


**THE NEW GOLD STANDARD
OF INVESTMENT IN INDIA**

BUSINESS CLASS OFFICES SUITES
AT THE COMMERCIAL HEADQUARTERS OF MUMBAI

COMMERCIAL REAL ESTATE THE PREFERRED CHOICE FOR INVESTORS

- Indian real estate **scheduled to grow at 30% over the next decade** with commercial RE being the most attractive for investors.
- **Commercial assets have given better returns** to investors with Grade-A offering up to 9-11% rental yields combined with an average 4-6% capital appreciation.
- Foreign investment in Indian RE at \$5.6 bn in 2016, out of which **40% was invested in commercial RE.**
- Metro cities have accounted for 59.71% of the total commercial space demand with **smaller offices seeing faster absorption.**

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- Unlike residential sector, **commercial real estate is still 25% lower than the peaks** seen in mid-2008, thus offering a great opportunity to invest now.
 - Limited housing launches post RERA has also resulted in **increased attention** for commercial assets.
 - Steady **growth in start-ups** and **growing culture of co-working spaces** have become a major factor in driving demand for commercial real estate.
 - Government initiative of **'Make in India'** has also given a major boost to the sector.

MUMBAI - INDIA'S NO.1 OFFICE SPACE INVESTMENT DESTINATION

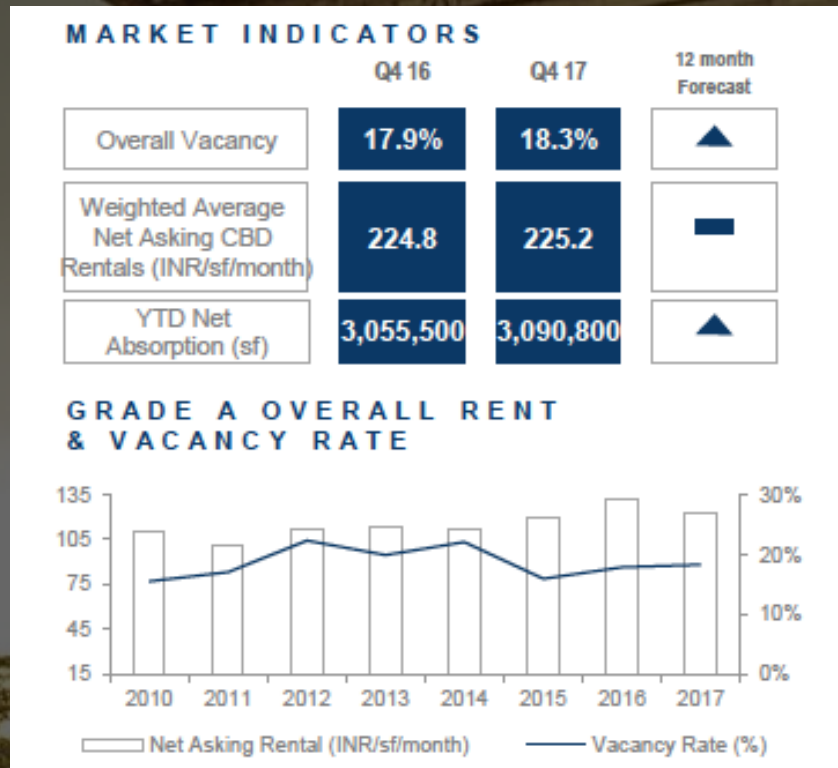
- Mumbai is **India's no.1 office space investment destination**, with companies from all over the world looking to set up their office space in the financial capital.
- Even during global uncertainties, Mumbai RE has consistently proved **long term stability and strong fundamentals**.
- It is the **most sought-after location in India** for growing businesses to set up their headquarters, due to its business friendly ecosystem.
- Due to the presence of **large number of SMEs and high absorption rates**, commercial real estate investment has generated high returns for investors across all price points.

WHY MUMBAI IS BETTER THAN NCR FOR COMMERCIAL RE INVESTMENTS?

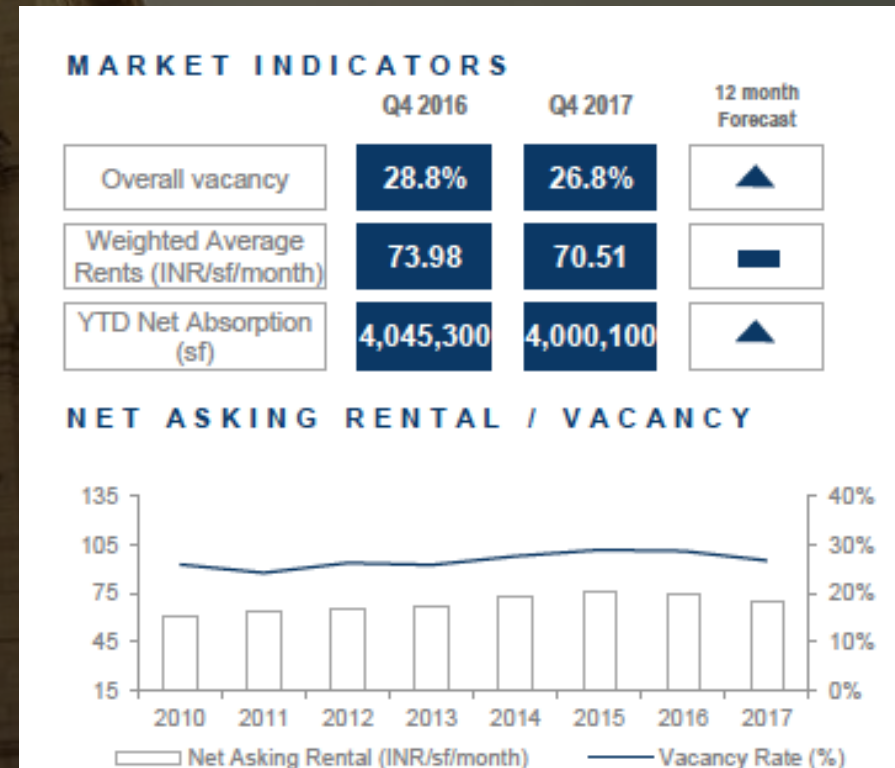
- **Mumbai is ranked 12th** in the list of preferred investment destination in Asia Pacific region for 2018, compared to **Delhi which is ranked at 20th**.
- **Delhi has remained unpopular of investors** due its emphasis still on the residential sector and slow uptake of office spaces with vacancies more than 30%. **Mumbai on the other hand has seen strong absorption**, due to the surge in demand by co-working, manufacturing and service companies.
- Delhi despite being one of the biggest RE markets in India, still remains the **most unstable of all metros** and worst impacted by demonetization, RERA and GST.

