

## Nexus Select Trust

Q3 FY25 Earnings Update

February 04, 2025

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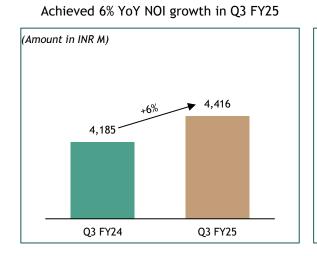


# (I). KEY HIGHIGHTS

nexus

Nexus Hyderabad, Hyderabad

### **NOI GROWTH**



Re-leased 0.31M sf at healthy spreads in Q3 FY25; healthy tenant pipeline

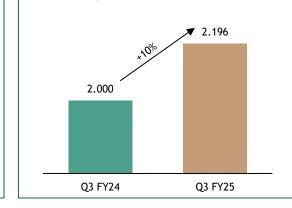
LEASING



### **DPU GROWTH**

Declared distribution of INR 2.196 per unit for Q3 FY25; up 10% YoY

(Amount in INR per unit)





(1) Computed based on mark-up in rental achieved on the Minimum Guaranteed rental by re-leasing during the relevant period.

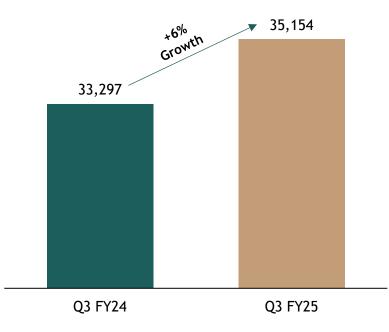
(2) Source: Bloomberg. Period starting from listing date (19th May'23) to 2nd Jan'25.



# Witnessed improvement in consumption growth during the quarter

Consumption

(Amount in INR M)





Achieved Highest Ever Quarterly Consumption

**2.3x** Consumption Growth (Q3 FY25 vs H1 FY25)



Notes: Above numbers are indicative unaudited numbers.

### Witnessed growth in NOI by 6% YoY with 74% NOI margin

<b>INR 5,944 M</b>	<b>INR 4,416 M</b>	INR 4,420 M
Revenue from Operations	NOI	EBITDA
<b>6%</b> YoY NOI Growth	<b>INR 2.196</b> Distribution per unit (100% NDCF Payout)	<b>10% YOY</b> DPU Growth



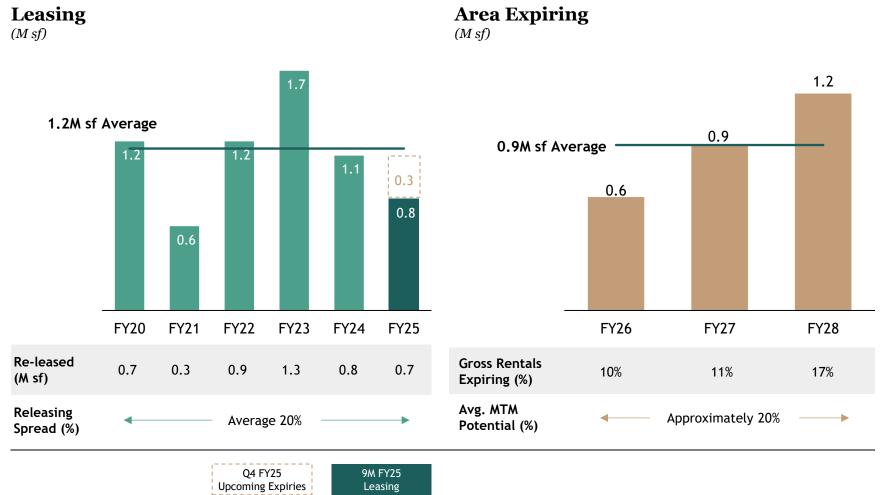
# (II). RETAIL UPDATE



KHAD

Nexus Esplanade, Bhubaneswar

# Achieved healthy re-leasing spread during Apr-Dec'24; stable lease expiry profile with ~20% MTM potential



Nexus Select 8 Trust

# NXST remains the favored partner for international brands looking to expand in India

International Brands Entered India with Nexus Select Trust (2024)



