

Date: 05.02.2021

To,
Ms. Deepti Mahajan,,
M/s. Aevitas Pharmagro Tech Pvt. Ltd.,,
6th floor, Mirchandani Business Park,
Sakinaka. Andheri (East),
Mumbai – 400 072.

Sub: Confirmation of consultancy charges for your engineering services for MEP Infrastructure of Innopolis Facility in Genome Valley, Hyderabad.

Ref: Your revised offer by email bearing proposal /offer letter no. 21010 dated 2.02.2021

Dear madam,

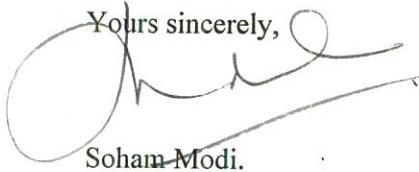
As per your proposal letter no. 21010 dated 2.02.2021, we hereby confirm that we have agreed to pay the consultancy charges for engineering services for MEP Infrastructure for the proposed Innopolis Research & Development Center at Turkapally, Shamirpet Mandal, Medchal-Malkajgiri District, Telangana as per the details given below.

Sl. No.	Tasks	Basis	Unit rate (INR)	Quantity	Total
1	Detailed engineering technical procurement assistance for Central MEO infrastructure for the plot	Per sft of the plot area	4.00/-	4,00,000 sft	16,00,0000
2	Detailed engineering technical procurement assistance for dedicated user buildings	Per sft of the of built-up area	7.00/-	2,00,000 sft	14,00,000

As per your request we are releasing a cheque for Rs.2,77,500/- dated 05.02.2021 drawn on YES bank towards advance payment to start the work.

Thank You.

Yours sincerely,



Soham Modi.

aruna@modiproperties.com

From: Soham Modi <sohammodi@modiproperties.com>
Sent: 03-02-2021 08:13 AM
To: Kanaka Rao - Admin; Waseem Akhtar Construction; Venkatesh . G Construction; ; Aruna K Admin; sambasivarao .; Praveen Raju Accounts
Subject: Fw: MEP engineering services for Innopolis, Genome Valley
Attachments: Aevitas_Proposal_GV Research_Innopolis Project _Hyderabad_Rev.1_02.02.2021.pdf

Kanaka rao: mep consultant fee details.

Waseem: ask aruna to make cover letter for signed hard copies. Ask renuka, arena and e&d to send plans.

Praveen: make advance payment.

Regards,
Soham Modi

From: deepti.mahajan@aevitas.co.in
Sent: 2 February 2021 5:09 pm
To: aruna@modiproperties.com; sohammodi@modiproperties.com
Cc: waseem@modiproperties.com; vishalgoel.hbs@gmail.com; balraj.nt@aevitas.co.in
Subject: RE: MEP engineering services for Innopolis, Genome Valley

Dear Sir,

With reference to the discussion this morning, we are pleased to submit our Revision 1 proposal incorporating all scope changes and the agreed commercial terms and conditions.

Please feel free to call for any clarifications.

We look forward to receiving your valued PO in order to start with the engineering activities.

Regards,
Deepti Mahajan
Dy. Managing Director
Tel.: +91 22 6720 7004
Mobile: +91 9820199082

Aevitas Pharmagro Tech Pvt. Ltd.
6th Floor, Mirchandani Business Park,
Sakinaka, Andheri (East),
Mumbai | India | 400 072
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 **Aevitas**
Engineering Excellence

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From: Deepti Mahajan
Sent: 28 January 2021 15:03
To: aruna@modiproperties.com; 'Soham Modi' <sohammodi@modiproperties.com>
Cc: waseem@modiproperties.com; vishalgoel.hbs@gmail.com; Balraj NT <balraj.nt@aevitas.co.in>
Subject: RE: MEP engineering services for Innopolis, Genome Valley

Dear Sir,

Please refer our discussion yesterday.

Accordingly, regarding the central MEP infrastructure for the project, we discussed the following:

1. Electrical and fire hydrant infrastructure shall be centralised.
2. ETP and STP shall be decentralised and dedicated for each user building.
3. MEP services are not currently required for Central plaza/foyer/amenities/canteen area.

On discussing internally, we believe that the complex should have a centralised pre-treatment ETP/STP for cost optimisation, ease of operation and hassle-free service to the user. We can design the central system for 2 users presently, which can be modular and expandable if more users are added. Hence, we are continuing to consider it in centralised services for the purpose of fee estimation.

