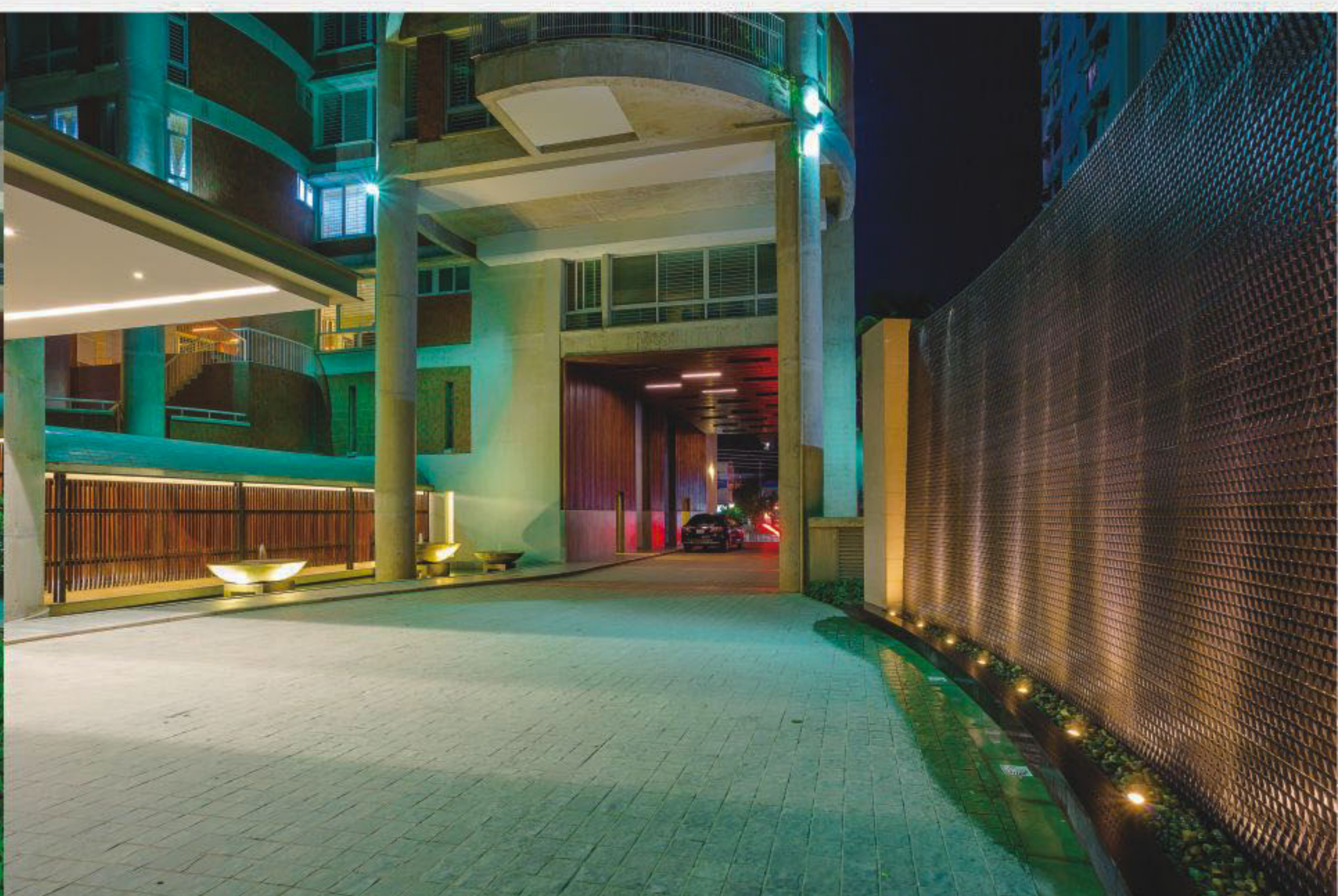
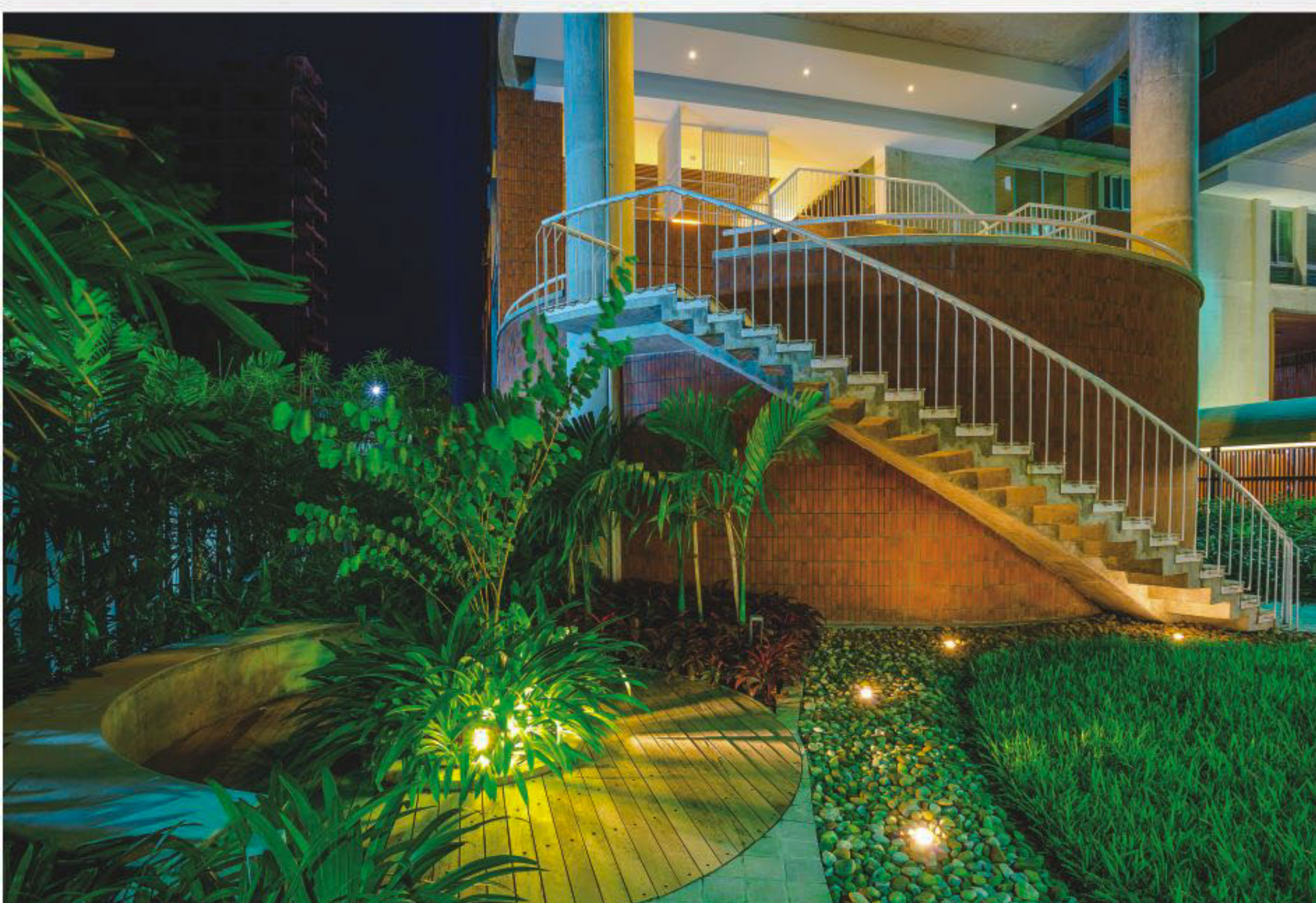


