



Nexus Select Trust

Nexus 2.0: Re-imagining the Future

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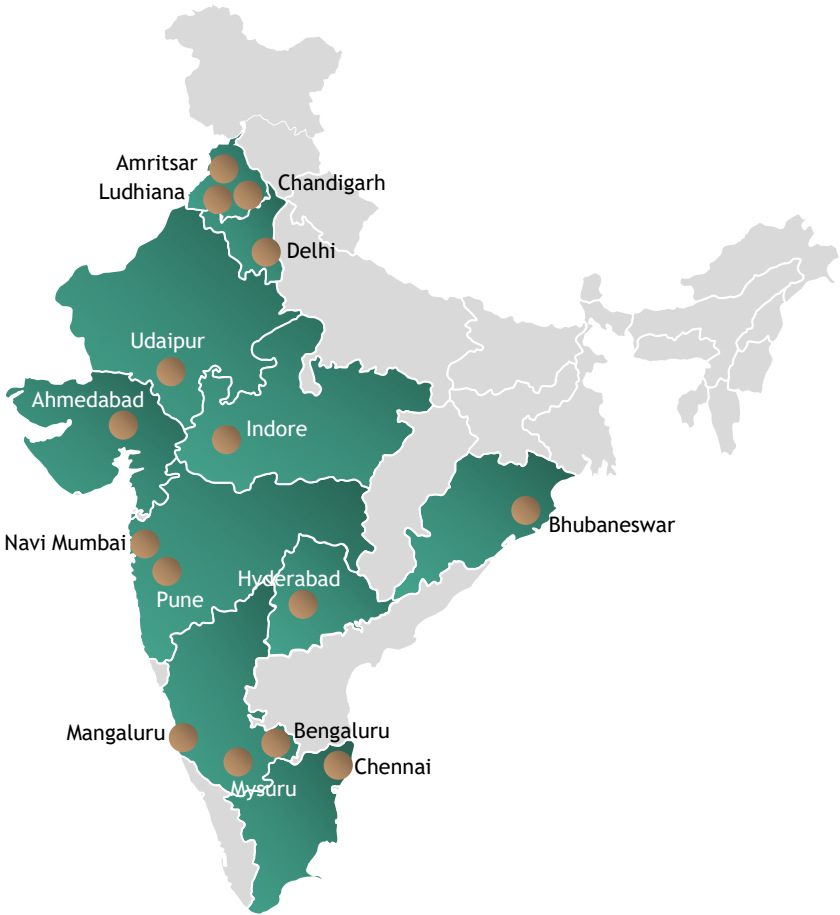
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India’s only listed Retail REIT and leading Grade-A Consumption centre platform

Only platform to add 19 urban consumption centres since incubation in FY16



<div>19</div> <div>Consumption Centres</div>	<div>15</div> <div>Cities</div>	<div>10.6M sf</div> <div>Retail Portfolio</div>
<div>3,000</div> <div>Retail Stores with 1,000+ Brands</div>	<div>INR 124 Bn</div> <div>FY25 Tenant Sales</div>	<div>130 M</div> <div>FY25 Shopper Traffic</div>
<div>1.3M sf</div> <div>Commercial Offices</div>	<div>450 Keys</div> <div>Hotels</div>	<div>INR 275 Bn</div> <div>GAV (Mar’25)</div>

Note: MBD Complex data is included in metrics such as number of consumption centres, number of cities, area of retail portfolio and number of hotel keys.

Nexus Select Trust has a plug and play approach for successful acquisition and integration of assets



Acquire the asset



Upgrade the asset
through strategic capex



Reposition the asset by premiumizing
brand offering



Increase rental yield and improve
overall profitability



Optimise cost by
Implementing best practices



Focus on marketing
to attract shopper traffic

Nexus is amongst the most comprehensive play in the Retail Real estate with strong parentage, proven execution capabilities & experienced leadership team



Proven Ability to Turnaround Assets



Led by Team of Seasoned Leaders and Board Members



Portfolio of Brands Across Categories



Alternate Streams of Revenue (CAM Margin, SOH)



