



May 22, 2023

To,

**The National Stock Exchange of India Ltd.**  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No. C/1, G- Block,  
Bandra Kurla Complex,  
Bandra (E), Mumbai- 400051.

**BSE Limited**  
25<sup>th</sup> Floor, Phiroze Jeejeebhoy  
Towers,  
Dalal Street,  
Mumbai- 400001

**Scrip Symbol "MINDSPACE" ("Units")**

**Scrip Code "543217" (Units) and  
Scrip Code "960327", "973069",  
"973070", "973754", "974075" and  
"974668" (Debentures)**

**Subject: Meeting with Investors under non-deal roadshows**

Dear Sir/Madam,

You are requested to note the below mentioned details of the meetings between the members of the management team and the investors under non-deal roadshows scheduled from May 23, 2023 to May 24, 2023 in Japan:

Date	Nature of interaction
May 23, 2023 to May 24, 2023	One-on-One Meeting (In person)

Please take the same on your record.

The presentation to be used at the meetings is enclosed and is also available on the website of Mindspace Business Parks REIT.

Thanking you,

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

**Name: Chanda Makhija Thadani  
Designation: Compliance Officer**



# Roadshow Presentation

May 2023



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# Sponsor Pedigree



# Mindspace REIT: Sponsored by One Of India's Leading Real Estate Player

Experience of over 4 decades



Pan-India presence

Office

Hospitality

Malls

Residential

Retail



Developed **>36 msf**

**3,000+** <sup>(1)</sup> operational hotel keys

4 operational malls across **2.2 msf**

Developed residential projects across **5 cities**

Operates **270+** retail outlets across India



Partner with Marriott and Accor Group <sup>(2)</sup>



SHOPPERS STOP

Strong experience of working with institutional investors - **GIC, Blackstone, JP Morgan, etc.**

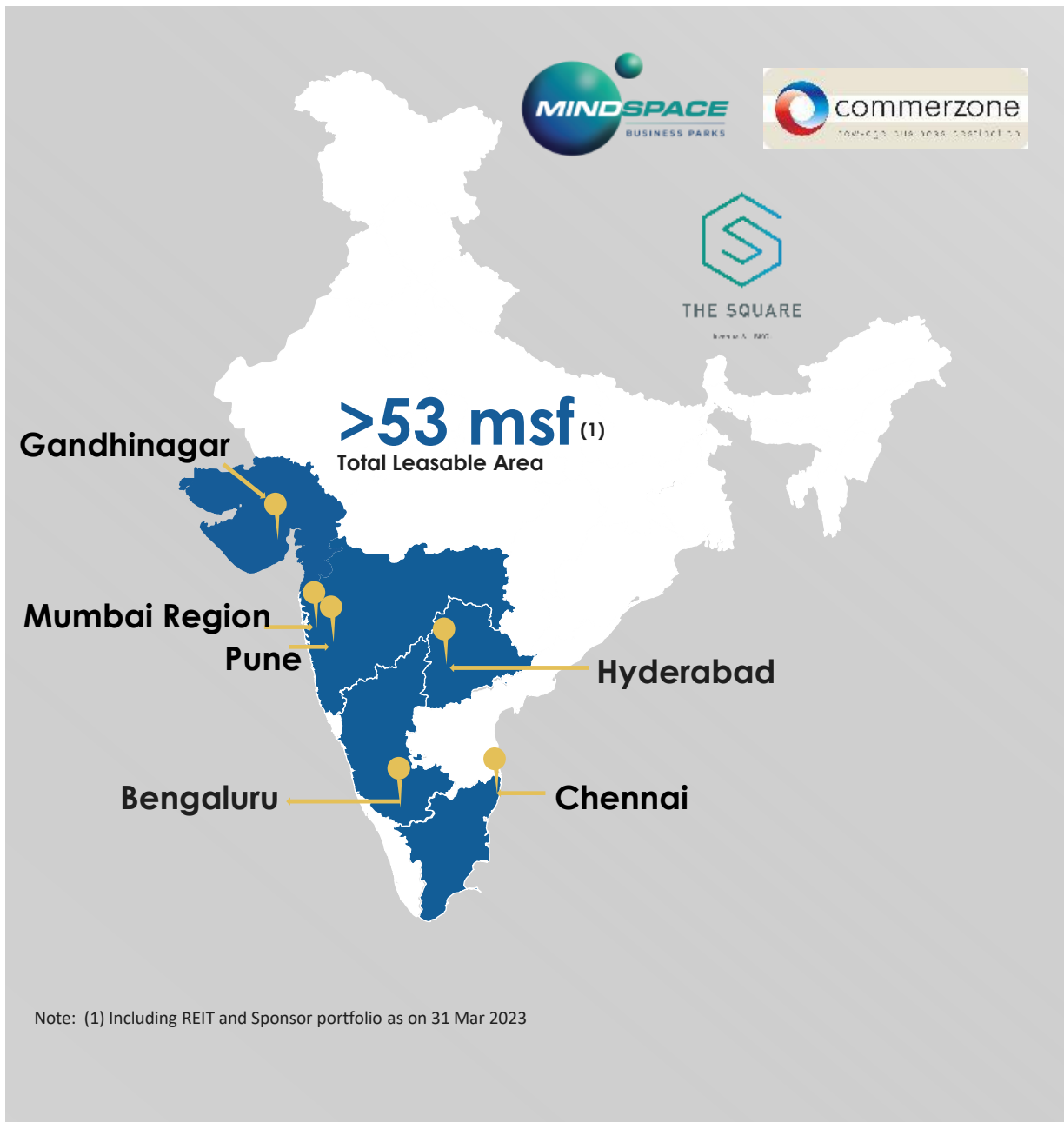
Experience of operating 3 listed entities – Shoppers Stop, Chalet Hotels & Mindspace REIT with a cumulative **MCap of US\$ c.5 Bn**

Note: All data as on 31 Mar 2023

1. Including joint ownership assets of K Raheja Corp

2. Marriot Hotels India Pvt. Ltd and its affiliates | AAPC India Hotel Management Private Limited

## Commercial Portfolio (REIT + Sponsor Assets) Spanning across Key Micro-Markets



**32.0 msf** spread across 10 integrated eco-systems of the Commercial Portfolio carved into listed entity 'MindSpace Business Parks REIT'

Well recognized commercial brands 'MindSpace', 'Commerzone' & 'The Square'

Fully Integrated Business Parks and high-quality independent office assets

Amongst the largest parks in India supporting country's highly-skilled and young workforce

# Pioneers in Creating Integrated Business Districts

- Foresight to go to new areas and develop business districts which have grown to become major commercial hubs
- Land which was once enveloped with boulders and rocks was successfully converted into one of the largest and most preferred business districts

