

ANNUAL REPORT

FINANCIAL YEAR 2021-22

VOLUME V

Contents

1 An Eminent Hallmark

02 Message from CMD's Desk

03 Overview Company Snapshot

Our Expertise Paradigm Shift

05 Projects Progress

06 Year 2021

07 Financial Analysis









PREMIERE RESIDENCES - VERSOVA, ANDHERI (W)

ZENITH, THANE (W)

ANTALYA - OSHIWARA, NEAR LOKHANDWALA



71MIDTOWN, CHEMBUR

ARKAN - OSHIWARA, NEAR LOKHANDWALA

AN EMINENT AND INGENIOUS FIRST GENERATION ENTERPRISE OF MMR REAL ESTATE

Established in 2015, Paradigm Realty is reckoned by credible platform PropEquity for its success standing tall in top 20 developers of MMR for 2021 amongst century old enterprises too despite of being just a First Generation Real-Estate Company. Built on strong foundation of trust, commitment, quality and timely delivery, Paradigm Realty has evolved into one of the choicest brand of MMR with a well-diversified portfolio.

The suo moto of the company is to design Grande homes that offer comfort and solace by catering to the practical requirements of the end-user, including cross ventilation, minimal floor-space wastage, dedicated functional areas, unmatched aesthetics with supreme quality & assurance of timely delivery.

Endeavouring to keep up with the unwavering faith of their clients who have envisioned their future with Paradigm Realty, the team strives to deliver avant-garde homes that stand as a sojourn of solitude in a multitude city of Mumbai.

Paradigm Realty adopts the myriad of possibilities technology has to offer, induces aesthetics which are modern yet contemporary and executes functional & fortified forms in its real estate projects, turning it into luxurious yet affordable homes.

A trailblazer of affordable luxury in the real-estate industry, Paradigm Realty has accomplished delivery of 700+ dream homes in the year FY2021-22, thereby adding to a total of 1600+ homes delivered till date with the acquisition of over 4 million sq. ft of upcoming development.

The company is in the 7th year of business and have successfully delivered six premium projects with another two projects nearing completion, four other projects progressing at a steady speed and two new launches done in FY2022 with OC's received for three projects in FY2022 & chasing target to achieve OC's for six other projects in FY2022-23.

The company is all set to implement a slum scheme for its larger layout "102 Downtown" with total potential of 5.5 Mn sqft spread over 10 acres land, Oshiwara on the back of landmark judgement passed by Honourable Bombay High Court in favour of the company under SRA 33/38 to evict and demolish encroached slum structure holder occupying MHADA land illegally. The aforesaid legal win was endorsed by Supreme Court too in favour of the company paving a way for development of most iconic and flagship project which is a mixed use township in heart of MMR housing two residential projects (ANTALYA-

Phase I & Phase II), Luxury Mall with largest floor plate in MMR and Commercial spaces.

The financial journey of the company has been impeccable over the last six year through their constant efforts of honouring commitments and timely financial repayments which has fetched the company a good reputation amongst the various financial institutions. The companies chronicles of fund raising includes:

- 1) **Nippon India**, a consistent long-term performer fund, which has sanctioned ₹**70 Crore** funding to the company's recent launch, 71 Midtown project in Sindhi Colony, Chembur,
- 2) Initially, the company secured ₹ 50 Crore construction finance from ICICI Housing Finance Ltd for residential project Antalya, Oshiwara. Subsequently, the company secured funding of ₹175 Crore from the Edelweiss Fund for both Phase-I & Phase-II of the project.
- 3) Our upcoming launch in Juhu's premium location, is funded by **Tata Capital Housing Finance Ltd** for ₹60 **Crore** construction finance and is gearing for an unveiling by April 2022. The project was situated on leasehold land but we have been successful in converting leasehold land to freehold land by paying a premium within 90 days.
- 4) Further the company secured another funding of ₹20 Crore for Prime Vista project at Ghatkopar. The project is already substantially completed and is targeted to be delivered in FY2023

In FY2021-22, the company has secured construction finance of upwards of over ₹200 Crore. The company has earned stellar reputation amongst various lenders due to the hygiene followed in business plan execution using the financing in prudent manner for the construction and approvals which ensures project to be delivered on time. The management's disciplined approach helped even during the lockdown period where the company serviced debts immaculately without any delays or opting for moratorium option given by the RBI.

