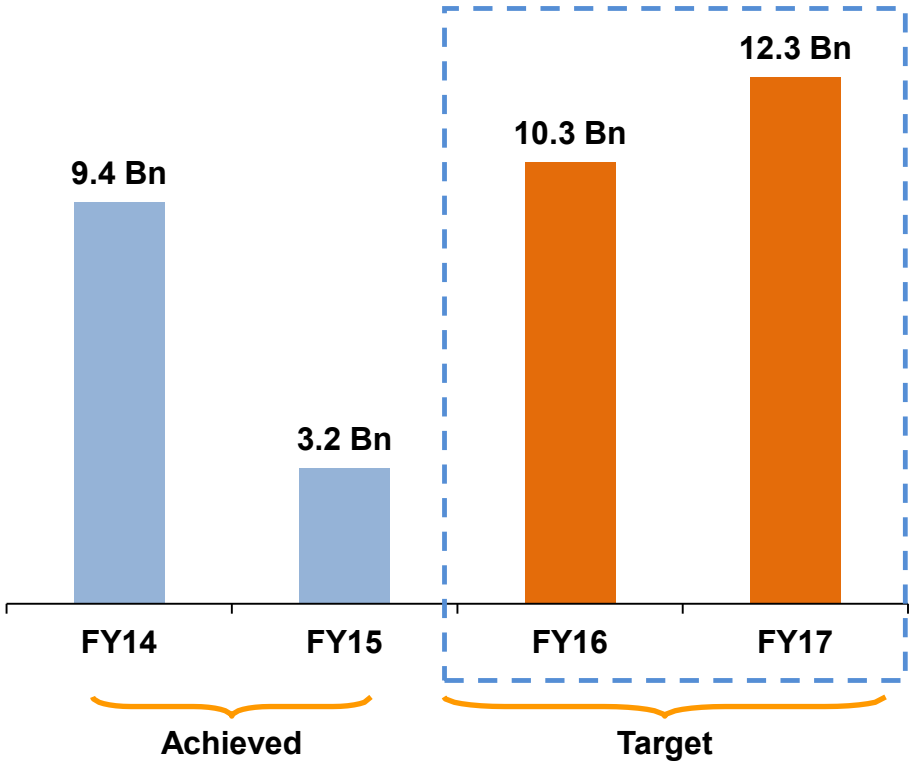
| S.No. | Project Name | Pre-Sales ₹ Mn | Indicative Operating Margins | | Status | Est. Revenue Recognition Timeline |
|---|---|---|---|---|---|---|
| | | | From Pre-Sales | Form Incremental Sales* | | |
| 1 | Signature Island | - | - | 50% - 55% | Completed | Incremental Sales will continue to add to the profitability |
| 2 | Signia Oceans | - | - | 25% - 30% | Completed | |
| 3 | Sunteck Grandeur | - | - | 50% - 55% | Completed | |
| 4 | Sunteck Kanaka | - | - | 25% - 30% | Completed | |
| 5 | Signia Skys | - | - | 20% - 25% | Completed | |
| 6 | Signia Isles | 7,868 | 30% - 35% | 45% - 50% | Nearing Completion | FY16 |
| 7 | Signia Pearl | 7,443 | 30% - 35% | 45% - 50% | Nearing Completion | FY17 |
| 8 | Signia High | 975 | 20% - 25% | 30% - 35% | Construction Stage | FY17 |
| 9 | Sunteck City Avenue 1 | 2,939 | 25% - 30% | 35% - 40% | Construction Stage | FY18 |
| | Sunteck City Avenue 2 | 1,829 | 30% - 35% | 40% - 45% | Construction starts in Q1FY16 | FY19 |
| 10 | Signia Orion | 251 | 25% - 30% | 35% - 40% | Construction starts in Q2FY16 | FY19 |

**Notes:** *Operating Margins (from incremental sales) calculated as per the average sale price (of last 3 transactions) of respective projects

