

## **Real Estate**

India

Sector View: Attractive NIFTY-50: 26,053 November 20, 2025

## Still going strong

Commercial real estate in top Indian cities saw continued traction in 2QFY26, with the net absorption of 13.9 mn sq. ft (up 36% yoy, 11% qoq) exceeding the new supply of 11.6 mn sq. ft (up 6% yoy, 11% qoq), leading to vacancy further dropping to 12.7% (down 145 bps yoy). Occupancy levels across REITs continue to improve, leading to better earnings and distributions. An aggressive pipeline of upcoming assets should support earnings beyond the same-store growth across most asset owners. Distribution yields have come off to 6-7% (2027E) with improved stock performance, even as the medium-term growth prospects remain promising.

## Decline in vacancy levels driven by healthy net absorption

All-India commercial real estate (aggregate of top-7 cities) had an outstanding stock of 729 mn sq. ft (+7% yoy, +2% qoq) as of September 2025, with gross absorption at 21.7 mn sq. ft (-12% yoy, +5% qoq) in 2QFY26 and net absorption at 13.9 mn sq. ft (+36% yoy, +11% qoq). New supply was lower at 11.6 mn sq. ft (+6% yoy, +11% qoq), leading to a further decline in vacancy levels to 12.7% as of September 2025 from 14.1% as of September 2024 and 13.2% as of June 2025. For 1HFY26, the gross absorption stood at 42.4 mn sq. ft (-8% yoy), with a strong net absorption of 26.5 mn sq. ft (+35% yoy), against the incremental supply of 22.1 mn sq. ft (+9% yoy).

Bengaluru saw six large deals this quarter, and Hyderabad saw two large deals, together accounting for 8 out of the top-10 deals in 2QFY26. TCS alone signed 3.9 mn sq. ft in Bengaluru (Sattva Knowledge Point in Yeshwantpur and 360 Degree Business Park in Electronic City) across four assets in 2QFY26. Among the listed players, Embassy reported gross leasing of 1.5 mn sq. ft in 2QFY26 (2.1 mn sq. ft in 2QFY25), Mindspace had gross leasing of 0.8 mn sq. ft in 2QFY26 (2.1 mn sq. ft in 2QFY25), while Brookfield had gross leasing of 0.6 mn sq. ft in 2QFY26 (1 mn sq. ft in 2QFY25)—the lower yoy leasing is on account of lower vacancies; all asset owners are at >= 90% occupancy levels.

## Robust demand from GCCs; asset owners have a strong asset pipeline

Commercial asset owners suggest that the demand scenario is robust, especially from GCCs, supplemented by demand from flexible office operators, aiding occupancy improvement across geographies. Among the listed asset owners within our coverage, all players are already above 90% occupancy (DLF, Mindspace, Brookfield, Embassy, Prestige and Brigade), with most targeting 93-94% occupancy by end-FY2026. We further highlight that most asset owners are aggressively adding new area to their portfolio—DLF has 14 mn sq. ft of under-construction area on an operational area of 49 mn sq. ft (up 29%), of which 2.7 mn sq. ft is nearing completion in FY2026E. Embassy REIT has 7.2 mn sq. ft under-construction area on an operational portfolio of 40.9 mn sq. ft (up 18%), followed by Mindspace REIT, which has 3.7 mn sq. ft under-construction area on 31 mn sq. ft (up 12%).

Full sector coverage on KINSITE

#### Yields have inched down on account of better stock performance, growth remains healthy

Distribution yields for commercial real estate have come off to 5-6% in FY2026E and 6-7% in FY2027E—the lower yields are a result of the improved stock performance in recent quarters. The yoy improvement in yields is on the back of improving leasing traction and occupancy, coupled with growth visibility and lowered interest rates, thereby reducing the historical discount to NAV.

#### Technology services saw a slight increase in headcount, although concerns remain

Tier-1 IT companies added 5k employees (net) in 2QFY26. We highlight that the headcount reduction across tier-1 IT employers seems to have abated for now, as it is also visible in the utilization of IT employees, which remains healthy at ~85% in most firms. However, the Street remains concerned about the overall environment for IT-related demand.

#### Improved net absorption in 2QFY26; vacancy levels inched lower

Exhibit 1: Total office stock, demand supply dynamics, rentals and capital values across India, March fiscal year-ends, 2025-26 (mn sq. ft, %)

