# Result Update 2<sup>nd</sup> June. 2025

## Prestige Estates Projects Ltd

Real Estate



BUY
Target Price
1,850

### Set for a Resilient Comeback in FY26; Maintain BUY

Changes in Estimates post Q4FY25

FY26E: Revenue: -2%; EBITDA: 3%; PAT: 10%

**Recommendation Rationale** 

- Launches lead to pick-up in sales; strong guidance: Prestige reported pre-sales of Rs 6,957 Cr for the quarter, a 48% growth YoY. This was slightly above our expectations, mainly due to launches at the far end of March. The company launched projects of 14 Mn sq. ft. in Q4FY25, including two big projects, Prestige Southern Star and Prestige Spring Heights, each covering ~5 Mn sq. ft. As opposed to ~10 Mn sq. ft. in 9MFY25. The company's presales for FY25 stood at Rs 17,000 Cr, missing its earlier guidance of Rs ~24,000 Cr but in line with our expectations post Q3FY25. Mumbai's contribution to the pre-sales was ~ Rs 5,100 Cr, translating to 30% of pre-sales driven by Nautilus launch, while Bengaluru/Hyderabad contributed ~45%/23% of pre-sales for the year. It has guided towards a launch pipeline of GDV Rs 42,000 Cr while having an unsold inventory of Rs ~20,000 Cr. The company has guided towards a pre-sales of Rs 27,000 Cr, of which Q1FY26 is expected to contribute ~Rs 12,000 Cr on the back of the recent three Mumbai launches. This shows a good upcoming FY26 on the back of spill-over launches and a lower base.
- Annuity performs well: The company showed an occupancy level of ~90% for its office segments and a strong 99% for its retail presence. EBITDA margins stood at 79%, leading to a rise in EBITDA from the annuity space of Rs 5,932 Cr for FY25. The exit rentals for its commercial/retail portfolio stood at Rs 5,230 Cr/ Rs 2,185 Cr. The upcoming pipeline stands at 8/10 Mn sq. ft. for commercial/retail segments. Its annuity capex stood at ~Rs 13,460 Cr, up from ~Rs 12,800 Cr. Prestige sees exit rentals escalating from the current Rs 7,400 Cr to Rs 44,000 Cr by FY29E.
- Muted Collections; Recovery in coming quarters: While the company saw decent presales despite delayed launches, its collections remained subdued. The reported collections for Q4FY25 of Rs 3,155 Cr showed 9% de-growth YoY. This was mainly impacted due to launches happening at the far end of March, and hence could not translate into collections. Prestige expects this spill over to happen in Q1FY26. The collections for the year stood at Rs 12,084 Cr, flat over the previous year. This also impacted the company's financial performance, while increasing its net debt to Rs 6,716 Cr from the previous Rs 5,960 Cr. Net debt to equity was 0.42x.

Sector Outlook: Positive

Company Outlook & Guidance: We remain positive about the company's long-term prospects.

**Current Valuation:** DCF-based valuation

Current TP: Rs 1,850/share (Earlier TP: Rs 1,820 /share).

**Recommendation:** With a 25% upside from the CMP, we **maintain our long-term BUY** rating on the stock.

**Financial Performance:** The company reported a revenue of Rs 1,528 Cr for the quarter, down 29% YoY. Its EBITDA and PAT stood at Rs 541 and Rs 43 Cr, respectively, down 34%/81% QoQ. This was on the back of lower EBITDA margins of 35.4%. For the year, Prestige reported revenue of Rs 7,349 Cr, EBITDA of Rs 2,558 Cr and PAT of Rs 467 Cr. The OCF stood at Rs 526 Cr.

### **Key Financials (Consolidated)**

(Rs Cr)	Q4FY24	Q3FY25	Q4FY25	YoY (%)	QoQ (%)
Net Sales	2,164	1,655	1,528	(29.4)	(7.6)
EBITDA	828	590	541.11	(34.6)	(8.3)
EBITDA Margin (%)	38%	36%	35%	(7.4)	(0.7)
Net Profit	236	32	43	(81.7)	33.9
EPS (Rs)	3.50	0.41	0.58	(83.4)	41.4

Source: Company, Axis Securities Research

(CMP	as of 30 <sup>th</sup> May, 2025)
CMP (Rs)	1,484
Upside /Downside (%)	25%
High/Low (Rs)	2,072/1,048
Market cap (Cr)	63,213
Avg. daily vol. (1m).	6,96,216
No. of shares (Cr)	40.1

