



BRIGADE *INSIGHT*

THE QUARTERLY NEWSLETTER OF THE BRIGADE GROUP

VOL. 5 NO. 1

OCT. 2001

Released in the first week of November '01

Festival Greetings

from the
BRIGADE
G R O U P

Best wishes for Dasara, Deepavali and Christmas.

A few thoughts...

The first year of the new millennium, which is coming to a close soon, has been an eventful one—with a shake-out in the software industry; an excellent central budget marred by the Tehelka episode; the bust of dotcoms; economic recession in most parts of the world; terrorism in New York; bombing of Afghanistan; escalating tension with Pakistan—in fact too eventful for comfort. With so much uncertainty all around us, one cannot help feeling uncomfortable. Domsayers and pessimists can have a field day. The situation is certainly not for the weak-hearted.

In such a gloomy scenario, India is one of the few countries having a GDP growth of over 5% p.a. To sustain, grow and to meet the challenges of a borderless economic world, Indian industry deserves more encouragement, by way of rationalization of taxes and duties. As a thrust area, our government has rightly identified the housing and infrastructure segment, which has a high multiplier of 4.7 on the GDP.

With bank interest rates on the downward mode and the stock market continuing to be volatile and very uncertain, real estate as an investment avenue is gaining ground once again.

Let us hope the festival of lights will bring some cheer all round.

Season's Greetings!

J. K. Kulkarni

High praise for Brigade's luxury serviced apartments

A new concept fills a growing need

Built and managed by the Brigade Group, HomeStead Serviced Apartments, off Lavelle Road, are a cross between a superb hotel and an excellent corporate guesthouse. HomeStead provides luxurious accommodation and great services to business travellers and families on holiday, at a reasonable price. HomeStead is perfect for any length of stay, from a few days to a few months!

Each of the 16 luxury suites is self-contained and fully furnished. A suite comprises a living-cum-dining room, 2 air-conditioned bedrooms with attached bathrooms and a fully equipped kitchenette. An in-house pantry and laundry, Internet access, business services, gym and party area are some of the facilities available.

Right from the start, Homestead has received an overwhelming response from both the corporate world and individuals. (See Page 2 for visitors' comments on HomeStead)

home
stead

An evening of high spirits! Grand Inauguration of Brigade Residency

On July 14, nearly 800 people—project associates, apartment owners and the entire staff of the Brigade Group—gathered together to celebrate the inauguration of the Komarla Brigade Residency project. The inauguration began with a small ceremony in which mementos, honouring the contractors and associates involved with the project, were distributed. This was followed by an evening of congratulations, conversation and a superb dining experience.

The only cloud over the evening was a natural one: heavy rain! The lovely expanse of park and playground could not be enjoyed as was intended. Though the venue had to be hastily shifted to a sheltered gazebo area, spirits were undampened. A magnificent fireworks display was much enjoyed by all. Another bright spot was the beautiful lighting of the massive buildings. (More about Komarla Brigade Residency on the back page)



Visit our website
www.brigadegroup.com

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EDITOR'S NOTE

It's been a while, but *Brigade Insight* is once more in your hands. And it gives us a great deal of pleasure to be able to place it there.

Why was there such a long gap? Didn't we have events and developments to report? Of course we did. We have no excuses to offer, but we do have an explanation. The main reason for the lapse on our part was the reorganization of our corporate communications team. Given the pressures and pulls of our mainstream area of operations, *Brigade Insight* unfortunately had to take second place.

If at all there was anything positive about this period of silence, it is the fact that *Insight* was much missed. We received letters asking about the journal's non-appearance. We even had readers demanding to know why their names were removed from the mailing list!

We are now set to bring out our journal with the unerring regularity we displayed prior to this gap. Our aim is to ensure that *Brigade Insight* will continue to live up to its original reputation. We owe this much both to ourselves and to you.

Enjoy the reading.



homestead
serviced apartments

Visitors' Comments

We had a wonderful time staying here. Will definitely recommend it to our friends.

—Mr Muthu Kumar,
Tech Evangelist, INTEL

Keep it up.

—Mr P. K. Ganguli, Business Manager,
Acme Marketing Services, Calcutta

It's a nice place and service is good beyond our expectations. Important thing is, people who served us are frank and friendly.

—Mr Ramdhan Singh, Software Engineer,
MindTree Consulting, Bangalore

Excellent staffing and management. Very genuine, no gimmicks at all.