	Quarter-ended				YTD		Qua	rter-ende	d	YTD			
	Sep-25	Sep-24	(chg.)	Sep-25	Sep-24	(chg.)	Sep-25	Sep-24	(chg.)	Sep-25	Sep-24	(chg.)	
	Top-cities									aluru			
Gross absorption (mn sq. ft)	21.7	24.7	(12)	42.4	45.9	(8)	4.2	6.5	(35)	9.2	11.0	(17)	
Net absorption (mn sq. ft)	13.9	10.2	36	26.5	19.6	35	3.1	2.6	18	6.2	5.5	12	
New supply (mn sq. ft)	11.6	11.0	6	22.1	20.3	9	3.2	3.9	(17)	5.7	6.3	(9)	
Inventory (mn sq. ft)	729	683	7	729	683	7	202	190	6	202	190	6	
Vacancy (mn sq. ft)	92.5	96.6	(4)	92.5	96.6	(4)	16.1	15.7	2	16.1	15.7	2	
Vacancy (%)	12.7	14.1	(10)	12.7	14.1	(10)	8.0	8.3	(4)	8.0	8.3	(4)	
Rentals (Rs/sq. ft pm)	99	97	2	97	96	1	98	89	10	91	86	6	
Capital values (Rs/sq. ft)							12,200	11,900	3	12,200	11,750	4	
			Gurg	aon					MN	MR			
Gross absorption (mn sq. ft)	3.8	3.3	16	7.0	5.3	32	4.3	5.3	(20)	8.4	10.3	(19)	
Net absorption (mn sq. ft)	2.4	1.9	24	3.6	2.8	26	2.2	1.9	15	4.7	3.8	22	
New supply (mn sq. ft)	1.9	0.6	NM	2.6	1.2	123	1.5	2.4	(36)	2.9	5.2	(45)	
Inventory (mn sq. ft)	97	93	5	97	93	5	130	122	7	130	122	7	
Vacancy (mn sq. ft)	19.6	21.3	(8)	19.6	21.3	(8)	14.5	16.5	(12)	14.5	16.5	(12)	
Vacancy (%)	20.1	22.9	(12)	20.1	22.9	(12)	11.1	13.6	(18)	11.1	13.6	(18)	
Rentals (Rs/sq. ft pm)	109	98	10	103	99	4	143	142	1	142	141	1	
Capital values (Rs/sq. ft)	12,900	12,600	2	12,800	12,450	3	21,200	20,700	2	21,000	20,450	3	
			Pur	пе					Hyder	erabad			
Gross absorption (mn sq. ft)	2.7	3.1	(15)	6.0	6.7	(10)	2.5	3.4	(27)	4.7	6.8	(31)	
Net absorption (mn sq. ft)	2.2	1.4	53	4.1	1.9	111	1.5	1.4	8	2.5	3.3	(23)	
New supply (mn sq. ft)	2.0	0.9	107	4.3	1.2	251	1.0	2.4	(58)	1.8	5.0	(65)	
Inventory (mn sq. ft)	79	71	11	79	71	11	110	104	6	110	104	6	
Vacancy (mn sq. ft)	5.9	5.0	18	5.9	5.0	18	20.0	21.0	(5)	20.0	21.0	(5)	
Vacancy (%)	7.4	7.1	6	7.4	7.1	6	18.2	20.2	(10)	18.2	20.2	(10)	
Rentals (Rs/sq. ft pm)	86	79	9	85	79	8	75	77	(2)	74	76	(2)	
Capital values (Rs/sq. ft)	10,000	9,800	2	10,000	9,650	4	9,100	8,900	2	9,050	8,700	4	

Source: Propstack, Kotak Institutional Equities

## **Geographical analysis**

MMR. MMR's office stock stood at 129.8 mn sq. ft as of September 2025, with vacancy levels declining on a sequential basis to 11.1% (13.6% as of September 2024 and 11.8% as of June 2025). The net absorption of 2.2 mn sq. ft (+15% yoy, -13% qoq) exceeded the supply addition of 1.5 mn sq. ft (-36% yoy, +11% qoq) during the quarter. The new supply of 1.5 mn sq. ft was largely concentrated in Navi Mumbai, Thane and Western Suburbs. Net absorption was aided by gross absorption of 4.3 mn sq. ft (-20% yoy, +4% qoq) in 2QFY26. Of the 4.3 mn sq. ft of gross absorption in 2QFY26, Navi Mumbai, Western suburbs and Thane led with 1.5 mn sq. ft, 1.0 mn sq. ft and 0.6 mn sq. ft, respectively, while Central Mumbai, BKC, Eastern suburbs and CBD saw lower absorption of 0.5 mn sq. ft, 0.4 mn sq. ft, 0.2 mn sq. ft and 0.1 mn sq. ft, respectively. Average weighted rentals for new leases across MMR in 2QFY26 stood at Rs143 per sq. ft per month (+1% yoy, +1% qoq), with capital cost being the highest in the country at Rs21,200/ sq. ft (+2% yoy, +2% qoq), implying a yield of 8.1%.

MMR's gross absorption for 1HFY26 stood at 8.4 mn sq. ft (-19% yoy), led by the Navi Mumbai and western suburbs, which accounted for 2.9 mn sq. ft and 2.1 mn sq. ft, respectively. The net absorption for the year stood at 4.7 mn sq. ft (+22% yoy) exceeding the new supply addition of 2.9 mn sq. ft (-45% yoy). The new supply of 2.9 mn sq. ft in 1HFY26 was concentrated in Thane and Navi Mumbai which witnessed an addition of 1.1 mn sq. ft and 0.9 mn sq. ft, respectively. Average weighted rentals for new leases across MMR in 1HFY26 stood at Rs142 per sq. ft per month, with the highest capital cost in the country at Rs21,000/sq. ft, implying a yield of 8.1%.

