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#### Note:

- For ease and simplicity of representation, certain figures may have been rounded
- 2. Mindspace Business Parks REIT is referred to as Mindspace REIT in the presentation
- 3. "The Square Avenue 61 (BKC)" & "The Square Signatures Business Chambers (Nagar Road Pune)" are referred as "The Square BKC" and "The Square Nagar Road" respectively in the presentation
- 4. The consolidated results for Q4FY25 and FY25 includes Sustain Properties Pvt. Ltd. "Sustain" (Commerzone Raidurg) for the period 6<sup>th</sup> March'25 to 31<sup>st</sup> March'25





### Solid Performance fueled by Sustained Demand for Grade-A Assets

2.8<sup>(1)</sup> msf

7.6 msf

Gross Leasing Q4 FY25<sup>(1)</sup>

Highest since listing

Gross Leasing FY25<sup>(2)</sup>

Highest since listing

93% msf

1.5 msf

**Committed Occupancy** 

Sequentially up 1.5%

Pre-Leased to GCC

Entire Building under re-development at Madhapur (Planned to be delivered in 2026)

<sup>1.</sup> Includes pre-lease of 1.5 msf (includes hard-otion of 0.5 msf) of building 1, Mindspace Madhapur

<sup>2.</sup> Includes pre-lease of 3.6 msf of Building 4, Kharadi, Data Center, Airoli West & Building 1 Madhapur

<sup>3.</sup> Excluding Pocharam. Board approval received for potential divestment of Mindspace Pocharam.

# Strong Operating Performance helps deliver robust financial performance

INR 5,398 Mn

(Q4 FY24- INR 4,768 mn)

Q4FY25 NOI

Up 13.2% Y-o-Y

INR 3,923 Mn

(Q4 FY24- INR 2,829 mn)

**Q4FY25** Distribution

Up 38.7% Y-o-Y

INR 366.5 Bn

(H1 FY25-313.5Bn)

**Gross Asset Value** 

Up 16.9% v/s Sep-24

INR 20,616<sub>Mn</sub>

(FY24- INR 18,959 mn)

FY25 NOI

Up 8.9% (1) Y-o-Y

INR 13, 121<sub>Mn</sub>

(FY24- INR 11,362 Mn)

**FY25 Distribution** 

Up 15.5% Y-o-Y

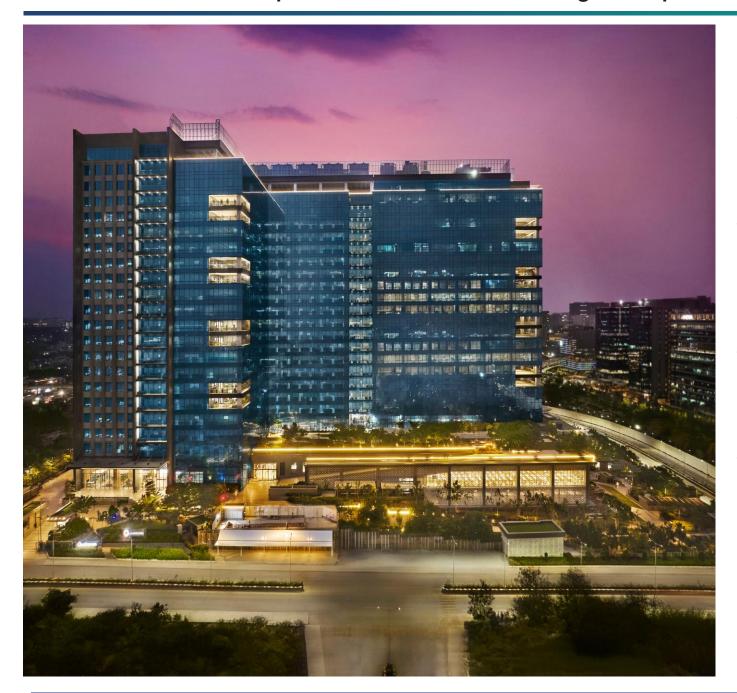
INR 431.7 pu

(H1 FY25- 392.6 pu)

**Net Asset Value** 

Up 10.0%v/s Sep-24

### Concluded 1st ROFO acquisition: Commerzone Raidurg – Marquee Asset at Strategic Location



c.2.80 msf

Total Leasable Area<sup>(1)</sup>

c. 1.82 msf

Sustain's<sup>(2)</sup> Area

100%

Committed Occupancy on Sustain's area

c. 12 years

WALE

### 15% Rent escalation

every 3 Years; 1<sup>st</sup> escalation in Jan' 26<sup>(3)</sup>

c.7 ksf

of retail space Leased to a Microbrewery

<sup>1.</sup> Total Project area is c. 2.80 msf; Land Owner's share is c. 0.98 msf; Sustain's share is c. 1.82 msf

<sup>2.</sup> Sustain Properties Private Limited – The SPV housing the asset.

<sup>3.</sup> On office area of c. 1.815 msf

# **Delivered Strong Operational performance**

	Key Operating Indicators	Q4 FY25	FY25
LEASE S	Gross Leasing	2.8 <sup>(1)</sup> msf	7.6 <sup>(2)</sup> msf
707	Re-leased Area	0.5 msf	1.9 msf
<u>=</u>	New and Vacant Area Leased	0.7 msf	2.2 msf
	Pre-lease	1.5 msf	3.6 msf
	Re-leasing Spread <sup>(1)</sup>	<b>17.4 %</b> on 1.1 msf	<b>22.8 %</b> on 3.6 msf
000	Average Rent for Area Leased <sup>(2)</sup>	INR <b>86</b> psf/Month	INR <b>81</b> psf/Month

Airoli West and building 1 Madhapur

Includes pre-lease of 1.5 msf (includes hard-option of 0.5msf) of Building 1, Mindspace Madhapur

<sup>3.</sup> Re-leasing spread includes spread on extensions and leasing of area vacant as of 31 Dec 24 and 31 Mar 25 for Q4 FY25 and FY25 respectively

<sup>2.</sup> Includes pre-lease of 3.6 msf of Building 4, Commerzone Kharadi, Data Center, 4. Excluding pre-lease of Data center

### Modern and Sustainable workplaces attracting occupiers

High Quality Portfolio with 7 out of 10 parks<sup>(1)</sup> achieving an average of c.98% committed occupancy levels

100% Gera Commerzone

Kharadi

100% The Square BKC 100% The Square Nagar Road Pune

100% Commerzone Porur 100% Commerzone Raidurg 98.5% Mindspace Malad 97.2% Mindspace Madhapur



Of total committed area leased in Q4FY25 to GCCs (inc. pre-lease)

c. 1.5 msf

Building 1 in Madhapur Delivery in 2026 Pre-leased to a renowned GCC

#### Q4 FY25 – Gross leasing

Assets	Location	Туре	Tenant	Leased (ksf)
Malad	Mumbai	Re-leasing	Financial services	255
Kharadi	Pune	Re-leasing	Professional services	113
Yerwada	Pune	Vacant area	Technology-Development	74
Madhapur	Hyderabad	Vacant area	Engineering & Manufacturing	73
Airoli W	Mumbai	Vacant area	Professional services	71
Madhapur	Hyderabad	Vacant area	Co-working	61
Others				608
Total excl.pre-lease			1,256	
Madhapur	Hyderabad	Pre-lease *	Financial services	1,497
Total incl. pre-	lease			2,753

<sup>1.</sup> Excluding Pocharam

<sup>\*</sup> Includes hard-option of 0.5 msf

~73% re-leased out of 3.2 msf expiries in FY25 **FY25** 3.2 msf 1.1 msf 2.1 msf Retained **Exited** 1.2 msf Re-leased to **New tenant** 

Overview of Lease Expiry and Re-leasing spread



Average Annual
Lease expiry in last 4 Years

3.0 msf

Area coming for expiry in FY26 and FY27 is 1.5 msf(3) and 1.4 msf respectively

<sup>1.</sup> Due to rent reversion and efficiency adjustment of 255 ksf

<sup>2.</sup> Re-leasing spread includes spread on extensions and on leasing of vacant area

<sup>3.</sup> Excludes early termination considered in FY25 for 0.1 msf



### Gearing for Demand Resurgence

#### Hyderabad



Mindspace Madhapur (Experience center)

