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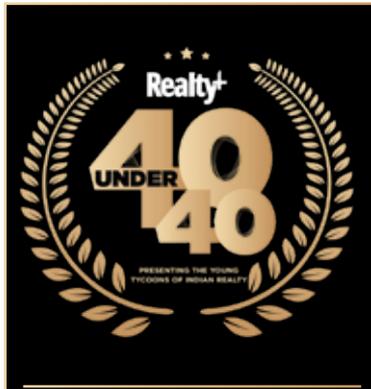
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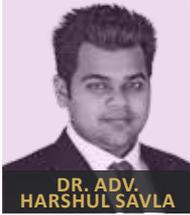
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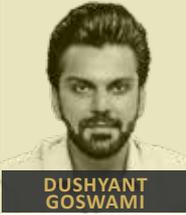
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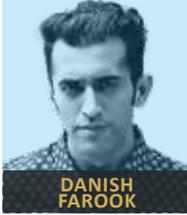
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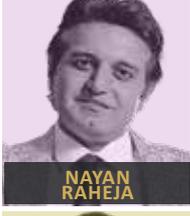
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REAL ESTATE'S YOUNG TURKS OF 2021



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of companies anticipate remote working being the new norm

PWC, Future of Remote Working

PANORAMA

by ANNURAG BATRA

Editor-in-Chief

POWERFUL POTENTIAL OF YOUNG LEADERSHIP

India is home to the fifth of the world's youth population, a demographic dividend that could play a critical role in achieving the nation's ambition to become a US\$ 5 trillion economy. On one end the large youth population offers both a workforce as well as a market, on the other it is driving a culture of innovation, entrepreneurship and diversity.

Contrary to popular belief, real estate is one of the most promising sectors of the Indian economy. The industry is poised to grow to 180 Billion USD by 2022 and the government's mission of "Housing for All" and Smart cities has enhanced the growth of the sector to a considerable extent. But, realty and infrastructure also face a current shortfall of 4 million core industry professionals, with the skill deficit estimated to reach 75 million by 2022. This gives an immense scope of opportunities for skilled manpower in both the sectors.

The global real estate investment summit to be presented by Realty+ will further highlight the challenges & prospects of not only development but also investment from Indian and international investors in Indian real estate.

We have a powerful potential in our youth and they have shown the courage to change conventional ideas and practices, more so

under the shadow of the global pandemic. They have taken charge to lead their organizations in the turbulent times and have not only shown resilience but also growth despite the crisis.

For that reason, Realty+ took the initiative of highlighting 40 influential young leaders for their performance as an influencer within the organization and in the respective industry. The Realty+ 40 under 40 event held this month celebrated real estate's dynamic young professionals that are paving the path for change and innovation. This issue will give you a peek in the minds of the next-gen professionals and know how they are steering their brands and organizations.

Continuing on the path of creating a culture of individual recognition, we look forward to Realty+ Top Marketing Minds Awards as well as the Realty+ Women Icon Awards that are coming up in the next following months and will recognize the marketing talent and women achievers in the field of real estate.

"We cannot always build the future for our youth, but we can build our youth for the future." ~ Franklin D. Roosevelt



PUBLISHER & EDITOR-IN-CHIEF

Annurag Batra

DIRECTOR

Nawal Ahuja

PUBLISHER & BUSINESS HEAD

Tripti Kedia

tripti@exchange4media.com

+91 9820010226

EDITORIAL

Sapna Srivastava | Editor

sapna.srivastava@exchange4media.com

+ 91 9769993655

Nadine D'Souza | Editorial Consultant

nadine.dsouza@exchange4media.com

+91 9819175740

Dolly Singh | Correspondent

dolly.singh@exchange4media.com

+91 98696 80045

ART & DESIGN

Shamsad Shaikh | Senior Art Director

Goraksh Kokate | Senior Designer

PHOTOGRAPHER

Suresh Gola | Delhi

ADVERTISING & SALES

Ganesh Gurav | Sr. Manager - Sales

ganesh.gurav@exchange4media.com

+91 9930960403

CIRCULATION /SUBSCRIPTION

Almas Khan | Manager – Events & Marketing

almas.khan@exchange4media.com

+91 9773257054

ADVISORY BOARD

Anuj Puri

Chairman, Anarock Property Consultants Pvt. Ltd.

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Delhi Office

Shop No: 32-33, South Ext. Part-1, Om Vihar,

Uttam Nagar (West), New Delhi-59, Phone: 011-25334822

Noida Office

B-20, Sector-57, Noida-201301

Phone: 0120-4007700; Fax: 0120 4007799

Mumbai Office

301, Kakad Bhavan, 3rd Floor, 11th Street, Opp. Gaiety

Galaxy Cinema, Bandra (W), Mumbai 400050

Phone: 022 6620 6000, Fax: 022 6620 6099

Bengaluru Office

18, 3rd B Cross, Domlur II, Stage,

Bangalore 560071, Phone: 080-41119469

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FROM THE EDITOR'S DESK



This month, billionaire Richard Branson beat Jeff Bezos and Elon Musk by becoming the first person to travel to the “edge of space” — in his company Virgin Galactic’s spacecraft. While, this seems to have brought us one step closer to promote outer world real estate, the real estate on earth especially in India seems to be in good hands as well, as was evident in the Realty+ first 40 Under 40 event that recognized the young generation of developers, their innovative ideas, break through approach and daring optimism.

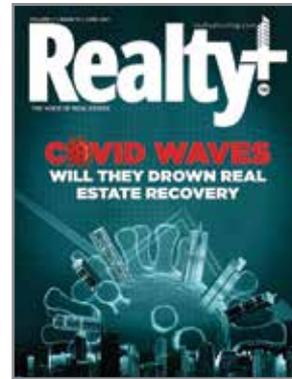
From design, construction, financial transaction to development and asset management, all segments of real estate landscape are getting democratized with the advent of technology and change of mind set. The year 2021 seems to be the turning point for India’s real estate sector as we see new patterns emerging in both demand and supply side of the sector. The global investment community is keenly watching this space to find the right opportunities for investing and to be part of the most compelling and energetic real estate market of the world.

Sapna Srivastava

sapna.srivastava@exchange4media.com

You can access the web edition of Realty+ at www.realtyplusmag.com and also subscribe for the Daily Newsletter. You can send your letter to us at realtyplus@exchange4media.com mentioning the sections name in the subject line.

IN BOX



Realty+ is covering updated real estate scenario effectively. Their coverage is not only Pan India but Global as well. It also exhibits realty projects and very useful features such as “News in focus” and “Cover Story” that are very informative. It speaks about the latest developments and technologies in the real estate ecosystem as well. The Realty+ virtual series is an innovative idea especially in pandemic situation and I am sure it is appreciated by many in the construction industry. The various events organized by Realty+ throw light on achievements and success stories of the leading realty players.

I believe Realty + is truly a mirror of the real estate scenario and it’s always a handy information material for all the aspirants of the Industry. I extend my best wishes to the efforts of the Realty+ in making it more effective and useful to the readers.

Ar. Prashant Deshmukh

Principal Architect – PDA | CMD – PDPPL

Realty+ helps readers to get deeper insights into the dynamics of the sector beyond the headline numbers that one reads in news articles. It helps one understand the issues, solutions and changes taking place within different asset classes, markets or sections.

Siddhart Goel

Director & Head- Research, Colliers India

Realty+ has bridged the communication and information gap between the various disciplines of construction world. With regular newsletters and crisp information one is up to date with the industry. Keep it up!

Shashank Shahbadi

Principal Architect, Eastside Office

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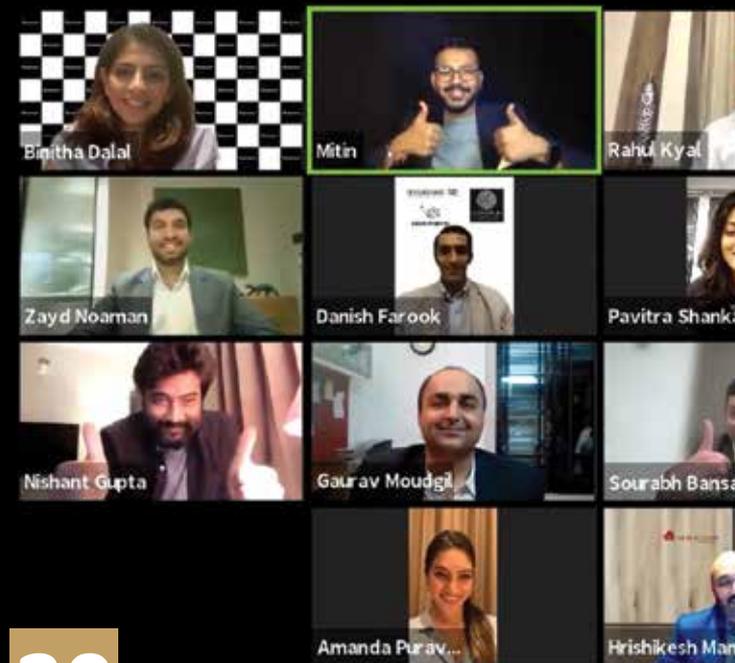
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JULY 2021



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NEWS

IN FOCUS

NEW NOIDA TO BE DEVELOPED AS FINANCIAL HUB

New Noida, the ambitious satellite town of UP has been envisaged as a financial centre and will be the largest such Greenfield project in the national capital region. The first and biggest challenge will be land acquisition. The School of Planning & Architecture (SPA) will suggest the most feasible models. Urban land consolidation procedures used in other countries will be studied, officials said, among them will be the land readjustment process followed in Malaysia, urban land replotting in Finland and land pooling models implemented in Japan, Australia and South Korea.



The master plan for New Noida, being prepared by the Delhi based School of Planning and Architecture (SPA), will be ready within 10 months. Planned over an area of 20,900 hectares, New Noida's span will include 80 villages (20 in Gautam Budh Nagar and 60 in Bulandshahr).

REITS, INVITS GARNER RS 55,000 CR IN FY21

REITs and InvITs have collectively raised close to Rs 55,000 crore in 2020-21, taking their net assets to Rs 1.64 lakh crore. In comparison, InvITs mobilized Rs 8,573 crore in 2019-20, while REITs did not raise any funds during the period under review. The funds were raised through initial offer, preferential issue, institutional placement and rights issue. The total fund raising also included money collected by unlisted InvITs, SEBI noted.

Rs 40,432 crore was raised by infrastructure investments trusts (InvITs) and Rs 14,300 crore by real estate investment trusts (REITs) in 2020-21, data released by the Securities and Exchange Board of India (SEBI).

As on March 2021, the net asset value of InvITs (including unlisted one) stood at Rs 1.05 lakh crore as compared to Rs 45,396 crore at the end of preceding fiscal year, while the same for REITs was at Rs 58,430 crore during the year under review as against Rs 28,910 crore in 2019-20. Total 15 InvITs and four REITs were registered as at March-end. Of these, six InvITs and three REITs were listed on the stock exchanges.

NEWS IN FOCUS

GOVT TO LINK E-COURTS & LAND RECORDS

The Centre is planning to link e-court with land records and registration base to help bonafide buyers. So far, the pilot project on linking of eCourt with land records and registration database has been completed in Maharashtra, Uttar Pradesh, and Haryana.

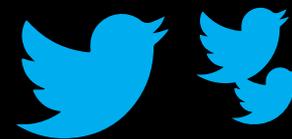
As per the Centre, the eCourt-land record linking will reduce dubious transactions, help in dispute containment and also reduce clogging of the court's system. The Department of Justice

in the Law Ministry has requested the registrars general of all the high courts to provide clearance to state governments to integrate land records and registration database with e-Courts and National Judicial Data Grid (NJDG) for speedy disposal of property disputes. Department of Justice said the eight courts have responded, so far. They include Tripura, Madhya Pradesh, Rajasthan, Assam, Arunachal Pradesh, Mizoram, Nagaland, and Himachal Pradesh.

REALTY PROJECTS ALONG NATIONAL HIGHWAYS OFFER BETTER RETURNS

Real estate development along national highways can generate a return of more than 15 per cent for builders and potential investors, according to property consultant JLL India. The government is focusing on providing world-class infrastructure and related services for the highway network. It includes 94 sites on the Delhi-Mumbai Expressway, 376 sites in under-construction new highways/expressways, and close to 180 sites along an existing network of highways in India.

National Highway Authority of India has identified more than 650 properties across 22 states with a combined area of over 3,000 hectares to be developed with private sector participation in the next five years.



TWEETTALK

Richard Branson @richardbranson

There are no words to describe the feeling. This is space travel. This is a dream turned reality

Vice President of India @VPSecretariat

Glad to know that Sirisha Bandla became the second India-born woman to fly into space. Her achievement will motivate many more young girls in India.

FICCI @ficci_india

FICCI congratulates Cabinet Minister of Tourism & Environment, Govt of Maharashtra, for the new #EVPolicy that will attract more investments and penetration of EVs in the state.

U.P. RERA @UPRERAofficial

#UPRERA organized the National Lok Adalat under the guidance of the U.P. State Legal Services Authority; more than 75 cases were disposed.

Forum For People's Collective Efforts (FPCE)@FightForRERAInd

@MahaRERA order refunds booking amt. This is a big relief for homebuyers & will deter builders from taking advantage.

Gautam Adani @gautam_adani

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LEVERAGING THE EXECUTION PROWESS

THE WADHWA GROUP

THE GROUP'S BUSINESS PHILOSOPHY LAID DOWN BY ITS CHAIRMAN – EMERITUS VIJAY WADHWA, HAS BEEN REINFORCED WELL UNDER THE YOUNG AND VIBRANT LEADERSHIP OF **NAVIN MAKHIJA, MANAGING DIRECTOR OF THE WADHWA GROUP** WHO HAS BEEN TAKING THE COMPANY TO NEW HEIGHTS WITH HIS FUTURISTIC, INNOVATIVE AND CUSTOMER-FRIENDLY APPROACH.

When most of the Indian real estate industry came to a screeching halt due to the sudden Coronavirus outbreak, Mumbai's five-decade old 'The Wadhwa Group' sailed this rough weather successfully. **Navin Makhija's** ability to foresee the market and economic fluctuations have not only helped the Group consolidate its position as 'the preferred developer' of today, but also under his able guidance, company's seasoned real estate professionals are emphasizing on nourishing financial viability of the projects and raising the construction and architectural standards.



"WE HAVE BEEN CAUTIOUS YET SUCCESSFUL IN ACQUIRING STRATEGIC LAND PARCELS AT MARQUEE LOCATIONS AND HAVE ALWAYS AVOIDED OVER-AGGRESSION & OVERTRADING. GOING FORWARD, THE GROUP IS KEEN ON ACQUIRING STRATEGIC LAND PARCELS UNDER ASSET-LIGHT APPROACH."

FINANCIAL STRENGTH & PRUDENCE

Practicing the financial discipline, The Wadhwa Group boasts of a clean portfolio of construction finance loans and is focused on reducing exposure in non-core assets. **Navin** elaborated, "As an organisation, we have always attempted to be financially sound in peak or weak times. We have paid-off our construction finance loans taken in three large joint venture projects, which are now generating positive cash flows for the Group. Such a move is unusual; yet a notable task for any developer, particularly during the pandemic where the fraternity has been under immense debt ladder. In the last one year, we have reduced debt levels by more than Rs. 600 crs. We are targeting to further reduce debt levels by at least 20 per cent in the next one year."

In addition, the sales cycle of the projects has been consistently increasing even during the pandemic with rising revenues, better pricing and profitability. Moreover, the Group ensures 'transparency' and has opened up digital avenues for customer solicitation and to facilitate closures. "This extra push fetched early financial closure for all our on-going projects," said **Navin**.

PROMISE OF SUSTAINABLE HOMES ON-TIME

Currently, The Wadhwa Group, is developing over 4.21 million sq. ft. of residential, commercial and township projects with a further 45 million sq. ft. of development in the pipeline.

