

Important Notice

Dear Channel Partner,

This is with reference to the Agreement executed between us with respect to the real estate brokerage services (including Realty Marketing Services & Referral Agreement) to the Seller for the purpose of marketing and selling of units for various projects being developed by Sobha LLC (the “**Services**”).

Channel Partner shall be entitled to commission from the Seller in accordance with the below eligibility provisions of Exclusivity Policy:

1. Exclusivity Policy

- a. In an event, a particular Channel Partner has introduced a Prospective Purchaser through a physical site visit or a road show visit to the Seller, in such a scenario, that particular Channel Partner shall have exclusivity for fifteen (15) calendar days over such Prospective Purchaser. For avoidance of doubt, if the Prospective Purchaser visits and signed the booking in span of fifteen (15) calendar days of first site visit or a particular road show visit (as applicable) with any different Channel Partner, then first Channel Partner shall be eligible for credit of the Prospective Purchaser who has visited or registered the Prospective Purchaser firstly with the Seller.
- b. In an event, where Prospective Purchaser is same and is finalizing or registering the booking for two Units with two different Channel Partners, considering within thirty (30) Calendar days of first unit being booked or registered with the Seller. The following are eligibility criteria for the entitlement of the booking.
 - Eligibility Criteria 1- When both deals are executed by the client and are active, both Channel Partners will receive credit for their respective transactions.
 - Eligibility Criteria 2 - When only one transaction is completed and the other is cancelled by the client, credit is given to the Channel Partner who completed the first transaction.
 - Eligibility Criteria 3 – If two Channel Partners book two different units at different times, the first unit is being cancelled, and the same(cancelled) unit is being re-booked to another customer by the same sales team before the other Channel Partner sells the second unit to the customer, then the second Channel Partner will receive credit of second unit sold.

2. General

- a. Channel Partner undertakes and confirms to always abide by the terms and conditions of the Agreement as well as the terms of the Exclusivity Policy of the Seller as detailed above in this Policy Update Letter.
- b. The Seller reserves the exclusive right to change and/or amend the terms of the Exclusivity Policy from time to time at its sole discretion and shall be communicated to the Channel Partner from time to time.
- c. Exclusivity Policy shall be effective immediately upon issuance of this Notice to the Channel Partner.