

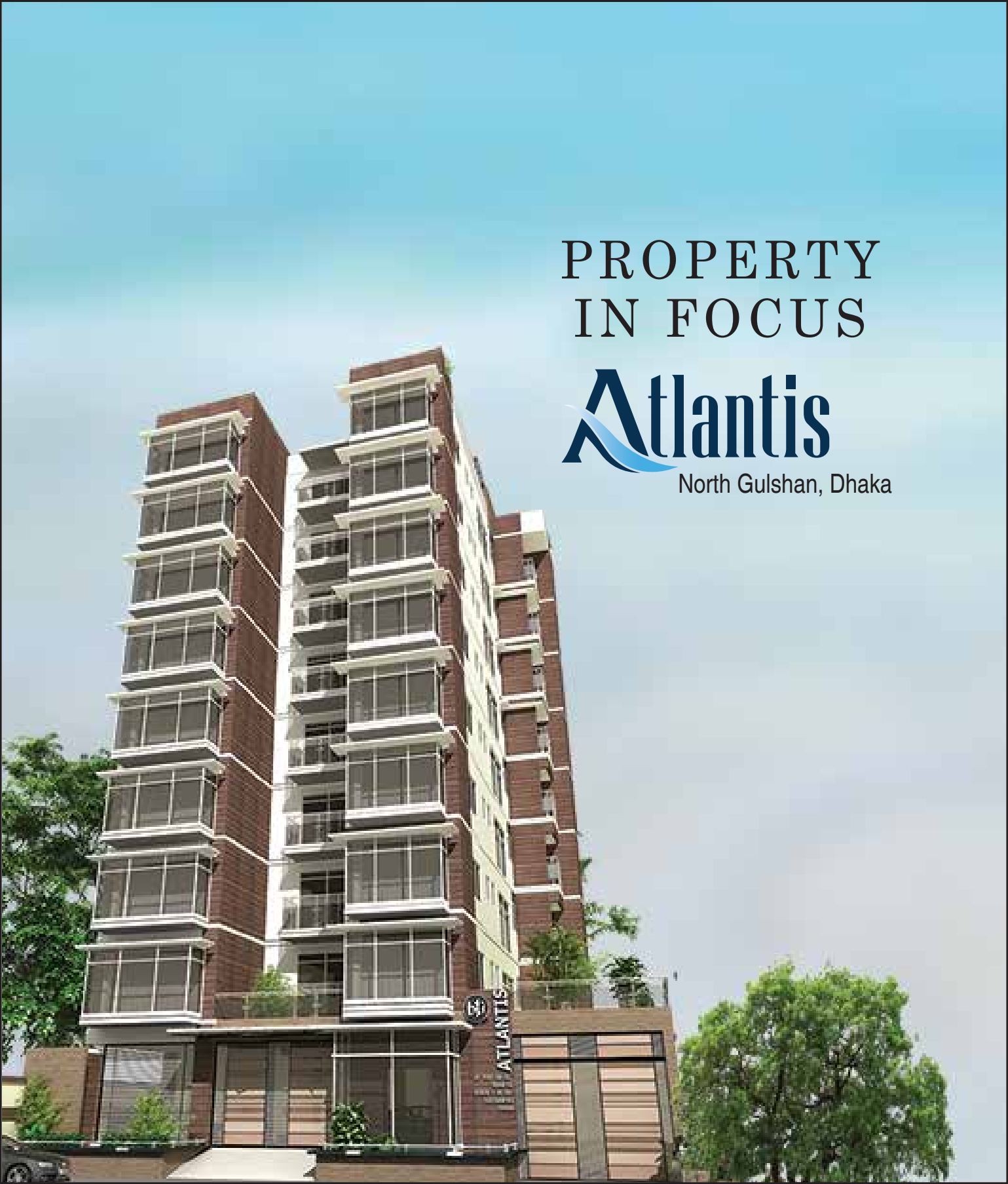
Newsletter

MARCH 2018

PROPERTY
IN FOCUS

Atlantis

North Gulshan, Dhaka



BUILDING
HOMES & CREATING
HAPPY MEMORIES FOR

35
YEARS
IN DHAKA

14
YEARS
IN CHITTAGONG

5
YEARS
IN COMILLA





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Celebrating



in pursuit of excellence...

