

**Strictly Confidential  
For Addressee Only**

**Valuation study of property  
located along Varthur Road,  
Whitefield, Bangalore**

**Report for**

**Elbit Plaza India Management  
Services Private Limited & Plaza  
Centers N.V.**

**Report Date**

**23 March 2022**





## Executive Summary

<b>Property located on Varthur Main Road, Whitefield, Bangalore</b>	
<b>Valuation Date:</b>	31 December, 2021
<b>Valuation Purpose:</b>	Financial Statements Reporting (IFRS)
<b>Location / Situation:</b>	<p>The land parcel admeasuring 54.38 acres, located along Varthur Road, Whitefield is hereafter referred to as ‘the subject property’. Basis information received from the client and “Option for Development certificate by the applicant” document shared by the client we understand that ~ 1.96 acres of the total 54.38 acres is being acquired for road widening of the access road to the subject property and the client has applied for corresponding Development Rights certificates for the land being acquired from BBMP.</p> <p>The subject property is a part of Whitefield micro market. Carmel Incor Heights, Myhna Maple, Prestige Lakeside Habitat, Brigade Utopia, Purvi Symphony, Candeur Landmark are some of the prominent residential developments in the vicinity of the subject property. The subject micro market is self-sufficient in nature with a good mix of commercial, residential and hospitality developments and quality social infrastructure.</p>
<b>Description:</b>	<p>The subject property is currently at land stage admeasuring 54.38 acres. It is irregular in shape and has presence of drain and vegetation within the premises. The subject property currently has access through Varthur Main Road which lies towards west of the subject property. Varthur Lake also lies in the west of the subject property. The subject property enjoys good frontage (~1,100 ft.) as informed by the client. The permissible Building height is 72 m. as per area statement shared by the client. Basis information received from the client and “Option for Development certificate by the applicant” document shared by the client we understand that ~ 1.96 acres of the total 54.38 acres is being acquired for road widening of the access road to the subject property and the client has applied for corresponding Development Rights certificates for the land being acquired from BBMP.</p>
<b>Land Area:</b>	54.38 acres
<b>Tenure:</b>	Freehold



Internal view of the subject property



Internal View of the subject property



Access to the subject property



<b>Market Value*</b>	<b>Land Sale Comparable Method:</b> INR 1,718 Million
	<b>Discounted Cash Flow Method:</b> INR 1,634 Million
	<b>Mantri Deal Value:</b> INR 2,421 Million (As of Valuation Date)

*This summary is strictly confidential to the addressee. It must not be copied, distributed or considered in isolation from the full report*

*\*Basis information received from the client and "Option for Development certificate by the applicant" document shared by the client we understand that ~ 1.96 acres of the total 54.38 acres is being acquired for road widening of the access road to the subject property and the client has applied for corresponding Development Rights certificates for the land being acquired from BBMP. As the land acquisition is currently under progress basis documents shared by client, we have valued the subject property has a 54.38 acres land parcel and no impact of the Development Rights Certificate has been assumed.*



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**To:** Elbit Plaza India Management Services Private Limited & Plaza Centers N. V.  
**Assignment:** Valuation of property located on Varthur Main Road, Whitefield, Bangalore  
**Valuation Date:** 31 December 2021  
**Report Date:** 23 March 2022

## **A VALUATION REPORT**

### **1 Instructions**

#### **Appointment**

We are pleased to submit our report to **Elbit Plaza India Management Services Private Limited & Plaza Centers N. V.** which has been prepared for **Aayas Trade services private Limited** (Hereinafter referred to as “**Client**”), The properties and interests valued are detailed in Part D of this report. As informed by client the purpose of this valuation is for Financial Reporting hence we understand that this valuation will be used in Financial Statement Reporting Purposes (IFRS) by the client.

The exercise has been carried out in accordance with the instructions (Caveats & Limitations) detailed in Appendix 4 of this report. The extent of our professional liability to you is also outlined within these instructions.

### **2 Conflicts of Interest**

We confirm that there are no conflicts of interest in our advising you on the value of the subject property under the assumed conditions as instructed.

### **3 Basis of Valuation**

We understand from our discussion with the client, that the basic intention of the exercise is to assess the value of the subject property in its current state (their condition on the date of the site visit). Therefore, the valuation of the property has been carried out using the ‘Discounted Cashflow Method’ and ‘Sale Comparable Method’.

### **4 Assumptions, Departures, and Reservations**

We have prepared our report on the basis of the assumptions within our instructions (Caveats & Limitations) detailed in Appendix 4 of this report. The area details, freehold status of the property, survey no, commercial building specifications etc has been provided to us by CLIENT. The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a “Global Pandemic”



on 11 March 2020, has impacted global financial markets. Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As at the valuation date, C&WI considers that less weight can be attached to previous market evidence for comparison purposes, to inform opinions of value. Indeed, the current response to COVID-19 means that C&WI is faced with an unprecedented set of circumstances on which to base a judgement. C&WI valuation(s) is / are therefore reported on the basis of 'material valuation uncertainty' as per VPS 3 and VPGA 10 of the RICS Red Book Global. Consequently, less certainty – and a higher degree of caution – should be attached to our valuation than would normally be the case. Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the valuation of [this property under frequent review.

## **5 Inspection**

The subject property was inspected on 28<sup>th</sup> January 2022 by Mr. Akash Kumar, Valuation & Advisory Services, C&WI. No measurement survey has been carried out by C&WI. We have relied entirely on the site areas provided to us by the client. We have assumed that these are correct.

## **6 Sources of Information**

Information on comparable properties for the purpose of this study has been gathered from CWI Research, real estate developers and property websites.

## **7 General Comment**

A valuation is a prediction of price, not a guarantee. By necessity, it requires the valuer to make subjective judgments that, even if logical and appropriate, may differ from those made by a purchaser, or another valuer. Historically it has been considered that valuers may properly conclude within a range of possible values.

The purpose of the valuation does not alter the approach to the valuation.

Property values can change substantially, even over short periods of time, and so our valuation could differ significantly if the date of valuation was to change. If you wish to rely on our valuation as being valid on any other date you should consult us first.

Should you or the borrower contemplate a sale, we strongly recommend that the property is given proper exposure to the market. You should not rely on this report unless any reference to tenure, tenancies and legal title has been verified as correct by your legal advisers.

## **8 Confidentiality**

The contents of this Report are intended to be confidential to the addressees and for the specific purpose stated. Consequently, and in accordance with current practice, no responsibility is accepted to any other party in respect of the whole or any part of its contents.



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**9 Disclosure and Publication**

You must not disclose the contents of this valuation report to a third party in any way without first obtaining our written approval to the form and context of the proposed disclosure. You must obtain our consent, even if we are not referred to by name or our valuation report is to be combined with others. We will not approve any disclosure that does not refer sufficiently to any Special Assumptions or Departures that we have made.

**10 Authority**

CLIENT acknowledges and agrees that C&WI's services hereunder (including, without limitation, the Reports itself and the contents thereof) are being provided by C&WI solely to and for the benefit of CLIENT and no other party. If CLIENT desires to use the Report or C&WI's name in any offering or other investment material, then (a) C&WI will require, and CLIENT must provide or cause to be provided, an indemnification agreement in C&WI's favor, given by parties reasonably satisfactory to C&WI, and (b) CLIENT will obtain C&WI's consent to the references in such materials to the Report.

**11 Third Party Claim Indemnity**

C&WI endeavors to provide services to the best of its ability and in bonafide good faith. The Report issued shall be only for use by the CLIENT. In the event CLIENT provides a copy of the Report to, or permits reliance thereon by, any person or entity not authorized by C&WI in writing to use or rely thereon, CLIENT hereby agreed to indemnify and hold C&WI, its affiliates and their respective shareholders, directors, officers and employees, harmless from and against all damages, expenses, claims and costs, including reasonable attorneys' fees, incurred in investigating and defending any claim arising from or in any way connected to the use of, or reliance upon, the Report by any such unauthorized person or entity. C&WI disclaims any and all liability to any party other than CLIENT.

**12 Limitation of Liability**

Subject to the terms and conditions of the engagement letter / master agreement, C&WI's total aggregate liability to CLIENT arising in connection with the performance or contemplated performance of the services herein, regardless of cause and/or theory of recovery, shall be limited to an aggregate sum not exceeding the total fees paid to C&WI by CLIENT hereunder. C&WI shall not be liable under any circumstances for any pure economic loss, loss of profit, loss of business, depletion of goodwill, in each case whether direct or indirect or consequential or any claims for consequential loss compensation whatsoever which, arise out of or in connection with services provided under this engagement.

CLIENT acknowledge and agree that C&WI's responsibility is limited to CLIENT and use of C&WI's work product (including, without limitation, the Report and contents therein) by third parties shall be solely at the risk of CLIENT and/or any such third parties.



### 13 **Third Party Claim Indemnity**

C&WI endeavors to provide services to the best of its ability and in bonafide good faith. The Report issued shall be only for the use by Client, its group companies, auditors and other professionals engaged by the Client. In the event Client provides a copy of the Report to, or permits reliance thereon by, any person or entity not authorized by C&WI in writing to use or rely thereon, Client hereby agreed to indemnify and hold C&WI, its affiliates and their respective shareholders, directors, officers and employees, harmless from and against all damages, expenses, claims and costs, including reasonable attorneys' fees, incurred in investigating and defending any claim arising from or in any way connected to the use of, or reliance upon, the Report by any such unauthorized person or entity. C&W disclaims any and all liability to any party other than Client

### 14 **Anti-bribery & Anti-corruption**

The U.S. Foreign Corrupt Practices Act (the "FCPA") and other laws make it unlawful for C&WI or anyone acting on its behalf to offer, pay, promise or authorize to pay any money, gift or anything of value directly or indirectly to any Public Official with the intent of causing the Public Official to misuse such official's position to obtain or retain business for C&WI or its subsidiaries or affiliates. The term Public Official is broadly defined to include not only traditional government officials and those employed by government agencies, departments, or ministries but also employees of companies which are owned or controlled by the state. The U.K. Bribery Act and other laws also prohibit commercial bribery of any kind.

C&WI complies with all applicable anti-bribery and corruption laws, rules, and regulations of the United States, European Union or any member state and any other similar laws in all applicable jurisdictions, including but not limited to the FCPA and U.K. Bribery Act ("Applicable Anti-Bribery Laws and Rules").

Client acknowledges and confirms its understanding of and agrees to comply with all applicable Anti-Bribery Laws and Rules and agrees not to take or fail to take any action that might in any way cause C&WI to be in violation of such laws.

C&WI must at all times comply with all U.S. sanctions administered by the Office of Foreign Asset Control ("OFAC") of the Department of the Treasury or under any statute, executive order (including, but not limited to, the September 24, 2001, Executive Order 13224 Blocking Property and Prohibiting Transactions with Persons Who Commit, Threaten to Commit, or Support Terrorism) or other governmental action and any applicable international laws and regulations pertaining to the detection, prevention and reporting of potential money laundering and terrorist financing activities (collectively "Applicable Sanctions/AML Rules").

Client represents and warrants to C&WI that it, and all persons and entities owning (directly or indirectly) an ownership interest in it: (a) are not, and will not become, a person or entity with whom



a party is restricted from doing business under Applicable Sanctions/AML Rules; and (b) are not knowingly engaged in, and will not knowingly engage in, any dealings or transactions or be otherwise associated with such persons or entities described in clause (a) above.

In the event that C&WI believes in good faith, and whether or not it has conducted an investigation, that Client has acted in a way that may subject C&WI to liability under Applicable Anti-Bribery Laws and Rules or the Client (including all persons and entities owning (directly or indirectly) an ownership interest in it) becomes a target of Applicable Sanctions/AML Rules, C&WI shall have the unilateral right, exercisable immediately upon written notice, to terminate this agreement and shall be entitled to receive payment of the service fees for services rendered pursuant to this agreement together with any and all reasonable additional costs incurred due to such early termination.



## 15 Valuation

### Market Value

Market Value is defined as ‘The estimated amount for which an asset or liability should exchange on the date of valuation between a willing buyer and a willing seller in an arms-length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion.’ (VS 3.2 Red Book 7<sup>th</sup> Edition).

