

November 24, 2022

To,

The National Stock Exchange of India Ltd.

Exchange Plaza, 5th Floor, Plot No. C/1, G- Block, Bandra Kurla Complex, Bandra (E), Mumbai- 400051. **BSE Limited**

25th Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001

Scrip Symbol "MINDSPACE" (Units)

Scrip Code "543217" (Units) and Scrip Code "960327", "973069", "973070", "973754" and 974075 (Debentures)

<u>Subject</u>: Presentation - Analyst Day & Asset Tours on November 24, 2022, and November 25, 2022, in Airoli and Pune.

Dear Sir/Madam,

In continuation to our announcement dated November 17, 2022, w.r.t the "Buy Side Analyst Meet & Asset Tours" please find enclosed the presentation which shall be used by the management team for the said event

The same is also available on the website of Mindspace Business Parks REIT at the below mentioned link: https://www.mindspacereit.com/investor-relations/calendar#ir

Please take the same on record.

Thanking you,

For and on behalf of K Raheja Corp Investment Managers LLP (acting as the Manager to Mindspace Business Parks REIT)

Authorised Signatory Name: Preeti Chheda

Designation: Chief Financial Officer & Compliance Officer

Place: Mumbai Encl: as above



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Mindspace Business Parks REIT Portfolio Overview

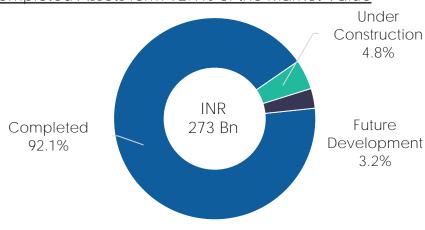
One of the largest Grade-A office portfolios in India

31.9 msf
Total Leasable Area (1)

86.9% Committed Occupancy on 24.9 msf ⁽²⁾

- Sponsored by K Raheja Corp.
- Over 4 decades of experience in developing
 marquee assets and creating new business districts
- o Listed in Aug-20; was oversubscribed ~13x

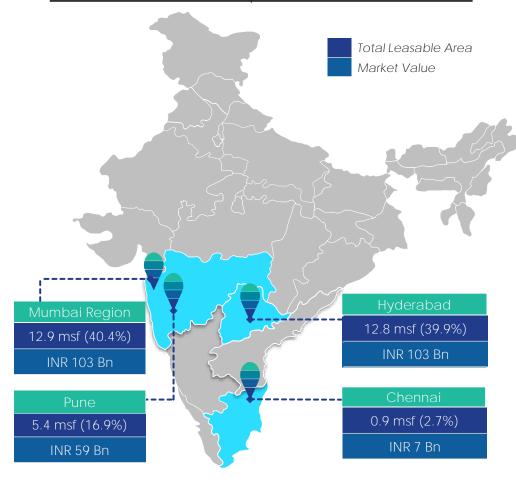
Completed Assets form 92.1% of the Market Value⁽³⁾



INR 21.6 bn
Market capitalization⁽²⁾

INR 8.2 bn NOI in H1FY23

Presence in 4 out of top 6 Indian office markets



^{1.} Comprises 24.9 msf Completed Area, 2.4 msf of Under-Construction area and 4.6 msf Future Development Area

^{2.} As on 30 Sep 2022

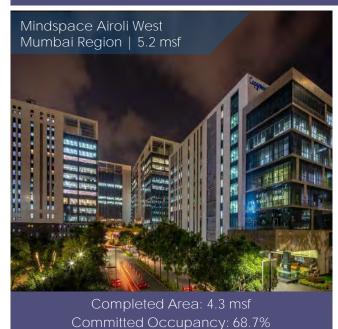
^{3.} Market Value as on 30 Sep 22, Market Value of Mindspace Madhapur is with respect to 89.0% ownership of REIT in respective Asset SPVs

Five Integrated Business Parks





Completed Area: 9.9 msf; Committed Occupancy: 92.2%



Gera Commerzone Kharadi Pune | 2.9 msf (1) Completed Area: 1.5 msf





Completed Area: 1.7 msf Committed Occupancy: 98.4%



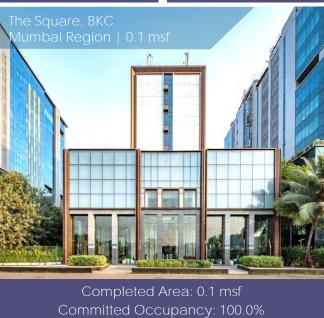
Five Quality Independent Office Assets

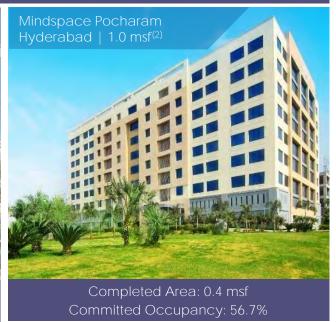




Completed Area: 0.7 msf; Committed Occupancy: 94.9%







Note: Above areas include Under-Construction Area and Future Development Area

- Total Leasable Area for these assets comprises only Asset SPVs' share of the area
- 2. Received OC for Building 9 (0.2 msf) in Oct 22

