

### Q4 FY25 Investor Presentation

MINDSPACE

BUSINESS PARKS REIT

30<sup>th</sup> April 2025

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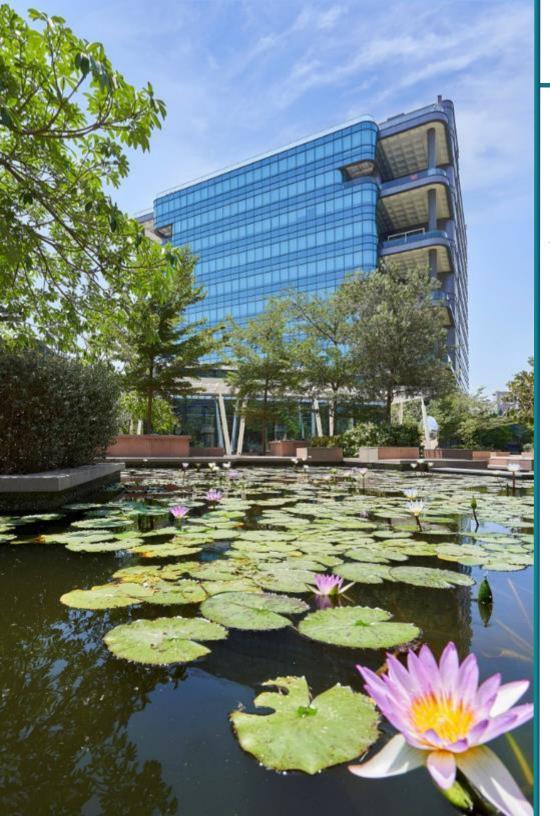
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Note:

- 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**





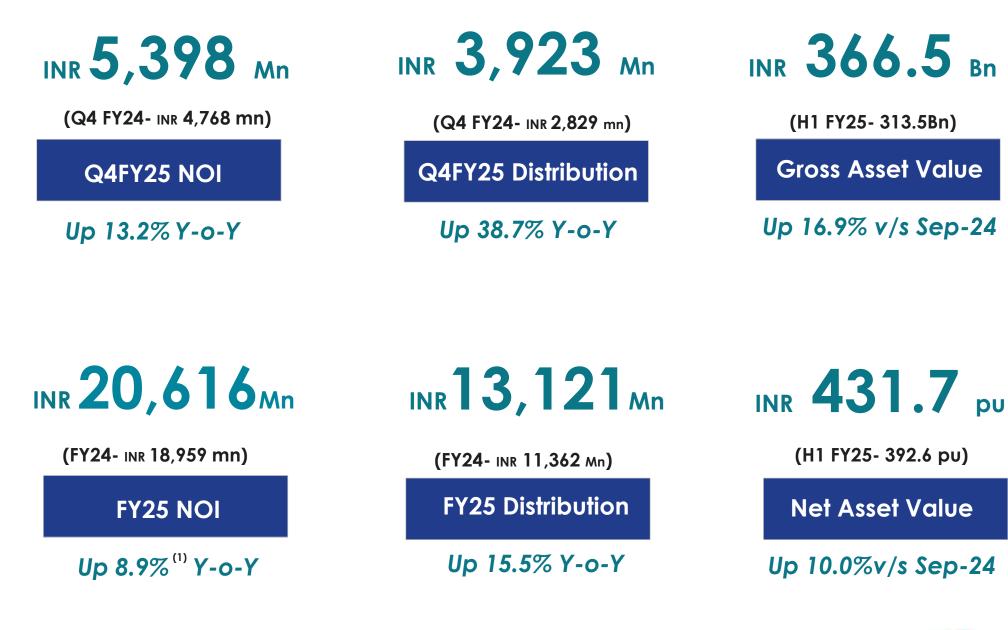


Sequentially up 1.5%

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> psf/Month	INR <b>81</b> 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%** 



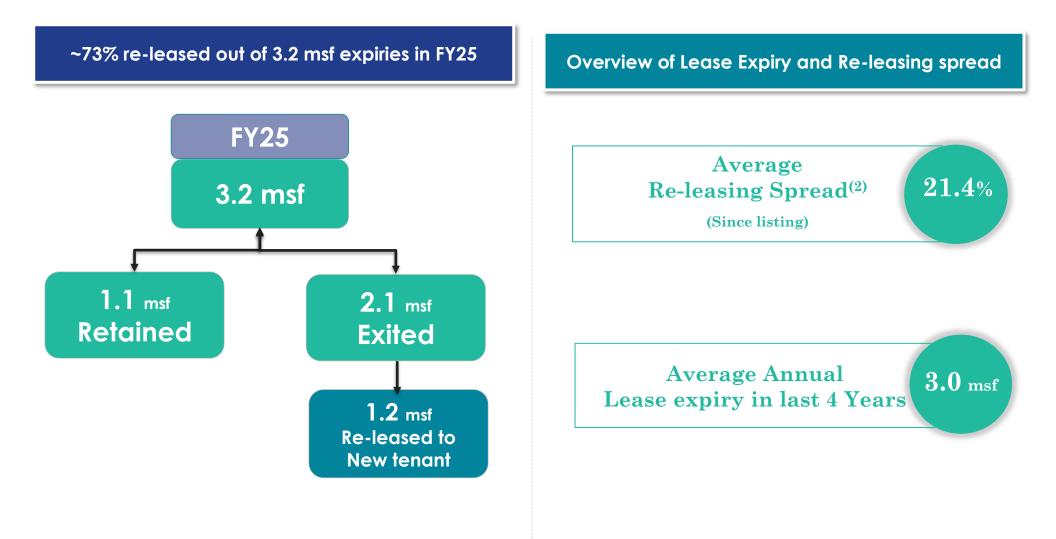
Building 1 in Madhapur Delivery in 2026 Pre-leased to a renowned GCC

