

Leading retail asset platform...

About the company: Nexus Select Trust is India's largest retail (malls) platform of 17 high-quality assets, strategically located in dense residential catchments across 14 prominent cities and is ~96% leased.

- Portfolio comprises 17 Grade A urban consumption centres (malls) with a total leasable area of 9.2 msf, two complementary hotel assets (354 keys) and three office assets (1.3 msf) as of December 31, 2022.

Key Competitive Strength:

- Renowned sponsor (Blackstone Real estate fund with global real estate AUM of US\$326 billion spread across 1,475 msf of leasable area with global expertise and local knowledge (15 years operating experience in India)
- Highly occupied by a diversified tenant base of renowned national and international brands
- Well-positioned for strong organic growth through a combination of contractual rent escalations, increased tenant sales leading to higher turnover rentals, re-leasing at higher market rents & lease-up of vacant area
- Strategically located in prime in-fill locations with high barriers to entry

What should investors do? Nexus Select is a quasi-play on consumption through its high-quality retail assets. At the upper band of ₹ 100/unit (the market cap of ₹ 15150 crore), the issue is at Price/NAV of 0.78x (December, 2022 NAV at ₹ 127.7/unit). It is offering pre-tax yield of ~8% in FY24, at the upper price band (refer Trust's NDCF projection and implied yield on page 13).

- We assign **SUBSCRIBE** rating on the back of a) healthy yield potential, b) organic growth opportunities on rent escalation/repricing/releasing and tenant sales and c) potential inorganic growth through assets addition

Key risk & concerns

- A decline in footfalls in its urban consumption centres has in the past, and may in the future, adversely affect its revenues
- A significant portion of the company's revenues are derived from a limited number of large tenants. Any conditions that impact these tenants, properties or markets may adversely affect its business
- The trust may utilise a significant amount of debt in the operation of its business and its cash flows and operating results could be adversely affected by required repayments or related interest and other risks of its debt financing

Key Financial Summary

₹ crore	FY20	FY21	FY22	9MFY23	FY24E	FY25E	FY26E
Revenue from operations	1,622.0	907.0	1,318.2	1,463.1	2,146.0	2,318.2	2,492.4
NOI	1,082.9	547.7	869.4	1,039.6	1,638.8	1,781.4	1,917.5
NOI Margins (%)	66.8	60.4	66.0	71.1	76.4	76.8	76.9
EBITDA	1,077.2	613.0	858.0	934.2	1,539.2	1,673.0	1,809.2
EBITDA Margin (%)	66.4	67.6	65.1	63.8	71.7	72.2	72.6
Net Distributable Cash Flow					1,212.4	1,313.3	1,411.8

Source: Company, ICICI Direct Research;



IPO Details

Issue Details

Issue Opens	9th May 2023
Issue Closes	11th May 2023
Issue Size (₹ crore)	3200
Fresh Issue (₹ crore)	1400
Price Band (₹)	₹ 95- ₹ 100
QIB (%)	75
Non Institutional (%)	25
Min. lot size (no of shares)	150

Objects of the issue

Particulars	₹ crore
Repayment & redemption of certain financial indebtedness of the Asset SPVs	250
Acquisition of stake & redemption of debt securities in certain Asset SPVs	1050
General Corp. Purpose	*
Fresh Issue	1400
Offer for Sale	1800

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Background

Nexus Select Trust is the owner of India's leading consumption centre platform of high-quality assets that serve as essential consumption infrastructure for India's growing middle class (Source: CBRE Report, by Completed Area). The trust expects to be the first publicly listed consumption centre REIT in India upon the listing of its units on the stock exchanges.

- The **portfolio comprises 17 best-in-class Grade A urban consumption centres (UCCs) with a total leasable area of 9.2 msf, two complementary hotel assets (354 keys) and three office assets (1.3 msf) as of December 31, 2022.** Portfolio is highly stabilised with committed occupancy of 96.2% and 5.7-year WALE as of December 31, 2022
- The assets are strategically located **across 14 leading cities in India, which constituted 30% of India's total discretionary retail spending in FY20 and had an average population CAGR that was 226 bps higher than the national average from FY11-21** (Source: Technopak Report). The trust believes it has invested in among the highest quality assets in prime in-fill locations of India's major cities such as Delhi, Navi Mumbai, Bengaluru, Pune, Hyderabad and Chennai. These cities have limited organised retail stock and continue to witness strong demand fundamentals as domestic and international retailers expand their businesses even as future supply of retail space is expected to remain constrained (Source: CBRE Report)
- **A majority of portfolio assets are market leaders in their respective submarkets and serve as shopping, entertainment and social destinations for their respective catchments** (Source: CBRE Report, by Completed Area). **As a result, it has enjoyed a 96.2% average committed occupancy across the portfolio as of December 31, 2022, a 11.0% CAGR in tenant sales in FY18-20, and a 7.5% CAGR in marginal rents across the portfolio from CY16-19 (122 bps higher than the average marginal rents for the portfolio markets** (Source: CBRE Report)).
- The portfolio has a tenant base of 1,044 domestic and international brands with 2,893 stores as of December 31, 2022 and is **well diversified across cities with no single asset and tenant contributing more than 18.3% and 2.8% of total gross rentals for December 31, 2022, respectively.** The tenant sales in the three months ended December 31, 2022 have recovered to **128.1% of pre-Covid-19 levels (as measured in the three months ended December 31, 2019).** As of December 31, 2022, **95.5% of tenant leases provide for minimum guaranteed rentals with typical contractual rent escalations of 12% to 15% over a period of three to five years, and 88.3% of leases contained Turnover rental arrangements, which allow it to capitalise upon growth in tenant sales driven by increased consumption**
- While the Portfolio is highly stabilised with committed occupancy of 96.2% and 5.7-year WALE as of December 31, 2022, **the portfolio enjoys strong embedded growth prospects. They are well-positioned for strong organic growth through a combination of contractual rent escalations, increased tenant sales leading to higher turnover rentals and re-leasing at higher market rents and lease-up of vacant area. As a result, their portfolio's total NOI is projected to grow organically by 17.1% between FY24E and FY26E**