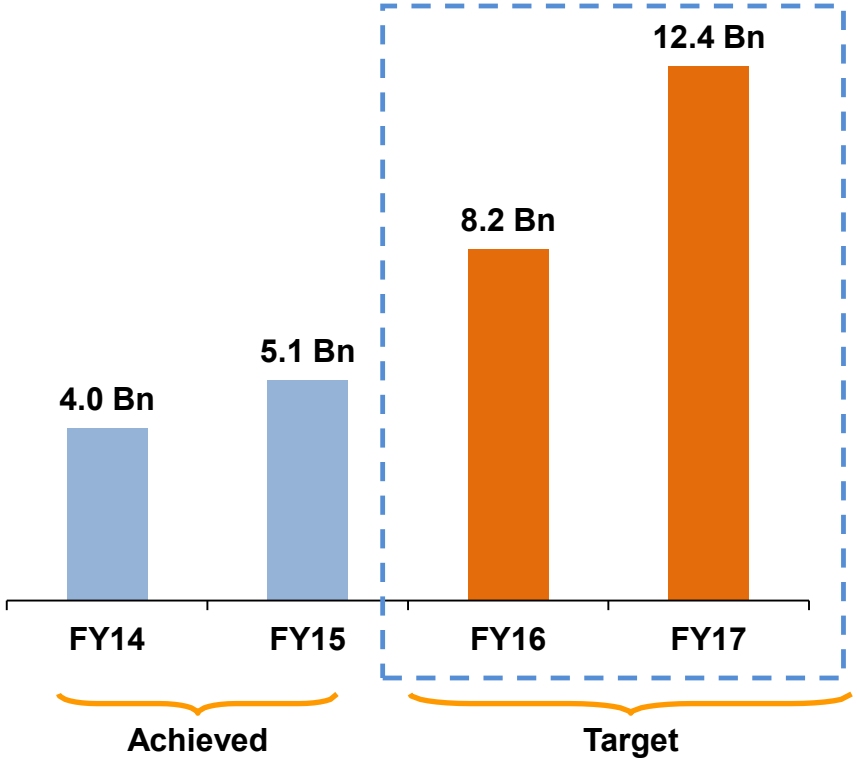


# Outlook

## REVENUE RECOGNITION




## PRE-SALES






# Launch Plan

Sunteck

| | S.No. | Project Name | Location | Development Type | Project Share | SRL Share | Est. Revenue Potential* (₹ Mn) | Remarks |
|---|---|---|---|---|---|---|---|---|
| Upcoming | 1 | Signia Pride | Andheri(E) | Residential | 100% | 100% | 979 | Ready for construction commencement |
| | 2 | Signia Orion | Airoli | Residential | 100% | 50% | 1,949 | Approvals in process |
| | 3 | Sunteck Centre II | BKC | Commercial | 57% | 100% | 1,225 | Ready for construction commencement |
| | **Total** | | | | | | **4,153** | |
| Forthcoming | 4 | Sunteck City, 3rd Avenue | Goregaon (W) | Residential | 100% | 100% | 26,100 | Development plans submission in process. (To be developed in phases) |
| | 5 | Signia Hills | Andheri (W) | Residential | 100% | 100% | 2,092 | Planning Stage |
| | **Total** | | | | | | **28,192** | |

***Notes:*** **Est. Revenue Potential as per average of latest transactions*



# Projects' Approval Status

| S.No. | Project Name | Environment | Fire | Height | IOD / Layout | CC | OC |
|---|---|---|---|---|---|---|---|
| 1 | Signature Island | 👍 | 👍 | 👍 | 👍 | 👍 | 👍 |
| 2 | Signia Oceans | 👍 | 👍 | 👍 | 👍 | 👍 | 👍 |
| 3 | Signia Skys | 👍 | 👍 | 👍 | 👍 | 👍 | 👍 |
| 4 | Sunteck Grandeur | 👍 | 👍 | 👍 | 👍 | 👍 | 👍 |
| 5 | Sunteck Kanaka | 👍 | 👍 | 👍 | 👍 | 👍 | In Process |
| 6 | Signia Isles | 👍 | 👍 | 👍 | 👍 | 👍 | - |
| 7 | Signia Pearl | 👍 | 👍 | 👍 | 👍 | 👍 | - |
| 8 | Sunteck City 1st Avenue | 👍 | 👍 | 👍 | 👍 | 👍 | - |
| 9 | Sunteck City 2nd Avenue | 👍 | 👍 | 👍 | In process | - | - |
| 10 | Signia High | 👍 | 👍 | 👍 | 👍 | 👍 | - |
| 11 | Signia Pride | NA | 👍 | In Process | 👍 | In Process | - |
| 12 | Signia Orion | 👍 | 👍 | NA | In Process | | - |
| 13 | Sunteck Centre II | NA | In Process | 👍 | Under Process | | - |

***Notes:*** *Approvals come in stages*



# Cash Flow Visibility

Sunteck

| | S. No. | Project Name (Figures in ₹ Mn) | Sale Value Achieved | Balance Receivables | Est. Revenue Potential* |
|---|---|---|---|---|---|
| Ongoing & Completed | 1 | Signature Island | 11,277 | 2,035 | 14,232 |
| | 2 | Signia Oceans | 590 | 48 | 23 |
| | 3 | Signia Skys | 137 | 82 | 910 |
| | 4 | Sunteck Grandeur | 488 | 195 | 490 |
| | 5 | Sunteck Kanaka | 250 | 31 | 434 |
| | 6 | Signia Isles | 7,868 | 2,402 | 6,157 |
| | 7 | Signia Pearl | 7,443 | 2,522 | 6,962 |
| | 8 | Sunteck City 1st Avenue | 2,939 | 1,513 | 7,338 |
| | 9 | Sunteck City 2nd Avenue | 1,829 | 1,490 | 9,756 |
| | 10 | Signia High | 975 | 765 | 1,792 |
| Upcoming | 12 | Signia Pride | - | - | 979 |
| | 12 | Signia Orion | 251 | 204 | 1,949 |
| | 13 | Sunteck Centre II | - | - | 1,225 |
| | | **Total** | **34,047** | **11,287** | **52,245** |

***Notes:** * Est. Revenue Potential as per average of latest transactions*



# Construction Updates



# Key Partners & Associates

Sunteck

| | | | |
|---|---|---|---|
| kotak Kotak Mahindra Bank | Kotak Realty Fund | Walt Disney | Walt Disney, India |
| Piramal knowledge action care | Ajay Piramal Group | MAN | Construction services for Infra, Resi, Industrial and Commercial projects |
| L&T | Leading construction company in India | VERTU | Concierge Services |
| Aedas | World's leading global architecture and design practices | BUROHAPPOLD ENGINEERING | Delivering creative, value led building and city solutions |
| TALATI & PANTHAKY ASSOCIATES PVT. LTD. EST. 1964 ARCHITECTURE & INTERIOR DESIGN | Firm specializing in Architecture, Sustainable Planning & Interior Design | JW CONSULTANTS LLP Formerly Y S Sane Associates | Well-known structural specialists |
| SSA ARCHITECTS | Full-service architectural firm | L&S Interiors | International construction consultancy firm |



