



"Global Runner"

About Us

Gama Group is a knowledge-based consultancy firm. Gama Consultancy Services offering unique solutions, innovative environments and excellence in Real Estate & Infrastructure Sector across the globe.

Our goal is to sustain continuing leadership in service based on the unique needs and objectives of our each client.

We believe to built environment which significantly impacts the quality of life for the people who live, work, and interact there. Our corporate objective is to establish an enduring and successful relationship with each and every client.

Our Vision

PERCEPTUAL TRANSFORMATION.
Seeing life the way it can be.

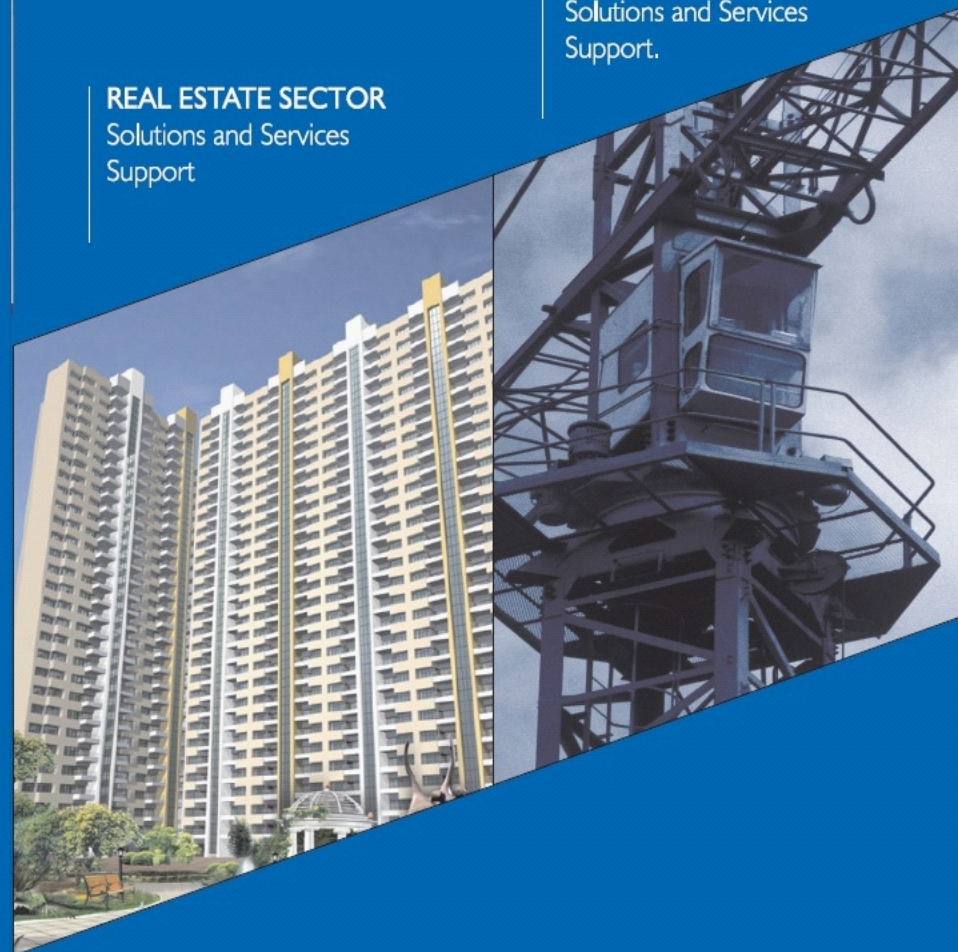
Our Mission

The Profitable Experience you Deserve.
Facts not Fiction.

Our mission is to remain the leading solutions and service provider to Global Real Estate and Infrastructure Business Organisation today and in the future, by building on our strong foundation of integrity and commitment to associates, clients and communities.

INFRASTRUCTURE
Solutions and Services
Support.

REAL ESTATE SECTOR
Solutions and Services
Support



Real Estate Sector

Solutions and Services
Support

- Strategic Consulting
- Valuation & Research Services
- Agency Services
- Legal & Global Services
- Project Design and Planning
- Project & Assets Management
- Property & Facilities Management
- Investments & Financial Services

■ Strategic Consulting

Our Strategic consulting division help clients minimize risk and develop viable strategic options regarding resources and assets to fit their organizational strategy. Our consulting exercise includes developing framework that positions real estate to accommodate changes in business needs, and create efficiency.

