

2019-H1 INDIAN REAL ESTATE



 **CIRIL**



Indian Real Estate

Half yearly round off 2019

With steady government at centre post elections 2019, real estate is expected to gain momentum across different segment particularly in commercial and affordable housing segment. The first half of the 2019 was positive for real estate. Investors are back in market with PE investment seeing major activities. The policy reforms undertaken such as RERA and GST continues to have positive impact on the Real Estate markets facilitating transparency and accountability. GST has improved the investor's and buyer's confidence in Real Estate. Real Estate is expected to reach market size of \$1 trillion by 2030. It is also projected to add a whopping 13 per cent to the country's growing economy and GDP by 2025.

Union Budget 2019-20 has pushed for affordable housing and infrastructure, along with the promotion of rental housing, being lauded. With focus on Affordable Housing, The budget provided special incentive for affordable housing and infrastructure, along with the promotion of rental housing. On the supply side, over 8.1 million houses have been sanctioned, out of which construction has been completed for 2.6 million houses under the PMAY Urban scheme which is expected to boost the market for affordable homes. Initiatives such as improving roads, suburban railways and metro connectivity, creating a robust water management system, working on the 'Ease of Living' and investing Rs 100 trillion in infrastructure over the next five years would create more liveable cities and encourage people to invest in projects even in peripheral areas which is expected to open up newer markets to invest for real estate. Further, HFCs coming under RBI will also help in streamlining the financial situation ensuring that there is greater parity in regulations. Overall we expect 2019 to be a good year for Real Estate with greater transparency and accountability.

Chairman, CIRIL

**CIRIL is now in Navi Mumbai and
Nagpur....we proudly welcome Sevagiri
Realtors and Tanvi Real Advisors on board**

Team CIRIL



INDIAN ECONOMY

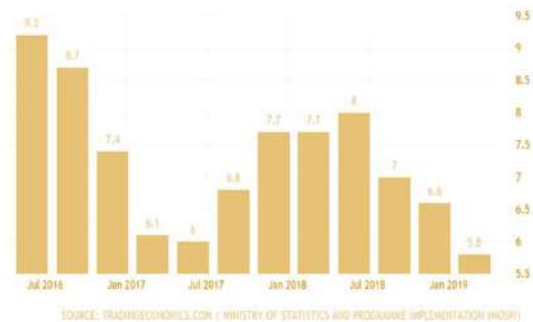
Mid Year Performance - 2019

The Indian economy advanced 5.8% year-on-year in the first quarter of 2019, slowing from a 6.6% expansion in the previous period and missing market expectations of 6.3%. Slowdown in the growth of private consumption and investment demand coupled with a negative contribution from net exports led to the slowdown of growth. As per the provisional estimates of National Accounts Statistics (released on 31 May 2019), real GDP growth fell to a five-year low of 6.8% in FY19 from 7.2% in FY18.

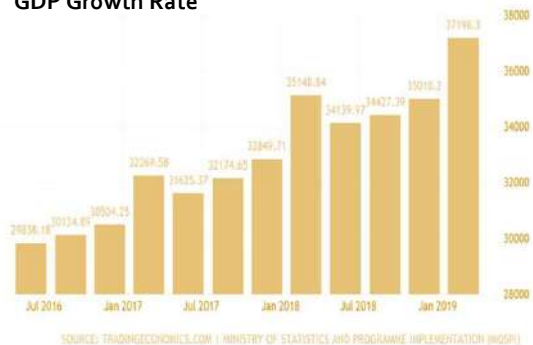
- Reflective of a slowdown in consumption demand, growth in PFCE fell to a five-quarter low of 7.2%.
- Growth in investment demand, measured by gross fixed capital formation (GFCF), fell to a 14-quarter low of 3.6% in H1 2019 after remaining in double digits in the preceding five quarters.
- The sectors which showed relatively higher growth during H1 2019 include financial, real estate and professional services (9.5%) and public administration and defense services (10.7%).

GDP growth is forecast to bounce back to 7.5% in fiscal 2019, from a low base of 6.5% in fiscal 2018. Growth will remain consumption-driven. Investment will improve gradually, aided by bank recapitalization and improved capacity utilization. Fixed investment should benefit from greater policy certainty from the elections, while strong government spending and looser monetary policy should provide further support. Weak public finances, problems in the shadow banking sector and weaker global economic momentum pose downside risks. GDP growth of 7.0% is expected in FY 2019 and 7.2% in FY 2020.

Annual GDP Growth Rate



GDP Growth Rate



Policy Reforms and investment initiatives

- In February 2019, the Government of India approved the National Policy on Software Products – 2019, to develop the country as a software hub.
- The National Mineral Policy 2019, National Electronics Policy 2019 and Faster Adoption and Manufacturing of (Hybrid) and Electric Vehicles (FAME II) have also been approved by the Government of India in 2019.
- Liberalization of Foreign Direct Investment (FDI) norms
- The interim Union Budget for 2019-20, focuses on supporting the needy farmers, economically less privileged, workers in the un-organised sector and salaried employees, while continuing the Government of India's push towards better physical and social infrastructure.
- NITI Aayog, DIPP and CII launched an "India Innovation Index" in line with the Global Innovation Index (GII) to rank states based on innovation by capturing innovation data from all Indian states and updating them regularly.

INDIAN REAL ESTATE

Mid year overview - 2019

India is expected to witness an upward rise in the number of real estate deals in 2019, backed by policy reforms that have made the market more transparent. From sops in the Union Budget 2019 to cuts in home loan rates post RBI's cut in repo rates and to the most recent GST rate cut for both affordable and premium homes, has set the momentum for year 2019. Though the NBFC crisis in second half of 2018 will have short to mid-term impact on overall sentiments of the markets, but with government and the RBI's concerted efforts to pull the sector out of its woes its is expected to boost the confidence of investors in long term.

During H1 2019, private-equity inflows into real estate stood at USD3.9 billion (INR27,767 crore), representing a 26% increase over the corresponding period last year. Interestingly, the average deal size of the commercial office investments increased by 66% to USD168 million (INR1,165 crore), in H1 2019. Between 2009-18, Indian real estate sector attracted institutional investments worth US\$ 30 billion. Private Equity and Venture Capital investments in the sector reached US\$ 4.47 billion in 2018 and US\$ 546 million in Jan-Feb 2019.

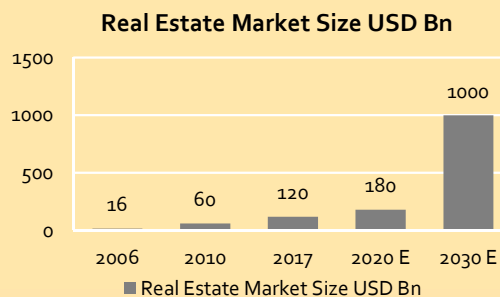
Market Size

Real estate sector in India is expected to reach a market size of US\$ 1 trillion by 2030 from US\$ 120 billion in 2017 and contribute 13 per cent of the country's GDP by 2025. Real estate contribution to India's GDP is estimated to increase to about 13 per cent by 2028 Increasing share of real estate in the GDP would be supported by increasing industrial activity, improving income level & urbanisation.

According to data released by Department of Industrial Policy and Promotion (DIPP), the construction development sector in India has received Foreign Direct Investment (FDI) equity inflows to the tune of US\$ 25.04 billion in the period April 2000- March 2019

The Government of India along with the governments of the respective states has taken several initiatives to encourage the development in the sector. The Smart City Project, where there is a plan to build 100 smart cities, is a prime opportunity for the real estate companies.

The Securities and Exchange Board of India (SEBI) has given its approval for the Real Estate Investment Trust (REIT) platform and In March 2019, Embassy Office Parks, India's first real estate investment trust (REIT) went public allowing all kinds of investors to invest in the Indian real estate market. It is expected to create an opportunity worth Rs 1.25 trillion (US\$ 19.65 billion) in the Indian market over the years. The growing flow of FDI, FII and PE funds into Indian real estate is clear indication of good days to come.



Market Drivers



INVESTMENTS

In Indian Markets - 2019

Foreign Direct Investments

According to Department of Industrial Policy and Promotion (DIPP), the total FDI investments in India during 2018 - 19 stood at US\$ 44.36 billion, indicating that government's effort to improve ease of doing business and relaxation in FDI norms is yielding results.

Data for 2018-19 indicates that the services sector attracted the highest FDI equity inflow of US\$ 9.16 billion, followed by computer software and hardware – US\$ 6.42 billion, trading – US\$ 4.46 billion and telecommunications – US\$ 2.67 billion. Most recently, the total FDI equity inflows for the month of March 2019 touched US\$ 3.60 billion.

In terms of Policy Reforms, the Government of India is working on a road map to achieve its goal of US\$ 100 billion worth of FDI inflows. In February 2019, the Government of India released the Draft National e-Commerce Policy which encourages FDI in the marketplace model of e-commerce. Further, it states that the FDI policy for e-commerce sector has been developed to ensure a level playing field for all participants.

Government of India is also planning to consider 100 per cent FDI in Insurance intermediaries in India to give a boost to the sector and attracting more funds.