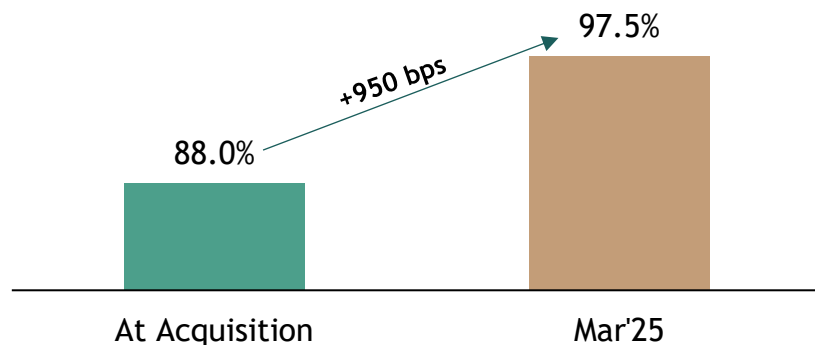
Technology(ADSR, Nexus One APP)



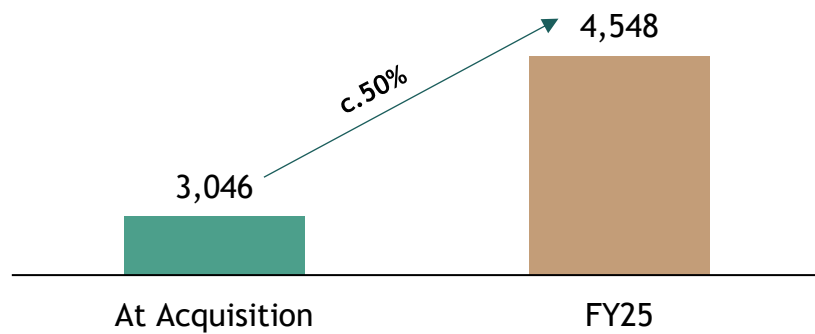
Operational Excellence Driving Productivity Improvements Post Acquisition

Ramped-up occupancy by 950 bps with growth in tenant sales / NOI by c.60%/ c.50% respectively within 4 years of acquisition

Occupancy
(%)



Net Operating Income (NOI)
(Amount in INR M)



Prestige Portfolio⁽¹⁾

8

Assets

4.2M sf

Leasable Area

Strategic initiatives undertaken

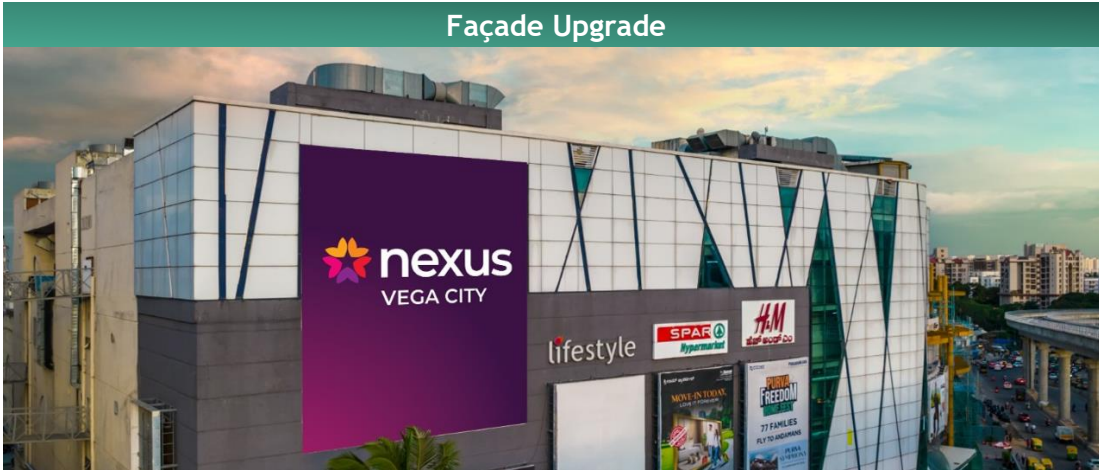
- ✓ Comprehensive asset upgrade program across portfolio
- ✓ Premiumizing brand offering
- ✓ Tenant churn and re-sizing
- ✓ CAM cost rationalization
- ✓ Focused marketing to attract footfalls
- ✓ Optimization of signage, parking and other revenue streams

(1) Includes Nexus Hyderabad, Nexus Shantiniketan, Nexus Koramangala, Nexus Whitefield, Fiza by Nexus, Nexus Centre City, Nexus Vijaya and Nexus Celebration.

