

GATERE

INDIA - EXPERTISE AND COVERAGE

Year 2014



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Introduction

GATERE – Since 2008

GATERE is a privately held real estate company registered in India and specializes in corporate leasing, capital market and development advisory, investment sales, land and building valuations.

The promoter of the company is a Member of Royal Institute of Chartered Surveyors. The working partners have more than 15 years of experience in corporate real estate in India.

The company is unique mix of professional from town planners, architects, engineers and management graduates and have experience of working with global corporate occupiers and investors , Indian real estate developers and investors.

The company has offices in Mumbai, Delhi Region and Bangalore and covers top 8 cities of India, primarily for commercial real estate.

Three Business Lines

- Transaction Advisory
- Consulting & Research Services
- Valuation Services



THREE BUSINESS LINES



Business Lines

Transaction Advisory

Within the transaction advisories we offer the following services:

1. Corporate Real Estate Services
2. Investment Advisory
3. Shopping Centre Advisory

TRANSACTION ADVISORY

Corporate Real Estate
Services (CRES)
Investment Advisory
Shopping Centre
Advisory

Business Lines

Transaction Advisory | Corporate Real Estate Services

GATERE provides services in the main real estate segments covering Offices, Retail, Information Technology (IT), Information Technology enabled Services (ITeS), Business Process Outsource (BPO), Data Centres, Hotels, Industrial and warehousing. The company has assisted corporates to rationalize their real estate occupancy costs by providing unique savings solutions and also assisted several companies to effectively execute their expansion plans in India by providing time bound real estate solutions.

With a multi disciplinary team consisting of civil engineers, town planners, architects, management graduates and economists, the team is well equipped to handle all kinds of real estate advisory work. Our geographical reach in India and our international network with various international agencies enables us to provide superior client servicing.

OUR SERVICES

- Leasing
- Lease Renewals
- Rent Review
- Sale / Purchase
- Sale & Leaseback

Business Lines

Transaction Advisory | Investment Advisory

We provide a broad range of real estate investment products and services especially targeted at property developers and owners. By working closely with global and Indian institutional investors, the company has in house ability to structure transactions both at project level and entity level of investments.

Through this service line, the company has ability to structure joint ventures with India's leading real estate development companies. In addition, the company also has the ability to source international development partners for local projects in India.

In addition, we have assisted corporate to sell their excess land holdings by creating a transparent bidding process.

The specialist teams cover different sectors of the property market and have the expertise to assist the developer find the optimum solution for funding requirements.

OUR SERVICES

- **Private Equity Arrangements**
- Entity Level Investments
- Portfolio Investments
- Project Finance / Joint Ventures
- Secondary sale of Private Equity Investments
- Yield based Pre-Leased Investments
- **Debt Syndication**
- Project Finance
- Acquisition Finance
- **Divestures**
- Divesture Advisory for Corporate Land Holding
- Exits for Realty Funds in India
- Sale of Commercial / Retail / Hotel Assets

Business Lines

Transaction Advisory | Shopping Centre Advisory

The Shopping Centre Advisory in India leverages the company's experience of dealing with both Indian and global retailers and also understanding the changing consumer preferences and aspirations.

The company has dealt with complex development projects such as transit oriented developments to mixed use developments to create world class concepts. Our experience of dealing with global experts in the field of design and research enables us to provide best in class concepts. The company specializes in providing end to end solutions in shopping centre right from conceptualization to leasing. Our team comprises of industry professional with decades of global retail experience and unparalleled exposure, ensuring a scientific and technical approach to deliver right brand mix to create long term success for the centre owner, occupier and investors.

We undertake exclusive projects and deliver unique retail concepts. Our services begin right at the inception and is extended to marketing and leasing of the project, thus providing end to end solutions to our clients.

