



January 16, 2026

**Brigade Enterprises (BRGD IN)**

Rating: BUY | CMP: Rs843 | TP: Rs1,045

**Key Financials - Consolidated**

Y/e Mar	FY25	FY26E	FY27E	FY28E
Sales (Rs. m)	50,742	57,664	66,193	73,655
EBITDA (Rs. m)	14,142	15,417	18,012	19,734
Margin (%)	27.9	26.7	27.2	26.8
PAT (Rs. m)	6,858	7,511	9,088	10,267
EPS (Rs.)	28.1	30.7	37.2	42.0
Gr. (%)	43.6	9.5	21.0	13.0
DPS (Rs.)	1.9	2.9	3.5	3.5
Yield (%)	0.2	0.3	0.4	0.4
RoE (%)	14.8	12.6	13.5	13.5
RoCE (%)	10.5	10.0	11.2	11.5
EV/Sales (x)	4.6	4.1	3.6	3.3
EV/EBITDA (x)	16.6	15.4	13.3	12.2
PE (x)	30.0	27.4	22.7	20.1
P/BV (x)	3.7	3.3	2.9	2.5

**Oberoi Realty (OBER IN)**

Rating: Acc | CMP: Rs1,647 | TP: Rs1,820

**Key Financials - Consolidated**

Y/e Mar	FY25	FY26E	FY27E	FY28E
Sales (Rs. m)	52,863	60,263	73,598	89,375
EBITDA (Rs. m)	31,031	32,131	39,616	47,458
Margin (%)	58.7	53.3	53.8	53.1
PAT (Rs. m)	22,255	24,140	28,610	34,413
EPS (Rs.)	61.2	66.4	78.7	94.6
Gr. (%)	15.6	8.5	18.5	20.3
DPS (Rs.)	7.0	9.3	10.4	11.6
Yield (%)	0.4	0.6	0.6	0.7
RoE (%)	15.1	14.6	15.4	16.1
RoCE (%)	16.3	14.9	16.6	17.5
EV/Sales (x)	11.9	10.5	8.5	6.8
EV/EBITDA (x)	20.3	19.8	15.8	12.9
PE (x)	26.9	24.8	20.9	17.4
P/BV (x)	3.8	3.5	3.0	2.6

**Prestige Estates Projects (PEPL IN)**

Rating: BUY | CMP: Rs1,500 | TP: Rs1,880

**Key Financials - Consolidated**

Y/e Mar	FY25	FY26E	FY27E	FY28E
Sales (Rs. m)	73,494	99,075	1,18,480	1,40,034
EBITDA (Rs. m)	25,588	34,353	39,775	46,169
Margin (%)	34.8	34.7	33.6	33.0
PAT (Rs. m)	4,675	12,684	14,374	17,392
EPS (Rs.)	10.9	29.4	33.4	40.4
Gr. (%)	(68.3)	171.3	13.3	21.0
DPS (Rs.)	2.1	2.3	2.3	2.3
Yield (%)	0.1	0.2	0.2	0.2
RoE (%)	3.5	7.9	8.3	9.3
RoCE (%)	9.3	11.6	12.6	13.5
EV/Sales (x)	9.2	6.9	5.8	4.9
EV/EBITDA (x)	26.4	20.0	17.4	15.0
PE (x)	138.2	50.9	45.0	37.2
P/BV (x)	4.2	3.9	3.6	3.3

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**Enters consolidation phase**

*Real estate companies under our coverage are expected to report steady pre-sales for Q3FY26 driven by sustenance sales. New launches are likely to pick up in the coming quarters. Following residential upcycle over the last few years, FY26 is shaping up as a consolidation period. Overall, we see 10-30% CAGR in pre-sales over FY25-28E for our coverage universe. Further, the leasing segment is on a strong footing as it enters 2026, with sustained visibility and sharp growth in annuity income for PEPL and OBER expected over FY25-28E. We initiate coverage on PEPL IN and BRGD IN with 'BUY' rating and 'Accumulate' rating on OBER IN.*

**Transitioning from cyclical surge to structurally steady growth:** Indian residential real estate market has undergone a meaningful reset over FY22–25, marked by price appreciation, premiumization, strong new launches and, thereby, record pre-sales. Following this upcycle, FY26 is shaping up as a phase of consolidation, characterized by steadier volume growth, disciplined pricing, and greater selectivity in both demand and supply. Given inventory levels across key cities are still below 24-26 months, we believe demand drivers are still intact and healthy absorption of new launches will continue.

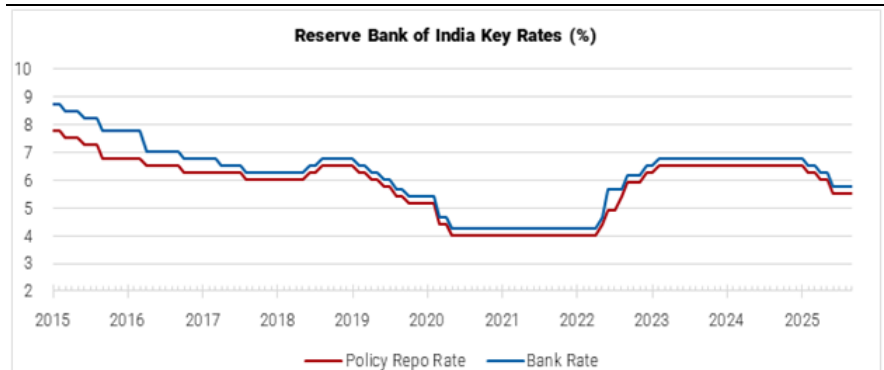
**Residential upcycle to see consolidation with growth largely led by volume:** The residential sector has sustained its growth momentum into 1HFY26, even as demand dynamics have matured following the strong upcycle of FY22–25. While luxury housing continues to show resilience in core metros, incremental demand is increasingly skewing toward mid-income and premium segments, supported by cumulative interest rate cuts, improving income visibility, and a preference for well-priced, gated communities. Companies under our coverage have a strong launch pipeline over the next 18-24 months. Overall, we see 10-30% CAGR in pre-sales over FY25-28E for our coverage universe.

**Leasing hits pre-peak cycle highs:** India's office real estate market recorded gross leasing of 86.4msf in 2025, up 20% YoY, driven by global capability centers and rising technology adoption. Rents have firmed up in markets like Bengaluru and Hyderabad due to lower vacancy rates and muted supply. The broad-based momentum positions the sector on a strong footing as it enters 2026, with sustained visibility and stability underpinning future growth. Among our coverage universe, we see sharp growth in annuity income for PEPL and OBER over FY25-28E, while BRGD annuity income is likely to witness an uptick from FY28/29E with the completion of multiple new assets over FY28-30E.

**Pre-sales to remain steady in Q3FY26:** Our coverage universe witnessed subdued new launches in Q3, with some spilling over to Q4. PEPL launched only 1 project – Garden Trails in Mira Road with GDV of Rs20bn. BRGD also had one launched in Hyderabad (Neopolis). Our channel checks indicate strong response for these launches. OBER didn't have any launch in Q3, while SRIN launched 2 new towers across its existing Naigaon project.

## Story in Charts & Peer Valuation

**Exhibit 1: Home loan interest rates dipping below 8%**



Source: RBI, PL

**Exhibit 2: Inventory absorption**

City	Unsold Inventory 1HFY25	YoY (%) 1HFY25 vs 1HFY24	Months to sell 1HFY25
Mumbai	1,64,094	-0.6	28
NCR	1,05,090	-0.1	30
Bengaluru	61,030	18.2	18
Hyderabad	54,458	10.6	24
Pune	48,646	13.8	15
Ahmedabad	34,306	13.5	30
Kolkata	20,338	-12.0	20
Chennai	17,415	6.1	17
<b>Total Major Markets</b>	<b>5,05,377</b>	<b>4.5</b>	<b>23.2</b>

Source: Knight Frank, PL

**Exhibit 3: Net office leasing absorption**

Net office leasing absorption	FY25 (msf)	YoY (%)
Mumbai	9.6	-12.0
Kolkata	1.4	-5.0
Ahmedabad	0.8	-28.0
NCR	10.9	82.0
Bengaluru	14.4	1.4
Pune	8.2	65.0
Hyderabad	9.1	15.0
Chennai	7.0	191.7
<b>Total</b>	<b>61.4</b>	<b>25.1</b>

Source: Industry, PL

**Exhibit 4: Pre-sales (Rs mn)**

Company	Q3FY26E	YoY gr. (%)	QoQ gr. (%)	H1FY26	H1FY25	YoY gr. (%)
BRGD IN	21,000	-15.7	3.2	31,520	29,066	8.4
OBER IN	15,000	-21.8	15.5	29,377	25,095	17.1
PEPL IN	41,836	38.8	-33.5	1,81,437	70,521	157.3
SRIN IN	7,500	18.1	6.8	13,590	10,260	32.5
<b>Total</b>	<b>85,336</b>	<b>5.9</b>	<b>-15.1</b>	<b>2,55,924</b>	<b>1,34,942</b>	<b>89.7</b>

Source: Company, PL (Note: PEPL pre-sales are actual Q3FY26)

**Exhibit 5: Peer valuations**

Company	MCap (Rs bn)	TP	Rating	EV/EBITDA (x)		P/E (x)		P/B (x)	
				FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
BRGD IN	2,13,824	1,045	Buy	13.3	12.2	22.7	20.1	2.9	2.5
OBER IN	6,01,758	1,820	Accumulate	15.8	12.9	20.9	17.4	3.0	2.6
PEPL IN	6,48,204	1,880	Buy	17.4	15.0	44.9	37.2	3.6	3.3
SRIN IN	60,793	600	Buy	10.3	10.6	14.3	14.0	1.6	1.4

Source: Company, PL





**COMPANIES**

January 16, 2026

## Company Initiation

### Key Financials - Consolidated

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Gr. (%)	43.6	9.5	21.0	13.0
DPS (Rs.)	1.9	2.9	3.5	3.5
Yield (%)	0.2	0.3	0.4	0.4
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RoCE (%)	10.5	10.0	11.2	11.5
EV/Sales (x)	4.6	4.1	3.6	3.3
EV/EBITDA (x)	16.6	15.4	13.3	12.2
PE (x)	30.0	27.4	22.7	20.1
P/BV (x)	3.7	3.3	2.9	2.5

### Key Data

### BRIG.BO | BRGD IN

52-W High / Low	Rs.1,332 / Rs.813
Sensex / Nifty	83,383 / 25,666
Market Cap	Rs.206bn/ \$ 2,281m
Shares Outstanding	244m
3M Avg. Daily Value	Rs.302.99m

### Shareholding Pattern (%)

Promoter's	50.55
Foreign	15.02
Domestic Institution	22.08
Public & Others	12.35
Promoter Pledge (Rs bn)	-

### Stock Performance (%)

	1M	6M	12M
Absolute	(4.9)	(22.3)	(22.1)
Relative	(2.8)	(23.4)	(28.5)

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## Scaling premium portfolio in South India

**Brigade Enterprises (BRGD), the second-largest developer in Bengaluru, commands 5% market share through consistent delivery of high-quality residential, office, retail and hospitality projects. The company has delivered strong pre-sales CAGR of 37% over FY22–25, led by new launches, entry into new markets, and premiumization. Further, annuity income saw 17% increase during the period. Supported by a healthy launch pipeline (~15msf) and strategic expansion into Chennai and Hyderabad, we expect pre-sales to clock ~10% CAGR over FY25–28E. Given the strong OCF generation and comfortable balance sheet position, BRGD should be able to comfortably fund BD and capex. We initiate coverage on BRGD IN with 'BUY' rating and DCF-derived NAV with SoTP-based TP of Rs 1,045/share, implying ~24% upside.**

**Competitive positioning and well-established brand in South India:** BRGD is a well-established real estate developer, the second largest, in South India, particularly in Bengaluru and expanding its presence in Chennai and Hyderabad. Promoted by Mr. M R Jaishankar and his family, BRGD has a legacy of 4 decades and a diversified portfolio spanning residential from affordable to ultra-premium housing, Grade A commercial office spaces, retail malls, and marquee hotel assets. The company's strong growth visibility is supported by a sizable ongoing development of ~27msf (BRGD share: ~21msf), primarily residential led (88%), complemented by a stabilizing rental portfolio (12%). Further, a strategic land bank of 571acres with ~60msf of saleable potential (BRGD share: ~44msf) provides long-term scalability, capital-efficient growth, and earnings visibility.

**Healthy pre-sales on the back of robust launch pipeline:** Post pandemic, BRGD has successfully pivoted its residential strategy from predominantly affordable/mid-income housing to premium and luxury offerings, benefiting from favorable demand tailwinds. This strategic shift has driven 37% CAGR in pre-sales over FY22–25, aided by ~25msf of city-centric launches (e.g., Utopia, Whitefield). BRGD has a robust launch pipeline of 15msf with GDV of ~Rs120bn over the next 12 months. This, coupled with unsold inventory of 5.5msf (Rs74bn) and a sizable residential land bank of ~46msf (BRGD share: 31msf), provides strong visibility for sustained growth. We have factored in ~10% CAGR in pre-sales over FY25–28E.

**Scaling up of annuity and hotel portfolio:** BRGD had 9.4msf of leasable area as of Q2FY26, with 92% already leased out. In the near term, annuity income growth will be led by rent escalation and leasing out of remaining 0.4msf from Twin Towers. We expect annuity income to see an uptick from FY28/29E as multiple new assets with a cumulative leasable area of 4.5msf will be completed over FY28–30E. Overall, we see ~7% CAGR in annuity income over FY25–28E, reaching ~Rs12bn (excl. maintenance service income). Further, the company is doubling its hotel portfolio with 9 new hotels, which will double keys to 3,300, by FY30E.

**Lean balance sheet augurs well for capex commitment and new BD activities:** Post the QIP (Rs15bn) and listing of the hotel business IPO, the balance sheet has strengthened with net D/E at 0.2x. Low leverage augurs well for BRGD as it plans to deploy additional debt to support growth initiatives or fund capex for residential and annuity assets as opportunities emerge. The company has committed Rs12bn toward annuity assets over the next 2 years, which should be easily funded from its cash flow generation.

**Valuation:** We value the residential business at ~Rs96bn (Rs392/share), taking into account recent BD activities. The annuity portfolio accounts for Rs106bn (Rs436/share), assuming 8.5% cap rate. For the hospitality segment, operating assets are valued at Rs30bn (18x EBITDA on FY28E; BRGD share). Further, we have given 20% premium to gross NAV. We arrive at NAV of Rs1,045/ share, implying ~24% upside to CMP. We assign 'BUY' rating to the stock.