Mumbai compared to Delhi, offers higher rents and and lower vacancies in prime properties in good locations.

MUMBAI



NCR



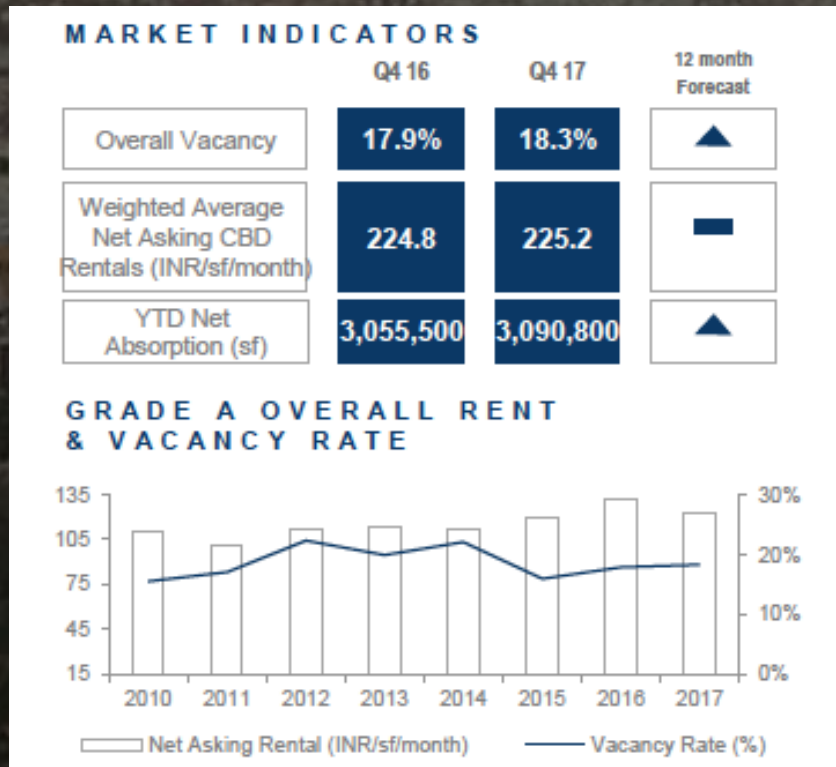
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- Other factors working against investing in NCR Commercial RE are:
 - NCR registered a **negative growth of 11% in 2017**, compared to 2016.
 - Only 4.1mn sq.ft. of new completions hit the NCR market in 2017, a **65% decline** from the peak of 2015.
 - **Share of technology sector has been on a decline** in the past 8 quarters, accounting for a mere 18% in 2017, due to lack of quality supply and macroeconomic changes in the IT sector.

WHY MUMBAI IS BETTER THAN PUNE FOR COMMERCIAL RE INVESTMENTS?

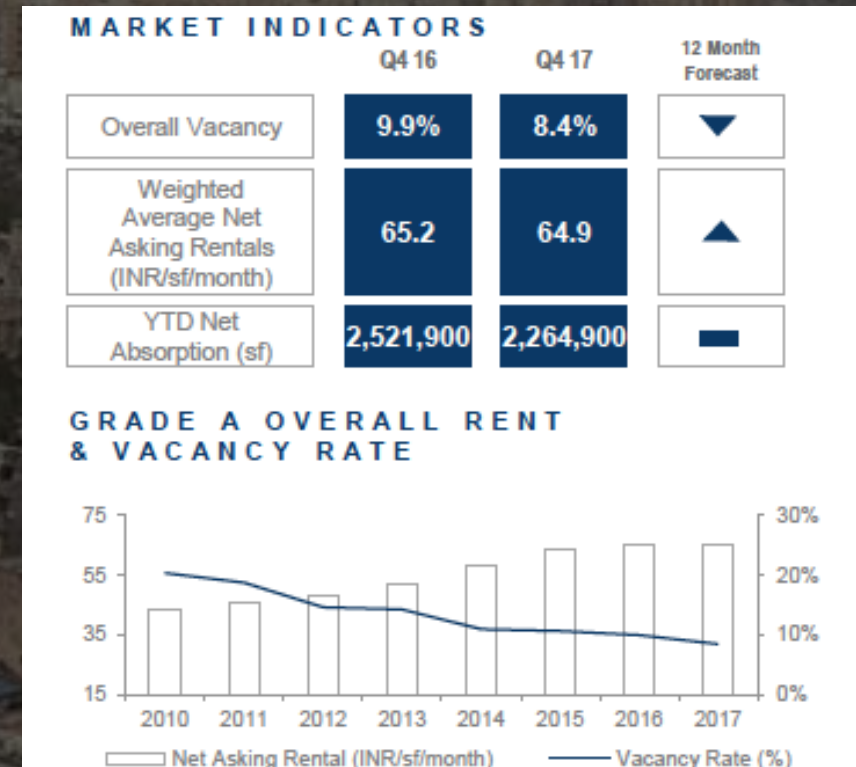
- Mumbai offers a wide range of options for commercial RE investment, unlike Pune where **availability of Grade-A projects has been the biggest challenge** for both investors and companies.
- With vacancy rates as low as 6% in prime commercial areas of Pune, investors and corporates are **pre-committing to space in under-construction or opting for Grade-B properties**.
- **Very limited inventory of new commercial RE is expected** till end of 2019, thus leaving the Pune market with no immediate relief.

