

Mindspace Business Parks REIT | ADD

Riding the tailwinds in Hyderabad

Mindspace Business Parks REIT (Mindspace) reported a healthy 2QFY26 performance as NOI/ND CF grew 26%/17% YoY to INR 6.3bn and INR 3.6bn respectively. It announced a distribution of INR 3.6bn and DPU was up 13% YoY to INR 5.93 pu. During the quarter, Mindspace achieved gross leasing of 0.8msf, having equal share of re-leasing and new/vacant area leased, with an average rent of INR 76psf / month. Committed occupancy at portfolio level stands steady at 94.6% (on same-store basis), with SEZ/non SEZ area being 92%/96% occupied. The Madhapur micro-market in Hyderabad is witnessing robust demand resulting in healthy uptick in rentals to INR 95/sqft (vs INR 85/sqft few quarters ago). The REIT is well positioned to cater to this demand given a healthy pipeline of 3.7msf currently under development in the city. Given the low LTV of 24%, the REIT is actively evaluating acquisition of ROFO as well as third party assets. We roll-forward the earnings to FY28 and cut the rating to 'ADD' (from BUY) with a DCF based TP of INR 470 (total return potential of 7.5%; 5.6% dividend and 1.9% capital appreciation).

- **Robust operating performance:** In 2QFY26, Mindspace reported asset revenues of INR 7.7bn (+25%YoY, +3% QoQ) led by (1) rental income from new area/leases in Madhapur, Airoli and Pune (2) 25% MTM achieved over 4.7msf re-leased since 2QFY25 and (3) rental escalations of 8.5% YoY across an area of 4.9msf. NOI grew 28% YoY to INR 6.3bn, ahead of revenue growth. Distributions for the quarter stood at INR 3.5bn (99% tax-free) which translates to INR 5.83 per unit (+13%YoY, +1% QoQ). Revenue from operations came in at INR 7.7bn (+21% YoY; +4% QoQ) while EBITDA was INR 5.9bn (+22% YoY; +5% QoQ), which was 3% above our estimates.
- **Occupancy continues to trend upward:** Gross leasing stood at 0.8msf, having equal share of re-leasing and new/vacant area leased, with an average rent of INR 76psf / month. Committed occupancy at portfolio level stands steady at 94.6% (on same-store basis), with SEZ/non SEZ area being 92%/96% occupied respectively. Effective occupancy stood at c. 90% and is likely to converge with committed occupancy in the coming quarters. Of the total 2.4msf area expiring in FY26E, the management expects to retain c.1.5msf, of which 1.2msf has been retained as of 2QFY26. Going forward, FY26E / FY27E expiries are at comfortable levels of 1.5msf / 2.2msf, comprising 6.2% / 7.2% of the annual rentals respectively. The management is targeting c. 95% overall occupancy by end-FY26.
- **Development pipeline:** The REIT has launched a new development of 0.53msf at Hyderabad taking the total upcoming pipeline to 3.7msf (all located in the Madhapur park). The recently acquired asset at financial district Hyderabad has been rebranded to 'The Square, 110 Financial District'. Mindspace has undertaken multiple upgrades and expects strong progress on leasing in this asset by end FY26. Given the low LTV of 24%, the REIT is actively evaluating acquisition of ROFO as well as third party assets.
- **Hyderabad witnessing robust buoyancy:** The improved infrastructure along with strong influx of GCCs has led to robust demand for office space, especially in the Madhapur micro-market. It is now witnessing acceleration in rentals as the REIT has signed the first deal at INR 100 psf. The uptick in NAV by 12% over Mar'25 was aided by growth in underlying rentals.
- **Downgrade to 'ADD' with a Mar'27 TP of INR 470:** We roll-forward the earnings to FY28 and cut the rating to 'ADD' (from BUY) with a DCF based TP of INR 470 (total return potential of 7.5%; 5.6% dividend and 1.9% capital appreciation). At CMP, the stock trades at 5.2% / 5.6%



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Recommendation and Price Target

Current Reco.	ADD
Previous Reco.	BUY
Current Price Target (12M)	470
Upside/(Downside)	1.9%
Previous Price Target	440
Change	6.8%

Key Data – MINDSPCE IN

Current Market Price	INR461
Market cap (bn)	INR281.1/US\$3.2
Free Float	100%
Shares in issue (mn)	609.2
Diluted share (mn)	609.2
3-mon avg daily val (mn)	INR70.6/US\$0.8
52-week range	476/353
Sensex/Nifty	83,311/25,510
INR/US\$	88.6

Price Performance

%	1M	6M	12M
Absolute	2.2	18.6	21.4
Relative*	0.3	14.8	17.2

* To the BSE Sensex

Financial Summary

(INR mn)

Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	24,292	25,961	30,504	34,926	40,328
Sales Growth (%)	6.4	6.9	17.5	14.5	15.5
EBITDA	17,511	18,886	22,577	26,280	30,673
EBITDA Margin (%)	72.1	72.7	74.0	75.2	76.1
Adjusted Net Profit	5,614	4,796	6,841	9,135	10,248
Diluted EPS (INR)	9.5	7.9	11.2	15.0	16.8
Diluted EPS Growth (%)	33.5	-16.8	42.6	33.5	12.2
ROIC (%)	4.1	3.4	4.4	5.6	6.0
ROE (%)	3.9	3.4	5.0	7.1	8.4
P/E (x)	48.7	58.6	41.1	30.7	27.4
P/B (x)	1.9	2.0	2.1	2.2	2.4
EV/EBITDA (x)	20.3	20.5	17.6	15.6	13.8
Dividend Yield (%)	4.2	4.7	5.2	5.6	6.1

Source: Company data, JM Financial. Note: Valuations as of 06/Nov/2025

JM Financial Research is also available on: Bloomberg - JMFR <GO>, FactSet, LSEG and S&P Capital IQ.