International Brands looking to expand within India

 Bershka
 Maison Margiela<br/>PARIS
 Image: Carrefour

 Image: Charlestyrwhitt<br/>DERMYN STREET LONDON
 diptyque<br/>paris

# (II.A). STRATEGIC TURN AROUND CASE STUDIES

nexus

WESTEND

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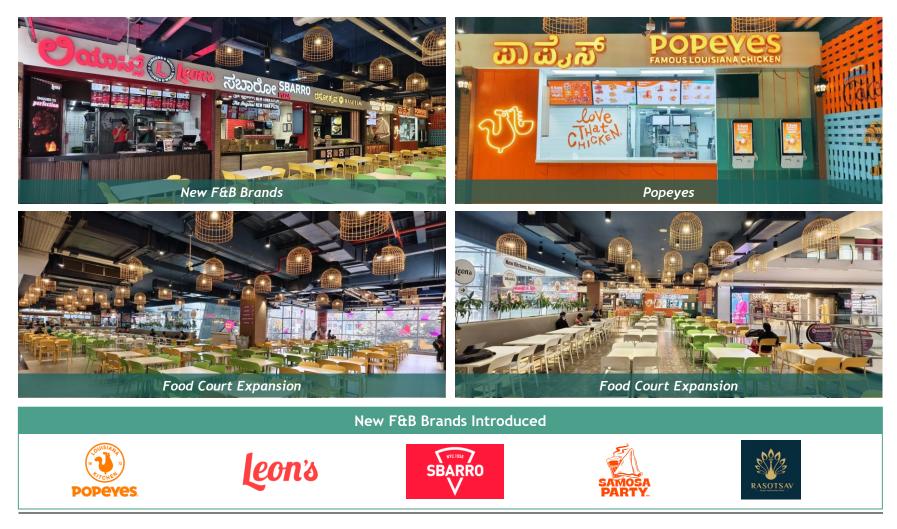
Nexus Westend, Pune

## Revamped the food court at Nexus Elante and enhanced the F&B brand offering resulting in an increase in rentals by 2x



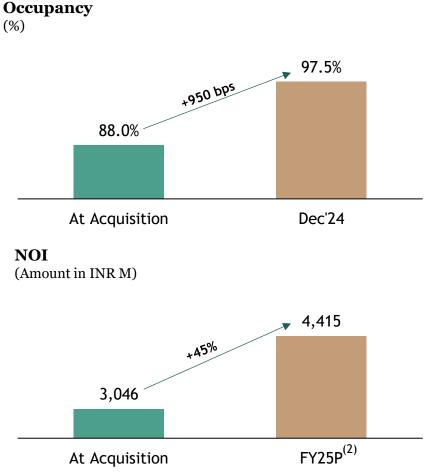


# Expanded the food court and enhanced the F&B offering resulting in 2x rental growth





# Ramped-up occupancy by 950 bps with growth in tenant sales / NOI by 62%/ 45% respectively within 4 years of acquisition





(1) Includes Nexus Hyderabad, Nexus Shantiniketan, Nexus Koramangala, Nexus Whitefield, Fiza by Nexus, Nexus Centre City, Nexus Vijaya and Nexus Celebration.

(2) NOI for FY25 is as per the projection in FOD filed with SEBI.



# CIII). MARKETING UPDATE

Lit

uni seoul

HOUSEON

FROM TO YOUR

SALE 40% OF

KITCH STORIES

BIR/

Nexus Hyderabad, Hyderabad

(mg) <u>mangatrai</u>

PEARLS . GEMS . JEWELS

## Launched 3 anamorphic screens in YTD FY25; expected to launch 4-5 more screens in FY26



Anamorphic Curve Screen - Nexus Vijaya





# Curated 35+ live experiences in our malls during Apr-Dec'24; generating ~INR 60 M ticketing revenue

<b>35+</b> Experiences	<b>~INR 60 M</b> Ticketing Revenue	<b>~165k+</b> Tickets Sold
The Jungle Tales	Polar Explorer	Dino Verse
Journey To The North Pole	Music Concerts	Sheesh Mahal