Navin believes that the customer is evangelist for any project and his priorities have to be met first. With this rationale, the Wadhwa Group has always ensured speedy execution of every project for a timely delivery. The company is known for timely completion of projects - a tag well-reckoned by over 20,000 customers of its various residential projects and over 150 corporate tenants.

Sensing much before than his peers that it was time for larger, eco-friendly homes, Navin not only introduced the Group's novel concept of home designing called 'Ventilit', but he also focused on delivering larger and liveable spaces when the rest of realty sector was busy designing compact homes just to achieve larger volumes with lesser ticket sizes. Amid the pandemic, as people are looking for upgrading

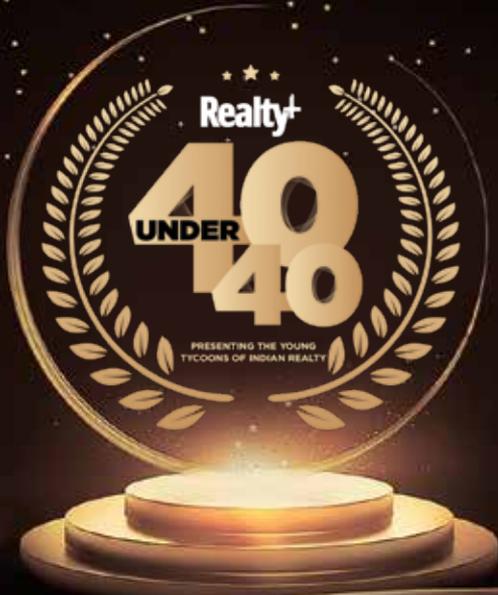
"OUR FOCUS ON BUILDING INCOME GENERATING A-GRADE COMMERCIAL ASSETS AND COMPLETING THE ON-GOING PROJECTS ON A STANDALONE BASIS PROVED TO BE A GOOD STRATEGY FOR US DURING THESE CHALLENGING TIMES. DURING THE LAST FINANCIAL YEAR, THE GROUP HAS ACHIEVED SALES CLOSURES EXCEEDING WORTH RS. 2000 CRORES."

"THE WADHWA GROUP'S MOTTO OF ENSURING 'TIMELY COMPLETION OF PROJECTS COUPLED WITH ADVANCED DESIGN & FOCUS ON INNOVATION' BACKED BY STRONG MANAGEMENT OF FINANCE MAKES THEM CAPABLE OF ABSORBING CYCLICAL IMPACTS AND MARKET FLUCTUATIONS CAUSED DUE TO UNCONTROLLABLE FACTORS."

their homes, Navin's prediction about changing customer preferences is proving to be just right. "The COVID-19 pandemic has taught us to rethink and re-invigorate in every way. As a branded developer, we find this as an opportunity to reconsider everything - how we build up communities, which are more sustainable, healthy and resilient." shared **Navin**.

INVESTORS' FANCY

The Wadhwa Group has always enjoyed the fancy of investors be it in retail or institutional format and has seen a consistent investors' interest in its projects. Recently, the Japanese institutional investor Marubeni Corporation invested a maiden Rs 300 crore in the Group's ongoing one-million sq. ft. of residential development 'Atmosphere O2' in Mulund suburb of Mumbai, where the first phase has already been completed and delivered to more than 700 customers. Also, Tata Capital and Apollo Global have inked pacts with the Company for grant of construction finance.



CELEBRATING YOUNG STALWARTS OF INDIAN REALTY

THE INAUGURAL EDITION OF REALTY+ 40 UNDER 40 CONCLAVE & AWARDS 2021 WAS A DAY OF DELIBERATIONS AND FELICITATIONS ATTENDED BY THE RENOWNED YOUNG AND VETERAN LEADERS OF THE REAL ESTATE, BUILDING AND CONSTRUCTION SECTOR FROM ACROSS THE COUNTRY.

An event that had piqued the interest of one and all of the real estate industry for quite some time was finally held on June 26, 2021 on a virtual platform. Giving an exhilarating start to the day's events **Dr. Annurag Batra, Chairman & Editor-In-Chief, BW BusinessWorld & exchange4media Group** quoted Franklin D. Roosevelt, 'We cannot always build a future for our youth, but we can always build our youth for the future.' He said, "Real estate is one of those sectors where it was a high time that we recognized the power of youth and their contributions. Realty+ 40 under 40 is our way to appreciate and acknowledge the young professionals who are making a difference in their respective domain and are setting examples for others to follow. Youth of today are leaders of tomorrow and I believe if youth is the gift of nature, age is work of art, so we need to respect both age and experience as they are equally important."

THE CONCLAVE

The day saw power packed sessions deliberating on topics ranging from social impact and new strategies for the new normal to how young leaders are shaping the realty



DR. ANNURAG BATRA

sector and the youth as the future.

The first panel discussion, **Youth for Change: Aligning Social Impact & Business** was moderated by **Prasenjit Bhattacharya**, Co-Founder & Director Great Place to Work. The speakers were - **Akshay Taneja**, Director, TDI Infratech Ltd., **Pavitra Shankar**, Executive Director, Brigade Group,

Yash Miglani, Managing Director, Migsun Group and **Yeshwanth Nag Mocherla** – Hospitality Entrepreneur and Retail Realty Investor. They spoke about their own initiatives of making a difference to their organizations, construction workers and communities and the country at large.

The second panel discussion titled **Next Gen Thinking: Strategies for the "Next Normal"** chaired by **Jimmy Mistry**, Chairman & Managing Director, Della Group had panel members, **Binay Agrawal**, Business Leader, TempRite – South Asia, Lubrizol Corporation, **Saurabh Bansal**, Joint Managing Director, Dorset Group, **Sourabh Bansal**, Co-Founder and Managing Director, Magicrete, **Srinivas Shanbhogue**, Vice President – Retail Business Schneider Electric



PANEL 1



PANEL 2



SHWETA SHALINI



PANEL 3

Dr Annurag Batra shared his own journey in real estate during the early days of his career and highlighted how today's generation has many more opportunities open to them. He also acknowledged the contributions of the two eminent speakers in disrupting the sector with their passion, commitment and knowledge.

THE AWARDS

The evening of felicitation was a dazzling affair. **Shweta Shalini, BJP Spokesperson, and Advisor to Former Chief Minister of Maharashtra & Former Executive Director of Maharashtra Village Social Transformation Foundation** delivering an energetic special address stated, "India today is the 5th largest economy and holds 18% of the world population which is also one of the youngest. The Indian real estate sector has informed the world what is shared economy and what a social impact this sector can make on the entire country. This sector not only has the potential to give many opportunities to unemployed youth but, also to create a better nation through its relentless pursuit of building better buildings."

The **Realty+ 40 Under 40 Awards** show was truly an evening of high pitched excitement brimming with young energy as the as deserving winners sashayed down the virtual ramp to receive their awards. They shared their inspiring journeys and set the momentum for a grand finale.

India and **Sudeshna Mukhopadhyay**, Vice President, Havells India Ltd. The speakers elaborated on their company's new product lines and their business strategies to address the present pandemic challenges.

The final panel discussion, **Leading the Way: Young Leaders Shaping Indian Realty** was moderated by **Ramesh Nair**, Real Estate Expert & Former CEO, JLL India and the speakers were - **Anshul Singhal**, Managing Director, Welspun One Logistics Parks, **Binitha Dalal**, Head Of FundRaising, Rustomjee Group, **Ram Raheja**, Director, S. Raheja Realty, **Sudarshan Lodha**, Co-founder, Strata, **Uddhav Poddar**, Managing Director, Bhumika Group. The takeaway from

the discussion was that the new leadership of real estate business is much more transparent, fearless and innovative and while, challenging traditional ways of working, is finding its own new path.

THE DIALOGUE

The closing of the conclave was no less stimulating as the astute thought leaders of Indian real estate **Anuj Puri**, Chairman, Anarock Group and **Dr. Niranjan Hiranandani**, National President Naredco and Immediate Past President of ASSOCHAM came together for one of the most informative and an inspiring dialogue to highlight **Youth as the Future**. Joining the realty big-wigs,



FIRESIDE CHAT

40 UNDER 40 CONCLAVE

YOUTH FOR CHANGE

ALIGNING SOCIAL IMPACT & BUSINESS

At Realty+ 40 under 40 Conclave young scions of Indian real estate spoke about how they are bringing social initiatives within the fold of their business strategies.

Building on community investment and corporate social impact in a COVID-19 World is on top of all businesses agenda. **Prasenjit Bhattacharya, Co-Founder & Director, Great Places to Work** informing the audience stated that in his interactions with various businesses, he found that once a community is engaged in a social cause, it becomes a sustainable success.

Akshay Taneja, Director, TDI Infratech Ltd agreed. Giving the example of green building construction in India he said, "In real estate, the biggest metric to measure social impact is through eco-friendly buildings. Building a green building costs only one percent more than the conventional construction cost."

Pavitra Shankar, Executive Director, Brigade Group added,

"While, building our businesses from ground up, the business lend itself to creating job opportunities and a platform to bring social and economic prosperity of the communities around. Moreover, the work from home scenario requires businesses to have more empathy for employees with constant communication and support to help them balance work and home, especially the women employees."



**PRASENJIT
BHATTACHARYA**



**AKSHAY
TANEJA**



**PAVITRA
SHANKAR**

Yash Miglani, Managing Director, Migsun Group concurred that real estate sector being the second largest industry generates maximum employment with more than 300 industries involved in the realty business. He added, “The developers cater to one of the basic needs of the human being - Shelter. Our target should be to create more affordable housing for the masses.”

Yeshwanth Nag Mocherla, Hospitality Entrepreneur and Retail Realty Investor was of the view that businesses apart from building their enterprises should create platforms to bring in social impact across society, either through employment generation, skill development or funding start-ups.”

NEW WAYS OF MEASURING BUSINESS SUCCESS

Pavitra Shankar said.” Most business houses have concurrent foundations for social work. For instance Brigade is supporting three schools through its foundation apart from many other initiatives. With government support, the initiatives can be scaled up to benefit larger communities.”

Measuring business success in key areas of profit, people & planet has become important more than ever now and investing in employees, partners and workers welfare and well-being is the priority for business leaders.

Yash Miglani added, “During these difficult times of the pandemic, we started with supporting our homebuyers by waiving EMIs to help them financially. This is because we consider them to be a stakeholder in our business and believe in building relationships rather than just doing transactions. Also, like many others our vaccination and medical camps held in coordination with local bodies for our employees and construction workers have been a huge help to the government authorities.”

Yeshwanth Nag shared how his association with Akshay Patra Foundation was working

towards providing free meals to underprivileged children and others. “We share a percentage of each order that we receive and it goes towards funding the NGO. In the present times when health has become a priority for everyone, we are also introducing affordable range of health foods for our patrons.”

Akshay Taneja emphasised that empathy towards all stakeholders of the business is now the benchmark of a business’s success “In these difficult times, our employees, vendors, customers are connected on personal front, we check on their health with constant communication and provide any kind of help. This pandemic has highlighted that the organizations are more like families.”

Prasenjit Bhattacharya mentioned, “We sent a small video saying “Thank you” to our employees parents their siblings and spouse for providing their home as office during these difficult times. In my organisation there was a 10 percent scheme where we sent 10 percent of their salary to employees’ parents for providing their home and support during this time.”

The speakers of the session were unanimous that the pandemic has come as a wake-up call for everyone with lots of learning and retrospection. One of the biggest disconnects between social impact and real estate stems from the society’s perception of real estate being a ubiquitous expressions of capitalism. However, real estate companies building more than just ‘green’ buildings or affordable housing are generating employment and supporting varied businesses as well. In present challenging times, organizations have also come together to support employees and customers through health or financial crisis and have gone all out to support local authorities in their endeavour to provide relief and help to the citizens.



YASH MIGLANI



YESHWANTH NAG MOCHERLA

40 UNDER 40 CONCLAVE

NEXT GEN THINKING STRATEGIES FOR THE NEXT NORMAL

At Realty+ 40 under 40 Conclave the speakers from building products and materials industry shared how they are addressing the needs of new way of living and working.

In the current pandemic induced disruption, manufacturers at one hand have to stabilize their business and on the other prepare for the “Next Normal” of design and construction of built spaces. **Jimmy Mistry, Chairman and Managing Director, Della Group** started the discussion emphasizing that given the first wave of Covid had completely halted business activities, the second wave had some part of economic activities going and as per experts third wave is imminent, therefore, businesses clearly need to keep changing strategy in sync with times to survive.

Saurabh Bansal, Joint Managing Director, Dorset Group expressed, “We are completely made in India and for India organization and are not dependent on any other

country for imports. With our sufficient raw material component inventory we were able to continue business.”

Saurabh Bansal, Co-founder and Managing Director, Magicrete said, “During Covid we followed two strategies. Firstly, with “Magicrete connect app” we on boarded and partnered with more distributors to scale up the 20 plus products already in the market. Next we launched “MagicLite AAC wall panels” which weighs 1/5 of concrete panels and has attracted some of the largest developers from Indian real estate for faster project construction.”

Srinivas Shanbhogue, Vice President- Retail Business, Schneider Electric India told, “We were quick to work on the technology which were based on IoT and can help



**JIMMY
MISTRY**



**SAURABH
BANSAL**



**SAURABH
BANSAL**



**SRINIVAS
SHANBHOGUE**

create a lot of convenience at home without disturbing existing aesthetic and requiring new wiring."

Sudeshna Mukhopadhyay, Vice President, Havells India Ltd. stated, "Through our human centric smart lighting products we aim to save energy and accelerate lighting in home and office as a factor of wellbeing. For instance, as the day progresses, smart lighting adjusts light according to the daylight intensity and colour, temperature. We provide basket of solutions ranging from wired solutions to wireless but all centred on light and health."

Binay Agarwal, Business Leader, TempRite – South Asia, Lubrizol Corporation mentioned, "Lubrizol sees environmental impact from two dimensions one the carbon footprint of manufacturing products and second the handprint i.e. the positive environmental impact of a product or service throughout its life cycle. Our vision for water efficiency has changed drastically as being chemical and polymer Company we can play a huge role in water value chain and ensuring clean water supply."

Jimmy Mistry shared, "We have launched "Della Leaders Club" globally which is the world's first business platform for entrepreneurs and young leaders. We are also working on "Della by JM," a 50,000 square feet large format interior store that will have everything from Pin to Piano. We are also creating "Della Creative Lifestyle Weekend" at the Della Resorts, where entire creative community of the country can gather to celebrate art and culture."

THE LONG TERM CHANGES

Binay Agarwal sharing the long term plan stated, "We plan to continue to provide convenient and consumer centric products. Our CVC piping meant only for industrial customers will now also be available for building



**SUDESHNA
MUKHOPADHYAY**



**BINAY
AGARWAL**



Companies that have come out of the pandemic crisis faster typically focused on productivity, cost reduction and made bold moves to invest in innovation and digital technologies, differentiating their portfolios and offerings.

application. It is evident, going forward, people will explore more products that will solve water problem in India."

Saurabh Bansal said, "We identified there was an absence of safe touch products, touch free products, digital products and therefore we are working on these lines. Already, Dorset products with anti- microbial coating are available in the market. We are launching new technology called "NOS (New Opening System)," and have introduced touch free handles and digital locks which can be accessed via IOT technology."

Saurabh Bansal said, "While, MagicLite wall panels can make construction process 16 times faster, we have also launched Magic Pod that are constructed in a factory in a quality control environment and are ready homes and offices."

Srinivas Shanbhogue shared, "Our wiser smart home solution was designed in four months and we have been able to reach 10,000 homes in just one year as it served the purpose of health and convenience in present times. We also launched sky bells which opens door from your phone making the door opening process contactless."

Sudeshna Mukhopadhyay opined, "With rapid infrastructure development in India, government has now moved to using LED lights in public spaces that are IoT connected and energy efficient. This is a good sign of progress and way forward for the country."