# Signature Island, BKC

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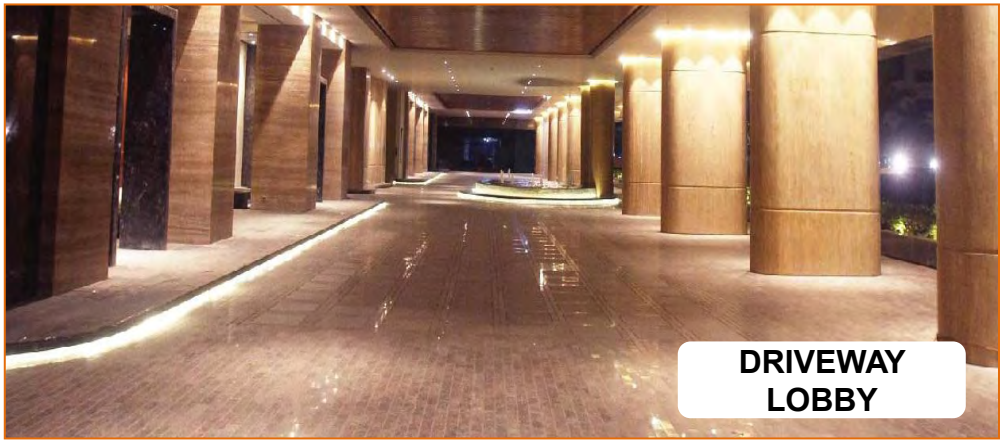
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS











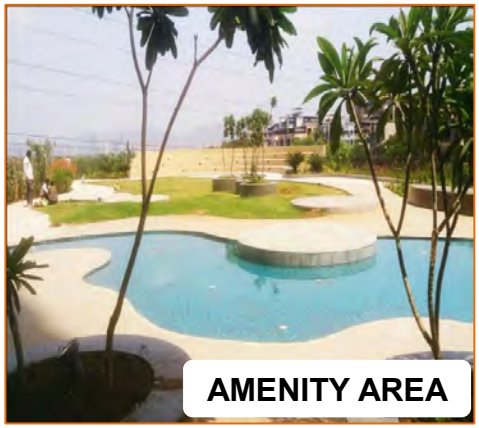



# Signia Oceans, Airoli

Sunteck

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS





AMENITY AREA



SWIMMING POOL



AMPITHEATRE

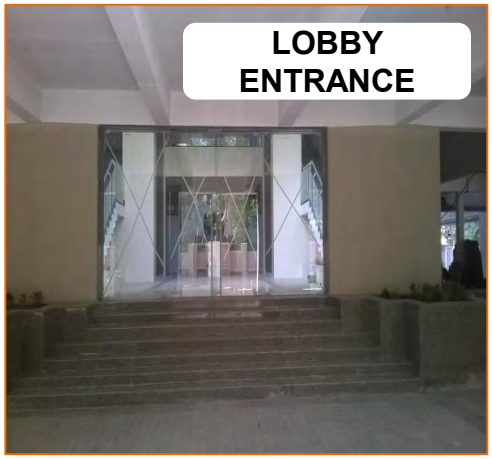


# Signia Skys, Nagpur

Sunteck

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS












# Commercial Projects

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



**Sunteck Centre, Vile Parle**




**Sunteck Grandeur, Andheri**



# Commercial Projects (Contd..)

Sunteck

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



**Sunteck Kanaka, Goa**



# Signia Isles, BKC

Sunteck

COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS** | UPCOMING PROJECTS




- ✓ RCC work for upto 4th slab completed (including 3 levels of basement)




- ✓ RCC work upto 16th slab completed;
- ✓ Plaster completed for 10 slabs




- ✓ RCC work upto 19th slab completed; Plaster completed for 12 slabs
- ✓ Approvals received for upper 3 floors



# Signia Pearl, BKC

Sunteck

COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS** | UPCOMING PROJECTS




- ✓ RCC. work up to the plinth level (including 3 levels of basement) completed




- ✓ RCC work upto 12th slab completed & painting work commenced




- ✓ RCC work upto 19th slab completed & painting work commenced
- ✓ Approvals awaited for upper 3 floors (Received in Apr'15)



# Sunteck City, 1st Avenue

COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS** | UPCOMING PROJECTS




- ✓ Excavation permission received




- ✓ RCC work upto 3rd slab completed




- ✓ Tower A & B – RCC work upto 21th slab floors & upto 11th slab completed respectively



# Sunteck City, 2nd Avenue

COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS*** | UPCOMING PROJECTS



**Indicative Artistic Impression**




**Site Layout**

** Construction to commence*



# Signia High, Borivali

Sunteck

COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS** | UPCOMING PROJECTS



**Indicative**
**Artistic Impression**




- ✓ Shore Piling & Excavation work completed
- ✓ Approvals Awaited




- ✓ Approvals received for full development
- ✓ RCC work upto 4th slab (including 2 levels of basement) completed



