

|                              | Warehouse | Industrial |
|------------------------------|-----------|------------|
| LEASING in msf (H1 2023)     | 4.88      | 0.69       |
| AVG RENTALS in INR/sf/month  | 24.0      | 26.4       |
| LAND VALUE Avg. Y-o-Y growth | 8%        | 8%         |

## Warehouse leasing momentum sustains in H1, driven by 3PL and Retail sectors

In the first half of 2023, Mumbai's warehousing sector saw healthy leasing activity of around 4.88 msf, a growth of around 3% over H2 2022, but a drop of 21% from H1 2022, which was a peak period in terms of warehouse demand. About 41% of the total leases were mid to large-scale transactions (>150,000 sf) by 3PL sector players. Bhiwandi submarket continues to drive warehousing leasing activity (close to 75% share) followed by Panvel and Uran sub-markets. H1-23 was driven by 3PL segment (57% share) followed by Retail (23%). Existing 3PL companies expanded their portfolios in the Bhiwandi submarket and new 3PL players set up their base in this submarket. Bhiwandi also witnessed multiple warehousing asset acquisitions by major institutional players in last six months. However the dearth of land supply remains a challenge for Bhiwandi. The need for in-city warehouses is expected to grow with demand from quick-retail and last-mile delivery centres and sub-markets such as Kurla and Panvel are likely to emerge as alternate destinations for occupiers aspiring to move out of old facilities in Bhiwandi.

## Land prices inching upward in select micro markets

The land value in the Panvel submarket exhibited 5% growth in H1 mainly driven by its proximity to the Greenfield International Airport project and the cargo terminal of the upcoming airport. Land values in Thane Belapur road continued to witness an uptrend majorly due to recent land transactions by data centre operators.

## Engineering & Manufacturing drove industrial leasing activity

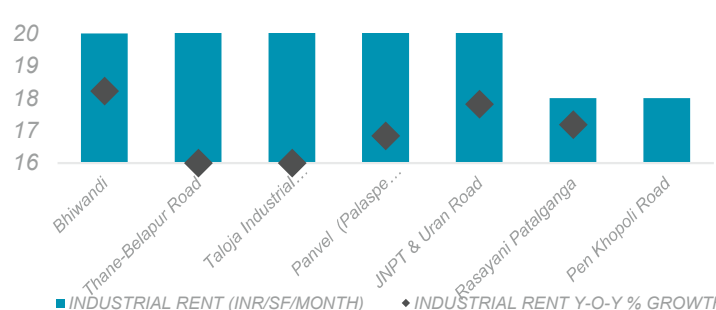
In H1 2023, the industrial sector saw a leasing activity of 0.69 msf, much higher than that seen in H2 2022. Though the majority of the activity was witnessed in TTC MIDC, Bhiwandi and Taloja submarkets, JNPT-Uran Road also remained an active industrial cluster. Engineering & Manufacturing was the major segment which drove industrial leasing. In terms of rentals, TTC MIDC and Bhiwandi submarket witnessed an uptick of 4-5% over H2 2022. on the back of strong leasing demand. H1-23 witnessed a major pharmaceutical land and facility transaction in TTC-MIDC. With the improving connectivity infrastructure in the location and numerous projects in the pipeline (Navi Mumbai Airport, NAINA, DMIC etc), Taloja, JNPT-Uran corridor is likely to become a prominent manufacturing hub in the short to medium term.

### ECONOMIC INDICATORS Q2 2023

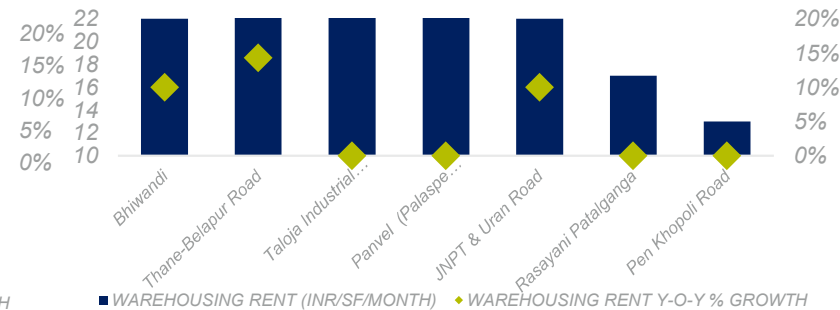
|                                | 2022 | 2023 | 2024 Forecast |
|--------------------------------|------|------|---------------|
| GDP Growth                     | 7.2% | 6.1% | 6.5%          |
| CPI Growth                     | 6.7% | 5.3% | 5.0%          |
| Consumer Spending              | 7.5% | 7.0% | 6.7%          |
| Govt. Final Expenditure Growth | 9.7% | 8.1% | 7.4%          |

