



For continuous updates on construction activity

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# A LETTER TO OUR FAITHFUL CUSTOMERS

#### Dear Customer,

Wish you all warm greetings from Aliens Group for your unwavering support through our journey towards building an holistic and inspiring community for all.

With this first newsletter of the year, we're focused to bring you an update about our construction progress, current market trend in the aftermath of GST overhaul, various activities happening in and around Space Station Township.

A successful start to an activity sets a positive note for rest of the journey. This joyous year has already set a pulsing beat to our activities where off we're observing continued progress in our construction activities. Strong strategic planning for the forthcoming days has opened new avenues for continued flow of investment for our activities and to keep up the pace for achieving the milestones that we've set for this year.

Steering our course ahead we've stressed on bringing talented young generations into our teams to bring a renewed enthusiasm into the vision that we've courageously dared to dream. We've started two new verticals in our organization, Channel Partnership team and Finishing team team who are dedicated into bringing new investors to our organization for an uninterrupted stream of work. Our massive and talented corporate teams comprising of 330+ employees have been taking the lead in keeping the construction momentum with our 800+ able engineers and skilled workers who are working dedicatedly to achieve the milestones.

All these positive activities have an equivalent effect into construction activities. It brings us great joy in sharing that Station 11 & 12 are now structurally complete and flat finishing activities have started. Also, Station, 7 & 8 have picked up pace where 12th floor, 5th floor and 1st Floor concrete work is underway, respectively.

In addition to the above construction milestones, we're delighted to update you that 2nd & 3rd floor flats in the much awaited Station 6 are ready to be handed over in this month March 2020 and remaining flat handovers are to follow suit in the subsequent months. Floors 7, 8,9 & 10 are already in flat finishing phase where off wall fabrication and electrical works have been completed and currently plumbing activities are undergoing for these levels.



A renewed planning has brought in lots of new activities in Space Station Township. Work is in an advanced stage to come up with a dedicated design centre for our customers to plan their new abode exercising the hands on experience of our enthusiastic interior design team along with the advice of some of the renowned international architects and firms.

As per our latest realignment to focus on customer experience and to provide a transparent and clear update regarding our progress and activities we've improvised many of our internal operational activities and some of them are already in the pipeline to be implemented soon for better efficiency.

In line with our customer centric approach, we have a number of banks on-board with us such as UCO, BOI, Central Bank of India, Andhra Bank, Corporation Bank, Federal Bank which are closely working with us to aid our customers through thick and thin for home loans and various documentations.

For any further queries and updates regarding your flat progress you can reach out to our CRM team at customercare@aliensgroup.in



## SPACE STATION

66 We are working with our architecture consultant to finalise the elevation, facade, features, colour and texture. ??





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# THE EVER CHANGING CHANGING CHANGING CHANGING CHANGING CITY OF NAWABS

Hyderabad has always been an important capital city, as part of the many changing empires through the course of its history, also as part of Republic of India since its independence.



The princely state of Hyderabad has come a long way through the course of its history, from changing political situations to changing economical and trading scenarios. The earlier trading city which majorly dealt with pearl trading was famously called as "City of Pearls" and was the only diamond trading center in the world.

The historic city of Nawab's which earlier evoked thoughts of areas in and around Marredpally, Trimulgherry, the old Hyderabad with Charminar as its crowning jewel, Tank bund etc, encompassing the southern regions of the city, with its name has been continuing to expand at a rapid pace since decades, brought in mostly with the boost in the Indian IT sector.

The city which was earlier involved in trading as its core sector for revenue encompassing the areas in and around old city is now the prime IT hub of the country. Hyderabad's central location and industrialization throughout the 20th century attracted major Indian research, manufacturing, educational and financial institutions. Along the years, the city has emerged as an Indian hub of Pharmaceuticals and Biotechnology. The formation of Special Economic Zones and Hitech City (Hyderabad Information Technology and Engineering Consultancy City) in 1988 towards the western part of the city, dedicated to Information Technology has encouraged leading multinationals to set up operations in Hyderabad, which invariably was responsible for its image as India's Silicon Valley. However due to prevailing land availability issues and rigorous infrastructure developments in and around it, state government established the Financial District as a dedicated Hub for IT/ITes and financial firms.