Low vacancy rate in Pune can be slightly misleading for investors due to the dearth of quality office spaces in Pune, whereas **Mumbai has a good supply combined with high absorption rates.**

MUMBAI



PUNE

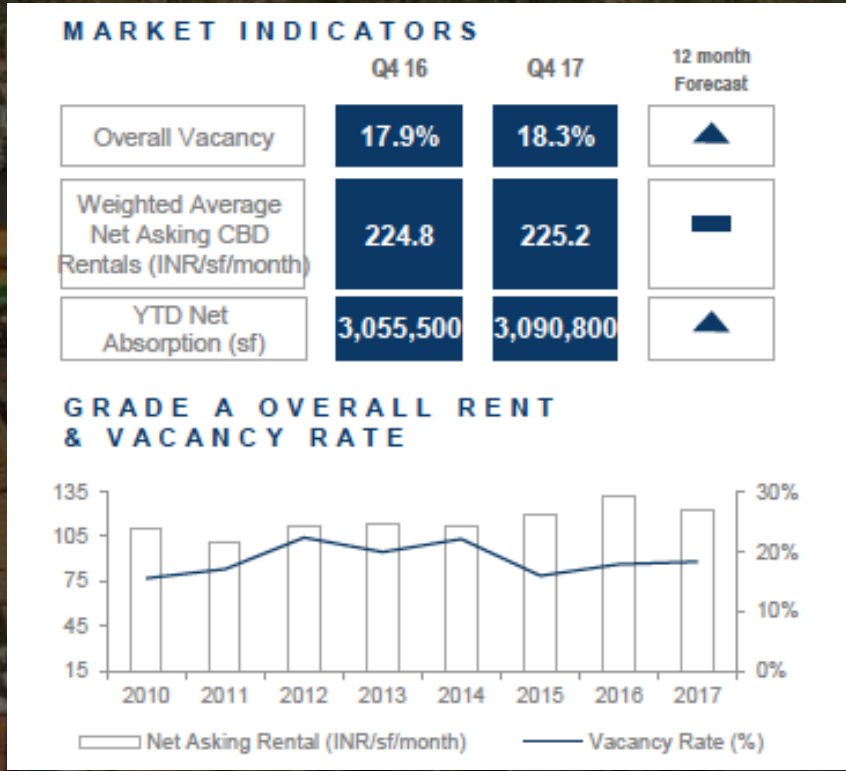


WHY MUMBAI IS BETTER THAN AHMEDABAD FOR COMMERCIAL RE INVESTMENTS?

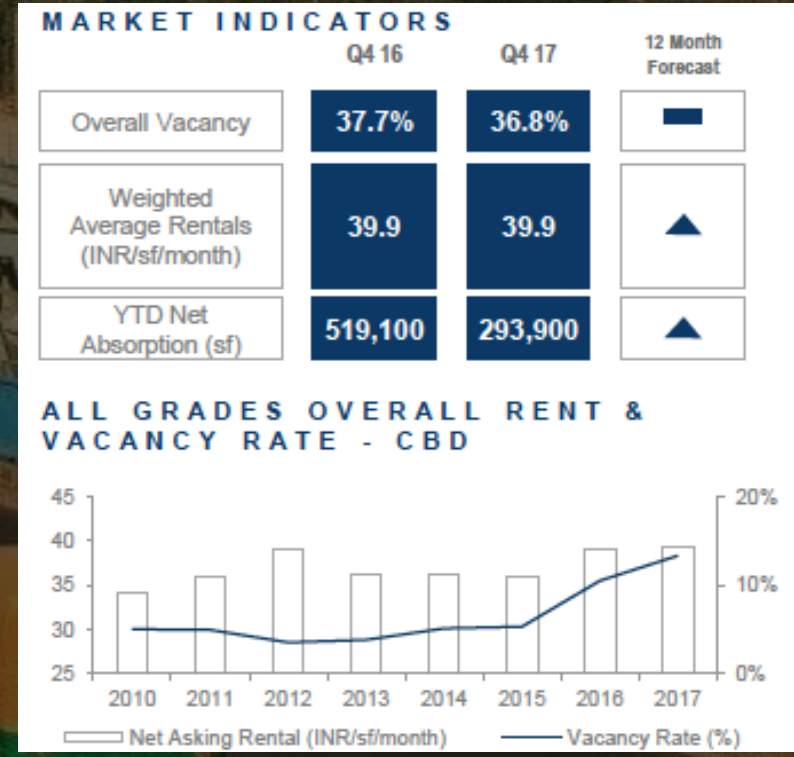
- While Mumbai office space is in an upswing, **Ahmedabad commercial RE market is going through a rough patch** with excess supply, regulatory issues and lower demands by investors and companies.
- Commercial RE in Ahmedabad still driven by large manufacturing led industries like pharma, textiles and automobiles. **IT & service industries still opt for metro cities like Mumbai** due to its more conducive ecosystem.
- Dream project of the GIFT city has run into trouble over height and scaling down of the size **will dent the image** of this commercial hub.

Even though Ahmedabad has the necessary infrastructure, constant supply of office spaces has actually led to a **very high vacancy rate** of more than 35%. Proximity to Mumbai has also forced investors and IT & service companies to overlook cities like Ahmedabad.

