

REAL ESTATE Q4FY25 Result Preview

Axis Securities Equity Research

REAL ESTATE – STRATEGIC GROWTH GOING FORWARD

Real Estate

We expect companies under our coverage to show a 36% decline in pre-sales for Q4FY25 YoY. This is primarily due to the already high base established in the previous financial year's Q4. Companies like Man Infraconstruction and Arvind Smartspaces are set to report healthy growth for the year. Companies like Oberoi Realty, Prestige Estates, and Signature will report lower Q4 pre-sales numbers compared to the previous year. However, for the annual pre-sales (FY25), Signature Global and Man Infraconstruction have achieved their full-year guidance.

Further, approval delays persisted in 9MFY25, where we saw delays in key launches for our coverage universe, also impacting Q4FY25. We saw an easing of these delays towards the end of the quarter and expect the spillover launches to have a healthy impact on FY26. Going forward, we expect strategic and controlled growth from the companies. Companies with a high base might see deceleration for FY25 but will see recovery in the coming years due to a low base.

Overall, the time taken to convert an EOI (expression of interest) to sales has increased due to a weak market, and the demand frenzy has ceased to exist. End-user demand is still strong, and the sector will see a more balanced growth approach. Key launches from our coverage universe include PEPL's launches of Suncrest, Nautilus, and Southern Star, ARVSMART's North Bangalore project—Park, and MCL's Vile Parle Project.

Arvind Smartspaces

ARVSMART is expected to report a pre-sale of ~Rs 1,300 Cr for FY25, showing modest growth and a 12% miss on guidance for the year. A delay in key launches like the Bannerghatta project for this FY mainly causes this miss. This is a temporary setback with an otherwise healthy sales launch pipeline and balance sheet. For FY26, the company has a GDV launch worth Rs 3,000-4,000 Cr. These factors indicate promising growth, and the company maintains a 35% pre-sales growth guidance.

Man Infraconstructions

The company launched two projects during the quarter—the Vile Parle project and two towers in the Parkwood project. It saw ~25% sales on launch. Going forward, it has five launches planned for FY26 and expects a ~25% growth in pre-sales.

Oberoi Realty

OBER saw a launch in Thane for Q3, giving ~Rs 5,600 Cr of pre-sales for FY25. The company also continues with a soft launch for its Skycity mall and is implementing a staggering occupancy strategy. Its upcoming launches include Alibaug, Gurugram, and Adarsh Nagar. We might see moderate growth for the coming year as the likelihood of all the launches occurring in FY 26 is low.

Prestige Estates Projects

Approval challenges hindered PEPL's growth for the FY25. Several key launches were delayed including the Indirapuram Prestige City and Pallava Gardens in Chennai, among others. The GDV for these delayed launches sums up to Rs 17,000 Cr, the timely launch of which could have completed the company's pre-sales guidance. The company managed to launch Suncrest, Nautilus, Southern Star and Spring Heights (GDV of Rs 16,000 Cr) and might end the year with pre-sales of Rs 14,000 Cr, largely missing their Rs 26,000 Cr guidance. However, we expect Indirapuram to be launched in Q1FY26, which will attract good sales for the upcoming year.

Signature Global

The company recorded pre-sales of Rs 1,620 Cr for the quarter and Rs 10,209 Cr for FY25, achieving its full-year pre-sales guidance with the best-ever full-year pre-sales. The company noted collections of Rs 11,700 Cr, up 16% YoY. It expects the demand in Gurugram to remain intact and will continue with its strategy to focus on mid—and premium-segment housing.

Key Monitorable in Q4FY25E

We would watch out for the management commentary on 1) Future launch guidance, 2) Luxury segment demand, 3) Price increases and Absorption, and 4) Outlook on real estate cycle FY26. This year, we remain positive on companies with slow growth due to a low base and deferred launches.