Now after decades of developmental saturation in areas such as Hitech City, Financial District, combined with robust growth in commercial and residential sectors around the city, socio-economical stability, supportive government policies and large scale infrastructure initiatives, the focus has now shifted towards surrounding



regions of the city to support further arrival of corporate bodies, city's start-up ecosystem and also the prevailing positive market trends which is on its peak (real estate sector growing at 10% annually). According to industry sources it will follow the same trend for the coming days.



# From the Old City towards West of Hyderabad

Tellapur: A Booming Micro-Market for Residential Developments

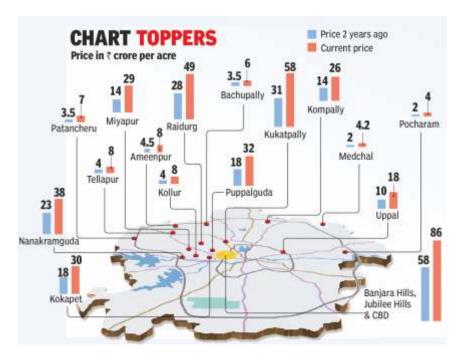
#### Hyderabad witnessing a Buoyant Market Trend

Now, the developmental wave which earlier started from the southern parts of the historic city has been encompassing the western and the northern regions of the city.

Office rental prices are at an all time high in areas of Hitech City, Kokapet. At present office rental prices range from Rs. 70-80/sft month for a warm shell space in Hitech. Even in Kokapet the

prices are dueling around Rs. 55-60/sft/month for bare shell space. Also in an earlier TOI report in April, the quarterly increase in leasing activity was led by IT corridor II (Kondapur, Gachibowli) and extended IT corridor (Nanakramguda, Raidurg, Manikonda, Kukatpally). Consequently Hyderabad has beaten Bengaluru in office leasing activity in Q4 2019, it's all indicative of the overall interest in the Hyderabad's current market.



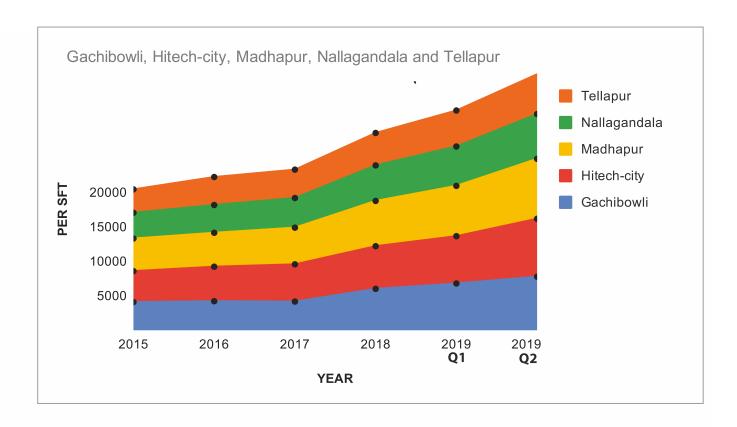


The same goes for the capital values in these locals, as a healthy growth in the commercial sector always has a cascading effect on the residential sector and land valuations. As per recent data, current land value around Hitech City, Kokapet and towards its outskirts is pegged around 30-50 Cr/acres. The upcoming IT destinations like Kollur and Tellapur are now available for no less than Rs 8 crore per acre.

Sources: Times of India

According to a leading real estate website, Hitechcity has observed Q-o-Q appreciation of 7% in prices with the average price per sft being quoted as Rs 6,985 and for Kokapet, the land prices have seen an appreciation of 4% on Q-o-Q basis with average price per sft of Rs. 4,696.

Whereas at the same time these upcoming micromarkets like Tellapur and Kollur are also observing a Q-o-Q appreciation of 5.5% and 6% respectively and the average prices in these locales stand at Rs. 5,300 per sft and Rs. 5,660 per sft . Overall, land prices have gone up by 100% in mere 2 years in areas around western and northern corridors of the city.



