

# Brookfield

India Real Estate Trust

“Brookfield India Real Estate Trust Q1 FY23 Earnings Conference Call”

August 4, 2022

**Brookfield**

India Real Estate Trust



**MANAGEMENT**

**MR. ANKUR GUPTA -- MANAGING PARTNER, BROOKFIELD ASSET MANAGEMENT AND DIRECTOR BROOKPROP MANAGEMENT SERVICES PRIVATE LIMITED**

**MR. ALOK AGGARWAL -- CHIEF EXECUTIVE OFFICER, BROOKPROP MANAGEMENT SERVICES PRIVATE LIMITED**

**MR. SANJEEV KUMAR SHARMA -- CHIEF FINANCIAL OFFICER, BROOKPROP MANAGEMENT SERVICES PRIVATE LIMITED**

**MR. RACHIT KOTHARI -- BROOKFIELD**

**Moderator:** Ladies and gentlemen, good day, and welcome to Brookfield India Real Estate Trust Earnings Conference Call for Q1 FY23. As a reminder, all participant lines will be in the listen only mode until the floor is open for questions. Should you need assistance during the conference call, please signal the operator by pressing “\*” then “0” on your touchtone phone. Please note that this conference is being recorded.

On the call we have the following persons:

Mr. Ankur Gupta – Managing Partner, Brookfield Asset Management and Director Brookprop Management Services Private Limited; Mr. Alok Aggarwal – Chief Executive Officer, Brookprop Management Services Private Limited; Mr. Sanjeev Kumar Sharma – Chief Financial Officer, Brookprop Management Services Private Limited; and Mr. Rachit Kothari from Brookfield. I now turn the conference over to Mr. Ankur Gupta. Thank you, and over to you, sir.

**Ankur Gupta:** Thank you. Good afternoon, everybody. A very warm welcome to our first quarter analyst briefing call. And as always, we are thankful and grateful for your time and for your participation and for your support to our business.

Quarter 1 for this fiscal year is off to a fantastic start in our business. This quarter can be described as advancement of our business plan in terms of organic growth, a combination of strong releasing spreads, as well as occupancy gains, and characterized by a return to office for most of our tenants, which is resulting in space take up by new tenants, of course, but also a majority of space take up coming in from existing tenants.

We continue to show stewardship in advancing our ESG plans for the portfolio that the management team will talk about in detail in this call. But overall, very pleased with the performance of our business as a start to this new fiscal year. And I'll request Alok Aggarwal – the CEO of the Manager of the REIT to take you through the results of this quarter that we're reporting today.

**Alok Aggarwal:** Thank you, Ankur. A very good afternoon to everyone. I'm pleased to say that the robust recovery we saw in the second half of FY 2022 is only continuing and extending. We have seen return to office trends playing out across the country. The steady uptick in physical attendance, as we have witnessed at our assets, coupled with robust hiring by tech companies over the last couple of years, bodes well for the demand for commercial real estate in India.

We witnessed strong leasing demand across assets this quarter with 311,000 square feet of gross leasing with a re-leasing spread of 27%. Additionally, we also signed

about 94,000 square feet of expansion options during the quarter. Over the last 3 quarters, we have achieved a total new leasing of a million square feet, which is higher than our average new leasing run rate prior to COVID pandemic. While last year's leasing was predominantly driven by relocation and consolidation, we're now seeing expansion demand from our existing tenants with 85% of the new leases this quarter being signed with existing tenants.

This strong leasing demand has been accompanied by healthy rental growth. While we had achieved a re-lease spread of 11% for financial year '22, in the last 2 quarters, we have been able to achieve re-leasing spreads of 27% in each quarter. This is driven by greater leasing demand as more employees return to office and realization of mark-to-market headroom in our Powai asset.

Before the pandemic, we typically witnessed 2 million to 2.5 million square feet of net leasing every 2 years in our asset. With 0.3 million square feet of expansion option signed and 1.1 million square feet of ongoing leasing discussions, we are hopeful of continuing our pre-COVID net leasing run rate. This should help us achieve our stabilized occupancy and our organic growth targets.

We have already achieved a 6% growth in our NOI run rate in this quarter and continue to have an embedded growth headroom of 15% to 20% stabilization. So, through the strong leasing that we saw during the quarter, we have achieved an effective economic occupancy of 89%. Our existing leases also delivered robust embedded growth with 9% average escalation on 1.1 million square feet during the quarter. Rental collections remained strong at 99% for the quarter. We have also completed the 1.55 lakh square feet of Tower 11 A in N2 in May 22, which is covered under the income support from the sponsor group.

