



Embassy Industrial Parks Private Limited

Anshul Singhal, CEO & Director

Q. Kindly give us the details of operations of Embassy Industrial Parks.

A. Embassy Industrial Parks was formed to address the challenges of companies grappling with the building and management of industrial and warehousing spaces in a large, diverse and geographically distributed market like India. Embassy is committed to bringing quality Grade A, industrial, light manufacturing and warehousing spaces in close proximity to leading consumer and industrial centres across India. Built on land parcels between 50-200 acres near 7 key cities – Ahmedabad, Bangalore, Chennai, Delhi NCR, Hyderabad, Mumbai and Pune, these parks will be fully master planned to specifically cater to industrial and logistic traffic movement. They will boast of a host of special amenities such as truck parking, canteens, rest areas, dormitories, business centres etc. ensuring that each park becomes a self-sustaining business environment.

Q. Which are the key industrial segments do you cater to?

A. The Embassy Industrial Parks team leverages its national reach. They partner with local landowners to help manage local and historical land related issues all over the country hence we cater to a national client base with complete effectiveness. These modern, well planned, technology-enabled industrial and warehousing spaces are targeted at industry verticals like 3PL, e-Commerce, Automobile Ancillaries, FMCG and Retail. We help international and multi-national clients with specific mandates to search for land in pre-defined areas, acquire land on their behalf and then proceed to develop a complete campus or a “build to suit” facility. For industries wishing to expand their operations while limiting their up-front capital expenditure, we offer a complete build to suit space to augment existing operations. This expansion is limited to building and fit-outs in return for a rental, which will be on a long term, flexible lease basis.

Q. Kindly highlight the key achievements of your company in the last 5 years.

A. Embassy Industrial Parks, a joint venture between Embassy Group and Warburg Pincus represents a synergistic relationship that brings deep experience and expertise to companies that are wrestling with the logistics and warehousing challenges. The company was formed in 2014 under the leadership of CEO, Anshul Singhal. The authentic approach of this business ensures that they are successful before others. The team behind Embassy Industrial Parks has the capability of buying land, constructing and leasing it. In a short span of time, they have acquired approximately 370 acres of land located across Chennai, Pune and Delhi/ NCR with a total built up potential of 8 million sq. ft. Their first project is Chakan, Pune. Construction of the building has commenced with the first building to be handed over by the end of the year. There is already a pre-commitment of 1million sq. ft. in this project. Besides this EIP has already signed land deals in Delhi & Mumbai.

Q. What is the company's expansion strategy, both in the short term as well as the long term?

A. The future of Industrial real estate in India is very bright. It is already being termed as the future of India real estate. Warehousing and Industrial logistical requirements are growing and this growth is here to stay. Indian consumers are demanding better quality and smarter spaces which are not just comparable but higher than international standards. The biggest indicator of its future is that the government of India plans to build multimodal logistic parks across the country with an investment of INR 33,000 crore in a bid to bring down costs incurred in logistics, it will also lower the overall freight cost, reduce vehicular pollution and congestion and will enable reduction of warehousing costs of the country. Embassy Industrial Parks aims to build 20 million sq. ft. of industrial and warehousing space over the next 5 years across India. We have already signed lands at various stages of acquisition in Chennai, Delhi, Pune, Mumbai & NCR and we are actively working to acquire lands in Gujarat and Kolkata.