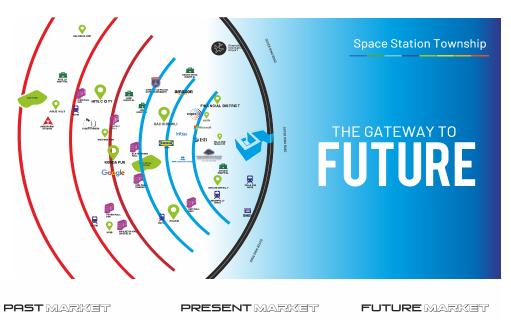
Catching up with the overall positive effect from the commercial segments and the recent overhaul of the GST rates, residential sector is experiencing an optimistic environment for its further growth. It's all evident from the fact that Hyderabad tops amongst the seven cities with overall residential real estate market witnessing an increase of 22% in sales at a Pan-India level, at 78,247 inventories sold during the period of Jan to July 2019, showed data from JLL India.

Going by the reports of StartupBlink, a Swiss-based player that maps the startup ecosystem globally, our city has jumped 115 spots to be ranked at 75th place in global start-up ranking in 2019. All these reports are again indicative of the fact that Hyderabad is supportive for the massive growth in business for millions of our young entrepreneurs. So, it's an win-win situation for Hyderabad as start-ups are the future of our economy.

# Tellapur

# Leading the residential development in the west

One of the fastest growing and vibrant residential locals, Tellapur is located in the western zone of Hyderabad. The key driving factor for this local is its close proximity to the employment hubs of Madhapur, Gachibowli, Lingampally, BHEL (Bharat Heavy Electricals Limited) township, Kondapur, Hitech City, Financial District and SEZ of Raidurg which have enabled Tellapur to emerge as the preferred residential choice for many as a number of premium luxury villa projects are coming up around the locality.



HYDERABAD IS MOVING WEST! WE OFFER YOU THE BEST IN WEST

Social infrastructure is another driving factor which has proved to be working positively for Tellapur and is something to boost about as many major institutions, malls, hotels and hospitals are within a close reach, like IIIT (Indian Institute of Information Technology) Hyderabad, ISB (Indian School of Business), State Bank of India Institute of Rural Banking, Citizens Specialty Hospital and

Continental Hospital which are in close proximity to the micro market. **Excellent connectivity** like the recent road up gradation of Tellapur – Financial District to four-lane road has reduced the commute time to nearby workplaces. All these are working tremendously in favor of Tellapur which has seen a good spurt of development in all the areas.

# Major Growth Drivers



#### **Proximity to ORR**

enhances the connectivity and provides easy access to different parts of the city.



Considering that Tellapur is located close to the employment hubs, investors looking to invest and lease their apartments are also eyeing this location.



The recent road improvements in the nearby areas such as Lingampally and Q-city have further eased connectivity and reduced the travel time to employments zones.



As Madhapur and
Gachibowli are saturated
micro markets, home buyers
were forced to look
atalternate locations due
to which Tellapur and
Lingampally are witnessing
high residential housing
demand.

Furthermore, data pertaining to latest residential market assessment of Tellapur in terms of supply and age of inventory show that this locale has been quite active in terms of construction where 58% of inventory were added after 2018. Of the overall supply 45% has been absorbed and currently 14% is ready for possession in Tellapur. All these data

points towards the fact that Tellapur is very active and serves well for both, the end-users and investors alike. Also while analyzing the average price of Tellapur micro market in comparison with the other locales, the prices here have risen from Rs.4,200/sq ft in 2015 to 6,000/ sq ft in June 2019 which is shooting far ahead of all other locals of the city.



# **Bright Shining**Future of Tellapur

These buoyant market conditions in Tellapur at the western zone of Hyderabad, are backed up by bustling commercial activities which are mostly occupied by top business players in the market Supported by quality infrastructure it has lead to huge demand for residential real estate and it is expected to rise in the short-to-medium term. This

booming micro-market has shown a constant price appreciation through the years and as per the analysis of the data pertaining to the region, the future surely looks promising for both, investors and end-users alike, as both have been equally attracted to this charming locale either for investment returns or housing needs.

As per the clarification to the announcement on 24th February 2019 the choice of GST rate rests with the builder for existing projects



# New Reforms in

With intention to boost the demands in real-estate sector, the GST council on February 24' 2019 announced changes in the GST rates for Under-Construction houses and for new upcoming projects, which brought a wave of mixed sentiments for all sphere of people concerning the subsequent effects of the changes. Concerns regarding its impact on the sector for short-term and for long-term were on the minds of the individuals privy to the sector.