## Minspace Malad, Mumbai Region

Year 2000

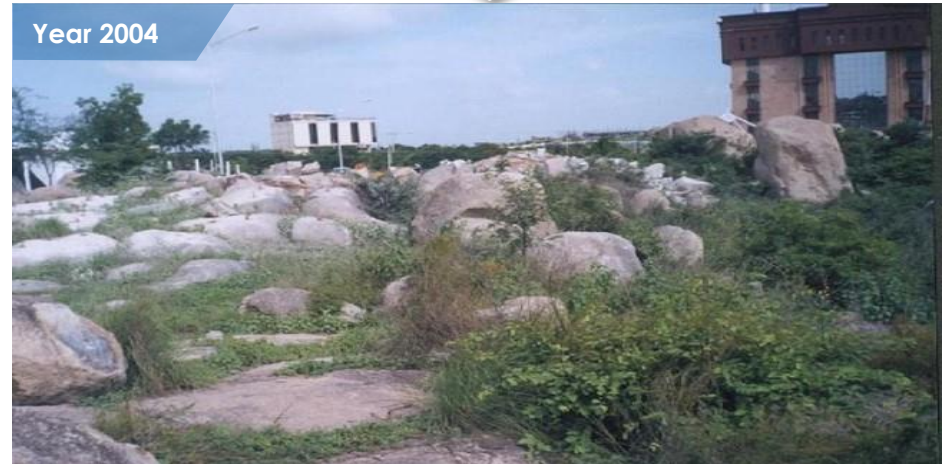


Today



## Minspace Madhapur, Hyderabad

Year 2004



Today



02

# India Office Market Overview

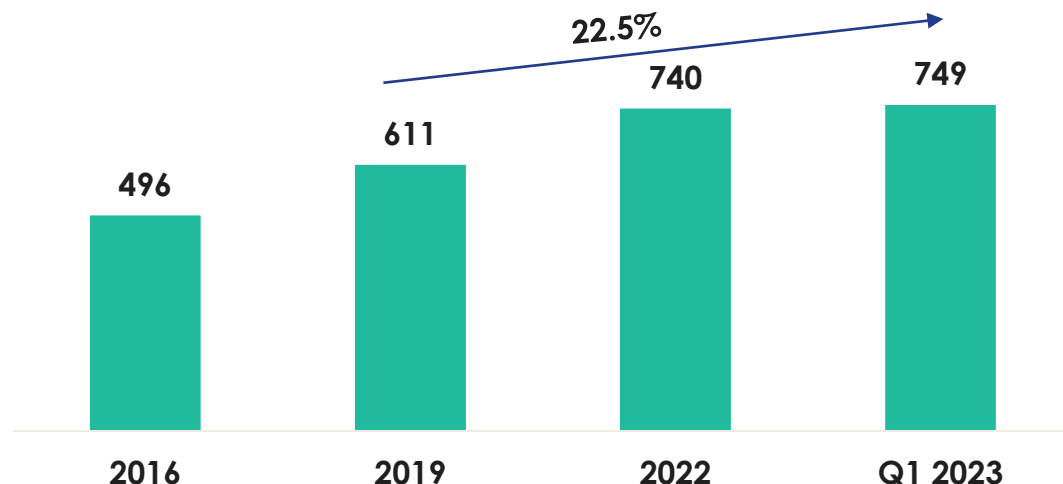




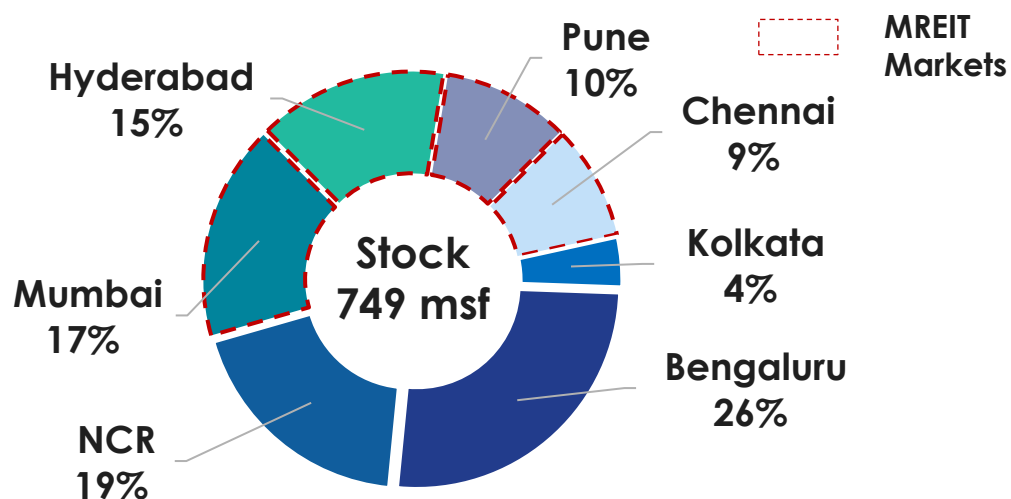
# Overview of Indian Commercial Real Estate Market

CY22 was the 2<sup>nd</sup> Best Year in Indian Office history in terms of Gross and Net Leasing

## Growth of Grade A Office Stock (Top-7 markets msf)



## Top 7 Office Markets - Completed Stock



- India remains **an attractive offshoring** destination offering vast STEM talent pool at affordable costs and real estate at sub-dollar rents
- **Top 6** out of 7 **Indian cities** rank in **top 15 office markets globally** in terms of grade A completed office stock
- Since 2016, **top 7** office markets in India have recorded **net leasing** of over **238 msf**
- **MindSpace REIT markets** contribute to **51%** of total office stock and **57%** of the **net leasing** in **CY22**

## Current Trends in Commercial Office Space in India

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Office space take up has not been commensurate with new hiring since 2020

Rising demand for institutionally managed Grade A office assets scoring high on ESG metrics

Lower vacancy in Grade A assets across most markets

Office continues to be the mainstay, while work patterns continue to evolve

Large RFPs are on hold, while expansion demand for office spaces between 50-100ksf continues

Increased space take up by enterprise solution players and domestic companies

SEZ demand remains subdued; Industry pursuing efforts to unlock these spaces

Raising interest rates and tightening access to capital limiting speculative supply

03

# Mindspace REIT Overview



# Mindspace Business Parks REIT Portfolio Overview

One of the largest Grade-A office portfolios in India

**32.0** msf  
Total Leasable Area <sup>(1)</sup>

**c.89.0%**  
Committed Occupancy  
on 25.8 msf

- Sponsored by K Raheja Corp.
- Listed in Aug-20; was oversubscribed ~13x
- Substantially completed and rent generating portfolio

## Presence in 4 out of top 6 Indian office markets

**8.3%**  
Mark to Market Potential

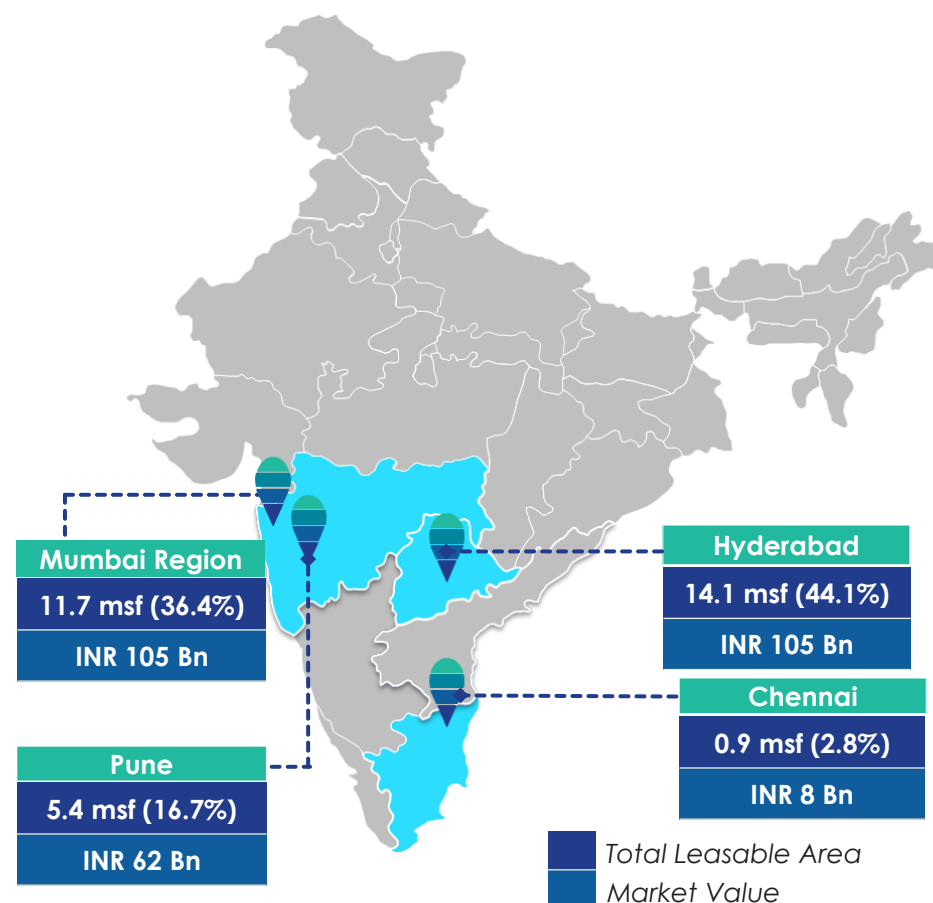
**7.0** years  
WALE

INR **194** bn  
Market capitalization<sup>(2)</sup>

INR **17.1** bn  
NOI in FY23

INR **280** Bn  
Total Portfolio  
Market Value <sup>(3)</sup>

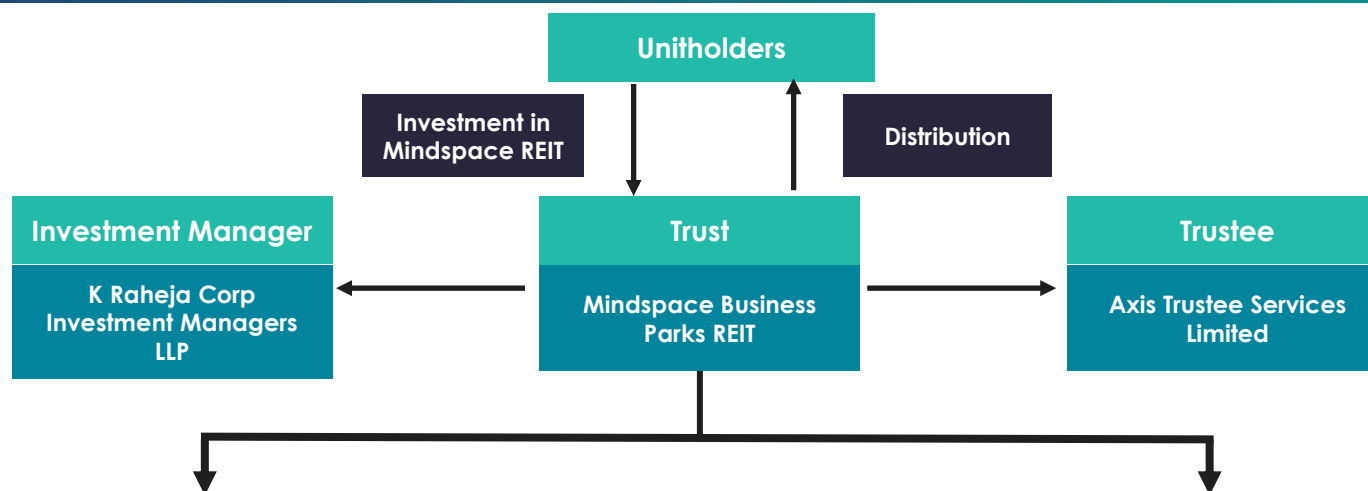
**92.7%**  
Market Value  
of Completed Area <sup>(2) (3)</sup>



1. Comprises 25.8 msf Completed Area, 2.5 msf of Under-Construction area and 3.7 msf Future Development Area  
 2. As on 31 Mar 2023  
 3. Market Value as on 31 Mar 23; Market Value of Mindspace Madhapur is with respect to 89.0% ownership of REIT in respective Asset SPVs

# Structure

Efficient structure aiding higher tax-free distributions



SPV: K Raheja IT Park (Hyderabad) Ltd., Intime Properties Ltd. and Sundew Properties Ltd.  
89%<sup>(1)</sup> <sup>(2)</sup>