### CHRISTMAS DÉCOR AND EVENTS

### Christmas carnival with 10 unique experiences augmented shopper traffic

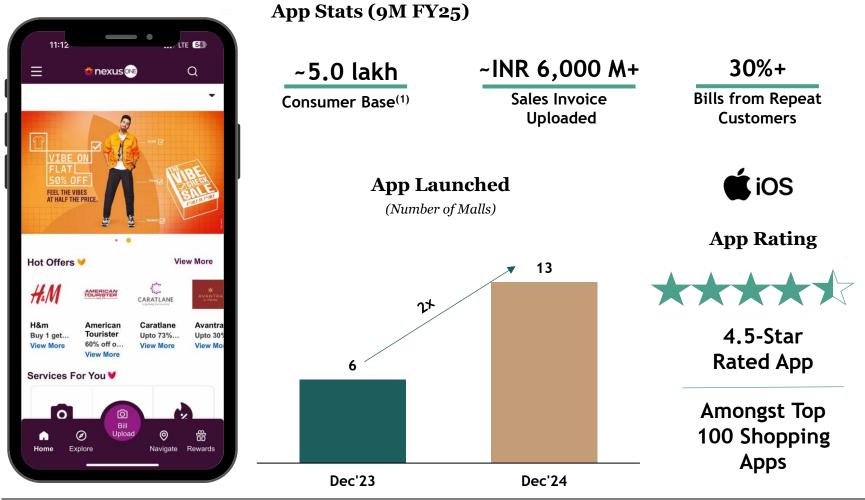


Clown Town (Nexus Ahmedabad One) Christmas Carnival (Nexus Shantiniketan)



Nexus Select 17 Trust

# The Nexus One app continues to be amongst the best shopping mall apps in India, with a lifetime sales upload of INR 10 Bn



(1) Includes consumer base of Nexus Select Citywalk loyalty programs.

Nexus Select 18 Trust

# (IV). HOSPITALITY & OFFICE

Hyatt Regency, Chandigarh

# Robust performance witnessed in Hospitality and Office portfolio



INR 414 M Revenue from Operations 17% YoY Growth INR 194 M EBITDA 24% YoY Growth INR 313 M Revenue from Operations 13% YoY Growth

INR 237 M NOI 10% YoY Growth



# (V). FINANCIAL UPDATE

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PALAZZO

Nexus Vijaya, Chennai

# Declared distribution of INR 3,327 M / INR 2.196 per unit for Q3 FY25, up 10% YoY and QoQ

(INR M)				
Particulars	Q3 FY25			
Revenue from Operations	5,965 <sup>(1)</sup>			
Direct Operating Expenses	(1,429)			
Property Taxes and Insurance	(120)			
Net Operating Income	4,416			
Other Income	347			
Indirect Operating Expenses	(399)			
EBITDA	<b>4,365</b> <sup>(2)</sup>			
Working Capital Adjustments	37			
Cash Taxes	81			
External Debt (Interest and Principal)	(319)			
Other Non-Cash Adjustments	(213)			
Distribution from Treasure Island	72			
REIT Level Debt (Interest and Principal)	(656)			
Other Inflows/ (Outflows) at REIT Level	(40)			
NDCF	3,327			
Distribution	3,327			

(1) Post adjustment for inter-company elimination, revenue from operation would be INR 5,944 M for Q3 FY25.

(2) Post adjustment for trust level income and expenses will be INR 4,420 M for Q3 FY25.

