

July 12, 2023

To,

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

Exchange Plaza, 5th Floor, BSE Limited,

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

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

Re: Script Symbol "EMBASSY", Scrip Code 542602 and Scrip Code 959990, 960165, 960421, 973434, 973545, 973546, 973910 and 974885 (NCDs).

Dear Sir/Madam,

Subject: Unitholder Presentation and Corporate Video of the Fifth Annual Meeting of Unitholders of Embassy Office Parks REIT ("Embassy REIT")

We wish to inform you that the Fifth Annual Meeting of Unitholders of Embassy REIT ("AM") was convened on Wednesday, July 12, 2023, at 0930 hrs IST at Grand Ballroom - 1, Hilton Convention Centre, Embassy Manyata Business Park, Hebbal, Outer Ring Road, Nagawara, Bengaluru 560 045, Karnataka, India and as well as through Video Conferencing ("VC") / Other Audio-Visual Means ("OAVM").

The Unitholder Presentation delivered at the AM is enclosed as **Annexure I.**

The Corporate Video which was played during the course of the AM can be accessed through the following link: https://www.embassyofficeparks.com/investors/events-unitholder-meetings/

Thanking you,

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

Vinitha Menon Company Secretary and Compliance Officer A25036

Encl: As above

Embassy Office Parks REIT 5th Annual Unitholders' Meeting

July 12, 2023

Hilton at Embassy Manyata, Bangalore







Delivered on Guidance, Accelerated Growth Investments

LEASING

Leased 5.1 msf across 100 deals at 16% spreads, surpassing annual guidance



Volkswagen

Eli Lilly

ANZ









REDEVELOPMENT

Launched 1.2 msf redevelopment at Embassy Manyata at attractive 22% Yield on Cost⁽¹⁾



DEVELOPMENT

Accelerated 7.9 msf active development at highly attractive yields⁽¹⁾

7.9 msf

₹4,000 Cr

Active On-campus Development **Total Capex Planned**

₹ 900 Cr

~90%

Incremental NOI Upon Stabilization

Active Development in Bangalore

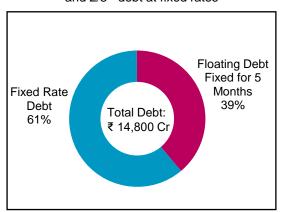
ACQUISITIONS

Acquired 1.4 msf Embassy Business Hub in Bangalore; NAV and NOI accretive transaction



FINANCING

Fortress balance sheet with low 28% leverage and 2/3rd debt at fixed rates



ESG & AWARDS

Received leading global certifications recognizing leadership in sustainability and wellness



Notes

⁽¹⁾ Yield on Cost is a forward estimate and calculated by dividing expected stabilized NOI upon completion by the cost of construction and interest during construction and adjusted for opportunity rent loss on existing building during construction



Strong Leasing Performance

Leased a record 5.1 msf across 100 deals at 16% leasing spreads, surpassing annual guidance

100 Nos.

Total Deals Signed

1.8 msf

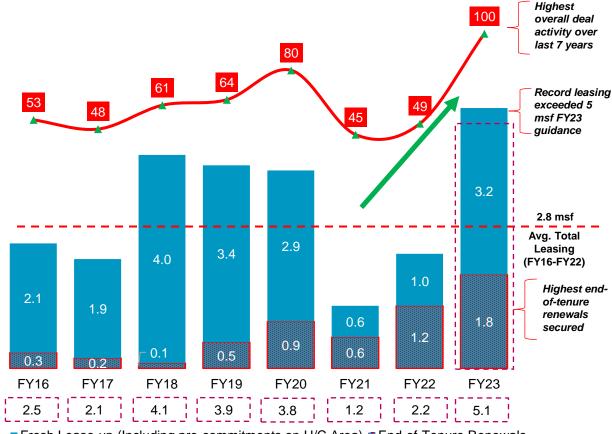
Renewed at 16% Renewal Spreads⁽³⁾

1.2 msf

Pre-commitments

2.0 msf

Fresh Leases at 17% Releasing Spreads



- Fresh Lease-up (Including pre-commitments on U/C Area) End-of-Tenure Renewals
- Total Deals Signed (Nos.) Total Leasing (msf)

