

**AmbujaNeotia**

# Making A Difference To The Way People Live

Corporate Presentation

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## Summary

**AmbujaNeotia**



# Ambuja Neotia Group

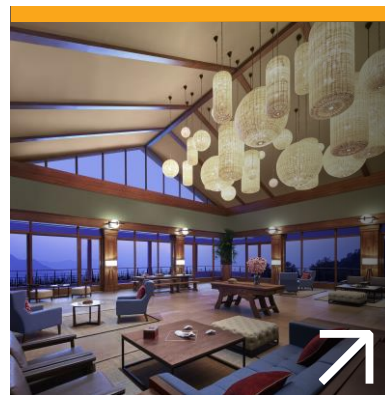


# Transforming spaces. Enriching lives.

A prominent Indian conglomerate, renowned for creating distinctive properties across real estate, hospitality, healthcare and education. The Group is led by visionary entrepreneur Harshavardhan Neotia and is recognised for its innovative designs.



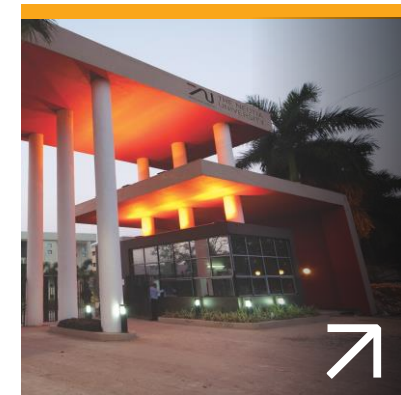
Real Estate



Hospitality



Healthcare



Education

# Building a legacy of excellence



**26+**  
years of  
experience

**30+**  
residential  
properties delivered

**2+** msf.  
operational retail  
space

**3+** msf.  
Operational  
office space

**6**  
fine dining brands  
in 3 locations

**26**  
hotels and  
resorts

**65**  
QSR  
outlets

**3**  
hospitals  
across 2 cities

**5,000+**  
Students graduated  
from TNU

**1,000**  
acres of township  
developed

Seven properties under the aegis of the Taj Group

## Rooted in purpose



### MISSION

#### Transforming Spaces, Enriching Lives

Ambuja Neotia believes in a future where every facet of living is elevated, where spaces are more than structures, and communities thrive. Therefore, our mission is committed to shaping environments that inspire and positively impact lives, setting new standards in quality, sustainability, and innovation.



### VISION

#### Making a Difference to the Way People Live

We envision enhancing the quality of life for individuals and communities through innovative solutions and sustainable practices.

# Driven by values



## Design

Design is our language, and architecture is our expression. Crafting spaces that blend aesthetics, functionality, and sustainability while embracing creativity and innovation.



## Trust

Building trust is at the core of our ethos. We pride ourselves on transparent, integral, and reliable relationships. Trust is not just the foundation for structures but lasting partnerships with clients, investors, and communities.



## Quality

At Ambuja Neotia, quality is our unwavering commitment. Every project, every detail, and every interaction reflect our dedication to delivering excellence.



## Care

Care is woven into the fabric of Ambuja Neotia. Beyond bricks and mortar, we care for communities, the environment, and the well-being of all stakeholders.



## Customer Centricity

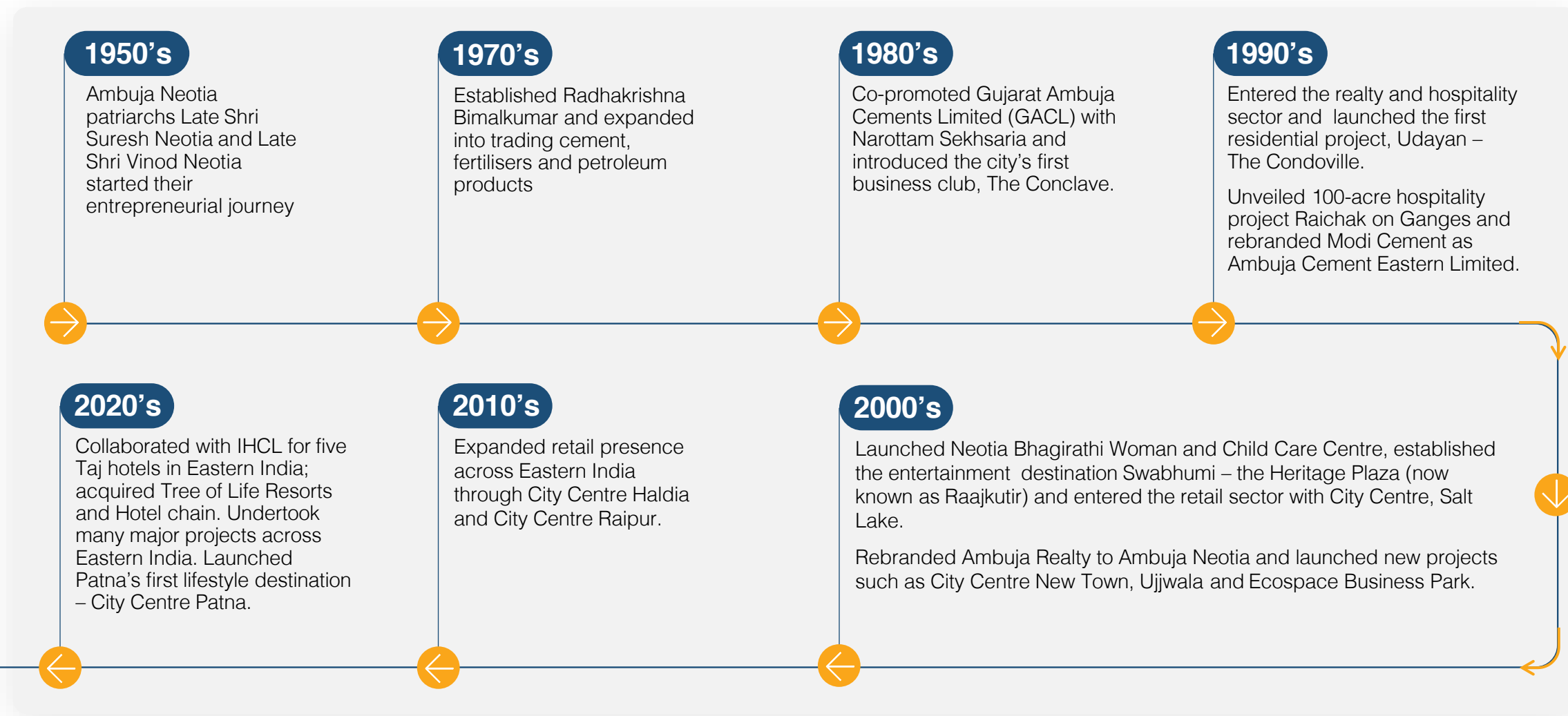
We go beyond spaces, aiming to understand and exceed expectations by keeping the customer at the heart of all plannings. Listening, innovating, and creating enriching experiences define our commitment to valued customers.



## Sustainability

Promoting eco-friendly practices and incorporating sustainable design and construction methods, showing a commitment to environmental responsibility and the well-being of the planet.

# Milestones in mortar





# Transforming skylines across cities

**West Bengal**

- 01. Kolkata
- 02. Haldia
- 03. Siliguri

**Sikkim**

- 04. Gangtok

**Uttar Pradesh**

- 05. Agra
- 06. Varanasi

**Chhattisgarh**

- 07. Raipur

**Bihar**

- 08. Patna

**Uttarakhand**

- 09. Mussoorie
- 10. Binsar
- 11. Corbett
- 12. Dehradun
- 13. Kumaon

**Rajasthan**

- 14. Jaipur
- 15. Jodhpur
- 16. Udaipur
- 17. Udaipurwati

**Punjab**

- 18. Amritsar
- 19. Khanna

**Gujarat**

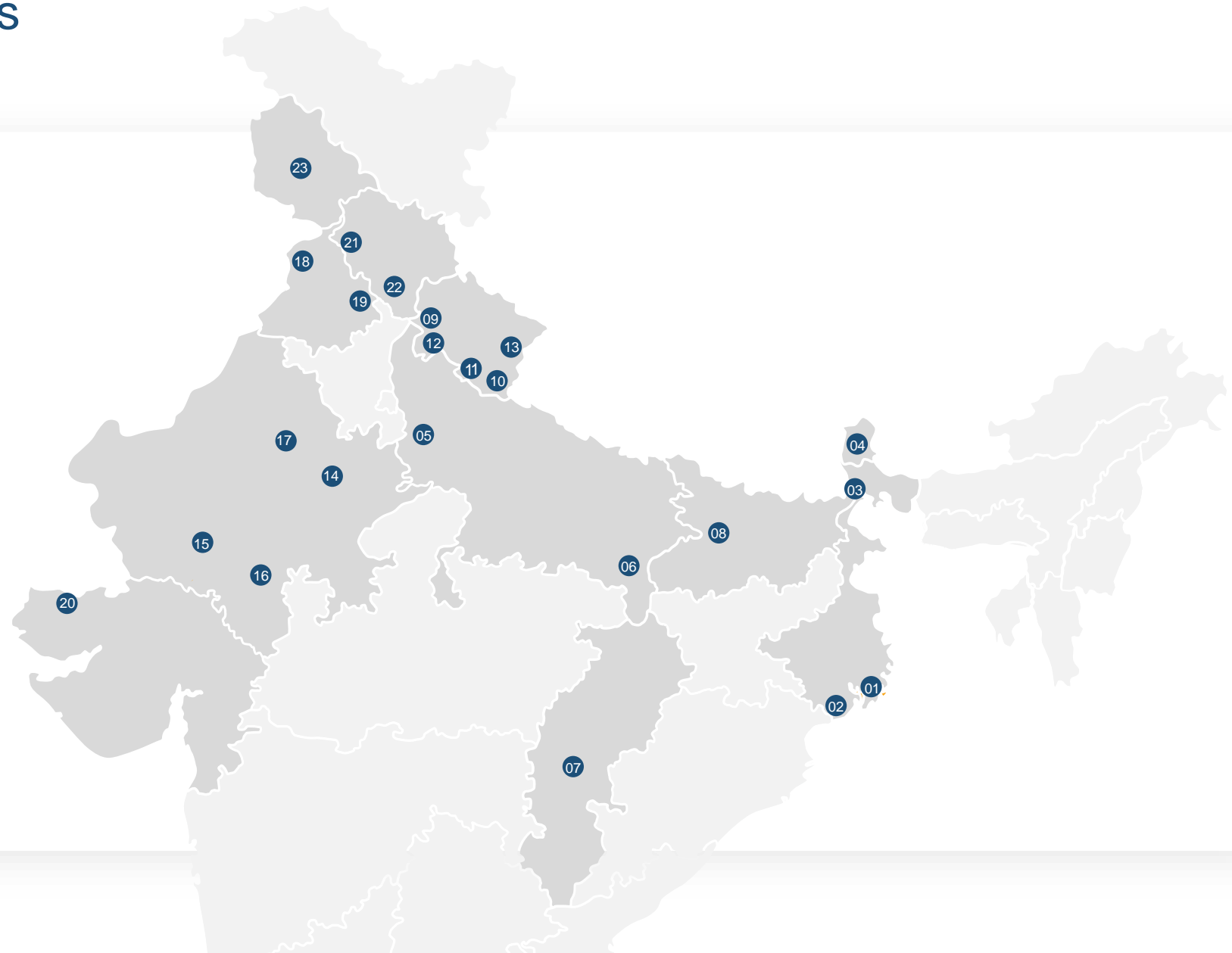
- 20. Dared

**Himachal Pradesh**

- 21. Dharamshala
- 22. Naggarr

**Jammu & Kashmir**

- 23. Srinagar



## Guided by a visionary

- | Key driving force behind evolving the conglomerate into an entity with a proven tradition of excellence
- | Conferred with Padma Shri from the Hon'ble President of India in 1999
- | Awarded the Legacy of Honour by the Young Presidents' Organization
- | Honoured by the Government of West Bengal with Banga Bibhushan Award
- | Conferred the D.Litt. (Honoris Causa) by the Vidyasagar University, West Bengal
- | Appointed honorary consul of Israel in West Bengal
- | Past President of Federation of Indian Chambers of Commerce & Industry (FICCI) and All India Management Association (AIMA)
- | Former board member of Indian Institute of Management Calcutta and Indian Institute of Technology Kharagpur