Proven Track Record of Value Creation

Foresight to go to new areas and develop business districts which have grown to become major commercial hubs

Mindspace Malad, Mumbai Region

Mindspace Airoli East, Mumbai Region









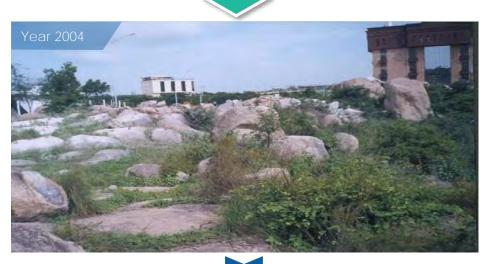
One of the first to set-up commercial real estate in Malad and Eastern quadrant of Mumbai Region

Pioneers in Creating Integrated Business Districts

Land which was once enveloped with boulders and rocks was successfully converted into one of the largest and most preferred business district of Hyderabad

Mindspace Madhapur, Hyderabad

Gera Commerzone Kharadi, Pune









Today, Mindspace Madhapur is a success story and a case study for the industry employing over 100,000 people and housing top multinational companies

Value Maximization via. Redevelopment and New Asset Classes

Redevelopment of old buildings



Area

0.39 msf⁽¹⁾

Redevelopment

Leasable Area

1.31 msf⁽¹⁾



Venturing into new verticals like Data Centers



Key Terms of Data Centre Deal (2)

Estimated Leasable Area

• c.6,30,220 sf (Total for 2 buildings)

Key Terms

- Starting Rent: ~70 psf pm
- Tenure 40 years (20+10+10 years)
- Lock-in 15 years

Estimated Accretion

• INR 1.24 Bn / INR 2.1 p.u.⁽³⁾

Repurposing assets



Average performing mall, converted into a prime office asset without demolition and now earns higher rentals



Robust Development Pipeline in Each of Our Micro-market

~1.3 msf addition to the portfolio in FY23 underway; ~45% space Pre-committed

Historical development and expansion potential of our Portfolio 5.5 msf area added 3.3 0.9 0.7 0.6 FY20 FY21 FY22 H1 FY23 Area Completion (msf) 5.7 ⁽²⁾ 1.3

Under Construction Status:









In addition, we have Highstreet (0.05 msf) and Experience Center (0.06 msf) under construction in Mindspace Airoli (East) and Mindspace Madhapur respectively

Note: As of 30 Sep 22

FY23E

FY24 & beyond

^{1.} Received partial OC for 0.9 msf (11 Floors) at B9 – Airoli W & 0.2 msf (4 Floors) at B5 – Commerzone Kharadi

^{2.} Mindspace Airoli East has aggregate development potential of 2.1 msf, Mindspace REIT has currently formulated development plans for 0.9 msf (including high street)

ROFO Assets to Add Further Scale And Growth

Strong pipeline spread across Mumbai Region, Chennai and Hyderabad

3 currently identified assets

8.6 msf total potential

3.5 msf by FY23

10 year ROFO term⁽³⁾ Hyderabad | 1.8 msf Commerzone Raidurg

Status:

- 1.8 msf pre-leased ⁽¹⁾
- Tenant has started fit-out work in the premises
- OC received





Chennai | 1.8 msf Commerzone Pallikaranai

Status:

- 0.7 msf pre-leased (1)
- Tower 2: Façade WIP
- Expected completion:
 Block 1 Yet to
 commence
 Block 2 Q3 FY23





Mumbai Region | 5.0 msf Mindspace Juinagar

Status:

- 0.5 msf pre-leased
- Completed: 1.0 msf⁽²⁾
- Future Development: 4.0 msf







Growth Trajectory Since Listing

Cumulatively distributed INR 22 bn since listing, with more than 90% being tax-free

 $10.2 \, \text{msf}$

Gross Leasing⁽¹⁾ (Incl. hard option of 52 ksf) 25.9 %

Re-leasing Spread on 6.4 msf ⁽²⁾

 $2.1 \, \mathrm{msf}$

Delivered New Developments INR 273 Bn

Market Value as on 30 Sep 22⁽³⁾

INR 37.5 p.u.

Total distribution till date⁽⁴⁾

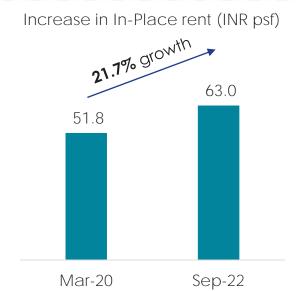
19.4 %

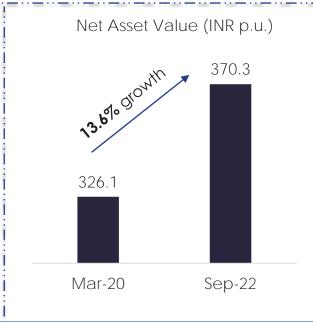
Annualized returns since listing⁽⁴⁾

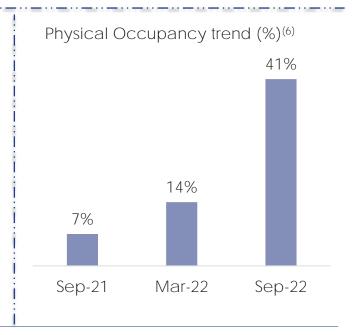
16.8 %

Loan to Market Value⁽³⁾⁽⁵⁾ 7.3 % p.a.

