

### Q4 FY25 Investor Presentation

MINDSPACE

BUSINESS PARKS REIT

30<sup>th</sup> April 2025

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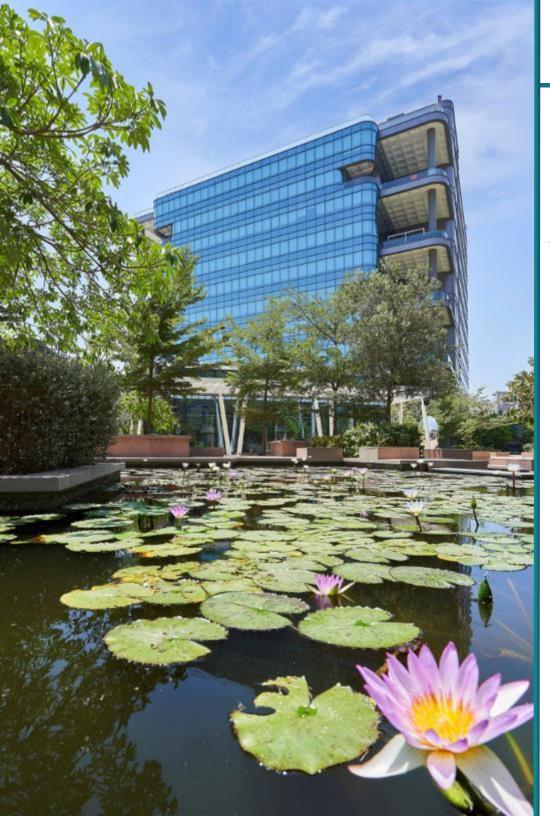
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### **Table of Contents**

| Key Highlights            | 3  |
|---------------------------|----|
| Project Updates           | 10 |
| Financial Update          | 12 |
| Our Markets               | 18 |
| Our Franchise & Portfolio | 26 |
| Re-energizing Parks       | 37 |
| Value creation via ESG    | 45 |
| Shareholding Pattern      | 49 |
| Annexure                  | 51 |

Note:

- 1. 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
- 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



# 01

## **Key Highlights**





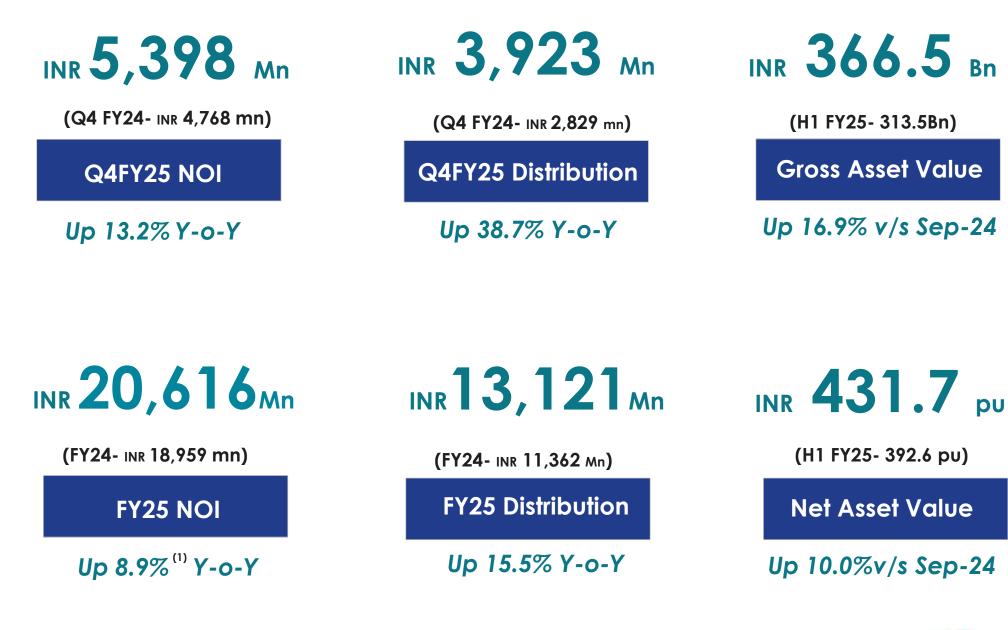


Sequentially up 1.5%

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



Includes pre-lease of 1.5 msf (includes hard-otion of 0.5 msf) of building 1, Mindspace Madhapur
 Includes pre-lease of 3.6 msf of Building 4, Kharadi,Data Center, Airoli West & Building 1 Madhapur
 Excluding Pocharam. Board approval received for potential divestment of Mindspace Pocharam.





Concluded 1<sup>st</sup> ROFO acquisition: Commerzone Raidurg – Marquee Asset at Strategic Location



1. 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

- 2. Sustain Properties Private Limited The SPV housing the asset.
- 3. On office area of c. 1.815 msf

#### **Delivered Strong Operational performance**

| k                     | Key Operating Indicators  | Q4 FY25  | FY25                          |
|-----------------------|---|--|-------------------------------|
|                       | Gross Leasing   | <b>2.8</b> <sup>(1)</sup> msf                  | <b>7.6</b> <sup>(2)</sup> msf |
|                       | Re-leased Area  | 0.5 msf  | 1.9 msf                       |
|                       | 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      |
| 00                    | Average Rent for Area Leased <sup>(2)</sup>   | INR <b>86</b><br>psf/Month                     | INR <b>81</b><br>psf/Month    |
| Includes pre-lease of | 1.5 msf (includes hard-option of 0.5msf) of Building 1, 3. Re-leasing spread includes sprea | id on extensions and leasing of area vacant as |                               |

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

3. 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

2. Includes pre-lease of 3.6 msf of Building 4, Commerzone Kharadi, Data Center, 4. Excluding pre-lease of Data center Airoli West and building 1 Madhapur

#### 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



#### <u>Q4 FY25 – Gross leasing</u>

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

c.**78%** 



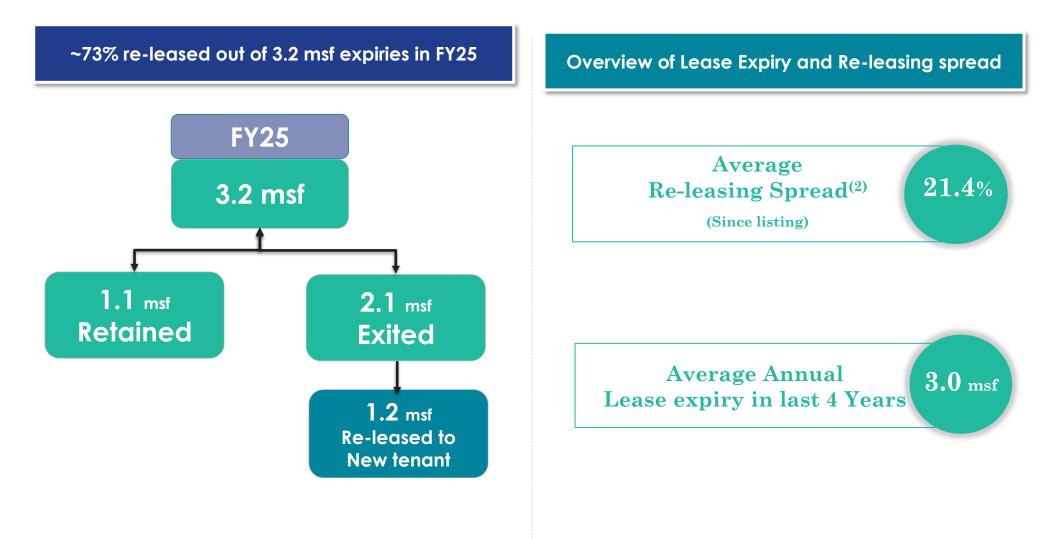
Building 1 in Madhapur Delivery in 2026 Pre-leased to a renowned GCC