SPV: Avacado Properties & Trading (India) Pvt. Ltd., Mindspace Business Parks Pvt. Ltd., Gigaplex Estate Pvt. Ltd., KRC Infrastructure and Projects Pvt. Ltd., Horizonview Properties Pvt. Ltd. 100%<sup>(1)</sup>

Mindspace Madhapur, Hyderabad – SEZ / IT Park

Paradigm Mindspace Malad, Mumbai Region – IT Park

Mindspace Airoli (E), Mumbai Region - SEZ

Mindspace Airoli (W), Mumbai Region – SEZ/IT Park

Gera Commerzone Kharadi, Pune – SEZ/IT Park

Commerzone Porur, Chennai – IT Park

The Square BKC, Mumbai Region – Commercial

Commerzone Yerwada, Pune – IT Park

**In-house Facility Management Division**

The Square Nagar Road, Commercial IT Park

Mindspace Pocharam, Hyderabad - SEZ

Clean structure with 100% holdings in SPV <sup>(2)</sup>

In-house facility management division minimizing related party transactions

Note:

1. % indicates Mindspace REIT's shareholding in respective Asset SPVs
2. 11% shareholding in these Asset SPVs is held by Telangana State Industrial Infrastructure Corporation Limited (TSIIC)



# Governing Board of the Manager

Six-member board with majority Independent Directors and an Independent Chairman



**Deepak Ghaisas**

**Independent Member (Chairman)**

### Experience

- Chairman of Gencoval Group of Companies
- Chairperson on the Board of Governors of Indian Institute of Information Technology & Design, Jabalpur and also of IIIT, Gwalior
- Director of Stemade Biotech Private Limited
- Ex-CEO of iFlex Solutions Limited



**Manisha Girotra**

**Independent Member**

### Experience

- Chief Executive Officer of Moelis India
- Former CEO and Country Head at UBS
- Global Board of Naspers and Prosus
- Director on the boards of Ashok Leyland Limited, and a trustee of the Neurology Foundation and Trust
- Masters from Delhi School of Economics & undergrad from St. Stephens College



**Bobby Parikh**

**Independent Member**

### Experience

- Chartered Accountant with several years of experience in advising clients on business model identification, mergers and acquisitions, and business re-organization
- Ex-CEO of EY India, Co-founder BMR Advisors
- Ex-Managing Partner Arthur Andersen



**Manish Kejriwal**

**Independent Member**

### Experience

- Managing Partner, Kedaara Capital
- 18+ years of experience in PE
- Has been on Boards of various Bharti Infratel, Temasek, ICICI Onsource and others
- MBA from Harvard University



**Ravi Raheja**

**Non-Executive Member**

### Experience

- Group President at K Raheja Corp
- 26+ years of experience
- Key role in guiding the finance, corporate strategy & planning teams across divisions of the KRC group
- MBA from London Business School



**Neel Raheja**

**Non-Executive Member**

### Experience

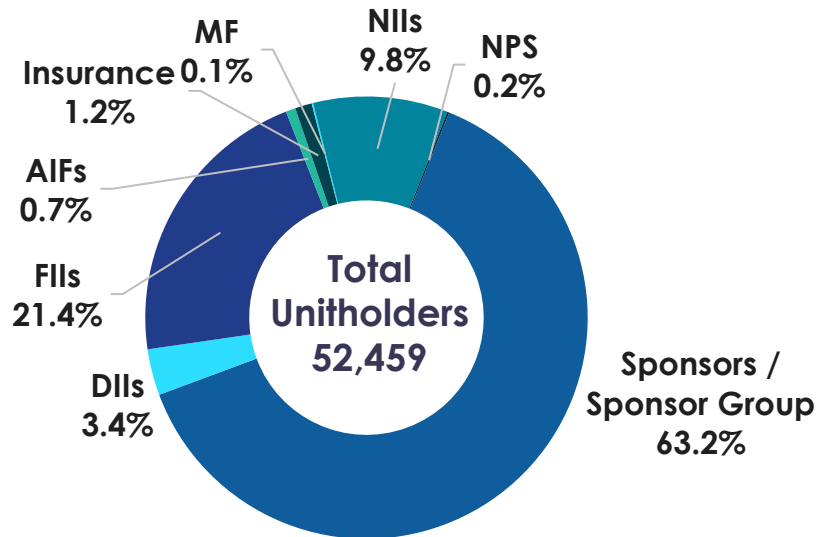
- Group President at K Raheja Corp, 24+ years of experience
- Alumnus of Harvard Business School
- Chairman, India Chapter of APREA
- Vice President - West, NAREDCO India

# Unitholding Pattern as on 31 Mar 2023

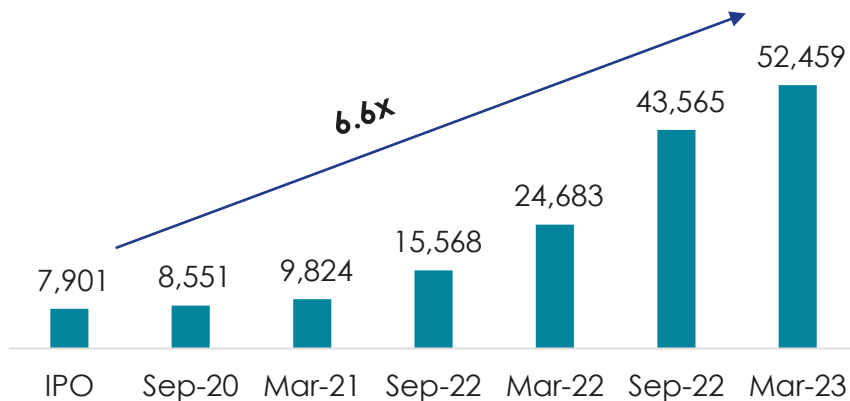
INR **194** Bn  
Market Cap <sup>(1)</sup>

**37 %**  
% Free- float

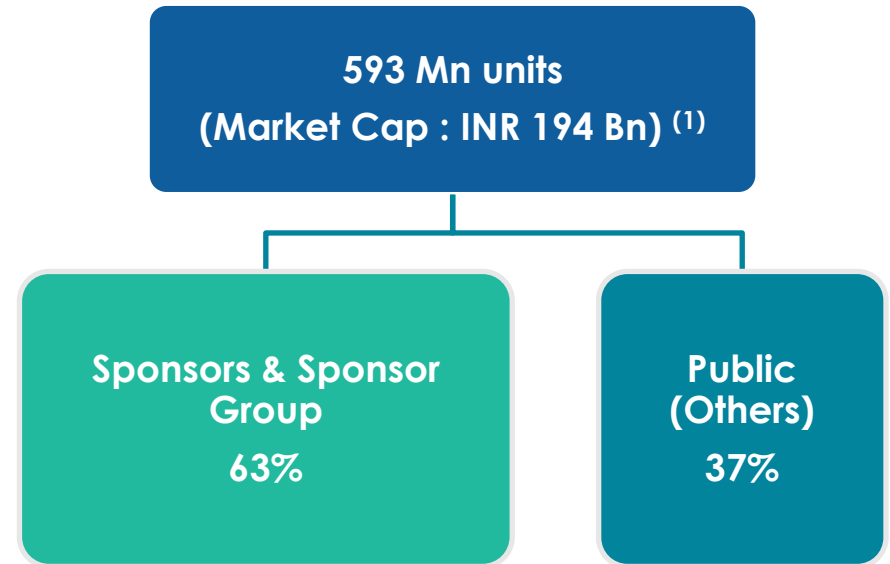
## Unitholding Pattern



## Total unitholder growth since listing



## Unitholding Summary



## Current Marquee Investors



1. Closing price of INR 327 p.u. as on 31 Mar 23  
2. Through Platinum Illumination Trust


# Premier Offerings in Mumbai Region

**Mindspace Airoli East**  
Mumbai Region | 5.6 msf



**Completed Area: 4.7 msf; Committed Occupancy: 88.3%**

**Mindspace Airoli West**  
Mumbai Region | 5.2 msf



**Completed Area: 4.9 msf; Committed Occupancy: 70.7%**

**Paradigm, Mindspace Malad**  
Mumbai Region | 0.7 msf



**Completed Area: 0.7 msf; Committed Occupancy: 97.9%**

**The Square, BKC**  
Mumbai Region | 0.1 msf



**Completed Area: 0.1 msf; Committed Occupancy: 100.0%**

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



# Premier Offerings in Pune



**Completed Area: 1.9 msf; Committed Occupancy: 100.0%**



**Completed Area: 1.7 msf; Committed Occupancy: 99.9%**

**Completed Area: 0.7 msf; Committed Occupancy: 100.0%**

Note: Above areas include Under-Construction Area and Future Development Area  
1. Total Leasable Area for these assets comprises only Asset SPVs' share of the area

# Premier Offerings in Hyderabad & Chennai



Completed Area: 9.5 msf; Committed Occupancy: 95.4%



Completed Area: 0.6 msf; Committed Occupancy: 37.5%



Completed Area: 0.9 msf; Committed Occupancy: 93.5%

Note: Above areas include Under-Construction Area and Future Development Area  
1. Total Leasable Area for these assets comprises only Asset SPVs' share of the area

# Value Enhancement via Venturing into Newer Asset Classes

Data Centers are emerging and high growth verticals



B10 - DC

Completed and Handed over block to the client



B8 - Perspective

Committed block

- Pre-Committed two data centre buildings to Princeton Digital Group (PDG) at Mindspace Airoli West with total leasable area of 0.6 msf
- Typical lease tenure of 20-40 years, higher lock-ins and attractive rents offer long-term growth