- Leasable area: 0.13 msf
- Status: Structure completed. Club ID & MEP WIP. Façade & External finishes **WIP**
- Estimated Completion: Q2 FY26
- Balance cost: INR 1,061 Mn

#### **Hyderabad**



Mindspace Madhapur (B1, Re-development)

- Leasable area: 1.5 msf
- Status: 10th & 11th Floor Slab WIP. Finishes & MEP Work commenced
- Estimated Completion: Q1 FY27
- Balance cost: INR 5,031 Mn
- 100% pre-leased to GCC

#### Hyderabad



Mindspace Madhapur (B8, Re-development)

- Leasable area: 1.6 msf
- Status: L2 & L3 Slab work in progress. MEP Services Contractor's onboarded
- Estimated Completion: Q4 FY27
- Balance cost: INR 7,085 Mn

Pune, Building 4 (1 msf pre-leased) - completed and occupation certificate received during the quarter

Balance Construction Capex – INR 43,684<sup>(1)</sup> Mn





# Financial Performance Supported by Rising Organic Cash Flows

Ke	y Financial Indicators	Q4 FY25	(Y-o-Y)	FY25 (Y-o-Y)
				Figures in INR Mn
000	Revenue from Operations(1)(2)	6,780	14.0%	25,627 1 9.6%
	Net Operating Income(1)(2)	5,398	13.2%	20,616 1 8.9%
	Distribution	3,923	38.7%	13,121 15.5%
	DPU	<b>6.44</b> p.u	35.0%	<b>21.95</b> p.u 14.6%
		  -  -		
	Loan to Value	<b>24.3%</b> (21.8% without Sustain acquisition)		
%	Cost of Debt			m (AAA rated) Sustain debt shall be refinanced

<sup>1.</sup> Revenue from Operations & NOI numbers above include Regulatory Income/(Expense) of Power Business post re-classification

<sup>2.</sup> Growth % of Revenue from Operations and NOI excludes one off income of INR 120 Mn in Q2 FY24 and one-off expense in NOI of INR (87) Mn in Q3 FY24

en

# NDCF Build-up Q4 FY25

Particulars (INR Mn)	Q4 FY25
Revenue from Operations <sup>(1)</sup>	6,780
Property Taxes & Insurance	(389)
Income Support pertaining to Sustain (5)	9
Other Direct Operating Expenses	(1,003)
Net Operating Income (NOI)	5,398
Property Management Fees	(161)
Net Other Expenses	(98)
EBITDA <sup>(1)</sup>	5,139
Cash Taxes (Net of Refunds)	(391)
Working Capital changes and other adjustments	1,184
Cashflow from Operations	5,932
Other Income	138
Finance Costs on borrowings including accrued interest (excluding interest to REIT) (Net) (2)	(666)
Debt repayment (to the extent not refinanced) and reserves created pursuant to statutory obligations	0
Reserves created pursuant to debt obligations	(38)
Adjustment pertaining to Sustain <sup>(3,4)</sup>	17
NDCF (SPV Level)	5,384
Proceeds to shareholders other than Mindspace REIT	(135)
Surplus cash on account of liquidation of fixed deposits including created pursuant to debt obligation	0
NDCF (SPV Level) for REIT	5,249
Distributions from SPV to REIT	4,832
Finance Cost at REIT level including accrued interest	(888)
Other Inflows / (Outflows) at REIT Level	(13)
NDCF (REIT Level)	3,931
Distribution	3,923



Includes Regulatory Income/ (Expense) and Income support revenue
Net of Interest income on Fixed Deposit of 60 Mn
Distribution from Sustain shall be made upon completion of the first full quarter after its acquisition by
Mindspace REIT i.e. 30 June, 2025, as stated in the Transaction Recognised as equity in the SPV Financial Statement and disclosed as part of cash flow from operating activities

# NDCF Build-up FY25

Particulars (INR Mn)	FY25
Revenue from Operations <sup>(1)</sup>	25,627
Property Taxes & Insurance	(979)
Income Support pertaining to Sustain (5)	9
Other Direct Operating Expenses	(4,041)
Net Operating Income (NOI)	20,616
Property Management Fees	(609)
Net Other Expenses	(490)
EBITDA <sup>(1)</sup>	19,519
Cash Taxes (Net of Refunds)	(2,362)
Working Capital changes and other adjustments	3,313
Cashflow from Operations	20,470
Other Income	175
Finance Costs on borrowings including accrued interest (excluding interest to REIT) (Net) (2)	(1,909)
Debt repayment (to the extent not refinanced) and reserves created pursuant to statutory obligations	(119)
Reserves created pursuant to debt obligations	(301)
Adjustment pertaining to Sustain <sup>(3,4)</sup>	17
NDCF (SPV Level)	18,333
Proceeds to shareholders other than Mindspace REIT	(545)
Surplus cash on account of liquidation of fixed deposits including created pursuant to debt obligation	330
NDCF (SPV Level) for REIT	18,118
Distributions from SPV to REIT	17,685
Finance Cost at REIT level including accrued interest	(4,296)
Other Inflows / (Outflows) at REIT Level	(175)
NDCF (REIT Level)	13,213
Distribution	13,121

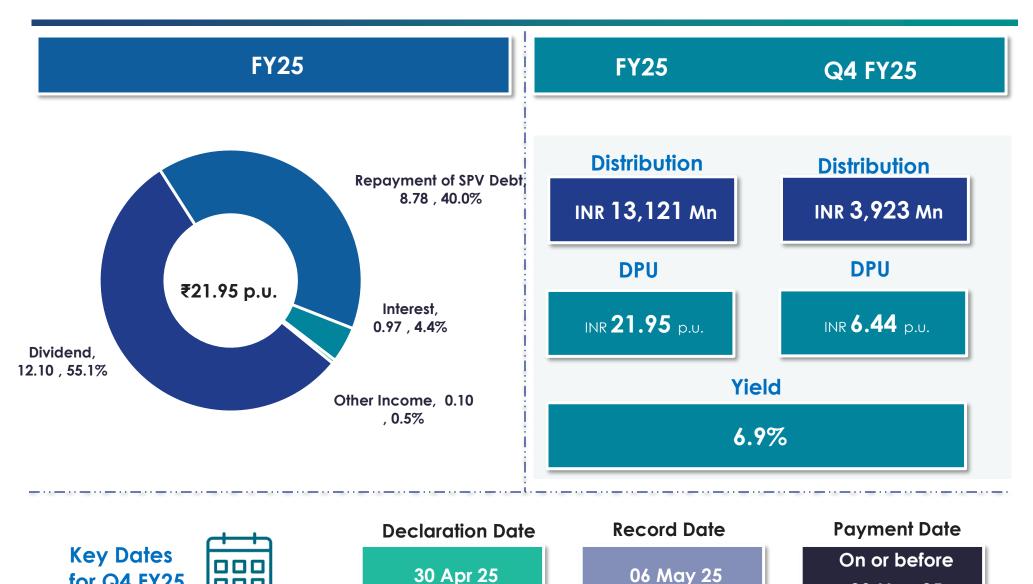
NDCF of Sustain of INR (13) mn from 6<sup>th</sup> March to 31<sup>st</sup> March has been excluded from NDCF at SPV

Includes Regulatory Income/ (Expense) and Income support revenue
Net of Interest income on Fixed Deposit of 60 Mn
Distribution from Sustain shall be made upon completion of the first full quarter after its acquisition by
Mindspace REIT i.e. 30 June, 2025, as stated in the Transaction

## Delivered Healthy Distribution with Potential Organic Growth

#### Distribution Overview

for Q4 FY25



09 May 25

#### Low Leverage Offers Balance Sheet Headroom for Future Growth

INR 88,976Mn Net Debt (1)

24.3% Net Debt to Market Value [1]

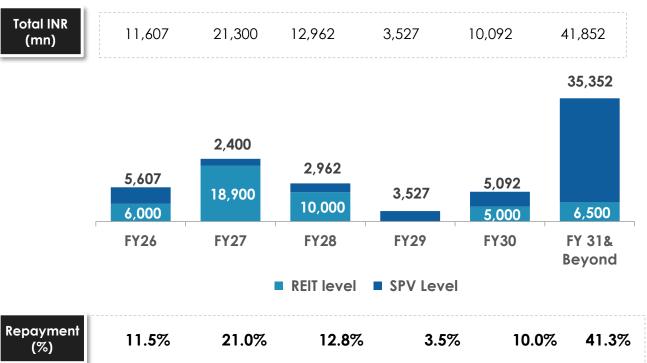
INR 4,870Mn **Undrawn Committed Facilities** 

8.15%\* **Cost of Debt** (p.a.)