# MPACT OF GST



With multiple taxes applicable previously like Service tax, VAT, Registration charges and stamp duty which varied from state to state created a uneven price market for real estate around the country. Moreover, developers had to pay various duties like sales tax (CST), custom duty, OCTROI etc. for which credit was not available. However, with GST coming into the picture, indirect taxation in this sector is revamped to a certain extent.

The recent lashing of GST rates on under-construction housing projects will lead to marginal traction in demand, considering the base prices remain stable. This will bring in more transparency for home buyers.

Also as the GST taxation gap between an under construction and completed property has been reduced (from end-user perspective), this could result in a pick-up in demand for under-construction properties as well. Broadly speaking, both the short-term to long-term impact of GST will remain positive on the real estate market for coming days.

Sources: 1. [https://housing.com/news/gst-impact-realty-sector-short-long-term-analysis/]

- 2. [Source: India Ratings and Research (Ind-Ra)]
- 3. [CBRE report-India Real Estate Market Outlook 2019]
- 4. Times of India



Now, as per the recent GST regulations on under construction real estate projects following are the key policy points:



#### A. Service Tax & VAT for Payments Till 30th June 2017

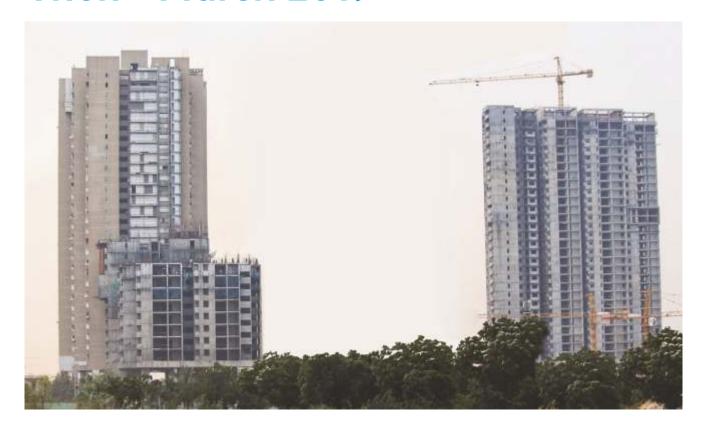
Customers who had made payments till 30th June 2017 should clear off their Service Tax & VAT liability with Aliens Space Station project.

#### B. GST @ 12% for Payments after 1st July 2017

- 1. There maining payments will stay at 12% GST rate
- 2. As per the GST norms, for existing sales either developer has to charge GST on each item (building, fit outs & finishing material) and raise invoice where the costs/charges will be higher than what is offered in flat cost or developer can have the entire flat cost charged at 12% GST. Now to help the customers and keep the documentation to minimal Aliens Group has chosen these second option of 12% GST on the entire flat cost.
- 3. Delay in tax payment will attract interest from government of 18% to 24% as well as One Time Penalty charge.



#### Then - March 2019



#### Now - March 2020

800+ Flats construction finished, out of which 600+ Flats structure completed in last 9 months

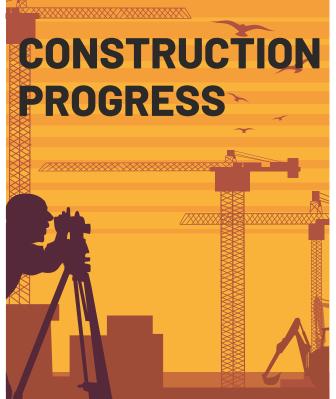






































#### **Happy News!**

- The much awaited MMTS Phase 2 has finally connected Tellapur railway station which has commenced working connecting the 6km stretch of rail line from Tellapur, BHEL to Ramchandrapuram finally connecting it to South Central Railway
- Another road connecting Lingampally to Tellapur via Gachibowli-Nallagandala Flyover which was being widened earlier is now complete and has been opened for the general public which has eased traffic on this route.
- > The road connecting Kollur to Outer Ring Road Exit 2 is underway which will further enhance connectivity.
- > Gopanapalli Thanda to Kollur Radial Road is also rapidly being constructed