Exhibit 1: Portfolio assets detail

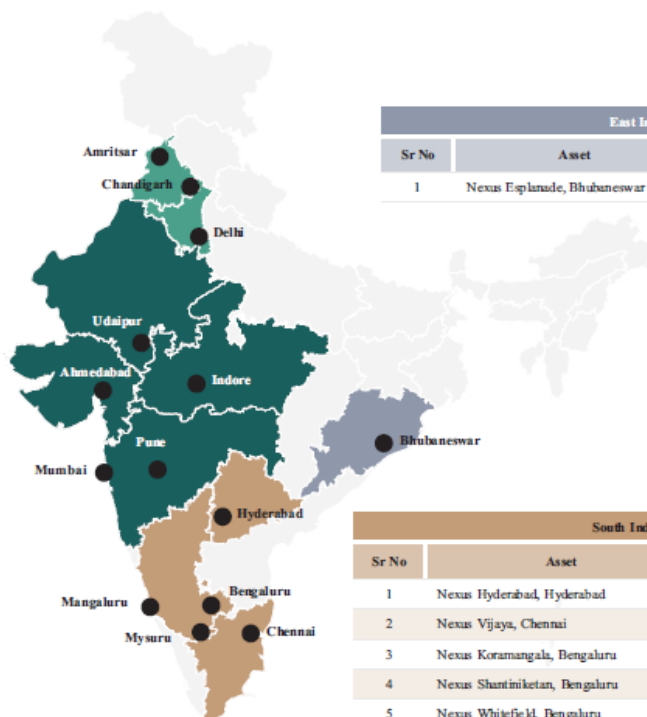
Name of Asset (as applicable)	Leasable Area (msf)/Keys (for Hotels)/MW (for Renewable Power Plants)	Committed Occupancy/Office Occupancy/Hotel Occupancy	Market Value (₹ crore)	% of Gross Portfolio Market Value	WALE (Years)
Urban Consumption Centres					
Select Citywalk	0.51 msf	98.8%	4,551.9	19.4%	4.9
Nexus Elante	1.25 msf	99.4%	3,867.2	16.5%	5.5
Nexus Seawoods	0.97 msf	99.0%	2,216.9	9.4%	7.1
Nexus Ahmedabad One	0.88 msf	96.4%	1,956.1	8.3%	6.0
Nexus Hyderabad	0.83 msf	98.8%	1,689.6	7.2%	4.2
Nexus Koramangala	0.30 msf	97.8%	835.2	3.6%	3.3
Nexus Vijaya	0.65 msf	99.4%	1,256.5	5.3%	4.2
Nexus Westend	0.44 msf	95.9%	844.4	3.6%	7.8
Nexus Esplanade	0.42 msf	97.0%	861.7	3.7%	7.7
Nexus Amritsar	0.54 msf	97.2%	632.6	2.7%	6.7
Nexus Shantiniketan	0.41 msf	97.3%	595.3	2.5%	6.9
Nexus Whitefield	0.31 msf	94.7%	368.1	1.6%	4.7
Nexus Celebration	0.40 msf	94.6%	455.7	1.9%	5.0
Fiza by Nexus	0.49 msf	71.7%	288.1	1.2%	5.1
Nexus Centre City	0.33 msf	97.8%	271.4	1.2%	6.7
Nexus Indore Central	0.24 msf	90.4%	200.7	0.9%	13.7
Portfolio Investment					
Treasure Island	0.22 msf	96.8%	255.2	1.1%	5.1
Total	9.18 msf	96.2%	21,146.6	90.0%	5.7
Offices					
Westend Icon Offices	0.98 msf	74.9%	1,144.2	4.9%	3.5
Vijaya Office	0.19 msf	100.0%	182.3	0.8%	3.2
Elante Office	0.09 msf	75.1%	105.9	50.0%	4.6
	1.26 msf	78.7%	1,432.4	6.1%	3.6
Hotels					
Hyatt Regency Chandigarh	211 keys	66.2%	490.8	2.1%	NA
Oakwood Residence, Whitefield Bangalore	143 keys	73.0%	188.2	0.8%	NA
	354 keys	69.0%	679.0	2.9%	NA
Renewable Power Plants					
Karnataka Solar Park	15 MW (AC)	NA	241.1	1.0%	NA
	15 MW (AC)	NA	241.3	1.0%	NA
Total Portfolio	9.18 msf Urban Consumption Centres; 1.26 msf Offices and 354 keys Hotel	96.2% (Urban Consumption Centres); 78.7% (Offices); 69% (Hotels)	23,499.3	100.0%	5.7 (Urban Consumption Centres) and 3.6 (Offices)

