

Embassy Office Parks REIT

ICICI Securities – ESG Conference

June 24, 2021



Contents



Quick facts



ESG in the Real estate Sector



Overview of ESG at Embassy REIT



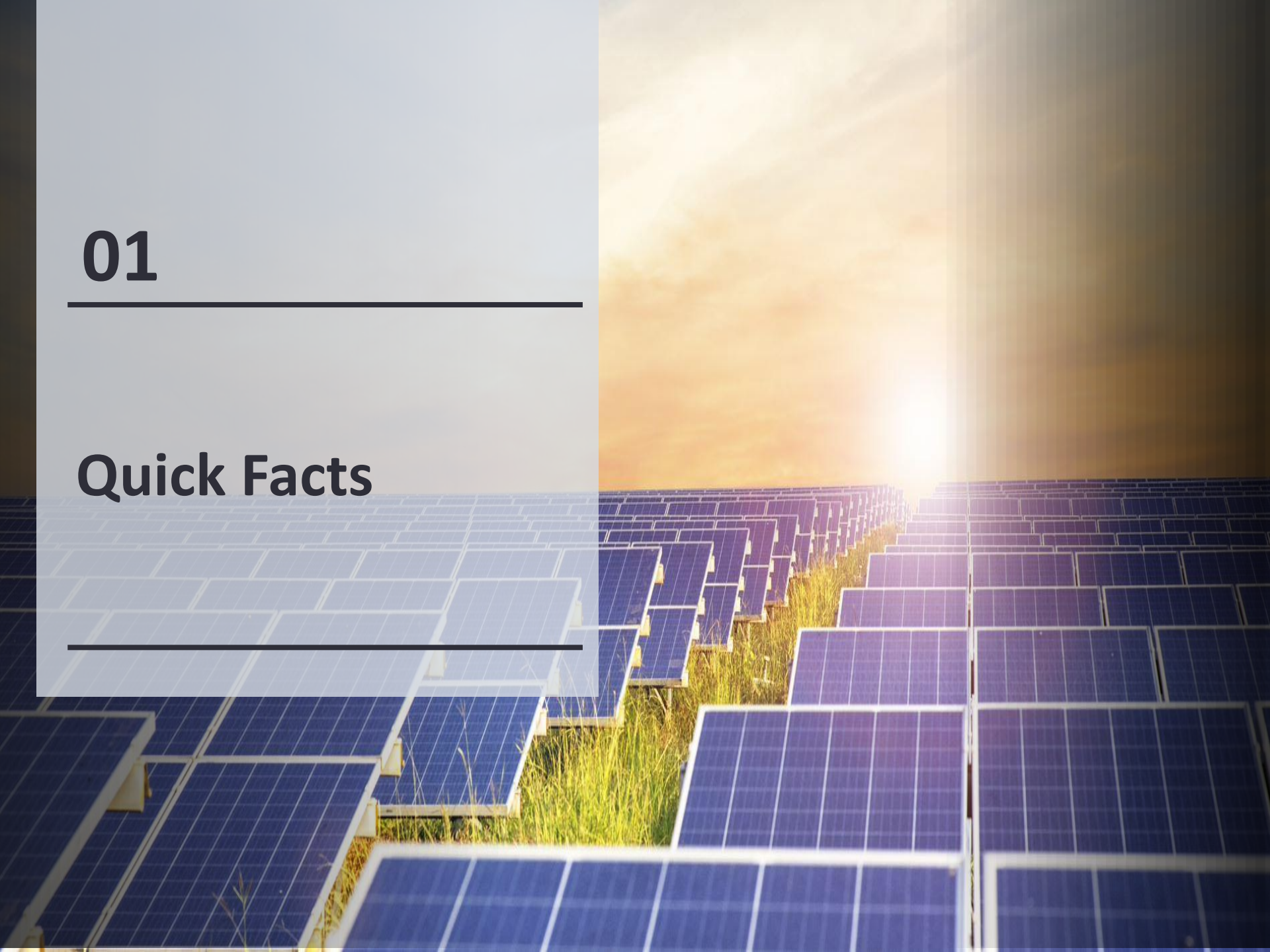
Embassy REIT – Key highlights



Reimagining the way forward

01

Quick Facts



Quick Facts

We run a commercial office portfolio that serves as essential corporate infrastructure to global occupiers, including many Fortune 500 corporations