40 UNDER 40 CONCLAVE

LEADING THE WAY

YOUNG LEADERS SHAPING INDIAN REALTY

Realty+ 40 under 40 Conclave had young leaders of Indian realty sharing their inspiring journey, thoughts and ideas for the future.

“The new leadership of real estate business is more transparent, fearless and innovative. Young minds are challenging traditional ways of working and finding their own new path more so in the current disruptive scenario,” was the view of the veteran of the industry **Ramesh Nair, Real Estate Expert & Former CEO, JLL India.**

Sharing their opinions on the current state of the real estate, **Anshul Singhal, Managing Director, Welspun One Logistics Parks** pointed out the present challenges in warehousing which was the increasing price of steel primarily. “Warehousing is a very sensitive business from construction to land cost. Steel is the main component of a warehousing construction constituting 70-75% of the cost. Therefore any hike in steel prices directly impacts profitability.”

Binitha Dalal, Head of Fund Raising, Rustomjee Group

concluded that the short term challenge for developers is the price rise of raw materials. But, the long term issue is that of completion of projects on time due to shortage of materials and labour.” **Ram Raheja, Director, S. Raheja Realty** added, “Number of clearances required in our industry is another big roadblock in faster completion of projects. GST has caused the issue of double taxation for developers. These two things should be changed to make developments affordable for people.”

Sudarshan Lodha, Co-founder, Strata sharing his views from an asset management perspective stated, “From demand side main issue is educating investors on new ways of investing in real estate. From supply side, bringing sellers and developers on digital platform and persuading them to make investing process digital is a challenge.” **Uddhav Poddar, Managing Director, Bhumika Group** concurred,



**RAMESH
NAIR**



**ANSHUL
SINGHAL**



**BINITHA
DALAL**



**RAM
RAHEJA**



Being “successful” is knowing your own potential and being able to trust yourself enough to take risks. The young generation leaders are mindfully strategic yet creatively expressive and technologically fluent and business-minded but preserve relationships and are compassionate.

"On financing side, there is a lack of funding available from banks especially for retail real estate."

NEW REVENUE-GENERATION MODELS

Binitha Dalal shared, "We have been primarily operating in residential segment but, are now coming up with commercial projects as well which have seen good response from customers and buyers especially with the advent of REITs. Revenue generating model like Fractional ownership is also coming-up in a big way in real estate."

Anshul Singhal said, "For us revenue generation happens through 'Rent". During Covid warehousing was one sector that witnessed huge leasing demand as online shopping went through the roof. We have continued to be selective in development management and have recently raised India's first domestic fund in warehousing and

launched India's first warehousing portal."

Sudarshan Lodha stated, "Our first focus is on revenue generation for our investors and we are creating a platform where we can provide opportunities through which they can generate revenues three times the residential returns. We are doing entire transaction digitally from KYC, investing, reporting, tracking etc. and people are gradually accepting the digital way."

Ram Raheja stating the luxury residential trend said that despite pandemic luxury homes sales did well due to lower home loan interest rates and stamp duty cut. "Through backward integrating within our own firm we are now creating 'Built to suit homes' for our luxury home buyers."

Uddhav Poddar sharing the retail realty scenario said, "We moved to complete revenue share to help the retailers in our mall last year. We started virtual site visit for our customers with personalised video call to show them the unit. We are in fact now handing out spaces for fit outs to clients and not a single retailer has backed out which shows the confidence in this segment despite challenges."

Ramesh Nair giving an overview stated, "While rising raw material prices are a cause of concern, the new revenue generation models like Fractional ownership, REIT and E-commerce present a bright future for the young real estate professionals."

The speaker's collective view was that pandemic has brought people together. Developers providing help to residents through property management app, being in touch with customers and helping them through their financial difficulties to trying to deliver the project on or before time during the crisis, the real estate sector players have showed empathy for one and all from employees, construction workers, vendors to residents and customers.



**SUDARSHAN
LODHA**



**UDDHAV
PODDAR**

40 UNDER 40 CONCLAVE

YOUTH AS THE FUTURE

Realty+ 40 under 40 Conclave witnessed two seasoned industry leaders sharing their views on the future leadership of Indian real estate sector.



ANUJ PURI

DR NIRANJAN HIRANANDANI

In a thought provoking conversation, the influential veteran leaders of Indian real estate **Anuj Puri, Chairman, Anarock Group** and **Dr. Niranjhan Hiranandani, National President Naredco and Immediate Past President of ASSOCHAM** discussed the future opportunities, realty sector presents.

Anuj Puri initiated the conversation with a question on the difference between the young leaders and the

older generation of real estate players. **Dr Niranjhan Hiranandani** was of the view that the availability of data and information on fingertips and willingness to experiment with new things and ideas are the key factors that define the young generation of professionals today. "While, we leaned towards following the footsteps of the veterans of the industry, the new generation seeks its own path," he said.

“Real estate as an asset class in India is maturing. A new era demands new thoughts and the courage to make appropriate adjustments. The new age developers are utilising data-driven real estate research for investments and developments,” **Anuj Puri**

CHALLENGES & OPPORTUNITIES

"It always has been the tendency to follow the most popular businesses of the times. For instance, everyone aspired to set up a textile mill in the good old days but, over the years that segment did not consolidate and sustain. Not all of the textile businesses were successful. The attention required for doing any business whether its real estate or any other industry includes introspection, perseverance and foresightedness," shared **Dr Niranjan Hiranandani**.

Anuj Puri agreed, "Those who are going to bear the challenges of consolidation are the one to succeed in the business of realty. Apart from challenges like demonetization, NBFC crisis, the developers who had taken huge amount of debt at a very high cost are finding it difficult to sustain their organization. On the other hand the scenario has attracted new talent who are finding opportunities in the crisis by bringing business centric, process driven solutions to the sector.

Dr Niranjan Hiranandani added, "Real estate needs professionals who are trained on the subject of real estate and its intricacies. Many organization are facing the challenge of recruiting young professional but most graduates even from best institutes like IIT and IIM do not have the knowledge of the domain. We need more real estate institutes to give these young students the domain knowledge of real estate, so that they become directly employable."

EQUITABLE GENDER DIVERSITY

Anuj Puri pointed out that traditionally real estate sector in India has been gender-biased and dominated by males. **Dr Niranjan Hiranandani** expressed, "Historically, real estate did not have a good image and was perceived as a segment more suited to men. Gradually, the sector is getting more organized and professional and we can see men and women from other industries now joining real estate in various capacities. As the sector is getting matured the image of the Industry is changing. I am sure we will see lot many women professionals choosing career in real estate in near future."

RESIDENTIAL & OFFICE REALTY AMIDST COVID

Anuj Puri highlighted dual aspects of the situation, one of lesser requirement of office spaces as employees post covid too may continue to work from home in hybrid model and the other of more requirement of workspace on account of social distancing among the workers attending office. **Dr Niranjan Hiranandani** said, "IT & BFSI companies are not satisfied with the confidentiality of their data and want to bring employees back to offices. There are leading companies who are looking for more space but, yes 20-25% of people will continue to work from home. Real estate developers will benchmark the micro-market and build commercial real estate going forward."

Talking of the residential space, **Dr Niranjan Hiranandani** was of the view that the bottom of the pyramid is growing aggressively and therefore demand for affordable and mid-income housing will continue to drive the residential realty market. **Anuj Puri** added, "Residential demand will continue irrespective of the rising cost. The developers will have to study consumer trends of a particular market and the price tag that market can bear and then launch projects to ensure sales."

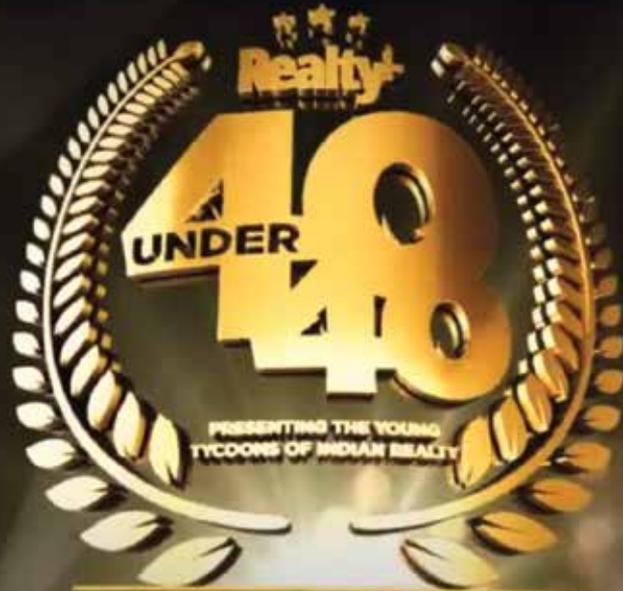
"The first advice for young developers is to understand the capital requirements of a project, second the market research and feasibility study of the project is essential before launch and thirdly understand the regulatory requirements, RERA details etc. Be passionate about your work with a right attitude,"

Dr Niranjan Hiranandani

INDIAN REAL ESTATE IN 2030

Niranjan Hiranandani giving the glimpse of the future stated, "Mumbai City in 2030 will be a yesterday place and there will be brand new suburbs that will have affordable and premium housing with brand new connectivity infrastructure and airport." **Anuj Puri** agreed, "There are huge infrastructure developments taking place and we will definitely create more housing in all segments. Mass construction will also see profit, and the top end developers of today will be mass developers of tomorrow. While, government should create a viable roadmap for housing for all, the young leaders can definitely turn it into reality."

SPECIAL FEATURE



REAL-ESTATE'S YOUNG TURKS OF 2021

THE REALTY+ 40 UNDER 40 INAUGURAL EDITION THIS YEAR LISTED THE TOP REAL ESTATE PROFESSIONALS FOR THE YEAR 2021 THAT ARE PAVING THE PATH FOR CHANGE AND INNOVATION IN THE SECTOR.

As India prepares for a post pandemic world, the young generation of Indian realty professionals, despite the challenging times are relentless in their pursuit of success and in steering their organizations towards a brighter future.

While, each of them pursued their own journey, the trait common to all was the agility in adapting to change and the focus to grow their businesses. Some even launched new ventures spotting opportunities amid the crisis. Also, featuring high on their list of business strategies is the desire to give back to the society, monitoring carbon footprint of their businesses and social initiatives for the employees and the larger communities.

THE BRIGHT YOUNG BUSINESS MINDS

All in all, our participants this year came from diverse backgrounds and regions of the country representing varied building and construction segments. The 50 per cent of the nominees comprise young professionals between the age of 35 and 40 years and the youngest three in the list are below 28 years of age. Representing women power were 7 women entrepreneurs on the list. The Realty+ 40 under 40 list is representative of the varied segments of the sector, featuring young talent from across real estate development, Prop-tech, co-working, building products, marketing, project management, architecture, commercial and warehousing and thus gives a fair idea of the direction the

Indian real estate and building industry is poised to take.

METHODOLOGY AND JUDGING PROCESS

Starting with online nominations, and initial shortlisting of submissions, which was then vetted by Realty+ team, the rigorous process put together a final set of profiles taking into consideration criteria such as body of work, size and growth of their business, innovation, social impact and demonstration of leadership. The birthday cut-off to make the 2021 list was March 31st, 2021

The shortlisted nominee profiles were presented to a distinguished Jury panel comprising policy makers, real estate, building & construction and technology professionals. The Jury members scored each entry on the basis of individual achievements, company's notable accomplishments, present leadership performance and future vision as a business leader, among other parameters to select the winners.

RISING TO THE CHALLENGE

Proving their mettle, the winners have exhibited the true spirit of entrepreneurship not only in terms of revenues and growth of the company year on year but also through their contribution to the profession and the industry at large. They not only demonstrated their business acumen but also social awareness. Measuring business's success in key areas of profit, people & planet is important to them was evident.

REALTY+ 40 UNDER 40 AWARDS 2021 DISTINGUISHED NOMINEES



ABHINAV GUPTA
CHIEF EXECUTIVE OFFICER
ACTIVEBUILDINGS

AKASH PHARANDE
MANAGING DIRECTOR
PHARANDE SPACES

AKSHAY TANEJA
MANAGING DIRECTOR
TDI INFRATECH LTD.

AMAN MISHRA
CHIEF OPERATING OFFICER
**THE GUARDIANS REAL ESTATE
ADVISORY**

AMANDA PURAVANKARA
DIRECTOR
PROVIDENT HOUSING LTD

AMIT KUMAR GEHLOT
FOUNDER & CEO
PROPERTYEXPO.COM

ANGAD RAJAIN
GLOBAL HEAD - IFM & CSO
**TENON FACILITY MANAGEMENT
INDIA PVT. LTD.**

ANSHUL SINGHAL
MANAGING DIRECTOR
WELSPUN ONE LOGISTICS PARKS

ARRMAN CHAUDHRY
FOUNDER
INFINITY VENTURES

AVADHOOT SARWATE
DIRECTOR AND
CHIEF INVESTMENT OFFICER
NISUS FINANCE

BHUSHAN PALRESHA
MANAGING DIRECTOR
VTP GROUP

BINITHA DALAL
HEAD - FUND RAISING
RUSTOMJEE

CHAHANA SINGH GEHLOT
FOUNDER &
CHIEF OPERATING OFFICER
PROPERTYEXPO.COM

CHINTAN MITHAIWALA
GENERAL MANAGER - MARKETING,
BAGMANE DEVELOPERS PVT. LTD.

DANISH FAROOK
DIRECTOR,
SILVERLINE REALTY PVT LTD

DEBDOOT DAS
GENERAL MANAGER
HOUSE OF HIRANANDANI

DEEPAK CHANDRABABU
MANAGING DIRECTOR
PROPITI

DR. ADV. HARSHUL SAVLA
MANAGING PARTNER
SUVIDHA LIFESPACES (M REALTY)

**DUSHYANT KISHOREKUMAR
GOSWAMI**

MANAGING DIRECTOR
SUVIDHA GROUP

GAURAV MOUDGIL

MANAGING PARTNER
GLOBAL C

GOPAL SHIVRAJ VARMA

MANAGING DIRECTOR
GSV DEVELOPERS LLP

HARDEEP LAMBA

SENIOR DIRECTOR LAND,
CAPITAL MARKETS, ALTERNATIVES
NORTH & EAST INDIA,
CUSHMAN AND WAKEFIELD

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VICE PRESIDENT
GODAVRI PAINTS PVT. LTD.

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EXECUTIVE DIRECTOR
AMAR BUILDERS

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LEASING & BUSINESS DEVELOPMENT,
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SQUARE YARDS

KARAN CHOPRA

CO-FOUNDER & CHIEF REVENUE
OFFICER, TABLESPACE
TECHNOLOGIES PVT. LTD.

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EXECUTIVE DIRECTOR
CENTURY PLYBOARDS (INDIA) LTD

KONARK JAIN

MANAGING DIRECTOR
JAIPUR PROPERTY CONSULTANTS LLP

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CEO & FOUNDER
SIMPLIWORK OFFICES

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FOUNDER & CHAIRMAN
BENNET & BERNARD GROUP

MADHUSUDAN PAI

CHIEF FINANCIAL OFFICER
CENTURY REAL ESTATE

MANAS MEHROTRA

FOUNDER
315 WORK AVENUE

MANIK KINRA

FOUNDER & CEO
PIN CLICK

MAURYA KRISHNA

PRESIDENT
XANADU REALTY

MAYANK RUIA

CHIEF EXECUTIVE OFFICER
MAIA ESTATES LLP

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GPM ARCHITECTS AND
PLANNERS GIAN P MATHUR &
ASSOCIATES PVT. LTD.

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NAWANY GROUP

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RAJAT BUILDTECH PVT. LTD.

MUDRA WEDHIKAR

CO-FOUNDER & CEO
CEYONE TECHNOLOGIES LLP

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MOTIA GROUP

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DIRECTOR
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NEETISH SARDA
FOUNDER
SMARTWORKS COWORKING
SPACES PVT. LTD.

