

Introduction:

Logistics' significance to business and the economy as a whole cannot be overstated. The effectiveness of a country's logistics system is a barometer of economic health. Timely delivery of goods, reduced costs, and increased productivity are all benefits of efficient logistics.

The rapid growth of the logistics industry in recent years can be attributed to a number of factors, including increased government spending, improved infrastructure, and easier access to international markets. Recent actions taken by the government all point to the fact that India wants to strengthen its economy by maximizing the potential of its logistics sector. This will be accomplished by more meticulously planning India's infrastructure, fostering closer cooperation between India's various stakeholders, and improving operational efficiency.

As India's economy develops, so does the country's logistics sector. With the goal of becoming a US\$30 trillion economy by FY50 (with US\$6 trillion by FY30), the country is investing heavily in logistics infrastructure upgrades, digitalization, and sustainable logistics.

In July 2023, ASSOCHAM is hosting a conference titled "GATI SHAKTI-BOOSTING CONNECTIVITY FOR NEW INDIA" to discuss and deliberate on a wide range of topics related to the logistics industry. Policymakers, providers of modal and terminal infrastructure, and logistics service providers (LSPs) were among the many stakeholders in the industry who would be gathered for the conference.

This paper examines the overarching themes and topics to be discussed at the conference in three distinct sections. The PM Gati Shakti Master Plan is introduced in the first section of the paper. The PM Gati Shakti Master Plan's connections to other sectoral initiatives are discussed in the second section, and areas for further thought and action are highlighted in the concluding section.



Realizing that logistics costs in the country were still relatively high (approximately 13% of GDP compared to single-digit levels in developed nations), the integrated development of the logistics sector was identified as a crucial area for reform. Moreover, in order to maximize the large infrastructure investments that have already been made and are still being planned to improve logistics performance, the government felt compelled to undertake a comprehensive and synergistic effort across all levels to address the challenges facing the logistics ecosystem.

Figure 1: Pillars of Gati Shakti

Comprehensiveness

Activities of every department visible to others

Prioritization

Cross-sectoral interaction enabled

Optimization

Activities of every department visible to others

Synchronization

Activities to be synchronized holistically

Analytical

Plan to provide all data in one place

Dynamic

GIS platform for all government department

PM Gati Shakti Master Plan is one of the several such Synergistics effort. PM Gati Shakti Master Plan is a digital platform that was conceived with the intention of helping better coordinate the planning and implementation of infrastructure connectivity projects. Sixteen ministries, including those responsible for highways and railroads, have been brought together under the banner of Gati Shakti in order to better coordinate the planning and implementation of these projects. This is due to the fact that the development of infrastructure in India has been held back for a very long time by incoherent planning, a lack of standardization, regulatory concerns, and the timely establishment and use of infrastructure capacities.

The PM Gatishakti masterplan integrates the data layers of the infrastructure of roads, railway lines, ports, inland waterways, telecom lines, and power lines onto a single portal. More than 1,450 data layers have been mapped on the masterplan, of which 585 have been uploaded by 36 central ministries and departments and 872 have been uploaded by states and Union Territories which is allowing government agencies to track the progress of the ongoing projects in real time.

To ensure the smooth flow of people and goods, with an emphasis on minimizing disruptions and ensuring timely completion of projects, the PM Gati Shakti National Master Plan (NMP) is a game-changing approach to integrated and holistic planning across concerned Ministries/Departments. Since its introduction, the platform has helped mitigate the problem of government agencies working in tandem, therefore enhancing last-mile connectivity, decreasing logistical expenses, and avoiding job duplication. The PM GatiShakti NMP is eliminating bureaucratic barriers and usher in more integrated and comprehensive approaches, integrated project planning and delivery for tackling multi-modal connectivity challenges.

Is Gati Shaki Already Proving to be Game Changer for India's Logistics Industry?

In the most recent edition of the World Bank's Logistics Performance Index (2023), India jumped six spots to number 38 out of 139 nations. The government's intense emphasis on reforms to improve the country's logistical infrastructure, of which the widely acclaimed Gati Shakti Programme is a spectacular example, has contributed significantly to India's rising international profile.

The Logistics Performance Index (LPI) is an interactive benchmarking tool developed by the World Bank to assist countries identify the challenges pertaining to logistics performance and suggest necessary action to improve the same. The Logistics Performance Index is published by the World Bank every two years, with the latest being published in 2023.

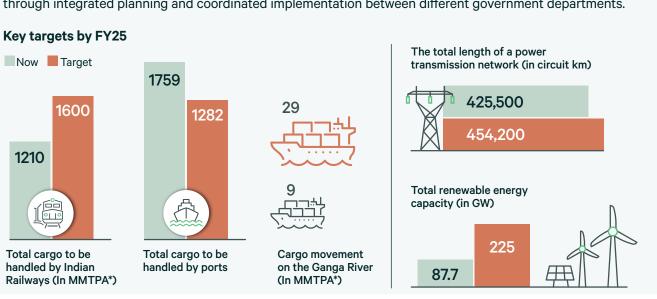
With an overall LPI rating of 3.4 in 2023, India ranked 38th among 139 countries. India has been identified as a top performer among the lower-middle income countries and has witnessed improvement compared to 2018. Focused government intervention has led to significant improvements across Infrastructure Index and also betterment of International Shipments, Logistics Competence & Quality and Timeliness Parameters from 2018 to 2023.

