

February 22, 2024

To, To,

The Corporate Relations Department, The National Stock Exchange of India Limited, Department of Corporate Services,

Exchange Plaza, 5th Floor, BSE Limited,

Plot No. C/1, G-Block, Bandra-Kurla Complex, 25th Floor, Phiroze Jeejeebhoy Towers,

Bandra (East), Mumbai – 400051. Dalal Street, Mumbai – 400001.

Re: Script Symbol "EMBASSY", Scrip Code 542602 and Scrip Code 973434, 973545, 973546, 973910,974885, 975051, 975056 and 975311 (NCDs) and Scrip Code 726239 and 726240 (CPs).

Dear Sir/Madam,

Subject: To host Analyst Day and Asset Tours on February 22 and February 23, 2024, in Bengaluru

We hereby inform you that members from the management team of Embassy Office Parks Management Services Private Limited, Manager to Embassy Office Parks REIT, will host Analyst Day and Asset Tours on February 22 and February 23, 2024, in Bengaluru for research analysts. The details of the events are set out below:

Date	Agenda	Format	Attendees / Presenters
February 22, 2024	Business and macro update	Group Meeting	Senior Management
February 23, 2024	Asset tours of Bangalore properties	Asset Tours	Personnel

We have enclosed the event material.

Thanking you,

For and on behalf of Embassy Office Parks REIT acting through its Manager, Embassy Office Parks Management Services Private Limited

Vinitha Menon Company Secretary and Compliance Officer A25036

Encl: As above

Embassy Office Parks REIT Analyst Day 2024

February 22-23, 2024

Bangalore









Key Operational Highlights

Since listing, Embassy REIT has demonstrated strong operational performance, delivering annualized total returns of over 11%

44%

12.0 msf

4.8 msf

18.8 msf

Increase in Completed Area from 24.8 msf to 35.8 msf

Acquisitions⁽²⁾

New Buildings Delivered(3)

Gross Leasing⁽⁴⁾

₹107 bn

₹289 bn

23x

92%

Equity Raised

Debt Raised or Refinanced

Increase in Unitholders from 4k to 90k

Current Free Float (vs 30% at listing)

31%

47%

6.9%

11.2%

Increase in In-place Rent from ₹65 to ₹85

Increase in Occupiers from 166 to 244

Distribution Yield⁽⁵⁾

Annualized Total Returns⁽⁶⁾

⁾ All data as on Dec 31, 2023, unless specified

⁾ Includes Embassy TechVillage (9.6 msf), Embassy Business Hub (1.4 msf), GLSP add-on acquisition (0.4 msf), M3 Block B at Embassy Manyata (0.6 msf) (6) Includes NXT Embassy Manyata (0.8 msf), T2 Embassy Oxygen (0.6 msf), H&G Embassy TechZone (0.9 msf), M3A Embassy Manyata (1.0 msf), Ph1

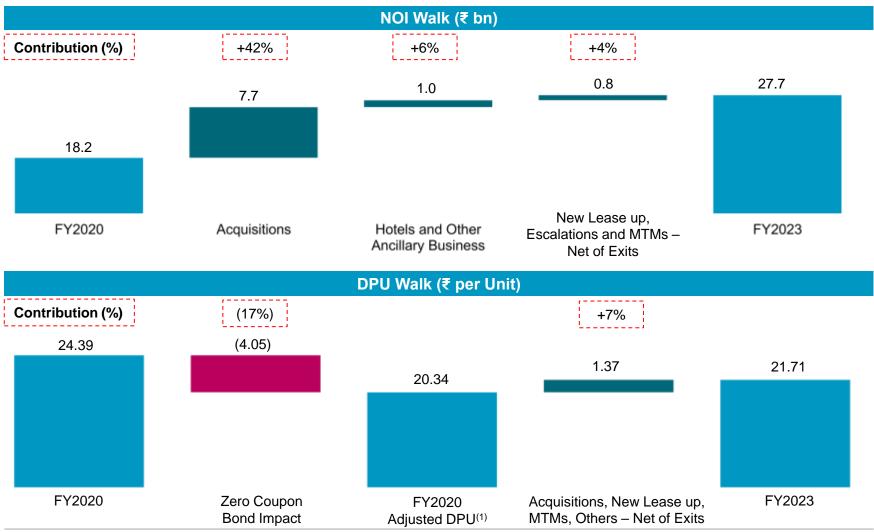
Embassy Business Hub (0.4 msf) and JPM BTS Embassy TechVillage (1.1 msf)

