

NAI Collaborators India
Commercial Real Estate Services, Worldwide

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Build on the power of our network

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Commercial Real Estate Services, Worldwide

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Optimize assets.
Maximize position.

about us

NAI Collaborators India, New Delhi ISO 9001:2000 certified organization in the business of commercial real estate for over 15 years and has successfully completed 4 years tenure with NAI Global and during the time has grown as one of the largest real estate service organization in New Delhi (NCR) which specialize in providing solution to property related challenges

Every year corporate, institutional and governmental clients come to us for smarter and faster real estate service solutions.

Our service capabilities include:

- Brokerage Services
- Lease – Commercial Office, Residential, Retail, Industrial
- Investment – Commercial, Residential, Retail & Industrial Projects
- Financial & Investment Services
- Advisory Services
- Management Services

In addition to commercial property requirements, we also have a team of professionals who specialize in expatriate residential relocation and orientation service.

Our commercial leasing team due to its experience and constant market knowledge provides latest market information to the clients and help them find the property as per their need. We also provide one-window solution for the expatriate relocation across New Delhi and NCR. Our investment team also helps the prospective clients by providing them with the right market knowledge and information so that they are able to get the good returns through investment in real estate

We have assisted many global companies for their property strategy and acquisition/ disposition assignments.

about NAI global

NAI Global is the premier network of independent commercial real estate firms and one of the largest commercial real estate service providers worldwide. With 375 offices in 55 countries including 25 offices in the Asia Pacific region and 8 offices in India, NAI Global has over 8,000 professionals on its global team. NAI offices around the world completed more than 36,000 transactions worth over \$40 billion, and also managed over 250 million square feet of commercial space in 2007.

NAI Global is the world's only managed network of commercial real estate firms that share best practices and processes - and effectively harness business intelligence that helps the clients strategically optimize their assets.

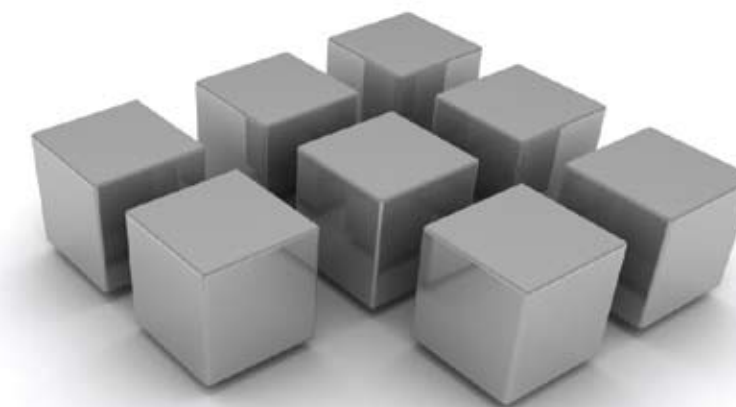
NAI Members use the NAI name and identity which increases their marketing ability exponentially worldwide and allows them to be recognized in their local markets as an international firm.

NAI has worldwide presences in :

- United State
- Canada
- Europe, Middle East & Africa
- Latin America & The Caribbean
- Asia Pacific

In India NAI has presence across in 8 regions, namely:

- Ahmedabad
- Bangalore
- Chennai
- Hyderabad
- Kolkata
- New Delhi
- Punjab
- Shivaji Nafar Pune



Intimate knowledge.
Special relationships.



Imperative target.
Arresting expanse.

our services

Every corporate client has a unique set of real estate challenges. With our expertise we understand every aspect of yours. Whatever is your business objective, our professionals provide a full spectrum of services available to regional, national and international clients via our global network of independent commercial real estate brokerage companies.

Our systems and processes are client centric, based on your needs we develop effective strategies. Our professionals who have access to the local market enables our client to make best real estate decision in a fast pace, challenging environment. One standard agreement is all that we need from you to initiate our services.

When you do business with us, you connect with the best people in your local marketplace. Our professionals take pride in developing leading-edge marketing strategies to not only sell a property, but to maximize the value of each property.

