

April 29, 2025

To, To,

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

Exchange Plaza, 5<sup>th</sup> Floor, BSE Limited,

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

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

Re: Script Symbol "EMBASSY", Scrip Code 542602, Scrip Code 973434, 973546, 973910,974885, 975051, 975056, 975311, 976042 and 976240 (NCDs) and Scrip Code 728768 (CP).

Dear Sir/ Madam,

Subject: Press Release, Earnings Presentation, Supplemental Operating and Financial Databook, Summary Valuation Report, Independent Property Consultant Review Report and amended Code on unpublished price sensitive information and dealing in securities of the Embassy Office Parks REIT and Code of Practices and Procedures for Fair Disclosure in respect of the Embassy REIT ("REIT Code") of Embassy Office Parks REIT ("Embassy REIT").

In continuation to our intimation dated April 29, 2025 regarding the outcome of the Board Meeting of Embassy Office Parks Management Services Private Limited, Manager to Embassy Office Parks REIT ("Embassy REIT"), held on April 29, 2025, please see enclosed the:

- 1. Press Release as **Annexure I**;
- 2. Earnings Presentation and Supplemental Operating and Financial Databook for quarter and year ended March 31, 2025, comprising of the Business and Financial Results of Embassy REIT as **Annexure II** and **Annexure III**, respectively;
- 3. Summary Valuation Report of Embassy REIT for the year ended March 31, 2025, dated April 28, 2025, issued by Ms. L Anuradha, MRICS, Independent Valuer, with independent property consultant review report provided by Cushman & Wakefield (India) Private Limited dated April 28, 2025 as **Annexure IV** and **Annexure V**, respectively; and
- 4. Amended REIT Code as **Annexure VI**.

Thanking you,

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

Vinitha Menon Head - Company Secretary and Compliance Officer A25036

Encl: As above.



# Embassy REIT Grows Distributions by 8% in FY2025 and Projects Double-Digit Distribution Growth in FY2026

- Delivers distributions of ₹2,181 crores (₹23.01 per unit), exceeds mid-point distribution quidance by 1.1%
- Leases 6.6 msf across 98 deals; exceeds full year initial leasing guidance of 5.4 msf by 22%
- Grows Revenue and Net Operating Income by 10% YoY to annual record of ₹4,039 crores and ₹3,283 crores, respectively
- Provides FY2026 guidance with distributions in the range of ₹24.50 to ₹26.00 per unit, implying a 10% YoY growth in distributions at midpoint and occupancy in the range of 93%-94% by value
- Evaluating potential acquisition opportunities through both the Embassy Sponsor and third parties

#### Bengaluru, India, April 29, 2025

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 fourth quarter and full year ended March 31, 2025.

#### Ritwik Bhattacharjee, Chief Executive Officer of Embassy REIT, said,

"We're delighted to report another excellent year for Embassy REIT as we mark six years since our listing in April 2019. In FY2025, we leased 6.6 msf, delivered 2.5 msf of new development and acquired a 5.0 msf high-quality asset. Notably, we increased distributions by 8% and are pleased to guide to double-digit distribution growth in FY2026. Our business is in excellent shape and our world-class office portfolio continues to see strong demand from leading companies across the globe."

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 ₹538 crores or ₹5.68 per unit for Q4 FY2025. With this, the cumulative distribution for FY2025 totals ₹2,181 crores or ₹23.01 per unit. The record date for the Q4 FY2025 distribution is May 3, 2025, and the distribution will be paid on or before May 9, 2025.

#### **Business Highlights**

- Leased 6.6 msf across 98 deals in FY2025 including 4.0 msf of new leases, 1.6 msf of renewals and ~1 msf of preleases
- Global Capability Centers (GCCs) across sectors accounted for ~60% of the annual leasing activity
- Portfolio occupancy stands at 91% by value\* —Bengaluru at 92%, Mumbai at 100%, and Chennai at 95%

#### **Financial Highlights**

- Grew Revenue from Operations and Net Operating Income (NOI) by 10% YoY to a record ₹4,039 crores and ₹3,283 crores, respectively
- Delivered Distributions of ₹2,181 crores or ₹23.01 per unit, up 8% YoY for FY2025; Cumulative distributions of over ₹12,000 crores since listing
- Refinanced ~₹6,300 crores debt at an average rate of 7.98%; Continue to maintain a strong balance sheet with dual AAA/Stable credit ratings

#### **Operational & Growth Highlights**

- Delivered 2.5 msf new development in Bengaluru; Current development pipeline of 6.1 msf in Bengaluru & Chennai at 18% yield on cost
- Acquired 5.0 msf premium business park in Chennai; Actively evaluating inorganic growth opportunities including ROFO assets from the Embassy Sponsor as well as other assets from third parties
- Hotel portfolio performed strongly with 63% occupancy up 7% YoY, 12% ADR growth and growth in annual EBITDA by 25%

#### **Investor Materials and Quarterly Investor Call Details**

Embassy REIT has released a package of information on the quarterly results and performance, that includes (i) condensed standalone and condensed consolidated financial statements for the year ended March 31, 2025 (ii) an earnings presentation covering Q4 FY2025 results and FY2025 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.

Embassy REIT will host a conference call on April 29, 2025 at 18:30 hours Indian Standard Time to discuss the Q4 FY2025 and full year FY2025 results. A replay of the call will be available in the Investors section of our website at <a href="https://www.embassyofficeparks.com">www.embassyofficeparks.com</a>.

#### **About Embassy REIT**

Embassy REIT is India's first publicly listed Real Estate Investment Trust and the largest office REIT in Asia, by area. Embassy REIT owns and operates a 51.1 msf portfolio of 14 office parks in India's best-performing office markets of Bengaluru, Mumbai, Pune, the National Capital Region ('NCR') and Chennai. Embassy REIT's portfolio comprises 40.3 msf completed operating area and is home to 272 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 included in the 2023 Dow Jones Sustainability Indices, making it the first REIT in India to be recognised for its sustainability initiatives by a leading global benchmark. For more information, please visit <a href="https://www.embassyofficeparks.com">www.embassyofficeparks.com</a>.

#### **Disclaimer**

This press release is prepared for general information purposes only. The information contained herein is based on management information and estimates. It is only current as of its date, has not been independently verified and may be subject to change without notice. Embassy Office Parks Management Services Private Limited ("the Manager") in its capacity as the Manager of Embassy REIT, and Embassy REIT make no representation or warranty, express or implied, as to, and do not accept any responsibility or liability with respect to, the fairness and completeness of the content hereof. Each recipient will be solely responsible for its own investigation, assessment and analysis of the market and the market position of Embassy REIT. Embassy REIT does not provide any guarantee or assurance with respect to any distribution or the trading price of its units.

This press release contains forward-looking statements based on the currently held beliefs, opinions and assumptions of the Manager. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of Embassy REIT or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Given these risks, recipients of this press release are cautioned not to place undue reliance on these forward-looking statements. The Manager disclaims any obligation to update these forward-looking statements to reflect future events or developments or the impact of events which cannot currently be ascertained. In addition to statements which are forward looking by reason of context, the words 'may', 'will', 'should', 'expects', 'plans', 'intends', 'anticipates', 'believes', 'estimates', 'predicts', 'potential' or 'continue' and similar expressions identify forward-looking statements. There can be no assurance that any potential opportunities will result in definitive transactions.

This press release also contains certain financial measures (including guidance and proforma information) which are not measures determined based on GAAP, Ind-AS or any other internationally accepted accounting principles, and the recipient should not consider such items as an alternative to the historical financial results or other indicators of Embassy REIT's cash flow based on Ind-AS or IFRS. These non-GAAP financial measures, as defined by the Manager, may not be comparable to similarly titled measures as presented by other REITs due to differences in the way non-GAAP financial measures are calculated. Even though the non-GAAP financial measures are used by management to assess Embassy REIT's financial position, financial results and liquidity and these types of measures are commonly used by investors, they have important limitations as analytical tools, and the recipient should not consider them in isolation or as substitutes for analysis of Embassy REIT's financial position or results of operations as reported under Ind-AS or IFRS. Certain figures in this press release have been subject to rounding off adjustments. Actual legal entity name of occupiers may differ.

\*Occupancy by value refers to occupancy of the commercial offices weighted by the Gross Asset Value (GAV) of completed commercial offices

#### For more information please contact:

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# Embassy Office Parks REIT FY2025 Earnings Materials

April 29, 2025





#### **Press Release**

# Embassy REIT Grows Distributions by 8% in FY2025 and Projects Double-Digit Distribution Growth in FY2026

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- Global Capability Centers (GCCs) across sectors accounted for ~60% of the annual leasing activity
- Portfolio occupancy stands at 91% by value<sup>(1)</sup> Bengaluru at 92%, Mumbai at 100%, and Chennai at 95%



## Press Release (Cont'd)

#### **Financial Highlights**

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# **Table of Contents**

I.	6 Year Highlights	5
II.	Key Highlights	7
III.	Looking Ahead	17
IV.	Financial Updates	27
V.	Market Outlook	35
VI.	ESG & Total Business Ecosystem	39
VII.	Appendix	44





# **Embassy REIT – 6 Year Highlights**

Since listing in 2019, Embassy REIT has performed exceptionally across all parameters to create value for unitholders, including delivering 10% annualized returns

63%

17.0 msf

8.0 msf

26.2 msf

Increase in Completed Area from 24.8 msf to 40.3 msf

Acquisitions<sup>(1)</sup>

New Buildings Delivered(2)

Gross Leasing(3)

₹107 bn

₹402 bn

~25x

92%

**Unit Capital Raised** 

Debt Raised / Refinanced

Increase in unitholders from 4k to over 100k

Current Public Float (vs 30% at listing)

46%

65%

₹120 bn

10.5%

Increase in In-place Rent from ₹63 to ₹92

Increase in Occupiers from 165 to 272

**Cumulative Distributions** 

Annualized Total Returns(4)

Notes: All data calculated from April 1, 2019 to March 31, 2025, unless specified otherwise

<sup>)</sup> 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) and Embassy Splendid TechZone (5.0 msf)

<sup>(2)</sup> Includes NXT Embassy Manyata (0.8 msf), T1 & T2 Embassy Oxygen (1.3 msf), H&G Embassy TechZone (0.9 msf), M3A Embassy Manyata (1.0 msf), Ph1 Embassy Business Hub (0.4 msf), JPM BTS Embassy TechVillage (1.1 msf),



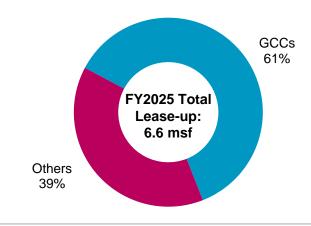


# FY2025 - A Year of Robust Leasing and Portfolio Expansion

In FY2025, we leased 6.6 msf (mainly to GCCs), delivered 2.5 msf of new offices in Bangalore, and acquired a best in-class park in Chennai to our portfolio of 51.1 msf

# Surpassed Initial Leasing Guidance by 22% Area (in msf) 6.6 Key Leases WARNER BROS. DISCOVERY BainCapital DBS Financial Ameriprise Financial AstraZeneca

#### **FY2025 Leasing Driven by GCCs**



#### New Office Deliveries of 2.5 msf in Bangalore



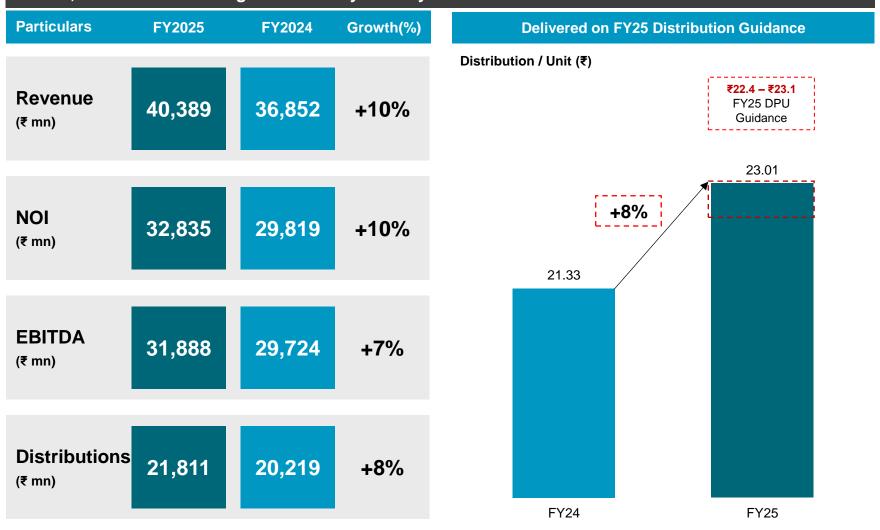
**Acquisition of 5.0 msf Office Park in Chennai** 





# FY2025 Highlight: 8% YoY Growth in Distributions

Along with meeting FY2025 guidance for NOI and distributions and delivering Revenue & NOI growth of 10%, we delivered DPU growth of 8% year-on-year



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

ESNP is entitled to 61% of lease revenue and 100% of common area maintenance (CAM) in ESTZ. ESNP was acquired on June 3, 2024 by Embassy REIT and has been consolidated from June 1, 2024, a date close to the acquisition date, as there are no significant transactions or events that have occurred between June 1, 2024 and June 3, 2024 and the effect thereof are considered in the results as for the financial year ended March 31,



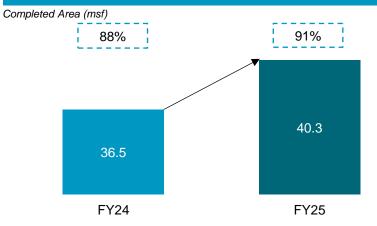
# **Portfolio Occupancy Trending Upwards**

Portfolio occupancy stands at 87% by area and 91% by value. Bangalore, Mumbai and Chennai (85%+ of REIT's value) are above 90% occupancy levels

City	Occupancy (%) <sup>(2)</sup> FY25	Occupancy (%) <sup>(2)</sup> FY24
Bangalore (75% of GAV)	92%	91%
Mumbai (9% of GAV)	100%	99%
Pune (7% of GAV)	62%	69%
Noida (6% of GAV)	86%	69%
Chennai (3% of GAV)	95%	NA
Total Portfolio	87%	85%

Occupancy for Marquee Assets (10p 5)(3)			
Asset	Contribution to GAV (%)	Occupancy by Area (%)	
Embassy Manyata	38%	91%	
Embassy TechVillage	22%	90%	
Embassy GolfLinks	6%	100%	
Express Towers	3%	100%	
Embassy 247	3%	100%	

#### Occupancy by Value<sup>(4)</sup> up by 300 bps since Mar'24



#### ▶ Occupancy by area & by value excluding Embassy Quadron for the portfolio is 90% and 92%, respectively

#### Notes:

- City wise split by % of Gross Asset Value (GAV). Gross Asset Value (GAV) considered per Mar'25, Gross Asset Value (GAV) considered per Mar'25 valuation undertaken by Ms. L Anuradha, in conjunction with Independent property consultant review services undertaken by C&W. Valuation exercise undertaken semi-annually
- (2) Occupancy percentage refers to the occupancy by area for commercial office segment
- (3) Refers top 5 assets by contribution to GAV with occupancy by area over 90%
- Occupancy by value (%) refers to occupancy of the commercial offices weighted by the Gross Asset Value (GAV) of completed offices



# **Robust Leasing Performance**

We leased 6.6 msf across 98 deals at 24% leasing spreads, and surpassed initial leasing guidance of 5.4 msf by 22%



Total Lease-up across 98 deals<sup>(1)</sup>

## 4.0 msf

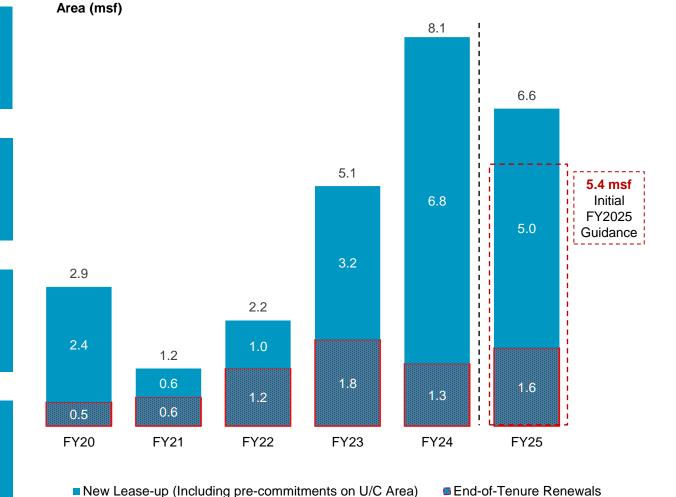
New Lease-up at 37% Re-leasing Spreads

# 1.6 msf

Renewed at 11% Renewal Spreads

~1.0 msf

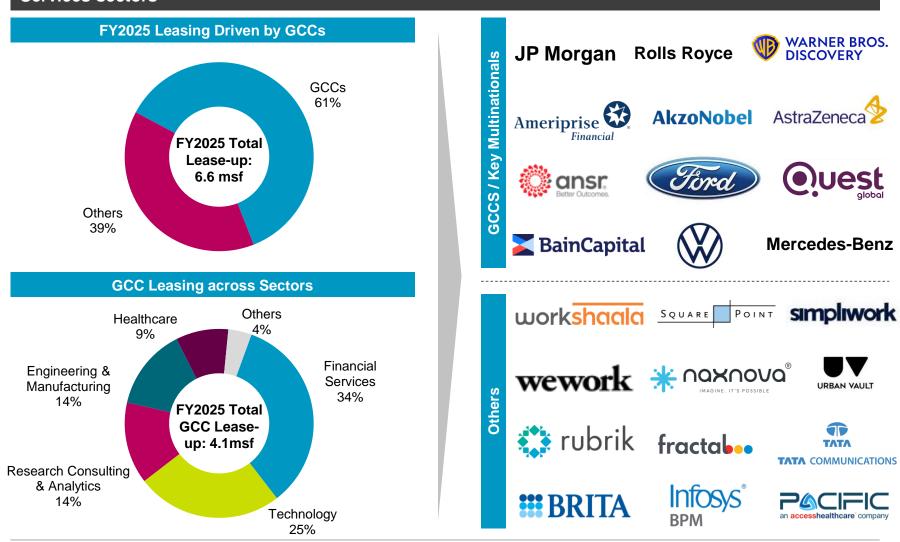
Pre-Leases in Bangalore





#### **GCCs Continue to Drive Demand**

GCCs contributed to 61% of the FY2025 leasing, primarily from Technology and Financial Services sectors



Notes:

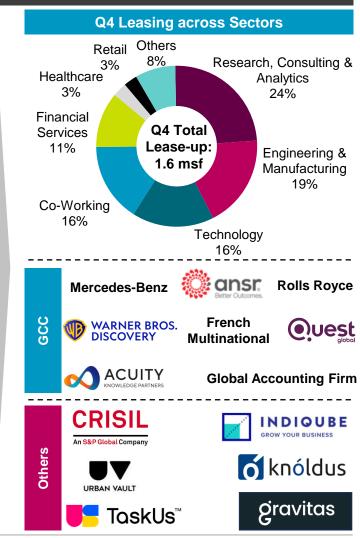
<sup>1)</sup> Actual legal entity name of occupiers may differ



# **Leasing Highlights for the Quarter**

Q4 lease deals totaled 1.6 msf and spanned multiple sectors, with GCCs driving 62% of the total leasing

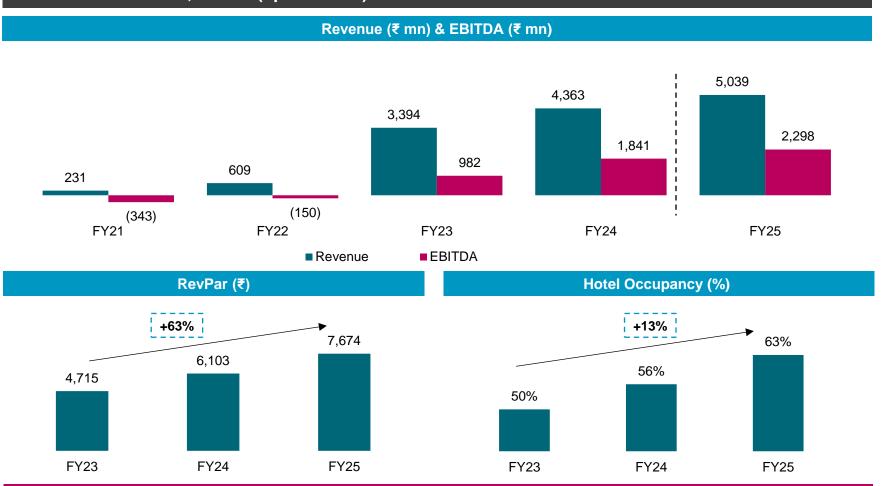
Occupier	Property	Sector	Area ('000 sf)
New Leases			1,296
ANSR	Embassy Manyata	Research Consulting & Analytics	237
Global Accounting Firm	Embassy Oxygen	Financial Services	173
Indiqube	Embassy TechVillage	Co-working	144
French Multinational	Embassy Oxygen	Engineering & Manufacturing	89
TaskUs	Embassy Oxygen	Technology	75
Employtech	Embassy TechVillage	Others	65
Warner Bros.	Embassy TechVillage	Others	64
Corporate Edge	Embassy Manyata	Co-working	61
Rolls Royce	Embassy Manyata	Engineering & Manufacturing	59
US Digital Solutions Provider	Embassy Splendid TechZone	Technology	52
Others	Various	Various	277
Renewals			295
Mercedes – Benz	Embassy TechZone	Engineering & Manufacturing	70
XL India Business Services	Embassy TechVillage	Research Consulting & Analytics	54
Crisil Ltd	Embassy Qubix	Research Consulting & Analytics	42
Others	Various	Various	129
Total Q4 Lease-up Pipeline Discussions			1,590 c.1,500





## **Hospitality Business Continues to Grow Across Key Parameters**

Operating hotel portfolio continued to grow strongly with 63% occupancy, 12% YoY ADR growth and FY2025 EBITDA of ₹2,298 mn (up 25% YoY)



- ▶ Hilton & Hilton Garden Inn at Manyata awarded 'Best Hotel' in respective categories at the HVS Anarock HASHTAG Awards 2025
- ► Copitas at Four Seasons listed 12th amongst 'The 30 Best Bars' in India in 2024



# Acquisition of Embassy Splendid TechZone in Chennai

Completed the acquisition of a 5.0 msf premium business park located in Chennai's fastest-growing office micro-market at an enterprise value of ₹12 bn



5.0 msf

Total Leasable Area

~₹12 bn

Enterprise Value<sup>(1)</sup>

9.2%

Discount to the avg. of two independent valuation reports<sup>(2)</sup>

8.05%

Debt Raised to Finance the Transaction

#### Notes

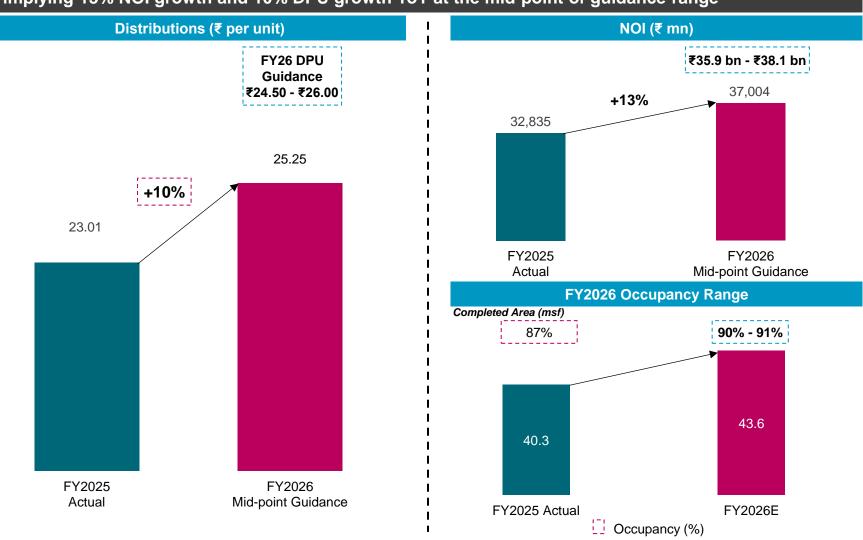
(2) Independent Valuation 1 – Valuation as of March 31, 2024 undertaken by iVAS Partners, represented by Mr. Manish Gupta, with value assessment services undertaken by CBRE South Asia Private Limited. Independent Valuation 2 – Valuation as of March 31, 2024 undertaken by Ms. L Anuradha, in conjunction with Independent property consultant review services undertaken by C&W

<sup>(1)</sup> Given binding agreement to lease in relation to certain identified leasable area at ESTZ was not executed prior to the date of completion of the acquisition, Embassy REIT has completed the acquisition at a reduced Enterprise 15 Value of ₹11,853 mn without rental support of ₹429 mn (with binding agreement enterprise value was ₹12,690 mn)



# **Guiding to Double Digit Growth in FY2026**

FY26 NOI guidance of ₹35.9 bn to ₹38.1 bn and distributions guidance of ₹24.50 to ₹26.00 per unit, implying 13% NOI growth and 10% DPU growth YoY at the mid-point of guidance range







## **Multiple Embedded Growth Levers**

Embassy REIT's strategy capitalizes on multiple drivers to boost NOI and generate long-term total returns for its Unitholders

5.3 msf

► Vacant area lease-up – occupancy expected to stabilize at pre-Covid levels of mid-90s in the next few years

6.1 msf

New Developments over the next 3 years - ₹6 bn of expected stabilized NOI at ~18% yield; 50% area pre-leased<sup>(1)</sup>

~5% p.a.

► Contracted escalations (~15% every 3 years)

~10%

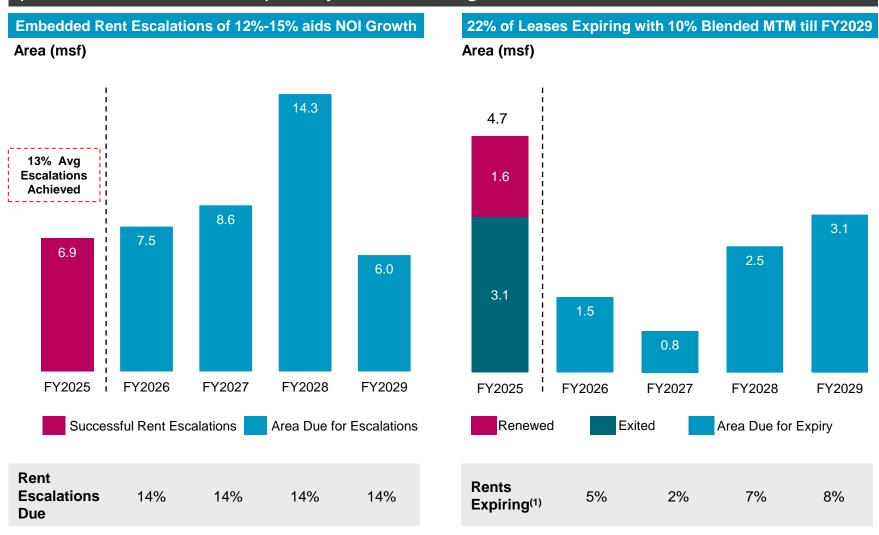
► Mark to market potential on upcoming 4 years' expiries to aid in portfolio rent growth

► In addition to organic growth drivers, Embassy REIT actively evaluates sponsor and third-party acquisition opportunities to enhance its portfolio



## **Embedded Rent Growth and Limited Upcoming Expiries**

Contracted rent escalations (generally ~15% every 3 years) and significant mark-to-market opportunity (10% blended MTM till FY2029) are key drivers for NOI growth



Notes:

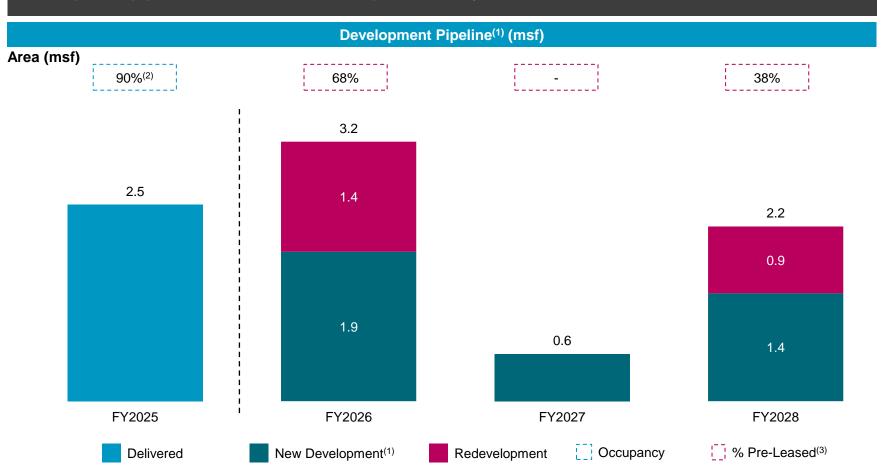
Refers to annualized rent obligations

<sup>(2)</sup> MTM potential computed basis market rent per latest C&W estimate and in-place rent for respective leases



## **Active Best-in-Class Development Pipeline**

Development pipeline of 6.1 msf with an expected 18% yield on cost



- ▶ ₹31 bn total capex for commercial office development and ₹6 bn incremental NOI upon stabilization, implying 18% yields
- ▶ 6.1 msf project deliveries till end of FY28 to result in ~15% area expansion, 50% pre-leased<sup>(3)</sup> to marquee tenants

#### Notes:

- Excludes 518 key Hilton hotels at Embassy TechVillage
- (2) Includes expansion options of ~68k sf available with two tenants at Embassy TechVillage
- (3) Includes expansion options of 453k of available with an Australian bank in Embassy Manyata, and expansion option of 251k of available with a global bank in Embassy Manyata



# Delivered | Embassy Manyata – M3 Block B



0.6 msf

ANZ

100%

**Total Area** 

Global Australian Bank

Occupancy



# Delivered | Embassy TechVillage – Block 8



1.9 msf

**77%** 

87%

**Total Area** 

Area Occupied by GCCs

Occupancy<sup>(1)</sup>

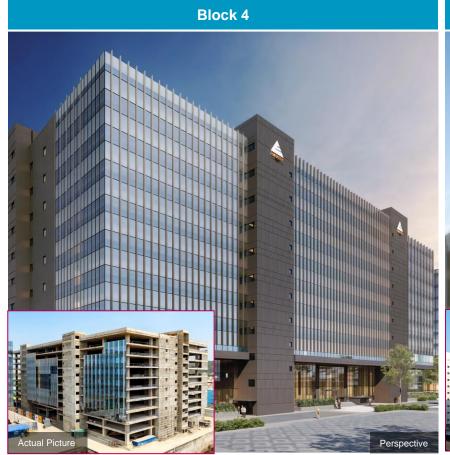
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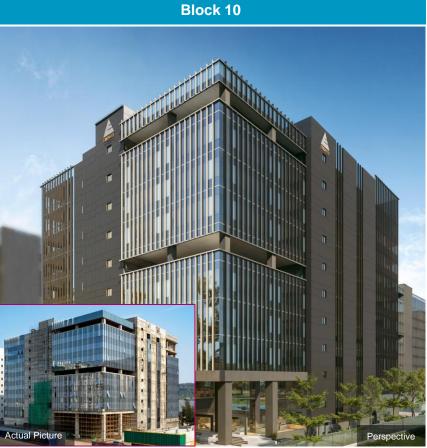
Notes:

(1) Includes expansion options of ~68k sf available with two tenants in Embassy TechVillage



# **Upcoming Deliveries | Embassy Splendid TechZone – Blocks 4 and 10**





0.6 msf

Jun'25

**0.4** msf

Jun'25

**Total Area** 

**Target Delivery** 

**Total Area** 

**Target Delivery** 

► Robust Leasing Pipeline for both Block 4 and Block 10

Note:

(1) Apr'25 Picture

# EMBASS) REIT

# **Upcoming Deliveries | Embassy Manyata – Block L4**



0.8 msf

100%

Sep'25

**Total Area** 

Pre-leased to American Retailer

**Target Delivery** 



# **Upcoming Deliveries | Embassy Manyata – Blocks D1 and D2**



1.4 msf

100%

**Feb'26** 

Total Area

Pre-leased to Australian Bank(1) **Target Delivery** 

Includes expansion option of 453k sf available with Australian Bank in Embassy Manyata

25



# Upcoming Deliveries | Embassy Splendid TechZone - Block 1



0.6 msf

OMR 2

Jun'26

**Total Area** 

Located in one of Chennai's fastest growing micro market

**Target Delivery** 





# **Strong Q4 FY2025 Financial Results**

During Q4 FY2025, Revenue grew 15% & NOI grew 17% YoY; we announced total distributions of ₹5.4 billion or ₹5.68 per unit in Q4, up 9% YoY



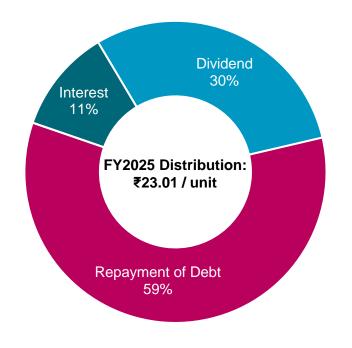


# 8% YoY Growth in Distributions and ₹120 bn Distributed since Listing

Delivered annual distributions of ₹21,811 mn or ₹23.01 per unit, up 8% YoY

Distribution Highlights			
Particulars	Q4 FY2025	FY2025	
Distribution period	Jan'25 – Mar'25	Apr'24 – Mar'25	
Distribution amount (mn)	₹5,384	₹21,811	
Outstanding units (mn)	948	948	
Distribution per unit (DPU)	₹5.68	₹23.01	
Announcement date	April 29, 2025	-	
Record date	May 03, 2025	-	
Payment date	On or before May 09, 2025	-	

# Distribution Mix – FY2025





#### **Well-Diversified and Conservative Debt Book**

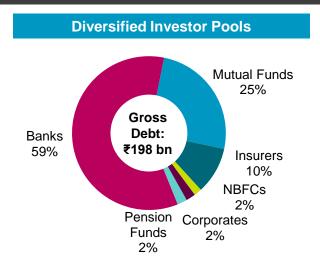
Total debt book of ₹198 bn well-balanced across diverse investor pools, debt instruments and tenures

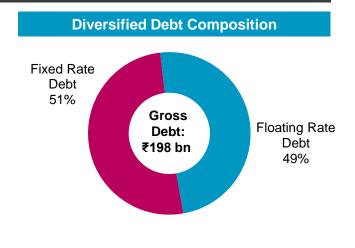
32%

Leverage<sup>(1)</sup>

7.90%

**Average Debt Cost** 



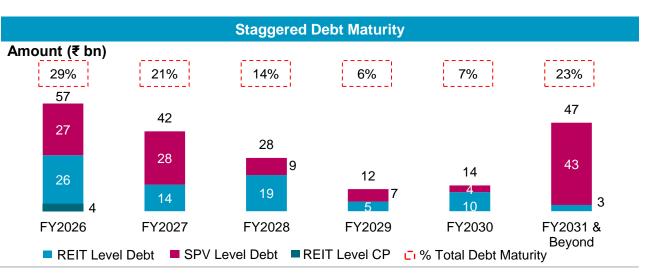


## AAA / Stable

**Dual Credit Ratings** 

## ~21 months

Average Maturity for Fixed Rate Debt



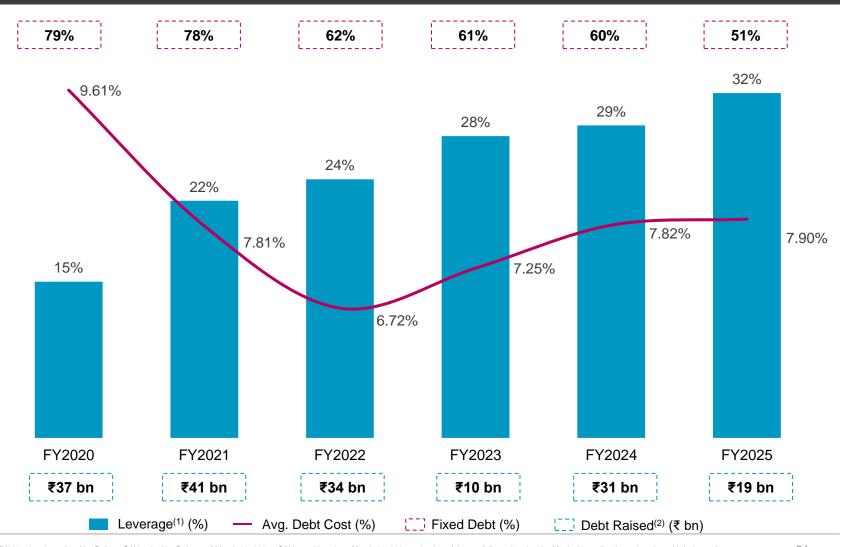
Note:

Based on Net Debt to GAV ratio. Net Debt as of March 31, 2025. GAV considered per March 31, 2025, valuation of the portfolio undertaken by Ms. L. Anuradha, in conjunction with Independent property consultant review services undertaken by C&W



# **Active Debt Management to Optimize Cost of Capital**

Actively managed debt book, with industry-leading cost of borrowing in a volatile interest rate environment



#### Notes:

<sup>(1)</sup> FY2025 data based on Net Debt to GAV ratio. Net Debt as of March 31, 2025. GAV considered per March 31, 2025, valuation of the portfolio undertaken by Ms. L. Anuradha, in conjunction with Independent property consultant review services undertaken by C&W.



#### 5% YoY Growth in NAV

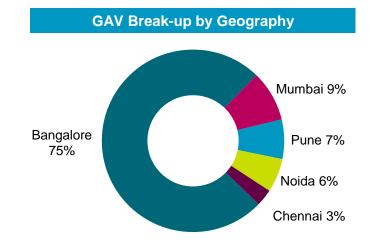
GAV up by 10% YoY to ₹612 bn and NAV up by 5% YoY to ₹423.22 per unit. Over 75% of the portfolio value concentrated in Bangalore, India's best performing office market

Particulars (₹ mn)	March 31, 2025
Gross Asset Value (GAV)(1,2)	611,632
Add: Other Assets	50,244
Less: Other Liabilities	(62,632)
Less: Gross Debt	(198,073)
Net Asset Value (NAV)	401,172
Number of Units	947,893,743
NAV per Unit (₹)	423.22
Change Since March 31, 2024	5.4%

Hospitality 6%
Others 1%

**GAV Break-up by Segment** 

Particulars	March 31, 2025
Net Debt to GAV	32%
Net Debt to EBITDA <sup>(3)</sup>	5.36x
Interest Coverage Ratio	
<ul> <li>excluding capitalized interest</li> </ul>	2.6x
<ul> <li>including capitalized interest</li> </ul>	2.2x
Available Debt Headroom	₹100 bn



#### Notes

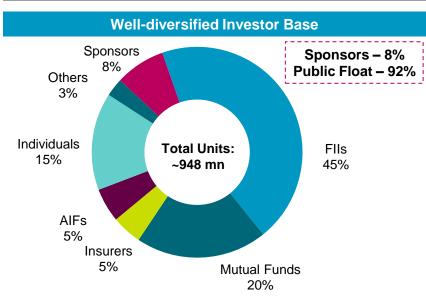
<sup>(1)</sup> Gross Asset Value (GAV) considered per Mar'25 valuation undertaken by Ms. L Anuradha, in conjunction with Independent property consultant review services undertaken by C&W. Valuation exercise undertaken semi-annually. For further details refer notes on slide 51

 <sup>(2)</sup> Given Embassy REIT owns 50% economic interest in GLSP, GAV includes fair value of equity investment in GLSP basis equity valuation method
 (3) Net Debt to EBITDA calculated as per financial covenants agreed under the financing documents for REIT NCDs



# **Blue-chip Unitholder Base**

Unitholder base continues to expand and diversify since listing. Public float of 92% is well distributed among foreign and domestic institutions and retail unitholders





#### **Increasing Acceptance of REIT as an Investment Class**



#### Notes:

<sup>1)</sup> Refers to unitholding base as of March 31, 2025. Actual fund names may differ

<sup>(1)</sup> Refers to ununforming base as of material 3, 2223. Action in Interest in a full of the second of



# **Walkdown of Key Financial Metrics**

Particulars	Q4 FY2025	Q4 FY2024	Variance (%)	FY2025	FY2024	Variance (%)		
Revenue from Operations	10,858	9,458	15%	40,389	36,852	10%		
Property Taxes and Insurance	(390)	(360)	8%	(1,462)	(1,371)	7%	NO	
Direct Operating Expenses	(1,544)	(1,443)	7%	(6,093)	(5,661)	8%		
Net Operating Income	8,924	7,656	17%	32,834	29,819	10%		
Other Income	82	379	(78%)	1,122	1,682	(33%)	NOCT	,
Dividends from Embassy GolfLinks	175	175	0%	1,003	700	43%	7	3
Property Management Fees <sup>(1)</sup>	(220)	(181)	21%	(851)	(766)	11%	at of	
Indirect Operating Expenses	(280)	(264)	6%	(1,024)	(963)	6%	OF VIEVE	
EBITDA	8,682	7,764	12%	33,086	30,472	9%	<u> </u>	
Working Capital Adjustments	132	(448)	(129%)	1,249	(581)	(315%)		Dist
Cash Taxes	(310)	106	(392%)	(1,384)	(1,008)	37%		Distribution
Principal Repayment on external debt	-	(1)	NA	-	(3)	NA		ition
Interest on external debt	(1,684)	(1,041)	62%	(5,983)	(3,333)	79%		
NDCF at SPV level <sup>(1,2)</sup>	6,819	6,380	7%	26,968	25,547	6%		
Distribution from SPVs to REIT	6,818	6,365	7%	26,956	25,756	5%		
Distribution from Embassy Golflinks	284	470	(40%)	1,728	2,074	(17%)		
Interest on external debt	(1,533)	(1,797)	(15%)	(6,426)	(7,207)	(11%)		
REIT Management Fees <sup>(3)</sup>	(67)	(58)	15%	(258)	(238)	8%		
Trust level expenses, net of income	(94)	(22)	328%	(240)	(138)	73%		
Working Capital changes	(11)	-	NA	85	-	NA		
NDCF at REIT level	5,397	4,958	9%	21,846	20,247	8%		
Distribution	5,384	4,948	9%	21,811	20,219	8%		

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

<sup>)</sup> Fnancial results exclude Revenue, NOI and EBITDA from Embassy GolfLinks since Embassy REIT owns 50% economic interest in GLSP

ESNP is entitled to 61% of lease revenue and 100% of common area maintenance (CAM) in ESTZ. ESNP was acquired on June 3, 2024 by Embassy REIT and has been consolidated from June 1, 2024, a date close to the acquisition date, as there are no significant transactions or events that have occurred between June 1, 2024, and June 3, 2024, and the effect thereof are considered in the results as for the financial year ended March 31, 2025 Property management fees includes 3% of facility rentals from only Commercial Office segment and does not include fees on Hospitality and Other segments; REIT Management fees is 1% of REIT distribution





# India | The Office to the World

India remains optimally positioned to drive global offshoring demand, led by favorable demographics, skilled talent availability and cost-efficient high-quality spaces offered in India's gateway cities

India's Dual Structural Advantage Continues(1,2)

# 28 years

India's median age, favorable demographics vs global peers

1/10<sup>th</sup>

Avg. salary vs global tech professionals

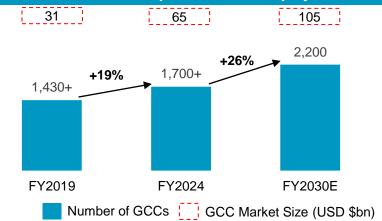
# 2.5 mn+

STEM graduates in 2024

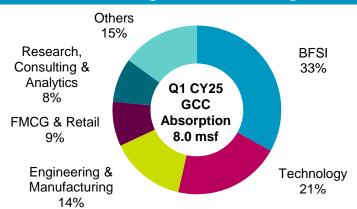
~\$1-2 psf

Monthly office rents in gateway cities

### Over 500 New GCCs Expected to be Setup by 2030(3)



## Sector Agnostic GCC Leasing<sup>(4)</sup>



### GCC Evolution in India – Support to Transformative<sup>(3)</sup>

Outpost	5%	<ul> <li>Technological and operational support to global business</li> </ul>
Satellite	42%	<ul> <li>End to end technological support to select business lines</li> </ul>
Portfolio Hub	44%	<ul> <li>Develop unique capabilities and pilot innovative tech projects</li> </ul>
Transformation Hub	9%	<ul> <li>Drive tech transformations and deliver bottom line impact</li> </ul>

### ▶ 72%<sup>(5)</sup> of Global 500 companies do not have a GCC presence in India

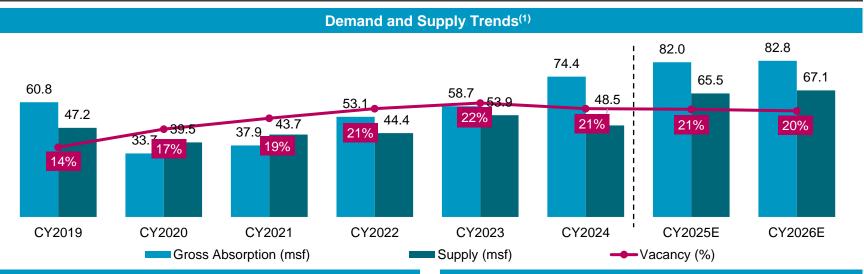
### Sources:

- Morgan Stanley: 'The New India: Why This Is India's Decade', Oct, 2022
- NASSCOM: 'Technology Sector in India , A Strategic Review', Feb, 2024; 'GCC 4.0 India Redefining Globalization Blueprint', Jun 2023
- NASSCOM Zinnov: 'India GCC Landscape Report, The 5 Year Journey', Sep 2024. Represents the % of GCCs in the respective stages of maturity
- CBRE data for Q1 CY2025.
- 5) JLL Research Commentary, Jan 2024



# **India Office – Occupier Driven Absorption**

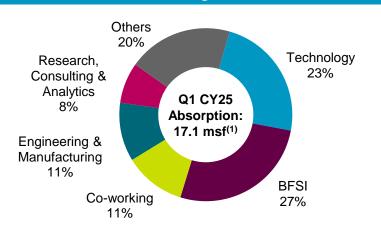
Indian office market continues to shine. Gross Absorption in 2025 projected to beat last year's record high of 74.4 msf, driven by continued demand from GCCs



### **City-wise Performance (Jan'25 – Mar'25)**

City	Gross		
	Absorption (msf)	Supply (msf)	Vacancy (%)
Bangalore	4.8	3.4	14%
Pune	1.2	3.1	24%
Mumbai	2.9	0.4	20%
NCR	3.3	2.3	26%
Chennai	2.6	0.7	14%
REIT Markets	14.9	9.8	19%
Hyderabad	1.9	0.0	27%
Kolkata	0.4	0.3	31%
Other Markets	2.2	0.3	28%
Grand Total	17.1	10.1	21%

### **Sector-wise Leasing Performance**



Notes: Source: CBRE

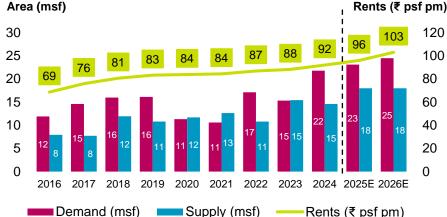
<sup>(1)</sup> Refers to market data for top 7 cities - Bangalore, Pune, Mumbai, NCR, Chennai, Hyderabad and Kolkata (excludes Noida non-IT in Delhi NCR and PCMC in Pune)