42.4 msf⁽¹⁾

Portfolio

195

Blue-chip
occupiers

88.9%

Occupancy

12

Commercial
Offices

1,614⁽¹⁾

Hotel Keys

100 MW

Solar Park

29%

Mark-to-Market
Upside

48%

Gross Rents
from Fortune
500 occupiers

7.0 Years

WALE

₹23,603 mn

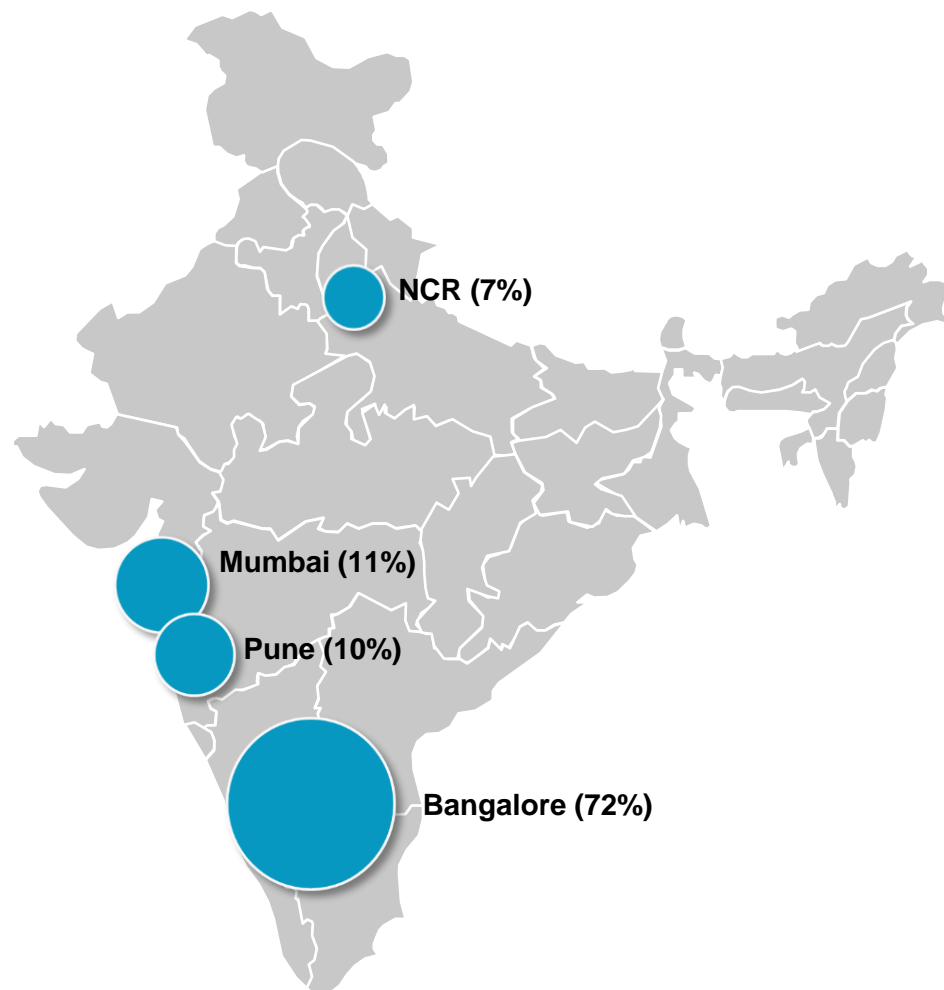
FY2021
Revenue from
Operations

₹18,364 mn

FY2021
Distribution

22%

Net Debt to
GAV

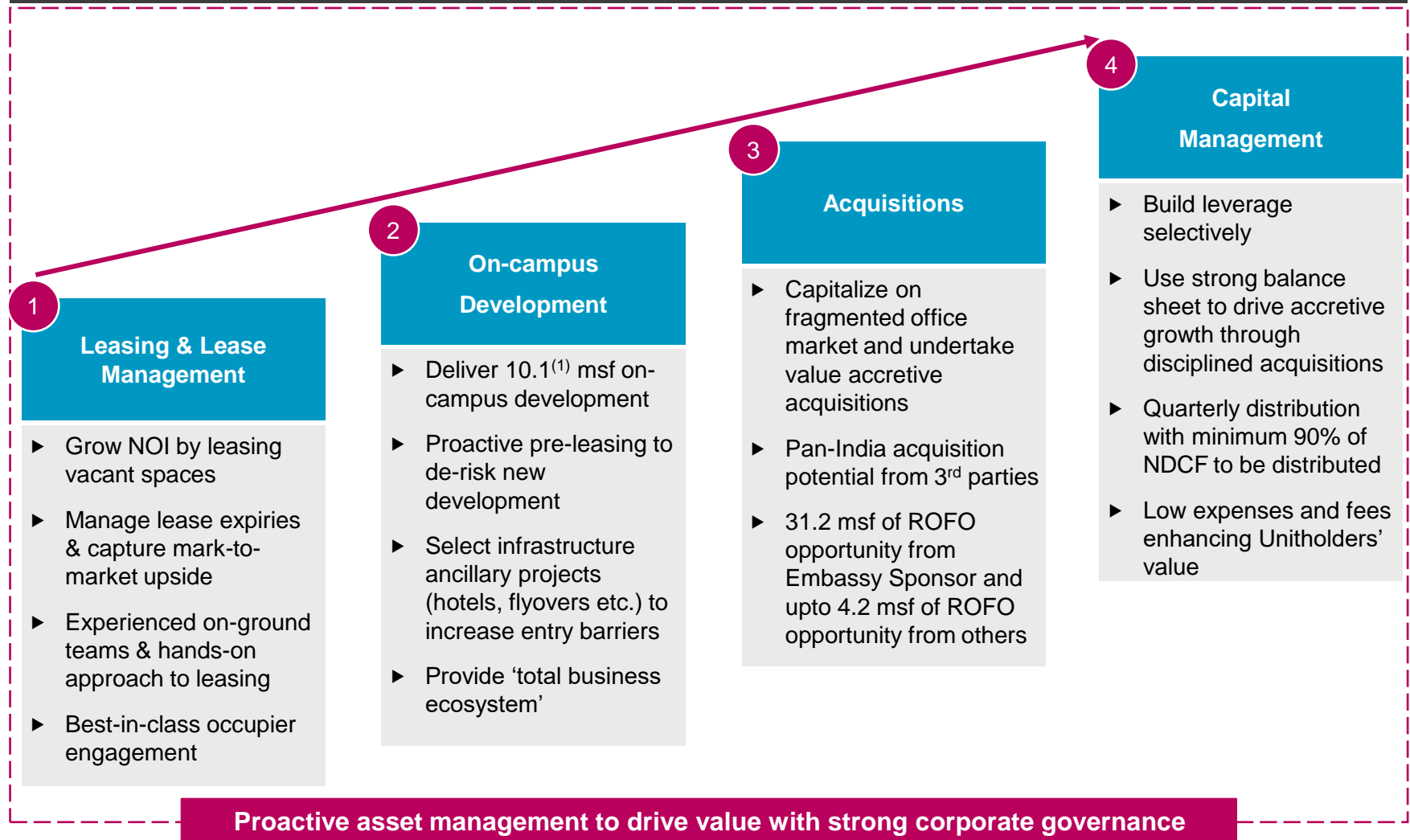


Notes: City wise split by % of Gross Asset Value (GAV) considered per Mar'21 valuation undertaken by iVAS Partners, represented by Mr. Manish Gupta, in conjunction with value assessment services undertaken by CBRE. Valuation exercise undertaken semi-annually. For further details refer notes on slide 52

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

Quick Facts

Maximize distribution and NAV per unit through leasing, on-campus developments and acquisitions