**Exhibit 6: 1-year forward NAV**

Particulars	NAV (Rs mn)	% of total	NAV per share (Rs)
Residential	95,764	41%	392
Commercial (Sell)	1,127	0%	5
Commercial (Lease)	85,917	37%	352
Retail (Lease)	20,507	9%	84
Hospitality	29,965	13%	123
Gross NAV	233,279	100%	955
Add: Cash	25,000		102
Less: Gross Debt	-42,000		-172
Less: Land payments	-7,810		-32
20% Premium to NAV	46,656		
Net NAV	255,125		1,045
Outstanding shares (mn)	244.4		
<b>Target price per share (Rs)</b>	<b>1,045</b>		

Source: Company, PL

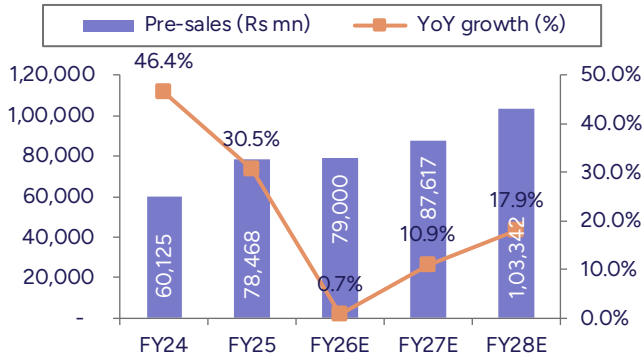
**Exhibit 7: ~15msf of launches planned in next 4-6 quarters**

Upcoming launches	Total Area (msf)	Brigade Economic Interest (msf)
Residential	10.95	8.22
Commercial	4.21	3.4
<b>Total</b>	<b>15.16</b>	<b>11.62</b>

Source: Company, PL

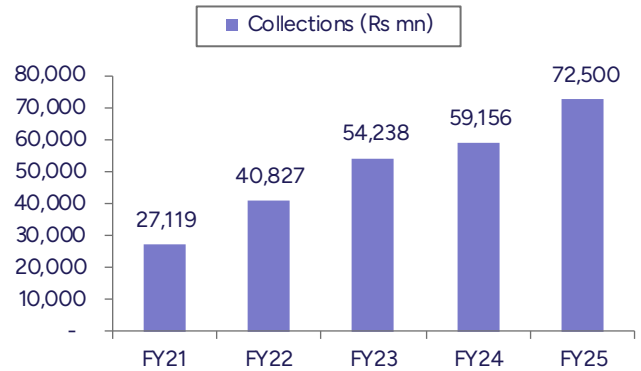
## Story in Charts & Peer Valuation

**Exhibit 8: Pre-sales to grow at 10% CAGR over FY25-28E**



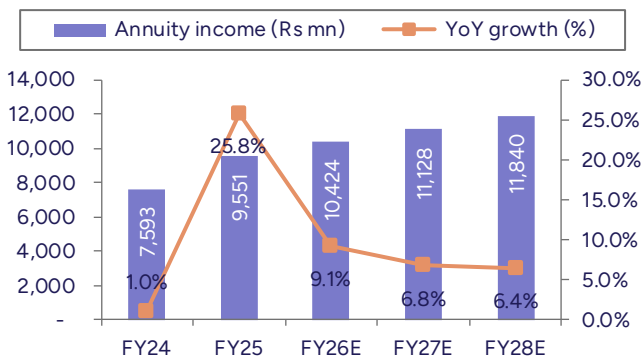
Source: Company, PL

**Exhibit 9: Collections clock 28% CAGR over FY21-25**



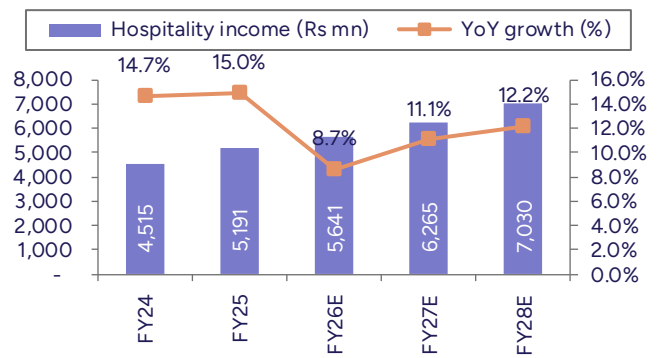
Source: Company, PL

**Exhibit 10: Annuity income to clock 7% CAGR over FY25-28E**



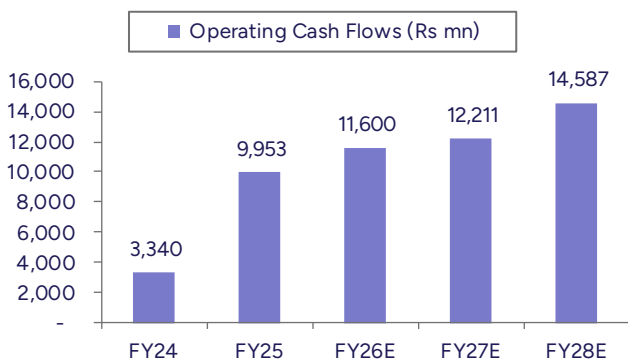
Source: Company, PL

**Exhibit 11: Hotels income to grow at 11% CAGR over FY25-28E**



Source: Company, PL

**Exhibit 12: Strong OCF generation over FY25-28E**



Source: Company, PL

**Exhibit 13: Key projects acquired since Apr'24**

Location	Land area (acres)	Est. GDV (Rs bn)
Tumkur Road, Bengaluru	8	11
Whitefield I, Bengaluru	4	9.5
Whitefield II, Bengaluru	11	20
Velachery Road, Chennai	5.4	16
Whitefield-Hoskote Road, Bengaluru	40	52
Moti Nagar, Hyderabad	10	9.7
East Bengaluru, Bengaluru	11	25
Banashankari, Bengaluru	8	12
West Chennai	7	10
Neopolis Phase 3, Hyderabad	4	20
<b>Total</b>	<b>108</b>	<b>185</b>

Source: Company, PL

South-India-based leading real estate player with a legacy of ~4 decades

BRGD has ~27msf of ongoing and ~15msf of upcoming projects

BRGD has a sizable land bank of ~60msf, of which ~46msf is earmarked for residential development (BRGD share: ~31msf)

## BRGD: Leading developer in South India

Brigade Enterprises Ltd (BRGD) has emerged as a leading real estate developer in South India, with a diversified portfolio across residential, commercial, retail and hospitality segments. Established in 1986, the company has developed over 100msf across South India, particularly in Bengaluru, Chennai, Hyderabad, Kochi and Mysuru. BRGD is recognized for its Grade A properties, strong execution capabilities, and a track record of consistent financial growth. BRGD also forayed into plotted development, industrial parks and logistics businesses in FY22. BRGD is led by its promoter M R Jaishankar, Chairman and Managing Director; promoters collectively held 41.1% stake as of Q2FY26.

BRGD has ~27msf of ongoing and ~15msf of upcoming projects, primarily concentrated in its core South Indian markets of Bengaluru, Chennai and Hyderabad.

### Residential segment:

With a 36-year operating track record, BRGD has delivered over 50msf of residential developments across Bengaluru, Chennai, Hyderabad, Mysuru, Chikkamagaluru and Mangaluru. Residential remains the largest contributor, accounting for ~65% of total revenue (FY25). Key ongoing projects include Brigade Gateway (Hyderabad), Brigade Icon (Chennai), Brigade Insignia and Brigade Eternia (Bengaluru), and Brigade Orchard (Hyderabad).

Further, BRGD has a sizable land bank of ~60msf, of which ~46msf is earmarked for residential development (BRGD share at ~31msf). Over half of the land bank (~32msf) is located in Bengaluru, positioning the city as the key driver of near-term pre-sales. However, the management aims to progressively diversify its booking mix, targeting ~50% contribution from non-Bengaluru markets over the medium term. To this end, the company is scaling up its residential pipeline in Hyderabad and Chennai, with a strategic tilt towards the premium and luxury segments, supported by land acquisitions in prime micro markets in both cities.

#### Exhibit 14: Land bank - BRGD share of ~44msf to be monetized

Location	Land Area (msf)	Project Area (msf)	BRGD Share (msf)
Bengaluru	345	32	25
Chennai	136	18	12
Hyderabad	26	6	5
Others	64	4	2
<b>Total</b>	<b>571</b>	<b>60</b>	<b>44</b>

Source: Company, PL

#### Exhibit 15: Residential saleable area at ~46msf

Product	Land Area (Acres)	Project Area (msf)	BEL Share (msf)
Residential	393	46	31
Commercial-Lease	65	10	9
Mixed Development	66	2	2
Hospitality	47	2	2
<b>Total</b>	<b>571</b>	<b>60</b>	<b>44</b>

Source: Company, PL

BRGD operates a commercial leasing portfolio of 9.4msf GLA

### Commercial segment:

In this segment, BRGD's office and retail portfolios have been the main growth drivers, benefiting from the rising demand for Grade A office spaces and the post-pandemic recovery in the retail sector. The company operates a commercial leasing portfolio of 9.4msf GLA, with healthy occupancy of ~92%. Bengaluru accounts for 63% of the portfolio and Chennai for 22%, with offices constituting ~85% of total leasable area. BRGD has developed WTCs in Bengaluru, Chennai, Kochi and is currently developing WTCs in Thiruvananthapuram and Hyderabad.

#### Exhibit 16: 92% of existing portfolio leased out

Leasing Portfolio: Operating Assets	Leased out (msf)	To be leased out (msf)
Retail	1.19	0.12
Office	7.48	0.59
<b>Total</b>	<b>8.67</b>	<b>0.71</b>

Source: Company, PL

Brigade Hotel Ventures Ltd successfully completed its IPO and listing in Jul'25

### Hospitality segment:

BRGD owns and operates 9 hotels with 1,604 keys across Bengaluru, Chennai, Kochi, Mysuru and GIFT City. The portfolio is operated by global brands including Marriott, Accor and InterContinental Hotels Group. The hospitality segment has witnessed improved occupancy to 75% and 10%+ YoY improvement in ARR to Rs 6,936 for 1HFY26. This will get further strengthened with plans to add 9 new hotels (~1,700 keys) thereby doubling their portfolio to 18 hotels (~3,300 keys) by FY30E. Brigade Hotel Ventures Ltd successfully completed its IPO and listing in Jul'25, marking a strategic milestone for the hospitality vertical.

#### Exhibit 17: Hotel portfolio

Hotels	Operator	No. of Keys
Grand Mercure Bangalore	Accor	126
Sheraton Grand Bangalore at Brigade Gateway	Marriott	230
Grand Mercure Mysore	Accor	146
Holiday Inn Chennai OMR IT Expressway	InterContinental Hotels Group	202
Holiday Inn Bengaluru Racecourse	InterContinental Hotels Group	272
Four Points by Sheraton Kochi Infopark	Marriott	218
Grand Mercure Ahmedabad GIFT City	Accor	151
Holiday Inn Express & Suites Bengaluru OMR	InterContinental Hotels Group	129
ibis Styles Mysuru	Accor	130
<b>Total Keys</b>		<b>1,604</b>

Source: Company, PL

**Exhibit 18: Growth trajectory**

Year	Key developments
1986	Founded by M R Jaishankar with a small team; entry into real estate development
1992	Completion of Brigade Gardens, a centrally air-conditioned shopping complex in Bengaluru
1994	Launch of Brigade Residency in Mysuru, first luxury residential project outside Bengaluru
2000	Launch of Brigade Homestead, entry into hospitality via serviced residences
2002	Launch of Brigade Millennium, Bengaluru's first mixed-use enclave concept
2006	Brigade Gateway starts shaping as a landmark integrated lifestyle enclave (residential + commercial + retail + hospitality + club + school + hospital)
2007	Brigade Enterprises lists publicly via successful IPO
2010	Completion of WTC Bengaluru, South India's then-tallest commercial building
2011	Launch of Sheraton Grand Bangalore Hotel at Brigade Gateway, Brigade Meadows, and Brigade Orchards (smart township)
2012	Launch of Orion Mall and completion of Brigade Gateway envisioned as integrated ecosystem
2014	PE funding of Rs15bn from GIC; MoU with GIFT City for 1.1msf development
2015	Completion of Azure at Brigade Exotica
2016	Launch of Grand Mercure Mysuru, WTC Kochi and Brigade REAP accelerator
2017	Expansion into Chennai with Holiday Inn and Brigade Xanadu
2019	Launch of Brigade Residences at WTC Chennai; integrated townships Cornerstone Utopia and El Dorado; and co-working brand BuzzWorks
2020	Completion of WTC Chennai; launch of Orion Uptown Mall, and Holiday Inn OMR Bengaluru
2021	Launch of Brigade Citadel in Hyderabad
2022	Entry into plotted developments and industrial parks/logistics; <i>Brigade Tech Gardens</i> inaugurated
2025	Strategic expansion outside Karnataka with land acquisitions in Velachery, Chennai; Brigade Gateway Hyderabad mixed-use project launched
2025	Launch of Brigade Lakecrest, lakefront residential project, in Bengaluru (~Rs95bn potential); continued Hyderabad and Kerala expansion via WTC & luxury/residential plans
2025	Brigade Hotel Ventures Ltd's IPO and listing in Jul'25
2025	Brigade Hotel Ventures signs multi-deal with Marriott to add 6 hotels (~940 rooms) significant hospitality expansion

Source: Company, PL



## Board of Directors

### Exhibit 19: Board of Directors

Name	Designation	Experience
Mr. M R Jaishankar	Executive Chairman	His leadership has enabled BRGD to transform from a modest, single-building, privately owned venture into a diversified, multi-domain, multi-city public limited company. He is the founder and lifetime trustee of the Brigade Foundation and Indian Music Experience Museum. In 2022, he was conferred the 'Bharat Ratna' Sir M. Visvesvaraya Award by FKCCI
Ms. Pavitra Shankar	Managing Director	She has nearly 20 years of experience in consulting, private equity, and real estate development. She leads BRGD's residential business strategy and growth and spearheads the company's digital transformation initiatives. She is a trustee of the Indian Music Experience Museum, India's only hi-tech interactive music museum, and was recently recognized as a Realty Plus' 40 Under 40 icon
Ms. Nirupa Shankar	Joint Managing Director	She oversees Brigade Group's hotel, office and retail portfolios. She has successfully conceptualized leading F&B brands, including HIGH Ultra Lounge, Glass Kitchen & Bar, and Art Café in Bengaluru. She played a key role in establishing Asia's first real estate accelerator, Brigade REAP, in 2016, and in launching BuzzWorks, BRGD's flexible workspace brand, in 2019
Mr. Amar Mysore	Executive Director	He has over a decade of experience across supply chain management, manufacturing, power and real estate. He holds a master's degree in engineering from Pennsylvania State University, US, and is actively involved in the company's transformative IT initiatives to enhance operational efficiency. He has also played a key role in securing renewable energy solutions for Brigade Group's commercial, retail and hotel portfolios
Mr. Pradyumna Kumar	Executive Director and Interim Chief Financial Officer	He has over 17 years of experience and has been associated with the Brigade Group since 2009. As part of Brigade's next-generation leadership, he plays a key role in the group's private equity strategy and HR initiatives. He oversees 2 major mixed-use developments – Brigade Tech Gardens, Bengaluru, and WTC, Chennai. He holds a bachelor's degree in commerce from the University of Madras and an MBA from the Asian Institute of Management, Manila.
Mr. Roshin Mathew	Executive Director	He has over 3 decades of experience in project management, civil contracting, and real estate development. He holds a BTech in civil engineering from the University of Kerala and a master's degree in building engineering and management from the School of Planning and Architecture, New Delhi. He has been leading the engineering function at the group since 2007