—Mr Haque Assadi, Assadi & Co, Mangalore

We had a very pleasant stay here.

—Mr R. T. Raja, First Secretary,
Indian Foreign Service, New Delhi

Inside Brigade

■ We're happy to announce that **Prasad Vijayapuram** has joined us as General Manager, Marketing. Prasad is an engineer by qualification. He comes to us with rich and varied marketing experience in leading MNCs. A warm welcome from all of us Prasad!

■ **Nirupa Shankar**, youngest daughter of M.R. Jaishankar, has joined the University of Virginia, Charlottesville (USA) for undergraduate studies. (Nirupa's elder sister, Pavitra, has been a student at the same university since 1999.) We wish Nirupa every success.

■ Four Brigadiers moved into their new homes recently. Congratulations to **Narahari** (GM, Admin & Finance), **Priya Mallya** (Manager, Accts), **Basavaraj** (Manager, Quantity Survey) and **Suresh Babu** (Manager, Purchase). Here's to many long and happy years in your new homes.

■ We extend our heartiest congratulations to three Brigadiers who celebrated their marriages recently: **D.R. Ramesh** (Site Engineer) to Nagarathna on 12 Feb; **Geetha B.P.** (Secretary) to Arun on 6 April and **Dhruva Bhat** (Project Engineer) to Geetha on 3 June. We wish all of you the very best, now and always.

■ Good wishes are also due to **Shashi Kiran** (Engineer) and his wife Sheela, who became the proud parents of a baby boy on 27 August. Congratulations. The best moments of your life are ahead of you.



M.R. Jaishankar (centre), Chief Guest, addresses the gathering at the ELGI Window Systems customers' meet at Hotel Taj Residency on 1 August. The function followed the inauguration of their factory by Jaishankar.

Brigade offices expanding

With many new projects and increasing business, Brigade decided to expand its offices. The 9th floor of Brigade Towers has now been taken to house our Admin, Accounts and Engineering Depts.

Our Marketing Dept will be located in the east wing of the penthouse, which is presently being renovated and refurbished. Till it is ready, they will operate out of the ninth floor.

Our associates, Tandem Property Management Services will occupy the mezzanine below the 9th floor.

Picnic time again!

As always, the much awaited annual Brigade Group picnic was a delightful getaway. Sept 1st saw Brigadiers departing in two buses and high spirits for a day of enjoyment at Talakad. The soul of the picnic was none other than Prasad Vijayapuram, the newest member of the Brigade family.

Jaishankar inaugurates Birla Home Finance Branch



M.R. Jaishankar, Chief Guest on the occasion, lights the ceremonial lamp.

The Bangalore branch of Birla Home Finance Ltd, headquartered in Delhi, was inaugurated earlier this year by M.R. Jaishankar. Its purpose is to cater to the city's retail home finance markets. BHFL plans to take its products to Hubli, Mysore and Hosur shortly. Satellite kiosks will be opened to facilitate customer access.

—Deccan Herald, Bangalore, 25 Jan

It's like living in your own luxurious **home**, instead of staying in a hotel.

✿ Luxury and prestige of a fine hotel.

✿ Privacy and conveniences of a beautiful apartment.

✿ Economy and exclusiveness of a corporate guesthouse.

homestead
serviced apartments
off lavelle road



For reservations contact: ph: 222 0966 - 968, Paul: 98450 79910, Naveen: 98452 11458 telefax: 222 0968.
HomeStead Serviced Apartments, 12/12, 7th Cross, Lavelle Road, Bangalore-560 001
email: homestead1@vsnl.net website: www.brigadegroup.com/homestead

Welcome to Brigade Group

SOUTH INDIA'S FIRST ISO 9001 PROPERTY DEVELOPER

Browse on for a wealth of information concerning Brigade properties, their locations, floor plans, specs, availability, payment terms, home loans and much more. You will find our website quick and easy to navigate. So you can quickly locate the Brigade property that suits you best.

| | | |
|-------------------------|---------------------------------------|-------------------------|
| About Brigade | BRIGADE TOWERS BANASHANKARI, BANG. | Property Mgmt Services |
| Apartments in Bangalore | | Homestead Serviced Apts |
| Apartments in Mysore | | Software Facilities |
| Rental/Lease/Resale | | Offices & Showrooms |

Updated on 19 Oct 2001

The excitement, change and growth seen in our offices are reflected in our website, which is also in the process of acquiring a new look. It's now more informative than ever and delightfully easy to navigate. Visit www.brigadegroup.com and see for yourself.

