



# REIT Primer

September 2025



# Introduction To REITs

Real Estate Investment Trusts (REITs) are vehicles that own or operate income generating real estate, allowing investors to earn a share of income produced without directly buying the properties



**REIT** is similar to a **Mutual Fund**  
in terms of structure





## A “DECADE” Of SUCCESS

Introduced  
REIT Regulations

2014

Tax Framework  
Revised for  
Business Trusts

2016

First REIT Listed  
*Embassy REIT*

2019

*Mindspace REIT*

2020

2021

*Brookfield REIT*

Trading Lot  
reduced to 1 Unit

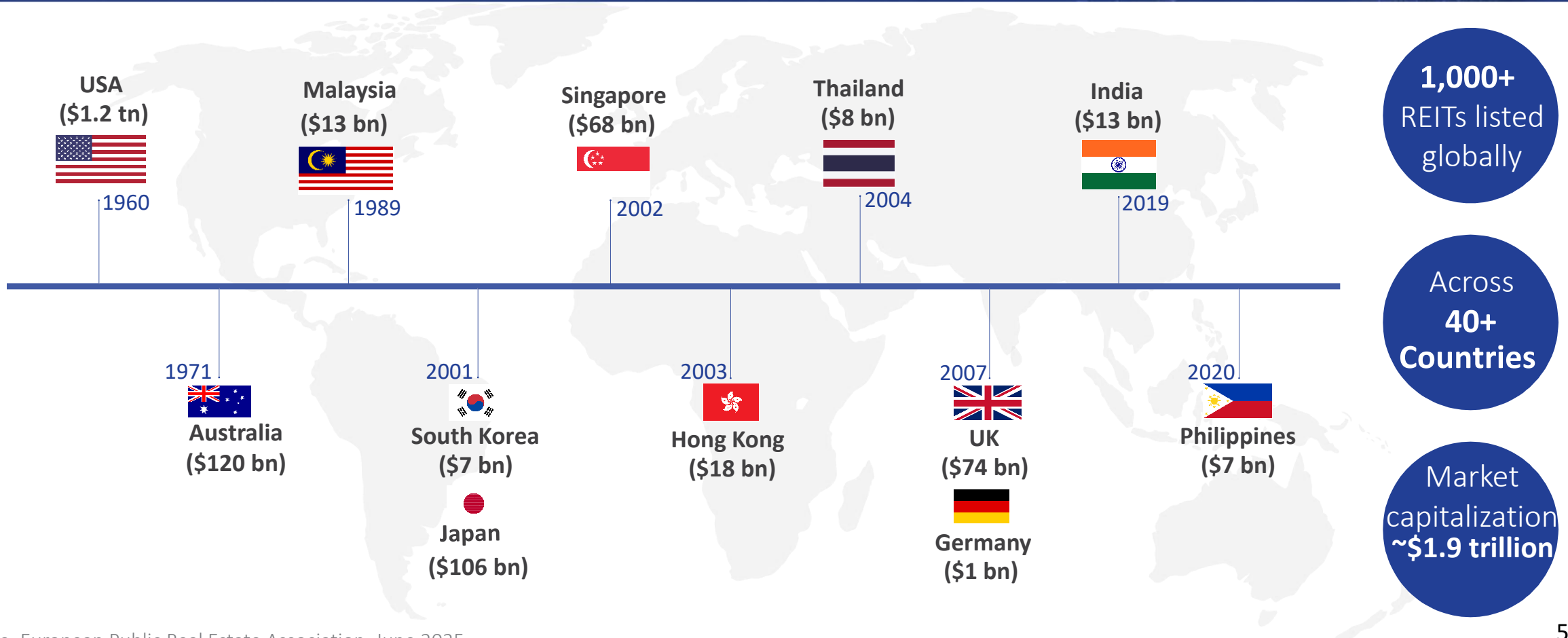
2023

First Mall REIT  
*Nexus REIT*

2025

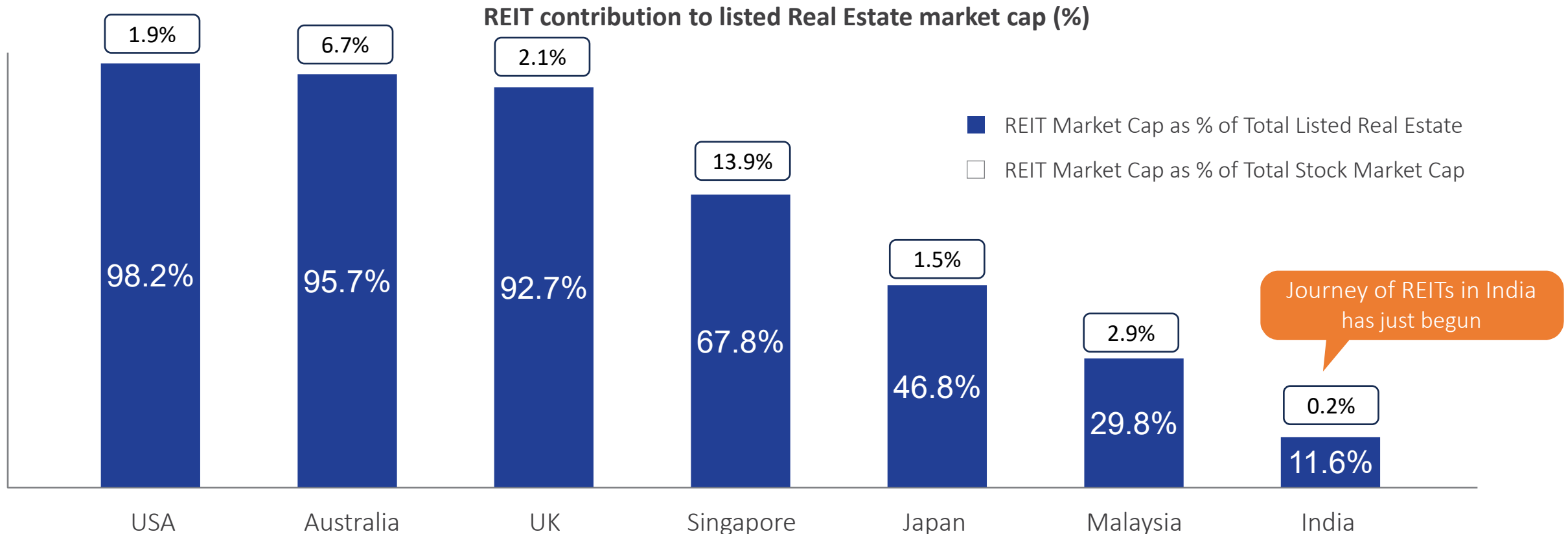
*Knowledge Realty Trust*

# REITs: Globally Running Successfully For 60+ Years



# REITs: Significant Contributors to Global Listed Real Estate Market capitalization

Globally, around 57% of the listed real estate value is attributable to REITs vs 12% in India



Source:  
European Public Real Estate Association, June 2025

# Participation Across Investor Classes

Foreign Portfolio Investors  
> INR 24,500 Crore Invested