OUR TOP POSITIVE PLAYS

Prestige Estates; Signature Global

Real Estate

Q4FY25 Preview Numbers

Pre-Sales (Rs Cr)	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25E	YoY (in %)	QoQ (in %)
Arvind Smartspaces	323	201	464	224	420	30	88
Man Infraconstructions	391	691	209	608	400	2	-34
Oberoi Realty	17,644	10,670	14,425	19,183	12,000	-32	-37
Prestige Estates	4,707	3,030	4,023	3,013	4,000	-15	33
Signature Global	4,145	3,120	2,780	2,770	1,600	-61	-42

Performance v/s Guidance

Pre-Sales (Rs Cr)	Q4FY25E	FY25E	FY25 Guidance
Arvind Smartspaces	420	1,309	1,500
Man Infraconstructions	400	1,908	1,500
Oberoi Realty	12,000	56,278	65,000
Prestige Estates	4,000	14,065	26,000
Signature Global	1,600	10,270	10,000

Axis Securities Limited is a subsidiary company of Axis Bank Ltd. Axis Bank Ltd. is a listed public company and one of India's largest private sector banks and has its various subsidiaries engaged in businesses of Asset management, NBFC, Merchant Banking, Trusteeship, Venture Capital, Stock Broking, the details in respect of which are available on www.axisbank.com.

Axis Securities Limited, is registered as a

- Stock Broker, Depository Participant, Portfolio Manager, Investment Adviser and Research Analyst with Securities and Exchange Board of India
- Corporate Agent with Insurance Regulatory and Development Authority of India
- Point of Presence with Pension Fund Regulatory and Development Authority
- Distributor for Mutual Funds with AMFI

Registration Details:

SEBI Single Reg. No.- NSE, BSE, MSEI, MCX & NCDEX – INZ000161633 | SEBI Depository Participant Reg. No. IN-DP-403-2019 | Portfolio Manager Reg. No.- INP000000654 | Investment Advisor Reg No. INA000000615 | SEBI-Research Analyst Reg. No. INH000000297 | IRDA Corporate Agent (Composite) Reg. No. CA0073| PFRDA – POP Reg. No. POP387122023 | Mutual Fund Distributor ARN- 64610.

Compliance Officer Details: Name – Mr. Maneesh Mathew, Tel No. – 022-68555574, Email id – compliance.officer@axisdirect.in;

Registered Office Address – Axis Securities Limited, Unit No.002, Building- A, Agastya Corporate Park, Piramal Realty, Kamani Junction, Kurla (W), Mumbai – 400070.

Administrative office address: Axis Securities Limited, Aurum Q Parc, Q2 Building, Unit No. 1001, 10th Floor, Level – 6, Plot No. 4/1 TTC, Thane – Belapur Road, Ghansoli, Navi Mumbai, Pin Code – 400710.

In case of any grievances please call us at 022-40508080 or write to us helpdesk@axisdirect.in.

We hereby declare that our activities were neither suspended nor we have defaulted with any stock exchange authority with whom we are registered in last five years. However, SEBI, Exchanges, Clearing Corporations and Depositories etc. have conducted the routine inspection and based on their observations have issued advise/warning/show cause notices/deficiency letters/ or levied penalty or imposed charges for certain deviations observed in inspections or in normal course of business, as a Stock Broker / Depository Participant/Portfolio Manager. We have not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has our certificate of registration been cancelled by SEBI at any point of time.

Investments in securities market are subject to market risks. Read all the related documents carefully before investing.

By referring to any particular sector, Axis Securities does not provide any promise or assurance of favourable view for a particular industry or sector or business group in any manner.

Registration granted by SEBI, membership of BASL (in case of IAs) and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. None of the research recommendations promise or guarantee any assured, minimum or risk-free return to the investors. Our research should not be considered as an advertisement or advice, professional or otherwise. This research report and its respective content by Axis Securities made available on this page or otherwise do not constitute an offer to sell or purchase or subscribe for any securities or solicitation of any investments or investment services for the residents of Canada and / or USA or any jurisdiction where such an offer or solicitation would be illegal.