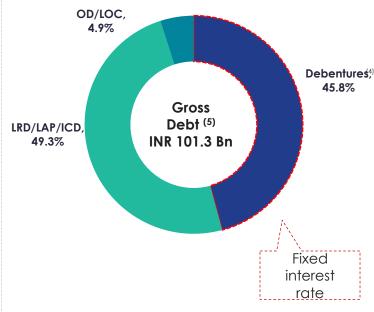
4.5x Net Debt to EBITDA(2)

3.5x**Interest Coverage** Ratio<sup>(3)</sup>

#### Weighted Average Maturity 7.0 years



#### Diversified debt Book with a mix of debentures and bank borrowings<sup>(4)</sup>



- Raised CP of INR 5,000 Mn at an effective rate of 7.30% p.a.p.m in Q4 FY25
- c. 46 % of borrowings in the form of fixed cost Debt Securities
- LTV-25.4% (without adjusting for fixed deposit with maturity > 3 months of INR 4,091 Mn)

Note: As of 31-Mar-25, \* - excl. Sustain acquisition: 8.06%; Sustain debt shall be refinanced

EBITDA divided by Interest expense as per Profit and Loss Statement



For the purpose of Net Debt and LTV calculation, Cash and Cash Equivalents, Fixed Deposits (with tenure > 3 months) which can be liquidated when required, accounting & minority adj. are reduced from Gross Debt; and Market value is as on 31-Mar-25 2. Excluding accrued interest

Represents 100% of the SPVs including minority interest in Madhapur SPVs Pertains to Non-Convertible Debentures and Market Linked Debentures

EBITDA and Net Debt is prior to minority interest; EBITDA is TTM



### **Indian Office Sector: Riding the Winds of Favorable Trends**

Emerging trends in India's Office ■ Market

GCC landscape Return to Office

c. 13 msf

c.35%

c.45%

Rising

**Domestic** 

**Occupiers** 

75%-85%

Net absorption in Q1CY2025<sup>(1)</sup>
59% Growth YoY

% contribution of GCCs in office space transactions in Q1 CY2025<sup>(1)</sup>

% share in overall Net absorption in Q1CY2025<sup>(1)</sup>

Physical Occupancy in India offices<sup>(1)</sup>

All time High Leasing activity in 2024 exceeding pre-COVID levels

240+msf occupied office space by GCCs

100+ GCCs entered India in last 2 years Strong demand from BFSI, tech and flex operators

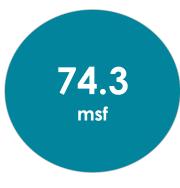
Domestic Occupiers capitalizing on India's growing economy Leading IT companies mandating return to office

India leading return to office trend globally

## GCCs: India a preferred destination



% share of India in global GCC market<sup>(1)</sup>



Total space leased by GCCs since 2022-Q1 CY2025<sup>(1)</sup>

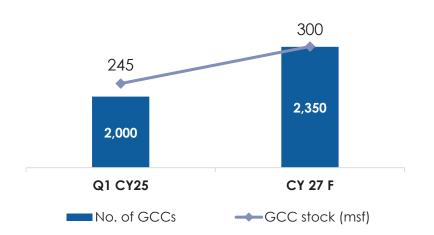


GCC employees in India<sup>(1)</sup>



Lower average salary of engineers viz-a-viz developed countries<sup>(1)</sup>

#### **GCC** Growth forecast



GCC office likely to grow from 245 msf to 300 msf over the next two years

### Factors driving GCC leasing in India

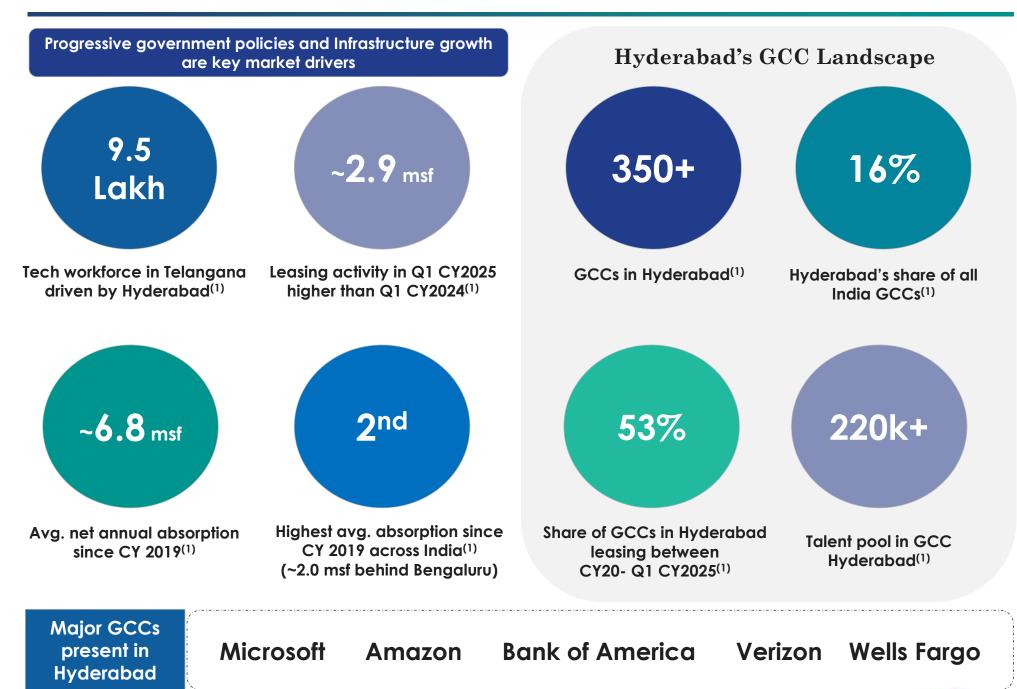


**Talent Cost Advantage** 

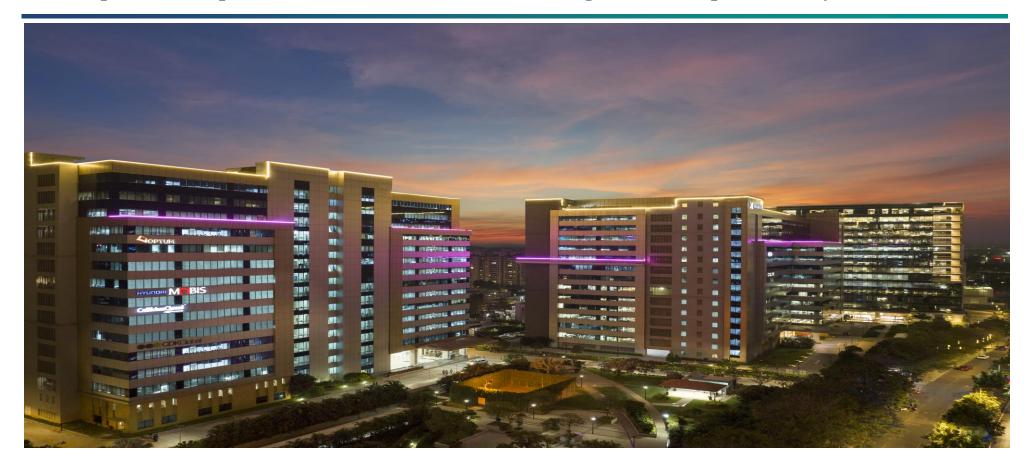
**Rentals Arbitrage** 

India's economic and Infrastructure Growth

### Hyderabad - Second largest Tech hub of India



### Madhapur as the preferred office market drives highest absorption in Hyderabad



77 msf

56% share of City's office stock<sup>(1)</sup>

67%

Share of net absorption since CY 2019<sup>(1)</sup>

90+ Rs psf

Highest rentals amongst all micro markets

2nd (in Size)

Largest micro market across India (1)

### Mumbai Region - Infrastructure projects upgrades driving office demand uptick



Q1 CY2025(1)



Net leasing in Q1 CY2025<sup>(1)</sup>

### Navi Mumbai – A Preferred Location with Accessible Talent



Ranked amongst **top 3** in terms of overall quality of living in India



Ranked  $3^{rd}$ ,  $2^{nd}$  time in a row, in cleanliness index<sup>(1)</sup> in India