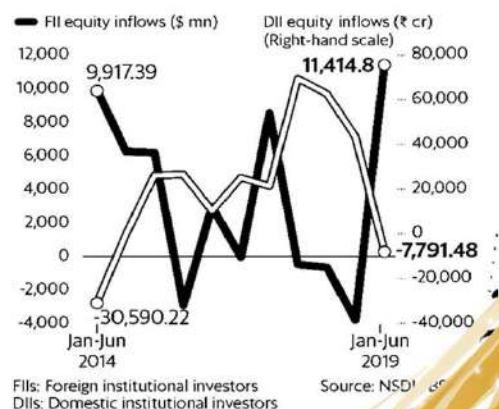
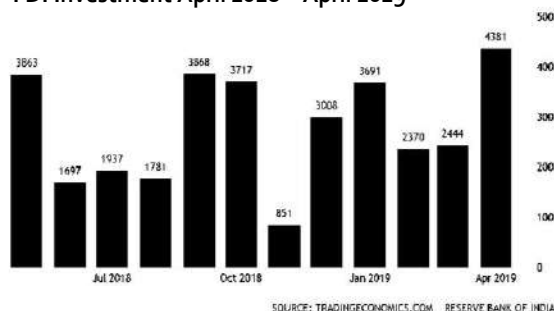
Foreign Institutional Investments

Highly developed primary and secondary markets have attracted FIIs/FPIs to the country. Regulated by Securities and Exchange Board of India (SEBI) and maintained by Reserve Bank of India (RBI), Foreign Portfolio/Institutional Investors (FPI/FII) have been one of the biggest drivers of India's financial markets and have invested around US\$ 12.51 trillion (US\$ 171.81 billion) in India between FY02-18

FIIs were net buyers of local equities worth \$11.41 billion between January and June, the most since the corresponding period of 2014, when they had invested forex worth \$9.91 billion. The pace of foreign money inflows started picking from February and, over the following five months, FIIs invested \$11.5 billion. In June alone, FIIs were net buyers of \$231.45 million in equities

Domestic institutional investors, including mutual funds and insurance firms, have been on the sidelines in the first six months of the year. They have been net sellers of Indian shares worth ₹7,791.48 crore so far this year, owing to slower-than-expected growth and election uncertainty. This scenario is expected to change in next six months. Both Sensex and Nifty were up 9-10% each so far in 2019. The MSCI Emerging Markets index and MSCI World index are up more than 9% and 15%, respectively.

FDI Investment April 2018 – April 2019



INDIAN REAL ESTATE

Market overview – H1, 2019

Investments inflow

During the first six months of 2019, the real estate sector witnessed private-equity (PE) inflows of USD3.9 billion (INR27,767 crore) indicating confidence of institutional investors in India's real estate sector. Matured office markets such as Mumbai, Delhi-NCR, Bengaluru and Hyderabad, accounted for more than 75% of the total investment flowing into the markets.

The logistics and warehousing emerged as a potential sector for investment after receiving a much-needed boost from the government following the implementation of the Goods and Services Tax (GST), in addition to attaining infrastructure status, enabling companies to access lower cost credit, with longer tenures and enhanced limits.

Foreign funds remain active in the real estate market, with increase of 25% in H1 2019. investments in commercial office assets accounted for 42% share of total investments. Mumbai accounted for the highest share during the first half of 2019, led by two deals by PE major Blackstone. In H1 2019, the average deal size rose 66% to USD168 million (INR1,165 crore), led by foreign investors, who accounted for 75% of total office investments..

Retail saw investment of around USD1.2 billion (INR8,328 crore) accounting for 31% share. 100% FDI in single-brand retail has encouraged brands to set up shop in India, despite the rapid growth of e-commerce.

Sectoral Snapshot



Commercial Office space

- The office market witnessed over 11 million sq.ft. of transaction in H1, 2019.
- Around 50 million sq.ft of commercial office space is under construction in major locations.
- Driven by IT/ITeS, e-commerce, start-ups and large consulting firms
- Co-working has emerged as a new demand sector accounting for 25% of office demand.



Retail Sector

- H1, 2019 saw transaction of around 9.0 million sq. ft of retail space across major markets
- Supply of retail space is likely to increase to 5.0 million sq ft in 2019
- Due to limited supply in major markets, the rental saw appreciation.



Industrial and Warehousing sector

- The total demand of warehousing demand is pegged at 200 million sq. ft of Grade A facility by 2025 with total potential investment potential of \$10 billion
- Industrial and warehousing saw brisk activity in H1, 2019 with total cumulative supply reaching 130 million sq. ft
- The total supply added in H1, 2019 is around 7.5 million sq. ft

Policy Triggers



Insolvency and
Bankruptcy
Code 2018



Improving
Repo Rates
encouraging
Investment



Improving Ease
of Doing
Business Regime



Real Estate
Investment
Trust (REIT)



Affordable
Housing Fund



Revised norms
for FDI in Retail

Mumbai



Commercial



Retail



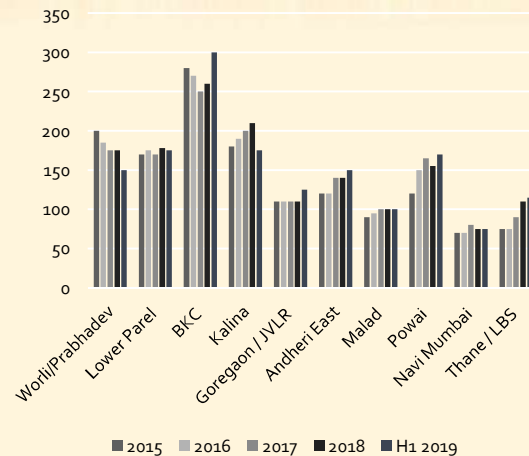
Ind. & Warehousing

Mumbai Commercial Real Estate Trends

The year 2019 started with positive note for Mumbai commercial real estate sector with H1, 2019 witnessing absorption of around 1.8 million sq.ft. Nearly 50% of the net absorption was seen on account of new project completions during H1 2019. The Thane-Belapur Road sub-market continues to remain most preferred market with 40% share of net absorption, followed by Andheri-Kurla and Central Suburbs. Key transactions (greater than 100,000 sf) during the quarter included WPP in Andheri – Kurla micro market, Netflix in SBD (BKC Prime) and CMA CGM in the Thane – Belapur Road sub-market. Coworking has emerged as a prominent commercial market segment with demand driven by SBD, Andheri-Kurla Road, and Central suburbs.

Mumbai market witnessed supply of around 2.5 million sq. ft of commercial space in H1, 2019. Around 7.5 million sft of space is under construction and is expected to be available by year end. Grade A average rentals across most markets remained stable. The vacancy levels remained at 20.0%,

Average Rental Trends in Mumbai
Commercial Market in INR/ sq.ft/ month



Major Deals in Mumbai Commercial Market - H1 2019

CLIENT	Building Name	Area (SF)	Location	Lease/ Sale
WPP Group	ORB Complex	302282	Andheri	Lease
Yes Bank	Empire Tower	230000	Airoli	Lease
Altruist Customer Management	MIDC - Reliance DAKC	124448	Kopar Khairne	Lease
Netflix Entertainment Services India LLP	Godrej BKC	68648	Bandra	Lease
CMA-CGM Shared Service	Gigaplex Estate	64690	Airoli	Lease
Lupin	Empire Tower	64608	Airoli	Lease
Quest Co-worker private Ltd	Technopolis Knowledge Park	51064	Andheri	Lease
L&T Infotech	Mindspace	46667	Airoli	Lease
Vodafone India Ltd	Skyline Icon Phase I	40298	Andheri	Lease
Soft Bank Backed OYO Hotels & Homes	VKG Corporate Centre	40000	Andheri	Lease
OYO Co-working	Corporate Centre	40000	Andheri	Lease
HENKEL	L&T Seawoods	35968	Nerul	Lease
Pernod Ricard India Private Ltd	First International Financial Centre	35032	Bandra	Lease
Times of Money Broking Services Ltd	Empire Tower	30852	Airoli	Lease
Times of Money	Empire Tower	30852	Airoli	Lease
Kotak Bank	Elements	30350	Thane	Lease
Insight Customer Call	Rupa Solitare	23348	Mahape	Lease
Maharashtra Real Estate Regulatory Authority	Housefin Bhavan	21488	Bandra	Lease
Embros Industries Private Ltd	Fleet House	19817	Andheri	sale
Intelnet Global Services Private Ltd	Mafatlal Chamber	9500	Lower Parel	Lease

Mumbai Retail Real Estate Trends

Mumbai retail market witnessed supply of nearly 0.5 million sq. ft of leasable space. Retail rentals remained stable across most micro markets. Leasing activity saw brisk momentum with retailers across all segments. Lower Parel continues to be the preferred choice for international brands. Around 2.0 million sq.ft of retail space is expected to be completed by 2020. BKC, Andheri & Chembur are new emerging high streets and along with Bandra saw good enquiries from retailers and are expected to see transaction activity going forward as well.

The vacancy has reduced to 12%. The H1 2019 saw withdrawal of pre-committed space due non performance and poor quality of Mall Space. Key mall transactions included Starbucks in Lodha Xperia Dombivali and American Eagle Outfitters which is its first store in Mumbai & FS Mini Klub, both in Phoenix Market city in Kurla.

Major Deals in Mumbai Retail Market - H1 2019

Property	Location	Tenant	Sq. ft	Lease/ Sale
Ratnadeep	Juhu	RBL	2,000	Lease
Wall street	Andheri - East	Star Bucks	2,500	Lease
X Point	Kandivali	Pepperfry	2,000	Lease
Rajeshree	Borivali	Pepperfry	2,000	Lease
ORB	Andheri - East	Ajant Jacks Bar	7,500	Lease
ORB	Andheri - East	Lets Talk Fish	4,000	Lease

Prime Retail Rents in Mumbai in INR/ sft	2016	2017	2018	H1/19
Linking Road	650	550	400 - 800	500 -1000
Kemps Corner	425	450	350 - 500	350 - 550
Breach Candy	455	465	400 - 600	300 - 500
Colaba Causeway	475	475	300 - 600	400 - 700
Fort Fountain	375	400	250 - 500	400 - 600
Lokhandwala Andheri	375	350	300 - 450	200 - 350
Borivali LT Road	370	375	250 - 450	250 - 400
Chembur	380	380	250 - 450	175 - 350
Lower Parel	550	550	400 - 600	400 - 600
Malad	500	500	150 - 350	150 - 350
Goregaon	350	350	150 - 350	150 - 350
Ghatkopar	300	350	150 - 300	150 - 300
Bhandup	180	180	125 - 275	125 - 275
Mulund	250	250	200 - 400	200 - 400
Vashi	350	350	300 - 500	300 - 500
Thane	350	350	125 - 300	125 - 300

Mumbai Industrial and Warehousing Trends

Mumbai Industrial and Warehousing segment continues to dream run with 12%- 15% increase in yearly demand. Bhiwandi, Panvel warehouse cluster, and Navi Mumbai Airport Influence Notified Area (NAINA) have emerged as the most preferred investment destinations. Bhiwandi has emerged as a warehousing hotspot for e-commerce majors such as Amazon, Flipkart, Myntra and Pepperfry, attracting blue-chip investors and developers. Demand for industrial space picked up with leasing activity concentrated across the Trans Thane Creek (TTC) industrial area. Global commercial developers, including e-Shang Redwood (ESR), IndoSpace and Ascendas-Singbridge, and Bengaluru-based Embassy Group are actively looking at Mumbai warehousing segment for investment.

