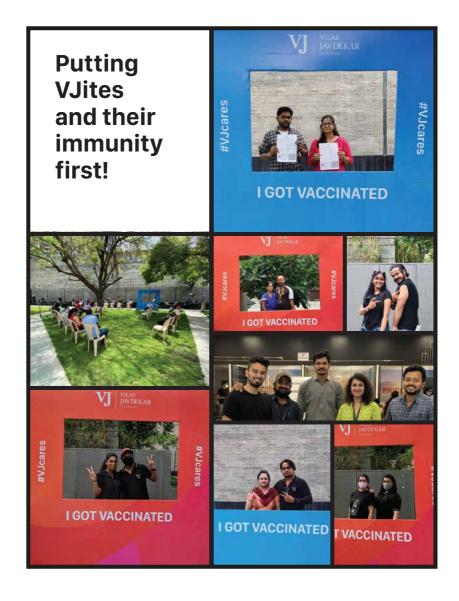
## VJCONECT MAY 2021



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# COVID and residential real estate: A global perspective

The Real Estate sector particularly in India has been passing through challenging times and there has been a big slump in property sales since past 7-8 years. With the present lockdown due to the Corona Virus pandemic, the residential and commercial real estate is being confronted with unprecedented challenges due to the drop in the sales.



Before the pandemic, the Real Estate sector, which was one of the most sought after investment options had been trailing behind due to a number of reasons which include lower rate of return on any real estate investment and inclination toward acquiring homes on rent instead of buying one.

Nevertheless, as per the findings, the post-pandemic period might have a positive impact on the sector in the long run as people might prefer 'buying homes' rather than buying the space on rent, as property buying is becoming very attractive, thanks to discounts and offers from developers. Also, the current home loan interest rates are at a 15-year low and there are good incentives for first-time homebuyers.

There could be an optimistic attitude toward Real Estate and private homes as investments might multiply particularly in the residential sector. For instance, the average time in a person's life is 24 hours from which 10-12 hours are deducted for work and travel time, while 8-9 hours can be reserved for sleeping and other chores. Now after the lockdown, people are spending 24 hours at home with about 15 hours spent actively doing chores while trying to improve their standards of living. Even small terraces and well-ventilated rooms have been serving the purpose. A home-owner's emotional attachment increases during the lock down period as compared to the one living in rented space.

Indian Real Estate home planning might require changes as people prefer well ventilated homes with open air. With 'Work from Home' concept gaining grounds, there is a need to have an office space in homes and additional spaces for common areas like living rooms and terraces with un-interrupted electricity and internet supply. Investors might choose Real Estate as their yearly returns would be up by almost 15% in coming 3-4 years.



#### Skill development at VJ: Online trainings by Natasha Bhatawdekar

Creating a team of smart, proficient and responsible VJ team members for handling day-to-day affairs is no easy task. But at VJ we take the best efforts to create the most skilled team.

As training over sales, marketing, business development and customer management is important for growth, we at Vilas Javdekar Developers have been conducting trainings with our very own Natasha Bhatawadekar, a full time trainer and Learning and Development Manager at VJ to help our team achieve better and effective results.

In the month of May, Natasha while tying up with several external experts conducted 3-4 various online training modules to help upgrade the skills of the VJ team members numbering over 370 members with topics including 'Being Accountable', 'Stages of Team development', 'Conflict Management', 'Presentation Skills', 'Responding to Customers' Queries and Complaints',



'Communication and Deportment', 'People Management', 'Email Etiquettes', 'Service Quality', 'Time Management' and 'Follow up Coordination and Basic Communication in English for the Admin Team' among other topics.

The training programs were auditory, visual and kinesthetic for all learners who were made ready to undertake their respective tasks.

Over the years, Natasha has conducted various motivational and technical training in order to build a positive and constructive environment and help the VJ team gain essential knowledge over development and management of the business.





Launching soon Yashwin Supernova Phase II at Wakad, where 2 and 3 BHK homes detailed to perfection, to meet all your needs with over 60+ utility features, and a community of 600+ like-minded families.



2 & 3 BHK HOMES NEAR INDIRA COLLEGE, WAKAD. TO KNOW MORE, GET IN TOUCH WITH US.

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WATCH OUT FOR EXCITING REFERRAL BENEFITS BY VJ IN THIS NEWSLETTER.