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& HEAD - MARKETING
PROPEL,
A VENTURE OF
ILC GROUP OF COMPANIES

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ASSOCIATE ARCHITECT
ARCHITECT HAFEEZ CONTRACTOR

PAARTH K. MEHTA
FOUNDER & MANAGING DIRECTOR
PARADIGM REALTY

PANKAJ BANSAL
DIRECTOR
M3M INDIA

PARTH PATEL
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KAVISHA CORPORATION

PAVITRA SHANKAR
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ULTRACONFIDENTIEL DESIGN
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CEO
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PRATIK NAGOTRA
CEO & DIRECTOR
REVVSTER TECHNOLOGIES PVT. LTD

PUSHPAK PUSEGAONKAR
CHIEF OPERATING OFFICER
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MANAGING DIRECTOR
VINAYAK GROUP

RAHUL SHRIKANT PARANJPE
HEAD CORPORATE FUNDING FINANCE
PARANJPE SCHEMES
CONSTRUCTION LTD.

RAJAT KAPOOR
SENIOR DIRECTOR - OFFICE LEASING
ADVISORY & HEAD - DATA CENTER
ADVISORY, NORTH INDIA
JLL INDIA

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DIRECTOR
S. RAHEJA REALTY PVT. LTD.

RAVI KUMAR DUGAR
DIRECTOR
PS GROUP

RAVINDER CHOUDHARY
ASSISTANT VICE PRESIDENT
VEGAS

REHAN HUCK
COO & CO- FOUNDER
ARKLAN

RITIKA SHAH
GENERAL MANAGER
(CORPORATION COMMUNICATION &
SOCIAL MEDIA)
HIRANANDANI GROUP

ROHIT NAGPAL
HEAD - MARKETING
MYK LATICRETE

SANDEEP KUMAR S
MANAGING DIRECTOR
TG DEVELOPERS

SAURABH BANSAL
JOINT MANAGING DIRECTOR
DORSET INDUSTRIES PVT. LTD.

SAURABH PHULL
CHIEF OPERATING OFFICER
THE GUARDIANS REAL ESTATE
ADVISORY

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EXP GLOBAL INDIA PRIVATE LIMITED

SHESHAGIRI RAO PAPLIKAR
CEO
BHIVE ALTERNATIVES INC.

**SIDDHARTH SANJEEVKUMAR
KANKARIYA**
PROPRIETOR
KANKARIYA PROPERTIES

SMITA BANSILAL THORAT
FOUNDER & CEO
BRANDNITI

SNEHIL GAUTAM
HEAD OF GROWTH & MARKETING,
HOUSING.COM, MAKAAN.COM &
PROPTIGER.COM

SONAL SETH
VP - MARKETING & COMMUNICATIONS,
TREC - THE REAL ESTATE COMPANY

SOURABH BANSAL
CO-FOUNDER & MANAGING DIRECTOR
MAGICRETE BUILDING SOLUTIONS PVT LTD

SUDARSHAN LODHA
CO-FOUNDER & CEO
STRATA

SUMESH MISHRA
CO-FOUNDER
APAC FINANCIAL SERVICES

SUMIT LAKHANI
CHIEF MARKETING OFFICER
AWFIS SPACE SOLUTIONS PVT. LTD.

SUNIL SISODIYA
FOUNDER & MANAGING DIRECTOR,
GEETANJALI HOMESTATE PVT. LTD.

TANMAY GOYAL
DIRECTOR
GOYAL & CO CONSTRUCTIONS PVT. LTD.

TARAL SHAH
MANAGING DIRECTOR
SHIVALIK GROUP

UDDHAV PODDAR
MANAGING DIRECTOR
& GROUP CEO, BHUMIKA REALTY
PRIVATE LIMITED

UMANG MITTAL
EXECUTIVE DIRECTOR
PRM GROUP

VISHAL CHANDRASHEKAR RAJU
CHIEF MARKETING OFFICER
& HEAD OF DESIGN
SPECTRA CONSTRUCTIONS PVT. LTD

VIVEK MOHANANI
MANAGING DIRECTOR & CEO,
EKTA WORLD

YASH MIGLANI
MANAGING DIRECTOR,
MIGSUN GROUP | FORMER
MAHALUXMI BUILDTECH LTD.

YASH SHAH
FOUNDER & CEO,
THE ADDRESS & DIRECTOR,
TRUE VALUE NIRMAN PVT. LTD.

YUKTI NAGPAL
DIRECTOR
GULSHAN HOMZ PVT.LTD.

ZAYD NOAMAN
EXECUTIVE DIRECTOR
PRESTIGE ESTATES PROJECTS
LIMITED

HONOURABLE JURY MEMBERS

With past few years being of immense challenge and change, Realty+ 40 under 40 Awards aimed to recognize influential young leaders for their performance within their organization and their industry. The jury panel judged on the basis of individual's performance, notable feats and future vision as a business leader.



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CEO & PARTNER
THE FIRM



MURALI MULAYAPAN
CHAIRMAN &
MANAGING DIRECTOR
**SHRIRAM
PROPERTIES**



FAROOK MAHMOOD
CMD
**SILVERLINE
REALTY**



PRADEEP LALA
MANAGING
DIRECTOR & CEO
EMBASSY SERVICES



GAGAN SINGH
GROUP CHIEF
EVANGELIST -
CULTURE
ANAROCK



**PRADEEP KUMAR
CHOPRA**
CHAIRMAN &
MANAGING DIRECTOR
PS GROUP



IRFAN RAZACK
CHAIRMAN &
MANAGING DIRECTOR
**PRESTIGE ESTATES
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PROF. DR. PSN RAO
DIRECTOR
**SCHOOL OF
PLANNING &
ARCHITECTURE**



KUMAR GERA
CHAIRMAN
**GERA
DEVELOPMENTS**



PROF. AR. K. JAIVIM
FOUNDER
**JAIVIM
FOUNTAINHEAD**



RAJANI SINHA
CHIEF ECONOMIST &
NATIONAL DIRECTOR
RESEARCH
**KNIGHT FRANK
INDIA PVT LTD**



RAMESH NAIR
REAL ESTATE
INDUSTRY VETERAN
& FORMER CEO
JLL INDIA



**SANKEY PRASAD
FRICS**
CHAIRMAN &
MANAGING
DIRECTOR (INDIA)
COLLIERS



**SRINATH
SRIDHARAN**
CORPORATE
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**SHALINI GOYAL
BHALLA**
MANAGING DIRECTOR
**INTERNATIONAL
COUNCIL FOR
CIRCULAR ECONOMY**



SHWETA SHALINI
ADVISOR TO FORMER
CHIEF MINISTER OF
MAHARASTHRA
BJP SPOKESPERSON



TARA SUBRAMANIAM
INDEPENDENT DIRECTOR
**JM FINANCIAL
HOME LOANS LTD,**
INDEPENDENT DIRECTOR
BURGER KING INDIA LTD,
GOVERNING COUNCIL
NAREDCO

WHAT THE JURY HAD TO SAY

The distinguished jury of the inaugural edition of Realty+ 40 under 40 Awards 2021 were unanimous on the great quality of work done by the young generation of professionals. “We relished the experience of selecting the winners although, it was one of the toughest task that we had to accomplish,” Jury stated.

The Jury members appreciated Realty+ for implementing the idea of recognising individuals under 40 years of age for their achievements in the real estate industry. They considered it a fantastic initiative to encourage young generation of the industry as they will bring new ideas, technology and thoughts.

Some Jury members were of the view that the realty sector indeed belongs to the young generation of entrepreneurs and it is for the veterans of the industry to guide and channelize the young leader’s energies in the right way.

Sharing their thoughts on the nominations they were pleased to see the wealth of talent showcased by the youngsters of the industry and expressed that their emphasis during the selection had been on individuals that are passionate and keen to make a difference in the industry.

The Award participants were selected across 10 categories of Real Estate Developers, Architects & Designers, Property Consultants, Facility Management Providers, Building Engineers, Real Estate Sales Professionals, Real Estate Marketing Experts, Contracts & Procurement Heads, Building Material Companies and Technology Companies

The Judging Criteria comprised consideration of impact of the organization’s work on the profession/industry under the leadership, Role and ability to influence developments in the sector and society, company’s notable accomplishments and individual achievements

THE WINNERS



AKSHAY TANEJA
MANAGING DIRECTOR
TDI INFRA TECH LTD.



AMANDA PURAVANKARA
DIRECTOR
PROVIDENT HOUSING LTD



ANGAD RAJAIN
GLOBAL HEAD - IFM & CSO
TENON FACILITY MANAGEMENT
INDIA PVT. LTD.



ANSHUL SINGHAL
MANAGING DIRECTOR
WELSPUN ONE LOGISTICS
PARKS



BHUSHAN PALRESHA
MANAGING DIRECTOR
VTP GROUP



BINITHA DALAL
HEAD - FUND RAISING
RUSTOMJEE



DR. ADV. HARSHUL SAVLA
MANAGING PARTNER
SUVIDHA LIFESPACES
(M REALTY)MANAGEMENT



DANISH FAROOK
DIRECTOR
SILVERLINE REALTY PVT LTD



DUSHYANT KISHOREKUMAR GOSWAMI
MANAGING DIRECTOR
SUVIDHA GROUP



GAURAV MOUDGIL
MANAGING PARTNER
GLOBAL C



HRISHIKESH AMAR MANJREKAR
EXECUTIVE DIRECTOR
AMAR BUILDERS



KANIKA GUPTA SHORI
CO-FOUNDER & COO
SQUARE YARDS



KESHAV BHAJANKA
EXECUTIVE DIRECTOR
CENTURY PLYBOARDS
(INDIA) LTD



LINCOLN BENNET RODRIGUES
FOUNDER & CHAIRMAN
BENNET & BERNARD GROUP



MAYANK RUIA
CHIEF EXECUTIVE OFFICER
MAIA ESTATES LLP



MITU MATHUR
DIRECTOR, GPM ARCHITECTS
AND PLANNERS GIAN P MATHUR
& ASSOCIATES PVT. LTD.



MRINAL GOLECHHA
MANAGING DIRECTOR
RAJAT BUILDTECH PVT. LTD.



MUKUL BANSAL
DIRECTOR
MOTIA GROUP



NAYAN RAHEJA
DIRECTOR
RAHEJA DEVELOPERS LTD.



NEETISH SARDA
FOUNDER
SMARTWORKS COWORKING
SPACES PVT. LTD.

THE WINNERS



NISHANT GUPTA
ASSOCIATE ARCHITECT
ARCHITECT HAFEEZ
CONTRACTOR



PANKAJ BANSAL
DIRECTOR
M3M INDIA



PARTH PATEL
MANAGING DIRECTOR
KAVISHA CORPORATION



PAVITRA SHANKAR
EXECUTIVE DIRECTOR
BRIGADE GROUP



RAM RAHEJA
DIRECTOR
S. RAHEJA REALTY PVT. LTD.



RAHUL KYAL
MANAGING DIRECTOR
VINAYAK GROUP



RAVI KUMAR DUGAR
DIRECTOR
PS GROUP



SANDEEP KUMAR S
MANAGING DIRECTOR
TG DEVELOPERS



SAURABH BANSAL
JOINT MANAGING DIRECTOR
DORSET INDUSTRIES PVT. LTD.



SAURABH BANSAL
CO-FOUNDER & MANAGING
DIRECTOR
MAGICRETE BUILDING
SOLUTIONS PVT LTD



SUDARSHAN LODHA
CO-FOUNDER & CEO
STRATA



TANMAY GOYAL
DIRECTOR
GOYAL & CO CONSTRUCTIONS
PVT. LTD.



TARAL SHAH
MANAGING DIRECTOR
SHIVALIK GROUP



UDDHAV PODDAR
MANAGING DIRECTOR
& GROUP CEO
BHUMIKA REALTY
PRIVATE LIMITED



UMANG MITTAL
EXECUTIVE DIRECTOR
PRM GROUP



VIVEK MOHANANI
MANAGING DIRECTOR & CEO
EKTA WORLD



YASH MIGLANI
MANAGING DIRECTOR
MIGSUN GROUP | FORMER
MAHALUXMI BUILDTECH LTD.



YASH SHAH
FOUNDER & CEO
THE ADDRESS & DIRECTOR
TRUE VALUE NIRMAN PVT. LTD.



YUKTI NAGPAL
DIRECTOR
GULSHAN HOMZ PVT.LTD.



ZAYD NOAMAN
EXECUTIVE DIRECTOR
PRESTIGE ESTATES
PROJECTS LIMITED



**AKSHAY
TANEJA**
MANAGING DIRECTOR
TDI INFRATECH LTD.



Akshay Taneja believes in the power of ‘first-mover’ advantage. While, the company is swiftly diversifying into F&B, hospitality and education sectors, with Benito and TDI International School as central projects, it is also engaged in empowering middle-income groups and endorsing affordable housing in India.

Akshay believes that it is not just about building infrastructure, but also about creating a sustainable environment to address the ever-changing consumer needs and rapid urbanization. TDI Group has carved out a name for itself in its 25-year journey across India and is now a major real estate player working towards transforming tier-2 and tier-3 cities. The company has projects in cities like Mohali, Panipat, Kundli, Gurgaon, Agra, Muradabad, Chandigarh, and Delhi.

“Apart from having a strong vision for the brand, we also build team morale, productivity and unity by facilitating easy-going and efficient communication. TDI group is also working on various models that will integrate different scalable start-ups into a well-oiled engine in the years to come,” he stated.

According to Akshay Taneja, TDI’s most valuable assets are not the buildings they develop, but the people they develop those buildings for. “By striving for first-rate customer service, we can ensure our customers are satisfied and continue to generate a healthy revenue stream.”



You find the missing piece of the puzzle before anyone else and reap the fruits of your labour; this is one of the main reasons we are interested in transforming Tier 2 and Tier 3 cities. We intend to push the envelope with projects of TDI City in both Mohali and Panipat and help facilitate the holistic development of these places.





**AMANDA
PURAVANKARA**
DIRECTOR
PROVIDENT HOUSING
LIMITED



Amanda is the face of new-age and progressive leadership of real estate, who questions archaic rules of the industry, and brings in a fresh perspective on business strategies. As a woman in power, within a traditionally male-dominated sector, Amanda shoulders the responsibility of an effective business leader as well as a trailblazer for aspiring women entrepreneurs.

Amanda asserts that company's policies can initiate a ripple of change in society. In line with this vision, she anchored 'MyPinkHomes' initiatives under the umbrella of Provident Housing Ltd. It has signalled a change in tide in favour of women homebuyers, while driving industry leaders to rethink their strategies to enable more women to own property. Amanda's multi-fold leadership approach ensures a superior customer experience, an inclusive and democratic work culture, and sustainable business growth. Her sharp foresight about customer aspirations and in-depth market insights were key in the launch of Provident Housing Ltd., the affordable luxury offering of Puravankara. She has continued to place innovation at the centre of the company's products and played an instrumental role in intelligent and futuristic home designs.

Amanda is a champion of diversity and inclusion, who strongly believes that gender equity is not just a footnote but at the forefront of real progress. Her visionary leadership has enabled the company to undergo a positive, cellular-level transformation and build an inclusive workplace.



As a leader who immerses herself in on-ground research, she was aware that there is an irrefutable gender disparity in property ownership. To enable more women to enter the real estate market and become homeowners, under her leadership, Provident Housing launched 'MyPinkHomes'. This platform was specifically crafted to cater to the needs of women homebuyers and provide them with a frictionless home buying experience.





**ANGAD
RAJAIN**
GLOBAL HEAD-IFM & CSO
TENON FACILITY
MANAGEMENT INDIA PVT LTD



Angad believes integrated facility management goes hand in hand with real estate development right from developing a project to maintaining, upgrading & securing it. FM service providers are key enablers of the real estate industry and promote sustainability and productivity, ensuring safety & regulatory compliance across facilities.

“We help real estate players to build sustainable and energy-efficient structures by promoting a building culture that ensures the quality and efficiency of the built environment without compromising on health and safety of the occupants,” he said.