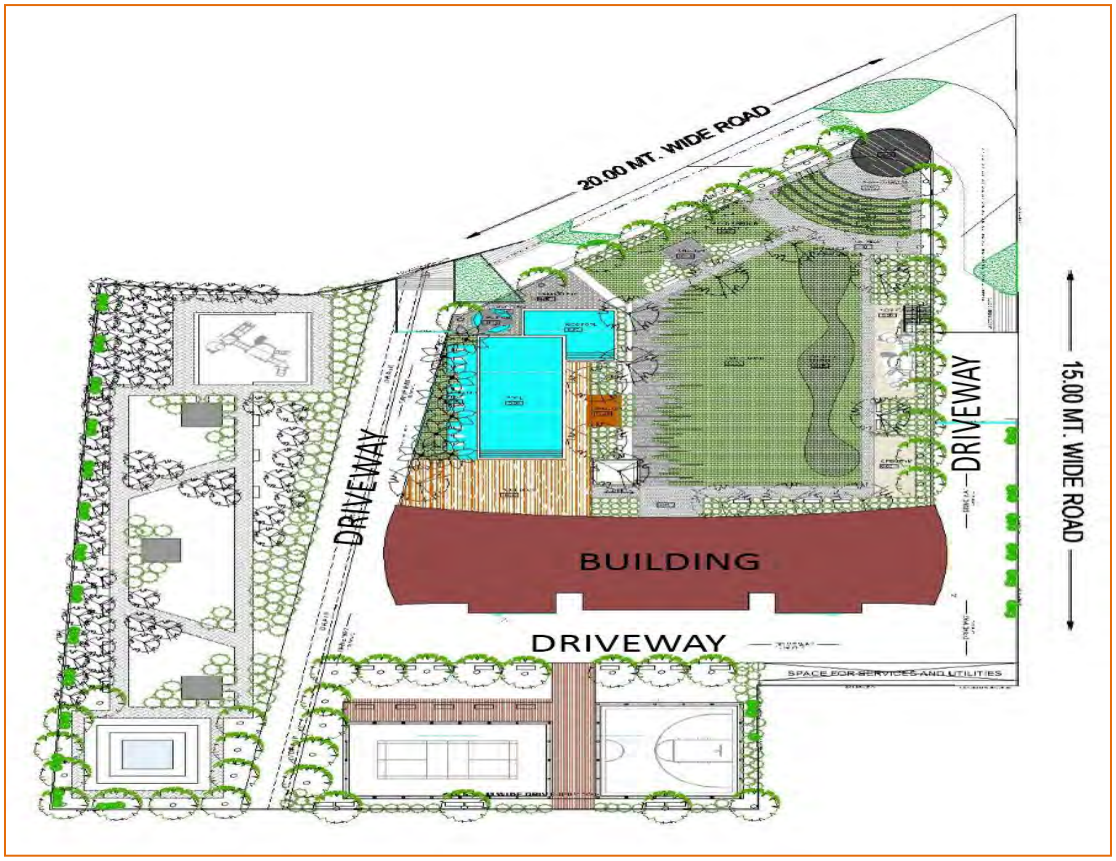
# Signia Orion, Airoli

Sunteck

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



Indicative Artistic Impression




Site Layout



# Signia Pride, Andheri

Sunteck

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



Indicative Artistic Impression




DEMOLITION OF STRUCTURE COMPLETED



# Sunteck Centre II, BKC

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



**Indicative Artistic Impression**



**DEMOLITION OF STRUCTURE COMPLETED**

# Goregaon(W) -16 acres

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**Sunteck City, 3rd, 4th & 5th Avenue : Mixed – Use / Integrated Development**



**Indicative Artistic Impression**



# Appendix



# News Articles on BKC

Sunteck

## Uber-rich buying luxe flats in BKC

Nauzer.Bharucha
@timesgroup.com

**Mumbai:** Bandra-Kurla Complex (BKC), one of Mumbai's leading commercial business districts, is now also an enclave where industrialists, high-net-worth individuals and some of the biggest names in the corporate world have booked luxury apartments.

Property market sources said they have paid between Rs 30 crore to Rs 55 crore for uber-luxury apartments in the BKC. Some of the high-end residential projects here command as much as Rs 55,000 a sq ft.

Among those who have booked duplexes here are industrialist Gautam Adani, former Citigroup head Vikram Pandit, Deutsche Bank co-chief executive officer of Asia/Pacific, Gunit Chadha, chairman of JM Financial Nimesh Kampani, Harsh Mariwala of Marico, Jalaj Dani of Asian Paints, Kishore Lulla of Eros International and Ashok Wadhwa of Ambit Holdings.

**THE CORPORATES**

- Gautam Adani
- Vikram Pandit
- Gunit Chadha
- Nimesh Kampani
- Harsh Mariwala
- Jalaj Dani
- Kishore Lulla
- Ashok Wadhwa
- Pramit Jhaveri
- Mickey Doshi



> Most of these ultra high-net worth individuals have bought these luxury pads not as an investment, but to stay here because of BKC's strategic location — SOURCES

It is also learned that the family of Hitesh Patel, the Surat-based diamond merchant who was the highest bidder for PM Narendra Modi's suit for Rs 4.31 crore, booked an apartment in BKC. Pramit Jhaveri, CEO of Citi India, and Mickey Doshi, MD and country head at Credit Suisse, are among those who have duplexes here.

"Most of these ultra high-net worth individuals have bought these luxury pads, not as an investment, but to stay here because of the BKC's strategic location," said sources.

These are all duplexes in Signature Island, among the three residential projects built by developer Sunteck Realty in the BKC's G Block. These apartments come in two sizes, the bigger ones are 11,000 sq ft while the smaller ones are about 7,000 sq ft.

BKC currently has just three residential projects adding up to 220 units.

▶'Lack of home units', P 6

## 'Bandra-Kurla Complex short of home units'

▶From P 1

A Cushman & Wakefield report said BKC currently does not have enough residential developments despite its marquee clientele.

"The corporate clientele of BKC can be typified as high-income earning (sometimes extending to top clients for luxury products) mid-to-top end management; this is a class of people that has purchasing power and is aspirational," it said.

"Most people who work in BKC commute from far-flung suburban areas or central and south Mumbai. In terms of time taken to travel, it can easily mean one to two hours of commute during rush hour. The need to develop high-end homes in BKC and also develop it as a residential destination is imperative. Developers have currently not tapped the full residential demand of the area," it said.

The report said BKC, once developed as a formidable residential address, can also serve as an alternative to sub-markets such as Worli and Bandra.

"Its central location and proximity to both northern and southern parts of Mumbai can draw in crowds and hence help ease urbanization pressure on the mentioned sub-markets."



### Huge gap in unit launches

There is a gaping difference between number of unit launches in BKC and non-BKC locations. Nearly 4,300 residential units have been launched in the catchment area (including BKC and non-BKC), of which only 220 units are in BKC, says the Cushman & Wakefield report.

## Four flyovers, 1 road to unclog BKC junction

▶From P 1

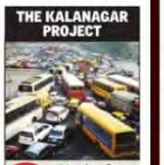
MMRC plans to fund these two projects by raising loans to the tune of 50% of the cost from international finance agencies; the central government will pitch in with 20% and the state government and MMRDA will provide 30% of the finance by way of equity and sub debt.