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

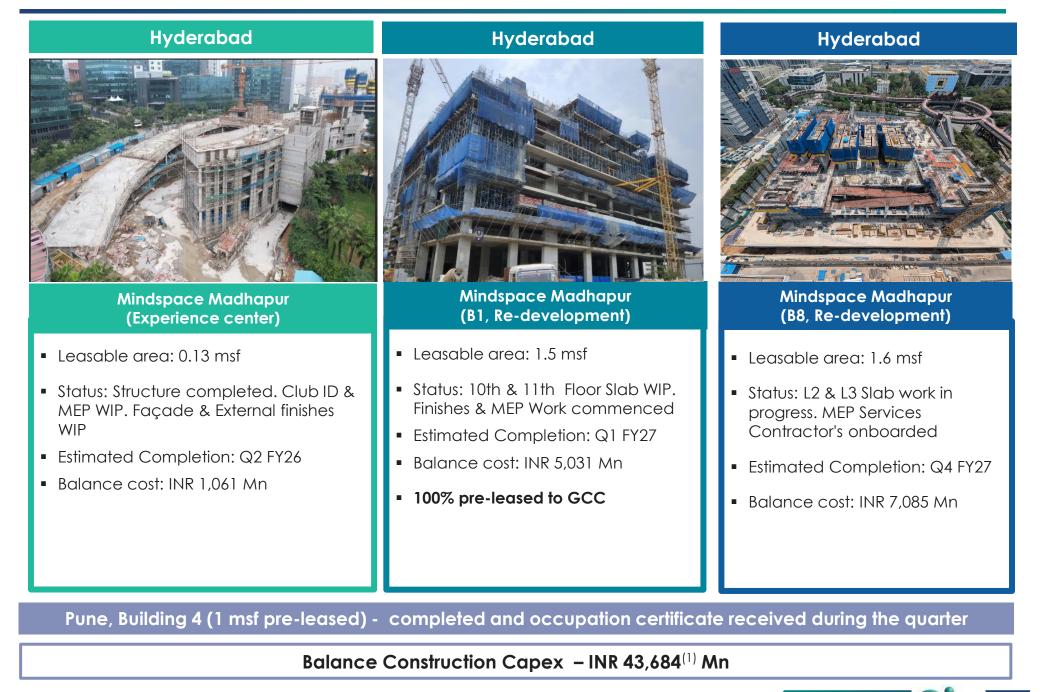
## 02

## **Project Updates**





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



Note: Status is as of 31-Mar-25

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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 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> 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.

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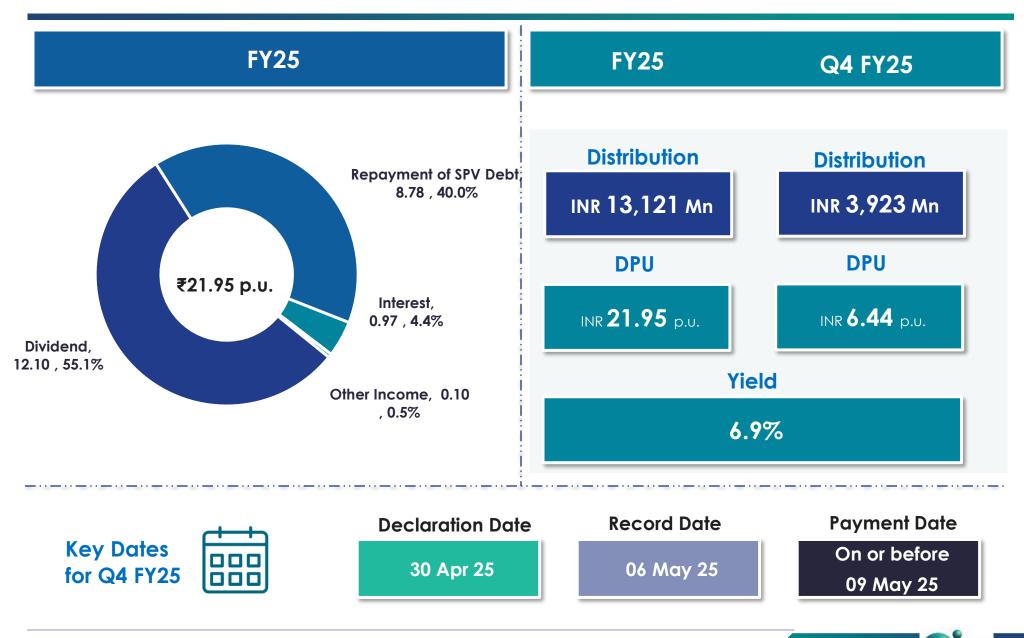
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level Recognised as equity in the SPV Financial Statement and disclosed as part of cash flow from operating activities 5.