Mumbai Industrial and Warehousing Rentals in NR/sft/month

Submarkets	Industrial	Warehousing
Bhiwandi	9 - 25	9 - 25
Thane Belapur Road	30-60	30-60
Taloja Industrial Estate	18-30	18-30
Panvel	22-30	22-30
JNTP & Uran Road	25-30	25-30
Rasayani Patalganga	18-25	18-25
Pen-Khopoli Road	25-30	25-30

Major Deals in Mumbai Ind. & Warehousing Market - H1 2019

Property	Location	Tenant	Square feet	Lease/ Sale
Global Infra	Bhiwandi	Kerry Indev	2,50,000	Lease
Sai Dhara	Bhiwandi	Power Log	30,000	Lease
Bhave	Taloja	Fedex	40,000	Lease
Harihar Corporation	Bhiwandi	Shadowfax	25000	Lease
K - Square	Bhiwandi	Ecom Exprerss	40000	Lease

Major Deals Land Deals - H1 2019

CLIENT	Area in acres/ sq.m	Location	Value in INR/acre
Godrej Developers	2.2 Acres	Chembur	Rs. 180 Crore

NCR Delhi



Commercial



Retail



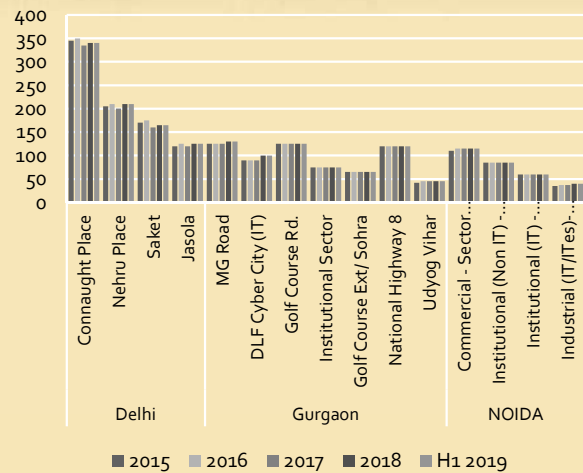
Ind. & Warehousing

NCR Delhi Commercial Real Estate Trends

NCR Delhi Commercial Markets saw total absorption of around 3.8 million sq.ft of space in H1 2019. Gurugram continues to be the major demand driver with 50% space take up. Flexible workspace occupiers led the demand for offices with a 25% share of leasing, with IT-BPM and manufacturing sectors following with shares of 20% and 15%, respectively.

Total supply recorded in these markets accounts to approx. 3.5 million sq. ft. overall vacancy remained at 26.1%. Rents remained largely stable across all sub-markets. Average annual supply upto 2021 is around 8.6 msf, headlined by both core office markets as well as the growth corridors. Further new project announcements in core office markets are also anticipated. While flex space operators shall continue to move forward with their expansion plans, IT-BPM and captive centres are also expected to drive demand for large spaces in the market.

Average Rental Trends in NCR-Delhi Commercial Market in INR/ sq.ft/ month



Major Deals in NCR Delhi Commercial Market - H1 2019

CLIENT	Building Name	Area (SF)	Location	Lease/ Sale
We Work	Plot No. 393	80,000	Phase 3, Udyog Vihar	Lease
IDP Educatuion	Unitech Global Gateway	60,000	M.G. Road	Lease
Kohler	Plot No. 39-40	50,000	Phase 4, Udyog Vihar	Lease
Milliman	AIPL Business Club	50,000	Extn. GCR	Lease
Kuehne+Nagel	AIPL Business Club	50,000	Extn. GCR	Lease
Office Beanz	Unitech Trade Center	20,000	Sushant Lok I, Block-C	Lease
Byte dance	We Work	800 Seats	DLF Cyber City, Phase 3	Lease
Huawei Telecommunication	Capital Cyber Scope	1,50,000	Extn. Golf Course Road	Lease
SmartWorks	Plot No. 1 & 2	300000	Sector-125, Noida	Lease
India Mart	ABC Tower-2	100000	Sector-135, Noida	Lease
ICCS	A-91	67000	Sector-2, Noida	Lease
MG Motors	D-2	50000	Sector-8, Noida	Lease
NLB Services	A-154A	50000	Sector-63, Noida	Lease
US Tech	C-2	35000	Sector-59, Noida	Lease
Algowork	Logix	28000	Sector-62, Noida	Lease
Faballey	C-5	25000	Sector-1, Noida	Lease
Spring House Co-working	Pioneer House	24000	Sector-16, Noida	Lease
Forest Essential	B-12	20000	Sector-3, Noida	Lease
DCM Sriram	Bharti Worldmark	50,000	Aerocity	Lease
Hero Fincorp	A-44	80,000	Mohan Co-operative	Lease
ICICI Direct	Building No 25	19,000	Mohan Co-operative	Lease
Amarchand Mangaldas	Building No 52	18000	Okhla Industrial Estate Ph 3	Lease
Atari	Building No 7	15000	Okhla Industrial Estate Ph 3	Lease
Mosaic Digital	Building No 17	15000	Okhla Industrial Estate Ph 3	Lease

* Transaction above 15,000 sq. ft is shown in the table

NCR Delhi Retail Real Estate Trends

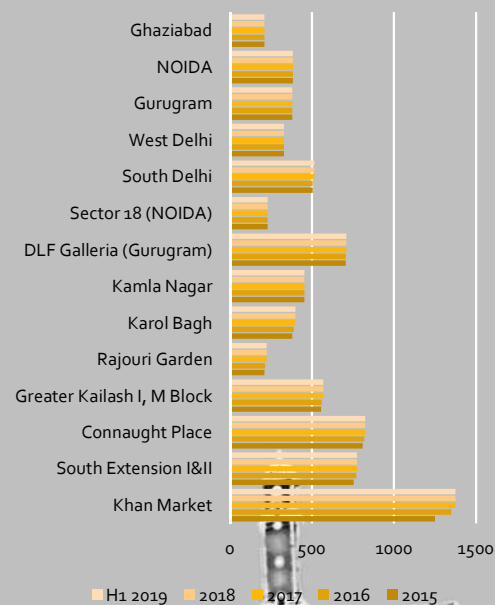
NCR Delhi retail market witnessed sustained demand owing to entry of many global brands in H1, 2019. The total retail space absorption witnessed during the first half of this year is around 0.8 million sq. ft. F&B, fitness and apparel brands like Haldiram's, CultFit, and FBB expanded their retail footprint in main street spaces in Delhi and Gurugram. International retailers like Bath & Body Works, Chanel, Love Moschino, Miniso and Antony Morato continued to expand their retail presence with stores in prominent malls. Retail rentals remained stable across most micro markets with vacancy remaining low at 15%. The region is expected to add supply of around 2.0 million sq. ft by end of 2019.

Malls continue to exhibit high occupancy levels amid an ongoing retailer churn and may see some upward movement in rents for such malls going forward.

Major Deals in NCR Delhi Retail Market - H1 2019

CLIENT	Building Name	Area (SF)	Location	Lease/ Sale
Anytime Fitness	N/A	3000	South Ex, New Delhi	Lease
Taneira	N/A	8000	South Ex, New Delhi	Lease
Kalyan Jewellers	N/A	10000	South Ex, New Delhi	Lease
Zoya	N/A	10000	South Ex, New Delhi	Lease
First Cry	N/A	2000	Paschim Vihar, New Delhi	Lease
Studio Pepperfry	N/A	3000	Punjabi Bagh, New Delhi	Lease
Haldiram	N/A	11000	Malviya Nagar, New Delhi	Lease
Cult	N/A	6000	Aurbindo Marg, New Delhi	Lease
Red Tape	N/A	8000	Ambedkar Road, Ghaziabad	Lease
Woodland	N/A	5000	Ambedkar Road, Ghaziabad	Lease
Cultfit	N/A	4600	Najafgarh Road, New Delhi	Lease
P.C. Jeweller	N/A	10000	Ambedkar Road, Ghaziabad	Lease
Sargam Electronics	N/A	6000	Vikas Marg, New Delhi	Lease
Kalyan Jewellers	N/A	8000	Ambedkar Road, Ghaziabad	Lease

Average Rental Rates in NCR - Delhi in INR / sq.ft/ month



NCR Delhi Industrial and Warehousing Trends

Presence of large consumer and manufacturing base in NCR Delhi continues to be the demand driver in Industrial and warehousing segment in NCR Delhi. Leasing activity remained robust in the NCR, with close to 1.7 million sq. ft. in H1, 2019 of modern warehousing space being leased across the region. Post GST the NCR market recorded a staggering 125% in demand from sectors such as e-commerce, 3PLs, Consumer Durables, FMCG and Manufacturing. Large occupiers like Amazon, Safesexpress and Decathlon to name a few have committed huge spaces.

