

Impressions

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RAHEJA
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Quarterly Newsletter

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How to track Tigers in the Wild



A seven years old big male tiger in Corbett National Park near Khinnanauli, by Nayan N. Raheja

This time around I would like to focus on a slightly lighter topic that would be of direct consequence to many of the readers. I would reckon that there would be many amongst us who would have gone to a forest reserve in India with the anticipation of seeing lots of wildlife! However, there would be only a fraction of people who would have come

back satisfied!

While the primary endeavor for most of us when we visit any park is to have a good holiday, I have noticed that most people turn it into a life or death situation to have atleast one encounter with the King of the Jungle (thats the Tiger!) during their visit. My recommendation would be not to turn it into a prestige issue. Kings are, after all, supposed to be elusive!

Slow Down! Notice the flight of the birds, the colors of the insects, the incense of the flowers, the behavior of the animals, and watch the delicate balance of nature unfold

itself in front of you. Tiger sighting is so much better when seen in conjunction with the complete ecosystem! Because it tells you how the web of interdependence is so delicately woven around the lives of all the inhabitants of a jungle.

So how should one go about tracking tigers in the

wild ! Well, I would like to break this up into a few pointers. These are exactly in the order in which they should be implemented. You need to employ all your senses to be able to successfully track down a Tiger.

TALK Talk to the Guides or the locals. Try to understand roughly the areas in which various different tigers have been sighted. Tigers are highly territorial and usually stick to their territories. Also ask if they frequent any particular track or have been sighted around any particular patch within their territory at any particular time in a day.

FEEL Once an area is roughly estimated, ask yourself this "Where would you be this time of the day if you were a Tiger?" Would you be near a water source? Would you be sitting in the shade? Tigers are likely to be near the water and sitting in the shade particularly in the afternoons of a hot summer day. Or would you rather be in the grasslands? Grasslands are home to a lot of the Tiger's prey base like Deer, Monkeys, Boars etc. And tigers usually like to hunt with the element of surprise on their side. Hence, they usually come out to hunt in the late evenings or the wee hours of the morning. They may also laze around in open grasslands on a sunny winter afternoon !

SEE Look around! Can you see the pug marks of the Tiger on the dusty track? Did you notice any

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Business Delegation to UAE

Mr. Navin M Raheja as the chairman of ASSOCHAM Expert Committee led a high level business delegation to the United Arab Emirates. The delegates engaged a large number of UAE based business persons in a dialogue to look for fresh opportunities and new avenues for business tie ups between 17 - 21 January, 2009. The 15 member delegation was drawn from various sectors in industry and commerce. The program included important meetings drawn up in collaboration with the Sharjah Chamber of Commerce & Industry, Dubai Chamber of Commerce & Industry, Dubai Export Development Corporation, Indian Business & Professional Council - Sharjah and the Embassy of India in UAE.

The delegation also met Mr. Arab Atique, Director General, Dubai Chamber of Commerce and the



Mr. Navin M. Raheja, Head of Indian ASSOCHAM delegation with Mr. Ajab Atique, Director General, Dubai Chamber of Commerce and Industry

office bearers of the Chamber. He provided useful information about various areas of economic activity in Dubai. The delegation also visited a specialized exhibition on steel products and machineries "Steel Fab" at Sharjah Expo Centre where the delegates interacted with businessmen from UAE. The delegates also visited Dubai Exports Development Corporation of the Government of Dubai who subsequently helped the delegates in fixing one-on-one meetings with concerned businesses. Mr. Raheja himself had exclusive meetings with the major developers of Dubai and Sharjah and thus began the process of a series of dialogue for forging alliances in the field of infrastructure development. The trip also provided an opportunity to visit the free zones of Hamriyah in Sharjah and Jebel Ali in Dubai and was very fruitful as it provided valuable insight into the development of an Special Economic Zones.

Ambassador of Japan visits Raheja Engineering SEZ

The Ambassador of Japan, H.E Hideaki Domichi led a high level Japanese business delegation for a site visit to Raheja Engineering SEZ on 23rd December, 2008. The delegation comprised higher officials of reputed Japanese companies operating in India viz. Swaraj Mazda, Mitsubishi, Sumitomo Corp., Mitsui Chemicals etc. The visitors also included officials from Japan Bank of International Cooperation and Jetro.

The delegates were also escorted to the Inland Container Depot (ICD) Harsaru and the under construction Kundli-Manesar-Palwal (KMP) Global Corridor which are in close proximity to the SEZ and provides crucial logistic support of Raheja Engineering SEZ.