The purpose of the PM Gatishakti masterplan is to make it easier to build multi-modal connection infrastructure to diverse economic zones, such as ports and the shipping industry. Under the PM Gati Shakti Programme, 101 projects related to ports and shipping, with a combined value of Rs. 60,872 Crores have been identified as candidates for implementation. Out of them, thirteen projects with a combined value of Rs. 4,423 Crore have been finished. In addition, the Ministry of Finance, Department of Expenditure has, as part II (for PM-Gati Shakti related expenditure) of the "Scheme for Special Assistance to States for Capital Investment for 2022-23," made an additional provision of Rs. 5000 crores for the purpose of increased capital expenditure by the States for the development of infrastructure. This additional provision is intended to be distributed among the States in the form of long-term loans with a 0% interest rate.

Planning, designing, implementing, and monitoring infrastructure projects are now being developed, and coordinated with a common goal in mind instead of being done independently in departmental divisions. As a result, the program would have a multiplicative effect on the Indian economy.

Figure 2- Key Targets - Gati Shakti Master Plan

The PM Gati Shakti aims to break inter-ministerial silos in infrastructure development. It will be achieved through integrated planning and coordinated implementation between different government departments.





How does PM Gati Shakti Master Plan complement other initiatives in the logistics sector?

Over the past three years, the government has worked to make the logistics industry more competitive by lowering logistics costs through various measures. Some of the recent key initiatives have led to:

The capacity enhancement of logistics infrastructure

Framing of new standards and regulations for the sector

Increased investments in the skill development

Enabling
IT integration
into physical
infrastructure
and the flow
of goods

It is expected that trade and industrial competitiveness will be bolstered by government initiatives. Though only one such endeavor, the PM Gati Shakti's complementing of following other initiatives has enabled an eco-system that is predicted to be a game changer for India's logistics sector.



Figure 3: Primary Objectives National Logistics Policy



To bring competitiveness in the logistics industry leading to reduced cost of operations & fostering economic growth with new job opportunities



To reduce logistics cost in India by 5 percent of GDP over the next five years



To become a logistics through integrated multiple model transportations by leveraging technology, processes & competent skilled human resources



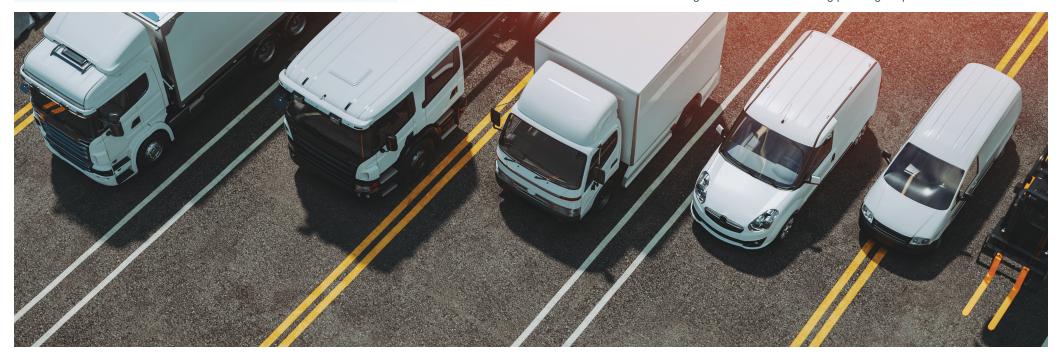
To develop & integrate regional and global supply chains in India through promoting international business, trade, commerce, etc.

NATIONAL LOGISTICS POLICY

The policy complements the National Master Plan for PM GatiShakti. NLP establishes a comprehensive, interdisciplinary, cross-sectoral, multijurisdictional policy framework for the logistics industry. While the PM GatiShakti National Master Plan aims to develop an integrated infrastructure, the National Logistics Policy aims to improve the efficiency of logistics services and human resources by streamlining processes, establishing a regulatory framework, developing skills, integrating logistics into higher education, and adopting appropriate technologies.

ULIP

The Logistics Data Bank Project of NICDC has been utilized to create ULIP. It is consistent with the overarching goal of PM GatiShakti, which is to break down individual silos, promote integration among various Ministries/Departments, and establish a single portal, thereby bringing efficiency and transparency to the logistics industry and making manufacturing and exports from India cost-competitive in comparison to the global landscape. This platform is accessible by both government and private agencies, service providers, shippers, consignees, etc. to facilitate the exchange of real-time or near-real-time information in a secure manner amongst all stakeholders making planning simpler.



