



*Lakshish wishes your life to be filled with  
all the colors of the season...  
Happy Holi!*



*Real Street*

**March 2009**

**Volume II, Issue 3**

## *Lakshish Expands!*



*Lakshish has the pleasure to announce the opening of their office in London, United Kingdom. The British-Asian community here is steadily rising in prominence and is easily the most influential among the minority groups in the UK. Indians are the single largest ethnic segment (1.3m), constituting 2% of population and produce between 4-5% of GDP.*

*London is a major centre for International business and commerce and is one of the three “command centers” for the world economy besides New York and Tokyo. As per estimates, London has the 6th largest city economy in the world. The economy of the London metropolitan area—the second largest in*

*Europe—generates approximately 30% of the UK’s GDP.*

*London’s success as a service industry and business center can be attributed to factors such as English being the native and dominant language of business, close relationship with the U.S. and various countries in Asia especially India. Other factors include English Law being the most important and most used contract law in international business and the multi cultural infrastructure. Government policies, a business friendly environment, good transport infrastructure and a deregulated economy with little intervention by the government have all contributed to London's economy becoming more service based. Over 85% (3.2 million) of the employed population of Greater London works in service industries. Another half a million employees resident in Greater London work in manufacturing and construction, almost equally divided between both. UK has become the most preferred nation for investments by India Inc., accounting deals worth about \$10 billion.*

*The purpose of Lakshish’s London office is to become a local point of contact for its Large Existing Customer Base in UK while introducing its Various Real Estate Projects in India in a big way to potential new customers in UK. This office aims at developing Lakshish as a Visible Brand in UK as well, creating an environment for wide range of Sponsorships, Corporate Events, Conferences, Exhibitions, Training and Launches.*

*The London office will provide Training Modules and Support for our Esteemed Marketing Associates in various cities within UK like London, Leicester, Birmingham, Manchester and Edinburgh, etc as well as to the Rest of the Europe and North America. This will enable our marketing associates to provide better service to their clients and help them in coordinating sales in a much more efficient manner.*

### *Did you know?*

*Plant-eating dinosaurs did not eat grass, because there wasn't any.*

*Flowering plants and grass evolved only later.*



## Real Estate's 25-75

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**What worries a home seeker and delays their purchase?** Lakshish understood what majorly worries home seekers is the high home loan interest rates, addressing this issue they have come up with the '25-75' scheme, where the buyers pay just 25 per cent at the time of booking. The scheme basically relieves the buyer of the payments until possession, when the buyer can either pay up the balance 75 per cent or opt for a loan. The biggest plus point is that the developer gets the balance 75 per cent after handing over possession this serves as a motivation to ensure prompt possession on the builder's part.

Lakshish is confident that the scheme will help tide over the challenging economic times and provide confidence to a home seeker that they will get possession on time.

## Home in Mumbai is everyone's dream

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Putting it down to star power, Bollywood or just the sheer sheen of India's biggest metropolis, but a survey of young Indians has found that as many as 30 per cent want to own homes in Mumbai. Conducted across six cities by makaan.com, a leading real-estate portal, the survey found that nearly a third of the 4,613 property seekers polled wanted to invest in and own realty in our megalopolis. The average age of these home seekers, meanwhile, has dropped from the mid- to late 30s just a few years ago to an average of just 28. Following close on Mumbai's heels as the dream destination was Delhi, which garnered 21 per cent of the votes, followed by Bangalore and Chennai. "Rates are always driven by economic activity and, since Mumbai's economy is so robust, realty is always a good investment here. Also, it is easier to lease or rent out a flat in Mumbai than in, say, Calcutta," said Anuj Puri of global realty consultants JLL Meghraj.

Ref.: <http://www.lakshish.com/images/feb3-09.jpg>

### Did you know?

**There are more than 2700 different languages spoken in the world, with more than 7000 dialects**



## Plane Truths

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If you take an aerial view of Mumbai International airport, you can see that one half is heart-shaped piece of land. Over next three years, engineers will raze the structures on this land—and replacing them will be a big, posh complex. And, by the end of 2012, you can collect your boarding pass from this complex—whether you are flying to Jaipur or Johannesburg. On 20th February, 2009, the Mumbai International Airport Limited (MIAL), the GVK-led private consortia modernizing the airport, inaugurated the start of work on the integrated terminal that will cater to both international and domestic traffic. Civil Aviation Minister Praful Patel and Chief Minister Ashok Chavan were present on the occasion.