The guests were welcomed by the Chairman Mr. Navin M. Raheja, who shared with them his mission of the economic development of the area



Japanese Delegates along with H.E Hideaki Domichi, the Ambassador of Japan Listening to the presentation of Raheja Engineering SEZ

and formalizing long lasting business relationship with the Japanese organizations. It was followed by a brief presentation by Mr. Ajay Midha, Director

Raheja SEZs Ltd., on the benefits of setting up a unit in SEZ and various advantages of Raheja Engineering SEZ. Speaking on the occasion, H.E. Hideaki Domichi, the Ambassador of Japan appreciated the Raheja SEZ model as the developed without government's support on land acquisition and taking every stakeholder with them - a model of inclusive growth. Many Japanese interested are evincing interest in Raheja SEZ. The occasion concluded with dinner.

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NAVIN M. RAHEJA
Managing Director

Words of the Managing Director

“INDIA LIVES WITHOUT HOMES”

Many of us when go outside India, we look at a different civilized world and generally find people living in a civilized world. But when we touch back, we get a feeling of having come back to a disorganized system. Even after 60 years of Independence, we have failed to give homes and infrastructure to all segments of society.

It is true that one sixth of the World's population lives in this sub-continent but the houses where the population stays are mostly unauthorized construction or Jhuggies. Currently, there is a demand of 2.5 Cr dwelling units in India. If we do a thorough introspection, we would largely observe that the country's planners, bureaucratic and political systems were not able to develop modules to facilitate housing for all segments of society within their budgeted affordabilities. During all these years, the development authorities and municipal corporations have tried to build and provide housing but the supply was awfully inadequate.

The main reasons for this are that Government themselves assumed role of builders, while the Government have its role up to the planned development and should limit its role to the extent of controlling unscrupulous elements and land mafias. The time has come that we should all wake up to this fact, be honest to our ourselves and ensure that everyone gets a organized and civilized place so that India can live and grow into the next Century.

To take the country forward from this day when there is an economic slowdown and customer confidence is at its low, the Government should ensure the following:

1. Involve private sector in a model where low cost housing in various sizes can be constructed across all sectors, areas and townships specially near to work places.
2. To make available the supply of land to credible developers to build and sell mass housing at the

pre declared lowest rates on financial bid basis.

3. To make all clearances online and fast track including environment clearances.
4. These housings up to a segment of under Rs.10 lacs be subsidized and financed on subsidized interest rates.
5. Government to privatize infrastructural development with a more pragmatic master planning of townships. These master planning should be based upon incorporating the actual user based demand only. A national data bank registry should be created, so that one house hold gets only one house and unscrupulous investors and speculators could be removed.

With just a few initiatives we shall be able to change the face of this country and give homes to everyone. Nevertheless, the economic turn around is likely to happen after elections if India mandates a stable government.

Interactive Session with Gen (Retd) Parvez Musharraf



Mrs & Mr Navin M Raheja with Gen (Retd.) Parvez Musharraf, Former President of Pakistan

Mrs. & Mr. Navin M Raheja were invited for lunch to meet Pakistan's former President, Gen (Retd) Parvez Musharraf who was on a visit to India at an interactive session organized at "The Oberoi", New Delhi on march 8, 2009. Gen. Musharraf while addressing the meet said "This century is the century of geo-economics. It's the economy which will drive nations towards development and people towards their welfare."

While having lunch on the same table Mrs. Raheja asked him two questions. The conversation between them is

stated as under:

Ques.1. "I was born and brought up in Kashmir Uptill late 80's Kashmiri Muslims had been nice and innocent till their children were misled and handed over the guns to kill other innocent people in the Valley. Do you think it was a right thing to do?"

Ques.2. "When we meet Pakistani people anywhere globally, we find them very loving and caring. They give us special attention. They are exceptionally hospitable and respect us. Similarly, why can't we share the same confidence and love at Governance levels." Mr. Raheja too out of sheer curiosity questioned him which is stated in his own words as "When I was studying in 5th class, I remember one of my teachers Mr. Narain Dutt who had witnessed the India-Pakistan getting separated, always used to tell me- Navin! Although I kept on dreaming for a reunited India, I shall not see it happening in my life-but possibly you will see everyone sharing and living as if it is our country. Gen Musharraf please tell me will it happen during my life time ?"

On this Mr. Musharraf took a pause for sometime and didn't utter a single word. Looking him in dilemma, Mr. Raheja asked him to answer all these questions after finishing lunch. Midway between the lunch **Mr. Musharraf said, " SORRY! I won't be able to answer any of your questions!"NO REPLY..... Can any Pakistani Leader reply truly if it will happen or not?????????**

Nevertheless Mrs. and Mr. Raheja have been invited to visit Pakistan with an assurance "we will try to make you feel at home", vide email dated 16/3/2009.