(4) Includes new leases, pre-leases and renewals



Key Financial Highlights

In the past 3 years, NOI grew by 52% and DPU (excluding ZCB refinance impact) grew by 7%, primarily driven by acquisitions, rent growth and new hotel launches



⁽¹⁾ Adjusted DPU has been included for comparative purposes only. The annualized interest impact of ₹4.05 per unit incurred towards interest bearing debt to refinance the erstwhile Zero Coupon Bond (ZCB) for one year has been adjusted to the FY2020 DPU for the purposes of calculation of the Adjusted DPU for FY2020. ZCB of ₹45 bn was initially refinanced at a weighted average interest rate of 6.50%. Since then, this interest cost has been reset to 6.94% due to change in rates



New Buildings Completed Since Listing

JPM Built-to-Suit in Embassy TechVillage, Bangalore (1.1 msf)



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New Buildings Completed Since Listing (Cont'd)

Philips BTS in Embassy Business Hub, Bangalore (0.4 msf)



Tower 1 in Embassy Oxygen, Noida (0.7 msf)⁽²⁾



M3 Block A in Embassy Manyata, Bangalore (1.0 msf)



Hudson & Ganges in Embassy TechZone, Pune (0.9 msf)





Widening Our Moat

80k sf NXT Retail Plaza launched at Embassy Manyata with multiple high-end dining options and microbreweries









Note:

(1) Actual pictures



Widening Our Moat (Cont'd)

8-acre Central Garden launched at Embassy TechVillage with an amphitheater, multiple sports zones, F&B and break-out spaces









Note:

(1) Actual pictures



Energizing our Properties

Multiple events held under 'Energize by Embassy REIT', our signature occupier engagement program, that engage over 250,000 park users across our portfolio

Sports Events across Properties











Continued Stakeholder Engagement

Launched multiple stakeholder engagement initiatives, including broker events for industry interaction, and retail roadshows for investor education