Post-acquisition, Nexus Vega City has started witnessing positive turnaround in Tenant Sales (5% YoY growth in Apr'25)

Pre-acquisition, Nexus Vega City was witnessing negative tenant sales growth

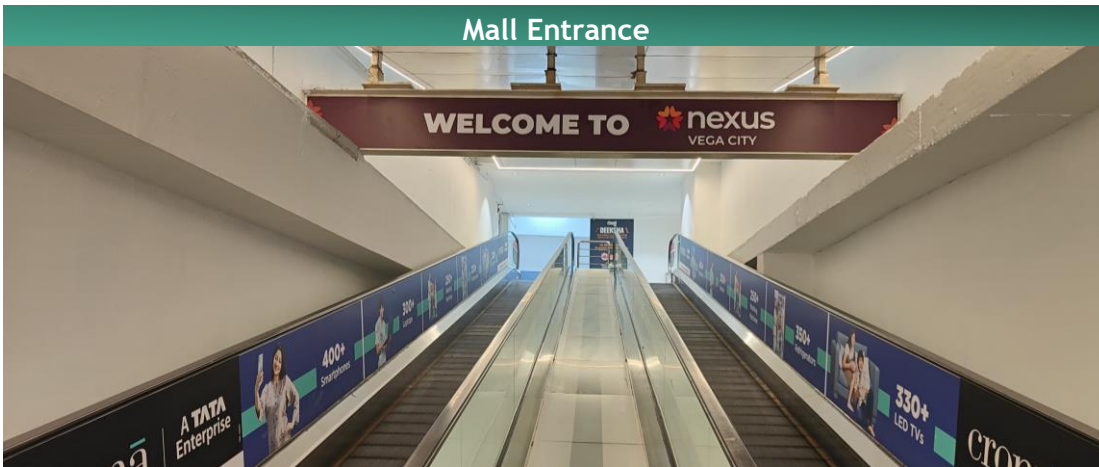
Façade Upgrade



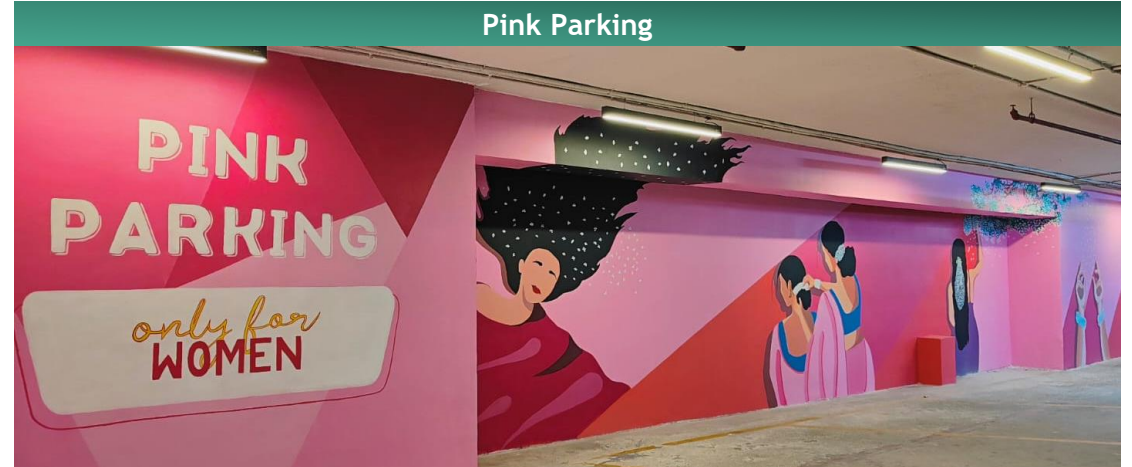
Entrance Experience Upgrade



Mall Entrance



Pink Parking





 **nexus**
HYDERABAD

(I). NEXUS 2.0

NEXUS 2.0 – Re-imagining the future

Why the Shift?

- Changing Consumer Preferences
- Emergence of New-Age Brands
- Rising Interest from Global Brands
- Strategic Shift of D2C Brands towards establishing a Physical Footprint in Malls
- Malls Evolving into Experiential Destinations

What we're Retaining from Nexus 1.0?

