

## Some Frequently asked questions FAQs

### Q 1. Why a higher rate of interest ?

The interest is charged not for those who are genuinely paying the installment rather it is charged for those who are defaulting these installments. People should understand & realize that in order to complete the project in time, it is important that every individual pays up in time so that the construction can go in full swing. It is their cooperation and timely payment which is imperative to see that the project goes through in a time bound manner with strict quality standards. Delay in any installment by whatever time puts extra burden on the company, thus loading cost of funds on the projects. For this, the company has to borrow funds from financial institutions for which it has to pay the interest too. It is really painful for us to impose interest on other terms of agreement since we naturally have to source the shortfalls of funds at a cost. We hope that clients will understand this fact and help us achieve the timely completion of ATLANTIS.

### Q2. Any plans for online services like A/C statement, construction schedules, payment details, latest updations etc. provided by MNCs and other big companies ?

We are into the process of having the latest version of ERP as well as other customer friendly software installed, to enable us to service our clients to their satisfaction and at the same time help us enhance our capabilities. Very soon this change will be seen and felt.

### Q 3. Inspite of the commitment of sending the demand letters every two months, people have been receiving it every month. Why ?

The demand letters sent are according to the payment plan. As per the payment plan, the demand letters are issued once the construction reaches that particular level, within the stipulated period mentioned in the payment schedule of the agreement. This is for the knowledge of each esteemed client that if they start calculating the 3rd installment from 4th March '05, when the license for Atlantis was granted, they can easily calculate the rest of the installments every two months according to the construction and can themselves get the answer for the same.



### Q 4. What are the benefits / advantages of SEZ?

- Requisite legislation i.e. SEZ Act/Rules in place. Designated as duty free enclave and to be treated as foreign territory for trade operations and duties/tariffs
- Single window agency for approvals or permissions i.e. Board of Approval in Ministry of Commerce
- Exemption from VAT, Excise Duty, Custom Duty and Service Tax on domestic procurements and imports
- All export incentives available to domestic supplies to SEZ
- 100% Income Tax exempt for a block of five years and 50% for next three years. Exemption for another two years if profit is ploughed back
- In the processing area one can carry out manufacturing or services and in non-processing areas residential and commercial space can be constructed
- 100% FDI permitted
- Branch office of Foreign Company can set up stand alone unit in SEZ without permission of RBI
- No Industrial License required
- Facility of introduction of Co-developer and contractors available
- SEZ is deemed Island container depot. All exports and imports can be directly carried out
- Support services viz. banking, cleaning agents, containers etc. provided
- Exemption from all State Duties and Levies viz. Sales Tax/VAT, Octroi etc.
- Exemption from Stamp Duty and Registration Fees
- Exemption from Electricity Duty
- Assured infrastructure such as Water, Roads, Separate Labour Officer and other Authorities



# Impressions

Quarterly Newsletter by Raheja Developers Pvt. Ltd. 10th July 2006

## Raheja Developers: Leading the way With Safety & Quality

Dear Growth Associate,

A construction company works with much more than just brick & mortar. Cement, concrete & iron are just the outward manifestations of the company's will & desire. Inside this physical structure lies that company's real source of strength - its consumer's dreams & hopes.

We, at Raheja Developers, take every step in accordance, keeping that final customer in mind. No wonder, in just 17 years, we've become the reason behind many of satisfied smiles all over northern India.

As we look back, the most important factor resulting in this overwhelming trust & support is our stress on 'Safety & Quality'. In fact,

calling these two the paramount pillars of all our achievements won't be an exaggeration. In this second installment of 'Impressions', we will highlight a few technical details & associations along with a strong focus on the upcoming SEZ development in Gurgaon, Haryana.



## Gurgaon SEZ, Haryana

As you are aware, we have been granted 'in principal' approval for the development of a multi-product, 5000 acre SEZ near Gurgaon, NH-8, Haryana. A huge array of opportunities await all of us, as this dream project of ours comes into shape. We hope, all of our growth partners will explore the numerous profitable possibilities, that this mega-project is going to provide. You would be happy to know that we have also been granted "in principal approval of product specific SEZ spread over more than 320 Acre for hardware/software including IT/ITES in first week of July. Today we stand amongst the top five real estate companies that have in principal approval by the ministry of commerce to develop multi product SEZ for the



development of Indian Economy. Success that we like to share with everyone. We are now looking for people and corporate to join hands with us as investment partners : land equity partner,

collaborators including ECD's, FDI's etc. or by simply putting up their export oriented production base within our SEZ.

Besides economic advantage of doing business in SEZ, Raheja's would be providing world class infrastructure for business/ economic activities as well as residential and other supporting facility. This would be one of the least developed self-contained world class city with amenities and town planning at par with the modern world class cities of today.

Out of the total area of 5000 acres, the proposed saleable area/ leasable area would be 65,00,000/- sq. mtrs. The proposed break up is as follows:

Total saleable area		65,00,000 Sq. mtr.
Residential lotted	35%	22,75,000 Sq. mtr.
Commercial	15%	9,75,000 Sq. mtr.
Processing	25%	16,25,000 Sq. mtr.
Training & Institutional	10%	6,50,000 Sq. mtr.
Group Housing	5%	3,25,000 Sq. mtr.
Total	100%	65,00,000 Sq. mtr.