Source: Company, PL

## Financials

### Income Statement (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
<b>Net Revenues</b>	<b>50,742</b>	<b>57,664</b>	<b>66,193</b>	<b>73,655</b>
YoY gr. (%)	3.6	13.6	14.8	11.3
Cost of Goods Sold	23,168	27,941	32,937	37,671
Gross Profit	27,574	29,723	33,255	35,984
Margin (%)	54.3	51.5	50.2	48.9
Employee Cost	4,047	4,452	4,897	5,387
Other Expenses	-	-	-	-
<b>EBITDA</b>	<b>14,142</b>	<b>15,417</b>	<b>18,012</b>	<b>19,734</b>
YoY gr. (%)	18.4	9.0	16.8	9.6
Margin (%)	27.9	26.7	27.2	26.8
Depreciation and Amortization	2,888	3,161	3,373	3,593
<b>EBIT</b>	<b>11,254</b>	<b>12,256</b>	<b>14,638</b>	<b>16,140</b>
Margin (%)	22.2	21.3	22.1	21.9
Net Interest	4,955	4,493	4,446	4,417
Other Income	2,393	2,000	2,000	2,000
<b>Profit Before Tax</b>	<b>8,693</b>	<b>9,764</b>	<b>12,193</b>	<b>13,723</b>
Margin (%)	17.1	16.9	18.4	18.6
Total Tax	1,888	1,953	2,804	3,156
Effective tax rate (%)	21.7	20.0	23.0	23.0
<b>Profit after tax</b>	<b>6,805</b>	<b>7,811</b>	<b>9,388</b>	<b>10,567</b>
Minority interest	(53)	300	300	300
Share Profit from Associate	-	-	-	-
<b>Adjusted PAT</b>	<b>6,858</b>	<b>7,511</b>	<b>9,088</b>	<b>10,267</b>
YoY gr. (%)	51.8	9.5	21.0	13.0
Margin (%)	13.5	13.0	13.7	13.9
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>6,858</b>	<b>7,511</b>	<b>9,088</b>	<b>10,267</b>
YoY gr. (%)	51.8	9.5	21.0	13.0
Margin (%)	13.5	13.0	13.7	13.9
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	6,858	7,511	9,088	10,267
<b>Equity Shares O/s (m)</b>	<b>244</b>	<b>244</b>	<b>244</b>	<b>244</b>
<b>EPS (Rs)</b>	<b>28.1</b>	<b>30.7</b>	<b>37.2</b>	<b>42.0</b>

Source: Company Data, PL Research

### Balance Sheet Abstract (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
<b>Non-Current Assets</b>				
<b>Gross Block</b>	<b>72,752</b>	<b>77,752</b>	<b>82,878</b>	<b>88,227</b>
Tangibles	72,752	77,752	82,878	88,227
Intangibles	-	-	-	-
<b>Acc: Dep / Amortization</b>	<b>21,868</b>	<b>25,029</b>	<b>28,402</b>	<b>31,995</b>
Tangibles	21,868	25,029	28,402	31,995
Intangibles	-	-	-	-
<b>Net fixed assets</b>	<b>50,884</b>	<b>52,723</b>	<b>54,476</b>	<b>56,232</b>
Tangibles	50,884	52,723	54,476	56,232
Intangibles	-	-	-	-
Capital Work In Progress	19,286	22,286	26,286	30,286
Goodwill	203	203	203	203
Non-Current Investments	430	430	430	430
Net Deferred tax assets	4,447	4,447	4,447	4,447
Other Non-Current Assets	-	-	-	-
<b>Current Assets</b>				
Investments	-	-	-	-
Inventories	88,688	92,688	97,688	1,01,688
Trade receivables	6,291	6,920	7,612	8,374
Cash & Bank Balance	32,610	31,575	28,706	29,019
Other Current Assets	13,775	13,775	13,775	13,775
<b>Total Assets</b>	<b>2,16,311</b>	<b>2,25,573</b>	<b>2,35,143</b>	<b>2,47,166</b>
<b>Equity</b>				
Equity Share Capital	2,444	2,444	2,444	2,444
Other Equity	53,941	60,743	68,981	78,397
<b>Total Network</b>	<b>56,385</b>	<b>63,187</b>	<b>71,425</b>	<b>80,841</b>
<b>Non-Current Liabilities</b>				
Long Term borrowings	52,745	52,969	51,969	51,969
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
<b>Current Liabilities</b>				
ST Debt / Current of LT Debt	8,848	9,909	11,098	12,430
Trade payables	7,858	9,032	10,175	11,450
Other current liabilities	92,155	92,155	92,155	92,155
<b>Total Equity &amp; Liabilities</b>	<b>2,16,311</b>	<b>2,25,573</b>	<b>2,35,143</b>	<b>2,47,166</b>

Source: Company Data, PL Research

**Cash Flow (Rs m)**

Y/e Mar	FY25	FY26E	FY27E	FY28E
PBT	8,693	9,764	12,193	13,723
Add. Depreciation	2,888	3,161	3,373	3,593
Add. Interest	4,955	4,493	4,446	4,417
Less Financial Other Income	2,393	2,000	2,000	2,000
Add. Other	(10,055)	(642)	(642)	(642)
Op. profit before WC changes	6,481	16,775	19,369	21,091
Net Changes-WC	5,360	(3,222)	(4,354)	(3,348)
Direct tax	(1,888)	(1,953)	(2,804)	(3,156)
<b>Net cash from Op. activities</b>	<b>9,953</b>	<b>11,600</b>	<b>12,211</b>	<b>14,587</b>
Capital expenditures	(6,394)	(8,000)	(9,126)	(9,349)
Interest / Dividend Income	1,606	342	342	342
Others	(1,111)	-	-	-
<b>Net Cash from Invst. activities</b>	<b>(5,899)</b>	<b>(7,658)</b>	<b>(8,784)</b>	<b>(9,006)</b>
Issue of share cap. / premium	3,816	-	-	-
Debt changes	(622)	224	(1,000)	-
Dividend paid	(463)	(709)	(850)	(850)
Interest paid	(4,955)	(4,493)	(4,446)	(4,417)
Others	13,406	-	-	-
<b>Net cash from Fin. activities</b>	<b>11,183</b>	<b>(4,977)</b>	<b>(6,296)</b>	<b>(5,268)</b>
<b>Net change in cash</b>	<b>15,237</b>	<b>(1,035)</b>	<b>(2,869)</b>	<b>313</b>
Free Cash Flow	3,559	3,600	3,084	5,238

Source: Company Data, PL Research

**Quarterly Financials (Rs m)**

Y/e Mar	Q4FY25	Q1FY26	Q2FY26	Q3FY26E
<b>Net Revenue</b>	<b>14,604</b>	<b>12,811</b>	<b>13,834</b>	<b>15,079</b>
YoY gr. (%)	(14.2)	18.9	29.0	3.0
Raw Material Expenses	7,210	6,645	7,028	6,635
Gross Profit	7,394	6,167	6,806	8,444
Margin (%)	50.6	48.1	49.2	56.0
<b>EBITDA</b>	<b>4,160</b>	<b>3,237</b>	<b>3,281</b>	<b>4,297</b>
YoY gr. (%)	(3.9)	10.6	12.4	3.9
Margin (%)	28.5	25.3	23.7	28.5
Depreciation / Depletion	756	756	765	800
<b>EBIT</b>	<b>3,404</b>	<b>2,480</b>	<b>2,516</b>	<b>3,497</b>
Margin (%)	23.3	19.4	18.2	23.2
Net Interest	1,066	1,056	1,023	1,100
Other Income	719	517	465	500
<b>Profit before Tax</b>	<b>3,057</b>	<b>1,941</b>	<b>1,958</b>	<b>2,897</b>
Margin (%)	20.9	15.2	14.2	19.2
Total Tax	563	359	253	637
Effective tax rate (%)	18.4	18.5	12.9	22.0
<b>Profit after Tax</b>	<b>2,494</b>	<b>1,583</b>	<b>1,705</b>	<b>2,260</b>
Minority interest	25	84	80	80
Share Profit from Associates	-	-	-	-
<b>Adjusted PAT</b>	<b>2,468</b>	<b>1,499</b>	<b>1,625</b>	<b>2,180</b>
YoY gr. (%)	19.8	79.0	36.6	(7.7)
Margin (%)	16.9	11.7	11.7	14.5
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>2,468</b>	<b>1,499</b>	<b>1,625</b>	<b>2,180</b>
YoY gr. (%)	19.8	79.0	36.6	(7.7)
Margin (%)	16.9	11.7	11.7	14.5
Other Comprehensive Income	-	-	-	-
<b>Total Comprehensive Income</b>	<b>2,468</b>	<b>1,499</b>	<b>1,625</b>	<b>2,180</b>
Avg. Shares O/s (m)	-	-	-	-
<b>EPS (Rs)</b>	<b>10.1</b>	<b>6.1</b>	<b>6.6</b>	<b>8.9</b>

Source: Company Data, PL Research

**Key Financial Metrics**

Y/e Mar	FY25	FY26E	FY27E	FY28E
<b>Per Share(Rs)</b>				
EPS	28.1	30.7	37.2	42.0
CEPS	39.9	43.7	51.0	56.7
BVPS	230.7	258.6	292.3	330.8
FCF	14.6	14.7	12.6	21.4
DPS	1.9	2.9	3.5	3.5
<b>Return Ratio(%)</b>				
RoCE	10.5	10.0	11.2	11.5
ROIC	6.1	6.3	7.1	7.4
RoE	14.8	12.6	13.5	13.5
<b>Balance Sheet</b>				
Net Debt : Equity (x)	0.5	0.5	0.5	0.4
Net Working Capital (Days)	627	573	525	489
<b>Valuation(x)</b>				
PER	30.0	27.4	22.7	20.1
P/B	3.7	3.3	2.9	2.5
P/CEPS	21.1	19.3	16.5	14.9
EV/EBITDA	16.6	15.4	13.3	12.2
EV/Sales	4.6	4.1	3.6	3.3
Dividend Yield (%)	0.2	0.3	0.4	0.4

Source: Company Data, PL Research

**Key Operating Metrics**

Y/e Mar	FY25	FY26E	FY27E	FY28E
Residential pre-sales	78,468	79,000	87,617	103,342
Leasing Income	9,551	10,424	11,128	11,840
Hospitality Income	5,191	5,641	6,265	7,030

Source: Company Data, PL Research

January 16, 2026

## Company Initiation

### Key Financials - Consolidated

Y/e Mar	FY25	FY26E	FY27E	FY28E
Sales (Rs. m)	52,863	60,263	73,598	89,375
EBITDA (Rs. m)	31,031	32,131	39,616	47,458
Margin (%)	58.7	53.3	53.8	53.1
PAT (Rs. m)	22,255	24,140	28,610	34,413
EPS (Rs.)	61.2	66.4	78.7	94.6
Gr. (%)	15.6	8.5	18.5	20.3
DPS (Rs.)	7.0	9.3	10.4	11.6
Yield (%)	0.4	0.6	0.6	0.7
RoE (%)	15.1	14.6	15.4	16.1
RoCE (%)	16.3	14.9	16.6	17.5
EV/Sales (x)	11.9	10.5	8.5	6.8
EV/EBITDA (x)	20.3	19.8	15.8	12.9
PE (x)	26.9	24.8	20.9	17.4
P/BV (x)	3.8	3.5	3.0	2.6

### Key Data

OEBO.BO | OBER IN

52-W High / Low	Rs.2,059 / Rs.1,440
Sensex / Nifty	83,383 / 25,666
Market Cap	Rs.599bn/ \$ 6,631m
Shares Outstanding	364m
3M Avg. Daily Value	Rs.796.56m

### Shareholding Pattern (%)

Promoter's	67.70
Foreign	16.06
Domestic Institution	14.39
Public & Others	1.85
Promoter Pledge (Rs bn)	-

### Stock Performance (%)

	1M	6M	12M
Absolute	(0.8)	(8.7)	(16.6)
Relative	1.5	(10.0)	(23.5)

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## New project additions will be key

*Oberoi Realty Ltd (OBER IN) commands premium margins and realizations driven by its dominant position in the MMR market, cultivated through consistent delivery of high-quality projects. The company has demonstrated strong growth momentum in pre-sales with ~11% CAGR over FY22-25, fueled by successful new launches, rapid inventory absorption, and strong demand across the MMR market. We foresee 24% pre-sales CAGR over FY25-28E aided by new launches across Gurugram, Thane, Tardeo and Worli, and sustenance sales from their existing projects. Further, we expect annuity income to grow 2x over FY25-28E to Rs13.5bn, providing strong cash flow visibility. While current valuation of 17% premium to our 1-year forward NAV does not suggest significant near-term gains, its ability to add new projects at regular intervals will be key for stock performance. We initiate coverage on OBER IN with 'Accumulate' rating and DCF-derived NAV with SOTP-based TP of Rs1,820/share, implying 10% upside from current levels.*

**Strong brand recognition and experienced management:** OBER enjoys strong brand equity anchored in superior construction quality, luxury positioning and customer trust, enabling sustained premium pricing. Led by Vikas Oberoi, the management team has deep domain expertise and a proven track record of execution, particularly in high-entry-barrier MMR micro markets, providing a competitive advantage.

**Pre-sales momentum to improve:** OBER's operating performance has been underpinned by favorable residential market conditions and timely project launches, leading to a healthy ~11% pre-sales CAGR over FY22-25. The company has Rs 60-70bn of ready-to-move-in unsold inventory, which should get monetized over the next 2-3 years. Further, new launches across Gurugram, Thane, Tardeo and Worli should aid pre-sales. Entry into Thane and Gurugram meaningfully diversifies the growth runway, with NCR offering ~2.6msf of saleable area aligned to premium housing demand. Overall, we expect pre-sales to scale to ~Rs100bn by FY28E, implying ~24% CAGR over FY25-28E.