The redevelopment will be done in three phases. The first would be completed with the demolition and reconstruction of Terminal 2A. Subsequently, the airport operator will shift all 46 international airlines operating from terminal 2B and 2C to the new terminal, while the other two are being rebuilt.

By 2012-end, the airport will be transformed into a swank, four-level structure with a floor area of 43 lakh sq. m, approximately the size of 400 soccer fields. It will have an annual handling capacity of 4 crore passengers, a terminal peak-hour passenger capacity of 9,900.

Ref.: <http://www.lakshish.com/images/feb4-09.jpg>

## Transporting you to the future

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The development plan on Navi Mumbai provides for an integrated transportation system consisting of roads, railways, water transport and air transport. High-capacity controlled access urban expressways at the periphery of the nodes of facilities uninterrupted flow of intercity and intra-city vehicular traffic. Arterial and link roads of nodal traffic. In fact, every plot in Navi Mumbai is approachable by a vehicular asphalt road. The rail network covers a length of 157 km, occupying 900 hectares of land, planned with 6 separate corridors and 26 railway stations. While water transport being planned is set to make waves with commuters, the international airport of global standards proposes to carry Navi Mumbai on new wings of progress. Owing to the ever increasing congestion on the existing rail and road corridors, there is a need to expand the city on the mainland across the Arabian Sea providing additional access from Mumbai to the mainland at South Navi Mumbai. The development initiates proposed in the Southern Navi Mumbai region will not only give rise to additional traffic movement but also accentuate the need for greater economic integration of Mumbai with the mainland. The Mumbai Trans Harbour Link (MTHL) is proposed to be developed as an Expressway link with a six lane dual carriageway road bridge and rail bridge connecting Sewri on Mumbai side to Nhava on Navi Mumbai side, And is envisioned as to be the city's catalyst of development. A state-of-the-art international airport is also proposed to be built up in Navi Mumbai by CIDCO. This is envisioned as one of the world's few 'Greenfield' international airports, offering world-class facilities to passengers, cargo, aircrafts and airlines. Top quality services, high safety standards and above all, commitment to customer satisfaction promise to be the hallmarks of this ambitious project. Soon Navi Mumbai is set to soar high.

Ref.: <http://www.lakshish.com/images/feb5-09.jpg>

### Did you know?

**The top 10 in-demand jobs in 2010 did not exist in 2004**



## City eyes world-class tag

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The state government has asked the Centre to contribute Rs. 16,000 crore in next five years. This is to help it build fast transport systems, improve civic amenities and other basic infrastructure to make Mumbai Metropolitan Region (MMR) a world-class International Financial Centre. The state sought the funds in installments over next five years at the infrastructure will be developed in phases. The entire plan for MMR involves building faster mass transit systems like Metro, Monorail, elevated roads, increasing capacity of suburban rail network, providing dedicated bus lanes, building civic amenities and facilitating mass housing. It is aimed at improving infrastructure in Mumbai and also in far-flung suburbs from where people can travel pretty fast to reach Mumbai for work.

It also includes creating several business and manufacturing hubs around Mumbai. International Financial Centre (IFC) is a regional hub for finance and trade. The cost of the plan in Rs. 3 lakh crore and state government wants the Centre to contribute 35% of the same, state officials told the 13th Financial Commission during its visit to Mumbai. The Commission will decide the share of states in the funds collected through taxes. For years, the state government is demanding that Mumbai should get more money from the Centre as it contributes a major chunk of taxes. The plan to make MMR an IFC has been chalked out as per the recommendations of a Central committee that's wants Mumbai to join the ranks of Frankfurt and Tokyo (both middle level IFCs) by 2012.