SYSTEM IMPROVEMENT GROUP (SIG)

The System Improvement Group (SIG) is a cross-functional team that is responsible for monitoring all logistics-related projects regularly and tackling all obstacles. The SIG is made up of representatives from various departments, including operations, IT, and finance. The SIG's main goal is to ensure that logistics projects are completed on time, within budget, and to the highest quality standards. The SIG does this by,

- Regularly monitoring the progress of all logistics projects. The SIG meets on a regular basis to review the status of all logistics projects. This allows the SIG to identify any potential problems early on and take corrective action before they become major issues.
- Identifying and tackling obstacles to project success. The SIG is responsible for identifying and tackling any obstacles that may prevent logistics projects from being completed successfully. This includes things like regulatory hurdles, technical challenges, and budget constraints.
- Making recommendations for improvement. The SIG is also responsible for making recommendations for improvement to the logistics process. This includes things like identifying areas where costs can be saved, processes can be streamlined, or efficiency can be improved.
- The SIG will play an important role in ensuring the smooth and efficient operation of the logistics department. By regularly monitoring projects, identifying, tackling obstacles, and making recommendations for improvement, the SIG will help ensure that logistics projects are completed successfully and on time.

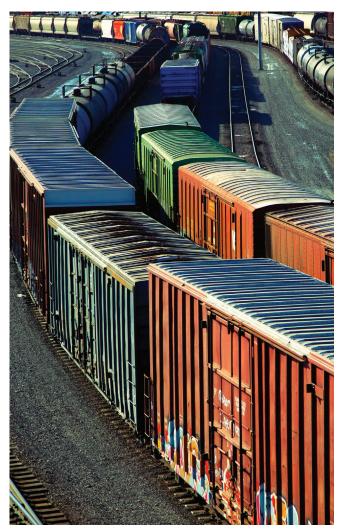
GATI SHAKTI CARGO TERMINALS

The Gati Shakti Multi-modal Cargo Terminal (GCT) policy was launched by the Indian government in December 2021. The policy aims to promote the development of multi-modal cargo terminals across the country. Multi-modal cargo terminals are facilities that allow goods to be transferred between different modes of transport, such as road, rail, and sea. The GCT policy provides a number of benefits for private investors who develop multi-modal cargo terminals.

Highlights of Gati Shaki Cargo Terminal Policy

Provision of Long-term leases	Leasing terms and associated prices have undergone a dramatic change. Land can now be leased for freight purposes for up to 35 years (up from five) at 1.5% of market value per year (before, this rate was 6%).
Rebates on terminal charges	Indian Railways to provide rebates on terminal charges for cargo that is transported to or from the terminal by rail.
Enhance Infrastructure support	In order to encourage the development of logistics terminals, the Indian Railway would be responsible for financing the costs of the common user infrastructure

The GCT policy is expected to boost the development of multimodal cargo terminals in India. These terminals will help to improve the efficiency of the country's logistics network and make it easier for businesses to trade. Here are some of the key features of the GCT policy:



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- The policy is open to both public and private sector players.
- The policy provides a number of incentives for private investors, including long-term leases, rebates on terminal charges, and infrastructure support.
- The policy aims to promote the development of multi-modal cargo terminals across the country, with a focus on major economic corridors and industrial clusters.

The GCT policy is a significant step forward in the government's efforts to improve the country's logistics network. The policy is expected to boost the development of multi-modal cargo terminals and make it easier for businesses to trade. Here are some of the potential benefits of the GCT policy:

- Improved efficiency of the logistics network: Multi-modal cargo terminals will help to improve the efficiency of the logistics network by making it easier to transfer goods between different modes of transport. This will reduce delays and costs and make it easier for businesses to trade.
- Increased trade: Multi-modal cargo terminals will make it easier for businesses to trade, both domestically and internationally. This will boost economic growth.
- Creation of jobs: The development of multi-modal cargo terminals will create jobs in the construction, operation, and maintenance of the terminals.
- Improved connectivity: Multi-modal cargo terminals will improve connectivity between different parts of the country. This will make it easier for people to travel and for businesses to operate.



LEADS

The Logistics Ease Across Different States (LEADS) program and the PM Gati Shakti program are both aimed at improving the efficiency of logistics in India. The LEADS program focuses on improving the coordination between different states in terms of logistics. This includes things like harmonizing regulations, sharing data, and developing common infrastructure. The PM Gati Shakti program, on the other hand, has a broader focus. It aims to improve the overall logistics infrastructure in India, including roads, railways, ports, and airports.

The two programs complement each other well. The LEADS program will help to ensure that the PM Gati Shakti program is implemented effectively in each state. This will help to create a more seamless and efficient logistics network across India.

Here are some specific ways in which the LEADS program can complement the PM Gati Shakti program:

- By harmonizing regulations, the LEADS program can help to reduce the time and cost of transporting goods across state borders.
- By sharing data, the LEADS program can help to improve the efficiency of planning and execution of logistics operations.
- By developing common infrastructure, the LEADS program can help to reduce the duplication of resources and improve the overall efficiency of the logistics network.