MUMBAI

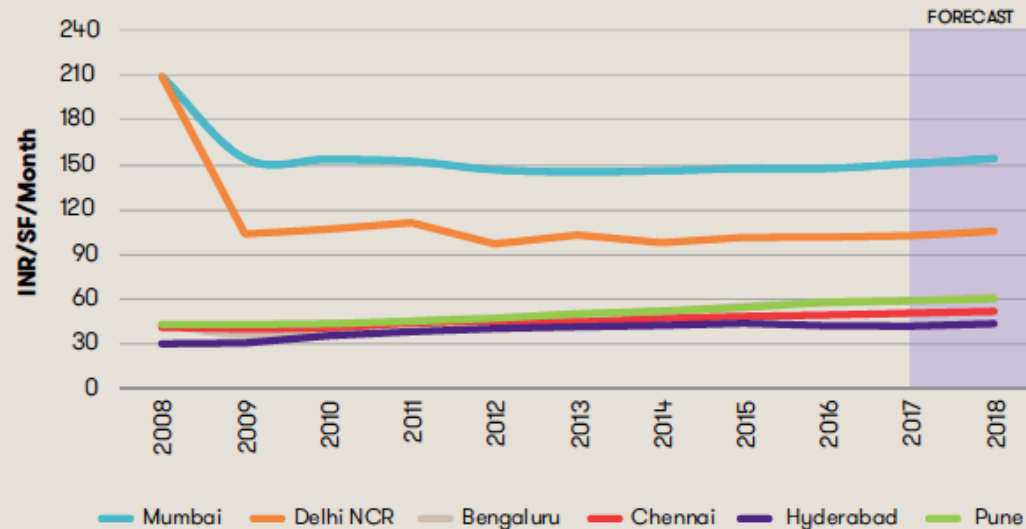


AHMEDABAD



UNMATCHED RENTAL VALUES IN MUMBAI BEATS ALL OTHER CITIES IN INDIA

Average commercial rental value trends



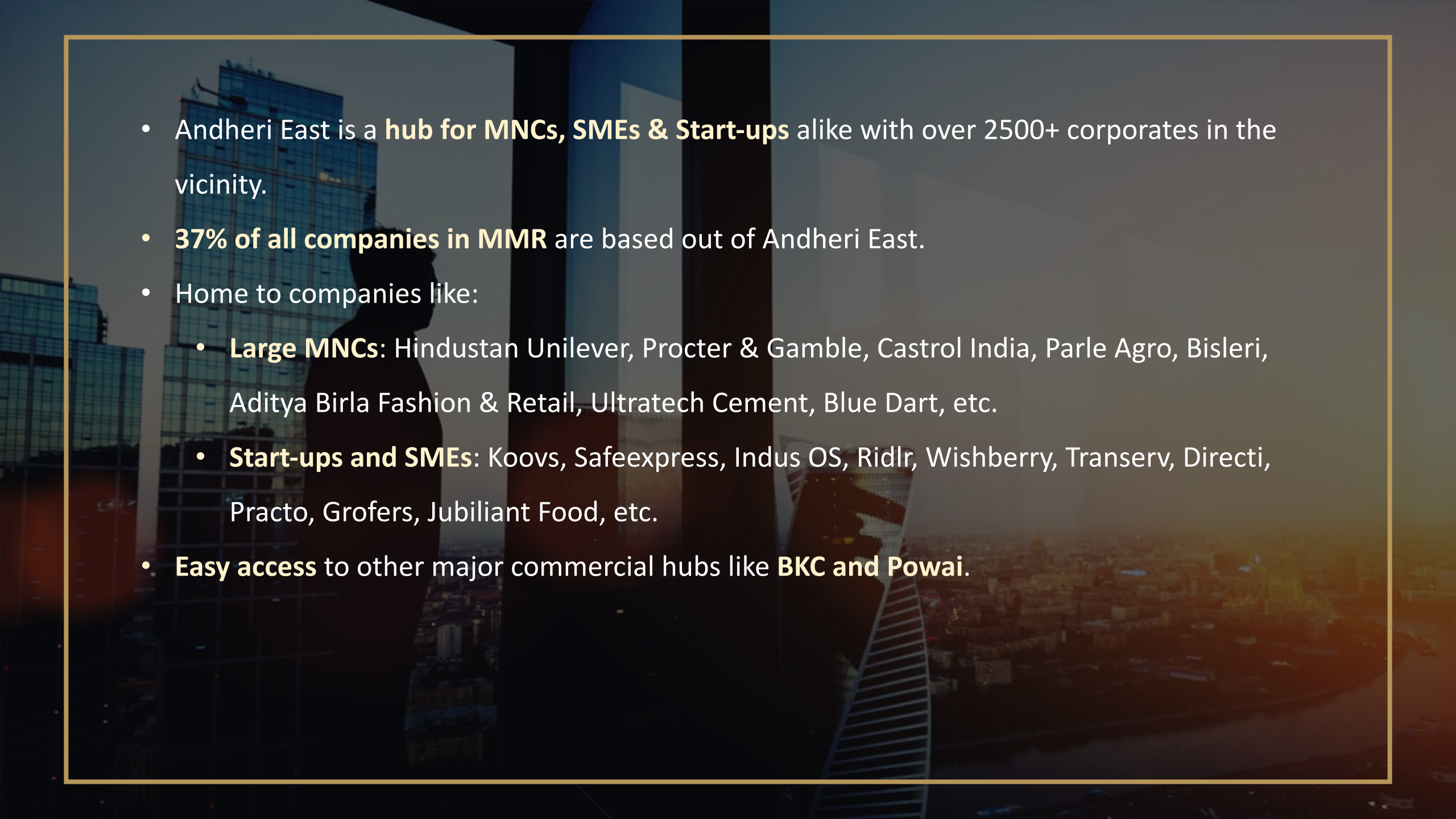
Source: GT India Research

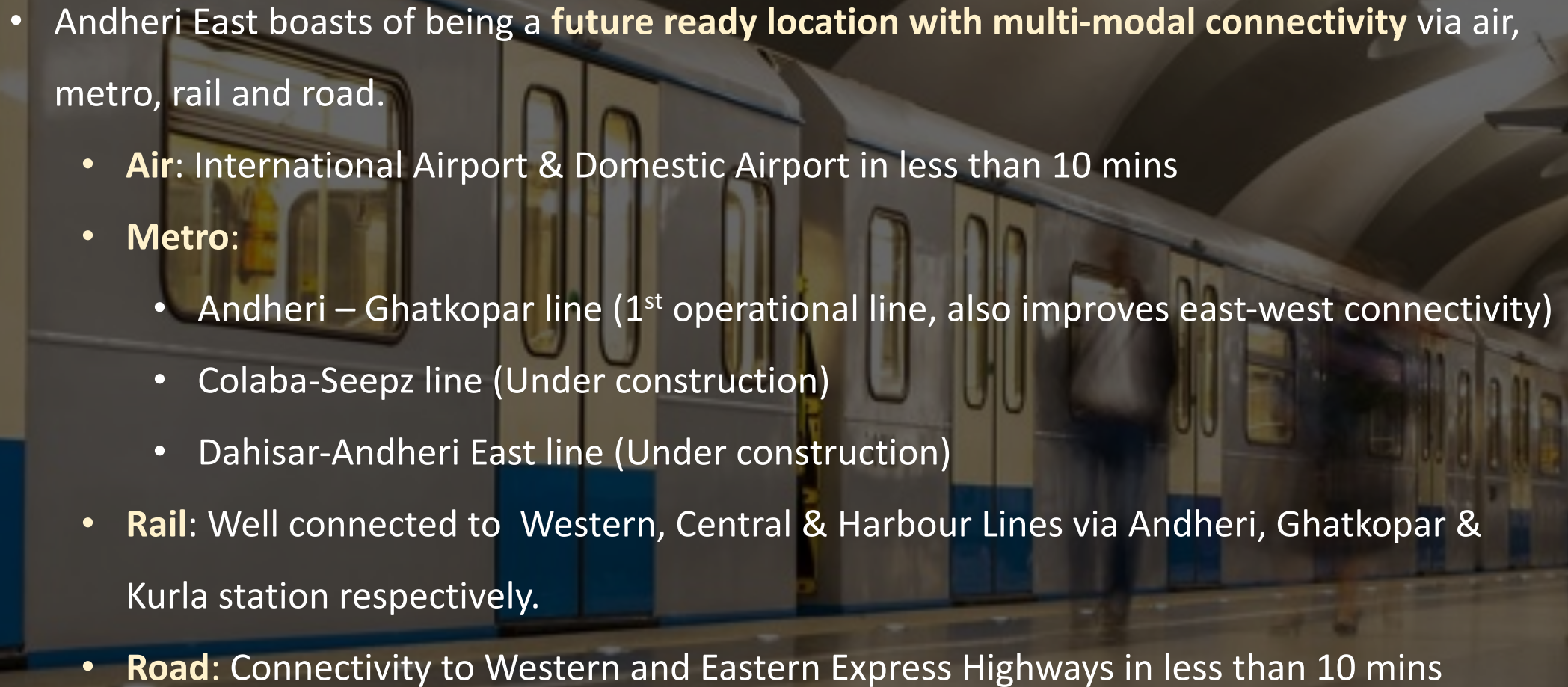
Mumbai has consistently delivered **higher rental values compared to other metro cities** and it also show a steadily growth over the last 5 years.


SOURCE: 2018 ANNUAL HAND BOOK - GRAND THORNTON


THE COMMERCIAL HEADQUARTERS OF MUMBAI ANDHERI EAST

- Andheri East is the **2nd largest commercial real estate micro-market in India** in terms of value.
- **Business combined with infrastructure improvements** have been the main drivers for high capital appreciation and rental returns in Andheri East.
- Unaffordability of office spaces & lack of amenities, parking & safety issues have resulted in **corporates now moving to Andheri East**, making it the new commercial hub of Mumbai.
- With the **Mumbai International Airport in Andheri East**, it offers a unique location advantage to all corporates located here.

























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- Andheri East is a **hub for MNCs, SMEs & Start-ups** alike with over 2500+ corporates in the vicinity.
 - **37% of all companies in MMR** are based out of Andheri East.
 - Home to companies like:
 - **Large MNCs:** Hindustan Unilever, Procter & Gamble, Castrol India, Parle Agro, Bisleri, Aditya Birla Fashion & Retail, Ultratech Cement, Blue Dart, etc.