► Highest deal activity over last 7 years (100 deals vs avg. 57 deals), driven by fresh leasing with several new occupiers (44 occupiers added), and highest volume of end-of-tenure renewals

Notes:

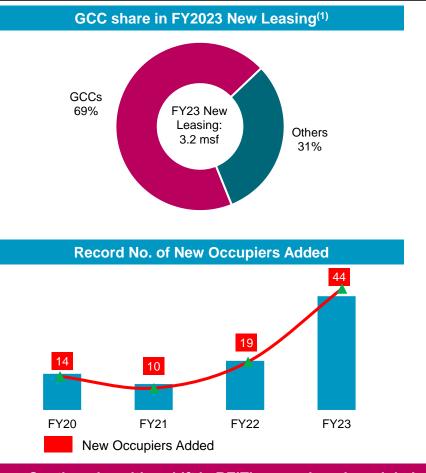
- (1) Total leases comprises of new lease-up, pre-commitment in under development properties, end-of-tenure renewals and early renewals. End-of-tenure renewals exclude rolling renewals
- (2) FY total leases (as set out in table and note 1 above) have been presented for all the properties that are currently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

) Including Early Renewals



Record New Occupiers Added, Primarily GCCs

Global Captives continue to set up and expand their India centers, thereby driving leasing. Added 44 new occupiers in FY2023, highest since listing







- ▶ Continued positive shift in REIT's occupier mix global captives now contribute over 55% of annual rents
- ▶ Added 44 new occupiers to embed growth in portfolio, as they typically start with smaller leases and expand



Focused Growth Investments

Embassy TechZone - Hudson and Ganges (0.9 msf)



Embassy Manyata - M3 Block A (1.0 msf)



Embassy Manyata - L4 Block (0.7 msf)



Embassy Manyata - D1/ D2 Redevelopment (1.2 msf)





Attractive Acquisition in North Bangalore

Embassy Business Hub, a campus-style Grade A office property, expands Embassy REIT's presence in North Bangalore. Attractive acquisition metrics with financing secured at 8.1% debt cost

Highlights

1.4 msf

93%

Total Leasable Area

Committed Occupancy in Area Nearing Completion(1)

₹335 Cr (\$41 mn)

4.5%

Total Enterprise Value⁽²⁾

Discount to Avg. of 2 **Independent Valuations**

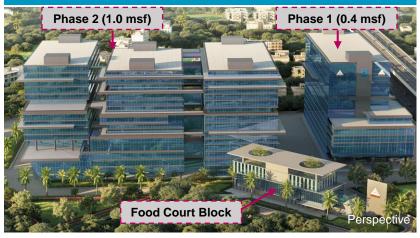
Financing

- Acquisition GAV less than 1% of REIT's Sep'22 GAV
- Transaction to be financed primarily through debt
- Debt fully tied at attractive pricing of 8.1% per annum
 - Secured binding commitments from leading financial institutions

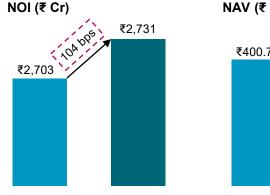
Governance

- Strong related party safeguards followed, including approval by independent directors of the Board
- Fairness opinion from Axis Capital Limited obtained by independent directors(3)
- No acquisition linked fees to the REIT Manager

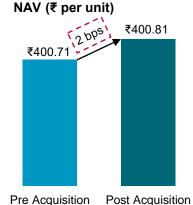
High Visible Location in Growth Corridor of Airport Rd



Accretive Acquisition on NOI and NAV Metrics⁽⁴⁾







- 371k sf / 93% Built to Suit for Philips with remaining ~30k sf / 7% as growth option
- Funded primarily through ₹337.2 Cr debt at 8.1% p.a. cost. Net consideration towards equity shares of target SPV (upto ₹1.5 Cr) funded entirely through internal accruals of Embassy REIT
 - Axis Capital Limited in its fairness report opined that subject to the assumptions and limitations of the scope, the proposed value of the acquisition is fair, from a financial point of view to the public Unitholders of Embassy REIT



