

- Strategic Capital Planning
- Property Portfolio Management
- Architectural Plans Centric Data and Visualization
- Integrated Platform for Lessors and Lessees

Integrated Real Property management solution

that provides an extensive capability to plan, manage and track the performance of a real property portfolio. Coupling with architectural floor plans allows accurate management metrics, increased operational efficiency, and easy visualization of space to facilitate utilization analysis.

The Real Property Management Module provides extensive capability to plan, manage, and track the performance of a real property portfolio. The module supports both the lessor and lessee perspectives. Thus it allows strategic considerations for portfolios that include both buildings and space acquired in a lease and the lease of various owned property to outside tenants.

Support for strategic planning of the real estate portfolio is based on the ability to include buildings or specific building floor plans for proposed acquisitions or leasing/disposal of space no longer required, in creating scenarios for portfolio financial performance or alignment with business requirements. In addition, snapshots of current space utilization can be captured at a regular frequency to enable analysis of future growth trends.

| Lease Identifier | Lease Property Type | Lease Type | Lease Category | Can be Renewed | Execution Date | Commencement Date |
|------------------|---------------------|-----------------|----------------|----------------|----------------|-------------------|
| COPT-Corp_001 | Part of Building | Operating Lease | Gross Lease | Yes | 20 Nov 2016 | 01 Dec 2016 |
| OSIMAS_002 | Part of Building | Operating Lease | Gross Lease | Yes | 25 Dec 2016 | 01 Jan 2017 |
| MG-Corp_001 | Part of Building | Operating Lease | Gross Lease | Yes | 01 Feb 2017 | 05 Feb 2017 |
| PA-Corp_001 | Whole Building | Operating Lease | Gross Lease | Yes | 01 Oct 2016 | 01 Oct 2016 |
| SABDEN_001 | Part of Building | Operating Lease | Gross Lease | Yes | 01 Mar 2017 | 01 Mar 2017 |
| ABC20161 | Part of Building | Operating Lease | Gross Lease | Yes | 01 Jan 2017 | 01 Jan 2017 |
| TonnetT | Part of Building | Operating Lease | Gross Lease | Yes | 01 Nov 2016 | 01 Nov 2016 |
| AZ55 | Part of Building | Operating Lease | Gross Lease | Yes | 20 Mar 2017 | 01 Apr 2017 |

| SL No. | Lease Identifier | Commencement Date | Expiry Date | Execution Date | Rent Commencement Date | Due Date |
|--------|------------------|-------------------|-------------|----------------|------------------------|-------------|
| 1 | COPT-Corp_001 | 01 Dec 2016 | 30 Nov 2018 | 20 Nov 2016 | 01 Dec 2016 | 05 Dec 2016 |
| 2 | MG-Corp_001 | 05 Feb 2017 | 31 Jan 2019 | 01 Feb 2017 | 05 Feb 2017 | 10 Feb 2017 |
| 3 | AZ55 | 01 Apr 2017 | 31 Mar 2019 | 20 Mar 2017 | 01 Apr 2017 | 05 Apr 2017 |
| 4 | DCTech | 01 Feb 2017 | 31 Jan 2019 | 01 Feb 2017 | 01 Feb 2017 | 05 Feb 2017 |
| 5 | beta200502 | 01 Mar 2017 | 28 Feb 2019 | 01 Mar 2017 | 01 Mar 2017 | 05 Mar 2017 |
| 6 | alaska200504 | 01 Dec 2016 | 30 Nov 2018 | 01 Dec 2016 | 01 Dec 2016 | 05 Dec 2016 |
| 7 | Ashok200807 | 10 Feb 2017 | 31 Jan 2019 | 01 Feb 2017 | 10 Feb 2017 | 15 Feb 2017 |
| 8 | TEG-Tranz_001 | 01 Mar 2017 | 28 Feb 2019 | 01 Mar 2017 | 01 Mar 2017 | 10 Mar 2017 |