In order to create awareness on the importance of safety measures that should be implemented at every construction site, Vilas Javdekar Developers recently organized a Safety Product Showcase for all the Engineering staff at its YashONE Hinjawadi site.



The showcase was arranged under the supervision of Sarvesh Javdekar, Technical Director of Vilas Javdekar Developers during which about 40-50 project managers, site engineers and team leaders had gathered to seek information and knowledge on the safety methods at the sites.

While presenting the latest safety equipment and instruments, Sarvesh Javdekar gave explanations over new trends in the safety industry and their utilization at the sites to the participants.

The exhibition was also attended by Spokespersons including Nikhil Lodha, Director, Lotus Safety Products and Vinay Shukla, Head Marketing who shared information on new safety products available in the market and how one should upgrade them to avoid injuries at a site.

The session was also attended by members of VJ including Amit Balkawade, Sachin Sagar, Girish Hiremath and Suresh Mahale, who presented their views on safety protocols.

This small but a very important event on site was effectively executed by Akshay Dolas and Niranjan Kulkarni from the VJ Parivaar and Marketing teams respectively.







## FIGHTING COVID TOGETHER: VACCINATION DRIVE AT VJ

What does 'People First' truly mean?

We at Vilas Javdekar Developers care for our employees, labours and Channel Partners (CP) and are concerned about their health and safety. As the need to get vaccinated against COVID is getting crucial and since it will be mandatory for all the citizens to get the shots in coming months, VJ Parivaar team has taken the initiative to start a vaccination drive for all the VJites and labourers working at the sites so that they can receive the shots as early as possible.



In compliance with all protocols prescribed by the government, VJ Parivaar, started offering vaccination slots for VJ employees and family members aged above 45 years. In fact, free vaccines will soon be administered to everyone between 18-44 years age, with the assistance of government-appointed doctors.

"Acknowledging the health risk the VJites are exposed to since they have to work at the sites just to meet the project possession deadlines, the VJ Parivaar team has decided to offer them with vaccination shots." said Dhanashree Shinde, Head-VJ Parivaar

In regards to that, Aditya Javdekar, CEO of VJ recently had held a Zoom meeting for all 370+ VJites and announced that the vaccination drive will be conducted in the first week of June for all employees between the age of 18 and 45. Not only the employee, but as a gesture of goodwill, we

have also offered to give a vaccination to one member from the family of each VJite, which may include the employee's mother, father, brother, sister or spouse provided the member is staying in the same house of that of the employee.

"On an average, 70-80 percent of our staff is out on the field, away from their comfort zone. They were at risk of getting infected, which might have become a bigger concern for the entire family. We tied-up with Ruby hospital and their doctors, who visited our sites and vaccinated our on-site employees and workers", said Aditya Javdekar. At the same time, VJ Parivaar aims to involve more family members of the VJites in the second round vaccination.

With that, VJ also organized a Zoom meet for all its CPs. Headed by Nilesh Gore, Sales Head at VJ, all CPs were informed that they would be offered vaccine shots along with any one member from their family.

Here are some feedbacks from our CPs over the vaccination drive-

"Thanks to the whole VJ team for their concern. It is a very good initiative,"

"Thanks. We are looking forward for the same."

"Thank you for your valuable time! Also thank you for the great initiative in terms of COVID vaccination"

All in all these vaccination drives for our VJ Parivaar members strengthens our core value of 'People First' in all possible ways.







Since the country has been gripped by the COVID pandemic for the past one year, lot of our home-buyers have been unable to visit the building sites or their apartments for updates and to check on the construction status. So, to keep them updated over the construction activities in their particular flats, VJ Parivaar and the VJ Sales team have taken the initiative to video shoot and present the building activities at all the ongoing projects and the apartments to notify the customers.

Accordingly, VJ in order to streamline the channel of communication between the sales team and the customers created two types of videos- Project level videos and Apartment level videos. For Project Level Videos, about 12 videos of 12 ongoing sites of VJ were shot and sent to the respective customers. The shoot gave an overview of the entire exterior and interior construction work and updates on society, amenities, podium, painting and brickwork completion etc.

For the Apartment Level Videos, the sales team shot about 2,132 personalized videos of individual apartments of the customers. The team gave a tour of each apartment and shot videos of the living room, kitchen, bedrooms and washrooms and also conversed in the preferred language of a particular customer to make them feel comfortable. All the videos were later sent to the customers on their registered mobile numbers via WhatsApp.

