

Commercial Realty

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COMPANY PROFILE



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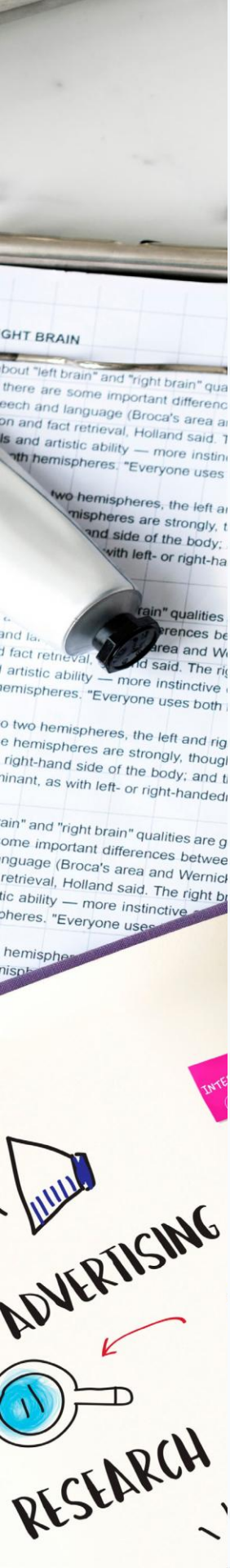
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BOARD OF DIRECTORS

Director C.E.O

Mr. Shalutha Samaratunge

Director of Finance

Mrs. Maneesha Seneviratne

Director of Administration

D.S.Y Samaratunge

CORPORATE INFORMATION

Name of the Company:

Commercial Realty (PVT) Ltd

Registration Number:

PV 11147

Legal Form:

A Private Company with limited liability re registered under the Companies Act No 07 of 2007 on 04th June 2010 in Sri Lanka

Tax Payer Identification Number

114483486

Registered Office

60/9, Gammana Road, Maharagama

Business Address

No.132, 2nd Floor, High level Road, Maharagama

Tel: 0114389900 Fax: 0112837166

E-Mail: Info@commercialrealtylk.com

Web: www.commercialrealty.lk

Company Secretary

S & A Consultants (Pvt) Ltd

Commercial Secretaries & Consultants (PVT) Ltd

Company Lawyers

Mr. W.H.M.D. Bandara

Mrs. Disna Thenabadu



ABOUT US.

Commercial Realty (Pvt) Ltd engages in Real Estate and Property Development. Incorporated in 2006, our activities commenced in May 2010. As a registered property development company, we provide the essential need of shelter and land in our country, complete with all modern infrastructure facilities. We cater to business people, professionals, and lower - income earners, such as factory employees, as well as many others who are keen to live in the suburbs.

Apart from real estate development and construction, Commercial Realty (Pvt) Ltd engages in property exchange, management, financing, and brokerage activities. Therefore, the Company is, in effect, a total property solutions provider.

Our Total Capital Equity stands at 59 million, and our current tradable assets are valued at 230 million. Through its property trading activities, the Company earned high returns in the last financial year alone. For the upcoming financial year, we aim to achieve a revenue of 400 million.

Through a clear market focus, innovative thinking, and a high level of financial discipline, Commercial Realty is steadily achieving success. Providing the best options to the customer is our main objective, and this philosophy is the reason we have earned high returns over the past financial years.

Commercial Realty (Pvt) Ltd has a capable team of professionals who are widely experienced in their respective fields. The Company is dedicated to further strengthening the team by providing continuous training and instruction. We currently have 28 permanent staff members.

We are proud that, as a growing company with a focused staff, Commercial Realty has successfully completed 25 estate projects and delivered 1,520 blocks. We have built a strong customer base and a solid reputation. We are currently managing 14 active estate projects, with several new projects currently being marketed.

Commercial Realty is ready to offer the best options for our customers, together with a host of supporting services including legal and financial support, to make their dreams a reality.

OUR MISSION

- We are a company that develops shelter for all human needs in Sri Lanka. Owning beautiful land is everyone's dream, and we have made it our mission to make that dream a reality. With our exclusive experience and marketing, we provide the country's best options for your land and housing requirements. We proudly cater to middle- and lower-income government employees.

- Delivering a well-engineered product is our motive. We know that buying a piece of land or a house is the investment of a lifetime. To make it a reality, we guide you every step of the way with our expertise. We remain loyal to our patrons, extending constant support to ensure complete customer satisfaction.

- We proactively respond to customer needs by delivering quality solutions in an efficient, professional, and ethical manner, ensuring customer satisfaction through socially and environmentally responsible practices.

OUR VISION

- Our vision is to create better housing solutions across the globe. Our objective is to successfully enter the housing industry in Sri Lanka by utilizing recognized technology and delivering exceptional reliability.

OUR VALUES

- We offer an island-wide service, selling land plots to provide quality living spaces specifically tailored to lower- and middle-class groups. Over the past ten years, we have established a leading market position and built an excellent reputation in land sales. Our next goal is to construct a diverse range of homes to meet the needs and affordability of middle- and lower-class families.

