

# CONCORDE Connect

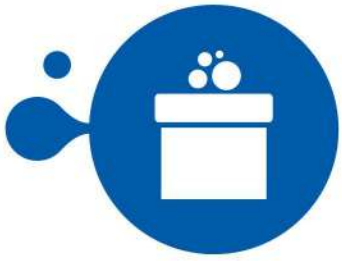
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CONCORDE  
Econex

Doddanekundi, East Bengaluru

Welcome to a world-class working space



# New at Concorde

## Econex: Our latest state-of-the-art commercial offering

Concorde Workscapes proudly presents Econex, the most exclusive commercial development, located in Doddanekundi Industrial Area off ORR.

With a site area of 1.20 acre and a total build up area of 1.20 lac sq. ft. Econex offers a unique combination of collaborative workspaces for retail spaces.

From having the best-in-class tech infrastructure to adaptable, fluid and biophilic spaces, every user's desire is fulfilled.

Built on the principles of innovation and efficiency, Econex aims to deliver a world-class, state-of-the-art experience. The property has G+5 floors.



# From the desk of the Managing Director

“Progress is not inevitable.  
It's up to us to create it.”

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**Mr. R Gopal Reddy**  
Managing Director

Dear friends,

I hope you're all doing well. We have some very exciting news to share with you all. With your loving support and cooperation, the Concorde family has been growing with an unprecedented fervent zeal! It gives us immense pleasure to declare that we've grown by over 500 new members, who, with their exceptionally gifted skills and vision, will elevate us to the next level. There has been a great growth in terms of revenue as well, as there's been a thriving trend by 21% YOY.

We are truly indebted to our family of stakeholders who have shown courage, resilience and a never give up attitude, motivating us to strive for a better tomorrow, every day!

We've set the right goal to achieve by hiring new workforce across several departments.

This was a well-thought strategy, since the hiring a fresh new batch of skilled and competent people would deliver better experiences and advices to start with.

There would also be an expansion into commercial office space sales alongside east and north-west residential offering.

The organisation would also continue helping people build asset through real estate investment options.

Now for the big unveiling... the Concorde family proudly presents Econex, our latest commercial offering. It is primarily a biophilic themed project with best-in-class tech infrastructure fulfilling every user's desire. The property has fabulous open work office spaces, perfectly suited for retail & commercial usage. It also has a site area of 1.20 acre and a total build up an area of 1.20 lac sq. ft. and lounge seating and balcony sit- out view for each floor. It features a terrace open sit out and a cafeteria. Conveniently located at Doddanekundi Industrial Area off ORR, Econex is also accessible by all.

- Managing Director, Concorde



# Words from the Marketing Head



**Mr. Kranti Alladi**  
Sales & Marketing Head

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“Alone we can do so little, together we can do so much.”

These were the immortal words spoken by celebrated American author and activist Helen Keller. We at Concorde have taken this notion to the heart! Our mission, vision, goals and aims are all accomplished thanks to our ever diligent team of both stakeholders and clients.

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It gives us immense pleasure to declare that we have grown by over 500 members and we are aiming to grow even further.

We are truly humbled by the trust and love showered on us and we make sure that we offer you experiences for life, forever.

What more, thanks to the aforementioned trust and faith, our revenues have grown by 21% YOY and with your continuous support we intend to achieve more.

The organisation has been hiring new workforce across several departments with a penchant to deliver better experiences and advices for its stakeholders and clients. In fact, a new workforce also should bring a renewed sense of energy as well as set of new plans into the fold. Concorde is also aiming to target over 20 revenues growth all the while doubling the product offerings.

There is also a massive expansion into commercial office space sales, as well as an east and north-west residential offering. We as an organisation would continue helping people build asset through perfect real estate investment options.

## Words from the Marketing Head

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The real estate industry responded with positivity in the pandemic's backdrop. Newer projects were designed and launched, keeping in mind the changed needs of buyers.

Several attractive schemes such as deferred instalments, reduced down payments, EMI holidays, free furnishings of the houses, stamp duty payment by the developer and group discounts are expected to continue in the new financial year.

The home buyer is urged to make the best use of such wonderful opportunities to grab that dream home, designed around his needs and made easy to own thanks to a bevy of such incentives.

SEBI (Securities and Exchange Board of India) has approved the REIT (Real Estate Investment Trust), giving the industry a new lease of life. The growth of the business is beneficial as it encourages investors to take part in the Indian real estate market. It is estimated that the opportunity given by SEBI will give the Indian real estate industry to grow by about Rs. 1.25 trillion in the recent future.