| 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        |



1. Excluding Pocharam

\* Includes hard-option of 0.5 msf



#### Area coming for expiry in FY26 and FY27 is 1.5 msf<sup>(3)</sup> and 1.4 msf respectively

- 1. Due to rent reversion and efficiency adjustment of 255 ksf
- 2. Re-leasing spread includes spread on extensions and on leasing of vacant area
- 3. Excludes early termination considered in FY25 for 0.1 msf

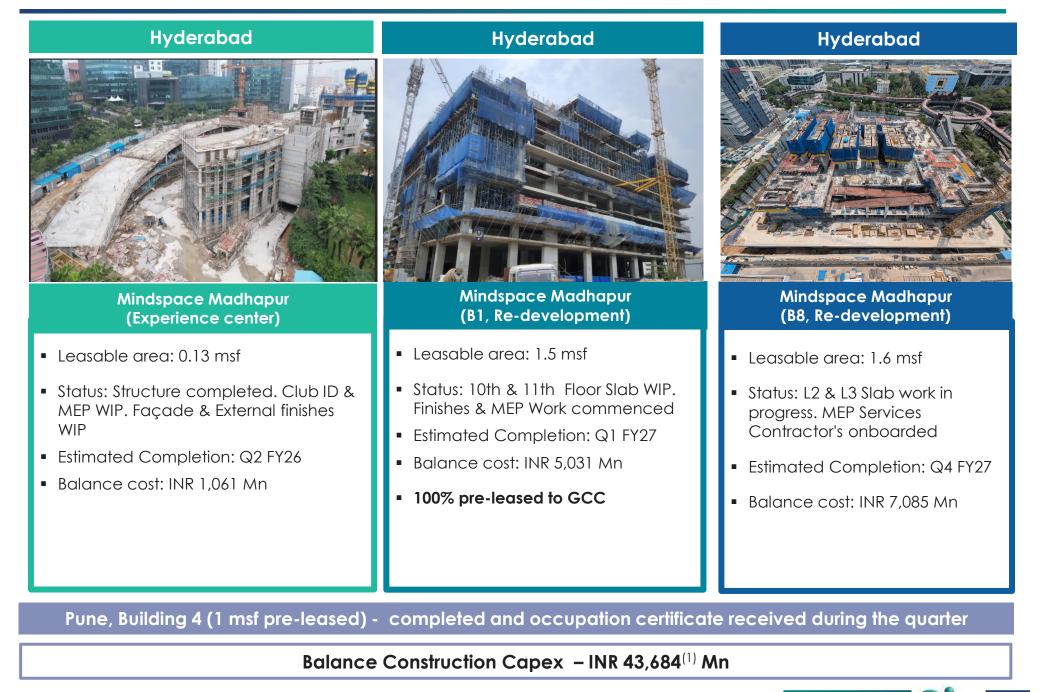
## 02

## **Project Updates**





#### **Gearing for Demand Resurgence**



Note: Status is as of 31-Mar-25

12

Includes ongoing projects INR 16,608 Mn, future development projects INR 20,093 Mn, recently completed projects INR 1,476 Mn, upgrades INR 4,345 Mn and fit-out / general development INR 1,163 Mn

# 03

### **Financial Update**





#### **Financial Performance Supported by Rising Organic Cash Flows**

| Ке                             | ey Financial Indicators                          | Q4 FY25  | (Y-o-Y) | FY25 (Y-o-Y)   |
|--------------------------------|--|--|---------|--|
|                                |  | / 700  | •       | Figures in INR Mn<br>25,627 1 9.6%                       |
| $\boxed{\circ \bigcirc \circ}$ | <b>Revenue from Operations</b> <sup>(1)(2)</sup> | 6,780  | 14.0%   | 23,027 9.6%  |
| ~~~7                           | Net Operating Income <sup>(1)(2)</sup>           | 5,398  | 13.2%   | 20,616 1 8.9%  |
|                                | Distribution                                     | 3,923  | 38.7%   | <b>13,121</b> 15.5%                                      |
|                                | DPU  | <b>6.44</b> p.u                                  | 35.0%   | <b>21.95</b> p.u <b>1</b> 4.6%                           |
|                                | Loan to Value                                    | <b>24.3%</b> (21.8% without Sustain acquisition) |         |  |
| %                              | Cost of Debt                                     |  |         | <b>m (AAA rated)</b><br>Sustain debt shall be refinanced |

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

2. 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

3. LTV net of FD (maturity >3 months) : 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; without adjusting for fixed deposit with maturity > 3 months LTV is 25.4%



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#### 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 <sup>(5)</sup>  | 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) <sup>(2)</sup> | (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   |

- 1. 2. 3. Distribution from Sustain shall be pade upon completion of the first full quarter after its acquisition by Mindspace REIT i.e. 30 June, 2025, as stated in the Transaction Document 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
- 4.

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 <sup>(5)</sup>  | 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  |

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 Document 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 2. 3.

1

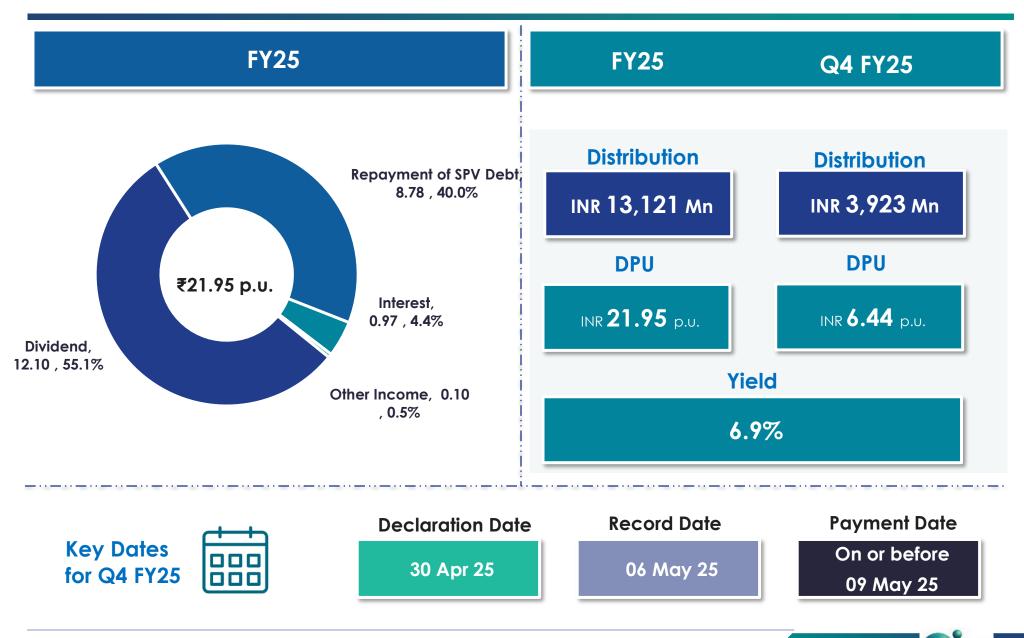
- 4

level Recognised as equity in the SPV Financial Statement and disclosed as part of cash flow from operating activities 5.