His goals for the company include achieving the turnover of INR 6000 crores by 2023, maintaining and augmenting the 5-year Y-O-Y growth rate of 23% in India and of 18% inclusive of Singapore and UK markets over 5 years, exploring M&A opportunities overseas for further business expansion and launching new “services that fit” high demands for value-added services once the markets open up.

As a socially responsible business leader Angad briefs on his initiatives, “Under PMRY Scheme & Skill India Mission, we create 20,000+ job opportunities every year for all, especially for rural workers. In line with the Government of India’s “Sarva Shiksha Abhiyan”, we provide education & infrastructure support to 500+ underprivileged children in Dhaur village of Jhajjar district in Haryana every year. Also, a special benevolent fund has been put in place to support the employees suffering from the brunt of COVID-19, if any extra expenditure is incurred beyond the medical insurance limits.”



Angad plans to grow the business on the model of “Self-performance” & “Continuous improvement” and ensure business continuity and consistency for the post-pandemic world. He believes in accelerating industry innovation and development using technology for operational realignment which enhances customer experience and fosters a diverse, inclusive, and safe community of customers, employees, and partners.





**ANSHUL
SINGHAL**
MANAGING DIRECTOR
WELSPUN ONE LOGISTICS
PARKS



With his proven ability to create high-performance team collaborations, Anshul Singhal has specialized in orchestrating multi-level management strategies. He has challenged and overcome existing norms purely with his sheer passion, focused vision, willing acceptance of failure, consistent determination and true grit.

“From 2014 to 2019, when neither warehouses were consolidated nor were there enough organised players, as the Founding CEO of Embassy Industrial Parks (EIP), we managed a corpus of USD 1 billion (debt and equity). I have also sought to tackle a fundamental challenge which is an inability to deploy capital due to a lack of expertise to source, unlock and buy land in the right locations. At Welspun One, I have addressed this issue by structuring an ecosystem to solve the locational needs of customers and provide an investment avenue to high net-worth and family office investors to participate in the sector alongside institutional investors via an alternative investment fund product, which has changed the way organized warehousing works in India,” Anshul elaborated.

Anshul aspires to make Welspun One, the most preferred warehousing company in India. “We have always put the customer first and will continue to do so, a testimony to which is that we’ve leased out almost 100% of our Bhiwandi park much sooner than anticipated. Besides, we are also currently actively looking at developing around 14 new industrials parks, across India.”



I have had the good fortune to make some meaningful contributions to the industry in my 15 years of leadership experience. I have a proven track record of developing and stabilizing 5 new businesses from ground up for 3 large corporate entities.





**BHUSHAN
PALRESHA**
MANAGING DIRECTOR
VTP GROUP



Bhushan Palresha believes that the industry needs a mind-set shift. “Historically it has been a developers market and all practices were aligned as such. But fierce competition in the market with newer players and importantly, the rapidly changing consumer behaviour, buying patterns and affluence levels, I believe we are no longer a real estate company. We function as an FMCG company with the mindset of the hospitality and service industry.”

Under his leadership, VTP Realty has grown in on the principles of agility while being thoughtful in its product and processes. The organization has charted its goals for sustaining the leadership position in Pune with a wide margin ahead of the other players in the sector, along with a massive thrust on delivery.

He says, “Currently we are the leaders in Pune real estate with around 1900CR of sales revenue in FY 20-21. Our target is 3000CR for the current year. The roadmap is clearly to maintain and sustain the leadership in the sector. VTP Realty is also gradually moving up to the premium residential segment in the Pune micro-markets. We are perhaps the only developers who have preponed completion and deliveries of our under-construction projects. And we are perhaps also the only developer who is building 50Lakh sq.ft in a single city simultaneously. We are confident about breaking all delivery records as well this year.”



We are in the business of making someone’s home. Building their dream home in reality. And this is sacrosanct for us. For years real estate developers have resorted to unethical practices and has earned a bad name for the entire industry. I think even if I can make a small change in improving the lives of our customers or facilitate the actualization of their dream, then I would have led VTP Realty well.





**BINITHA
DALAL**
HEAD FUND RAISING
RUSTOMJEE (KEYSTONE
REALTORS PVT LTD)



Real Estate has been a passion for Binitha and giving back more to the industry is something she strongly believes in. That was the reason Binitha worked with IKEA to forge a partnership to deliver fully furnished homes for Rustomjee affordable housing project in Virar. Post that another key tie up which was led by her for the group was the Keppelland platform which was closed in 2020. Apart from that she has been a part of some key project acquisitions for the group.

Binitha also feels that no matter how much one does to create a social impact it doesn't seem enough as there are always more avenues to give back to the industry across times. "I have had the good fortune of being a part of the team that setup the Rustomjee Business School in 2007 as I believe that if we are able to provide the right edification to the youth of today we will shape a better country for tomorrow. During the pandemic second wave me and my friends created the Indiashield app an initiative which is a volunteer based app with more than 400 volunteers, that provided 24X7 help in finding medicines, beds, oxygen Concentrators and cylinders. We touched more than 40000 patients in 2 months and the app is now a full time app."

Binitha Dalal serves as the Banking Committee Convener in CREDAI National, CREDAI Youth Wing and CREDAI MCHI and was the secretary of the Women's wing at CREDAI MCHI in its second term.

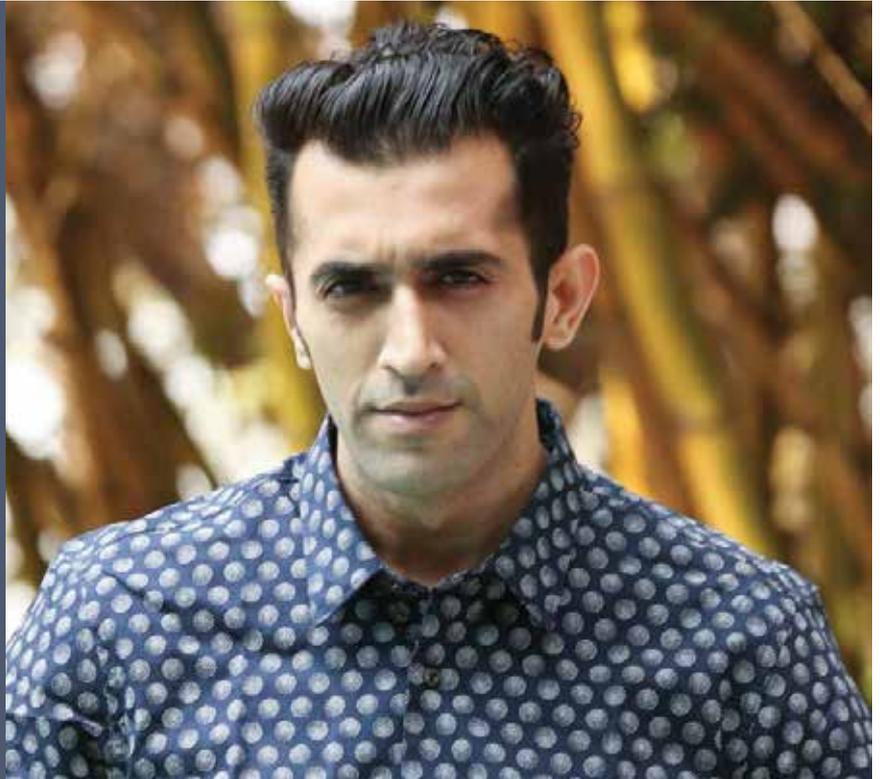


I joined the Business in 2008 when the world went through the Lehman Crisis. Starting in operations I carved my niche in finance and have raised over a 1.5bn dollars for the group across the years. Being a part of CREDAI National, Credai Youth Wing, Credai Women's Wing and CREDAI MCHI, I work towards strengthening the image of the industry and being a part of key representations and recommendations towards the banking and finance sectors.





DANISH FAROOK
DIRECTOR
SILVERLINE REALTY PVT LTD



Silverline Realty Pvt Ltd is a company that is competent in all aspects of property transactions. Danish Farook's efforts of reaching out to prospective entrepreneurs and industry houses across the globe with suitable locations, projects and good reasons have led to a large amount of investments coming to cities in India. These efforts have led to business for developers, returns for property investors and suitable options for business ventures. The success stories of Silverline Realty have led to jobs and opportunity for ancillary development.

"The way ahead for exponential growth for real estate agents is in end-to-end services delivered to developers. We have developed a model that begins with prospecting and planning the development, and goes on to exclusive marketing of the project. We implement this as an exclusive marketing master channel partner of the developer. We collaborate with partners for the marketing and technical aspect of project planning. This ensures optimum realisation of marketing potential for the developer and allows individual buyers to transact with adequate information seamlessly," informed Danish.

Danish is also an integral and active part of Silverline Foundation that has initiatives in the fields of education and healthcare for the benefit of the lesser-privileged sections. Danish has brought about a collaboration with several stakeholders involved in relief work since the onset of the pandemic. His efforts have led to the inception of over 10 temporary Covid-19 care centres in Bengaluru. .



Success, in the present context, is in delivering more value for money. The price is more significant as it has to work better for the buyer in the medium to long terms, offering higher capital appreciation. This entails efficient and insightful land banking and the expertise of an advisory that makes the difference between a successful venture and a vacant building.





**DR. ADV.
HARSHUL
SAVLA (MRICS)**
MANAGING PARTNER
SUVIDHA LIFESPACES
(M REALTY)



Dr. Adv. Harshul Savla is acknowledged in the real estate industry as a young thought leader having contributed to the sector in various capacities such as authoring of various books on real estate, as educationist delivering lecturers on the subject of real estate in various colleges, as research head for CREDAI National and CREDAI MCHI to undertake research initiatives as also offering honorary real estate legal advice to the needy.

Having completed LL.B (GLC) and LL.M (University of Mumbai) Harshul completed India's first Ph.D. Thesis on subject of REITs. Currently, he is the Co-Chairman of Statistics & Standards at CREDAI National which enables CREDAI to provide factual representation to various authorities (Central Government, State Government, RBI, Local Body etc.) and the National Committee Head of e-Learning & MasterClass initiative of CREDAI National which regularly provides various knowledge sharing & upskilling learning initiatives for all stakeholders of real estate fraternity. He is also the Managing Committee Member & Coordinator and Research Convener at MCHI.

His realty firm Suvidha Lifespaces is a low / zero debt company and plans to continue to remain so in the future. The company has six legacy lands in Mumbai City and will be launching those with equity realised from sales of its existing completed / near completion projects. Its future business strategy would be - "Asset Light" i.e. not of buying lands, but working more on Development Agreement, JV, JDA or DM format.

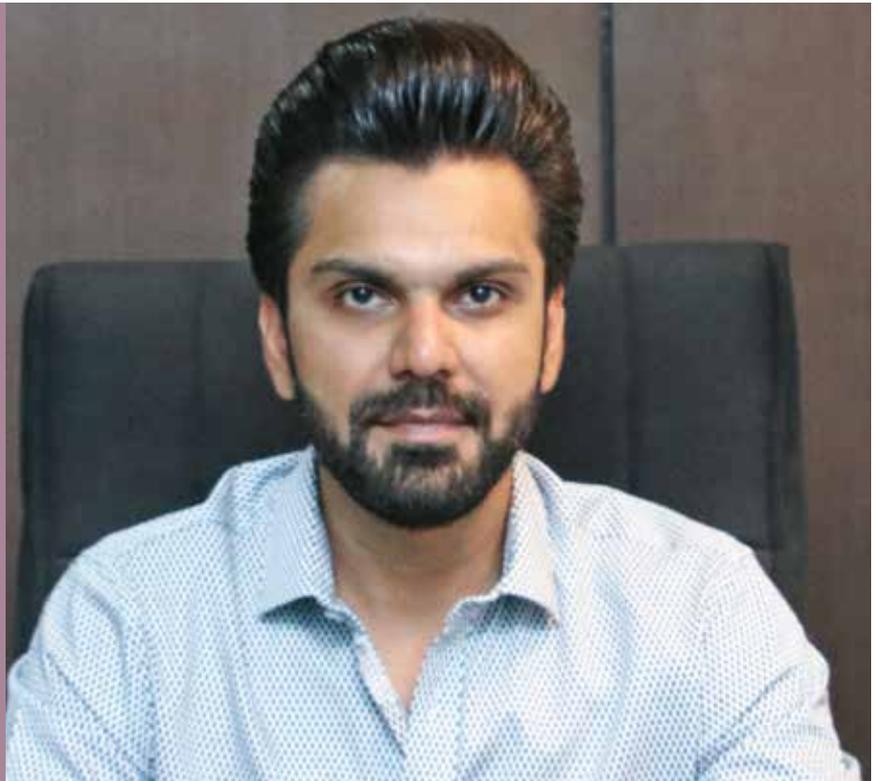


There is major consolidation happening in the non-corporate, unlisted and Grade B/C Developer Category, most of whom undertake redevelopment projects. My goal is to emerge as a leading redeveloper in this consolidation wave. Given that our company has almost all ready with OC / near completion projects; we are set well to be able to achieve the set goal.





**DUSHYANT
KISHOREKUMAR
GOSWAMI**
MANAGING DIRECTOR
SUVIDHA GROUP



From the end of his last semester in engineering college, Dushyant started working in the real estate industry. As he says, his focus has never been on selling a product or profit turnover, but the passion for architecture and the domain is what keeps him going. “We continually aim to build our foundation on architectural excellence, delivering challenging projects effectively, being transparent with our clients, and ensuring customer satisfaction. Our primary focus is to create a distinctive brand identity and an impact that reflects our understanding of customer needs alongside our ability to leverage modern technology.”

With 40 years of legacy in the real estate and construction business, Suvidha has created a diverse portfolio encompassing residential and commercial projects, and it also aspires to build enduring value every step of the way. Dushyant explains, “We rely more on our skills & conceptual knowledge than any business plan & marketing tactics. The team believes that design and architecture of an average home or office should be refined with the same amount of detail, as a project that is done for the rich elites of this world. We have also been helping the needy with basic necessities and financial assistance through our Shantidevi Goswami Charitable Trust for many years. During the pandemic, we actively distributed food packs to the needy and supported families whose earning members or parents were afflicted by the pandemic with financial support.”



Despite working in a family business, I was able to become a self-made leader because my family gave me the support and confidence to make mistakes and learn from them. My niche was carved in no time as I began to handle leading projects by myself. All my endeavours have been driven by the passion for architecture and the domain.





**GAURAV
MOUDGIL**
MANAGING PARTNER
GLOBAL C



Doing what you love is the best and most efficient manner anyone can be in. If every job in the world is treated with full respect, humility & sincerity, the world would be a much better place. The money, of course is the catalyst, but it is not the sole criteria is what Gaurav believes.

Under his dynamic leadership, the firm has been expanding its domain expertise by handling and completing complicated urban infrastructure & building projects. “Our Goal is to successfully evolve to a full-service project development format and serving project needs as a one-stop consultancy in supporting its clients’ project expectations with 100% in-house capabilities. Focus needs to shift from decision based on bottom lines to foreseeing the future. On the other hand, Recycled Building Materials, Clean tech like Solar PV, Automation and Water & Waste Water Management are taking the centre stage,” he said.

Talking about the future goals, Gaurav expressed that GLOBAL C’s keen areas of interest lie in Super specialty Hospitals, Hotels, Industrial & Corporate Smart offices projects. “The intent is to focus on timely delivery which is what we look for in a project. Our future course includes expanding our footprint beyond Indian market and growing organically at a positive EBDITA year on year basis. Our focus on CleanTech, AgriTech and use of sustainable building technologies has been there for past half decade.”



I want to showcase the growth & potential of the company as the future for project & development management for complex sustainable energy efficient real estate projects. In spite of being a David in front of the “Goliaths, high ethics & micro-management to deliver high quality product is what our clients engage us for on a repeat basis.