### Market Value Assuming Vacant Possession

In our opinion, the market value of the proposed freehold interest in the property:

Market Value the Property*	
Land Sale Comparable Method	INR 1,718 Million
Discounted Cash Flow Method	INR 1,634 Million
Mantri Deal Value	INR 2,421 Million

It may be noted that this is approximate value estimation. Actual achievable value may vary in the range of +/- 5 % depending on space usage, buyer profiles, and case-to-case transaction peculiarities

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Signed for and on behalf of Cushman & Wakefield India Pvt. Ltd.

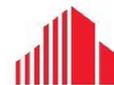
**Somy Thomas, MRICS**  
**Managing Director**  
**Valuation & Advisory**  
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**Joseph Ajith**  
**Assistant Vice President**  
**Valuation & Advisory**  
**India**

**Varun Ashok**  
**Senior Manager**  
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**India**

**Akash Kumar**  
**Assistant Manager**  
**Valuation & Advisory**  
**India**





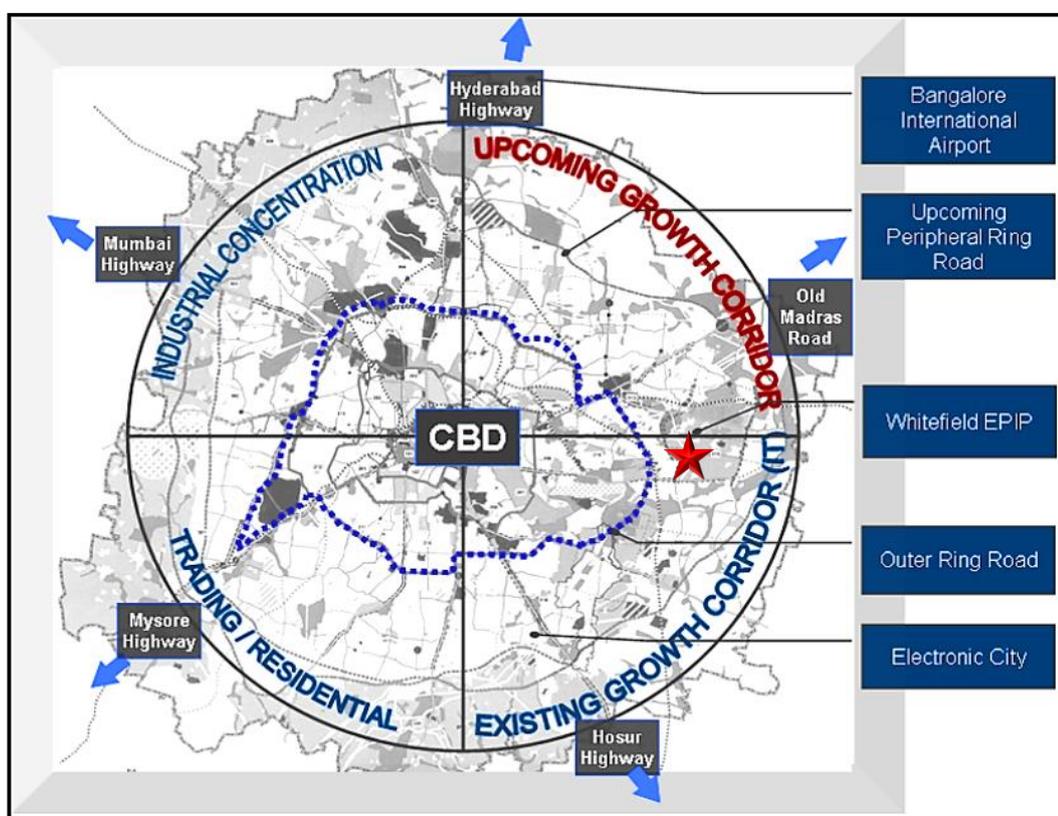
## **B BANGALORE CITY OVERVIEW**



## 1 Bangalore City overview

Bangalore is the capital of the State of Karnataka and is located in the south-east of the state. The total area of Bangalore district is 2,196 sq. km.<sup>1</sup>. The city, known as Silicon Valley of India, has emerged as a favourite IT/ITeS destination over the last 10 - 12 years. Home to companies such as Microsoft, Yahoo, Wipro, Infosys, IBM, GE, Google, Accenture, TCS etc, the city has been the front runner in attracting technology companies.

Apart from successfully attracting IT/ITeS companies, Bangalore is considered to be a Biotech destination as well. Bangalore houses some of the most prominent biotechnology research institutions of India such as Indian Institute of Science and National Centre for Biological Resources. The other industries in Bangalore are related to manufacturing of Aircraft, Earthmoving Equipment, Watches, Garments, Silk, Machine Tools amongst others.



 Subject Property

Source: C&WI Research

<sup>1</sup> (Source: Census of India, 2011)



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The city has the presence of prominent educational institutions such as Indian Institute of Management, Indian Institute of Science, National Law School and a number of engineering/medical colleges offering talent pool to the existing corporations.



## 2 Bangalore City Real Estate market overview

The real estate development has evolved from the center of the city, with the Core Business District (MG Road) located at the center of the city. The development pattern of the city is undergoing a significant shift with development shifting from the central areas to the peripheral areas, mainly along the south-eastern corridor owing to the IT/ITeS companies and the northern corridor due to the International Airport at Devanahalli. These corridors have witnessed large-scale commercial as well as residential developments.

Eastern corridor comprising Whitefield, Outer Ring Road (Sarjapur – Marathahalli) and south-eastern corridor comprising Hosur Road represents the largest clusters of IT/ITeS companies in Bangalore. These peripheral areas have accounted for approximately 70% - 80% of the aggregate leasing in the city. The CBD and Off CBD locations lose out to the suburban and peripheral locations because of the lack of large contiguous spaces.

The International Airport at Devanahalli has led to a spurt in development along the northern quadrant of Bangalore. Numerous residential and commercial projects are under development in this micro market.

The western and north-western corridors of Bangalore city have been concentrated with industries. The major industrial presence is represented by Peenya Industrial Area along Bangalore-Tumkur road (NH – 4). The south-western corridor has been a trading and residential hub with industrial presence being mainly represented by the Bidadi Industrial Development Area along the Bangalore-Mysore state highway.

The development of Ring Roads is expected to boost real estate developments in the city. The development of the Outer Ring Road has contributed to the connectivity of the peripheral areas of the city.

Further, a Peripheral Ring Road (“PRR”) of about 65.5 km is proposed around Bangalore at a radial distance between 2.80 to 11.50 km from the existing Outer Ring Road. The south-west corridor already has an operating toll road (NICE Road) of about 41 km which forms the southern loop of the PRR. The PRR will link major highways at Tumkur Road, Mysore Road, Old Madras Road, and Hosur Road.

The total Grade A commercial office space stock in the city is approximately 162.67 million sq. ft. as on Q4 2021, the largest in the country and the IT/ITeS sector has been the main demand driver for all other asset class such as residential, retail and hospitality.



### 3 Connectivity

Bangalore being the IT/ITeS hub of India has good connectivity to other cities of the country. It has good connectivity through all the three modes (rail, road, and air) of inland transportation.

Infrastructure	Description
<b>Airport</b>	<p>The Nadaprabhu Kempegowda International Airport (earlier known as Bangalore International Airport) located at Devanahalli started operations since May 2008. The movement of the airport to North Bangalore has resulted in development of this section as the new growth corridor of the city.</p> <p>The Terminal 1 of BKIA has a capacity of handling approx. 20 million passengers per year. Further, the proposed Terminal 2 admeasuring a built-up area of 255,000 sqm. is expected to have a capacity to handle approx. 25 million passengers per year. The construction of phase 1 of Terminal 2 was started in 2019 and is expected to be complete by 2022 (tentatively).</p>
<b>Roads &amp; Highways</b>	<p>Bangalore is connected to various locations in Karnataka and other states via state and national highways respectively.</p> <p><b>National Highways connecting Bangalore to-</b></p> <ul style="list-style-type: none"> <li>• NH 48: Mumbai &amp; Chennai</li> <li>• NH 44: Tamil Nadu in the south and Andhra Pradesh in the north</li> <li>• NH 75: Andhra Pradesh via Hoskote</li> <li>• NH 648: Tamil Nadu via Anekal in the south and to Andhra Pradesh via Hoskote in the north</li> <li>• NH 948: Coimbatore in Tamil Nadu via Kanakapura</li> </ul> <p><b>State Highways connecting Bangalore to-</b></p> <ul style="list-style-type: none"> <li>• SH 17: Mysore</li> <li>• SH 82: Andhra Pradesh</li> <li>• SH 96: Kolar</li> <li>▪ SH 87: Bannerghatta</li> </ul>
<b>Railways</b>	<p>Bangalore is one of the well-connected cities in southern India via rail. It has both meter gauge and broad-gauge rail services. In all, the city has four railway stations i.e. Bangalore City railway station, Bangalore Cantonment railway station, KR Puram railway station and Yeshwanthpur railway station.</p>



Infrastructure	Description
<b>Elevated Expressway</b>	NHAI has constructed approximately 22 km long, elevated, six-lane expressway, connecting Hebbal to Trumpet Loop Junction near Kempegowda International Airport. The travel time from Hebbal to the International Airport is reduced to approximately 30 minutes from 1 hour due to the expressway.

*Source: C&W Research*



#### 4 Infrastructure Initiatives

The government of Karnataka has initiated various infrastructure projects which are expected to have a significant impact on the growth of Bangalore city. At present, some of these projects are still in the planning stage. The projects are aimed at introducing international standard infrastructure into the city, which is also a key necessity for the balanced growth of the city. The same has been highlighted in the table below.

Projects	Description	Impact on the Subject property
Metro Rail Project	<p>The east-west corridor (Byappanahalli to Mysore Road) and the north-south corridor (Nagasandra to Yelachenahalli) are operational, providing interconnection of the two lines at Kempegowda Station in Majestic.</p> <p>The Phase II of the project includes extension of the existing routes of north-south corridor and east-west corridor. Three new stations from the north end (Hesaraghatta Cross to BIEC) of the north-south corridor is under construction. Five new stations from the south end (Yelachenahalli to Anjanapura) of the north-south corridor has already commenced from January 2021. Also, five new stations from the west end (Mysore Road Terminal to Kengeri) of the east-west corridor became operational from August 2021. Similarly, fourteen stations from the east end (Baiyyappanahalli to ITPL – Whitefield) are under construction. Two new lines under Phase II viz. RV Road to Bommasandra and Gottigere-IIM-B to Nagavara are also under construction. The RV Road to Bommasandra line is proposed to have 16 stations and is scheduled to be commissioned by March 2022. The second line between Gottigere-IIM-B and Nagavara is proposed to have 18 stations with six elevated and 12 underground stations and is scheduled to be commissioned by June 2024. The third line which connects KR Puram to Silk Board Junction will span 19.5 km with 13 elevated stations.</p> <p>The construction work of the line started by Q1 2021. In addition, there is a proposed Airport line which is a part of the total 56-km metro line that's been named 'ORR-Airport Metro' from Central Silk Board Junction to the KIA terminals via KR Puram and Hebbal.</p>	The extension of metro line from Byappanahalli Station to Whitefield will have a positive impact by improving the public transport facility from the subject micro market.