 - **Start-ups and SMEs:** Koovs, Safeexpress, Indus OS, Ridlr, Wishberry, Transerv, Directi, Practo, Grofers, Jubilant Food, etc.
 - **Easy access** to other major commercial hubs like **BKC and Powai**.

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- Andheri East boasts of being a **future ready location with multi-modal connectivity** via air, metro, rail and road.
 - **Air:** International Airport & Domestic Airport in less than 10 mins
 - **Metro:**
 - Andheri – Ghatkopar line (1st operational line, also improves east-west connectivity)
 - Colaba-Seepz line (Under construction)
 - Dahisar-Andheri East line (Under construction)
 - **Rail:** Well connected to Western, Central & Harbour Lines via Andheri, Ghatkopar & Kurla station respectively.
 - **Road:** Connectivity to Western and Eastern Express Highways in less than 10 mins

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- With both the Mumbai International and Domestic airports in and around Andheri East, this micro-market has turned into a **hub for world-class hospitality in Mumbai**.
 - **5-star hotels:** The Leela, The Lalit, Waterstones, Hyatt, ITC, JW Marriott, Hilton, Holiday Inn, etc.
 - **Budget stays:** Oyo, Treebo, serviced apartments, Airport Transit Hotel, Courtyard, etc.
 - **Restaurants & Pubs:** Gajalee, 5 spice, Barbeque Nation, Persian Durbar, BSE, BBC, The Fusion Kitchen, Global Fusion, Tap, etc.
 - **Shopping & Entertainment:** Phoenix Market City, R-City Mall, Inox & PVR movies.