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

#### Distribution Overview

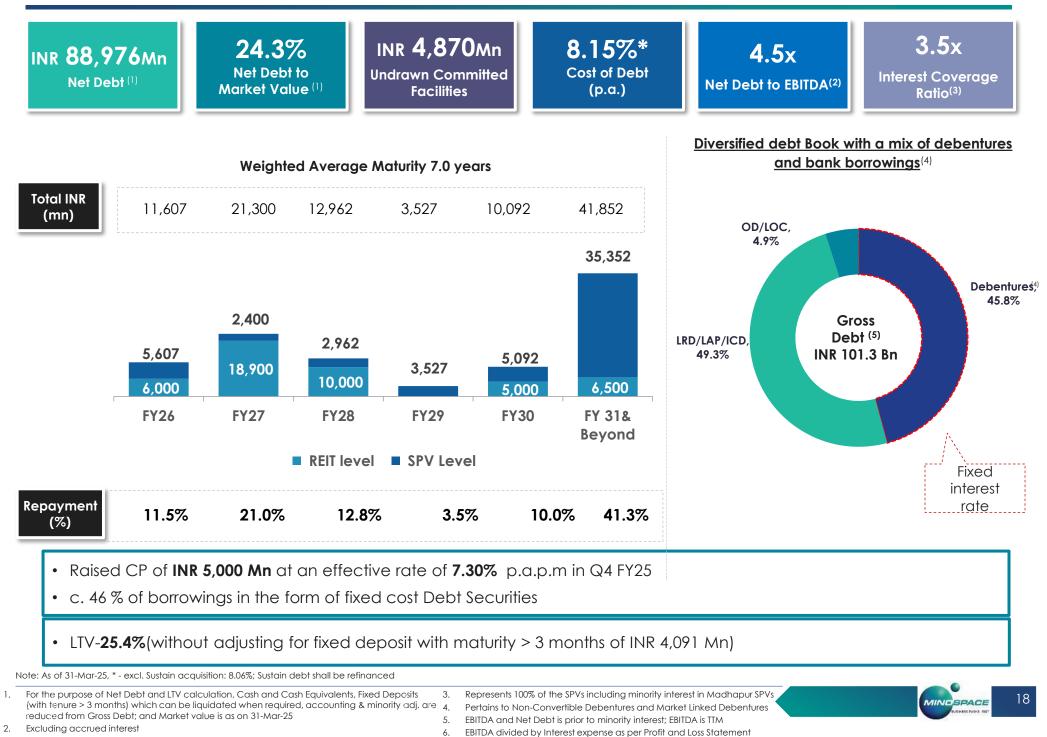


1. Annualised distribution yield basis Q4 FY25 distribution calculated on closing price of INR 375 p.u. as on 31-Mar-25

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



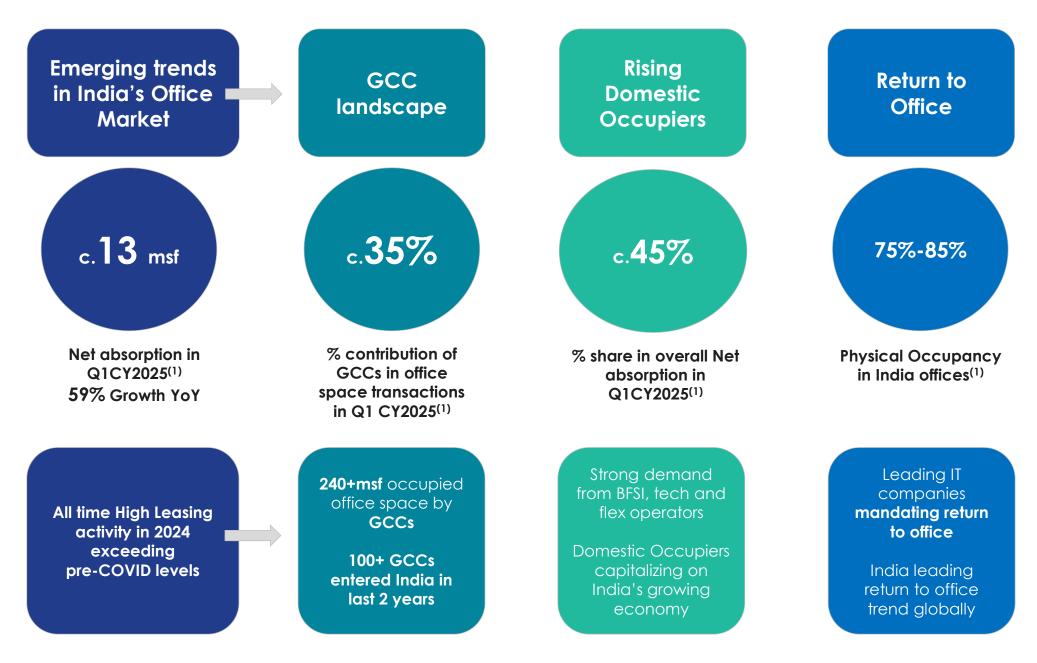
## 04

### **Our Markets**



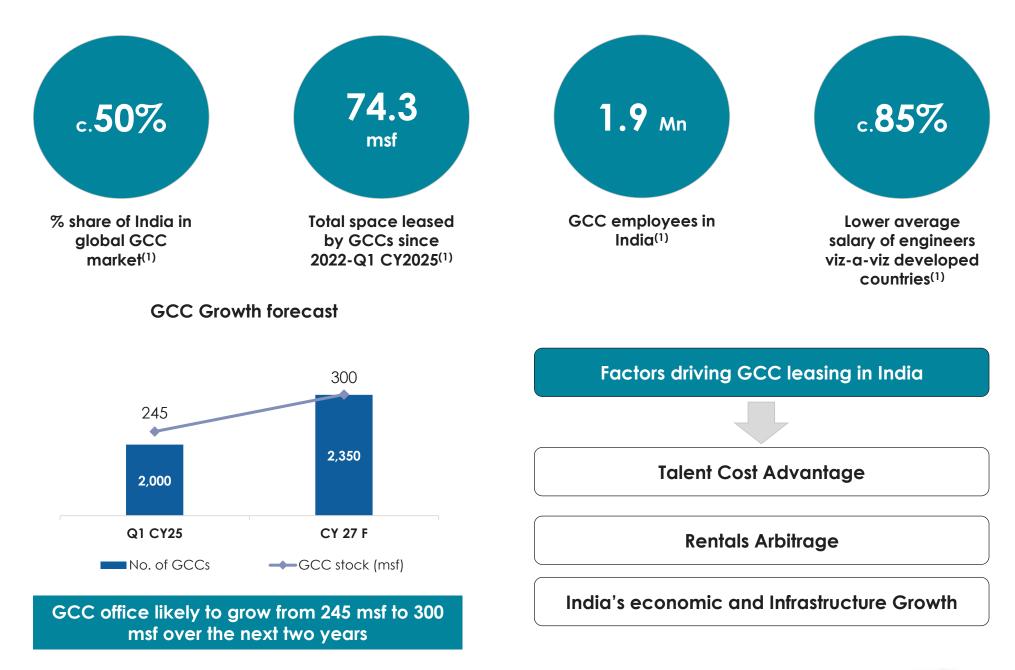


#### Indian Office Sector: Riding the Winds of Favorable Trends



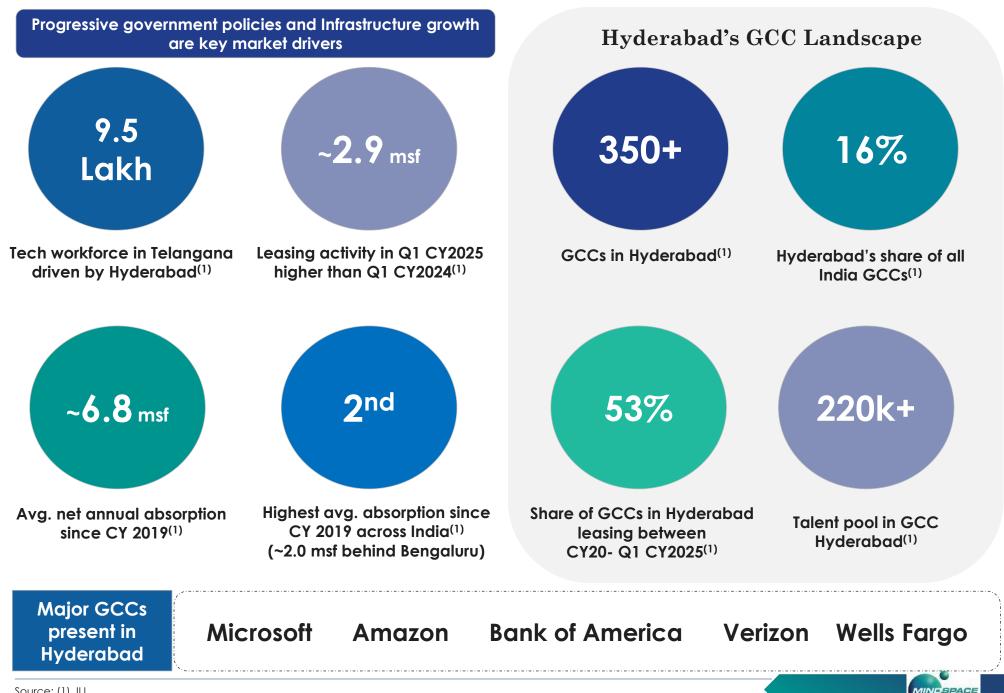


