

INDIAN REITs ASSOCIATION

# REIT Primer

November 2026




INDIAN REITs ASSOCIATION

# 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

BAGMANE REIT | Brookfield India Real Estate Trust | EMBASSY REIT | KNOWLEDGE REALTY TRUST | MINDSPACE BUSINESS PARKS REIT | Nexus Select Trust

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



# A "DECADE" Of SUCCESS




**2014**
- Introduced REIT Regulations

**2019**
- First REIT Listed *Embassy REIT*

**2020**
- *Mindspace REIT*

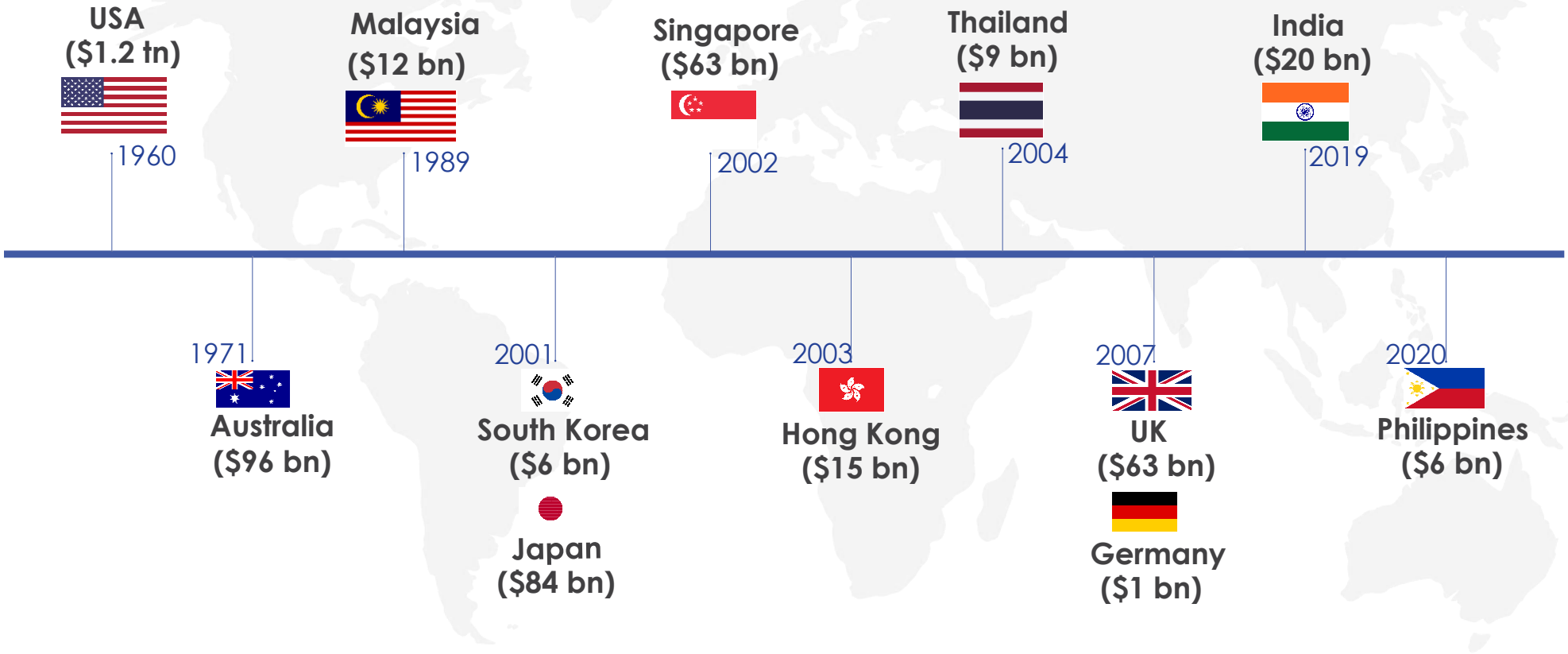
**2021**
- *Brookfield REIT*
- Trading Lot reduced to 1 Unit

