Plotted development - BD + Design guidelines:

BD Guidelines

Location: Should meet atleast one of the 2 criteria below:

a. 2nd home for Upper class of the said city:
   i. Location with scenic beauty and/or good weather
   ii. Comfortable access (predictable drive of no more than 2 hours) from the residence of the Upper class
   iii. Pricing of median home (land + (area @ const cost + 20%)) should be such that it is no more than 25% of the primary residence of the buyer.
b. 1st home (upgrade) for people living or working within 45 minutes drive from the location:
   i. Good security and social infra around the site (either created by Lodha or pre-existing)
   ii. Pricing to be such that cost of a median home (land + (area @ const cost + 20%)) is within +20% of the cost of an equivalent bed home in premium development in the area

Development:

a. Exclude any part of the land that is 'not buildable' from definition of gross plot.
b. Assume 60% net to gross plot **efficiency** (unless there are any regulatory restrictions which force the net plot efficiency to be lower, in which case the regulatory restrictions need to be considered).
c. Approx. Plot sizing as follows:
   i. 2nd home: 250 sq. yds, 350 sq. yds, 450 sq. yds, 600 sq. yds., 900 sq. yds.
   ii. 1st home: 250 sq. yds, 350 sq. yds, 450 sq. yds, 600 sq. yds.
d. 'Irregular plots' can have 'surplus land' upto 25% higher than 'regular plot' for smallest plot size i.e. 250 sq. yds., and upto 50% higher than regular plot for other plot sizes. The sale rate (and hence, effective area) of such 'surplus land' to be considered @ 50% for efficiency calculation purposes.
e. Prior to launch, it is necessary to have access road, entrance gate (with surrounding landscape) and show unit (with interiors and landscape). Club and any other large KCAs should be made ready within 18 months of launch. Spend of Sales office to be avoided/minimized.

Economics:

a. Minimum Estimated velocity: 150 cr/annum of sales; with min. GDV of 500 cr.; max. land parcel with sales of 5-6 years.
b. Target PBT of 50% (+20% margin on construction)
c. Infra cost can be taken @ 1 cr/acre of gross plot (2022 terms) assuming flat land. Add cut-fill costs as per site conditions if significant contours. All KCA (eg. Clubhouse, Temple etc.) costs are in addition to this.
d. If land cost is <=75 cr. (2022 terms), we will prefer outright. Beyond 75 cr. (2022 terms), we can do JDA on the incremental land with JDA clearly permitting right to sell (right to mortgage is desirable but not necessary).

Annexure A:

Economics a:

Selling rate psf	3350	4000	5000	6000	7000	10000
Min. Land Area for 500 cr. GDV (Acres)	57.12	47.84	38.27	31.89	27.34	19.13

Economics b: **Per acre economics**

Land & approvals	1.00	11%
Infra	2.50	29%
SG&A	0.88	10%
Margin	4.38	50%
Revenue	8.75	100%
Rev psf required	**3,349**	

Land & approvals	2.00	18%
Infra	2.50	22%
SG&A	1.13	10%
Margin	5.63	50%
Revenue	11.25	100%
Rev psf required	**4,305**	

Location a iii. + Location b ii. + Development c.:

All figures in lakhs; TCO assumes 7.5% govt costs & other charges

Plot cost basis Plot Size sy / Plot Cost psf	**250**	**350**	**450**	**600**	**900**
3350	75	106	136	181	271
4000	90	126	162	216	324
5000	112.5	157.5	202.5	270	405
6000	135	189	243	324	486
7000	157.5	220.5	283.5	378	567
10000	225	315	405	540	810

Const Cost	250	350	450	600	900
Cost psf BUA	3000	3000	4000	4000	4000
Cost + 20% margin	**81**	**113.4**	**194.4**	**259.2**	**388.8**

Total cost basis Plot Size sy / Plot Cost psf	**250**	**350**	**450**	**600**	**900**
3350	162	227	340	454	681
4000	178	249	369	491	737
5000	202	283	412	549	824
6000	226	317	456	608	911
7000	250	350	499	666	998
10000	323	452	630	840	1,260

Red cells are unlikely to be viable options

Design guidelines

MASTER PLAN

1) Master plan to ensure that it has a confined safe/secure boundary.
2) No of entries/Exits to be agreed upon for subdivision or overall layout.
3) USP + Common Amenities
    a. Club house Program and size should depend on number of plots and should be agreed upon at concept stage.
        i. Club should size should be minimum/optimum to reduce the overall infra costs. (For ex- if project land area is 20 acres and agreed size of club is 15000 sqft BUA, the club house alone will contribute to 75-80Lakhs/acre of the overall infra costs)
    b. Indoor badminton court/Multipurpose hall
    c. Tennis courts
    d. Common greens (If this is a standalone development, Common green to be provided). Common greens sizing to be done such that it gets counted in layout RG
    e. Temple (If shared temple is close to this development, Temple to be avoided)

4) Whether the development will be a plotted VS Plotted+ Villas to be agreed by Business.
5) All plots to be oriented in the E-W direction and all plots to be as per Vastu Policy.
6) Size of Plots + Product Mix to be agreed upon by Business.
7) Distribution/Location of plot sizes :
    a. All Large plots (600) to be located at premium locations only
    b. All 450 sqyds to be located at corner.
    c. Other sizes to be distributed as per product mix
8) The depth of plots to be kept constant such that the plot sizes become interchangeable.
    a. Eg 3 no of 200 sqyds plot should = 2 nos of 300 sqy plots

9) Check list for Irregular /Nonstandard plots

a. The 'excess area' in a nonstandard plot cannot exceed 50% of the overall plot area. Non -standard plots in the smallest plot category should be avoided. If at all it cannot be avoided, % of 'excess area' for plots like 200/250 sqyds should not cross 25% of the base area.
b. % of 'excess area' under non-standard plots cannot exceed 20% of the total area for sale. Such 'excess area' to be counted @50% for efficiency calculations.
c. The 'excess area' shall generally be charged at 50% of the rate for the base area.