Please see Appendix I at the end of this report for Important Disclosures and Disclaimers and Research Analyst Certification.

FY26E / FY27E dividend yield.

Conference call Highlights

- Net absorption in top 7 cities for 9MCY25 stands at 40msf with single digit vacancy in most key markets. The REIT achieved leasing of 0.8msf during the quarter and committed occupancy reached 94.6%. Management is targeting to increase it to 95% by year end
- The recent exit of a pharma MNC at Hyderabad park provided an opportunity to increase rentals from sub INR 50/sqft to INR 99/sqft
- At Airoli, the improved infrastructure including Atal Setu and Navi Mumbai Airport, GCC policy by the state government along with development of dedicated experience enhancement zones like Fusion (F&B outlets) etc within the park should culminate in good demand given the attractive sub-1USD rentals.
- Newly launched B18 block at Hyderabad has 0.53msf area and will be a mixed use development. There is still decent redevelopment opportunity available in the park, as FSI can be increased to 6.0x from 2.0x whenever possible. The REIT has similar opportunities available in Airoli
- More focused on acquisition of high quality assets in core markets. It has looked at 2 assets in Bengaluru but were outbid in one of them and the other had traffic issues

Exhibit 1. Financial snapshot

INR mn	2QFY26	2QFY25	YoY(%)	1QFY26	QoQ(%)	FY25	FY26E	FY25-26E YoY (%)
Net Sales	7,720	6,379	21%	7,403	4%	25,961	30,504	17%
Cost of Sales	260	152	71%	307	-15%	727	741	2%
Gross Margin (%)	97%	98%	-99bps	96%	77bps	97%	98%	37bps
Employee Expenses	80	74	7%	91	-12%	303	318	5%
Other Expenses	1,630	1,435	14%	1,504	8%	6,045	6,867	14%
EBITDA	5,750	4,718	22%	5,501	5%	18,886	22,577	20%
EBITDA Margin (%)	74.5%	74.0%	52bps	74.3%	16bps	72.7%	74.0%	127bps
Depreciation	1,180	984	20%	1,148	3%	4,060	4,236	4%
Interest Costs	2,036	1,305	56%	2,029	0%	5,573	6,831	23%
Other Income	186	142	31%	145	28%	795	610	-23%
Exceptional Items	-390	-149	NM	120	-424%	-33	0	-100%
PBT (incl extraordinary items)	2,330	2,423	-4%	2,591	-10%	10,016	12,120	21%
Tax	1,062	1,073	-1%	923	15%	4,544	4,848	7%
PAT	1,267	1,350	-6%	1,668	-24%	5,472	7,272	33%
Minority Interest	103	94	10%	101	2%	375	431	15%
PAT after Minority	1,165	1,256	-7%	1,567	-26%	5,097	6,841	34%
NDCF	3,645	3,122	17%	3,585	2%	13,213	14,515	10%

Source: Company, JM Financial

Exhibit 2. Asset revenue and NOI

Asset Revenue (INR mn)	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	YoY	QoQ
Mindspace Airoli (E)	1,026	991	979	1,050	1,013	988	0%	-2%
Mindspace Airoli (W)	928	939	1,060	1,136	1,235	1,297	38%	5%
Mindspace Malad	259	251	254	264	269	269	7%	0%
Square BKC	109	108	116	110	114	111	3%	-3%
Mumbai Region	2,322	2,288	2,409	2,561	2,630	2,666	17%	1%
Gera Commerzone Kharadi	602	581	582	663	883	928	60%	5%
The Square Nagar Road	235	244	235	244	247	244	0%	-1%
Commerzone Yerwada	518	545	543	576	562	577	6%	3%
Pune	1,355	1,370	1,360	1,483	1,693	1,749	28%	3%
Mindspace Madhapur	2,274	2,291	2,367	2,323	2,499	2,542	11%	2%
Commerzone Raidurg	NA	NA	NA	115	371	393	NA	6%
The Square 110 Financial district	NA	NA	NA	NA	NA	93	NA	NA
Mindspace Pocharam	NA	NA	NA	NA	NA	NA	NA	NA
Hyderabad	2,275	2,291	2,367	2,437	2,871	3,028	32%	5%
Others	246	281	282	299	328	338	20%	3%
Total	6,198	6,230	6,419	6,780	7,523	7,778	25%	3%
Asset NOI (INR mn)	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	YoY	QoQ
Mindspace Airoli (E)	785	756	709	671	692	737	-3%	7%
Mindspace Airoli (W)	683	684	804	816	940	992	45%	6%
Mindspace Malad	232	224	218	223	233	240	7%	3%
Square BKC	100	98	106	107	105	103	5%	-2%
Mumbai Region	1,801	1,762	1,837	1,817	1,970	2,072	18%	5%
Gera Commerzone Kharadi	404	412	431	527	772	786	91%	2%
The Square Nagar Road	178	183	180	189	192	187	2%	-3%
Commerzone Yerwada	401	415	406	450	436	454	9%	4%
Pune	983	1,009	1,018	1,166	1,400	1,428	42%	2%
Mindspace Madhapur	1,929	1,924	2,012	1,945	2,132	2,155	12%	1%
Commerzone Raidurg	NA	NA	NA	108	290	309	NA	7%
The Square 110 Financial district	NA	NA	NA	NA	NA	-44	NA	NA
Mindspace Pocharam	-6	-7	-5	-6	-7	-6	-14%	-14%
Hyderabad	1,922	1,918	2,007	2,048	2,415	2,414	26%	0%
Others	258	347	356	367	380	426	23%	12%
Total	4,964	4,964	5,218	5,398	6,164	6,339	28%	3%