**2023**
- First Mall REIT *Nexus REIT*

**2025**
- *Knowledge Realty Trust*
- Equity Classification for Purpose of Mutual Fund Investments

**2026**
- *Bagmane REIT*

# REITs: Globally Running Successfully For 60+ Years




**1,000+** REITs listed globally

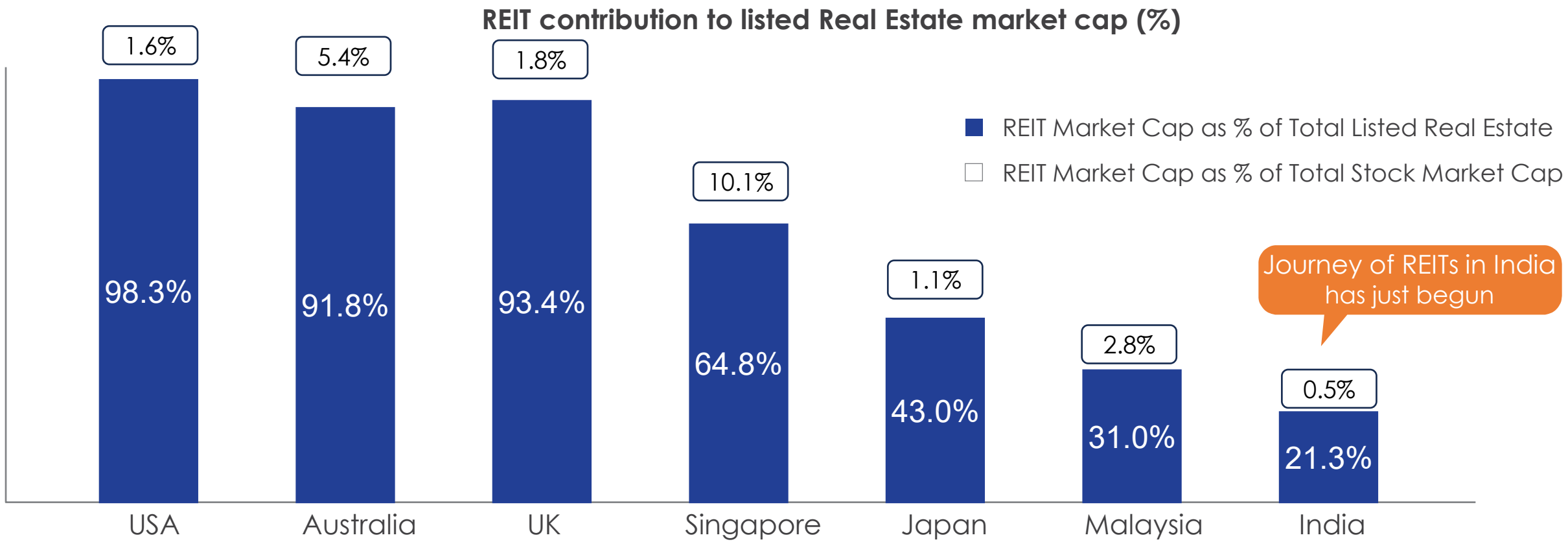
Across **50 Countries**

Market capitalization **$1.8 trillion**

Source: European Public Real Estate Association, September 2026

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

Globally, around 59% of the listed real estate value is attributable to REITs vs 21% in India




Source: European Public Real Estate Association, September 2026

# Participation Across Investor Classes

## Foreign Portfolio Investors
> INR 24,000 Crore Invested

Fidelity International
GIC
BainCapital
Vanguard
Blackstone
Brookfield

## Insurance companies
> INR 11,500 Crore Invested

ICICI Lombard – Nibhaye Vaade
SBI Life – Apne liye. Apno ke liye.
TATA AIG Insurance – WITH YOU ALWAYS
Reliance Nippon Life Insurance – A Reliance Capital Company
Max Life Insurance

## Retail Participation

2026
~5.2 Lac

2019
~6,000

## Pension Funds
> INR 2,300 Crore Invested

HDFC Pension
SBI Pension Funds – Invest Wisely, Retire Happily
LIC Pension Fund Ltd.
UTI – UTI Pension Fund
TATA Pension Fund – Jaisa Aaj, Waisa Kal
kotak PensionFund

## Mutual Funds
> INR 33,500 Crore Invested

Birla Sun Life Mutual Fund
SBI Mutual Fund – A Partner for Life
Nippon India Mutual Fund – Wealth sets you free
ICICI Prudential Mutual Fund
HDFC Mutual Fund

Note: Figures are sourced through unitholding pattern of 6 Listed Indian REITs
(1) As on 30th September 2026

# Indian REIT Landscape

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



- **₹3,30,000 Cr+**
  Gross AUM[1]
- **AAA**
  Credit Ratings
- **6**
  Listed REITs in India
- **₹49,000 Cr+**
  Equity Raised since Listing
- **₹2,05,000 Cr+**
  Market Capitalization
- **215 msf**
  Across India's Top Commercial and Retail Markets[2]
- **FTSE, MSCI, S&P**
  Included in Multiple Global Equity Indices
- **5.2 lakh+**
  Unitholders
- **₹38,000 Cr+**
  Distributed more than Entire Nifty Realty Index Combined

Source: Market capitalization based on the closing price on NSE as on November 3, 2026. All other data based on the latest available results (Q2 FY2027) and flings on respective REIT websites.

