

Nexus Select Trust invests ₹434 Cr to develop ~7.3 lakh sq. ft. retail mall in Dombivli with Runwal Group

Facility Type(s)	Development Scope	Organization(s)	Part of Sector(s)
Malls	Single Site	Runwal Group, Nexus Select Trust	Commercial Real Estate, Retail
Announced	Est. Completion	Approx. Investment	Opportunity Score
23 rd February, 2026	~ 2028-2030	INR 434 Crore	High

About this Development

Nexus Select Trust has entered into a joint venture with Runwal Group, committing approximately ₹434 crore to acquire a 50% stake in a planned ~7.3 lakh sq. ft. Grade-A retail mall within the Runwal Gardens township in Dombivli, part of the Mumbai Metropolitan Region. The development is being undertaken through a special purpose vehicle as part of Nexus Select Trust's expansion into under-construction retail assets.

Strategically located at the gateway of the ~250-acre Runwal Gardens township—expected to house ~30,000 residential units—the mall is positioned as a large-format consumption hub serving a rapidly developing micro-market supported by upcoming metro and infrastructure connectivity.

The project is currently in the planning and early execution phase, with indicative completion timelines aligned with township delivery around 2028–2030. It is expected to feature organized retail, F&B, multiplex and entertainment zones, supported by Nexus Select Trust's operational expertise.

Given the scale, multi-tenant configuration, and high expected footfall, the development is likely to drive demand for integrated electronic security and smart building systems, including video surveillance, access control across tenant and service areas, parking and vehicle management, centralized monitoring platforms, and building automation systems for lighting, energy management, and digital visitor interfaces, along with selective electronic locking in restricted and back-of-house areas.

Electronic Security Requirements Foreseen by Types of Solutions

I. Video Surveillance

Fixed Cameras (Bullet & Dome), PTZ Cameras, Fisheye Cameras, Thermal Cameras (Selective Use)

- Surveillance systems are deployed across mall entrances/exits, retail corridors, atriums, escalator zones, parking areas, loading/unloading bays, and external perimeters to ensure comprehensive visibility across high-footfall zones.
- A mix of fixed, PTZ, and wide-angle/fisheye cameras is used to support crowd monitoring, incident detection, and wide-area coverage, with PTZ cameras enabling dynamic tracking in large open spaces.
- Low-light and infrared capabilities support 24/7 monitoring, particularly in parking basements and external areas.
- Thermal cameras may be selectively deployed for perimeter monitoring and low-visibility zones.
- Systems are integrated with centralized monitoring infrastructure via fiber/CAT6 networks, supported by storage systems such as NVRs or VMS-based storage solutions.

II. Access Control

RFID / Card-Based Access Systems, Biometric Access Systems, Vehicle Access Management Systems, Boom Barriers, UHF RFID Systems, Electronic Door Locks, Smart Intercom / Video Door Phones, Visitor Management Systems

- Access control systems are implemented to regulate personnel movement across service corridors, back-of-house areas, control rooms, tenant service entries, and administrative zones.
- Electronic door locks and credential-based systems are deployed across restricted areas, storage rooms, and operational zones to ensure controlled access.
- Smart intercom and video door phone systems may be used at service entry points and tenant interfaces to support visitor verification and controlled access.
- Vehicle access management systems, along with boom barriers and UHF RFID solutions, are deployed at parking entry/exit points to regulate vehicle flow and enable seamless access for authorized vehicles.
- Visitor management systems support digital entry logging, approvals, and tracking for vendors, staff, and service personnel.
- Systems are designed to support role-based access control, audit trails, and centralized policy enforcement across the facility.

III. Perimeter Intrusion Detection Systems

Fence Intrusion Detection Systems, Intrusion Alarm Systems, Microwave / IR Barriers

- Perimeter security systems are deployed along site boundaries, parking perimeters, and service access zones to detect unauthorized entry attempts.
- Intrusion alarm systems are installed at critical access points, service entries, and restricted operational areas.
- Microwave and infrared barriers may be used to enhance detection across larger external zones and low-visibility areas.
- These systems are integrated with video surveillance platforms to enable real-time alerts, event verification, and coordinated response workflows.

IV. Software & Command Platforms

Video Management Systems (VMS), Video Analytics / Smart Surveillance Analytics, ANPR (Automatic Number Plate Recognition), Central Monitoring Dashboards, Storage & Archiving Solutions, Access Control Management Software, Visitor Management Software, Integration Platforms (API / IoT Middleware)

- A centralized Video Management System (VMS) is deployed to enable unified monitoring and management of surveillance infrastructure across the mall.
- Video analytics supports crowd density monitoring, intrusion detection, behavioral analysis, and safety-related use cases in high-footfall environments.
- ANPR systems are deployed at parking entry/exit points to support vehicle tracking, access automation, and parking management workflows.
- Central monitoring dashboards provide real-time visibility across surveillance, access control, and parking systems, enabling faster incident response and operational coordination.
- Storage and archiving solutions ensure reliable video retention for compliance, investigation, and audit purposes.
- Integration platforms enable connectivity between security systems, access control infrastructure, visitor management systems, and building-level applications, supporting a unified operational environment.
- Platforms may also integrate lighting, energy management, and other smart building systems to enable centralized monitoring and control across the facility.