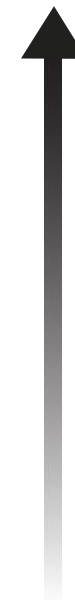


Insurance companies  
> INR 10,500 Crore Invested



Retail Participation

2025  
~2.9 Lac



Pension Funds  
> INR 1,100 Crore Invested



Mutual Funds  
> INR 29,500 Crore Invested



2019  
~6,000



# Indian REIT Landscape

Grown significantly in a short span since the listing of India's first REIT in April 2019

● ₹2,25,000 Cr+  
Gross AUM<sup>(1)</sup>

● AAA  
Credit Ratings

● 5  
Listed REITs in India

● ₹36,000 Cr+  
Equity Raised since Listing

● ₹1,50,000 Cr+  
Market Capitalization

● 176 msf  
Across India's Top Commercial and Retail Markets<sup>(2)</sup>

● FTSE, MSCI, S&P  
Included in Multiple Global Equity Indices

● 2.9 lakh+  
Unitholders

● ₹24,300 Cr+  
Distributed more than Entire Nifty Realty Index Combined<sup>(3)</sup>

Source: Market capitalization based on the closing price on NSE as on August 18, 2025. All other data based on the latest available results (Q1 FY2026) and filings on respective REIT websites. For Knowledge Realty Trust (KRT), data is available only up to Q4 FY2025 disclosures.

Notes: (1) Valuation as of March 2025; includes AUM of Knowledge Realty Trust.