GE Global Technology moves to Brigade Chambers

Brigade Chambers, a 30,000-sft software facility at Basavanagudi is now the home of GE Global Technology Solutions, a division of GE Power Controls. This facility, located on Gandhi Bazaar Road, has a basement and ground plus three floors, and is designed as an advanced software facility.

John Crane comes to Brigade Plaza

John Crane Engineering and Design Centre moved into Brigade Plaza this August. Its design centre now occupies the entire fifth floor of Brigade Plaza, an area of 9,360 sft. The company is a wholly owned subsidiary of John Crane of the Smiths Group, UK, world leaders in the designing and manufacturing of mechanical seals. We are delighted to welcome them to Brigade Plaza and wish them every success in the future.

Tata Coffee chooses Brigade Point



M.R. Jaishankar (right) with Mr R.K. Krishna Kumar, Chairman, Tata Tea and the Taj Group, at the inauguration of Brigade Point

Tata Coffee's new office premises at Brigade Point were inaugurated by R.K. Krishna Kumar, Chairman of Tata Tea and the Taj Group, on 9th June. Their new offices cover about 24,500 sft of space, extending over basement, ground and 3 upper floors. We are proud to be associated with Tata Coffee and look forward to a long and mutually beneficial relationship.

Brigade Orchid: Completed

Orchid 1, Brigade's luxury residential apartments project on Brunton Road, has been completed. All 6 apartments in the project have been booked. Brigade Orchid 2 is under construction and will be completed by March 2002. Just one apartment is available in Brigade Orchid 2.

Brigade Mansion: Completed

Construction of Brigade Mansion, our luxury residential apartments project at Govindappa Road, Basavanagudi, has been completed. Just one apartment is available.

Brigade Vista: Fully Booked and Occupied

Komarla Brigade Vista, our budget apartments project at Banashankari, is

fully booked. The project was inaugurated on 14 July and families have already moved in.

Brigade Classic: Fully Booked

All 35 apartments at Brigade Classic, Basavanagudi have been booked. The project offers 2-, 3- and 4-bedroom luxury apartments. Construction of the project will be completed by March 2002.

Brigade Plaza: Completed

The construction of Brigade Plaza, with one lakh sft of office space, luxury showrooms, software facilities and exhibition space has been completed. A number of occupants have already started their operations at Brigade Plaza. Just a few office units (on rent and ownership) are still available.

MindTree moves into Brigade Software Park — Block A

Block A of Brigade Software Park, leased by MindTree Consulting, was inaugurated by Bernard Alter, Hon. Consul General of the USA, earlier this year. The late Dewang Mehta, then President of NASSCOM, delivered the keynote address.

Located in Banashankari, MindTree House III (as those at MindTree refer to it) extends over 55,000 sft over ground and 6 floors. We extend a warm welcome to MindTree and wish them many good years at their new address.

Block B of Brigade Software Park, offering 1,63,000 sft of space, has also recently been completed.



Late Mr Dewang Mehta (in the gray suit) signing the mural done by the MindTree staff, at Brigade Software Park.

Optical Fibre Connectivity for Brigade Plaza

Brigade Plaza now gets high-bandwidth optical fibre connectivity. Software organizations, call centres, cyber cafes, computer education centres and modern offices will now find Brigade Plaza the location of choice.

Now ready for your business.

Several floors already occupied. Just a few units available.
1,000 sft to 21,000 sft.



BRIGADE
PLAZA
Ananda Rao Circle

Parking for 130 cars with very easy entry-exit and easy approach from both cantonment and city areas.

Also: Air-conditioning • 100% power back-up • Optical fibre connectivity
• Double-glazing • 2 escalators • 6 elevators • Roof-top party area
• Landscaping • Gym

Showrooms • Software Facility/Offices • Restaurants • Exhibition Space

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Aftermath of 11th Sept How has it benefited the Bangalore real estate sector?

Michael D. Holland, MD, Jones Lang LaSalle (JLL) says security concerns are the biggest cause of slowdown in overseas business, which has influenced decision making in a major way.

This could, believes Holland, cause MNCs to invest in new, suburban developments that seem safer than traditional, congested, high-risk locations. Metros in the south will benefit, chief of them being Bangalore. It offers a westernized environment, unaffected by social unrest; is geographically removed from potential conflicts and is assured of good security as it houses many of India's military research establishments and high-profile global IT firms.