Weighted Average Cost of Debt as on 30 Sep 22⁽²⁾







Note: All operating numbers pertains to FY21, FY22 & H1 FY23

3. Market value as of 30 Sep 22; Market Value of Mindspace Madhapur is with

respect to 89.0% ownership of REIT in respective Asset SPVs Includes distribution for Q2 FY23

For the purpose of LTV calculation, Net Debt is considered post accounting & minority adjustment

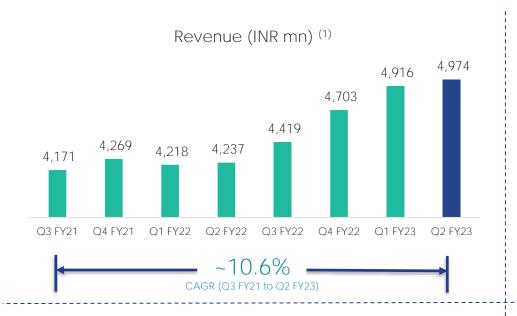
Average monthly figures relative to regular occupancy prior to pandemic

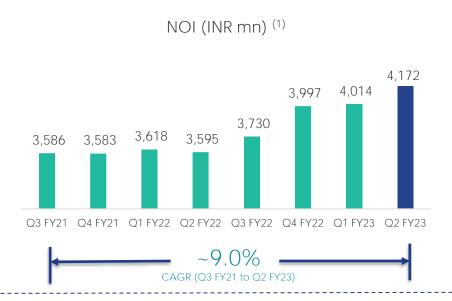
 ⁴²⁸ ksf of hard-option rights have expired/area surrendered (under-construction 4. building) of which 150 ksf has already been released in Q2 (part of gross leasing) 5.

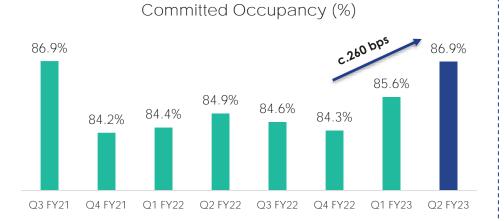
^{2.} Includes releasing and vacant area leasing