#### GCCs: India a preferred destination





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



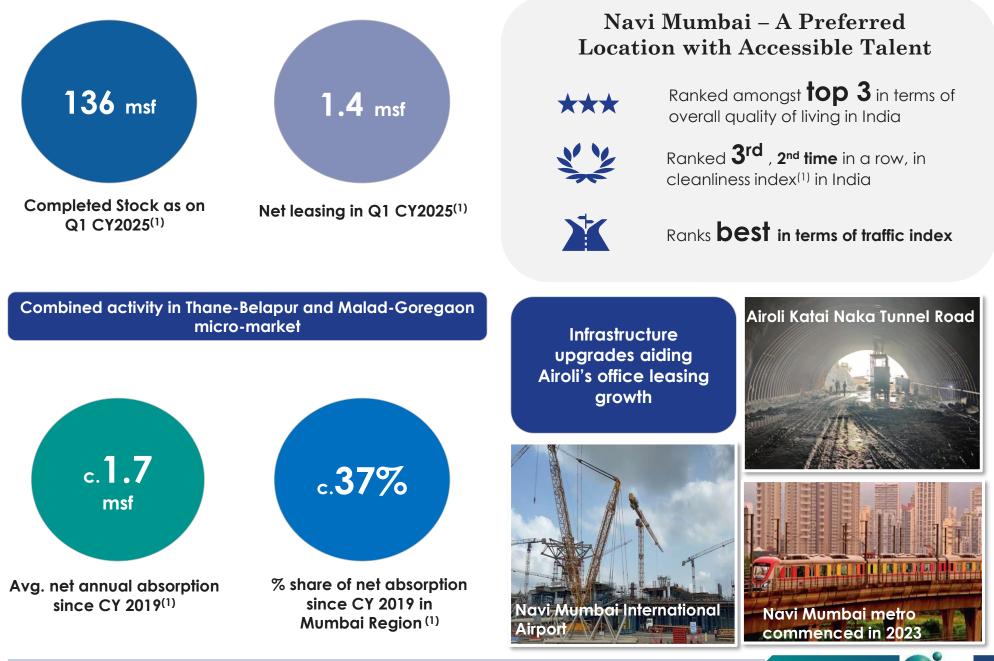
Madhapur as the preferred office market drives highest absorption in Hyderabad





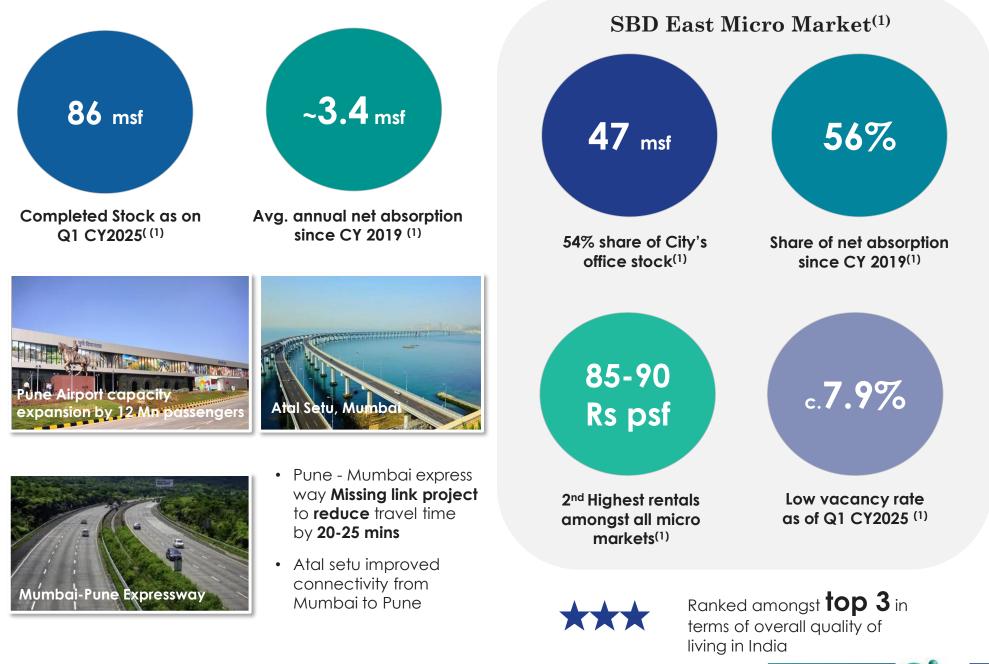


#### Mumbai Region - Infrastructure projects upgrades driving office demand uptick

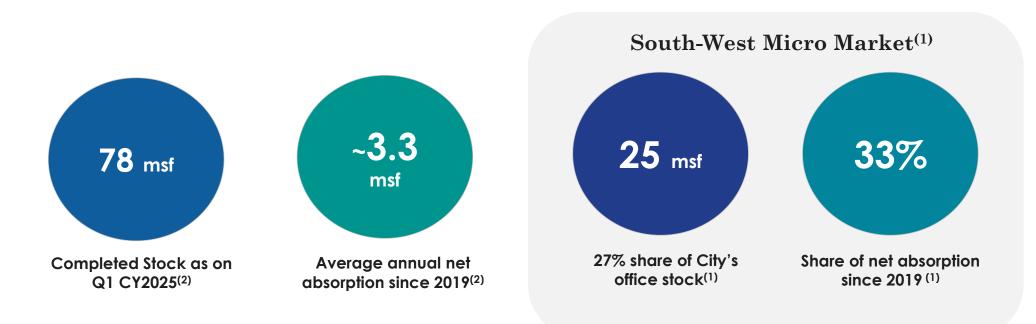




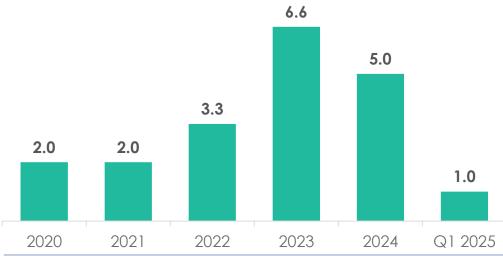
#### **Pune - Thriving Office Market with Excellent Social Infrastructure**