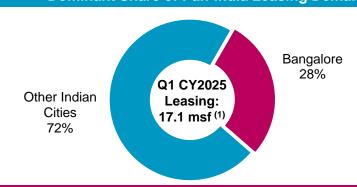
# **Bangalore – India's Leading Office Market**

On the back of sustained demand from GCCs, Bangalore continues to lead India's office absorption which has resulted in continued rental growth in key micro-markets

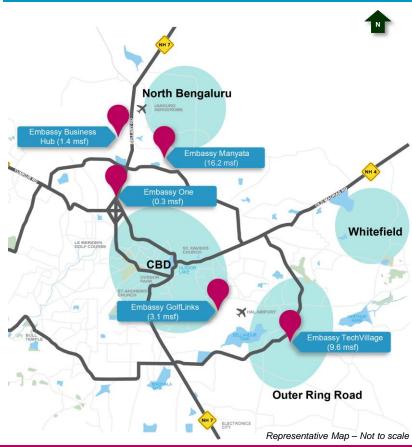
# Balanced Demand-Supply Aiding Rent Growth msf) Rents (₹ psf pm)



### **Dominant Share of Pan-India Leasing Demand**



### Embassy REIT's Strategic Presence Across Micro-markets



- ▶ 75% of REIT's current portfolio<sup>(2)</sup> and 73%<sup>(3)</sup> of the active developments are focused in Bangalore
- ▶ By 2030, Karnataka is expected to host 330 of the Forbes 2000 firms<sup>(4)</sup>

### Notes: Source: CBRE

- Refers to office gross absorption in top 7 cities (excludes Noida non-IT in Delhi NCR and PCMC in Pune) as ner CBRF
- (2) Based on % of GAV considered as per March 31, 2025, valuation of the portfolio undertaken by Ms. L.
- Anuradha, in conjunction with Independent property consultant review services undertaken by C&W. Valuation exercise undertaken semi-annually
- (3) Based on under construction area
- (4) Karnataka Leading the Way for Global Capability Centers (GCCs), 2024 report





## **Certifications and Awards**

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

### **Building Certifications**



**LEED** Zero







World's Largest USGBC LEED Platinum 'v4.1 O+M' Office Portfolio

35 Buildings Certified for LEED Net Zero Water

Portfolio Score of 60; 48 Buildings WELL Gold Certified<sup>(1)</sup> 5-star Rating for 100% Operational Portfolio<sup>(2)</sup>

ISO 9001/14001/45001/27001/50001 Certification for 100% Operational Portfolio<sup>(2)</sup>

### **ESG Benchmarks**



5-star Rating for Development Portfolio, Third Year in a Row



Member of FTSE4Good Index, 3.9 Score in 2024 (91st Percentile)



Member of S&P Global Large Midcap ESG & Dow Jones Sustainability EM Indices, 66 Score in 2024



B Rating in 2024

### **Awards**



12 Swords of Honor for 100% Operational Portfolio<sup>(2)</sup>



Multiple Recognitions at Asia Property Awards 2023



Golden Peacock Award 2023 for Sustainability



Global Sector Leader for Office Developments with a 100% Score



'Best Office Park of the Year' at RICS South Asia Awards 2024<sup>(3)</sup>

#### Notes:

- 1) In addition, 47 buildings were WELL Pre-certified and WELL Health Safety Rating was received for 100% Operational Portfolio
- (1) in addution, 47 buildings were write referentied and write treatment and write the arm of the properties of the prop
- Embassyy TechVillage named the 'Best Office Park of the Year" at RICS South Asia Awards 2024



## **Our ESG Initiatives**

We achieved our 3-year sustainability targets across 19 ESG programs that are aligned to our broader 2040 net zero commitment

Pillar	Metric	Target <sup>(1)</sup>	FY25 Update	Status
Resilient Planet	<ul> <li>▶ Renewable energy consumption share</li> <li>▶ Water consumption reduction</li> <li>▶ OWC capacity increase</li> <li>▶ Local sourcing<sup>(4)</sup> share</li> <li>▶ USGBC LEED certified portfolio (% of area)</li> </ul>	75% by FY25 7% by FY25 25% by FY25 70% by FY25 100% by FY23	55% <sup>(2)</sup> 19% 6% <sup>(3)</sup> 87% 100% <sup>(5)</sup>	Not Achieved Not Achieved Achieved Achieved Achieved
Revitalized Communities	<ul> <li>▶ 'Green leases' signed during the period</li> <li>▶ 5-star BSC certified portfolio (% of area)</li> <li>▶ Females as % of total workforce</li> </ul>	<b>70%</b> by FY24 <b>100%</b> by FY23 <b>25%</b>	100% 100% <sup>(5)</sup> 27%	Achieved Achieved
Responsible Business	<ul> <li>► TCFD compliant annual report</li> <li>► Cumulative green / sustainable finance portfolio</li> <li>► ESG due-diligence</li> </ul>	100% by FY25 ₹35 bn by FY25 100%	Initiated summary disclosures <b>₹45 bn</b> Completed <sup>(6)</sup>	Achieved Achieved Achieved

ESG due-diligence undertaken for the acquisition of Embassy Splendid TechZone, Chennai which was completed on June 3, 2024

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

Renewable consumption energy share for Q4 FY25 was at 70%. Expansion of renewable energy capacity being finalized

OWC capacity increase put on hold due to under utilization of current OWC plants Local sourcing is defined as sourcing of materials for our new developments and operations within 1,000 kms radius of

Excludes buildings for which occupancy certificate was obtained post Q2FY2023, Embassy Business Hub which was 41 acquired in Apr'23 and Embassy Splendid TechZone which was acquired in Jun'24



# **Annual 'Occupier Connect' Event**

Successfully hosted the third edition of the 'Occupier Connect' event, themed 'The Advent of Al' with participation from strategic partners and 300+ corporate occupiers

### **Occupier Connect Event 2025**











# **Embassy 'Energize': Catering to our Occupiers' Employees**

We held multiple cultural, sports and lifestyle events across our business parks, aimed at engaging the 200,000+ employees working in these properties

### **Energize**









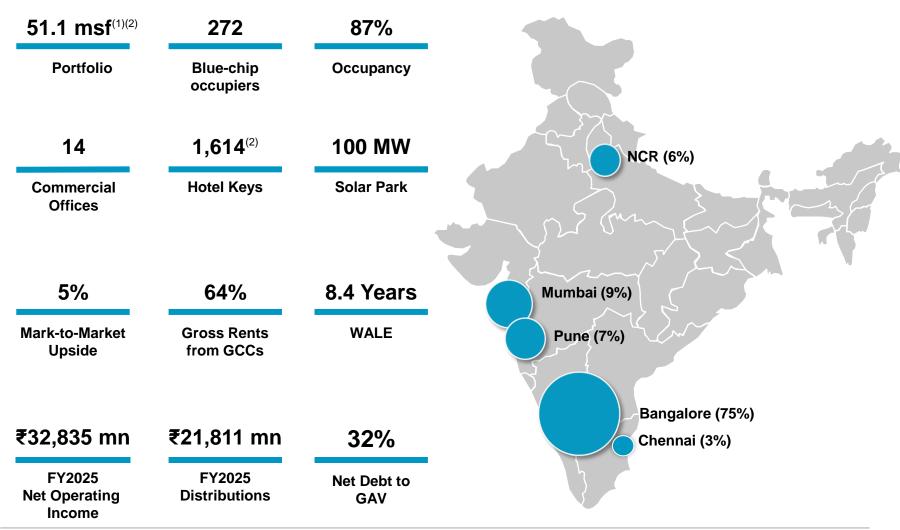






# Who We Are: Quick Facts

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 5 major cities in India



Notes: City wise split by % of Gross Asset Value (GAV). Gross Asset Value (GAV) considered per Mar'25, Gross Asset Value (GAV) considered per Mar'25 valuation undertaken by Ms. L Anuradha, in conjunction with Independent property consultant review services undertaken by C&W. Valuation exercise undertaken semi-annually

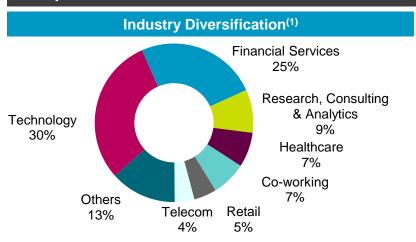
<sup>)</sup> Comprises 40.3 msf completed, 6.1 msf under construction and 4.8 msf future development

<sup>2)</sup> Includes completed, under construction and proposed future development



# **High Quality and Diversified Occupier Base**

GCCs and Tech occupiers constitute over 70% of our total occupier base, which now boasts over 270 marquee names



Top 5 Occupiers	Sector	% of Rentals
JP Morgan	Financial Services	6.9%
Global Technology & Consulting Major	Technology	6.8%
ANSR	Consulting	4.8%
WeWork	Co-working	3.8%
ANZ	Financial Services	3.2%
Total		25.4%

### **Key Occupiers**







































- ▶ 7 of the top 30 largest global companies by market capitalization<sup>(2)</sup> are our occupiers
- ► Contribution from IT services occupiers now at 8% (vs 25% during listing)



# **Portfolio Summary**

# 51.1 msf pan-India office portfolio anchored in Bangalore and backed by hotels, renewable energy and a commitment to delivering world-class office spaces to occupiers

	Leasable Area (msf)/Keys/MW		WALE <sup>(2)</sup>	Occupancy	Rent (₹ psf / mth)			GAV <sup>(3)</sup>		
Property	Completed	Development	Total	(yrs)	(%)	In-place	Market	MTM (%)	₹mn	% of total
Embassy Manyata	12.8	3.4	16.3	8.0	91%	92	99	7%	2,33,782	38%
Embassy TechVillage	9.2	0.4	9.6	9.7	90%	86	97	12%	1,36,900	22%
Embassy GolfLinks <sup>(1)</sup>	3.1	-	3.1	10.4	100%	156	155	0%	38,178	6%
Embassy One	0.3	-	0.3	7.7	82%	149	147	-1%	5,330	1%
Embassy Business Hub	0.4	1.0	1.4	13.4	91%	58	68	18%	6,671	1%
Bangalore Sub-total	25.8	4.8	30.6	9.1	92%	98	105	7%	4,20,861	69%
Express Towers	0.5	-	0.5	3.6	100%	274	300	10%	20,278	3%
Embassy 247	1.2	-	1.2	3.3	100%	112	121	8%	19,865	3%
FIFC	0.4	-	0.4	3.8	100%	319	305	(4%)	15,813	3%
Mumbai Sub-total	2.0		2.0	3.6	100%	186	195	5%	55,956	9%
Embassy TechZone	3.0	2.4	5.5	5.1	83%	54	48	(10%)	24,148	4%
Embassy Quadron	1.9	-	1.9	5.9	19%	57	46	(19%)	9,125	1%
Embassy Qubix	1.5	-	1.5	4.6	73%	50	48	(3%)	9,565	2%
Pune Sub-total	6.4	2.4	8.8	5.1	62%	53	48	(9%)	42,838	7%
Embassy Oxygen	3.3	-	3.3	9.2	81%	55	48	(13%)	26,091	4%
Embassy Galaxy	1.4	-	1.4	10.3	99%	44	48	10%	10,549	2%
Noida Sub-total	4.6		4.6	9.5	86%	51	48	(6%)	36,639	6%
Embassy Splendid TechZone <sup>(4)</sup>	1.4	3.6	5.0	12.7	95%	72	74	3%	15,544	3%
Chennai Sub-total	1.4	3.6	5.0	12.7	95%	72	74	3%	15,544	3%
Subtotal (Office)	40.3	10.8	51.1	8.4	87%	92	96	5%	5,71,837	93%
Four Seasons at Embassy One	230 Keys	-	230 Keys	-	47%	-	-	-	9,689	2%
Hilton at Embassy GolfLinks	247 Keys	-	247 Keys	-	66%	-	-	-	7,067	1%
Hilton & Hilton Garden Inn at Embassy Manyata (5 & 3 star)	619 Keys	-	619 Keys	-	73%	-	-	-	15,865	3%
Hilton & Hilton Garden Inn at Embassy TechVillage (5 & 3 star)	-	518 Keys	518 Keys	-	NA	-	-	-	3,497	1%
Embassy Energy	100MW	-	100MW	-	NA	-	-	-	3,679	1%
Subtotal (Infrastructure Assets)	1,096 Keys / 100MW	518 Keys	1,614 Keys / 100MW						39,795	7%
Total	40.3 msf/1,096 Keys/100MW	10.8 msf / 518 Keys	51.1 msf/1,614 Keys/100MW						6,11,632	100%

#### Notes

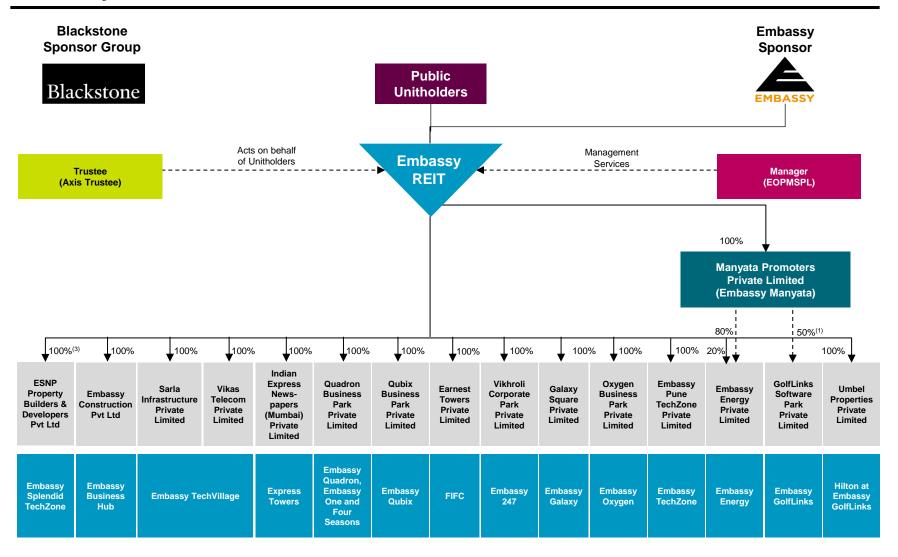
(1) Details included in the above table are for 100% stake in Embassy GolfLinks, except GAV which reflects Embassy REIT's 50% economic interest in GLSP

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

Gross Asset Value (GAV) considered per Mar'25 valuation undertaken by Ms. L Anuradha, in conjunction with Independent property consultant review services undertaken by C&W. Valuation exercise undertaken semi-annually. For further details refer glossary on page 51 Details include 100% of Embassy Splendid TechZone (ESTZ). ESNP is entitled to 61% of lease revenue and 100% of common area maintenance (CAM) in ESTZ

# EMBASSY REIT

# **Embassy REIT Structure**



Notes:

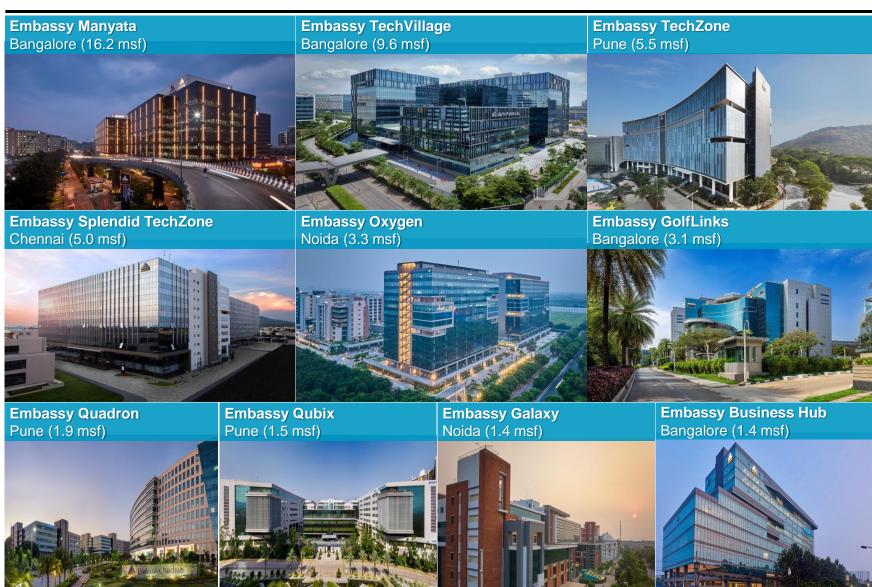
Balance 50% owned by JV partner

(2) The 100% owned entities are held jointly with nominee shareholders for the Embassy REIT

(3) ESNP holds the ownership interest in the completed and rent/income-generating towers as well as rights, title and interest in the under-construction portions thereat, economic interest (including 61% proportionate lease revenue share), leasehold rights, co-development rights and other rights in ESTZ, Chennai, including the right to provide common area maintenance services and common infrastructure services



## Ten Infrastructure-like Office Parks



# EMBASSY

# **Four Prime City-center Offices**







**Embassy 247** 



# EMBASSY

# **Key Terms & Definitions**

Manager - Embassy Office Parks Management Services Private Limited

MEP - Mechanical, Electrical and Plumbing

mn - Millions

	-		
Notes	X.	37.	MNC – Multinational Corporation
•	All figures in this presentation are as of March 31, 2025, unless otherwise specified	38.	msf – Million square feet
•	All figures corresponding to year denoted with "FY" are as of or for the one-year period ending (as may be relevant) March 31st of the respective year.	34.	MTM – Mark to Market
	Similarly, all figures corresponding to year denoted with "CY" are as of or for the one-year period ending (as may be relevant) March 31st of the respective year	35.	Mumbai – Mumbai Metropolitan Region (MMR)
	Some of the figures in this Presentation have been rounded-off to the nearest decimal for the ease of presentation	36.	MW – Mega-Watt
	·	37.	NAV – Net Asset Value
•	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	38.	NCD – Non-Convertible Debentures
	Embassy REIT's 50% economic interest in GLSP	39.	NDCF refers to Net Distributable Cash Flows
•	All details included in this Supplementary Databook considers 100% of ESTZ unless otherwise stated. ESNP holds the ownership interest in the completed and rent/income-generating towers as well as rights, title and interest in the under-construction portions thereat, economic interest (including	40.	Net Debt – Gross Debt minus short term treasury investment and cash and cash equivalents
	61% proportionate lease revenue share), leasehold rights, co-development rights and other rights in ESTZ, Chennai, including the right to provide	41.	NM – Not Material
	common area maintenance services and common infrastructure services	42.	NOI – Net Operating Income
•	Any reference to long-term leases or WALE (weighted average lease expiry) assumes successive renewals by occupiers at their option	43.	NR - Not Relevant
•	Gross Asset Value (GAV) considered per March 31, 2025, valuation of the portfolio undertaken by Ms. L. Anuradha, in conjunction with Independent property consultant review services undertaken by C&W. Valuation exercise undertaken semi-annually	44.	NSE – The National Stock Exchange of India Limited
	Key Terms and Definitions:	45.	NTM – Next Twelve Months
		46. 47.	OC – Occupancy Certificate  Occupancy / % Occupied / % Leased – Occupancy is defined as the ratio of the Occupied Area and the Completed Area
1.	4Q/Q4/Three Months ended – Quarter ending Mar'25	47.	Occupancy / % Occupied / % Leased – Occupancy is defined as the ratio of the Occupied Area and the Completed Area  Occupancy by Value – Occupancy by value (%) refers to occupancy of the Commercial Offices weighted by the Gross Asset Value (GAV) of
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		completed Commercial Offices
3.	Annualized Rental Obligations – Defined as Gross Rentals multiplied by twelve (12)	49.	Occupied Area – The Completed Area of a property which has been leased or rented out in accordance with an agreement entered into for the purpose and also includes Letter of Intents (LoI)
4.	Average Occupancy – Commercial Offices - Occupied Area / Completed Area. Hotels - Occupied Rooms / Completed Rooms or Keys	50.	ORR – Outer Ring Road
5.	Base Rentals – Rental income contracted from the leasing of Completed Area; does not include fit-out & car parking income	51.	OWC - Organic Waste Converter
6.	bn – Billions	52.	Proforma Debt Headroom – Proforma Debt Capacity (Maximum debt as per REIT Regulations) - Current Net Debt
7.	bps – Basis points	53.	Portfolio – Together, the Portfolio Assets and the Portfolio Investment
8.	BTS – Built to Suit	54.	Proposed Development Area – The Leasable Area of a property for which the master plan for development has been obtained, internal development
9. 10.	BSE – BSE Limited CAM – Common Area Maintenance		plans are yet to be finalized and applications for requisite approvals required under the law for commencement of construction are yet to be received
10. 11.	CAM – Common Area Maintenance  CP – Commercial Paper	55.	QoQ – Quarter on quarter
11.	C&W – Cushman & Wakefield	56.	REIT Regulations – Securities and Exchange Board of India (Real Estate Investment Trusts) Regulations, 2014
13.	CAGR – Compounded Annual Growth Rate	57.	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 Mar'25
14.	CBRE – CBRE South Asia Private Limited	58.	RevPAR - Revenue Per Available Room (RevPAR) is a hotel industry financial metric calculated by multiplying the Average Daily Rate by the
15.	Completed Area – the Leasable Area of a property for which occupancy certificate has been received		percentage occupancy
16.	DPU – Distribution Per Unit	59.	Re-leasing spread – Refers to the change in rent psf between new & expiring leases, expressed as a percentage
17.	EBITDA - Earnings/ (loss) before finance costs, depreciation, amortization, impairment loss and income tax excluding share of profit of equity	60.	ROFO – Right of First Offer
	accounted investee	61.	sf / psf – Square feet / per square feet
18.	Embassy TechVillage / ETV - Comprises of the legal entities Vikas Telecom Private Limited ('VTPL') and Sarla Infrastructure Private Limited ('SIPL')	62.	Sponsor(s) – Embassy Property Developments Private Limited and BRE / Mauritius Investments
19.	Embassy Group – refers to the Embassy Sponsor or its subsidiaries or limited liability partnerships	63.	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, GSPL, ECPL and ESNP
20.	Embassy REIT refers to Embassy Office Parks REIT	64.	TEV – Total Enterprise Value
21.	EOPMSPL – Embassy Office Parks Management Services Private Limited	65.	Under Construction / U/C Area – Leasable Area for which internal development plans have been finalized and requisite approvals as required under
22.	ESNP – ESNP Property Builders and Developers Private Ltd		law for the commencement of construction have been applied for, construction has commenced, and the occupancy certificate is yet to be received
23.	ESTZ – Embassy Splendid TechZone, Chennai	66.	Units – An undivided beneficial interest in the Embassy REIT, and such units together represent the entire beneficial interest in the Embassy REIT
24.	FY – Period of 12 months ended March 31 of that particular year, unless otherwise stated	67.	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
25.	GAV – Gross Asset Value	68.	WIP – Work-in-progress
26.	GCC – Global Capability Centers GLSP – GolfLinks Software Park Private Limited	69.	Years – Refers to fiscal years unless specified otherwise
27.	GLSP – GOITLINKS SOftware Park Private Limited  Green Loan –Green loan refers to loans given by Multinational banks against Green Buildings (Gold or Platinum LEED certified). These loans are	70.	YoY – Year on Year
28.	Green Loan -Green loan refers to loans given by Multinational banks against Green Buildings (Gold or Matinum LEED certified). These loans are classified as Green Loans under the banks Green & Sustainable Finance Framework and comprises certifications received from Climate Bond initiatives	71.	YTD – Year To Date
29.	GRESB – Formerly known as Global Real Estate Sustainability Benchmark		
30.	Holdco – Refers to MPPL		
31.	Investment Entity – Refers to GolfLinks Software Park Private Limited		
32.	Leasable Area – Total square footage that can be occupied by an occupier for the purpose of determining an occupier's rental obligations. Leasable Area is the sum of Completed Area, Under Construction Area and Proposed Development Area		
33.	LTM – Last Twelve Months		

# EMBASSY

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# INDIA'S FIRST LISTED REIT

**51.1** msf

5
GATEWAY CITIES

14 OFFICE PARKS 272
BLUECHIP OCCUPIERS





# **EMBASSY OFFICE PARKS REIT ('Embassy REIT')**

Supplemental Operating and Financial Data for the Quarter and Financial Year Ended March 31, 2025 ('Supplementary Databook') Published on April 29, 2025

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EMBASSY / 542602



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### **Non-GAAP Financial Metrics**

The body of generally accepted accounting principles is commonly referred to as "GAAP." The Manager believes that the presentation of certain non-GAAP measures provides additional useful information to investors regarding the Embassy REIT's performance and trends related to results of operations. Accordingly, the Manager believes that when non-GAAP financial information is viewed with GAAP or Ind-AS financial information, investors are provided with a more meaningful understanding of the Embassy REIT's ongoing operating performance and financial results. For this reason, this Supplementary Package contains information regarding EBITDA, EBITDA Margin, Net Distributable Cash Flow, Net Operating Income, and other metrics based on or derived from these metrics.

However, these financial measures are not measures determined based on GAAP, Ind-AS or any other internationally accepted accounting principles, and the recipient should not consider such items as an alternative to the historical financial results or other indicators of the Embassy REIT's cash flow based on Ind-AS or IFRS. These non-GAAP financial measures, as defined by the Manager, may not be comparable to similarly-titled measures as presented by other REITs due to differences in the way non-GAAP financial measures are calculated. Even though the non-GAAP financial measures are used by management to assess the Embassy REIT's financial position, financial results and liquidity and these types of measures are commonly used by investors, they have important limitations as analytical tools, and you should not consider them in isolation or as substitutes for analysis of the Embassy REIT's financial position or results of operations as reported under Ind-AS.



## **TABLE OF CONTENTS**

OVERVIEW	Page Reference
Snapshot	4
Strategy and Management	5
BUSINESS INFORMATION	
Business Highlights	6
Portfolio Overview	7
Leasing Highlights	8 - 9
Lease Expiry Schedule	10
Hospitality and Others	11
FINANCIAL INFORMATION	
Financial Highlights	12 - 14
Guidance	15
Balance Sheet Highlights	16
Walkdown of Financial Metrics	17
Debt Maturity Schedule	18 - 19
Valuation Highlights	20
DEVELOPMENT ACTIVITY	
Development in Progress and Proposed Development	21 - 22
ACQUISITION	
Potential ROFO Assets	23
OTHERS	
Environmental, Social and Governance (ESG)	24
Analyst Coverage	25
Unitholding Pattern	26
General Terms and Definitions and Abbreviations	27



s of 31-Mar-2025	
Key Portfolio Information	
Commercial Offices <sup>1,2</sup>	
Number of Completed Office buildings	107
Leasable Area (msf)	51.1
Completed Area (msf)	40.3
Under Construction Area (msf)	6.1
Proposed Development Area (msf)	4.8
Hospitality	
Number of Completed Hotels	4
Number of Hotel keys	1,614
Completed (keys)	1,096
Under Construction (keys)	518
Others <sup>3</sup>	
Solar Park Capacity	100MW (AC)
Colai Fair Capacity	TOOMIV (AO)
Key Financial Information	
Closing Price (Rs. per Unit) <sup>4</sup>	365.49
52-Week Closing High (Rs. per Unit) <sup>4</sup>	403.08
52-Week Closing Low (Rs. per Unit) <sup>4</sup>	338.28
52-Week ADTV (Units) <sup>5</sup>	959,064
52-Week ADTV (Rs. mn) <sup>5</sup>	354.09
Units Outstanding (mn)	947.89
Market Capitalization (Rs. mn) <sup>4</sup>	346,446
Net Debt (Rs. mn)	196,554
Total Enterprise Value (Rs. mn) <sup>6</sup>	543,000
NAV (Rs. per unit) <sup>7</sup>	423.22
Distribution for quarter ended March 31, 2025 (Rs. per Unit)	5.68
Distribution for year ended March 31, 2025 (Rs. per Unit)	23.01
Ratings	
Embassy Office Parks REIT (Corporate Credit Rating)	CRISIL AAA/Stable (Reaffirmed on April 17, 2025)
, , , , , , , , , , , , , , , , , , , ,	CARE AAA/Stable (Reaffirmed on April 24, 2025)
Embassy Office Parks REIT Series IV NCD <sup>8</sup>	CRISIL AAA/Stable (Reaffirmed on April 17, 2025)
Embassy Office Parks REIT Series V NCD (Tranche B) <sup>9</sup>	CRISIL AAA/Stable (Reaffirmed on April 17, 2025)
Embassy Office Parks REIT Series VI NCD <sup>10</sup>	CRISIL AAA/Stable (Reaffirmed on April 17, 2025)
Embassy Office Parks REIT Series VII NCD <sup>11</sup>	CRISIL AAA/Stable (Reaffirmed on April 17, 2025)
Embassy Office Parks REIT Series VIII NCD <sup>12</sup>	CRISIL AAA/Stable (Reaffirmed on April 17, 2025) CARE AAA/Stable (Reaffirmed on April 24, 2025)
Embassy Office Parks REIT Series IX NCD <sup>13</sup>	CRISIL AAA/Stable (Reaffirmed on April 17, 2025)
Embassy Office Parks REIT Series X NCD <sup>14</sup>	CRISIL AAA/Stable (Reaffirmed on April 17, 2025)
Embassy Office Parks REIT Series XI NCD <sup>15</sup>	CRISIL AAA/Stable (Reaffirmed on April 17, 2025)
Embassy Office Parks REIT Series XII NCD <sup>16</sup>	CRISIL AAA/Stable (Reaffirmed on April 17, 2025)
LIIDASSY OTHER I AIRS INCH OCHES AII NOD	CARE AAA/Stable (Reaffirmed on April 24, 2025)
Embassy Office Parks REIT CP Tranche IV <sup>17</sup>	CRISIL A1+ (Reaffirmed on April 17, 2025)
Embassy Shoot and their or transfer to	CARE A1+ (Reaffirmed on April 24, 2025)

Details include 100% of Embassy GolfLinks. Embassy REIT owns 50% economic interest in Embassy GolfLinks and accounts for only the proportionate profits of Embassy GolfLinks basis the equity method

<sup>&</sup>lt;sup>2</sup>Details include 100% of Embassy Splendid TechZone (ESTZ). ESNP is entitled to 61% of lease revenue and 100% of common area maintenance (CAM) in ESTZ (Refer Page 27, Note 5 for additional details)

<sup>&</sup>lt;sup>3</sup>Comprises Solar Park located at Bellary district, Karnataka

<sup>&</sup>lt;sup>4</sup>NSE as at March 31, 2025

<sup>&</sup>lt;sup>5</sup>Average of units/volume traded on NSE & BSE

<sup>&</sup>lt;sup>6</sup>Market Capitalization + Net Debt

<sup>&</sup>lt;sup>7</sup>Refer Statement of Net Asset at Fair Value which is included as part of audited consolidated financial statements as at March 31, 2025 <sup>8</sup>ISIN|Security code - INE041007068|973434

<sup>&</sup>lt;sup>9</sup>ISIN|Security code - INE041007084|973546 (Tranche B)

<sup>&</sup>lt;sup>15</sup>ISIN|Security code - INE041007142|976042

<sup>&</sup>lt;sup>10</sup>ISIN|Security code - INE041007092|973910

<sup>&</sup>lt;sup>16</sup>ISIN|Security code - INE041007159|976240

<sup>&</sup>lt;sup>11</sup>ISIN|Security code - INE041007100|974885 <sup>12</sup>ISIN|Security code - INE041007118|975051

<sup>&</sup>lt;sup>17</sup>ISIN|Security code - INE041014049|728768

<sup>&</sup>lt;sup>13</sup>ISIN|Security code - INE041007126|975056



### **Strategy**

Embassy REIT aims to maximize the total return for Unitholders by targeting growth in distributions and in NAV per Unit.

The operating and investment strategies we intend to execute to achieve this goal include:

### (1) Capitalizing on our Portfolio's embedded organic growth and new development opportunities by:

- Leasing up vacant space
- Delivering 'on-campus' development

### (2) Maintaining disciplined acquisition strategy and using balance sheet to fund acquisitions, in addition to:

- Acquisition of Right of First Offer ('ROFO') assets, and
- Third Party acquisitions in gateway office markets

### (3) Driving value through proactive asset management:

- Proactive Property Management
- Focus on Occupier Retention and total Business Ecosystem
- Adherence to world class ESG standards

### (4) Adhering to Industry Leading Corporate Governance standards with:

- 5 out of 7 Directors being Independent/Unitholder Nominee Directors
- Strong safeguards related to Leverage, Related Party Transactions and Unitholders' Interests

### **Management**

Management Team of the Manager	Non - Independent Non - Executive Directors of the Manager
Ritwik Bhattacharjee - Chief Executive Officer	Jitendra Virwani - Chairman and Managing Director, Embassy Group
Amit Shetty - Chief Operating Officer	Aditya Virwani - Director, EPDPL
Abhishek Agrawal - Chief Financial Officer	Arvind Kathpalia - Non - Executive Director <sup>1</sup>
Rishad Pandole - Head - Leasing	
Rajendran Subramaniam - Head - Projects & Capex	
Ray Vargis Kallimel - Head - Asset Management	
Raghu Sapra - Head - Hospitality	Independent Directors of the Manager
Sakshi Garg - Head - Investor Relations	Dr. Punita Kumar-Sinha - Chairperson - Stakeholders Relationship Committee & CSR Committee
Donnie Dominic George - General Counsel	Vivek Mehra - Chairman - Audit Committee & Risk Management Committee
Vinitha Menon - Head - Company Secretary and Compliance Officer	Dr. Ranjan Pai - Chairman - Nomination and Remuneration Committee & Investment Committee

Dr. Anoop Kumar Mittal

### **Manager Fees**

	~ 4		
tor	31-	war	-2025

(in Rs. mn)		Financial year ended			
		31-Mar-25	31-Mar-24		
Property Management Fees	3% of Facility Rentals <sup>2</sup>	851	766		
REIT Management Fees	1% of REIT Distributions	258	238		
Acquisition Fees	NIL	NIL	NIL		
Divestment Fees	NIL	NIL	NIL		
AUM linked Fees	NIL	NIL	NIL		
Total Fees (% of Revenue from Operations)		2.75%	2.73%		
Total Fees (% of GAV <sup>3</sup> )		0.18%	0.18%		

### **Timing of Earnings Announcements**

Shwetha Reddy - Head - Marketing and Communications

Quarterly results will be announced according to the following tentative schedule:

1Q FY2026	Week commencing July 28, 2025
2Q FY2026	Week commencing November 3, 2025
3Q FY2026	Week commencing January 26, 2026
4Q FY2026	Week commencing May 4, 2026

<sup>&</sup>lt;sup>1</sup>Mr. Arvind Kathpalia is a Unitholder Nominee Director jointly nominated as per SEBI regulations by Kotak Performing RE Credit Strategy Fund I and APAC Company XXIII Limited, unitholders of Embassy REIT, who collectively hold >10% of the outstanding units of Embassy REIT

<sup>&</sup>lt;sup>2</sup>Property management fees include 3% of facility rentals from only Commercial Office segment and does not include fees on Hospitality and Other segments

<sup>&</sup>lt;sup>3</sup>GAV considered as per March 31, 2025 valuation of the portfolio undertaken by Ms. L. Anuradha, in conjunction with Independent property consultant review services undertaken by C&W. Valuation exercise for the entire portfolio is undertaken semi-annually

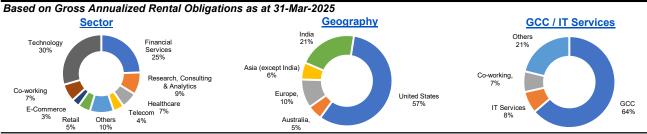


usiness Highlights ',²,°					— REI
	-		As of		
	31-Mar-25	<u> </u>	31-Mar	-24	31-Dec-24
Commercial Offices					
Completed Area (msf)	40.3		36.5		38.9
Occupancy by Area	87%		85%		87%
Same-Store Occupancy 4	87%		87%		86%
Occupancy by Value <sup>5</sup>	91%		88%		90%
No. of Occupiers	272		255		263
WALE (yrs)	8.4		6.8		8.2
Average in-place rents (Rs psf pm)	92		87		90
Average Market rents (Rs psf pm) <sup>6</sup>	96		96		95
MTM opportunity	5%		10%		5%
	Three n	nonths ended		Financia	al year ended
	31-Mar-25	31-Mar-24	31-Dec-24	31-Mar-25	31-Mar-24
Гotal Lease-up	1,591	1,529	1,063	6,607	8,073
Number of deals	31	30	21	98	99
New Lease-up ('000 sf)	1,296	1,286	676	4,019	4,366
Re-leased Area ('000 sf)	366	1,021	459	2,109	3,121
Re-leasing spread (%)	10%	51%	41%	37%	28%
Number of deals	21	23	15	69	72
Renewed Area ('000 sf)	295	244	388	1,627	1,334
Renewal spread (%)	4%	16%	NM	11%	37%
Number of deals	10	7	6	26	23
Pre-Leased Area ('000 sf)	-	-	-	962	2,372
Number of deals	-	-	-	3	4
<del>lospitality</del>					
Completed Keys (Nos.)	1,096	1,096	1,096	1,096	1,096
Average Occupancy (%)	66%	64%	59%	63%	56%
Average Daily Rate (ADR) (Rs.)	14,355	11,242	13,055	12,174	10,872
RevPAR (Rs.)	9,457	7,245	7,670	7,674	6,103
Others <sup>7</sup>					
Solar Energy generated (mn units)	34	53	31	141	195

Top 10 Occupiers<sup>8</sup>

% of Gross Annualized Rental Obligations			
Occupiers	As of 31-Mar-25	Occupiers	As of 31-Mar-24
JP Morgan	6.9%	JP Morgan	6.1%
Global Technology and Consulting Major	6.8%	Global Technology and Consulting Major	5.8%
ANSR	4.8%	ANSR	3.8%
WeWork	3.8%	Cognizant	3.7%
ANZ	3.2%	NTT Data	3.1%
Large US Bank	2.9%	Wells Fargo	2.9%
NTT Data	2.7%	Flipkart	2.7%
Flipkart	2.3%	WeWork	2.7%
Cognizant	2.2%	Global Technology Infra Services Major	2.6%
Intuit <sup>8</sup>	1.9%	Optum Global	1.9%
Total	37.4%	Total	35.2%

### **Occupier Mix**



<sup>&</sup>lt;sup>1</sup>Details include 100% of Embassy GolfLinks. Embassy REIT owns 50% economic interest in Embassy GolfLinks and accounts for only the proportionate profits of Embassy GolfLinks basis the equity method

<sup>&</sup>lt;sup>2</sup>Details include 100% of Embassy Splendid TechZone (ESTZ). ESNP is entitled to 61% of lease revenue and 100% of common area maintenance (CAM) in ESTZ (Refer Page 27, Note 5 for additional details)

<sup>&</sup>lt;sup>3</sup>On completed area basis

<sup>&</sup>lt;sup>4</sup>Same-Store Occupancy excludes 1.4msf at ESTZ, 0.6msf M3 Block B at Embassy Manyata and 1.9msf Block 8 at Embassy TechVillage

<sup>&</sup>lt;sup>5</sup>Refer Page 27 for details

<sup>&</sup>lt;sup>6</sup>Market rent as per C&W assessment as of March 31, 2025

<sup>&</sup>lt;sup>7</sup>Comprises Solar Park located at Bellary district, Karnataka

<sup>&</sup>lt;sup>8</sup>Actual legal entity name may be different. For instance, the registered entity for Intuit is Intuit India Product Development Centre Private Limited



### Portfolio Overview

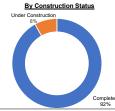
### as of 31-Mar-2025

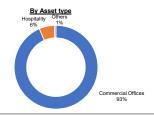
Commercial Offices		Leasable Area (msf)					_		Rent (Rs psf pm)		GAV <sup>6</sup> as of Mar-25 (Rs mn)		
			Under	Proposed		WALE	4					Under	
Asset	Location	Completed	Construction	Development	Total	(yrs)	Occupancy (%)	In-place	Market	MTM (%)	Completed	Construction	% of total
Embassy Manyata	Bangalore	12.8	3.1	0.4	16.3	8.0	91%	92	99	7%	202,407	31,375	38.2%
Embassy TechVillage	Bangalore	9.2	0.4	-	9.6	9.7	90%	86	97	12%	133,944	2,956	22.4%
Embassy GolfLinks <sup>2</sup>	Bangalore	3.1	-	-	3.1	10.4	100%	156	155	0%	38,178	-	6.2%
Embassy One	Bangalore	0.3	-	-	0.3	7.7	82%	149	147	(1%)	5,330	-	0.9%
Embassy Business Hub	Bangalore	0.4	1.0	-	1.4	13.4	91%	58	68	18%	4,295	2,376	1.1%
Bangalore Sub-total		25.8	4.4	0.4	30.6	9.1	92%	98	105	7%	384,153	36,708	68.8%
Express Towers	Mumbai	0.5	-	-	0.5	3.6	100%	274	300	10%	20,278	-	3.3%
Embassy 247	Mumbai	1.2	-	-	1.2	3.3	100%	112	121	8%	19,865	-	3.2%
FIFC	Mumbai	0.4	-	-	0.4	3.8	100%	319	305	(4%)	15,813	-	2.6%
Mumbai Sub-total		2.0	-	-	2.0	3.6	100%	186	195	5%	55,956	-	9.1%
Embassy TechZone	Pune	3.0	-	2.4	5.5	5.1	83%	54	48	(10%)	22,068	2,080	3.9%
Embassy Quadron	Pune	1.9	-	-	1.9	5.9	19%	57	46	(19%)	9,125	-	1.5%
Embassy Qubix	Pune	1.5	-	-	1.5	4.6	73%	50	48	(3%)	9,565	-	1.6%
Pune Sub-total		6.4	-	2.4	8.8	5.1	62%	53	48	(9%)	40,758	2,080	7.0%
Embassy Oxygen	Noida	3.3	-	-	3.3	9.2	81%	55	48	(13%)	26,091	-	4.3%
Embassy Galaxy	Noida	1.4	-	-	1.4	10.3	99%	44	48	10%	10,549	-	1.7%
Noida Sub-total		4.6	-	-	4.6	9.5	86%	51	48	(6%)	36,639	-	6.0%
Embassy Splendid TechZone <sup>3</sup>	Chennai	1.4	1.6	2.0	5.0	12.7	95%	72	74	3%	8,432	7,112	2.5%
Chennai Sub-total	·	1.4	1.6	2.0	5.0	12.7	95%	72	74	3%	8,432	7,112	2.5%
Sub-Total (Commercial Offices)	·	40.3	6.1	4.8	51.1	8.4	87%	92	96	5%	525,937	45,900	93.5%

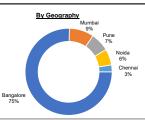
Hospitality	ospitality		Keys					GA	N <sup>6</sup> as of Mar-25 (Rs m	n)
				Proposed					Under	
Asset	Location	Completed	Under Construction	Development	Total	Occupancy (%)		Completed	Construction	%
Hilton at Embassy GolfLinks	Bangalore	247 Keys	-	-	247 Keys	66%		7,067	-	
Four Seasons at Embassy One	Bangalore	230 Keys	-	-	230 Keys	47%		9,689	-	
Hilton and Hilton Garden Inn at Embassy Manyata	Bangalore	619 Keys	-	-	619 Keys	73%		15,865	-	
Hilton and Hilton Garden Inn at Embassy TechVillage	Bangalore	-	518 Keys		518 Keys	NA		-	3,497	
Sub-Total (Hospitality)		1,096 Keys	518 Keys	-	1,614 Keys	66%		32,620	3,497	

Others <sup>4</sup>			MW					GAV <sup>6</sup> as of Mar-25 (Rs mn)		
				Proposed		Generated	_		Under	
Asset	Location	Completed	Under Construction	Development	Total	(mn units)	Average Tariff	Completed	Construction	% of total
Embassy Energy	Karnataka	100MW	-	-	100MW	34	7.1	3,679	-	1%
Sub-Total (Others)		100MW	-	-	100MW			3,679	-	1%
Total		40.3 msf/1,096	6.1 msf/518 Keys	4.8 msf	51.1 msf/1,614			562,236	49,396	100%

### **Gross Asset Value**







Represents occupancy as at March 31, 2025 for commercial offices (on completed area basis). Hospitality occupancy and units generated for Embassy Energy are for three months period ended March 31, 2025 "Details include 100% of Embassy GoffLinks except GAV which reflects only our 50% economic intertest in Embassy GoffLinks and accounts for only the proportionale profits of Embassy GoffLinks basis the equity method "Details include 100% of Embassy Splendif Text-20ce (ESTZ). ESNP is entitled to 61% of lease revenue and 100% of Embassy is 15 ET (Refer Page 27, Note 5 for additional details).

