

RAHEJA IMPRESSIONS

Quarterly Newsletter: Volume VI, Issue 6, New Delhi

Raheja, the Best in the World



Navin Raheja with winners in various categories and countries at the OPP Awards in London.

RAHEJA Developers has won the Best Developer Worldwide award by OPP, London. The Awards function was held on October 13, 2011, at the Excel Centre in London.

The OPP Awards are given away every year, and are open to global developers worldwide. More than 2,000 developers from around the world are nominated under various categories for these Awards. This year, nominations were received from developers in America, Asia, Europe and Africa. Raheja

Developers was adjudged the Best Developer worldwide. Mr Navin Raheja, CMD, Raheja Developers, received the Award from Mr Geoff Hadwick, the editorial director of OPP, London. In its release, OPP described Raheja Developers "as a construction and development company with a difference that offers luxury living at lower costs, excellent customer care levels and the highest imaginable standards for the welfare of its staff, society as well as for the environment".

The release also mentioned that "India is expanding fast and developing new homes at a breakneck speed, and it needs firms like Raheja to make sure that it moves forward with a world class vision of delivering the best possible products at the best possible prices. Planning, people, marketing, sales, administration and delivery, Raheja does it all so well. An excellent entry", the release said.

**Words of the
Managing Director
Navin M. Raheja**

**Needed, a debate
on a sensible
land-pricing policy**



LAND is the most vital resource for any nation's industrial and infrastructural development. It is also a major social and economic asset for any individual, especially in an agrarian economy such as India where a large part of the population depends on it as their primary source of livelihood. As the Indian economy integrates with world economy, the need for sustainable infrastructure to sustain this momentum of growth becomes more important.

While acquisition of land with the consent of landowners is a welcome step and protecting the rights of landowners is important, pricing has to be done in a transparent manner.

Fixing the compensation at six or four times the best value of registered sale in the area in the last three years will only increase the cost of setting up industrial establishments, infrastructural projects and townships. The compensation proposed would create shortage of land and will make property costlier. If government acquires land at higher prices, it would also sell to private developers at higher rates, which would be ultimately passed on to buyers.

Land is also an input in production of any industry. If land is procured as suggested, input costs would rise, making it difficult for Indian businesses to compete with countries such as China. This would fuel inflation, new projects would be unviable, and existing players with surplus land would come to enjoy an unfair advantage. Land accounts for 30-70 per cent of the project cost—this would affect home prices. High interest rates have already made purchases difficult for home buyers.

This could also lead to speculation by investors in cases where development plans are released early. Unscrupulous investors can get land conveyed in their favour, and make profits at the cost of development. The Delhi-Mumbai industrial corridor is a case in point — though the project has been announced, the government is yet to begin land acquisition. Investors could pick up land in the area and make a killing in the coming years.

Also, industrial and infrastructure development is essential for inclusive growth. Only a fraction of available land is needed for industry, but such development will represent the general good. Land pricing has to be balanced to ensure projects are not affected by overpriced land.

There must be an open debate between all stakeholders such as the industry, government, landowners and the media on these issues to devise a path which is transparent and pragmatic while protecting the fundamental rights of the people.

Raheja Developers inks JV with Arabtec, launches several highrises in India

Abhit Sud, MD, MHRI; Martin Pinder, Director, Arabtec Construction LLC; Navin Raheja, CMD, Raheja Developers; and Nayan Raheja, ED, Raheja Developers



IN a landmark deal, Raheja Developers has inked a \$204 million (about Rs 1,020 crore) contract with Dubai-based Arabtec construction company that built the tallest tower in the world, the Burj Khalifa, in Dubai. Initially, Arabtec will start construction on three Raheja projects — Raheja Revanta, Raheja Phoenix and Raheja Srishti.

The Raheja Revanta project in Gurgaon will be the first project to be constructed by them. It would be one of the tallest skyscrapers in India. It is learnt that these projects in northern India require specialised technology and manpower quality, which were not available with any of the contracting companies in India.

Raheja Revanta in Gurgaon will be over 56 storeys with helipads, and it will have the first of its kind skybridge with an infinity pool on the 46th floor overlooking the Aravalis. Raheja Phoenix will be the tallest project in Delhi. Located at Patel Nagar, it will comprise a 54-storied tower with skyclub and helipad. These apartments will be digitally controlled. Apart from monitoring them

using the iPad, iPhone or Blackberry, one would even be able to switch on and off the fans, lights, TV, music, air conditioning in the apartments. It will also be a self-sustaining green project to take care of energy and water conservation. The project will also have a large spa facility in arrangement with Amatra. Amatra apartments in the complex will be occupied by upmarket community, and therefore, these apartments will be sold by invitation only. When asked why Arabtec chose to get into a joint venture with Raheja, Martin Pinder, Director, Arabtec, said, "After talking to many developers in India, we concluded that Raheja Developers is the most professionally managed, technology-driven and system-oriented, and almost debt-free company with strong cash flows."

"They have a happy customer base and have to their credit the awards such as best developer worldwide, best developer in India by Euromoney and more than 40 other awards. And that we found them to be reliable long-term partner," he said.

Raheja Developers bags Euromoney's Best Developer in India award



RAHEJA Developers has been chosen the Best Developer in India, 2011, in the Euromoney real estate poll, UK, for this year. Euromoney is one of the world's leading financial markets magazine and these awards are the most prestigious awards in global real estate as they acknowledge the best of the industry globally. Competition is extremely tough for

these awards, and therefore, the winners in the poll richly deserve the accolade.

Euromoney's annual Real Estate Survey canvassed the opinions of real estate developers, advisers, financial institutions, investors and end-users worldwide, who were asked to name which firms they thought were best at providing various real estate products and services in their market in the last 12 months.

In previous years, this award has been dominated by DLF, Unitech and Raheja from Mumbai. Delighted on the announcement, Mr Raheja said, "We are very pleased to see that our good work has been recognised by the industry and associates through this international awards poll. We will continue to work for our people and our nation religiously. We hope to win more such awards in future."



T36 in happier times, with sister T37 in the Guda area of Ranthambore

Tribute to a motherless tiger

EVEN when the sweat started clouding the lenses, I refused to put the binocular down. The September sun in Ranthambore National Park can be quite unforgiving. But to lose sight of T36, that too after four days of intense search outside the periphery of Ranthambore, was an unacceptable proposition. So I let the sweat-bath continue.

I remember the day vividly — September 20, 2008. I remember October 18, 2010 equally well, but with a lot more sadness. This was the day T36 completed his circle of life and returned to the happy hunting grounds of his forefathers.