Projects	Description	Impact on the Subject property
Peripheral Ring Road	A Peripheral Ring Road (“PRR”) of about 65.5 km is proposed around Bangalore at a radial distance between 2.80 to 11.50 km from the existing Outer Ring Road. The south-west corridor already has an operating toll road (NICE Road) of about 41 km which forms the southern loop of the PRR. The PRR will link major highways at Tumkur Road, Mysore Road, Old Madras Road, and Hosur Road. The two recent changes are that the PRR Line will be integrated with the existing BMICP NICE Road at two places i.e. one on NH4 near BIEC and another on NH7 near Konappana Agrahara. Also, the Peripheral East end of the city (Seegahalli area) has been bypassed resulting in an extension of 2 Kms. Now the estimated Project cost stands at 17,468 Cr.	Completion of the project will enhance the road network to other peripheral locations of the city from subject property
Widening of NH 7	Work for widening of NH 7 from 4 lanes to 6 – 8 lanes near Hebbal to Devenahalli has been completed. Further widening of the existing highway to 16 lanes has been proposed and same is at planning / land acquisition stage.	Will not have a major impact on the subject micro market

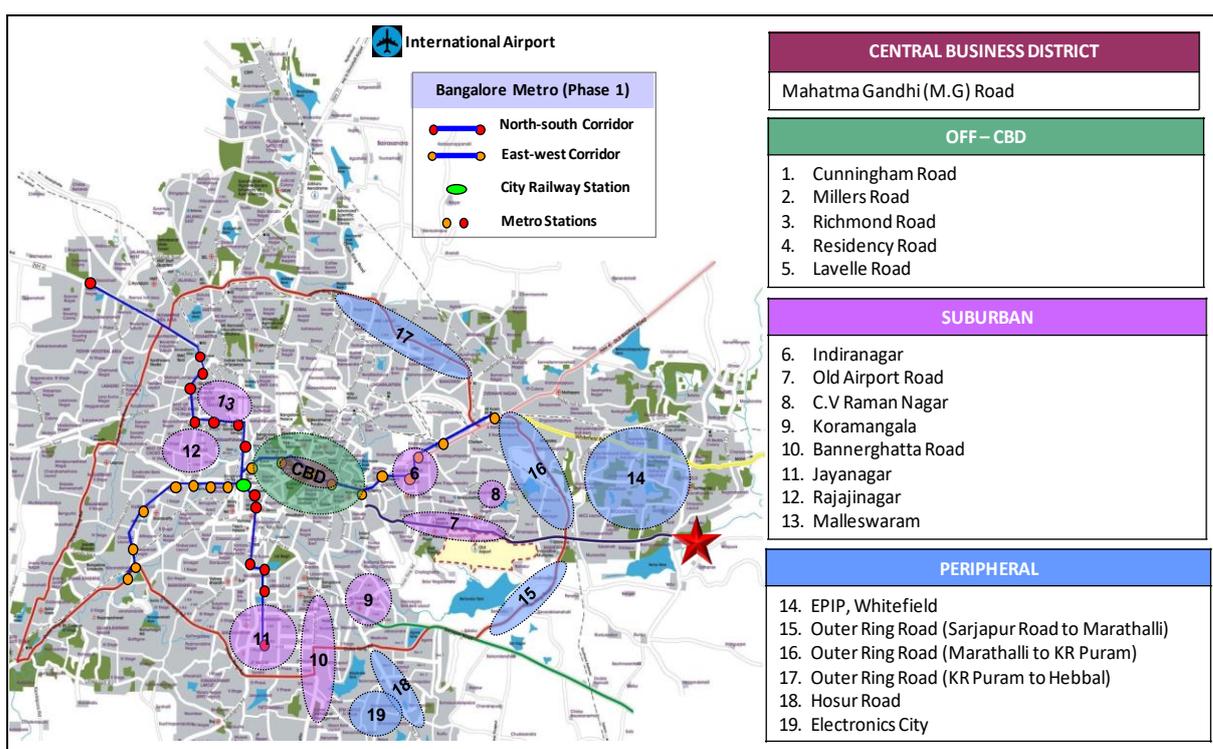
Source: C&WI Research



## 5 Bangalore City commercial market overview

There are primarily four commercial clusters in the city – namely ‘Central Business District’ (CBD), Off CBD, Suburban and Peripheral region as can be seen in the map below. Peripheral segment is the largest segment for the city and can be sub divided into –

- Whitefield
- ORR (Sarjapur Road – K. R. Puram)
- ORR (Hebbal) & North Bangalore
- Electronic City, Hosur and Mysore Road



 Subject Property



The following table provides the classification of the locations in Bangalore into CBD / Off CBD, Suburban Business District and Peripheral Business District.

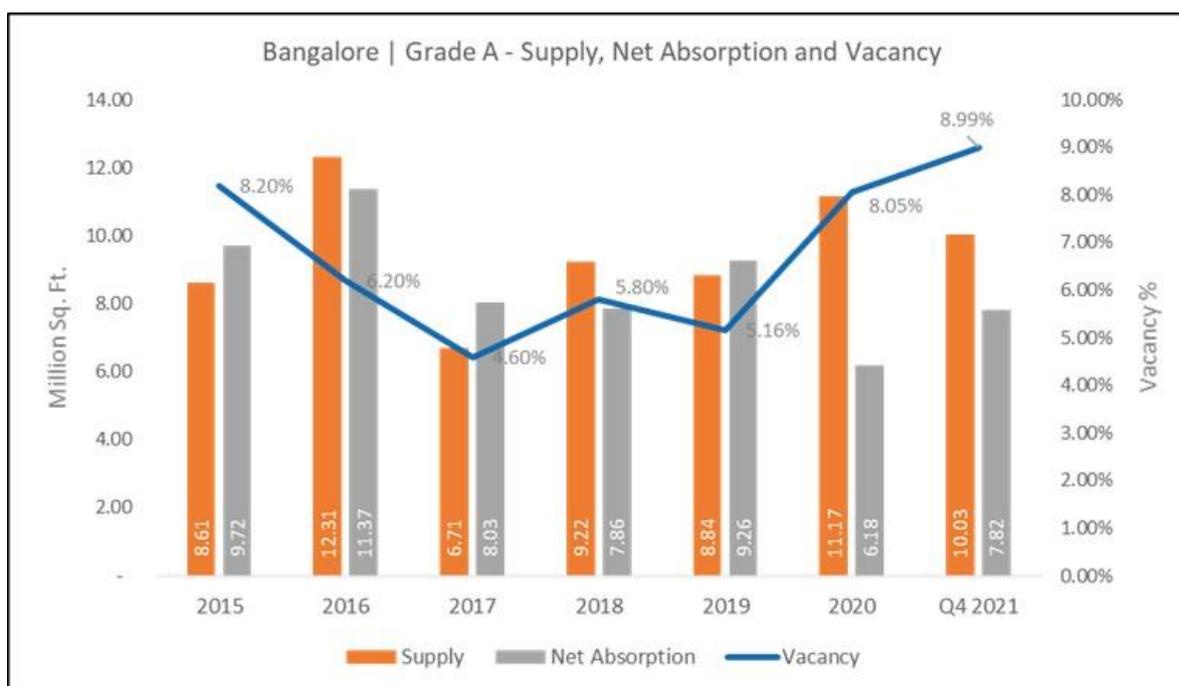
Micro-market	Locations included	Nature
Central Business District (CBD) and Off Central Business District (Off CBD)	MG Road, Lavelle Road, Infantry Road, Vittal Mallya Road, Palace Road, Residency Road, Millers Road, Richmond Road, Queens Road, Cunningham Road, Ulsoor Road, Kasturba Road, Victoria Road, Brigade Road, Murphy Road.	<p>Being the foremost commercial business district of Bangalore, it houses major banks, financial institutes, insurance companies, few corporate and IT/ITeS companies.</p> <p>As of Q4 2021, the CBD and Off-CBD market has a total Grade A stock of approximately 7.0 million sq. ft. The vacancy rate as of Q4 2021 is approximately 4.3%. During Q4 2021, the CBD / Off CBD market attracted rentals in the range of INR 0-215 /sq. ft. / month depending on the quality of space and location.</p>
Suburban Business District (SBD)	Koramangala including Aduodi (Hosur Road), Bannerghatta Road up to Outer Ring Road, Indiranagar, Hosur Road (till Silk Board Junction) Airport road including Intermediate Ring Road, CV Ramannagar, JP Nagar, Jayanagar and Old Madras Road.	<p>Located at a distance of 5 – 7 km from the CBD, these locations house many medium sized IT/ITeS companies.</p> <p>As of Q4 2021, the stock of Grade A office space in suburban markets is approximately 29.22 million sq. ft. and Vacancy in the suburban markets as of Q4 2021 is approximately 4.80%. During Q4 2021, the Suburban market attracted rentals in the range of INR 60 – 165 / sq. ft. / month, based on the type of property and the location.</p>
Peripheral Business District (PBD)	Whitefield, Electronic City, Outer Ring Road (Hebbal Flyover – Sarjapur Road), Hosur Road (From Silk Board Junction – Electronic City), Hebbal and Bellary Road (including Yelahanka & Jakkur)	<p>Peripheral locations currently account for 70 – 80% of the city’s gross leasing activity due to availability of large contiguous spaces.</p> <p>As of Q4 2021, the Grade A stock in these markets is approximately 126.37 million sq. ft. Vacancy in these markets as of Q4 2021 is approximately 8.8%. During Q4 2021, the peripheral market attracted rentals in the range of INR 40 – 190 / sq. ft. / month, based on the type of property and the location.</p>



### Supply, absorption and vacancy Trends –

There has been steady addition and absorption of office spaces in Bangalore and in the micro market since 2006. In the last 6-7 years, as compared to the major cities in India like, Mumbai, Delhi, Pune, Kolkata, Chennai & Hyderabad, Bangalore has witnessed the highest quantum of office space absorption. The below chart represents the Grade A supply, absorption and vacancy trend for the city since 2015.

#### Grade A – Supply, Absorption and Vacancy



A snapshot of the supply, absorption and vacancy trend for the city is as below –

- The total stock of non - captive commercial office space in Bangalore as of Q4 2021 is approximately 162.7 million sq. ft. (Grade A office space).
- The supply of commercial office space during 2020 was approximately 11.17 million sq. ft. and in 2021, there was a supply of approximately 10.03 million sq. ft.
- The expected commercial office space supply in Bangalore (planned and under construction) in the next 2 – 3 years (until 2024) is expected to be approximately 42.02 million sq. ft.
- The vacancy level for office space in Bangalore as of Q4 2021 was approximately 9%.



## 6 **Bangalore City residential market overview**

Bangalore is a favoured IT/ITES destination in India. A combination of various factors has led to the current high economic activity levels in the city – the government initiatives to attract investments, significant improvement in the quality of real estate developments and the favourable business environments especially for the IT/ITES sector.

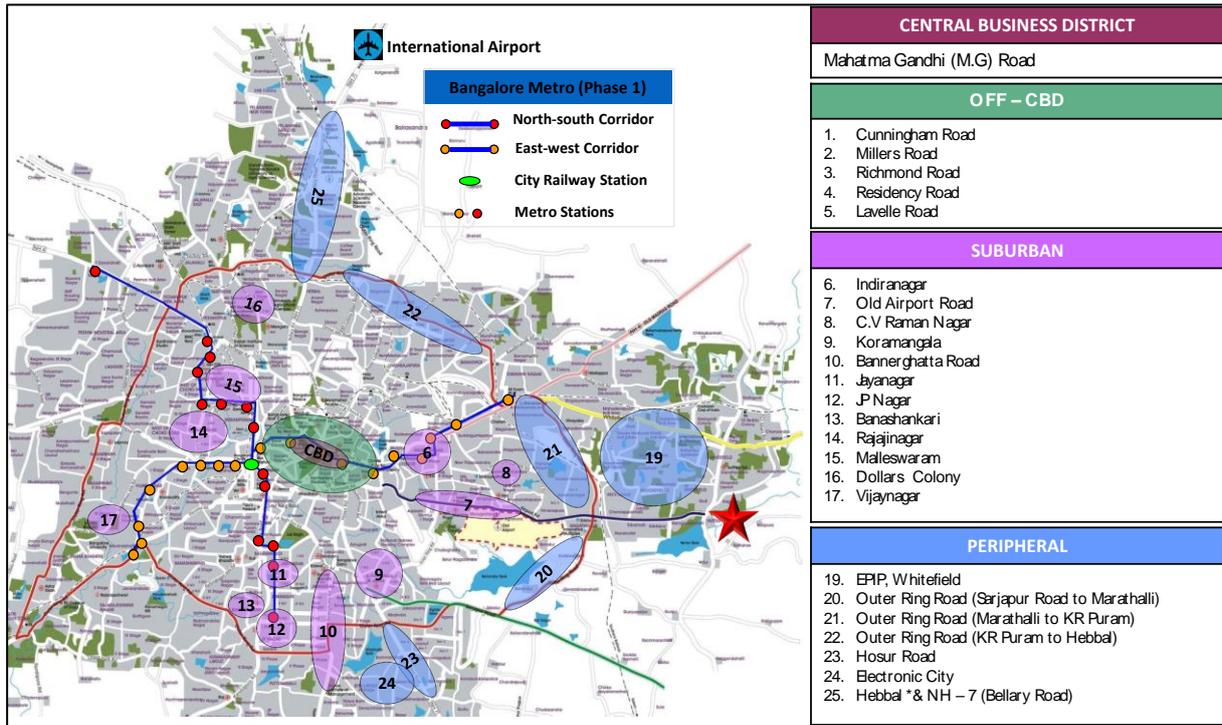
The rapid economic and commercial development driven by IT/ITES sector has created large sized middle and upper middle level social group with high disposable income level. The emergence of this social group (higher disposable income) has triggered demand for residential properties. This increasing local and expatriate population in the city has necessitated the development of a large number of residential developments around the city. Developers have sensed the demand and thus it has resulted in large scale residential development. These developments can be segregated into multi-storey apartment developments, plotted developments, independent bungalows and villa development.