<sup>&</sup>lt;sup>4</sup>Comprises Solar Park located at Bellary district, Karnataka

Saverage blended realised tartif for the quarter ended March 31, 2025

GAV considered as per March 31, 2025 valuation of the portfolio undertaken by Ms. L. Anuradha, in conjunction with Independent property consultant review services undertaken by C&W. Valuation exercise for the entire portfolio is undertaken semi-annually



### Leasing Highlights for the three months ended March 31, 2025<sup>1,2,3</sup>

		0	Change in	Expired	New	0	Occupied	
Asset	Completed Area at Dec-24 (msf)	Occupancy at Dec-24	Area <sup>4</sup> (msf)	or Vacated (msf)	Lease-up <sup>5</sup> (msf)	Occupancy at Mar-25	Area (msf)	Vacant Area (msf)
Embassy Manyata	12.8	88%	-	(0.1)	0.5	91%	11.7	1.1
Embassy TechVillage	7.9	93%	1.4	(0.2)	0.3	90%	8.3	0.9
Embassy GolfLinks	3.1	100%	-	-	-	100%	3.1	0.0
Embassy One	0.3	82%	-	-	-	82%	0.2	0.0
Embassy Business Hub	0.4	92%	-	-	-	91%	0.4	0.0
Express Towers	0.5	100%	-	-	-	100%	0.5	0.0
Embassy 247	1.2	100%	-	-	-	100%	1.2	0.0
FIFC	0.4	100%	-	-	-	100%	0.4	0.0
Embassy TechZone	3.0	84%	-	(0.0)	0.0	83%	2.5	0.5
Embassy Quadron	1.9	39%	-	(0.4)	-	19%	0.4	1.5
Embassy Qubix	1.5	73%	-	-	-	73%	1.1	0.4
Embassy Oxygen	3.3	70%	-	(0.0)	0.4	81%	2.7	0.6
Embassy Galaxy	1.4	99%	-	-	-	99%	1.3	0.0
Embassy Splendid TechZone	1.4	97%	-	(0.1)	0.1	95%	1.4	0.1
Total	38.9	87%	1.4	(0.8)	1.3	87%	35.0	5.3

### Net increase/(decrease) in available space

maranabic opace	
For the three months period ended 31-Mar-2025	Area (msf)
Vacant space available at the beginning of the period	5.2
Add	
New space added/acquired	1.4
Leases expired/area vacated	0.8
Less	
New space added/acquired - Leased	(8.0)
New Leases for the period	(1.3)
Vacant space available for lease at the end of the period	5.3
Net increase/(decrease) in available space	0.1

New Lease Analysis	Three months ended Mar-25	Financial year ended Mar-25	Renewal Analysis	Three months ended Mar-25	Financial year ended Mar-25
New Lease-up Area ('000 sf) (A)	1,296	4,019	Renewed Area ('000 sf) (B)	295	1,627
- Re-leased Area ('000 sf)	366	2,109	Renewal spread (%)	4%	11%
- Releasing Spread (%)	10%	37%			
Pre-Lease up ('000 sf) (C)	-	962			
Total Lease-up Area ('000 sf) (A+B+C)	1,591	6,607			
WALE on new lease-up (Years)	11	10	WALE on renewal (Years)	7	10
New Lease-up to Existing Occupiers	45%	70%			
Pipeline Discussions ('000 sf)	1,500				

### Notable Deals signed for the three months ended March 31, 2025

Occupier <sup>6</sup>	Asset	City	Area ('000 sf)	Sector	Remarks
ANSR	Embassy Manyata	Bangalore	237	Research, Consulting & Analytics	New Lease
Global Accounting Firm	Embassy Oxygen	Noida	173	Financial Services	New Lease
Indiqube	Embassy TechVillage	Bangalore	144	Co-working	New Lease
French Multinational	Embassy Oxygen	Noida	89	Engineering & Manufacturing	New Lease
TaskUs	Embassy Oxygen	Noida	75	Technology	New Lease
Mercedes Benz	Embassy TechZone	Pune	70	Engineering & Manufacturing	Renewal
Warner Bros. <sup>6</sup>	Embassy TechVillage	Bangalore	64	Others - Media	New Lease
XL India Business Services	Embassy TechVillage	Bangalore	54	Research, Consulting & Analytics	Renewal
US Digital Solutions Provider	Embassy Splendid TechZone	Chennai	52	Technology	New Lease
Urban Vault	Embassy Manyata	Bangalore	47	Co-working	New Lease
Others	Various	Various	586	Various	Various
Total			1,591		

Details include 100% of Embassy GolfLinks. Embassy REIT owns 50% economic interest in Embassy GolfLinks and accounts for only the proportionate profits of Embassy GolfLinks basis the equity method

<sup>&</sup>lt;sup>2</sup>Details include 100% of Embassy Splendid TechZone (ESTZ). ESNP is entitled to 61% of lease revenue and 100% of common area maintenance (CAM) in ESTZ (Refer Page 27, Note 5 for additional details)

<sup>&</sup>lt;sup>3</sup>On completed area basis

<sup>&</sup>lt;sup>4</sup>Block 8 (A, B and C) at Embassy TechVillage moved to completed area

<sup>&</sup>lt;sup>5</sup>New Lease-up excludes renewals with existing occupiers at the end of the lease tenure and area leased for new space added

<sup>&</sup>lt;sup>6</sup>Actual legal entity name may differ. For instance, the registered entity for Warner Bros. is Discovery Communications India Private Limited



## Notable Deals Signed for the year ended March 31, 2025

Quarte	r Occupier <sup>1</sup>	Asset	City	Area('000 sf)	Sector	Remarks
Q1	Global Bank	Embassy Manyata	Bangalore	600	Financial Services	Pre Lease
Q1	ANSR	Embassy Manyata	Bangalore	139	Research, Consulting & Analytics	New Lease
Q1	Global Technology and Consulting Major	Embassy GolfLinks	Bangalore	135	Technology	New Lease
Q1	Leading Indian Tech Co	Embassy TechZone	Pune	202	Technology	Renewal
Q1	Infosys BPM Limited	Embassy TechZone	Pune	128	Technology	Renewal
Q1	Global Technology and Consulting Major	Embassy TechVillage	Bangalore	98	Technology	Renewal
Q1	Others	Various	Various	556	Various	Various
Sub-tot				1,857		
				•		
Q2	WeWork	Embassy Manyata	Bangalore	447	Co-working	New Lease
Q2	Global Technology and Consulting Company	Embassy Manyata	Bangalore	347	Technology	Renewal
Q2	Cyber Security Tech Co	Embassy TechVillage	Bangalore	207	Technology	Pre-lease
Q2	Workshaala	Embassy Manyata	Bangalore	200	Co-working	New Lease
Q2	Ameriprise	Embassy Oxygen	Noida	171	Financial Services	New Lease
Q2	Australian Bank	Embassy Manyata	Bangalore	155	Financial Services	Pre-lease
Q2	American Healthcare Co	Embassy TechZone	Pune	140	Healthcare	New Lease
Q2	Others	Various	Various	429	Various	Various
Sub-tot	al			2,095		
						_
Q3	Global Tech Major	FIFC	Mumbai	152	Technology	Renewal
Q3	Simpliwork Offices	Embassy Manyata	Bangalore	143	Co-working	New Lease
Q3	Major Global Reinsurer	Embassy GolfLinks	Bangalore	128	Financial Services	Renewal
Q3	ANSR	Embassy Manyata	Bangalore	101	Research, Consulting & Analytics	New Lease
Q3	State Street	Embassy TechZone	Pune	86	Financial Services	New Lease
Q3	Quest Global	Embassy TechVillage	Bangalore	65 47	Engineering & Manufacturing	New Lease
Q3 Q3	Concentrix Daksh Services Others	Embassy Manyata Various	Bangalore Various	47 342	Technology Various	New Lease Various
Sub-tot		various	various	1,063	various	various
Sub-tot	.aı			1,003		
Q4	ANSR	Embassy Manyata	Bangalore	237	Research, Consulting & Analytics	New Lease
Q4	Global Accounting Firm	Embassy Oxygen	Noida	173	Financial Services	New Lease
Q4	Indiqube	Embassy TechVillage	Bangalore	144	Co-working	New Lease
Q4	French Multinational	Embassy Oxygen	Noida	89	Engineering & Manufacturing	New Lease
Q4	TaskUs	Embassy Oxygen	Noida	75	Technology	New Lease
Q4	Mercedes Benz	Embassy TechZone	Pune	70	Engineering & Manufacturing	Renewal
Q4	Warner Bros.	Embassy TechVillage	Bangalore	64	Others - Media	New Lease
Q4	XL India Business Services	Embassy TechVillage	Bangalore	54	Research, Consulting & Analytics	Renewal
Q4	US Digital Solutions Provide	r Embassy Splendid Teo	Chennai	52	Technology	New Lease
Q4	Urban Vault	Embassy Manyata	Bangalore	47	Co-working	New Lease
Q4	Others	Various	Various	586	Various	Various
Sub-tot	al			1,591		
Total				6,607		

<sup>&</sup>lt;sup>1</sup>Actual legal entity name may differ

# Lease Expiry Schedule<sup>1,2,3</sup> as of 31-Mar-2025

	FY20	26	FY20	27	FY20	28	FY2029		
	Area ('000 sf) / % of Gross Rentals	In-place Rent (Rs psf pm)/ MTM <sup>4</sup> (%)	Area ('000 sf) / % of Gross Rentals	In-place Rent (Rs psf pm)/ MTM <sup>4</sup> (%)	Area ('000 sf) / % of Gross Rentals	In-place Rent (Rs psf pm)/ MTM <sup>4</sup> (%)	Area ('000 sf) / % of Gross Rentals	In-place Rent (Rs psf pm)/ MTM <sup>4</sup> (%)	
Portfolio Assets									
Embassy Manyata	563 / 5%	100 / (0%)	163 / 1%	100 / 5%	748 / 5%	71 / 54%	877 / 5%	73 / 58%	
Embassy TechVillage	142 / 2%	100 / (3%)	NM / NM	NM / NM	517 / 6%	95 / 13%	886 / 11%	111 / 2%	
Embassy One	NM / NM	NM / NM	NM / NM	NM / NM	NM / NM	NM / NM	14 / 12%	235 / (29%)	
Embassy Business Hub	NM / NM	NM / NM							
Express Towers	58 / 14%	300 / 0%	21 / 5%	286 / 9%	178 / 39%	318 / 3%	42 / 9%	319 / 8%	
Embassy 247	70 / 5%	92 / 31%	126 / 13%	136 / (8%)	219 / 20%	134 / (1%)	534 / 42%	122 / 14%	
FIFC	NM / NM	NM / NM	19 / 5%	302 / 5%	54 / 14%	334 / (1%)	31 / 8%	352 / (1%)	
Embassy TechZone	306 / 13%	59 / (19%)	280 / 11%	50 / (1%)	128 / 5%	55 / (5%)	247 / 10%	59 / (7%)	
Embassy Quadron	NM / NM	NM / NM	NM / NM	NM / NM	NM / NM	NM / NM	204 / 56%	71 / (28%)	
Embassy Qubix	NM / NM	NM / NM	121 / 12%	52 / (4%)	123 / 12%	53 / (2%)	53 / 6%	65 / (16%)	
Embassy Oxygen	NM / NM	NM / NM	31 / 1%	56 / (9%)	223 / 9%	65 / (18%)	230 / 8%	60 / (6%)	
Embassy Galaxy	NM / NM	NM / NM	NM / NM	NM / NM	164 / 14%	55 / (5%)	22 / 2%	55 / (1%)	
Embassy Splendid TechZone	NM / NM	NM / NM							
Total - Asset Portfolio	1,148 / 4%	98 / (2%)	767 / 2%	88 / (1%)	2,354 / 8%	103 / 14%	3,141 / 9%	96 / 14%	
Portfolio Investment									
Embassy GolfLinks	317 / 10%	152 / 3%	60 / 2%	165 / (1%)	158 / 4%	143 / 21%	NM / NM	NM / NM	
Total - Portfolio	1,465 / 5%	110 / 0%	827 / 2%	94 / (1%)	2,512 / 7%	106 / 14%	3,141 / 8%	96 / 14%	

<sup>&</sup>lt;sup>1</sup>Details include 100% of Embassy GolfLinks. Embassy REIT owns 50% economic interest in Embassy GolfLinks and accounts for only the proportionate profits of Embassy GolfLinks basis the equity method

<sup>&</sup>lt;sup>2</sup>Details include 100% of Embassy Splendid TechZone (ESTZ). ESNP is entitled to 61% of lease revenue and 100% of common area maintenance (CAM) in ESTZ (Refer Page 27, Note 5 for additional details)

<sup>&</sup>lt;sup>3</sup>Percentage of Gross Rentals expiring are for respective portfolio asset and portfolio investment

<sup>&</sup>lt;sup>4</sup>MTM calculated considering Market Rent on lease expiry as per C&W assessment as of March 31, 2025

### **Hospitality Highlights**

as of 31-Mar-2025		Three months ended							
	Hilton at Emba	ssy GolfLinks	Four Seasons a	t Embassy One	Hilton at Emb	assy Manyata		Total	
	31-Mar-25	31-Mar-24	31-Mar-25	31-Mar-24	31-Mar-25	31-Mar-24	31-Mar-25	31-Mar-24	Variance (%)
Keys	247	247	230	230	619	619	1,096	1,096	-
Occupancy	66%	70%	47%	47%	73%	69%	66%	64%	1%
Rooms Available	22,230	22,477	20,700	20,930	55,710	56,329	98,640	99,736	(1%)
Rooms Sold	14,751	15,770	9,671	9,896	40,561	38,612	64,983	64,278	1%
ADR (Rs.)	17,286	13,533	21,726	16,592	11,532	8,935	14,355	11,242	28%
RevPAR (Rs.)	11,470	9,495	10,150	7,845	8,396	6,125	9,457	7,245	31%
Total Revenue (Rs. mn)	337	295	390	338	718	568	1,445	1,201	20%
NOI (Rs. mn)	208	158	177	146	450	333	835	637	31%
NOI Margin	62%	54%	45%	43%	63%	59%	58%	53%	5%
EBITDA (Rs. mn)	188	140	154	131	400	294	742	565	31%
EBITDA Margin	56%	47%	39%	39%	56%	52%	51%	47%	4%

	Financial year ended								
	Hilton at Emba	ssy GolfLinks	Four Seasons a	at Embassy One	Hilton at Emb	assy Manyata		Total	
	31-Mar-25	31-Mar-24	31-Mar-25	31-Mar-24	31-Mar-25	31-Mar-24	31-Mar-25	31-Mar-24	Variance (%)
Keys	247	247	230	230	619	619	1,096	1,096	-
Occupancy	66%	64%	44%	41%	69%	59%	63%	56%	7%
Rooms Available	90,155	90,402	83,950	84,180	225,935	226,554	400,040	401,136	(0%)
Rooms Sold	59,242	57,879	37,189	34,748	155,734	132,548	252,165	225,175	12%
ADR (Rs.)	14,351	12,365	17,867	15,697	9,986	8,955	12,174	10,872	12%
RevPAR (Rs.)	9,430	7,917	7,915	6,480	6,884	5,239	7,674	6,103	26%
Total Revenue (Rs. mn)	1,166	1,026	1,338	1,185	2,535	2,152	5,039	4,363	16%
NOI (Rs. mn)	630	510	521	389	1,436	1,170	2,587	2,069	25%
NOI Margin	54%	50%	39%	33%	57%	54%	51%	47%	4%
EBITDA (Rs. mn)	566	454	463	345	1,269	1,042	2,298	1,841	25%
EBITDA Margin	49%	44%	35%	29%	50%	48%	46%	42%	3%

# Others Highlights

		Three months ended			Financial year ended			
	31-Mar-25	31-Mar-24	Variance (%)	31-Mar-25	31-Mar-24	Variance (%)		
Capacity (MW)	100	100	-	100	100	-		
Solar Units Generated (mn units)	34	53	(36%)	141	195	(28%)		
Solar Units Consumed (mn units)	34	55	(38%)	141	195	(28%)		
Average Blended Tariff (Rs. per unit) <sup>2</sup>	7.1	8.0	(12%)	7.0	8.1	(14%)		
Total Revenue (Rs. mn)	242	440	(45%)	990	1,582	(37%)		
NOI (Rs. mn)	220	419	(48%)	893	1,491	(40%)		
NOI Margin	91%	95%	(5%)	90%	94%	(4%)		

<sup>&</sup>lt;sup>1</sup>Comprises Solar Park located at Bellary district, Karnataka <sup>2</sup>Average blended realised tariff including charges



Financial Highlights<sup>1</sup>

as of 31-Mar-2025	Thr	ee months er	nded	Fina	ancial year er	nded
Selected Items	31-Mar-25	31-Mar-24	Variance (%)	31-Mar-25	31-Mar-24	Variance (%
(in Rs. mn except for Distribution per unit which is	s in Rs.)					
REIT Consolidated <sup>2</sup>						
Revenue	10,858	9,458	15%	40,389	36,852	10%
NOI	8,923	7,656	17%	32,835	29,819	10%
EBITDA	8,430	7,580	11%	31,888	29,724	7%
CFO	8,097	6,888	18%	30,793	25,909	19%
NDCF						
NDCF (SPV Level)	6,819	6,380	7%	26,968	25,547	6%
NDCF (REIT Level)	5,397	4,958	9%	21,846	20,247	8%
Total Distributions	5,384	4,948	9%	21,811	20,219	8%
Distribution per unit (DPU)	5.68	5.22	9%	23.01	21.33	8%
Interest	0.27	1.35	(80%)	2.57	4.53	(43%)
Dividend	1.70	1.04	63%	6.88	7.26	(5%)
Other Income	-	-	NR	-	0.01	NR
Repayment of debt	3.71	2.83	31%	13.56	9.53	42%
Segment-wise						
Commercial Offices						
Revenue	9,171	7,818	17%	34,360	30,907	11%
Same-Store Revenue	8,472	7,730	10%	32,490	30,481	7%
NOI	7,869	6,599	19%	29,355	26,260	12%
Same-Store NOI	7,285	6,519	12%	27,733	25,865	7%
NOI Margin	86%	84%	1%	85%	85%	0%
Hospitality						
Revenue	1,445	1,201	20%	5,039	4,363	16%
NOI	835	637	31%	2,587	2,069	25%
NOI Margin	58%	53%	5%	51%	47%	4%
Others <sup>3</sup>						
Revenue	242	440	(45%)	990	1,582	(37%)
NOI	220	419	(48%)	893	1,491	(40%)
NOI Margin	91%	95%	(5%)	90%	94%	(4%)
Consolidated Ratios						
NOI Margin	82%	81%	1%	81%	81%	0%
EBITDA Margin	78%	80%	(2%)	79%	81%	(2%)
Distribution Payout Ratio <sup>4</sup>	100%	100%	NR	100%	100%	NR

ESNP is entitled to 61% of lease revenue and 100% of common area maintenance (CAM) in ESTZ (Refer Page 27, Note 5 for additional details). ESNP was acquired on June 3, 2024 by Embassy REIT and has been consolidated from June 1, 2024, a date close to the acquisition date, as there are no significant transactions or events that have occurred between June 1, 2024 and June 3, 2024 and the effect thereof are considered in the results as for the financial year ended March 31, 2025

<sup>&</sup>lt;sup>2</sup>Excludes contribution from Embassy GolfLinks

<sup>&</sup>lt;sup>3</sup>Comprises Solar Park located at Bellary district, Karnataka

<sup>&</sup>lt;sup>4</sup>Distribution Payout is computed based on NDCF at REIT level



### **Selected Items (Portfolio Assets and Portfolio Investment)**

as of 31-Mar-2025	Th	ree months e	ended	Financial year ended		
(in Rs. mn)	31-Mar-25	31-Mar-24	Variance (%)	31-Mar-25	31-Mar-24	Variance (%)
Revenue from Operations						
Portfolio Assets						
Embassy Manyata	3,620	3,133	16%	12,894	12,349	4%
Hilton at Embassy Manyata	718	568	26%	2,535	2,152	18%
Embassy TechVillage	2,295	2,013	14%	8,728	8,259	6%
Embassy One <sup>1</sup>	107	82	30%	440	301	46%
Embassy Business Hub	94	80	18%	353	131	169%
Express Towers	433	382	13%	1,661	1,485	12%
Embassy 247	454	444	2%	1,832	1,687	9%
FIFC	352	318	11%	1,392	1,302	7%
Embassy TechZone	541	445	22%	2,112	1,674	26%
Embassy Quadron <sup>1</sup>	115	206	(44%)	839	826	2%
Embassy Qubix	183	206	(11%)	769	851	(10%)
Embassy Oxygen	504	371	36%	1,707	1,464	17%
Embassy Galaxy	239	137	75%	864	578	49%
Embassy Splendid TechZone <sup>2</sup>	232	NA	NA	770	NA	NA
Hilton at Embassy GolfLinks	337	295	14%	1,166	1,026	14%
Four Seasons at Embassy One <sup>1</sup>	390	338	15%	1,338	1,185	13%
Embassy Energy	242	440	(45%)	990	1,582	(37%)
Fotal - Asset Portfolio	10,858	9,458	15%	40,389	36,852	10%
Portfolio Investment		-,		11,000	,	
Embassy GolfLinks <sup>3</sup>	1,820	2,340	(22%)	6,553	6,999	(6%)
Embassy Continue	.,020	_,0.0	(==75)	0,000	0,000	(0.0)
Net Operating Income						
Portfolio Assets						
Embassy Manyata	3,135	2,601	21%	10,965	10,423	5%
Hilton at Embassy Manyata	450	333	35%	1,436	1,170	23%
Embassy TechVillage	1,981	1,730	14%	7,599	7,190	6%
Embassy One <sup>1</sup>	75	47	61%	322	165	95%
Embassy Business Hub	76	58	32%	288	97	195%
Express Towers	392	380	3%	1,490	1,356	10%
Embassy 247	400	396	1%	1,630	1,507	8%
FIFC	317	293	8%	1,254	1,193	5%
Embassy TechZone	455	350	30%	1,797	1,357	32%
Embassy Quadron <sup>1</sup>	77	161	(52%)	680	649	5%
Embassy Quadron  Embassy Qubix	153	166	(8%)	634	735	(14%)
Embassy Oxygen	426	308	38%	1,365	1,154	18%
Embassy Galaxy	201	109	84%	699	434	61%
Embassy Splendid TechZone <sup>2</sup>	180	NA	NA	632	NA	NA
Hilton at Embassy GolfLinks	208	158	31%	630	510	23%
	206 177	146	21%		389	23% 34%
Four Seasons at Embassy One <sup>1</sup>	220	419		521 893		(40%)
Embassy Energy			(48%)		1,491	, ,
Total - Asset Portfolio	<u>8,923</u>	7,656	17%	32,835	29,819	10%
Portfolio Investment		4.0.10	0001	5 O	4.000	<b>5</b> 0/
Embassy GolfLinks <sup>3</sup>	1,490	1,242	20%	5,244	4,986	5%

<sup>&</sup>lt;sup>1</sup>Embassy Quadron, Embassy One and Four Seasons at Embassy One are part of the same legal entity, namely Quadron Business Park Private Limited. Embassy One asset comprises the commercial office block (Pinnacle) (0.3 msf) and Four Seasons (230 keys) - both part of Embassy One asset

<sup>&</sup>lt;sup>2</sup>ESNP is entitled to 61% of lease revenue and 100% of common area maintenance (CAM) in ESTZ (Refer Page 27, Note 5 for additional details). ESNP was acquired on June 3, 2024 by Embassy REIT and has been consolidated from June 1, 2024, a date close to the acquisition date, as there are no significant transactions or events that have occurred between June 1, 2024 and June 3, 2024 and the effect thereof are considered in the results as for the financial year ended March 31, 2025

<sup>&</sup>lt;sup>3</sup>Details include 100% of Embassy GolfLinks. Embassy REIT owns 50% economic interest in Embassy GolfLinks and accounts for only the proportionate profits of Embassy GolfLinks basis the equity method



### Selected Items (Portfolio Assets and Portfolio Investment)

as of 31-Mar-2025	Thi	ee months er	nded	Fin	ancial year er	nded
(in Rs. mn)	31-Mar-25	31-Mar-24	Variance (%)	31-Mar-25	31-Mar-24	Variance (%
NDCF (SPV Level)						
Portfolio Assets						
Embassy Manyata <sup>1,2</sup>	2,665	2,337	14%	9,995	9,362	7%
Embassy TechVillage	1,430	1,470	(3%)	5,823	5,600	4%
Embassy Business Hub	49	(16)	NR	63	(229)	NR
Express Towers	299	242	24%	1,235	1,113	11%
Embassy 247	349	275	27%	1,312	1,313	(0%)
FIFC	254	196	29%	985	863	14%
Embassy TechZone	404	407	(1%)	2,321	1,568	48%
Embassy Quadron	115	366	(69%)	212	1,195	(82%)
Embassy Qubix	136	156	(13%)	527	637	(17%)
Embassy Oxygen	283	179	58%	1,166	966	21%
Embassy Galaxy	95	120	(20%)	514	255	102%
Embassy Splendid TechZone <sup>3</sup>	135	NA	NA	472	NA	NA
Hilton at Embassy GolfLinks	200	183	9%	526	571	(8%)
Embassy Energy	229	291	(21%)	813	1,634	(50%)
Investment Entity						
Dividends from Embassy GolfLinks <sup>1</sup>	175	175	0%	1,003	700	43%
NDCF (SPV Level)	6,819	6,380	7%	26,968	25,547	6%
Distributions from SPVs to Trust	6,818	6,365	7%	26,956	25,756	5%
Distributions from Embassy GolfLinks	284	470	(40%)	1,728	2,074	(17%)
Interest on external debt	(1,533)	(1,797)	(15%)	(6,426)	(7,207)	(11%)
REIT Management Fees	(67)	(58)	15%	(258)	(238)	8%
Trust level expenses, net of income	(94)	(22)	328%	(240)	(138)	73%
Working Capital Changes	(11)	-	NR	85	-	NR
NDCF (REIT Level)	5,397	4,958	9%	21,846	20,247	8%

<sup>&</sup>lt;sup>1</sup>For comparability purposes, dividends received from Embassy GolfLinks, an investment entity has been excluded from NDCF of Embassy Manyata and is shown separately

<sup>&</sup>lt;sup>2</sup>Hilton at Embassy Manyata is part of the same legal entity, namely Manyata Promoters Private Limited. It comprises of completed commercial office (12.8 msf) and Hilton Hotels (619 keys) - both part of Embassy Manyata business park

<sup>&</sup>lt;sup>3</sup>ESNP is entitled to 61% of lease revenue and 100% of common area maintenance (CAM) in ESTZ (Refer Page 27, Note 5 for additional details). ESNP was acquired on June 3, 2024 by Embassy REIT and has been consolidated from June 1, 2024, a date close to the acquisition date, as there are no significant transactions or events that have occurred between June 1, 2024 and June 3, 2024 and the effect thereof are considered in the results as for the financial year ended March 31, 2025



### FY2026 Guidance

(Unless otherwise mentioned, all figures in Rs. mn except for distribution per unit which is in Rs.)

		FY2026 Guidance		FY2025
	Units	Low	High	Actuals
NOI	Rs. mn	35,894	38,114	32,835
NDCF	Rs. mn	23,223	24,645	21,846
Distributions <sup>1</sup>	Rs. mn	23,223	24,645	21,811
No. of Units	mn	948	948	948
DPU	Rs. p.u.	24.50	26.00	23.01

Guidance for FY2026 is based on our current view of existing market conditions and certain key assumptions for the year ending March 31, 2026. This does not include the impact of any fresh issue of units by the Embassy REIT. Guidance is not reviewed or audited or based on GAAP, Ind AS or any other internationally accepted accounting principles and should not be considered as an alternative to the historical financial results or other indicators of the Embassy REIT's financial performance based on Ind AS or any GAAP. There can be no assurance that actual amounts will not be materially higher or lower than these expectations. In particular, there are significant risks and uncertainties related to the scope, severity and duration of the global macro-economic conditions and the direct and indirect economic effects of the same on the Embassy REIT, our assets and on our occupiers.

### Notes:

<sup>&</sup>lt;sup>1</sup>Distribution guidance for FY2026 assumes 100% payout ratio



Balance Sheet Highlights<sup>1</sup>

as of 31-Mar-2025		As on	
in Rs. mn)			
_	31-Mar-25	31-Mar-24	Variance (%)
ASSETS			
Property, plant and equipment	25,588	28,997	(12%)
Investment property	324,405	296,423	9%
Capital work-in-progress/Investment property under development	20,864	18,035	16%
Intangible assets (including Goodwill)	67,925	73,793	(8%)
Equity accounted investee	22,706	22,910	(1%)
Cash and cash equivalents including investments <sup>2</sup>	6,903	10,299	(33%)
Financial assets	16,141	12,439	30%
Other current & non-current assets including tax assets	4,946	10,863	(54%)
Total	489,478	473,759	3%
EQUITY AND LIABILITIES			
Unit capital	288,262	288,262	-
Other equity	(60,651)	(55,520)	9%
Debt	198,073	168,080	18%
Other financial liabilities	24,440	18,576	32%
Deferred tax liabilities (net)	36,104	51,763	(30%)
Other liabilities	3,250	2,599	25%
Total =	489,478	473,759	3%
Capitalization			
in Rs. mn)			
GAV <sup>3</sup>	611,632	555,005	10%
Market Capitalization <sup>4</sup> (A)	346,446	350,351	(1%)
Net Debt (B)	196,554	162,729	21%
Total Enterprise Value (A+B)	543,000	513,080	6%
NAV per unit	423.22	401.59	5%
Leverage Ratios			
Interest Coverage Ratio (including capitalized interest)	2.2x	2.4x	
Interest Coverage Ratio (excluding capitalized interest)	2.6x	2.8x	
Gross Debt to GAV	32%	30%	
Net Debt to GAV	32%	29%	
Net Debt to TEV	36%	32%	
Net Debt to EBITDA <sup>5</sup>	5.36x	4.9x	

<sup>&</sup>lt;sup>1</sup>ESNP is entitled to 61% of lease revenue and 100% of common area maintenance (CAM) in ESTZ (Refer Page 27, Note 5 for additional details). ESNP was acquired on June 3, 2024 by Embassy REIT and has been consolidated from June 1, 2024, a date close to the acquisition date, as there are no significant transactions or events that have occurred between June 1, 2024 and June 3, 2024 and the effect thereof are considered in the results as for the financial year ended March 31, 2025

 $<sup>^2</sup> Includes \ short \ term \ liquid \ funds, \ fixed \ deposits \ and \ Q4 \ distributions \ of \ Rs.5,384mn \ \& \ Rs.4,948mn \ for \ respective \ years$ 

<sup>&</sup>lt;sup>3</sup>GAV considered as per March 31, 2025 valuation of the portfolio undertaken by Ms. L. Anuradha, in conjunction with Independent property consultant review services undertaken by C&W. Valuation exercise for the entire portfolio is undertaken semi-annually

<sup>&</sup>lt;sup>4</sup>Closing price at NSE as at last date of respective month

<sup>&</sup>lt;sup>5</sup>Represents March 2025 and March 2024 sequentially, calculated as per financial covenants agreed under the financing documents for REIT NCDs



# Walkdown of Financial Metrics<sup>1,2</sup>

	Three months ended			Financial year ended			
(in Rs. mn)	31-Mar-25	31-Mar-24	Variance (%)	31-Mar-25	31-Mar-24	Variance (%)	<u> </u>
SPV Level							
Facility Rentals	7,644	6,496	18%	28,180	25,286	11%	
Income from Hotels	1,445	1,201	20%	5,039	4,363	16%	
Income from Generation of Renewable Energy	242	440	(45%)	990	1,582	(37%)	
Maintenance Services and Other Operating Income	1,527	1,322	15%	6,180	5,621	10%	
Revenue from Operations	10,858	9,458	15%	40,389	36,852	10%	
Property Taxes	(359)	(318)	13%	(1,325)	(1,197)	11%	
Insurance	(31)	(42)	(26%)	(136)	(174)	(22%)	
Direct Operating Expenses	(1,543)	(1,443)	7%	(6,092)	(5,661)	8%	
Net Operating Income (NOI)	8,924	7,656	17%	32,835	29,819	10%	S
Property Management Fees <sup>3</sup>	(220)	(181)	21%	(851)	(766)	11%	SPV Level <sup>1</sup>
Repairs to Buildings	(8)	(6)	45%	(51)	(79)	(34%)	_eve
Other Indirect Operating Expenses	(272)	(258)	5%	(973)	(885)	10%	
Dividends from Embassy GolfLinks	175	175	0%	1,003	700	43%	
Other Income	82	379	(78%)	1,122	1,682	(33%)	
EBITDA	8,682	7,764	12%	33,086	30,472	9%	
Working Capital changes	132	(448)	NR	1,249	(581)	NR	
Cash Taxes, net of refunds	(310)	106	NR	(1,384)	(1,008)	37%	
Principal Repayment on external debt	-	(1)	NR	-	(3)	NR	
Interest on external debt	(1,684)	(1,041)	62%	(5,983)	(3,333)	79%	
NDCF (SPV Level)	6,819	6,380	7%	26,968	25,547	6%	
Distributions from SPVs to Trust	6,818	6,365	7%	26,956	25,756	5%	
Distributions from Embassy GolfLinks	284	470	(40%)	1,728	2,074	(17%)	
Interest on external debt	(1,533)	(1,797)	(15%)	(6,426)	(7,207)	(11%)	
REIT Management Fees <sup>4</sup>	(67)	(58)	15%	(258)	(238)	8%	
Trust level expenses, net of income	(94)	(22)	328%	(240)	(138)	73%	
Working Capital changes	(11)	-	NR	85	-	NR	REIT
NDCF (REIT Level)	5,397	4,958	9%	21,846	20,247	8%	
Distribution from Embassy REIT	5,384	4,948	9%	21,811	20,219	8%	Level
Interest	256	1,280	(80%)	2,436	4,294	(43%)	
Dividend	1,611	986	63%	6,522	6,882	(5%)	
Other Income	-	-	NR	-	9	NR	
Repayment of debt	3,517	2,683	31%	12,853	9,033	42%	

<sup>&</sup>lt;sup>1</sup>Walkdown of Financial Metrics upto 'NDCF (SPV Level)' represents financial numbers of all SPV's consolidated excluding Embassy REIT's standalone numbers

<sup>2</sup>ESNP is entitled to 61% of lease revenue and 100% of common area maintenance (CAM) in ESTZ (Refer Page 27, Note 5 for additional details). ESNP was acquired on June 3, 2024 by

Embassy REIT and has been consolidated from June 1, 2024, a date close to the acquisition date, as there are no significant transactions or events that have occurred between June 1, 2024 and June 3, 2024 and the effect thereof are considered in the results as for the financial year ended March 31, 2025

<sup>&</sup>lt;sup>3</sup>Property management fees includes 3% of facility rentals from only Commercial Office segment and does not include fees on Hospitality and Other segments

<sup>&</sup>lt;sup>4</sup>REIT Management Fees is 1% of Embassy REIT distributions



#### **Debt Analysis**

as of 31-Mar-2025

Debt Maturity Schedule (Rs. mn)

									Principal Repayment Schedule						
		Fixed/	Total	Balance	Outstanding	Amortized	Interest	Maturity						FY31 &	
Description	Rating	Floating	Facility	Facility	Principal	Cost	Rate	Date	FY26	FY27	FY28	FY29	FY30	Beyond	Total
At REIT													•		
Embassy Office Parks REIT Series IV NCD	CRISIL AAA/Stable	Fixed	3,000	_	3,000	2,992	6.80%	Sep-26 <sup>1</sup>	_	3,000	_	_	_	_	3,000
Embassy Office Parks REIT Series V NCD (Tranche B)	CRISIL AAA/Stable	Fixed	11,000	_	11,000	10,978	7.05%	Oct-26 <sup>2</sup>	_	11,000	_	_	_	_	11,000
Embassy Office Parks REIT Series VI NCD	CRISIL AAA/Stable	Fixed	10,000	_	10,000	9,979	7.35%	Apr-27 <sup>3</sup>	_		10,000	_	_	_	10,000
Embassy Office Parks REIT Series VII NCD	CRISIL AAA/Stable	Fixed	10,500	_	10,500	10,497	7.77%	Jun-25 <sup>4</sup>	10,500	_	.0,000	_	_	_	10,500
Embassy Office Parks REIT Series VIII NCD	CRISIL AAA/Stable CARE AAA/Stable	Fixed	5,000	-	5,000	4,999	8.10%	Aug-28 <sup>5</sup>	-	-	-	5,000	-	-	5,000
Embassy Office Parks REIT Series IX NCD	CRISIL AAA/Stable	Fixed	5,000	_	5,000	4,999	8.03%	Sep-25 <sup>6</sup>	5,000					_	5,000
Embassy Office Parks REIT Series X NCD	CRISIL AAA/Stable	Fixed	10.000	_	10,000	9.998	8.17%	Sep-25 Sep-25	10,000	_	_	-	_	-	10,000
•	CRISIL AAA/Stable	Fixed	9.000	-	9.000	9.008	7.96%	Sep-27	10,000	-	9.000	-	-		
Embassy Office Parks REIT Series XI NCD	CRISIL AAA/Stable	rixed	9,000	-	9,000	9,006	7.90%	Sep-21	-	-	9,000	-	-	-	9,000
Embassy Office Parks REIT Series XII NCD	CARE AAA/Stable	Fixed	10,000	-	10,000	9,986	7.73%	Dec-29	-	-	-	-	10,000	-	10,000
Embassy Office Parks REIT - CP Tranche IV	CRISIL A1+ / CARE A1+	Fixed	4,250	-	3,982	3,982	7.75%	Feb-26	3,982	-	-	-	-		3,982
Term Loan	-	Floating	3,250	-	3,250	3,228	8.35%	Feb-35	-	-	-	-	-	3,250	3,250
Sub-total (A)			81,000	-	80,732	80,647	7.71%		29,482	14,000	19,000	5,000	10,000	3,250	80,732
At SPV															
VTPL Series I NCD (Embassy TechVillage   Green Bond)	CRISIL AAA/Stable	Fixed	4,950	-	4,950	4,949	7.65%	Aug-257	4,950	_	-	-	_	_	4,950
MPPL Series I NCD (Embassy Manyata)	CARE AAA/Stable	Fixed	10,250	-	10,250	10,206	7.90%	Oct-26	-	10,250	_	_	-	_	10,250
ECPL Series I NCD (Embassy Business Hub)	CRISIL AAA/Stable	Fixed	2,500	_	2,500	2,496	8.10%	May-26 <sup>8</sup>	_	2,500	_	_	_	_	2,500
ECPL Series II NCD (Embassy Business Hub)	CRISIL AAA/Stable	Fixed	2,750	_	2,750	2,731	7.95%	Jan-28	_	-	2,750	_	_	_	2,750
QBPL Series I NCD (Embassy Quadron)	CARE AAA/Stable	Fixed	4.000	_	4,000	3,980	7.80%	Apr-28 <sup>9</sup>	_	_	-	4.000	_	_	4,000
Term Loan (Embassy Manyata)	CARE AAA/Stable	Floating	9,000	_	8,936	8,927	7.90%	Feb-39	102	240	287	352	504	7,451	8,936
Term Loan (Embassy Manyata)	CARE AAA/Stable	Floating	9,200	_	9,200	9,138	7.75%	Sep-39	121	249	315	402	460	7,653	9,200
Term Loan (Embassy Manyata)	CRISIL AAA/Stable	Floating	5,500	_	3,750	3,729	8.50%	May-31	71	148	296	713	1,134	1,389	3,750
Term Loan (Embassy Manyata)	CRISIL AAA/Stable	Floating	5,000	_	5,000	4,995	8.00%	Sep-26	-	5,000	250	710	1,104	1,005	5,000
Term Loan (Embassy Manyata)	CRISIL AAA/Stable	Floating	3,500	_	3,436	3,419	7.75%	Aug-38	55	67	72	107	153	2,982	3,436
Term Loan (Embassy Manyata)	CRISIL AAA/Stable	Floating	4.500	-	4.500	4.497	7.95%	Jun-26	1,000	3,500	12	107	100	2,302	4,500
Term Loan (Embassy Manyata)	CARE AAA/Stable	Floating	6,300	820	5,460	5,421	8.30%	Jun-39	1,000	3,500 96	117	170	202	4.809	5,460
Term Loan (Embassy Manyata)	CARE AAA/Stable		5,500		5,469	5,435	8.25%							,	-,
		Floating						Sep-39	72	107	134	176	223	4,756	5,469
Term Loan (Embassy Manyata)	NA	Floating	5,000	3,250	1,750	1,745	8.15%	Mar-40	17	17	17	52	70	1,576	1,750
Term Loan (Embassy TechVillage)	CARE AAA/Stable	Floating	7,212	-	7,212	7,207	7.86%	Oct-25	7,212	-	-	-	-		7,212
Term Loan (Embassy TechVillage)	CARE AAA/Stable	Floating	2,000	-	1,950	1,951	8.50%	Oct-25	1,950	-	-	-	-	-	1,950
Construction Finance (Embassy TechVillage)	CRISIL AAA/Stable	Floating	6,670	-	6,670	6,665	8.15%	Dec-25	6,670	-	-	-	-	-	6,670
Term Loan (Embassy TechVillage)	CARE AAA/Stable	Floating	2,000	-	2,000	1,999	7.86%	Jun-27	20	20	1,960	-	-	-	2,000
Term Loan (Embassy TechVillage)	CARE AAA/Stable	Floating	2,000	370	1,630	1,628	7.86%	Sep-27	-	-	1,630	-			1,630
Term Loan (Embassy TechVillage)	CARE AAA/Stable	Floating	4,500	2,000	2,492	2,487	8.33%	Oct-39	19	20	44	65	85	2,260	2,492
Term Loan (Embassy TechVillage)	CARE AAA/Stable	Floating	5,700	-	5,650	5,611	7.90%	Jan-35	310	370	430	490	550	3,500	5,650
Term Loan (Embassy Quadron)	CARE AAA/Stable	Floating	3,000	-	3,000	2,999	8.50%	Jan-27	-	3,000	-	-	-	-	3,000
Term Loan (Embassy Oxygen)	CARE AAA/Stable	Floating	2,000	-	1,970	1,981	8.00%	Jan-39	20	20	20	50	94	1,766	1,970
Term Loan (Embassy Oxygen)	NA	Floating	7,000	-	3,500	3,501	7.75%	May-25	3,500	-	-	-	-	-	3,500
Term Loan (Embassy Splendid TechZone)	CRISIL AAA/Stable	Floating	1,800	500	1,300	1,300	8.50%	Sep-26	-	1,300	-	-	-	-	1,300
Term Loan Embassy Splendid TechZone)	CRISIL AAA/Stable	Floating	5,500	-	5,473	5,511	8.22%	Jun-39	60	60	60	60	60	5,173	5,473
Overdraft Facility (Various)	CARE AAA/Stable	Floating	2,925	-	2,915	2,917	8.87%	Multiple	965	1,050	900		-	-	2,915
Sub-total (B)	<u> </u>		130,257	6,940	117,713	117,426	8.03%		27,181	28,014	9,032	6,637	3,534	43,315	117,713
Total (A+B)			211,257	6,940	198,445	198,073	7.90%		56,663	42,014	28,032	11,637	13,534	46,565	198,445
/			2,201	3,340	.00,440	.00,010				,-1-	_0,002	,	.0,004	,	, 170

Net Debt	196.554
Less: Cash and Cash Equivalents including investments <sup>10</sup>	1.519
Gross Debt as of March 31, 2025	198,073

Refer page no. 19 for detailed footnotes

-1



# **Debt Analysis (Cont'd)**

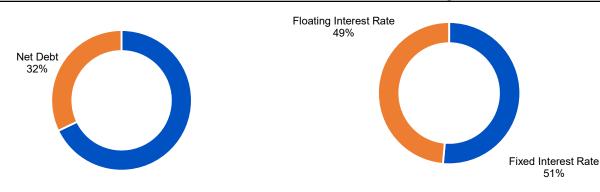
as of 31-Mar-2025

#### **Leverage Ratios**

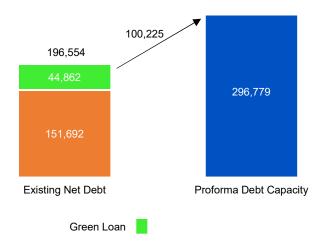
Particulars	31-Mar-25	31-Mar-24
Gross Debt to GAV	32%	30%
Net Debt to GAV	32%	29%
Net Debt to TEV	36%	32%
Proforma Debt Headroom (Rs. mn)	100,225	106,338

# **Net Debt to GAV**

# Fixed v/s Floating interest rate



# Proforma Debt Headroom (Rs. mn)<sup>11</sup>



#### Notes:

Embassy REIT has option to redeem all or part of the debentures on a pro-rata basis at any time on a specified call option date (between March 2026 to August 2026) subject to terms of the

<sup>2</sup>Embassy REIT has option to redeem all or part of the debentures on a pro-rata basis at any time on a specified call option date (between April 2026 to July 2026) subject to terms of the Debenture Trust Deed

<sup>3</sup>Embassy REIT has option to redeem all or part of the debentures on a pro-rata basis on a specified call option date (October 2026) subject to terms of the Debenture Trust Deed

<sup>4</sup>Embassy REIT has option to redeem all or part of the debentures on a pro-rata basis on a specified call option date (March 2025) subject to terms of the Debenture Trust Deed

<sup>5</sup>Embassy REIT has option to redeem all or part of the debentures on a pro-rata basis on a specified call option date (February 2028) & (May 2028) subject to terms of the Debenture Trust Deed

<sup>6</sup>Embassy REIT has option to redeem all or part of the debentures on a pro-rata basis on a specified call option date (June 2025) subject to terms of the Debenture Trust Deed

<sup>7</sup>VTPL has option to redeem all or part of the debentures on a pro-rata basis at any time on a specified call option date (April 2025 to June 2025) subject to terms of the Debenture Trust Deed

ECPL has option to redeem all or part of the debentures on a pro-rata basis at any time on a specified call option date (January 2026 to March 2026) subject to terms of the Debenture Trust

9QBPL has the option to redeem all or part of the debentures on a pro-rata basis at any time on a specified call option date (February 2028) subject to terms of the Debenture Trust Deed <sup>10</sup>Includes short term liquid funds, fixed deposits, etc net of Q4 distributions of Rs.5,384 mn

<sup>11</sup>GAV considered as per March 31, 2025 valuation of the portfolio undertaken by Ms. L. Anuradha, in conjunction with Independent property consultant review services undertaken by C&W.