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> erience	Pan India presence	\$	<b>INR 472Bn</b> <sup>(5)</sup> Market Capitalization 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 Partner with Marriott, Accor Group and IHCL <sup>(4)</sup>	4 operational and 3 under- construction	K RAHEJA CORP HOMES	Shoppers Stop

Note: All data as on 31-Mar-25

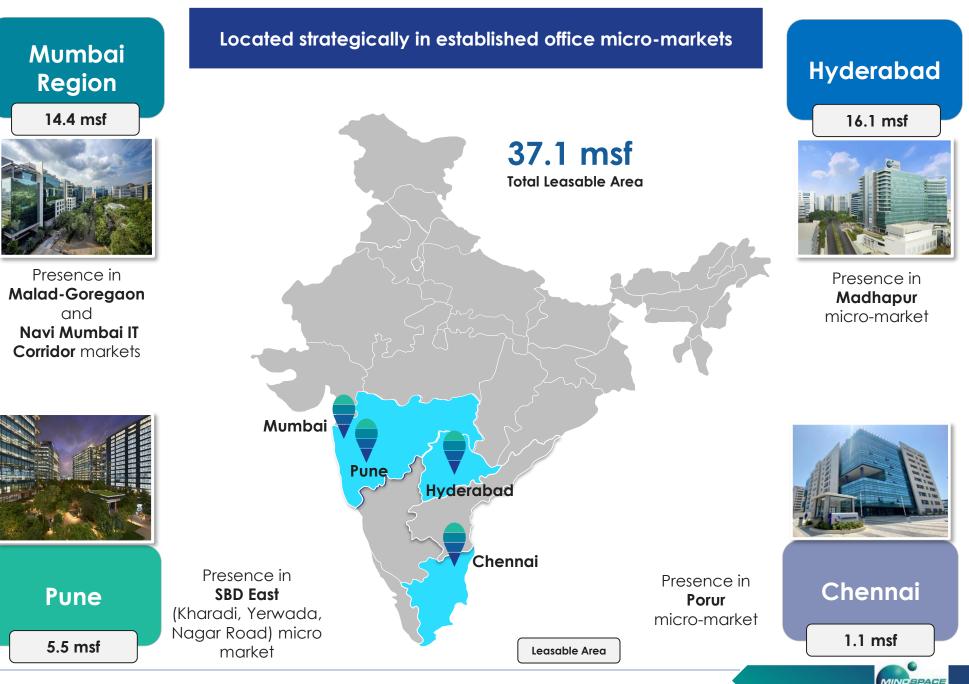
- Includes completed area 34msf; under construction and future development of >16msf; includes; REIT and sponsor's portfolio
   Including joint ownership assets of K Raheja Corp: c. 1,000 keys under development