PROFILE OF DIRECTORS

Mr. I S Samaratunge (Director General Manager)



Mr. Shalutha Samarathunge is an alumnus of Nalanda College's 1995 batch. His career began in 1995 as an Area Sales Officer at Ruhunu Agra Fertiliser in the Ampara District, where he demonstrated early leadership potential.

In 1997, he transitioned to Ceylinco Consolidated as a Project Officer. Over a span of 14 years, his strategic vision and dedication propelled him to the position of Director of Real Estate, playing a crucial role in the company's growth.

In 2010, Mr. Samarathunge founded Commercial Realty (Pvt) Ltd., a firm recognized for its innovative approaches. With over 26 years of significant contributions to the real estate sector, his visionary leadership has established the company as an industry leader.

His academic achievements include an MBA from the University of Honolulu, U.S.A., a Diploma in Real Estate Management from the National University of Singapore, and a Diploma in Business Management from a reputed institution in India. He is also a certified marketer from the Sri Lanka Institute of Marketing (SLIM).

Mr. Samarathunge is a director of several companies, including Commercial Residencies (Pvt) Ltd, Commercial Realty & Construction (Pvt) Ltd, Commercial Secretaries and Consultancy (Pvt) Ltd & Ceylon Fortress (Pvt) Ltd.

He is actively involved in The Management Club (TMC) as Chairman of TMC Mount Lavinia, following five consecutive years as Secratary & Treasurer, and is a member of the Lions Club of Nawala. On a personal note, he is married to Maneesha Seneviratne, and they have three daughters. Mr. Samarathunge's leadership continues to drive the success of his ventures, making him a respected figure in the real estate industry.

Mr. D.S.Y. Samaratunge (Director Human Resources & Administration)



Mr. D. S. Y. Samaratunge has nearly 34 years of experience in the Police Department, serving from 1st May 1971 to 3rd April 2005. During this time, he rose from the rank of Inspector to Senior Superintendent of Police. He served as the Superintendent of Police in charge of the Elpitiya, Tangalle, Matara, and Ampara Districts, and concluded his police career as Senior Superintendent of Police / Deputy Director at the Criminal Investigation Department from 1996 until his retirement on 3rd April 2005.

Following his retirement, he joined Lion Brewery (Ceylon) PLC a company listed on the Colombo Stock Exchange as a Security Consultant from May 2005 to January 2013.

Since February 2013, Mr. Samaratunge has been serving as the Director of Human Resources & Administration at Commercial Realty (Pvt) Limited.

Mrs. Maneesha Seneviratne (Director Finance)



Mrs. Maneesha Seneviratne is an alumnus of Methodist College, Colombo 03, where she completed her A/Ls with the Batch of 2002. Upon completing her school education, she qualified in AAT and began her professional career in 2003 at Colt Trading (Pvt) Ltd as an Accounts Clerk.

In 2005, she joined Suyamas, where she worked across both the Accounts and Sales divisions. Seeking further growth, she moved to Waverly (Pvt) Ltd in 2007 to serve as the Coordinator for the Business and Proposal unit. She held this role until the establishment of the Commercial Realty Group in 2009, which she then joined. Since then, she has been functioning as the Director – Finance, successfully overseeing the entire financial division to date.

Mr. Thushara Sandaruwan – (Chief Executive Officer)



An experienced chief executive with a diverse background spanning real estate, project development, hospitality, business management, media and public service. He currently leads five organisations as Chief Executive Officer: the Commercial Realty Group, Indraloka Projects (Private) Limited, Light Foundation Sri Lanka, Cilantro Luxury Leisure (Private) Limited and the Edna Group of Companies.

His career includes senior roles as Brand Manager, Media Director, Journalist and Editor-in-Chief, with long-standing leadership in Sri Lanka's newspaper industry. At the Ministry of Indigenous Medicine he served as Media Secretary and Parliamentary Advisory Committee Representative, represented Sri Lanka in Switzerland, South Africa and India, and led initiatives promoting Sri Lankan indigenous medicine in Germany, the United Kingdom and Japan.

Mr. Dulmini Bandara – (Company Secretary and Legal Manager)



Mr. Dulmini Bandara studied at Ananda Shathralaya and entered the Faculty of Law, University of Colombo, where he obtained his LLB. He then entered the Sri Lanka Law College and was admitted to the bar as a Supreme Court lawyer. He practiced as a lawyer at the Kalutara Bar. Later, he joined the Ceylinco Group as a Legal Officer and served for 20 years in the real estate sector. He joined Commercial Realty (Pvt.) Ltd as Legal Manager in 2017 and continues to serve to date.