#### **Delivered Healthy Distribution with Potential Organic Growth**

#### Distribution Overview

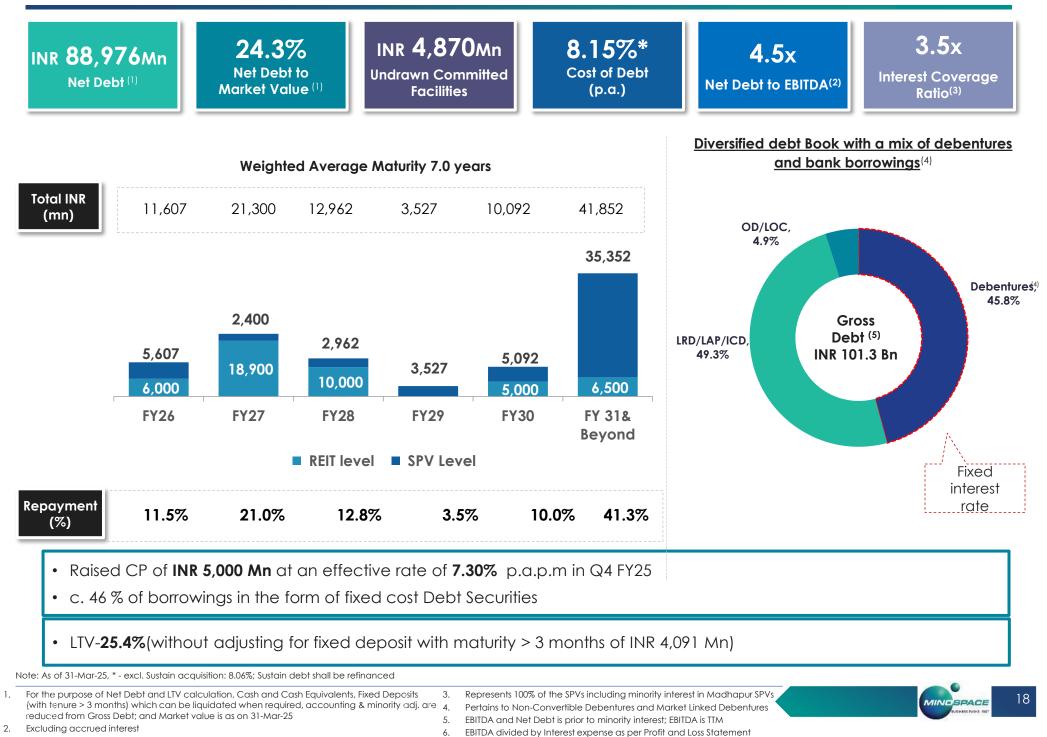


1. Annualised distribution yield basis Q4 FY25 distribution calculated on closing price of INR 375 p.u. as on 31-Mar-25

17

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



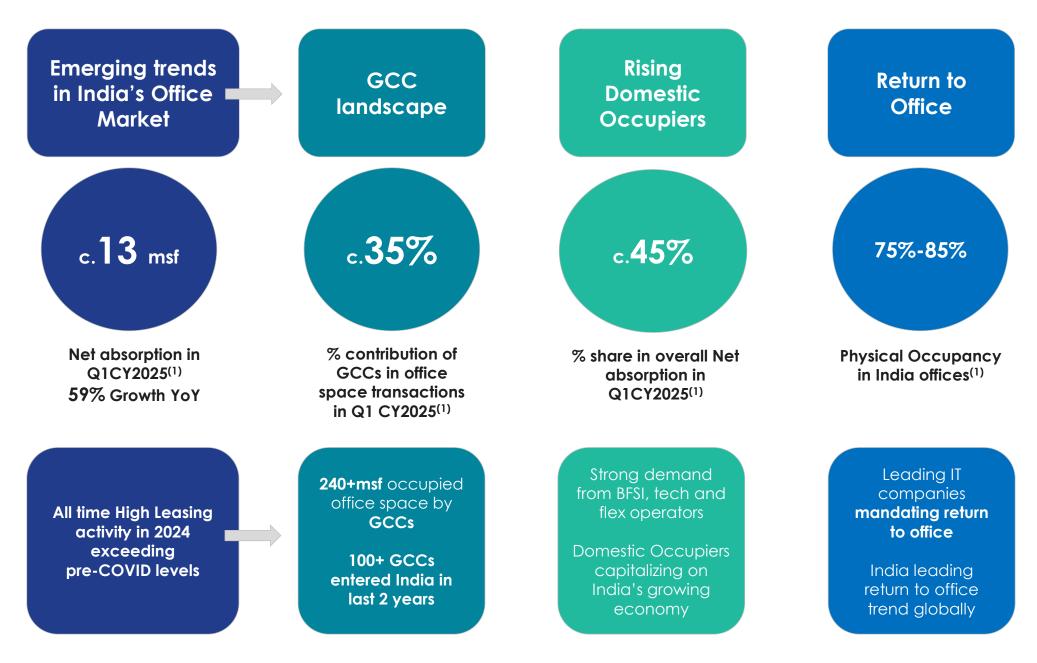
## 04

### **Our Markets**



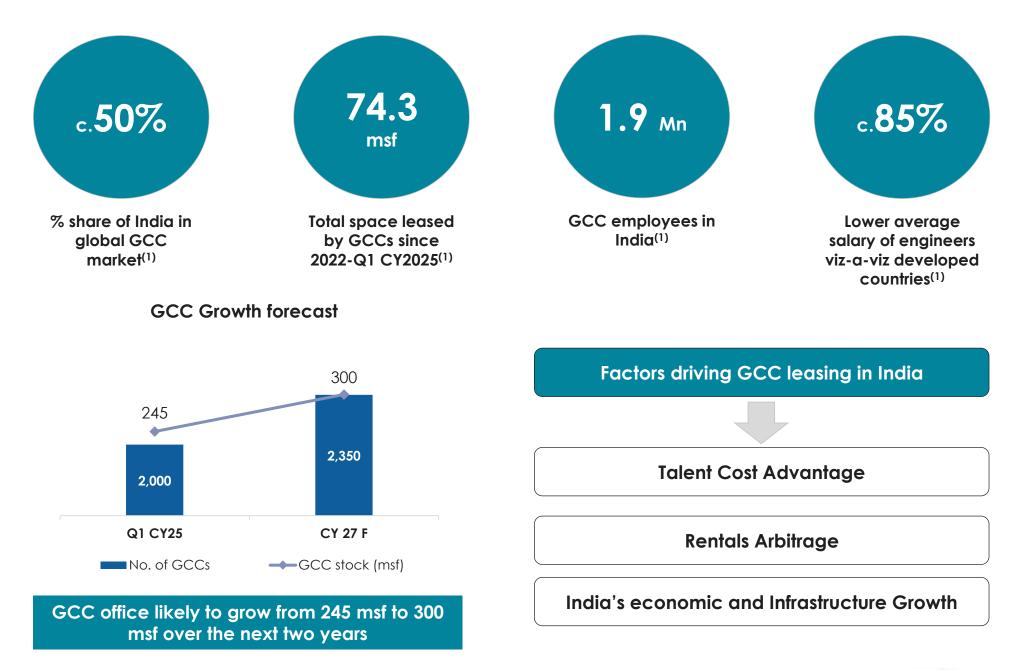


#### Indian Office Sector: Riding the Winds of Favorable Trends



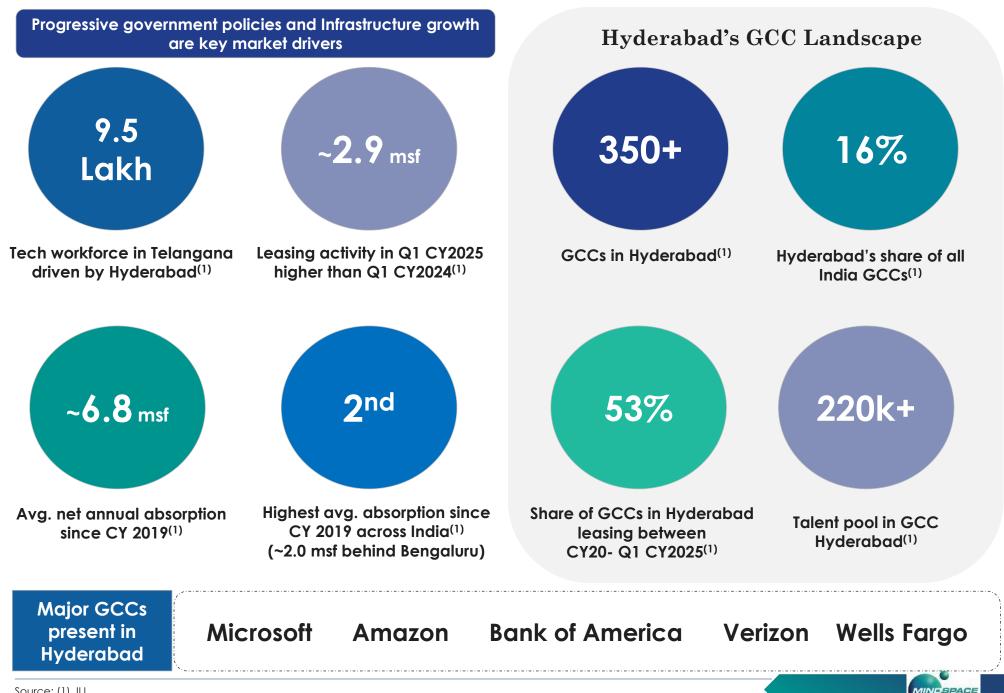