NCR. NCR office stock stood at 139 mn sq. ft as of September 2025, with 97.5 mn sq. ft in Gurugram and the balance 41.5 mn sq. ft in the Noida region. Vacancy in the NCR market is significantly higher but is improving; it stood at 20.1% in Gurgaon (22.9% as of September 2024 and 21.0% as of June 2025) and 20.5% in Noida (23.6% as of September 2024 and 22.3% as of June 2025) for 2QFY26, respectively. Gurugram saw 1.9 mn sq. ft of new supply, against gross and net absorption of 3.8 mn sq. ft (+16% yoy, +19% qoq) and 2.4 mn sq. ft (+24% yoy, +98% qoq), respectively, in 2QFY26, with rentals for new leases averaging at Rs109 per sq. ft per month (+10% yoy, +12% qoq). Noida saw modest traction during the quarter−the market saw 0.2 mn sq. ft of new supply in 2QFY26, with negligible gross absorption of 1.5 mn sq. ft (+46% yoy) and net absorption at 0.9 mn sq. ft (+124% yoy, +31% qoq). Rentals in Noida stood at Rs68 per sq. ft per month (+6% yoy, flat qoq). Capital cost in Gurugram and Noida are at Rs12,900 per sq. ft and Rs8,300 per sq. ft, respectively, resulting in yields of 10.1% and 9.8%, respectively, in the micro-markets.

Gurgaon's gross absorption for 1HFY26 stood at 7.0 mn sq. ft (+32% yoy), with the net absorption for the period at 3.6 mn sq. ft (+26% yoy) exceeding the new supply addition of 2.6 mn sq. ft (+123% yoy). Noida witnessed a slowdown in 1HFY26, with a gross absorption of 1.5 mn sq. ft (-14%) and new supply of 0.6 mn sq. ft (+78% yoy) lagging behind net absorption of 1.6 mn sq. ft. For 1HFY26 average weighted rentals in Gurgaon and Noida stood at Rs103 per sq. ft per month (+4% yoy) and Rs68 per sq. ft per month (+8% yoy). Capital cost in Gurugram and Noida are at Rs12,800 per sq. ft and Rs8,550 per sq. ft respectively, resulting in yields of 9.6% and 9.6%, in the micro-markets.

▶ Bengaluru. Bengaluru continues to have the largest outstanding office stock in India at 202.1 mn sq. ft as of September 2025, with vacancy falling slightly to 8.0% in 2QFY26 from 8.3% in 2QFY25. Gross absorption decreased to 4.2 mn sq. ft (-35% yoy, -14% qoq), while the net absorption stood at 3.1 mn sq. ft (+18% yoy, -3% qoq). Incremental supply of 3.2 mn sq. ft (-17% yoy, +29% qoq) was at par with the net absorption. The absorption of 4.2 mn sq. ft in Bengaluru was largely concentrated in Suburban East, Peripheral South-East and Outer Ring Road, with 0.9 mn sq. ft each. Vacant office space of 16.1 mn sq. ft is primarily concentrated in the Outer Ring Road (7.0 mn sq. ft), Suburban North (2.3 mn sq. ft), Peripheral East (2.0 mn sq. ft) and Peripheral South-East (1.9 mn sq. ft). Weighted average rentals in Bangalore improved to Rs98 per sq. ft per month (+10% yoy, +14% qoq), with capital cost being at Rs12,200 per sq. ft, implying a yield of 9.6% per annum.

Bengaluru's gross absorption for 1HFY26 stood at 9.2 mn sq. ft (-17% yoy) led by Suburban North, Outer Ring Road and Peripheral East, which accounted for 2.0 mn sq. ft, 1.8 mn sq. ft and 1.8 mn sq. ft, respectively. The net absorption for the period stood at 6.2 mn sq. ft (+12% yoy) exceeding the new supply addition of 5.7 mn sq. ft (-9% yoy). The new supply of 5.7 mn sq. ft in 1HFY26 was concentrated in the Suburban North (2.3 mn sq. ft), Suburban East (1.0 mn sq. ft), Peripheral East (0.9 mn sq. ft) and Outer Ring Road (0.8 mn sq. ft). Average weighted rentals for new leases across Bengaluru stood at Rs91 per sq. ft per month, with a capital cost of Rs12,200/sq. ft, implying a yield of 9.0%.

▶ Pune. Pune had outstanding office stock of 79 mn sq. ft as of September 2025, with new supply of 2.0 mn sq. ft (+107% yoy, -15% qoq) lagging the gross and net absorption of 2.7 mn sq. ft (-15% yoy, -21% qoq) and 2.2 mn sq. ft (+53% yoy, +11% qoq), respectively, in 2QFY26. Tight demand-supply equilibrium continues to keep vacancy low in the city, with vacancy level at 7.4% as of September 2025 (7.1% in September 2024 and 7.9% in June 2025). Rentals stood at Rs86 per sq. ft per month (+9% yoy, +3% qoq), while capital cost in Pune was Rs10,000 per sq. ft, resulting in yields of 10.4%.

Pune's gross absorption for 1HFY26 stood at 6.0 mn sq. ft (-10% yoy) with the net absorption for the period at 4.1 mn sq. ft (+111% yoy) matching the new supply addition of 4.3 mn sq. ft (+251% yoy). Rentals for new leases in Pune for 1HFY26 stood at Rs85 per sq. ft per month, with a capital cost of Rs10,000/sq. ft, implying a yield of 10.2%.

