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Investment's New Best Address
 GURGAON * INDIA

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Gurgaon: The Millennium City

Gurgaon is arguably the fastest growing real estate market in India. Its inclusion in the National Capital Region, its proximity to up-market South Delhi and, above all, its key role in the region's commercial expansion have made Gurgaon an eagerly sought destination for businesses and investors alike.

The growth of Gurgaon has been driven by the corporate sector. Many of the world's best-known multinational corporations have chosen Gurgaon as their headquarters in India, and their top executives have chosen it as their home. The cosmopolitan nature of Gurgaon is reflected in the city's residents,

markets, shop shelves, restaurants, schools and entertainment centres. The city of Gurgaon indeed has the highest density of schools and hospitals in India, as well as the third highest per capita income.

In all of India, Gurgaon stands apart as a world city. With more corporations and businesses vying to get in, Gurgaon is expanding rapidly; already its outskirts are merging with those of neighbouring Manesar. And as Gurgaon grows, so does its appeal to the real estate investor.



** Gurgaon has grown rapidly from a population of just 136,000 people to a city of 1,500,000 people, increasing its residential stock by about 90 times in a period of 15 years. The growth has not been limited to quantitative increase but also qualitative with increasing average sizes of projects, enabling provision of better facilities. The growth of urban spaces is approaching stability with a growth rate of about 30% and capacity addition of about 52 percent **

A Jewel called One On One

The centerpiece of Gurgaon's commercial diadem is now being shaped by the Vatika Group. The Group has a record of having developed and delivered some of the finest commercial projects in the area – 2.1 million sq. ft. of space, in seven completed commercial projects that are counted amongst the best.

One On One shall be Vatika's most glorious commercial endeavour yet. This is a truly 'once-in-a-lifetime' project, and is going to be incomparable on many parameters.

Let's begin with the amazing location: One On One is coming up at what is probably the most prime location for a commercial project in Gurgaon today. Sector 16 is located right along National Highway 8, the great artery of Gurgaon's commercial

lifeblood. It is green, uncluttered, and well known as a buzzing hub of institutions, hospitality and entertainment.

One On One is being built at its very centre. Tree-covered institutional sites flank the project; yet it is virtually adjacent to Gurgaon's original landmark – 32nd Milestone, and the select set of commercial developments around it. The site is just across the NH8 from Gurgaon's popular Westin hotel.

If an expert was asked to pick the best possible location in Gurgaon for a commercial development, the chances are he would have chosen this spot. As Gurgaon expands, Sector 16 enjoys the multiple advantages of a central location, excellent connectivity, and close proximity to Gurgaon's must-visit places.