Our Strategic consulting advisors assists our clients with long-run implementation of strategic real estate solutions. This includes strategic programming, strategic interpretation on all major property types, especially for institutional-level clients identifying new business location, working out physical configurations and usage standards that will enable a client to operate at maximum efficiency. This business moves favour clients to meet the twin objectives of making quality property decisions and maximizing returns.

We offer services to public-sector and non-profit organizations, developers, investors, advisors and lenders seeking dynamic strategies regarding existing assets, potential acquisitions, new development projects, properties slated for disposition and strategic advice on the cost, availability and suitability of buildings and locations.

Our services where our clients seek strategic decisions rely heavily on technical expertise, market knowledge and analytical skills which also the areas where our services apply significantly:

- ✓ Business location selection
- ✓ Portfolio strategy
- ✓ Merger and acquisition strategy
- ✓ Merger and acquisition due diligence
- ✓ Allocation and Investment Strategies
- ✓ Real Estate/Asset-Type Allocation

Our services also include making policy recommendations, assess financial viability, do market analysis, devise business plans, action plan, master plan and work on scenario generation. We undertake property portfolio strategy, offer investment services and advice, and suggest the most strategic viable alternatives as per the requirements of the client brief.



Real Estate Sector

■ Valuation

Our Valuation & Consulting services division quantifies the current and projected property values for our clients; to facilitate informed decision making, with respect to mortgage /insurance transaction, acquisition, disposal, investments, debt equity funding, project financing and others.

Our services while exuding good understanding of the local real estate market offers comparative market analysis and valuation surveys delivered with neat precision.

Our wide ranging property valuation services span residential projects, commercial projects (for office, retail and industrial property valuation), vacant land, hospitality related property and special use properties.

We offer valuation services including accurate and timely appraisal and valuation reports for the purpose of sale, acquisition or lease, rating, mergers and acquisitions, tax assessment, disposition, purchase and book valuations.

Our appraisals find application in mortgage underwriting, portfolio management, internal buy/sell/hold decisions, litigation support, potential sale pricing, and many others.

Our Valuation & Consulting Advisory services are also geared towards delivering formal valuation opinions on business and asset values to fulfill requirements of real estate valuation for dispute, financial reporting as well as for governance and regulatory purposes.

■ Research

Our Research and Advisory services division brings strong research and analysis capabilities in its efforts to help clients make dynamic and fullproof decisions for sound business strategy in industrial site selection, acquisitions, disposal, investment strategies, portfolio monitoring, securitization, mergers/takeovers, statutory requirements, project financing and joint venture structuring.

Our Research and Advisory services enable clients to manage their risks and take advantage of future opportunities by offering them a complete assessment of impact and risk on their operations, applying a combination of market intelligence, knowledge of emerging trends and forecasting tools.

Our services typically have elements of market leading research, consultancy, and analysis to support the twin ends of optimal utilization and asset maximization for our clients.

Our commercial real estate advisory services include location analysis, comparative financial analysis, market study, documentation, portfolio review, lease vs. buy vs. build comparisons, space alternative overview, structuring appropriate lease clauses, space planning consulting, lease audit and occupancy cost analysis.

Our Research and Advisory services division also provides property investment advisory services, development consultancy, investment advisory, valuation advisory and consultancy services to commercial and residential clients including developers, investors, corporate stakeholders, decision makers, financial and corporate institutions.

■ Agency Services.

Our Agency Services division successfully caters to Indian and multinational companies, as well as high net worth individuals and individuals with significant assets; with the able management of transactions by highly qualified real estate advisors.

We handle various types of property related transactions related to purchases, sales, lettings, joint ventures, investment services on behalf of our clients.

The major categories are:

■ Property Acquisition:

Our team streamlines every aspect of the transaction process, be it residential property acquisition or commercial property acquisition. A typical transactional process has many levels of operation, which include:

- ✓ Market Surveys and Orientation
- ✓ Identification of Options
- ✓ Financial and Qualitative Analysis
- ✓ Request For Proposal Process
- ✓ Negotiation Strategy
- ✓ Legal Documentation Review, Comment and Revision

■ Property Disposition:

In situations of consolidation, sale of surplus real estate or other disposal imperatives clients want those properties struck off from their balance sheet and to maximize assets as quickly as possible.