**Consistent scale-up in annuity business:** OBER generated Rs7.7bn of annuity revenue with 5.5msf of leasable area spread across Commerz (I, II and III) and Oberoi Mall. Commerz III and Sky City Mall, operationalized in FY26, enjoy 85% and 50% occupancy, respectively. Once these assets are fully occupied, we see annuity income reaching Rs13.5bn by FY28E. Further, the company has 3msf in the pipeline, which strengthens medium-term annuity visibility.

**Valuation:** We value the residential business at Rs293bn (Rs805/share), taking into account recent BD activities. The annuity portfolio accounts for Rs180bn (Rs495/share), assuming 8-8.5% cap rate. For the hospitality segment, operating assets are valued at Rs32bn (18x EBITDA on FY28E). Further, we have given 30% premium to gross NAV. We arrive at NAV of Rs1,820/ share, implying 10% upside to CMP. We have assigned 'Accumulate' rating on the stock.

**Exhibit 20: 1-year forward NAVs**

Particulars	NAV (Rs mn)	% of total	NAV per share (Rs)
Residential	292,689	58.0	805
Commercial (Lease)	110,433	22.0	304
Retail (Lease)	69,620	14.0	191
Hospitality	31,742	6.0	87
Gross NAV	504,483	100.0	1,387
Add: Cash	38,265		105
Less: Gross Debt	-32,073		-88
30% Premium to current portfolio	151,345		416
Net NAV	662,021		1,820
Outstanding shares (mn)	364		
<b>Target price (Rs)</b>	<b>1,820</b>		

Source: Company, PL

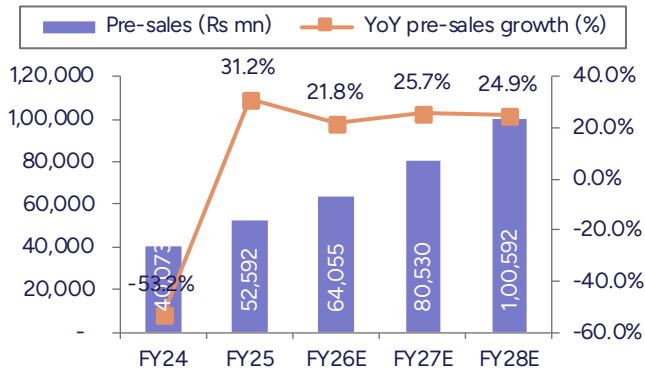
**Exhibit 21: Upcoming launch pipeline over next 15-18 months**

Location	Saleable Area (msf)	Project Details
Thane, MMR	0.6	Jardin Tower A
Borivali East, Mumbai	0.6	Sky City Tower H
Sector 58, Gurugram	2.6	Luxury project
Tardeo, South Mumbai	0.4	Redevelopment
Peddar Road, South Mumbai	0.3	Redevelopment
Adarsh Nagar, Worli, South Mumbai	0.6	Redevelopment
Thane, MMR	0.4	Forestville Tower D
Goregaon East, Mumbai	1.0	Elysian Tower E

Source: Company, PL

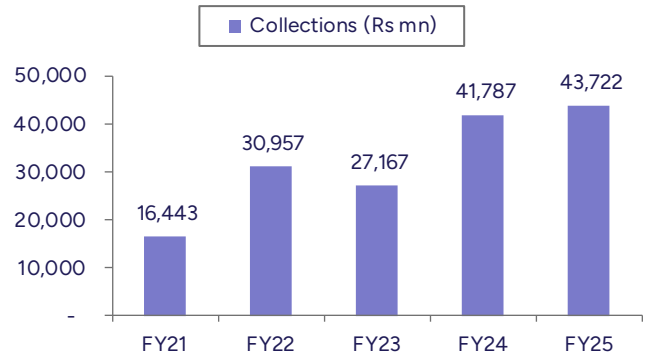
## Story in Charts & Peer Valuation

**Exhibit 22: Pre-sales to grow at 24% CAGR over FY25-28E**



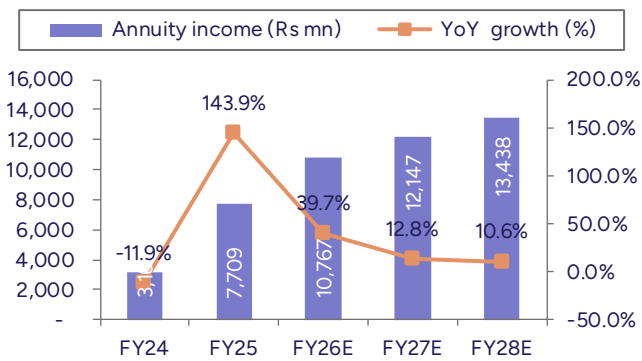
Source: Company, PL

**Exhibit 23: Healthy collections momentum to continue**



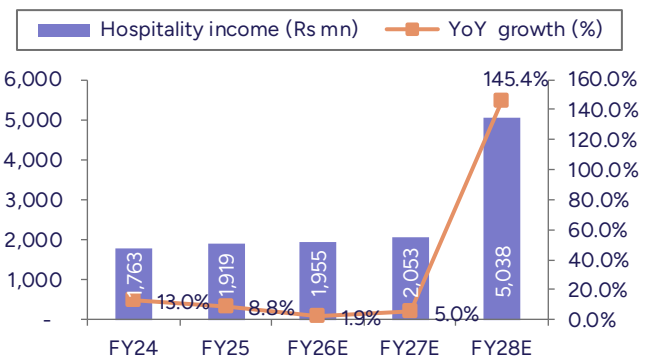
Source: Company, PL

**Exhibit 24: Annuity to grow at 20% CAGR over FY25-28E**



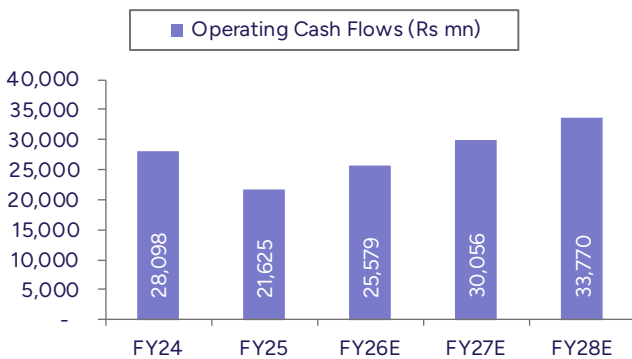
Source: Company, PL

**Exhibit 25: Hospitality income to double over FY25-28E**



Source: Company, PL

**Exhibit 26: Strong OCF generation over FY25-28E**



Source: Company, PL

**Exhibit 27: Business development activities since FY24**

Location	Land area (acres)	Est. GDV (Rs bn)
Alibaug	81.0	5
Carter Road, Bandra	0.6	22
Adarsh Nagar, Worli	3.2	7
Sector 58, Gurugram, Haryana	14.8	90
Pokhran Road 2, Thane	6.4	58
<b>Total</b>	<b>106</b>	<b>181</b>

Source: Company, PL

Mumbai-based leading real estate player with a legacy of 4 decades

## OBR: Mumbai's premium developer

Incorporated in 1998 as Kingston Properties) and rebranded as Oberoi Realty Ltd in 2009, OBER is a leading Mumbai-based real estate developer, promoted by Mr. Vikas Oberoi (CMD; 67.7% stake). The company has built a strong franchise in premium residential and commercial developments, backed by customer centric approach, transparency and governance, outsourced execution strategy and customer centric focus. OBER operates a hybrid model with project-led residential sales and annuity income from commercial, retail and hospitality assets, ensuring stable cash flows. Its strategy of need-based land acquisition, complex project execution, and focus on reputed counterparties support sustained execution across premium price segments.

- **Residential segment:** OBER delivered a strong 33% pre-sales CAGR over FY20–25, led by post-COVID demand recovery and portfolio expansion, with sustained traction across Sky City, Elysian, Eternia, Enigma and Jardin.
  - Thane is emerging as a key growth engine, with projects at Pokhran and Kolshet priced at a 15–20% discount to neighboring markets, aiding absorption. Successful launch of OGC Pokhran (~Rs14bn bookings in 3 days) underscores strong demand; the ~75-acre project offers ~13msf of residential potential Improved connectivity, including the upcoming Borivali–Thane twin tunnel, will further support upgrade demand. OBER's entry into Gurugram adds a new growth leg, with ~3msf saleable area in a supply-constrained, premium-led market with strong pricing power and rapid cash conversion.
  - OBER also deepened its premium/luxury focus on Mumbai with Three Sixty West (Oasis) in Worli, reinforcing brand positioning, while NCR expansion remains well-aligned with premium demand. We expect momentum in pre-sales to continue supported by launches in Thane, Sector 58 Gurugram, and Adarsh Nagar, alongside sustained traction at Three Sixty West.

### Exhibit 28: Strong absorption across ongoing residential projects

Residential Projects	Total Carpet Area (msf)	Area Booked Till Date (msf)	Inventory as on Date (msf)	Gross Booking Value till Date (in bn)	Revenue Recognised till Date (in bn)
Elysian	2.6	1.8	0.7	68.2	40.6
Jardin	1.1	0.6	0.5	14.9	1.3
Forestville	1.1	0.3	0.8	5.2	1.8
Eternia	1.3	0.9	0.4	23.4	22.9
Enigma	1.3	1.1	0.2	28.6	27.4
Sky City	2.9	2.6	0.3	73.8	66.1
Three Sixty West - ORL	0.5	0.2	0.3	33.3	26.3
<b>Total</b>	<b>10.8</b>	<b>7.5</b>	<b>3.3</b>	<b>247.4</b>	<b>186.4</b>

Source: Company, PL.

- **Annuity segment:** OBER expanded its commercial portfolio to capitalize on the rising demand for Grade A offices in the post-pandemic hybrid work environment. Its leased asset base comprises premium office projects (Oberoi Commerz I, II and III) and a prime retail asset in Mumbai, generating stable annuity income through long-term leases with fixed rentals and revenue-sharing arrangements.

**Exhibit 29: OBER's Annuity existing portfolio**

Asset	Category	Status	Leasable area (msf)
Oberoi Mall	Mall	Completed	0.3
Commerz I	Office	Completed	0.2
Commerz II	Office	Completed	0.5
Commerz III	Office	Completed	2.3
Sky City Mall	Mall	Completed	0.7

- **Hospitality segment:** OBER derives hospitality revenue from The Westin Mumbai Garden City, its luxury hotel operated by Marriott under the Westin brand, with income streams from room tariffs, banqueting and F&B. OBER enjoys healthy occupancy of 80% with ARR of Rs14,000/night.

**Exhibit 30: Hospitality portfolio**

Asset	Location	Status	No. of Keys
The Westin Mumbai Garden City	Goregaon	Completed	269
The Ritz-Carlton Mumbai	Worli	Ongoing	221
Sky City Hotel	Borivali	Ongoing	270
Pokhran Road Hotel	Thane	Upcoming	265
Glaxo Project	Worli	Upcoming	80
<b>Total</b>			<b>1,105</b>

Source: Company, PL

**Exhibit 31: Growth trajectory**

Year	Key developments
1998	Incorporated in Mumbai as Kingston Properties Pvt Ltd
2002	Acquired 80-acre land parcel in Goregaon East for the flagship Oberoi Garden City project
2005	Expanded its presence to other areas of Mumbai, including Andheri and Mulund
2009	Converted into a public limited company, changed its name to Oberoi Realty Ltd
2010	Completed and opened Westin Mumbai Garden City, a hospitality project where OBER owns the building and Marriott International manages the operations
2014	Scheme of amalgamation for 3 wholly owned subsidiaries (Oberoi Constructions Ltd, Oberoi Mall Ltd, and Evenstar Hotels Pvt Ltd) with Oberoi Realty Ltd became effective
2015	Launched Sky City at Borivali
2019	Acquired 60 acres of land parcel in Thane
2021	Launched new tower in Elysian project at Oberoi Garden City, Goregaon (East)
2022	Launched new tower at Sky City in Borivali (East)
2023	Acquired ~6.4 acres parcel from NRB Bearings in Thane's Pokhran Road 2, consolidating a ~75 acres contiguous land bank, and acquired a ~9 acres Blue Star parcel adjacent to the GlaxoSmithKline plot.
2023	Launched Forestville Phase 1 in Kolshet Road, Thane, and entered Delhi-NCR with ~14.8acre land acquisition in Gurugram (Sector 58)
2024	Launched new tower in Elysian project at Oberoi Garden City and Jardin project in Thane's Oberoi Garden City
2024	Acquired Nirmal Lifestyle Realty via NCLT, adding ~20,262sqm Mulund land adjacent to Eternia project
2024	Executed DA for ~81acre coastal luxury project (5-star hotel + ~150 branded villas) under revenue/area share model in Alibaug
2025	Acquired ~4.2acre parcel in Bhandup via DRT auction
2025	Commenced operations at its large office asset, Commerz III, and launched Sky City Mall
2025	Acquired Nirmal Lifestyle Realty (Mulund) integrated via amalgamation
2025	Entered into agreements to develop/redevelop smaller strategic parcels at Nepean Sea Road and Carter Road, Bandra (free sale components).

Source: Company, PL



## Board of Directors

### Exhibit 32: Board of Directors

Name	Designation	Experience
Mr. Vikas Oberoi	Promoter and Chairman & Managing Director	He has been associated with OBER since inception. A Harvard alumnus with over 2 decades of experience, he provides a global perspective on strategy, expansion and diversification. He is closely involved across the entire value chain from conception to execution, spanning residential, commercial offices, retail, hospitality, and social infrastructure, with a strong focus on design-led development and execution excellence
Ms. Bindu Oberoi	Non-independent & Non-executive Director	A commerce graduate from the University of Mumbai, she has been on the Board of Directors since 2006. With strong focus on design and aesthetics, she plays a key role in shaping project outcomes across the portfolio. She is also the Trustee and Board Chair of Oberoi International School, a premier IB institution in Mumbai
Mr. Saumil Daru	Chief Financial Officer	On the Board of Directors since 2014, he has been overseeing finance, accounts and tax functions. A commerce graduate from the University of Mumbai, he is also a chartered accountant and has completed a management program at Harvard Business School. He brings over 25 years of experience across tax, accounts and finance, with prior stints at Arthur Andersen and Ernst & Young India
Ms. Tina Trikha	Independent & Non-executive Director	She has nearly 2 decades of global corporate leadership and strategy experience. She has served on the OBR Board since Apr'19 and was re-appointed for a second term commencing Apr'24. She holds a BSc in Economics from the Massachusetts Institute of Technology and an MBA from The Wharton School, University of Pennsylvania
Mr. Anil Harish	Independent & Non-executive Director	He brings 3 decades of legal expertise to the Board. He holds a BA and an LLB from the University of Mumbai and an LLM from the University of Miami
Mr. Prafulla Chhajed	Independent & Non-executive Director	He is a member of ICAI and CPA (Australia). He holds an LLB and professional certificates in forensic accounting & fraud detection and business responsibility & sustainability reporting
Mr. Sanjay Shah	Independent & Non-executive Director	He has over 3 decades of experience in investment banking and capital markets. He spent ~27 years at Morgan Stanley India (1996–2023) as Country Head – India & Managing Director. He holds a bachelor's degree in chemical engineering and an MMS (Finance) from the University of Mumbai.