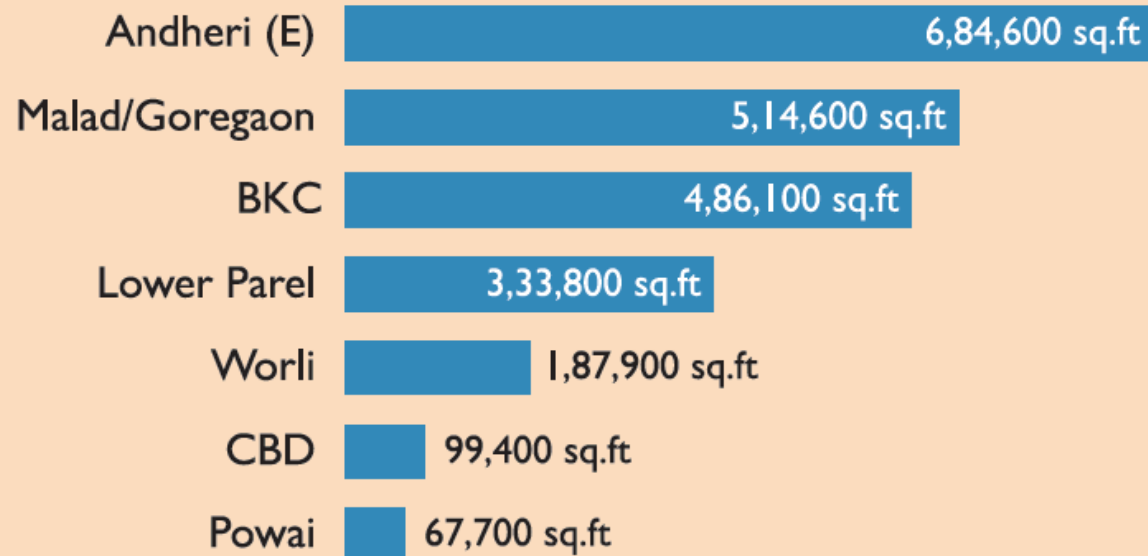
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- A modern living room interior featuring a white sofa with several patterned and solid-colored pillows. In front of the sofa is a round, gold-colored coffee table. To the left, there is a white armchair with a matching patterned pillow. A bookshelf filled with books is visible on the left wall. A black lamp with a white shade stands on a side table next to the sofa. The room has a tiled floor and a large window with sheer curtains. A decorative chandelier hangs from the ceiling.
- **Proximity to residential hubs** in the western and central suburbs have made it easier for both the business owners and employees to reach this commercial hub.
 - Wide range of **affordable to luxury housing options** available.
 - Residential hubs near Andheri East:
 - **Western Suburbs:** Malad, Kandivali, Borivali
 - **Central Suburbs:** Powai, Chandivali, Ghatkopar, Mulund
 - Also easy access to **South Mumbai** via Bandra-Worli sea-link

- **Andheri East beats all other major commercial hubs in Mumbai**, when it comes to fulfilling all the necessary business needs.

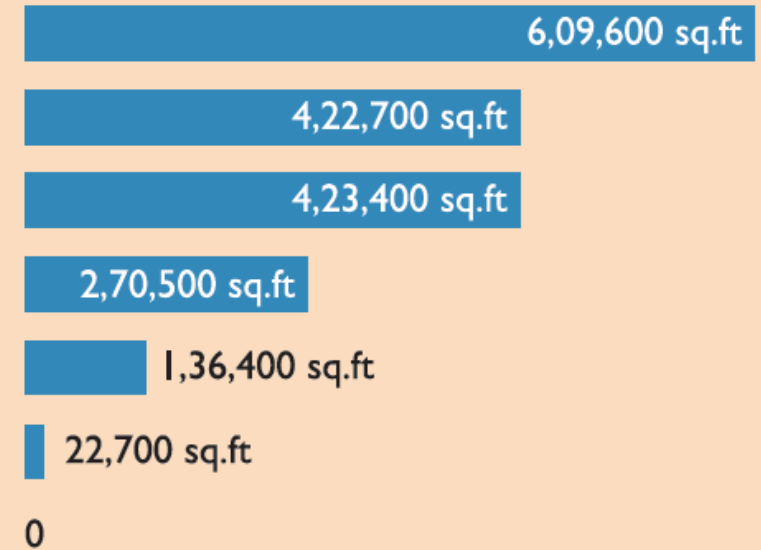
Key Factors	CBD	BKC	Lower Parel	Thane- Belapur Road	Malad/ Goregaon	Andheri East
Infrastructure & Connectivity						
Supporting Industries						
Clientele						
Proximity to Residential Hubs						

- Andheri East is a haven for real estate investors with the largest commercial demand in Mumbai.