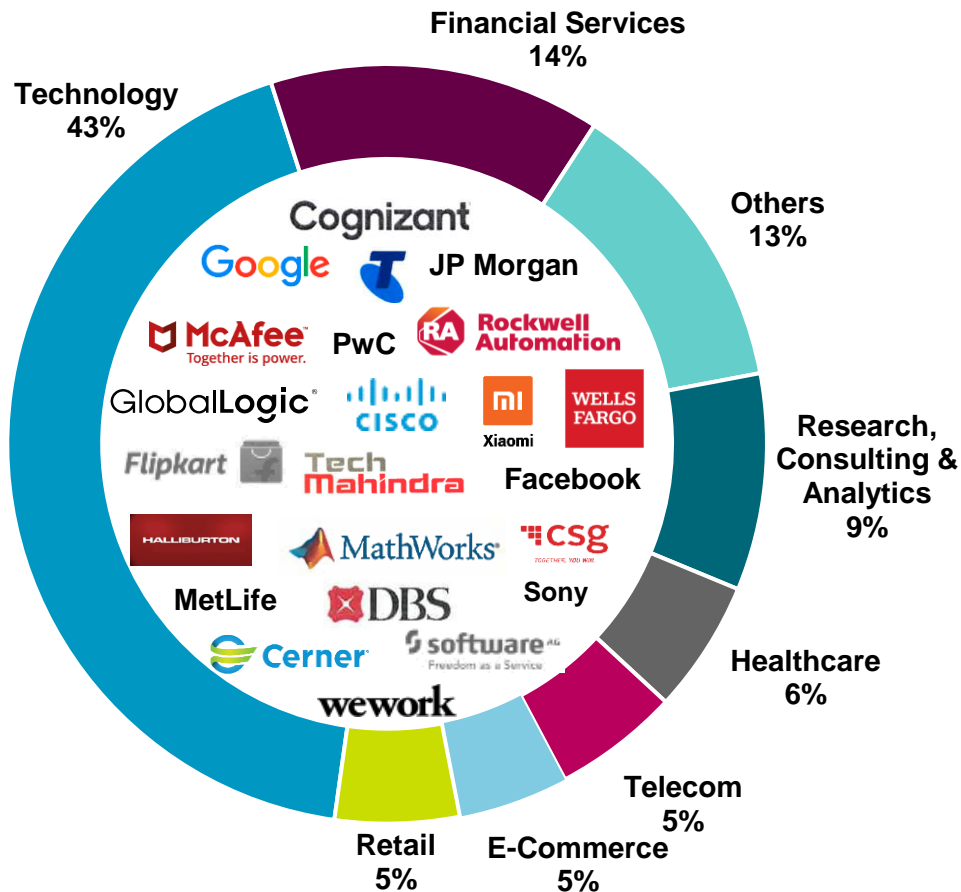


Note:
(1) Includes U/C area of 5.7 msf and proposed future development of 4.4 msf

Quick Facts

Global business with a diversified, resilient and high credit-quality occupier base

Industry Diversification⁽¹⁾



39% of Gross Rent From Top 10 Occupiers

Top 10 Occupiers	Sector	% of Rentals
Global Technology & Consulting Major	Technology	10%
Cognizant	Technology	7%
NTT Data	Technology	3%
Flipkart	E-commerce	3%
JP Morgan	Financial Services	3%
Wells Fargo	Financial Services	3%
ANSR	Research & Analytics	3%
Cerner	Healthcare	2%
PwC	Research & Analytics	2%
WeWork	Co-working	2%
Total		39%

Notes: Actual legal entity names of occupiers may differ

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

02

ESG in the Real estate sector



Moving beyond compliance requirements to meet investor and customer expectations



Regulatory Requirements

Embedded or evolving in the areas of environment, carbon, work health and safety, sustainability performance and reporting



Investor/ client expectations

Establish dialogue on sustainability –
Building trust – Listing on International Sustainability Indices / Frameworks –
Funding Pre-requisites



Competitive advantage

Long term strategic ESG planning and disclosures have garnered importance among investors, improves operational performance, property valuation, tenant demand

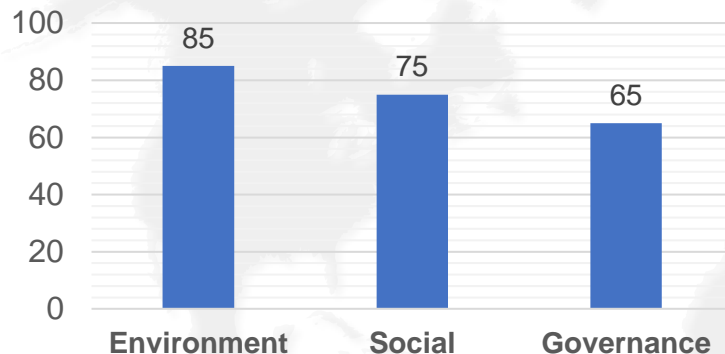


Enhanced Brand Value

Reporting on the non financial aspects enhances a business' image for its stakeholders, thereby boosting the brand value