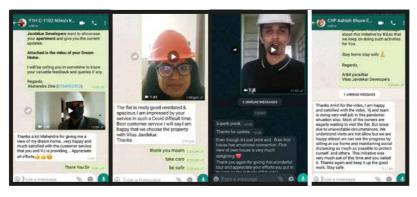
Efforts of the VJ Sales Team- Let's hear it from them.



The activity was a kind of experience for the VJ sales team, who took the efforts and shot the videos to present the status of the projects and the apartments.

"It was quite a gruelling errand for us but nevertheless it was the most intriguing one and there was lot to learn from it. There was lots of preparation work to be done before shooting the videos and describing the construction status in detail," said Shweta Uplap, Sales Manager with VJ.

"At one site, we actually had to climb 12 floors to describe the activities on each floor and apartments. We also had lunch sitting on the floor in the corridor. But nonetheless, it was unique and fun," said Shreyas Kulkarni.



# A handbook of best engineering practices



We at Vilas Javdekar Developers are known for our errorless, systematic and proficient execution of work at all our sites and with new ideas and innovation, we attract large number of customers and are favourites among home-buyers in Pune.

Nonetheless, VJ's level of perfection this time has taken a step forward as it has introduced a small pocket-sized diary called 'Best Engineering Practices' for all its engineering staff, project managers, supervisors and safety officers present at the construction sites.

The purpose behind the introduction of the diary is to prevent errors and miscalculations by the engineers and managers during the construction activity and also help them recall the basic technicalities at work.

As there are numerous activities that happen simultaneously when a construction of an edifice in progress like tiling work, painting work, plumbing or plastering, which is carried out in stages and serial wise as per the requirements on the floors, the entire work process has been compiled in the diary for the engineering team to understand the requirements and keep them handy.





## VJ Parivaar Boxes: At your doorstep

At Vilas Javdekar Developers we believe in providing the best services to our customers even if it is during such challenging times like Covid.

We recently realised that some of our new home-buyers from YashONE Infinitee, Punawale and Yashwin Supernova, Wakad had not received their VJ Welcome Kit due to the lockdown. They had booked their homes without visiting the site.

So knowing that the courier firms had not been functioning during the lockdown period and it was also not safe to deliver the kit through any third person, VJ deployed its VJ Parivaar and Marketing Team to carry out the task. Niranjan Kulkarni and Akshay Dolas accordingly did their RT-CP COVID tests and carried these goody boxes and hand-delivered them to the customers, who were not only happy but also appreciative towards such minor efforts by VJ's team.





## WATERPEDIA: KNOWLEDGE SHARING BY SARVESH JAVDEKAR



In order to spread awareness and sensitize the developer community, housing societies and general public over the importance of conservation of water, Sarvesh Javdekar, Technical Director, Vilas Javdekar Developers has compiled a smart booklet titled 'Every Drop Counts', which consists of essential steps to be taken to save the wastage of water during day to day chores in societies among other water conservation methods.

"They say, if there is magic on this planet, it is contained in water. Water is the jewel that shines, gives life, and grows life all around us. This makes it our duty to protect water and fight for its conservation!" says Sarvesh.

Sarvesh being environmentally conscious besides working on water wastage has also been instrumental in planting indigenous trees and advocating use of green buildings in Pune. He has shared his technical and practical knowledge in a very 'easy to understand' medium with the help of infographics and visuals, which focuses on answering certain queries on water availability, its cost and

alternative sources of water in Pune or why maintaining Sewage Treatment Plant (STP) is beneficial for saving the cost of water and what is its performance parameter and how one can reduce or achieve zero wastage.

All these measures are followed meticulously at all the VJ construction sites as well as the handed over VJ societies.

The booklet while laying emphasis on the importance of installing a RainWater Harvesting system in the societies provides information on the various products available in the market like Low Flow Aerators, Digital Water Meters and Online Water Quality Monitoring System that can help one reduce, reuse and recycle water.

Sarvesh apart from the water booklet is also working on two more booklets, Green building Features and Best Engineering Practices. These will be released soon.

Want a copy of the Water Booklet?
Write to us at viparivaar@javdekars.com

#### Save Water with these products!



#### **Low Flow Aerators**

Add low flow aerators on taps. Typically 1 apartment will require 4-5 aerators.

Price: Rs. 80 - 150 (approx)



#### **Digital Water Meters**

A single society of 500 apartments will require 9 water meters.