- Strong, Proven Team
- Successful Acquisition Playbook
- Thrust on Increasing Occupancy with an Eye on Tenant Premiumization
- Cost Optimization of CAM and Other Expenses
- Technology Interventions (ADSR, Automated Footfall Count, etc.)
- Sustainability-focused Mall Upgrades

What's Changing in Nexus 2.0?

- **Future Ready Organization Structure:** Cluster-led approval to facilitate faster decision-making
- **Brand Mix/ Category Mix:** Fresh, Relevant and Dynamic
- **Store Formats:** Agile, Future-ready Layouts
- **Service Offerings:** Enhanced, Personalized Experiences
- **Leveraging Technology:** Smarter Targeting, Deeper Connections with Tech Enhanced Shopping Experience
- **Engaging Mall Experiences with Economic Upside**

Nexus 2.0 is our leap toward strategically developing unique differentiation factors and positioning for Nexus malls to sustain Industry leadership

NEXUS 2.0 – Redefining retail experiences to cement our leadership in a transforming market

Leasing 2.0

Tenant Premiumization

- Introduction of 'Premium and Power Brands'
- Focus on **International Brands** expanding in India
- Increase salience of categories like **Jewellery, Beauty and Personal Care, F&B, etc.**
- Introducing latest tenant **Store Design Concepts**

Operations 2.0

Redefining Mall Experiences with Elevated Services

- Creation of 'WoW Spaces' within the malls by undertaking strategic capex
- Introduction of premium services like **Pink parking for women, Vallet parking, Digital locker, Creche services, Pet friendly zones, etc.** for customers
- Committing to **Net Zero** for scope 1 and 2 emissions by 2030

Marketing 2.0

More Engaging Mall Experiences with Economic Upside

- Introduced 'New Gen Interactive LEDs'
- Big Ticketed Events / Concerts / installation of Mega Setups
- Introduction of **Nexus One App** to all malls and Tech-enhanced shopping experience
- **Branding mall spaces** like food court, parking lots, etc.

Driven by Nexus 2.0, our vision is to “Double” our portfolio by 2030

	Today		2030
Number of Malls	19 Malls	c.1.6-1.8x	30-35 Malls
Gross Leasable Area	c.11 M sf	c.2.0x	18-20 M sf
Retail Portfolio NOI	INR 16 Bn+	c.2.0x	INR 30 Bn+
Consumption Growth	8% CAGR (FY20-25)	Stable	8% CAGR (FY26-30)
LTV %	18%	+10-12%	28-30%



(II). LEASING 2.0

Re-leased 1.0M sf at healthy spreads in FY25; robust pipeline of domestic and international brands

FY25 Updates

97.2%
Leased Occupancy

96.6%
Trading Occupancy

1.1M sf
Leased

800+
Total Deals

1.0M sf
Re-leased

20%+
Re-leasing Spread⁽¹⁾


























New Brands Introduced in FY25



(1) Computed based on mark-up in rental achieved on the Minimum Guaranteed Rental by re-leasing during the relevant period.