A leading developer company in Bangladesh- bti has always prided itself on its continuous pursuit of excellence. We believe in setting an exemplary standard and exceeding our customers' expectations. In this month, we embarked on our journey as a pioneer real estate company in the real estate industry back in 1984 and in all these years we have had an exciting journey . We would like to thank all our patrons for their trust and support.

In this issue of newsletter, we focus on our 35th anniversary as well as an interview with Mr. Liakat Hossen, Deputy General Manager of Business Development. We also showcase one of our exclusive Premium Collection projects- Atlantis at North Gulshan, as well as our upcoming project, latest events, and happenings at bti to keep you informed and entertained.



In Talk with Mr. Liakat Hossen Deputy General Manager of Business Development at bti

The land is the fundamental building block of a real estate development and its procurement is vital for the Business Development department of a real estate developer company. In this issue of newsletter, we discuss the process and scope of joint venture project with Mr. Liakat Hossen, Deputy General Manager of Business Development at bti.

As a landowner, what are the advantages of giving land to bti?

Although there are nearly 2500 real estate companies in Bangladesh, only a handful of companies have retained the market with quality and commitment, and bti is one of the leading real estate companies that has emphasized on quality and commitment consistently. We aim to build a zero defect product in order to deliver the best product to our landowners and customers. We also ensure that we deliver the home on time as promised. Sometimes, we even deliver a project 3 to 4 months ahead of time.

Another advantage of bti is that we sell our products at a premium price, so if a landowner wishes to resale a portion, then he would get a high resale value. Apart from these, we also provide apartment selling, renting, and management services to the landowners.

We also boast of an unparalleled customer service team who provide our landowners with excellent customer service and keep the landowners and customers up-to-date with the

construction progress at every stage. Our landowners can also monitor the construction progress even if they live abroad by checking our website.

bti claims to deal with only dispute free lands. What is the assurance of it?

Before signing any Deed of Agreement, we collect a set of relevant documentation and send those to the concerned authority, such as RAJUK, CDA, etc for legal verification. We also verify the documentation from AC land office. Apart from these, we have our own expert legal team who carries out legal vetting and makes sure that there are no issues like mortgage or problems in the chain of ownership.

When we get a prospective customer, we can show the documents at any time; we have an in-house vault which holds all the verified documents to ensure our

projects are on dispute-free lands.

What is the process of doing a joint venture with bti?

It is very simple. Once we get a lead from a reference or executive, we communicate with the landowner and discuss the development plan, apartments, financial benefits, and terms and conditions. After an agreement has been reached, we collect the relevant documents from the landowner and send it for legal vetting and verification from the concerned authorities. We also have an audit to inspect the site physically to see if there is any dispute or not. Then, we have a signing ceremony to initiate the joint venture project.

Does bti have any plan to take lands outside Dhaka, Chittagong, and Comilla?

We carry out periodic surveys in various areas, in or outside Dhaka to see if the area is feasible for our project and if it is affirmative, then we will surely look forward to expanding our regional portfolio.

When doing a joint venture project, what is the most important thing a landowner should consider or be aware of?

Apart from being aware of the quality of projects as well as track record of fulfilling commitment to the customers, the landowner needs to be aware of the financial strength of the company, so that it is capable of delivering the project on time. For example, bti has the highest credit rating of AA3 in the real estate sector and always completes projects on time, and sometimes, even ahead of time due to the high financial strength. Even if in any unit from bti's portion remains unsold, bti never delays the construction and provides timely handover to the landowner.

“ We also ensure that we deliver the home on time as promised. Sometimes, we even deliver a project 3 to 4 months ahead of time.”