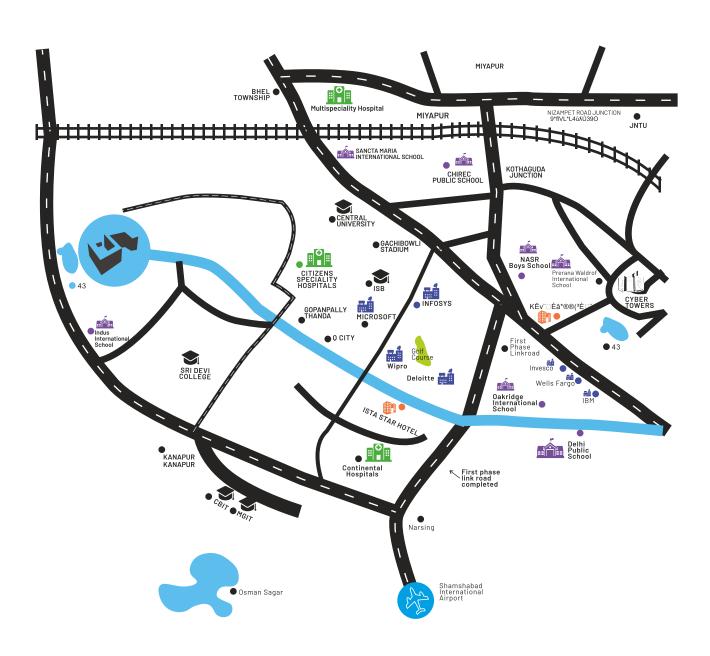






# A place where everything is within Reach





## Our Team

### 1300<sup>+</sup> Strong Team to deliver your **Dream Home**

A team of best talents lets you to achieve greater challenges and face situations with best possible alternatives. Believing in this notion, we have been continually making efforts towards on-boarding best of our countries' talents with us to bring in surging energy and dedication to our project. We have been keeping our focus into it and are constantly hiring from the top institutes like IITs & IIMs for key positions in our organization. This has significantly helped us in restructuring and channelizing our strategy and keeping up the project momentum as per our project milestones.

Our strong 330+ employees in various corporate teams such as Customer Relations, Banking, Sales, Marketing, Human resources, Finance & Procurement have been working relentlessly and supporting our talented 300+ no of employees involved with the construction work along with 788+ skilled labors.

# The Composition of Different **Departments is Illustrated Below**









# This is what drives us daily...1500+

# **Happy Families**



We purchased our two flats in Aliens Space Station...we took one flat handover in Jan 2019..good quality construction and am happy with the flat, standard features and commitment to quality is second to none, very good team with customer centric approach and was very responsive in getting the things done.

Chakrapani Bandaru Station 14, Flat no-1181



I booked an apartment in Aliens and am feeling very proud of being part of the most advance and luxurious township in Hyderabad in terms of construction, location, use of quality material, advance engineering and safety features. Construction is going on at a very fast pace. Highly recommend for those who are looking for luxury apartment

Yash Kumar G. Station 11, Flat-867



Though the project is delayed for delivery, the quality is not compromised. The architecture and design is unique. The materials used are of high quality. When all the amenities are provided as promised, it is going to be a great place to live.

Naveen Anbalgan Station-14 Flat-279



## And adding more...



This project is a great place to stay once completed. Since last 18-20 months, works have been ongoing at war footing. Stations 11, 12 have been completed structurally and other 3 Stations 5, 7 & 8 are being worked up at pace. The are working to setup Mini Club House along with ongoing works in Sky Garden and Pocket Garden. I wish Hari and his team All the Best!

Mr. Prakash Chandrani Station 14, Flat no.- 783 & 883



Finally I got the handover of my apartment after a long wait. Initially there were lot of challenges but I found Aliens changing its gear in 2017. Saw a fast pace of construction which I hope continues. The communication has got lot better as I was assigned a point of contact who kept me posted regularly with development going in my apartment when I wasn't here. All requests for flat finishing activity was mutually agreed and implemented. Structural quality of building is one of the best I feel. Hope this project completes soon as specified coz once it'scomplete, it would easily become a benchmark. All the best to team.

