**CRISIL** Ratings

RL/ESOFPR/352601/NCD/0924/98339/96926317 September 16, 2024

Mr. Sudarsan Balasubramaniam Deputy General Manager - Treasury Embassy Office Parks Reit I Floor, Embassy Point, 150, Infantry Road, Bengaluru Urban - 560001 9866500233

Dear Mr. Sudarsan Balasubramaniam,

Re: Review of CRISIL Rating on the Rs.300 Crore Non Convertible Debentures of Embassy Office Parks Reit

All ratings assigned by CRISIL Ratings are kept under continuous surveillance and review.

CRISIL Ratings has, after due consideration, reaffirmed its CRISIL AAA/Stable (pronounced as CRISIL triple A rating with Stable outlook) rating to the captioned Debt instrument. Securities with this rating are considered to have the highest degree of safety regarding timely servicing of financial obligations. Such securities carry lowest credit risk.

In the event of your company not making the issue within a period of 180 days from the above date, or in the event of any change in the size or structure of your proposed issue, a fresh letter of revalidation from CRISIL Ratings will be necessary.

As per our Rating Agreement, CRISIL Ratings would disseminate the rating along with outlook through its publications and other media, and keep the rating along with outlook under surveillance for the life of the instrument. CRISIL Ratings reserves the right to withdraw, or revise the rating / outlook assigned to the captioned instrument at any time, on the basis of new information, or unavailability of information, or other circumstances which CRISIL Ratings believes may have an impact on the rating. Please visit www.crisilratings.com and search with the name of the rated entity to access the latest rating/s.

As per SEBI circular (reference number: CIR/IMD/DF/17/2013; dated October 22, 2013) on centralized database for corporate bonds/debentures, you are required to provide international securities identification number (ISIN; along with the reference number and the date of the rating letter) of all bond/debenture issuances made against this rating letter to us. The circular also requires you to share this information with us within 2 days after the allotment of the ISIN. We request you to mail us all the necessary and relevant information at debtissue@crisil.com. This will enable CRISIL Ratings to verify and confirm to the depositories, including NSDL and CDSL, the ISIN details of debt rated by us, as required by SEBI. Feel free to contact us at debtissue@crisil.com for any clarification you may need.

Should you require any clarification, please feel free to get in touch with us.

With warm regards,

Yours sincerely,

Snehil Shukla

Associate Director - CRISIL Ratings

Didila

Nivedita Shibu Director - CRISIL Ratings



**CRISIL** Ratings

RL/ESOFPR/352601/CP/0924/98334 September 16, 2024

Mr. Sudarsan Balasubramaniam Deputy General Manager - Treasury Embassy Office Parks Reit I Floor, Embassy Point, 150, Infantry Road, Bengaluru Urban - 560001 9866500233

Dear Mr. Sudarsan Balasubramaniam,

Re: Review of CRISIL Rating on the Rs.1100 Crore Commercial Paper of Embassy Office Parks Reit

All ratings assigned by CRISIL Ratings are kept under continuous surveillance and review.

CRISIL Ratings has, after due consideration, reaffirmed its CRISIL A1+ (pronounced as CRISIL A one plus rating) rating on the captioned debt instrument. Securities with this rating are considered to have very strong degree of safety regarding timely payment of financial obligations. Such securities carry lowest credit risk.

For the purpose of issuance of captioned commercial paper programme, this letter is valid for 60 calendar days from the date of the letter. In the event of your company not placing the above programme within this period, or in the event of any change in the size/structure of your proposed issue, the rating shall have to be reviewed and a letter of revalidation shall have to be issued to you. Once the instrument is issued, the above rating is valid (unless revised) throughout the life of the captioned Commercial Paper Programme with a maximum maturity of one year.

As per our Rating Agreement, CRISIL Ratings would disseminate the rating through its publications and other media, and keep the rating under surveillance for the life of the instrument. CRISIL Ratings reserves the right to withdraw or revise the ratings assigned to the captioned instrument at any time, on the basis of new information, or unavailability of information or other circumstances, which CRISIL Ratings believes, may have an impact on the rating. Please visit www.crisilratings.com and search with the name of the rated entity to access the latest rating/s.

Should you require any clarification, please feel free to get in touch with us.

With warm regards,

Yours sincerely,

Snehil Shukla

Associate Director - CRISIL Ratings

Midida

Nivedita Shibu Director - CRISIL Ratings



**CRISIL** Ratings

RL/ESOFPR/352601/NCD/0924/98345/168551359 September 16, 2024

Mr. Sudarsan Balasubramaniam Deputy General Manager - Treasury Embassy Office Parks Reit I Floor, Embassy Point, 150, Infantry Road, Bengaluru Urban - 560001 9866500233

Dear Mr. Sudarsan Balasubramaniam,

Re: Review of CRISIL Rating on the Rs.750 Crore Non Convertible Debentures of Embassy Office Parks Reit

All ratings assigned by CRISIL Ratings are kept under continuous surveillance and review.

CRISIL Ratings has, after due consideration, reaffirmed its CRISIL AAA/Stable (pronounced as CRISIL triple A rating with Stable outlook) rating to the captioned Debt instrument. Securities with this rating are considered to have the highest degree of safety regarding timely servicing of financial obligations. Such securities carry lowest credit risk.