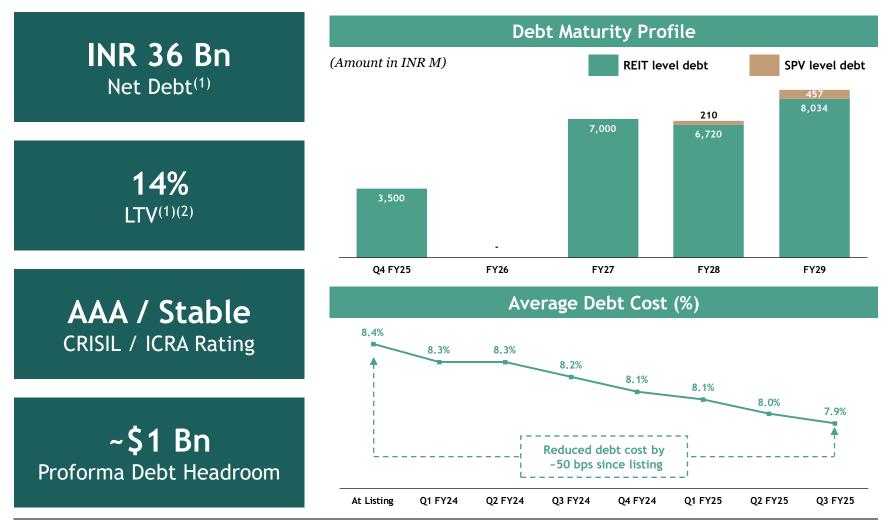


# Distributed INR 9,620 M / INR 6.350 per unit during Apr-Dec'24; representing ~100% payout ratio of NDCF

Distribution Highlights				
Particulars	Q3 FY25	YTD FY25		
Distribution Period	1 <sup>st</sup> Oct'24 to 31 <sup>st</sup> Dec'24	1 <sup>st</sup> Apr'24 to 31 <sup>st</sup> Dec'24		
Distribution Amount (M)	INR 3,327	INR 9,620		
Outstanding Units (M)	1,515	1,515		
Distribution Per Unit (DPU)	INR 2.196	INR 6.350		
Announcement Date	February 04, 2025	-		
Record Date	February 07, 2025	-		
Payment Date	On or before February 14, 2025	-		



# Active debt management results in ~50bps decrease in average debt cost since listing

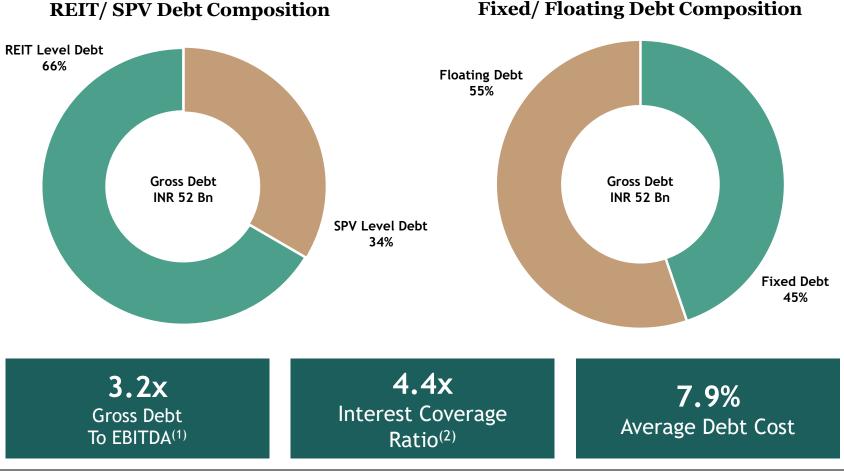


(1) Excluding restricted cash.

(2) Computed basis GAV as per Sep'24 independent valuation.



# Diversified debt composition with 55% floating debt and 45% fixed debt



(1) EBITDA for FY25 annualized basis 9M FY25 EBITDA.

(2) Computed based on Q3 FY25 EBITDA.



# (VI). SUSTAINABILITY INITIATIVES

4.2MW Hybrid Park, Rajkot

# Our sustainability initiatives are designed to bring positive impact to stakeholders, community and the environment

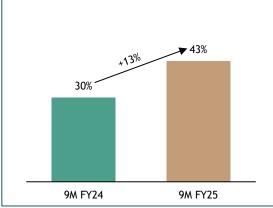
Committed to achieve "Net Carbon Neutrality" for Scope 1 & Scope 2 emissions by 2030





### **RENEWABLE ENERGY CONSUMPTION**

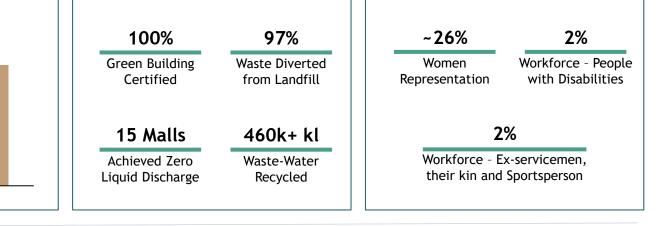
~43% of the energy consumption across our assets is powered by renewable sources



### **KEY SUSTAINABLE HIGHLIGHTS**

### **DIVERSE WORKFORCE**

~30% of the workforce represents women employees, defense personnel, PWDs, etc.