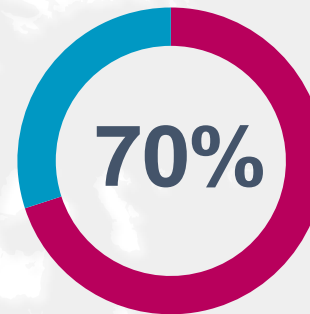
ESG in the Real Estate Sector

% of investors that believe ESG factors influence investment returns



The report, **2020-21 Top Ten Issues Affecting Real Estate** by **Counselors of Real Estate**, attributes the **rise in ESG practices** to a growing **influence of millennial investors**, innovations in the measurement and **tracking of ESG performance**, and the wider acceptance of **the risks of climate change** among other reasons

Source: Counselors of Real Estate



of institutional real estate investors say that they have an explicit ESG policy, according to PERE's ESG Investors Survey

40%

GHG contributed construction & Emissions by real estate sector

Source: GRESB

Source: PERE's ESG Investors Survey 2019

03

ESG at Embassy



Overview of ESG at Embassy REIT

We at Embassy REIT, recognize our responsibility to our stakeholders and hence have been undertaking sustainable initiatives that contribute towards building a safer and greener world.

Our ESG objective to create healthy working spaces for our stakeholders is also integrated into our business objectives and values demonstrating our commitment to creating shared value.

Our objectives and values

- **Responsibility:** Creating a working environment that focuses on health, safety and wellbeing of all our stakeholders
- **Excellence:** Pursuing excellence in everything that we do
- **Integrity:** Maintaining the highest standards of integrity in all that we do
- **Trust:** Nurturing trust in our business and stakeholder relationships

