

# INDIA



**COLLIERS**  
INTERNATIONAL

Our Knowledge is your Property

**“We accelerate your success  
by making our knowledge  
your property.”**

## ACCELERATING SUCCESS

Colliers International is committed to accelerating success. We understand that real estate decisions affect your future, and our mission is to help you make the right choices for your business.

We accelerate your success by making our knowledge your property. Whether it's leasing, sales, management or advisory services, our real estate professionals work in partnership to create a seamless solution for all of your real estate needs.

Specialization distinguishes Colliers. Our in-depth market knowledge can tell you where the market's going – not just where it's been. With the resources of more than 9,000 professionals in 241 offices worldwide, we help you make decisions with confidence, using our wealth of market knowledge to help you achieve your goals.

Our specialists also provide you access to advanced technology and strategies that make the most of your real estate. We do this through a team approach, working together to add value to each stage of the transaction.

Our dynamic team is committed to service, approaching each project with a passion for creative solutions that puts your interests first. Colliers' professionals build trust through accountability in every stage of the process, because we understand that our success is solely dependent upon your success.

Colliers International sets itself apart from the competition because we understand that real estate is inherently local. Our professionals have the local flexibility to be nimble and quick, responding immediately to local market demands. Our local professionals also have full access to a global platform of services – ensuring you always have the muscle to get the job done.





## COLLIERS IN INDIA

One of the first international property consultants to start operations in India in 1995, with offices in Mumbai, Bangalore, Chennai and New Delhi, Colliers International provides property services to property investors and occupiers. We deliver customised service solutions utilising local and global knowledge in partnership with our clients via our property Investment and Occupier service lines. These service lines include :

- Corporate Real Estate
- Facilities Management
- Land Sales
- Office Leasing
- Project Management
- Residential
- Retail Leasing
- Sales & Investments
- Valuation & Consulting

The strength of the Colliers International market leading brand reflects our international coverage and translates in the market into one of the most professional and experienced team of consultants, innovative property marketing concepts followed by implementation and management expertise, which are unrivalled in the country.

Our offices can provide a full range of professional services to both multinational, local companies and institutions across India. Through its dedicated focus on clients' needs and deployment of local talent, Colliers International in India delivers leading local and India-wide property solutions.



## SPECIALIZED CLIENT SOLUTIONS

Specialized knowledge of our markets and clients helps us set the benchmark for service excellence in India.



### CORPORATE REAL ESTATE

Today, corporations are operating in a challenging business climate, managing client demands, mergers and acquisitions and tight fiscal constraints. Colliers International's Corporate Real Estate team is focused on providing creative knowledge based solutions to meet the challenging real estate requirements of corporate clients. With focus on occupant advocacy, our CRE team works in partnership with our clients to provide customised services designed to increase efficiency, reduce costs and allow our clients to focus on their core business activities. While each client assignment requires a cooperative team, through this service line, we offer a single point of accountability. Each member of the team has a strong understanding of the basic mechanics of each market and is an expert at procuring the right service for his clients in diverse local markets.



### FACILITIES MANAGEMENT

Colliers International's commitment to providing professional advice and solutions for all aspects of property maintenance ensures that we not only cover basic facilities maintenance services like housekeeping, O&M of electrical and mechanical, security and safety management but also add on services like fleet management, horticulture, café/pantry, front desk and mail room management. We aim to provide clients customized property maintenance services by implementing international best practices and by providing a single point of responsibility for all facilities management issues thus enabling clients to focus more on their core business.



## SPECIALIZED CLIENT SOLUTIONS



### LAND SALES

When procuring land for purchase for our clients, we spend time to understand your requirements to help you find the right location for your needs. We work as your partners to assist you in understanding the complex regulations pertaining to land with the aim of helping you to obtain best return on investments from your property. We have developed extensive experience and knowledge having serviced developers and end users from diverse sectors like hospitality, IT, ITES and industrial. Our ability to source land parcels, understand our client's requirements and strategies for the land use and our ability to use our knowledge to help simplify the complex process of procuring land for our clients differentiates us in the Indian property market.



### OFFICE LEASING

Our Office Leasing solutions are based on our ability to apply our understanding and experience to the needs of individual clients. Being able to deliver a unique market leading office accommodation service is based on the proficient application of market acumen, expertise, and knowledge within a team network. We are market leaders in office leasing because of our unrivalled local market expertise and tenant & property information systems – together, they ensure we provide the best knowledge about the Indian office market.

Applying meaningful insights about the market and what occupiers are seeking, we create powerful recommendations and implement well-executed marketing plans for our clients. We also coordinate project-marketing, source potential tenants and lead lease negotiations. Dedicated resources in marketing and database management free our office leasing operatives to focus directly on building relationships and achieving results for investors and landlords. Importantly, a philosophy of continuous and collaborative learning ensures that best practice is shared amongst the team for the ultimate benefit to our clients.





## PROJECT MANAGEMENT

More than 3 Million square feet of commercial /residential space has been built or fitted out with Colliers International as the lead Project Management Consultant through this service line. This is a reflection of the Colliers International customer focused and customized approach; usage of cutting-edge technology and professionally trained staff in providing comprehensive project management solutions. At Colliers International India, we initiate every assignment by first determining the client's goals and objectives with detailed analysis of the client's requirements and then closely supervising the programming, scheduling, budgeting and project execution. Our services also include handling fit-out management, building construction management, manpower planning, space planning and appraisals, as well as cost, quality and time control.