P.A.D.BANDUSIRI

AGM Real Estate Operations



D.S.J. HEWAVITHARNA

B,sc Eng.(Civil Engineering) University of Peradeniya



HASITHA ATHAPATHTHU

Accountant



SRICA PERERA

Accounts Executive



UDENI ABEYKOON

Legal and Documentation Executive



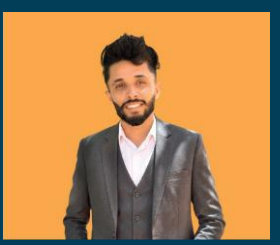
BUDDHINI HETTIARACHCHI

Assistant Manager Customer Experience



SITHARA ATHUKORALA

Sales and Operation Specialist

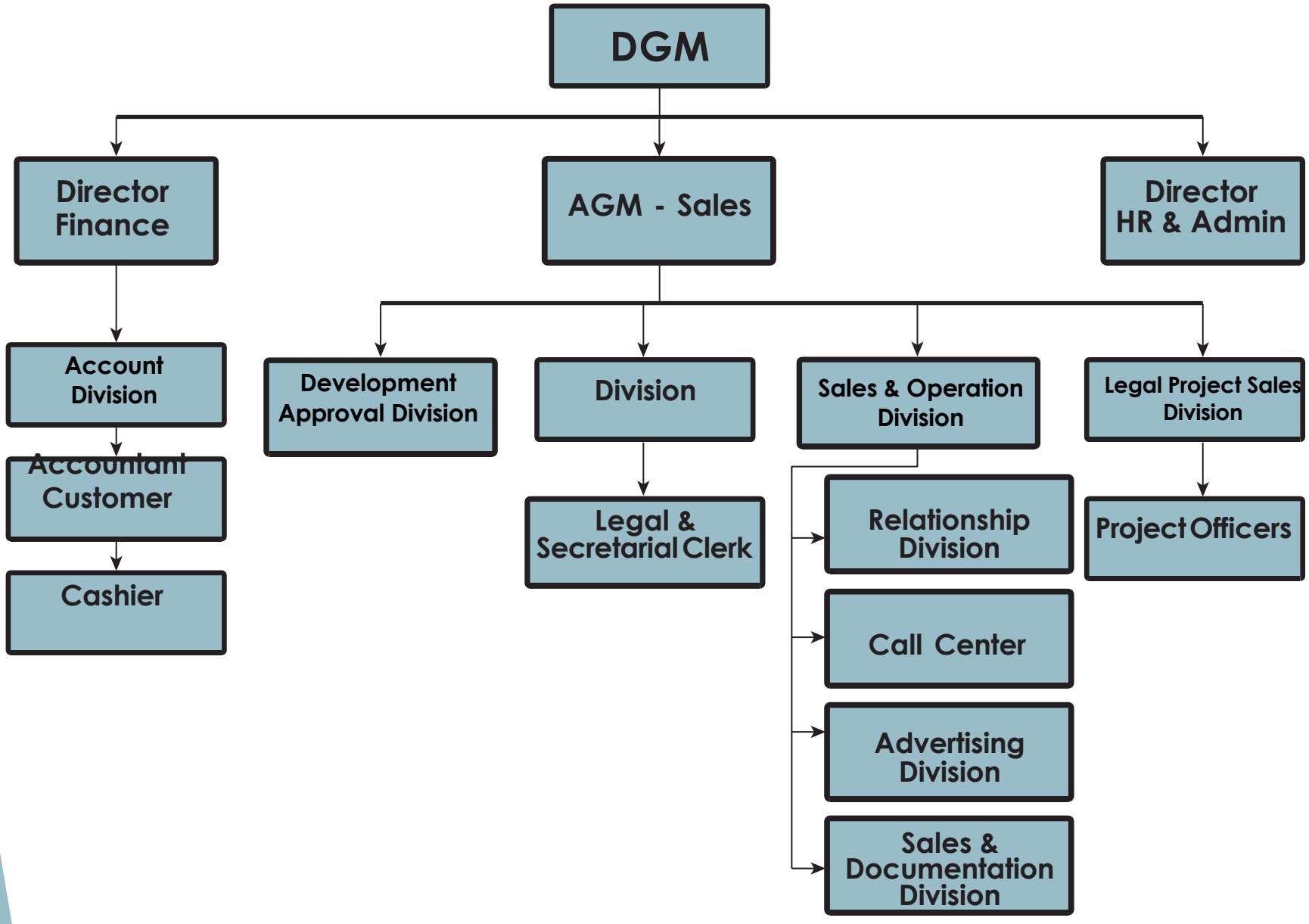


MAYURA LASANTHA

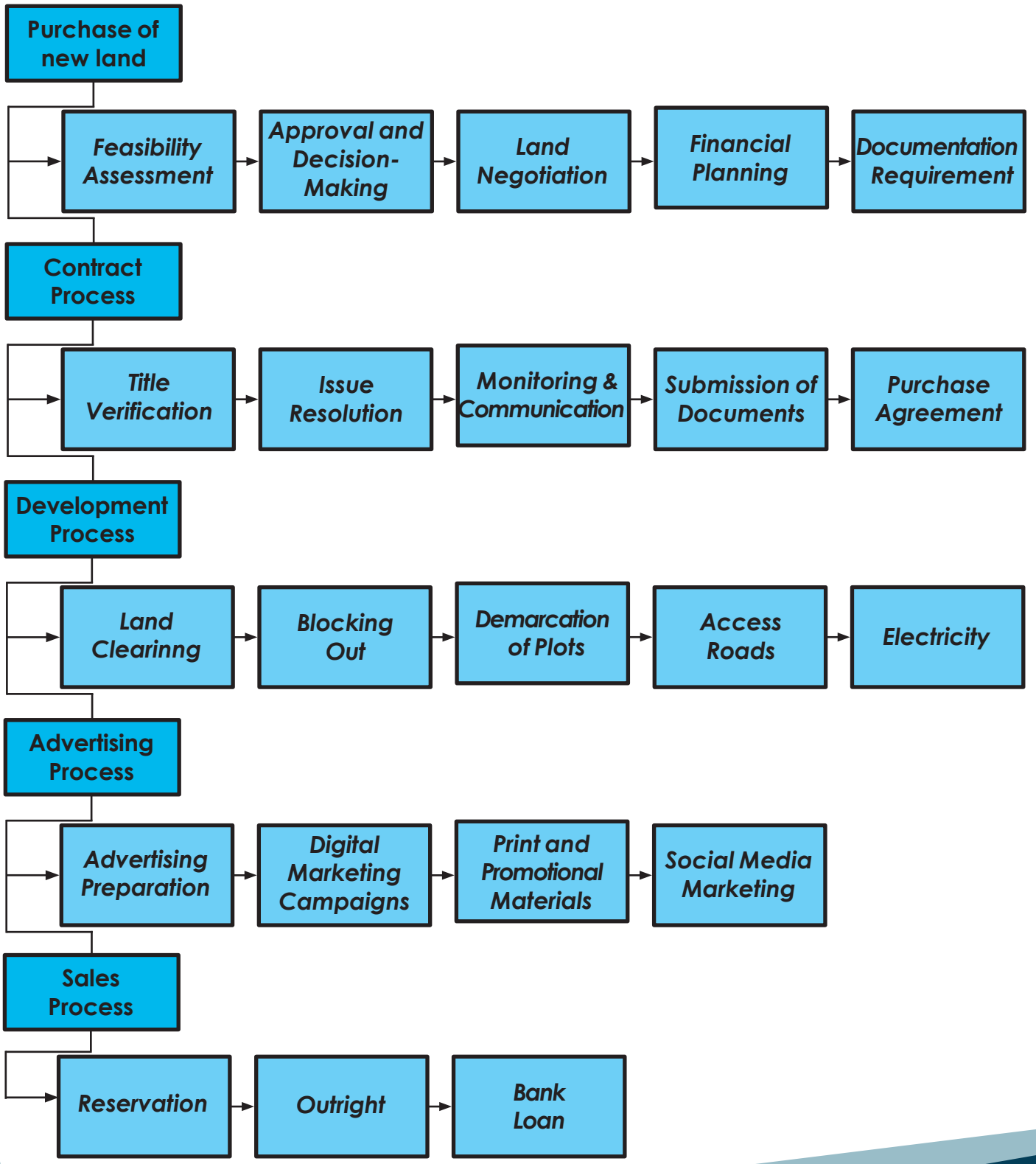
System Administrator

MeettheTeam

Operational Chart - Commercial Realty (Pvt) Ltd



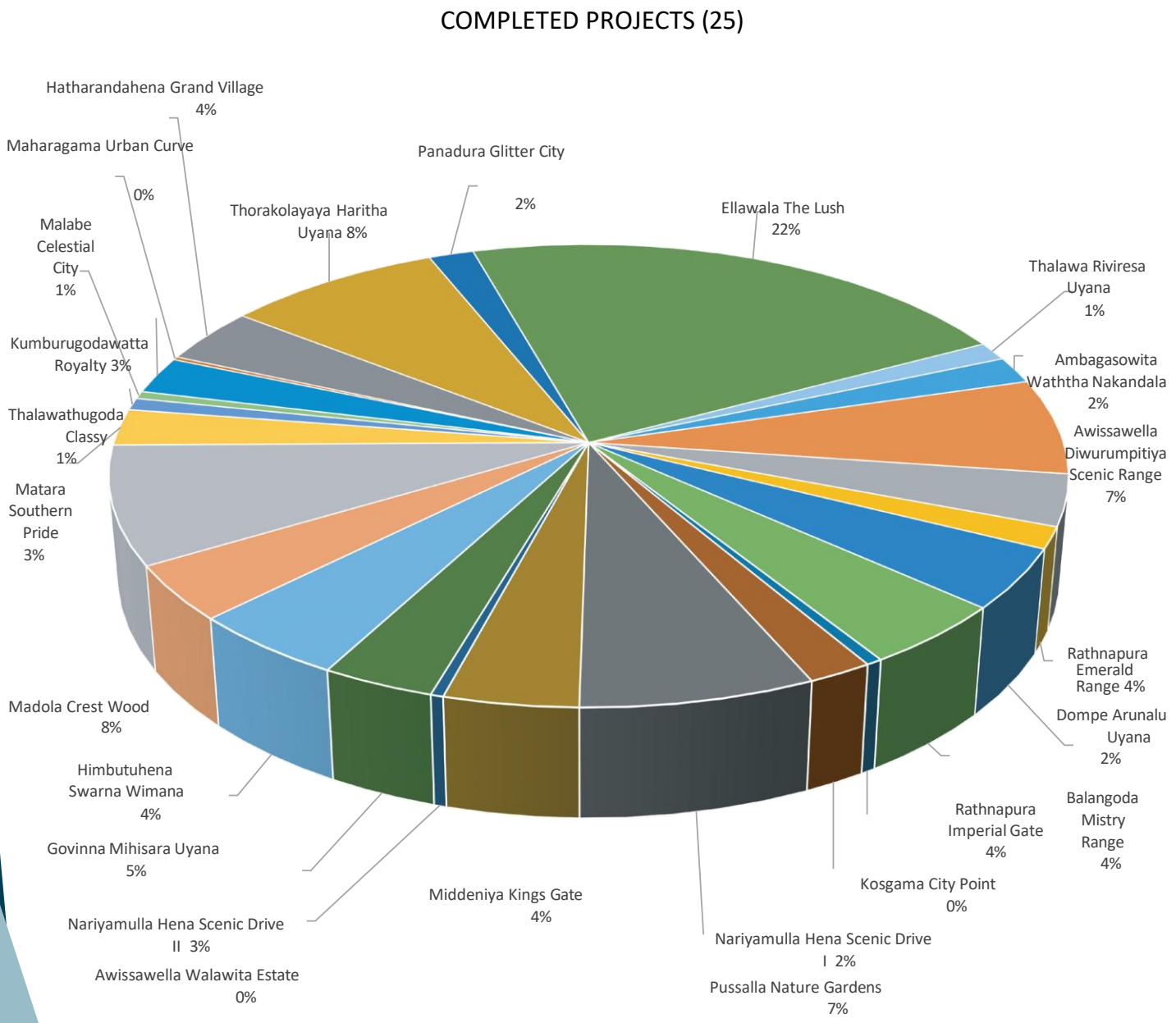
BUSINESS OPERATIONAL FLOW CHART



COMPLETED PROJECTS

COMPLETED PROJECTS (25)					
Location of the project	**Unique Name**	**Extent**	**Purchase price (million)**	**No of Blocks**	**Total Revenue**
Ambagasowita Waththa	Nakandala	162.75	4.00	16	7.00
Awissawella Diwurumpitiya	Scenic Range	581	10.50	49	29.80
Rathnepura	Emerald Range	310.95	6.00	28	21.00
Dompe	Arunalu Uyana	131.55	3.50	11	7.20
Balangoda	Mistry Range	366.85	3.00	35	13.30
Rathnepura	Imperial Gate	386.04	17.10	38	55.50
Kosgama	City Point	41.67	2.10	4	2.20
Nariyamulla Hena	Scenic Drive I	166.6	4.60	15	12.40
Pussalla	Nature Gardens	604.95	8.50	52	32.90
Middeniya	Kings Gate	345.96	6.70	32	2.00
