

# Embassy Office Parks REIT

## *Q3 FY2023 Earnings Materials*

January 25, 2023



## Press Release

# Embassy REIT Delivers Record 4.4 Million Square Feet Leases YTD FY2023

- Leased 4.4 msf YTD FY2023 across 71 deals including 19 deals totaling 1 msf in Q3; Achieved around 90% of annual guidance
- Grew Net Operating Income by 13% YoY and distributed 100% of payouts for the 15<sup>th</sup> consecutive quarter
- Accelerated development on 6.6 msf of active growth pipeline, ₹30bn capital investment, expected to add ₹8bn to NOI and generate attractive 24% yield

*Bangalore, India, January 25, 2023*

Embassy Office Parks REIT (NSE: EMBASSY / BSE: 542602) ('Embassy REIT'), India's first listed REIT and the largest office REIT in Asia by area, reported results today for the third quarter ended December 31, 2022. The Board of Directors of Embassy Office Parks Management Services Private Limited ('EOPMSPL'), Manager to Embassy REIT, at its Board Meeting held earlier today, declared a distribution of ₹5,033 million or ₹5.31 per unit for Q3 FY2023. The record date for the Q3 FY2023 distribution is 03 February, 2023, and the distribution will be paid on or before 09 February, 2023.

**Vikaash Khdloya, Chief Executive Officer of Embassy REIT, said,**

*"Amidst a highly volatile global macro environment, Embassy REIT delivered yet another strong quarter of business performance. Our 4.4 msf year-to-date leasing remains robust, we've accelerated our highly accretive 6.6 msf development growth, and we're on track to achieve our annual guidance, even as global earnings forecasts soften. The Indian office market continues to benefit from the offshoring megatrend and has outshined global office markets. Embassy REIT is ideally positioned to deliver value to unitholders given our scale, world-class properties, embedded growth potential and our fortress balance sheet."*

### Business Highlights

- Leased 1 msf across 19 deals in Q3 at 13% leasing spreads, with YTD total leasing of 4.4 msf across 71 deals
- Increased same-store occupancy to 88% and expanded occupier base to 230
- Recognized as the world's largest 'USGBC LEED platinum certified office portfolio'<sup>(1)</sup>

Note:

(1) Certified by Green Business Certification Inc. under v4.1 O+M category for operational portfolio

## Press Release (Cont'd)

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### Financial Highlights

- Grew Net Operating Income by 13% YoY to ₹7,049 million, with healthy operating margin of 81%
- Announced distributions of ₹5,033 million or ₹5.31 per unit, marking 15<sup>th</sup> consecutive quarter of 100% payouts
- Maintained strong balance sheet with low 27% leverage, attractive 7.2% debt cost, and a AAA/Stable credit rating

### Growth Highlights

- Accelerated development on 6.6 msf active growth pipeline, ₹30 bn capital investment expected to add ₹8 billion to Net Operating Income upon stabilization
- Launched 0.4 msf new office block at Embassy TechVillage, Bangalore at highly accretive 24% yield
- Continued to evaluate the non-binding acquisition offers for 7.1 msf across Chennai and Bangalore

### Investor Materials and Quarterly Investor Call Details

Embassy REIT has released a package of information on the quarterly results and performance, that includes (i) reviewed condensed consolidated and reviewed condensed standalone financial statements for the quarter and year ended December 31, 2022 (ii) an earnings presentation covering Q3 FY2023 results, and (iii) supplemental operating and financial data book that is in-line with leading reporting practices across global REITs. All these materials are available in the Investors section of our website at [www.embassyofficeparks.com](http://www.embassyofficeparks.com).

Embassy REIT will host a conference call on 25 January, 2023 at 18:30 hours Indian Standard Time to discuss the Q3 FY2023 results. A replay of the call will be available in the Investors section of our website at [www.embassyofficeparks.com](http://www.embassyofficeparks.com).

### About Embassy REIT

Embassy REIT is India's first publicly listed Real Estate Investment Trust. Embassy REIT owns and operates a 43.6 msf portfolio of eight infrastructure-like office parks and four city-centre office buildings in India's best-performing office markets of Bangalore, Mumbai, Pune, and the National Capital Region ('NCR'). Embassy REIT's portfolio comprises 34.3 msf completed operating area and is home to around 230 of the world's leading companies. The portfolio also comprises strategic amenities, including four operational business hotels, two under-construction hotels, and a 100 MW solar park supplying renewable energy to tenants. Embassy REIT's industry leading ESG program has received multiple accolades from renowned global institutions and was awarded a 5-star rating both from the British Safety Council and GRESB. Embassy REIT was also recognised as the world's largest 'USGBC LEED Platinum-Certified' office portfolio (v4.1 O+M) by Green Business Certification Inc. For more information, please visit [www.embassyofficeparks.com](http://www.embassyofficeparks.com).

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# I. Key Highlights

Hilton

Hilton Hotel Complex, Embassy Manyata



# Record Fresh Leasing, Accelerating Growth Investments

## LEASING

Leased 1 msf across 19 deals at 13% spreads;  
grew same-store occupancy to 88%



**Danish  
Pharma Major**

**German Luxury  
Car Major**

**American Retail  
Major**



**L&T Infotech**



## DEVELOPMENT

Accelerated development of 6.6 msf active growth  
pipeline at highly attractive 24% yield<sup>(1)</sup>



Actual Picture

## UNLOCKING GROWTH

Launched 0.4 msf new office development at  
Embassy TechVillage at accretive 24% yield

**410k sf**

Increase in  
Leasable Area

**24%**

Yield on Cost<sup>(1)</sup>

**₹2 billion**

Capex Planned

**Dec'25**

Target Completion

## ACQUISITIONS

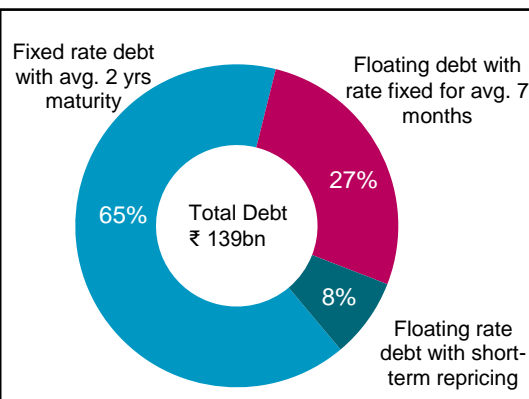
Ongoing evaluation of non-binding acquisition  
offers for 7.1 msf across Bangalore & Chennai<sup>(2)</sup>



Actual Picture

## FINANCING

Fortress balance sheet with low 27% leverage  
and 92% debt at fixed rates in near term



## ESG

Received leading global certifications recognising  
leadership in sustainability and wellness



**#1**

World's Largest USGBC  
LEED Platinum portfolio<sup>(3)</sup>



**9**

Swords of Honour by  
British Safety Council<sup>(3)</sup>

### Notes:

- (1) Yield on Cost is a forward estimate and calculated by dividing expected stabilized NOI upon completion by the cost of construction and interest during construction
- (2) Entered into non-binding offer letters with Embassy Sponsor and its affiliates on October 20, 2022 with 120-days exclusivity period. The non-binding offer letters are subject to diligence, entry into definitive agreements and obtaining approvals, including from third parties, unitholders and regulatory authorities, as applicable. There is no assurance that any transactions will be entered pursuant to the offer letters or the terms and timing of the same
- (3) Sword of Honour awarded by British Safety Council (BSC) to 9 business parks. USGBC LEED Platinum v4.1 O+M certification for operational portfolio

## Robust Financial Performance

**NOI and EBITDA for Q3 up 13% and 14% YoY, with overall NOI and EBITDA margins at 81% and 80% respectively**

	Q3 FY2023 (mn)	Q3 FY2022 (mn)	Variance %	Remarks
<b>Revenue from Operations</b>  <b>NOI</b>  <b>Margin (%)</b>	<b>₹8,654</b>  <b>₹7,049</b>  <b>81%</b>	<b>₹7,409</b>  <b>₹6,213</b>  <b>84%</b>	<b>+17%</b>  <b>+13%</b>	<ul style="list-style-type: none"> <li>▶ Revenue from new lease-up and rent escalations, partially offset by exits</li> <li>▶ Revenue from 1.1 msf JP Morgan campus at ETV</li> <li>▶ Ramp-up of hotel business</li> <li>▶ Increase in Revenue from Operations</li> <li>▶ Partially offset by costs corresponding to the ramp-up in operations of the hotel portfolio</li> <li>▶ Blended NOI margin reflects change in segment mix given ramp-up of hotel business</li> </ul>
<b>EBITDA</b>  <b>Margin (%)</b>	<b>₹6,964</b>  <b>80%</b>	<b>₹6,109</b>  <b>82%</b>	<b>+14%</b>	<ul style="list-style-type: none"> <li>▶ In-line with NOI increase</li> </ul>
<b>Distribution</b>  <b>Payout Ratio</b>	<b>₹5,033</b>  <b>100%</b>	<b>₹4,929</b>  <b>100%</b>	<b>+2%</b>	<ul style="list-style-type: none"> <li>▶ Increase in EBITDA</li> <li>▶ Offset by incremental interest costs on debt for new deliveries, and ZCB refinance<sup>(2)</sup></li> </ul>

- ▶ Commercial office segment continues to be a core driver of REIT NOI and contributed ₹6.4 bn or 90% to Q3 NOI
- ▶ Office NOI margins consistently around 86%, demonstrating the scale and efficiency of business operations

Notes:

(1) Above financial results exclude Revenue, NOI and EBITDA from Embassy GolfLinks since Embassy REIT owns 50% economic interest in GLSP

(2) Adjusting for ZCB refinance, distributions would be 7% higher on proforma basis. Proforma DPU has been included for comparative purposes only. Refer to slide 46 for details

# Fortress Balance Sheet with Active Debt Management

Achieved 7.2% interest cost for ₹139 billion debt book, with ~92% of debt at fixed rate in near term

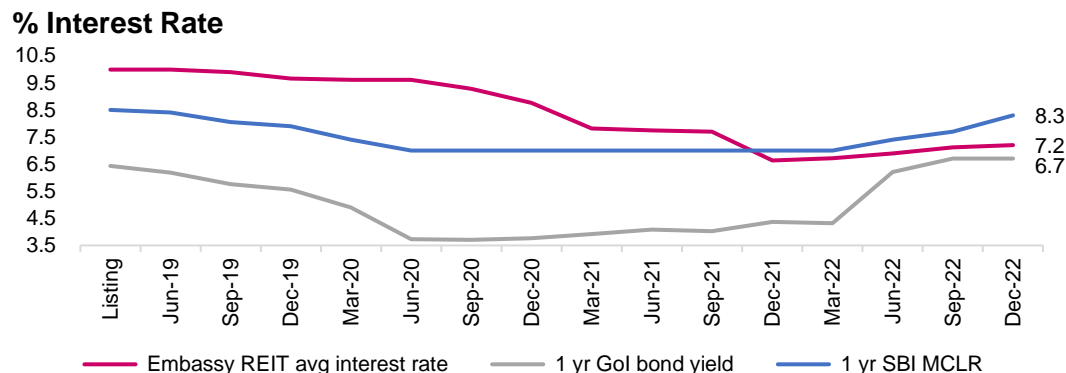
**27%**  
Leverage<sup>(1)</sup>

**7.2%**  
Debt Cost

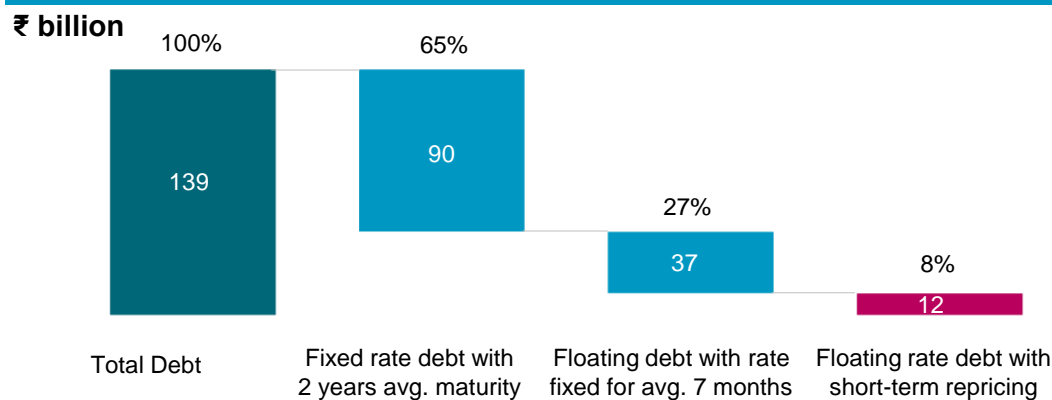
**65%**  
Fixed Rate Debt

**AAA / Stable**  
Credit Rating

## Significant Reduction in Our Cost of Debt Since Listing



## Substantially Shielded from Rising Interest Rates



► Refinanced over ₹9.4 billion debt at 84 bps positive spreads YTD

► In discussions for refinancing additional ₹16 billion floating rate debt, targeting 44 bps positive spreads