To me, T36 would always remain an unsung hero. He was one of the most graceful tigers to pace the hills and grasslands of Ranthambore. He was, however, never a photographer's delight — no television channel ever made a documentary on him, nor was his pictorial laid out in any magazine or newspaper. He simply wasn't considered hot enough.

But the lack of attention cannot take away the immense, almost immeasurable, charm of T36. For three years, right from his birth to death and the turbulence he suffered in between, T36 would hold me spellbound. And therefore, I feel his life story deserves a few words. It is not a happy life story, but it's a story which T36 scripted and lived out in the true spirit of the Tiger.

For starters, T36 was an extremely shy tiger (one reason why he could never become a celebrity tiger). Difficult to spot, he would bolt at the slightest hint of human presence. There was a reason for this odd behaviour; a striking contrast from the normally camera-friendly tigers of Ranthambore.

Born to the tigress Guda sometime in January 2008, T36 and his sister opened their eyes to the chilly but friendly forest of Ranthambore. The Guda area of the park-where their mother was named harboured sufficient shelter and prey animals for a family of three tigers to live happily.

For eight months, Ranthambore granted peaceful existence to the family. It was during this period that T36 imbibed some of the hunting skills from his mother — skills which would save his life in the dreadful years ahead.

But as all tigers know, peace in the forest is often temporary. Meant to be savoured as long as it last, peace is an unsecured loan granted to the denizens of a forest, and is usually taken back swiftly and suddenly.

On September 1, 2008, T36 got the shock of his young life. In one stroke of bad luck, the gods snatched away peace and comfort from T36, and hurled him down the path of almost daily battle for survival.

On that fateful day, T36's mother died. She was killed by another tigress while defending her territory and her cubs. The forest authori-

ties of Ranthambore, aware that the motherless cubs were hiding somewhere in the rocky terrain, launched a massive search-and-rescue operation.

Three days later, T36 and his sister were found in the dense undergrowth. They had probably not eaten anything for 10 days, and might not have survived the ordeal for much longer.

"Now what?", asked the authorities to themselves. Faced with two grown-up cubs who had not yet carved out their territories or had

From day one of his forced freedom, T36 started displaying reckless behaviour. Within weeks he acquired the reputation of a cattle-lifter. This trait gained him the immediate dislike of a large number of villages dotted alongside the boundary of Ranthambore. Naturally, it also made the authorities jumpy, for now they had to keep a sharper eye on the young tiger.

On March 21, 2009, matters came to a head. A few days earlier, T36 had taken shelter in a field behind the Oberoi Hotel. He had not

him quenching his thirst at a water-hole. Over time, he started accepting my presence — or this is what I thought. Had I managed to connect with T36 in some unknown manner? Who knows. But his behaviour was showing far less hostility to me than before. I considered myself privileged.

By June 2010, I had managed to establish what may be called a rough connect with T36. One afternoon, with the temperature soaring to 45 degrees Celsius, I saw T36 approaching a water-hole. We were some 50 feet away, but he took no note of us and jumped headlong into the pool.

For next 30 minutes, as T36 continued his frolicking in the water-hole, I found myself engrossed in gazing at his superb form. Time lost all meaning. Suddenly, the unforgettable words of American curator John Seidensticker came to mind:

"The tiger lives in a world of sunlight and shadows. Always secretive, never devious. Always a killer, never a murderer. Solitary, never alone. For it is an irreplaceable link in the process and the wholeness of life."

Seidensticker might well have been speaking for T36. Things were going along rather fine for T36 at this stage, I must say. Now approaching his third birthday, he had effectively made Falaudi his home turf. The skirmishes with villagers and cattlelifting had become a thing of the past. T36, it seemed, had finally learnt to balance freedom with responsibility. "He is now ready for a mate," a beaming Parashar told me in the first week of October, 2010.

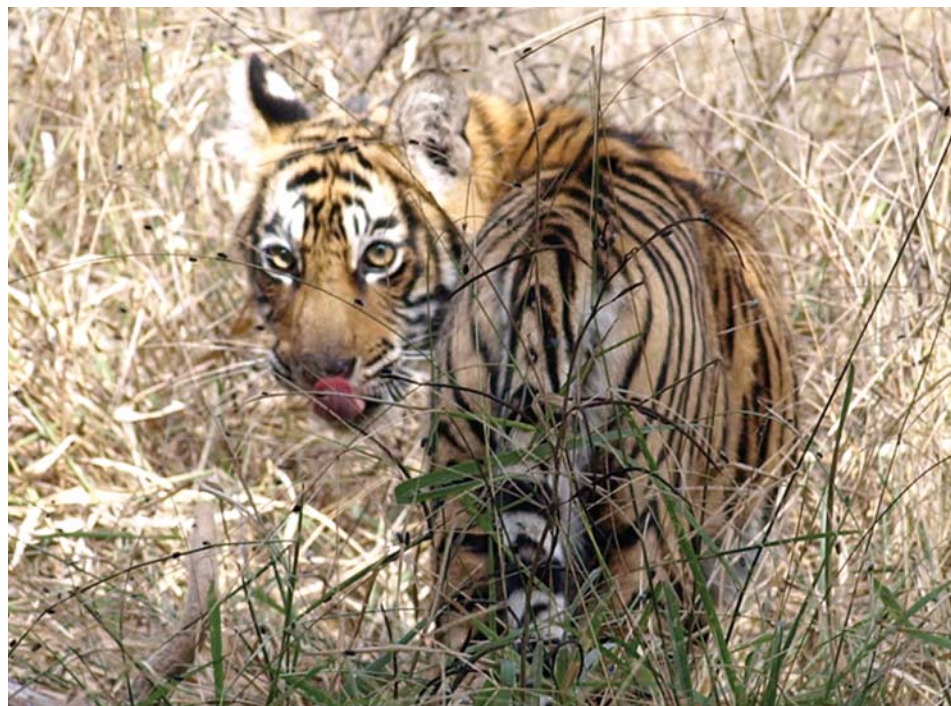
So, when Parashar called me up on the afternoon of October 22, I picked up the cell-phone with a smile. So finally, T36 has come of age. He must have had a successful mating, I told myself. But within seconds, my hope lay shattered.

T36, I was informed, had been killed by another male tiger in a territorial fight. Parashar gave me the details, but I was not listening. I was elsewhere, in a secluded patch of Falaudi, watching T36 as he ambled majestically towards me.

(I am thankful to M D Parashar at Ranthambore who has been my friend and has been constantly giving inputs to write these articles.)

Navin Raheja, Chairman & Managing Director, Raheja Developers, is a keen conservationist and an avid wildlife photographer. He has been travelling to wildlife parks across the globe for over 30 years. He may be contacted at nraheja@rahejabuilders.com.