CHAIRMAN



MEMBER



Ministry of Culture  
Government of India

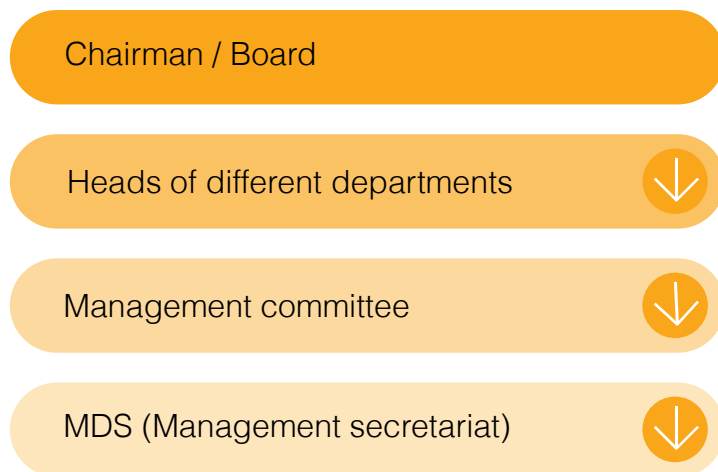


Harshavardhan Neotia (Chairman)

# Upholding transparency, accountability and ethical conduct

To build trust among stakeholders, maintain a positive reputation, and to meet regulatory requirements, Ambuja Neotia works on a strategic governance framework for positive impact across diverse sectors.

## Governance structure



## Key components of governance framework

<p><b>Management committee</b></p> <ul style="list-style-type: none"> <li>  Oversee planned investments and report findings to the Board/Chairman</li> <li>  Ensure diversity and risk of opportunities align with the Group's strategy</li> </ul>	<p><b>Risk management committee</b></p> <ul style="list-style-type: none"> <li>  Advise the Board on overall risk appetite, tolerance and mitigation strategy</li> <li>  Review capital raising, liquidity management and expansions/investments</li> </ul>
<p><b>Audit committee</b></p> <ul style="list-style-type: none"> <li>  Assist in monitoring the integrity and effectiveness of internal control systems</li> <li>  Review performance and objectivity of internal and external auditors</li> </ul>	<p><b>Nomination / Remuneration committee</b></p> <ul style="list-style-type: none"> <li>  Make recommendations on all aspects relating to compensation</li> </ul>

# Growth Accelerators



## Brand

With a strong brand recall, the Group has a proven track record of achieving accelerated sales

## Transparent dealings

Committed to ethical practices, forging enduring relationships

## Multi-sectoral

Multi-sector presence derisking against slowdown

## Customer-centric mindset

Strong emphasis on client satisfaction

## In-house expertise

A team of multi-domain experts ensures quality and time-bound delivery

## Best-in-class innovation

Using top-notch technology to drive performance and efficiency

## Diversified capabilities

Multidisciplinary presence helps create one-of-a-kind spaces

## Proven record

Legacy of successfully delivering projects as per promise earning the trust of customers

## Sustainability focus

Prioritising environmental conservation via eco-friendly practices

## Transformational stories that made a difference

Entered virgin pin codes and transformed them as destinations

Prioritised well-being and nature integration through effective space planning to foster consumer demand

Created experiential retail spaces by blending the open bazaar concept in malls

Created properties, that instils local flavours and nuances evoking a strong sense of emotional and cultural association

- **Udayan:** First social housing project on EM Bypass
- **City Centre New Town:** Redefined the lifestyle and entertainment of New Town for the first time – 3.5 lakh sq. ft.
- **City Centre Salt Lake:** First iconic open mall concept in Kolkata, infused with the vibrance of Indian Bazaar and the city's adda culture - 4 lakh sq. ft.
- **City Centre Raipur:** First lifestyle destination in Raipur which contributed to the expansion of the city's commercial presence – 4.71 lakh sq. ft.
- **Uttorayan Township:** An integrated township with an exclusive shopping destination, a multispecialty hospital and a contemporary business club that shifted the business paradigm of Siliguri – 400 acres
- **Ecospace Business Park:** A large format multi-tenanted business park in Kolkata designed to offer work-life balance through nature infused workspaces – 2.2 million sq. ft.
- **City Centre Patna:** Patna's first mixed-development project, integrating mall, residences, office spaces and a 5-star hotel – 1 million sq. ft.



### Sectoral benchmark






Ecospace: 7-star

City Centre New Town: 7-star

City Centre Siliguri: 7-star

Utalika Luxury: IGBC Platinum Rating

# Strategically aligning capex to meet Ambuja Neotia's business needs

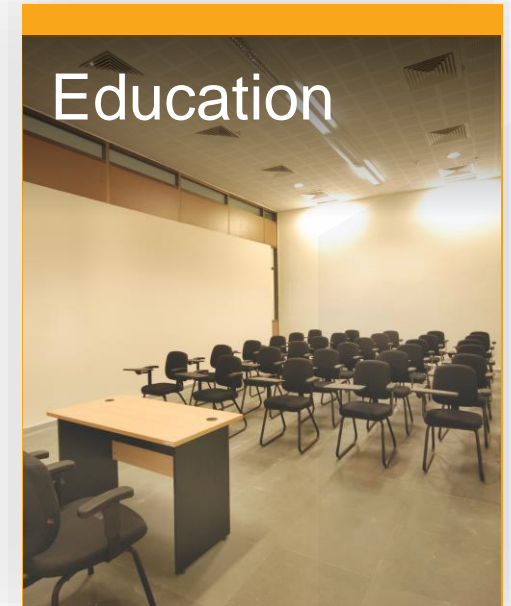
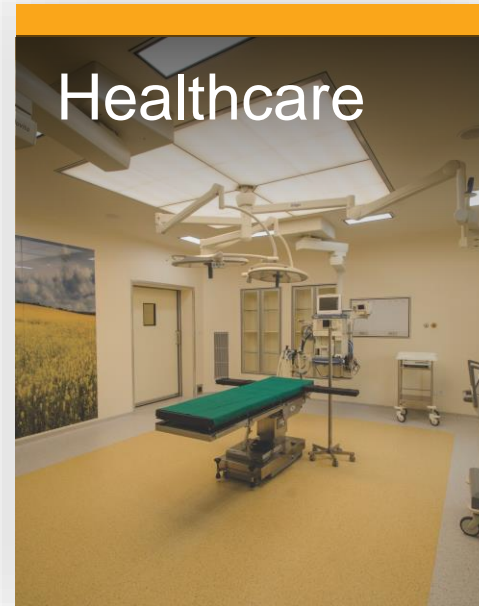
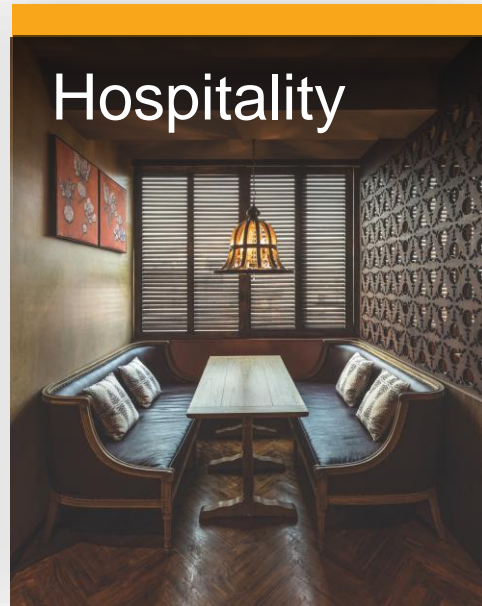
-  **Corporate Restructuring:** Realigned corporate structure, harmonising verticals with financial and business goals, boosting investor appeal by optimising operational efficiency.
-  **Portfolio Diversification:** Capital allocated across diverse property types, segments and locations to spread risk and capture opportunities across markets.
-  **Strategic Alliances:** The Group seeks asset-light growth via joint ventures and direct marketing, leveraging brand strength for prudent cash flow management in real estate projects.
-  **Advanced Innovation:** Investing in adopting and integrating top-of-the-line technology to enhance operational efficiency and ensure seamless customer experiences like SAP Hana, Salesforce, BIM technologies and other augmented reality and AI tools.
-  **ESG Integration:** Focused investments in environmentally sustainable projects, advancing social initiatives and governance practices for conscientious growth and stakeholder value.



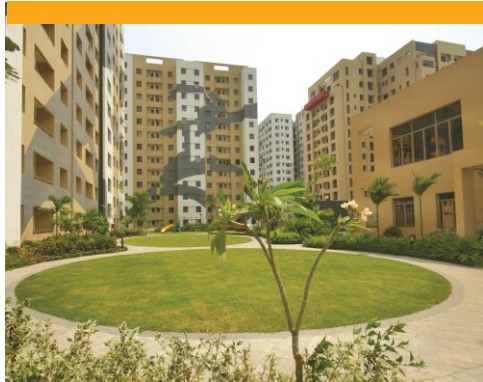
₹2,000+ cr

crores capital investment over the past decade

# Diversified portfolio



# Innovating across horizons



## Real estate

- Residential
- Township
- Retail
- Commercial
- Leisure Homes



## Hospitality

- Hotels and Resorts
- Fine Dining
- Clubs
- Quick Service Restaurants (QSRs)



## Healthcare

- Maternal and neonatal care
- Multispecialty hospital
- Diagnostic clinic
- Fertility clinic
- Nursing academy