The REIT has an attractive pipeline of inorganic growth opportunities, Candor TechSpace G1 is fast approaching stabilization. Also, the rent generating assets totaling 2.7 million square feet in the Powai business district, a part of the ROFO asset is undergoing a carve out. We believe that these high-quality assets could have a significantly positive impact on our REIT if we were to acquire them. A combined portfolio would lead to a 15% decrease in the top 10 tenant concentration and would improve the weightage of Mumbai to 1/3 of the portfolio.

We have taken significant steps towards our goal of achieving industry leading sustainable development. We have replaced about 15% of the AHU fans and filters in G2 to enhance energy efficiency by 25% for these replacements. We also sponsored a

zero-waste run at Powai as part of our launch of the Break the Plastic initiative, attracting 2000 plus participants to the event. We have completed the submission for the GRESB in FY22 and are on track to fulfill the commitment to establish decarbonization goals based on science-based targets initiative. Our efforts at Candor TechSpace N1 and K1 were recognized by the CII as we won the CII Inter Industry Kaizen Competition.

We are on track to end FY23 with lower energy consumption, lower greenhouse gas emissions, water usage and solid waste emissions than FY22. This is despite the addition of N2 to the portfolio. We will continue our efforts to deliver long term value to our business, partners and communities.

Now, I would like to invite Sanjeev to provide the financial updates.

**Sanjeev Sharma:**

Thank you, Alok. Good afternoon, everyone.

I am pleased to announce that the board has approved the distribution of Rs. 171 crore, means Rs. 5.10 per unit this quarter. The tax-free component of distribution this quarter is 52% which is in line with our stated target. We have achieved an NDCF of Rs. 172 crores means Rs. 5.13 per unit, which is in line with the guidance provided last quarter. Factoring in the recent leasing success and strong cash flow generation from existing leases, we believe we will be able to comfortably maintain our NDCF guidance and our distribution run rate.

Our operating lease rentals for the quarter are Rs. 203 crore, which is 26% higher than the same period last year. The adjusted NOI including income support from sponsor group for the quarter is Rs. 235 crore, which is 38% higher than quarter one of financial year 2022. This growth is primarily driven by the addition of Candor TechSpace N2 into the portfolio and the improvement in our CAM margins.

We had highlighted in our last quarter's presentation that our assets have significant organic growth potential with the potential to enhance our net operating income by 20% to 25%. As Alok mentioned earlier, we have already delivered a growth of 6% in our NOI run rate over the previous quarter. This has been achieved through a combination of contractual escalation, recent leasing success and margin recovery in this quarter. In fact, our NOI margin improved from 103% in quarter four of FY2022 to 107% in this quarter, primarily driven by some of the occupiers moving to higher hours of operation and the higher physical attendance we have seen at our assets. We hope to continue to deliver strong organic growth over the next few quarters and achieve a stabilized income profile of our assets.

We continue to maintain a strong balance sheet with 31% loan to value and AAA stable rating from CRISIL. We continue to have ample liquidity with nearly Rs. 310 crore of undrawn limits.

With this, I would request the moderator to open the floor for Q&A. Thanks, everyone.

**Moderator:** Thank you. Ladies and gentlemen, we will now begin with the question-and-answer session. The first question is from the line of Rajiv Malhotra from Skanda Investment. Please go ahead.

**Rajiv Malhotra:** I think the numbers were absolutely outstanding, so a great quarter for everyone. I have 2 questions. One is on Candor G2. Is there some sort of weakness we see in G2 because the re-leasing also seems to have happened at a 9% discount? Again, on G2, we are doing some developments in the food court and gym while in the offer document, we were talking of some new tower which is to be built there. Can I have your color on that?

**Alok Aggarwal:** I'll take your question, Rajiv. So, Rajiv, in G2, yes, we closed with a slightly lower number, but this was with anchor tenant and discussions have been going for quite some time and discussions started 2 quarters back. And you are aware that tenants take a bit of time to close the leases. And about 2 quarters back a bit of a negotiation happened and we did close at a lower number. But overall, our sense is on an average, we should be able to surpass our business plan when we do the further leasing. And that's what we always do about 1/3 could be at lower number, balance 1/3 is at the business plan number and 1/3 could be upside. That's a normal trend we follow. I hope that answered your first question. Second thing is, I'm not aware of a new tower in G2, but yes, we are enhancing the capacity of food court and we are enhancing the capacity of gym because there has been a request from our tenants, as when they take the space that we would need more seats in food court. And gym has been a big attraction actually. The existing gym is not sufficient to house all the people who want to participate or go for the exercises. So, it's more of amenity we provide and that we always do it to attract and cater tenants and remain committed.