Further, LEADS 2022 has categorized States based on their geographic location into 4 groups, namely, Landlocked States, Coastal States, North-Eastern Regions, and Union Territories. For grading each of these categories in into three categories. States designated as "Achievers" have demonstrated remarkable logistics ecosystems with outstanding infrastructure and transparent regulatory processes. "Fast Movers" are states that are on their way to becoming Achievers by introducing progressive policy and legislative proposals, as well as new infrastructure projects. Finally, there are the "Aspirers" - states that have begun their path towards logistics ease and excellence by implementing national best practices in order to strengthen their contribution to India's developing status as a global manufacturing and logistics powerhouse.

The LEADS program is still in its early stages, but it has the potential to make a significant contribution to the PM Gati Shakti program. By working together, these two programs can help to make India a more competitive and prosperous nation.

ACHIEVERS

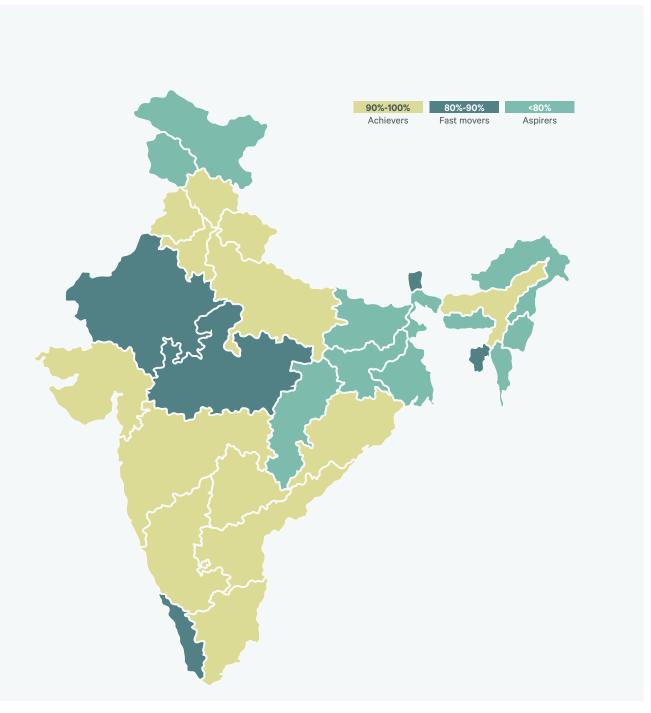
Haryana | Himachal | Pradesh | Punjab | Telangana | Uttar Pradesh Uttarakhand | Andhra Pradesh | Gujarat | Karnataka | Maharashtra Odisha | Tamil Nadu | Assam | Chandigarh & Delhi

FAST MOVERS

Madhya Pradesh | Rajasthan | Kerala | Sikkim | Tripura | Puducherry

ASPIRERS

Bihar | Chhattisgarh | Jharkhand | Goa | West Bengal | Arunachal Pradesh | Manipur | Meghalaya | Mizoram | Nagaland | Andaman & Nicobar | Daman Diu & Dadara and Nagar Haveli Jammu & Kashmir | Ladakh, Lakshadweep



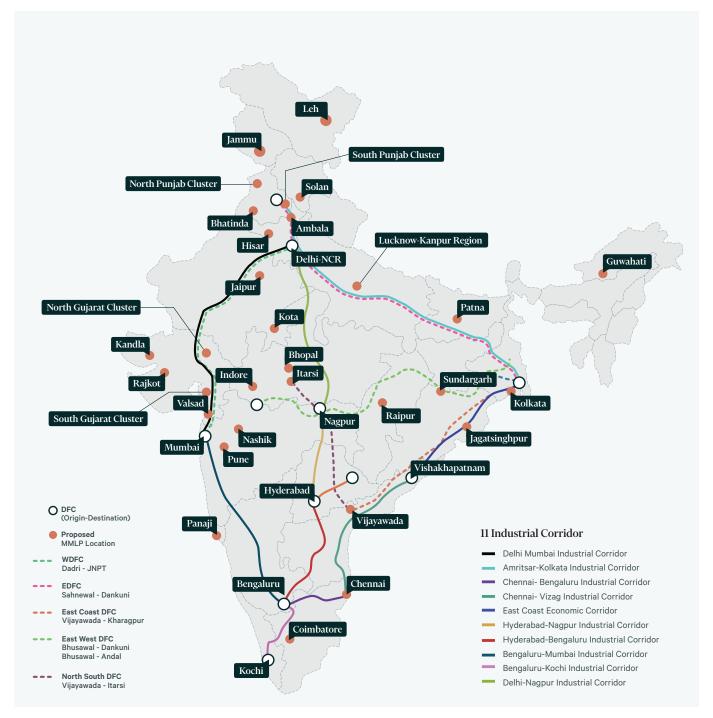


A prerequisite for service integration is the development of a multimodal infrastructure network that enables the seamless transfer of cargo between different modes of transportation. Such a transport network would ensure that goods is routed through the most efficient mode for quicker, safer, more cost-effective, and pollution-free transportation. This would be accomplished primarily through the creation of multimodal logistics parks, streamlined economic corridor routes for efficient freight movement, and intermodal stations that connect different modes of transportation.