Key Financial Metrics

Delivered consistent growth on key financial metrics



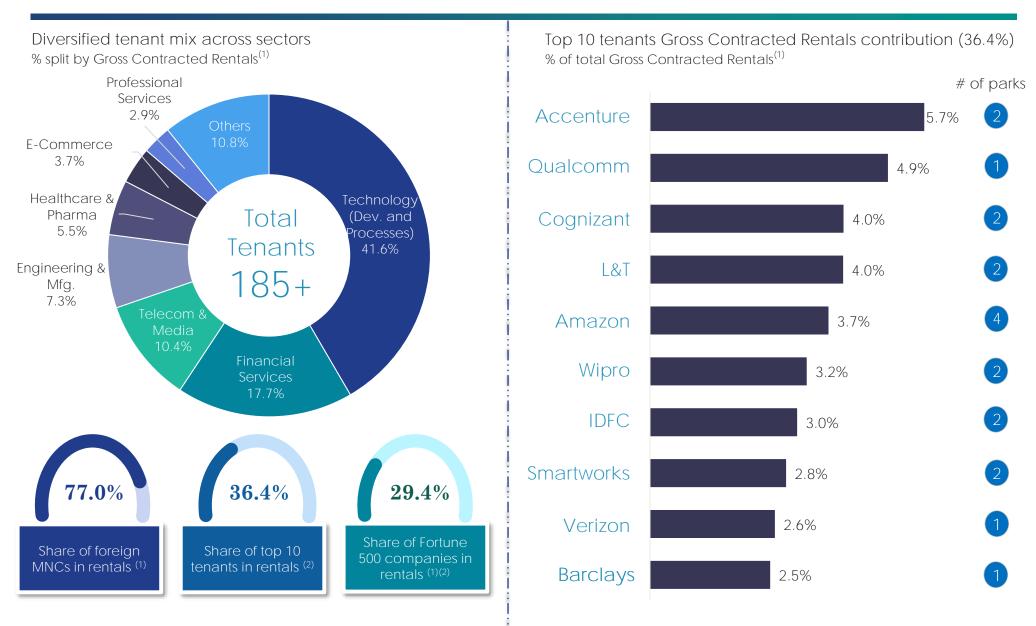






Diversified Portfolio of Marquee Tenants

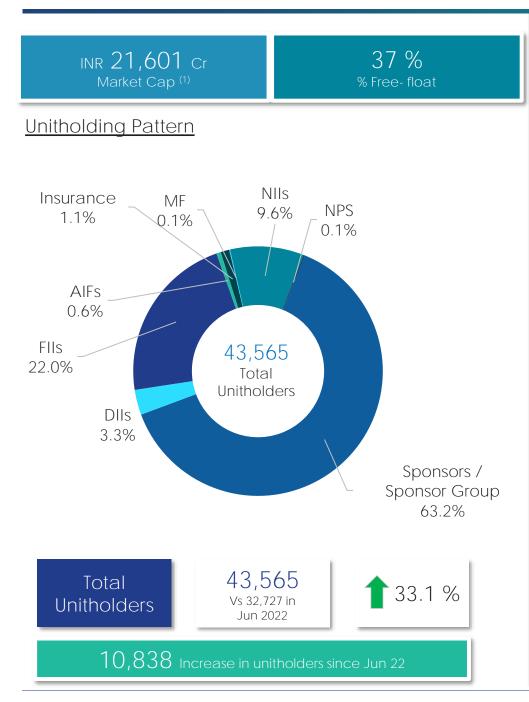
Reduced concentration risk with top 10 tenants contributing 36.4% (Sep 22) vs. 37.2% (Sep 21)

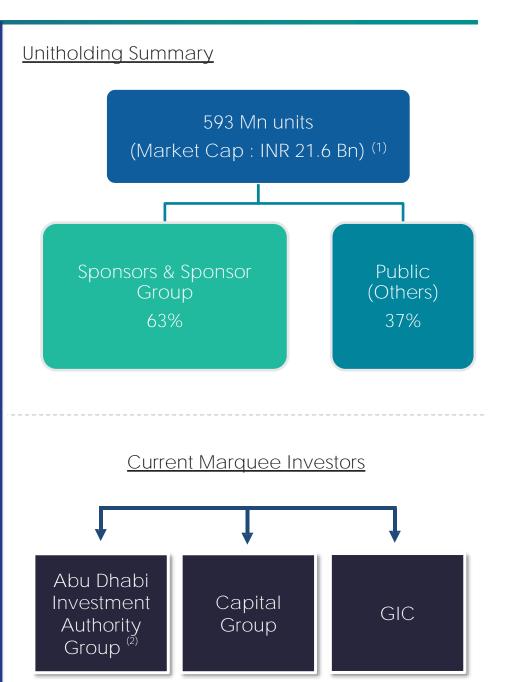


^{1.} Basis Gross Contracted Rentals as on 30 Sep 22

^{2.} Fortune 500 Global List of 2021

Unitholding Pattern as on 30 Sep 2022





^{1.} Closing price of INR 364 p.u. as on 30 Sep 22

^{2.} Part of Platinum Illumination Trust

Beyond Business Operations, Towards Long-term Value

Commitment to Ecological balance, health & safety





- Development 94/100 (5/5 stars)
- Standing Investment 81/100 (4/5 stars)
- Ranked 4th within Office in Asia on Development Benchmark



- · 7 Sword of Horiour across / parks
- Five Star rating
- COVID 19 Assurance Statement



90% (22.3 msf) of completed portfolio is rated LEED/IGBC Gold/Platinum

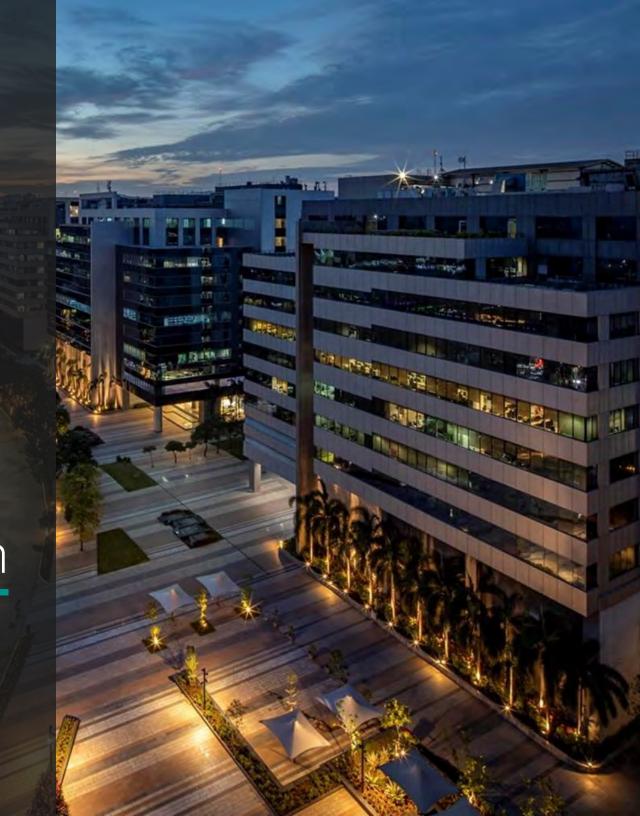






Asset
Overview
Mumbai Region





Mumbai Region - Infrastructure Upgrade to Drive Demand Uptick

Mindspace REIT's Parks - "New age district" for the rapidly growing IT/ITeS services, housing the leading IT and fintech companies