A future full of promises

in conversation with M Habibul Basit, CEO of Shanta Holdings Ltd.



To begin with, give us a brief overview of the real estate industry.

Real estate is basically an industry that is based on one of our most basic need; the need for shelter. We all want an address that we can call home. Some of us use our life's savings to secure a place of their own. As developers, it is our responsibility to ensure that customers get the best return on their investments and the best value for money. While the industry's initial focus was to fulfil the basic need, in the form of box style buildings, it has evolved so much more since then. The city's skyline is changing rapidly with the construction of distinctive and contemporary structures. You'll also notice that some developers are growing an inclination towards constructing green buildings, which are both energy efficient and eco-friendly. This positive mindset is inevitable, as progress is impossible without change. For instance, Shanta believes that constant innovation and incorporation of world class amenities in our projects is the best way to fulfil the lifestyle requirement of our people and make sure that their investment is worthwhile.

Why should people consider investing in real estate now?

Real estate is undoubtedly the wisest investment option at the moment. Some people assume that the price of real estate will go down in the future. But, people must understand that the price of real estate is very much stable right now. A smart investor will understand that our economy is growing consistently, income structure is improving, prices of raw materials are increasing and most importantly, availability of land is getting scarcer in prime locations. They should be able to predict the upcoming demand for housing and would definitely consider investing in a seasoned and competitive developer for higher return. Over the years, we have received impressive feedback regarding our property values. All of our completed projects experience price appreciation consistently which is remarkable.

Now that the interest rate on home loan has been lowered, how should people react to this?

I consider this as a lucrative opportunity for potential customers in multiple segments. The math is simple! Right now, banks have a surplus of liquid money that they need to reinvest in the market, hence they have lowered the interest rate on home loans. For people belonging to the middle and upper middle income groups, it is an attractive opportunity, which if they choose to avail, will enjoy a much lower rate of EMI. Plus, as we all know, rent prices of property is pretty much on the rise. So if a person decides to purchase an apartment right now, he can either live in the apartment or rent it out. Either way, he will have a passive income source in the form of savings from accumulated house rent which can be utilized to pay off the EMI.