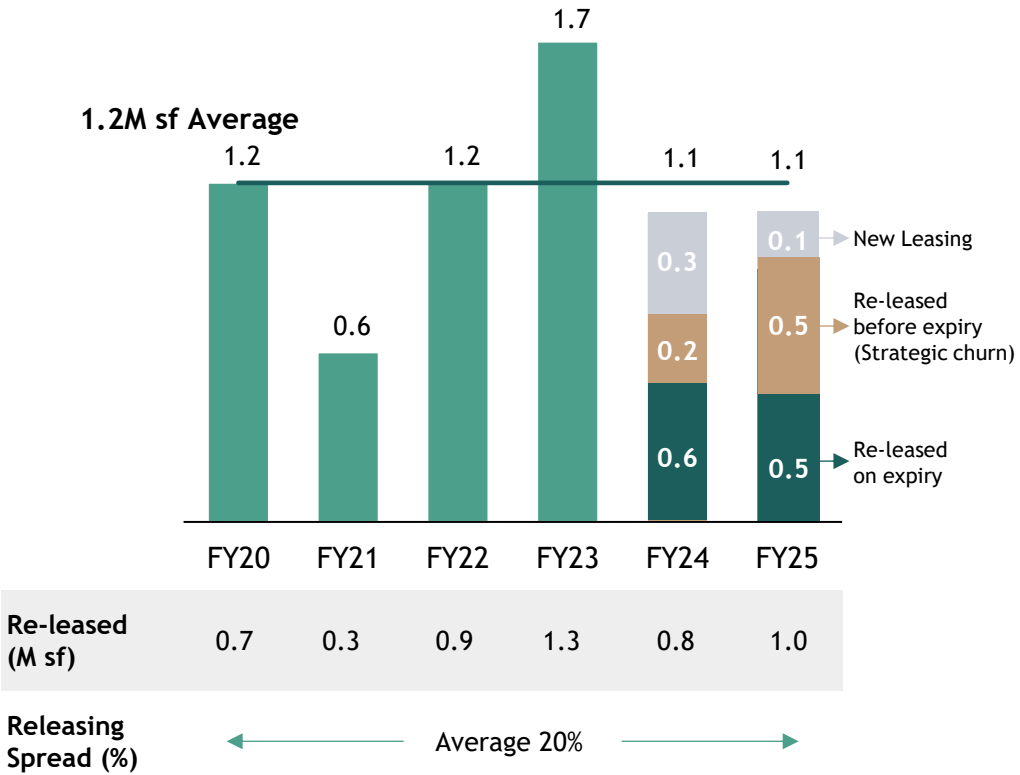
Partner of choice for domestic and international tenants

India's leading platform providing brands with a pan India presence across 15 Tier-1 and Tier-2 cities

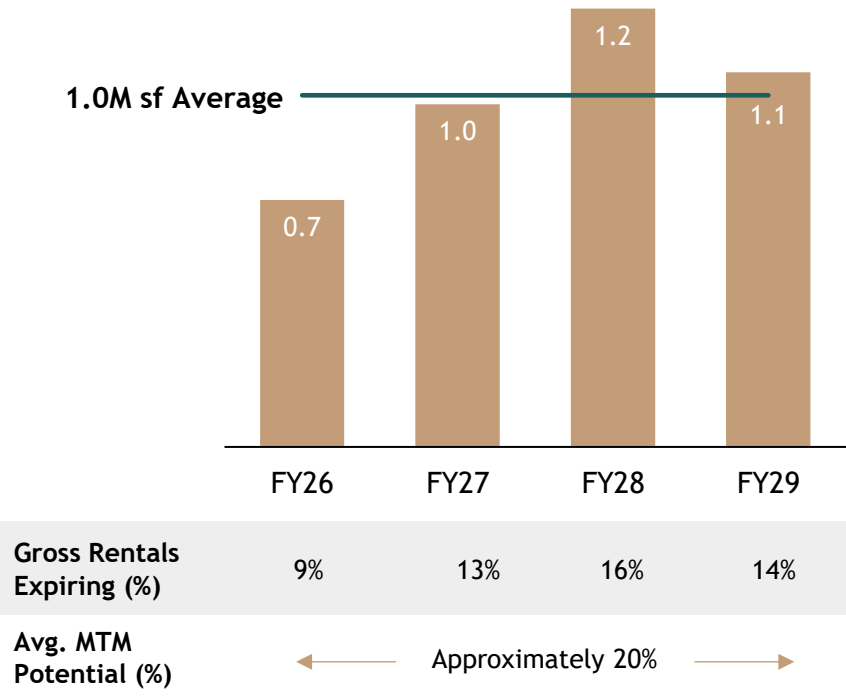
Premium Brands	         
Aspirational Premium Brands	         
Luxury / Bridge to Luxury Brands	        

With over 50% of gross rentals expiring in the next 4 years with 20% MTM upside, we have a clear path for strong organic growth

Leasing
(M sf)



Area Expiring
(M sf)



Elevating tenant mix with power brands, next-gen store formats and enhanced category relevance

Introduction of Power and Premium Brands



Elevating Category Salience



Next-gen Store Formats



Elevating F&B Mix



Strategically strengthening category relevance to stay aligned with dynamic consumer preferences

Consumption Category Mix (%)