Source: RHP, ICICI Direct Research

Exhibit 2: Portfolio asset geographical spread

North India			
Sr No	Asset	Area (msf / keys)	% GPMV
1	Select Citywalk, Delhi	0.51	19.4%
2	Nexus Elante, Chandigarh	1.25	16.5%
3	Nexus Amritsar, Amritsar	0.54	2.7%
4	Hyatt Regency Chandigarh	211 keys	2.1%
5	Elante Office, Chandigarh	0.09	0.5%

East India			
Sr No	Asset	Area (msf)	% GPMV
1	Nexus Esplanade, Bhubaneswar	0.42	3.7%



West India			
Sr No	Asset	Area (msf)	% GPMV
1	Nexus Seawoods, Navi Mumbai	0.97	9.4%
2	Nexus Ahmedabad One, Ahmedabad	0.88	8.3%
3	Westend Icon Offices, Pune	0.98	4.9%
4	Nexus Westend, Pune	0.44	3.6%
5	Nexus Celebration, Udaipur	0.40	1.9%
6	Treasure Island, Indore	0.22	1.1%
7	Nexus Indore Central, Indore	0.24	0.9%

South India			
Sr No	Asset	Area (msf / keys / MW)	% GPMV
1	Nexus Hyderabad, Hyderabad	0.83	7.2%
2	Nexus Vijaya, Chennai	0.65	5.3%
3	Nexus Koramangala, Bengaluru	0.30	3.6%
4	Nexus Shantiniketan, Bengaluru	0.41	2.5%
5	Nexus Whitefield, Bengaluru	0.31	1.6%
6	Fiz by Nexus, Mangaluru	0.49	1.2%
7	Nexus Centre City, Mysuru	0.33	1.2%
8	Karnataka Solar Park	15 MW	1.0%
9	Vijaya Offices, Chennai	0.19	0.8%
10	Oakwood Residence Whitefield Bangalore	143 keys	0.8%

Source: RHP, ICICI Direct Research

Key assets in Nexus Select Trust portfolio

- **Select Citywalk** is located in an affluent residential catchment of Saket in South Delhi (Source: CBRE Report). The asset has the highest tenant sales per square foot of any urban consumption centre in the country and enjoys the highest number of footfalls in the country among urban consumption centres of comparable size of 0.5 msf (Source: CBRE Report). As a result, Select Citywalk is the “go-to destination” for international and domestic retailers who are looking to establish their presence in India, and 17 international brands have established their first store in India in Select Citywalk, including Zara and Massimo Dutti, amongst other leading international brands (Source: CBRE Report).
- **Nexus Elante** is located in the **city centre of Chandigarh**, the largest consumption hub across the neighbouring North Indian states of Jammu and Kashmir, Himachal Pradesh and Punjab (Source: CBRE Report). With 1.2 msf of Leasable Area, Nexus Elante is the largest urban consumption centre in the Punjab region and among the top 10 largest urban consumption centres in India and serves a regional catchment including Mohali, Panchkula and other satellite towns (Source: CBRE Report). Through its scale and tenant mix, Nexus Elante provides a holistic offering for retailers and consumers. As a result, Nexus Elante is a preferred urban consumption centre for retailers seeking to expand their businesses north of Delhi (Source: CBRE Report)
- **Nexus Ahmedabad One** is located in the city-centre of Ahmedabad, the largest city in Gujarat. Nexus Ahmedabad One is the largest urban consumption centre in the city and caters to a regional catchment of satellite towns such as Gandhinagar, Sanand and Nadiad (Source: CBRE Report). Due to such advantages, Nexus Ahmedabad One has consistently maintained high levels of committed occupancy since FY15 and witnessed 9.8% CAGR in tenant sales in FY18-20. The asset has witnessed re-leasing at significant spreads. For example, in FY20 it was able to achieve a 179.9% increase in rents (based on minimum guaranteed rentals) by leasing 35 ksf to Pantaloons and Max, which was previously occupied by a leading hypermarket brand. To further enhance Nexus Ahmedabad One’s market position and to accommodate strong tenant demand, it has completed the development of a 0.2 msf extension, which is currently leased to leading brands such as Westside, Forever New, and Marks & Spencer, among other leading brands
- **Nexus Hyderabad** is located in the Cyberabad region, the technology hub of Hyderabad, which is India’s third largest metropolitan city by area (Source: CBRE Report). Completed in 2014, Nexus Hyderabad also has the distinction of having brands such as Zara and R&B, which have opened their first stores in the city at Nexus Hyderabad (Source: CBRE Report). The urban consumption centre has consistently witnessed over 89% Occupancy since FY18 and enjoyed 7.1% CAGR in tenant sales in FY18-20. The trust has also invested ₹ 30 crore in capital expenditure since the acquisition of Nexus Hyderabad in March 2021 until December 31, 2022 to upgrade the asset and enhance the consumer experience and brand mix
- **Nexus Koramangala** is the first Grade A urban consumption centre to open in Southern India (Source: CBRE Report). The asset is located in Koramangala, a wealthy residential catchment and the epicentre of Bengaluru’s technology industry (Source: CBRE Report). Completed in 2004, Nexus Koramangala has a loyal consumer base, which has resulted in the asset consistently maintaining over 90% occupancy since FY18. The asset has witnessed re-leasing at significant spread. For example, in FY22 it was able to achieve a 140.7% increase in rents (based on minimum guaranteed rentals) by re-leasing 27,000 square feet of retail space to multiple individual brands, which was previously occupied by a food court operator