Retail Roadshows in 11 Cities, 550+ Investors

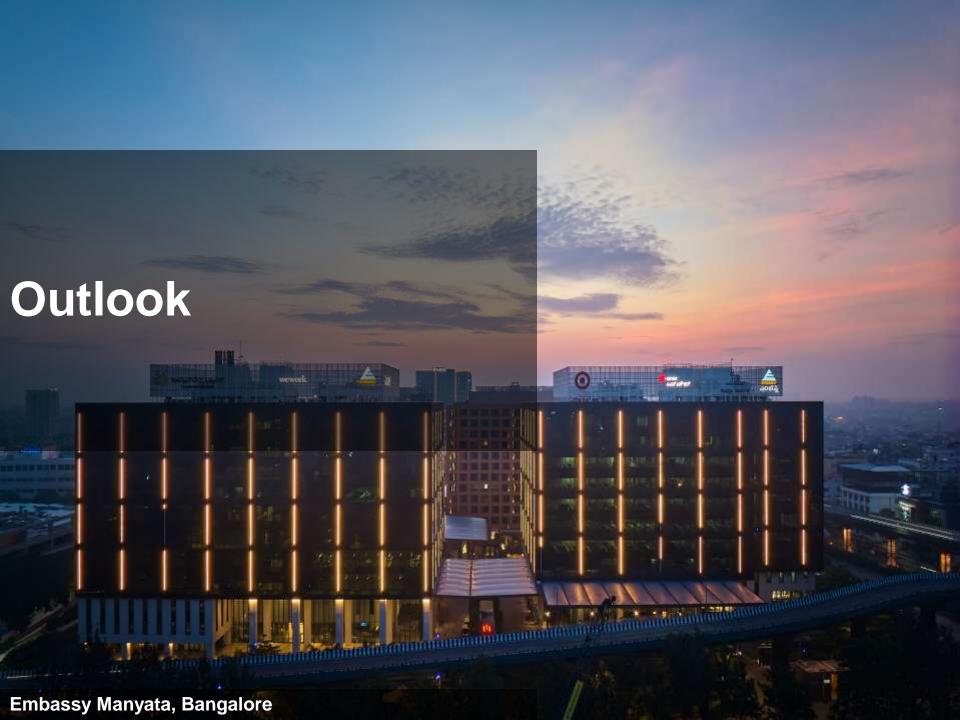


Broker Events across 3 Markets, 300+ Participants









Embassy Manyata – Block D1 and D2



1.4 msf

0.8 msf

78%

Feb'26

Total Area

Pre-leased to Major Australian Bank in Q3

Pre-leasing Incl. Expansion Options⁽¹⁾ **Target Delivery**

Includes expansion option of 313k sf available with Australian Banking Major in Embassy Manyata LOI signed and ATL underway

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Embassy Manyata – Block L4



0.8 msf

0.8 msf

100%

Sep'25

Total Area

Pre-leased to American Retail Major in Q3 Pre-leasing

Target Delivery

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Embassy TechVillage – Block 8



1.9 msf

0.6 msf

76%

Oct'24

Total Area

Pre-leased to US-based Tech Company in Q3

Pre-leasing Incl. Expansion Options⁽¹⁾

Target Delivery

Embassy Business Hub – Phase 2



1.0 msf

Airport Road

46 acres

Sep'27

Total Area⁽¹⁾

High-visibility Location

Additional ROFO Opportunity⁽²⁾

Target Delivery

Notes:



Major Upcoming Supply in North Bangalore (Bellary Road)

Major Upcoming Supply Details				
Expected Completion	Area (msf)			
2024	3.9			
2025	1.9			
2026	0.9			
Total	6.7			



Notes:

1) Refers to upcoming supply over next 3 years (Q1 CY2024-Q4 CY2026) excluding small/standalone/grade B supply in the micro market

- All timelines are mentioned in calendar year
- (3) Excludes upcoming supply by Embassy REIT



Multiple Embedded Growth Levers

Embassy REIT's strategy leverages on multiple growth levers to enhance NOI and deliver long term total return value for Unitholders

- 5.7 msf
- ► Vacant area lease-up occupancy expected to stabilize at pre-Covid levels of mid-90s in the next few years
- 6.9 msf
- New developments over the next 4 years ₹8 bn of expected stabilized NOI at around 20% NOI yields

~5% p.a.

- Contracted escalations (generally 15% every 3 years)
- 19%
- Mark-to-market potential on upcoming 3 year expiries, to aid in portfolio rent growth

10 msf+

► Indicative ROFO opportunities and other growth pipeline⁽²⁾



Organic Growth – Potential NOI Upside

Embedded growth inbuilt into the current portfolio, led by area expansion and occupancy stabilization, providing over ₹12 bn or over 40%⁽⁴⁾ NOI upside in the next few years

Growth Levers Details NOI Upside 5.7 msf ₹73 psf ₹3.7 bn⁽¹⁾ **Vacant Area** Avg. Rent(1) 6.9 msf ₹98 psf ₹7.7 bn⁽²⁾ Avg. Rent(2) **Under Development 518 keys** ₹10k ₹0.8 bn⁽³⁾ **New Hotels** Avg. ADR⁽³⁾ ₹12.2 bn

► Besides this, ~5% p.a. of contracted escalations and 10% mark-to-market potential for the total portfolio to continue to aid in rent growth, providing further uplift to the NOI