#### GCCs: India a preferred destination





#### Hyderabad – Second largest Tech hub of India



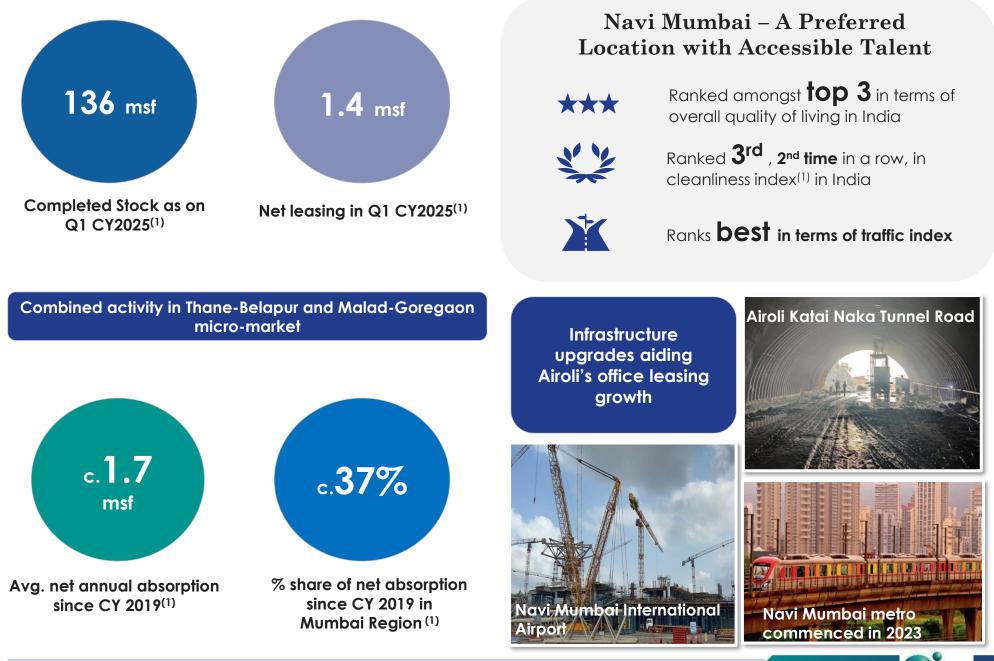
Madhapur as the preferred office market drives highest absorption in Hyderabad







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

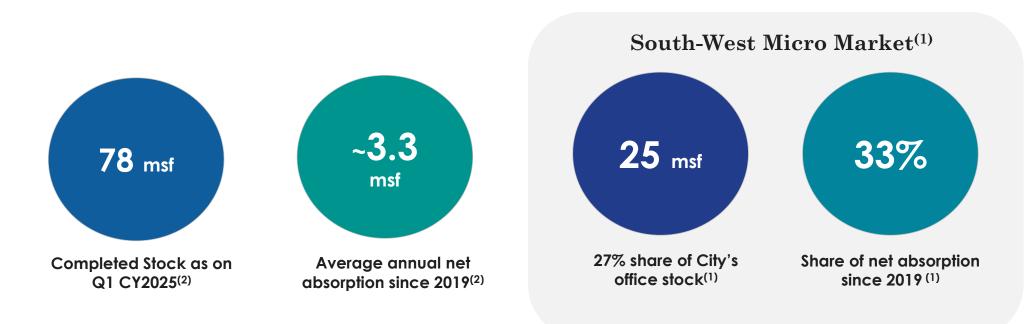




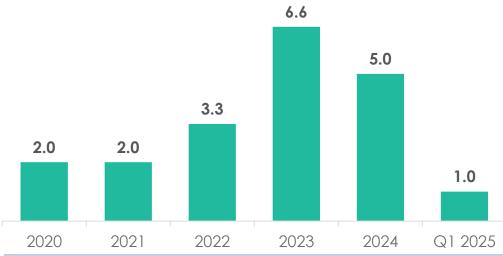
#### **Pune - Thriving Office Market with Excellent Social Infrastructure**







Highest ever net leasing in Chennai in CY2023





Chennai Metro



Source: (1) JLL. (2) South West includes Porur, Guindy, Ashok Nagar, Vadapalani, Manapakkam, Ekkaduthangal.