In the event of your company not making the issue within a period of 180 days from the above date, or in the event of any change in the size or structure of your proposed issue, a fresh letter of revalidation from CRISIL Ratings will be necessary.

As per our Rating Agreement, CRISIL Ratings would disseminate the rating along with outlook through its publications and other media, and keep the rating along with outlook under surveillance for the life of the instrument. CRISIL Ratings reserves the right to withdraw, or revise the rating / outlook assigned to the captioned instrument at any time, on the basis of new information, or unavailability of information, or other circumstances which CRISIL Ratings believes may have an impact on the rating. Please visit www.crisilratings.com and search with the name of the rated entity to access the latest rating/s.

As per SEBI circular (reference number: CIR/IMD/DF/17/2013; dated October 22, 2013) on centralized database for corporate bonds/debentures, you are required to provide international securities identification number (ISIN; along with the reference number and the date of the rating letter) of all bond/debenture issuances made against this rating letter to us. The circular also requires you to share this information with us within 2 days after the allotment of the ISIN. We request you to mail us all the necessary and relevant information at debtissue@crisil.com. This will enable CRISIL Ratings to verify and confirm to the depositories, including NSDL and CDSL, the ISIN details of debt rated by us, as required by SEBI. Feel free to contact us at debtissue@crisil.com for any clarification you may need.

Should you require any clarification, please feel free to get in touch with us.

With warm regards,

Yours sincerely,

Snehil Shukla

Associate Director - CRISIL Ratings

Didite

Nivedita Shibu Director - CRISIL Ratings



**CRISIL** Ratings

RL/ESOFPR/352601/NCD/0924/98333/168551894 September 16, 2024

Mr. Sudarsan Balasubramaniam Deputy General Manager - Treasury Embassy Office Parks Reit I Floor, Embassy Point, 150, Infantry Road, Bengaluru Urban - 560001 9866500233

Dear Mr. Sudarsan Balasubramaniam,

Re: CRISIL Rating on the Rs.1000 Crore Non Convertible Debentures of Embassy Office Parks Reit

We refer to your request for a rating for the captioned Debt instrument.

CRISIL Ratings has, after due consideration, assigned a CRISIL AAA/Stable (pronounced as CRISIL triple A rating with Stable outlook) rating to the captioned Debt instrument. Securities with this rating are considered to have the highest degree of safety regarding timely servicing of financial obligations. Such securities carry lowest credit risk.

Further, in view of your decision to accept the CRISIL Ratings, we request you to apprise us of the instrument details (in the enclosed format) as soon as it has been placed. In the event of your company not making the issue within a period of 180 days from the above date, or in the event of any change in the size or structure of your proposed issue, a fresh letter of revalidation from CRISIL Ratings will be necessary.

As per our Rating Agreement, CRISIL Ratings would disseminate the rating along with outlook through its publications and other media, and keep the rating along with outlook under surveillance for the life of the instrument. CRISIL Ratings reserves the right to withdraw, or revise the rating / outlook assigned to the captioned instrument at any time, on the basis of new information, or unavailability of information, or other circumstances which CRISIL Ratings believes may have an impact on the rating. Please visit www.crisilratings.com and search with the name of the rated entity to access the latest rating/s.

As per SEBI circular (reference number: CIR/IMD/DF/17/2013; dated October 22, 2013) on centralized database for corporate bonds/debentures, you are required to provide international securities identification number (ISIN; along with the reference number and the date of the rating letter) of all bond/debenture issuances made against this rating letter to us. The circular also requires you to share this information with us within 2 days after the allotment of the ISIN. We request you to mail us all the necessary and relevant information at debtissue@crisil.com. This will enable CRISIL Ratings to verify and confirm to the depositories, including NSDL and CDSL, the ISIN details of debt rated by us, as required by SEBI. Feel free to contact us at debtissue@crisil.com for any clarification you may need.

Should you require any clarification, please feel free to get in touch with us.

With warm regards,

Yours sincerely,

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Snehil Shukla Associate Director - CRISIL Ratings Bidile

Nivedita Shibu Director - CRISIL Ratings





# Details of the Rs.1000 Crore Non Convertible Debentures of **Embassy Office Parks Reit**

	1st tre	anche	2nd tr	anche	3rd tranche	
Instrument Series:						
Amount Placed:						
Maturity Period:						
Put or Call Options (if any):						
Coupon Rate:						
Interest Payment Dates:						
Principal Repayment Details:	Date	Amount	Date	Amount	Date	Amount
Investors:						
Trustees:						

In case there is an offer document for the captioned Debt issue, please send us a copy of it.



# **Rating Rationale**

September 16, 2024 | Mumbai

# **Embassy Office Parks Reit**

'CRISIL AAA/Stable' assigned to Non Convertible Debentures

## **Rating Action**

Rs.1000 Crore Non Convertible Debentures	CRISIL AAA/Stable (Assigned)
Rs.3100 Crore Non Convertible Debentures	CRISIL AAA/Stable (Reaffirmed)
Rs.700 Crore Non Convertible Debentures	CRISIL AAA/Stable (Reaffirmed)
Rs.550 Crore Non Convertible Debentures	CRISIL AAA/Stable (Reaffirmed)
Rs.700 Crore Non Convertible Debentures	CRISIL AAA/Stable (Reaffirmed)
Rs.600 Crore Non Convertible Debentures	CRISIL AAA/Stable (Reaffirmed)
Rs.800 Crore Non Convertible Debentures	CRISIL AAA/Stable (Reaffirmed)
Rs.1000 Crore Non Convertible Debentures	CRISIL AAA/Stable (Reaffirmed)
Rs.750 Crore Non Convertible Debentures	CRISIL AAA/Stable (Reaffirmed)
Rs.300 Crore Non Convertible Debentures	CRISIL AAA/Stable (Reaffirmed)
Corporate Credit Rating	CRISIL AAA/Stable (Reaffirmed)
Rs.1100 Crore Commercial Paper	CRISIL A1+ (Reaffirmed)

Note: None of the Directors on CRISIL Ratings Limited's Board are members of rating committee and thus do not participate in discussion or assignment of any ratings. The Board of Directors also does not discuss any ratings at its meetings.