#### **KEY ESG INITIATIVES**

## Focused on creating positive impact on the community with ongoing 50+ ESG initiatives



Supported Paris 2024 Paralympic athletes<sup>(1)</sup>



Launched 'Compliance Week' to promote awareness and understanding of regulations



Celebrated 'Retail Employee Day' with 20k retail employees



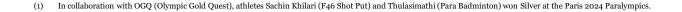
Organized 'Half Marathon' in collaboration with Navi Mumbai Municipal Corporation



Organized 'Run for Happyness' in Bengaluru with ~2,000 participants



Collaborated with Local Traffic Department to create awareness during 'Road Safety Week





# (VII). APPENDIX

ON-

W BLACKBERRY

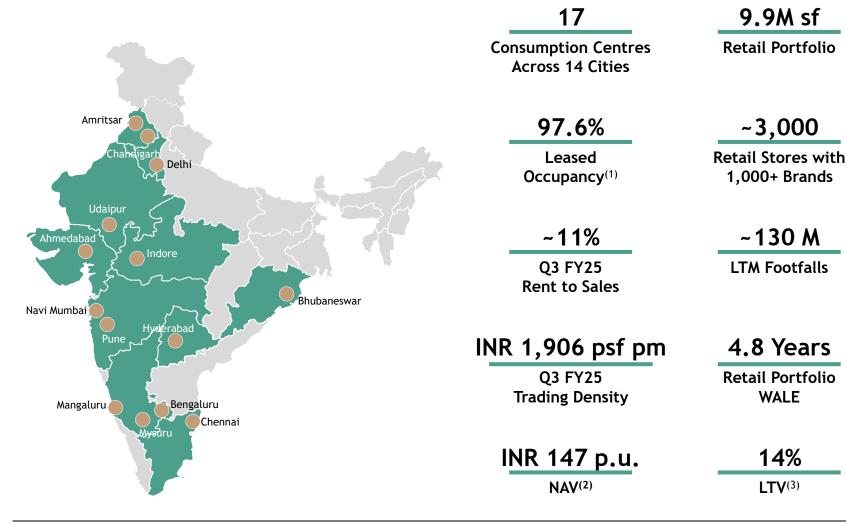
**Nexus** WHITEFIELD

the de

Nexus Whitefield, Bengaluru

THE

# India's first retail REIT and leading Grade-A Consumption centre platform



(1) Represents data for consumption centres only.

(2) As of Sep'24.

(3) Computed basis GAV as per Sep'24 independent valuation and cash and bank balances (excluding restricted cash) as on December 31, 2024.



# **Resilient financial performance in retail portfolio with 5% YoY NOI growth**



Retail Revenue from Operations

## INR 3,925 M

**Retail NOI** 

5%

### YoY Retail NOI Growth



Witnessed steady growth in NOI and continued to distribute 100% of NDCF

<b>INR 17,026 M</b>	<b>INR 12,641 M</b>	<b>INR 12,379 M</b>		
Revenue from Operations	NOI	EBITDA		
<b>6%</b>	<b>INR 6.350</b>	<b>100%</b>		
YoY NOI Growth	Distribution per unit	NDCF Payout		