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T36 as a cub

established hunting techniques, it was a tough question to answer. Such were the state of affairs that an *ad hoc* forest control room was set up in the area. Finally, after a lot of deliberation, senior officials of Ranthambore decided to let mother nature decide the fate of the duo.

Around September 10, Forest Ranger Shri Daulat Singh Shaktawat took upon himself the task of radio-collaring T36. After the procedure, T36 was taken to Sawai Mansingh sanctuary, bordering Ranthambore. The fact that the sanctuary had few resident tigers and the males of Ranthambore used it mainly as a passageway would make it suitable for T36 to establish his domain there.

For months thereafter, I, along with my trusted friend M D Parashar, would scout Sawai Mansingh sanctuary, always on the lookout for T36. He crossed our paths several times, and each encounter is deeply etched in my memory.

made a kill for several days. A desperate and foolish step it was, but hungry T36 took it anyway — he attacked a human being. It happened at Karvoda village, and the woman T36 targeted for a meal was bleeding profusely when we reached the areas.

Two days later, T36 attacked and injured a forest official, Mohan Lal. The same day, the forest authorities, now in panic mode, tranquillised the errant tiger and took him to Falaudi forest range near Ghazipur, some 40 kilometres away from Ranthambore National Park.

It was at Falaudi that I had some of the most memorable encounters with T36. It was clear he was coming into his own, and had started pursuing natural prey such as *chital*, *sambhar* and wild boar.

I would often meet T36 on narrow jungle by lanes in the early mornings. Initially, as was his habit, he would take cover the moment he spotted Parashar's Gypsy. At times, we spotted

Raheja Revanta, the game-changer



Surya Tower



Tapas Townhouses

Raheja Developers has launched **Revanta**, one of the tallest luxury buildings in India, to be constructed by Arabtec, builders of the Burj Khalifa, Dubai, the world's tallest tower. The club and spa will be managed by Amatrra Spa.

Inspired by the youngest son of the Sun God, the iconic structure is all set to be revealed. Revanta is an engineering marvel and an architectural masterpiece.

Towering gloriously at 56 storeys are Revanta's luxurious homes where style meets intelligence. Revanta is strategically located off NH 8 in Sec 78, Gurgaon. It is a high profile gated community built over 18.7 acres right at the centre of Gurgaon near the intersection of NH8 and Gurgaon Ring Road. It is close to the proposed Metro line along Ring Road, surrounded by a host of planned 5-star hotels, golf courses, shopping malls and office developments.

An iconic skybridge on the 51st floor will be overlooking the

Aravalis.

A section of the Revanta will be Amatrra Residences with special facilities like private yoga, private masseur, and private hydrotherapy classes, etc. Apart from these the Amatrra residences will have imported marble flooring, premium tiles, glass railings, concealed-duct airconditioning, and false ceiling.

The luxury and style will be packaged with intelligence. Imagine a home with a mind and a personality. A home that thinks for you, so that you don't have to. From restricted access to Amatrra floors to a digital door lock with keyless entry, from mood lighting to automatic curtains and much, much more. Everything is controlled from your phone or tablet — it's a home with a soul.

Every apartment at the Revanta is a 'green home' — a concept that helps use energy and resources efficiently, thereby creating a healthier environment that is sensitive to air quality, lighting, acoustics

and aesthetics. Revanta is being built under the guidance of the Indian Green Building Council, has LEED precertification, water harvesting, water recycling, dual flushing, etc., and follows the best environmental practices on water and energy conservation.

Revanta would have 2, 3, 4 and 5 bedroom apartments. The rate for the high rises would be Rs 5875/- per sq ft and Rs 4875/-. The sizes varies from 1478 sq ft to 4961 sq ft. The sizes in the low rise would vary from 2073 sq ft to 3532 sq ft. The PLCs would be charged from 22nd floor till the top 56th floor and it would vary from Rs. 100/- per sq ft to Rs. 4000/- per sq ft.

Arabtec Construction LLC is the leading contractor in the United Arab Emirates. Some of Arabtec's well known projects are The Burj Khalifa, the world's tallest tower — 828 m high — the Emirates Palace Hotel in Abu Dhabi, and the Okhta tower in St Petersburg, Russia.

Golden Peacock Award for Raheja for innovation management

RAHEJA Developers has been bestowed with the 'Golden Peacock Innovation Management Award' for the year 2011 by the awards jury under the Chairmanship of Justice P N Bhagwati, former Chief Justice of India and Member, UN Human Rights Commission.

This award recognises new ideas, new products, inventions, services, processes, and new financial techniques or business structures.

The award was presented at a specially organised presentation ceremony on Friday, October 14, 2011, at the Hotel Radisson Edwardian, Bloomsbury Street, in London, in the presence of a distinguished gathering of business leaders, jurists, academics, environmentalists, economists, legislators and policymakers during the Global Convention 2011, being held on October 12-14, 2011 at the same venue in association with World Council for Corporate Governance.



The award was presented by Rt Hon Baroness Verma, Minister in Govt. Whips Office and House of Lords Spokesperson for International Development, UK along with Vindi Banga, Sr Partner, Clayton Dubilier & Rice & Ex Chairman Hindustan Unilever and Lt. Gen. J S Ahluwalia, PVSM (Retd), President, Institute of Directors, New Delhi.



Nayan Raheja receives the awards from Mr Stuart Shield, Chairman, International Property Awards.

Raheja Developers wins thrice at Asia Pacific Property Awards

A GREAT wave of anticipation is hovering over a select number of Asia Pacific's leading property professionals. The Asia Pacific Property Awards 2011 in association with Bloomberg Television and supported by Google have just been announced and Raheja Developers has won three awards for their two different projects. Mr Nayan Raheja, Executive Director, Raheja Developers, received the awards from Mr Stuart Shield, Chairman, International Property Awards.

Successful entrants have been invited to attend a high-profile gala presentation at Longmont Hotel Shanghai on May 31. Raheja Developers has won a five-star award for Residential High Rise Development for "Raheja Iconic Tower", Dharuhera, and two highly commended awards in the categories of Residential High Rise Development for "Raheja Phoenix", Delhi, and Mixed Use Development for "Raheja Phoenix", Delhi. The event is part of the long-established International Property Awards and its award-win-

ners' logo is recognised as a symbol of excellence throughout the global industry. Winning one of these awards is indisputable evidence that Raheja Developers is capable of beating exceedingly strong contenders within the highly competitive Asia-Pacific property arena. Later this year, the highest scoring winners from the Asia Pacific Property Awards will compete against other winners from Europe, Africa, the Americas and the Arab countries to find the ultimate World's Best in each category. The Asia-Pacific region has an enviable record of achievement, having won seven World's Best awards in the finals of 2009 and 2010. No doubt, the property industry will be waiting and watching to see if this record number of wins can be matched or even beaten in 2011. The judging panel is chaired by Lord Bates of Langbaugh and consists of more than 60 professionals whose collective knowledge of the industry is unsurpassed by any other property awards.