Direct and easy access from NH 8. Only 700 m or 3 min from IFFCO Chowk

17 km or 20 min from IG International Airport

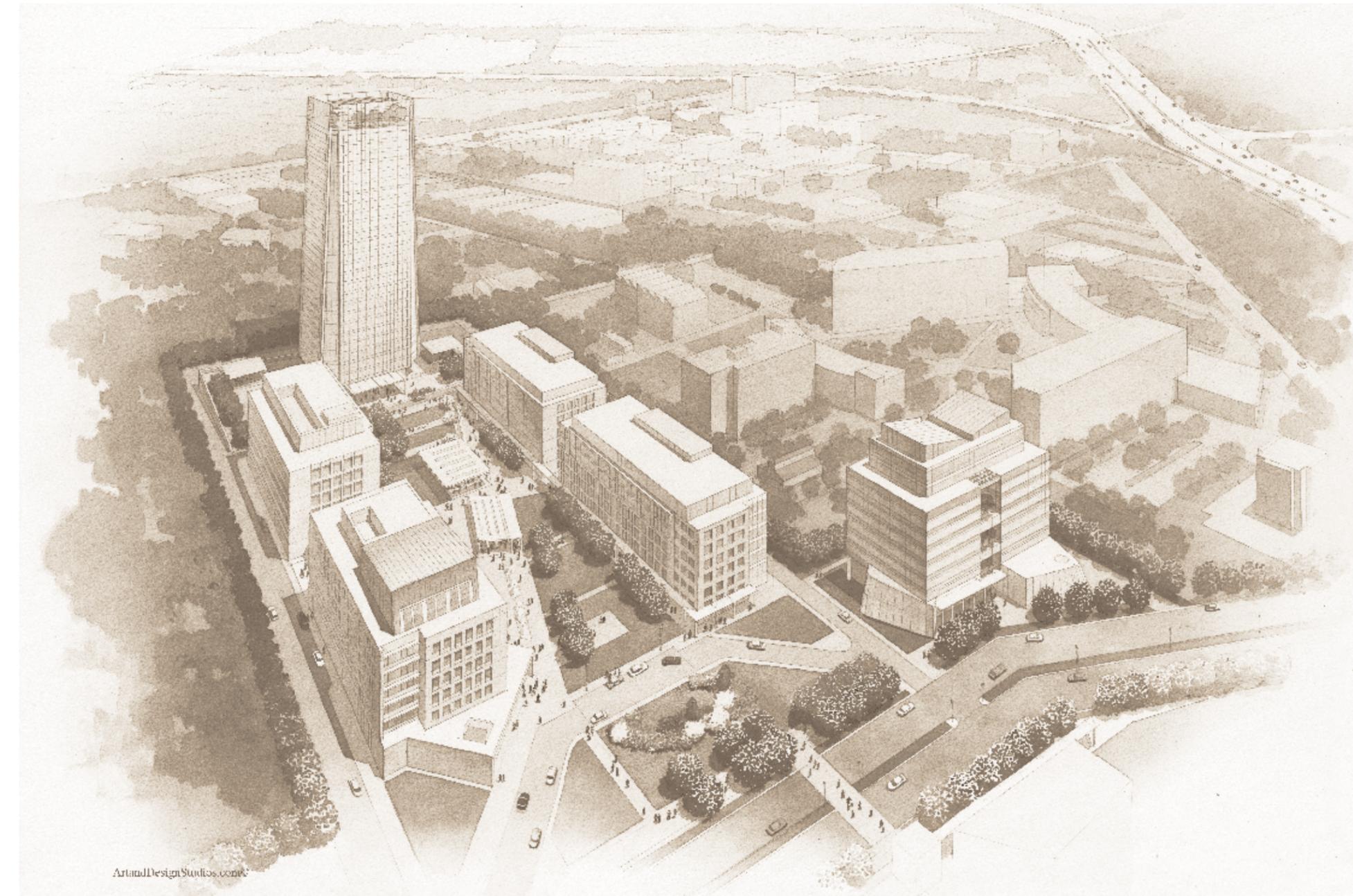
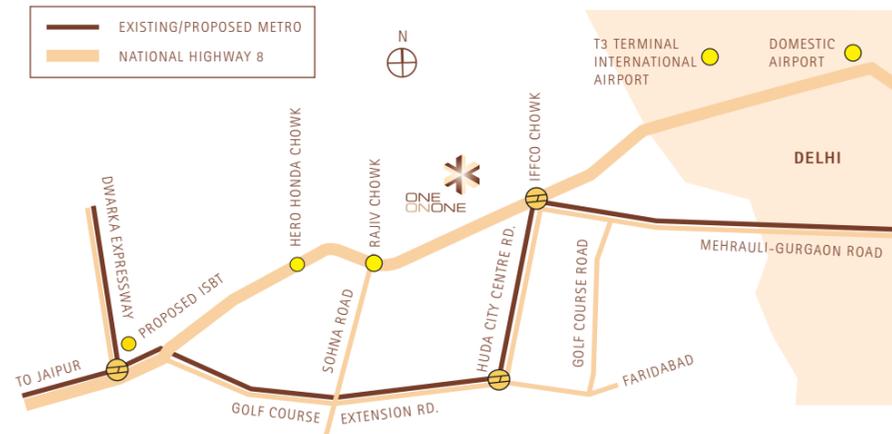
Close to most of the major hotels in Gurgaon – the Westin, the Trident, the Oberoi, the Galaxy and the Crowne Plaza

2.2 km or 5 min from Leisure Valley

2 km or a 5 min drive from Signature Towers

7 km or 16 mins from Gurgaon Railway Station

3.4 km or 7 min from the nearest Metro station



An Astounding Icon

Vatika One On One is located in a verdant part of Sector 16. In fact, the 13-acre site adjoins a natural preserve on two sides. One On One shall enhance the natural beauty of this setting with its open urban architecture and the aesthetics of its design. Consultants of international repute are developing the project to be in harmony with the pleasant surroundings, so that the area becomes an inviting and vibrant place that people will be eager to visit and work in.

The project itself is in the form a large, elegant piazza framed by six graceful structures ranged along its sides. The piazza will be the focal point of restaurants and retail outlets on the ground floors of the surrounding buildings. This will be a public place, where people will throng even after office hours because of the lively environment and the food and beverage attractions.