Vijay Jhosi Station 14, Flat no-1877

# FLAT **HANDOVERS**



















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#### Progress through Previous Quarter:

We have been constantly updating throughout the year about the progress Station 11 & Station 12 which have been keeping up tremendously on the construction front. Progressing through 19th floor in the beginning of the year, we are delighted to say that Station 11 construction work has been completed successfully.

Equivalently, progressing through different stages of construction work, other Stations of our project have been keeping up at immense pace as per the set project timelines.

#### **Present Status:**

We feel tremendous joy and pleasure to share with you all that we have achieved yet another major milestone in the construction front as Station 11 & 12 are now structurally complete.

Greater synergy and with, and tremendous trust and support of our global investors have greatly boosted the project and has brought huge realignment and energy into the project, which has fast forwarded the construction momentum, resulting into completion of concrete work in both of these Stations, which marks the completion of a major portion of our first phase of the project.

At present, as both 11 & 12 Stations are structurally complete, work is progressing towards exterior

painting and flat finishing activities. As per the plan, vertical plumbing works are ongoing in both the Stations simultaneously.

Flat finishing activities will continue with balcony railing works in the upcoming months, which would also involve electrical works, tiling, wall finishing activities, ceiling activities for the entire Stations.

Simultaneously, Stations 5, 7 & 8 are also making rapid progress, with all these Stations achieving their respective milestones at different stages of the concrete work. At present, in Station 5 concrete work is progressing till 11th floor and similarly in Stations 7 & 8, 5th floor and 1st floor concrete work is undergoing respectively.

#### Progress through next Quarter of the year:

For the upcoming months, Stations 11 & 12 would undergo flat finishing activities at full pace and it's poised to be completed with 60% of finishing activities by the end of Q2 of FY2020-21.

Work is progressing equally for all the Stations in the project, Station 5 is planned to be taken up with concrete work for successive floors in the upcoming months and as per progress, concrete work till level 24th is poised to be completed by the end of Q1 of FY2020-21.

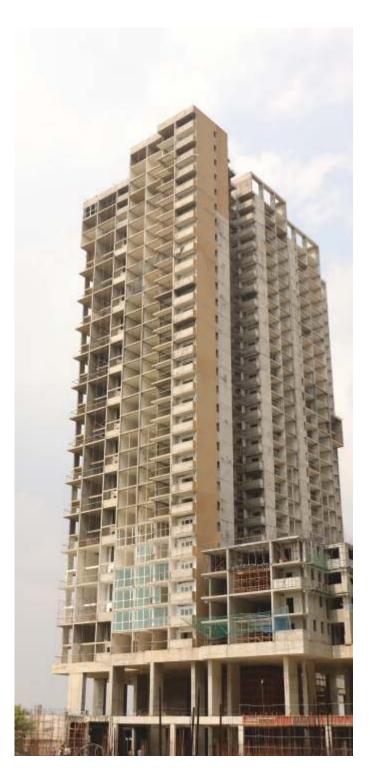
Station 7 which is progressing through 5th floor level is poised to be completed till 15th floor by the end of Q1 of FY2020-21. Consequently, Station 8 concrete work is following very closely and by the end of Q1 of FY2020-21, its 9th floor concrete work is planned to be completed.

All these activities lead us closer towards achieving our project milestones timely and completing the entire project as per the realigned construction structure and timelines.



## SPACE STATION

# Station



- Electrical works and wall fabrication works are undergoing for floors 7th ,8th ,9th & 10th
- Plumbing activities are underway across floors
- 2nd & 3rd Floors are ready to be handed over in Feb 2020

In the previous newsletter, we brought you preview of your Station 6 flats which had been keeping up tremendously with the milestones achievements set for the Station and even now in the fourth quarter of the year its showing continued progress, as flat finishing activities are undergoing at a rapid pace.

Given the location of Station 6 at the western end of the township, it brings you the advantage of uncompromised view of the 45 acres natural lake beside the township, which helps in enhancing the flat decors and also lets you to relish the beautiful surroundings. Our previously introduced interior design packages are well suited for the Station 6 flats which will help further enhance and make it complementary with the scenery outside.

Final touches are being given to flat finishing activities at 2nd & 3rd floors, and currently electrical fittings, plumbing works are being done for floors 7th, 8th, 9th & 10th whereas electrical works have already been completed for some of the floors.