# Redevelopment at Mindspace Madhapur

Value Maximization throughout the Asset Lifecycle

Opportunity to expand the portfolio through redevelopment of some of the legacy low-density buildings; increasing their leasable area four-fold

## Legacy Buildings



Leasable Area  
across 2 projects

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

Redevelopment

c.4x increase  
in leasable area

## Post redevelopment



Perspective

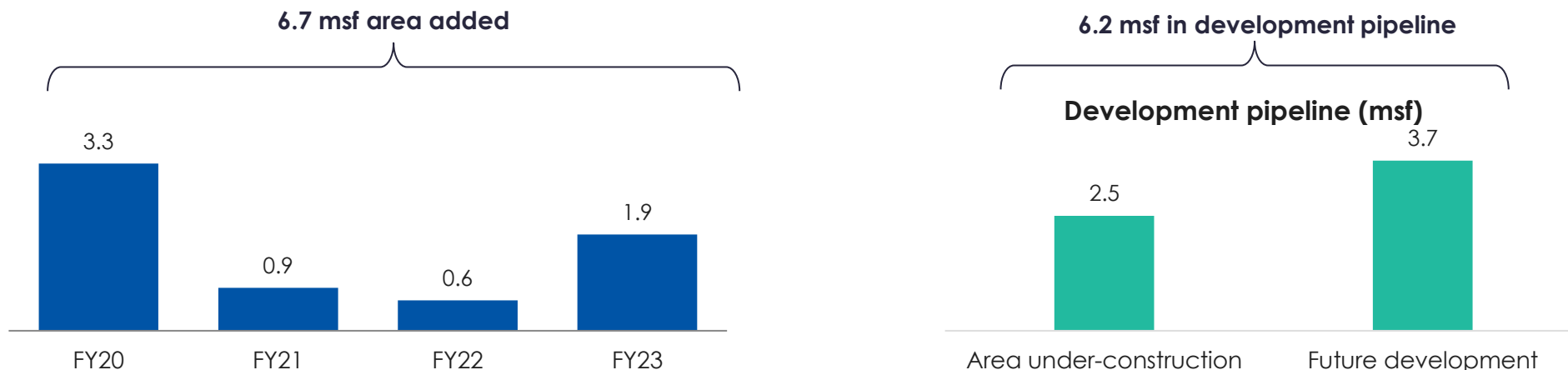
Leasable Area  
across 2 projects

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

Note: Area & timelines are subject to approvals  
1. Adjusted for area efficiency at 76%

# Robust Development Pipeline in Each of Our Micro-markets

## Historical development and expansion potential of our Portfolio



### Select Under Construction / Future Development Projects:

**Commerzone Kharadi - (B4), Pune**

Perspective

**Leasable area: ~1.0 msf**  
**Estimated completion : Q3 FY25**

**Mindspace Madhapur, Hyderabad (1A-1B Redevelopment)**

Perspective

**Leasable area: 1.3 msf**  
**Estimated Completion: Q3 FY26**

**Mindspace Madhapur, Hyderabad (7&8 Redevelopment)**

Perspective

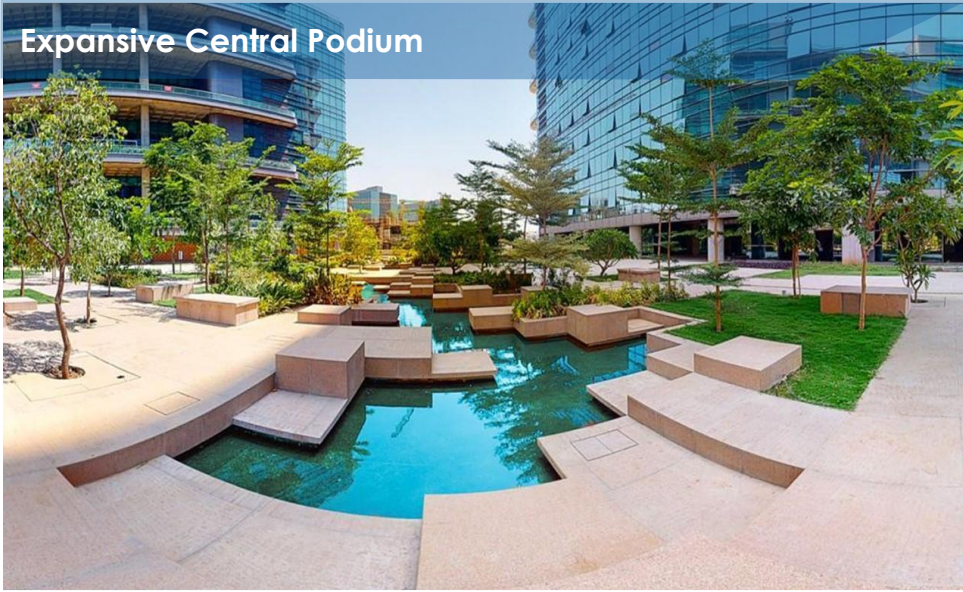
**Leasable area: 1.6 msf**  
**Estimated Completion: Q3 FY27**

Note: As of 31 Mar 23

# Value Creation by Developing “Integrated Business Eco-systems”

Biophilic Design interweaving the elements of Nature into Workspaces at Commerzone Kharadi, Pune