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

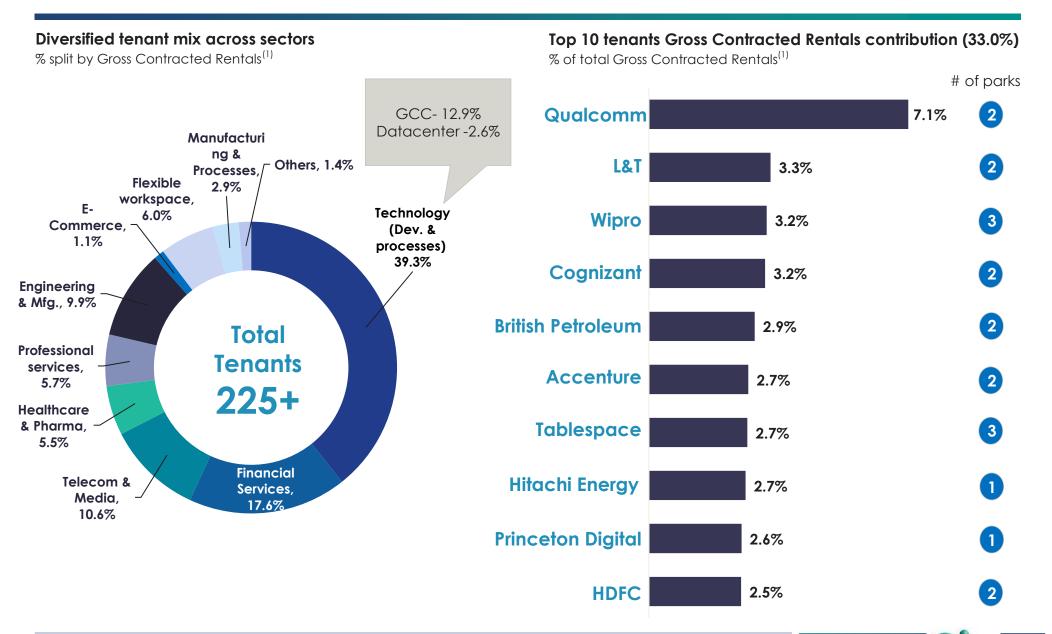
0.1 msf Completed Area

100.0% Committed Occupancy



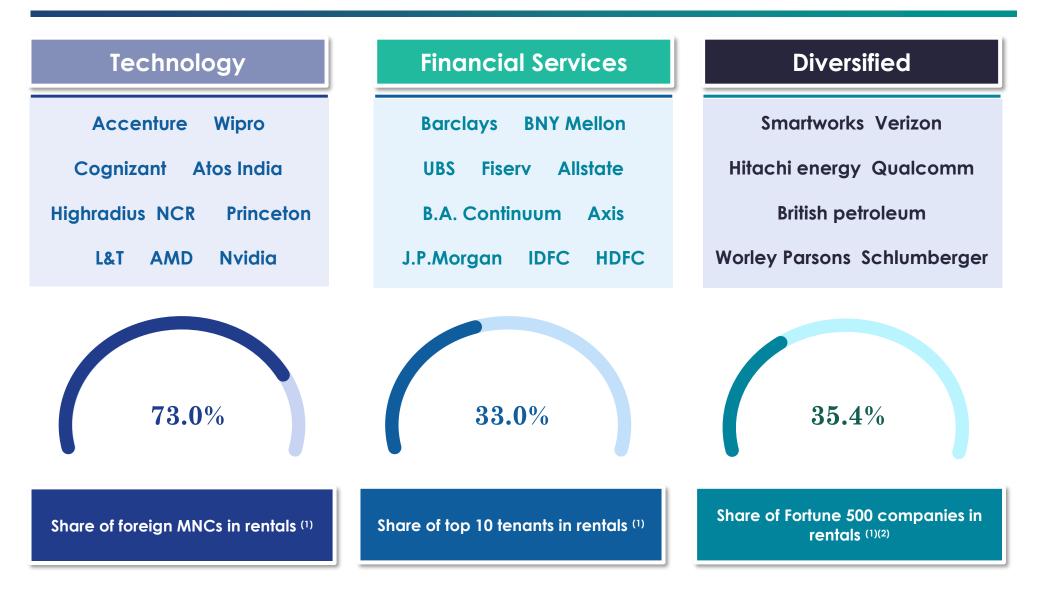
#### **Diversified Portfolio of Marquee Tenants**

#### 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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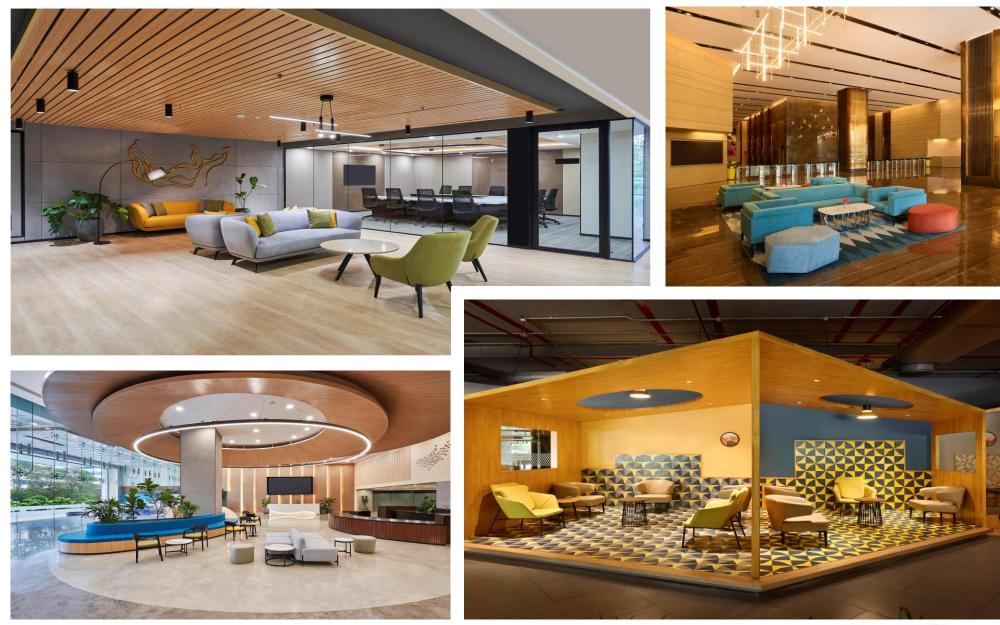
## **Energized Landscape for Business Excellence**





### 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

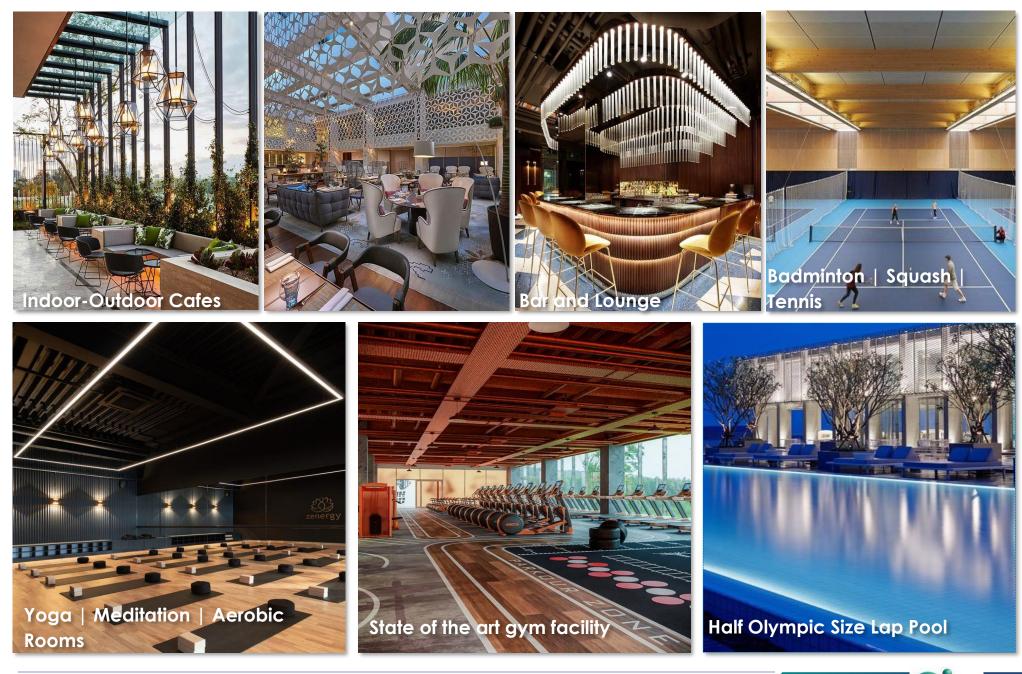
Enhancing the Mindspace offering with a modern club facility with top notch amenities