Paradigm Realty has achieved footprint mark of over **43 Lacs sq. ft** to date across MMR. Steering through the ravaging COVID-19 pandemic, Paradigm secured the livelihoods of its employees by offering complete salary packages and endeavoured in retaining all its employees without any layoffs. Adapting to the new normal, Paradigm Realty prioritised its employees' health and switched its entire workforce to work from home throughout the pandemic lockdown. Amid these challenging times, Paradigm conducted COVID-19 free vaccine drives for its employees and their families. The company extended insurance of up to ₹10 Lacs for all its employees to secure their family's need in case of an unforeseen event.

The trails & tribulations arising amidst these uncertain times couldn't affect the zeal of the Paradigm team filled with immense enthusiasm and diligence, team clocked delivery of its milestone projects like El Signora, Casa Palazzo, Ariana Residency. The young team of 200 plus employees remained strong, motivated & resilient with unparalleled devotion, repertoire of achievements at its core enabling the company to deliver happy homes.

FROM CMD'S DESK



MR. PARTH K MEHTA
CMD - PARADIGM REALTY



The Black Swan event of Covid 2020 has been the most enigmatic and unprecedent challenge faced by the business community at large and my own journey as an entrepreneur. However Aftermath of Covid proved preferential to real estate whereby families realised the need for space considering Work for Home as well as School from Home situation which continued for over more than a year. Despite the rapidly changing landscape and being embroiled with challenges as management our focus has been primarily ensuring the health, safety and well-being of our employee, customers, labours and partners.

Since its inception in 2015, people's faith in Paradigm Realty has been the foundation of our success, their unwavering credence has motivated us to flourish our expanse. Countless families who have envisioned their future with us stand as a testament to the value we have added to their life by crafting their dream homes. In terms of the road ahead, one post-pandemic reality is already clear: our world is increasingly becoming more digital. Digital transformation is reshaping our everyday lives and impacting every element of our customers lifestyle.

We acknowledge the myriad of possibilities innovative technology has to offer and thus, we incorporate intricacies from the world of contemporary art that blend with technological novelty in our real estate and endeavour to offer people excellence & top-notch precision, beginning from product planning to designing.

We accord in offering a luxuriant lifestyle at phenomenally affordable prices. Driven by the ethics of sincerity and commitment, we endeavour in providing meticulously curated homes with peerless quality, flawless architecture, superior design and an à la mode artisan ship that profess our core inspiration and fundamental philosophy.

At Paradigm, we sporadically aim to re-imagine journeys & challenges and affirm to optimise capabilities. Redefining and reshaping lifestyles, Paradigm constantly evaluates its competitiveness, paving the way for smarter and more effective game plans and strategies. With an integrated approach, Paradigm has positioned itself in keeping clients at the behest of all choices. FY 2021-2022 ended on a sweet note for Paradigm Realty with our Founder & CMD, Mr Parth Mehta selected as member of SPECIAL PROJECTS COMMITTEE 2022, MCHI

FY 2021-2022 has been a fierce yet potent year for us, where the company has scaled to new heights of success in witnessing a double-fold growth. The magnum opus, Project Paradigm Antalya at Oshiwara, near Lokhandwala is a gem added to our well-diversified portfolio of repute. Moreover, despite of the second lockdown in start of FY2022 we launched 71 Midtown making it a remarkably momentous year for us, citing the vast extension of growth and development that kept us committed in moving forward with the same zeal.