In order to maintain a competitive advantage in global markets, it is essential to have access to multiple modes of transportation. This would allow shippers to react more quickly to market fluctuations and other market disruptions. It is anticipated that modal equality, also known as modal neutrality, will be an integral part of the overall expansion of logistics, with each mode of transportation competing based on its unique qualities.

In accordance with the ethos of the Gati Shakti Master Plan, Ministry of Road Transport and Highway have initiated the Bharatmala Pariyojana, a centrally sponsored and funded road and highway development project. The project envisages development of about 26,000 km length of Economic Corridors, which along with Golden Quadrilateral (GQ) and North-South and East-West (NS-EW) Corridors are expected to carry majority of the freight traffic. Further, about 8,000 km of Inter Corridors and about 7,500 km of Feeder Routes have been identified for improving effectiveness of Economic Corridors, GQ, and NS-EW Corridors.

As a part of the Bharatmala Pariyojana, the Cabinet Committee on Economic Affairs (CCEA) mandated Ministry of Road Transport and Highways to develop 35 Multi Modal Logistics Parks (MMLP) across the country. The 35 MMLPs being implemented by MoRTH are to be developed under Public-Private Partnership (PPP) on Design, Build, Finance, Operate and Transfer (DBFOT) mode.





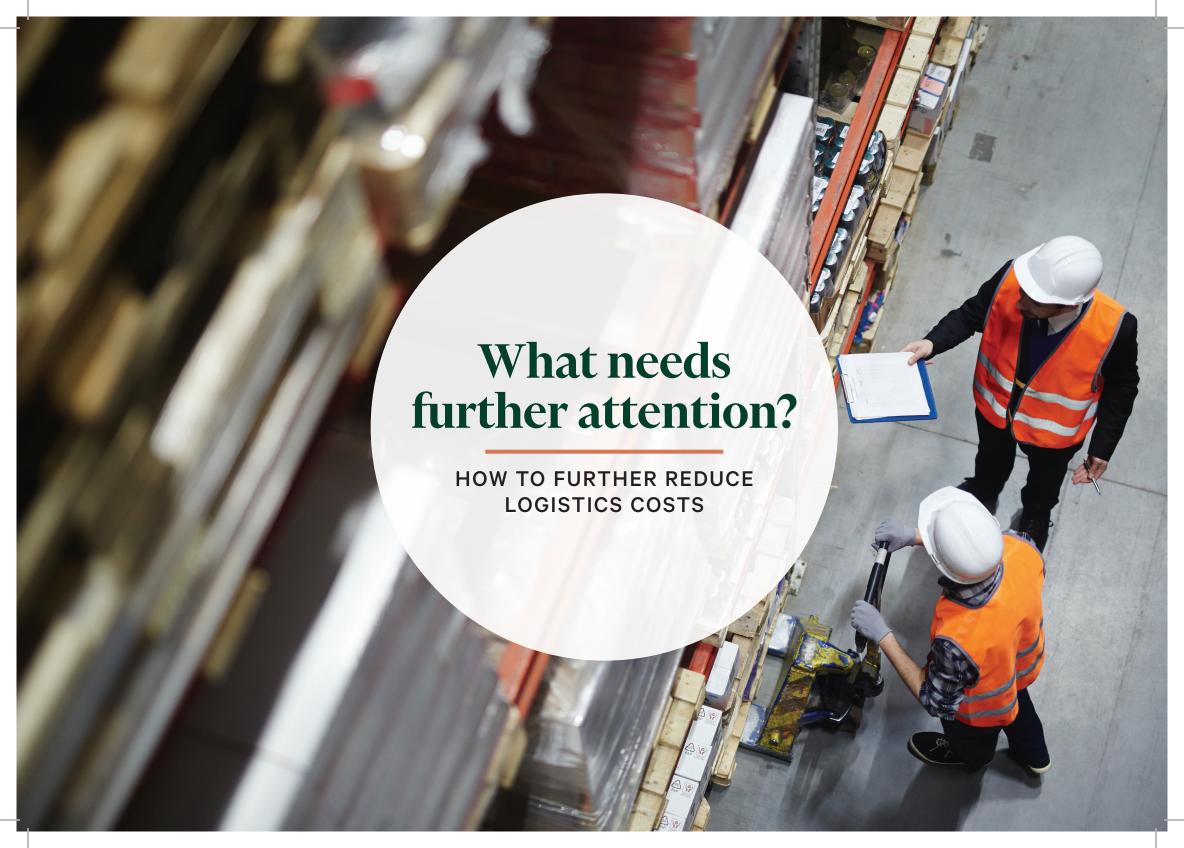
National Highways Logistics Management Limited, a 100% owned SPV of National Highways Authority of India is the primary implementation agency.