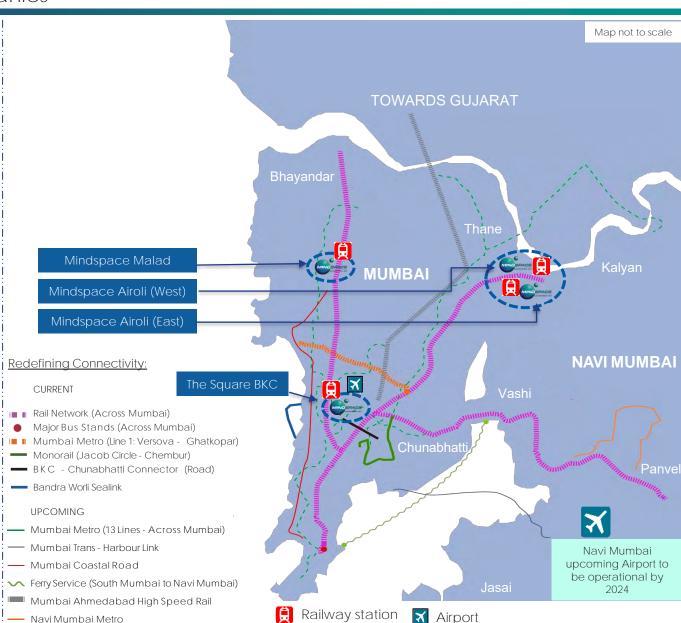
Presence in the region - 12.9 msf Completed area - 9.9 msf

With population of >18 MM, city getting equipped with robust public transport infrastructure

Presence at locations which have superior connectivity on account of existing infrastructure

Upcoming infrastructure to support seamless last mile connectivity across region with reduced travel time

Supportive and futuristic policies to drive commercial & residential developments across eastern quadrant

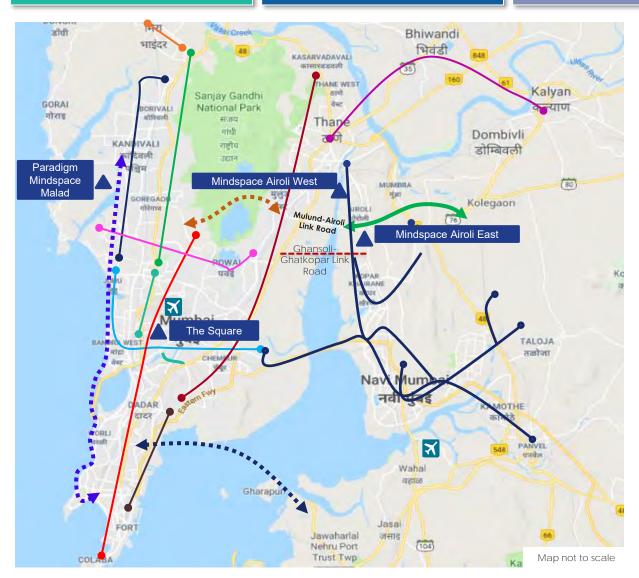


Thane Belapur Belt - Poised to Become the Technology Hub of Mumbai Region

Over ~300,000+⁽¹⁾⁽²⁾ Direct Jobs Created Along Thane Belapur Corridor

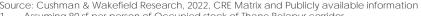
Current operational office space of c.28 msf⁽²⁾

Preferred location for Tech/BFSI occupiers because of its proximity to the large residential catchment Affordable rentals coupled with ease of access enhance attractiveness of the micro market



LEGEND

- Mindspace Properties
- Metro Line 2A
- Metro Line 2B
- Metro Line 3
- Metro Line 4
- Metro Line 5
- Metro Line 6
- Metro Line 7
- Metro Line 8
- Metro Line 9
- Metro Line 10
- ◆ Mumbai Trans Harbour Link
- Mumbai Coastal Project Road
- ←···► Goregaon-Mulund Link Road
- BKC to Chunnabhatti Flyover
- Navi Mumbai International Airport
- Navi Mumbai Metro Corridor
- → Airoli-Katai Naka Freeway
 - --- Ghansoli-Ghatkopar Link Road



1. Assuming 80 sf per person of Occupied stock of Thane Belapur corridor

Current Infra Development Integrating Entire Mumbai Region

Multiple infrastructure projects under implementation to enhance seamless integration



Suburban-Across 390 kms; 8 MM passengers daily Total 235 kms of metro rail estimated to be operational in phases by 2024





Capacity of handling 50 MM passengers

Proposed developments over the next 5 years

Capacity of handling 60 MM passengers p.a.; expected to complete by 2024





Improved connectivity through Bandra-Worli link and Eastern Freeway 51 kms of freeways connecting ends of Mumbai region



12 kms of elevated road including tunnel; expected to complete by 2024



Mindspace Airoli West, Mumbai Region – Asset Overview





Project Details

Project land area c.50.0 acres

c.5.2 msf

Committed Occupancy

Total Leasable Area (1)

68.7%

In-place Rent

INR 57.6 psf

Mark to Market Opportunity

20.5%

Market Value(2)

