

MUMBAI

Retail Q1 2024

CUSHMAN & WAKEFIELD

8.3% OVERALL MALL VACANCY (Q1 2024)

16.9 msf MALL INVENTORY (Q1 2024)

1.1% VACANCY IN SUPERIOR GRADE MALLS (Q1 2024)

Fresh space take-up limited; vacancy largely stable in Q1

In the first quarter of 2024, leasing activity in grade-A malls stood at 86,950 square feet, primarily comprising term renewals of stores smaller than 10,000 square feet. This represents a significant decrease compared to a robust previous quarter that also saw inauguration of a luxury retail mall. On a y-o-y basis, leasing activity declined by ~45%, as Q1-23 too was a healthy quarter. The fashion segment dominated the quarterly leasing activity, capturing 71% of the total, while accessories & lifestyle and CDIT segments contributed less than 10% each. During the quarter, there were no new additions to supply, and no take-up of fresh space in existing properties, thereby maintaining the city's overall vacancy rate at 8.3%. On the other hand, superior malls boast a very tight vacancy rate of 1.1%.

By the end of 2024, close to 1.2 million square feet of Grade A mall supply will become operational across two suburban micro-markets. It is expected that the city-level vacancy will largely remain range-bound in the upcoming quarters given the pre-commitment activity in the upcoming supplies.

Fashion segments drove main street leasing

During the quarter, prominent main streets of Mumbai experienced sustained leasing activity, totalling around 74,000 square feet. The fashion segment drove this activity, with notable store openings in areas such as Khar and Santacruz. Additionally, high-end hypermarkets and F&B brands were actively leasing in these submarkets.

Malls and main street rentals witness uptick in Q1

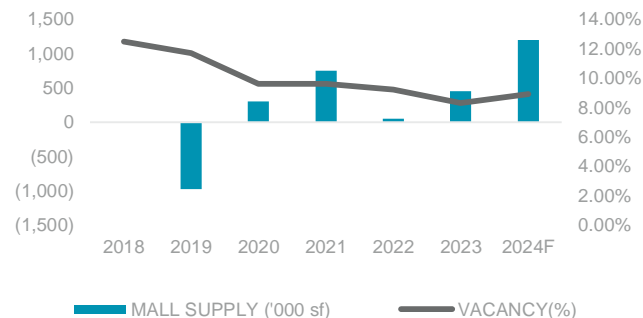
City-wide mall rentals witness an uptick of 2-5% on a q-o-q basis on the back of limited space availability and active term renewals. Prominent main streets in prime locations also witnessed a rental appreciation of 2-3% from last quarter and 7-12% in annual terms. Mall rentals are expected to broadly remain range-bound going forward, largely owing to high levels of early pre-commitments expected in the upcoming malls.

ECONOMIC INDICATORS Q1 2024

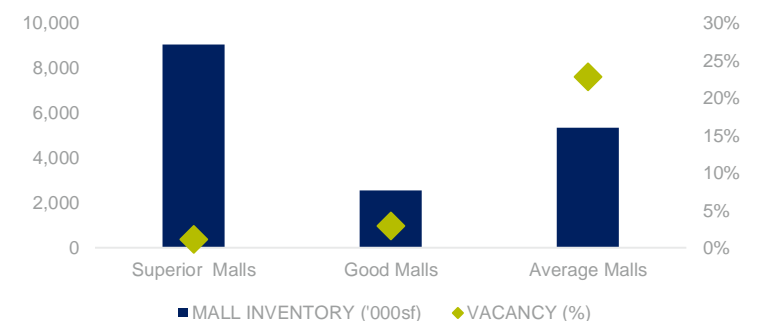
	2023	2024	2025 Forecast
GDP Growth	7.3%	7.0%	6.5%
CPI Growth	5.6%	4.5%	4.2%
Consumer Spending	5.0%	6.1%	6.5%
Govt. Final Expenditure Growth	7.5%	7.0%	6.7%

Source: Oxford Economics, RBI, IMF

MALL SUPPLY / VACANCY



CATEGORY-WISE STOCK / VACANCY



MARKET STATISTICS

PRIME RETAIL RENTS – MAIN STREETS#	INR SF/MTH	EURO SF/YR	US\$ SF/YR	Q-O-Q CHANGE	Y-O-Y CHANGE
Linking Road	850	113	123	3.0%	9.7%
Kemps Corner / Breach Candy	500	67	72	0.0%	11.1%
Colaba Causeway	645	86	93	2.4%	7.5%
Fort	560	75	81	0.0%	17.9%
Lokhandwala Andheri	430	57	62	1.2%	7.5%
Borivali LT Road	420	56	61	0.0%	7.7%
Chembur	375	50	54	0.0%	0.0%
Vashi	450	60	65	0.0%	12.5%
Thane	300	40	43	0.0%	9.1%

Note: Asking rent (INR/SF/month) on the carpet area of ground floor
 US\$ = INR 82.90 AND € = INR 90.10

SIGNIFICANT LEASING TRANSACTIONS Q1 2024

PROPERTY	LOCATION	TENANT	SF	TYPE
Oberoi Mall	Goregaon	Jack and Jones	3,500	Fresh Lease
Viviana Mall	Thane	Zara	20,800	Fresh Lease
Main Street	Santacruz	H&M	22,000	Fresh Lease
Main Street	Santacruz	Fresh Signature	15,000	Fresh Lease

SIGNIFICANT PROJECTS UNDER CONSTRUCTION

PROPERTY	LOCATION	SF	COMPLETION DATE
Aurum Mall	Ghansoli	200,000	Q3 2024
Oberoi Sky City Mall	Borivali East	1,000,000	Q4 2024

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About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global commercial real estate services firm for property owners and occupiers with approximately 52,000 employees in nearly 400 offices and 60 countries. In 2023, the firm reported revenue of \$9.5 billion across its core services of property, facilities and project management, leasing, capital markets, and valuation and other services. It also receives numerous industry and business accolades for its award-winning culture and commitment to Diversity, Equity and Inclusion (DEI), sustainability and more. For additional information, visit www.cushmanwakefield.com.

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