With India's vibrant real estate ecosystem exponentially gearing towards transitional change, the rules to succeed in a dynamic state will be significantly different from the previous years. With a concerted and sustainable effort in value creation amid a disruptive transformation with business leaders adopting fresh perspectives and new behaviours, Paradigm moves forward in undertaking decisions that have positive and long-term outcomes of success. We moralise in nurturing and investing in environmental, social and governance (ESG) initiatives.

HANDLING THE COVID-19 CRISIS

The health and safety of all individuals who work for or with us is of fundamental importance to Paradigm Realty. Our Core team has shown tireless commitment towards addressing all of the challenges relating to COVID-19 and to the way in which they led the business through this difficult period. It is a testament to their leadership and resilience that the business has emerged in good shape. All of our employees have risen to the challenges brought by COVID-19 and pulled together to get our business back up and running at better speed than pre-covid. It is our employees that deliver our success, and our performance is due to the dedication and ability of our skilled and experienced team. I am especially proud of the way in which our entire workforce adapted to changes in working arrangements as we temporarily closed our sales centres and offices, through the lockdown period and their subsequent reopening. I would like to take this opportunity to thank them for the support and commitment that they have shown to our business. The views of our employees are important to the Management and they are at the heart of our operations.

"WE VALUE OUR PRINCIPLES THAT SHAPE OUR SUCCESS"







AESTHETICS

Our focus as a group is to exude elegance with our intricate & international yet efficient designs, providing expansive spaces to dwell.

STRENGTH

We believe our strength as a group lies in the bond we create with our Customers, Suppliers, Vendors & Channel Partners by delivering sturdy and quality homes within promised times.

COMMITMENT

We believe in allegiance to our customers by maintaining transparency in all our practices and achieving time bound delivery with premium quality.



OUR GROUP IDEOLOGY

UTILITARIAN SPACE PLANNING

STEADY STRAIGHT LINE GEOMETRY

CROSS-VENTILATED HOMES WITH NO SPACE WASTAGE

VASTU COMPLIANT

QUALITY ON-TIME

COMPLEMENTARY FORM & FUNCTION

EXPANSIVE COMMON AREAS

ERGONOMIC STRUCTURE

TRANSPARENCY

CUSTOMER CENTRICITY

SNAPSHOT OF 2021-22

Team Size of 200+





Constructed 1.5 Million Sq. Ft.

Homes Delivered in 2021 - 2022 700+





Projects Acquired 4 Million Sq.Ft

PROJECT SUMMARY





Projects Delivered with OC





Ongoing Projects



New Project Launch

OUR PROJECT PORTFOLIO





Location: Santacruz (W)

Start Date: 2015

Completion Date: 2017

Project Size: 52,000 sq.ft.

Delivered with OC







Location: Khar (W)

Start Date: Dec 2016

Completion Date: Jan 2019

Project Size: 1,50,000 sq.ft.

Delivered with OC



RERA ID: P51800031563



Location: Borivali (W)

Start Date: Apr 2016

Completion Date: Dec 2020

Project Size: 6,45,000 sq.ft.

Delivered with OC







Location: Oshiwara
Start Date: Jan 2019

Completion Date: Apr 2022 Project Size: 1,85,000 sq.ft.

2 Tenant Towers Delivered with OC

1 Sale Tower OC Applied

RERA ID: P51800005086





Location: Borivali (E)
Start Date: Jun 2017

Completion Date: Apr 2022

Project Size: 1,15,000 sq.ft.

RERA ID: P51800008441



Location: Borivali (E)

Start Date: 2017

Completion Date: 2021

Project Size: 2,54,000 sq.ft.

3 Tower Delivered with OC

1 Tower to be Delivered in 2022



OUR PROJECT PORTFOLIO





Location: Versova, Andheri (W)

Start Date: Sep 2018

Targeted Completion Date: Phase 1 - 2022

Phase 2 - 2023

Project Size: 6,50,000 sq.ft.