For Kalanagar, the authority has approved an elevated solution as the earlier plan to have an underground tunnel for vehicular movement did not elicit any response from bidders. The MMRDA spokesperson said, "The flyover will help reduce traffic snarls. A survey has revealed that every hour, on an average, more than 12,000 cars crowd this BKC junction. The traffic problem will be solved by constructing four flyovers and a road at a cost of Rs 227 crore."

There will be a flyover connecting the Sea Link and BKC in each direction. The total length of these two 2-lane flyovers will be 1,888 metres. The flyover running from Dharavi towards the Western Express Highway (WEH) will join the flyover running from BKC at the second level. There will be a 3-lane flyover connecting the flyover reaching WEH. This flyover will be 2,920 metres long.

MMRDA also sanctioned construction of a 300-metre-long and 12-feet-wide road running through the government land to streamline the traffic from Dharavi to Sea Link.

**THE KALANAGAR PROJECT**



Length 1,888 metres

A two-lane flyover will be built to take traffic from Sea Link to BKC and vice-versa

**THE ARMS**

A two-lane flyover will be built to connect BKC to Kherwadi on WEH

Another two-lane flyover will originate from Sion-Dharavi Link road and connect to BKC-Kherwadi flyover

Total length of flyover 2,920 metres

At the convergence point of both these ramps, the flyover will open up into a three-lane to reach WEH

Cost of flyovers & a road is estimated at ₹227 Cr

**A KEY LINK**

A 300-metre road is planned from Sion-Dharavi Link Road to Sea link via PWD offices behind Nandadeep Garden

MUMBAI, WEDNESDAY 15.04.2015

dna of mumbai

## Smart-city amenities for BKC by 2017

Plan proposes free WiFi, smart parking, streetlights that dim themselves, and a mobile app for lodging complaints

Ateeq Shaikh @ateeqshaikh

Bandra-Kurla Complex will by 2017 be equipped with 'smart city' facilities such as wifi hotspots, smart parking, smart streetlights which adjust to the level of darkness, video surveillance and a special mobile app which allows visitors to file complaints about the area. These details were revealed last week by the Mumbai Metropolitan Region Development Authority, which has prepared a technical and financial feasibility report about the project. The estimated project cost is Rs16,416 crore.

MMRDA has said there will be 5mbps wireless internet connectivity through 74 access points in 'G' and 'E' blocks of BKC. Initial 30 minutes of surfing is likely to be provided free of cost, and cost Rs50 per hour thereafter.

Similarly, 9,000 parking slots will be provided so that 10,000 litres of fuel as well as 7,000 man days can be saved annually, because people will not have to hunt for parking slots. "It will save a lot of parking time for motorists apart from saving 24 tonnes of carbon emissions each year. Motorists will be able to book parking slots before they arrive and directly drive to their slot. Overcharging by pay and park operators will also cease," said an MMRDA official.

The third concept involves smart street lights covering 841 spots in BKC. These lights will adjust their brightness as per the ambient daylight. These lights will have lower energy consumption and 40% less maintenance costs than ordinary streetlights, if the idea is implemented. At the moment, MMRDA spends Rs6.5 lakh on streetlight bills per month and the maintenance cost is more than double- Rs14.15 lakh every month. The smart streetlights, which will be solar-powered, will generate around 200 kilowatts of clean energy, MMRDA said.

As for video analytics and surveillance, E & G Blocks of BKC will have 90 CCTV cameras which will provide feeds to security agencies. "The idea is to have a secured and safe environment in BKC. The emergency response will improve as CCTV footage will be available, which will also help in investigation of cases to provide evidence," added the official.

Lastly, a citizen-centric app will help people to zero in on ATMs, restaurants, hospitals, fuel pumps, and road maps, apart from filing complaints on BKC with the administration.

Studies show 6.4 lakh people work in E & G blocks of BKC. Apart from these, 64,000 visitors come to the business district every day. Annually, 1.56 crore people visit MMRDA exhibition grounds. At present, the BKC has 44 lakh sq m of office area, with 20 km roads in E & G blocks.



**BKC complex in numbers**

Studies show 6.4 lakh people work in E & G blocks of BKC. Apart from these, 64,000 visitors come to the business district every day

## CONNECTED TO A SMARTER FUTURE

**WI-FI**
Speed | 5 mbps
Free | Initial 30 minutes

**CARD** | Prepaid cards will be available for around ₹30 for an hour's use. Public wi-fi facility can be used by organizers who use MMRDA grounds for exhibitions

**PUBLIC NETWORK**
- Once a user fills up the registration form on the landing page, an SMS will be sent containing the authentication code
- User will need to enter the code and can start using the internet

**PREMIUM NETWORK**
- Users will get high-speed and continuous access

**APP FOR CITIZENS**
- It will provide single-window access to the BKC guide, events, besides applications like parking
- An SOS button will generate alerts in any emergency situation to the control centre, cops, hospital & family members
- Users can get information of fuel stations, bus routes, hospital and even file complaints

**PARKING GUIDE**
- There are 1,070 four-wheeler parking spots, 350 for two-wheelers and 166 for buses, spread over eight lots. Another 1,000 parking spots are under construction and will take 2-3 years to be available
- Smart parking will cut time taken to look for a parking spot to 5 minutes
- The mobile app will help users locate free parking, block free parking and navigate to parking spots
- An electric cart will connect from parking lots to key locations for a fee which could be embedded in the parking fee
- It will decongest traffic (30% traffic is created by looking for parking space)

**LIGHT SENSORS**
- Light and motion sensors will turn on/off and adjust light brightness in night based on people/car movement. LED lights will be used
- It will cut energy consumption by 40% and reduce carbon footprint by 641 tons

**CCTV SURVEILLANCE**
- 90 cameras will be placed at all junctions, covering a major part of E and G blocks
- Video feed can be shared by multiple agencies like MMRDA, police, fire brigade
- An SMS will alert the respective agency in case of an emergency situation



MUMBAI, TUESDAY 18.11.2014




## Next year, walk into a smart BKC

MMRDA's state-of-the-art project to spruce up business district

dna correspondent

There is good news for those heading to business districts of Bandra-Kurla Complex (BKC) shortly as the famed BKC project has received positive response from private players. The state-run realty major MMRDA has asked them to appoint developers for both Operate Transfer or on cash contract.