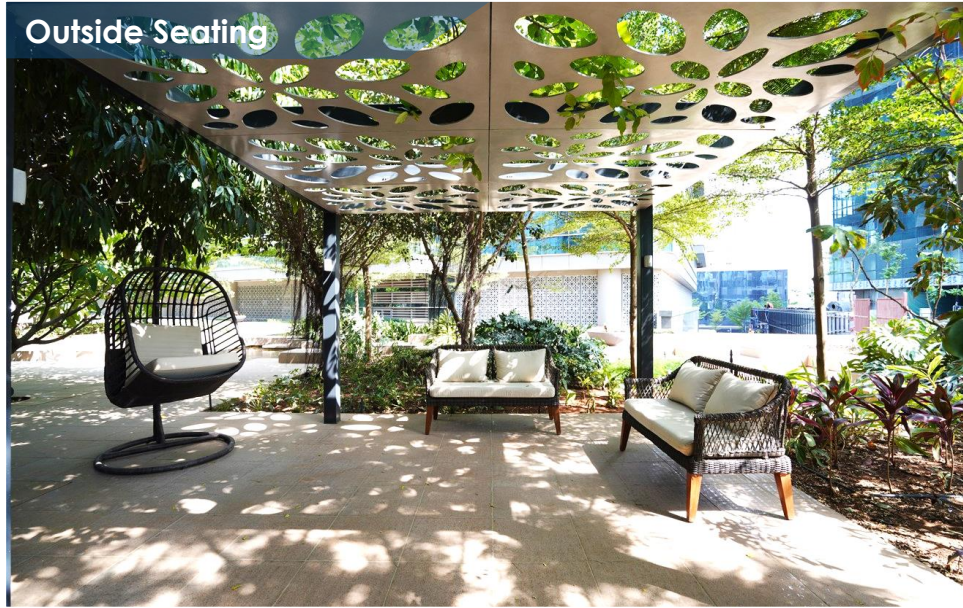
Expansive Central Podium



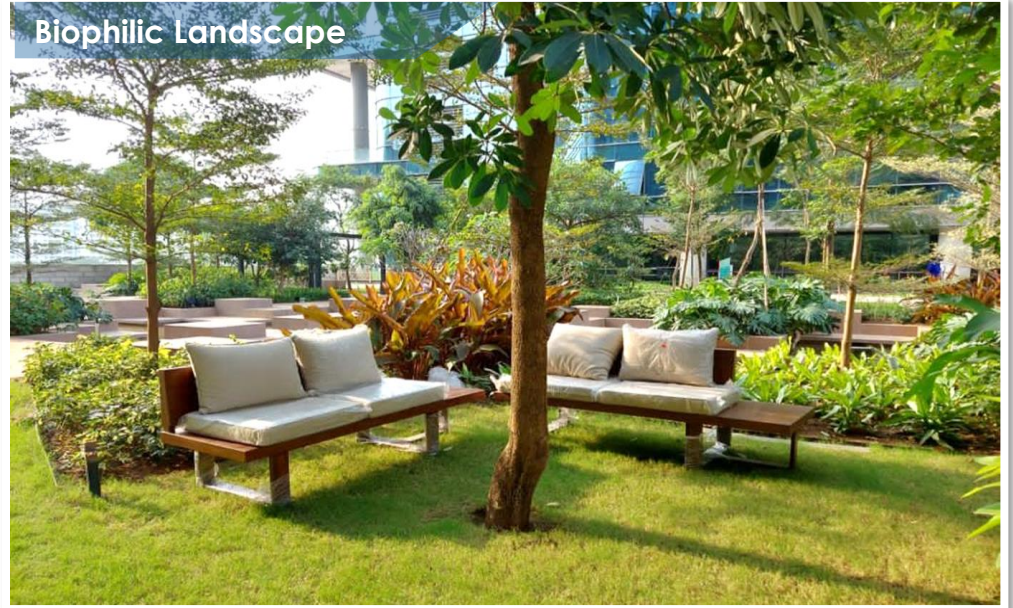
Spacious Recreational Spaces



Outside Seating

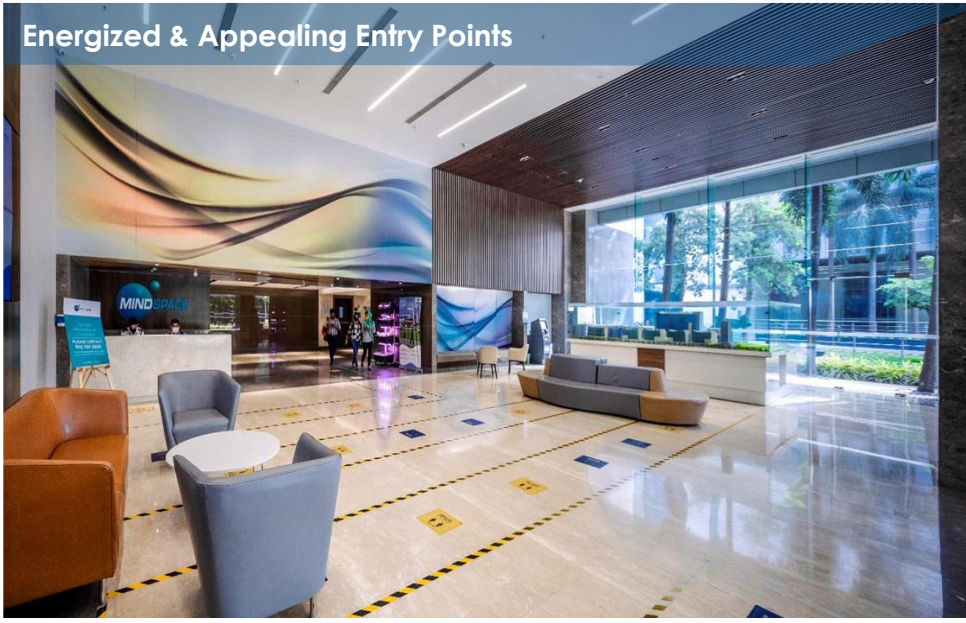


Biophilic Landscape



# Re-Energizing Our Parks

Energized & Appealing Entry Points



Attractive Aesthetics & Outside Seating across Parks



Food Court Upgrade – Easier F&B access to clients



Attractive Aesthetics



# 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<sup>(3)</sup>

**Hyderabad | 1.8 msf Commerzone Raidurg**

**Status:**

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



**Chennai | 1.8 msf Commerzone Pallikaranai**

**Status:**

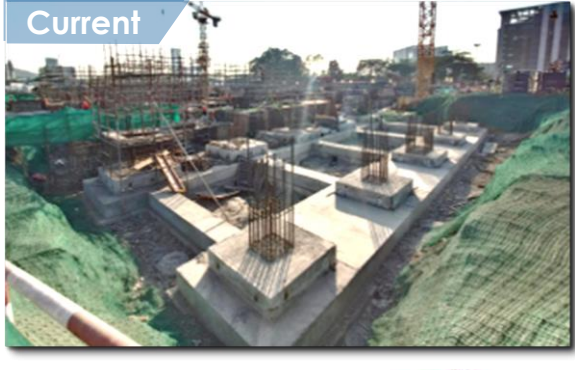
- 0.7 msf pre-leased <sup>(1)</sup>
- Block 2: Façade WIP
- Expected completion :  
Block 1 – Yet to commence  
Block 2 – Q4 FY23



**Mumbai Region | 5.0 msf Mindspace Juinagar**

**Status:**

- Completed: 1.0 msf<sup>(2)</sup>
- U/C – 0.5 msf (100% Pre-leased)
- Future Development: 3.5 msf



Note: Area represents Sponsor Group's share; ROFO Assets comprise only commercial development within the park  
1. Includes hard option of 0.2 msf

2. Committed Occupancy of 47%; Completed area as on 31 Mar 23  
3. Effective from Aug 20

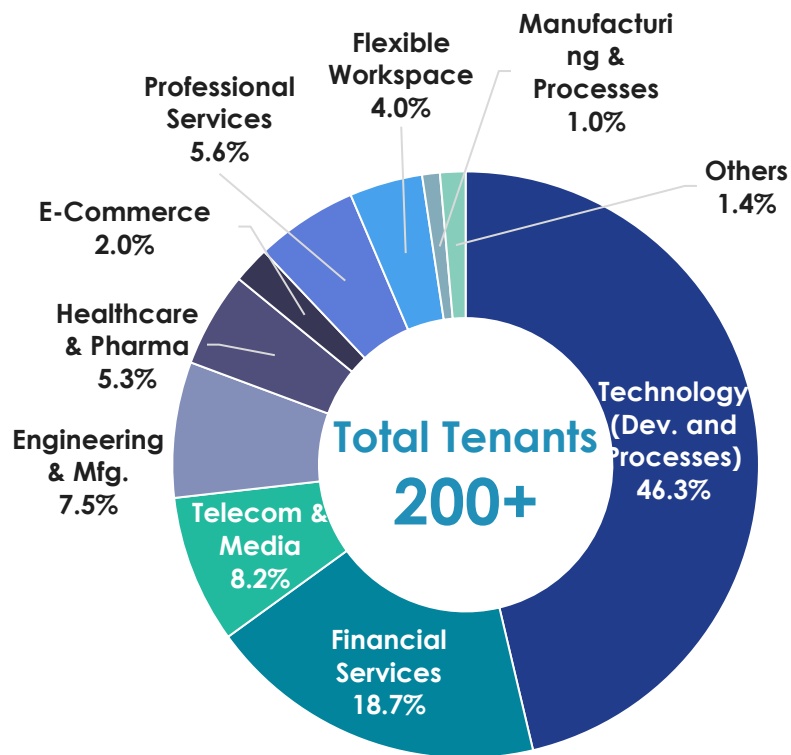


# Diversified Portfolio of Marquee Tenants

Top 10 tenants contributing 32.2% (Mar 23) vs. 41.6% (Mar 20)

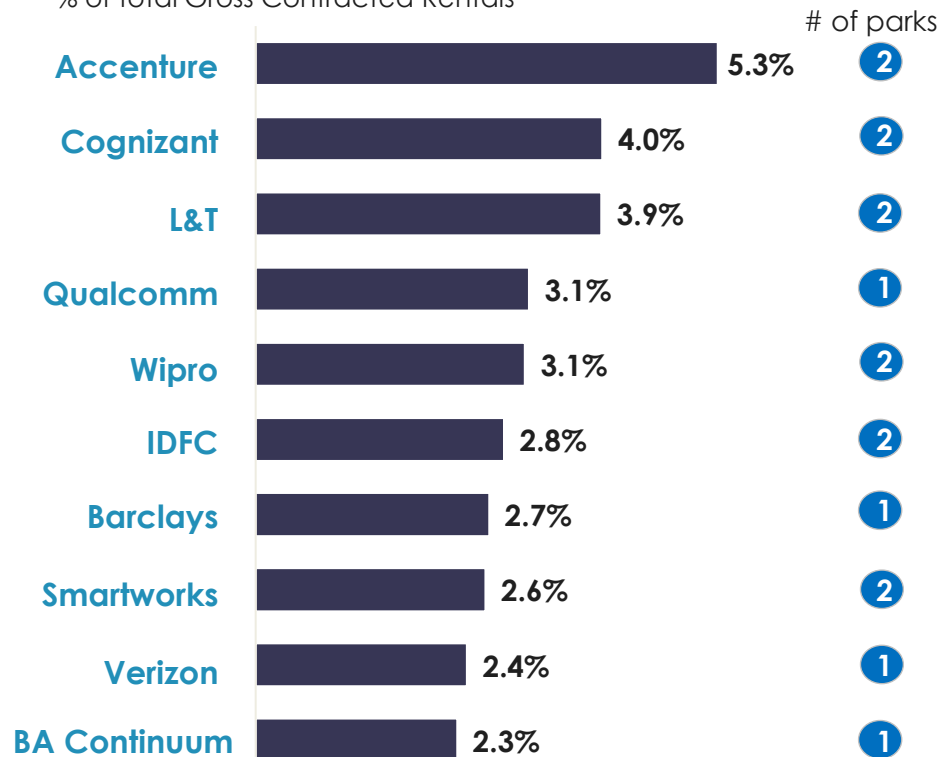
## Diversified tenant mix across sectors

