



India

OFFICE COUNCIL

WHAT IS A ULI PRODUCT
COUNCIL?

WHAT IS ULI'S LOCAL PRODUCT COUNCILS:

- ULI India's Local Product Councils are small, intimate groups of ULI Members who meet six times a year. Council meetings usually consist of members sharing best practices, guest and member speakers, roundtable discussions, and off-site private tours.
- Members choose to be on a Council because they encompass what ULI was at its outset – a relatively small group of real estate professionals with diverse backgrounds and experiences getting together to discuss cutting-edge issues in their respective disciplines.
- Council members are able to share “mistakes made, lessons learned” in a trusted forum where Council members relate the details of how they succeeded or failed – in various projects.
- Councils serve as forums where information exchange and networking can lead to lifelong relationships, both personal and professional. They also give back to ULI by contributing to programming. Councils are the cornerstone of ULI and the Council members are ULI's most highly retained membership class.

PURPOSE:

- Facilitate confidential information exchange on real estate best practices.
- Focus on major social and economic goals and issues.
- Discuss ULI India priorities relevant to members' businesses.
- Harness membership talent to enhance ULI India's impact through research and information sharing.
- Influence community attitudes and lifestyles towards development.
- Attract the most talented and successful individuals in real estate development to membership.

WHAT IS ULI'S INDIA'S OFFICE COUNCIL?

The ULI India Office Council comprises senior leaders who convene periodically for closed-door deliberations. These discussions revolve around defining and refining the vision and mission of ULI, guiding the organization's trajectory in India. Convened biannually, the Office Council is helmed by two co-chairpersons, who collectively serve as the pivotal figures akin to Co-CEOs, assuming overarching accountability for all facets of the Council's operations. Collaborating closely with Council members and the ULI India staff, the Co-Chairs are dedicated to fostering a fruitful and enriching Council environment, thereby maximizing its utility and impact.

The Office Council serves as a forum uniting developers, investors, and seasoned professionals to engage in collaborative, non-competitive dialogues about the future trajectory of the office asset class in India. Through the exchange of insights, best practices, innovations, and firsthand experiences, participants delve into various aspects such as design, investment, construction, operation, and management, fostering an environment conducive to learning and growth.

ULI'S FUTURE AS ENVISIONED BY THE CO-CHAIRS:

As the co-chairs of the ULI Office Product Council, our focus will be centred on four key objectives:

- First, to position ULI as the leading source for insights and forecasts on emerging trends in our industry, particularly those related to sustainability and evolving work patterns.
- Second, promote best practices that enhance the efficiency, appeal, and sustainability of office developments by sharing strategies to improve investment and operating processes.
- Networking will continue to be an important outcome. It's the platform for the members to connect and collaborate, building a strong community focused on improving the office real estate sector.
- Lastly, with our shared commitment to sustainability, make new advocates for the development of environmentally friendly and resilient office buildings.

VALUE PROPOSITION FOR COUNCIL MEMBERS:

1

Professional Development

- Establishes recognition as an industry leader.
- Provides a forum / exchange among peers on the “state-of-the-art” in their field.
- Assures an opportunity to develop and maintain an educational environment for addressing development problems and opportunities.

2

Forum for Industry Issues

- Provides access to industry-leading discussions on the major social and economic goals and issues related to development.
- Provides interaction with public official members to interact constructively with public agencies and public interest organizations.
- Allows participants to apply research to innovative applications in land use planning which can then be disseminated through forums, and meetings.
- Provides opportunities to focus on trends and issues with the Council’s specific industry segment.
- Provides opportunities for sharing new ideas/concepts/designs and immediate feedback from peers.

3

Networking

- Offers accessibility to ULI’s leadership and policy makers.
- Provides networking opportunities with recognized industry leaders in specific field of interest.
- Offers meaningful ways for all Councils to relate to and interact with each other.

MEET OUR CO-CHAIRS



GAUTAM SARAF

Managing Director
Cushman & Wakefield Pvt.Ltd

Gautam Saraf, Managing Director Mumbai, and New Business at Cushman & Wakefield is a senior and highly respected member of the Indian Real Estate fraternity. In a career spanning over two decades, Gautam has worked across asset types and industries, consistently delivering pathbreaking solutions for clients. He has a strong market hold on the traditional commercial asset classes, pioneered Agency Leasing in India, and continues to champion the alternates. He enjoys unparalleled access and depth of relationship across occupiers, developers, investors, and media. He leads a 150-strong team of real estate professionals and has been awarded the Exemplary Leader Award by Asia's Best Employer Brand Awards, 2021.