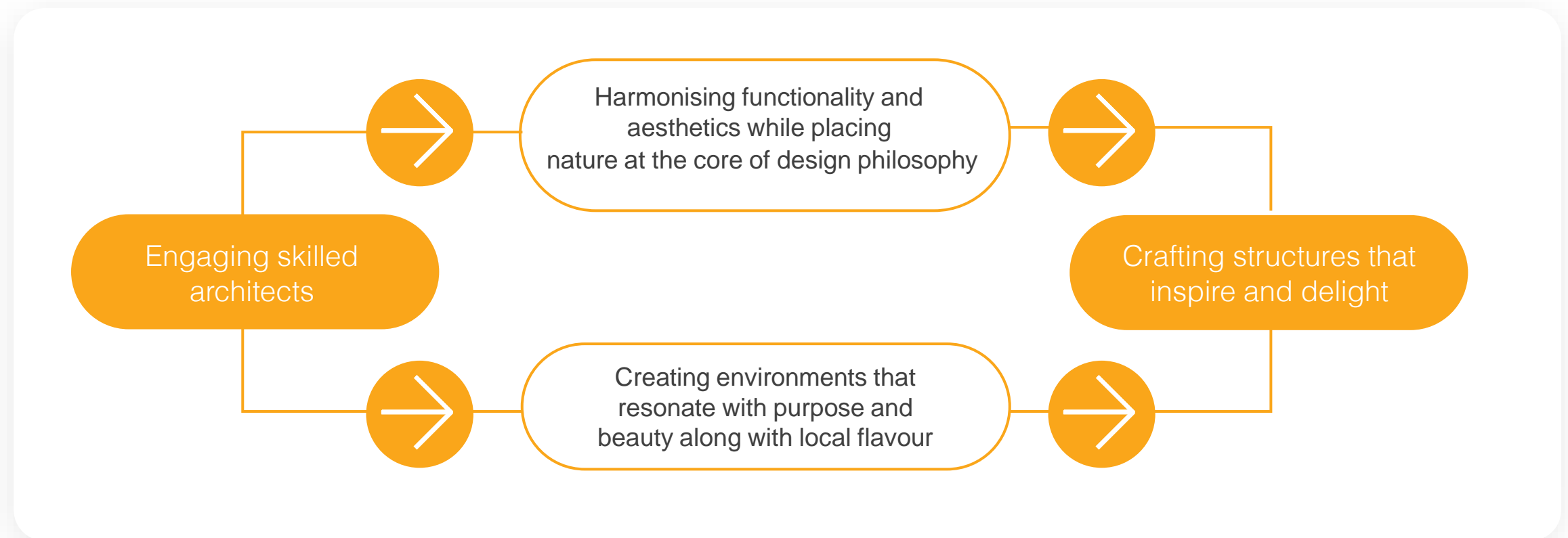
## Education

- University
- Institute
- Leadership
- Skill Development



# Elevating everyday life through design and aesthetics

We believe in the transformative power of architecture, leading to several projects becoming regional and national benchmarks.



# Collaborating with visionary designers and architects

Ambuja Neotia collaborates with visionary architects who share our commitment to sustainable design, aligning seamlessly with our key philosophies.

Balkrishna Doshi

Charles Correa

Prabir Mitra

Ambrish Arora

Bimal Patel

Manit Rastogi

Channa Daswatte

Neelkanth Chhaya

Rajeev Kathpalia

Kapil Bhalla

JP Agarwal

Sanjay Bharadwaj

Dean D'Cruz

Prashant Pradhan

Sidhartha Talwar

Sohan Nilkath

Partha Ranjan Das

Sonali Rastogi

Vivek Singh Rathore

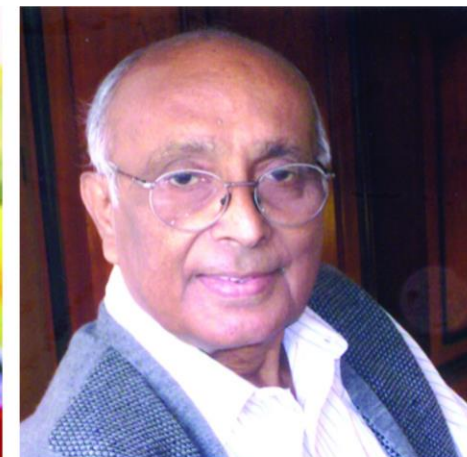
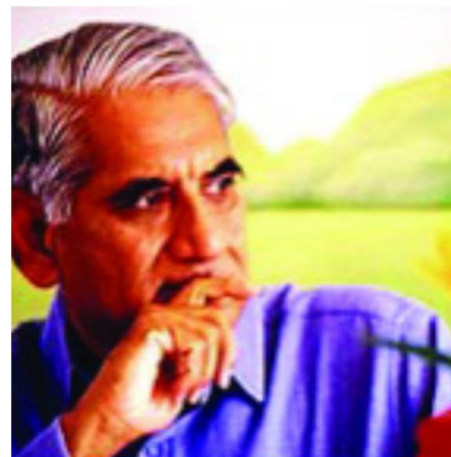
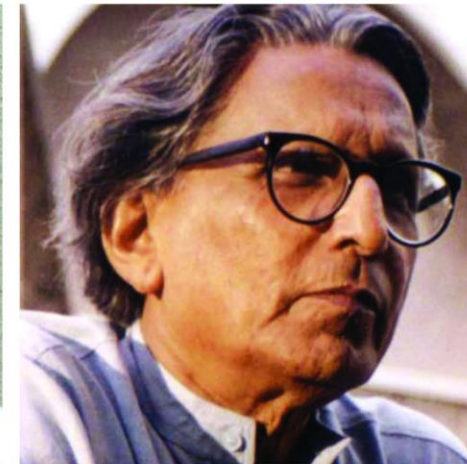
Abha Narain Lambah

K.C. Singal

Studio Lotus

Abin Chowdhury

MNC



# Real estate

Comfortable Homes | Lifestyle Destinations | Vibrant Communities |  
Dynamic Business Hubs | Serene Homesteads

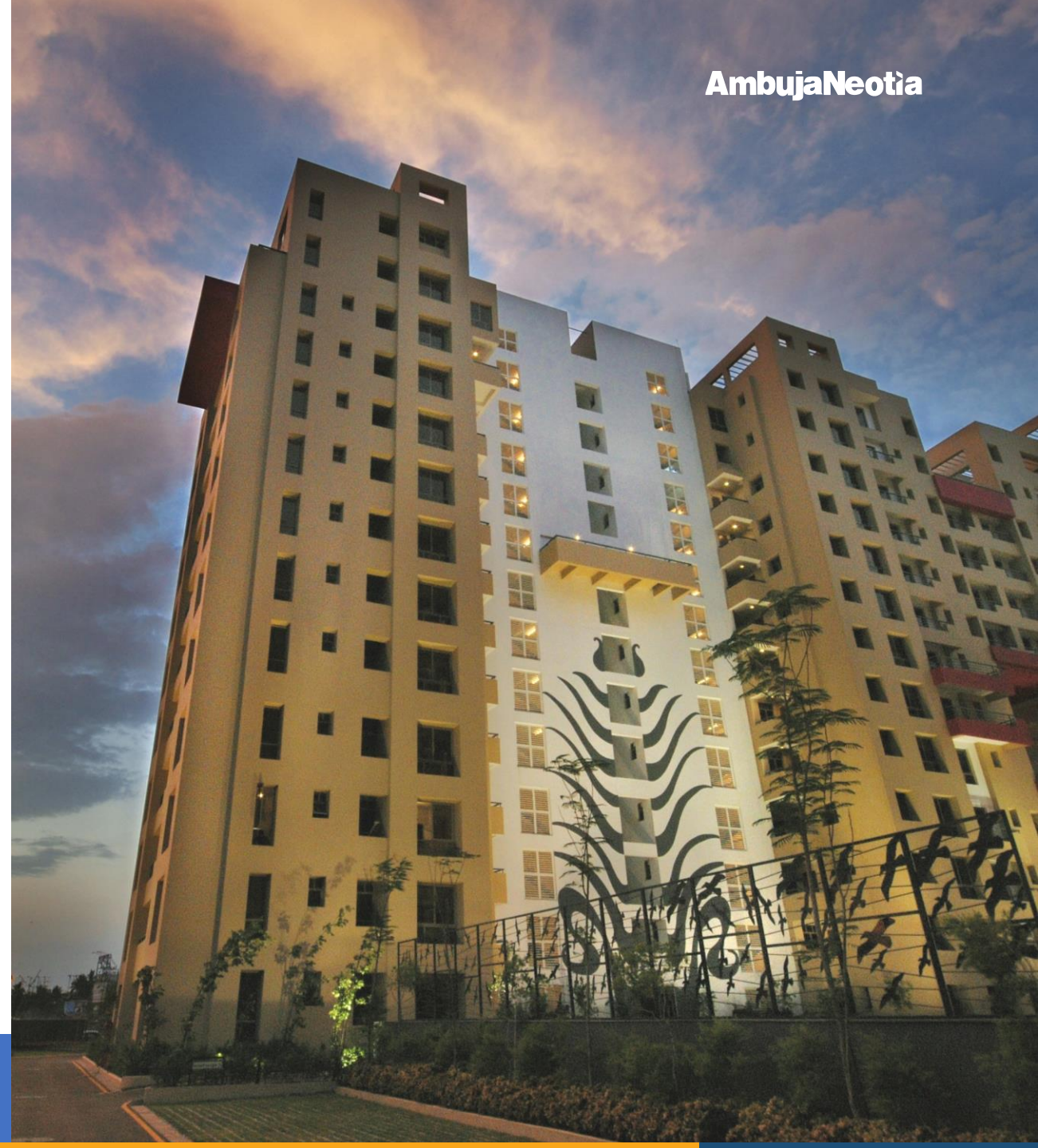
Residential

Township

Retail

Commercial  
Spaces

Leisure Homes



# Transforming spaces, building communities

We create thriving neighbourhoods, healthy work environments, and centres and malls that serve as ideal family destinations.



12

Completed housing projects

6

Completed shopping malls

4

Completed commercial projects

>22

Million square feet already developed

2

Leisure home projects

240

Acres of township project under planning

2.5

Million square feet of housing projects under development

20

Million square feet in the pipeline

5

Completed township projects

# Bolstering the foundation to rise higher

Sensible asset management

**400+** acres of existing land bank

Strong brand equity

**60%+** of units sold within the first week of launch

Widespread operational presence

**9** sub-segments  
**22** locations

Prolific project portfolio

**20** unique\* projects in the pipeline



Steady financial growth

Grow **4X** from the current revenue of **₹ 1,500 cr**

\*Unique projects refers to projects which will include new features not found in any of the current projects

# Turning every property into cherished homes

Recognising homes as more than mere walls, Ambuja Neotia values housing as a cornerstone for individual well-being and societal progress. Our residences foster personal growth and community prosperity, shaping environments that transcend traditional notions of living.

13 Projects completed

80,000

Residents living in Ambuja Neotia properties

23 million

Square feet total built-up area

1,058 acres

Land area developed



# Breaking new ground in housing

## Utalika

Located off EM Bypass at Mukundapur, Utalika redefines nature-infused spaces, inside and out. With 66% open to the sky and two natural lakes, it sets a new standard for well-being.

# 20.184

Acres of land area

# >1,000

Flats

# 102

Two-bedroom apartments

# 422

One-bedroom  
apartments

# 545

Luxury apartments

# 2 million

Square feet of total built-up area



AmbujaNeotia

# Opening doors to landmark living spaces

## Udayan



Udayan, the first public-private partnership project with the Government of West Bengal which earned nationwide recognition as a model social housing project by the Housing and Urban Development Corporation.

- Two, three and duplex apartments – 1594
- Townhouses – 12

## Upohar



Upohar is a premium residential project that redefined the Southern Bypass area of Kolkata with open spaces.

- Comfort & Efficiency apartments – 608
- Luxury apartments – 590

## The Residency, Salt Lake



The Residency, Salt Lake, is an exclusive block that introduced designer homes blended with a shopping mall.

- Designer apartments – 60

## Utsa



Utsa is one of Ambuja Neotia's first inaugural projects in the emerging locale of New Town that catalysed subsequent development in the area.