Source: Company, PL

## Financials

### Income Statement (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
<b>Net Revenues</b>	<b>52,863</b>	<b>60,263</b>	<b>73,598</b>	<b>89,375</b>
YoY gr. (%)	17.6	14.0	22.1	21.4
Cost of Goods Sold	18,450	24,291	29,356	36,747
Gross Profit	34,413	35,972	44,243	52,628
Margin (%)	65.1	59.7	60.1	58.9
Employee Cost	1,143	1,280	1,571	1,870
Other Expenses	-	-	-	-
<b>EBITDA</b>	<b>31,031</b>	<b>32,131</b>	<b>39,616</b>	<b>47,458</b>
YoY gr. (%)	28.8	3.5	23.3	19.8
Margin (%)	58.7	53.3	53.8	53.1
Depreciation and Amortization	885	1,300	1,495	1,794
<b>EBIT</b>	<b>30,146</b>	<b>30,831</b>	<b>38,121</b>	<b>45,664</b>
Margin (%)	57.0	51.2	51.8	51.1
Net Interest	2,652	3,000	3,200	3,200
Other Income	1,879	3,000	3,200	3,500
<b>Profit Before Tax</b>	<b>29,373</b>	<b>30,831</b>	<b>38,121</b>	<b>45,964</b>
Margin (%)	55.6	51.2	51.8	51.4
Total Tax	7,194	7,091	9,912	11,951
Effective tax rate (%)	24.5	23.0	26.0	26.0
<b>Profit after tax</b>	<b>22,179</b>	<b>23,740</b>	<b>28,210</b>	<b>34,013</b>
Minority interest	-	-	-	-
Share Profit from Associate	76	400	400	400
<b>Adjusted PAT</b>	<b>22,255</b>	<b>24,140</b>	<b>28,610</b>	<b>34,413</b>
YoY gr. (%)	15.6	8.5	18.5	20.3
Margin (%)	42.1	40.1	38.9	38.5
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>22,255</b>	<b>24,140</b>	<b>28,610</b>	<b>34,413</b>
YoY gr. (%)	15.6	8.5	18.5	20.3
Margin (%)	42.1	40.1	38.9	38.5
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	22,255	24,140	28,610	34,413
<b>Equity Shares O/s (m)</b>	<b>364</b>	<b>364</b>	<b>364</b>	<b>364</b>
<b>EPS (Rs)</b>	<b>61.2</b>	<b>66.4</b>	<b>78.7</b>	<b>94.6</b>

Source: Company Data, PL Research

### Balance Sheet Abstract (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
<b>Non-Current Assets</b>				
<b>Gross Block</b>	<b>51,776</b>	<b>62,099</b>	<b>67,261</b>	<b>69,841</b>
Tangibles	51,766	62,088	67,250	69,831
Intangibles	11	11	11	11
<b>Acc: Dep / Amortization</b>	<b>4,928</b>	<b>6,228</b>	<b>7,723</b>	<b>9,517</b>
Tangibles	4,928	6,228	7,723	9,517
Intangibles	-	-	-	-
<b>Net fixed assets</b>	<b>46,848</b>	<b>55,871</b>	<b>59,538</b>	<b>60,324</b>
Tangibles	46,837	55,860	59,527	60,314
Intangibles	11	11	11	11
Capital Work In Progress	16,044	22,592	29,145	34,700
Goodwill	-	-	-	-
Non-Current Investments	25,353	25,353	25,353	25,353
Net Deferred tax assets	1,091	1,091	1,091	1,091
Other Non-Current Assets	6,416	6,416	6,416	6,416
<b>Current Assets</b>				
Investments	-	-	-	-
Inventories	94,465	98,489	1,03,603	1,09,532
Trade receivables	1,127	1,500	1,500	1,500
Cash & Bank Balance	10,030	6,919	18,265	36,481
Other Current Assets	20,728	22,801	25,537	29,367
<b>Total Assets</b>	<b>2,26,062</b>	<b>2,44,993</b>	<b>2,74,407</b>	<b>3,08,725</b>
<b>Equity</b>				
Equity Share Capital	3,636	3,636	3,636	3,636
Other Equity	1,53,413	1,69,665	1,94,479	2,24,674
<b>Total Network</b>	<b>1,57,049</b>	<b>1,73,301</b>	<b>1,98,115</b>	<b>2,28,310</b>
<b>Non-Current Liabilities</b>				
Long Term borrowings	33,004	32,073	32,073	32,073
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
<b>Current Liabilities</b>				
ST Debt / Current of LT Debt	8,497	10,837	13,929	16,604
Trade payables	7,638	7,864	8,276	8,571
Other current liabilities	20,966	22,010	23,107	24,258
<b>Total Equity &amp; Liabilities</b>	<b>2,26,062</b>	<b>2,44,993</b>	<b>2,74,407</b>	<b>3,08,725</b>

Source: Company Data, PL Research

**Cash Flow (Rs m)**

Y/e Mar	FY25	FY26E	FY27E	FY28E
PBT	29,373	30,831	38,121	45,964
Add. Depreciation	885	1,300	1,495	1,794
Add. Interest	2,652	3,000	3,200	3,200
Less Financial Other Income	1,879	3,000	3,200	3,500
Add. Other	(2,538)	400	400	400
Op. profit before WC changes	30,371	35,531	43,216	51,358
Net Changes-WC	(2,243)	(2,860)	(3,249)	(5,637)
Direct tax	(6,503)	(7,091)	(9,912)	(11,951)
<b>Net cash from Op. activities</b>	<b>21,626</b>	<b>25,579</b>	<b>30,056</b>	<b>33,770</b>
Capital expenditures	(6,923)	(16,871)	(11,714)	(8,136)
Interest / Dividend Income	2,565	-	-	-
Others	(19,564)	-	-	-
<b>Net Cash from Invst. activities</b>	<b>(23,923)</b>	<b>(16,871)</b>	<b>(11,714)</b>	<b>(8,136)</b>
Issue of share cap. / premium	-	-	-	-
Debt changes	8,052	(931)	0	0
Dividend paid	(3,636)	(3,374)	(3,796)	(4,218)
Interest paid	(2,652)	(3,000)	(3,200)	(3,200)
Others	2,891	(4,513)	-	-
<b>Net cash from Fin. activities</b>	<b>4,655</b>	<b>(11,819)</b>	<b>(6,996)</b>	<b>(7,418)</b>
<b>Net change in cash</b>	<b>2,358</b>	<b>(3,110)</b>	<b>11,345</b>	<b>18,216</b>
Free Cash Flow	14,703	8,708	18,341	25,634

Source: Company Data, PL Research

**Quarterly Financials (Rs m)**

Y/e Mar	Q4FY25	Q1FY26	Q2FY26	Q3FY26E
<b>Net Revenue</b>	<b>11,501</b>	<b>9,876</b>	<b>17,790</b>	<b>16,933</b>
YoY gr. (%)	(12.5)	(29.7)	34.8	20.0
Raw Material Expenses	4,174	3,896	6,730	6,604
Gross Profit	7,328	5,979	11,061	10,329
Margin (%)	63.7	60.5	62.2	61.0
<b>EBITDA</b>	<b>6,181</b>	<b>5,203</b>	<b>10,203</b>	<b>9,313</b>
YoY gr. (%)	(21.6)	(36.2)	25.4	8.8
Margin (%)	53.7	52.7	57.4	55.0
Depreciation / Depletion	242	316	334	340
<b>EBIT</b>	<b>5,939</b>	<b>4,887</b>	<b>9,869</b>	<b>8,973</b>
Margin (%)	51.6	49.5	55.5	53.0
Net Interest	801	750	712	720
Other Income	632	864	658	650
<b>Profit before Tax</b>	<b>5,769</b>	<b>5,002</b>	<b>9,815</b>	<b>8,903</b>
Margin (%)	50.2	50.7	55.2	52.6
Total Tax	1,439	857	2,329	2,137
Effective tax rate (%)	24.9	17.1	23.7	24.0
<b>Profit after Tax</b>	<b>4,330</b>	<b>4,145</b>	<b>7,486</b>	<b>6,766</b>
Minority interest	2	68	117	109
Share Profit from Associates	-	-	-	-
<b>Adjusted PAT</b>	<b>4,329</b>	<b>4,077</b>	<b>7,370</b>	<b>6,658</b>
YoY gr. (%)	(44.7)	(29.7)	26.1	8.6
Margin (%)	37.6	41.3	41.4	39.3
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>4,329</b>	<b>4,077</b>	<b>7,370</b>	<b>6,658</b>
YoY gr. (%)	(44.7)	(29.7)	26.1	8.6
Margin (%)	37.6	41.3	41.4	39.3
Other Comprehensive Income	-	-	-	-
<b>Total Comprehensive Income</b>	<b>4,329</b>	<b>4,077</b>	<b>7,370</b>	<b>6,658</b>
Avg. Shares O/s (m)	-	-	-	-
<b>EPS (Rs)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

Source: Company Data, PL Research

**Key Financial Metrics**

Y/e Mar	FY25	FY26E	FY27E	FY28E
<b>Per Share(Rs)</b>				
EPS	61.2	66.4	78.7	94.6
CEPS	63.6	70.0	82.8	99.6
BVPS	431.9	476.6	544.9	627.9
FCF	40.4	24.0	50.4	70.5
DPS	7.0	9.3	10.4	11.6
<b>Return Ratio(%)</b>				
RoCE	16.3	14.9	16.6	17.5
ROIC	14.0	13.0	14.9	16.8
RoE	15.1	14.6	15.4	16.1
<b>Balance Sheet</b>				
Net Debt : Equity (x)	0.2	0.2	0.1	0.1
Net Working Capital (Days)	607	558	480	418
<b>Valuation(x)</b>				
PER	26.9	24.8	20.9	17.4
P/B	3.8	3.5	3.0	2.6
P/CEPS	25.9	23.5	19.9	16.5
EV/EBITDA	20.3	19.8	15.8	12.9
EV/Sales	11.9	10.5	8.5	6.8
Dividend Yield (%)	0.4	0.6	0.6	0.7

Source: Company Data, PL Research

**Key Operating Metrics**

Y/e Mar	FY25	FY26E	FY27E	FY28E
Residential pre-sales	52,592	64,055	80,530	1,00,592
Leasing income	8,694	10,767	12,147	13,438
Hospitality income	1,919	1,955	2,053	5,038

Source: Company Data, PL Research

January 16, 2026

## Company Initiation

### Key Financials - Consolidated

Y/e Mar	FY25	FY26E	FY27E	FY28E
Sales (Rs. m)	73,494	99,075	1,18,480	1,40,034
EBITDA (Rs. m)	25,588	34,353	39,775	46,169
Margin (%)	34.8	34.7	33.6	33.0
PAT (Rs. m)	4,675	12,684	14,374	17,392
EPS (Rs.)	10.9	29.4	33.4	40.4
Gr. (%)	(68.3)	171.3	13.3	21.0
DPS (Rs.)	2.1	2.3	2.3	2.3
Yield (%)	0.1	0.2	0.2	0.2
RoE (%)	3.5	7.9	8.3	9.3
RoCE (%)	9.3	11.6	12.6	13.5
EV/Sales (x)	9.2	6.9	5.8	4.9
EV/EBITDA (x)	26.4	20.0	17.4	15.0
PE (x)	138.2	50.9	45.0	37.2
P/BV (x)	4.2	3.9	3.6	3.3

### Key Data

### PREG.BO | PEPL IN

52-W High / Low	Rs.1,814 / Rs.1,048
Sensex / Nifty	83,383 / 25,666
Market Cap	Rs.646bn/ \$ 7,156m
Shares Outstanding	431m
3M Avg. Daily Value	Rs.1056.07m

### Shareholding Pattern (%)

Promoter's	60.94
Foreign	15.75
Domestic Institution	20.69
Public & Others	2.62
Promoter Pledge (Rs bn)	-

### Stock Performance (%)

	1M	6M	12M
Absolute	(9.7)	(13.1)	5.2
Relative	(7.6)	(14.3)	(3.5)

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## Back to growth phase

*Prestige Estates Projects Ltd (PEPL IN) is a premier Bengaluru-based realty developer that has successfully scaled its brand in new geographies like NCR and Mumbai. In 9MFY26, its pre-sales grew at a robust 122% YoY to reach Rs223bn+, aided by successful new launches. We see the momentum accelerating given the launch pipeline of 44msf+ with GDV of Rs450bn over the next 18-24 months. Further, the company's exit rentals from annuity business are likely to reach Rs40bn by FY28/29E from current Rs11bn as some Mumbai assets get ready for fit outs. Geographical and segmental diversification gives PEPL a competitive edge and wings to its growth prospects. We initiate coverage on PEPL IN with 'BUY' rating and DCF-derived NAV with SOTP-based TP of Rs1,880/share, implying 25% upside from current levels.*

### Promoter-driven multi-vertical diversification boosting growth prospects:

Promoter Mr. Irfan Razack brings nearly 4 decades of execution expertise, strong capital-allocation discipline, anchoring the company's brand credibility and pan-India scale-up. PEPL operates a diversified real estate platform across residential, commercial, retail, hospitality and services verticals. While the company retains a dominant foothold in South India, particularly in Bengaluru, it has also executed a deliberate pivot into key growth markets like MMR, NCR and Hyderabad. This strategic diversification coupled with a robust annuity portfolio enhances resilience and supports a secular growth narrative through both pre-sales-led cash churn and annuity-driven cash flow visibility.

**9MFY26 pre-sales momentum to accelerate:** PEPL delivered robust pre-sales growth of ~18% CAGR over FY22–25, despite a 19% YoY decline in FY25 pre-sales due to approval delays. Momentum rebounded sharply in 9MFY26, with record pre-sales of Rs223bn (+122% YoY), achieving ~83% of full-year guidance, driven by marquee launches such as The Prestige City (Indirapuram, NCR) and Prestige Nautilus (Worli, Mumbai), where pre-sales bookings reached ~Rs24bn within a month of launch. We believe the company is on track to exceed the guidance of Rs 270bn for FY26 with sustenance sales of Rs25–30bn per quarter, which alone is expected to support Q4FY26 performance even without incremental launches. Additionally, PEPL has unsold inventory of Rs199bn+ and has a strong residential launch pipeline of 44msf+ with potential GDV of Rs450bn over the next 18-24 months, reflecting strong visibility. We expect pre-sales momentum to accelerate, clocking ~29% CAGR over FY25–28E.