**Rajiv Malhotra:** One thing on G2. From the original acquisition of this asset into the REIT, this is more of an agreement to use asset, where the land is not in our name, in the trust's name and also the original developer holds a lot of space. Is it not fruitful for the trust to get the land because this is India, in India anything can happen, right? So, isn't it great to have a land back into the trust name and try to buy out the balance share of the original developers.

**Ankur Gupta:** So, our contracting position in this asset has been maintained for many, many years, and we enjoy a fantastic relationship with our partner here. So, while the land ownership is not in the trust, the contract that governs our right to enter this land is perpetual and operate and our share of the area/revenue is also perpetual in nature. So, I would classify it as a fantastic agreement that we have with a very dependable partner. In future, if something was to change, both parties have to come to a table and we don't see any requirement on that front at this point between the 2 parties.

**Rajiv Malhotra:** As of now there is nothing going.

**Ankur Gupta:** Yes, but our rights as a partner here are rock solid.

**Rajiv Malhotra:** So, one last brief question on K1. K1, we are doing a mixed-use development. Are we to understand, this is non-SEZ and outside this thing. Any reason for doing that. Also, in your term sheets, you had shown that the same G2 developer is going to be a partner in K1 for this mixed use. Any particular reason for making it like this.

**Ankur Gupta:** So, look, it's a very large asset and the fact that this part of the land does not have the same restrictions as the other parts allows us to add amenities and mixed-use portion and our market research suggests a very strong demand. So, we embarked upon that plan and are in the pre-development mode there. As I said, our relationship with the JV partner is solid, and they expressed interest in coming into a small portion of this development which also helped derisk this development from an execution perspective. So, I hope that answers your question. And just a simple request to the moderator, because we have limited time, if you can limit questions to 1 or 2 per person, and then if anybody needs to get back into the queue, they can do so.

**Moderator:** The next question is from the line of Mandeep Singh from Ambit capital. Please go ahead.

**Mandeep Singh:** So, firstly, can you help us understand how the physical occupancies are across your portfolio assets? And if you could provide some sense on micro market wise breakup.

**Alok Aggarwal:** So, also physical occupancies, of course, they vary from asset to asset and micro market to micro market wherever we see large tech companies, their occupancies are a bit lower actually, because they are providing more flexibility to the employees for next 2 to 3 quarters whether they're smaller companies or mid-sized companies, they are insisting to the employees to attend office, at least 50% attendance they want on a given day. So, our occupancies would be in range of I would say 35% to 50%. And if you really see in Bombay, where we have Kensington, we have 1 large company

occupying a substantial portion of this space, we had occupancy lower at about 30% to 35%. In Gurgaon and Noida, and especially Noida, occupancy is high, they could be well above 45% to 50% because they're smaller companies and they're insisting that people have to attend offices. They have almost mandated 50% occupancy on a given day. Kolkata again, it has large tech companies, large IT companies and they are taking more time to insist on the employees to come back to offices. So, again Kolkata they are a bit lower. But as I said, Bombay is lower for the large tenant being there, Kolkata too is a bit lower and Gurgaon and Noida occupancies are higher, almost touching 50%.

**Ankur Gupta:** And if I may just add globally, we are seeing a massive preparation to be almost entirely in terms of the companies getting back to work for summer, which is Q3 of the calendar year. And then most organizations have laid out plans for that for most of the employees to be back in physical offices starting end of the summer.

**Mandeep Singh:** So, this is really helpful. And secondly, if you could just help us with micro market wise broad split for your 1.1 million square foot of ongoing leasing discussion, that would be helpful.

**Alok Aggarwal:** So, if you really see, one we have in Noida- N1 about 3 lakh square feet and in Kolkata, we have about 1 lakh square feet. In Mumbai, we have again about 1.5 lakh square feet. Then in Noida, which is N2, we have almost about 0.45 million square feet. Then if you really see, in G2, we already have about 0.35 million of hard options. So, that is in addition to the 1.1 million. So, they are same as leasing discussions because they would come for getting exercised and at least 60% to 70% would be exercised. So, it's, spread across assets, but of course, it's stronger. in Noida right now and Kolkata is at lower end.