29% of Leasing Activity
in 2016



32% of New Inventory Absorption
in 2016



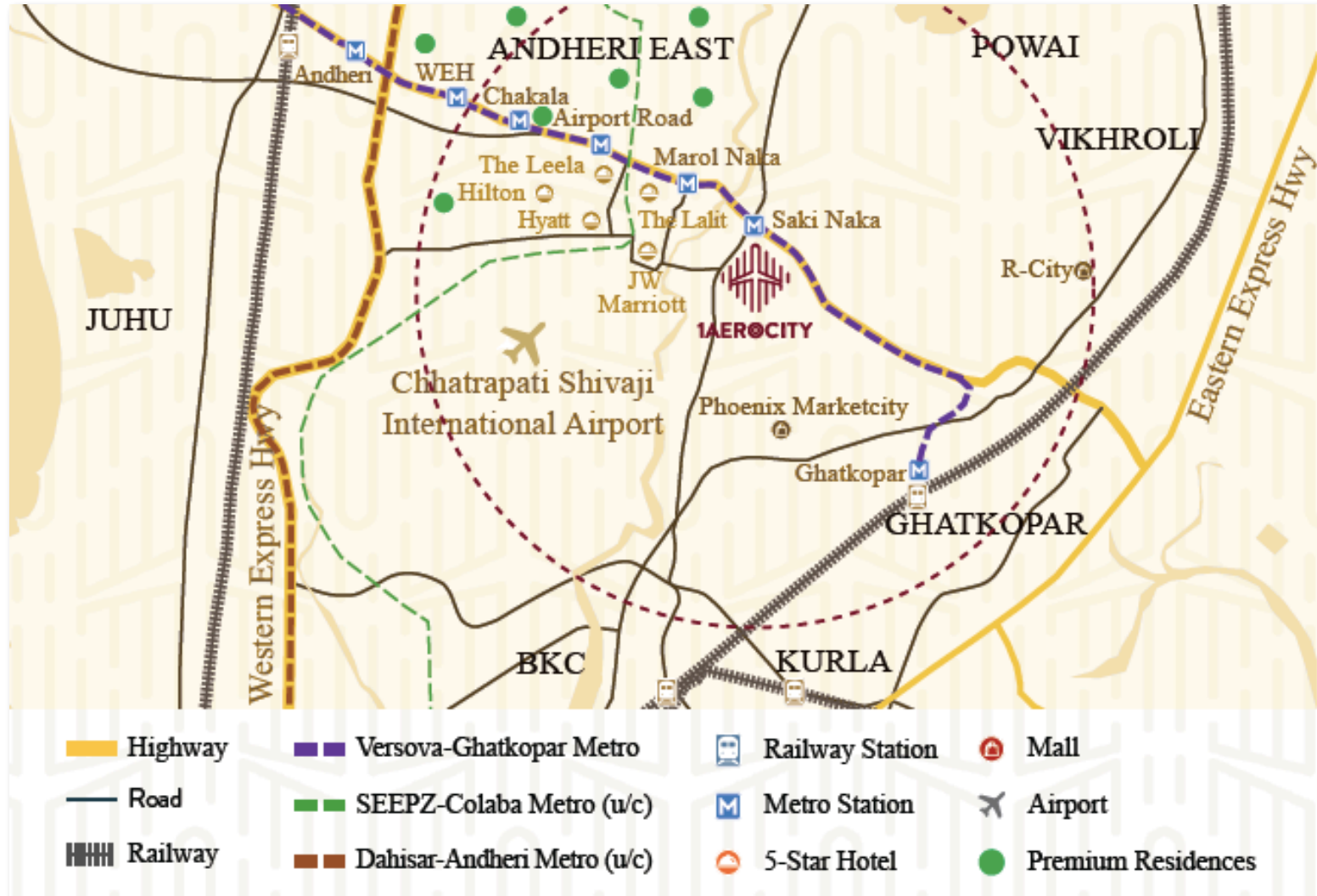
AEROCITY OF MUMBAI

ONE-OF-ITS-KIND ECOSYSTEM WITHIN ANDHERI EAST

Aerocity definition: The **central hub located around an airport**. Epicenter of growth & commerce enjoying exceptional infrastructure, world-class hospitality, residential hotspots, and international standard commercial spaces.

Aerocity of Mumbai: One of India's most evolved Aerocities that enjoys a complete **ecosystem within a radius of 15 minutes**, located within Andheri East.

AEROCITY OF MUMBAI - MAP



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- Factors that make the **AEROCITY OF MUMBAI**, the **perfect business ecosystem located in the heart of the city.**
 - **Airport ecosystem perfect for rising businesses**
 - **Multi-modal connectivity & excellent infrastructure**
 - **Plethora of 5-star hospitality & serviced apartments**
 - **Instant access to finest retail, lifestyle & entertainment**
 - **Established business hub with immediate access to BKC & Powai**
 - **Powerful residential destinations in and around**

What's missing is an investment opportunity that truly does justice to the Aerocity of Mumbai.



MUMBAI'S AEROCITY NOW GETS ITS GOLD STANDARD BUSINESS ADDRESS

- **Only gold standard ready commercial complex which offers business class office suites for growing companies and enjoys immediate access to the ready 5-star airport infrastructure.**
- **Rising businesses, which are currently leading India's growth story deserve a gold standard address with flexible space options, the finest amenities, facilities, services and above all, an unmatched location.**





1AEROCITY

GOLD STANDARD OPPORTUNITY

- Limited period opportunity to own your ready office suite at incredible inaugural prices

GOLD STANDARD BUSINESS LIFESTYLE

- 1Aerocity offers gold standard services and amenities, whether it is for business to host large meetings with their clients and partners or to enjoy unique social, entertainment and relaxation avenues in a setting that is high above the ground.



1AEROCITY

GOLD STANDARD BUSINESS CLASS OFFICE SUITES

- 1Aerocity offers the ideal mix of workspaces suited for both growing and established businesses.
- Super-efficient, flexible suites that are Vaastu-compliant.
- Select offices with dedicated wet-line provision and inspiring airport, hill & city views.



1AEROCITY

GOLD STANDARD OF INVESTMENT

DOUBLE THE EARNINGS AT JUST 60% OF THE INVESTMENT

- Grade-A residential offerings in the vicinity start from Rs. 2 Cr onwards and give a rental yield of 2 to 2.5% (on average).
- Business class office suites on the other hand starts from Rs. 1.25 Cr with an expected commercial rental yield of 8% in the micro-market.

Easier to invest with higher rental yields, when compared to residential RE.



1AEROCITY

GOLD STANDARD OF INVESTMENT

BEST INVESTMENT ACROSS ALL ASSET CLASSES

ASSET CLASS	RISK	RETURNS	INTRINSIC VALUE	VOLATILITY	COMPLEXITY	DIVIDEND
Stocks	▲	▲	▼	▲	▲	▼
Equity Mutual Fund	—	▲	▼	▲	▲	▼
Debt Mutual Fund	—	—	▼	—	▲	▼
Gold	▼	▼	▲	—	—	▼
PPF	▼	▼	▼	▼	▼	▼
Bank FD	▼	▼	▼	▼	▼	▼
Residential RE	—	▼	▲	—	▼	▼
Business Class Office Suites	▼	▲	▲	▼	▼	▲

Lowest risk and highest returns makes Business Class Office Suites the best investment asset.