Notes:

(1) Based on Net Debt to GAV. GAV computed based on Sep'22 valuation undertaken by iVAS Partners

(2) Source: National Stock Exchange, State Bank of India website

# India: The Office to the World

India office remains a long-term growth opportunity, led by dual structural drivers of cost efficiency and abundant STEM talent offered by India's gateway cities

## India's Dual Structural Advantage Continues

Talent available at Scale

### 28 years

India's Median Age, favorable demographics vs global peers

### 1.5 mn

Engineering graduates added annually

### 1/10<sup>th</sup>

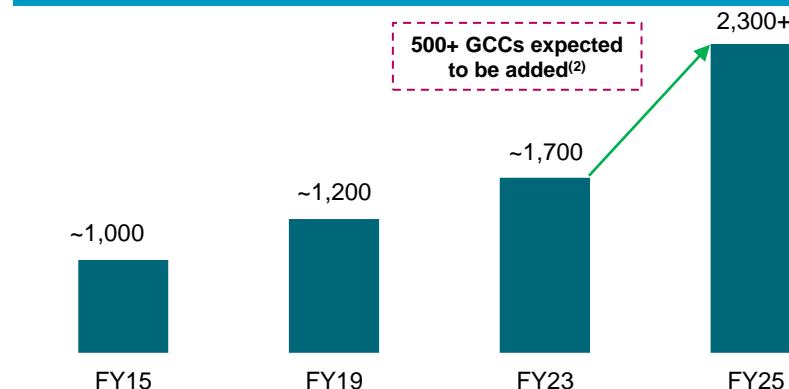
Avg. salary vs global tech professionals

### ~\$1-2 psf

Monthly office rents, even in gateway cities

Low Cost

## GCC additions in India continue to accelerate



## India's Services Exports to Triple in the Next Decade

In \$ billion



- ▶ India continues to be an attractive destination for global companies to set up and grow their offshore captive centers
- ▶ Increased focus on costs and efficiencies by global corporates is likely to further accelerate this offshoring trend

Sources:

(1) Morgan Stanley: 'The New India: Why This Is India's Decade', October 2022

(2) Refers to period of H1 CY22 to H1 CY25-26 as per The India Laboratory of Global Capability Centres, January 2023, JLL – CRE Matrix Report

# Bangalore Continues to Lead India's Office Resurgence

Bangalore continues to be Asia's leading office market given its strong tech ecosystem. Embassy REIT's portfolio concentration in Bangalore market remains a key advantage

## Largest Tech, Start-up and GCC Hub in India

**40%**

Highest share in India's software exports<sup>(1)</sup>

**1 in 3**

Home to Indian tech employees<sup>(2)</sup>

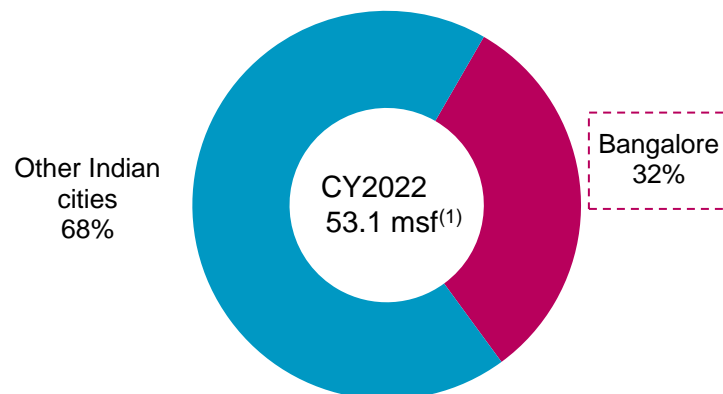
**40 of 90+**

Largest Unicorn Hub<sup>(3)</sup>

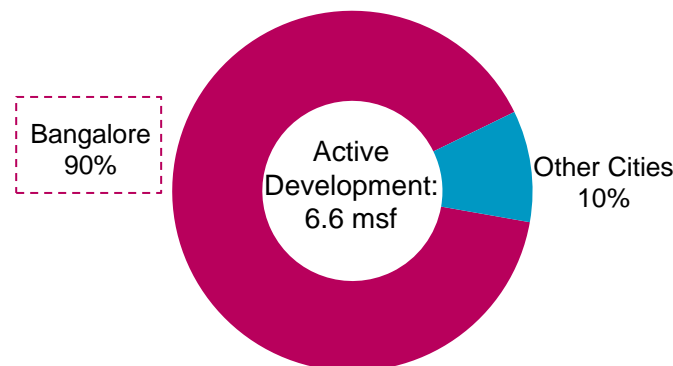
**31%**

Largest hub of GCCs in India<sup>(4)</sup>

## Dominant Share of Leasing Demand (CY 2022)



## ~90% of Our Active Developments in Bangalore



90% of our active developments are concentrated in Bangalore, a city with attractive development economics

Sources:

(1) CBRE Estimates, Karnataka State Budget 2021-22

(2) Credit Suisse – India Market Strategy, Aug'21

(3) Orios Venture Partners, India Tech Unicorn Report 2021, Jan'22, media articles

(4) NASSCOM, Zinnov - GCC India Landscape: 2021 & Beyond, Sep'21



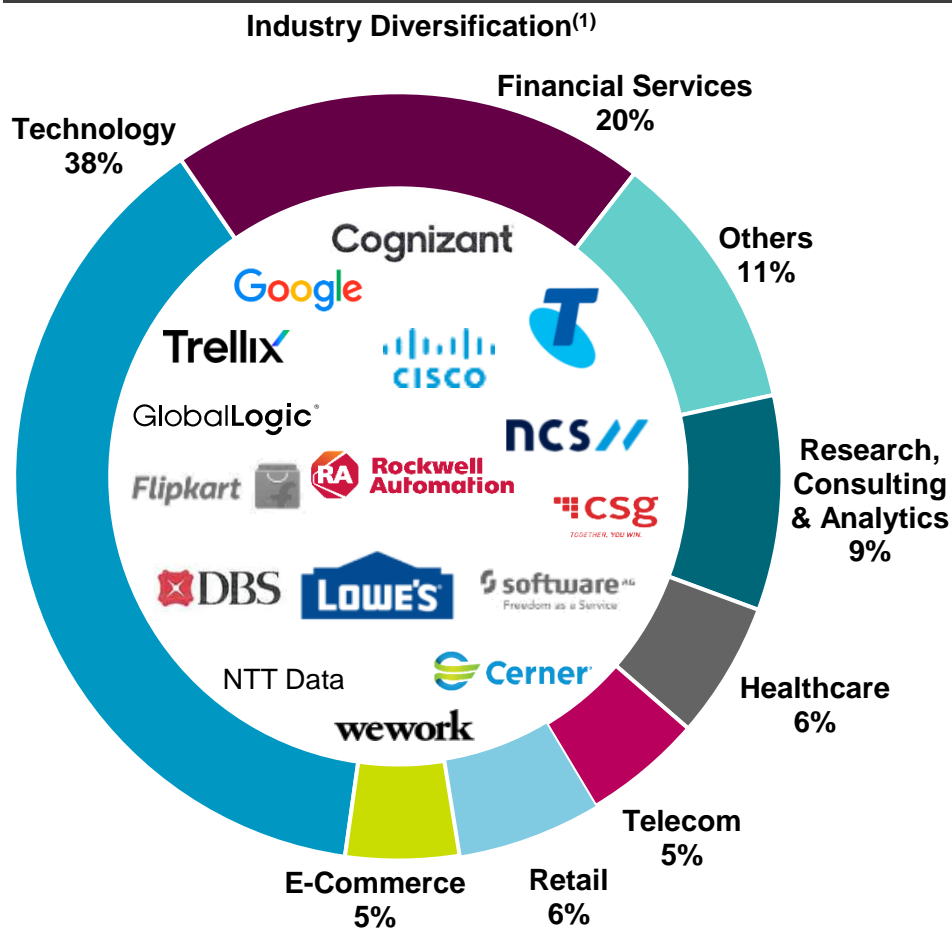
## II. Leasing Update



Embassy Quadron, Pune

## High Quality, Diversified Occupier Base

Tech occupiers and Global Captives constitute over 70% of our occupier base



Top 10 Occupiers	Sector	% of Rentals
JP Morgan	Financial Services	6.7%
Global Technology and Consulting Major	Technology	6.5%
Cognizant	Technology	5.9%
NTT Data	Technology	3.5%
Wells Fargo	Financial Services	3.3%
Flipkart	E-commerce	2.9%
ANSR	Research, Consulting & Analytics	2.6%
PwC	Research, Consulting & Analytics	2.0%
American Retail Major	Retail	1.9%
Google India	Technology	1.7%
<b>Total</b>		<b>37.0%</b>

- ▶ Added 36 new occupiers YTD, expanding our overall occupier base to 230 (vs 165 at the time of listing)
- ▶ Contribution from Top 10 occupiers at 37% (vs 42% at the time of listing), with no single occupier contributing over 7%

Note: Actual legal entity name of occupiers may differ

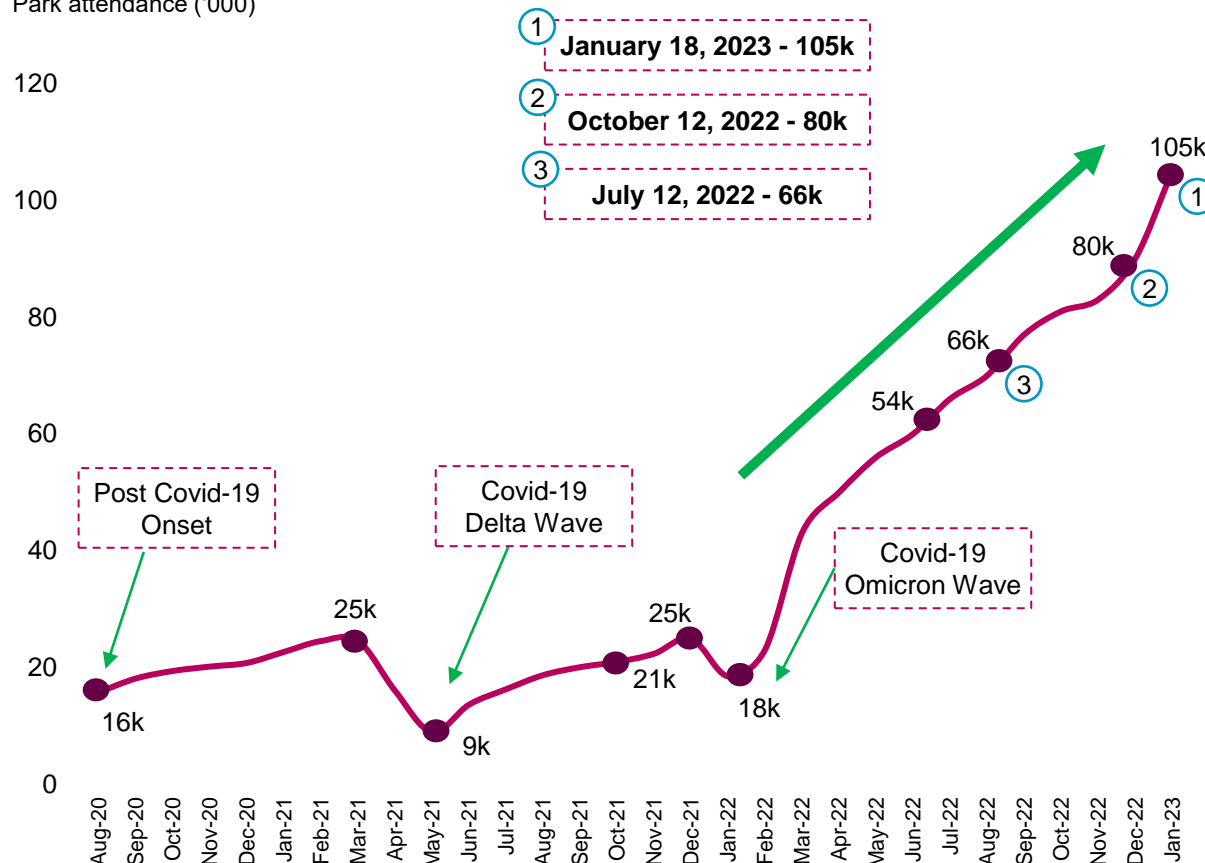
(1) Represents industry diversification percentages based on Embassy REIT's share of gross rentals



## Back to Office Ramp-up

Continuing the positive ramp-up since Q1, back to office at Embassy REIT's properties up ~30% Q-o-Q. Physical attendance at ~46% in mid-Jan'23, highest since the last two years

Park attendance ('000)



“...there is a greater realisation that by coming to offices, more things get done, especially for people who have joined us in the last two years. When they come and see the offices, they see a different perspective... they see a different perspective of their own position vis-a-vis their peers...”