INR 43 Bn

Focus On Sustainability and Safety



7
Green
Buildings

4.5⁽³⁾
msf

Received awards / certification:

'Sword of Honour'

Five Star rating COVID 19 Assurance Statement



Key Tenants

Accenture, Worley Parsons, Here Solution, UBS, Axis, IDFC, Alight, GEP, Tablespace & DOW

^{1.} Includes 4.3 msf completed area, 0.6 msf Under Construction Area and 0.3 msf Future development

[.] Value as estimated by Independent Valuer as of 30 Sep 22

^{3.} Includes under construction building B9

Mindspace Airoli West, Mumbai Region - Project Layout



Key Updates

Proposed DESH policy expected to revive demand for SEZ Assets

De-notified Building 9 has seer strong occupier interest

Demand trends highlight inherent attractiveness of the micro market

Applied SEZ denotification for Building 5

Mindspace Airoli East, Mumbai Region – Asset Overview





Project Details

Project land area c.50.1 acres

Total Leasable Area (1) c.6.8 msf

Committed Occupancy 88.2%

In-place Rent INR 54.4 psf

Mark to Market Opportunity 10.9%

Market Value⁽²⁾ INR 46 Bn

Focus On Sustainability and Safety





Received awards / certification:

'Sword of Honour'

Five Star rating COVID 19 Assurance Statement



Key Tenants

Accenture, L&T, Wipro, Cognizant, Citius, Syntel, eclerx, Gebbs, Inventurus, DST Worldwide

[.] Includes 4.7 msf completed area, 0.05 msf Under Construction Area and 2.0 msf Future development

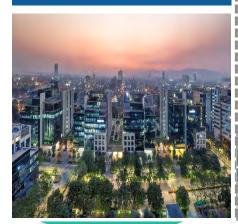
^{2.} Value as estimated by Independent Valuer as of 30 Sep 22

Mindspace Airoli East, Mumbai Region - Project Layout

Airoli in 2005



Mindspace Airoli East today A Business Destination



Future Development Residential Catchment Highstreet Thane - Belapur Thane - Belapur Road Road Exit Gate Airoli Railway Highstreet from Main road to the park Station

Mindspace Airoli (East) is the largest business park in the Mumbai Region

Re-energising the Park with Building and Infra Upgrades









Utilising Covid-19 downtime efficiently to create a "WOW" factor

Matching world-class standards, while enhancing the biodiversity within the park









Addition of Highstreet to Augment the Park's Eco system









Pune - Thriving Office Market with Excellent Social Infrastructure

Favorable demographics and social infrastructure led office market growth

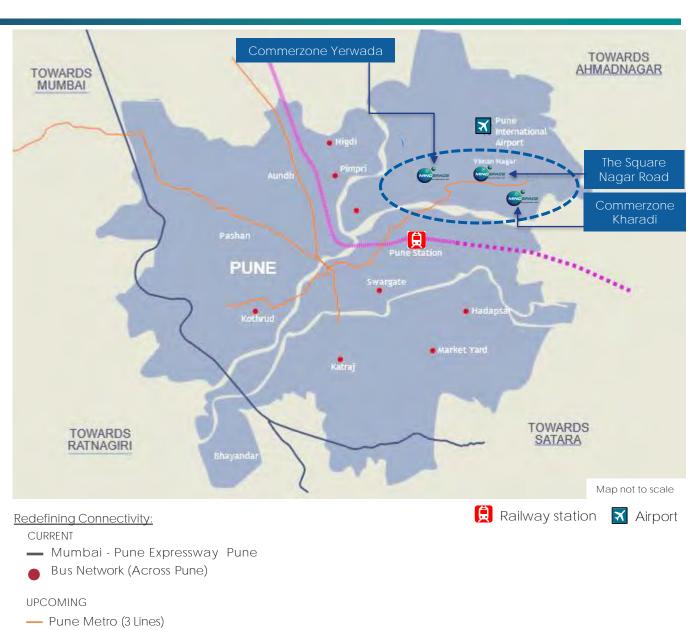
Presence in the region – 5.4 msf Completed area – 3.9 msf

SBD East largest micro market in Pune with ~34 msf of Grade A office space

East Pune has emerged as a prefered micro market for tenants providing IT/ITeS, fintech and high value-added services

Preferred location with robust social infrastructure & affordable quality residential

With existing presence & planned supply in east Pune, our parks are well positioned to capture demand



Commerzone Yerwada, Pune – Asset Overview





Project Details

Project land area c.25.7 acres

Total Leasable Area (1) c.1.7 msf

Committed Occupancy 98.4%

In-place Rent INR 65.6 psf

Mark to Market Opportunity 22.4%

Market Value⁽²⁾ INR 20 Bn

Focus On Sustainability and Safety





Received awards / certification:

'Sword of Honour'