We discussed that the scope captured for MEP services for dedicated buildings is okay.

Hence, with the reduction of item 3 above, our revised fee for centralised MEP services works out as follows. We have also offered best possible reduction in item A2 below.

We hope the revised fee is acceptable to you now and we can move forward on this.

Sr. No.	Tasks	Basis	Unit rate (INR)	Quantity	Total (INR)
A	MEP Engineering Services				
A1	Detailed Engineering technical procurement assistance for central MEP Infrastructure for the plot	Per sqft of the plot area	5.5	4,00,000	22,00,000
A2	Detailed Engineering technical procurement assistance for dedicated user buildings	Per sqft of built-up area	7.0	2,00,000	14,00,000
B	MEP Execution Services (optional)				
B1	Inspection/FAT	Man-day	12,000	As required	
B2	Deployment of construction coordinator at site	Man-month	1,60,000	As required	

Regards,
Deepti Mahajan
Dy. Managing Director
Tel.: +91 22 6720 7004
Mobile: +91 9820199082

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From: Deepti Mahajan**Sent:** 25 January 2021 13:42**To:** aruna@modiproperties.com; 'Soham Modi' <sohammodi@modiproperties.com>**Cc:** 'waseem@modiproperties.com' <waseem@modiproperties.com>; vishalgoel.hbs@gmail.com; Balraj NT <balraj.nt@aevitas.co.in>**Subject:** FW: MEP engineering services for Innopolis, Genome Valley

Dear Sir,

Thank you for your mail and an open feedback on our proposal.

To respond to your mail, firstly, we are not used to working on sqft basis and prefer a lump sum fee that covers the efforts we expect to put into a project. However, we are flexible to work on terms acceptable to you.

Secondly, we have evaluated our efforts on the Innopolis project based on its parameters shared and known to us and have quoted a very reasonable fee that covers our efforts (also looking at the relationship we share with Cerestra). Still in our keenness for beginning an association with you, we can work with the following mentioned in Green. We can discuss further during the call later today.

1. Master planning of entire site for MEP services – Rs. 2/- per sqft x proposed construction of 5.50 lakh sqft. Okay (but we calculated the plot area as around 4,00,000 sqft, please clarify)
2. Detailed planning for MEP services, limited to high side for blocks 2727 and 4545 – Rs. 5/- per sqft x proposed construction of 1 lakh sqft x 2. This needs to be at least INR 7.5 per sqft (as against INR 8 per sqft quoted by us)
3. The MEP services shall be payable on plinth area of lab space, offices, electrical building, chemical stores and solvent stores. It shall exclude parking areas, etc. This shall include other areas like ETP, STP, Fire Water tank and pump house, Security block, central plaza/Foyer/amenities also to be engineered by Aevitas for MEP services. If rate is based on plinth area and not plot area, the same needs to be at least INR 50 per sqft of the buildings for which MEP engineering services are rendered. To keep things simple, we suggest item 1 and 3 can be combined to be payable at INR 7.5 per sqft of plot area = $7.5 \times 4,00,000 = \text{INR } 30 \text{ lakhs}$ (as against INR 32.5 lakhs quoted by us)
4. Payment terms: 10% advance, 10% on receipt / in principle of approval of master plan, 10% on receipt/in principle approval plans for buildings 2727 & 4545, balance in 6 quarterly instalments.
5. Duration of consultancy: 18 months. Most plans can be frozen within 3 to 6 months. Supervision and minor corrections may be required over the next one year. In case of extension of consultancy 10% of the above amount can be paid every quarter in advance. – this is acceptable
6. Charges for the balance 3 blocks shall be on similar lines, subject to mutual agreement. Okay
7. Charges will include site visits once or twice a month. As per our proposal, we have included 15 man-days of site visits. Extra visits shall be charged at INR 12,000 per man-day for fee. Expenses extra as per our proposal

The revised fee summary considering the comments in 1 to 3 above is as below and this is the best fee we can agree to:

Sr. No.	Tasks	Basis	Unit rate (INR)	Quantity	Total (INR)
A	MEP Engineering Services				
A1	Detailed Engineering technical procurement assistance for central MEP Infrastructure for the plot	Per sqft of plot area	7.5	4,00,000	30,00,000
A2	Detailed Engineering technical procurement assistance for dedicated user buildings	Per sqft of built-up area	7.5	2,00,000	15,00,000
B	MEP Execution Services (optional)				
B1	Inspection/FAT	Man-day	12,000	As required	
B2	Deployment of construction coordinator at site	Man-month	1,60,000	As required	