**N. Ganpathy Subramaniam, COO, TCS** on work from home

“...Before the pandemic, about 75% of our people were in the office on any given day of the week. Today, it's about 65%, so we're kind of operating close to the way we were.”

**David Solomon, CEO, Goldman Sachs** on return to office

- ▶ Global Captives incl. Banks, Healthcare and Retail ramped up physical attendance from 47% in Oct'22 to 60% now
- ▶ Mumbai back to pre-Covid levels at ~75%; Bangalore witnessed steady uptick, with ETV attendance now at 60%

## Continued Leasing Momentum

Leased 1 msf across 19 deals in Q3 at 13% leasing spreads, including robust fresh leasing and early renewals. Bangalore continues to drive pan-India demand momentum

**491k sf**

*Fresh Lease-up at 5% premium to market rents*

**473k sf**

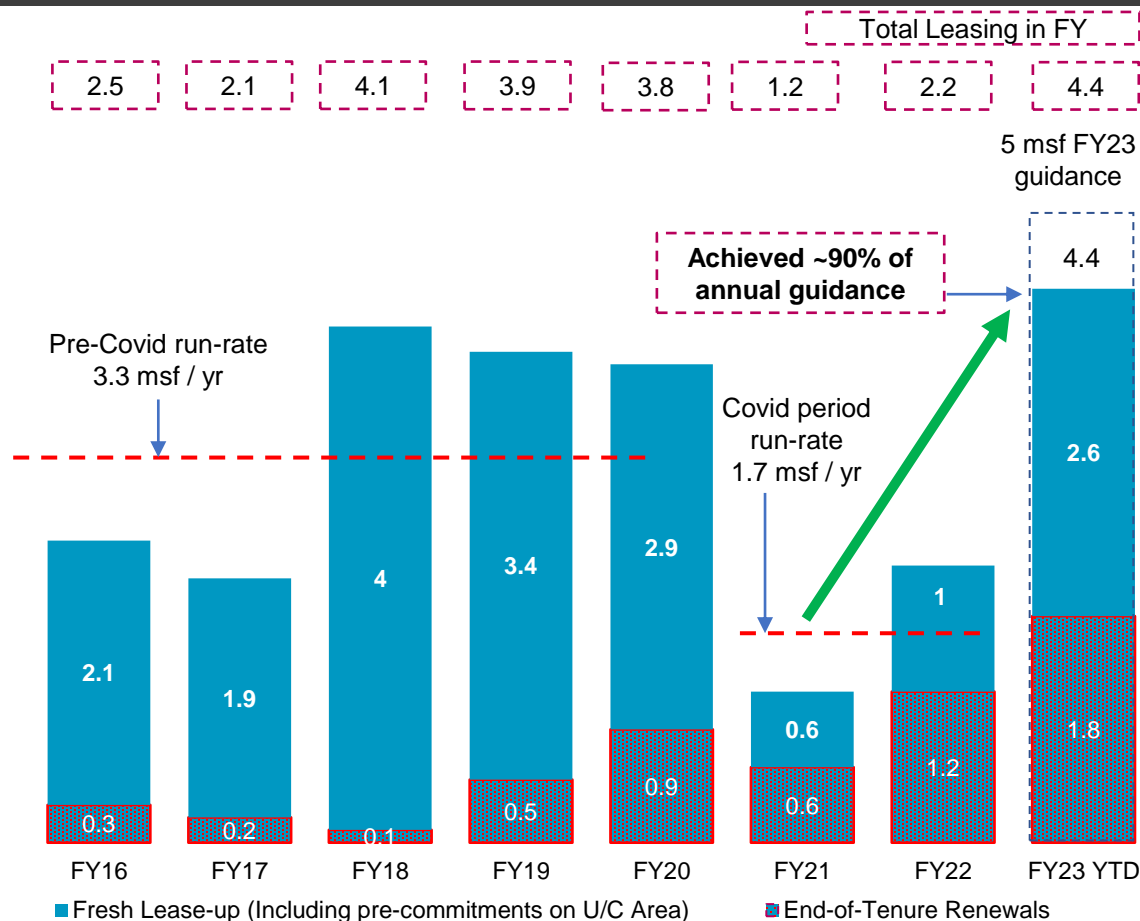
*Renewed at 21% spreads<sup>(3)</sup>*

**19**

*Deals Signed*

**88%**

*Same-store occupancy*



► With YTD leasing of 4.4 msf, achieved ~90% of FY23 annual guidance of 5 msf

► Active deal pipeline of 0.85 msf paves path to pre-Covid occupancy levels of 90s in the next few quarters

Notes:

- (1) Total leases comprises of new lease-up, pre-commitment in under development properties, end-of-tenure renewals and early renewals. End-of-tenure renewals exclude rolling renewals
- (2) FY total leases (as set out in table and note 1 above) have been presented for all the properties that are currently part of Embassy REIT's portfolio as if the Embassy REIT's structure was in place since the beginning of FY16, or comparative purposes. These numbers have been included for purposes of providing general information and may differ from the historical consolidated or combined financial information and other operational metrics of Embassy REIT
- (3) Including Early Renewals

## Leasing Highlights for Q3 FY2023

**Added 7 new occupiers on the back of robust fresh leasing and renewals driven by global captives**

Occupier	Property	Sector	Area ('000 sf)
<b>New Leases</b>			<b>491</b>
American Retail Major	Embassy Manyata	Retail GCC	121
American Healthcare Major	Embassy TechZone	Healthcare GCC	85
Fidelity	Embassy Manyata	Financial Services GCC	61
German Luxury Car Major	Embassy TechZone	Engineering & Manufacturing GCC	49
Danish Pharma Major	Embassy Manyata	Pharma/Healthcare GCC	48
Allen Institute	Embassy TechVillage	Education Tech	26
The Executive Centre	FIFC	Co-working	19
Crisil	Embassy Qubix	Research, Consulting & Analytics	18
BSG IT	Embassy 247	Financial Tech	17
Blackstone	Express Towers	Financial Services	16
Others	Various	Various	32
<b>Renewals</b>			<b>473</b>
American Retail Major	Embassy Manyata	Retail GCC	383
Others	Various	Various	89
<b>Total Q3 Lease-up ('000 sf)</b>			<b>964</b>
<b>New Deal Pipeline for Q4 ('000 sf)</b>			<b>c.850</b>

GCC



**Danish Pharma Major**

**American Healthcare Major**

**German Luxury Car Major**

**American Retail Major**

Tech



**L&T Infotech**



Financial Services and Others

**Bain Capital**



**KHAZANAH NASIONAL**

**Blackstone**

**abertis**



**THE EXECUTIVE CENTRE**

**CRISIL**

**An S&P Global Company**

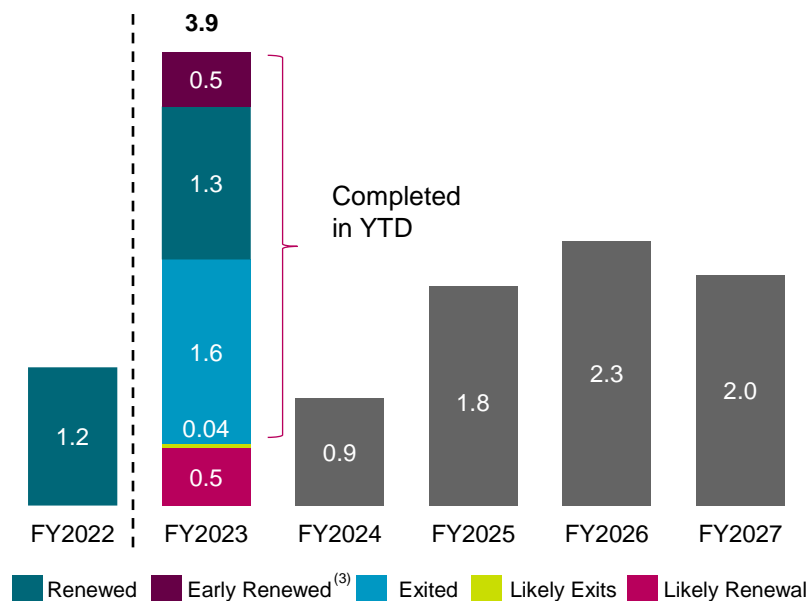
Note:  
(1) Actual legal entity name of occupiers may differ

# Mark-to-Market Potential

Successfully renewed 1.8 msf YTD at 17% spreads, including 0.4 msf of early renewals in Q3

27% of Leases Expire Between FY2023–27

Area Expiring (msf)



MTM opportunity <sup>(1)</sup>	43%	18%	50%	20%	12%
Rents Expiring <sup>(2)</sup>	1%	4%	6%	10%	6%

**YTD Update: Achieved 17% spreads on 1.8 msf renewals. 1.6 msf exited with a significant 36% MTM potential**

Lease Expiries Update

YTD Renewals

1.8 msf  
4% of Rents  
Achieved 17% MTM

Likely Exits in Q4

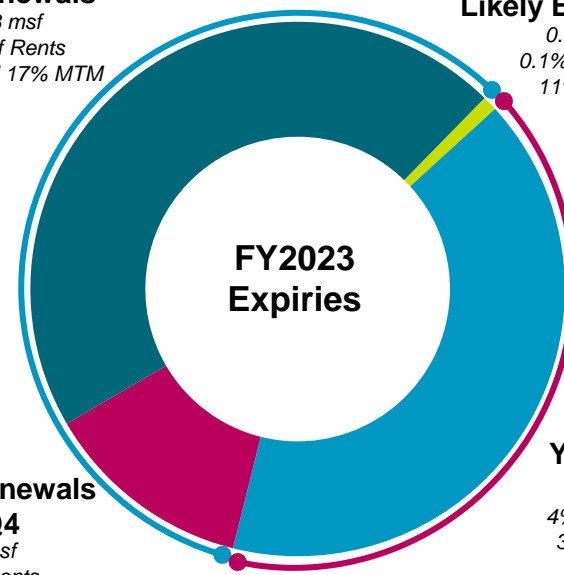
0.04 msf  
0.1% of Rents  
11% MTM

Likely Renewals in Q4

0.5 msf  
1% of Rents  
47% MTM

YTD Exits

1.6 msf  
4% of Rents  
36% MTM



## ► Q3 Update

- 0.5 msf renewed, achieved 21% MTM spreads
- 0.3 msf exited, 4% MTM potential
- 0.5 msf likely renewals, 47% MTM potential
- 0.04 msf likely exits, 11% MTM potential

Notes:

(1) MTM potential computed basis market rent per latest CBRE estimate and in-place rent for respective leases

(2) Refers to annualized rent obligations

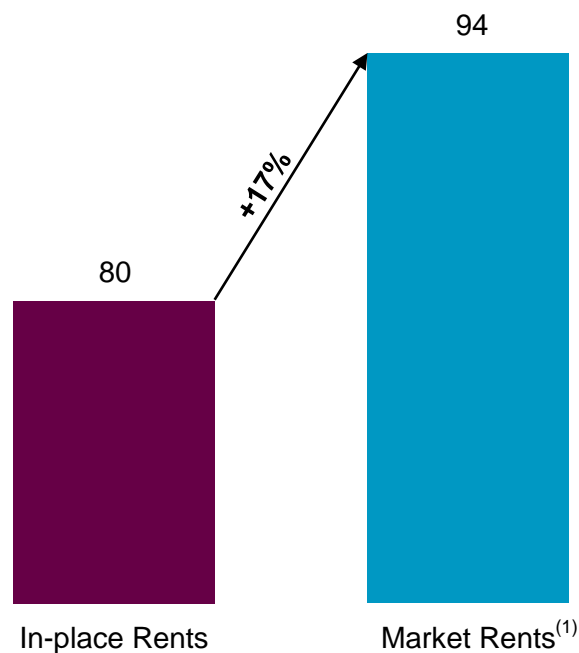
(3) Includes 383k sf early renewal with American Retail Major, leases originally expiring in FY29

## Embedded Rent Growth

**Achieved 13% rent escalations on 2.1 msf in Q3, which further contributes to NOI growth. On track for additional 14% rent escalations on balance 1.6 msf in Q4**

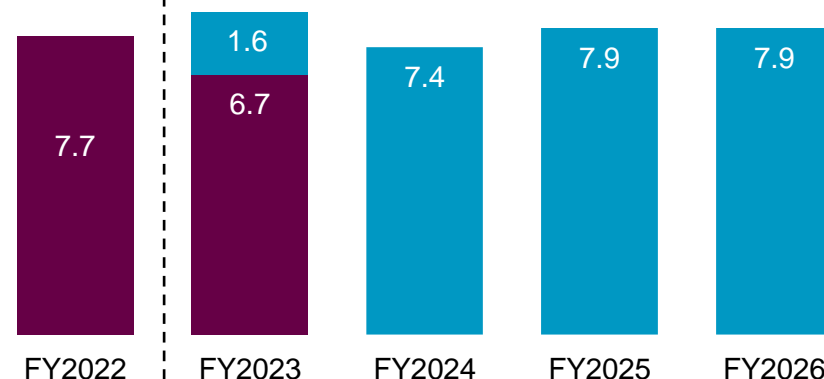
**Market Rents 17% Above In-place Rents**

