

25th September 2023

To,

Chairman/Secretary/Management Committee Members,

Kumari Jethi T Sipahimalani CHS Ltd.

Final Plot No. 565, TPS III, Mori Road

Mahim, Mumbai 400016

Subject: Response to the queries received from members of Kumari Jethi T Sipahimalani CHS Ltd. dated 18th September 2023

Dear Members,

We sincerely thank and express our heartfelt gratitude to all the members of Kumari Jethi T Sipahimalani CHS Ltd. for acknowledging Raymond Realty as one of the leading developers to present our vision of your future living space.

Since its inception in 1925, Raymond has been a renowned brand, synonymous with Trust, Quality and Excellence. We are known to raise the bar in every industry domain we foray into – fashion, Lifestyle, Technology or Real Estate. Raymond Realty moves forward, building upon the group's rich legacy – of setting new benchmarks with customer centricity at the core. Our focus is clear and absolute – to Go Beyond real estate conventions to introduce a new standard of living that pushes the envelope on every aspect – construction quality, sustainable design, aesthetics and comfort. It is this conviction that makes a Raymond Realty residence your dream abode. We bring you elegant modern spaces, pleasant ambience and a range of exclusive amenities – making it a living experience unlike any other. And to ensure this, we always Go Beyond ourselves.

For us, Kumari Jethi T Sipahimalani CHS Ltd. is a topmost priority. We envision nothing less but the supreme development offering from the house of Raymond Realty. We are delighted to present our finest creation – "The Address by GS", an ode to elevated living, personally endorsed by our Chairman & Managing Director, Mr. Gautam Singhania, carrying his signature lifestyle for the true connoisseur of class like you. It's an address that envelopes you in a world of comfort. You can expect to be delighted by a host of recreational amenities that rival the best in the city. The largest of their kind, our residences will make you feel like home with the upscale design, familiar comforts & hand-picked personalization. We truly believe what we

have conceived for you is the best from what anyone can offer, and you will understand how significantly our image of future Kumari Jethi T Sipahimalani CHS Ltd. will shape your life like no other.

Here is a short message from our Chairman & Managing Director's Desk <https://youtu.be/HeNnAPcJQak>

Again, we thank you for your interest in giving Raymond Realty a chance to redevelop your esteemed society. We honestly understand and acknowledge the queries shared with us in the mail dated 18th September 2023 based on the visual presentation done on 3rd September 2023 and the offer submission done on 15th June 2023 & 5th August 2023, respectively. We are pleased to help you answer all the questions you have in your mind. For ease of understanding and convenience, we have addressed your enquiries into various categories in the future segments of this letter. We hope this will resolve all the doubts you have in your mind about your future Kumari Jethi T Sipahimalani CHS Ltd.

(A) DELIVERING YOUR HOMES WITHIN COMMITTED TIMELINES

When it comes to delivering your dream home, we understand that time is of the essence. At Raymond Realty, we pride ourselves on completing projects within the committed timelines. We have the capabilities, financial strength, and execution strategies backed by transparent communication, performance guarantees, and legal safeguards to secure your investment. Let us help you turn your dream of owning a home into a reality.

1. Financial Strength and Commitment:

- Raymond Limited is a net debt-free company with the financial wherewithal to invest the required amount for the redevelopment of your society from its balance sheet. Recently, we have divested our FMCG business for a total value of Rs. 2,825 Cr., which adds to the cash surplus for the organization.
- By the time we request the members to vacate the society, we would have invested close to Rs. 200 Cr. towards various activities, including approval costs, to start rebuilding your society.
- We are looking at securing the entire approval from the beginning (before starting the redevelopment), which will be in the society's name.
- Additionally, we will provide the society with a Bank Guarantee of Rs. 50 Cr. issued by a reputed bank.