Due to limitation of space and increasing capital values in the CBD/Off CBD/Suburban areas, new residential developments have been witnessed in the peripheral regions. This is a parallel development with shifting away of commercial development from Central Bangalore towards peripheral locations. The peripheral areas have the availability of land for lifestyle developments in terms of theme-based projects. Demand for residential space in the peripheral areas has increased during the last few years, primarily due to the preference of immigrating IT/ITES professionals for proximity to workplaces and lesser expensive accommodation as compared to central areas of the city.

In the current scenario the walk-to-work concept has been gaining relevance specially to overcome the traffic difficulties of the city. Large integrated developments have been planned in the city to cater to such demand.



The classification of residential market of Bangalore is as under:



★ Subject Property



The residential developments in Bangalore can be categorized as under:

Location	Profile	Capital Value (INR per sq. ft)	
<b>Central</b>	The central part of Bangalore includes micro markets like Lavelle Road, Off Palace Road, Off Cunningham Road, Ulsoor Road and Richmond Road. Central Bangalore comprises a mix of independent bungalows and flats and apartment projects. The apartment projects are majorly concentrated off Cunningham Road and Off Palace Road.	High Development	End Capital value – 18,000 and 30,000 Mid Development Capital value – 9,500 – 15,000
<b>Off Central</b>	Micro markets like Frazer town, Benson Town, Richards Town, Dollars Colony, Cox Town, Indiranagar, Vasanth Nagar and HRBR form the Off Central Suburbs of Bangalore. The above micro markets are some of the oldest developed micro markets of Bangalore and comprise majorly independent bungalows and flats with a very few apartment projects. The residential developments in these micro markets are relatively old owing to the paucity in availability of land parcels to facilitate any new development.	High Development	End Capital value – 8,000 – 12,000 and Mid Development Capital value – 7,500 – 8,900
<b>South</b>	Areas like Koramangala, Outer Ring Road, Bannerghatta Road, JP Nagar, Sarjapur Road, HSR Layout and BTM Layout form the prominent South, South Eastern and South Western micro markets of Bangalore. Micro market locations of Koramangala, JP Nagar, HSR and BTM Layout comprise of independent houses and flats while locations like Bannerghatta Road, Outer Ring Road and Sarjapur Road have witnessed the development of large apartment projects. Most of the newer developments are concentrated towards Outer Ring Rd & Sarjapur Rd.	High Development	End Capital value – 9,000 – 12,500 and Mid Development Capital value – 5,500 – 7,000.
<b>East</b>	Marathahalli, Whitefield and Old Airport Road fall in East Bangalore, Old Airport road comprise independent houses and apartments and Whitefield and Marathahalli comprise a good blend of independent houses, flats, apartments, villaments and villa projects. The high-end developments in Whitefield are majorly in the form of villa developments.	High Development	End Capital value – 7,500 – 11,500 and Mid Development Capital value – 4,600 – 6,100
<b>North</b>	Hebbal, Yelahanka, Jakkur, Devanahalli, Bellary Road, Jalahalli, Doddaballapur Road, Malleshwaram and Rajajinagar fall in the Northern part of the city. While Malleshwaram and Rajajinagar are some of the oldest	High Development	End Capital value – 8,000 – 12,500



Location	Profile	Capital Value (INR per sq. ft)
	developments in Bangalore comprising majorly independent houses, flats and apartment projects; micro markets like Hebbal, Devanahalli, Doddaballapur Road, Yelahanka and Jakkur are considered as the upcoming growth corridors of the city (after the relocation of Bangalore International Airport to Devanahalli) and comprise a good blend of independent houses, apartment, villas and plotted developments majorly in the mid – luxury segments.	and Mid End Development Capital value – 5,400 – 6,500
<b>West</b>	Mysore Road and Uttarahalli Main Road fall in the western part of the city.	Mid End Development Capital Value – 3,800 – 4,400

Source: C&WI Research



## 7 Residential Outlook

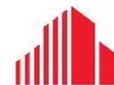
The COVID-19 pandemic and the lockdown in its wake, dealt a direct hit to the city's residential sector. However, the sector is moving towards recovery with most of the listed developers in Bangalore posting pre-covid levels sales or outperforming those levels in the last few quarters owing to pent up demand.

The third wave of Covid-19 has been less severe and owing to government not imposing any form of restriction on construction activities through out the course of the third wave has had limited impact on the residential real estate sector.

While demand for completed projects or those nearing completion has remained high over the last few quarters, post the pandemic, high end segment too has witnessed a boost in demand from both the cash rich end users and investors. The mid-segment projects accounted for 78% of the total launches in Q4 2021 indicating a stepped-up demand from the end user. In addition, luxury segment is also witnessing higher demand from end users and corporates divesting their residential portfolios at attractive price levels and finding favour from bargain hunting HNIs and opportunistic investors.

The city also witnessed demand for second homes from investors and despite the lockdown, developers managed to promote their projects via virtual site visits and bookings. Major traction for real estate assets is those which are in the price range of INR 50-80 lakhs with rising demand for villas and plotted developments in peripheral markets. A gradual demand recovery has resulted in stabilization of the property prices in all the major micro-markets. Only few peripheral locations in the southern and western micro markets has continued to witness 1-2% price correction.

Depending on the holding capacity and financial distress levels, developers across the city continue to offer attractive discounts on base prices for ready-to-move in projects and newly launched projects to spur sales. Multiple incentive schemes like 15 -18 months EMI holiday with deferred payment plan of 15-35-50 (Immediate payment-after 18 months-on possession), 10-90/25-75 developer-backed payment schemes are on offer for under-construction projects/ newly launched projects during 2021.



## **C      MICRO-MARKET OVERVIEW**



## 1 Micro-market Overview

Whitefield, located in East Bangalore has the presence of the Export Promotion Industrial Park zone (Approximately 650 acres) with the existence of companies in the field of IT, ITes, and manufacturing. The area houses over 400 companies, prominent amongst which are Oracle, SAP, TCS, Capgemini, GM, GE, HUL, Intel, etc. Development in Whitefield was initiated by Karnataka Industrial Area Development Board (KIADB) by forming a consortium with Singapore based developer Ascendas to develop International Tech Park Limited (ITPL), which is now known as International Tech Park Bangalore (ITPB). ITPB was the first Grade A office space development in the country. Since then, this micro-market has been one of the most prominent commercial micro-markets of the city. The micro-market accounts for approx. 19.8 % of the city's commercial Grade A office space stock as on Q4 2021.

Whitefield is connected to the major parts of the city through Old Airport Road, Old Madras Road and Outer Ring Road. The connectivity of the micro market is slated to improve after the construction of the Peripheral Ring Road and the Metro Rail Link. Further, owing to the presence of quality support infrastructure, the micro market is self-sufficient in nature with presence of commercial, residential, retail, hospitality developments, places of education and hospitals etc.

In terms of commercial development, Whitefield's micro market comprises of mix of build-to-suit, campus and multi tenanted developments. The micro market has more of campus style developments vis-à-vis standalone commercial establishments. The campus style developments are both captive and non-captive in nature. Some of the prominent commercial developments in the micro market are Brigade Metropolis, Prestige Shantiniketan, ITPB, DivyaSree Techno Park, RMZ Centennial and Beary's Global Research Triangle among others. Apart from this there are owned campuses of companies like HP, Qualcomm, HCL, TCS, and Huawei amongst others.

The retail development in the Whitefield micro market comprises mall development and standalone retail formats like restaurants, hypermarkets etc. Forum Neighborhood Mall, Virginia Mall, Ascendas Park Square, Phoenix Market City, Inorbit, VR Mall, Prestige Forum Mall and Brookfield Mall are already operational. The micro-market has good blend of standalone retail developments, some of the prominent ones include Big Bazaar, Star Bazaar, DMart, Biere Street, Punjabi by Nature, Fab India and Golds Gym and Windmills Craftworks among others.

The micro market also has a number of hospitality developments in both 4- and 5-star segment. Some of the prominent hospitality developments in the micro market are Marriott, Sheraton, Taj Vivanta, The Zuri, Aloft, Royal Orchid Suites and Fortune Select Trinity among others.

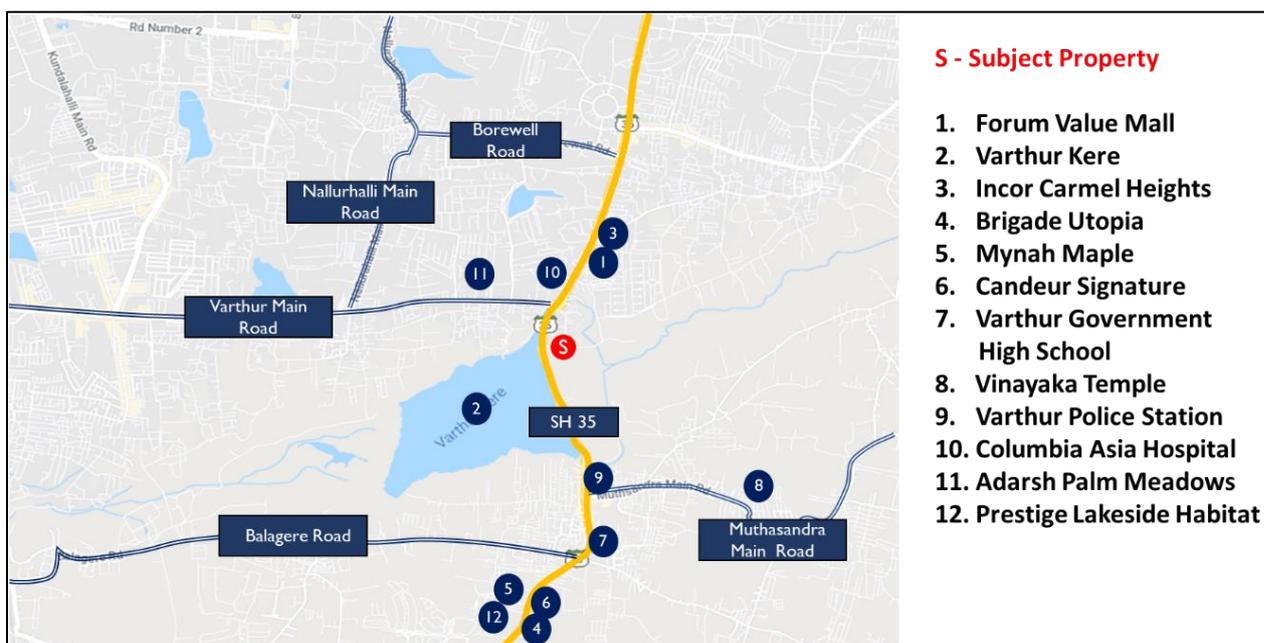


## 2 Residential Market Overview

Currently, the spatial concentration of residential activity in East Zone is witnessed in areas namely Brookfield, Varthur, Whitefield, Hoskote road etc. Within Whitefield, the residential activity has been witnessed across a few major access roads:

- **Graphite India road** - including Brookefield, is one of the established micro-markets for apartment activity due to proximity of EPIP zone. It comprises completed as well as under-construction projects.
- **Whitefield main road** -including Hoodi junction and has large-scale mixed-use developments like Brigade Metropolis, Prestige Shantiniketan, etc.
- **Varthur road and Whitefield-Varthur road** - upcoming micro market due to good connectivity from Airport road and comprises prominent apartments as well as villa projects.
- **Hoskote road** - emerging micro-market primarily witnessing large scale villa activity.