RERA ID: P51800005224 | P51800002671 | P51800005688 | A51800013386



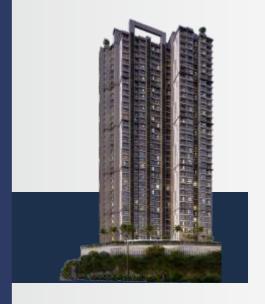


Location: Thane (W)
Start Date: Jun 2018

Targeted Completion Date: Early 2023

Project Size: 3,00,000 sq.ft.

RERA ID: P51700008949 | A51800013377





Location: Oshiwara

Start Date: Jan 2020

Targeted Completion Date: 2024

Project Size: Phase 1 - 7,00,000 sq.ft.



CHEMBUR (E)

PRIME VISTA
A BLESSED LIFE
GHATKOPAR (E)



Location: Chembur
Start Date: Jan 2019

Targeted Completion Date: 2022

Project Size: 3,07,000 sq.ft.

D & E Wing will be Delivered in 2022

RERA ID: P51800002373 | A51800013386



Location: Ghatkopar (E)
Start Date: Oct 2019

Targeted Completion Date: 2022

Project Size: 2,00,000 sq.ft.

RERA ID: P51800020122





Location: Chembur
Start Date: May 2021

Project Size: Phase 1 - 7,50,000 sq.ft.

RERA ID : P51700008949 | A51800013377



Location : Oshiwara, Andheri (W)

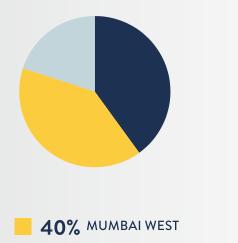
Start Date: Feb 2022

Project Size: 3,00,000 sq.ft.



SNAPSHOT

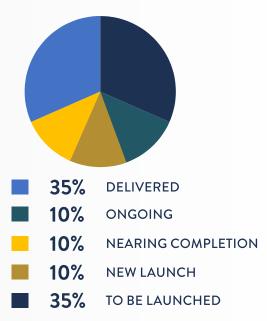
PROJECT LOCATION



40% MUMBAI CITY CENTRE

20% MUMBAI EAST

PROJECT SUMMARY



MMR FOCUS

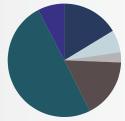
MUMBAI EAST



1.5 MILLION SQ.FT

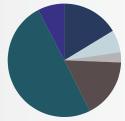
- **SEASONS** CHEMBUR 3,13,448 SQ FT
- **PRIME VISTA** GHATKOPAR (E) 1,97,367 SQ FT
- **ZENITH** THANE (W) 2,47,527 SQ FT
- 71 MIDTOWN CHEMBUR 7,50,000 SQ FT

MUMBAI WEST



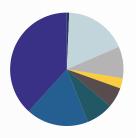
4 MILLION SQ.FT

- **ANANDA RESIDENCY** BORIVALI (W)
- **ARIANA RESIDENCY** BORIVALI(E) 2,54,007 SQ FT
- **CASA PALAZZO** BORIVALI (E) 1,15,002 SQ FT



- CODENAME **RESERVE** BORIVALI (W) 6,45,005 SQ FT 6,73,000 SQ FT
 - MAHAVIR NAGAR KANDIVALI (W) 19,70,000 SQ FT
 - DEVIDAS ROAD BORIVALI (W) 3,00,000 SQ FT

MUMBAI CITY CENTRE



4 MILLION SQ.FT

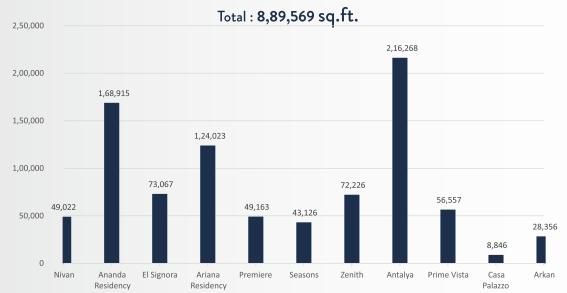
- **■** VOGUE SANTACRUZ (W) 26,716 SQ FT
- PREMIERE **RESIDENCES** ANDHERI (W) 3,53,745 SQ FT
- CODENAME **ART OF LIFE** JUHU 2,28,000 SQ FT
- 102 DOWNTOWN - RESIDENTIAL **TOWER 2 OSHIWARA** 7,00,000 SQ FT