CBRE, along with several Financial Consultants, were initially mandated by NHLML to assess pre-feasibility and identify potential land parcels for development of the MMLP in the proposed 35 locations across the country. Following completion of the same, consultants were tasked to provide their technical and economic expertise to undertake preparation of detailed project reports (DPRs) for identified locations through a competitive bidding process. The broad scope of services included detailed cargo market assessment, preparation of detailed master plans, high-level financial assessment, assistance in land acquisition and preparation of the Model Concession Agreement.

NHLML aims to grant private concessionaires a 45-year concession on acquired land for MMLP development. Each individual MMLP shall be owned and operated by a Special Purpose Vehicle (SPV), with critical stakeholder in the same being NHAI (providing external road connectivity), Rail Vikas Nigam Limited (providing external rail connectivity), state's Industrial Authority (providing required land) and the private concessionaire.

As of today, four DPRs have been prepared and submitted to NHLML. Out of the four, three locations have already been awarded to private concessionaires which include Chennai – awarded to Reliance Industries Limited, Bangalore – awarded to PATH India Limited and Indore – awarded to GR INFRA Projects Limited. Furthermore, CBRE with our consortium partners HOWE were responsible for preparation of the DPR for the first awarded MMLP at Chennai and are presently in the process of finalizing the DPRs for five other locations including Mumbai, Coimbatore, Hyderabad, Anantapur and Visakhapatnam.

The following map indicates the 35 identified locations for the MMLPs along with the dedicated freight corridors.



Until recently, Central initiatives were the primary impetus for state governments to create logistics policies. The primary logistics marketplaces are located in major metropolitan areas. They polarize regional, national, and international movements by centralizing warehouses, distribution centers, and ports in various logistical zones. Population growth and ageing, livable cities, resilient infrastructure, and changes in land use patterns are all affecting how people and goods move around cities. Therefore, to consider freight transport in decision-making processes, state government &local authorities need to be considerate of urban freight and pay more attention to freight transport and metropolitan logistics.

The logistics industry is intricately linked to urban planning, energy, and environmental concerns. The problems caused by the fragmentation of urban logistics infrastructure can only be overcome with careful urban planning. Cities especially metropolitan areas should create holistic solutions that promote sustainable and efficient logistics systems by incorporating transportation, energy, and environmental sectors into the planning process. This all-encompassing method ensures that transportation infrastructure is in line with urban development's ultimate goals, making for more efficient and connected urban areas

To instill the logistic and supply chain attitude to see industry challenges and solve them comprehensively, city Logistic and state Plans must be completed. Although state government and local authorities in India are concerned with the issues related to urbanization and sustainability that indirectly affect freight deliveries. However, there are no overarching strategies for urban freight or city logistics development or regulation in the context. Additionally, there is a dearth of policymaking initiatives at the state and local levels. Local governments have a large number of disconnected departments, and there do not seem to be enough funding for urban logistics planning. Furthermore, the lack of





coordination between state and local governments hinders the effective implementation of logistics projects. This not only leads to inefficiencies in urban planning but also exacerbates the funding constraints faced by local authorities. Therefore, addressing these challenges and promoting better collaboration among different levels of government is crucial for the successful execution of the PM Gati Shakti Master Plan and other logistics initiatives.

However, authorities are aware of the importance of their involvement in the creation of urban logistics plans. They do recognize that without proper planning and regulation, urban freight can lead to congestion, pollution, and inefficient delivery systems. What is missing is the growing need for collaboration between local authorities, policymakers, and industry stakeholders to develop sustainable strategies for logistics management in India. This would involve allocating adequate resources, improving coordination between departments, and implementing policies that prioritize sustainability and efficiency in freight deliveries.

More multi-modal logistics parks should be built across the country to promote the clustering of logistics facilities and provide users with more connectivity options. Choosing a site, building infrastructure, and organizing town planning are all matters that increasingly fall under the purview of state governments. The zoning of land for the construction of cold storage, silos, warehouses, ICDs, and other related logistics assets is included in this definition.

To ensure these logistics parks run efficiently, the state government must work with private stakeholders. Building a comprehensive and effective supply chain requires establishing and maintaining relationships with transportation providers, manufacturers, and other relevant industries.

Focus on capacity planning is also critical, to achieve the targeted reduction in the logistics costs, it is not just sufficient to only

develop world-class Multi Modal Logistics Parks, rather, we must endeavor to increase the capacity throughout the value chain.

One factor that can moderate an MMLP's efficiency is the non-availability of required rolling stock. For instance, according to the National Rail Plan 2030, an extra 32,000 freight locomotives and roughly 1 million freight wagons will be needed to meet the projected freight demand alone by the year 2030.

Therefore, it is crucial to examine the importance of central government, department, planning agency, and individual state coordination when making plans for infrastructure.