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

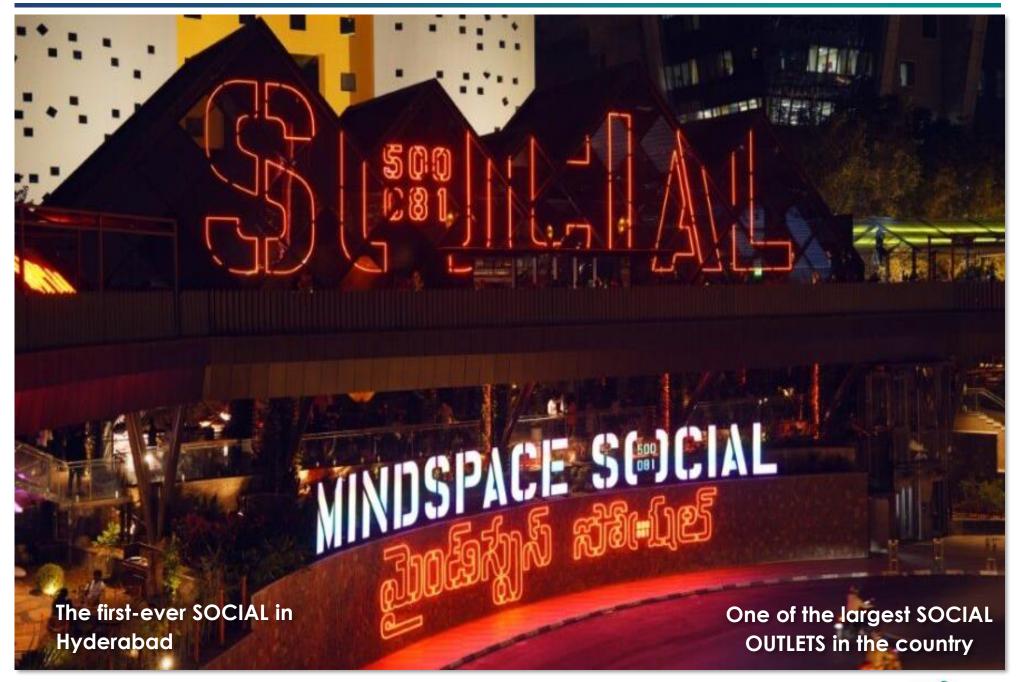


### Curated mix of amenities enhancing work place experience





### 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**

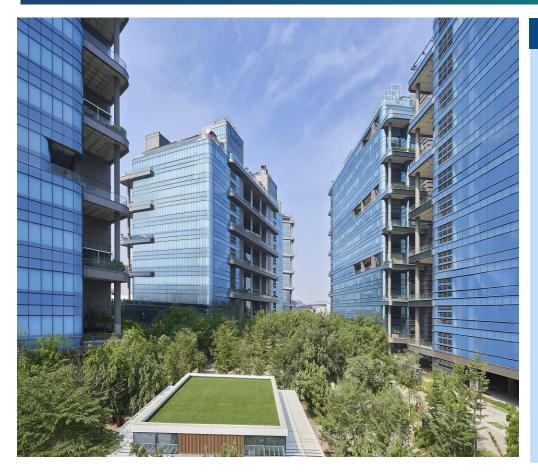
<b>40.2%</b> Renewable energy mix for FY25 <sup>(1)</sup>	Scope 1+2 emission <b>55,295</b> tCO2e (32.2% reduction from FY20 baseline)	
<b>13,43,724</b> к. Water Recycled	<b>23.1%</b> of material sourced using sustainable sourcing	
INR <b>18.5</b> Bn <sup>(2)</sup> of Cumulative Green / Sustainability Linked Financing availed	INR <b>6.5</b> Bn Sustainability linked Bond subscribed by IFC	
28% Women in senior management	<b>55.6%</b> Independent members on the 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 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 Chairman	ependent <b>D D D D D D D D D D</b>
Diversity & Inclusiveness	<ul> <li>Fostering a gender agnostic and equitable work culture</li> <li>Policies fortifying a non-discriminative and transparent environment at the workplace</li> </ul>		nitiatives Inchal Inchat
Robust Policy Framework	<ul> <li>Guided by accountability, fairness and transparency with all stakeholders</li> <li>Protecting Unitholder interests with stringent safeguards in place</li> </ul>	corruption C R Insider Trading	ode of onduct elated Party nsactions