PARADIGM **ANTALYA OSHIWARA** Phase 1 - 7,00,000 SQ FT

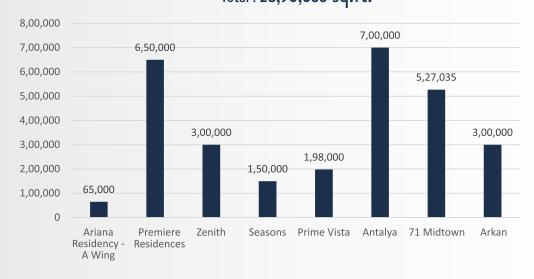
- PARADIGM **EL-SIGNORA OSHIWARA** 1,14,916 SQ FT
- PARADIGM **ARKAN OSHIWARA** 3,00,000 SQ FT
- 102 DOWNTOWN - RETAIL & **COMMERCIAL OSHIWARA** 15,00,000 SQ FT

CONSTRUCTION PROJECT SYNOPSIS

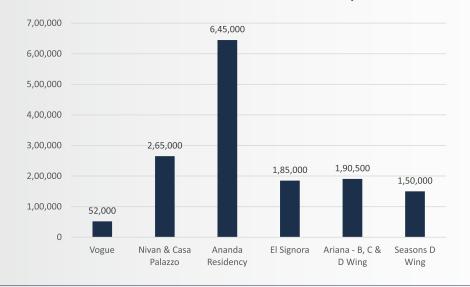
Estimated Total Sold Rera Carpet Area



ONGOING PROJECTS Estimated Total Construction Area In FY -2021-2022 Total: 28,90,035 sq.ft.



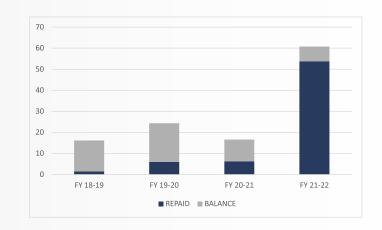
COMPLETED PROJECTS Estimated Total Construction Area In FY -2021-2022 Total: 14,87,500 sq.ft.



DEBT ANALYSIS

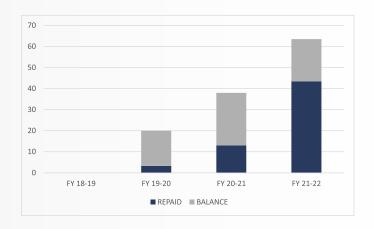


	FY 18 - 19	FY 19 - 20	FY 20 - 21	FY 21 - 22			
■ Drawdown	16.53	24.33	16.56	60.76			
■ Repaid	1.86	5.96	6.27	53.76			
■ Balance	14.67	18.37	10.29	7.00			



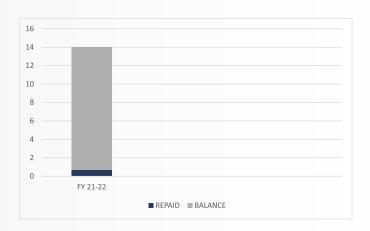


	FY 18 - 19	FY 19 - 20	FY 20 - 21	FY 21 - 22			
■ Drawdown		20.00	38.00	63.50			
■ Repaid		03.31	13.00	43.50			
■ Balance		16.69	25.00	20.00			