(2) Total area (under construction, development potential, and completed area) pertains to the 4 listed Indian REITs as of Q1 FY2026 disclosures. For Knowledge Realty Trust (KRT), data is available only up to Q4 FY2025 disclosures.

(3) Data pertains to the 4 listed Indian REITs, as Knowledge Realty Trust (listed on 18th August 2025) has not yet announced any distributions.



# Why Invest In Indian REITs?



## Professional Management

Participation in  
professionally managed  
real assets



## Liquidity

Easy entry and exit in  
real estate through buying and  
selling on stock exchanges



## Corporate governance

Strong governance  
framework & disclosure  
requirements



## Regular Income generation

90% minimum cash flows  
to be distributed



## Growth

Potential for capital  
appreciation

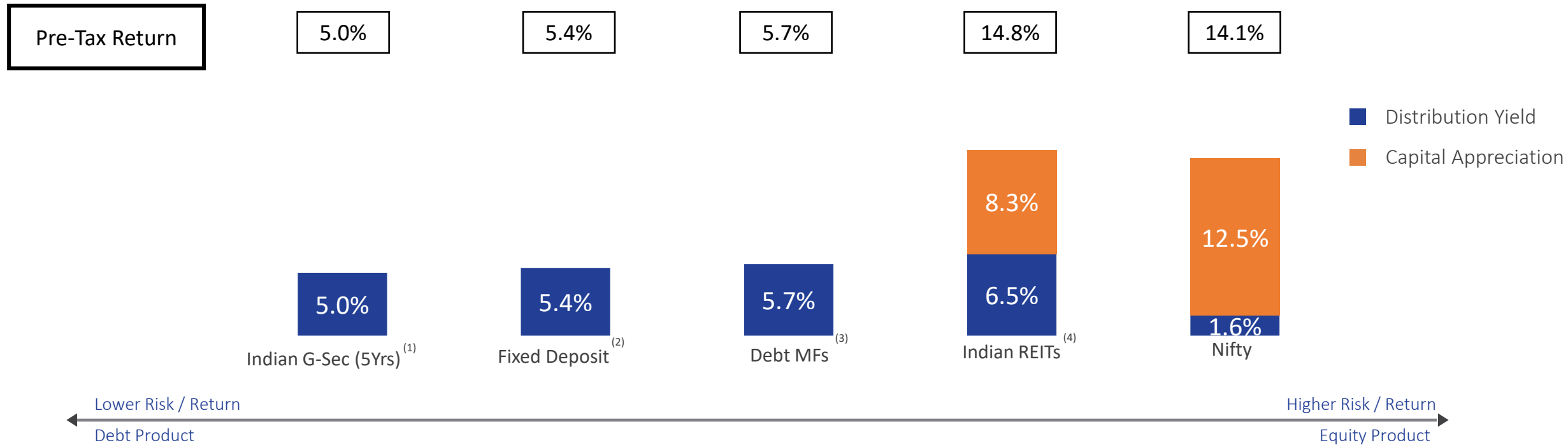


## Diversification

Investment in a diversified portfolio  
across sectors & cities

# Attractive Pre-Tax Yield Coupled With Capital Appreciation

REITs are a 'total-return' product; play a crucial role in asset allocation



Source: Bloomberg, SBI, AMFI.

Notes: The chart depicts the return comparison for the last 5 years unless specified otherwise.

NIFTY Period: Mar 31, 2019 – August 1, 2025.

(1) Refers to G-Ind 5-year Index as on August 1, 2020

(2) Refers to the SBI bank domestic fixed deposit rate for 5 years and upto 10 years (for amount less than ₹2 crores) as on August 1, 2020

(3) Refers to the average 5-year returns of all open-ended long duration debt mutual funds as on August 1, 2025

(4) Refers to the Weighted Average CAGR performance of all 4 listed Indian REITs from the time of listing – annualized considering period of respective listing. Distribution yields and capital appreciation computed basis respective prices of the REITs and the NSE closing price as on 1<sup>st</sup> August 2025. Knowledge Realty Trust Data is not included as it was listed on 18<sup>th</sup> August 2025.