—Economic Times, 19 Sept

Increasing real estate investments from abroad

The demand-supply gap for residential property is likely to narrow post-11th Sept. The terrorist attacks and their aftermath have left many NRIs feeling insecure and contemplating the option of a second home in India. Their insecurity stems from the fact they fear being the targets of prejudice and racial attacks from Americans who wrongly confuse them with the perpetrators of the attacks. The economic downturn in America also fuels their desire to buy property in India, which is seen as a safe investment.

In addition, the one million strong NRI and business community and many US-based companies are expected to shift their technological and manpower intensive back-end operations to the Third World, in order to minimize costs and overheads. India, with the advantages of having a cost-effective workforce and being computer- and English-friendly, will be a major beneficiary of this situation.

—Economic Times, 21 Sept

A CHECKLIST

for every property buyer



- Check the title of the property and authenticate its ownership.
- Check that the municipal authority cleared the building plans and issued a IOD-CC (Intimation of Disapproval and Commencement Certificate).
- Check that financial institutions have approved the project for home loans. Also check whether other prospective buyers in the building have actually been granted loans.
- Check that the agreement to sell is not one-sided and is properly registered.

—Economic Times, Bangalore, 10 Aug

To rent or buy?

With more flexible, customized home loan packages, lower interest rates and rising rents, buying a home could be a wiser investment than renting one. But much depends on circumstances: where you buy, the rent you pay, cost of loan, increases in rent and a host of other factors. The scenario below studies one possible outcome.

Renting: Imagine you are living in rented accommodation for 15 years, paying a rent of Rs 10,000 a month, which increases by 10% every year. The total rent outgo comes to Rs 38,12,698. The initial and differential investments would be worth Rs 25,06,349 and Rs 9,38,422 respectively. The money you would have spent on account of this would be Rs 34,44,770.

Owning: Compare that to a 15-year housing loan of Rs 21,25,000 towards purchase of a house/apartment that costs Rs 25 lakhs at an interest rate of 12.5%, annual reducing. Since housing finance companies cover up to 85% of the property cost, your outgo is only 15% or Rs 6,00,000. In addition you benefit from a tax saving at 30.6% at the highest slab level.

Value of investment: Now let's take a look at the value of the money you have invested after 15 years.

If you had lived on rent and invested the Rs 6,00,000 at 10% return per year, it would be worth Rs 25,06,349 in 15 years. And if the difference between the loan repayment and rent had also been invested, the value of this saving would be Rs 9,38,422 after 15 years.

The expenses involved in owning a house or apartment are maintenance. But to offset that, the value of the property appreciates (over 15 years, appreciation is calculated at 5%). That brings the value to Rs 51,97,320 at the end of the period. Expenditure on maintenance, insurance and property tax would total Rs 3,74,500 and loan repayment Rs 48,05,595. Tax rebate would amount to Rs 6,60,113. Your total outgo would come to Rs 45,19,981. The property would be valued at Rs 51,97,320.

In these circumstances, you would have saved Rs 17,52,550 by buying rather than renting. And then, you have the lasting value of a home for future generations.

—Financial Times, Bangalore, 11 Oct

Treat housing like infrastructure development

Kumar Gera, President of the Confederation of Real Estate Developers' Association of India (CREDAI), stated that one of the major reforms needed to spur growth in the Housing Sector is to treat housing and real estate development at par with infrastructure development. Interest paid by home buyers should also be treated as an allowable expenditure in computing income, he added.

—Economic Times, Mumbai, 28 Jan

An energy saving tile!

From the Buckminster Fuller Institute in the USA comes news of solar roofing tiles that generate integrated energy. These tiles could solve the problem of leaking, cut power bills and help combat air pollution. A solar tile is a photovoltaic (PV) module and a connection box, laminated together and glued to the surface of a unit of roofing material, such as a slate made of lightweight concrete. It measures about 12 x 16 inches and weighs about nine and a half pounds.

For further details, go to: http://enn.com/news/enn-stories/2001/08/08272001/tiles_44756.asp

These might very well be the best apartments available in Mysore today.



**BRIGADE
REGAL**
3RD MAIN, ONTIKOPPAL

Whether you are a resident of Mysore, or are relocating to this gentle city to enjoy a better quality of life, you couldn't make a better choice than living at Brigade Regal, Ontikoppal.