**Moderator:** We'll move on to the next question that is from the line of Punit from HSBC. Please go ahead.

**Puneet:** My first question is, if you can give more color on what are you seeing in terms of market rentals. You said in Mumbai, we saw a good 113% leasing spread. Can you indicate what were the indicated rentals there?

**Alok Aggarwal:** Yes. So, Mumbai as you know, we are crossing Rs. 125 per square feet of rental, that's where we are getting Rs. 125, Rs. 130 per square feet of rentals. If it's a small lease, probably we will push it higher. But for a larger, medium sized lease, it could be around Rs. 125, I think that's becoming a floor. In N1, I think ramp up has been strong. We

are almost now touching, whatever has been done, okay, that could be a lower number, but going forward it would touch Rs. 58, Rs. 60, even cross that.

**Puneet:** Sir, including CAM or excluding CAM?

**Alok Aggarwal:** No, CAM is always separate. So, CAM is always separate, I mean that's something we never count here. So, in Noida N1, it could be touching Rs. 58, Rs. 60, N2, it would cross Rs. 60. Kolkata is around between Rs. 40 to Rs. 45. I mean that's something that'll stay at Rs. 40, Rs. 41, Rs. 42, around that. And G2, yes, we are closing with Rs. 80, we are also closing above Rs. 90 on a smaller space but with little area left in G2, I think it should be inching towards three digits, depending on the size of tenant and size of the area we lease.

**Puneet:** So, if I look at your rentals in place expiry for the balance of this year, they are pretty much they are right into which is still Rs. 60 and Rs. 52, and N1 is there. Kolkata is pretty much there. Kensington obviously is 111 expiring at 125. So, what kind of leasing spread should be run with for the balance of the year?

**Alok Aggarwal:** So, we would say that we should be able to maintain the re-leasing spreads, depending on how much we do in each asset. But I think in last 2 quarters, we have been able to get to 27%, which was 11% in last 1 year. So, I think it's a pretty good number, but I think it should be above 20%, I think on an average, but it depends on how much we lease in each asset and what are the size of tenants, but I think we can get about 20% number.

**Ankur Gupta:** And Puneet, this is Ankur. Across the board with inflation and other factors, commodity pricing, etc, the re-leasing spreads will actually get wider. Once our leasing crosses 90% on a portfolio basis, the competition or new supply cannot even afford to be at these numbers at a breakeven level, right?

**Puneet:** Have you seen early signs of that as of now?

**Ankur Gupta:** Sure. Traditionally, Powai was being leased I would say between 110, 115, now we are talking about 120s. So, the benchmark itself is moving up. Similarly, Noida, you know Noida traditionally was a Rs. 40 market, then moved to early Rs. 50s, now it is late Rs. 50s, early Rs. 60s. So, look, trends are there and in fact, I would say commercial real estate had not much rental growth to show simply because the volumes have been lower. Now in this new regime with slightly higher inflation, I would say the numbers will look different is our expectation.



**Puneet:** Leasing occupancy has dropped a bit on a quarter-on-quarter basis, anything to read there?

**Alok Aggarwal:** Also, I would say, leases can be bumpy at times, we have seen fantastic leasing in N2, last year at the peak of pandemic and I think discussions are on, I mean, this is a temporary dip.

**Rachit Kothari:** A large part of it actually happened because we delivered 150,000 square feet of new area in the park, call it 5% of the overall sort of area in the park.

**Puneet:** And lastly, just a bit of accounting thing too. So, there was Rs. 85 million of non-refundable advances. Why was it classified below cash flow for operations? Should it not be a part of cash flow operation the way brokerage and deposits are?

**Sanjeev Kumar Sharma:** Puneet, it is accounting term wise below operations, it is considered as technically an equity contribution. That's why it is not shown as an operations income. Because whatever revenues or profits will be generated out of this project in future once it gets operationalized that will be given to the partners. So, technically, it's equity

**Puneet:** Sorry, I didn't understand this. What are the non-refundable advances here? I thought we were more in the refundable deposits.

**Sanjeev Kumar Sharma:** This is non-refundable deposits which we are getting from the partner in a 3-acre mixed used development happening in Kolkata K1, where 28 percentage of revenue will be shared with the partner. And 72% is going to be with us.

**Moderator:** The next question is from the line of Manish Agrawal from JM Financial. Please go ahead.

**Manish Agrawal:** My first question will be pertaining to the margin profile, NOI margins. So, this quarter, we have reported 107% on a blended basis while last quarter it was under 105%. So, should it stabilize at these levels? Or can it go even higher across assets as CAM margins improve, as physical occupancies improve?