Source: Company, JM Financial

Exhibit 3. Portfolio summary

Asset	Total Leasable Area (msf)	Completed Area (msf)	Committed Occupancy (%)	Occupancy (%)	WALE (years)	In-place Rent (INR psf)
Mindspace Airoli East	7.3	4.9	80.1%	73.0%	5.1	66.8
Mindspace Airoli West	6.4	5.4	93.8%	88.5%	9.4	64.5
Mindspace Malad	0.8	0.8	98.6%	98.6%	3.5	107.6
The Square BKC	0.1	0.1	100.0%	100.0%	1.2	240.0
Mumbai Region	14.6	11.2	88.2%	82.5%	7.1	71.6
Gera Commerzone Kharadi	3.0	3.0	100.0%	100.0%	7.7	82.9
The Square Nagar Road	0.8	0.8	100.0%	100.0%	2.9	81.9
Commerzone Yerwada	1.7	1.7	94.6%	94.6%	5.6	85.2
Pune	5.5	5.5	98.3%	98.3%	6.3	83.5
Mindspace Madhapur	13.7	10.0	98.0%	96.1%	7.7	74.2
Mindspace Pocharam	0.6	0.6	0.0%	0.0%	NA	NA
Commerzone Raidurg	1.8	1.8	100.0%	99.9%	11.0	60.1
The Square 110 Financial district	0.8	0.8	66.4%	60.1%	3.6	58.3
Hyderabad	16.9	13.2	92.1%	90.3%	8.1	71.4
Commerzone Porur	1.1	1.1	100.0%	100.0%	8.6	63.4
Chennai	1.1	1.1	100.0%	100.0%	8.6	63.4
Portfolio Total	38.2	31.0	92.1%	89.3%	7.4	73.5

Source: Company, JM Financial

Exhibit 4. Total leasable area

Total Leasable Area (msf)	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26
Mindspace Airoli East	5.6	5.6	6.4	6.4	7.1	7.2	7.2	7.2	7.2	7.3
Mindspace Airoli West	5.2	5.2	5.2	5.3	5.3	6.4	6.4	6.4	6.4	6.4
Mindspace Malad	0.7	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8
The Square BKC	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Mumbai Region	11.7	11.7	12.5	12.6	13.3	14.4	14.4	14.4	14.5	14.6
Gera Commerzone Kharadi	2.9	2.9	2.9	2.9	2.9	2.9	3.0	3.0	3.0	3.0
The Square Nagar Road	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8
Commerzone Yerwada	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7
Pune	5.4	5.4	5.4	5.4	5.4	5.4	5.5	5.5	5.5	5.5
Mindspace Madhapur	13.1	13.1	13.1	13.1	13.1	13.2	13.2	13.7	13.7	13.7
Mindspace Pocharam	1.0	1.0	1.0	1.0	0.6	0.6	0.6	0.6	0.6	0.6
Commerzone Raidurg	NA	NA	NA	NA	NA	NA	NA	1.8	1.8	1.8
The Square 110 Financial district	NA	NA	NA	NA	NA	NA	NA	NA	NA	0.8
Hyderabad	14.1	14.1	14.1	14.1	13.7	13.7	13.8	16.1	16.1	16.9
Commerzone Porur	0.9	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1
Chennai	0.9	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1
Portfolio Total	32.1	32.3	33.1	33.2	33.5	34.6	34.8	37.1	37.3	38.2

Source: Company, JM Financial

Exhibit 5. Total completed area

Completed Area (msf)	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26
Mindspace Airoli East	4.7	4.7	4.7	4.8	4.8	4.8	4.9	4.9	4.9	4.9
Mindspace Airoli West	4.9	4.9	4.9	5.0	5.0	5.0	5.3	5.3	5.3	5.4
Mindspace Malad	0.7	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8
The Square BKC	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Mumbai Region	10.5	10.5	10.5	10.6	10.6	10.7	11.1	11.1	11.1	11.2
Gera Commerzone Kharadi	1.9	1.9	1.9	1.9	1.9	1.9	1.9	3.0	3.0	3.0
The Square Nagar Road	0.7	0.7	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8
Commerzone Yerwada	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7
Pune	4.3	4.4	4.4	4.4	4.4	4.4	4.4	5.5	5.5	5.5
Mindspace Madhapur	9.6	9.6	9.6	9.6	9.6	9.6	9.6	9.9	10.0	10.0
Mindspace Pocharam	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6
Commerzone Raidurg	NA	NA	NA	NA	NA	NA	NA	1.8	1.8	1.8
The Square 110 Financial district	NA	NA	NA	NA	NA	NA	NA	NA	NA	0.8
Hyderabad	10.1	10.1	10.1	10.1	10.1	10.2	10.2	12.3	12.4	13.2
Commerzone Porur	0.9	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1
Chennai	0.9	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1
Portfolio Total	25.9	26.1	26.2	26.3	26.3	26.4	26.8	30.0	30.2	31.0