However, this rate might not prevail much longer with the increase in number of loans. Smart investors will gain by being the first ones to avail this opportunity.

Does Shanta have any product that can be availed through home loans?

Well, technically home loans can be availed to purchase any property but we do have some attractive properties that can significantly be leveraged by availing a home loan. One such property is The Vantage. It is a beautiful condominium located in Banasree, which is a stone's throw away from Gulshan Avenue. It hosts several world class amenities which makes it an experience to live in. The best part of the project is the breath-taking view of Hatirjheel!

Apart from The Vantage, we have some other projects spread out throughout Dhaka city, mostly in prime locations like Gulshan and Baridhara lakeside, Banani, Dhanmondi, Uttara, Eskaton etc.

What are some current projects that you are excited about?

Well, it is safe to say that we have a balanced portfolio of exciting projects. Every project has something unique about them. For example, we have the best lakeside properties in the widest part of Gulshan and Baridhara Lake, beautiful south facing properties in Dhanmondi and Banani, The Vantage at Banasree which is a landmark on its own. We also have some exclusively designed commercial spaces in the most

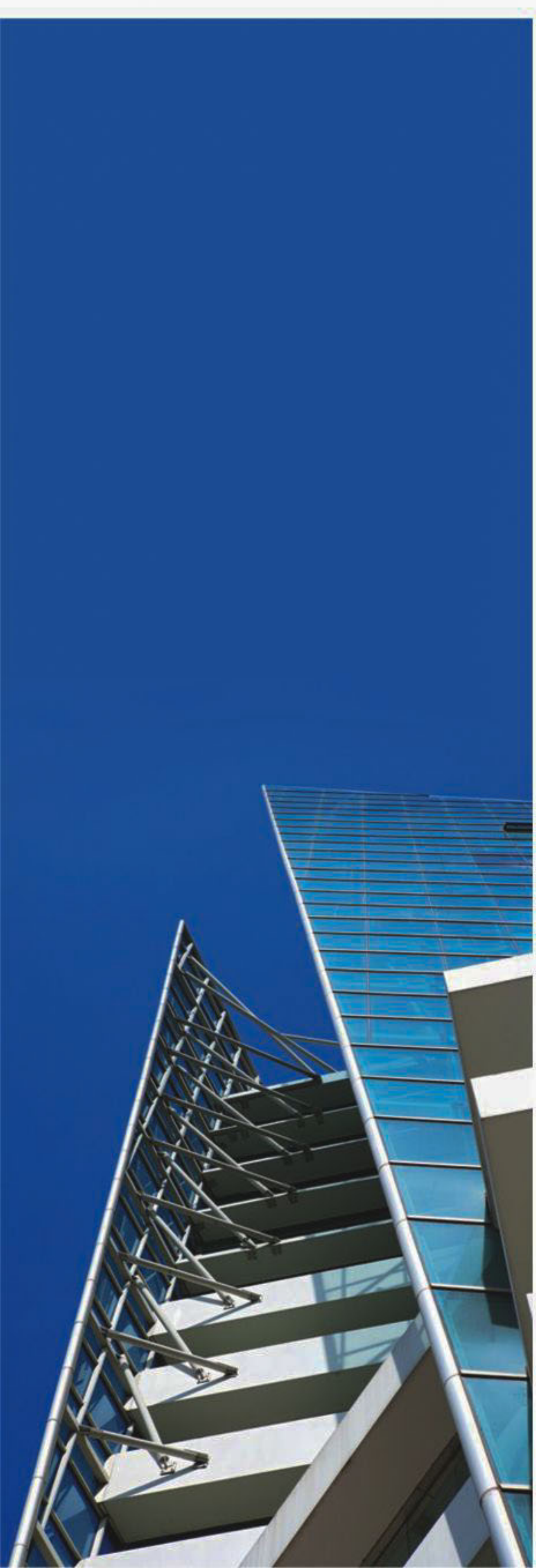
prime locations. For example, The Glass House, which is situated in Gulshan Avenue is a spectacular, one of a kind glass and metal structure. Another notable construction is the Skymark, which is also situated in Gulshan Avenue. It doesn't just end there! We are about to change the skyline of Tejgaon with the introduction of Forum One, which will redefine commercial spaces in Dhaka city! To sum up, you can say that every project that we build certainly has something to be excited about.

Anything exciting in the near future?

The future is full of promises. We are quite excited about some new residential and commercial projects that we are going to launch soon. Keep your eyes open because each of them are going to be a landmark on their own!



M Habibul Basit, CEO of Shanta Holdings Ltd.
Interviewed by: Amiya Halder



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