Our professionals are experts at selling properties at top market value and they know the local sub-market, rental rates, demand and competition. They also know how to manage, lease and reposition assets when needed to add value.

Brokerage Service

Due to our unmatched local market knowledge we assure highest level of consistency and quality to our clients at every point. Every year we provide property related solution to corporate, institutional and governmental clients who rely on us for smarter, faster real estate services. We understand the requirement & financial objective, thereby provide you with market information. Due to the access of local market and expertise we not only provide what is currently available but what might be available.

Disposition

We help clients dispose of surplus properties, work through corporate acquisitions. Every client assignment is initiated with a detailed road map and project timeline, outlining key milestones and success factors

Leasing

We work together to help our clients strategically optimize their assets due to the deepest roots in commercial real estate. We create innovative leasing strategies and marketing campaigns to achieve the very best results for you. Doing "deals," is not our top priority; doing the right "deal" and building a lasting relationship is.

Investment & Financial

Our professionals works with institutions and private investors seeking to maximize their real estate position and portfolio strategy, keeping track firmly on the pulse of the marketplace and has direct relationships with the most qualified and active buyers. We also tend to maintains ongoing relationships with buyers of investment and development properties, and continually track buyer activity along product type, value range and geographic area. When appropriate, NAI markets properties through extensive advertising, Internet promotion and wide distribution of property brochures.

Valuation & Advisory

We understand how important it is to realize the highest value possible from your real estate assets. That is the reason our team provides the accurate and reliable valuation for your real estate investments. We know when a client needs to evaluate or dispose a property, time is money. That is why we emphasize the importance of speed, efficiency and indeed accuracy while delivering our recommendations.

Tenant Representation

Commercial real estate tenants turn to our professionals when they relocate or expand and lease or sublease, office, industrial or retail space. Our professional's intimate knowledge of the market and special relationships with property owners, major tenants and government agencies gives our clients the edge.

Property Management

Professional property management is critical to ensure the longevity and vitality of commercial real estate investment. Our team has extensive experience managing a variety of commercial properties, including office, industrial, retail, hotel, medical, educational, multi-family, corporate, and local, state and federal government facilities.



Absolute expertise.
Unrivalled supremacy.



Devout conduction.
Effectual indulgence.

our structure

- We are uniquely structured to better serve our clients:
- We put our **clients first**
- We deal with highest level of **trust, respect, fairness and integrity**
- We are **committed to quality** and continuous improvement
- We are empowered by **sharing, communicating and collaborating**
- We are **dynamic & innovative**
- We are **leaders and teammates**
- We are local in our approach yet **global in thinking**



about New Delhi (NCR)

Delhi, India's second largest city represents the central hub in the north of India. Delhi's office market also known as Northern Capital Region (NCR) extends neighbouring Gurgaon and Noida.

Delhi commercial areas are classified into Central Business District (CBD) including Connaught Place and around, Secondary Business District (SBD) consisting of Nehru Place, Jasola, Saket and South Delhi and Suburban location consisting of Gurgaon, Noida and Greater Noida.

The rental and capital value of commercial property in CBD area witnessed a sharp upward movement and achieved new heights due to demand for legal commercial space in the area. With lack of supply in the CBD, the SBD market has witnessed an upsurge. Jasola District Centre and Saket District Centre are being considered as new commercial areas.

Gurgaon is considered as one of India's most successful instances of a new city that is well planned, marketed and developed. Its world-class infrastructure, working and living environments makes it a global business hub. Gurgaon is still developing and expanding and offers a lot of potential.

Perception of Faridabad is now no longer an industrial town but a city that promises malls, offices and modern townships, that has seen a sharp increase of prices in 2007.

Ghaziabad is also fast emerging as a residential and retail real estate hotspot driven by its excellent infrastructure and proximity to IT/ITES centres like Noida.

Noida, the largest industrial town of Asia, has undergone a paradigm shift in the last few years. The real estate in Noida is hitting the sky, which is also due to a large migration of people from Delhi.

Greater Noida is a known planned township situated in proximity to Delhi. Greater Noida is emerging as a fast developing infrastructure support system. Property market in Greater Noida is flourishing at a tremendous pace.