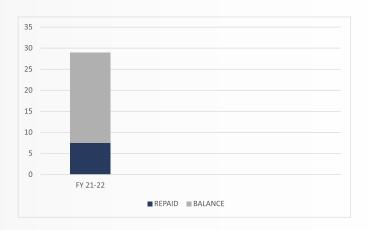


	FY 21 - 22		
Drawdown	14.00		
■ Repaid	0.68		
■ Balance	13.32		

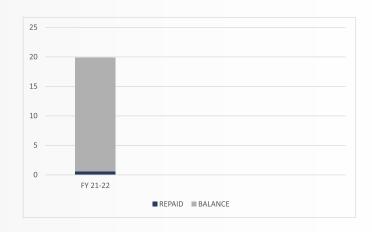


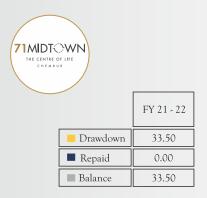
DEBT ANALYSIS

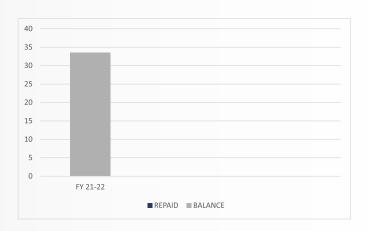












UPCOMING PROJECTS in 2022-23

CODENAME ART OF LIFE

JUHU TARA ROAD, SANTACRUZ (W)

LAUNCHING IN APRIL 2022

Total Construction Area: 2,28,000 Sq. Ft.

Total RERA Carpet Area: 54,864 Sq. Ft.

Total No. of Sale Units 80

CODENAME RESERVE

SHIMPOLI, BORIVALI (W)

LAUNCHING IN JUNE 2022

Total Construction Area: 6,73,000 Sq. Ft.

Total RERA Carpet Area: 2,16,000 Sq. Ft.

Total No. of Sale Units 420

102 DOWNTOWN - RESIDENTIAL TOWER 2

OSHIWARA, NEAR LOKHANDWALA

LAUNCHING IN APRIL 2022

Total Construction Area: 7,00,000 Sq. Ft.

Total RERA Carpet Area: 2,90,000 Sq. Ft.

Total No. of Sale Units 550

MAHAVIR NAGAR

KANDIVALI (W)

LAUNCHING IN LATE 2022

Total Construction Area: 19,70,000 Sq. Ft.

Total RERA Carpet Area: 7,50,000 Sq. Ft.

Total No. of Sale Units 500

DEVIDAS ROAD

BORIVALI (W)

LAUNCHING IN AUGUST 2022

Total Construction Area: 3,00,000 Sq. Ft.

Total RERA Carpet Area: 89,600 Sq. Ft.