Notes

Assuming 72% stabilized occupancy except containing vinion are many pre-reased unto a point end, estimate a samining 72% stabilized occupancy for 3 star (207 keys) and 70% stabilized occupancy for 5 star (311 keys) hotels and ~₹10% average ADR based on management estimates

¹⁾ Assuming 95% stabilized occupancy at park level, rent per Cushman and Wakefield (including standard Car Park rent), estimated CAM Margin and no incremental property tax and insurance given the same is already paid for full property 2) Assuming 95% stabilized occupancy except building which are fully pre-leased (M3 Block B and L4), rent basis contracted/estimated rents per management estimates, standard car park rent, estimated CAM margin

⁽⁴⁾ NOI upside calculated using ₹12.2 bn annual stabilized NOI potential compared to FY2023 NOI



Inorganic Growth Pipeline

ROFO pipeline of approx. 9 msf in attractive micro-markets of Chennai and Bangalore. Inorganic expansion is key to growing our distributions

Embassy Splendid TechZone, Chennai



Embassy Whitefield (ETV Backland), Bangalore(3)



► Location: Pallavaram-Thoraipakkam, Chennai

► Total Area: 5.0 msf

Completed Area / Occupancy: 1.4 msf / 95%

- Under construction Area / Pre-leasing: 1.6 msf / 36%

- Future Development Area: 2.0 msf

► Location: Outer Ring Road, Bangalore

➤ Total Area: 4.2 msf

- Completed Area / Occupancy: 1.7 msf / 64%

Future Development Area: 2.5 msf

Occupancy as at Dec 31, 202

There can be no assurance that Embassy REIT will enter into any definitive arrangements for any of the acquisition deals in pipeline

Acquisition of ETV by the Embassy REIT excluded approximately 19.39 acres being developed by Embassy Commercial Projects (Whitefield) Private Limited ("Embassy Whitefield"), an entity which is owned by certain Blackstone entities and certain third-party shareholders, which area has been leased by VTPL to Embassy Whitefield on a long-term basis. The Embassy REIT has been granted a right of first offer in respect of the controlling interest in Embassy Whitefield by the shareholders of Embassy Whitefield



Active Debt Management

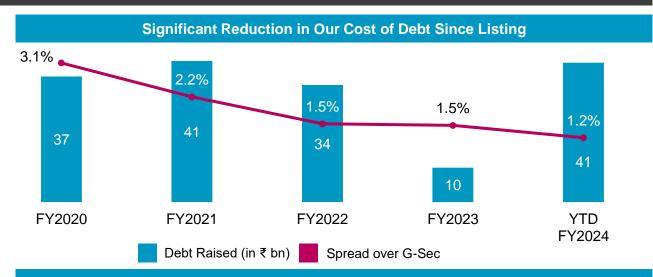
Strong balance sheet with an industry-leading in-place debt cost of 7.8%, significantly lower than our average debt cost at listing



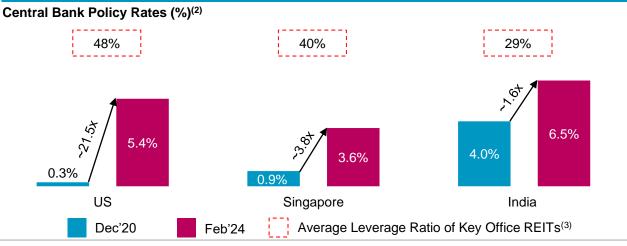








Impact of Interest Rate Expansion Comparatively Less Exponential in India



Based on Net Debt to GAV. GAV based on Sep'23 valuation undertaken by Ms. L Anuradha, in conjunction with Independent property consultant review services undertaken by C&W. Refers to debt position post refinance of ₹26 bn NCDs in Jan'24 21