1 crore = 10 million

Refer to Annexure for Details of Instruments & Bank Facilities

# **Detailed Rationale**

CRISIL Ratings has assigned its 'CRISIL AAA/Stable' rating to the Rs 1000 crore proposed non-convertible debentures (NCDs) of Embassy Office Parks REIT (Embassy REIT) and has reaffirmed its 'CRISIL AAA/Stable/CRISIL A1+' ratings on the existing NCDs and commercial papers. Also, CRISIL Ratings has reaffirmed its 'CRISIL AAA/Stable' corporate credit rating on the trust.

Revenue of the real estate investment trust (REIT) grew by 2% on-year to Rs 1,011 crore in the first quarter of fiscal 2025 supported by steady rentals, contractual escalation and new leasing. As of June 2024, occupancy was adequate at 85%, similar to the previous year. Net operating income (NOI) increased by 3% on-year to Rs 758 crore in the first quarter of fiscal 2025 and NOI margin remained healthy at 75%. The NOI margin for commercial offices remained consistent at 85% and improved for the hospitality segment to 48% from 44% for the corresponding period of the previous fiscal with increase in occupancy.

Consolidated gross debt rose to Rs 18,242 crore as on June 30, 2024, from Rs 16,808 crore as on March 31, 2024, on account of debt-funded acquisition of ESNP Property Builders and Developers Pvt Ltd (ESNP) as on June 3, 2024, at enterprise value of ~Rs 1,200 crore. However, the ratings continue to reflect the trust's satisfactory loan-to-value (LTV) ratio driven by moderate debt and healthy debt protection metrics, supported by cap on incremental borrowing. Furthermore, stable revenue and rent from the underlying assets, healthy occupancy, contractual rent escalations and geographical diversification support leverage. While the LTV has increased in the recent past, CRISIL Ratings expects prudent debt management by Embassy REIT and leverage to come down gradually. The trust is also planning to raise equity up to Rs 2,500 crore, which will be utilised towards debt reduction as well as part funding upcoming construction. Larger-than-expected debt-funded capital expenditure (capex) or acquisition, weakening the debt protection metrics, will remain a key rating sensitivity factor.

The rating continues to factor in exposure to refinancing risks and susceptibility to volatility in the real estate sector, resulting in fluctuations in rental rates and occupancy. The refinancing risks are expected to be mitigated by proactive refinancing strategies. Embassy REIT refinanced Rs 5,340 crore of debt at an average rate of interest of 7.9% p.a. in fiscal 2023 and Series II NCDs of Rs 1500 crore in September 2023. Recently, Series III NCDs of Rs 2600 crore were refinanced in January 2024 at the average cost of debt of 8.25%. Timely refinancing of the loans will remain a key monitorable over the medium term.

# **Analytical Approach**

CRISIL Ratings has combined the business and financial risk profiles of Embassy REIT with its underlying special purpose vehicles (SPVs) and has applied the criteria for rating entities in homogeneous groups. This is because Embassy REIT has direct control over the SPVs and will support them during exigencies. Additionally, there is minimal structural subordination of cash flow, wherein the SPVs must mandatorily distribute 90% of their net distributable cash flow (after servicing of debt) to Embassy REIT, leading to highly fungible cash flow. Also, as per the Real Estate Investment Trust (REIT) Regulations, 2014, of Securities and Exchange Board of India (SEBI), the cap on borrowing by the REIT has been defined at a consolidated level (equivalent to 49% of the value of Embassy REIT's assets).

Please refer Annexure - List of Entities Consolidated, which captures the list of entities considered and their analytical treatment of consolidation.

# <u>Key Rating Drivers & Detailed Description</u> Strengths:

Satisfactory debt protection metrics: Consolidated gross debt rose to Rs 18242 crore as on June 30, 2024 from Rs 16,808 crore as on March 31, 2024. The increase in debt was primarily due to debt-funded acquisition of Embassy Splendid TechZone at enterprise

value of ~Rs 1,200 crore. Going forward debt-funded capex or potential acquisitions may further increase the consolidated gross debt. However, in line with management articulation, the gearing levels are expected to be maintained or brought down in the medium term. Embassy REIT is also planning to raise equity up to Rs 2,500 crore, which will be utilised towards debt reduction as well as part funding the upcoming construction. A lower LTV ratio protects investors from the risk of decline in property prices and the consequent impact on refinancing.