Our ESG focus areas



Resource efficiency



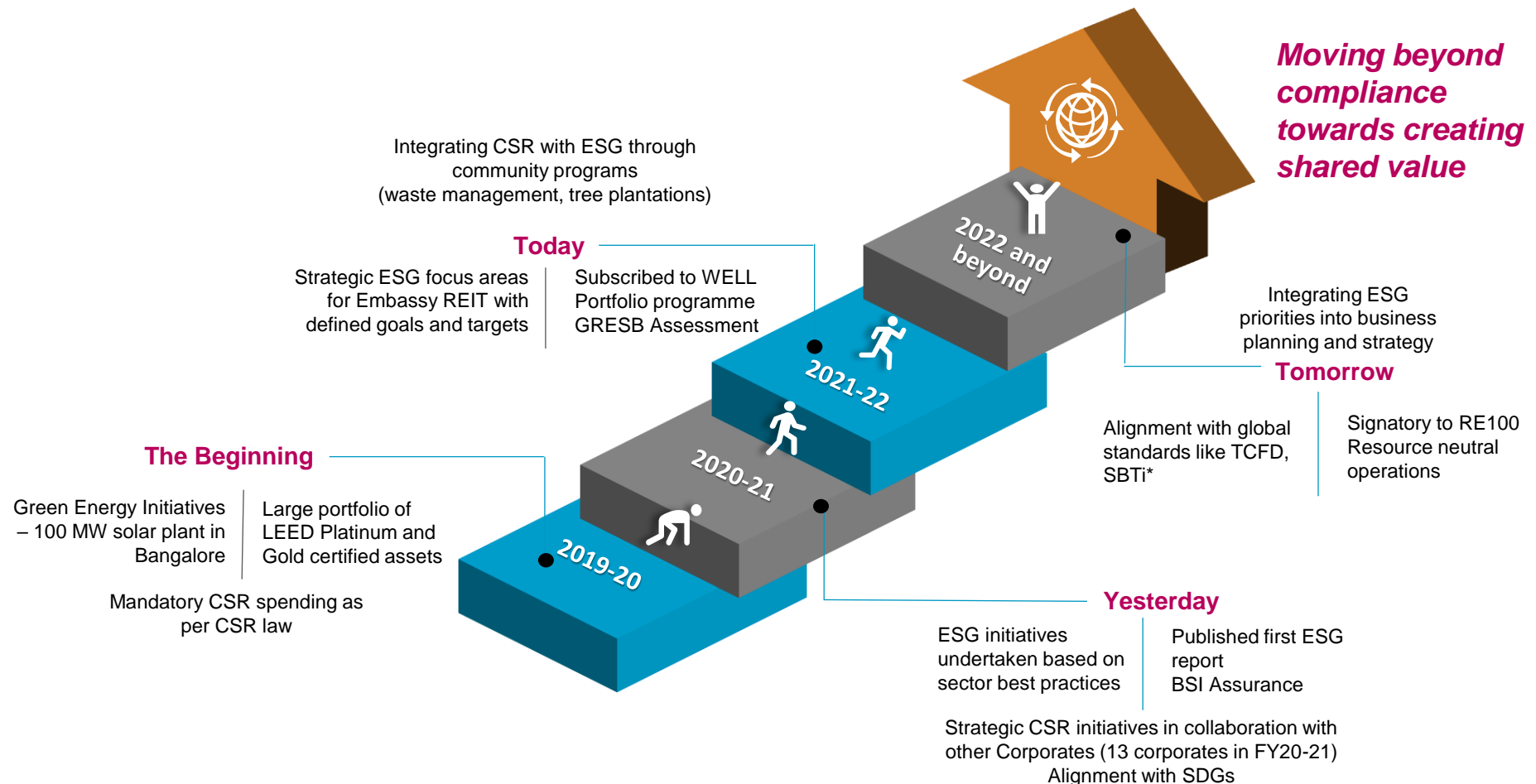
Environment, health and safety



Community engagement

Embassy REIT's Sustainability Journey

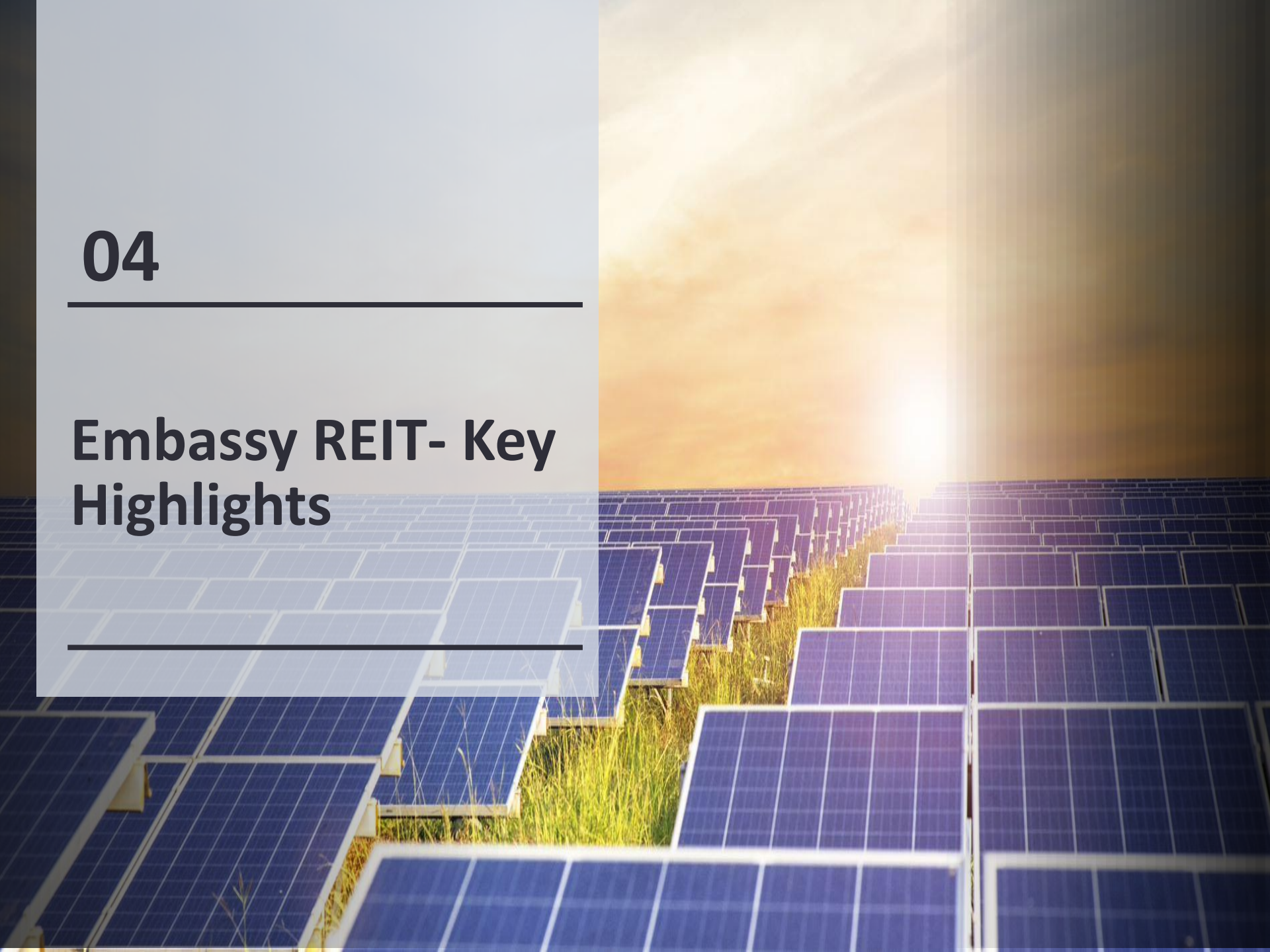
We strive to undertake a collaborative approach to enhance our sustainability performance and contribute towards building spaces that create a better working environment for all our stakeholders.