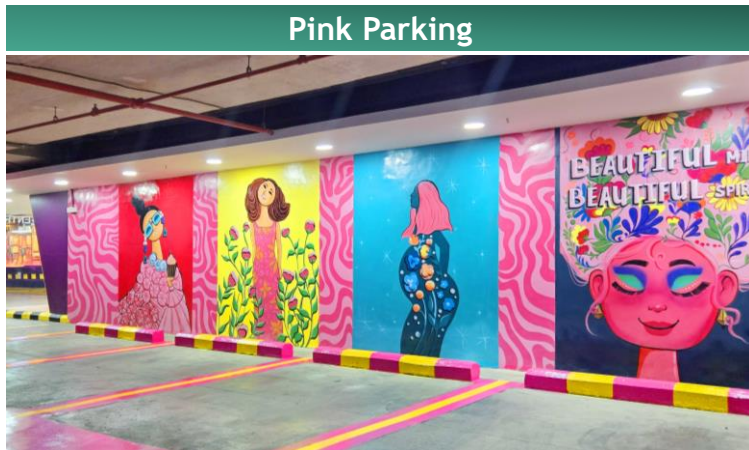
	FY25		FY30
Jewellery	4%	3.5x	14%
Beauty and Personal Care	4%	2.0x	8%
Food & Beverages	10%	1.2x	12%
Footwear and Fitness	8%	~1.3x	10%
CDIT	16%	Flat	16%
Fashion and Accessories	40%	~0.9x	34%
FEC and Multiplex	5%	0.6x	3%
Hypermarket	5%	0.4x	2%
Others ⁽¹⁾	8%	0.1x	1%

(1) Includes Toys, Books, Luggage, Services, etc.



(III). OPERATIONS & MARKETING 2.0

Redefining mall experiences with elevated service and innovation



Reimagining spaces, empowering brands and innovatively utilizing energy efficient technology