% split by Gross Contracted Rentals<sup>(1)</sup>



## Top 10 tenants Gross Contracted Rentals contribution (32.2%)

% of total Gross Contracted Rentals<sup>(1)</sup>



75.4%

Share of foreign MNCs in rentals <sup>(1)</sup>

32.2%

Share of top 10 tenants in rentals <sup>(2)</sup>

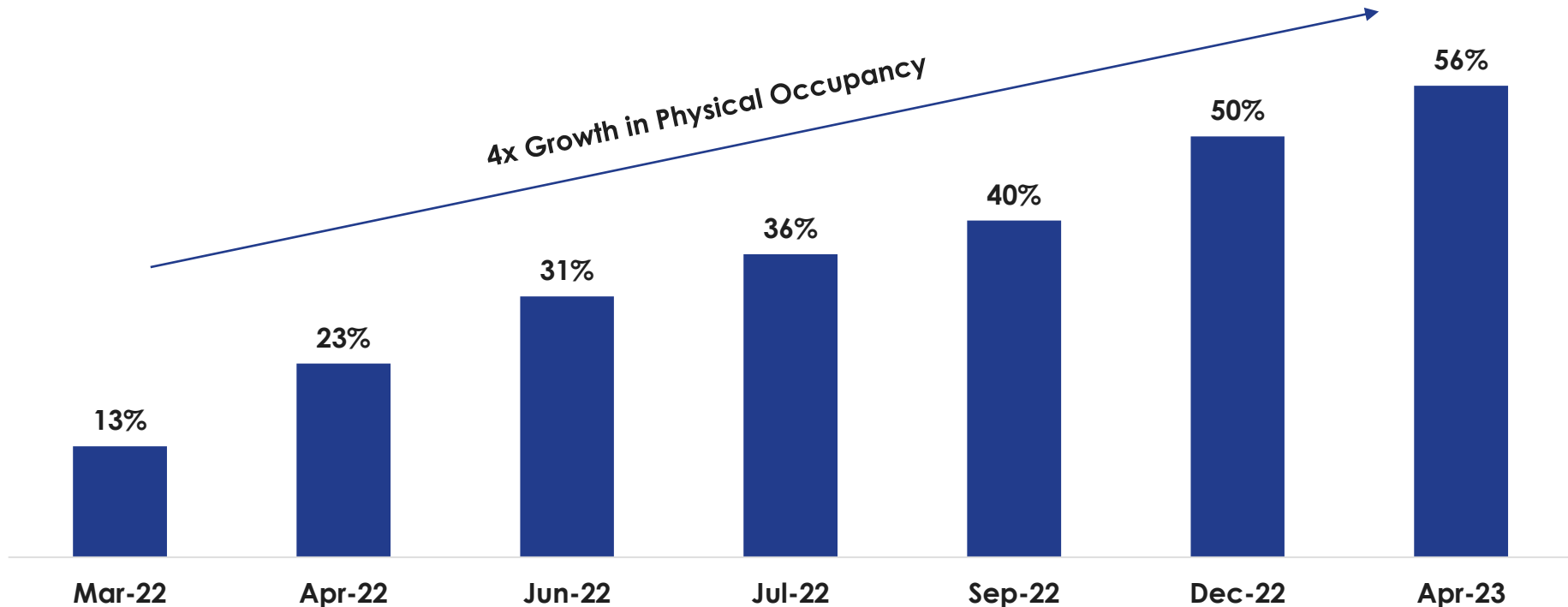
31.2%

Share of Fortune 500 companies in rentals <sup>(2)(3)</sup>

1. Basis Gross Contracted Rentals as on 31 Mar 23  
 2. Represents % of Gross Contracted Rentals as on 31 Mar 23  
 3. Fortune 500 Global List of 2022

# Steady Improvement in Physical Occupancy across Our Parks

Employers are Firmly Working on Return to Office Policies



## Driving Physical Occupancy at Our Parks

Portfolio premiumization to capture Grade A demand

Consistent portfolio refreshment via dedicated upgrade programs

Focusing on emerging sectors such as GCCs

Enhancing offerings via continuous tenant engagement

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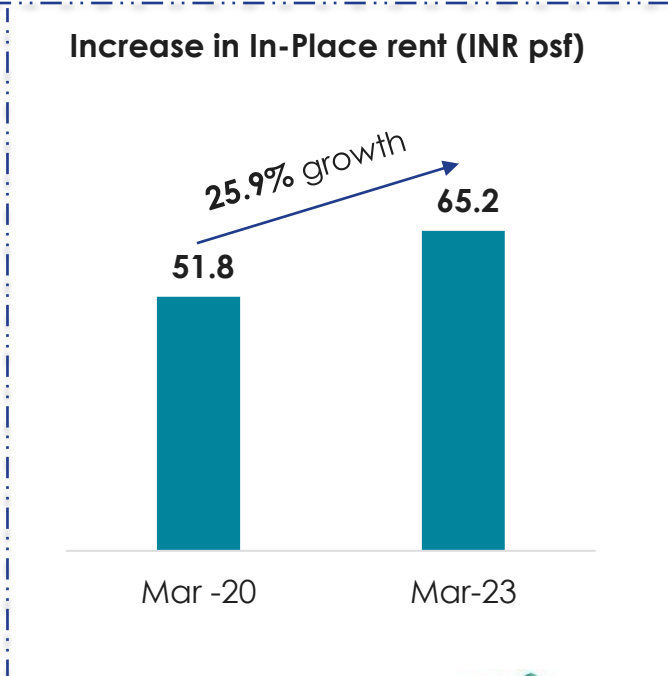
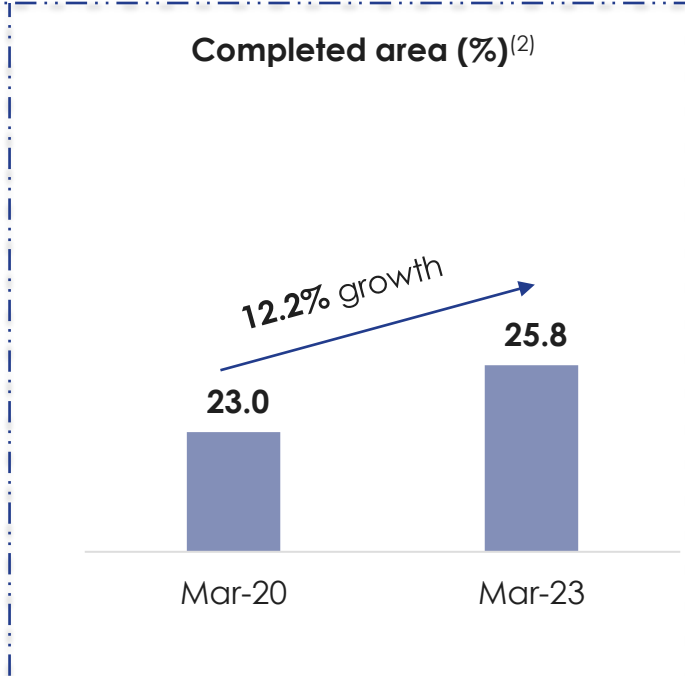
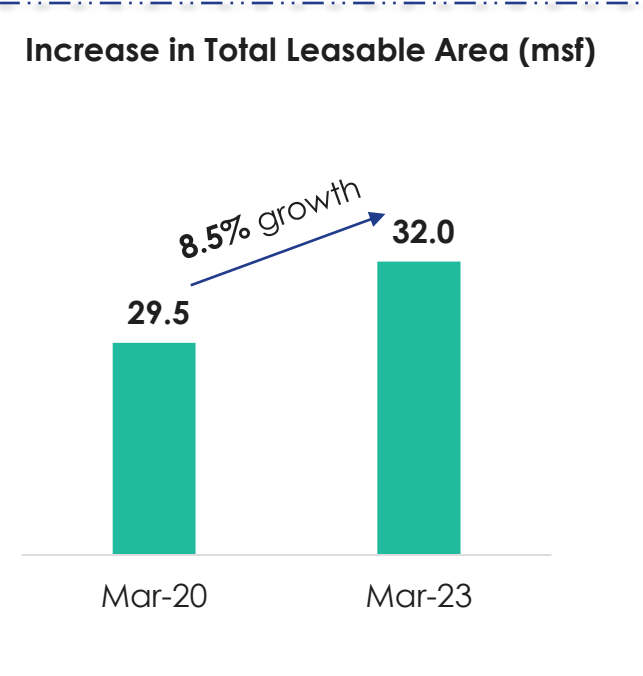
# Operating/ Financial Highlights



# Growth Trajectory Since Listing

**Demonstrated strong Gross Leasing as macroenvironment continues to improve**

<p><b>12.2</b> msf Gross Leasing <i>(Incl. hard option)</i></p>	<p><b>7.5</b> msf Re-leased</p>	<p><b>4.7</b> msf New &amp; Vacant area Leased</p>
<p><b>30+</b> Net expansion of tenant base</p>	<p><b>25.7</b> % Re-leasing Spread<sup>(1)</sup></p>	<p><b>8.3</b> % MTM opportunity as on 31 Mar 23</p>



Note: All operating numbers pertains to FY2, FY22 & FY23  
1. Includes releasing and vacant area leasing

2. Adjusted for redevelopment of buildings 1A-1B and 7&8 at Mindspace Madhapur, Hyderabad

# Strong Financial Performance Since Listing

Delivered 36.1% cumulative returns for Unitholders Since Aug-2020

INR **47.1** p.u.  
Total distribution fill date

**7.6** % p.a.  
Weighted Average Cost of Debt as on 31 Mar 23

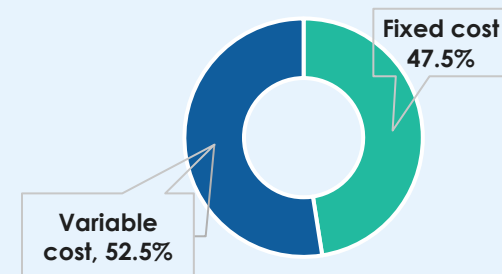
**17.9** %  
Loan to Market Value<sup>(1)</sup>

**18.9** %  
Price appreciation since listing

**36.1** %  
Cumulative returns since listing<sup>(2)</sup>

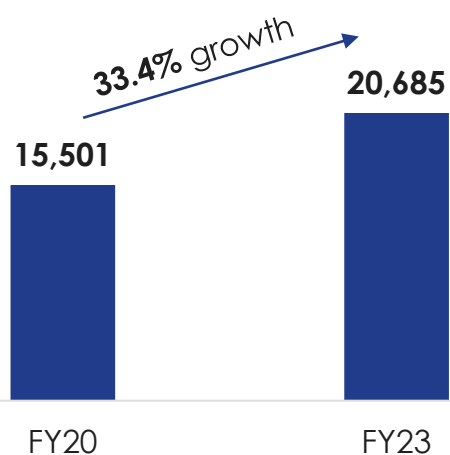
**13.1** %  
Annualized returns since listing<sup>(2)</sup>