Stable revenue of SPVs held by the REIT: Around 90% of the revenue comes from 14 established and high-quality commercial assets and a solar park, with stable operations and track record of at least five years of rental collection. Operating revenue of the REIT grew by 2% on-year to Rs 1,011 crore for the first quarter of fiscal 2025 with steady rentals, contractual escalation for office portfolio and new leasing. Consolidated revenue was Rs 4,035 crore in fiscal 2024, as against Rs 3,726 crore in fiscal 2023, supported by improvement in performance of the hospitality segment and contractual escalations for the office portfolio. Also, 15 lakh sq ft was added in Embassy Manyata and Embassy Business Hub in fiscal 2024. Embassy REIT renewed/entered into new agreements (including pre-commitment signing of 24 lakh sq ft) for 81 lakh sq ft in fiscal 2024 at leasing spread of 31%. The rentals have an upside potential on account of superior asset and service quality, favourable location in prime areas, healthy demand and competitive rental rates.

Strong tenant profile with a well-diversified portfolio: Embassy REIT owns and operates office spaces, a solar park and hotels spread out across prime areas of Bengaluru, Chennai, Pune, Mumbai and National Capital Region. The group has 511 lakh sq ft of available office area with operational area of 377 lakh sq ft, under-construction area of 86 lakh sq ft and proposed development of 48 lakh sq ft. Its commercial assets have robust occupancy, averaging 85% as on June 30, 2024, with multinational occupier base of over 250 tenants across industries, of which Fortune 500 companies account for 46%.

## Weaknesses:

Susceptibility to volatility in the real estate sector: Rental collection (key source of revenue) is susceptible to economic downturns, which constrains tenants' business risk profiles and, therefore, occupancy and rental rates. The top 10 tenants and technology sector contributed to 36% and 32% of gross annualised rentals, respectively, as on June 30, 2024, exposing the REIT to tenant concentration risk. As on March 31, 2024, 29% of the leased area was due for renewal between fiscals 2025 and 2028. While majority of the tenants are established corporates and may continue to occupy the property, any industry shock leading to vacancies may make it difficult to find alternate lessees within stipulated time. Emergence of competing facilities in the vicinity could also cannibalise tenants or rental rates. These could adversely impact cash flow, and hence, will be a key rating sensitivity factor.

**Exposure to refinancing risk:** All NCDs issued by the trust have bullet payments at the time of redemption, exposing the REIT to the risk of refinancing. While the REIT has staggered bullet repayment timelines, active and timely treasury management remains essential. This risk is mitigated by the availability of call option in NCDs, healthy consolidated leverage and experience of the management.

Embassy REIT refinanced Rs 5,340 crore of debt at an average rate of interest of 7.9% p.a. in fiscal 2023 and Series II NCDs of Rs 1,500 crore in September 2023. Series III NCDs of Rs 2,600 crore were refinanced in January 2024 at average cost of debt of 8.25%. Timely refinancing of loans will remain a key monitorable over the medium term.

Most of the NCDs have call option prior to final maturity, which provides the trust with sufficient time to arrange funds or refinance the NCDs. Furthermore, the SPVs of the trust have the flexibility to raise lease rental discounting (LRD) loans from banks for refinancing the NCDs, thereby giving access to large pool of capital from financial institutions. New avenues of capital are also available in the form of investments from pension funds, insurance companies and foreign portfolio investors, which mitigates refinancing risk to some extent.

## **Liquidity: Superior**

Liquidity is supported by stable cash flows from underlying assets. Debt level remains moderate for the REIT with LTV at 29.5% as on April 05, 2024 (as per external valuation as of March 2024). NCDs are non-amortising, exposing the debenture-holders to refinancing risk. However, the conditions around redemption provide the REIT with sufficient time to arrange for refinancing. Furthermore, LTV of the REIT is expected to remain well below 40%, protecting investors from the risk of decline in property prices and the consequent impact on refinancing. Embassy REIT maintains a cash balance of Rs 100-120 crore to support its day-to-day operations which is expected to be maintained at a similar level. Also, undisbursed debt is Rs 995 crore for ongoing construction activities as on June 30, 2024.

# Outlook: Stable

CRISIL Ratings believes Embassy REIT will continue to benefit from the quality of its underlying assets over the medium term.

# Rating Sensitivity Factors

## **Downward Factors:**

- Decline in the value of the underlying assets or higher-than-expected incremental borrowings, resulting in CRISIL Ratings sensitised LTV ratio of 40% or above
- Weakening of operating performance leading to lower-than-expected occupancy levels
- Significant delay in completion and leasing of under-construction assets or acquisition of assets of lower quality affecting portfolio health
- Any impact on independence of REIT operations due to but not limited to change in sponsorship of the trust or ownership of the REIT manager

# **About the Trust**

Embassy REIT is registered as an irrevocable trust under the Indian Trust Act, 1882, and as a REIT with SEBI's REIT Regulations, 2014, as amended. Embassy REIT is sponsored by BRE Mauritius Investments (part of the Blackstone Group) and Embassy Property Development Pvt. Ltd (part of the Embassy group). It has 13 commercial assets (office parks and city-centric offices), six hotels (of which two are under construction) and a solar plant. Embassy REIT's portfolio of assets are held through the following SPVs:

Indian Express Newspapers (Mumbai) Pvt. Ltd (IENMPL) owns and operates a commercial property, Express Towers, in Nariman Point, Mumbai. The property has been operational for over four decades and has a total leasable area of 4.7 lakh sq. ft, of which 96% was occupied as on March 31, 2024.