Total No. of Sale Units 150

PROUD TO BE FEATURED IN TOP 20 DEVELOPERS IN MUMBAI

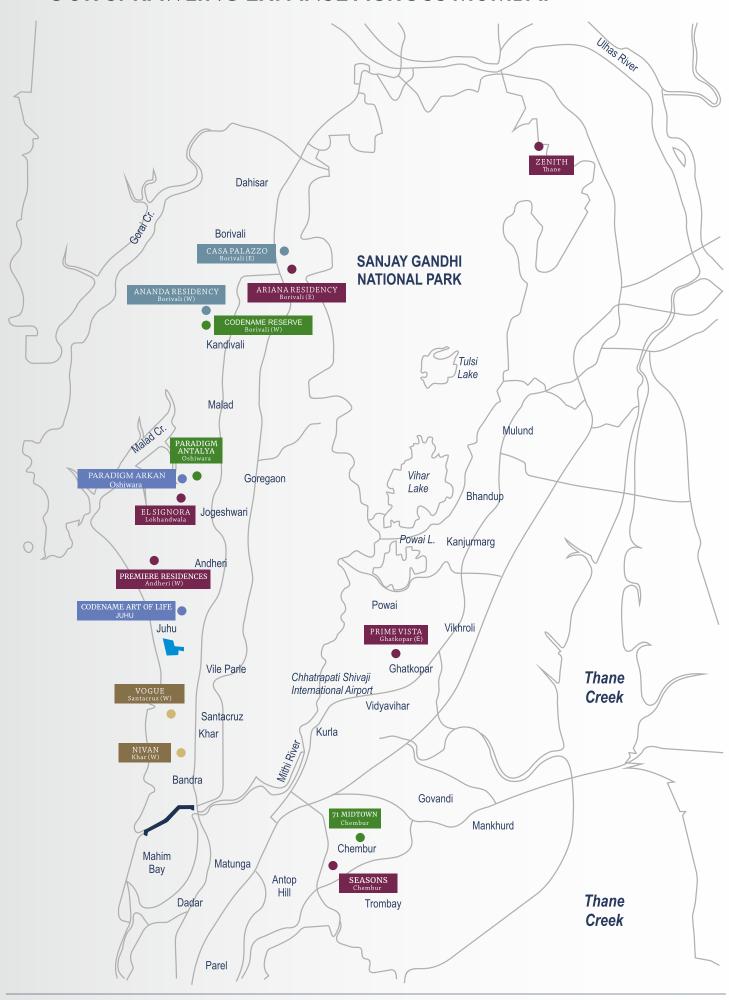
DEVELOPER	2021 SALES	RANK IN TERMS OF SALES				
	₹ (BILLION)	2021	2020	2019	2018	2017
OBEROI REALTY	44	1	4	5	4	4
LODHA GROUP	36	2	2	1	1	1
RUNWAL GROUP	34	3	1	2	6	9
THE WADHWA GROUP	26	4	5	6	9	15
KALPATARU	16	5	3	7	8	11
TRANCON DEVELOPERS	15	6	19	NA	14	19
K RAHEJA CORPORATION	13	7	6	11	15	12
L&T REALTY	12	8	15	8	11	8
BIRLA ESTATES	11	9	NA	NA	NA	NA
RUSTOMJEE GROUP	11	10	10	9	12	18
SHAPOORJI PALLONJI	11	11	7	12	20	NA
HIRANANDANI	10	12	14	17	NA	NA
INDIA BULLS REAL ESTATE	10	13	12	NA	NA	3
PIRAMAL REALTY	9	14	13	3	2	20
GROUP SATELLITE	8	15	NA	18	NA	NA
PARADIGM AESTHETICS - STRENGTH - COMMITMENT	8	16	NA	NA	NA	NA
GODREJ PROPERTIES	8	17	18	15	17	5
MICL GROUP	8	18	NA	NA	NA	NA
SHETH CREATORS	8	19	17	16	10	13
DOSTI GROUP	7	20	NA	NA	NA	NA

Source : PropEquity

"It's Neither about The Number Game Nor The Competition."

Being a six year old -1st gen young driven organisation, the only thing that matters to us better our own game by creating entrance value & growth for all the stakeholder associated with Paradigm Realty.

OUR SPRAWLING EXPANSE ACROSS MUMBAI



PARADIGM ANTALYA: ADDRESS TO AN EXTRAORDINARY LIVING!



A high-rise which is class apart from any other, Paradigm's Antalya at 102 Downtown situated in Oshiwara, near Lokhandwala making it the newest landmark of awe and excellence. Lying in the heart of the entertainment industry, 102 Downtown is a 10+ acre township in Mumbai's most coveted neighbourhood, bustling with supreme amenities curated for a high order of luxurious living. 102 Downtown offers 1 & 2 BHK premium modern residences flanked by the best high street retail and renowned sustainable commercial spaces that connect with elevated connectivity for hassle-free urban mobility. From a residential precinct that offers an intuitive living to ultra-spacious future-oriented office spaces that inspire collaboration to an avenue of leisure that offers immersive art, shopping, entertainment & dining, Paradigm Antalya is a masterpiece shaping the city's incredible skyline that is all set to be Mumbai's next premier business address, where conveniences and comfort blend for the best!

PARADIGM 71 MIDTOWN CHEMBUR: LANDMARK OF MUMBAI'S NEW CITY CENTRE



Aspiring to change Chembur's cityscape, Paradigm Group brings the best lifestyle, luxury & connectivity with 71 Midtown Chembur, spread across a verdant land parcel of 4.5 acres. Excelling with iconic amenities and crowned in luxury, 71 Midtown is Mumbai's new city centre hosting 6 towers of 23 storey each that offers 1, 2 & 3 BHK homes crafted in architectural design of a contemporary world that features high street retail, podium & sky level amenities bringing urban leisure and conveniences to your doorstep. The most talked-about project, 71 Midtown is soaring in success, selling like hotcakes with 150+ homes already booked.