2009 IMM Award for Excellence as the Top Managing Director



Mr. Navin M. Raheja, Managing Director - Raheja Developers, receiving the award from Hon'ble Minister of State for Home Affairs Sh. ShriPrakash Jaiswal & Hon'ble Dr. A.R. Kidwai, Governor, State of Haryana

Mr. Raheja was awarded the 2009 IMM Award for Excellence as the Top Managing Director by Institute of Marketing and Management. The award was conferred on him at the inaugural session of the 36th World Marketing Congress on February 12, 2009 at the India Habitat Centre, New Delhi by Dr. A.R Kidwai, Honble Governor of Haryana & Shri Shri Prakash Jaiswal, Honble Union Minister of State for Home Affairs, Govt. of India.

Amity Corporate Excellence Award for Outstanding Marketing



Mr. Harinder Dhillon, GM (Mktg.), receiving the award from the hands of Ambassador of Bahrain

We were also honored Amity Corporate Excellence Award by Amity Business School during their International business Summit on February 26, 2009. Winners wer chosen after having extensive research on various companies on how to become more effective through appropriate cross cultural values, attitudes, leadership and self awareness. The institute meticulously studied the progress of renowned companies across various sectors. Based on their study of companies, we were chosen and awarded the honor. The award was presented by the Ambassador of Bahrain & the Ambassador of Tajikistan to Mr Harinder Dhillon, GM-Marketing, Raheja Developers.

PROJECT UPDATES

Status of Raheja Atlantis



Actual Photo of Atlantis

Possession to customers of Tower C, D, E & F have already been given. Work activities in Society Flats and EWS units have been complete. Fenestration work, Flooring and Final Finishing work going on with full swing in Tower A & B.

Status of Raheja Mall



Actual Photo of Raheja Mall

Civil and Structure work complete. Finishing work with False Ceiling, flooring, Internal wall cladding, Painting, white washing, MS Railing, MS Grating, SS Railing, Expansion joint treatment, Plumbing and Fire Fighting works are almost complete. Works under progress for Air Conditioning, Lift and Escalators, Frameless Shop doors, External Façade work and Space frame. External Development works, STP, External Drainage and Sewer connection are going on.

Status of Raheja Expo Mall, Panipat



Actual Photo of Expo Mall

Civil, Structure, Finishing work and Outer Glazing work complete. Internal Glazing work, Fire Fighting work, piping for HVAC, Electrical and Plumbing work are almost complete. Work is in progress for installation of Lift and Escalators. External Development works are going on.

Status of Vedaanta



Actual photo of Vedaanta

Foundation work complete. Retaining work as well as basement column work under progress. Raft foundation in Block GHI Complete.

Status of Navodaya



Actual photo of Navodaya

Foundation work complete. Basement floor slab with columns in block GH will be casted shortly.

Status of Atharva - Building Sanction Plans received



Artistic impression of Atharva

Hard copy of Building Sanction Plans received. Excavation work complete. Foundation work to start now.

Status of Raisina Residency

- Tower A – Ground floor slab complete
- Tower B – First floor slab, 50% complete
- Tower D1 – Ground floor slab, 50% complete
- Tower E – Ground floor slab, 50% complete
- Tower E1 - Ground floor slab, 50% complete



Actual photo of Raisina Residency

- Non-Tower area 1 – Basement floor slab, 20% complete and GF slab, 6% complete.
- Concrete consumed till date: 9000 cum
- Steel consumed till date: 1300 MT

Raheja Engineering SEZ



Actual photo of Raheja Engineering SEZ

The development work at the site has commenced. Part of the approach road has been constructed and laying of the 30 mtr. wide internal road has also started. The SEZ area has been properly fenced and now preparation is being made to commence the boundary wall of the processing area.

Power & water for SEZ

Water: 30 mgd is proposed to be given from Basai Canal.

Power: The State of Haryana will have sufficient power after the commencement of operation in Yamuna Nagar- Jagadiri Power plant.

Mr. Raheja Nominated for Managing Committee CII

Mr. Raheja, has been elected for the Delhi State Council of CII and has been recommended as a nominee for Chairmanship of Committee of Experts on Real Estate.

Raheja Atlantis chosen for “The Best Garden In The City Award”



HUDA had organized the Annual Flower Show Festival 09 on 27th and 28th Feb 09 at Leisure Valley Park, Sec-29, Gurgaon. Different landscaping Firms had participated in the show this time again who have designed and managed landscaping of different Developers. Raheja Atlantis got the “Best Garden in the city” award in the show. Director General, HIPA, Mrs. Rajni Sekhri Sibal was the chief guest who distributed the prizes to the winners.