**HRISHIKESH
AMAR
MANJREKAR**
EXECUTIVE DIRECTOR
AMAR BUILDERS



Hrishikesh is a dynamic and thorough professional, leading his company into a new era, contributing to better systems, quality processes and faster product delivery, keeping in mind the needs of his modern consumer. Along with this he has been actively involved in CREDAI on various platforms ranging from green building, commercial leasing, bulk purchase and environmental government regulations. Hrishikesh is also part of the Global Think tank for the new product development for Schindler Group a Swiss multinational company which manufactures escalators, moving walkways, and elevators worldwide.

Amar Builders was established in 1978 in Mumbai, with the sole focus on real estate development. In 1985 the group shifted its focus to the upcoming Pune market and since then has completed over 100 projects all over Pune, covering approximately 7 million sq ft. These projects have expanded the real estate to each and every one of its clients group portfolios in the residential, commercial, IT, hospitality, industrial and healthcare verticals.

Over the past 13 years since Hrishikesh joined the organization, he has been instrumental in helping the organization build its commercial real estate portfolio and in closing the largest co working transaction in the country in Pune. He is also responsible for leasing portfolio of the organization, which is currently spread across approx. 3 Million sq ft, one of the largest in the city of Pune.



Hrishikesh deeply cares for sustainable construction and to that effect, is a certified Accredited Professional by the Indian Building Council and is part of the core committee of India Green building Council for Pune City. He has also built the first of its kind “Platinum Rated Green Slum Rehabilitation Project”.





**KANIKA
GUPTA SHORI**
CHIEF OPERATING OFFICER
SQUARE YARDS DOTCOM



At Square Yards, Kanika Gupta has been instrumental in conceiving solutions that make home-buying a delightful experience for home-seekers with tech augmenting the business functions of property brokers and channel partners working with builders. Square Yards plugged the information asymmetry through search and discovery, standardization and comparative market analysis and dished out a unique solution to every stakeholder in the real estate ecosystem.

In 2020, Square Yards registered the most profitable year in history, with four profitable quarters. The company grew double-digit Y-Y with double-digit EBITDA margins and became an ecosystem giant from a primary transactions play.

Reminiscing about the challenges Kanika spoke about high customer acquisition costs, issues with leads quality due to less knowhow of digital lead generation and using push-based campaigns that lacked research inputs. Square Yards took these problems head on and tried to fix the entire value chain in the real estate brokerage industry.

“We used analytics and machine learning abilities to guide buyers through the initial search process. To make the entire home-buying process trouble-free, we handhold the customer throughout the process (including mortgage facilitation) till the time the house is delivered to them. Our 3D inventory mapping process gives customers a virtual walk through of the entire property,” briefed Kanika



Square Yards simplified the real estate process, to make real estate easy. We dived into the mess, the real estate sector was in and found out that there were multiple challenges that the sector was mired in. We walked with the pendulum of innovation while crafting solutions for consumers.





**KESHAV
BHAJANKA**
EXECUTIVE DIRECTOR
CENTURY PLYBOARDS
(INDIA) LTD.



Keshav Bhajanka is a young, vibrant commander of the business operation of Century Ply, who has completely overhauled the supply chain network and strengthened the brand's establishment in terms of vertical expansion (foray into MDF and Particle Board) and business execution.

As a responsible industry professional Keshav Bhajanka possesses a strong sense of obligation towards the industry-ecosystem and the larger society. The company is driven to spend more than 2% of the minimum CSR budget to make a significant contribution to hospitals, Federation of Tribal Society (one of the largest NGO in India) and organizes many tree plantation drives all across the country.

The company has maintained a steady AGR of 25% plus over the years. Despite the pandemic outbreak in 2020, the company has performed in each quarter better than the previous one and successfully overcame the impact of nationwide lockdown. With expert management and strategic operation all across, CenturyPly expects to keep the positive growth momentum moving forward.

The company is recognized for its various industry-firsts initiatives like invention of Borer and Termite proof plywood, thermal proof heating, Virokill technology (post the COVID-19 outbreak) and latest introduction of Firewall technology in product line. Under the guidance of Keshav, CenturyPly has been in the forefront and played a major role in petitioning the file to the Union Government to reduce tax rates on the industry.



Since his joining in 2010, Keshav has been spearheading the growth of the company. Under his leadership, the company's profit and turnover has risen up to 10 crores and market capital has gone up by almost 25 crores. The decorative segment of CenturyPly brand is more organized and more expertly managed than ever before.





**LINCOLN
BENNET
RODRIGUES**
FOUNDER AND CHAIRMAN
BENNET & BERNARD GROUP



A first generation entrepreneur, Lincoln joined the world of business with premier luxury homes in Goa as their business venture. In 2 years, he diversified the business into hospitality too. Armed with the discipline that 17 years of professional marine brings, Lincoln initially ran his marine career and the business in parallel, moving full time in 2014 as a businessman.

His innate ability to understand customer's needs has kept him a front runner in the business. He has enabled diversification of the business owing to his entrepreneurial drive. "Our endeavour is to develop projects that create a benchmark in the industry and locality. Going away from the main cities in Goa, we have searched out gem locations where pioneered luxury homes, such as Moira, Assagao and Siolim. We are the youngest vision driven, Goan-origin entrepreneurs," shared Lincoln.

Lincoln leads the research and development, acquisitions and financial mobilization. He has conceptualized and executed environment friendly landmark projects and has adopted the best practices of the realty sector in the fields of sustainability and architecture. His own learning and curiosity gains him vast knowledge of real estate and his efforts are directed towards bringing positive change in the Indian real estate sector. Under his leadership and guidance, the company has grown from strength to strength to set benchmarks of quality, timely delivery and norm-adhering practices



When you dare to dream, you should have the courage & gumption to make them a reality, believes Lincoln and have a death-or-glory attitude to business. The never-tired approach of being the best version of what himself and the business can be, every single day helps him surpass the known norms.





**MAYANK
RUIA**
CHIEF EXECUTIVE OFFICER
MAIA ESTATES LLP



Formerly, in the field of finance, Mayank Ruia worked with Goldman Sachs, UBS and Everstone Capital that gave him a lot of experience in financial and fiscal discipline. Moving on to Phoenix, he was able to combine his financial acumen, managerial skills and the newfound passion for real estate. “With the launch of Phoenix in Bengaluru, I once again tasted success, but more importantly I had found my true calling. Due to my varied experience, I have been able to break away from the norms and dynamically change the face of real estate,” said Mayank.

Mayank has been responsible for the planning and development of over 5+ million square feet of residential real estate in Bengaluru, with projects such as Pelican Grove & 27 Summit by MAIA Estates and Phoenix One Bangalore West & Phoenix Kessaku.

Sharing the goals of his company Mayank said, “MAIA has been working towards expanding its residential footprint in Bengaluru along with entering the commercial development segment. We also endeavour to enter another tier-1 city in India, and have all aspects of the business run efficiently through the use of technology and maintain never before seen levels of safety and hygiene in the construction sector. It has also been my conscious effort to ensure that all the spaces that we build promote ‘reduce-reuse-recycle’ lifestyle.



MAIA Estates’ founding in 2016, was my dream realised after eight years of finance and over half a decade of real estate experience. Over the last 4+ years, MAIA has grown to an organisation of 80+ professionals that believe in changing the way real estate development is perceived and delivered in India, with a desire to set an international standard. Finally, we are environmentally conscious because we are the namesake of mother earth herself; MAIA





**MITU
MATHUR**
DIRECTOR
GPM ARCHITECTS AND
PLANNERS
GIAN P MATHUR &
ASSOCIATES PVT LTD



Mitu Mathur's journey in the real estate has been a gradually expanding experience that teaches her new ways of questioning own work. "It is my ability to question and question again that has helped me gain momentum in this ever-growing urban landscape of our country. I see myself as an explorer decoding the means and ends of both architecture as a profession and a responsibility towards the greater good," she said.

The quest for knowledge and calculated experiments is cultivating Mitu's portfolio of work and an understanding towards country's unique culture and diverse economy. As a business leader, she heads a design-oriented large-scale practice and considers herself fortunate to be exposed to a variety of social and economic challenges that are gradually shaping the future.

"My education in India and my Masters in Urban Design from Columbia University, New York exposed me to the amazing potential that lies in our country. Further travels around the world convinced me to return to my roots and work towards strengthening our culture and community. Since then, my career has been focused on strengthening the 3 P's - People, Process and Passion. With the advent of IoT (Internet of Things), AI, Renewable Energy Integration and Autonomous Mobility, the shift is moving towards a fluid - shared economy," shared Mitu



Having worked in both the Government and Private sectors, I have learnt the long-term impact our projects have on society. One loose end that often gets missed is the social connect a built environment encompasses once it is built. Our teams are conditioned to not just think like a developer visualizing the end product and its associated profits, but to envision the use of its spaces by communities, thereby creating a social impact.





**MRINAL
GOLECHHA**
MANAGING DIRECTOR
RAJAT BUILDTECH PVT. LTD.



Mrinal comes from a family with a rich business lineage. It helped him understand business dynamics at an early age. In 2016, he initiated a brand identity overhaul exercise and today the company comes across as a young modern business with a strong business legacy delivering value to all its stakeholders.

“We are working on a complete digital transformation roadmap to become future ready. We have implemented a Cloud based ERP system and a CRM system. We are first to implement a BIM based project monitoring and quality management system. We have also implemented a document management ecosystem which is used by all our consultants. I aim to make the business as inclusive as possible and encourage better communication and accountability. We are also implementing a system for seamless and open communication with our customers keeping them updated with all developments,” Mrinal elaborated.

As the current President of CREDAI Chhattisgarh, Mrinal aims to enhance its brand value to developers and society through skill building, CSR activities and policy advocacy. Explaining the long term goals set for his company, he said, “We aim to deliver seamless services through extensive channels to sustain and assure timely delivery, create positive social impact to represent the industry in a new light and promote regular learning to keep the team updated and more adaptable.



I started the real estate business and took the bold step of introducing changes, adopting modern business practices. Having an international MBA, coming back to family business, choosing a traditional business and doing it with a new updated approach, becoming an industry influencer by holding positions of value in CREDAI at a very young age are some achievements I am grateful for. I have many times dared to choose the less treaded path.





**MUKUL
BANSAL**
DIRECTOR
MOTIA GROUP



Born into a family of builders that have been in the profession for nearly 2 decades, Mukul Bansal has always been fascinated by the real estate industry. In 2016, he joined the family business after completing a Master's in Business Management from the prestigious London School of Business, with an aim to successfully leverage significant opportunities across the real estate spectrum, by being fully integrated and present in all verticals and horizontals that demonstrate potential. With inspiration from his father, he keeps learning the new aspects of the real estate business along with his relevant grass root experience in various aspects of real estate business. Mukul's decisiveness, unique style and attention to detail have been a hallmark of the Motia Group's success.

Under Mukul Bansal leadership, Motia Group today is a young and contemporary real estate company with an objective to create industry milestones. Over the years, the company has grown from strength to strength to become one of the top real estate developers not only in Tri-city but in entire North India. Since 1995, the group has completed more than 30+ projects, delivered 4500 homes/offices. Strongly committed to excellence, his company is associated with world-renowned architects for quality control and project management, which has helped in developing some of the most lively and modern buildings of recent times. Mukul added "Motia Group feels privileged to merge the group's legacy with a new age, modern and contemporary outlook."



Our expertise in construction and project management ensures that our customers receive a quality product at a fair price and in a reasonable time frame. The commitment to team and to open project leadership yields not only successful construction projects, but more importantly, satisfied customers. The end result of this style of relationship building is 100% referable customers





**NAYAN
RAHEJA**
DIRECTOR
RAHEJA DEVELOPERS LTD.



In his tenure of around last 10 years, Nayan Raheja has singlehandedly managed responsibilities of all the departments within the titanic corporate portfolio of Raheja Developers. Under his aegis the company has seen tremendous change in last few years due to change of business strategy from mid-level housing to luxury housing.

Nayan Raheja was front runner in getting the world's largest construction companies i.e. Arabtec and ECC to India under joint venture as a part of back-ward integration of the company. He was also instrumental in appointing Thornton Tomasetti U.S.A., the structural engineers of Kingdom Tower (1Km high, tallest under construction building in the world), The Petronas Towers, Malaysia & Taipei 101, Taiwan.

One of the revolutionary practice inculcated under his regime is the digital transformation of the company. This includes operational ERP system, sales and promotion via Social media platforms and adapting to transparent system of information sharing among customers through walkthrough videos on Company's Youtube channel.

He has been spearheading the company with his young and dynamic ideas. Concepts of low density living, recycling, water, energy efficient architecture, ground water utilisation, solar energy powered street lighting and vast areas of green areas are foundations of all his projects. Nayan Raheja, being an architect works closely on the conceptualisation of each project right from its planning to execution.



My focus has been on designing state of the art modern structures, coping up with environment in harmony. Our ideas and concept are an amalgamation of Advanced Construction Technology, Innovative Environment-friendly Architecture, Strategic Location, Best in class amenities, Premium and High-end quality fixtures and fittings, Timely Delivery/Possession, and Keeping the cost and price reasonable and at the same time staying competitive with our contemporaries.





**NEETISH
SARDA**
FOUNDER
SMARTWORKS COWORKING
SPACES PVT LTD



From a 10,000 sq. ft area coworking space provider to India's largest managed office space provider is a testimony to Neetish phenomenal growth. Under his leadership, Smartworks has emerged as India's second-largest managed office space provider capturing 14% of the market share and with 90% enterprise clients. "Our focus on enterprise clients, profitability and early starter advantage with aggressive growth plans helped us become a leading managed service provider. In the last few years, we have been able to scale up pretty fast because of the sheer size of our property offerings, geographical diversity, and above-average occupancy. We plan to achieve close to 20% market share by the end of this year. Since our inception, our revenues have been growing 3x," explained Neetish

After becoming profitable in less than three years of operations, in the last quarter of 2019, Neetish raised Series A funding for the US \$25 million from Keppel Land, Singapore. Amidst the pandemic, the company added about 4.5 Lakh sq. ft spaces in Hyderabad and Mumbai last year. "Over the next five years, we are eyeing a footprint to 20 million sq ft and provide office solutions for over 200,000 working professionals in India. We are also creating a commercial realty platform with expansion into prop-tech, blue-collar tech, facility management service and much more," said Neetish.



We pivoted from a B2C to a B2B model since the market had over 300 players, and all were going after start-ups and freelancers. After much research, we realized that the potential lay with the Enterprises and that segment was untouched then. Apart from cost benefits, we offered value-added services that were missing from the conventional offices. Our strategy of transforming our Co-working spaces into fully managed flex spaces helped on board enterprise clients.





**AR. NISHANT
GUPTA**
ASSOCIATE ARCHITECT
ARCHITECT HAFEEZ
CONTRACTOR



Nishant Gupta is amongst the youngest Associate Architect at one of the Asia's largest architectural studios - Architect Hafeez Contractor. From city planning to bus stand design, from large master plans to art installations, from luxury condominiums to affordable housing, from heritage structures to temples, he has dealt with projects of all nature, size and complexity. He is currently handling over 60 Million Sq.ft of development across India.

Nishant has recently finished one of the largest townships for Lodha - 10 Million Sq.ft at Mumbai, for Xrbia - 4 million Sq.ft at Pune and Headquarters for Siemens at Mumbai. He has also finished master planning of Blue Dream City, China (48 sq.km.) and is also currently working on large master plans for Godrej at various locations in Pune. He is also heading Amaravati Govt Complex Master Plan (1600 Acres) with Assembly and High-Court Buildings in consortium with Foster +Partners (UK).

Nishant was recently leading final shortlisted design for International design competition for The Central Vista and Indian Parliament. He was also invited by Columbia University and Indian consulate in New York for a talk on "Inclusive cities". He believes in total sustainability which stands on three pillars of Environment, Social and Economy. Maximizing social spaces, wellbeing, public health, public greens and energy efficiency while minimizing cost that helps the developer and buyers alike.