# **Valuation Highlights**

as of 31-Mar-2025

	Leasab	le Area (msf)/K	eys/MW	Valuation Assumptions 1			GAV <sup>1</sup> as of Mar-25 (Rs. mn)			
		Proposed/		Discount Rate	Discount Rate	Cap Rate/	Rent/		Proposed/	
Asset	Completed	U/C	Total	Completed	U/C	EBITDA Multiple	ADR/Tariff Rate 5	Completed	U/C	Total
Commercial Assets										
Embassy Manyata	12.8	3.4	16.3	11.75%	13.00%	8.00%	99	202,407	31,375	233,782
Embassy TechVillage	9.2	0.4	9.6	11.75%	13.00%	8.00%	97	133,944	2,956	136,900
Embassy GolfLinks <sup>2</sup>	3.1	-	3.1	11.75%	NA	8.00%	155	38,178	-	38,178
Embassy One	0.3	-	0.3	11.75%	NA	7.75%	147	5,330	-	5,330
Embassy Business Hub	0.4	1.0	1.4	11.75%	13.00%	8.00%	68	4,295	2,376	6,671
Express Towers	0.5	-	0.5	11.75%	NA	7.50%	300	20,278	-	20,278
Embassy 247	1.2	-	1.2	11.75%	NA	8.00%	121	19,865	-	19,865
FIFC	0.4	-	0.4	11.75%	NA	7.75%	305	15,813	-	15,813
Embassy TechZone	3.0	2.4	5.5	11.75%	13.00%	8.25%	48	22,068	2,080	24,148
Embassy Quadron	1.9	-	1.9	11.75%	NA	8.25%	46	9,125	-	9,125
Embassy Qubix	1.5	-	1.5	11.75%	NA	8.25%	48	9,565	-	9,565
Embassy Oxygen	3.3	-	3.3	11.75%	NA	8.25%	48	26,091	-	26,091
Embassy Galaxy	1.4	-	1.4	11.75%	NA	8.00%	48	10,549	-	10,549
Embassy Splendid TechZone <sup>3</sup>	1.4	3.6	5.0	11.75%	13.00%	8.25%	74	8,432	7,112	15,544
Sub-Total (Commercial Offices)	40.3	10.8	51.1					525,937	45,900	571,837
Hospitality Asset										
Hilton at Embassy GolfLinks	247 Keys	-	247 Keys	12.14%	-	14.0x	12,000	7,067	-	7,067
Four Seasons at Embassy One	230 Keys	-	230 Keys	12.14%	-	14.0x	17,000	9,689	-	9,689
Hilton and Hilton Garden Inn at Embassy Manyata	619 Keys	-	619 Keys	12.14%	-	14.0x	5 Star - 11,500 3 Star - 7,500	15,865	-	15,865
Hilton and Hilton Garden Inn at Embassy TechVillage	-	518 Keys	518 Keys	-	13.50%	14.0x	5 Star - 10,000 3 Star - 7,000	-	3,497	3,497
Sub-Total (Hospitality)	1,096 Keys	518 Keys	1,614 Keys					32,620	3,497	36,116
Others <sup>4</sup>										
Embassy Energy	100MW	-	100MW	11.75%	-	NA	6.1	3,679	-	3,679
Sub-Total (Others)	100MW	-	100MW					3,679	-	3,679
Total	40.3 msf/1,096 Keys/100MW	10.8 msf/518 Keys	51.1 msf/1,614 Keys/100MW					562,236	49,396	611,632
% Split								92%	8%	100%

GAV considered as per March 31, 2025 valuation of the portfolio undertaken by Ms. L. Anuradha, in conjunction with Independent property consultant review services undertaken by C&W. Valuation exercise for the entire portfolio is undertaken semi-annually

<sup>&</sup>lt;sup>2</sup>Details include 50% Embassy GolfLinks except leasable area. Embassy REIT owns 50% economic interest in Embassy GolfLinks and accounts for only the proportionate profits of Embassy GolfLinks basis the equity method

<sup>&</sup>lt;sup>3</sup>Details include 100% of Embassy Splendid TechZone (ESTZ). ESNP is entitled to 61% of lease revenue and 100% of common area maintenance (CAM) in ESTZ (Refer Page 27, Note 5 for additional details)

<sup>&</sup>lt;sup>4</sup>Comprises of Solar Park located at Bellary district, Karnataka

<sup>&</sup>lt;sup>5</sup>ADR/ Tariff Rates presented on a stabilised basis



# Development in Progress<sup>1</sup>

as of 31-Mar-2025

Pre-com	mitted/

		Develop	oment	Leased <sup>2</sup>		Estimated	Balance cost
Asset	Projects	Area (msf)	Keys	Area (%)	Occupier <sup>3</sup>	Completion Date	to be spent (Rs. mn)
Base-Build Projects (Completed)							
Embassy TechVillage	Block 8 <sup>4</sup>	1.9	NA	87%	Multi-tenanted (Primarily by GCCs)	Completed	2,265
Sub-total		1.9	-	87%			2,265
Base-Build Projects (Under Const	truction)						
Embassy Splendid TechZone	Block 10	0.4	NA	-	-	Jun-25	828
Embassy Splendid TechZone	Block 4	0.6	NA	-	-	Jun-25	1,113
Embassy Manyata	Block L4	0.8	NA	100%	American Retailer	Sep-25	1,077
Embassy Manyata	Block D1 & D2 Redevelopment	1.4	NA	67%	Australian Bank <sup>5</sup>	Feb-26	3,872
Embassy TechVillage	Hilton Hotels	NA	518	NA	NA	Oct-26	6,734
Embassy Splendid TechZone	Block 1	0.6	NA	-	-	Jun-26	1,940
Embassy TechVillage	Block 6	0.4	NA	-	-	Jun-27	1,847
Embassy Manyata	Block B Redevelopment	0.9	NA	71%	Global Bank <sup>6</sup>	Jun-27	5,122
Embassy Business Hub	Phase 2	1.0	NA	-	-	Sep-27	5,872
Sub-total		6.1	518	39%			28,406
Infrastructure and Upgrade Project	cts <sup>7,8</sup>						
Embassy Manyata	F2 Refurbishment	NA	NA	NA	NA	Completed	184
Embassy Manyata	G1 Refurbishment	NA	NA	NA	NA	Completed	112
Embassy Manyata	H1 Refurbishment	NA	NA	NA	NA	Mar-26	1,338
Embassy Qubix	IT1 Refurbishment	NA	NA	NA	NA	Completed	29
Embassy TechVillage	Metro Works	NA	NA	NA	NA	Mar-27	750
Embassy Business Hub	Food Court	NA	NA	NA	NA	Completed	62
Embassy Splendid TechZone	Master Plan Upgrade	NA	NA	NA	NA	Mar-27	1,182
Others	Various	NA	NA	NA	NA	Various	2,872
Sub-total		NA	NA	NA			6,528
Total (Under Construction)		6.1	518	39%			37,199

**Proposed Development** 

as of 31-Mar-2025		Development		
Asset	Projects	Area (msf)	Keys	Remarks
Base-Build Projects				
Embassy Manyata	F1 Block	0.4	NA	To be initiated
Embassy TechZone	Blocks 1.4,1.9 & 1.10	2.4	NA	To be initiated
Embassy Splendid TechZone	Blocks 5,6,7 & 8	2.0	NA	To be initiated
Total		4.8	NA	

Refer page no. 22 for detailed footnotes



# **Development in Progress (Cont'd)**

# Notes:

<sup>1</sup>Excludes Embassy GolfLinks as it is a portfolio investment

<sup>2</sup>Excludes all expansion options available to the occupier

<sup>3</sup>Actual legal entity name may differ

<sup>4</sup>Occupancy Certificate for Block 8D received in Q3FY25 and for remaining blocks (Block A,B and C) was received in Q4FY25

<sup>5</sup>Expansion Option of 453k sf available, which when exercised will result in 100% precommitment on the building

<sup>6</sup>Expansion Option of 250k sf available, which when exercised will result in 100% precommitment on the building

<sup>7</sup>Over the next 3 years

<sup>8</sup>Includes select infrastructure and upgrade projects across the portfolio such as Solar Rooftop, Lobby upgrades, Food Court, Refurbishments amongst various others



#### **Potential ROFO Assets**

as of 31-Mar-2025

# Embassy Whitefield (ETV Backland)<sup>1,2</sup>

ORR, Embassy TechVillage Campus,

Location Bangalore
Land area (in acres) c.19.39

Project Status Completed
Leasable Area (in msf) Upto 4.2

Completed Area (in msf) c.1.7

Occupancy<sup>3</sup> 66%

Under Construction Area (in msf) 
Pre-committed Area (%) -

Proposed Development Area (in msf) c.2.5

<sup>&</sup>lt;sup>1</sup>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. 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

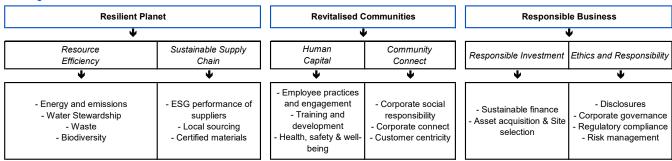
<sup>&</sup>lt;sup>2</sup>Pursuant to the letter agreement dated November 17, 2020 ('Letter Agreement') between Embassy Office Parks Management Services Limited ("Manager"), Embassy Commercial Projects (Whitefield) Private Limited ('Embassy Whitefield'), Amita Garg, Vasudev Garg, Chaitanya Garg and Radhika Garg (collectively, the 'Gargs') and other shareholders of Embassy Whitefield, Embassy REIT received an invitation to offer ("ROFO") for the acquisition of equity shares and compulsorily convertible debentures aggregating to 26% of the of equity share capital and voting rights (on a fully diluted basis) of Embassy Whitefield on behalf of the Gargs. Embassy REIT is unable to evaluate the ROFO in the absence of certain critical information regarding Embassy Whitefield. Gargs initiated arbitration against the Manager and others in August 2024 before SIAC with respect to the ROFO praying for (i) entitlement to sell the shares offered under the ROFO (iii) injunct against creation of encumbrance or interfering with any steps of the Gargs. On October 20, 2024, the Gargs interalia filed an application for emergency arbitration and sought various emergency interim relief vide order dated October 16, 2024. The application for emergency interim relief was dismissed and no emergency interim relief was granted. Further, the Gargs have also filed application for interim relief in 14 February 2025 before SIAC seeking certain interim reliefs and the tribunal has disposed the interim application vide order dated April 19, 2025

<sup>3</sup>Occupancy as at March 31, 2025

<sup>&</sup>lt;sup>4</sup>In addition to the above, the deed of right of first offer dated September 20, 2018 between Embassy Sponsor and Embassy REIT and certain other arrangements continue to subsist, pursuant to which Embassy Sponsor and certain affiliates have agreed to grant a right of first offer to Embassy REIT in the event of any sale of controlling interest by the Embassy Sponsor or any of its present or future subsidiaries or LLPs in an eligible asset



#### **ESG Strategic Framework**



#### **Key Performance Highlights**

	Aspect	Units	FY2025	FY2024	FY2023
	Energy and Emissions				
	Contribution of renewable energy in portfolio	%	55	53	52
	Renewable power consumption (wheeled and rooftop)	GJ	1,020,955	876,498	787,437
	Reduction in emissions through solar power consumption	tCO <sub>2</sub> e	233,402	200,377	177,173
net	Water				
Pla	Water withdrawal	1000m <sup>3</sup>	2,300	2,293	1,797
Resilient Planet	Water recycled (% of withdrawal)	1000m <sup>3</sup>	1,662 (72%)	1,481 (65%)	1,037 (53%)
esil	Train 1959sta (76 st. maranana)	1000111	1,002 (1270)	1,101 (0070)	1,007 (0070)
~	Waste				
	Waste generated – Hazardous waste (Oil)	KL	57	67	46
	Waste generated – Hazardous waste	Tons	42	17	32
	Waste generated – Non-hazardous waste	Tons	5,578	4,800	2,827
	Waste generated – Other waste	Tons	48	98	74
F	Human Capital				
	Employees trained	Nos.	118	119	125
	Average training hours per employee	Hours	18	19	26
ies					
in	Corporate Occupiers				
Revitalised Communities	Green leases signed during the period	%	100	99	96
ပိုင်					
ise	CSR and Corporate Connect				
vita	Total CSR spend	Rs. Mn	117	129	127
Re	Education support – Students benefitted	Nos.	16,231	16,565	9,026
	Health and hygiene – Students impacted	Nos.	15,364	26,162	41,482
	Community health – Free and subsidized treatments provided	Nos.	14,537	12,185	9,833
L	Environment - Waste recycled	MT	435	218	158
	Memberships/Certifications <sup>1</sup>		Certification	Current Score	Previous Score
	RESOL THAILO	CLIMATA O O O O O O O O O O O O O O O O O O	A1-2		
	WELL WELL	BONDS SY AND		* * * * *	* * * * *
	WELL GOLD 2023 HEALTH SAFETY RATED	OARO	GRESB <sup>*</sup>	(2024) <sup>2</sup>	(2023)
		CERTIFIED	FTCF	3.9	3.5
			FTSE Russell		
	BRITISH **			(2024)	(2023)
	SAFETY COUNCIL Five Star Occupational Health and Safety	United States	00 0 01-1-1	***	67
	Health and Safety Audit 2023  Legisland Safety Audit 2023  Legisland Safety Audit 2023	GOLDEN PEACOCK	S&P Global CSA	66	67
	DSI   ISO 9001   ISO MODI   ISO MEC   ISO 45001   ISO 50001   ISO	AWARDS	034	(2024)	(2023)
	Outy Interveneur Symposium Program Pro	Sustainability 2023	CDP	В	В
			11000	(2024)	(2022)

Supporter of Task Force on Climate-Related Financial Disclosures (TCFD)
Reflects Embassy REIT's performance in GRESB 2024 Real Estate Assessment for Development Portfolio. For Standing Investments, Embassy REIT received a 4-star rating in 2024



# **Equity Research Coverage**

Firm	Analyst	Contact
Ambit Capital	Karan Khanna	karan.khanna@ambit.co
Avendus Spark	Girish Choudhary	girish.c@avendusspark.com
Axis Capital	Pritesh Sheth	pritesh.sheth@axiscapital.in
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Goldman Sachs	Pulkit Patni	pulkit.patni@gs.com
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Morgan Stanley	Praveen Choudhary	praveen.choudhary@morganstanley.com
Nuvama Institutional Equities	Parvez Qazi	parvez.qazi@nuvama.com



# **Unitholding and Bondholding Pattern**

# as of 31-Mar-2025

# **Unitholding Pattern**

S/N	Name	No. of Units	% Holding
Α	Sponsors		
1	Embassy	72,864,279	7.69%
	Sub-total	72,864,279	7.69%
В	Public		
1	Institutions		
a.	Foreign Portfolio Investors	422,599,344	44.58%
b.	Mutual Funds	191,119,733	20.16%
C.	Alternative Investment Funds	49,500,381	5.22%
d.	Insurance Companies	42,076,080	4.44%
e.	Provident / Pension Funds	1,655,247	0.17%
	Sub-total	706,950,785	74.58%
2	Non-Institutions		
a.	Central Government/State Governments(s) / President of India	-	-
b.	Individuals	137,813,986	14.54%
C.	NBFCs registered with RBI	68,200	0.01%
d.	Trusts	155,488	0.02%
e.	Non-Resident Indians	4,018,262	0.42%
f.	Body Corporates	24,563,655	2.59%
	Sub-total	166,619,591	17.58%
С	Non-Sponsor Non-Public Holding		
1	Embassy Office Parks REIT Employee Welfare Trust	1,459,088	0.15%
	Sub-total	1,459,088	0.15%
	Total Units Outstanding	947,893,743	100.00%

# Top 5 Unitholders (Other than Sponsor)

S/N	Name	No. of Units	% Holding
1	ICICI Prudential Mutual Fund	71,507,452	7.54%
2	APAC Company XXIII Limited	71,271,142	7.52%
3	HDFC Mutual Fund	53,871,588	5.68%
4	Kotak Mutual Fund	46,376,811	4.89%
5	SBI Mutual Fund	45,327,106	4.78%
	Sub-total	288,354,099	30.42%

# Top 10 Bondholders

S/N	Name	Amount (₹ mn)	%
1	ICICI Prudential Mutual Fund	13,400	18.23%
2	Aditya Birla Sun Life Trustee Private Limited	9,700	13.20%
3	Kotak Mutual Fund	6,540	8.90%
4	ICICI Prudential Life Insurance Company Limited	5,250	7.14%
5	Nippon India Mutual Fund	4,650	6.33%
6	HDFC Mutual Fund	4,450	6.05%
7	HDFC Life Insurance Company Limited	3,700	5.03%
8	HDFC Pension Fund	2,850	3.88%
9	Cholamandalam MS General Insurance Company Limited	2,500	3.40%
10	Kotak Mahindra Life Insurance Company Limited	2,350	3.20%
11	Others	18,110	24.64%
	Sub-total	73,500	100.00%



#### NOTES

YTD

- 1. All figures in this Supplementary Databook are as of or for the period ended March 31, 2025 unless specified otherwise

- All figures or riss Supplementary Databook are as of or for the period ended March 31, 2025 unless specified ornerwise
   All figures corresponding to year denoted with "FV" are as of or for the one-year period ended (as may be relevant) 31<sup>st</sup> March of the respective year
   Some of the figures in this Supplementary Databook have been rounded-off to the nearest decimal for the ease of presentation
   All details included in this Supplementary Databook considers 100% stake in GLSP unless otherwise stated. However, Embassy REIT owns 50% economic interest in GLSP and accounts for only the proportionate profits of GLSP basis the equity method. Accordingly, its revenues are not consolidated into Embassy REIT Revenue from Operations. Also, Market Value or GAV reflects only Embassy REIT 50% economic interest
- 5. All details included in this Supplementary Databook considers 100% of ESTZ unless otherwise stated. ESNP holds the ownership interest in the completed and rent/income-generating towers as well as rights, title and interest in the under-construction portions thereat, economic interest (including 61% proportionate lease revenue share), leasehold rights, co-development rights and other rights in ESTZ, Chennai, including the right to provide common area maintenance services and common infrastructure services
- 6. Gross Asset Value (GAV) considered per March 31, 2025, valuation of the portfolio undertaken by Ms. L. Anuradha, in conjunction with Independent property consultant review services undertaken by C&W. Valuation exercise undertaken semi-annually

  Figure 2015 August 1915 August

GENERAL TERMS, DEFINITIONS AND ABBREVIATIONS	
Terms, Definitions and Abbreviations	Description
4Q/Q4/Three Months ended	Quarter ending March 31
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
ADTV	number of rooms sold during that period  Average daily trading volume
Annualized Rental Obligations	Avualized Rental Obligations is defined as Gross Rentals multiplied by twelve (12)
AUM	Assets under Management
Average Occupancy	Commercial Offices - Occupied Area / Completed Area
BSE	Hotels - Occupied Rooms or Keys / Completed Rooms or Keys BSE Limited
CAM	Common Area Maintenance
CFO/Cash flows from operating activities	Cash flows from Operating activities is computed in accordance with the requirements of Ind-AS 7 – Statement of Cash Flows
Commercial Offices	Together the Portfolio Assets excluding EEPL, UPPL, Hilton and Hilton Garden Inn at Embassy Manyata and Embassy TechVillage and Four Seasons at Embassy One and the Portfolio Investment. For details, refer to Portfolio Overview
Completed Area (sf)	Leasable Area for which occupancy certificate has been received and includes area for which construction has been completed and occupancy certificate
	is awaited
C&W EBITDA	Cushman and Wakefield Earnings/ (loss) before finance costs, depreciation, amortisation, impairment loss and income tax excluding share of profit of equity accounted investee
ECPL	Earlings (loss) petiter linate costs, uppetitionally impairment issued in the according state of profit of equity according investee Embassy Constructions Private Limited
Embassy Office Parks Group	Embassy Office Parks Group is comprised of the Embassy Office Parks REIT and the SPVs and holdcos
Embassy REIT	Embassy Office Parks REIT, set up on March 30, 2017 as an irrevocable trust under provisions of the Indian Trusts Act, 1882 and registered with SEBI as
Embassy TechVillage / ETV	a real estate investment trust under the REIT Regulations  Comprises of the legal entities Vikas Telecom Private Limited ('VTPL') and Sarla Infrastructure Private Limited ('SIPL'). The ETV entities also included
Embassy recryimage / ETV	Embassy Office Ventures Private Limited , an erstwhile holding company of Embassy REIT, which has been dissolved pursuant to a restructuring among
5000	EOVPL and VTPL through an NCLT scheme
ESNP ESTZ	ESNP Property Builders and Developers Private Limited Embassy Splendid TechZone
Fiscal or FY or Financial Year	Emiliassy plening recircone Year ending March 31
GAV	Gross Asset Value
Green Loan	Green loan refers to loans given by banks against Green Buildings (Gold or Platinum LEED certified). These loans are classified as Green Loans under the banks Cross 2. Sustainable Figures Exercised from Climate Bank initiatives.
Gross Rentals	the banks Green & Sustainable Finance Framework and comprises certifications received from Climate Bond initiatives  Gross Rentals is the sum of monthly Base Rentals, fit-out and car parking income from Occupied Area, as of the last day of the reporting period
In-place Rent (psf per month)	Base Rent for the month ending March 31, 2025
Manager	Embassy Office Parks Management Services Private Limited (EOPMSPL)
Market Capitalization	It is the Market value of a publicly traded company's outstanding shares Million
mn msf	Million square feet
MTM Opportunity	Mark to market Opportunity
NDCF	Net Distributable Cash Flow, NDCF is a significant performance metric, the framework for which is adopted by the Manager in line with the Securities and
	Exchange Board of India (Real Estate Investment Trusts) Regulations, 2014 issued by SEBI on September 26, 2014, and further clarified under SEBI vide master circular no. SEBI/HO/DDHS-PoD-2/P/CIR/2024/43 dated 15 May 2024 providing framework for computation of NDCF by REITs, as amended from
	time to time and any circulars and guidelines issued thereunder. The Manager believes this metric serves as a useful indicator of the REIT's expected
	ability to provide a cash return on investment. NDCF does not have a standardized meaning and is not a recognized measure under Ind AS or IFRS, and
	may not be comparable with measures with similar names presented by other companies. NDCF should not be considered by itself or as a substitute for net income, operating income or cash flow from operating activities or related margins or other measures of operating performance, liquidity or ability to
NA	Not Applicable
NM	Not Material
NOI	Net Operating Income calculated by subtracting Direct Operating Expenses from Revenue from Operations. NOI does not have a standardised meaning, nor is it a recognized measure under Ind AS or IFRS, and may not be comparable with measures with similar names presented by other companies. NOI
	should not be considered by itself or as a substitute for comparable measures under Ind AS or IFRS or other measures of operating performance, liquidity
	or ability to pay dividends. Our NOI may not be comparable to the NOI of other companies/REITs due to the fact that not all companies/REITs use the
NR	same definition of NOI. Accordingly, there can be no assurance that our basis for computing this non-GAAP measure is comparable with that of other Not Relevant
NSE	Notineevalii National Stock Exchange of India Limited
OC	Occupancy Certificate
Occupancy by Value	Occupancy of the Commercial Offices weighted by GAV of completed Commercial Offices
Occupied Area	The Completed Area of a property which has been leased or rented out in accordance with an agreement entered into for the purpose and also includes Letter of Intents (LoI)
Portfolio	Together, the Portfolio Assets and the Portfolio Investment
Portfolio Assets and Asset SPVs and holdcos (together the	All the Portfolio Assets together are referred to as the Asset Portfolio
Asset Portfolio) Portfolio Investment/Embassy GolfLinks	Golflinks Software Park Private Limited or GLSP or Embassy GolfLinks or Investment Entity which owns Embassy GolfLinks Business Park. GLSP is
Fortiono investment/Embassy GonLinks	classified as Portfolio Investment as defined under regulation 18(5)(da) as per REIT regulations and is not considered as a SPV as per REIT regulations.
	Accordingly, it is not required to comply with the investment and distribution policy as required under REIT regulations. While GLSP is not a SPV,
	considering that it is a significant portfolio investment, the Manager has provided additional disclosures for GLSP. Embassy REIT owns 100% in MPPL which holds 50% of the equity shareholding in GLSP. All numbers presented for Embassy GolfLinks in this report represent the entity as a whole and are
	not pro-rated to 50% unless otherwise specified
Proforma Debt Headroom	Proforma Debt Capacity (Maximum debt as per REIT Regulations) - Current Net Debt
Proposed Development Area (sf)	Leasable Area of a property for which the master plan for development has been obtained, internal development plans are yet to be finalized and
psf pm	applications for requisite approvals required under law for commencement of construction are yet to be made per sf per month
Re-leasing spread	Refers to the change in rent per square foot between new and expiring leases, expressed as a percentage
RevPAR	Revenue Per Available Room (RevPAR) is a hotel industry financial metric calculated by multiplying the Average Daily Rate by the percentage occupancy
ROFO Rs.	Right of First Offer Indian rupees
Same-Store KPIs	Same-Store KPIs represents KPIs (Occupancy/ Revenue/ NOI) from properties which are in service in both the current and prior year reporting periods to
	make comparisons between periods more meaningful. For example, for Q4FY2025, Same-Store occupancy is computed for the portfolio excluding
	acquisition of Embassy Splendid TechZone and recent completion of M3 Block B at Embassy Manyata and Block 8 at Embassy TechVillage
sf	Square feet
Sponsors	Embassy Property Developments Private Limited (EPDPL) and BRE/Mauritius Investments
TEV Trustee	Total Enterprise Value Axis Trustee Services Limited
Under construction area (sf)	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
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
YTD	The right of leader to induce terms are expiry of initial commitment period.  Year to date

# SUMMARY VALUATION REPORT

**Issued to:** 

Embassy Office Parks Management Services Private Limited in its capacity as manager of The Embassy Office Parks REIT

EMBASSY MANYATA, BENGALURU

EMBASSY TECHVILLAGE, BENGALURU

EMBASSY GOLFLINKS, BENGALURU

EMBASSY ONE, BENGALURU

EMBASSY BUSINESS HUB, BENGALURU

EXPRESS TOWERS, MUMBAI

EMBASSY 247, MUMBAI

FIRST INTERNATIONAL FINANCE CENTRE (FIFC), MUMBAI

EMBASSY TECHZONE, PUNE

EMBASSY QUADRON, PUNE

EMBASSY QUBIX, PUNE

EMBASSY OXYGEN, NOIDA

EMBASSY GALAXY, NOIDA

EMBASSY SPLENDID TECHZONE, CHENNAI

HILTON EMBASSY GOLFLINKS, BENGALURU

EMBASSY ENERGY, BELLARY DISTRICT, KARNATAKA

DATE OF VALUATION: 31ST MARCH 2025

DATE OF REPORT:  $28^{TH}$  APRIL 2025

Valuer pursuant to the requirements under the SEBI (REIT)

Regulations, 2014: Ms. L. Anuradha





#### DISCLAIMER

This report is prepared exclusively for the benefit and use of Embassy Office Parks Management Services Private Limited – "Embassy Office Parks REIT" (the "Recipient" or the "Company" or "Instructing Party") and / or its associates and/or affiliates and for, presentations, research reports, publicity materials, press releases, submission to the stock exchanges or any other regulatory authority or any notice or communication to the unitholders for the valuation of assets forming part of the portfolio of Embassy Office Parks REIT. Embassy Office Parks REIT, a Real Estate Investment Trust under the Securities and Exchange Board of India (Real Estate Investment Trusts) Regulations, 2014, as amended till date ("SEBI REIT Regulations"). The Company may share the report with its appointed advisors for any statutory or reporting requirements. Neither this report nor any of its contents may be used for any other purpose other than the purpose as agreed upon herein and in the Letter of Engagement ("LOE") dated 31st July 2023 and the addendum letter dated 1st August 2024 without the prior written consent of the Valuer.

The information in this report reflects prevailing conditions and the view of Valuer as of this date, all of which are, accordingly, subject to change. In preparation of this report, the accuracy and completeness of information shared by the REIT has been relied upon and assumed, without independent verification, while applying reasonable professional judgment by the Valuer.

This report has been prepared upon the express understanding that it will be used only for the purposes set out in the LOE dated 31<sup>st</sup> July 2023 and set out herein. The Valuer is under no obligation to provide the Recipient with access to any additional information with respect to this report unless required by any prevailing law, rule, statute or regulation.

This report should not be deemed an indication of the state of affairs of the real estate financing industry nor shall it constitute an indication that there has been no change in the business or state of affairs of the industry since the date of preparation of this document.



# TABLE OF CONTENTS

A.	INSTRUCTIONS	8
1.	Instructing Party	8
2.	Reliant Party and Purpose of Valuation	9
3.	Limitation of Liability	9
4.	Professional Competency of The Valuer	10
5.	Disclosure	11
6.	Assumptions, Disclaimers, Limitations and Qualifications to Valuation	13
a.	VALUATION SUMMARY	16
1.	Embassy Office Parks REIT Portfolio Composition	18
В.	VALUATION APPROACH AND METHODOLOGY	19
1.	Purpose of Valuation	20
2.	Valuation Guidelines and Definition	20
3.	Valuation Approach	20
4.	Valuation Methodology	20
5.	Information Sources	22
C.	REIT PORTFOLIO	23
1.	EMBASSY MANYATA	24
1.1.	Subject Property Description	24
1.2.	Statement of Assets	24
1.3.	Brief Description	25
1.4.	Acquisition Details	26
1.5.	Key Assumptions	27
1.6.	Projected NOI Growth	28
1.7.	Market Value	28
2.	EMBASSY TECHVILLAGE	28
2.1.	Subject Property Description	28
2.2.	Statement of Assets	29

2.3.	Brief Description	29
2.4.	Acquisition Details	31
2.5.	Key Assumptions	31
2.6.	Projected NOI Growth	33
2.7.	Market Value	33
3.	EMBASSY GOLFLINKS	33
3.1.	Subject Property Description	33
3.2.	Statement of Assets	34
3.3.	Brief Description	34
3.4.	Acquisition Details	35
3.5.	Key Assumptions	36
3.6.	Projected NOI Growth	36
3.7.	Market Value	36
4.	EMBASSY ONE	37
4.1.	Subject Property Description	37
4.2.	Statement of Assets	37
4.3.	Brief Description	37
4.4.	Acquisition Details	39
4.5.	Key Assumptions	39
4.6.	Projected NOI Growth	40
4.7.	Market Value	41
5.	EMBASSY BUSINESS HUB	41
5.1.	Subject Property Description	41
5.2.	Statement of Assets	41
5.3.	Brief Description	42
5.4.	Acquisition Details	43
5.5.	Key Assumptions	44
5.6.	Projected NOI Growth	44
5.7.	Market Value	45

6.	EXPRESS TOWERS	45
6.1.	Subject Property Description	45
6.2.	Statement of Assets	45
6.3.	Brief Description	45
6.4.	Acquisition Details	47
6.5.	Key Assumptions	47
6.6.	Projected NOI Growth	48
6.7.	Market Value	49
7.	EMBASSY 247	49
7.1.	Subject Property Description	49
7.2.	Statement of Assets	49
7.3.	Brief Description	49
7.4.	Acquisition Details	51
7.5.	Key Assumptions	52
7.6.	Projected NOI Growth	52
7.7.	Market Value	53
8.	FIRST INTERNATIONAL FINANCIAL CENTRE	53
8.1.	Subject Property Description	53
8.2.	Statement of Assets	53
8.3.	Brief Description.	53
8.4.	Acquisition Details	55
8.5.	Key Assumptions	56
8.6.	Projected NOI Growth	56
8.7.	Market Value	57
9.	EMBASSY TECHZONE	57
9.1.	Subject Property Description	57
9.2.	Statement of Assets	57
9.3.	Brief Description	57
9.4.	Acquisition Details	59

9.5.	Key Assumptions	59
9.6.	Projected NOI Growth	60
9.7.	Market Value	61
10.	EMBASSY QUADRON	61
10.1.	Subject Property Description	61
10.2.	Statement of Assets	61
10.3.	Brief Description	61
10.4.	Acquisition Details	63
10.5.	Key Assumptions	64
10.6.	Projected NOI Growth	64
10.7.	Market Value	65
11.	EMBASSY QUBIX	65
11.1.	Subject Property Description	65
11.2.	Statement of Assets	65
11.3.	Brief Description	65
11.4.	Acquisition Details	67
11.5.	Key Assumptions	67
11.6.	Projected NOI Growth	68
11.7.	Market Value	69
12.	EMBASSY OXYGEN	69
12.1.	Subject Property Description	69
12.2.	Statement of Assets	69
12.3.	Brief Description	69
12.4.	Acquisition Details:	71
12.5.	Key Assumptions	71
12.6.	Projected NOI Growth	72
12.7.	Market Value	72
13.	EMBASSY GALAXY	73
13.1.	Subject Property Description	73

13.2.	Statement of Assets	73
13.3.	Brief Description	73
13.4.	Acquisition Details	75
13.5.	Key Assumptions	75
13.6.	Projected NOI Growth	75
13.7.	Market Value	76
14.	EMBASSY SPLENDID TECHZONE	77
14.1.	Subject Property Description	77
14.2.	Statement of Assets	77
14.3.	Brief Description	77
14.4.	Acquisition Details	79
14.5.	Key Assumptions	79
14.6.	Projected NOI Growth	80
14.7.	Market Value	80
15.	HILTON - EMBASSY GOLFLINKS	81
15.1.	Subject Property Description	81
15.2.	Statement of Assets	81
15.3.	Brief Description	81
15.4.	Acquisition Details	82
15.5.	Key Assumptions	82
15.6.	Projected NOI Growth	83
15.7.	Market Value	83
16.	EMBASSY ENERGY	83
16.1.	Subject Property Description	83
16.2.	Statement of Assets	84
16.3.	Brief Description	84
16.4.	Acquisition Details	85
16.5.	Key Assumptions	86
16.6.	Projected NOI Growth	86

16.7.	Market Value	37
D.	KEY ASSUMPTIONS AND DISCLOSURE	38



# A. INSTRUCTIONS

# 1. Instructing Party

Embassy Office Parks Management Services Private Limited (hereinafter referred to as "the Instructing Party" or "the Client"), in its capacity as the Manager of the Embassy Office Parks REIT, has appointed Ms L.Anuradha, MRICS, registered as a valuer with the Insolvency and Bankruptcy Board of India (IBBI) for the asset class Land and Building under the provisions of the Companies (Registered Valuers and Valuation) Rules, 2017 (hereinafter referred as the "Valuer"), to undertake the valuation of commercial office real estate assets located across Bengaluru, Bellary, Pune, Mumbai, Noida & Chennai as well as affiliated facilities including a solar park, retail spaces and hotels (together herein referred as "Subject Properties" across the report).

Details of the subject properties under the purview of this valuation exercise are tabulated below:

REIT Portfolio						
S. No.	Asset	Location	Interested Value	Туре	REIT Ownership	
1	Embassy Manyata	Bengaluru	Freehold	Mixed Use	100%	
2	Embassy TechVillage	Bengaluru	Freehold <sup>1</sup>	Mixed Use	100%	
3	Embassy GolfLinks	Bengaluru	Freehold	Non SEZ	50%	
4	Embassy One	Bengaluru	Freehold	Non SEZ	100%	
5	Embassy Business Hub	Bengaluru	Freehold <sup>2</sup>	Non SEZ	100%	
6	Express Towers	Mumbai	Freehold	Non SEZ	100%	
7	Embassy 247	Mumbai	Freehold	Non SEZ	100%	
8	First International Financial Center (FIFC)	Mumbai	Leasehold*	Non SEZ	100%	
9	Embassy TechZone	Pune	Leasehold	Mixed Use	100%	
10	Embassy Quadron	Pune	Leasehold	IT/ITeS SEZ	100%	
11	Embassy Qubix	Pune	Freehold	Mixed Use	100%	
12	Embassy Oxygen	Noida	Leasehold	Mixed Use	100%	
13	Embassy Galaxy	Noida	Leasehold	Non SEZ	100%	
14	Embassy Splendid Tech Zone	Chennai	Leasehold <sup>3</sup>	Mixed Use	61%	

<sup>&</sup>lt;sup>1</sup> Total land area is of approx. 84.05 acres, under the ownership of Vikas Telecom Private Limited and Sarla Infrastructure Private Limited. Additionally, approximately 1.9 acres out of the total land extent is leasehold.

<sup>&</sup>lt;sup>2</sup> In accordance with the terms of the Joint Development Agreement (JDA), Phase I comprises a total leasable area of approximately 0.6 million square feet (msf), of which Embassy REIT's share is approximately 0.4 msf. Phase II comprises a total leasable area of approximately 1.4 msf, with Embassy REIT's share being approximately 1.0 msf. (Includes a food court with a total area of approximately 33,007 sq. ft., of which the chargeable area is approximately 6,727sq. ft.)

<sup>&</sup>lt;sup>3</sup> Land is a freehold property of SNP which granted leasehold rights over the Embassy Splendid TechZone Land for a period of 30 (thirty) years from November 9, 2016, with ESNP being entitled to renew the leasehold rights for 3 (three) further terms of 30 (thirty) years each.

L. Anuradha MRICS

		REIT Portfolio			
S. No.	Asset	Location	Interested Value	Туре	REIT Ownership
15	Hilton at GolfLinks	Bengaluru	Freehold	Hotel	100%
16	Embassy Energy	Bellary District, Karnataka	Freehold	Solar Park	100%

The exercise has been carried out in accordance with the instructions (Caveats & Limitations) detailed in Section 6 (Part A) of this report. The extent of professional liability towards the Client is also outlined within these instructions.

#### 2. Reliant Party and Purpose of Valuation

Embassy Office Parks Management Services Private Limited as the manager of the Embassy Office Parks REIT ("Embassy REIT") and its unit holders for the purposes of disclosure of valuation of assets forming part of the portfolio of REIT in presentations, research reports, press releases, any statutory or reporting requirements. The auditors, chartered accountants, lawyers, Axis Trustee Services Limited, Cushman & Wakefield India Private Limited and other advisers of the Embassy REIT can also place reliance on the report (including any summary thereof), however, no liability shall be extended to these parties.

The valuation report will be prepared strictly and only for the use of the Reliant Party and for the Purpose specifically stated. The instructing party would make all reliant parties aware of the terms and conditions of this agreement under which this exercise is being undertaken.

# 3. Limitation of Liability

The Valuer will provide the Services exercising due care and skill, but The Valuer accepts legal liability arising from gross negligence or wilful default to any person in relation any breach under the LOE, save and except possible environmental site contamination or any failure to comply with environmental legislation which may affect the opinion of value of the properties. Further, The Valuer shall not accept liability for any errors, misstatements, omissions in the Report caused due to false, misleading or incomplete information or documentation provided to The Valuer by the Instructing Party

The Valuer's maximum aggregate liability for claims arising out of or in connection with the Valuation Report, under this contract shall be limited to an aggregate sum not exceeding INR 30 Million.



<sup>\*</sup>Note: Earnest Towers Private Limited has leasehold interest in two levels of basements, portion of ground and first floor, entire 2<sup>nd</sup> to 7<sup>th</sup> floors totally admeasuring 2,26,663 square feet (21,058 square meters) together with 54.2% undivided share in the underlying land and in the common areas in the building known as 'First International Financial Centre'

In the event that any of the Sponsor, Manager, Trustee, Embassy REIT in connection with the report be subject to any claim ("Claim Parties") in connection with, arising out of or attributable to the Valuation Report, the Claim Parties will be entitled to require The Valuer to be a necessary party/ respondent to such claim and The Valuer shall not object to their inclusion as a necessary party/ respondent. In all such cases, the Manager agrees to reimburse/ refund to The Valuer, the actual cost (which shall include legal fees and external counsel's fee) incurred by the Valuer while becoming a necessary party/respondent, save and except where the report of the valuer is proven to be breach of applicable laws, not accountable to the Instructing Party If the Valuer does not cooperate to be named as a party/respondent to such claims in providing adequate/successful defence in defending such claims, the Claim Parties jointly or severally will be entitled to initiate a separate claim against the Valuer in this regard, and the Valuer's liability shall extend to the value of the claims, losses, penalties, costs and liabilities incurred by the Claim Parties.

The Valuer will neither be responsible for any legal due diligence, title search, zoning check, development permissions and physical measurements nor undertake any verification/ validation of the zoning regulations/ development controls etc.

# 4. Professional Competency of The Valuer

Ms. L. Anuradha is registered as a valuer with the Insolvency and Bankruptcy Board of India (IBBI) for the asset classes of Land and Building under the provisions of The Companies (Registered Valuers and Valuation) Rules, 2017 since September 2022. She completed her bachelor's in architecture in 2002 and master's in planning from School of Planning & Architecture in 2004.

L. Anuradha has more than 20 years of experience in the domain of urban infrastructure, valuation and real estate advisory. She was working as an Associate Director for Cushman and Wakefield (hereinafter referred to as "C&WI") from 2013-2022 and was leading the team for Tamil Nadu. Kerala and Sri Lanka. Prior to joining C&WI, she has been involved in various strategy level initiatives in Institutional development and Infrastructure for donor agencies and various Government and Private clients. L. Anuradha worked with SIVA group in the M&A practice where she was involved with the financial appraisal and valuation of real estate projects. Prior to this she has worked with Price Waterhouse Coopers in the Government, Real estate and Infrastructure Development Practice where she was involved in carrying out financial appraisal and strategies for some of the State Governments in India. Her foundation in real estate valuation was at Jones Lang LaSalle where she worked for 3 years on multiple valuations and entry strategies for Indian NBFCs and funds.

Her last employment was at C&WI. As an Associate Director of the Valuation and Advisory team at C&WI, Ms. L. Anuradha provided support on identified business/ new opportunities, evaluated proposals for new property investments and/ or dispositions while providing analytical support for Investment recommendations. L. Anuradha was also key personnel in carrying out the Market study for the Mindspace REIT micro markets in India. She has undertaken valuations exercises for multiple private equity/real estate funds, financial institutions, developers and

10

#### L. Anuradha MRICS

corporates across asset classes of commercial, retail, residential and hospitality. Her clientele included Mindspace REIT, Brookfield REIT, HDFC, DLF, RMZ, CapitaLand, Tata Realty, TVS group and other nationalized banks such as State Bank of India, Bank of Baroda, Punjab National Bank, etc.

#### 5. Disclosure

The Valuer declares and certifies that:

- She is eligible to be appointed as a valuer in terms of the Securities and Exchange Board of India (Real Estate Investment Trusts) Regulations, 2014, including amendments and any rules, regulations, circulars, guidelines and clarifications thereunder, each as amended (the "**REIT Regulations**"), including Regulation 2(1)(zz).
- She is not an associate of the Embassy Office Parks Management Services Limited/Embassy Office Parks REIT, the Instructing Party or the Sponsors or Sponsor Group of the Embassy Office Parks REIT.
- She is registered with IBBI as registered valuer for asset class Land and Building under the provisions of the Companies (Registered Valuer and Valuation) Rules, 2017.
- She has more than a decade's experience in leading large real estate valuation exercises comprising investment
  portfolios of various real estate funds, trusts and corporates comprising diverse assets like residential projects,
  retail developments, commercial office buildings, townships, industrial facilities, data centres, hotels, healthcare
  facilities and vacant land and therefore has adequate experience and qualification to perform Subject Property
  valuations at all times.
- Except for issuing the valuation report dated April 5, 2024, in relation to the acquisition of Embassy Splendid TechZone, Chennai to the Client, she has not been involved in acquisition or disposal within the last twelve months of any of the Subject Properties valued under this Summary Valuation Report.
- She has educational qualifications, professional knowledge and skill to provide competent professional services.
- She has adequate and appropriate experience, qualification and competence to undertake valuations in accordance with the Companies (Registered Valuers and Valuation) Rules, 2017 as amended till date and the REIT Regulations including amendments.
- She is not financially insolvent or declared bankrupt by any competent authority.
- She has ensured that adequate and robust internal controls are in place to ensure the integrity of the Summary Valuation Report.
- She has acquainted herself with all the relevant rules, regulations, laws and statutes relevant for conduct of the valuation exercise
- The professional fee being charged for this exercise is not based on the success of any proposed transaction or value estimated.

- She has conducted the valuation exercise without any influence, coercion or bias and in doing so rendered high standards of service, ensured due care, and exercised due diligence and professional judgment.
- She has acted independently and with objectivity and impartiality in conducting this valuation exercise.
- The valuation exercise that has been undertaken is impartial, true and to her best understanding and knowledge, fair and in accordance with the Securities and Exchange Board of India (Real Estate Investment Trusts) Regulations, 2014 along with subsequent amendments.
- She or any of her employees involved in valuing the assets of the Embassy Office Parks REIT have not invested nor shall invest in the units of Embassy Office Parks REIT or in securities of any of the Subject Properties being valued till the time she is designated as the Valuer and not less than six months after ceasing to be the Valuer of the Embassy Office Parks REIT.
- She has discharged her duties towards Embassy Office Parks REIT in an efficient and competent manner, utilising her professional knowledge, skill and experience in best possible way to conduct the valuation exercise.
- She has conducted the valuation of the Subject Properties with transparency and fairness and rendered, at all
  times, high standards of service, exercise due diligence, ensure proper care and exercised independent
  professional judgment.
- She has not and shall not accept any remuneration, in any form, for conducting valuation of any of the Subject
  Properties of Embassy Office Parks REIT from any person or entity other than Embassy Office Parks REIT or
  its authorised representatives.
- She has no existing or planned future interest in the Client, Trustee, Manager, Embassy Office Parks REIT, the Sponsor, or the Sponsor Group or the Special Purpose Vehicles ("SPVs") and the fee for this valuation exercise is neither contingent upon the values reported nor on success of any of the transactions envisaged or required as part of the disclosure of valuation of assets, forming part of the portfolio of Embassy Office Parks REIT, in accordance with the Securities and Exchange Board of India (Real Estate Investment Trusts) Regulations, 2014, as amended, together with clarifications, guidelines and notifications thereunder.
- The valuation reported is not an investment advice and should not be construed as such, and specifically she
  does not express any opinion on the suitability or otherwise of entering into any financial or other transaction
  with the Client or the SPVs.
- She shall, before accepting any assignment from any related party to Embassy Office Parks REIT, disclose to Embassy Office Parks REIT, any direct or indirect consideration which the Valuer may have in respect of such assignment.
- She shall disclose to the Trustee of Embassy Office Parks REIT, any pending business transaction, contracts under negotiations and other arrangements with the Instructing Party or any other party whom the Embassy Office Parks REIT is contracting with or any other factors which may interfere with her ability to give an

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independent and professional conduct of the valuation exercise; as on date the Valuer has no constraints towards providing an independent professional opinion on the value of any of the Subject Properties.

- She has not and shall not make false, misleading or exaggerated claims in order to secure or retain her appointment.
- She has not and shall not provide misleading opinion on valuation, either by providing incorrect information or by withholding relevant information.
- She has not accepted this instruction to include reporting of the outcome based on a pre-determined opinions and conclusions required by Embassy Office Parks REIT.
- The valuation exercise has been conducted in accordance with internationally accepted valuation standards as required by SEBI (REIT) Regulations and The Companies (Registered Valuers and Valuation) Rules, 2017.

#### 6. Assumptions, Disclaimers, Limitations and Qualifications to Valuation.

The Summary Valuation Report is subject to the following:

- a. The valuation exercise is based on prevailing market dynamics as on the date of valuation without taking into account any unforeseeable event or developments, which could impact the valuation in the future.
- b. The valuation exercise is not envisaged to include all possible investigations with respect to the Subject Properties and wherein certain limitations to the investigations and inspections carried out are identified so as to enable the Reliant Party/Parties to undertake further investigations wherever considered appropriate or necessary prior to reliance. The Valuer is not liable for any loss occasioned by a decision not to conduct further investigation or inspections.
- c. Assumptions, being an integral part of any valuation exercise, are adopted as valuation is a matter of judgment and many parameters utilized to arrive at the valuation opinion may fall outside the scope of expertise or instructions of the Valuer. The Reliant Parties accepts that the valuation contains certain specific assumptions and acknowledge and accept the risk that if any of the assumptions adopted to arrive at the valuation estimates turns out to be incorrect, there may be a material impact on the valuations.
- d. The valuation exercise is based on the information shared by the Instructing Party or the Client, which has been assumed to be correct and used to conduct the valuation exercise while applying reasonable professional judgment by the Valuer. In case of information shared by any third party and duly disclosed in the report, the same is believed to be reasonably reliable, however, the Valuer does not accept any responsibility should those prove not to be so.
- e. Any statement regarding any future matter is provided as an estimate and/or opinion based on the information known at the date of this report. No warranties are given regarding accuracy or correctness of such statements.
- f. Any plan, map, sketch, layout or drawing included in this report is to assist reader in visualizing the relevant Subject Properties and for representation purposes only with no responsibility being borne towards their mathematical or geographical accuracy.