Rent (₹ psf / month)



**Embedded Rent Escalations of ~15% Aid NOI Growth**

Area (msf)



Successful Rent Escalations
  No. of Occupiers

Rent Escalations Due	14%	14%	14%	14%
Post-escalation MTM Opportunity	(3%)	30%	8%	7%

**YTD Update: Achieved 14% rent increase on 6.7 msf (62 leases)**



# III. Development Update



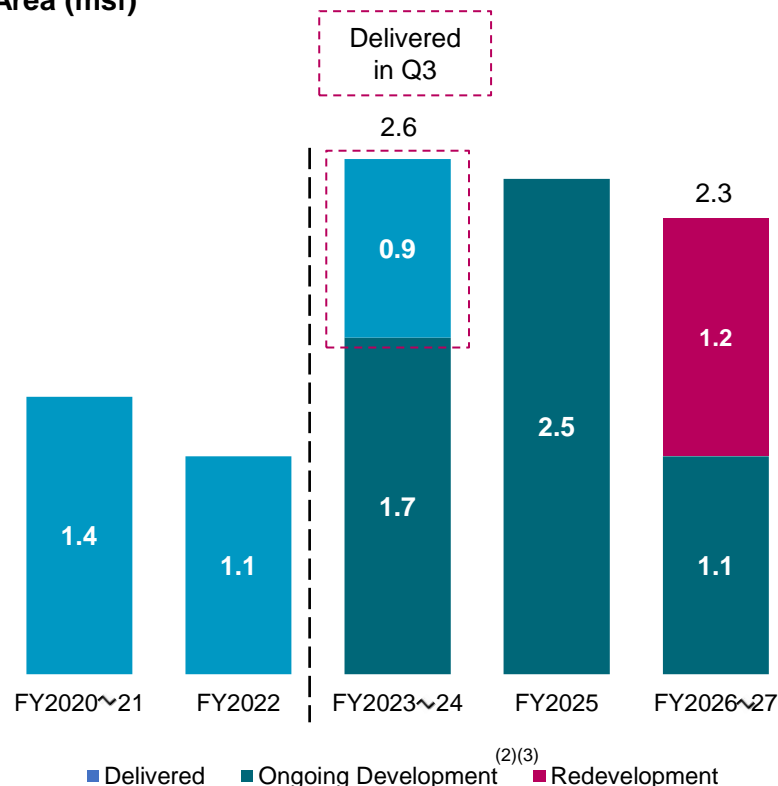
Embassy TechVillage – JP Morgan BTS, Bangalore

## Attractive Development Pipeline

Accelerated development on 6.6 msf active growth pipeline at highly attractive 24% yield<sup>(1)</sup>, with around 90% concentrated in Bangalore, India's best performing office market

### Development Pipeline<sup>(2)</sup> (msf)

Area (msf)



- ▶ ₹30 bn total capex, ₹21 bn pending cost to be spent
- ▶ ₹8 bn incremental NOI upon stabilization at 24% YoC<sup>(1)</sup>

### Development Status as of January 25, 2023

**Embassy TechVillage**  
(Block 8, 1.9 msf)  
(Block 6, 0.4 msf)

- ▶ Towers A, B, C & D – Basement works in advanced stage and superstructure works in progress.
- ▶ Targeting Sep'24 delivery

- ▶ Block 6 – Recently launched, site mobilization and approvals underway
- ▶ Targeting Dec'25 delivery

- ▶ M3 Block A – Fire NOC received
- ▶ Targeting Mar'23 delivery

**Embassy Manyata: 3.5 msf**

(M3 A, 1.0 msf)  
(M3 B, 0.6 msf)  
(D1/D2, 1.2 msf)  
(Block L4, 0.7 msf)

- ▶ M3 Block B – Design finalized. Superstructure works underway
- ▶ Awaiting acquisition of transferable development rights and building approvals

- ▶ Block D1/D2 Redevelopment – Design finalized. Demolition works initiated
- ▶ Targeting Dec'25 delivery

- ▶ Block L4 – Excavation works in progress
- ▶ Targeting Jun'25 delivery

**Embassy Oxygen**  
(Tower 1, 0.7 msf)

- ▶ Fire NOC received
- ▶ Targeting Jun'23 delivery

Notes:

(1) Yield on Cost is a forward estimate and calculated by dividing expected stabilized NOI upon completion by the cost of construction and interest during construction

(2) Excludes 518 key Hilton hotels at Embassy TechVillage

(3) Includes 0.6 msf M3 Block B located within overall Embassy Manyata campus



## Unlocking Growth at Embassy TechVillage

Launched another highly accretive 0.4 msf office block Helenium at ETV at accretive 24% yield; project efficiently unlocks ETV's overall FAR potential



**~410k sf**

Increase in Leasable  
Area

**₹2 billion**

Capex Planned

**~24%**

Yield on Cost<sup>(1)</sup>

**Dec'25**

Target Completion

Located in India's best performing office sub-market, this new block is in addition to ETV's development potential underwritten at the time of its acquisition

Note:  
(1) Yield on Cost is a forward estimate and calculated by dividing expected stabilized NOI upon completion by the cost of construction and interest during construction



## Unlocking Growth at Embassy Manyata

Continued progress on the recently launched 1.2 msf redevelopment at Embassy Manyata at highly accretive 22% yield



**~1.7x**

Increase in Leasable  
Area

**₹6 billion**

Capex Planned

**~22%**

Yield on Cost<sup>(1)</sup>

**Dec'25**

Target Completion<sup>(2)</sup>

- ▶ Attractive project across metrics - 4% NOI accretion and 3% DPU accretion<sup>(3)</sup> upon stabilization
- ▶ Witnessing early demand traction from global banks, cloud computing and tech players

Notes:

- (1) Yield on Cost is a forward estimate and calculated by dividing expected stabilized NOI upon completion by the cost of construction and interest during construction and adjusted for opportunity rent loss on existing building during construction
- (2) Video link [here](#)
- (3) Proforma NOI and DPU accretion numbers are forward estimates and are computed based on the following assumptions (a) Incremental NOI and DPU computed based on stabilized occupancy post completion (b) Redevelopment costs fully funded through capex debt (c) Mid point NOI and DPU guidance of FY23 considered as base to arrive at proforma accretion numbers

## Project Progress at Site (Cont'd)

Embassy Manyata – M3 Block A (1.0 msf)

Design Perspective



Embassy Manyata – M3 Block B (0.6 msf)



Actual Progress at Site<sup>(1)</sup>

Targeting Mar'23 delivery



Targeting Mar'25 delivery





## Project Progress at Site

Embassy Manyata – L4 Block A (0.7 msf)

Design Perspective



Embassy TechVillage – Block 8 (1.9 msf)



On-track for Jun'25 delivery

Actual Progress at Site<sup>(1)</sup>



On-track for Sep'24 delivery





## Project Progress at Site (Cont'd)

Embassy TechZone – Hudson and Ganges (0.9 msf)<sup>(1)</sup>

Design Perspective

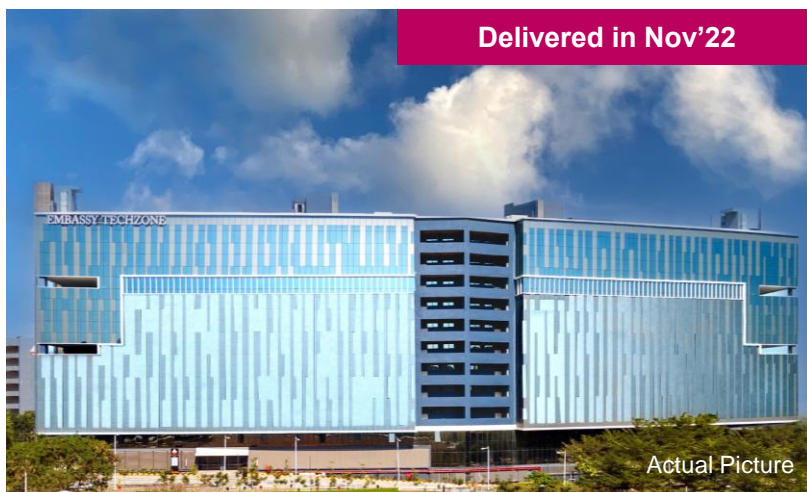


Embassy Oxygen – Tower 1 (0.7 msf)

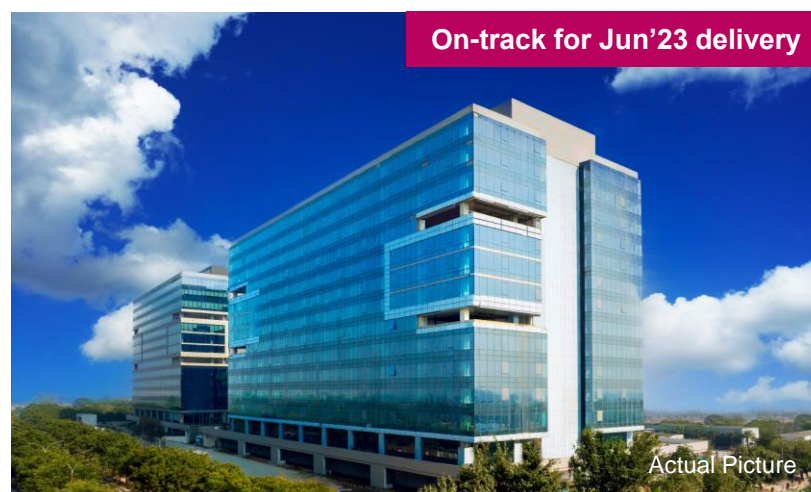


Actual Progress at Site<sup>(2)</sup>

Delivered in Nov'22



On-track for Jun'23 delivery



Notes:

- (1) Received Building OC in Nov'22
- (2) Dec'22 Pictures



# IV. Acquisitions Update

Embassy TechVillage, Bangalore

## Potential Acquisition Opportunities

Evaluating acquisition of 7.1 msf properties across Bangalore and Chennai<sup>(1)</sup>. Currently, 2 msf is completed or nearing completion, of which 91% is leased or pre-committed to global occupiers

### Embassy Splendid TechZone, Chennai



**1.4 msf**

Completed Area

**89%**

Leased in  
Completed Area

**3.6 msf**

Under Development  
& Future Potential<sup>(2)</sup>

**14 Years**

WALE

### Embassy Business Hub, Bangalore



**0.7 msf**

Nearing  
Completion Area

**94%**

Pre-committed in  
Nearing Completion Area

**1.4 msf**

Development Potential

**15 Years**

WALE

### Key Occupiers<sup>(3)</sup>

**WELLS  
FARGO**

**Accenture**



**BNY MELLON**

**PHILIPS**

**TEKION**

**Global FinTech  
Company**

#### Notes:

- (1) Entered into non-binding offer letters with Embassy Sponsor and its affiliates on October 20, 2022 with 120-days exclusivity period. The non-binding offer letters are subject to diligence, entry into definitive agreements and obtaining approvals, including from third parties, unitholders and regulatory authorities, as applicable. There is no assurance that any transactions will be entered pursuant to the offer letters or the terms and timing of the same
- (2) Comprises 1.6 msf area nearing completion and 2 msf development potential
- (3) Actual legal entity names of the occupiers may differ from the names referred above



## Embassy Splendid TechZone, Chennai

**Opportunity to acquire a 5 msf<sup>(1)</sup> high-quality business park and enter a new growth market in Chennai city. Of the 1.4 msf completed area, 89% leased to global occupiers across banking and technology**



Notes: There can be no assurance that the acquisition shall materialize in the current form or at all

- (1) Embassy Sponsor is entitled to 61% of the lease revenue from this project
- (2) 1.4 msf is completed with another 1.6 msf under development and balance 2 msf as future development potential. 1.4 msf of 5 msf is currently leased or pre-leased
- (3) Dec'22 Picture



## Embassy Business Hub, Bangalore

Opportunity to acquire a 2.1 msf<sup>(1)</sup> upcoming business park in close proximity to Embassy Manyata in North Bangalore. Of the 0.7 msf area nearing completion, 94% is pre-committed to Philips



Notes: There can be no assurance that the acquisition shall materialize in the current form or at all

- (1) Embassy Sponsor affiliate's area share entitlement in this project is 1.4 msf of leasable area
- (2) 0.7 msf is completed with OC likely in Jun'23 and balance 1.4 msf under development. 0.6 msf of the 2.1 msf is currently leased or pre-leased
- (3) Dec'22 Picture



# V. ESG & Total Business Ecosystem Update

Flyover at Embassy Manyata, Bangalore

## Green Impetus across Investing, Operations and Financing

Leadership position in ESG a strong differentiator and long-term business advantage. ESG commitments aligned with the broader goals of occupiers and investors

