

STRATEGY

Drawing Up a Strong Growth Plan

We exist in a competitive landscape where the key defining factors are the location, rent, lease contract, upgradation of properties with provision of amenities and the scope for future expansion. Our growth strategy is primarily based on:

STABLE CONTRACTED GROWTH

The leases for our Portfolio are usually for a period ranging up to 15 years. This translates into stable revenue for us in the long-run and ensures future cash flows. In addition to this, there is a built-in escalation of 12% to 15% every three years. This too provides strong cash flows and serves as a safeguard against future inflation.

EMBEDDED ORGANIC GROWTH

Asset value appreciation through new on-campus developments and the upgradation of properties is a major factor behind our growth. Another reason for organic growth is the increase in existing below-market rents. While the tenure of our leases can go up to 15 years in various instances, during this period there is strong rental growth in the market. As a result, market rents

are 38% above the in-place rentals for our Portfolio. This mark to market potential provides with the opportunity of increasing rents as more leases come up for renewals.

IDENTIFIED INORGANIC GROWTH

To supplement our growth in the long-run and expand our diverse portfolio of campuses, we will continue to focus on acquisitions through high quality Identified Assets and ROFO Properties. These acquisitions are in line with our strategy of growing by building a robust presence in strategic gateway locations.

15 M sf

CONSOLIDATED LEASABLE AREA FOR IDENTIFIED ASSETS AND ROFO PROPERTIES