10) No of Plots in one row
    a. Master plan to abide by the local DCR rules.
    If it's a row housing scheme- Total no of plots in one row –to be a max of 12 and min of 3. The two groups of 12 plots to be separated by 4.5 m green.
11) Space for common utilities to be allocated in non-saleable areas (irregular spaces)
    a. GSR
    b. STP
    c. Electrical substation/DG+CSS
    d. Small space for HFM, landscape store+ garbage collection areas as per policy
12) Roads:
    a. For most of the roads, the width to be 9 m wide.
        i. ~8m (6 m carriage way + 1.8-2.4 m f.path + any additional space as required for tree plantation). If > 8 m required for regulatory reasons, can consider higher space for tree plantation.
        ii. Tree pit location, Signage + electric poles to be planned /coordinated with UG services.
13) Overall Efficiency of the master plan
    a. The % of saleable land area ('net plot') to be a min of 63% of the overall land area ('gross plot'). Net plot will include 'excess area' for non-standard plot' @ 50%.
    b. Roads to be 16-18% (gross plot)
    c. Common greens + amenities is 10-12% of gross plot
    d. Utilities account 3-4 % of gross plot.

14) The master plan should be signed off after working on the following
    a. Overall grading costs + Cutting filling cost.
        i. Thumb rule (in any given grid- the cutting or filling depth not to exceed 500-600 mm).
        ii. In very challenging sites where we have significant pockets/sudden level differences ,master plan to be tweaked to adapt to the overall levels. Terracing strategy in the master plan can work only if addressed at concept stage.
        iii. Retaining walls to be avoided as far as possible.
        iv. In order to mitigate the level differences, it is prudent to accept a certain efficiency drop, rather than incurring very high grading/filling costs.
        v. Hence most prudent on getting the overall land survey before starting work on the master plan

    b. Overall storm water strategy
        i. Sizing of the overall storm water drains depends on the grading. Hence both to be addressed at the concept stage.

UTILITIES

- Any utility to be planned in non -saleable area /location where we cannot get a standard plot.
- Overall occupancy/redundancies to be agreed upon in the DBR while sizing the overall sewerage/water supply networks.
- Overall external catchment area also needs to be agreed upon before finalizing the overall storm water network.
- STP – to be located in the lowest point (or if not feasible, lower level) of the site.
    - STP superstructure to be kept atleast 30 m away from any saleable plot.A green buffer to be planned between the STP + saleable plot such that its not prominent/visible.
    - Ideally a road between the STP plot + saleable plot is very helpful.
- Electrical substation/DG+CSS
    - To be divided equally as per policy, evaluating cable running length costs.
- GSR
    - Avoid ESR (cost becomes a concern, instead GSR+ UGT/OHT in villas is an economical solution)
- HFM office
- Landscape store
- Garbage collection area

COMPOUND WALL

Condition 1: Compound wall between villa + external sites (eg DP road) to be solid/opaque a min of 1.8 m high

    - Account for solid block work + intermittent columns with rather than rubble masonry/ Non-structural concrete.
    - Coping/concertina fence
- Cost of solid compound wall is 18000 Rs/Running mt

Condition 2: In case of internal fencing i.e. between villa plots, from internal road, use of A1 fence + creepers as the divider can be evaluated

Cost of A1 is cheapest 4000 Rs/Running mt)

INFRA COST: Target costing is 1 cr/acre of gross plot + KCAs + any significant cut-fill costs. Overdesign of infra is to be avoided taking into account limited density + limited occupancy (max. 50% for second home locations and 80% for first home locations)

		Approx cost/Acre
1	Formation costs (Grading + Cutting filling)	
2	Compound wall	
2	All UG services	
3	Common infra (GSR+ Electrical)	
3	Roads + pavements	
4	Entrance portals	
5	Park+ Misc. greens	
6	Cost of backyard A1 fence+ fence @ frontyard of every plot	
	(committed in Plot cost)	
7	Club cost	
8	Overall signage	

VILLA PLANS:

1) To be vastu compliant for following
    a. Entry location
    b. Location of kitchen
    c. And Location of master bedroom
2) Plan for adequate heights (min 3.6 m floor to floor; Floor to ceiling as per policy)
3) Internal staircase to be always in clockwise direction
4) Space below staircase to be utilized for powder toilet/store
5) Room sizes to be adequate as per 'room sizing guidelines'
6) All villas to have a separate Staff room + Toilet.
7) Staff room/area to have a different access than the main entry to villa.
8) The main DB +ELV to be close to the BOH area

9) Front yard:
    a. To be a min depth of 5.45 M clear (excluding thickness of the villa compound wall + any architectural thickness/boxing element of the villa wall) to enable parking.
    b. Entrance gate/wicket gate to account for the Villa no.
        i. Villa name plate to be on the door

c. The main electrical junction box which needs external access- needs to be concealed/hidden in the thickness of the compound wall

10) Backyard:
   a. Maximize the lawn space (Lawn space to be atleast 150 mm below the villa level)
   b. Landscape design to be such that it is undivided, simple and usable
   c. One swd/catchbasin point in the backyard depending on size.
   d. Wherever kitchen is opening into the backyard/side open space, a small picket fenced area to be dedicated for clothes stand/etc.