Quadron Business Park Pvt. Ltd (QBPL) owns and operates a commercial information technology (IT) park, Embassy Quadron, in Hinjewadi, Pune. The property has been operational since 2010 and has a total leasable area of 18.9 lakh sq. ft, of which 54% was

occupied as on March 31, 2024. It also owns and operates mixed-use development, consisting of office and retail space and a hotel in north Bengaluru. The property Embassy One has a total leasable area of 2.5 lakh sq. ft, of which 82% was occupied as on March 31, 2024. The hotel, consisting of 230 rooms, run under the Four Seasons brand and had an occupancy rate of 41% for fiscal 2024.

Qubix Business Park Pvt. Ltd (QBPPL) owns and operates a commercial IT park, Embassy Qubix, in Hinjewadi, Pune. The company has a track record of seven years in lease rental collection. Of the total leasable area of 14.5 lakh sq. ft, 68% was leased as on March 31, 2024.

Earnest Towers Pvt. Ltd (ETPL) owns and operates 3.6 lakh sq. ft of First International Finance Centre (FIFC) in Bandra Kurla Complex, Mumbai, of which 100% was occupied as on March 31, 2024.

Vikhroli Corporate Park Pvt. Ltd (VCPPL) owns a commercial property, Embassy 247, in Vikhroli, Mumbai. It has been operational for eight years and has total leasable area of 11.9 lakh sq. ft, of which 100% was leased as on March 31, 2024.

Galaxy Square Pvt. Ltd (GSPL) owns and operates an IT park, Embassy Galaxy, in Sector 62, Noida. The company has a track record of seven years in lease rental collection, and 97% of the entire leasable area of 15.0 lakh sq. ft was leased as on March 31, 2024.

Oxygen Business Park Pvt. Ltd (OBPPL) owns and operates a commercial IT park, Embassy Oxygen, in Sector 144, Greater Noida. The property is part of the Oxygen Boulevard IT Special Economic Zone and has been operational for six years. The property has completed area of 32.2 lakh sq. ft, of which 58% was leased as on March 31, 2024.

Manyata Promoters Pvt. Ltd (MPPL) owns and operates Embassy Manyata Business Park, Bengaluru. The commercial complex is spread over 120 acres. The company has developed 124 lakh sq. ft, of which 87% was leased as on March 31, 2024, while around 28 lakh sq. ft is under development and around 4 lakh sq. ft is proposed to be developed. The company has recently developed a five-star and a three-star hotel with 266 rooms and 353 rooms, respectively, operated under the Hilton brand. These hotels had an occupancy rate of 59% for fiscal 2024.

Embassy Energy Pvt. Ltd (EEPL) owns and operates a solar project with capacity of 100 MW. The park is spread over 465 acres across multiple villages in Karnataka. It has executed power purchase agreements for over 85% of the total capacity for supplying electricity to office parks and hotels of the Embassy group in Bengaluru.

Umbel Properties Pvt. Ltd (UPPL) owns and operates the Hilton hotel at Embassy GolfLinks, along intermediate ring road (IRR), in Bengaluru. The hotel, consisting of 247 rooms, has been operational since 2014 and had an occupancy rate of 64% for fiscal 2024.

Embassy Pune Techzone Pvt. Ltd (EPTPL), owns an office park, Embassy Techzone, in Hinjewadi, Pune. Of the total area of 30 lakh sq. ft, 78% was leased as on March 31, 2024, while 24 lakh sq. ft is proposed to be developed.

Golflinks Software Park Pvt. Ltd (GLSP) was incorporated in 2000 for developing a software technology park, Embassy GolfLinks, on Inner Ring Road, Bengaluru. The company has developed 31 lakh sq. ft, of which 95% was leased as on March 31, 2024.

Vikas Telecom Pvt. Ltd (VTPL) and Sarla Infrastructure Pvt. Ltd (SIPL) own and operate ETV, Bengaluru. The commercial complex is spread over 84.05 acres consisting of 73 lakh sq. ft of completed office premises, 23 lakh sq. ft of under-construction office space and a proposed hotel of 518 keys. Of the total operational area of 73 lakh sq. ft, 96% was leased out as on March 31, 2024.

Embassy Construction Pvt. Ltd. (ECPL) is constructing and developing an integrated business park at Yelahanka, Hobli Bengaluru under the name of Embassy Business Hub. Embassy REIT acquired Embassy Business Hub for an enterprise value of Rs 335 crore with exclusive ownership rights to around 14 lakh sq. ft of leasable area upon full completion. Embassy Business Hub is an integrated business park in North Bengaluru and is expected to comprise total leasable area of around 21 lakh sq. ft upon full completion. The company has developed 4 lakh sq. ft, of which 92% was leased as on March 31, 2024 with ongoing development for 10 lakh sq. ft leasable area.

ESNP Property Builders and Developers Private Limited (ESNP) is an integrated office park situated on Pallavaram-Thoraipakkam Road in Chennai. Embassy REIT acquired ESNP for enterprise value of ~Rs 1,200 crore on June 3, 2024. Spanning approximately 26 acres, it is located in one of Chennai's fastest growing commercial office micro-markets, OMR 2. Situated amid a strong residential catchment area, the location is close to key transportation hubs such as Chennai International Airport, Tambaram Railway Station and Chromepet Railway Station. The asset, Embassy Splendid TechZone, comprises of 50 lakh sq ft of leasable area of which 16 lakh sq ft is under development.