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- g. In absence of any specific information shared to contrary, it is assumed that the Subject Properties are free from any encroachments and available on the date of valuation.
- h. Unless any specific information is shared, it shall be assumed that the Subject Properties are not contaminated and not adversely affected by any existing or proposed environmental law and any processes which are carried out on the Subject Properties which are regulated by environmental legislations are properly licensed by the appropriate authorities
- i. The valuation includes all those items forming or likely to form an integral part of the Subject Properties including service installations that would in normal course of business shall pass with the sale of property, excluding those items of plant, machinery, equipment, furnishings that may have been installed by the tenant or occupier or are used with the enterprise being carried on within the properties
- j. Area estimates and product/use mix of Subject Properties adopted for the purpose of valuation exercise shall be based on the information provided by the Client/Instructing Party. The same shall not be cross-verified with any competent government authority.
- k. In absence of any contrary information available or shared, it is assumed that there are no abnormal ground conditions nor archaeological remains present, which might adversely affect the current or future occupation, development or value of the Subject Properties. The Subject Properties are assumed to be free from any rot, infestations, structural or latent defect; no currently known deleterious or hazardous materials or suspect techniques are used in construction or subsequent alterations or additions to the Subject Properties and comments made in the Subject Properties details do not purport to express an opinion about an advice upon the conditions of uninspected parts and should be taken as making an implied representation or statement about such parts. Further, for the purpose of this valuation exercise, it shall be assumed that the proposed development on the property is physically achievable from a planning and development perspective.
- 1. No allowances are made with respect to any existing or proposed local legislation relating to taxation on realization of the sale value of the Subject Properties. Further the Valuer shall not be required to give any testimony to appear in court by reason of this valuation exercise and deliverables submitted thereof.
- m. Given the still evolving and maturing real estate markets in India, any comparable evidences (if any) or market quotes provided has been limited to basic details such as area of asset, general location, price/rate of transaction or sale and any other specific details that are readily available in public domain only shall be shared.
- n. Any factual information such as tenants leasable area, rentals, lease/rent commencement date, lock-in period, rent escalation terms, etc. with respect to Subject Properties basis of the rent rolls shared by the Company /Instructing Party. The same would be assumed to be correct and any changes in any of these relevant parameters may have material impact on the valuations thereby necessitating a relook to the valuation estimates.
- o. All measurements, areas and the Subject Properties age quoted/mentioned in the report are approximate and no measurements shall be undertaken of the said areas with information provided by the client utilized as such.
- p. The Valuer is not an advisor with respect to any tax, regulatory or legal matters with respect to by Embassy Office Parks REIT. No investigation or enquiries on the holding entity or any SPV's claim on the title of the Subject

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Properties has been made and the same is assumed to be valid based on the information shared by the Client/Instructing Party. No consideration shall be / has been given to liens or encumbrances against the assets unless specifically disclosed and shared with valuer to be incorporated in the valuation estimates. Therefore, no responsibility is assumed for matters of a legal nature.

q. The Valuer does not have any present or planned future financial interest in the Company/Instructing Party, Trustee, Investment Manager or the holding entity as of the date of this engagement letter and the fee for the valuation exercise is not contingent upon value assessed. The valuation analysis and deliverables should not be construed as an investment advice and specifically not as any opinion on the suitability or otherwise of entering into any financial or other transaction with the Company/ Instructing Party or the holding entity.

a. VALUATION SUMMARY

# **Valuation Summary**

REIT Portfolio							
			Leasable area (msf) <sup>1</sup>	Market Value (in INR Mn)			
S.No.	Asset	Completed	Under Construction (UC) / Proposed	Total	Completed	Under Constructi on (UC) / Proposed	Total
1	Embassy Manyata, Bengaluru	12.8 266 Keys (5 Star), 353 Keys (3 Star)	3.4	16.3 266 Keys (5 Star) 353 Keys (3 Star)	Office: 202,407 Hotel: 15,865	Office: 31,375 Hotel:	249,646
2	Embassy TechVillage, Bengaluru	9.2	0.4 311 Keys (5 Star), 207 Keys (3 Star)	9.6 311 Keys (5 Star) 207 Keys (3 Star)	Office: 133,944 Hotel:	Office: 2,956 Hotel: 3,497	140,396
3	Embassy GolfLinks, Bengaluru	3.1		3.1	38,178		38,178
4	Embassy One, Bengaluru	0.3 230 Keys (5 Star)		0.3 230 Keys (5 Star)	Office: 5,330 Hotel: 9,689	Office:  Hotel: 	15,019
5	Embassy Business Hub, Bengaluru	0.4	1.0	1.4	4,295	2,376	6,671
6	Express Towers, Mumbai	0.5		0.5	20,278		20,278
7	Embassy 247, Mumbai	1.2		1.2	19,865		19,865
8	First International Financial Center (FIFC), Mumbai	0.4		0.4	15,813		15,813
9	Embassy TechZone, Pune	3.0	2.4	5.5	22,068	2,080	24,148
10	Embassy Quadron, Pune	1.9		1.9	9,125		9,125
11	Embassy Qubix, Pune	1.5		1.5	9,565		9,565
12	Embassy Oxygen, Noida	3.3		3.3	26,091		26,091
13	Embassy Galaxy, Noida	1.4		1.4	10,549		10,549
14	Embassy Splendid TechZone	1.4	3.6	5.0	8,432	7,112	15,544
15	Hilton at GolfLinks, Bengaluru	247 Keys (5 Star)		247 Keys (5 Star)	7,067		7,067
16	Embassy Energy, Bellary District, Karnataka	130MW DC (100MW AC)		130MW DC (100MW AC)	3,679		3,679
	Total				562,236	49,396	611,632

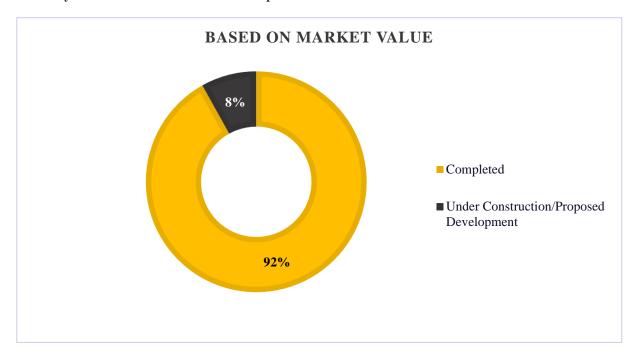
Note: All figures in the above table are rounded.

Based on Client Input; 31st March 2025 rent roll, lease deeds; Note-Office & Retail refers to leasable area

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# 1. Embassy Office Parks REIT Portfolio Composition



This Summary Valuation Report is provided subject to the summary of assumptions, disclaimers, limitations and qualification detailed throughout this Report which are made in conjunction with those included within the sections covering various assumptions, disclaimers, limitations and qualifications within the detailed Valuation Report. Reliance on this report and extension of the liability of the Valuer is conditional upon the reader's acknowledgement of these statements. This valuation is for the use of the parties mentioned in Section 3 (Part A) of this Summary Valuation Report.

Prepared By

Dauradha

(L. Anuradha) MRICS IBBI Registered Valuer (L&B) (IBBI/RV/02/2022/14979)



**B.** VALUATION APPROACH AND METHODOLOGY

#### 1. Purpose of Valuation

The Report is being prepared to be relied upon by the Reliant Parties and inclusion, as a whole, a summary thereof or any extracts of the report, in any documents prepared in relation for the disclosure of valuation of assets forming part of the portfolio of Embassy Office Parks REIT under the Securities and Exchange Board of India (Real Estate Investment Trusts) Regulations, 2014 [SEBI (REIT) Regulations], as amended, together with circulars, clarifications, guidelines and notifications thereunder by SEBI and also disclosure as per fair value accounting under Indian Accounting Standards (Ind AS 40).

#### 2. Valuation Guidelines and Definition

Given the purpose of valuation as mentioned above, the valuation exercise has been carried out to estimate the "Market Value" of the Subject Properties in accordance with the IVSC International Valuation Standards issued in 2021 and effective from 31st January 2022. As per IVS 104, "Market Value" is defined as 'The estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's-length transaction after proper marketing and where the parties had each acted knowledgeably, prudently and without compulsion.

## 3. Valuation Approach

The basis of valuation for the Subject Property being Market Value, the same has been derived by the following approach:

#### **Discounted Cash Flow Method using Rental Reversion**

The market practice in most commercial/ IT developments involves contracting tenants in the form of precommitments at sub-market rentals to increase attractiveness of the property to prospective tenants typically extended to anchor tenants. Additionally, there are instances of tenants paying above-market rentals for certain properties as well (primarily owing to market conditions at the time of contracting the lease). In order to arrive at a unit value for these tenancies, we have considered the impact of such sub/above market leases on the valuation of the Subject Property.

For the purpose of the valuation of Subject Properties, Income Approach - Discounted Cash Flow Method using Rental Reversion has been adopted.

#### 4. Valuation Methodology

In order to compute the Market Value of the Subject Property the following understanding /assessment is required:

a. Micro Market Assessment where the Subject Property is located.



- b. Portfolio Assessment (existing and future supply, demand from occupiers, average office space take up by an occupier in a particular sector, existing vacancy and the rentals)
- c. Situation of the Subject Property (current achievable rentals, vacancy numbers, competing supply in the micro market etc.) with respect to the micro market.

The details are elaborated below:

#### Portfolio & Rental Assessment:

- The area details, ownership interests of the Subject Property have been provided by the Client.
- Physical site inspections were conducted to assess the current status of the Subject Property.
- The rent rolls along with corresponding leases deeds (on a reasonable sample basis) were reviewed to identify tenancy characteristics for the Subject Property.
- The current effective rent is weighted average rentals for leased office/ retail plus other income.

# **Preparation of Future Cash Flows:**

- Computing the monthly rental income projected and translating the same to a quarterly cash flow.
- The operational expenses of the respective properties are reviewed to understand the recurring, non-recurring, recoverable and non-recoverable nature expenses and accordingly estimate the margins on the common area maintenance income, which accrues as cash inflows to the Subject Property and normalised for the purpose of cash flow projections.
- The projected future cash flows from the Subject Property are based on existing lease terms for the
  operational area till the expiry of the leases or re-negotiation, whichever is earlier, following which, the
  lease terms have been aligned with market rents achievable by the Subject Property.
- The cash flows for the operational, under construction and proposed development area have been projected separately for the purpose of estimating and reporting valuation in accordance with the SEBI (REIT) Regulations
- For vacant area, under-construction area and proposed development area, the achievable market rent-led
  cash flows are projected factoring appropriate lease-up time frame for vacant/under-construction/proposed
  development area.



- Recurring operational expenses, fit-out income (wherever applicable, however, the same has not been
  included in the NOI for the purpose of arriving at the terminal value by capitalisation) and vacancy
  provision have been adopted in-line with prevalent market practices and conditions.
- In addition, appropriate rent-free periods have been adopted during lease roll-overs to consider potential rent-free terms as well as outflows towards brokerage.
- These cash flows have been projected for 10-year duration from the date of valuation wherein 11th year
   Net operating income (NOI) is capitalized for the assessment of terminal value. These future cash flows are then discounted to present-day value (valuation date) at an appropriate discount rate to arrive at the Market Value of the Subject Property.

#### 5. Information Sources

The Subject Property related information for the valuation exercise have been provided by the client, unless otherwise mentioned. The documents provided have been assumed to be a true copy of the original. The rent rolls have been cross-checked with the lease deeds on a sample basis only to ensure its correctness.



C. REIT PORTFOLIO

#### 1. EMBASSY MANYATA

# 1.1. Subject Property Description

Embassy Manyata constitutes of Under Construction and Operational Office Blocks, ancillary Retail and 2 Hotels, located in Rachenahalli Village, Bengaluru East Taluk, Nagavara Village, Bengaluru North Taluk, Bengaluru, Karnataka - 560045.

The subject property is accessible by the Outer Ring Road and has a good connectivity to other established submarkets such as Yeshwanthpur, KR Puram, Whitefield, Sarjapur Outer ring road, etc.

#### 1.2. Statement of Assets

Embassy Manyata is a large mixed-use development comprising of Commercial IT/ITeS SEZ & Non SEZ Office and operational 2 Hotels ~ Upscale hotel with a Convention Centre & Mid-scale hotel comprising of 619 keys. The total leasable area of the office blocks is approximately 16.3 msf, which comprises of completed office blocks approximately 12.8 msf and under-construction and proposed blocks approximately 3.4 msf.

## **Office**

Components	Blocks	Leasable Area (msf.)	Usage Type	Occupancy
Completed Blocks	Jacaranda (C1), Cedar (C2), ELM (C4), Redwood (D3), Cypress (D4), Beech (E1&FC), Ebony (G2), Aspen (G4), Rosewood (K), Silver Oak (E2), Pine (L5), Eucalyptus (H1), Mulberry (G1), Palm (F3), G1-G2 Bridge (G1G2), Mountain Ash (H2), Hazel (L3), MFAR (MFAR Green), Teak (G3), Philips (Philips), Banyan & Willow (Block L1-L2), NXT (Block A), Front Parcel (Retail), Mahogany (F2), Silver fur (L6), Block M3A, Block M3B.	12.8	Commercial IT/ITeS SEZ & Non SEZ Office	91%
Under Construction/Proposed Blocks	L4, F1, D1 & D2, Block Magnolia (B)	3.4	Commercial IT/ITeS SEZ & Non SEZ Office	
Total		16.3		

# **Hospitality**

Components	Details
Hilton	266 Keys
Hilton Garden Inn	353 Keys

Source: Client Input, ^Rent Rolls as on 31st March 2025, Lease Deeds/Leave and License Agreements

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#### 1.3. Brief Description

The subject property comprises of completed and under constructed IT/ITeS blocks and 2 hotels on a land area of approximately 121.8 acres. The land area under purview of this exercise is under the ownership of Manyata Promoters. Basis the site plan & visual inspection it was observed that the land under lying the subject property is irregular in shape, levelled topography, bounded by compound wall and has a superior visibility on account of the multiple accesses via the Outer ring road.

Completed Blocks: Comprises of Jacaranda (C1), Cedar (C2), ELM (C4), Redwood (D3), Cypress (D4), Beech (E1&FC), Ebony (G2), Aspen (G4), Rosewood (K), Silver Oak (E2), Pine (L5), Eucalyptus (H1), Mulberry (G1), Palm (F3), G1-G2 Bridge (G1G2), Mountain Ash (H2), Hazel (L3), MFAR (MFAR Green), Teak (G3), Philips (Philips), Banyan & Willow (Block L1-L2), NXT (Block A), Front Parcel (Retail), Mahogany (F2), Silver Fur (L6), Block M3A and Block M3B with a total leasable area of approximately 12.8 msf.

Under-Construction & Proposed Blocks – Block D1 & D2, Block L-4, Block F-1 and Block Magnolia (B) with a total leasable area of approximately 3.4 msf.

#### **Locational Advantage**

The subject property is located along the Outer Ring Road. Its good connectivity to the Kempegowda International Airport facilitates convenient travel for businesses, while its access to the Outer Ring Road streamlines intra-city commuting. The subject property enjoys good connectivity to other established micro markets such as Yeshwanthpur, KR Puram, Whitefield, Sarjapur Outer ring road, etc. The subject property itself has been the catalyst for developments in the subject micro-market and the location has emerged as a prominent real estate hub, post operations commencement of the International Airport in Devanahalli.

The distances (approximately) to Embassy Manyata from major landmarks of Bengaluru are as follows:



10-11 km from Sandal Soap Factory Metro Station



4-5 km Hebbal Railway Station. 13-14 km from Bengaluru Railway Station



26-27 km from Kempegowda International Airport



12-13 km from Bengaluru CBD



KRISHNA Bengaluru Palace medihalli Khane ಇಮ್ಮೆಡಿಹಳ್ಳಿ Benga KORAMANGALA JAYANAGAR **Subject Property Office Developments** M S Ramaiah Tech Park **Bagmane Tech Park International Tech Park Bangalore Global Technology Park** Karlte Town Centre HUB 1 Kalyani TechPark Pvt. Ltd. **Hospitality Developments Courtyard By Mariott Orchid Suites & Foods Country Inn Suites By Radison Lemon Tree Premier** The Leela Bhartiya City **Royal Orchid Resort & Convention Centre** 

The map illustrating the location, infrastructure and nearby office developments is provided below:

 $(Map\ not\ to\ scale)$ 

#### 1.4. Acquisition Details

Particulars	Details
Purchase Date for the property:	The said acquisition was undertaken as part of the 'Formation Transaction' as described in the Final Offer Document dated 27th March 2019
Acquisition Price	INR 126,661 Mn





# 1.5. Key Assumptions

Particular	Units	Information
	Revenue Assumptions	
Lease Completion of Completed Building	Year	FY 2027
Current Effective Rent	INR/sq. ft./mth	924
Achievable Market Rent	INR/sq. ft./mth	99
Parking Charges	INR/bay/mth	5,500
ARR (Hilton)	1 Qtr, Year 1	11,500
Stabilized Occupancy – 5 Star (Hotel)	%	72%
ARR (Hilton Garden Inn)	1 Qtr, Year 1	7,500
Stabilized Occupancy – 3 Star (Hotel)	%	72%
	Development Assumptions	
Cost to Complete (for Under Construction/ Proposed Development)	INR Mn	11,809 <sup>5</sup>
Expected Completion Date	Year	FY 2031
	Other Financial Assumptions	
Cap Rate	%	8%
WACC (Complete/ Operational)	%	11.75%
WACC (Under-construction/ Proposed Development)	%	13.00%
Cap Rate (Hotel)	%	7.14% (Viz. an EV/EBITDA multiple 14)

Denotes the weighted average rentals for leased office/retail spaces plus other income
 Indicative of pending cost towards base build works and does not include the cost for refurbishments/infrastructure upgrade works

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Particular	Units	Information
WACC (Complete/ Operational) (Hotel)	%	12.14%

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

#### 1.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying **assumptions** to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars - Commercial	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Net Operating Income	INR Mn	13,330	19,472	22,756	23,984	24,652	25,000	26,244	26,795	27,425	27,349	29,025
Growth	%	-	46%	17%	5%	3%	1%	5%	2%	2%	0%	6%

Particulars - Hospitality	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
EBITDA	INR Mn	985	1,130	1,222	1,277	1,342	1,410	1,486	1,557	1,636	1,719	1,811
Growth	%		15%	8%	5%	5%	5%	5%	5%	5%	5%	5%

#### 1.7. Market Value

The market value of Embassy Manyata as on 31st March 2025 is as follows:

Commercial: INR 233,782 Mn

(Indian Rupees Two Hundred Thirty-Three Thousand Seven Hundred and Eighty-Two Million Only)

Hospitality: INR 15,865 Mn

(Indian Rupees Fifteen Thousand Eight Hundred and Sixty-five Million Only)

# 2. EMBASSY TECHVILLAGE

#### 2.1. Subject Property Description

Embassy TechVillage is an operational IT/ITeS Park, along with ancillary Retail, 2 Hotels & a Convention Centre located along the Sarjapur Outer Ring Road, Devarabeesanahalli, Bengaluru, Karnataka - 560103.



The subject property is located along the Sarjapur-ORR stretch towards the South - East of Bengaluru City. This stretch of the road has emerged as an important commercial vector of Bengaluru with the establishment of significant commercial activity primarily focused towards SEZ and Non SEZ developments.

#### 2.2. Statement of Assets

Embassy TechVillage is a large mixed-used Development expected to comprise of Commercial IT/ITeS SEZ & Non SEZ Office and 2 hotels ~ Upscale hotel with a Convention Centre & Mid-scale hotel. The total leasable area of the office block is approximately 9.6 msf, which comprises of completed office blocks approximately 9.2 msf, under-construction block approximately 0.4 msf. The under-construction hotel is expected to comprise of 518 keys.

#### Office

Components	Blocks	Leasable Area (msf.)	Usage Type	Occupancy
Completed Blocks	Block-1A- Carnation, Block 2A-Aster, Block 2A-West Wing, Block 2B-Hibiscus, Block 2C- Lilac, Block 2D-Gardenia, Block 7B- Primrose Block 5-ABC (Alyssa, Begonia and Clover), Block 5-D (Daffodil), Block 5-E (Orchids), Block 5-F (Flora), Block 5-G&H (Tulips), Block 5-I & J (Trillium), Block 5-K (Marigold), Block 5-L (Lavender), Block 9 (JPMC block) and Parcel 8 with Blocks - A, B, C, D.	9.2	SEZ/ Non SEZ	90%
Under Construction/ Proposed Blocks	Parcel 6	0.4	Non SEZ	
Total		9.6		

#### **Hospitality**

Components	Details
Hotel (5 Star) – Under Construction/ Proposed development	311 Keys
Hotel (3 Star) – Under Construction/Proposed development	207 Keys

Source: Client Input, ^Rent Rolls as on 31st March 2025, Lease Deeds/Leave and License Agreements

## 2.3. Brief Description

The subject property is being constructed on a total land area of approximately 103.4 acres and the land area under purview of this exercise is approximately 84.05 acres under the ownership of Vikas Telecom Private Limited (VTPL) & Sarla Infrastructure Private Limited (SIPL). The Subject Property land is irregular in shape, with levelled



topography, bounded by compound wall and also has a superior visibility on account of the multiple accesses via the Outer ring road.

Completed Blocks: Comprises of Block-1A- Carnation, Block 2A-Aster, Block 2A-West Wing, Block 2B-Hibiscus, Block 2C-Lilac, Block 2D-Gardenia, Block 7B- Primrose, Block 5- ABC (Alyssa, Begonia and Clover), Block 5-D (Daffodil), Block 5-E (Orchids), Block 5- F (Flora), Block 5- G&H (Tulips), Block 5- I & J (Trillium), Block 5- K (Marigold), Block 5-L (Lavender), Block 9 (JPMC block) and Parcel 8 with Blocks - A, B, C, D with a total leasable area of approximately 9.2 msf.

Under-Construction Block – The total leasable area of the under-construction block is approximately 0.4 msf and the hospitality block (518 keys) along with convention centre is currently under-construction. These blocks are expected to be completed by FY 2028.

# Locational Advantage

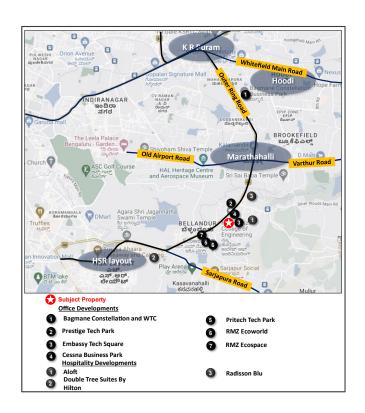
The subject property is located along the Outer Ring Road (ORR) in the Bellandur-Marathahalli region, Bengaluru and forms part of the ORR Micro market. This micro market is considered as the most prominent office destinations in the city on account of presence of the IT/ITeS office clusters, large residential developments, superior infrastructure, connectivity, proximity to important hubs of Bengaluru, etc. Some of the prominent commercial developments include RMZ Eco world, RMZ Eco space, Prestige Tech Park, Cessna Business Park, Aloft, Radisson Blu & Double tree suites by Hilton, etc.

The distances (approximately) to ETV from major landmarks of Bengaluru are as follows:



The map illustrating the location, infrastructure and nearby office developments is provided below:





(Map not to scale)

# 2.4. Acquisition Details

Particulars	Details
Purchase Date for the property:	December 24, 2020
Acquisition Price:	INR 97,824 Mn

# 2.5. Key Assumptions

Particular	Units	Information
	Revenue Assumptions	
Lease Completion of Completed Building	Year	FY 2028

Particular	Units	Information		
Current Effective Rent	INR/sq. ft./mth	869		
Achievable Market Rent	INR/sq. ft./mth	Office – 97		
Parking Charges	INR/bay/mth	6,000		
ARR – 3 Star (Hotel)	INR/ room/ day	7,000		
Stabilized Occupancy – 3 Star (Hotel)	%	72%		
ARR – 5 Star (Hotel)	INR/ room/ day	10,000		
Stabilized Occupancy – 5 Star (Hotel)	%	72%		
	<b>Development Assumptions</b>			
Cost to Complete (for Under Construction/ Proposed Development)	INR Mn	10,846 <sup>10</sup>		
Expected Completion Date	Year	FY 2028		
	Other Financial Assumptions			
Cap Rate- Commercial	%	8%		
Cap Rate- Hotel	%	7.14% (Viz. an EV/EBITDA multiple 14)		
WACC (Complete/ Operational)	%	11.75 %		
WACC (Under-construction/ Proposed Development)	%	13.00%		
WACC (Under-construction/ Proposed Development Hotel)	%	13.50%		

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

Denotes the weighted average rentals for leased office/retail spaces plus other income
 Indicative of pending cost towards base build works, including Block 8, which was completed in March 2025. This does not include costs associated  $with\ refurbishment\ or\ infrastructure\ upgrade\ works.$ 

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#### 2.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars - Commercial	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Net Operating Income	INR Mn	8,429	10,561	11,118	12,424	12,568	13,015	13,888	14,362	15,682	16,526	17,929
Growth	%		25%	5%	12%	1%	4%	7%	3%	9%	5%	8%

Particulars - Hospitality	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
EBITDA	INR Mn	(4,165)	(1,860)	547	727	924	1,059	1,112	1,163	1,220	1,282	1,351
Growth	%				33%	27%	15%	5%	5%	5%	5%	5%

#### 2.7. Market Value

The market value of Embassy TechVillage as on 31st March 2025 is as follows:

Commercial: INR 136,900 Mn

(Indian Rupees One Hundred Thirty – Six Thousand and Nine Hundred Million Only)

Hospitality INR 3,497 Mn

(Indian Rupees Three Thousand Four Hundred and Ninety-Seven Million Only)

#### 3. EMBASSY GOLFLINKS

## 3.1. Subject Property Description

Embassy GolfLinks is an operational Office Park located in Challaghatta Village, Varthur Hobli, Mahadevapura, Bengaluru East Taluk, Bengaluru, Karnataka – 560071.

The subject property is located, along the Koramangala – Indiranagar Intermediate Ring Road towards the eastern part of Bengaluru, in close proximity to the Domlur Flyover.



#### 3.2. Statement of Assets

The Embassy GolfLinks is spread on a land area of approximately 37.1 acres. It is an operational office park with a total leasable area of approximately 3.1 msf (Embassy REIT Share) and occupancy as stated below as on the date of valuation.

Components	Blocks	Leasable Area (msf.)	Usage Type	Occupancy
Completed Blocks	Comprises of Augusta, Blue Bay, Cinnabar Hills, Crystal Downs, Eagle Ridge, Fairwinds, Fountain Head, Pacific Dunes, Peach Tree, Pine Valley, Prince Ville, Rivera FC, St. Andrews, Sunningdale, Sunriver, Torrey Pines	3.1	Office (Non SEZ)	100%
Total		3.1		100%

Source: Client Input, 'Rent Rolls as on 31st March 2025, Lease Deeds/Leave and License Agreements

#### 3.3. Brief Description

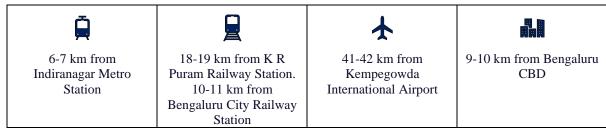
The subject property is under the ownership of GolfLinks Software Park Private Limited with total leasable area of 3.1 msf. Basis the site plan & visual inspection it was observed that the land underlying the subject property is irregular in shape, levelled topography, bounded by compound wall and has a superior visibility on account of the multiple accesses via the Intermediate ring road.

The entire IT/ ITeS park is completed and comprises of Augusta, Blue Bay, Cinnabar Hills, Crystal Downs, Eagle Ridge, Fairwinds, Fountain Head, Pacific Dunes, Peach Tree, Pine Valley, Prince Ville, Rivera FC, St. Andrews, Sunningdale, Sunriver, Torrey Pines with a total leasable area of approximately 3.1 msf.

# **Locational Advantage**

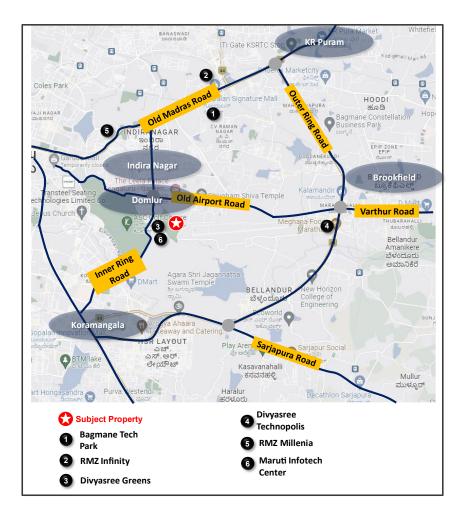
The subject property is located in close proximity to locations such as Indiranagar, Koramangala, etc. which are considered as established residential and commercial locations within the city enabling easy access. The Old Airport Road, connects the city centre to prominent office locations such as Marathahalli, Outer Ring Road, Whitefield, etc. The location is marked by presence of prominent hotels such as Leela Palace, Royal Orchid, Hilton, etc. and hospitals like Manipal Hospital, Cloud 9, etc.

The distances (approximately) to Embassy GolfLinks from major landmarks of Bengaluru are as follows:



The map illustrating the location, infrastructure and nearby office developments is provided below:





(Map not to scale)

# 3.4. Acquisition Details

Particulars	Details
Purchase Date for the property:	The said acquisition was undertaken as part of the 'Formation Transaction' as described in the Final Offer Document dated 27th March 2019. An additional area of 170,930 sq. ft. was acquired in Q3, FY 2022. Further an additional area of 185,803 sq. ft. was acquired in Q1, FY 2023
Purchase Price:	INR 49,439 Mn

Note: The Valuation presented is for 100% interest in the asset. However, based on inputs provided by the Client, the REIT hold 50% of the interests in the asset (INR 24,720 million)



## 3.5. Key Assumptions

Particular	Units	Information
	Revenue Assumptions	
Lease Completion of Completed Building	Year	NA
Current Effective Rent	INR/sq. ft./mth	15611
Achievable Market Rent	INR/sq. ft./mth	155
Parking Charges	INR/bay/mth	6,000
	Other Financial Assumptions	
Cap Rate	%	8%
WACC (Complete/ Operational)	%	11.75%

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

# 3.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Net Operating Income	INR Mn	5,770	6,327	6,555	6,832	7,087	7,471	7,698	7,835	8,044	7,984	9,122
Growth	%		10%	4%	4%	4%	5%	3%	2%	3%	-1%	14%

# 3.7. Market Value

The market value of Embassy GolfLinks as on 31st March 2025 is as follows:

INR 76,355 Mn





<sup>&</sup>lt;sup>11</sup> Denotes the weighted average rentals for leased office/food court spaces plus other income

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# (Indian Rupees Seventy-Six Thousand Three Hundred and Fifty-Five Million Only)

#### Note:

- 1. The Valuation presented is for 100% interest in the asset. However, based on inputs provided by the Client, the REIT hold 50% of the interests in the asset (viz. INR 38,178 Mn)
- 2. The above valuation excludes valuation of Hilton at Embassy Golflinks. The valuation of Hilton at Embassy GolfLinks is presented in section 15 (Sub Section 6).

#### 4. EMBASSY ONE

#### 4.1. Subject Property Description

Embassy One is a mixed-use development, located along Bellary Road, Ganga Nagar, Bengaluru, Karnataka – 560032. It comprises of a completed Office block, a hotel – Four Seasons and Retail Space. It also includes Residential Apartments (Four Seasons branded and serviced) as part of the larger development. However, we have considered the Office Space & Hotel – "Four Seasons" for the purpose of valuation.

#### 4.2. Statement of Assets

Embassy One is a Non SEZ Office Block with a Luxury Hotel (viz. Four Seasons) comprising of 230 Keys. The Total Leasable Area of the Office Block is approximately 0.3 msf, which is completed as on date of valuation.

#### Office

Components	Blocks	Leasable Area (msf.)	Usage Type	Occupancy
Completed Block	Office Block	0.3	Non SEZ	82%
Total		0.3		82%

#### **Hospitality**

Components	Details
Hotel (Four Seasons)	230 Keys

Source: Client Input, ^Rent Rolls as on 31st March 2025, Lease Deeds/Leave and License Agreements

#### 4.3. Brief Description

The Subject Property is a completed mixed-used development comprising of Office Space, the Four Seasons Hotel and Residential Apartments (branded and serviced by Four Seasons). The land area of the subject development property spans approximately 5.6 acres, with the Commercial Block with 3B + G + 13 floors comprising of approximately 0.3 msf. The Four Seasons Hotel comprises of a total of 230 keys and began its operations in 2019.

#### **Locational Advantage**

The subject property is located along the NH-44 (Bellary Road) in close proximity to Mekhri circle, which is an important confluence between the Bellary Road and the Jayamahal road, that connects to important micro-markets such as CBD, Yeshwanthpur, Hebbal, Sadhashivanagar, etc. Bellary Road extends till Sadashiva Nagar and connects to Sankey Road which further enhances its connectivity to other parts of the city. It is in close proximity to Hebbal sub micro-market which has emerged as one of the most prominent residential hotspots in the city. The micro market, which already has good social and physical infrastructure is expected to witness further growth upon completion of proposed infrastructural expansions such as Metro to Airport emanating from Outer Ring Road. The proposed Brown Line (Sarjapur to Hebbal) metro will have a positive impact to the subject property upon completion.

The distances (approximately) to Embassy One from major landmarks of Bengaluru are as follows:



4-5 km from Sampige Road Metro Station



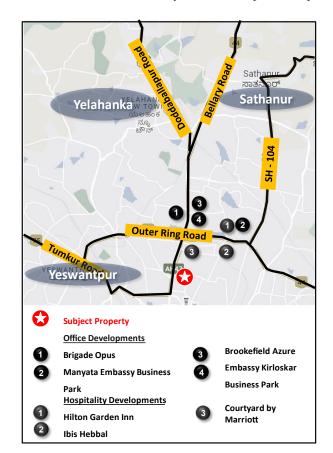
4-5 km from Hebbal Railway Station.6-7 km from Bengaluru City Railway Station



27-28 km from Kempegowda International Airport



3-4 km from Outer Ring Road



The map illustrating the location, infrastructure and nearby office developments is provided below:

(Map not to scale)

# 4.4. Acquisition Details

Particulars	Details
Purchase Date for the property:	The said acquisition was undertaken as part of the 'Formation Transaction' as described in the Final Offer Document dated 27th March 2019
Acquisition Price:	INR 13,527 Mn

# 4.5. Key Assumptions

Particular	Units	Information
	Revenue Assumptions	
Lease Completion of Completed Building	Year	Sep-26



Particular	Units	Information
Current Effective Rent	INR/sq. ft./mth	149
Achievable Market Rent	INR/sq. ft./mth	147 <sup>12</sup>
Parking Charges	INR/bay/mth	
ARR – Four Seasons (Hotel)	1 Qtr, Year 1	17,000
Occupancy Stabilization – Four Seasons (Hotel)	%	72%
	Other Financial Assumptions	
Cap Rate	%	7.75%
WACC (Complete/ Operational)	%	11.75%
Cap Rate (Hotel)	%	7.14% (Viz. an EV/EBITDA multiple 14)
WACC (Complete/ Operational) (Hotel)	%	12.14%

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

# 4.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars - Commercial	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Net Operating Income	INR Mn	345	423	453	479	487	519	528	528	553	563	611
Growth	%		23%	7%	6%	2%	7%	2%	0%	5%	2%	9%

<sup>12</sup> Inclusive of car park rent

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Particulars - Hospitality	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
EBITDA	INR Mn	533	564	624	677	773	877	951	996	1,047	1,100	1,168
Growth	%		6%	11%	8%	14%	13%	8%	5%	5%	5%	6%

#### 4.7. Market Value

The market value of Embassy One as on 31st March 2025 is as follows:

Commercial: INR 5,330 Mn

(Indian Rupees Five Thousand Three Hundred and Thirty Million Only)

Hospitality: INR 9,689 Mn

(Indian Rupees Nine Thousand Six Hundred and Eighty-Nine Million Only)

#### 5. EMBASSY BUSINESS HUB

## 5.1. Subject Property Description

Embassy Business Hub is a premier Grade A technology park situated along Bellary Road (NH-44) in Venkatala Village, North Bengaluru, Karnataka – 560064. The subject property offers a total leasable area of approximately 1.4 million square feet. Phase I is currently operational, while Phase II, including a food court, is under construction and is expected to be fully completed by FY 2028.

#### **5.2. Statement of Assets**

The Subject Property has a total leasable area of approximately 0.7 msf. in Phase I which includes Embassy's share of 0.4 msf and approximately 1.4 msf in Phase II which includes Embassy's share of 1.0. Philips India Limited has leased approximately 0.4 msf. (Ground to 13<sup>th</sup> Floor) of Phase 1.

Components	Blocks	Embassy REIT's share of Leasable Area (msf.)	Usage Type	Occupancy
Operational Block	Philips Phase 1	0.4	Non SEZ	100% 13
Under Construction/ Proposed Blocks	Hub Phase 2-1, Hub Phase 2-2, Food Court*	1.0	Non SEZ	



<sup>&</sup>lt;sup>13</sup> This is inclusive of hard option.

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Components	Blocks	Embassy REIT's share of Leasable Area (msf.)	Usage Type	Occupancy
Total		1.4		

Source: Client Input, 'Rent Rolls as on 31st March 2025, Lease Deeds/Leave and License Agreements.

#### **5.3. Brief Description**

Embassy Business Hub is being developed by Embassy Construction Private Limited ("ECPL") under a joint development agreement with a third-party landowner. The property was acquired by Embassy REIT in Mar-23. Phase I consists of approximately 0.6 msf., of which Embassy REIT holds a share 0.4 msf. Phase II, adjacent to Phase I is in under construction stage consisting of approximately 1.4 msf., Embassy REIT holds a share of approximately 1.0 msf.

Under-Construction & Proposed Blocks – Comprise of Phase 2's two blocks including food court. These blocks are expected to be fully completed by FY 2028.

## **Locational Advantage**

The subject property is located along the Bellary Road (NH-44) and has a good connectivity to the Kempegowda International Airport. The NH-44 connects Bengaluru city to Kempegowda International Airport & Devanahalli in the North. The Outer Ring Road towards the South of the micro-market further enhances the connectivity to other parts of the city. The subject property is also located in close proximity to Yelahanka micro-market which has emerged as one of the most prominent residential locations of North Bengaluru. The micro market, which already has good social and physical infrastructure is expected to witness further growth upon completion of the proposed infrastructural expansions such as Metro to Airport emanating from the Outer Ring Road.

The distances (approximately) to Embassy Business Hub from major landmarks of Bengaluru are as follows:



<sup>\*</sup>The total area of the food court, including common areas, is approximately 33,007 sq. ft. whereas the total chargeable area is 6,727 sq. ft.

Sathanur Yelahan Yelahanka **Outer Ring Road** Yeshwanthpur **Subject Property** Manyata Embassy Business 0 **Brigade Opus** RMZ Galleria **Modern Asset North Gate** Hinduja Ecopolis SEZ 8 **Brookfield North Star Embassy Kirloskar Business** Park **Embassy One Brookfield Azure** 

The map illustrating the location, infrastructure and nearby office developments is provided below:

(Map not to scale)

# **5.4.** Acquisition Details

Particulars	Details
Purchase Date for the property:	March 31, 2023
Acquisition Price:	INR 3,348 Mn

Note: The share of Embassy Office Parks REIT in the total leasable area is approx. 1.4 msf.



## 5.5. Key Assumptions

Particular	Information						
Revenue Assumptions							
Lease Completion of Completed Building	Year	-					
Current Effective Rent	Current Effective Rent INR/sq. ft./mth						
Achievable Market Rent INR/sq. ft./mth		Office – 68 Food Court - 265					
Parking Charges	INR/bay/mth	3,500					
	<b>Development Assumptions</b>						
Cost to Complete (for Under Construction/ Proposed Development)	INR Mn	5,974 <sup>14</sup>					
Expected Completion Date	Year	FY 2028					
	Other Financial Assumptions						
Cap Rate	%	8.00%					
WACC ((Operational – Fully Leased) – Phase 1)	%	11.75%					
WACC ((Under-construction/ Proposed Development) – Phase 2 & Food Court)	%	13.00%					

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

# 5.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Net Operating Income	INR Mn	292	367	894	1,195	1,267	1,369	1,404	1,465	1,580	1,615	1,830

<sup>&</sup>lt;sup>14</sup> Indicative of pending cost towards base build works and does not include the cost for refurbishments/infrastructure upgrade works

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Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Growth	%		26%	143%	34%	6%	8%	3%	4%	8%	2%	13%

#### 5.7. Market Value

The market value of Embassy Business Hub as on 31st March 2025 is as follows:

#### INR 6,671 Mn

(Indian Rupees Six Thousand Six Hundred and Seventy-One Million Only)

#### 6. EXPRESS TOWERS

#### 6.1. Subject Property Description

Express Towers, Plot no. 236, Block III of Backbay Reclamation Estate, Barrister Rajni Patel Marg, Nariman Point, Mumbai. The Subject Property is accessible through Barrister Rajni Patel Marg

#### **6.2.** Statement of Assets

Based on the information provided by the client, the total completed leasable area considered for the purpose of the valuation is approximately 0.5 msf. Below table describes the details of the Express Towers

Components	Block	Leasable Area (msf.)	Usage Type	Occupancy
Completed Block	1	0.5	Non SEZ	100%
Total	1	0.5	Non SEZ	100%

Source: Client Input, 'Rent Rolls as on 31st March 2025, Lease Deeds/Leave and License Agreements.

#### 6.3. Brief Description

Express Towers is an operational Grade A completed building (hereinafter referred to as Subject Property), is located in Barrister Rajni Patel Marg, Nariman Point, Mumbai. The Subject Property is a commercial building admeasuring approximately 0.5 msf of leasable area. Subject Property is a Non-SEZ type of a commercial building, and the structure of the building has ground plus 25 floors and a basement Parking. The Subject Property is accessible via Barrister Rajni Patel Marg. It enjoys good accessibility and connectivity with other parts of the city.

South Mumbai is one of the most sought after commercial micro-markets of Mumbai and is considered as the Central Business District of Mumbai and is home to IT, commercial office, bank establishments. The micro market has presence of established buildings by prominent developers like Lodha, Oberoi, Piramal, K. Raheja, Godrej Properties, etc.

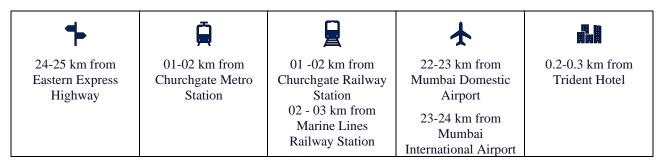
45



#### **Locational Advantage**

The subject property is surrounded by well-known other commercial towers like Maker Chambers, Free Press House, Hoechst House, Mafatlal Centre, etc within the range of 1 km. It is located approximately 1-2 km from the Churchgate Railway Station, approximately 22-23 km from Domestic Airport Terminal, approximately 23-24 km from the International Airport Terminal, Mumbai and other social infrastructure includes Trident & The Oberoi Hotels within the range of 0.2 to 0.3 & 0.3 to 0.4 km respectively. The micro market, which already has good social and physical infrastructure is expected to witness further growth upon operational metro line 3 & completion of proposed infrastructural expansions of Metro line 11.

The distances (approximately) to Express Towers from major landmarks of Mumbai are as follows:





The map illustrating the location, infrastructure and nearby office developments is provided below:

 $(Map\ not\ to\ scale)$ 

# 6.4. Acquisition Details

Particulars	Details
Purchase Date for the property:	The said acquisition was undertaken as part of the 'Formation Transaction' as described in the Final Offer Document dated 27th March 2019
Acquisition Price:	INR 18,385 Mn

# **6.5. Key Assumptions**

Particular	Units	Information
	Revenue Assumptions	



Particular	Units	Information		
Lease Completion of Completed Building	Year			
Current Effective Rent	INR/sq. ft./mth	274 <sup>15</sup>		
Achievable Market Rent	INR/sq. ft./mth	Office: 300		
Parking Charges	INR/bay/mth			
	Development Assumptions			
Cost to Complete (for Under Construction/ Proposed Development)	INR Mn			
Expected Completion Date	Qtr, Year			
	Other Financial Assumptions			
Cap Rate	%	7.50%		
WACC (Complete/ Operational)	%	11.75%		
WACC (Under-construction/ Proposed Development)	%			

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

# 6.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Net Operating Income	INR Mn	1,554	1,663	1,631	1,690	1,743	1,824	1,940	1,970	2,046	2,182	2,345
Growth	%		7%	-2%	4%	3%	5%	6%	2%	4%	7%	7%



<sup>&</sup>lt;sup>15</sup> Denotes the weighted average rentals for leased office/retail spaces plus other income

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#### 6.7. Market Value

The market value of Express Towers as on 31st March 2025 is as follows:

#### INR 20,278 Mn

(Indian Rupees Twenty Thousand Two Hundred and Seventy-Eight Million Only)

#### **7. EMBASSY 247**

## 7.1. Subject Property Description

Embassy 247, Hindustan C. Bus Stop, Lal Bahadur Shastri Road, Gandhi Nagar, Vikhroli West, Mumbai - 400079. The Subject Property is accessible through Lal Bahadur Shastri Road.

#### 7.2. Statement of Assets

Based on the information provided by the client, the total completed leasable area considered for the purpose of the valuation is approximately 1.2 msf. Below table describes the details of the Embassy 247:

Components	Blocks	Leasable Area (msf.)	Usage Type	Occupancy
Completed Blocks	A, B & C	1.2	Non SEZ	100%
Total	A, B & C	1.2	Non SEZ	100%

Source: Client Input, ^Rent Rolls as on 31st March 2025, Lease Deeds/Leave and License Agreements.

#### 7.3. Brief Description

Embassy 247 is an operational Grade A completed building (hereinafter referred to as Subject Property), is located in Lal Bahadur Shastri Road, Vikhroli West. The Subject Property is a commercial building admeasuring approximately 1.2 msf of leasable area. Subject Property is a Non-SEZ type of a commercial building. Embassy 247 has 3 towers namely A, B & C. The structure of Wing A & C has ground plus 11 floors and two levels of basement Parking whereas Wing B has ground plus 14 floors and two levels of basement Parking. The Subject Property is accessible via the Lal Bahadur Shastri Road. It enjoys good accessibility and connectivity with other parts of the city.

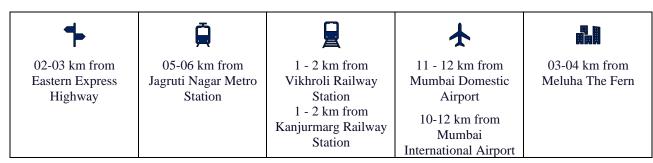
Eastern Suburbs is one of the most sought after commercial micro-markets of Mumbai and is home to major IT companies, commercial offices, and significant bank establishments. The micro market has presence of established buildings by prominent developers like Lodha, Runwal Realty, Dosti Group, L&T Realty, Godrej Properties, etc



#### **Locational Advantage**

The subject property is located approximately 2 kms away from the Jogeshwari Vikhroli Link Road and Eastern Express Highway which further enhances its connectivity to other parts of the city. Subject Property is surrounded by other well-known commercial towers like I Think Techno Campus, Ackruti Corporate Park, Empire Plaza, Godrej One etc within the range of 2 km to 4 km. Vikhroli micro market is located close to Powai, which is one of the prominent micro markets with major commercial developments including L&T Business Park, Chromium, Godrej IT Park, Hiranandani developments, etc and physical infrastructure is expected to witness further growth upon completion of proposed infrastructural expansions of Metro line 6 & 4.

The distances (approximately) to Embassy 247 from major landmarks of Mumbai are as follows:



Skin laks Tattoo & piercing studio

Powaliant
डी मार्ट
Near R Ci 2 wiall

R City Mall अप सिटी मॉल
Subject Property

Empire Plaza

Kensington

4

I Think Techno Park

Winchester

The map illustrating the location, infrastructure and nearby office developments is provided below:

 $(Map\ not\ to\ scale)$ 

6 Supreme Business Park

# 7.4. Acquisition Details

Particulars	Details
Purchase Date for the property:	The said acquisition was undertaken as part of the 'Formation Transaction' as described in the Final Offer Document dated 27th March 2019
Acquisition Price:	INR 16,727 Mn

Fairmont



## 7.5. Key Assumptions

Particular	Units	Information						
	Revenue Assumptions							
Lease Completion of Completed Building	Year							
Current Effective Rent	INR/sq. ft./mth	112 <sup>16</sup>						
Achievable Market Rent	INR/sq. ft./mth	Office: 121						
Parking Charges	INR/bay/mth							
Development Assumptions								
Cost to Complete (for Under Construction/ Proposed Development)	INR Mn							
Expected Completion Date	Qtr, Year							
	Other Financial Assumptions							
Cap Rate	%	8%						
WACC (Complete/ Operational)	%	11.75%						
WACC (Under-construction/ Proposed Development)	%							

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

# 7.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Net Operating Income	INR Mn	1,653	1,698	1,730	1,690	1,771	1,825	1,867	1,982	2,069	2,195	2,352

<sup>&</sup>lt;sup>16</sup> Denotes the weighted average rentals for leased office/retail spaces plus other income

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Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Growth	%		3%	2%	-2%	5%	3%	2%	6%	4%	6%	7%

#### 7.7. Market Value

The market value of Embassy 247 as on 31st March 2025 is as follows:

#### INR 19,865 Mn

(Indian Rupees Nineteen Thousand Eight Hundred and Sixty-Five Million Only)

#### 8. FIRST INTERNATIONAL FINANCIAL CENTRE

#### 8.1. Subject Property Description

First International Finance Centre (FIFC), Plot No. C-54 & C-55, G Block, BKC Road, Mumbai, Maharashtra 400051. The Subject Property is accessible through Bandra Kurla Complex Link Road.

#### 8.2. Statement of Assets

Based on the information provided by the client, the total completed leasable area considered for the purpose of the valuation is 0.4 msf. Below table describes the details of the First International Finance Centre (FIFC)

Components	Blocks	Leasable Area (msf.)	Usage Type	Occupancy
Completed Area	1	0.4	Non SEZ	100%
Total	1	0.4	Non SEZ	100%

Source: Client Input, ^Rent Rolls as on 31st March 2025, Lease Deeds/Leave and License Agreements.