**What is the idea all about?**

The idea is to have 99 G+1 smart street lighting, smart parking, video analytics-based CCTV cameras, Bluetooth connectivity and smart phone application for public on the 171 hectares under Bandra Kurla Complex Development Authority (MMRDA) jurisdiction.

**Is the idea being sold well?**

According to an MMRDA official, at least nine private firms have come forward after it had floated Expression of Interest bids to have a modern transit hub between the Mumbai Metropolitan Region (MMR).

**Shifting to solar-powered lamps?**

For providing high speed internet, MMRDA, also the corporates will switch over to about 99 Fi services. Another idea is to shift to solar-powered lamps in place of the existing ones. "Smart lighting will be introduced as per the 3 manner which is given adequate luminosity whenever needed depending upon the climate and season," informed a senior MMRDA official.

**Ease of finding a parking slot**

Additionally, under the smart parking concept, with about 1,000 parking slots in BKC, vehicle owners will know exactly where there is an empty slot available to park their wheels. It will also be possible to book parking space online.

**A safer business district?**

With close to 100 CCTV cameras, BKC will become much more secure as most of the areas will come under surveillance. If any unwanted incident occurs, the system will be able to pin point an area to mobilise forces and to act upon it.

**A smart phone application too?**

Having a smart phone application would mean scanning 171 hectares is impossible for public to report a crime at any time, someone or two from any road issues or nuisance.

If the public project proceeds, in a later stage, the development authority intends to implement it in Wadala too, which is being planned as another business district of Mumbai.

## 'BKC, Nariman Point among 50 priciest office spaces globally'

TIMES NEWS NETWORK

**Mumbai:** BKC and Nariman Point are among the top 50 costliest office spaces globally, according to CBRE's survey released on Tuesday.

BKC, which is the city's alternative business district, retained its 16th rank, while Nariman Point is ranked 32nd on the top 50 list.

At nearly $160 per sq ft per annum, Delhi's Central Business District (CBD) of Connaught Place bagged the sixth slot.

"London's West End remained the world's highest-priced office market, but Asia continued to dominate the world's most expensive office locations, accounting for three of the top five markets," said the CBRE report.

London West End's overall prime occupancy costs of $274 per sq ft per year topped the "most expensive" list.

**REALTY PRICES GO THROUGH THE ROOF**

| Rank | Area | Occupancy cost ($ per sq ft / annum) |
|---|---|---|
| 1 | London West End | 274 |
| 2 | Hong Kong (Central) | 251 |
| 3 | Beijing (Finance Street) | 198 |
| 4 | Beijing (CBD) | 189 |
| 5 | Moscow | 165 |
| 6 | **Connaught Place CBD** | **160** |
| 7 | Hong Kong (West Kowloon) | 154 |
| 8 | London City | 153 |
| 9 | Tokyo (Marunouchi Otemachi) | 136 |
| 10 | Shanghai (Pudong) | 128 |
| | **Mumbai** | |
| 16 | **BKC** | **104** |
| 32 | **Nariman Point** | **77** |



Hong Kong Central followed with total prime occupancy costs of $251 per sq ft. Beijing's Finance Street ($198 per sq ft), Beijing's CBD ($189 per sq ft) and Moscow ($165 per sq ft) rounded out the top five.

"Although New Delhi's Connaught Place moved up two places to the sixth spot on the global top 10 rankings over first quarter of 2014, annual occupancy costs here remained stable because of rupee appreciation since the first quarter," said CBRE south Asia chairman and MD Anshuman Magazine.

Annual office occupancy costs in Gurgaon too remained stable, while that of Nariman Point dropped by about 2% and BKC by about 6%. Bangalore's CBD, which saw a nearly 9% drop, was among the top five global prime office markets to witness a decrease in yearly occupancy costs.

Global prime office occupancy costs rose 2.5% year-over-year, led by the Americas (up 4.1%) and Asia Pacific (up 2.8%). The regional realty market of Europe, the Middle East and Africa (EMEA) was essentially flat, edging up 0.3% year-over-year.

CBRE tracks occupancy costs for prime office space in 126 markets around the globe. Of the top 50 "most expensive" markets, 20 were in the Asia-Pacific sector and 10 were in the Americas.

New York Midtown, the 11th most expensive market in the world, remained the most expensive in the Americas market.

## Sena for 24x7 Special Entertainment Zones to boost nightlife

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PIC FOR REPRESENTATIONAL PURPOSE ONLY



Over a year after Yuva Sena chief Aditya Thackeray mooted a proposal to revive Mumbai's nightlife by passing a resolution in the BMC, the Shiv Sena is now pitching for Special Entertainment Zones (SEZs) .

"I will also write to the Chief Minister to pursue my nightlife proposal for Mumbai. May be Malls cld be Special Entertainment Zones - SEZs," Aditya had tweeted recently, following which the Sena prepared its draft SEZ plan, which aims to earmark certain areas as 'entertainment zones'.

Sena sources said with the proposal still doing the rounds of government departments, Aditya is trying to simplify the plan to revive nightlife.

"This SEZ proposal is simple to implement and is an add-on to the earlier BMC resolution to let eateries and other establishments remain open 24x7. We want the government to earmark certain areas as SEZs where restaurants, shops, convenience stores and other establishments can remain open through the night. These zones will be in non-residential areas," said Arvind Sawant, Shiv Sena MP from South Mumbai.