▶ Hyderabad. Hyderabad's outstanding office stock increased to 110 mn sq. ft, with the addition of 1 mn sq. ft in 2QFY26, against gross and net absorption of 2.5 mn sq. ft (-27% yoy, +9% qoq) and 1.5 mn sq. ft (+8% yoy, +41% qoq), respectively, in the same period. This increase in absorption during the past few quarters has resulted in lower vacancy at 18.2% as of September 2025 (20.2% as of September 2024 and 18.8% as of June 2025). Rentals in 2QFY26 decreased 2% yoy to Rs75 per sq. ft per month (+1% qoq), with leasing activity concentrated in the SBD region. Capital cost in Hyderabad improved 2% yoy to Rs9,100 per sq. ft, resulting in yield of 9.9%.

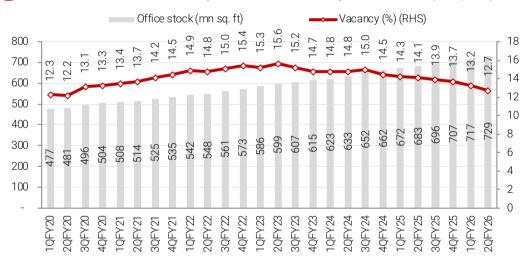
Hyderabad's gross absorption for 1HFY26 stood at 4.7 mn sq. ft (-31% yoy), with the net absorption for the period at 2.5 mn sq. ft (-23% yoy) exceeding the new supply addition of 1.8 mn sq. ft (-65% yoy). Rentals for new leases in Hyderabad for 1HFY26 stood at Rs74 per sq. ft per month, with a capital cost of Rs9,050/sq. ft, implying a yield of 9.8%.

▶ Chennai. Chennai has outstanding office stock of 69.3 mn sq. ft, with vacancy falling 4% yoy to 11.5% as of September 2025 (12.0% as of September 2024 and 11.7% as of June 2025). The city witnessed a supply addition of 1.9 mn sq. ft during the quarter compared to gross and net absorption of 2.8 mn sq. ft (+33% yoy, -1% qoq) and 1.8 mn sq. ft (+178% yoy, -11% qoq), respectively. We highlight that the vacancy has been concentrated in the SBD and OMR-II regions, with current levels being at 2.6 mn sq. ft and 2.2 mn sq. ft, respectively. Rentals in 2QFY26 stood at Rs72 per sq. ft per month (-11% yoy, +2% qoq) while capital cost in Chennai stood at Rs9,000 per sq. ft, implying a yield of 9.6%.

For 1HFY26, Chennai's gross absorption stood at 5.6 mn sq. ft (+40% yoy) with the net absorption for the period at 3.9 mn sq. ft lagging behind the new supply addition of 4.3 mn sq. ft. The average weighted rentals in Chennai for 1HFY26 stood at Rs71 per sq. ft per month, with a capital cost of Rs9,000/sq. ft, implying a yield of 9.5%.

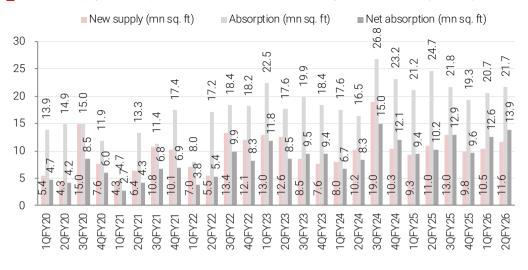
## Continued improvement in office occupancy at an all-India level

Exhibit 2: Total office stock and vacancy across India, March fiscal year-ends, 2020-26 (mn sq. ft, %)



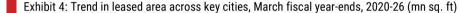
#### Improved net absorption during the quarter

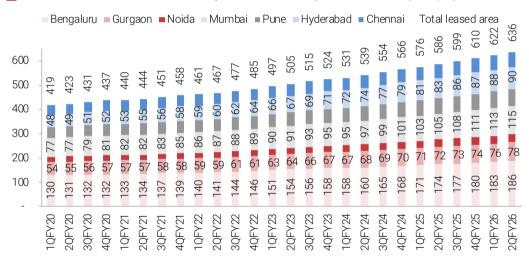
Exhibit 3: Supply and absorption trends across India, March fiscal year-ends, 2020-26 (mn sq. ft)



Source: Propstack, Kotak Institutional Equities

## Leased area increased 9% yoy as of September 2025

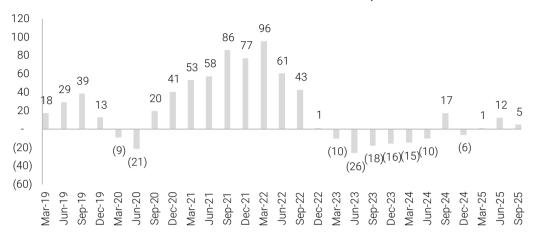




## Tier-1 IT companies increased their headcount marginally in the last quarter

Exhibit 5: Net headcount addition across Tier-1 IT companies ('000)