Price: Rs. 4000 - 6000 (approx)



#### Rainwater Harvesting System

The society of approx. 100 apartments require just 1 system & you are sorted.

Price: Rs. 3 Lakhs per RWH system (approx)

#### Online Water Quality Monitoring System

1 STP will require 1 monitoring system only (even if it's for 1000 apartments)

Price: Rs. 5 - 7 Lakhs per system (approx)





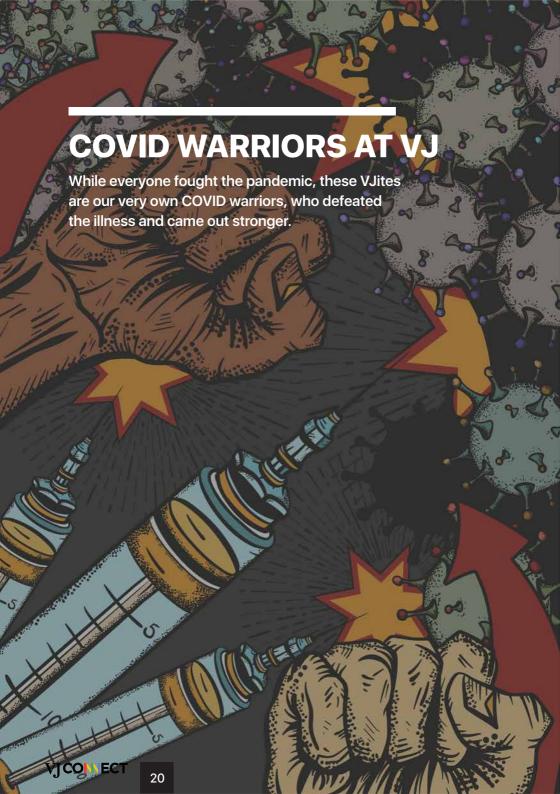
## FIRST-OF-ITS-KIND IN PASHAN. FIRST-EVER IN URBAN LIVING.

Pune's most trusted real estate developer presents a new chapter in livable spaces.

# STAY TUNED FOR A UNIQUE OFFERING



LET'S CONNECT FOR MORE.



#### **OUR COVID WARRIORS**



Anil Mayekar



Bhoopa Naik



Devidas Darekar



Ganesh Jadhav.



Hemant Jadhav



Jitendra Tanpure



Pratap Ingale



Pritam Vhanale



Sainath Yewale



Sandip Bhor



Satish Nene



Shivkumar Iyer



Sudhakar Gorte



Vishal Mahadik



Akshay Dolas



Roshan Pawar



Rohit Hadge



Suraj Singh

### SVJ Speaks at CREDAI Youth wing

We are delighted to inform all our members that Sarvesh Javdekar our Technical Director has been appointed as Convener of Cost & Project Management Committee at CREDAI Youth Wing.

Confederation of Real Estate Developers' Associations of India (CREDAI) is the apex body of private real estate developers, established in 1999 with a vision of transforming the landscape of Indian Real Estate industry and a mandate to pursue the cause of Housing and Habitat. Since then, their membership has grown to more than 20000 members today which is spread across 21 States and 220 Cities.

CREDAI strives to make the Real Estate industry more organized and progressive by working closely with all stakeholders: government representatives, policy makers, investors, finance companies, consumers, and real estate professionals.

CREDAI Youth Wing was formed keeping in view the need to bring together the next generation of real estate builders and developers so that they can be groomed and nurtured to become better professionals, ethical businessmen and true leaders in Real Estate.

CREDAI Youth Wing will ensure that the leaders of tomorrow will be well informed and knowledgeable with an open mind and the strongest of the business values.



The Youth Wing aims to educate the second generation entrepreneurs on various aspects of the business through learning summits and study.

Mr. Javdekar's main focus at this position is to update and spread the construction and construction technology knowledge to CREDAI Youth Wing members like how to deliver homes faster keeping in mind critical aspects of constructions, developing and effectively managing sequence of construction activities, etc.

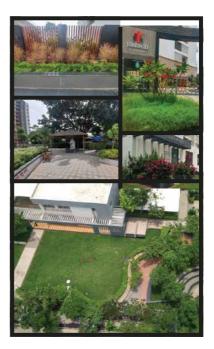
He with other members of CREDAI Youth Wing will be preparing and spreading lot of awareness tools for the engineering fraternity & developers which will eventually bring better ergonomics to the entire Real Estate community.