Sena sources said the party will soon be meeting CM Devendra Fadnavis to pitch the plan to him. The BMC general body had in September 2013 given its assent to Aditya's proposal. Sources said the plan is yet be approved by the labour, urban development and home departments.

The plan proposes to have designated spots in areas like Nariman Point, Bandra Kurla Complex (BKC), Carter Road among others. The plan also suggests that carnivals like the Kala Ghoda Art Festival could be allowed to run late into the night.

Sources said existing laws like the Shops and Establishment Act and other labour laws need amendments to notify certain areas as SEZs.



# News Articles on Goregaon

Sunteck

Developments in Goregaon

BMC promises completion of work on flyover by May

## After 5 years' wait, Oshiwara to get its station by June end

**This will be the first new station added to the Western Line in nearly 50 years**




This will be the first new station added to the Western Line in nearly 50 years.

The city's western suburban railway line will get a new station, its first in nearly fifty years, by the end of June this year.

The BMC has promised to complete work on a flyover connecting NSC exhibition centre in Goregaon on the western side to SV Road in the east by April end, allowing the Western Railway to throw open the longdelayed Oshiwara railway station.....

(Source: Mumbai Mirror 7 March 2015)

## BMC plans flyover on Goregaon's east-west link

**Will Ease Traffic Along Goregaon, Mulund Connector**

Sujit.Mahamulkar @timesgroup.com

Mumbai: Over 30,000 motorists will get relief once the flyover to be built over SV Road, at the MTNL junction in Goregaon (W), Brihanmumbai Municipal Corporation (BMC) plans to build a flyover along Goregaon-Mulund Link Road, which connects to Link Road on the west and Goregaon East on the other side, as the junction is a major bottleneck in the western suburbs.

A traffic survey of the spot by the bridge department found over 30,000 vehicles use the junction which connects Goregaon and Mulad, resulting in a traffic snarl at any time of the day or night.

The bridge will be constructed by the BMC at for Rs 32 crore, within the next one-and-a-half years.

The area has developed dramatically in the last decade with several malls in the vicinity, like Inorbit, Hypercity, Infinity and Oberoi. Increasing the traffic flow. "We have demanded a bridge here for many years as it takes 45-50 minutes just to cross the junction and the traffic jam stretches to 800 metres," said Sachin Chavan, a resident of Goregaon.

He was also doubtful whether work would be completed in time. "The construction of Jogeshwari and Oshiwara flyovers continued for five years. Hopefully, this will be finished as early as possible," said Chavan.

The BMC however assured that the work will be completed within the time frame. "There was an old demand for a flyover on the junction. We will try to finish the work with least inconvenience to commuters," said S V R Srinivas, addition al municipal commissioner, in-charge of BMC's road and bridges departments.

**BRIDGE OVER TRAFFIC**

Pic: Sandeep Tekkar



**FLYOVER SITE** | Junction of Veer Savarkar Road and SV Road, Goregaon (W)

458 m Length of Proposed Flyover

11.5 m Width of Proposed Flyover




PROJECT COST ₹32.59 crore

**Contract Period** | 15 months from work order

**Status** | The proposal will be tabled before the civic standing committee meeting on Friday, January 2

## GOREGAON: GROWING TO GLORY

With the government giving a lot of impetus to infrastructure development, Goregaon has emerged as one of the hottest suburbs offering the best of both worlds to consumers

Anuradha Ramamirtham
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PIC: VIVEK SARAMBALKAR



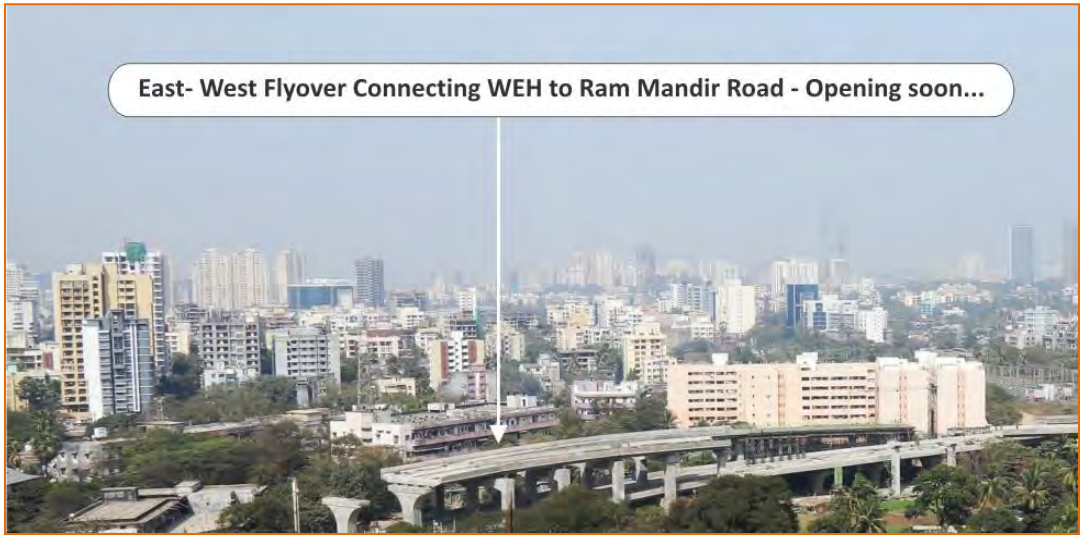
Once a sleepy suburb of Mumbai, today, Goregaon has successfully transformed itself into a hub for premium and luxury housing. The area has witnessed a sea change in terms of infrastructure development and has emerged as one of the fastest growing suburbs. Going back to yester years, up till the late 1970s, Goregaon was sparsely populated with the main residential localities springing up in *nagars* such as Unnat Nagar, Jawahar Nagar, Motilal Nagar, Bangur Nagar, Shastri Nagar, Siddharth Nagar, Piramal Nagar and Mahesh Nagar on the west and *wadis* like Pandurang Wadi and Jaiprakash Nagar on the east. Goregaon's eastern boundary was effectively the Western Express Highway, and this is where the picturesque Aarey Milk Colony, a no-development green zone of approximately 3,160 acres, offers its forested charm to the region. However, the scene has completely changed today. New premium and super premium residences have attracted people from south Mumbai to shift to Goregaon. The suburb has been a favourite among HNIs over the last few years because of its central location and easy connectivity to the airport and CBDs (central business districts) of Andheri, BKC (Bandra-Kurla Complex) and Lower Parel. "Goregaon is no more a suburb far from Mumbai; it is an extension to Andheri's Lokhandwala complex," says a Kalpataru spokesperson.