Awissawella	Walawita Estate	33	5.50	33	19.50
Nariyamulla Hena	Scenic Drive II	291.22	7.60	28	22.10
Govinna	Mihisara Uyana	409.65	10.70	29	28.00
Himbutuhena	Swarna Wimana	336.9	6.50	14	23.00
Madola	Crest Wood	718.4	20.30	58	92.00
Matara	Southern Pride	221.05	4.50	20	12.50
Thalawathugoda	Classy	73.05	22.40	8	31.00
Malabe	Celestial City	46.05	13.50	2	25.80
Kumburugodawatta	Royalty	224	11.80	10	25.90
Maharagama	Urban Curve	19.51	23.41	3	33.35
Hatharandahena	Grand Village	336.53	5.90	32	30.00
Thorakolayaya	Haritha Uyana	729.6	6.10	63	20.00
Panadura	Glitter City	150.4	48.10	14	73.60
Ellawala	The Lush	1895	53.70	226	175.40
Thalawa	Riviresa Uyana	111.6	1.50	10	4.94

COMPLETED PROJECTS



Ø Awissawella Land - SCENIC RANGE

The project commenced on 1/7/2011 and is located at Divurampitiya Junction, Heen Ella Road, just past Awissawella Town. It is approximately 200m away from the High-Level Road (Colombo-Ratnapura). The site is close to both Divurampitiya and Awissawella. There are 48 blocks with a total revenue of 29.8 million. This is an ideal location for residences and business ventures; all facilities such as water, electricity, and a 20' wide road are available. Supermarkets, schools, and banks are just a few minutes away from this wonderful land.

Ø Rathnapura Land – EMERALD RANGE

The project commenced on 2/2/2012 and is located in Ratnapura New Town, about 490m away from the High-Level Road (Colombo – Ratnapura). There are 37 blocks with a revenue of 21M. There is water, electricity, and wide tar roads, which are close to Ratnapura New Town.

Ø Dompe Land – ARUNALU UYANA

This project commenced on 26/06/2013 and is situated in Giridara village, within the Dompe Pradeshiya Sabha limits. It faces the Colombo-Poogoda main road. All infrastructure and utilities are available on-site. The Dompe land development consists of 10 blocks, with a total revenue of Rs. 7.2 million.

Ø Balangoda Land – MISTY RANGE

This project commenced on 24/08/2012. It is located 3km from Balangoda Town and 900m away from the Ratmalvinna Junction. The site features 35 blocks with a projected revenue of Rs. 13.3 million.

Ø Rathnapura Land – IMPERIAL GATE

The project commenced on 01/11/2012. This block of land is situated approximately 200m away from the main road, with all infrastructure supplies available on-site. There are 38 blocks with a total valuation of Rs. 55.5 million. The total extent of the land is 526.50 perches. This is an ideal location for both residential and business ventures, as essential facilities such as water and electricity are available, while wide roads and schools are just a few minutes away.