- One-bedroom apartments – 48
- Two-bedroom apartments – 144
- Luxury apartments – 210



# Opening doors to landmark living spaces

## Ujjwala



Ujjwala is a sprawling luxury enclave of majestic apartments elevating lifestyles in New Town.

- One-bedroom apartments – 77
- Two-bedroom apartments – 154
- Luxury apartments – 235

## Udvita



Udvita is our first foray into North Kolkata, bringing condominium living with an array of modern amenities to Manicktala.

- Two- and three-bedroom apartments – 150

## Uddipa



Uddipa is in a prime location of North Kolkata, close to the Hooghly River.

- Two- and three-bedroom apartments – 360

## The Residency, Patna



The Residency, Patna, is a first-of-its-kind premium gated community poised to change the city's skyline.

- Two- and three-bedroom apartments – 126

# Opening doors to landmark living spaces

## Ecospace Residencia



Ecospace Residencia is an eco-friendly residential development right next to a business park, bringing the 'walk-to-work' concept to New Town.

➤ Two- and three-bedroom apartments – 126

## Usshar



Usshar is a unique high-rise condominium project near the Ganges, at Batanagar, that offers a holistic community living at an affordable price.

➤ Two- and three-bedroom apartments – 553

## Urvisha



Urvisha is a contemporary residential project in New Town, adjacent to a themed mall, offering lifestyle amenities on three levels – ground floor, sky level and rooftop.

➤ Two- and three-bedroom apartments – 400

## Utsodhaara Residencia



Spacious apartments located within the sprawling 81-acre Utsodhaara Teesta Township, offering a seamless living experience.

➤ Four- and five-bedroom apartments – 400

## Creating a self-sustaining ecosystem

Ambuja Neotia has developed well-structured, contemporary and sustainable township projects that effectively cater to the needs of the residents and play a vital role in improving their quality of life.

731 acres integrated development till now

5

Townships

760

Apartments

75

Villas



# Redefining Siliguri's skyline

## Uttorayon

Uttorayon reshaped the city's growth trajectory by becoming the focal point of Siliguri's development.

# 220

Two- and three-bedroom apartments for HIG

# 400

One-and-two-bedroom apartments for LIG/MIG

# 44

Single level and duplex bungalow options

# 400 acres

of land area

# 1,080

Plots

Also comprises a **mall**, **office tower**, **premium club** and a **hospital**

AmbujaNeotia



# Building communities of tomorrow

Urvashi



The first planned township in Durgapur which enhanced city living with organised infrastructure, modern amenities and green spaces.

- Malhar residential plots – 710
- Shri for LIG – 42
- Chhaya for MIG – 84
- Single-level and duplex bungalows – 21
- Commercial plots – 39

Utsodhaara



Utsodhaara Teesta Township located in a scenic location, in the heart of Siliguri, and is based on the theme of healthcare and knowledge, along with Siliguri's first sports club.

- 81 Acres of land area
- 440 Apartments
- Siliguri's first Gymkhana

Ulhas



Ulhas is a mini-township located on GT Road, Burdwan.

- 96 Acres of Land Area
- 1000+ Residential & commercial plots

Utsav Park



Utsav Park is a plotted development which offers a wide range of commercial plots.

- 43 Acres of Land
- Wide Range of Commercial Plots

## Crafting lifestyle destinations

Ambuja Neotia has not only spurred economic vitality but has also reimagined malls as lifestyle destinations, surpassing mere shopping centres. Our retail projects craft vibrant spaces, providing diverse experiences and essential services and fostering community interaction. This approach contributes to the comprehensive well-being of the regions we serve.

6 retail properties



70%

Brands common across six malls

3 million

Square feet completed till now

~15%

Average annual increase in rentals witnessed across properties

100%

Occupancy across six properties

## Reshaping lifestyles with transformative destinations

### City Centre, New Town



It revolutionised the lifestyle quotient by introducing a shopping mall along with a five-star hotel, thereby enhancing the leisure and retail experience for the region and paving the way for further retail growth in the area.

**500,000**

Square feet of total built up area

**6**

Acres of land area

**245**

Shops

### City Centre, Siliguri



Eastern India's largest shopping mall, this multi-utility complex has emerged as a go-to destination for shopping, entertainment and business for the people of North Bengal and Sikkim, therefore serving as a milestone in the city's evolution into a metropolis.

**950,000**

Square feet of total built-up area

**11.6**

Acres of land area

**605**

Shops

# Reshaping lifestyles with transformative destinations

## City Centre, Salt Lake



City Centre, Salt Lake is an extension of the city's streets, people and social microcosm. The perfect stomping ground for the whole family, its innumerable amenities have made it the epicentre of the community's vibrancy.

- ↗ 5 acres of land area
- ↗ 400,000 lakh square feet of total built-up area
- ↗ 325 shops

## City Centre, Haldia



City Centre, Haldia, offers an atmosphere akin to a bustling urban piazza. It features an office tower along with many amenities, contributing to the dynamic commercial landscape of the area.

- ↗ 5.3 acres of land area
- ↗ 275,000 lakh square feet of total built-up area
- ↗ 207 shops

## City Centre, Raipur



City Centre, Raipur, symbolises progressive growth, introducing a fresh shopping experience for people of all ages. It encompasses a shopping plaza, food court, entertainment arena, and more.

- ↗ 10 acres of land area
- ↗ 471,000 lakh square feet of total built-up area
- ↗ 252 shops

## City Centre, Patna



City Centre, Patna, is the largest lifestyle destination in the city and its most happening address, offering an unparalleled experiences. Its myriad leisure, retail and entertainment options make it the ideal place to celebrate, connect, rejoice and unwind.

- ↗ 7.5 acres of land area
- ↗ 300,000 lakh square feet of total built-up area
- ↗ 240 shops



# Business addresses to create a perfect work-life balance

Ambuja Neotia goes beyond constructing infrastructure; we create environments that foster commerce, innovation and economic activity with a focus on work-life balance. Our approach influences urban planning, seamlessly integrating built spaces with social hubs, resulting in vibrant workspaces conducive to heightened productivity.

5 commercial hubs

1

Business park

3 million

Square feet  
completed till now

100%

Occupancy  
achieved



# Elevating workspaces to new heights

## Ecospace Business Park

A contemporary business address promoting work-life balance through integrated social, recreational, and entertainment spaces. Awarded LEED Gold, it champions a sustainable, green environment.

### 2.2 million

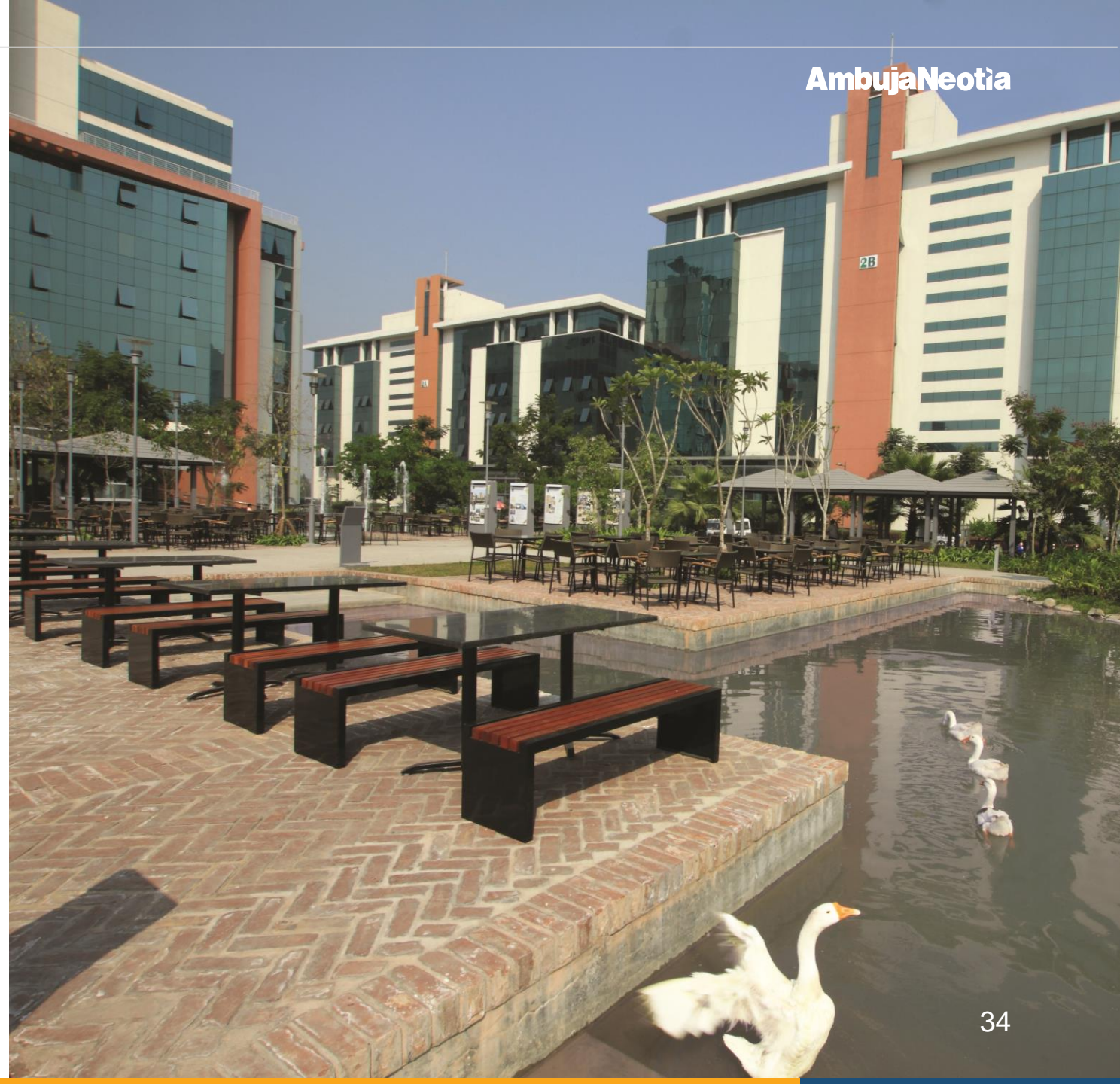
Square feet of total built-up area

### 50,000

Square feet of community spaces for work-life balance

### 20 acres

of land area



# Catalysing business with positive work environment

## Ecostation



A 17-storey business tower located in Sector V, Salt Lake, with state-of-the-art facilities.

- 0.7 acres of land area
- 200,000 square feet of total built-up area

## Ecosuite



An eight-storey premium commercial development in New Town, Kolkata.

- 1 acre of land area
- 100,000 square feet of total built-up area
- 25,000 square feet of retail and recreation space

## Ecocentre



A 20-storey high-rise commercial development in IT hub in Sector V, Salt Lake with a boutique hotel atop, providing a 360-degree view of the skyline.

- 2 acres of land area
- 500,000 square feet of total built-up area
- 50,000 square feet of retail space

## Ecospace Business Towers



A well-being inspired smart business address, situated adjacent to Ecospace Business Park in New Town, which seamlessly integrates nature into workspaces for improved productivity.

- 5 acres of land area
- 450,000 square feet of total built-up area
- 25,000 square feet of retail and recreation space

## Creating home away from home

Ambuja Neotia's country homes offer serene and idyllic living experiences away from the hustle and bustle of the city, providing residents with a perfect blend of tranquillity and outdoor leisure opportunities.