## Cumulative Headcount addition for tier-1 IT companies



Note: Data includes TCS, Infosys, Wipro, HCLT, Tech Mahindra and Cognizant

Source: Companies, Kotak Institutional Equities

## Healthy utilization levels indicate that the IT demand for office space will likely remain good

Exhibit 6: Utilization rates for IT companies, March fiscal year-ends, 2020-25

	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25	Sep-25
Infosys (incl. trainees)	79.0	82.2	80.0	76.9	82.0	83.9	84.3	83.4	81.9	82.7	82.2
Infosys (excl. trainees)	83.5	87.7	87.0	80.0	83.5	85.3	85.9	86.0	84.9	85.2	85.1
Wipro (a)	82.4	86.0	-	81.7	86.9	87.7	86.4	83.5	84.6	85.0	86.4
Tech Mahindra (b)	84.0	87.4	84.2	86.5	86.4	86.1	86.1	86.0	86.3	85.0	84.4
LTIMindtree (c)	NA	NA	83.2	81.7	86.9	88.3	87.7	85.4	85.8	88.1	88.1

#### Notes:

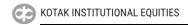
- (a) Wipro IT Services net utilization (excl. trainees), IT Services excl. BPO, DOP and acquired entities.
- (b) Including trainees, IT services and consulting.

Source: Companies, Kotak Institutional Equities

## TCS signed some large leases in Bengaluru in 2QFY26

Top-10 deals (by area) in 2QFY26 (sq. ft)

				Area	Rental	Duration			
City	Locality	Micromarket	Building	('000 sq. ft)	(Rs/sq. ft)	(months)	Tenant		
Jul-Sep 2025									
Bangalore	Yeshwantpur	Suburban North	Sattva Knowledge Point (Tower B)	1,752	88	60	Tata Consultancy Services Limited		
Bangalore	Yeshwantpur	Suburban North	Sattva Knowledge Point (Tower A)	788	88	60	Tata Consultancy Services Limited		
Bangalore	Electronic City	Peripheral South	360 Degree Business Parks -Tower 5B	720	67	180	Tata Consultancy Services Limited		
Bangalore	Electronic City	Peripheral South	360 Degree Business Parks -Tower 5A	680	67	180	Tata Consultancy Services Limited		
Bangalore	Yelahanka	Others	Embassy Business Hub -Cinnamon	671	57	60	Philips Global Business Services LLP		
Gurgaon	Sector 59	Rest of Gurgaon	Intellion Park (TRIL IT City) - Tower 2	535	65	72	Table Space Technologies Private Limited		
Bangalore	Sankey Road	CBD/Off-CBD	Embassy Zenith	269	235	120	Apple India Private Limited		
Hyderabad	Gachibowli	SBD - II	Phoenix Centaurus	265	67	60	Microsoft India (R&D) Private Limited		
Hyderabad	Madhapur	SBD - I	Mindspace - Building No 10	258	83	60	Verizon Data Services India Private Limited		
Mumbai	Airoli	Navi Mumbai	Mindspace (Airoli) - bldg No.10	257	64	120	Dow Chemical International Private Limited		



#### Operational performance of key asset owners in India

▶ Embassy Office Parks REIT. Occupancy in Embassy REIT's commercial portfolio improved to 90% (87% in 2QFY25 and 88% in 1QFY26) on an expanded portfolio of 40.9 mn sq. ft, aided by healthy gross leasing of 1.5 mn sq. ft (comprising 1 mn sq. ft of new leases, 0.1 mn sq. ft of pre-leasing and 0.4 mn sq. ft of renewals). We highlight that Embassy has already demarcated 8.1 mn sq. ft of SEZ area into non-SEZ area till date (4.1 mn sq. ft of denotification and 4.0 mn sq. ft of demarcation) and currently has 19 mn sq. ft of SEZ area in stock, which is 81% occupied. Embassy added 2 mn sq. ft of assets to its development pipeline; it now has assets of 7.2 mn sq. ft under construction that are expected to be completed in the next 4-5 years, which are 42% pre-leased.

Expected expiries for 2HFY26/2027/2028/ 2029E stand at 0.8/0.6/2.4/3.2 mn sq. ft, respectively. In 1HFY26, out of the 1.9 mn sq. ft of expiries, it renewed 0.8 mn sq. ft of area, while it saw exits for the balance 1.1 mn sq. ft. Embassy has achieved 49% of its full-year NOI and DPU guidance in 1HFY26, with an NOI of Rs18 bn in the first half of the year and DPU of Rs12.3/unit. Guidance for FY2026E: NOI of Rs35.9-38.1 bn (+13% yoy at mid-point) and DPU of Rs24.5-26/unit (+10% yoy at mid-point).

▶ Brookfield REIT. Brookfield REIT's committed occupancy improved to 90% in 2QFY26, from 85% in 2QFY25 and 89% in 1QFY26, aided by healthy gross leasing of 0.59 mn sq. ft in the quarter (including 0.49 mn sq. ft of new leasing). Within the overall portfolio, occupancy for the non-SEZ assets stood at 96%, while that for SEZ assets stood at 87% (91% for the processing area and 61% for the non-processing area).