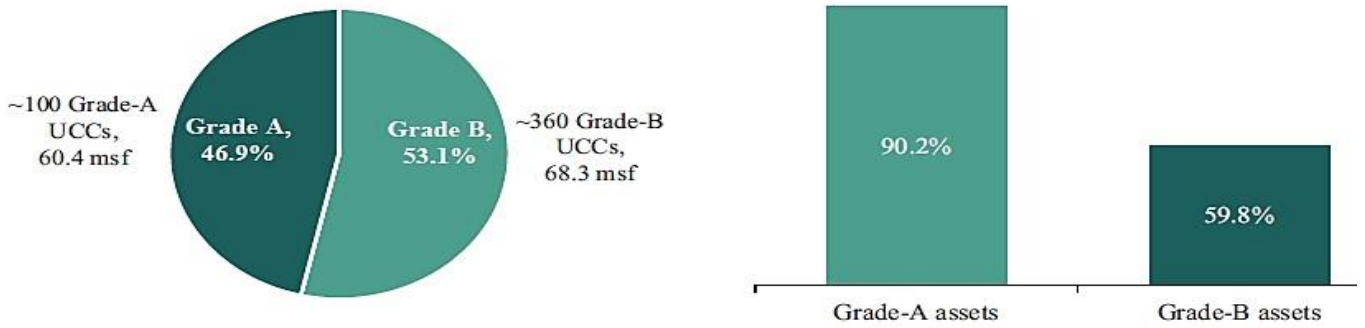
Overview of Indian Retail Real Estate

India is expected to witness continued demand for quality Grade-A retail assets which are typically single owner/ institutionally owned, centrally located, full experience UCCs with well-designed circulation plans offering well-known international and domestic brands to consumers. As of June 30, 2022, ~46.9% (~100 UCCs, which represents 21.2% of total UCCs in India) of overall retail stock in India are classified as Grade-A and the occupancy for these Grade-A assets is 90.2%, which is 3,032 bps higher than the occupancy of Grade-B assets.

Exhibit 3: Indian Retail Real Estate - Overview

India Retail Assets—% of total retail stock¹

Occupancy of retail assets in India (%)²



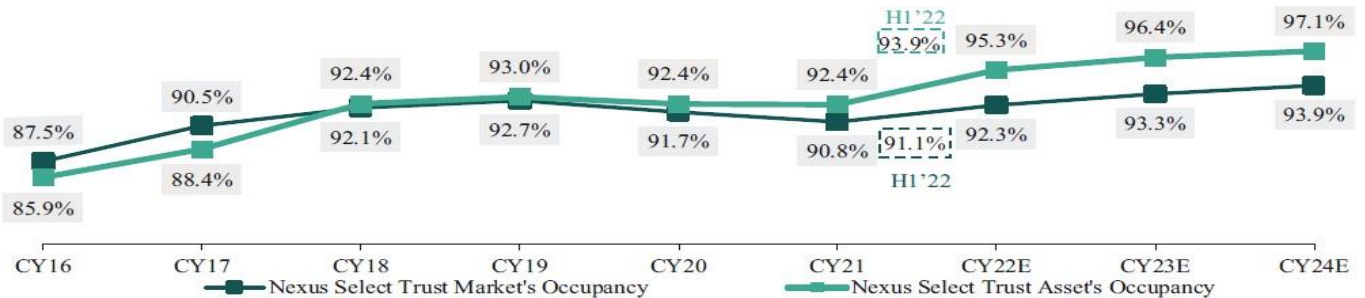
Source: RHP, ICICI Direct Research

Exhibit 4: Leading consumption centre platforms in India—Completed Area (msf)



Source: RHP, ICICI Direct Research

Exhibit 5: Overview of Nexus Select Trust Market



Source: RHP, ICICI Direct Research

Investment Rationale

Located in India, one of the world's fastest growing consumption-led major economies

India is one of the fastest growing major economies in the world and consumption is a key driver of India's economy (Source: Technopak Report). Consumption accounted for ~59.6% of India's GDP in FY22 and has grown at 10.0% CAGR between CY14 and CY21, which is 150 bps higher than China over the same period (Source: Technopak Report). This consumption megatrend is driven by strong tailwinds of a relatively young population (over 74% of India's population is below 45 years of age), a growing middle class (14.8% CAGR between FY10 and FY20) and rapid urbanisation (urban population is projected to grow 2.1x from 2000-2030P) (Source: Technopak Report).