Multiple Global ESG Recognitions

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

Building Certifications

Benchmarks

ESG





















Awards











Strong Financial Performance

FY23 NOI and EBITDA up 11% each year-on-year respectively with NOI and EBITDA margins at 81% and 79% respectively

	FY2023 (Cr)	FY2022 (Cr)	Variance %	Remarks
Revenue from Operations	₹3,420	₹2,963	+15%	 Revenue from new lease-up at attractive re-leasing spreads and contractual rent escalations, partially offset by exits Delivery of 1.1 msf JP Morgan campus at ETV Launch of 619 key hotels at Embassy Manyata and ramp-up of existing hotel business
NOI Margin (%)	₹2,766 81%	₹2,491 <i>84%</i>	+11%	 Increase in Revenue from Operations Partially offset by costs corresponding to the ramp-up of hotel business Blended NOI margin reflects change in segment mix given ramp-up in hotel business
EBITDA Margin (%)	₹2,688 79%	₹2,425 82%	+11%	► In-line with NOI increase
Distribution Payout Ratio	·	₹2,063 100%	In-line	 Increase in EBITDA Offset by incremental interest costs on debt for new deliveries, increase in interest rates and ZCB refinance⁽²⁾

- ► Commercial office segment continues to be a core driver of overall NOI and contributed ₹2,500 Cr or 90% to FY23 NOI
- ▶ Office NOI margins consistently around 86%, demonstrating the scale and efficiency of business operations

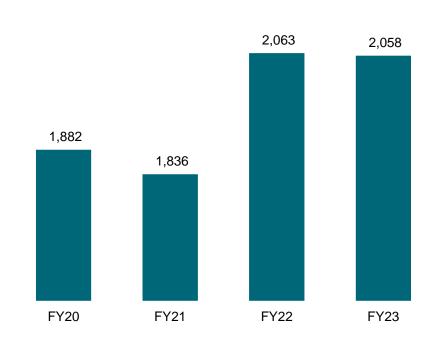


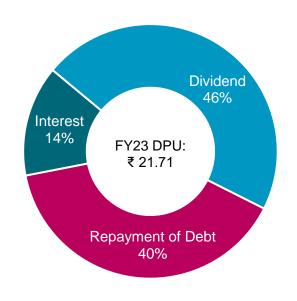
Delivering on Distributions

Consistently distributed 100% payout for 16 quarters, cumulative distributions of over ₹7,800 crores since listing. Tax efficient distributions, with a significant proportion tax free for Unitholders

Consistent 100% Distributions Since Listing (₹ crs)

Distribution Mix (FY2023)





80,000+

Unitholders

₹7,800 crores

Distributions since listing

100%

Payout Ratio





India: The Office to the World

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



28 years

India's Median Age, favorable demographics vs global peers

15 lakh

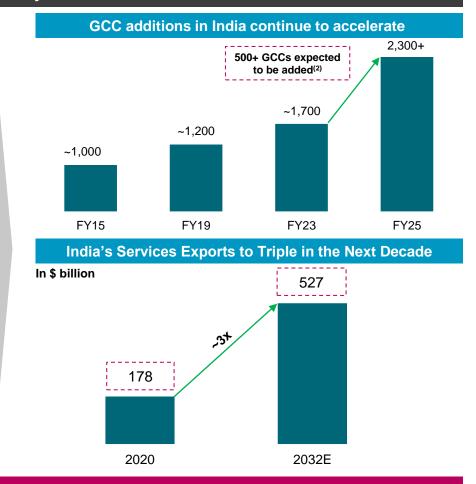
Engineering graduates added annually

1/10th

Avg. salary vs global tech professionals

~\$1-2 psf

Monthly office rents, even in gateway cities



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

Talent available at Scale



Bangalore Continues to Lead India's Office Resurgence

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

Largest Tech, Start-up and GCC Hub in India

40%

Highest share in India's software exports(1)

1 in 3

Home to Indian tech employees(2)

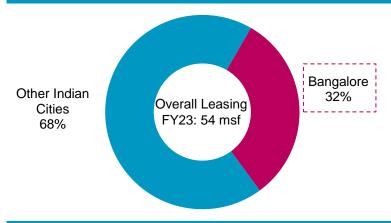
~20%

FTE operating cost in Bangalore compared to other global cities (3)(4)