# 8.3. Brief Description

First International Financial Centre (FIFC) is an operational Grade A completed building (hereinafter referred to as Subject Property), is located in G Block, Bandra Kurla Complex, Mumbai. The Subject Property is a commercial building admeasuring approximately 0.4 msf of leasable area. Subject Property is a Non-SEZ type of a commercial building, and the structure of the building has ground plus 13 floors. The building also has two levels of basement parking. The Subject Property is accessible via Bandra Kurla Complex Link Road. It enjoys good accessibility and connectivity with other parts of the city.

Earnest Towers Private Limited has leasehold interest in two levels of basements, portion of ground and first floor, entire 2nd to 7th floors totally admeasuring 2,26,663 square feet (21,058 square meters) together with 54.2%



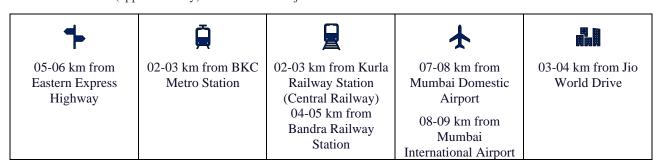
undivided share in the underlying land and in the common areas in the building known as 'First International Financial Centre'.

BKC is one of the most sought after commercial micro-markets of Mumbai and is considered as the Secondary Business District of Mumbai and is home to IT, commercial office, bank establishments. The micro market has presence of established buildings by prominent developers like K Raheja Corp, Wadhwa Group, Sunteck, Godrej Properties, Adani, etc.

#### **Locational Advantage**

The subject property connects to western suburbs and eastern suburbs within 3 km and 5 km respectively which further enhances its connectivity to other parts of the city. It is located approximately 21 km from the Central Business District (CBD) of Mumbai, approximately 7 km from Domestic Airport Terminal, and approximately 8 km from the International Airport Terminal, Mumbai. The micro market, which already has good social and physical infrastructure is expected to witness further growth upon completed Metro line 3 & completion of proposed infrastructural expansions of Metro line 2B.

The distances (approximately) to FIFC from major landmarks of Mumbai are as follows:



अलका दिनेश मोदी MMRDA Grounds Jyotirao Bhavan indsor House पुले भवन Bandra Kurla Complex nit Hotel Dhiru Intern धोरूभा General, M Bharat D Bourse जनरत, मुंब Kuria C Jio World Kurla Gar National Stock Swadeshi N 0 of India Chuna One BKC **Subject Property** Godrej BKC TCG Financial Center The Capital Raheja Tower

The map illustrating the location, infrastructure and nearby office developments is provided below:

 $(Map\ not\ to\ scale)$ 

# 8.4. Acquisition Details

Particulars	Details
Purchase Date for the property:	The said acquisition was undertaken as part of the 'Formation Transaction' as described in the Final Offer Document dated 27th March 2019
Acquisition Price:	INR 14,614 Mn

Note: 1. FIFC has undivided rights of 54.2% of the land.



## 8.5. Key Assumptions

Particular	Units	Information					
Revenue Assumptions							
Lease Completion of Completed Building	Year						
Current Effective Rent	INR/sq. ft./mth	319 <sup>17</sup>					
Achievable Market Rent	INR/sq. ft./mth	Office: 305					
Parking Charges	INR/bay/mth						
Development Assumptions							
Cost to Complete (for Under Construction/ Proposed Development)	INR Mn						
Expected Completion Date	Year						
	Other Financial Assumptions						
Cap Rate	%	7.75%					
WACC (Complete/ Operational)	%	11.75%					
WACC (Under-construction/ Proposed Development)	%						

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

# 8.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Net Operating Income	INR Mn	1,336	1,335	1,347	1,437	1,418	1,279	1,452	1,486	1,625	1,658	1,841



<sup>&</sup>lt;sup>17</sup> Denotes the weighted average rentals for leased office/retail spaces plus other income.

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Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Growth	%		0%	1%	7%	-1%	-10%	14%	2%	9%	2%	11%

#### 8.7. Market Value

The market value of First International Financial Centre as on 31st March 2025 is as follows:

#### INR 15,813 Mn

(Indian Rupees Fifteen Thousand Eight Hundred and Thirteen Million Only)

#### 9. EMBASSY TECHZONE

# 9.1. Subject Property Description

Embassy TechZone is located at Plot No. 3A, Hinjewadi Phase 2 Road, Hinjewadi Rajiv Gandhi Infotech Park, Hinjewadi, Pune, Maharashtra 411057.

The Subject Property is accessible via the Hinjewadi Phase 2 Road which in turn connects the Mumbai – Bengaluru Highway.

#### 9.2. Statement of Assets

Embassy TechZone comprises mix of IT/ITeS SEZ & Non SEZ Office. The total leasable area of the property is approximately 5.5 msf of which, completed block comprises of approximately 3.0 msf., and under-construction and proposed blocks comprises of approximately 2.4 msf.

Components	Blocks	Leasable Area (msf.)	Usage Type	Occupancy
Completed Blocks	Colorado, Mississippi, Congo, Hudson & Ganges, Mekong, Rhine, Nile & Food Court	3.0	Mixed Use	83%
Under Construction/ Proposed Blocks	Volga, Block 4, 9, 10	2.4	IT/ITeS SEZ	
Total		5.5		

Source: Client Input, ^Rent Rolls as on 31st March 2025, Lease Deeds/Leave and License Agreements.

# 9.3. Brief Description

"Embassy TechZone" has been conceived as an expansive office park spanning approximately 67.5 acres of land area. This property currently operates as a Mixed Use, accommodating multiple tenants. It offers a wide array of

facilities and amenities, including a food court, intra-park shuttle service, gymnasium, multi-level parking, and a sports ground.

Completed Blocks: Comprises of Colorado, Mississippi, Congo, Hudson & Ganges, Mekong, Rhine, Nile & Food Court with a total leasable area of approximately 3.0 msf.

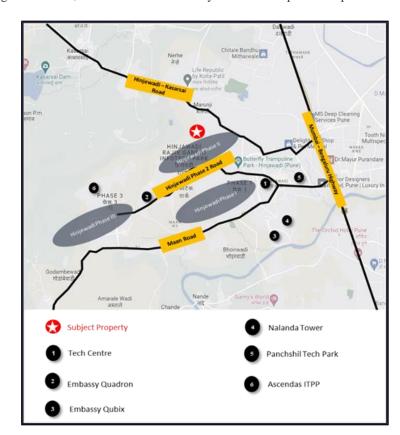
Under-Construction & Proposed Blocks – The under construction and proposed blocks have Block 4, Block 9, Block 10, & Volga. The total leasable area of these blocks is approximately 2.4 msf. These blocks are expected to be completed by FY 2030.

## **Locational Advantage**

Embassy TechZone' (ETZ) is strategically situated in Pune's Hinjewadi area, which is renowned as a significant commercial and technological centre. The location of ETZ offers exceptional accessibility, with key landmarks at convenient distances. It is approximately 5 kms from National Highway 48, connecting major cities like Mumbai, Pune, and Bengaluru. Pune's CBD is approximately 18 kms away, while the Pune Railway Station is around 20 kms from ETZ. Additionally, Pune International Airport is accessible at a distance of approximately 26 kms.

The distances (approximately) to ETZ from major landmarks of Pune are as follows:

+	Ā		<b>4</b>	
5-6 kms from NH - 48 (Mumbai – Bengaluru highway)	1-2 kms from Proposed Infosys Phase II Metro Station	12-13 kms from Chinchwad Railway Station. 20-21 kms from Pune Railway Station	25-26 kms from Pune International Airport	17 -18 kms from CBD



The map illustrating the location, infrastructure and nearby office developments is provided below:

 $(Map\ not\ to\ scale)$ 

# 9.4. Acquisition Details

Particulars	Details
Purchase Date for the property:	The said acquisition was undertaken as part of the 'Formation Transaction' as described in the Final Offer Document dated 27th March 2019
Acquisition Price:	INR 20,720 Mn

# 9.5. Key Assumptions

Particular	Units	Information
	Revenue Assumptions	
Lease Completion of Completed Building	Year	FY 2029



Particular	Units	Information							
Current Effective Rent	INR/sq. ft./mth	54 <sup>18</sup>							
Achievable Market Rent	INR/sq. ft./mth	48							
Parking Charges	INR/bay/mth	3,000							
Development Assumptions									
Cost to Complete (for Under Construction/ Proposed Development)	INR Mn	10,39119							
Expected Completion Date	Year	FY 2030							
Other Financial Assumptions									
Cap Rate	%	8.25%							
WACC (Complete/ Operational)	%	11.75%							
WACC (Under-construction/ Proposed Development)	%	13.00%							

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

# 9.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Net Operating Income	INR Mn	1,598	1,795	1,933	2,113	2,143	2,960	3,850	4,106	4,190	4,141	4,729
Growth	%		12%	8%	9%	1%	38%	30%	7%	2%	-1%	14%

<sup>&</sup>lt;sup>18</sup> Denotes the weighted average rentals for leased office/food court spaces plus other income

<sup>19</sup> Indicative of pending cost towards base build works and does not include the cost for refurbishments/infrastructure upgrade works

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#### 9.7. Market Value

The market value of Embassy TechZone as on 31st March 2025 is as follows:

#### INR 24,148 Mn

(Indian Rupees Twenty-Four Thousand One Hundred and Forty-Eight Million Only)

#### 10. EMBASSY QUADRON

#### 10.1. Subject Property Description

Embassy Quadron is located at Plot No. 28, Hinjewadi Phase 2 Road, Phase 2, Hinjewadi Rajiv Gandhi Infotech Park, Hinjewadi, Pune, Pimpri-Chinchwad, Maharashtra 411057.

The Subject Property is accessible via the Hinjewadi Phase 2 Road which in turn connects the Mumbai – Bengaluru Highway.

#### 10.2. Statement of Assets

Embassy Quadron comprises of IT/ITeS SEZ Office. The total leasable area of the property is approximately 1.9 msf.

Components	Blocks	Leasable Area (msf.)	Usage Type	Occupancy
Completed Blocks Area	Q1, Q2, Q3 & Q4	1.9	Mixed Use	19%
Total		1.9		19%

Source: Client Input, 'Rent Rolls as on 31st March 2025, Lease Deeds/Leave and License Agreements.

## 10.3. Brief Description

Embassy Quadron' is envisioned as an Information Technology Special Economic Zone (IT SEZ) office park catering to a diverse tenant base, spanning approximately 25.5 acres. This property stands out as a premium office park, boasting a range of top-notch facilities and amenities. These include meticulously landscaped areas, a cutting-edge food court, conveniently located ATMs, an indoor sports zone, a well-equipped gymnasium, and ample parking spaces for both two-wheelers and four-wheelers. The Subject Property is accessible from the Mumbai – Bengaluru Highway via Hinjewadi Phase 2 Road. It enjoys good accessibility and connectivity with other parts of the city.

The Subject property comprises of 4 blocks viz. Q1 to Q4 admeasuring a total leasable area of approximately 1.9 msf.

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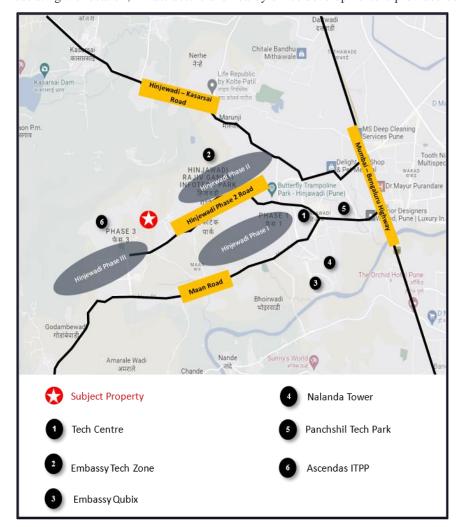


## **Locational Advantage**

'Embassy Quadron' is strategically situated in Pune's Hinjewadi area, which is renowned as a significant commercial and technological centre. The location of Quadron offers exceptional accessibility, with key landmarks at convenient distances. It is approximately 9 km from National Highway 48, connecting major cities like Mumbai, Pune, and Bengaluru. Pune's CBD is approximately 22 km away, while the Pune Railway Station is around 26 km from Quadron. Additionally, Pune International Airport is accessible at a distance of approximately 31 km.

The distances (approximately) to Embassy Quadron from major landmarks of Pune are as follows:

+	À		<b>4</b>	
8-9 kms from NH - 48 (Mumbai – Bengaluru Highway)	01-02 km from Quadron Metro Station	15-16 km from Chinchwad Railway Station. 25-26 km from Pune Railway Station	30-31 km from Pune International Airport	21- 22 km from CBD



The map illustrating the location, infrastructure and nearby office developments is provided below:

(Map not to scale)

## 10.4. Acquisition Details

Particulars	Details
Purchase Date for the property:	The said acquisition was undertaken as part of the 'Formation Transaction' as described in the Final Offer Document dated 27th March 2019
Acquisition Price:	INR 13,961 Mn



## 10.5. Key Assumptions

Particular	Units	Information
Lease Completion of Completed Building	Year	FY 2035
Current Effective Rent	INR/sq. ft./mth	57 <sup>20</sup>
Achievable Market Rent	INR/sq. ft./mth	46
Parking Charges	INR/bay/mth	3,000
	Development Assumptions	
Cost to Complete (for Under Construction/ Proposed Development)	INR Mn	
Expected Completion Date	Year	
	Other Financial Assumptions	
Cap Rate	%	8.25%
WACC (Complete/ Operational)	%	11.75%
WACC (Under-construction/ Proposed Development)	%	

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

## 10.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Net Operating Income	INR Mn	147	169	304	452	724	896	1,015	1,123	1,237	1,436	1,533



 $<sup>^{\</sup>rm 20}$  Denotes the weighted average rentals for leased office/retail spaces plus other income

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Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Growth	%		15%	80%	48%	60%	24%	13%	11%	10%	16%	7%

## 10.7. Market Value

The market value Embassy Quadron as on 31st March 2025 is as follows:

#### INR 9,125 Mn

(Indian Rupees Nine Thousand One Hundred and Twenty-Five Million Only)

#### 11. EMBASSY QUBIX

#### 11.1. Subject Property Description

Embassy Qubix is located in Blue Ridge Township Pune, Phase 1, Hinjewadi Rajiv Gandhi Infotech Park, Hinjewadi, Pune, Pimpri-Chinchwad, Maharashtra 411057

The Subject Property is accessible via Maan Road which in turn connects the Mumbai – Bengaluru Highway.

#### 11.2. Statement of Assets

Embassy Qubix is a Mixed-Use office park. The total leasable area of the property is approximately. 1.5 msf.

Components	Blocks	Leasable Area (msf.)	Usage Type	Occupancy
Completed Blocks	IT 1, IT 2, IT 3, IT 4, IT 5 & IT 6	1.5	Mixed Use	73%
Total		1.5		73%

 $Source: \ Client\ Input, \ ^{R}ent\ Rolls\ as\ on\ 31^{st}\ March\ 2025,\ Lease\ Deeds/Leave\ and\ License\ Agreements.$ 

## 11.3. Brief Description

'Embassy Qubix' is a Mixed-Use office park spanning over approximately 25.2 acres, offering office spaces to IT/ITeS companies. The property boasts an array of facilities and amenities, "Q Court Courtyard", grocery stores and on-site ATMs. In addition to these conveniences, Embassy Qubix generously provides ample parking spaces for both two-wheelers and four-wheelers. Notably, the development of this property occurred in stages, with construction spanning from 2010 to 2012.

The Subject property comprises of 6 blocks viz. IT 1 to IT 6 admeasuring a total leasable area of approximately 1.5 msf.

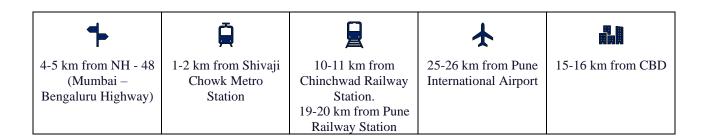
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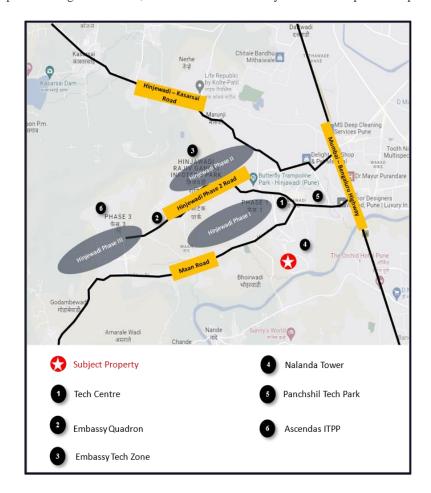


## **Locational Advantage**

'Embassy Qubix' is strategically situated in Pune's Hinjewadi area, which is renowned as a significant commercial and technological centre. The location of ETZ offers exceptional accessibility, with key landmarks at convenient distances. It is approximately 5 kms from National Highway 48, connecting major cities like Mumbai, Pune, and Bengaluru. Pune's CBD is approximately 16 kms away, while the Pune Railway Station is around 20 kms from ETZ. Additionally, Pune International Airport is accessible at a distance of approximately 26 km.

The distances (approximately) to Embassy Qubix from major landmarks of Pune are as follows:





The map illustrating the location, infrastructure and nearby office developments is provided below:

 $(Map\ not\ to\ scale)$ 

## 11.4. Acquisition Details

Particulars	Details
Purchase Date for the property:	The said acquisition was undertaken as part of the 'Formation Transaction' as described in the Final Offer Document dated 27th March 2019
Acquisition Price:	INR 9,868 Mn

## 11.5. Key Assumptions

Particular	Units	Information
	Revenue Assumptions	

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Particular	Units	Information		
Lease Completion of Completed Building	Year	FY 2029		
Current Effective Rent	INR/sq. ft./mth	$50^{21}$		
Achievable Market Rent	INR/sq. ft./mth	48		
Parking Charges	INR/bay/mth	3,000		
	Development Assumptions			
Cost to Complete (for Under Construction/ Proposed Development)	INR Mn			
Expected Completion Date	Year			
	Other Financial Assumptions			
Cap Rate	%	8.25%		
WACC (Complete/ Operational)	%	11.75%		
WACC (Under-construction/ Proposed Development)	%			

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

## 11.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Net Operating Income	INR Mn	621	697	806	924	921	917	958	980	1,072	1,057	1,228
Growth	%		12%	16%	15%	-0.4%	-0.5%	4%	2%	9%	-1.4%	16%



<sup>&</sup>lt;sup>21</sup> Denotes the weighted average rentals for leased office/retail spaces plus other income

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#### 11.7. Market Value

The market value of Embassy Qubix as on 31st March 2025 is as follows:

#### INR 9,565 Mn

(Indian Rupees Nine Thousand Five Hundred and Sixty-Five Million Only)

#### 12. EMBASSY OXYGEN

#### 12.1. Subject Property Description

Embassy Oxygen (hereinafter referred to as Subject Property) is a Grade A IT/ITeS SEZ and IT/ITeS Non SEZ development, located at Plot No. – 7, Sector- 144, Noida, Uttar Pradesh, in close proximity to Noida Greater Noida Expressway, one of the established IT/ITeS SEZ office destination of Noida. The Subject Property is accessible via 24-meter-wide access road on the South and 45-meter-access road on the West (primary access road). The Subject Property is well connected to other parts of Noida & Delhi via Noida Greater Noida Expressway, DND Expressway & Aqua Line Metro. The Subject Property offers amenities like lift, water storage, firefighting systems, car parking, CCTV camera security, power backup, internet/wi-fi connectivity, intercom facility, maintenance staff, security personnel, visitors parking facility. Other facilities offered by the Subject Property includes landscaped greenspace, a recently revamped food court and a suite of tenant amenities (such as a sports zone, auditorium, café, fitness centre and day-care facilities) etc.

#### 12.2. Statement of Assets

Embassy Oxygen is an IT/ITeS SEZ and IT/ITeS Non SEZ development. The total leasable area is approximately 3.3 msf., which is fully operational.

Components	Blocks	Leasable Area (msf.)	Usage Type	Occupancy
Completed Blocks	Tower 1, 2, 3, A, B, C, D, E, F and Food Court	3.3	Mixed Use	81%
Total		3.3		

Source: Client Input, ^Rent Rolls as on 31st March 2025, Lease Deeds/Leave and License Agreements.

#### 12.3. Brief Description

The Subject Property is spread across a total land area of approximately 24.8 acres. The tenure of the underlying land of the Subject Property is leasehold with the lessee being New Okhla Industrial Development Authority (NOIDA). The remaining tenure of the land is approximately 73 years. Basis the site plan & visual inspection it was observed that the land underlying the Subject Property is largely regular in shape, levelled topography and bounded by compound wall.

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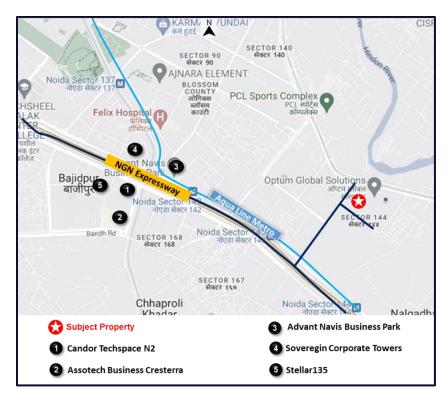
Completed Blocks: Comprises of Tower 1, 2, 3, A, B, C, D, E, F and Food Court with a total leasable area of approximately 3.3 msf.

## **Locational Advantage**

The Subject Property is located in close proximity to Noida Greater Noida Expressway and forms part of the Noida Greater Noida Expressway micro market. This micro market is considered as the prominent office destination in the city on account of presence of IT/ITeS SEZ office clusters, residential developments, connectivity, and proximity to important hubs of NCR, etc.

The distances (approx.) to Embassy Oxygen from major landmarks of NCR are as follows:

+	Ā				<b>4</b>
~1.1 km from	~1.5 km from	17-18 km from	30-31 km from	30-31 km	45-46 km from
NGN	Sector 143,	Sector 18,	New Delhi	from	Indira Gandhi
Expressway	Aqua Line	Noida CBD	Railway Station	Connaught	International
	Metro Station			Place	Airport



The map illustrating the location, infrastructure and nearby office developments is provided below:

(Map not to scale)

## 12.4. Acquisition Details:

Particulars	Details
Purchase Date for Property:	The said acquisition was undertaken as part of the 'Formation Transaction' as described in the Final Offer Document dated 27th March 2019
Acquisition Price:	INR 18,258 Mn

## 12.5. Key Assumptions

Particulars	Units	Information
	Revenue Assumptions	
Lease Completion of Completed Building	Year	FY 2027

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Particulars	Units	Information
Current Effective Rent excluding parking charges	INR/sq. ft./mth	55 <sup>22</sup>
Achievable Market Rent including parking charges	INR/sq. ft./mth	48
Achievable Market Rent including parking charges (for Non SEZ converted area of new towers i.e Tower 1, 2, 3)	INR/sq. ft./mth	50
	Other Financial Assumptions	
Cap Rate	%	8.25%
WACC (Complete/ Operational)	%	11.75%

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

## 12.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Net Operating Income	INR Mn	1,863	2,461	2,525	2,656	2,713	2,766	2,887	2,927	2,763	2,797	2,918
Growth	%	_	32%	3%	5%	2%	2%	4%	1%	-6%	1%	4%

## 12.7. Market Value

The market value of Embassy Oxygen as on 31st March 2025 is as follows:

INR 26,091 Mn

(Indian Rupees Twenty-Six Thousand and Ninety-One Million Only)

<sup>&</sup>lt;sup>22</sup> Denotes the weighted average rentals for leased office/food court spaces plus other income.

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#### 13. EMBASSY GALAXY

#### 13.1. Subject Property Description

Embassy Galaxy (hereinafter referred to as Subject Property) is a Grade A IT/ITeS development, located in A-44 & 45, Sector-62, Noida, Uttar Pradesh, which is an established office district of Noida. The Subject Property is accessible via 45-meter-wide internal road on the South. The Subject Property is well connected to other parts of Noida & Delhi via National Highway 24 & Blue Line of Delhi Metro (DMRC). Also, the Subject Property is located approximately 10 kms from Sector-18 which is the CBD of Noida. The Subject Property offers amenities like lift, water storage, firefighting systems, car parking, CCTV camera security, power backup, internet/wi-fi connectivity, intercom facility, maintenance staff, security personnel and visitors parking facility. The property offers range of amenities including a recently refurbished food court, cafes and few retail options.

#### 13.2. Statement of Assets

Embassy Galaxy is an IT/ITeS development. The total leasable area is approximately 1.4 msf., which is fully Operational.

Components	Blocks	Leasable Area (msf.)	Usage Type	Occupancy
Completed Blocks	Tower A, B, C, D and E	1.4	Non SEZ	99 %
Total		1.4		99 %

Source: Client Input, ^Rent Rolls as on 31st March 2025, Lease Deeds/Leave and License Agreements.

#### 13.3. Brief Description

The Subject Property is spread across a total land area of approximately 9.9 acres. The tenure of the underlying land of the Subject Property is leasehold with the lessee being New Okhla Industrial Development Authority (NOIDA Authority). The remaining tenure of the land is approximately 71 years. Basis the site plan & visual inspection it was observed that the land underlying the Subject Property is regular in shape, levelled topography and bounded by compound wall.

Completed Blocks: Comprises of Tower A, B, C, D and E, with a Total Leasable Area of approximately 1.4 msf.



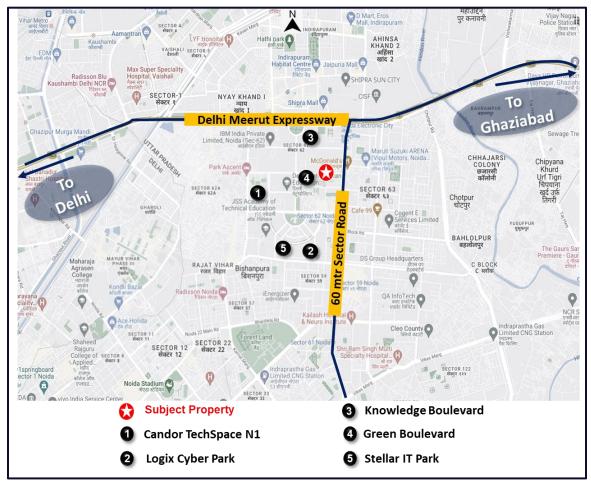
#### **Locational Advantage**

The Subject Property is located in close proximity to National Highway 24 and forms part of the Noida Sector-62 micro market. This micro market is considered as the prominent office destination in the city on account of presence of IT/ITeS office clusters, residential developments, connectivity, and proximity to important hubs of NCR, etc.

The distances (approx.) to Embassy Galaxy from major landmarks of NCR are as follows:



The map illustrating the location, infrastructure and nearby office developments is provided below:



(Map not to scale)



## 13.4. Acquisition Details

Particulars	Details
Purchase Date for the property:	The said acquisition was undertaken as part of the 'Formation Transaction' as described in the Final Offer Document dated 27th March 2019
Acquisition Price:	INR 8,122 Mn

## 13.5. Key Assumptions

Particular	Units	Information
	Revenue Assumptions	
Lease Completion of Completed Building	Year	
Current Effective Rent excluding parking charges	INR/sq. ft./mth	44 <sup>23</sup>
Achievable Market Rent including parking charges	INR/sq. ft./mth	48
	Other Financial Assumptions	
Cap Rate	%	8%
WACC (Complete/ Operational)	%	11.75%

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

## 13.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Net Operating Income	INR Mn	841	943	977	965	1,028	1,061	1,077	1,036	1,140	1,202	1,167
Growth	%	_	12%	4%	-1%	7%	3%	1%	-4%	10%	5%	-3%

 $<sup>^{23}</sup>$  Denotes the weighted average rentals for leased office/food court spaces plus other income

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## 13.7. Market Value

The market value of in Embassy Galaxy as on 31st March 2025 is as follows:

## INR 10,549 Mn

(Indian Rupees Ten Thousand Five Hundred and Forty - Nine Million Only)



#### 14. EMBASSY SPLENDID TECHZONE

#### 14.1. Subject Property Description

The property 'Embassy Splendid TechZone' (hereinafter referred to as the Subject Property) is located on the Pallavaram Thoraipakkam Road, Chennai. It connects to GST Road towards the west and Old Mahabalipuram Road towards the east which further enhances its connectivity to other parts of the city. It is strategically located close to Chennai International Airport, with recently established commercial centres (Featherlite 'The Address', KRC 'Commerzone Pallikaranai', CapitaLand India Trust 'ITPC II'), premium segment residential complexes (Sobha Winchester, Mantri Serene), prestigious schools and colleges (Vels University, Dr Balaji Dental College, Jerusalem Engineering College), well known hospitals (Kamakshi Hospital) located within its proximity.

#### 14.2. Statement of Assets

Embassy Splendid Techzone is an IT development. The total leasable area is approximately 5 msf., of which ~1.4 msf of leasable area is fully Operational. The under-construction & proposed building Blocks collectively admeasure ~3.6 msf of leasable area.

Components	Blocks	Leasable Area (msf.)	Usage Type	Occupancy
Completed Blocks	Block 2,3 &9 (Including food court area)	1.4	Mixed Use	95 %
Under Construction and Proposed Blocks	Block 1,4,10,5,6,7 &8	3.6	SEZ/Non-SEZ	-
Total		5.0		-

Source: Client Input, ^Rent Rolls as on 31st March 2025, Lease Deeds/Leave and License Agreements.

#### 14.3. Brief Description

Embassy Splendid TechZone is a Grade "A" IT Development located on the Pallavaram Thoraipakkam Road, Chennai. The Subject Property has two components i.e., a completed component and under-construction/proposed commercial blocks.

Completed Buildings - Block 2, Block 3 & Block 9

The completed buildings with Occupancy Certificate (OC) collectively admeasure ~1.4 msf. of leasable area which includes food court area of 0.1 msf. All the blocks including the food court area are SEZ buildings.

Under-Construction & Proposed – Block 1, Block 4, Block 5, Block 6, Block 7, Block 8 and Block 10

The under-construction & proposed building Blocks (1,4,5,6,7,8,10) collectively admeasure ~3.6 msf of leasable area. The under construction and Proposed buildings are expected to be completed by FY 2030.

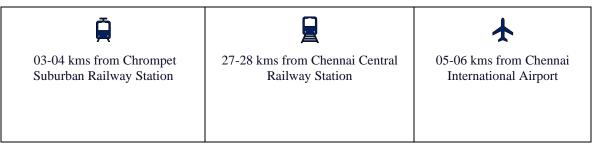
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#### **Locational Advantage**

The Subject Property falls in the Pallavaram Thoraipakkam corridor geographically, However, since the region is an emerging corridor as detailed below and Embassy having a first mover advantage there is no direct comparable of a similar development to the subject property in the same corridor for benchmarking. Hence, we have considered the Suburban South, which is a more established market and has benchmark competing developments in the area. The subject property has added advantage of being near the international airport and GST road and the OMR and further the proposed metro station.

The distances (approx.) to Embassy Splendid Techzone from major landmarks of Chennai are as follows:



The map illustrating the location, infrastructure and nearby office developments is provided below:



(Map not to scale)



## 14.4. Acquisition Details

Particulars	Details
Purchase Date for the property:	June 3, 2024
Acquisition Price:	INR 11,853 Mn

## 14.5. Key Assumptions

Particular	Units	Information					
	Revenue Assumptions						
Lease Completion of Completed Building	Year	NA					
Current Effective Rent	INR/sq. ft./mth	72 <sup>24</sup>					
Achievable Market Rent	INR/sq. ft./mth	74					
Parking Charges	INR/bay/mth	2,000					
	Development Assumptions						
Cost to Complete (for Under Construction/ Proposed Development)	INR Mn	13,314					
Expected Completion Date	Year	FY 2030					
	Other Financial Assumptions						
Cap Rate	%	8.25%					
WACC (Complete/ Operational)	%	11.75%					
WACC (Under-construction/ Proposed Development)	%	13.00%					

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

<sup>&</sup>lt;sup>24</sup> Denotes the weighted average rentals for leased office/food court spaces plus other income

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## 14.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
Net Operating Income	INR Mn	688	1,265	1,589	2,208	2,610	3,002	3,270	3,437	3,576	3,704	4,008
Growth	%	-	84%	26%	39%	18%	15%	9%	5%	4%	4%	8%

#### 14.7. Market Value

The market value of Embassy Splendid Techzone as on 31st March 2025 is as follows:

## INR 15,544 Mn

(Indian Rupees Fifteen Thousand Five Hundred and Forty-Four Million Only)

Note:

The Market Value is proportional to Embassy REIT's share of Revenue i.e., 61%.



#### 15. HILTON - EMBASSY GOLFLINKS

#### 15.1. Subject Property Description

Hilton at Embassy GolfLinks is an operational hospitality development as part of a large office park "Embassy GolfLinks Business Park" located along Intermediate Ring Road, Bengaluru, Karnataka.

#### 15.2. Statement of Assets

Hilton at Embassy GolfLinks is an operational hospitality development spread across approximately 0.5 msf. having 247 Keys.

Components	Details
No. of Keys	247 Keys
Completed Area	0.5 msf

Source: Client Input

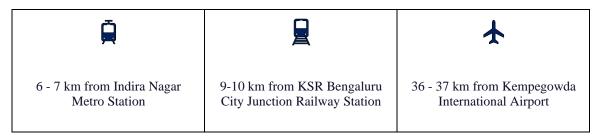
## 15.3. Brief Description

Hilton, Embassy GolfLinks is an operational hospitality development spread across approximately 3.6 acres land parcel inside Embassy GolfLinks Business Park located along the Intermediate Ring Road, Bengaluru, Karnataka. The hospitality development is operated by Hilton, having 247 keys.

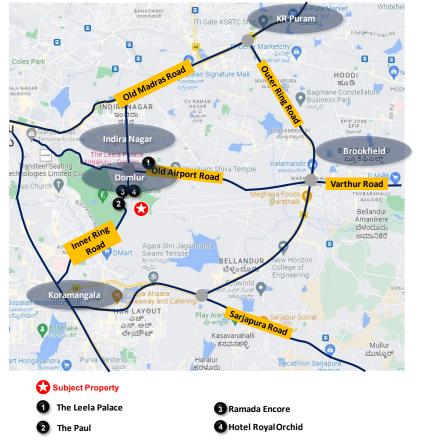
## **Locational Advantage**

The subject property is located in close proximity to locations such as Indiranagar, Koramangala, etc. which are considered as established residential and commercial locations within the city enabling easy access. Some of the prominent hospitality developments in the subject micro market includes The Leela Palace, The Paul, Ramada Encore, Hotel Royal Orchid, etc.

The distances (approximately) to Hilton, Embassy GolfLinks from major landmarks of Bengaluru are as follows:







The map illustrating the location, infrastructure and nearby hospitality developments is provided below:

(Map not to scale)

## 15.4. Acquisition Details

Purchase Date for the property:	The said acquisition was undertaken as part of the 'Formation Transaction' as described in the Final Offer Document dated 27th March 2019
Acquisition Price:	INR 4,766 Mn

## 15.5. Key Assumptions

Particular	Units	Information
	Revenue Assumptions	
ARR	1 Qtr, Year 1	12,000

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Particular	Units	Information
Stabilized Occupancy	%	72%
	Other Financial Assumptions	
Cap Rate	%	7.14% (Viz. an EV/EBITDA multiple 14)
WACC (Complete/ Operational)	%	12.14%

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

## 15.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34	FY 35	FY 36
EBITDA	INR Mn	478	510	538	564	593	623	657	689	724	761	802
Growth	%		7%	5%	5%	5%	5%	5%	5%	5%	5%	5%

#### 15.7. Market Value

The market value of Hilton - Embassy GolfLinks as on 31st March 2025 is as follows:

#### INR 7,067 Mn

(Indian Rupees Seven Thousand and Sixty-Seven Million Only)

#### 16. EMBASSY ENERGY

#### 16.1. Subject Property Description

The subject property is a Solar Park, which is spread across villages like Ittigai, Mooregeri and Nellukudure, Bellary District, Karnataka. The subject property is accessible via State Highway -45 (SH -45) and enjoys good connectivity to neighbouring towns and villages.

The subject location is situated at a distance range of 305 - 310 km from Bengaluru City.

# **/\/**

#### 16.2. Statement of Assets

Embassy Energy is an operational solar park having installed capacity of 130MW DC and 100MW AC (Output Capacity), Capable of Generating 215 million Units (MU) at 19% Plant Load Factor.

Components	Details
Capacity (MW) (A)	130MW DC (100MW AC)
Plant Load Factor (B)	17.35%
Number of Hours in a Day (C)	24
Days in a Year (D)	365
Total Units Generated (KWH) – (A*B*C*D) *1,000	194 million Units (MU) in kWH in Year 1

Source: Inputs from Client

#### 16.3. Brief Description

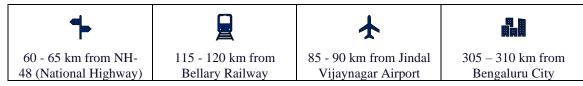
The subject property is an operational solar park spread over 465.8 acres of land area across the villages Ittigai, Mooregeri and Nellukudure in Bellary District, Karnataka. The Solar Park is owned by Embassy Energy Private Limited. The subject property is located at a distance of 305 – 310 km from Bengaluru City. The subject micro market is predominantly characterized by the presence of agriculture land parcels. A few solar parks are currently operational/proposed in the subject micro market are operated by prominent players such as ReNew Solar, Adani, etc.

Based on the review of the Power Purchase Agreement (PPA) executed between Embassy Energy and the power purchase for a period of approximately 25 years, it is understood that the solar park supplies electricity to the existing office parks / hotels of Embassy in Bengaluru. Additionally, as per the agreement, the purchasers of PPAs have agreed to purchase at least 85% of the contracted quantity ('minimum guaranteed offtake') each tariff year, commencing from the commercial operation date until the end of the term.

#### **Locational Advantage**

The subject property is accessible via. State Highway 45 and enjoys good connectivity to neighbouring towns and villages. Bellary district is emerging as a prominent hub for renewable energy. The district stands third among all district in Karnataka in terms of commissioned solar projects. Union Government has identified Bellary as one of the Renewable Economic Zone (REZ) in Karnataka.

The distances (approximately) to Ittigai, Mooregeri and Nellukudure, Bellary District from major landmarks are as follows:

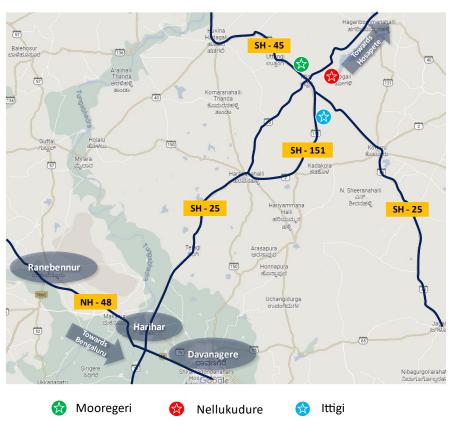






	Station;	
	65 - 70 km from	
	Davanagere Railway	
	Station	

The map illustrating the location of the subject property is provided below:



(Map not to scale)

## 16.4. Acquisition Details

Particulars	Details
Purchase Date for the property:	The said acquisition was undertaken as part of the 'Formation Transaction' as described in the Final Offer Document dated 27th March 2019
Acquisition Price:	INR 10,690 Mn



## 16.5. Key Assumptions

Particular	Units	Information							
Revenue Assumptions									
BESCOM Tariff – Commercial	INR per kWH	5.95							
BESCOM Tariff – Industrial	INR per kWH	6.60							
Blended Tariff	INR per kWH	6.07 <sup>25</sup>							
Adopted Tariff	INR per kWH	6.07							
	Development Assumptions								
COD	Qtr, Year	FY 2018 <sup>26</sup>							
Useful Life	Years	25 Years							
	Other Financial Assumptions								
WACC (Complete/ Operational)	%	11.75%							

Note: The breakup of operating expenses will be provided in the Detailed Valuation Report.

## 16.6. Projected NOI Growth

The below table shows the projected Net Operating Income (NOI) Y-o-Y growth for the subject property. The underlying assumptions to achieve the said NOI will be detailed out in the Detailed Valuation Report.

Particulars	Unit	FY 26	FY 27	FY 28	FY 29	FY 30	FY 31	FY 32	FY 33	FY 34
Net Operating Income	INR Mn	1,064	1,017	899	216	219	92	224	227	229
Growth	%		-4%	-12%	-76%	1%	-58%	145%	1%	1%

 $<sup>^{25}</sup>$  In proportion of the distribution between commercial and industrial category consumers  $^{26}$  40% commenced operations on  $23^{vd}$  January 2018 and balance 60% on  $28^{th}$  February 2018

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Particulars	Unit	FY 35	FY 36	FY 37	FY 38	FY 39	FY 40	FY 41	FY 42	FY 43
Net Operating Income	INR Mn	232	234	237	239	241	244	246	248	229
Growth	%	1%	1%	1%	1%	1%	1%	1%	1%	-8%

## 16.7. Market Value

The market value of Embassy Energy as on 31st March 2025 is as follows:

INR 3,679 Mn

(Indian Rupees Three Thousand Six Hundred Seventy-Nine Million Only)

## D. KEY ASSUMPTIONS AND DISCLOSURE



## 1. Cap Rate

Capitalization rate ("Cap rate") is a real estate industry metric referring to the ratio of the Net Operating Income (NOI) arising rental income to their gross asset value, indicating the expected income yield of the investor from concerned property. It reflects the expectation of the investor on stability of rental income driven by the asset quality, tenant profile, market demand-supply dynamics and macro-economic expectations on prevailing risk free/low risk interest rates.

The capitalization rate adopted for valuing various assets has been based on factors such as:

Relevant parameters of some key investments in comparable properties of similar quality, use, tenant profile made by institutional real estate
investors were perused. Further, considering that these investments have been made through private equity and the subject valuation is being
carried out for public listing with better liquidity / marketability of ownership interest, the cap rate for the Subject Property was suitably adjusted.

The selected comparable investments consist of investment-grade A properties with a similar tenant profile, commercial usage backed by institutional investors. These properties primarily include large office parks, aligning closely with the characteristics of the REIT properties. Considering these criteria, following comparable transactions have been analyzed to derive the capitalization rate:

Name of Seller	Name of Buyer	Location	City	Name of Building	Type of Building	Year of Transaction	Area (sq.ft.)	Deal Size (INR ma)	Capitalization Rate
Shapoorji Pallonji-Allianz	GIC	Gachibowli	Hyderabad	Waverock 2.1	Commercial	2024	2,284,918	21,500	-8%
MFAR Developers	Edelweiss Alternatives	Outer Ring Road	Bangalore	Embassy Manyata Tech Park	Commercial	2024	1,100,000	15,000	-8%
Kalyani Developers	Tablespace Technologies	Whitefield	Bangalore	Kalyani Camellia	Commercial	2024	500,000	5,000	-8%
Bhartiya Group	GIC	Hebbal	Bangalore	Bhartiya City	Commercial	2023	3,000,000	28,000	-8%
Brookfield Asset Management	GIC & Brookfield REIT*	Powai	Mumbai	9 Grade A Properties in Downtown Powai	Commercial	2023	2,700,000	65,000	-8%
Brookfield Properties	Brookfield REIT & GIC	Gurogram	NCR	Candor Techspace G1	Commercial	2023	3,798,366	47,250	-8%
Salarpuria Sattva	Continental Automotive	Electronic city	Bangalore	South Gate	Commercial	2022	850,885	7,516	8.32%
TRIL Properties	СРРІВ	Suberban South	Chennai	TRIL Info Park	Commercial	2022	4,667,000	63,000	-7.6%-7.7%
Embassy Property Developments Pvt Ltd	Embassy Office Parks REIT	ORR Bangalore	Bangalore	Embassy Tech Village	Commercial	2020	9,100,000	97,824	7.50%

- \*Includes c.75,000 SF area under development that was expected to be operational by September 30, 2023.
- Source: Secondary Market Research
- Note: The above information is based on information published in public domain and discussions with various market players.

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## **EMBASSY OFFICE PARKS REIT**

Based on these considerations, an exit capitalisation rate ranging between 7.50% and 8.25% has been adopted, with the lower end of the range applied to assets demonstrating superior performance and fundamentals within the portfolio. The cap rate considered for the valuation of subject properties has been captured in the specific subject property section.



#### 2. Discount Rate

The discount rate applied to the available cash flows reflects the opportunity cost to all the capital providers, namely shareholders (Cost of Equity) and creditors (Cost of Debt), weighted by the relative contribution to the total capital of the company (WACC). The opportunity cost to the capital provider equals the rate of return the capital provider expects to earn on other investments of equivalent risk.

#### Cost of Debt

The cost of debt is the return that a company provides to its debtholders and creditors. These capital providers need to be compensated for any risk exposure that comes with lending to a company. The cost of debt for real estate assets is often influenced by the stage of development of the asset. The mature and income-generating assets are considered less risky, leading to lower interest rates. In this context, the cost of debt for Embassy REIT properties is benchmarked to the interest rates observed in REITs, as all bear similar characteristics in terms of type and development status of properties. Since a major portion of REITs' portfolios consists of completed, income-generating assets, the cost of debt aligns more closely with the Lease Rent Discounting (LRD) rate.

This approach ensures that the cost of debt is aligned with the risk profile of the property and current market conditions,

Please find below Cost of Debt for Comparable REIT.

Entity Name	Cost of Debt
Embassy (March 2024)	7.4%
Brookfield (March 2024)	8.3%
Mindspace (March 2024)	7.8%

**Source: Analyst Presentation for respective REIT** 

The cost of debt for March 2025 valuation is considered as  $\sim$  8.4 %, which been determined based on the cost of debt for the REITs.

#### Cost of Equity

We have considered the cost of equity at 14.50% as per the market return expectations of various investors for commercial office. Apart from that we have also benchmarked CAPM model and inputs of same is detailed out as under

- a. We have considered risk free rate of 6.97% based on average 10-year treasury bond yield.
- b. For calculation of beta, we have benchmarked industry (Nifty Realty Index). We have considered average 5-year Beta of Nifty Realty index with respect to Nifty 50.
- c. We have considered market risk premium of 4.53% based on the returns of broad-based BSE 500 stock index for the past 10 to 15 years.



#### • Debt-Equity Ratio (weightage of WACC)

As discussed earlier, the cost of debt has been derived based on prevailing LRD rates, while the cost of equity has been calibrated to account for both asset-specific and market-specific factors, reflecting investor expectations from an operational Grade A office spaces. Additionally, the debt-to-equity mix has been determined considering the typical LRD tenures and the extent to which debt financing contributes to the overall asset value.

The SEBI REIT Regulations states that the maximum permissible limit for debt is 49%. Hence, we have considered the debt and equity mix of 45% and 55% which lies well within the limit specified as per the SEBI REIT Regulations and is also accepted by the market participants.

## **Derivation of WACC - Operational**

Based on the above, the following WACC rate has been assumed for completed commercial assets part of the Embassy REIT:

Particulars	Cost	Weightage	WACC
Debt	8.4%	45.0%	11.750/
Equity	14.5%	55.0%	~11.75%

#### **Derivation of WACC - Under Construction**

- Cost of debt for under construction properties is considered based on prevailing Construction finance rates at 10%.
- Additionally, the proportion of debt and equity has been derived considering the leverage extended for construction
  of Grade A office developments based on industry benchmarks and feedback received from financial institutions.
- The derived discount rate of 13% is arrived basis the assumption that the properties would have a higher discount rate during the construction period and would be normalized post construction to 11.75%.