TRULY SPECTACULAR

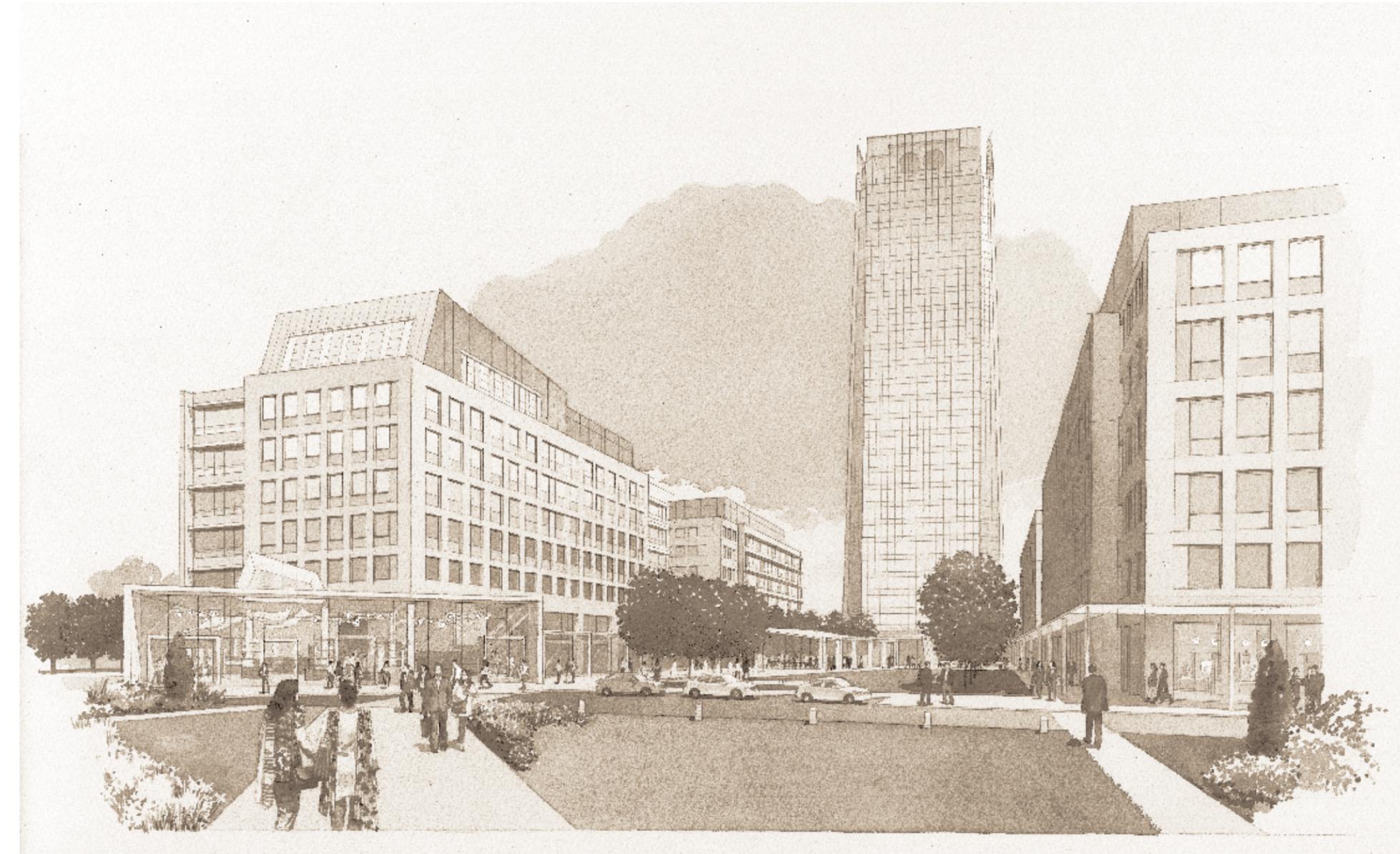
The stand-out feature of One On One, which is sure to make the project an iconic landmark, will be an awe-inspiring tower. Soaring 100 metres into the sky, the tower will be among the tallest buildings in the National Capital Region and will command uninterrupted panoramic views over Delhi and Gurgaon.

The tower shall be located at one end of the space outlined by the lower buildings. This imposing formal arrangement will add to the grandeur and iconic image of the project. A large proportion of the façade will be of glass, and the tower will light up the night sky like a dazzling lofty beacon. The bar and lounge planned for the rooftop of this tower will be a signature feature of One On One and become a must-visit icon of Gurgaon as well.

At the other end of the piazza will be a ten-storey commercial space, acting as a gateway to the project. The piazza will be flanked by 4 seven-storey buildings, each with 160,000 sq. ft. of floor area. These will provide excellent office spaces for large corporations as well as mid-sized establishments.

ENVIRONMENT-FRIENDLY

The buildings of One On One will find their fullest expression in energy-efficient glass and natural stone, and will be designed for a high LEED* rating. Trees and other foliage will provide shade, coolness and a pleasing environment. The project will also have a number of sunscreens and protected walkways for the comfort of occupants and residents.