For those who are looking for property disposition service, we assure impressive marketing and presentation of each property in the most favourable light. We apply targeted marketing plans that showcase each venue to a good range of qualified buyers or sub-lease tenants.

■ Rent Renegotiation:

A rent review or rent renegotiation can be seen as an effective tool to rectify any instances of rent misalignment. Leasing carried out in situations of market upswing, market slack and some others that present few and gloomy options can result in unfair lease negotiations.

A few other situations that are known to trigger rent misalignments are:

period of relatively fewer comparable options, ineffective initial lease negotiation exercise or due to non-availability of correct and complete market information during the initial commercial lease negotiation by a corporate group.

Our Agency Services handles all aspects of a project's renegotiation including the stages where property lawyer, appraiser, lender have a role to play. Clients seek lease negotiation assistance, that is, realignment of rental terms and conditions of their leased premises in line with the prevailing market conditions.

■ Project Marketing:

Our Agency Services division work towards enhancement of asset value for building owners by making rental values, occupancy levels and tenant quality more profitable. We undertake such roles from the conceptual stage and project feasibility level to the leasing or sale of the completed project.

■ Investment Properties:

Indian real estate offer loads of opportunities for investors looking to invest their funds for capital appreciation and rental earnings in investment properties in India. We offer investment property opportunities with respect to rented premises in projects all over the country.





"Global Runner"

Real Estate Sector

■ Legal

Our real estate legal advisory division provides credible legal support on real estate transactions, title issues, disputes, investment, including loan approval, financing and property valuation, with commendable speed and accuracy of information.

Our real estate advisory services offer the legal assistance to fulfill legal requirements in/during title searches and abstracts, title insurance, preparation of closing documents, real estate settlements, document research, title examinations, evaluating real estate ownership, checking ownership rights and third party claims to property.

Our real estate lease advisors assist clients with lease drafting, lease renewals and restructuring, thus protecting and enhancing their position. Also when clients' businesses are being sold or acquired, due diligence exercises involve legal requirements. We carry out technical and initial legal due diligence and contract documentation of M.O.U. and Sale/Lease Agreement.

Our legal advisory services for real estate include a variety of litigation support services informed by our knowledge of real estate and legal insight. We provide legal support for any real estate transaction including safeguarding the client's interests during rental contract termination, return of the security deposit (according to the contract terms), and protecting their interests in case of disputes arising in the course of landlord and tenant relationship.

Apart from property related legal work relating to acquisitions, rent reviews, valuations and development feasibility, Our real estate legal advisory also negotiate rent reviews and lease renewals for all types of commercial property. We take on the responsibility for co-ordinating disposals right from conception to legal completion, which is quite an intensive process.

■ Global

Our International Client services division typically analyses a client's business needs before working with them to develop strategies and implementing those decisions. We realize that we must have different approaches as we try to understand the client's global business and how it operates. Clients representing different businesses, have differing real estate assets that entail innovative thinking.

We offer a wide array of property services to clients within the realm of their respective markets across service lines that include corporate real estate, residential property, retail, office leasing, investment, valuation and consulting among others.

Our International Client services division provides cross-region client focus to the international business or investor looking for a responsive team capable of delivering integrated information, real estate services and cross-border advice on various real estate matters including managing and optimizing their assets.

We work across time zones and offer seamlessly coordinated quality service and performance for every type of real estate requirement by applying our capabilities and resources to the optimum level.

Our international client services division seeks to identify and prioritize new business opportunities with existing clients and prospects on a global basis.

■ Project Design & Planning.

Gama is presently associated with 8 International Architect Firms from UK, USA, UAE, Hong Kong, Singapore and Australia.

Gama also associated with leading local architect Firms in all the Major cities in India and in co-ordination with them providing most cost effective, innovative and modern eco-friendly project designs and planning.



- Urban Design
- Healthcare & Senior Living
- Public & Civic Projects
- Housing & Mixed-use Development
- Corporate & Hospitality Design
- Education



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Real Estate Sector

Project & Assets Management.

■ Project

Our Project Management division offers services that promote business objectives, reduce costs, improve efficiency, increase shareholder value and provides custom solutions that meet individual client's project management needs. In broad terms, we manage end-to-end procurement, design & construction, consolidation and relocation process and deliver facilities that are closely aligned with the clients' overall business objectives.