Debt outstanding

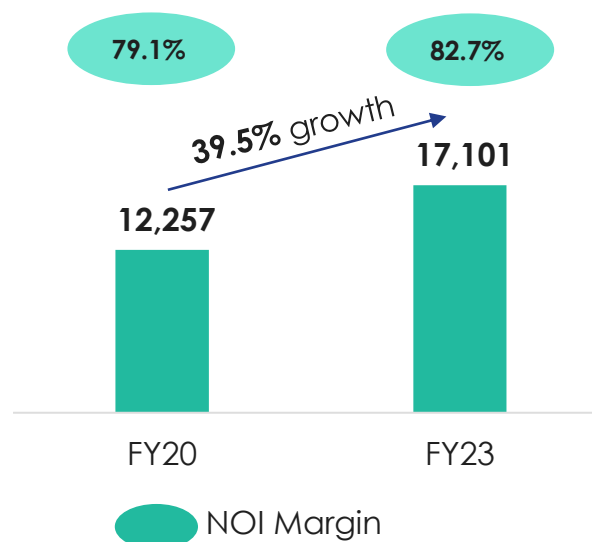


Strong Credit Profile: **CRISIL AAA/ Stable & [ICRA] AAA (Stable)**

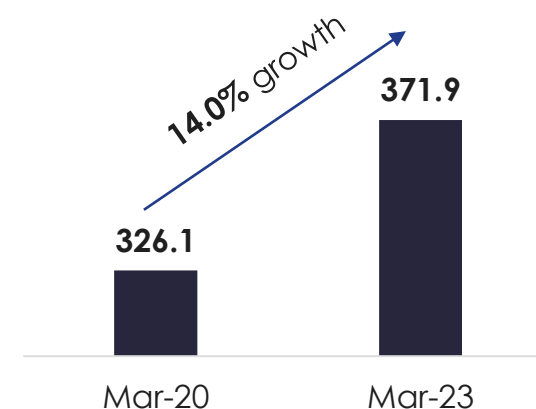
Revenue from Operations (INR Mn)<sup>(3)</sup>



Net Operating Income (INR Mn)



Net Asset Value (INR p.u.)



Note: Data as on 31 Mar 23

1. Market value as of 31 Mar 23; For the purpose of LTV calculation, Net Debt is considered post accounting & minority adjustment

2. Includes distribution for Q4 FY23

3. excludes Revenue from Works Contract Services amounting to INR 2,278 mn in FY23

05

Value  
Creation via  
ESG



# Beyond Business Operations, Towards Long-term Value

## Commitment to Ecological balance, health & safety



**G R E S B**

- Development – 5/5 stars
- Standing Investment – 4/5 stars
- Ranked 4th within Office in Asia on Development Benchmark

**WELL**  
HEALTH-SAFETY RATED

- Received WELL Health & Safety certification for 41 buildings across locations

**BRITISH SAFETY COUNCIL**  
**COVID-19 Assurance Statement**

Received Awards/Certification

- 9 'Sword of Honour' across 7 parks
- Five Star rating
- COVID 19 Assurance Statement

**54** Green Buildings

**>25** msf Green footprint

97.3% of completed portfolio is rated LEED/IGBC Gold/Platinum

# Our Commitment to Build an ESG Centric Ecosystem



India's first real estate entity to join RE100 initiative



Signatory of EV100 Initiative



Value creation for tenants through engagement activities



Durgam Cheruvu Lake Makeover, Hyderabad



Added additional floor in Govt Hospital for COVID-19



Great place to work certified



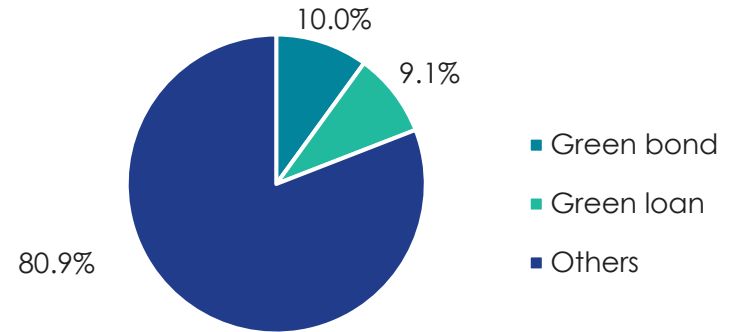
# Beyond Business Operations, Towards Long-term Value

Almost 1/3<sup>rd</sup> of Senior Management consists of women



Concluded 1<sup>st</sup> REIT Level **Green Bond** Issuance in the Country

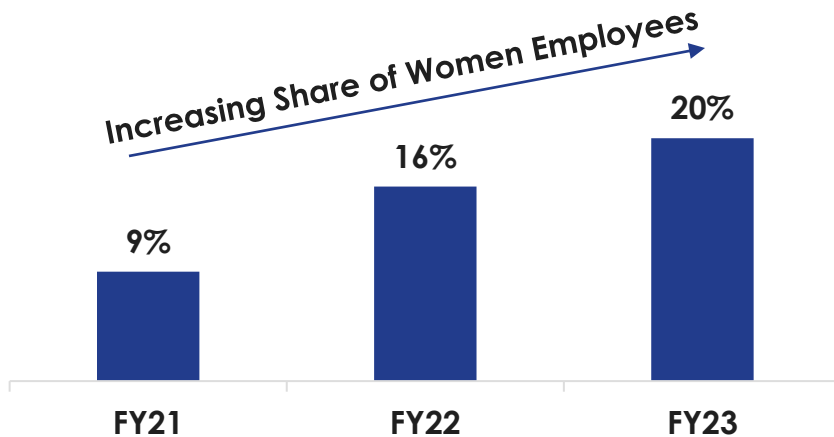
19.1% of debt outstanding is Green



Establishing a school with a capacity of 400 students in Gambhiraopet, Telangana



Increasing Share of Women Employees





# Thank You

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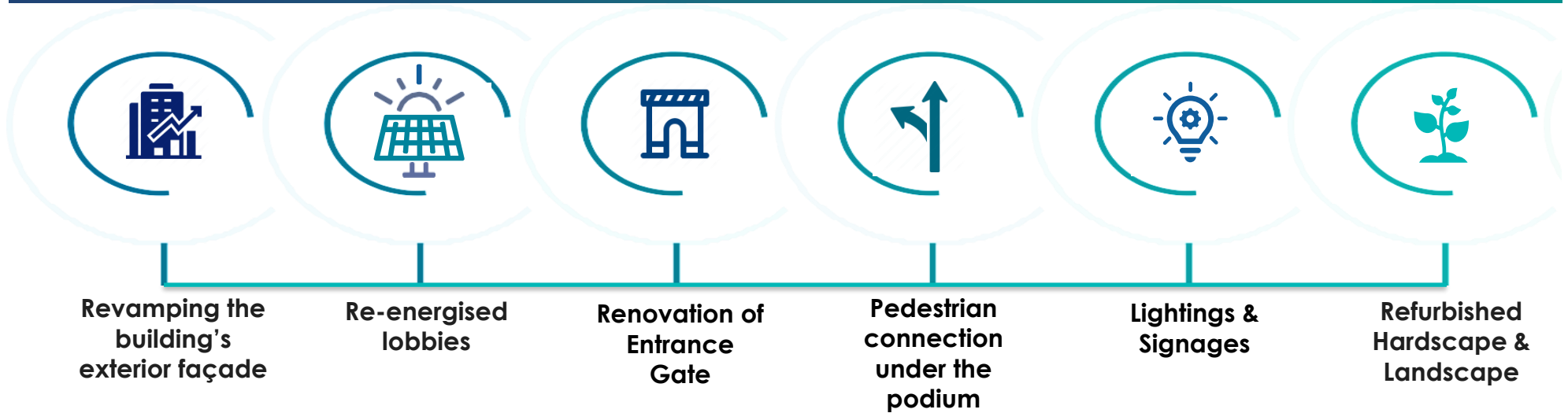