Major Deals in NCR Delhi Ind. & Warehousing Market - H1 2019

Property	Location	Tenant	Square feet
Warehouse	Sonepat	Grofers	1,75,000
Warehouse	Dasna, Ghaziabad	Udaan.com	1,00,000
Warehouse	Mundka, Delhi	Udaan.com	50,000
Warehouse	Mundka, Delhi	Hier	55,000
Warehouse	Tikri, Delhi	Adani Wilmar	35,000
Warehouse	Tauru Road, Gurgaon	Geodis Logistics	75,000
Warehouse	Tauru Road, Gurgaon	Apollo Tyres	1,00,000
Warehouse	Tauru Road, Gurgaon	Contact Logistics	1,00,000
Warehouse	Tauru Road, Gurgaon	Apollo Fiege	1,35,000
Warehouse	Taj Nagar, Gurgaon	Dynamic Solution	1,00,000
Warehouse	Mundka, Delhi	YCH Logistics	45,000
Warehouse	Dadri Road, Ghaziabad	20cubes Logistics	31,000

Major Deals in NCR Delhi Ind. & Warehousing Market - H1 2019

Industrial and warehousing Submarkets	Land rates in INR Mn/acre	Industrial Rents INR/sft/m	Warehousing Rents INR/sft/m
Mundka	20 -60	20 -30	15 - 30
Alipur	25-50	18-25	13 - 20
Near Airport/ Dwarka	50 -100		20 - 30
Okhla / Mohan			
Cooperative		30 -100	30 - 50
NOIDA	390 - 395	35 - 40	16 - 30
Greater Noida	38-40	15-22	16-26
Faridabad		18-25	18 - 20
Gurgaon(Pataudi - Bilaspur)		18-22	10 - 18
Hasangarh			10 - 13
Kundali/Sonepat/ Barota			11 - 20
Palwal		15-20	13 -15
Ballabhgarh		16-18	20 - 22
Bhiwadi	35-40	15-17	15-17
Khushkhera	22-25	14-15	14-15
Neemrana	39-42	14-16	14-16

Bengaluru



Commercial



Retail



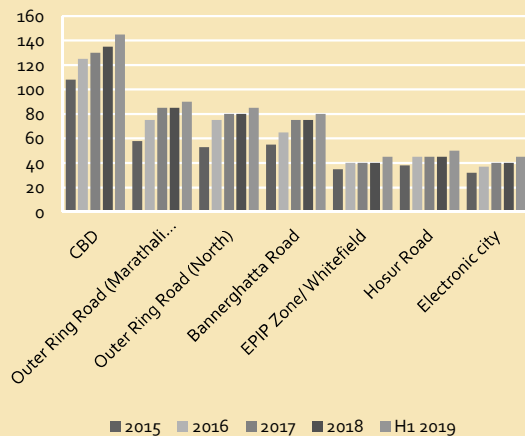
Ind.& Warehousing

Bengaluru Commercial Real Estate Trends

Bengaluru continues to be frontrunner in terms of commercial leasing in India. Around 8.75 million sq. ft of office space was absorbed during H1, 2019. Vacancy rates continue to be lower 5% - 7% across all submarkets even as the new supply of 4.8 million sf was added to the market. IT – BSF continues to be demand drivers. Coworking space demand is also witnessing growth Outer Ring Road continued to account for a major share in the total leasing volume accounting for 50%, followed by SBD (20%). CBD (10%) and other micro-markets (30%).

Rental growth continues and was headlined by Suburban East, CBD and Peripheral East sub-markets. Average rents for older buildings in major office parks in Suburban East have risen by over 10% during H1 2019 due to sustained demand. Co-working format is expected to create demand for another 4.0 million sq.ft of space in 2019. About 50% of the upcoming supply over the next three quarters is either pre-leased or in advanced stages of negotiations suggesting a continuation of ultra-tight vacancies and steep rental growth scenario.

Bengaluru Commercial Market Rental Trends in INR/sft/month



Major Deals in Bengaluru Commercial Market - H1 2019

CLIENT	Building Name	Area (SF)	Location	Lease/ Sale
Samsung R&D	Bagmane WTC	400000	ORR	Lease
Reliance Jio	Avana	301000	ORR	Lease
Smartworks	Global technology park	300000	ORR	Lease
Boeing	RMZ Azure	150000	Hebbal	Lease
Nestavera	Vasvani centropolis	60000	CBD	Lease
Clayworks -	Vasvani centropolis	20000	CBD	BTS
Global Data Tech	Standalone Bldg	10000	Koramangala	Lease
Thrive Coworking	Standalone Bldg	14000	Koramangala	Lease

* ORR – Outer Ring Road

Bengaluru Retail Real Estate Trends

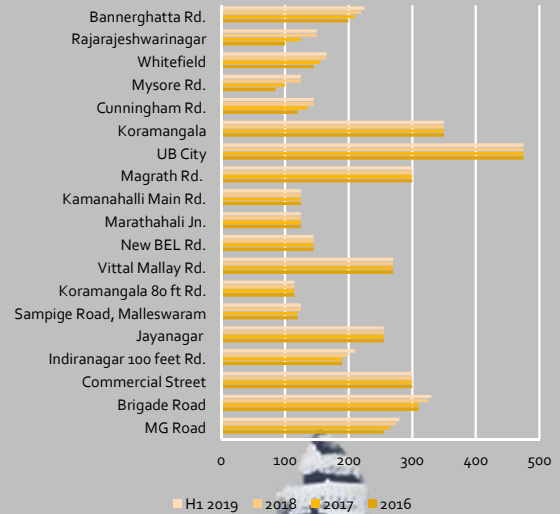
Bengaluru retail segment saw witnessed several prominent domestic and international brands entering preferred micro markets particularly Brigade Road, Indira Nagar, MG Road, HSR Layout and Koramangala and Sarjapur Road in H1 2019. Bengaluru saw international brands such as Latt Liv and Mumuso opening their stores while Vero Moda, H&M, Forever 21 and Decathlon expanded their footprint in the city. Main streets accounted for nearly 65% of the leasing share during H1 2019. Fashion & Apparel and F&B segments continue to dominate with about 2/3rd share of the overall leasing activity.

Bengaluru added around 2 million sq.ft of retail space in H1 2019. But due to sustained demand the vacancy have remained low at 8-9% levels by the beginning of 2019. Rentals have seen appreciation of 3% - 5% Y-o-Y due to tight vacancy levels particularly in High Street locations.

Major Deals in Bengaluru Retail Market - H1 2019

Property	Location	Tenant	Square feet	Lease/Sale
Ratana Complex	CBD	Tonique	15,000	Lease
Standalone Building	Sarjapur Road	Brand factory	12,000	Lease

Average Rental Rates in Bengaluru in INR / sq.ft/month



Bengaluru Industrial and Warehousing Trends

Bengaluru has become one of the major warehousing markets in the country due to presence of e-commerce and e-retailer players. The market saw absorption of around 1.8 million sft in H1, 2019. The key manufacturing and warehousing hubs are National Highway (NH)-4, Nelamangala - Dabaspete, and Hoskote - Narsapura.

Manufacturing sector is the biggest demand drivers in warehousing segment. The warehousing transaction volume registered a strong growth of 80% driven by third party logistics, engineering, e-commerce and consumer durables sectors. Rentals in most of the micro-markets are seeing appreciation due to robust demand and will continue its sustained performance.

Major Deals in Bengaluru Ind. & Warehousing Market - H1 2019

Property	Location	Tenant	Square feet
VCNR	Nelamangala	Reliance	202000
RKV Develpoers	Attibele	DHL	250000
Standalone buliding	Nelamangala	Nature's Basket	150000

Bengaluru Industrial and Warehousing Rentals in INR/sft/month

Submarkets	Industrial	Warehousing
Narsapura	16 - 18	15 - 20
Bommasandra	25 - 30	23 - 28
Bidadi IDA	18 - 25	17 - 25
Dabaspet	17 - 22	17 - 22
Anekal - Attibele Road	15 - 20	18 - 22
Peenya IDA	25 - 35	20-30
Hosur Rd.	23 - 35	18-26
Whitefield	25 - 35	20-25
Nelamangala	15 -22	18 -25

Chennai



Commercial



Retail



Ind.& Warehousing

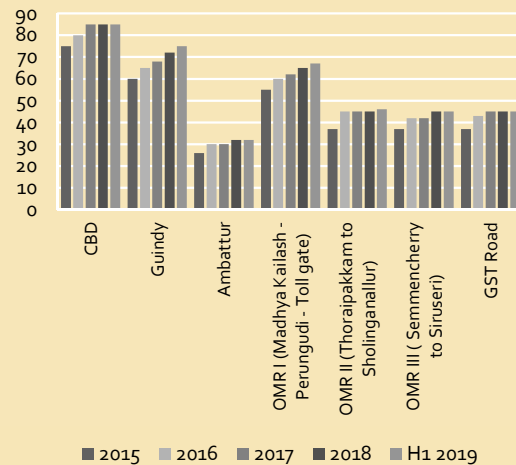


Chennai Commercial Real Estate Trends

Chennai Commercial Markets witnessed a total transaction of approx. 1.2 million sft of Grade A office space in H1 2019 indicating a total revival of commercial office space demand. Vacancy levels continue to remain in single digits across the core office markets due to high demand. Pre-leasing activity was up 15% y-o-y with the momentum driven by upcoming SEZ developments in the suburban south and peripheral south-west markets. The IT/ITeS sector (50%) continues to be the largest consumer in the Chennai office space market despite the manufacturing and other service sectors gaining share in recent times. Co-working space has emerged as new demand segment with 15% growth Y-o-Y.

Market witnessed around 0.5 million sft of supply. Sustained leasing activities have kept rentals stable in most micro markets. Few pockets such as OMR, CBD and Off – CBD areas have seen rental appreciation in H1, 2019 by 3% - 8%.