Source: Company, JM Financial

Exhibit 6. Committed occupancy

Committed Occupancy (%)	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26
Mindspace Airoli East	86.4%	82.7%	80.4%	82.2%	78.4%	80.6%	78.4%	78.8%	78.1%	80.1%
Mindspace Airoli West	72.6%	72.6%	72.6%	80.0%	83.2%	83.8%	87.3%	87.6%	92.0%	93.8%
Mindspace Malad	97.5%	98.0%	98.0%	99.6%	99.6%	99.3%	98.6%	98.5%	99.2%	98.6%
The Square BKC	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Mumbai Region	80.9%	79.3%	78.3%	82.7%	82.7%	83.7%	83.7%	84.7%	86.5%	88.2%
Gera Commerzone Kharadi	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
The Square Nagar Road	87.7%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Commerzone Yerwada	98.6%	99.9%	96.1%	97.6%	96.4%	94.9%	89.1%	94.2%	94.6%	94.6%
Pune	97.3%	100.0%	98.5%	99.1%	99.1%	98.0%	98.0%	98.2%	98.3%	98.3%
Mindspace Madhapur	95.8%	91.9%	94.8%	96.4%	97.4%	97.6%	96.7%	97.2%	97.3%	98.0%
Mindspace Pocharam	37.5%	37.5%	NA	NA	NA	NA	NA	NA	NA	NA
Commerzone Raidurg	NA	NA	NA	NA	NA	NA	NA	100.0%	100.0%	100.0%
The Square 110 Financial district	NA	NA	NA	NA	NA	NA	NA	NA	NA	66.4%
Hyderabad	92.5%	88.9%	89.5%	90.9%	90.9%	92.1%	92.1%	93.1%	93.2%	92.1%
Commerzone Porur	96.8%	80.1%	80.1%	84.0%	90.0%	93.4%	100.0%	100.0%	100.0%	100.0%
Chennai	96.8%	80.1%	80.1%	84.0%	90.0%	93.4%	100.0%	100.0%	100.0%	100.0%
Portfolio Total	88.8%	86.5%	86.1%	88.6%	89.1%	89.7%	89.6%	91.2%	91.9%	92.1%

Source: Company, JM Financial

Exhibit 7. Physical occupancy

Occupancy (%)	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26
Mindspace Airoli East	86.4%	82.7%	79.9%	72.7%	69.4%	74.2%	70.5%	71.8%	73.4%	73.0%
Mindspace Airoli West	70.0%	70.1%	72.0%	70.1%	70.0%	73.1%	84.8%	84.6%	85.8%	88.5%
Mindspace Malad	97.5%	98.0%	98.0%	99.6%	99.6%	99.3%	98.6%	98.5%	99.2%	98.6%
The Square BKC	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Mumbai Region	79.7%	78.1%	77.8%	73.8%	73.8%	75.8%	75.8%	80.1%	81.5%	82.5%
Gera Commerzone Kharadi	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	65.1%	100.0%	100.0%
The Square Nagar Road	87.7%	87.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Commerzone Yerwada	97.7%	99.1%	96.1%	94.0%	96.4%	87.4%	89.1%	88.1%	90.8%	94.6%
Pune	97.0%	97.4%	98.5%	97.7%	97.7%	95.1%	95.1%	77.3%	97.1%	98.3%
Mindspace Madhapur	94.9%	87.7%	92.3%	94.4%	94.3%	94.7%	93.6%	92.3%	94.1%	96.1%
Mindspace Pocharam	37.5%	37.5%	NA	NA	NA	NA	NA	NA	NA	NA
Commerzone Raidurg	NA	NA	NA	NA	NA	NA	NA	100.0%	100.0%	99.9%
The Square 110 Financial district	NA	NA	NA	NA	NA	NA	NA	NA	NA	60.1%
Hyderabad	91.6%	84.9%	87.1%	89.1%	89.1%	89.4%	89.4%	89.1%	90.7%	90.3%
Commerzone Porur	68.3%	75.5%	80.1%	76.0%	76.0%	93.4%	93.0%	100.0%	100.0%	100.0%
Chennai	68.3%	75.5%	80.1%	76.0%	76.0%	93.4%	93.0%	100.0%	100.0%	100.0%
Portfolio Total	86.9%	83.8%	85.0%	83.8%	83.3%	85.0%	86.2%	85.0%	88.8%	89.3%