The commercial development led to a series of residential, retail and hospitality developments. The residential development includes a mix of villas, plotted development and apartments by both big and small developers like Brigade, Sobha, Prestige, Salarpuria, Divyasree, Godrej, Akme, Kristal and Golden Nest among others in mid and high-end segment. Some of the prominent development in the micro market includes Prestige Shantiniketan, Republic of Whitefield, Godrej United, Brigade Lakefront, Brigade Metropolis, Habitat Crest, Sobha Habitech, Adarsh Palm Meadows and Windmills of your Mind among others.



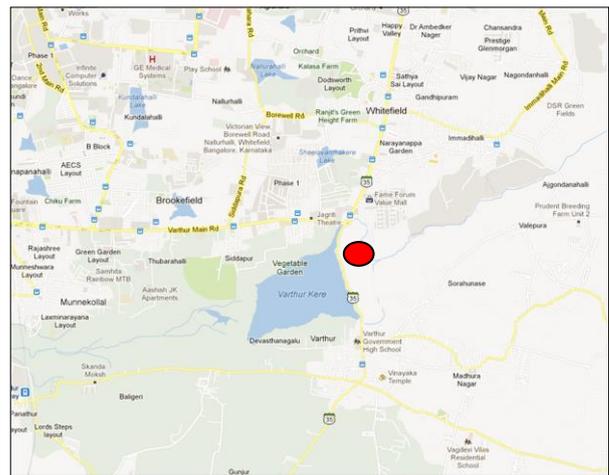
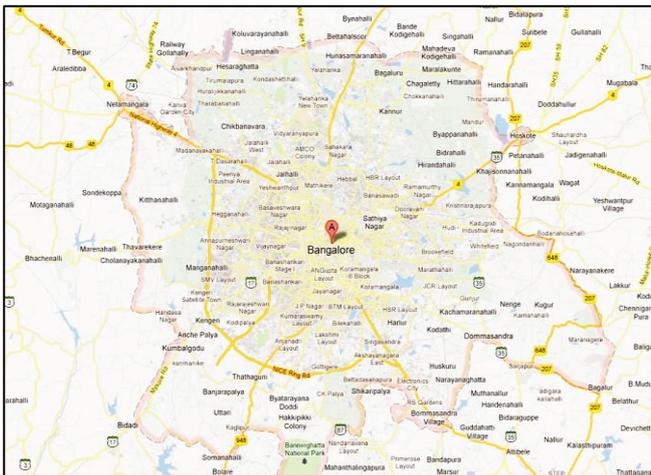


## **D      PROPERTY REPORT**



1 Property located on Whitefield Road, Bangalore

The property was visited and inspected on 28<sup>th</sup> January 2022 by Mr. Akash Kumar, Valuation & Advisory, Cushman & Wakefield Pvt. Ltd.





**1.1 Location**

**General**

The land parcel admeasuring 54.38 acres, located on Varthur Road, Whitefield (hereafter refer as ‘the subject property’). Basis information received from the client and “Option for Development certificate by the applicant” document shared by the client we understand that ~ 1.96 acres of the total 54.38 acres is being acquired for road widening of the access road to the subject property and the client has applied for corresponding Development Rights certificates for the land being acquired from BBMP. The subject property is a part of Whitefield micro market. Carmel Incor Heights, Myhna Maple, Prestige Lakeside Habitat, Brigade Utopia, Purvi Symphony, Candeur Landmark are some of the prominent residential developments in the vicinity of the subject property. The subject micro market is self-sufficient in nature with a good mix of commercial, residential and hospitality developments and quality social infrastructure.

**Communications**

The subject property is well connected to major locations in the city via road networks. The distance of the subject project from major developments in its vicinity is as follows:

- Approximately 18 km from MG Road
- Approximately 23 km from Kempegowda Bus Stand
- Approximately 23 km from Bangalore City Railway Station
- Approximately 39 km from Kempegowda International Airport (earlier known as Bangalore International Airport)

The location map of the subject property is attached in Appendix 1.

**1.2 Site Details**

**Area**

According to the information supplied to us by the client, the area details of the subject property are as following:

<b>Land Area</b>	54.38 acres
------------------	-------------



## Description & Layout

The subject property is currently at land stage admeasuring 54.38 acres. It is irregular in shape and has presence of drain and vegetation within the premises. The subject property currently has access through Varthur Main Road which lies towards west of the subject property. Varthur Lake is also located towards west of the subject property. The subject property enjoys good frontage (~1,100 ft.) as informed by the client. Basis information received from the client and “Option for Development certificate by the applicant” document shared by the client we understand that ~ 1.96 acres of the total 54.38 acres is being acquired for road widening of the access road to the subject property and the client has applied for corresponding Development Rights certificates for the land being acquired from BBMP.

## Ground Conditions

There is no evidence of adverse ground conditions at the property or immediate vicinity.

### 1.3 Environmental Considerations

We have not carried out any investigations or tests or been supplied with any information from client or from any relevant expert that determines the presence or otherwise of pollution or contaminative substances in the subject property or any other land (including any ground water).

### 1.4 Town Planning and Statutory Considerations

We have not made formal search but have generally relied on verbal enquiries and any informal information received from the Local Planning Authority. Our Report is on current use / current state basis of the subject property and we have not considered any government proposals for road widening or Compulsory Purchase / Acquisition, or any other statute in force that might affect the subject property.

### 1.5 Title

<b>a. Address</b>	Property located on Varthur Main Road, Whitefield, Bangalore
<b>b. Tenure</b>	Freehold
<b>c. Nature of use &amp; Zoning</b>	Residential Zone

Unless disclosed to us to the contrary and recorded in the Property Report – Part D, our report is on the basis that the subject property possesses a good and marketable title and is free from any unusually onerous encumbrances. We have not checked and verified the title of the subject property.



## 1.6 Strength and Weakness Analysis

The Strength and Weakness matrix below (for the subject property) is aimed at capturing the essence of the general site and location features.

Strengths	Weaknesses
<ul style="list-style-type: none"> <li>The subject micro market has a good blend of commercial, residential and retail segments of real estate</li> <li>Established commercial micro market of the city. Hence, it is witnessing positive residential demand and price appreciation</li> </ul>	<ul style="list-style-type: none"> <li>Subject property is located opposite to Varthur lake and has presence of Nalas, thus limiting the development due to the buffer zone as defined in Revised Master Plan (RMP) 2015</li> </ul>
Opportunity	Threats
<ul style="list-style-type: none"> <li>Connectivity to micro market is slated to improve after the completion of Peripheral Ring Road and second phase of Metro line</li> </ul>	<ul style="list-style-type: none"> <li>Increasing residential competition in the micro market</li> </ul>



## **E VALUATION METHODOLOGY AND COMMENTARY**



## 1 Valuation Methodology and Commentary

Subject property spread across total land extent of 54.38 acres is currently a vacant land and for the purpose of arriving at the value of the property, we have adopted the Land Sale Comparable Method and Discounted Cash Flow Method.

**Discounted Cash Flow Method (DCF):** This method has been used to arrive at the indicative value of the project. The cash flow associated with the project, for a certain period, are determined based on the supply and demand for the property in the subject micro market and the net cash flow derived are discounted at an appropriate discount rate to arrive at the Net Present Value (NPV) of the project. The project is being evaluated on an as-is where-is basis and the valuation is based on NPV of total revenue net of all operating expenses and profit margin.

Based on the information provided by client, a residential apartment development with total saleable area of 5.45 million Sq. ft is proposed on the subject property post accounting for the RMP 2015 buffer zone norms and we have considered the same to arrive at the market value using the discounted cashflow. We are of the opinion that the proposed apartment development will be the highest and best use of the property after accounting for the RMP 2015 buffer zone norms.

Revised Master Plan 2015 (RMP 2015) is still in use until a new master plan 2031 is drafted by the authorities. There have been no amendments to the buffer zone norms in the RMP 2015.

Further as per the information provided by client the total permissible height in the subject property is 72 metres. Considering the above-mentioned saleable area of 5.45 million sq. ft, the resultant height to be achieved is 66 metres and the same is within the permissible limit.

**Land Sale Comparable Method:** Current market value of land is arrived by benchmarking the subject land parcel with comparable land parcels quoted or transacted in that subject location. The sale price of comparable properties similar to the subject property is analyzed and the sale prices adjusted to account for differences in the comparables to the subject property to determine the value of the subject land parcel. The premiums and discounts are based on our interaction with various stake holders in the industry and our past experience of undertaking valuations and not on any scientific methods.



### Summary & Conclusion – Land Sale Comparable Method

We have compared the site to other comparable lands in the subject micro market. Basis the premium and discount on parameters like accessibility, frontage, location, neighbourhood profile, contiguous land parcel, FSI, shape and topography etc. We have arrived at the land value of INR 5,207 Million (INR 96 Million per acre).

The subject property also has presence of Rajkulewas (Nalas) and as per Revised Master Plan (RMP) 2015 the buffer zone of 50m from the centre of the primary Rajkulewas, 25m from the centre in the case of secondary Rajkulewas and 15m from the centre in the case of tertiary Rajkulewas has to be maintained.

As there are multiple setback areas due to the presence of lake and Rajkulewas (Nalas), it is important to understand the extent of area that will be affected by the presence of lakes and Rajkulewas. We have considered two scenarios. In Scenario 1, we have assumed that the subject property is a plain land parcel and there is no buffer zone applicable on account of RMP 2015 buffer zone norms. In Scenario 2, subject property is impacted by presence of drain and lake and setback as per RMP 2015 buffer zone norms are applicable. As per the layout map and area statement shared by client, in scenario 1, total FAR area is 7,262,541 sq. ft. and in scenario 2 total FAR area is 5,451,600 sq. ft. Hence, we understand that ~25% of saleable area is getting reduced on account of RMP 2015 buffer zone norms.

Scenario	Unit	Area
FAR area without any buffer	Sq. ft.	7,262,541
FAR area with RMP 2015 buffer norms	Sq. ft.	5,451,600

We have not done any measurement or survey to verify the same and we have completely relied on information provided by client. However, based on our market experience, we are of the opinion that the information provided by client, reasonably accounts for the buffer zone requirements as per RMP 2015 buffer zone norms. Accordingly, we have taken the discount of 25% to account for the impact of RMP 2015 buffer zone norms. Hence, the land value is arrived at INR 3,915 Million (~INR 72 Mn per acre).

Revised Master Plan 2015 (RMP 2015) is still in use until a new master plan 2031 is drafted by the authorities. There have been no amendments to the buffer zone norms in the RMP 2015.

As informed by the client, Mantri Developers Private Limited is the minority stakeholder in the project having 10% undivided interest in the subject property. This scenario of having minority stakeholder in the project is very case specific and there may not be market benchmarks to arrive at a discount. The transaction value will entirely depend on the negotiation between the two parties and interest level of the buyer.



To arrive at the value of subject property, a discount of 20% is applied on account of the following -

- 10% discount on account of proportionate reduction in the land area due to minority stake.
- 10% discount to be applied to account for the presence of minority stakeholder in the project.

As highlighted, the discount applied can vary depending on each situation and it is difficult to put an exact number, however we believe this is an indicative discount percentage which can be used. Post applying the discount of 20%, the land value is arrived at INR 3,124 Million (~INR 57 Mn per acre).