Average Rental Rates in Chennai
in INR / sq.ft/ month



Major Deals in Chennai Commercial Market - H1 2019

CLIENT	Building Name	Area (SF)	Location	Lease/ Sale
Workafella	Highstreet IT Park	142,000	CBD	Lease
CoWorks	Arihant Technopolis	120,000	Suburban south	Lease
IDP	DLF	41,000	South west	Lease
Southern Global Services	Gateway Office Park	140,000	GST	Lease
CoWorks	Sterling Technopolis	93,000	OMR	Lease
SmartWorks	Kochar Globe	80,250	Guindy	Lease

Chennai Retail Real Estate Trends

Chennai Retail market has seen significant demand in high street in H1, 2019. The Main streets of Anna Nagar and Pondy Bazar continue to remain attractive for retailers, witnessing an increase in space take-up from domestic retailers. Chennai added around 0.7 million sq. ft of retail space in H1 2019. Retail real estate has seen a return of investor interest. Chennai witnessed robust retail space leasing from F&B, Health and Fitness segments. Key deals saw the entry of international brands such as American Eagle at Phoenix Mall and Patissez at Palladium Mall. Other prominent brands that expanded their retail footprint in Chennai included Marks and Spencer's, Forever new, Mia, Archies, Miniso and Lacoste at VR Mall and Fila at Phoenix Mall. Strong demand and supply resulted in steady rents with few high street pockets seeing appreciation due to sustained demand

Major Deals in Chennai Retail Market - H1 2019

Property	Location	Tenant	Square feet	Lease/ Sale
Standalone	Medavakkam	FBB	20,000	Lease
Standalone	Perungudi	Tata Croma	15,000	Lease
Standalone	Ambattur	Pantaloons	12,000	Lease
Standalone	ECR	Heads up for tails	1,650	Lease
Standalone	Taylors Road, Kilpauk	HNS Hotels	1,500	Lease
Standalone	Poonamallee High Road	Mohan Diabetes	2,634	Lease
Standalone	T. Nagar	Tea villa	3,200	Lease

Chennai Rental Trends in INR/sft/month	2015	2016	2017	2018	H1 2019
Nungambakkam High Road	150	150 - 175	150 - 180	150 - 180	150 - 185
KNK Road	210	210 - 220	210 - 230	200 - 220	200 - 220
Cathedral Road - RK Salai	135	135 - 150	135 - 150	137 - 150	137 - 155
Usman Road - South	130	130	130	130	130
Usman Road - North	140	140	140	140	140
Adyar Main Road	100 - 125	110 - 125	115 - 130	120 - 135	125 - 135
Anna Nagar 2nd Avenue	130 - 175	130 - 185	130 - 185	140 - 190	150 - 200
Purusawakam High Road	120	120	120	120	120
Pondy Bazar	160	160 - 185	160 - 200	160 - 200	160 - 200
Velachery	130	130	130	131	132
Chennai - CBD I (Mall)	230	230 - 260	230 - 275	230 - 275	235 - 280
Chennai - CBD II (Mall)	300	250 - 300	250 - 325	250 - 325	255 - 330
Chennai - Western (Mall)	200	180 - 200	180 - 200	180 - 200	185 - 210
Chennai - South (Mall)	220	200 - 230	200 - 230	200 - 230	205 - 235

Chennai Industrial and Warehousing Trends

Chennai warehousing market has evolved in four arterial highways that branch out from the centre of Chennai towards the west such as the Grand Southern Trunk Road (GST Road/ NH 32), Poonamallee High Road (Bengaluru highway), Chennai Thiruvallur Road (MTH Road) and the GNT Road (Kolkata highway, NH 16) toward the north. Chennai industrial and Warehousing market saw growth of 25% YoY in demand for space.

Leading occupiers leasing space are e-Commerce, engineering and manufacturing, and 3PL companies. Leasing activity was largely concentrated across projects such as Indospace and Kailash Logistics. Rentals in most of the micro - markets remained stable during H1, 2018. NH - 5 (Red Hills - Gummidipoondi), Tada and Sriperumbudur - Tiruvallur stretch remained the most vibrant industrial and warehousing market seeing an appreciation of 15% - 12% year on year.

Major Deals in Chennai Ind. & Warehousing Market - H1 2019

Property	Location	Tenant	Square feet
Warehouse	Saidapet	NPT OFFSET	5000
Warehouse	Maraimalai Nagar	Super Packs	25,292

Chennai Industrial and Warehousing Rentals in INR/sft/month

Submarkets	Industrial	Warehousing
NH 4 - Sriperumbudur - Oragadam SIPCOT	21 - 29	25 - 29
Sriperumbudur - Tiruvallur	18 - 20	18 - 22
NH 5 - Gummidipoondi SIPCOT	15 - 18	18 - 20
NH 5 - Red Hills - Gummidipoondi	18 - 22	18 - 22
Ambattur	24 - 26	23 - 25
Poonamallee	25 - 30	
Maraimalai	21 - 25	21 - 25

Hyderabad



Commercial



Retail



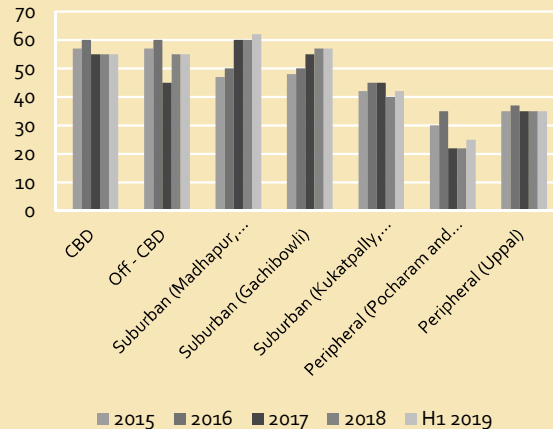
Ind. & Warehousing

Hyderabad Commercial Real Estate Trends

Hyderabad continues to be one of the most vibrant commercial markets in India witnessing space absorption of approx. 3.0 million sq. ft of commercial Grade A office in H1, 2019. Most of the upcoming supply are already pre-committed by major players. Approx. 7.0 million sft of space, equivalent to 70% of the upcoming supply until end of 2019 are pre-leased. Commercial Hubs such as Hitech City, Madhapur, Gachibowli, Kondapur and Financial district continues to be the preferred location for investors. Overall occupier demand has more than doubled on a y-o-y basis, reflecting the prevailing healthy market conditions.

Hyderabad added around 2.5 million sft of commercial Grade A office in H1, 2019. Rent have seen appreciation of 10% – 12% due to high demand. The vacancy rates across major micro – markets remain low at 4% - 8% due to supply crunch and high demand.

Hyderabad Commercial Market Rental Trends in INR/sft/month



Major Deals in Hyderabad Commercial Market - H1 2019

CLIENT	Building Name	Area (SF)	Location	Lease/ Sale
Arcesum India Pvt Ltd	iLabs Centre	29000	Hitec City	Lease
Syntizen Technologies	Jubilee Hills Road No 45	18000	Jubilee Hills	Lease
DMC Infra	Standalone Building	12000	Hitec City	Lease
Regal Global Technologies	Purva Summit- Smart Works	200 seats	Hitec City	Lease
Hive Space	Babylon	65000	Kondapur	Lease
Intel	Salarpuria Sattva Knowledge City	316153	Hitec City	Lease
Wework	Harmani Towers	247181	Gachibowli	Lease
Thomson reuters	Raheja Mindspace, Building#9	35000	Hitec City	Lease
AWFIS	Sreshta Marvel	35800	Gachibowli	Lease
Oyo	Sreshta Marvel	35600	Gachibowli	Lease
Innov8	Sreshta Marvel	35600	Gachibowli	Lease
IHS Markit	Purva Summit- Smart Works	465 Seats	Hitec City	Lease
L & T Infotech	RMZ- Sky View	110000	Hitec City	Lease
Xperia	Cyber Pearl	17600	Hitec City	Lease
Global Data	Jyothi Pinnacle	180000	Kondapur	Lease
Global Logic Technologies	DLF	40000	Gachibowli	Lease
Wework	Rajapushpa Summit	300000	Financial District	Lease
OTIS	Salarpuria Sattva Knowledge City	60000	Hitec City	Lease
Value Momentum	Divyasree Orion	55000	Raidurg	Lease
D. E.Shaw India Pvt Ltd	Phoenix Lithop	50000	Jubilee Hills	Lease
Anza Medicode India Pvt Ltd	Trendz Metro	22000	Madhapur	Lease
Net Enrich INC	Simply Works - Jyothi Pinnacle	40000	Kondapur	Lease
Stofa Hospitality Services	Vasista Infra Building	40000	Kothaguda	Lease
Kapston Facilities Management Ltd	Ashwin Vasgi Building	21000	Kavuri Hills	Lease

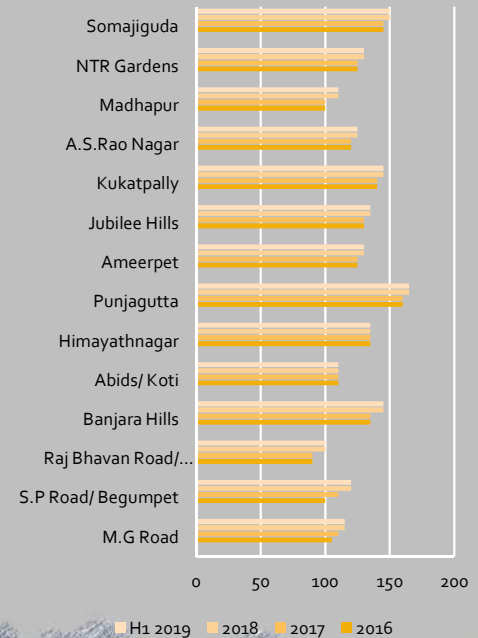
Hyderabad Retail Real Estate Trends

Hyderabad main street continue to perform well with high demand from Fashion & Apparel, F&B with more than half of the leasing share during H1 2019. Brands such as Fila, Kompanero, Da Milano, Rare Rabbit, Tarun Tahiliani etc. have opened stores recently. Vacancy level is below 6% due to high demand and is expected to ease out with supply of around 1.0 million sq. ft by end of 2019. Retail mall space in Hyderabad is largely concentrated in the Western quadrant and so are the brands that are chasing high-spending customers. Due to the healthy leasing activities witnessed in the main streets of Banjara Hills Road No.2, Gachibowli and Himayathnagar submarkets, rents have increased between 9% to 18% during H1 2019.