Ø Kosgama Land – CITY POINT

The Kosgama Project commenced on 04/11/2011. It is situated in Kosgama Village in the Udugaha Pattu of Hewagam Korale. There are 6 blocks with a total revenue of Rs. 2.2 million.Rs. 7.2 million.

Ø Pussalla Land –NATURE GARDENS

Pussalla Project was commenced on 05/07/12 and is located 350m away from the High-Level Road (Colombo – Rathnapura). The road towards the proposed land is in front of the Pussalla Petrol Station. There are 47 blocks with a total revenue of Rs. 32.9 million. Water, electricity, and wide tar road facilities are available; this is an ideal residential land.

Ø Middeniya Land – KINGS GATE

This land is situated in Middeniya village, within the Katuwana Pradeshiya Sabha limits. The project commenced on May 23, 2014. It consists of 32 blocks with a total revenue value of Rs. 20 million. All infrastructure (water and electricity) is available on-site..

Ø Awissawella Land – WALAVITA ESTATE

This land is situated in Walawita village, within the Pradeshiya Sabha limits of Eheliyagoda. All essential infrastructure, including water and electricity, is available on-site. The property consists of 33 blocks with a total revenue value of 19.5 million. The total extent of the land is 385.5 perches.

Ø Nariyamullahena Land – SCENIC DRIVE 02

The Scenic Drive project commenced on the 18th of December 2014. It is situated in Muruthengala village, within the Diwrumpitiya Pradeshiya Sabha limits. All essential infrastructure, including water and electricity, is available on-site. The project consists of 28 blocks with a total revenue value of 12.4 million.

Ø Gowinna Land – MIHISARA UYANA

This land is situated at Gowinna, within the Pradesheeya Sabha limits of Bulathsinhala. It was purchased on 1st January 2016, and developments commenced in November 2016. The total extent of this land is 409.65 perches, consisting of 37 blocks with a total revenue of Rs. 28 million.

Ø Hibutuhena Land – SWARNA WIMANA

This land is situated in Uduwa village, within the Horana Pradesheeya Sabha limits. It was purchased on May 2nd, 2016. Development of the land commenced in May 2016. The total extent of the land is 326.9 perches, consisting of 32 blocks with a total revenue of 23 million.

Ø Madola Land - CREST WOOD

This land is situated in Madola village, within the Pradeshiya Sabha limits of Dehiowita, in the neighborhood of Awissawella city. It is located only 2 km from the main town of Awissawella along the High-Level Road towards Colombo. From the turning point, it is just a short walk (10m) to the project site.
Developments commenced in mid-August, and all essential infrastructure (water and electricity) is available on-site. The total extent of the land is 1051 perches, consisting of 66 blocks with a projected revenue of Rs. 92 million.

Ø Matara Land – SOUTHERN PRIDE

This land is situated at Makavita within the Pradesheeya Sabha limits of Matara. It was purchased on 20th October 2015. Developments commenced in November 2015, and all infrastructural supply (Water, Electricity) is available on-site. The total extent of this land is 252.4 perches. The land consists of 22 blocks with a revenue of Rs. 12.5 Million.

Ø Thalawatugoda Land - CLASSY

This land is situated at Hokandara, within the municipal council limits of Kaduwela. It was purchased in May 2016. Developments of the land commenced in the middle of May 2016, and all infrastructural supply (Water, Electricity) is available on-site. The total extent of land is 73 perches, and it consists of 09 blocks with a revenue of Rs. 31 Million.

Ø Eheliyagoda Land – AVINTO

This land is situated at Eheliyagoda village, within the Dehiowita Sabha limits of Avissawella. The land was purchased in October 2017 and launched for sale in January 2018. All infrastructural supply (Water, Electricity) is available on-site. The land consists of 11 blocks with a revenue of Rs. 21 Million.

Ø Kumburubodawatta Land – ROYALTY

This land is situated at Avissawella village, within the Dehiowita Pradeshiya Sabha limits. The land was purchased in October 2016 and launched for sale in January 2017. All infrastructural facilities (water, electricity) are available on-site. The land consists of 22 blocks with a total revenue of Rs. 26 million.

Ø Thalawa Land – RIVIRESA UYANA

This land is situated at Thalawa village, within the Karyamaditthta Pradeshiya Sabha limits. The land was purchased on 04th August 2016 and launched for sale on 24th September 2016. All infrastructural facilities (water, electricity) are available on-site. The land consists of 10 blocks with a total revenue of Rs. 4.63 million.

Ø Thorakolayaya Land – HARITHA UYANA

This land is situated at Thorakolayaya village, within the Embilipitiya Pradeshiya Sabha limits. The land was purchased in April 2016, and development work commenced within the same month. The total extent of this land is 729.60 perches, comprising 64 blocks with a total revenue of Rs. 20 million.

Ø Hatharaandahena Land – GRAND VILLAGE

This land is situated at Kendagahamulla, Ihalagamuwa village, within the Kuruwita Pradeshiya Sabha limits. The land was offered for sale on 06th October 2014. Access to the land is via public roads. Government offices and high-grade schools are located approximately 2 km away in Eheliyagoda. All infrastructural facilities (water, electricity) are available on-site. The land consists of 32 blocks with a total revenue of Rs. 30 million.