## Money matters & maintenance

At Vilas Javdekar Developers, it is made certain that the maintenance money of the home-buyers is secured appropriately without any possibility of embezzlement of funds or fraud. It is a custom at VJ that the maintenance funds collected from the home-buyers in the interest of the societies during the completion of the projects and during possession are saved in the particular society's Fixed Deposit account created by VJ with the banks. The money and the interest collected are then used for the upkeep and welfare of the societies.

For instance, if Rs. 1.25 lakh is collected as maintenance charges from a particular customer, the money is divided and saved into three different FD accounts. This includes approx Rs. 42,000 for the individual building





account, Rs 51, 500 for the upkeep of common areas and Rs. 31,500 for the maintenance of environmental infrastructure. With such developments, however the socities till date has earned about Rs. 48 lakhs as interest from the FD accounts put together.

#### A new beginning: H2H Website Launch

First time in Real Estate: An E Commerce style Website for choosing Customisation in your dream home.

The home-buyers at VJ have the first say when it comes to any minor modification or customization of their apartments. As VJ has been offering House 2 Home (H2H) service to all its customers for customization of their homes, it is now going one step ahead by offering the said service online.

Acknowledging that all the earlier interactions with the customers were done on email and calls, which was less specific and less precise for them to understand the technical terms, VJ has launched a people-friendly E-commerce style website under which all customization options like setting up 'separate breakfast counter' or applying 'additional electrical points for TV or AC' or 'modification in the wardrobe location' or 'placing kitchen trolleys' among other civil changes are being offered from which the customers can choose for their apartments.

Accordingly, the first project of VJ to be launched under H2H online method is Yashwin Orrizonte at Kharadi. The home-buyers at Yashwin Orrizonte will be able to login to the website through their registered Email ID and Mobile Number, to check the customization status of their apartments with pictures.

H2H Website will offer several features which will include More Transparency, Easy Payments Methods, Customisation Status Updates with Photos and Enhancement Customisation with

Consultation in which the customers are able to book a slot for a consultation with the sales executive in case they need to discuss more enhancement based options available in the Customisation Offerings. The first 45 minutes of the consultation are free of cost after which it will be a paid service.

Also the website is visually rich with videos and photos of the apartment for customers to understand how customization can be done.



# **Delights by VJ:** Exclusive merchandise

You own a VJ home and you love it. Here's your chance to add some more touch of VJ to your everyday life, with some amazing accessories that we present to you as VJ merchandise. Check it and it and take your pick.



If you want to get your hands on any of these, write to us at vjparivaar@javdekars.com

## A moment of glory: IGBC Final Certification

Since its launch till its completion, Yashwin Hinjawadi has been a landmark for Hinjawadi. Recently, it added another feather to its cap as it earned the prestigious Platinum Rating from Indian Green Building Council- the highest rating for a residential project.

IGBC looks at the sustainability of a project before certifying it. The factors it looks at includes water conservation, disposal of household waste, energy efficiency and overall health and well being of the residents.

In the survey conducted by IGBC across its 5 categories namely, site selection & planning, energy efficiency, water efficiency, materials & resources and indoor home environment, Yashwin Hinjawadi got excellent rating points. In fact, IGBC added design and innovation to its categories, while giving the platinum rating to Yashwin Hinjawadi.



This is indeed a proud moment for the entire VJ Parivaar.





Close to modern educational institutes | Easy access to WTC, EON IT Park and other workplaces | Excellent connectivity with Phoenix Marketcity, Hyatt Regency and other lifestyle destinations Well-connected to Pune Airport



## **Referral & Loyalty**

Once our agreement is done, you are eligible to refer your friends and family to VJ. You can earn Attractive Referral benefits!

- These benefits are applicable for referral agreements done between 1st April 2021 to 31st March 2022
- Read the AOP of Referral and Loyalty for detailed terms and conditions.

1BHK	Rs 50,000
2BHK	Rs 1,00,000
<b>ЗВНК</b>	Rs 1,50,000
JODI	Rs 1,75,000

Write to us at vjparivaar@javdekars.com to refer.



## ON GROUND UPDATES: SITE CONSTRUCTION STATUS







PALLADIO-E - South side 2nd coat external paint work is in progress



PALLADIO-E - 1st coat of internal paint work is in progress

Please visit www.javdekars.com for more updates and photographs about the construction.