*TCFD – Task Force on Climate-related Financial Disclosures
SBTi – Science Based Target Initiatives

04

Embassy REIT- Key Highlights



Environmental Highlights

Environmental Highlights



54% supply of renewable energy

100 MW Solar park in Bangalore offsets **1,58,000**

tonnes of Co2 annually

Reduction of **16,275 tons of CO2 annually** using a 525 KW solar plant in Mumbai

1,13,186 KWH of annual energy savings through **LED lights** replacement and emission reduction of **93.94 tCO2e**

4,92,774 KL of total water recycled and reused



2,07,000 kgs of food waste was converted into manure using Organic waste converters (OWCs) installed at the parks and is used for our landscaping requirements

Future proofing: Disaster resilience & occupant safety by undertaking a **flood mitigation** study at Embassy Manyata park, Bangalore

Social Highlights

Social Highlights



13,080 students provided academic support in governments schools

4,500 students benefitted in tribal schools

145 students supported in 6 Anganwadis

301 tons and 323 tons of dry waste and wet waste saved through environmental project

1,688 trees saved

269 KL of fuel saved



2,773 free and subsidized dialyses

2,678 out-patient consultations

6,520 pharmacy visits and **2,440** lab visits

Corporate Connect

Partnering for social impact

Helping the underserved navigate the COVID crisis (ration distribution for 3,500 families)



17 projects in the areas of **education infrastructure health and hygiene and COVID -19** were implemented across locations.

Our corporate partners include **Cognizant, Software AG, ANZ, Cerner Technology Services, Swiss RE, AXA, Wells Fargo, Silicon Valley Bank, Colt, Fractal, NVIDIA and IndusInd Bank.**

Creating a conducive learning environment in partnership with ANZ (1,200 students benefitted)



Our ESG Disclosures

Disclosures



Statutory Reports

Half yearly and Annual reports are published in line with SEBI requirements



Global Standards

1st Sustainability report was published in line with GRI Standards in 2020 - BSI Assured

Key memberships and certifications

Embassy REIT is a member of various leading global organizations in the real estate industry space and has subscribed to various initiatives for enhancing sustainability performance. There has been a shift from traditional and mandatory certifications to globally recognized standards and best practices

Current memberships and certifications



Membership and associations under consideration for the future



05

Reimagining the Way forward



Reimagining the way forward for ESG

Our ESG Framework Concept



Key Outcomes of the ESG Framework



Key Activities Envisioned for the Future



Formalization of ESG strategic framework



Implementation of tiered ESG governance mechanism



Alignment with leading standards like the Task Force on Climate Related Disclosures (TCFD), Global ESG Benchmark for Real Estate Assessments (GRESB)



Digitizing environmental data management



Development of 3 year ESG roadmap with defined goals and targets



**WHERE
THE WORLD
COMES TO WORK**

Investor Contact:

Website: www.embassyofficeparks.com | **Email:** ir@embassyofficeparks.com | **Office:** [+91 80 4722 2222](tel:+918047222222)