Brookfield REIT concluded gross leasing agreements for 0.59 mm sq. ft during 2QFY26, comprising 0.49 mm sq. ft of new leases and 0.1 mm sq. ft of renewals. GCCs contributed 46% of gross leasing in 2QFY26, while the re-leasing spread for the quarter was strong at 21%. For 2HFY26E/FY2027E/28E/29E, Brookfield REIT has lease expiries of 1.5/1.6/2.4/0.8 mm sq. ft, respectively. Management is targeting 1.5-2 mm sq. ft of gross leasing in FY2026E (1.2 mm sq. ft in 1HFY26).

- Mindspace REIT. Mindspace REIT's committed occupancy for the expanded portfolio of 31 mn sq. ft (existing + acquisitions + new commissioning) improved to 92.1% in 2QFY26 from 89.7% on 26.4 mn sq. ft in 2QFY25 and 91.9% on 30.2 mn sq. ft in 1QFY26. Committed occupancy, excluding the to-be-sold Pocharam asset and the newly acquired Financial District asset, improved to 94.6%. Mindspace saw gross leasing of 0.8 mn sq. ft in 2QFY26, including 0.4 mn sq. ft of re-leasing and 0.4 mn sq. ft of new + vacant area leasing, taking the 1HFY26 gross leasing to 2.5 mn sq. ft (1.6 mn sq. ft of re-leasing and 0.9 mn sq. ft of new + vacant area leasing). Mindspace has demarcated 2.56 mn sq. ft of SEZ area to date (all at Airoli), of which 2.0 mn sq. ft (~78%) has already been re-leased. Lease expiries for FY2026/27/28E stand at 0.5/1.5/2.2 mn sq. ft.
- ▶ DLF. DCCDL's 2QFY26 revenue of Rs18 bn (+12% yoy, +4% qoq) was aided by the commercial and retail segments—it earned rentals of Rs13.6 bn (+15% yoy, +3% qoq) and CAM/other operating income of Rs4.4 bn in the quarter. Earnings growth was partly offset by the sale of the 1.5 mn sq. ft Kolkata asset in 3QFY25. DCCDL had commissioned the new block at DLF Downtown Chennai (1.1 mn sq. ft) in May 2025, taking the overall DCCDL portfolio to 44 mn sq. ft. The portfolio occupancy was steady at 94%, as of September 2025.

During the quarter, DLF also commissioned 2 mn sq. ft at The Atrium Place, which is 89% leased and some retail area (Midtown Plaza, New Delhi) in the DLF leasing portfolio. Accordingly, the total annuity area increased to 48.7 mn sq. ft, as of September 2025 (from 46.2 mn sq. ft, as of June 2025), while maintaining the blended occupancy at 94%. We highlight that DLF has an incremental 2.7 mn sq. ft of assets (DCCDL + DLF) that are nearing completion and another 23 mn sq. ft in the planned pipeline.

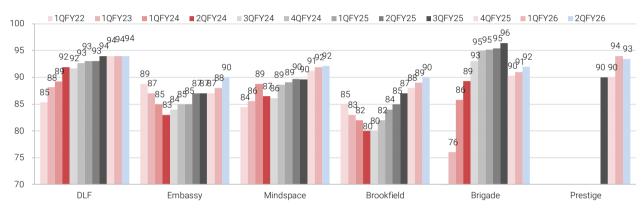
▶ Brigade. The leasing business saw revenues of Rs3.4 bn (+16% yoy, +14% qoq) and EBITDA of Rs2.2 bn in 2QFY26 on an expanded asset base of 9.4 mn sq. ft, aided by the commissioning of 0.7 mn sq. ft at Brigade Twin Towers (A and C) in 4QFY25. Annuity EBITDA margin for 2QFY26 declined to 65%, impacted by higher employee costs. The portfolio witnesses healthy occupancy of 92% and 8% yoy growth in footfall in the retail segment, driven by strong performance in cinemas and festivities. Excluding the new asset (Twin Towers), occupancy was strong at 98%. Management has highlighted that its under-construction asset, Brigade Square in Thiruvananthapuram (0.19 mn sq. ft), is 100% preleased.

Brigade had completed the Brigade Twin Towers (A & C, 0.66 mn sq. ft) in 4QFY25. It has added two new projects to its under-construction pipeline–Brigade Padmini Tech Valley Tower A in Bengaluru (0.31 mn sq. ft, attributable at 0.16 mn sq. ft) and Brigade Icon Commercial in Chennai (0.41 mn sq. ft, fully attributable). For the full pipeline of 3.27 mn sq. ft (attributable at 2.33 mn sq. ft), Brigade has a planned capex of Rs16.9 bn, of which it has incurred Rs5.4 bn as of September 2025.

▶ Prestige. The office portfolio of 9.4 mn sq. ft saw steady 93.4% occupancy in 2QFY26. Gross leasing in 2QFY26 stood at 2.3 mn sq. ft (incl. pre-leasing). Management further stated that it is witnessing strong leasing traction at its Mumbai assets (FY2028E commissioning); it has pre-leased 1.14 mn sq. ft at the BKC asset (out of total area of 4.77 mn sq. ft across two towers) and 0.22 mn sq. ft at the Mahalaxmi asset (out of total area of 4.28 mn sq. ft). Agreements in Mumbai are being concluded at rates in excess of Rs400/sq. ft.

## Improving occupancy across asset owners; Brigade's occupancy impacted by the commissioning of new asset in 4QFY25

Exhibit 7: Occupancy trend for key asset owners, March fiscal year-ends, 2022-26 (%)



Note: DLF includes DLF, DCCDL and Atrium Place.