*Leadership in Energy and Environmental Design is an international rating system for the design, construction and operation of green buildings

Far More Than A Workplace

One On One is going to be the most prestigious business address in Gurgaon. Along with its iconic status, the project will offer the highest quality of facilities and maintenance to the 10,000 executives who will work in the offices here.

One On One will be a unique commercial complex. It is based on the concept of integrating amenities for business recreation with the official workspaces on offer. This will create a lively and congenial environment that will make work more pleasurable and invite office-goers to linger in the complex even after the workday is over.

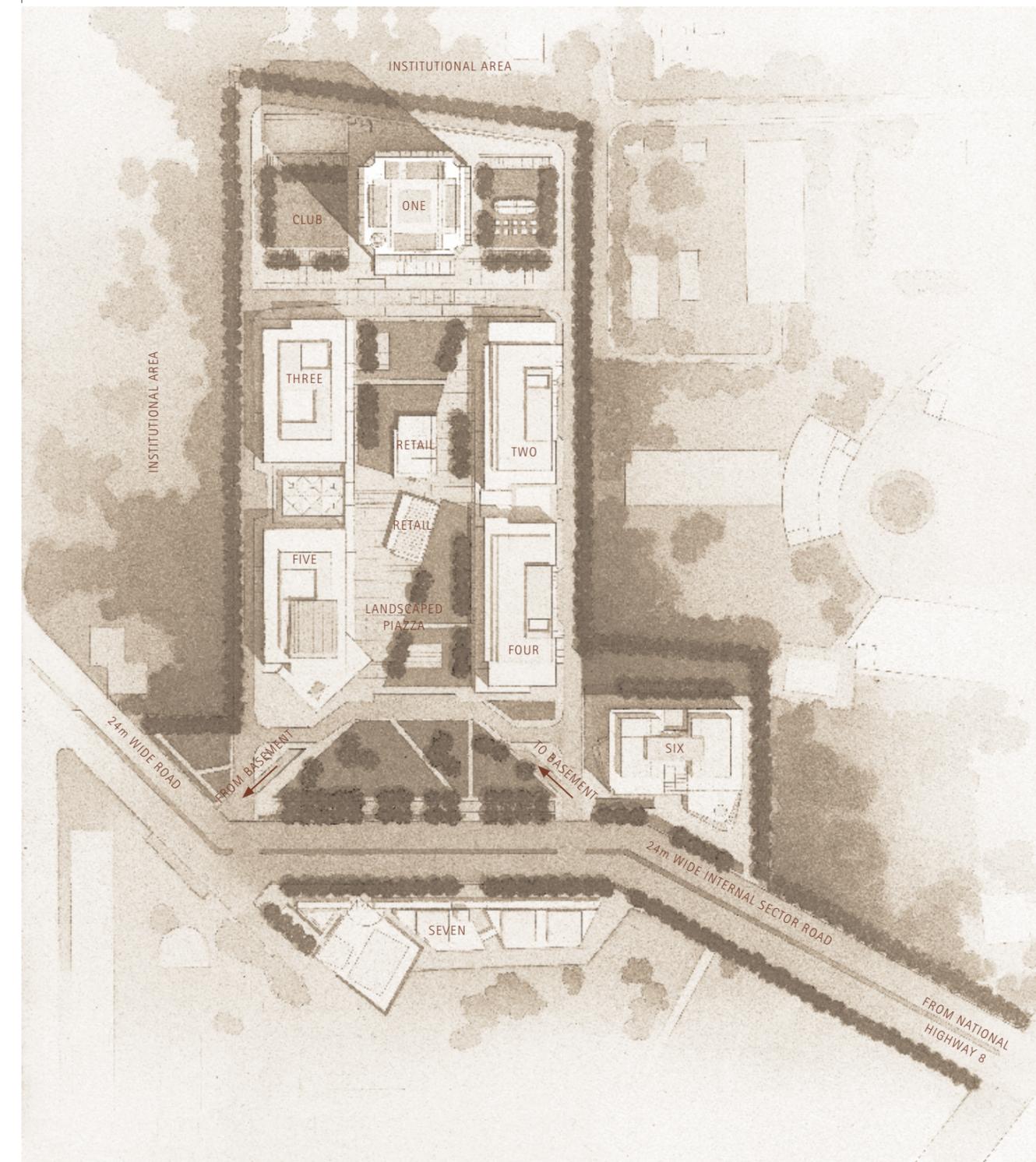
These factors, coupled with the project's incomparable environment and Vatika's reputation for providing exceptional workspaces, will make it an extremely attractive proposition

for leading corporations as well as for the discerning investor.