Ref.: <http://www.lakshish.com/images/feb2-09.jpg>

## 3 tax-planning tips for salaried people

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### 1. Utilize the entire Section 80C deduction

Under Section 80C, the maximum deduction available is Rs 100,000 pa. Ideally, salaried individuals whose gross total income is equal to or more than Rs 250,000 should utilize the entire Rs 100,000 limit. Consider the case of an individual whose taxable income is Rs 600,000 and who only utilizes half of the available Rs 100,000 limit. He would end up paying an additional tax of Rs 15,450 as opposed to an individual with the same taxable income, but has utilized the entire limit. Also, at times, individuals make investments of over Rs 100,000 in Section 80C designated avenues, since they fail to understand that the benefits are capped. For example, despite making investments of Rs 70,000 in Public Provident Fund and Rs 40,000 in ELSS, the amount eligible is only Rs 100,000. Investments/contributions like Public Provident Fund, National Saving Certificate, Accrued interest on National Saving Certificate, Life Insurance Premium, Tuition fees paid for children's education (maximum 2 children), Principal component of home loan repayment, Equity Linked Savings Schemes (ELSS) and 5-Year fixed deposits with banks and Post Office qualify for Section 80C deductions

### 2. Think beyond Section 80C

For salaried individuals whose gross total income exceeds Rs 250,000 pa, deductions under Section 80C may not be sufficient to reduce the overall tax liability. In such cases they can consider the following:

**Home loan:** Individuals intending to buy a house should consider opting for a home loan. Interest payments of upto Rs 150,000 pa are eligible for deduction under Section 24.

**Medical insurance:** An individual who pays medical insurance premium for self or spouse/dependent children is allowed a deduction of upto Rs15,000 pa under section 80D. An additional deduction of upto Rs15,000 pa is allowed for premium payment made for parents. In case the parents are senior citizens, then the maximum deduction allowed is Rs 20,000 pa.

**Donations:** Subject to the stated limits, donations to specified funds/institutions are eligible for tax benefits under Section 80G.

Salaried individuals who plan to pursue higher education should avail of an education loan as the entire interest is eligible for deduction under Section 80E. The loan can be for self, spouse or child from an approved charitable institution or a notified financial institution.

### 3. Restructure the salary

Restructuring the salary and including certain components can go a long way in reducing the tax liability. Unlike eligible investments which lead to an additional cash outflow, restructuring the salary is a more 'efficient' means of claiming tax benefits. The following can form a part of one's salary structure.

- Food coupons like Sodexo and Ticket Restaurant, among others; they are exempt from tax upto Rs 60,000 pa
- Medical expenses which are reimbursed by the employer are exempt upto Rs 15,000 pa
- Individuals living in a rented accommodation should have House Rent Allowance (HRA) as part of their salary
- Transport allowance is exempt upto Rs 800 per month

Leave Travel Allowance (LTA) can be claimed twice in a block of four years for domestic travel.

## Overhead or underground?

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*Should the country's first high-speed bullet train have an elevated corridor or an underground one? A French firm will decide on that one.*

*Transport company Systra on Saturday bagged the Rs 15-crore contract to conduct a pre-feasibility study on the type of corridor for the bullet train. The report will be turned in by August 2009. Systra has edged out four other companies—one each from the UK, Spain, Germany and China—that were in the fray to conduct the study.*

*The Railway ministry had invited bids to examine the high-speed Pune-Mumbai-Ahmedabad route. It has worked out a proposed corridor that would pass through Pune, Lonavla, Khandala, Kalyan, Vasai, Surat, Bharuch, Vadodra, Anand and Gandhinagar.*

*The super-fast bullet train, which will run at a speed of 350 kmph, will slash travel time on the 192-km Mumbai-Pune stretch from 3 hours to 25 minutes; the seven-and-a-half-hour journey from Mumbai to Ahmedabad (492 km) will shrink to less than two hours.*

*While initially, the Railways had planned the feasibility of the bullet train route between Ahmedabad and Mumbai, the state government was keen to stretch it to Pune.*

Ref.: <http://www.lakshish.com/images/feb1-09.jpg>

## Tickler

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*A frantic Real Estate agent calls a plumber on Thanksgiving morning, "Please you have to help, I have 20 people coming over in an hour and when I try to turn the faucet on, it makes this horrible noise and the water just dribbles out."*

*The plumber fixed it and tells the real estate agent to turn the faucet on. It worked perfectly!*

*"Oh thank you! What do I owe you."*

*"That will be \$600."*

*"What?! That's highway robbery! I am a Real Estate agent, and I don't make that much for five minutes!"*

*The plumber answered, "Neither did I when I was a Real Estate agent."*



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*We await your response with eagerness!*

*Best Regards,  
Lakshish Team*

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