**1 million**

Square feet  
completed area

**2**

Leisure  
retreats

**480**

Raichak on  
Ganges  
Country Homes

**522**

Vanya Awas



## Setting sights on achieving real estate goals

Sub-segment	5-year goals	Focus areas
➤ Residential	23 million square feet development under planning	<ul style="list-style-type: none"><li>Expanding geographical presence</li><li>Forging enduring partnerships and associations</li><li>Managing inventory mix judiciously</li><li>Undertaking prudent financial planning</li><li>Leveraging pioneering technology</li></ul>
➤ Township	220 acres of township	
➤ Commercial	1.2 million square feet under development	
➤ Leisure homes	1 million square feet of development	

# Hospitality

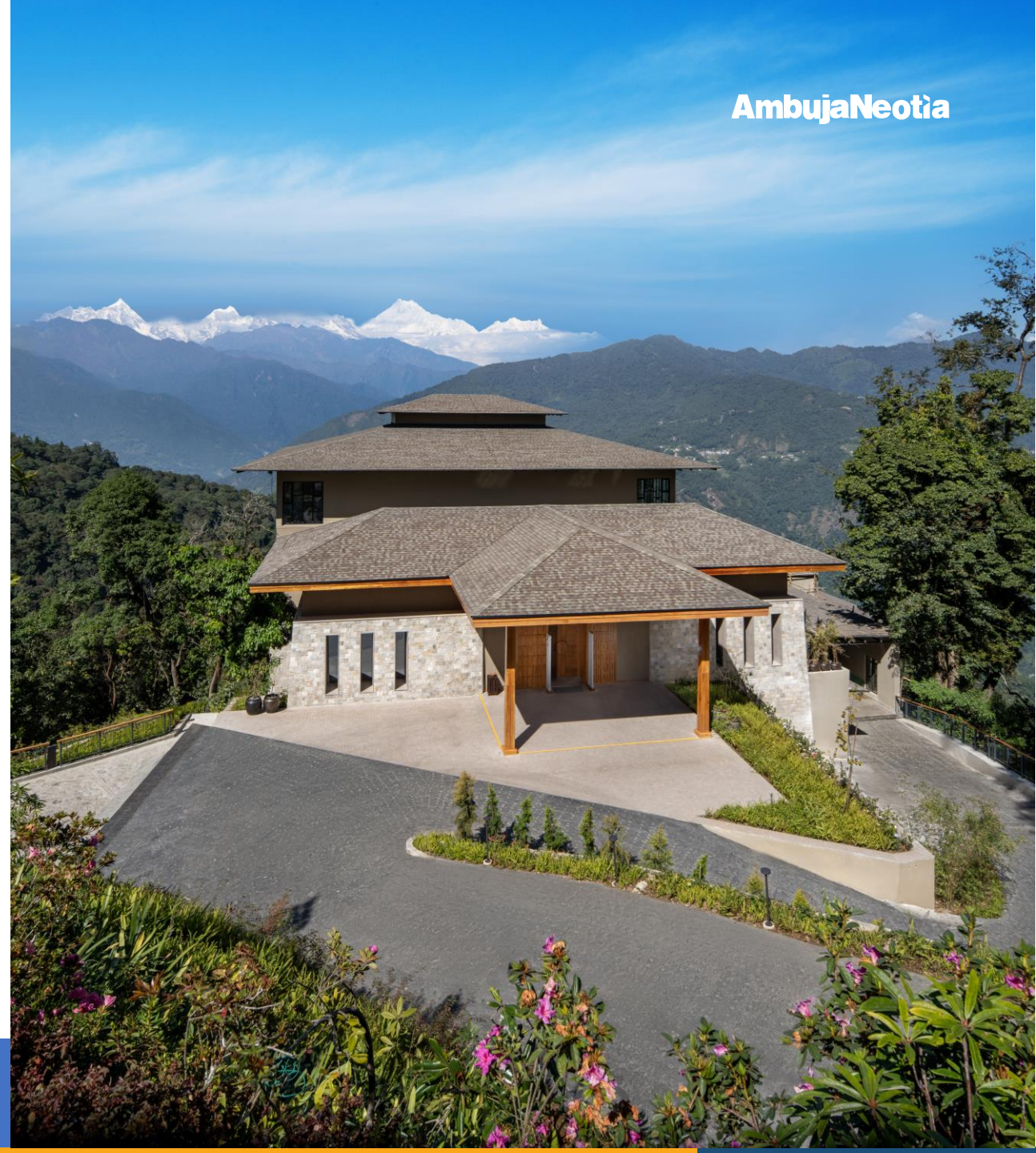
Scenic sanctuaries | Delectable dishes | Ecstatic experiences | Magical memories | Swift service

Hotels and resorts

Smart and casual dining

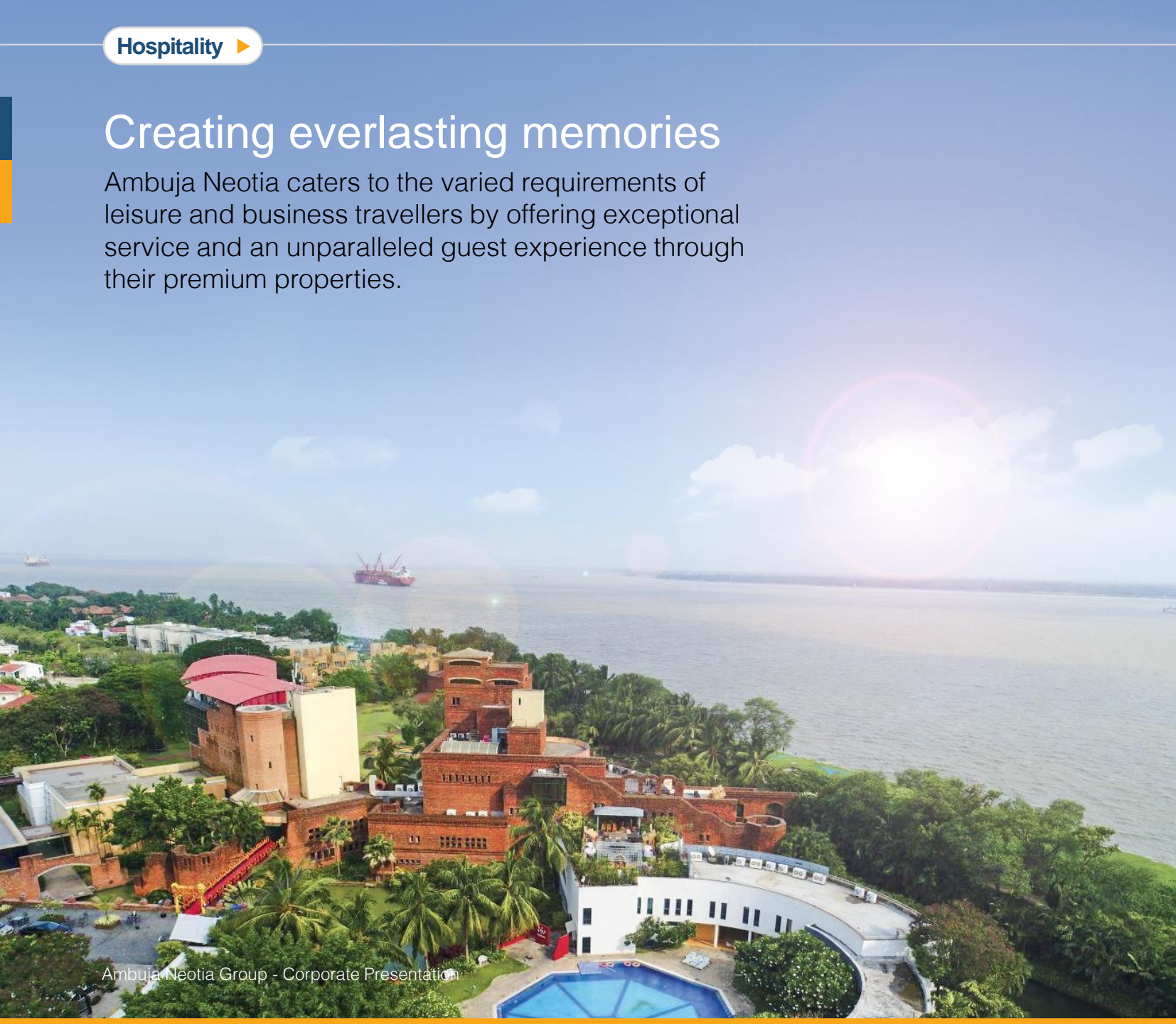
Clubs

Quick Service Restaurants



# Creating everlasting memories

Ambuja Neotia caters to the varied requirements of leisure and business travellers by offering exceptional service and an unparalleled guest experience through their premium properties.



**7**

Hotels with IHCL collaboration

**800+**

Operational room keys

**3**

Hotels under own management

**2000+**

Room keys planned in the next 5 years

**14**

Hotels under Tree of Life hotel chain

**65**

F&B/QSR outlets

**3**

Hotels under development

**2**

Operational clubs

# Diverse stays. Diverse indulgences.

Ambuja Neotia's establishments offer manifold accommodations for guests seeking leisure and business experiences.

100 acres  
land area

**5 lacs+**  
Square feet total  
built-up area

**800+**  
Rooms



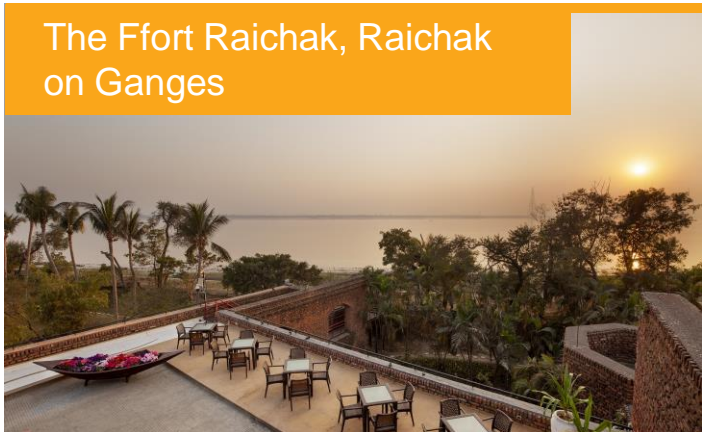


# Making every stay memorable



Nestled by the tranquil Ganges, Ganga Kutir beckons visitors to indulge in an exquisite experience. Meticulously designed guest rooms inspired by vernacular architecture seamlessly blend comfort with cultural allure. Each room offers enchanting views of the majestic river, creating a unique backdrop for serene sojourns and distinguished conferences.

26  
Rooms



An immersive resort meticulously themed around an old fort. Thoughtfully designed garden and river-facing rooms cater to leisure getaways and corporate conferences and serve as a unique backdrop for destination weddings. Ideal for families and large groups, the deluxe suites provide spacious comfort. For a more intimate retreat, the Anaya duplex villas boast a 7000 sq. ft. pool and a private rooftop bubble bath.

