

NeoLiv- Coverage Summary

Media Interactions with Mr. Mohit Malhotra, Founder & CEO, NeoLiv

Objective: Introduction of NeoLiv, its Vision, Mission, Management Team, Business Model, and Upcoming Business plans.

Venue: The Imperial Hotel, New Delhi

Date: October 18, 2023 (Wednesday)

Time: 11:30 AM - 1:30 PM

Mode: One-on-one Interactions

S. No.	Name	Publication	Headline
1.	Vanadana Ramnani	MoneyControl	Former Godrej Properties MD promoted NeoLiv plans to develop 10 housing projects in Delhi-NCR and Mumbai
2.	Bindu D Menon	Financial Express	NeoLiv eyes 12 realty development projects in NCR, MMR; to raise \$150mn
3.	Faizan Haidar	The Economic Times	NeoLiv targets Rs 12,000 crore revenue in 3-4 years (Print – October 20 th , 2023; Online – October 18 th , 2023) Amplification - Off Plan Property Exchange
4.	Manvendra Jha	The Press Trust of India	NeoLiv plans to develop 10-12 housing projects having revenue potential of Rs 12000 crore 1. Republic World 2. Newsdrum
5.	Realty Plus Desk	Realty+	Neoliv to develop 12 residential & plotted developments in NCR, MMR



<https://www.moneycontrol.com/news/business/real-estate/former-godrej-properties-md-promoted-neoliv-plans-to-develop-10-housing-projects-in-delhi-ncr-and-mumbai-11557891.html>

Former Godrej Properties MD promoted NeoLiv plans to develop 10 housing projects in Delhi-NCR and Mumbai

The company is in the process of raising \$150 million currently and is targeting the first close by December end. As much as 40 to 50 percent may get raised by the first closing, said founder and CEO Mohit Malhotra.

VANDANA RAMNANI | OCTOBER 18, 2023 / 09:44 PM IST

Real estate company NeoLiv, set up by former MD and CEO of Godrej Properties Mohit Malhotra and six equity partners, plans to develop around 10 housing projects across Delhi-NCR and Mumbai.

The company will launch five group housing projects and an equal number of plotted developments with a total development potential of 10 million square feet.

The company has identified 10 projects in Delhi-NCR and Mumbai Metropolitan Region (MMR) for development and is currently in talks with landlords to enter into Joint Development Agreements (JDAs), Malhotra told reporters.

"We have already shortlisted around 10 projects across two cities. A few of them are in the advanced stages of negotiations. These may get signed in the next two to three months. These projects are expected to have units in the price range of Rs 1 crore to Rs 3 crore. The company aims to enter into 7-8 JDAs by the end of this financial year with a total development potential of 10 million square feet. For plotted development, it might look at outright purchase of land," he said.

"While we are largely focusing on the deployment of capital this year, we expect to launch at least two residential projects in the next financial year," Malhotra said, adding these may include 1,000 housing units in NCR and about 800 in Mumbai with the rest being plotted developments. These projects may come up in Noida, Gurgaon in the NCR and Goregaon, Chembur, Vikhroli and Borivali, among others, in Mumbai.

FINANCIAL EXPRESS
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NeoLiv eyes projects in NCR, MMR; to raise \$150 mn

BINDU D MENON
New Delhi, October 18

RESIDENTIAL INVESTMENT AND development platform NeoLiv has initiated a fund raise of \$150 million, with a green shoe option of \$60 mn. The company plans to develop 12 residential and plotted development projects in Delhi-NCR and Mumbai Metropolitan Region (MMR).

“We have identified 12 land parcels for our residential projects and our first launch will commence operation by 2024. For investors, the platform provides an opportunity to invest at land stage. For customers, our aim is to provide security of timely delivery,” Mohit Malhotra, founder and CEO, NeoLiv, said.

Malhotra added that the company is targeting a topline of ₹10,000 crore from its projects. He said NeoLiv has been designed to manage every facet of real estate projects. “We expect to make the first close from the AIF by the end of this year,” he said.

Malhotra added the company is willing to partner with land owners for joint developments to create an asset-light model for the company.

FINANCIAL EXPRE
READ TO 

<https://www.financialexpress.com/business/industry-neoliv-eyes-12-realty-development-projects-in-ncr-mmr-to-raise-150mn-3276887/>

NeoLiv eyes 12 realty development projects in NCR, MMR; to raise \$150mn

The company said bulk of its offering in the group housing development will be in the Rs 1 crore to 3 crore bracket.

Written by **Bindu D Menon**
October 19, 2023 02:15 IST



NeoLiv is a real estate funding and development platform founded by former MD of Godrej Properties Mohit Malhotra and six other equity partners from the real estate sector. (IE)

Residential investment and development platform NeoLiv has initiated a fund raise of \$150 million, with a green shoe option of \$60 mn. The company plans to develop 12 residential and plotted development projects in Delhi-NCR and Mumbai Metropolitan Region (MMR).