Source: Bloomberg, RBI (India), Federal Reserve Board (US), MAS (Singapore) websites Source: Latest company disclosures from company websites. Refers to average leverage ratio of key office REITs - Net Debt / GAV for US REITs (Boston Properties, Vornado Realty Trust, Douglas Emmett & Hudson Pacific), Total Debt / Total Assets for Singapore REITs (Capital Land Integrated Commercial Trust, Keppel REIT, Suntec REIT) and Net Debt / GAV for Indian REITs (Embassy REIT, Mindspace REIT, Brookfield India Trust)

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Foundation for Success - Our Team



Ritwik Bhattacharjee CIO



Abhishek Agarwal CFO



Amit Shetty Co-Head, Leasing



Rishad Pandole Co-Head, Leasing



Rajendran S Head, Projects



Ray Vargis Kallimel Head, Asset Mgmt.



Donnie George General Counsel



Raghu Sapra Head, Hospitality



Sakshi Garg IR Manager



Rahul Parikh Head, Debt, Treasury



Shwetha Reddy Head, PR, M&C



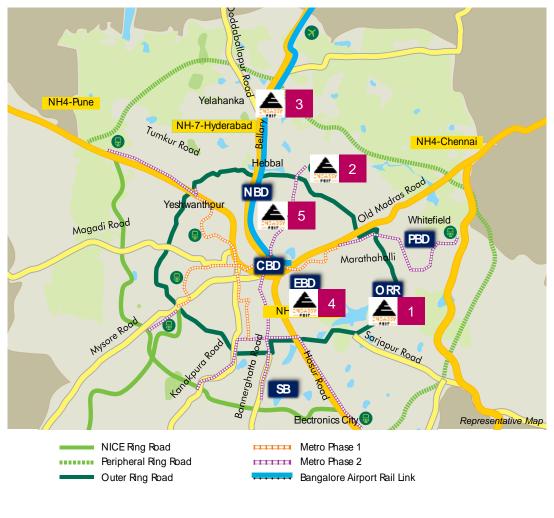
Vinitha Menon
Company Secretary







Bangalore – Key Micro-markets



1 Embassy TechVillage

2 Embassy Manyata

3 Embassy Business Hub

4 Embassy GolfLinks

5 Embassy One NBD



Embassy TechVillage Overview



Embassy TechVillage Outer Ring Road (Marathalli – Sarjapur)				
Total Area	9.6 msf			
Completed Area	7.3 msf			
% of total GAV ⁽²⁾	23%			
Development Type	Campus style			
Occupancy	94%			
In-place Rent	₹78 psf			
MTM Potential	20%			
WALE	8.7 yrs			



Embassy Manyata Overview



Embassy Manyata Nagawara (North Bangalore District)				
Total Area	15.6 msf			
Completed Area	12.4 msf			
% of total GAV ⁽²⁾	36%			
Development Type	Campus style			
Occupancy	82%			
In-place Rent	₹80 psf			
MTM Potential	18%			
WALE	7.0 yrs			



Embassy Business Hub Overview



Embassy Business Hub (North Bangalore District)					
Total Area ⁽²⁾	1.4 msf				
Completed Area	0.4 msf				
% of total GAV	1%				
Development Type	Campus style				
Occupancy	92%				
In-place Rent	₹57 psf				
MTM Potential	14%				
WALE	9.9 yrs				

Phase 1 (0.4 msf) Completed Phase 2 (9 acres) Ongoing

Phase 3 (46 acres) ROFO



Embassy GolfLinks Overview



Embassy GolfLinks Off Inner Ring Road (Extended Business District)				
Total Area	3.1 msf			
Completed Area	3.1 msf			
% of total GAV	7%			
Development Type	Campus style			
Occupancy	97%			
In-place Rent	₹147 psf			
MTM Potential	5%			
WALE	7.4 yrs			