Ranks **best** in terms of traffic index

Combined activity in Thane-Belapur and Malad-Goregaon micro-market



Avg. net annual absorption since CY 2019<sup>(1)</sup>



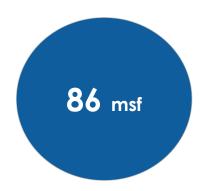
% share of net absorption since CY 2019 in Mumbai Region (1) Infrastructure
upgrades aiding
Airoli's office leasing
growth







#### Pune - Thriving Office Market with Excellent Social Infrastructure



Completed Stock as on Q1 CY2025<sup>((1)</sup>



Avg. annual net absorption since CY 2019 (1)



Atal Setu, Mumbai



- Pune Mumbai express way Missing link project to reduce travel time by 20-25 mins
- Atal setu improved connectivity from Mumbai to Pune

#### SBD East Micro Market<sup>(1)</sup>



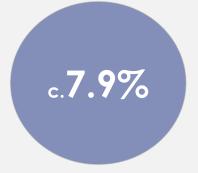
54% share of City's office stock<sup>(1)</sup>



Share of net absorption since CY 2019<sup>(1)</sup>



2<sup>nd</sup> Highest rentals amongst all micro markets<sup>(1)</sup>

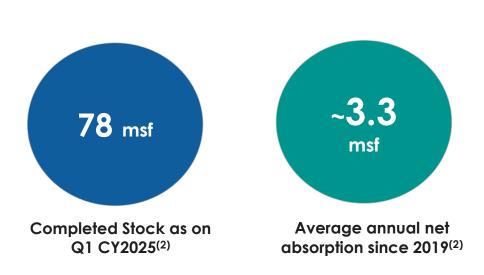


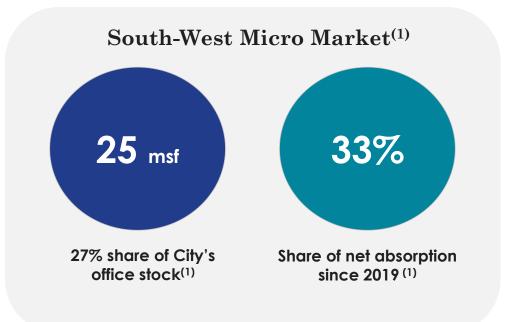
Low vacancy rate as of Q1 CY2025 (1)

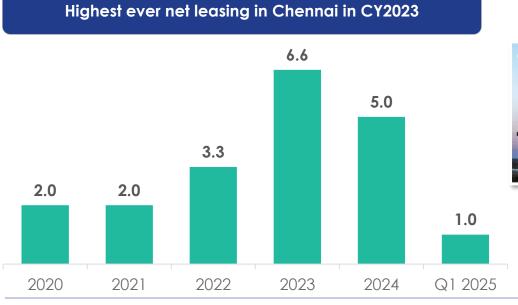


Ranked amongst **top 3** in terms of overall quality of living in India

# Chennai - One of the key growth markets













### Sponsored by One Of India's Leading Real Estate Group







Office

#### Hospitality

Malls

#### Residential

Retail











Leasable Area >55 msf (1)



commerzone



c.4,200+(2) keys

**Group Hotels** 

Partner with Marriott, Accor Group and IHCL<sup>(4)</sup>





7 malls (3)

4 operational and 3 underconstruction



Developed residential projects across **5** cities



Operates 280+ retail outlets across India

SHOPPERS STOP

Note: All data as on 31-Mar-25

- Includes completed area 34msf; under construction and future development of >16msf; includes; REIT and sponsor's portfolio
- Including joint ownership assets of K Raheja Corp: c. 1,000 keys under
- 3. Marriot Hotels India Pvt. Ltd and its affiliates | AAPC India Hotel Management Private Limited
- 4. 4 operational and 3 under construction
- 5. As on 22<sup>nd</sup> Apr 2025



### Mindspace REIT's Presence in 4 Key Office Markets

# Mumbai Region

14.4 msf



Presence in

Malad-Goregaon

and

Navi Mumbai IT

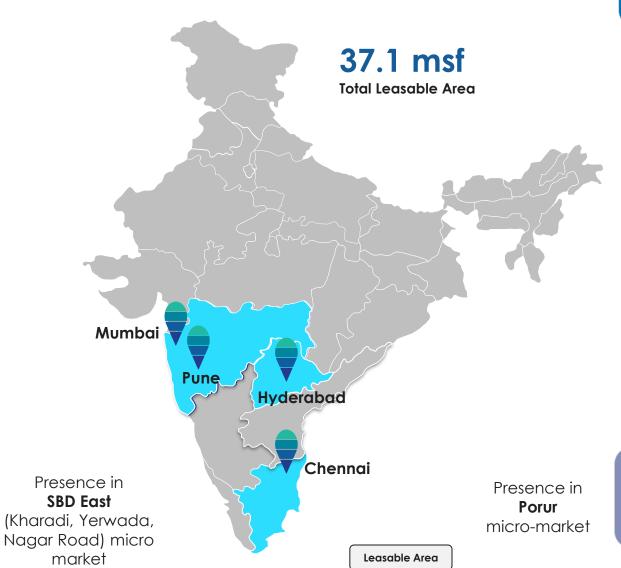
Corridor markets



Pune

5.5 msf

### Located strategically in established office micro-markets



# Hyderabad

16.1 msf



Presence in **Madhapur** micro-market



Chennai

1.1 msf

#### **Delivered Robust Performance**

### Cumulative distribution of INR 88.3 p.u. since listing

c.23.4 msf(1) **Gross Leasing** 

21.4 % Re-leasing Spread on 14.3 msf

INR **52.4** Bn Total distribution<sup>(2)</sup>

13.3 % Annualized returns(3)

3.7 msf **Delivered New Developments** 

8.15~% p.a.p.m. Cost of Debt as on 31 Mar 25(4)

6.1% CAGR In-place rent<sup>(5)</sup>

24.3 % **Loan to Market** Value(6)(7)



Includes releasing and vacant area leasing Includes distribution since listing till Q4 FY25.

Annualized Returns as of 22 Apr 2025.

Represents 100% of the SPVs including minority interest in Madhapur SPVs

CAGR for a period 30-Sep-20 to 31-Mar-25.

<sup>89.0%</sup> ownership of REIT in respective Asset SPVs

For the purpose of calculation, Net Debt is considered post accounting & minority adjustment, as of 31 Mar 2025.