Raheja join hands with Amatrra Spa

In an exclusive arrangement with Amatrra Spa, Raheja Developers will now be leading the niche segment as well. Amatrra Spa is a chain of lifestyle Spas in Asia. With almost all national and international awards to its credit, including the "Best Day Spa in a Hotel" by the Ministry of Tourism and "Most Luxurious Day Spa" by the Asia Spa Awards, Amatrra is a concept that has no precedent anywhere in the world.

Amatrra will manage the clubhouses at Raheja Revanta which will include the infinity pool at the 46th floor, spa, steam, sauna, jacuzzi, tennis and basket ball courts, multipurpose gymnasium and will provide wellness special facilities such as private yoga, private masseur, and private hydrotherapy classes. Amatrra Homes offer a life that's healthier, wealthier and wiser. A section of Revanta would also have the Exclusive Amatrra Residences — branded lifestyle homes like never before. Amatrra Homes would reset the benchmark in luxury residences across the country. With Amatrra Homes you upgrade yourself to a superior lifestyle. Amatrra residences will have imported marble flooring, premium tiles, glass railings, concealed ducted air-conditioning, false ceiling, wardrobes, branded, high-end sanitary wares and exquisite fittings and fixtures. Amatrra apartments in the complex will be occupied by upmarket community, and therefore, these apartments will be sold by invitation only. Amatrra homes will be homes with mind and personality. These apartments will be digitally controlled — apart from monitoring them using your iPad, iPhone or Blackberry, you would even be able to switch on and off its fans, lights, TV, music, air conditioning and curtains, enabling you to interact with your apartment. It will be a self-sustaining green project to take care of energy and water conservation.

UPDATE ON CURRENT PROJECTS



RAHEJA RAISINA RESIDENCY

RAISINA RESIDENCY

RCC work for basements 1 and 2 in Agora, Glenbow, Galicia, Venetia, Florence and Axelle is complete. RCC work for New Victoria is complete up to the 16th floor, and up to the 3rd floor in Louvre C and C1. Work on the club house is in progress. Masonry work is complete in Glenbow, Galicia, Venetia and Florence. Masonry work is complete up to 17th floor in Agora, up to the 12th floor in Axelle, and up to the 8th floor in New Victoria. Basement 2 is 65% complete.



RAHEJA VEDAANTA

RAHEJA VEDAANTA

RCC for superstructure is complete for Towers A, B, C, D, E and F. Roof slab in Towers G & H terrace is complete, and 17th slab in Tower I is in progress. Internal brickwork for Towers A, B, C, D, E & F is 97% complete, 19th floor in Tower G and 17th floor in Tower H and 15th floor in Tower I in progress. Fixing of door frame in Towers A, B, C, D, E & F is 85% complete, 12th floor in Tower G, 10% for Tower H & 10th floor in Tower I complete. 95% of electrical conduiting work for Towers A, B, C, D, E & F complete. 11th floor in Tower G, H and I and complete. Internal plaster work in Towers A, B, C, D, E & F is 95% complete, 8th floor in Tower G, 8th floor in Tower H in progress.



RAHEJA VEDAS

RAHEJA VEDAS

RCC for superstructure is complete in Towers D, E and F. Internal brickwork in Towers D, E and F is 97% complete. Fixing of door frame in Towers D, E and F is 85% complete. Electrical conduiting is 93% complete in Towers D, E and F. Internal plaster work in Towers D, E and F is 75% complete. Granite and vitrified flooring has begun in Tower D.

RAHEJA ATHARVA

Status of the eight towers is as follows. RCC super-structure has been completed in Towers A, B, C, D, E, F & G. Brickwork in Towers A, B, C, D, E, F, G & H has been almost 98% completed. Fixing of door frames has been completed 95% in Towers A, B, C, D, E, F, G & H. Internal plaster has been completed 90% in Towers A, B, C, D, E, F, G & H. Railing work has been completed 85% in Towers A, B, C, D, E, F, G & H. Balcony railing has been completed 90% in Towers A, B, C, D, E, F, G & H. External plaster for Towers A, B, C, D, E, F, G & H has been completed 65%. Toilet tiling for all towers is in progress and the same will be completed by November 2011. External sewerage excavation has started. Whitewash on external face of towers is in progress. Lift delivered at site & installation is in progress. Aluminum window fabrication & fixing started for Towers A, B, C & D. External development work such as STP, club house has started.



RAHEJA ATHARVA

RAHEJA SAMPADA

In RCC substructure work, lower ground-floor casting for Towers I & II is in progress and will be completed by the end of this month.



RAHEJA SAMPADA

RAHEJA HIGHWAY ARCADE

Raft/foundation completed upto 40%. PCC completed upto 85%. Weightment Bridge installation complete.