#### Shareholding (%)

	Sep-24	Dec-24	Mar-25
Promoter	60.9	60.9	60.9
FII	19.1	19.3	17.1
MF's/Banks	13.2	12.8	15.5
Others	6.7	6.9	6.5

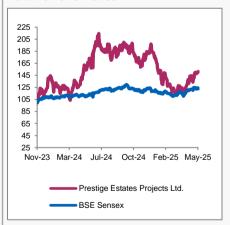
#### **Financial & Valuations**

Y/E Mar (Rs Cr)	FY24	FY25	FY26E
Net Sales	7,349	10,102	13,088
EBITDA	2,559	3,391	4,505
Net Profit	468	1,111	1,985
EPS, Rs	11.7	27.7	49.5
PER, x	127.3	53.5	30.0
EV/EBITDA, x	26.7	21.1	13.6
ROE, %	3.0	6.7	10.8

#### Change in Estimates (%)

Y/E Mar	FY26E
Sales	-2%
EBITDA	3%
PAT	10%

#### **Relative Performance**



Source: Ace Equity, Axis Securities Research

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#### Outlook

After a subdued performance in 9MFY25, PEPL's pre-sales rebounded in Q4FY25, reaching Rs 6,957 Cr (up 48% YoY), driven by a pickup in launches (14 Mn sq ft). The growth was largely price-led, supported by a stronger geographical contribution. Despite this recovery, FY25 pre-sales declined 19% YoY due to delayed launches stemming from regulatory hurdles, resulting in a ~30% miss against the initial guidance of ~Rs 24,000 Cr. Going forward for FY26E, Prestige aims to offset the muted FY25 performance with a robust launch pipeline worth Rs 42,000 Cr. Combined with an existing inventory base of Rs 21,000 Cr, we believe Prestige is well-positioned to achieve a 65% YoY growth in pre-sales to Rs 28,000 Cr. The annuity segment is expected to maintain steady growth in the near term, with a significant ramp-up anticipated post-FY28E as new assets become operational.

#### Valuation & Recommendation

We continue to value the company using a DCF-based valuation and premium NAV approach and arrive at a TP of Rs 1,850/share, implying a 25% upside from the CMP.

#### **Key Highlights**

- **Upcoming Launches**: The company has planned launches of Rs 42,000 Cr, and is confident about its launch pipeline since all of them are in the later stages of approval. It believes another Rs 10,000-15,000 Cr worth of launches could be possible if it pushes hard, which are in the early stages of approval.
- **FY26E Guidance**: Prestige has guided for a pre-sales of Rs 12,000-13,000 Cr in Q1FY26E with a strong launch of Chennai Pallava Gadens. Its guidance for the full year stands at Rs 27,000 Cr.
- Collections Trajectory: The company expects its collections to show good growth on the back of launches that happened towards the end of FY25, a robust upcoming pipeline and on a low previous year base. Construction cost should be rangebound at Rs 1700-800 Cr per quarter, driving further growth.
- Unsold Inventory: Total unsold inventory increased to 14 Mn sq. ft., which translates to ~Rs 21,000 Cr.
- Annuity Launches: The company has a healthy portfolio for its commercial and retail assets. With 90%/99% occupancy for its commercial/retail portfolio, Prestige has recorded exit rentals of Rs 7,415 Cr for FY25. PEPL has also filed a DRHP for its hospitality segment. The BKC project is on track to be completed by FY28. Aerocity is planned for FY26, where 0.6 Mn sq. ft. is also pre-leased. Pending ongoing capex for these projects is ~Rs 7,000 Cr, and any further capex will be debt-funded.
- Business Development: Prestige's land capex surges, and its overall land stock ramped up to 698 acres (598 acres Prestige's share). This is mainly to fulfil the ongoing demand trend. The company has observed good absorptions across regions of MMR, NCR, Hyderabad, and Bengaluru. Its successful entry into the MMR and NCR regions shows its brand's capability to enter newer markets effectively.
- **Realisations**: Realisations improved YoY for the quarter at Rs 15,524/sq. ft. up 35% for villas, apartments, and commercial spaces.

#### Key Risks to Our Estimates and TP

- Approval Delays: The company is facing challenges in launching its major projects due to approval delays. This issue led to a miss in guidance for its pre-sales for the FY25. Any such challenges going forward could harm its ongoing growth path.
- Debt: Any additional debt built up to scale up its annuity business could hamper its long-term growth prospects.
- **Geographical Challenges:** Prestige may encounter difficulties maintaining its momentum in regions outside its core domain. This challenge could extend to its annuity assets, where sustaining a comparable occupancy rate may prove problematic.