Key Financial Indicators (Consolidated)\*

<u>itcy i manciai maicators (consonaatea)</u>			
For fiscal	Unit	2024	2023
Revenue	Rs crore	4,064	3,742
Profit after tax (PAT)	Rs crore	964	506
PAT margin	%	23.7	13.5
Adjusted gearing	Times	0.72	0.61
Adjusted interest coverage	Times	2.84	2.84

<sup>\*</sup>as per analytical adjustments made by CRISIL Ratings

# Any other information:

The terms and conditions of the NCDs are mentioned below:

#### Series IV

- Net total debt / Ebitda of the REIT group <= 5.5x
- LTV of the REIT group <= 40%
- LTV of the mortgaged properties of SIPL <= 49%</li>
- Ebitda of SIPL >= Rs 86 crore as the total indebtedness against mortgage property of SIPL exceeds Rs 400 crore

# Series V

• Net total debt / Ebitda of the REIT group <= 5.5x

- LTV of the REIT group <= 40%</li>
- LTV of secured assets <= 49%</li>
- Total indebtedness against operational assets/Ebitda generated by operational assets <=7.0x</li>

#### Series VI

#### RFIT level

Net total debt / Ebitda of the REIT group <= 5.5x</li>

#### **Asset level**

Security cover >=2.0x

#### Series VII

#### REIT level

- Net total debt / Ebitda of the REIT group <= 5.5x</li>
- LTV of secured assets <= 40%</li>

#### Asset level

Security cover >= 2.0x

# Series VIII

#### **REIT level**

- Net total debt / Ebitda of the REIT group <= 5.5x</li>
- LTV of the REIT group <= 40%</li>

#### Asset level

Security cover >= 2.0x

# Series IX

#### **REIT level**

- Net total debt / Ebitda of the REIT group <= 5.5x</li>
- LTV of the REIT group <= 40%</li>

#### **Asset Level**

Security cover >=2.0x

#### Series X

#### **REIT level**

- Net total debt / Ebitda of the REIT group <= 5.5x</li>
- LTV of secured assets <= 40%</li>

#### **Asset level**

Security cover >= 2.0x

# Proposed NCDs of Rs 300 crore

#### REIT level

- Net total debt / Ebitda of the REIT group <= 5.5x
- LTV of secured assets <= 40%</li>

# Asset level

Security cover >=2.0x

# Proposed NCDs of Rs 750 crore

- Net total debt / Ebitda of the REIT group <= 5.5x</li>
- LTV of secured assets <= 40%</li>

# Asset level

Security cover >=2.0x

# Proposed NCDs of Rs 1000 crore REIT level

- Net total debt / Ebitda of the REIT group <= 5.5x</li>
- LTV of secured assets <= 40%</li>

#### Asset level

• Security cover >=2.0x

#### Note on complexity levels of the rated instrument:

CRISIL Ratings` complexity levels are assigned to various types of financial instruments and are included (where applicable) in the 'Annexure - Details of Instrument' in this Rating Rationale.

CRISIL Ratings will disclose complexity level for all securities - including those that are yet to be placed - based on available information. The complexity level for instruments may be updated, where required, in the rating rationale published subsequent to the issuance of the instrument when details on such features are available.

For more details on the CRISIL Ratings` complexity levels please visit <a href="www.crisilratings.com">www.crisilratings.com</a>. Users may also call the Customer Service Helpdesk with queries on specific instruments.

## Annexure - Details of Instrument(s)

ISIN	Name of instrument	Date of allotment	Coupon rate (%)	Maturity date	Issue size (Rs.Crore)	Complexity level	Rating assigned with outlook
INE041007068	Non-convertible debentures	7-Sep-21	6.80%	7-Sep-26	300	Complex	CRISIL AAA/Stable
INE041007076	Non-convertible debentures	18-Oct-21	6.25%	18-Oct-24	2,000	Complex	CRISIL AAA/Stable

INE041007084	Non-convertible debentures	18-Oct-21	7.05%	18-Oct-26	1,100	Complex	CRISIL AAA/Stable
INE041007092	Non-convertible debentures	5-Apr-22	7.35%	5-Apr-27	1,000	Complex	CRISIL AAA/Stable
INE041007100	Non-convertible debentures	5-Jun-23	7.77%	5-Jun-25	1050	Complex	CRISIL AAA/Stable
INE041007118	Non-convertible debentures	28-Aug-23	8.10%	28-Aug-28	500	Complex	CRISIL AAA/Stable
INE041007126	Non-convertible debentures	4-Sep-23	8.03%	4-Sep-25	500	Complex	CRISIL AAA/Stable
INE041007134	Non-convertible debentures	9-Jan-24	8.17%	5-Sep-25	1000	Simple	CRISIL AAA/Stable
NA	Non-convertible debentures#	NA	NA	NA	300	Simple	CRISIL AAA/Stable
NA	Non-convertible debentures#	NA	NA	NA	750	Simple	CRISIL AAA/Stable
NA	Non-convertible debentures#	NA	NA	NA	1000	Simple	CRISIL AAA/Stable
INE041014023	Commercial paper	8-Jan-24	8.30%	7-Jan-25	750	Simple	CRISIL A1+
NA	Commercial paper	NA	NA	7-365 Days	100	Simple	CRISIL A1+
NA	Commercial paper	NA	NA	7-365 Days	250	Simple	CRISIL A1+