We understand from the client (Aayas Trade Services Private Limited) that it has filed a petition/application with NCLT as an operational creditor, to initiate corporate insolvency resolution process under Chapter II of Part II of the Insolvency and Bankruptcy Code, 2016 against Mantri Developers Private Limited (Developer) for non-fulfilment of its payment obligations to the client. The litigation does not have any bearing on the title of the subject property as it is a litigation arising out of contractual obligation for payments, therefore the litigation could delay the marketability of the subject property, but it would not impact the intrinsic value of the property.

Further, we understand that in April 2021 the insolvency application was dismissed, and the client has filed an appeal against the order of dismissal. The appellate Tribunal has issued notice to Mantri requiring Mantri to file its objections and the matter is pending before NCLAT, Chennai. Further, the client is also considering initiating arbitration proceedings in Singapore International Arbitration Centre and such arbitration proceedings could take about 1-2 years basis client inputs and then subsequently to enforce the award in India it would take another 12 months. Therefore, factoring the above client inputs on timelines of settlement of issue and consequent NCLT process delay we have assumed ~ 36 months for the settlement of the issue. Hence on account of the same we have considered a discount of 45% towards the pending NCLT issue. Post applying discount the land value is arrived at INR 1,718 Million (~INR 31 Mn. per acre). No impact on account of Covid-19 has been assumed owing to real estate activities across sub sectors sectors showing strong resilience owing to vaccinations with recovery witnessed post second wave of Covid-19 up to third wave and third wave of Omicron having limited negative impact on the sector.



Comparable Method	Subject Property	Comparable 1	Premium (+)/ Discount (-)	Comparable 2	Premium (+)/ Discount (-)	Comparable 3	Premium (+)/ Discount (-)
Location and Address	Varthur Main Road	Bhoganhalli, Bangalore		Balagere, Bangalore		Varthur Road, Panathur, Bengaluru	
Land Area (in Acres)	54.38	25		10		20	
Distance from the Subject Property	N/A	4.50kms		4.00kms		3.70kms	
Land Use	Residential	Residential		Residential		Residential	
Conversion	Converted	Converted		Converted		Converted	
Abutting Road Width	~ 100 ft.	~ 40 ft.		~ 40 ft.		~ 40 ft.	
Accessibility	SH 35	Panthur Main Road		Internal Road - Balgare Road		Balgare Road	
Frontage (approx.)	1100 feet	~200 feet		~ 100 feet		~ 300 feet	
Shape of Property	Irregular	Regular		Regular		Regular	
FSI permissible	3.25	2.25		2.25		2.25	
Per FSI		1304		1247		1360	
Freehold/Leasehold	Freehold	Freehold		Freehold		Freehold	
Quoted/Transacted		Quoted Q4 2021		Quoted Q4 2021		Quoted Q4 2021	
Capital Rate (INR Mn/ Acre)		115		110		120	
<b>Premium / Discount</b>							
Freehold/Leasehold	Freehold	Freehold	0%	Freehold	0%	Freehold	0%
Frontage (approx.)	1100 feet	~200 feet	5.0%	~ 100 feet	10.0%	~ 300 feet	5.0%
Accessibility	~ 100 ft.	Internal road	5.0%	Internal Road - Balgare Road	10.0%	Balgare Road	5%
FSI permissible	3.25	2.25	10.0%	2.25	10%	2.25	10%
Location and Neighbourhood profile	Opposite to Varthur Lake	Bhoganhalli, Bangalore	5%	Balagere, Bangalore	5%	Varthur Road, Panathur, Bengaluru	5%
Contiguous Land Parcel	Non Contiguous	Contiguous	-5%	Contiguous	-5%	Contiguous	-5%
Size	54.38	25.0	-15%	10.0	-20%	20.0	-15.0%
Land Use	Residential	Residential	0%	Residential	0%	Residential	0%
Shape and Topography	0.0	Irregular	0%	Regular	-5%	Regular	-5%
RMP Buffer	N/A	No Buffer	0%	No Buffer	0%	No Buffer	0%
Negotiation (Trans/Quote)		Quoted Q4 2021	-20.0%	Quoted Q4 2021	-20.0%	Quoted Q4 2021	-20.0%
Total Premium/ Discount			-15.0%		-15.0%		-20.0%
Approximate Value (INR Million/Acre)		98		94		96	
Approximate value per FSI		1108		1060		1088	
<b>Applicable Land Value (INR Mn./acre)</b>							<b>96</b>
<b>Applicable FSI Value (INR/sft)</b>							<b>1,085</b>
<b>Total land value (INR Mn)</b>							<b>5,207</b>
<b>Discount on account of RMP 2015 Buffer zone norms (%)</b>							<b>25%</b>
<b>Land Value after discount for RMP 2015 Buffer zone norms (INR Mn / acre)</b>							<b>72</b>
<b>Presence of minority share holder (Mantri Developers Pvt. Ltd.) in the project</b>							<b>20%</b>
<b>Applicable Land Value after discount (INR Mn /acre)</b>							<b>57</b>
<b>Total land value (INR Mn)</b>							<b>3,124</b>
<b>Discount on account of NCLT</b>							<b>45%</b>
<b>Total land value (INR Mn)</b>							<b>1,718</b>



The following parameters have been considered to arrive at the land value of the subject property.

- **Freehold/ Leasehold:** A freehold property commands a premium over a leasehold property. The subject property and all the comparables are freehold in nature. Therefore, no premium/ discount has been provided to the subject property.
- **Frontage** – Property with a higher frontage commands a premium vis-a-vis a property with lower frontage. The subject property has a frontage of approximately 1,100 feet and the comparable 1, 2 and 3 has a frontage of approx. 200 feet, 100 feet and 300 feet, which is significantly lower than that of subject property. Therefore, a premium of 5%, 10% and 5% has been accorded to the subject property for higher frontage over comparable 1, 2 and 3 respectively.
- **Accessibility** - A good accessibility facilitates commercial and residential development. Therefore, a property with better accessibility trades at a premium in the market. Subject property has a road width of approx. 100 ft. and the accessibility attributes are superior to that of comparable 1 & 3. Hence, subject property would command a premium of 5% over comparable 1 and 5% over comparable 3. Further, comparable 2 has slightly inferior accessibility attributes vis-à-vis subject property as it is located on an internal road. Therefore, a premium of 10% has been accorded to the subject property.
- **FSI** – Typically a higher FSI will draw higher floor area in the development which commands a premium over a lesser FSI. As per the BDA Revised Master Plan-2015<sup>2</sup> and information shared by the client, we understand that the proposed width of road abutting the subject property is 45 m. and hence an FSI of 3.25 is applicable. However, comparables 1, 2 & 3 have lower FSI at 2.25. Therefore, the subject property would command a premium of approx. 10% over each of these comparables.
- **Location and Neighbourhood Profile** - Proximity of the property to benchmark sites, view facets, etc. determine the attractiveness of the location. Neighbourhood profile is determined by the presence of irregular / unorganized activities around the subject property. The neighbourhood profile and location of subject property is slightly better than that of comparable 1, 2 & 3. Hence, it would command a premium of 5% over each of these comparables.
- **Contiguous Land Parcel-** A contiguous property trades at a premium as compared to a non-contiguous property. All the Comparables are contiguous land parcels while the subject

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<sup>2</sup> Please find attached the Map in Appendix 1

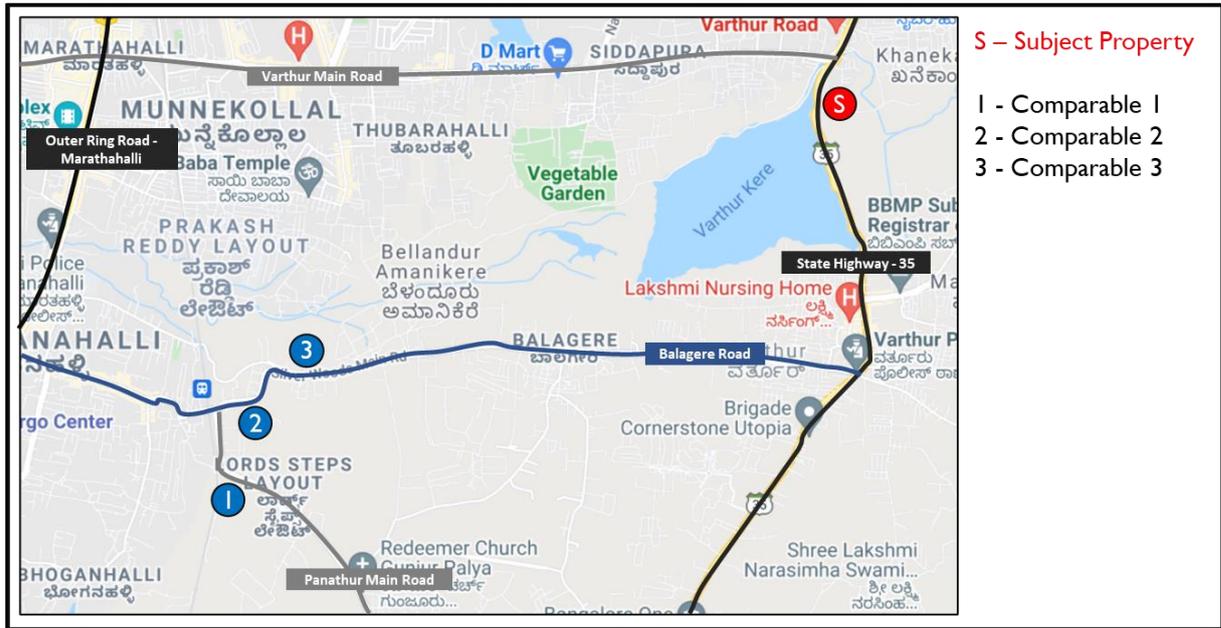


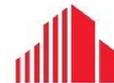
property is non-contiguous. Therefore, the subject property has been discounted by 5% on account of the same.

- **Shape of the property:** Shape of the property determines the usability of the entire development potential on the land parcel. The subject property is observed to be highly irregular in shape and is similar to Comparable-1 however inferior in terms of shape viz. Comparable-2 and Comparable-3. Hence a discount of 5% has been assumed for Subject property viz. Comparable-2 and comparable-3.
- **Size** - A larger property due to its ticket size trades at a discount as compared to a smaller property. Comparable 1, 2 & 3 are all significantly smaller in size than the subject property. Therefore, the subject property has been discounted by 15%, 20% & 15% respectively on account of the same.
- **Zoning & Conversion** – Conversion of a property involves time and cost and therefore a property which is already converted for the intended use, trades at a premium vis-a-vis a property which is not converted. The subject property and comparables 1, 2 and 3 are having same land use. Hence, no adjustment has been done.
- **Negotiation** - Typically, the quoted prices in the market have a negotiation margin of 15% - 20% incorporated (based on our discussion with brokers). The prices of the comparables 1, 2 and 3 are quoted in nature. Therefore, the subject property has been discounted by 20% to account for the negotiation margin in the price for all the comparables.



**Land Comparable Map:**





### Summary & Conclusion - Discounted Cash Flow Method

To arrive at the market value of the subject property using the DCF method, we have made the following assumptions -

- As per area statement and layout map shared by the client, the subject property is spread over a total of 54.38 acres of which total area of 14 acres and 38.8 Guntas fall under buffer zone.
- As per area statement shared by the client, the subject property will have apartment development with total saleable area 54,51,600 sq. ft.
- The FSI of the land which is falling under buffer zone (14 acres and 38.8 Guntas) is loaded on to the apartment development.
- As informed by the client, permissible FSI is 3.25 (considering the widening of the existing access road), however, FSI of 2.44 is achieved after accounting for the RMP 2015 Buffer zone requirements.
- For the pending NCLT issue, we are of the opinion that it would take approximately 36 months for the settlement of issue. Hence on account of the same and considering 9-12 months to obtain approvals to commence construction, we have assumed the commencement of construction work from Q4 2026.
- As informed by the client, the minority share of the developer is 10% of the share of the total saleable area and the same is accounted in the current valuation.
- Basis the assumptions mentioned above and elaborated further in the report, the Net Present Value for Owner is arrived at INR 1,634 Million.