Home Buyer's Guide

Things to consider when entering a joint venture project

For any real estate development, the land is the core element. However, it also requires additional resources. For example, you might be a landowner but do not possess the finances or resources for the development. On the other hand, real estate companies have the resources as well as the finances for real estate development but have limited access to a suitable land. In such cases, a joint venture agreement can be made between you and the real estate developer company, where both the parties receive mutual benefits.

When deciding to carry out a joint venture project, there are certain factors you need to consider. Here we highlight 5 factors you need to evaluate before deciding to enter a joint venture project:

Know the developer company

The most important and obvious thing- do as much research as you can so that you understand the corporate culture of the organization. Has the organization done joint ventures before? What were the results? What is their reputation in the market? Do they have the financial solvency? Check out websites, social media sites, and find out from those who have done joint venture projects with them.

Discuss in detail what each party will gain

Since the purpose of the joint venture is to ensure both the parties get mutual benefits, you need to have detailed discussion about issues such as the signing money, portion of apartments to be divided, handover date, and so on.

Ensure transparency

There should be transparency between you and the developer company. You should discuss openly building design, apartment floor plan, features, and amenities, etc. You should check that the developer company is following the building rules and guidelines, and shares with you the approved plan for the project.

Read the Deed of Agreement thoroughly

Make sure you read carefully the Deed of Agreement and understand the terms and conditions specified clearly before signing. The Deed of Agreement should specify details about the joint venture project such as the number of apartment units, apartment size, features, handover date, etc.

Keep up-to-date with the construction progress

You should stay updated with the construction progress of the project. Ask them if they provide monthly reports and how to access them. Reputed developer companies will email you the updates monthly, and also have an assigned customer service rep to answer any queries you may have. You can also visit the construction site unannounced to see the quality of work.

With the above-mentioned tips, you can make an informed decision when signing a joint venture project. There are many instances when landowners are left in the lurch after entering a joint venture agreement without any sign of the proposed project taking off. So make sure before signing, you have done your due research to safeguard yourself from fraudulent developer companies.



Property in Focus

Atlantis

North Gulshan, Dhaka

Atlantis is a Premium Collection home from bti, situated in the prestigious area of North Gulshan. Nestled in a quintessential residential area, yet just a stone's throw away from the sparkling Gulshan Avenue, Atlantis ensures you have all the perks of living in Gulshan while taking in the scenic beauty of Gulshan Lake and Gulshan Park. The neighborhood gives you easy access to a luxurious and convenient lifestyle with a plethora of fine dining restaurants, multinational companies, reputed educational institutes, as well as renowned hospitals just around the corner.



Atlantis has been crafted to perfection, ensuring all the apartments are well ventilated and brightly-lit. Atlantis offers single-unit homes over a sprawling 8 katha land for an unmatched luxury living experience. The apartments at Atlantis comprise spacious apartments with 3371 sft and 4 bedrooms as well as 4 bathrooms for a comfortable and luxurious living.

Apart from its spaciousness and openness, Atlantis comes with an abundance of luxury features. The rooftop is a serene sanctuary where you can relax and enjoy in the garden area or throw the most happening party in town with the BBQ area and community

hall. Care has been taken to ensure your home at Atlantis allows you to enjoy meaningful relationships with your loved ones and celebrate life. Atlantis also promises to be a safe haven with state-of-the-art security features like CCTV monitoring, modern fire protection system and comes with imported fittings and fixtures. With contemporary design and modern facilities, Atlantis is a gateway to an unparalleled luxury living experience in the most elite area of Dhaka.





Celebrating 35th anniversary

bti celebrated its 35th anniversary grandiosely on 27th February, 2018 in its Dhaka, Chittagong, and Comilla branches. All the employees of bti including the high officials attended the program to celebrate the occasion. The theme of the 35th anniversary was “Celebrating the fulfillment of our dreams”. On the occasion of the 35th anniversary, bti offered special deals on ready apartments in various locations to fulfill the dream of homeownership.



Handover Ceremonies

The handover ceremony is a memorable event for our valued customers as they receive the keys to their dream home with great enthusiasm and expectation. We try to ensure this day remains a fond memory in the lives of our customers with our timely delivery and quality product. Here are a few snapshots of our recent handover ceremonies.