## **Operational Performance:**

(Rs Cr)	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25	FY26E
Bookings ( Pre Sales)	7,093	5,326	4,707	3,030	4,023	3,013	6,957	17,022	28,000
Collections	2,624	3,116	3,474	2,916	2,737	3,257	3155.1	12,066	
% Completion				13%	29%	42%	71%		

## Change in Estimates

	Old Est.		Revised Est.		% Revision	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Revenue	10,351	-	10,102	13,088	-2%	-
EBITDA	3,299	-	3,391	4,505	3%	-
PAT	1,014	-	1,111	1,985	10%	-
EPS	25	-	28	50	11%	-



## **Results Review**

Y/E Mar (Rs Cr)	Q4FY24	Q3FY25	Q4FY25	YoY growth %	QoQ growth %
Revenue from Operations	2,164	1,655	1,528	(5.0)	24.3
Total operating costs	1,336	1,064	987	1.5	27.5
% sales	62%	64%	0%	6.9	2.6
Construction Cost	561	235	-102	(8.4)	119.2
Employee costs	214	186	222	(9.5)	3.8
Other expenses	562	644	867	(5.2)	(17.3)
EBITDA	828	590	541	(15.5)	18.5
% margin	38%	36%	0	(11.1)	(4.7)
Depreciation	197	205	217	0.5	(3.2)
EBIT	630	385	324	(20.6)	30.0
Finance Costs	424	345	286	(13.2)	6.6
Other income	69	43	61	74.3	175.1
PBT	275	84	99	(8.3)	201.6
Tax	79	45	44		84.8
0.00	0	0	0	10.1	48.7
Associates and JVs	39	-7	-12	(100.0)	(100.0)
Group PAT	236	32	43	(27.9)	428.6
% margin	11%	2%	0	(24.1)	325.4
Minority Share	96	15	18	(40.8)	291.7
Adjusted PAT	140	18	25	(19.0)	



## Financials (Consolidated)

Profit & Loss (Rs Cr)

Y/E Mar (Rs Cr)	FY25	FY26E	FY27E
Net sales	7,349	10,102	13,088
Growth, %	-7	37	30
Other operating income	-	-	-
Total income	7,349	10,102	13,088
Raw material expenses	-1,203	-4,489	-5,704
Employee expenses	-822	-707	-916
Other Operating expenses	-2,766	-1,515	-1,963
EBITDA (Core)	2,559	3,391	4,505
Growth, %	2	33	33
Margin, %	35	34	34
Depreciation	-812	-930	-1,048
EBIT	1,747	2,461	3,457
Growth, %	-2	41	40
Margin, %	24	24	26
Interest paid	-1,334	-1,022	-1,202
Other Income	386	192	518
Share of profits from associates	-43	-59	19
Pre-tax profit	756	1,573	2,792
Tax provided	-139	-359	-610
Profit after tax	617	1,214	2,182
Others (Minorities, Associates)	-149	-102	-197
Net Profit	468	1,111	1,985

Source: Company, Axis Securities Research

Balance Sheet (Rs Cr)

15,423 431	16,462	18,375
431		
	431	431
14,992	16,031	17,944
482	584	781
10,600	12,100	14,600
584	584	584
27,089	29,730	34,340
13,219	15,896	18,340
1,331	1,331	1,331
12,540	12,503	14,669
44,246	59,451	87,477
31,883	48,779	63,874
2,189	2,439	2,689
6,423	6,423	6,423
1,358	1,234	1,234
2,393	577	13,258
31,706	46,947	72,808
1,663	1,663	1,663
25,073	40,528	66,389
1,871	1,657	1,657
2,580	2,580	2,580
520	520	520
27,089	29,730	34,340
	14,992 482 10,600 584 27,089 13,219 1,331 12,540 44,246 31,883 2,189 6,423 1,358 2,393 31,706 1,663 25,073 1,871 2,580 520	14,992     16,031       482     584       10,600     12,100       584     584       27,089     29,730       13,219     15,896       1,331     1,331       12,540     12,503       44,246     59,451       31,883     48,779       2,189     2,439       6,423     6,423       1,358     1,234       2,393     577       31,706     46,947       1,663     1,663       25,073     40,528       1,871     1,657       2,580     2,580       520     520



Cash Flow (Rs Cr)