Gautam actively contributes to the industry through his many industry affiliations - The Royal Institution of Chartered Surveyors (RICS), CoreNet Global, IMA India CEO Forum, GRI, APREA and ULI. He holds a Bachelor of Commerce (Honours) from Calcutta University, India, and a Post Graduate Diploma in Management from Nirma Institute of Management (2003).

“ ULI India's Product Council **cultivates excellence** through **collaboration, knowledge exchange, and forward-thinking discussions** on real estate's future. ”

Quaiser Parvez is the CEO of Nucleus Office Parks, an operating platform of fully owned Blackstone offices in India. Nucleus Office Parks has been at the forefront of setting standards in sustainability, tenant engagement, and operational excellence. The firm is renowned for its approach to sustainability and is globally endorsed for its operating practises and commitment to excellence.

Quaiser is an alumnus of Delhi University & IIM Ahmedabad. As Co-Chair of the ULI Office Product Council, he is dedicated to promoting sustainable urban development and collaboration within the industry, aligning closely with ULI's mission to shape thriving urban environments.



QUAISER PARVEZ

Chief Executive Officer
Nucleus Office Parks

“ Alongside Gautam, I would like the council to be a platform where **building connections for collaboration, and sustainability** are the cornerstones of the office group. ”

WHAT IS EXPECTED OUT OF ULI'S OFFICE COUNCIL MEMBERS?

Council membership is a privilege desired by many ULI members and the value of the Council experience is determined by the quality and participation of its members. Each Council member is therefore expected to be a committed participant of the Council, contributing as much value to the Council experience as they take home.

- **OPEN, HONEST, SPECIFIC INFORMATION AND EXPERIENCE:** Come to Council meetings ready to participate openly and honestly with specific, detailed information and experience from your current practice.
- **CONFIDENTIALITY:** Everything discussed within a Council is kept completely confidential by all Council members. This is the foundation that makes open and honest sharing of detailed information and experience possible. Violation of confidentiality will result in immediate expulsion from your Council.
- **REAL DEALS, REAL NUMBERS:** The key to truly valuable interaction between the Council members is the sharing of real deals and real numbers, as well as successes and lessons learned.
- **RESPECT FOR OTHERS:** Help make discussions productive and high value by engaging your fellow council members respectfully with your most relevant information and experience.
- **NO SELF PROMOTION:** Council members are all highly successful real estate professionals. Self-promotion and pitching do not add value for your fellow council members. Keep your presentations and discussions aimed at delivering real take home value for your peers, not your business.
- **NO CELL PHONES OR SMART PHONES:** It should go without saying that you cannot be fully engaged in your council while checking your email.
- **ATTEND EVERY MEETING AND ATTEND FOR THE ENTIRE MEETING:** Each Council member has been chosen for the value that their unique background and experience brings to the Council. Missing a Council meeting or part of a Council meeting reduces the value for every other member of your Council. Your empty seat could easily be filled by someone else who has value to bring to the table.

- **RECRUIT THE BEST AND BRIGHTEST:** Council members often come into contact with new leaders in the industry—both ULI members and non-ULI members— with exciting new products, ideas and best practices that will add greatly to the value of their Council. Bring these new leaders as guests to your Council, sponsor them for Council membership and work with your Council leadership to help them become future members.
- **PARTICIPATE IN ULI AND ULI LEADERSHIP:** Council members are expected to be active participants in ULI’s mission of providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. Your involvement in ULI provides excellent opportunities to network and to learn both within and beyond the boundaries of your industry segment.

MEMBERSHIP POLICIES AND FEES FOR ULI PRODUCT COUNCILS:

- The Urban Land Institute (ULI) maintains the authority to grant admission to its product councils.
- The Co-Chairs are responsible for evaluating applications.
- This is an exclusive group and membership is not available to everyone.
- Prospective members must hold a full ULI membership, which costs 800 USD, in order to be eligible for council membership.
- Additionally, there is a 300 USD fee for joining the council.