RAHEJA HIGHWAY ARCADE

RAHEJA IMPRESSIONS

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RAHEJA SHILAS

RAHEJA SHILAS

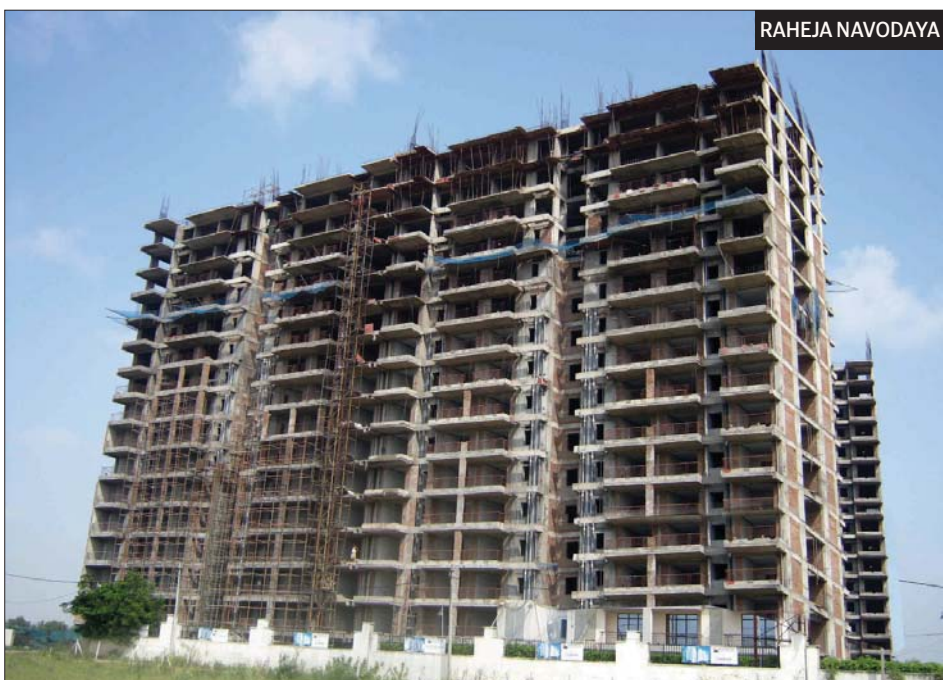
Shillas High Rise in Tower II — 13th roof slab casting in progress, brickwork in progress upto seventh floor. In Tower III — 13th floor slab casting in progress. Tower I — 7th floor slab casting is in progress. Shillas Low Rise In Block 1 — raft completed 80%, balance raft to be completed by the end of this month. Block-II — raft & pedestal completed, ground floor roof slab in progress. Block-III — 2nd floor level completed. Third floor level column to be completed by end of this month. Block IV — 2nd floor level completed. 2nd floor roof to be completed by end of this month. Block-V — 1st floor level completed. 2nd floor level to be completed by end of this month. Block-VI — 2nd floor level to be completed by the end of this month. Block-VII, VIII, IX, X — excavation completed, PCC and raft in progress.



RAHEJA PHOENIX

RAHEJA PHOENIX

Transit camp work to be started at Anand Parbat, Patel Nagar by the end of this month.



RAHEJA NAVODAYA

RAHEJA NAVODAYA

RCC structure work — slab for Towers E, F, G & H completed, slab for Tower A-14th floor cast, Tower B terrace floor slab in progress. Internal brickwork — 9th floor in Tower A, 11th floor in Tower B, 12th floor in Tower E & F, 12th floor in Tower G & H would be in progress. Fixing of door frame — 7th floor in Tower A, 9th floor in Tower B in progress, 11th floor in Tower E & F, 10th floor in Tower G & H would be in progress. Electrical conduiting — 8th floor in Tower A, 8th floor in Tower B, 11th floor in Tower E, 11th floor in Tower G & H in progress. Plumbing — 6th floor in Tower A and 11th floor in Tower B in progress. 11th floor in Towers E, F, G & H would be in progress. Internal plaster — 7th floor in Towers A & B, 6th floor in Towers E&F and 8th & 9th floors in Towers G&H in progress. Lift delivered at site, mummy casting in progress for Towers E, F, G & H.

GLIMPSES OF RECENTLY COMPLETED PROJECTS

RAHEJA ATLANTIS

All civil work completed for all towers. Towers C, D, E and F have been handed over to clients. In Towers A and B, 15 flats to be handed over to clients. Villas 3 and 4 completed, inclusive of finishing. Villas 1 and 2 are almost complete. Landscaping, hardscape work, complex and club house and STP work are also over.



RAHEJA ATLANTIS

RAHEJA EXPO MALL

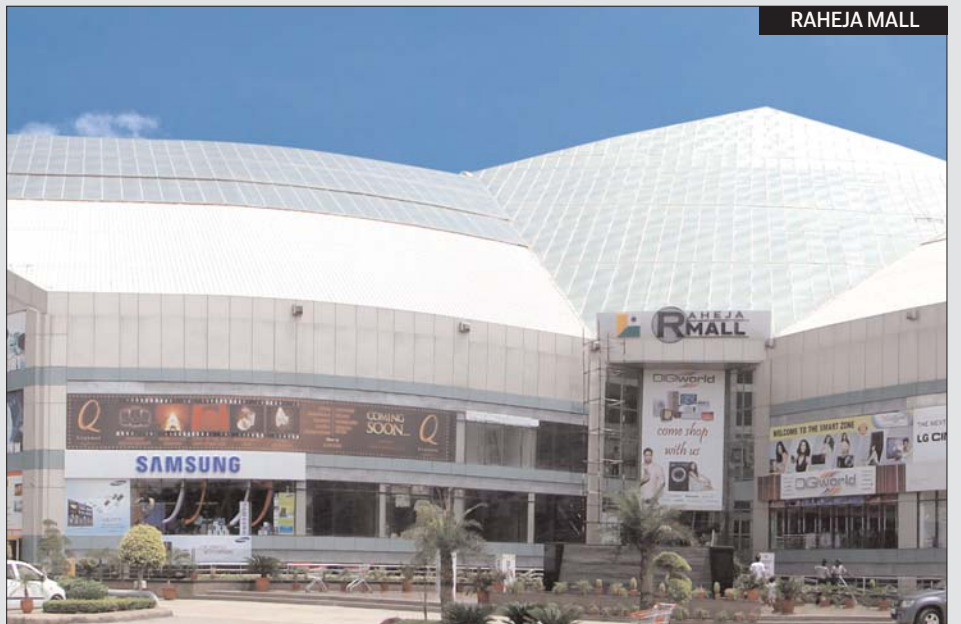
All Civil & Structural work is almost Completed. Skylight/roofing work is in progress. External development/External Lighting work is almost completed. Fire fighting work completed, testing is in progress partly. HVAC work is in progress to be completed by end of this month. Electrical work is in progress, fixing & installation of DG, Transformer is almost complete, final commissioning in progress. Plumbing work completed, testing is in progress. Lift Installation Completed. Commissioning is in Progress. Escalator installation is in progress.



RAHEJA EXPO MALL, PANIPAT

RAHEJA MALL

All civil work complete. All external development work complete. HVAC work complete. Internal electrical work complete. Plumbing work completed. Fire-fighting work complete. Lift installation & commissioning complete. Escalator installation & commissioning complete. Landscaping work complete. Repair work in SRS area (collaborator side) complete. Boundary wall construction in the school side is almost complete. Painting work in toilets is almost complete. Petty repairing work in progress as per customer demand. Snag list completion in progress for the entire mall. STP civil complete, commissioning in progress. Repair & maintenance of plumbing & electrical work in progress, to be completed as soon as possible. Q-cinema work is in progress.