Awarded Highest Ratings in ESG, Safety and Wellness<sup>(1)</sup>

Progressed on 20 MW Solar Rooftop Project



**₹950 million**

Projected Capex

**25k tonnes**

CO<sub>2</sub> Emission Reduction<sup>(2)</sup>

**30%+**

Projected IRR

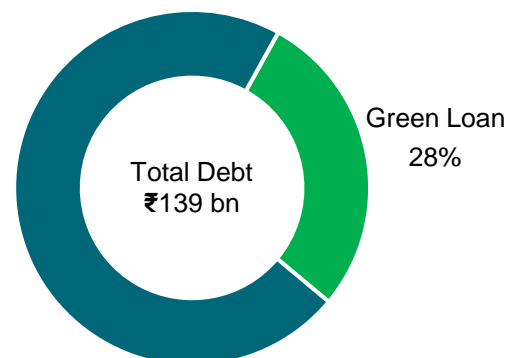
**3 years**

Payback Period

Partnered with Occupiers on Green Initiatives



Grew Sustainable Finance Book to ₹39 billion



- ▶ Recognized as the world's largest USGBC LEED Platinum-certified office portfolio<sup>(1)</sup>
- ▶ Launched dedicated ESG microsite to provide detailed updates on our ESG program, visit [link](#)

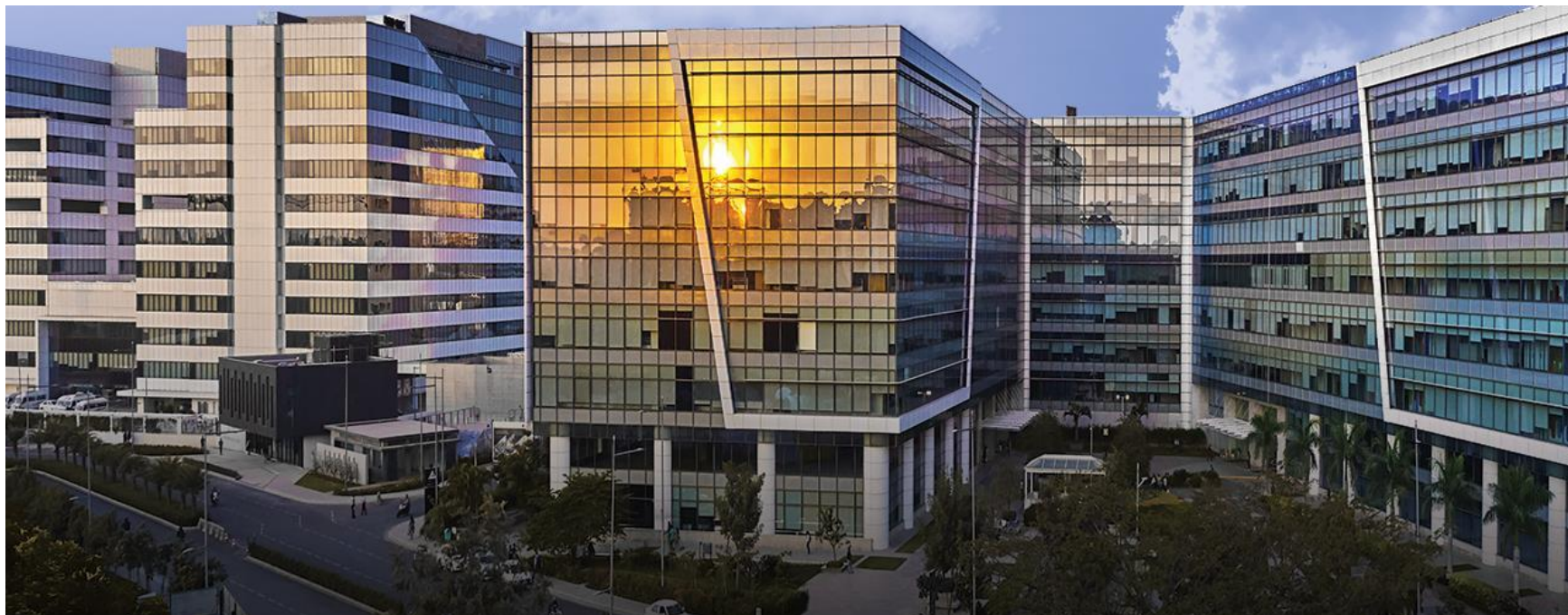
Notes:

(1) USGBC LEED Platinum 'v4.1 O+M' certification awarded for operational portfolio and Sword of Honour awarded by British Safety Council (BSC) to 9 business parks

(2) Annual figures based on CO<sub>2</sub> baseline database for the Indian power sector Dec'18



## Recognised as World's Largest LEED Platinum portfolio (v4.1 O+M)



### WORLD'S LARGEST USGBC LEED PLATINUM - CERTIFIED OFFICE PORTFOLIO

**43.2 msf**  
Total Portfolio

**96**  
Buildings

**4**  
Gateway Cities

**220+**  
Blue Chip Occupiers

Notes:

- (1) LEED (Leadership in Energy and Environmental Design) Platinum v4.1 O+M (Operations + Maintenance) received for 33.4 msf operational portfolio; certified by Green Business Certification Inc. (GBCI), part of U.S. Green Building Council ('USGBC')

## ESG Memberships and Certifications

ESG memberships, certifications and performance on global benchmarks reflect commitment to sustainability, transparency and operational excellence

### Past Achievements



### Current Achievements and Focus Areas



### Future Initiatives



## ESG Roadmap – Progress Report

**In-line with our 2040 net zero commitment, 3-year sustainability targets defined across 19 ESG programs. Significant progress in YTD FY2023**

Pillar	Metric	Target <sup>(1)</sup>	YTD FY23 Update	Status
Resilient Planet	▶ Renewable energy consumption share	75% by FY25	46%	On track
	▶ Water consumption reduction	7% by FY25	41% <sup>(2)</sup>	On track
	▶ OWC capacity increase	25% by FY25	4%	On track
	▶ Local sourcing <sup>(3)</sup> share	30% by FY25	90%	On track
	▶ USGBC LEED certified portfolio (% of area)	100% by FY23	100%	Achieved
Revitalized Communities	▶ ‘Green leases’ signed during the period	70% by FY24	93%	On track
	▶ 5-star BSC certified portfolio (% of area)	100% by FY23	100%	Achieved
	▶ Occupiers engaged under ‘Corporate Connect’	10%	11%	Achieved
	▶ Females as % of total new hires	50% from FY23	36%	Behind target
Responsible Business	▶ TCFD compliant annual report	100% by FY25	Gap assessment underway	On track
	▶ Cumulative green / sustainable finance portfolio	₹35 bn by FY25	₹39 bn	Achieved
	▶ ESG due-diligence	100% from FY23	Ongoing	On track

Notes:

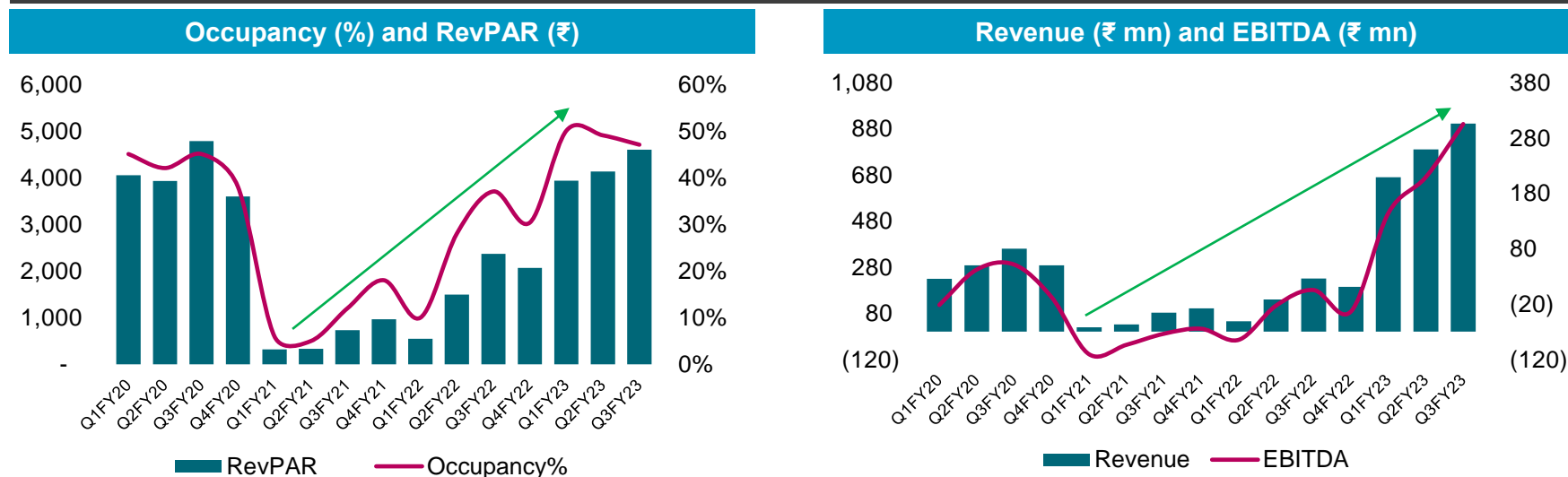
(1) Targets set against baseline of FY2020 actuals for the portfolio (including Embassy TechVillage acquisition)

(2) Lower water consumption noted during YTD FY2023 given current physical occupancy in our properties

(3) Local sourcing is defined as sourcing of materials for our new developments within 1000 kms radius of respective sites

# Hospitality Business Continued its Growth Trajectory

Hotel portfolio continued its performance in Q3 with occupancy at 47% and ADRs up 15% Q-o-Q . YTD EBITDA at ₹704 million, significantly ahead of annual guidance



Q3 FY23 Performance	Category	Keys	Occupancy	ADR (₹)	Revenue (₹ mn)	EBITDA (₹ mn)
Hilton at Embassy GolfLinks	5-star	247	58%	10,846	212	81
Four Seasons at Embassy One	5-star Luxury	230	31%	14,654	241	46
Hilton Hotels at Embassy Manyata <sup>(1)</sup>	5-star, 4-star	619	49%	7,971	449	182
<b>Total</b>		<b>1,096</b>	<b>47%</b>	<b>9,696</b>	<b>902</b>	<b>309</b>

- ▶ Given success of dual-branded Hilton Embassy Manyata, kickstarted development of 518 key twin Hilton hotels at ETV'
- ▶ 'Copitas' at Four Seasons Bangalore awarded 'Best Bar in a Hotel' in India and ranked among top 50 bars in Asia<sup>(2)</sup>

Note:

- (1) 266-key Hilton hotel and 60,000 sf Convention Center was launched in May'22 and 353-key Hilton Garden Inn was launched in Mar'22  
(2) Tulleeho and MW Magazine



## Deepening Business Moat

Continued investments in campus infrastructure and amenities deepen business moat and fortify REIT's properties for the next phase of growth

85k sf Retail Plaza at Embassy Manyata (WIP, Jun'23)



Sports Zone, Central Garden at ETV (WIP, Mar'23)



Block K Refurbishment at Embassy Manyata (WIP, Mar'23)



Amphitheatre, Central Garden at ETV (WIP, Mar'23)





# VI. Financial Update

A large, modern, multi-story building with a curved glass facade and a grey concrete frame. The building is surrounded by lush green trees and a well-maintained lawn. In the background, a clear blue sky and distant hills are visible. The text "VI. Financial Update" is overlaid in white on a dark grey rectangular background on the left side of the image.