Source: Company, JM Financial

Exhibit 8. Steady WALE

WALE (years)	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26
Mindspace Airoli East	4.4	4.2	4.3	4.5	4.6	5.2	5.0	4.7	5.1	5.1
Mindspace Airoli West	9.4	9.2	8.5	8.5	8.4	8.0	9.6	9.4	9.6	9.4
Mindspace Malad	3.0	3.4	3.1	3.9	2.6	2.4	2.1	3.8	3.7	3.5
The Square BKC	3.4	3.2	2.9	2.7	2.4	2.2	1.9	1.7	1.4	1.2
Mumbai Region	6.3	6.2	6.0	6.1	6.0	6.0	6.0	6.9	7.2	7.1
Gera Commerzone Kharadi	9.3	9.1	8.8	8.6	8.3	7.7	7.4	7.2	7.9	7.7
The Square Nagar Road	4.9	4.7	4.6	4.4	4.1	3.9	3.6	3.4	3.1	2.9
Commerzone Yerwada	4.3	4.1	4.3	3.7	5.9	6.2	5.9	6.2	5.7	5.6
Pune	6.7	6.5	6.4	6.0	6.0	6.0	6.0	6.1	6.5	6.3
Mindspace Madhapur	7.4	7.7	7.7	7.5	7.5	7.5	7.4	7.3	7.9	7.7
Mindspace Pocharam	0.2	0.3	NA	NA	NA	NA	NA	NA	NA	NA
Commerzone Raidurg	NA	NA	NA	NA	NA	NA	NA	11.5	11.3	11.0
The Square 110 Financial district	NA	NA	NA	NA	NA	NA	NA	NA	NA	3.6
Hyderabad	7.3	7.5	7.7	7.5	7.5	7.5	7.5	8.0	8.4	8.1
Commerzone Porur	9.4	8.7	8.4	8.5	9.8	9.6	9.4	8.5	8.3	8.6
Chennai	9.4	8.7	8.4	8.5	9.8	9.6	9.4	8.5	8.3	8.6
Portfolio Total	6.9	6.9	6.8	6.8	6.9	6.9	7.2	7.4	7.6	7.4

Source: Company, JM Financial

Exhibit 9. In place rent

In-place Rent (INR psf)	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26
Mindspace Airoli East	57.9	58.9	60.6	62.8	65.0	64.9	65.2	65.4	66.5	66.8
Mindspace Airoli West	58.6	59.0	59.4	59.5	61.3	60.9	62.4	63.0	63.2	64.5
Mindspace Malad	100.5	99.3	99.4	100.1	101.3	101.6	101.9	102.2	106.7	107.6
The Square BKC	240.0	240.0	240.0	240.0	240.0	240.0	240.0	240.0	240.0	240.0
Mumbai Region	65.0	62.8	66.8	68.3	68.3	69.6	69.6	70.2	71.0	71.6
Gera Commerzone Kharadi	79.4	79.7	79.8	80.2	80.7	81.2	81.2	81.4	81.8	82.9
The Square Nagar Road	75.4	75.4	76.8	76.8	78.2	78.2	80.0	81.4	81.9	81.9
Commerzone Yerwada	71.2	71.9	74.8	74.7	74.1	80.3	83.0	82.6	83.8	85.2
Pune	75.6	76.0	77.4	77.6	77.6	80.3	80.3	81.8	82.4	83.5
Mindspace Madhapur	64.2	65.7	65.3	66.3	67.2	67.7	69.2	69.9	73.0	74.2
Mindspace Pocharam	22.2	22.2	NA	NA	NA	NA	NA	NA	NA	NA
Commerzone Raidurg	NA	NA	NA	NA	NA	NA	NA	60.1	60.1	60.1
The Square 110 Financial district	NA	NA	NA	NA	NA	NA	NA	NA	NA	58.3
Hyderabad	63.2	64.6	65.3	66.3	66.3	67.7	67.7	68.3	70.9	71.4
Commerzone Porur	64.3	59.6	59.7	59.1	59.3	60.5	62.2	62.6	63.0	63.4
Chennai	64.3	59.6	59.7	59.1	59.3	60.5	62.2	62.6	63.0	63.4
Portfolio Total	66.2	67.0	68.0	69.0	70.0	70.4	71.4	71.0	72.9	73.5

Source: Company, JM Financial

Exhibit 10. NDCF walkdown

Particulars (INR mn)	1QFY25	2QFY25	3QFY25	4QFY25	FY25	1QFY26	2QFY26
Revenue from Operations	6,198	6,230	6,419	6,780	25,627	7,523	7,778
Property Taxes & Insurance	-191	-194	-205	-389	-979	-228	-236
Other Direct Operating Expenses	-1,043	-999	-995	-1,003	-4,041	-1,131	-1,203
Net Operating Income (NOI)	4,964	5,037	5,218	5,398	20,616	6,164	6,339
Property Management Fees	-141	-155	-152	-161	-609	-173	-187
Net Other Expenses	-139	-141	-111	-98	-490	-175	-116
EBITDA	4,684	4,741	4,955	5,139	19,519	5,817	6,036
Cash Taxes (Net of Refunds)	-395	-777	-799	-391	-2,362	-595	-803
Working Capital changes and other changes	1005	567	556	1184	3,313	658	542
Cashflow from Operations	5,294	4,531	4,713	5,932	20,470	5,880	5,775
Capex including capitalized Interest	NA	NA	NA	NA	NA	NA	NA
Net Debt (repayment) / drawdown	-117	-42	-54	NA	NA	NA	NA
Proceeds from sale of Pocharam Land	NA	NA	NA	NA	NA	NA	NA
Proceeds temporarily utilised to repay debt / invested	-168	-2	NA	NA	NA	NA	NA
Liquidation of fixed deposits being surplus cash	NA	NA	NA	NA	NA	NA	15
Finance Costs paid for the period (excluding interest to REIT)	-356	-432	-456	-666	-1909	-876	-729
Proceeds to shareholders other than Mindspace REIT	NA	NA	NA	-135	-545	-130	-110
Other Income	4	25	9	138	175	35	14
NDCF (SPV Level)	4,657	4,080	4,212	5,249	18,118	4,930	4,963
Net Distributions from SPV to REIT	4,637	4,050	4,166	4,832	17,685	4,663	4,932
Net Debt (repayment) / drawdown	-1,588	-867	-953	-888	-4,296	-996	-1,211
Other Inflows / (Outflows) at REIT Level	-57	-61	-44	-13	-175	-82	-76
NDCF (REIT Level)	2,993	3,122	3,168	3,931	13,213	3,585	3,645
Distributions	2,989	3,054	3,155	3,923	13,121	3,527	3,552
Dividend	1,797	1,838	1,898	1,687	7,220	1,943	1,840
Interest	202	166	130	79	577	61	18
Other Income	6	6	12	37	60	18	6
Repayment of Debt	984	1,044	1,115	2,120	5,263	1,505	1,688
Distributions	5.0	5.2	5.3	6.4	22.0	5.79	5.83
Dividend	3.0	3.1	3.2	2.8	12.1	3.2	3.0
Interest	0.3	0.3	0.2	0.1	1.0	0.1	NA
Other Income	NA	NA	NA	0.1	0.1	NA	NA
Repayment of Debt	1.7	1.8	1.9	3.5	8.8	2.5	2.8