Our Project Management services are founded on the fact that a critical objective of organizations with multiple locations and broad service requirements is to create facilities that are strategically intelligent, delivered at the lowest cost and within the targeted timeline.

Our Project Management team provides development and management expertise to a wide variety of project types and industries. We execute our project management services on single and multiple projects and in support of existing in-house facility departments while aggressively managing cost, schedule, quality and risk.

Our Project Management services include everything from site evaluation to project completion, green field projects to interior fit-outs, to refurbishments, revitalization projects, supervising programming, scheduling, budgeting, project execution, building construction management, manpower planning, space planning and appraisals and occupancy. We also offer the relocation service buildings option.

Before embarking on our task, we analyze client's requirements to work out preconstruction design, estimate, tendering and costing and then move on to the next level of construction, moving-in-stage, and finally to the post move-in-stage and monitoring assignments.

■ Assets

Our Asset Management services division handles all or part of the asset management process. We have smart systems in place that enable clients to capitalize on real estate, have control over day-to-day operations and have access to concise, accurate intelligence to support long-range strategic planning and functions.

Our Services is completely oriented towards helping our clients maximize returns on their assets by offering highly responsive, innovative options customized accordingly to the needs, financial goals and core business objectives of each client.

We deliver across real estate asset classes which include residential projects, office space developments, shopping centres and entertainment ventures, IT parks, hotels, land, industrial warehouses and infrastructure.

We offer commercial property management, residential property management, property maintenance and building management, tenancy management among others. A few activities of this division include:

- ✓ Operating statement review
- ✓ Lease negotiations and approval
- ✓ Asset or portfolio valuation
- ✓ Business plan preparation
- ✓ Due diligence
- ✓ Disposition strategies/sale administration

■ Property

Effective and strategic property management can transcend a business to the hilt, by extracting the maximum value from a portfolio of retail, office, leisure, hotel and residential property, both during one's ownership and on any subsequent disposal.

Our Property Management services are carried out on behalf of landlords and are geared towards maximizing ongoing operations and the overall efficiency of the property. We provide property portfolio management services to quality office, industrial, and retail properties. Our services add value to property and aid their realization by converting them into layouts and apartments. Our offers efficient Property Management services, some aspects of which are:

- Identifying good tenants
- Financial reporting
- Monthly payment of operating expenses and debt service
- Collecting rent on behalf of landlords,
- Paying taxes for them
- Marketing, leasing, and advertising
- Lease renewals
- Regular property evaluations and supervision
- Carrying out property maintenance work
- Tenant relationship/occupant management

Our Property Management services include dealing efficiently with different aspects of property restructuring - disposal of surplus sites and related environmental issues; and resolving property dispute/management issues that arise during ownership of a property asset.

Our responsibilities also include building on Tenant relationship /occupant management to resolving any misunderstandings, facilitating rent prolongation, and assisting our clients with any early rental contract termination. We assure outstanding tenant and vendor relationship, good relationships with landlords, neighbors and local building administration drawing on our extensive rapport with tenants and occupiers.

■ Facilities.

Our Facilities Management services division undertakes facilities management for commercial buildings, serviced apartments, residential buildings and guest houses. This involves corporate bodies or mall administration outsourcing the management of lighting, elevator maintenance, electrical maintenance, plumbing, security operations and cleaning contracts. And, our service works along the lines of strategic outsourcing of the management; thus enabling clients to focus their internal resource on core business.

Our Facilities Management offers client services in purchase management (procurement and contract administration), security and safety management, fleet management, horticulture, to housekeeping café/pantry, front desk, mail room management, air-conditioning maintenance, building and building services maintenance, open space maintenance and others.

As part of the process, we carry out study of utilities, forecast of maintenance schedules, design compatibility for fit-outs, life cycle studies and tenancy mix studies.

Our Facility Management services broadly includes:

- ✓ Mall Management
- ✓ Manpower management
- ✓ Equipment management and maintenance
- ✓ Managing health and sports facilities
- ✓ Undertaking minor repairs

Operational management (facility-related services, maintenance, construction management and regulatory compliance);

- ✓ Business support services
- ✓ Tenancy Management
- ✓ Lease and Portfolio Administration

Real Estate Sector

■ Investment & Financial Services

Our Investment & Structured Finance division provides comprehensive financial, economic and strategic advice to a cross section of investors, developers and asset owners and companies with complex business issues.