## High Quality Office portfolio in Prime Locations (1/5)



# Mindspace Madhapur, Hyderabad

13.7 msf Leasable Area

9.9 msf Completed Area

**97.2**% Committed Occupancy



# Commerzone Raidurg, Hyderabad

1.8 msf Leasable Area

1.8 msf Completed Area

100.0% Committed Occupancy

## High Quality Office portfolio in Prime Locations (2/5)





3.0 msf Leasable Area

3.0 msf Completed Area

100.0% Committed Occupancy



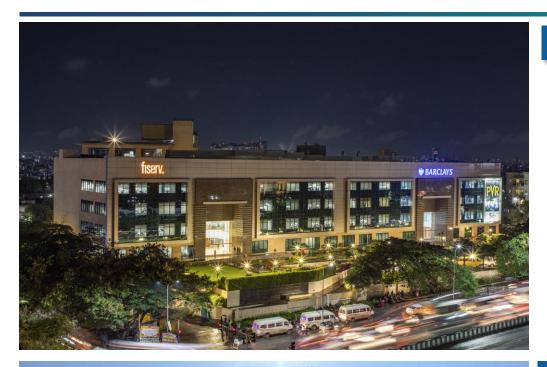
## Commerzone Yerwada, Pune

1.7 msf Leasable Area

1.7 msf Completed Area

**94.2%**Committed Occupancy

## High Quality Office portfolio in Prime Locations (3/5)



# The Square Nagar Road, Pune

**0.8** msf Leasable Area

0.8 msf **Completed Area** 

100.0% **Committed Occupancy** 



# Commerzone Porur, Chennai

1.1 msf Leasable Area

1.1 msf **Completed Area** 

100.0% **Committed Occupancy** 

# High Quality Office portfolio in Prime Locations (4/5)



# Mindspace Airoli East, Navi Mumbai

7.2 msf
Leasable Area

**4.9** msf Completed Area

**78.8%**Committed Occupancy



# Mindspace Airoli West, Navi Mumbai

**6.4** msf Leasable Area

**5.3** msf Completed Area

**87.6**% Committed Occupancy

## High Quality Office portfolio in Prime Locations (5/5)





# Mindspace Malad, Mumbai

0.8 msf Leasable Area

**0.8** msf Completed Area

**98.5**% Committed Occupancy

# The Square BKC, Mumbai

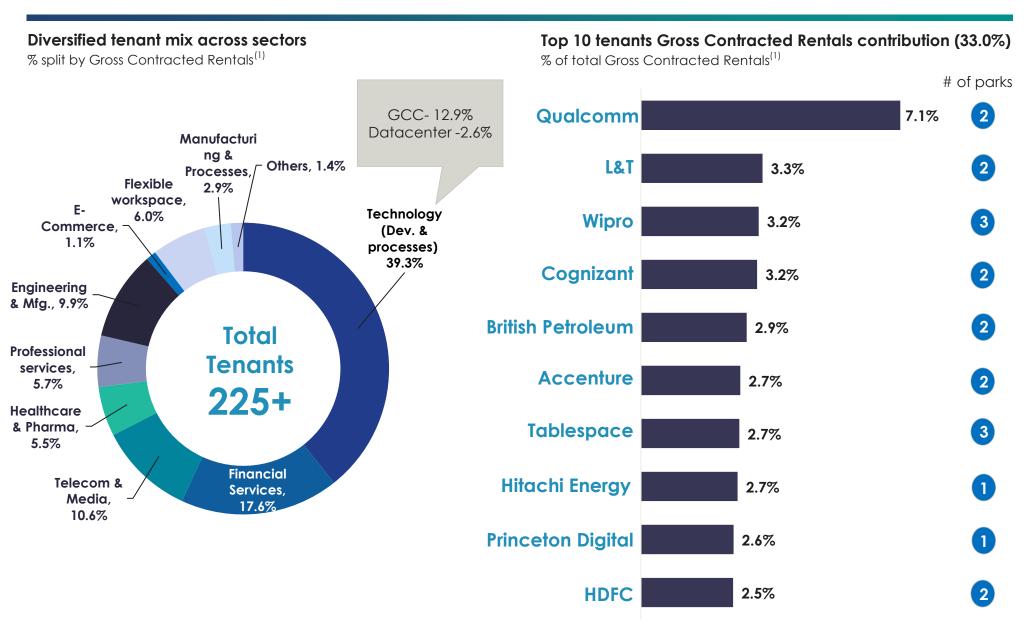
**0.1** msf Leasable Area

**0.1** msf Completed Area

100.0% Committed Occupancy

## **Diversified Portfolio of Marquee Tenants**

Top 10 tenants contributing 33.0% (Mar-25) vs. 30.0% (Dec-24)



## Marquee Tenant Base

Leading MNCs and Fortune 500 companies across sectors

# **Technology**

**Accenture Wipro** 

Cognizant Atos India

**Highradius NCR** Princeton

L&T AMD Nvidia

# **Financial Services**

**Barclays BNY Mellon** 

**UBS** Fisery Allstate

B.A. Continuum Axis

J.P.Morgan IDFC HDFC

## **Diversified**

**Smartworks Verizon** 

Hitachi energy Qualcomm

**British petroleum** 

**Worley Parsons Schlumberger** 



Share of foreign MNCs in rentals (1)



Share of top 10 tenants in rentals (1)



Share of Fortune 500 companies in rentals (1)(2)

<sup>1.</sup> Represents % of Gross Contracted Rentals as on 31-Mar-25

<sup>2.</sup> Fortune 500 Global List of 2023



# **Dynamic Environment, Vibrant Workspaces**



# **Energized Landscape for Business Excellence**



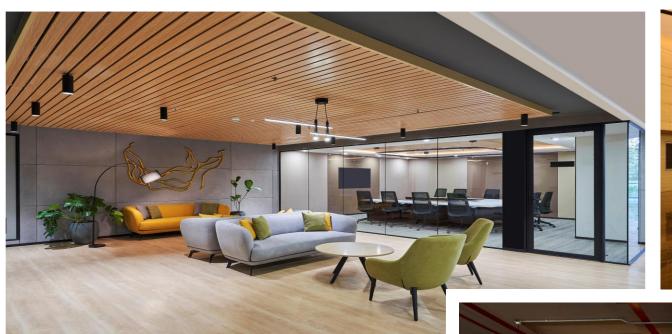






# Infusing modern design elements to elevate experience

Tailoring common areas to meet the evolving preferences of tenants









## Experience Center: An Inclusive Ecosystem for all Lifestyle & Business Needs

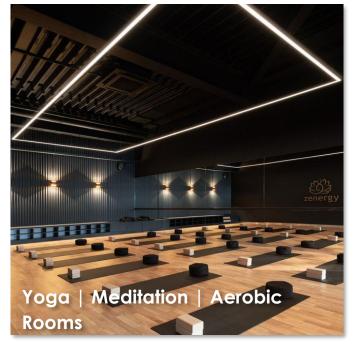
Enhancing the Mindspace offering with a modern club facility with top notch amenities



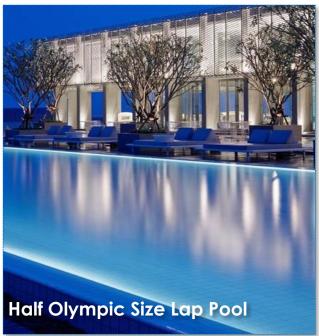
Offers enriching entertainment, sports, lifestyle, recreation and dining experiences

# Curated mix of amenities enhancing work place experience









## SOCIALising at Vantage Café in the Park



# Tenant Engagement Initiatives, Designed to Build Camaraderie

#### Mindspace REIT ECORun



















Over 75,000+ Runners, 2 Marathons across 2 cities; Mumbai and Hyderabad



## **ESG** - Key Highlights

40.2%

Renewable energy mix for FY25<sup>(1)</sup>

Scope 1+2 emission

55,295

tCO2e (32.2% reduction from FY20 baseline)

13,43,724 KL Water Recycled

23.1%

of material sourced using sustainable sourcing

INR 18.5 Bn (2)
of Cumulative Green /
Sustainability Linked
Financing availed

INR **6.5** Bn
Sustainability linked Bond subscribed by IFC

**28%** 

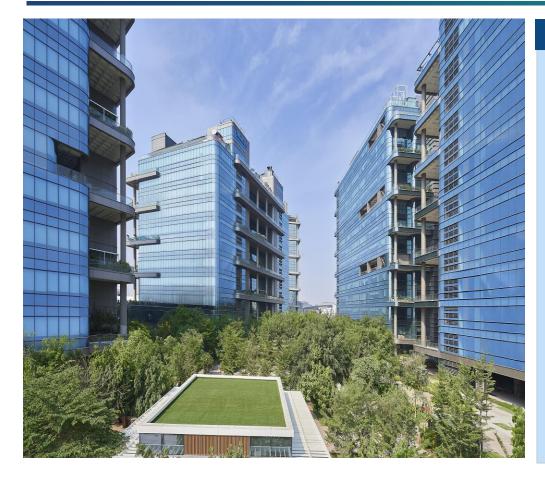
Women in senior management

55.6%

Independent members on the Governing Board



## **Key Achievements and Awards**



#### Mindspace REIT: Real Estate Excellence

- Received the coveted title of 'Global Listed Sector Leader-Office Development Benchmark'by GRESB, for the 2<sup>nd</sup> consecutive year
- Received 5 star rating by GRESB for 3<sup>rd</sup> consecutive year, along with Green Star
- Secured a prestigious position among top 10% in the Real Estate Investor (REI) Equity category for Real Estate Investment Trusts, as recognized in 2024 DJSI Assessment.
- Mindspace REIT has been recognized with a "B" score by the Carbon Disclosure Project (CDP) in 2024



• Received **10 Sword of Honour** by British Safety Council for 7 parks

#### Focus On High Corporate Governance Standards

Strong governance framework complemented by partnership with leading institutional investors

#### Board Independence

- 55.6% independent directors on the Board
- Manager can be removed with 60% approval of unrelated unitholders
- Comprises experts from tax, regulatory, investment banking and other domains
- Marked by age diversity

# Diversity & Inclusiveness

- Fostering a gender agnostic and equitable work culture
- Policies fortifying a non-discriminative and transparent environment at the workplace