**Sanjeev Kumar Sharma:** Manish, if we talk about the pre-COVID scenario, the percentages were in the range of 111% and 112%, and we expect when the physical occupancy will stabilize, we will be able to achieve the similar percentage and that's why we even in our presentations have mentioned that there is still a scope of improvement in the operating margin and overall 17% to 18% NOI increase will be there once operations are stabilized as well as the vacant area is leased.

- Manish Agrawal:** Second question would be on the same store expiries; we have increased by 53,000 square feet. If you could help us understand the nature of this expiry.
- Alok Aggarwal:** So, see, in terms of expiries, we have about 27,000 has increased last quarter, we had 84,000 renewal, out of 60,000 has been renewed and 27,000 has expired.
- Sarthak Patel:** So, I'll add to that. Basically, one of our occupiers in the Noida asset has decided to let go off a floor as their lease expired. So, they gave us the termination notice on the floor and that's where you had that increase in the expiry.
- Manish Agrawal:** And they are shifting to some other property or they are rationalizing space internally?
- Alok Aggarwal:** They are rationalizing space internally. I mean who knows they can come back also. Right now, for 6 to 9 months some of our tenants have rationalized space.
- Moderator:** The next question is from the line of Kunal T. from BofA. Please go ahead.
- Kunal T.:** My first question is that the opportunities under discussion that you've put forward, it's a good absolute number, but the quantum seems to be unchanged from last quarter, if you adjust for the signings you've had. Given that the quarter did see a lot of RFPs, just wanted your thoughts as to why that might be?
- Alok Aggarwal:** Sorry, could you repeat the question? I have not understood.
- Kunal T.:** If you look at our ongoing discussion, the number is 1.1 million. I believe, last quarter, this was 1.4 million, 1.5 million. So, adjusted for the signings you've had in the quarter of 0.3, you're saying that nothing new came into the pipeline as such. Just wondering as to why that might be.
- Alok Aggarwal:** No. Okay. So, see how it happens is, I mean, we can compare it tenant wise. Sometimes, out of 1.1 million square feet, we have closed 3 lakh square feet. Some tenants probably would not have signed or they could have further delayed, a lot of new tenants get added up. Now, it's just a question of -- it is just a matter of coincidence that this 1.1 million remains 1.1 million. That's how it is.
- Kunal T.:** There could have been some churn from the pipeline last quarter?
- Alok Aggarwal:** It just happens. And people come back also. And we only talk about active leases, sometimes discussions get slow. So, this is a bit of a dynamic market. We only talk about active leases and we know when something is active. But right now, active

discussions are 1.1. And then we have our 0.35 hard options. So, I would say overall about around 1.5 million square feet. That's how we should look at it.

**Kunal T.:** Under re-leasing spreads, I just want to extend a question that you had earlier on G2, that even N1 did show a minor dip in the quarter, I think minus 2 or minus 3. Again, is that a case of re-leasing with an anchor tenant or something else?

**Alok Aggarwal:** No, not really. Yes, N1 what happens, certain new tenants were there, areas were small. We thought let them just get in. And of course, they will take more space and that's the time we can always get better rentals, so minus 1% or minus 2% can happen actually, that something is fine. Overall, we are very confident to be able to surpass the kind of actual numbers by wide margin in N1. That's something we are very confident. And that you should see very soon.

**Moderator:** The next question is from the line of Sameer Baisiwala from Morgan Stanley. Please go ahead.

**Sameer Baisiwala:** I'm on Slide #7 and looking at the NOI growth bridge that you have given. So, just 2 questions on this. So, what's the rough timelines that you are looking at in achieving this? And second is what kind of occupancy is assumed over here?

**Alok Aggarwal:** So, see, I think we have said that earlier also, we expect by some time towards the end of next year, we should be able to achieve this. And of course, to achieve this, we need occupancies in high 90s. We will have to reach the gross 95%. And that definitely, we are confident of achieving those occupancies because these assets have seen occupancies to the 100% level whether it was N2 or G2 or even K1. So, we are confident that we should be able to reach or inch towards 100%. But to achieve this number, will definitely need, the occupancies have to cross 95%.

**Ankur Gupta:** And Sameer, if I may add, with the reforms that are happening in the entire SEZ regime, one thing is our assets are designed for 100% occupancies, so there is no structure vacancy in our properties. And with the opening up of the space altogether, I would say that these numbers are both in terms of re-leasing spreads that we hope to achieve as well as time to get to the high 90s looks a lot more favorable in addition to the fact that back to work regime is forming place now.

