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Ramesh Bulchandani, Chairman, KMB Estates

Yash Ved / 12:07, Oct 01, 2013



Ramesh Bulchandani, Chairman, KMB Estates holds an engineering degree from RV College, Bangalore and an MBA in Finance from SP Jain Institute of Management and Research, Mumbai. His continuing higher education initiatives include programmes at IIM (A) and the EIU.Ramesh began his career developing bespoke residential properties in various locations across western India and consequently founded KMB Estates, a new age real estate company, focused on developments that satisfy the experiential desires of the global Indian. Ramesh has been instrumental in steering new

ventures through to successful conclusions as well as being a proactive member of the communities in which he lives and operates.

KMB Estates, part of the KMB Group, is a property and infrastructure development service company with a focus on complex, investment grade projects in South India. The KMB ESTATES company has conceptualized and delivered significant



real estate developments & infrastructure over the past two decades.tHE company strives towards creating solutions with social and environmental contexts through transparent and robust processes to provide an exceptional customer experience. KMB Estates brings a structured approach to developing and delivering real estate projects from land identification to inception design, construction, financing, marketing, final occupation and ongoing asset management.

Replying to Yash Ved of IIFL, Ramesh Bulchandani says "Apart from the organic growth of bulchee stores across India, the company is looking at expanding its retail portfolio with a mix of international brands in the accessory space."

#### Brief us about the overview of KMB Group?

The KMB Group is a diversified group with investments in retail, distribution and realestate. The group began in 1988 as a manufacturing company and soon grew to be one of India's largest watch-strap manufacturers.

### What is your outlook on real estate sector?

Traditionally, Indian Real Estate has been dominated by a number of small regional players with low level of expertise and financial resources. However, with the right offering for the right customer, I believe players today find the current industry state manageable.

It is important to note that the impact uncertain times have on the real estate industry could often be considered as an opportunity for the 'prepared' buyer.

# What is your revenue mix?

About 70% of our revenue comes from residential and 30% revenue comes from commercial side.

### Brief us about your current and upcoming projects?

LaPalazzo outer Koramangala has 92 upscale apartments, 120,000 sft of signature office spaces and 40,000 sft of Lifestyle retail complemented with 17,000 sft of Fine Dining. This short of a million square feet project is underway and construction is on full swing.

In addition KMB is evaluating several JD projects on Sarjapur Road and Kanakpura Road for appropriate homes and mixed use.

# What are your plans in retail side?

Apart from the organic growth of bulchee stores across India, the company is looking at expanding its retail portfolio with a mix of international brands in the accessory space.

## What are your expansion plans for the road ahead?

KMB plans to develop Grade A developments in the mixed use space.



Mutual Fund investments are subject to market risks, read all scheme related documents carefully.



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