Newer areas such as Dindoshi, Gokuldham, Yashodham, Saibaba Complex, Film City Road, etc., on the east, and Bangur Nagar, Lokhandwala and Link Road on the west, became the development hube. "Goregaon (E) is also home to the recently-developed area known as New Dindoshi, which includes the Nagari Nivara Parishad (popularly known as NNP), a housing scheme for the lower middle-class segment. There are more than 30,000 people living at NNP, distributed between two zones. These are affordable housing schemes provided by the government," shares Subhankar Mitra, head - Strategic Consulting (west) JLL India. Goregaon enjoys a rather advantageous location in terms of accessibility, being bracketed on either side of the railway line by the Western Express Highway and the Linking Road.

With good infrastructural development, the place offers easy connectivity to Andheri-Lokhandwala and the Jogeshwari Vikhroli Link Road. Upcoming infrastructural developments like the Goregaon-Mulund link road, metro and mono rail, are sure to boost the connectivity of Goregaon to other suburbs, thus, reducing commuting time to central business districts like Andheri and BKC, to a minimum. Over the years, due to strategic infrastructural development, Goregaon has become a hotspot for large luxury residential complexes, business districts, shopping malls, theatres, schools and hospitals. "With the presence of a large number of malls, Goregaon has more retail floor space than any other suburb of the city and has transformed itself into Mumbai's hub for lifestyle and fashion," adds the Kalpataru spokesperson. Goregaon holds the advantage of having lower real estate property prices compared to its much crowded and highly priced counterparts like Andheri, Malad and Borivli. It is the ideal example of live, work and play. "Young, recently married couples, in their early 30s with a dual income and no kids, have largely influenced the consumer demand patterns. Goregaon is probably one of the only few locations that can offer all of this at a ticket size of Rs 60-80 lakhs for a spacious 1-BHK and under Rs 1 crore for a 2-BHK apartment in a premium residential complex with modern lifestyle amenities," says Munish Doshi, managing director, Acme Group. Unlike other suburbs, Goregaon has a massive share of green cover and open spaces like the Film City and Aarey Milk Colony. The residents in Goregaon get the feeling of being close to nature in its tranquil environment without going away from the city. Thus, it can be said that Goregaon is one suburb which strikes the perfect balance between connectivity, social infrastructure facilities and the most desired - green zone. What started out as a primarily middle-class residential neighbourhood, went on to become a wealthy suburb. With various government and private schools within its precincts.

**QUICK BYTE**

- UPCOMING INFRASTRUCTURAL DEVELOPMENTS LIKE THE GOREGAON-MULUND LINK ROAD, METRO AND MONO RAIL, WILL BOOST THE CONNECTIVITY OF GOREGAON TO OTHER SUBURBS, THUS, REDUCING COMMUTING TIME TO CBDS LIKE ANDHERI AND BKC.
- GOREGAON IS ONE SUBURB WHICH STRIKES THE PERFECT BALANCE BETWEEN CONNECTIVITY, SOCIAL INFRASTRUCTURE FACILITIES AND THE MOST DESIRED - GREEN ZONE.






# Key Coverages on Sunteck

Sunteck



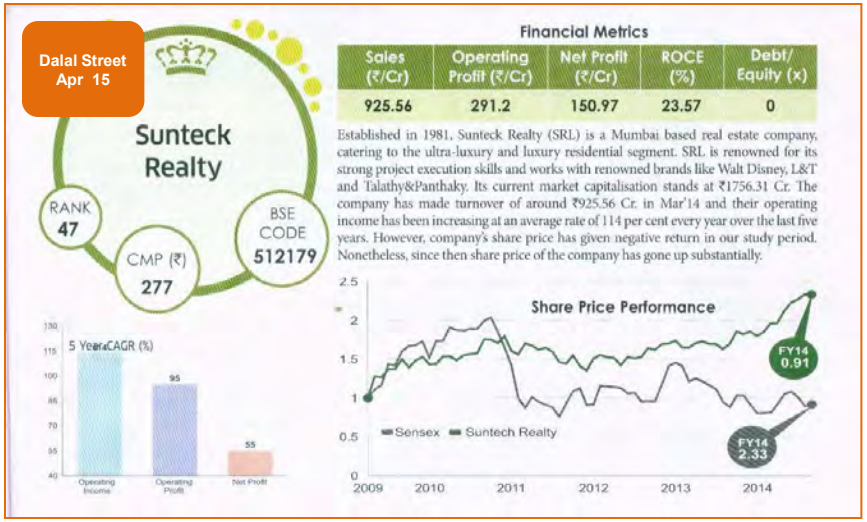

Construction Week Cover story Apr 15




DNA Mar 15




HT Feb 15




Dalal Street Apr 15




HT Estates Luxe Mar 15

Omkar's 1973 Worli has private elevators for each sky villa, to create a bungalow-like experience within the building.

At Lodha's World One in Worli, luxury extends outdoors, with landscaped woods and organic gardens.



# Thank You!

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