Ontikoppal is arguably the best residential area in the city. Schools, colleges, hospitals, banks, post offices, markets and parks are all to be found in its close vicinity.

Round-the-clock security (with professional guards, and an intercom connection to each apartment to announce visitors) is just one of the many features that assure you lasting comfort and peace of mind.

Call Suchendra at the office (0821-511239) or at the site (0821-516807). Or email him at: bdplmvs@sancharnet.in

Website: www.brigadegroup.com

**Ready for occupation soon.
Just a few apartments available.**

Architectural and construction management software released

AEC Infotech Pvt. Ltd, has developed and released two software products: Camp PL and Camp CL. These applications are meant to serve architecture, engineering and building industries.

Camp PL, (Professional Light), is meant for the use of architects and consultants. Camp CL, (Contractors Light), is for the use of contractors.

These two software products facilitate construction management, including calculation of bill of quantities, tender values, bidding and monitoring of engineering projects.

For details you could contact Mr Sridhar of AEC Infotech Pvt. Ltd, on 344 3516.

The Value of Time

To realize the value of **One Year**,
Ask a student who failed his or her exams.

To realize the value of **One Month**,
Ask a mother who gave birth to a premature baby.

To realize the value of **One Week**,
Ask the editor of a weekly magazine.

To realize the value of **One Day**,
Ask a daily wage labor who has six kids to feed.

To realize the value of **One Minute**,
Ask the person who missed his train.

To realize the value of **One Second**,
Ask the person who survived an accident.

To realize the value of **One Millisecond**,
Ask the person who missed the Gold but won the Silver Medal in the Olympics.

—From *The Midtowner*,
the newsletter of Rotary Bangalore Midtown

Meet our new associates: Tandem Property Management Services

The Brigade Group is happy to announce our associateship with Tandem Property Management Services Pvt Ltd, a one-stop Property Management Services Provider. In the one year since its inception, Tandem's services have extended to a range of areas, including: software industries, commercial buildings, serviced apartments, residential buildings, bungalows and guest houses. Today they manage nearly one million sft of real estate in Bangalore. They provide engineering (electrical, plumbing, air-conditioning, carpentry), housekeeping, security, janitorial, catering, pest control, landscaping and personal (paying of bills, travel arrangements) services. We look forward to a long and happy association with them.

The Sarala Khata Scheme Making it easier to get a khata

The Sarala Khata Scheme (SKS) has been introduced by the Bangalore Mahanagara Palike, with inputs from the Bangalore Agenda Task Force, to make the process of applying for a khata simpler and more user-friendly. It clearly outlines the procedures involved, the documents required and the people who can be contacted if you are in need of further assistance. Provided all documentation is complete and taxes have been paid, the khata will be issued within a specified time period. Depending upon the service being applied for, this time period would range from 15 to 30 days.

The scheme will also give citizens the option of applying for a khata along with the payment of property tax. Till now, application for registration of a khata and payment of property tax were two separate operations. Wardwise camps will be held around the city to disseminate information on the Sarala Khata Scheme.

Getting the most out of a personal loan

Here are a few useful points to consider when applying for a personal loan.

- **Upfront fees=more expensive loan:** These are normally fees charged for processing and administration.
- **A longer tenure=more interest:** So your EMI paying capacity should be the basis for deciding loan tenure. And if you decide to repay some part of your loan, ask for a reduction in loan tenure. Also, when you pre-pay some part of your loan, the lender gives you the option of reduction of EMI or reduction in tenure. Go for the latter, longer tenures mean more interest.
- **Fixed interest rates are not always fixed:** Especially in the case of banks. Their interest rate is a percentage point (called the spread) over the Prime Lending Rate (PLR). Since the PLR can't be fixed, neither can your interest. However, Fixed Interest Rate schemes are available in the market.
- **Monthly Reducing Balance or Annual Reducing Balance?** In MRB, principal repayments are credited at the end of every month and interest is calculated on the outstanding principal at the end of every month. In ARB, interest is calculated on an annual basis on the outstanding at the beginning of the year. MRB is better as it accounts for your principal repayments sooner. So you pay interest on the amount for a shorter period of time.
- **Keep your documents ready:** It takes 3-7 days for loan disbursement. Your bank will normally take a day or two to prepare your post-dated cheques.
- **Don't over-borrow:** You will wind up paying a higher interest rate.
- **Try the bank you deal with first :** If you hold an account/credit card with a bank that offers personal loans, approach them first. Banks usually offer lower rates to existing or old customers. Also, interest rate discounts are often offered during festival seasons.
- **Pay installments on schedule:** This improves your credit relationship and will help you benefit from a lower cost loan in the future. Ask for and check the interest computation sheet or loan statement at the end of the year.
- **Get it in writing:** Lenders are not legally bound to use a standard format and disclose their interest charges and fees. Ask for all charges hidden and obvious to be given in writing, with a statement that there are no other charges.