#Yet to be issued

Annexure - List of Entities Consolidated

Names of entities consolidated	Extent of consolidation	Rationale for consolidation		
IENMPL	Full	100% subsidiary		
QBPL	Full	100% subsidiary		
QBPPL	Full	100% subsidiary		
ETPL	Full	100% subsidiary		
VCPPL	Full	100% subsidiary		
GSPL	Full	100% subsidiary		
OBPPL	Full	100% subsidiary		
MPPL	Full	100% subsidiary		
EEPL	Full	100% subsidiary		
UPPL	Full	100% subsidiary		
EPTPL	Full	100% subsidiary		
VTPL	Full	100% subsidiary		
SIPL	Full	100% subsidiary		
ECPL	Full	100% subsidiary		
ESNP	Full	100% subsidiary		
GLSP	Partial	Investment entity consolidated to the extent of 50%		

		Current		2024	(History)	2	023	2	022		2021	Start of 2021
Instrument	Туре	Outstanding Amount	Rating	Date	Rating	Date	Rating	Date	Rating	Date	Rating	Rating
Corporate Credit Rating	LT	0.0	CRISIL AAA/Stable	02-08-24	CRISIL AAA/Stable	29-12-23	CRISIL AAA/Stable	12-12-22	CRISIL AAA/Stable			
				28-05-24	CRISIL AAA/Stable	19-12-23	CRISIL AAA/Stable	06-12-22	CCR AAA/Stable			
				26-04-24	CRISIL AAA/Stable	05-12-23	CRISIL AAA/Stable	17-03-22	CCR AAA/Stable			
						13-07-23	CRISIL AAA/Stable	20-01-22	CCR AAA/Stable			
						26-05-23	CRISIL AAA/Stable					-
						06-04-23	CRISIL AAA/Stable					
						28-02-23	CRISIL AAA/Stable					
Commercial Paper	ST	1100.0	CRISIL A1+	02-08-24	CRISIL A1+	29-12-23	CRISIL A1+					-
				28-05-24	CRISIL A1+	19-12-23	CRISIL A1+					-
				26-04-24	CRISIL A1+							-
Non Convertible Debentures	LT	9500.0	CRISIL AAA/Stable	02-08-24	CRISIL AAA/Stable	29-12-23	CRISIL AAA/Stable	12-12-22	CRISIL AAA/Stable	16-11-21	CRISIL AAA/Stable	CRISIL AAA/Stable
				28-05-24	CRISIL AAA/Stable	19-12-23	CRISIL AAA/Stable	06-12-22	CRISIL AAA/Stable	05-10-21	CRISIL AAA/Stable	-
				26-04-24	CRISIL AAA/Stable	05-12-23	CRISIL AAA/Stable	17-03-22	CRISIL AAA/Stable	24-08-21	CRISIL AAA/Stable	
						13-07-23	CRISIL AAA/Stable	20-01-22	CRISIL AAA/Stable	17-08-21	CRISIL AAA/Stable	-
						26-05-23	CRISIL AAA/Stable			15-06-21	CRISIL AAA/Stable	
						06-04-23	CRISIL AAA/Stable			19-01-21	CRISIL AAA/Stable	

			28-02-23	CRISIL AAA/Stable		11-01-21	CRISIL AAA/Stable,Provisional CRISIL AAA/Stable	
						08-01-21	CRISIL AAA/Stable	

All amounts are in Rs.Cr.

# **Criteria Details**

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**CRISILs rating criteria for REITs and InVITs** 

CRISILs criteria for rating debt backed by lease rentals of commercial real estate properties

<u>Criteria for rating entities belonging to homogenous groups</u>

**CRISILs Criteria for rating short term debt** 

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# No. CARE/BRO/RL/2024-25/1086

Shri Sudarsan Balasubramaniam AGM

**EMBASSY OFFICE PARKS REIT** 

Royal Oaks, Embassy Golflinks Business Park, Off Intermedaite Ring Road,

Bengaluru Karnataka 560071



July 31, 2024

#### **Confidential**

Dear Sir,

# Credit rating for Non-Convertible Debenture issue

On the basis of recent developments including operational and financial performance of your Company for FY24 (Audited) and Q1FY25 (Unaudited), our Rating Committee has reviewed the following ratings:

Sr. No.	Instrument	Amount (₹ crore)	Rating <sup>1</sup>	Rating Action
1.	Non Convertible Debentures	500.00	CARE AAA; Stable (Triple A; Outlook: Stable)	Reaffirmed
2.	Non Convertible Debentures	500.00	CARE AAA; Stable (Triple A; Outlook: Stable)	Reaffirmed

- 2. The repayment schedule of NCDs is given in Annexure 1.
- 3. Please inform us the below-mentioned details of issue immediately, but not later than 7 days from the date of placing the instrument:

Instrument type	ISIN	Issue Size (Rs cr)	Coupon Rate	Coupon Payment Dates	Terms of Redemption	Redemption date	Name and contact details of Debenture Trustee	Details of top 10 investors
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<sup>&</sup>lt;sup>1</sup>Complete definitions of the ratings assigned are available at <a href="www.careedge.in">www.careedge.in</a> and in other CARE Ratings Ltd.'s publications.