Major Deals in Hyderabad Retail Market - H1 2019

Property	Location	Tenant	Square feet	Lease/ Sale
Individual	Banjara Hills Rd 12	Ducarti	3000 Sft	Lease
Individual	Kukatpally Y Junc	Max Fashion	5000 Sft	Lease
Individual	Hitex	Ratnadeep	4500 Sft	Lease
Individual	Banjara Hills Rd 12	ETHIOS	5000 Sft	Lease
Individual	Kukatpally	UNLIMITED	10000 Sft	Lease
Individual	Kukatpally	Royal Oak	10000 Sft	Lease
Individual	Rajbhavan Road	Reliance Women	1000 Sft	Lease
Individual	Attapur	Kaira	1200 Sft	Lease
Individual	Banjara Hills Rd 2	Rolex	600 Sft	Lease
Individual	Banjara Hills Rd 2	Morris Garages	5000 Sft	Lease
Individual	Filmnagar	JAWA	3000 Sft	Lease
Individual	Kukatpally	JAWA	3000 Sft	Lease
Individual	Journalist Colony	BMW Bikes	3000 Sft	Lease
Individual	Madhapur	Audi	12000 Sft	Lease
Individual	Jubilee Hills Rd 36	Mochi	2700 Sft	Lease
Individual	Jubilee Hills Rd 36	Cult Fit Fitness	4000 Sft	Lease

Average Rental Rates in INR / sq.ft/ month



Hyderabad Industrial and Warehousing Trends

The Hyderabad Ind. & Warehousing market witnessed strong increase in leasing activity in H1. 2019, driven by small to medium sized space take-up by 3PL, FMCG, e-Commerce and pharmaceutical companies. Majority of the leasing activity was concentrated across independent warehouses.

Locations within the Outer Ring Road such as the Jeedimetla Industrial Area and Medchal are instrumental in the development of an organised warehousing clusters. Shamshabad has emerged as a preferred e-commerce destination due to proximity to airport. The Medchal area saw appreciation of rentals due to steady demand and sustained leasing activities. Industrial and warehousing demand will continue to grow in along major industrial and warehousing corridors of Hyderabad in 2017 particularly in Medchal, Shamshabad and Kothur areas

Hyderabad Industrial and Warehousing Rentals in INR/sft/month

Submarkets	Industrial	Warehousing
Jeedimetla	15 - 18	15 - 18
Gunda-Pochampally	12 - 14	12 - 14
Kandlakoya	10 - 13	10 - 15
Kompally	15 - 20	15 - 20
Bowrampet	12 - 15	12 - 15
Gajularamaram	10 - 12	10 - 12
Medchal	18 - 22	18 - 25
Turkapally	11 - 14	11 - 14
Dandupally	12 - 14	12 - 14

Kolkata



Commercial



Retail



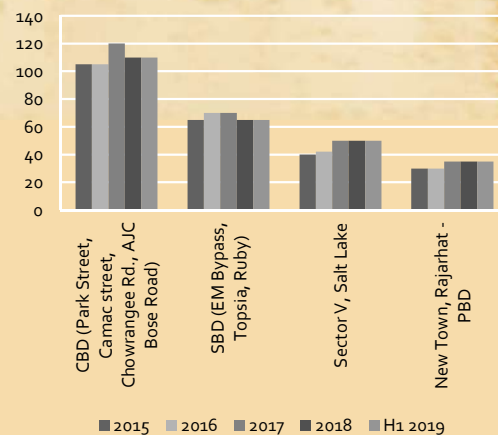
Land & Warehousing

Kolkata Commercial Real Estate Trends

Kolkata recorded healthy Y-o-Y growth of 180% in the first six months ending June 2019 driven by demand from IT/ITeS sector. The sector had a share of 60% of the overall leasing activity. Banking, financial services and insurance sector has share of 35% of the total space transacted in the city during the period. The transaction during the H1 2019 period was 0.63 million sq. ft. Salt Lake submarket constituted an overwhelming majority (85%) of the leasing recording two large transactions above 100,000 sf during H1 2019.

New supply of 743,000 sf was added to the Salt Lake submarket. Overall vacancy increased to 35%. Quoted rents were largely unchanged, as the market continues to remain favourable for occupiers with adequate availability of Grade Kolkata commercial rentals saw correction in the range of 2 to 5%. Around 1 million sq.ft of space is expected to be added to commercial market by end of 2019.

Kolkata Commercial Market Rental Trends in INR/sft/month



Major Deals in Kolkata Commercial Market - H1 2019

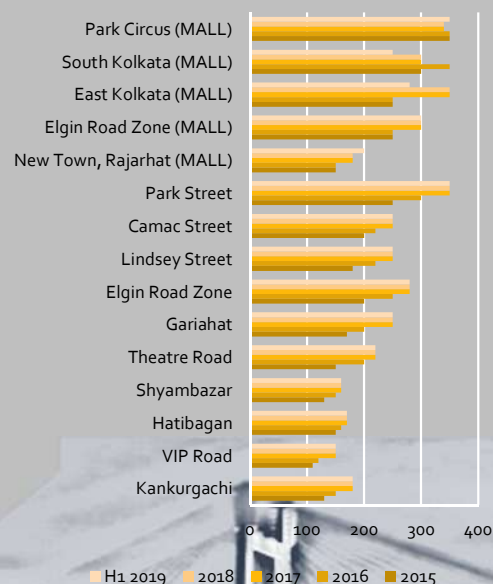
Property	Location	Client	Area in Sft	Lease / Outright
Infinity Magnacon	Sec V	Bandhan Bank	175000	Lease
Infinity Magnacon	Sec V	PWC India	112000	Lease
Godrej Genesis	Sec V	PWC India	78000	Lease
Infinity Magnacon	Sec V	Individual	55000	Outright
Candor Techspace	Rajarhat	Capgemini	45000	Lease
Goldenpark Hotel	CBD, Hochi monn sarani	Oyo	30000	Lease
Eco Space	Rajarhat	AWFIS	29000	Lease
Media city	Sec V	Decathlon	25000	Lease
Eco Centre	Sec V	Mitsui OSK Lines	16000	Lease
Jasmine Tower	Shakespeare Sarani	Bhusan Steel / Tata	15000	Lease
Acropolis	Sec V	Roche Diagnostics	6700	Lease

Kolkata Retail Real Estate Trends

Kolkata Retail Market remained stable in terms of Leasing activity in H1 2019. New Supply of around 0.5 million sqft is expected to be added to Kolkata Retail Market by end of 2019-20. As per as absorption is concerned, approx. 0.25 million sqft of retail space was absorbed in first half of 2019. Mall vacancy remained low at 7% due to healthy demand but limited supply.

Croma is very aggressively entering into Kolkata & its outskirts market as national electronic chain with its first operational store on Sarat Bose Road. Kolkata has seen International true Italian Leather Brand TOD's and London based toy chain HAMLEYS in Quest Mall during this phase. Kolkata based RP-SG Group has acquired Mumbai based Nature's Basket (upmarket food only retailer) from Godrej Group for 300 Crores. In general, most of the anchors and sub anchors are having decent expansion plan within & outskirts of the city for 2019-20. Expecting a decent year for the retail market in Kolkata

Average Retail Rental Rates in Kolkata in INR / sq.ft



Major Deals in Kolkata Retail Market - H1 2019

Property	Location	Tenant	Square feet	Lease/ Sale
Stand Alone	Salt Lake	Croma	10000	Lease
Stand Alone	Barasat	Croma	12000	Lease
Stand Alone	Newtown	Croma	10000	Lease
Axis Mall	Newtown	Godrej Interio	5000	Outright
Merlin Maximus	Sodepur	Godrej Interio	5000	Lease
Stand Alone	Salt Lake	Hyundai	6000	Lease
Standalone	Barackpore	Max	12000	Lease

Kolkata Land and Warehousing Trends

The Land Market has been robust as there have been high demand in the city for land for self use as well as for Project Development. In H1 2019, the land market saw some major deals happening in Kolkata both for self use and development. Joint Venture has been the preferred model for Development. Industrial and warehousing market also witnessed absorption of around 2 million sq.ft. The rental saw an appreciation of 5% - 10% in most micro markets due to increased demand from warehousing developers/ landlords. The micro market of Dhulagarh, Sankrail and Uluberia along NH-6 witnessed close to 60% of overall transaction activity. Domestic companies from the electronics, 3PL, e-Commerce and media sectors were the major occupiers of space.