Source: Company, JM Financial

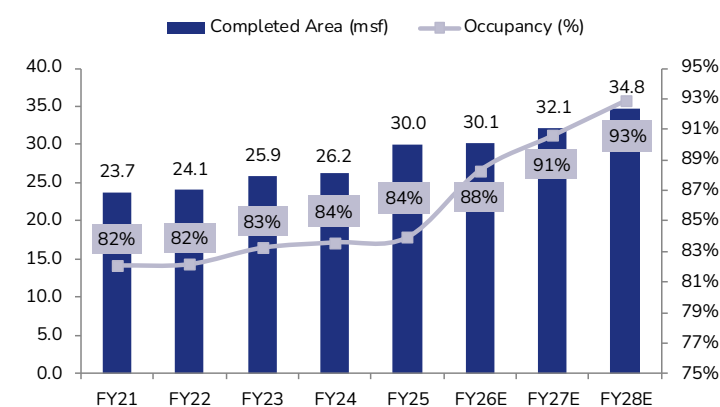
Annual Information and estimates

Exhibit 11. We expect occupancies to reach 91% levels in FY28E

Particulars	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Revenue from Operations (INR mn)	11,381	17,501	22,821	24,292	25,961	31,066	34,340	38,011
YoY Growth (%) - RHS	-36%	54%	30%	6%	7%	20%	11%	11%
NOI (INR mn)	10,736	14,863	17,101	18,959	20,616	25,340	28,111	31,205
YoY Growth (%) - RHS	NM	38%	15%	11%	9%	23%	11%	11%
EBITDA (INR mn)	8,333	13,737	15,596	17,988	19,682	23,410	25,966	28,819
EBITDA Margin (%) - RHS	73%	78%	68%	74%	76%	75%	76%	76%
NDCF (INR mn)	8,539	10,942	11,326	11,362	13,121	14,565	15,818	16,912
DPU (INR p.u.) - RHS	14.0	18.0	18.6	18.7	21.9	23.9	26.0	27.8
Completed Area (msf)	24.0	24.4	25.1	28.1	28.7	29.8	31.1	33.3
Occupancy (%)	82%	82%	83%	90%	89%	90%	91%	91%

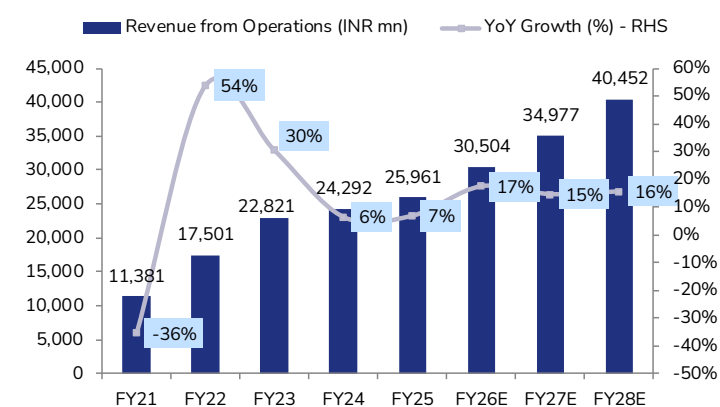
Source: Company, JM Financial

Exhibit 12. Occupancy has bottomed out...