Mindspace REIT: Top-Notch Standards

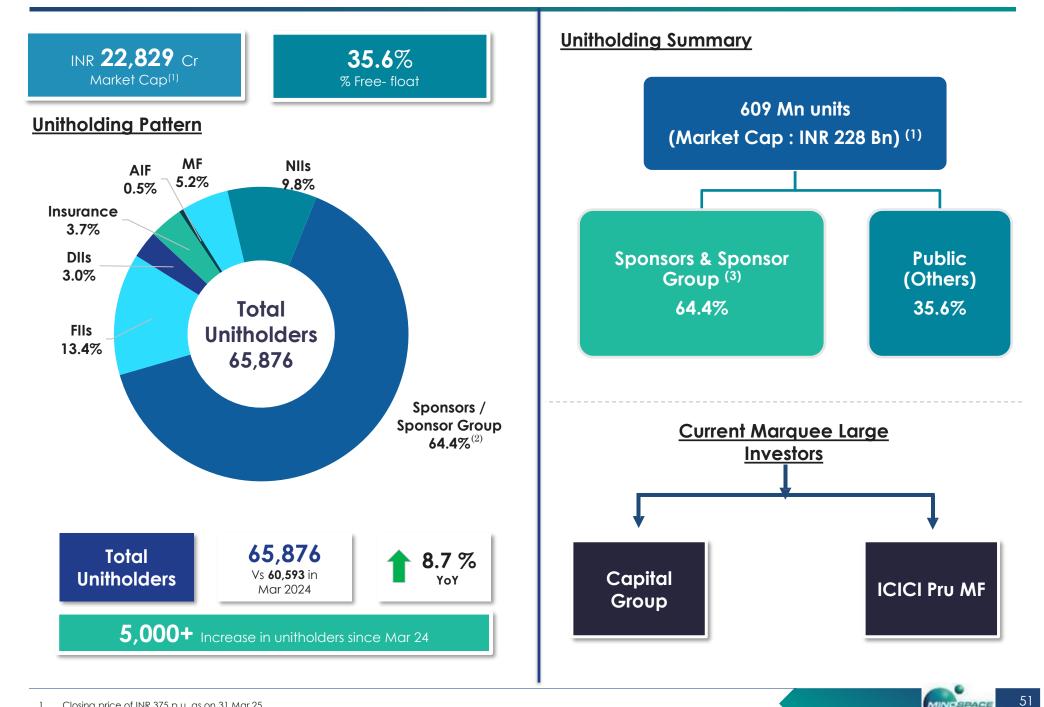
# 80

# 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

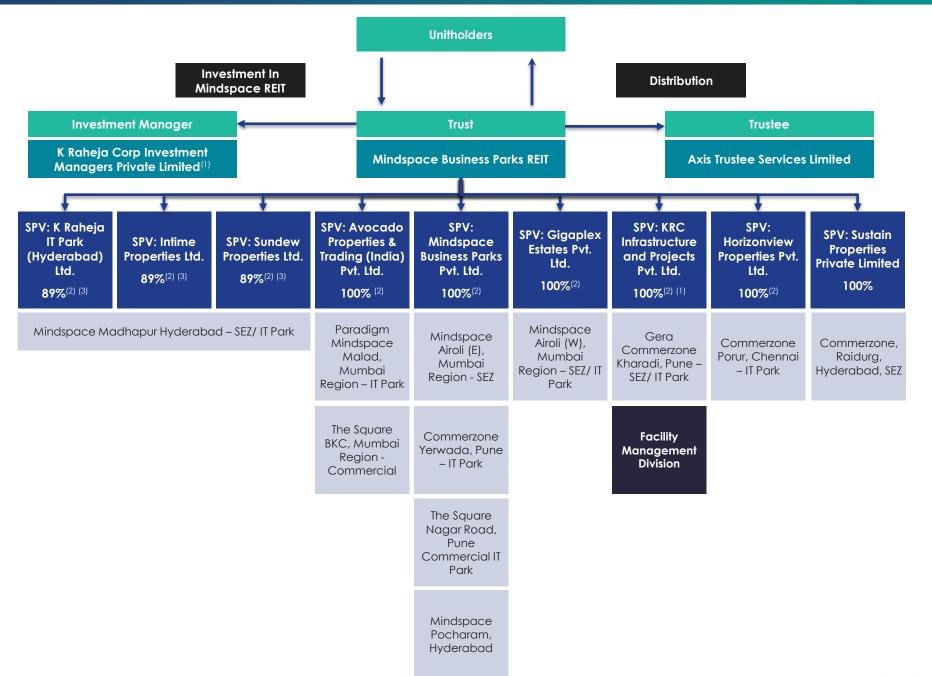
- Rent Commencement from new leases in Madhapur, Airoli and Porur
- Growth in rentals due to 20.9% MTM achieved over 5.6 msf re-leased since Q4 FY24
- Lease Rent Escalations of 8.9% over an area of 3.8 msf<sup>(2)</sup> across the portfolio since Q4 FY24

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 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%	<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)

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### **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	<b>7.9</b> %	68.1

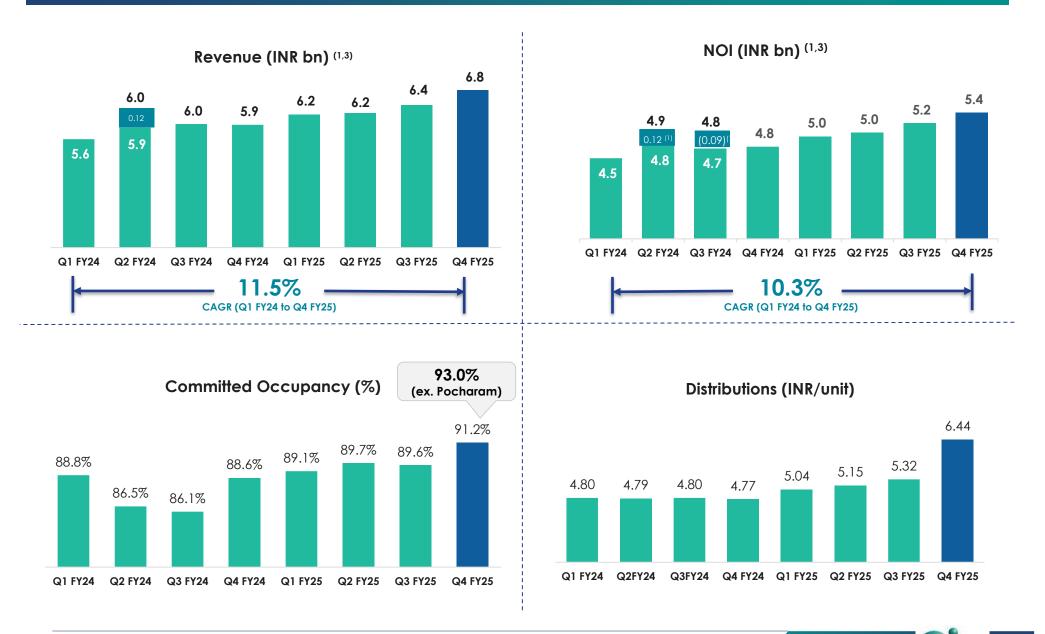
Note: As of 31-Mar-25

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



### **Key Financial Metrics**

### Delivered consistent growth on key financial metrics



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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 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 (p.a.p.m)	Maturity (Years)	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%

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

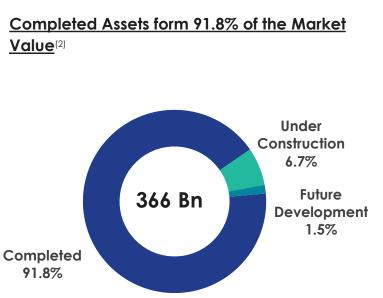
Note: As of 31-Mar-25 MLD – Market Linked Debentures NCD – Non-Convertible Debentures TL – Term Loan

LAP – Loan Against Property \* CP value on maturity

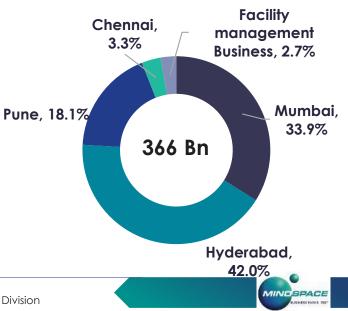


#### Project wise Market Value breakup (1)

Asset	Completed (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%



#### Breakup of Market Value basis Geography



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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> 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 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 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