**Sharp scale-up of annuity portfolio from FY28E:** PEPL's office portfolio exit rentals stood at Rs5.2bn as of FY25-end. This is likely to go up to Rs30bn by FY28/29E as some key Mumbai assets get ready for fit outs. Importantly, the company has already managed to pre-lease some assets at healthy rentals. Similarly, PEPL's retail exit rentals stood at Rs2.2bn, which is also likely to scale up to Rs5.4bn/Rs11bn by FY28/FY29E. This provides strong comfort for future cash flows.

**Capital-efficient growth with healthy balance sheet:** PEPL's leverage remains manageable with net debt at Rs73bn (net D/E of 0.45x) as of H1FY26-end. The company plans to incur Rs147bn (PEPL's share) of capex toward ongoing and upcoming annuity assets. PEPL's collections stood at Rs121bn in FY25 from the residential segment. Net debt is expected to peak in FY27E and trend down as collections outpace pre-sales and rental income scales up.

**Valuation:** We value PEPL's residential business at ~Rs430bn (Rs999/share), taking into account recent BD activities. Annuity portfolio stands at Rs213.8bn (Rs496/share), assuming 8.5% cap rate. For the hospitality segment, operating assets are valued at Rs85bn (18x EBITDA on FY28E). Further, we have given 20% premium to gross NAV. We arrive at NAV of Rs1,880/ share, implying 25% upside to CMP. We recommend 'BUY' rating on the stock.

### Exhibit 33: 1-year forward NAV

Particulars	NAV (Rs mn)	% of total (%)	NAV per share (Rs)
Residential	4,30,151	57	999
Commercial (Lease)	1,37,437	18	319
Retail (Lease)	76,404	10	177
Hospitality	85,214	11	198
Facilities & Management business	5,271	1	12
NAV - land bank (40msf)	21,699	3	50
Gross NAV	7,56,176	100.0	1,756
Add: Cash	30,101		70
Less: Gross Debt	-1,28,002		-297
20% premium to current portfolio	1,51,235		
Net NAV	8,09,510		1,880
Outstanding shares (mn)	431		
<b>Target price per share (Rs)</b>	<b>1,880</b>		

Source: Company, PL

### Exhibit 34: Upcoming city-wise residential launches over 2HFY26-27E

Location	Total saleable area (msf)	Region-wise contribution (%)	PEPL's share (msf)
Bengaluru	22.4	50.5	17.2
Mumbai	7.1	16.0	5.8
Hyderabad	3.9	8.8	2.8
Chennai	2.7	6.2	1.7
Delhi/NCR	2.9	6.6	2.1
Goa	4.9	11.0	4.7
Sakleshpur	0.4	0.9	0.2
<b>Total area (msf)</b>	<b>44.3</b>	<b>100.0</b>	<b>34.5</b>

Source: Company, PL

### Exhibit 35: Key project launches in upcoming quarters

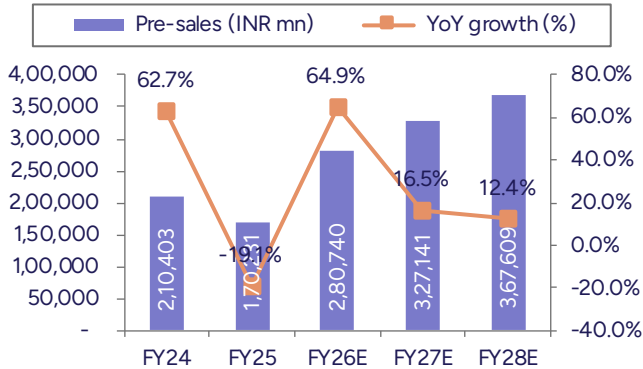
GDV of upcoming launches	Location	Total development Area (msf)	Segment	GDV (Rs bn)
Prestige Falcon City Lux	Bengaluru	4.4	Mid-Segment	50.7
Evergreen @ Prestige Raintree Park	Bengaluru	4.8	Mid-Segment	49.2
Prestige Southern Star Ph II	Bengaluru	1.7	Mid-Segment	14.3
Prestige Forest Edge	Bengaluru	0.7	Luxury	13.1
Eaton Park @ TPC	Bengaluru	1.2	Mid-Segment	9.8
Prestige Marigold Ph II	Bengaluru	1.3	Plots	7.8
Prestige Windgates	Bengaluru	0.6	Premium	7.5
Prestige Oakville	Bengaluru	0.5	Premium	6.2
Fernvale @ TPC	Bengaluru	0.8	Mid-Segment	6.2
Prestige Avon	Bengaluru	0.6	Mid-Segment	5.5
Prestige Palm Court	Chennai	1.9	Mid-Segment	9.5
Prestige Bayfront	Goa	0.7	Luxury	14.7
Beach Gardens @ Prestige Sea Scapes	Goa	1.5	Plots	7.5
Shimmering Shores @ Prestige Sea Scapes	Goa	0.5	Mid-Segment	2.8
Veranda Bay @ Prestige Sea Scapes	Goa	0.5	Mid-Segment	2.8
Prestige Rock Cliff	Hyderabad	0.8	Luxury	9.1
Prestige Forest Hills @ TPC Mulund - Ph2	Mumbai	2.5	Mid-Segment	35.4
Prestige Garden Trails	Mumbai	2.1	Mid-Segment	20.3
<b>Total</b>		<b>26.7</b>		<b>272.3</b>

Source: Company, PL (Note: PEPL has launched Prestige Garden Trails (2.1 msf saleable area) in Q3FY26)



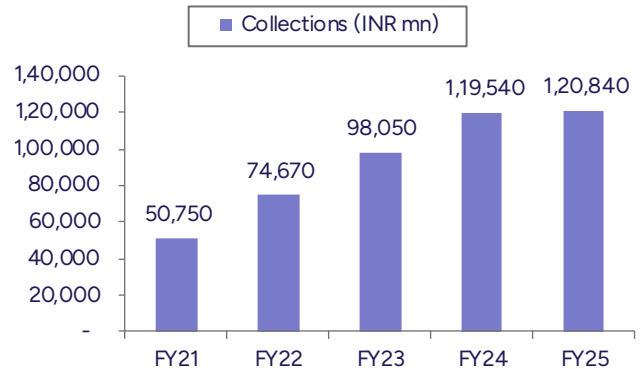
**Story in Charts & Peer Valuation**

**Exhibit 36: Pre-sales to grow at 29% CAGR over FY25-28E**



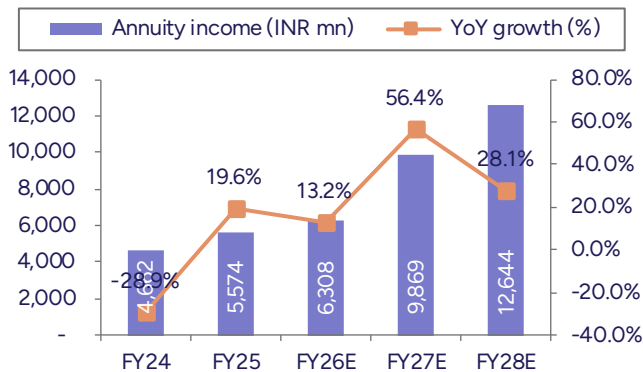
Source: Company, PL

**Exhibit 37: Collections grew at 24% CAGR over FY21-25**



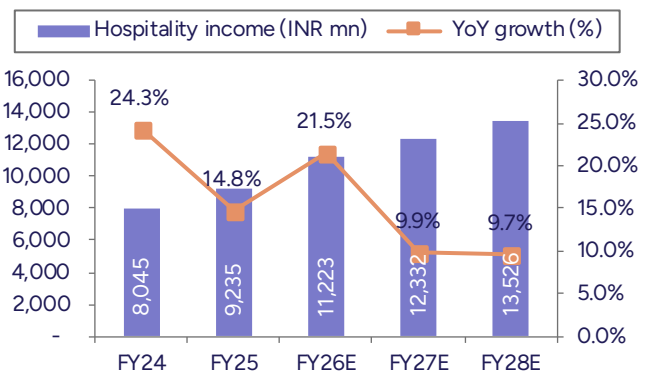
Source: Company, PL

**Exhibit 38: Annuity income to clock 31% CAGR over FY25-28E**



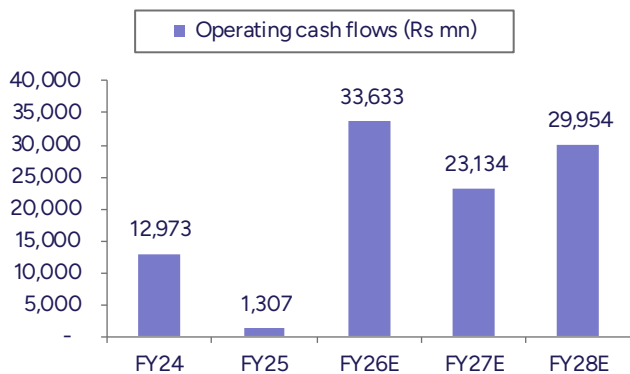
Source: Company, PL

**Exhibit 39: Hotel revenue to grow at 14% CAGR over FY25-28E**



Source: Company, PL

**Exhibit 40: Strong OCF generation over FY25-28E**



Source: Company, PL

**Exhibit 41: BD activities in FY26 YTD**

Location	Land area (acres)	Est. GDV (Rs bn)
Tellapur, Hyderabad	28	85
Poojanahalli - Devanahalli Bengaluru	10	13
Kothanuru, KR Puram Bengaluru	7	4.5
Ittangur, Sarjapura Bengaluru	10	13
Pulimamidi, Hyderabad	37	2.5
Velachery, Chennai	3	16
Prestige Business Bay, Mumbai	6	70
Dalasagere, Hosakote, Bengaluru	71	6.8
Belavatha, Mysore	4	4
Chandapura, Hosur Road, Bengaluru	70	82.3
Attibele, Bengaluru	9	10.6
Raidurg, Hyderabad (residential sale portion)	11	23
Padi, Chennai	16	45
Medavakkam, Chennai	25	50
<b>Total for FY26 YTD</b>	<b>307</b>	<b>426</b>

Source: Company, PL

India's leading and most diversified real estate developers, with nearly 4 decades of execution track record

A dominant foothold in South India, particularly in Bengaluru, it has pivoted into key growth markets like MMR, NCR, Pune and Hyderabad.

The residential pipeline remains robust with ~140msf under construction and planning

Offices exit rentals to reach ~Rs8.3bn and ~Rs 39bn by FY26E & FY30E; respectively

## PEPL: Leading developer from South India

Founded in 1986 and headquartered in Bengaluru, Prestige Estates Projects Ltd (PEPL) is among India's leading and most diversified real estate developers, with nearly 4 decades of execution track record. The promoter and promoter group holding in PEPL stood at ~60.94% as of Q2FY26. Within this, Mr. Irfan Razack's individual stake is ~2.18%, with the bulk of promoter ownership held through the Razack Family Trust (~52.24%) and other family members. The company has delivered 310 projects aggregating ~202msf across residential, commercial, retail and hospitality segments, and operates as a true pan-India platform with presence across 13 major cities. PEPL follows an integrated operating model through subsidiaries, JVs and associates, enabling consistent execution standards, scale efficiencies and strong governance across geographies.

PEPL operates a diversified real estate platform across residential, commercial, retail, hospitality, and property management & other services verticals, mitigating the inherent cyclical and geographical concentration risks of Indian real estate. While the company retains a dominant foothold in South India, particularly in Bengaluru, it has pivoted into key growth markets like MMR, NCR, Pune and Hyderabad. This strategic dispersion coupled with a robust annuity portfolio (office: ~49msf, retail: ~10msf) enhances resilience and supports a secular growth narrative through both pre-sales-led cash churn and annuity-driven cash flow visibility.

### Residential segment

This segment is the core growth engine with 160 completed residential projects spanning ~139msf and 45 ongoing residential projects spanning ~96msf. PEPL has a strong brand recall for design-led, high-quality developments across apartments, villas, plotted developments, integrated townships, and golf communities. The residential pipeline remains robust with ~140msf under construction and planning, supporting medium-term pre-sales visibility across key markets.

#### Exhibit 42: Ongoing residential projects

Regions	Total saleable area (msf)	Region-wise contribution (%)	PEPL's share (msf)
Bengaluru	44.2	46.0	33.8
Mumbai	10.3	10.7	8.8
Hyderabad	23.1	24.1	12.8
Chennai	4.2	4.4	3.2
Delhi/NCR	11.6	12.1	7.8
Others	2.6	2.7	1.7
<b>Total</b>	<b>96.0</b>	<b>100.0</b>	<b>68.1</b>

Source: Company, PL

### Commercial (Office) segment

PEPL is a prominent developer of Grade A office assets with 125 projects delivered (~49msf) so far. While several assets have been monetized via PE/strata transactions, the company continues to own and operate ~9.4msf (6.9msf- PEPL share) of leased offices generating annualized exit rentals of ~Rs8.3bn by FY26E

end. Overall guided for exit rentals of ~Rs 40bn by FY30E. The office portfolio is set to scale up with ~38msf under construction and planning across Bengaluru, Mumbai, Delhi NCR, Chennai and Kochi.

**Exhibit 43: Exit rentals guided to grow at ~47% CAGR over FY26E-28E**

Exit rentals (PEPL's share)	FY25	FY26E	FY27E	FY28E	FY29E	FY30E	CAGR (%)
Office exit rentals (Rs mn)	5,230	8,286	10,068	33,422	35,387	39,043	47.3

Source: Company, PL

Retail assets will generate exit rentals of ~Rs2.8bn in FY26 and Rs 10.9bn by FY30E

**Exhibit 44: PEPL balance capex requirement of Rs 104bn**

Commercial portfolio	Area (msf)	Bal Capex (Rs bn)	Bal Capex PEPL Share (Rs bn)
Completed (125 projects)	49.0	NA	NA
Ongoing (13 projects)	24.0	70.3	64.8
Upcoming (11 projects)	14.0	58.5	39.3
<b>Total (149 projects)</b>	<b>87.0</b>	<b>129</b>	<b>104</b>

Source: Company, PL

**Retail segment**

A pioneer in experiential retail, PEPL has developed 13 marquee malls (~10msf). Following strategic divestment of 8 malls, the company operates 5 malls (4 under the 'Forum' brand and UB City). These assets will generate exit rentals of ~Rs2.8bn in FY26 and Rs 10.9bn by FY30E, with ~12msf of retail area under construction and planning as PEPL rebuilds its retail platform.