We offer customized solutions based on client-specific business plan requirement, helping them structure their real estate investment prudently and reduce risk by conducting sophisticated analysis.

Our Investment and Structured Finance division explores development and investment opportunities that have considerable value enhancement potential. We source and generate investment opportunities, improvise alternatives and select the best option for our clients' business objectives. We identify investment hotspots by anticipating market trends. We offer interesting structured products.

Our services include investment advisory services that promote efficient use of capital and credit resources, mitigate tax burdens and are designed to achieve certain specific accounting and financial statement impact. We advise our clients on equity financing, portfolio review to suggest the right acquisition or exit time and correct investment mix. We offer innovative techniques to acquire, dispose off and finance real estate.

Our corporate finance activities include financial modeling, refinancing services, asset investments, conducting due diligence, asset reconstruction and management advisory, financial structuring and capital budgeting. Our investment strategies work

across the entire continuum of real estate. Our decisions on selling or financing industrial assets and deal structuring and capital sourcing are integral to maximizing value.

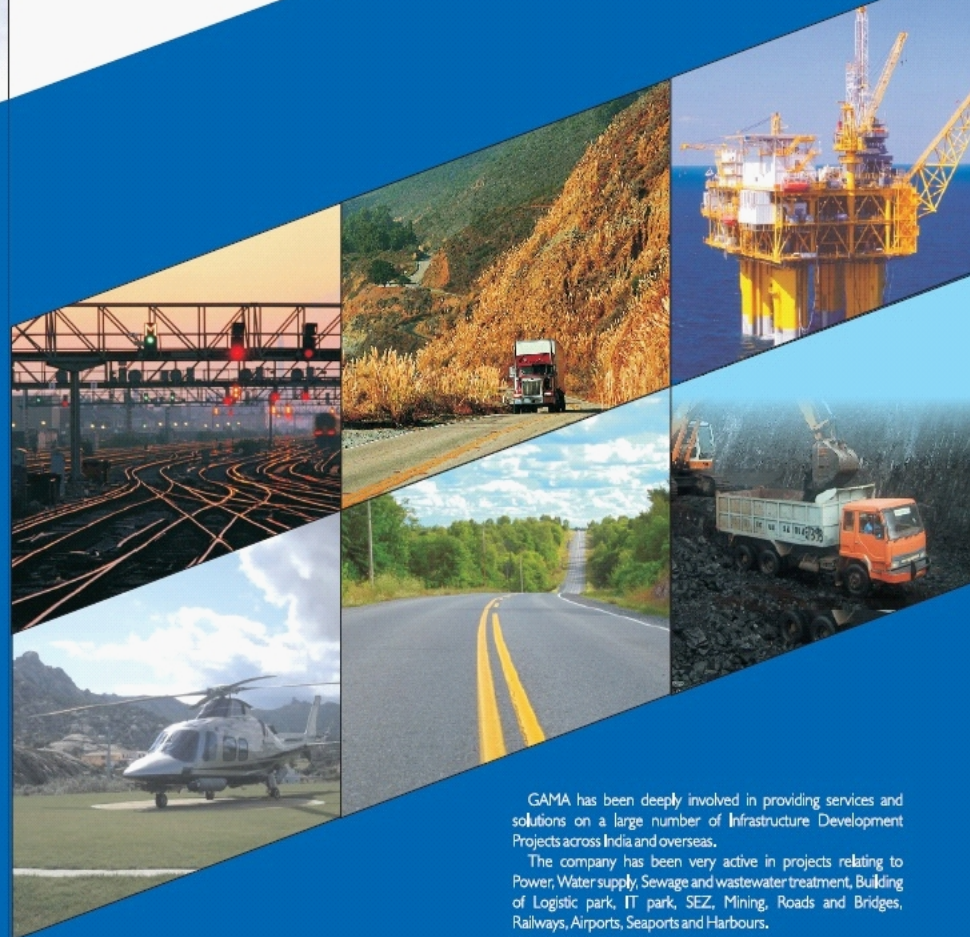
Our services in financial consulting pertain to value-creating activities like restructuring, due diligence and financial analysis, financial modeling of cash-flows, project/transaction advisory, sale and leaseback, preparing and managing disposals, structured joint ventures and syndication and securitization, capital market based funding and off balance sheet funding.