Kolkata Land and Warehousing

Submarkets	Land Rates in Cr/ acre	Warehousing in INR/ sq.ft/month
Dankuni – Delhi Road	2.4 Cr – 6 Cr	18 – 25
Dhulagarh – Bombay Road	1.8 Cr – 4.8 Cr	17-24
Taratata – Maheshtala	4.8 Cr – 7.2Cr	17 – 25
Madhyamgram, Barasat	1.8 Cr – 3 Cr	14-22
B T Road	4.8 cr -7.2 cr	22-28

Major Deals in Kolkata Land & Warehousing Market - H1 2019

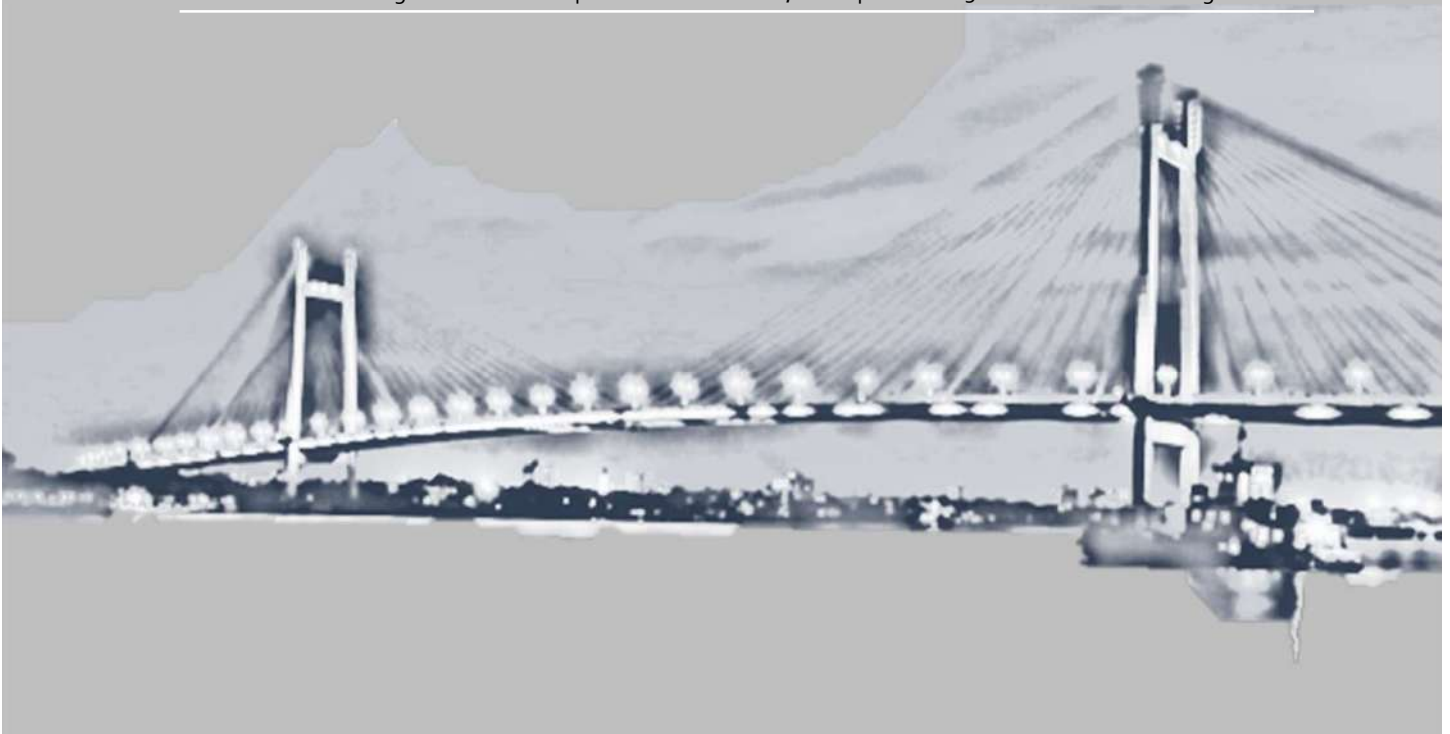
Property	Location	Tenant	Square feet	Lease / Sale
Srijan Logistic park	NH6	Chloride Power System and Solutions	12500	Lease
Apeejay Warehouse	Hide Road	Hive Loop Logistics	27000	Lease
Sankrail Industrial Park	NH6	Hive Loop Logistics	60000	Lease
Aarjaav Industrial Park	Dankuni	Amazon	70000	Lease
Sankrail Industrial Park	NH6	Max	60000	Lease
Apeejay Warehouse	Hide Road	Nerolac	17000	Lease
Sankrail Industrial Park	NH6	Spot on Logistics	50000	Lease
Sankrail Industrial Park	NH6	VIP	130000	Lease
Shyam Business Park	NH2	Mahindra Logistic	80000	Lease
Amta Industrial Park	NH6 Ranihati	Volvo	80000	Lease

Kolkata Land Deals

Significant Sale / JV Transactions in Land H1 2019			
Client	Location	Acre	Type
Sugam Group	Convent Road	1.65	Part JV & Part Outright
Sugam Group	Hungerford Street	0.66	JV
Ambuja Group	Bata Nagar	30	DM
Oswal Group	Chitpur	5	JV
Merlin Group	Esplanade	1.5	JV
Isha - Multicon Group	Belvedere Road	0.66	JV
Individual	Alipore Road	0.15	Outright

Kolkata investment deals

Significant Transactions in Investments H1 2019				
Property	Location	Tenant	Sft	Lease / Sale
Godrej Genesis	Sec V	PWC	27000	Lease / Outright
Godrej Genesis	Sec V	PWC	27000	Lease / Outright
Godrej Genesis	Sec V	Vacant	25000	Outright
Individual building	New Alipore	ICICI Bank, Boutique	5000	Outright



Pune



Commercial



Retail



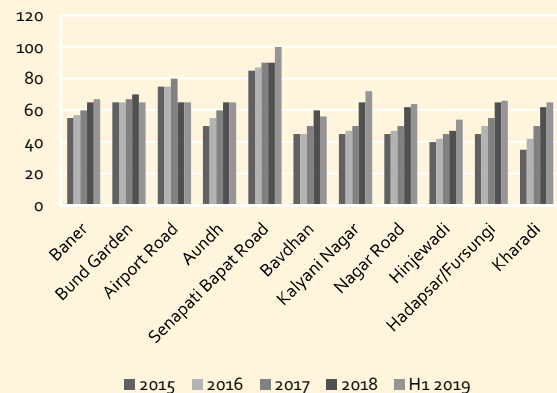
Ind. & Warehousing

Pune Commercial Real Estate Trends

Pune commercial real estate continued to gain positive momentum in H1, 2019 witnessing total transaction of approx. 0.8 million sq. ft. majority of these leasing concentrated in SBD East & SBD West submarkets (65% of the total leasing activity). IT-BPM led with a 50% share of leasing activity, followed by flex space operators who accounted for a 20% share. The market supply saw pre-commitment of around 3.5 million sq. ft. Around 11 million sft of new supply is expected to come up in next 3 years.

The vacancy rate remained low at 20% due to non-availability of Grade A office in most micro-markets. Most micro markets saw appreciation by 7% - 8%. The key micro markets contributing to the increase in rents were Hadapsar, Fursungi, Kharadi and Senapati Bapat Road.

Pune Commercial Market Rental Trends in INR/sft/month



Major Deals in Pune Commercial Market - H1 2019

CLIENT	Location	Area (SF)	Lease / Sale
L&T	Hinjewadi	83,197	Lease
Indiqube	Baner	66,000	Lease
Yash Technologies	Magarpatta	44,000	Lease
Varian Medical System	Magarpatta	44,000	Lease
Fideltech	Kalyani Nagar	170 Seats	Lease(Co-working space)
XDBS	Swargate	7,000	Lease
Icertis	Yerwada	66,000	Lease
Nutanix	Balewadi	45,000	Lease
SE2	Bund Garden	35,101	Lease
Upcurve India	Kharadi	35,000	Lease
Nice	Hinjewadi	28,000	Lease
GTT Communication	Yerwada	12,500	Lease
Transparency Market Research	Baner Highway	12,500	Lease
Burckhardt compression	Yerwada	12,500	Lease
Procurrent IT India	SB Road	8,000	Lease
Urban Clap	Baner	6,349	Lease
American Express	SB Road	5,722	Lease
Plex Systems Pvt Ltd	SB Road	5,722	Lease
Terex India Pvt Ltd	SB Road	5,722	Lease
Biotechne	SB Road	3,092	Lease

Pune Retail Real Estate Trends

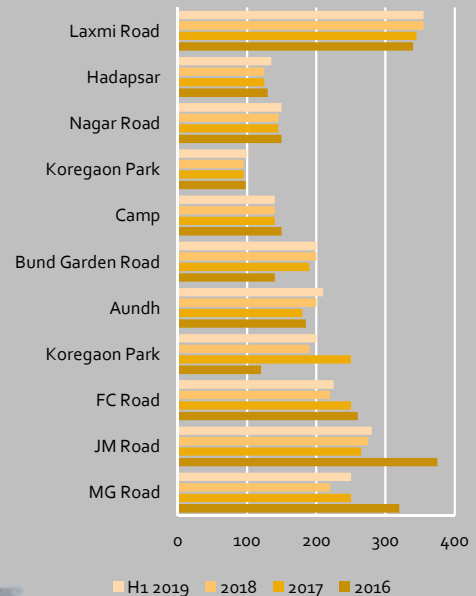
Pune retail market continued its healthy performance H1 2019 with leasing of around 0.4 million sq. ft of space. Due to high demand and availability of limited space, existing malls saw greater quantum of leasing activity. Prominent activity by lifestyle & F&B segments was seen on the high streets of Aundh & Pimpri-Chinchwad. Reliance Trends, Westside, & Reliance Smart signed large spaces on the high streets of PCMC. Febindia signed 11,500 sf & Utsa signed 3,000 sf on the high street of Aundh.

Vacancy levels in malls are expected to remain tight in 2019 due to limited upcoming supply. Three malls are in different stages of construction and are expected to come up in 2020. Overall average rental remained stable across markets with few pockets such as Bund Garden Road, MG Road, FC Road, Aundh which saw appreciation in rentals due to high demand.