“We have identified 12 land parcels for our residential projects and our first launch will commence operation by 2024. For investors, the platform provides an opportunity to invest at land stage. For customers, our aim is to provide security of timely delivery,” Mohit Malhotra, founder and CEO, NeoLiv, said, adding the company is targeting a topline of Rs 10,000 crore from its projects.

He said that NeoLiv has been designed to manage every facet of real estate projects, from financing to execution to final handover and even post-possession management. “We expect to make the first close from the AIF by the end of this year,” he said.

Asked if the company is also exploring the possibility of joint development, Malhotra said it is willing to partner with land owners for joint developments to create an asset-light model for the company. He said the company is targeting 10 million sq feet of development by the end of this fiscal. It is also eyeing plotted developments in markets like Sonapat and Panipat among others.

The company said bulk of its offering in the group housing development will be in the Rs 1 crore to 3 crore bracket.

NeoLiv is a real estate funding and development platform founded by former MD of Godrej Properties Mohit Malhotra and six other equity partners from the real estate sector.

Earlier, alternates-focused asset firm 360 ONE (formerly IIFL Wealth & Asset Management) has entered into a strategic partnership with NeoLiv by taking a minority stake in the company.

The company has two divisions – NeoLiv Capital and NeoLiv Real Estate.

THE ECONOMIC TIMES

NeoLiv Plans 10 Projects, Targets ₹12k-cr Revenue

Faizan.Haidar@timesgroup.com

New Delhi: NeoLiv, a residential investment and development platform, founded by Mohit Malhotra, the former managing director and chief executive of Godrej Properties, plans to launch at least 10 projects over the next 3-4 years with a total revenue potential of about ₹12,000 crore.

NeoLiv has secured approval from the Securities & Exchange Board of India (SEBI) to set up a category II Alternate Investment Fund (AIF) with an aim to raise \$150 million including a greenshoe option of \$60 million. It plans to develop the residential projects in Delhi and Mumbai using the first round of funding. “We have identified 13 projects in Delhi-NCR and Mumbai and due diligence is on. We should be able to announce our first project in 2-3 months,” Malhotra told ET.

Wealth and alternates-focused asset firm 360 ONE, erstwhile IIFL Wealth & Asset Management, has formed a strategic partnership with NeoLiv by making a minority entity-level equity investment.

“In the real estate sector, financial institutions and developers are two separate institutions but we have brought it together. While the fundraising should be completed by December this year, the project we will launch won’t be dependent on any other factor for completion,” Malhotra said.



THE ECONOMIC TIMES

<https://economictimes.indiatimes.com/industry/services/property/-construction/neoliv-targets-rs-12000-core-revenue-in-3-4-years/articleshow/104524951.cms?from=mdr>

NeoLiv targets Rs 12,000 crore revenue in 3-4 years

By Faizan Haidar, ET Bureau • Last Updated: Oct 18, 2023, 03:41 PM IST

Synopsis

NeoLiv, a residential investment and development platform founded by Mohit Malhotra, plans to launch 10 projects with a revenue potential of Rs 12,000 crore over the next 3-4 years. The company has already received permission from SEBI to raise \$150 million through a category II Alternate Investment Fund. NeoLiv intends to develop residential projects in Delhi and Mumbai and has identified 13 projects for due diligence.



Representative image.

NeoLiv, residential investment and development platform, founded by **Mohit Malhotra**, former MD and CEO of **Godrej Properties** plans to launch at least 10 projects with the revenue potential of Rs 12,000 crore on the next 3-4 years.

NeoLiv has already secured the permission from the Securities & Exchange Board of India (SEBI) for a category II **Alternate Investment Fund** (AIF) with a plan to raise \$ 150 million including a green-shoe option of \$60 million.

It plans to develop 10 residential projects in Delhi and Mumbai using the first round of fund.

“We have identified 13 projects in Delhi-NCR and Mumbai and due diligence is on. We should be able to announce our first project in 2-3 months,” Malhotra told ET.

Wealth and alternates-focused asset firm

360 ONE, erstwhile II FL Wealth & Asset Management, has entered into a strategic partnership with strategic partnership with NeoLiv by making a minority entity-level equity investment.

“In the real estate sector, financial institutions and developer are two separate institutions but we have brought it together. While the fund raising should be completed by December this year, the project we will launch won’t be dependent on any other factor for completion,” Malhotra said.

NeoLiv is an integrated residential platform with a fund management business and a development arm.

The company will enter into joint venture or joint development agreement with the land owner and will share the profit with them.

“Developers historically have faced challenge of funding and in this company that will never be a challenge. We will do mid income housing and plotted development and will maintain the project also for better customer experience,” said Malhotra.