2. Execution Strategy:

- Once the process of vacating the society and handing over the premises is done, we will develop the project in a 'single phase'. We will deliver the towers along with the amenities to the residents at the same time, avoiding various risks associated (in a multi-phased project) such as:
 - Timeline issues on the commencement of the initial phase resulting in the delay in the completion of the project.
 - Ongoing construction activities and movement of labour & materials at the site, post the possession of completed phases.
 - Impact on the residents' quality of life within the completed phases due to noise and air pollution from the ongoing phase at the site.
 - Residents of the initial phase of the project may not be able to enjoy full-fledged ready amenities of the entire development.
- Developing the project in a 'single phase' takes a lot of financial might. As mentioned above, we have that financial strength.
- Our vision for the society is to have 'composite buildings' wherein existing members' apartments are positioned along with the sale apartments within the same tower, ensuring proper distribution of members across the development and no differentiation in the quality of development.
- The amenities provided in the newly built society will be common for all the existing as well as the new members.
- We will offer the exact specifications and premium finishes for both the members' and the sale apartments to avoid any distinction.
- Common ingress and egress (entry & exit) to the premises is planned, both for existing as well as new members.
- The project will be RERA registered as per the norm of MAHARERA Rules; hence, delivering the newly built homes and amenities to you within committed timelines becomes obligatory.

3. Execution Strength:

- As a nearly century-old organisation, we have a vast experience of developing:
 - 4 schools with world-class facilities providing education to 12,000+ students
 - 50 lakhs sqft of industrial spaces & industrial townships in more than 5 locations
 - More than 100 marquee retail stores across India
- Our construction capability includes building one of the marquee and opulent residential towers of Mumbai - JK House, a 36-storeyed building at Breach Candy Road.

- We have approx. One crore sqft built-up area of residential projects in MMR currently under implementation across various categories, from aspirational to premium to luxury.
- Our latest construction might include - the successful delivery of 900 apartments spread across three towers of 42 storeys each at Thane in a record time of 3.5 years from launch, two years ahead of RERA timelines despite Covid restrictions.

A token of [Appreciation from MAHARERA](#)

Celebration with our customers on the occasion of achieving the delivery milestone <https://www.youtube.com/watch?v=zhmcl9AsXz4>

(B) QUALITY OF THE DEVELOPMENT WE ENVISION TO OFFER

We reiterate to the members of the Kumari Jethi T Sipahimalani CHS Ltd. that this development will be along the lines of our premium flagship project - "The Address by GS", inspired by the signature lifestyle offered by our CMD, Mr. Gautam Singhania, personally endorsed by him. We value our customers a lot, and therefore, the meticulous planning of the development with top-end specifications, elevation and amenities at the site has been done according to the demographic survey of the Kumari Jethi T Sipahimalani CHS Ltd. members conducted by us.

This is what The Address by GS in Thane looks like https://youtu.be/klPk_NstNzc

1. Product & Specifications:

- The planned amenity list includes a badminton court, tennis court, cricket pitch, basketball court, swimming pool (both for adults and kids), cabana and jogging track, senior citizen corner, kids' play area, etc., considering the various categories of residents.
- We propose one-of-its kind "hanging clubhouse" of around 20,000 sqft built-up area with top-notch facilities such as a business lounge, a modern gymnasium with a pool view, a multi-purpose party hall, an indoor games room and a library, to name a few.

2. Proposed Unit Configurations:

- We have planned spacious 3-bed and 4-bed apartments in the project with the best of fixtures & specifications. Additionally, there will be 15 units of 2-bed apartments for existing members due to the current sizes of their apartments.

(C) OUR DESIGN PHILOSOPHY & STRATEGY

At Raymond Realty, we always work with the best in the industry. That's why we call our contractors or partners as "co-creators". A globally renowned architect has designed this

project, Mr. Hafeez Contractor. Every minute detail has been considered while designing your renewed address and have prepared plans whereby we will be ready to submit it for approvals within few days once we are appointed as a developer by the society.

You will be surprised to read below how meticulous we are when it comes to design.

Our vision of future Kumari Jethi T Shipahimalani CHS Ltd. <https://youtu.be/QRQqWoJNp-E>

1. **Open Space:**

- We propose upgrading the open space nine times of the current garden area.