Five Star rating COVID 19 Assurance Statement



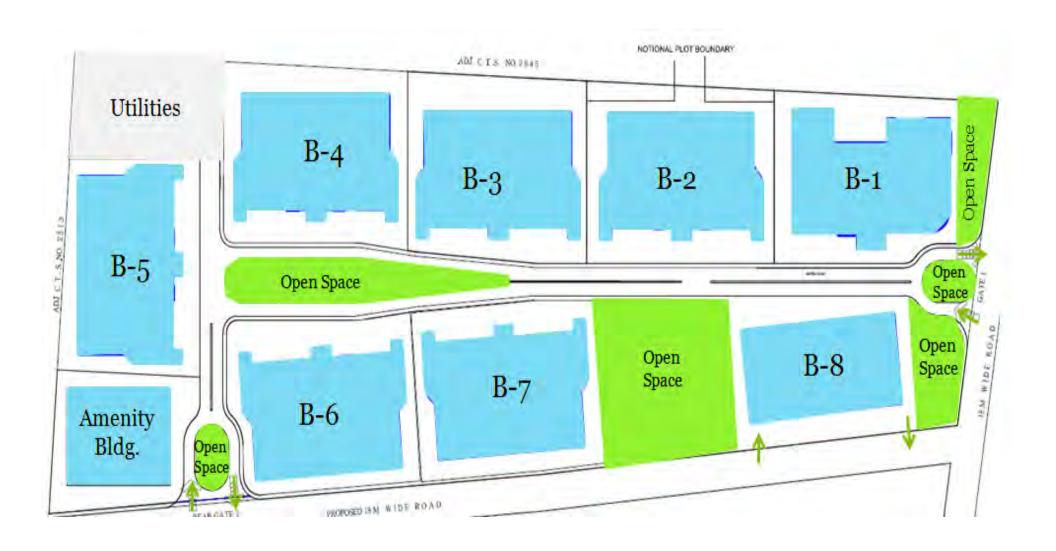
Key Tenants

Schlumberger, Nvidia, UBS, BNY Mellon, TCS, TIBCO, AEGIS Ltd, Workday, Eduspark and KPMG

^{1.} Includes 1.7 msf completed area

^{2.} Value as estimated by Independent Valuer as of 30 Sep 22

Commerzone Yerwada, Pune - Project Layout



Aesthetically designed buildings integrated with open spaces and Landscape gardens

Gera Commerzone Kharadi, Pune – Asset Overview





Project Details

Project land area

c.25.8 acres

Total Leasable Area (1)

c.2.9 msf

Committed Occupancy

100%

In-place Rent

INR 72.5 psf

Mark to Market Opportunity

8.0%

Market Value⁽²⁾

INR 24 Bn

Focus On Sustainability and Safety



4 Green Buildings⁽³⁾ 2.9 Msf ⁽³⁾

Received awards / certification:

'Sword of Honour'

Five Star rating COVID 19 Assurance Statement



Key Tenants

Barclays, Allstate, British Petroleum, Amazon, UPS, Mindcrest, Maveric & DISYS

- 1. Includes 1.5 msf completed area, 1.5 msf Under Construction Area
- 2. Value as estimated by Independent Valuer as of 30 Sep 22
- 3. Includes 2 pre-certified buildings

Gera Commerzone Kharadi, Pune - Project Layout



Mindspace REIT's Share – Building 3, 4, 5 & 6

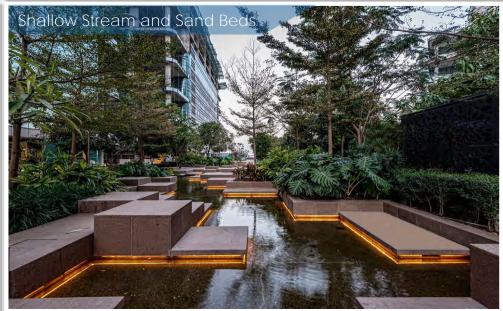
Commerzone Kharadi, Pune – Recreating Workspaces using Biophilic Design

Reconnecting millennial professionals with nature









The Square Nagar Road, Pune - Asset Overview





Project Details

Project land area c.10.1 acres

Total Leasable Area (1) c.0.8 msf

Committed Occupancy 100%

In-place Rent INR 71.1 psf

Mark to Market Opportunity 15.0%

Market Value (2) INR 9 Bn

Focus On Sustainability and Safety





Received awards / certification:

'Sword of Honour'

Five Star rating COVID 19 Assurance Statement



Key Tenants

Fiserv, ADP & Amazon

^{1.} Includes 0.7 msf completed area, 0.1 msf Under Construction Area and Developmental Potential

^{2.} Value as estimated by Independent Valuer as of 30 Sep 22



ESG Framework: Our Approach towards Building a Sustainable Ecosystem

Our Purpose

Building a sustainable ecosystem

Strategic Pillars and Key Focus Areas

Resource Conservation and Efficiency

Employee and Community Relations

Responsible Business Conduct



- Carbon Neutral Operations
- Futuristic Buildings



- Human Capital Development
- Community and Tenant Relationships
- Health and Safety



- Human Rights & Ethical Conduct
- Responsible Sourcing & Supplier Engagement
- Responsible Portfolio

Supported by Robust Governance

Governance Structure

Cross-functional ESG committee responsible for identifying, finalizing and monitoring ESG roadmap