As the owner of India's largest consumption centre platform (Source: CBRE Report, by Completed Area) with a market-leading presence in 14 prominent cities across India, its portfolio is well-positioned to capitalise upon the consumption growth driven by these megatrends.

India's largest platform of best-in-class assets with presence in 14 of India's key consumption cities

The Trust owns 17 best-in-class urban consumption centres across 14 cities and is India's largest consumption centre platform (Source: CBRE Report, by Completed Area). The pan-India Portfolio has a well-diversified presence in prime in-fill locations of 14 prominent cities which represented 30% of India's total discretionary retail spending in FY20 and had an average population CAGR that was 226 bps higher than the national average for FY11-21 (Source: Technopak Report).

It has maintained high levels of committed occupancy, with strong rent growth (122 bps higher marginal rents CAGR across the portfolio from CY16-19 compared to portfolio markets) (Source: CBRE Report) and robust tenant sales growth (11.0% CAGR in tenant sales from FY18-20).

Highly occupied by diversified tenant base of renowned national, international brands

The trust assets had 93.9% same-store committed occupancy as of June 30, 2022 (276 bps higher than assets across their Portfolio Markets) with an average WALE of 5.6 years. As of December 31, 2022 it has 1,044 high quality retail tenants across 2,893 stores, comprising a mix of leading international brands including Zara, ALDO, Superdry, and Marks & Spencer, as well as Indian brands including Croma, Shoppers Stop and PVR Cinemas. Its tenant base is well diversified with its Top-10 tenants contributing only ~20.2% of its gross rentals in the month ended December 31, 2022.

Strong embedded growth with inflation hedged cash flows

While its portfolio is highly stabilised with 96.2% committed occupancy as of December 31, 2022, it is well positioned for strong organic growth through a combination of contractual rent escalations, increased tenant sales leading to higher turnover rentals, re-leasing at higher market rents and lease-up of vacant area. These primary revenue drivers are expected to drive 89.4% of the projected increase in their Nol over the projections period.

- **Contractual escalations:** The leases typically have tenures of three to nine years for the in-line tenants, nine to 25 years for the anchor tenants and five to nine years for its office tenants. Most tenant leases provide for minimum guaranteed rentals with built-in contractual rent escalations of 12-15% over three to five years. Nexus expects 41.5% of its projected Nol growth over the projections period to come from contractual rent escalations
- **Tenant sales-linked turnover rent upside:** In addition to minimum guaranteed rentals, 88.3% of leases as of December 31, 2022 also included turnover rental arrangements that allow it to earn rental revenue based on a specified percentage (typically 5-25%) of the tenant's sales. This arrangement allows it to capture incremental rents resulting from tenant sales growth

- **Re-leasing at market rents:** The in-fill nature and high quality of its assets combined with strong tenant sales growth has led to market rent growth for its assets outpacing in-place rents. As a result, it estimates that market rents for its properties are on average 16.1% higher than in-place rents as of December 31, 2022. Over the last three fiscal years and nine months, it has re-leased ~2.9 msf at average re-leasing spreads of 19.2%
- **Lease-up of existing vacancy:** Its portfolio has existing vacancy in select assets primarily due to recently completed construction or transitional factors such as ongoing repositioning and strategic upgrades. The vacant area can be leased out in the near-term based on robust demand for Grade A retail space, the high quality of its portfolio, their strong tenant relationships and track record of their manager
- **Strong track record of acquiring and turning around underperforming retail assets:** While it has not projected any growth due to acquisitions over the projections period, following the listing of its units it expects to have a lowly leveraged balance sheet providing significant flexibility to drive accretive growth through disciplined acquisitions. Since establishing the platform in 2016, they have acquired 17 high quality retail assets and the management team has played a pivotal role in their seamless integration into the portfolio. The team also has a proven track record of repositioning and turning around underperforming assets such as Nexus Amritsar and Nexus Celebration

Strategically located in prime in-fill locations with high barriers to entry

The 17 Grade A urban consumption centres are strategically located across 14 prominent cities like Delhi, Navi Mumbai, Bengaluru, Pune, Hyderabad, and Chennai. The assets are located in city-centre locations in close proximity to dense residential catchments and are well-connected to key transport and social infrastructure. The portfolio is difficult to replicate given its scale, limited availability of large land parcels in in-fill locations, land aggregation complexities, long gestation periods and specialised capabilities required to stabilise large urban consumption centre projects. The strong demand coupled with limited supply is expected to continue with only 9.6 msf of new supply expected until 2024, which is expected to result in a decline in average vacancy by 271 bps compared to CY21.