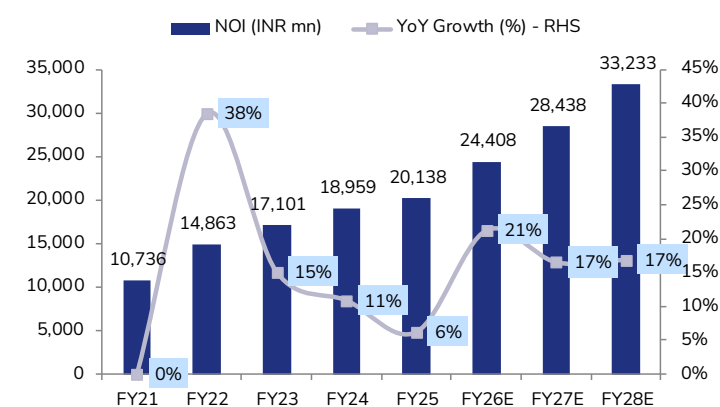
Source: Company, JM Financial

Exhibit 13. ...leading to robust growth in revenues



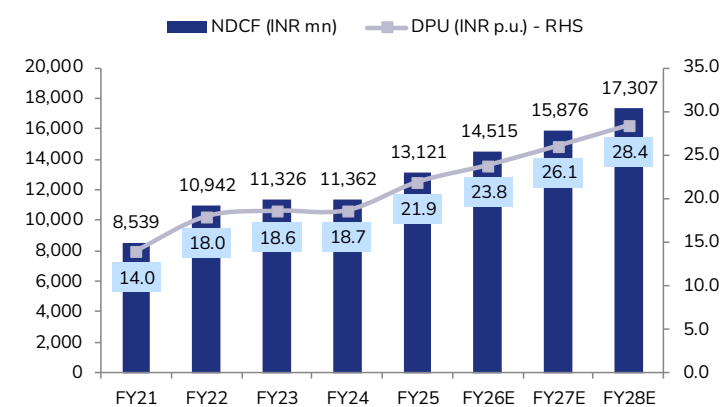
Source: Company, JM Financial

Exhibit 14. Double digit growth in NOI



Source: Company, JM Financial

Exhibit 15. Distributions to improve going forward



Source: Company, JM Financial

Valuation and Target Price

Exhibit 16. Our Mar'27 TP of INR 470

Mar'27 TP (INR mn unless specified)	Mar'26
Enterprise Value	4,01,031
Net Debt	1,15,758
Enterprise Value	4,01,031
Less: Net debt	1,15,758
Equity Value	2,85,273
Shares Outstanding (mn)	609
Target Price (INR)	470
CMP (INR)	461
Upside (%)	2%

Source: Company, JM Financial

Exhibit 17. Total returns potential of 7.5%

Total Return till Mar'27	(%)
Capital Appreciation	1.9%
Dividend Received	5.6%
Total	7.5%

Source: Company, JM Financial

Financial Tables (Consolidated)

Income Statement (INR mn)					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	24,292	25,961	30,504	34,926	40,328
Sales Growth	6.4%	6.9%	17.5%	14.5%	15.5%
Other Operating Income	0	0	0	0	0
Total Revenue	24,292	25,961	30,504	34,926	40,328
Cost of Goods Sold/Op. Exp	1,504	727	741	756	771
Personnel Cost	298	303	318	334	351
Other Expenses	4,979	6,045	6,867	7,556	8,534
EBITDA	17,511	18,886	22,577	26,280	30,673
EBITDA Margin	72.1%	72.7%	74.0%	75.2%	76.1%
EBITDA Growth	13.9%	7.9%	19.5%	16.4%	16.7%
Depn. & Amort.	3,827	4,060	4,236	4,419	4,617
EBIT	13,684	14,827	18,341	21,861	26,056
Other Income	352	461	610	699	807
Finance Cost	4,566	5,573	6,831	7,733	8,880
PBT before Excep. & Forex	9,470	9,715	12,120	14,826	17,983
Excep. & Forex Inc/Loss(-)	0	0	0	0	0
PBT	9,470	9,715	12,120	14,826	17,983
Taxes	3,494	4,544	4,848	5,239	7,259
Extraordinary Inc./Loss(-)	0	0	0	0	0
Assoc. Profit/Min. Int.(-)	362	375	431	452	475
Reported Net Profit	5,614	4,796	6,841	9,135	10,248
Adjusted Net Profit	5,614	4,796	6,841	9,135	10,248
Net Margin	23.1%	18.5%	22.4%	26.2%	25.4%
Diluted Share Cap. (mn)	593.0	609.2	609.2	609.2	609.2
Diluted EPS (INR)	9.5	7.9	11.2	15.0	16.8
Diluted EPS Growth	33.5%	-16.8%	42.6%	33.5%	12.2%
Total Dividend + Tax	11,362	13,121	14,515	15,845	17,232
Dividend Per Share (INR)	19.2	21.5	23.8	26.0	28.3

Source: Company, JM Financial

Cash Flow Statement (INR mn)					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Profit before Tax	9,470	9,715	12,120	14,826	17,983
Depn. & Amort.	3,827	4,060	4,236	4,419	4,617
Net Interest Exp. / Inc. (-)	4,316	5,081	6,221	7,035	8,073
Inc (-) / Dec in WCap.	-369	3,574	4,453	51	54
Others	309	190	0	0	0
Taxes Paid	-1,924	-2,412	-4,848	-5,239	-7,259
Operating Cash Flow	15,629	20,207	22,183	21,093	23,467
Capex	-10,836	-14,894	-10,500	-11,000	-12,000
Free Cash Flow	4,793	5,313	11,683	10,093	11,467
Inc (-) / Dec in Investments	0	0	0	0	0
Others	0	0	0	0	0
Investing Cash Flow	-10,836	-14,894	-10,500	-11,000	-12,000
Inc / Dec (-) in Capital	0	-1	0	0	0
Dividend + Tax thereon	-12,107	-12,437	-14,515	-15,845	-17,232
Inc / Dec (-) in Loans	15,045	14,946	12,378	11,000	14,000
Others	-4,573	-7,235	-6,221	-7,035	-8,073
Financing Cash Flow	-1,635	-4,727	-8,358	-11,880	-11,305
Inc / Dec (-) in Cash	3,158	586	3,324	-1,787	163
Opening Cash Balance	2,843	1,231	1,677	5,000	3,210
Closing Cash Balance	1,886	1,677	5,000	3,210	3,371