Simultaneously, the wall fabrication in the bathrooms is being taken up for these levels, followed by tile fitting works. It's an important stage while fixing the tiles and it should be allowed to undergo curing for couple of weeks to have a uniform and quality finish. Keeping up with all around work, exterior wall paintings have also commenced. To make the building weather resilient, exterior walls are being first painted with high quality weather protect coat for a long term finish on the exterior wall.

Our efficient workers with our dedicated team overlooking the flat finishing activities have been keeping up the pace of flat finishing activities in order to achieve the handover milestones that had been set for Station 6 and we're delighted to update you that 2nd to 6th floors flat handovers are being planned in the upcoming Quarter. Among the recent handovers planned, 2nd & 3rd floors flats are at the final stage of flat finishing activity and are being readied to be handed over to the respective

families in March 2020. Rest of the finished flats in floors above will be planned for handovers in subsequent months.

With the recent progress in flat handovers, we are optimistic that in the upcoming months we're going to handover many more finished flats to our trusted and lovely families, whose support constantly encourage us to rapidly complete the entire handover activity for the much awaited Station 6.











## Interior Packages

#### A Brief Insight into Splendid Interiors

As we had earlier introduced three different interior design packages in our newsletter to suit your beautiful homes at Space Station Township, now with our latest newsletter we bring you a much more elaborate list of specifications for each of the packages. These packages bring to you different hardware's and materials in beautiful textures, designs, finishes and brands to suit every budget without compromising on the quality of the products in each of the packages.



Unique as is our township so is our options for interior design packages, each named with different elements of the celestial space. Being enchanting for its beauty and glow even when being a small element compared to other elements in the celestial space, our Star package brings to you a beautiful specifications of designs that suits every modern home. To ull find an array of renowned brands who provide us with their premium products to design your home with our Star Package.



As a galaxy has a nature to encompass a wider array of celestial bodies such as comprising numerous stars in itself, so does our package named Galaxy that gets even more exhaustive and detailed than our star package with the presence of wider choices of brands, hardware's, textures, fixtures and more hues of color to create your homes with great style. The brands providing their exclusive products with this package gets even more extensive as many of the pioneering brands have tied up with us and bring their best in class products to adorn your personal space.



Exactly as the all inclusive and expanding characteristic of Universe, so does is our package named Universe that brings an even wider bouquet of specifications for hardware's and materials to create a mesmerizing space for you in exclusive style. This package gives us liberty to choose from a huge number of brands compared to our other packages and bring a number of option of hardware, materials & appliances possible to design a place that has astonishing interiors and truly reflects your dream home at Space Station Township

































































### Flat Enhancements



Our earlier introduced flat upgrade options can be still opted by our customers to utilize them as per their requirements in their flats. They are the result of feedback from our residing customers who have realized the need for certain flat enhancement to further improve their living experience at Space Station Township and which would remove any future hassles and inconveniences. For availing any option please reach us at: customercare@aliensgroup.in

# We have highlighted the popular flat upgrade options as shared by our residents



#### **Copper Wire Fittings**

Avoid unnecessary repairs, Prerequisite for AC setup



#### **Corridor Gate**

For extra private corridors, added layer of security



#### Smoked Glass/Blinds

For more private space and ultra-modern interiors, Smoked glass is the perfect answer



#### **Utility Window**

Keeps utility area well-ventilated & moisture-free, dry clothes & tumblers



#### **Child Safety Grill**

Keep your young toddlers safe with well-designed child safety grills.

#### ONE CAR PARKING IS NEVER ENOUGH

# PARKING SLOTS!! HURRY TO GRAB A PRIME PARKING SPOT

#### Features to crave for:

- Premium parking slots
- Next Adjacent car parking
- Double height car parking
- In campus, hassle free traffic management
- Appreciating asset

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BOOK NOW TO GET THE BEST OF LIMITED PARKING!!!



# **Our Social Media** Platforms

We believe in continous engagement with our customers through our various social media pages. Be it customers latest query or healthy debate around a leading topic in real estate sector we are delighted to exchange our views with our customers.

These platforms also deliver latest updates, videos pertaining to the ongoing construction activities in the project.

For latest construction updates and interaction in real time, feel free to join us in our Facebook, Instagram and other social media pages.