#### 3. Cost Escalation

The cost escalation/inflation assumption of 5.0% per annum has been determined based on similar portfolios and which further corroborates with general consumer inflation trends observed in the Indian economy. This rate reflects average taken for historical inflation data for past 10 years from 2015 to 2024. Below is a table presenting the consumer inflation rate across various years:

**\\** 

Year	Inflation (%)
2015	4.91%
2016	4.95%
2017	3.33%
2018	3.94%
2019	3.73%
2020	6.62%
2021	5.13%
2022	6.70%
2023	5.65%
2024	5.22%

Source: World Bank

## **Annexure V**

# **Strictly Confidential For Addressee Only**

Independent Property
Consultant Report on the
Valuation Methodology of
Embassy Office Parks REIT

## Report for

Embassy Office Parks REIT/ EOPMSPL

## **Report Date**

28 April 2025



## Embassy Office Parks REIT/ EOPMSPL Independent Property Consultant Report April 2025



# TABLE OF CONTENTS

Α	REPORT	2
1	Instructions - Appointment	2
2	Instructions - AppointmentReliant Party	2
3	Professional Competency of C&WI Valuation & Advisory Services India	
4	Disclosures	3
5	Purpose	3
6	Scope of Work	4
7	Approach & Methodology	4
8	Authority (in accordance with this Agreement)	
9	Limitation of Liability (in accordance with this Agreement)	
10	Disclaimer	5
11	Disclosure and Publications	5
В	REVIEW FINDINGS	6
Ann	exure 1: Instructions (Caveats & Limitations)	14
	exure 2: Extract of Methodology & Key Assumptions for the Valuation of Properties	



From:

**Cushman & Wakefield (India) Pvt Ltd** 4<sup>th</sup> Floor, Pine Valley, Embassy Golf Links Business Parks, Intermediate Ring Road, Bengaluru - 560071

To: Embassy Office Parks REIT/ EOPMSPL

Property: Embassy Office Parks REIT properties

located at Bangalore, Bellary District,

Mumbai, Pune, Chennai and Delhi NCR.

Report Date: 28 April 2025

## A REPORT

## 1 Instructions - Appointment

Cushman & Wakefield India Pvt. Ltd. (C&WI) as an independent international property consultant has been instructed by Embassy Office Parks REIT/ EOPMSPL (the 'Client', the 'Instructing Party') in its capacity as manager of Embassy Office Parks REIT to perform an independent review (the "Engagement"), of the Stated Procedure (as defined below) used for the valuation of Embassy REIT properties comprising of commercial office, ancillary retail, hotel, solar power plant in real estate assets located in Bangalore, Bellary District, Mumbai, Pune, Chennai and Delhi NCR (the "Properties"), and provide an independent report ("Report"). The LOE sets out the scope and other understanding between the parties ("Agreement").

The properties considered as part of this study is detailed in Part B of this report. The exercise has been carried out in accordance with the instructions (Caveats & Limitations) detailed in Annexure 1 of this report. The extent of professional liability towards the Client is also outlined within these instructions.

## 2 Reliant Party

Embassy Office Parks Management Services Private Limited ("EOPMSPL") as the manager of the Embassy Office Parks REIT ("Embassy REIT") and its unit holders, Axis Trustee Services Limited for the purpose (of the Independent Property Consultant Service) as highlighted in the LOE. The auditors, chartered accountants, lawyers and other advisers of the Embassy REIT can also place reliance on this Independent Property Consultant Service and any report prepared in connection herewith.

## 3 Professional Competency of C&WI Valuation & Advisory Services India

C&WI Valuation & Advisory Services India is an integral part of C&WI Global Valuation & Advisory Services team. The Global Valuation & Advisory team comprises of over 1,970+ professionals across approximately 150+ offices globally and India VAS team comprises of more than 100 professionals.

C&W Valuation & Advisory Services India have completed over 19,340 valuation and advisory assignments across varied asset classes/ properties worth USD 1,001 billion.



We provide quality valuation, risk advisory and consulting services across a range of property types including residential, hospitality, retail, commercial, institutional, Special Economic Zone (SEZ), industrial, etc. We derive global best practices while maintaining the complexities of Indian real estate markets and are ideally positioned to help solve any valuation related real estate challenge, ranging from single asset valuations to valuation of multi-market and multi-property portfolios.

In India, we have our presence since 1997. Our dedicated and experienced professionals provide quality services from 8 offices across India (Mumbai, Bengaluru, Chennai, Kolkata, Gurgaon, Hyderabad, Pune and Ahmedabad). We have a strong team of experienced and qualified professionals dedicated to offer Valuation & Advisory services in various locations across the country. C&WI India recognizes that no uniform norms and standards for real estate valuation currently exist in India. With this context and background, C&WI utilizes internationally accepted valuation techniques customized to Indian context based on best practices in the industry.

Our professionals have diverse backgrounds such as RICS, CAs, CFAs, MBAs, Architects, Planners, Engineer's etc. We are preferred Consultants for global and domestic banks, financial institutions, Asset Reconstruction Companies (ARC's), Private Equity Funds, Non-Banking Financial Company (NBFC), etc.

# 4 Disclosures

Except for issuing the Independent Property Consultant Report dated April 5, 2024 on the Valuation Methodology of Valuation Report of Embassy Splendid TechZone, Chennai to the Client, C&WI has not been involved with the acquisition or disposal, within the last twelve months of any of the properties being considered for the Engagement. C&WI has no present or planned future interest in the Client, Trustee, Embassy Office Parks REIT, the Sponsors and Sponsor Group to Embassy Office Parks REIT or the Special Purpose Vehicles (SPVs) or holding companies and the fee for this Report is not contingent upon the review contained herein. Our review should not be construed as investment advice; specifically, we do not express /any opinion on the suitability or otherwise of entering into any financial or other transaction with the Client or the SPVs.

C&WI shall keep all the information provided by Client confidential.

### 5 Purpose

The purpose of the Engagement is to review the assumptions and methodologies as set out in Annexure 2 ("Stated Procedure") which have been used for the disclosure of valuation of Embassy REIT comprising of commercial office, hotel, solar power plant in real estate assets located in Bangalore, Bellary District, Mumbai, Pune, Chennai and Delhi NCR (the "Properties") under the Securities and Exchange Board of India (Real Estate Investment Trusts) Regulations, 2014 "SEBI (REIT) Regulations", as amended, together with clarifications, circulars, guidelines and notifications thereunder in any of the Indian stock exchanges. It is hereby clarified that we are not undertaking a valuation under the SEBI REIT Regulations, or any other enactment and the scope of work is expressly limited to what is stated herein.

With respect to the aforementioned disclosure of valuation of assets, forming part of the portfolio of Embassy Office Parks REIT, this independent report is intended to be filed with the Securities and Exchange Board of India ("SEBI"), stock exchanges, trustee or any other relevant regulator within or outside India, and in any other documents to be issued or filed in relation to Embassy Office Parks REIT including any notice or communication to the unit holders



# 6 Scope of Work

C&WI has given its views in relation to the Stated Procedure and this Engagement should not be considered as an audit of a valuation or an independent valuation of the properties. C&WI has not developed its own opinion of value but has reviewed the Stated Procedure in light of the framework contained in the RICS Valuation Global Standards ("Red Book") issued in November 2021, effective from 31 January 2022, which is compliant with the IVSC International Valuation Standards issued in 2021, effective from 31 January 2022.

C&WI review is limited, by reference to the date of this report and to the facts and circumstances relevant to the properties at the time, to review and assess, under the Red Book standards:

- whether the key assumptions as set out in the Stated Procedure are reasonable; and
- whether the methodology followed as set out in the Stated Procedure is appropriate.

# 7 Approach & Methodology

C&WI has been provided with the information such as rent rolls, sample agreement copies, approval plans and other information such as valuation methodology and key assumptions including achievable rental for the properties, rental growth rate, construction timelines, Capitalisation rates, Discount rates etc. An extract of the Methodology and Key assumptions is provided in Annexure 2.

# 8 Authority (in accordance with this Agreement)

Services have been provided solely for the benefit and use of the Client by C&WI. The report may not be used for any other purpose other than the expressly intended purpose as mentioned in this Agreement. They are not to be used, circulated, quoted or otherwise referred to for any other purpose, nor are they to be filed with or referred to in whole or in part in any document without the prior written consent of C&WI where such consent shall not be unreasonably withheld by C&WI. Where they are to be used with C&WI's written consent, they shall be used only in their entirety and no part shall be used without making reference to the whole report unless otherwise expressly agreed in writing by C&WI. Notwithstanding the above, C&WI consents to the usage of the report or a summary thereof for any filings and communications by or with Embassy Office Parks REIT/ EOPMSPL, its unitholders, the trustee, their respective advisers and representatives, and in any fund-raising documents as part of the purpose mentioned in this Agreement. C&WI further consent to copies or extracts of the report being used in any offering documents, communication to unitholders, publicity material, research reports, presentations, press releases in relation to the annual /semi-annual reports, financials and any other reporting requirements/disclosures required to be made. Any reliance by any party other than the Reliant Party on the valuation report will be on their own accord.

# 9 Limitation of Liability (in accordance with this Agreement)

- C&WI has provided the Services exercising due care and skill, but C&WI does not accept any legal liability arising from negligence or otherwise to any person in relation to possible environmental site contamination or any failure to comply with environmental legislation which may affect the opinion of value of the properties. Further, C&WI shall not accept liability for any errors, misstatements, omissions in the Report caused due to false, misleading or incomplete information or documentation provided to C&WI by the Client.
- Both Parties shall hold harmless the other and any of its directors, officers, and employees from and against any claims loss, costs, penalties, fines, damages, claims,



expenses or liabilities suffered by the either party arising out of, resulting from, or sustained or in connection with, breach of its representation and obligations under this LOE, including confidentiality obligations due to gross negligent acts, wilful misconduct/omission of the defaulting party.

- Save and except for C&WI's fraud, non- compliance with applicable laws, gross
  negligent acts and wilful omission/misconduct, C&WI's maximum aggregate liability for
  claims arising out of or in connection with the Independent Property Consultant report,
  under this contract shall be limited to an aggregate sum not exceeding 5 times the total
  fees paid to C&WI by the Client.
- Either Party shall not be liable under any circumstances for any pure economic loss, loss of profit, loss of business, depletion of goodwill, in each case whether direct or indirect or consequential or any claims for consequential loss whatsoever which, arise out of or in connection with services provided hereunder,
- C&WI will neither be responsible for any legal due diligence, title search, zoning check, development permissions and physical measurements nor undertake any verification/ validation of the zoning regulations/ development controls etc.

### 10 Disclaimer

C&WI will neither be responsible for any legal due diligence, title search, zoning check, development permissions and physical measurements nor undertake any verification/validation of the zoning regulations/ development controls, etc.

# 11 Disclosure and Publications

You must not disclose the contents of this report to a third party in any way, except as permitted for the purpose herein or required under applicable law.



# **B** REVIEW FINDINGS

Our exercise has been to review the Stated Procedure, which has been used, for conducting valuation of Properties in connection with the disclosure of valuation of assets, forming part of the portfolio of Embassy REIT, in accordance with the Securities and Exchange Board of India (Real Estate Investment Trusts) Regulations, 2014, as amended, together with clarifications, guidelines and notifications thereunder in the Indian stock exchange, in accordance with IVS 104 of the IVSC International Valuation Standards issued in 2021, effective from 31 January 2022.

The approach adopted by C&WI would be to review the Stated Procedure, which would have a significant impact on the value of Properties, such as:

- Achievable Rental for the property/ies
- Rental Growth Rate
- Construction Timelines
- Capitalisation Rate
- Discount Rate

### C&WI has:

- Independently reviewed the key assumptions as set out in the Stated Procedure and is
  of the opinion that they are reasonable.
- Independently reviewed the approach and methodology followed and analysis as set out in the Stated Procedure, to determine that it is in line with the guidelines followed by RICS and hence is appropriate.

C&WI finds the assumptions, departures, disclosures, limiting conditions as set out in the Stated Procedure, relevant and broadly on lines similar to RICS guidelines. No other extraordinary assumptions are required for this review.

We observe that the assumptions noted in Annexure 2, reflect these factors.



Below is the summary of the properties as per 31 March 2025 rent roll, that has been reviewed:

	Commercial Office Properties				
			Leasabl	e Area (In msf)	
S. No.	Location	Project	Completed	Under Construction / Proposed	
1	Bengaluru	Embassy Manyata	12.8	3.4	
2	Bengaluru	Embassy Tech Village	9.2	0.4	
3	Bengaluru	Embassy Golf Links	3.1		
4	Bengaluru	Embassy One	0.3		
5	Bengaluru	Embassy Business Hub	0.4	1.0	
6	Mumbai	Express Towers	0.5		
7	Mumbai	Embassy 247	1.2		
8	Mumbai	First International Financial Centre (FIFC)	0.4		
9	Pune	Embassy TechZone	3.0	2.4	
10	Pune	Embassy Quadron	1.9		
11	Pune	Embassy Qubix	1.5		
12	Noida	Embassy Oxygen	3.3		
13	Noida	Embassy Galaxy	1.4		
14	Chennai	Embassy Splendid Techzone	1.4	3.6	



	Hotel Properties					
	Keys (#)					
S No	Location	Project	Completed	Under Construction		
			266 Keys			
1	Pongoluru	Embassy Manyata – Hilton &	(5 Star),			
!	Bengaluru	Hilton Garden Inn (5 & 3 Star)	353 Keys			
			(3 Star)			
				311 Keys		
		Embassy Tech Village –		(5 Star),		
2	Bengaluru	Hilton & Hilton Garden Inn (5 & 3		207 Keys		
		Star)		(3 Star)		
4	Bengaluru	Embassy One – Four Seasons	230 Keys			
-	Derigalulu	Embassy One - Four Seasons	(5 Star)			
_	D. a. a. a. la a. a.	Lillian at Early ages Oalf Lillian	247 Keys			
5	Bengaluru	Hilton at Embassy Golf Links	(5 Star)			

Solar Power Plant				
	Power Generation			
Sr No	Location Project Completed			
1	Bellary District, Karnataka	Embassy Energy	130MW DC (100MW AC)	

# Below is the Property/ Business wise analysis:

# • Embassy Manyata:

C&WI view of the market rent for the asset would be in the range of INR 98-100 per sft per month. This is keeping in mind the latest transactions within the park and competing office parks in the vicinity. The other assumptions relating to common area maintenance margin, rent free period, stabilised vacancy, other income, property management fees, etc. are in line with market norms and/or past performance of the IT/ ITeS Park. The achievable ARR of the Hilton at Manyata Embassy Business Park would be in the range of INR 11,000 – 12,000 and the achievable ARR of the Hilton Garden Inn at Manyata Embassy Business Park would be in the range of INR 7,000 – 8,000. The achievable Occupancy of both the hospitality developments are in the range between 70% - 75% on stabilization. This is keeping in mind the historical ARR achieved by the hospitality development and the comparable hospitality developments in the vicinity. C&WI considers the discount rate appropriate and cap rate in line with the market.



Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

# • Embassy Tech Village:

C&WI view of the market rent for the asset would be in the range of INR 96-98 per sft per month. This is keeping in mind the latest transactions within the park and competing office parks in the vicinity. The other assumptions relating to common area maintenance margin, rent free period, stabilised vacancy, other income, property management fees, etc. are in line with market norms and/or past performance of the IT/ITeS park. The achievable ARR of the 5 Star Hospitality Development at Embassy Tech Village would be in the range of INR 9,500 – 10,500 and the of the achievable ARR of the 3 Star Hospitality Development at Embassy Tech Village would be in the range of INR 6,500 – 7,500. The achievable Occupancy of both the hospitality developments are in the range between 70% - 75% on stabilization. This is keeping in mind the historical ARR achieved by the hospitality development and the comparable hospitality developments in the vicinity. C&WI considers the discount rate appropriate and cap rate in line with the market.

Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

# • Embassy Golf Links Business Park:

C&WI view of the market rent for the asset would be in the range of INR 153-158 per sft per month. This is keeping in mind the latest transactions within the park and competing office parks in the vicinity. The other assumptions relating to common area maintenance margin, rent free period, stabilised vacancy, other income, property management fees, etc. are in line with market norms and/or past performance of the IT/ITeS park. C&WI considers the discount rate appropriate and cap rate in line with the market.

Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

### Embassy One:

C&WI view of the market rent (including parking) for the asset would be in the range of INR 145-150 per sft per month. This is keeping in mind the latest transactions within the park and competing office parks in the vicinity. The other assumptions relating to common area maintenance margin, rent free period, stabilised vacancy, other income, property management fees etc are in line with market norms and/or past performance of the development. The achievable ARR of the Four Seasons Hotel would be in the range of INR 16,500 – 17,500 and the achievable Occupancy in the range in the range between 70% - 75% on stabilization. This is keeping in mind the comparable hospitality developments in the vicinity. C&WI considers the discount rate appropriate and cap rate in line with the market.



Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

# • Embassy Business Hub:

C&WI view of the market rent (including parking) for the asset would be in the range of INR 65-70 per sft per month. This is keeping in mind the latest transactions within the park and competing office parks in the vicinity. The other assumptions relating to common area maintenance margin, rent free period, stabilised vacancy, other income, property management fees etc are in line with market norms and/or past performance of the development. C&WI considers the discount rate appropriate and cap rate in line with the market.

Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

# • Express Towers:

C&WI view of the market rent for the asset would be in the range of INR 298-303 per sft per month. This is keeping in mind the latest transactions within the park and competing office parks in the vicinity. The other assumptions relating to common area maintenance margin, rent free period, stabilised vacancy, other income, property management fees, etc are in line with market norms and/or past performance of the IT/ITeS park. C&WI considers the discount rate appropriate and cap rate in line with the market.

Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

### Embassy 247:

C&WI view of the market rent for the asset would be in the range of INR 119-124 per sft per month. This is keeping in mind the latest transactions within the park and competing office parks in the vicinity. The other assumptions relating to common area maintenance margin, rent free period, stabilised vacancy, other income, property management fees, etc. are in line with market norms and/or past performance of the park. C&WI considers the discount rate appropriate and cap rate in line with the market.

Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

# • First International Financial Centre (FIFC):

C&WI view of the market rent for the asset would be in the range of INR 303-308 per sft per month. This is keeping in mind the latest transactions within the park and competing office parks in the vicinity. The other assumptions relating to common area maintenance margin, rent free period, stabilised vacancy, other income, property management fees, etc. are in line with market norms and/or past performance of the development. C&WI considers the discount rate appropriate and cap rate in line with the market.



Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

# • Embassy TechZone:

C&WI view of the market rent for the asset would be in the range of INR 47-50 per sft per month. This is keeping in mind the latest transactions within the park and competing office parks in the vicinity. The other assumptions relating to common area maintenance margin, rent free period, stabilised vacancy, other income, property management fees, etc. are in line with market norms and/or past performance of the park. C&WI considers the discount rate appropriate and cap rate in line with the market.

Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

### • Embassy Quadron:

C&WI view of the market rent for the asset would be in the range of INR 45 - 48 per sft per month. This is keeping in mind the latest transactions within the park and competing office parks in the vicinity. The other assumptions relating to common area maintenance margin, rent free period, stabilised vacancy, other income, property management fees, etc. are in line with market norms and/or past performance of the park. C&WI considers the discount rate appropriate and cap rate in line with the market.

Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

# Embassy Qubix:

C&WI view of the market rent for the asset would be in the range of INR 47-50 per sft per month. This is keeping in mind the latest transactions within the park and competing office parks in the vicinity. The other assumptions relating to common area maintenance margin, rent free period, stabilised vacancy, other income, property management fees, etc. are in line with market norms and/or past performance of the park. C&WI considers the discount rate appropriate and cap rate in line with the market.

Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

### Embassy Oxygen:

C&WI view of the market rent for the asset would be in the range of INR 46-52 per sft per month, depending on nature of the development i.e SEZ or Non SEZ. This is keeping in mind the latest transactions within the park and competing office parks in the vicinity. The other assumptions relating to common area maintenance margin, rent free period, stabilised vacancy, other income, property management fees, etc. are in line with market



norms and/or past performance of the park. C&WI considers the discount rate appropriate and cap rate in line with the market.

Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

# Embassy Galaxy:

C&WI view of the market rent for the asset would be in the range of INR 46-50 per sft per month. This is keeping in mind the latest transactions within the park and competing office parks in the vicinity. The other assumptions relating to common area maintenance margin, rent free period, stabilised vacancy, other income, property management fees, etc. are in line with market norms and/or past performance of the park. C&WI considers the discount rate appropriate and cap rate in line with the market.

Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

### . Hilton at Golf Links:

C&WI view of the achievable ARR of the Hilton at Embassy Golf Links Park would be in the range of INR 11,500 – 12,500 and the achievable Occupancy in the range in the range between 70% - 75% on stabilization. This is keeping in mind the historical ARR achieved by the hospitality development and the comparable hospitality developments in the vicinity. C&WI considers the discount rate appropriate and cap rate in line with the market.

Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

### Embassy Energy:

C&WI view of the achievable PLF of the Solar Power Park will be 17.35% and the achievable tariff rate for the Solar power park would be INR 6.07 per unit. This is keeping in mind the latest tariff rate and the historical PLF achieved by the Solar Power Plant. C&WI considers the discount rate appropriate and cap rate in line with the market.

Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

Considering the above-mentioned points, C&WI considers the market assumptions and the approach to valuation of the above properties to be reasonable and in line with international standards (RICS).

### • Embassy Splendid Tech Zone:

C&WI view of the market rent for the asset would be in the range of INR 70-75 per sft per month. This is keeping in mind the latest transactions within the park and competing office parks in the vicinity. The other assumptions relating to common area maintenance margin, rent free period, stabilised vacancy, other income, property management fees, etc. are in



line with market norms and/or past performance of the park. C&WI considers the discount rate appropriate and cap rate in line with the market.

Considering the above-mentioned points, the value estimate given by the Valuer appears reasonable.

# Signed for and on Behalf of Cushman & Wakefield India Pvt. Ltd

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A CHAMMAN A PO

Sakshi Sikri, MRICS Executive Director, Valuation and Advisory Services

Nikhil Shah, MRICS Senior Associate Director, Valuation and Advisory Services



Paul George, MRICS Associate Director, Valuation and Advisory Services



# **Annexure 1: Instructions (Caveats & Limitations)**

- The Independent Property Consultant Report is not based on comprehensive market research of the overall market for all possible situations. Cushman & Wakefield India (hereafter referred to as "C&WI") has covered specific markets and situations, which are highlighted in the Report.
  - The scope comprises of reviewing the assumptions and methodology in the Stated Procedure, for valuation of the properties. C&WI did not carry out comprehensive field research-based analysis of the market and the industry given the limited nature of the scope of the assignment. In this connection, C&WI has relied on the information supplied to C&WI by the Client.
- 2. In conducting this assignment, C&WI has carried out analysis and assessments of the level of interest envisaged for the property(ies) under consideration and the demand-supply for the commercial sector in general. C&WI will also obtain other available information and documents that are additionally considered relevant for carrying out the exercise. The opinions expressed in the Report are subject to the limitations expressed below.
  - a. C&WI has endeavoured to develop forecasts on demand, supply and pricing on assumptions that are considered relevant and reasonable at the time of preparing this report. All of these forecasts are in the nature of likely or possible events/occurrences, and the Report does not constitute a recommendation to Embassy Office Parks REIT or (Client or its affiliates and subsidiaries or its customers or any other party) to adopt a particular course of action. The use of the Report at a later date may invalidate the assumptions and basis on which forecasts have been generated and is not recommended as an input to a financial decision.
  - b. It should be noted that C&WI's value assessments will be based upon the facts and evidence available at the date of assessment. It is therefore recommended that the value assessments be periodically reviewed.
  - c. Changes in socio-economic and political conditions could result in a substantially different situation than those presented at the report date. C&WI assumes no responsibility for changes in such external conditions.
  - d. In the absence of a detailed field survey of the market and industry (as and where applicable), C&WI has relied upon secondary sources of information for a macro-level analysis. Hence, no direct link is to be established between the macro-level understandings on the market with the assumptions estimated for the analysis.
  - e. The services provided is limited to review of assumptions and stated procedures and other specific opinions given by C&WI in this Report and does not constitute an audit, a due diligence, tax related services or an independent validation of the projections. Accordingly, C&WI does not express any opinion on the financial information of the business of any party, including the Client and its affiliates and subsidiaries. The Report is prepared solely for the purpose stated and should not be used for any other purpose.
  - f. While the information included in the Report is believed to be accurate and reliable, no representations or warranties, expressed or implied, as to the accuracy or completeness of such information is being made. C&WI will not undertake any obligation to update, correct or supplement any information contained in the Report.



- g. In the preparation of the Report, C&WI has relied on the following information:
  - Information provided to C&WI by the Client and subsidiaries and third parties;
  - ii. Recent data on the industry segments and market projections;
  - iii. Other relevant information provided to C&WI by the Client and subsidiaries at C&WI's request;
  - iv. Other relevant information available to C&WI; and
  - v. Other publicly available information and reports.
- 3. The Report reflects matters as they currently exist. Changes may materially affect the information contained in the Report.
- 4. All assumptions made in the Report are based on information or opinions as current. In the course of the analysis, C&WI has relied on information or opinions, both written and verbal, as currently obtained from the Client as well as from third parties provided with, including limited information on the market, financial and operating data, which would be accepted as accurate in bona-fide belief. No responsibility is assumed for technical information furnished by the third-party organizations and this is bona-fidely believed to be reliable.
- 5. No investigation of the title of the assets/ properties has been made and owners' claims to the assets/ Properties is assumed to be valid. No consideration will be given to liens or encumbrances, which may be against the assets. Therefore, no responsibility is assumed for matters of a legal nature.



# Annexure 2: Extract of Methodology & Key Assumptions for the Valuation of Properties

Note: The Properties has been referred to as "Subject Properties" by the valuer. Similar representation has been followed in this section.

# **Valuation Approach and Methodology**

### PURPOSE OF VALUATION

The purpose of this valuation exercise is to estimate the value of the Subject Properties as part of the portfolio of Embassy Office Parks REIT, for reporting purposes under the SEBI (Real Estate Investment Trust) Regulations, 2014, as amended, together with clarifications, guidelines and notifications thereunder and also disclosure requirement of fair valuation of investment properties as per SEBI.

### VALUATION GUIDELINE AND DEFINITION

Given the purpose of valuation as mentioned above, the valuation exercise has been carried out to estimate the "Market Value" of the Subject Properties in accordance with the IVSC International Valuation Standards issued in 2021 and effective from 31 January 2022.

As per IVSC International Valuation Standards, "Market Value" is defined as 'The estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's-length transaction after proper marketing and where the parties had each acted knowledgeably, prudently and without compulsion.'

### VALUATION APPROACH

The basis of valuation for the Subject Properties being Market Value, the same has been derived by the following approach:

# **Discounted Cash Flow Method using Rental Reversion**

The market practice in most commercial/ IT developments involves contracting tenants in the form of pre-commitments at sub-market rentals to increase attractiveness of the property to prospective tenants typically extended to anchor tenants. Additionally, there are instances of tenants paying above-market rentals for certain properties as well (primarily owing to market conditions at the time of contracting the lease). In order to arrive at a unit value for these tenancies, we have considered the impact of such sub/above market leases on the valuation of the Subject Properties.

For the purpose of the valuation of Subject Properties, Income Approach - Discounted Cash Flow Method using Rental Reversion has been adopted.

### VALUATION METHODOLOGY

In order to compute the Market Value of the Subject Properties the following understanding /assessment is required:

a. Micro Market Assessment where the Subject Properties is located.



- b. Portfolio Assessment (existing and future supply, demand from occupiers, average office space take up by an occupier in a particular sector, existing vacancy and the rentals)
- c. Situation of the Subject Properties (current achievable rentals, vacancy numbers, competing supply in the micro market etc.) with respect to the micro market.

The details are elaborated below:

### Portfolio & Rental Assessment:

- The area details, ownership interests of the Subject Properties have been provided by the Client.
- Physical site inspections were conducted to assess the current status of the Subject Properties.
- The rent rolls along with corresponding leases deeds (on a reasonable sample basis) were reviewed to identify tenancy characteristics for the Subject Properties.
- The current effective rent is weighted average rentals for leased office/ retail plus other income.

# **Preparation of Future Cash Flows:**

- Computing the monthly rental income projected and translating the same to a quarterly cash flow.
- The operational expenses of the respective properties are reviewed to understand the
  recurring, non-recurring, recoverable and non-recoverable nature expenses and accordingly
  estimate the margins on the common area maintenance income, which accrues as cash
  inflows to the Subject Properties and normalised for the purpose of cash flow projections
- The projected future cash flows from the Subject Properties are based on existing lease terms
  for the operational area till the expiry of the leases or re-negotiation, whichever is earlier,
  following which, the lease terms have been aligned with market rents achievable by the
  Subject Properties.
- The cash flows for the operational, under construction and proposed development area have been projected separately for the purpose of estimating and reporting valuation in accordance with the SEBI (REIT) Regulations
- For vacant area, under-construction area and proposed development area, the achievable market rent-led cash flows are projected factoring appropriate lease-up time frame for vacant/under-construction/proposed development area.
- Recurring operational expenses, fit-out income (wherever applicable, however, the same has
  not been included in the NOI for the purpose of arriving at the terminal value by capitalisation)
  and vacancy provision have been adopted in-line with prevalent market practices and
  conditions.
- In addition, appropriate rent-free periods have been adopted during lease roll-overs to consider potential rent-free terms as well as outflows towards brokerage.
- These cash flows have been projected for 10-year duration from the date of valuation wherein 11th year Net operating income (NOI) is capitalized for the assessment of terminal value.
   These future cash flows are then discounted to present-day value (valuation date) at an appropriate discount rate to arrive at the Market Value of the Subject Properties.



# **Key Assumptions**

# 1. Embassy Manyata (Office & Hotel)

# **Office**

Particulars	Units of measure	Assumptions	
Property details			
Type of property		Completed	Under Construction/ Proposed
Leasable Area	Million sq. ft.	12.8	3.4
Vacancy	%	9%	
Key Assumptions			,
Achievable Rental per month - Office	INR per sq. ft.	Ş	99
Construction end date	Year		FY 2031
Capitalization Rate	%	8.0	00%
Discount Rate	%	11.75%	13.00%

# <u>Hotel</u>

Particulars	Units of measure	Assumptions		
Property details				
Type of Development		Completed-Upscale (Hilton)	Completed- Mid-Scale (Hilton Garden Inn)	
No of Keys	#	266 Keys	353 Keys	
Key Assumptions				
ARR	INR Per Night	11,500	7,500	
Stabilized Occupancy	%	72%	72%	
Capitalization Rate	%	7.14%	7.14%	
Discount Rate	%	12.14%	12.14%	



# 2. Embassy Tech Village (Office & Hotel)

# Office

Particulars	Units of measure	Assum	nptions
Property details			
Type of property		Completed	Under Construction/Proposed
Leasable Area	Million sq. ft.	9.2	0.4
Vacancy	%	10%	
Key Assumptions			
Achievable Rental per month - Office	INR per sq. ft.	9	7
Construction end date	Year	-	FY 2028
Capitalization Rate	%	8.00%	
Discount Rate	%	11.75%	13.00%

# <u>Hotel</u>

Particulars	Units of measure	Assu	mptions
Property details			
Type of Development		Under Construction/Proposed 5 Star Hotel	Under Construction/Proposed 3 Star Hotel
No of Keys	#	311 Keys	207 Keys
Key Assumptions			
ARR	INR Per Night	10,000	7,000
Stabilized Occupancy	%	72%	72%
Capitalization Rate	%	7.14%	7.14%
Discount Rate	%	13.50%	13.50%



# 3. Embassy GolfLinks

Particulars	Units of measure	Assumptions
Property details		
Type of property		Completed
Leasable Area	Million sq. ft.	3.1
Vacancy	%	0%
Key Assumptions		
Achievable Rental per month - Office	INR per sq. ft.	155
Construction end date	Year	-
Capitalization Rate	%	8.00%
Discount Rate	%	11.75%

# 4. Embassy One & Four Seasons

# **Office**

Particulars	Units of measure	Assumptions
Property details		
Type of property		Completed
Leasable Area	Million sq. ft.	0.3
Vacancy	%	18%
Key Assumptions		
Achievable Rental per month - Office	INR per sq. ft.	147
Construction end date	Year	-
Capitalization Rate	%	7.75%
Discount Rate	%	11.75%

# <u>Hotel</u>

Particulars	Units of measure	Assumptions
Property details		
Type of Development		Luxury Hotel
No of Keys	#	230 Keys
Key Assumptions		
ARR	INR Per Night	17,000
Stabilized Occupancy	%	72%
Capitalization Rate	%	7.14%
Discount Rate	%	12.14%



# 5. Embassy Business Hub

Particulars	Units of measure	As	sumptions
Property details			
Type of property		Operational Phase 1	Under Construction/Proposed Phase 2
Leasable Area	Million sq. ft.	0.4	1.0
Vacancy	%	1	
Key Assumptions			
Achievable Rental per month - Office	INR per sq. ft.		68
Construction end date	Year		FY 2028
Capitalization Rate	%		8.00%
Discount Rate	%	11.75%	13.00%

# 6. Express Towers

Particulars	Units of measure	Assumptions
Property details		
Type of property		Completed
Leasable Area	Million sq. ft.	0.5
Vacancy	%	
Key Assumptions		
Achievable Rental per month - Office	INR per sq. ft.	300
Construction end date	Year	
Capitalization Rate	%	7.50%
Discount Rate	%	11.75%

# 7. Embassy 247

Particulars	Units of measure	Assumptions
Property details		
Type of property		Completed
Leasable Area	Million sq. ft.	1.2
Vacancy	%	
Key Assumptions		
Achievable Rental per month - Office	INR per sq. ft.	121
Construction end date	Year	
Capitalization Rate	%	8.00%
Discount Rate	%	11.75%

<sup>&</sup>lt;sup>1</sup> This is inclusive of hard option admeasuring ~31,666 Sq. ft (8% of the total area)



# 8. First International Financial Centre (FIFC)

Particulars	Units of measure	Assumptions
Property details		
Type of property		Completed
Leasable Area	Million sq. ft.	0.4
Vacancy	%	0.1%
Key Assumptions		
Achievable Rental per month - Office	INR per sq. ft.	305
Construction end date	Date	
Capitalization Rate	%	7.75%
Discount Rate	%	11.75%

# 9. Embassy TechZone

Particulars	Units of measure	Assur	mptions
Property details			
Type of property		Completed	Under Construction/Proposed
Leasable Area	Million sq. ft.	3.0	2.4
Vacancy	%	17%	
Key Assumptions			
Achievable Rental per month - Office	INR per sq. ft.	48	
Construction end date	Year		FY 2030
Capitalization Rate	%	8.3	25%
Discount Rate	%	11.75%	13.00%

# 10. Embassy Quadron

Particulars	Units of measure	Details
Property details		
Type of property		Completed
Leasable Area	Million sq. ft.	1.9
Vacancy	%	81%
Key Assumptions		
Achievable Rental per month - Office	INR per sq. ft.	46
Construction end date	Year	-
Capitalization Rate	%	8.25%
Discount Rate	%	11.75%



# 11. Embassy Qubix

Particulars	Units of measure	Details
Property details		
Type of property		Completed
Leasable Area	Million sq. ft.	1.5
Vacancy	%	27%
Key Assumptions		
Achievable Rental per month - Office	INR per sq. ft.	48
Construction end date	Year	-
Capitalization Rate	%	8.25%
Discount Rate	%	11.75%

# 12. Embassy Oxygen

Particulars	Units of measure	Details
Property details		
Type of property		Completed
Leasable Area	Million sq. ft.	3.3
Vacancy	%	19%
Key Assumptions		
Achievable Rental per month – Office	INR per sq. ft.	48
Achievable Rental per month – Office (For Non SEZ converted area of new towers i.e. Tower 1,2 & 3)	INR per sq. ft.	50
Construction end date	Date	
Capitalization Rate	%	8.25%
Discount Rate	%	11.75%

# 13. Embassy Galaxy

Particulars	Units of measure	Details	
Property details			
Type of property		Completed	
Leasable Area	Million sq. ft.	1.4	
Vacancy	%	1%	
Key Assumptions			
Achievable Rental per month - Office	INR per sq. ft.	48	
Construction end date	Year	-	
Capitalization Rate	%	8.00%	
Discount Rate	%	11.75%	



# 14. Hilton Embassy Golf Links

Particulars	Units of measure	Assumptions
Property details		
Type of Development		Upscale Hotel
No of Keys	#	247 Keys
Key Assumptions		•
ARR	INR Per Night	12,000
Stabilized Occupancy	%	72%
Capitalization Rate	%	7.14%
Discount Rate	%	12.14%

# 15. Embassy Energy

Particulars	Units of measure	Assumptions
Property details		
Capacity (MW) (A)	(DC/AC)	130MW DC (100MW AC)
Plant Load Factor (B)	%	17.35%
Number of Hours in a Day (C)	#	24
Days in a Year (D)	#	365
Total Units Generated (KWH) – (A*B*C*D)*1,000	Units	194 million Units (MU) in kWH in Year 1
Key Assumptions		
Adopted Tariff Rate	INR per unit	6.07
PLF	%	17.35%
Useful Life	Years	25 Years
COD	FY Year	FY 2018
Discount Rate	%	11.75%

# 16. Embassy Splendid TechZone

Particulars	Units of measure		Details
Property details			
Type of property		Completed	Under Construction/Proposed
Leasable Area	Million sq. ft.	1.4	3.6
Vacancy	%	5%	100%
Key Assumptions			
Achievable Rental per month	INR per sq. ft.		74
Construction end date	Date	-	FY 2030
Capitalization Rate	%		8.25%
Discount Rate	%	11.75%	13.00%



Reference	EOP/ESG/PIT/01 Version: April 29, 2025
Policy Title	Code on unpublished price sensitive information and dealing in securities of the Embassy Office Parks REIT ("Embassy REIT" or "Trust") ("Insider Code" or "Code") and Code of Practices and Procedures for Fair Disclosure in respect of the Embassy REIT
Entity	Embassy Office Parks Management Services Private Limited ("Company"/ "Manager") in its capacity as the Manager of Embassy Office Parks REIT ("Embassy REIT")
Approving Authority	Board of Directors of the Manager

Revision History			
Version #	Version Date	Change Type	
V1	March 07, 2019	Created	
V2	November 02, 2020	Amended	
V3	October 24, 2024	Amended	
V4	April 29, 2025	Amended	

	Document Review Cycle				
#	<b>Effective Date</b>	Next review date	Policy Owner		
1	June 10, 2025	Q4 Board Meeting Date of the Manager of every Financial Year	Company Secretary and Compliance Officer		

Applicability	This Code is applicable to the Embassy REIT, the Manager (in its capacity as the Manager to the Embassy REIT), Manyata Promoters Private Limited ("Holdco") and its special purpose vehicles ("SPVs") (collectively, the "Embassy REIT Entities").	
Introduction & Purpose	This Code aims to outline the process and procedures for dissemination of information disclosures in relation to the Embassy REIT. The purpose of the Code is also to ensure the Embassy REIT Entities comply with applicable law, including the Securities and Exchange of India (Real Estate Investment Trusts) Regulations, 2014, as amended ("REIT Regulations") Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2014 amended (the "PIT Regulations"), if, and to the extent applicable or such other laws, regulations or guidelines prohibiting insider trading and governing disclosure of material, unput price sensitive information.	
Key Terms	<ol> <li>"Chief Investor Relations Officer" - The Company shall designate a senior officer as the Chief Investor Relations Officer to deal with dissemination of information and disclosure of UPSI to analysts, unitholders and media, and educating staff on disclosure policies and procedure. The 'Head – Investor Relations' of the Manager shall act as Chief Investor Relations Officer for the purpose of this Code.</li> <li>"Compliance Officer" - The Company Secretary of the Manager shall act as the Compliance Officer for the purpose of this Code. He or she shall be responsible for ensuring that the Embassy REIT and the Manager comply with continuous disclosure requirements, overseeing and coordinating disclosure of unpublished price sensitive information ("UPSI") to Stock Exchanges, maintaining records and making periodic disclosures in terms of the</li> </ol>	



Policy for Determining Materiality of Information for Periodic Disclosures and such other functions as are required to be carried out by a compliance officer under the PIT Regulations, including as set out in **Schedule 3** (Duties of the Compliance Officer)

- 3. "Chinese Wall" shall have the same meaning assigned to it under Schedule I of this Code.
- 4. "Board" or "Board of Directors" shall mean the board of directors of the Manager.
- 5. "Connected Person" shall have the meaning set forth in Regulation 2(1)(d) of the PIT Regulations.
- 6. "Designated Person" The Chief Executive Officer of the Manager or Chief Financial Officer of the Manager in consultation with Compliance Officer shall specify the Designated Persons, from time to time, to be covered by the Insider Code on the basis of their role and function in the organization and the access that such role and function would provide to UPSI in addition to seniority and professional designation and shall include:-
  - (i) The boards of directors, chief executive officers, all employees up to two levels below the chief executive officer and any support staff (including secretarial and IT staff and personnel engaged on a contractual basis who are on deputation/secondment and who has or is reasonably expected to have UPSI) of the Embassy REIT Entities;
  - (ii) All management personnel in finance up to Grade M2 and all executives in counsel and compliance, acquisition, Investor Relations department of the Manager (including employees engaged on contractual basis who are on secondment deputation / in above mentioned departments);
  - (iii) All Sponsors and Sponsor Group of the Embassy REIT; and
  - (iv) Any other category of persons as required to be identified as such under applicable laws or otherwise identified by the Chief Executive Officer of the Manager or Chief Financial Officer of the Manager in consultation with Compliance Officer.

For the purposes of compliance with Chapter III-A of the PIT Regulations, "employee" shall have the meaning ascribed to such term in Regulation 7I of the PIT Regulations.

- (i) "Immediate Relative" means a spouse of a person, and includes parent, sibling and child of such person or of the spouse, any of whom is either dependent financially on such person or consults such person in taking decisions relating to trading in securities.
- (ii) "**Informant**" shall have the same meaning assigned to it under Regulation 7A of the PIT Regulations.
- (iii) "Insider" means any person who is:
  - a. a Connected Person; or
  - b. in possession of or having access to UPSI.
- (iv) "Legal Representative" means a duly authorized individual who is admitted to the practice of law in India.
- (v) "Management Committee" means the management committee of the Embassy REIT, as constituted from time to time.
- (vi) "Original Information" shall have the same meaning assigned to it under Regulation 7A



of the PIT Regulations.

- (vii) "**Reward**" shall have the same meaning assigned to it under Regulation 7A of the PIT Regulations.
- (viii) "**Securities**" shall have the same meaning assigned to it under Regulation 2(1)(i) of the PIT Regulations, and shall for the purposes of this Code be deemed to include units of the Embassy REIT.
- (ix) "**Sponsor**" and "**Sponsor Group**" shall have the same meaning assigned to these terms under the REIT Regulations.
- (x) "Trading" means and includes subscribing, redeeming, switching, buying, selling, dealing, or agreeing to subscribe, redeem, switch, buy, sell, deal in any securities, and "trade" shall be construed accordingly.

Trading" shall also include pledging or agreeing to pledge, as explained below. Explanation: Under the PIT Regulations, the term "trading" is intended to be widely used to include dealing. Such a construction is intended to curb the activities based on Unpublished Price Sensitive Information which are strictly not buying, selling or subscribing, such as pledging etc.

- (xi) "Trading Day" means a day on which the recognized stock exchanges are open for trading.
- (xii) **Unpublished Price Sensitive Information" or "UPSI"** shall have the meaning set forth in Regulation 2(1)(n) of the PIT Regulations. The term 'Company' as referred to in Regulation 2(1)(n) shall refer to the Embassy REIT and the term "securities" shall refer to the "Securities" of the Embassy REIT.

Words and expressions used and not defined in this Code but defined in the REIT Regulations, PIT Regulations, the Securities and Exchange Board of India Act, 1992, the Securities Contracts (Regulation) Act, 1956, the Depositories Act, 1996 or the Companies Act, 2013 and rules and regulations made thereunder, each as amended from time to time shall have the meanings respectively assigned to them in those legislation.

# Principles of Fair Disclosure for purposes of Code of Practices and Procedures for Fair Disclosure of UPSI

- The Board of Directors shall endeavor to make prompt public disclosure of UPSI that would impact price discovery no sooner than credible and concrete information comes into being in order to make such information generally available. Towards this objective, the Board shall make the availability of such UPSI accessible without any discrimination and disclose various corporate events, inorganic growth prospects, acquisitions and takeovers and all other material events or information upon them becoming crystallized.
- 2. The Board of Directors shall endeavor to make disclosures of UPSI, as and when made, in a universal and uniform manner through forums like widely circulated media and / or through stock exchanges where the Securities are listed. The Board shall ensure against selective disclosure of UPSI.
- 3. The Chief Investor Relations Officer shall deal with dissemination of information and disclosure of UPSI. The Compliance Officer can be contacted for any queries or clarifications as regards dissemination of UPSI.
- 4. The Board of Directors shall ensure that whenever UPSI gets disclosed selectively and/or inadvertently, it shall ensure prompt and proper dissemination of such information so as to make it generally available.



- 5. The Chief Investor Relations Officer shall ensure that information shared with analysts and research personnel is not UPSI. While dealing with analysts or research persons or large investors like institutions, only public information shall be provided. Alternatively, the information given to analysts or research persons shall simultaneously be made public at the earliest.
- 6. The Chief Investor Relations Officer shall develop best practices to make transcripts or records of proceedings of meetings with analysts and other investor relations conferences on the official website to ensure official confirmation and documentation of disclosures made.
- 7. The Compliance Officer shall ensure that systems are in place for handling of all UPSI only on a need-to-know basis.

An Insider shall not communicate, provide or allow access to any UPSI to any person including other Insiders, except to the extent allowed by this Code or applicable law.

Further, no person shall procure from or cause the communication by an Insider of UPSI, except to the extent allowed by this Code or applicable law.

However, nothing contained above shall be applicable when UPSI is communicated, provided, allowed access to or procured under the knowledge of Compliance Officer in furtherance of legitimate purposes, performance of duties or discharge of legal obligations or permitted under applicable laws, including pursuant to appropriate confidentiality and non- disclosure agreements, where necessary.

Further, for the purposes of communication of UPSI to persons identified within a Chinese Wall, in furtherance of legitimate purposes, performance of duties or discharge of legal obligations, the procedures set out in **Schedule 1** (*Chinese Walls Framework*) of this Code should be complied with.