Fully integrated platform with a highly experienced management team

Led by Dalip Sehgal (Executive Director and CEO of the Manager with around 40 years of experience across the real estate and consumer goods sectors, including previous leadership positions in Hindustan Lever and Godrej). The senior management team comprises nine individuals with an average experience of over 20 years across sectors. The senior management team is supported by over 500 employees. Over the last three years and nine months, the team has leased 4.2 msf of total retail space, increased their portfolio by 4.6 msf through strategic acquisitions and accretive build-outs of their urban consumption centres, pioneered tenant engagement programs, undertaken extensive renovation and repositioning programs, and turned around underperforming assets.

Renowned sponsor with global expertise, local knowledge

Nexus REIT's Sponsor is a portfolio company of Blackstone real estate funds. Blackstone is one of the world's leading investment firms with US\$975 billion of AUM as of December 31, 2022, across multiple alternate asset classes including real estate, private equity, infrastructure, life sciences, growth equity, credit, real assets and secondary funds, all on a global basis. Blackstone's real estate business was founded in 1991 and is a global leader in real estate investing with US\$326 billion of AUM as of December 31, 2022. Blackstone's real estate funds' portfolio is spread across 1,475 msf of leasable area as of December 31, 2022. Blackstone's real estate business operates as one globally integrated business with over 800 real estate professionals globally as of December 31, 2022 and has investments in the Americas, Europe and Asia. Blackstone's real estate business has extensive experience in building or rebuilding leading companies and taking them public such as Hilton Worldwide Holdings Inc. and Invitation Homes Inc. It has over 15 years of operating experience in India and has participated in India's first two REITs.

Key Risks & Concerns

- A decline in footfalls in its urban consumption centres has in the past, and may in the future, adversely affect its revenues
- A significant portion of the company's revenues are derived from a limited number of large tenants. Any conditions that impacts these tenants, properties or markets may adversely affect its business
- After the completion of the offer and the listing of the units, the trust intends to obtain external debt financing to repay a portion of the debt of the portfolio and finance the portfolio's business and financing requirements. The trust may utilise a significant amount of debt in the operation of its business, and its cash flows and operating results could be adversely affected by required repayments or related interest and other risks of its debt financing. The company's inability to service debt may impact distributions to unit holders
- Its revenues, results of operations, cash flows and financial condition may be adversely affected by low occupancy and rent levels of its urban consumption centres, hotels and commercial office spaces, and by changes in accounting estimates
- Any future development and construction projects or proposals to upgrade existing projects in the company's portfolio may be exposed to a number of risks and uncertainties, which may adversely affect its business, financial condition, results of operations and cash flows

Financial Summary

Exhibit 6: Income Statement

₹ crore	FY20	FY21	FY22	9MFY23
Revenue from operations	1,622.0	907.0	1,318.2	1,463.1
Other income	86.2	141.0	80.3	35.2
Total Income	1,708.2	1,048.0	1,398.5	1,498.4
Cost of material consumed	15.9	6.9	10.7	13.3
Changes in inventories	6.3	0.5	28.3	31.8
Employee benefits expense	116.8	95.4	112.7	70.1
Operating and maintenance exp	295.7	181.0	223.5	270.0
Other expenses	196.1	151.1	165.3	179.1
EBITDA	1,077.2	613.0	858.0	934.2
Finance costs	560.0	553.5	524.0	421.2
Depreciation & amortisation	261.4	251.3	242.9	174.9
Other income	86.2	141.0	80.3	35.2
Share of profit/(loss) of inv. accounted for using equity method	(0.3)	(2.2)	2.7	5.0
PBT before exceptional items	255.5	(194.0)	93.8	343.1
Exceptional Items	-	(16.3)	(21.5)	-
PBT	255.5	(210.2)	72.3	343.1
Tax expense:	48.8	(11.1)	83.3	86.1
PAT	206.7	(199.1)	(11.0)	257.0

Source: RHP, ICICI Direct Research

Exhibit 6: Summary Cash Flow

₹ crore	FY20	FY21	FY22	9MFY23
Net cash from operating activities	910.6	413.3	747.5	891.1
Net cash from investing activities	(1,008.2)	74.9	(270.7)	(66.5)
Net cash from financing activities	106.0	(402.8)	(438.2)	(841.9)
Net increase/(decrease) in cash	8.5	85.3	38.6	(17.3)
Opening Cash & equivalents	157.1	165.6	250.9	289.6
	-	-	-	-
Closing Cash & equivalents	165.6	250.9	289.6	272.3