OUR SERVICES

- Architect Design Brief
- Catchment Area Analysis Market Research
- Centre Positioning
- Consumer Research
- Market Share Analysis
- Regeneration of centres
- Shopping Centre Marketing and Leasing
- Trade and Tenant Mix Guidelines

Business Lines

Consulting & Research - Improves decision-making

❑ Development Consulting

- Optimal Development solutions
- Highest and Best Use study
- Feasibility study
- Techno-Economic Viability Study
- Information Memorandums

❑ Strategic Consulting

- Portfolio Optimization
- Infrastructure & Master Planning Projects
- Buy v/s Lease Strategy
- Master Planning
- Entry Strategy
- Marketing Dockets

❑ Market Research

- Commercial Real Estate
- Retail Real Estate Analysis
- Residential Market Analysis
- Institutional Investment Analysis

CONSULTING SERVICES

Development Consulting
Strategic Consulting
Market Research

GATERE QUARTERLY REPORTS

BANGALORE



DELHI NCR



MUMBAI



Business Lines

Valuation Services - Assessment of exact value of real estate assets

GATERE's Valuation team conducts land and building valuations and follow International Valuation & Accounting Standards and the Royal Institute of Chartered Surveyors Red Book standards. We use several different criteria to get the best possible valuation : qualitative review of the asset, geographic inventory (location, roads and transport link, search and comparison of comparable assets, and an analysis of market trends and future outlook.

We assess the value of all types of real estate, including office buildings, retail space, hotels, industrial property, warehouses, residential land, nursing homes, private hospitals.

We provide following services –

- Land and Building Valuations
- Project Valuations
- Business Valuation

VALUATION SERVICES

Land & Building
Valuations
Project Valuations
Business Valuations

Key Corporate Clients Serviced In India

Aditya Birla Retail

Aernnova Engineering

Anton Paar

Areva

Arval India

Avanta

BAE System

BNP Paribas Solutions

Bridgestone

Cinemax

Cinepolis Mexico

Consulate of Belgium

Consulate of Netherlands

Del Monte

Digicaptions

Domino's Pizza

Educomp

Ever Focus

Foodworld

Golder Associates

Grant Hyatt, Mumbai

Indegene

Jotun India

KEC International

Kyocera

Metro Cash & Carry

Nature's First

People10

PVR Cinemas

Raheja Universal

Regus

Reliance Retail

Reliance Capital

Rotork

Sarasin Alpen

Segece

SREI group

Siemens

Societe General Bank India

Soul Space

Spanish Trade Offices

Stargaze Cinema

Steria India

South African Consulate General

Unitech

Velan Hotels Ltd

Volvo India

Walton ST Capital

Willis Insurance UK

Important Case Study – for Multinational Corporates Only

Areva India, Bangalore – Valuation of Land at Bangalore near Airport

BAE Systems , Delhi Region – Valuation Advisory for 24,000 sqm of land

Bridgestone – Valuation of land and Building in Indore , Central India

BNP Paribas Mumbai – Transaction advisory for corporate office, 8,000 sqm

BNP Paribas India Solutions – Transaction advisory for 6,700 sqm of space at Ascendas IT Park, Chennai

Delmonte Foods – Transaction Advisory for sale of Industrial Plant in Bangalore

Digicaptions India - Transaction Advisory for 4,000 sqm of space at Embassy Park, Bangalore

HCL Technologies – Portfolio Valuations across five cities in India for existing premises

KEC Ltd . – Transaction Advisory for leasing space at 247 Park, HCC Mumbai

Kyocera India – Delhi region – Transaction Advisory

Metro Cash and Carry India – Forensic study for existing purchased sites across India

Praxair - Valuation of office space in Mysore (close to Bangalore)

Rotork - Valuation of 60,000 sqm of land and building

Important Case Study – for Multinational Corporates Only

Regus Mumbai – Transaction Advisory for 3,000 sqm space in Ruby Towers, Mumbai

Regus Mumbai – Transaction Advisory for 2,000 sqm of space in Fort Area, Mumbai

Regus Gurgaon – Transaction Advisory for 1,000 sqm of space in Udyog Vihar, Gurgaon

Siemens – Transaction Advisory for 2,000 sqm of space in Pune (near Mumbai)

Steria India – Transaction advisory for 28,000 sqm space at Noida (Delhi Region)

Vodafone – Purchase of data centre space in Navi Mumbai

Volvo India – Transaction advisory for 7,000 sqm space

Willis Insurance– Transaction Advisory at Ackruti SMC, Thane for 4,000 sqm of IT space

Willis Insurance – Transaction Advisory at L&T Realty Powai Mumbai for 3,000 sqm. of IT space

Sqm = square meters

Important Case Study – Corporate Housing in Mumbai (Colaba to Bandra only)

BNP Paribas top management employees – More than 10 transactions in 2013

Consulate of Netherlands – Residence of Consulate General

Consulate of Singapore – Residence of Consulate General

Societe Generale Bank India - Residence of Country Manager

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