# Robust Policy Framework

- Guided by accountability, fairness and transparency with all stakeholders
- Protecting Unitholder interests with stringent safeguards in place

#### Mindspace REIT: Top-Notch Standards

Nine Member Board / Independent Chairman



Independent Directors



Non-Independent Directors

**Supporting Policies & Initiatives** 

**Pride Side** 

**Aanchal** 

**POSH** 

**Reach Out** 

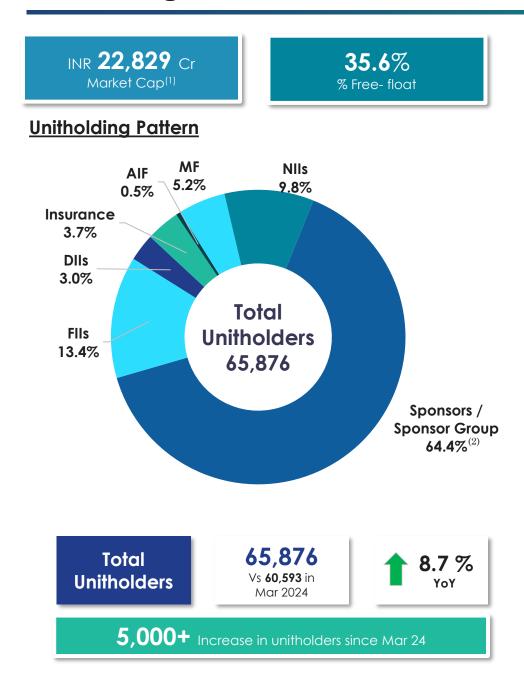
Anticorruption Code of Conduct

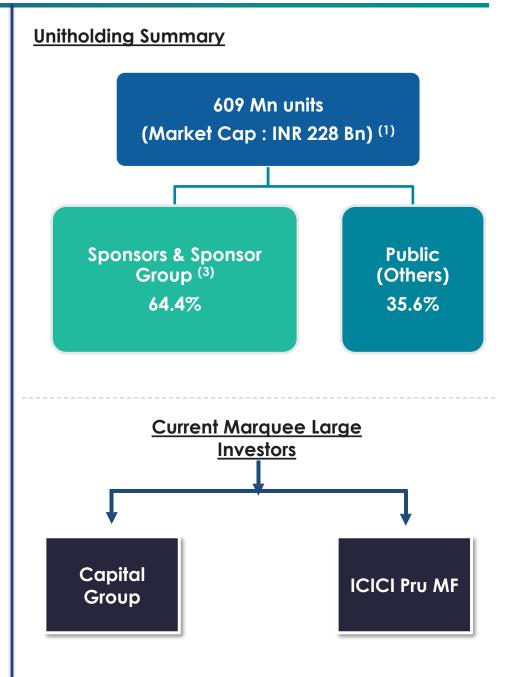
**Insider Trading** 

Related Party Transactions



## Unitholding Pattern as on 31 Mar 2025





<sup>1.</sup> Closing price of INR 375 p.u. as on 31 Mar 25

<sup>2.</sup> Through Platinum Illumination Trust

<sup>8.</sup> Sponsor group unitholding increased during the quarter on account of preferential issuance of 16.2 Mn units for acquisition of "Sustain"



## Stable NOI Growth Driven by Effective Cost and Revenue Management

Assets	Revenue fro	om Operations	(INR Mn) <sup>(1)</sup>	NO	% of NOI		
Asseis	Q4 FY25	Q4 FY24	FY25	Q4 FY25	Q4 FY24	FY25	Q4 FY25
Mindspace Airoli (E)	1,050	981	4,045	671	730	2,921	12%
Mindspace Airoli (W)	1,136	874	4,063	816	641	2,987	15%
Mindspace Malad	264	255	1,028	223	221	898	4%
The Square BKC	110	108	444	107	100	411	2%
Mumbai Region	2,561	2,218	9,580	1,817	1,692	7,217	34%
Gera Commerzone Kharadi	663	577	2,429	527	416	1,774	10%
The Square Nagar Road	244	236	957	189	181	730	4%
Commerzone Yerwada	576	482	2,181	450	357	1,672	8%
Pune	1,483	1,294	5,567	1,166	954	4,176	22%
Mindspace Madhapur	2,323	2,194	9,255	1,945	1,836	7,810	36%
Commerzone Raidurg	115	-	115	108	-	108	2%
Mindspace Pocharam	0	1	1	(6)	(8)	(24)	0%
Hyderabad	2,437	2,195	9,371	2,048	1,828	7,895	38%
Commerzone Porur	286	229	1,070	228	177	851	4%
Facility Management Business	439	429	1,569	139	117	478	3%
Inter Company Eliminations	(426)	(417)	(1,531)	-	-	-	0%
Total	6,780	5,948	25,627	5,398	4,768	20,616	100%

#### NOI (Q4 FY25 vs Q4 FY24) - Reasons for variances

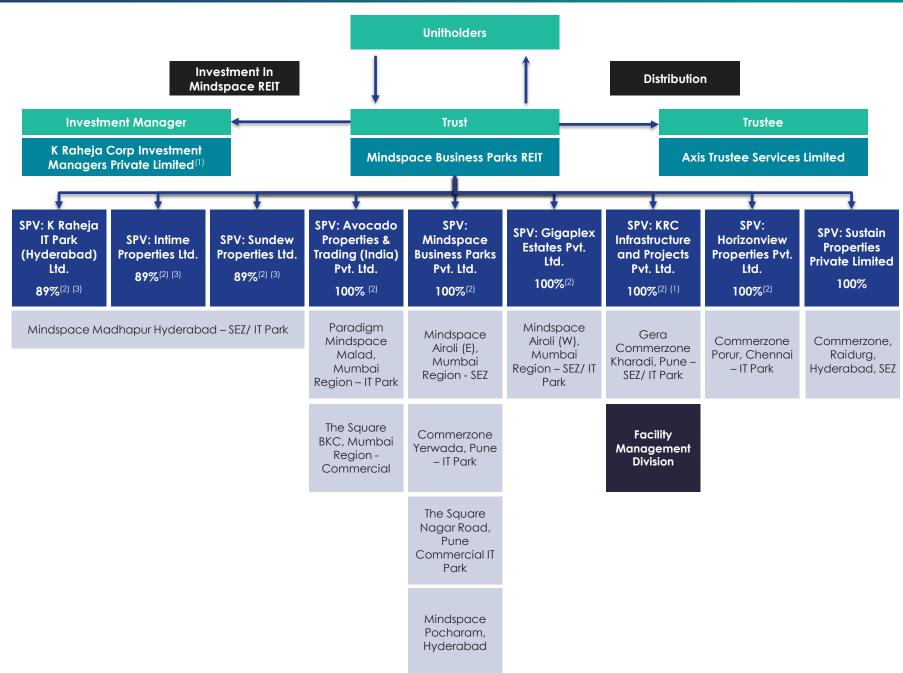
- Rent Commencement from new leases in Madhapur, Airoli and Porur
- Growth in rentals due to 20.9% MTM achieved over 5.6 msf re-leased since Q4 FY24
- Lease Rent Escalations of 8.9% over an area of 3.8 msf<sup>(2)</sup> across the portfolio since Q4 FY24



Revenue from Operations & NOI numbers above include Regulatory Income/(Expense) of Power Business
post re-classification

<sup>2.</sup> Considered escalations only on area out of lock in, as escalations within lock in have straight lining impact

#### Structure of Mindspace REIT



1. % indicates Mindspace REIT's shareholding in respective Asset SPVs

Note:-

2.