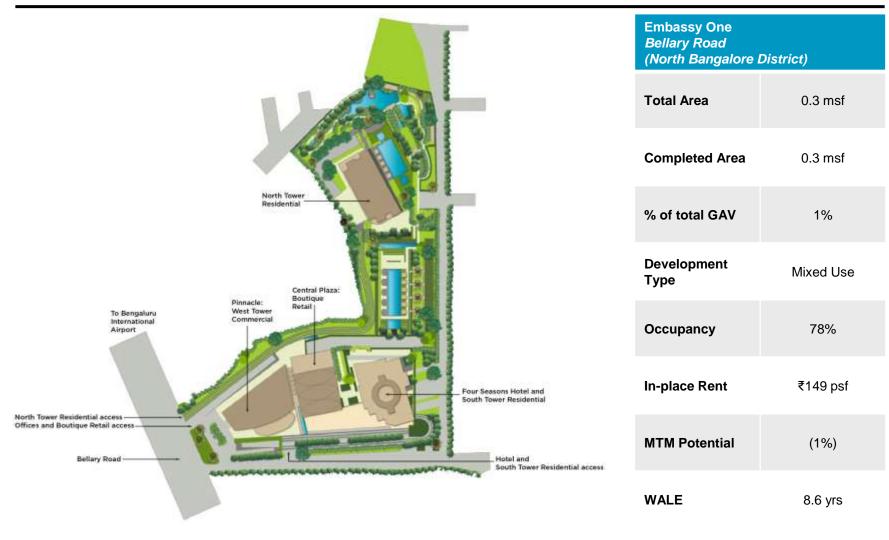
Notes:

⁽¹⁾ All data as of Dec 31, 2023

⁽²⁾ Details include 100% of Embassy GolfLinks except Gross Asset Value (GAV) which reflects only our 50% economic interest in Embassy GolfLinks and accounts for only the proportionate profits of Embassy GolfLinks basis the equity method

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Embassy One Overview

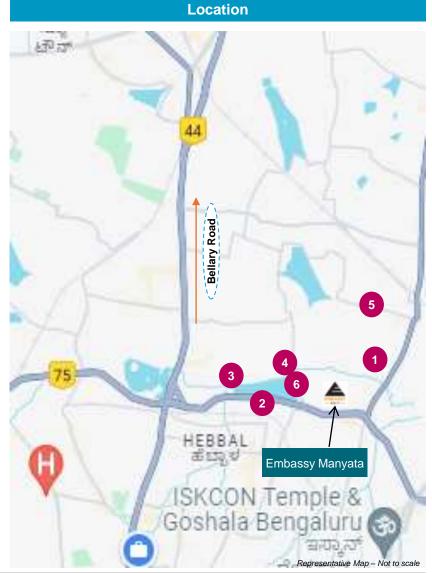






Major Upcoming Supply in North Bangalore (ORR – North)

Major Upcoming Supply Details				
Expected Completion	Area (msf)			
2024	-			
2025	1.2			
2026	3.1			
Total	4.3			



Notes:

(1) Refers to upcoming supply over next 3 years (Q1 CY2024-Q4 CY2026) excluding small/standalone/grade B supply in the micro market

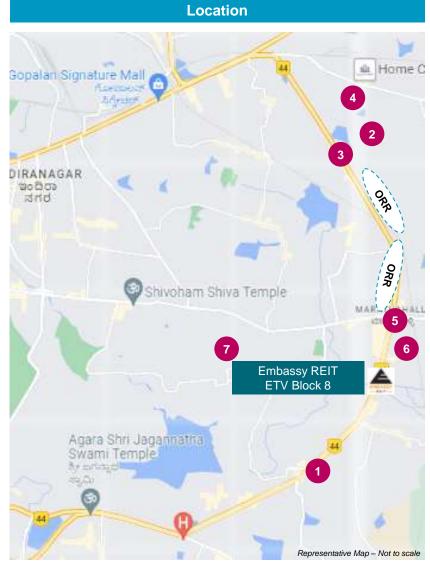
All timelines are mentioned in calendar year