OFFICE SPACES

The project will offer plate sizes ranging from 20,000 to 27,000 sq. ft. in the mid-rise and high-rise blocks. The workspaces are being designed based on Vatika's considerable expertise and understanding of the newest trends and requirements of high quality clientele.

Each block will have elegant entrances and lobby areas on the ground floor. The floor plates will have the flexibility to be easily divided into 4 or 6 offices or be offered as a combined unit to a single, large tenant. Thus the floor layouts will offer optimum space utilization and efficiency for small and mid-sized businesses as well as for large companies.



1,250,000 sq. ft. spread over 13.08 acres



THE GRAND PIAZZA

The six buildings of One On One are so arranged that they create a large public space in the middle. This space, over 2 acres in area, shall become a grand, central piazza. The piazza will be beautifully landscaped and will serve as the vibrant nerve centre of the project.

The ground floors of the buildings around have been earmarked for hospitality, recreation and retail establishments. The piazza will thus be surrounded by shops, specialty restaurants and cafes spilling over onto the plaza itself. There will be convenience stores, banks, travel houses, sports facilities, health and fitness centres as well.

The sheer range of attractions at the piazza will attract people all through the day, and then in the evenings as well – making One On One the rare commercial complex that will pulsate with as much energy and buzz after dark as during the day.

The piazza will be a public space open to everyone, so this uniquely exciting recreation hub will draw its clientele from a large surrounding area, and all through the week.

The Finer Facets

Vatika One On One is shaping up to be among the most prestigious projects ever created in Gurgaon. It will certainly be among the most talked about ones. As an investment opportunity, this project is quite exceptional and it can be described as a 'once in a lifetime' chance without any exaggeration.

For those wanting to be a part of this spectacular development, One On One offers an interesting product mix to choose from. The project constitution includes:

5 Mid-rise blocks – These are G+6 with floor plate sizes varying from 23,000 sq. ft. to 26,000 sq. ft.

The Iconic Tower – This will be G+25 with floor plates of approximately 20,000 sq. ft.