Architecture is one of the most competitive fields. The project requirements are dynamic, real estate markets are volatile, interest on loans create constant pressure, each project is unique, all clients are different and every day is new. My objective is to deliver with maximum efficiency and in minimum time.





**PANKAJ
BANSAL**
DIRECTOR
M3M INDIA PVT LTD



Pankaj Bansal had envisioned reimagining the luxury real estate scenario in Delhi- NCR. He joined hands with competent real estate experts and today the group has a robust portfolio of 34 projects out of which 21 projects have been delivered and despite market upheavals it has been the only developer to deliver 12 projects in a short span of seven months (July2020-February2021).

Pankaj is intrinsically involved in the formulation of corporate strategy, go-to-market planning, and overall execution of the projects. The company portfolio includes, residential- luxury condos, low rise housing, retail, offices, entertainment zones and serviced apartments.

“My vision has always been to change the skyline of Gurugram, to have the best international partners on board, to have iconic developments and game-changing propositions for the customers. We have signed a landmark agreement with SWECO AB –a Swedish giant to develop a first of its kind in entire Asia, mixed-use sustainable smart city – M3M Smart city Delhi Airport that will attract foreign investment of around US\$ 2 billion. M3M Group in association with PYP is also introducing a campaign called ‘Port Your Property’ under which buyers, who have already invested finances in stuck real estate projects, can switch/ upgrade to an M3M property. Also, through M3M Foundation, we are determined to bring development across all sections of the society by undertaking projects that ensure holistic growth,” shared Pankaj.



We have built the business end-to-end from owning land, monetizing, licensing, launching, constructing, marketing and delivering. We have many firsts to our credit, from being the first to obtain a RERA license for a mixed-use project in Gurugram and first to bring the iconic Trump Towers to North India to making the largest real estate transaction and being the only developer to get funding during the pandemic.





**PARTH
PATEL**
MANAGING DIRECTOR
KAVISHA CORPORATION



In a short span of just about seven years, under the able guidance of Parth, Kavisha today is a household name in western Ahmedabad. “When I entered the real estate industry in 2013. There were already many big players in the market. Everyone was keen on building bigger and better but no one was interested in the most humane aspect of a community life. No one was talking about ‘CARE’. Be it the materials we use for construction or the amenities that we offer, we ensure that each and every deliverable under our banner is a hallmark of excellence. I don’t believe in closed doors and hierarchies; my corporate office is an example of the same. Equal weightage and visibility are provided to every team member. My team is just not my team, but my family and we always stand by their side whenever needed. Today, not just me but my entire organization is a care driven entity. #KAVISHACARES is not just our motto but also our DNA,” expressed Parth

“Our plan over the next few years is to expand our reach in every domain of property, be it residential, commercial, pre-leased or rental spaces and land. Building a land bank, focusing on commercial development in the prime regions, developing human centric residential spaces which are self-sustaining, shifting our focus on sustainable building styles & bringing about automation to everyday mundane tasks, are some of the key domains that I have been working on and will continue to do so.” Parth added.



Since the day I started, I was sure that our brand is going to be a brand that ‘CARES’. Over the years we have become a brand that everyone can connect with, it is a brand that goes beyond the obligations to deliver more than promised.





**PAVITRA
SHANKAR**
EXECUTIVE DIRECTOR
BRIGADE GROUP



Pavitra's father started Brigade Group over 34 years back and she is all set to take over the reins. She has over 18 years of experience in consulting, private equity and real estate development. At Brigade, she is responsible for the strategy and growth of Brigade's residential business, with a strong focus on sales, marketing, finance and customer experience. She also drives technology initiatives and digital transformation within the company.

Pavitra is also a trustee of Brigade's Indian Music Experience (IME) – a monumental and philanthropic initiative that is India's only hi-tech interactive music museum. It was conceived to give back to society and sensitise the present generation to the rich culture of Indian music. She works closely with the Brigade Foundation that contributes in numerous ways towards community development, health, education, and the environment.

Speaking on the goals for the future, Pavitra said, "We are one of the very few multi-asset owned real estate company this is definitely something that will ensure long term business sustainability. Some of the factors that will contribute to our long term plan are the strict adherence to driving innovation and integrity, core values intrinsic to the business (quality, customer centricity, fairness, innovation, responsible socially, trust), land and deal funnelled through a multi-tier process, maximising relationship value, investment grade balance sheet, capitalizing on efficiencies derived from scale and disciplined approach to investments and returns."



Pavitra has proven to be a natural leader and plays a key role in the continued growth of the residential real estate business of the Brigade Group. Her humility, integrity, attention to detail and people skills make her stand out as leader.





**RAM S
RAHEJA**
DIRECTOR
S RAHEJA REALTY



Ram Raheja is the third generation developer from the family. He is the young entrepreneur who is growing the real estate brand of S Raheja to the next level. Taking the legacy of his forefathers ahead, Ram Raheja is Mumbai's first developer to redevelop own structures built in 1962. Under the aegis of Ram Raheja, the group has seen new horizons and in terms of growth through new projects, completions and a modernized approach with traditional values.

The group has been consistent in developing numerous landmark projects in luxury housing, dominantly in Mumbai. Their primary focus has and continues to be luxury residential re-development in Mumbai. The professional expertise at the management level coupled with an integrated team of experts enables the group to deliver projects with quality and efficiency.

Ram has now been with the group for a decade & heads several departments for the group like business development, sales, architecture, and design. He has ensured that he adds and builds on the legacy of the Raheja brand. He feels that redevelopment will have a great potential in the years to come. "The paucity of land in big cities has given builders the opportunity to recreate old properties, bringing in the modern technologies and design cues," he stated.

Ram has been instrumental in building an indisputable repute and brand resonance for S Raheja Realty. He is also evolving International architectural practices within the group. Ethics, experience and expertise with consistent efforts to achieve success and scale great heights is what he believes in.



Ram Raheja blends his passion for architecture & design with real estate development. His ability to think ahead of times and evolve consistently has resulted in great success for his company within the unpredictable and unorganized real estate sector.





**RAHUL
KYAL**
MANAGING DIRECTOR
VINAYAK GROUP



The graph of the real estate division took a steep curve upwards with Rahul's induction into the team in 2007. He is entrusted with the function of maintaining a youthful and professional environment. This is reflected in the speed, energy, dynamism in the group functions every day. Rahul's key role in the company includes formulation of acquisition of land and strategies for joint ventures, turning around of the real estate division of Vinayak, financial & legal part of real estate and overlooking sales strategy and marketing.

Rahul has been an active member of the CREDAI Bengal Youth wing since its inception and was made the Head of CREDAI Bengal Youth wing in the year 2019. He has been involved in almost all the verticals of the Youth wing and has supported the members to achieve their targets in their respective verticals like a true leader and a team player.

As the Head of CREDAI Youth Wing (Bengal and East Zone), Rahul has initiated many CSR campaigns including labour registration drives through CREDAI Bengal Youth Wing, which enables the construction workers to get many benefits from the state government.

Rahul Kyal has huge expansion plans for the coming few years with a blueprint for foraying in to large scale retail and commercial developments across the city. He plans to launch around 5 million square feet of lavish real estate across the city and add another 2.5 million square feet of prime real estate space to its portfolio in the coming 5 years.



We are currently focussed on exploring innovative construction methods by integrating new technologies, constructing eco-friendly and sustainable projects with a customer centric approach. These are going to be our key tools to become a household name of the industry in the coming years.





**RAVI KUMAR
DUGAR**
DIRECTOR
PS GROUP



Young, inspiring and confident, Ravi Kumar Dugar adds a fresh perspective to products and processes. Dynamic in his approach, he adds a new-age edge to the company's corporate philosophy. A worthy second generation torch bearer, he has an appetite for new challenges and always responds to them with passion.

Ravi aims at elevating lifestyles by crafting living experiences that meet global benchmarks. Sharing his perspective, Ravi said, "My long-term goal is to create an operational model woven around sustainability - environmental and economical. We became the founding member of Indian Green Building Council in 2015 and have constructed more than 15 'green' buildings in five years. As a part of our 'Save Water Mission' we use 'super plasticizer' that results in high strength concrete while moderating the use of water. We no longer focus on putting a garden here or a pond there; we focus on building biodiversity hubs.

Building on the trust that P S Group has been able to garner over the years, Ravi wants to exceed expectations by value adding at both macro and micro level of operations. "Intent is to continue being the first in the consideration set of home buyers and all other stake holders. We were the first to replace bamboo scaffolding with metal in the city, use free flow concrete in construction and implement advanced management software ahead of its time. I want to continue this legacy of leading by example in creating a brand of global repute that inspires and sets new trends in tune with the changing times," Ravi stated.



By conceiving and delivering projects that not only delight home buyers but also have a sustainable economic and environmental impact, we are looking forward to making a positive contribution in transforming our nation for the better.





**SANDEEP
KUMAR S**
MANAGING DIRECTOR
T G DEVELOPERS



Sandeep is an enterprising individual who established TG Developers in the year 2011. He started with a few small projects before venturing into the big league. Presently the company has 500 units under construction and projects lined up for 1000 units ready to be launched. The company is set to achieve a turnover of 1000 crores in the coming years.

Sandeep is progressive and leads from the front, be it taking risky but well-researched decisions, being on the field with the engineers regarding construction or with the sales team speaking to potential buyers. Making the first buy memorable and transparency with the customers are the key areas that the company excels in.

As a responsible professional Sandeep participates in social work be it providing meals to blind school, donating money for temple construction, providing supplies to labourers during the pandemic or oxygen concentrator's availability to customers, employees and labourers.

Under his leadership, TG Developers aims at making luxury affordable by providing high class amenities within reach. Their major customer base consists of end users who are first time buyers. "Providing the customers a viable luxurious option without being too heavy on their pockets as well as a certain level of customization is something that the company provides to give the feel of ownership much before the project is ready," shared Sandeep.



Proving luxury at affordable price is something that helps the company contribute to the industry. There is a clear gap in the options available to the middle class buyers which TG Developers is trying to fill.





**SAURABH
BANSAL**
JOINT MANAGING DIRECTOR
DORSET GROUP



Saurabh Bansal as second generation of business driver surpassed the desired growth in the second tranche of business. He expanded business through introduction of vertical based approach and excelled through the new verticals i.e. Real-estate, OEM & Furniture fittings. He also incorporated alternative channels of business with emphasis on use of digital platform and triple bottom line approach of the organisation

Under his leadership, the company pioneered Innovative products i.e. Safe Touch, Protective layer, Construction Key, magnetic Door stopper, Push open Soft close drawers, IOT based digital locks and practiced Make In India policy by making risk mitigating initiatives of Import substitution and manufacturing in-house. He also brought in the European technology and quality product range in India through strategic partnership with 5th largest Furniture Fittings giant in the world - Samet. Also, Dorset is one of the few Industry leaders to make & export security products for U.S. market.

Saurabh as Co-chairman of the retail Chapter of PHDCCI platform has been guiding the industry to be future ready and adopt sustainable approach for manufacturing processes.

His future plans for the company include product innovation through technological intervention, launching affordable door hardware range to support affordable housing initiative of Govt of India and knowledge enhancement initiatives through App based learning for the employees, customers and influencers.



As a socially responsible business leader Saurabh has employed Divyang workers at manufacturing plant and has ensured employee social / financial security through the initiative - "We Care". He has helped channel partners to adopt to digital platform and creat their business identity on social media platforms.





**SOURABH
BANSAL**
CO-FOUNDER AND
MANAGING DIRECTOR
MAGICRETE BUILDING
SOLUTIONS PVT. LTD.



Having found Magicrete at age of 24, Sourabh led it to become a leading brand in the building materials and construction technology space. Magicrete Building Solutions manufacturer's lightweight concrete (AAC) blocks, a technology that has turned over a new leaf in the construction industry.

"The company was found with the vision of helping people build their homes better, faster & cheaper by use of innovative construction technologies. With immense success of our flagship product AAC Blocks, Magicrete has over the years ventured into a wide range of construction solutions including Wall Panels, Construction Chemicals & Modular Buildings," shared Sourabh

Magicrete won the Global Housing Technology Challenge (GHTC) organized by the Ministry of Housing & Urban Affairs (saw participation from more than 150 construction technology providers from across the globe) to use its MagicPod technology (3D Modular Precast) to build 1000 homes over 12 months.

"We believe in triple bottom-line approach. On the social front, Magicrete provides employment to close to 1000 people. On the environmental front our product, AAC Blocks consumes 70% less energy & resources compared to clay bricks thereby reducing carbon footprint. In India itself, AAC Blocks have the potential to avert 200 mn tons of CO2 emissions into the environment," Sourabh added



Future of construction is Modular (houses built in factory), and we are innovating yet again with our MagicLite ALC Wall Panels & MagicPod 3D Modular Precast construction technology. With these technologies Magicrete is uniquely positioned to lead the modular construction industry which is expected to be USD 50 Billion by 2030.





**SUDARSHAN
LODHA**
COFOUNDER & CEO
STRATA



Sudarshan is a first generation entrepreneur who aimed to democratize commercial real estate as an investment class for the masses which was earlier reserved only for HNIs and UHNIs. He eyed the big opportunity at the intersection of commercial real estate and finance and launched Strata, which has pioneered to build fractional investment in CRE as an established asset class.

In less than a year since its inception, Strata raised \$1.5 million funding in a seed round led by SAIF Partners and Mayfield India. Strata is thus creating India's largest tech-enabled real-estate investment platform and has been attracting massive interest from both institutional and retail investors.

Sudarshan briefed, "For decades CRE has been the only asset class to offer double-digit returns Y-o-Y and offer consistent returns. However owing to the huge ticket size, lack of expertise, lack of data and transparency among others, it has always remained restricted to HNIs, Private Equity firms and family offices."

Sudarshan's vision is to democratise premium commercial real estate in India like never before by reducing high capital requirement by fractionalizing investment and reducing the ticket size of the retail investor, offering the most potential and risk free asset through stringent property screening and rigorous due diligence and improving liquidity through easily transferable shares.



At Strata, we aim to build CRE into an asset class accessible to a larger investor audience base while also negating its disadvantages. By fractionalizing CRE and offering it on an easy-to-use online platform, we aim to offer assets such as warehousing, logistics and data centres which could never be considered as an investment opportunity despite offering excellent returns available to retail investors.





**TANMAY
GOYAL**
DIRECTOR
GOYAL & CO
CONSTRUCTIONS PVT. LTD



Apart from being part of the business from a young age, Tanmay has gathered an in-depth understanding and knowledge of the market working. He realises the importance of being involved in the entire process and has made it a practice to be at the site, ground zero, and oversee the construction process.

“Real estate is beyond industry or profession to me; it is a well-nurtured passion of that young child who sat on dinner tables hearing his family discuss the wonders of real estate. I strongly believe that the most meaningful moments can be traced back to moments of learning via challenges, Tanmay shared.

One of Tanmay’s most ambitious projects was Orchid Nirvana in Bengaluru that defines meticulous attention to fine-tuned details, extensive planning, accessibility to global amenities and superior infrastructure. “It was my dream to encapsulate this dream into a tangible highly investable realty,” he added.

Moving forward, Tanmay wants to expand business in other states with projects tailor-made to address the unique needs of the citizens there. “At present, we have multiple projects under construction that cater to multiple markets, right from high-end residential to the affordable housing sector. This diversified portfolio will allow us to tap into a new segment and ensure that even value homes have exceptional quality construction along with versatile amenities,” he stated.



My vision is not limited to the conservative path of construction. I envision the realty market to be a blend of traditional values, ethics and innovation. As an advocate of the new-age market, I firmly believe that technology is to be integrated into the real estate industry. My approach is an infusion of working with the tried and tested market processes and inventing new trade practices to have holistic growth.





**TARAL
SHAH**
MANAGING DIRECTOR
SHIVALIK GROUP



Taral Shah has gained vast experience in real estate at a very young age. A civil engineer, he has proven himself to be a technocrat, playing a key role in construction framework of various projects and its procurement and also supervises the sales department. Taral attaches quality benchmarks to make Shivalik a bigger brand.