(3) Excludes upcoming supply by Embassy REIT



Major Upcoming Supply in Outer Ring Road

Major Upcoming Supply Details					
Expected Completion	Area (msf)				
2024	3.1				
2025	4.1				
2026	3.8				
Total	11.0				



Source: CBF

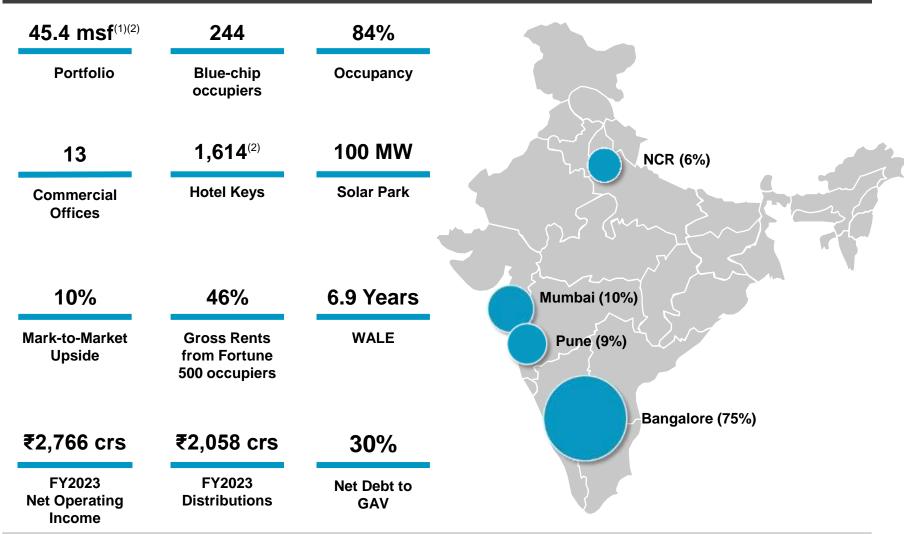
) Refers to upcoming supply over next 3 years (Q1 CY2024-Q4 CY2026) excluding small/standalone/grade B supply in the micro market

(2) All timelines are mentioned in calendar year
 (3) Excludes upcoming supply by Embassy REIT



Who We Are: Quick Facts

Embassy REIT is India's first listed REIT and the largest office REIT in Asia by area. It owns and operates a commercial office portfolio across 4 major cities in India



Notes: All figures refer to Q3 FY24 unless specified otherwise. City wise split by % of Gross Asset Value (GAV) considered per Sep'23 valuation undertaken by Ms. L Anuradha, in conjunction with Independent property consultant review services undertaken by C&W.

⁾ Comprises 35.8 msf completed, 6.9 msf under construction and 2.8 msf future development

⁾ Includes completed, under construction and proposed future development



Portfolio Summary

35.8 msf completed Grade A office assets (84% occupied, 6.9 years WALE, 10% MTM opportunity)