Within these, there will be office modules of various sizes

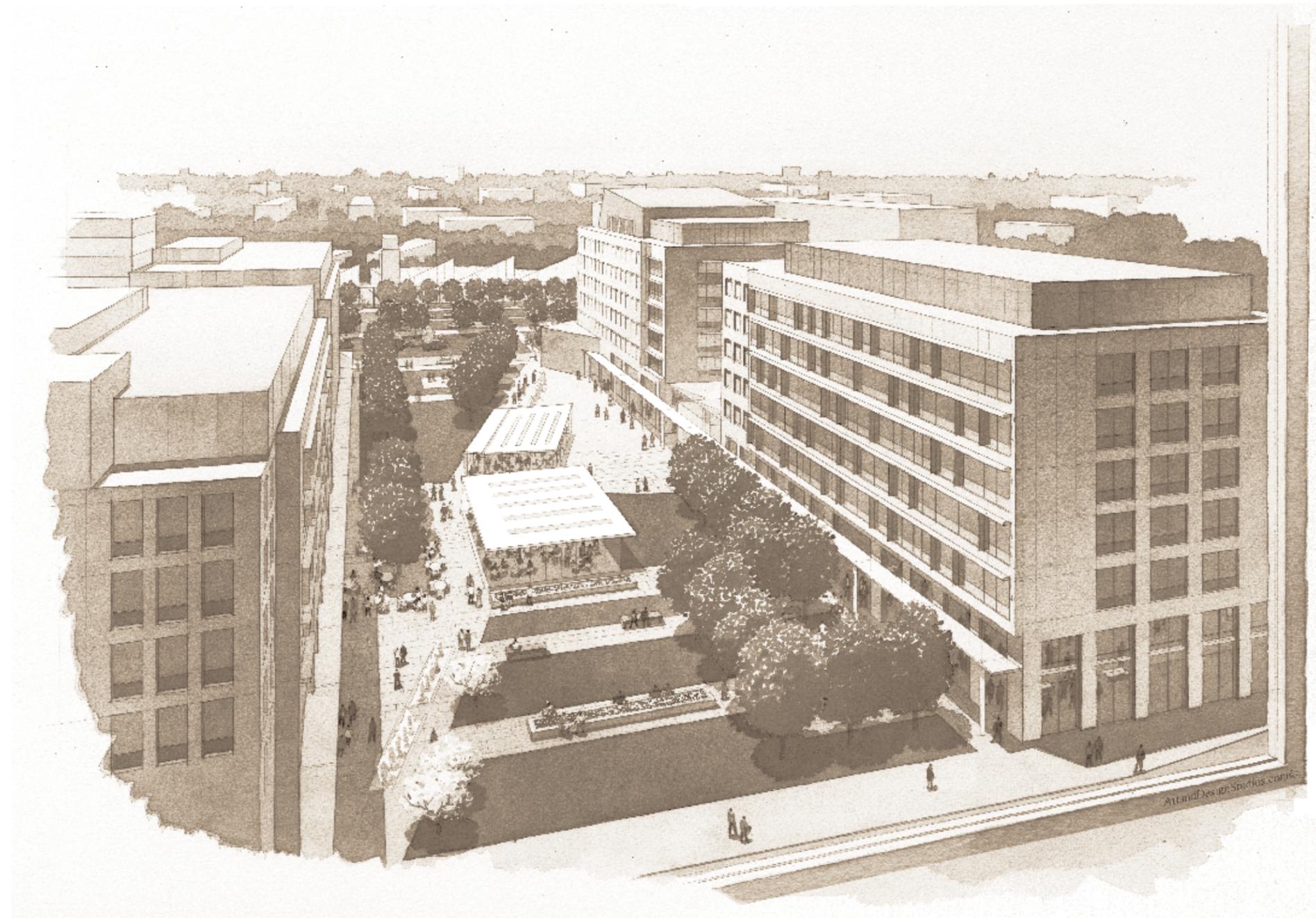
DESIGNED TO DELIGHT

The office spaces are all designed with the unique blend of elegance and superb functionality that Vatika commercial developments are renowned for:

- Offices have been judiciously designed around central cores and side cores so that every office gets natural lighting and

good outside views

- The typical floor has a clear ceiling height of 3.5 metres, which goes up to 4.2 metres in retail areas
- There are well-designed entrance lobbies, with high-speed passenger elevators as well as dedicated service elevators for the movement of goods
- The materials used for the interior and the exterior finishes will be of the finest quality, to do justice to the eye-catching contemporary design
- Energy efficient glass shall be used in facades and fenestration along with curtain glass at appropriate locations
- The entire project has been designed in line with Green Building norms and will have a LEED certification
- One On One has been designed in strict compliance with international safety standards for fire safety and evacuation, and shall be equipped with advanced fire detection and fire suppression systems
- Multi-level security will be maintained through CCTV surveillance and manned security posts
- One On One will have adequate parking for 2,500 cars spread over three basement levels



A Gilt-edged Investment

Buying a piece of commercial real estate purely as an investment is becoming increasingly popular – even among individuals who do not intend to use the property themselves. The developer usually finds a tenant on behalf of the owner. The rent paid by the tenant serves as an extra monthly income to the owner – over and above his gain from the increase in the market value of the property.

- In judging the investment potential of a project, it is of vital importance to analyse the track record of the organization behind the project. The reputation of the Vatika Group in this respect is quite outstanding.
- The record shows that Vatika's commercial projects get sold out as soon as they are announced. And this has happened time and again, project after project.
- Another remarkable fact: of the individuals and institutions that have invested in Vatika properties, 40% are repeat investors. That means that 2,000 owners, pleased with their first venture, have come back to invest in Vatika again.
- The total number of owners with multiple investments (including repeat buyers) is much higher, and stands at 3,000

informed investors.

- Obviously, Vatika is doing something right. After 14 years of expertise in this area, the company has evolved a set of best practices that build investor confidence in the Vatika name. Here's a deeper dive into the success factors that Vatika brings into play.

WHY VATIKA STAYS AHEAD

Leasing Guarantee - Many developers simply sell small units of commercial space and consider their task complete – leaving the investor exposed to risk. Vatika, on the other hand guarantees that the property purchased by the owner will get leased out.

Commitment to Payouts - Vatika ensures that owners always receive their rents promptly on the scheduled date. If there is a delay in payment by the tenant, Vatika bridges the funds gap – so the owner can rely absolutely on timely receipts.

Proactive Renegotiation - Lease agreements with tenants have an in-built clause for rent escalation every three years.

However if the market rent for the property is higher than the escalated rent, Vatika proactively renegotiates the lease on the owner's behalf.

Creating Investor Wealth - There is almost an implicit assurance that owners will gain handsomely from their Vatika property. In the past, owners have seen the capital values of their properties rise by 200 to 300% in just 4 or 5 years. While Vatika does not actually guarantee such gains, it facilitates them through impeccable service standards and by creating landmark buildings that attract the most discerning tenants.

Customer Service - Vatika has put in place a clear escalation matrix to address owners' concerns. This includes easy access even to the Managing Director / Chairman to settle any unresolved issues.

Commitment to the Owner - Behind all these measures is an unspoken commitment to upholding the owner's interests. This paramount primacy to the owner is reflected in many ways. Owners pick up these cues and feel confident about their Vatika investments.