**Sameer Baisiwala:** And just on the timeline, so Alok, when you say end of next year, I mean, that would be the first quarter exit rate. Is that what's implied?

**Alok Aggarwal:** I'm saying towards '23 end, last quarter.

- Sameer Baisiwala:** Towards '23, that's current year.
- Alok Aggarwal:** No, I'm saying calendar '23 end. So, I would say, 18 months from now.
- Ankur Gupta:** I mean this is on exit run rate like you said, this was run rate number by Rs. 1100 crore.
- Sameer Baisiwala:** And the second is, if I'm not wrong, the G1 ROFO validity is till August 22? I think that's what the slide mentions. And we are right there. So, should we expect the conclusion of the deal this month? Or can this be extended?
- Ankur Gupta:** So, this is Ankur, Sameer. So, slide 8 shows that the occupancy of this asset is at 77%. So, this needs to move up or there needs to be a structure around it. So, was actively under discussion. We're not going to have a resolution of occupancy in the short term. But the Board did deliberate upon it. And at this time, at least, there is no reason for us to exercise the call option on this asset, with these occupancy numbers, but we are evaluating it still if there's anything else that we can structure around it. So, more to come on this space in future. But yes, this asset remains part of the Brookfield sponsor group and will remain available should the physical occupancy numbers in terms of leasing numbers improve going forward.
- Sameer Baisiwala:** So, which means even if it spills beyond August '22, the asset will remain available to us?
- Ankur Gupta:** Asset would remain in the Brookfield sponsor group.
- Sameer Baisiwala:** And the other question I want to check is in your micro markets, do you see much of GCC demand? And would you make a distinction between what is GCC's offer versus large IT companies offer?
- Alok Aggarwal:** If you really see we have a mix of demand, but you know, for really GCC to come, when GCCs are putting their buildings, they typically would say build-to-suit development actually, they would plan for a full building, dedicated building, build to full development. So, that's where we stand.
- Ankur Gupta:** Samsung, for example.
- Alok Aggarwal:** So, Samsung is something here, when they thought of building, it's a new building which we got constructed, they saw the building, they said we want to be in this building, they're occupying more than 50% of the building. But yes, GCC demand, right now is big

**Sameer Baisiwala:** But you remain much more skewed towards IT services for your micro markets here?

**Ankur Gupta:** Sameer, if you look at the trends, it's actually a mix. We have, for example, in assets like N1, we have Barclays and we have Amazon. We finalized leases with Legato, Samsung. We also have a large presence of TCS, as well as Accenture. I would say the mix is very healthy right now, because you also don't want to be overweight on one particular aspect. IT companies today are sitting on a huge bench of people that they've hired but have not probably found an office desk yet. So, I would say the growth might come a lot from IT companies as well going into the future. GCCs are always clunky to use, they always take a large space and it takes time to develop solutions for them. So, I would say underlying business whether it's done through an IT company or GCC, largely remains the same. GCCs have come in a big way over the last few years. They continue to be solid in across our portfolio, the REIT and the non-REIT assets. But IT companies have also moved up the value chain and many IT companies do very dedicated work for large tenants operating out of our spaces. Actually tough to really see through always whether it's what type of business is happening.

**Alok Aggarwal:** Let me just give you the breakup of the last quarter. I think that will give you some insight. We have almost 25% as engineering companies. Then we have consulting, again another 25%. We have e-commerce, we have healthcare, healthcare is big actually. The IT or tech companies which you are talking about was only just about 10%. But of course, this mix can change. That's why I'm saying, it's a mix. Even last quarter, we had logistics, we had engineering. Last quarter, we're talking about -- I mean, last to last quarter. Again, it was logistic, it was insurance, it was health care. So, that's where we stand. I mean, it is not predominately tech, tech is, of course, a large part, but it's not that it's predominately tech.

**Moderator:** There are no further questions. I now have the conference over to Mr. Ankur Gupta for his closing comments.

**Ankur Gupta:** Thank you very much, everybody, for your participation. And we look forward to furthering our interactions in the next quarter. Thank you very much. Have a great day and a pleasant week ahead.

**Moderator:** Thank you. Ladies and gentlemen, on behalf of Brookfield India Real Estate Trust, that concludes this conference call. We thank you for joining us and you may now disconnect your lines. Thank you.