Details of the persons with whom UPSI is proposed to be shared:

# Prohibition on communicating or procuring UPSI

- a) Any person who communicates any UPSI shall duly inform the Compliance Officer of:
  - (i) the nature of UPSI; (ii) the names of the persons who have shared the information; and (iii) the names of the persons with whom the information is shared under this section along with the Permanent Account Number or any other identifier authorized by law where Permanent Account Number is not available. The Compliance Officer with the support of IT-Head shall maintain a structured digital database for the same and such databases shall be maintained with adequate internal controls and checks such as time stamping and audit trails to ensure non-tampering of the database in accordance with PIT Regulations.
- b) The Compliance Officer shall maintain a "grey list" of employees that are part of the core team for any project designated by the Chief Executive Officer or the Chief Financial Officer of the Manager and shall not approve applications for trading from such employees until the Trading Window for such employees is reopened.
- c) Prior to sharing UPSI, the proposed recipient of UPSI should be apprised of the fact that the information proposed to be shared for the specified legitimate purpose is UPSI and that as an insider, the proposed recipient must maintain confidentiality of the UPSI, and comply with its obligations under this Code and the PIT Regulations. In this regard, the Company may consider apprising the proposed recipient of the UPSI of the following matters in writing through a contractual agreement, such as, confidentiality agreement or non disclosure



	agreement:	
	i)	Ownership of information shared – the information being shared is UPSI and that the Company, as the manager of the Embassy REIT, is the exclusive owner of such UPSI;
	ii)	Status of the recipient of UPSI – upon receipt of UPSI, the recipient would be deemed to be an Insider and subject to the provisions of, and obligations under this Code and the PIT Regulations;
	iii)	Confidentiality – the recipient must maintain confidentiality of the UPSI at all times
	iv)	Restrictions on use of UPSI – the recipient may use the UPSI only for the approved purposes for which it was disclosed;
	v)	Trading restrictions – the recipient should provide a written undertaking that he/she/it shall not undertake trades in the securities of the Embassy REIT while in possession of the UPSI, otherwise than in compliance with the Insider Trading Regulations
	vi)	Co-operation – the recipient must extend all cooperation to the Company in this regard.
	vii)	The Board may impose such other conditions and/or restrictions on the recipient, as it may deem appropriate.
	viii)	It is noted that as the manager of Embassy REIT, information may be shared by the Company, from time to time, in the ordinary course of its business activities with persons/entities including, the advisers and service providers, viz., auditors, merchant bankers and legal advisers/ consultants of the Embassy REIT, the sponsors of the Embassy REIT, etc. in line with the aforementioned principles.
	The Board of Directors or the Chief Executive Officer of the Manager shall ensure that such database is preserved for a period of not less than eight years after completion of the relevant transactions and in the event of receipt of any information from the SEBI regarding any investigation or enforcement proceedings, the relevant information in the database shall be preserved until the completion of such investigation or enforcement proceeding.	
Policy for determination of Legitimate Purpose	The term " <b>legitimate purpose</b> " shall include sharing of UPSI in the ordinary course of business by an Insider with partners, collaborators, lenders, customers, suppliers, merchant bankers, legal advisors, auditors, insolvency professionals or other advisors or consultants, provided that such sharing has not been carried out to evade or circumvent the provisions of PIT Regulations.	
	Any person in receipt of UPSI pursuant to a "legitimate purpose" shall be considered an "Insider" for purposes of the PIT Regulations and this Code and due notice shall be given to such persons to maintain confidentiality of such UPSI in compliance with PIT Regulations.	
Institutional Mechanism for Prevention of Insider trading	ism for in place adequate and effective system of internal controls to ensure compliance with the requirements given in the PIT Regulations to prevent Insider Trading, including such internal	
	Offi	Board of Directors shall ensure that the Chief Executive Officer, the Chief Financial acter and the Compliance Officer ensure compliance with Regulation 9 and sub-ulations (1) and (2) of Regulation 9A of the PIT Regulations.
	3. The	Audit Committee of the Manager shall review compliance with the provisions of PIT



	Regulations and the Code at least once in a financial year and shall verify that the systems for internal control are adequate and are operating effectively.			
	4. The Manager shall initiate appropriate inquiries on becoming aware of leak of UPSI or suspected leak of UPSI in the manner set out in <b>Schedule 2</b> ( <i>Policies and Procedures for Inquiry into Leak of UPSI</i> ) of this Code and inform the Board promptly of such leaks, inquiries and results of such inquiries.			
	The Compliance Officer in consultation with Chief Executive Officer or Chief Financial Officer or Chief Investor Relations Officer shall:			
	(i) be responsible for deciding whether a public announcement is necessary for verifying or denying rumors and then making the disclosure, in accordance with the procedure specified in the <i>Policy for Determining Materiality of Information for Periodic Disclosures</i> ; and			
	(ii) make an appropriate and fair response to the queries on news reports and requests for verification of market rumors by regulatory authorities, in accordance with the procedure specified in the Policy for Determining Materiality of Information for Periodic Disclosures.			
Trading when in possession of Unpublished Price Sensitive	No Insider shall trade in Securities that are listed or proposed to be listed on a stock exchange when in possession of UPSI. When a person who has traded in Securities has been in possession of UPSI, his/her trades would be presumed to have been motivated by the knowledge and awareness of such information in his/her possession.			
Information	An Insider may prove his/her innocence by demonstrating any of the circumstances set out in Regulation 4(1) of the PIT Regulations.			
	In the case of Connected Persons, the onus of establishing that they were not in possession of UPSI, shall be on such Connected Persons and in other cases, the onus would be on SEBI.			
Trading Window	<ol> <li>Unless otherwise specified by the Compliance Officer, the trading window shall remain open for trading in Embassy REIT's Securities after securing pre-clearance from the Compliance Officer in accordance with this Code. Further, no Designated Persons or their Immediate Relatives shall trade in the Embassy REIT's Securities when the trading window is closed, unless otherwise permitted under the PIT Regulations.</li> </ol>			
	<ol> <li>Notwithstanding the above, the trading window may be closed for Designated Persons, when the Compliance Officer determines that a Designated Person or class of Designated Persons is reasonably expected to have UPSI, which will ordinarily include, but not limited to:</li> </ol>			
	(i) Declaration of financial results;			
	(ii) Declaration of distribution;			
	(iii) Any acquisition, disposal or proposed acquisition or disposal of Trust assets;			
	<ul> <li>(iv) Any change in unit structure and debt capital structure of the Embassy REIT, including changes in the number of issued and outstanding Securities of the Embassy REIT;</li> </ul>			
	(v) Changes in key managerial personnel of the Manager or change in the trustee of the Embassy REIT; and			
	(vi) Any other event which, in the sole determination of the Chief Financial Officer of			



the Manager or Compliance Officer severally, is UPSI.

With effect from June 10, 2025, the following events shall also be considered for trading window closure:

- 1. change in rating(s), other than ESG rating(s);
- 2. fund raising proposed to be undertaken by Embassy REIT;
- 3. agreements, by whatever name called, which may impact the management or control of Embassy REIT;
- 4. fraud or defaults by Embassy REIT, the Manager (in its capacity as Manager to Embassy REIT), Sponsor of Embassy REIT, directors or key managerial personnel of the Manager or arrest of Sponsor, key managerial personnel or directors of the Manager, whether occurred within India or abroad;
- 5. resolution plan/ restructuring or one time settlement in relation to loans/borrowings from banks/financial institutions in respect of Embassy REIT, its Holdcos or SPVs;
- 6. admission of winding-up petition filed by any party /creditors and admission of application by the Tribunal filed by the corporate applicant or financial creditors for initiation of corporate insolvency resolution process against Embassy REIT as a corporate debtor, approval of resolution plan or rejection thereof under the Insolvency and Bankruptcy Code, 2016;
- 7. initiation of forensic audit, by whatever name called, by Embassy REIT or any other entity for detecting mis-statement in financials, misappropriation/ siphoning or diversion of funds and receipt of final forensic audit report;
- 8. action(s) initiated or orders passed within India or abroad, by any regulatory, statutory, enforcement authority or judicial body against Embassy REIT, its Holdcos, its SPVs, directors of the Manager, key managerial personnel of the Manager or Sponsor, in relation to Embassy REIT;
- 9. outcome of any litigation(s) or dispute(s) which may have an impact on Embassy REIT;
- 10. giving of guarantees or indemnity or becoming a surety, by whatever named called, for any third party, by the Embassy REIT not in the normal course of business; and
- 11. granting, withdrawal, surrender, cancellation or suspension of key licenses or regulatory approvals.

Explanation 1- For the purpose of paragraph (4):

- a. 'Fraud' shall have the same meaning as referred to in Regulation 2(1)(c) of Securities and Exchange Board of India (Prohibition of Fraudulent and Unfair Trade Practices relating to Securities Market) Regulations, 2003.
- b. 'Default' shall have the same meaning as referred to in Clause 6 of paragraph A of Part A of Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Explanation 2- For identification of events enumerated from paragraph 1-11 above as unpublished price sensitive information, the guidelines for materiality referred at paragraph



A of Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as may be specified by the SEBI from time to time and materiality as referred at paragraph B of Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 shall be considered to the extent applicable.

- 3. The trading window shall remain closed from the last day of the end of the quarter till 48 hours after the declaration of financial results.
- 4. The trading window shall remain closed for a period of at least seven Trading Days prior to the Board meeting in relation to approval of any of the events specified in clause 2(ii) to (vi) and clauses 2(1) to (11) above.
- 5. For unpublished price sensitive information not emanating from within Embassy REIT, trading window may not be closed.
- 6. The trading window in respect of the information described above, shall be opened after 48 hours from such information becoming generally available.
- 7. In relation to the events specified in clause 2(ii) to (vi) above or any other matters as may be determined by the Chief Executive Officer or the Chief Financial Officer of the Manager, the Chief Executive Officer or the Chief Financial Officer shall, before the initiation of such activity or project, form a core team of employees that would work on the activity or project. Such team members shall be bound by the restrictions in relation to sharing of UPSI and Trading in Securities set out in this Code and the PIT Regulations. The Trading Window shall be regarded as closed for such employees until UPSI in relation to the relevant project is made generally available or the project is abandoned. The Compliance Officer shall maintain a "grey list" of such employees for each project and shall not approve applications for trading from such employees until the Trading Window is reopened.

# Pre-clearance of Trading

- 1. Designated Persons may trade in the Securities of the Embassy REIT when the trading window is open, after obtaining approval of the Compliance Officer by submitting an application as per **Annexure 1** and an undertaking as per **Annexure 2**.
- 2. The Compliance Officer shall not approve any proposed Trade by Designated Person if the Compliance Officer determines that such Designated Person is in possession of UPSI even though the trading window is open. The Compliance Officer shall have the right at his/her discretion to refer any application for such approval to the Management Committee for its advice.
- 3. The Compliance Officer may, after being satisfied that the application and undertaking are true and accurate, approve Trading by a Designated Person, on the condition that the Trade so approved shall be executed within seven Trading Days following the date of approval.
- 4. The Designated Persons shall, within two Trading Days of the execution of the Trade, submit the details of such Trade to the Compliance Officer as per **Annexure 3**. In case the transaction is not undertaken, a report to that effect shall be filed in the said form.
- 5. If the pre-cleared Trade is not executed within seven Trading Days after the approval is given, the Designated Person must secure pre-clearance of the transaction again.
- 6. All Designated Persons who trade in the Securities of the Embassy REIT shall not enter into an opposite transaction during the next six months following the prior transaction. In



case of any contra trade be executed, inadvertently or otherwise, in violation of such a restriction, the profits from such trade shall be liable to be disgorged for remittance to the SEBI for credit to the Investor Protection and Education Fund administered by SEBI. However, the Compliance Officer is empowered to grant relaxation from strict application of such restriction for reasons to be recorded in writing provided that such relaxation does not violate the PIT Regulations. However, this shall not be applicable for trades pursuant to exercise of stock options.

7. A Designated Person, who Trades in Securities without complying with the pre- clearance procedure as envisaged in this Code or gives false undertakings and/or makes misrepresentations in the undertakings executed by him/her while complying with the pre-clearance procedure shall be subjected to the penalties as envisaged in the PIT Regulations, this Code and Embassy REIT's matrix for imposing fines for violation of PIT Regulations.

# **Trading Plan**

- 1. A Designated Person shall be entitled to formulate a trading plan that complies with Regulation 5 of the PIT Regulations ("**Trading Plan**") and present it to the Compliance Officer for approval and public disclosure pursuant to which Trades may be carried out in his/her behalf in accordance with such plan and the PIT Regulations.
- 2. Any Trading Plan provided to the Compliance Officer in accordance with Regulation 5 of the SEBI PIT Regulations, for approval and public disclosure shall:
  - (i) not entail commencement of trading on behalf of the insider earlier than one hundred and twenty calendar days from the date of public disclosure of the plan;
  - (ii) not entail overlap of any period for which another trading plan is already in existence;
  - (iii) set out following parameters for each trade to be executed:
    - (a) either the value of trade to be effected or the number of securities to be traded;
    - (b) nature of the trade;
    - (c) either specific date or time period not exceeding five consecutive trading days;
    - (d) price limit, that is an upper price limit for a buy trade and a lower price limit for a sell trade, subject to the range as specified below:
      - for a buy trade: the upper price limit shall be between the closing price on the day before submission of the trading plan and upto twenty per cent higher than such closing price;
      - for a sell trade: the lower price limit shall be between the closing price on the day before submission of the trading plan and upto twenty per cent lower than such closing price.

### **Explanation:**

- 1. While the parameters in sub-clauses (a), (b) and (c) shall be mandatorily mentioned for each trade, the parameter in sub-clause (d) shall be optional.
- 2. The price limit in sub-clause (d) shall be rounded off to the nearest numeral.



- Designated Person may make adjustments, with the approval of the Compliance Officer, in the number of securities and price limit in the event of corporate actions related to bonus issue and stock split occurring after the approval of trading plan and the same shall be notified on the stock exchanges on which securities are listed. not entail trading in securities for market abuse The Compliance Officer shall review and approve the Trading Plan if it complies with the Regulation 5 of the PIT Regulations and shall disclose the Trading Plan to the Stock Exchanges. The Compliance Officer is entitled to seek such express undertakings as may be necessary to enable such assessment and to approve and monitor the implementation of
- 4. The Trading Plan once approved shall be irrevocable and the Insider shall mandatorily have to implement the plan, without being entitled to either execute any trade in the Securities outside the scope of the Trading Plan, or to deviate from it except due to permanent incapacity or bankruptcy or operation of law. However, the implementation of the Trading Plan shall not be commenced if any UPSI in possession of the Insider at the time of formulation of the plan has not become generally available at the time of the

(iv)

the Trading Plan.

commencement of implementation.

3.

If the Insider has set a price limit for a trade under sub-clause (d) of clause (iii) as mentioned 5. above, the Insider shall execute the trade only if the execution price of the security is within such limit. If price of the security is outside the price limit set by the Insider, the trade shall not be executed

**Explanation**: In case of non-implementation (full/partial) of trading plan due to either reasons enumerated in point 4 or failure of execution of trade due to inadequate liquidity in the scrip, the procedure as prescribed in the explanation to Regulation 5(4) of the PIT Regulations shall be adopted.

- 6. The compliance officer shall approve or reject the trading plan within two trading days of receipt of the trading plan and notify the approved plan to the stock exchanges on which the securities are listed, on the day of approval
- 7. Pre-clearance of Trades shall not be required for a Trade executed as per an approved Trading Plan. Further, the trading window norms shall not be applicable for Trades carried out in accordance with an approved Trading Plan.

# **Secondary Acquisition** of Units of Embassy REIT

Employees of the Manager are prohibited from selling any units of Embassy REIT they hold during any period when secondary acquisition of units in Embassy REIT are ongoing, per the provisions of Regulation 17D of the SEBI REIT Regulations.

# **Penalty for Insider Trading**

1. Designated Persons and their Immediate Relatives who violate these rules shall be subject to disciplinary action by the Embassy REIT Entities, as applicable, which may include one or more of the following: (i).wage freeze, (ii) recovery, (iii) monetary penalty, (iv) ineligibility for future participation in the Embassy REIT/ Manager's stock option plans (v) suspension or termination or (vi) any other action as may be determined by the Compliance Officer, in consultation with the Chief Executive Officer or the Chief Financial Officer or the Audit Committee (of the Board). In compliance with SEBI regulations, any monetary amount collected shall be remitted to the SEBI for credit to the Investor Protection and



Education Fund.

- 2. The Stock Exchanges or any other appropriate regulatory authority would also be promptly informed of the violation of this Code by any Designated Persons and the Immediate Relatives of Designated Persons in the prescribed form and manner so that appropriate action may be taken.
- 3. The Manager will maintain a database of the violation of this Code by Designated Persons and the Immediate Relatives of Designated Persons that would entail initiation of appropriate action against them.

# Protection Informants

of

Pursuant to the SEBI (Prohibition of Insider Trading) (Third Amendment) Regulations, 2019 ("PIT Amendment Regulations"), which become effective from December 26, 2019, SEBI has introduced a mechanism wherein any individual may voluntarily inform SEBI regarding an alleged violation of insider trading laws that has occurred, is occurring or has a reasonable belief that it is about to occur, in the manner prescribed under the PIT Amendment Regulations. Such an individual is an "Informant" in terms of the PIT Amendment Regulations.

In terms of the PIT Amendment Regulations, any employee who is an Informant ("Employee Informant") is entitled to be protected from retaliation and victimization.

### Protection from Unfair Treatment:

- 1. Complete protection shall be given to an Employee Informant against any "unfair treatment" by virtue of:
  - (i) his/her having reported Original Information by filing a Voluntary Information Disclosure Form under the PIT Amendment Regulations;
  - (ii) testifying in, participating in or otherwise assisting the SEBI in any investigation, inquiry, audit, examination of proceeding instituted or about to be instituted for an alleged violation of insider trading laws; or
  - (iii) breaching any confidentiality agreement or any terms and conditions of employment or engagement, solely to prevent any employee from co- operating with the SEBI in any manner.

In this regard, it is clarified that any term in any agreement (oral or written) or this Code is void in so far as it attempts to prevent any Employee Informant from submitting to the SEBI, violation of the securities laws that has occurred, is occurring or has a reasonable belief that it would occur.

"Unfair treatment" includes, but is not limited to, discharge, termination, demotion, refusal of promotion, suspension, threats, harassment, discrimination (directly or indirectly) against an Employee Informant and direct or indirect use of authority to obstruct the Employee Informant's right to continue performing his or her duties or functions.

2. The Embassy REIT Entities will endeavor to take steps to ensure that the Employee Informant is not subject to a hostile work environment as a consequence of having undertaken any of the steps set out in paragraphs above.

### Anti-retaliation measures:

1. If there are any incidents of retaliation by any employee against an Employee Informant, in addition to such civil or criminal action the employee may be subject to under applicable laws, such employee will be subject to internal disciplinary action which may include



termination of employment.

2. Nothing in this Code prohibits any Employee Informant, who believes that they have been subjected to unfair treatment from approaching the competent court or tribunal for appropriate relief.

# Anonymity of the Employee Informant:

- 1. No one should compel the disclosure of the identity and/or existence of an Employee Informant or the information provided by the Employee Informant, except to the extent required under the PIT Amendment Regulations and other applicable laws.
- 2. The Employee Informant shall not be required to notify the filing of any Voluntary Information Disclosure Form to the Embassy REIT Entities or seek prior permission or consent or guidance of any person engaged by the Embassy REIT Entities before or after such filing.

# Exceptions:

- 1. Employee Informants are not exempt from the consequences of their own misconduct, unethical or improper practice, inadequate performance or other disciplinary issues unrelated to a disclosure made under Chapter IIIA of the PIT Regulations.
- 2. While the Embassy REIT Entities will endeavor to accord complete protection to the Employee Informant from any unfair treatment, any abuse of this protection, including false allegations and providing false or misleading information, would warrant disciplinary action in accordance with applicable laws.

# Disclosure requirements

# 1. **Initial Disclosure:**

- (i) Every Sponsor, member of the Sponsor Group, key managerial personnel and director of the Embassy REIT, the Manager, Holdco, SPVs and each of their Immediate Relatives (as applicable) shall disclose his/her holding of Securities of the Embassy REIT. within thirty days of listing of Securities of the Embassy REIT on the Stock Exchanges as per Form A set out in Annexure 4 (as may be amended/revised by SEBI from time to time).
- (ii) Every person on appointment as a key managerial personnel or a director of the Embassy REIT, Manager, Holdco or SPVs upon becoming a Sponsor or member of the Sponsor Group shall disclose his / her and each of their Immediate Relatives' (as applicable) holding of Securities of the Embassy REIT as on the date of appointment or becoming a Sponsor, to the Company within seven days of such appointment or becoming a Sponsor, as per **Form B** set out in **Annexure 5** (as may be amended by SEBI from time to time).

# 2. Continual Disclosure:

- (i) Every Sponsor, member of the Sponsor Group, Designated Person and director of the Embassy REIT, Manager, Holdco and SPVs and each of their Immediate Relatives shall disclose as per **Form C** set out in **Annexure 6** (as may be amended or prescribed by SEBI from time to time) to the Manager the number of such Securities of the Embassy REIT acquired or disposed of within two Trading Days of such transaction, if the value of the Securities traded, whether in one transaction or a series of transactions over any calendar quarter, aggregates to a traded value in excess of Rs.10 lakhs.
- (ii) The Compliance Officer shall notify the Stock Exchanges, particulars of the Trades,



within two Trading Days of the receipt of the Continual Disclosure or from becoming aware of such information.

### 3. **Annual Disclosure:**

Designated Persons shall be required to disclose names and Permanent Account Number or any other identifier authorized by law of the following persons to the Embassy REIT Entities on an annual basis and as and when the information changes:

- (i) Immediate Relatives;
- (ii) persons with whom such Designated Person(s) shares a material financial relationship; and
- (iii) Phone, mobile and cell numbers which are used by them

In addition, the names of educational institutions from which Designated Persons have graduated and names of their past employers shall also be disclosed on a one-time basis.

"Material financial relationship" shall mean a relationship in which one person is a recipient of any kind of payment such as by way of a loan or gift during the immediately preceding twelve months, equivalent to at least 25% of such payer's annual income but shall exclude relationships in which the payment is based on arm's length transactions.

Provided that the above information shall be provided to the Manager as per the format set out in **Annexure 7** within seven days from the date of listing of securities or the end of financial year or the information changes, as the case may be.

# 4. Disclosures by other Connected Persons:

The Compliance Officer may, require any other Connected Person to disclose the holdings and trading in Securities of the Embassy REIT as per **Form D** set out in **Annexure 8** (as may be amended by SEBI from time to time) at such frequency as he may determine.

### Miscellaneous

- 1. The Board of Directors shall be empowered to amend, modify and interpret the Code.
- 2. The Compliance Officer shall provide the Audit Committee of the Board on a quarterly basis, all the details of Trading in Securities by the Designated Persons including any violations of the Code.

The Compliance Officer shall maintain (a) updated list of Designated Persons (b) records of disclosures and pre-clearance applications and undertakings for a period of five years.

- 3. The Code shall not contradict with the provisions of Securities and Exchange Board of India (Listing Regulations and Disclosure Requirements) Regulations, 2015, and any other applicable laws. In case of any discrepancy, the provisions of applicable law shall prevail over the provisions of this Code.
- 4. Notwithstanding the above, this Code will stand amended to the extent of any change in applicable law, including any amendment to the REIT Regulations and PIT Regulations, without any action from the Manager or approval of the unitholders of the Trust.
- 5. All employees of the Manager and Designated Persons shall provide a declaration cum undertaking within 30 days of this Code becoming applicable or within 30 days from the date of becoming a Designated Person as per format set out in **Annexure 9.**
- 6. The Compliance Officer in consultation with Chief Executive Officer and Chief Financial



Officer may prescribe the forms or declarations format to be given by the Designated Persons, from time to time in addition to the forms prescribed under the PIT Regulations and this Code for effective compliance of the PIT Regulations and this Code.

7. It is the duty of every Insider to comply with this Code and PIT Regulations as may be amended from time to time.

#### Schedule 1

#### (The Chinese Walls Framework)

- 1. The Embassy REIT Entities shall establish procedures to manage UPSI and minimize the possibility of communication of UPSI to any unauthorized person ("Chinese Walls").
- 2. If there is a need to share UPSI with any person who is not in possession of UPSI otherwise, being any employee, external consultants, etc. in furtherance of any legitimate purposes, performance of duties or discharge of legal obligations, such UPSI will be shared on a "need to know" basis only and limited to the specific transaction or purpose for which such person's assistance or involvement is required ("Assignment").
- 3. The persons with whom UPSI is proposed to be shared for any Assignment shall be "wall-crossed" through the wall-crossing procedure set out below:
  - a) Any of the relevant Heads of Departments involved in an Assignment may, in consultation with the Compliance Officer, grant approval for the wall-crossing, with copy being provided to all other Heads of Departments involved in such assignment.
  - b) Persons who are wall-crossed/receive UPSI should be informed that as long as they are involved in the Assignment and are in possession of UPSI, such persons would be deemed to be "Insider" in terms of the PIT Regulations and this Code. Accordingly, such persons will be required to comply with the applicable provisions of this Code, the PIT Regulations and other applicable laws, including maintaining confidentiality of the UPSI.
  - c) Persons who are wall-crossed will be required to provide an undertaking as set out at Para 4 below.
- 4. Any recipient of UPSI is an 'Insider' for purposes of this Code and the PIT Regulations. Accordingly, such persons are required to provide an undertaking in such form as may be prescribed by the Compliance Officer, which will require them to (a) maintain certain confidentiality and non-disclosure obligations; (b) keep the UPSI strictly confidential; (c) utilize the UPSI only for the specified purpose for which it has been communicated; and (d) otherwise not trade in Securities of the Embassy REIT when in possession of or having access to UPSI.
- 5. The relevant Heads of Departments in consultation with the Compliance Officer shall be responsible for ensuring compliance with this Chinese Walls Framework.
- 6. Persons who are wall-crossed or secluded within the Chinese Walls are responsible for ensuring that the Chinese Wall is not breached deliberately or inadvertently. Known or suspected breaches of the Chinese Wall must be referred to the Compliance Officer immediately in the manner set out in **Schedule 2** (*Policies and Procedures for Inquiry into Leak of UPSI*).

#### Schedule 2

#### Policies and Procedures for Inquiry into Leak of UPSI

- Any communication or information regarding an alleged leak or suspected leak of UPSI ("Alleged UPSI Leak") should be made to the Compliance Officer.
- 2. In the event of an Alleged UPSI Leak by any Designated Persons, the Compliance Officer, either by himself or through any person designated by him, shall review such alleged violation in light of the facts and circumstances of the case. The Compliance Officer shall provide a report containing all relevant details and his/her findings to the Management Committee for its review and decision, in terms of recommendation for action to be initiated. The Compliance Officer shall take action as recommended by the Management Committee. In the event any member of Management Committee is interested in the investigation, such member shall recuse himself or herself for the purposes of such investigation.
- 3. The actions or measures taken by the Compliance Officer may include such actions and measures as set out under "Penalty for Insider Trading" in this Code.
- 4. The Compliance Officer shall promptly inform the SEBI of any communication of any leaks, inquiries and results of such inquiries.
- 5. The Compliance Officer reserves the right to suo moto initiate an inquiry under this Schedule 2 against any Designated Person, if the Compliance Officer has reason to believe that such person has leaked UPSI or suspected to have leaked UPSI.
- 6. This Schedule 2 shall be read in conjunction with the Whistle Blower Policy adopted in relation to the Embassy REIT Entities. Any information received by the Manager in relation to an Alleged UPSI Leak shall be treated as "Protected Disclosure" as defined under the Whistle Blower Policy. Further, (i) any Designated Person making a communication or providing information regarding an Alleged UPSI Leak shall be entitled to the same rights as that of a "Whistle Blower" under the Whistle Blower Policy; and (ii) to the extent relevant, the Compliance Officer and the Management Committee shall follow similar procedures for investigation and decision making as set out in the Whistle Blower Policy. However, it is clarified that, to the extent that the subject matter of the complaint relates to an Alleged UPSI Leak, in the event of a conflict, the terms of this Schedule 2 shall prevail over the terms of the Whistle Blower Policy.
- 7. The Compliance Officer shall ensure that all Designated Persons are made aware of the Whistle Blower Policy adopted by the Embassy REIT Entities. Further, relevant intermediaries and fiduciaries of the Embassy REIT Entities should be made aware that they are required to co-operate with the Manager in connection with any inquiry in to leak of UPSI.

## **Duties of the Compliance Officer**

The Compliance Officer shall be adequately empowered and provided with adequate manpower and infrastructure to effectively discharge his/her functions. The Compliance Officer shall have access to all information and documents, including in relation to the Securities, in the performance of his/her duties.

The Compliance Officer shall act as the focal point for dealings with the SEBI in connection with all matters relating to the compliance and effective implementation of this Code and the PIT Regulations. The Compliance Officer shall, inter-alia, be responsible for:

- finalizing policies in relation to the implementation of this Code and the PIT Regulations in consultation with the Board/Audit Committee;
- prescribing procedures for various activities referred to in this Code;
- compliance with the policies and procedures specified in this Code;
- monitoring adherence to the rules for the preservation of UPSI;
- specifying Designated Persons to be covered by this Code, as decided by the Chief Executive Officer of
  the Manager or the Chief Financial Officer of the Manager in consultation with the Compliance Officer on
  the basis of their role and function in the organisation and the access that such role and function would
  provide to UPSI in addition to seniority and professional designation;
- grant of pre-trading approvals to the Designated Persons for trading in Securities by such Designated Persons (or their Immediate Relatives) and monitoring of such trading;
- implementation of this Code under the general supervision of the Audit Committee and the overall supervision of the Board; and
- addressing any clarifications in relation to this Code.

The Compliance Officer shall provide the Audit Committee of the Board on a quarterly basis, all the details of Trading in Securities by the Designated Persons including any violations of the Code.

## APPLICATION FOR PRE-TRADING APPROVAL

To,

The Compliance Officer, Embassy Office Parks Management Services Private Limited Manager to Embassy Office Parks REIT

Pursuant to the SEBI (Prohibition of Insider Trading) Regulations, 2015 and the Trust's Insider Trading Code, I seek approval to purchase / sell / subscribe\_Embassy REIT's Securities as per details given below:

1.	Name of the applicant		
2.	Designation		
3.	Number of Embassy REIT's Securities held as on date		
4.	Folio No. / DP ID / Client ID No.		
5.	The proposal is for	(a) (b) (c)	Purchase of Embassy REIT's Securities Subscription to Embassy REIT's Securities Sale of Embassy REIT's Securities
6.	Proposed date of trading in Embassy REIT's Securities		
7. 8.	Estimated number of Embassy REIT's Securities purchased/subscribed/sold Current market price (as on date of application)		
9.	Whether the proposed transaction will be through stock exchange or off- market trade		
10.	Folio No. / DP ID / Client ID No. where the Embassy REIT's Securities will be credited / debited		

will be credited / debited

I enclose herewith the undertaking signed by me.

Date:

Signature:

Name:

## UNDERTAKING TO BE ACCOMPANIED WITH THE APPLICATION FOR PRE-CLEARANCE

To,
The Compliance Officer, Embassy Office Parks Management Services Private Limited Manager to Embassy Office Parks REIT
I,
, am desirous of trading in Embassy REIT's Securities as mentioned in my application dated for pre-clearance of the transaction.
I further declare that I am not in possession of any Unpublished Price Sensitive Information up to the time of signing this undertaking.
In the event that I have access to or receive any Unpublished Price Sensitive Information after the signing of this undertaking but before executing the transaction for which approval is sought, I shall inform the Compliance Officer of the same and shall completely refrain from trading in Embassy REIT's Securities until such information becomes public.
I declare that I have not contravened the provisions of the Code as notified by the Manager from time to time.
In the event of this transaction being in violation of the Code or the applicable laws, (a) I will, unconditionally, release, hold harmless and indemnify to the fullest extent, the Embassy REIT, its Manager, the Holdco, SPVs and its directors and officers, (the 'indemnified persons') for all losses, damages, fines, expenses, suffered by the indemnified persons, (b) I will compensate the indemnified persons for all expenses incurred in any investigation, defense, crisis management or public relations activity in relation to this transaction and (c) I authorize the Embassy REIT/ the Manager to recover from me, the profits arising from this transaction and remit the same to the SEBI for credit of the Investor Protection and Education Fund administered by the SEBI.
I undertake to submit the necessary report within two Trading Days of execution of the transaction / a 'Nil' report if the transaction is not undertaken.
If approval is granted, I shall execute the Trade within seven Trading Days of the receipt of approval failing which I shall seek pre-clearance afresh.
I declare that I have made full and true disclosure in the matter.
Name:
Signature:
Place:
Date:

## Annexure 3 DISCLOSURE OF TRANSACTIONS

(To be submitted within two Trading Days of transaction / trading in Embassy REIT's Securities)

To

The Compliance Officer, Embassy Office Parks Management Services Private Limited Manager to Embassy Office Parks REIT

I hereby inform that I

- have not bought / sold/ subscribed any Securities of the Embassy REIT or
- have bought/sold/subscribed to Embassy REIT's
   Securities as mentioned below on [Note: Insert date]

[Note: Strike-out whichever is not applicable]

Name of holder	No. of Embassy REIT's Securities traded	Bought / sold / subscribed	DP ID/Client ID/Folio No.	Price (Rs.)

I declare that the above information is correct and that no provisions of the Code and/or applicable laws/regulations have been contravened for effecting the above said transactions(s).

laws/regulations have been contravened for effecting the above said transactions(s).
Signature:
Name:
Place:
Date:

## Annexure 4 FORM A

SEBI (Prohibition of Insider Trading) Regulations, 2015, [Regulation 7 (1) (a) read with Regulation 6 (2) – Initial disclosure to the Manager of the

Details of Securities held by I as mentioned in Regulation (		erial Personnel (KMP), Direc	ctor and other such p	oersons
Name, PAN, CIN/DIN & address with contact nos.	Category of Person (Promoters/ KMP / Directors/immediate relative / others etc.)	Securities held as on the coming into the comi	ū	% of shareholding

Note: "Securities" shall have the meaning as defined under Regulation 2(1)(i) of SEBI (Prohibition of Insider Trading) Regulations, 2015.

Details of Open Interest (OI) in derivatives of the Trust held by Promoter, Key Managerial Personnel (KMP), Director and other such persons as mentioned in Regulation 6(2)

*	Future contracts held	Open Interest of the Option Contracts held as on the date of regulation coming into force			
Contract	Number of Securities	Notional value in	Contract	Number of Securities	Notional value in
Specifications	(contracts * lot size)	Rupee terms	Specifications	(contracts * lot size)	Rupee terms

Note: In case of Options, notional value shall be calculated based on premium plus strike price of options

Name &
Signature

Name of the Trust:

ISIN of the Trust:

## FORM B

SEBI (Prohibition of Insider Trading) Regulations, 2015 [Regulation 7 (1) (b) read with Regulation 6(2) – Disclosure on becoming a director/KMP/Promoter]

	<u> </u>				
SIN of the Trust:	_				
Details of Securities held Manager of a listed REIT mentioned in Regulation	or upon becoming a				
Name, PAN, CIN/DIN & Address with contact nos.	Category of Person (Promoters/ KMP / Directors/immediate relative to/others etc.)	Date of appointment of Director /KMP or Date of becoming Promoter	Securities held becoming Promote Directo Type of security (For eg. – Shares Warrants, Convertible Debentures etc.)	er/appointment of r/KMP No.	% of Shareholding
<b>Note:</b> "Securities" shall ha	ave the meaning as def	ined under Regulati	on 2(1)(i) of SEBI (	Prohibition of Ins	ider
Open Interest (KMP) or Director of the other such persons as me  Open Interest of the F becoming Promoter / s	Manager of a listed lantioned in Regulation	REIT or upon becon to 6(2).	Open Interest of time of become		and atracts held at the
(KMP) or Director of the other such persons as me	Manager of a listed lantioned in Regulation	REIT or upon becon to 6(2).	Open Interest of time of become	of a listed REIT a	and atracts held at the
(KMP) or Director of the other such persons as me  Open Interest of the F becoming Promoter / s  Contract	Manager of a listed Intioned in Regulation  uture contracts held a appointment of Direct  Number of Securities (contracts * lot size)	REIT or upon become (2).  It the time of tor / KMP  Notional value in Rupee terms	Open Interest of time of become  Contract Specifications	of a listed REIT a  of the Option Con ing Promoter / ap Director / KMP  Number of Securities (contracts * lot size)	ntracts held at the opointment of  Notional value in Rupee
Open Interest of the becoming Promoter / a	Manager of a listed lantioned in Regulation uture contracts held a appointment of Direct	REIT or upon become to the time of Notional	Open Interest of time of become	of a listed REIT a of the Option Con ing Promoter / ap Director / KMP Number of	and  attracts held at the opointment of  Notional

## FORM C

SEBI (Prohibition of Insider Trading) Regulations, 2015 [Regulation 7 (2) read with Regulation 6(2) – Continual disclosure]

١	Jar	ne	of	the	$T_{r_1}$	ıcí	

ISIN of the Trust:

Details of change in holding of Securities of Sponsor, Sponsor Group, Employee or Director of a listed REIT and other such persons as mentioned in Regulation 6(2).

	Category of Person	of Person	of Person		Securities held	-	s	Securities	acquired/Disposo	ed	Securities acquisition	-	Date of allotn acquisition of units sp	units/ sale of		Mode of acquisition/ disposal (on		
Name, PAN, CIN/DIN, &	KMP / Director s/Immediate Relative to/others etc.)	Type of security (For eg. - Shares, Warrants, Convertible Debenture s etc.)	No. and % of unitholding	Type of security (For eg. - Shares, Warrants, Convertible Debentures etc.)		Value	Transact ion Type (Buy/ Sale/ Pledge / Revoke/ Invoke)	- Shares,	No. and % of unitholding	From	То	Date of intimation to Manager	market/public/ rights/ preferential offer/off market/Inter- se transfer, ESOPs etc.)	Exchange on which the trade was executed				

 $\textbf{\textit{Note:}} \ ``Securities" \ shall \ have \ the \ meaning \ as \ defined \ under \ Regulation \ 2(1)(i) \ of \ SEBI \ (Prohibition \ of \ Insider \ Trading) \ Regulations, \ 2015.$ 

Details of trading in derivatives of the REIT by Sponsor, Sponsor Group, Employee or Director of a listed REIT and other such persons as mentioned in Regulation 6(2).

Trading in derivatives (Specify type of contract, Futures or Options etc.)					Exchange on which the Trade was executed	
		В	виу		Sell	
Type of contract	Contract specifications	Notional Value	Number of Securities (contracts * lot size)	Notional Value	Number of Securities (contracts * lot size)	

Note: In case of Options, notional value shall be calculated based on Premium plus strike price of options.
Name & Signature:

Designation:

Place:

Date:

## Annexure-7<sup>1</sup>

# DISCLOSURE –SECURITIES HOLDING AND IMMEDIATE RELATIVES, ETC.

То,						
Embass	mpliance Officer, y Office Parks Management S y Office Parks REIT	Services F	Private Limited Man	nager to		
I			S/o /D/o			, Director /
	ee do hereby confirm and dis					
Sr. No.	Self and Name of the Immediate Relative	P.	AN	Relationship	Phone / Mobile No.	Securities Holding
1						
2						
3						
4						
5						
(ii) I sh	are the material financial rela	tionship v	with following pers	ons immediately pr	eceding 12 month	s;
Sr. No.	Name		PAN	Relationship	Phone / Mobile No.	Securities Holding
1						

<sup>&</sup>lt;sup>1</sup> To be given on Annual Basis and as and when, there is a change in the information provided except Securities holding

Sl. No.	Name of the Institution/University	Education Major	Graduated in the year
		AND	
Sl. No.	Name of the Company	Designation	Year of Employment
vriting to	inform that in case of any change in the all the Compliance Officer. irector/Employee:	Employee	Code:
_	of Director/Employee:		
Place:			
Date:			
pouse, an	iate Relative" means a spouse of a perso y of whom is either dependent financially o securities.		
	al financial relationship" shall mean a re		a recipient of any kind of paym equivalent to at least 25% of si

<sup>&</sup>lt;sup>2</sup> To be given on one-time basis

## **FORM D (Indicative format)**

SEBI (Prohibition of Insider Trading) Regulations, 2015 Regulation 7(3) – Transactions by Other connected persons as identified by the Manager

## Details of trading in securities by other connected persons as identified by the Manager

Name, PAN, CIN/DIN, & address with	Connection with the Company	Securities h acquisition			Securities held post acquisition/disposal		Date of allotment advice/ acquisition of units/ sale of units specify			Mode of acquisition/ disposal (on			
address with contact nos of other connected person as identified by the Company		Type of security (For eg. – Shares, Warrants , Convertible Debentures etc.)	Type of security (For eg.  Shares, Warrants, Convertible Debentures etc.)		Value	Transact ion Type (Buy/ Sale/ Pledge / Revoke/ Invoke)	Type of security (For eg. – Shares, Warrants , Convertible Debentures etc.)		From	То	Date of intimation to market/public/ rights/ preferential offer/off market/Interse transfer, ESOPs etc.)	Exchange on which the trade was executed	

*Note:* "Securities" shall have the meaning as defined under Regulation 2(1)(i) of SEBI (Prohibition of Insider Trading) Regulations, 2015.

## Details of trading in derivatives by other connected persons as identified by the Manager

Trading in derivatives (Specify type of contract, Futures or Options etc.)								
			Buy		Sell			
Type of contract	Contract specifications	Notional Value	Number of Securities (contracts * lot size)	Notional Value	Number of Securities (contracts * lot size)			

Note: In case of Options, notional value shall be calculated based on premium plus strike price of options.
Name:
Signature:
Place:
Date:

#### DECLARATION CUM UNDERTAKING

To,

The Compliance Officer, Embassy Office Parks Management Services Private Limited Manager to Embassy Office Parks REIT

Dear Sir,

Date:

With reference to the captioned subject, I hereby declare that:

- 1. I have received the Code on unpublished price sensitive information and dealing in Securities by the parties to the Embassy REIT ("Insider Code" or "Code") and have read and understood the same and I undertake to abide by the same.
- 2. I have read and understood the Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015 as amended from time to time and do confirm and declare that I shall not violate the same in any manner whatsoever.
- 3. In case I have access to or receive any "Unpublished Price Sensitive Information", I shall completely refrain from dealing in Embassy REIT's Securities till the time such information becomes public.
- 4. I have/will made/make a full and true disclosures regarding trading accounts and share-holdings in my name and in the name of my dependent relatives, Concern(s), Firm(s), HUF(s), Trust(s) or Association of Person(s) in which I or my dependent relatives has a stake of more than 10%.
- 5. I undertake not to pass on Unpublished Price Sensitive Information directly or indirectly to any persons or by way of making a recommendation for the purchase or sale of Embassy REIT's Securities. I also undertake not to use price sensitive information to buy or sell Embassy REIT's Securities of any sort, whether for my own account, my dependent relative(s) account, Company's account or a client's account.

Name of Designated Person/Employee:	Date of Joining:
Name of the Company:	<u> </u>
Department:	
Signature of Designated Person/Employee:	
Place:	

## Code of Practices and Procedures for Fair Disclosure in respect of the Embassy Office Parks Real Estate Investment Trust ("Embassy REIT")

In line with the Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations 2015, as amended ("Insider Trading Regulations"), the Embassy REIT, acting through its manager, Embassy Office Parks Management Services Private Limited (the "Manager"/ "Company"), has formulated following Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information ("UPSI", and such code, the "Code for Fair Disclosure"):

- 1. Chief Investor Relations Officer:
- 1.1. **'Head Investor Relations'** has been appointed as Chief Investor Relations Officer, who shall be responsible for, and who shall deal with dissemination of information and disclosure of UPSI.
- 1.2. In the absence of Chief Investor Relations Officer, Compliance Officer of the Manager shall be responsible for dealing with dissemination of information and disclosure of UPSI.
- 2. Need to know basis:
- 2.1. All UPSI will be handled, strictly on a 'need-to-know' basis.
- 3. Disclosure on a prompt basis:
- 3.1. The Chief Investor Relations Officer will be responsible to make prompt public disclosure of UPSI that would impact price discovery no sooner than credible and concrete information comes into being in order to make such information generally available.
- 3.2. Timelines stipulated in terms of the circulars and directions issued by SEBI with respect to prior intimations / notices / notifications and disclosures shall be strictly observed by the Chief Investor Relations Officer to ensure prompt disclosure of USPI.
- 4. Dissemination of UPSI:
- 4.1. The Chief Investor Relations Officer is to ensure uniform and universal dissemination of UPSI, so as to avoid its selective disclosure. USPI is to be immediately disclosed / disseminated to Stock Exchanges / media so that the information is generally available through publication on the websites of the stock exchanges.
- 4.2. In the event UPSI were to get disclosed selectively, inadvertently or otherwise, the Chief Investor Relations Officer shall ensure that such UPSI is promptly disseminated to make such information generally available through publication on the website of stock exchanges.
- 5. Responding to news reports and queries from regulators:
- 5.1. The Chief Investor Relations Officer shall ensure that queries on the news reports pertaining to the Embassy REIT are responded to appropriately, and in a fair manner.
- 5.2. The Chief Investor Relations Officer shall also ensure that appropriate and fair response is given to requests for verification of market rumors by regulatory authorities.
- 6. Information sharing with analysts:
- 6.1. As and when meetings or calls with research analysts / research personnel are organised, the Chief Investor Relations Officer is to be informed of the same, so as to ensure that no UPSI is shared with analysts and research personnel, as part of such interactions.
- 6.2. The Chief Investor Relations Officer shall ensure that:

- (i) appropriate policies and procedures are implemented to make transcripts or records of proceedings of meetings/calls with analysts and other investor relations conferences; and
- (ii) such transcripts/ records are uploaded on the official website of the Embassy REIT, and are also intimated to the Stock Exchanges, to ensure official confirmation and documentation of disclosures made.
- 7. Determination of 'Legitimate Purpose':
- 7.1. The Insider Trading Regulations clarify that 'legitimate purpose' includes sharing of UPSI in the ordinary course of business by an insider with partners, collaborators, lenders, customers, suppliers, merchant bankers, legal advisors, auditors, insolvency professionals or other advisors or consultants, provided that such sharing has not been carried out to evade or circumvent the prohibitions of the Insider Trading Regulations.
- 7.2. Given the inclusive nature of the scope of the term 'legitimate purpose' under the Insider Trading Regulations, its determination would be a subjective assessment, and would have to be evaluated on a case by case basis. Accordingly, an exhaustive list of the events and circumstances that would always be considered 'legitimate' for sharing UPSI cannot be prescribed.
- 7.3. As the manager of Embassy REIT, the board of directors of the Company ("**Board**") have fiduciary duties to the Embassy REIT. In view of these fiduciary obligations cast on the Board, the Board has made this Policy to lay down the broad principles regarding the approach to be followed while determining if UPSI ought to be shared in a given set of circumstances, so as to ensure that UPSI is dealt with responsibly, in line with the spirit of the Regulations.
- 7.4. These broad principles shall include:
- 7.4.1. Evaluation of the purpose for which UPSI is proposed to be shared:
  - (i) At the outset, the circumstances requiring the sharing of UPSI should be considered to evaluate if such sharing is:
    - (a) in the best interests of the Embassy REIT;
    - (b) without any intention to make profits/gains or avoid losses unlawfully; and
    - (c) in furtherance of a genuine business/ corporate purpose, or for enabling the Company to discharge its legal obligations as the manager of Embassy REIT, etc.
  - (ii) While undertaking this evaluation, the following should also be taken into account:
    - (a) the matters affecting the Embassy REIT, and
    - (b) the information that is generally available about the Embassy REIT.
  - (iii) In the event there are several purposes for which UPSI is proposed to be shared, each such purpose should be evaluated on its merits, in line with the above principles.
- 7.4.2. *Analysis the nature of the UPSI proposed to be shared:* 
  - (i) It is emphasised that UPSI should, at all times, be shared on a need to know basis, and only to the extent required.
  - (ii) In this regard, the nature and extent of UPSI proposed to be shared should be critically analysed, and if the same is commensurate with the objective sought to be achieved.
- 7.4.3. In line with the above principles, following are the illustrative and indicative matters wherein sharing of UPSI may be deemed to be for 'legitimate purpose':

- (i) where information is required for any investigation, enquiry, direction or request for information by any statutory, governmental and/ or regulatory authority/ body that is entitled to call for such information;
- (ii) where information is required to ensure compliance with any applicable law; and
- (iii) where information is required to be shared for bonafide business/commercial purposes pertaining to the Embassy REIT, such as, when information is required to be shared with the sponsors of the Embassy REIT to leverage on their experience and expertise in the real estate sector, in order to create value for the unitholders of the Embassy REIT.
- 8. Review of Policy:
- 8.1. The Code shall be reviewed periodically in accordance with the changes, or any regulatory requirements, from time to time.

Terms used in this Code of Practices and Procedures for Fair Disclosure shall have the meaning as ascribed to them in the code on unpublished price sensitive information and dealing in units by the parties to the Embassy REIT.