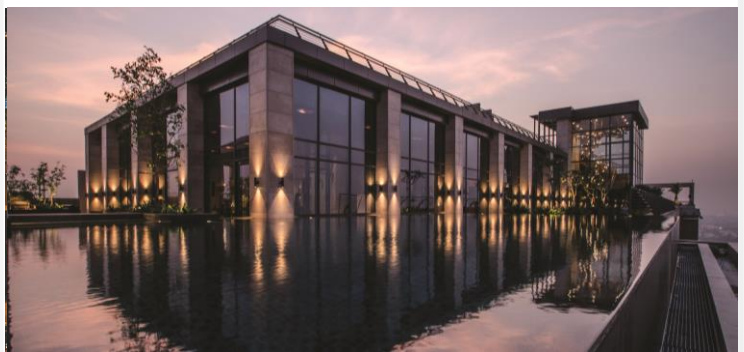
62  
Rooms

31  
Deluxe  
suites

19  
Duplex  
villas

# Making every stay memorable

AltAir



Perched on the 19th floor of EcoCentre, in the IT hub of Salt Lake, offering pristine vistas of the City skyline. A five-star boutique hotel, situated away from the hustle and bustle, providing an opportunity to explore the city of Kolkata from a unique perspective.

**23**  
Rooms

Montana Vista



Siliguri's first-of-its-kind premier club and hotel, the Montana Vista, provides varied upscale leisure and entertainment options for tourists and business travellers.

**39**  
Rooms

EcoHub



Situated within the Ecospace Business Park, EcoHub is a hotel designed to cater specifically to the needs of business travellers.

**9**  
Rooms

## Enriching experiences through strategic collaboration

Ambuja Neotia and the Taj Group, though operating in distinct industries, share a common commitment to delivering exceptional experiences, upholding excellence, and prioritising customer satisfaction. This shared ethos has paved the way for collaborative ventures that promise integrated and outstanding experiences for our valued patrons. This collaboration leverages Ambuja Neotia's proven expertise in design and architecture, complemented by the Taj Group's esteemed legacy in providing world-class hospitality services, cherished by millions of customers worldwide.



# Outstanding visions. Rewarding synergy.

## What Ambuja Neotia contributes

- | Design excellence and unique architecture
- | Expertise in designing and developing hospitality projects
- | Expertise in managing hotels and resorts



## Win-win proposition

- | Excellence in design and architecture
- | Proven track record in developing hospitality projects
- | Stellar performance in managing hotels and resorts
- | Enhanced sectoral know-how
- | In-depth local understanding
- | Expanded project portfolio
- | Heightened brand recognition
- | Increased mutual growth opportunities



## What Taj Group contributes

- | World-class service standards
- | Unmatched management expertise

# Outstanding visions. Rewarding synergy.

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## What Taj Group contributes

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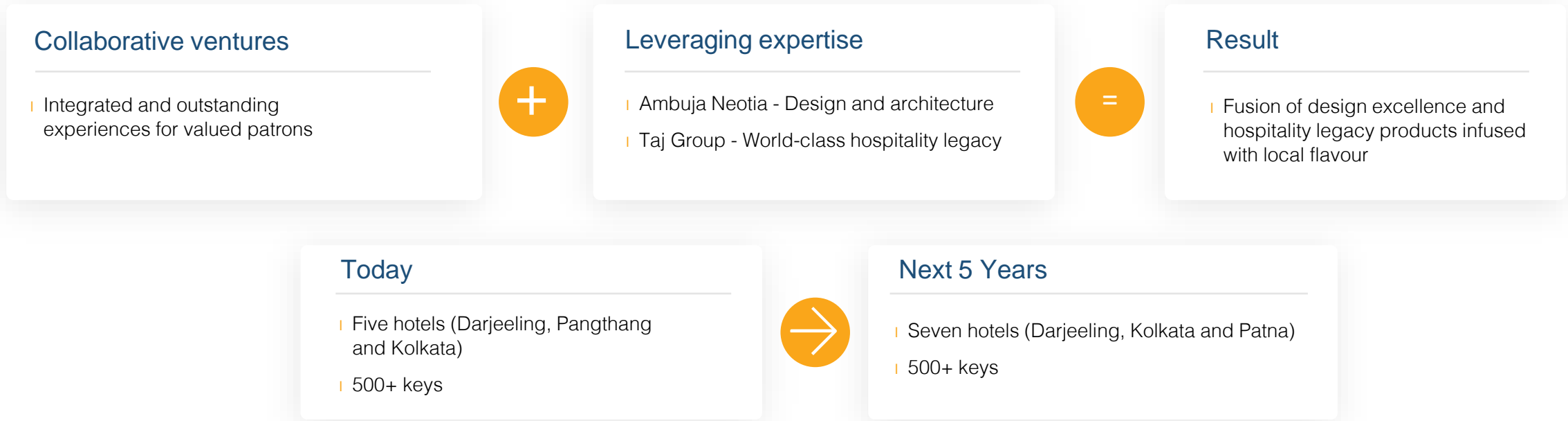
- | World-class service standards
- | Unmatched management expertise

# Forging a future of excellence

## Ambuja Neotia and Taj Group collaboration

*Distinct industries, shared commitments and ethos.*

- | Delivering exceptional experiences
- | Upholding excellence
- | Prioritising customer satisfaction



# Navigating the path to progress



# Redefining luxury in the hospitality industry

Taj City Centre, New Town



Taj City Centre, New Town, stands as a symbol of opulence and urban hospitality. It offers each traveller an unforgettable tryst with opulence, making it the epitome of grandeur and affluence in the city's heart.

10

Suites

137

Rooms

Taj Chia Kutir



Nestled in the Himalayas, within one of the world's most renowned tea gardens, is an exquisite abode. This retreat in North Bengal offers India's finest hospitality and bespoke indulgence.

80

Rooms

Taj Guras Kutir



In the idyllic Pangthang forests of Gangtok, Taj Guras Kutir Resort & Spa is a lavish mountain retreat that offers its patrons a sumptuous slice of heaven.

69

Rooms



# Redefining luxury in the hospitality industry

Taj Taal Kutir



Taj Taal Kutir, 9.3 kilometres from Kolkata airport, presents a grand convention centre and hotel in exquisite Art Deco architecture.

**75**  
Rooms

Taj City Centre, Patna



Patna's first five-star contemporary hotel located in the heart of the city, about 5 kilometres from the airport.

**126**  
Suites

Raajkutir IHCL SeleQtions

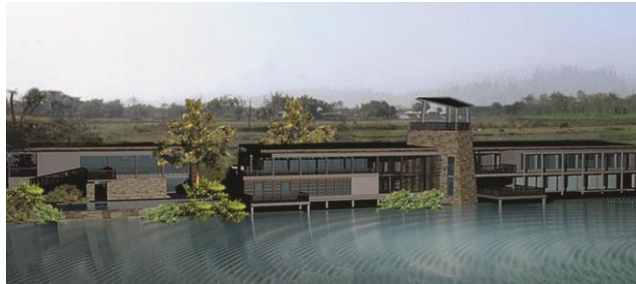


Nestled in the heart of Kolkata, Raajkutir, a grand manor, immerses guests in the era of the Bengal Renaissance, recapturing the prosperous, experiential essence of the city's colonial past.

**50**  
Rooms

# Blending comfort with luxury

Vanya Kutir \*



Vanya Kutir is a luxury boutique hotel in Lataguri, which stands out for its vernacular architecture, seamlessly integrating with the natural forest surroundings and hilly landscape.

Sagar Kutir \*



A sea resort located in the popular tourist destination of Bengal, Digha. Promising a captivating escape and beach experiences.

Himya Kutir \*



A boutique mountain resort located in Ghoom, Darjeeling, offering a scenic view of the Himalayan range and a snow-capped Kanchenjunga.

\*Future development

## Widening horizons

Ambuja Neotia has expanded its portfolio by acquiring Gurugram's Tree of Life Resorts & Hotels, a boutique hotel chain with presence in 14 locations across India.

Acquisition impact

Extended presence beyond Eastern India

- | Enhanced brand equity and reputation
- | Accelerated growth across realms

# Widening horizons



TREE OF LIFE  
Resorts & Hotels

## Rajasthan

- 1. Jodhpur
- 2. Jaipur
- 3. Udaipur
- 4. Udaipurwati

## Uttarakhand

- 5. Corbett
- 6. Binsar
- 7. Dehradun
- 8. Mussoorie
- 9. Kumaon

## Uttar Pradesh

- 10. Varanasi
- 11. Agra

## Himachal Pradesh

- 12. Dharamshala
- 13. Naggar

## Gujarat

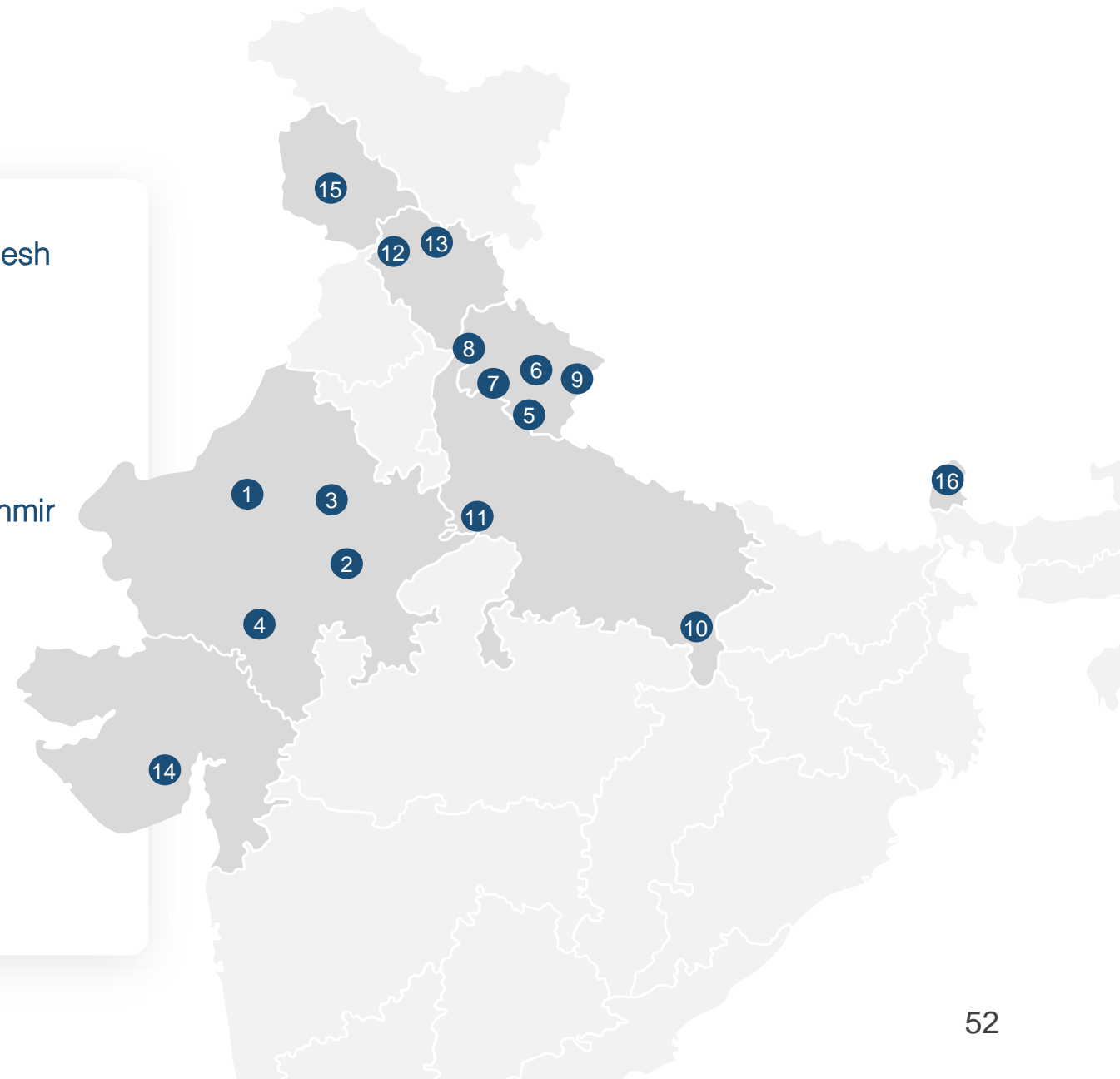
- 14. Dared

## Jammu & Kashmir

- 15. Srinagar

## Sikkim

- 16. Gangtok



# An escape to remember

Vanvilas Riveredge, Corbett



A luxurious accommodation with 6 hideaway and river-view rooms is located in the fabled Kumaon district at the foothills of the Himalayas at a convenient drive of 250 kms from Delhi.