**PALLADIO-E -** West side surface preparation work is in progress



PALLADIO-E - Upper parking tiles fixing work is in progress



PALLADIO-E - Lift cladding work for passengers lifts has been completed

Please visit www.javdekars.com for more updates and photographs about the construction.





RYAN SCHOOL- Door frame fixing work is in progress on 1st floor



RYAN SCHOOL- Tile work is in progress on 2nd floor



RYAN SCHOOL- Gypsum work is in progress on 3rd floor

Please visit www.javdekars.com for more updates and photographs about the construction.





RYAN SCHOOL- 7th slab work is in progress



# ON GROUND UPDATES: SITE CONSTRUCTION STATUS







YSN-A- PCC work is in progress



YSN- Retaining wall work is in progress

 ${\it Please \ visit \ www.javdekars.com \ for \ more \ updates \ and \ photographs \ about \ the \ construction.}$ 





# ON GROUND UPDATES: SITE CONSTRUCTION STATUS







Y1In-C1C2- Footing casting work is in progress, backfilling work is in progress



Y1In-D1D2- Basement raft reinforcement and casting work is in progress, 1st slab shearwall shuttering & reinforcement work is in progress





Y1In-D1D2- Retaining wall casting work is in progress









YE-A1- North side external painting final coat has been completed, north side flats aluminium windows fixing work is in progress



YE-A2- External painting final coat work is in progress, south side flats aluminium windows fixing work is in progress



YE-B1B2- External plaster work is in progress, Dado tile work is in progress on 9th floor, internal gypsum work has been completed till 19th floor



YE-STP- Plant installation work is in progress





YE- Commercial building excavation work is in progress









### **VJTC Drone Photo**



VJTC- Excavation work is in progress

 ${\it Please \ visit \ www.javdekars.com \ for \ more \ updates \ and \ photographs \ about \ the \ construction.}$ 











 $\label{thm:condition} \textit{VJ} \ \textit{GRAND} \ \textit{CENTRAL-Ground floor slab (part1) beam bottom work} \ \& \ \textit{shuttering work is in progress}$ 









VJ HAPPINESS STREET- 2nd floor slab has been completed, 3rd floor slab shuttering work is in progress









VJ ONE AVENUE- PCC & Footing work is in progress, Water tank PCC work is in progress



VJ ONE AVENUE- Basement raft casting work is in progress, blockwork is in progress on 6th floor











Y1H-A- Kitchen otta fixing work is in progress on 19th floor, wooden door frame fixing work is in progress 18th floor



Y1H-B- Kitchen otta fixing work is in progress on 19th floor, wooden door frame fixing work is in progress 16th floor



Y1H-C- Blockwork has been completed till 21st floor, gypsum plaster work is in progress on 17th floor, waterproofing work is in progress on 8th floor





Y1H-D- Lower parking, upper parking & 1st floor slab has been completed



Y1H-E- Steel fixing & shuttering work is in progress on 21st floor, blockwork is in progress on 16th floor, waterproofing work is in progress on 8th floor



Y1H-MULTI PURPOSE HALL- Shuttering work for LMR & parapet wall is in progress





Y1H-PODIUM PH-2(block C)- Tendon laying work is in progress for 1st slab



Y1H-PODIUM PH-2-(block D) - Column & retaining wall work is in progress, UG services work is in progress









Y1WC-A- 22nd floor slab Pour1 shuttering & Pour2 shearwall casting work is in progress, blockwork is in progress on 19th floor





Y1WC-B- 23rd floor slab (terrace floor) casting work has been completed, above terrace OHWT shearwall reinforcement, shuttering work is in progress



Y1WC-C- 23rd floor slab (terrace floor) casting work has been completed, above terrace OHWT shearwall reinforcement, shuttering work is in progress







Y1WC-D-13th floor slab casting has been completed, shearwall reinforcement, shuttering & casting work is in progress



Y1WC-E- 5th slab casting work has been completed









YSNW-A- Shearwall work is in progress on 11th floor, blockwork has been completed till 5th floor, gypsum plaster work is in progress on 2nd floor



YSNW-B- 10th slab shuttering work is in progress, blockwork is in progress on 6th floor, gypsum plaster work is in progress on 3rd floor



YSNW-C- 6th floor slab shuttering work is in progress





YSNW-D- 3rd floor shearwall reinforcement has been completed









YO-A- 2nd slab shuttering work is in progress



YO-B- 3rd slab shuttering work is in progress





YO- North east corner compound wall work is in progress



YO- South side compound wall column pile work is in progress



VJ