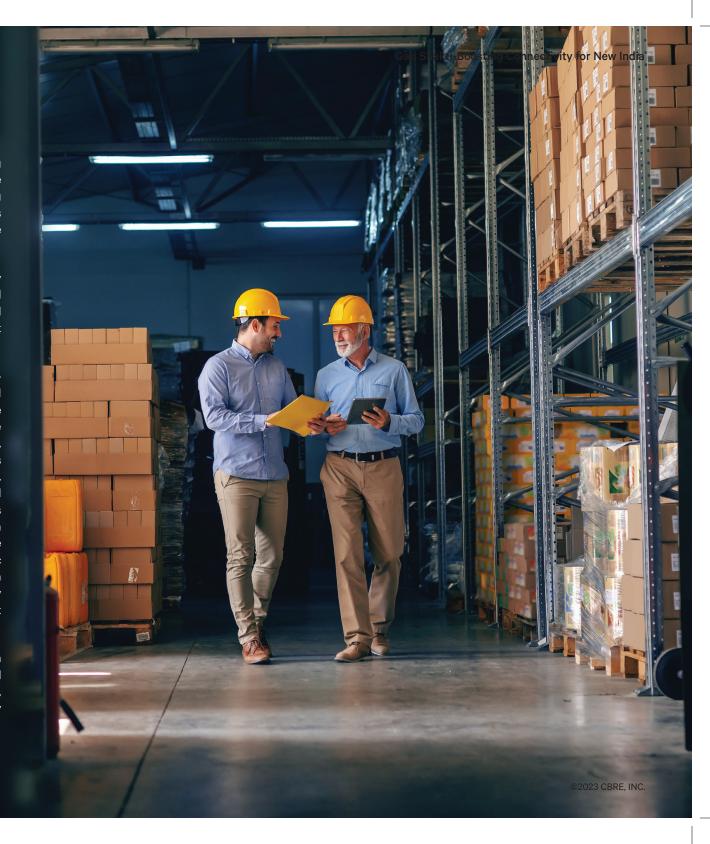
CONCLUSION

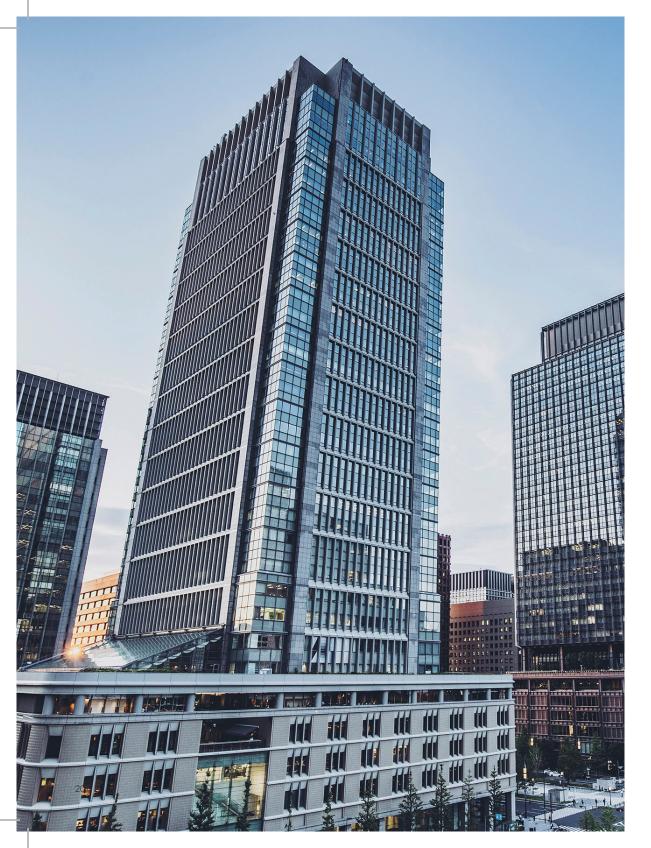
The reorganization of India's logistics industry has opened up a promising investment opportunity in the country's logistics sector. Reforms of the legal, regulatory, and (more generally) institutional framework regulating trade facilitation are essential complements to infrastructure investments for export-led economic growth and could significantly increase trade competitiveness.

Gati Shakti is a major initiative that aims to improve India's trade capacity by decreasing the time and money needed to do so by simplifying and harmonizing laws and regulations, decreasing administrative barriers, and making greater use of information and communication technology to support transparency and fewer human interactions.

The Gati Shakti Master Plan is a long-needed initiative that will have longlasting effects on the country's logistics landscape. It has directed all relevant ministries and departments to streamline planning and harmonize the relevant regulations to make it easier for businesses to operate in the country. In a nutshell, infrastructure projects that were previously planned, constructed, implemented, and monitored by separate government agencies will now involve multiple agencies working together toward a common goal. Consequently, infrastructure projects will be developed effectively, and the Indian economy will reap the benefits of these synergies. Stakeholders can collectively address the challenges of freight management in India by fostering collaboration. This would result in the creation of innovative solutions and best practices, which would ultimately stimulate economic growth and reduce environmental impact. In addition, such collaboration would foster an environment conducive to knowledge sharing and capacity building, allowing all stakeholders to remain abreast of the most recent sustainable development practices.