## 05

## Our Franchise & Portfolio





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

|                                      | <b>Decades</b><br>erience   | Pan India<br>presence                      | \$  | <b>INR 472Bn</b> <sup>(5)</sup><br>Market Capitalization<br>of 3 listed entities |
|--------------------------------------|---|--|---|--|
| Office                               | Hospitality   | Malls                                      | Residential   | Retail   |
|                                      |   |  |   | SHOPPERS-STOP  |
| Leasable Area >55 msf <sup>(1)</sup> | <b>c.4,200</b> + <sup>(2)</sup> keys  | <b>7</b> malls <sup>(3)</sup>              | Developed residential projects across <b>5</b> cities | Operates <b>280</b> + retail outlets across India                                |
| Commerzone                           | Group Hotels<br>Partner with Marriott, Accor<br>Group and IHCL <sup>(4)</sup> | 4 operational and 3 under-<br>construction | K RAHEJA<br>CORP<br>HOMES                             | Shoppers Stop  |

Note: All data as on 31-Mar-25

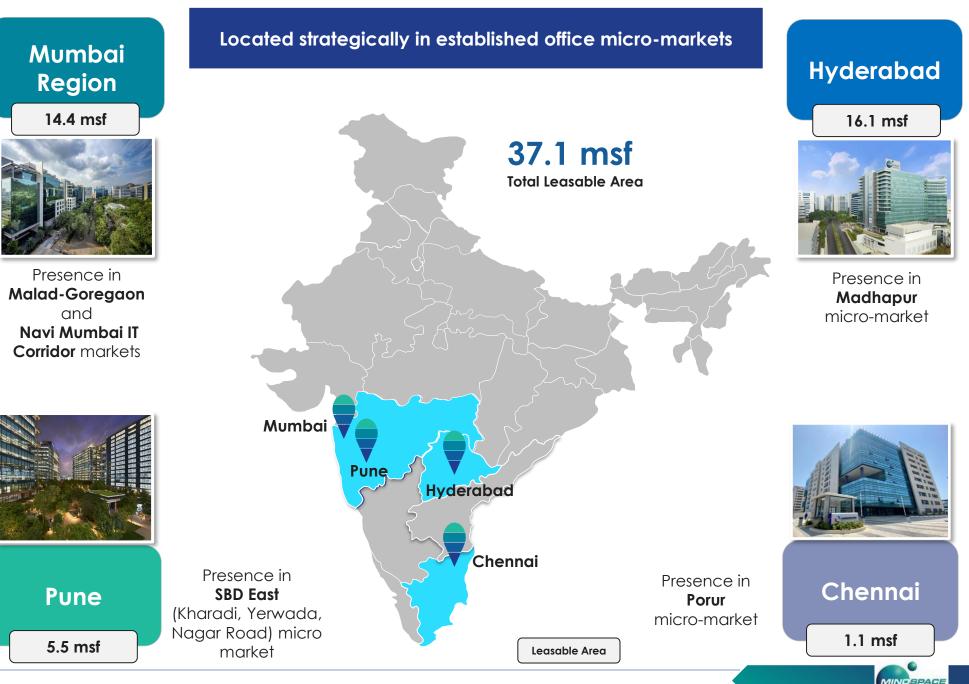
- Includes completed area 34msf; under construction and future development of >16msf; includes; REIT and sponsor's portfolio
   Including joint ownership assets of K Raheja Corp: c. 1,000 keys under development

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





#### **Delivered Robust Performance**



- 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.

- 89.0% ownership of REIT in respective Asset SPVs
- 7. 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