Embassy TechZone, Pune

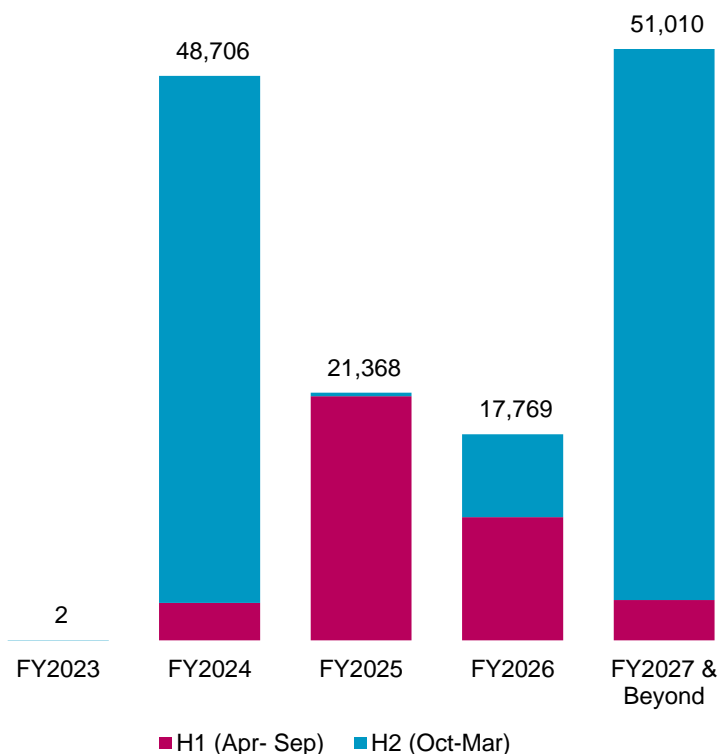


## Prudent Capital Management

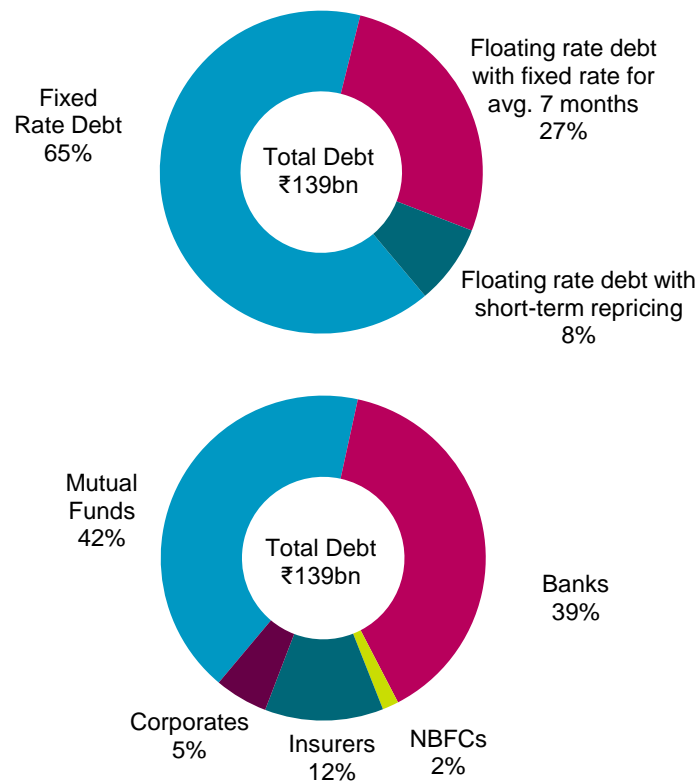
Balance sheet significantly well positioned amidst rising interest rate environment – low leverage, attractive interest cost and limited exposure to floating-rate debt

### Staggered Debt Maturity

Amount (₹ mn)



### Debt Composition



Well-placed to refinance upcoming debt maturities at significantly competitive rates, led by AAA/Stable credit rating and access to a wide debt-capital pool across mutual funds, insurers, FIIs, banks and NBFCs

## Financial Performance for YTD FY2023

**NOI and EBITDA for YTD up 12% YoY, with overall NOI and EBITDA margins at 82% and 80% respectively**

	YTD FY2023 (mn)	YTD FY2022 (mn)	Variance %	Remarks
<b>Revenue from Operations</b>	<b>₹25,519</b>	<b>₹22,138</b>	<b>+15%</b>	<ul style="list-style-type: none"> <li>▶ Revenue from new lease-up at higher re-leasing spreads and contractual rent escalations, partially offset by exits</li> <li>▶ Revenue from 1.1 msf JP Morgan campus at ETV</li> <li>▶ Ramp-up of hotel business</li> </ul>
<b>NOI</b>	<b>₹20,861</b>	<b>₹18,661</b>	<b>+12%</b>	<ul style="list-style-type: none"> <li>▶ Increase in Revenue from Operations</li> <li>▶ Partially offset by costs corresponding to the ramp-up in operations of the hotel portfolio</li> <li>▶ Blended NOI margin reflects change in segment mix given ramp-up in hotel business</li> </ul>
<b>Margin (%)</b>	<b>82%</b>	<b>84%</b>		
<b>EBITDA</b>	<b>₹20,345</b>	<b>₹18,169</b>	<b>+12%</b>	<ul style="list-style-type: none"> <li>▶ In-line with NOI increase</li> </ul>
<b>Margin (%)</b>	<b>80%</b>	<b>82%</b>		
<b>Distribution</b>	<b>₹15,261</b>	<b>₹15,640</b>	<b>(2%)</b>	<ul style="list-style-type: none"> <li>▶ Increase in EBITDA</li> <li>▶ Offset by incremental interest costs on debt for new deliveries, and ZCB refinance<sup>(2)</sup></li> </ul>
<b>Payout Ratio</b>	<b>100%</b>	<b>100%</b>		

- ▶ Commercial office segment continues to be a core driver of overall NOI and contributed ₹19 bn or 91% to the YTD NOI
- ▶ Office NOI margins consistently around 86%, demonstrating the scale and efficiency of business operations

Notes:

(1) Above financial results exclude Revenue, NOI and EBITDA from Embassy GolfLinks since Embassy REIT owns 50% economic interest in GLSP

(2) Adjusting for ZCB refinance, distributions were 10% higher on proforma basis. Proforma DPU has been included for comparative purposes only. Refer to slide 46 for details

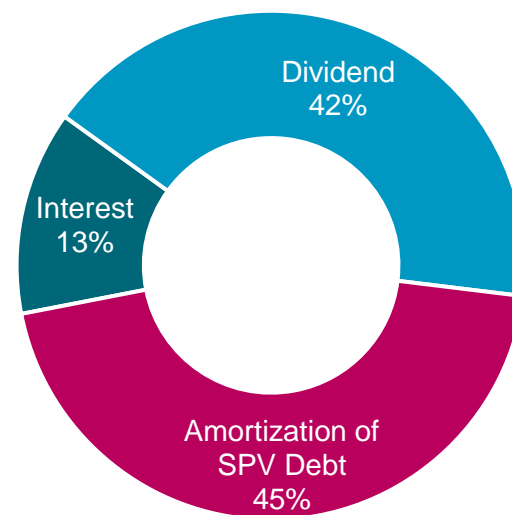
## Delivering on Distributions

Q3 distributions stood at ₹5,033 million or ₹5.31 per unit, representing a 100% payout ratio

### Distribution Highlights

Particulars	Q3 FY2023	FY2023 till date
Distribution period	Oct'22 – Dec'22	Apr'22 – Dec'22
Distribution amount (mn)	₹5,033	₹15,261
Outstanding units (mn)	948	948
Distribution per unit (DPU)	₹5.31	₹16.10
Announcement date	January 25, 2023	-
Record date	February 03, 2023	-
Payment date	On or before February 09, 2023	-

### Distribution Mix – Q3



- Consistently distributed 100% payout for 15 quarters, cumulative distributions of over ₹73 billion since listing
- Tax efficient distributions, with a significant proportion tax free for Unitholders





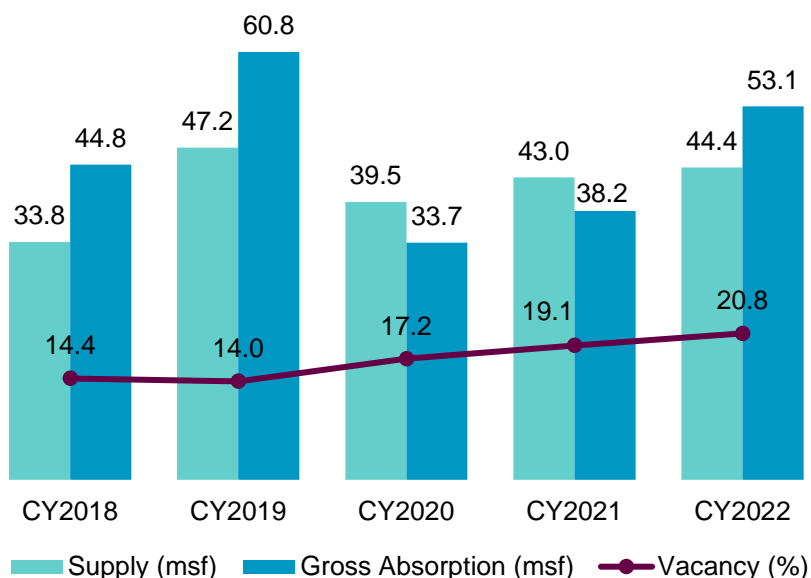
# VII. Market Outlook



## Market Fundamentals – Update

**2022 was a resurgent year for India office with total absorption of ~53 msf, closer to pre-pandemic highs – driven by pent-up demand, expansion and consolidation requirements of multinationals**

**Demand and Supply Trends (CY2018 – to date)**



**City-wise Performance (CY 2022)**

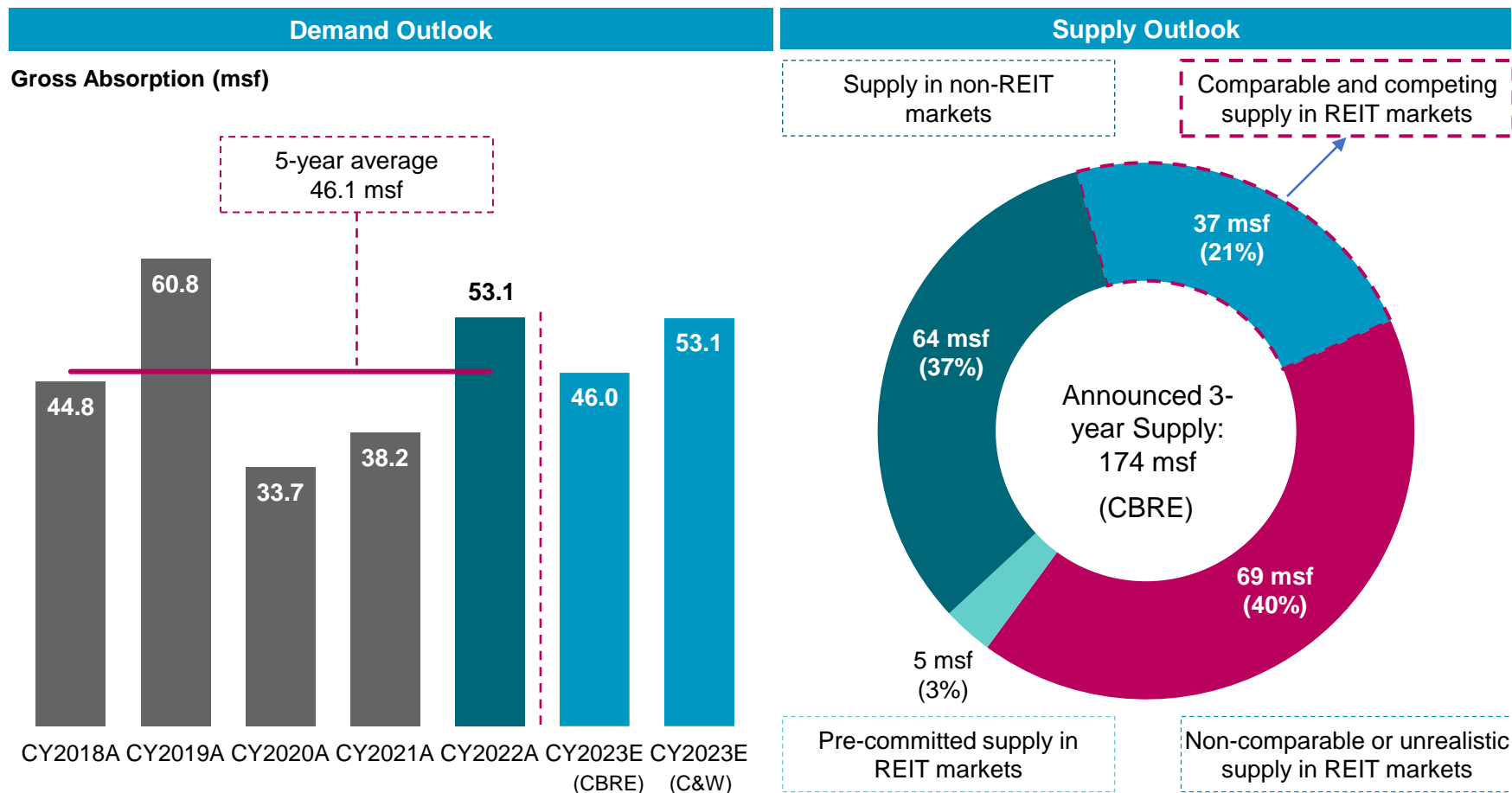
City	Gross Absorption (msf)	Supply (msf)	Vacancy (%)
Bangalore	17.1	10.8	11%
Pune	5.5	4.3	21%
Mumbai	7.3	3.5	24%
NCR	8.7	7.8	29%
<b>Embassy REIT Markets</b>	<b>38.6</b>	<b>26.5</b>	<b>20%</b>
Hyderabad	7.2	13.8	22%
Chennai	6.1	4.0	18%
Kolkata	1.2	0.1	33%
<b>Other Markets</b>	<b>14.4</b>	<b>17.9</b>	<b>22%</b>
<b>Grand Total</b>	<b>53.1</b>	<b>44.4</b>	<b>21%</b>

