

**List of Empanelment of International Property Consultant(s) for
Marketing of upcoming Real Estate Projects of APIIC**

S.No	Name of the Agency	Address of the Agency	Name of the Contact Person	Mobile No.	Email ID
1	M/s. Cushman & Wakefield India Pvt. Ltd	C-401, 4th Floor, C Wing, One BKC, Plot C-66, G Block, Bandra Kurla Complex, Bandra (East) Mumbai - 400 051, India.	Mr. Khurshed Gandhi Designation: Managing Director, Startegic Consulting Services	9930312326	khurshed.gandhi@cushwake.com
2	M/s. CBRE South Asia Pvt. Ltd	E1F, 1A, Orwell Salarpuria Knowledge City, Raidurg, Hyderabad- 500 081	Mr. Preetham R	9594817945	grrip-india@cbre.com
3	M/s. Jones Lang LaSalle Property Consultants India Pvt. Ltd	Level 8, Tower II, TVH Belicia Towers, Block 94, MRC Nagar, Raja Annamalai Puram, Chennai, Tamil Nadu 600028	Mr. Simon Selvaraj	9840068451	Simon.Thomass@jll.com

Sd/-
CHIEF ENGINEER(N)
APIIC LTD

1. Scope of Empanelment

Your empanelment shall enable APIIC to consider your firm for undertaking investor outreach, market sounding, project promotion, bidder identification, and investor facilitation activities, including but not limited to:

- Developing and implementing marketing and investor outreach strategies for APIIC's real estate projects;
- Identifying prospective investors, developers, occupiers, buyers, institutions and strategic partners;
- Developing branding and promotional strategies to enhance project visibility and marketability;
- Conducting targeted outreach to prospective investors based on market intelligence;

- Preparing and disseminating marketing collateral, promotional material, brochures, advertisements, social media content and project information memoranda; and
- Organising roadshows, investor meetings, business outreach programmes and targeted marketing campaigns.

This empanelment only qualifies your firm to be considered for project-specific assignment(s) entrusted by APIIC and shall not be construed as an award of any specific assignment.

2. Period of Empanelment

The empanelment shall remain valid for a period of three years from the date of issuance of this letter, unless withdrawn, suspended or cancelled earlier in accordance with the provisions of the RFP or by APIIC.

3. Success Fee

The Success Fee shall become payable only upon execution of the applicable Project Agreement with a bidder or developer introduced by the Empaneled Consultant and fulfilment of the other conditions specified by APIIC for the relevant assignment, in accordance with the following slab rates:

Project Cost/Private Sector Investment	Success Fee (%age of the Project Cost)
For investment up to Rs 50 Crores	0.50% (minimum fee of INR 10 lakh and a maximum fee of INR 25 Lakh)
For investment above Rs 50 Crores & up to Rs 100 Crores	0.30% (minimum fee of INR 25 lakh and a maximum fee of INR 30 Lakh)
For investment above Rs 100 Crores & up to Rs 200 Crores	0.20% (minimum fee of INR 30 lakh and a maximum fee of INR 40 Lakh)
For investment above Rs 200 Crores & up to Rs 500 Crores	0.10% (minimum fee of INR 40 lakh and a maximum fee of INR 50 Lakh)
For investment above Rs 500 Crores	0.05% (minimum fee of INR 50 lakh and a maximum fee of INR 60 Lakh)

No Success Fee shall be payable merely for marketing or investor outreach activities that do not culminate in the successful selection and award of the project to a bidder/developer introduced by the Empaneled Consultant.

In the event that more than one Empaneled Consultant claims entitlement to the Success Fee in respect of the same project, APIIC shall determine the extent of contribution of each Consultant, and its decision in this regard shall be final and binding on all parties.

4. Allocation of Real Estate Projects

Allocation of Real Estate Project shall be at the sole discretion of APIIC based on project requirements, project location, expertise, experience, availability, past performance, absence of conflict of interest and other administrative considerations.

Empanelment shall **not** confer any right to claim:

- Guaranteed allocation of a Real Estate Project;
- Exclusive engagement; or
- Assured Success Fee.

The detailed methodology for determination, certification, and payment of Success Fee shall be specified by APIIC at the time of assigning the project.

5. General Terms

The Empanelled International Property Consultant(s) shall:

- Comply with the provisions of the RFP, all applicable laws and professional standards.
- maintain complete independence, confidentiality and professional integrity while undertaking assignments;
- avoid conflicts of interest and immediately disclose any circumstances that may affect its independence; and
- Complete each assignment within the timelines specified in the relevant Work Order.

APIIC reserves the right to suspend, remove or de-empanel the Empaneled Consultant in accordance with the provisions of the RFP and applicable law