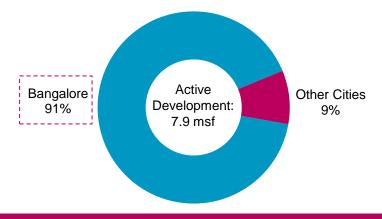
~50%

Bangalore's share of GCCs added in CY22 in India⁽⁴⁾

Dominant share of Leasing Demand in FY23(1)



~90% of Our Active Developments in Bangalore



▶ 90% of REIT's active development is concentrated in Bangalore, a city with attractive development economics

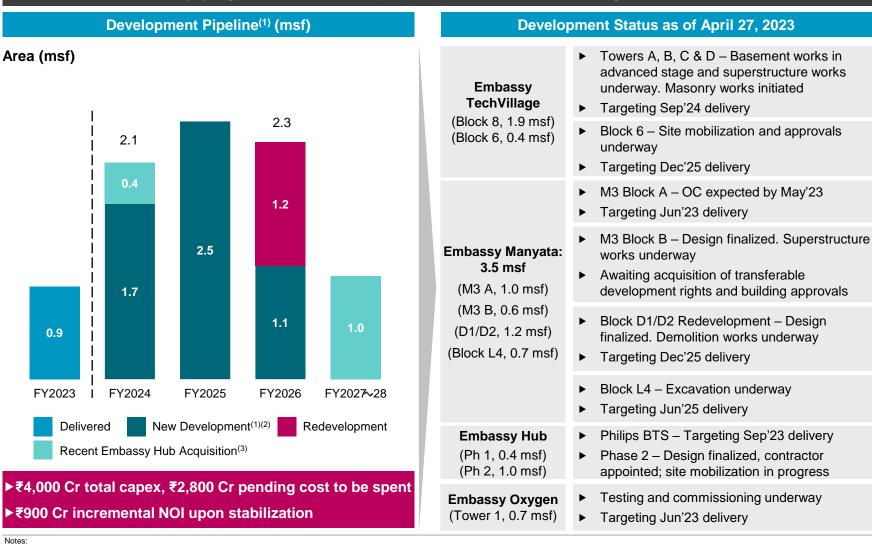
Sources:

- CBRE Estimates, Karnataka State Budget 2021-22
- Credit Suisse India Market Strategy, Aug'21
- Refers to Operating cost per Full Time Employee (FTE) for IT-ADM Services, 2022 NASSCOM, Priming for a NO NORMAL future, Technology Sector in India, Feb'23



Growth through New Developments

7.9 msf active development at highly attractive yields with over 90% concentrated in Bangalore, India's best office market enjoying attractive development economics and strong demand

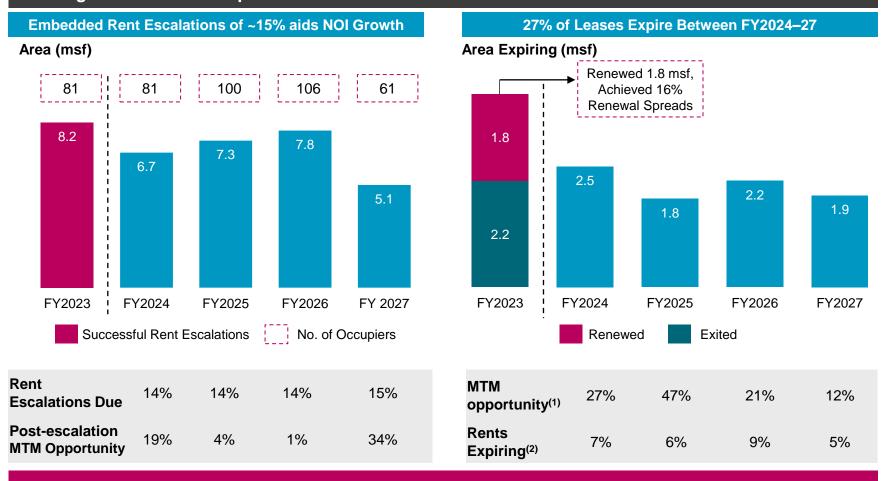


- Excludes 518 key Hilton hotels at Embassy TechVillage
- Includes 0.6 msf M3 Block B located within overall Embassy Manyata campus
- Embassy Business Hub comprises a total leasable area of approximately 2.1 msf upon completion of Phase 1 and Phase 2. Of this, Embassy REIT's area share of entitlement is 1.4 msf