Source: RHP, ICICI Direct Research

Exhibit 7: Balance Sheet

Particulars	FY20	FY21	FY22	9MFY23
Non-current assets				
Property, Plant and Equipment	452.0	423.4	420.6	408.5
Right of use assets	15.4	12.6	9.7	8.5
Capital work-in-progress	-	20.6	-	4.2
Investment Property	6,600.9	6,420.3	6,417.5	6,499.0
Inv. property under development	173.6	240.8	160.6	9.1
Goodwill	225.1	225.1	225.1	225.1
Other intangible assets	0.6	0.4	0.9	0.8
Inv. accounted for using equity method	15.0	12.9	15.6	20.6
Financial assets				
– Investments	15.9	29.3	13.7	0.0
– Loans	555.8	132.0	132.0	132.0
– Other financial assets	87.1	71.5	46.6	38.4
Deferred tax assets (net)	30.4	32.8	49.9	71.5
Non-current tax assets (net)	127.0	77.2	109.3	80.2
Other non-current assets	30.7	19.1	20.9	18.4
Total non-current assets	8,329.5	7,718.1	7,622.4	7,516.2
Current assets				
Inventories	142.6	148.7	124.7	56.5
– Investments	143.1	163.7	165.5	153.6
– Trade receivables	135.8	149.0	116.1	110.4
– Cash and cash equivalents	165.6	250.9	289.6	272.3
– Other bank balances	244.4	182.0	364.6	462.9
– Loans	238.5	232.5	276.5	203.2
– Other financial assets	61.3	58.7	70.8	94.5
Current tax assets	17.9	2.3	-	30.0
Other current assets	49.0	53.5	59.7	89.9
Total current assets	1,198.2	1,241.3	1,467.4	1,473.3
Total Assets	9,527.6	8,959.4	9,089.8	8,989.5
Equity Capital	224.6	248.0	324.9	206.5
Other equity	2,100.9	1,414.1	1,399.0	1,649.1
Total equity	2,325.5	1,662.2	1,723.8	1,855.7
Non-current liabilities				
– Borrowings	5,586.5	5,999.7	5,950.7	5,581.7
– Lease liabilities	13.5	10.8	8.8	8.4
– Other financial liabilities	163.5	99.2	98.6	161.5
Deferred tax liabilities (net)	269.4	260.1	277.5	280.7
Provisions	4.7	4.8	5.0	4.1
Other non-current liabilities	19.0	9.7	12.6	15.8
Total non-current liabilities	6,056.6	6,384.4	6,353.2	6,052.2
– Borrowings	368.8	280.8	357.7	284.8
– Lease liabilities	2.7	2.8	2.3	1.6
– Trade payables	117.5	96.9	81.4	100.5
– Other financial liabilities	534.9	469.3	498.8	606.5
Provisions	7.7	7.4	9.3	9.2
Current tax liabilities (net)	48.5	4.1	12.2	3.6
Other current liabilities	65.4	51.5	51.1	75.5
Total Current Liabilities	1,145.5	912.8	1,012.8	1,062.5
Total Liabilities	7,202.1	7,297.2	7,365.9	7,235.9
Total Equity and Liabilities	9,527.6	8,959.4	9,089.8	9,052.1

Source: RHP, ICICI Direct Research

Exhibit 6: Projected Revenues		₹ crore	
Portfolio Assets	FY24E	FY25E	FY26E
Select Citywalk	347.2	375.3	405.6
Nexus Elante Complex	-	-	-
- Nexus Elante	314.9	330.6	367.6
- Elante Office	15.0	16.9	17.8
- Hyatt Regency Chandigarh	98.5	105.6	113.1
Nexus Seawoods	215.6	225.6	238.6
Nexus Ahmedabad One	161.4	175.5	187.2
Nexus Hyderabad	152.7	162.3	173.3
Nexus Koramangala	78.9	84.9	97.1
Nexus Vijaya Complex	-	-	-
- Nexus Vijaya	126.1	133.7	141.9
- Vijaya Office	12.9	14.8	15.2
Nexus Westend Complex	-	-	-
- Nexus Westend	84.2	89.9	95.0
- Westend Icon Offices	85.3	109.1	116.2
Nexus Esplanade	81.5	88.7	94.9
Nexus Amritsar	68.9	73.0	77.8
Nexus Shantiniketan	70.2	74.2	80.8
Nexus Whitefield Complex			
- Nexus Whitefield	43.4	46.7	49.2
- Oakwood Residence	28.1	31.5	33.1
Whitefield Bangalore			
Nexus Celebration	42.8	46.0	49.4
Fiza by Nexus	39.6	48.2	49.5
Nexus Centre City	31.2	34.7	36.5
Nexus Indore Central	22.9	25.1	26.4
Karnataka Solar Park	33.5	34.8	36.0
Inter Property Eliminations	(33.5)	(34.8)	(36.0)
Total—Portfolio Assets	2,121.3	2,292.3	2,466.2
<i>Portfolio Investment</i>			
Treasure Island	24.7	25.9	26.2
Total Portfolio	2,146.0	2,318.2	2,492.4