As would be evident from above figures the economic viability of the entire project is well understood.

To sum it up we are open to the following kind of legitimate options: 1) co-developer 2) equity holder 3) lease of land (participant in the SEZ can buy land and lease it to the developer for fixed duration). 4) collaboration agreement or investment in units. To name a few possibilities.



**Mr. Navin M. Raheja**  
Managing Director

## Words of Managing Director

Right from the time civilization was borne, human brain has been evolving newer techniques and processes in all spheres of life with an aim to make life more comfortable, be it food, clothing, housing, transportation or entertainment etc.

A change of the conventional to bring in something better and new has been a natural driving spirit for us and with this endeavor we have been consistently improving quality benchmarks in construction industry to create a better world.

In the coming years, our customers will see Raheja Developers creating better systems and civilization standards in pursuit for compelling the competition as a whole to improve quality for

their survival.

Let us continuously improve on technology and inputs to create housing and commercials with improved quality and everyone's affordability to create a better world.



## Raheja Atlantis

As would be evident from the enclosed actual site photograph you would be happy to note that your project is progressing much ahead of schedule.

Since the launch of the project your property has already appreciated in value considerably and looking at the market trends will continue to appreciate further.

We would like to thank our esteemed customers for their overwhelming response to our suggestion of getting their apartments with Regal specifications converted into Royal specifications. Your support has ensured not only the uniformity in all flats but also enhanced the overall quality of your homes.

During the offer period the piped gas line connection was to be given @ Rs. 20,000/- per connection and double glass windows @ Rs. 130 per sq. ft. This was possible then, as the cost was getting spread over the entire project at subsidized rates.

For our valued customers we are giving them one more chance of opting for piped gas @ Rs. 35,000/- per connection and double glazed windows per @ Rs. 180/- per sq. ft. Please note that, these prices are applicable upto the close of business hours of 14<sup>th</sup> August '06.

Beyond this date, the rates applicable will be at the prevailing market prices.



## From the DESK OF G.M.-Projects (Mr. S. K. Jain I.I.T.-Delhi)



Safety nets being used at the construction site for the workers

Safety and Quality have always remained the paramount considerations at Rahejas. Every effort is made to ensure that the best is picked and delivered to their valuable customers.

In today's world mechanization process is gearing up fast and so is the construction industry. However the rapid execution of these construction projects require extensive usage of machinery which undoubtedly give great threat to the workers working on these sites. Keeping safety as the prime concern, the company has come across with various precautions taken at these sites. Some of these are:

- Display of caution boards & putting up Hazard tapes at places of deep excavation, De-shuttering, hoisting of materials etc.
- Wearing safety helmets and shoes by staff & workers
- Proper area lighting while working in evenings
- All safety measures for electrical T & P and its wiring
- Fixing of horizontal & vertical nets

### The major quality control measures adopted at our sites are:

- Physical & field tests are conducted for quality, size of coarse aggregate, color, flakiness etc.
- Sieve analysis & silt content tests are conducted to test the quality of sand
- Before allowing the pouring of concrete, a check for the symmetry of steel bars; ring hooks of columns/bends; spacing of steel bars, laps, hooks etc.; adequacy of thickness & evenness of cover blocks is conducted
- The strength of concrete is ascertained by taking cubes & testing them as per ISO 456-2000, at seven days and twenty eight days
- The curing of RCC, brickwork, plaster etc. is ascertained atleast for seven days
- Consistent & independent checks on RMC quality is been done by three different agencies

## Rewards for the Vision

In a recent auction at IIT Manesar in closed proximately to Raheja Sqaure, bidding gives clear meaning to the appreciation in the area and indication towards the future realization and appreciation. The table below gives the whole prospective.

### HSIDC AUCTION

Sector	Area (Sq.meter)	Cost in Rs. Crores
J	6804	95.10
K	5802	101.50
L	Uppal Housing	93.60



The Bumi pooja held on 23rd July and the work is now full swing

## Raheja Mall

The digging work at the site has already commenced after receiving the due approvals of the projects and building sanction plans approved by the competent government authorities.

As per news items appearing on regular basis, the going rate in around this area is already between Rs. 8,500 and 10,000/- per sq. ft. The Bhoomipujan is scheduled soon. Our valued customers would be invited accordingly and request your presence to bless our venture for enhanced prosperity of the ever growing Raheja family.

For your kind convenience site office is already operational.

## Raheja Expo-mall, Panipat

The work at site has already started in right earnest after receiving the necessary approvals from concerned government departments.

For your kind convenience the site office is already operational. There is a lot of infra-structural development happening on the National Highway passing through Panipat, including an under construction flyover and strengthening of the peripheral road network. This initiative of Haryana Govt. along with the National Highway Authority of India will help in providing desired infrastructure hereby giving added convenience to the people of Panipat in general and the business community in particular. This is bound to translate into higher returns on your investment in the Raheja ExpoMall Project.