6

Rooms

Vantara Resort & Spa, Udaipur



Elegant structures inspired by some of the great schools of architecture from Art Deco to interiors with a contemporary flair, highlighting the quintessential colours of Rajasthan.

33

Rooms

Tree of Life Resort, Dehradun Foothills



Perched on a hill-side with lush green hills around and a small stream running below, this Tree of Life Resort offers 12 rooms and suites backed by a warm and caring service.

11

Rooms

# An escape to remember

Tree of Life Resort & Spa, Varanasi



Tree of Life Resort & Spa, Varanasi offers unmatched solace contrasting the constant bustle of Varanasi.

---

**18**  
Rooms

Tree of Life Resort & Spa, Jaipur



Beautiful Rajasthani architecture built with sandstone and lime is featured at the 5-star Tree of Life Resort & Spa, spread across 7 acres of the scenic Aravalli hills.

---

**14**  
Rooms

Junoon in the Hills, Kumaon



Set in a remote village halfway between Nainital and Ranikhet in the Kumaon Hills, Tree of Life Junoon in the Hills is a place to unwind, relax, and re-discover yourself.

---

**6**  
Rooms

# An escape to remember

Inderpura Resort, Udaipurwati



Bringing alive the charm of the old world with architecture inspired from the local Rajasthani historic surroundings, Tree of Life Inderpura Resort, offers a space that is reflective of Rajasthan's architectural style of design and craftsmanship.

**20**  
Rooms

Tree of Life Highlands, Mussoorie



Tree of Life Highlands is conveniently located, where Landour and Mussoorie meet, away from the noise and crowds, perched on its own hilltop with an amazing view of the surrounding mountain ranges.

**16**  
Rooms

Grand Oak Manor, Binsar



Tree of Life Grand Oak Manor is nestled at the top of the Kumaon hills (Uttarakhand), the Binsar Wildlife Sanctuary, 25 kilometres from Almora.

**12**  
Rooms

# An escape to remember

Eila Art Hotel, Naggar



The resort was conceived as a cocoon growing out of the land – just like an anthill – with rooms appearing to be emerging from the hill. Positioned over three levels, most rooms have an amazing mountain views, covered with snow during winters.

**10**  
Rooms

Ecotainers, Agra



A destination built using shipping containers which have seen a lifetime of the high seas, now offer comfort coupled with the perfect balance of indoor and outdoor space.

**4**  
Rooms

Darbagadh, Dared



Built in the Saurashtra style of architecture, each corner is representative of the architectural style of design.

**12**  
Rooms



# An escape to remember



Birdsong Chalet, Dharamshala

Made in local style with mud exteriors and slate roofs, this beautiful property offers you a mix of 19 rooms backed by a warm and caring service.

**20**  
Rooms



Bhadrajun House, Jodhpur

A former residence of the Raja of Bhadrajun, this art-deco home from the 1950s has been lovingly restored and is now the Tree of Life Bhadrajun House, Jodhpur.

**11**  
Rooms

## Culinary artistry

Ambuja Neotia's fine dining establishments are characterised by their elegant ambience, impressive table service, and carefully curated menu featuring innovative culinary creations.

500+ Total seats

10+

Cuisines

80+

Outlets



# Opening up a world of flavours

## The Orient



The Orient brings the diverse flavours of South East Asia to life. Located in the heart of New Town, Salt Lake, and Raichak on Ganges, this culinary gem offers eclectic cuisines from South East Asian countries.

178  
total seats

Oriental  
cuisine

## Sonar Tori



Sonar Tori offers a unique dining experience to relish the diverse gastronomical legacy of Bengal, influenced by Mughlai and British-era snacks. The lip-smacking dishes include a curated à la carte selection and thali experiences to rediscover Bengal's culinary charm.

90  
total seats

Bengali  
cuisine

# Making every meal a masterpiece

Afraa



Afraa has become synonymous with seamlessly blending the lounge and restaurant experience under one roof while maintaining individual identities for each.

2  
outlets

World  
cuisine

UNO Pizzeria & Grill



UNO is renowned for its deep-dish pizzas. The menu for the Indian market was curated to offer a diverse selection of 70-80 delectable dishes spanning various categories. The bar menu has also been customised, featuring an extensive range of beers and cocktails to cater to numerous palates.

3  
outlets

American bar &  
grill experience

The Loafer's Café



Loafer's Cafe serves an exquisite array of bakery products and other delectable treats that evoke the charm of the Victorian era. The eatery offers endless possibilities, adapting to your mood and inclination, making it a versatile and inviting destination.

4  
outlets

Patisserie

# Bombastic Supper Club – A Culinary Extravaganza

Ambuja Neotia's latest flagship venture in speciality dining recently opened in Park Street, Kolkata offering a delectable mix of Asian & European cuisines

**5,800**  
Square feet  
total built-up area

**160**  
Total seats



## Celebrating leisure and entertainment

Ambuja Neotia's clubs infuse a sense of socialising and community with rest and relaxation by providing the perfect platform for putting one's feet up or letting one's hair down.

**35,000**  
Square feet  
total built-up area

**20+**  
Facilities



## Creating destinations for making connections

### The Conclave



The Conclave stands as the city's inaugural business club, where the boundaries between work and leisure seamlessly blend in an environment of refinement and sophistication.

**9,920** Square feet of total built-up area

Banquets, meeting rooms and restaurants

### Club Verde



Club Verde provides a premier hangout spot for the ever-active contemporary generation to make their mark and have a ball.

**25,000** Square feet of total built-up area

Banquet, conference room, guest room, games room, swimming pool, library & reading room along with sports and fitness facilities

## Quick bites with lasting delight

Ambuja Neotia has forayed into the domain of Quick Service Restaurants (QSRs), which have provided convenient dining options for people and paved the way for the surroundings to become prime real estate locations.

**75+**

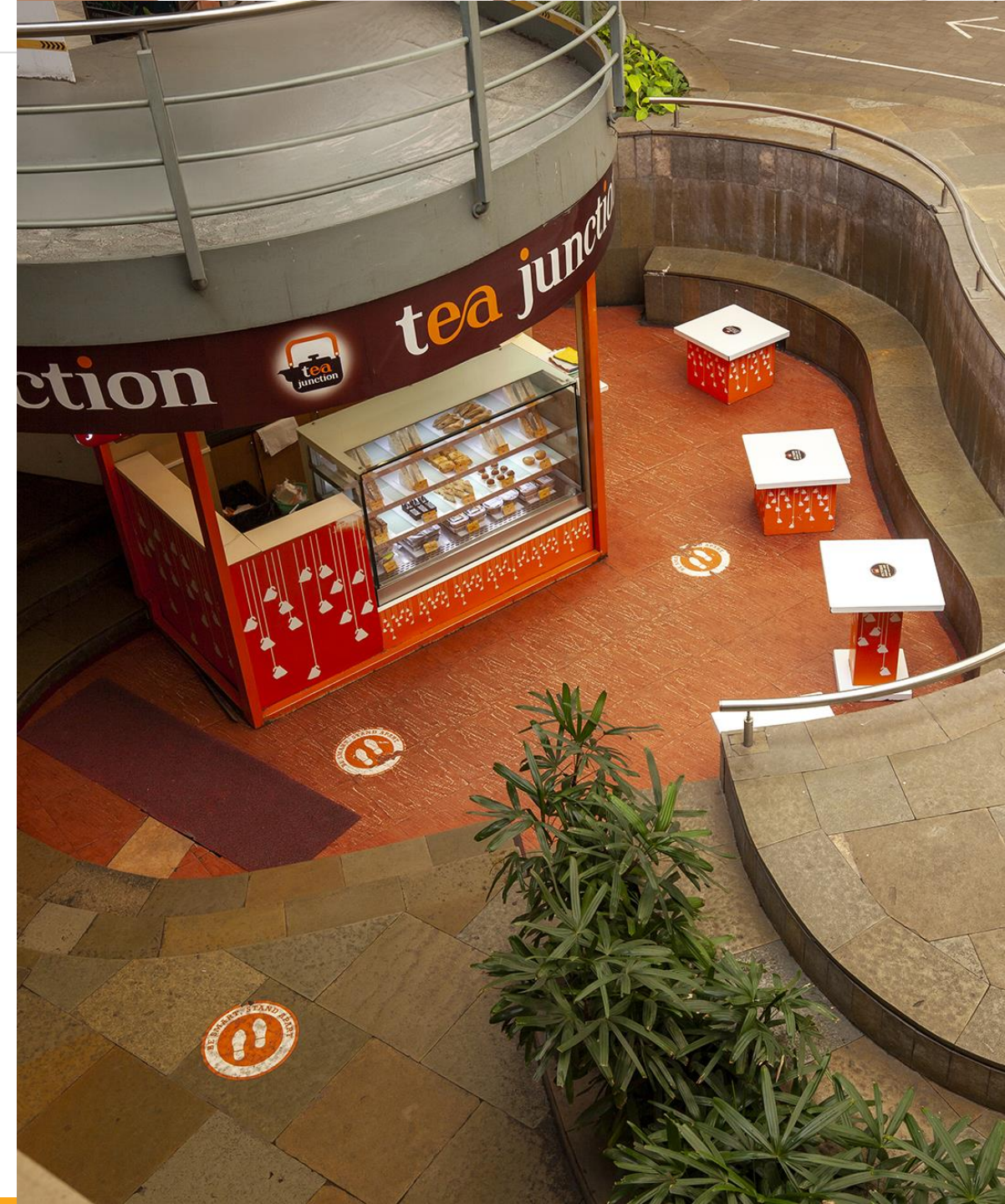
QSR outlets

**10,000+**

Daily customers

**2**

States (West Bengal and Bihar)





## Offering bite-sized bliss across locations

### Tea Junction



Tea Junction is not just a tea shop; it is a unique twist on the traditional 'adda' concept deeply rooted in Kolkata's culture. It aims to rekindle the age-old tradition of social gatherings and lively conversations over tea.

---

**69+**

outlets

### Tiffin



Tiffin brings the canteen concept to life, catering to the office-goers, allowing them to relish sumptuous meals on-the-move.