	Leasable Area (msf)/Keys/MW		WALE ⁽²⁾	Occupancy	F	Rent (₹ psf / mth)			GAV ⁽³⁾	
Property	Completed	Development	Total	(yrs)	(%)	In-place	Market	MTM (%)	₹mn	% of total
Embassy Manyata	12.4	3.2	15.6	7.0	82%	80	94	18%	1,90,175	36%
Embassy TechVillage	7.3	2.3	9.6	8.7	94%	78	94	20%	1,20,697	23%
Embassy GolfLinks ⁽¹⁾	3.1	-	3.1	7.4	97%	147	155	5%	36,490	7%
Embassy One	0.3	-	0.3	8.6	78%	149	147	(1%)	5,282	1%
Embassy Business Hub	0.4	1.0	1.4	9.9	92%	57	65	14%	5,148	1%
Bengaluru Sub-total	23.5	6.5	30.0	7.6	88%	89	103	15%	3,57,792	68%
Express Towers	0.5	-	0.5	3.9	90%	270	275	2%	18,845	4%
Embassy 247	1.2	-	1.2	4.0	100%	110	112	2%	18,874	4%
FIFC	0.4	-	0.4	2.7	91%	298	280	(6%)	14,905	3%
Mumbai Sub-total	2.0		2.0	3.6	96%	177	176	(0%)	52,624	10%
Embassy TechZone	3.0	2.4	5.5	4.7	77%	54	48	(11%)	23,877	5%
Embassy Quadron	1.9	-	1.9	4.8	54%	53	48	(10%)	12,172	2%
Embassy Qubix	1.5	-	1.5	3.8	91%	44	48	9%	9,740	2%
Pune Sub-total	6.4	2.4	8.8	4.5	74%	51	48	(6%)	45,789	9%
Embassy Oxygen	2.5	0.7	3.3	9.3	66%	54	48	(11%)	23,185	4%
Embassy Galaxy	1.4	-	1.4	8.2	84%	45	48	7%	9,617	2%
Noida Sub-total	3.9	0.7	4.6	8.8	72%	50	48	(4%)	32,802	6%
Subtotal (Office)	35.8	9.6	45.4	6.9	84%	85	94	10%	4,89,007	93%
Four Seasons at Embassy One	230 Keys	-	230 Keys	-	45%	-	-	-	8,905	2%
Hilton at Embassy GolfLinks	247 Keys	-	247 Keys	-	56%	-	-	-	6,075	1%
Hilton & Hilton Garden Inn at Embassy Manyata (5 & 3 star)	619 Keys	-	619 Keys	-	59%	-	-	-	13,405	3%
Hilton & Hilton Garden Inn at Embassy TechVillage (5 & 3 star)	-	518 Keys	518 Keys	-	NA	-	-	-	821	0%
Embassy Energy	100MW	-	100MW	-	NA	-	-	-	8,300	2%
Subtotal (Infrastructure Assets)	1,096 Keys / 100MW	518 Keys	1,614 Keys / 100MW						37,507	7%
Total	35.8 msf/1,096 Keys/100MW	9.6 msf / 518 Keys	45.4 msf/1,614 Keys/100MW						5,26,514	100%

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
- Weighted against Gloss Refutals assuming occupier exercises their lenewal options after the end of the initial communities period.
 Gross Asset Value (GAV) considered per Sep'23, Gross Asset Value (GAV) considered per Sep'23 valuation undertaken by Ms. L Anuradha, in conjunction with Independent property consultant review services undertaken by C&W. Valuation exercise undertaken semi-annually

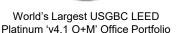


Certifications and Awards

ESG certifications, awards and performance on global benchmarks reflect our commitment to sustainability and transparency

Building Certifications







'Well at Scale' Score of 56: 'WELL Health Safety Rating' for 36 Buildings WELL Gold Certified 100% Operational Portfolio'(1)



Five Star Occupational

5-star Rating for 100%

Operational Portfolio

SORC 27001 Workey S Heapment (1800) Drugstone Health and Saltes

ISO 9001/14001/45001/27001 Certification for 100% Operational Portfolio

ESG Benchmarks



5-star Rating, Global Sector Leader for Office Developments



Member of FTSE4Good Index, 3.5 Score in 2023 (78th Percentile)



Member of S&P Global LargeMidCap ESG & Dow Jones Sustainability EM Indices, 67 Score in 2023



B Rating in 2022, Higher than the Global and Asia Average

Awards



12 Swords of Honor for 100% Operational Portfolio



Ranked #1 in India for Public Disclosures



Golden Peacock Award 2023 for Sustainability



Multiple Recognitions at Asia Property Awards 2023



Nine Infrastructure-like Office Parks

Embassy Manyata Bangalore (15.6 msf)



Embassy TechVillage Bangalore (9.6 msf)



Embassy Business Hub Bangalore (1.4 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)





Four Prime City-center Offices

Express Towers Mumbai (0.5 msf)



Embassy 247

Embassy One Bangalore (0.3 msf)





Mumbai (1.2 msf)



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