Executive Committee • Executive Committee to oversee ESG implementation



Responsible for the implementation of ESG strategy, sustainability initiatives and roadmap to achieve the set targets



Provides specific guidance and operational insights on the ESG initiatives



 Management Leaders to steer the implementation of ESG strategy



Keeps the Board updated on the progress and industry developments in the ESG space



Focus on developing a sustainability-driven culture



Adopted ESG, HR, Stake Holder and Sustainable Procurement Policies

ESG: Our Journey So Far and Way Forward



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Released First "Sustainability Report"

Built one of the largest portfolios of LEED / IGBC certified buildings

Achieved 5 Star & 4 Star GRESB rating in Development & Standing Investments

Committed to reduce carbon footprint via EV100/ RE100 (1st Indian real-estate entity)

Availed Lease Rental Discounting via Green Loan

Focused CSR & Green Energy initiatives

ESG Strategy Framework and Roadmap

Participation in best-in-class benchmarking such as DJSI

Enhanced disclosures aligning with sustainability standards

Developing Net-Zero roadmap

Increase share of renewable energy in our consumption

Aligning long term business goals by incorporating ESG best practices

Green Bond issuance

Green Lease framework

Existing Initiatives

far

SO

ourney















Future Plans

Focus On High Corporate Governance Standards

Strong governance framework complemented by partnership with leading institutional investors

Mindspace REIT: Top-Notch Standards

Six Member Board / Independent Chairman



Directors



Sponsor Directors

Diversity & Inclusiveness

Pride Side Aanchal
POSH Reach Out

Robust Policy Framework

Anticorruption Code of Conduct

Insider Trading

Related Party Transactions



Deepak Ghaisas

Independent Member (Chairman)

- Chairman of Stemade Biotech Private Limited
- Ex-CEO of iFlex Solutions Limited



Manish Kejriwal

Independent Member

- Managing Partner, Kedaara Capital
- On Boards of Bajaj, Temasek, ICICI etc.



Manisha Girotra

Independent Member

- Chief Executive Officer of Moelis India
- Former CEO and Country Head at UBS



Ravi Raheja

Non-Executive Member

- Group President at K Raheja Corp
- Key role in guiding the finance, strategy & planning teams across divisions of the KRC group



Bobby Parikh

Independent Member

- Board of Director for Biocon India and Infosys
- Ex-CEO of EY India, Cofounder BMR Advisors



Neel Raheja

Non-Executive Member

- Group President at K Raheja Corp
- Chairman, India Chapter of APREA



Our Commitment to Build an ESG Centric Ecosystem



Energy Efficiency - Solar power capacity of 1.8 MW through PV modules on rooftop



Water Management - Enhancement in STP recycling with MBR technology upgrade



Added additional floor in Govt Hospital for COVID-19



Waste Management - Ensured reuse of 80-100% construction waste generated across our Green Buildings



Great place to work certified



Durgam Cheruvu Lake Makeover, Hyderabad



Strong commitment towards reducing Carbon Footprint across projects

India's First Real-Estate Entity to Join Climate Group's EV 100 and RE 100 Initiatives

Committing to 100% renewable energy by 2050

Phased transformation to renewable energy (1)



- To build a sustainable ecosystem & minimize environmental impact
- Opportunity to encourage tenants to make the switch to clean energy
- Current normalized opportunity for power consumption in our parks is over 100 GWh⁽²⁾
- Procured Green power for all common area for multi-tenant buildings in Airoli East, Airoli West, Yerwada & Kharadi assets





Committing to accelerate the transition to EV by 2030

- Catalyse global shift to clean transport and reduce air pollution in micro-markets of presence
- To offers employees & tenants an access to EV charging points
- Initiating EV as an option for transportation in an around our parks

^{1.} Across common areas serviced and maintained within the Portfolio

Shaping the Future Minds of our Nation

Community School at Gambhiraopet, in partnership with the State government









- Mindspace Business Parks REIT has contributed to the development of a new School in Gambhiraopet, a quaint village ir Sircilla district of Telangana
- Designed to accommodate 400 children, it is equipped with Well-designed classrooms, a library, dining area, training rooms and outdoor play area

Changing Lives via Supporting the Cause of Education

Room to Read



"At Room to Read, we feel honoured to partner with Mindspace to bring quality educational opportunities to children in the underserved communities in India. We thank you for your continued commitment towards our mission of aiding in child education and gender equality in education."

-Sourav Banerjee, Country Director, Room to Read India"



30

Libraries across schools

5,552 students

benefited through distribution of books across 30 schools

DEEDS Public Charitable Trust



"Thank you for supporting us in these trying times especially when the pandemic has wrecked havoc in the country. By supporting us you have believed in our cause of making the deaf financially self-reliant and help them contribute to the mainstream society by educating them, enabling them and thus, empowering them by giving them suitable placements."

- Pratibha K. Rao, Chief Operating Office, DEEDS Public Charitable Trust



3

hearing impaired teachers benefitted from the program across 10 schools 250

Students benefitted from the program