Annual day function at Krishna Mahesh Gayatri Sansthan



Children of Krishna Mahesh Gayatri Sansthan with their awards

On 18th January 2009, Ved Mandir, Krishna Mahesh Gayatri Sansthan celebrated its Second Annual Day at W-22A/2A, Sainik Farms, Delhi. Bhavya Vedic Satsang Samaroh was organized to commensurate this great occasion. Mananiye Dr.Yoganand Jee Shastri, Adhyaksh, Delhi Vidhan Sabha was invited as the Chief Guest. The Programme was chaired by Sh. Darshan Kumar Jee Agnihotri. The Programme included: Havan,

Pravachan and Prize Distribution to Ved Mandir's children who excelled in different fields of school's scholastic schemes followed by melodious Bhajans by Sh. Satish Satyam and Richa -Priya. It was attended by Appro.500 guests mainly from Arya Samaj from all over Delhi. Mrs. Shakuntla Arya, Ex. Mayor (Mahapor) Delhi gave a speech on her sweet relationship with Late Mrs. Krishna Raheja. She spoke highly about her contributions to Arya Samaj and Humanity selflessly. We all miss her.



Hon'ble Dr. Yoganand Jee Shastri, Adhyaksh, Delhi Vidhan Sabha with members of Sansthan

Employees of the Quarter



HARINDER DHILLON
GM (Marketing)

Harinder has played a key role in company achieving overwhelming sales in Vedaanta, Navodaya, Atharva as well as Atlantis. Positively contributed in company achieving various awards and accolades. Took care of effective Brand building for the company through effective advertising strategies.



CA RAJAT KALRA
Manager (Finance & Accounts)

An FCA, Rajat is the operational head of the Finance and Accounts with us. Since the time he is onboard, all operations have been streamlined. Very sharp and incisive, he scrutinizes all bills with scientific precision. Extremely affable and customer focused he is always in the forefront in all matters needing his attention and inputs.

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Tiger Faeces along the way? Tiger faeces is distinctly different from other animals as it contains undigested hair and bones. Did you see any tiger scratch marks on the bark of the lower part of a tree? Tigers scratch a tree to mark their territory as well as sharpen their claws. Can you notice any vultures hovering over a particular part of a forest? It might be a tiger kill! Did you notice any deer running in alarm or standing and concentrating towards one direction while pounding one of their front feet hard on the ground? That's a surefire sign of a Tiger or a Leopard!

HEAR In all my hundreds of travels to the forests, this has been by far the most important sense of all to successfully trace the position of a Tiger as it can be used to see the tiger using the eyes of all the other animals of the forest. Try to listen to the sounds of the jungle. Most animals make a distinguishable alarm call as soon as they sense a tiger in the vicinity. There's the piercing "Paoo-paoo" of a Spotted deer. Or the deeply throated "Khar-takaao-khaar" of a Langur monkey. Sambars, Barking Deer, Elephants and even some varieties of birds, all have their own way to warn others in the forest of the impending danger. Just like trumpets marking the movement of a Royal Caravan!

SMELL Can you smell the stench of rotting flesh in any particular area? It may just be a kill made by the Tiger. If you do manage to get a glimpse of the kill and find it disemboweled, it's surely either a tiger or a leopard kill! And it will come back to finish its meal later!!

So these are the techniques (in brief) that are used by all Wildlifers across the world to track down Tigers. But the most important knowledge that you need to be on your side is that Tigers are extremely reclusive creatures and the number of tigers in the wild is certainly not conducive to frequent sighting anymore!! So proper knowledge, good luck and patience, are the only ways to book an appointment with the King!

- Nayan N. Raheja

Nayan N. Raheja is son of Mr. Navin M. Raheja, Architect from SPA and a keen Wildlife Photographer.

Franchise Meet For Investors



Different brands and Investors who participated at the Franchise meet at Gurgaon



Raheja Developers along with franchise India had jointly organized a Franchise Meet to bridge the gap between the local investors, Brands and us. This was organized at Ansal Palms Club, Sushant Lok, Gurgaon on 23rd January, 09. It was an effort to make investor confident of Franchise system. This unique seminar cum exposition had been designed keeping in mind Indian Business

investors. The meet was organized to promote literacy campaign of how partnering companies should ensure safer preposition and how they could be of better repute than an independent start up. This meet proved beneficial to both our investors and brands as we were able to click 40 LOIs from different retail brands opening stores in our commercial projects.

Dealers Meet & Award Felicitation



Mr. Raheja along with channel partners of the organization

A dealers meet was organized on 17th of January at Gymkhana club, New Delhi to felicitate all our channel partners who have contributed in successfully selling our projects especially Atlantis. Atlantis has recently bagged CNBC AWAAZ-CRISIL

REAL ESTATE AWARDS 08 for the best residential development in the country. The top 5 among all who have done maximum business with us in Atlantis were awarded a trophy and a certificate of excellence for their contribution in the project.

"Quality Improvement Programme" at Raheja Developers

"HR Department have organized as many as 10 interactive sessions including workshops for all the employee of our organization. They were not only trained on new software like MS Project but were

benefited with lecture sessions on Leading, Managing and Communicating Effectively including four outbound programmes conducted at Nainital, Haridwar and Rishikesh.

Contact us :-

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