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Meet the "Movers and Shakers" of the construction industry!



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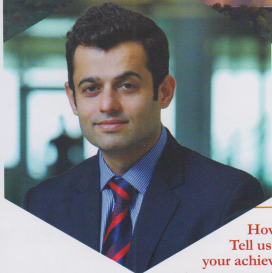
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Event Preview



GODREJ ORIGINS 2 Artistic Image



Mohit Malhotra,
Managing Director
and CEO, Godrej
Properties Limited

Focused leadership making dynamic business development

There are many factors that make Godrej Properties Ltd. stand out as a trustable brand. It involves doing business at a rapid pace, brining accountability in operations and leading with optimism.

How was your journey to create a world class organisation? Tell us about a leadership role that you played and count as your achievement.

I began my career in Hindustan Levers after doing MBA from IIM Calcutta in 2003. Post HLL, I worked with AT Kearney for 2 years. I have been in real estate sector for the last 11 years. Started my real estate journey with Unitech, post which I worked at Redevo, a Dutch private equity fund. I have been with Godrej Properties (GPL) for more than 7 years. Joined as Head of Business Development, worked in different areas and led GPL to a market leadership position in NCR before taking over the larger role of Executive Director and now as the MD & CEO.

I would say the greatest achievement so far has been to make GPL the largest listed real estate company in India. It's something I am extremely proud of. When I joined, GPL was a very small player in the industry and the journey towards market leadership has been a very exciting experience. Today we have created a world class organization which is best placed to leverage the benefits of market consolidation.

Share with us about your market portfolio and how you will expand your company growth in 5 years from now?

We are currently developing residential, commercial and township projects spread across approximately 14.36 million square meters (147 million square feet) in 12 cities in India. We

GODREJ ONE - Actual Image



have identified four key real estate markets in India - Mumbai, Pune, NCR & Bangalore and our focus will be to further enhance our position in these markets and become one of the top three real estate players in these markets.

Discuss the implementation of Goods and Services Tax (GST) on your business and what operational changes you will make due to it?

We consider the recent changes in fiscal and regulatory regime, as a huge opportunity for us to capitalize on our brand and operational strengths. Over the next year, we wish to channelize our strategy and energy towards gaining further market share by strengthening our project pipeline and improving our value proposition for the customers through innovative design and technology driven excellence in operations.

What factors make your company stay ahead of the competition?

There are many factors that make us stand out from our competitors. First of all our differentiated asset-light model has helped us scale up at a rapid pace. We have also de-centralized our operations thereby bringing in more accountability and focus in our portfolio across the regions we operate in. We have a young work force that brings in a lot of dynamism and optimism in the way we go about doing business. And most of all- the legacy of the Godrej group which is known for trust and transparency. ■

GODREJ BKC - Actual Image



Mohit Malhotra,
Profile

Mohit Malhotra has been appointed as Managing Director and CEO of Godrej Properties Limited (GPL) with effect from 1st April 2017. Mohit joined Godrej Properties in 2010 and has been instrumental in the company's growth since then. He first headed business development for the company and has since taken on larger leadership responsibilities that currently include heading GPL's pan-India operations. Mohit was appointed to GPL's Board of Directors as an Executive Director in 2015.

Under his leadership, the company added 41 new projects adding to 61 Mn Sq. ft. During his tenure as Head of North Business, GPL became the market leader in Gurgaon and Godrej Properties became the largest listed player by booking value in the country. As Managing Director and CEO, Mohit will be responsible for further strengthening the growth and development portfolio of the company and making Godrej Properties the market leader in the real estate space.

Throughout his career at GPL, Mohit has pioneered several new business models in the real estate industry, which have been extremely effective in increasing profits while successfully mitigating business risks for the company. With a strong career graph spanning over 13 years, Mohit has worked with some of the best companies in India and has a rich and diversified experience of working across real estate, private equity and consulting domains. Prior to joining Godrej Properties, Mohit was associated with Unilever, A.T. Kearney, Unitech and Redeveco in various strategic roles.

A management graduate from Indian Institute of Management (Kolkata), Mohit strongly believes in continuous learning for self and his team.

Outside Commitments

Mohit is an accomplished speaker and regularly speaks at various business and leadership forums.

Personal

Mohit is very passionate about travelling. He loves exploring new places and has travelled to many countries across the world. Mohit believes that fitness is a way of life and loves to run and work out in his spare time.