Source: RHP, ICICI Direct Research

Exhibit 7: Projected Net Operating Income		₹ crore	
Portfolio Assets	FY24E	FY25E	FY26E
Select Citywalk	290.3	314.7	338.6
Nexus Elante Complex	-	-	-
- Nexus Elante	268.3	281.5	312.7
- Elante Office	11.8	13.4	14.1
- Hyatt Regency Chandigarh	42.5	46.1	50.0
Nexus Seawoods	160.4	167.1	177.1
Nexus Ahmedabad One	136.0	146.7	157.9
Nexus Hyderabad	115.6	125.2	136.3
Nexus Koramangala	58.2	61.8	71.5
Nexus Vijaya Complex	-	-	-
- Nexus Vijaya	90.3	97.4	102.6
- Vijaya Office	11.2	12.9	13.2
Nexus Westend Complex	-	-	-
- Nexus Westend	61.8	66.6	70.7
- Westend Icon Offices	70.5	95.4	99.5
Nexus Esplanade	61.5	67.4	72.1
Nexus Amritsar	47.1	50.0	53.5
Nexus Shantiniketan	44.1	46.5	51.3
Nexus Whitefield Complex			
- Nexus Whitefield	28.6	30.9	32.5
- Oakwood Residence	14.0	16.3	17.1
Whitefield Bangalore			
Nexus Celebration	29.7	32.8	35.4
Fiza by Nexus	19.1	25.0	25.3
Nexus Centre City	19.2	21.9	23.0
Nexus Indore Central	13.9	15.4	15.9
Karnataka Solar Park	25.7	26.3	26.8
Inter Property Eliminations	-	-	-
Total—Portfolio Assets	1,619.8	1,761.3	1,897.1
<i>Portfolio Investment</i>			
Treasure Island	19.0	20.1	20.4
Total Portfolio	1,638.8	1,781.4	1,917.5

Source: RHP, ICICI Direct Research

Exhibit 8: Projected EBITDA			
	₹ crore		
Portfolio Assets	FY24E	FY25E	FY26E
Select Citywalk	273.4	296.4	323.7
Nexus Elante Complex	-	-	-
- Nexus Elante	251.4	264.0	296.4
- Elante Office	11.0	12.6	13.2
- Hyatt Regency Chandigarh	34.2	37.2	40.5
Nexus Seawoods	149.6	156.6	164.8
Nexus Ahmedabad One	127.4	139.4	148.8
Nexus Hyderabad	113.6	121.5	129.9
Nexus Koramangala	58.4	63.7	74.7
Nexus Vijaya Complex	-	-	-
- Nexus Vijaya	87.1	92.6	98.8
- Vijaya Office	10.6	12.3	12.6
Nexus Westend Complex	-	-	-
- Nexus Westend	57.9	62.0	65.6
- Westend Icon Offices	65.4	87.9	93.9
Nexus Esplanade	57.2	62.8	67.4
Nexus Amritsar	43.9	46.4	49.8
Nexus Shantiniketan	41.1	43.3	47.8
Nexus Whitefield Complex			
- Nexus Whitefield	26.3	28.5	30.1
- Oakwood Residence	11.8	13.8	14.5
Whitefield Bangalore			
Nexus Celebration	28.2	30.4	32.9
Fiza by Nexus	18.2	23.9	23.8
Nexus Centre City	17.6	20.1	21.1
Nexus Indore Central	12.3	13.7	14.5
Karnataka Solar Park	24.5	25.0	25.4
Inter Property Eliminations			
Total—Portfolio Assets	1,521.1	1,654.1	1,790.2
<i>Portfolio Investment</i>			
Treasure Island	18.1	18.9	19.0
Total Portfolio	1,539.2	1,673.0	1,809.2

Source: RHP, ICICI Direct Research

Exhibit 9: Projected Net Distributable Cash Flows			
	₹ crore		
Portfolio Assets	FY24E	FY25E	FY26E
Select Citywalk	240.3	288.0	316.3
Nexus Elante Complex	265.5	250.6	273.2
- Nexus Elante	-	-	-
- Elante Office	-	-	-
- Hyatt Regency Chandigarh	-	-	-
Nexus Seawoods	35.4	66.4	78.7
Nexus Ahmedabad One	109.4	119.4	120.0
Nexus Hyderabad	77.6	84.6	92.7
Nexus Koramangala	31.8	26.1	45.5
Nexus Vijaya Complex	86.7	84.3	88.3
- Nexus Vijaya	-	-	-
- Vijaya Office	-	-	-
Nexus Westend Complex	118.0	142.9	142.3
- Nexus Westend			
- Westend Icon Offices			
Nexus Esplanade	43.8	47.3	48.1
Nexus Amritsar	29.6	31.0	30.7
Nexus Shantiniketan	35.3	34.0	40.7
Nexus Whitefield Complex	35.7	31.9	33.2
- Nexus Whitefield	-	-	-
- Oakwood Residence	-	-	-
Whitefield Bangalore			
Nexus Celebration	33.3	30.5	29.5
Fiza by Nexus	16.5	22.9	21.1
Nexus Centre City	13.4	19.4	18.3
Nexus Indore Central	9.9	9.6	9.2
Karnataka Solar Park	25.1	25.3	25.6
Inter Property Eliminations			
Total—Portfolio Assets	1,207.3	1,314.2	1,413.4
Distribution from ITIPL	27.7	22.7	23.1
Less: Trust level expenses	(22.6)	(23.6)	(24.7)
Total Portfolio	1,212.4	1,313.3	1,411.8
Pre-Tax Yield (lower band)	8.42	9.12	9.81
Pre-Tax Yield (upper band)	8.00	8.67	9.32

Assuming 100% Payout

Source: RHP, ICICI Direct Research

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