Optimum Store Space Utilization



Before - Storage Room

Optimum Store Space Utilization



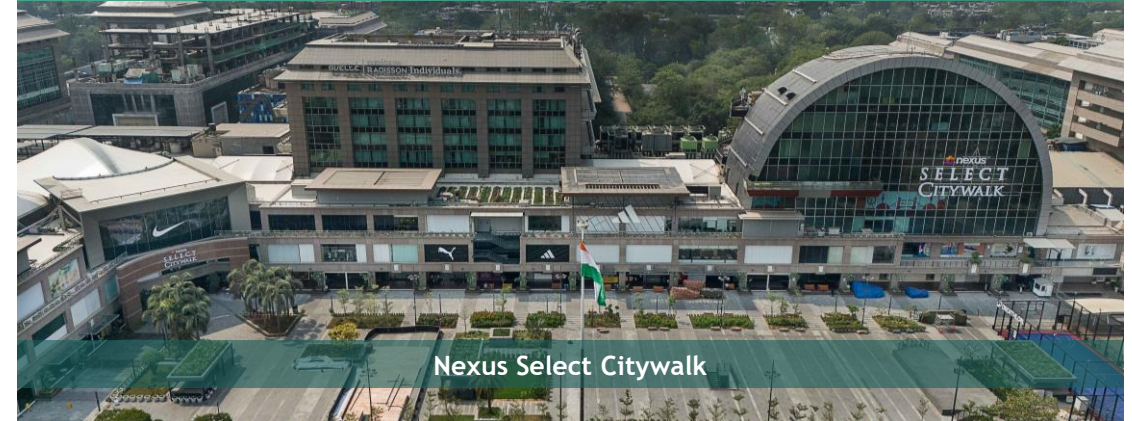
After - New Cash Counter Installed

Solar Strip Installation on Dome



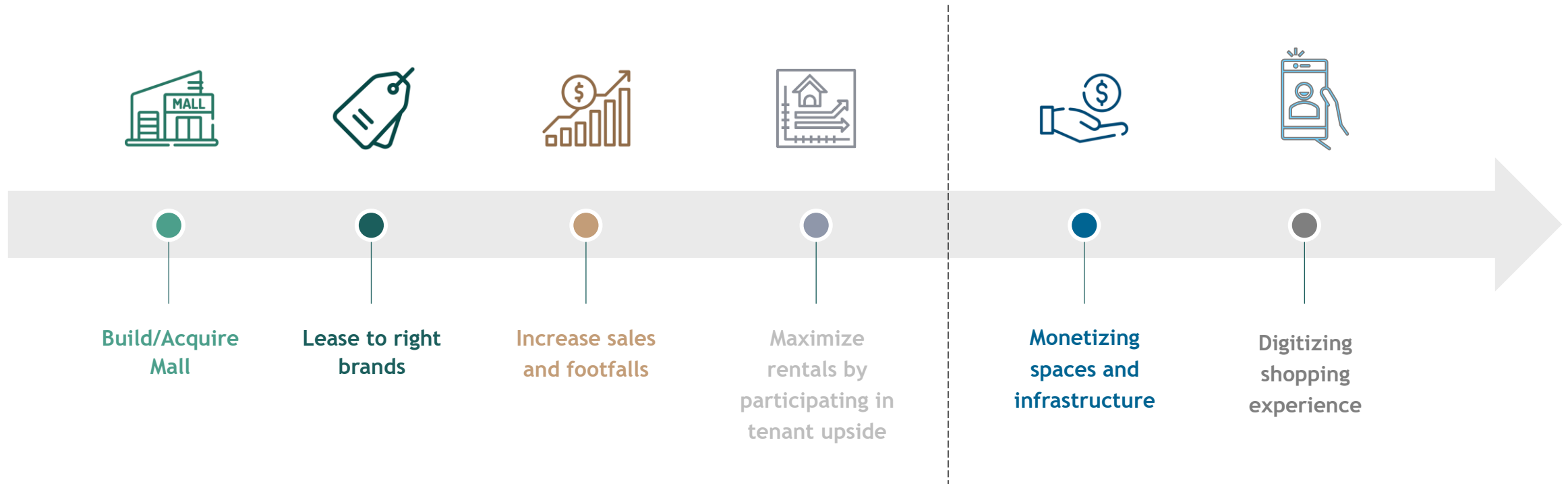
Nexus Select Citywalk

Creation of Select Plaza



Nexus Select Citywalk

Over the years, malls have transformed from shopping centres into vibrant experiential hubs leading to multiple monetization avenues



We are creatively monetizing spaces while improving the customer shopping experience

Targeting INR 2,000 M marketing revenue by 2030

Branding of Mall Spaces



1st

Mall Platform in India to monetize branding rights for food-court

Space on Hire



1st

Mall Platform to pioneer Anamorphic Screens in malls in India

Ticketed Events



INR 60 M

Revenue during 1st year of monetization

Nexus One App



40%+

Customer Repeat Rate

- Monetize app space
- Industry leading consumer insights
- Loyalty program tie-ups

Nexus 2.0 to enable build India's most desired mall portfolio by 2030



Achievements



43% RE Consumption

In the portfolio during FY25 from 55MW+ (DC) of installed Renewable Energy



12 Lakes

Rejuvenated under “Lakes of Happyness” initiatives



26%

Women employees representation



100% Green Buildings

Certification by IGBC / GRIHA Rating⁽¹⁾

Way Forward



Net Zero by 2030

Achieve net zero for scope 1 & 2 emissions



15 Lakes

To be rejuvenated by 2026



30%

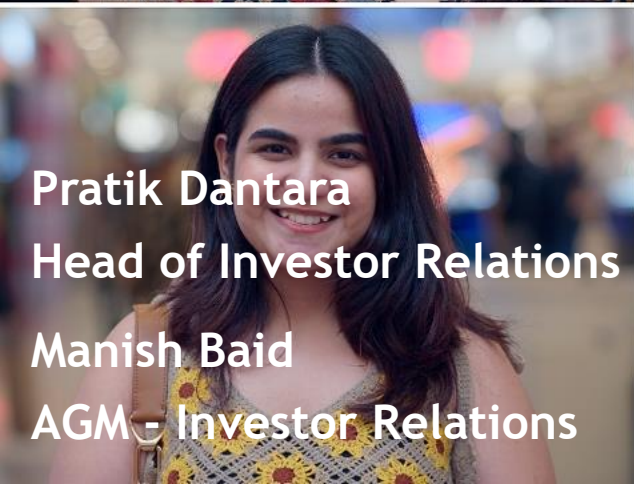
Women employees representation by 2026



100% Green Building

Certification for all mall assets including acquired assets

(1) Excluding Nexus Vega City and MBD Complex.



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