Source: Oxford Economics, RBI, IMF

### INDUSTRIAL RENT / Y-O-Y GROWTH



### WAREHOUSING RENT / Y-O-Y GROWTH



## KEY WAREHOUSING SUBMARKETS - RENTALS AND LAND RATES – June 2023

| SUBMARKET                | WAREHOUSE RENT |              | LAND RATES  |              |              |              |
|--------------------------|----------------|--------------|-------------|--------------|--------------|--------------|
|                          | INR/SF/MONTH   | Y-O-Y Change | INR MN/ACRE | US\$ MN/ACRE | EURO MN/ACRE | Y-O-Y Change |
| Bhiwandi                 | 22             | 10.0%        | 25          | 0.30         | 0.28         | 0 %          |
| Thane Belapur Road       | 40             | 14.3%        | 250         | 3.04         | 2.80         | 14 %         |
| Taloja Industrial Estate | 30             | 0.0%         | 100         | 1.22         | 1.12         | -17%         |
| Panvel (Palaspe Phata)   | 24             | 0.0%         | 65          | 0.79         | 0.78         | 18 %         |
| JNPT & Uran Road         | 22             | 10.0%        | 25          | 0.30         | 0.30         | 0 %          |
| Rasayani Patalganga      | 17             | 0.0%         | 25          | 0.30         | 0.30         | 25%          |
| Pen Khopoli Road         | 13             | 0.0%         | 18          | 0.22         | 0.22         | 0%           |

## KEY INDUSTRIAL SUBMARKETS - RENTALS AND LAND RATES – June 2023

| SUBMARKET        | INDUSTRIAL RENT |              | LAND RATES  |              |              |              |
|------------------|-----------------|--------------|-------------|--------------|--------------|--------------|
|                  | INR/SF/MONTH    | Y-O-Y Change | INR MN/ACRE | US\$ MN/ACRE | EURO MN/ACRE | Y-O-Y Change |
| Taloja           | 30              | 0.0 %        | 90          | 1.09         | 1.08         | -25 %        |
| JNPT & Uran Road | 24              | 9.1 %        | 25          | 0.30         | 0.28         | 0 %          |
| TTC MIDC         | 50              | 0.0 %        | 250         | 3.04         | 2.80         | 14 %         |

Note: quoted industrial and warehousing rents are historically corrected to reflect accurate market conditions.

Quoted land rates for serviced industrial land parcels are mentioned

# Represents government-owned serviced plots in industrial parks

Percentage growth are in local currency; Y-O-Y – Year on Year

Conversion Rate: US\$1= INR 82.17 and Euro 1 = INR 89.43

## SIGNIFICANT INDUSTRIAL / WAREHOUSE TRANSACTIONS H1 2023

| Lessee       | Lessor           | Type      | Submarket | Area (sf) |
|--------------|------------------|-----------|-----------|-----------|
| Reliance     | Global Logistics | Warehouse | Bhiwandi  | 350,000   |
| DP World     | Global Logistics | Warehouse | Bhiwandi  | 320,000   |
| FM Logistics | Welspun One      | Warehouse | Bhiwandi  | 280,000   |

## SIGNIFICANT LAND TRANSACTIONS H1 2023- L&amp;I SECTOR LAND TRANSACTIONS

| Buyer          | Seller | Type                         | Submarket / Location | Area (acre) |
|----------------|--------|------------------------------|----------------------|-------------|
| Vidhi Research | Pzifer | Industrial Land & Facilities | TTC MIDC             | 55          |

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