2. **Views:**

- The best part is that we've ensured fantastic views from every apartment. This is possible because of our actual drone survey done from your society.
- Privacy plays an important role when it comes to your own private space. Therefore, we have avoided designing towers in an "L" shape so that all the apartments and their owners have solitude and do not overlook each other.

3. **Layout & Planning:**

- Starting with the basics of design, we have appointed the best external aviation consultant. The buildings have been planned and placed within the permissible limits, with floor-to-floor height assumed to be 3.1 meters.
- A thorough study of norms and planning of the site have been done as per DCPR 2034 wrt the fire tender movement to ensure safety and security for members.
- We have separated the movement between the residential society and shops, mitigating security risks and maintaining the residents' privacy.
- We have conceptualized the [three separate residential towers](#) with proper distance between each of them and kept the orientation of the apartments to ensure sufficient light and ventilation in the common areas of the building and inside the apartments.
- As an organization, we truly believe that Vaastu plays an important role in spreading positive energies. We have appointed a renowned Vaastu consultant and have done a detailed analysis of the sun path and airflow to plan the apartments' spatial arrangement and orientation.

4. **Parking:**

- Based on our traffic movement study within the society premises, proper planning for ingress/egress (entry & exit) and car park is done to ensure smooth vehicular movement.

- We will be providing two car parks per member. Be assured, these car parking spaces will neither be mechanical nor be stack parking.

5. Green Building Features:

We design all our projects considering healthy living and sustainable development, reducing the carbon footprint. One of our fundamental design principles is to incorporate various green building measures in our projects, such as optimum use of green energy, water conservation, solid waste management & treatment etc., resulting in reduced maintenance charges, energy conservation and better quality of life for the residents.



Energy Efficiency

Energy-efficient lighting, appliances, and HVAC systems

Installation of solar panels

Electric vehicle (EV) charging stations

Provision of piped gas to all apartments



Water Conservation

Low-flow faucets, toilets, and showerheads

Rain Water Harvesting system

Drought-resistant landscaping and irrigation

Water-efficient appliances and fixtures



Indoor Air Quality

Use of low-VOC (volatile organic compound) paints and materials

Ventilation systems for improved air circulation



Sustainable Materials

Use of recycled or reclaimed building materials

Certified construction materials



Waste Reduction

On-site recycling and composting programs

Use of pre-fabricated and modular construction to reduce waste



Natural Lighting and Ventilation

Large windows for natural daylighting

Operable windows and skylights for natural ventilation



Operational Efficiency

Efficient waste management practices such as installation of Organic Waste Converter, Sewage Treatment Plant and Water Treatment Plant

Regular maintenance to ensure optimal energy and water efficiency



Health and Wellness Features

Access to green spaces and outdoor recreation areas

Fitness centers and wellness programs for residents

Designs that promote physical activity and mental well-being

(D) PURCHASE OF MEMBER APARTMENTS

- In case members wish to sell their existing units to Raymond, we are open to purchase from the existing members at a rate of Rs. 33,000 per sqft on existing carpet area¹. Members willing to sell the units are requested to give intimation within one month of Raymond Realty being appointed as a developer. The sale agreement is to be concluded prior to entering into a Development Agreement with the Society.

¹ Not more than 20 units

- Alternatively, any member wishes to purchase the additional apartment from the sale apartment. In that case, we are happy to offer the same at a rate of Rs. 44,000 per sqft on the carpet area, and the payment will be collected as per the construction-linked payment plan of Raymond Realty.

(E) TERRACE APARTMENTS OF MEMBERS

There are around three terrace apartments, according to the details provided by the PMC of the society. We request the respective owners of the terrace apartments to approach us through the Managing Committee to discuss their concerns, and we will consider the same in the course of time.