Note: Leasable area represents Mindspace REIT share in the park

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





Commerzone Kharadi, Pune

**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



**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

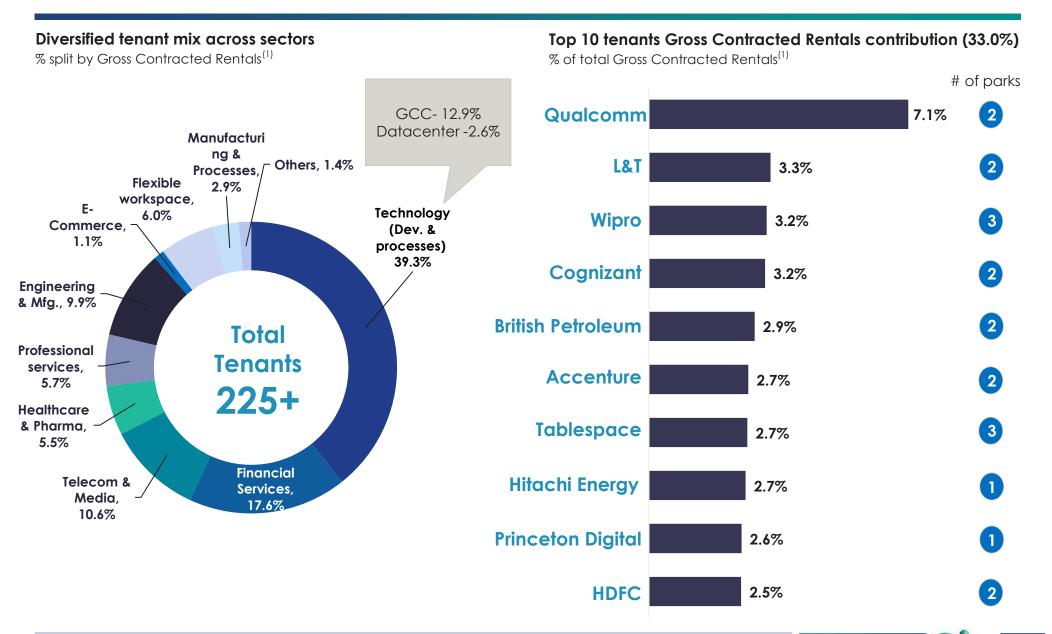
0.1 msf Completed Area

100.0% Committed Occupancy



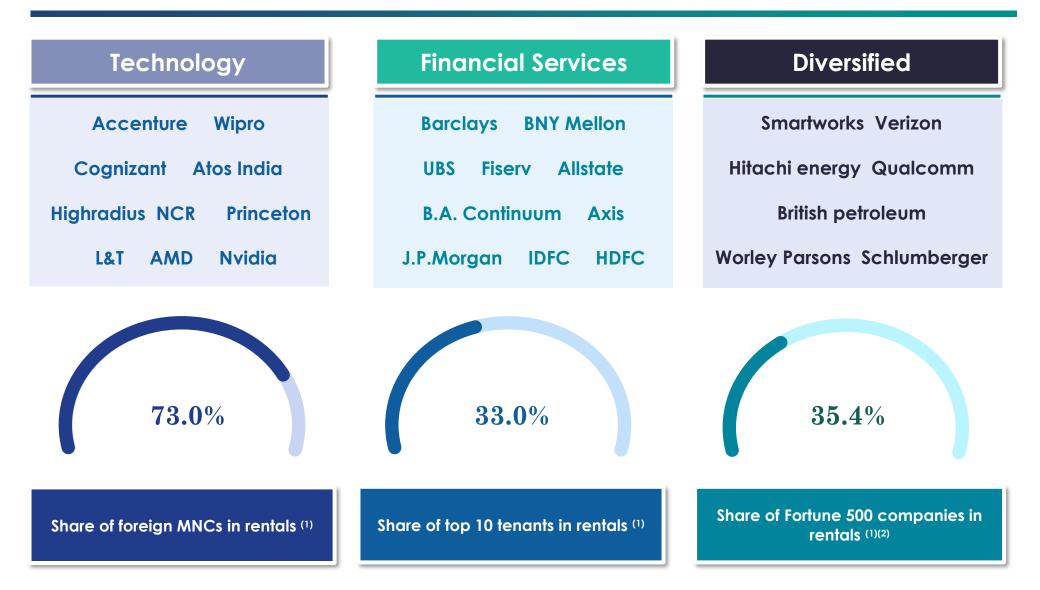
#### **Diversified Portfolio of Marquee Tenants**

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





### Leading MNCs and Fortune 500 companies across sectors



# **Re-energizing Parks**

06





### **Dynamic Environment, Vibrant Workspaces**



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## **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

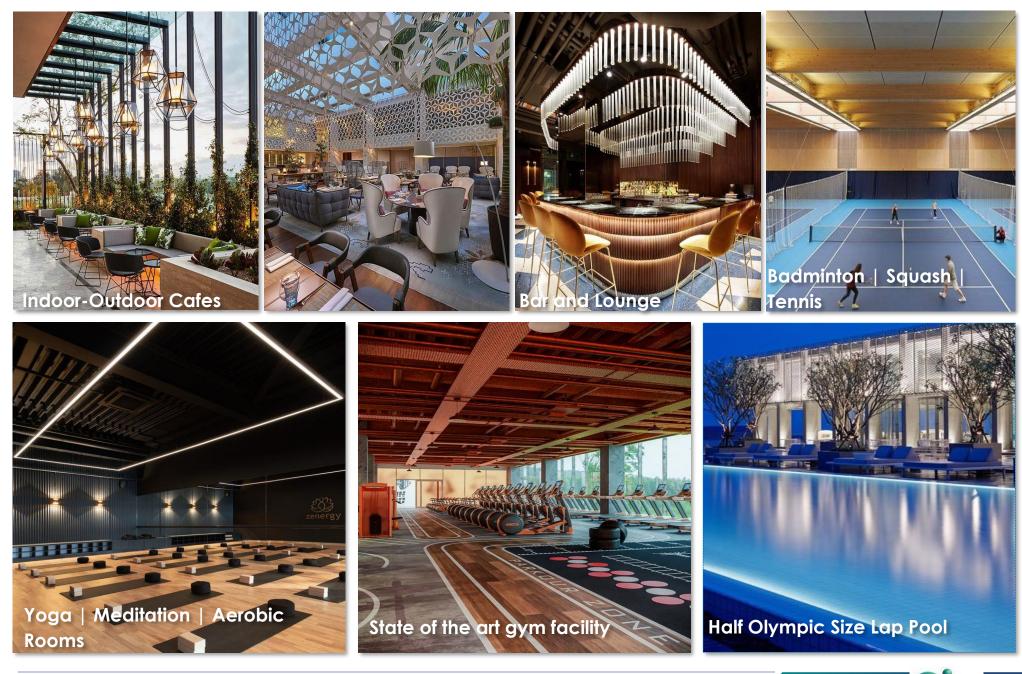
Enhancing the Mindspace offering with a modern club facility with top notch amenities



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



# 07

# Value creation via ESG





### **ESG - Key Highlights**

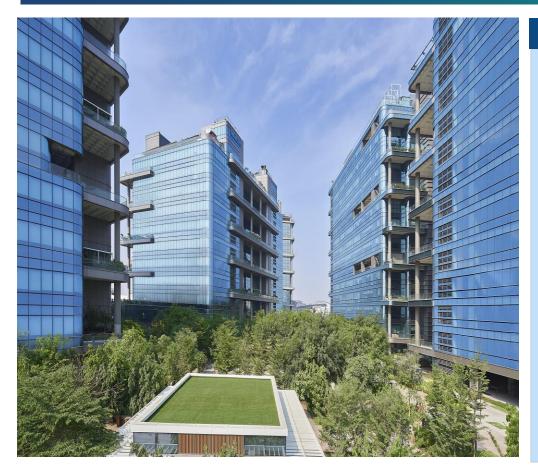
| <b>40.2%</b><br>Renewable energy mix<br>for FY25 <sup>(1)</sup>  | Scope 1+2 emission<br><b>55,295</b><br>tCO2e<br>(32.2% reduction from FY20<br>baseline) |  |
|--|---|--|
| <b>13,43,724</b> к.<br>Water Recycled  | <b>23.1%</b><br>of material<br>sourced using<br>sustainable sourcing                    |  |
| INR <b>18.5</b> Bn <sup>(2)</sup><br>of Cumulative Green /<br>Sustainability Linked<br>Financing availed | INR <b>6.5</b> Bn<br>Sustainability linked Bond<br>subscribed by IFC                    |  |
| 28%<br>Women in senior<br>management   | <b>55.6%</b><br>Independent members on the<br>Governing Board                           |  |



All numbers are as on 31 Mar 2025, except where specified (1) Renewable energy mix considered for common area and areas controlled by Mindspace REIT.