**Exhibit 45: Exit rentals guided to grow at ~41% CAGR over FY26-28E**

Exit rentals (PEPL's share)	FY25	FY26E	FY27E	FY28E	FY29E	FY30E	CAGR (%)
Retail exit rentals (Rs mn)	2,185	2,754	3,677	6,307	9,113	10,920	41.1

Source: Company, PL

PEPL has filed DRHP for IPO of Prestige Hospitality Ventures.

**Exhibit 46: PEPL balance capex requirement of Rs 43bn**

Retail portfolio	Area (msf)	Bal Capex (Rs bn)	Bal Capex PEPL Share (bn)
Completed (13 projects)	10.0	NA	NA
Ongoing (3 projects)	2.0	8.9	8.9
Upcoming (10 projects)	10.0	51.1	34.2
<b>Total (26 projects)</b>	<b>22.0</b>	<b>60</b>	<b>43</b>

Source: Company, PL

**Hospitality segment**

PEPL owns and develops premium hospitality assets across luxury, upper-upscale and upper-midscale segments in partnership with global brands. The portfolio spans convention hotels, business hotels, serviced residences and resorts, enhancing portfolio diversification and long-term annuity income potential. The hospitality portfolio comprises 8 operating hotels, 4 hotels under development, and 11 hotels scheduled for launch shortly. PEPL added 2 new hotels in FY25 in Mumbai and Hyderabad, with a total of 258 keys. In the near term, PEPL's hotel pipeline is likely to expand to ~4,000 keys by FY30E. The company is planning to demerge its hotel business and has filed DRHP for IPO of Prestige Hospitality Ventures. Successful IPO will further deleverage balance sheet.

**Exhibit 47: Hospitality portfolio**

Assets Name	Location	No. of Keys
The Artiste Kochi, Tribute portfolio resort	Kochi	32
Sheraton Grand, BLR	Bengaluru	360
Angana Oasis Spa & Resort	Bengaluru	79
Conrad	Bengaluru	285
JW Marriot Golfshire Resort & Spa, Devanahalli	Bengaluru	301
Moxy Bengaluru Airport Prestige Tech Cloud	Bengaluru	128
Tribute Mulberry Shades Bengaluru Nandi Hills	Bengaluru	102
JW Marriott Bengaluru Prestige Golfshire Resort & Spa, Whitefield	Bengaluru	190
<b>Total</b>		<b>1,477</b>

Source: Company, PL

**Exhibit 48: Plans to add 2,509 keys by FY30E**

Particulars	Number of Keys
FY25	1,477
Ongoing keys	951
Upcoming Keys	1,558
Total Number of keys by FY30E	3,986

Source: Company, PL

**Property management & other services**

The company offers end-to-end property management services across its portfolio and undertakes construction contracts and in-house manufacturing of key building components. PEPL manages ~103msf of assets, reinforcing operational control and service quality.

**Exhibit 49: Growth trajectory**

Year	Key developments
1986	Prestige Group established in Bengaluru by Razack Sattar (later led by Irfan, Rezwan & Noaman Razack)
2006	Launched Prestige Shantiniketan, one of Bengaluru's first large integrated townships, marking leadership in master-planned communities
2010	IPO and listing on NSE/BSE (~Rs12bn)
2010	Expanded significantly across South India (Chennai, Hyderabad, Kochi) and entered western & other Indian markets
2012-14	Expanded to luxury and premium segments, major residential and leisure projects (e.g., Golfshire, Lakeside Habitat)
2017-18	Scale of operations expands; presence in multiple cities across South India
2018	Cumulative portfolio crossed 100msf, a major scale milestone
2019	Strategic entry into the Mumbai real estate market, diversifying beyond South India
2023	Strategic stake acquisition (Prestige OMR Ventures); Ocean Towers, Prestige Nautilus launched
2024	Board approved Rs50bn fundraise & hospitality monetization plan (IPO prep)
2025	NCR residential debut: The Prestige City, Indirapuram, in 62.5-acre integrated township
2025	Launch of Prestige Garden Trails in Mumbai (Dahisar-Mira Road)
2025	Strategic entry through acquisition of 11-acre Hyderabad land in record deal (~Rs15.56bn)
2025	Filed DRHP for IPO of Prestige Hospitality Ventures

Source: Company, PL

## Board of Directors and Key Management Personnel

### Exhibit 50: Board of Directors

Name	Designation	Experience
Mr. Irfan Razack	Chairman and Managing Director	With 40+ years' experience in real estate, he has steered the Prestige Group from a regional builder to one of India's leading developers across residential, commercial, retail and hospitality segments, since its founding in 1986. He holds a bachelor's degree in economics. He has also led industry bodies such as CREDAI and Bangalore Commercial Association, and has received multiple industry awards and recognitions
Dr. Rezwan Razack	Joint Managing Director	He brings multi-decade strategic and operational experience in project execution across retail, commercial and mixed-use developments within the Prestige Group. A promoter family member, he has been central to expanding Prestige's footprint in high-value projects and large portfolios
Mr. Noaman Razack	Whole-Time Director	He has senior leadership experience with the group, focusing on design excellence, customer experience and strategic growth of retail and lifestyle properties. He is part of the promoter founding family and contributes to key business decisions and expansion
Ms. Uzma Irfan	Director	She has extensive experience in corporate communications, brand building and strategic outreach activities for the Prestige Group, with leadership over media, CSR and lifestyle project positioning. She is a member of the promoter family and integral to the group's visibility and stakeholder engagement
Mr. S N Nagendra Rao	Independent Director	He is a seasoned corporate governance professional with extensive experience in board oversight, finance and compliance. As an independent director, he chairs or serves on key committees (including Audit and Stakeholders Relationship), enhancing governance quality
Ms. Neelam Chhiber	Independent Director	She is a social entrepreneur and leader, known for founding and scaling organizations like Industree Crafts Foundation and Industree Skills Transform, bringing expertise in sustainable enterprise, social impact and governance to the board
Dr. Ravindra Munishwar Mehta	Independent Director	He is an accomplished medical professional and healthcare expert with significant clinical and leadership experience. As an independent director, he contributes policy, strategic perspective and governance oversight, particularly in areas intersecting public health and organizational excellence

Source: Company, PL

### Exhibit 51: Key Management Personnel

Name	Designation	Experience
Mr. Faiz Rezwan	Executive Director - Contracts and Projects	He is a son of Mr. Rezwan Razack and has been with the Prestige Group since 2005. He represents the next generation of leadership within the group and plays a key role in overseeing contracts, procurement, and project execution. He completed his schooling from Vidya Niketan and the Canadian International School, Bengaluru, and holds a degree in business management from King's College London
Mr. Zackria Hashim	Executive Director - Land Acquisition	With the group since 2005, he has over 53 years of experience in real estate, specializing in land surveying and acquisitions, and plays a key role in securing strategic land parcels for the group's residential and commercial developments.
Mr. Amit Mor	Chief Financial Officer	He has been associated with the Prestige Group since Mar'14 and has over 20 years of experience in audit, accounting, finance and risk management. He is a chartered accountant and holds a bachelor's degree in commerce. Prior to joining Prestige, he was with S R Batliboi & Associates LLP, where he specialized in the real estate sector

Source: Company, PL

## Financials

### Income Statement (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
<b>Net Revenues</b>	<b>73,494</b>	<b>99,075</b>	<b>1,18,480</b>	<b>1,40,034</b>
YoY gr. (%)	(6.7)	34.8	19.6	18.2
Cost of Goods Sold	13,136	29,836	39,798	49,565
Gross Profit	60,358	69,239	78,683	90,469
Margin (%)	82.1	69.9	66.4	64.6
Employee Cost	8,217	8,217	9,039	10,846
Other Expenses	-	-	-	-
<b>EBITDA</b>	<b>25,588</b>	<b>34,353</b>	<b>39,775</b>	<b>46,169</b>
YoY gr. (%)	2.4	34.3	15.8	16.1
Margin (%)	34.8	34.7	33.6	33.0
Depreciation and Amortization	8,123	9,251	10,035	11,206
<b>EBIT</b>	<b>17,465</b>	<b>25,102</b>	<b>29,740</b>	<b>34,963</b>
Margin (%)	23.8	25.3	25.1	25.0
Net Interest	13,338	15,607	15,975	16,973
Other Income	3,861	8,750	7,000	7,200
<b>Profit Before Tax</b>	<b>7,988</b>	<b>18,245</b>	<b>20,765</b>	<b>25,190</b>
Margin (%)	10.9	18.4	17.5	18.0
Total Tax	1,389	4,561	5,191	6,297
Effective tax rate (%)	17.4	25.0	25.0	25.0
<b>Profit after tax</b>	<b>6,599</b>	<b>13,684</b>	<b>15,574</b>	<b>18,892</b>
Minority interest	1,494	1,000	1,200	1,500
Share Profit from Associate	(430)	-	-	-
<b>Adjusted PAT</b>	<b>4,675</b>	<b>12,684</b>	<b>14,374</b>	<b>17,392</b>
YoY gr. (%)	(66.0)	171.3	13.3	21.0
Margin (%)	6.4	12.8	12.1	12.4
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>4,675</b>	<b>12,684</b>	<b>14,374</b>	<b>17,392</b>
YoY gr. (%)	(66.0)	171.3	13.3	21.0
Margin (%)	6.4	12.8	12.1	12.4
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	4,675	12,684	14,374	17,392
<b>Equity Shares O/s (m)</b>	<b>431</b>	<b>431</b>	<b>431</b>	<b>431</b>
<b>EPS (Rs)</b>	<b>10.9</b>	<b>29.4</b>	<b>33.4</b>	<b>40.4</b>

Source: Company Data, PL Research

### Balance Sheet Abstract (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
<b>Non-Current Assets</b>				
<b>Gross Block</b>	<b>1,58,202</b>	<b>1,72,202</b>	<b>1,86,202</b>	<b>2,00,202</b>
Tangibles	1,58,202	1,72,202	1,86,202	2,00,202
Intangibles	-	-	-	-
<b>Acc: Dep / Amortization</b>	<b>53,289</b>	<b>62,541</b>	<b>72,576</b>	<b>83,782</b>
Tangibles	53,289	62,541	72,576	83,782
Intangibles	-	-	-	-
<b>Net fixed assets</b>	<b>1,04,913</b>	<b>1,09,662</b>	<b>1,13,626</b>	<b>1,16,421</b>
Tangibles	1,04,913	1,09,662	1,13,626	1,16,421
Intangibles	-	-	-	-
Capital Work In Progress	14,243	27,779	34,638	42,683
Goodwill	534	534	534	534
Non-Current Investments	12,495	12,495	12,495	12,495
Net Deferred tax assets	3,828	3,828	3,828	3,828
Other Non-Current Assets	-	-	-	-
<b>Current Assets</b>				
Investments	-	-	-	-
Inventories	3,18,831	3,56,381	4,08,739	4,64,974
Trade receivables	13,582	14,250	14,951	15,688
Cash & Bank Balance	23,930	19,825	21,531	27,872
Other Current Assets	68,126	71,532	78,686	86,554
<b>Total Assets</b>	<b>5,78,541</b>	<b>6,37,572</b>	<b>7,14,021</b>	<b>8,00,296</b>
<b>Equity</b>				
Equity Share Capital	4,307	4,307	4,307	4,307
Other Equity	1,49,923	1,61,608	1,74,982	1,91,375
<b>Total Network</b>	<b>1,54,230</b>	<b>1,65,915</b>	<b>1,79,289</b>	<b>1,95,682</b>
<b>Non-Current Liabilities</b>				
Long Term borrowings	43,130	49,130	55,130	61,130
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
<b>Current Liabilities</b>				
ST Debt / Current of LT Debt	10,153	11,354	12,354	13,354
Trade payables	18,710	20,581	22,639	24,903
Other current liabilities	2,88,459	3,26,734	3,70,749	4,21,368
<b>Total Equity &amp; Liabilities</b>	<b>5,78,541</b>	<b>6,37,572</b>	<b>7,14,021</b>	<b>8,00,296</b>

Source: Company Data, PL Research

## Cash Flow (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
PBT	7,988	18,245	20,765	25,190
Add. Depreciation	8,123	9,251	10,035	11,206
Add. Interest	13,338	15,607	15,975	16,973
Less Financial Other Income	3,861	8,750	7,000	7,200
Add. Other	(7,009)	(1,404)	(1,604)	(1,904)
Op. profit before WC changes	22,440	41,699	45,171	51,465
Net Changes-WC	(19,744)	(3,505)	(16,845)	(15,213)
Direct tax	(1,389)	(4,561)	(5,191)	(6,297)
<b>Net cash from Op. activities</b>	<b>1,307</b>	<b>33,633</b>	<b>23,134</b>	<b>29,954</b>
Capital expenditures	(8,700)	(27,536)	(20,858)	(22,045)
Interest / Dividend Income	404	404	404	404
Others	(4,784)	-	-	-
<b>Net Cash from Inv. activities</b>	<b>(13,080)</b>	<b>(27,132)</b>	<b>(20,454)</b>	<b>(21,641)</b>
Issue of share cap. / premium	298	-	-	-
Debt changes	(8,621)	6,000	16,000	16,000
Dividend paid	(837)	(899)	(999)	(999)
Interest paid	(13,338)	(15,607)	(15,975)	(16,973)
Others	32,884	(100)	-	-
<b>Net cash from Fin. activities</b>	<b>10,385</b>	<b>(10,606)</b>	<b>(974)</b>	<b>(1,972)</b>
<b>Net change in cash</b>	<b>(1,388)</b>	<b>(4,105)</b>	<b>1,706</b>	<b>6,341</b>
Free Cash Flow	(7,393)	6,097	2,276	7,909