NeoLiv intends to utilize the funds to set up robust investment, corporate governance, and execution processes, hire top talent and establish a unique competitive edge in the real estate sector.

As India’s leading wealth and alternatives-focused asset firm, 360 ONE has more than \$40 billion in assets under management and helps over 6,800 high net-worth individuals (HNI) and ultra-HNI families, manage, grow and preserve their wealth.

NeoLiv is built in partnership as key management team members are equity partners with long-term commitment in the business. During founder Mohit Malhotra’s 12 years tenure at Godrej Properties, sales grew by 30 times, and over 90 projects with a development potential of 150 million sq ft were added to the company’s portfolio.

The integrated residential platform is designed to control the entire life cycle of a real estate project, from financing to handover, providing homebuyers the security of timely delivery. For investors, the platform aims to provide an opportunity to invest at the land stage and derive developer-level margins in the residential real estate sector.

<https://www.republicworld.com/business/real-estate/neoliv-eyes-rs-12000-crore-revenue.news>

Updated October 18th, 2023 at 18:03 IST

NeoLiv eyes Rs 12,000 crore revenue from 10-12 upcoming housing projects

NeoLiv has identified 12 projects in Delhi-NCR and the Mumbai Metropolitan Region and is currently in discussions with property owners for JDAs.

Business Desk

NeoLiv is planning to undertake the development of 10 to 12 residential projects with an estimated revenue potential of approximately Rs 12,000 crore.

NeoLiv, founded by Mohit Malhotra, former MD and CEO of Godrej Properties, in collaboration with six other equity partners, operates with two divisions: NeoLiv Capital Advisor and NeoLiv Real Estate.

NeoLiv Capital Advisor has received approval from the capital markets regulator SEBI for Category II AIF, aiming to raise \$150 million, which includes a \$60 million green-shoe option.

NeoLiv Real Estate will manage real estate projects through a development management model.

Equity partner expansion

Asset management firm '360 One', with a focus on wealth and alternatives has acquired a minority stake in NeoLiv, increasing the total equity partners to eight.

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Malhotra stated, "NeoLiv is an integrated residential platform with both fund management and development arms, creating a beneficial situation for all stakeholders, including investors and customers."

The first close of the AIF is anticipated by the end of this year. Malhotra, who spent nearly 12 years at Godrej Properties, is leading the venture.

Project expansion strategy

NeoLiv has identified 12 projects in Delhi-NCR and the Mumbai Metropolitan Region (MMR) and is currently in discussions with property owners for Joint Development Agreements (JDAs).

Malhotra explained, "We have identified 12 deals across NCR and MMR. We plan to develop 10-12 housing projects with an estimated revenue range of Rs 10,000-12,000 crore."

Expansion objectives set

The company aims to enter into 7-8 JDAs by the end of this fiscal year, with a total development potential of 10 million square feet. For plotted development, they may consider outright land purchases.

Malhotra added, "We expect to launch a minimum of two residential projects in the next fiscal year."

NeoLiv's projects will encompass group housing and plotted development, with a primary focus on serving customers in the middle-income segment looking for high-quality homes. The majority of their offerings will be priced between Rs 1-3 crore per apartment, and plots will range from Rs 50 lakh to Rs 1 crore.

(With PTI Inputs)

<https://www.rprealtyplus.com/news-views/neoliv-to-develop-12-residential-plotted-developments-in-ncr-mmr-112611.html>

NEOLIV TO DEVELOP 12 RESIDENTIAL & PLOTTED DEVELOPMENTS IN NCR, MMR

NeoLiv To Develop 12 Residential & Plotted Developments In NCR, MMR



BY REALTY PLUS

Published - Monday, 23 Oct, 2023



Residential investment and development platform NeoLiv has initiated a fund raise of \$150 million, with a green shoe option of \$60 mn. The company plans to develop 12 residential and plotted development projects in Delhi-NCR and Mumbai Metropolitan Region (MMR).

NeoLiv has been designed to manage every facet of real estate projects, from financing to execution to final handover and even post-possession management. The company is also exploring the possibility of joint development. It is targeting 10 million sq feet of development by the end of this fiscal. It is also eyeing plotted developments in markets like

Sonepat and Panipat among others. The company's bulk offering in the group housing development will be in the Rs 1 crore to 3 crore bracket.

NeoLiv is a real estate funding and development platform founded by former MD of Godrej Properties Mohit Malhotra and six other equity partners from the real estate sector. Earlier, alternates-focused asset firm 360 ONE (formerly IIFL Wealth & Asset Management) has entered into a strategic partnership with NeoLiv by taking a minority stake in the company.