Ø Ellawela Land – THE LUSH

This land is situated in Eluwana village, within the Kuruwita Sabha limits of Rathnapura. The land was purchased in March 2019 and launched for sale in June 2019. All infrastructural facilities (water and electricity) are available on-site. The land consists of 227 blocks with a projected revenue of Rs. 174 million.

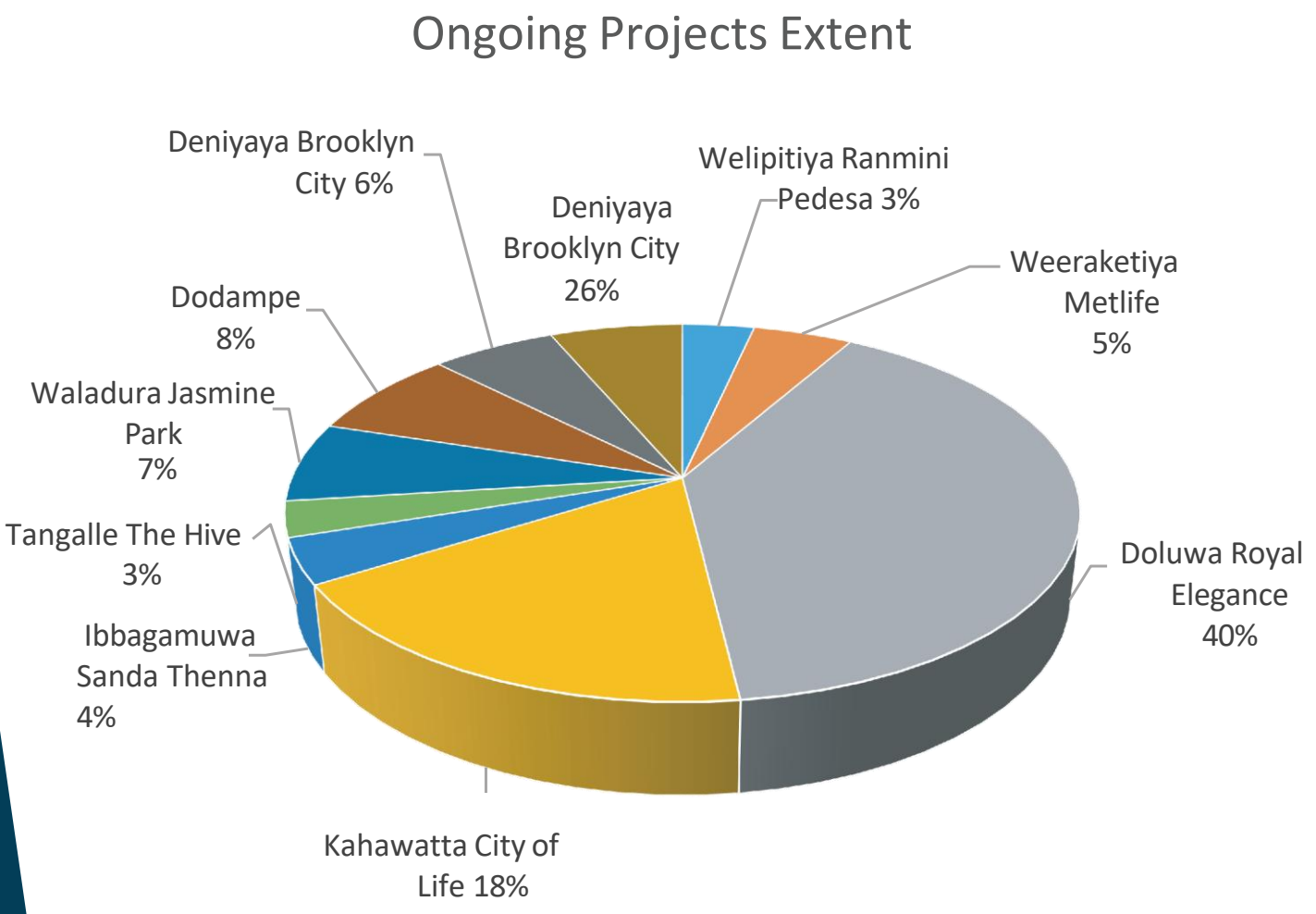
Ø Panadura Land – Glitter City

This land, known as Madupitiya, is situated in the Mahavila suburb of Panadura, within the Pradesheeya Sabha limits of Bandaragama. Infrastructural facilities (water and electricity) are available on-site. The land consists of 14 blocks with a projected revenue of Rs. 73.6 million.