(F) Clarifications to Commercial Offer dated 15th June and 5th August 2023

A	Additional Carpet Area	<p>We had specified additional carpet area basis the percentage on the area as provided by Project Management Consultant. Our objective is consistent to pass entire benefit available for members under cluster redevelopment basis their eligibility.</p> <p>However there seems confusion on calculation and comparison. Hence, we maintain the following.</p> <p>Residential/Commercial shops – We will match the eligibility as per area provided by the PMC of society.</p>
B	Rent and Escalation	<p>Rs. 176/- (Rs. One Hundred and Seventy Six only) per sq. ft. on existing carpet area of flats (including balcony) occupied by residential and non-residential/commercial members shall be paid upto part OC/OC of respective units.</p> <p>There will be annual escalation of 4% on Rent effective after 12 months from the date of vacation by members/tenants.</p>
C.	Performance Bank Guarantee	<p>We will provide a Bank Guarantee of Rs. 50 Cr. issued by a reputed bank.</p>

**As communicated earlier, our entire offer is based on the assumption that MHADA will certify the area as provided by Society's PMC. All the terms and conditions mentioned in our offer dated 15th June 2023 will remain the same.*

TEN X REALTY LIMITED

A 100% owned Subsidiary of **Raymond Limited**

CIN : U70109MH2021PLC373916

Regd. Office: Pokharan Road, Jekegram, Thane-400606

Tel.: +91 22 6152 7000 | Fax: +91 22 6152 8111

Raymond | REALTY
Go Beyond

Office Address:

The Mill, Ground Floor, Jekegram, Pokharan Road No. 1, Thane - 400 606
Maharashtra, India

Hope we have satisfactorily guided you through all your queries with the relevant information provided above in the document and are confident of our capabilities & vision for your esteemed society.

We request you to kindly acknowledge a copy of this document.

Thanking you.

Yours Truly,

For TEN X Realty Limited

S/D

Viral Mehta

Authorized Signatory

Head - Business Development

Mobile No-9892816942

Email id: Viral.Mehta@Raymond.in

Appreciation received from RERA



MAHARASHTRA REAL ESTATE REGULATORY AUTHORITY
महाराष्ट्र स्थावर संपदा नियामक प्राधिकरण

No. MahaRERA/Secy/ 83 /2023
Date: 20/01/2023

To,
Mr. Harmohan Sahni
Chief Executive Officer - Realty Division,
Raymond Realty

Subject: Completion of MahaRERA Registered Projects P51700019265 &
P51700020256 two years ahead of timelines

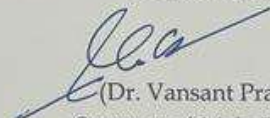
Dear Mr. Sahni,

We, at MahaRERA appreciate that Raymond Realty has completed the MahaRERA Registered Projects P51700019265 & P51700020256, TENX Habitat Raymond Realty Tower A and B & Tower C respectively and obtained the Occupation Certificates for the said projects two years ahead of MahaRERA timelines.

The efforts of Raymond Realty has enabled homebuyers to obtain possession of their dream homes in advance of the time period assigned for the purpose.

We, take this opportunity to compliment and congratulate Raymond Realty and its team for all hard work and dedication leading to early completion of the said projects.

Yours Sincerely


(Dr. Vansant Prabhu)
Secretary / MahaRERA

MAHARERA HEADQUARTERS

Housefin Bhavan, Plot No.C-21, E-Block, Bandra-Kurla-Complex, Bandra (E), Mumbai 400051

Tel. No. 022-68111600 • E mail : helpdesk@maharera.mahaonline.gov.in

महारेरा मुख्यालय

हाउसफिन भवन, प्लॉट नं. सी-21, ई-ब्लॉक, वांद्रे-कुर्ला-कॉम्प्लेक्स, वांद्रे (पूर्व), मुंबई ४०००५१.

दूरध्वनी. क्रमांक. ०२२-६८१११६०० ई-मेल: helpdesk@maharera.mahaonline.gov.in

TEN X REALTY LIMITED

A 100% owned Subsidiary of **raymond** Limited

CIN : U70109MH2021PLC373916

Regd. Office: Pokharan Road, Jekegram, Thane-400606

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Raymond REALTY
Go Beyond

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Maharashtra, India

Elevation of the proposed towers