Source: Company Data, PL Research

## Quarterly Financials (Rs m)

Y/e Mar	Q4FY25	Q1FY26	Q2FY26	Q3FY26E
<b>Net Revenue</b>	<b>15,284</b>	<b>23,073</b>	<b>24,317</b>	<b>23,690</b>
YoY gr. (%)	(29.4)	23.9	5.5	43.2
Raw Material Expenses	(1,065)	7,134	5,157	5,449
Gross Profit	16,349	15,939	19,160	18,241
Margin (%)	107.0	69.1	78.8	77.0
<b>EBITDA</b>	<b>5,411</b>	<b>8,938</b>	<b>9,098</b>	<b>8,055</b>
YoY gr. (%)	(34.6)	12.2	44.1	36.5
Margin (%)	35.4	38.7	37.4	34.0
Depreciation / Depletion	2,167	2,162	2,186	2,200
<b>EBIT</b>	<b>3,244</b>	<b>6,776</b>	<b>6,912</b>	<b>5,855</b>
Margin (%)	21.2	29.4	28.4	24.7
Net Interest	2,861	3,839	3,851	3,900
Other Income	609	1,614	2,661	2,100
<b>Profit before Tax</b>	<b>992</b>	<b>4,551</b>	<b>5,722</b>	<b>4,055</b>
Margin (%)	6.5	19.7	23.5	17.1
Total Tax	440	1,271	1,266	933
Effective tax rate (%)	44.4	27.9	22.1	23.0
<b>Profit after Tax</b>	<b>552</b>	<b>3,280</b>	<b>4,456</b>	<b>3,122</b>
Minority interest	302	355	153	215
Share Profit from Associates	-	-	-	-
<b>Adjusted PAT</b>	<b>250</b>	<b>2,925</b>	<b>4,303</b>	<b>2,907</b>
YoY gr. (%)	(82.1)	25.8	123.9	1,542.4
Margin (%)	1.6	12.7	17.7	12.3
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>250</b>	<b>2,925</b>	<b>4,303</b>	<b>2,907</b>
YoY gr. (%)	(82.1)	25.8	123.9	1,542.4
Margin (%)	1.6	12.7	17.7	12.3
Other Comprehensive Income	-	-	-	-
<b>Total Comprehensive Income</b>	<b>250</b>	<b>2,925</b>	<b>4,303</b>	<b>2,907</b>
Avg. Shares O/s (m)	-	-	-	-
<b>EPS (Rs)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

Source: Company Data, PL Research

## Key Financial Metrics

Y/e Mar	FY25	FY26E	FY27E	FY28E
<b>Per Share(Rs)</b>				
EPS	10.9	29.4	33.4	40.4
CEPS	29.7	50.9	56.7	66.4
BVPS	358.1	385.2	416.3	454.3
FCF	(17.2)	14.2	5.3	18.4
DPS	2.1	2.3	2.3	2.3
<b>Return Ratio(%)</b>				
RoCE	9.3	11.6	12.6	13.5
ROIC	3.1	4.1	4.3	4.5
RoE	3.5	7.9	8.3	9.3
<b>Balance Sheet</b>				
Net Debt : Equity (x)	0.2	0.2	0.3	0.2
Net Working Capital (Days)	1,558	1,290	1,236	1,188
<b>Valuation(x)</b>				
PER	138.2	50.9	45.0	37.2
P/B	4.2	3.9	3.6	3.3
P/CEPS	50.5	29.5	26.5	22.6
EV/EBITDA	26.4	20.0	17.4	15.0
EV/Sales	9.2	6.9	5.8	4.9
Dividend Yield (%)	0.1	0.2	0.2	0.2

Source: Company Data, PL Research

## Key Operating Metrics

Y/e Mar	FY25	FY26E	FY27E	FY28E
Residential pre-sales	1,70,231	2,80,740	3,27,141	3,67,609
Leasing income	2,847	3,920	7,361	9,255
Hospitality income	9,235	11,223	12,332	13,526

Source: Company Data, PL Research

## Sunteck Realty – Financials

Rating: BUY | CMP: Rs422 | TP: Rs600

### Income Statement (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
<b>Net Revenues</b>	<b>8,531</b>	<b>12,251</b>	<b>19,466</b>	<b>21,098</b>
YoY gr. (%)	51.0	43.6	58.9	8.4
Cost of Goods Sold	4,337	5,820	10,104	11,000
Gross Profit	4,194	6,432	9,362	10,098
Margin (%)	49.2	52.5	48.1	47.9
Employee Cost	1,067	1,280	1,536	1,843
Other Expenses	-	-	-	-
<b>EBITDA</b>	<b>1,858</b>	<b>3,648</b>	<b>6,043</b>	<b>6,141</b>
YoY gr. (%)	58.4	96.3	65.7	1.6
Margin (%)	21.8	29.8	31.0	29.1
Depreciation and Amortization	129	140	150	150
<b>EBIT</b>	<b>1,729</b>	<b>3,508</b>	<b>5,893</b>	<b>5,991</b>
Margin (%)	20.3	28.6	30.3	28.4
Net Interest	409	696	696	696
Other Income	495	500	500	500
<b>Profit Before Tax</b>	<b>1,816</b>	<b>3,311</b>	<b>5,696</b>	<b>5,795</b>
Margin (%)	21.3	27.0	29.3	27.5
Total Tax	331	728	1,367	1,391
Effective tax rate (%)	18.2	22.0	24.0	24.0
<b>Profit after tax</b>	<b>1,485</b>	<b>2,583</b>	<b>4,329</b>	<b>4,404</b>
Minority interest	-	-	-	-
Share Profit from Associate	18	2	2	2
<b>Adjusted PAT</b>	<b>1,503</b>	<b>2,585</b>	<b>4,331</b>	<b>4,406</b>
YoY gr. (%)	111.9	71.9	67.6	1.7
Margin (%)	17.6	21.1	22.2	20.9
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>1,503</b>	<b>2,585</b>	<b>4,331</b>	<b>4,406</b>
YoY gr. (%)	111.9	71.9	67.6	1.7
Margin (%)	17.6	21.1	22.2	20.9
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	1,503	2,585	4,331	4,406
<b>Equity Shares O/s (m)</b>	<b>146</b>	<b>146</b>	<b>146</b>	<b>146</b>
<b>EPS (Rs)</b>	<b>10.3</b>	<b>17.6</b>	<b>29.6</b>	<b>30.1</b>

Source: Company Data, PL Research

### Balance Sheet Abstract (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
<b>Non-Current Assets</b>				
<b>Gross Block</b>	<b>5,453</b>	<b>5,855</b>	<b>6,655</b>	<b>7,455</b>
Tangibles	5,453	5,855	6,655	7,455
Intangibles	-	-	-	-
<b>Acc: Dep / Amortization</b>	<b>503</b>	<b>643</b>	<b>793</b>	<b>943</b>
Tangibles	503	643	793	943
Intangibles	-	-	-	-
<b>Net fixed assets</b>	<b>4,950</b>	<b>5,213</b>	<b>5,863</b>	<b>6,513</b>
Tangibles	4,950	5,213	5,863	6,513
Intangibles	-	-	-	-
Capital Work In Progress	318	183	183	183
Goodwill	36	36	36	36
Non-Current Investments	5,825	6,519	7,352	8,351
Net Deferred tax assets	370	370	370	370
Other Non-Current Assets	-	-	-	-
<b>Current Assets</b>				
Investments	-	-	-	-
Inventories	62,064	64,786	69,003	76,726
Trade receivables	1,174	2,174	2,674	3,174
Cash & Bank Balance	2,025	2,105	3,445	829
Other Current Assets	6,461	7,000	7,000	7,000
<b>Total Assets</b>	<b>82,854</b>	<b>88,015</b>	<b>95,556</b>	<b>1,02,812</b>
<b>Equity</b>				
Equity Share Capital	146	146	146	146
Other Equity	32,454	34,745	38,784	42,897
<b>Total Networth</b>	<b>32,600</b>	<b>34,892</b>	<b>38,930</b>	<b>43,043</b>
<b>Non-Current Liabilities</b>				
Long Term borrowings	1,555	1,555	1,555	1,555
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
<b>Current Liabilities</b>				
ST Debt / Current of LT Debt	2,314	2,314	2,314	2,314
Trade payables	2,782	3,060	3,366	3,703
Other current liabilities	43,972	46,564	49,760	52,566
<b>Total Equity &amp; Liabilities</b>	<b>82,854</b>	<b>88,015</b>	<b>95,556</b>	<b>1,02,812</b>

Source: Company Data, PL Research

**Cash Flow (Rs m)**

Y/e Mar	FY25	FY26E	FY27E	FY28E
PBT	1,816	3,311	5,696	5,795
Add. Depreciation	129	140	150	150
Add. Interest	409	696	696	696
Less Financial Other Income	495	500	500	500
Add. Other	143	2	2	2
Op. profit before WC changes	2,497	4,150	6,545	6,643
Net Changes-WC	(267)	(2,084)	(2,048)	(6,079)
Direct tax	(331)	(728)	(1,367)	(1,391)
<b>Net cash from Op. activities</b>	<b>1,898</b>	<b>1,337</b>	<b>3,130</b>	<b>(827)</b>
Capital expenditures	(460)	(267)	(800)	(800)
Interest / Dividend Income	-	-	-	-
Others	93	-	-	-
<b>Net Cash from Inv. activities</b>	<b>(367)</b>	<b>(267)</b>	<b>(800)</b>	<b>(800)</b>
Issue of share cap. / premium	-	-	-	-
Debt changes	120	-	-	-
Dividend paid	(220)	(293)	(293)	(293)
Interest paid	(409)	(696)	(696)	(696)
Others	(55)	-	-	-
<b>Net cash from Fin. activities</b>	<b>(564)</b>	<b>(989)</b>	<b>(989)</b>	<b>(989)</b>
<b>Net change in cash</b>	<b>967</b>	<b>80</b>	<b>1,340</b>	<b>(2,616)</b>
Free Cash Flow	1,438	1,069	2,330	(1,627)

Source: Company Data, PL Research

**Quarterly Financials (Rs m)**

Y/e Mar	Q4FY25	Q1FY26	Q2FY26	Q3FY26E
<b>Net Revenue</b>	<b>2,060</b>	<b>1,883</b>	<b>2,524</b>	<b>2,800</b>
YoY gr. (%)	(51.7)	(40.5)	49.3	72.8
Raw Material Expenses	692	876	1,170	1,316
Gross Profit	1,369	1,007	1,354	1,484
Margin (%)	66.4	53.5	53.6	53.0
<b>EBITDA</b>	<b>687</b>	<b>477</b>	<b>778</b>	<b>874</b>
YoY gr. (%)	(55.2)	52.2	108.2	79.7
Margin (%)	33.3	25.4	30.8	31.2
Depreciation / Depletion	28	34	36	36
<b>EBIT</b>	<b>659</b>	<b>443</b>	<b>742</b>	<b>838</b>
Margin (%)	32.0	23.5	29.4	29.9
Net Interest	119	149	194	175
Other Income	118	132	98	100
<b>Profit before Tax</b>	<b>658</b>	<b>426</b>	<b>646</b>	<b>763</b>
Margin (%)	31.9	22.6	25.6	27.3
Total Tax	170	92	159	191
Effective tax rate (%)	25.9	21.6	24.5	25.0
<b>Profit after Tax</b>	<b>487</b>	<b>334</b>	<b>487</b>	<b>572</b>
Minority interest	(17)	-	(2)	(2)
Share Profit from Associates	-	-	-	-
<b>Adjusted PAT</b>	<b>504</b>	<b>334</b>	<b>490</b>	<b>574</b>
YoY gr. (%)	(50.3)	46.7	41.4	35.1
Margin (%)	24.5	17.8	19.4	20.5
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>504</b>	<b>334</b>	<b>490</b>	<b>574</b>
YoY gr. (%)	(50.3)	46.7	41.4	35.1
Margin (%)	24.5	17.8	19.4	20.5
Other Comprehensive Income	-	-	-	-
<b>Total Comprehensive Income</b>	<b>504</b>	<b>334</b>	<b>490</b>	<b>574</b>
Avg. Shares O/s (m)	-	-	-	-
<b>EPS (Rs)</b>	<b>3.4</b>	<b>2.3</b>	<b>3.3</b>	<b>3.9</b>

Source: Company Data, PL Research

**Key Financial Metrics**

Y/e Mar	FY25	FY26E	FY27E	FY28E
<b>Per Share(Rs)</b>				
EPS	10.3	17.6	29.6	30.1
CEPS	11.1	18.6	30.6	31.1
BVPS	222.5	238.2	265.8	293.8
FCF	9.8	7.3	15.9	(11.1)
DPS	1.5	2.0	-	-
<b>Return Ratio(%)</b>				
RoCE	4.8	9.3	14.5	13.4
ROIC	2.1	4.1	6.4	5.9
RoE	4.7	7.7	11.7	10.7
<b>Balance Sheet</b>				
Net Debt : Equity (x)	0.1	0.1	0.0	0.1
Net Working Capital (Days)	2,587	1,904	1,281	1,318
<b>Valuation(x)</b>				
PER	41.1	23.9	14.3	14.0
P/B	1.9	1.8	1.6	1.4
P/CEPS	37.9	22.7	13.8	13.6
EV/EBITDA	34.3	17.4	10.3	10.6
EV/Sales	7.5	5.2	3.2	3.1
Dividend Yield (%)	0.4	0.5	-	-

Source: Company Data, PL Research

**Key Operating Metrics**

Y/e Mar	FY25	FY26E	FY27E	FY28E
Residential pre-sales	25,310	29,277	32,202	42,455
Lease income	486	643	625	656

Source: Company Data, PL Research

**Analyst Coverage Universe**

Sr. No.	CompanyName	Rating	TP (Rs)	Share Price (Rs)
1	Ajanta Pharma	BUY	3,200	2,854
2	Apollo Hospitals Enterprise	BUY	8,600	7,087
3	Aster DM Healthcare	BUY	775	615
4	Aurobindo Pharma	BUY	1,300	1,235
5	Cipla	Accumulate	1,675	1,468
6	Divi's Laboratories	Accumulate	7,050	6,643
7	Dr. Reddy's Laboratories	Reduce	1,270	1,243
8	Eris Lifesciences	BUY	1,900	1,553
9	Fortis Healthcare	BUY	1,120	915
10	Global Health	BUY	1,375	1,238
11	HealthCare Global Enterprises	BUY	850	657
12	Indoco Remedies	Hold	325	225
13	Ipca Laboratories	BUY	1,600	1,514
14	J.B. Chemicals & Pharmaceuticals	BUY	2,100	1,933
15	Jupiter Life Line Hospitals	BUY	1,750	1,393
16	Krishna Institute of Medical Sciences	BUY	810	654
17	Lupin	BUY	2,400	2,214
18	Max Healthcare Institute	BUY	1,350	1,051
19	Narayana Hrudayalaya	BUY	2,100	1,901
20	Rainbow Children's Medicare	BUY	1,600	1,315
21	Sun Pharmaceutical Industries	BUY	1,875	1,783
22	Sunteck Realty	BUY	600	432
23	Torrent Pharmaceuticals	Accumulate	4,200	4,092
24	Zydus Lifesciences	Accumulate	1,020	928

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<b>Buy</b>	: > 15%
<b>Accumulate</b>	: 5% to 15%
<b>Hold</b>	: +5% to -5%
<b>Reduce</b>	: -5% to -15%
<b>Sell</b>	: < -15%
<b>Not Rated (NR)</b>	: No specific call on the stock
<b>Under Review (UR)</b>	: Rating likely to change shortly

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