RAHEJA MALL

Raheja's performance management is recognised by award



Mr Anil Sharma, GM, HR, Raheja Developers, receiving the Amity HR Excellence Award from Prof (Dr) Gurinder Singh

RAHEJA Developers was conferred with the Amity HR Excellence Award for Performance Management for 2011 during the Global HR Summit on 'Meeting Leadership Challenges by Developing Emotional, Physical, Intellectual and Spiritual Quotient for New Age Global Organisations'. The company was selected based on Amity's annual comprehensive research on HR practices. This is one of the most prestigious awards of the Institute, which is proud of its tradition to honour exceptional industry icons that are a guiding force for budding managers. The award was received by Anil Sharma, General Manager, from Shri Arup Roy Choudhury, CMD, NTPC, during the inaugural function on September 22, 2011, at the main Amity Campus in Sector 125, Noida.

ANOTHER FEATHER IN THE CAP OF RAHEJA ATLANTIS

RAHEJA Developers has won the Zee Business-RICS Real Estate Runners-Up Award for the Best Luxury Residential Project for 'Atlantis'. In the past, ATLANTIS has also won the CNBC-CRISIL Real Estate Award for Best Project in India. The awards ceremony was held at The Grand, Vasant Kunj. Hon'ble Minister for Urban Development Shri Kamal Nath was the chief guest, who presented these awards to the winners. Apart from him, Mr Varun Das, CEO, Zee Business; Mr Samir Ahluwalia, Editor, Zee Business; and Mr Raktim Das, Business Head, Zee, too gave away the awards to the winners.

Vedas, Shilas, Vedaanta: Three cheers in just a few months



SHILAS



VEDAANTA

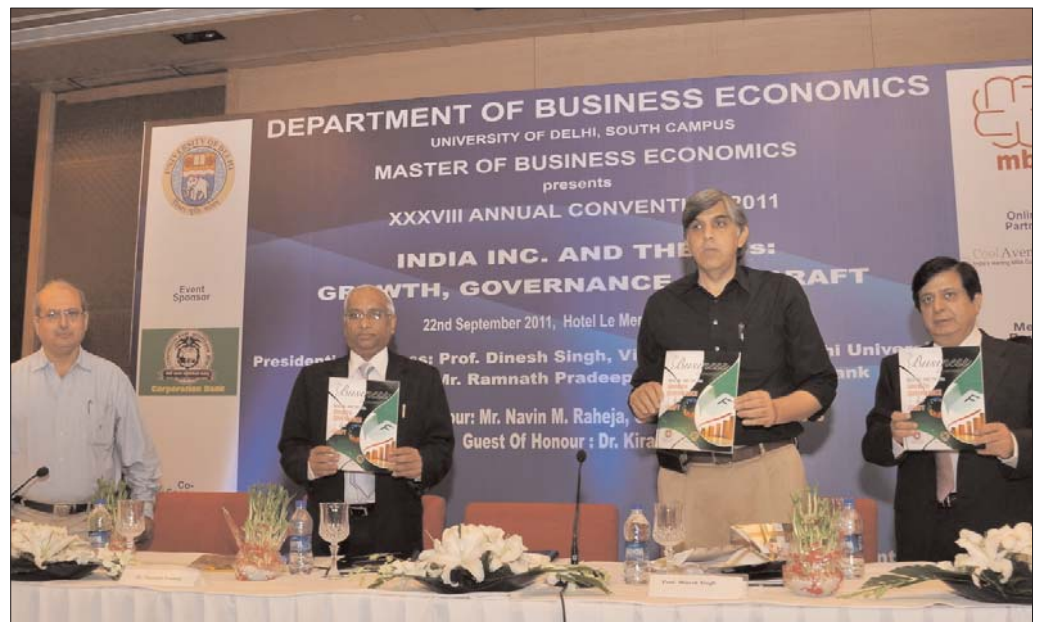


VEDAS

THE last few months have been witness to the sterling success of three of our projects — The Vedas, Shilas Floors and Vedaanta Floors. These projects were launched between January and July 2011, and each of them has been a roaring success. Fully loaded with luxury specifications including Kohler sanitaryware, airconditioning and modular kitchen, these projects have stirred the market and brought the Dwarka Expressway belt in the lime-light in Gurgaon.

The Vedas was launched at Rs 3,575 per sq ft and within a short time of six months, the rate has escalated to Rs 4,575 per sq ft. Shilas Floors was launched at Rs 4,175 per sq ft and has within a mere four months appreciated to Rs 4,975 per sq ft. Even better, Vedaanta Floors was launched at Rs 3,975 per sq ft just a month ago — and the rate has already appreciated to Rs 4,575 per sq ft.

DU's Illustrious Alumnus honour for Raheja



Releasing the journal: (From left) Prof V K Kaul, Head, Department of Business Economics; Mr Ramesh Pradeep, CMD, Corporation Bank; Prof Dinesh Singh, Vice Chancellor, Delhi University; Guest of Honour Mr Navin Raheja

THE Department of Business Economics, University of Delhi conferred the honour of 'Illustrious Alumnus' to Navin Raheja at the inaugural session of the XXXVIIIth MBE Annual Convention 2011 on September 22 at Hotel Le Meridien in Delhi. The theme of the convention, at which Mr Raheja was also the Guest of Honour, was 'India and the 3Gs — Growth, Governance and Graft'. Speaking on the occasion, Mr Raheja shared memories of his days as a student, narrating the story of his journey from a middle-class family with conventional aspirations to his leap in the dark — starting a business armed only with Rs 5,000 and loads of confidence. He offered practical insights into situations businesses face in handling the so-called 'system', and in balancing the interests of the

customers. Some of those present were Mr Ramnath Pradeep, Chairman & Managing Director, Corporation Bank; Dr Kiran Bedi; Mr Parthasarathi Shome, Director & Chief Executive, Indian Council for Research on International Economic Relations (ICRIER); Mr Raj Nair, CMD, AVALON Consulting; Mr Rajesh Kumar, Director, TETRATECH India; Mr K Vaidyanathan, CEO, Quantum Phinance; Mr Ram Prasad Reddy, Director, Final Mile Consulting; Mr P Bagga, Senior VP, Mecklai Finance; Mr Indranil Dey, AVP, RBS; Mr Sachin Chaudhary, AVP, GENPACT; Mr Abhijit Das, Head, Centre for WTO Studies; and Mr Pradeep Vedula, Senior Manager, Asian Paints. The presidential address was delivered by Prof. Dinesh Singh, Vice Chancellor, University of Delhi.

EMPLOYEE OF THE QUARTER

Anil Pandey
Store & Admin-in-charge



Mr Anil Pandey has been associated with the Raheja Group since 2009. He is currently working as Store & Admin-in-charge. Mr Pandey is a dedicated team member, is hardworking and believes in sharing responsibilities. He is indeed an asset to the organisation.