Mr. Kamrul Islam and family receive handover of apartment unit in Astoria



Mr. Kawsar Ahmed and family receive handover of apartment unit in The Accord

Post-Handover Meeting

Our bond with our customers is a lifelong one. So even after handover, we try our best to make sure that the homeownership journey remains a joyful one after you have moved into your new home. The post-handover meeting is an effort on our part to ensure you always receive unparalleled customer service from us.



Post- Handover meeting with apartment owners of Casilda

Flamingo

BASHUNDHARA

Tucked away in the serene location of Bashundhara R/A, Flamingo welcomes you with a stunning exterior façade. A 9-storied modern residential building, Flamingo has been designed to indulge you in an exquisite urban living experience. Single-unit homes and south facing, every apartment at Flamingo ensures you provide your children with a healthy living environment with ample light and ventilation.

Besides the striking exterior façade and well-planned layout, Flamingo also lets you enjoy life to the fullest with your loved ones on a tranquil rooftop retreat. Endowed with lush greenery and a community hall, the rooftop allows you to sit back and relax or mingle with your friends and family during special gatherings.

Abound with luxury fittings and modern features, Flamingo gives you a taste of the apogee of contemporary apartment living.



Joint Venture Agreements

At bti, our landowners are our valued patrons and we strive to uphold our commitment of timely handover since they entrust us with their most valued possession.

Here are a few of our recent land signing ceremonies.



Land signing ceremony of Silver Creek- a 7.1 Katha land in Banani



Land signing ceremony of Venetian- a 5.38 Katha land in Banani



Badminton Championship 2018

bti for the first time arranged Badminton Championship for the customers and their families as part of our customer engagement programs. The tournament started on 22nd January, 2018 and the grand final was held on 17th February, 2018 at bti Park Panorama, Gulshan. Mr. Moqbul Hossen and his family, who are the apartment owners of Queens Park, came out as winners of the championship. Several customers with their families, as well as bti employees including Managing Director and other senior officials, were present at the event to cheer for the participants and make it a grand celebration.





Crafting an unparalleled
Living Experience



**REHAB
CHITTAGONG FAIR 2018**

Stall NO: **CS 06**

Date: 08-11 February, 2018; Time: 09:30 AM to 08:00 PM
Venue: Radisson Blu (Lal Khan Bazar, Chittagong)

bti at Chittagong REHAB Fair

bti participated as a co-sponsor of Chittagong REHAB Fair 2018 which started from 8 February, 2018 to 11 February, 2018 at Radisson Blue Chittagong Bay View. bti showcased several ongoing and ready projects with multiple special offers in the fair. Some of the highlighted projects from bti at the fair included Ispahani Regal at South Khulshi, New Haven and The Orient at Panchlaish, The Imperial Plaza at Halishohor, etc.



Signing Ceremony with BSRM



Building technology and ideas ltd and BSRM, a leading steel manufacturing company in Bangladesh, signed a MoU for joint promotional activities on 4th February, 2018 at bti Celebration Point.

Mr. H.M Tarikul Kamrul, Chief Operating Officer of bti and Mr. Abul Hasnat, Assistant General Manager of BSRM signed the agreement on behalf of their respective organizations.



Mr. Mujtaba Islam (Shubho) has joined as Chief Architect in the Design Department.

He has a vast experience of more than 20 years in Design, Construction and Project Management both in local and international companies. He completed his Bachelor in Architecture from BUET. He also has a Diploma in Construction Management from George Brown College, Canada. Prior to joining here, he worked as Chief Architect in Amin Mohammad Foundation and Amicus Properties.



Mr. Anwar Kabir Chowdhury has joined as Deputy General Manager in the Procurement Department. He has an experience of over 17 years in Commercial and Procurement departments. Prior to joining here, he has worked in several reputed companies like Ahsan Group, Asset Development & Holdings Ltd, BRAC, etc.

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