—etinvest.com, published in
Financial Times, Bangalore, 7 May

State-of-the-art Software Facilities and Corporate Offices. In great buildings. In choice locations.

With Customized Features and Facilities:

- Central air-conditioning
- Ample power with 100% back-up
- State-of-the-art communication links
- Double glazing for sound-proofing and reducing a/c power consumption
- Landscaped multi-purpose terrace gardens

BRIGADE
PLAZA

Ananda Rao Circle

Up to 21,000 sft
Ready for occupation

BRIGADE
Tech Park

Whitefield, Bangalore

Up to 1,53,000 sft

BRIGADE
Terraces

Cambridge Road, Ulsoor, Bangalore

Up to 35,500 sft
Ready for interiors

Also, Brigade's new projects
soon to be launched at:

Koramangala, 40,000 sft and
Lavelle Road, 70,000 sft

Digihomes do the thinking for you

The home of the future seems to have arrived.

It's called a digihome or digital home and its purpose is to make your life easy beyond all imagination. Your coffee will start boiling at dawn; your curtains close at dusk; air conditioners, lights and water heaters will switch on and off just as you want them too; you can see what's going on in every room of your house when you're miles away.... In short, you control just about everything with a little help from technology. And if you know how to shop right, and smart, transforming your home into a digihome can be cheaper than you think. Starter kits are available for under Rs 2,500 at www.homedirector.com. Agrani Convergence Ltd (ACL) set up its first technology superstore at Bangalore a few months ago. It's all getting easier, and less expensive.

Is it as uncomplicated as the technology evangelists would have you believe? Of course not. There are problems: two obvious ones are the lack of common protocols and standards between net enabled cellphones and PCs, and present bandwidth limitations. But all problems in technology seem to exist just to be solved. It's a matter of time.

The real question might be whether you'll miss doing things yourself!

Home Loan Dictionary

Installment to Income Ratio (IIR): The ratio of the monthly installment of the loan to income. It decides the loan amount.

Fixed Obligation to Income Ratio (FOIR): The ratio of the total monthly repayment liabilities (monthly installment liabilities of other loans plus monthly installment liability towards the home loan finance company) to the income of the borrower.

Flexible Loan Installment Payment (FLIP): FLIP is a calculation used when two or more different sources of income have different time limits.

Loan to Cost Ratio (LCR): The ratio of the loan amount to the official cost of the property. This ratio should not exceed 85%.

Loan to Value (LTV): The ratio of the total loan amount to the total value of the property. The value of the property is market-determined and not related to the cost on the sale agreement.

—Financial Times, Bangalore, 28 May

Brigade Insight
for your friends?
Write to us.

Change in your
mailing address?
Do let us know.

Get a surprise gift
for an interesting
comment or
suggestion!
Write to us today!

Introduce a client to
Brigade group.
An attractive gift awaits you!

HOUSING LOAN SCHEMES

Approx EMI range (Rs) for a loan of Rs 1,00,000

| Interest rates | Repayment period in years | | | |
|----------------|---------------------------|------|------|------|
| | 5 | 10 | 15 | 20 |
| 10.50% | 2227 | - | - | - |
| 10.75% | 2241 | - | - | - |
| 11.25% | - | 1430 | - | - |
| 11.50% | - | - | 1192 | - |
| 11.75% | - | 1460 | 1207 | 1098 |
| 12.00% | - | 1475 | - | 1116 |
| 12.25% | - | 1490 | 1240 | - |
| 12.50% | - | - | 1256 | 1151 |

As on 28 October 2001

• EMI's are calculated on a reducing balance.
• The loans can be availed up to a maximum of 85% of the cost of the property, depending upon the housing finance institution • Processing and administrative charges extra • Loan amount limit depends on the income of the applicant • Security of the loan is the first mortgage of the property to be financed • Some institutions may require a local guarantor • Repayment period ranges from 15 to 30 years or on superannuation or on completing 65 years of age • Loans can be availed from leading financial institutions like LICHL, HDFC, Canfin Homes, Citibank, ANZ Grindlays, Vysya Bank, SBI, Corpbank and ICICI • Interest rates and EMIs are subject to change without notice, so check with the financial institutions for prevailing interest rates.