Source: Company, JM Financial

Balance Sheet (INR mn)					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Shareholders' Fund	1,41,689	1,40,544	1,32,870	1,26,160	1,19,177
Share Capital	0	0	0	0	0
Reserves & Surplus	1,41,689	1,40,544	1,32,870	1,26,160	1,19,177
Preference Share Capital	0	0	0	0	0
Minority Interest	7,596	7,561	7,992	8,444	8,919
Total Loans	69,728	1,01,098	1,13,476	1,24,476	1,38,476
Def. Tax Liab. / Assets (-)	3,431	4,638	4,602	4,564	4,524
Total - Equity & Liab.	2,22,444	2,53,841	2,58,940	2,63,644	2,71,096
Net Fixed Assets	2,19,734	2,48,389	2,54,652	2,61,233	2,68,616
Gross Fixed Assets	2,17,815	2,57,358	2,68,531	2,80,136	2,92,681
Intangible Assets	1	1	1	1	1
Less: Depn. & Amort.	12,649	16,346	20,582	25,001	29,618
Capital WIP	14,567	7,375	6,702	6,097	5,552
Investments	33	39	41	43	45
Current Assets	17,014	17,751	21,825	20,826	21,815
Inventories	44	50	53	55	58
Sundry Debtors	1,092	587	616	647	679
Cash & Bank Balances	1,886	1,677	5,000	3,210	3,371
Loans & Advances	0	0	0	0	0
Other Current Assets	13,992	15,437	16,157	16,913	17,707
Current Liab. & Prov.	14,337	12,337	17,579	18,458	19,381
Current Liabilities	5,050	6,179	6,488	6,812	7,153
Provisions & Others	9,287	6,159	11,091	11,646	12,228
Net Current Assets	2,677	5,414	4,247	2,368	2,435
Total - Assets	2,22,444	2,53,841	2,58,940	2,63,644	2,71,096

Source: Company, JM Financial

Dupont Analysis					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Margin	23.1%	18.5%	22.4%	26.2%	25.4%
Asset Turnover (x)	0.1	0.1	0.1	0.1	0.1
Leverage Factor (x)	1.5	1.7	1.9	2.1	2.2
RoE	3.9%	3.4%	5.0%	7.1%	8.4%

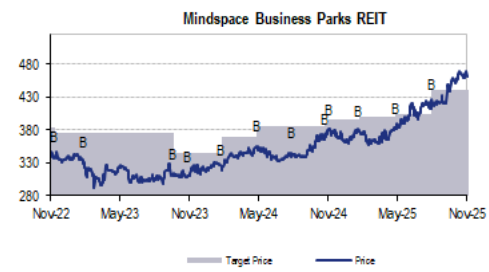
Key Ratios					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
BV/Share (INR)	238.9	230.7	218.1	207.1	195.6
ROIC	4.1%	3.4%	4.4%	5.6%	6.0%
ROE	3.9%	3.4%	5.0%	7.1%	8.4%
Net Debt/Equity (x)	0.5	0.7	0.8	1.0	1.1
P/E (x)	48.7	58.6	41.1	30.7	27.4
P/B (x)	1.9	2.0	2.1	2.2	2.4
EV/EBITDA (x)	20.3	20.5	17.6	15.6	13.8
EV/Sales (x)	14.7	14.9	13.0	11.8	10.5
Debtor days	16	8	7	7	6
Inventory days	1	1	1	1	1
Creditor days	59	68	63	61	57

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
13-Nov-20	Buy	335	
12-Feb-21	Buy	335	0.2
18-May-21	Buy	320	-4.5
16-Aug-21	Buy	320	-0.1
16-Nov-21	Buy	345	7.6
14-Feb-22	Buy	365	5.8
15-May-22	Buy	365	0.2
11-Aug-22	Buy	385	5.3
15-Nov-22	Buy	375	-2.5
31-Jan-23	Buy	375	0.0
24-Sep-23	Buy	345	-8.0
31-Oct-23	Buy	345	0.0
30-Jan-24	Buy	370	7.2
1-May-24	Buy	385	4.1
1-Aug-24	Buy	385	0.0
27-Oct-24	Buy	390	1.3
7-Nov-24	Buy	395	1.3
26-Jan-25	Buy	400	1.3
2-May-25	Buy	405	1.3
5-Aug-25	Buy	440	8.6

Recommendation History



APPENDIX I

JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

Member of BSE Ltd. and National Stock Exchange of India Ltd.

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New Rating System: Definition of ratings	
Rating	Meaning
BUY	Expected return \geq 15% over the next twelve months.
ADD	Expected return \geq 5% and $<$ 15% over the next twelve months.
REDUCE	Expected return \geq -10% and $<$ 5% over the next twelve months.
SELL	Expected return $<$ -10% over the next twelve months.

Note: For REITs (Real Estate Investment Trust) and InvIT (Infrastructure Investment Trust) total expected returns include dividends or DPU (distribution per unit)

Previous Rating System: Definition of ratings	
Rating	Meaning
BUY	Total expected returns of more than 10% for stocks with market capitalisation in excess of INR 200 billion and REITs* and more than 15% for all other stocks, over the next twelve months. Total expected return includes dividend yields.
HOLD	Price expected to move in the range of 10% downside to 10% upside from the current market price for stocks with market capitalisation in excess of INR 200 billion and REITs* and in the range of 10% downside to 15% upside from the current market price for all other stocks, over the next twelve months.
SELL	Price expected to move downwards by more than 10% from the current market price over the next twelve months.

* REITs refers to Real Estate Investment Trusts.

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