Buying Processes

How Procurement is Typically Structured (Runwal + Nexus Model)

Procurement for large retail developments such as the Runwal–Nexus mall follows a hybrid model combining developer-led execution with operator-driven specification inputs.

During early construction phases, procurement is led by Runwal through contractors, MEP consultants, and system integrators, with requirements defined at the design stage. As the project progresses toward fit-out and operations, Nexus Select Trust plays a key role in influencing system specifications, particularly for surveillance, access control, parking, and centralized monitoring.

Procurement is not purely tender-driven and typically involves:

- Direct vendor engagement via system integrators
- Consultant-led specification and shortlisting
- OEM approvals based on prior experience and ecosystem alignment

How Vendors Typically Engage

Vendor engagement is typically multi-layered and relationship-driven, with key entry points including:

- System Integrators & Contractors (primary execution layer)
- Consultants & Design Teams (early-stage specification influence)
- Developer Teams (Runwal) (construction-phase decisions)
- Operator Teams (Nexus) (final-stage standardization and approvals)

Implications for Vendors

- Early engagement during design/specification stages is critical
- Alignment with integrators and consultants improves entry probability
- Solutions should be scalable and suited for high-footfall environments
- Final decisions are often jointly influenced by developer and operator priorities

Sales Discussion Guide

Key Talking Points and Pitch Angles for Engagement

- High-Footfall Surveillance & Crowd Monitoring:** Position solutions for large-format retail environments with high visitor density. Highlight PTZ and fisheye cameras with analytics for crowd flow monitoring, congestion detection, and incident management.
- Integrated Security Across Tenant & Common Areas:** Emphasize seamless surveillance and access control across retail units, common areas, service zones, and parking, enabling coordinated monitoring.
- Parking & Vehicle Flow Management:** Highlight ANPR, RFID, and boom barrier systems to manage high-volume vehicle movement and improve entry/exit efficiency.
- Back-of-House & Service Area Security:** Focus on access control for service corridors, loading docks, storage, and restricted zones, including electronic locking and credential-based systems.
- Centralized Monitoring & Operational Visibility:** Promote centralized platforms providing real-time visibility across surveillance, access control, and parking systems.
- Scalable, Multi-Tenant Infrastructure:** Position systems as modular and scalable, supporting tenant changes and future expansion.
- Integration with Smart Building Systems:** Highlight integration with lighting, energy, and building-level systems for unified operations.

Key Points to Clarify

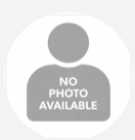
- Development phasing and deployment timelines
- Centralized vs zone-level monitoring scope
- Parking capacity and vehicle management requirements
- Integration with building management / automation systems
- Standardization across tenants and common areas

Procurement and system selection typically involve multiple stakeholders across developer, operator, consultant, and integrator teams, so vendors should engage with relevant roles across these functions.

Key Personnel to Approach



Mr. Prasad Kulkarni
Assistant General Manager- MEP



Mr. Amit Kuhikar
Senior Manager MEP



Ms. Surekha Kotwal
General Manager Procurement



Mr. Shaktising Rajput
AGM - Operations
(Mall & commercial buildings)

Related Case Studies

Relevant Deployments in Similar Environments	Client	Vendor(s)
Video surveillance deployment for a new mall in Hyderabad	Raichandani Group	Brihaspathi Technologies Private Limited
CCTV system integration for a shopping mall in Pune	Pune-based Mall Owner	Deekshaa Infosystem Pvt. Ltd.
Digital signage and kiosk deployment in a large shopping mall in Thane, Navi Mumbai	Sheth Corp	Network Techlab
Video analytics for footfall tracking across malls in Mangalore and Hyderabad	Prestige Group	Nexus Safety Solutions Pvt. Ltd., AllGoVision

Part of Megatrend

Title: Expansion of Organized Retail & Mall Developments in India

Opportunities Related to this Megatrend

- Nitori's setup of their first store and foray into Indian retail sector
- Nature's Basket's Store Expansion in Mumbai-based mall
- Brigade Group's mixed-use commercial and residential development in Hyderabad
- DLF's setup of commercial office spaces and retail spaces in Gurugram
- Phoenix Mills' addition of 6.5 Million square feet of Mall space requiring security solutions