# Annexures: Upgrades



# Re-energizing Parks with Building and Infra Upgrades

Case Study - Mindspace Airoli East, Mumbai Region



Before

Façade of old building



After

Current



# Value Creation by Developing “Integrated Business Eco-systems”

Commerzone Kharadi, Pune

Aesthetic Lobby enhancing the entry experience



Spacious lobby with Amphitheater



Food Court

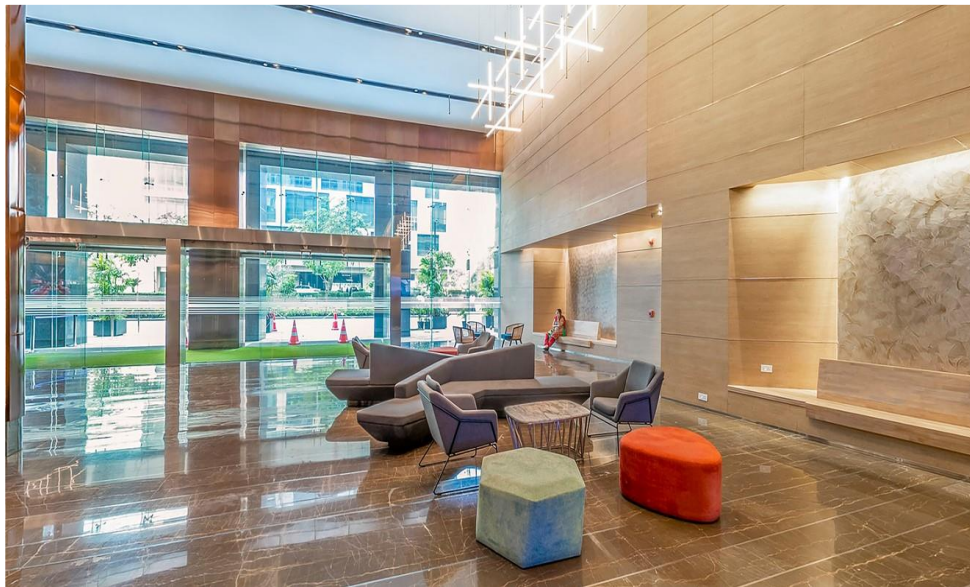
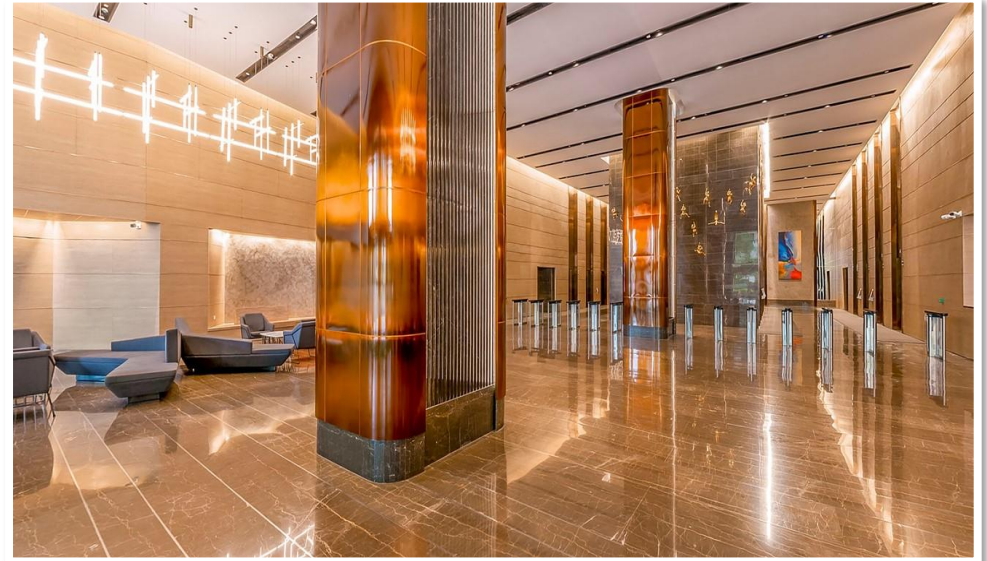
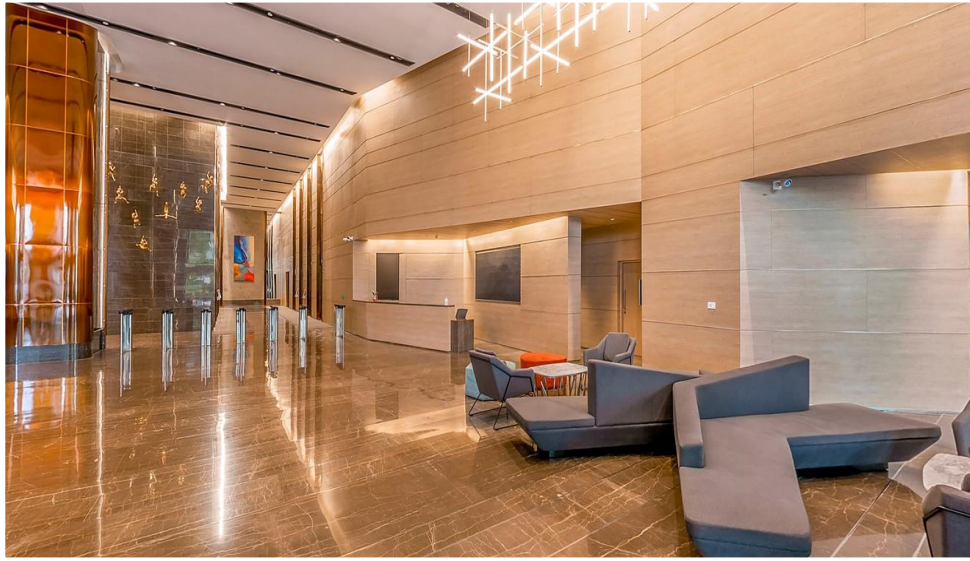


Day Care Facility for Clients



# Premiere Developments at Mindspace Airoli (W), Mumbai Region

Immersive Experience with Grand Entrance Lobbies



# MindSpace Madhapur, Hyderabad – Recreational Zones across the Park

Amphitheater at the Entrance Lobby



Recreational Spaces for tenants



Vantage Café - Well spread F&B spaces across the Park



Landscape & Outside Seating Upgrade



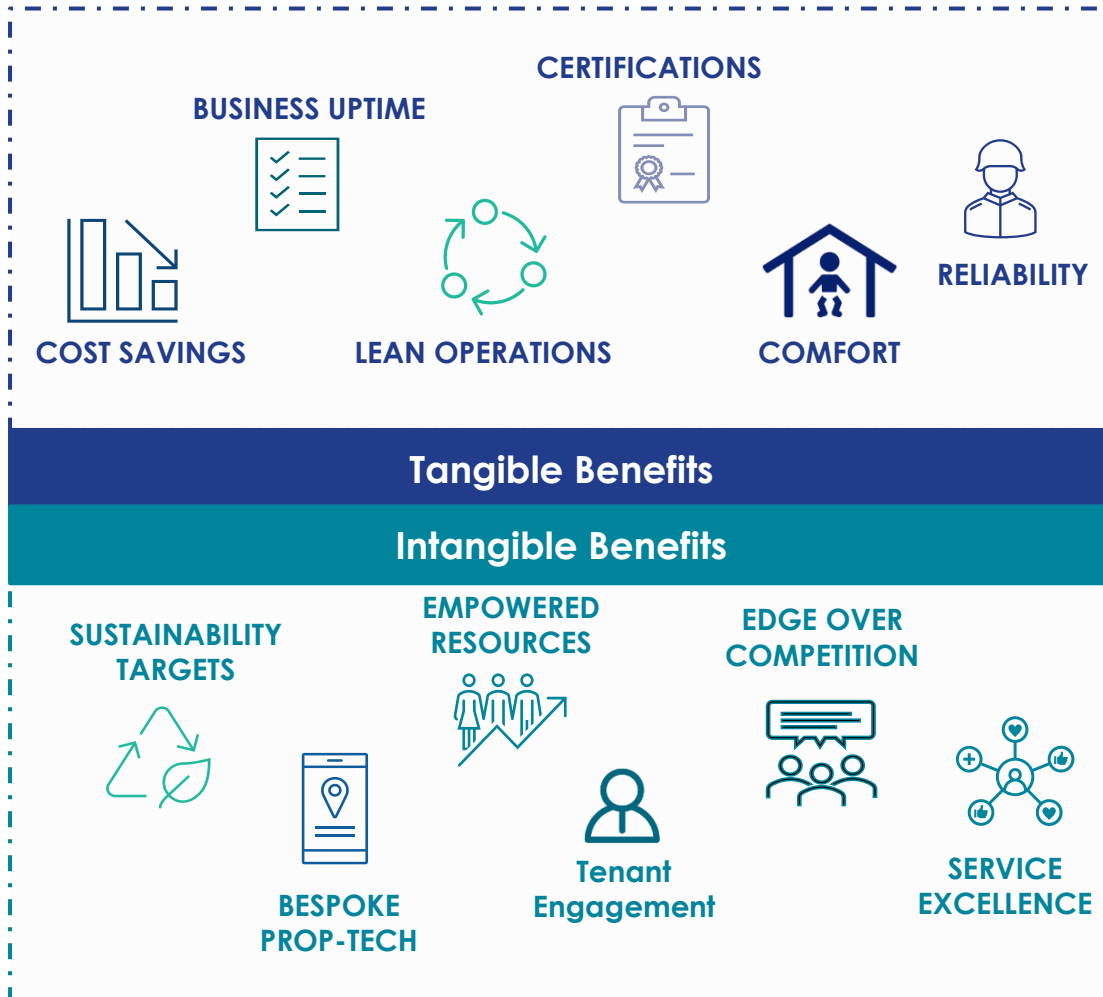
# Annexures: Asset Management





# Building Ecosystems Catering to the Needs of Quality Workforce

## Building ecosystems catering to the needs of quality workforce



## Technology focused management initiatives

### Best in the class Sewage Treatment

Saving fresh water & 100% recyclable quality

### Infrastructure Monitoring and Operations Center

Centralized Operations management

### Integrated BMS

Automated operations of Engineering utilities through Integrated BMS

### Tech Driven Process Automation Platform

Scalable and modular technology platform for Property & Asset Management

# Technology focused Initiatives Enhancing Tenant Experience



Unique Bio-sonification Experience at Mindspace Airoli (W)

- Unveiled a first-of-its-kind Musical Plant Parlor at Mindspace, Airoli West
- Through bio-sonification, the sound from plants have been recorded and converted into relaxing soundscapes
- Offers tenants with a truly transformative way to relax and meditate



Infrastructure monitoring operational center (IMOC)

- Delivering seamless integration with Integrated Building Management Systems for efficiency
- Centralized control system monitors and collects data from equipments across the campus
- Provides real-time analytics and reporting capabilities to identify potential issues
- Pre-defined operational rules for all high-side MEP equipment helps optimizing energy use

# Tenant Engagement Initiatives across Assets

Sports Engagement - Inter-corporate football tournaments



Navratri Celebration - 'Dandiya Bash'



IDCR Marathon 2023 at Mindspace Madhapur



National Farmer's Day - Organized Urban Farming; ~300 associates participated