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CIN-L67190MH1993PLC071691

- 4. The rationale for the rating will be communicated to you separately. A write-up (press release) on the above rating is proposed to be issued to the press shortly, a draft of which is enclosed for your perusal as **Annexure**2. We request you to peruse the annexed document and offer your comments if any. We are doing this as a matter of courtesy to our clients and with a view to ensure that no factual inaccuracies have inadvertently crept in. Kindly revert as early as possible. In any case, if we do not hear from you by August 01, 2024, we will proceed on the basis that you have no any comments to offer.
- 5. CARE Ratings Ltd. reserves the right to undertake a surveillance/review of the rating from time to time, based on circumstances warranting such review, subject to at least one such review/surveillance every year.
- 6. CARE Ratings Ltd. reserves the right to revise/reaffirm/withdraw the rating assigned as also revise the outlook, as a result of periodic review/surveillance, based on any event or information which in the opinion of CARE Ratings Ltd. warrants such an action. In the event of failure on the part of the entity to furnish such information, material or clarifications as may be required by CARE Ratings Ltd. so as to enable it to carry out continuous monitoring of the rating of the bank facilities, CARE Ratings Ltd. shall carry out the review on the basis of best available information throughout the life time of such bank facilities. In such cases the credit rating symbol shall be accompanied by "ISSUER NOT COOPERATING". CARE Ratings Ltd. shall also be entitled to publicize/disseminate all the afore-mentioned rating actions in any manner considered appropriate by it, without reference to you.
- 7. Our ratings do not factor in any rating related trigger clauses as per the terms of the facility/instrument, which may involve acceleration of payments in case of rating downgrades. However, if any such clauses are introduced and if triggered, the ratings may see volatility and sharp downgrades.
- 8. Users of this rating may kindly refer our website www.careedge.in for latest update on the outstanding rating.
- 9. CARE Ratings Ltd. ratings are not recommendations to buy, sell, or hold any securities.

If you need any clarification, you are welcome to approach us in this regard.

AY

**CARE Ratings Limited** 

Thanking you,

Yours faithfully,

**Deepalpa Das**Assistant Director

deepalpa.das@careedge.in

Amita Yadav
Assistant Director
amita.yadav@careedge.in

Amita Gadav

Encl.: As above

Disclaimer

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Annexure 1 – Repayment of NCDs

Name of Instrument	ISIN	Size of the Issue (Rs. crore)	Date of Maturity
Debentures–Non Convertible Debentures	INE041007118	500.00	August 28, 2028
Debentures–Non Convertible Debentures	Proposed	500.00	Proposed

AY

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# No. CARE/BRO/RL/2024-25/1087

Shri Sudarsan Balasubramaniam AGM EMBASSY OFFICE PARKS REIT

Royal Oaks, Embassy Golflinks Business Park, Off Intermedaite Ring Road,

Bengaluru Karnataka 560071



July 31, 2024

# **Confidential**

Dear Sir,

## Credit rating for Commercial Paper (CP) issue aggregating Rs.1,100.00 crore

On the basis of recent developments including operational and financial performance of your company for FY24 (Audited) and Q1FY25 (Unaudited), our Rating Committee has reviewed the following rating(s):

Instrument	Amount (₹ crore)	Rating <sup>1</sup>	Rating Action	
Commercial Paper	1,100.00	CARE A1+ (A One Plus)	Reaffirmed	

- 2. The CP issue would be for a maturity not exceeding one year.
- 3. Please arrange to get the rating revalidated in case the issue is not made within **two months** from the date of this letter i.e. by September 30, 2024. Once the CP is placed, the rating is valid for the tenure of such instrument till redemption.
- 4. Please inform us the below-mentioned details of issue immediately, but not later than 7 days from the date of placing the instrument:

Instrument type	ISIN	ssue Size (Rs cr.)	Coupon Rate	Coupon Payment Dates	Terms of Redemption	Redemption date	Name and contact details of Trustee/IPA	Details of top 10 investors
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<sup>&</sup>lt;sup>1</sup> This represents the aggregate of all CP issuances of the company outstanding at any point in time.

- 5. The rationale for the rating will be communicated to you separately. A write-up (press release) on the above rating is proposed to be issued to the press shortly/by end of the day, a draft of which is enclosed for your perusal as Annexure. We request you to peruse the annexed document and offer your comments if any. We are doing this as a matter of courtesy to our clients and with a view to ensure that no factual inaccuracies have inadvertently crept in. Kindly revert as early as possible. In any case, if we do not hear from you by August 01, 2024, we will proceed on the basis that you have no any comments to offer.
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- 8. Our ratings do not factor in any rating related trigger clauses as per the terms of the facility/instrument, which may involve acceleration of payments in case of rating downgrades. However, if any such clauses are introduced and if triggered, the ratings may see volatility and sharp downgrades.
- 9. Users of this rating may kindly refer our website <a href="www.careedge.in">www.careedge.in</a> for latest update on the outstanding rating.
- 10. CARE Ratings Ltd. ratings are **not** recommendations to buy, sell, or hold any securities.

If you need any clarification, you are welcome to approach us in this regard.

Thanking you,

Yours faithfully,

**Deepalpa Das Assistant Director** 

deepalpa.das@careedge.in

**Amita Yadav Assistant Director** amita.yadav@careedge.in

Anita Gadan

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