Source: Companies, Kotak Institutional Equities

## Asset owners have picked-up pace on decommissioning of SEZ areas

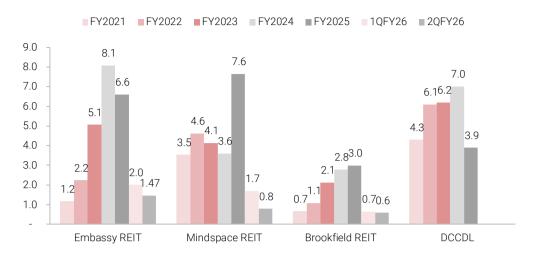
Exhibit 8: Break-up of completed area across asset owners, March fiscal year-ends, 2024-25 (mn sq. ft)



Source: Companies, Kotak Institutional Equities

## Healthy leasing across asset owners in 1HFY26, the recent decline is on account of healthy occupancies

Exhibit 9: Gross leasing for commercial real estate companies, March fiscal year-ends, 2021-26 (mn sq. ft)

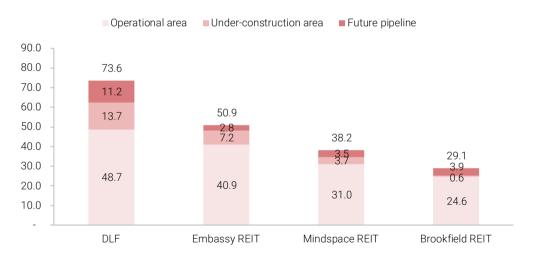


Note: Leasing data for DLF beyond 1QFY26 not available.

Source: Companies, Kotak Institutional Equities

## DLF and Embassy have a very strong pipeline of under-construction/future assets

Exhibit 10: Operational, under-construction and future area for commercial asset owners, Sep 2025 (mn sq. ft)

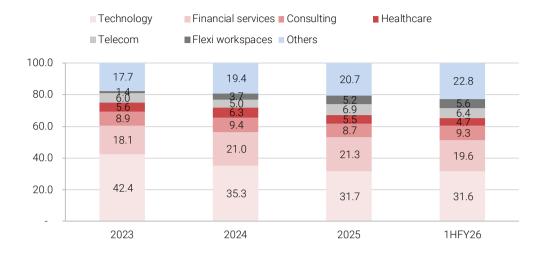


Note: DLF includes DLF, DCCDL and Atrium Place.

Source: Companies, Kotak Institutional Equities

## Rising share of flex workspaces; share of IT tenants (classified as technology) continues to come down

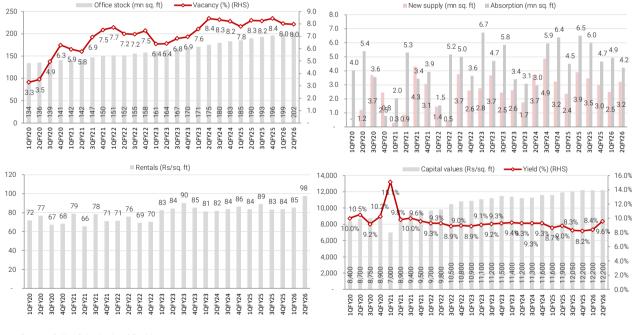
Exhibit 11: Tenant mix for Embassy, Mindspace and Brookfield REITs (aggregate), March fiscal year-ends, 2023-26 (%)



Source: Companies, Kotak Institutional Equities

## Bengaluru saw lower supply addition and healthy leasing

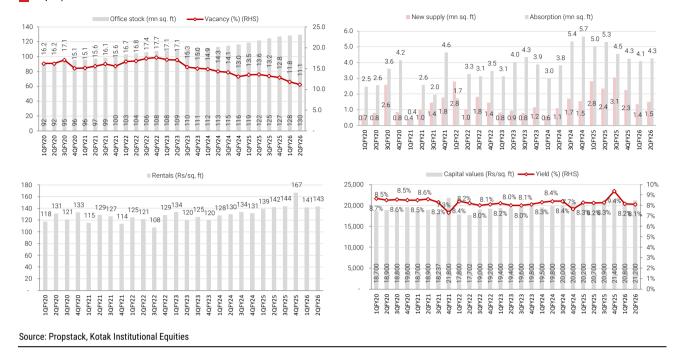
Exhibit 12: Total office stock, demand supply, rentals and capital values in Bengaluru, March fiscal year-ends, 2020-26, (mn sq. ft, Rs per sq. ft)





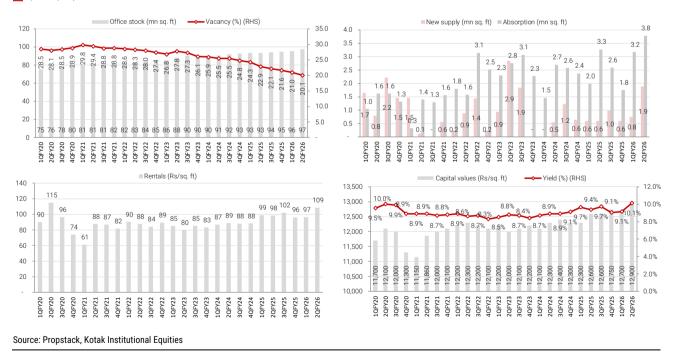
## Absorption continues to outpace new supply in the MMR region