Y/E Mar (Rs Cr)	FY25	FY26E	FY27E
PBT	756	1,632	2,774
Op profit before WC changes	2,611	3,391	4,505
(Increase)/decrease in loans and advances	-660	-250	-250
(Increase)/decrease in inventories	-7,464	-16,895	-15,095
Increase/(Decrease) in sundry creditors	6,542	15,241	25,861
Change in Working Capital	-2,084	-1,780	10,516
Cash from operations	526	1,611	15,020
Taxes paid	-396	-359	-610
Cash from operating activities	131	1,252	14,410
Change in Fixed Assets	-1,583	-3,607	-3,492
Interest/ Dividend received	278	192	518
Net cash from investing activities	-1,348	-3,474	-2,955
	-	-	-
Interest paid	-1,666	-1,022	-1,202
Dividend paid	-78	-72	-72
Others	-1,435	-	-

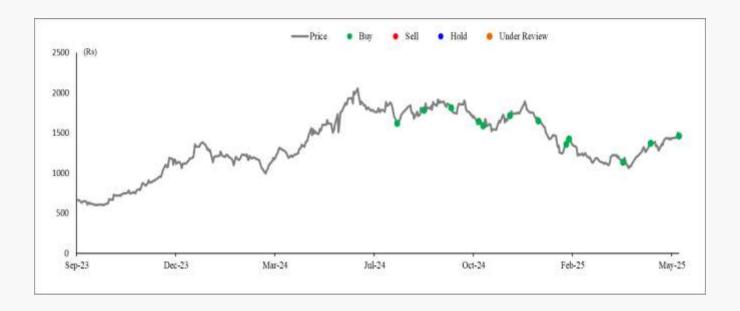
Source: Company, Axis Securities Research

Ratio Analysis (%)

EPS (INR) Growth, % Book NAV/share (INR) FDEPS (INR) CEPS (INR) CFPS (INR) DPS (INR) Return ratios Return on assets (%) Return on equity (%)	11.7 (66.0)	27.7	49.5
Book NAV/share (INR)  FDEPS (INR)  CEPS (INR)  CFPS (INR)  DPS (INR)  Return ratios  Return on assets (%)	(66.0)		
FDEPS (INR) CEPS (INR) CFPS (INR) DPS (INR) Return ratios Return on assets (%)		137.7	78.7
CEPS (INR) CFPS (INR) DPS (INR) Return ratios Return on assets (%)	384.7	410.6	458.3
CFPS (INR)  DPS (INR)  Return ratios  Return on assets (%)	11.7	27.7	49.5
DPS (INR)  Return ratios  Return on assets (%)	31.9	50.9	75.7
Return ratios Return on assets (%)	(40.9)	8.0	329.5
Return on assets (%)	(1.5)	(1.5)	(1.5)
Return on equity (%)	3.7	3.4	3.7
rectain on equity (70)	3.0	6.7	10.8
Return on capital employed (%)	7.6	7.9	10.6
Current ratio (x)	1.6	1.4	1.3
Quick ratio (x)	0.4	0.2	0.3
Interest cover (x)	1.3	2.4	2.9
Net debt/Equity (%)	56.6	73.2	10.1
Valuation			
PER (x)	127.3	53.5	30.0
PEG (x) - y-o-y growth	(1.9)	0.4	0.4
Price/Book (x)			



# **Prestige Estates Projects Price Chart and Recommendation History**



Date	Reco	ТР	Research
06-Aug-24	BUY	2,195	Result Update
02-Sep-24	BUY	2,195	Top Picks
01-Oct-24	BUY	2,195	Top Picks
31-Oct-24	BUY	2,195	Result Update
04-Nov-24	BUY	2,195	Top Picks
02-Dec-24	BUY	2,195	Top Picks
01-Jan-25	BUY	2,195	Top Picks
01-Feb-25	BUY	1,820	Result Update
03-Feb-25	BUY	1,820	Top Picks
01-Mar-25	BUY	1,820	Top Picks
01-Apr-25	BUY	1,820	Top Picks
02-May-25	BUY	1,820	Top Picks
02-Jun-25	BUY	1,850	Result Update

Source: Axis Securities Research



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Ratings	Expected absolute returns over 12 – 18 months	
BUY	More than 10%	
HOLD	Between 10% and -10%	
SELL	Less than -10%	
NOT RATED	We have forward looking estimates for the stock, but we refrain from assigning valuation and recommendation.	
UNDER REVIEW	We will revisit our recommendation, valuation and estimates on the stock following recent events	
NO STANCE	We do not have any forward-looking estimates, valuation or recommendation for the stock	

Note: Returns stated in the rating scale are our internal benchmark.