1AEROCITY

GOLD STANDARD OF INVESTMENT

LOW RISK INVESTMENTS, HIGH VALUE RETURNS

- Low input cost: Rare opportunity to invest at an international standard commercial asset at inaugural prices.
- Ready possession: Ready-to-work-in office spaces offering maximum savings
- High returns: Superior quality smart office spaces predicted to give 12-19% returns for the next 5 years.

Smart investment opportunity for retail investors.



1AEROCITY

GOLD STANDARD OF INVESTMENT

EASY-TO-LEASE WORK SPACES

- Ready office suites for immediate rental income.
- Limited supply of quality commercial offerings with 1Aerocity being the finest in the vicinity
- 29% of commercial leasing activity in Mumbai happens in Andheri East, ensuring fast movement of inventory.
- 37% of all companies in MMR located here – assuring high demand for quality supply from growing businesses.
- 32% of new inventory absorption in Andheri East, hence quality office spaces are easier to re-sell as well.

Flexible space options for varied businesses is bound to attract tenants & organizations from diverse industries.



1AEROCITY

GOLD STANDARD OF INVESTMENT

AN ASSET THAT PAYS FOR ITSELF AND EARNS YOU MORE, YEAR AFTER YEAR

- Secure income: Professional tenants and longer-term leases with high security deposit.
- Rental income equivalent to EMIs: With 8% rental income, you will never worry about the EMI.
- Increasing income Y-O-Y: With increasing rental earnings, more disposable income every year.
- Strong appreciation: Quality offices, especially around airports have been the standout asset over the last 20 years.

Assured and growing income that pays for itself is the new gold standard of investment.



ACTUAL PHOTOGRAPH



1AEROCITY

FACADE



ARTIST'S IMPRESSION



1AEROCITY

GRAND DROP-OFF



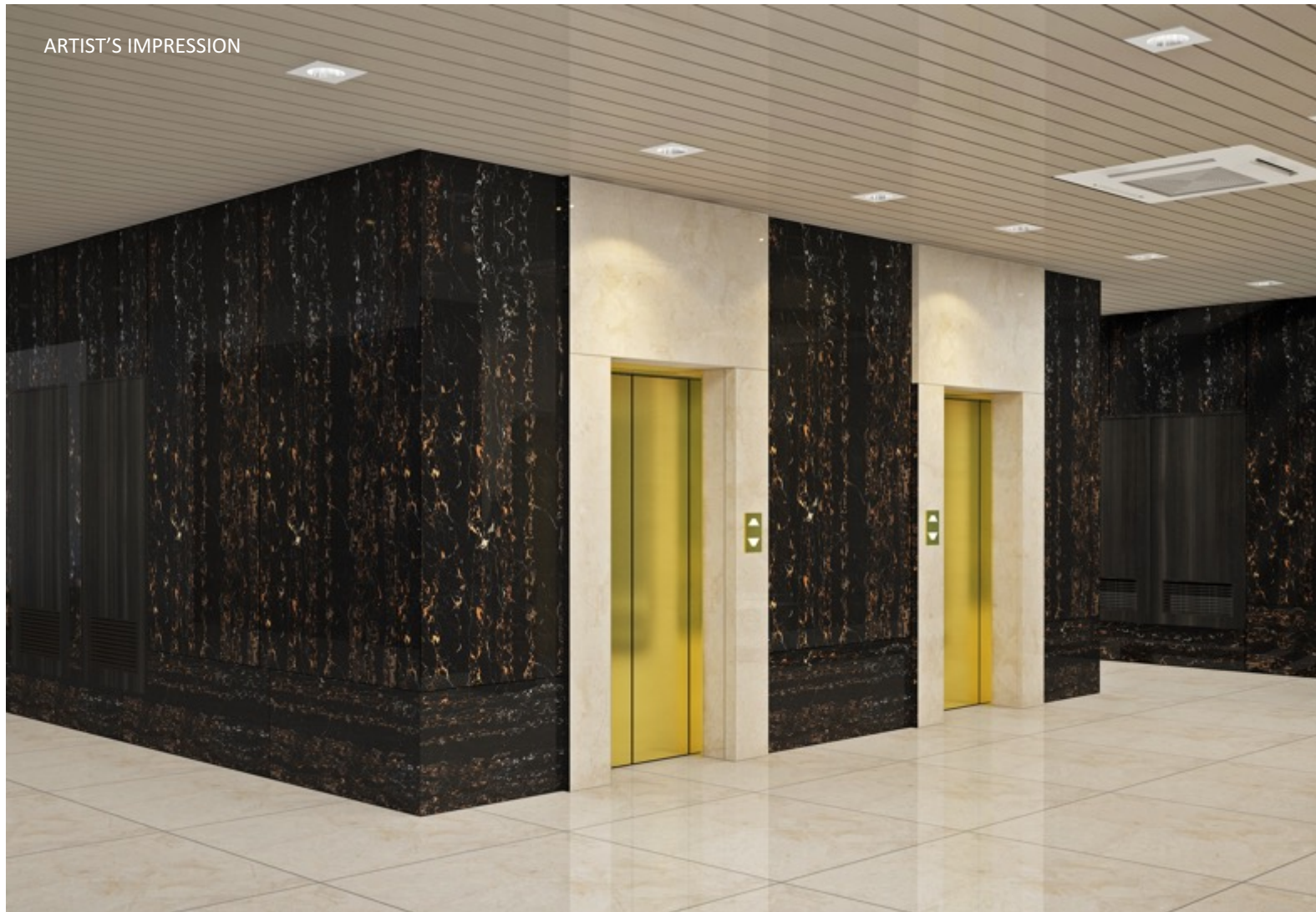
ARTIST'S IMPRESSION



1AEROCITY

RECEPTION

ARTIST'S IMPRESSION



1AEROCITY

LIFT LOBBY



1AEROCITY

**THE NEW GOLD STANDARD
OF INVESTMENT IN INDIA**