Value Proposition

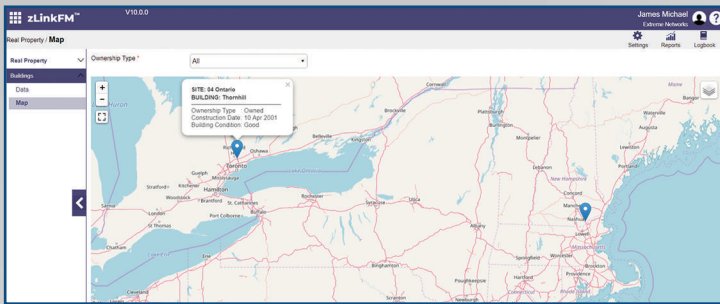
- Integrated with architectural floor plans for accurate space calculations
- Development of planning scenarios based on proposed acquisition and disposals
- Seamless integration with Space and Employee management functions for detailing utilization plans
- Capital planning based on condition of existing properties, remediation & construction plans
- Development of capital projects based on budget and corporate priorities
- Lease analysis for conversion of operating to capital leases

Portfolio Management

Real Property Management module provides a comprehensive portfolio management capability to view, aggregate, manage, and analyze a real property portfolio based on a broad set of metrics. All critical dates regarding the real estate facilities are stored in the system and various alerts can be configured to send to authorized personnel at defined intervals. Cost details, renewals, pending payments, and any other key information is attached to the leases to facilitate management processes.

Lease Analysis

zLinkFM™ 'Real Property Management' module has full-fledged functionality for lease analysis and planning. Modeling capabilities allow input of various financial assumptions and data inputs to develop alternate lease scenarios. Customers can simulate the conversion of operating leases to capital leases and analyze the impact on the balance sheet. Different input data related to lease period, rent, and interest rate allows analysis of the conversion cost. The best option can be finalized based on the outputs provided by the lease planner.



Lease Administration

The Real Property Management module is designed to support both the lessee and lessor perspectives. This allows management of leases related to both accounts payable and accounts receivable. The system provides a capability to manage all the administrative, financial, and legal requirements normally associated with the real estate portfolio. These include lessee/lessor management, lease review and abstracting, subleasing, lease renewal options, information management and reporting, occupancy cost analysis, operating expense review, and document storage and maintenance.

Capital Planning

Capital planning support is based on the detailed analysis of the condition of the existing real estate portfolio. zLinkFM™ Conditions Assessment module provides the necessary options to facilitate the assessment of various buildings for capital requirements related to deficiencies remediation, construction, and long term maintenance projects. The condition data can be aggregated in a variety of ways to create capital projects that address client capital budget priorities. Comprehensive reports on the facilities assessment and a facility conditions index are designed to enable capital planning decisions on whether to replace or repair a facility.

Financial Tracking

zLinkFM™ Real Property Module supports landlords, tenants and brokers to keep track of their leased spaces and manage their leases effectively. Details about leases including financial tracking, lease type, commencement date, expiry date, transactions and any other information associated with the lease is stored in the system. This allows the development of user defined metrics and dashboards to provide a quick snapshot of the financial performance and the status of the lease portfolio.

Transaction Management

zLinkFM™ provides comprehensive reports on the facilities assessment and also provides a facility conditions index which is designed to enable capital planning decisions on whether to replace or repair a facility. This real time management of the index, based on current projects and investments, provides continuous visibility and decision support for building acquisition or disposal.

Support for FASB/IASB

zLinkFM™ Real Property Management module has built-in support for FASB/IASB standards and proposed revisions for converting and reporting operating leases as capital leases. Options are provided to assess the conversion of an operating lease to a capital lease. These include the definition of lease term, amount of lease payments that reflect lessee rights, and agreed upon residual values. The impact on the balance sheet can be easily identified. A balance sheet report tracks the active capital leases for the current and future years.



Project Planning and Management

The integrated zLinkFM™ platform provides a broad capability to identify project opportunities, define specific projects that address corporate priorities, track and share project performance information, and develop an executive decision making perspective on the ongoing portfolio of projects. The management capability is designed to provide 'anytime anywhere' access to project information to facilitate collaboration among all corporate functions.



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