## RESIDENTIAL

Working with corporates and individual clients across the country to understand and meet their accommodation requirements is a core strength of the residential service line. Our "City Orientation" program is specifically designed and customized for expatriates looking at relocating to India and covers familiarization of the all critical aspects of residential locations e.g. schooling, accessibility to shopping and entertainment facilities. Our in-depth market knowledge has given us the opportunity to work with international companies across all sectors as their local real estate partners in India. Our list of clients includes both public and private developers, investors, institutions and private high net worth individuals as our team is able to use its extensive experience and knowledge to provide clients valuable insights on the residential property market including advice on availability, likely gross rentals, normal lease terms structures, location alternatives, tenure issues and other aspects of the residential property leasing and sale market.

## SPECIALIZED CLIENT SOLUTIONS



### RETAIL LEASING

The Colliers International India Retail Leasing Division prides itself on the extensive understanding of the exceptional opportunities and unique complexities of the dynamic Indian retail real estate market. Our clients are a range of national chains to institutions and international luxury goods retailers. For Owners/Landlords (disposition of retail property by lease), the Colliers Retail Leasing Division provides a full range of transactional services including tenant mix analysis, access to prospective retail tenants through the implementation of a comprehensive marketing plan, pricing strategy, financial analysis and lease negotiation. For retailers (acquirers of retail property by lease), the Colliers Retail Leasing Division provides a full range of transactional services including market analysis/location strategy based upon detailed market and sub-market analysis, site inspection and selection including access to our inventory of retail locations, pricing strategy, financial analysis and lease negotiations.



### SALES AND INVESTMENTS

The Sales and Investments team at Colliers International is dedicated to offering comprehensive investment sales services to a wide range of clients which include multinational corporations, developers, owners, business enterprises and individuals. Our team of professionals are able to provide a full range of investments options to our clients - from high profile core assets to diverse multi-market portfolios.

Colliers brings invaluable global experience and sound market knowledge to advice on individual market acquisitions, dispositions or value enhancements. This service line has been formed with the aim to meet the increasing demands for investment advise and is constantly on the look out for opportunities in the real estate market to provide our clients with a thorough, reliable and effective means of maximizing returns on real estate investments in the specified timeframe.



## VALUATION AND CONSULTING

At Colliers International, we have a committed team of qualified and experienced real estate consultants who work nationally to value property assets and provide advice on a broad cross-section of valuation and consultancy matters. The team has an exceptional record in undertaking major appointments and offer flexibility with regards to the scheduling of the work in order to meet the needs of the client. Emphasis is placed on a single point of contact to ensure highly personalised and accountable service without any dilution of responsibility.

The team has an exceptional record in undertaking major valuation and consultancy appointments in relation to requirements from diverse industry sectors for major property portfolios, development sites, initial public offerings and property purchases.



# REPRESENTATIVE CLIENTS

HONEYWELL

TYCO

GE

ORANGE (EQUANT)

3M

AUTODESK

LUCENT

TATA AIG

STANDARD CHARTERED

DHL

MPHASIS

MTV

UNILEVER

PRINCIPAL GROUP

HCL

REUTERS

PHILIPS SOFTWARE

SHOPPERS STOP

TAJ GROUP OF HOTELS

DAWNAY DAY AV

QUALCOMM

VERIZON DATA SERVICES

AMERICAN EMBASSY

PFIZER

SWISS RE

P&G

MCI WORLD COM

CITIBANK

SCHLUMBERGER

MAERSK

ASIAN PAINTS

WORLD BANK

THALES INTERNATIONAL

BRISTOL - MYERS SQUIBB

ICICI VENTURES

GERMAN CONSULATE

JAPAN CONSULATE

HEINZ

DSP MERILL LYNCH

AGERE

JJ GUMBERG

FORD

ABN AMRO

HITACHI

BHP BILLITON

TEXAS INSTRUMENTS

TURNER MORRISON

TV TODAY

TRAVELEX

ANALOG DEVICES INDIA PVT. LTD

BOSTON CONSULTANCY GROUP

DATA CRAFT

OFFICE TIGER

KELLOGS

LUFTHANSA

CADBURY

SRI LANKA CONSULATE

SCHNIEDER ELECTRIC INDIA

CAIRN ENERGY INDIA

EMIRATES

ACCENTURE

SUTHERLAND TECHNOLOGIES

SINGAPORE CONSULATE

BIRLA SUN LIFE

COCA COLA INDIA LTD.

LIFESTYLE INTERNATIONAL

# CONTACT INFORMATION

- ▶ **CORPORATE REAL ESTATE**  
Mr. Kunal Kakad – National Director  
Tel: 91 22 2351 4500  
India.CRE@colliers.com
- ▶ **FACILITIES MANAGEMENT**  
Mr. Joe Verghese – Chief Operating Officer  
Tel: 91 22 2351 4500  
India.FM@colliers.com
- ▶ **LAND SALES**  
Mr. Rajesh Binner – National Director  
Tel: 91 80 4132 0320  
India.Land@colliers.com
- ▶ **OFFICE LEASING**  
Mr. Pritam Chivukula – National Director  
Tel: 91 22 2351 4500  
India.Office@colliers.com
- ▶ **PROJECT MANAGEMENT**  
Mr. Sudesh Saxena – National Director  
Tel: 91 11 2335 6620  
India.PM@colliers.com
- ▶ **RESIDENTIAL**  
Ms. Poonam Mahtani – National Director  
Tel: 91 22 235 14500  
India.Residential@colliers.com
- ▶ **RETAIL LEASING**  
Mr. Pritam Chivukula – National Director  
India.Retail@colliers.com
- ▶ **SALES AND INVESTMENT**  
Mr. Rajesh Binner – National Director  
Tel: 91 80 4132 0320  
India.Investment@colliers.com
- ▶ **VALUATION AND CONSULTING**  
Mr. Joe Verghese – Chief Operating Officer  
Tel: 91 22 2351 4500  
India.Consulting@colliers.com





[www.colliers.com/india](http://www.colliers.com/india)