HR INITIATIVES

EMPLOYEE WELLBEING

- Antigen Test & RTPCR For Employees & Labourers
- Proposed Arrangements For Onsite Vaccination
- Drive For Employees And Labourers
- Insurance Renewals & Regular Health Checkup

PRECAUTION & SAFETY

- Site & Office Safety
- Daily Sanitization
- Sanitisers At All Touch Points
- Mask Distribution
- Steam Machines
- Food To Construction Workers

OVERCOMING TOUGH TIMES TOGETHER, WITH ONE JAB AT A TIME!













MONTHLY BIRTHDAY CELEBRATION





ANNUAL DAY





DIWALI CELEBRATION





CHRISTMAS CELEBRATION









TRAINING & DEVELOPMENT





CRICKET TOURNAMENT





INDEPENDENCE DAY CELEBRATION



WOMENS DAY



ENGINEERS DAY







NATIONAL SAFETY DAY









HAPPY CUSTOMERS





CHANNEL PARTNER MEET





- ARIANA RESIDENCY POSSESSION



Key Handover Ceremony At Ariana Residency, Borivali (E)

EL-SIGNORA POSSESSION -



Key Handover Ceremony at El Signora, Oshiwara

CASA PALAZZO POSSESSION



Key Handover Ceremony at Casa Palazzo, Borivali (E)





TENANT TOWER - 1 DELIVERED IN OSHIWARA





*ACTUAL IMAGE

TENANT TOWER - 2 DELIVERED IN OSHIWARA -





*ACTUAL IMAGE



Driving relationship through better experience















*Actual Image





- AWARDS & RECOGNIZATION -

A PROUD MOMENT FOR PARADIGM REALTY ON RECEIVING THE PRESTIGIOUS







BY THE HONOURABLE HOUSING MINISTER OF MAHARASHTRA
SHRI. JITENDRA AWHAD

WINNING TRUST & HEARTS IS MANDATORY, WINNING AWARDS IS A BONUS!

WE ARE PROUD TO HAVE BEEN CONFERRED

THE NATIONAL PRIDE EXCELLENCE AWARDS







REPERTOIRE OF ACHIEVEMENTS















CUSTOMER TESTIMONIALS

"This luxury property has spacious rooms and myriad possibilities for personalization.

Great planning of spaces."

- NEETA GOHIL, NIVAN

"If you need to buy a home with modern amenities, then this is a worth buy..."

- MANGESH DESHPANDE ARIANA RESIDENCY

"I am grateful to God for the home that I have got in EI-Signora. Honestly, it has been a blessed experience. Thanking the entire team from my heart. May you soar great heights"

> - LOUELLA FERNANDES EL - SIGNORA

Positive Quality, Value Superb View from Wing A & B Great Amenities! Like Gym, Swimming pool, Garden Yoga center, Mini theater, Sr. Citizen area.

- SURESH SHARMA, ANANDA

"Great experience buying a home in Vogue. Everything is in systematic order..."

- PANKAJ JAIN, VOGUE

"Whenever I call with any query, the team always attends and gives me the required information. It is good to see such dedication."

- CHAITANYA KUMAR, CASA PALAZZO

Excellent project by Paradigm Realty.
Value for buyers who are looking at a
luxury project and a very affordable rate.
Parth is one of the icons of the real estate
industry and his company is built on value,
trust and transparency

- NEIL PAREKH, ANTALYA - 102 DOWNTOWN





Corp. Add.: 2nd Floor, Paradigm Nivan, Opp. Podar International School, S V Road, Khar West, Mumbai 400 052

Call: 022 6865 4848 | Email: info@paradigmrealty.co.in | www.paradigmrealty.co.in