(2) Based on sanctioned limits

### **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



Strong governance framework complemented by partnership with leading institutional investors

| Board<br>Independence        | <ul> <li>55.6% independent directors on the Board</li> <li>Manager can be removed with 60% approval of unrelated unitholders</li> <li>Comprises experts from tax, regulatory, investment banking and other domains</li> <li>Marked by age diversity</li> </ul> | Nine Member Board / Inde<br>Chairman | ependent<br><b>D D D D D D D D D D</b>           |
|------------------------------|--|--------------------------------------|--|
| Diversity &<br>Inclusiveness | <ul> <li>Fostering a gender agnostic and equitable work culture</li> <li>Policies fortifying a non-discriminative and transparent<br/>environment at the workplace</li> </ul>  |                                      | nitiatives<br>Inchal<br>Inchat                   |
| Robust Policy<br>Framework   | <ul> <li>Guided by accountability, fairness and transparency<br/>with all stakeholders</li> <li>Protecting Unitholder interests with stringent safeguards<br/>in place</li> </ul>  | corruption C<br>R<br>Insider Trading | ode of<br>onduct<br>elated<br>Party<br>nsactions |

Mindspace REIT: Top-Notch Standards

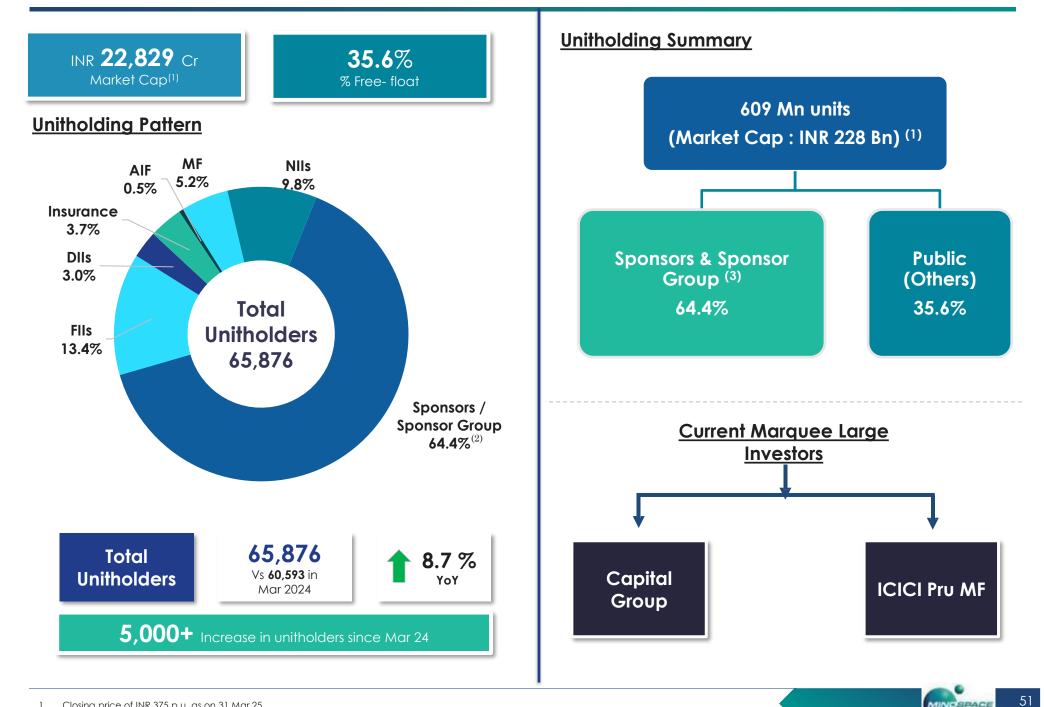
# 80

# Shareholding Pattern





### Unitholding Pattern as on 31 Mar 2025



Closing price of INR 375 p.u. as on 31 Mar 25

2. Through Platinum Illumination Trust

Sponsor group unitholding increased during the quarter on account of preferential issuance of 16.2 Mn units for acquisition of "Sustain" 3.

# 09

## Annexure





| Assets                       | Revenue fro | om Operations | (INR Mn) <sup>(1)</sup> | N       | % of NOI |        |         |
|------------------------------|-------------|---------------|-------------------------|---------|----------|--------|---------|
| Assels                       | 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%    |

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

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

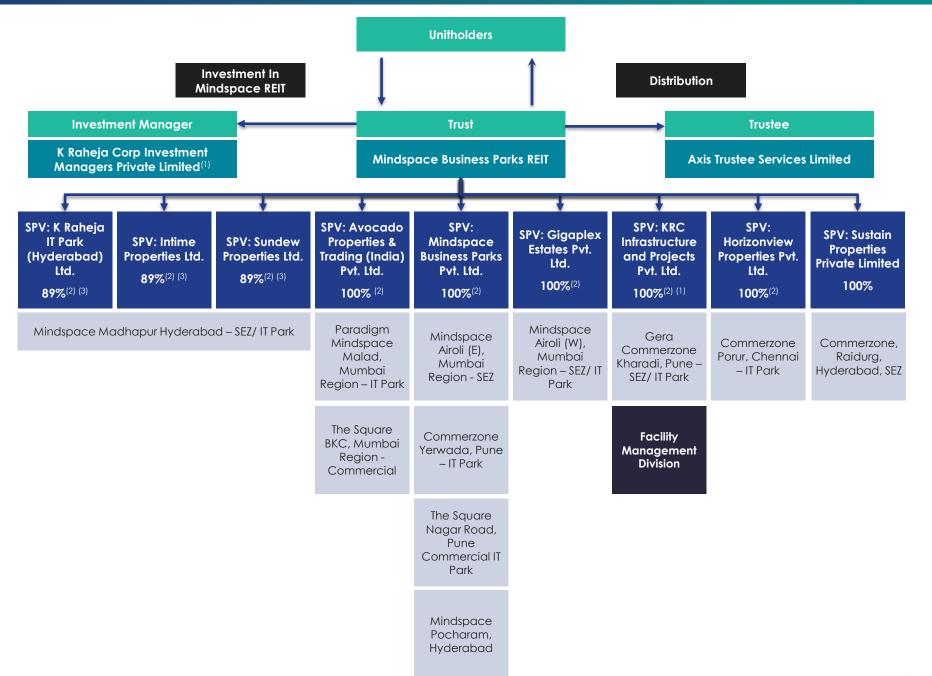
- Rent Commencement from new leases in Madhapur, Airoli and Porur
- Growth in rentals due to 20.9% MTM achieved over 5.6 msf re-leased since Q4 FY24
- Lease Rent Escalations of 8.9% over an area of 3.8 msf<sup>(2)</sup> across the portfolio since Q4 FY24

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

2. 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)

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



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

| Asset                   | Total<br>Leasable<br>Area<br>(msf) | Completed<br>Area (msf) | UC/Future<br>Area (msf) | Occupancy<br>(%) | Committed<br>Occupancy<br>(%) | WALE on<br>area<br>(years) | In-place Rent<br>(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%            | <b>98.2</b> %                 | 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                       |

Note: As of 31-Mar-25

(1) Market rent of INR 80.3 psf considered for calculating MTM potential (basis valuer estimates)

MINDSPACE

### **Breakup of Lease Expiry Profile**

|                            |                        | FY26                                       |                                |                           | FY27                                |                                |                           | FY28                                |                                |
|----------------------------|------------------------|--|--------------------------------|---------------------------|-------------------------------------|--------------------------------|---------------------------|-------------------------------------|--------------------------------|
| Asset                      | Area Expiring<br>(msf) | % of<br>Gross<br>Contrac<br>ted<br>Rentals | Rent at<br>Expiry<br>(INR psf) | Area<br>Expiring<br>(msf) | % of Gross<br>Contracted<br>Rentals | Rent at<br>Expiry<br>(INR psf) | Area<br>Expiring<br>(msf) | % of Gross<br>Contracted<br>Rentals | Rent at<br>Expiry<br>(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<br>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                       | <b>7.9</b> %                        | 68.1                           |