Sharing the brief on company's businesses, Taral said, "At Shivalik, we are working on all major segments of real estate like residential (luxury, mid-luxury & affordable housing), commercial, bungalows with multiple formats like joint development, redevelopment, own land & Joint ventures in Gujarat. We started our own construction firm to contribute in growing infrastructure based economy of India."

A close knit family of technical engineers, quality auditors backed up by administrative staff personals and marketing file alongside legal cadre, architects and structural consultants, gives strength and confidence to the structure and the brand. From 2019, the company has been building all its projects under green building category which would be beneficial to not only its customers but environment as well.

Taral plans to expand company's growth 30% year on year as he believes only organized and well reputed A-category players will dominate real estate. "I am working towards creating the best eco system with backward and forward integration of real estate and infrastructure. Educating our labours and giving them skill training is our motto with all safety standards."



We have plans to launch our new venture of turnkey interior services, where we will make fully furnished houses as one stop solution provider to customers. To do the same, we will be hiring interior designers, skilled carpenters and other allied services contractor, This will not only generate more job opportunities, but customers will also get all home needs under one roof.





**UDDHAV
PODDAR**
MANAGING DIRECTOR &
GROUP CEO
BHUMIKA REALTY
PRIVATE LIMITED



As a young leader, since Uddhav established Bhumika Realty, it has attained many successes in a very short span of time. An offshoot of the Poddar Group of companies, which has diversified business interests spanning construction, warehousing, logistics, mining, textiles and manufacturing. Bhumika Realty is the real estate development arm of Bhumika Group.

Uddhav has identified a large opportunity to develop world-class projects in the Tier 2 towns of India, and also development of A Grade Retail & Commercial Projects. His company is developing its first flagship project Urban Square - one of India's largest Retail & Hospitality Centric Mixed Use Projects in Udaipur, Rajasthan. Launched in 2017, he has partially delivered its Phase I, which is approximately 1 million square feet.

Uddhav is the National Co- Chairman of the National Council on Ease Of Doing Business in ASSOCHAM and member of the management committee for the second consecutive year. He is the Founder member of SCAI (Shopping Center Association of India and Area Director for Entrepreneurs Organisation (EO) for South Asia Region.

"I am in this business for the long haul and despite having achieved fantastic results in a short span of time, do not want to deviate from my focus of delivering on time and more than the expectation. We will soon be launching, multiple projects, but each with a clear eye on delivery," said Uddhav.



I ventured into real estate as I realized that although Real Estate was a big opportunity, there were very limited real estate brands in North India, and there was a clear and evident gap between the expectations of the customers and the actual delivery of projects on the ground, hence the focus is not just delivering on time but delivering more than the expectation.





**UMANG
MITTAL**
EXECUTIVE DIRECTOR
PRM GROUP



Umang, a Management graduate strongly believes that, if we able to identify something which is close to our heart and beneficial to the society, then subconsciously, we will start creating a life which takes the society & the organisation to its desired goals and aspirations. “The joy of creating something beautiful through our projects solidifies my role as a catalyst wherever I operate,” he added.

Umang is the Joint Secretary for CREDAI -North Bengal, Chairman – Real estate-Indian Chamber of Commerce-North Bengal and is a Core committee member of SCAI-East.

Currently, his company is constructing approximately 30 Lac sqr ft of retail & housing across North Bengal & North East with a target to expand its footprint across cities of Agartala, Raiganj, Cooch Behar, Purnia and Bhagalpur. Recently the company joined hands with State Govt of Tripura in smart city mission to build a 4lac sqr ft of Retail & Commercial Project in the heart of Agartala.

“One thing that has always stayed with me is, to add some degree of innovation and value addition in whatever I do. Before I joined business, we had a defined geography of operations which was Siliguri. I felt there was no need to have any geographical barrier for our business. This marked our entry into newer markets where there was huge gap in demand supply. Today 30% of our turnover comes from new markets and we intend to scale up our presence in such markets,” shared Umang.



As a young & emerging entrepreneur, I strongly believe that, we have responsibilities towards our industry and society. I have hired professionals with strong technical and managerial experience to further our vision of being a change agent in the industry. I have also prioritised spending on social obligations through our Foundation and roles in various associations.





**VIVEK
MOHANANI**
MANAGING DIRECTOR & CEO
EKTA WORLD



Vivek has been the driving force behind the metamorphosis, the organization has had in the last 20 years. Now christened, EKTA world, the focus continues to be on building structures that one can be proud of. Starting with developing Villas in the sky right in the heart of Mumbai or introducing the Big city lifestyle in Virar suburbs, the core objective has always been elevating the customers from their current standard of living to one that of aspiration.

Elaborating on the business approach Vivek said, “We have been pioneers in innovation in the designing and real estate marketing space, from developing Villas in Sky, to introducing Pune market to having private plunge pools and Jacuzzi and presenting Virar, with the big city lifestyle-complete with podium amenities to enjoy. EKTA world was the first to bring to the wine city of Nashik a residential township of villas and apartments. Going forward too EKTA world will continue to be leaders in building quality establishments in a timely manner.

Timely delivery and peace of mind are the pillars that the organisation is built on and we will continue to maintain this. Also, it is our endeavour to complete 1 mn sq feet on an annual basis whilst ensuring that we give back to society. For the immediate future, we will be focusing on developments within the MMR region and look forward to more outright projects in the DM model.”



Vivek adorns multiple roles and divides his time between managing business and social activities. He is on board with Shraddha rehabilitation centre, the only one of its kind in India which provides treatment, custodial care and rehabilitation to a neglected group of mentally - ill roadside destitute and reuniting them with their lost families.





**YASH
MIGLANI**
MANAGING DIRECTOR
MIGSUN GROUP



Yash believes that the success is built by the team of people having a joint mission. “At Migsun, working together is practiced like a big family and not as an individual. Thus, empathy for our employees and construction workers is pivotal to our work ethos,” he stated.

The company business growth target is of 1 crore sq ft of construction work. It has acquired stakes from HDFC and Ansal Properties & Infrastructure Ltd’s in Ansal IT City Park (SEZ) Tech Zone, Greater Noida and has entered into a joint development agreement with Royal Golf Link City Projects to develop a 9 acre residential and retail space in Greater Noida with an investment of Rs 250 crore.

Yash believes in building sustainable and future-ready developments & communities with a global outlook. With that philosophy in mind, his company has now expanded its realty business in affordable housing segment. In fact, the Group has plans to acquire and reconstruct five to seven stalled projects in Greater Noida with an investment plan of Rs 4,500 Crores for the same.

Apart from foraying in the affordable housing segment, under Yash young leadership, the group has marked its presence in education, hospitality, film production and skill India namely migsunkaushalam. The presence in diverse verticals reflects his commitment to create an environment that is adaptable to nation’s evolving needs.



I believe, the road to success is never easy. Your journey is your goal, what you do to achieve it and how you earn it, matters more than anything. I am very proud of my team and it has been a journey to remember, as we look forward to many more to come. You’ve got to often pick yourself with the struggles that bog you down until you reach the finish line.





YASH SHAH
 FOUNDER & CEO
 THE ADDRESS
 DIRECTOR
 TRUE VALUE GROUP



Yash Shah, is a first and second generation entrepreneur and has been the new-age force leading True Value Group with his rich experience in the field of leasing, real estate and innovation in the real estate industry after extensive research in the same from Singapore. He is a board member of various organizations like Corporate Connections, Entrepreneurs Organization and CREDAI India.

True Value Group is focused on high-end real estate (commercial and residential) developments across Ahmedabad's. "While we have developed the most magnificent skylines of the city, we have also innovated in our offerings to put a significant emphasis on contemporary architecture keeping in mind a strong harmony with nature and the laws of ancient architecture," Yash elaborated.

As a forward integration to his business, Yash also runs a start-up called 'The Address' which is currently Gujarat's largest Tier-2 focused co-working, serviced and managed office space - spread over 1.5 lakh square feet.

He is also the Co-Founder of Disruptium, the latest venture that aspires to be a one-stop solution for the up and coming start-up ecosystem. He is an avid angel investor and has 15+ start-ups in his portfolio. "We want to uproot the inherent challenges at the nascent stage of the fledgling companies, also offering mentorship, making them fundable and funding them and making them product-market fit by providing team resources and everything zero-to-one," said Yash.



Yash believes that any business model should integrate and connect members to a single community, while at the same time, providing them the option of working independently.

Yash is trying to inculcate a culture which encourages as well as fosters collaborations to boost innovation and productivity.





**YUKTI
NAGPAL**
DIRECTOR
GULSHAN HOMZ PVT.LTD.



Yukti is a strong-willed dynamic leader who oversees and ensures the entire brand operations at all touch points by building brand equity and imagery. More than just overseeing, she engineers sales, human resource acquisition, and construction, as well as the best customer relationship strategies, with enviable flair. She brings a fresh new arsenal of ideas to the table, and her zeal and talent inspires those around her.

She is in charge of bringing the company to the next level and establishing new real estate trends. Under Yukti's leadership, the group has forayed into Uber Luxury Housing segment and is developing its project Gulshan Dynasty, which is indeed a perfect amalgamation of Luxury and Wellness.

"Our future-oriented approach ensures that we infuse creative architecture with state-of-the-art luxuries to build good quality homes that last for generations. We were into core residential real estate and now we are planning a well-diversified expansion by embarking into the commercial and hospitality sector as well," Yukti shared.

While, managing the entire marketing planning cycle to ensure brand aesthetics at every touchpoint, she is also trying to change people's perceptions that developers are only interested in completing a project and are unconcerned about the needs of their customers. "There are developers who make sure that all the needs of buyers are met with precision. The case in real estate is about a black sheep spoiling the whole flock," she expressed.



We would like to see a time when people will stop seeing developers like the people interested only in delivering a project with no attachment to buyers' sentiments. When I see projects that resemble Shantytowns made of brick and mortar, and lack any attempt to improve people's lives, I feel disheartened. Through Gulshan, I want to address this issue and make the buyer feel honoured.





**ZAYD
NOAMAN**
EXECUTIVE DIRECTOR
PRESTIGE ESTATES
PROJECTS LIMITED



A thorough professional with an entrepreneurial vision and an eagerness to transform the real estate sector in India. Zayd has pledged his career to making a revolutionary impact in India's real estate space.

Zayd logical analysis and ideation has always been out of the box. He has the hunger to learn by constantly keeping himself updated with the market and sharpening his technical skills. He has always been proactive in contributing to the greater interest of the real estate industry and is all set to play a bigger role in taking this industry to the next level.

Zayd has a vision to align with global practices and bring the best to India in terms of real estate. He is currently focusing on seeking new opportunities in land acquisition and investor relations within the company. He was also an integral part of the Steering Committee of "Falcon 2.0", to roll-out a new enterprise system for the organization. He is also driving the Group's efforts to generate employment opportunities and improve the quality of skilled labour in the industry through its joint venture 'Rustomjee Prestige Vocational Education and Training Centre.'

Sharing future plans Zayd said, "Our strategy is to be a pioneer in the sector by investing in future growth trajectories through acquiring land at locations with promising growth prospects and exploring new models such as office platforms for yielding segments."



Zayd has been actively involved in the acquisition, design & development, planning execution, business development, leasing & sales of the group's portfolio. He has an eye for detail and a passion to evolve and learn, Zayd brings to the table a newer, fresher and younger perspective.



WINNERS COMMENTS



ANSHUL SINGHAL
MANAGING DIRECTOR,
WELSPUN ONE LOGISTIC
PARKS

Thank you Realty+ for encouraging leaders like us and creating this wonderful platform. I would like to dedicate this award to all the teams I had worked in past 16 years. Thank you



BINITHA DALAL
HEAD- FUND RAISING
RUSTOMJEE

I would like to extend big thank you to the entire Realty+ team for their constantly novel initiatives and bringing a great change in real estate and media industry. Accepting this award I must say, I'm nothing without my team and my mentor Boman Irani who inspires me.



PAVITRA SHANKAR
EXECUTIVE DIRECTOR
BRIGADE GROUP

Thank you so much Realty+ team for this honour. It will act as a motivating factor. Many thanks to the team Brigade also for keeping your trust in me always.



ZAYD NOAMAN
EXECUTIVE DIRECTOR,
PRESTIGE ESTATES
PROJECTS LTD

I want to thank Realty+ team and the jury panel for this felicitation. Teamwork always succeeds so, thank you my team for your support.



AKSHAY TANEJA
MANAGING DIRECTOR,
TDI INFRATECH LTD

I'm delighted to receive this prestigious award. I would like to dedicate this award to all the frontline workers, without their hard work we could not have returned back to work to our offices.



AMANDA PURVANKARA
DIRECTOR
PROVIDENT HOUSING LTD.

I really want to thank Realty+ and Jury for this award. This adds value to my role in the industry and I am looking forward to see more women in leadership.



ANGAD RAJAIN
GLOBAL HEAD- IFM & CSO
TENON FACILITY
MANAGEMENT INDIA
PVT LTD

Thank you Realty+ for this fantastic initiative and opportunity for young leaders. It encourages us even more to work towards creating socio-economic development of the country.



BHUSHAN PALRESHA
MANAGING DIRECTOR
VTP GROUP

Thank you Realty+ team for honouring me with this prestigious award. Such acknowledgments boost young leader's confidence to do their best going ahead.



DR. ADV. HARSHUL SAVLA
MANAGING PARTNER
SUIDHA LIFESPACES
(M REALTY)

It's a great feeling to receive this recognition and I want to dedicate this award to the entire team that helped in delivering projects with quality, on time.



DUSHYANT KISHOREKUMAR GOSWAMI
MANAGING DIRECTOR
SUIDHA GROUP

Thank you Realty+ for organizing such inspiring events and the Jury for felicitating me with such a fantastic award. This appreciation gives us a lot of boost and energy to do better for our society and clients.



DANISH FAROOK
DIRECTOR
SILVERLINE REALTY
PVT LTD

I'm extremely delighted to receive this award. I would like to thank the entire Realty+ team for superb initiative in promoting Indian real estate. Many thanks to my team also for supporting me to accomplish our goals and my father who is my mentor and guide



KESHAV BHAJANKA
EXECUTIVE DIRECTOR
CENTURY PLYBOARDS
(INDIA) PVT LTD

I want to thank Realty+ team for this honour. I would like to thank our team and my wife for providing their support in achieving the success.



GAURAV MOUDGIL
MANAGING DIRECTOR
GLOBAL C

On behalf of our entire team I would like to thank Realty+ team and jury for this recognition.



HRISHIKESH AMAR MANJREKAR
EXECUTIVE DIRECTOR
AMAR BUILDERS

Thank you Realty+ for organizing this amazing event. The phenomenal jury panel makes this award even more special. It adds more weight to the honour. This award belongs to my entire team.



KANIKA GUPTA SHORI
CO-FOUNDER & COO
SQUARE YARDS

I am so thankful to the jury members and Realty+ team for this prestigious award. I want to dedicate the award to my team who has been working hard to make Squareyards successful.



LINCOLN BENNET RODRIGUEZ
FOUNDER & CHAIRMAN
BENNET & BERNARD
GROUP

I would like to thank Realty+ for this fantastic platform. I also want to thank my family and our team for all the hard work that helped us reach our goals.



FOR REGISTRATION, CONTACT:

Monisha Karkera +91 9870441920 | monisha.karkera@exchange4media.com
Avantika Patel +91 76780 41182 | avantika.patel@exchange4media.com

FOR BRANDING OPPORTUNITIES, CONTACT:

Tripti Kedia +91 98200 10226 | tripti@exchange4media.com
Ganesh Gurav +91 99309 60403 | ganesh.gurav@exchange4media.com

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FOR BRANDING OPPORTUNITIES, CONTACT:

Tripti Kedia +91 98200 10226 | tripti@exchange4media.com
Ganesh Gurav +91 99309 60403 | ganesh.gurav@exchange4media.com

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