11% shareholding in these Asset SPVs is held by Telangana State Industrial Infrastructure Corporation Limited (TSIIC)

'K Raheja Corp Investment Managers LLP' has been converted from Limited Liability Partnership to a Private Limited company wef July 07, 2023

# Portfolio Summary

30.0 msf of Completed area with WALE of 7.4 years and MTM potential of 13.4%<sup>(1)</sup>

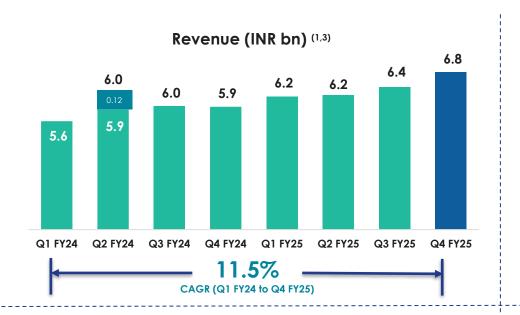
Asset	Total Leasable Area (msf)	Completed Area (msf)	UC/Future Area (msf)	Occupancy (%)	Committed Occupancy (%)	WALE on area (years)	In-place Rent (INR psf)
Mindspace Airoli East	7.2	4.9	2.3	71.8%	78.8%	4.7	65.4
Mindspace Airoli West	6.4	5.3	1.1	84.6%	87.6%	9.4	63.0
Mindspace Malad	0.8	0.8	-	98.5%	98.5%	3.8	102.2
The Square BKC	0.1	0.1	-	100.0%	100.0%	1.7	240.0
Mumbai Region	14.4	11.1	3.4	80.1%	84.7%	6.9	70.2
Gera Commerzone Kharadi	3.0	3.0	-	65.1%	100.0%	7.2	81.4
The Square Nagar Road	0.8	0.8	-	100.0%	100.0%	3.4	81.4
Commerzone Yerwada	1.7	1.7	-	88.1%	94.2%	6.2	82.6
Pune	5.5	5.5		77.3%	98.2%	6.1	81.8
Mindspace Madhapur	13.7	9.9	3.7	92.3%	97.2%	7.3	69.9
Mindspace Pocharam	0.6	0.6	-	0.0%	0.0%	-	-
Commerzone Raidurg	1.8	1.8	-	100.0%	100.0%	11.5	60.1
Hyderabad	16.1	12.3	3.7	89.1%	93.1%	8.0	68.3
Coommerzone Porur	1.1	1.1	-	100.0%	100.0%	8.5	62.6
Chennai	1.1	1.1		100.0%	100.0%	8.5	62.6
Portfolio Total	37.1	30.0	7.1	84.1%	91.2%	7.4	71.0

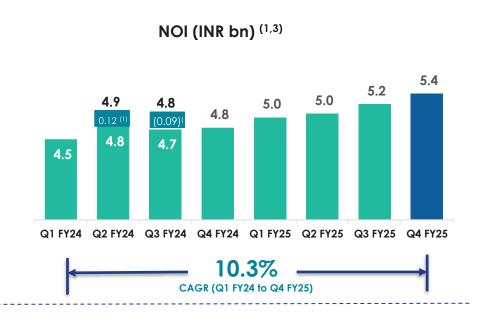
# Breakup of Lease Expiry Profile

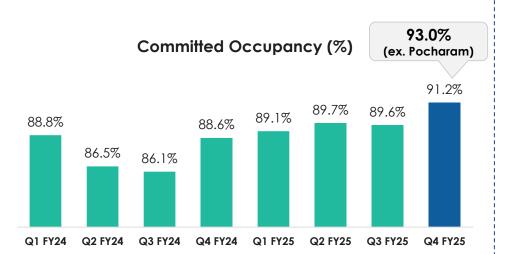
		FY26			FY27		FY28			
Asset	Area Expiring (msf)	% of Gross Contrac ted Rentals	Rent at Expiry (INR psf)	Area Expiring (msf)	% of Gross Contracted Rentals	Rent at Expiry (INR psf)	Area Expiring (msf)	% of Gross Contracted Rentals	Rent at Expiry (INR psf)	
Mindspace Airoli East	0.6	17.0%	68.9	0.1	2.9%	69.3	0.3	8.8%	62.8	
Mindspace Airoli West	0.4	9.8%	65.9	0.3	5.7%	70.2	0.9	17.3%	61.0	
Mindspace Malad	0.0	6.1%	106.5	0.2	19.4%	103.4	0.1	7.8%	107.3	
The Square BKC	-	0.0%	-	0.1	100.0%	240.0	-	0.0%	-	
Mumbai Region	1.0	11.4%	69.4	0.7	11.5%	115.6	1.2	12.2%	63.5	
Gera Commerzone Kharadi	0.0	0.2%	90.5	0.0	1.6%	85.6	0.0	1.4%	73.7	
The Square Nagar Road	-	0.0%	-	0.4	44.0%	77.8	0.1	5.2%	64.8	
Commerzone Yerwada	0.1	7.3%	87.6	0.1	3.1%	91.0	0.4	30.9%	87.0	
Pune	0.1	3.0%	87.7	0.5	9.5%	79.8	0.5	14.0%	84.0	
Mindspace Madhapur	0.4	3.8%	58.8	0.3	2.7%	67.8	0.3	3.0%	61.0	
Mindspace Pocharam	-	0.0%	-	-	0.0%	-	-	0.0%	-	
Commerzone Raidurg	-	0.0%	-	-	0.0%	-	-	0.0%	-	
Hyderabad	0.4	3.3%	58.8	0.3	2.3%	67.8	0.3	2.6%	61.0	
Commerzone Porur	0.1	5.4%	68.0	0.0	0.1%	100.0	0.0	0.0%	46.3	
Chennai	0.1	5.4%	68.0	0.0	0.1%	100.0	0.0	0.0%	46.3	
Portfolio Total	1.6 <sup>(1)</sup>	6.1%	67.4	1.4	6.7%	93.8	2.1	7.9%	68.1	

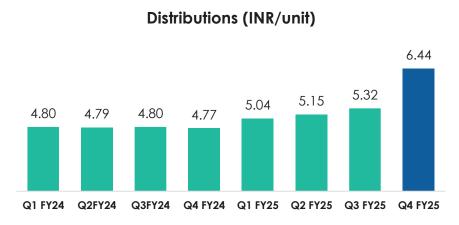
## **Key Financial Metrics**

#### Delivered consistent growth on key financial metrics









Note: NOI: Net operating income

<sup>1.</sup> Revenue from Operations & NOI numbers above include Regulatory Income/(Expense) of Power Business post re-classification

<sup>2.</sup> Includes One offs worth INR 120 Mn in Q2 FY24 and INR (87) Mn in Q3 FY24

<sup>3.</sup> Growth % excludes one offs

#### Balance Sheet as on 31-Mar-25

Balance Sheet (INR Mn) <sup>(1)</sup>	Mar-25	Dec-24
Sources of Funds		
Total Equity	1,48,106	1,44,285
Sub-Total	1,48,106	1,44,285
Liabilities		
Debt	1,01,248	84,182
Security Deposits	12,178	10,883
Other Liabilities <sup>(2)</sup>	10,072	9,186
Sub-Total	1,23,498	1,04,251
Total	2,71,603	2,48,536
Application of Funds		
Assets		
Investment Property / Property Plant Equipment	2,41,013	2,08,013
Investment Property Under Construction / Capital Work In Progress	7,375	16,754
Cash and Bank <sup>(3)</sup>	6,379	8,293
Other Assets <sup>(4)</sup>	16,835	15,476
Total	2,71,603	2,48,536

#### **Notes**

- 1. All numbers are prior to minority adjustment
- 2. Other Liabilities primarily include Trade Payables, Capital Creditors, Retention Money, Advances from customers and Statutory Dues
- 3. Distributions received from SPVs (net of repayment) were held in cash at REIT Level as at Mar-25 and Dec-24
- 4. Other Assets primarily include Deferred Tax Assets, Advance Tax, Capital Advances, Security Deposits, Unbilled Revenue, Assets held for sale and Fixed deposits with banks