Embedded Rent Growth

Secured 14% rent escalations on 8.2 msf and achieved 16% spreads on 1.8 msf renewals. 2.2 msf exits offer significant 25% MTM potential



► Contracted rent escalations (generally of 15% every 3 years) and significant mark-to-market opportunity (30% blended MTM over next 3 years) are key drivers for NOI growth



Portfolio Expansion through Inorganic Growth

Acquisition strategy based on our clearly defined criteria of high-quality, large-scale business parks located in the right micro-markets of the top Indian cities

9.2 msf Embassy TechVillage acquired in Dec'20



1.4 msf Embassy Business Hub acquired in Mar'23



5 msf Chennai ROFO from Embassy Sponsor



4.2 msf ROFO⁽²⁾ at ETV Backland, Bangalore





Deepening Business Moat

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

85k sf Retail Plaza at Embassy Manyata



Block K Refurbishment at Embassy Manyata



Sports Zone, Central Garden at ETV



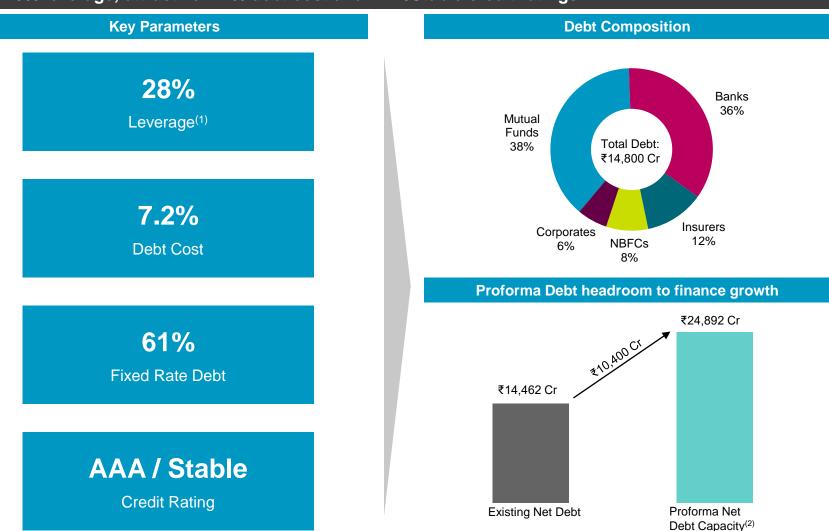
Amphitheatre, Central Garden at ETV





Supported by Strong Balance Sheet

Refinanced ₹5,300 Cr debt at 101 bps positive spreads, maintained best-in-class balance sheet with low 28% leverage, attractive 7.2% debt cost and AAA/Stable credit ratings



Notes:

⁽¹⁾ Based on Net Debt to GAV. GAV computed based on Mar'23 valuation undertaken by iVAS Partners

⁽²⁾ Computed basis Gross Asset Value (GAV) considered per Mar'23, valuation undertaken by iVAS Partners, represented by Mr. Manish Gupta, in conjunction with value assessment services undertaken by CBRE. Valuation exercise undertaken semi-annually



Progressing on 3-Year ESG Roadmap

In-line with our 2040 net zero commitment, 3-year sustainability targets defined and monitored across 19 ESG programs

Pillar	Metric	Target ⁽¹⁾	FY2023 Update	Status
	► Renewable energy consumption share	75% by FY25	52%	On track
Resilient Planet	➤ Water consumption reduction	7% by FY25	37% ⁽²⁾	On track
	► OWC capacity increase	25% by FY25	4%	On track
	► Local sourcing ⁽³⁾ share	30% by FY25	93%	On track
	► USGBC LEED certified portfolio (% of area)	100% by FY23	100%	Achieved
Revitalized Communities	 ▶ 'Green leases' signed during the period ▶ 5-star BSC certified portfolio (% of area) ▶ Occupiers engaged under 'Corporate Connect' ▶ Females as % of total workforce 	70% by FY24 100% by FY23 10% 25%	96% 100% 14% 24%	On track Achieved Achieved Behind target
Responsible Business	 ► TCFD compliant annual report ► Cumulative green / sustainable finance portfolio ► ESG due-diligence 	100% by FY25 ₹3,500 Cr by FY25 100% from FY23	Summary disclosures initiated ₹3,480 Cr Completed(4)	On track On track On track