Notes: (1) Valuations as of September 2026
(2) Total area (under construction, development potential, and completed area) pertains to the 6 listed Indian REITs as of Q2 FY2027

# Why Invest In Indian REITs?

INDIAN REITs ASSOCIATION



## 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

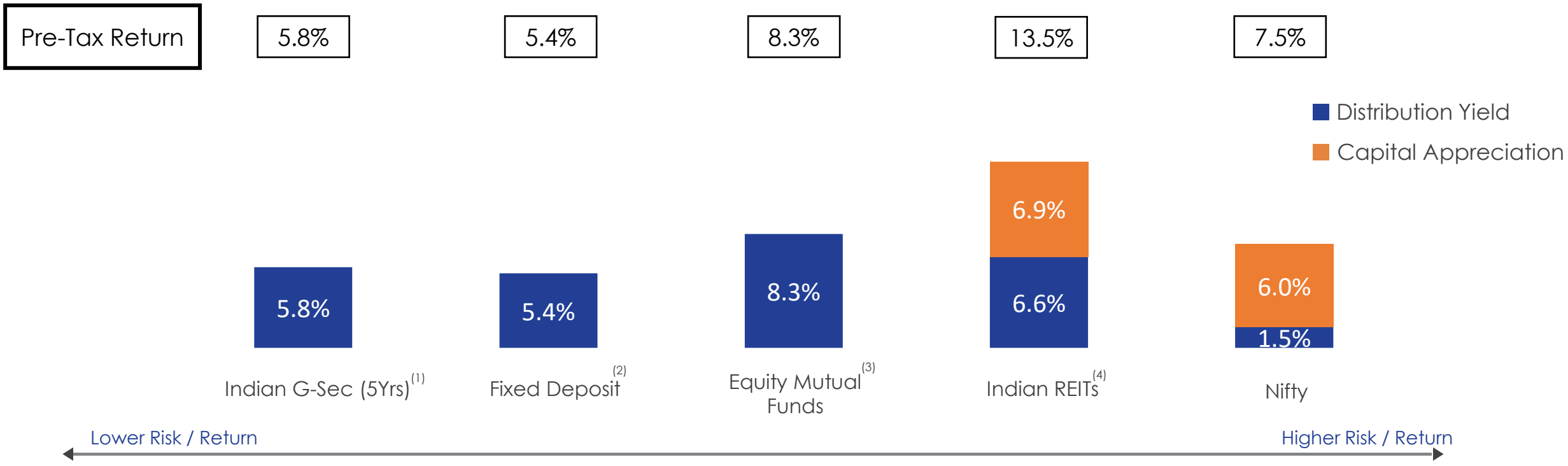


## Diversification

Investment in a diversified portfolio across sectors & cites

# Attractive Pre-Tax Yield Coupled With Capital Appreciation

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




Source: Bloomberg, SBI.
NIFTY, FDs and REITs Period: Nov 3, 2019 – Nov 3, 2026.
(1) Refers to 5-year India G-Sec yield as on Nov 3, 2026
(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 Nov 3, 2021
(3) Refers to the average 5-year returns of all open-ended Large Cap Mutual funds as on Nov 3, 2026

(4) Refers to the average annualized performance of all six listed Indian REITs since their respective listing dates. Distribution yield and capital appreciation have been computed based on the respective REIT prices and the NSE closing price as on 3 November 2026

# Taxation For Investors

Income earned by Unitholder

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

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 REITs?

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

## Listed On

BSE The Power of Vibrance | NSE

## 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 |
|---|---|---|---|

Source: Anarock: Indian REITs: A Gateway to Institutional Real Estate
JLL Research: India Retail Market Dynamics Q2 2026




INDIAN REITs ASSOCIATION

# Thank You!

BAGMANE REIT | Brookfield India Real Estate Trust | EMBASSY REIT | KNOWLEDGE REALTY TRUST | MINDSPACE BUSINESS PARKS REIT | Nexus Select Trust