Changes to unit design as per customer request

Our philosophy is to focus on delivering high volumes at high quality within target timelines. Hence, we are not setup for customization. However, we do not want to lose sales due to our inability to customize and this document provides some options which allow customization without impacting our 'high volume, high quality, within target timelines' philosophy.

Customization Requested	Change Code	Timeline till when such customization can be requested	Details of what we will do
Combination[@] of 2 units (horizontal) – with finishes	C001	Upto 12 months prior to scheduled marketing possession date for plants <= 150 m in height and upto 18 months prior to scheduled marketing possession date for plants > 150 m in height.	Remove the wall between the two units, convert one kitchen into a bedroom/study with same finishes as non-master bedrooms but and no addition of waterproofed areas. Note: For units with restrictions on area/merging of units as per Liaison eg. I to R units etc (identified as such in allotment list) buyer can buy these units and combine. However, we will not obtain approvals as joint unit and agreement for each unit will be done separately.
Combination[@] of 2 units (horizontal) – bare shell (i.e. unit was either originally earmarked to be bareshell or customer asked/agreed for it to be given as bareshell)	C002	Upto 12 months prior to scheduled marketing possession date for plants <= 150 m in height and upto 18 months prior to scheduled marketing possession date for plants > 150 m in height.	Remove the wall between the two units Note: For units with restrictions on area/merging of units as per Liaison eg. I to R units etc (identified as such in allotment list) buyer can buy these units and combine. However, we will not obtain approvals as joint unit and agreement for each unit will be done separately.
Combination[@] of 2 units (vertical) – with finishes	C003	Not possible	
Combination[@] of 2 units (vertical) – bare shell (i.e. unit was either originally earmarked to be bareshell	C004	Upto 12 months prior to scheduled marketing possession date **but with**	We will do a cut out between the two floors for a staircase (and if specifically requested

or customer asked/agreed for it to be given as bareshell)		**approval of design before sale**.	and feasible, for a lift) Note: For units with restrictions on area/merging of units as per Liaison eg. I to R units etc (identified as such in allotment list) buyer can buy these units and combine. However, we will not obtain approvals as joint unit and agreement for each unit will be done separately.
Combine rooms within a unit - with finishes	C005	Upto 6 months prior to scheduled marketing possession date **but with approval of PD before accepting request.**	Remove the wall between rooms but no changes to the electrical layout and no addition of waterproofed areas.
Provide unit which would otherwise be finished, on bare shell basis	C006	Upto 12 months prior to scheduled marketing possession date	Finish as per bare shell basis i.e. only kitchen and bathroom walls, with electricity upto one point in the unit
Finish bare shell unit as per pre-determined standards	C007	Upto 6 months prior to scheduled marketing possession date **but with approval of design before sale**; in such cases agreement possession date should be 12 months after date of sale or scheduled (/updated) marketing possession date,whichever is later	Finish unit (not FFE) as per applicable Lodha or designer design.
Other	C008	With prior approval of Design, PD and RCEO; not applicable in Casa or Aspi residential developments	As maybe approved; customer costs = incremental Lodha costs x 1.3

Notes:

i. Costs:
   a. Discount from standard finish to bare shell will be calculated as applicable costs which would not be incurred due to this change x 1.4 (margin + time saving).
   b. Additional customer cost from bare shell to finished unit will be calculated as incremental Lodha costs which would be incurred due to this change x 1.4 (margin including the additional effort of design).
   c. If neither i.a. nor i.b. are applicable, apply a customization charge of 0.5% of the unit's sale value subject to maximum of Rs. 500,000(as in 2017, increase by RBI inflation rate every leap year

starting 2020, suitably rounded off). This would help cover the administrative costs associated with such customization.

ii. Generally 'Other' (C008) is to be avoided unless there is a significant business gain as a result of the same. This 'other' requests may even cover any of the other change categories wrt nature of change but may have deviation wrt timing or what we will do. This 'other' requests may even cover any of the other change categories wrt nature of change but may have deviation wrt timing or what we will do.

iii. All change requests will be routed by Sales (if prior to BAII) or CC (if after BAII) to Design and Design will respond within following timelines:
   a. Before exchange (i.e. booking is held up because of this): Within 14 days (2 weeks) of request being made
   b. After exchange: Within 28 days (4 weeks) of request being made

iv. All changes will be captured in SFDC (from 1st March 2018) – any changes not captured in SFDC will not be implemented.

v. @ - also see Annexure A

Annexure A

@ - Unit Combined as per Customer Request i.e. units which will be constructed as combination flats, if and only if, two adjacent (horizontal or vertical) units are purchased by the same purchaser and request to be combined.

Note: For units with restrictions on area/merging of units as per Liaison eg. I to R units etc (identified as such in allotment list) buyer can buy these units and combine. However, we will not obtain approvals as joint unit and agreement for each unit will be done separately.

	Unit Combined as per Customer Request
Plan	As per regular plan of the base unit with following changes only: • One kitchen converted to same finish as non-master bedrooms. • Single DB and electric meter • Single door bell / VDP • Single automation system (if applicable) Horizontal Combination: • Common wall (if structural, then only non-structural part can be removed) between units removed and flooring made contiguous Vertical Combination: • Standard-size opening in the slab between the two flats, at a location to be decided by the Design team (mostly in the living/dining area) shall be provided by us, where the purchaser may install a staircase post-possession.
Location	Anywhere in the building where the base unit is available
Approval	As per base unit (i.e. separate units). If specific request is received from purchaser to get approved as one unit and he is willing to bear the cost for the same, same will be discussed with Planning and if Planning approves, such combined units shall be approved as single unit prior to OC. Cost shall be recovered from Purchaser by CC.
Front Door	Two (one may not be openable)
Electric Meter & DB	If two units are combined, there will be a single meter for such unit.
Agreement	Separate (or even single is possible with both unit nos been written)
Carpet Area	As per that of individual base units added together
Intimation Timing	At anytime prior to 12 months from original marketing possession date the building (as per estimate available at time of request being made to Design). If within aforesaid limit, intimation in writing / email from CC to Design (Project Architect) (who in turn will communicate to Project Office (DMS)).
Cancellation	In such cases, company incurs heavy costs and no waiver of the cancellation amount shall be permitted. If cancelled, CC to intimate Design and Design to have converted back to base unit.
Check which flats to build as Combination	CM incharge of the plant (level 2 or above) to specifically check with design at time of commencement of finishing works.
Post Possession Changes by Customer	As per applicable policy (with no changes permitted to structure or MEP)