Allegiant association.
Persistent committal.



Towering affluence.
Abberant excellence.

case studies

CLIENT: ONGC Videsh Ltd.

REQUIREMENT: Commercial Office space for expansion of Head Office

SOLUTION: Got clearance of tenders for expansion of their Head Office in CBD area of New Delhi where they currently have a Head Office

RESULT: Finalized and close the deal for 17000 sq. ft. in New Delhi as per ONGC Standards.

CLIENT: LANCO

REQUIREMENT: Commercial Office space for opening an office and plant for LANCO in the NCR Region

SOLUTION: As per the client's requirement provided them with comparison of various properties in the Gurgaon & Udyog Vihar area. LANCO shortlisted a property in Udyog Vihar which was later finalised by them

RESULT: Closed the deal for 55000 sq. ft. in Udyog Vihar area

CLIENT: Wal-Mart

REQUIREMENT: Commercial office space in NCR Region i.e. Gurgaon.

SOLUTION: Rummage Grade-A buildings in Suburb and NCR region. Wal-Mart narrowed down to one property. Helped in negotiation and were able to achieve the best commercial terms and conditions for Wal-Mart.

RESULT: Close the deal for 9500 sq. ft. in NCR region i.e. Gurgaon. Also managed to close another deal of 3500 sq. ft. in Gurgaon.

CLIENT: Reed Elsevier

REQUIREMENT: Commercial office space for opening an office in Delhi

SOLUTION: The client has an exclusive mandate with another IPC (International Property Consultant) who was not able to meet up with their expectations. We provided comparison of various properties available in commercial areas in Delhi. Finally managed to shortlist a office space in South Delhi as per their requirement.

RESULT: Closed the deal for 20000 sq. ft. in Delhi region.

testimonials

In what proved to be an extremely demanding project, NAI Collaborators was consistently responsive and showed tenacity in working through the deal while looking out for Capital IQ's best interests.

Avishek Bose
Managing Director
Capital IQ

Partnering with an organization, which brings talent and creative solutions to the table, is critical for success. NAI Collaborators India is such an organization, which supports Nationwide in their international real estate requirements and has talent team members, who efficiently managed our real estate assignment.

Maj. Manohar Pratap
National Head - Facility & Administration
Ernst & Young Pvt. Ltd.

The NAI Collaborators India was easy and ensured that we get started quickly on the real estate assignment. We continue to be impressed with the quality of NAI brokers in not only major metro markets but also secondary markets, where NAI completed large and difficult assignments expeditiously.

Naresh Sood
Senior Manager
Quest Venture Coordinators Private Limited

Our experience with NAI Collaborators as an organization has been very good. A dedicated team, with a professional approach in terms of understanding the client's need and subsequent presentation of details of the properties taking into account the statutory aspects.

Sudhir Pruthi
Head of Finance & Administration
BBC World Service Trust

our clients

Aditya Birla

AES

AIF Capital India

Aithent Technology

Allegro

Analec

Barista

Bharti Retail

BNP Paribas

Boston Scientific

Business Octane

Cafe Coffee Day

Cairn Energy

Capital IQ

CEC

Cinemax

Control Risks

CTDI

Dade Behring

Daifuku

DSV Air

Eaton Power

E & Y

Elsevier

Epos

Euro RSG

Expenditure

Fame

FNS Logistics

Fuji Film

HLFPPT

ICICI Lombard

Innocean

IRIS Worldwide

Kapico

Kinetsu Worldwide

L&T

Lanco

Leighton

Levis

Loreal

Max Healthcare

MDP Consultant

Mitsui

Mizuho

NMS Communication

ONGC Videsh

ORG Telecom

Oriflame

Reliance

Sage Publication

Sanofi

Satyam

Saviance Technology

Schlumberger

Seagram India

Seiksui

Shinhan Bank

Smec India

Sonosite

Sony

SOS International

Star Cruises

Starcom

Storaenso

Sun Internationa

Synergy Adlabs

Tata

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Tower Vision

Walmart

Water Aid

Whirlpool

Worldspace

Yatra Online

Yes Bank