How investing in commercial property works

- In order to execute a commercial project, the Developer needs funds
- The Developer approaches Investors to buy space in the proposed project
- Big companies generally require large continuous floor areas (known as 'floor plates') for their offices. The Developer notionally divides floor plates into smaller, more affordable sizes, which are sold to Investors
- The Investor begins receiving a monthly payout from the Developer as soon as he makes his purchase. This is usually a percentage of the investment and is fixed beforehand between the Developer and Investors
- When the project is ready, tenants move in and the Investor now automatically gets his income from the rent paid by the tenant
- Meanwhile, the market value of the space appreciates, leading to an increase in the Investor's wealth. He can choose to monetise this gain at any time by selling out
- The Investor thus gets a two-fold gain from his investment: a fixed monthly return from the Developer (or tenant), and capital gain as the value of his property increases

Why investing in Vatika works even better!

- Vatika has evolved and adheres to a system of best practices that works in the interest of investors and boosts investor confidence in Vatika projects
- Owners are guaranteed a certain rate of return on their investment by Vatika right from the time the investment is made
- Vatika ensures regularity of rent payments to owners, even in cases of delay by the tenants
- Vatika takes a long term view of the relationship with owners, and undertakes tenancy renewals for a period of nine years – whereas the industry norm is just three
- In case a tenant leaves, Vatika helps owners in finding a new one
- If a large tenant renegotiates the tenancy agreement, Vatika acts as the owners' representative – ensuring that their interests are not compromised
- These measures protect the market value and the long term leasability of the premises – and all this is done at no extra cost to the owner



FIVE STAR SERVICE



One On One, like all Vatika commercial projects, will be maintained and serviced by Enviro – Vatika's specialized facilities management division. Enviro is ISO 9001:2008 certified by TUVSUD South Asia, and is accredited by DAR Germany.

Enviro's excellence is an important factor in the enviable reputation enjoyed by Vatika projects. The integrated facilities management solutions take into account customers' evolving day-to-day requirements and provide specialized care and maintenance. Attention to every requirement and to the minutest detail is the watchword that creates an environment of smooth efficiency and keeps every Enviro complex pristine and timeless.

Service standards at One On One shall, therefore, be of the highest level – and completely in line with what the elite clientele of Gurgaon's most premium project would naturally expect.

Vatika's Long Term Commitment

INDUSTRY PRACTICE

The standard practice in the commercial space sector is for the lease to be executed for a period of 3 years. This done, most developers step out of the way, leaving owners and tenants to work out future arrangements directly. And while this is convenient for the developers, it creates problems for owners and tenants.

VATIKA'S 3+3+3 YEAR COMMITMENT

Vatika has always taken a long-term view rather than a transactional approach. In the case of One On One, like in its other projects, Vatika will take the responsibility of leases and renewals for a period of 9 years. By becoming the single point of contact, Vatika creates value for the owner as well as the tenant.

Benefits to owners: Because Vatika always pays on time, the owner is shielded from payment delays by the tenant.

If a large tenant wants to renegotiate the agreement, Vatika acts as the combined representative of the individual owners of the property occupied by the tenant. On their own, the indi-

vidual owners would be weak negotiators.

When a tenant vacates, Vatika takes on the responsibility of finding a new tenant. Left to themselves, individual owners would find this a daunting task.

Benefits to tenants: Tenants have a single point of contact to deal with every month, rather than the mess of dealing with a number of individual landlords.

At the time of renewals, tenants are protected from individual whims and demands of particular owners as Vatika negotiates for the entire area as a large single unit.

PROTECTION FROM EROSION OF VALUE

This is the larger, much more significant gain for owners from Vatika's long-term approach. While there are multiple owners on any given floor, Vatika leases out the space as a single unit to a large tenant – and this is critical for maintaining a uniform look for the floor and protecting its future leasability.

Further, if Vatika were to cease its involvement after the mandatory 3 years, the owners would have to find a new tenant on their own. Given the unlikelihood of multiple owners coming to agreement on a prospect's proposal, they would soon be leasing their holdings individually to multiple tenants. The result: a Grade A commercial development would deteriorate into an unworthy agglomeration of shops and small offices.

AT NO EXTRA COST

The best part of this commitment, as far as the owner is concerned, is that Vatika does all this of its own volition – required neither by statute nor by contractual obligation. And all of it comes at no extra cost to the owner. In fact, with Vatika, there are no hidden charges at all. Everything is exactly as it appears.

GOING THE EXTRA MILE

The single largest factor that differentiates Vatika from others is that Vatika approaches commercial real estate from a 'services sector' perspective. Thus there is emphasis on taking things a step further – providing great experiences rather than stopping at great buildings; and developing long-term rela-

tionships rather than quick transactions.