### Spatial Assumptions

SPATIAL ASSUMPTIONS		
Component	Unit	Apartments
% age composition	%	100%
Land Area	Acres	54.00
Land Area (Developable)	sq. ft.	23,52,240
FSI	#	3.25
Total Developable area	sq. ft.	54,51,600
Total Developable area	sq. ft.	54,51,600
Minority Share of Mantri	%	10.0%
Net Saleable BUA - Owner	sq. ft.	49,06,440
# of Units	#	3,802
No. of units	#	3,802
Built Up Area per Unit	sq. ft.	1,291
Car parkings	Total No.of Car parks	5,702

### Cost Assumptions

COST ASSUMPTIONS		
Component	UNIT	Apartments
Base cost of Construction	INR/sq. ft. (Saleable)	2,750
Overheads	% of Base Cost	5.0%
Contingency	% of Base Cost	5.0%
Professional Fees	% of Base Cost	2.0%
Yearly escalation in cost	% of Base Cost	3.0%
Administration / Marketing costs	% of sale consideration	2%
Space transacted through agents	%	50%
Brokerage payable on sale	% of sale consideration	2%

### Revenue Assumptions

REVENUE ASSUMPTIONS		
Component	Unit	Apartments
Current Sale Rate	INR/sq. ft.	5,400
% Rise in Saleprice YoY	%	5%
Parking Sale Value	INR/Unit	1,50,000
Club House and other charges	INR/unit	2,50,000
Initial deposit	% of sale value	20%
Average selling price	INR/sq. ft. (Saleable Area)	9,001

### Discount Rate

Discount Rate	
Component	
Discount Rate	25.0%



**Cash Flow**

CASHFLOWS	Period	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	TOTAL
	Year	Dec-21	Dec-22	Dec-23	Dec-24	Dec-25	Dec-26	Dec-27	Dec-28	Dec-29	Dec-30	Dec-31	Dec-32	Dec-33	Dec-34	Dec-35	Dec-36	
<b>CAPEX</b>																		
Apartments	INR Million	-	-	-	-	-	(472.5)	(1,459.9)	(1,503.7)	(2,065.1)	(2,127.0)	(2,190.8)	(2,256.6)	(2,614.8)	(2,693.2)	(2,774.0)	(2,222.3)	(22,379.9)
<b>OPEX</b>																		
Apartments	INR Million	-	-	-	-	-	(25.0)	(65.7)	(96.5)	(101.4)	(106.4)	(143.7)	(134.1)	(140.8)	(166.3)	(194.1)	(163.0)	(1,337.1)
<b>TOTAL OUTFLOW</b>	INR Million	-	-	-	-	-	<b>(497.5)</b>	<b>(1,525.6)</b>	<b>(1,600.2)</b>	<b>(2,166.4)</b>	<b>(2,233.5)</b>	<b>(2,334.5)</b>	<b>(2,390.7)</b>	<b>(2,755.6)</b>	<b>(2,859.6)</b>	<b>(2,968.1)</b>	<b>(2,385.3)</b>	<b>(23,717.0)</b>
<b>DEPOSITS</b>																		
Apartments	INR Million	-	-	-	-	-	166.8	437.8	643.6	675.8	709.6	958.0	894.1	938.8	1,109.0	1,293.8	1,086.8	8,914.2
<b>Revenue</b>																		
Apartments	INR Million	-	-	-	-	-	92.7	968.9	2,628.1	3,611.4	1,636.0	2,984.2	3,871.4	3,389.6	4,148.4	6,696.1	6,613.3	36,640.2
<b>TOTAL INFLOW</b>	INR Million	-	-	-	-	-	<b>259.5</b>	<b>1,406.8</b>	<b>3,271.7</b>	<b>4,287.2</b>	<b>2,345.6</b>	<b>3,942.2</b>	<b>4,765.5</b>	<b>4,328.4</b>	<b>5,257.4</b>	<b>7,989.9</b>	<b>7,700.1</b>	<b>45,554.4</b>
<b>NET CASHFLOWS</b>	INR Million	-	-	-	-	-	(238.0)	(118.8)	1,671.4	2,120.8	112.1	1,607.7	2,374.9	1,572.8	2,397.8	5,021.8	5,314.8	21,837.4
<b>PROJECT CASHFLOWS</b>	INR Million	-	-	-	-	-	(238.0)	(118.8)	1,671.4	2,120.8	112.1	1,607.7	2,374.9	1,573	2,398	5,022	5,314.76	21,837.4
<b>NPV</b>	INR Million	<b>1634</b>																

**Construction and Sales Scheduling**

SCHEDULING	million sq. ft.	Period	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
		Year	Dec-21	Dec-22	Dec-23	Dec-24	Dec-25	Dec-26	Dec-27	Dec-28	Dec-29	Dec-30	Dec-31	Dec-32	Dec-33	Dec-34	Dec-35	Dec-36
<b>CONSTRUCTION</b>																		
<b>Apartments</b>			0%	0%	0%	0%	0%	3%	8%	8%	10%	10%	10%	10%	11%	11%	11%	9%
Phase I	1.36		0%	0%	0%	0%	0%	10%	30%	30%	30%	0%	0%	0%	0%	0%	0%	0%
Phase II	1.36		0%	0%	0%	0%	0%	0%	0%	0%	10%	40%	30%	20%	0%	0%	0%	0%
Phase III	1.36		0%	0%	0%	0%	0%	0%	0%	0%	0%	10%	20%	25%	25%	20%	0%	0%
Phase IV	1.36		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	20%	20%	25%	35%	0%
<b>Total</b>	<b>5.45</b>		<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.14</b>	<b>0.41</b>	<b>0.41</b>	<b>0.55</b>	<b>0.55</b>	<b>0.55</b>	<b>0.55</b>	<b>0.61</b>	<b>0.61</b>	<b>0.61</b>	<b>0.48</b>
<b>PROJECT TOTAL</b>	<b>100%</b>	<b>%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>3%</b>	<b>8%</b>	<b>8%</b>	<b>10%</b>	<b>10%</b>	<b>10%</b>	<b>11%</b>	<b>11%</b>	<b>11%</b>	<b>9%</b>	
<b>PROJECT TOTAL</b>	<b>5.45</b>	<b>million sq. ft.</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.14</b>	<b>0.41</b>	<b>0.41</b>	<b>0.55</b>	<b>0.55</b>	<b>0.55</b>	<b>0.55</b>	<b>0.61</b>	<b>0.61</b>	<b>0.61</b>	<b>0.48</b>
<b>SALES</b>																		
<b>Apartments</b>			0%	0%	0%	0%	0%	3%	6%	9%	9%	9%	11%	10%	10%	11%	13%	10%
Phase I	1.23		0%	0%	0%	0%	0%	10%	25%	35%	25%	5%	0%	0%	0%	0%	0%	0%
Phase II	1.23		0%	0%	0%	0%	0%	0%	0%	0%	10%	30%	25%	20%	15%	0%	0%	0%
Phase III	1.23		0%	0%	0%	0%	0%	0%	0%	0%	0%	20%	20%	15%	20%	25%	0%	0%
Phase IV	1.23		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	10%	25%	25%	40%	0%
<b>Total</b>	<b>4.91</b>		<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.12</b>	<b>0.31</b>	<b>0.43</b>	<b>0.43</b>	<b>0.43</b>	<b>0.55</b>	<b>0.49</b>	<b>0.49</b>	<b>0.55</b>	<b>0.61</b>	<b>0.49</b>
<b>PROJECT TOTAL</b>	<b>4.91</b>	<b>million sq. ft.</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.12</b>	<b>0.31</b>	<b>0.43</b>	<b>0.43</b>	<b>0.43</b>	<b>0.55</b>	<b>0.49</b>	<b>0.49</b>	<b>0.55</b>	<b>0.61</b>	<b>0.49</b>



### Apartment sale price analysis:

Comparable Method	Subject Property	Comparable 1	Premium(+)/ Discount(-)	Comparable 2	Premium(+)/ Discount(-)	Comparable 3	Premium(+)/ Discount(-)
Name of Development		Brigade Utopia		Candeur Signature		Myhna Maple	
Developer		Brigade Group		Candeur Constructions		Myhna Properties	
Base Rate(INR/sq. ft.)		5,800		4,900		4,800	
Quote/Transacted		Quote		Quote		Quote	
Location	Opp Varthur Lake	Near Sahasra Hospitals	10%	Varthur	10%	Varthur	10%
Neighbourhood Profile	Mixed	Residential	5%	Residential	5%	Residential	5%
Quote/Sale/Lease		Quote	-5.0%	Quote	-5.0%	Quote	-5.0%
Ready/ Under Construction	Under Planning	Under Construction	-5.0%	Under Construction	-5%	Under Construction	-5%
Developer Grade	Grade A	Grade A	0.0%	Grade A	0.0%	Grade B	5.0%
Quality of Development	Good	Good	0%	Good	0%	Average	5%
Approvals & Infrastructure inside the site	Not Available	Approval obtained	-10.0%	Approval obtained	-10.0%	Approval obtained	-10.0%
Accessibility	Good	Good	0%	Average	10%	Average	10%
Total premium/discount			<b>-5.0%</b>		<b>5.0%</b>		<b>15.0%</b>
Approximate Capital value (INR/ sq. ft.) for subject property			5,510		5,145		5,520
Average Capital value (INR/ sq. ft.)	5,400						

The following parameters have been considered to arrive at the value of apartment units in subject property:

- **Location** - A good location facilitates commercial and residential development. Comparables 1, 2 & 3 have inferior locational attributes compared to the subject property. Therefore, subject property would command a premium of approx. 10%.
- **Neighbourhood Profile** - Proximity of the property to benchmark sites, view facets, etc. determine the attractiveness of the location. Neighbourhood profile is determined by the presence of irregular / unorganized activities around the subject property. Comparable1, 2 & 3 have few residential and unorganized retail developments in neighbourhood while the subject property has organized mixed developments in the surrounding. Therefore, subject would command a premium of approx. 5% on account of the same.
- **Quote / Sale / Lease** - Generally a negotiation is available on the quoted price for properties. Since, all the comparables are quoted in nature, we have given a 5% discount on the quoted price.
- **Ready / Under Construction** - Generally, ready to move in properties command a premium over under construction properties. All the comparable properties are under construction and the subject property is still in the planning stage. Therefore, we have provided a discount of 5% on account of construction status.
- **Developer Grade** - Projects by established Grade A developers command a premium over projects by Grade B developers in the same location. Comparables 1 & 2 are projects by reputed Grade A developers. Therefore, no premium or discount is assigned to the subject property over these

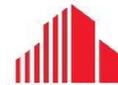


comparables. However, comparable 3 is being developed by a developer who is less established compared to that of subject property. Therefore, we have provided a premium of 5% to the subject property.

- Quality of Development** - Projects with better quality of construction and the fit and finish of the units command a premium over projects with lower quality. Comparables 1 & 2 have good quality, and we expect a similar product in the subject property. Therefore, no premium or discount is assigned to the subject property over these comparables. However, subject property is expected to have better quality than comparable 3. Hence, a premium of 5% has been provided to subject property.
- Approvals & Infrastructure**— Obtaining approvals for development of a property involves time and cost and therefore a property which is already approved by authorities for the intended use, can command a premium as there might not be any delays in the project completion due to approvals. All the comparable properties are under various stages of construction and hence would have already received approvals. The subject property is yet to receive approvals in order to begin the construction. Therefore, we have provided a discount of 10% to subject property considering the cost and time involved in getting approvals.
- Accessibility & Frontage** – The subject property has a good frontage along its access road. Comparable 1 also has similar accessibility attributes to that of subject property. Hence, no premium or discount has been provided. However, Comparables 2 & 3 have inferior accessibility attributes vis-à-vis the subject property. Therefore, subject property would command a premium of approx. 10% on account of the same.