To further augment infrastructure development and harness its maximum potential it is crucial to examine the coordination challenges between Central government, departments, planning agencies and individual state bodies, and plan not only for infrastructure capacity enhancement but identify additional opportunities throughout the value chain.



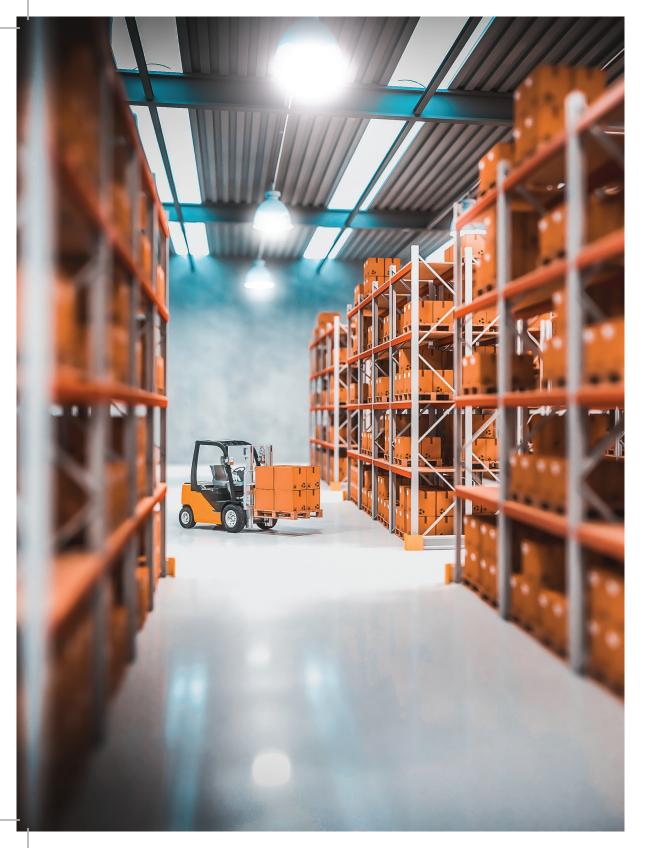


About CBRE

CBRE Group, Inc. (NYSE: CBRE), a Fortune 500 and S&P 500 company headquartered in Dallas, is the world's largest commercial real estate services and investment firm (based on 2022 revenue). The company has approximately 115,000 employees (excluding Turner & Townsend employees) serving clients in more than 100 countries.

CBRE was the first International Property Consultancy to set up an office in India in 1994. Since then, the operations have grown to include more than 11,000 professionals across 15 offices with a presence in over 80 cities in India. As a leading international property consultancy, CBRE provides clients with a wide range of real estate solutions, including Strategic Consulting, Valuations/ Appraisals, Capital Markets, Advisory & Transactions, Global Workplace Solutions & Property Management and Project Management. The guiding principle at CBRE is to provide strategic solutions that make real estate holdings more productive and economically efficient for its clients across all service lines. Please visit our website at

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About ASSOCHAM

The Knowledge Architect of Corporate India

The Associated Chambers of Commerce & Industry of India (ASSOCHAM) is the country's oldest apex chamber. It brings in actionable insights to strengthen the Indian ecosystem, leveraging its network of more than 4,50,000 members, of which MSMEs represent a large segment. With a strong presence in states, and key cities globally, ASSOCHAM also has more than 400 associations, federations, and regional chambers in its fold.

Aligned with the vision of creating a New India, ASSOCHAM works as a conduit between the industry and the Government. The Chamber is an agile and forward-looking institution, leading various initiatives to enhance the global competitiveness of the Indian industry, while strengthening the domestic ecosystem.

With more than 100 national and regional sector councils, ASSOCHAM is an impactful representative of the Indian industry. These Councils are led by well-known industry leaders, academicians, economists and independent professionals. The Chamber focuses on aligning critical needs and interests of the industry with the growth aspirations of the nation.

ASSOCHAM is driving four strategic priorities – Sustainability, Empowerment, Entrepreneurship and Digitisation. The Chamber believes that affirmative action in these areas would help drive an inclusive and sustainable socio-economic growth for the country.

ASSOCHAM is working hand in hand with the government, regulators, and national and international think tanks to contribute to the policy making process and share vital feedback on implementation of decisions of far-reaching consequences. In line with its focus on being future-ready, the Chamber is building a strong network of knowledge architects. Thus, ASSOCHAM is all set to redefine the dynamics of growth and development in the technology-driven 'Knowledge-Based Economy. The Chamber aims to empower stakeholders in the Indian economy by inculcating knowledge that will be the catalyst of growth in the dynamic global environment.

The Chamber also supports civil society through citizenship programmes, to drive inclusive development. ASSOCHAM's member network leads initiatives in various segments such as empowerment, healthcare, education and skilling, hygiene, affirmative action, road safety, livelihood, life skills, sustainability, to name a few.

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