# Taxation For Investors

Income earned by Unitholder

Nature of Income	Taxation for REIT	Taxation for Unitholders
Dividend	Exempt	Exempt <sup>(1)</sup>
Interest Income	Exempt	Taxable at applicable tax rates Withholding tax to be deducted by the REIT (Non-residents - 5%, others - 10%)
Amortization of SPV debt	Exempt	Reduced from Acquisition cost <sup>(2)</sup>
Capital gains on the sale of REIT units	NA	Taxable <sup>(3)</sup>

Notes (1) There is no further tax on dividends in the hands of the unitholders provided the SPVs opt for tax under the old tax regime

(2) Not taxable upon receipt, however such proceeds need to be reduced from the cost of acquisition of the units

(3) Assuming on- market sale - LTCG 12.5%, STCG 20% subject to taxability under applicable DTAA for non-residents

# How One Can Invest In Indian REIT/InvITs?

Any investor with a demat account can invest in Indian REIT/InvITs\* units which are freely traded on the Indian stock exchanges

## Listed On



## Eligible Investors

Domestic

Foreign

Retail

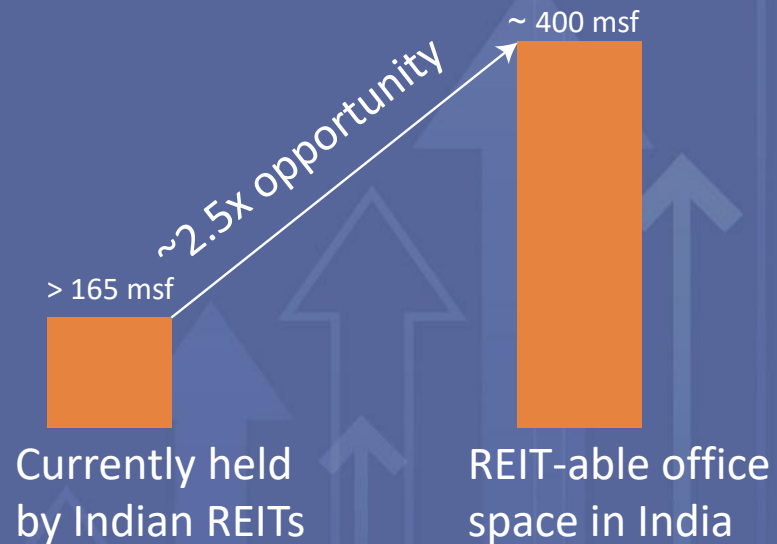
Institutional



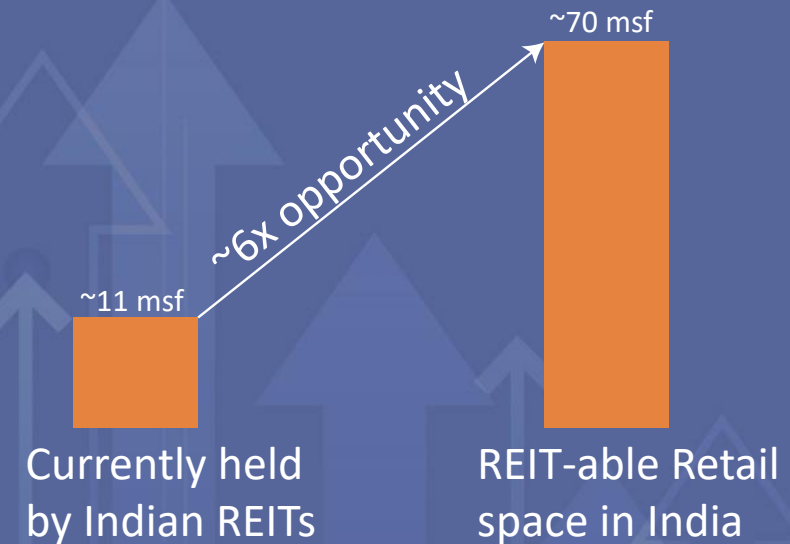
# Robust Growth Potential

Economic growth to aid growth of REITs in India

## Grade A REIT-able Office Stock in India (msf)



## Grade A REIT-able Retail Stock in India (msf)



## Potential asset classes under REITs

Healthcare

Industrial

Datacentres

Hospitality

**51.2 msf**Portfolio <sup>(1)</sup>**274**

Blue-chip occupiers

**88%**

Occupancy

**14**

Commercial Offices

**1,614**Hotel Keys<sup>(2)</sup>**100 MW**

Solar Park

**4%**

Mark to Market Potential

**64%**Gross Rents  
from GCCs**8.3 Years**

WALE

**₹872 crs**Q1 FY2026 Net  
Operating Income**₹550 crs**

Q1 FY2026 Distributions

**33%**

Net Debt to GAV



Notes: All figures refer to Q1 FY26 unless specified otherwise. City wise split by % of Gross Asset Value (GAV). Gross Asset Value (GAV) considered per Mar'25.