These are not just noble words. They are a business approach and an action plan that delivers solid, measurable results. Vatika remaining committed and focused on leasing out vacant spaces, even after its mandated involvement of 9 years has been fulfilled, is an example of this. A large, dedicated Customer Service Centre is another.

There are numerous similar instances of going out of the way, of making an extra effort one didn't have to. In the long run, they all add up. They lead to repeat customers and to a reputation for creating lasting value.

At One On One, this orientation will be even stronger.



Our Partner Voices

CB RICHARD ELLIS

"CBRE has been doing business with Vatika since the last 12 years and their commitment towards client servicing has always been very good. Our clients have continued to grow within the Vatika Buildings and have been very satisfied by their service level and amenities. With Vatika being one of the best known brands in NCR region for commercial office spaces, their buildings always feature in the preferred lists of our prospective clients.

The Vatika top management has also been very responsive in engaging with tenants that we have assisted in leasing space in their buildings."

CBRE

JONES LANG LASALLE

"The attention to detail and thought process being put across in designing of Vatika's office spaces has always left us and many of our clients quite impressed. With an excellent track record, we at Jones Lang LaSalle are always very confident while proposing their commercial developments to our clients, who are always impressed by the design of the complex and also the excellent maintenance levels, which are comparable and expected from any A-Grade commercial complex across the world.... Vatika buildings Stand-out!"

 JONES LANG
LASALLE™
Real value in a changing world

COLLIERS INTERNATIONAL

"Our clients have always been impressed by the practical and functional design of all Vatika commercial developments. The well planned layout plans, break-out areas and perfect mixture of commercial office spaces with important amenities such as food outlets, business centres, banks etc give a lot of comfort to the client and they are happy to be a part of these functional complexes."

 Colliers
INTERNATIONAL

Client Speak

SAP LABS

"SAP has been operating out of Vatika Towers since 2006. We have not only grown in this facility but have been able to collocate other business entities within this complex. This was possible purely because of the excellent Architectural flexibility built into the building design and the personalized service levels collectively provided by the entire management team including the ground staff responsible for day to day services and upkeep. The employee satisfaction level with the office location and amenities has been wonderful and the well planned break-out areas and other recreational facilities help keep their moral high."

 SAP®

STRYKER

"While the building location and excellent finish levels were the strong points which influenced us in signing up for our 18,000 sq. ft. office space in Vatika Towers, the excellent maintenance levels and the attention given by the builder on the small but yet significant things gave us the confidence to move into a much larger area of 130,000 sq. ft. at Vatika Business Park. We are happy that the team here considers important factors like services, quick response and resolution times, functioning and back-up of important equipment's as a necessity rather than an exception."

 stryker®

HDFC

"The relationship which started as a small branch out of Vatika's first commercial development, has over the time blossomed into a strong association. The confidence generated after opening of our North Region Headquarters based out of Vatika Atrium, has given us the comfort factor to be a part of almost all new commercial developments launched by Vatika in different micro markets of the region."

 HDFC BANK
We understand your world

Vatika: A Story of Consistent Delivery



VATIKA CITY POINT
150,000 sq. ft. spread over 2 acres



VATIKA TRIANGLE
140,000 sq. ft. spread over 1.5 acres



VATIKA TOWERS
370,000 sq. ft. spread over 4.04 acres



VATIKA MINDSCAPES
1,180,000 sq. ft. spread over 8.88 acres



VATIKA ATRIUM
240,000 sq. ft. spread over 2.36 acres



TOWN SQUARE
270,000 sq. ft. spread over 3 acres



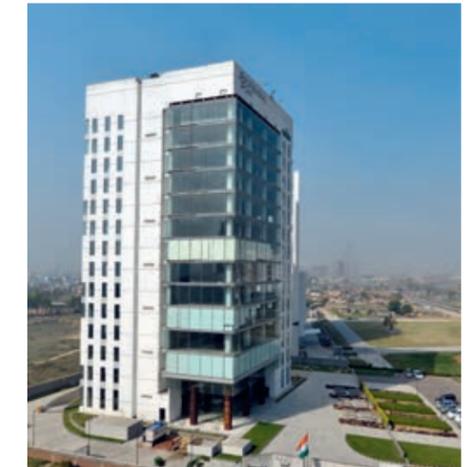
INXT CITY CENTRE
950,000 sq. ft. spread over 10.78 acres



FIRST INDIA PLACE
180,000 sq. ft. spread over 2.13 acres



VATIKA BUSINESS PARK
860,000 sq. ft. spread over 6.88 acres



VATIKA PROFESSIONAL POINT
160,000 sq. ft. spread over 2.11 acres