<https://www.newsdrum.in/business/neoliv-plans-to-develop-10-12-housing-projs-having-revenue-potential-of-rs-12000-crore-1562311>

NeoLiv plans to develop 10-12 housing projs having revenue potential of Rs 12,000 crore

New Delhi, Oct 18 (PTI) Realty firm NeoLiv, set up by industry professional Mohit Malhotra, plans to develop 10-12 residential projects that are estimated to have a revenue potential of around Rs 12,000 crore.

NeoLiv is a residential real estate funding and development platform formed by Malhotra, former MD and CEO of Godrej Properties, along with six other equity partners. It has two divisions -- NeoLiv Capital Advisor and NeoLiv Real Estate.

NeoLiv Capital Advisor has secured an approval of Category II AIF from capital markets regulator Sebi under which it intends to raise USD 150 million, including a USD 60 million green-shoe option.

NeoLiv Real Estate will execute real estate projects under development management model.

Wealth and alternatives-focused asset firm '360 One' has picked up a minority stake in NeoLiv, taking the total equity partner to eight.

"NeoLiv is an integrated residential platform that has both fund management business and development arm, creating a win-win situation for all stakeholders including investors and customers," Malhotra told reporters.

The first close of the AIF is expected by the end of this year, he said.

Malhotra worked with Godrej Properties for nearly 12 years.

NeoLiv has identified 12 projects in Delhi-NCR and Mumbai Metropolitan Region (MMR) for development and talks are undergoing with landlords to enter into Joint Development Agreements (JDAs).

"We have identified 12 deals across NCR and MMR. We are looking to develop 10-12 housing projects with an estimated topline of Rs 10,000-12,000 crore," he added.

The company aims to enter into 7-8 JDAs by the end of this financial year with a total development potential of 10 million square feet. For plotted development, it might look at outright purchase of land.

"We expect to launch at least two residential projects in the next financial year," Malhotra said.

NeoLiv will take up group housing projects as well as plotted development.

"Our focus will be those customers who want to buy good quality homes in middle-income segment. The bulk of our offerings will be in price range of Rs 1-3 crore per apartment. Plots will be in a range of Rs 50 lakh to Rs 1 crore," Malhotra said.

Highlighting the business model, he said NeoLiv has been founded by professionals and will maintain high level of transparency and corporate governance.

"We are financially secure. Real estate developers, barring few large players, operate on low equity. Equity backing from AIF is a huge comfort for customers," Malhotra said.

The company would also focus on providing services to customers after possession of their apartments, he added. PTI MJH SGC RAM

Off Plan Property Exchange

<https://offplanpropertyexchange.com/news/former-godrej-properties-md-promoted-neoliv-plans-to-develop-10-housing-projects-in-delhi-ncr-and-mumbai/255906/>

New Real Estate Company NeoLiv Plans to Develop 10 Housing Projects across Delhi-NCR and Mumbai



By James Forsyth

Oct 18, 2023

Real estate company NeoLiv, founded by Mohit Malhotra, former MD and CEO of Godrej Properties, along with six equity partners, has ambitious plans to develop around 10 housing projects across Delhi-NCR and Mumbai. The company aims to launch five group housing projects and an equal number of plotted developments, with a total development potential of 10 million square feet.

NeoLiv has already identified 10 projects in Delhi-NCR and the Mumbai Metropolitan Region (MMR) for development and is in talks with landlords to enter into Joint Development Agreements (JDAs). The company intends to enter into 7-8 JDAs by the end of the financial year, with a focus on units in the price range of Rs 1 crore to Rs 3 crore. For plotted development, NeoLiv may consider outright purchase of land.

Mohit Malhotra stated that while the company is currently focused on capital deployment, they expect to launch at least two residential projects in the next financial year. These projects may include 1,000 housing units in NCR and about 800 in Mumbai, with the remaining being plotted developments. Possible locations for these projects include Noida, Gurgaon, Goregaon, Chembur, Vikhroli, and Borivali.

The target market for NeoLiv is middle-income segment customers looking to buy good quality homes. The majority of their offerings will be in the price range of Rs 1-3 crore per apartment, with plots ranging from Rs 50 lakh to Rs 1 crore.

To fund their projects, NeoLiv Capital Advisor has secured approval from Securities and Exchange Board of India for a Category II AIF, intending to raise \$150 million, with a \$60 million green-shoe option. The company is targeting the first close of funding by the end of December. Once the funds are raised, NeoLiv will be among the top 15 developers in terms of net worth, providing customers with confidence in timely project completion.

NeoLiv is an integrated residential platform, consisting of NeoLiv Capital Advisor and NeoLiv Real Estate. Their unique model in the residential market aims to provide end-to-end control by both raising a fund to invest in projects and developing the projects themselves. This model is a first in the housing space, according to Malhotra.

In addition, NeoLiv has recently gained a minority stake from wealth and alternatives-focused asset firm '360 One', bringing the number of equity partners to eight. The company also plans to offer post-possession services to their customers, including maintenance and facility management.

Sources: The Economic Times