- ▶ Despite global macro volatility and recessionary environment in developed economies, India office demand remains strong
  - ‘Back to office’ continued to pick up momentum with occupiers starting to issue guidance in this regard
  - India continues to remain an attractive cost-effective destination with strong long-term fundamentals
- ▶ Robust recovery in office leasing activity with gross absorption up 39% YoY in 2022 (53.1 msf in CY vs 38.2 msf in PY)
  - Bangalore front runner in overall leasing, contributed 1/3<sup>rd</sup> of gross absorption in CY22

**India's status as a premier offshoring destination remains integral to office space uptake by global corporates, as they increasingly access India's large talent pool for their business's delivery and growth**

## Demand and Supply Outlook

Long-term fundamentals of India office remain robust, with global captives driving demand. Supply continues to remain constrained with only 21% comparable and competing supply



Increased focus on costs and efficiencies by global corporates likely to accelerate offshoring megatrend further, disproportionately to the benefit of institutional landlords like Embassy REIT

# VIII. Appendix

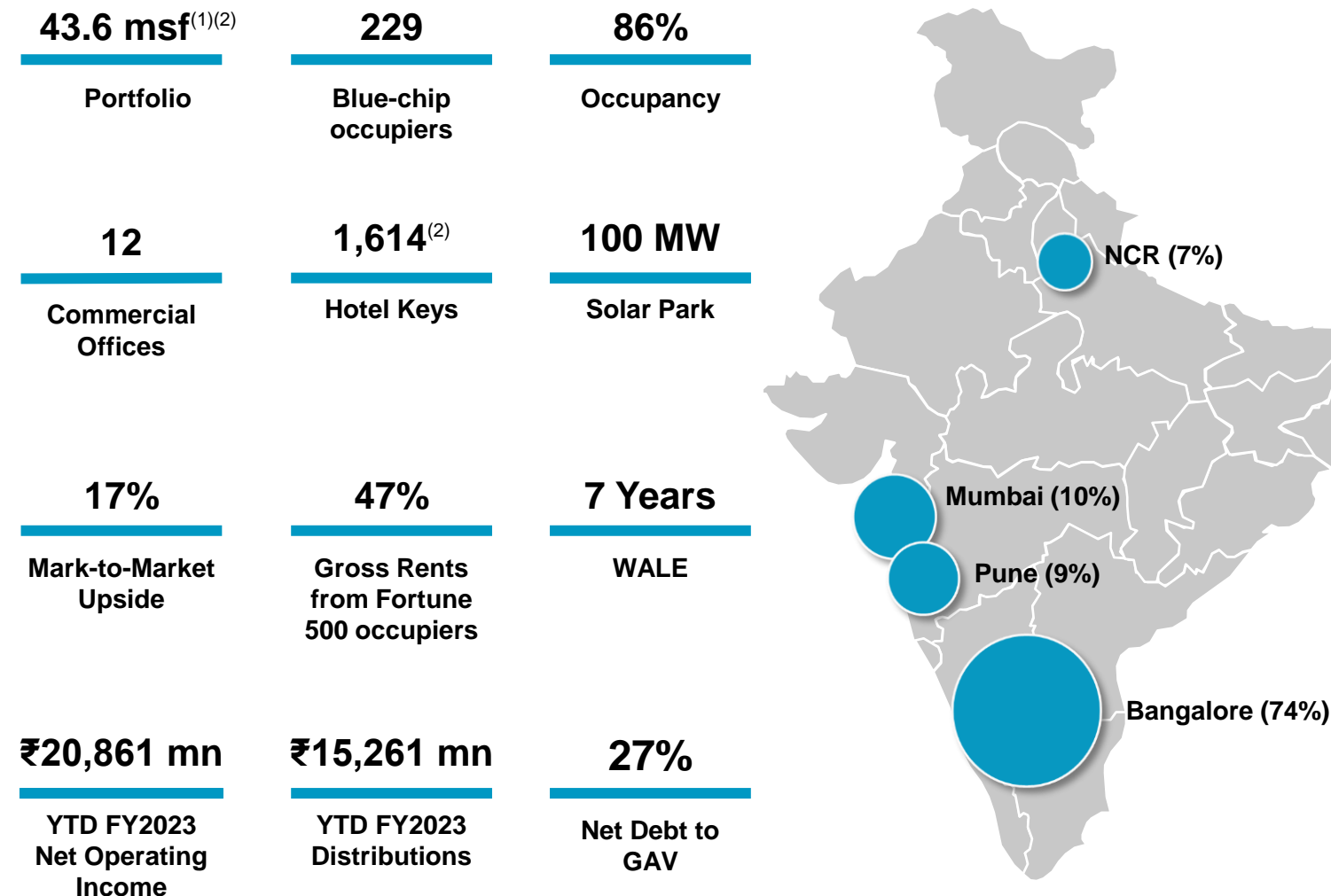
An aerial night photograph of the Embassy Galaxy hotel in Noida. The building is a large, modern structure with multiple wings and a prominent glass facade that is brightly lit from within. A tall, dark brick tower on the right side of the building features a red 'CSC' logo near its top. The hotel is surrounded by lush green trees and landscaped grounds. In the foreground, a curved road with a yellow and black striped curb is visible, with several cars parked or moving along it. The sky is a deep blue, indicating twilight.

Embassy Galaxy, Noida



## Who We Are: Quick Facts

Embassy REIT owns and operates a commercial office portfolio that serves as essential corporate infrastructure to global occupiers, including many technology companies



Notes: City wise split by % of Gross Asset Value (GAV) considered per Sep'22 valuation undertaken by iVAS Partners, represented by Mr. Manish Gupta, in conjunction with value assessment services undertaken by CBRE. Valuation exercise undertaken semi-annually

(1) Comprises 34.3 msf completed, 6.6 msf under construction and 2.8 msf future development

(2) Includes completed, under construction and proposed future development



# Portfolio Summary

**34.3 msf completed Grade A office assets (86% occupied, 7 years WALE, 17% MTM opportunity)**

Property	Leasable Area (msf)/Keys/MW			WALE <sup>(2)</sup> (yrs)	Occupancy (%)	Rent (₹ psf / mth)			GAV <sup>(3)</sup>	
	Completed	Development	Total			In-place	Market	MTM (%)	₹ mn	% of total
Embassy Manyata	11.4	3.9	15.2	6.8	89%	71	93	30%	186,462	37%
Embassy TechVillage	7.3	2.3	9.6	9.5	98%	77	94	22%	119,253	23%
Embassy GolfLinks <sup>(1)</sup>	3.1	-	3.1	6.6	100%	131	150	15%	34,792	7%
Embassy One	0.3	-	0.3	8.5	45%	145	147	2%	4,910	1%
<b>Bengaluru Sub-total</b>	<b>22.0</b>	<b>6.2</b>	<b>28.2</b>	<b>7.7</b>	<b>93%</b>	<b>82</b>	<b>102</b>	<b>24%</b>	<b>345,417</b>	<b>68%</b>
Express Towers	0.5	-	0.5	3.8	82%	281	270	(4%)	17,888	4%
Embassy 247	1.2	-	1.2	3.2	89%	111	112	1%	18,502	4%
FIFC	0.4	-	0.4	3.5	91%	296	275	(7%)	14,212	3%
<b>Mumbai Sub-total</b>	<b>2.0</b>	<b>-</b>	<b>2.0</b>	<b>3.5</b>	<b>87%</b>	<b>183</b>	<b>177</b>	<b>(3%)</b>	<b>50,603</b>	<b>10%</b>
Embassy TechZone	3.0	2.4	5.5	4.5	63%	53	48	(9%)	22,512	4%
Embassy Quadron	1.9	-	1.9	5.5	50%	52	48	(8%)	12,903	3%
Embassy Qubix	1.5	-	1.5	5.3	91%	42	48	14%	9,910	2%
<b>Pune Sub-total</b>	<b>6.4</b>	<b>2.4</b>	<b>8.8</b>	<b>4.9</b>	<b>65%</b>	<b>49</b>	<b>48</b>	<b>(3%)</b>	<b>45,326</b>	<b>9%</b>
Embassy Oxygen	2.5	0.7	3.3	9.5	72%	54	54	1%	24,689	5%
Embassy Galaxy	1.4	-	1.4	4.4	93%	39	45	17%	9,476	2%
<b>Noida Sub-total</b>	<b>3.9</b>	<b>0.7</b>	<b>4.6</b>	<b>7.7</b>	<b>79%</b>	<b>47</b>	<b>50</b>	<b>6%</b>	<b>34,165</b>	<b>7%</b>
<b>Subtotal (Office)</b>	<b>34.3</b>	<b>9.4</b>	<b>43.6</b>	<b>6.9</b>	<b>86%</b>	<b>80</b>	<b>94</b>	<b>17%</b>	<b>475,511</b>	<b>94%</b>
Four Seasons at Embassy One	230 Keys	-	230 Keys	-	34%	-	-	-	8,317	2%
Hilton at Embassy GolfLinks	247 Keys	-	247 Keys	-	64%	-	-	-	4,701	1%
Hilton & Hilton Garden Inn at Embassy Manyata (5 & 3 star)	619 Keys	-	619 Keys	-	49%	-	-	-	10,674	2%
Hilton & Hilton Garden Inn at Embassy TechVillage (5 & 3 star)	-	518 Keys	518 Keys	-	0%	-	-	-	526	0%
Embassy Energy	100MW	-	100MW	-	0%	-	-	-	8,686	2%
<b>Subtotal (Infrastructure Assets)</b>	<b>1,096 Keys / 100MW</b>	<b>518 Keys</b>	<b>1,614 Keys / 100MW</b>						<b>32,904</b>	<b>6%</b>
<b>Total</b>	<b>34.3 msf / 1,096 Keys / 100MW</b>	<b>9.4 msf / 518 Keys</b>	<b>43.6 msf / 1,614 Keys</b>						<b>508,414</b>	<b>100%</b>

Notes:

(1) Details included in the above table are for 100% stake in Embassy GolfLinks, except GAV which reflects Embassy REIT's 50% economic interest in GLSP

(2) Weighted against Gross Rentals assuming occupier exercise their renewal options after the end of the initial commitment period

(3) Gross Asset Value (GAV) considered per Sep'22, valuation undertaken by iVAS Partners, represented by Mr. Manish Gupta, in conjunction with value assessment services undertaken by CBRE. Valuation exercise undertaken semi-annually. For further details refer glossary on page 50

## Walkdown of Key Financial Metrics

Particulars (₹ mn)	Q3 FY2023	Q3 FY2022	YoY Var (%)	YTD FY2023	YTD FY2022	YoY Var (%)	
Revenue from Operations	8,654	7,409	17%	25,519	22,138	15%	NOI
Property Taxes and Insurance	(318)	(299)	6%	(940)	(881)	7%	
Direct Operating Expenses	(1,287)	(897)	43%	(3,718)	(2,596)	43%	
<b>Net Operating Income</b>	<b>7,049</b>	<b>6,213</b>	<b>13%</b>	<b>20,861</b>	<b>18,661</b>	<b>12%</b>	
Other Income	316	243	30%	795	763	4%	NDCF at SPV level
Dividends from Embassy GolfLinks	175	375	(53%)	745	1,125	(34%)	
Property Management Fees	(171)	(156)	10%	(515)	(500)	3%	
Indirect Operating Expenses	(192)	(158)	22%	(741)	(624)	19%	
<b>EBITDA</b>	<b>7,177</b>	<b>6,517</b>	<b>10%</b>	<b>21,145</b>	<b>19,425</b>	<b>9%</b>	
Working Capital Adjustments	313	694	(55%)	1,395	2,053	(32%)	
Cash Taxes	(278)	(414)	(33%)	(916)	(1,328)	(31%)	
Principal Repayment on external debt	(9)	(43)	(79%)	(59)	(88)	(33%)	
Interest on external debt	(876)	(536)	63%	(2,458)	(1,235)	99%	
Non-Cash Adjustments	(273)	(81)	237%	(568)	(333)	70%	
<b>NDCF at SPV level</b>	<b>6,054</b>	<b>6,137</b>	<b>(1%)</b>	<b>18,539</b>	<b>18,494</b>	<b>0%</b>	Distribution
Distribution from SPVs to REIT	6,048	6,130	(1%)	18,492	18,527	0%	
Distribution from Embassy Golflinks	625	-	NR	1,600	-	NR	
Interest on external debt	(1,493)	(1,152)	30%	(4,452)	(2,595)	72%	
REIT Management Fees	(58)	(57)	2%	(177)	(195)	(9%)	
Other Inflows at REIT level (Net of Expenses)	(77)	6	NR	(179)	(93)	92%	
<b>NDCF at REIT level</b>	<b>5,045</b>	<b>4,927</b>	<b>2%</b>	<b>15,283</b>	<b>15,644</b>	<b>(2%)</b>	
<b>Distribution</b>	<b>5,033</b>	<b>4,929</b>	<b>2%</b>	<b>15,261</b>	<b>15,640</b>	<b>(2%)</b>	

Note: Walkdown of Financial Metrics upto 'NDCF at SPV Level' represents financial numbers of all SPV's consolidated excluding Trust standalone numbers