Subject company(ies) may have been client during twelve months preceding the date of distribution of the research report. Derivatives are a sophisticated investment device. The investor is requested to take into consideration all the risk factors before actually trading in derivative contracts.

Past performance should not be taken as an indication or guarantee of future performance, and no representation or warranty, express or implied, is made regarding future performance. Information, opinions and estimates contained in this report reflect a judgment of its original date of publication by ASL and are subject to change without notice. The price, value of and income from any of the securities or financial instruments mentioned in this report can fall as well as rise. The value of securities and financial instruments is subject to exchange rate fluctuation that may have a positive or adverse effect on the price or income of such securities or financial instruments.

The information and opinions in this report have been prepared by Axis Securities and are subject to change without any notice. The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of Axis Securities. The report must not be used as a singular basis of any investment decision. The views herein are of a general nature and do not consider the risk appetite, investment objective or the particular circumstances of an individual investor. The investor is requested to take into consideration all the risk factors including their financial condition, suitability to risk return profile and the like and take professional advice before investing.

While we would endeavour to update the information herein on a reasonable basis, Axis Securities is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent Axis Securities from doing so. Non-rated securities indicate that rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or Axis Securities policies, in circumstances where Axis Securities might be acting in an advisory capacity to this company, or in certain other circumstances.

This report is based on information obtained in good faith from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. Axis Securities will not treat recipients as customers by virtue of their receiving this report. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation

that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. The recipient should independently evaluate the investment risks. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. Axis Securities accepts no liabilities whatsoever for any loss or damage of any kind arising out of the use of this report. Past performance is not necessarily a guide to future performance. Investors are advised to see Risk Disclosure Document to understand the risks associated before investing in the securities markets. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice. Axis Securities or its associates might have managed or co-managed public offering of securities for the subject company or might have been mandated by the subject company for any other assignment in the past twelve months. Axis Securities or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory service in a merger or specific transaction. Axis Securities or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the companies mentioned in the report in the past twelve months. Axis Securities encourages independence in research report preparation and strives to minimize conflict in preparation of research report. Axis Securities or its associates or its analysts did not receive any compensation or other benefits from the companies mentioned in the report or third party in connection with preparation of the research report. Accordingly, neither Axis Securities nor Research Analysts and / or their relatives have any material conflict of interest at the time of publication of this report. Please note that Axis Securities has a proprietary trading desk. This desk maintains an arm's length distance with the Research team and all its activities are segregated from Research activities. The proprietary desk operates independently, potentially leading to investment decisions that may deviate from research views.

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

Research Analyst may have served as an officer, director or employee of subject company(ies). Axis Securities or Research Analysts or their relatives do not own 1% or more of the equity securities of the Company mentioned in the report as of the last day of the month preceding the publication of the research report. Since associates of Axis Securities and Axis Securities as an entity are engaged in various financial service businesses, they might have financial interests or actual/beneficial ownership of one percent or more or other material conflict of interest in various companies including the subject company/companies mentioned in this report. Axis Securities may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report. Certain transactions -including those involving futures, options and other derivatives as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. Reports based on technical analysis centres on studying charts of a stock's price movement and trading volume, as opposed to focusing on a company's fundamentals and as such, may not match with a report on a company's fundamentals.

We and our affiliates/associates, officers, directors, and employees, Research Analyst(including relatives) worldwide may: (a) from time to time, have long or short positions in, and buy or sell the securities thereof, of company (ies) mentioned herein or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the subject company/company (ies) discussed herein or act as advisor or lender / borrower to such company (ies) or have other potential/material conflict of interest with respect to any recommendation and related information and opinions at the time of publication of Research Report or at the time of public appearance. Axis Securities may have proprietary long/short position in the above mentioned scrip(s) and therefore may be considered as interested. This should not be construed as invitation or solicitation to do business with Axis Securities. Axis Securities is also a Portfolio Manager. Portfolio Management Team (PMS) takes its investment decisions independent of the PCG research and accordingly PMS may have positions contrary to the PCG research recommendation.