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

Lower water consumption noted during FY2023 given current physical occupancy in our properties

Local sourcing is defined as sourcing of materials for our new developments within 1,000 kms radius of respective sites. FY2023 actuals restated post BSI assurance audit completion ESG due-diligence undertaken for recently acquired Embassy Business Hub, Bangalore in Mar'23



Multiple Embedded Growth Levers

Embassy REIT's strategy focuses on enhancing NOI and delivering long term total return value for Unitholders, driven by rental growth as well as leased area expansion

4.9 msf

► Vacant Area lease-up

7.9 msf

New developments over the next 4 years with ₹900 crores of expected stabilized NOI at attractive yields

~5% p.a

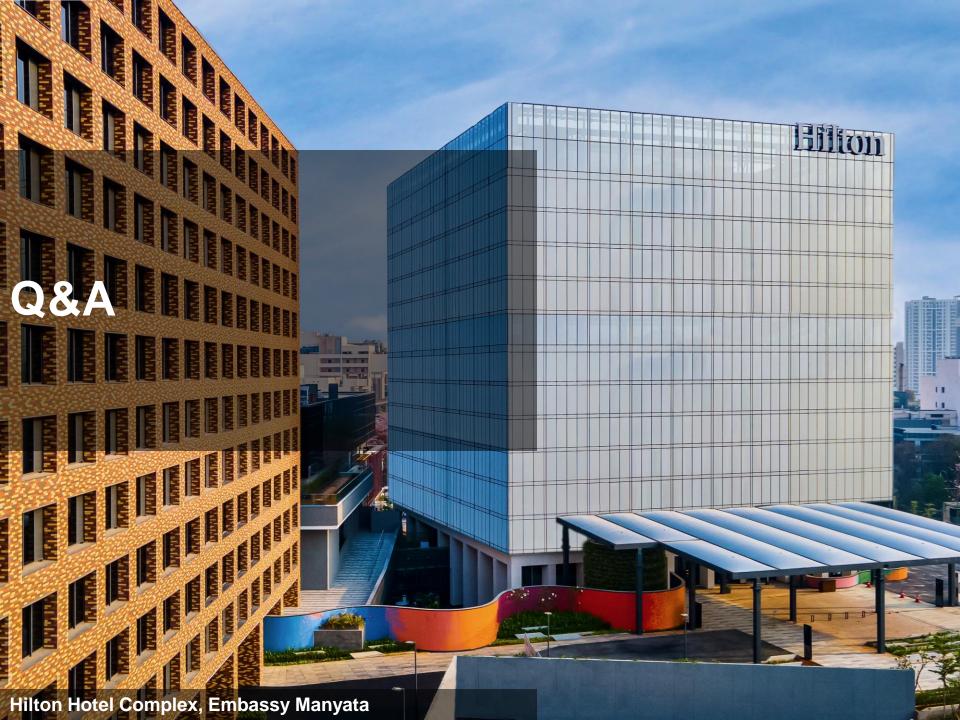
► Contracted escalations (generally 15% every 3 years)

17%

► Mark-to-market potential resulting in portfolio rent growth

10 msf+

Acquisition Opportunity Pipeline







Resolutions for Unitholders' Approval

Resolution 1

► To consider, approve and adopt the Audited Standalone Financial Statements and Audited Consolidated Financial Statements of Embassy REIT as at and for the Financial Year ended March 31, 2023 together with the report of the Auditors thereon and the report on performance of Embassy REIT

Resolution 2

► To consider, approve and adopt the valuation report issued by iVAS Partners, represented by Mr. Manish Gupta, Partner, Independent Valuer for the valuation of Embassy REIT's portfolio as at March 31, 2023

Resolution 3

► To consider and approve the appointment of the Valuer and Value Assessment Service Provider for the Financial Years 2023-24 to 2026-27



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