Birth anniversary of Arya Maa Krishna Raheja ji



Smt Nirmal Raheja ji distributes school bags, books and stationery to children on the occasion

An initiative by Krishna Mahesh Gayatri Sansthan

KMGS celebrated the occasion of the birth anniversary of Arya Maa Krishna Raheja ji on 10th July. Prayers and *havan* was performed followed by a cultural programme at the Ashram where children performed dances. In keeping with the tradition, a special lunch was served to the delight of the children.

On Sunday, August 7, a divine Vedic Satsang Samaroh was organised on the occasion of the 4th Anniversary of KMGS by the Raheja family. This also was an occasion for celebrating the Teej festival which is one of the important festivals specially in North India.

It proved to be a huge success with many important personalities attending and participating — like ex-Mayor Mata Shakuntala Arya ji and others. The programme started with a *havan*

which was followed by religious discourses (*pravachan*) and divine songs by distinguished personalities. Raheja family participated with full enthusiasm and guests were privileged to hear the lovely songs by the members of the Raheja family. Children from the Ashram as well as from other places were treated to sumptuous food and books, writing material, school bags, etc. were gifted to them. There were arrangements for elaborate lunch and snacks for the guests. It was a memorable day for all who attended.

The event was also covered by the TV channels such as Sudarshan News and Sadhna religious channel. On Monday, August 22, on the occasion of Janmashtami, a *havan* was performed at KMGS and children were told stories about Lord Krishna.

Advantage Haryana – 'The Land of Opportunities'

A summit was organised by ASSOCHAM at the Le Meridien Hotel, New Delhi. The theme of the summit was the advantage of Haryana as an investment destination, and was designed to attract investors to this state.

Shri Bhupinder Singh Hooda, Hon'ble Chief Minister of Haryana, inaugurated the summit by lighting the traditional lamp. With him was the Hon'ble Minister, Industry & Commerce, Shri Randeep Singh Surjewala, and Shri Chattar Singh, Principal Secretary to CM. Shri Navin Raheja, conference chairman and CMD, Raheja Developers Ltd, welcomed him by presenting a floral bouquet.

In his address, Shri Navin Raheja, charted out 'Why Haryana is better'. He asked investors, "Why go to the adjoining states of Rajasthan and Uttar Pradesh — with per capita incomes of Rs 34,189 and Rs 23,132 respectively — when Haryana has the highest per capita income in the country of Rs 78,781, barring Goa?"

He pointed out Haryana's huge contribution to the economy, and predicted its growth would continue in future because of the Hon'ble Chief Minister's passion, dedication and "working from the heart" style.

Shri Randeep Singh Surjewala asked the question, 'Why Haryana?', and while listing out the answers, gave due appreciation to the private sector's participation in the growth and progress of the state.

He reconfirmed that the focus would be on hinterland development, private-public



Chief Guest, Shri Bhupinder Singh Hooda, Hon'ble Chief Minister of Haryana, releasing a special study on Haryana, titled 'Advantage Haryana – The Land of Opportunities', at the ASSOCHAM Summit on May 28, 2011, at the Le Meridien Hotel, New Delhi. The dignitaries present on the dais are: (from L to R) Shri Randeep Singh Surjewala, Hon'ble Minister, Industry & Commerce; Shri Navin Raheja, CMD Raheja Developers Limited; and Conference Chairman, Shri Bhupinder Singh Hooda, Hon'ble Chief Minister; Shri Anil Agarwal, former President, ASSOCHAM

partnership and grievance redressal. He said Rs 17,000 crore worth of projects were in the pipeline for providing better connectivity to the hinterlands.

The Hon'ble Chief Minister touched upon the extraordinary growth and progress made during the last six years, and said that he envisaged that the economy would grow from \$30 billion to \$130 billion in the next decade. He said that Haryana's land acquisition policy of giving the landowner a one-time payment and an annuity for the next 33 years had been applauded as a model policy for the country.

The other speakers on the occasion were Shri Takashi Shimada, President, Indo Business Centre, Japan; and Shri Karan Chana, Chairman, National Council on Food Processing and Value Addition, ASSOCHAM. A joint presentation was made by Shri Rajiv Arora, Managing Director, HSI-IDC, and Shri Y S Malik, FC & PS (Industries), Government of Haryana.

In his address, Shri Takashi Shimada presented 'Advantage Haryana – The Japanese Point of View'.

He recalled the Maruti Suzuki story that began 25 years ago, and described how Haryana was today the most preferred destination for Japanese investments in India. Shri Shimada's presentation was titled 'Japan-India Manufacturing Tie-ships'.

The concluding remarks were delivered by Shri Vinay Rai, Chairman, National Council on Education, ASSOCHAM.

Conference on Draft National Land Acquisition and R & R Bill-2011



From Left to Right: Dr. N C Saxena, Hon'ble Member, National Advisory Council; Shri Dilip Modi, President, Assocham; Shri Arun Maira, Hon'ble Member of Planning Commission; Shri Navin M Raheja, CMD, Raheja Developers Ltd and Chairman, Real Estate Committee, Assocham

A CONFERENCE on Draft National Land Acquisition and R & R Bill 2011 was organised by Assocham at Assocham House, New Delhi. Shri Arun Maira, Hon'ble Member of Planning Commission and Dr N C Saxena, Hon'ble Member, National Advisory Council, were the chief guests. The conference was organised to define, discuss and formulate strategic and realistic policy so that land acquisition becomes smooth and easier.

Mr Raheja chaired the session and opined that fixing the compensation at six times the best value of registered sale in the area in the last three years would only increase the cost of setting up industrial establishments, infrastructural projects and townships. The compensation proposed would create a shortage of land and would make property costlier. Land is also an input in production of any industry, if land is procured as suggested, then input costs would become very expensive, and one would not be able to compete with countries such as China and Taiwan. This could also lead to rampant speculation by investors.

He suggested that there must be an open debate of all stakeholders. Every state should be required to put up land for development

on e-portals with land offered or available for development projects. Such a website or any other information system that is easily accessible to everyone, where landowners can collectively offer their land for sale, quote their demanded price so that the industry and the government is free to choose and negotiate with the group of such land owners/village panchayats on the rates and other terms. Such a transparent competitive process can help industry decide where to put industry/township/SEZ/infrastructure project depending on sustainability and other factors. The industry is looking forward to an inclusive policy framework with an effective dispute-resolution mechanism, he said.

The eminent speakers who participated included Mr Dilip Modi, President, Assocham; Mr A B Pandya, DG & CMD, National Projects Construction Corporation Ltd; Mr Sunil Dahiya, MD, Vigneshwara Developers Pvt Ltd; Mr Anshul Jain, CEO, DTZ India; Mr Vinay R Sharma, Co-Chairman, SEZ Committee, Assocham; Ms Sayantani Gaddam, VP, Feedback Foundation Trust; and Mr R S Goel, National Convener of National Coordination Committee of Water and Hydro-power related National Professional Societies.