Major Deals in Pune Retail Market - H1 2019

Tenant	Location	Square feet	Lease/ Sale
Pegsnpipes	Pimpri	15,000	Lease
Be Hive	Wakad	10,000	Lease
Tatva	Thergaon Wakad Road	10,000	Lease
Oblique Kitchen	Kothrud	7,000	Lease
Must	DP Road	2,000	Lease
LekkerChow (South African Cuisine)	Global Business Hub, Kharadi	1,000	Lease
Brand Factory	RTO Road	32,000	Lease
Fab India	Aundh	10,000	Lease
Urban Ladder	Hadapsar	4,000	Lease
German Baker Wunderbar	Paud Road	2,000	Lease

Average Retail Rental Rates in Pune in INR / sq.ft/month



Pune Industrial and Warehousing Trends

Pune continued to be one of the best performing warehousing markets in India with total transaction of 0.8 million sq. ft H1 2019. Pune Ind. & warehousing markets are driven by engineering and manufacturing sector companies and 3PL operators. Investment activity by High Net-worth Individuals (HNIs) and domestic companies for industrially zoned land parcels also witnessed growth across locations such as Chakan, Sanaswadi and Hinjewadi. Rental values continued to remain stable across micro-markets. The large consumer and manufacturing base and affordable prices have helped Pune become a major warehousing location.

Major Deals in Pune Ind. & Warehousing Market - H1 2019

Property	Location	Square Feet	Lease/ sale
BMW India	Chakan	2,50,000	BTS WH lease
Rolls Royce	Chakan	1,90,000	BTS Industrial lease
Jabil Circuit	Ranjangaon	70,000	Industrial lease
Emerson India	Chakan	7,500	Industrial lease
Sandvik Asia	Chakan	2,00,000	BTS Industrial Lease
First Cry	Chakan	2,50,000	BTS WH Lease
Thyssenkrupp	Chakan	1,20,000	BTS Industrial Lease
Big Basket	Chakan	1,00,000	WH Lease
KSH Infra & Synergy Spaces LLP	Chakan	49.5 acres	JV

Pune Industrial and Warehousing Trends

Industrial and warehousing Submarkets	Land rates in INR Cr/acre	Industrial & Warehouse Rentals in INR/ sq.ft /month
Telegaon	1.8-2.2	20 -22
Chakan	1.8 -2.5	24 -30
Pimpri Chinchwad	8-10	25-35
Pirangut	3	18-22
Hinjewadi	6-7	25-35
Lonikand	2	14-20
Sanaswadi	2.5	14-20
Ranjangaon	1.5- 2	18-22
Khed City	1.7	17-26
Shirwal	1.5	12--16
Wagholi	3-5	18-25

Ahmedabad



Commercial



Retail



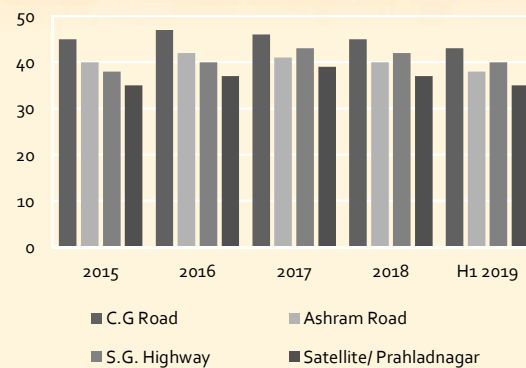
Ind.& Warehousing

Ahmedabad Commercial Real Estate Trends

Ahmedabad saw sluggish commercial space transaction amounting to 0.1 million sq.ft (approx) in H1 2019 due to limited demand. Grade A leasing activity was dominated by IT – BPM, the banking, financial services and insurance (BFSI) sector (50%). The Satellite/Prahladnagar sub-market saw maximum leasing activity contributing 70% of net absorption, followed by the SG Highway sub-market. The market saw around 0.5 million sq.ft of space supply in H1 2019.

Overall vacancy remained high at 43% due to low demand. The steady influx of new supply has led to correction of rentals in most micro-markets. Around 2.5 million sq. ft of commercial space is expected to be added to the existing supply by end of 2019.

Average Commercial Rental Rates in Ahmedabad in INR / sq.ft/month



Major Deals in Ahmedabad Commercial Market - H1 2019

CLIENT	Building Name	Area (SF)	Location	Lease/ Sale
Oyo Rooms	Mauryansh Elanza	Shyamal	6000	Lease
Mobiquity IT Solutions	Privilon	Ambli-Bopal	30000	Lease
Pharmeazy	Indraprasth Business Park	Makarba	25000	Lease
CRISIL	Shapath V	SG Highway	8000	Lease
AWFIS	Vivan Square	Satellite	26000	Lease
Telasia Networks	The First	Vastrapur	6200	Lease
Perfect VIP Solutions	Mondeal Square	SG Highway	6600	Lease
Karnataka Bank R.O	The First	Vastrapur	7800	Lease
Oyo Rooms	Individual (Co-living space)	SG Highway	21000	Lease
Krish	Individual	Mithakali	25000	Lease
Kristar	Individual	Hebatpur	65000	Lease
Mitsubishi Electrical	315	Corporate Road	7000	Lease
Zealous System	315	Corporate Road	5000	Lease
Ratnamani Metal	The First	Vastrapur	33000	Lease
HDFC Life	The First	Vastrapur	10500	Lease

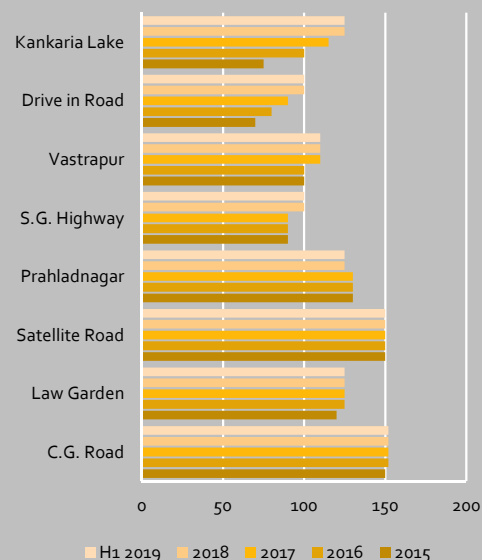
Ahmedabad Retail Real Estate Trends

Retail leasing in Ahmedabad saw some momentum in H1 2019. With limited availability of retail space retailers remained cautious in their expansion plans and developers deferring completions due sluggish demand. Approximately 1.23 msf of mall supply is expected by 2020. Retail leasing on main streets remains more robust compared to malls. The demand was mainly driven by apparel retailers, which continued to strengthen their presence across various locations such as C.G. Road and S.G. Highway. Rentals remained stable in most micro markets.

Major Deals in Ahmedabad Retail Market - H1 2019

Client	Building Name	Location	sq.ft	Lease/Sale
Airtel	Golden Icon	Shyamal Cross Roads	1500	Lease
Liverpool - Factory Outlet	Gala Empire	Drive In Road	7000	Lease
Zaveri & Co.	Stellar	Sindhuhavan	3000	Outright
Cappuccino	Arista	Sindhuhavan	3500	Lease
RV Designer Store	Galaxy bazaar	Vastrapur	4500	Lease
Bollywood Lounge	Third Eye Vision	IIM Road	2500	Lease
Dangee Dums	Shangri-la Arcade	Shyamal Cross Roads	3500	Lease
Indian Terrain	Individual	CG Road	3500	Lease
Miniso	Rudra Complex	CG Road	2000	Lease
Sketcher	Stellar	Sindhuhawan Road	2500	Lease
Swiggy	Sigma	Maninagar	4000	Lease
Havmor	Ratnakar 9 Square	Vastrapur	3000	Lease
Landmark Group	Impressa	Mithakali	30000	Lease
Kia Motors	Shivalik Plaza	IIM Road	5000	Lease
MG Motors	Signature 1	SG Highway	10000	Lease
Jeep	Signature 1	SG Highway	15000	Lease
Reliance	The Capital	Science City	20000	Lease
Fab India & Hacker	142	Ambli	5000	Lease
Lifestyle	Individual	CG Road	20000	Lease

Average Retail Rental Rates in Ahmedabad in INR / sq.ft/month



Ahmedabad Industrial and Warehousing Trends

Ahmedabad has a very strong industrial and manufacturing base. Sanand, Bavla and Changodar along NH 8A have emerged as industrial and warehousing hubs due to saturation of Aslali and Kheda. All major FMCG players have their warehouses in Ahmedabad market. Domestic FMCG and retail companies were the major occupiers of space.

Rental values remained largely stable across micro-markets, with the exception of Aslali which saw appreciation due to sustained demand. Close to 0.2 mn sq. ft of industrial and warehousing space was completed in Ahmedabad market.

Ahmedabad Industrial and Warehousing Rentals in INR/ Sq. ft / Month

Submarkets	Industrial	Warehousing
Sanand	15 -38	13 -17
Changodar	18-40	13-20
Aslali	18-40	16-22
Kheda	15-35	16-22

Major Deals in Ahmedabad Ind. & Warehousing Market - H1 2019

Property	Location	Square Feet	Lease/ sale
Reliance	Changodar	50000	Lease
Taiwan Company	Changodar	35000	Lease
Automobile Company	Changodar	15000	Lease
Agility	Aslali	37000	Lease
Commodity (Private Firm)	Changodar	28000	Lease
E Commerce	Changodar	100000	Lease
Kitchen Express	Changodar	32000	Outright

Major Land Deals in Ahmedabad - H1 2019

Property	Location	Square Yard	Lease/ sale
Shital Infra	Off. Sindhuhawan Road	6200	Outright
Shital Infra	Nr. Iskon Cross Road	5100	Outright
Krish Group	Shela	10000	Outright
Investor	Vasajda	13000	Outright
Investor	Rancharda	6700	Outright
Investor	Shilaj	20000	Outright
JP Iscon	Rancharda	90000	Outright
Ratnakar	Jodhpur	13000	Outright

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CITY ESTATE MANAGEMENT
AHMEDABAD



RAHEJA ASSOCIATES
CHENNAI



SILVERLINE GROUP
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