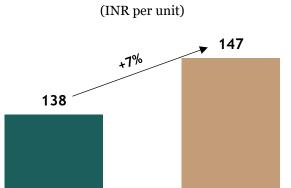


### KEY ASSET SUMMARY

Particulars	Nexus Select Citywalk	Nexus Elante	Nexus Seawoods	Nexus Ahmedabad One	Nexus Hyderabad	Nexus Vijaya	Nexus Shantiniketan
<b>Operational Metrics</b>							
Leasable Area (M sf)	0.5	1.3	1.0	0.9	0.8	0.7	0.6
Leasing Occupancy (%)	<b>99</b> %	<b>99</b> %	<b>99</b> %	<b>98</b> %	100%	<b>99</b> %	<b>98</b> %
Trading Occupancy (%)	<b>99</b> %	<b>98</b> %	<b>96</b> %	<b>98</b> %	<b>99</b> %	<b>99</b> %	97%
In-place Rent (INR psf pm)	458	177	138	120	113	103	96
Q3 FY25 Tenant Sales (INR M)	5,099	5,101	3,983	2,813	3,070	2,238	2,227
YoY Growth (%)	8%	7%	<b>6</b> %	1%	(6%)	<b>8</b> %	8%
Area Expiring ('000 sf)							
Q4 FY25 <sup>(1)</sup>	34	34	42	59	20	33	23
FY26	52	110	59	63	60	47	17
FY27	29	106	121	118	157	10	2
FY28	68	218	98	122	89	60	83



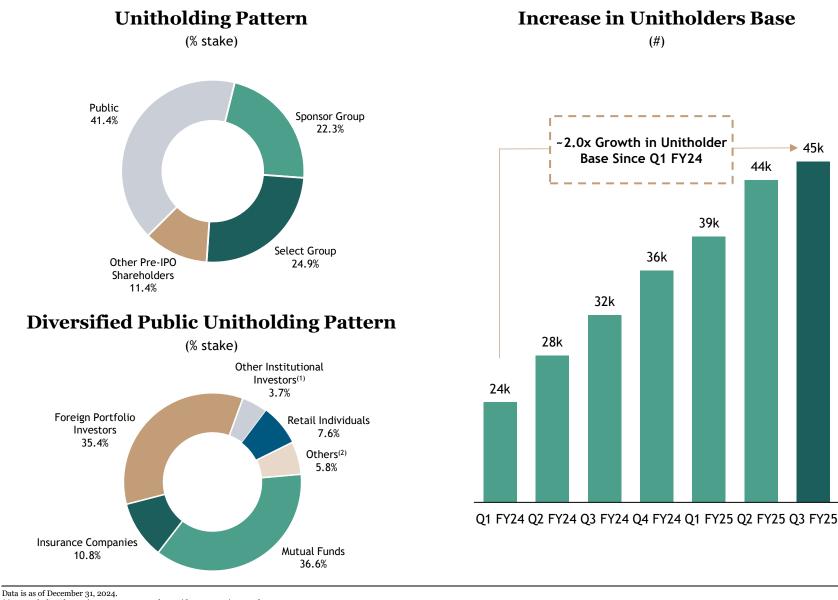
As of Sep'24			
46,012			
44,865			
25,113			
19,702			
18,465		_	
13,877	Net Asset Valu		
10,357	(INR per un	it)	
9,644		<b>1</b>	
9,274	+7%		
7,693	139		
7,410	138		
4,767			
4,848			
3,554			
3,389			
2,807			
2,071	Sep'23	Se	
233,850			
15,140			
8,152			
1,219			
258,361			
	44,865 25,113 19,702 18,465 13,877 10,357 9,644 9,274 7,693 7,410 4,767 4,848 3,554 3,389 2,807 2,807 2,071 <b>233,850</b> 15,140 8,152 1,219	As of Sep'24 $46,012$ $44,865$ $25,113$ $19,702$ $18,465$ $13,877$ $10,357$ $9,644$ $9,274$ $7,693$ $7,410$ $4,767$ $4,848$ $3,554$ $3,389$ $2,807$ $2,071$ $233,850$ $15,140$ $8,152$ $1,219$	



Sep'24

Note: Above numbers are based on Sep'24 independent valuation.(1)Represents share of Nexus Select Trust only.





(1) Includes Alternative Investment Fund, Provident or Pension Funds.

(2) Includes clearing members, NBFCs registered with RBI, Body corporates, etc.