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**5**

outlets

### Afraa Deli



Afraa Deli provides an all-day dining experience, featuring a delectable breakfast and a convenient takeaway menu.

---

**2**

outlets

# Setting sights on achieving hospitality goals

## 5-year goals

- | Reach 2000+ operational keys in the next 5 years
- | Add more leisure locations to enrich bouquet of experiences
- | Emerge as one of the leaders in Boutique Hospitality, contributing to the sector's growth
- | New job opportunities in the hospitality sector
- | Ensure consistent and outstanding service across all properties

## Focus areas

- | Expanding geographical footprint
- | Establishing regional tourism circuit locations
- | Emphasising on brand visibility for securing long-term growth
- | Focusing on F&B (Food and Beverage) verticals through owned and franchise models

# Healthcare

Nurturing Hope | Health | Happiness

Maternal and  
neonatal care

Multispeciality  
hospital

Diagnostic  
clinic

Fertility  
clinic

Nursing  
academy



# Nurturing hope, health and happiness

Recognising the significance of accessible healthcare and skill development, Ambuja Neotia has introduced institutions to ensure best-in-class medical services and caregiving across communities.

2

Woman and  
childcare centre

1

Nursing  
academy

1

Multispeciality  
hospital

3

Diagnostic  
clinics

3

Fertility  
clinics

498

Operational  
beds

500

Additional beds  
planned by 2025

# Committed to caring

Neotia Bhagirathi Woman and Child Care Centre



Neotia Bhagirathi Woman and Child Care Centre (NBWCCC) is a super speciality hospital which offers the most advanced healthcare facilities for women and children, utilising state-of-the-art medical equipment, cutting-edge technology, and a persistent dedication to providing exceptional healthcare services.

2

locations in  
Kolkata

233

Total beds

Neotial Getwel Multispecialty Clinic



Neotia Getwel Multispecialty Hospital is a specialised multidisciplinary tertiary care hospital. It brings forth global expertise and cutting-edge healthcare technologies, acting as a hub for knowledge exchange within the medical community.

Additionally, the hospital features the Vinod Neotia Charitable Ward, a 12-bed facility, providing free medical care to the economically disadvantaged sections of society.

250

Beds

12

Beds offering free  
medical care

Neotia Mediplus OPD & Diagnostic Clinic



Neotia Mediplus is an NABL-accredited chain of diagnostic centres delivering advanced diagnostic and OPD services.

3

Locations

# Committed to caring

## GENOME



GENOME is a dedicated institution that supports and facilitates conception through assisted reproductive technology (ART) for couples encountering fertility-related challenges.

2

Locations

>10,000

Pregnancies handled

## Neotia Academy Nursing Training Institute



Neotia Academy Nursing Training Institute is committed to delivering high-quality training to students and cultivating a cadre of dedicated and skilled nurses. The institute offers bachelor in nursing and diploma in nursing programmes under the aegis of the West Bengal Nursing Council, West Bengal Health University, and the Indian Nursing Council. It also received recognition as one of the premier nursing schools in West Bengal.

403

Locations



## Setting sights on achieving healthcare goals

### 5-year goals

- | Introduce more specialty hospitals in the underpenetrated regions of Eastern India
- | >1,000 beds
- | Leverage brand's strength and expertise to augment business growth
- | Build a strong resource pool of nurses and other medical technicians through training programmes

### Focus areas

- | Increasing geographic footprint
- | Optimise capital outflow through strategic alliances
- | Enhancing managerial control over existing hospitals
- | Setting up more nursing training institutes across Eastern India

# Education

Laying the groundwork for success.

University

Institute

Leadership

Skill development

AmbujaNeotia





## Nurturing young minds for a brighter tomorrow

Ambuja Neotia extended its impact into education with the introduction of The Neotia University, an initiative to provide contemporary and pertinent education. Subsequently, the group established The CII-Suresh Neotia Centre of Excellence for Leadership for grooming future leaders. Additionally, a Skill Development Academy was introduced to enhance employability and foster economic prosperity, with a special emphasis on the Eastern Region of India.

75<sup>+</sup> Industry tie-ups

5000+

Students

60+

Courses and training programmes offered

2580+

Scholarships offered



## Offering diverse choices for tomorrow's talent

The Neotia University



The Neotia University is a self-financed private university established by the Government of West Bengal. It prides itself on providing modern, comprehensive education through the choice-based credit system. It offers numerous contemporary, forward-looking, and job-oriented courses to prepare students for their future careers.

- 60-acre campus
- 52+ courses offered
- 1,500 students boarding facilities

CII-Suresh Neotia Centre for Leadership



The CII-Suresh Neotia Centre of Excellence for Leadership hones leadership skills, focusing on fostering economic and industrial growth, particularly in India's Eastern region. The centre is pivotal in developing leaders who can drive positive change and ensure the nation's progress.

- 2.5-acre campus
- 9 certification programmes

Neotia Skill Development Academy



The Neotia Skill Development Academy offers various training programmes for skill enhancement and empowerment. These programmes include tailoring courses for rural women, driving lessons, digital literacy, Business English training, beautician training sessions, LPG oven repair and maintenance, and soft toy-making training for underprivileged women.

- 7 courses across 3 disciplines
- 150 students being scaled up to 300

# Setting sights on achieving education goals

## 5-year goals

- | 5,000+ students in the University
- | Create more employable workforce through skill development
- | Encourage and support research activities within the education vertical, fostering innovation and contributing to academic advancements

## Focus areas

- | Introduce cutting-edge programmes, methodologies and technologies to deliver contemporary and relevant education
- | Creating more opportunity for industry exposure through various management training programmes and internships
- | Procurement of advanced and modern equipment for better research learning and analytical development of the students
- | Focusing on programmes accreditation and faculty development

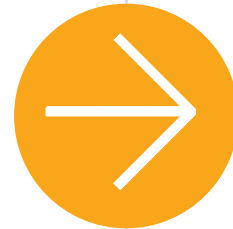
# Industry overview



## Ambuja Neotia – 1.0 versus 2.0

### Ambuja Neotia 1.0

- | Extensive pipeline across verticals
- | Prudent debt-cum-accrual-driven investments
- | Safety-first business model with a high share of annuity revenues
- | Effective mix of projects for risk mitigation
- | Well-established brand image and recall
- | Popular partner for multiple developers across cities



### Ambuja Neotia 2.0

- | Enhanced investments across all business verticals
- | Reinvestment of accrual surpluses into annuity businesses
- | Long-term revenue visibility
- | To be listed across bourses

# A responsible business



## Charting a course towards ecological sustainability

### Use of green materials



Ambuja Neotia uses AAC blocks for masonry with a low carbon footprint and utilises >25% fly ash waste in PPC cement, contributing to environmental conservation.

### Preservation and replanting of trees



Ambuja Neotia is working towards preserving and replanting trees, ensuring adequate green cover and biodiversity preservation.

### Landscaping for heat island effect reduction



Ambuja Neotia ensures ample green cover on rooftops and ground to mitigate heat build-up.

### Eco-friendly interior materials



Ambuja Neotia utilises recycled materials like calcium silicate/cement fibre board for interiors.

## Charting a course towards ecological sustainability

### Well-planned ventilation



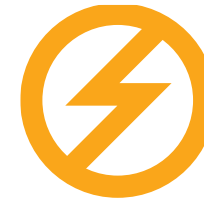
Ambuja Neotia constructs interconnected corridors that facilitate proper air flow, improving indoor air quality.

### Aeration systems for ensuring fresh air circulation



Ambuja Neotia improves the air quality with carbon monoxide sensors and fresh air circulation.

### Variable frequency drives for boosting energy-efficiency



Ambuja Neotia deploys variable frequency drives for optimal energy usage.

### LED lighting with DC bus system for promoting safety



Ambuja Neotia employs LED lighting with a DC bus system, which enhances energy efficiency and fire safety.



## Charting a course towards ecological sustainability

Zero discharge water management for improving recycling



Ambuja Neotia runs a sewage treatment plant (STP) to maximise water conservation and recycling.

Photovoltaic cells for enhancing renewable energy usage



Ambuja Neotia installs photovoltaic cells across projects to reduce reliance on fossil fuel-based electricity.

Aeration systems for ensuring fresh air circulation



Ambuja Neotia optimises water distribution to reduce wastage and ensure targeted irrigation.

Organic waste management for ushering in a greener tomorrow



Ambuja Neotia operates garbage composters to handle organic waste and produce organic fertilisers.

Rainwater harvesting and groundwater recharge for meeting daily needs



Ambuja Neotia has created natural tanks and recharge systems for sustainable water management.

Inspiring change.  
Empowering lives.



### Highlights of Ambuja Neotia's CSR programmes

**238**

Families provided  
with drinking water

**100**

Girl students assisted  
through scholarships

**100**

residents of an  
orphanage offered  
lunch every month

**24**

Youth forums supported  
with sports equipment

**6**

Primary schools  
supported

## Forging enduring bonds with communities by reaching out to...



Malnourished children



Meritorious students



Underprivileged patients



Green volunteers



Orphanages



Unemployed youth



Senior citizen assistance



Specially-abled



Self-help groups (Women)

# Relentlessly striving to achieve great heights

What do we do?	How do we do it?	What do we achieve?
<p>Making a difference to the way people live</p>	<ul style="list-style-type: none"> <li>Focusing on open spaces and integrate nature into design</li> <li>Look at virgin locations both outside and inside the city to create a modern urban ecosystem</li> </ul>	<ul style="list-style-type: none"> <li>Achieved IGBC Platinum rating Green Building for a flagship condominium project</li> <li>Built integrated townships enabling sustainable community growth</li> </ul>
<p>Making a difference to the way people shop</p>	<ul style="list-style-type: none"> <li>Blending traditional elements with contemporary aesthetics to create unique retail experiences</li> </ul>	<ul style="list-style-type: none"> <li>Developed the first-of-its-kind shopping destination with an open bazaar concept and replicated the same across 6 locations</li> </ul>
<p>Making a difference to the way people work</p>	<ul style="list-style-type: none"> <li>Creating workspaces with multiple socialising and unwinding zones amidst nature</li> </ul>	<ul style="list-style-type: none"> <li>Developed a one-of-its-kind nature integrated business park that celebrated the concept of 'work-life' balance</li> </ul>
<p>Making a difference to the way people unwind</p>	<ul style="list-style-type: none"> <li>Emphasising on vernacular architecture at scenic locations with culturally diverse cuisines</li> </ul>	<ul style="list-style-type: none"> <li>Created boutique experiences in offbeat leisure locations like Raichak, Kurseong and Pangthang</li> </ul>

# Relentlessly striving to achieve great heights

## What do we do?

Making a difference to the way people heal

Making a difference to the way people learn

## How do we do it?

- Using state-of-the-art infrastructure in a safe friendly and caring environment
- Train future caregivers as per the highest industry standards

- Imparting knowledge and providing support for an individuals holistic development
- Ensuring industry participation to make education contemporary and experiential
- Using research & development for improvement of productivity and life

## What do we achieve?

- Created a benchmark in mother and child care
- Left a mark as a multispecialty hospital in North Bengal
- Emerged as an outstanding healthcare brand known for its reliable, safe and patient-centric comprehensive healthcare services
- Made a noteworthy contribution in the national academy sector by producing and engaging with new teaching and learning materials and methods
- Helped our students evolve into more able individuals ready to face any challenge in life

# Thank You

AmbujaNeotia



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