Irrespective of the looking threats of inflation, the future of the real estate industry looks promising. It is ready for future challenges by prepping up for the inevitable changes. The huge influx of FDI (Foreign Direct Investment) into the real estate industry is surely boosting the industry's openness.

The ongoing third Covid-19 wave hasn't deterred the real estate sector much. Q1 2022 witnessed quite a significant momentum in the sector of residential real estate. The top 7 cities have recorded sales of as many as 99,550 units. In fact, there's been 10% Q-O-Q and 71% Y-O-Y growth in sales over the corresponding period in 2021. The two leading realty hotspots namely MMR and NCR - accounted for over 48% of the total sales in these 7 cities, and there was a whopping 114% yearly jump for NCR.

Trends indicate that the sales numbers in the quarter were at an all-time high since 2015. This could be attributed to the fact that the impact of the third Covid-19 wave was significantly lower. That fact coupled with an unrelenting appetite for homeownership even amid the pandemic, with the growing certainty of impending price rises has accelerated velocity of housing sales.

## Words from the Marketing Head

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As was expected, the average residential property prices across the top 7 cities increased in the range of 2% to 5% in Q1 2022 as compared to the first quarter of last year. The reason? Mostly due to the continuously rising input cost of basic raw materials like cement, steel etc.

Since the very start, Concorde had a clear vision. It was to create experiences for life for millions of aspiring Indians. With Quality, Transparency, Sustainability, Punctuality & Customer Delight as the core values, the organisation aims to craft homes that are experiences for life.

The product designs undertaken by Concorde uphold the values of sustainability and affordability all the while helping build assets. This way the organisation is creating stronger communities as well as social infrastructure.

As an example, Concorde Auriga offers you smart homes with 90% open spaces, where you can truly live free or Concorde Abode 99 that gifts you with a fantastic handcrafted villa lifestyle.



# Post-pandemic Real estate Trends

## Real estate market to touch new heights in 2022

Recently, Deloitte Touche Tohmatsu India LLP (Deloitte India) launched a record, titled 'Reality of realty in a post-COVID-19', which captures the critical developments to pave the way for the healing of the area.

According to this, the pandemic has caused an alteration in client behaviour and this is one of the elements allowing the real estate sector to bounce back.

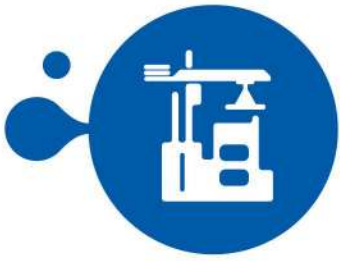
The record highlights that although the 1st wave had a much-bearing effect on the residential real estate sector, the sub-area quickly regained its balance. 74% of respondents that participated in this survey anticipate that there will be an increase in demand for the residential sub-sector out of which, 86% indicated a 10 to 20% increase.

People were working from home while the pandemic and eventual lockdowns started happening. This is when the commercial real estate sector took a big hit. With a positive change in the scenario, people have started returning to offices, mostly adapting hybrid working models. The commercial real-estate sub-sector is thus naturally expected to have a healthy growth.

The survey also predicts a massive demand for data centres in the country. 88% respondents believed that this aforementioned demand for data centre real estate will reach skyhigh thanks to traits of "technology", "innovation", and "data" and their ilk.

The effects of the pandemic have affected all industries, but it has also changed things for the world of commercial real estate. Things are slowly but steadily getting on track as we witness the segment growing in 2022.





# Project Progress

## CONCORDE Spring Meadows

Off. Dasarahalli Metro Station

Project work is in full swing and ready for handover in just 6 weeks. Your smart home is getting ready!



Shot on site, June 2022

## CONCORDE Abode 99

Off Hosur Sarjapur Road

Work has begun at the site in the right earnest. A crafted villa living experience is steadily taking shape.



Shot on site, June 2022



# Project Progress

## CONCORDE Hillcrest

On NH-7, North Bengaluru

Serene weekend getaways await as the property launches its second phase..



Shot on site, June 2022

## CONCORDE Auriga

K R Puram

Project development is in full swing and exactly according to plan.



Shot on site, June 2022

# Project Progress



Bengaluru's finest living experience is taking shape and is progressing as planned.



Shot on site, June 2022



# Employee Speak



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"Construction projects are notorious for exceeding their budgets, but it's still eye-popping to see the actual figures. A recent study found that just 25% of projects were constructed within 10% of the budget in the preceding three years."