# Debt Maturity Schedule as on 31-Mar-25

Description	Fixed/		Undrawn	Principal	Interest	Wt. Avg.	Principal Repaym			ent			
(INR Mn)	Floating	Total Facility	Facility	O/S	Rate (p.a.p.m)		FY26	FY27	FY28	FY29	FY30	FY31 & Beyond	Total
At REIT Level													
NCD (Tranche 4)	Fixed	5,000	-	5,000	7.9%	2.3	-	-	5,000	-	-	-	5,000
Green Bond	Fixed	5,500	-	5,500	8.0%	1.0	-	5,500	-	-	-	-	5,500
NCD (Tranche 6)	Fixed	5,000	-	5,000	7.7%	1.3	-	5,000	-	-	-	-	5,000
NCD (Tranche 7)	Fixed	5,000	-	5,000	7.9%	1.7	-	5,000	-	-	-	-	5,000
NCD (Tranche 8)	Fixed	3,400	-	3,400	7.8%	2.0	-	3,400	-	-	-	-	3,400
NCD (Tranche 9)	Fixed	5,000	-	5,000	7.9%	4.1	-	-	-	-	5,000	-	5,000
NCD (Sustainability Linked Bond)	Fixed	6,500	-	6,500	7.9%	6.2	-	-	-	-	-	6,500	6,500
NCD (Tranche 11)	Fixed	5,000	-	5,000	7.7%	2.9	-	-	5,000	-	-	-	5,000
СР	Fixed	6,000		6,000	7.4%	0.1	6,000	-	-	-	-	-	6,000
At SPV Level													
TL/LRD - MBPPL	Floating	11,350	47	10,805	8.4%	12.8	282	333	427	466	573	8,723	10,805
TL/LRD - Sundew	Floating	3,300	-	2,290	8.2%	9.5	169	184	213	234	251	1,239	2,290
TL/LRD - KRIT	Floating	2,550	-	2,427	8.4%	10.7	112	152	176	208	250	1,529	2,427
TL/LRD - KRC Infra	Floating	9,690	-	7,974	8.2%	9.1	697	851	973	1,102	1,215	3,136	7,974
TL/LRD - Horizonview	Floating	1,500	-	1,473	8.4%	11.6	22	29	44	78	111	1,189	1,473
TL/LRD - Gigaplex	Floating	8,950	-	8,522	8.3%	13.5	156	262	329	381	464	6,929	8,522
TL/LRD - Avacado	Floating	3,750	-	3,386	8.7%	9.3	165	210	254	299	328	2,130	3,386
TL/LRD/ICD - Sustain	Floating	13,680	600	13,050	8.7%	10.9	2,845	278	327	388	520	8,692	13,050
OD / LOC	-	9,235	4,223	5,013	8.5%	6.9	1,159	102	218	370	1,380	1,785	5,013
Total		1,10,405	4,870	1,01,340	8.15%	7.0	11,607	21,300	12,962	3,527	10,092	41,852	1,01,340
Repayment (%)							11.5%	21.0%	12.8%	3.5%	10.0%	41.3%	100.0%

<sup>\*</sup> Principal outstanding for CP is the value payable on maturity

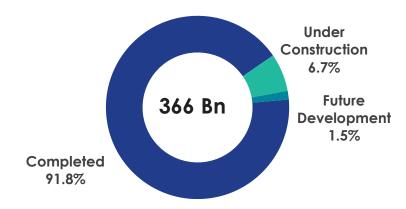


# De-risked Portfolio with $\sim 91.8\%$ Completed Assets

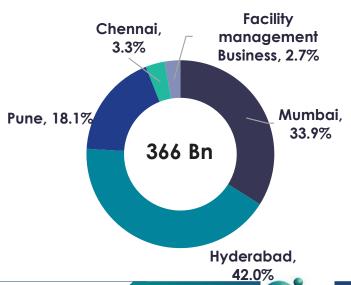
#### Project wise Market Value breakup (1)

Asset	Completed (INR Mn)	U/C & Future Dev. (INR Mn)	Total Value (INR Mn)	% of Total (%)
Mindspace Airoli East	46,240	3,749	49,989	13.6%
Mindspace Airoli West	51,725	4,984	56,709	15.5%
Mindspace Malad	12,650	-	12,650	3.5%
The Square, BKC	5,058	-	5,058	1.4%
Mumbai Region	1,15,672	8,733	1,24,405	33.9%
Gera Commerzone Kharadi	36,511	-	36,511	10.0%
The Square, Nagar Road	9,344	-	9,344	2.5%
Commerzone Yerwada	20,428	-	20,428	5.6%
Pune	66,284		66,284	18.1%
Mindspace Madhapur	1,10,629	19,536	1,30,165	35.5%
Mindspace Pocharam	878	587	1,465	0.4%
Commerzone Raidurg	22,178	0	22,178	6.1%
Hyderabad	1,33,684	20,124	1,53,808	42.0%
Commerzone Porur	12,115	-	12,115	3.3%
Chennai	12,115		12,115	3.3%
Facilities Management Business	8,612	1,249	9,861	2.7%
Portfolio Total	3,36,367	30,106	3,66,473	100.0%

#### Completed Assets form 91.8% of the Market Value(2)



#### **Breakup of Market Value basis Geography**



Note:

1. As of 31 Mar 25

The Market Value of Mindspace Madhapur is with respect to 89.0%

ownership of the respective Asset SPVs that own Mindspace

Madhapur

3. Includes Real Estate & Facility Management Division

# 15 Research Houses Covering Mindspace REIT

Research House	Analyst	Email Id		
Ambit Capital	Karan Khanna	karan.khanna@ambit.co		
Avendus Spark	Girish Choudhary	girish.c@avendusspark.com		
Axis Capital	Pritesh Sheth	pritesh.sheth@axiscap.in		
Bank of America	Kunal Tayal	kunal.tayal@bofa.com		
CITI Research	Rajiv Berlia	rajiv.berlia@citi.com		
CLSA	Kunal Lakhan	kunal.lakhan@clsa.com		
ICICI Securities	Adhidev Chattopadhyay	adhidev.chattopadhyay@icicisecurities.com		
IIFL Securities	Mohit Agrawal	mohit.agrawal@iiflcap.com		
Investec Capital	Sri Karthik Velamakanni	sri.karthik@investec.co.in		
Jefferies	Abhinav Sinha	abhinav.sinha@jefferies.com		
JM Financial	Sumit Kumar	sumit.kumar@jmfl.com		
Kotak Securities	Murtuza Arsiwalla	murtuza.arsiwalla@kotak.com		
Morgan Stanley	Praveen Choudhary	praveen.choudhary@morganstanley.com		
Nuvama	Parvez Qazi	Parvez.Qazi@nuvama.com		
Geojit Financial	Christy Joseph	christy_joseph@geojit.com		

### **Key Definitions**

**Asset SPVs** Collectively, Avacado, Gigaplex, Horizonview, Intime, KRIT, KRC Infra, MBPPL, Sustain and Sundew

Occupied Area + Committed Area Committed Occupancy (%)

Completed Area

**Committed Area** Completed Area which is unoccupied but for which letter of intent/agreement to lease have been signed

Leasable Area for which occupancy certificate has been received; Completed Area comprises Occupied Area, Committed Area **Completed Area** 

and Vacant Area

Leasable Area of an asset that is planned for future development, as may be permissible under the relevant rules and regulations, **Future Development Area** 

subject to requisite approvals as may be required, and for which internal development plans are yet to be finalized and

applications for requisite approvals required under law for commencement of construction are yet to be received

Gross Contracted Rentals is the sum of Base Rentals and fit-out rent invoiced from Occupied Area that is expected to be received Gross Contracted Rentals (INR)

from the tenants pursuant to the agreements entered into with them

Base Rent (Base Rentals for the specified period) for a specified month In-place Rent (psf per month)

Occupied Area\*monthly factor

Market Rent (psf per month) Manager's estimate of Base Rent that can be expected from leasing of the assets to potential tenants

Market Value Market value (adjusted for non-controlling interest) as determined by Valuer as of 31 Mar 25

Msf Million square feet

Net Operating Income calculated as Revenue from operations less: direct operating expenses (which includes Maintenance Net Operating Income (NOI)

services expense, property tax, insurance expense, cost of material sold and cost of power purchased)

NPA Non - Processing Area in special economic zone

Occupied Area Completed Area for which lease agreements / leave and license agreements have been signed with tenants

Under Construction Area for which letter of intent / agreement to lease/lease deed/leave and license agreement has been Pre-Leased Area

entered into with prospective tenants

Portfolio Assets which will be directly or indirectly owned by Mindspace REIT in terms of the REIT Regulations

Refers to the change in Base Rent between new and expiring leases, expressed as a percentage Re-leasing spread

31 Mar 24 Occupancy (%)

Same Store Committed

Total Leasable Area

Total Leasable Area is the sum of Completed Area, Under Construction Area and Future Development Area

Represents Committed Occupancy for the Portfolio for areas where occupancy certificate was received on or before

**Under Construction Area** Leasable Area where construction is ongoing and / or the occupancy certificate is yet to be obtained

Completed Area which is unoccupied and for which no letter of intent / lease agreement / leave and license agreement has been Vacant Area

Weighted Average Lease Expiry based on area. Calculated assuming tenants exercise all their renewal options post expiry of their WALE

initial commitment period