"Global Runner"

Infrastructure

Solutions and Services
Support



GAMA has been deeply involved in providing services and solutions on a large number of Infrastructure Development Projects across India and overseas.

The company has been very active in projects relating to Power, Water supply, Sewage and wastewater treatment, Building of Logistic park, IT park, SEZ, Mining, Roads and Bridges, Railways, Airports, Seaports and Harbours.



"Global Runner"

Infrastructure

Scope of Services.

GAMA operates in multiple roles:

For the lender

- ✓ Lender's engineer

For the owner

- ✓ Owner's consultant
- ✓ Detailed engineering consultant
- ✓ Project management consultant
- ✓ Sub consultant to PMC

For the EPC contractor

- ✓ Detailed engineering consultant
- ✓ Project Management consultant

The range of GAMA services covers the entire gamut of project engineering from inception to project commissioning, and turnkey design, supply and installation of GAMA engineered equipment.

■ Our scope of services cover:

- ✓ Pre-project activities
- ✓ Design engineering
- ✓ Procurement assistance
- ✓ Project management and co-ordination
- ✓ Inspection and expediting
- ✓ Construction supervision
- ✓ Commissioning support
- ✓ Bidding Services

■ Pre-project activities

- ✓ Site assessment and surveys
- ✓ Environment impact assessment
- ✓ Preliminary planning
- ✓ Evaluation of GAMA technologies
- ✓ System studies
- ✓ Feasibility and detailed project reports

■ Design engineering

- ✓ Basic studies/engineering
- ✓ Design calculations and drawings
- ✓ Enquiry specifications
- ✓ Technical bid analysis
- ✓ Vendor drawing review

■ Procurement assistance

- ✓ Vendor pre-qualification
- ✓ Issuing enquiries and receiving offers
- ✓ Commercial bid evaluation
- ✓ Purchase recommendation
- ✓ Purchase order preparation

■ Project management and coordination

- ✓ Project planning, scheduling and control
- ✓ Budgetary and cost control
- ✓ Communication management
- ✓ Interface co-ordination
- ✓ Contract administration
- ✓ Liaison with statutory authorities

■ Inspection and expediting

- ✓ Vendor appraisal
- ✓ Stage wise inspection
- ✓ Final inspection
- ✓ Expediting deliveries

■ Construction supervision

- ✓ Planning of field activities
- ✓ Scheduling, monitoring and control of field activities
- ✓ Supervision
- ✓ Certification
- ✓ Safety
- ✓ Site coordination

■ Commissioning support

- ✓ Start-up and commissioning assistance
- ✓ Site performance tests
- ✓ O & M manual preparation
- ✓ As-built documentation
- ✓ Training of owner's personnel
- ✓ Trouble shooting

■ Bidding services

- ✓ Pre-feasibility / feasibility reports.
- ✓ Detailed Project report.
- ✓ Bid strategy planning.
- ✓ Bid process Management.





REAL ESTATE & INFRASTRUCTURE
TURNKEY SOLUTIONS & SERVICES

Gama Consultancy Services

Corporate Office:

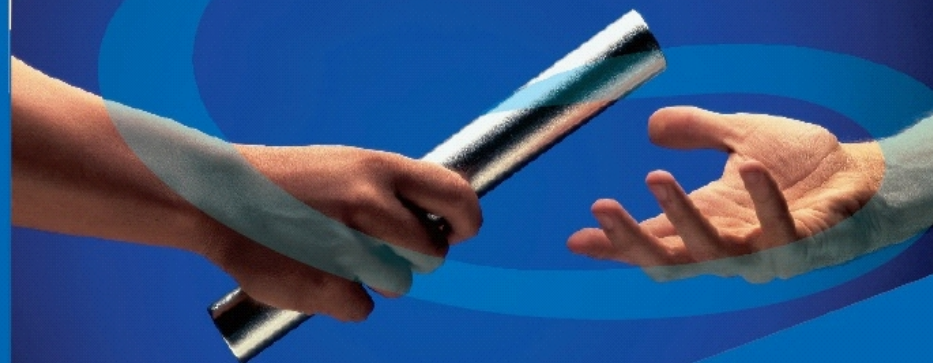
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