(1) Property management fees includes 3% of facility rentals from only Commercial Office segment and does not include fees on Hospitality and Other segments and REIT Management fees is 1% of REIT distribution

## Eight Infrastructure-like Office Parks (41.2 msf)<sup>(1)</sup>

**Embassy Manyata**  
Bangalore (15.2 msf)



**Embassy TechVillage**  
Bangalore (9.6 msf)



**Embassy GolfLinks**  
Bangalore (3.1 msf)



**Embassy Quadron**  
Pune (1.9 msf)



**Embassy TechZone**  
Pune (5.5 msf)



**Embassy Oxygen**  
Noida (3.3 msf)



**Embassy Galaxy**  
Noida (1.4 msf)



**Embassy Qubix**  
Pune (1.5 msf)



Note:  
(1) Includes completed, under construction and proposed future development



## Four Prime City-center Offices (2.4 msf)

**Express Towers**  
Mumbai (0.5 msf)



**FIFC**  
Mumbai (0.4 msf)



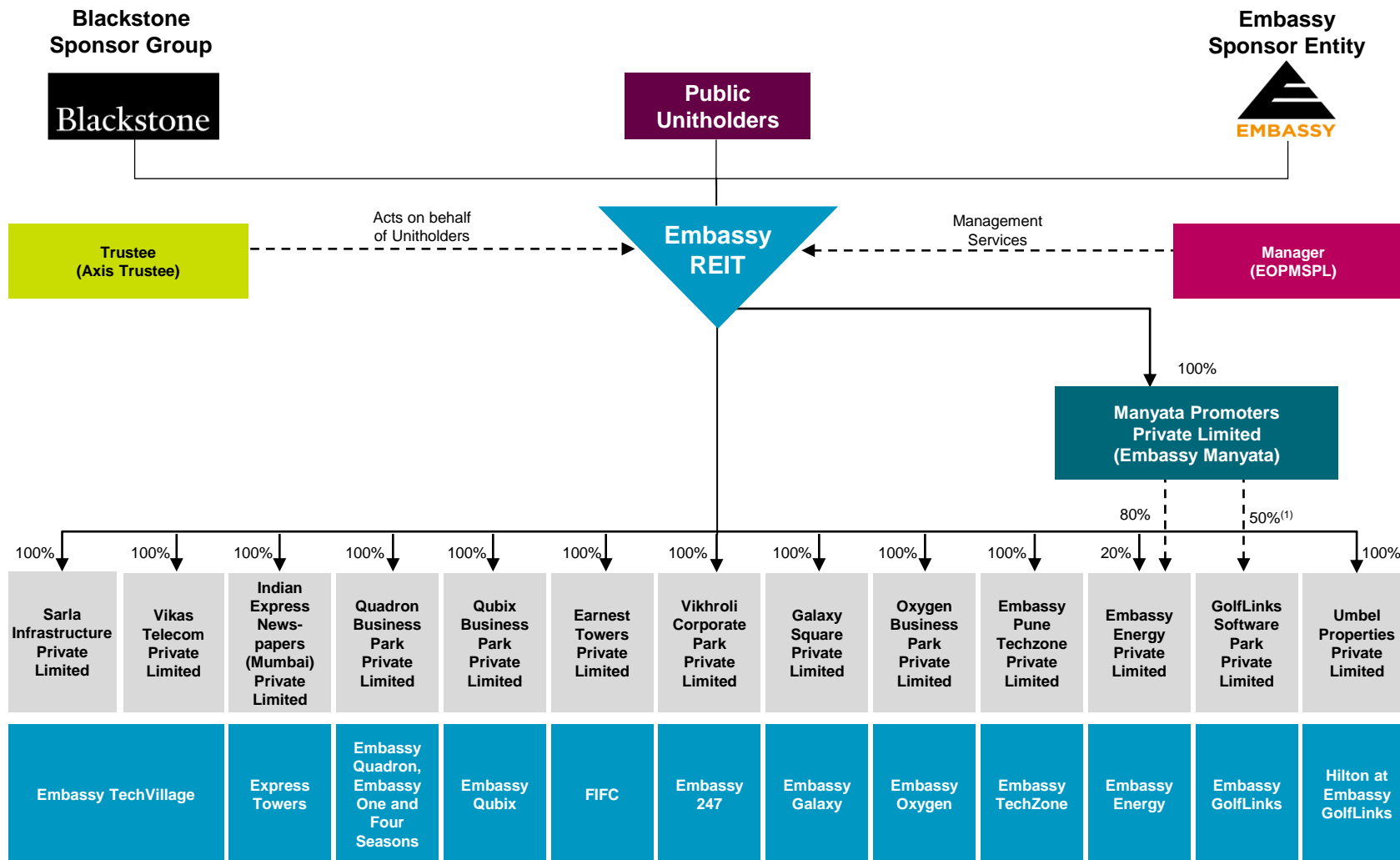
**Embassy 247**  
Mumbai (1.2 msf)



**Embassy One**  
Bangalore (0.3 msf)



# Embassy REIT Structure



Notes:

- (1) Balance 50% owned by JV partner
- (2) The 100% owned entities are held jointly with nominee shareholders for the Embassy REIT

# Key Terms & Definitions

## Notes:

- ▶ All figures in this presentation are as of Dec 31, 2022 unless otherwise specified
  - ▶ All figures corresponding to year denoted with "FY" are as of or for the one-year period ending (as may be relevant) March 31<sup>st</sup> of the respective year. Similarly, all figures corresponding to year denoted with "CY" are as of or for the one-year period ending (as may be relevant) December 31 of the respective year
  - ▶ Some of the figures in this Presentation have been rounded-off to the nearest decimal for the ease of presentation
  - ▶ All details included in the presentation considers 100% stake in GLSP. However, Embassy REIT owns 50% economic interest in GLSP SPV which owns Embassy GolfLinks property. Accordingly, its revenues are not consolidated into our Revenue from Operations. Also, Market Value or GAV reflects only Embassy REIT's 50% economic interest in GLSP
  - ▶ Any reference to long-term leases or WALE (weighted average lease expiry) assumes successive renewals by occupiers at their option
  - ▶ Gross Asset Value (GAV) considered per Sep'22, valuation undertaken by iVAS Partners, represented by Mr. Manish Gupta, in conjunction with value assessment services undertaken by CBRE. Valuation exercise undertaken semi-annually.
  - ▶ Key Terms and Definitions:
1. 3Q/3Q/Three Months ended – Quarter ending Dec'22
  2. ADR – Average Daily Rate (ADR) is a measure of the average rate charged for rooms sold and is calculated by dividing total rooms revenue for a period by the number of rooms sold during that period
  3. Annualized Rental Obligations – Defined as Gross Rentals multiplied by twelve (12)
  4. Average Occupancy – Commercial Offices - Occupied Area / Completed Area. Hotels - Occupied Rooms / Completed Rooms or Keys
  5. Base Rentals – Rental income contracted from the leasing of Completed Area; does not include fit-out & car parking income
  6. bn – Billions
  7. bps – Basis points
  8. BSE – BSE Limited
  9. CAM – Common Area Maintenance
  10. C&W – Cushman & Wakefield
  11. CAGR – Compounded Annual Growth Rate
  12. CBRE – CBRE South Asia Private Limited
  13. Completed Area – the Leasable Area of a property for which occupancy certificate has been received
  14. CRE – Corporate real estate
  15. DPU – Distribution per unit
  16. EBITDA – Earnings/ (loss) before finance costs, depreciation, amortization, impairment loss and income tax excluding share of profit of equity accounted investee
  17. Embassy TechVillage / ETV – Comprises of the legal entities Vikas Telecom Private Limited ('VTPL') and Sarla Infrastructure Private Limited ('SIPL')
  18. Embassy Group – refers to the Embassy Sponsor or its subsidiaries or limited liability partnerships
  19. Embassy REIT refers to Embassy Office Parks REIT
  20. EOPMSPL – Embassy Office Parks Management Services Private Limited
  21. FY – Period of 12 months ended March 31 of that particular year, unless otherwise stated
  22. GAV – Gross Asset Value
  23. GCC – Global Captive Centers
  24. GLSP – GolfLinks Software Park Private Limited
  25. Green Loan –Green loan refers to loans given by Multinational banks against Green Buildings (Gold or Platinum LEED certified). These loans are classified as Green Loans under the banks Green & Sustainable Finance Framework and comprises certifications received from Climate Bond initiatives
  26. GRESB – Formerly known as Global Real Estate Sustainability Benchmark
  27. Holdco – Refers to MPPL
  28. Investment Entity – Refers to GolfLinks Software Park Private Limited
  29. IPO – Initial Public Offering of units of Embassy Office Parks REIT
  30. Leasable Area – Total square footage that can be occupied by a occupier for the purpose of determining a occupier's rental obligations. Leasable Area is the sum of Completed Area, Under Construction Area and Proposed Development Area
  31. LTM – Last twelve months
  32. Manager – Embassy Office Parks Management Services Private Limited
  33. MEP – Mechanical, Electrical & Plumbing
  34. mn – Millions
  35. MNC – Multinational Corporation
  36. msf – Million square feet
  37. MTM – Mark to Market
  38. Mumbai – Mumbai Metropolitan Region (MMR)
  39. MW – Mega-Watt
  40. NAV – Net Asset Value
  41. NCD – Non-Convertible Debentures
  42. NDCF refers to Net Distributable Cash Flows
  43. Net Debt – Gross Debt minus short term treasury investment and cash and cash equivalents
  44. NM – Not material
  45. NOI – Net Operating Income
  46. NR – Not Relevant
  47. NSE – The National Stock Exchange of India Limited
  48. NTM – Next twelve months
  49. NXT – Manyata front parcel office towers
  50. OC – Occupancy certificate
  51. Occupancy / % Occupied / % Leased – Occupancy is defined as the ratio of the Occupied Area and the Completed Area
  52. Occupied Area – Completed area of property which has been leased or rented out in accordance with an agreement entered into for the purpose
  53. ORR – Outer Ring Road
  54. OWC – Organic Waste Converter
  55. Proforma Debt Headroom – Proforma Debt Capacity (Maximum debt as per REIT Regulations) - Current Net Debt
  56. Portfolio – Together, the Portfolio Assets and the Portfolio Investment
  57. Proposed Development Area – The Leasable Area of a property for which the master plan for development has been obtained, internal development plans are yet to be finalized and applications for requisite approvals required under the law for commencement of construction are yet to be received
  58. QoQ – Quarter on quarter
  59. REIT Regulations – Securities and Exchange Board of India (Real Estate Investment Trusts) Regulations, 2014
  60. Rents – Refers to Gross Rentals unless specified otherwise. Gross Rentals are defined as the sum of Base Rentals, fit-out and car parking income from Occupied Area for the month of Dec'22
  61. RevPAR – Revenue Per Available Room (RevPAR) is a hotel industry financial metric calculated by multiplying the Average Daily Rate by the percentage occupancy
  62. Re-leasing spread – Refers to the change in rent psf between new & expiring leases, expressed as a percentage
  63. Restructuring – Pursuant to a composite scheme of arrangement (the "Scheme") involving MPPL, EOPPL and EPTPL which was approved by National Company Law Tribunal (NCLT), Mumbai bench via order dated 10 March 2021, MPPL has become a 100% Holdco of the Embassy Office Parks REIT, holding Embassy Manyata Business Park, 80% of the share capital of EEPL and 50% of the share capital of GLSP, while EPTPL has become a 100% directly-held SPV of Embassy Office Parks REIT, holding Embassy TechZone
  64. ROFO – Right of First Offer
  65. sf / psf – Square feet / per square feet
  66. Sponsor(s) – Embassy Property Developments Private Limited and BRE / Mauritius Investments
  67. SPV – Special purpose vehicles, as defined in Regulation 2(i)(zs) of the REIT Regulations, in this case being UPPL, EEPL, IENMPL, VCPPL, ETPL, QBPL, QBPPL, OBPPL, VTPL, SIPL, EPTPL and GSPL
  68. TEV – Total Enterprise Value
  69. TI / TIs – Tenant Improvement / (s)
  70. tn – Trillions
  71. Under Construction / U/C Area – Leasable Area for which internal development plans have been finalized and requisite approvals as required under law for the commencement of construction have been applied for, construction has commenced, and the occupancy certificate is yet to be received
  72. Units – An undivided beneficial interest in the Embassy REIT, and such units together represent the entire beneficial interest in the Embassy REIT
  73. WALE – Weighted Average Lease Expiry (weighted according to facility rentals excluding impact of Ind-AS adjustments) assuming that each occupier exercises the right to renew for future terms after expiry of initial commitment period
  74. WFH – Work from home
  75. WIP – Work-in-progress
  76. Years – Refers to fiscal years unless specified otherwise
  77. Yield on Cost (YoC) is a forward estimate and calculated by dividing expected stabilized NOI upon completion by the cost of construction and interest during construction
  78. YoY – Year on year
  79. YTD – Year to date
  80. YTM – Yield to Maturity
  81. ZCB – Zero Coupon Bond



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