### **KEY TERMS AND DEFINITIONS**

#### Notes:

- All figures in this presentation are as of December 31, 2024 unless otherwise specified
- Some of the figures in this presentation have been rounded-off to the nearest decimal for the ease of presentation
- All operational KPIs included in the presentation are at 100% stake in all SPVs (except for Nexus Koramangala landowners share) and Investment entity.
- Any references to long-term leases or WALE (Weighted Average Lease Expiry) assumes successive renewals by occupiers at their option
- The words 'Consumption centre', 'Mall', 'Retail Portfolio', 'Retail' have been used interchangeably
- The words 'Sales', 'Consumption', 'Tenant Sales' have been used interchangeably
- The words 'Nexus Select Trust', 'Nexus Malls' and 'NXST' have been used interchangeably
- Gross Asset Value (GAV) considered as per Sep'24 valuation undertaken by iVAS Partners, represented by Mr. Vijay Arvindkumar C
- Key Terms and Definitions:
- 1. ADR Average Daily Rate (ADR) is a measure of the average rate charged for rooms sold and calculated by dividing total rooms revenue for a period by the number of rooms sold during that period
- 2. Area All area is leasable area unless otherwise specified
- 3. BEE Bureau of Energy Efficiency
- 4. Bn Billions
- 5. CAGR Compound Annual Growth Rate
- 6. Completed Area The leasable area of a property for which occupancy certificate has been received
- 7. DPU Distribution per unit
- 8. EBITDA Earnings/ (loss) before finance costs, depreciation, amortization, impairment loss and income tax excluding share of profit of equity accounted investee
- 9. Footfalls or Shopper traffic The number of people entering a shop or shopping area part of the consumption centre in a given time
- GAV Gross Asset Value is the Market Value (as defined below) of the asset(s) in our Portfolio as of September 30, 2024 (unless otherwise specified)
- 11. GRESB Formerly known as Global Real Estate Sustainability Benchmark
- 12. GRIHA Green Rating for Integrated Habitat Assessment
- 13. Gross Rentals Rental income (the sum of Minimum Guaranteed Rentals (as defined below) and Turnover Rentals (as defined below))
- 14. IGBC Indian Green Building Council
- 15. Initial Portfolio Acquisition Transaction The transaction pursuant to which the Nexus Select Trust acquired the portfolio (SPVs) prior to listing.

- 16. In-place Rent Higher of i) Minimum guaranteed rent as of Dec'24 or ii) Revenue share
- 17. KPIs Key Performance Indicators
- 18. Leasable Area Total square footage that can be occupied by tenant for the purpose of determining a tenant's rental obligations
- 19. LTV Loan to Value
- 20. M Millions
- 21. Minimum Guaranteed Rentals Minimum guaranteed rental income as per terms contractually agreed with the tenant(s)
- 22. Minimum Guaranteed Rent Minimum guaranteed rental income (as defined above) / Occupied Area (as defined below) x Monthly factor
- 23. MTM Mark to Market
- 24. MW Mega-Watt
- 25. NDCF Net Distributable Cashflows
- 26. NAV Net Asset Value
- 27. Net Debt Gross Debt less short term treasury investments and cash and cash equivalents
- 28. NOI Net Operating Income
- 29. Occupied Area Completed Area (as defined above) for which lease agreements have been signed with the lessee(s)
- 30. psf Per square feet
- 31. Psf pm Per square feet per month
- 32. Re-leasing spread Refers to the change in rent psf between new & expiring leases, expressed as a percentage
- 33. Sponsor Wynford Investments Limited
- 34. sf Square feet
- 35. Tenant Sales Net sales generated by tenant(s) from sale of merchandise or provision of services from the stores located within the Portfolio
- 36. Trading Density Tenant Sales for respective period / Carpet Area x Monthly factor
- 37. Trading Occupancy Total operational area / Total leasable area
- 38. Trustee Axis Trustee Services Limited
- 39. Turnover Rentals Higher of (i) contracted turnover rent percentage applied to tenant sales of the respective period, less applicable Minimum Guaranteed Rentals for the same period, or (ii) nil
- 40. WALE Weighted Average Lease Expiry
- 41. Years Refers to fiscal years unless specified otherwise
- 42. YoY Year on Year





Pratik Dantara Head of Investor Relations and Strategy

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