ONGOING PROJECTS

Ongoing Projects						
Location of the projects	**Unique Name**	**Extent**	**Purchase price (million)**	**No of blocks (Unsold)**	**No of blocks (Advanced & Sold)**	**Total revenue**
Welipitiya	Ranmini Pedesa	382.3	4.50	2	34	24.00
Weeraketiya	Metlife	529.35	10.00	7	39	31.00
Doluwa	Royal Elegance	4362	72.90	6	200	256.00
Kahawatta	City of Life	1978.3	37.50	13	125	194.00
Ibbagamuwa	Sanda Thenna	425.87	12.00	1	26	32.70
Tangalle	The Hive	334	46.60	6	34	91.90
Waladura	Jasmine Park	750	27.50	12	40	69.00
Dodampe		839	31.40	83	0	123.00
Deniyaya	Brooklyn City	663.3	25.69	14	67	74.89
Deniyaya	Brooklyn City 2	707.15	61.00	48	2	91.01

ONGOING PROJECTS



Ø Kandy Land – ROYAL ELEGANCE

This land is situated in Doluwa village, within the Uda Palatha Sabha limits of Gampola. Purchased on January 4, 2016, and launched for sale in May 2016, the site includes all essential infrastructure (water and electricity). The project consists of 191 blocks with a total revenue of Rs. 247 Million.

Ø Kahawatta Land – CITY OF LIFE

Located in Opatha village within the Kahawatta Sabha limits, this land was purchased in March 2018 and launched for sale in November 2019. All infrastructural facilities, including water and electricity, are available on-site. The land consists of 137 blocks with a revenue of Rs. 194 Million.

Ø Tangalle Land – THE HIVE

Known as Lollugodawatta, this land is situated in Polommaruwa Village within the Tangalle Pradesheeya Sabha limits. Essential infrastructure (water and electricity) is available on-site. The project consists of 39 blocks with a revenue of Rs. 91.9 Million.

Ø Deniyaya Land – BROOKLYN CITY

This land is situated in Waralla village, within the Kotapola Sabha limits of Deniyaya. It was launched for sale in March 2024. All infrastructural facilities (water and electricity) are available on-site. The land consists of 8 acres.

DEVELOPING PROJECTS

Ø Waladura Land

Known as Mukalahenawatta, this land is situated in the Rathnapura suburb within the Kuruwita Pradesheeya Sabha limits. Developments are currently underway; the land has been subdivided, with roads, drains, and utility infrastructure (water and electricity) currently in progress. The site consists of 39 blocks with an estimated revenue of Rs. 70.3 Million.

Ø Homagama Land

Located in the Galawila suburb within the Homagama Pradesheeya Sabha limits, this property is currently undergoing development. The land has been subdivided into 17 blocks, with a projected revenue of Rs. 45.5 Million.

Ø Dodampe Land

This property is situated in the Hambantota suburb within the Tangalle Pradesheeya Sabha limits. Ongoing developments include the initial subdivision of the land. The project consists of 52 blocks with a revenue potential of Rs. 32.96 Million.

Ø Tangalle Kadurupokuna

Situated in the Hambantota suburb within the Tangalle Pradesheeya Sabha limits, this land is currently being developed and has been subdivided into 39 blocks.







FUTURE HOUSING PROJECT CONCEPT

In the future, we aim to construct single-storied houses with an approximate investment ranging from Rs. 4 million to Rs. 5 million. Floor areas will range from 850, 1080, 1290, to 1450 square feet. The first three models feature two bedrooms, while the final model includes three. Two-bedroom units are designed with the flexibility to add an additional room. Each plot also includes dedicated space for private gardening and horticulture.

WARRANTY

The Company provides a 10-year structural warranty backed by professional structural engineering standards. All construction is carried out under the coordination of chartered architects and engineers.

QUALITY

Our designs and constructions are of excellent quality, visually impressive, and offered at highly competitive market rates.

DETAILS OF THE HOUSING PROJECT

Royal Elegance is a country-style housing project nestled in a natural landscape and surrounded by a chain of small hills. It is located 2.5 km from Doluwa Junction and approximately 19 km from Kandy Junction. The site is bordered by a lush tea estate on one side and a natural forest on the other, featuring stunning views of the Hanthana range.

SITE PROFILE

Total Plots: 50 salable country house plots
Land Extent: 15.00 to 25.00 perches
Layout: Divided into 3 clusters

COMPLETED HOUSE PROJECTS

Project 1







Project 2







FOLLOWING A SUCCESSFUL 2016, COMMERCIAL REALTY (PVT) LIMITED ENVISIONS FURTHER DIVERSIFICATION WITHIN THE REAL ESTATE INDUSTRY TO ENCOMPASS TOWNSHIP AND INFRASTRUCTURE DEVELOPMENT. FURTHERMORE, THE COMPANY HOPES TO EXPAND ITS SERVICES INTO THE HIGH-GROWTH TOURISM INDUSTRY. NEAR-TERM OBJECTIVES INCLUDE EXPANDING SERVICES ACROSS SRI LANKA VIA A BRANCH NETWORK, AS WELL AS GROWING ITS INTERNATIONAL PRESENCE. LOCALLY, THE COMPANY INTENDS TO ESTABLISH TWO ADDITIONAL COMPANIES TO CONSTRUCT BUILDINGS AND HOUSES ON LAND BELONGING TO COMMERCIAL REALTY. ADDITIONALLY, IT WILL PROVIDE LAND AND FACILITIES FOR CUSTOMERS TO CONSTRUCT BUILDINGS TO THEIR OWN SPECIFICATIONS.

Commercial Realty

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ADDRESS

132, 2nd Floor, High Level Road, Maharagama

EMAIL ADDRESS

info@commercialrealtylk.com

CONTACT US,

0114 389900