Regards,

Deepti Mahajan

Dy. Managing Director

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Mobile: +91 9820199082

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From: aruna@modiproperties.com <aruna@modiproperties.com>

Sent: 22 January 2021 18:14

To: Deepti Mahajan <deepti.mahajan@aeVitas.co.in>

Cc: vishalgoel.hbs@gmail.com; 'Soham Modi' <sohammodi@modiproperties.com>; waseem@modiproperties.com

Subject: RE: MEP engineering services for Innopolis, Genome Valley

Deepti,

Vishal has strongly recommended that we avail your services for MEP consultancy for our project Innopolis. He has also shared the quote for another project that has been taken up by you.

Admittedly it is difficult to arrive at a fair value for a consultancy service like yours. However, as a bench mark we are paying Rs. 6/- per sft for MEP services for our other project Genopolis at Genome Valley.

Unlike most other companies, who are not professional builders, where such consultancy is required for their own facilities/labs, your scope of work would be greatly reduced in the case of Innopolis. We are largely into the

housing sector where the scope of MEP services is limited. In general we do not employ services of MEP consultants for our housing project as our engineers/teams are well versed with MEP requirements in our projects. MEP requirements across most housing projects are very similar.

MEP services for life sciences projects are certainly more complicated, however we are certain that with some help from our consultants, we would largely be able to execute the provision of MEP services based on drawings given by our consultants. We have a full-fledged engineering team, QC team and purchase team.

Accordingly, we request you to reconsider your consultancy charges. Our proposal for charges is as follows:

1. Master planning of entire site for MEP services – Rs. 2/- per sft x proposed construction of 5.50 lakh sft.
2. Detailed planning for MEP services, limited to high side for blocks 2727 and 4545 – Rs. 5/- per sft x proposed construction of 1 lakh sft x 2.
3. The MEP services shall be payable on plinth area of lab space, offices, electrical building, chemical stores and solvent stores. It shall exclude parking areas, etc.
4. Payment terms: 10% advance, 10% on receipt / in principle of approval of master plan, 10% on receipt/in principle approval plans for buildings 2727 & 4545, balance in 6 quarterly instalments.
5. Duration of consultancy: 18 months. Most plans can be frozen within 3 to 6 months. Supervision and minor corrections may be required over the next one year. In case of extension of consultancy 10% of the above amount can be paid every quarter in advance
6. Charges for the balance 3 blocks shall be on similar lines, subject to mutual agreement.
7. Charges will include site visits once or twice a month. Right now we have included 15 man-days of site visits.

Scope of work: -

1. MEP service includes power supply(HT/LT), power backup, water supply, ETP, STP, HVAC, fire system, fire alarm, gases, common area, amenities/lighting, etc.
2. MEP services for master planning will be limited to planning of constructed/open space requirement, conducting, common amenities and facilities for the entire project.
3. MEP services for block 2727 and 4545 will be limited to provision of these services on high side. Detailed planning for these blocks is required. MEP for labs within the building is beyond our scope of work, however, consultant must coordinate with prospective tenants.
4. Detailed scope of work is largely been mentioned in your quote.

Dispute resolution shall be by way of arbitration of a sole arbitrator mutually appointed by both parties.

We hope to be in the business of development of lab spaces for several decades. We look forward to a long term relationship with our consultants.

We can connect on Monday to discuss this.

Regards,
Soham Modi.

From: Deepti Mahajan <deepti.mahajan@aevidas.co.in>
Sent: 21 January 2021 18:43
To: 'Soham Modi' <sohammodi@modiproperties.com>
Cc: waseem@modiproperties.com; Balraj NT <balraj.nt@aevidas.co.in>
Subject: MEP engineering services for Innopolis, Genome Valley

Dear Sir,

With reference to our discussion on 19th January 2021 regarding the upcoming Innopolis project and scope expected from Aevitas, please find attached our proposal for MEP engineering services.

Please review the proposal and let us know if we have captured your requirements correctly.

Do let us know if 2.30 pm on Monday is convenient for discussing the proposal.

WE look forward to being your partner of choice in this venture.

Assuring you of our best services,

Regards,

Deepti Mahajan

Dy. Managing Director

Tel.: +91 22 6720 7004

Mobile: +91 9820199082

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