#### Valuation of property from sale of CCD to developer

Particulars	Upto 31 Dec, 2021
Payment by MDPL - As per Client info	870
Total Payment yet to be received	2690
Discount for presence of minority share in the property	10%
<b>Realizable value</b>	<b>2421</b>
<b>Realizable value</b>	<b>2421</b>



- As per the inputs provided by the client, we understand basis Restated Amendment Agreement dated 19<sup>th</sup> April 2019, the developer Mantri Developers Private Ltd (MDPL) had agreed to purchase CCDs from the client.
- As informed by the client, the developer had agreed to pay a total of INR 3,560 Million through the purchase of CCDs for acquiring the 90% stake the client holds in the SPV. Further, approx. INR 870 Million has already been paid by the developer as on 31<sup>st</sup> December 2021 and INR 2,690 Million is yet to be received by the Client. The same was supposed to be paid by August 2019 but developer has not made the payment. For the non- payment of the payment obligations, client has filed a petition/application with NCLT as an operational creditor to initiate corporate insolvency resolution process under Chapter II of “The Insolvency and Bankruptcy Code, 2016” for non-payment of payment obligations by the Developer (Mantri developers Private Limited) to client.
- Further, we have considered a discount of 10% due to the presence of minority shareholding in the SPV keeping in mind the reservations of a third-party buyer to deal with such a structure.
- Based on these above assumptions, the fair value of the proposed interest in the SPV is INR 2,421 Million.



## 1.1 Valuation

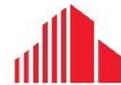
### Market Value Assuming Vacant Possession

In our opinion, the market value of the proposed freehold interest in the property:

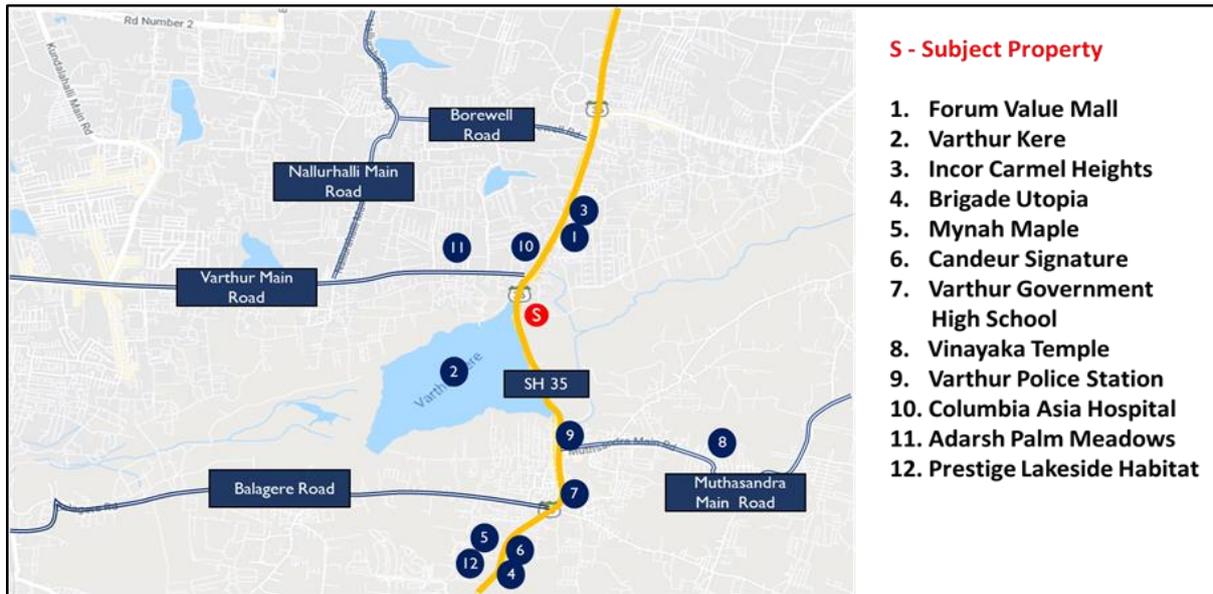
Market Value the Property*	
Land Sale Comparable Method	INR 1,718 Million
Discounted Cash Flow Method	INR 1,634 Million
Mantri Deal Value	INR 2,421 Million

It may be noted that this is approximate value estimation. Actual achievable value may vary in the range of +/- 5 % depending on space usage, buyer profiles, and case-to-case transaction peculiarities

\*Basis information received from the client and "Option for Development certificate by the applicant" document shared by the client we understand that ~ 1.96 acres of the total 54.38 acres is being acquired for road widening of the access road to the subject property and the client has applied for corresponding Development Rights certificates for the land being acquired from BBMP. As the land acquisition is currently under progress basis documents shared by client, we have valued the subject property has a 54.38 acres land parcel and no impact of the Development Rights Certificate has been assumed.

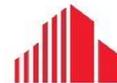


**Appendix 1: Property Location Map**



**Revised Master Plan 2015- Proposed land use map – Planning district 316 (Varthur)**





**Appendix 2: Property Photographs**



*Internal view of the subject property*



*Internal view of the subject property*



*View of the drain inside subject property*



*Internal view of the subject property*



*Internal road of the subject property*



*Access road of the subject property*

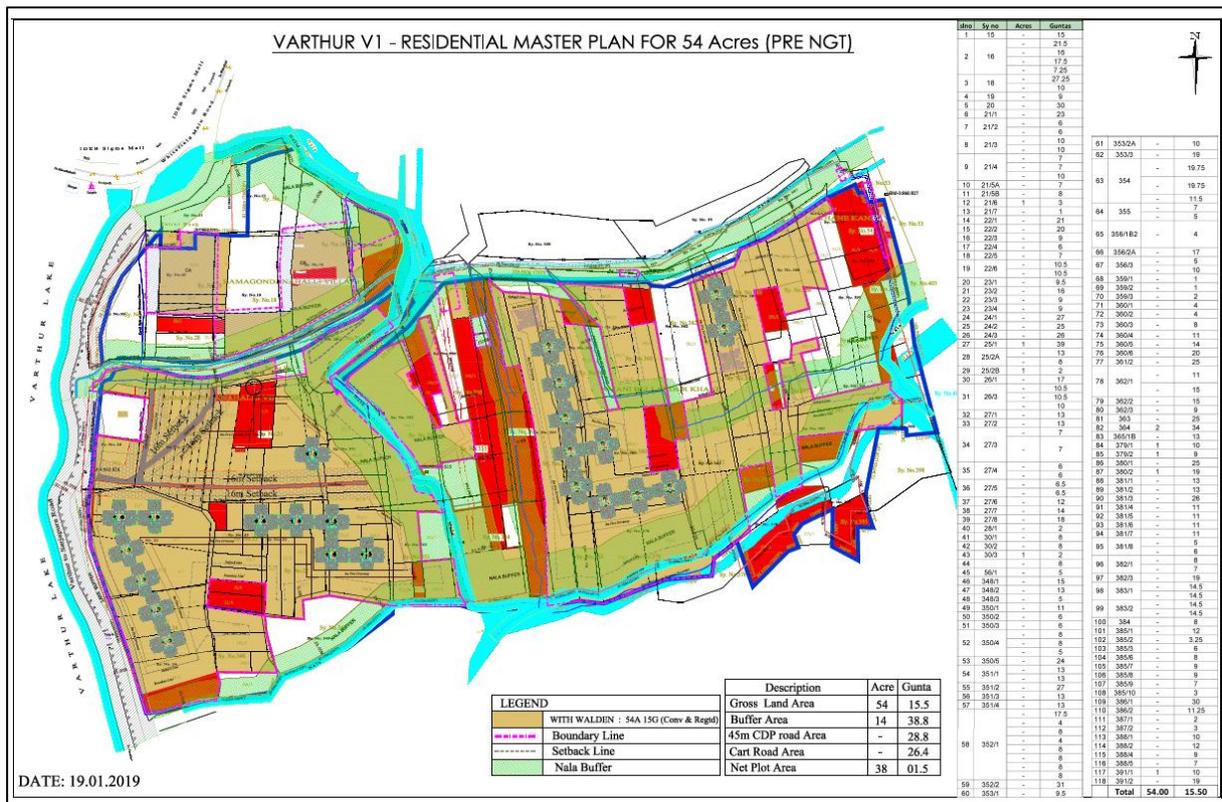


### Appendix 3: Information Supplied

We have been supplied with the following information by the client:

Sr. No	Information	Source
1	Area Statement	Client
2	Property Address	Client
3	Property Layout Map	Client

### Property Layout Map as per Revised Master Plan (RMP) 2015 Buffer Zone Norms





(hereafter referred to as “C&WI”) will cover specific markets and situations, which will be highlighted in the Report. C&WI will not be carrying out comprehensive field research-based analysis of the market and the industry given the limited nature of the scope of the assignment. In this connection, C&WI will rely solely on the information supplied to C&WI and update it by reworking the crucial assumptions underlying such information as well as incorporating published or otherwise available information.

2. In conducting this assignment, C&WI will carry out analysis and assessments of the level of interest envisaged for the property under consideration and the demand-supply for the residential sector(s) as applicable in general. C&WI will also obtain other available information and documents that are additionally considered relevant for carrying out the exercise. The opinions expressed in the Report will be subject to the limitations expressed below.
  - a. C&WI has adopted valuation method based on its own expertise and knowledge and endeavors to develop forecasts on demand, supply and pricing on assumptions that would be considered relevant and reasonable at that point of time. All of these forecasts will be in the nature of likely or possible events/occurrences and the Report will not constitute a recommendation **Aayas Trade Services Pvt. Ltd**, (hereafter referred to as the “Client”) or its affiliates and subsidiaries or its customers or any other party to adopt a particular course of action. The use of the Report at a later date may invalidate the assumptions and bases on which forecasts have been generated and is not recommended as an input to a financial decision.
  - b. It should be noted that C&WI's value assessments will be based upon the facts and evidence available at the date of assessment. It is therefore recommended that the value assessments be periodically reviewed.
  - c. Changes in socio-economic and political conditions could result in a substantially different situation than those presented at the stated effective date. C&WI assumes no responsibility for changes in such external conditions.
  - d. In the absence of a detailed field survey of the market and industry (as and where applicable), C&WI will rely upon secondary sources of information for a macro-level analysis. Hence, no direct link is sought to be established between the macro-level understandings on the market with the assumptions estimated for the analysis.
  - e. The services provided will be limited to assessment and will not constitute an audit, a due diligence, tax related services or an independent validation of the projections. Accordingly, C&WI will not express any opinion on the financial information of the business of any party, including the Client and its affiliates and subsidiaries. The Report will be prepared solely for the purpose stated, and should not be used for any other purpose.
  - f. While the information included in the Report will be believed to be accurate and reliable, no representations or warranties, expressed or implied, as to the accuracy or completeness of



such information is being made. C&WI will not undertake any obligation to update, correct or supplement any information contained in the Report.

- g. In the preparation of the Report, C&WI will rely on the following information:
  - i. Information provided to us by the Client and its affiliates and subsidiaries and third parties;
  - ii. Recent data on the industry segments and market projections.
  - iii. Other relevant information provided to us by the Client and its affiliates and subsidiaries at C&WI's request;
  - iv. Other relevant information available to C&WI; and
  - v. Other publicly available information and reports.
3. The Report will reflect matters as they currently exist. Changes may materially affect the information contained in the Report.
4. All assumptions made in order to determine the Valuation of the identified property(ies) will be based on information or opinions as current. In the course of the analysis, C&WI would be relying on information or opinions, both written and verbal, as current obtained from the Clients as well as from third parties provided with, including limited information on the market, financial and operating data, which would be accepted as accurate in bona-fide belief. No responsibility is assumed for technical information furnished by the third-party organizations and this is bona-fidely believed to be reliable.
5. No investigation of the title of the assets will be been made and owners' claims to the assets will be assumed to be valid. No consideration will be given to liens or encumbrances, which may be against the assets. Therefore, no responsibility is assumed for matters of a legal nature.
6. The Client including its agents, affiliates and employees, must not use, reproduce or divulge to any third party any information it receives from C&WI for any purpose and should take all reasonable precautions to protect such information from any sort of disclosure. The information or data, whether oral or in written form (including any negotiations, discussion, information or data) forwarded by C&WI to the Client may comprise confidential information and the Client undertakes to keep such information strictly confidential at all times.