



Integrated[®]
INTEGRATED SPACES LIMITED

SINCE - 1986

Mr.Kanti Savla
Chairman

“The identity of Group Integrated, our logo, is an emblem of our united vision: The creation of a seamless platform which integrates every step of the real estate value chain. Every new idea we conceive, every new venture that we launch is rooted in the same essence: Bringing real estate together, as one. As a group, we are now integrating every step of the real estate value chain, in the forward and backward direction, in order to deliver maximum value to every participant and the end user.

We envision ourselves as 360-degree value chain partners with the capability to create end-to-end solutions for the real estate industry. In achieving our vision of complete integration, we believe we will contribute to the growth of the industry in a new direction.”

BUILDING BLOCKS
of harmonious neighbourhoods

Integrated Spaces Ltd has been able to establish a special place in the heart of home buyers and investors alike through its commitment to quality in construction

FastFacts

Name of founder

Mr. Kanti Savla

Total No of Projects till date

21 Projects

Landmark Projects

Pranay Vidya, Kandivali-West
Karma Stambh, Vikhroli-West
Integrated Karma, Ghatkopar-East
Pranay Sudarshan, Ghatkopar-East
Pranay Leela, Goregaon-West

Total Square feet developed

0.8 million sq. ft.

Total No of flats

Approx 2,000 units

Rich history and legacy

In the past 30 years, Integrated Spaces Ltd has carved a unique niche in the real estate sector. The group is a brainchild of Kanti Savla, who grew with Mumbai’s evolving real estate scenario, witnessing the processes of redevelopment and rehabilitation. By handling complex slum rehabilitation projects, he understood policies, sensitized himself to the needs of people and strove to create worthy life spaces for them. In his quest to innovate and create value, he reengineered the transfer of development rights (TDR) cycle, thereby accelerating the overall business cycle remarkably. The group was created with his vision to unify the real estate industry and its processes.

The group’s founder-chairman Kanti Savla’s foray into real estate was a special turning point itself. While his furniture business occupied a major market share in tubular furniture, he aspired to manufacture bentwood furniture by setting up a factory. And in order to generate funds, he ventured into real estate, where, he truly came into his own. His first land deal was at Thane in June 1986, exactly 30 years ago, with borrowed funds of Rs. 45,000 from his father.

The visionary leader of the group, Kanti Savla, is a source of inspiration for many. With an instinctive understanding of business, inherent people skills and effortless business networking abilities, he is the driving force of Group Integrated. A thirst for the best, to excel, to do something different, to

innovate – these were the motivating factors for Kanti Savla throughout his professional career. After his formal education, his quest for detailed knowledge to strengthen his family owned furniture business lead him to earn a diploma in interior design.

In the hindsight, it was a learning that laid the foundation of his deep understanding of real estate development: as a process and as an industry.

When he ventured into construction, reconstruction, land bank development, trade in TDR/FSI, real estate leasing and finance, he found the industry that could best express his futuristic ideas.

To give his dream an international edge, he completed Owner/ President Management Program (OPM) from the esteemed Harvard Business School in 2012. With his years of wisdom and never-ending enthusiasm, Integrated has a leader who promises an inspiring and exciting journey ahead, not just for his team, but for the world of real estate.

The group’s presence in Mumbai

The group has delivered approximately 2,000 units (residential and commercial) in the past three decades. The group’s focus was always on two projects at a time and that’s how we completed 0.8 mn sq. ft. of construction work.

Currently, the group is poised to deliver another 2,000 units equivalent to 1.3 mn sq. ft. of construction work by 2020. The group currently has ongoing and upcoming residential and commercial projects in 10 submarkets of suburban Mumbai in Khar-West, Andheri-West, Oshiwara-West, Malad-West, Borivali- West, Mulund-West and Ghatkopar-West. The group also has commercial projects in Ghatkopar (E), Vikhroli (W) and

Bandra(W). Most of their projects are standalone or multi-wing structures having 50 to 250 units per project.

Addressing changing customer preferences

While focusing on customer needs, the group undertakes thorough research before finalizing unit sizes in any projects. In fact, Kanti Savla himself gets involved in detailed design and planning of every project. For instance, in 2003, while constructing a project in Kandivali (W), they realized that most of the projects in the vicinity were offering 2 and 3BHK apartments, so there was a potential to create a project that offered flats in the configuration of 4BHK. There research paid off, as the project was sold out within six months of its completion. Also, the group has realized that due to quality in construction, the units designed by them are commanding up to 40 per cent more resale value than the adjoining properties in a particular area.



>> Integrated Bhoomi in Ghatkopar (W)

LANDMARK ONGOING AND UPCOMING RESIDENTIAL PROJECTS

- Integrated Bhoomi, Ghatkopar (W)
- Integrated Arya, Ghatkopar (W)
- Integrated Ahana, Ghatkopar (W)
- Integrated Kamal, Mulund (W)
- Integrated Kavya, Andheri (W)
- Integrated Adya, Malad (W)
- Integrated Asmi, Khar (W)

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>> Integrated Arya in Ghatkopar (W)



>> Integrated Kamal in Mulund (W)