Who's responsible for your home loan?

If something happens to you, your family is responsible for paying back the loan, even if they are not in a position to do so—unless you have made arrangements for a life insurance policy as collateral against your housing loan. Many housing finance companies insist on this. Some even charge 50 basis points less interest if a policy is provided.

Even if your lender doesn't require you to assign a life insurance policy, it makes future sense for you to do so. The LIC has even introduced a policy—Jeevan Griha—especially designed for this purpose.

—Financial Times, Bangalore, 7 May

Standard deductions update

Standard deductions raised for salaried employees: Employees with a salary up to Rs 1.5 lakh will be entitled to a standard deduction of a third of their gross salary or Rs 30,000, whichever is less. At Rs 1.5 to 3 lakhs the deduction is Rs 25,000, and at Rs 3.5 lakh it is Rs 20,000. The effective increase in standard deduction for employees drawing Rs 1 to 3 lakhs works out to Rs 5,000 per annum, and for those in the salary range of Rs 1 to 1.5 lakhs, it is Rs 10,000.

Income from transfer of units becomes taxable: Exemption under Section 10(33) will not apply to any income (capital gains) arising from the transfer of units of UTI or of a mutual fund, as the case may be.

Threshold limit for TDS on interest raised to Rs 5000: The Finance Minister has increased the threshold limit for TDS on interest, including interest on bank deposits, to Rs 5,000 with effect from 1 June.

—Financial Times, Bangalore, 21 May

Four New Projects on Pre-launch Offer !

BRIGADE LEGACY

Stephen's Rd, Fraser Town
3-bedroom, Ground + 3 Floors
12 Luxury Apartments, 2135 to 2485 sft
Occupation by mid-2003

BRIGADE TRANQUIL

Yadavagiri, Mysore
2- & 3-bedroom, 1100 to 1600 sft
Occupation by mid-2003

BRIGADE JACARANDA

Off 100 ft Rd, Indiranagar
(near New Horizon School)
3-bedroom, Ground + 2 Floors
12 Luxury Apartments, 1700 to 2500 sft
Occupation by mid-2003

BRIGADE HERITAGE

Davis Rd-Cookson Rd Junction
3- and 4-bedroom
16 luxury apartments
Occupation by mid-2003

Book now and gain from our attractive pre-launch offer !

Spreading the message of eco-friendliness

M.R. Jaishankar, Managing Director, Brigade Group was interviewed in *The Times of India* column, *Straight Answers*, on 29 August. The subject covered was one which is of increasing importance and relevance today: ecological friendliness. And he was well qualified to speak on the subject since Komarla Brigade Residency is Bangalore's first eco-friendly building. Here is a short excerpt from the interview.

Q What are the eco-friendly features incorporated in your building at Banashankari?

A We've incorporated several features to make for eco-friendly and sustainable living. They include a sewage treatment plant, rain water harvesting, and planting of trees. We propose to set up a composting pit in the near future.

We are encouraging our residents to segregate waste by providing different bags for organic and inorganic waste. We are taking the advice of the University of Agricultural Sciences for waste management.

Bringing people together, improving community life

When we designed Komarla Brigade Residency, our idea was to create and develop a living space that was rich with a sense of community. We are very happy to say that the residents of Brigade Residency have taken this idea further than we had ever imagined by starting the *Brigade Residency Newsletter*, the inaugural issue of which was released last month.

It is noteworthy that the residents themselves took the initiative of putting the newsletter together. A lot of thinking and hard work has gone into its creation. The *Brigade Residency Newsletter* is jointly edited by residents Aarti and Nitya. We have no doubt it will knit the Residency family closer and closer together as time goes on.

Its spirit is summed up best in this excerpt from an editorial by Lalit Kumar Pahwa, a resident of Brigade Residency:

"Many apartment complexes in India's metro cities, including Bangalore, have had the misfortune of becoming a conglomeration of pigeon holes, where people live like pigeons, leaving their homes in the morning and return in the evening to rest. Neighbours, other residents in their apartment complex are strangers and remain so for years.

"Brigade Residency will be different. It will be a conglomeration of homes not just houses, where there are no strangers—only friends... Let's put our heads, hearts and shoulders together to make this happen.