Rental Housing: The Challenges and opportunities

A conference on "Rental Housing: The Challenges and opportunities" was organised on September 23, 2011 by NAREDCO at India Habitat Centre, Lodhi road. The conference focused on rental housing in urban India. Eminent speakers from the industry joined the conference to discuss different ways of how this model of housing could be promoted. The agendas discussed included current market scenario, emerging needs, proposed policy initiatives and augmenting housing supply.

Mr Raheja chaired the session on incentives, taxation and legal issues involved with rental housing in the country. Speaking on the occasion, Mr Raheja advised to redesign regulations that bring rents far out of line with market values or tilt the balance of tenant-land-

lord relations.

He also advised that the government could incentivise individual buyers to invest in rental housing. One route would be by fixing a price for units within the mandatory rental housing component of such projects and selling them to individual buyers instead to the government agencies. To ensure that the purchased unit is used only for rental purposes, a clause ensuring that it is not sold for a specified period could be introduced. Obviously, such a route will require extremely close and diligent monitoring.

The panelist included Dr. P S Rana, former CMD, HUDCO; Shri Subhash Lakhotia, an income tax expert; Shri S C Nanda, advocate, S C Nanda & Co; Brig. (Retd.) R R Singh, Director General, NAREDCO.



From Left to Right: Brig. R R Singh, Director General, NAREDCO; Dr. P S Rana, Former CMD, HUDCO; Mr Navin Raheja, CMD, Raheja Developers Ltd.; Mr Subhash Lakhotia, Income Tax Expert & Mr S C Nanda, Advocate, S C Nanda & Co.

RAHEJA OMA

A Luxury Home that Earns for you



Raheja OMA offers luxury accommodation in a spa setting, ranging from one bedroom condos to stunning 5BHK penthouses at Akasha Skyhomes atop the the iconic 42-storey tower.

Sometimes when the worries and tensions of the world become too much, you feel the need to head out over the horizon to your hidden paradise — calm, serene and peaceful, engulfing you in luxury in a sanctuary of sparkling lagoons and spiritual spas where you can be one with the universe. From the Best Developer, Best Construction Company and Best Spa comes an Award winning Project (International Property Awards): India's First Destination Spa Homes, Raheja OMA.

Raheja OMA is the ideal premium second home away from the din and bustle of the city and provides international quality group housing in the heart of throbbing industrial townships populated by multi-national corporations.

For some it can be an income generating asset too.

Conveniently located at the intersection of NH 8 and NH 71B at Dharuhera, Raheja OMA is surrounded by the tri-city of Rewari, Dharuhera & Bhiwadi. Accessibility and connectivity are major advantages of the project, whose residents will be able to commute comfortably and conveniently to Delhi, Gurgaon, Bhiwadi, Rewari, Manesar and Bawal.

The upcoming industrial zone of Manesar-Dharuhera-Bhiwadi-Bawal largely comprises a state-of-the-art Japanese industrial township as well as scores of domestic industries. Global MNCs are setting up shop here, serviced currently by people who waste precious man hours in commuting daily from Delhi and Gurgaon. Highly paid technocrats and professionals

from all over the country and abroad are flocking here, giving a thrust to the demand for high-end residential accommodation in the area. The 'Managed Homes' at OMA could be the ideal solution for discerning people who are ready to pay for international-quality standards of living and good superstructure. All they need to do is walk in with their suitcases and find everything in place for the perfect home away from home. The bed, breakfast, laundry and housework are taken care of, and an in-house agency fully equipped to manage all requirements is available 24x7.

Investors who do not want to move immediately, have the option of renting out their properties. OMA provides the ideal residence for senior executives of all existing companies, plus those of the many more industries and businesses that are upcoming.

The choices don't end here. A unique modular design enables residents to lease only a component of their condominium with separate access, enjoying long-term returns and creating true value apart from owning India's first destination spa home.

As one size does not fit all, Raheja OMA offers a wide choice from one-bedroom studio condos to the stunning 5 BHK penthouse at the Akasha Skyhomes on the iconic 42-storey tower that offers cloud-high views of the sprawling industrial estates of Dharuhera and Bhiwadi, and the residential developments of Rewari with the rolling greens in the distance. There is also something ideal for those who prefer to be closer to terra firma, the exquisite independent floors at the Sansara

Townhouses, offering classic bungalow-style living pleasure.

A healthy mind in a healthy body is a must for making our lifestyle complete. At Raheja OMA, one can rejuvenate oneself completely through yoga therapy, followed by a session in the gym. And the more 'outdoors kind' can go for a jog in the lush green surroundings in the beautifully manicured lawns and walkways.

Top-end facilities like a swimming pool, steam sauna and jacuzzi, gymnasium and spa are at hand within the complex to kill the accumulated stress and strains of a hectic life. Or you could simply enjoy a game of tennis or billiards — and feel pampered in the resort-like ambience.

A dedicated retail centre and a business centre located within the complex takes care of daily grocery requirements and other convenience shopping.

Every apartment at OMA is a 'green home' — a concept that helps use energy and resources efficiently, thereby creating a healthier environment that is sensitive to air quality, lighting, acoustics and aesthetics. Raheja OMA is being built under the guidance of the Indian Green Building Council (IGBC). The complex has been assigned a "gold rating" by the Ministry of Environment. OMA assures sustainable living in its form, function and use with international quality and amenities.

Every resident would also feel secure in the knowledge that the building is a Seismic Zone 5 earthquake-resistant structure.



Watch *Wilderness Days* every Saturday at 11 am on Doordarshan (DD National)

Wilderness Days

RAHEJA Developers would like to share this wonderful news: Doordarshan (National) has started airing the weekly wildlife show *Wilderness Days*, made by Raheja Productions. It's the first programme in India to capture the magnificent stories of wildlife and environment. You can watch the show every Saturday at 11 am. The programme, shot with high-end HD cameras, is of top-notch international quality and will interest people of all age groups.

Wilderness Days is being viewed across the length and breadth of India, thanks to the vast network and reach of Doordarshan (now more than 90 per cent of the Indian population can receive DD National) programmes through a network of nearly 1,400 terrestrial transmitters. Already, we have started receiving rave feedback about the programme through hundreds of emails and SMSes.

Post your comments at
<http://www.twitter.com/rahejadeveloper>
<http://www.youtube.com/rahejamedia>
<http://www.facebook.com/RahejaDevelopers>

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