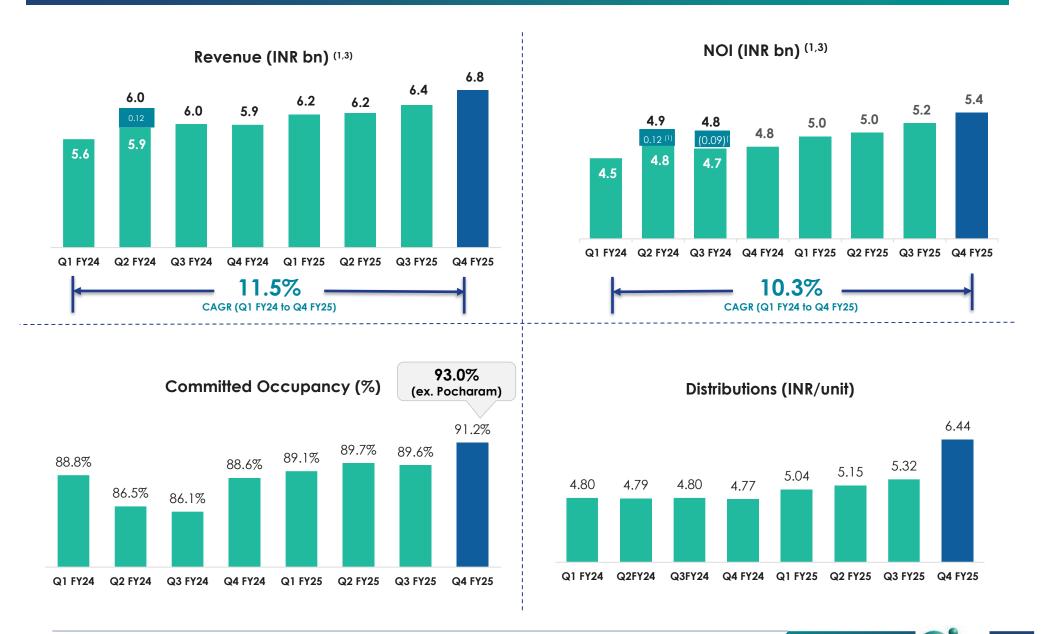
Note: As of 31-Mar-25

1 FY26 expiry includes early renewal 0.1 msf considered in FY25 expiry



### **Key Financial Metrics**

### Delivered consistent growth on key financial metrics



57

MINDSPACE

Note: NOI: Net operating income

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

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

3. Growth % excludes one offs

| 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<br>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          | Wł. Avg.            |        |        | Prin   | cipal Repaym | nent   |                  |          |
|-------------------------------------|----------|----------------|----------|-----------|-------------------|---------------------|--------|--------|--------|--------------|--------|------------------|----------|
| (INR Mn)                            | Floating | Total Facility | Facility | O/S       | Rate<br>(p.a.p.m) | Maturity<br>(Years) | FY26   | FY27   | FY28   | FY29         | FY30   | FY31 &<br>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<br>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%   |

\* Principal outstanding for CP is the value payable on maturity

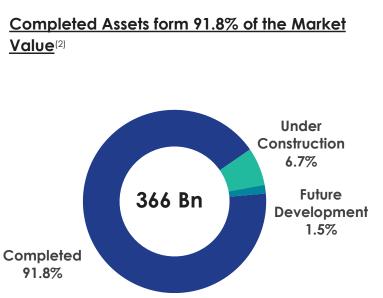
Note: As of 31-Mar-25 MLD – Market Linked Debentures NCD – Non-Convertible Debentures TL – Term Loan

LAP – Loan Against Property \* CP value on maturity

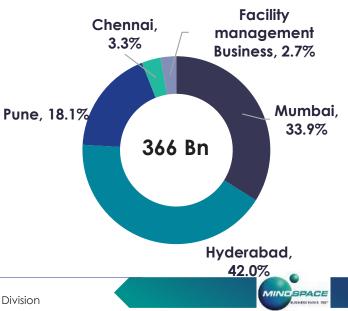


#### Project wise Market Value breakup (1)

| Asset                          | Completed<br>(INR Mn) | U/C & Future Dev.<br>(INR Mn) | Total Value<br>(INR Mn) | % of Total<br>(%) |
|--------------------------------|-----------------------|-------------------------------|-------------------------|-------------------|
| 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%            |



#### Breakup of Market Value basis Geography



60

Note:

- 1. As of 31 Mar 25
- 2. 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            | <u>karan.khanna@ambit.co</u>              |
| 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            | <u>rajiv.berlia@citi.com</u>              |
| 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 | <u>sri.karthik@investec.co.in</u>         |
| Jefferies        | Abhinav Sinha           | abhinav.sinha@jefferies.com               |
| JM Financial     | Sumit Kumar             | <u>sumit.kumar@jmfl.com</u>               |
| 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          | <u>christy_joseph@geojit.com</u>          |



## **Key Definitions**

| Asset SPVs                            | Collectively, Avacado, Gigaplex, Horizonview, Intime, KRIT, KRC Infra, MBPPL, Sustain and Sundew  |
|---------------------------------------|---|
| Committed Occupancy (%)               | <u>Occupied Area + Committed Area</u><br>Completed Area   |
| Committed Area                        | Completed Area which is unoccupied but for which letter of intent/ agreement to lease have been signed  |
| Completed Area                        | Leasable Area for which occupancy certificate has been received; Completed Area comprises Occupied Area, Committed Area and Vacant Area   |
| Future Development Area               | Leasable Area of an asset that is planned for future development, as may be permissible under the relevant rules and regulations, 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 (INR)        | Gross Contracted Rentals is the sum of Base Rentals and fit-out rent invoiced from Occupied Area that is expected to be received from the tenants pursuant to the agreements entered into with them   |
| In-place Rent (psf per month)         | Base Rent ( <u>Base Rentals for the specified period)</u> for a specified month<br>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 (NOI)            | Net Operating Income calculated as Revenue from operations less: direct operating expenses (which includes Maintenance 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  |
| Pre-Leased Area                       | Under Construction Area for which letter of intent / agreement to lease/ lease deed/ leave and license agreement has been entered into with prospective tenants   |
| Portfolio                             | Assets which will be directly or indirectly owned by Mindspace REIT in terms of the REIT Regulations  |
| Re-leasing spread                     | Refers to the change in Base Rent between new and expiring leases, expressed as a percentage  |
| Same Store Committed<br>Occupancy (%) | Represents Committed Occupancy for the Portfolio for areas where occupancy certificate was received on or before 31 Mar 24  |
| Total Leasable Area                   | Total Leasable Area is the sum of Completed Area, Under Construction Area and Future Development Area   |
| Under Construction Area               | Leasable Area where construction is ongoing and / or the occupancy certificate is yet to be obtained  |
| Vacant Area                           | Completed Area which is unoccupied and for which no letter of intent / lease agreement / leave and license agreement has been signed  |
| WALE                                  | Weighted Average Lease Expiry based on area. Calculated assuming tenants exercise all their renewal options post expiry of their initial commitment period  |



# Thank You