Exhibit 13: Total office stock, demand supply, rentals and capital values in MMR, March fiscal year-ends, 2020-26, (mn sq. ft, Rs per sq. ft)



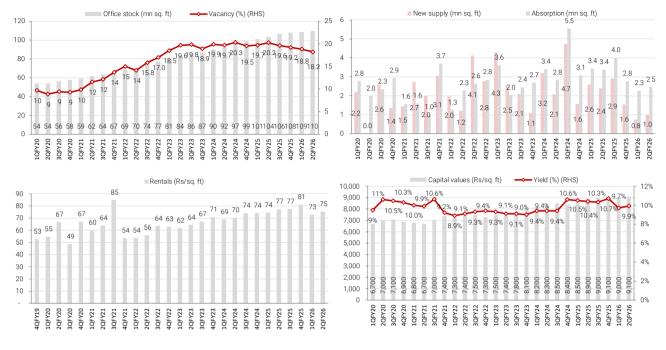
# Vacancy levels declined in Gurugram on both yoy and gog basis

Exhibit 14: Total office stock, demand supply, rentals and capital values in Gurugram, March fiscal year-ends, 2020-26, (mn sq. ft, Rs per sq. ft)



## Vacancy in Hyderabad decreased on a sequential basis

Exhibit 15: Total office stock, demand supply, rentals and capital values in Hyderabad, March fiscal year-ends, 2020-26, (mn sq. ft, Rs per sq. ft)



Source: Propstack, Kotak Institutional Equities

## Listed REITs offering distribution yield of 6-7% in FY2027E

Exhibit 16: Valuation comparison for commercial asset owners, March fiscal year-ends, 2024-28E

	Embassy				Mindspace					Brookfield					
	2024	2025	2026E	2027E	2028E	2024	2025	2026E	2027E	2028E	2024	2025	2026E	2027E	2028E
Gross asset value	578,144	617,395	633,637	640,881	644,427	349,792	379,851	393,629	404,752	406,893	300,518	268,873	241,293	241,763	245,068
Net debt	175,962	215,214	231,455	238,699	242,245	63,628	93,687	107,465	118,588	120,729	89,321	57,676	30,096	30,566	33,871
Market cap.	402,182	402,182	402,182	402,182	402,182	286,164	286,164	286,164	286,164	286,164	211,197	211,197	211,197	211,197	211,197
Under-construction	54,304	65,125	65,125	65,125	65,125	27,209	34,117	34,117	34,117	34,117	11,680	11,040	11,040	11,040	11,040
Gross asset value (operating)	523,840	552,270	568,512	575,756	579,302	322,583	345,734	359,512	370,635	372,776	288,838	257,833	230,253	230,723	234,028
Cap. rate															
Overall cap rate (%)	5.6	5.7	6.5	7.0	7.8	5.4	5.4	6.4	7.6	8.1	3.8	6.5	7.8	8.7	9.4
Operational (%)	6.2	6.4	7.2	7.8	8.7	5.9	6.0	7.0	8.4	8.8	3.9	6.7	8.2	9.1	9.9
Completed area (mn sq. ft)	32.7	34.7	37.0	37.0	38.3	26.1	30.2	31.1	32.8	34.8	20.9	21.2	21.8	21.8	21.8
Adjusted NOI (Rs mn)	32,312	35,457	40,876	44,990	50,326	18,981	20,617	25,021	30,962	32,866	11,302	17,393	18,856	21,058	23,145
NDCF	20,219	21,811	23,675	24,750	27,346	11,430	13,213	14,475	15,625	16,976	7,704	10,625	13,155	14,511	15,517
NDCF (%)	5.0	5.4	5.9	6.2	6.8	4.0	4.6	5.1	5.5	5.9	3.6	5.0	6.2	6.9	7.3
DPU (Rs/ unit)	21.3	23.0	25.0	26.1	28.8	-	22.3	24.4	26.3	28.6	17.8	17.5	20.6	22.7	24.2
Adj. EBITDA (Rs mn)	29,929	32,815	37,841	41,840	46,440	17,511	18,886	22,875	28,716	30,455	10,387	16,017	17,983	19,460	20,890
EV/ EBITDA (X)	19	19	17	15	14	20	20	17	14	13	29	17	13	12	12

Source: Companies, Kotak Institutional Equities

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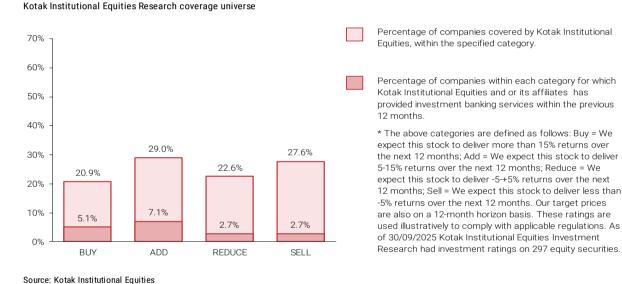
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