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**Mr. Vithal A Ballarwad**  
GM, Projects

That means 3 out of 4 projects will not only exceed the budget but do so by double digits in terms of percentage. That is positively demoralising for any developer/ company hoping to get their cost under control. Cost control is a key part of construction management. If we don't do it right, projects will be in constant chaos.

Cost control in construction is the process by which management keeps expenses under control by managing labour, material & overhead costs to ensure that the project is finished well within budget. Cost control relies on a sound estimate and constant monitoring throughout the project.

We have a house construction company including strong execution, a quality control team and sufficient shuttering materials like MS jacks, spans, centring sheets and 1,50,000.00 sq. ft. quick-release aluminium formwork."



# Customer Testimonials

"I had a pleasant experience with Pavan and Chandan at Concorde. They are extremely respectful, responsive, and thorough. They always addressed any question or concern from me or my wife promptly. I look forward to this pleasant experience as Abode 99 takes shape."

**Chitta Rajan**  
Concorde Abode99

"While buying our first home, two things were of great importance to us. One is the location & the second is the amenities it offers. With Luxepolis, we've got a great apartment near Bull Temple Road with some great facilities. "

**Achala Bhushan**  
Concorde Luxepolis

"I was looking for a villa for a long time. But every time either location or budget constrained me. This project is very well located and fairly priced. I must say that interaction with Mr Nagesh helped me a lot to finalise this property. Looking forward to getting into this society. "

**Anurag Rant**  
Concorde Abode99

## Customer Testimonials

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"Buying our home at Concorde Spring Meadows was a wonderful experience for my mother and I.

The Sales Team (Mr. Thimmiah) guided us properly and helped us in choosing the right flat. We had

seen many apartments before, but we really liked Concorde Spring Meadows and decided to

book here."

**Mr. Avinash**  
Concorde Spring Meadows

"In Concorde Spring Meadows, I found a project that met my every desire within my budget. The Sales Team (Mr. Pradeep) was very knowledgeable, helpful and transparent, and understood exactly what my needs were. They also helped me with payment plans that made the buying decision that much easier."

**Ms. Kavya Umapathi**  
Concorde Spring Meadows



# Concorde Community

## A New Chapter



Ms. Varalakshmi B D  
A 405, Concorde Spring Meadows



Mr. Amit Maitri  
B 407, Concorde Spring Meadows



Mrs. Deepika Vipin  
B 802, Concorde Spring Meadows



Mr. Ravi Keerthi S M  
C 106, Concorde Spring Meadows



Mr. Santhosha Tarikere Gangappa  
C 508, Concorde Spring Meadows

# Concorde Community



Mr. Pradeep Kumar Sharma  
C 602, Concorde Spring Meadows



Mrs. Poojitha S  
C 707, Concorde Spring Meadows



Mr. Chandrashekar Jalihal  
C 907, Concorde Spring Meadows



Mr. Sanjaykumar Mansukhlal Paneliya  
D 807, Concorde Spring Meadows



Mr. Yogeesh T U  
D 101, Concorde Spring Meadows

# Concorde Community



Mr. Chandrakala H Y  
E 104, Concorde Spring Meadows



Mr. Bobjee Srinivas  
E 202, Concorde Spring Meadows



Ms. Saritha C J  
E 205, Concorde Spring Meadows



Mr. Faizal Paramal  
E 302, Concorde Spring Meadows



# Concorde Sports Meet

## Concorde Annual Sports Day 2022

5th of March saw the Concorde Annual Sports day being held at BGS International Residential School. It was a day filled with fun that included team-building activities and active participation by all in sporting events like cricket, volleyball and badminton.



# Concorde Celebrations

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## Women's Day Celebrations at Concorde

Women's Day celebrations at Concorde were filled with joy. Women employees of the organisation celebrated with some scrumptious lunch, followed by several fun games and activities right at the Concorde Head Office.





# Akanksha and Sparsh effort (CSR & ISR )



## Akanksha

Akanksha lets us fulfil our duties towards Mother Nature. This is our way of giving back to her! It is an initiative for planting trees and preserving our planet's greenery. We encourage people to take a pledge to follow the green path by adopting an environment-friendly lifestyle. For every pledge, we plant and nurture a sapling.

## Sparsh

This is an initiative that spells out care, respect, love, share, nurture, education in big bold letters. Sparsh is all about this and more. Through Sparsh, we are always putting an effort of spread smiles; making life a happy experience for every soul out there.



“To create, one must  
first question everything.”

– Eileen Gray