"The builders Brigade, led by their visionary and committed Managing Director Mr M.R. Jaishankar, are wholeheartedly with us in our endeavour to create a role model of community living in Komarla Brigade Residency."

Quite apart from the newsletter, residents have taken many initiatives to 'make strangers become friends' and improve community life. The very motivated and enthusiastic G-8 (Group of 8) meets with other residents, Tandem Property Management Services and Brigade executives every Tuesday to discuss issues and find solutions.

Better homes and gardens. Better life too!



Brigade Residency makes a wonderful home. With a swimming pool, 12,000 sft clubhouse, barbecue pit, jogging track, a/c meeting hall, business centre, gym, 6 large party areas, creche, playgrounds that sprawl over 30,000 sft, a tree grove...

With 80% open space, Brigade Residency offers an abundance of nature, sunlight and fresh air. And you can take for granted 24-hour power, water and security.

Block B is ready: many families have already moved in. A few apartments are still available in Block A, which is nearing completion.



Book a Brigade Residency apartment before 31 December 2001.
Avail our Special Festival Rates and a chance to win a Fiat Palio.*

For more information, call us at our site office (666 1491 / 666 5022), or our corporate office (227 7017-20) or visit our website (www.brigadegroup.com)

* Conditions apply

Factual information contained in this newsletter is subject to reconfirmation where required and relevant.
1 sft = 0.092900 sq mts



FROM THE EDITORS...
It gives us immense pleasure to release this inaugural issue of our community newsletter. As Daniel Daveport put it, "The greatest problem in communication is the illusion that it has been accomplished." We did not want to fall prey to this conventional folly and so the birth of this newsletter. The hope is that this newsletter will help people interact and find out more about each other. A lot of hard work and planning has gone into putting this newsletter together and now the first issue is out. All of us have to ensure that through our combined efforts a SURVIVES AARTI (P0007) NITYA (P0012)
"A stranger is a friend whom we have not yet met." Whenever said that must be a great ideal indeed. Wise words indeed.
It is indeed a privilege and a great pleasure to be writing something for the inaugural issue of Brigade's newsletter, which is poised to become a harbinger of the communications between 'friends' and lay the foundation for community living in Komarla Brigade Residency.
Komarla Brigade Residency? Yeah, this is the new home to all of us who have put in a big chunk of our lifetime savings, learned lessons and waited patiently to see the project come up. It is and more are planning to do so in the coming weeks and months. The day is not far off when KBR will be full to its capacity and become a world of its own - warm and friendly with men and women of all ages and backgrounds. The acts and actions of the children will only add thrill and pleasure to our KBR universe. KBR will become a melting pot of cultures, creed and traditions.
Many apartment complexes in India's metro cities, including Bangalore have had the misfortune of becoming a conglomeration of pigeon holes, where people live like pigeons, leaving their homes in the morning and return in the evening to rest. Neighbours, other residents in their apartment complex are strangers and remain so for years. KBR will be different. It will be a conglomeration of homes not just houses, where there are no strangers—only friends... Let's put our heads, hearts and shoulders together to make this happen.
"The builders Brigade, led by their visionary and committed Managing Director Mr M.R. Jaishankar, are wholeheartedly with us in our endeavour to create a role model of community living in KBR."

THE STORY OF BANGALORE SNIPPETS

This little snippet is not a story about superstition or an episode in a king's life. Rather, it is a visit back in time and then a return to modern day Bangalore...



Lakshamma's shrine
(16th century).
Koramangala 8th Block

Kempegowda I (1513-1569), the founder of Bangalore, began building a mud fort in 1537. But for reasons no one could understand, its construction was beset with difficulties. The fort would just not hold up. Kempegowda finally consulted

royal astrologers for a solution to the mysterious problem. After a careful study of the holy books and *panchaangas*, they advised that a human sacrifice be made to propitiate the supernatural forces that were coming in the way. But who could they sacrifice?

Kempegowda's daughter-in-law, Lakshamma, valiantly offered herself as the object of sacrifice. Her family was horrified and refused to allow it. But she was determined, and without their knowledge, became the human sacrifice the priests had advised. Construction of the fort now progressed unimpeded by the slightest difficulty.

A grief stricken Kempegowda built a shrine in honour of the courage and commitment of the noble Lakshamma. The shrine stands to this day, at 8th Block, Koramanagala, near the Indoor Stadium.