Gross Asset Value (GAV) considered per Mar'25 valuation undertaken by Ms. L Anuradha, in conjunction with Independent property consultant review services undertaken by C&W. Valuation exercise undertaken semi-annually

(1) Comprises 40.4 msf completed, 6.1 msf under construction and 4.8 msf future development

(2) Includes completed, under construction and proposed future development





**Mumbai (39%)**

**Pune (15%)**

**Hyderabad (43%)**

**Chennai (3%)**

**37.3 msf**

Portfolio

**73.7%**Share of foreign MNCs  
in rentals <sup>(1)</sup>**93.7%**Committed Occupancy  
(Excl. Pocharam)**5**Independent Office  
Assets**5**Integrated Business  
Parks**36,647 crs**Gross Asset Value <sup>(2)</sup>**91.8%**Market Value of Completed  
Assets <sup>(2)</sup>**41.8%**Gross Rents from Fortune  
500 occupiers <sup>(1) (3)</sup>**7.6 Years**

WALE

**₹616 crs**Q1 FY 2026 Net operating  
Income**₹353 crs**Q1 FY 2026  
Distributions**25%**Net Debt to GAV <sup>(4)</sup>

Notes: (1) Represents % of Gross Contracted Rentals as on 30-Jun-25

(2) As of 31 March 2025

(3) Fortune 500 Global List of 2024

(4) For the purpose of Net Debt and LTV calculation, Cash and Cash Equivalents, Fixed Deposits (with tenure &gt; 3 months) which can be liquidated when required, accounting &amp; minority adj. are reduced from Gross Debt (as on 30-Jun-25); and Market value is as on 31-Mar-25



# Brookfield

## India Real Estate Trust

**29 msf**

Portfolio

**24.5 msf**

Operational Area

**89%**Committed  
Occupancy**97**

In-place Rent

**5 - Star**

GRESB Rating

**37,954 crs**Gross Asset Value<sup>(1)</sup>**336**

NAV per Unit

**25%**LTV excluding Shareholder  
Instruments<sup>(2)</sup>**6.8 Years**

WALE

**458 crs**Current OLR <sup>(3)</sup>**499 crs**Current NOI <sup>(3)</sup>**₹319 crs**Q1 FY2026  
Distributions

Ludhiana (1%)

Delhi (11%)

Gurugram (33%)

Noida (19%)

Mumbai (28%)

Kolkata (8%)

Notes:

(1) As on March 31, 2025

(2) Basis GAV as on March 31, 2025 for Portfolio Assets and 50% of the GAV for the North Commercial Portfolio. Including the liability component of CCDs of Rs 3.7 B and NCDs of Rs 7.5 B held by Reco entities, the consolidated LTV is 28.2%.

(3) The above metrics do not include OLR (145.7 Cr), Revenue (186.3 Mn) and NOI (135.7 Mn) of the North Commercial Portfolio for Q1 FY2026

(4) Geographical spread is basis GAV





# Nexus Select Trust



<b>19</b>	<b>10.6 msf</b>	<b>97.2%</b>
Consumption Centres	Retail Portfolio	Retail Portfolio Occupancy <sup>(1)</sup>
<b>1.3 msf</b>	<b>450</b>	<b>15</b>
Office Portfolio	Hotel Keys	Cities
<b>~3,000+</b>	<b>1,000+</b>	<b>~131 M</b>
Retail Stores	Brands	LTM Footfalls
<b>152</b>	<b>18%</b>	<b>12%</b>
NAV per Unit <sup>(2)</sup>	LTV <sup>(3)</sup>	Q1 FY26 Rent to Sales

Notes: MBD Complex data is included in metrics such as number of consumption centres, number of cities, area of retail portfolio and number of hotel keys.

(1) Represents data for consumption centres only.

(2) As of March '25

(3) Computed basis GAV as per Mar'25 independent valuation and cash and bank balances (excluding restricted cash) as on June 30, 2025



# Thank You!



**Brookfield**  
India Real Estate Trust

